



Materials for

Financial Result Briefing

From April 1 to September 30, 2016

FUJI MACHINE MFG. CO., LTD.

November 2016

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

(Million Yen)

	15.4-9 Results	16.4-9 Results	Change from previous year	16.4-9 Forecast	Change from Forecast
Orders	44,397	44,375	▲22 ▲0.04%	45,000	▲625
Sales	45,284	42,404	▲2,880 ▲6.4%	45,000	▲2,596
Operating Income	6,914	4,890	▲2,024 ▲29.3%	5,700	▲810
Ordinary Income	7,268	4,679	▲2,589 ▲35.6%	5,900	▲1,221
Net Income	4,922	3,264	▲1,658 ▲33.7%	4,100	▲836

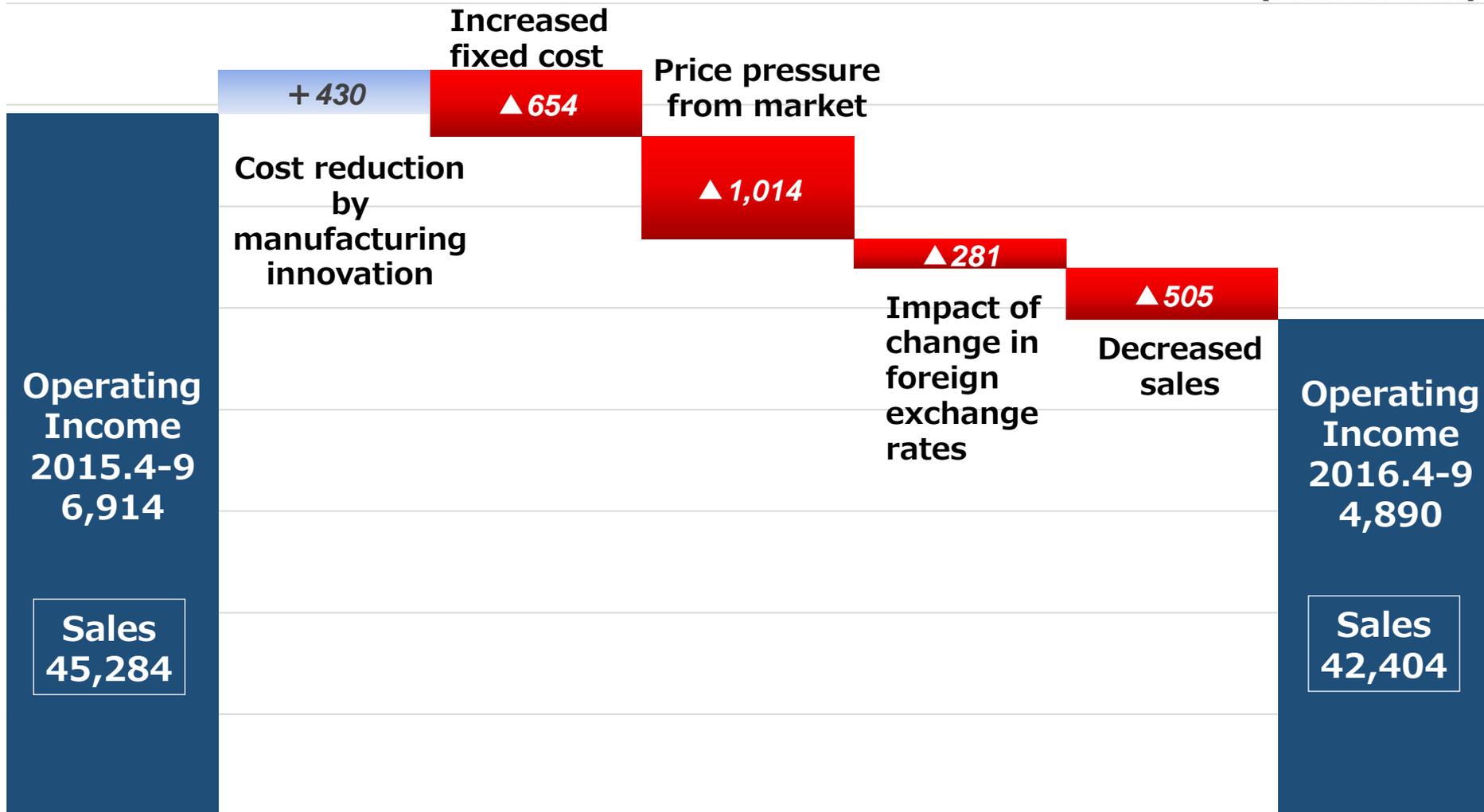
* Including the estimated differences relating to a reservation for employee's retirement allowance in the operating income, about ¥750 Million as minus cost. Eventually total impact to operating income (2017 March FYE) could be about minus ¥1,490 Million.

(Yen)

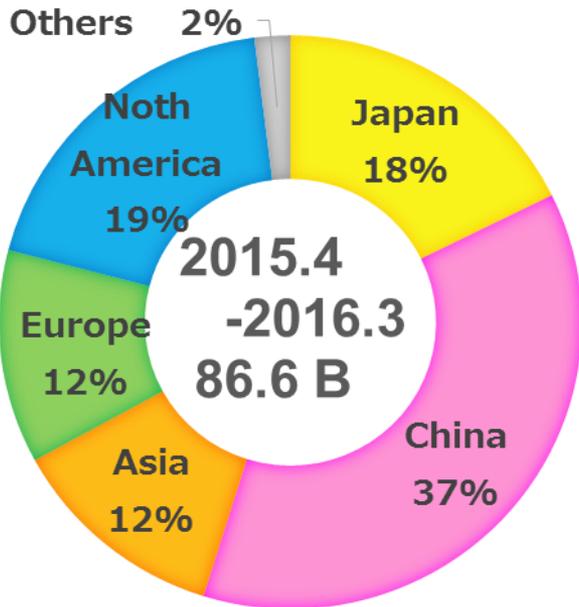
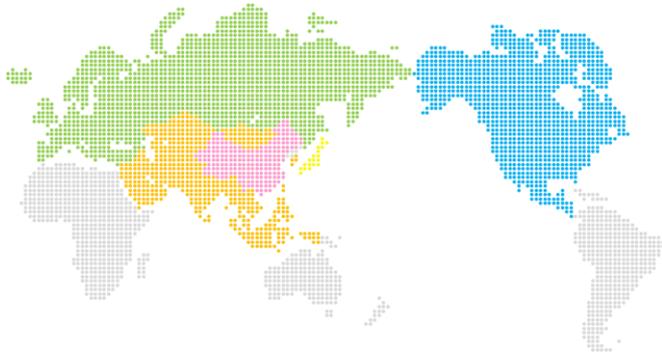
Net Income per share	50.35	34.59	▲15.76	42.65	▲8.06
Dividends per share	14.00	15.00	+1.00	15.00	0

Operating Income Increase/Decrease Analysis

(Million Yen)



Sales by Geographic region

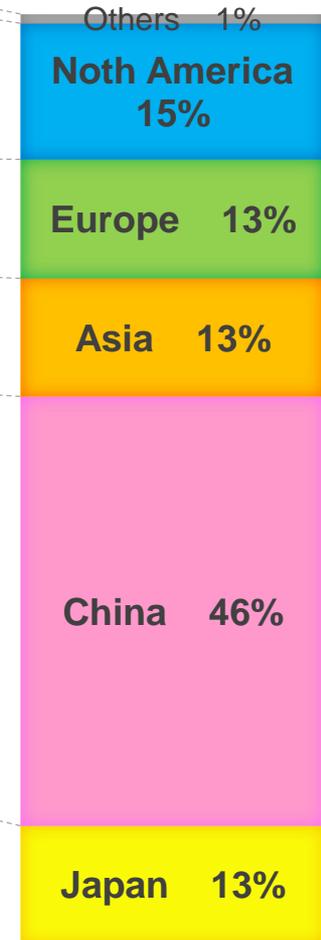


45.3
Billion Yen



2015.4-9

42.4
Billion Yen



2016.4-9

Segment Statement

(Million Yen)

Robotic Solutions	15.4-9 Results	16.4-9 Results	Change from Previous year	16.4-9 Forecast	Change from Forecast
Orders	36,111	38,650	2,539	37,000	1,650
Sales	37,403	36,879	▲524	37,000	▲121
Operating Income	8,167	7,309	▲858	-	-
Order Backlog	10,396	11,082	686	-	-

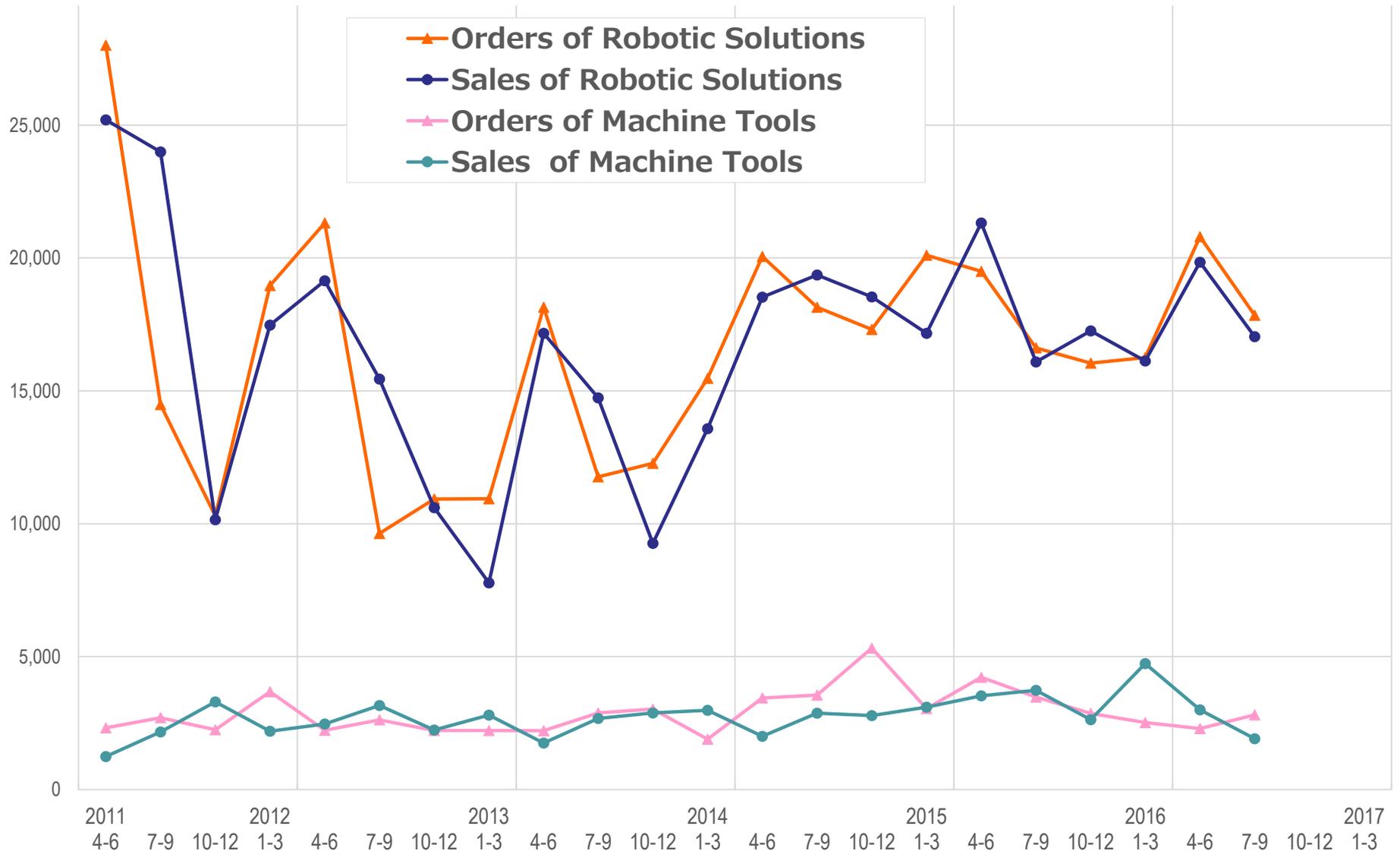
The segment name Electronics Assembly Equipment is changed to Robotic Solutions from this Fiscal Year Statement.

(Million Yen)

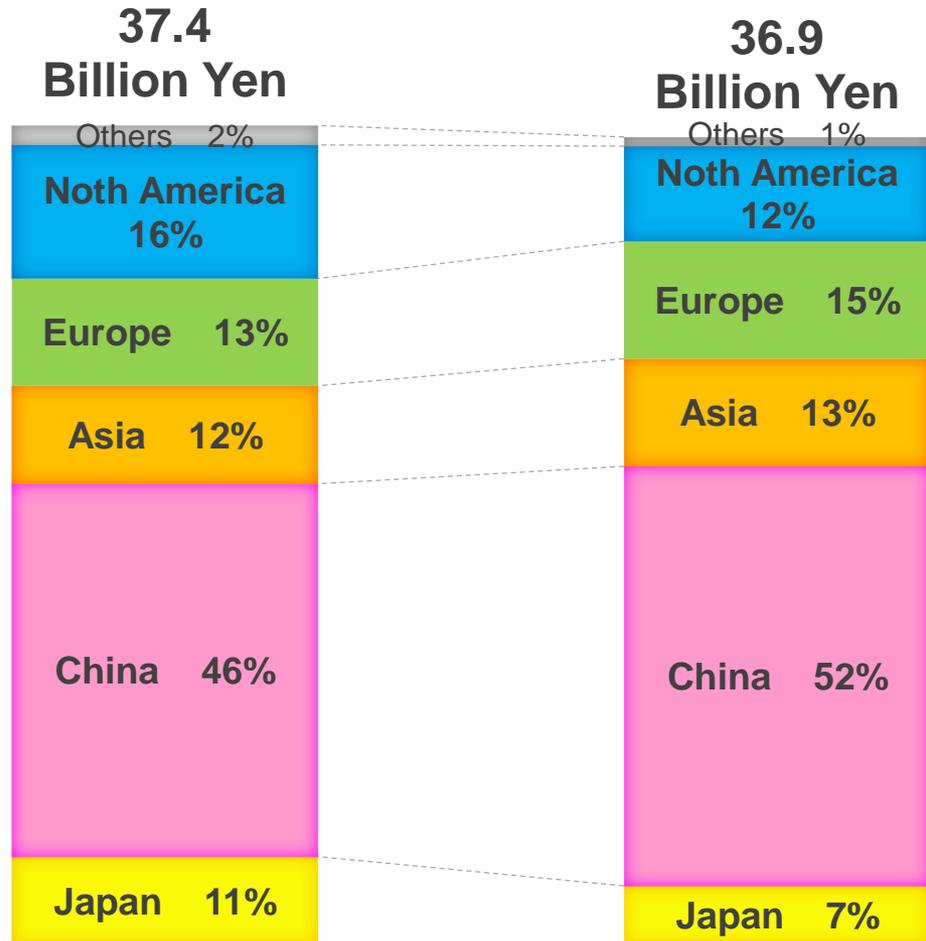
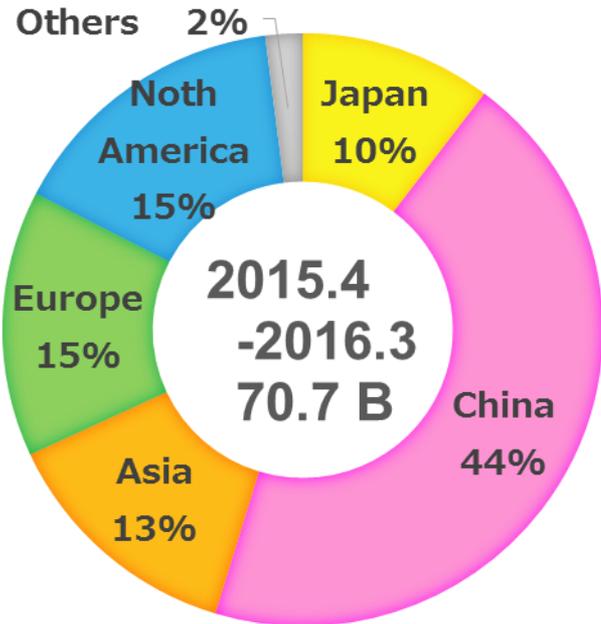
Machine Tools	15.4-9 Results	16.4-9 Results	Change from Previous year	16.4-9 Forecast	Change from Forecast
Orders	7,702	5,099	▲2,603	7,000	▲1,901
Sales	7,255	4,907	▲2,348	7,000	▲2,093
Operating Income	275	▲416	▲691	-	-
Order Backlog	8,864	7,067	▲1,797	-	-

Orders and Sales Trend

(Million Yen)



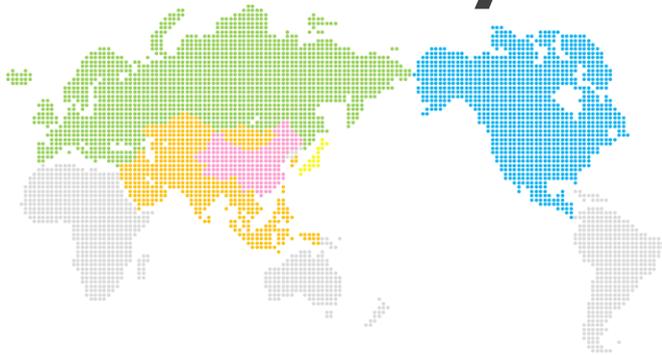
Sales of Robotic Solutions by Geographic region



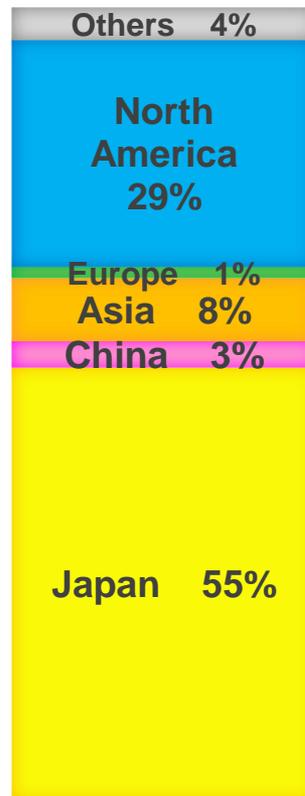
2015.4-9

2016.4-9

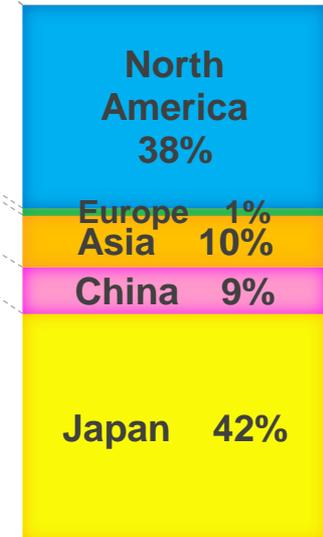
Sales of Machine Tools by Geographic region



7.3 Billion Yen

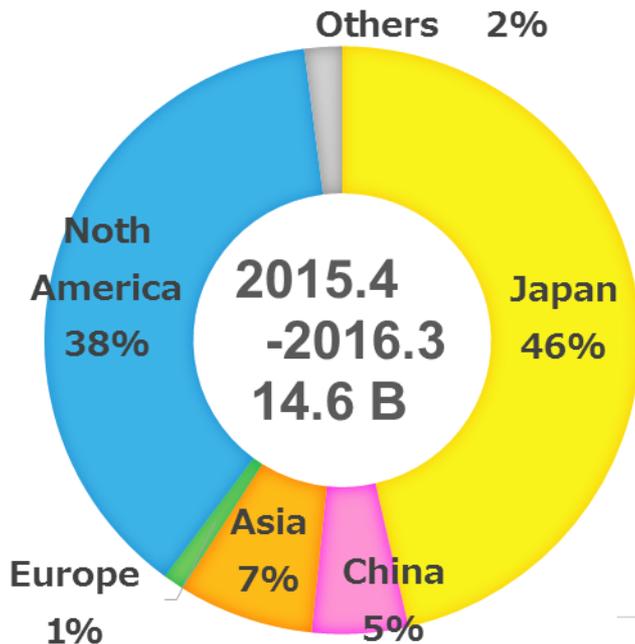


4.9 Billion Yen



2015.4-9

2016.4-9



Sales / Earnings Estimate

Revision of forecast which was announced on May 12, 2016.

(Million Yen)

	15.4-16.3 Results	16.4-17.3 Forecast on May 12	16.4-17.3 Revision of forecast on November 10	Change between previous year and revision of forecast	Change between forecast on May and November
Sales	86,642	87,000	84,000	▲2,642	▲3,000
Operating Income	11,901	10,000	8,200	3,701	▲1,800
Rate of Operating Income	13.7%	11.5%	9.8%	▲3.9pt	▲1.7pt
Ordinary Income	11,991	10,300	8,200	▲3,791	▲2,100
Net Income	7,237	7,300	6,000	▲1,237	▲1,300

(Yen)

Net Income per share	74.13	75.94	63.56	▲10.57	▲12.38
Dividend per share	28.00	30.00	30.00	+2.00	±0

Segment Information

Revision of forecast which was announced on May 12, 2016.

(Million Yen)

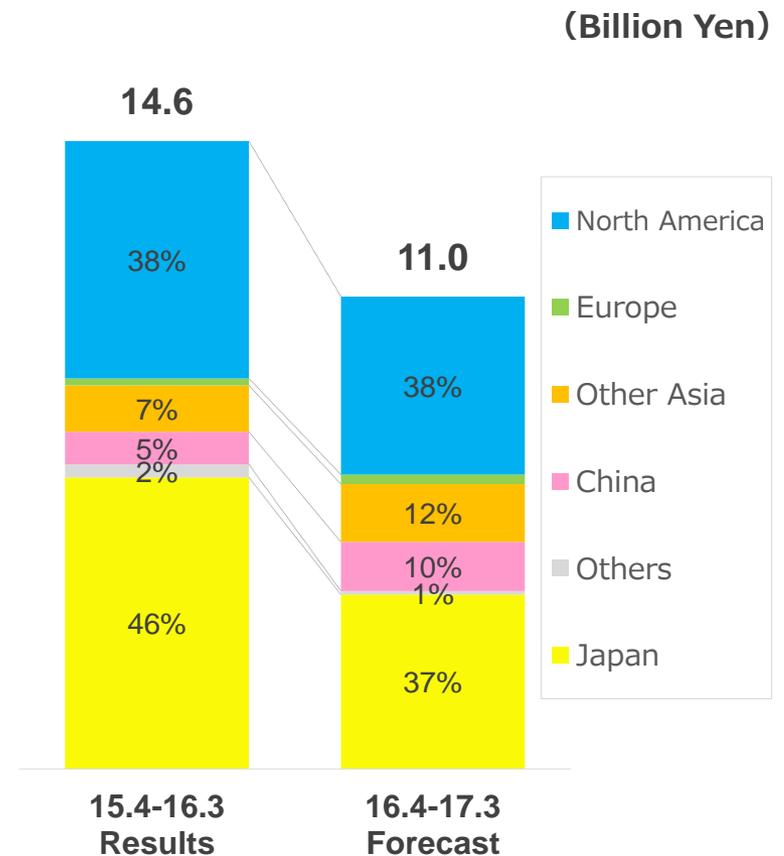
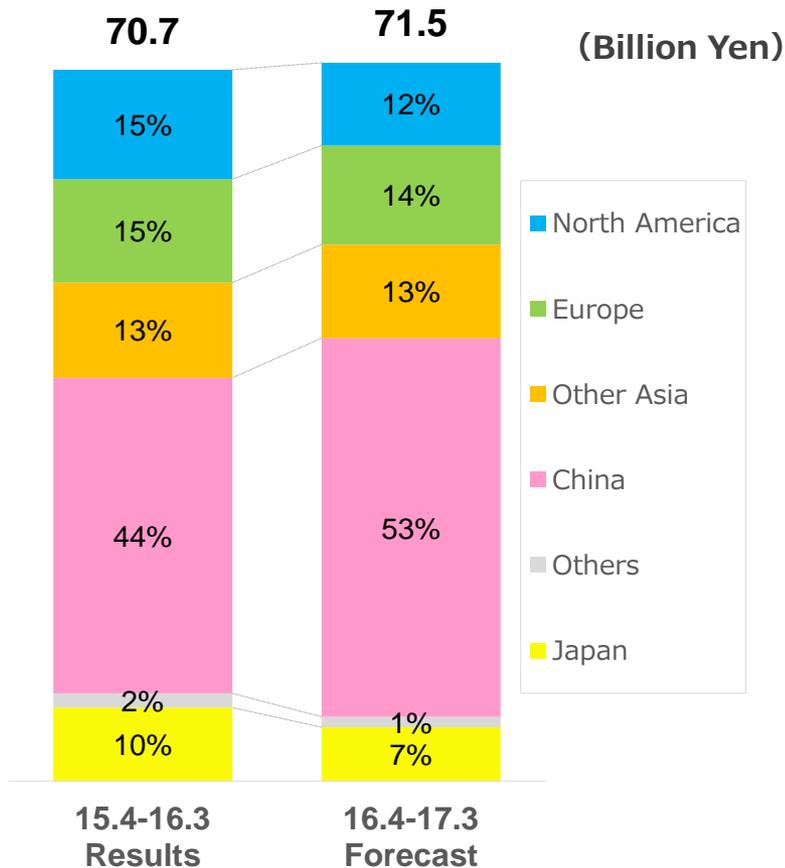
	Orders			Sales		
	15.4-16.3 Results	16.4-17.3 Revision of forecast	Change from previous year	15.4-16.3 Results	16.4-17.3 Revision of forecast	Change from previous year
		Forecast on May 12	Change between forecast on May and November		Forecast on May 12	Change between forecast on May and November
Robot Solutions	68,408	73,000	+4,592	70,786	71,500	+714
		72,500	+500		71,000	+500
Machine Tools	13,080	11,500	▲1,580	14,623	11,000	▲3,623
		14,500	▲3,000		14,000	▲3,000
Others	1,162	1,500	+338	1,232	1,500	+268
		2,000	▲500		2,000	▲500
Total	82,651	86,000	+3,350	86,642	84,000	▲2,641
		89,000	▲3,000		87,000	▲3,000

The segment name Electronics Assembly Equipment is changed to Robotic Solutions from this Fiscal Year Statement.

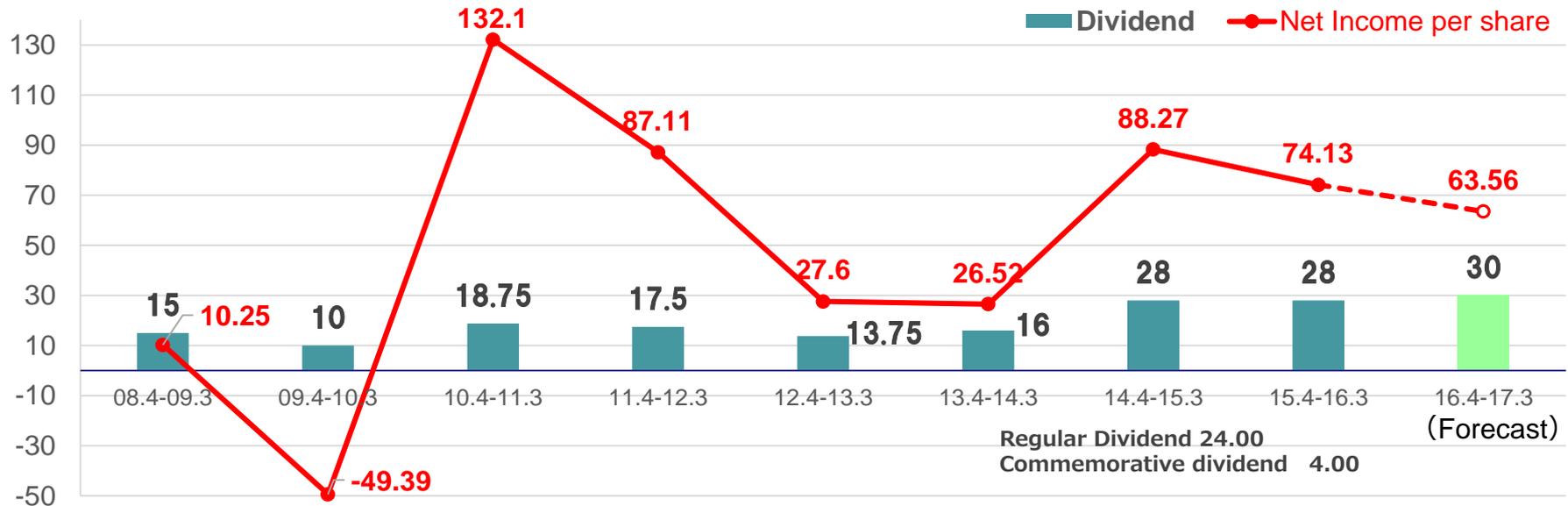
Estimate of Sales by Geographic region

Robotic Solutions

Machine Tools



Net income per shares for the current period and dividend 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	16.4-17.3 Forecast
Payout Ratio	146.3%	△20.2%	14.2%	20.1%	49.8%	60.3% (45.2%)	31.7% (27.2%)	37.8%	47.2%

Note: On January 1, 2013 a stock split of 2 for 1 ordinary shares was executed.

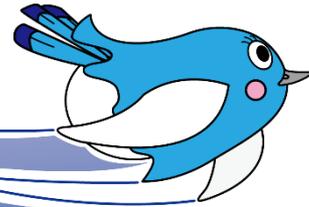
() Payout ratio for regular dividend

Calculated supposing this stock split was performed at the beginning of the FY ending 2009 March.

About the Share repurchase

Maximum 9,000,000 ordinary shares will be acquired by Fuji Machine MFG.CO.,LTD (hereafter "the Company") from March 10.2016 to February 28.2017. Representing 9.21% of shares issued (excluding treasury stock).

Number of shares repurchased until the end of October 2016 was 5,805,300 shares.(See also: 4,822,200 shares were acquired until the end of September 2016.)



FUJI robots lead the innovation