

Premier Market of the Nagoya Stock Exchange

Prime Market of the Tokyo Stock Exchange

Securities Code: 6134

Second Quarter for Fiscal Year Ending March 2023 Financial Results Explanatory Materials

November 2022





Contents

- ◆ 1. Financial Summary
- ◆ 2. Financial Forecast for FY2023
- ◆ 3. Corporate Ideologies and Direction



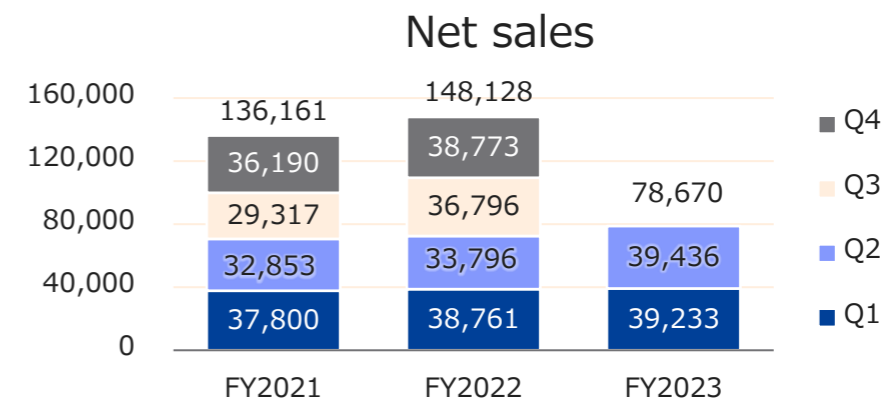
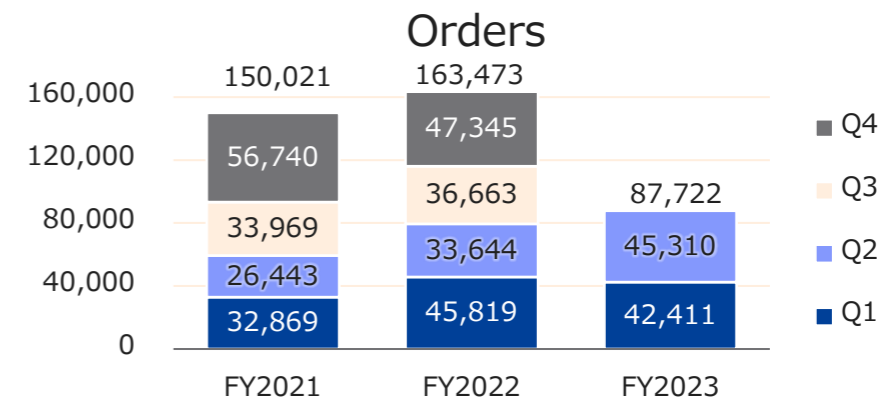
1. Financial Summary

FY2023 Q2 Results

- Net sales increased, but operating profit decreased due to soaring material costs
- On the other hand, ordinary profit and net income increased due to foreign exchange gains.

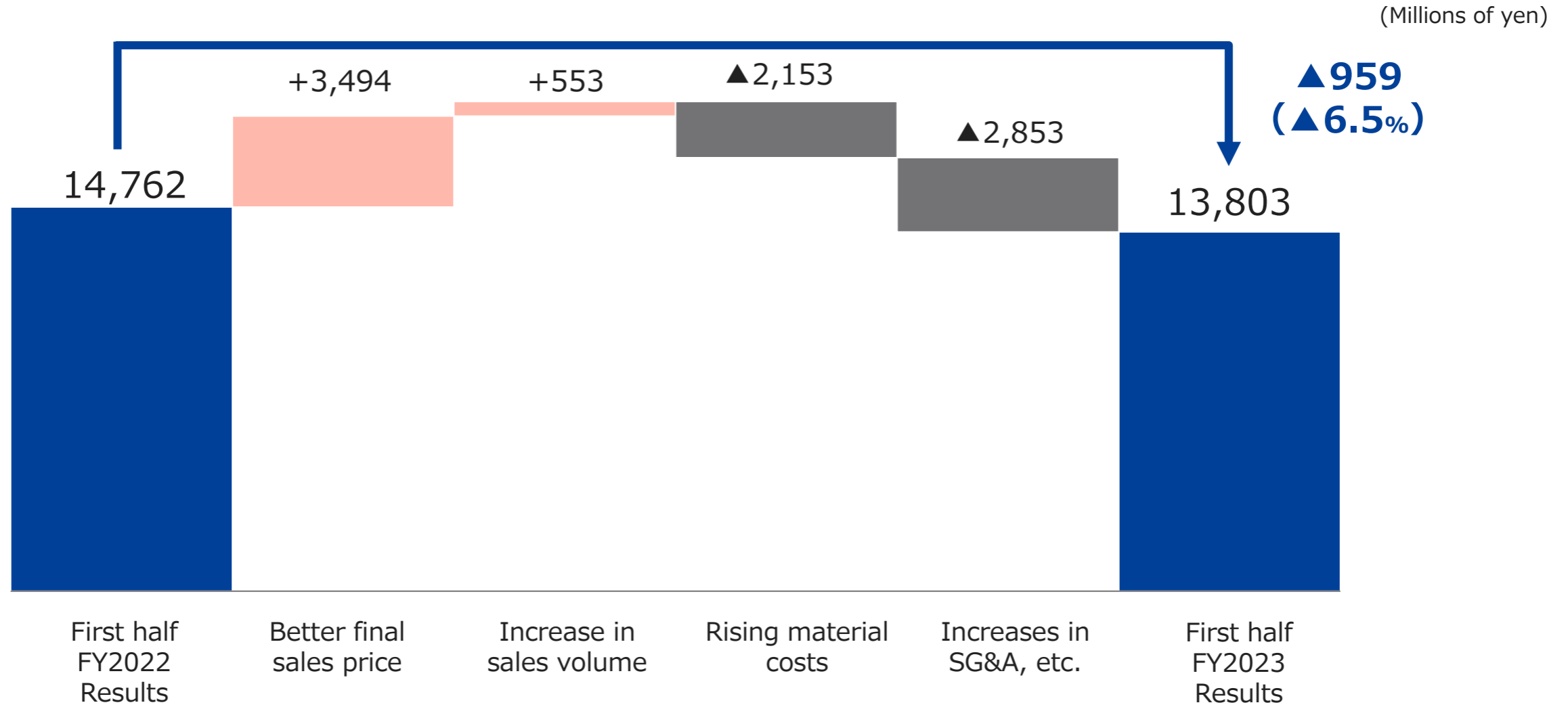
(Millions of yen)

	First half of FY2022 results	First half of FY2023 results	Compared to the same period last year	
			Amount	Ratio
Orders	79,464	87,722	+8,258	+10.4%
Net sales	72,558	78,670	+6,111	+8.4%
Operating profit	14,762	13,803	▲959	▲6.5%
Ordinary profit	15,241	15,992	+751	+4.9%
Profit attributable to owners of parent	11,165	11,180	+15	+0.1%



Operating Profit Increase/Decrease Analysis

- Despite improvements in selling prices, profit decreased by 959 million yen due to soaring material costs and increased SG&A.

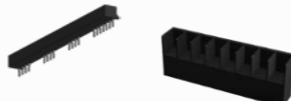
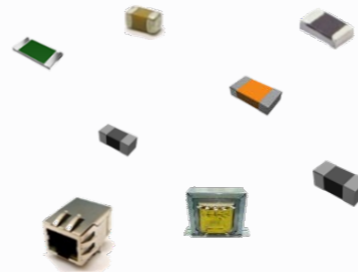
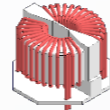
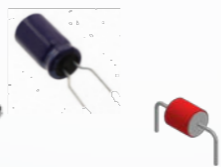
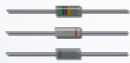
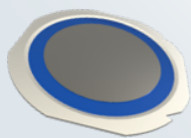


Robotic Solutions Division

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



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



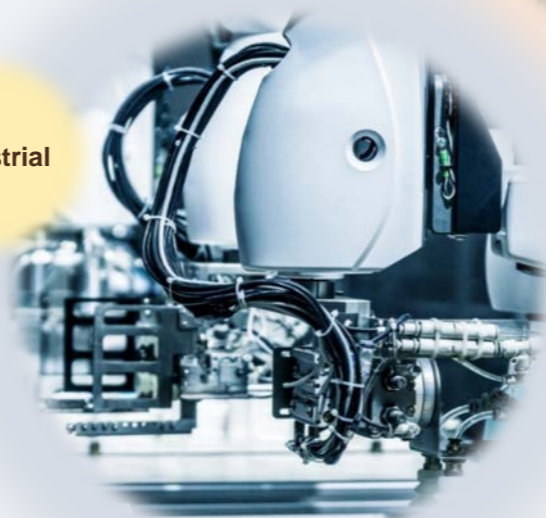
Nursing care robots

HUG

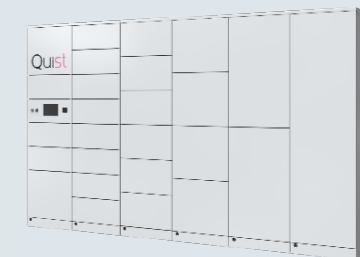


Multijoint robot
SmartWing

Industrial



Logistics



Delivery locker system

Quist



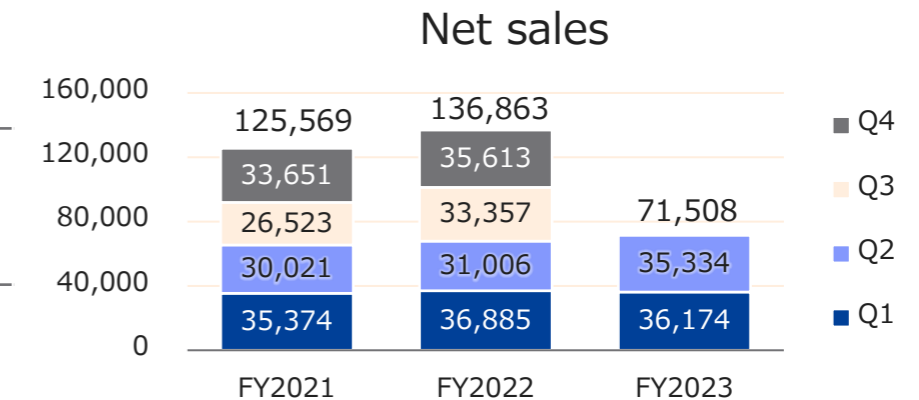
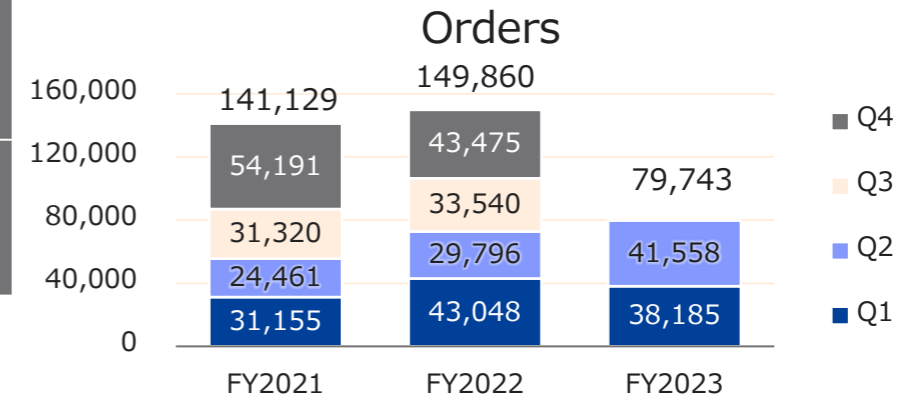
Plasma processing equipment
Tough Plasma

Robotic Solutions Division Results

- The SMT pick and place machine market remained strong, especially for automotive-related applications. Half-yearly term-based sales reached a record high due to improved selling prices, but operating profit decreased due to soaring material costs

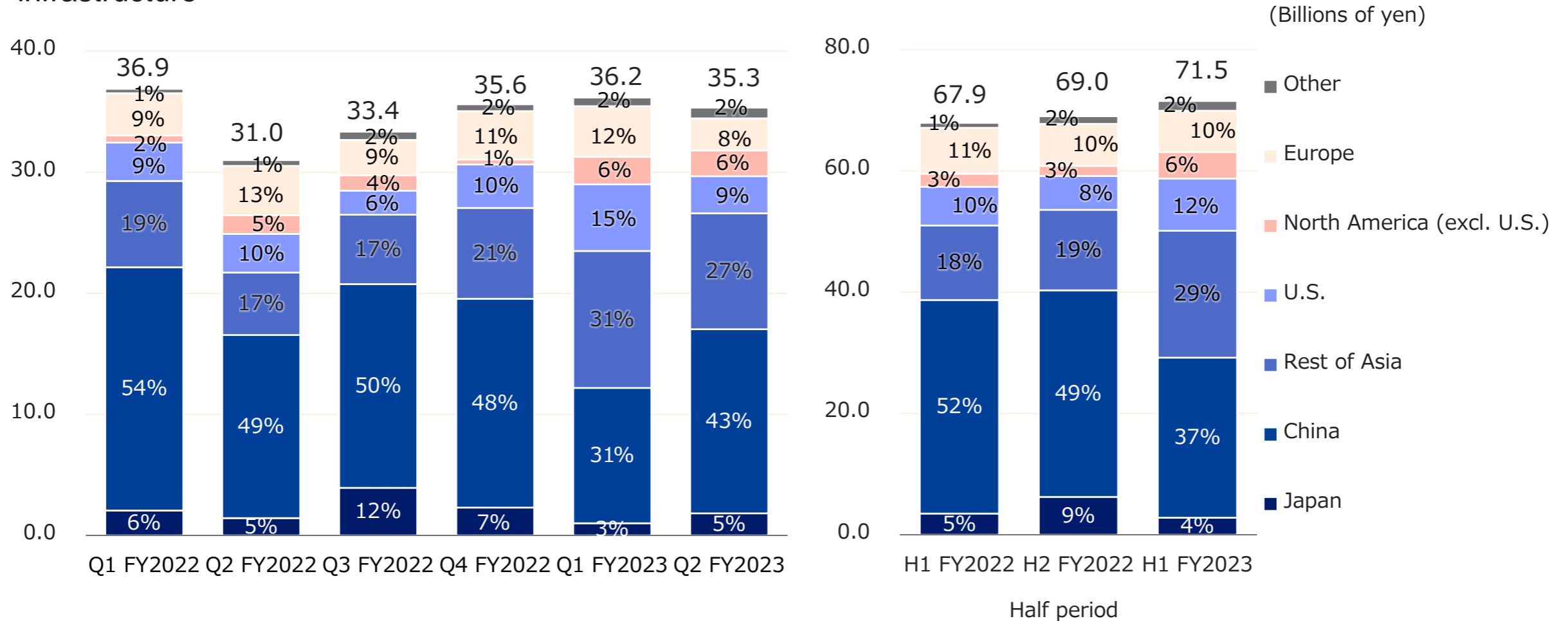
(Millions of yen)

	First half of FY2022 results	First half of FY2023 results	Compared to the same period last year	
			Amount	Ratio
Orders	72,844	79,743	+6,899	+9.5%
Net sales	67,891	71,508	+3,617	+5.3%
Operating profit	16,551	15,885	▲666	▲4.0%
Order backlogs	49,241	65,533	+16,291	+33.1%



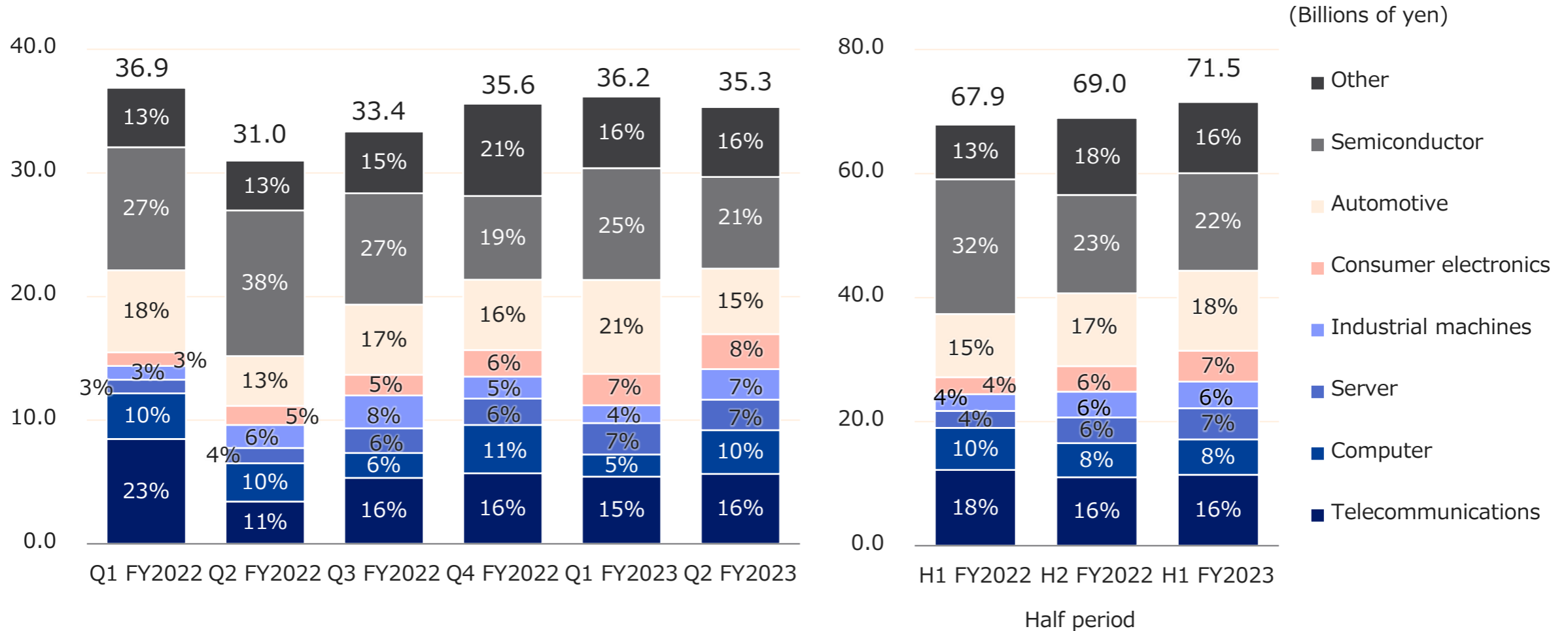
Robotic Solutions Division Net Sales by Region

- China: Q1 saw a temporary slump due to lockdowns, but recovery was seen in Q2
- North America: Strong demand was seen for automotive products, industrial equipment, and telecommunication infrastructure

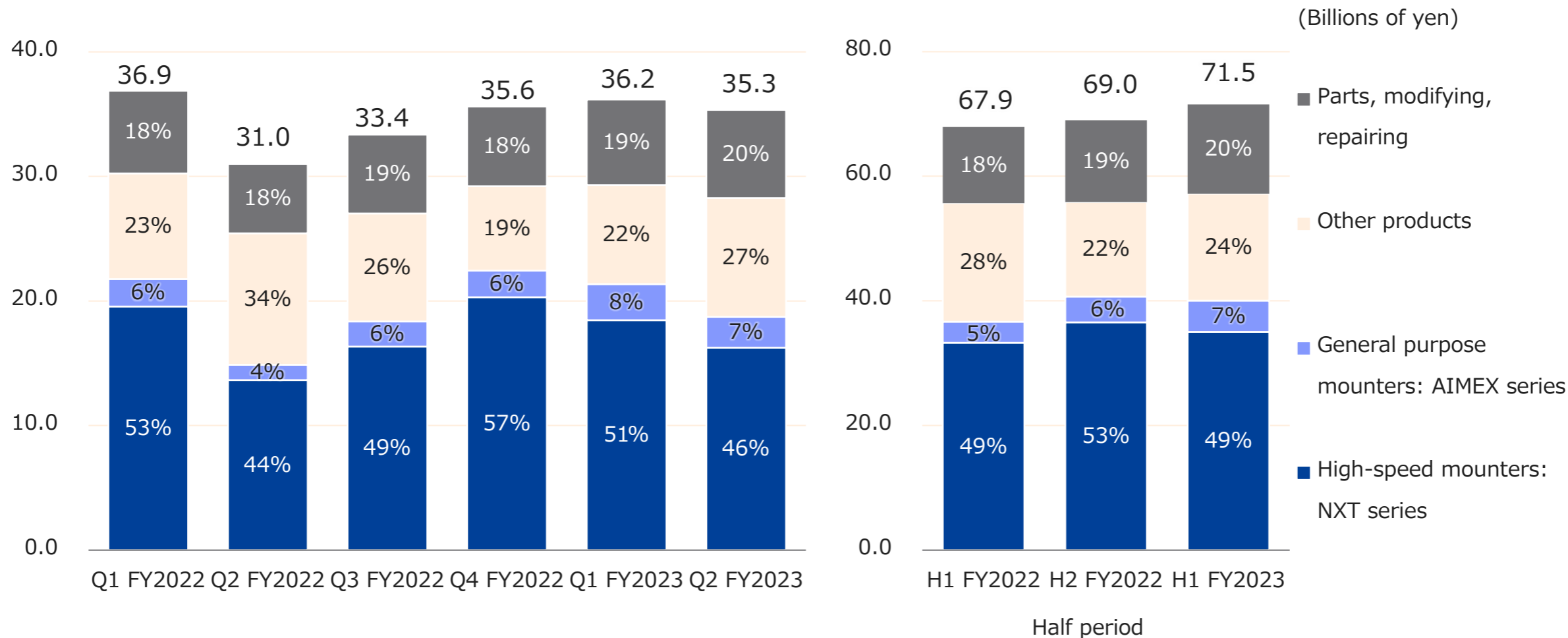


Robotic Solutions Division Net Sales by Sector

- Telecommunications: There was soft demand in relation to smartphones
- Computers: Large investment projects in China contributed to sales



Robotic Solutions Division Net Sales by Machine Type



Machine Tools Division

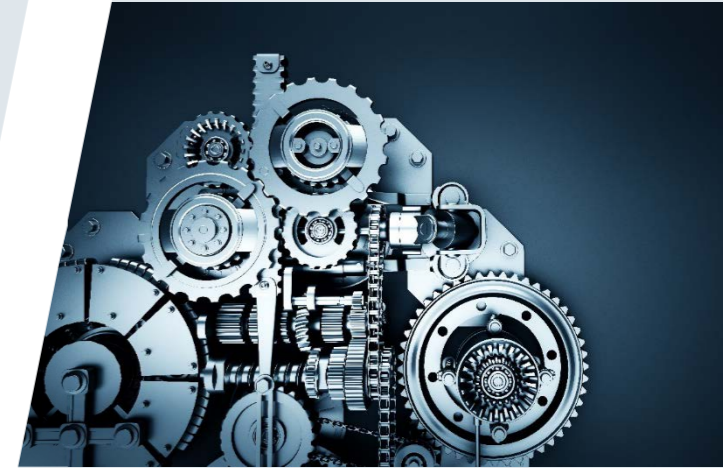
Highly accurate machined parts which compose automobiles and industrial machinery are essential for society. These are manufactured by machine tools often called "mother machines" which are used to cut and process metal materials.



Ultimate Multi Task Machine
GYROFLEX



Front Facing Twin Spindle Lathe
CS SERIES

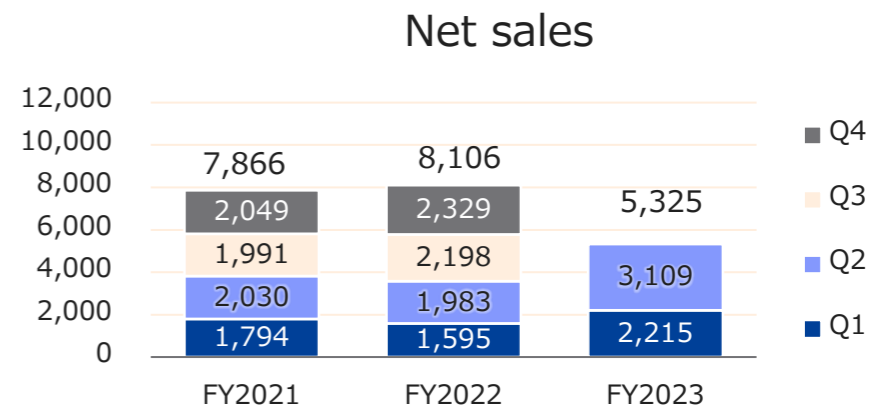
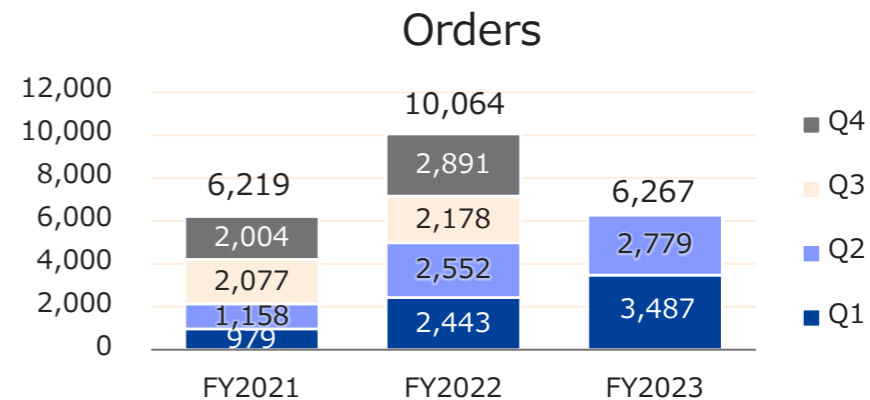


Machine Tools Division Results

- Capital investment in the automotive industry increased, especially in North America
- Modification work in Japan contributed to sales

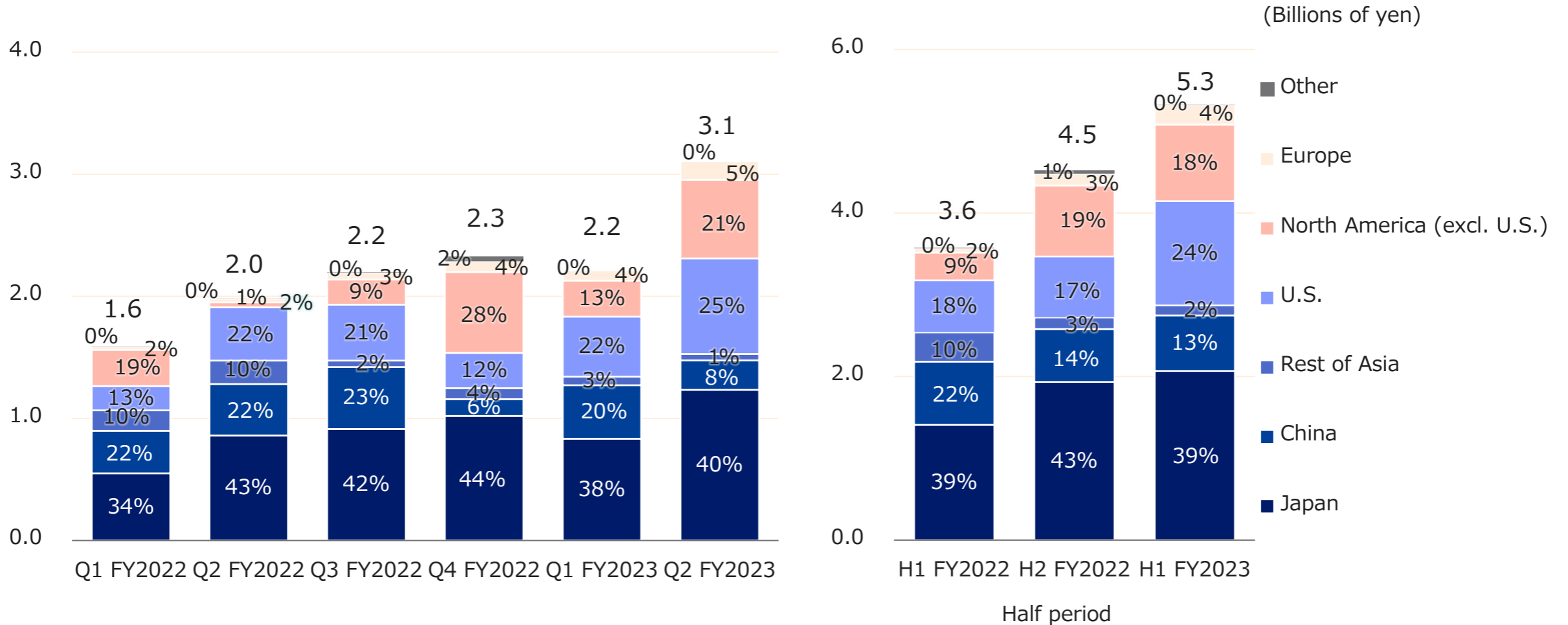
(Millions of yen)

	First half of FY2022 results	First half of FY2023 results	Compared to the same period last year	
			Amount	Ratio
Orders	4,995	6,267	+1,272	+25.5%
Net sales	3,578	5,325	+1,747	+48.8%
Operating profit	▲299	▲314	▲15	-
Order backlogs	5,103	6,586	+1,483	+29.1%

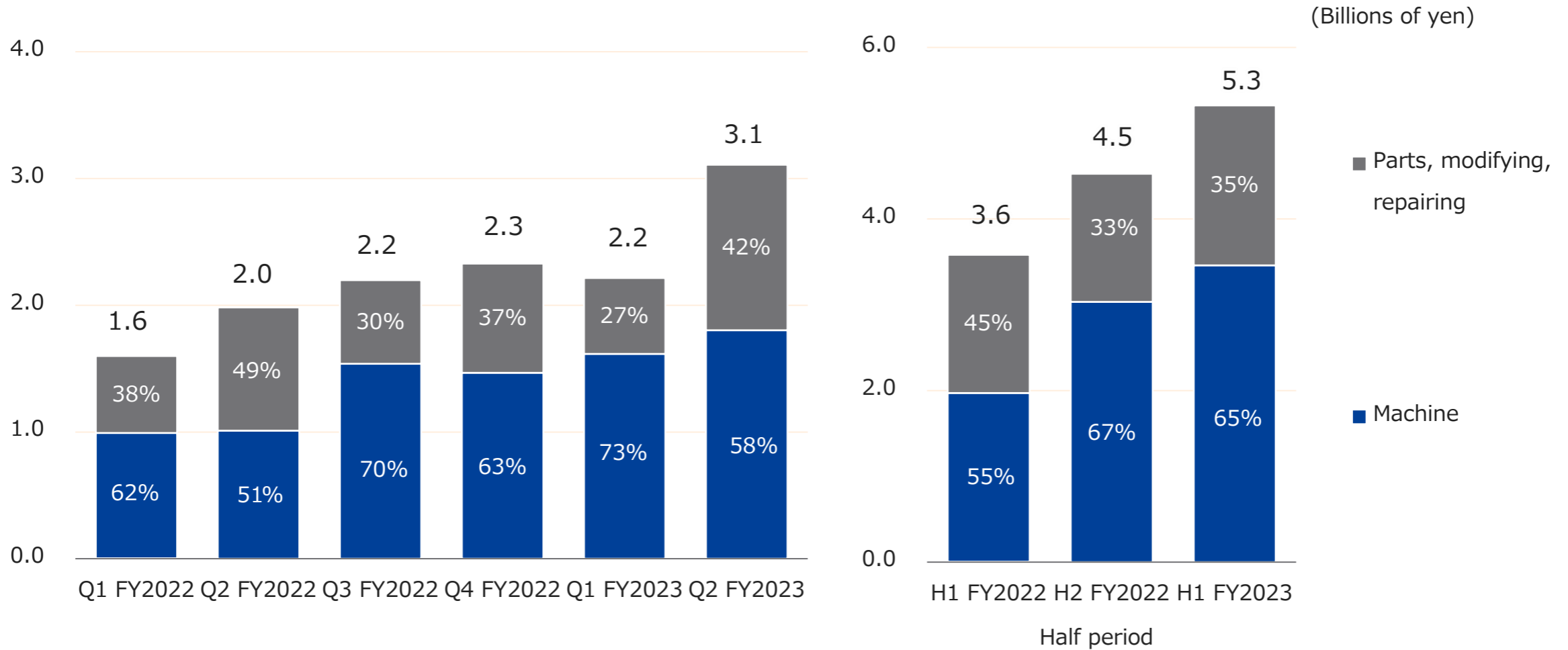


Machine Tools Division Net Sales by Region

- U.S.: Capital investment in the automotive industry is trending upward, especially for EVs
- Japan: There has been an ongoing cautious stance toward capital investment



Machine Tools Division Net Sales by Machine Type



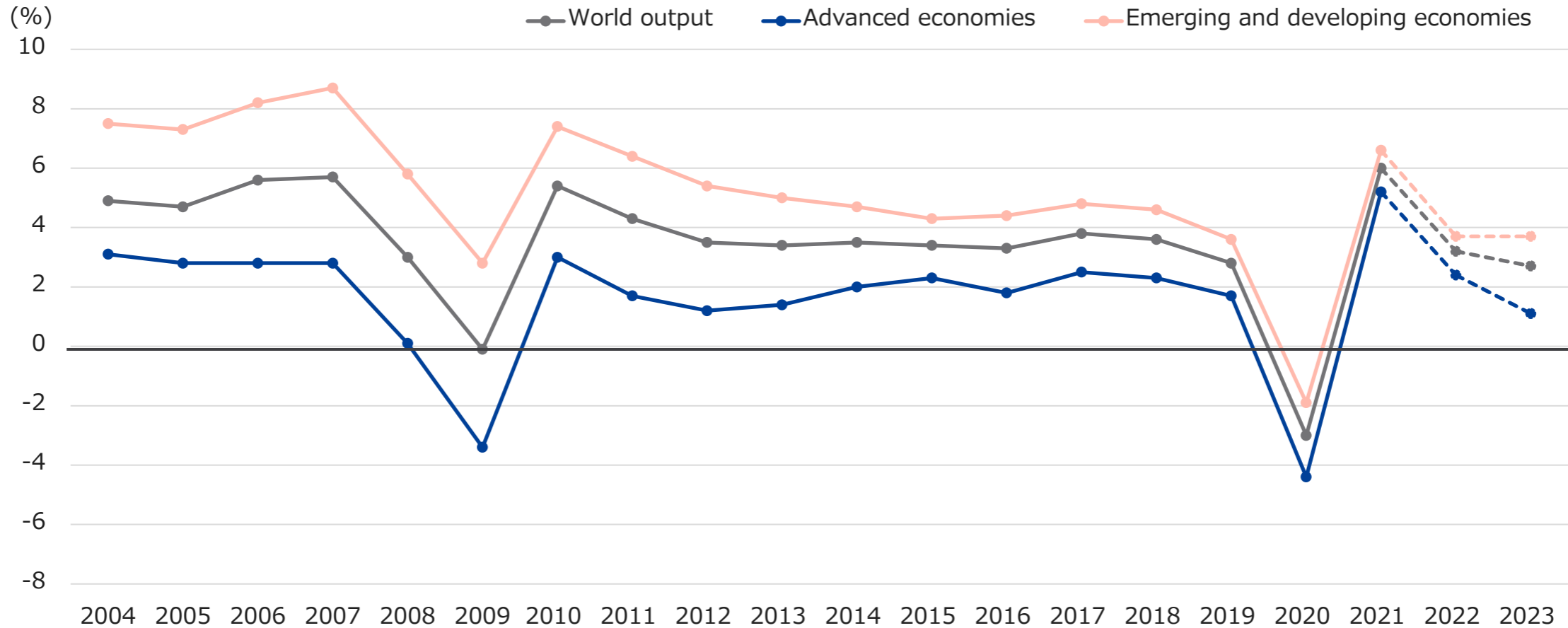


 2. Financial Forecast for FY2023



Economic Growth Rates

- Downward revision of the 2023 growth forecast due to high inflation, tighter monetary policy, Russia's invasion of Ukraine, and concerns over new outbreaks of Covid-19.



Source : IMF, World Economic Outlook, October 2022

Results Forecasts

- While there was no change in net sales, profits were increased.
- On the other hand, orders were revised in light of growing uncertainty over the economic outlook, particularly in China.

(Millions of yen)

	FY2022 results	Forecast for FY2023				
		Forecast released August 5, 2022	Current forecast	Compared to the same period last year		Compared to previously released forecast
				Amount	Ratio	Amount
Orders	163,473	161,000	148,000	▲15,473	▲9.5%	▲13,000
Net sales	148,128	165,000	165,000	+16,871	+11.4%	±0
Operating profit	28,472	29,200	30,000	+1,527	+5.4%	+800
Operating profit ratio	19.2%	17.7%	18.2%	–	–	–
Ordinary profit	29,943	30,600	32,000	+2,056	+6.9%	+1,400
Profit attributable to owners of parent	21,188	21,800	22,400	+1,211	+5.7%	+600

Forecast of Orders and Net Sales by Segments

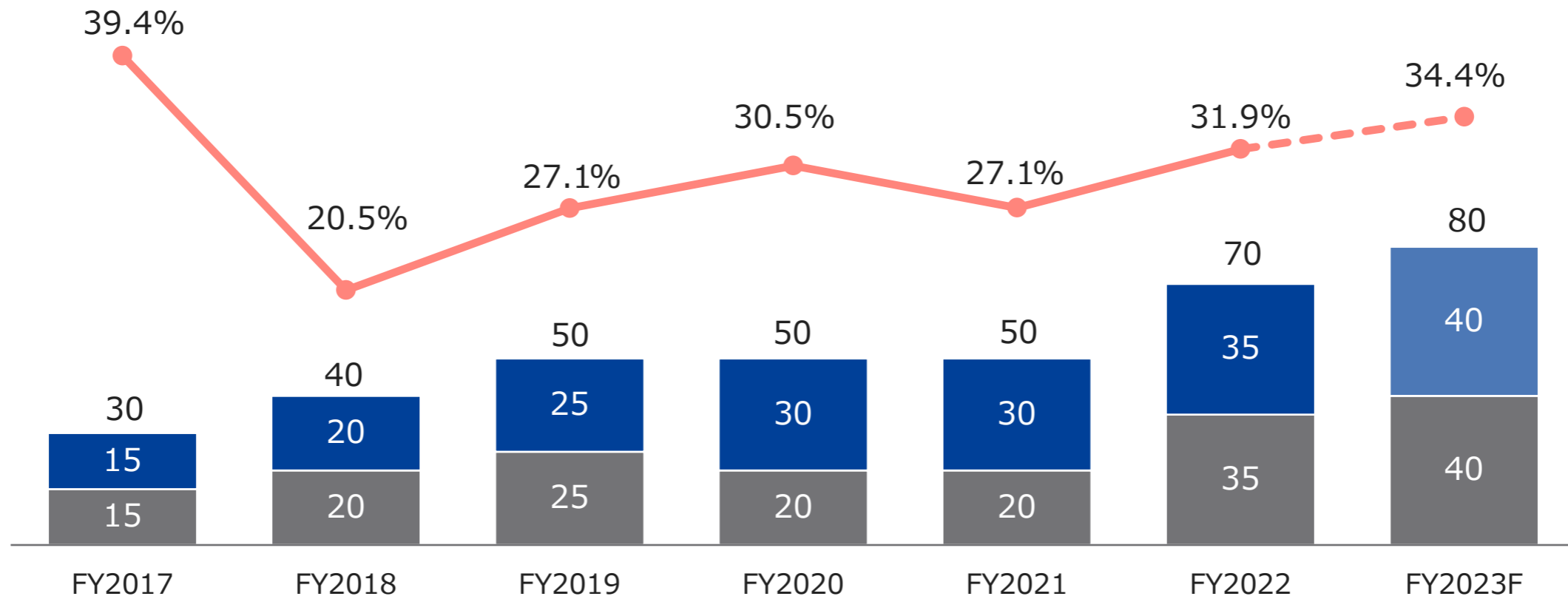
(Millions of yen)

		FY2022 results	Forecast for FY2023				
			Forecast released August 5, 2022	Current forecast	Compared to the same period last year		Compared to previously released forecast
					Amount	Ratio	Amount
Robotic Solutions	Orders	149,860	143,000	130,000	▲19,860	▲13.3%	▲13,000
	Net sales	136,863	148,000	148,000	+11,136	+8.1%	±0
	Order backlogs	57,298	52,298	39,298	▲18,000	▲31.4%	▲13,000
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	161,000	148,000	▲15,473	▲9.5%	▲13,000
	Net sales	148,128	165,000	165,000	+16,871	+11.4%	±0
	Order backlogs	63,592	59,592	46,592	▲17,000	▲26.7%	▲13,000

Dividends

■ There is no change for the dividends

■ 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. Corporate Ideologies and Direction



Corporate ideologies

■ **Our purpose is to enrich the lives of those in the world around us.**

We will work to resolve societal issues by utilizing technology and knowhow that has been gained over many years.

● **Fuji's corporate ideologies system**



Enriched human capital management

- Establish a system that enables Fuji employees - who are the driving force of innovation creation - to fully demonstrate their abilities.
- Joined the Human Capital Management Consortium (METI) in August.

● Fuji's activities toward enriched human capital management

Establishing a flexible personnel system

Introducing an expert-level job title system

Improving the working environment based on work styles

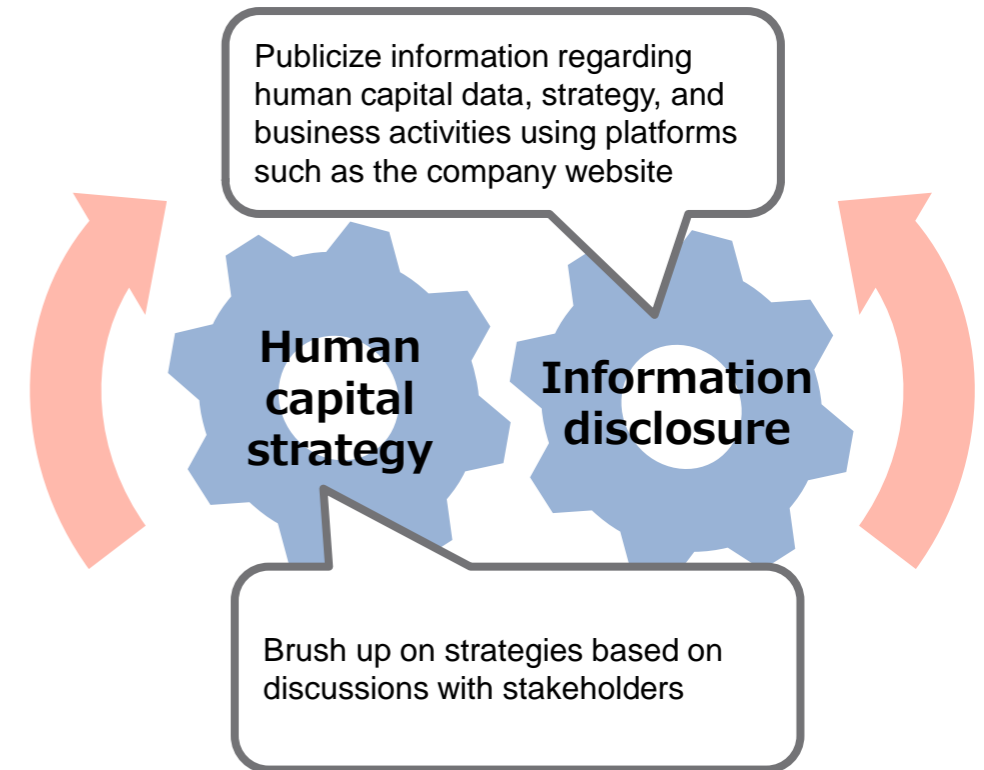
Expanding benefits such as flextime, remote work, flexible "away from desk time" system, and shortened hours for childcare

Development of human resources for the digital transformation age

Providing opportunities such as "Gyokakujuuku", the newly established operation reformation training project, statistics course, Python course, and RPA course.

Expansion of training systems and support for personal growth

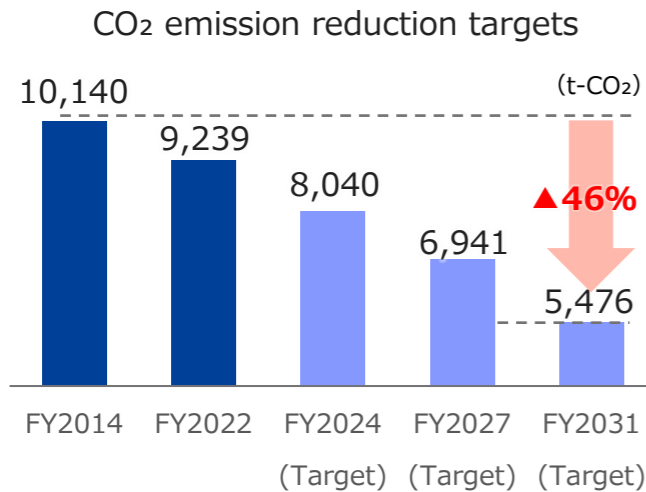
Providing opportunities such as "Sokaijuku" engineering training for first-year employees, industrial engineering training, online English lessons, and distance learning assistance



Environmental efforts

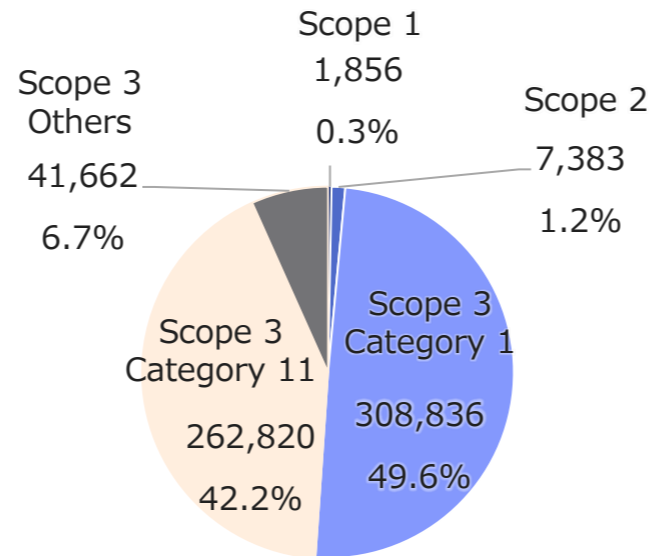
- In June 2022, we endorsed the TCFD (Task Force on Climate-related Financial Disclosures)
- Mid-term environmental target: Aim for reduction of 46% by FY2031 (Scope 1 and scope 2, in comparison to FY2014 data)
- Efforts to reduce CO₂ emissions across the entire supply chain

● Mid-term environmental targets



- Solar panels
- Purchasing carbon-free electricity

● CO₂ emissions (t-CO₂) by scope



- Scope 1 Direct emissions from owned or controlled sources
- Scope 2 Indirect emissions from the generation of purchased energy consumed by the company
- Scope 3 Category 1 Purchased goods and services
- Scope 3 Category 11 Use of sold products
- Scope 3 Others

● Energy saving on Fuji products



- Faster heads and robots
- Lighter heads and robots
- Reduced air consumption
- Highly efficient linear motor



- Hydraulic unit inverter specifications
- Smooth eco (optimized loader operation speed)
- Thermal displacement compensation

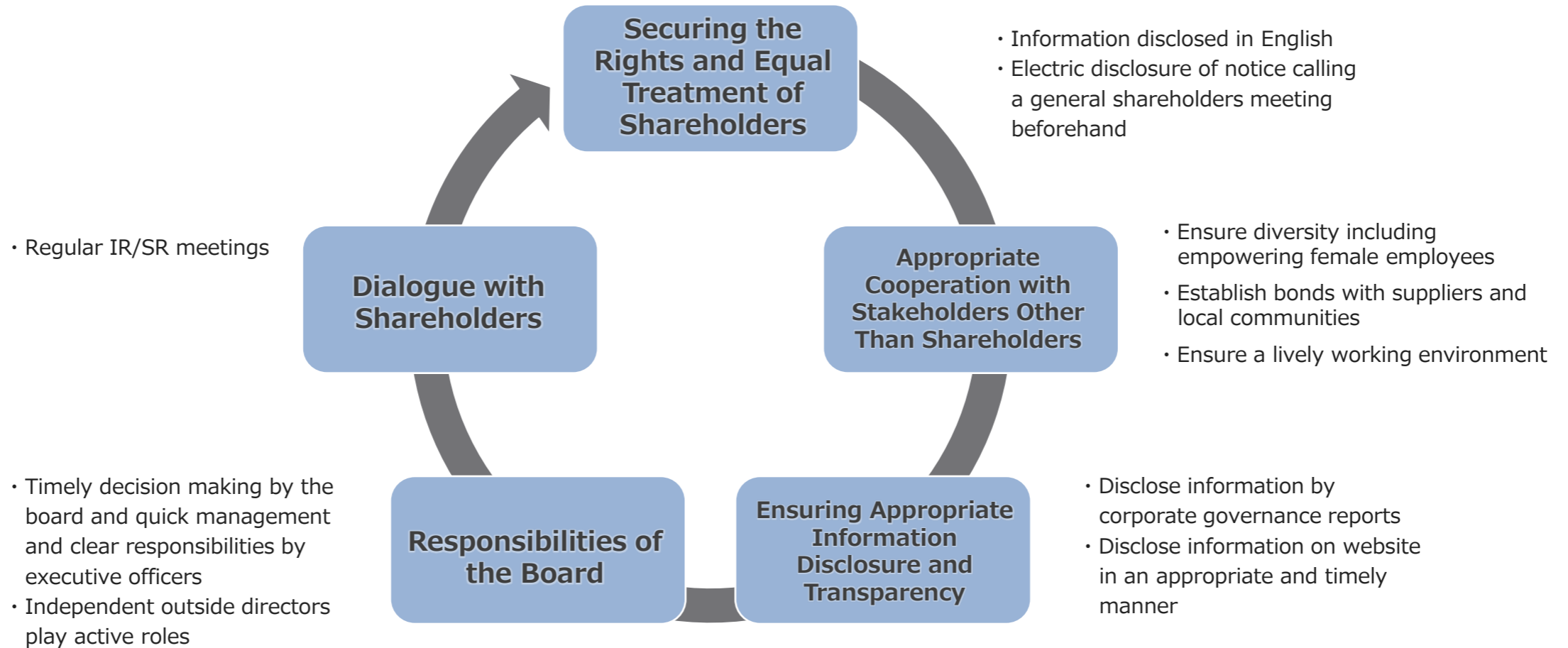


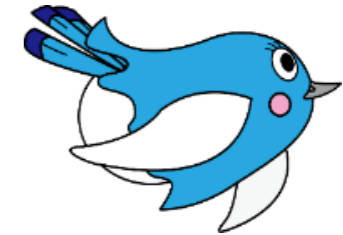
Introduction of a special incentive scheme

- The Board of Directors decided to introduce an incentive plan at a board meeting held on November 7, 2022
- Common stock issued by Fuji is granted through the "Fuji employee stock ownership" to members of the stock ownership as a special incentive (third-party allotment to the stock ownership)
- The program is designed to raise employees' awareness of management participation and to help them grow their assets. The introduction of this scheme will be an opportunity for more employees to gain a shared insight with shareholders in terms of mid to long term values.

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.

