

Premier Market of the Nagoya Stock Exchange

Prime Market of the Tokyo Stock Exchange

Securities Code: 6134

# First Quarter for Fiscal Year Ending March 2024 Financial Results Explanatory Materials

August 2023





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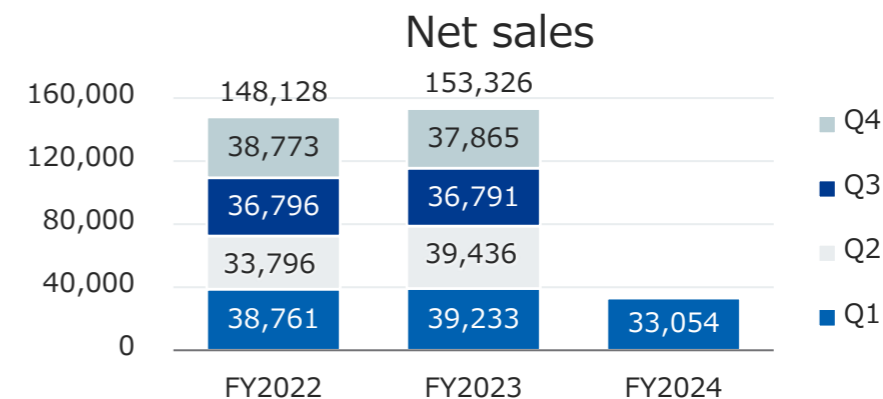
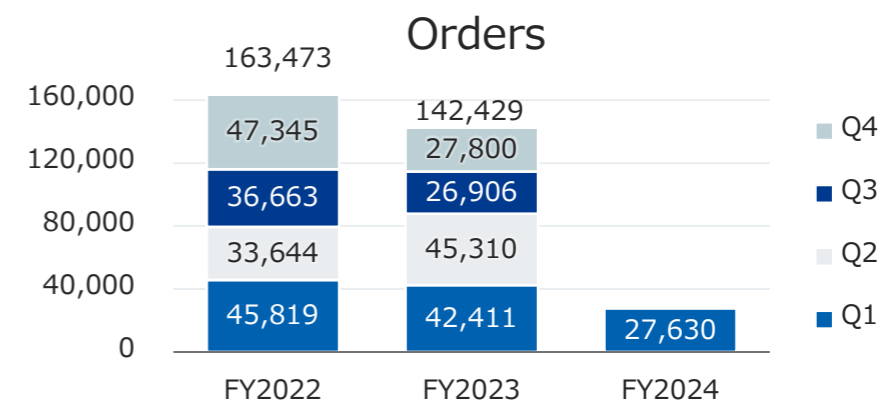
# 1. Financial Summary

# FY2024 Q1 Results

- Lower sales and profit with a cautious stance on capital investment worldwide

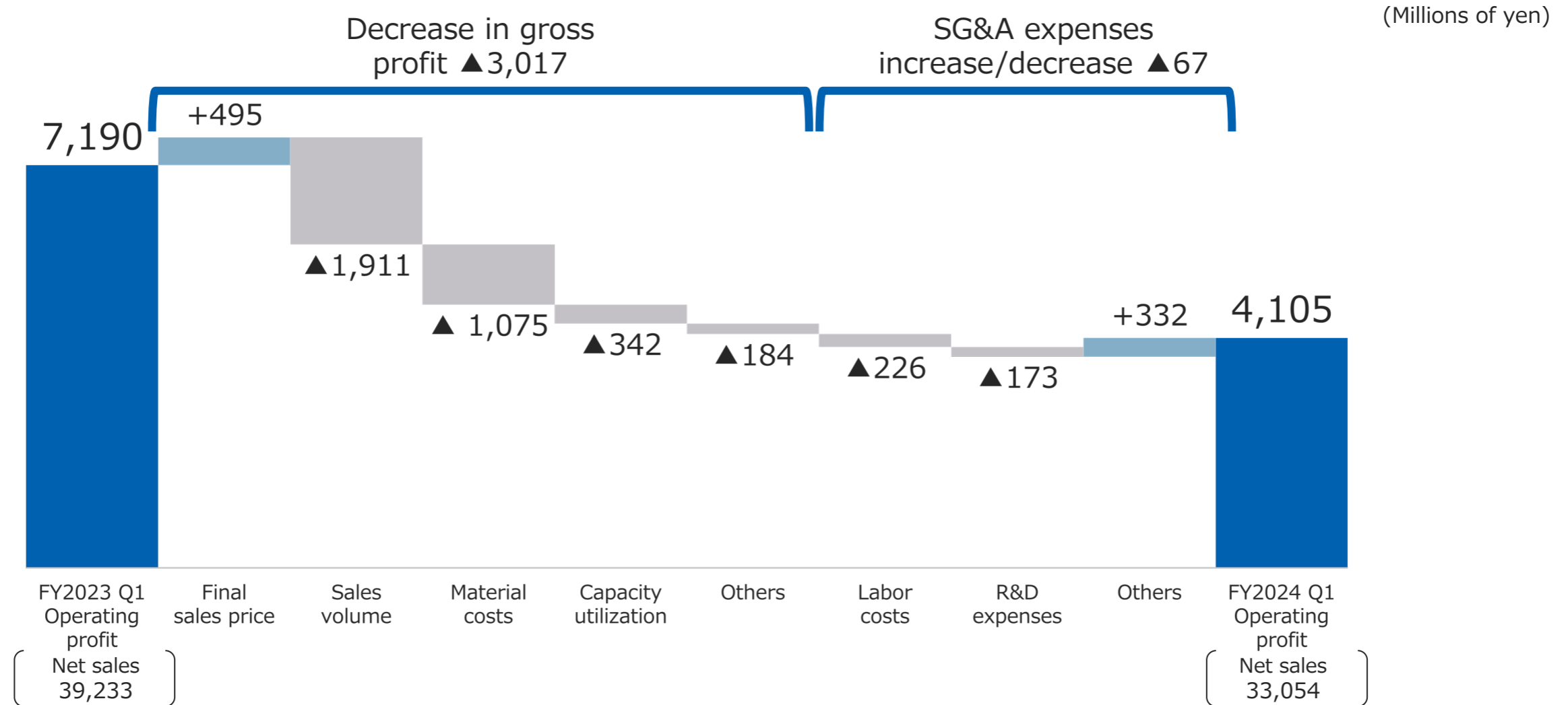
(Millions of yen)

	FY2023 Q1 results	FY2024 Q1 results	Compared to the same period last year	
			Amount	Ratio
Orders	42,411	27,630	▲14,781	▲34.9%
Net sales	39,233	33,054	▲6,178	▲15.7%
Operating profit	7,190	4,105	▲3,084	▲42.9%
Ordinary profit	8,538	5,023	▲3,514	▲41.2%
Profit attributable to owners of parent	5,935	3,396	▲2,538	▲42.8%



# Operating Income Increase/Decrease Analysis

- Profit decreased by 3,084 million yen, as improved sales prices combined with a favorable customer mix were unable to offset continued high material costs and declining sales volumes.



# Balance Sheet Summary

(Millions of yen)

	As of March 31, 2023	As of June 30, 2023	Comparison	Increase/decrease factors
<b>Current assets</b>	176,750	171,707	▲5,043	
Cash and deposits	59,784	63,694	+3,909	
Notes and accounts receivable - trade	42,089	36,307	▲5,781	Decreased due to collection of receivables
Inventories	61,846	64,399	+2,552	
<b>Non-current assets</b>	77,416	82,775	+5,358	
Property, plant and equipment	28,271	31,788	+3,516	Construction in progress +3,735
Intangible assets	24,269	23,803	▲466	
Goodwill	10,570	10,284	▲286	
Investments and other assets	24,875	27,184	+2,308	Investment securities +2,853
<b>Total assets</b>	254,167	254,482	+315	
<b>Current Liabilities</b>	27,569	25,507	▲2,062	Income taxes payable ▲2,320
Notes and accounts payable - trade	9,084	7,649	▲1,434	Decrease of advance orders for materials
<b>Non-current liabilities</b>	1,493	1,702	+209	Deferred tax liabilities +170
<b>Net assets</b>	225,104	227,273	+2,168	
Shareholders' equity	209,873	207,549	▲2,324	Share repurchase ▲1,861
Accumulated other comprehensive income	15,114	19,605	+4,490	Currency translation adjustment for yen devaluation +2,582
<b>Total liabilities and net assets</b>	254,167	254,482	+315	
<b>Equity ratio</b>	88.5%	89.3%	-	

# 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.

FASFORD  
TECHNOLOGY



DB Series



AIMEXR



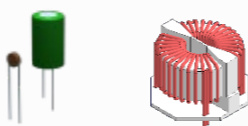
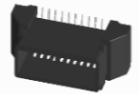
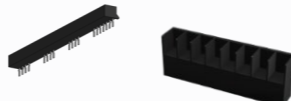
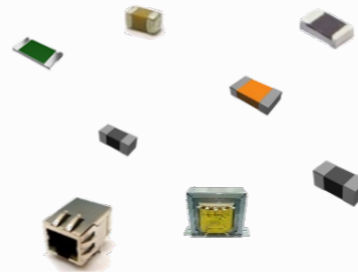
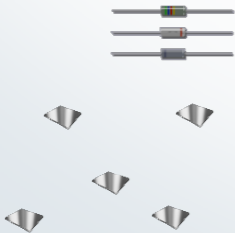
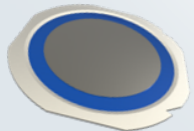
sFAB-SH



NXTR



NXT  
Fuji Scalable Placement Platform

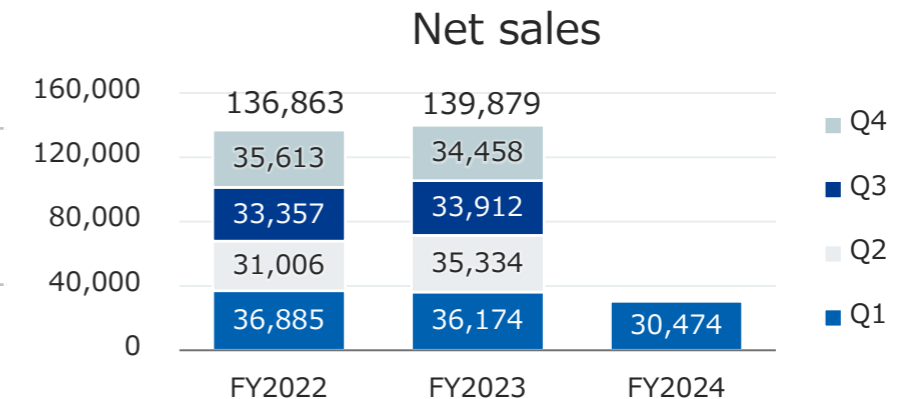
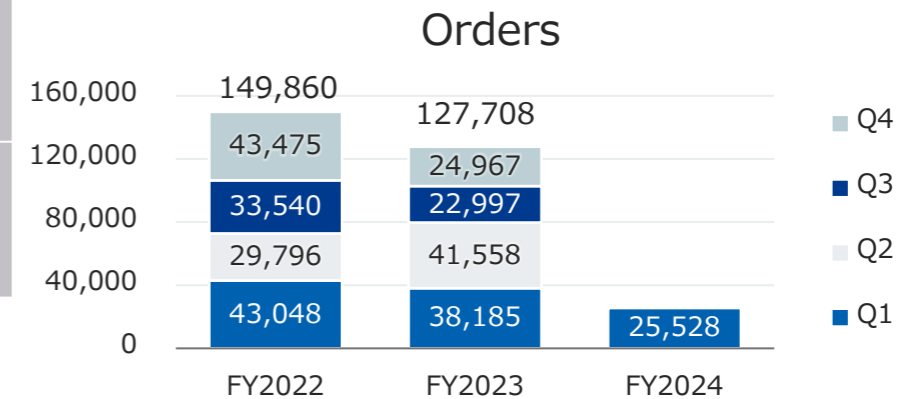


# Robotic Solutions Division Results

- The global slump in electronics demand led to weak capital spending, particularly in North America and the rest of Asia.

(Millions of yen)

	FY2023 Q1 results	FY2024 Q1 results	Compared to the same period last year	
			Amount	Ratio
Orders	38,185	25,528	▲12,656	▲33.1%
Net sales	36,174	30,474	▲5,700	▲15.8%
Operating profit	8,181	5,320	▲2,861	▲35.0%
Order backlogs	59,308	40,182	▲19,126	▲32.2%

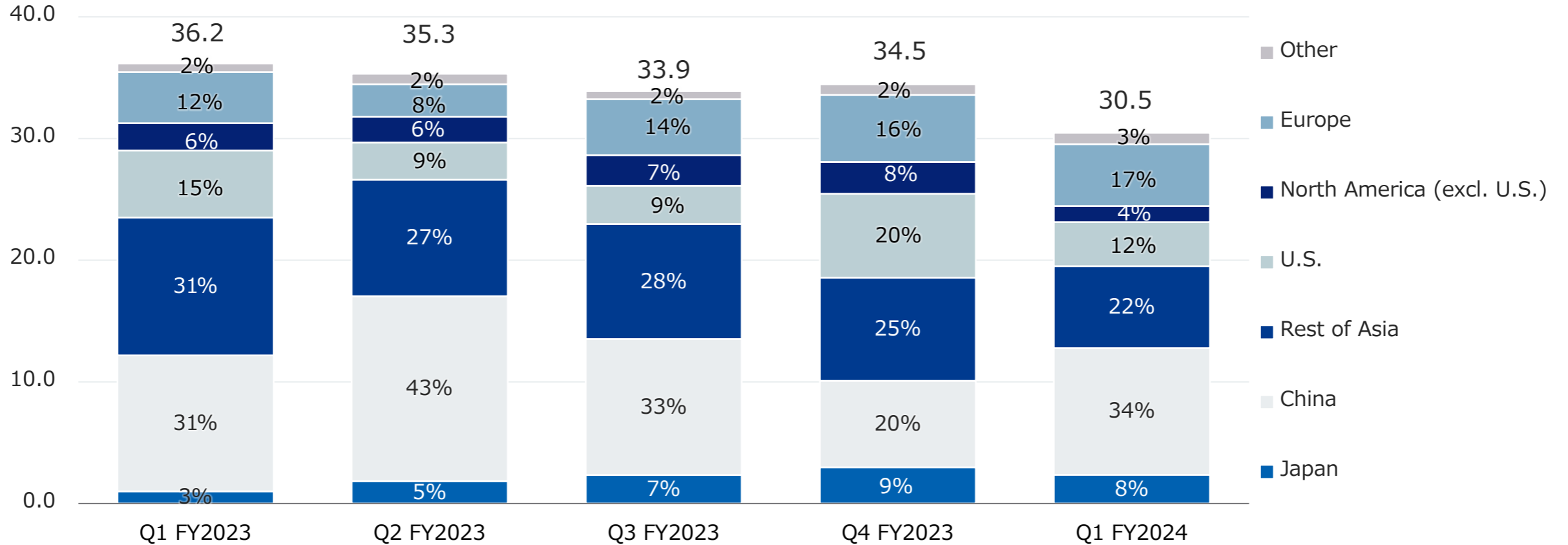




# Robotic Solutions Division Net Sales by Region

- China and Europe: Secured demand for a certain amount of volume
- North America: Slowdown in capital spending

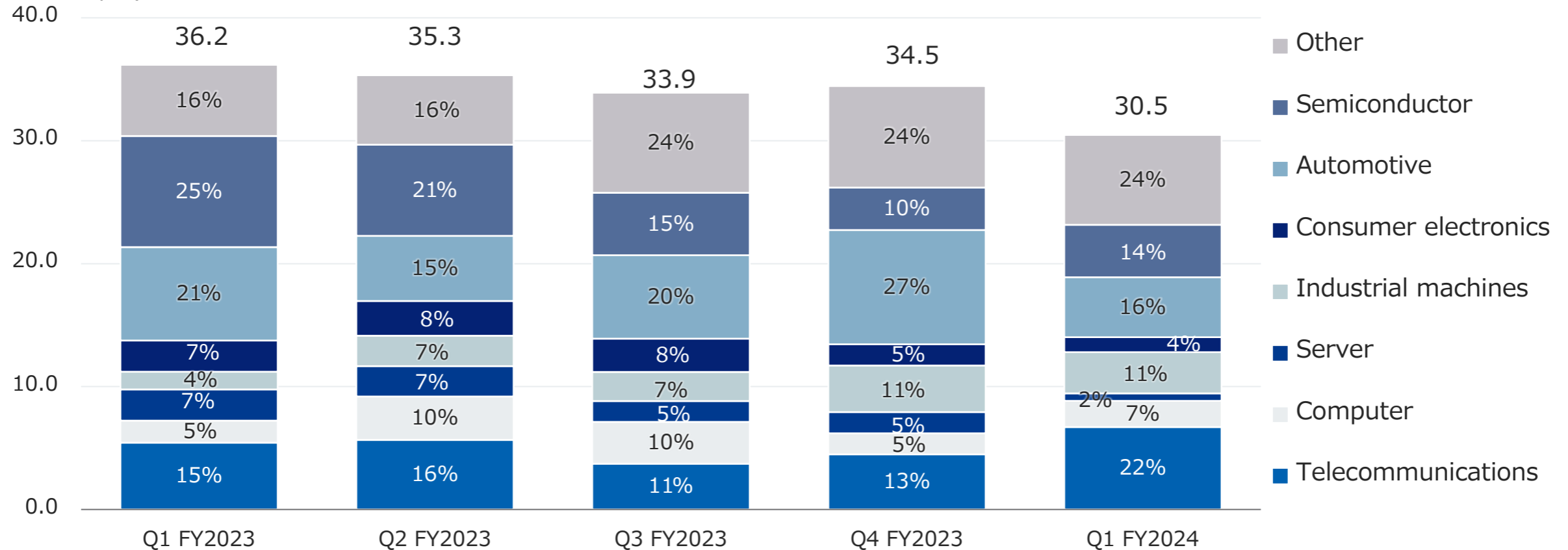
(Billions of yen)



# Robotic Solutions Division Net Sales by Sector

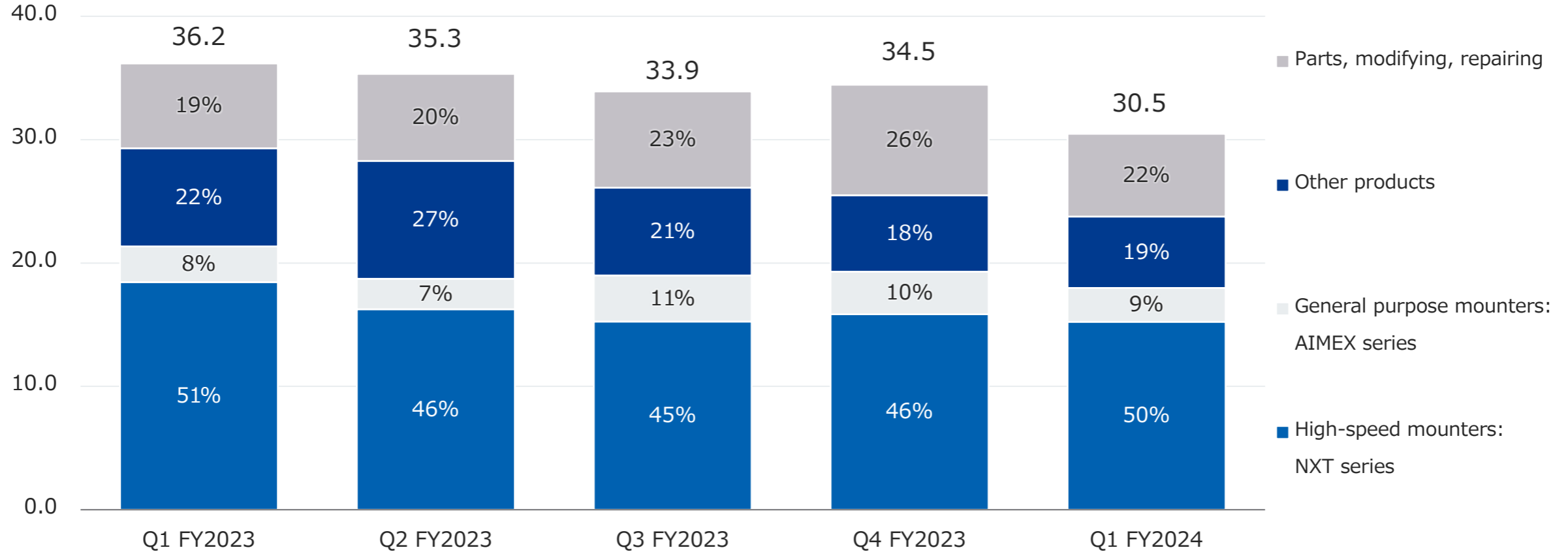
- Increased demand in China for telecommunication products (especially smartphones)
- Spending in the semiconductor industry continued to be weak

(Billions of yen)



# Robotic Solutions Division Net Sales by Machine Type

(Billions of yen)



# 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.



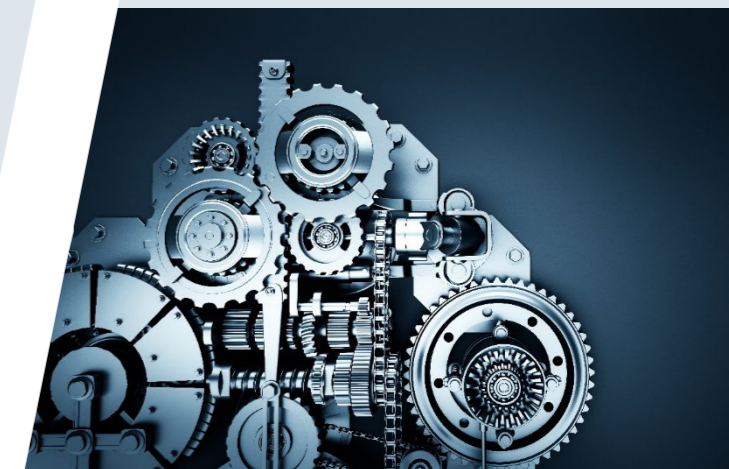
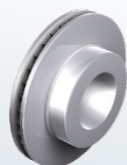
Ultimate Multi Task Machine  
**GYROFLEX**



Front Facing Twin Spindle Lathe  
**CS SERIES**



Opposing twin spindle lathe  
**ANW III SERIES**

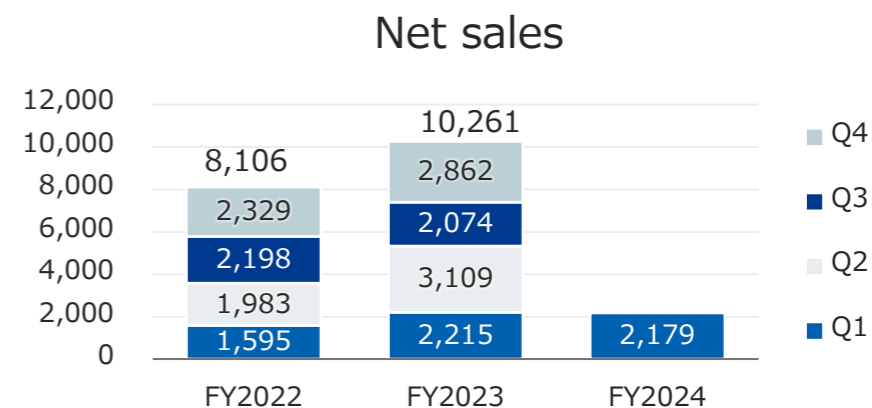
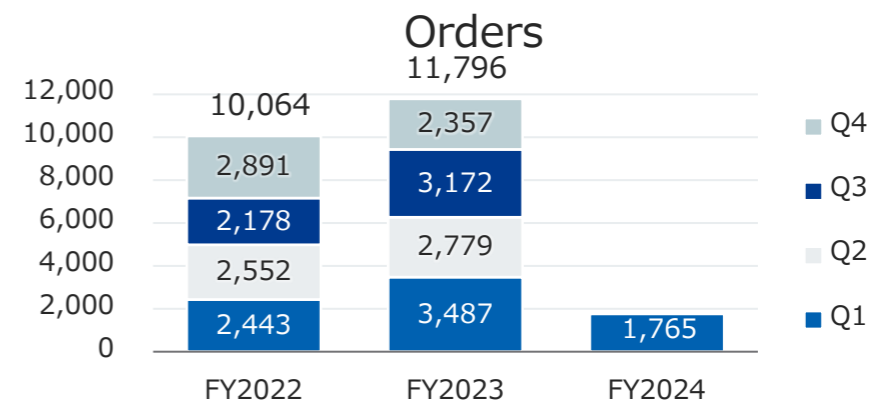


# Machine Tools Division Results

- Lower sales and profit, but EV-related capital investment is on the rise, especially in the U.S.

(Millions of yen)

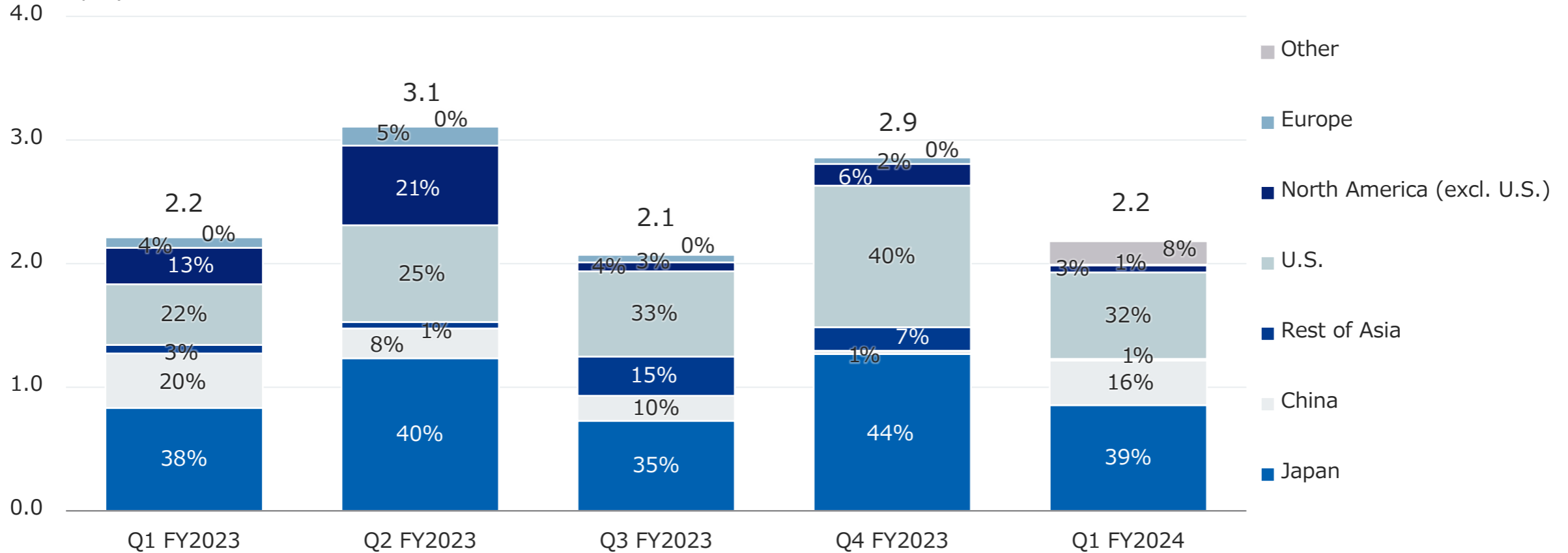
	FY2023 Q1 Results	FY2024 Q1 results	Compared to the same period last year	
			Amount	Ratio
Orders	3,487	1,765	▲1,722	▲49.4%
Net sales	2,215	2,179	▲36	▲1.6%
Operating profit	▲112	▲246	▲133	-
Order backlogs	6,917	6,765	▲151	▲2.2%



# Machine Tools Division Net Sales by Region

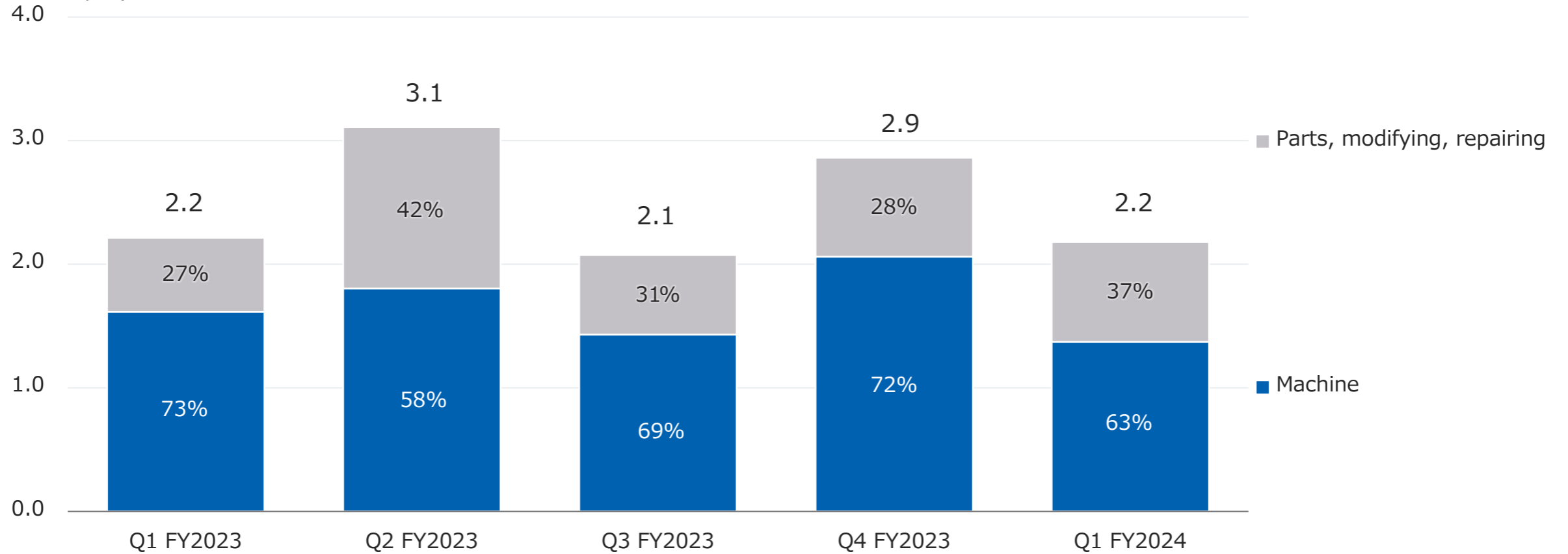
- Japan: Signs of recovery in automotive capital investment
- China: Remaining cautious on capital investment

(Billions of yen)



# Machine Tools Division Net Sales by Category

(Billions of yen)





## 2. Financial Forecast for FY2024



# Results Forecasts

- Sales are expected to decline due to the global slowdown in electronics demand.
- The decrease in profit is due to lower sales volume and higher material costs, among other things.

(Millions of yen)

	FY2023 results	Forecast for FY2024				
		Forecast released May 11, 2023	Current forecast	Compared to the same period last year		Compared to previously released forecast
				Amount	Ratio	Amount
Orders	142,429	140,000	123,500	▲18,929	▲13.3%	▲16,500
Net sales	153,326	142,000	132,000	▲21,326	▲13.9%	▲10,000
Operating profit	27,108	20,500	15,200	▲11,908	▲43.9%	▲5,300
Operating profit ratio	17.7%	14.4%	11.5%	-	-	-
Ordinary profit	29,016	20,700	15,600	▲13,416	▲46.2%	▲5,100
Profit attributable to owners of parent	20,454	14,000	10,800	▲9,654	▲47.2%	▲3,200

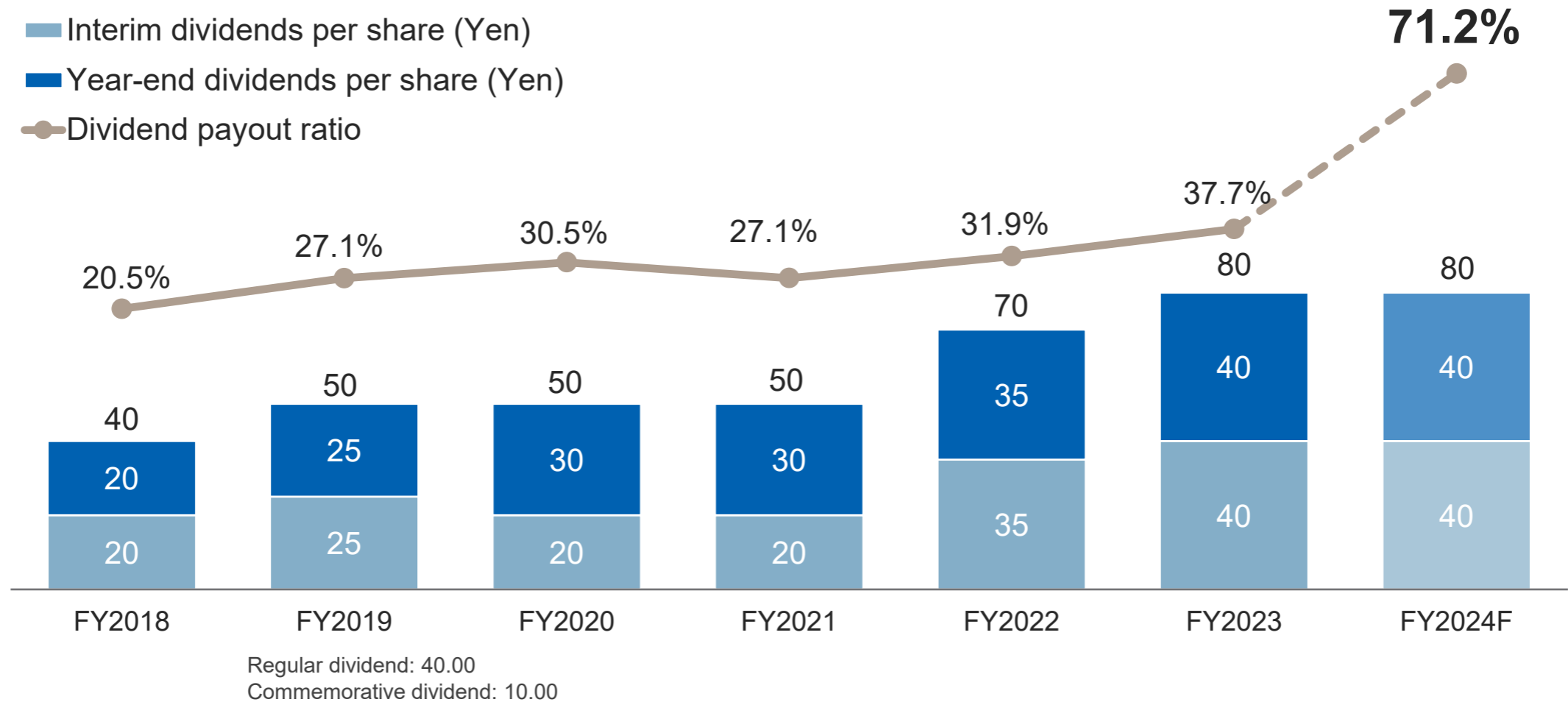
# Forecast of Orders and Net Sales by Segment

(Millions of yen)

		FY2023 results	Forecast for FY2024				
			Forecast released May 11, 2023	Current forecast	Compared to the same period last year		Compared to previously released forecast
					Amount	Ratio	Amount
Robotic Solutions	Orders	127,708	125,000	108,000	▲19,708	▲15.4%	▲17,000
	Net sales	139,879	127,000	117,000	▲22,879	▲16.4%	▲10,000
	Order backlogs	45,127	43,127	36,127	▲9,000	▲19.9%	▲7,000
Machine Tools	Orders	11,796	12,500	13,000	+1,203	+10.2%	+500
	Net sales	10,261	12,500	12,500	+2,238	+21.8%	±0
	Order backlogs	7,179	7,179	7,679	+500	+7.0%	+500
Others	Orders	2,923	2,500	2,500	▲423	▲14.5%	±0
	Net sales	3,185	2,500	2,500	▲685	▲21.5%	±0
	Order backlogs	387	387	387	±0	-	±0
Total	Orders	142,429	140,000	123,500	▲18,929	▲13.3%	▲16,500
	Net sales	153,326	142,000	132,000	▲21,326	▲13.9%	▲10,000
	Order backlogs	52,695	50,695	44,195	▲8,500	▲16.1%	▲6,500

# Dividends

■ There is no change for the dividends





### 3. Towards Being Carbon Neutral

# Long-term Targets to Achieve Carbon Neutrality

- A carbon neutral strategy roadmap has been developed with the goal of achieving carbon neutrality by 2050.

We will continue to address climate change through the supply chain by working together with group companies and business partners.

	2030 targets	2050 targets	Main measures
<b>Scope 1 and 2</b> CO <sub>2</sub> emissions from Fuji Group's business activities	CO <sub>2</sub> emission reduction targets <b>46% reduction</b> (compared to fiscal 2014) (Fuji non-consolidated)	<b>Challenge to become carbon neutral</b> (consolidated)	<ul style="list-style-type: none"> <li>- Installing solar power systems</li> <li>- Gradually expanding purchase of CO<sub>2</sub>-free electricity</li> <li>- Visualizing energy consumption</li> </ul>
<b>Scope 3</b> Social initiatives across the entire supply chain	Net sales per unit CO <sub>2</sub> emission reduction targets <b>30% reduction</b> (compared to fiscal 2022)		

For the roadmap of Fuji's carbon-neutral strategy, see [the environment information section on our website](#).

# Fuji Group's company-specific measures to reduce CO<sub>2</sub> emissions

- Installing solar power systems
- Visualization of daily electricity usage

- Use of CO<sub>2</sub>-free electricity

グリーンエネルギー社会構築に向けた  
創エネ (太陽光発電) & 蓄エネ (蓄電池) &  
省エネ (見える化) による循環型スマートファクトリーの実現

①つくる "創エネ"  
自然の恵みを最大活用 (太陽光) !!

②ためる "蓄エネ"  
エネルギー利用の幅を広げる蓄電池システム!!

③みえる "省エネ"  
使用電力の管理・データ化 (見える化) !!

3要素を循環スマートファクトリー

Parts processing factory at Toyota Plant

CO<sub>2</sub>フリー電気  
購入実績証明書

企業名 株式会社FUJII  
 需要場所 本社  
 所在地 愛知県知立市山町茶碓山19番地  
 購入期間 2022年4月~2023年3月  
 購入電力量 1,546,176 kWh

中部電力ミライズ

FUJI CORPORATION

FASFORD TECHNOLOGY

山梨県産 CO<sub>2</sub>フリー電気  
を使用しています

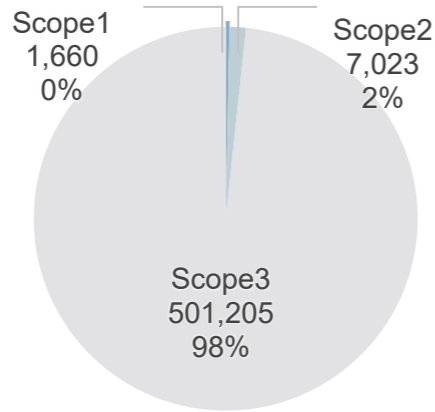
やまなしパワー-NEXT 「ふるさと水カプラン」

TEPCO  
東京電力エナジーパートナー

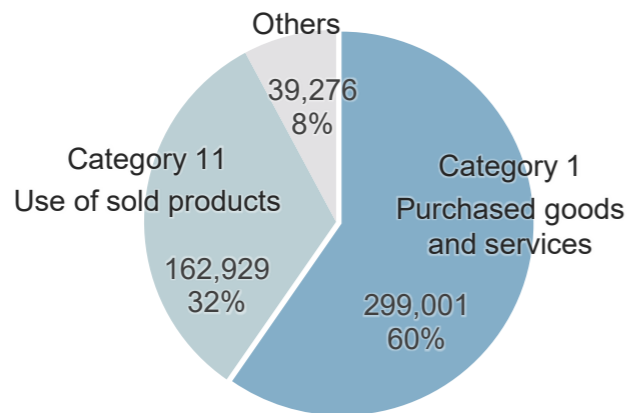
Fasford Technology Co., Ltd.

# Initiatives to Reduce CO<sub>2</sub> Emissions Across the Entire Supply Chain

## CO<sub>2</sub> emissions (t-CO<sub>2</sub>) by Scope (FY2023)

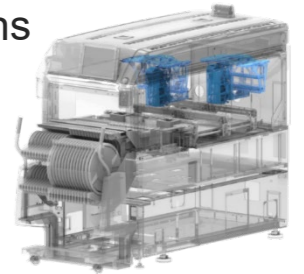


## CO<sub>2</sub> emissions (t-CO<sub>2</sub>) by scope 3 category (FY2023)



## Reducing category 1 emissions

- Change supplier CO<sub>2</sub> emissions methodology from simple estimation to results-based calculations
- Reduce the weight of product components

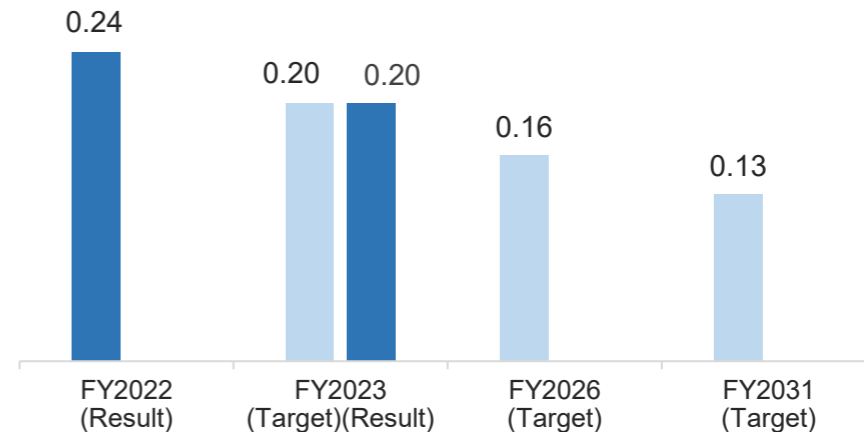


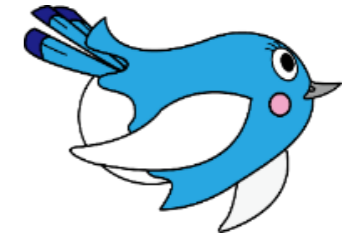
## Reducing category 11 emissions

- Develop energy efficient products



## Power consumption (kWh) per 10,000 part placements for SMT pick and place machine "NXTR"





### 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.



