

(TRANSLATION)

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# Financial Results for the nine months Ended December 31, 2020

FANUC CORPORATION

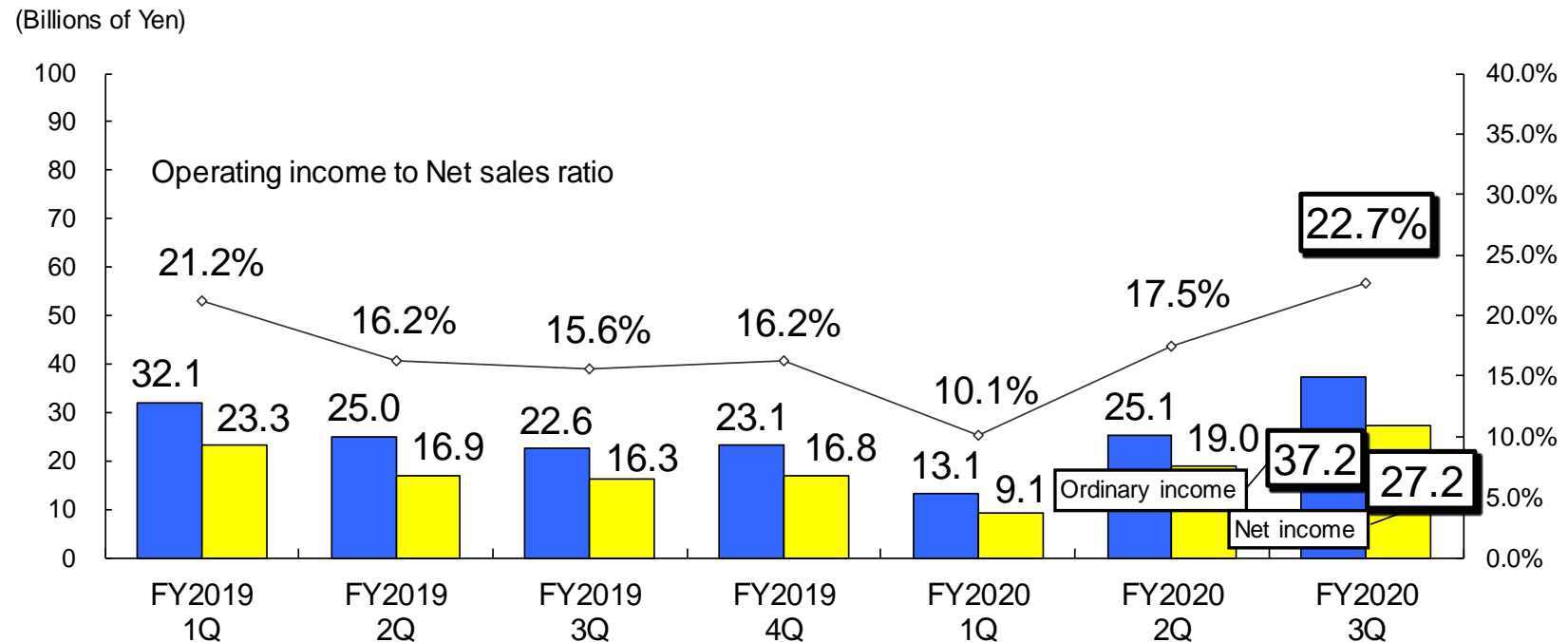
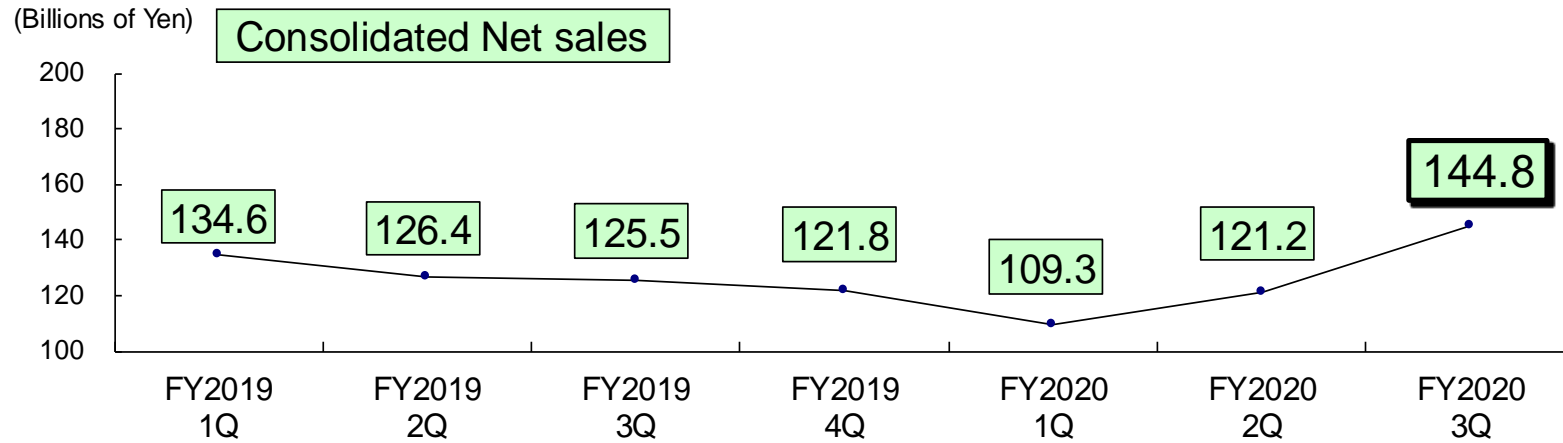
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The forecasts described in this report are subject to uncertain factors such as supply and demand trends, industry competition, economic conditions, and others in major markets. Actual results may differ from these forecasts.

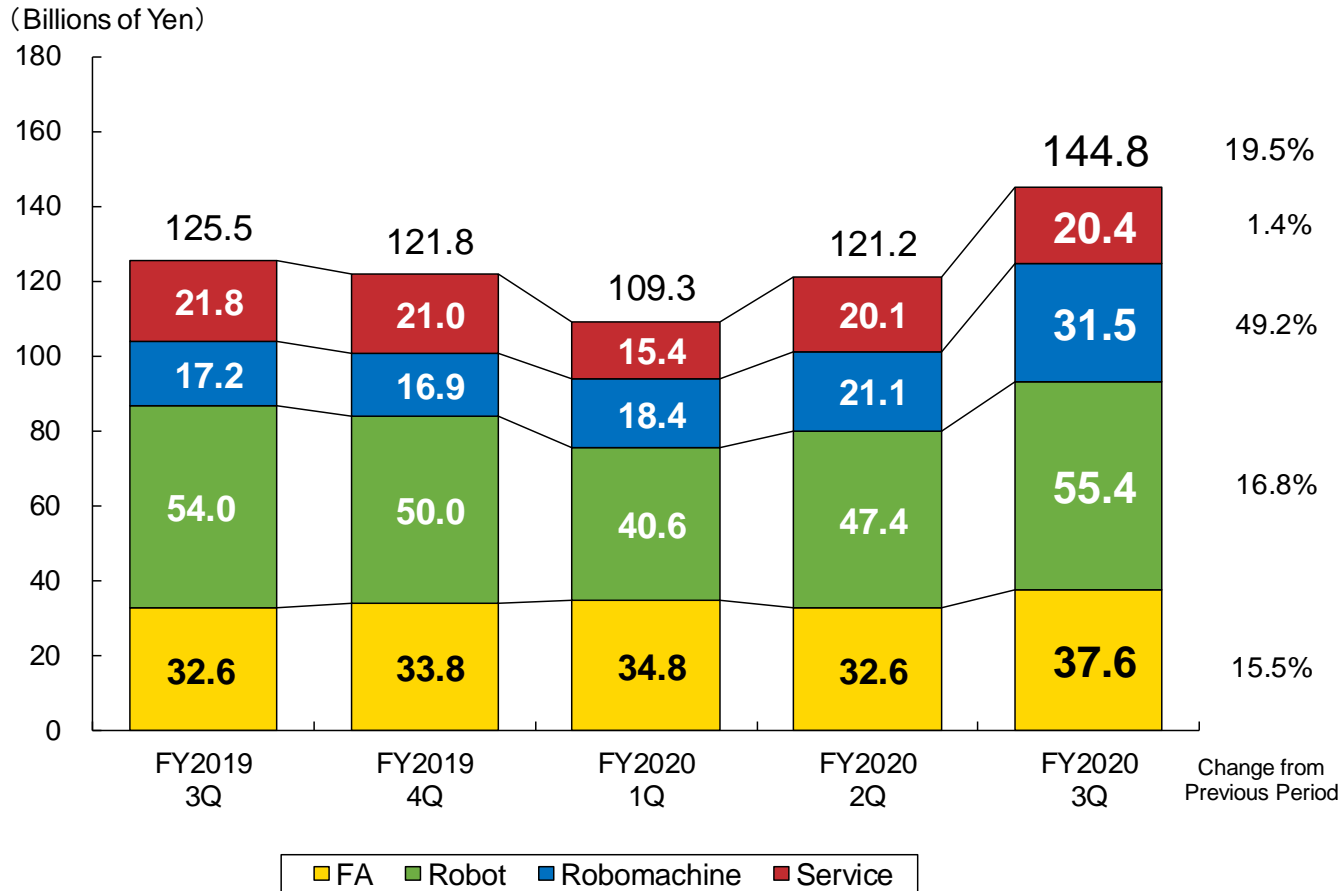
(Billions of Yen)	FY2019 3Q (Apr~Dec)	FY2020 3Q (Apr~Dec)	Change from 3Q of FY2019
Net sales	386.5	375.2	-2.9%
Cost of sales	246.9	245.2	-0.7%
【to Net sales】	63.9%	65.4%	
Operating income	68.6	65.3	-4.9%
【to Net sales】	17.8%	17.4%	
Ordinary income	79.7	75.4	-5.4%
【to Net sales】	20.6%	20.1%	
Extraordinary income or loss	-2.0	-	-
Net income	56.5	55.3	-2.1%
【to Net sales】	14.6%	14.7%	
FX Rate			
Yen/1USD	108.67	106.11	-2.4%
Yen/1EUR	121.05	122.38	+1.1%

(Billions of Yen)	FY2019 3Q (Oct~Dec)	FY2020 2Q (Jul~Sep)	FY2020 3Q (Oct~Dec)	Change from 3Q of FY2019	Change from 2Q of FY2020
Net sales	125.5	121.2	144.8	+15.4%	+19.5%
Cost of sales	82.5	78.9	88.5	+7.3%	+12.2%
【to Net sales】	65.8%	65.1%	61.1%		
Operating income	19.6	21.2	32.9	+68.2%	+55.1%
【to Net sales】	15.6%	17.5%	22.7%		
Ordinary income	22.6	25.1	37.2	+64.4%	+48.2%
【to Net sales】	18.0%	20.7%	25.7%		
Net income	16.3	19.0	27.2	+66.7%	+43.2%
【to Net sales】	13.0%	15.7%	18.8%		
FX Rate					
Yen/1USD	108.76	106.22	104.51	-3.9%	-1.6%
Yen/1EUR	120.32	124.11	124.54	+3.5%	+0.3%

## Quarterly Changes in Consolidated Sales and Profit/Loss

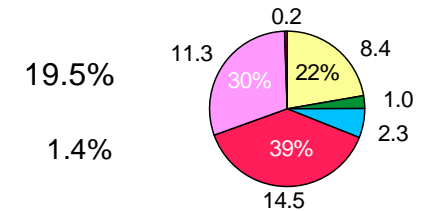


# Consolidated Sales by Division

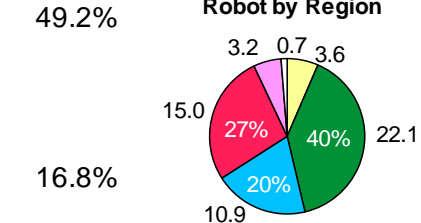


## 3Q of FY2020

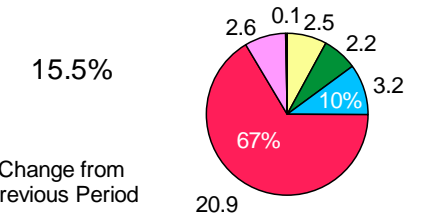
### FA by Region



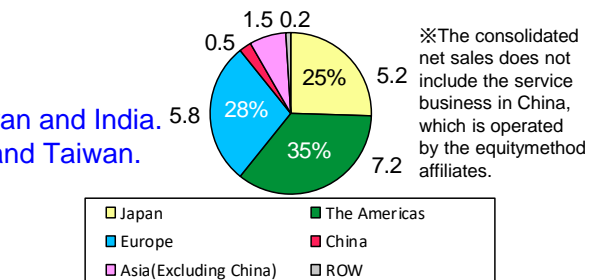
### Robot by Region



### Robomachine by Region



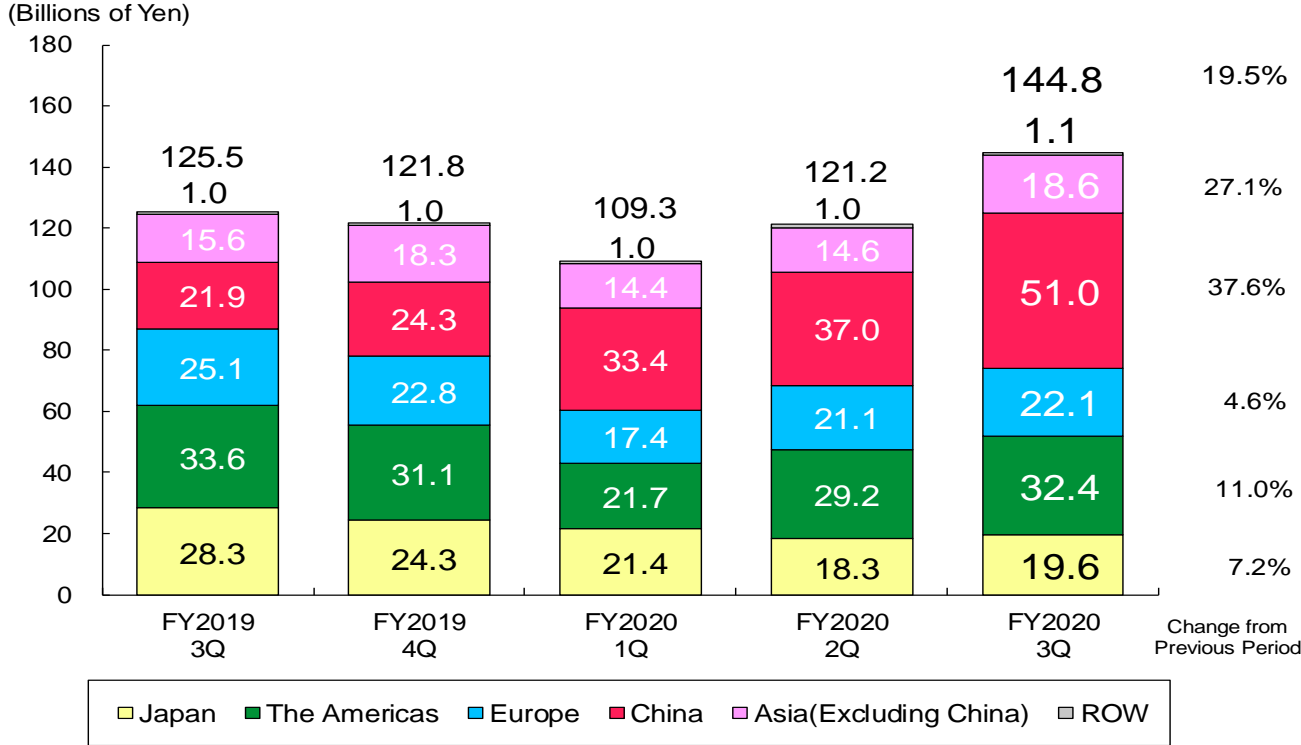
### Service by Region



## Results for the 3rd Quarter (3 months) [Comparison with FY2020 2Q]

- FA → Sales remained strong in China. Sales increased in Japan, Europe, South Korea, Taiwan and India.
- Robot → Sales increased significantly in China. Sales increased in the Americas, South Korea and Taiwan.
- Robomachine → Sales increased significantly in China. Sales increased in Japan, the Americas, Europe and South Korea.

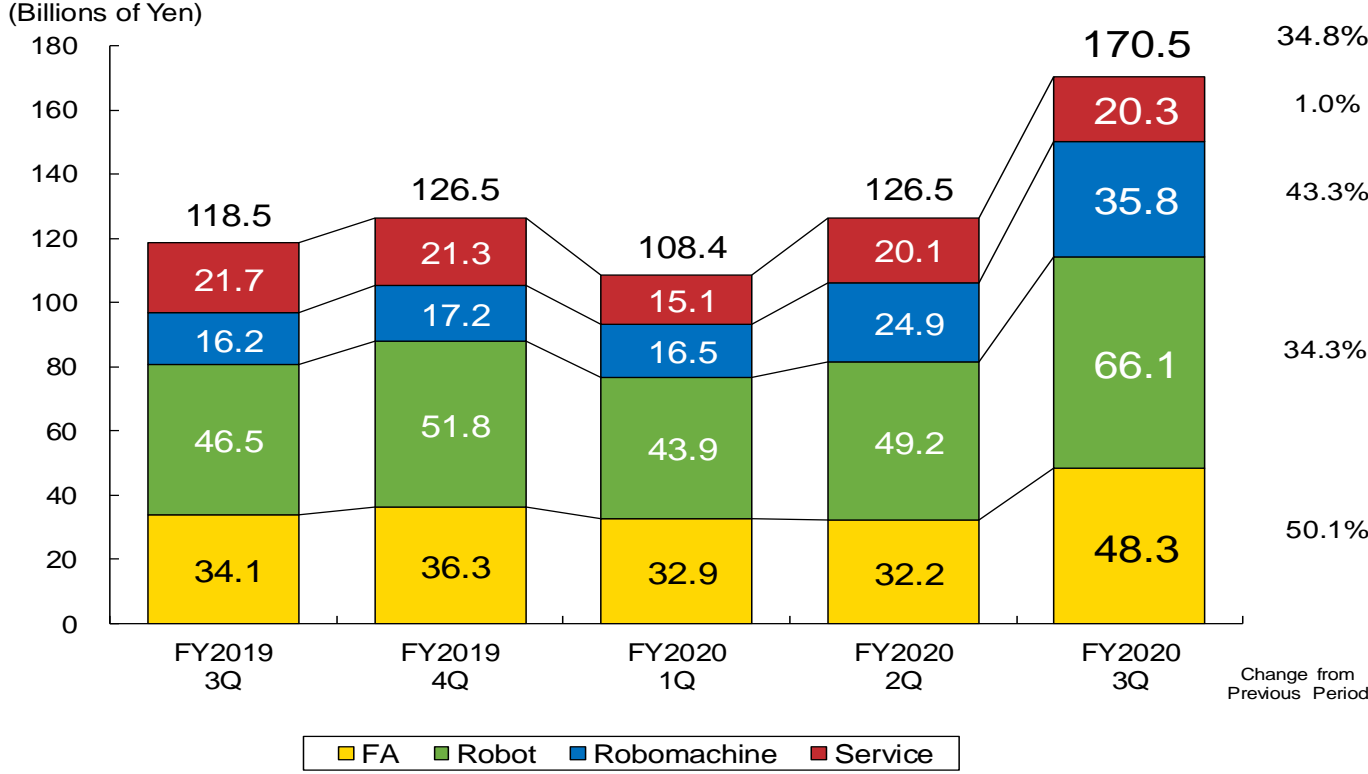
Consolidated Sales by Region



Results for the 3rd Quarter (3 months) [Comparison with FY2020 2Q]

- Japan → Sales of FA and Robomachine increased.
- The Americas → Sales of Robot and Robomachine increased.
- Europe → Sales of FA and Robomachine increased.
- China → Sales of FA remained strong. Sales of Robot and Robomachine increased significantly.
- Asia (Excluding China) → Sales of FA increased in South Korea, Taiwan and India. Sales of Robot increased in South Korea and Taiwan. Sales of Robomachine increased in South Korea.

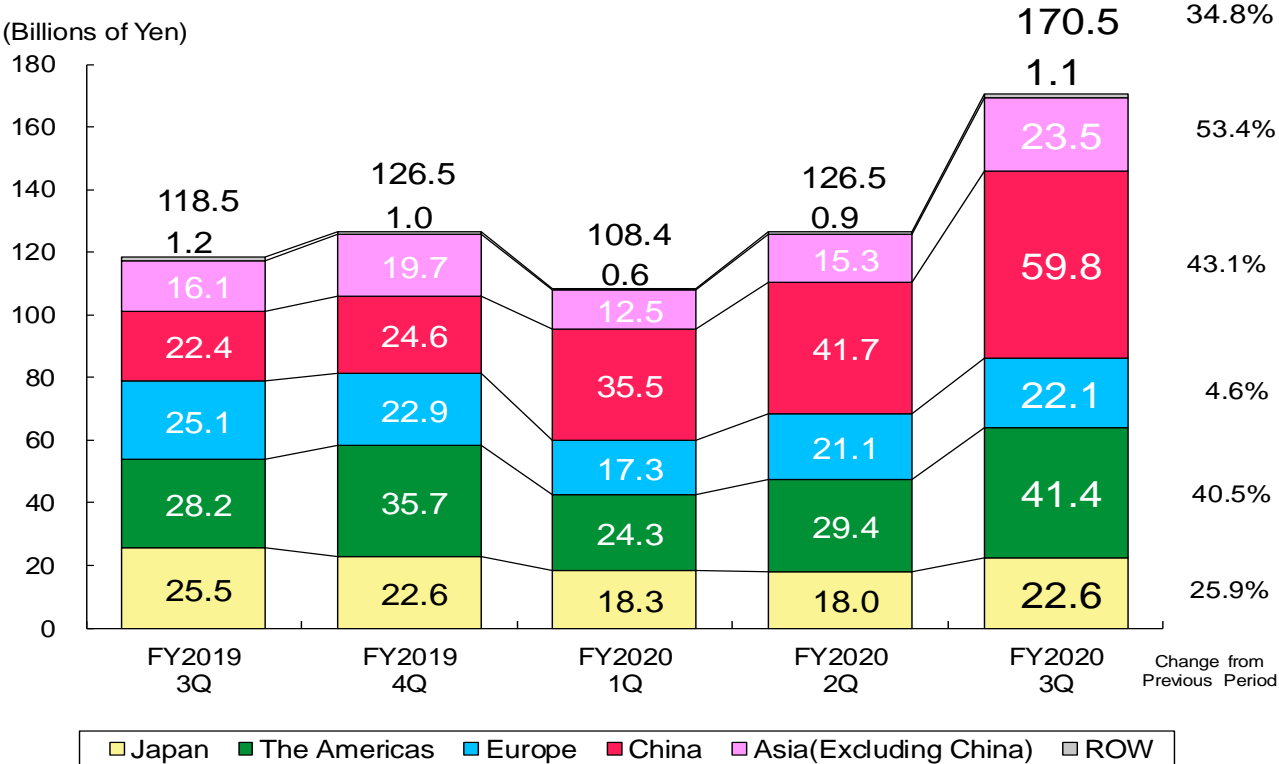
Consolidated Orders by Division



Results for the 3rd Quarter (3 months) [Comparison with FY2020 2Q]

- FA → Orders increased significantly in Japan, China, South Korea, Taiwan and India. Orders increased in Europe.
- Robot → Orders increased significantly in the Americas for general industries and the automobile industry.  
 Orders increased significantly in China for general industries and so on. Orders increased in Japan, South Korea and Taiwan.
- Robomachine → Orders of ROBODRILL and ROBOSHOT increased significantly in China.  
 Orders increased in Japan, the Americas, Europe, Taiwan and India.

Consolidated Orders by Region



Results for the 3rd Quarter (3 months) [Comparison with FY2020 2Q]

- Japan → Orders of FA increased significantly. Orders of Robot and Robomachine increased.
- The Americas → Orders of Robot increased significantly for general industries and the automobile industry. Orders of Robomachine increased.
- Europe → Orders of FA and Robomachine increased.
- China → Orders of FA, ROBODRILL and ROBOSHOT increased significantly. Orders of Robot increased significantly for general industries and so on.
- Asia (Excluding China) → Orders of FA increased significantly in South Korea, Taiwan and India. Orders of Robot increased in South Korea and Taiwan. Orders of Robomachine increased in Taiwan and India.



(Billions of Yen)	FY2019 3Q (Apr~Dec)	FY2019 Full Year	FY2020 3Q (Apr~Dec)	Change from 3Q of FY2019
Capital Investment	56.7	70.5	13.8	-42.9
Depreciation and amortization	33.8	45.9	33.1	-0.7
Research and development expenses	38.2	51.3	34.8	-3.4

(Billions of Yen)	FY2019	FY2020 Forecast		Change from FY2019	Change from Previous Forecast
		Previous forecast	New forecast		
Net sales	508.3	502.5	532.3	+4.7%	+5.9%
Cost of sales	326.1	330.3	337.8	+3.6%	+2.3%
【to Net sales】	64.2%	65.7%	63.5%		
Operating income	88.3	85.4	105.8	+19.8%	+23.9%
【to Net sales】	17.4%	17.0%	19.9%		
Ordinary income	102.8	96.3	119.5	+16.2%	+24.1%
【to Net sales】	20.2%	19.2%	22.4%		
Extraordinary income or loss	-2.0	-	-	-	-
Net income	73.4	71.8	88.2	+20.2%	+22.8%
【to Net sales】	14.4%	14.3%	16.6%		
FX Rate					
Yen/1USD	108.74	103.46	104.59	-3.8%	+1.1%
Yen/1EUR	120.82	120.65	121.78	+0.8%	+0.9%

Estimated FX  
rate for 4Q of FY2020  
100Yen / 1USD  
120Yen / 1EUR

# Release of the latest model of the all-electric injection molding machine "ROBOSHOT"



**ROBOSHOT** α-S100iB

## High Performance of Molding

- High injection performance for various molding fields

## High Operation Rate

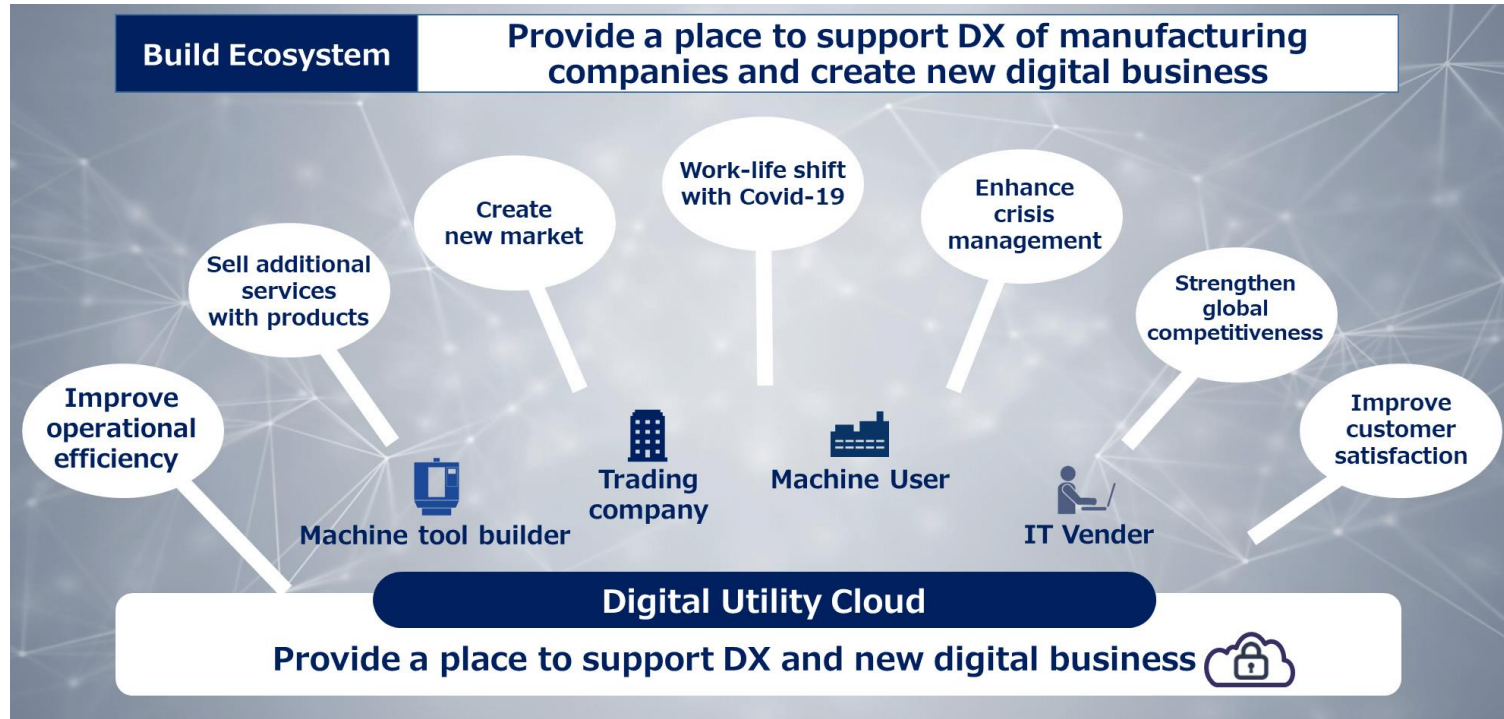
- Easy connection and easy operation with FANUC robot
- Compliant with the latest international safety standards
- IoT support by the latest communication standard

## Ease of Use

- The largest 21.5-inch monitor in the industry
- Unique two-screen display with excellent operability
- Help function for easy operation

- Nov. 2020 Exhibited at "IPF Japan 2020 Virtual", high interest and many inquiries
- Jan. 2021 Shipping starts sequentially from 50ton, 100ton and 150ton machines

Fujitsu Limited, FANUC CORPORATION, and NTT Communications Corporation established DUCNET Co., Ltd. DUCNET will start business in April 2021.



## The initiatives of **FANUC**

Utilize Digital Utility Cloud as a collaborative shared service for Machine Tool Industry

- Use services of Digital Utility Cloud (communication tool, storage, EC site, development platform, AI and so on) for FANUC's own DX and further enhance their competitiveness for Machine Tool Industry.
- Develop the DX service provided for Machine Tool Industry as a tool, and plan to sell the tool through the ecosystem on the Digital Utility Cloud. (Remote support tool, etc.)

Role of the Digital Utility Cloud

