

Materials for

# **Financial Result Briefing**

April 1 to September 30, 2014

### FUJI MACHINE MFG. CO., LTD.

#### November 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





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# **Income Statement**

(Million yen)	13.4-13.9 Results	13.4-14.3 Results	14.4-14.9 Estimate (Aug.7)	14.4-14.9 Results	% change from previous year	% change from Estimate (Aug. 7)		
Sales	36,568	65,565	43,000	43,188	+ 6,619 18.1%	+ 188 0.4%		
Operating Income	2,975	3,028	5,500	5,711	+ 2,736 92.0%	+ 211 3.9%		
Ratio (%)	8.1%	4.6%	12.8%	13.2%	+ 5.1pt	+ 0.4pt		
Ordinary Income	3,363	3,786	5,600	6,025	+ 2,662 79.2%	+ 425 7.6%		
Net Income	2,348	2,592	3,900	4,284	+ 1,936 82.5%	+ 384 9.9%		
(Yen)								
Net income per share	24.02	26.52	39.89	43.83				
Dividend per share	10.00	16.00	8.00	8.00				

### **Operating Income Increase/Decrease Analysis**





Consolidated

**Results** 

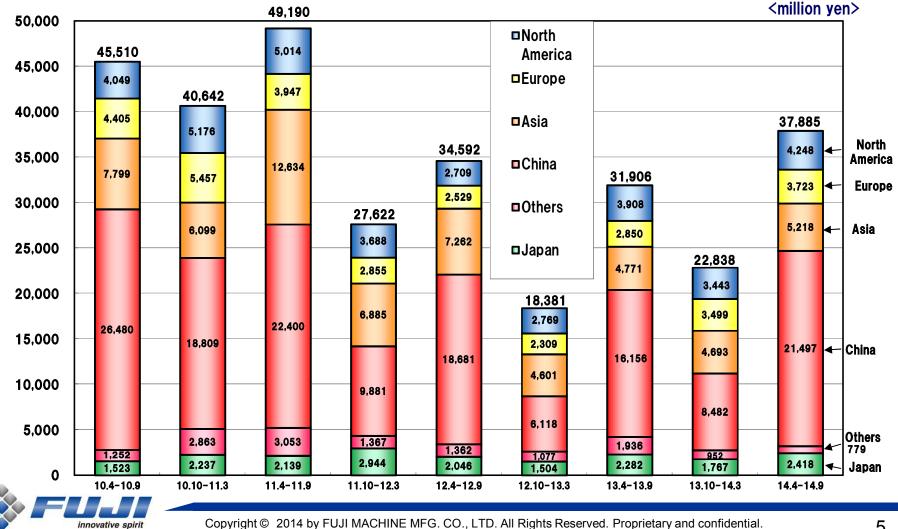
#### **Electronics Assembly Equipment**

(Million yen)	13.4-13.9 13.4-14.3 Result Result		14.4-14.9 Estimate (Aug.7)	Estimate Pacult		% change from Estimate (Aug.7)			
Orders	29,907	57,646	37,000	38,207	+8,299 27.8%	+1,207 3.3%			
Sales	31,906	54,744	38,000	37,885	+5,979 18.7%	∆114 ∆0.3%			
Operating Income	4,498	5,677	-	7,377	+2,879 64.0%	-			
Ratio (%)	14.1%	10.4%	-	19.5%	+5.4pt	-			
40,000 million yen									
30,000 20,000 20,000									
10.000	00 29.907 31.906 27.739 22.838 27.739 22.838 7.377								
0 13.	4-13.9	13.10-14.3	14.4-14.9		Fuji Scalable Placement Platform				



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#### Consolidated **Electronics Assembly Equipment Results Sales By Regions**



Non-consolidated results

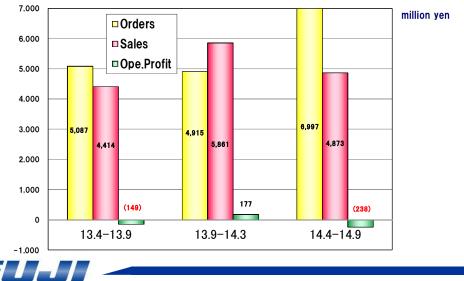
### **Electronics Assembly Equipment Sales By Models**

<million yen> 50.000 **NXT** Series 46.795 44.014 45.000 ■XP Series 39,663 40.000 Peripheral Equip 36,423 35.000 ■Parts. Repair. Remodel 32.949 30.271 31,182 30.000 29,419 24,819 25.489 20,720 - NXT 25,000 21,685 22,440 17.562 20.000 17,187 16.012 10,691 15.000 1.240 🛏 AIM, AIMEX **160 1,2<u>65</u>** 1.720 XP 1.288 2,776 9,532 3,787 3,047 1.922 10,000 1,502 - Peripheral 1,627 5.406 €627 1.063 1.389 Equip 6.820 1,719 6,222 5.903 **←**846 3,655 3,222 890 4,409 3,772 5.000 2,215 7.286 Parts etc 5,503 4.775 4.878 4.626 4.423 3.357 3,821 3.702 0 10.4-10.9 10.10-11.3 11.4-11.9 11.10-12.3 12.4-12.9 12.10-13.3 13.4-13.9 13.10-14.3 14.4-14.9 Copyright © 2014 by FUJI MACHINE MFG. CO., LTD. All Rights Reserved. Proprietary and confidential. innovative spirit

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# **Machine Tools**

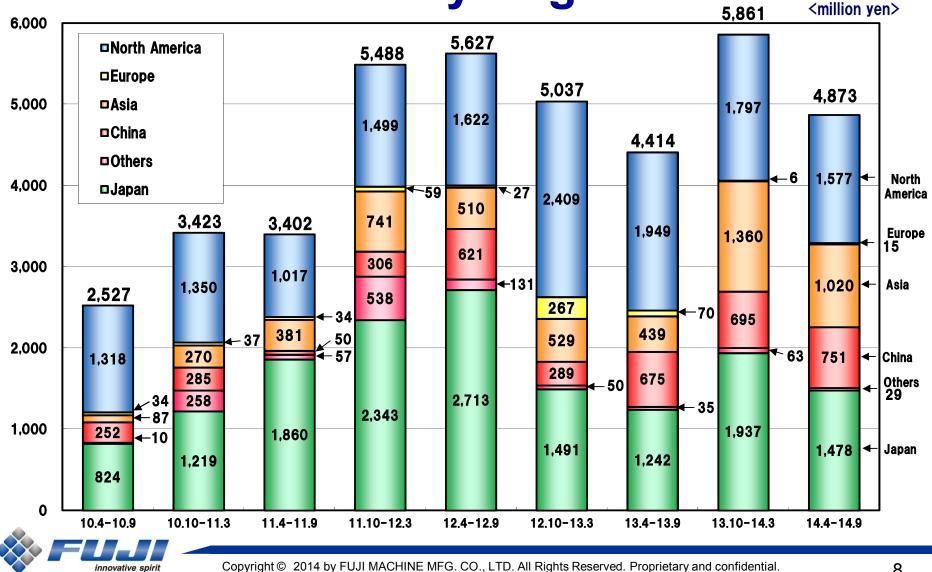
(Million yen)	13.4-13.9 Results	13.4-14.3 Results	14.4-14.9 Estimate (Aug. 7)	14.4-14.9 Results	% change from previous year	% change from Estimate (Aug. 7)
Orders	5,087	10,002	6,000	6,997	+1,910 37.6%	+997 16.6%
Sales	4,414	10,275	4,500	4,873	+458 10.4%	+ 373 8.3%
Operating Income	∆149	27	—	<b>∆238</b>	∆88 —	-
Ratio (%)	∆3.4%	0.3%	-	▲4.9%	<b>∆1.5</b> pt	—





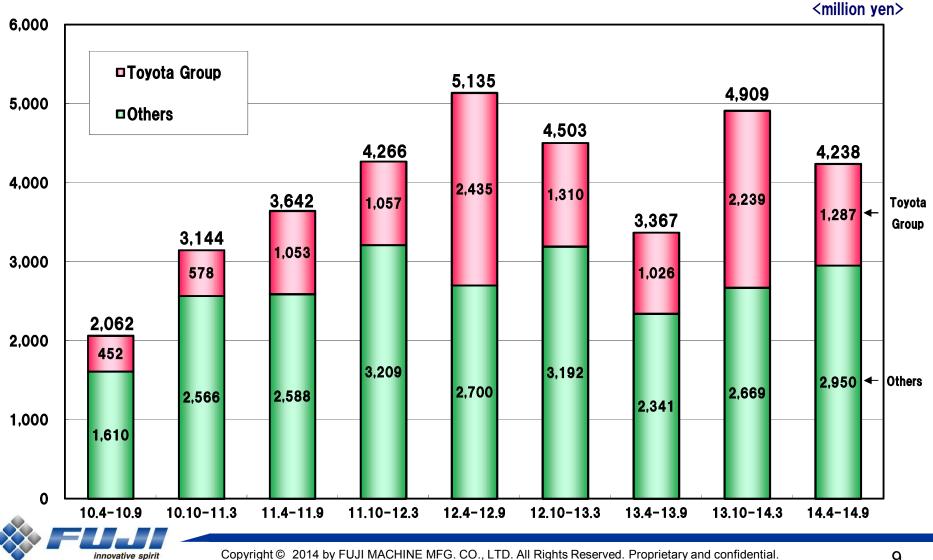


## **Machine Tool Sales By Regions**



Non-consolidated results

### **Machine Tool Sales By Main Users**



# **Sales/Earnings Estimate**

(Million yen)	13.4-14.3 Results	14.4-15.3 Estimate (Aug. 7)	14.4-15.3 Estimate (Nov. 6)	% change from previous year	
Sales	65,565	75,000	75,000	+9,434 14.4%	
Operating Income	3,028	6,600	6,600	+ 3,571 118.0%	
Ratio (%)	4.6%	8.8%	8.8%	+4.2pt	
Ordinary Income	3,786	6,800	7,100	+3,313 87.5%	
Net Income	2,592	4,700	5,100	+2,507 96.7%	
(Yen)					
Net Income per share	26.52	48.08	52.17		
Dividend per share	16.00	16.00	16.00		

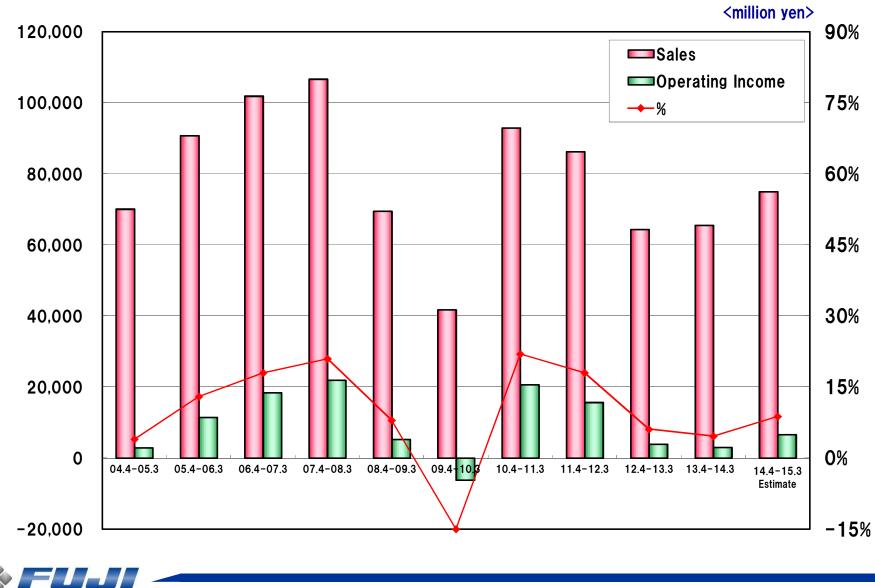


Consolidated

Forecast

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**Consolidated** Forecast Sales/Operating Income Transit (%)



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Consolidated Forecast

## **Segment Information**

#### Orders

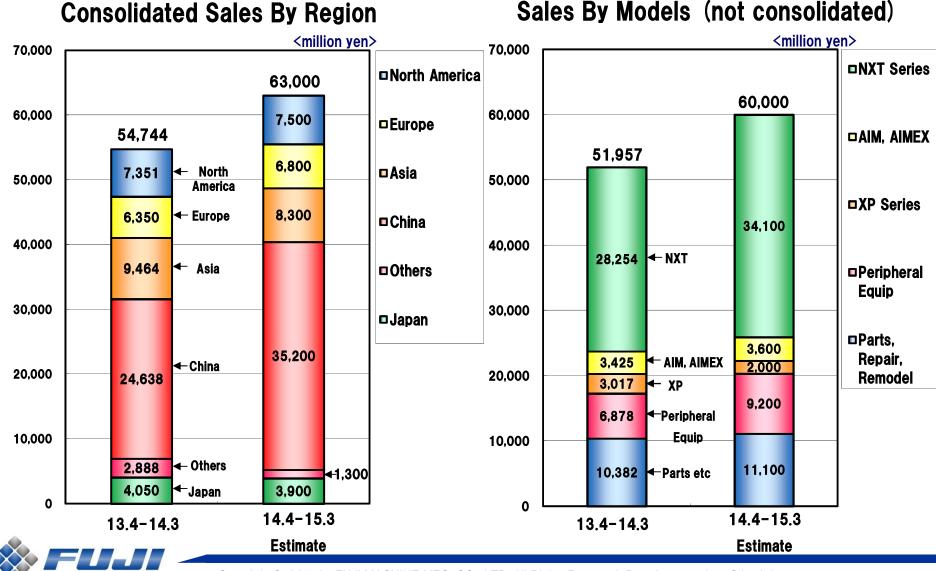
#### Sales

#### **Order Backlog**

(Million yen)	13.4-14.3 Results	14.4-15.3 Estimate (Nov. 6)	% change from previous year	13.4-14.3 Results	14.4-15.3 Estimate (Nov. 6)	% change from previous year	14.3 Estimate	15.3 Estimate (Nov.6)	% change from previous year
Electronics Assembly Equipment	57,646	66,000	+8,353 14.5%	54,744	63,000	+8,255 15.1%	9,645	12,645	+3,000 31.1%
Machine Tools	10,002	13,000	+2,997 30.0%	10,275	11,000	+724 7.0%	3,812	5,812	+2,000 52.5%
Others	619	1,000	+380 61.4%	545	1,000	+454 83.4%	129	129	 0.0%
Total	68,269	80,000	+11,730 17.2%	65,565	75,000	+9,434 14.4%	13,587	18,587	+5,000 36.8%



# **Forecast** Electronics Assembly Equipment



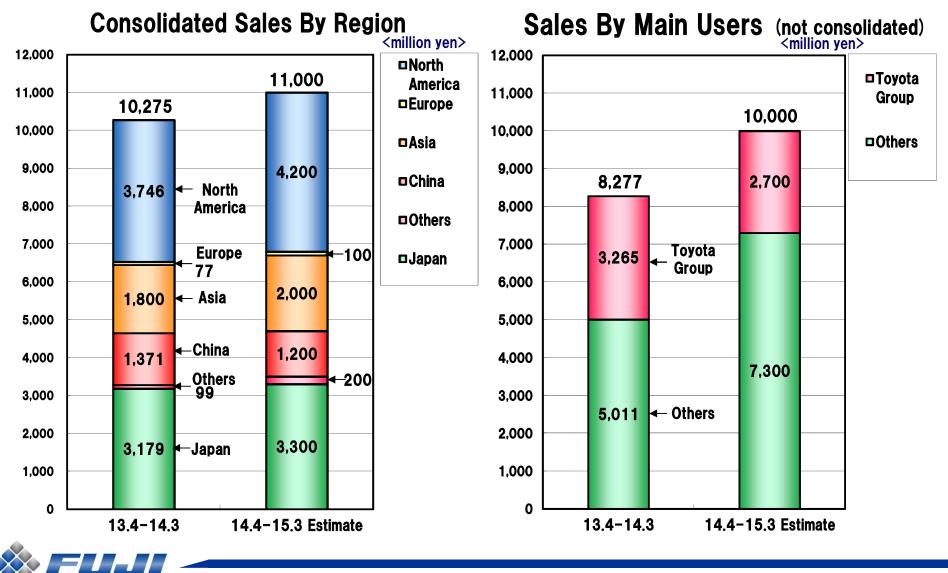
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Forecast

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## **Machine Tools**



# Consolidated Quarterly Orders/Sales

<million yen>

