



Third Quarter for Fiscal Year Ending March 2025

FUJI CORPORATION Financial Results Explanatory Materials

February 2025 | Premier Market of the Nagoya Stock Exchange, Prime Market of the Tokyo Stock Exchange, Securities Code: 6134

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01 | Financial Summary

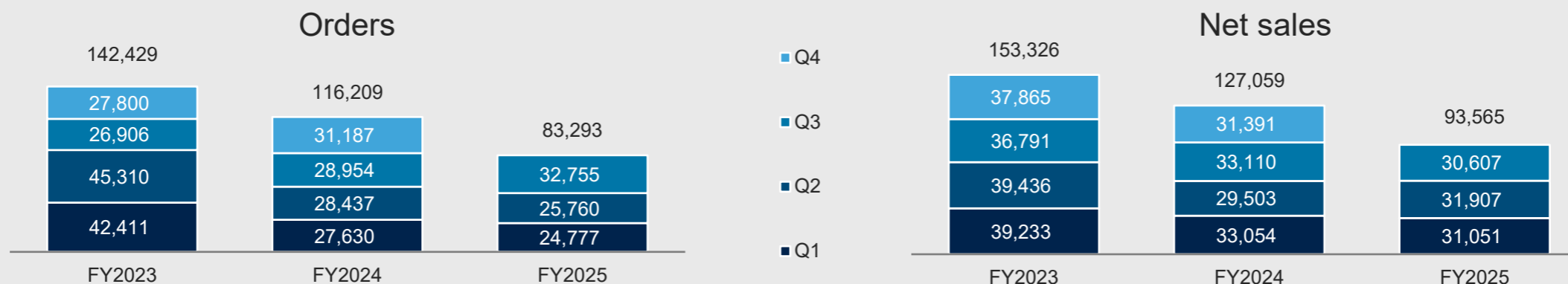


Q3FY2025 Results

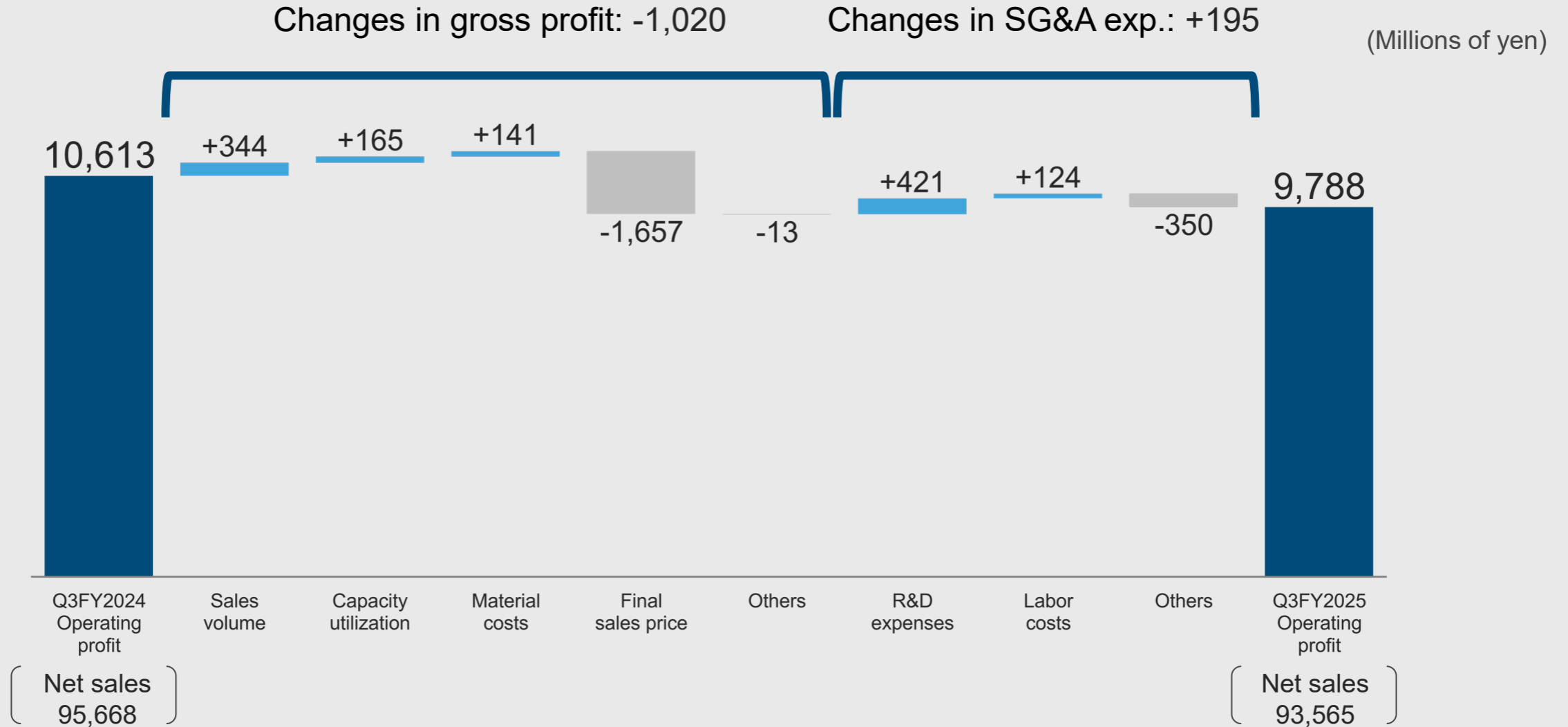
- Sales in the main business division, Robotic Solutions, were slightly weaker due to softer demand in Europe
- Orders are recovering mainly in China and other regions in Asia

(Millions of yen)

	Q3FY2024 results	Q3FY2025 results	YoY change	
			Amount	Percentage
Orders	85,021	83,293	-1,728	-2.0%
Net sales	95,668	93,565	-2,102	-2.2%
Operating profit	10,613	9,788	-825	-7.8%
Ordinary profit	11,965	11,174	-790	-6.6%
Profit attributable to owners of parent	8,204	8,449	+245	+3.0%



Analysis of Changes in Operating Profit



Balance Sheet Summary

- Total assets decreased by 1,376 million yen due to a decrease in inventories
- Total liabilities increased by 6,055 million yen due to factors such as notes payable - facilities and income taxes payable

(Millions of yen)

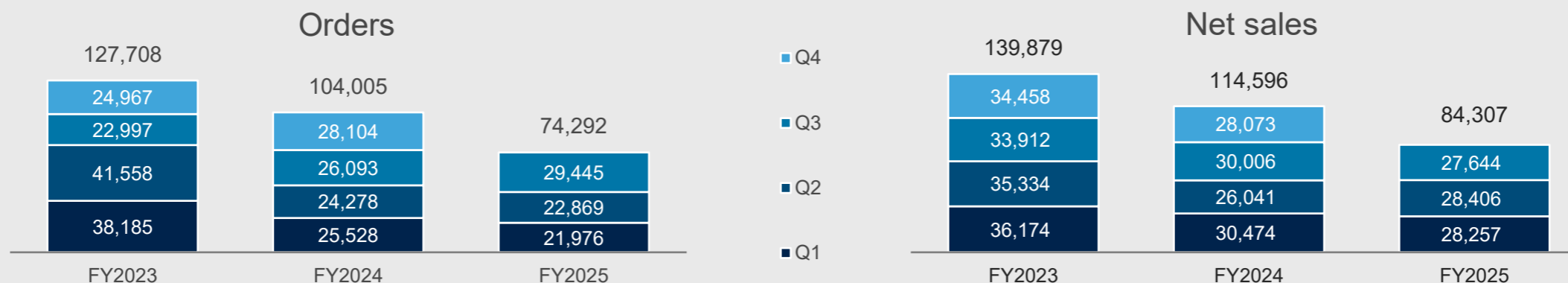
	As of March 31, 2024	As of December 31, 2024	Difference	Factors of change
Current assets	161,436	159,861	-1,574	Cash and deposits +1,533 Inventories -3,258
Non-current assets	89,501	89,700	+198	
Total assets	250,937	249,561	-1,376	
Current Liabilities	18,406	25,367	+6,960	Notes payable – facilities +2,959 Income taxes payable +1,600 Notes and accounts payable – trade +1,532
Non-current liabilities	4,252	3,348	-904	Deferred tax liabilities -925
Total liabilities	22,659	28,715	+6,055	
Net assets	228,278	220,846	-7,432	Foreign currency translation adjustment +1,459 Treasury shares -5,861 Valuation difference on available-for-sale securities -3,298
Total liabilities and net assets	250,937	249,561	-1,376	

Segment Results: Robotic Solutions Summary

- A full recovery is yet to be seen in electronics demand, resulting in lower sales and profits

(Millions of yen)

	Q3FY2024 results	Q3FY2025 results	YoY change	
			Amount	Percentage
Orders	75,900	74,292	-1,608	-2.1%
Net sales	86,523	84,307	-2,215	-2.6%
Operating profit	14,445	11,870	-2,575	-17.8%
Order backlogs	34,505	24,520	-9,985	-28.9%

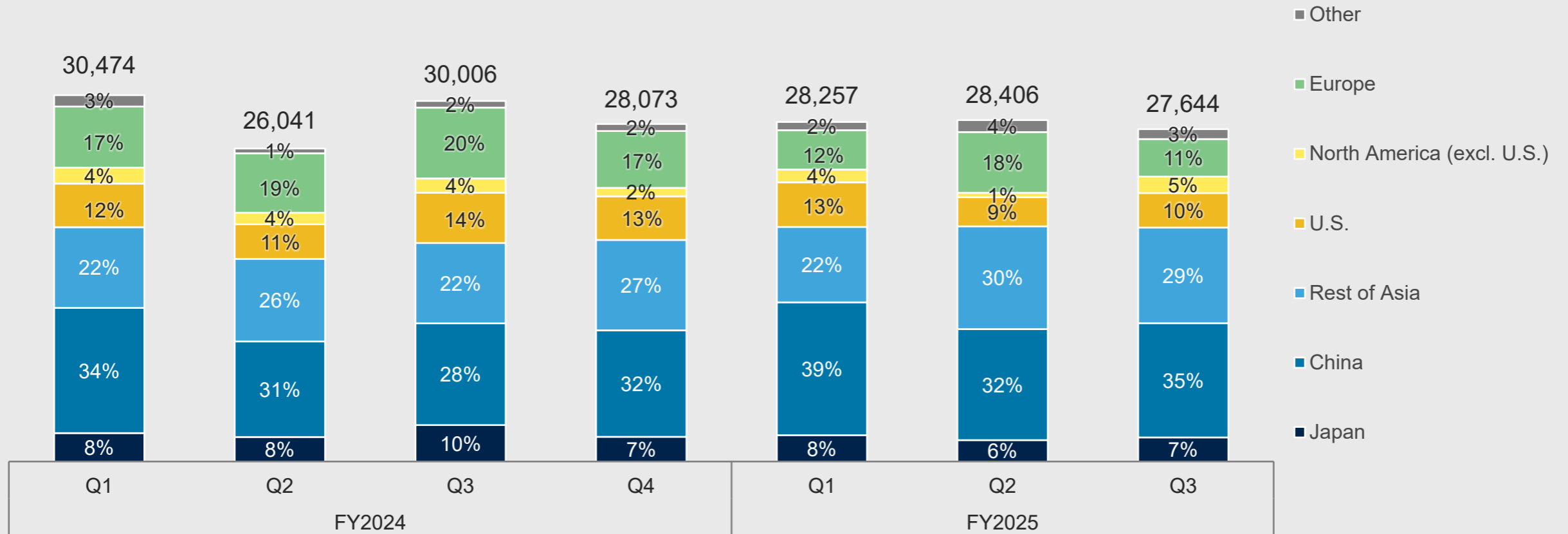


Segment Results: Robotic Solutions Net Sales by Region

QoQ

- China: Increased capital investment related to smartphones
- Rest of Asia: Capital investment grew mainly in Vietnam and India

(Millions of yen)

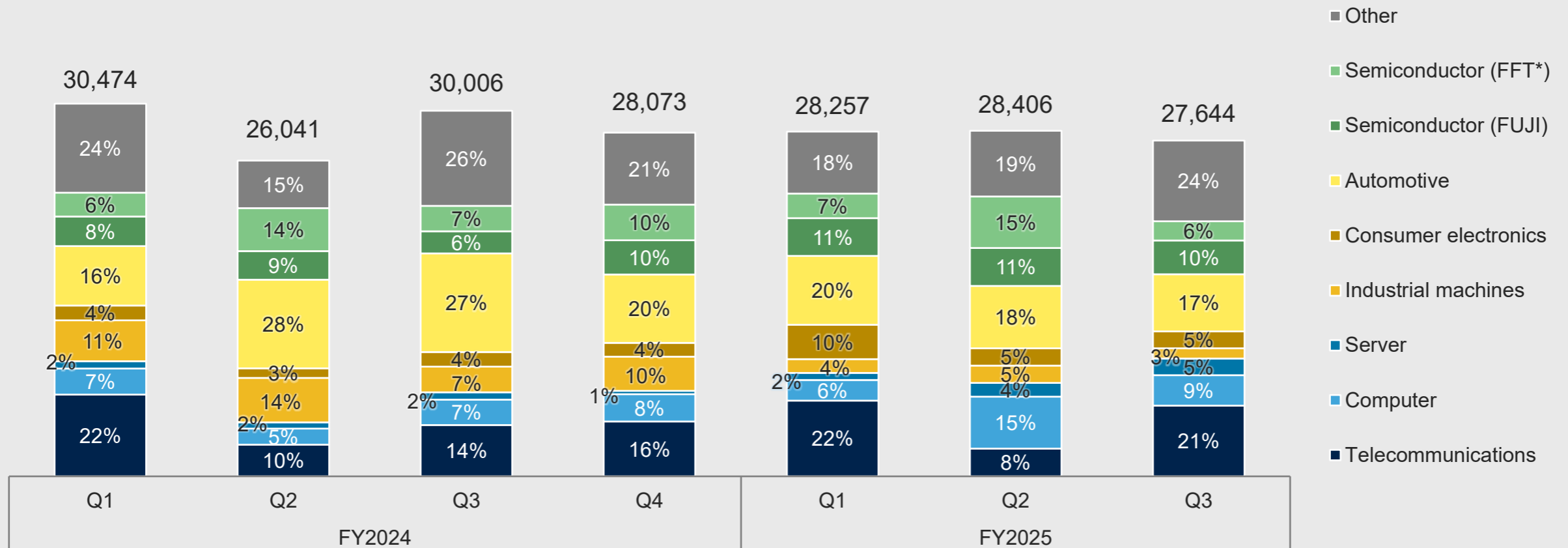


Segment Results: Robotic Solutions Net Sales by Sector

QoQ

- Telecom.: There were multiple cases of capital investment for Chinese smartphone brands
- Other: There were large investments in relation to electronic tags

(Millions of yen)



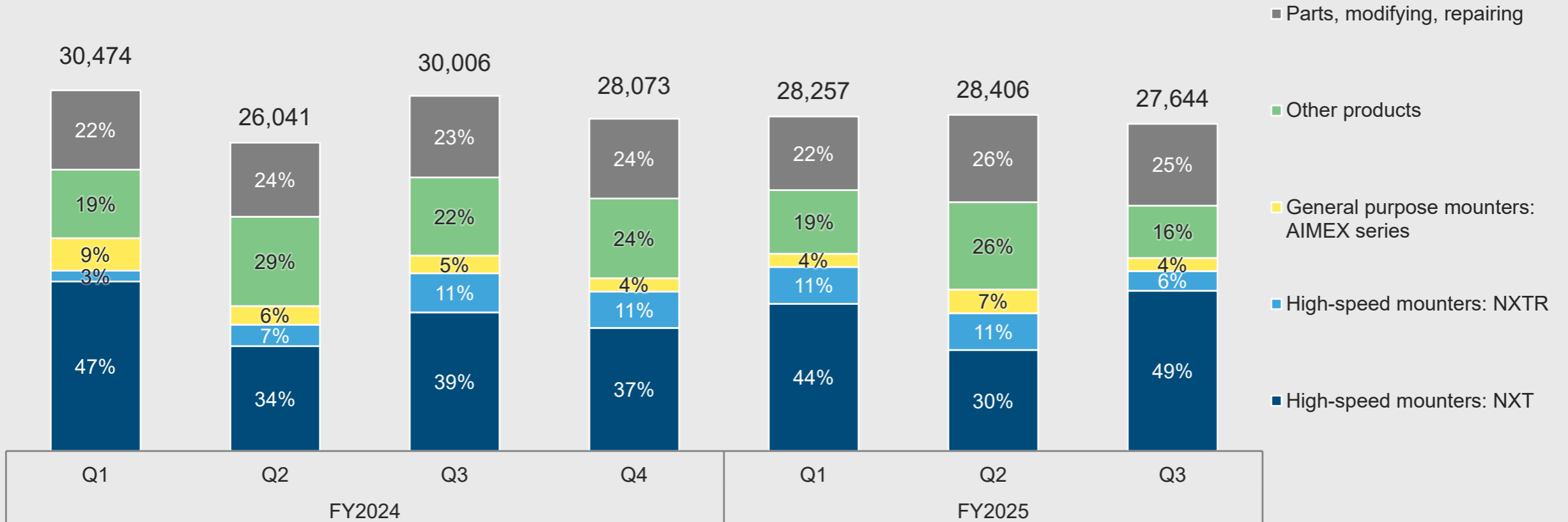
*FFT: Fasford Technology

Segment Results: Robotic Solutions Net Sales by Machine Type

QoQ

■ Increased demand from Chinese smartphone brands led to an increase in the sales ratio of NXT modules

(Millions of yen)

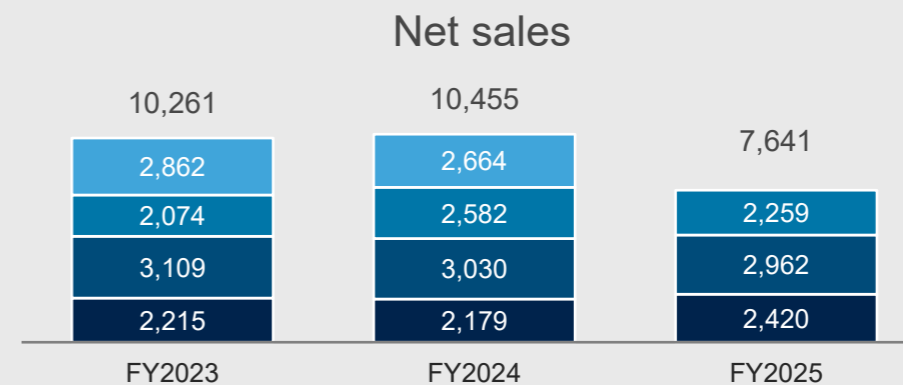
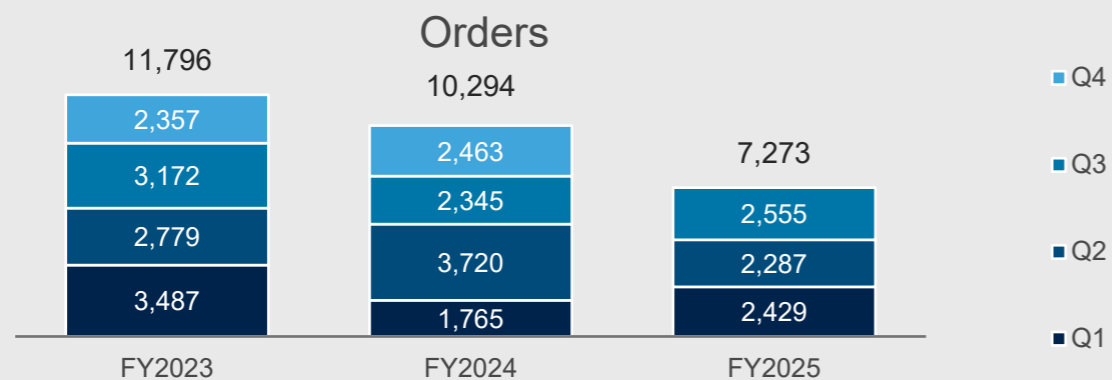


Segment Results: Machine Tools Summary

- Although orders and sales declined year over year, ongoing structural reforms proved effective, allowing the division to remain profitable

(Millions of yen)

	Q3FY2024 results	Q3FY2025 results	YoY change	
			Amount	Percentage
Orders	7,831	7,273	-558	-7.1%
Net sales	7,791	7,641	-149	-1.9%
Operating profit	-717	339	+1,057	-
Order backlogs	7,219	6,650	-569	-7.9%

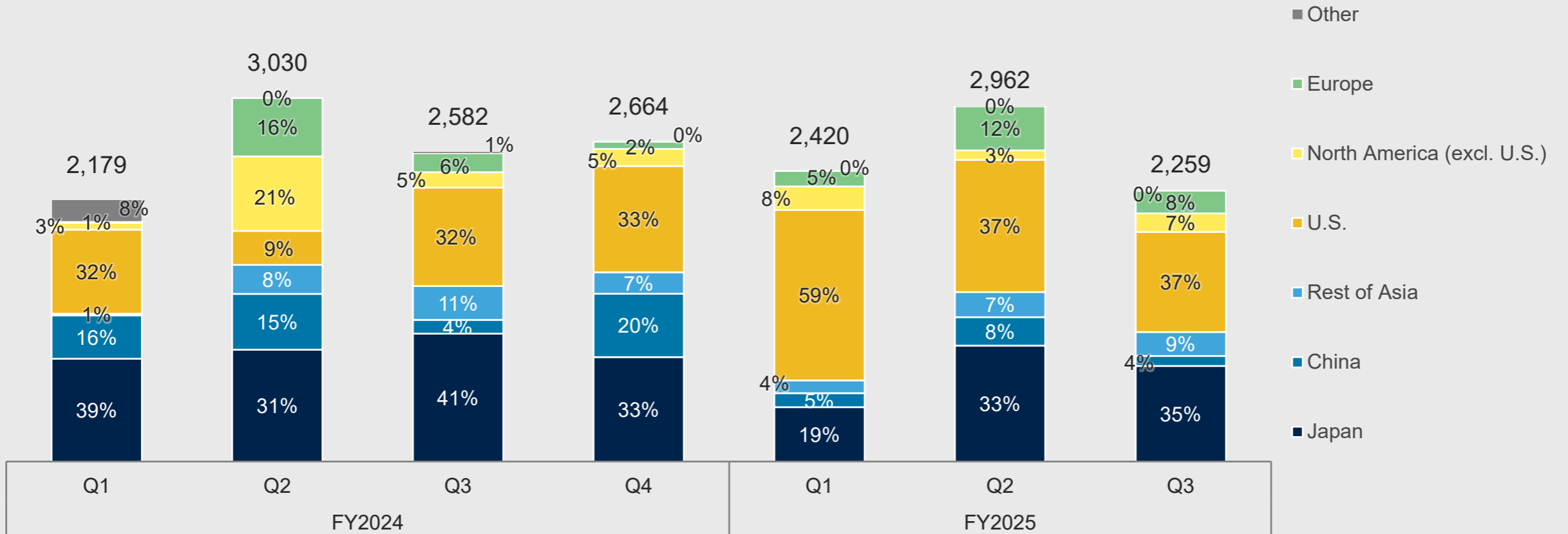


Segment Results: Machine Tools Net Sales by Region

QoQ

■ Cautious stance on automotive-related capital investment

(Millions of yen)



02 | Financial Forecast for FY2025



Results Forecasts




- Looking at the current full-year forecast, orders and sales are now in line with the FY2024 results
- This revised full-year forecast reflects a delayed recovery in the memory market and a cautious investment stance in the U.S. markets

(Millions of yen)

	FY2024 results	Forecast released August 2, 2024	Current forecast	Forecast for FY2025		
				YoY change		Compared to previously released forecast
				Amount	Percentage	Amount
Orders	116,209	125,000	119,000	+2,790	+2.4%	-6,000
Net sales	127,059	133,000	127,000	-59	-0%	-6,000
Operating profit	13,421	14,800	13,000	-421	-3.1%	-1,800
Operating profit ratio	10.6%	11.1%	10.2%	—	—	—
Ordinary profit	15,010	16,100	14,500	-510	-3.4%	-1,600
Profit attributable to owners of parent	10,438	12,400	11,000	+561	+5.4%	-1,400
(Reference Information)						
Capital expenditures	14,291	17,800	17,300	+3,008	+21.0%	-500
Depreciation	8,433	9,100	9,100	+666	+7.9%	±0
R&D expenses	8,228	7,900	7,900	-328	-4.0%	±0

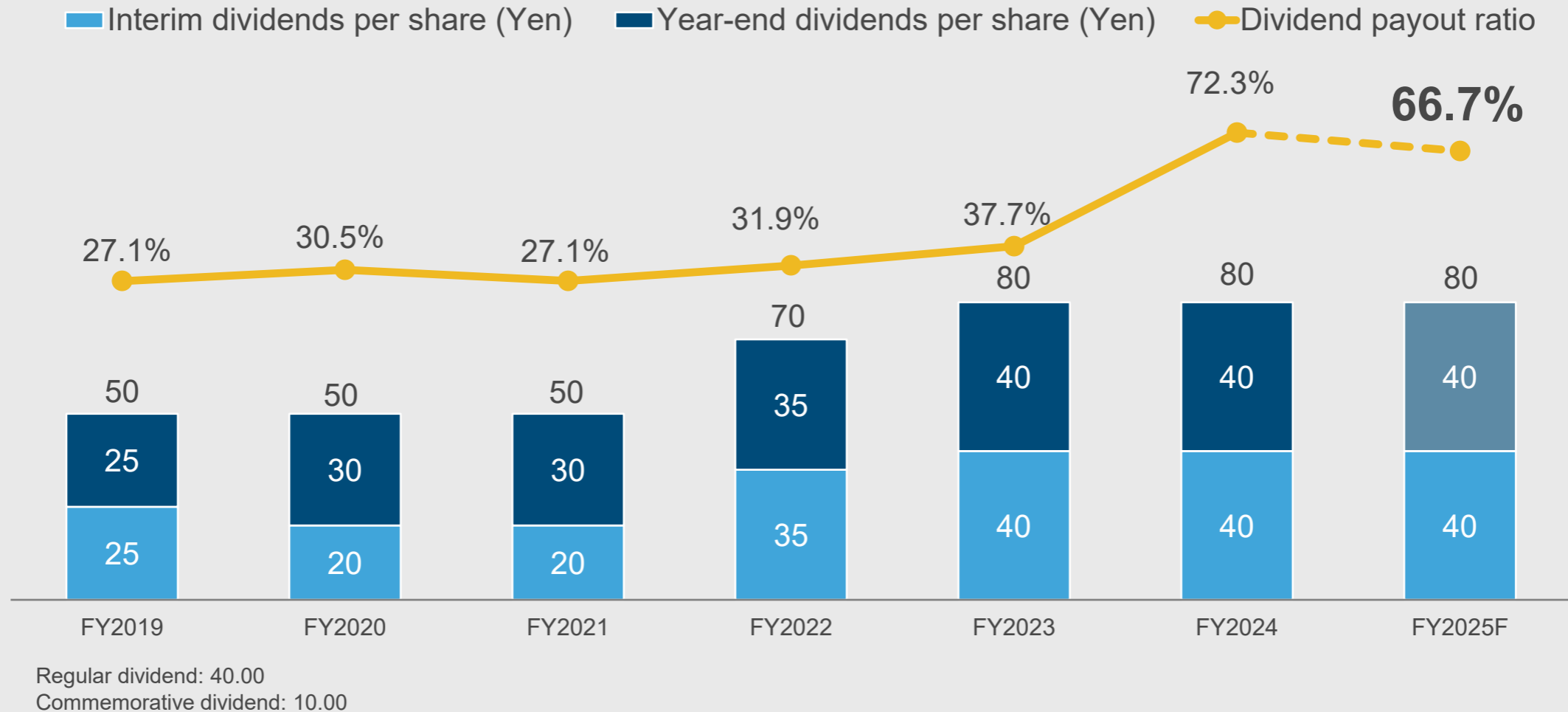
Forecast of Orders and Net Sales by Segment

(Millions of yen)

		FY2024 results	Forecast for FY2025					
			Forecast released August 2, 2024	Current forecast	YoY change		Compared to previously released forecast	
					Amount	Percentage		Amount
	Robotic Solutions							
	Orders	104,005	112,500	107,000	+2,994	+2.9%	-5,500	
	Net sales	114,596	120,500	114,500	-96	-0.1%	-6,000	
	Order backlogs	34,536	26,536	27,036	-7,500	-21.7%	+500	
	Machine Tools							
	Orders	10,294	10,500	10,000	-294	-2.9%	-500	
	Net sales	10,455	10,500	10,500	+44	+0.4%	±0	
	Order backlogs	7,018	7,018	6,518	-500	-7.1%	-500	
	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	125,000	119,000	+2,790	+2.4%	-6,000	
	Net sales	127,059	133,000	127,000	-59	-0%	-6,000	
	Order backlogs	41,845	33,845	33,845	-8,000	-19.1%	±0	

Dividends

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

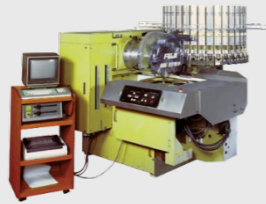


03 | Appendix

Company Profile

Company name	FUJI CORPORATION (Former company name: Fuji Machine Mfg. Co., Ltd.)
Established	April 1959
Headquarters	19 Chausuyama, Yamamachi, Chiryu, Aichi 472-8686 Japan
Representative	Joji Isozumi, President and CEO
Share capital	5,878 million yen (as of March 31, 2024)
Sales	127,059 million yen (consolidated, FY2024)
Employees	2,911 (consolidated, as of March 31, 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)

History



- Board assembly machine – BA



- Fuji Scalable Placement Platform – NXT



Quist

- Public Stoker System – Quist
- Mobility Support Robot – Hug



Hug

- FUJI Smart Factory Platform – NXTR S model (Standard)

1959

1978

1994

2003

2013

2016

2018

2019

2022

Machine Tools

Electronic Assembly Equipment

New Business

Semiconductor

- Founded Fuji Machine Mfg. Co., Ltd.



Single Function Hydraulic Machine – FS

- Ultra high-speed chip placer – CP-6



- Stock listed on the First Section of the Tokyo Stock Exchange

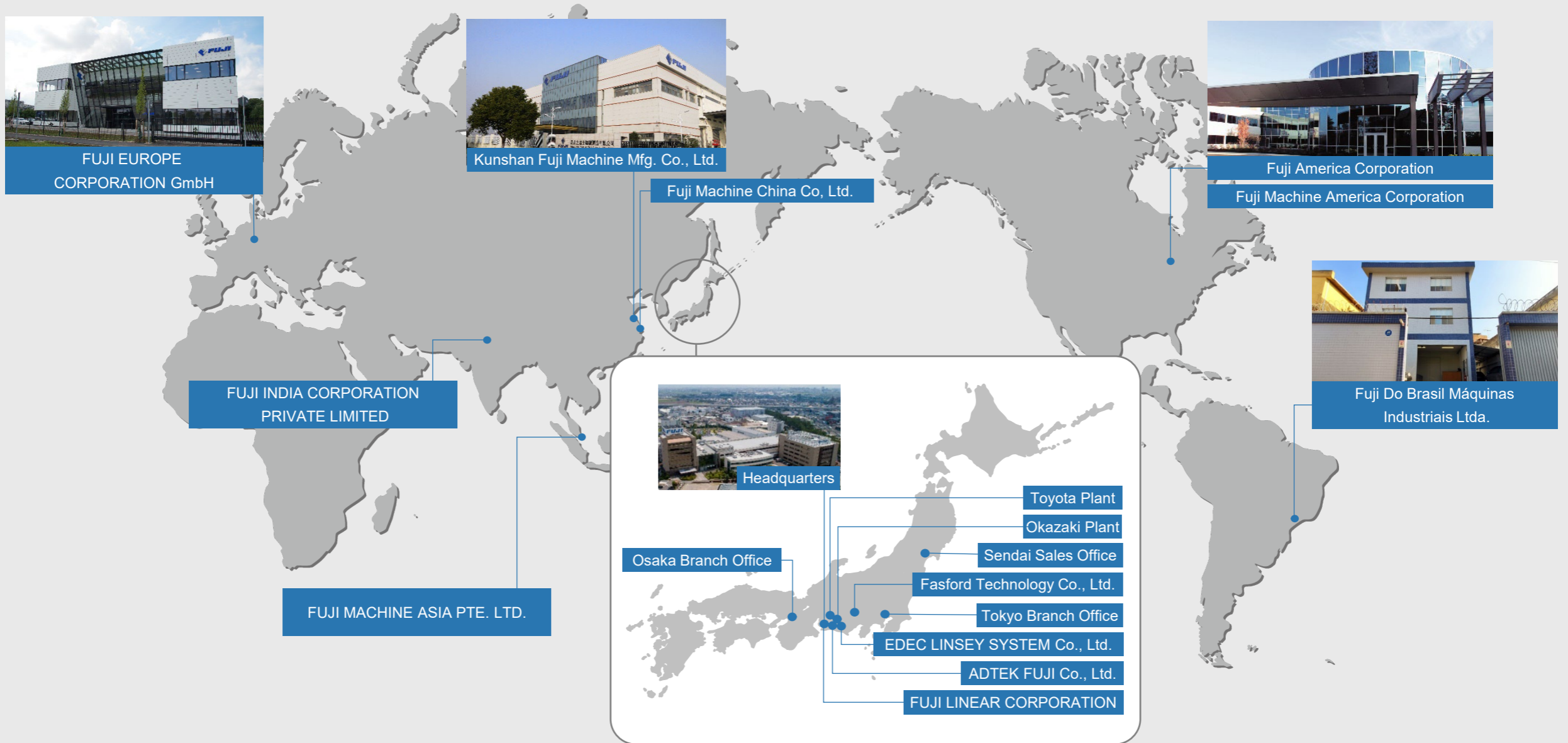
- Changed the company name to FUJI CORPORATION
- Formalized Fasford Technology Co., Ltd. as a subsidiary

- FUJI Smart Factory Platform – NXTR A model (Automation)



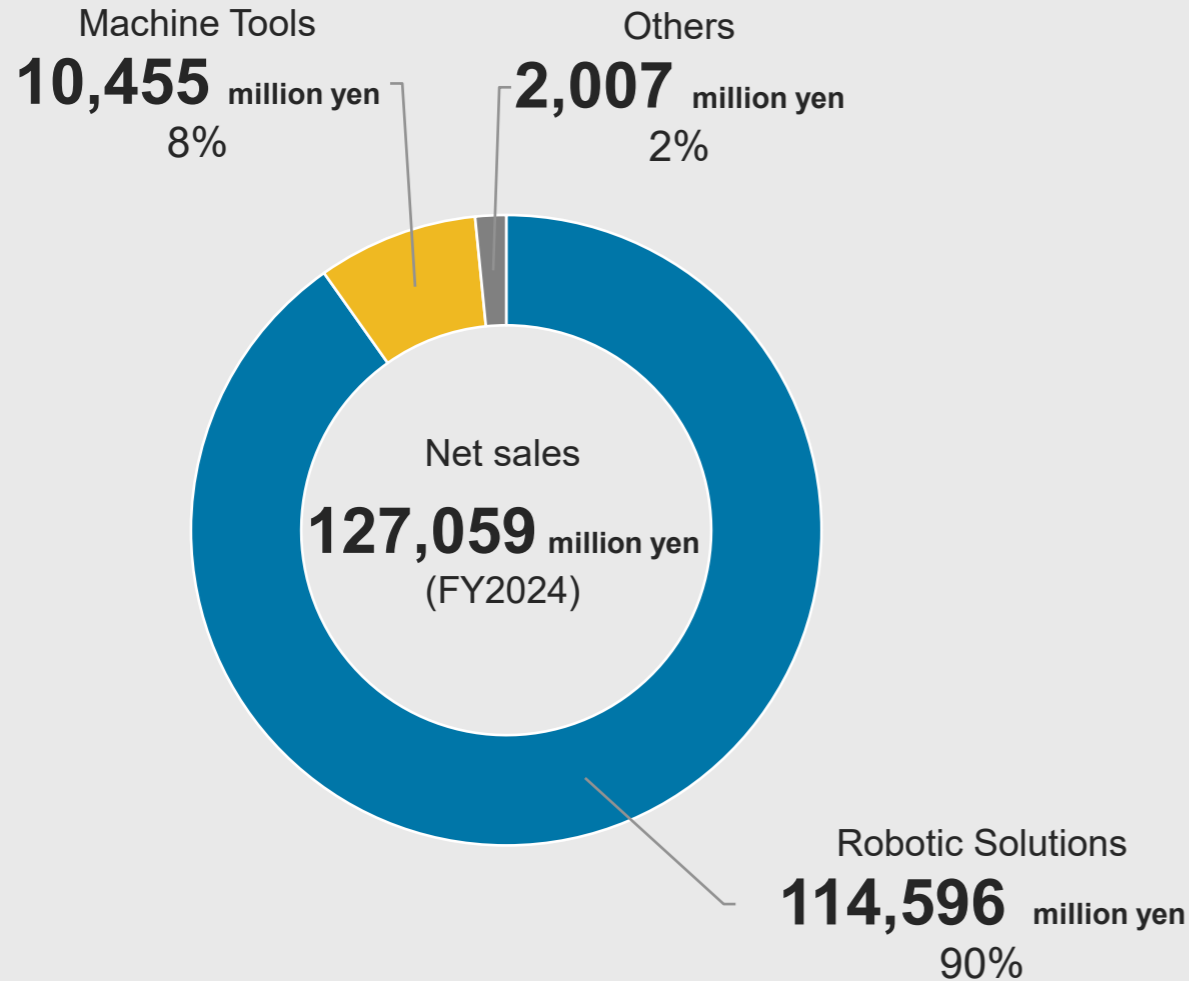
NXTR
FUJI Smart Factory Platform

Worldwide Operations



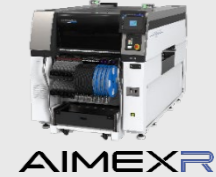
Business Overview

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 (Lathes)



Front-facing twin spindle lathe
CS SERIES

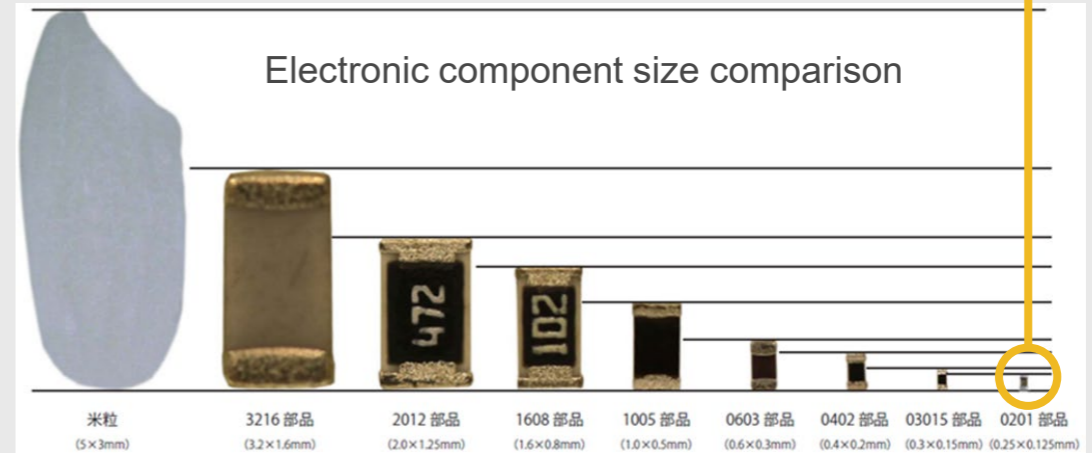
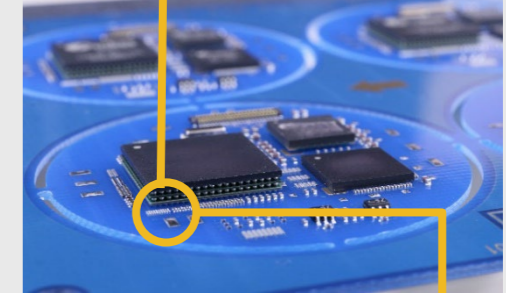
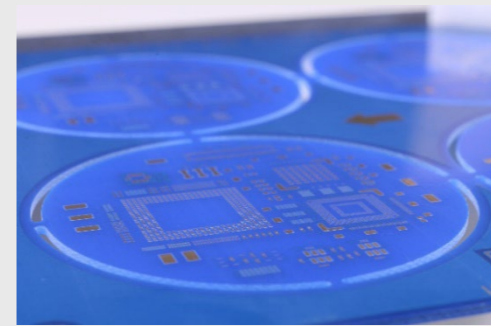
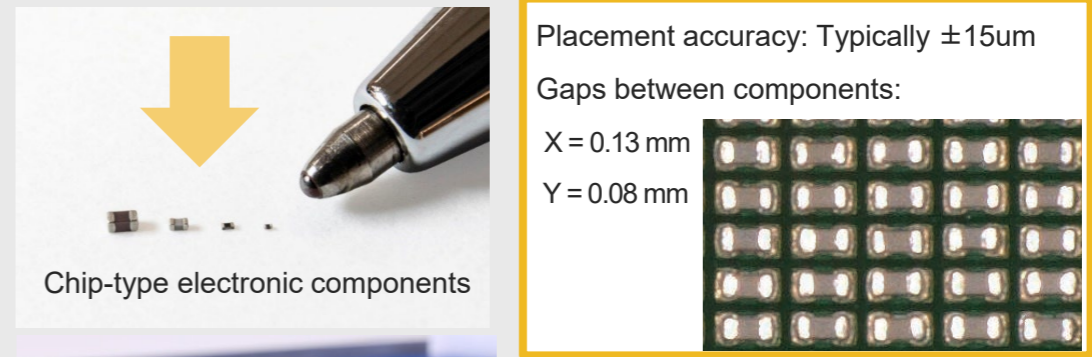


Opposing twin spindle lathe
ANW SERIES

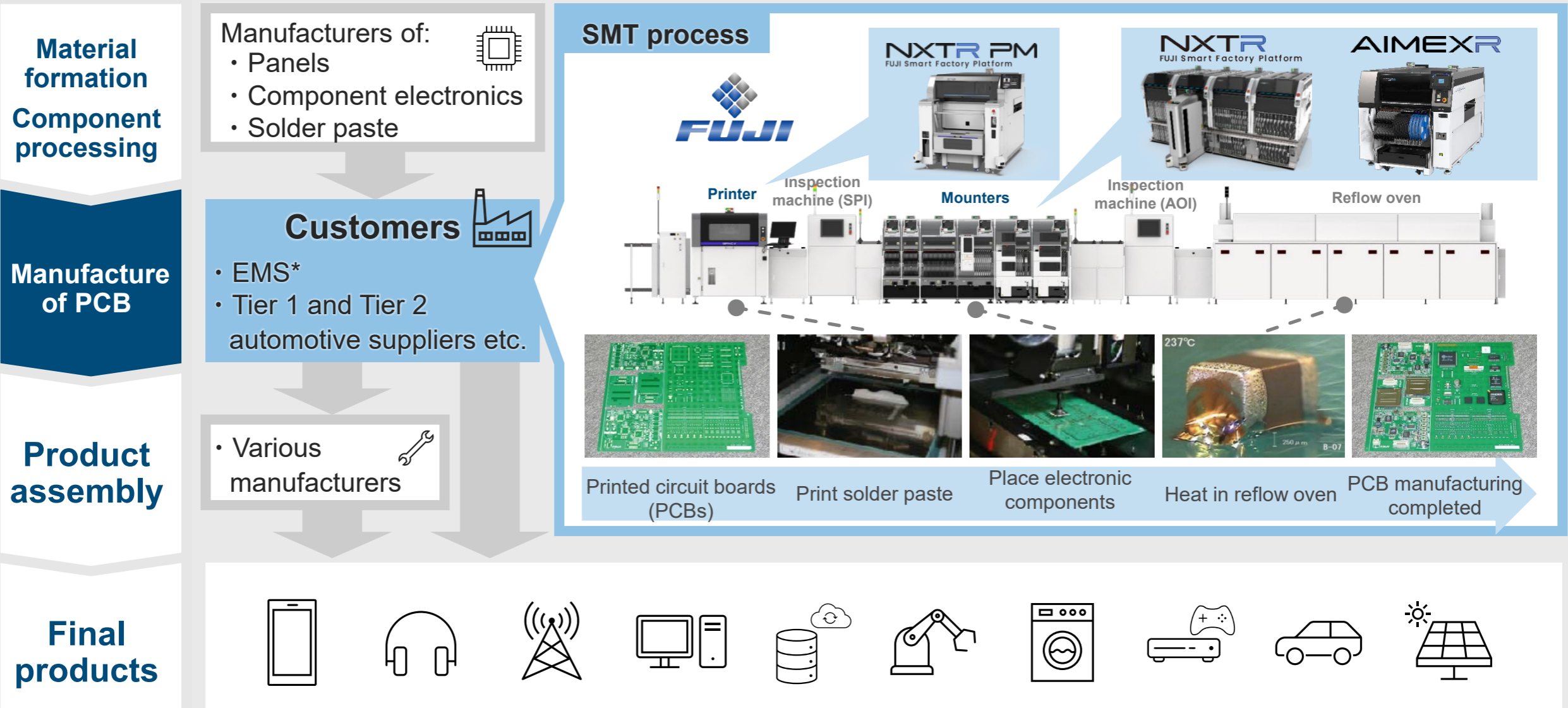
What Are SMT Pick and Place Machines (Mounters)?

- **SMT** stands for Surface Mount Technology
 - This is the technology of accurately arranging electronic components on printed wiring boards.
- **Mounters** are machines that place electronic components on the surface of the 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.

120,000
NXT series modules
shipped to date



Fuji's Involvement in Electronics Manufacturing

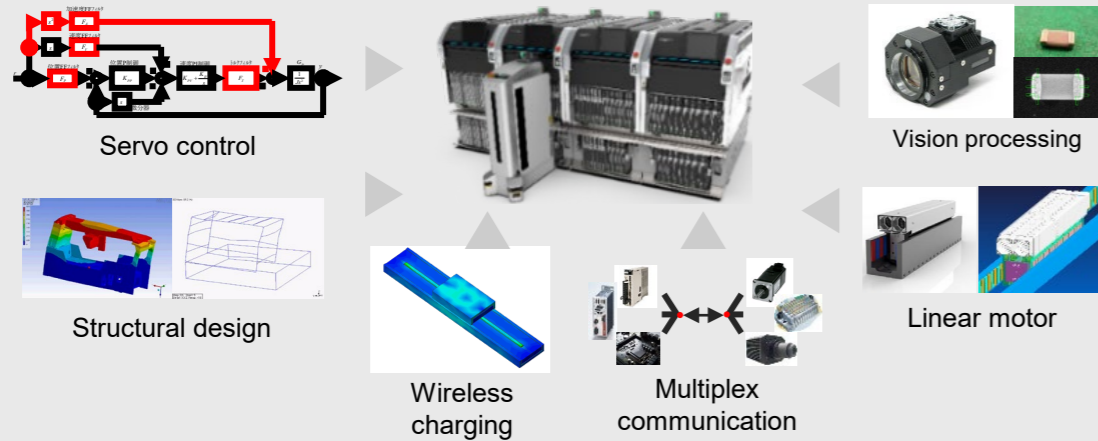


*EMS: An abbreviation for Electronics Manufacturing Service, referring to companies or services that contract to manufacture products for other companies.

Fuji's Strengths

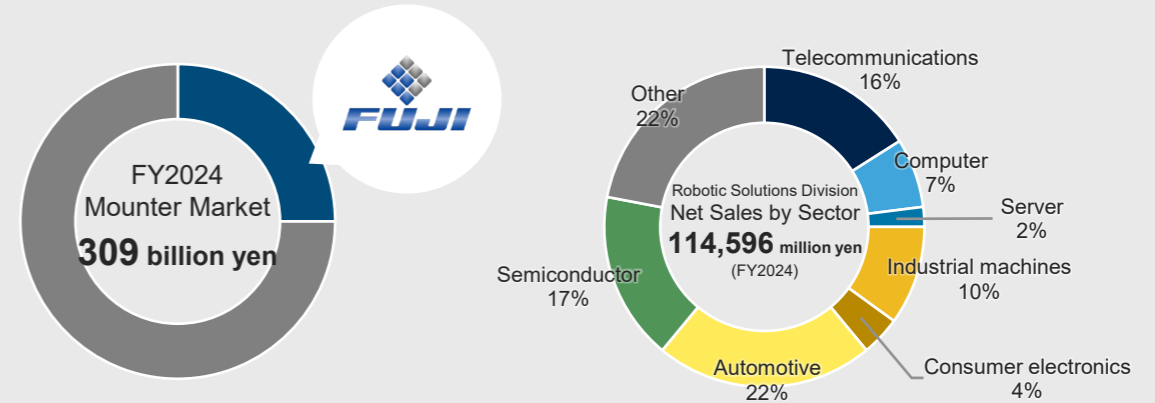
■ Technical strengths

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



■ World's top class market share

- Customers across various industries and sectors



■ Unrivalled product development, proven by our modular concept

- Patent registrations in Japan and internationally: 7,000+ (as of March 31, 2024)
- Awards

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

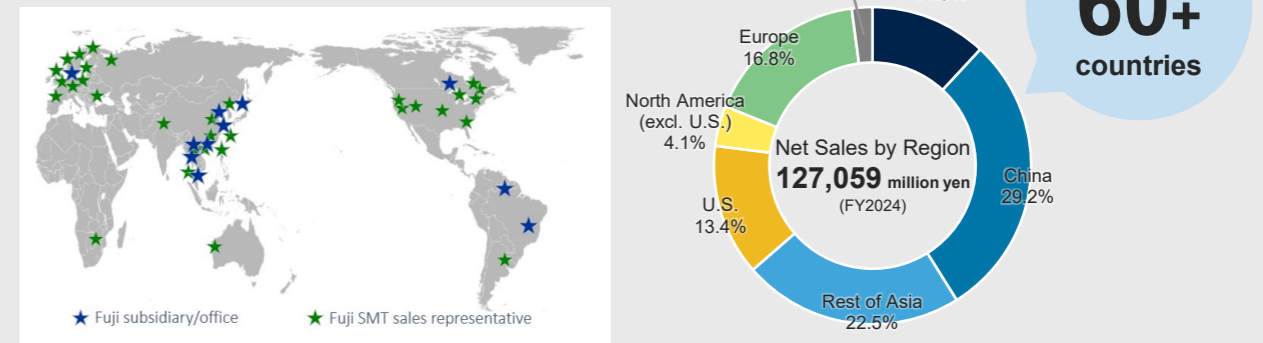
2016 The 2016 National Invention Award, presented by the Japanese Minister of education, Culture, Sports, Science and Technology

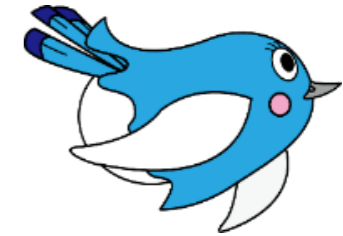
2018 An Ichimura Prize in Industry for Excellent Achievement



■ 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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