



Materials for

Financial Result Briefing

April 1, 2013 to March 31, 2014

FUJI MACHINE MFG. CO., LTD.

May 2014

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.

■ Financial Results



Consolidated Income Statement

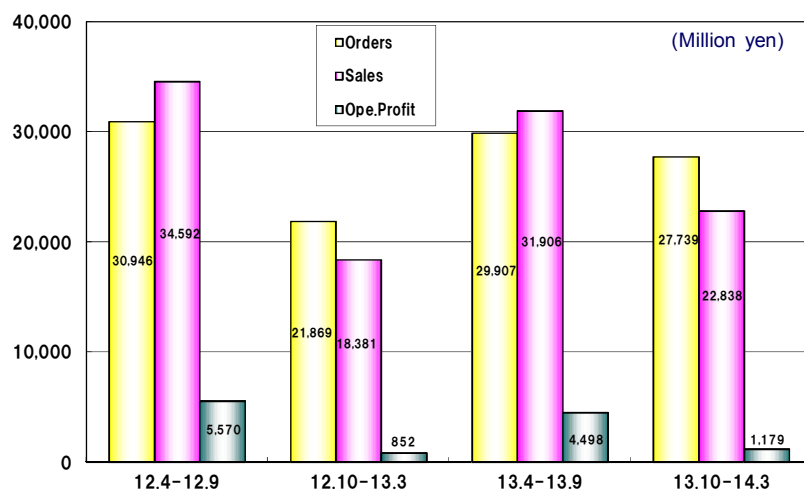
(Million yen)	12.4-13.3 Results	13.4-14.3 Estimate (November 7)	13.4-14.3 Results	% change from previous year	% change from estimate (November 7)
Sales	64,349	63,000	65,565	1.9%	2,565 4.1%
Operating Income	3,913	3,600	3,028	△22.6%	△571 △15.9%
Ratio (%)	6.1%	5.7%	4.6%	△1.5%	△1.1%
Ordinary Income	4,406	3,900	3,786	△14.1%	△113 △2.9%
Net Income	2,698	2,800	2,592	△3.9%	△207 △7.4%
(Yen)					
Net income per share	27.60	28.64	26.52	Remarks We implemented a stock split (two-for-one) on Jan. 01, 2013.	
Dividend per share	22.50	16.00	16.00		

Operating Income Increase/Decrease Analysis

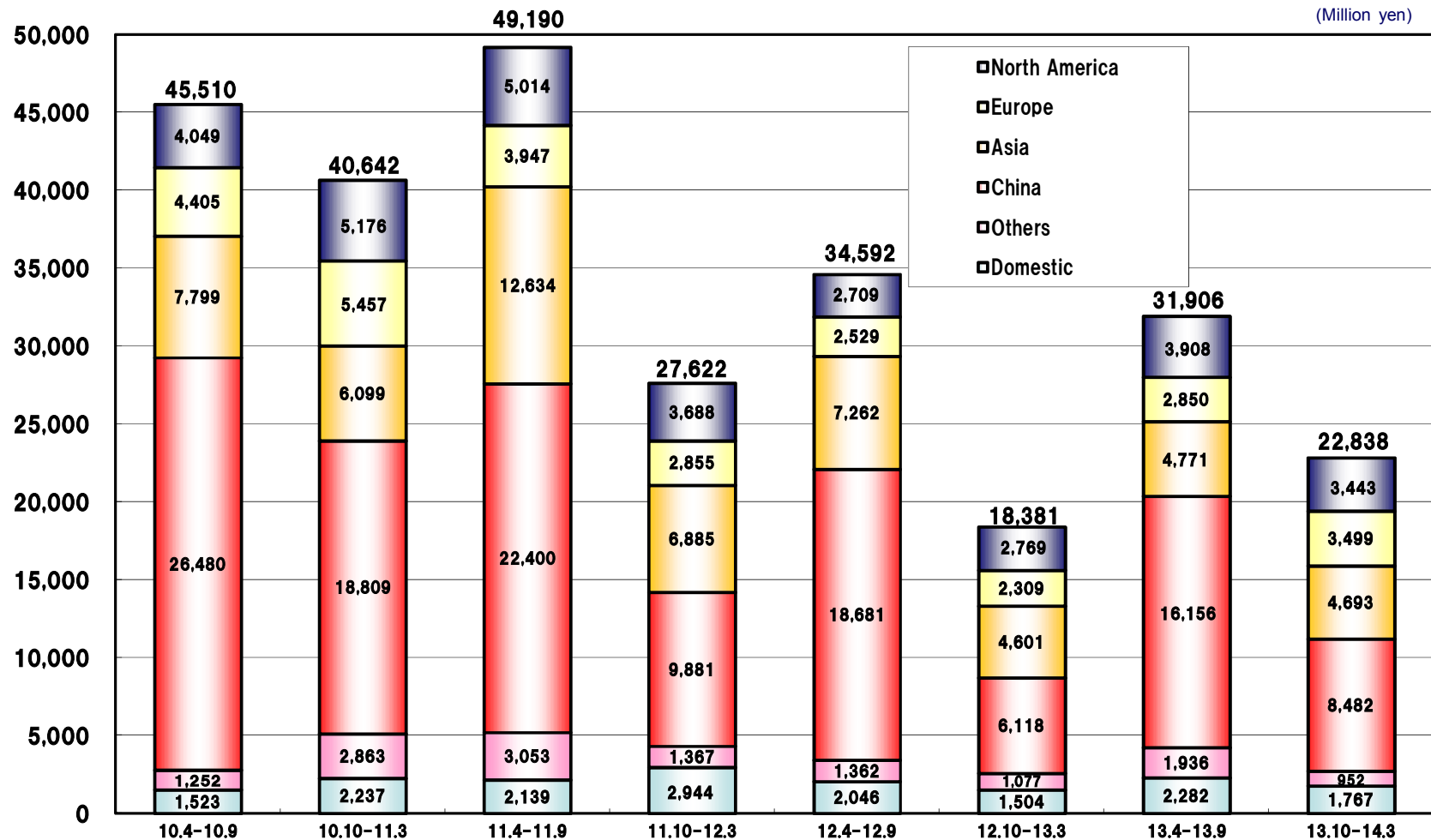


Electronics Assembly Equipment

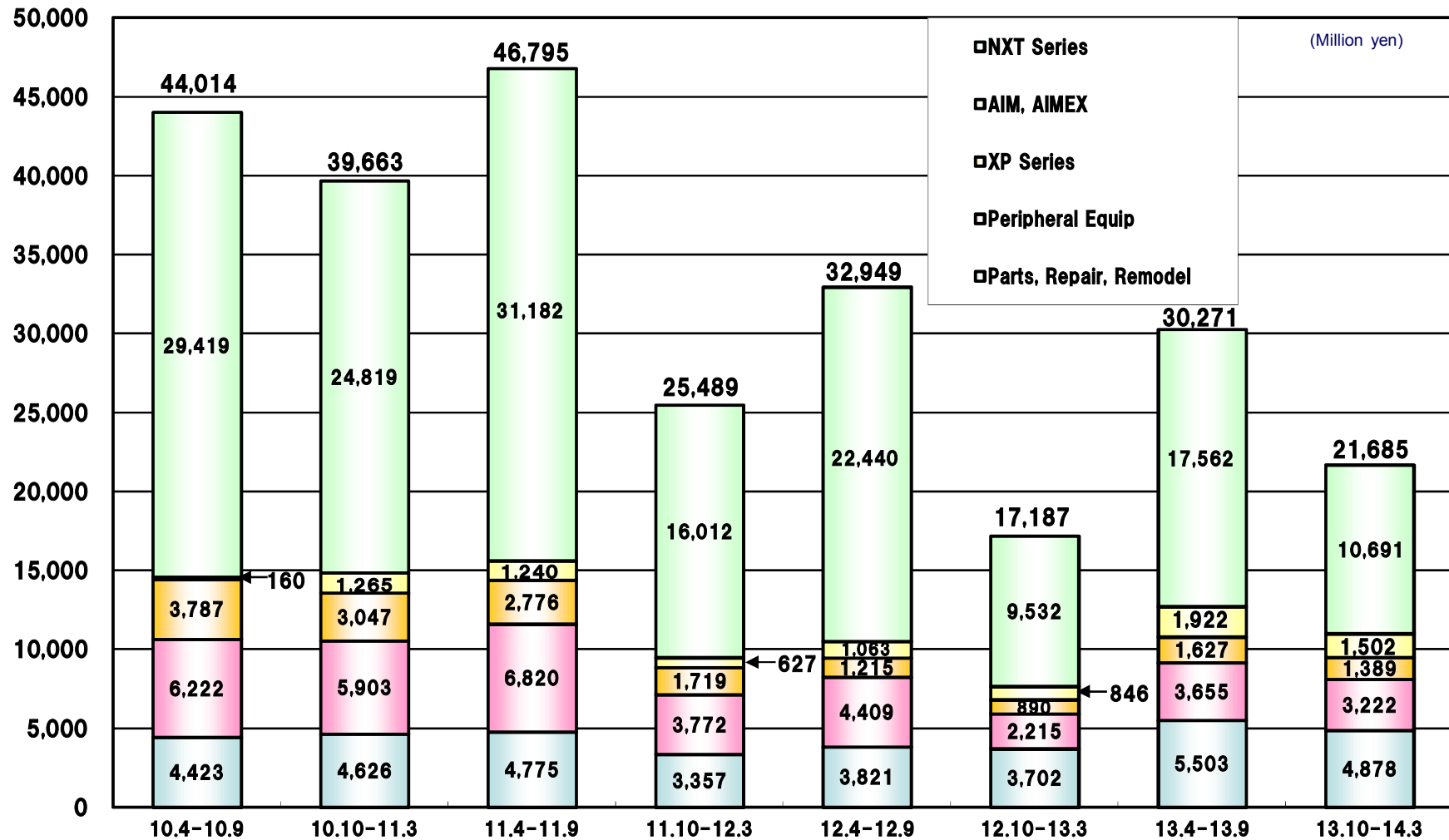
(Million yen)	12.4-13.3 Results	13.4-14.3 Estimate (November 7)	13.4-14.3 Results	% change from previous year	% change from estimate (November 7)
Orders	52,816	52,400	57,646	9.1%	5,246 10.0%
Sales	52,973	52,400	54,744	3.3%	2,344 4.5%
Operating Income	6,423	—	5,677	△11.6%	—
Ratio (%)	12.1%	—	10.4%	△1.7%	—



Electronics Assembly Equipment Sales By Regions

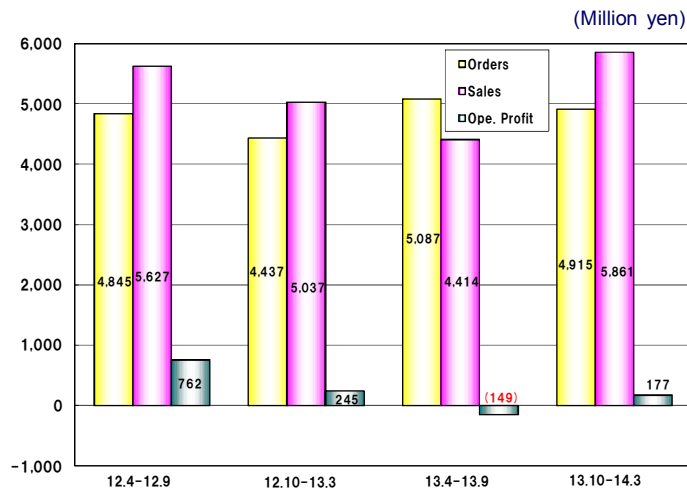


Electronics Assembly Equipment Sales By Models



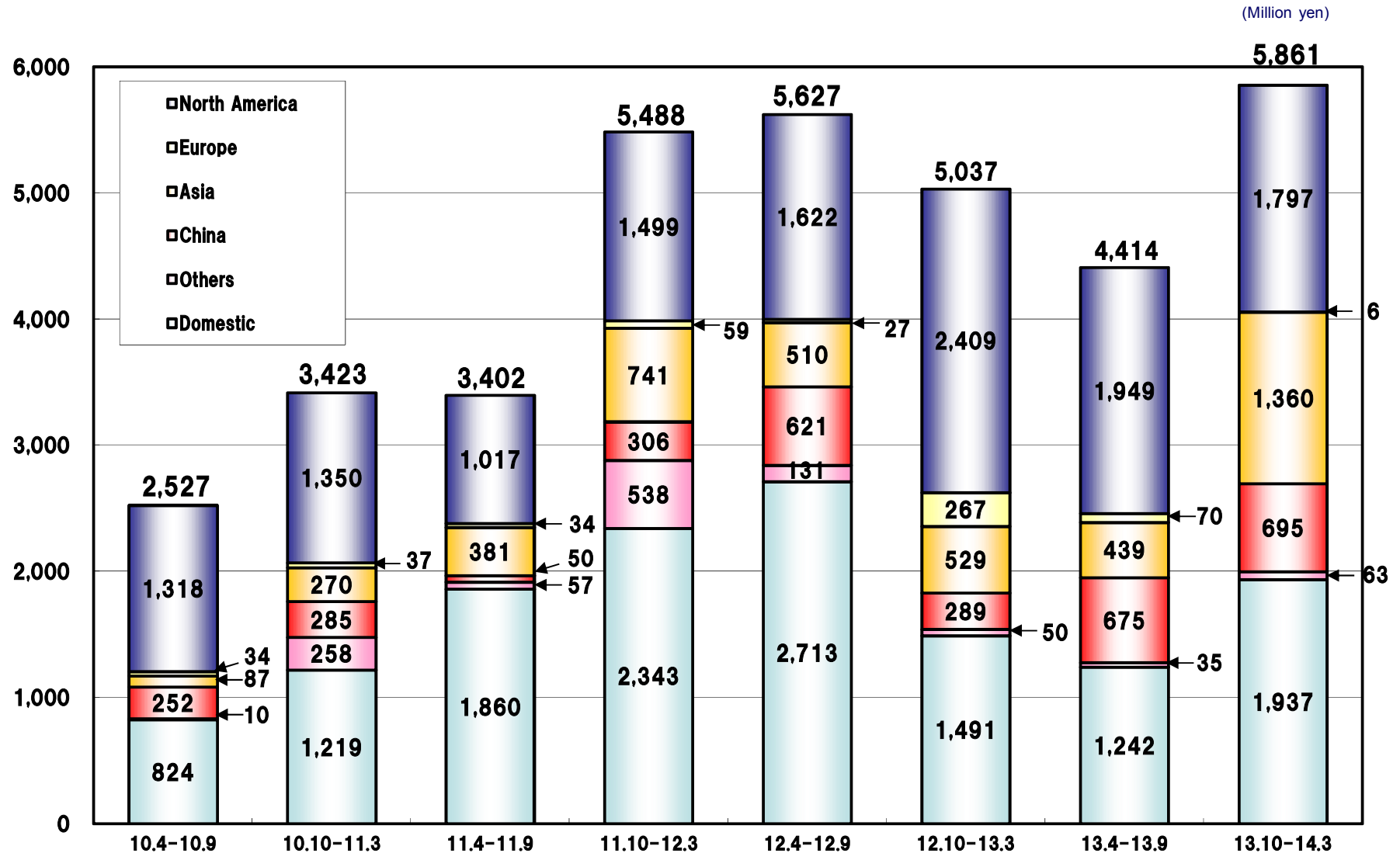
Machine Tools

(Million yen)	12.4-13.3 Results	13.4-14.3 Estimate (November 7)	13.4-14.3 Result	% change from previous year	% change from estimate (November 7)
Orders	9,283	12,100	10,002	7.7%	△2,097 △17.3%
Sales	10,664	10,100	10,275	△3.6%	175 1.7%
Operating Income	1,007	—	27	△97.3%	—
Ratio (%)	9.4%	—	0.3%	△9.1%	—

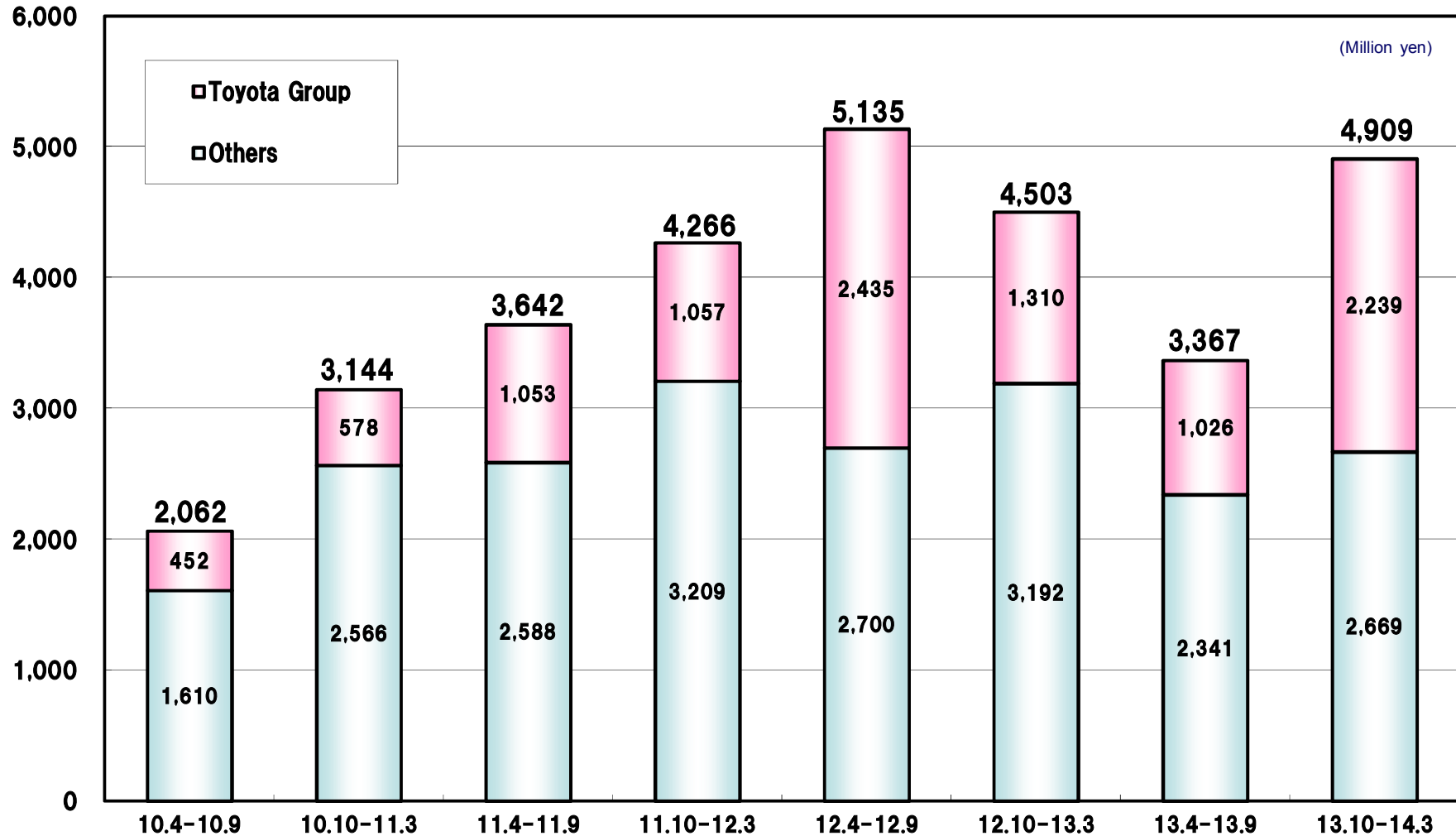


TN300

Machine Tool Sales By Regions



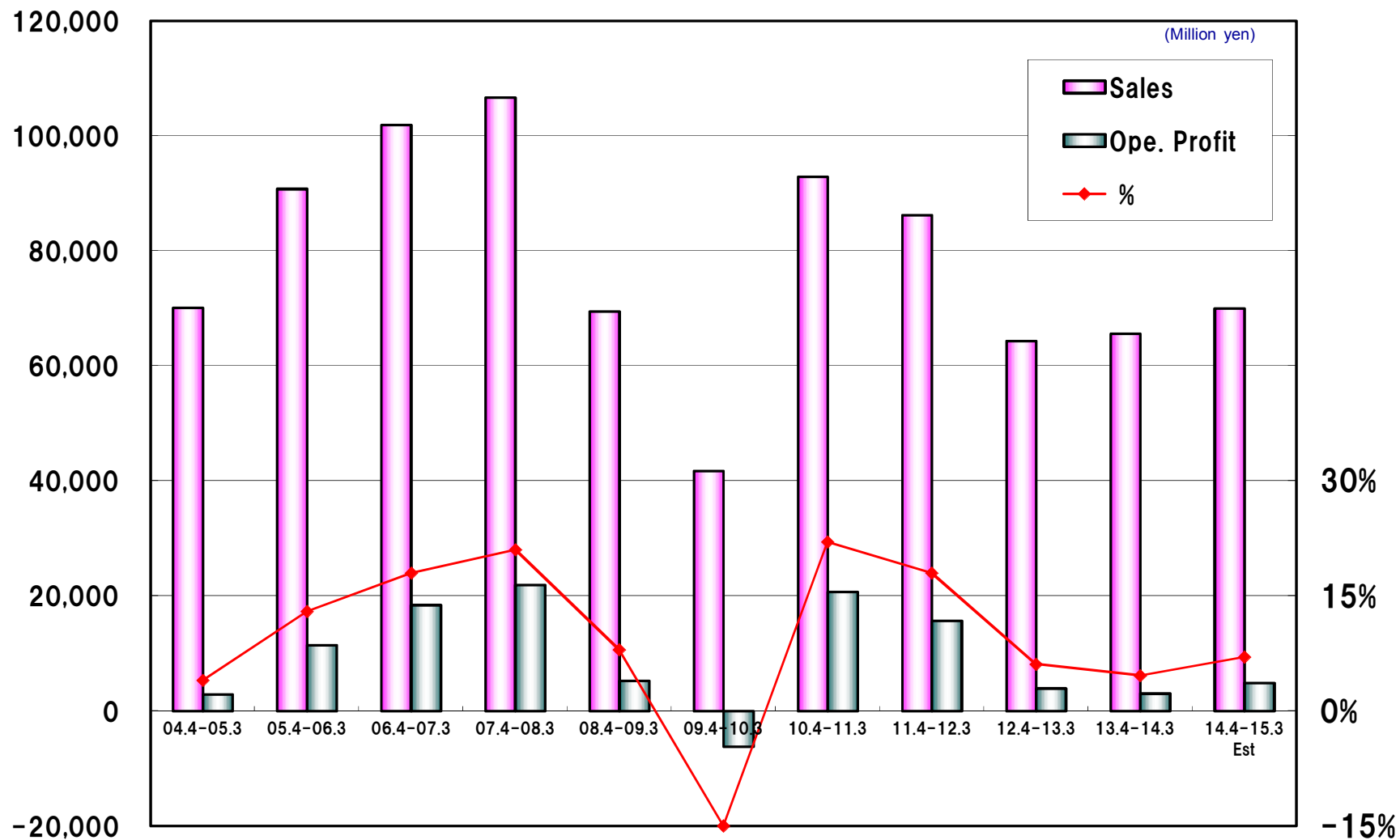
Machine Tool Sales By Main Users



Consolidated Sales/Earnings Estimate

(Million yen)	13.4-14.3 Results	14.4-14.9 Estimate (May 8)	14.4-15.3 Estimate (May 8)	% change from previous year
Sales	65,565	38,000	70,000	6.8%
Operating Income	3,028	3,800	4,900	61.8%
Ratio (%)	4.6%	10.0%	7.0%	2.4%
Ordinary Income	3,786	3,900	5,000	32.1%
Net Income	2,592	2,700	3,400	31.1%
(Yen)				
Net Income per share	26.52	27.62	34.78	
Dividend per share	16.00	8.00	16.00	

Consolidated Sales/Operating Income Transit

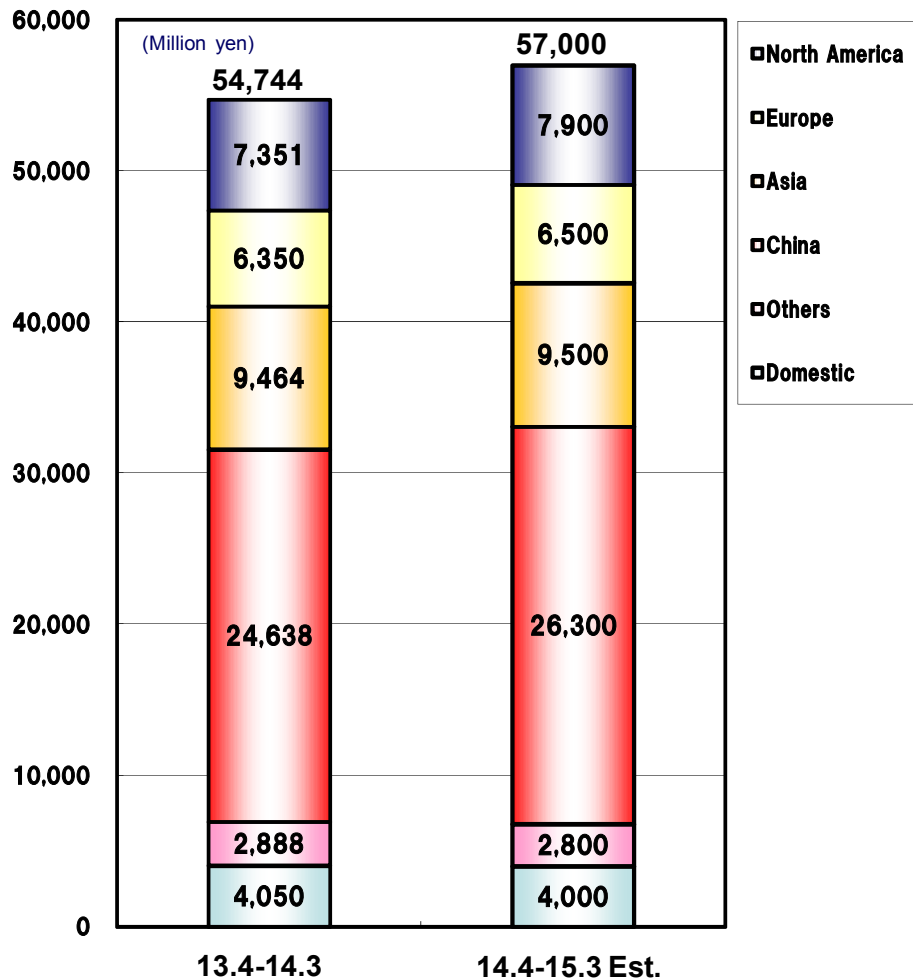


Consolidated Segment Information

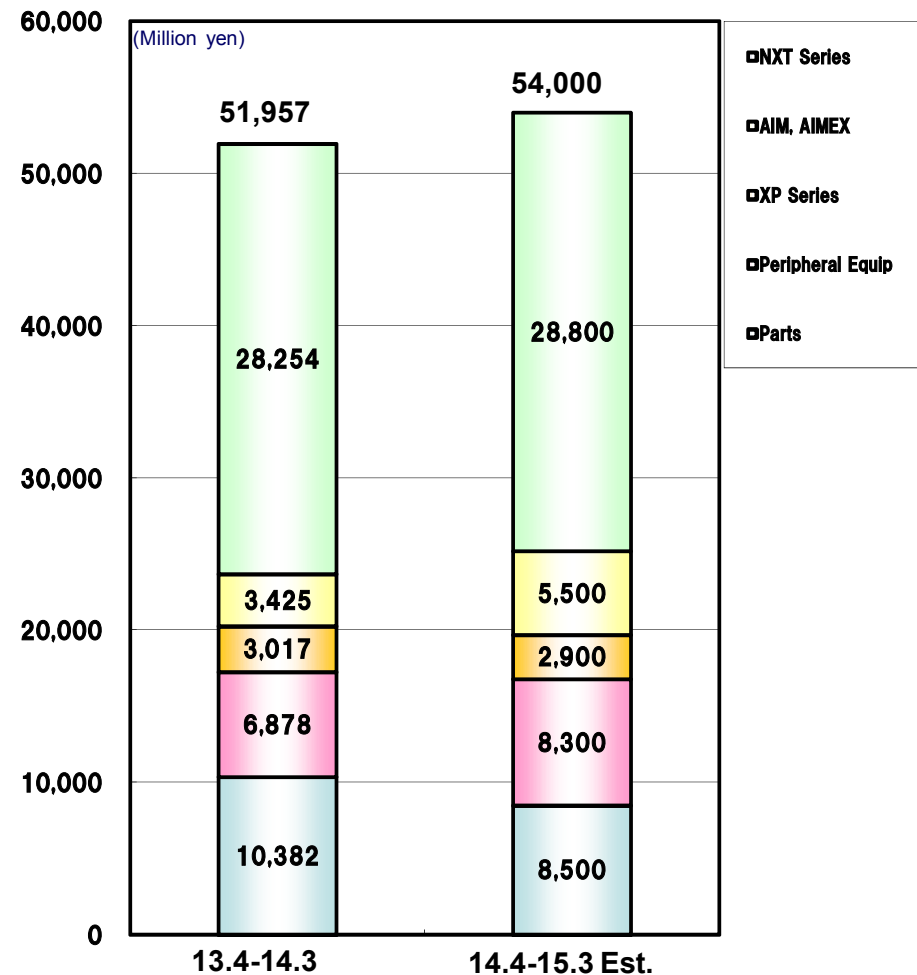
(Million yen)	Orders			Sales			Order Backlog		
	13.4-14.3 Results	14.4-15.3 Estimate (May 8)	% change from previous year	13.4-14.3 Results	14.4-15.3 Estimate (May 8)	% change from previous year	14.3 Results	15.3 Estimate (May 8)	% change from previous year
Electronics Assemble Equip.	57,646	59,000	2.3%	54,744	57,000	4.1%	9,645	11,645	20.7%
Machine Tools	10,002	13,000	30.0%	10,275	12,000	16.8%	3,812	4,812	26.2%
Others	619	1,000	61.4%	545	1,000	83.4%	129	129	0.0%
Total	68,269	73,000	6.9%	65,565	70,000	6.8%	13,587	16,587	22.1%

Electronics Assembly Equipment

Consolidated Sales By Region

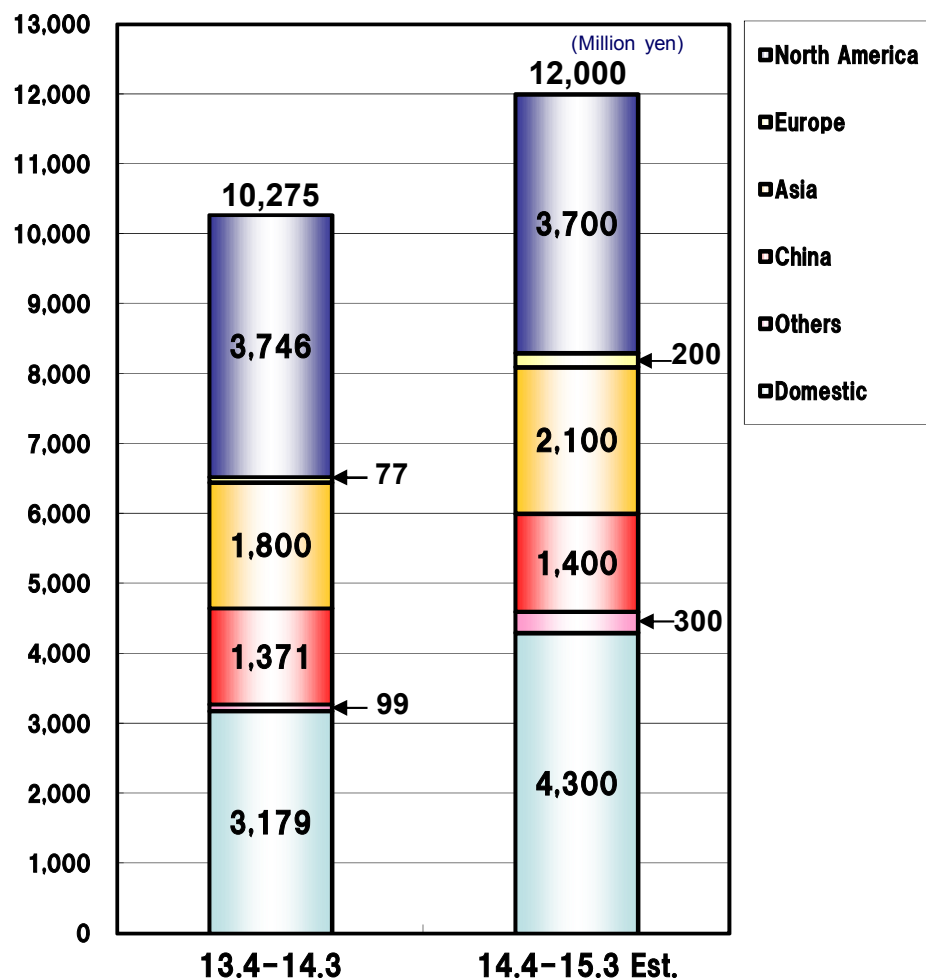


Sales By Models (not consolidated)

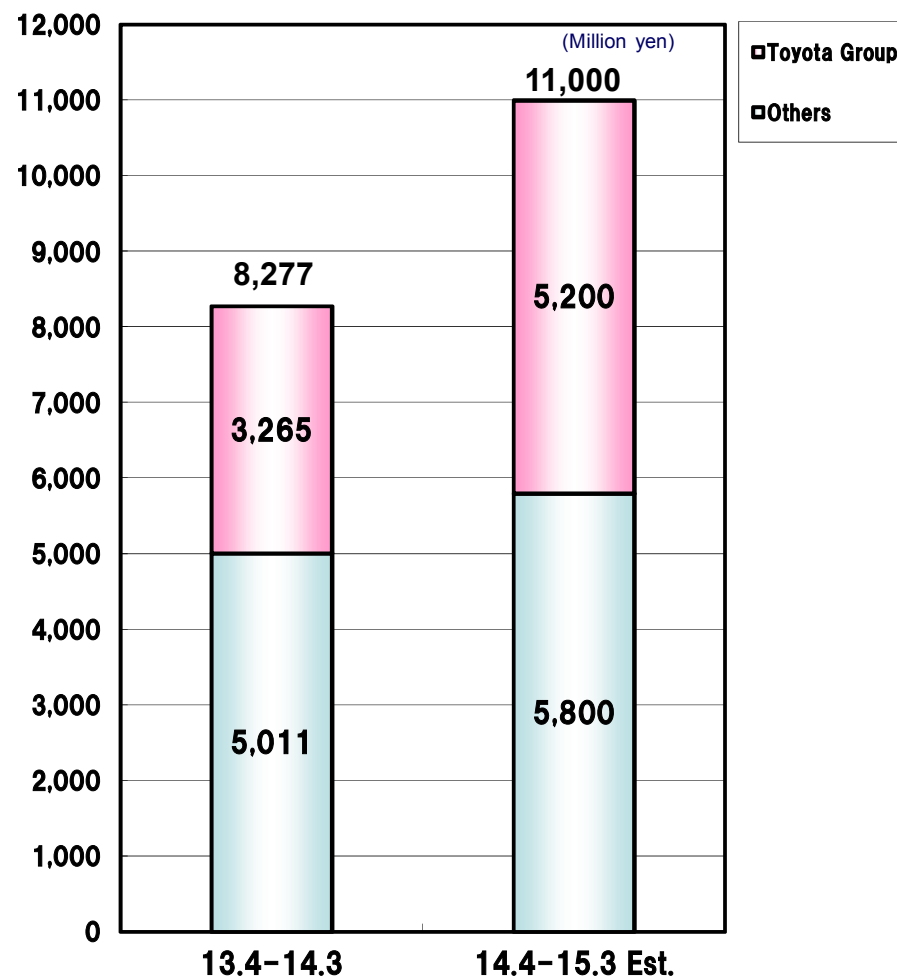


Machine Tools

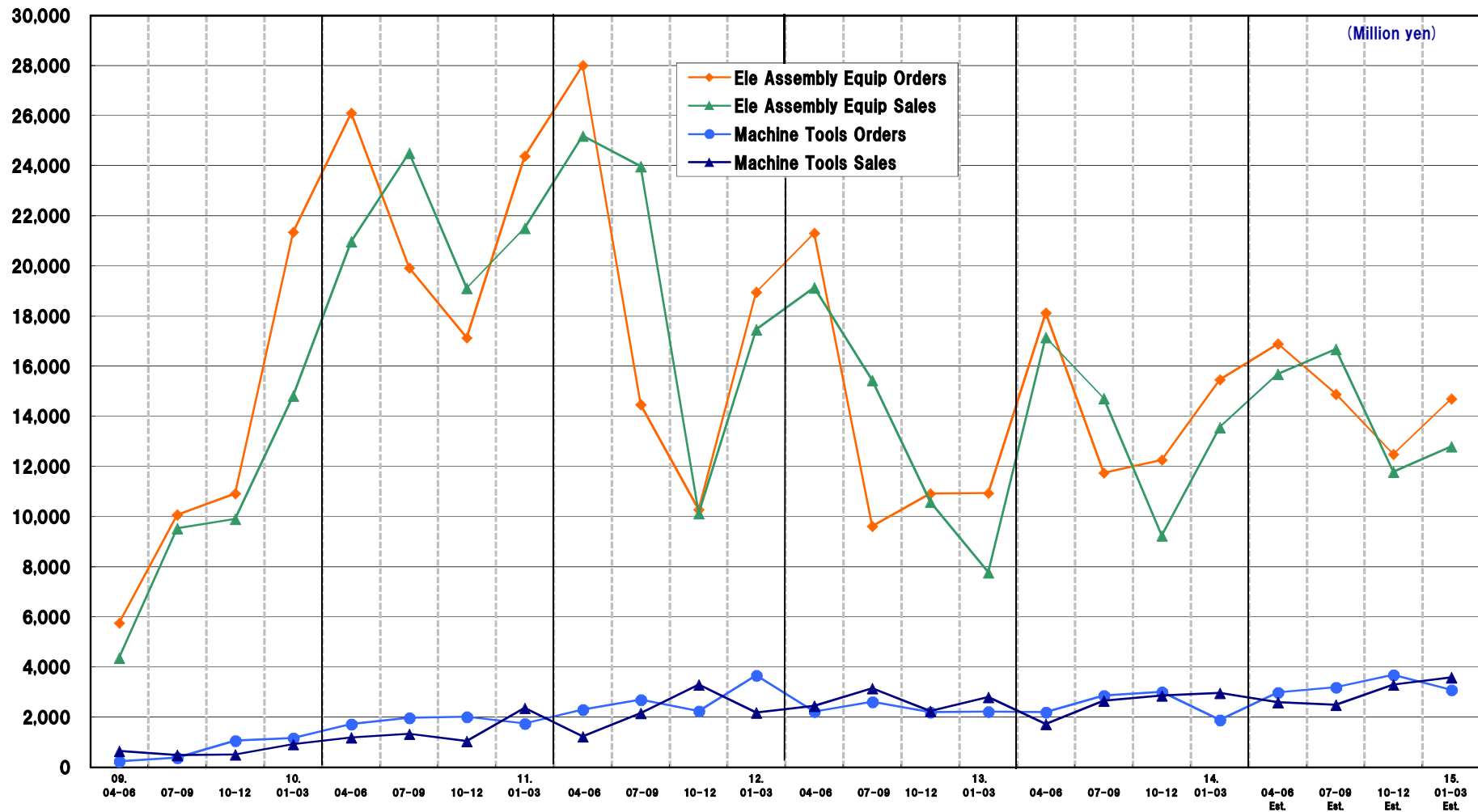
Consolidated Sales By Region



Sales By Main Users (not consolidated)



Quarterly Consolidated Orders/Sales





FUJI
innovative spirit