



Materials for

# Financial Result Briefing

April 1, 2014 to March 31, 2015

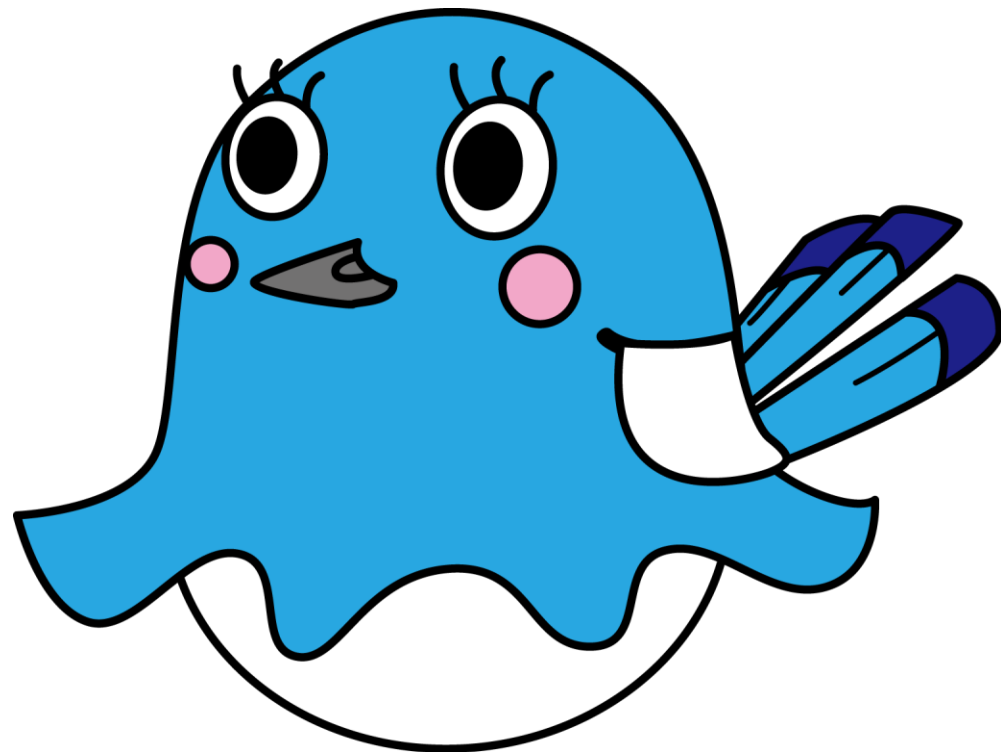
## **FUJI MACHINE MFG. CO., LTD.**

**May 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.

# ■ Financial Results



**Consolidated  
Results**

# Income Statement

(Million Yen)	13.4-14.3 Results	14.4-15.3 Estimate (Feb.12)	14.4-15.3 Results	% change from previous year	% change from Estimate (Feb.12)
Sales	65,565	85,000	85,265	+19,699 30.0%	+265 0.3%
Operating Income	3,028	10,500	12,066	+9,038 298.5%	+1,566 14.9%
Ratio	4.6%	12.4%	14.2%	+9.6pt	+1.8pt
Ordinary Income	3,786	11,300	13,026	+9,240 244.0%	+1,726 15.3%
Net Income	2,592	8,000	8,629	+6,036 232.8%	+629 7.9%
(Yen)					
Net Income per share	26.52	81.83	88.27		
Dividend per share	16.00	24.00	28.00		

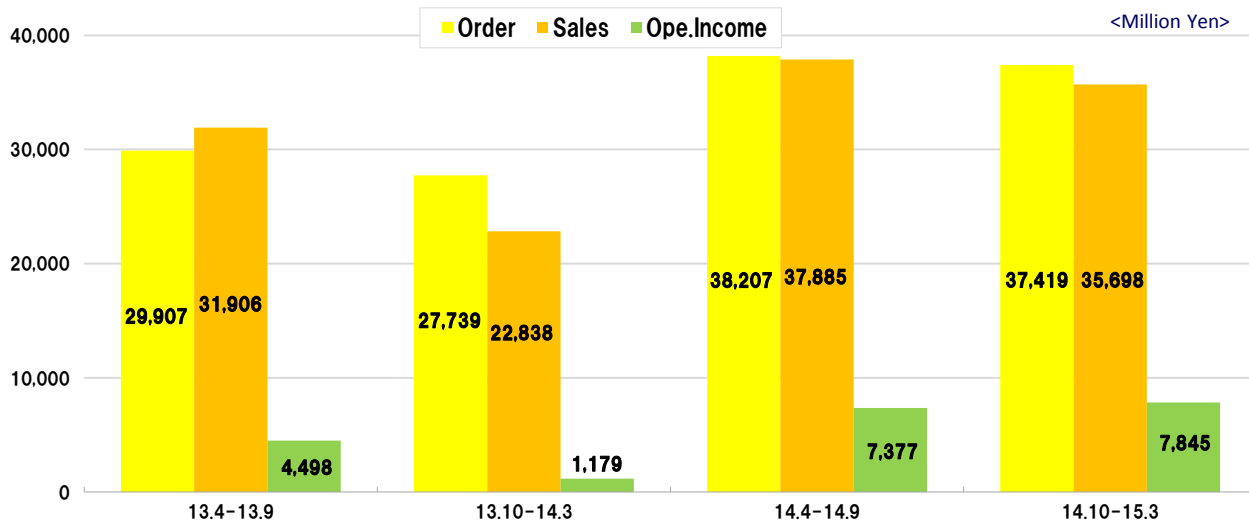
# Operating Income Increase/Decrease Analysis



Consolidated Results

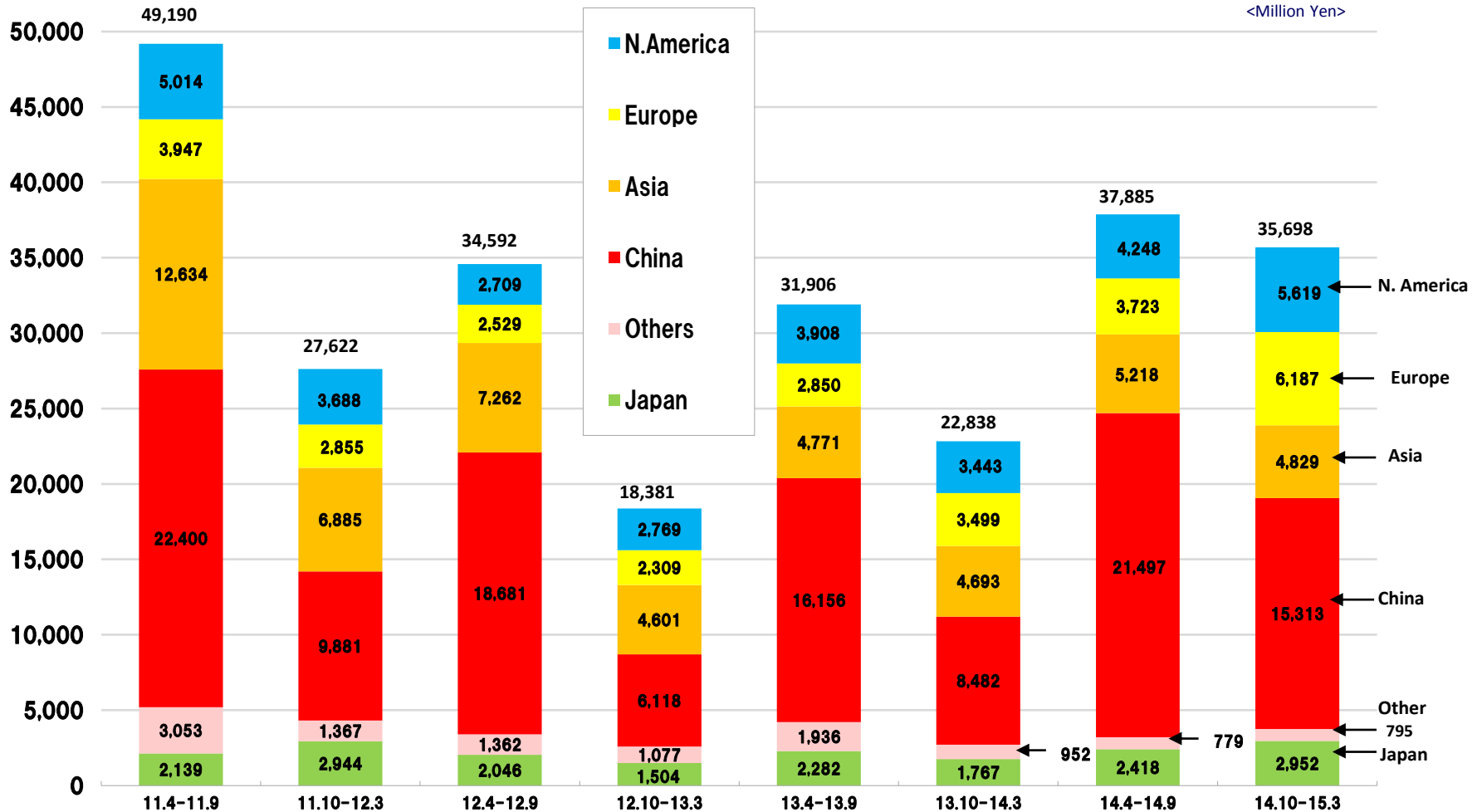
# Electronics Assembly Equipment

(Million Yen)	13.4-14.3 Results	14.4-15.3 Estimate (Feb.12)	14.4-15.3 Results	% change from previous year	% change from Estimate (Feb.12)
Orders	57,646	73,000	75,627	+17,980 31.2%	+2,627 3.6%
Sales	54,744	73,000	73,584	+18,839 34.4%	+584 0.8%
Operating Income	5,677	—	15,223	+9,545 168.1%	—
Ratio	10.4%	—	20.7%	+10.3pt	—



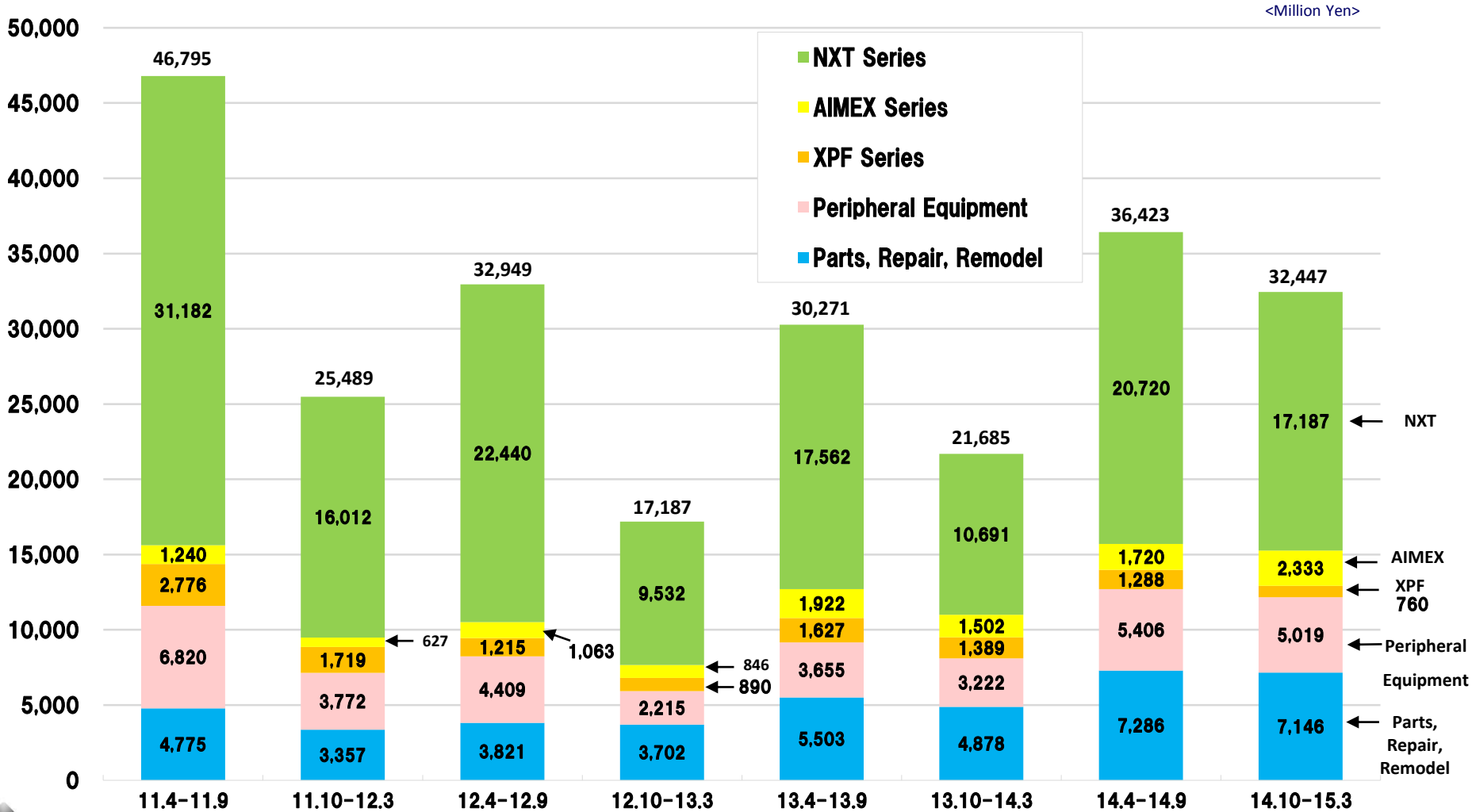
**NEXT III**  
Fuji Scalable Placement Platform

# Electronics Assembly Equipment Sales by Region



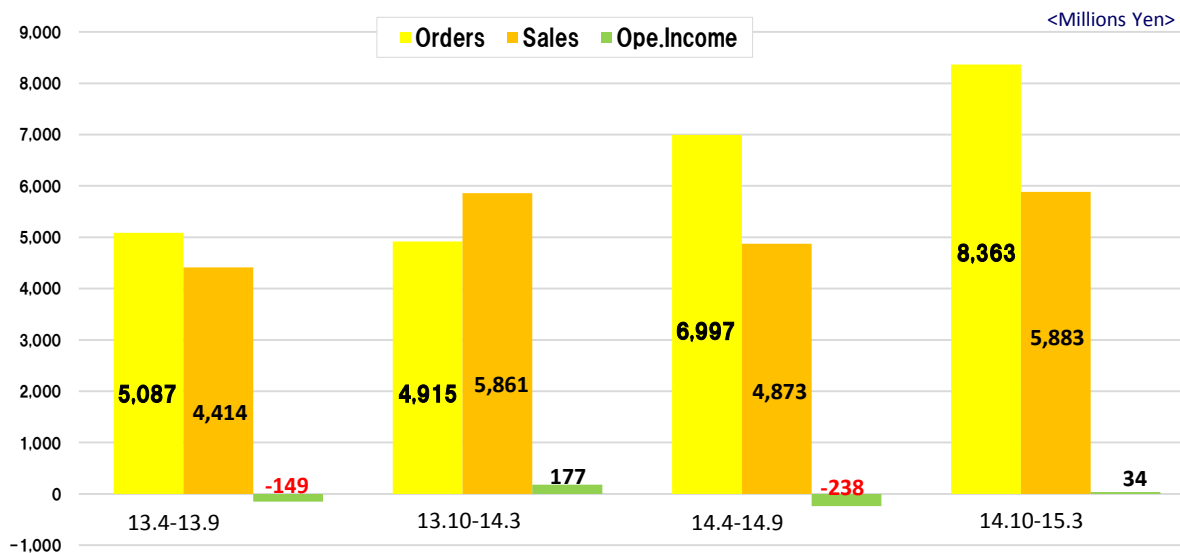
Non-consolidate  
Results

# Electronics Assembly Equipment Sales by Models



# Machine Tools

(Millions Yen)	13.4-14.3 Results	14.4-15.3 Estimate (Feb.12)	14.4-15.3 Results	%change from previous year	% change from Estimate (Feb.12)
Orders	10,002	15,000	15,361	+5,358 53.6%	+361 2.4%
Sales	10,275	11,000	10,756	+480 4.7%	Δ243 Δ2.2%
Operating Income	27	—	Δ203	Δ231 —	—
Ratio	0.3%	—	Δ1.9%	Δ2.2pt	—

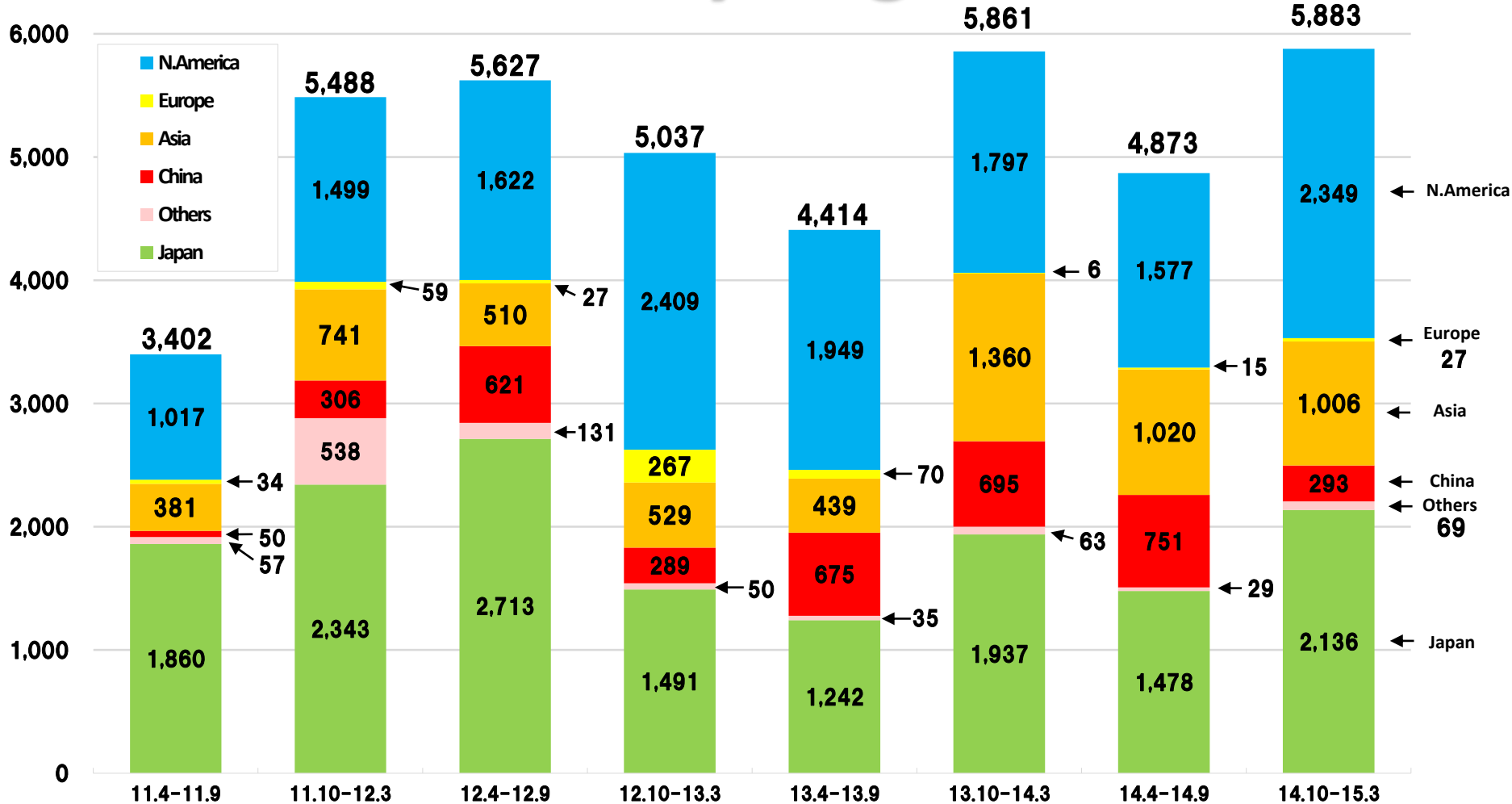


TN300



# Machine Tools Sales by Regions

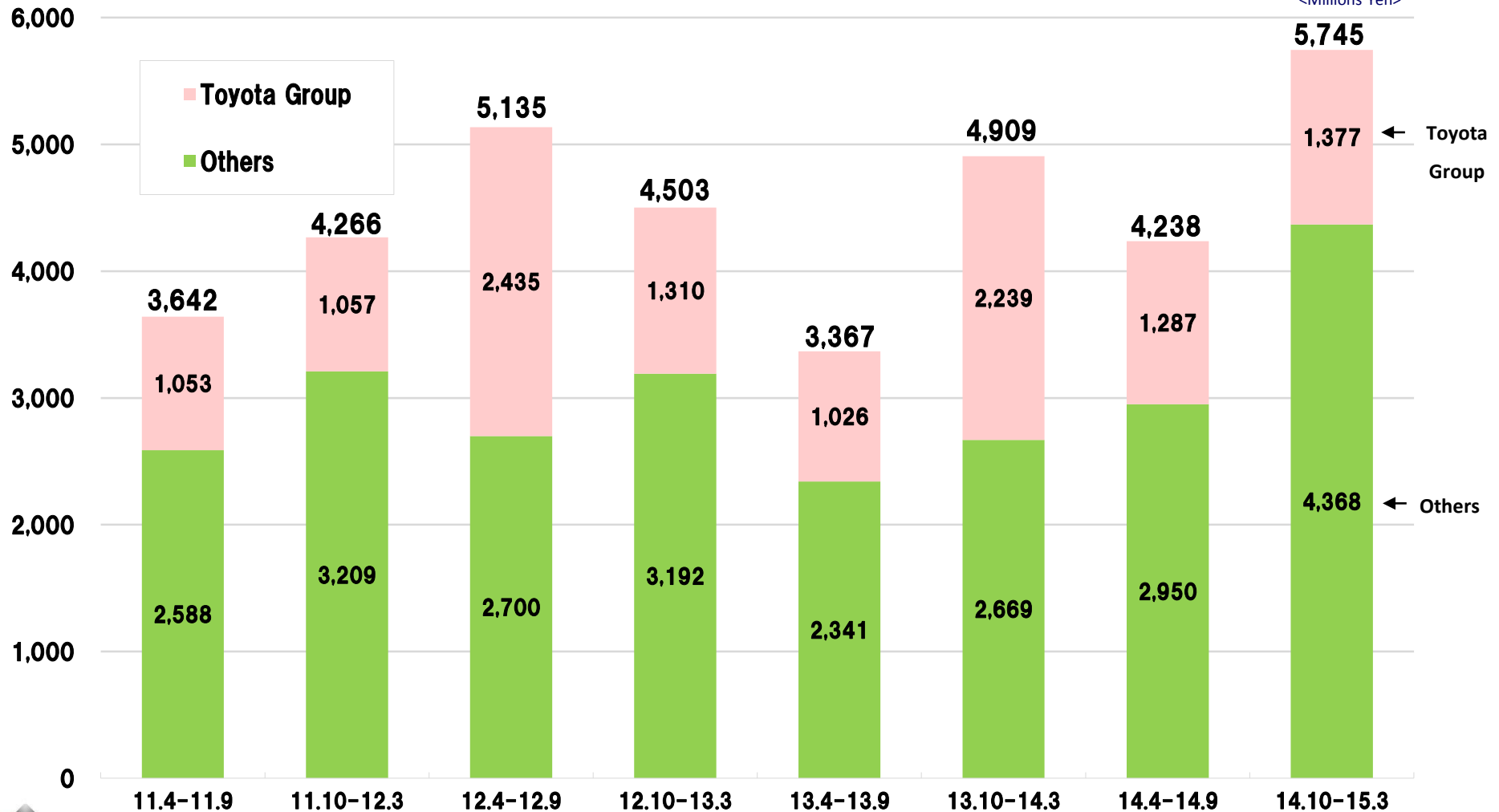
<Millions Yen>



Non-consolidate  
Results

# Machine Tools Sales by Users

<Millions Yen>



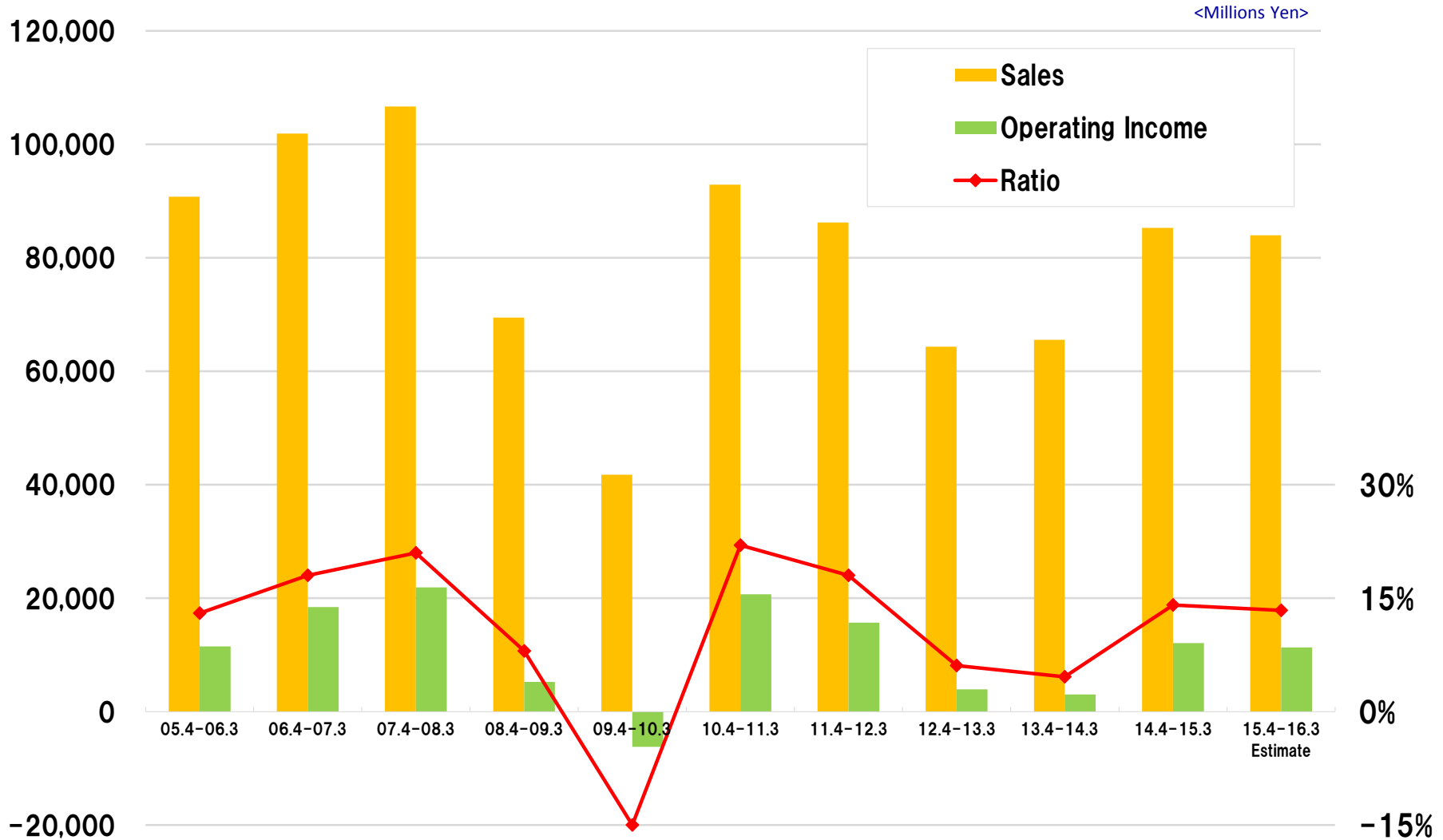
Consolidated  
Forecast

# Sales/Earnings Estimate

(Millions Yen)	14.4-15.3 Results	15.4-15.9 Estimate (May 8)	15.4-16.3 Estimate (May 8)	% change from previous year
Sales	85,265	46,000	84,000	Δ1,265 Δ1.5%
Operating Income	12,066	7,400	11,300	Δ766 Δ6.4%
Ratio	14.2%	16.1%	13.5%	Δ0.7pt
Ordinary Income	13,026	7,600	11,600	Δ1,426 Δ10.9%
Net Income	8,629	5,100	7,600	Δ1,029 Δ11.9%
(Yen)				
Net Income per share	88.27	52.17	77.74	
Dividend per share	28.00	14.00	28.00	

Consolidated  
Forecast

# Sales/Operating Income



# Segment Information

## Orders

## Sales

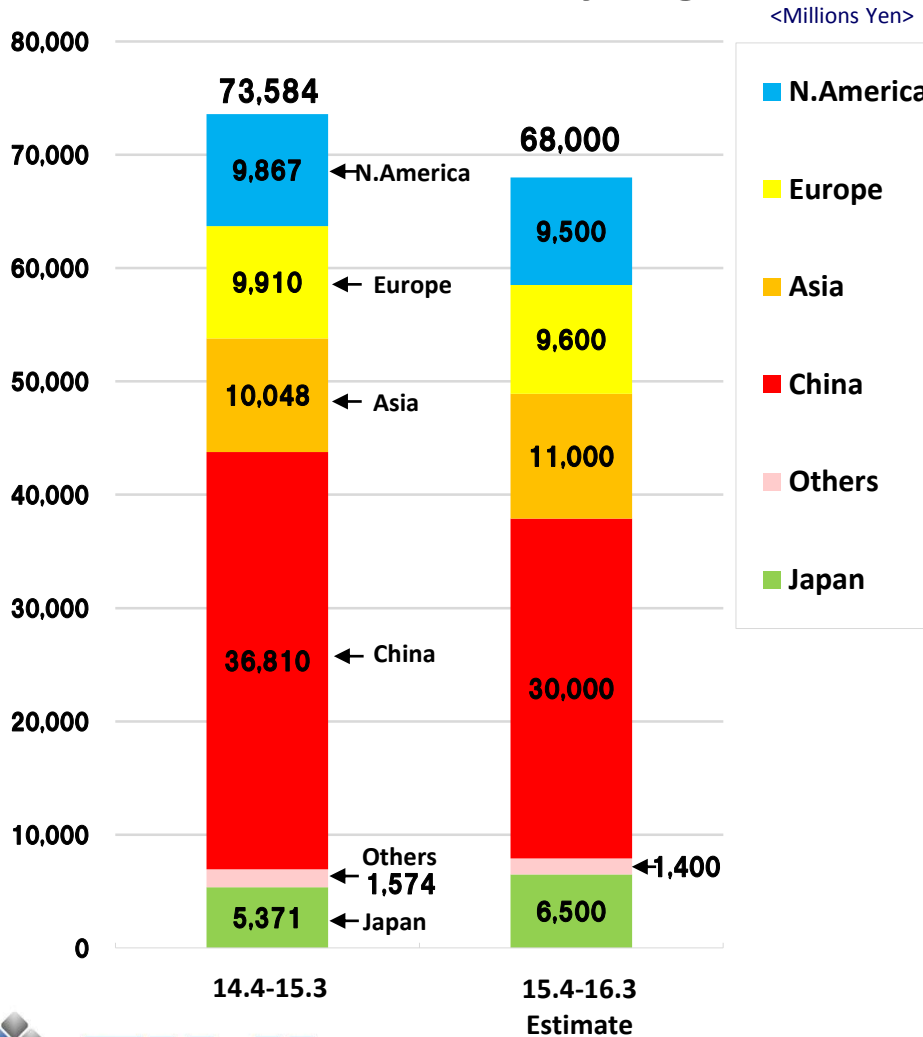
## Order Backlog

(Millions Yen)	Orders			Sales			Order Backlog		
	14.4-15.3 Results	15.4-16.3 Estimate (May 8)	% change from previous year	14.4-15.3 Results	15.4-16.3 Estimate (May 8)	% change from previous year	15.3 Results	16.3 Estimate (May 8)	% change from previous year
Electrics Assembly Equipment	75,627	66,000	Δ9,627 Δ12.7%	73,584	68,000	Δ5,584 Δ7.6%	11,688	9,688	Δ2,000 Δ17.1%
Machine Tools	15,361	14,000	Δ1,361 Δ8.9%	10,756	14,000	+3,243 30.2%	8,417	8,417	— 0.0%
Others	1,030	2,000	+969 94.0%	924	2,000	+1,075 116.3%	235	235	— 0.0%
Total	92,019	82,000	Δ10,019 Δ10.9%	85,265	84,000	Δ1,265 Δ1.5%	20,341	18,341	Δ2,000 Δ9.8%

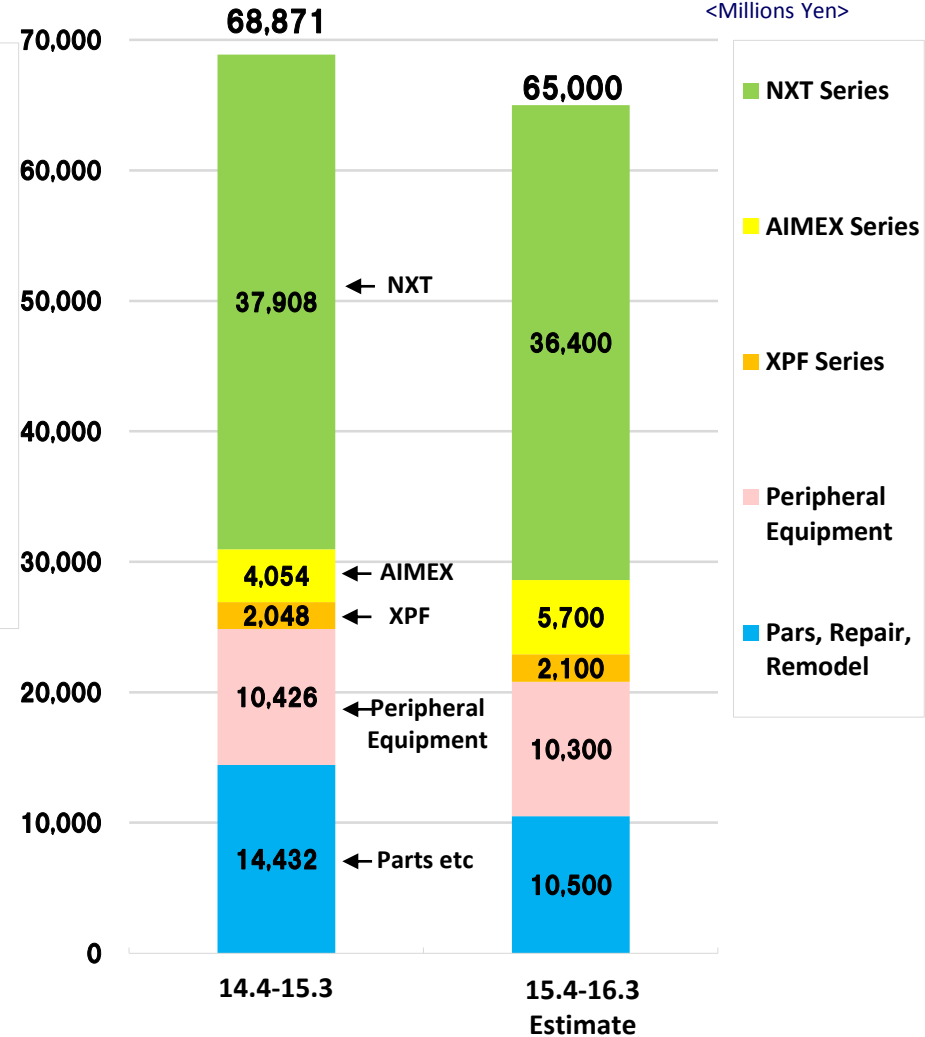
Forecast

# Electronics Assembly Equipment

## Consolidated Sales by Regions

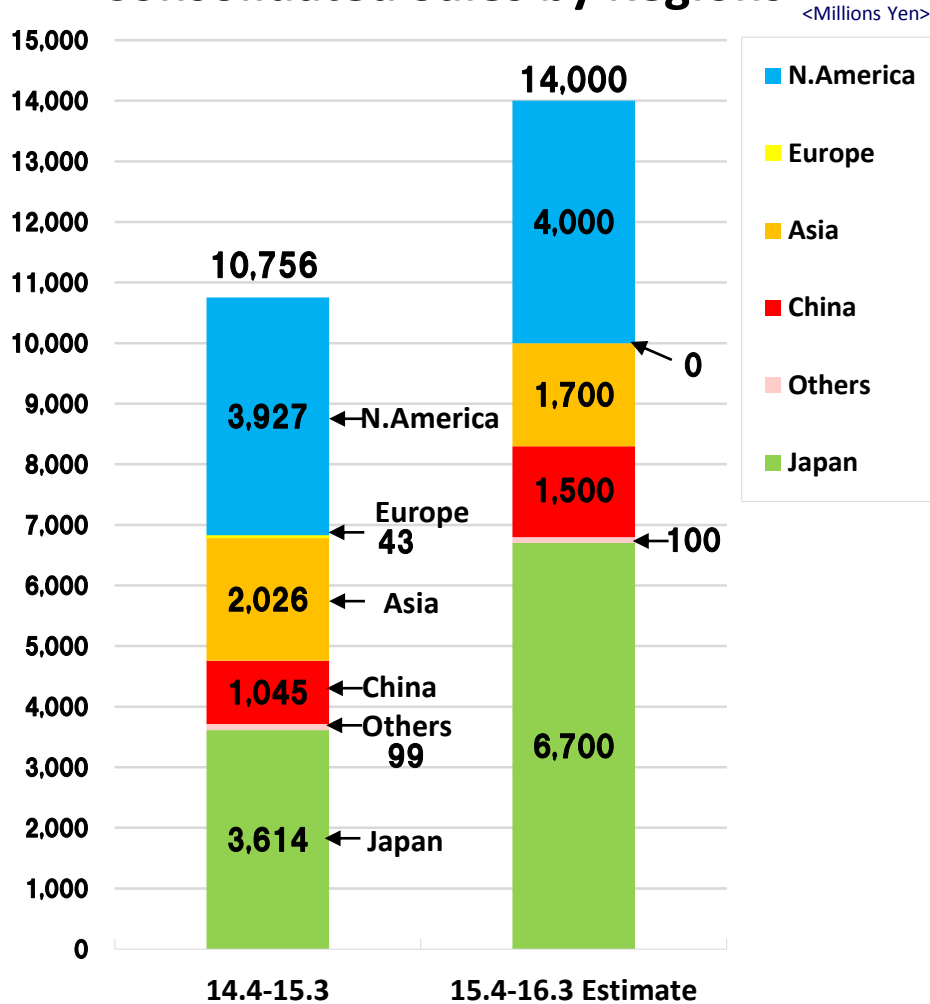


## Non-consolidated Sales by Models

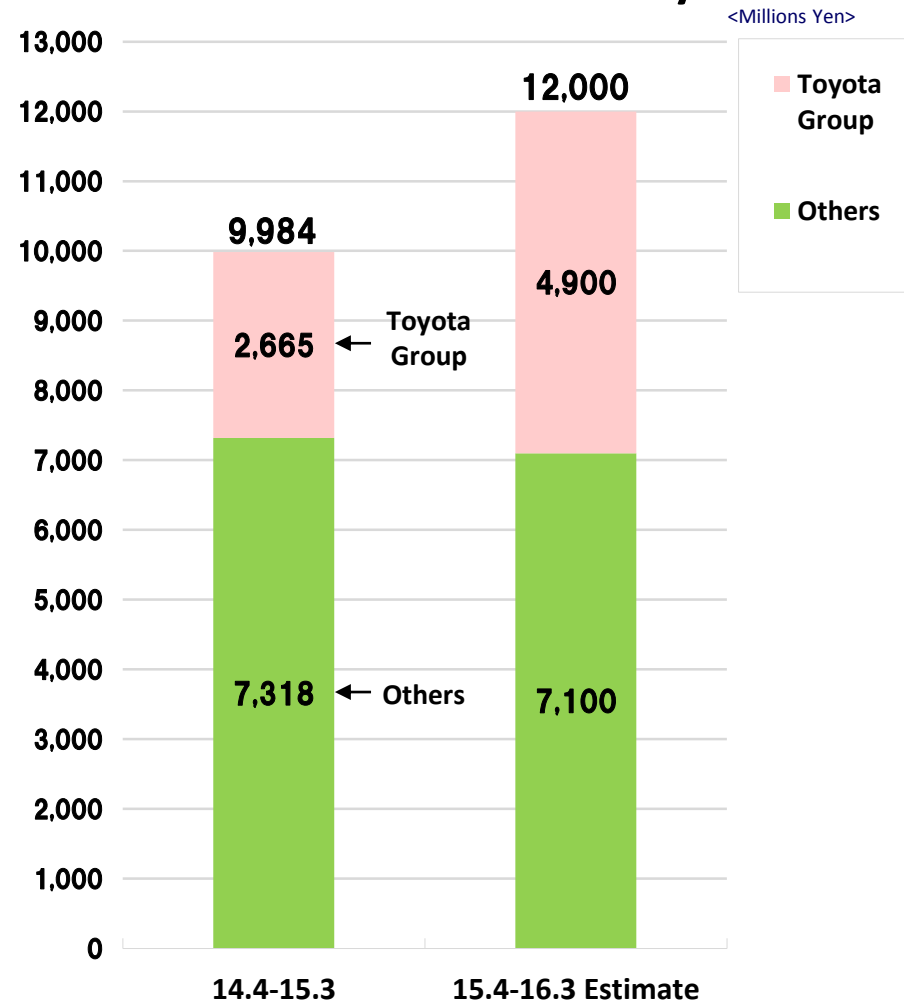


# Machine Tools

## Consolidated Sales by Regions



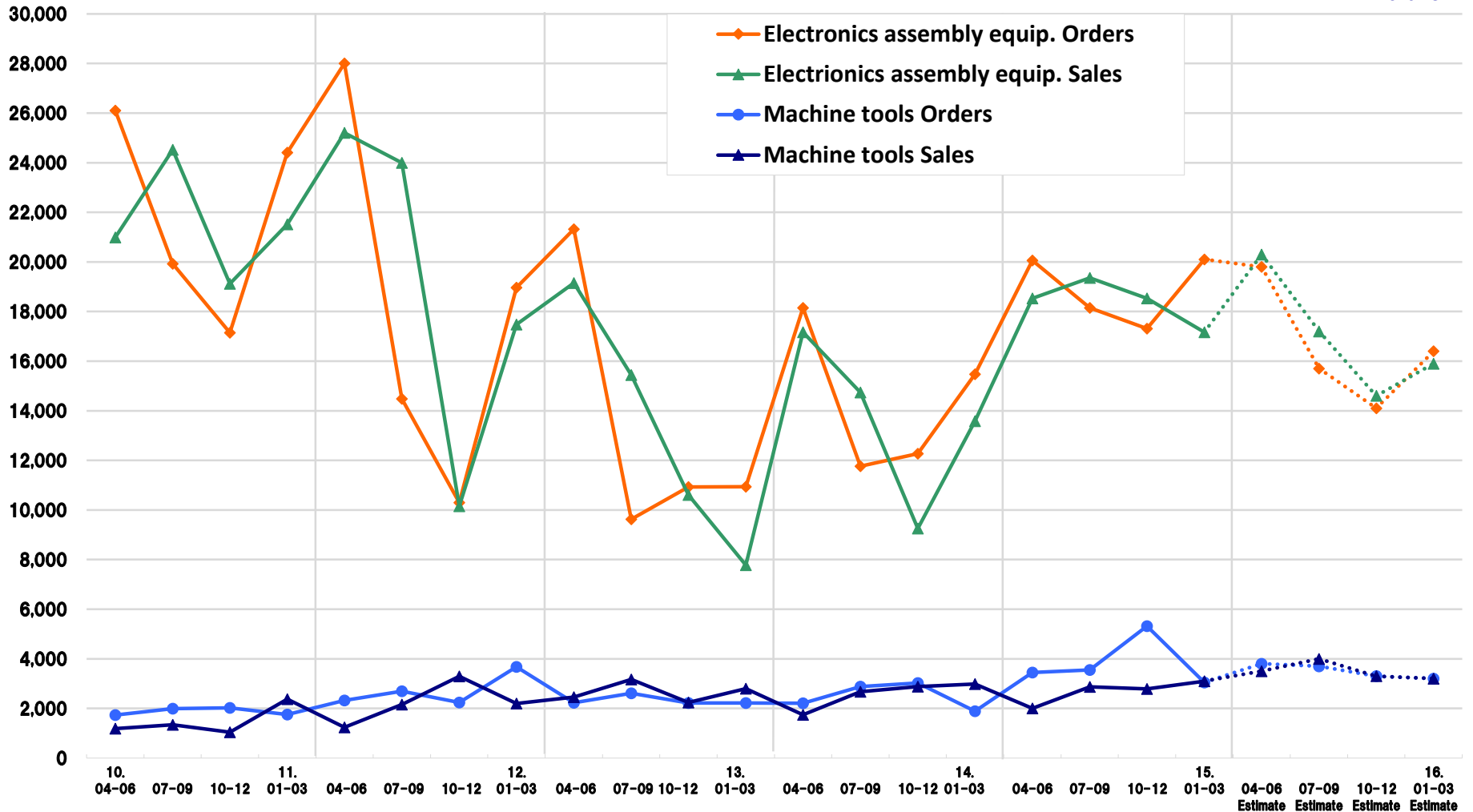
## Non-consolidated Sales by Users



Forecast

# Quarterly Orders/Sales

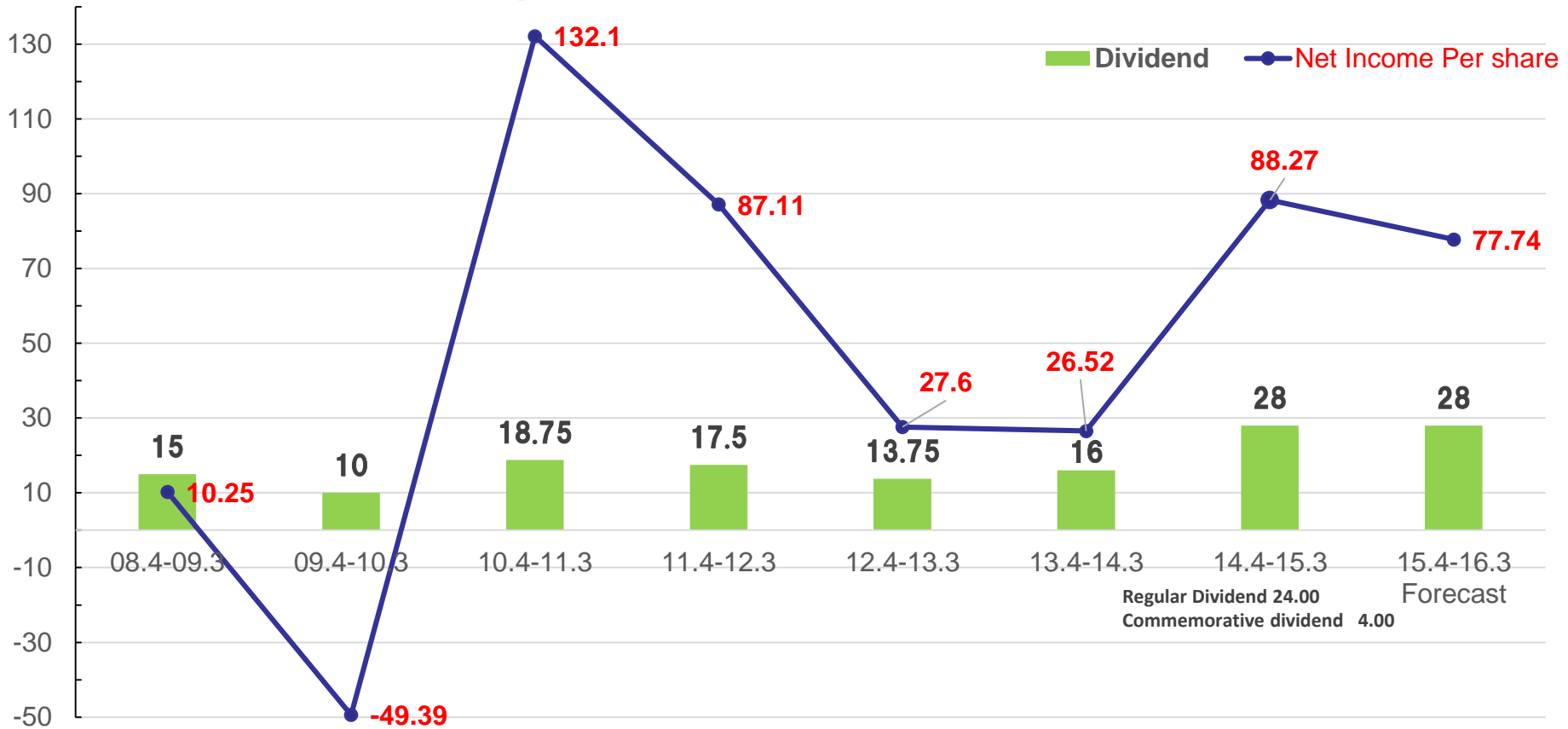
<Millions Yen>





Consolidated  
Forecast

# Net income per share 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 Estimate
<b>Payout Ratio</b>	146.3%	△20.2%	14.2%	20.1%	49.8%	60.3% (45.2%)	31.7% (27.2%)	36.0%

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

( ) Payout ratio for regular dividend

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

