# Financial Results for the nine months Ended December 31, 2014 (Reference Material) 

## FANUC CORPORATION

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） | $\begin{gathered} \text { FY2013 } \\ 3 Q \\ (\text { Apr } \sim D e c) \end{gathered}$ | FY2014 $3 Q$ $($ Apr～Dec $)$ | Change from 30 of FY2013 |
| :---: | :---: | :---: | :---: |
| Net sales | 327.2 | 526.4 | ＋60．9\％ |
| Cost of sales【to Net sales】 | $169.2$ $51.7 \%$ | $256.4$ <br> 48．7\％ | ＋51． $6 \%$ |
| Operataing income <br> 【to Net sales】 | $\begin{array}{r} 114.3 \\ 34.9 \% \\ \hline \end{array}$ | $\begin{array}{r} 211.9 \\ 40.3^{\%} \\ \hline \end{array}$ | ＋85． $4 \%$ |
| Ordinary income【to Net sales】 | $\begin{array}{r} 122.0 \\ 37.3 \% \end{array}$ | $\begin{array}{r} \text { 222. } 9 \\ 42.3 \% \end{array}$ | ＋82．6\％ |
| Net income <br> 【to Net sales】 | $\begin{aligned} & \hline 77.1 \\ & 23.6 \% \end{aligned}$ | $149.5$ | ＋93．9\％ |
| $\begin{array}{\|l\|} \hline \text { FX Rate } \\ \text { Yen/1USD } \\ \text { Yen/1EUR } \\ \hline \end{array}$ | $\begin{array}{r} 99.39 \\ 132.23 \\ \hline \end{array}$ | $\begin{aligned} & 106.87 \\ & 140.30 \end{aligned}$ | $+7.5 \%$ $+6.1 \%$ |


| （Billions of Yen） | $\begin{gathered} \text { FY2013 } \\ 3 Q \\ (\mathrm{Oct} \sim \mathrm{Dec}) \end{gathered}$ | $\begin{gathered} \text { FY2014 } \\ 2 Q \\ (\mathrm{Ju} \mid \sim \text { Sep }) \end{gathered}$ | $\begin{gathered} \text { FY2014 } \\ 3 Q \\ (\text { Oct } \sim \text { Dec }) \end{gathered}$ | Change from 30 of FY2013 | Change from 20 of FY2014 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 111.1 | 179.5 | 183.6 | ＋65．3\％ | ＋2．3\％ |
| Cost of sales <br> ［to Net sales】 | $\begin{aligned} & 56.2 \\ & 50.6 \% \\ & \hline \end{aligned}$ | $\begin{array}{r} 87.9 \\ \text { 49. 0\% } \\ \hline \end{array}$ | $90.2$ | ＋60．7\％ | ＋2．6\％ |
| Operating income【to Net sales】 | $\begin{array}{r} 39.4 \\ 35.5 \% \\ \hline \end{array}$ | $\begin{array}{r} 71.9 \\ 40.1 \% \\ \hline \end{array}$ | $\begin{array}{r} 73.6 \\ 40.1 \% \\ \hline \end{array}$ | ＋86．6\％ | ＋2．3\％ |
| Ordinary income <br> ［to Net sales】 | $\text { 42. } 9$ $38.6 \%$ | $75.4$ 42. 0\% | $\begin{gathered} 77.9 \\ 42.4 \% \\ \hline \end{gathered}$ | ＋81．4\％ | ＋3． $2 \%$ |
| Net income ［to Net sales］ | $\begin{array}{r} 27.0 \\ \text { 24. } 3 \% \\ \hline \end{array}$ | $\begin{array}{r} 49.2 \\ 27.4 \% \\ \hline \end{array}$ | $\begin{gathered} 55.1 \\ 30.0 \% \end{gathered}$ | ＋104．1\％ | ＋12．0\％ |
| FX Rate Yen／1USD Yen／1EUR | 100.46 136.69 | 103.92 137.76 | $\begin{aligned} & 114.54 \\ & 143.07 \end{aligned}$ | $+14.0 \%$ $+4.7 \%$ | $+10.2 \%$ $+3.9 \%$ |




Robomachine by Region

- FA $\quad \rightarrow$ The demands for CNC systems steadily increased in Japan, China, Europe, and in other countries.
- Robot $\quad \rightarrow$ The demands increased in the Americas and China.
- Robomachine $\rightarrow$ There was continued lively activity in the short-term demands in a part of the IT industry.


| (Billions of Yen) |  |  |  | 179.5 | 183. 6 | 2. $3 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |
| 180 |  |  | 163.3 | 0.5 | 0.8 |  |
|  |  |  | 0.7 |  |  |  |
| $160-0.7$ |  |  |  |  |  |  |
| 140 | 111.1 | 123.8 | 83.5 | 92.6 | 97.1 |  |
|  |  | 0.6 |  |  |  | 4. $8 \%$ |
| 120 | 0.6 |  |  |  |  |  |
| 100 | 39.5 | 49.9 |  |  |  |  |
| 80 |  |  | 21.3 | 21.0 | 24.0 | 14. $5 \%$ |
| 60 | 17.9 | 21.0 | 21.3 | 32.4 |  |  |
|  | 25.8 | 22.8 | 27.6 |  | 32.1 | -1.0\% |
| 20 | 27.3 | 29.5 | 30.2 | 33.0 | 29.6 | -10. $2 \%$ |
| 0 | $\begin{gathered} \text { FY2013 } \\ 30 \end{gathered}$ | $\begin{gathered} \text { FY2013 } \\ 4 Q \end{gathered}$ | $\begin{gathered} \text { FY2014 } \\ 10 \end{gathered}$ | $\begin{gathered} \text { FY2014 } \\ 2 Q \end{gathered}$ | $\begin{gathered} \text { FY2014 } \\ 30 \end{gathered}$ | Change from Previous Period |
|  |  | $\square$ The | cas $\square$ | $\square$ Asia |  |  |



