



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



Consolidated
Results

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		

Consolidated Results

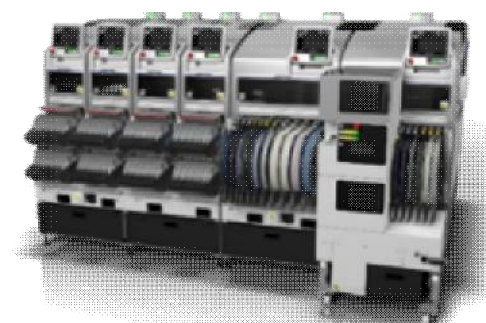
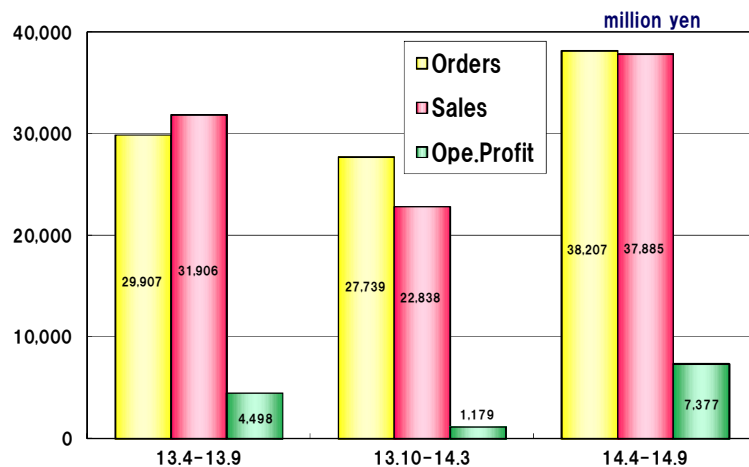
Operating Income Increase/Decrease Analysis



Consolidated Results

Electronics Assembly Equipment

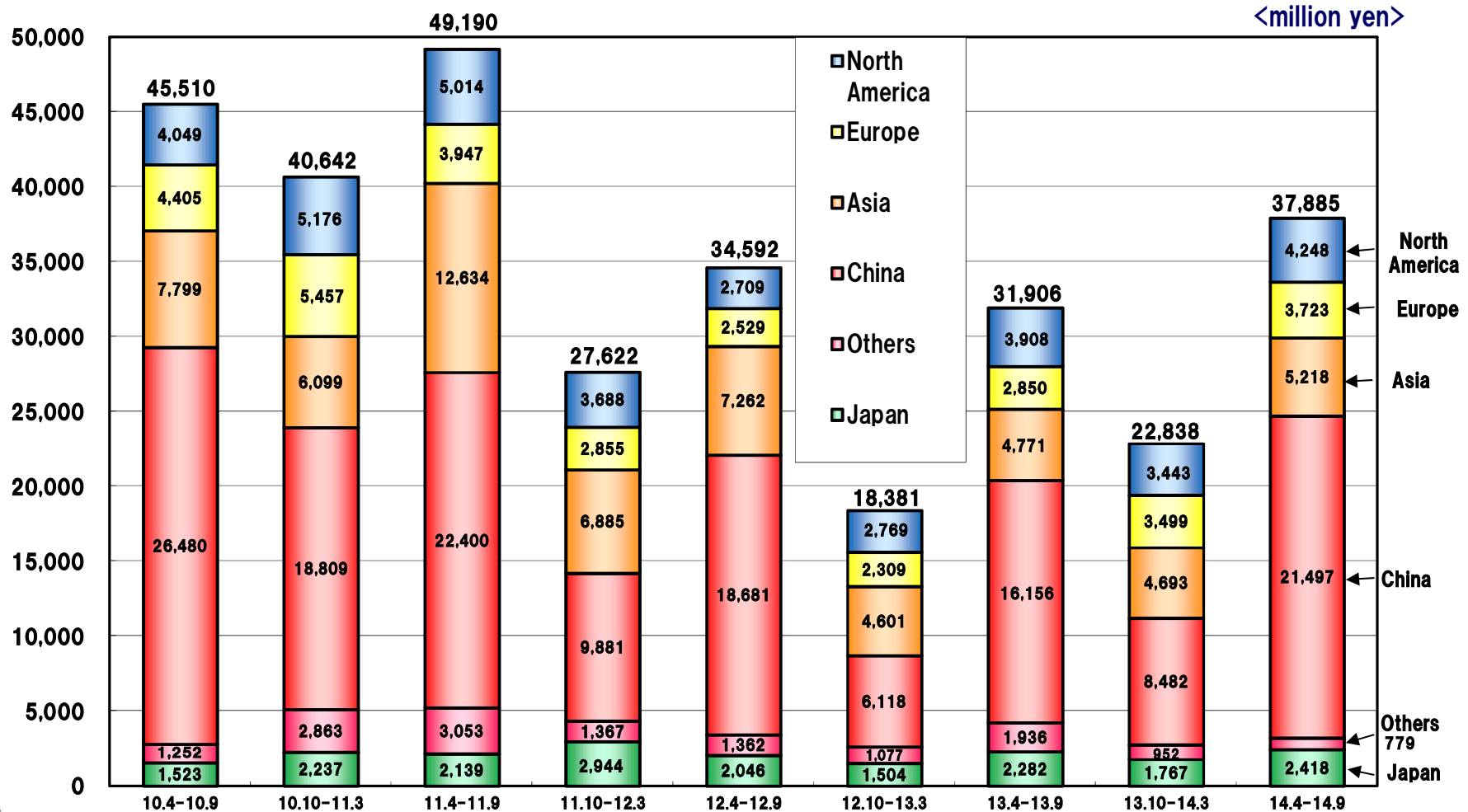
(Million yen)	13.4-13.9 Result	13.4-14.3 Result	14.4-14.9 Estimate (Aug.7)	14.4-14.9 Result	% change from previous year	% change from Estimate (Aug.7)
Orders	29,907	57,646	37,000	38,207	+8,299 27.8%	+1,207 3.3%
Sales	31,906	54,744	38,000	37,885	+5,979 18.7%	Δ114 Δ0.3%
Operating Income	4,498	5,677	—	7,377	+2,879 64.0%	—
Ratio (%)	14.1%	10.4%	—	19.5%	+5.4pt	—



NEXT III
Fuji Scalable Placement Platform

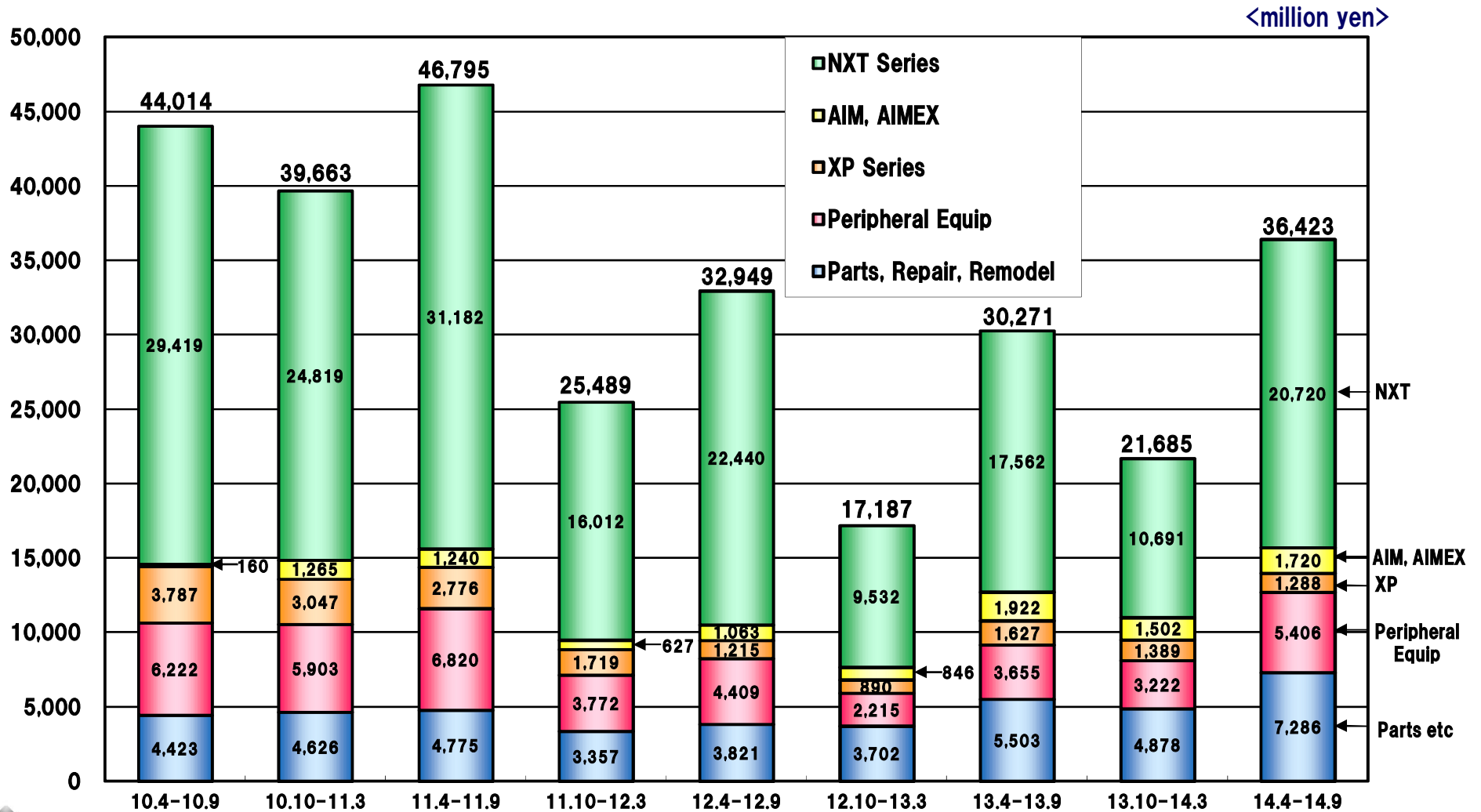


Electronics Assembly Equipment Sales By Regions



Non-consolidated
results

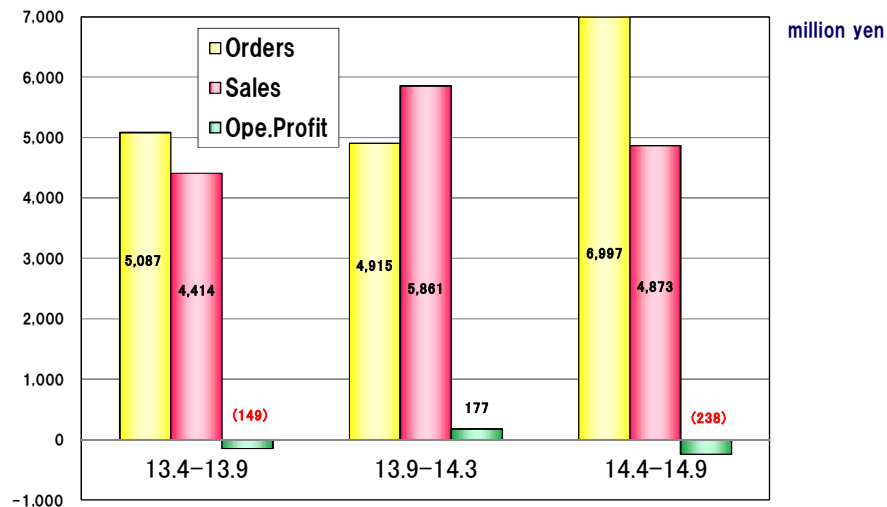
Electronics Assembly Equipment Sales By Models



Consolidated Results

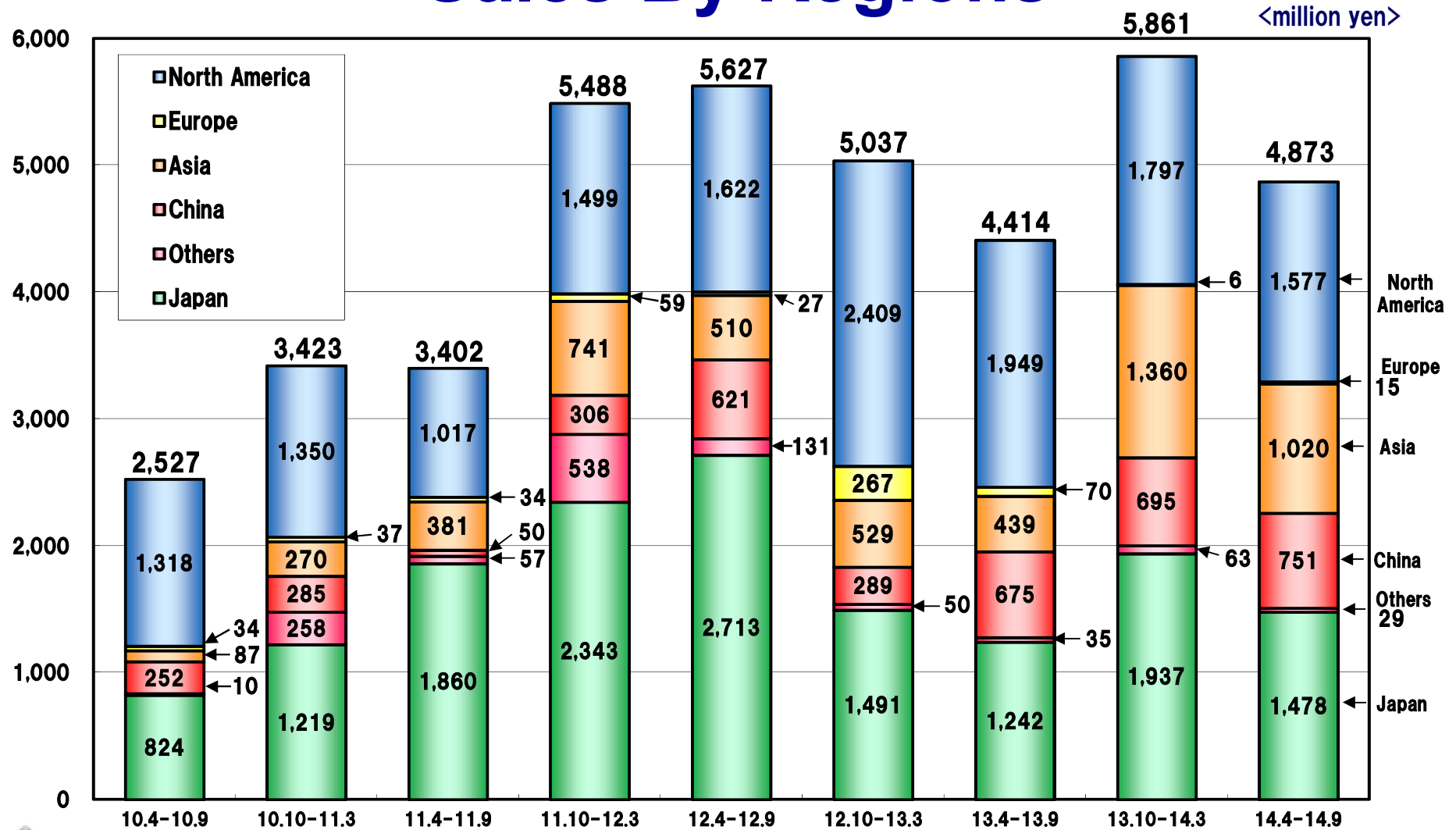
Machine Tools

(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	—	△238	△88 —	—
Ratio (%)	△3.4%	0.3%	—	△4.9%	△1.5pt	—



Consolidated Results

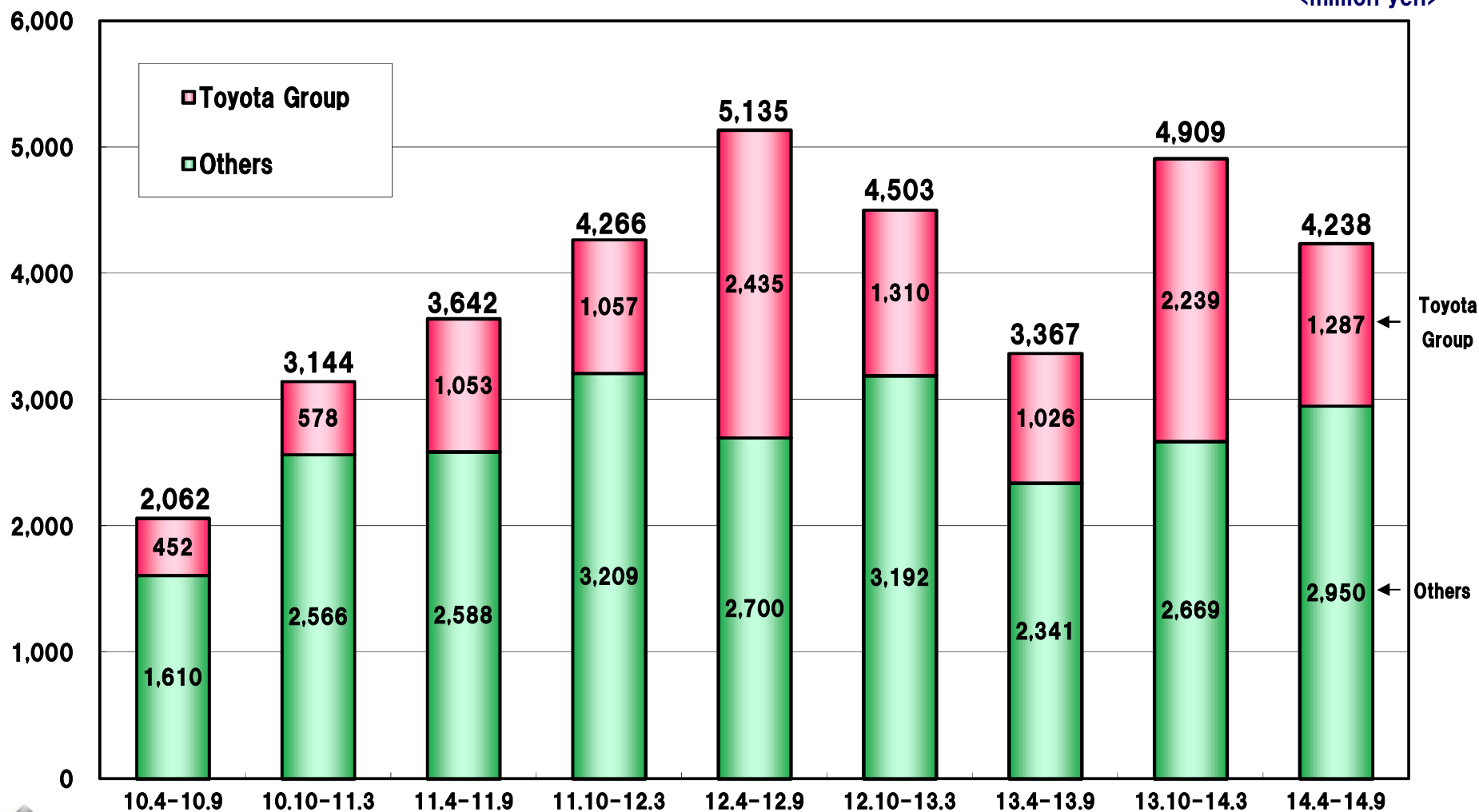
Machine Tool Sales By Regions



Non-consolidated
results

Machine Tool Sales By Main Users

<million yen>

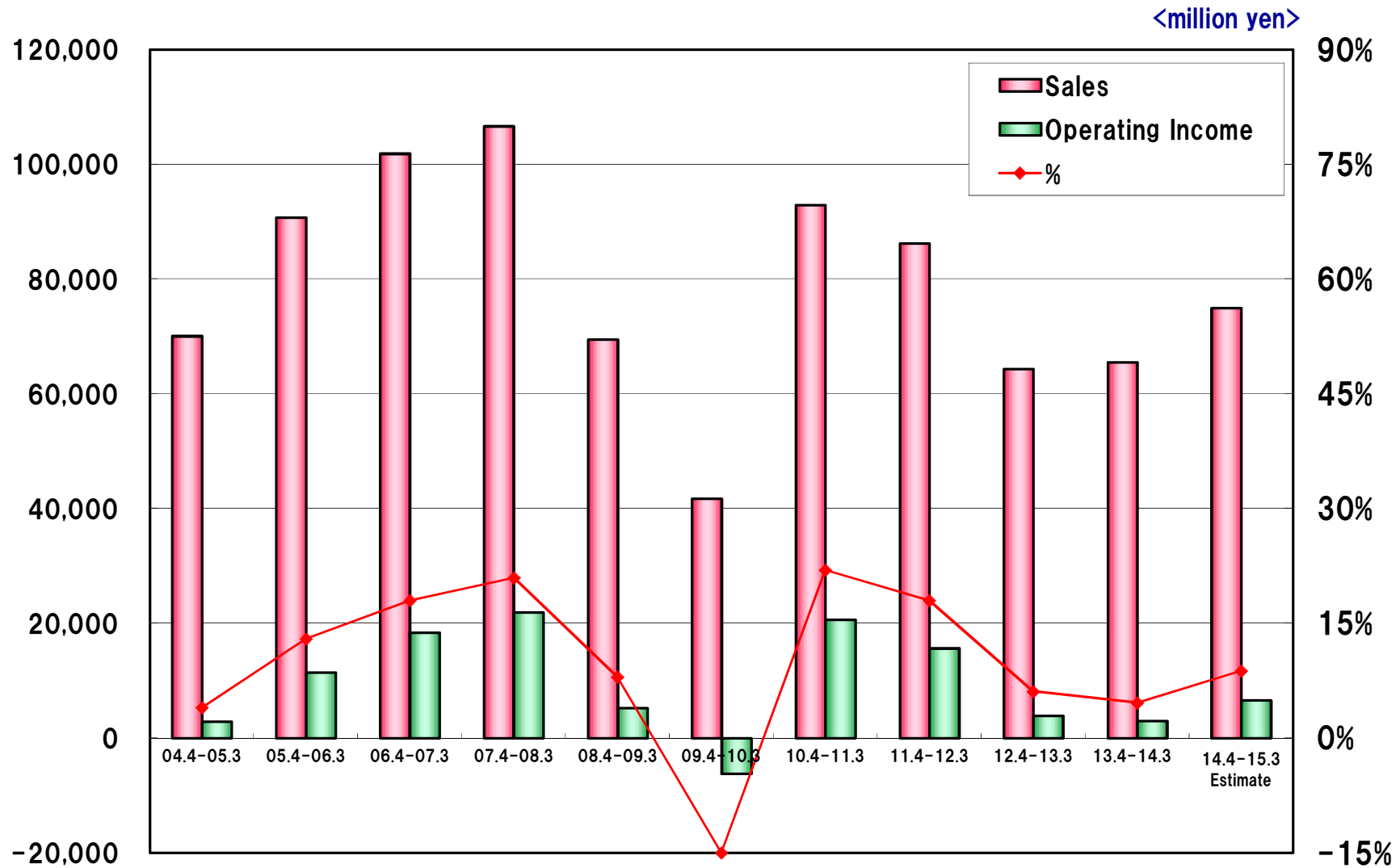


Sales/Earnings Estimate

(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

Sales/Operating Income Transit (%)



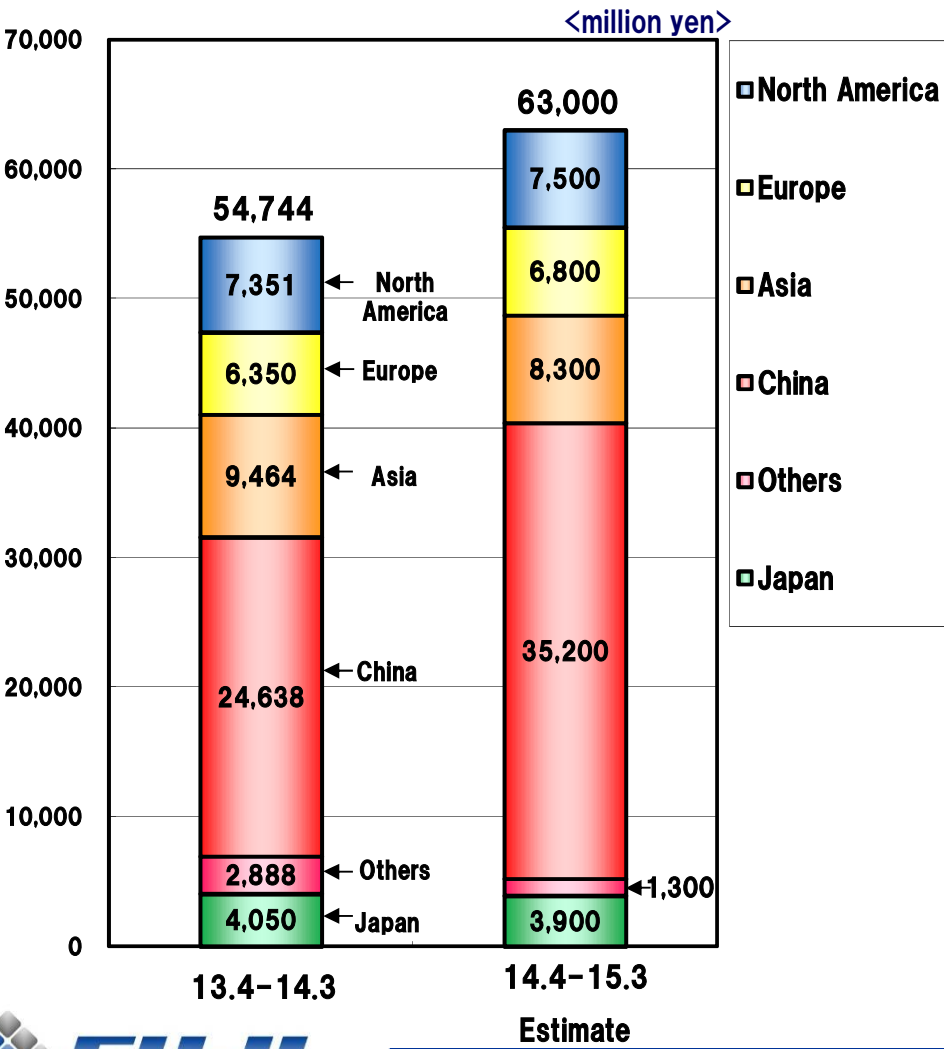
Segment Information

(Million yen)	Orders			Sales			Order Backlog		
	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%

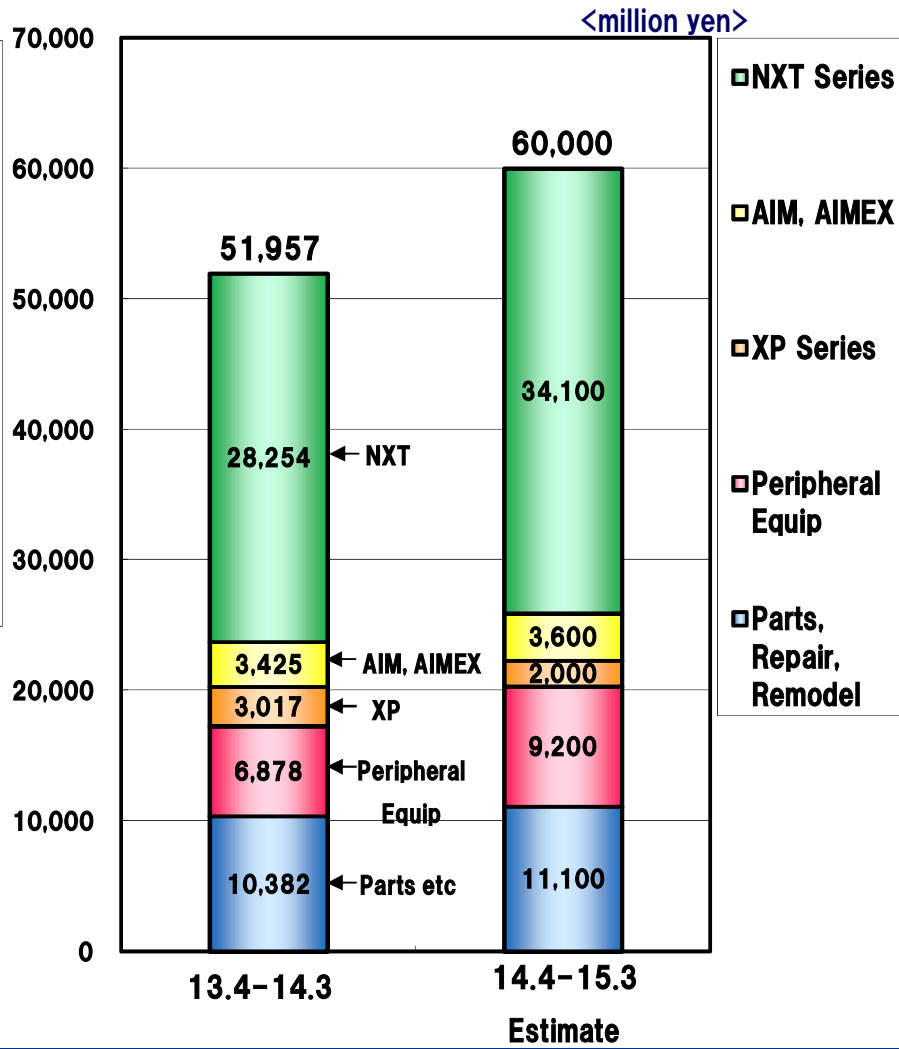
Forecast

Electronics Assembly Equipment

Consolidated Sales By Region

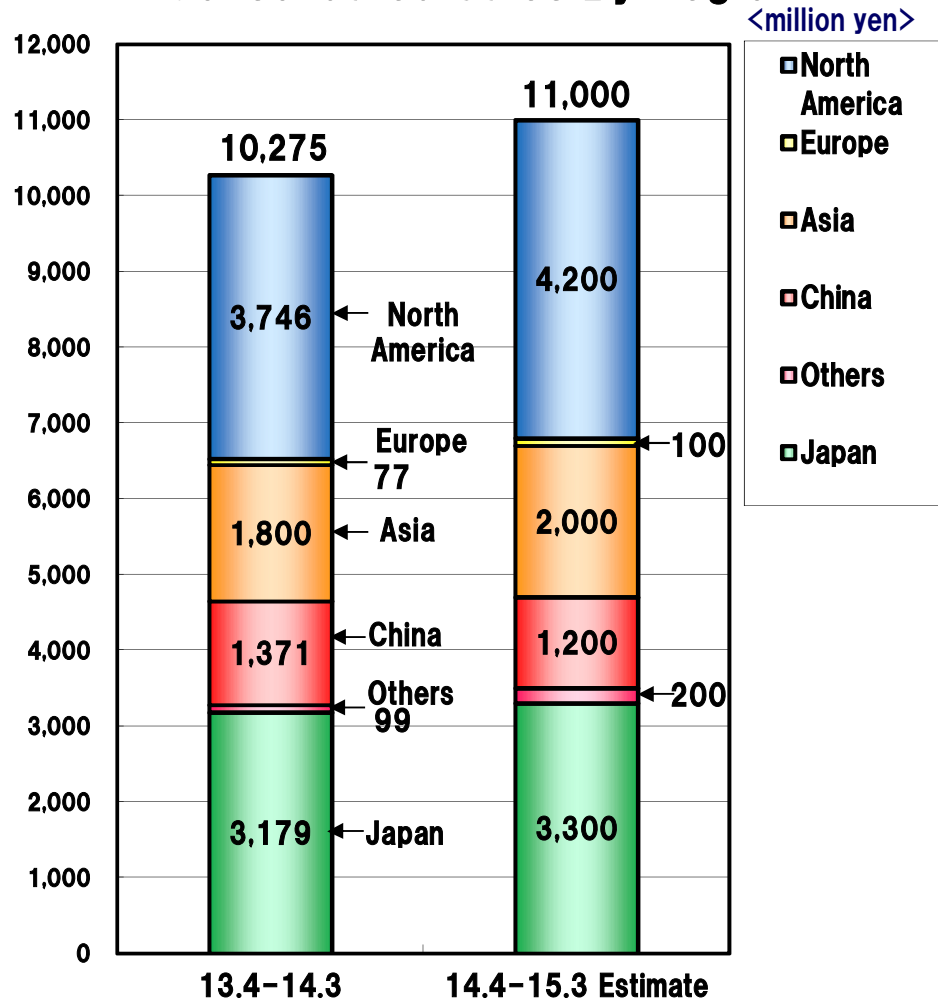


Sales By Models (not consolidated)

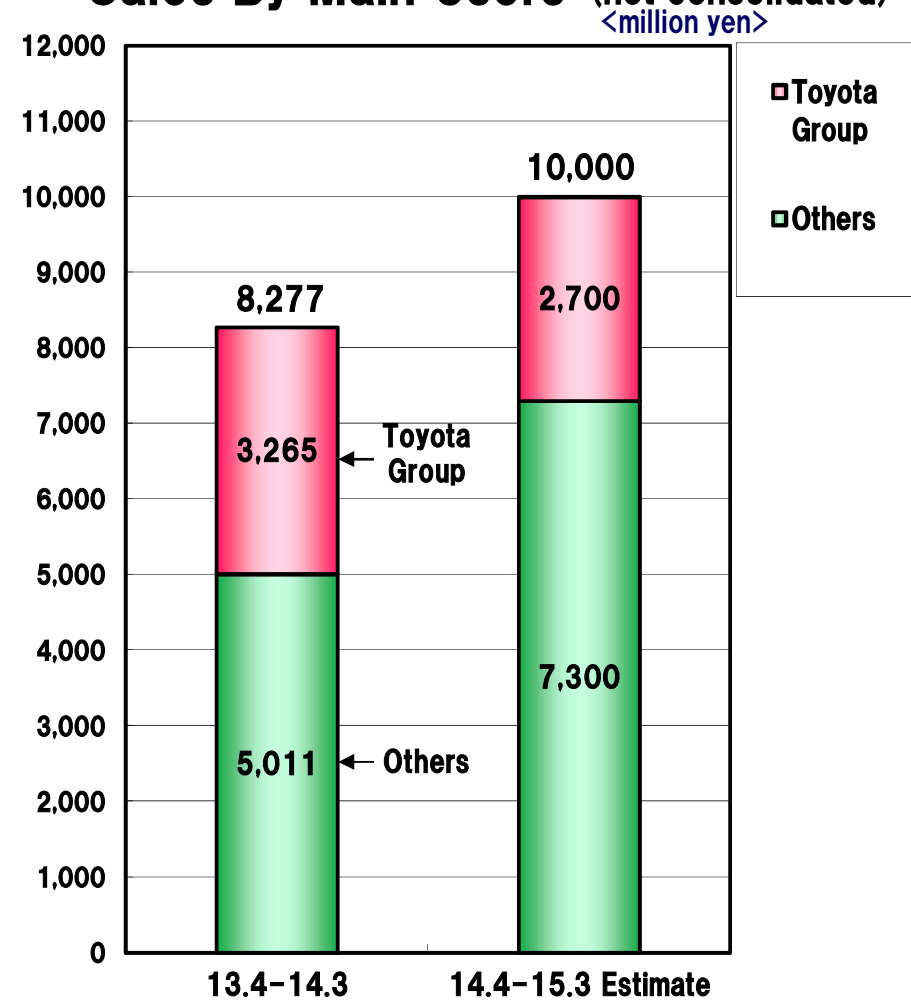


Machine Tools

Consolidated Sales By Region



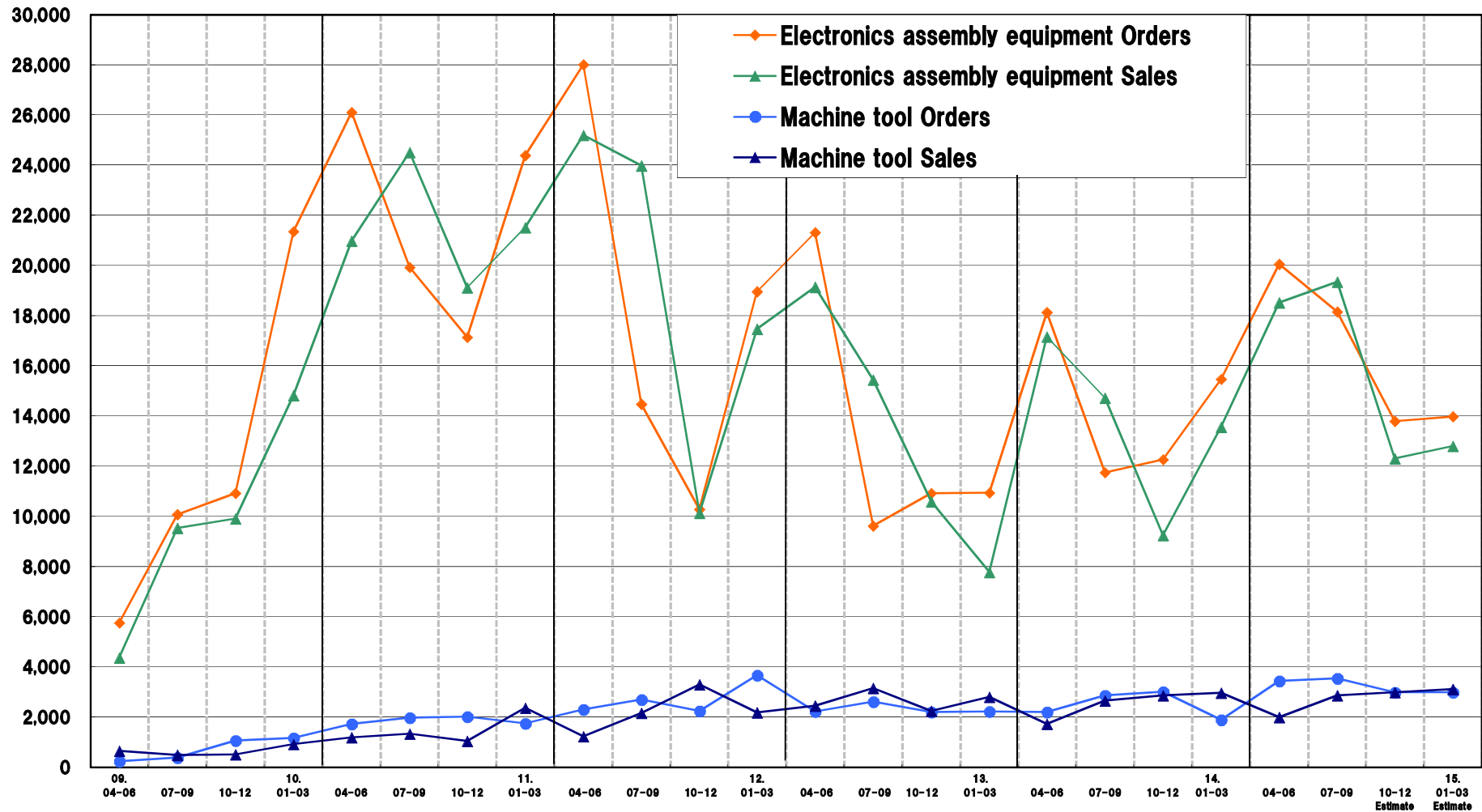
Sales By Main Users (not consolidated)



Consolidated
Forecast

Quarterly Orders/Sales

<million yen>





FUJI
innovative spirit