

(TRANSLATION)

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Financial Results for the nine months Ended December 31, 2023

FANUC CORPORATION

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

Consolidated Financial Results for the 1st Three Quarters(9months) of FY2023

(Billions of Yen)

	FY2022 3Q		FY2023 3Q		Change from 3Q of FY2022
		to Net sales		to Net sales	
Net sales	636.1	100.0%	596.5	100.0%	-6.2%
Cost of sales	387.6	60.9%	389.5	65.3%	+0.5%
Operating income	147.2	23.1%	107.4	18.0%	-27.0%
Ordinary income	177.8	28.0%	135.1	22.7%	-24.0%
Net income	129.8	20.4%	98.3	16.5%	-24.2%
FX Rate					
Yen/1USD	136.51		143.29		
Yen/1EUR	140.59		155.29		

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

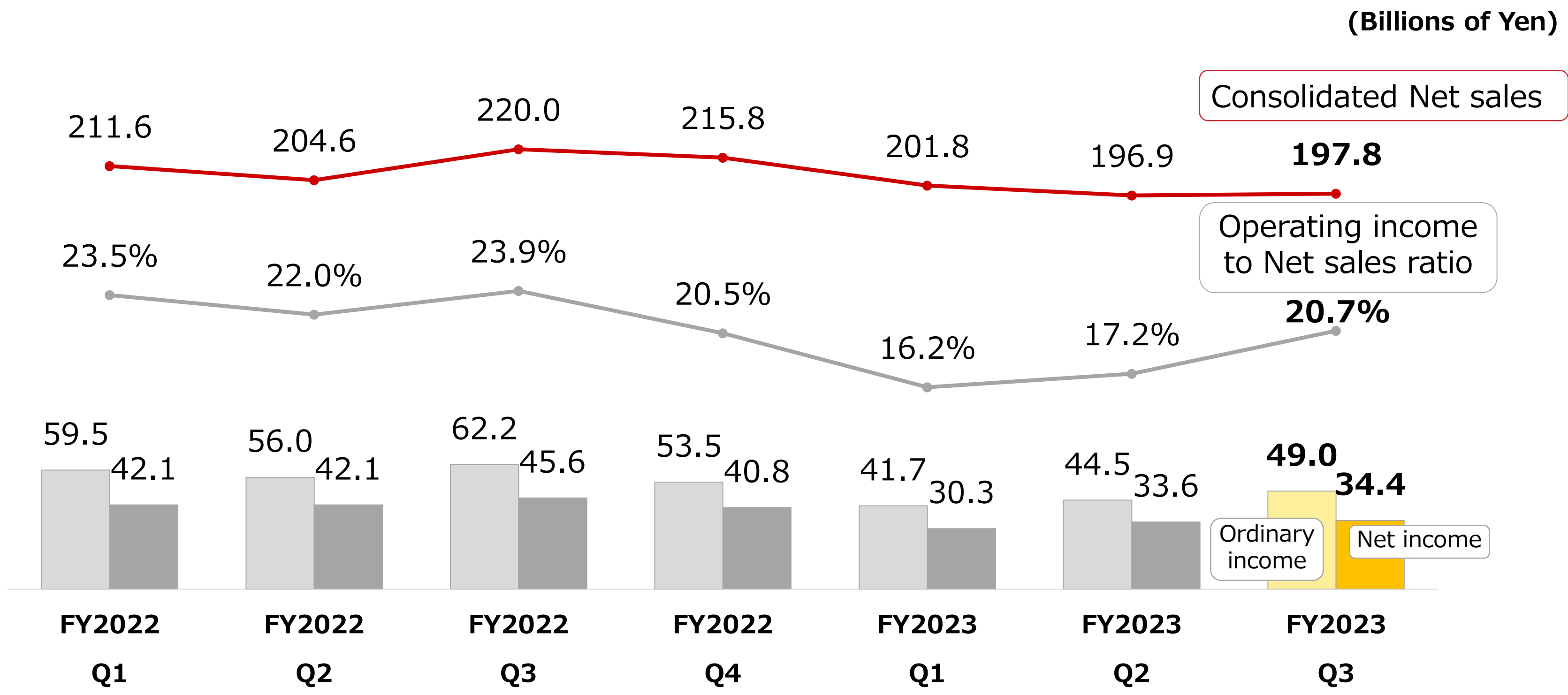
Consolidated Financial Results for the 3rd Quarter (3 months) of FY2023

(Billions of Yen)

	FY2022 3Q Oct - Dec		FY2023 2Q Jul - Sep		FY2023 3Q Oct - Dec		Change from 3Q of FY2022	Change from 2Q of FY2023
		to Net sales		to Net sales		to Net sales		
Net sales	220.0	100.0%	196.9	100.0%	197.8	100.0%	-10.1%	+0.5%
Cost of sales	132.6	60.3%	129.7	65.9%	123.7	62.5%	-6.7%	-4.6%
Operating income	52.5	23.9%	33.9	17.2%	40.9	20.7%	-22.1%	+20.5%
Ordinary income	62.2	28.3%	44.5	22.6%	49.0	24.8%	-21.3%	+10.2%
Net income	45.6	20.7%	33.6	17.1%	34.4	17.4%	-24.5%	+2.3%
FX Rate								
Yen/1USD	141.59		144.62		147.89			
Yen/1EUR	144.30		157.30		159.11			

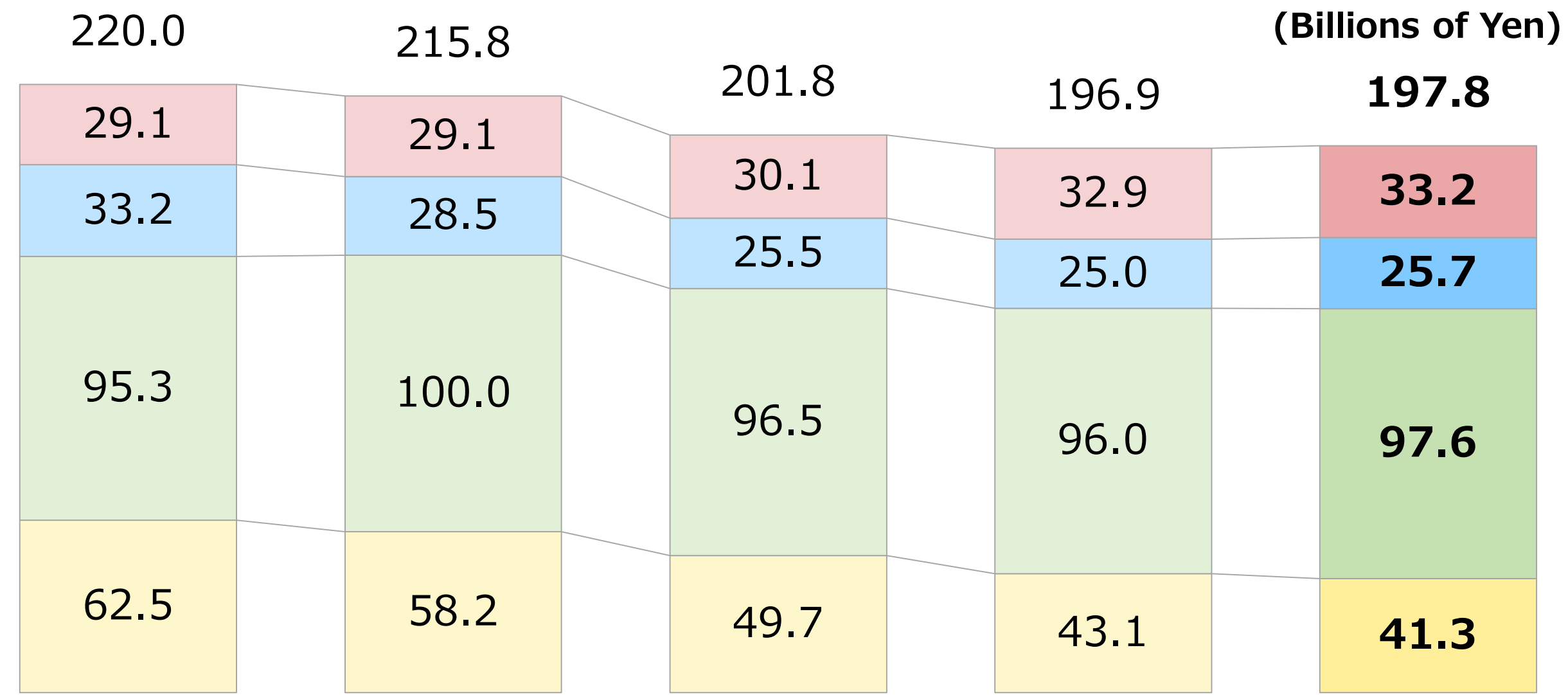
※“Net income” means “Net income attributable to owners of parent company”.

Quarterly Changes in Consolidated Sales and Profit/Loss



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

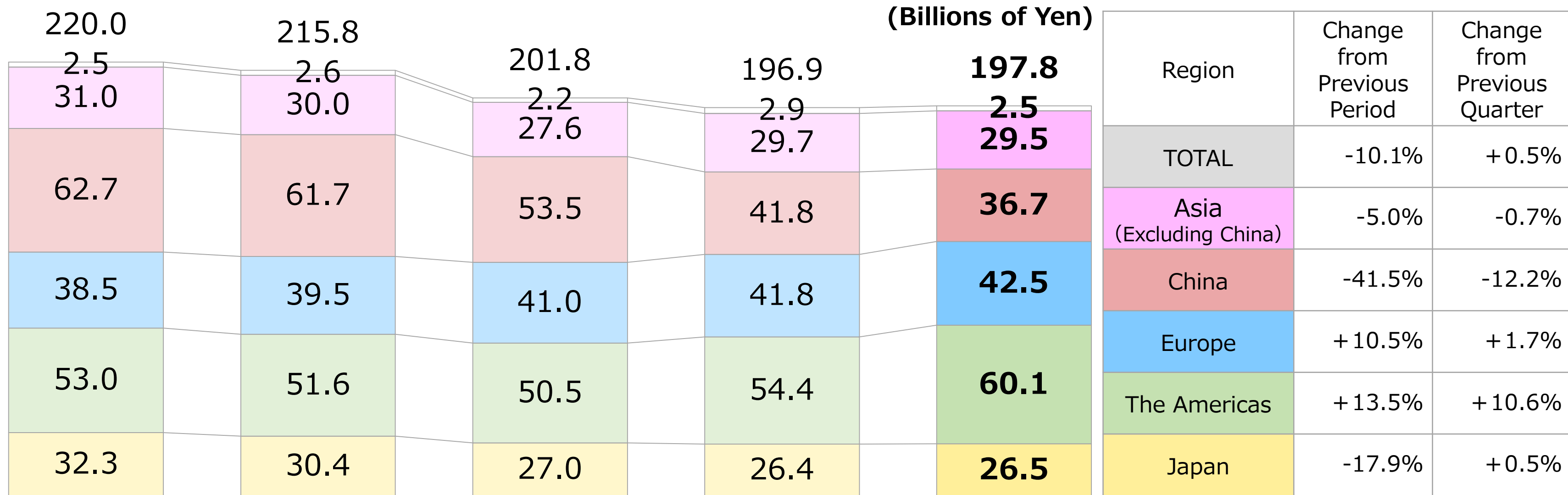
Consolidated Sales by Division



Division	Change from Previous Period	Change from Previous Quarter
TOTAL	-10.1%	+0.5%
Service	+14.2%	+0.9%
Robomachine	-22.4%	+3.1%
Robot	+2.5%	+1.8%
FA	-33.9%	-4.3%

Composition	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3
Service	13.2%	13.4%	15.0%	16.7%	16.7%
Robomachine	15.1%	13.2%	12.6%	12.7%	13.0%
Robot	43.3%	46.4%	47.8%	48.7%	49.4%
FA	28.4%	27.0%	24.6%	21.9%	20.9%

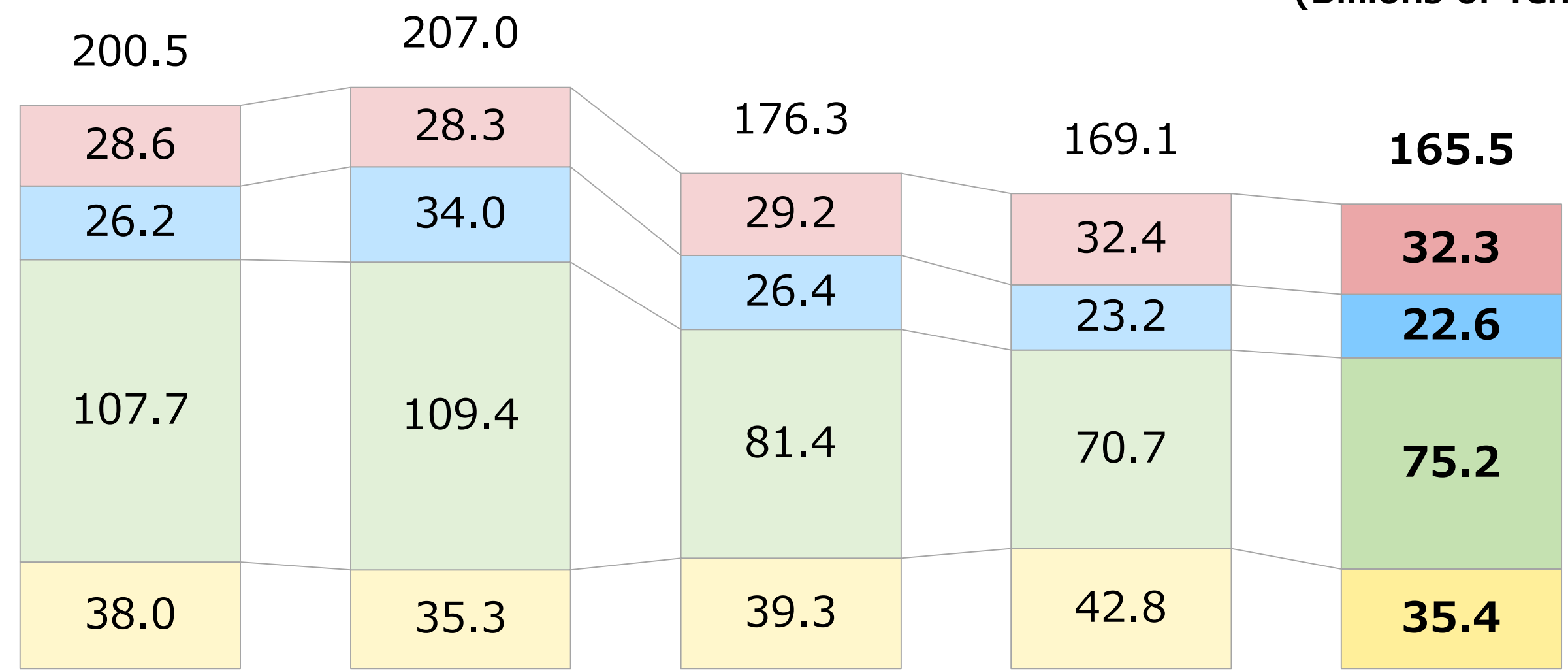
Consolidated Sales by Region



Composition	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3
ROW	1.1%	1.2%	1.1%	1.5%	1.2%
Asia (Excluding China)	14.1%	13.9%	13.7%	15.1%	14.9%
China	28.5%	28.6%	26.5%	21.2%	18.6%
Europe	17.5%	18.3%	20.3%	21.2%	21.5%
The Americas	24.1%	23.9%	25.0%	27.6%	30.4%
Japan	14.7%	14.1%	13.4%	13.4%	13.4%

Consolidated Orders by Division

(Billions of Yen)

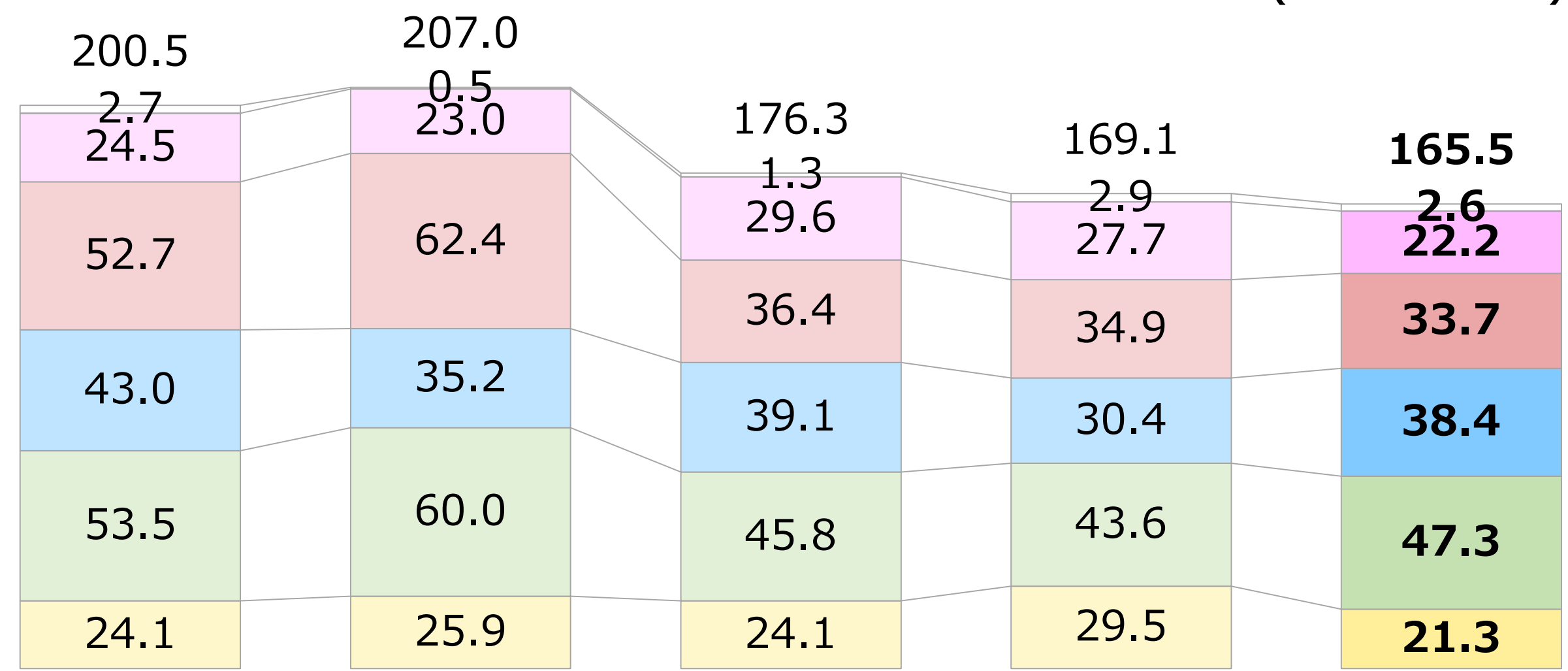


Division	Change from Previous Period	Change from Previous Quarter
TOTAL	-17.5%	-2.1%
Service	+12.8%	-0.5%
Robomachine	-13.6%	-2.4%
Robot	-30.2%	+6.3%
FA	-6.8%	-17.2%

Composition	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3
Service	14.2%	13.7%	16.5%	19.2%	19.5%
Robomachine	13.1%	16.4%	15.0%	13.7%	13.7%
Robot	53.7%	52.9%	46.2%	41.8%	45.4%
FA	19.0%	17.0%	22.3%	25.3%	21.4%

Consolidated Orders by Region

(Billions of Yen)



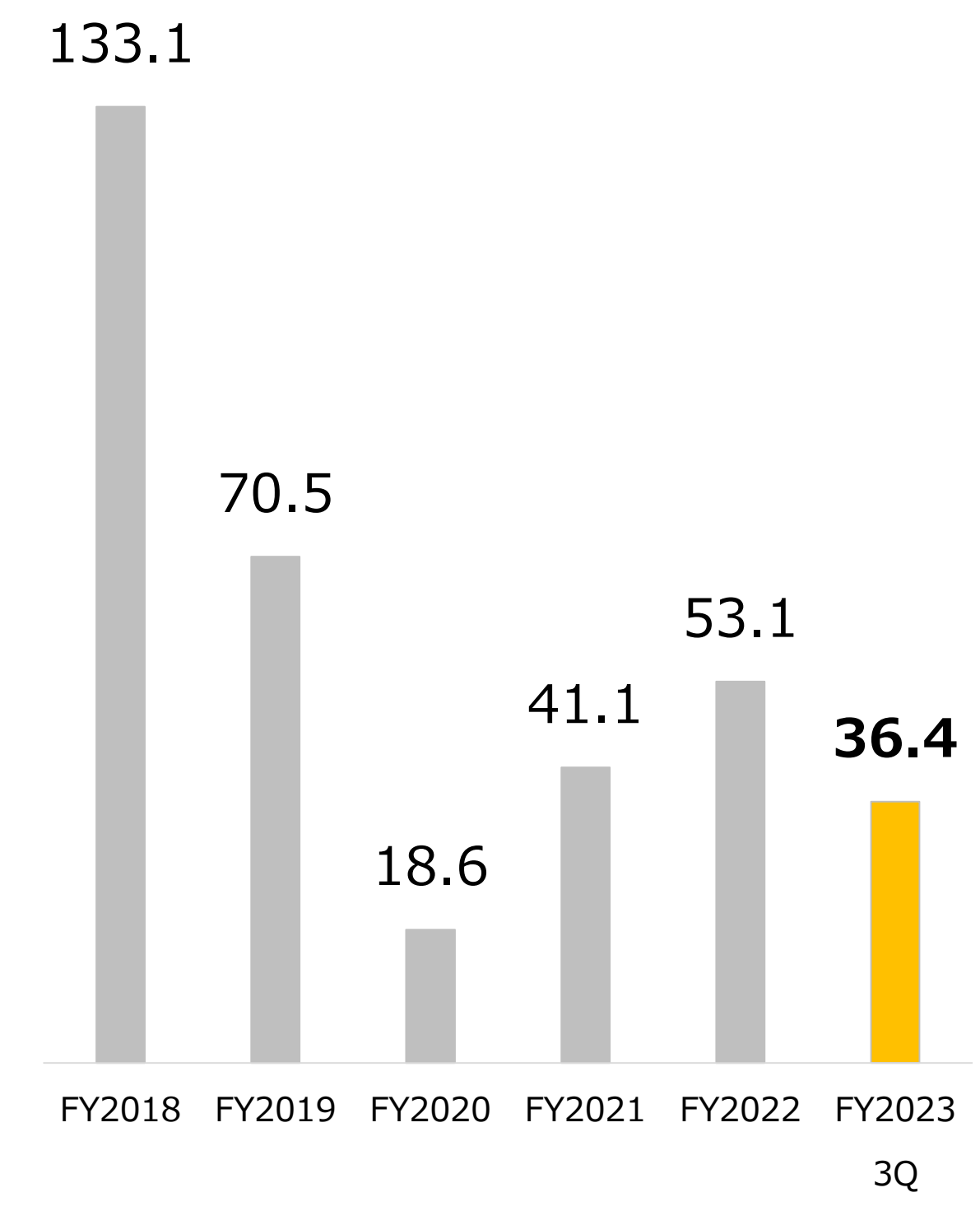
Region	Change from Previous Period	Change from Previous Quarter
TOTAL	-17.5%	-2.1%
Asia (Excluding China)	-9.3%	-20.0%
China	-36.1%	-3.7%
Europe	-10.7%	+26.5%
The Americas	-11.6%	+8.4%
Japan	-11.8%	-27.8%

Composition	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3
ROW	1.3%	0.3%	0.6%	1.7%	1.6%
Asia (Excluding China)	12.2%	11.1%	16.8%	16.4%	13.4%
China	26.3%	30.1%	20.7%	20.7%	20.3%
Europe	21.5%	17.0%	22.2%	18.0%	23.2%
The Americas	26.7%	29.0%	26.0%	25.8%	28.6%
Japan	12.0%	12.5%	13.7%	17.4%	12.9%

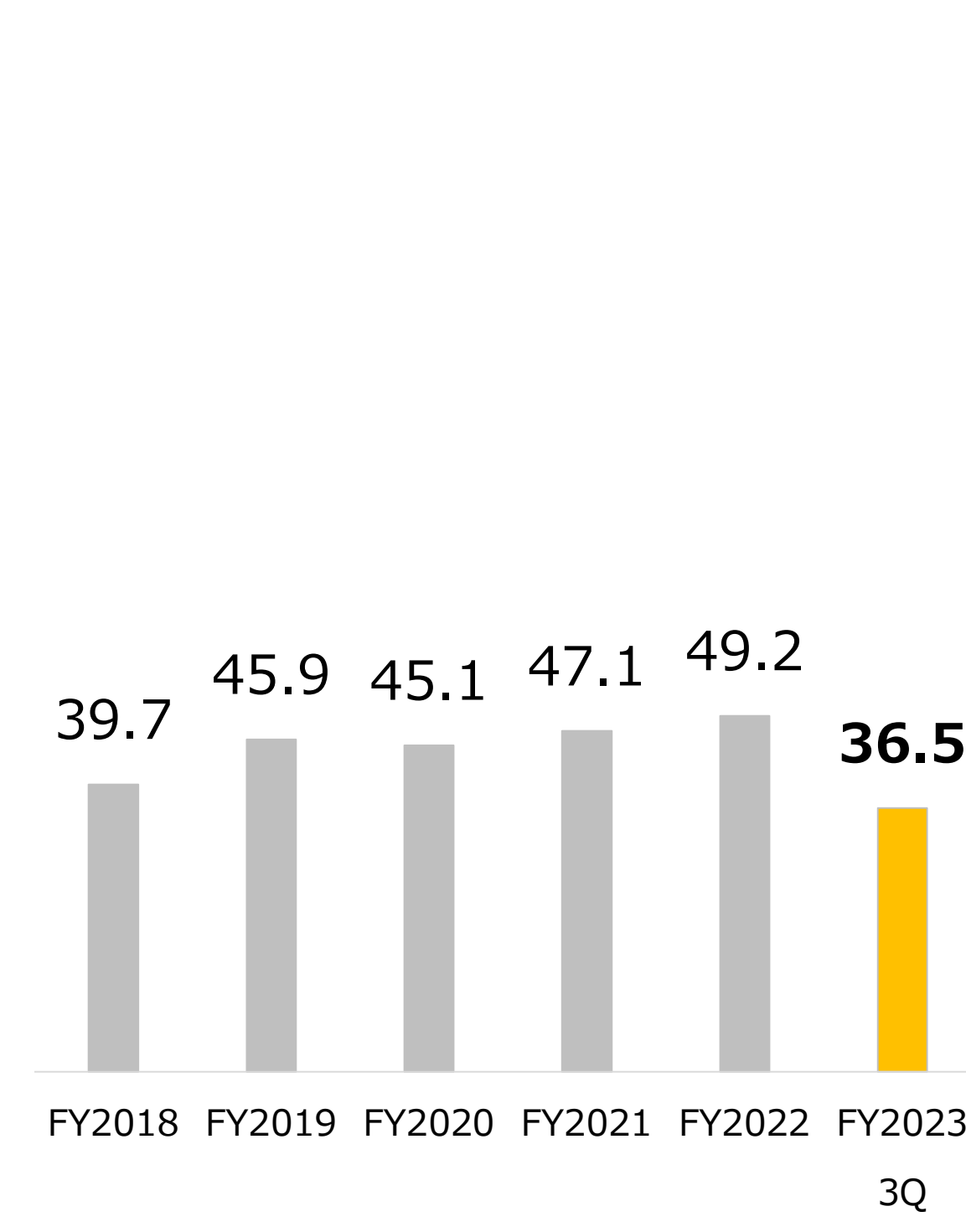
Capital investment · Depreciation and amortization · Research and development expenses

(Billions of Yen)

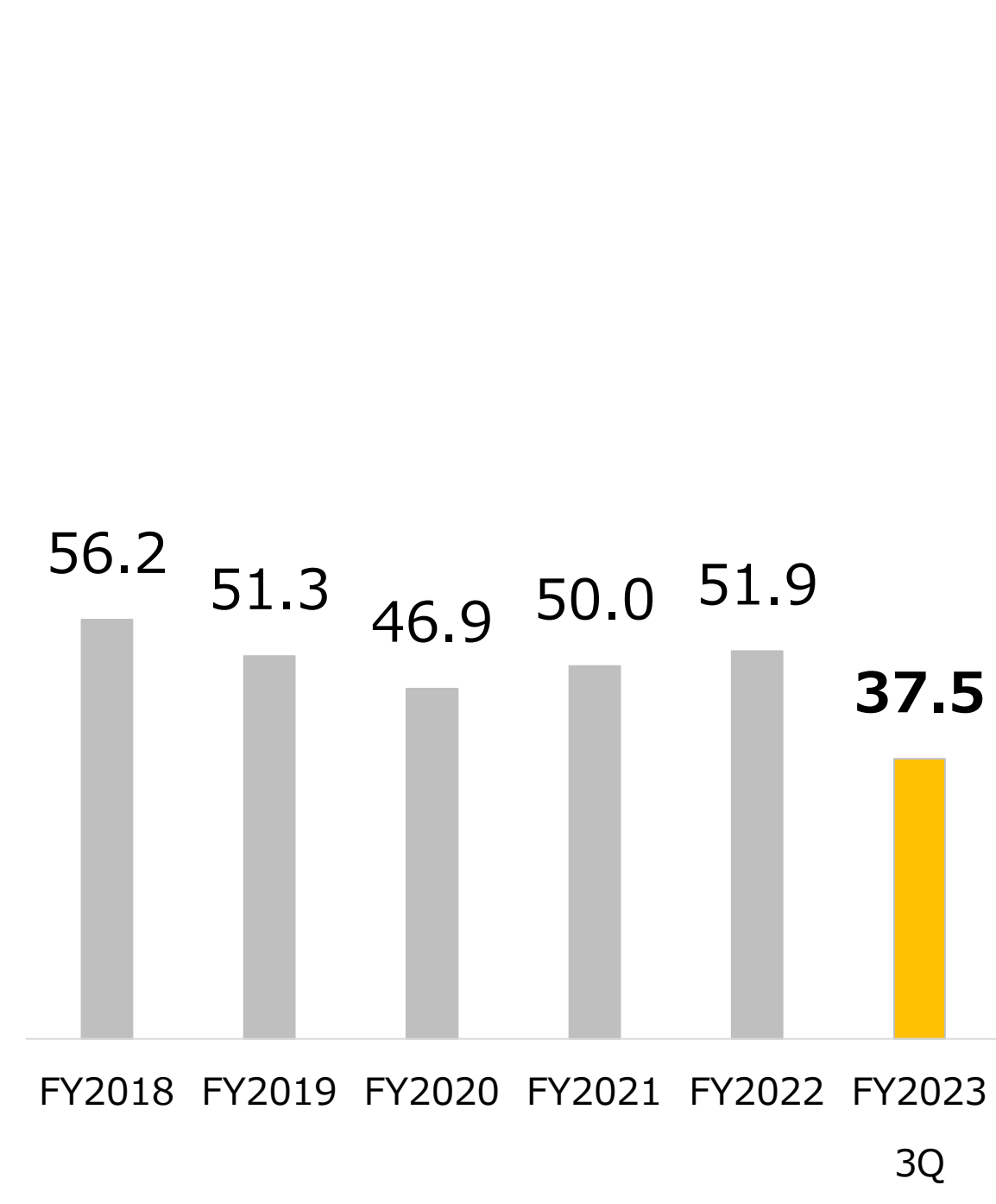
Capital investment



Depreciation and amortization



Research and development expenses



Consolidated Financial Forecast

(Billions of Yen)

	FY2022 Actual		FY2023 Forecast				Change from Previous Period	Change from Previous Forecast
			Previous Forecast		New Forecast			
		to Net sales		to Net sales		to Net sales		
Net sales	852.0	100.0%	758.0	100.0%	771.5	100.0%	-9.4%	+1.8%
Cost of sales	526.5	61.8%	504.3	66.5%	507.4	65.8%	-3.6%	+0.6%
Operating income	191.4	22.5%	121.9	16.1%	132.2	17.1%	-30.9%	+8.4%
Ordinary income	231.3	27.2%	153.3	20.2%	167.6	21.7%	-27.5%	+9.3%
Net income	170.6	20.0%	113.6	15.0%	122.6	15.9%	-28.1%	+7.9%
FX Rate								
Yen/1USD	135.47		138.00		141.22			
Yen/1EUR	140.96		149.19		152.72			

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

FY2023
4th Quarter
FX Rate assumption
Yen/1USD 135.00
Yen/1EUR 145.00

iREX 2023 Exhibition Report (1/2)

Overview

International Robot Exhibition 2023

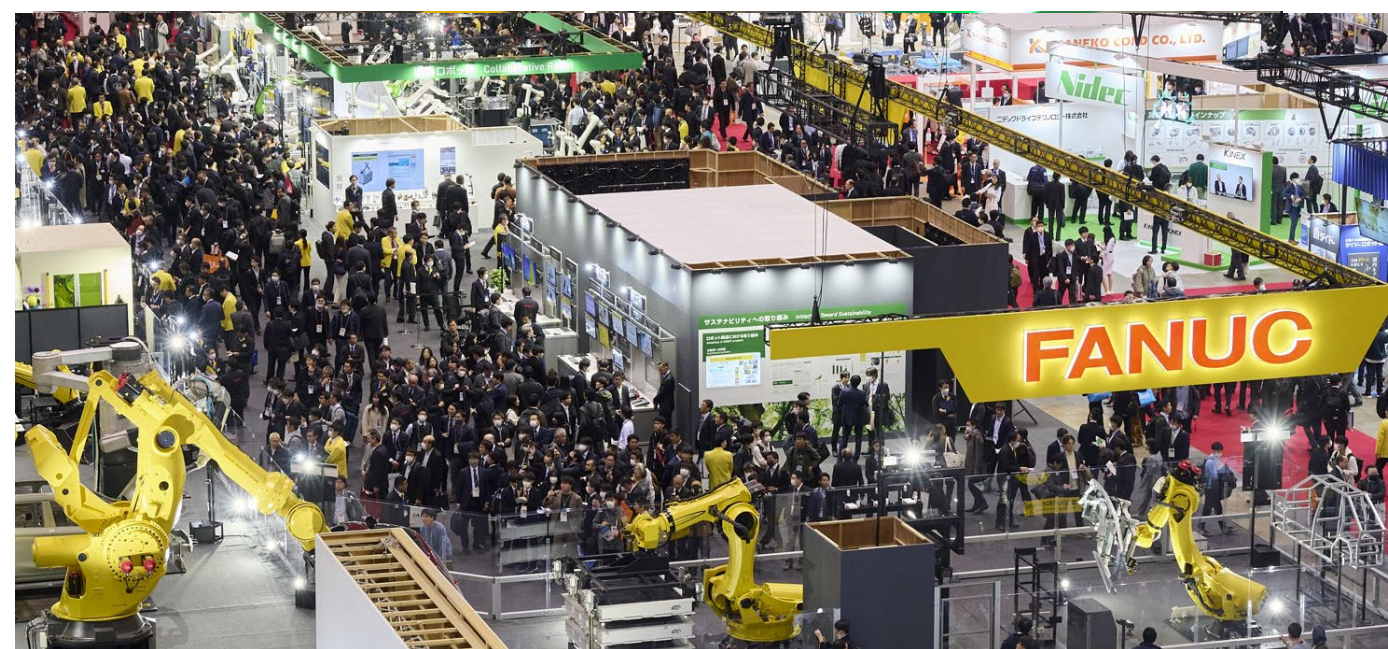
Date: November 29th – December 2nd, 2023

Venue: Tokyo Big Sight

Exhibitors: 647 (637 in 2019 (Before COVID-19), 615 in 2022 (amid COVID-19))

Visitors: 148,000 (147,000 in 2019, 62,000 in 2022)

- With more visitors than before COVID-19, it was so successful that the 8m wide aisle in the FANUC booth was packed by customers.
- With a slogan of “Solve your labor shortage with FANUC Robots!” displayed at the reception, 40 demo cells with 54 robots (34 collaborative robots) which were more than ever before, were exhibited.
- New products and functions with concrete application systems were proposed and well received.
- The number of acquired inquiries was about 3 times of 2022 (2.6 times as many as 2019), and we will try to win as many orders as possible.



iREX 2023 Exhibition Report (2/2)

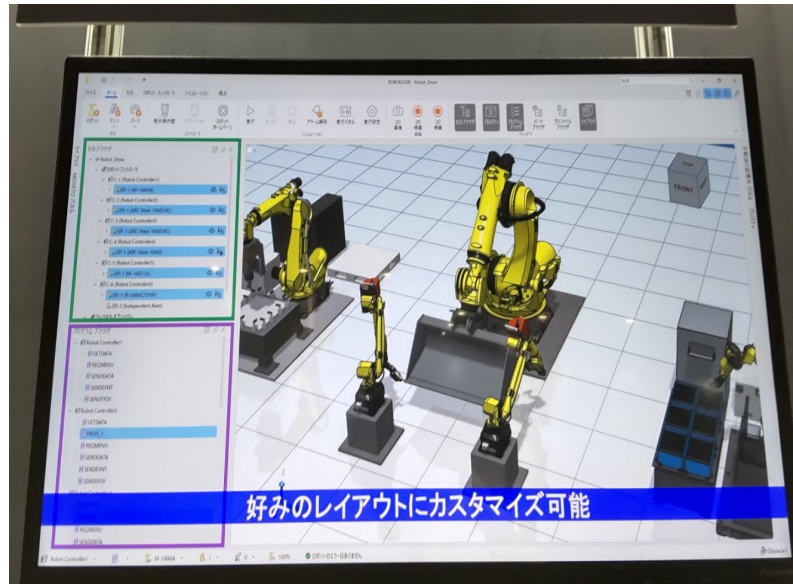
Summary of Exhibits

- R-50iA, new robot controller, was exhibited for the first time around the world, which generated positive responses, especially for the world’s first robot controller with Cybersecurity certificate.
- New ROBOGUIDE was well received with good feeling for virtual commissioning experience using VR, in addition to improving usability through the enhanced graphic and modern UI.
- The collaborative robot area, where we displayed as many as 19 actual application systems, provided visitors with the feeling of “this robot can be used!” through the live interactive demonstrations.
- The robots suitable for battery transportation and battery case processing related to EV and the robot systems of logistics and food fields which still rely on human operators were also focused and appealed.



R-50iA

January 26, 2024



New ROBOGUIDE



Collaborative robot Area



Other application Area

IPF Japan 2023 Exhibition report (1/2)

Overview

IPF Japan 2023 (International Plastic Fair)



Dates : November 28th – December 2nd, 2023
Place : Makuhari Messe / Chiba prefecture
Total visitors : 38,436

- FANUC’s booth exhibited seven molding systems that integrated the latest ROBOSHOT α-SiB series, robots and network technologies under the theme of “Smart Machine and Smart Factory”, and showcasing FANUC’s overall capabilities.



IPF Japan 2023 Exhibition report (2/2)

Appeal to automotive components market

The process consolidation using a robot and two components molding (PBT and Silicone) achieved by additional axis servo control was well received.

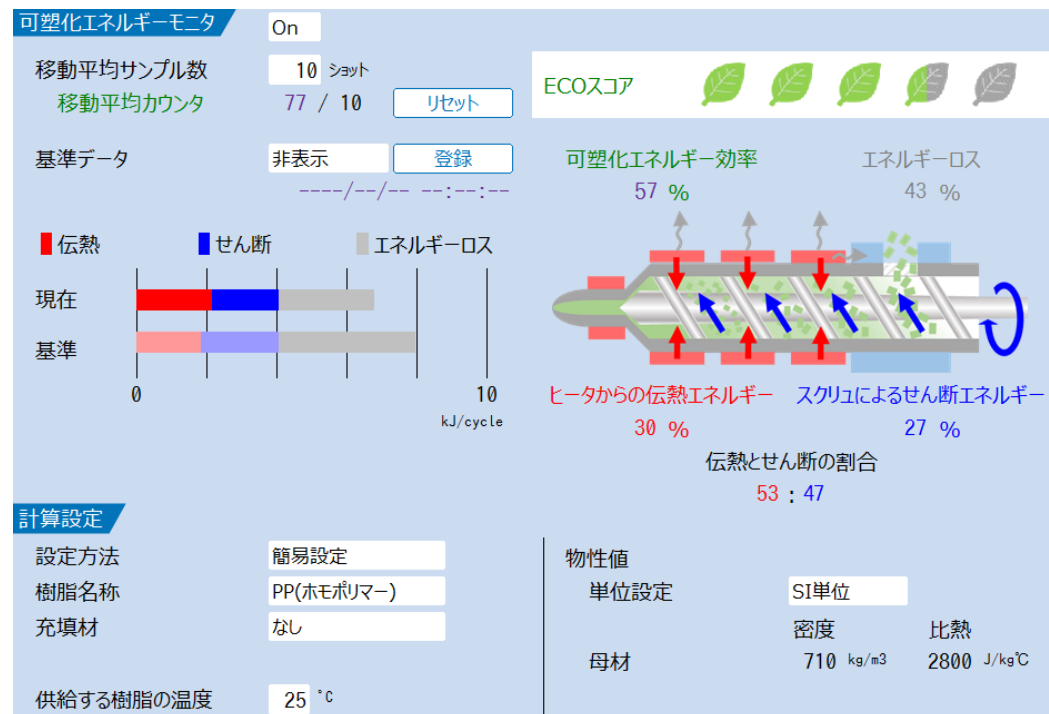


Two components molding products of automotive waterproof connectors

January 26, 2024

Energy saving

The newly developed plasticizing energy monitor has received a lot of feedback on its anticipated use for setting energy-saving molding parameters.



Plasticizing energy monitor

Environmental initiatives

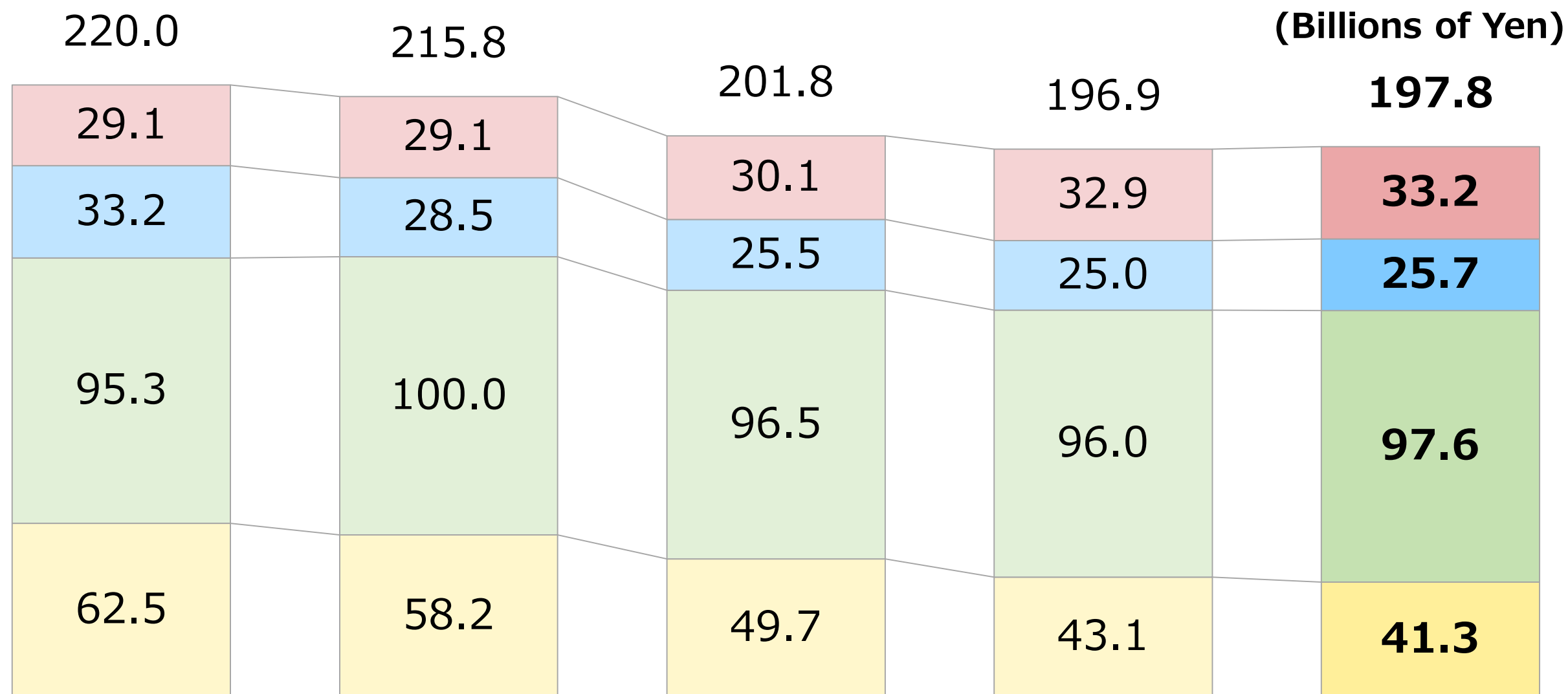
ROBOSHOT's molding stability had high evaluations at the demonstrations of recycle material and bio-degradable material.



Stable molding of a camera base for smartphones

Appendix

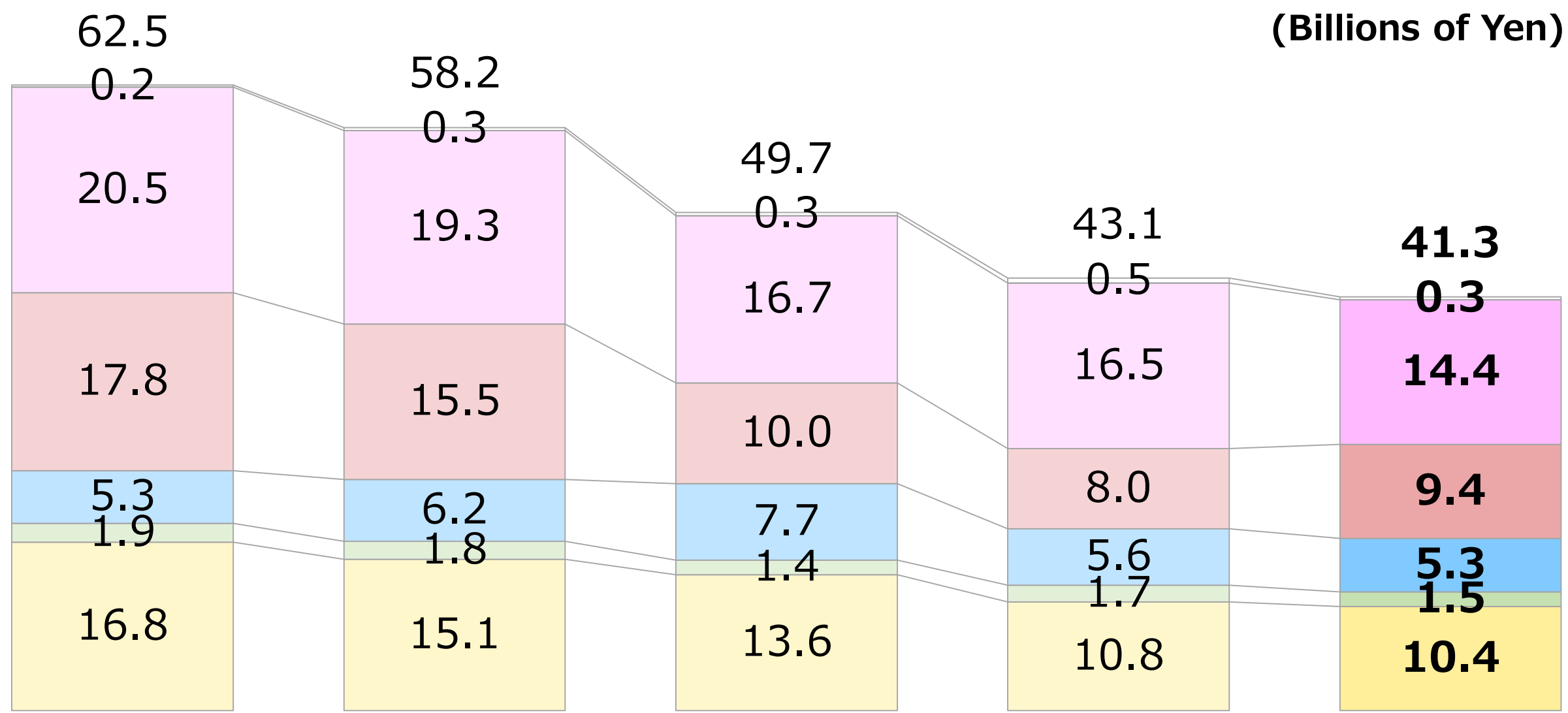
Consolidated Sales by Division



Division	Change from Previous Period	Change from Previous Quarter
TOTAL	-10.1%	+0.5%
Service	+14.2%	+0.9%
Robomachine	-22.4%	+3.1%
Robot	+2.5%	+1.8%
FA	-33.9%	-4.3%

Composition	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3
Service	13.2%	13.4%	15.0%	16.7%	16.7%
Robomachine	15.1%	13.2%	12.6%	12.7%	13.0%
Robot	43.3%	46.4%	47.8%	48.7%	49.4%
FA	28.4%	27.0%	24.6%	21.9%	20.9%

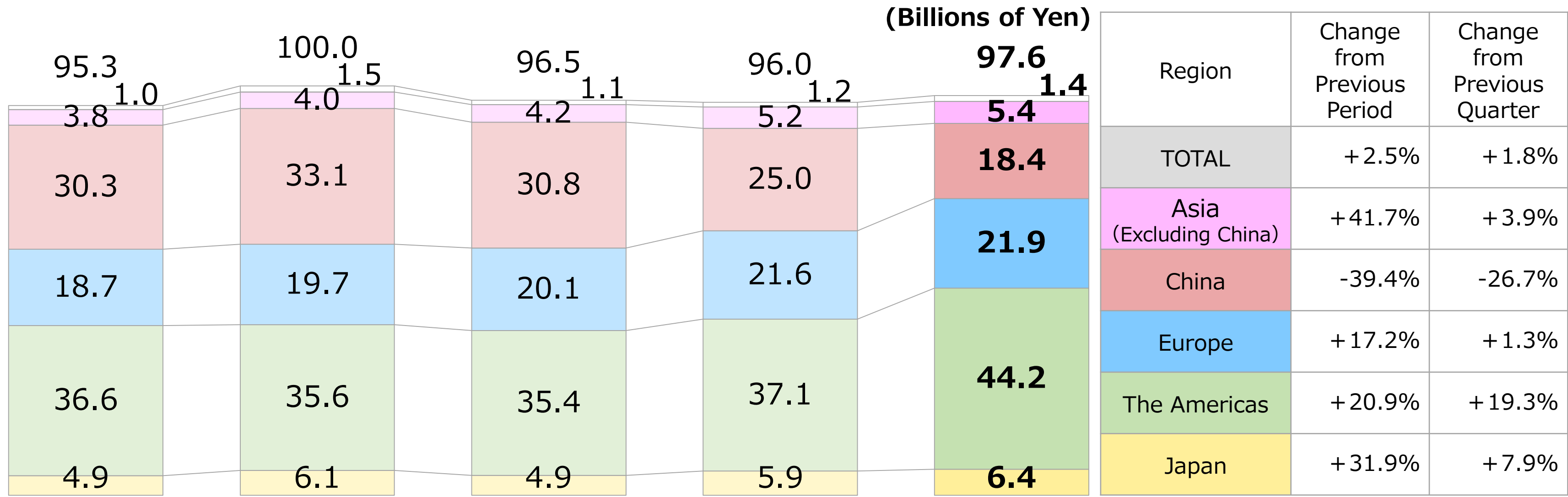
FA Division Consolidated Sales by Region



Region	Change from Previous Period	Change from Previous Quarter
TOTAL	-33.9%	-4.3%
Asia (Excluding China)	-29.7%	-12.8%
China	-47.1%	+17.7%
Europe	+0.7%	-5.3%
The Americas	-21.2%	-13.8%
Japan	-38.2%	-4.0%

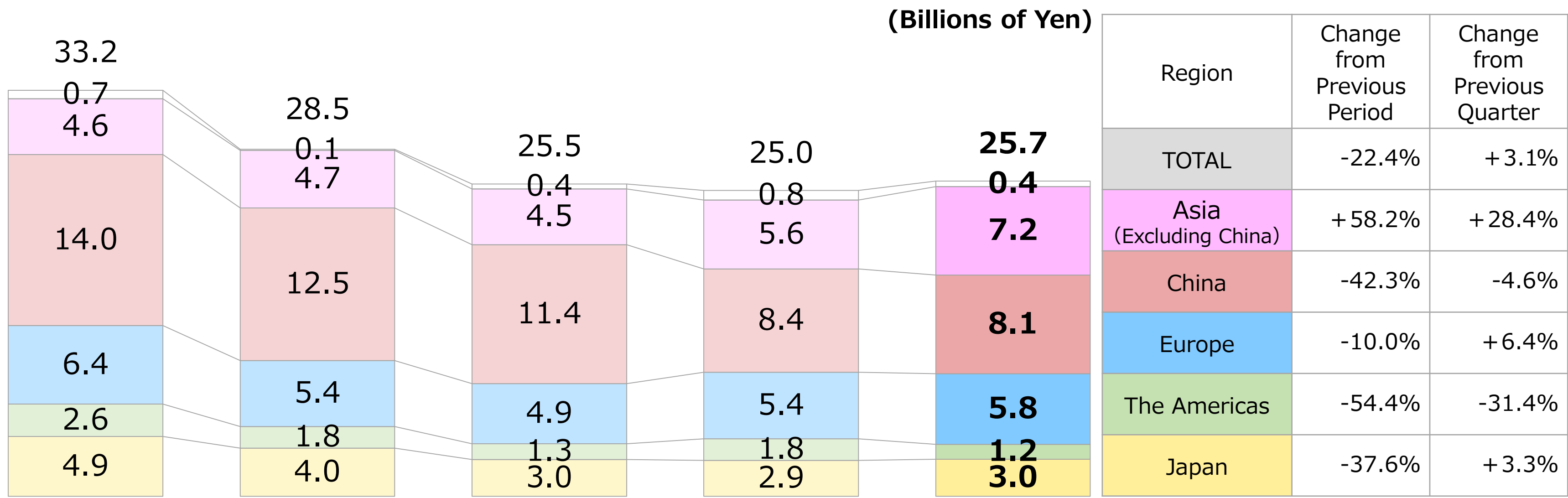
Composition	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3
ROW	0.5%	0.6%	0.6%	1.2%	0.7%
Asia (Excluding China)	32.8%	33.2%	33.6%	38.3%	34.9%
China	28.4%	26.6%	20.2%	18.5%	22.8%
Europe	8.4%	10.6%	15.4%	13.0%	12.9%
The Americas	3.0%	3.1%	2.9%	3.9%	3.5%
Japan	26.9%	25.9%	27.3%	25.1%	25.2%

Robot Division Consolidated Sales by Region



Composition	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3
ROW	1.1%	1.5%	1.1%	1.2%	1.4%
Asia (Excluding China)	4.0%	4.0%	4.4%	5.4%	5.5%
China	31.8%	33.1%	31.9%	26.1%	18.8%
Europe	19.6%	19.7%	20.9%	22.5%	22.4%
The Americas	38.4%	35.6%	36.7%	38.6%	45.3%
Japan	5.1%	6.1%	5.0%	6.2%	6.6%

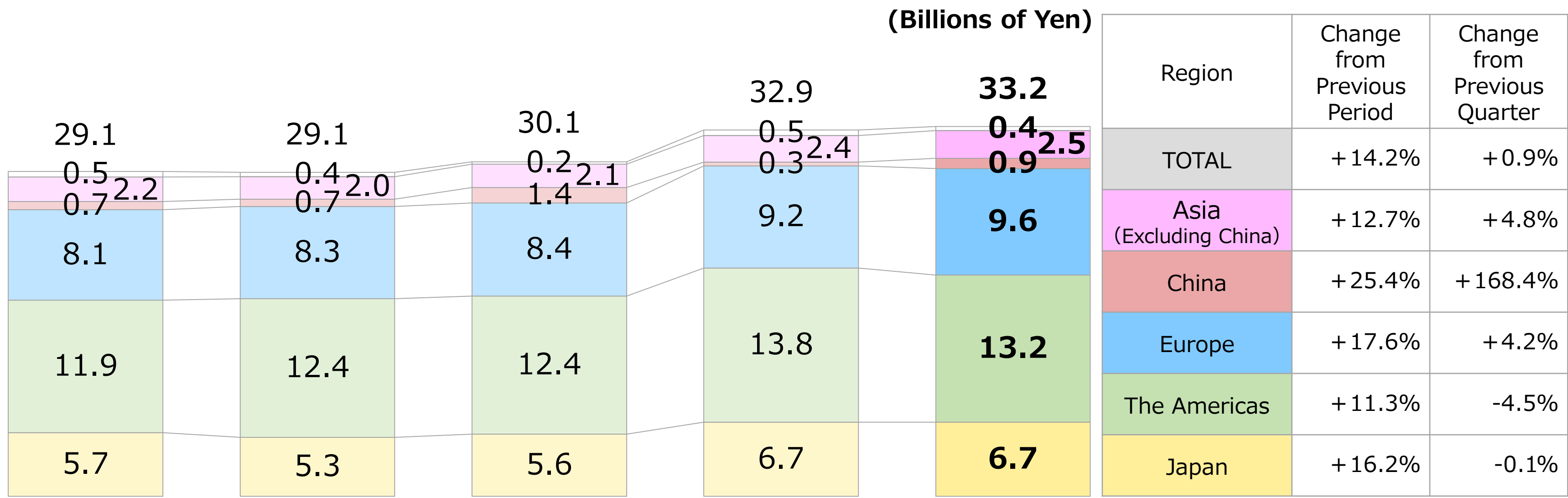
Robomachine Division Consolidated Sales by Region



Region	Change from Previous Period	Change from Previous Quarter
TOTAL	-22.4%	+ 3.1%
Asia (Excluding China)	+ 58.2%	+ 28.4%
China	-42.3%	-4.6%
Europe	-10.0%	+ 6.4%
The Americas	-54.4%	-31.4%
Japan	-37.6%	+ 3.3%

Composition	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3
ROW	2.2%	0.9%	1.6%	3.2%	1.8%
Asia (Excluding China)	13.7%	16.4%	17.8%	22.5%	28.0%
China	42.1%	43.7%	44.5%	33.8%	31.3%
Europe	19.3%	18.9%	19.2%	21.7%	22.4%
The Americas	8.0%	6.2%	5.1%	7.0%	4.7%
Japan	14.7%	13.9%	11.8%	11.8%	11.8%

Service Division Consolidated Sales by Region

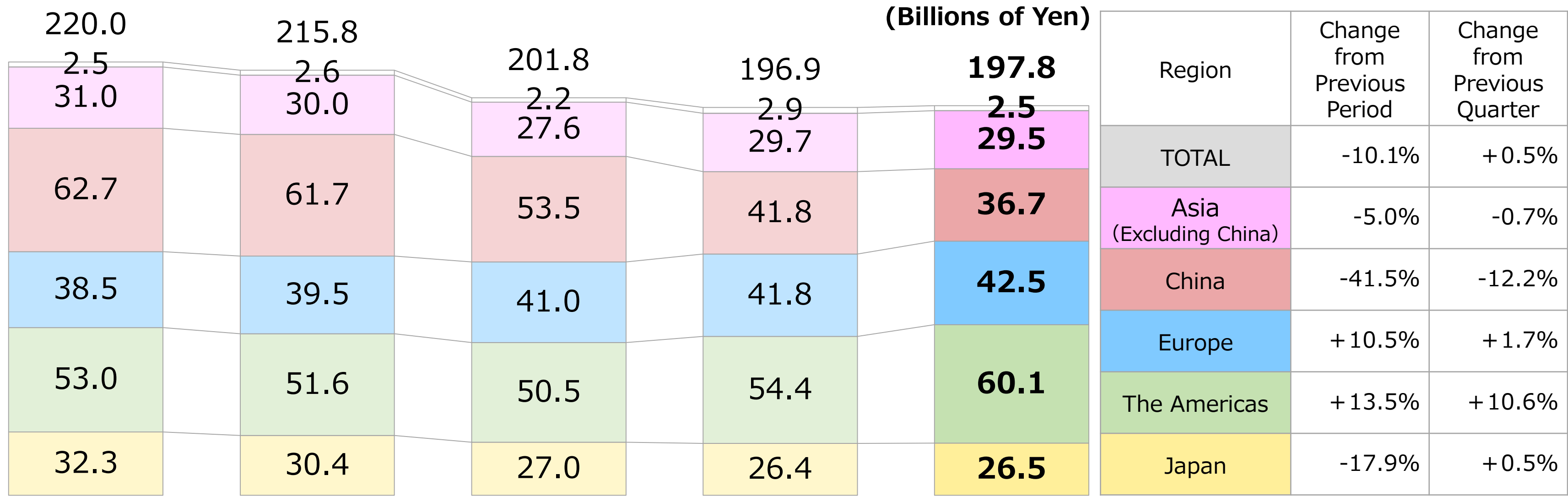


Region	Change from Previous Period	Change from Previous Quarter
TOTAL	+14.2%	+0.9%
Asia (Excluding China)	+12.7%	+4.8%
China	+25.4%	+168.4%
Europe	+17.6%	+4.2%
The Americas	+11.3%	-4.5%
Japan	+16.2%	-0.1%

Composition	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3
ROW	1.3%	1.4%	1.0%	1.5%	1.0%
Asia (Excluding China)	7.6%	7.0%	7.0%	7.2%	7.5%
China	2.5%	2.2%	4.6%	1.0%	2.8%
Europe	28.0%	28.4%	27.8%	27.9%	28.8%
The Americas	40.9%	42.7%	41.0%	42.1%	39.8%
Japan	19.7%	18.3%	18.6%	20.3%	20.1%

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

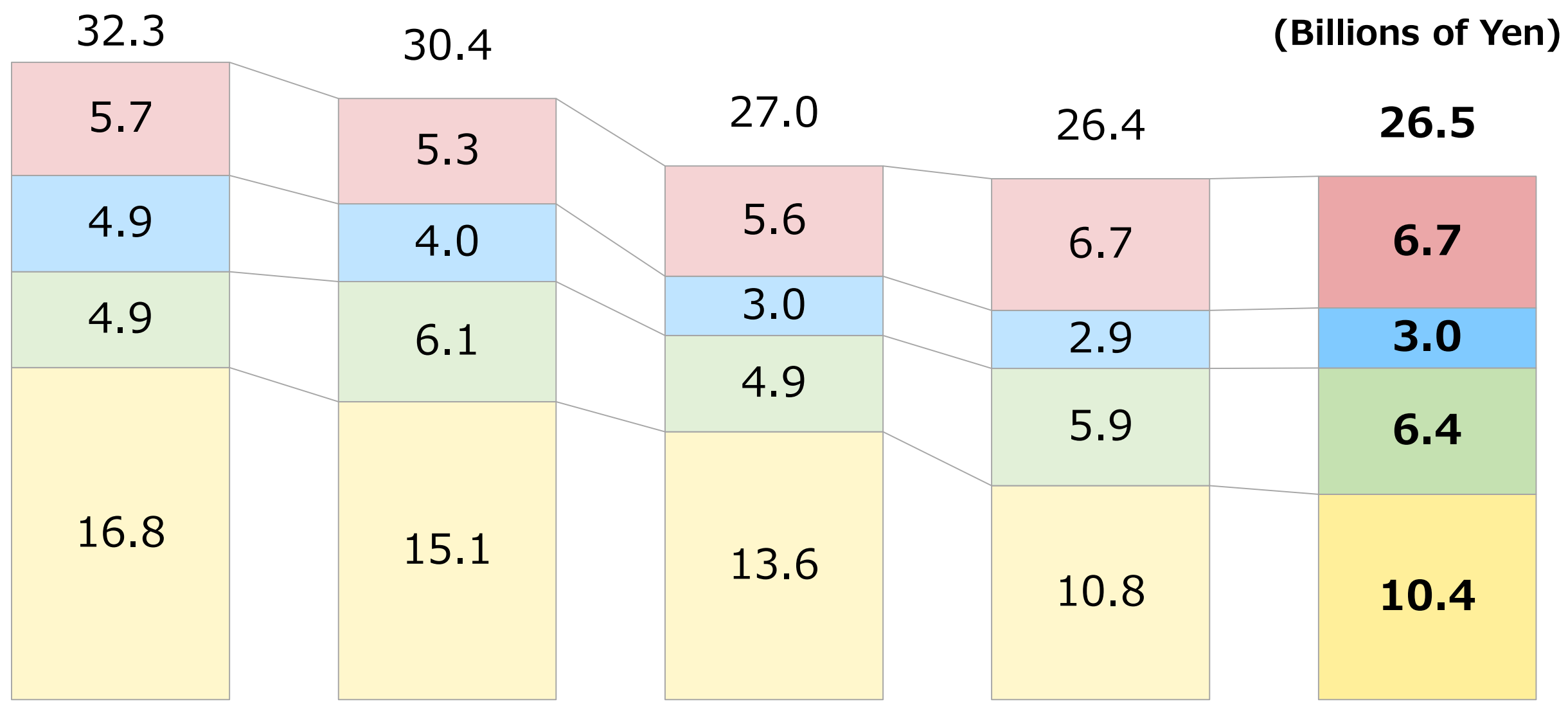
Consolidated Sales by Region



Region	Change from Previous Period	Change from Previous Quarter
TOTAL	-10.1%	+0.5%
Asia (Excluding China)	-5.0%	-0.7%
China	-41.5%	-12.2%
Europe	+10.5%	+1.7%
The Americas	+13.5%	+10.6%
Japan	-17.9%	+0.5%

Composition	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3
ROW	1.1%	1.2%	1.1%	1.5%	1.2%
Asia (Excluding China)	14.1%	13.9%	13.7%	15.1%	14.9%
China	28.5%	28.6%	26.5%	21.2%	18.6%
Europe	17.5%	18.3%	20.3%	21.2%	21.5%
The Americas	24.1%	23.9%	25.0%	27.6%	30.4%
Japan	14.7%	14.1%	13.4%	13.4%	13.4%

Japan Region Consolidated Sales by Division

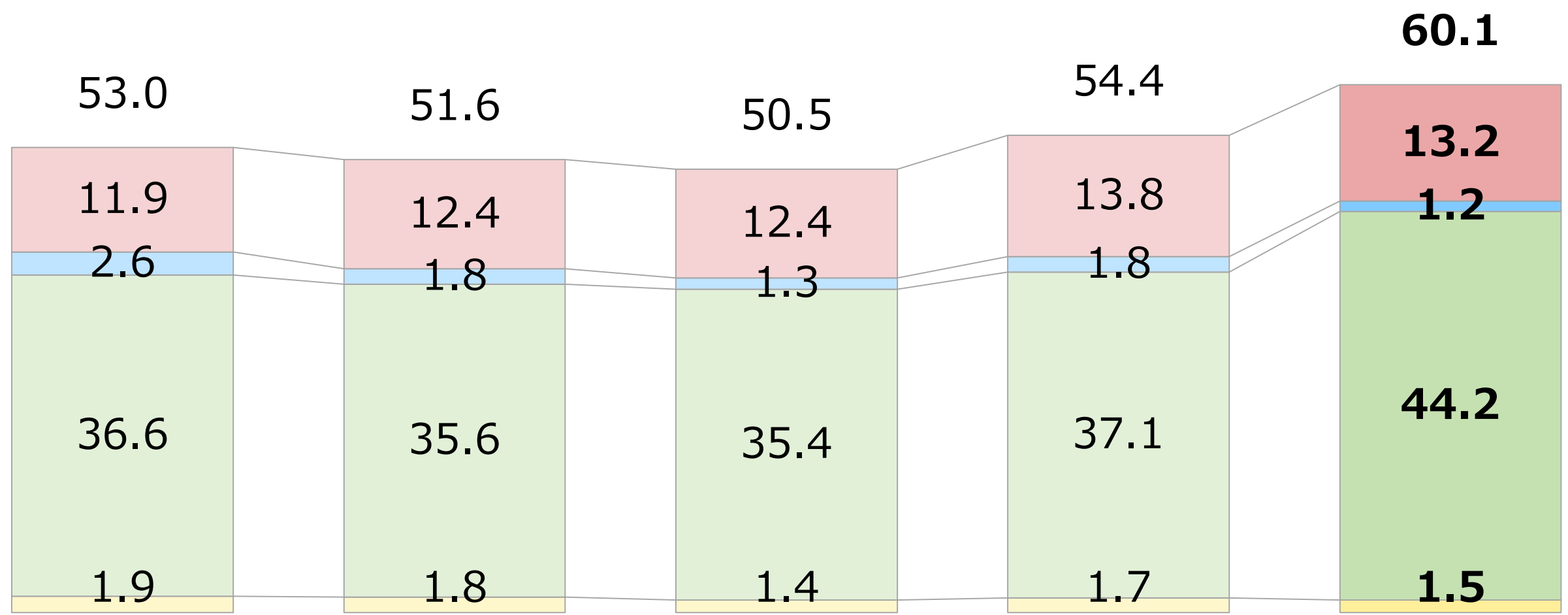


Division	Change from Previous Period	Change from Previous Quarter
TOTAL	-17.9%	+0.5%
Service	+16.2%	-0.1%
Robomachine	-37.6%	+3.3%
Robot	+31.9%	+7.9%
FA	-38.2%	-4.0%

Composition	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3
Service	17.8%	17.4%	20.7%	25.2%	25.1%
Robomachine	15.1%	13.0%	11.1%	11.2%	11.5%
Robot	15.0%	20.0%	18.0%	22.5%	24.2%
FA	52.1%	49.6%	50.2%	41.1%	39.2%

The Americas Region Consolidated Sales by Division

(Billions of Yen)

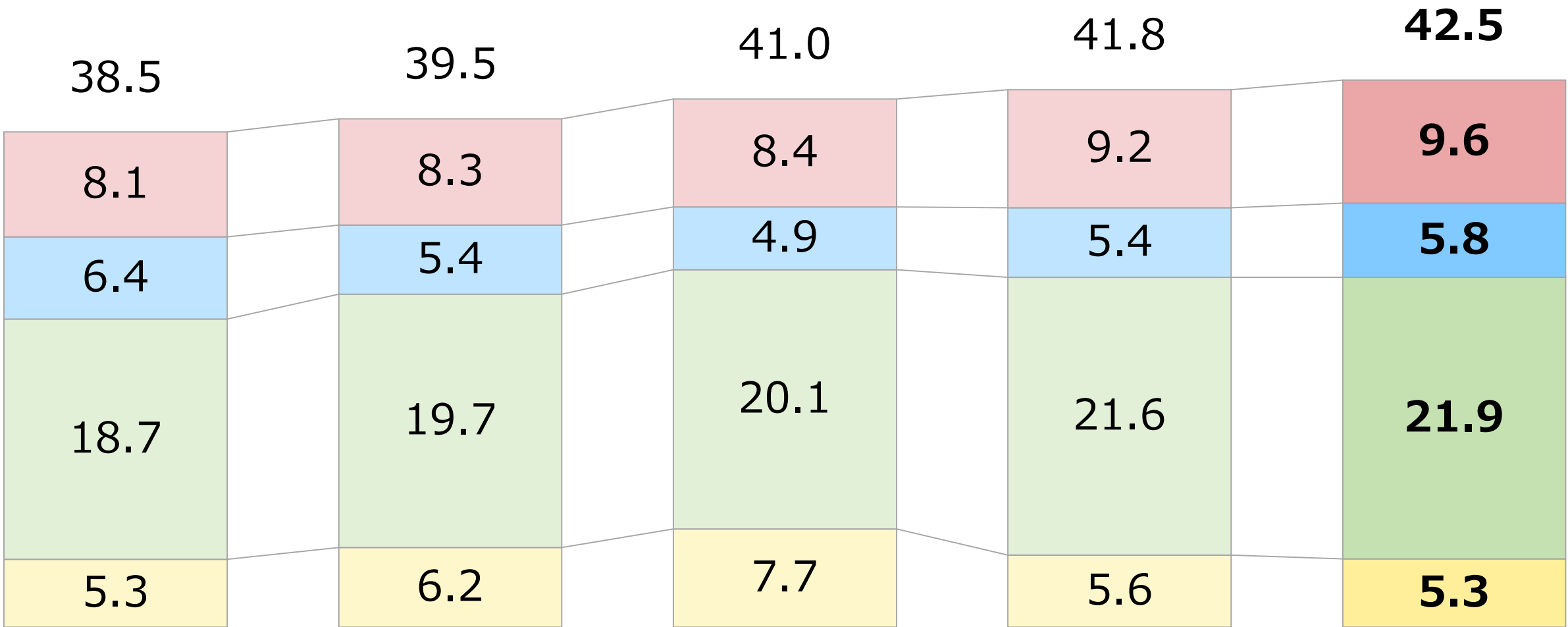


Division	Change from Previous Period	Change from Previous Quarter
TOTAL	+13.5%	+10.6%
Service	+11.3%	-4.5%
Robomachine	-54.4%	-31.4%
Robot	+20.9%	+19.3%
FA	-21.2%	-13.8%

Composition	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3
Service	22.4%	24.1%	24.5%	25.5%	22.0%
Robomachine	5.0%	3.4%	2.6%	3.2%	2.0%
Robot	69.1%	69.0%	70.0%	68.2%	73.6%
FA	3.5%	3.5%	2.9%	3.1%	2.4%

Europe Region Consolidated Sales by Division

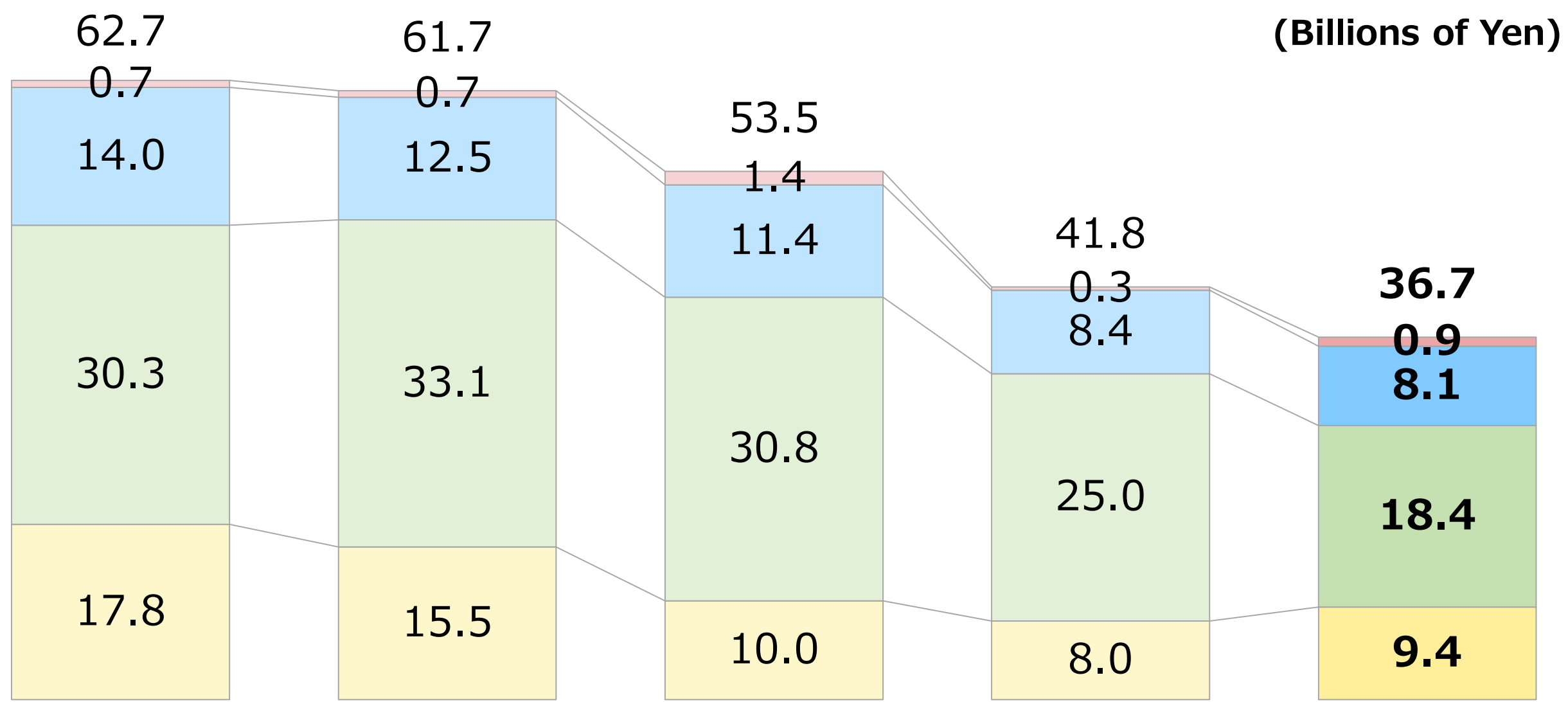
(Billions of Yen)



Division	Change from Previous Period	Change from Previous Quarter
TOTAL	+10.5%	+1.7%
Service	+17.6%	+4.2%
Robomachine	-10.0%	+6.4%
Robot	+17.2%	+1.3%
FA	+0.7%	-5.3%

Composition	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3
Service	21.1%	20.9%	20.5%	21.9%	22.5%
Robomachine	16.7%	13.6%	11.9%	13.0%	13.6%
Robot	48.5%	49.8%	49.0%	51.7%	51.4%
FA	13.7%	15.7%	18.6%	13.4%	12.5%

China Region Consolidated Sales by Division



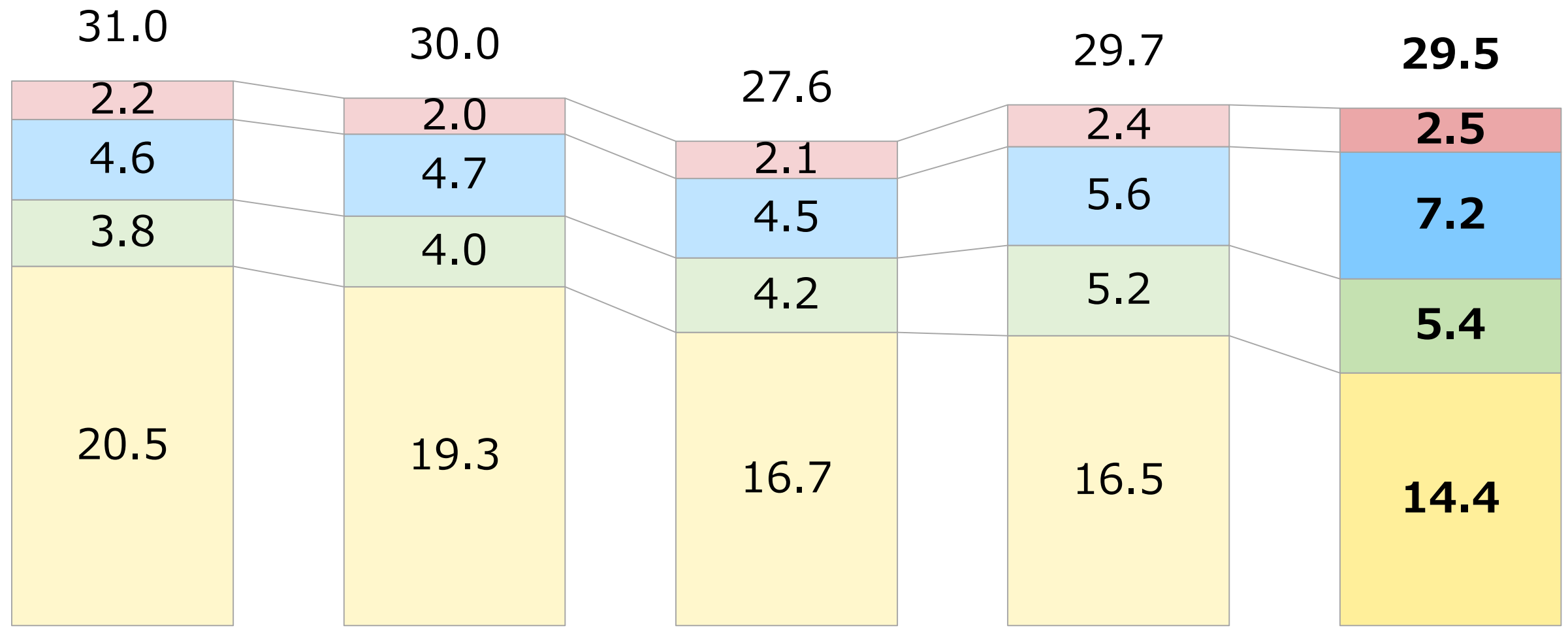
Division	Change from Previous Period	Change from Previous Quarter
TOTAL	-41.5%	-12.2%
Service	+25.4%	+168.4%
Robomachine	-42.3%	-4.6%
Robot	-39.4%	-26.7%
FA	-47.1%	+17.7%

Composition	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3
Service	1.2%	1.0%	2.6%	0.8%	2.5%
Robomachine	22.2%	20.2%	21.2%	20.2%	21.9%
Robot	48.3%	53.7%	57.5%	59.9%	50.0%
FA	28.3%	25.1%	18.7%	19.1%	25.6%

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

Asia(Excluding China) Region Consolidated Sales by Division

(Billions of Yen)



Division	Change from Previous Period	Change from Previous Quarter
TOTAL	-5.0%	-0.7%
Service	+12.7%	+4.8%
Robomachine	+58.2%	+28.4%
Robot	+41.7%	+3.9%
FA	-29.7%	-12.8%

Composition	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3
Service	7.1%	6.8%	7.6%	7.9%	8.4%
Robomachine	14.7%	15.6%	16.5%	19.0%	24.5%
Robot	12.2%	13.3%	15.4%	17.4%	18.2%
FA	66.0%	64.3%	60.5%	55.7%	48.9%

FANUC