



First Quarter for Fiscal Year Ending March 2025 FUJI CORPORATION Financial Results Explanatory Materials

August 2024 | Premier Market of the Nagoya Stock Exchange, Prime Market of the Tokyo Stock Exchange, Securities Code: 6134

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01 | Financial Summary



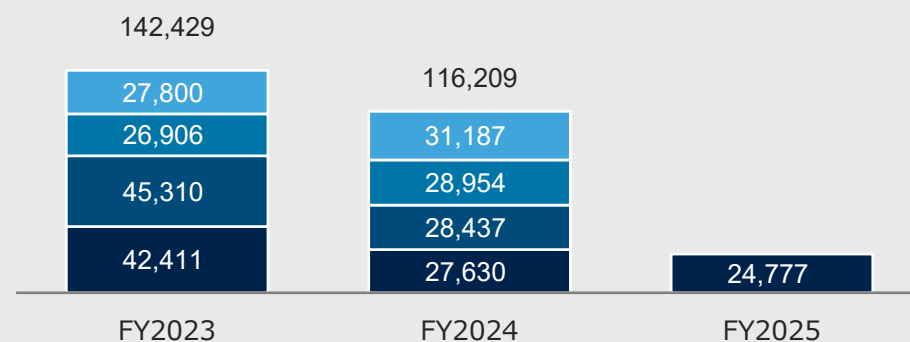
Q1FY2025 Results

- Business confidence is still flat and demand has not fully recovered, resulting in lower sales and profits

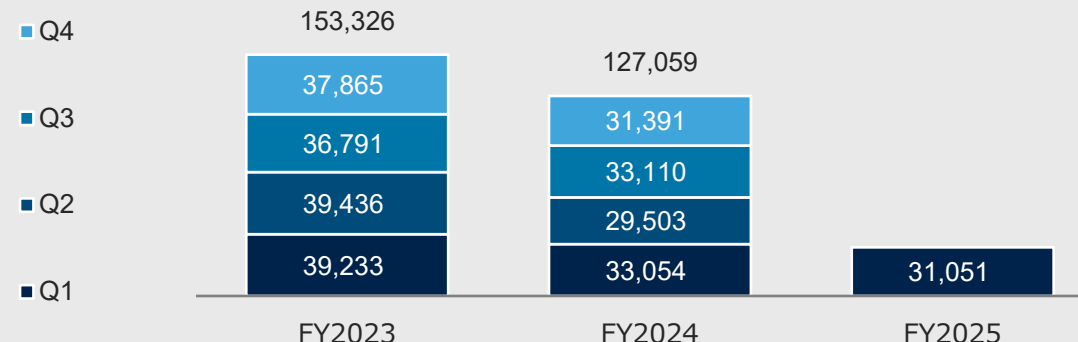
(Millions of yen)

	Q1FY2024 results	Q1FY2025 results	Compared to the same period last year	
			Amount	Ratio
Orders	27,630	24,777	-2,852	-10.3%
Net sales	33,054	31,051	-2,002	-6.1%
Operating profit	4,105	3,218	-887	-21.6%
Ordinary profit	5,023	3,943	-1,080	-21.5%
Profit attributable to owners of parent	3,396	2,639	-756	-22.3%

Orders



Net sales



Operating Income Increase/Decrease Analysis

- Profit decreased 887 million yen, mainly due to lower sales volume



Balance Sheet Summary

- Total assets increased by 6,114 million yen due to cash and construction in progress
- Total liabilities increased by 5,994 million yen due to notes payable - facilities and accrued expenses

(Millions of yen)

		As of March 31, 2024	As of June 30, 2024	Comparison	Increase/decrease factors
	Current assets	161,436	165,063	+3,627	Cash and deposits +7,174 Consumption taxes refund receivable -3,558
	Non-current assets	89,501	91,988	+2,486	Construction in progress +3,032 Investment securities -602
Total assets		250,937	257,051	+6,114	
	Current Liabilities	18,406	25,198	+6,791	Notes payable – facilities +2,977 Accrued expenses +1,000 Advances received +1,848
	Non-current liabilities	4,252	3,455	-796	Deferred tax liabilities -785
Total liabilities		22,659	28,653	+5,994	
Net assets		228,278	228,398	+119	
Total liabilities and net assets		250,937	257,051	+6,114	

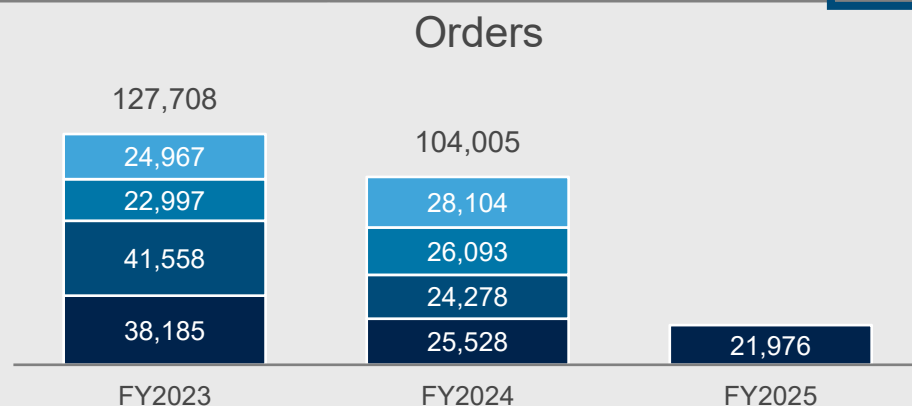


Robotic Solutions Division Results

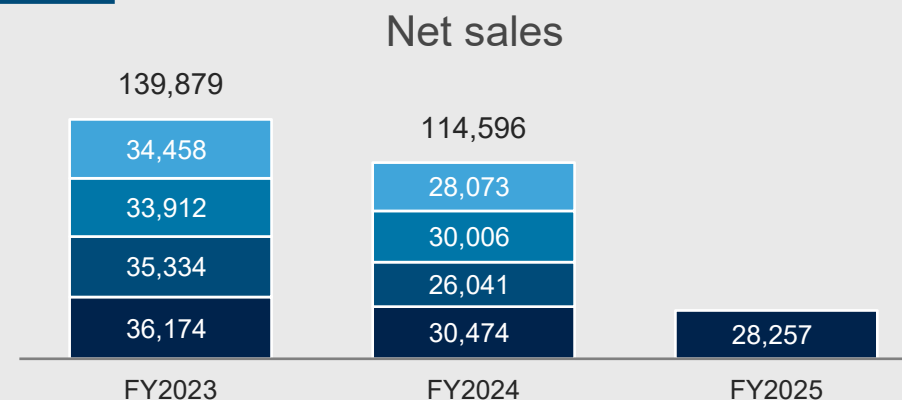
- Sales and profits declined as global electronics demand remained weak

(Millions of yen)

	Q1FY2024 results	Q1FY2025 results	Compared to the same period last year	
			Amount	Ratio
Orders	25,528	21,976	-3,552	-13.9%
Net sales	30,474	28,257	-2,216	-7.3%
Operating profit	5,320	3,986	-1,334	-25.1%
Order backlogs	40,182	28,255	-11,926	-29.7%



■ Q4
■ Q3
■ Q2
■ Q1

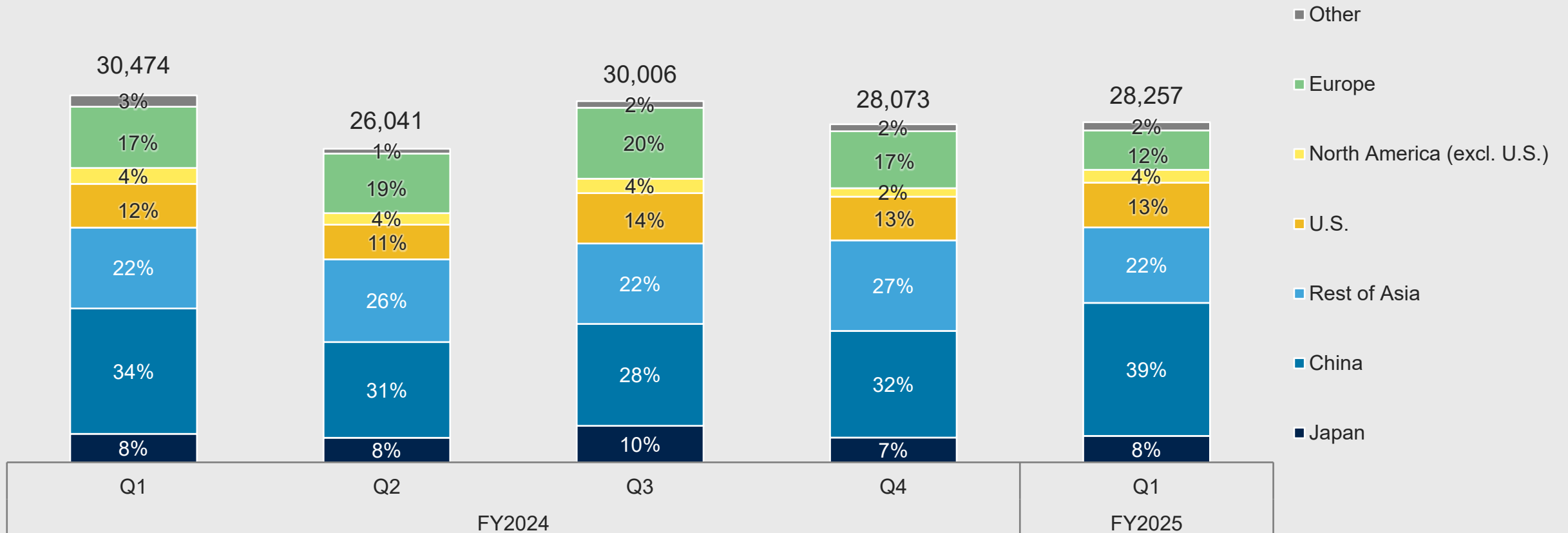




Robotic Solutions Division Net Sales by Region

- China: Maintained demand in telecommunications and automotive related markets
- Europe: Lull in capital investment

(Millions of yen)

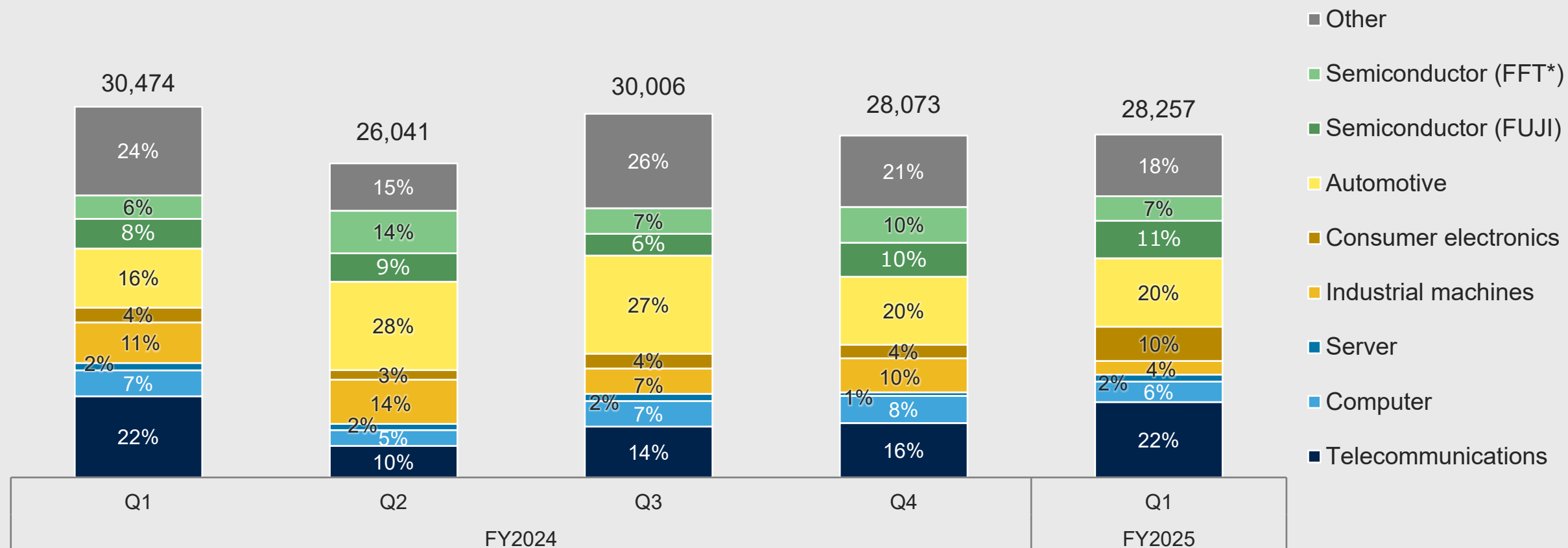




Robotic Solutions Division Net Sales by Sector

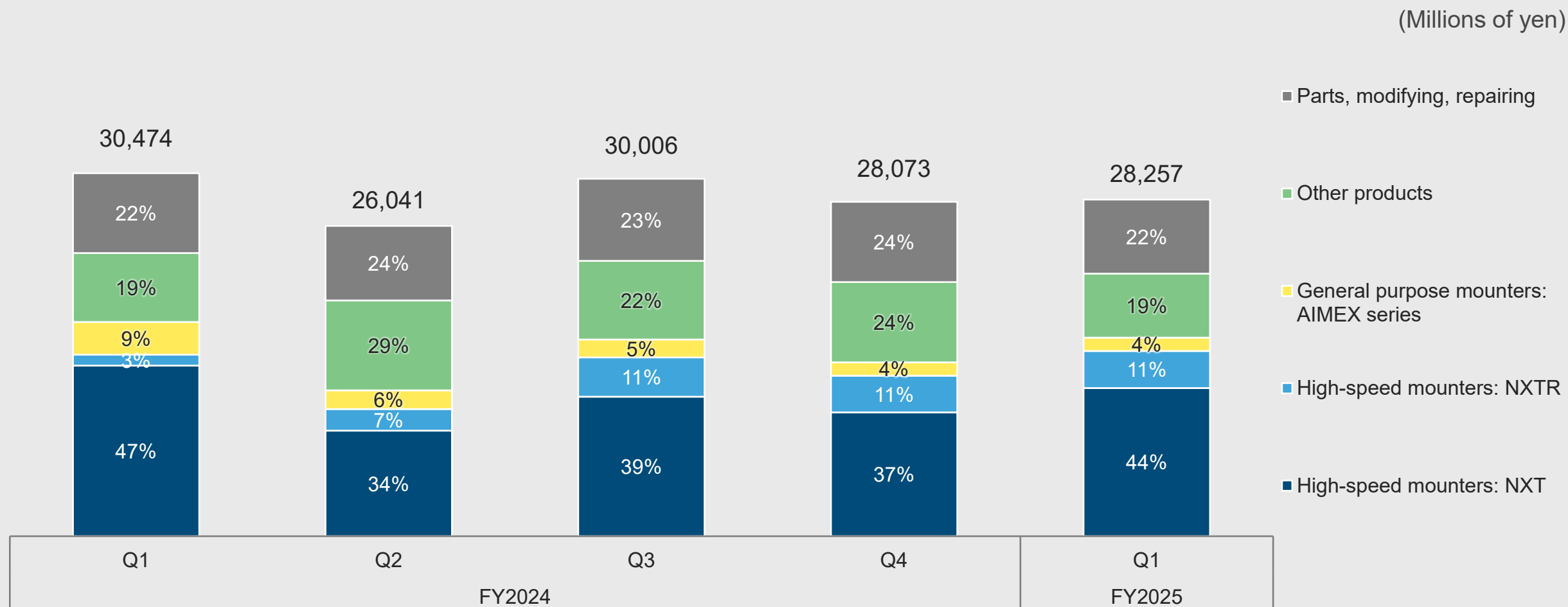
- Telecommunications: Demand for Chinese smartphones led to growth in capital investment
- Industrial machines: Slowdown in capital investment, especially in Europe

(Millions of yen)



*FFT: Fasford Technology

Robotic Solutions Division Net Sales by Machine Type



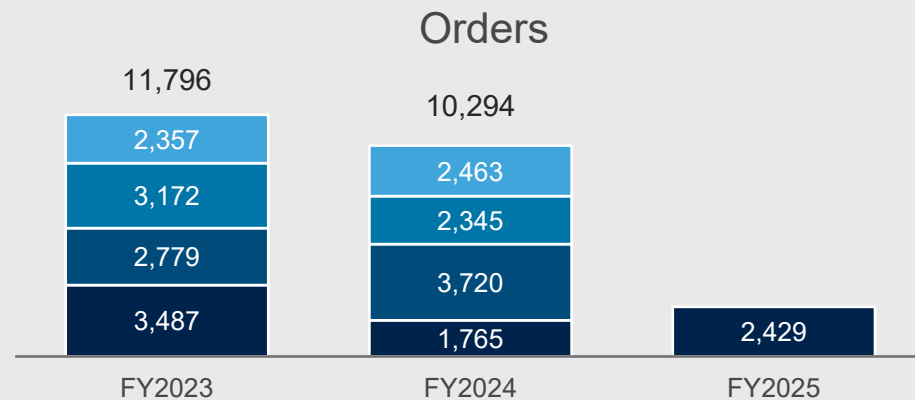


Machine Tools Division Results

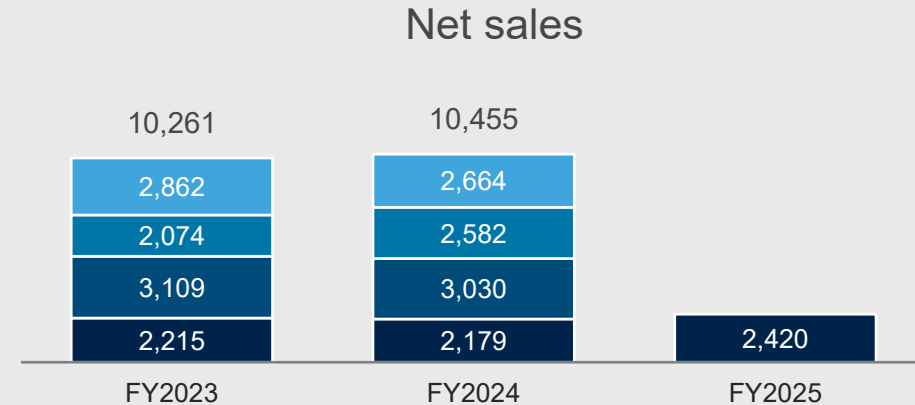
- Sales and profit increased due to temporary capital investment in the automobile market in North America

(Millions of yen)

	Q1FY2024 results	Q1FY2025 results	Compared to the same period last year	
			Amount	Ratio
Orders	1,765	2,429	+664	+37.6%
Net sales	2,179	2,420	+240	+11.0%
Operating profit	-246	34	+280	-
Order backlogs	6,765	7,028	+262	+3.9%



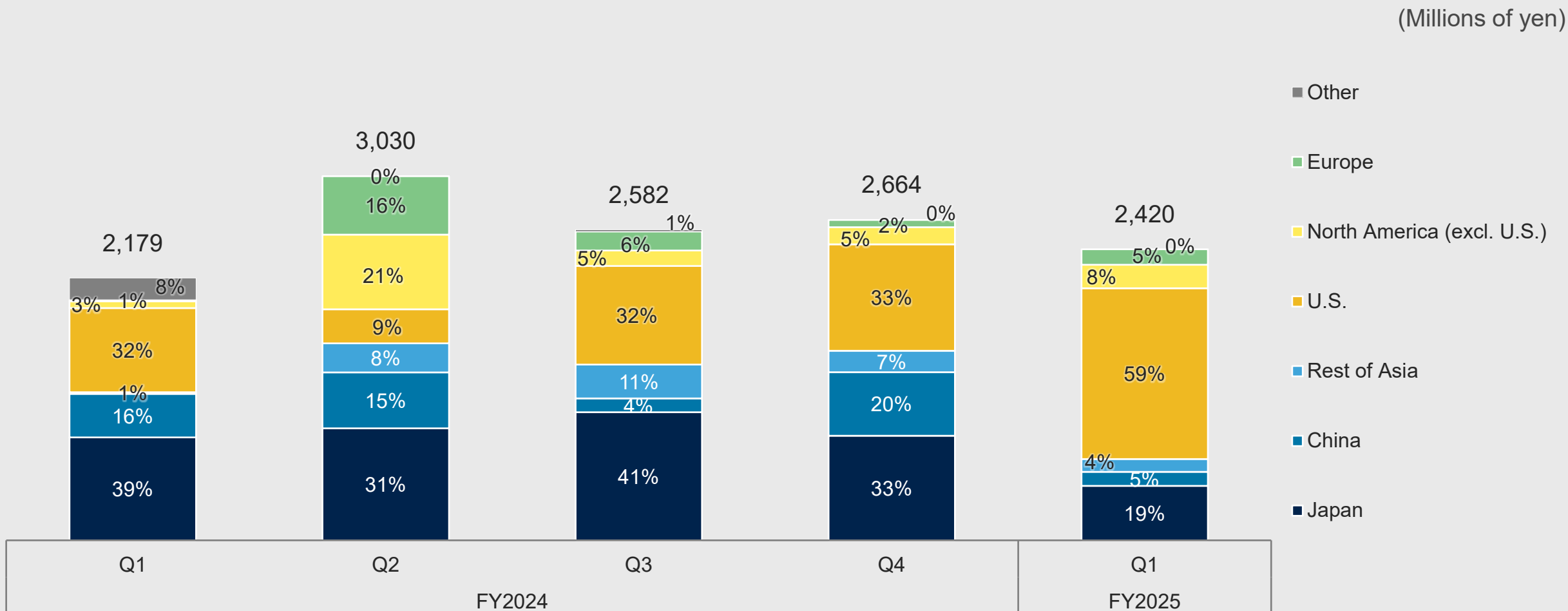
■ Q4
■ Q3
■ Q2
■ Q1





Machine Tools Division Net Sales by Region

- Significant growth in demand in the U.S. automobile market, particularly for undercarriage components



02 | Financial Forecast for FY2025



Results Forecasts




■ Profits increased due to the easing of the impact of the high cost of parts and materials for some models

(Millions of yen)

	FY2024 results	Forecast released May 10, 2024	Current forecast	Forecast for FY2025		
				Compared to the same period last year		Compared to previously released forecast
				Amount	Ratio	Amount
Orders	116,209	135,000	125,000	+8,790	+7.6%	-10,000
Net sales	127,059	133,000	133,000	+5,940	+4.7%	±0
Operating profit	13,421	13,500	14,800	+1,378	+10.3%	+1,300
Operating profit ratio	10.6%	10.2%	11.1%	—	—	—
Ordinary profit	15,010	14,200	16,100	+1,089	+7.3%	+1,900
Profit attributable to owners of parent	10,438	11,000	12,400	+1,961	+18.8%	+1,400
Capital expenditures	14,291	17,800	17,800	+3,508	+24.5%	±0
Depreciation	8,433	8,900	8,700	+266	+3.2%	-200
R&D expenses	8,228	8,500	8,500	+271	+3.3%	±0

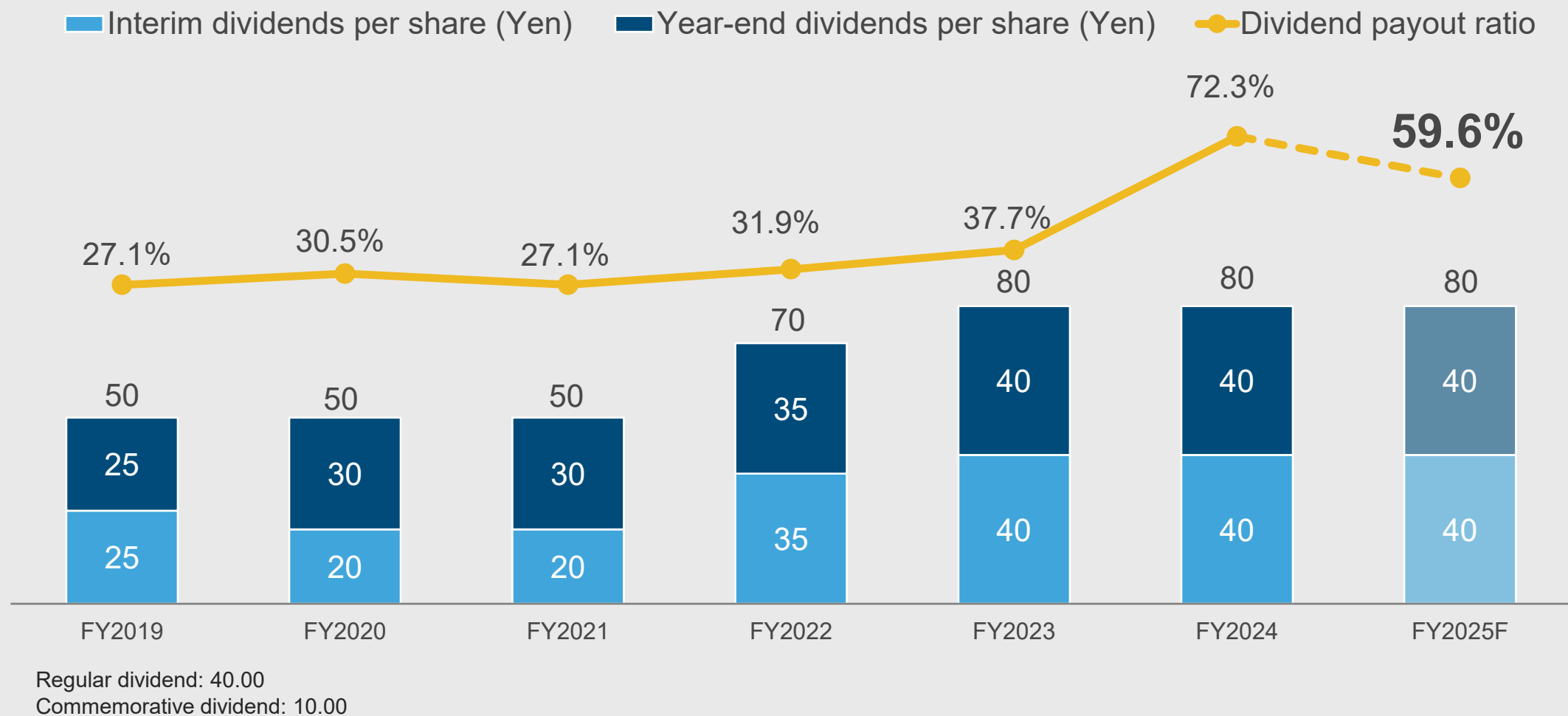
Forecast of Orders and Net Sales by Segment

(Millions of yen)

		FY2024 results	Forecast for FY2025				
			Forecast released May 10, 2024	Current forecast	Compared to the same period last year		Compared to previously released forecast
					Amount	Ratio	Amount
 Robotic Solutions	Orders	104,005	122,500	112,500	+8,494	+8.2%	-10,000
	Net sales	114,596	120,500	120,500	+5,903	+5.2%	±0
	Order backlogs	34,536	36,536	26,536	-8,000	-23.2%	-10,000
 Machine Tools	Orders	10,294	10,500	10,500	+205	+2.0%	±0
	Net sales	10,455	10,500	10,500	+44	+0.4%	±0
	Order backlogs	7,018	7,018	7,018	±0	-	±0
 Others	Orders	1,909	2,000	2,000	+90	+4.7%	±0
	Net sales	2,007	2,000	2,000	-7	-0.4%	±0
	Order backlogs	290	290	290	±0	-	±0
Total	Orders	116,209	135,000	125,000	+8,790	+7.6%	-10,000
	Net sales	127,059	133,000	133,000	+5,940	+4.7%	±0
	Order backlogs	41,845	43,845	33,845	-8,000	-19.1%	-10,000

Dividends

- No change in dividends based on our policy;
Dividend payout ratio of 50% or more and minimum annual dividend of 80 yen



03 | Topics



Share Repurchase Program

■ The Company’s Board of Directors resolved on August 2, 2024 to repurchase its stock.

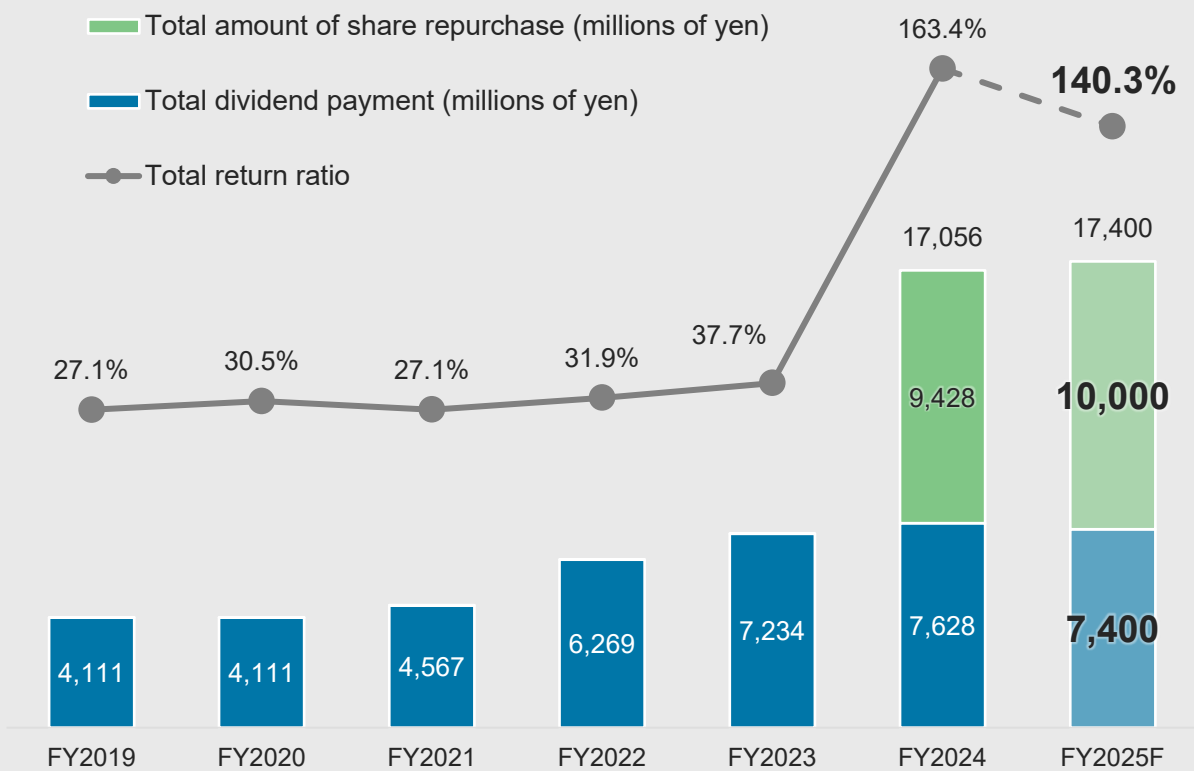
- 1. Total number of shares to be repurchased: 6,000,000 shares (maximum)
- 2. Total amount of repurchase price: JPY 10,000,000,000 (maximum)
- 3. Repurchase period: From August 5, 2024 to August 4, 2025
- 4. Repurchase method: Purchase through auction market on Tokyo Stock Exchange

Reference: Treasury stock as of Jun 30, 2024

Total number of shares issued (excluding treasury stock): 92,390,694 shares

Number of treasury stock: 5,433,054 shares

Trends in shareholder return indicators

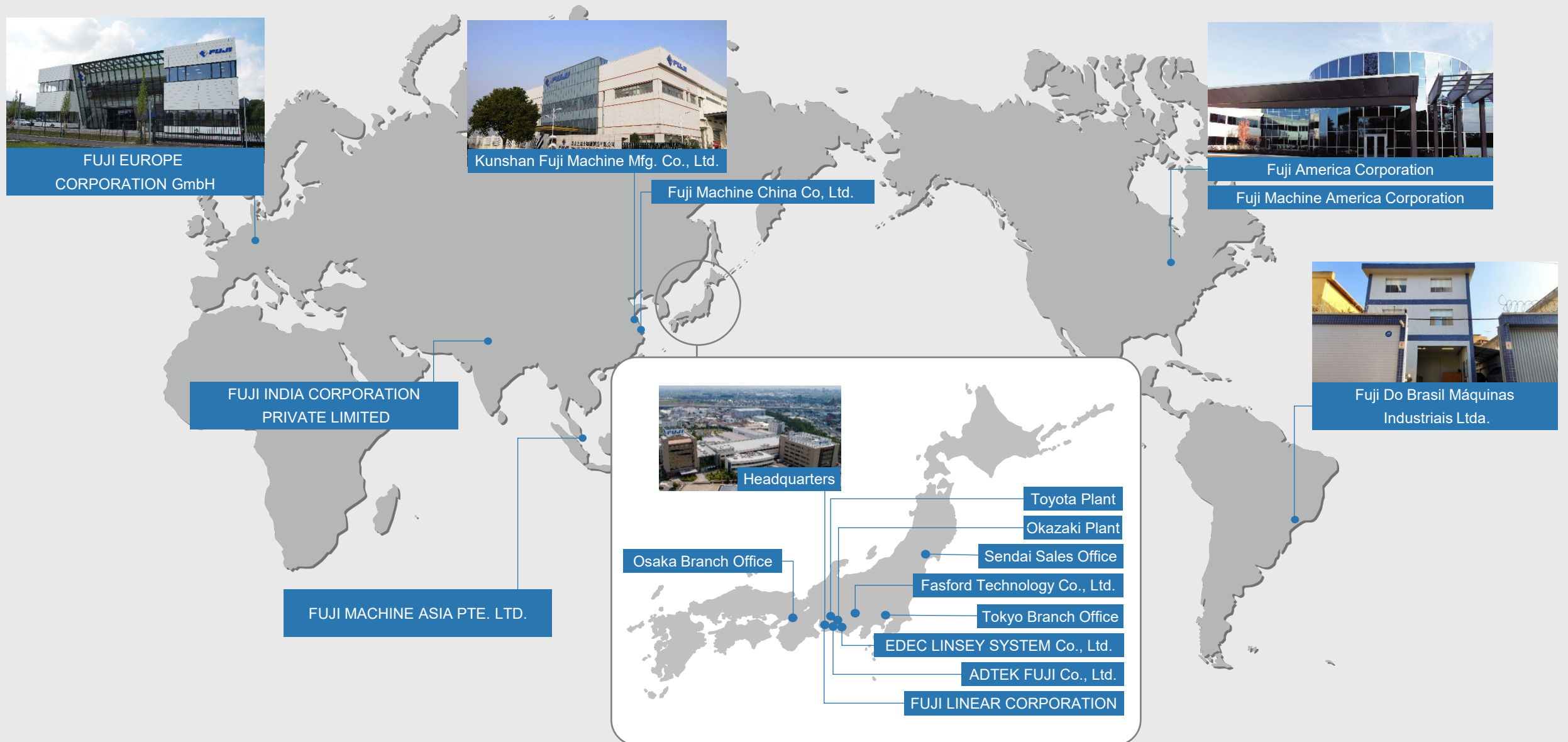


04 | Appendix

Company Profile

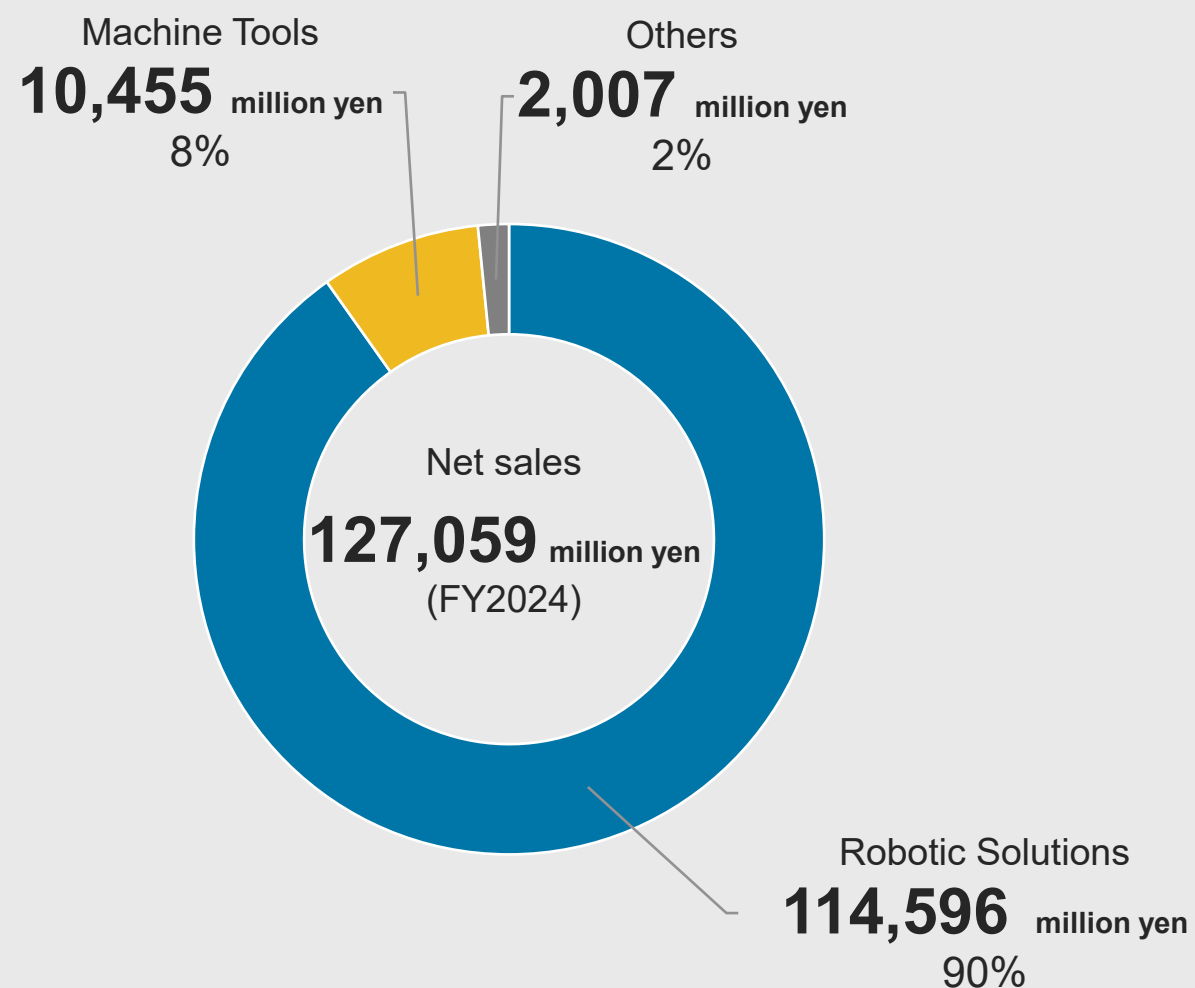
Company name	FUJI CORPORATION (Former company name: Fuji Machine Manufacturing Co., Ltd.)
Established	April 1959
Headquarters	19 Chausuyama, Yamamachi, Chiryu, Aichi 472-8686 Japan
Representative	Joji Isozumi, President and CEO
Capital	5,878 million yen (as of March 2024)
Sales	Consolidated 127,059 million yen (FY2024)
Employees	Consolidated 2,911 (as of March 2024)
Major products	Electronic assembly equipment (SMT pick and place machines), machine tools, semiconductor manufacturing machines
Listed stock markets	Premier Market of the Nagoya Stock Exchange Prime Market of the Tokyo Stock Exchange (Securities Code: 6134)

Worldwide Operations



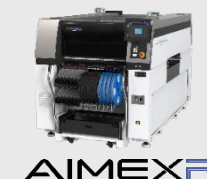
Business Overview

Robotic solutions accounts for 90% of sales



Robotic Solutions Division

SMT pick and place machines
(Mounters)



Semiconductor manufacturing machines
(Die bonders)



Lifestyle support



Mobility support robot
Huq



Public stocker system
QuiSt

Machine Tools Division

Machine tools
(Lathe)



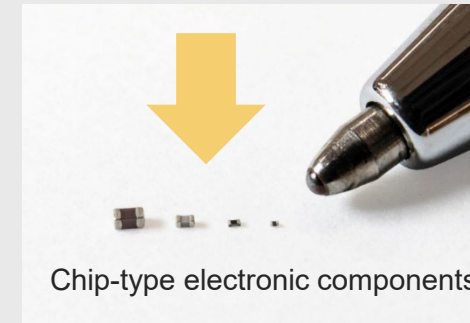
Front-facing twin spindle lathe
CS SERIES



Opposing twin spindle lathe
ANW SERIES

What are SMT pick and place machines (mounters)?

- **SMT** stands for Surface Mount Technology
 - ... This is the technology of accurately arranging electronic components on printed circuit boards.
- **Mounters** are machines that place electronic components (on the surface of printed circuit boards).
- They can accurately place electronic components down to 0.25 x 0.125 mm at high speeds.
- Fuji mounters can place up to 16 micro-sized electronic components in one second.

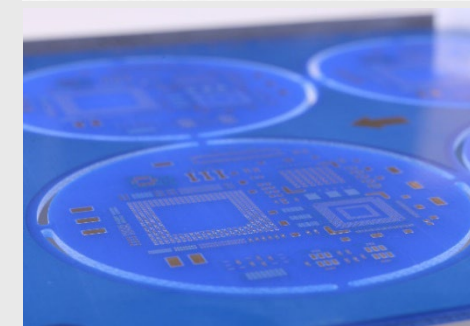
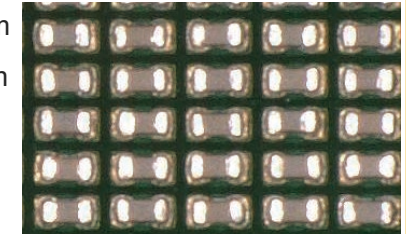


Placement accuracy: Typically $\pm 15\mu\text{m}$

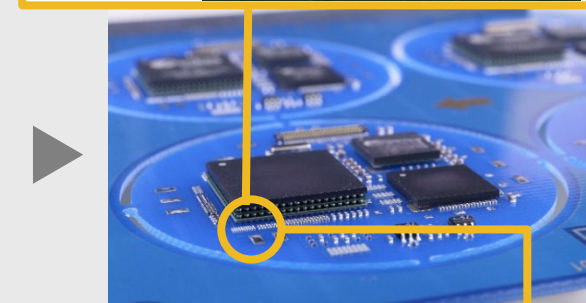
Gaps between components:

X = 0.13 mm

Y = 0.08 mm



Printed circuit boards
(before placement)



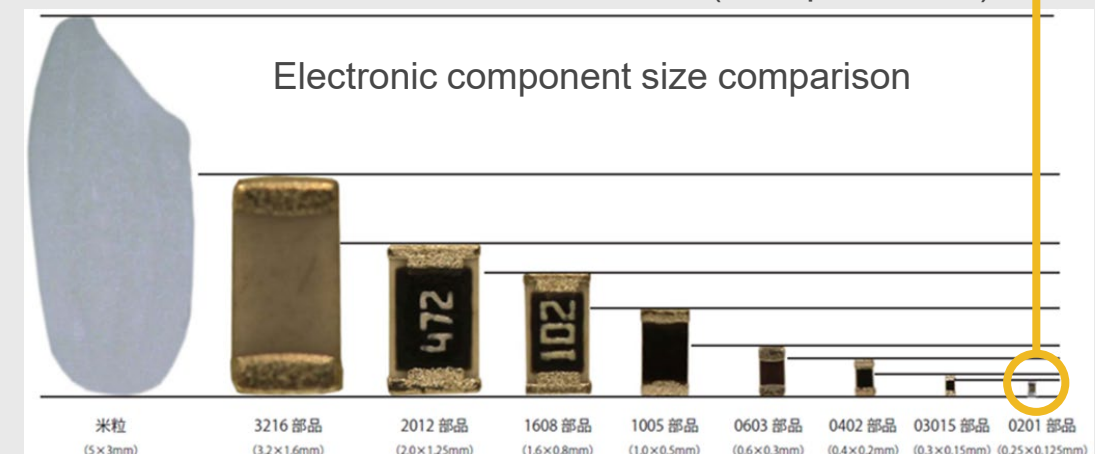
Printed circuit boards
(after placement)

Mounter NXT III

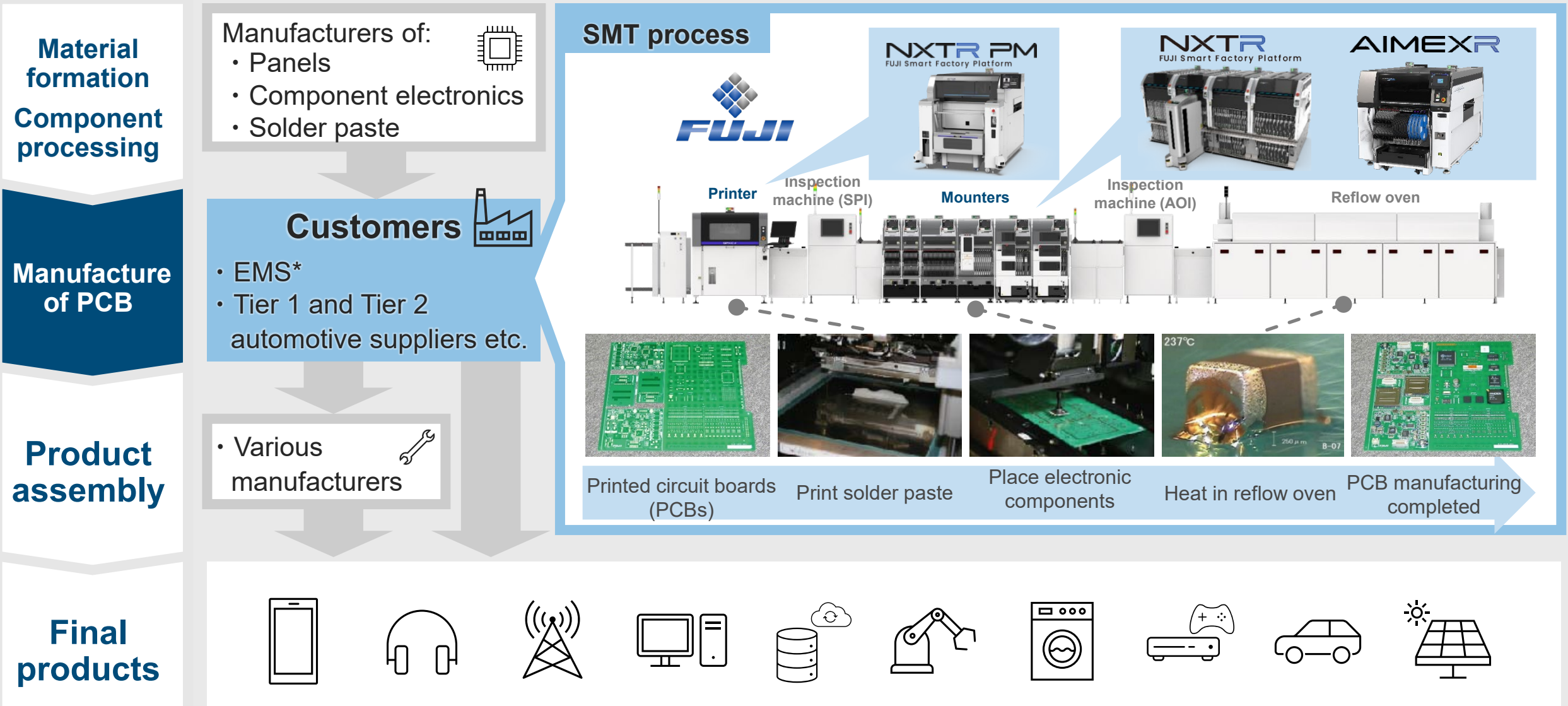


NXT III
Fuji Scalable Placement Platform

120,000
NXT series modules
shipped to date



Fuji's Involvement in Electronics Manufacturing

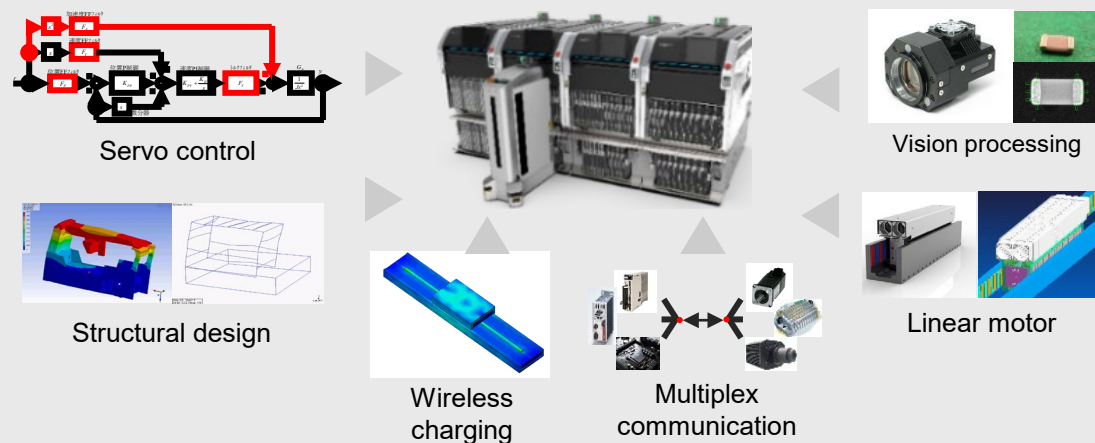


*EMS: An abbreviation for Electronics Manufacturing Service, referring to companies or services that contract to manufacture products for other companies.

Fuji's Strengths

■ Technical strengths

- Complete in-house manufacturing and development of core technologies such as motors, servos, and vision processing



■ Unrivalled product development, proven by our modular concept

- Patent registrations in Japan and Internationally: 7,000+ (FY2024)
- Awards

2014 The 6th Robot Awards organized by Japan's Ministry of Economy, Trade and Industry (METI)

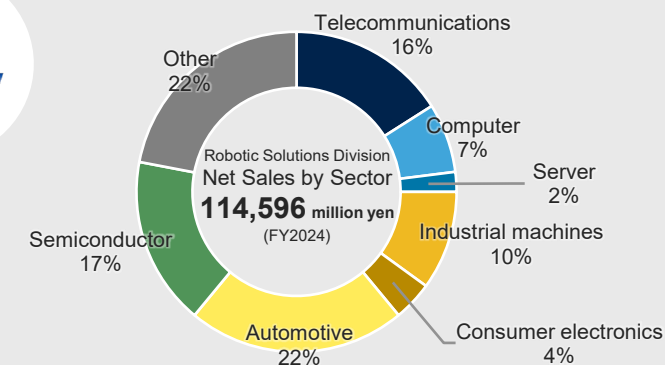
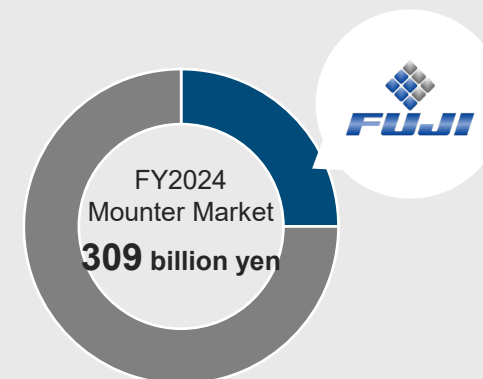
2016 The 2016 National Invention Award, presented by the Japanese Minister of education, Culture, Sports, Science and Technology

2018 An Ichimura Prize in Industry for Excellent Achievement



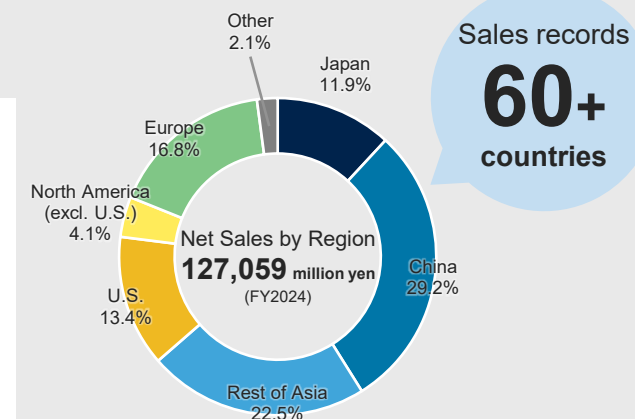
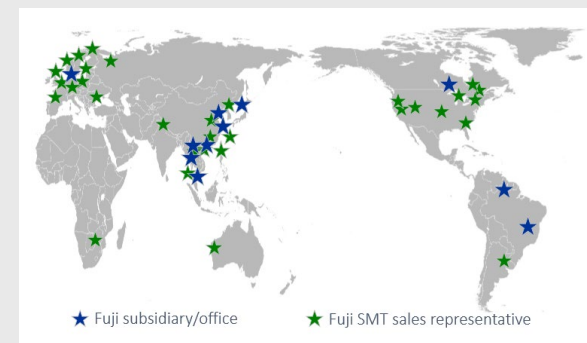
■ World's top class market share

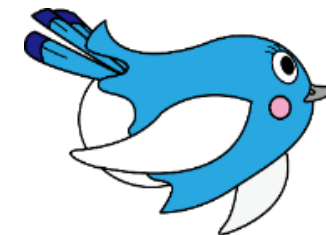
- Customers across various industries and sectors



■ Worldwide sales and service network

- Supporting production by staying close with customers in each region





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.

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