

(TRANSLATION)

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Financial Results for the nine months Ended December 31, 2016 (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.

Consolidated Financial Results for the 3rd Quarter (9 months) of FY2016

(Billions of Yen)	FY2015 3Q (Apr~Dec)	FY2016 3Q (Apr~Dec)	Change from 3Q of FY2015
Net sales	487.6	390.3	-19.9%
Cost of sales	253.5	220.3	-13.1%
【to Net sales】	52.0%	56.4%	
Operating income	172.8	111.6	-35.4%
【to Net sales】	35.4%	28.6%	
Ordinary income	185.4	125.1	-32.5%
【to Net sales】	38.0%	32.1%	
Net income	127.3	92.6	-27.3%
【to Net sales】	26.1%	23.7%	
FX Rate			
Yen/1USD	121.70	106.63	-12.4%
Yen/1EUR	134.36	118.02	-12.2%

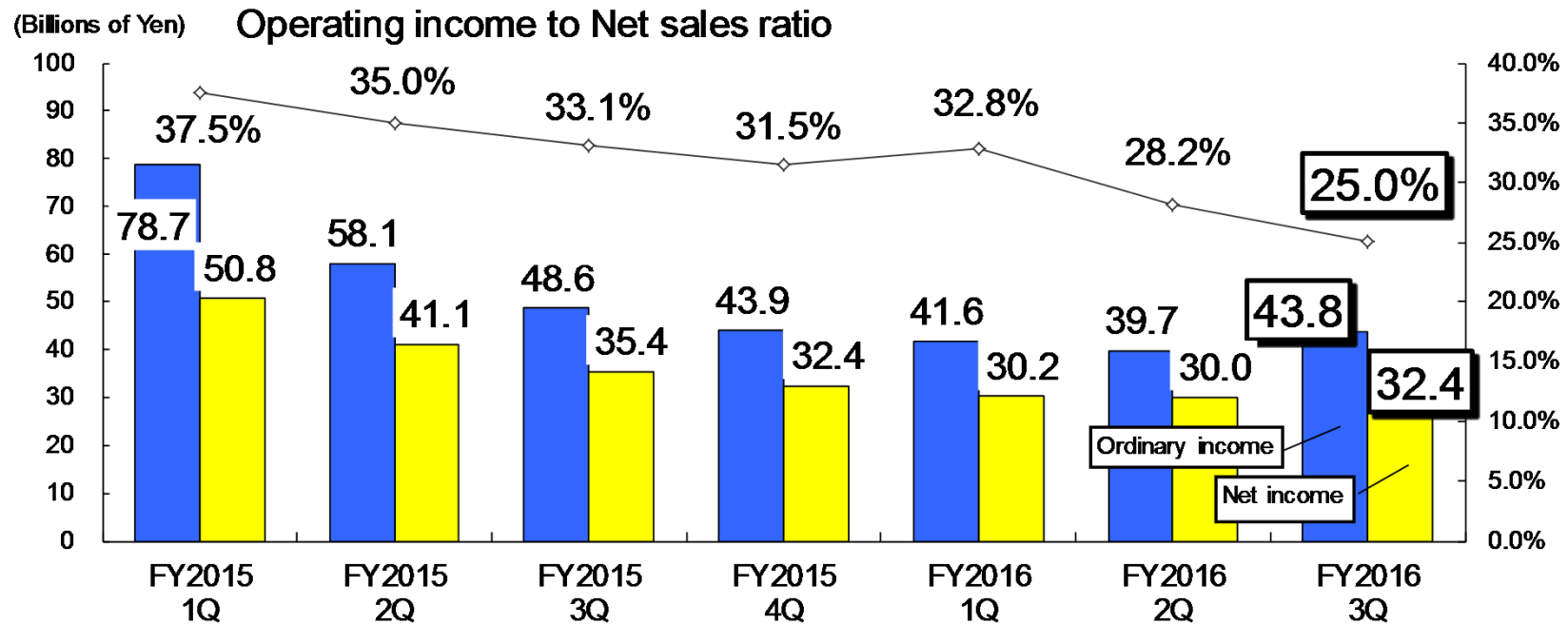
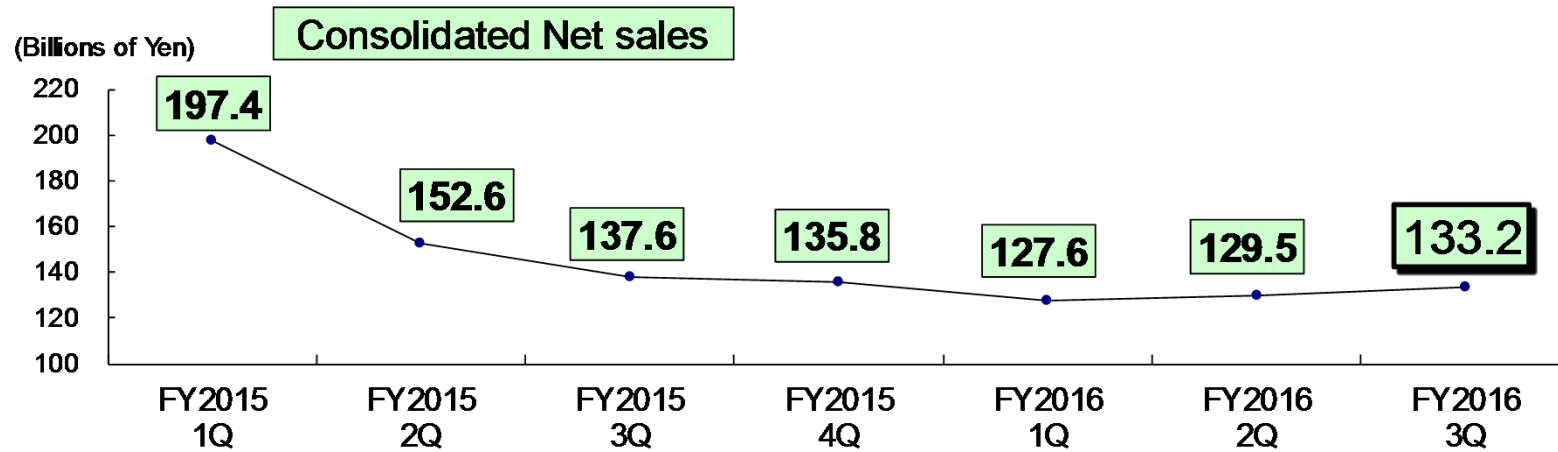
※“Net income” means “Net income attributable to shareholders of parent company”.

Consolidated Financial Results for the 3rd Quarter (3 months) of FY2016

(Billions of Yen)	FY2015 3Q (Oct~Dec)	FY2016 2Q (Jul~Sep)	FY2016 3Q (Oct~Dec)	Change from 3Q of FY2015	Change from 2Q of FY2016
Net sales	137.6	129.5	133.2	-3.2%	+2.9%
Cost of sales 【to Net sales】	73.1 53.1%	73.7 56.9%	79.5 59.7%	+8.7%	+7.8%
Operating income 【to Net sales】	45.5 33.1%	36.5 28.2%	33.2 25.0%	-26.9%	-8.9%
Ordinary income 【to Net sales】	48.6 35.3%	39.7 30.6%	43.8 32.9%	-9.7%	+10.5%
Net income 【to Net sales】	35.4 25.7%	30.0 23.1%	32.4 24.3%	-8.5%	+8.2%
FX Rate					
Yen/1USD	121.50	102.43	109.30	-10.0%	+6.7%
Yen/1EUR	132.95	114.28	117.78	-11.4%	+3.1%

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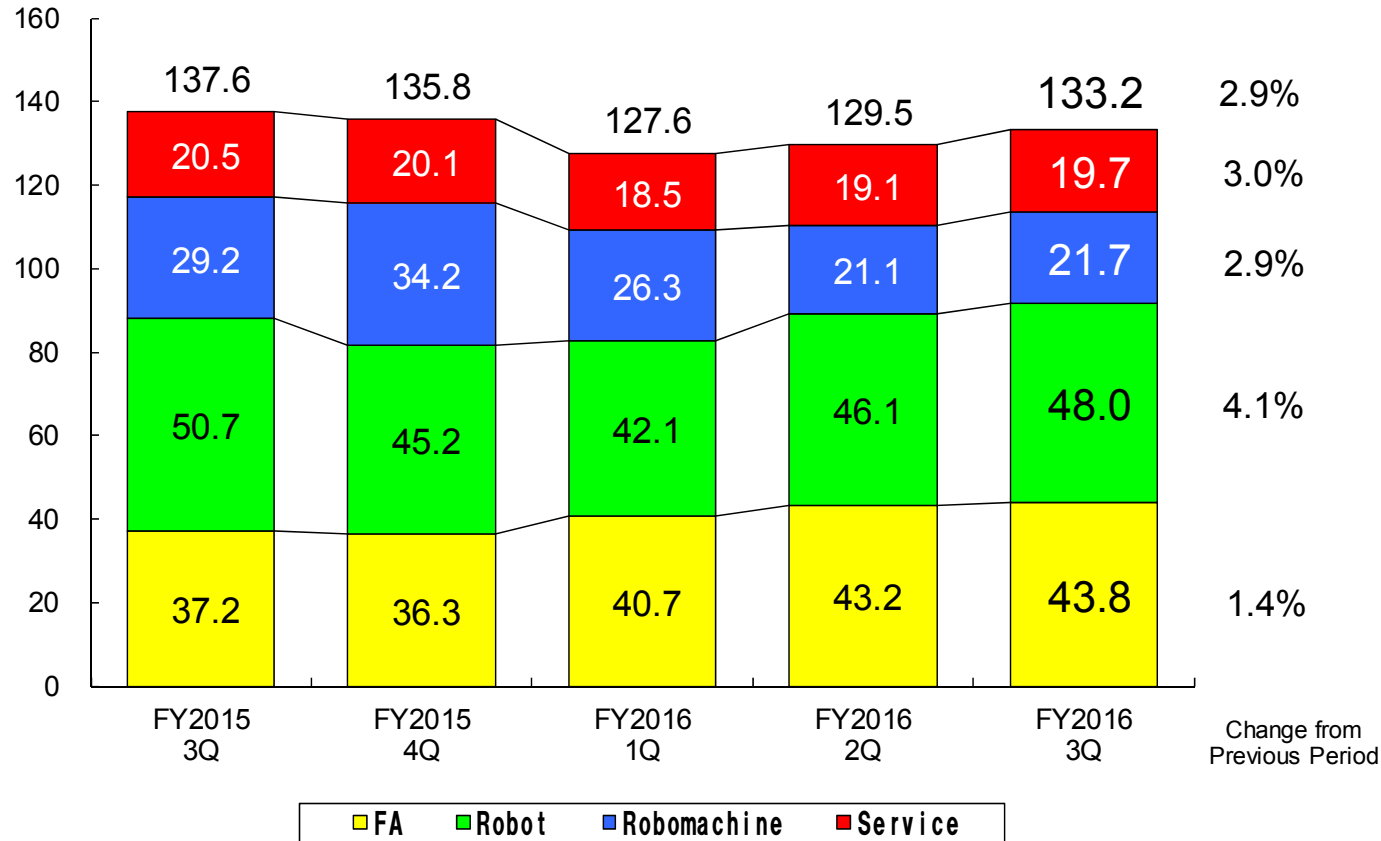
Quarterly Changes in Consolidated Sales and Profit/Loss



※“Net income” means “Net income attributable to shareholders of parent company”. 4

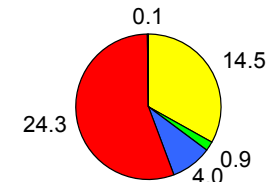
Consolidated Sales by Division

(Billions of Yen)

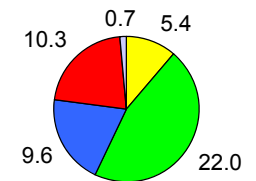


3Q of FY2016

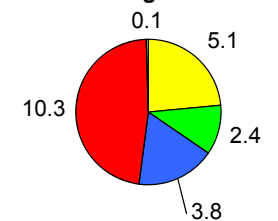
FA by Region



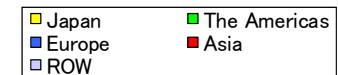
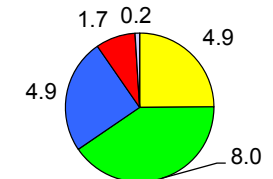
Robot by Region



Robomachine by Region



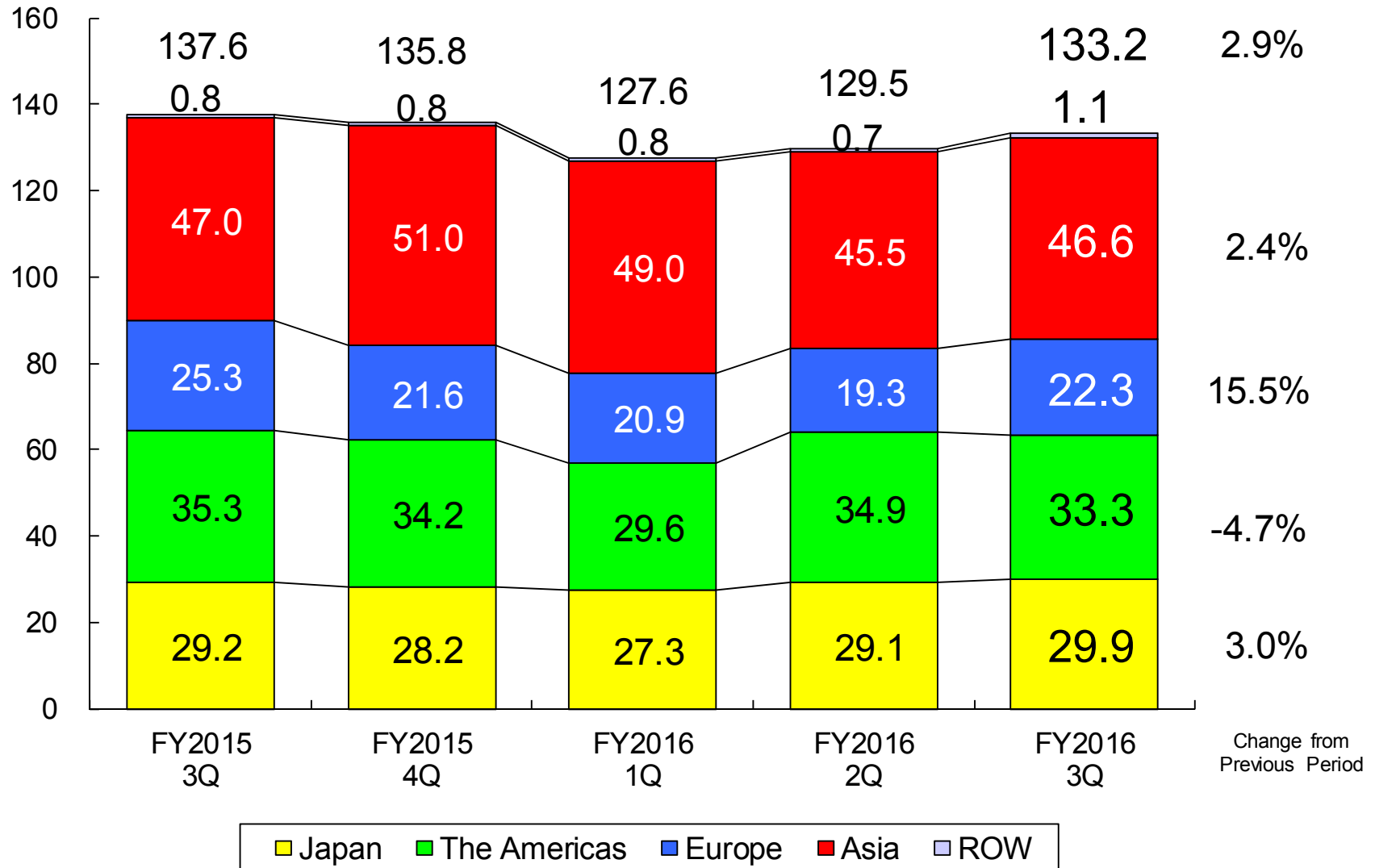
Service by Region



- FA → Sales remained steady in Asia and Japan. There was a sign of recovery in Europe.
- Robot → Sales, particularly to the automobile industry, remained steady in Japan. Sales remained positive in China.
- Robomachine → Sales of ROBODRILL to the automobiles and the motorcycles remained steady.

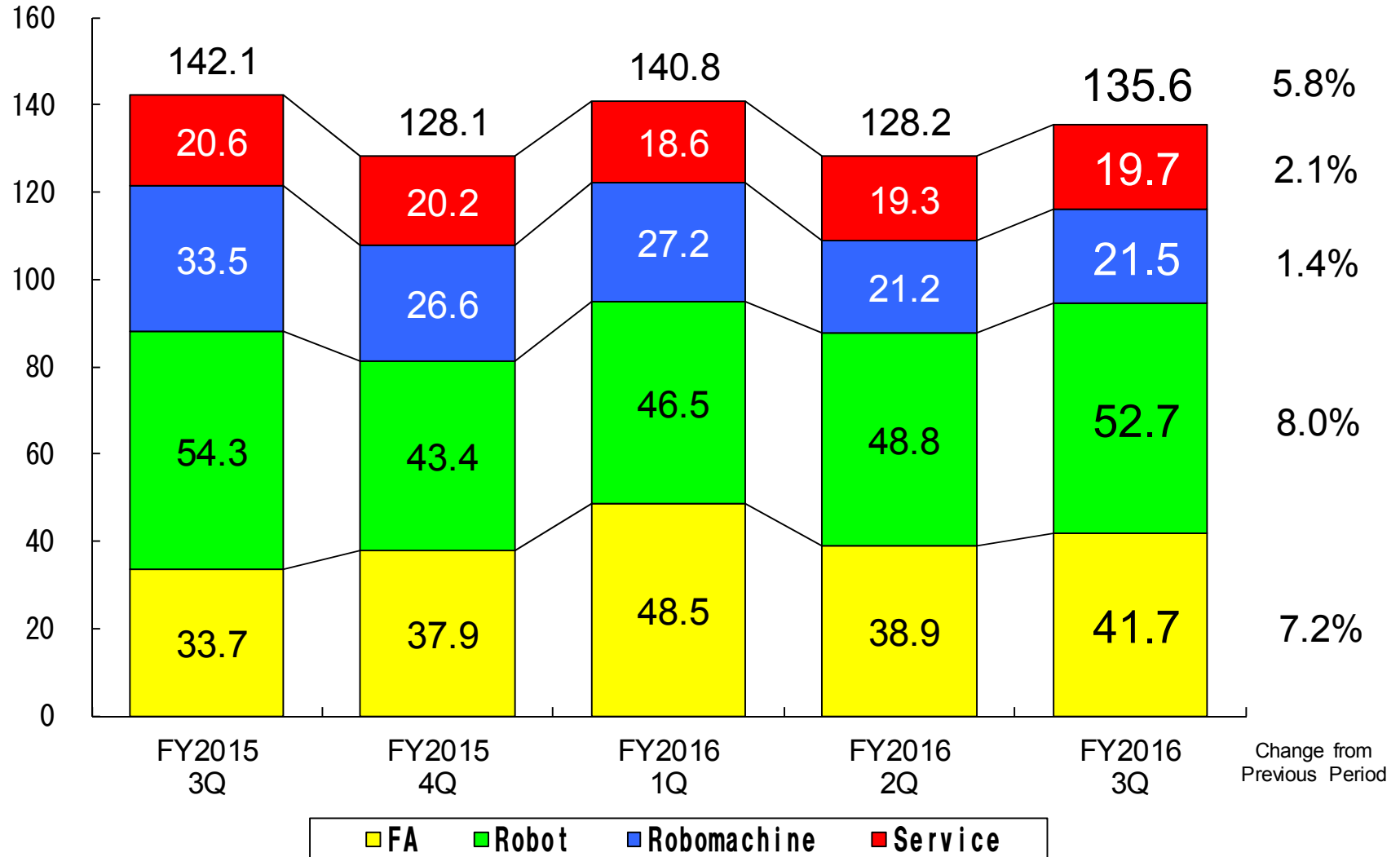
Consolidated Sales by Region

(Billions of Yen)



Consolidated Orders by Division

(Billions of Yen)



Consolidated Financial Results Forecasts

(Billions of Yen)	FY2015	FY2016 Forecast	Change from FY2015
Net sales	623.4	521.0	-16.4%
Cost of sales 【to Net sales】	326.9 52.4%	301.7 57.9%	-7.7%
Operating income 【to Net sales】	215.6 34.6%	140.5 27.0%	-34.8%
Ordinary income 【to Net sales】	229.4 36.8%	154.6 29.7%	-32.6%
Net income 【to Net sales】	159.7 25.6%	113.3 21.7%	-29.1%
FX Rate			
Yen/1USD	120.14	107.47	-10.5%
Yen/1EUR	132.58	117.27	-11.5%

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