

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

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

February 2023





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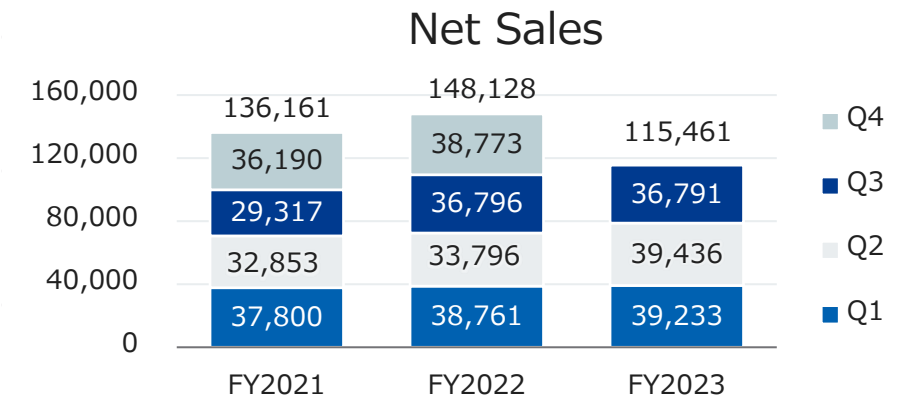
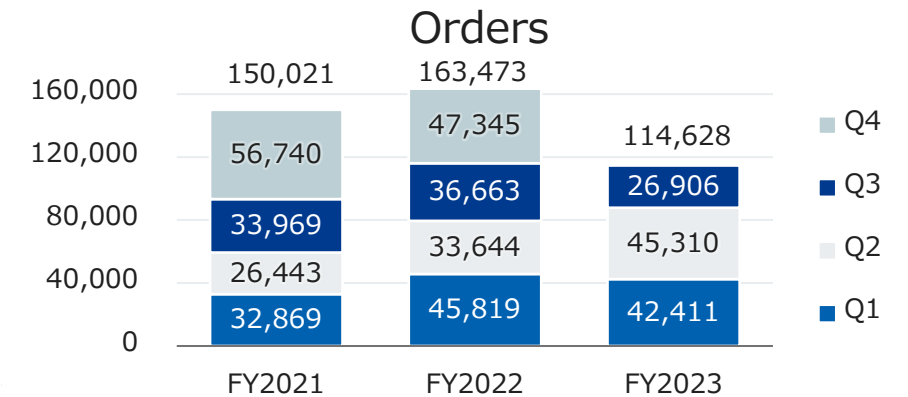

 1. Financial Summary

FY2023 Q3 Results

- Record net sales for the first three quarters year over year
- Profits decreased due to soaring material costs and other factors

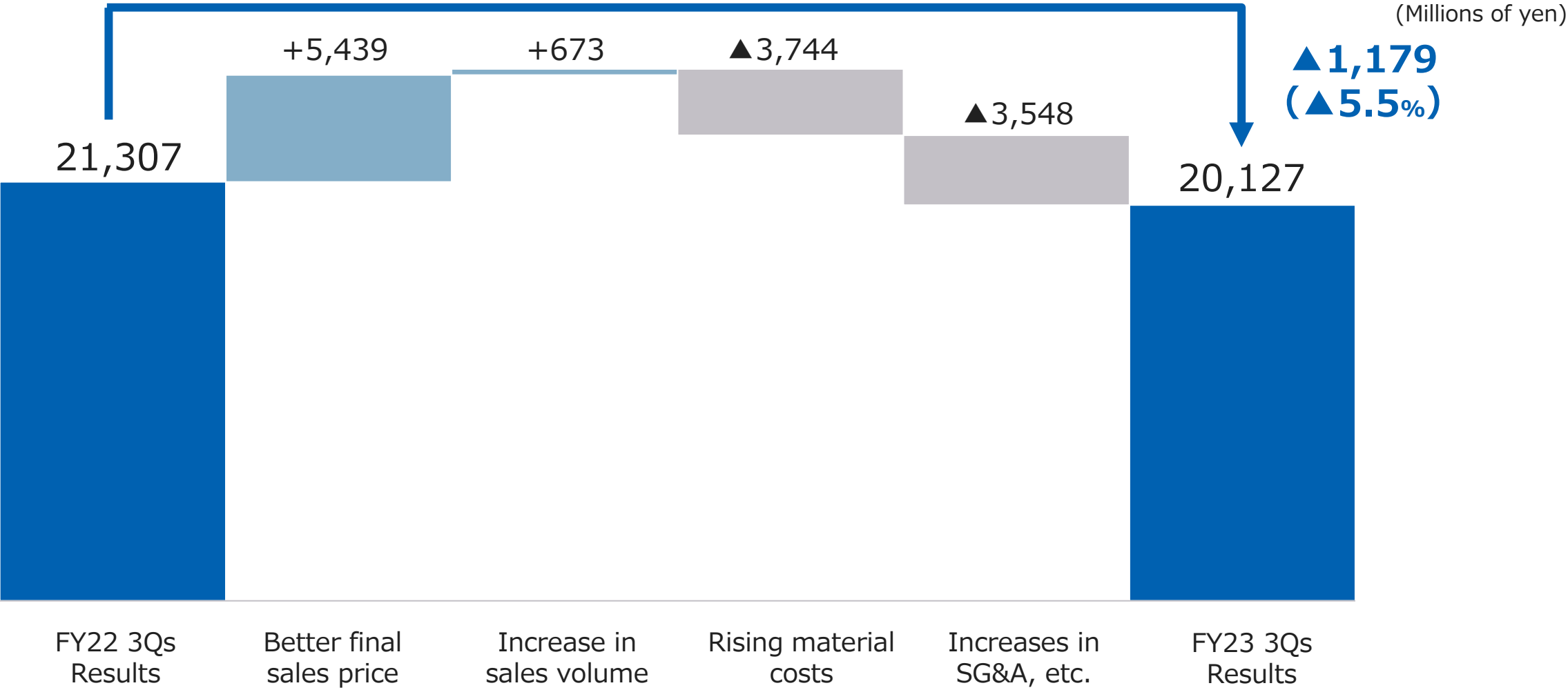
(Millions of yen)

	FY22 3Qs results	FY23 3Qs results	Compared to the same period last year	
			Amount	Ratio
Orders	116,128	114,628	▲1,499	▲1.3%
Net sales	109,355	115,461	+6,106	+5.6%
Operating profit	21,307	20,127	▲1,179	▲5.5%
Ordinary profit	22,240	21,909	▲330	▲1.5%
Profit attributable to owners of parent	16,202	15,463	▲739	▲4.6%



Operating Profit Increase/Decrease Analysis

■ Profit decreased by 1,179 million yen due to the significant impact of soaring material costs despite improvements in selling prices



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



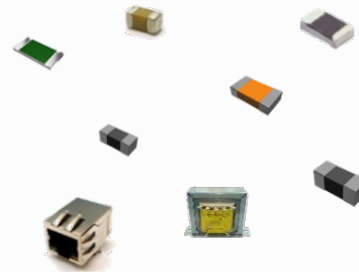
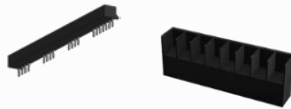
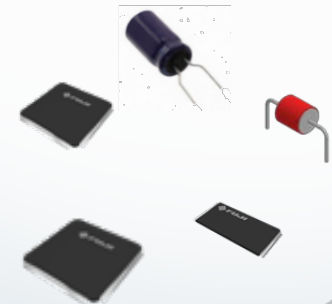
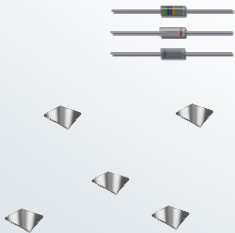
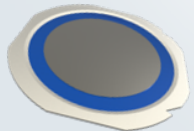
sFAB-SH



NXTR



NXT III
Fiji Scalable Placement Platform

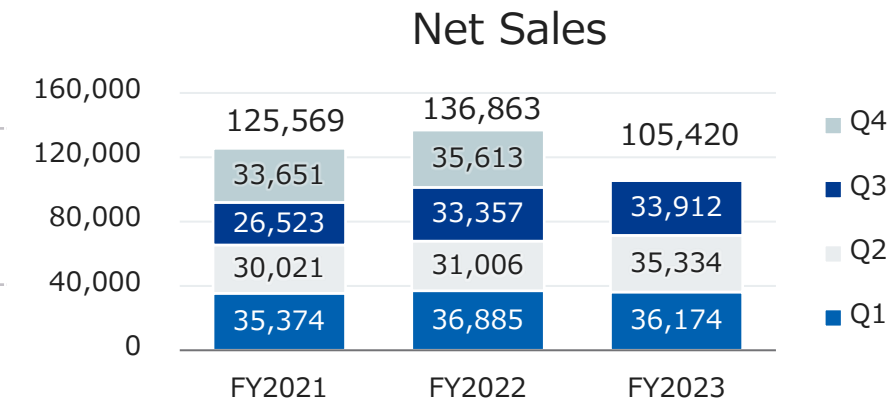
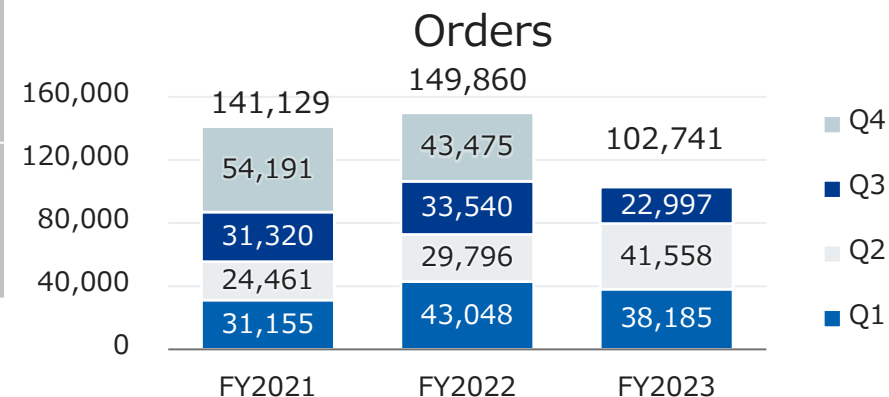


Robotic Solutions Division Results

- Net sales reached a record high in 3Qs results supported by firm demand especially for automotive-related products
- Operating profit decreased due to the impact of higher material costs and due to SG&A expenses, which remained high following Q2

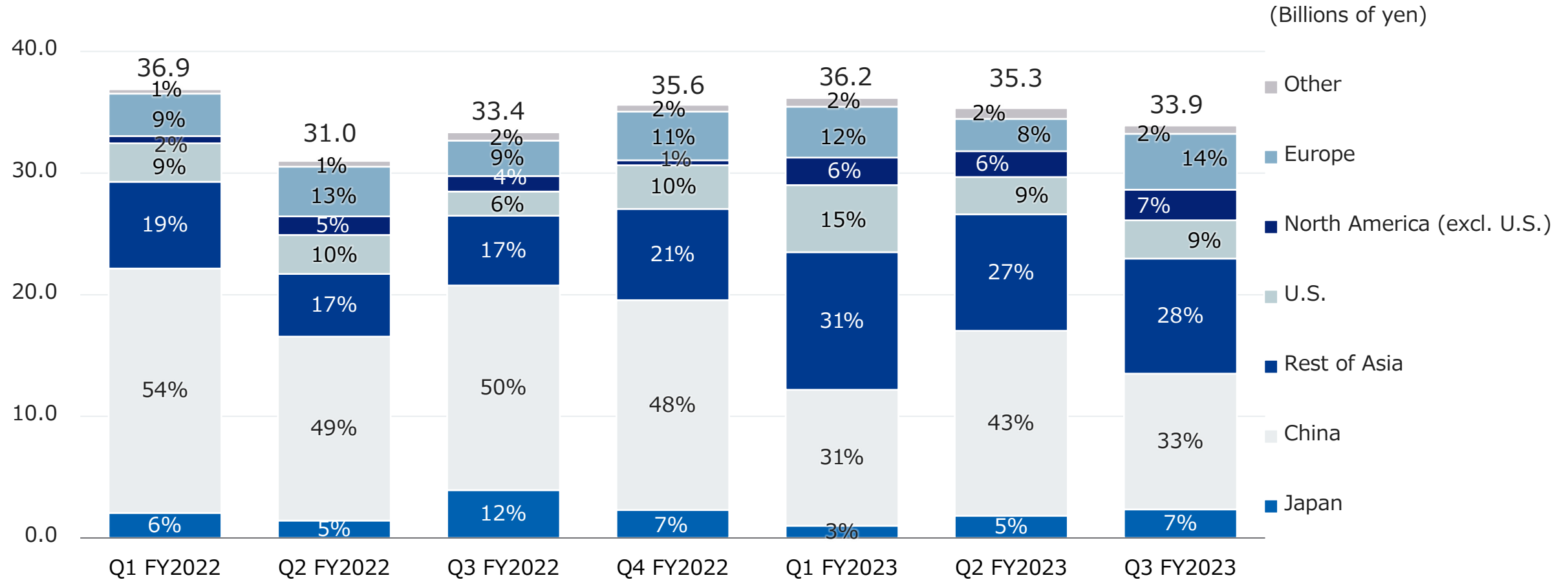
(Millions of yen)

	FY22 3Qs results	FY23 3Qs results	Compared to the same period last year	
			Amount	Ratio
Orders	106,385	102,741	▲3,643	▲3.4%
Net sales	101,249	105,420	+4,171	+4.1%
Operating profit	24,137	23,376	▲761	▲3.2%
Order backlogs	49,404	54,618	+5,214	+10.6%



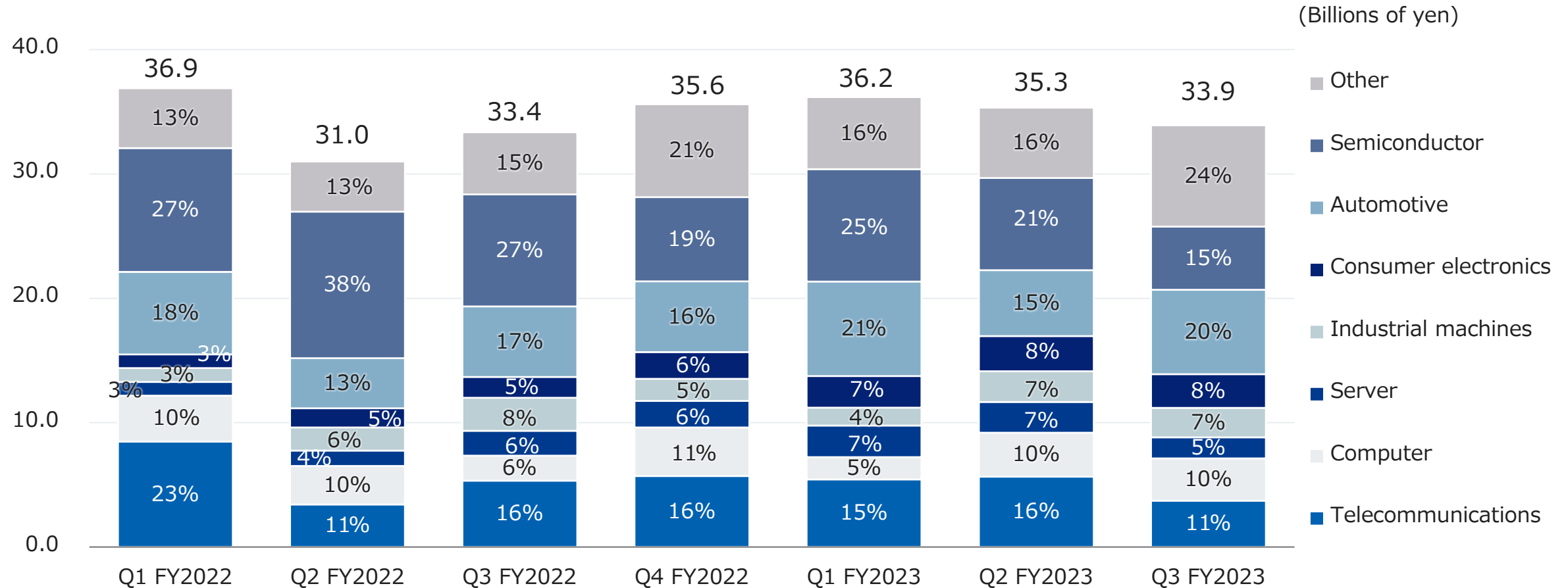
Robotic Solutions Division Net Sales by Region

- China: Capital investment related to smartphones and semiconductors softened
- Europe: Automotive and industrial equipment industries drove the market

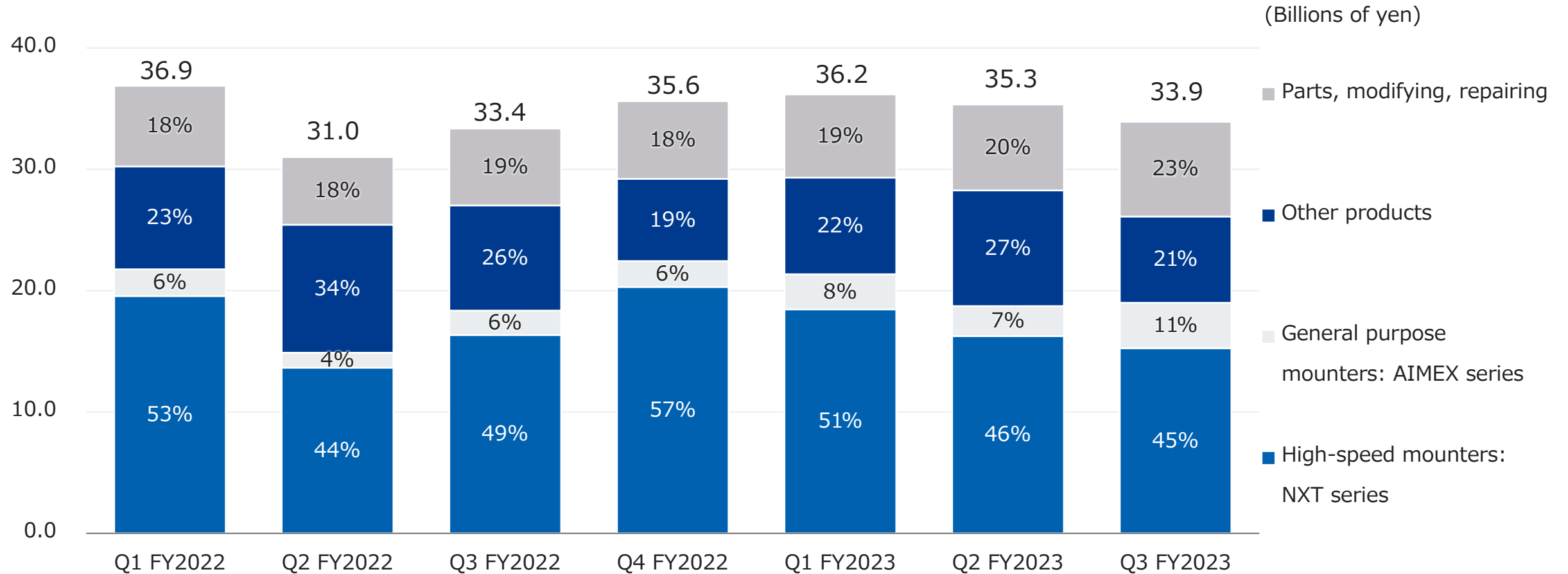


Robotic Solutions Division Net Sales by Sector

- Telecommunications: The strong demand in capital investment for smartphones came to an end during Q3.
- Other: Demand increased for infrastructure equipment related to energy



Robotic Solutions Division Net Sales by Machine Type

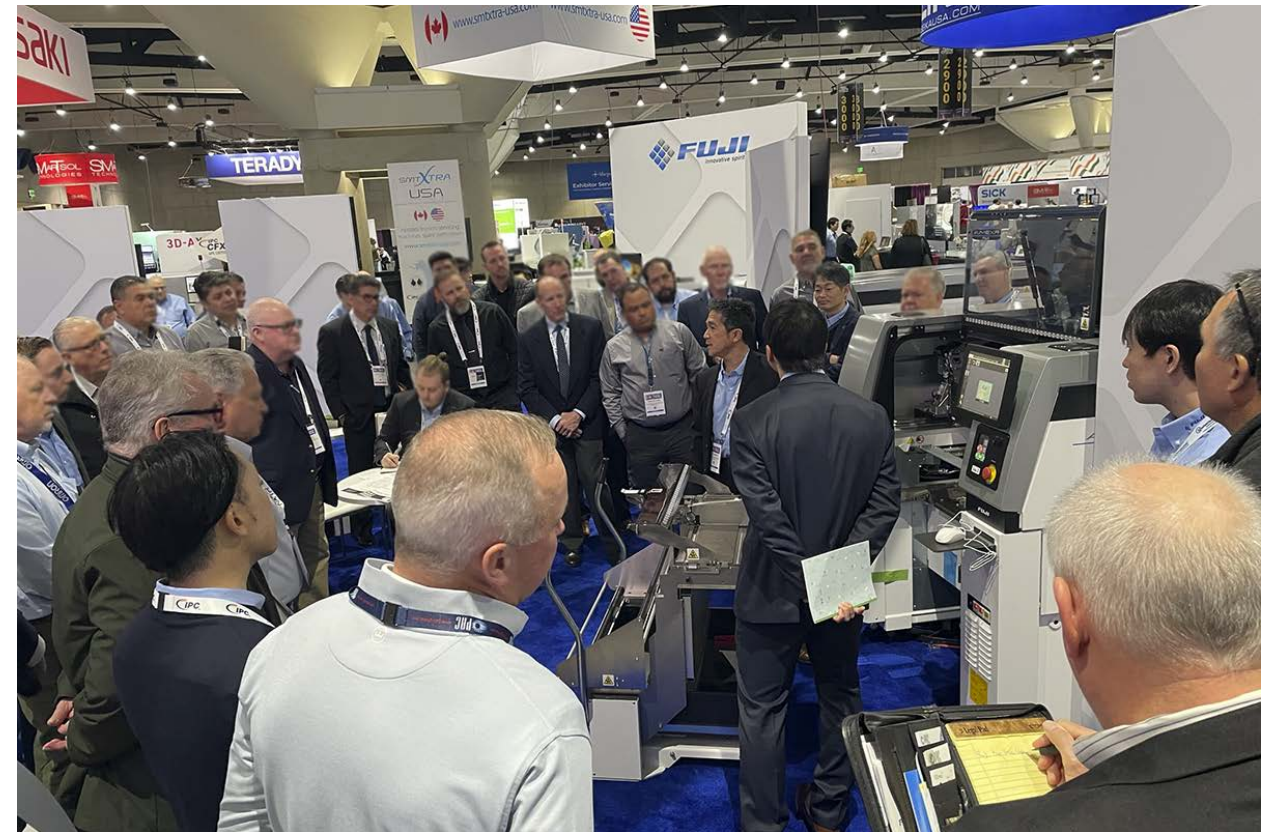


Developed a new SMT pick and place machine

Developed the new AIMEXR, a new product in the AIMEX series of Fuji flexible placement platforms suitable for variable-mix, variable-volume production. We expect this product to extend our sales for servers and telecommunication base stations industries which are growing markets.

An all-rounder for a new era

AIMEXR



Exhibited for the first time at IPC APEX EXPO 2023 in San Diego, USA from January 24 to 26, 2023

Machine Tools Division

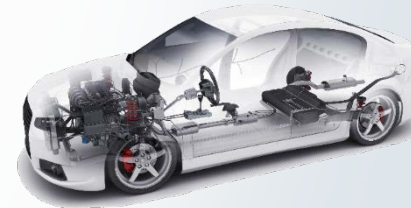
Highly accurate machined parts which compose automobiles and industrial machinery are essential for society. These are manufactured by machine tools often called "mother machines" which are used to cut and process metal materials.



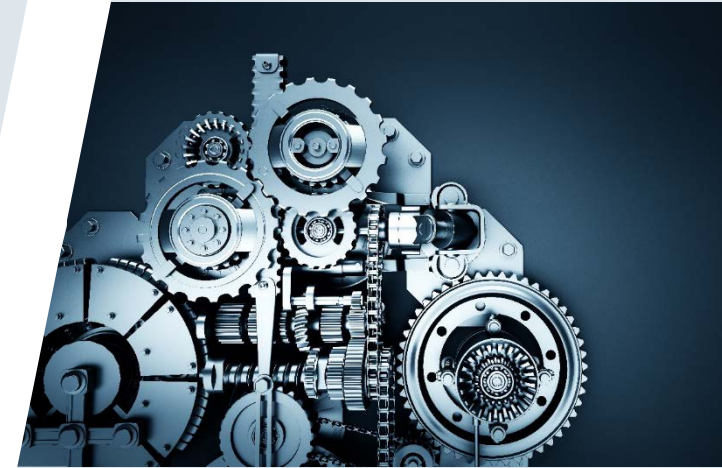
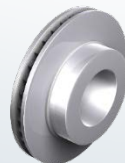
Ultimate Multi Task Machine
GYROFLEX



Front Facing Twin Spindle Lathe
CS SERIES



Opposing twin spindle lathe
ANW SERIES

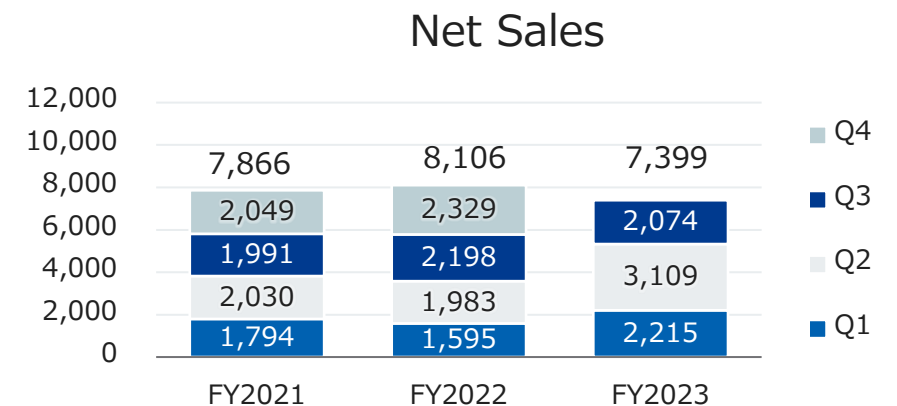
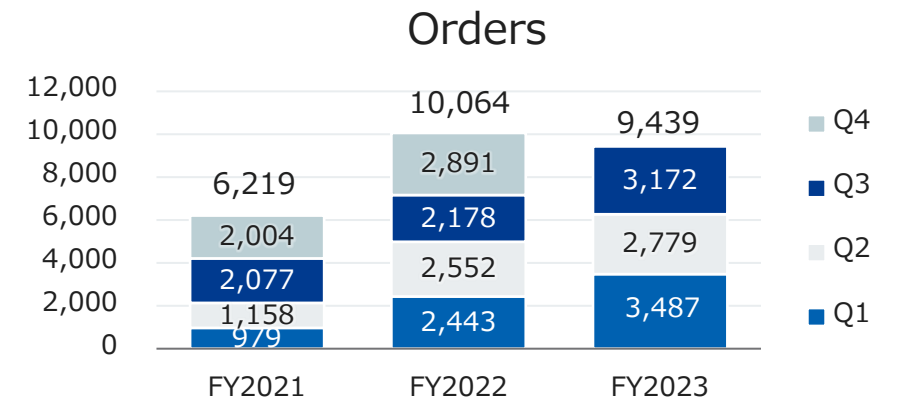


Machine Tools Division Results

- Orders and sales increased due to increased capital investment in the automotive industry, mainly in North America
- On the other hand, profit decreased due to increased material and fixed costs

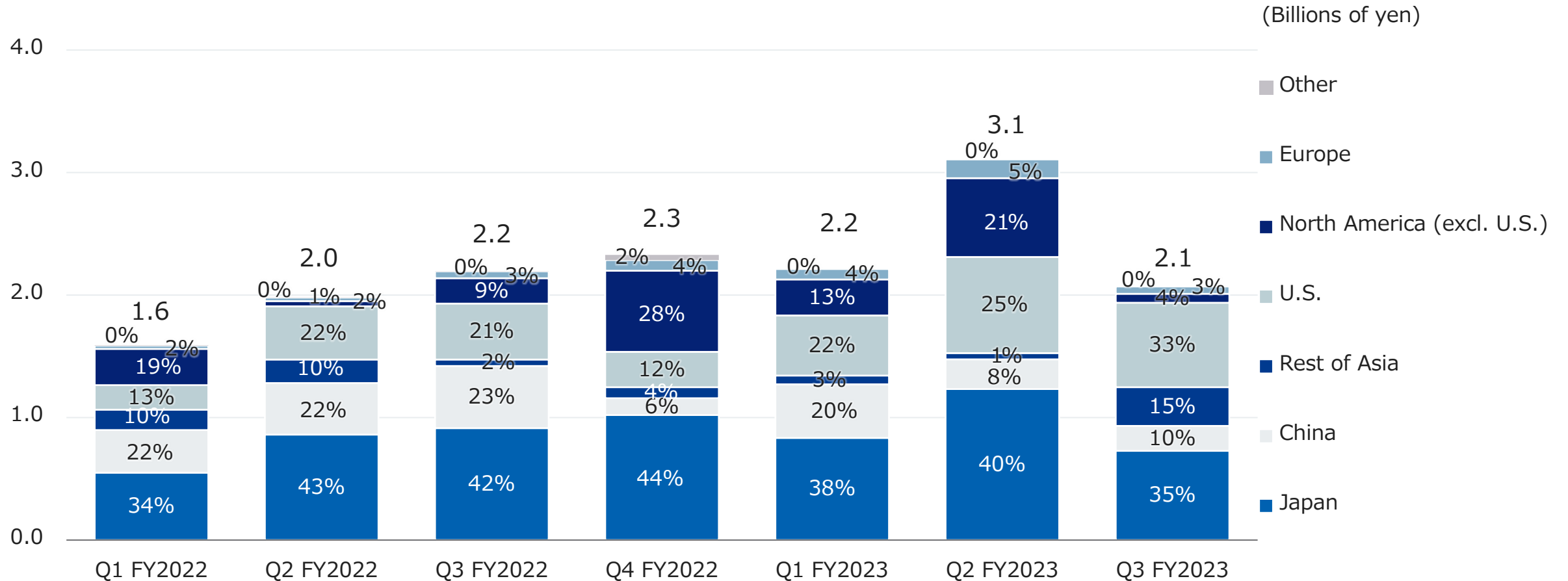
(Millions of yen)

	FY22 3Qs results	FY23 3Qs results	Compared to the same period last year	
			Amount	Ratio
Orders	7,173	9,439	+2,265	+31.6%
Net sales	5,776	7,399	+1,623	+28.1%
Operating profit	▲486	▲648	▲162	-
Order backlogs	5,083	7,684	+2,601	+51.2%

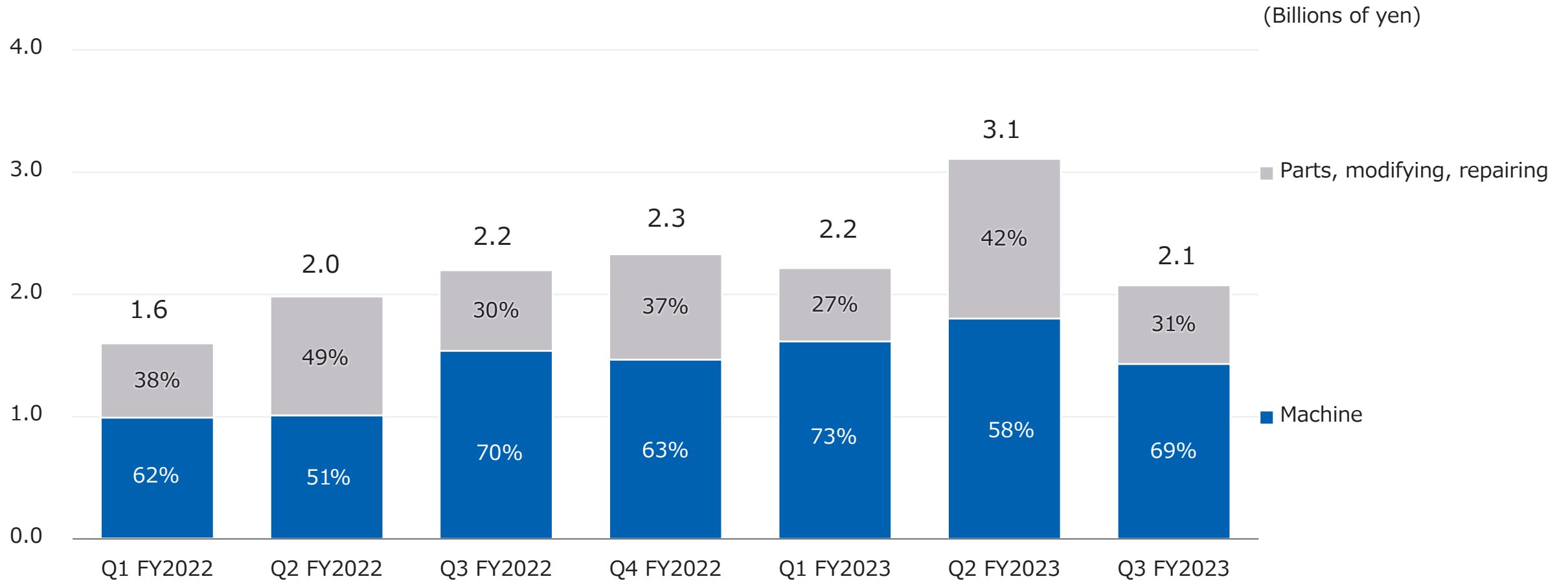


Machine Tools Division Net Sales by Region

- U.S.: There was continued capital investment related to the automotive industry, especially for EVs
- Japan, China: The cautious stance on capital investment continued



Machine Tools Division Net Sales by Category





 2. Financial Forecast for FY2023



Results Forecasts

- Both orders and net sales were revised downward due to a cautious stance in capital investment, especially for semiconductor-related markets.
- Profits were revised to take into account the impact of higher material costs and other factors.

(Millions of yen)

	FY2022 results	Forecast for FY2023				
		Forecast released November 7, 2022	Current forecast	Compared to the same period last year		Compared to previously released forecast
				Amount	Ratio	Amount
Orders	163,473	148,000	140,000	▲23,473	▲14.4%	▲8,000
Net sales	148,128	165,000	157,000	+8,871	+6.0%	▲8,000
Operating profit	28,472	30,000	27,600	▲872	▲3.1%	▲2,400
Operating profit ratio	19.2%	18.2%	17.6%	–	–	–
Ordinary profit	29,943	32,000	28,900	▲1,043	▲3.5%	▲3,100
Profit attributable to owners of parent	21,188	22,400	20,500	▲688	▲3.2%	▲1,900

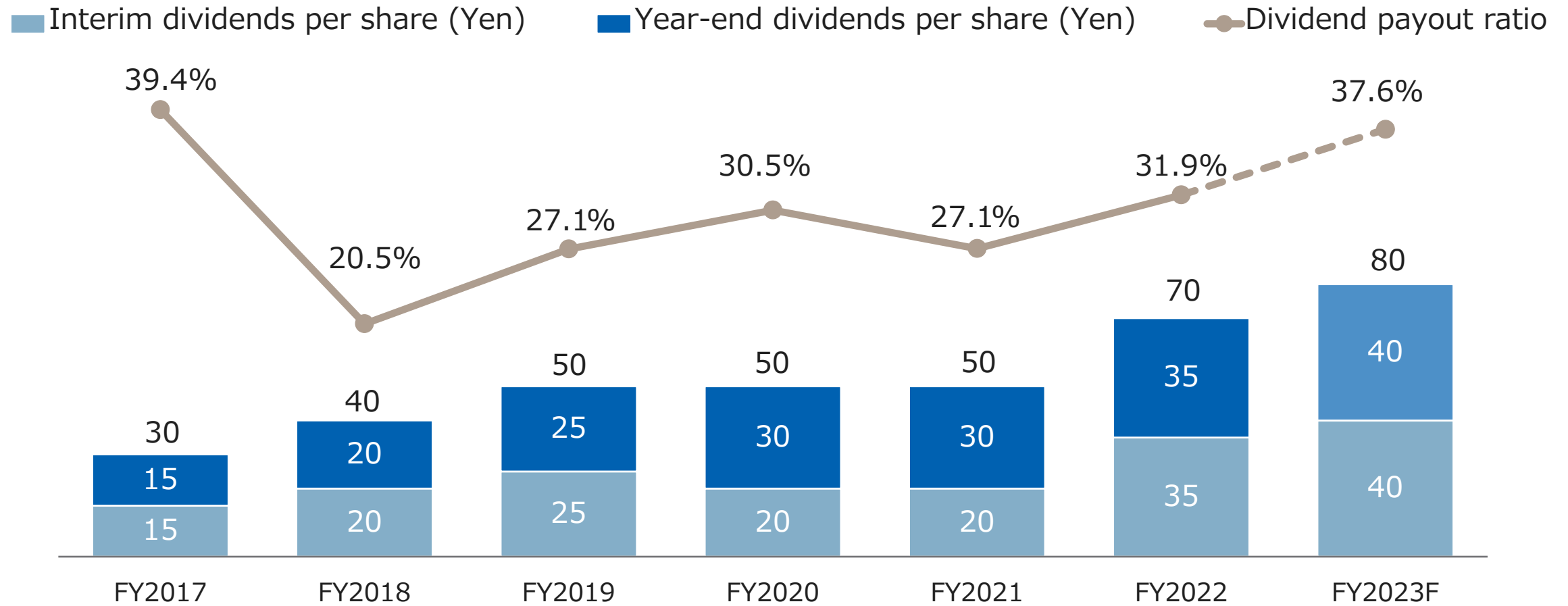
Forecast of Orders and Net Sales by Segment

(Millions of yen)

		FY2022 results	Forecast for FY2023				
			Forecast released November 7, 2022	Current forecast	Compared to the same period last year		Compared to previously released forecast
					Amount	Ratio	Amount
Robotic Solutions	Orders	149,860	130,000	125,000	▲24,860	▲16.6%	▲5,000
	Net sales	136,863	148,000	143,000	+6,136	+4.5%	▲5,000
	Order backlogs	57,298	39,298	39,298	▲18,000	▲31.4%	±0
Machine Tools	Orders	10,064	14,500	12,000	+1,935	+19.2%	▲2,500
	Net sales	8,106	13,500	11,000	+2,893	+35.7%	▲2,500
	Order backlogs	5,644	6,644	6,644	+1,000	+17.7%	±0
Others	Orders	3,547	3,500	3,000	▲547	▲15.4%	▲500
	Net sales	3,159	3,500	3,000	▲159	▲5.0%	▲500
	Order backlogs	649	649	649	±0	-	±0
Total	Orders	163,473	148,000	140,000	▲23,473	▲14.4%	▲8,000
	Net sales	148,128	165,000	157,000	+8,871	+6.0%	▲8,000
	Order backlogs	63,592	46,592	46,592	▲17,000	▲26.7%	±0

Dividends

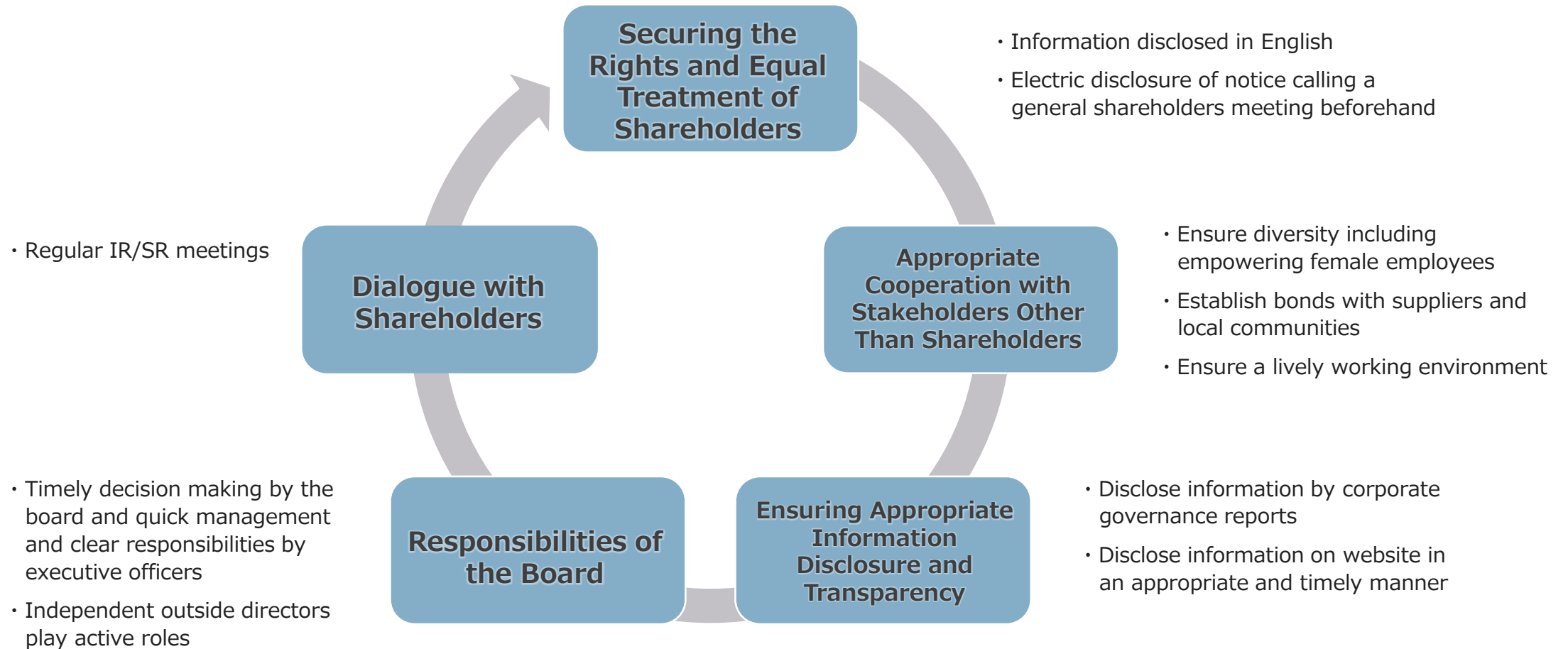
■ There is no change for the dividends

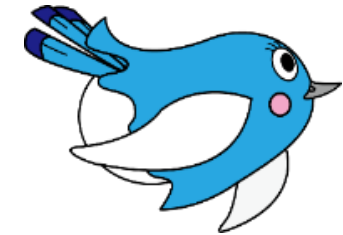
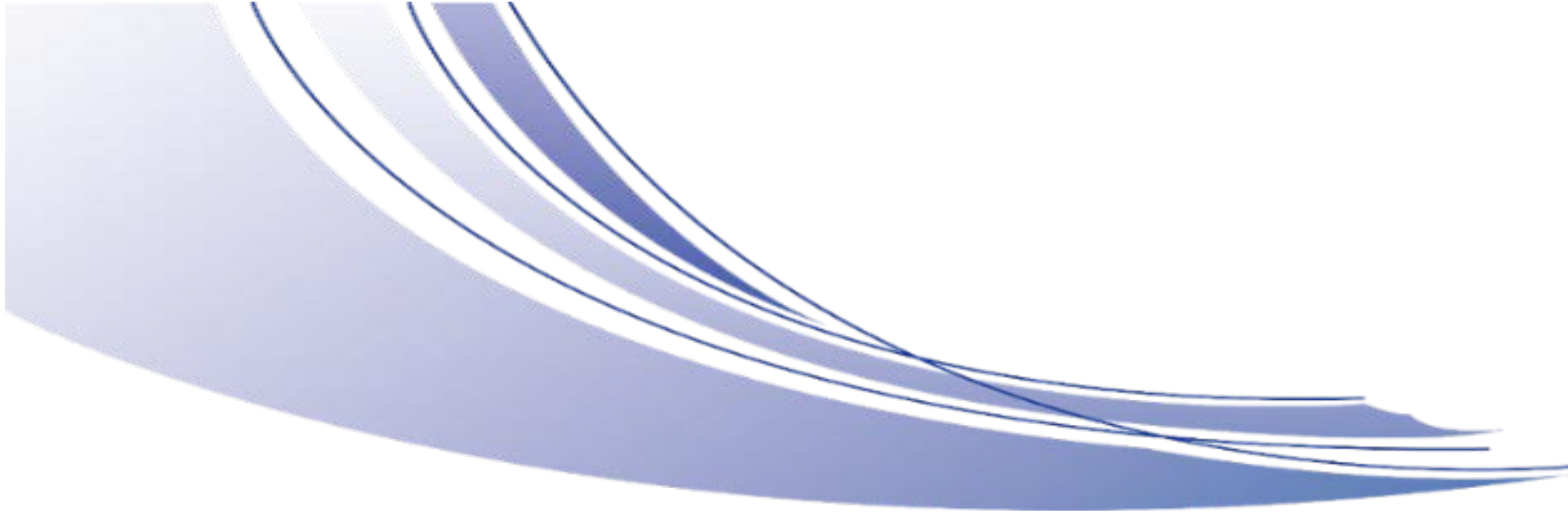


Regular dividend: 40.00
Commemorative dividend: 10.00

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.

