

Premier Market of the Nagoya Stock Exchange

Prime Market of the Tokyo Stock Exchange

Securities Code: 6134

# First Quarter for Fiscal Year Ending March 2023 Financial Results Explanatory Materials

August 2022





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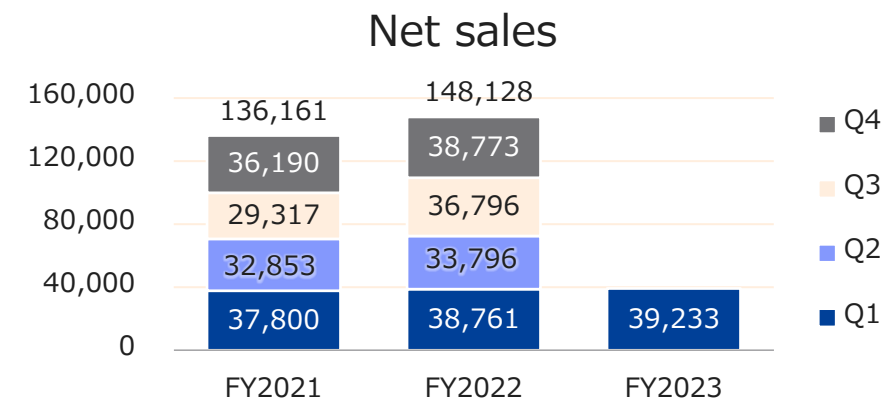
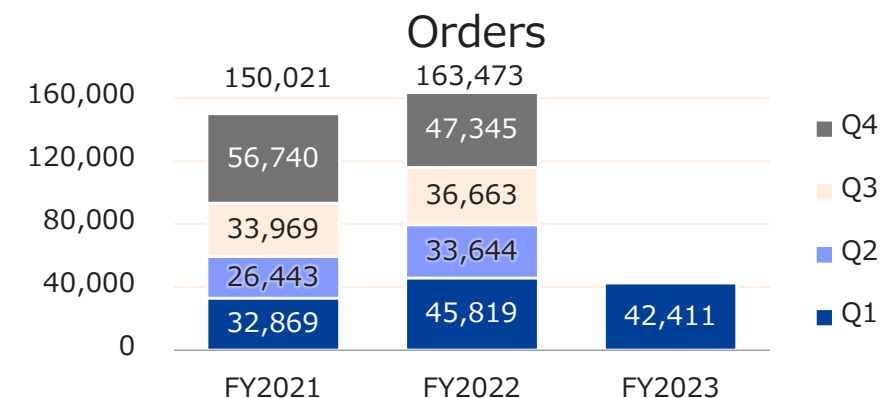

# 1. Financial Summary

# FY2023 Q1 Results

- Demand continues, but sales increases are marginal due to difficulties in procuring parts and materials.
- Drops in profits also resulted due to soaring material costs.

(Millions of yen)

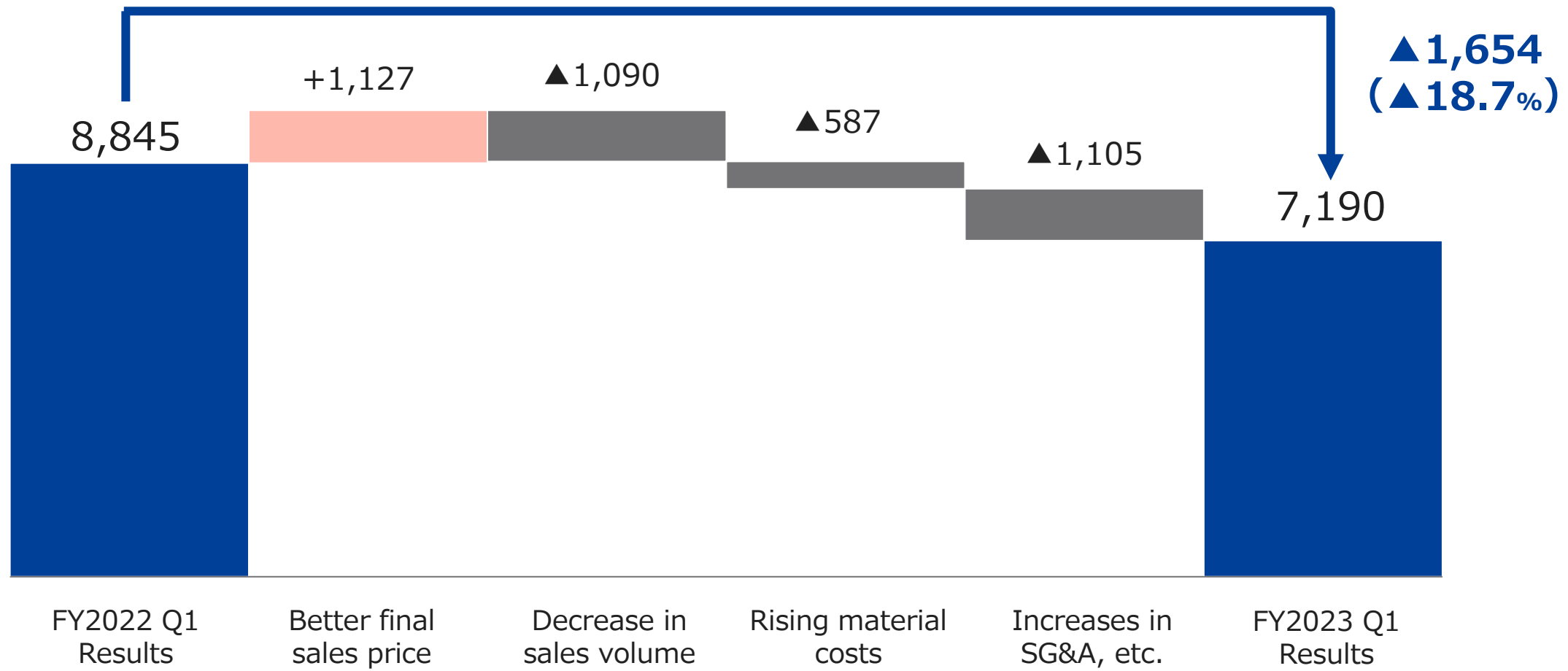
	FY2022 Q1 results	FY2023 Q1 results	Compared to the same period last year	
			Amount	Ratio
Orders	45,819	42,411	▲3,408	▲7.4%
Net sales	38,761	39,233	+471	+1.2%
Operating profit	8,845	7,190	▲1,654	▲18.7%
Ordinary profit	9,232	8,538	▲694	▲7.5%
Profit attributable to owners of parent	6,467	5,935	▲532	▲8.2%



# Operating Income Increase/Decrease Analysis

- Drop of 1,654 million yen due to lower shipping volume and higher material costs despite improved selling prices

(Millions of yen)



# Robotic Solutions Division

Day-to-day electronic products including cars, home electronics, and communication devices. An essential part of manufacturing these items is SMT pick and place machines that place electronic components on printed circuit boards.



DB Series

AIMEX III



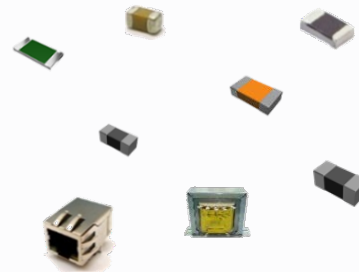
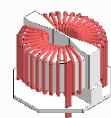
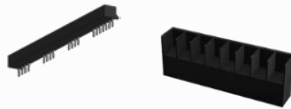
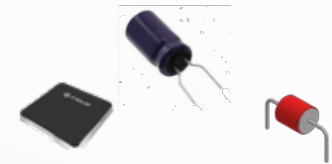
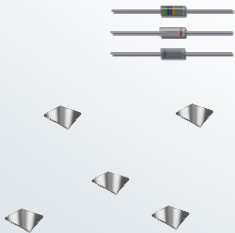
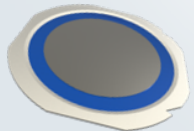
sFAB-SH



NXTR



NXT III  
Fiji Scalable Placement Platform





# Robotic Solutions Division

We offer a wide range of solutions focusing on a variety of social issues such as diversifying lifestyles and an aging society with low birthrates.

Caregiving



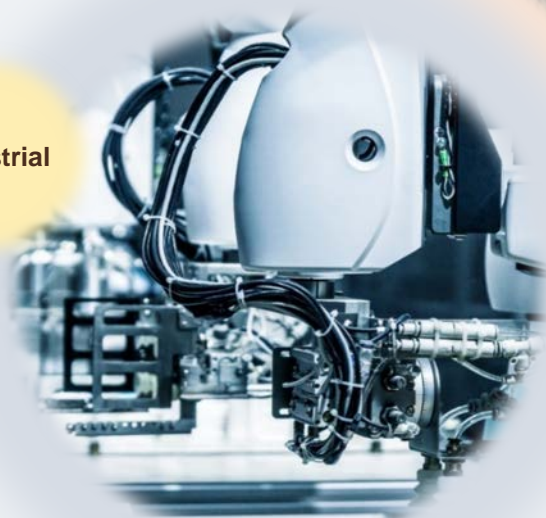
Nursing care robots

**HUG**

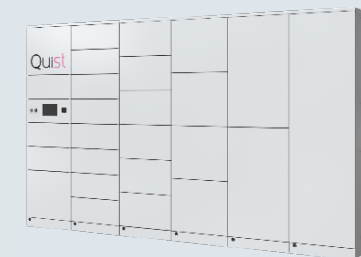


Multijoint robot  
**SmartWing**

Industrial



Logistics



Delivery locker system

**Quist**



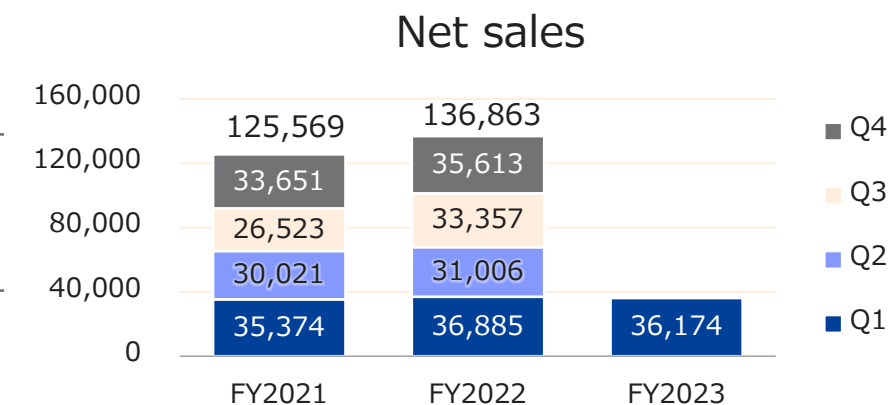
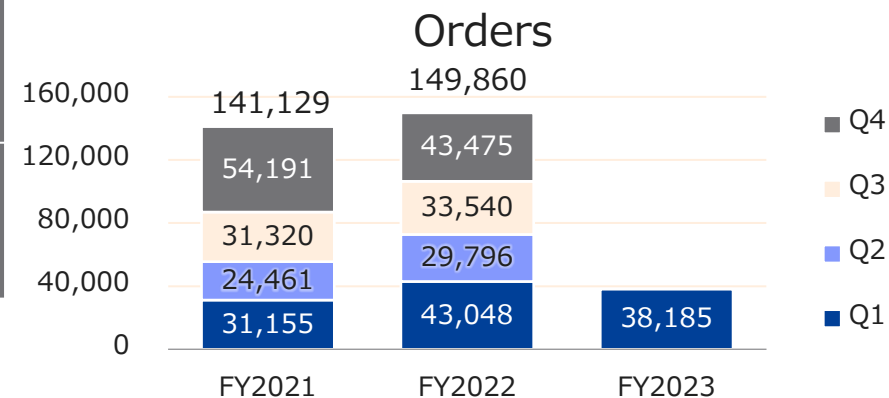
Plasma processing equipment  
**Tough Plasma**

# Robotic Solutions Division Results

- The SMT pick and place machine market remained strong, especially for automotive-related applications, but sales and profits declined year-on-year due to difficulties in procuring parts and materials.

(Millions of yen)

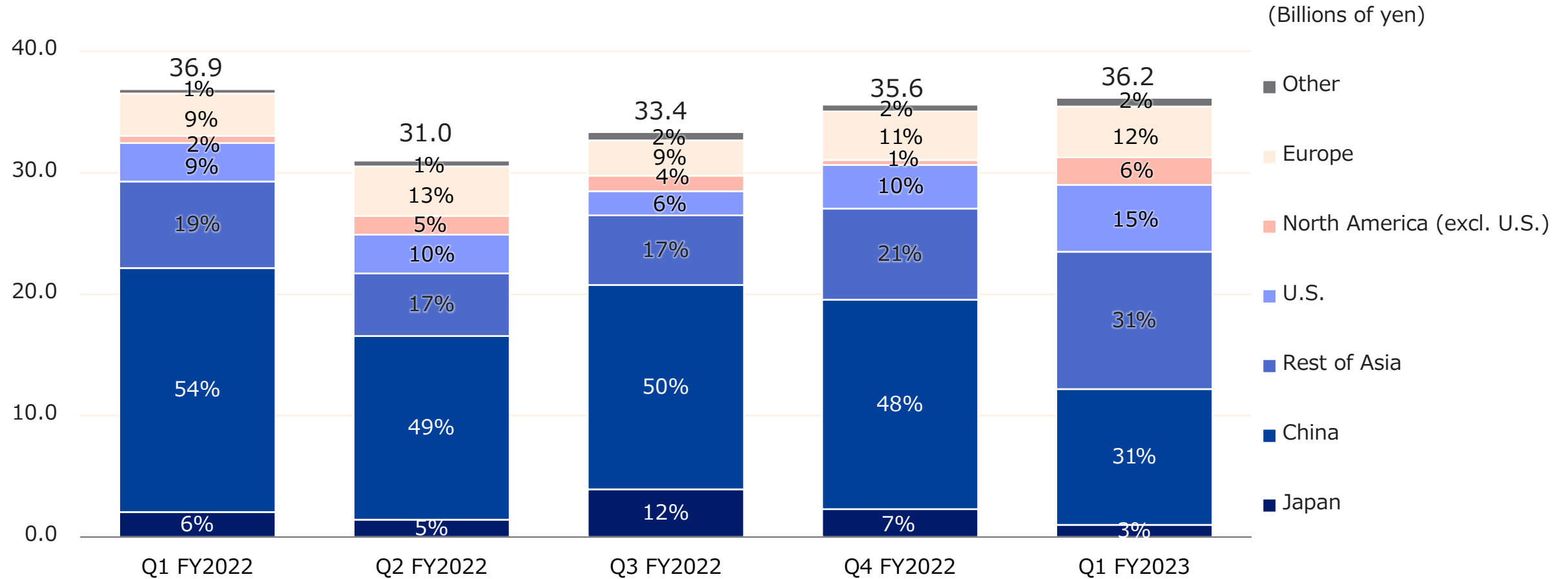
	FY2022 Q1 results	FY2023 Q1 results	Compared to the same period last year	
			Amount	Ratio
Orders	43,048	38,185	▲4,863	▲11.3%
Net sales	36,885	36,174	▲710	▲1.9%
Operating profit	9,654	8,181	▲1,472	▲15.3%
Order backlogs	48,227	59,308	+11,081	+23.0%





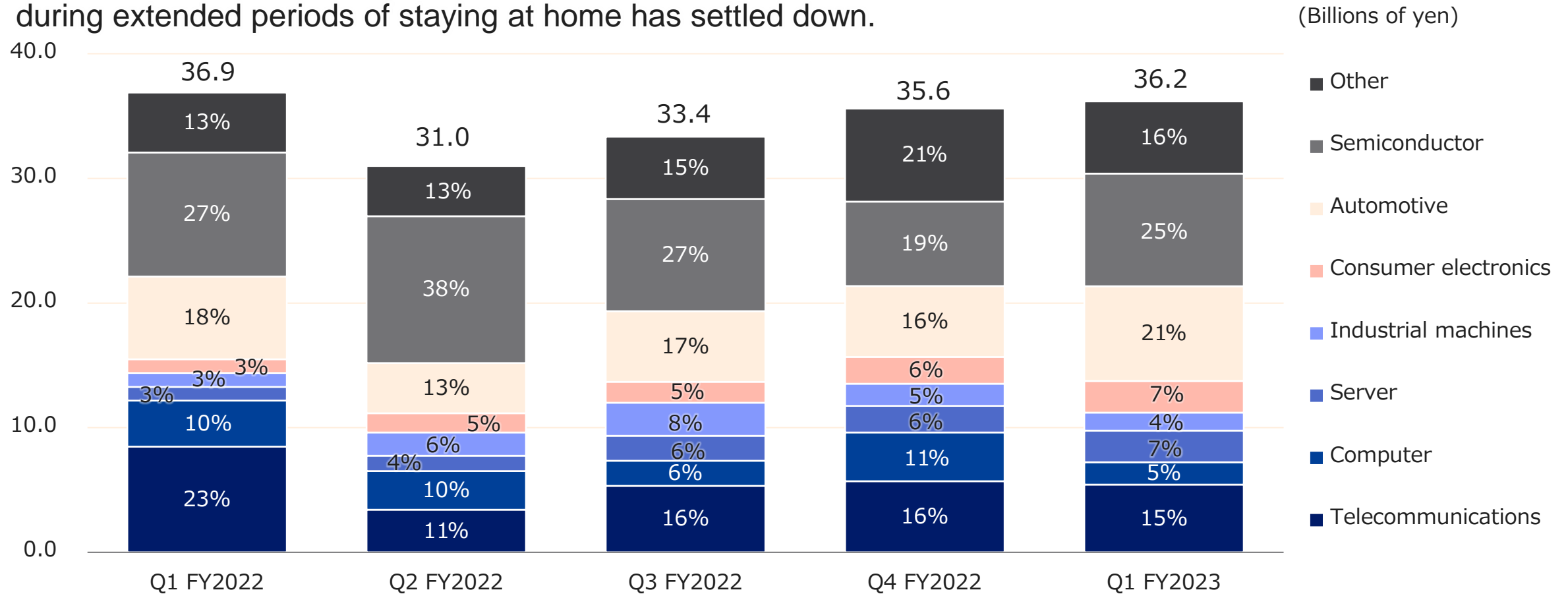
# Robotic Solutions Division Net Sales by Region

- Rest of Asia: Significant growth in sales to Taiwan, Thailand, and the Philippines
- China: Temporary slump due to lockdowns

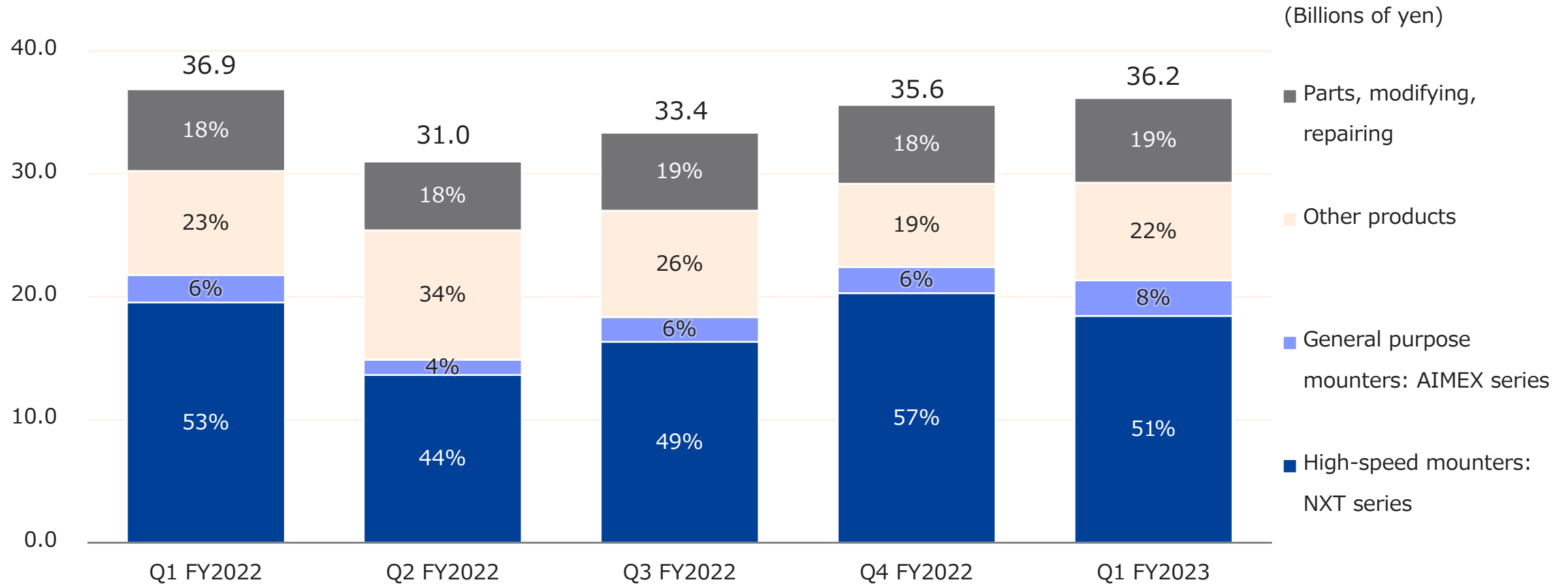


# Robotic Solutions Division Net Sales by Sector

- Automotive: Strong EV-related capital investment in Europe and the U.S. continuing from fiscal 2022.
- Computers: We have reached a lull in demand for capital investment for computers as the demand that existed during extended periods of staying at home has settled down.



# Robotic Solutions Division Net Sales by Machine Type



# Machine Tools Division

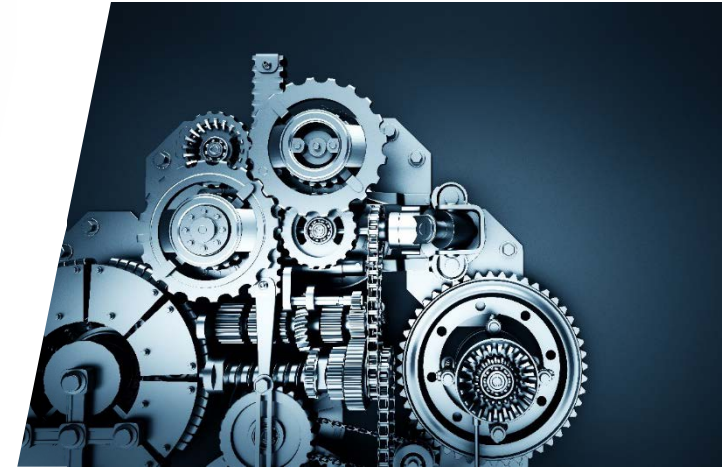
Highly accurate machined parts which compose automobiles and industrial machinery are essential for society. These are manufactured by machine tools often called "mother machines" which are used to cut and process metal materials.



Ultimate Multi Task Machine  
**GYROFLEX**



Front Facing Twin Spindle Lathe  
**CS SERIES**

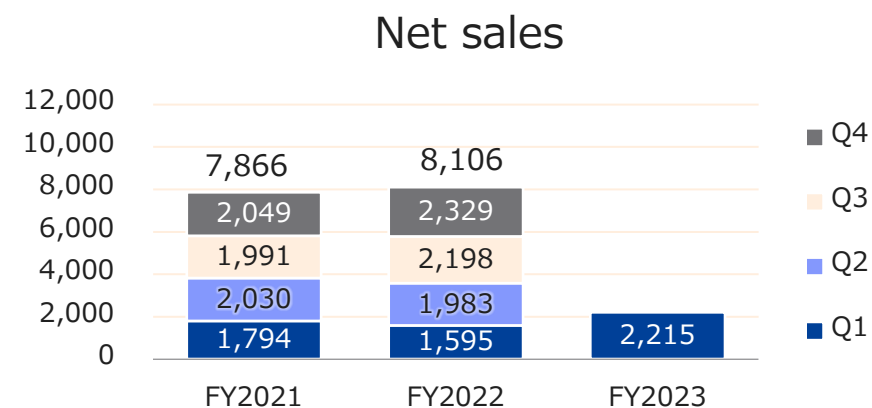
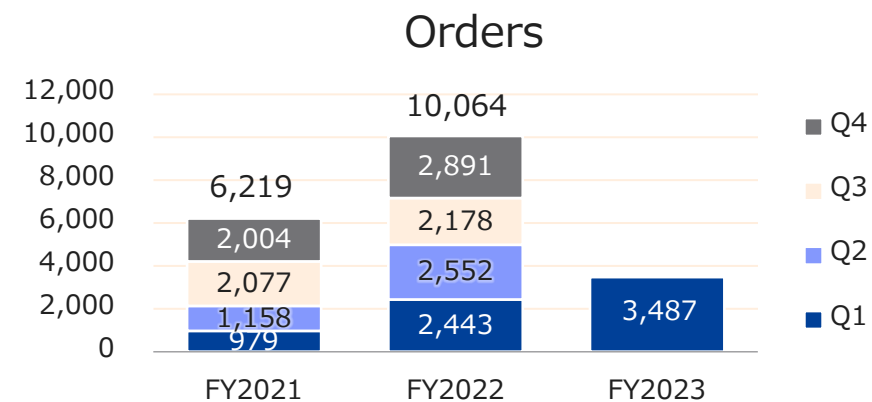


# Machine Tools Division Results

■ Capital investment in the automotive industry is trending toward recovery especially in North America and Asia.

(Millions of yen)

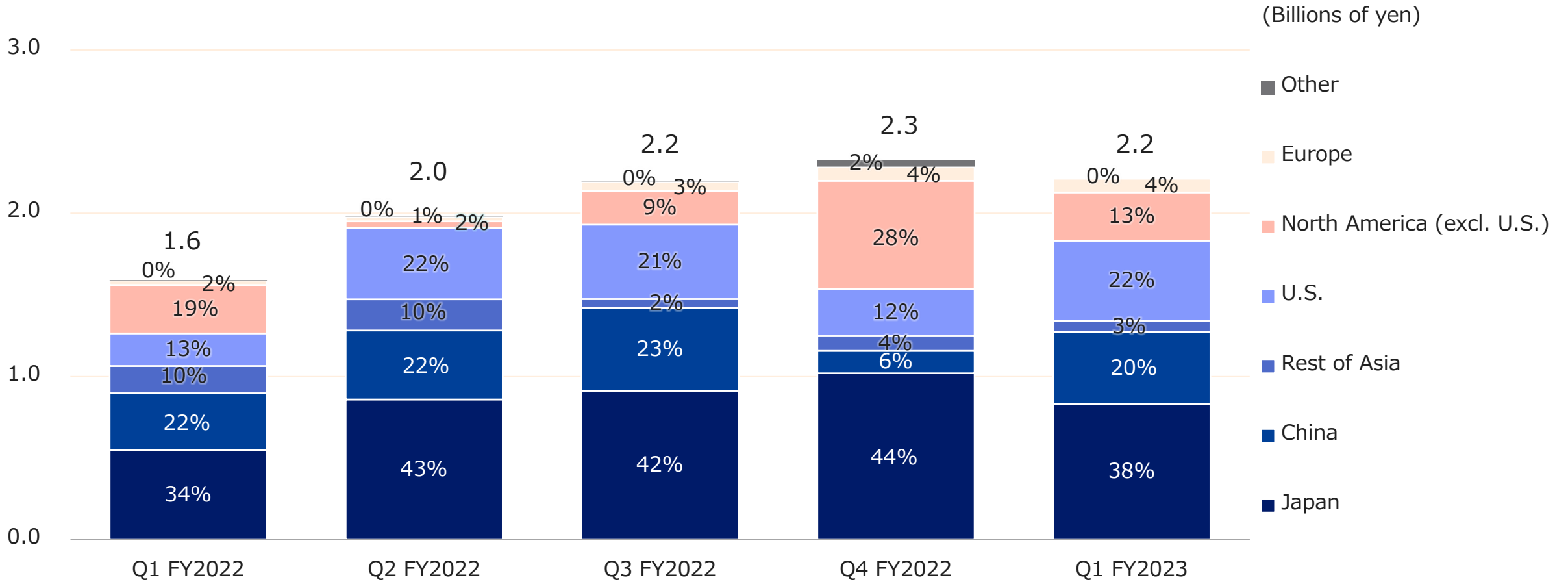
	FY2022 Q1 results	FY2023 Q1 results	Compared to the same period last year	
			Amount	Ratio
Orders	2,443	3,487	+1,044	+42.8%
Net sales	1,595	2,215	+620	+38.9%
Operating profit	0	▲112	▲113	-
Order backlogs	4,534	6,917	+2,383	+52.6%



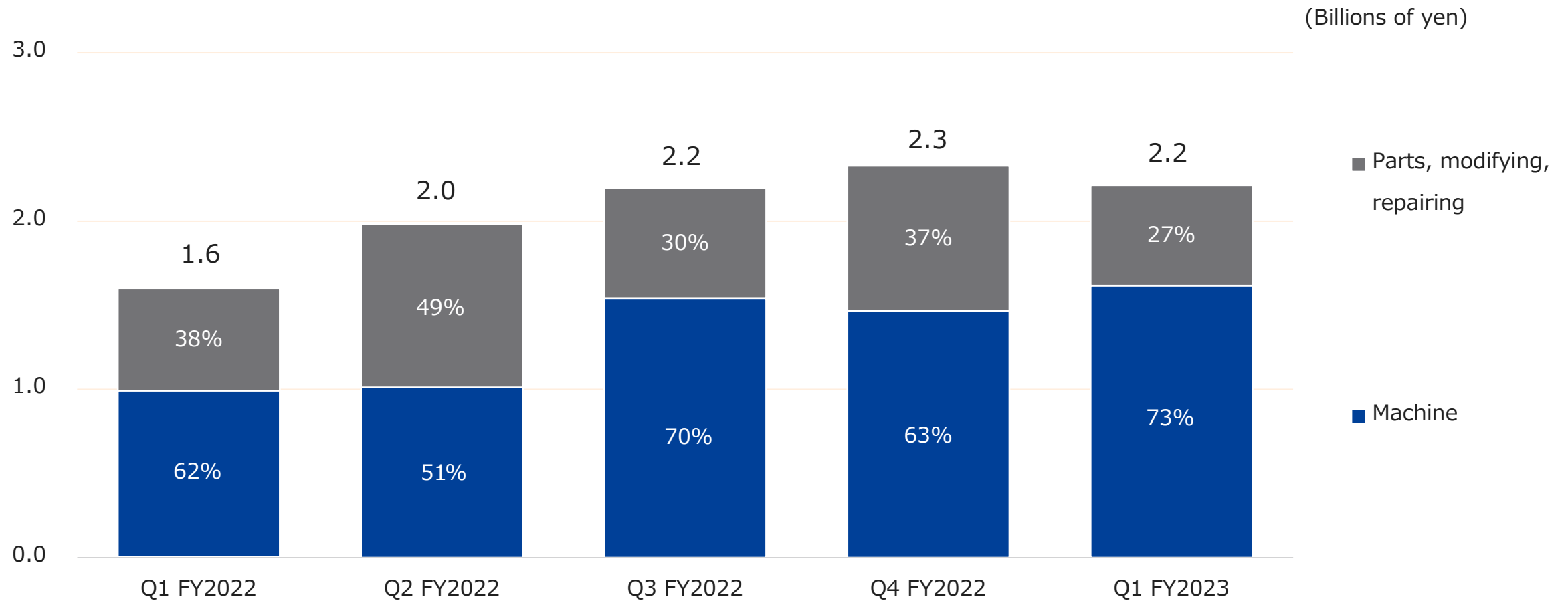


# Machine Tools Division Net Sales by Region

- U.S.: The automotive industry has taken a turn toward recovery in capital investment.
- Japan: Continued cautious stance



# Machine Tools Division Net Sales by Machine Type





◆ 2. Financial Forecast for FY2023



# Results Forecasts

- Upward revision reflecting on expected strong capital investment demand for SMT pick and place machines mainly in the U.S. for telecommunication infrastructure, servers, and EVs.

(Millions of yen)

	FY2022 results	Forecast for FY2023				
		Forecast released May 13, 2022	Current forecast	Compared to the same period last year		Compared to previously released forecast
				Amount	Ratio	Amount
Orders	163,473	153,000	161,000	▲2,473	▲1.5%	+8,000
Net sales	148,128	157,000	165,000	+16,871	+11.4%	+8,000
Operating profit	28,472	28,500	29,200	+727	+2.6%	+700
Operating profit ratio	19.2%	18.2%	17.7%	—	—	—
Ordinary profit	29,943	28,700	30,600	+656	+2.2%	+1,900
Profit attributable to owners of parent	21,188	20,600	21,800	+611	+2.9%	+1,200

# Forecast of Orders and Net Sales by Segments

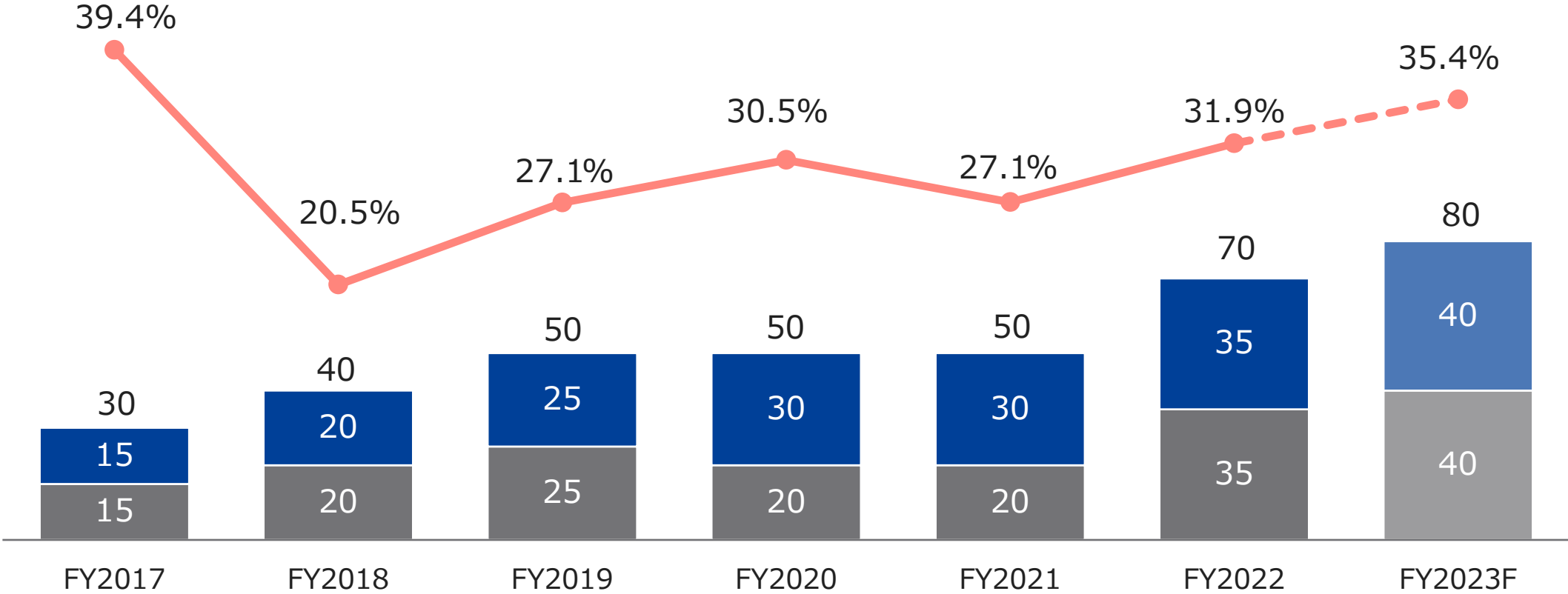
(Millions of yen)

		FY2022 results	Forecast for FY2023				
			Forecast released May 13, 2022	Current forecast	Compared to the same period last year		Compared to previously released forecast
					Amount	Ratio	Amount
Robotic Solutions	Orders	149,860	135,000	143,000	▲6,860	▲4.6%	+8,000
	Net sales	136,863	140,000	148,000	+11,136	+8.1%	+8,000
	Order backlogs	57,298	52,298	52,298	▲5,000	▲8.7%	±0
Machine Tools	Orders	10,064	14,500	14,500	+4,435	+44.1%	±0
	Net sales	8,106	13,500	13,500	+5,393	+66.5%	±0
	Order backlogs	5,644	6,644	6,644	+1,000	+17.7%	±0
Others	Orders	3,547	3,500	3,500	▲47	▲1.4%	±0
	Net sales	3,159	3,500	3,500	+340	+10.8%	±0
	Order backlogs	649	649	649	±0	-	±0
Total	Orders	163,473	153,000	161,000	▲2,473	▲1.5%	+8,000
	Net sales	148,128	157,000	165,000	+16,871	+11.4%	+8,000
	Order backlogs	63,592	59,592	59,592	▲4,000	▲6.3%	±0



# Dividends per Share / Dividend Payout Ratio

■ Dividends per share second quarter-end (Yen) ■ Dividends per share year-end (Yen) ● Dividend payout ratio



Regular dividend: 40.00  
 Commemorative dividend: 10.00



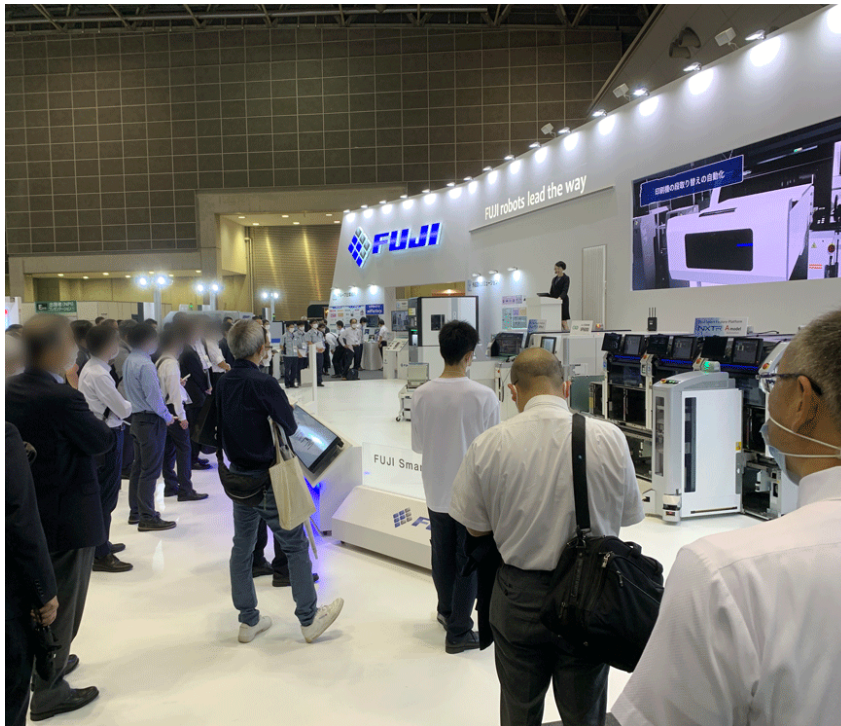

 3. Topics

# Exhibited for the first time in two years at a large-scale exhibition

## ■ The 23rd Jisso Process Technology Exhibition

(Dates: June 15th to 17th, Venue: Tokyo Big Sight, Japan, Number of visitors: 27,972)

- Introduced advanced placement technology and automation of manual insertion processes with a focus on "FUJI Smart Factory"
- Exhibition special website simultaneous release: Virtual booths and introductions to exhibited machines, and highlight videos taken during the exhibition



Fuji booth



Exhibition special website (Available only in Japanese)

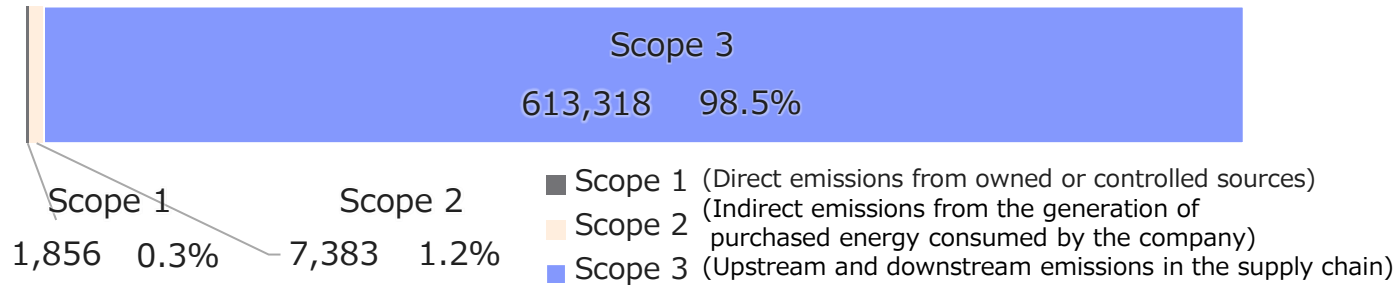
<https://www.fuji.co.jp/about/rs/protoc2022>

# Environmental efforts

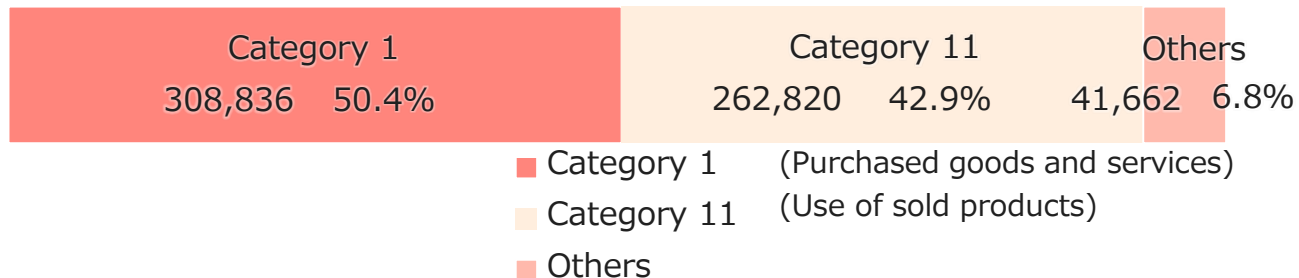
■ We have defined CO<sub>2</sub> emissions as an indicator for our response to climate change, and in June 2022 we endorsed the TCFD (Task Force on Climate-related Financial Disclosures). In addition to activities for decarbonization at each site, we are promoting energy saving in our products, and are actively working to further reduce CO<sub>2</sub> emissions across our entire supply chain.

## ■ Results for fiscal 2022

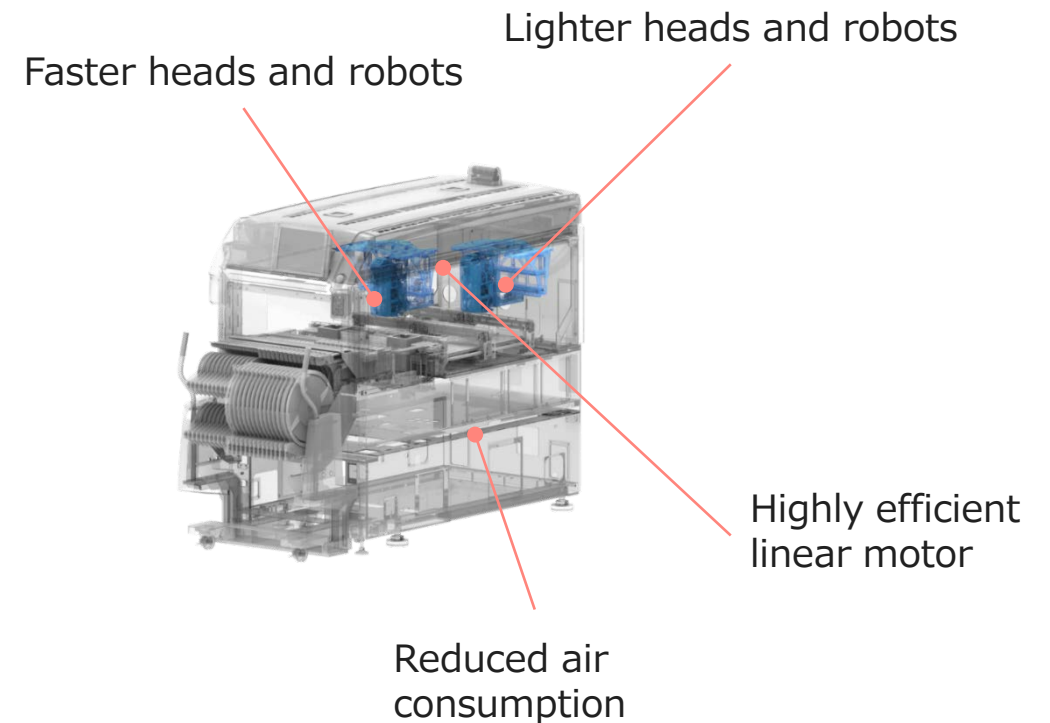
CO<sub>2</sub> emissions (t-CO<sub>2</sub>) by scope



CO<sub>2</sub> emissions (t-CO<sub>2</sub>) by scope 3 category

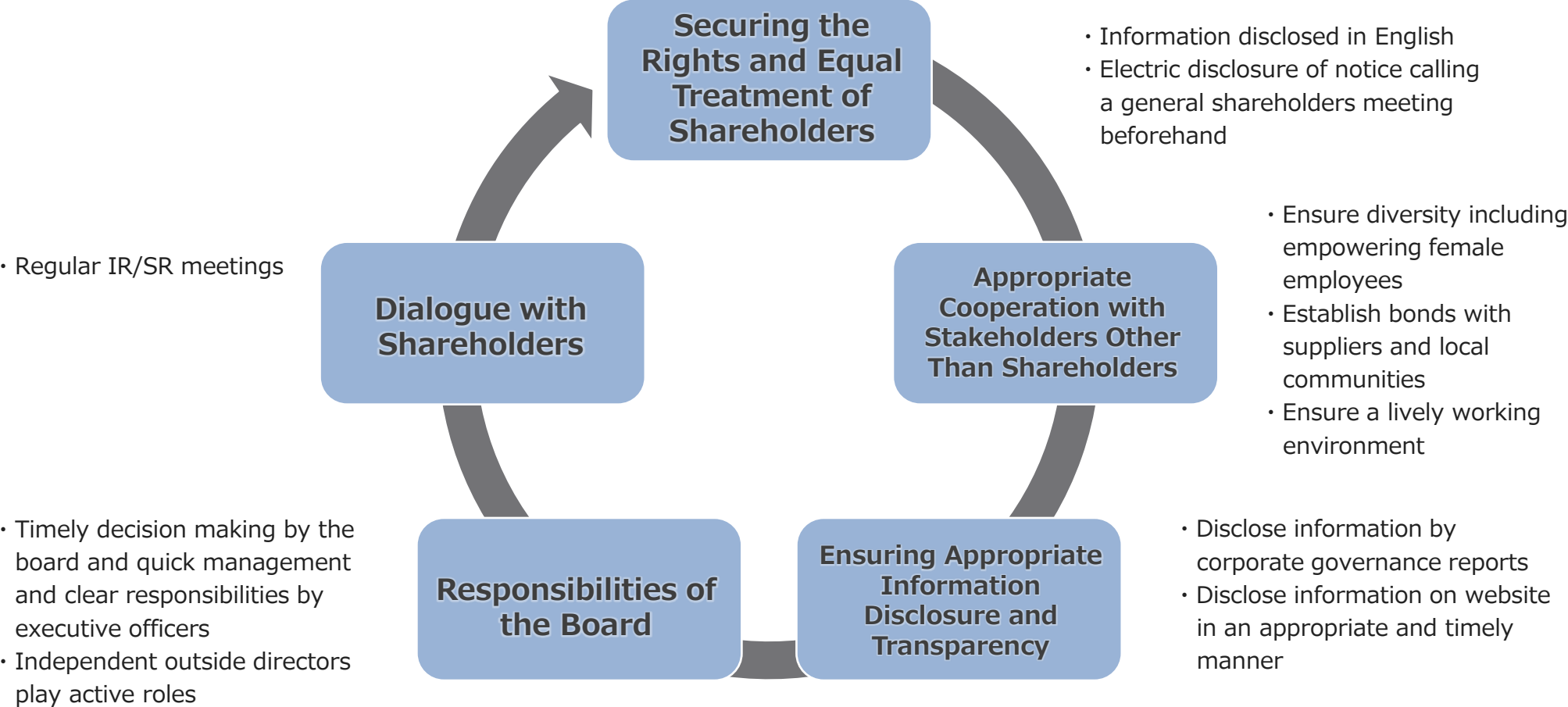


## ■ Energy-saving measures for SMT pick and place machines

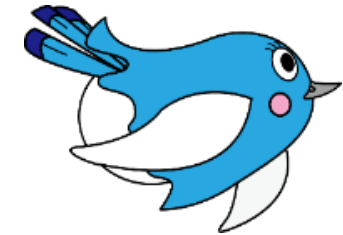


# Corporate Governance Code

■ Fuji is improving corporate value based on Corporate Governance Code.







## Important Note about This Document

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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.

