

Premier Market of the Nagoya Stock Exchange
Prime Market of the Tokyo Stock Exchange
Securities Code: 6134

Fiscal Year Ending March 2022 Financial Results Explanatory Materials

May 2022



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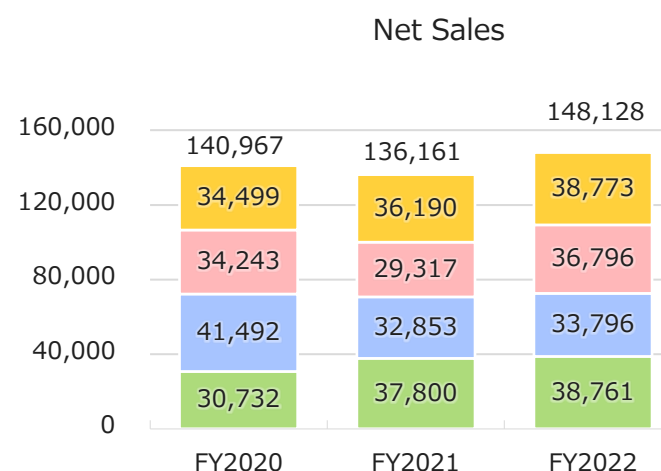
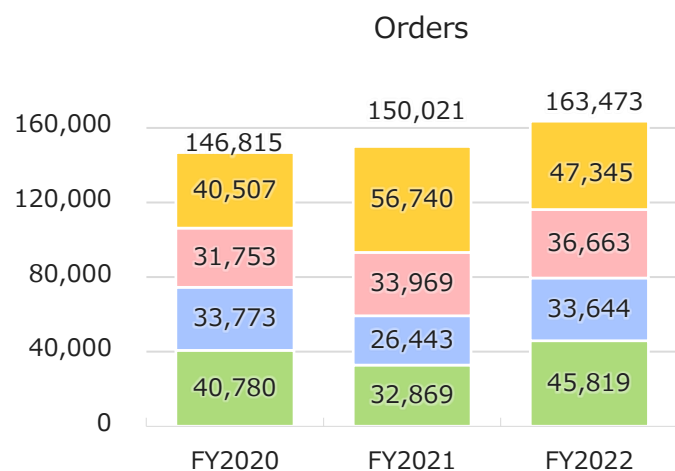

1. Financial Summary

FY2022 Results

© Although there were shortages of parts and materials, and distribution delays, buoyed by firm demand, orders, net sales, and profits all reached record highs.

(Millions of yen)

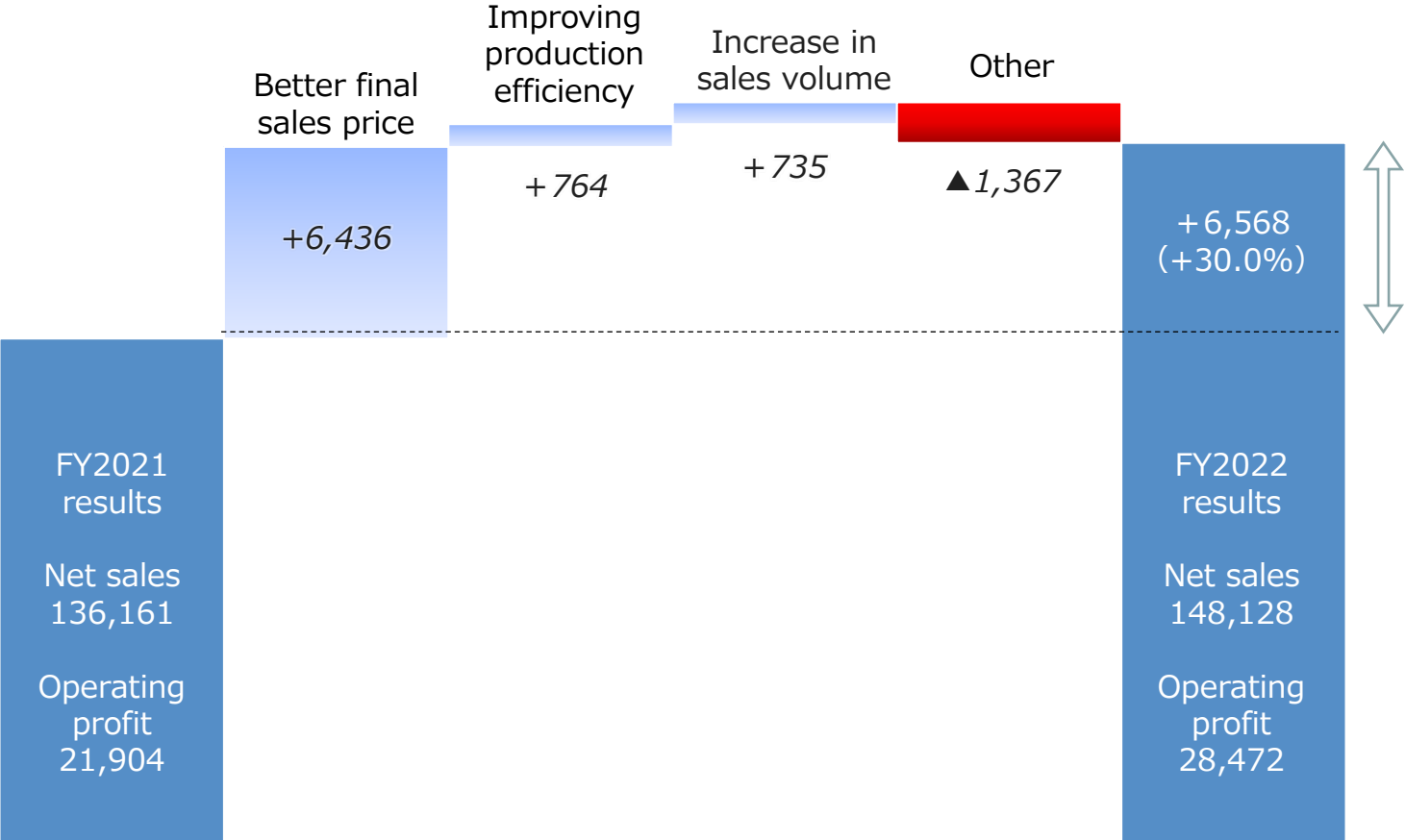
	FY2021 results	FY2022 results	Compared to the same period last year	
			Amount	Ratio
Orders	150,021	163,473	+13,451	+9.0%
Net sales	136,161	148,128	+11,966	+8.8%
Operating profit	21,904	28,472	+6,568	+30.0%
Ordinary profit	23,224	29,943	+6,718	+28.9%
Profit attributable to owners of parent	17,167	21,188	+4,020	+23.4%



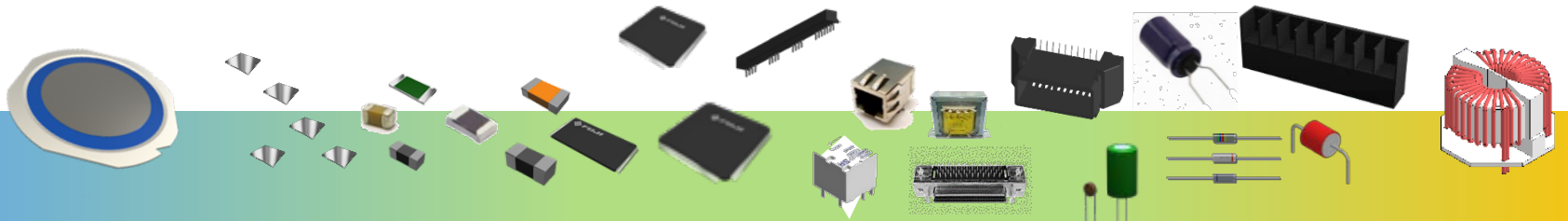
Operating Income Increase/Decrease Analysis

© The operating profit increased 6,460 million yen year over year, mainly because of improvements in selling prices.

(Millions of yen)



Robotic Solutions Division



Solder printing

Die

SMD

Insertion parts



GPX-C III

FASFORD TECHNOLOGY
DBシリーズ

NXTR

NXT III
Fuji Scalable Placement Platform

AIMEX III

sFAB-SH

Multijoint robot



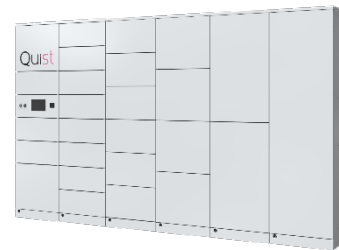
SW-BA

Plasma processing equipment



Tough Plasma

Delivery locker system



QuiSt

Nursing care robots



Huq

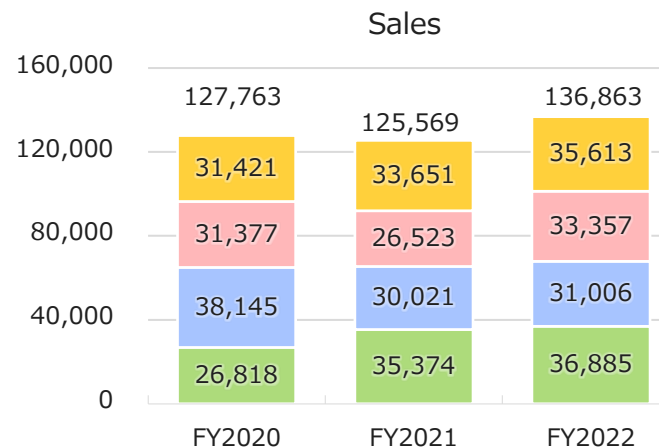
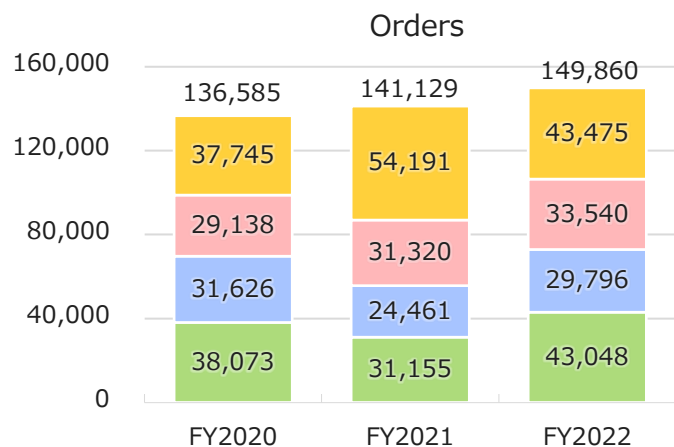
Robotic Solutions Division Results

- ◎ Along with firm capital investment in areas such as telecommunication and server sectors, the automotive sector was a driver of sales in the European and North American markets.
- ◎ Favorable growth continued also in investment of equipment for manufacturing electronic components.

(Millions of yen)

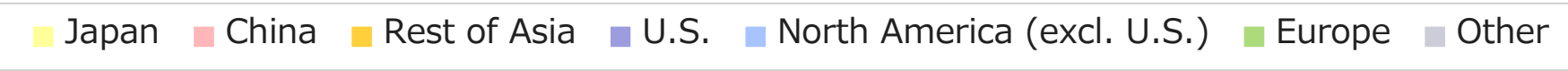
	FY2021 results	FY2022 results	Compared to the same period last year	
			Amount	Ratio
Orders	141,129	149,860	+8,731	+6.2%
Net sales	125,569	136,863	+11,293	+9.0%
Operating profit	26,307	32,617	+6,310	+24.0%
Order backlogs	44,300	57,298	+12,997	+29.3%

Note: Backlog orders of FUJI MACHINE AISA have been reflected to the order backlogs in the above, corrected retroactively from the full-year results for the fiscal year ending March 31, 2021.

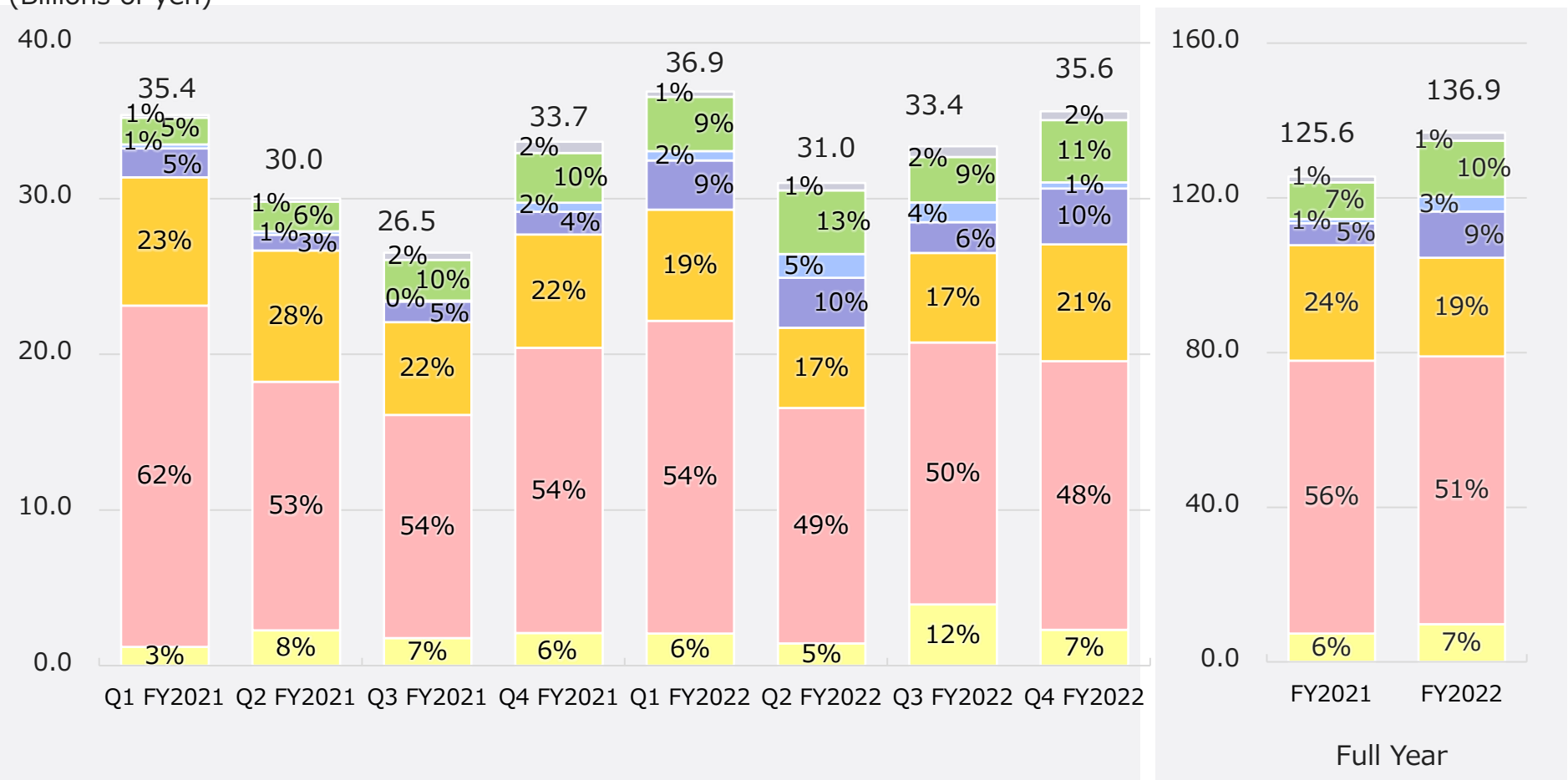


Robotic Solutions Division Net Sales by Region

- ◎ China: Smartphones and their peripheral devices, and computer-related industries were major drivers of the sales.
- ◎ Europe and North America: Growth seen in capital investment particularly for automotive-related industries.

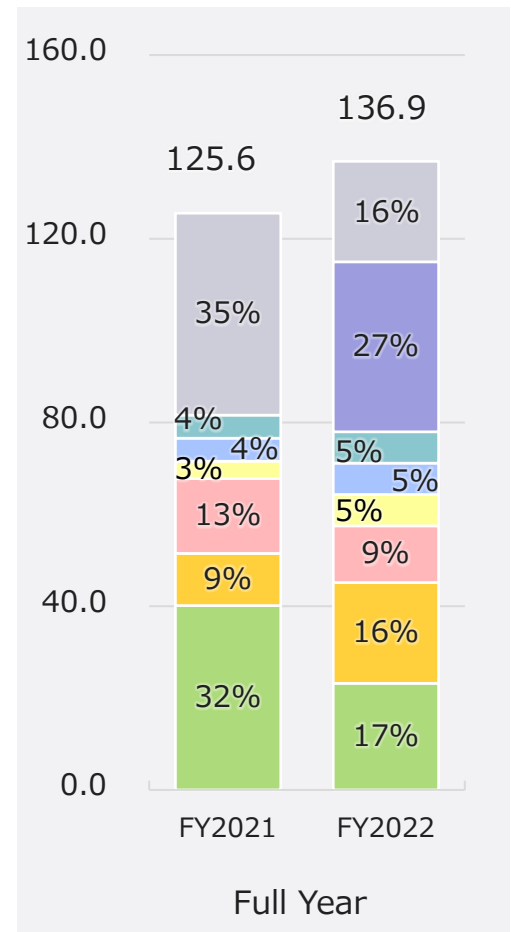
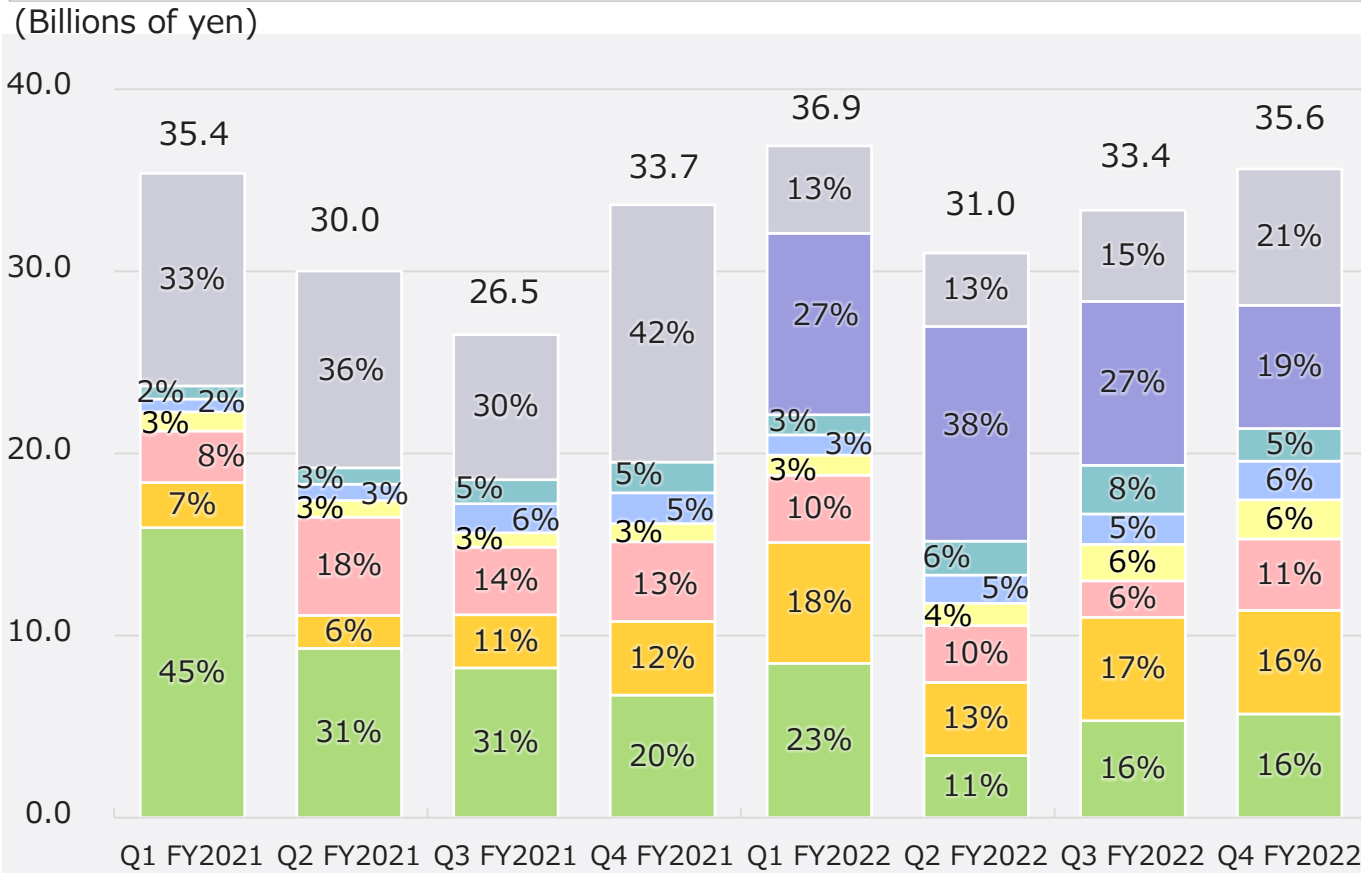
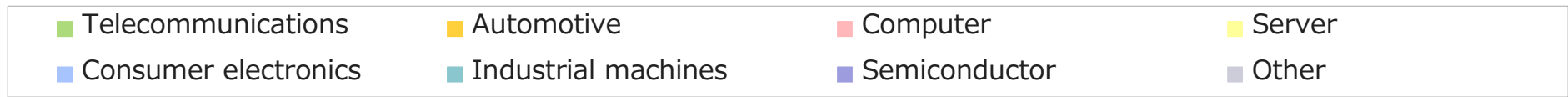


(Billions of yen)



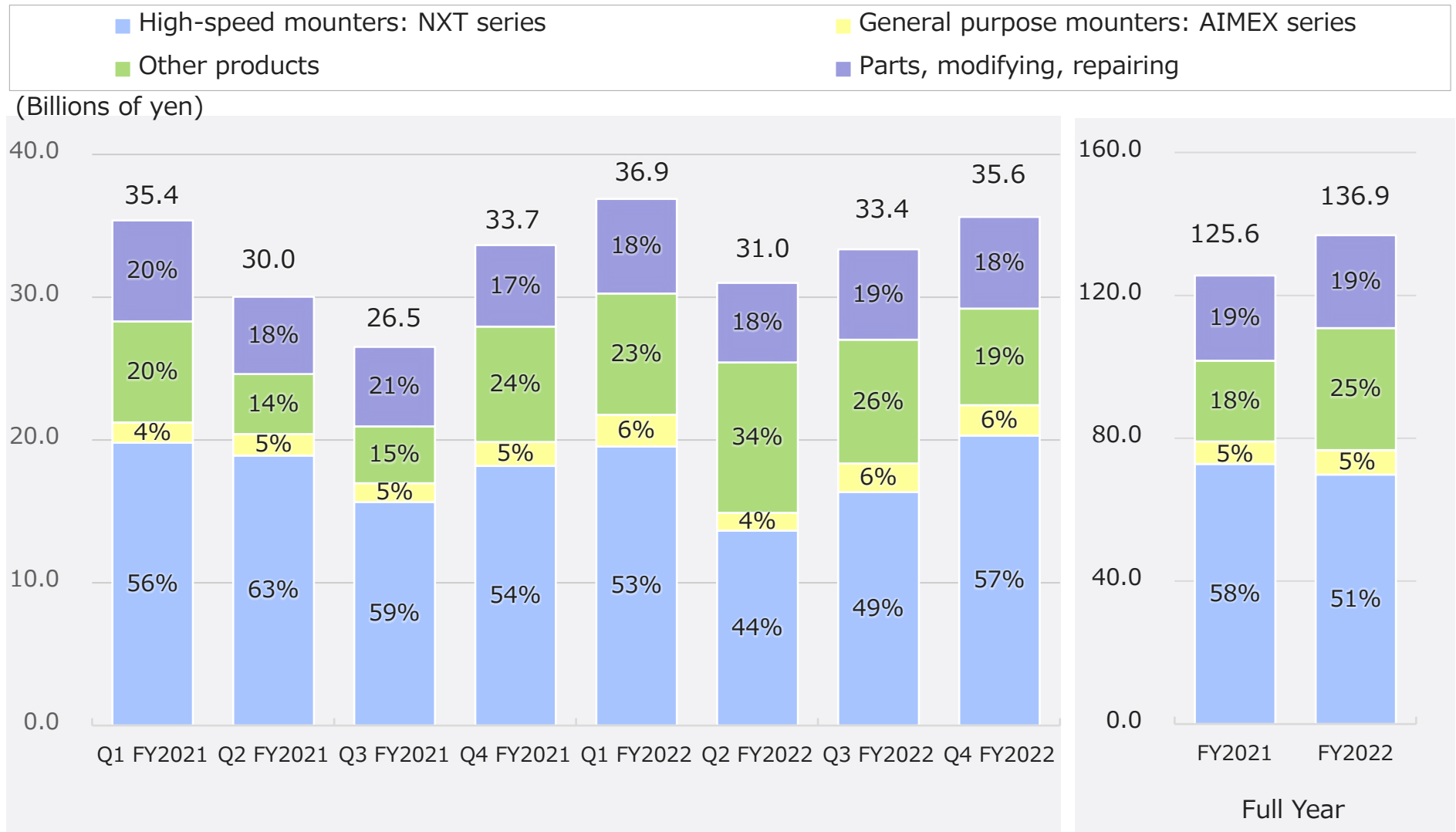
Robotic Solutions Division Net Sales by Sector

- © Semiconductor: Strong sales were seen for semiconductor manufacturing equipment from Fasford Technology Co., Ltd.
- © Automotive: EV-related capital investment was strong for Europe and North America.



* Semiconductor: Data is separate from the "Other" classification and disclosed as a separate class from FY2022.

Robotic Solutions Division Net Sales by Machine Type



Machine Tools Division

Front Facing Twin Spindle Lathe

CS SERIES



Horizontal CNC Lathe TN series

TNII SERIES



Opposed twin spindle lathe

AN SERIES



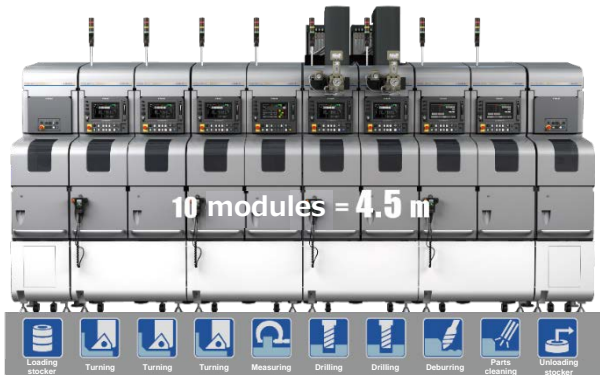
Ultimate Multi Task Machine

GYROFLEX



Modular Production Equipment

DLFn



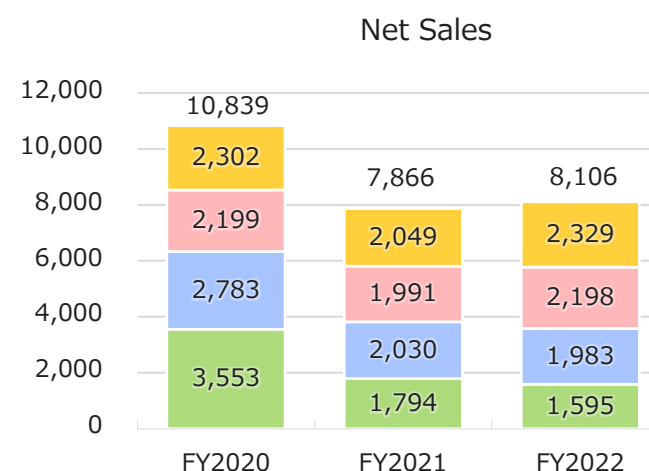
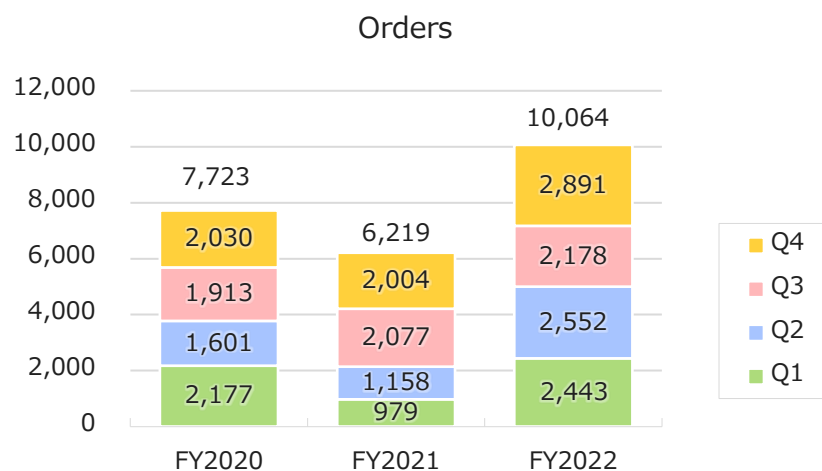
- Loading stocker
- Turning
- Turning
- Turning
- Measuring
- Drilling
- Drilling
- Deburring
- Parts cleaning
- Unloading stocker

Machine Tools Division Results

- © Signs of improvements started to appear mainly in North American and Chinese markets.
The Japanese domestic markets remained soft.

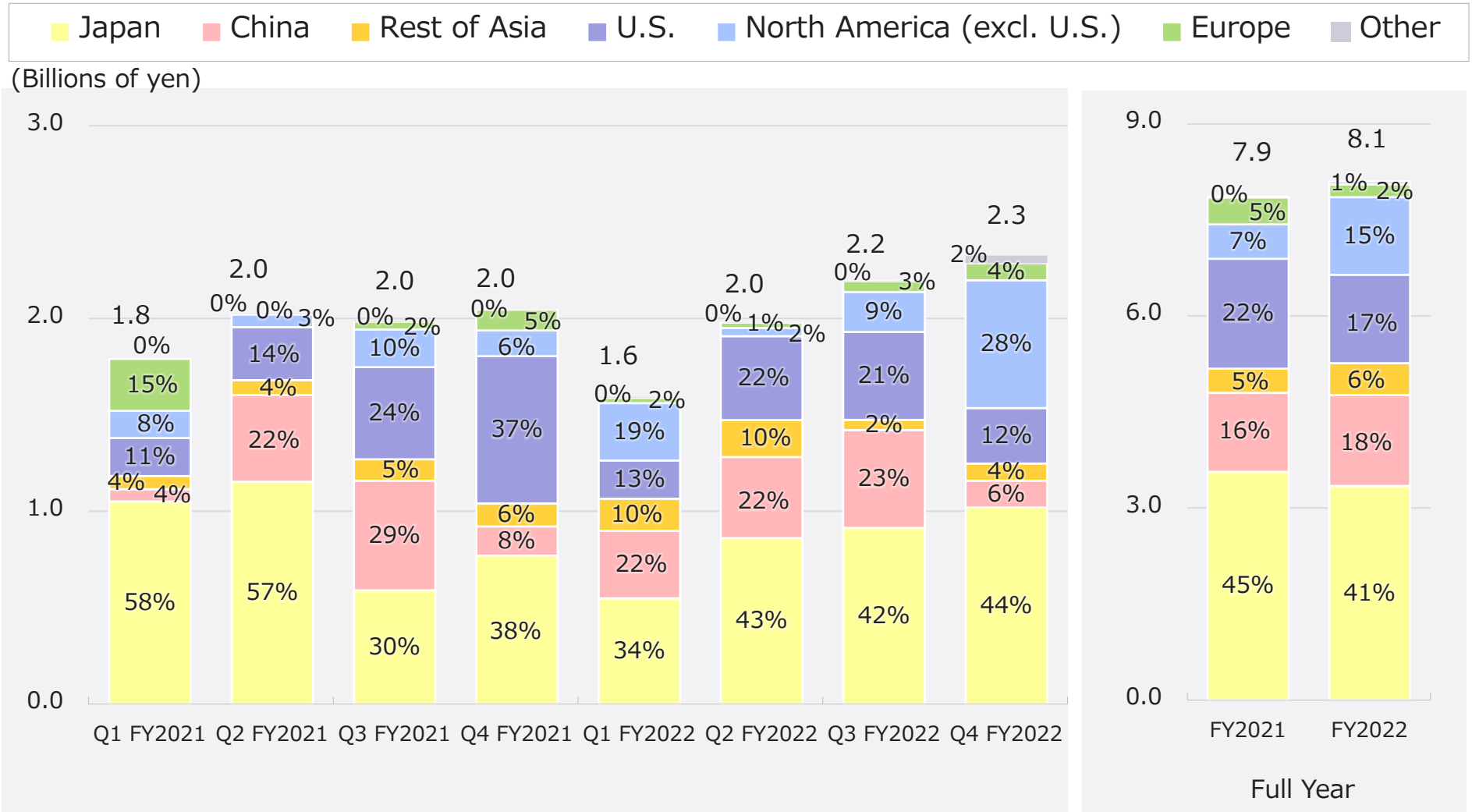
(Millions of yen)

	FY2021 results	FY2022 results	Compared to the same period last year	
			Amount	Ratio
Orders	6,219	10,064	+3,845	+61.8%
Net sales	7,866	8,106	+239	+3.0%
Operating profit	▲1,324	▲852	+472	-
Order backlogs	3,686	5,644	+1,958	+53.1%

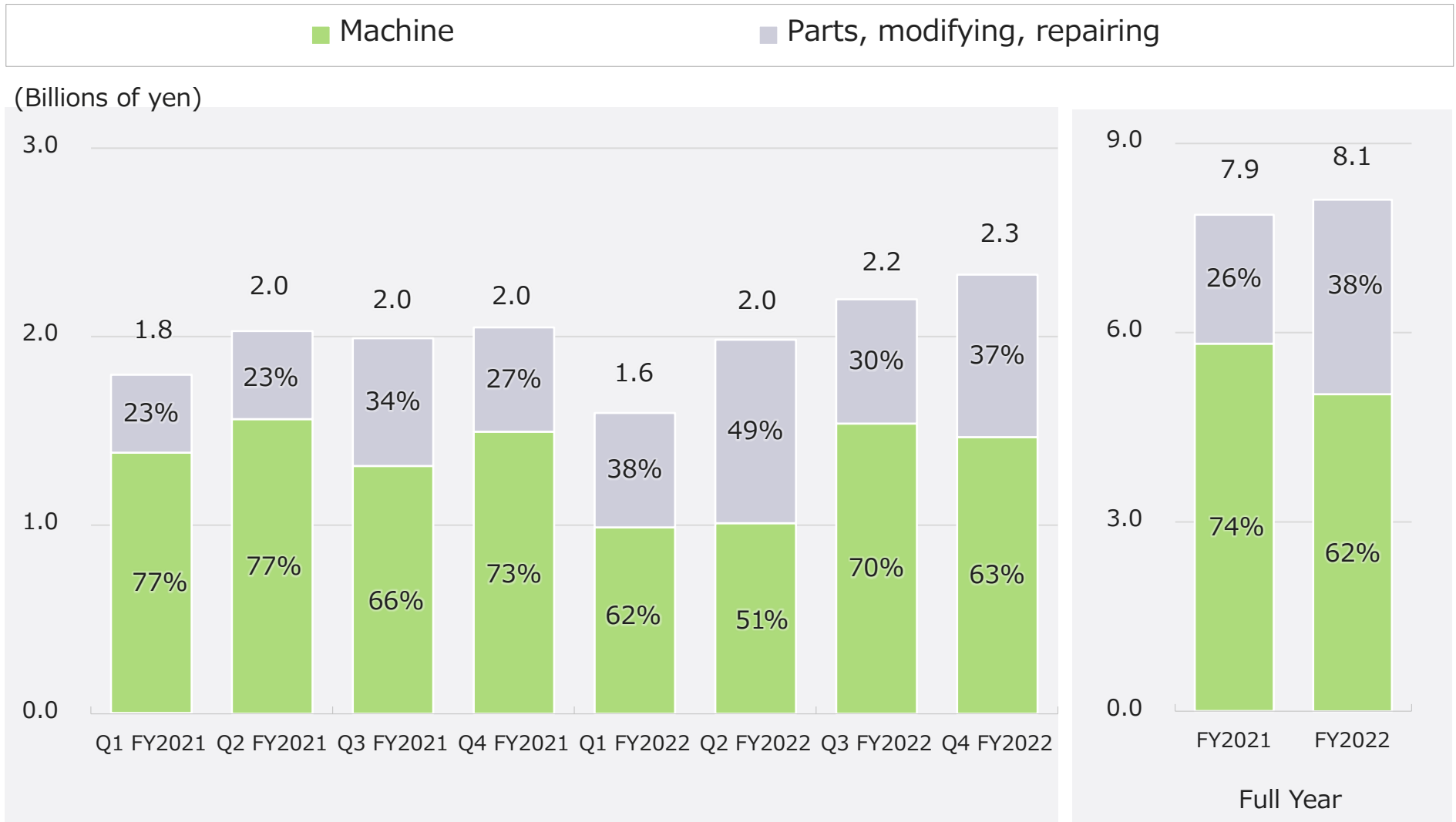


Machine Tools Division Net Sales by Region

© Both in Japan and overseas, capital investment remained cautious in the automotive industry, which our main customers belong to.



Machine Tools Division Net Sales by Machine Type



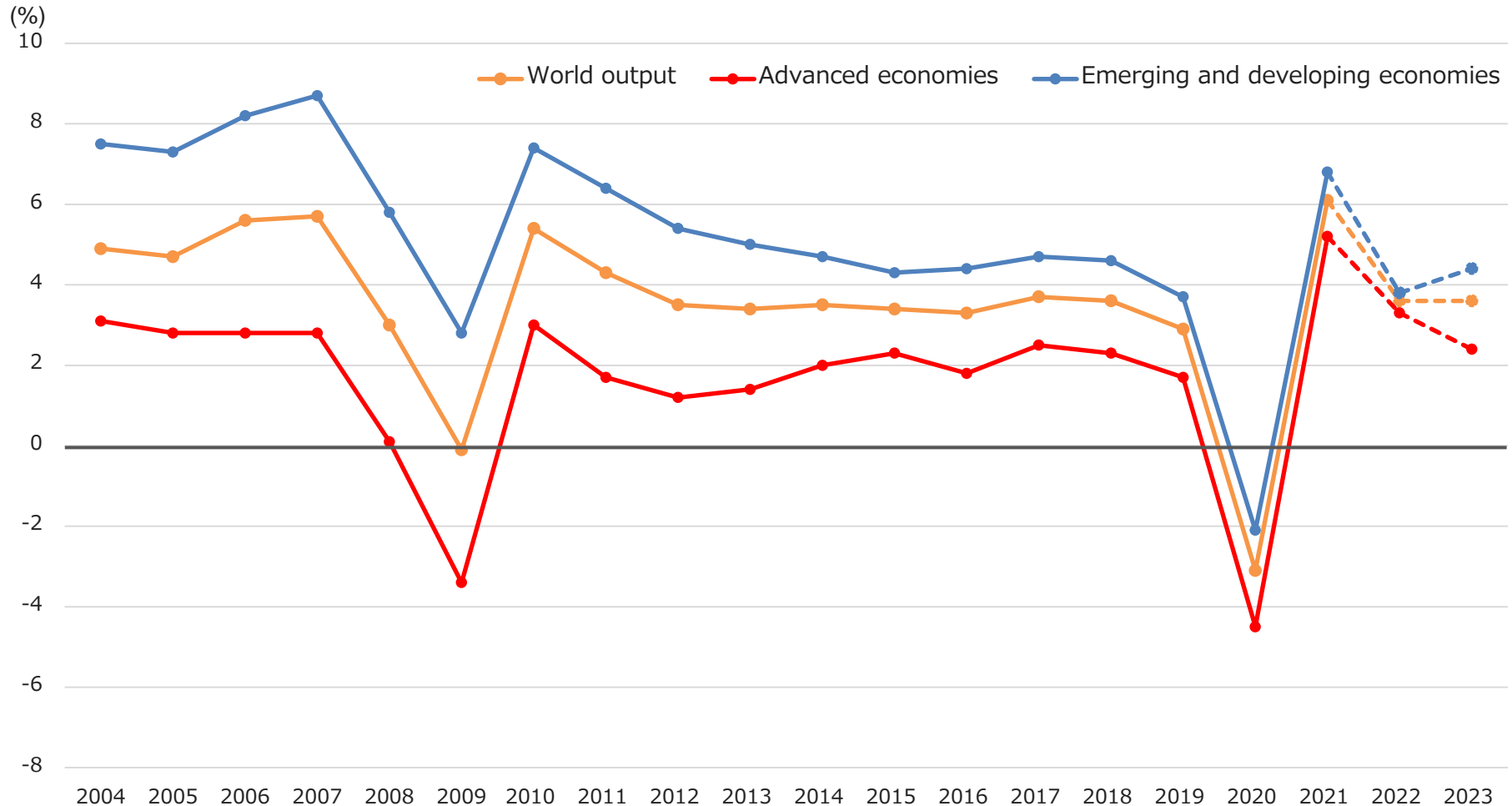


2. Financial Forecast for FY2023



Economic Growth Rates

- © The growth projection for 2022 has been revised down due to the impact of the situation in Ukraine and COVID-19 countermeasures.
- © There are concerns regarding the impact of soaring fuel prices, worsening supply chain problems, and rising inflation.



Source : IMF, World Economic Outlook, April 2022

Results Forecasts

© Largely due to demand in the automotive and semiconductor industries, sales of our products, predominantly pick and place machines, are expected to remain strong. However, higher raw material prices, energy prices, and logistics costs are expected to push profits down slightly.

(Millions of yen)

	FY2022 results	Forecast for FY2023			
		First half		Full year	
				Compared to the same period last year	
				Amount	Ratio
Orders	163,473	73,000	153,000	▲10,473	▲6.4%
Net sales	148,128	80,000	157,000	+8,871	+6.0%
Operating profit	28,472	13,500	28,500	+27	+0.1%
Operating profit ratio	19.2%	16.9%	18.2%	—	—
Ordinary profit	29,943	13,600	28,700	▲1,243	▲4.2%
Profit attributable to owners of parent	21,188	10,000	20,600	▲588	▲2.8%

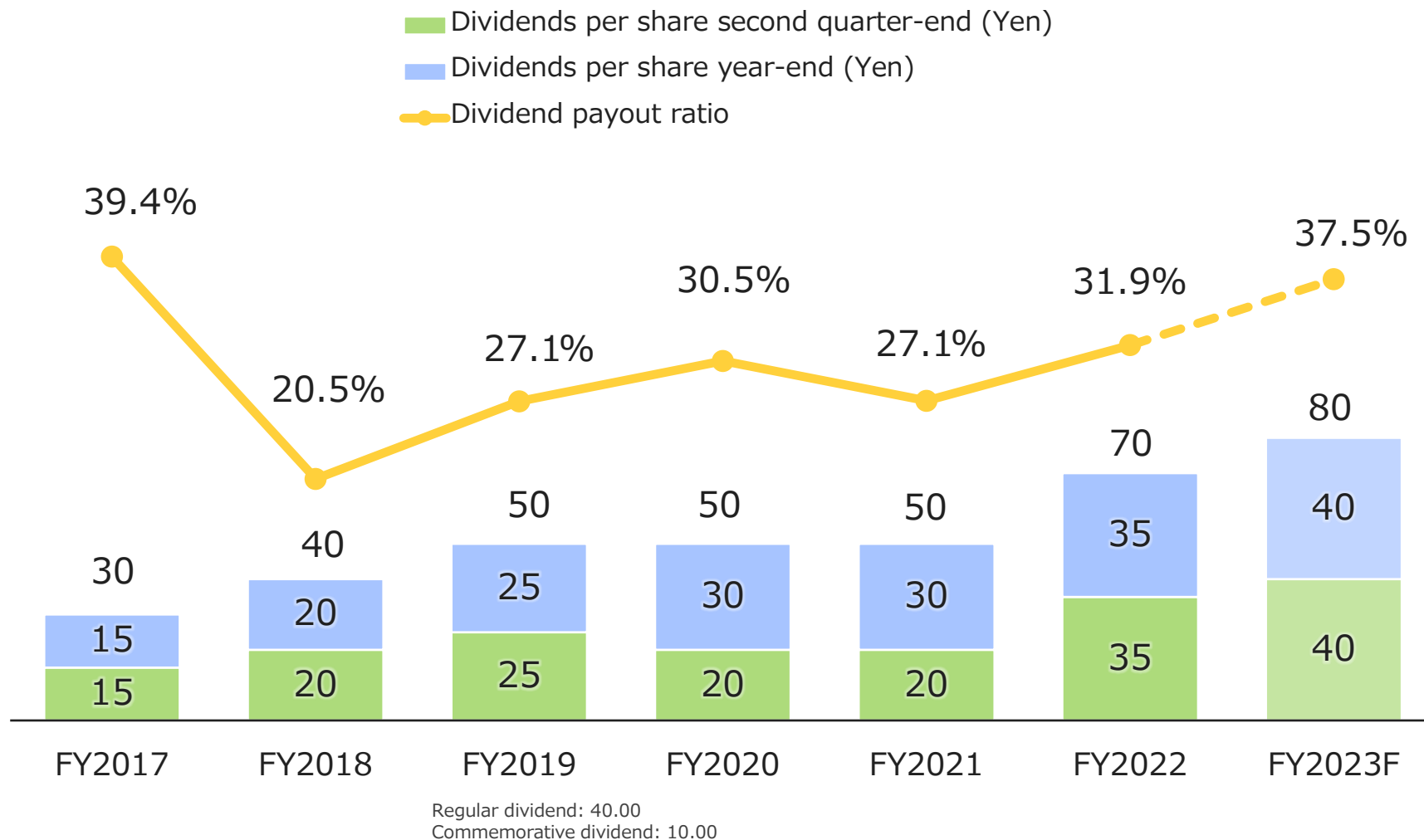
Forecast of Orders and Net Sales by Segments

(Millions of yen)

		FY2022 results	Forecast for FY2023			
			First half	Full year		
				Compared to the same period last year		
				Amount	Ratio	
Robotic Solutions	Orders	149,860	64,500	135,000	▲14,860	▲9.9%
	Net sales	136,863	72,000	140,000	+3,136	+2.3%
	Order backlogs	57,298	49,798	52,298	▲5,000	▲8.7%
Machine Tools	Orders	10,064	6,500	14,500	+4,435	+44.1%
	Net sales	8,106	6,000	13,500	+5,393	+66.5%
	Order backlogs	5,644	6,144	6,644	+1,000	+17.7%
Others	Orders	3,547	2,000	3,500	▲47	▲1.4%
	Net sales	3,159	2,000	3,500	+340	+10.8%
	Order backlogs	649	649	649	±0	-
Total	Orders	163,473	73,000	153,000	▲10,473	▲6.4%
	Net sales	148,128	80,000	157,000	+8,871	+6.0%
	Order backlogs	63,592	56,592	59,592	▲4,000	▲6.3%

Dividends per Share / Dividend Payout Ratio

© We plan to raise dividends based on a strong performance.






3. Topics

Okazaki Plant: Construction of new factory building





Demand for semiconductors and electronic boards is growing rapidly in all industries, including use in computers, smartphones, data centers, and for the transition to EVs, and continued market growth is expected in the future.

We are planning to increase the production capacity of pick and place machine products at the factory.

Location	Okazaki, Aichi, Japan
Total cost of construction	Approx. 10,000 million yen
Total floor space	32,500 square meters (4 story building)
Schedule	November 2022: Starting construction September 2024: Starting operation
Production items	SMT pick and place machines and peripheral units
Equipment	Multijoint robots, automated conveyance robots, automatic warehouses, indoor positioning technology, unified production management systems



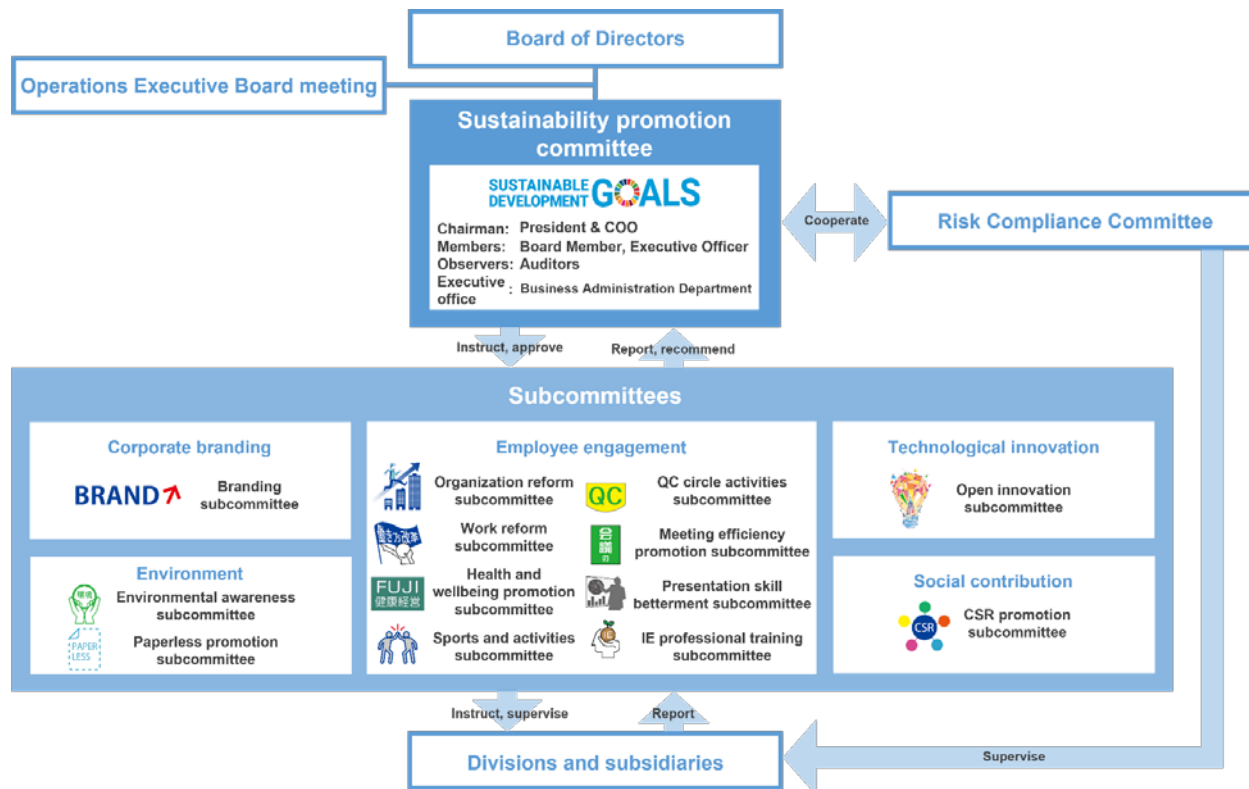
Promoting sustainability

The corporate value improvement committee was established in February 2018 with the goal of enhancing the corporate value of the company, aiming to make it a great place to work and to strengthen the brand. In April 2022, the structure was reformed and the name was changed to "Sustainability promotion committee" to promote management based on a sustainability perspective.

The committee discusses and decides on sustainability initiatives such as corporate branding, technological innovation, environmental awareness, social contribution, and employee engagement, and quickly deploys these initiatives to each division and subsidiary.

In addition, in accordance with the revision of the stock market classification, our company has been moved to the Prime Market of the Tokyo Stock Exchange.

We will continue our efforts to further enhance our corporate value to meet the expectations of our stakeholders.



Disclosure of information in accordance with TCFD



TCFD stands for "Task Force on Climate-related Financial Disclosures" and was established by the Financial Stability Board (FSB) to encourage companies to disclose climate change-related risks and opportunities.

Fuji has been conducting research and analysis in terms of "governance," "strategy," "risk management," and "indicators and targets" for addressing climate change issues and is working toward disclosure of the related information.

Humanitarian donations and investment in social bonds



Fuji donated 20 million yen to UNHCR (the UN Refugee Agency) to support those impacted by the humanitarian crisis caused by the worsening situation in Ukraine.

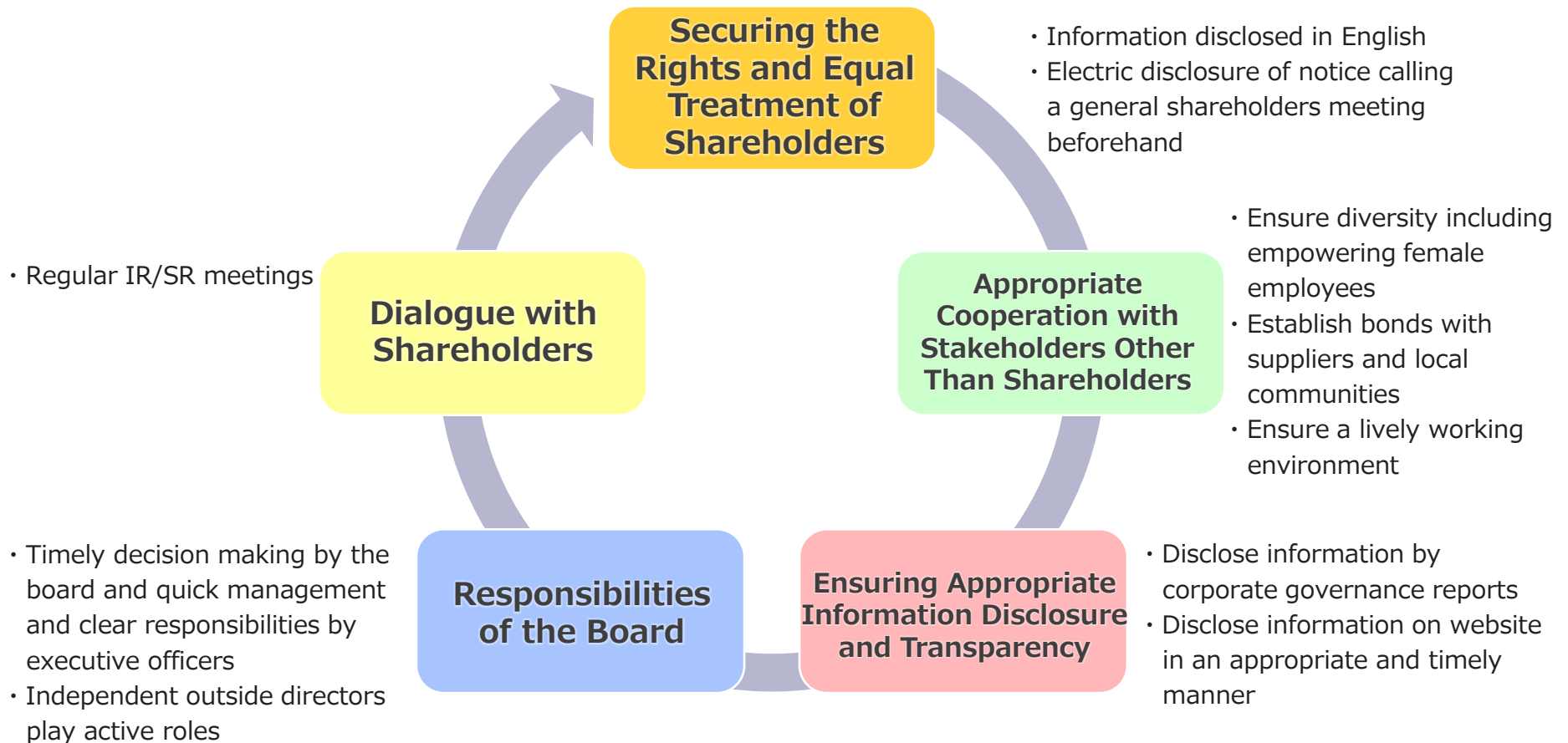
The donation was intended for supporting humanitarian efforts to assist those facing difficult situations in Ukraine and its neighboring countries.

As part of our efforts to contribute to society and the SDGs through asset management, we have also invested in green bonds and social bonds, including investment in the 10th Social Bond (secured by general assets) issued by Central Japan International Airport Co., Ltd.

We will continue to fulfill our responsibility as a corporation that serves the public through activities aimed at the formation of a sustainable society.

Corporate Governance Code

Fuji is improving corporate value based on Corporate Governance Code.





Important Note about This Document

When we were preparing this material, we were careful to ensure accuracy, but we do not guarantee completeness. We accept no liability whatsoever for problems or damages that may arise as a result of the information in this document.

Performance forecasts and future predictions in this document are the results of estimates based on the information available at the time of the preparation of this document, and therefore include an element of risk and uncertainty. As a result, due to various factors such as changes in the business environment, actual results may differ significantly from the forecasts, outlook, and forward-looking statements mentioned or described.

