



Materials for

Financial Result Briefing

April 1 to September 30, 2015

FUJI MACHINE MFG. CO., LTD.

November 2015

Important note:

The information provided in this material is for informational purposes only. Items such as the business forecasts, revisions, and plans in this material are based on information which could be obtained under business circumstances at the current time. They are based on the judgments of Fuji management and therefore include an element of risk and uncertainty. Please understand that actual business results may differ based on changes to various factors.

Income Statement

Year-to-year sales and profit growth, and missed forecast amount

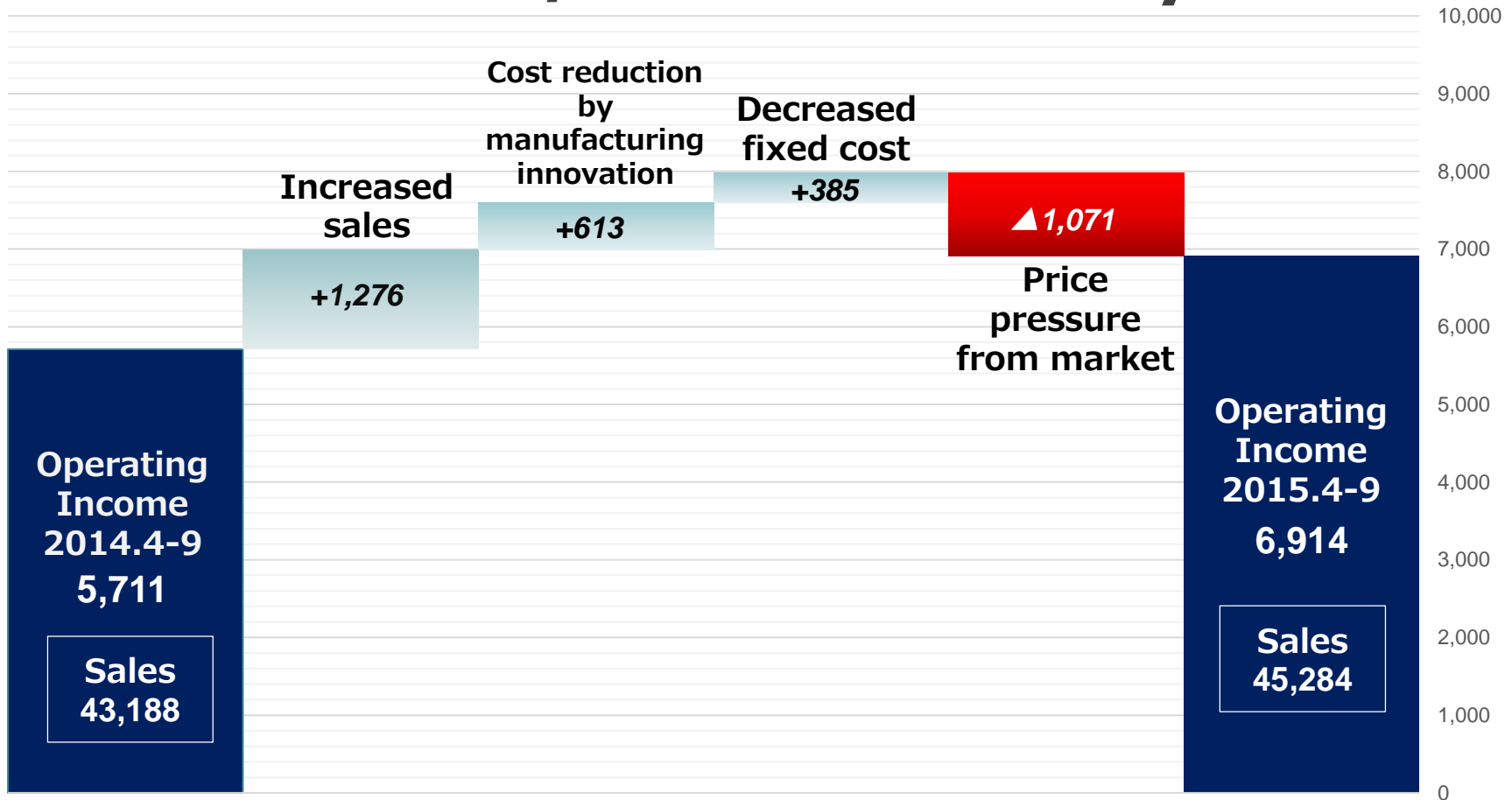
(million yen)

	Apr. to Sept. 2014 Results	Apr. to Sept. 2015 Results	change from previous year	Apr. to Sept. 2015 Forecast (May 8)	Difference from forecast (May.8)
Order	45,699	44,397	▲1,302	44,000	+397
Net Sales	43,188	45,284	+2,096	46,000	▲716
Operating Income	5,711	6,914	+1,203	7,400	▲486
Ordinary Income	6,025	7,268	+1,243	7,600	▲332
Profit	4,284	4,922	+638	5,100	▲178

(yen)

Profit per share	43.83	50.35	6.52	52.17	▲1.82
Dividend per share	8.00	14.00	6.00	14.00	0

Operating Income Increase/Decrease Analysis (million yen)



Consolidated Results

Segment Income

Electronics Assembly Equipment

:Year-on-year sales down, profit growth, and sluggishness

Machine Tool

:Year-on-year sales and profit growth, and missed forecast amount
(million yen)

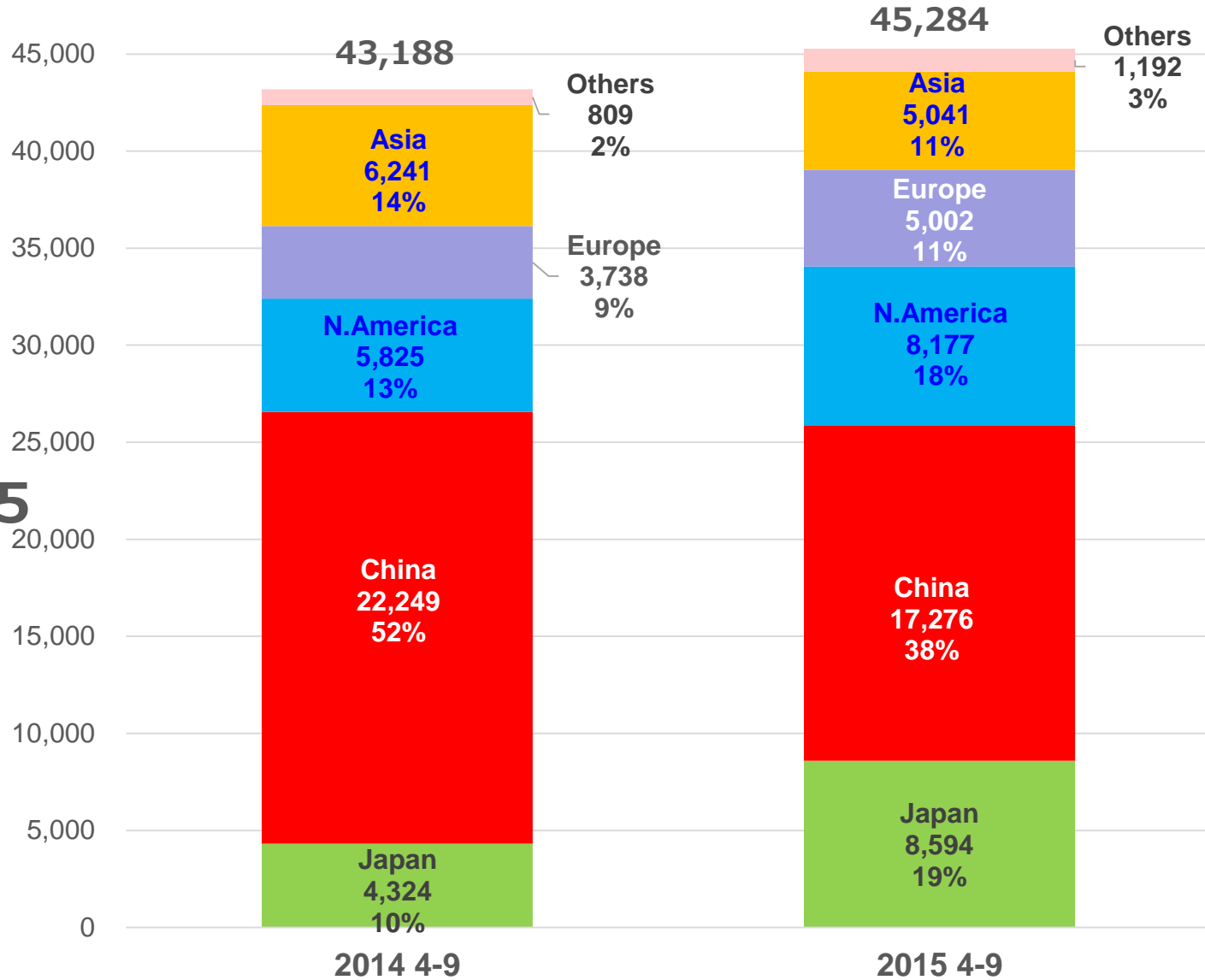
Electronics Assembly Equipment	Apr. to Sept. 2014 Results	Apr. to Sept. 2015 Results	change from previous year	Apr. to Sept. 2015 Forecast (May 8)	Difference from forecast (May.8)
Order	38,207	36,111	▲2,096	35,500	+611
Sales	37,885	37,403	▲482	37,500	▲97
Operating Income	7,377	8,167	+790	---	---
Order Backlog	9,967	10,396	+429	9,689	+707

(million yen)

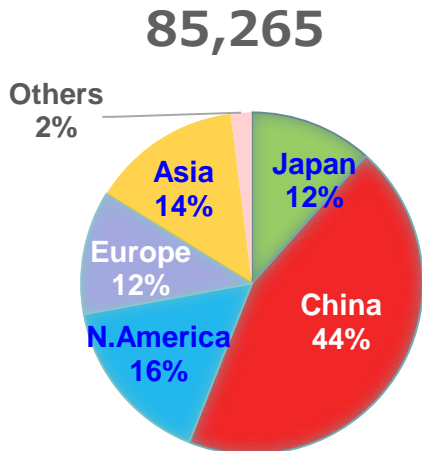
Machine Tools	Apr. to Sept. 2014 Results	Apr. to Sept. 2015 Results	change from previous year	Apr. to Sept. 2015 Forecast (May 8)	Difference from forecast (May.8)
Order	6,997	7,702	+705	7,500	202
Sales	4,873	7,255	+2,382	7,500	▲245
Operating Income	▲238	275	+513	---	---
Order Backlog	5,937	8,864	+2,927	8,418	+446

Sales by Regions

(million yen)



Apr.14-Mar.15



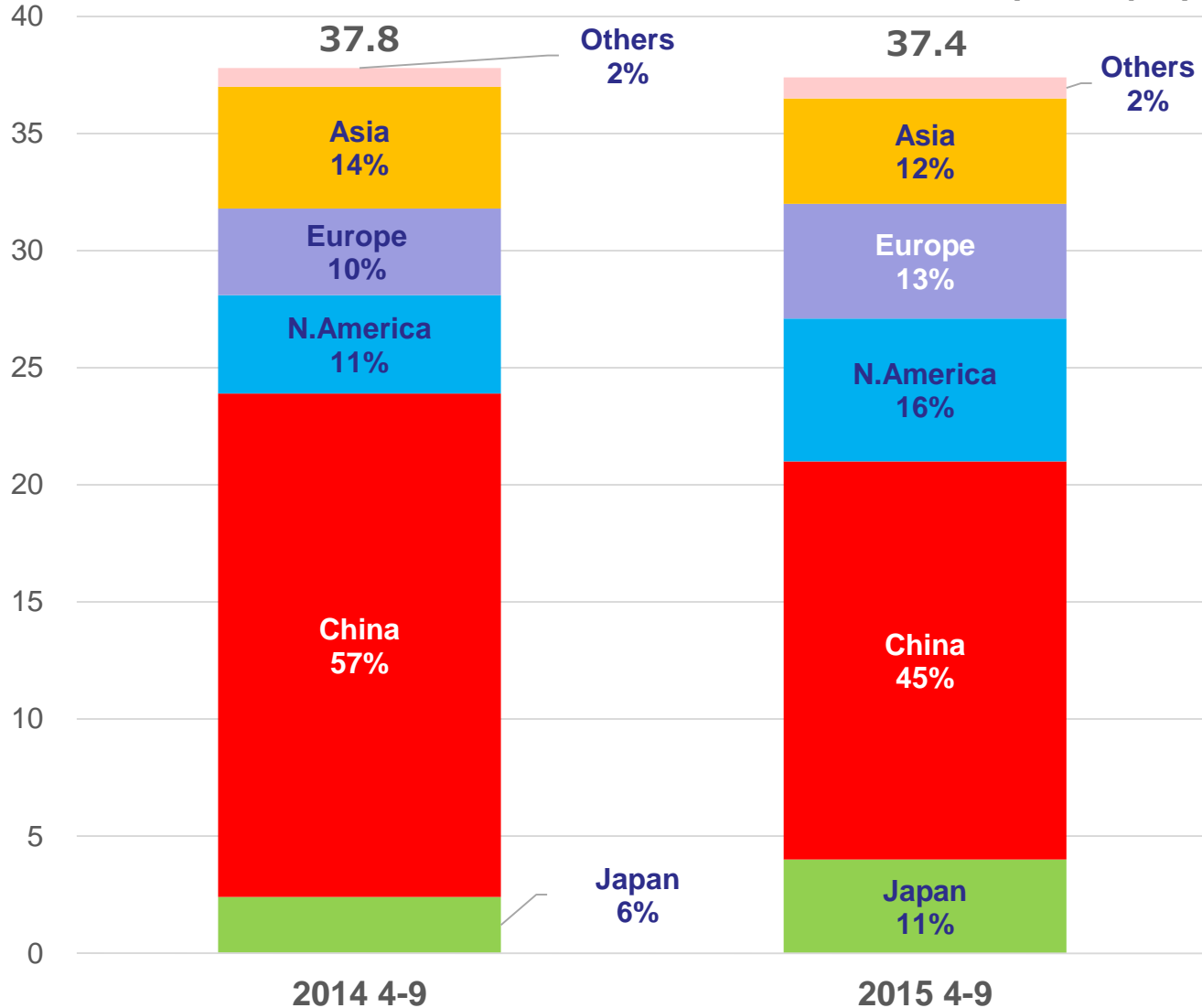
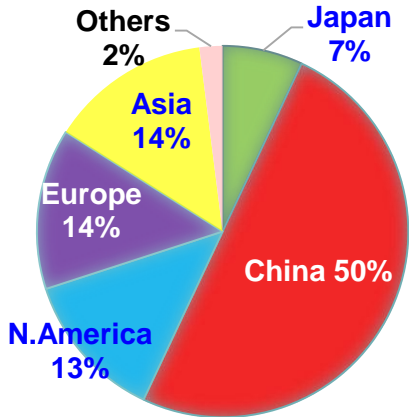
Consolidated Results

Electronics Assembly Equipment Sales by Regions

(billion yen)

Apr.14-Mar.15

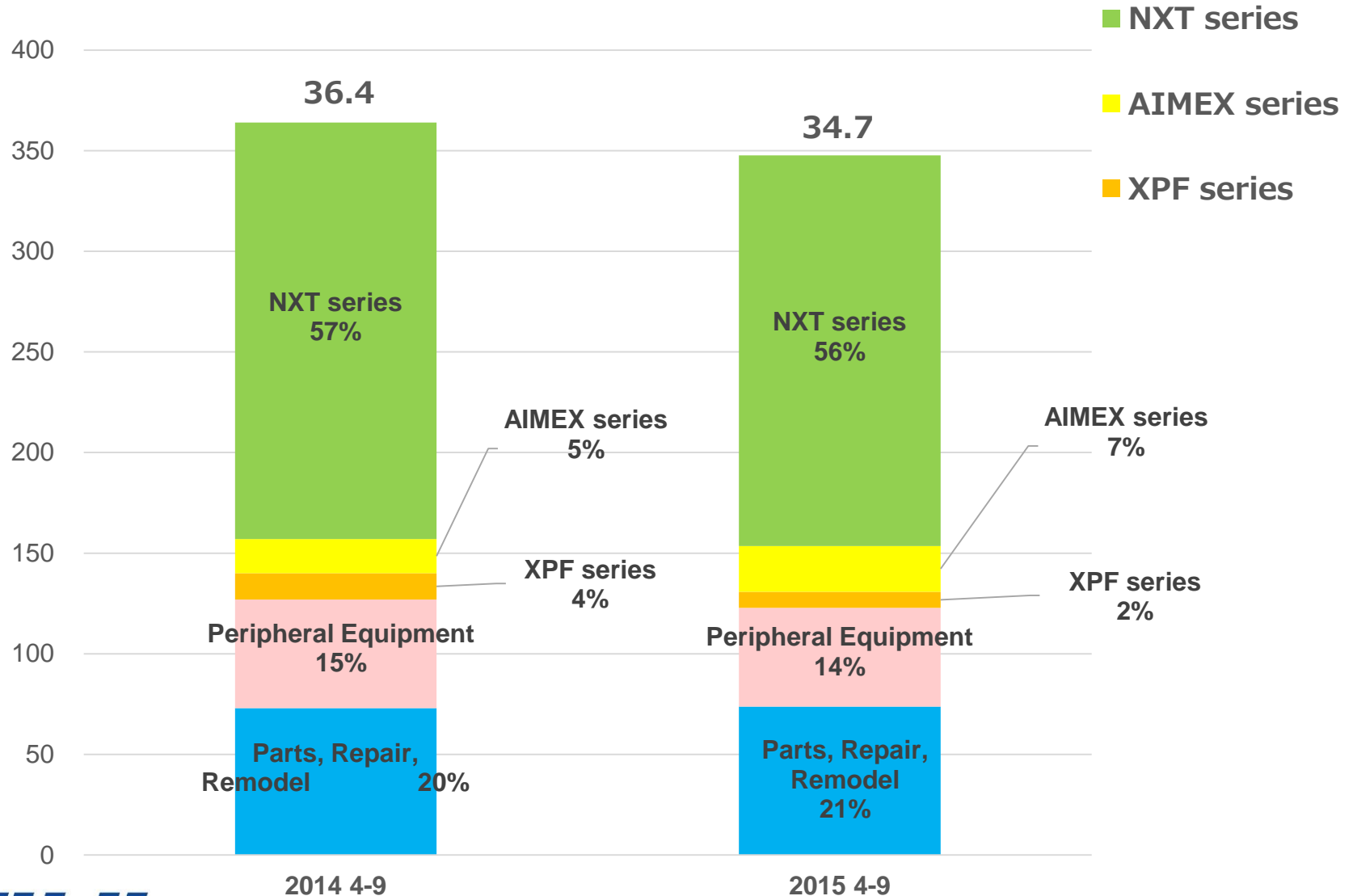
73.5



Non Consolidated
Results

Electronics Assembly Equipment Sales by Models

(billion yen)

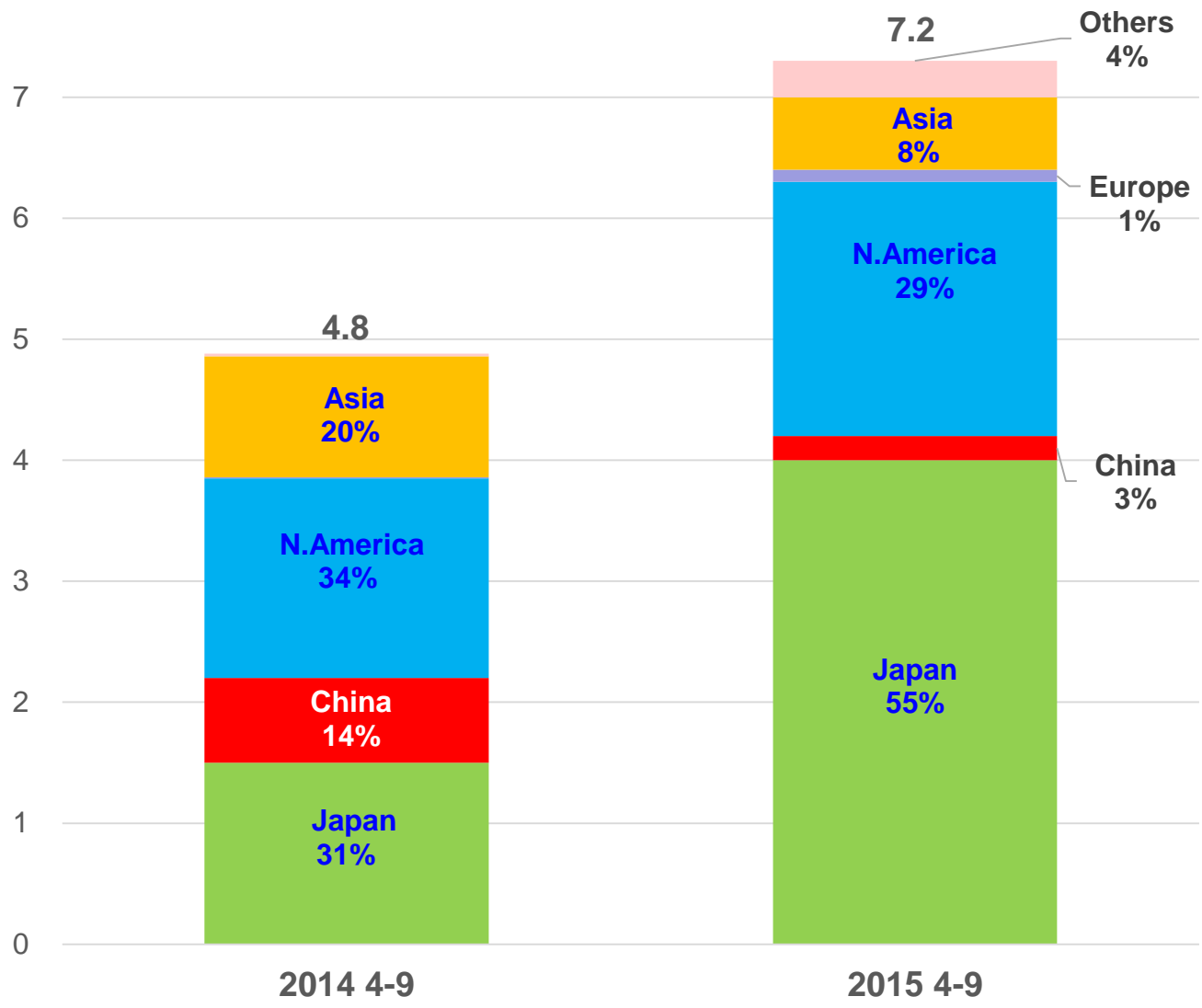
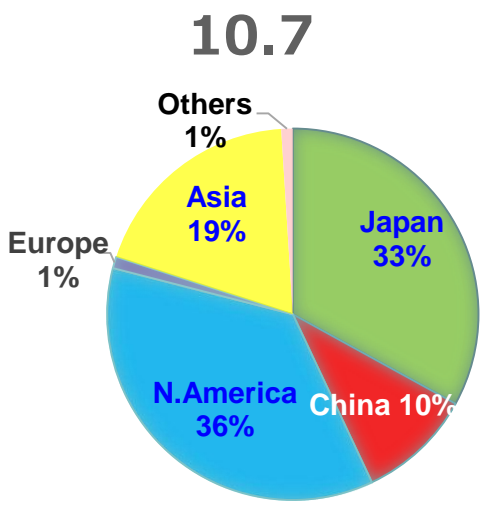


Consolidated Results

Machine Tools Sales by Regions

(billion yen)

14.4-15.3

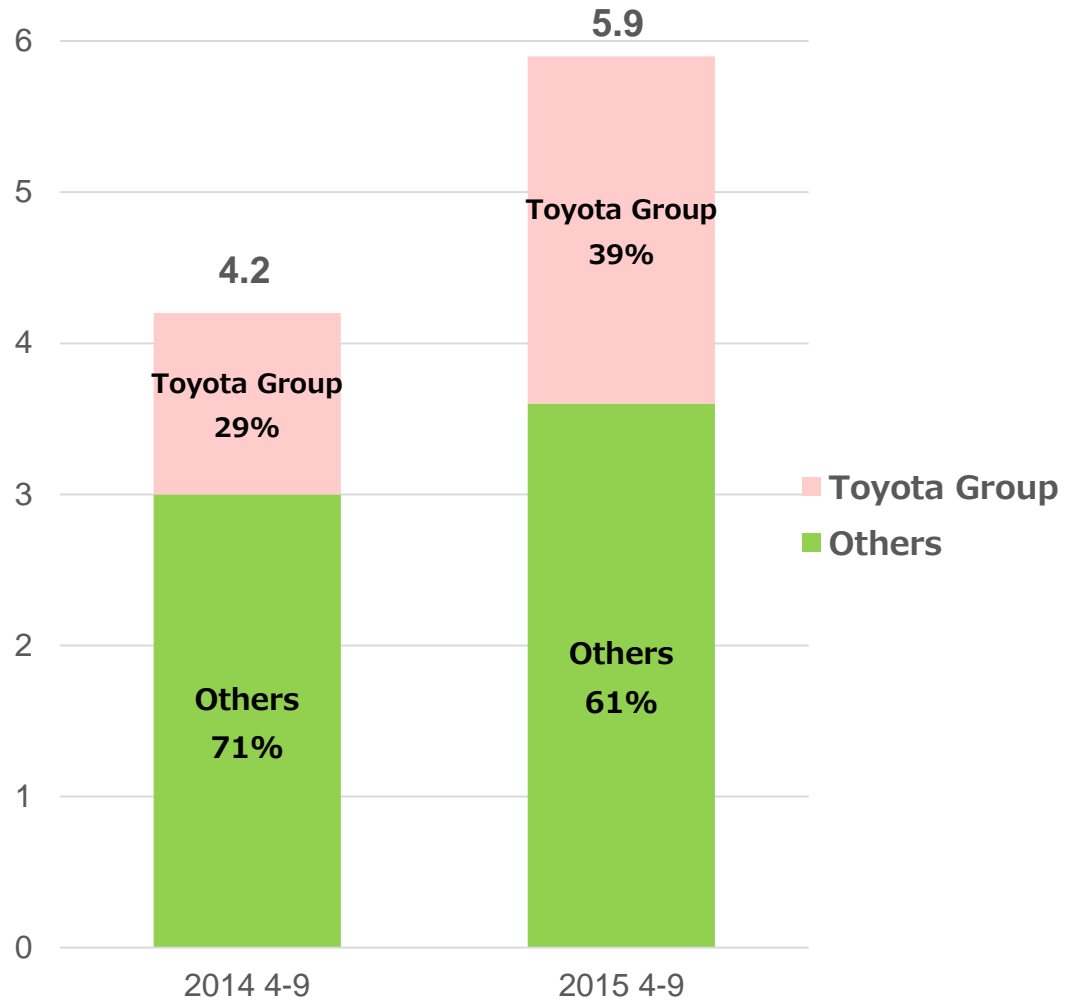
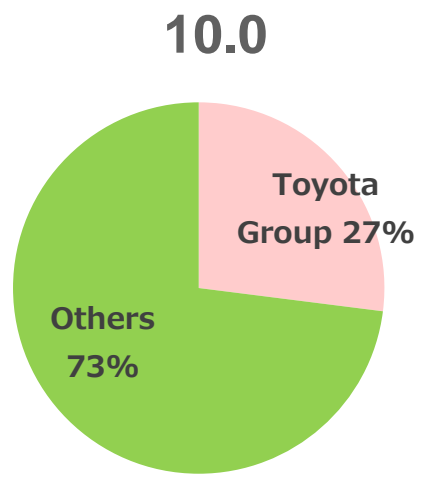


Non Consolidated Results

Machine Tools Sales by Users

(billion yen)

Apr.14-Mar.15



Sales/Earnings Estimate

(million yen)

	FY ending Mar. 2015 Results	FY ending Mar. 2016 Estimate (May 8)	FY ending Mar. 2016 Estimate (Nov.5)	change from previous year (Nov.5)	Difference from forecast (May.8)
Sales	85,265	84,000	82,000	▲3,265	▲2,000
Operating Income	12,066	11,300	10,200	▲1,866	▲1,100
Ratio	14.2%	13.5%	12.4%	▲1.8pt	▲1.1pt
Ordinary Income	13,026	11,600	10,800	▲2,226	▲800
Profit	8,629	7,600	7,200	▲1,429	▲400

(yen)

Profit per share	88.27	77.74	73.65	▲14.62	▲4.09
Dividend per share	28.00	28.00	28.00	0	0

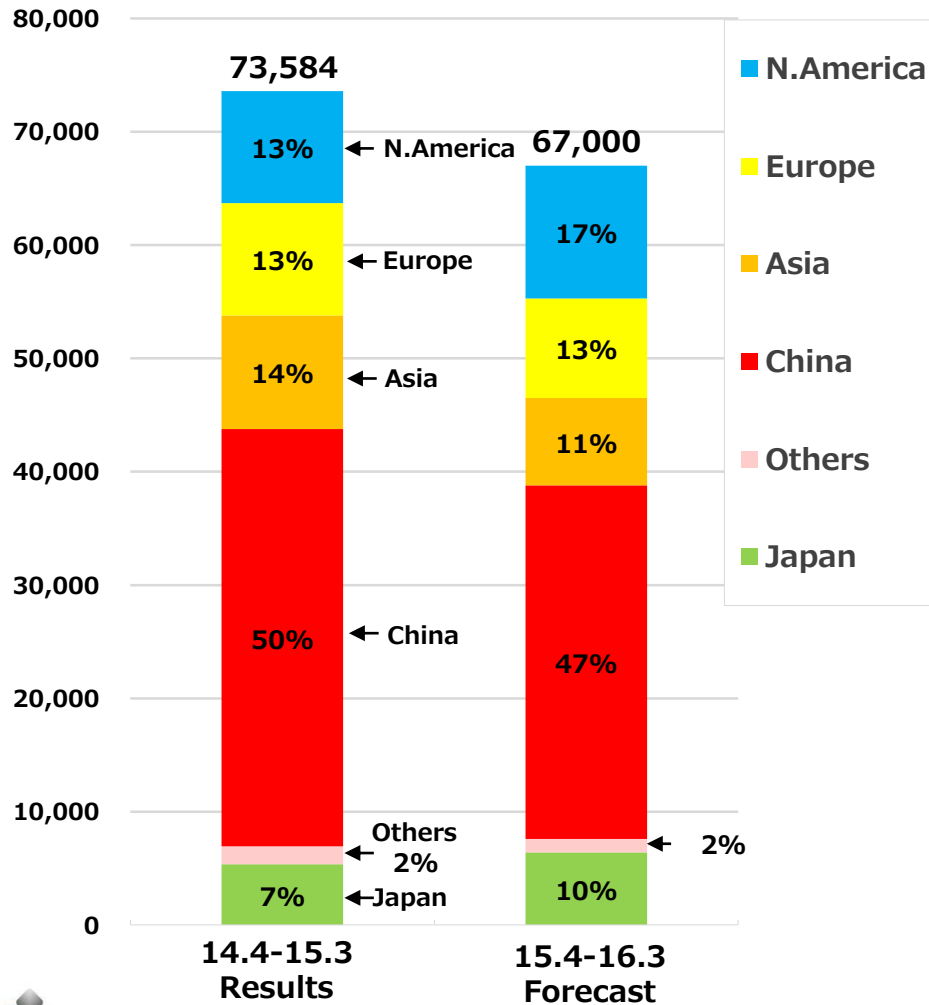
Segment Information

(million yen)

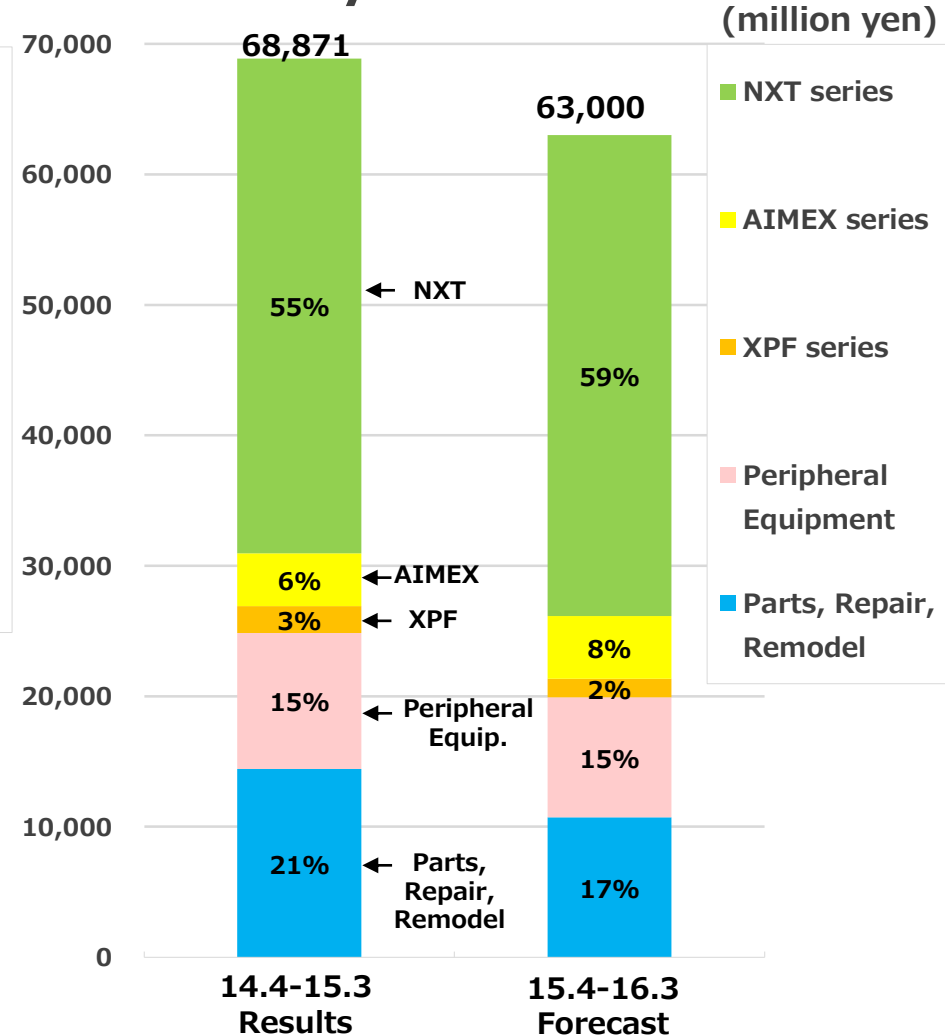
	Order			Sales			Order Backlog		
	FY ending Mar. 2015 Results	FY ending Mar. 2016 Estimate (Nov.5)	Year-to-year	FY ending Mar. 2015 Results	FY ending Mar. 2016 Estimate (Nov.5)	Year-to-year	FY ending Mar. 2015 Results	FY ending Mar. 2016 Forecast (Nov.5)	Year-to-year
			Difference from forecast (May.8)			Difference from forecast (May.8)			Difference from forecast (May.8)
Electronics Assembly Equipment	75,627	64,500	▲11,127	73,584	67,000	▲6,584	11,688	9,189	▲2,499
			▲1,500			▲1,000			▲499
Machine Tools	15,361	14,000	▲1,361	10,756	13,500	2,744	8,417	8,918	501
			±0			▲500			501
Others	1,030	1,500	470	924	1,500	576	235	235	±0
			▲500			▲500			±0
Total	92,019	80,000	▲12,019	85,265	82,000	▲3,265	20,341	18,342	▲1,999
			▲2,000			▲2,000			▲1

Electronics Assembly Equipment

Consolidated Sales by Regions



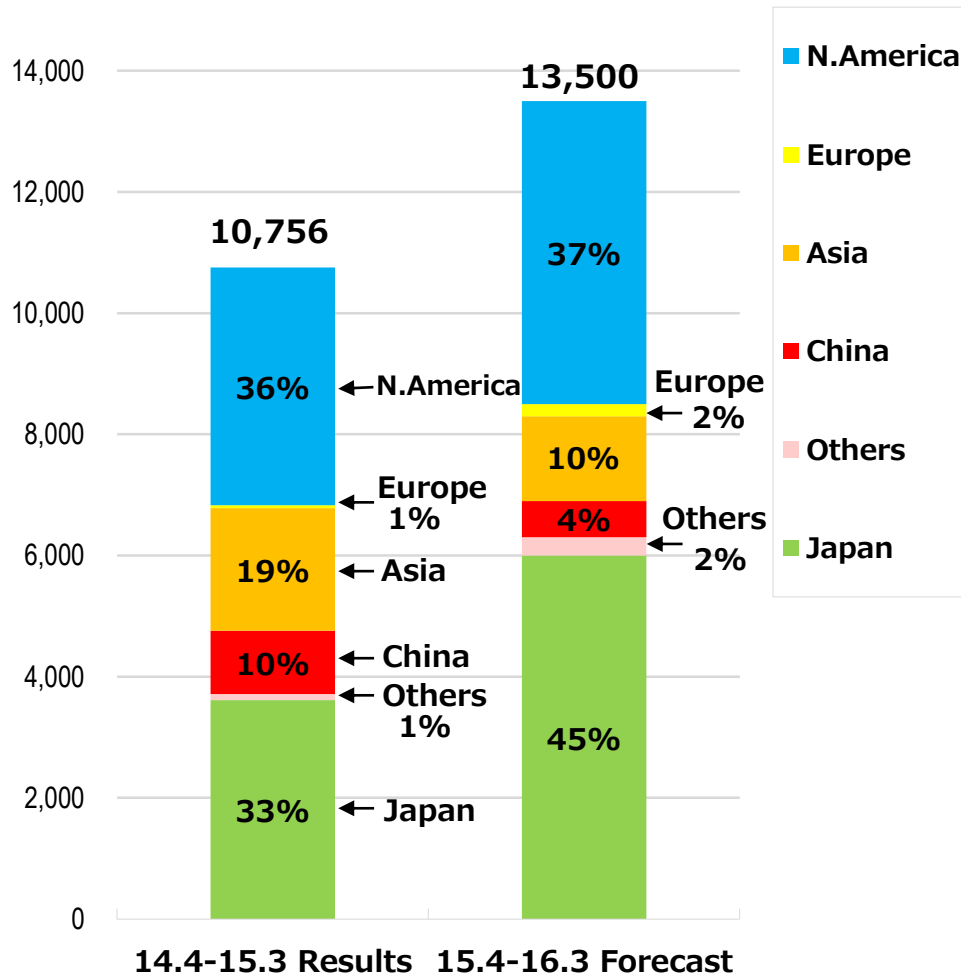
Non-Consolidated Sales by Models



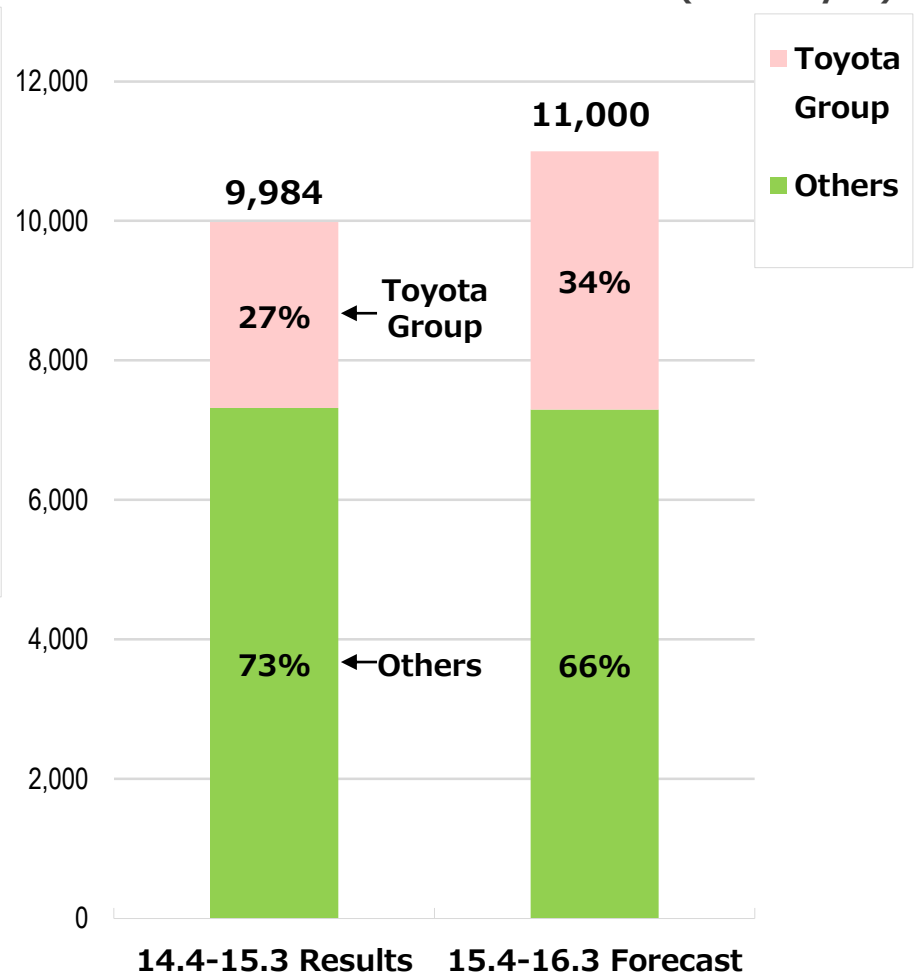
Forecast

Machine Tools

Consolidated Sales by Regions



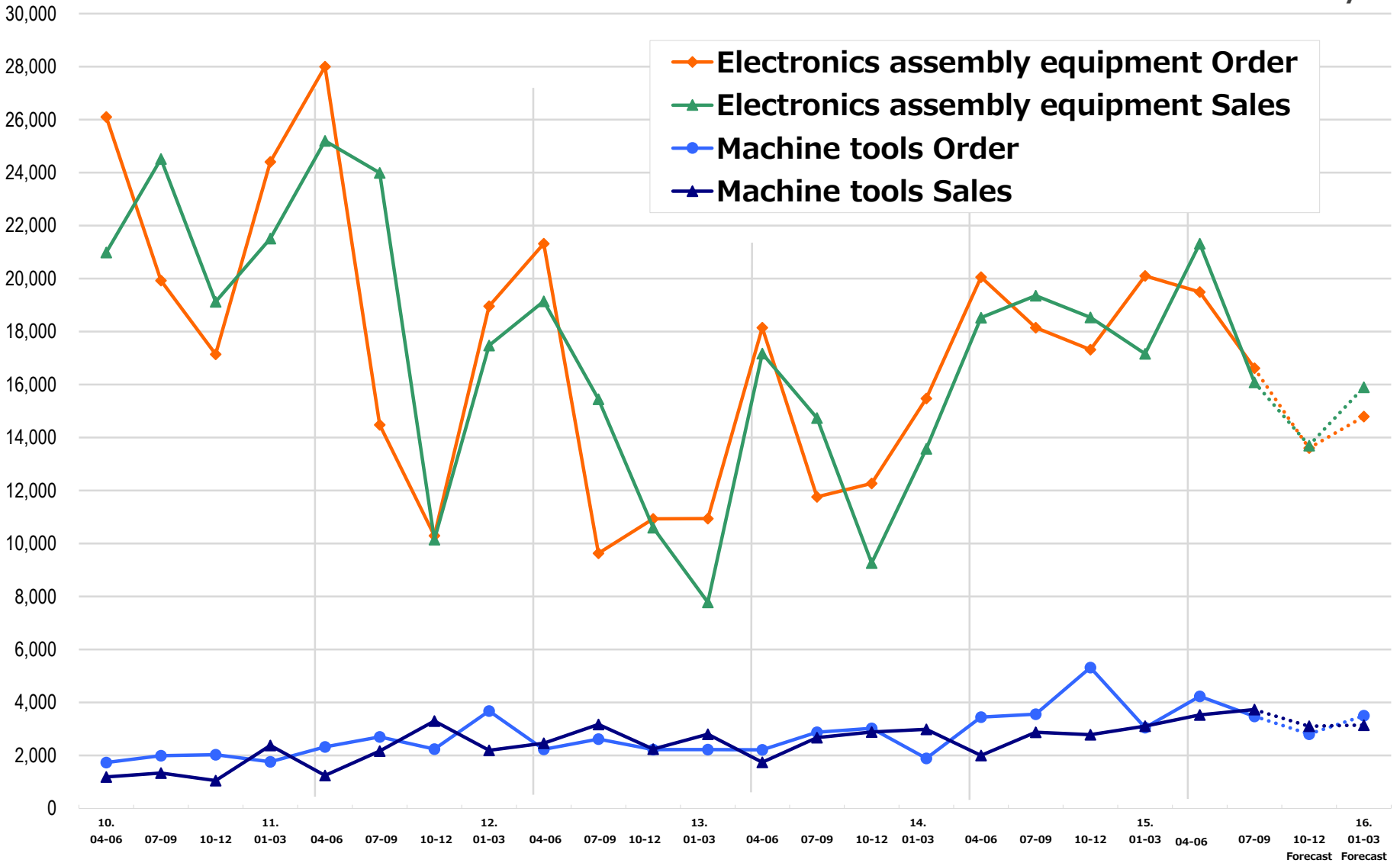
Non-Consolidated Sales by Models (million yen)



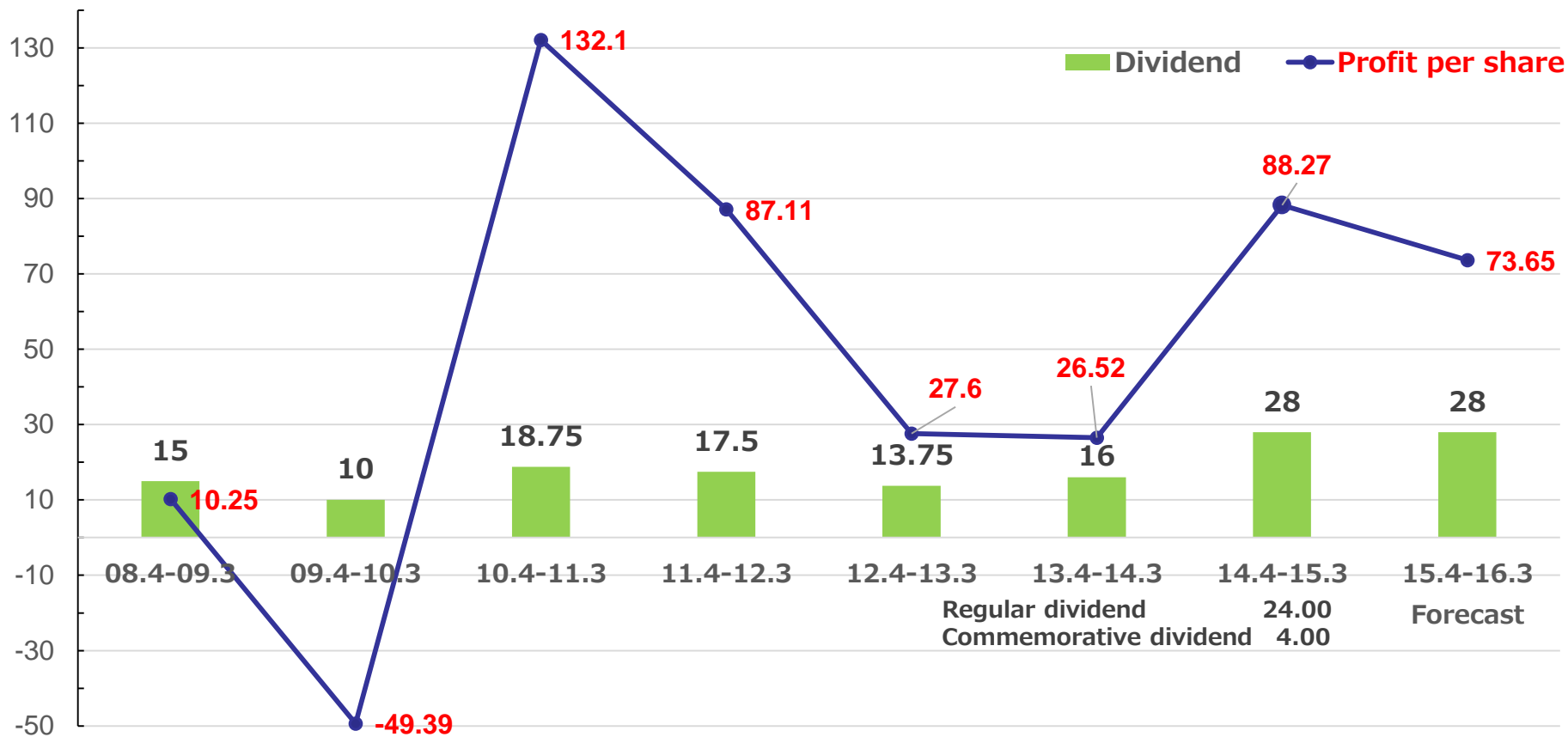
Consolidated Forecast

Quarterly Orders/Sales

(million yen)



Dividend and Profit per share



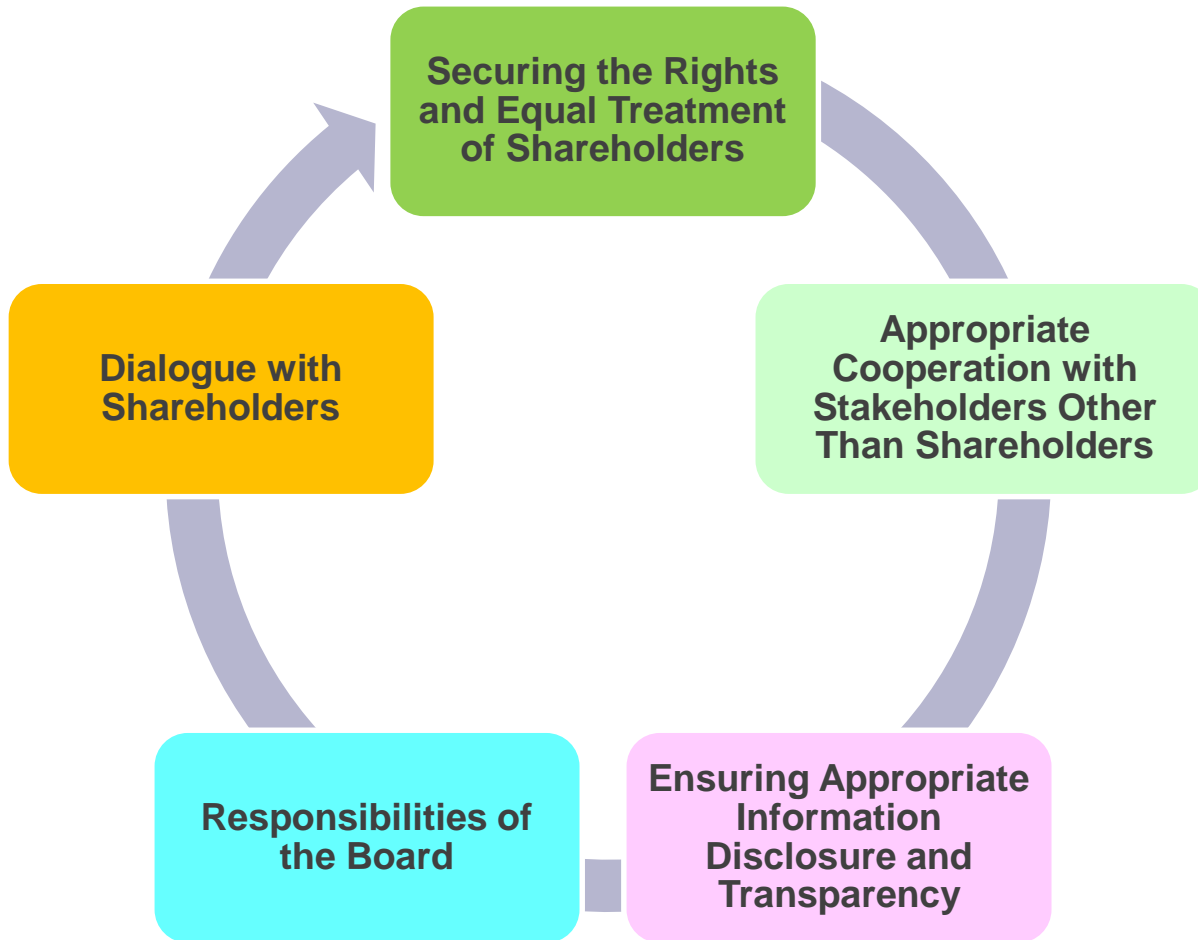
	08.4-09.3	09.4-10.3	10.4-11.3	11.4-12.3	12.4-13.3	13.4-14.3	14.4-15.3	15.4-16.3 Forecast
Payout Ratio	146.3%	△20.2%	14.2%	20.1%	49.8%	60.3% (45.2%)	31.7% (27.2%)	38.0%

Note: On January 1, 2013 a stock split of 2 for 1 ordinary shares was executed. Calculated supposing this stock split was performed on April 1, 2008.

() Payout Ratio for regular dividend

Corporate Governance Code

FUJI is improving corporate value based on Corporate Governance Code.



1. Securing the rights and equal treatment of shareholders

- Information disclosed in English
- Electric disclosure of notice calling a general shareholders meeting beforehand

2. Appropriate cooperation with stakeholders other than shareholders

- Ensure diversity including empowering female employees
- Establish bonds with suppliers and local communities
- Ensure a lively working environment

3. Ensuring appropriate information disclosure and transparency

- Disclose information by corporate governance reports
- Disclose information on website in an appropriate and timely manner

4. Responsibilities of the board

- Timely decision making by the board and quick management and clear responsibilities by executive officers
- Independent outside directors play active roles

5. Dialogue with shareholders

- Regular IR/SR meetings

Electronics Assembly Robot

Fuji Smart Factory



Auto Head Cleaner



Auto Splicing Unit



Nozzle Cleaner



Reel Loader

Labor saving support for production

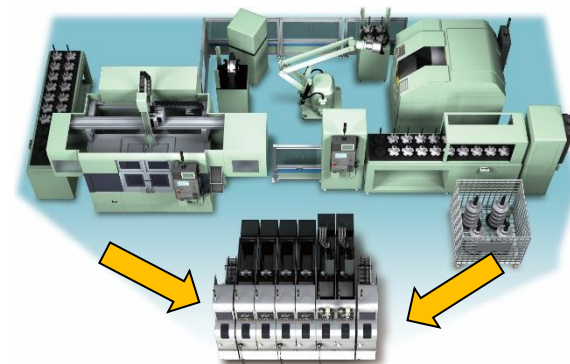
Machine Tools

Miniature factory with various DLFn modules

Perfect Automation



Improved area productivity



FUJI's Innovative Robotic Technology

Smart Factory

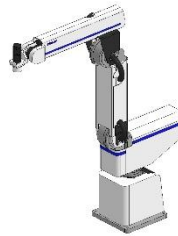
Miniature factory



High accuracy
& productivity



Development of innovative robotics



The 6th Robot Awards



High accuracy
and productivity,
low impact

Automation Technology

Image
processing

IoT
equipment
information
collection

Traceability

Automatic
changeover

High speed and
accuracy
servo control

Growth Strategy World-leading Robot Manufacturer

SMT equipment (robotic electronic component mounters)

Machine Tools (incl. robotic material handling)

World-leading Robot Manufacturer

Creating new value with robotics

Effective use of resources and speedy management

