

(TRANSLATION)

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# Financial Results for the year Ended March, 2021

FANUC CORPORATION

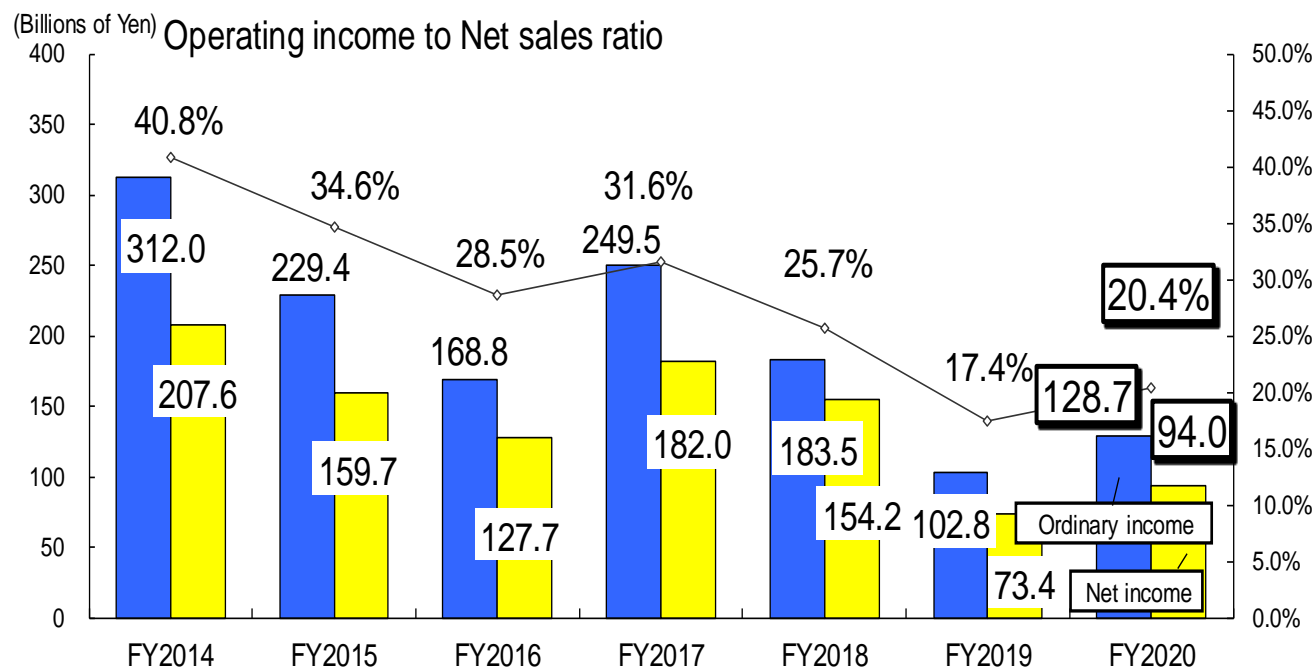
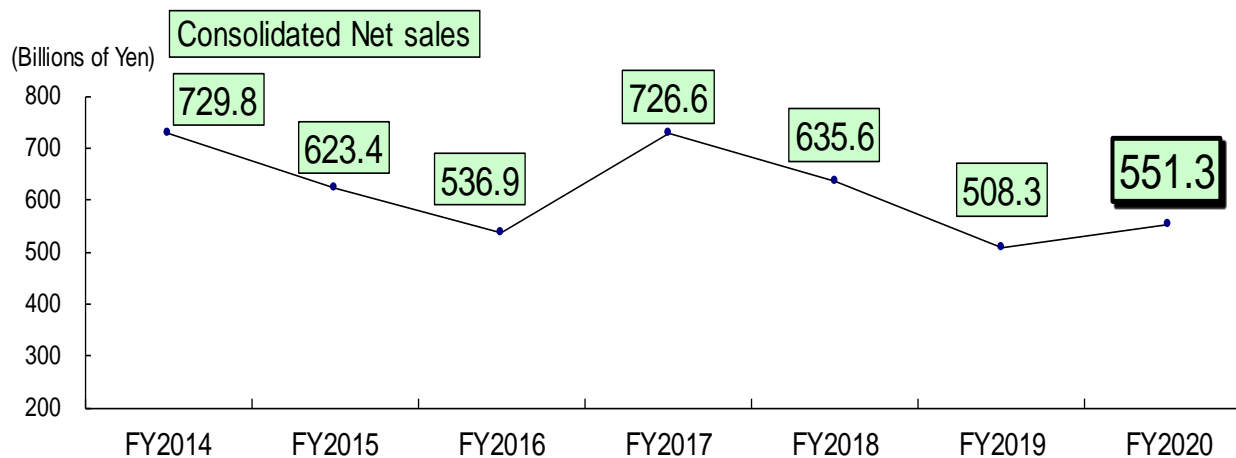
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The forecasts described in this report are subject to uncertain factors such as supply and demand trends, industry competition, economic conditions, and others in major markets. Actual results may differ from these forecasts.

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(Billions of Yen)	FY2019 Actual	FY2020 Forecast	FY2020 Actual	Change from FY2019	Change from Previous Forecast
Net sales	508.3	532.3	551.3	+8.5%	+3.6%
Cost of sales	326.1	337.8	349.3	+7.1%	+3.4%
【to Net sales】	64.2%	63.5%	63.4%		
Operating income	88.3	105.8	112.5	+27.4%	+6.3%
【to Net sales】	17.4%	19.9%	20.4%		
Ordinary income	102.8	119.5	128.7	+25.2%	+7.7%
【to Net sales】	20.2%	22.4%	23.4%		
Extraordinary income or loss	-2.0	-	-	-	-
Net income	73.4	88.2	94.0	+28.1%	+6.6%
【to Net sales】	14.4%	16.6%	17.1%		
FX Rate					
Yen/1USD	108.74	104.59	106.06	-2.5%	+1.4%
Yen/1EUR	120.82	121.78	123.70	+2.4%	+1.6%

Change in Consolidated Sales and Profit/Loss

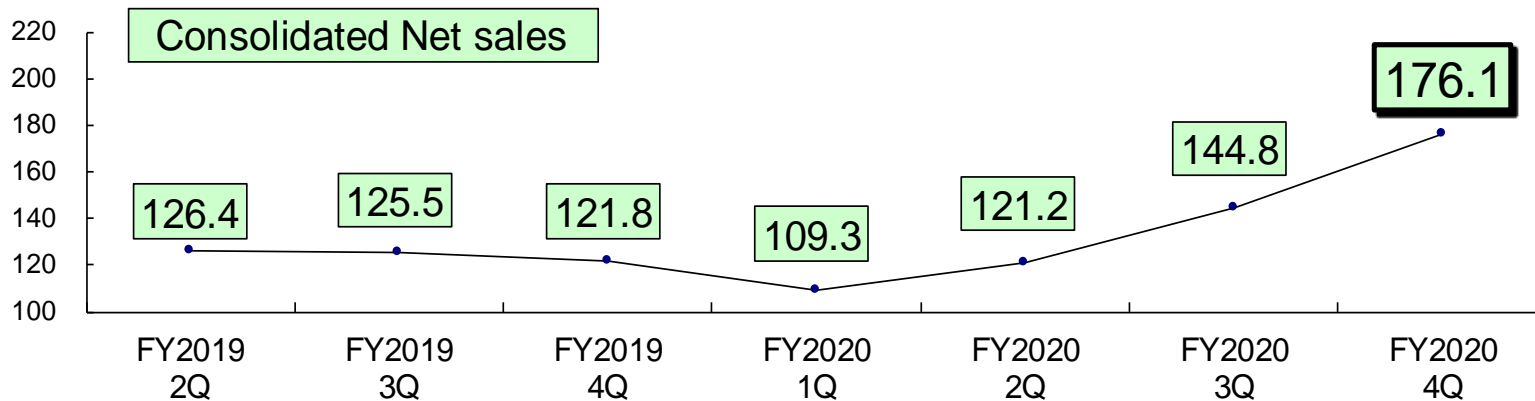


※“Net income” means “Net income attributable to shareholders of parent company”.

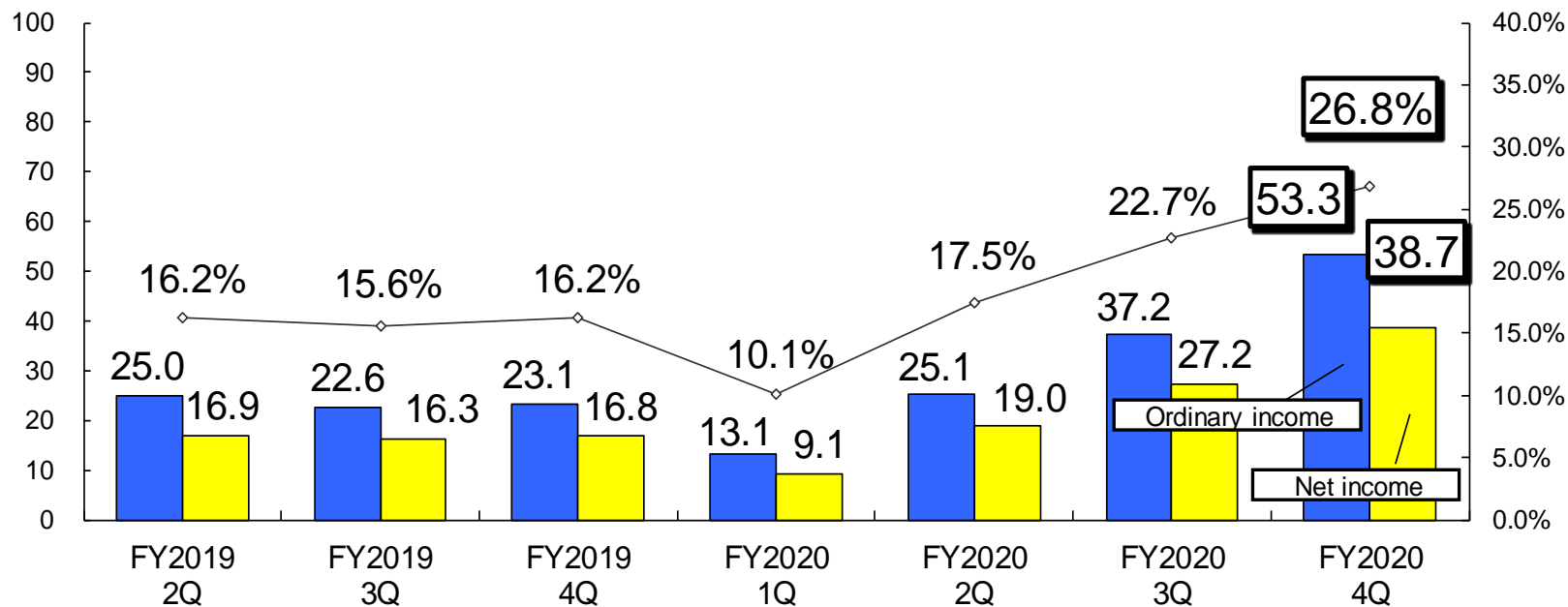
(Billions of Yen)	FY2019 4Q (Jan~Mar)	FY2020 3Q (Oct~Dec)	FY2020 4Q (Jan~Mar)	Change from 4Q of FY2019	Change from 3Q of FY2020
Net sales	121.8	144.8	176.1	+44.6%	+21.6%
Cost of sales	79.2	88.5	104.1	+31.5%	+17.6%
【to Net sales】	65.0%	61.1%	59.1%		
Operating income	19.7	32.9	47.3	+139.4%	+43.4%
【to Net sales】	16.2%	22.7%	26.8%		
Ordinary income	23.1	37.2	53.3	+130.8%	+43.5%
【to Net sales】	19.0%	25.7%	30.3%		
Net income	16.8	27.2	38.7	+129.5%	+42.0%
【to Net sales】	13.8%	18.8%	22.0%		
FX Rate					
Yen/1USD	108.92	104.51	105.90	-2.8%	+1.3%
Yen/1EUR	120.11	124.54	127.69	+6.3%	+2.5%

Quarterly Changes in Consolidated Sales and Profit/Loss

(Billions of Yen)



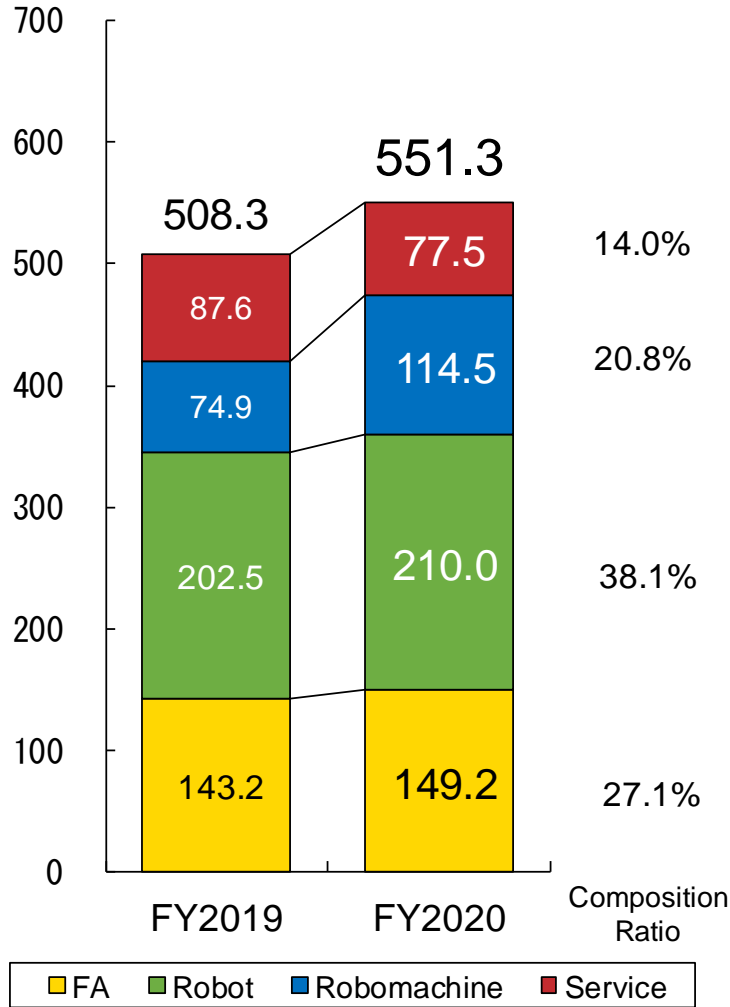
(Billions of Yen) Operating income to Net sales ratio



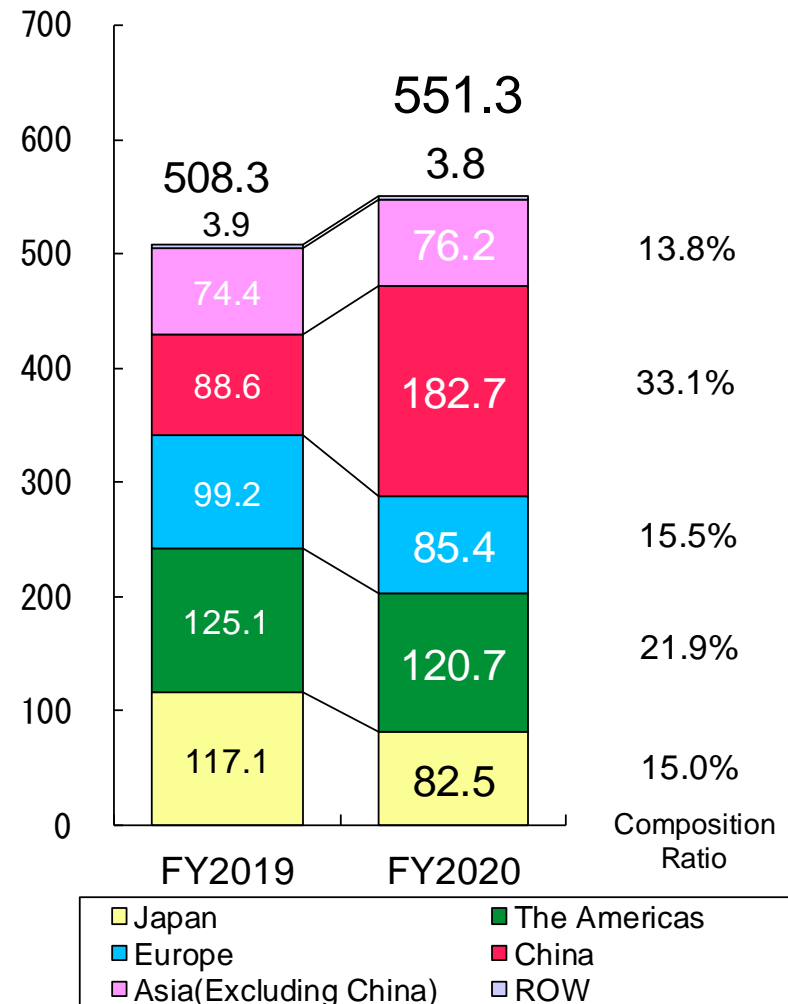
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# Yearly Changes in Sales by Division and Region

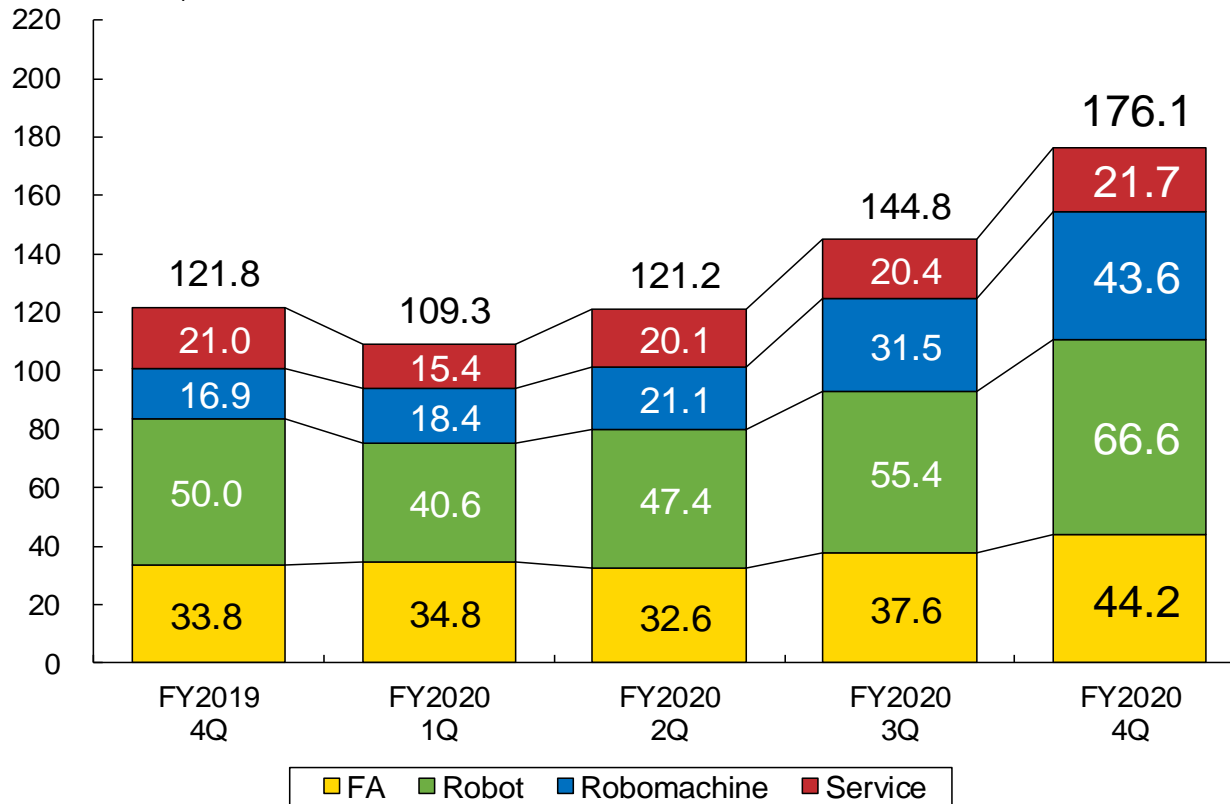
(Billions of Yen)



(Billions of Yen)

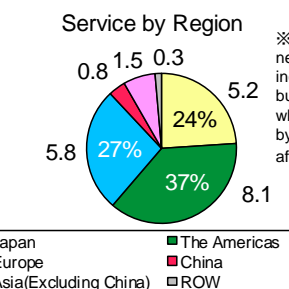
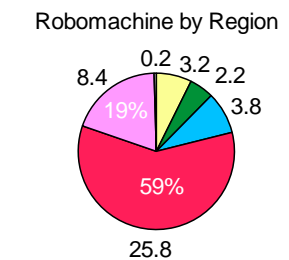
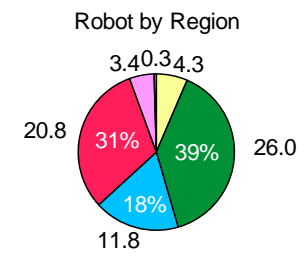
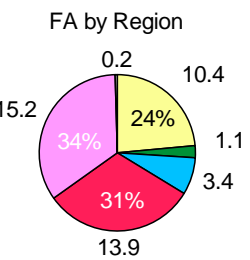


(Billions of Yen)



21.6%  
6.4%  
38.6%  
20.3%  
17.4%  
Change from Previous Period

4Q of FY2020



※The consolidated net sales does not include the service business in China, which is operated by the equity method affiliates.

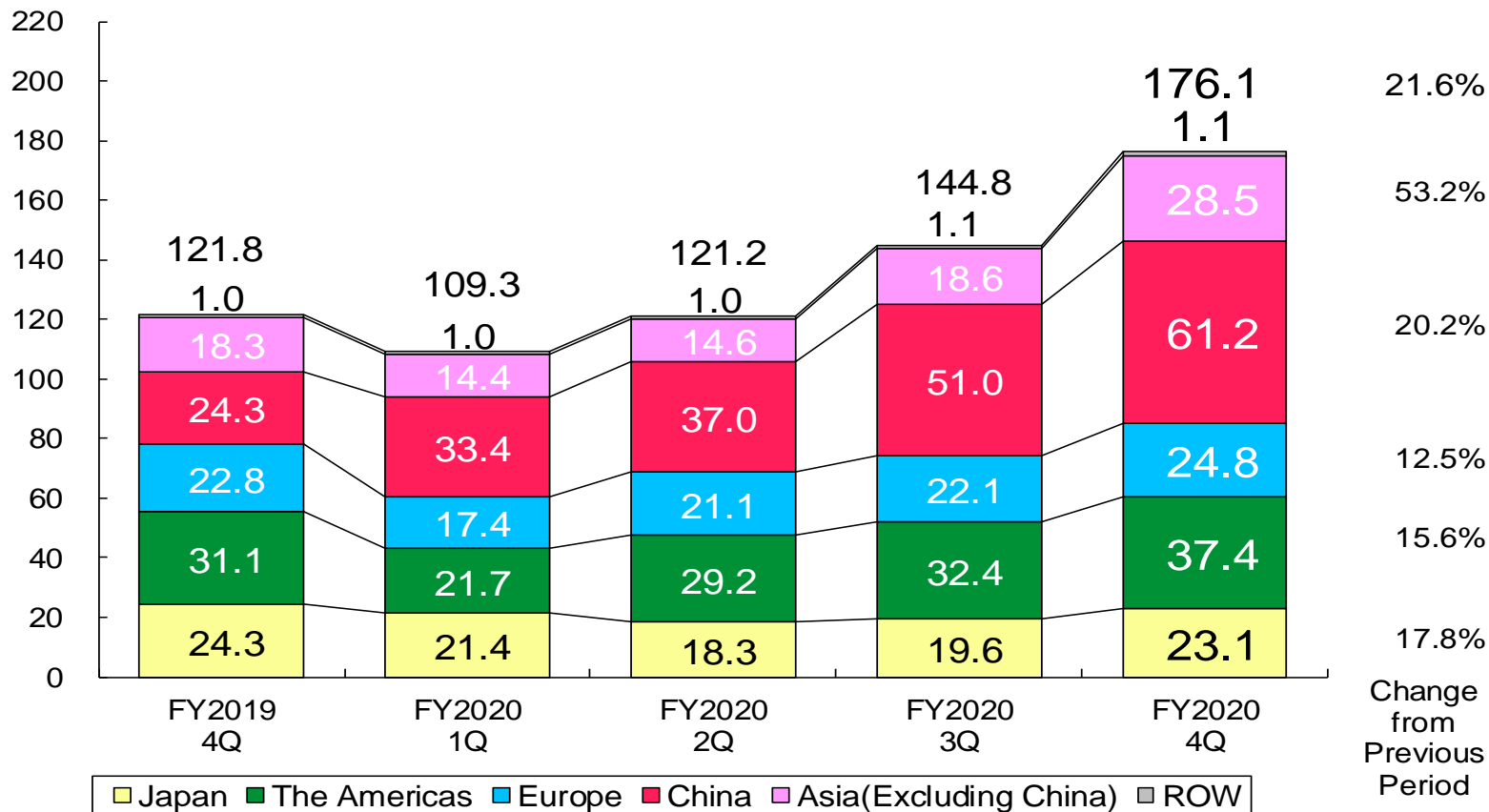
Results for the 4th Quarter (3 months) [Comparison with FY2020 3Q]

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

Japan The Americas  
Europe China  
Asia(Excluding China) ROW

# Consolidated Sales by Region

(Billions of Yen)

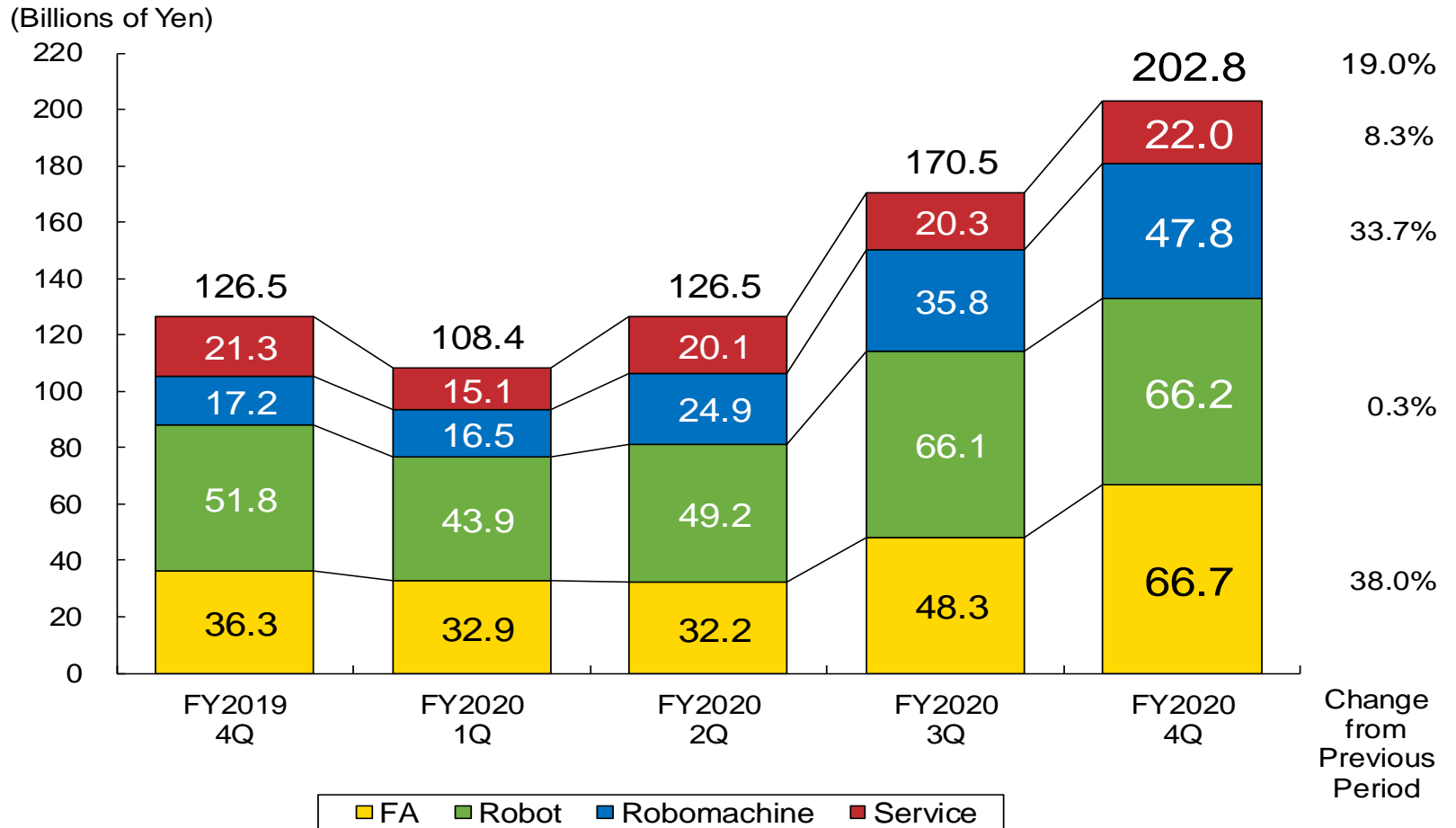


## Results for the 4th Quarter (3 months) [Comparison with FY2020 3Q]

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



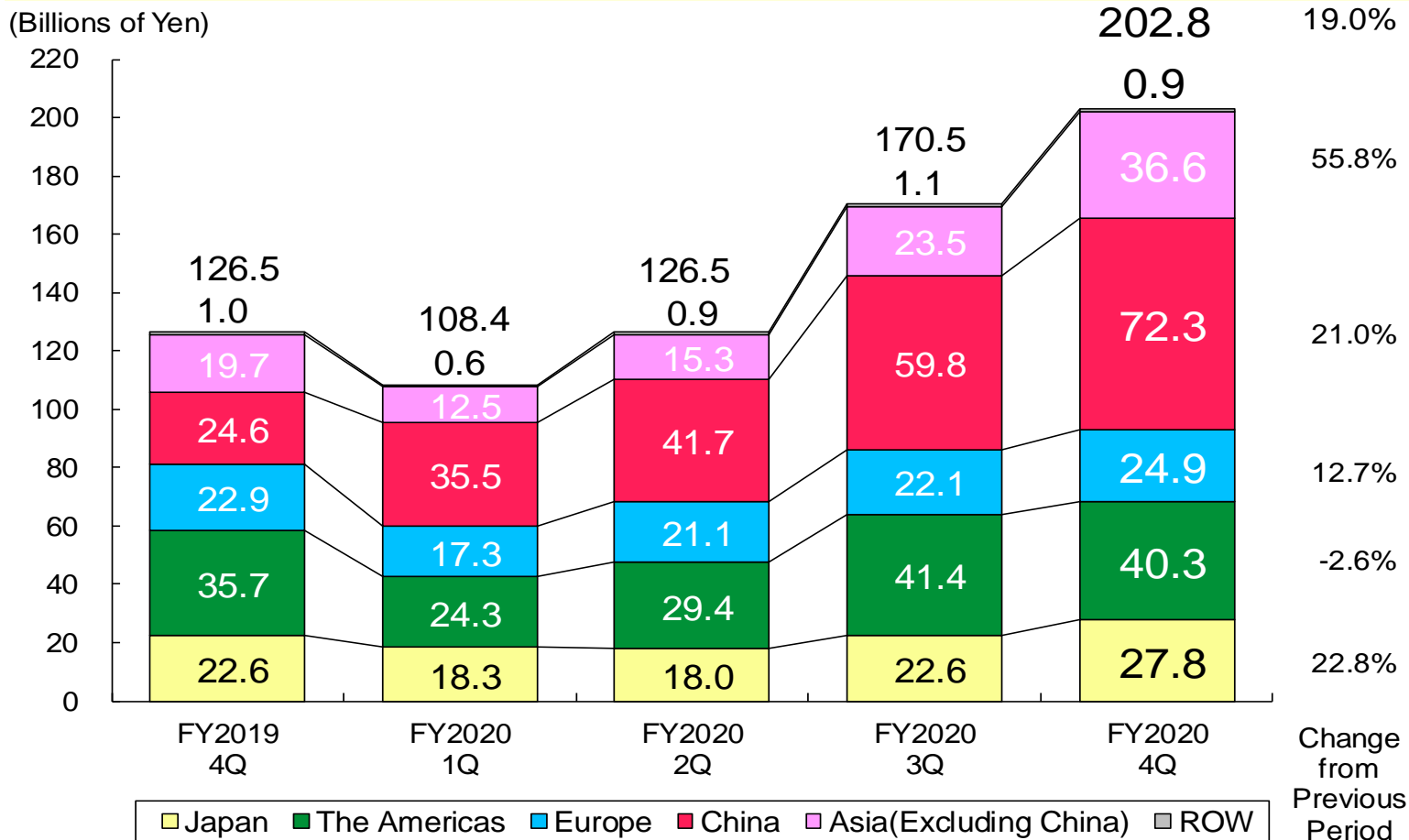
Consolidated Orders by Division



Results for the 4th Quarter (3 months) [Comparison with FY2020 3Q]

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

Consolidated Orders by Region



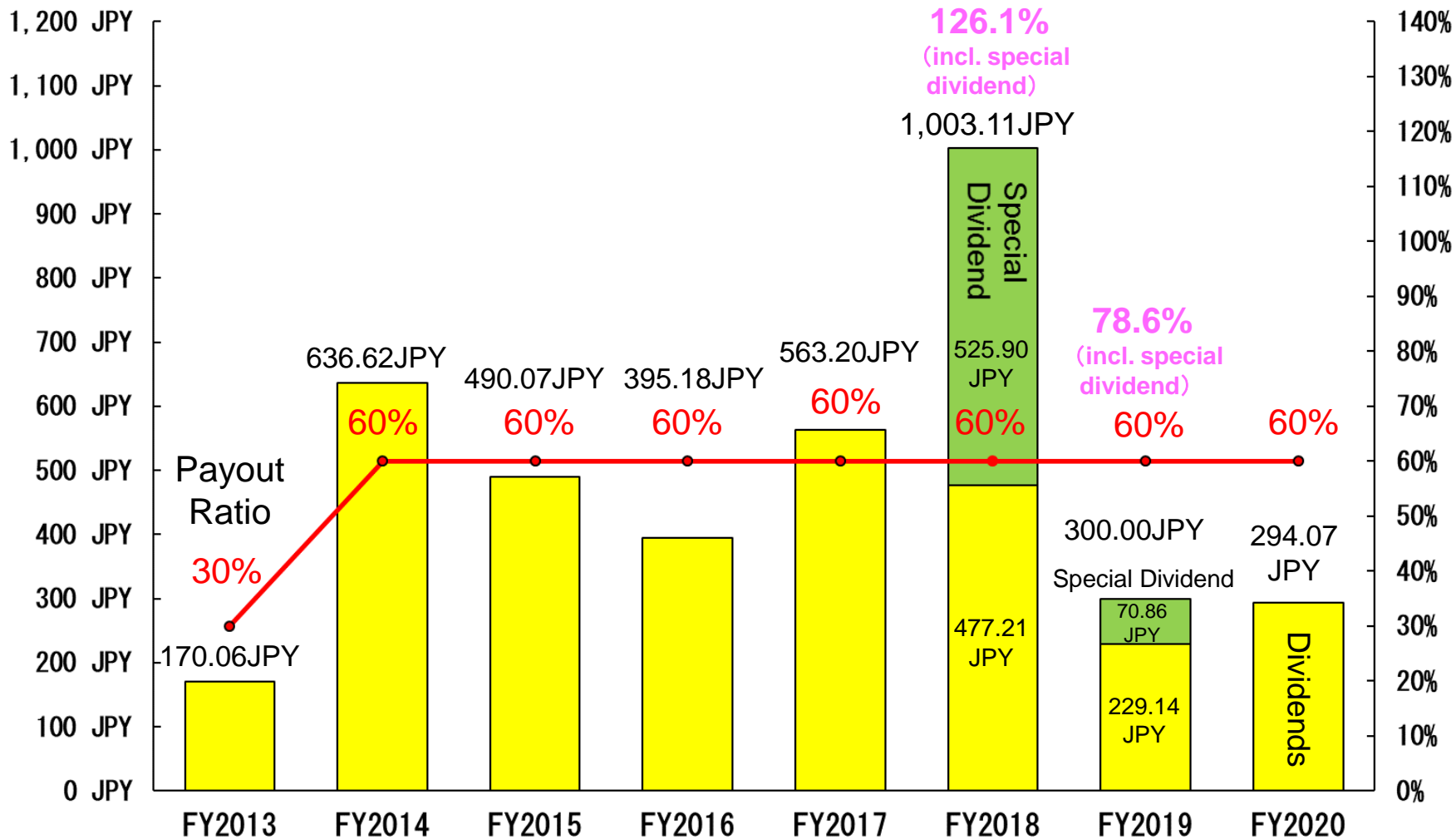
Results for the 4th Quarter (3 months) [Comparison with FY2020 3Q]

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

(Billions of Yen)	FY2019 Full Year	FY2020 Full Year	Change from FY2019
Capital Investment	70.5	18.6	-51.9
Depreciation and amortization	45.9	45.1	-0.8
Research and development expenses	51.3	46.9	-4.4

(Billions of Yen)	FY2020	FY2021			Change from Previous Period
	Full Year Actual	1st Half Forecast	2st Half Forecast	Full Year Forecast	
Net Sales	551.3	348.2	308.9	657.1	+19.2%
Cost of sales	349.3	206.0	195.1	401.1	+14.8%
【to Net sales】	63.4%	59.2%	63.2%	61.0%	
Operating income	112.5	87.7	60.7	148.4	+31.9%
【to Net sales】	20.4%	25.2%	19.7%	22.6%	
Ordinary income	128.7	97.4	67.1	164.5	+27.8%
【to Net sales】	23.4%	28.0%	21.7%	25.0%	
Net Income	94.0	70.8	49.7	120.5	+28.2%
【to Net sales】	17.1%	20.3%	16.1%	18.3%	
FX Rate					
Yen/1USD	106.06	105.00	105.00	105.00	-1.0%
Yen/1EUR	123.70	125.00	125.00	125.00	+1.1%

Dividends



## New Collaborative Robot - Safe, Reliable and Easy to Use



**CRX-10iA**   **CRX-10iA/L**

### Safe

- Safely stops with a light contact with operators

### Reliability

- FANUC's renowned high reliability supported by years of experience

### Easy to Use

- Simple installation without lifting equipment
  - Intuitive operations and simple teaching
  - Easy connection to various grippers
- High interest and inquiries have been received all over the world since the first exhibition at iREX in December, 2019
  - The first ex-factory in June, 2020

- **Ease of use** even for those who use the robot for the first time
- **Flexible and simple automation** by sharing the work between human operators and CRXs
- **Social distance** can be ensured under COVID-19 by replacing a part of human operators with CRXs



## Machining



## Welding

**Due to the expanding demand, the production capacity will be tripled by the end of FY2021, compared with last year**



THE ROBOT AWARD  
第9回ロボット大賞

**METI Minister's Award**

(Ministry of Economy, Trade and Industry)

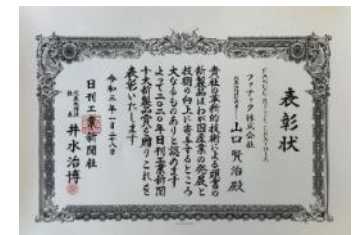


2020 Nikkei Superior Products  
and Services Awards

**Nikkei Business Daily  
Awards**



The 63<sup>rd</sup> Nikkan  
Kougyo Shimbun  
**The Best 10 New  
Products Awards  
Main Prize**





## Released the Latest Model of Wire EDM “ROBOCUT”



### **ROBOCUT** $\alpha$ -C600iC

#### High Performance of Cutting

- Higher rigid machine for better pitch accuracy and roundness
- New discharge devices and discharge control iPulse3 for better quality cutting

#### Minimizing Downtime

- AWF3 (Automatic Wire Feeding function) for continuous unmanned operation
- Maintenance guidance and Consumables management functions for daily maintenance

#### Ease of Use

- PANEL *iH* Pro for better operability
- Simple Adjustment function for EDM technologies to achieve high speed, high accuracy, and high quality cutting

- Dec.2020 : Announced at JIMTOF2020 Online
- Jan.2021 : Started Mass Production and delivery,  $\alpha$ -C400iC and  $\alpha$ -C600iC

FANUC CORPORATION would like to inform you that at the Board of Directors meeting held today, it was resolved that there would be a change to our company structure from the current “Company with Board of Statutory Auditors” to a “Company with an Audit and Supervisory Committee” on the condition that it would be approved at the 52nd Ordinary General Meeting of Shareholders on June 24, 2021.

### **(1) Reason for the Transition**

FANUC has always worked on enhancing corporate governance based on our Basic Principles of “Strict Preciseness” and “Transparency.”

As we proceed in separating our supervisory and executive functions, in order to further strengthen the supervisory functions of the Board of Directors and speed up management decisions, we will transition to Company with an Audit and Supervisory Committee, that allows us to establish an Audit and Supervisory Committee consisting of the directors who are Audit and Supervisory Committee Members and to expand the delegation of decision-making authority for business execution from the Board of Directors to directors. Thus, we will further endeavor to enhance corporate governance and increase corporate value.

### **(2) Date of Transition**

The transition to a Company with an Audit and Supervisory Committee is planned to take place after necessary amendments to the Articles of Incorporation and other matters are approved at our Company's 52nd Ordinary General Meeting of Shareholders, which is scheduled to be held on June 24, 2021.