（TRANSLATION）

This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail. The Company assumes no responsibility for this translation or for direct, indirect or any other forms of damages arising from the translation.

Financial Results for the year Ended March, 2022

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.

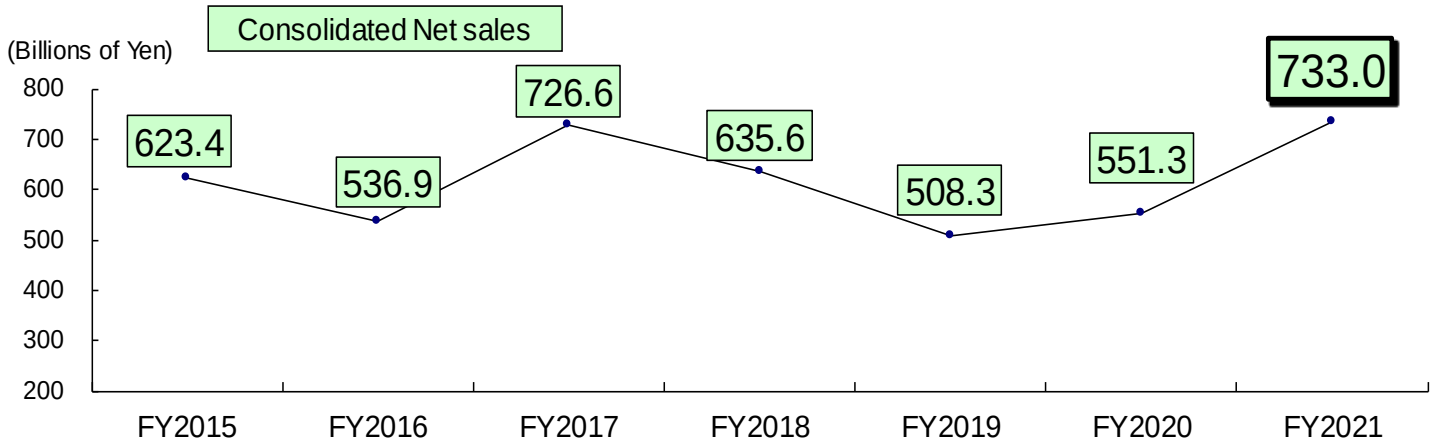
April 26, 2022

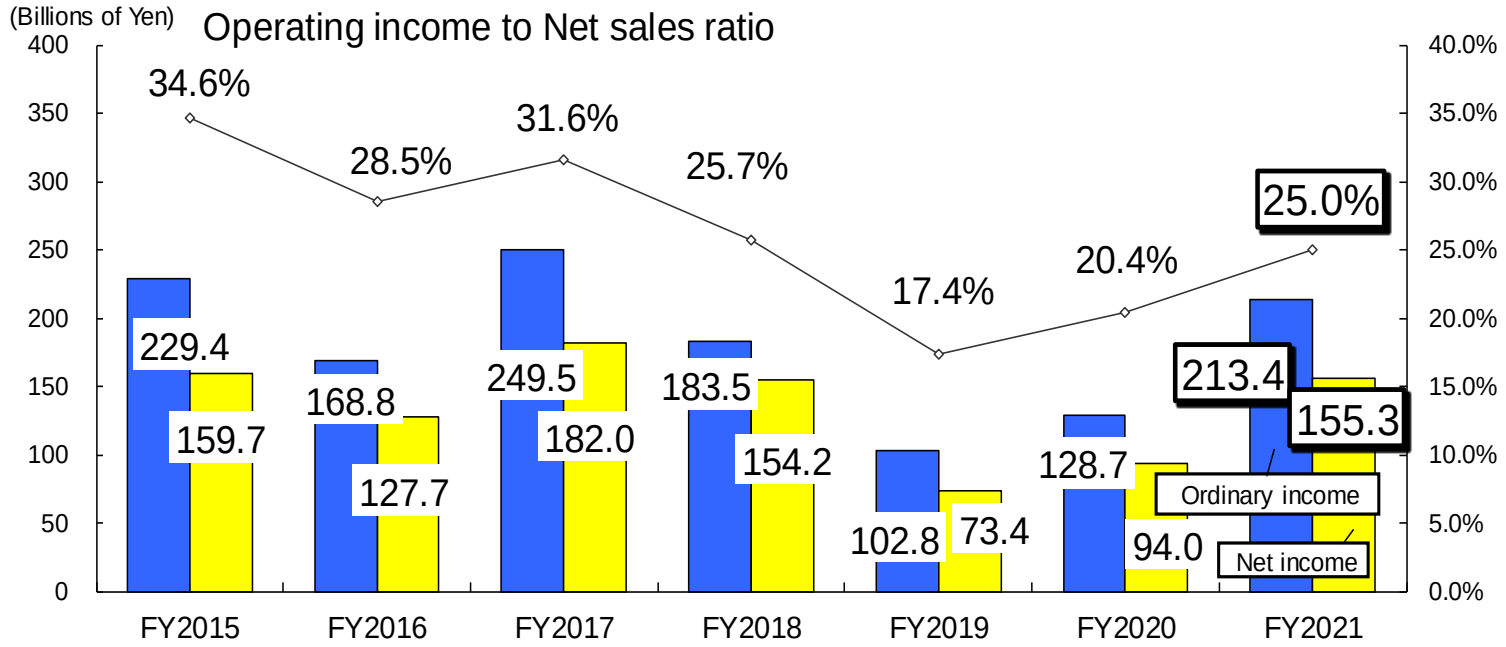
FA & ROBOT & ROBOMACHINE
FANUC

(Billions of Yen)	FY2020 Actual	FY2021 Forecast	FY2021 Actual	Change from FY2020	Change from Previous Forecast
Net sales	551.3	726.2	733.0	+33.0%	+0.9%
Cost of sales	349.3	427.7	437.4	+25.2%	+2.3%
【to Net sales】	63.4%	58.9%	59.7%		
Operating income	112.5	186.5	183.2	+62.9%	-1.7%
【to Net sales】	20.4%	25.7%	25.0%		
Ordinary income	128.7	214.7	213.4	+65.8%	-0.6%
【to Net sales】	23.4%	29.6%	29.1%		
Extraordinary income or loss	-	-0.5	-0.5	–	–
Net income	94.0	159.3	155.3	+65.2%	-2.5%
【to Net sales】	17.1%	21.9%	21.2%		
FX Rate					
Yen/1USD	106.06	109.58	112.38	+6.0%	+2.6%
Yen/1EUR	123.70	129.22	130.56	+5.5%	+1.0%

※"Net income" means "Net income attributable to shareholders of parent company".

Change in Consolidated Sales and Profit/Loss



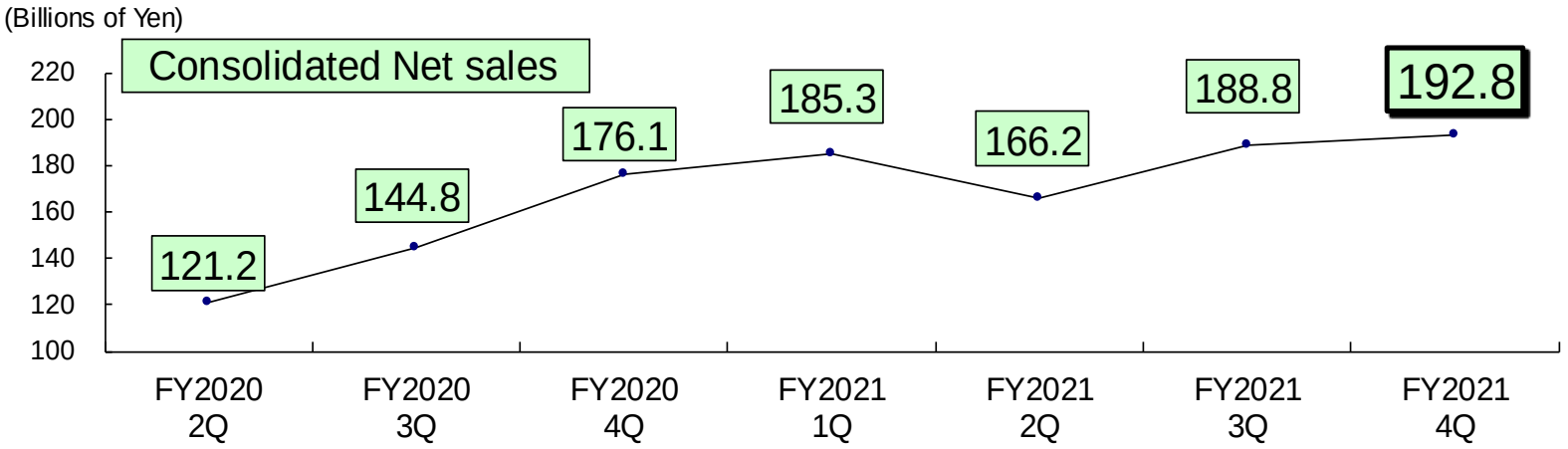


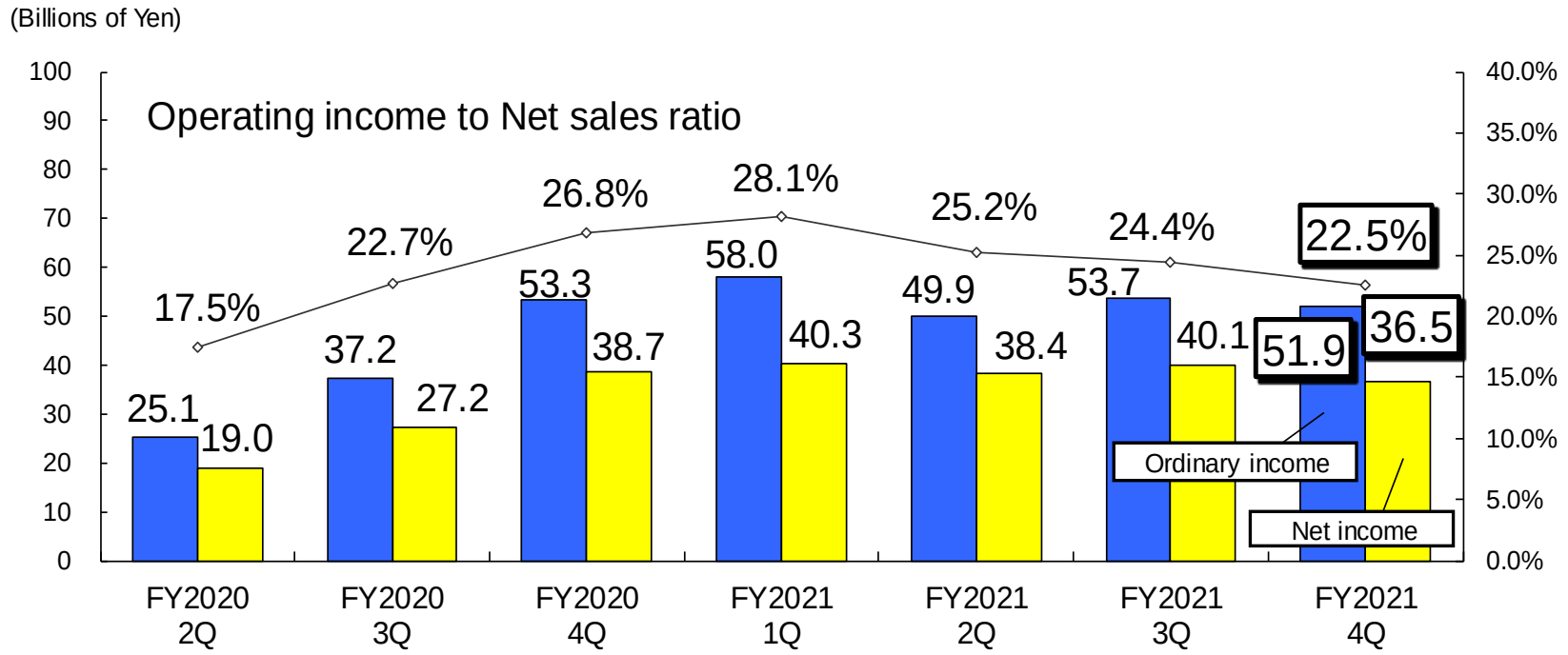
※"Net income" means "Net income attributable to shareholders of parent company".

(Billions of Yen)	FY2020 4Q (Jan～Mar)	FY2021 3Q (Oct～Dec)	FY2021 4Q (Jan～Mar)	Change from 4Q of FY2020	Change from 3Q of FY2021
Net sales	176.1	188.8	192.8	+9.5%	+2.1%
Cost of sales	104.1	114.0	118.0	+13.3%	+3.5%
【to Net sales】	59.1%	60.4%	61.2%		
Operating income	47.3	46.0	43.3	-8.4%	-5.9%
【to Net sales】	26.8%	24.4%	22.5%		
Ordinary income	53.3	53.7	51.9	-2.8%	-3.4%
【to Net sales】	30.3%	28.5%	26.9%		
Net income	38.7	40.1	36.5	-5.6%	-9.0%
【to Net sales】	22.0%	21.3%	18.9%		
FX Rate					
Yen/1USD	105.90	113.71	116.20	+9.7%	+2.2%
Yen/1EUR	127.69	130.07	130.39	+2.1%	+0.2%

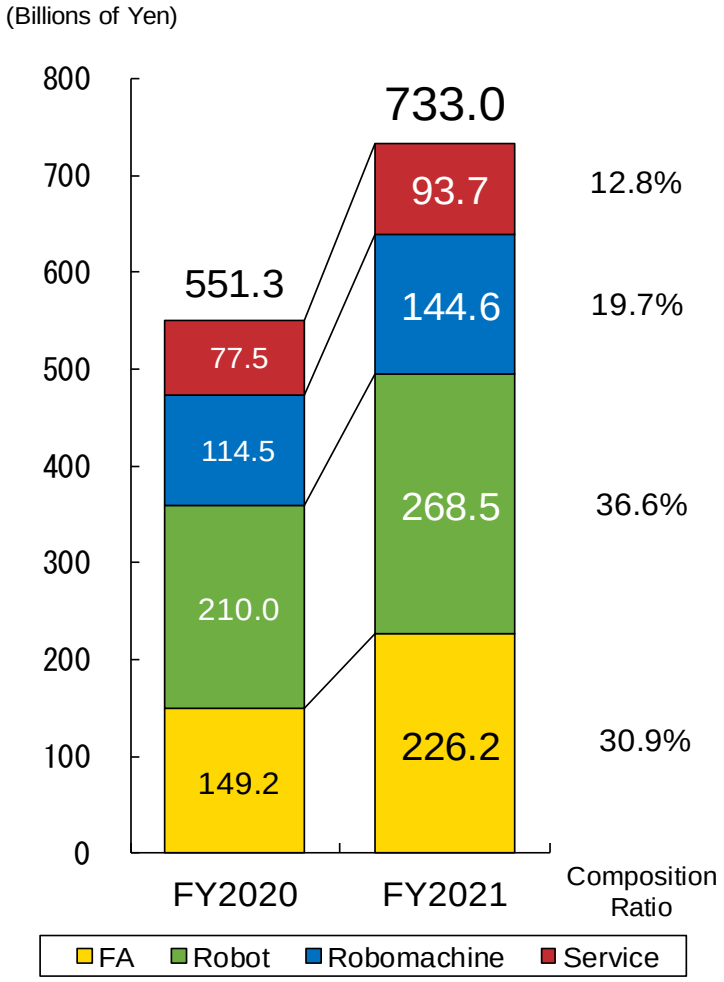
※"Net income" means "Net income attributable to shareholders of parent company".

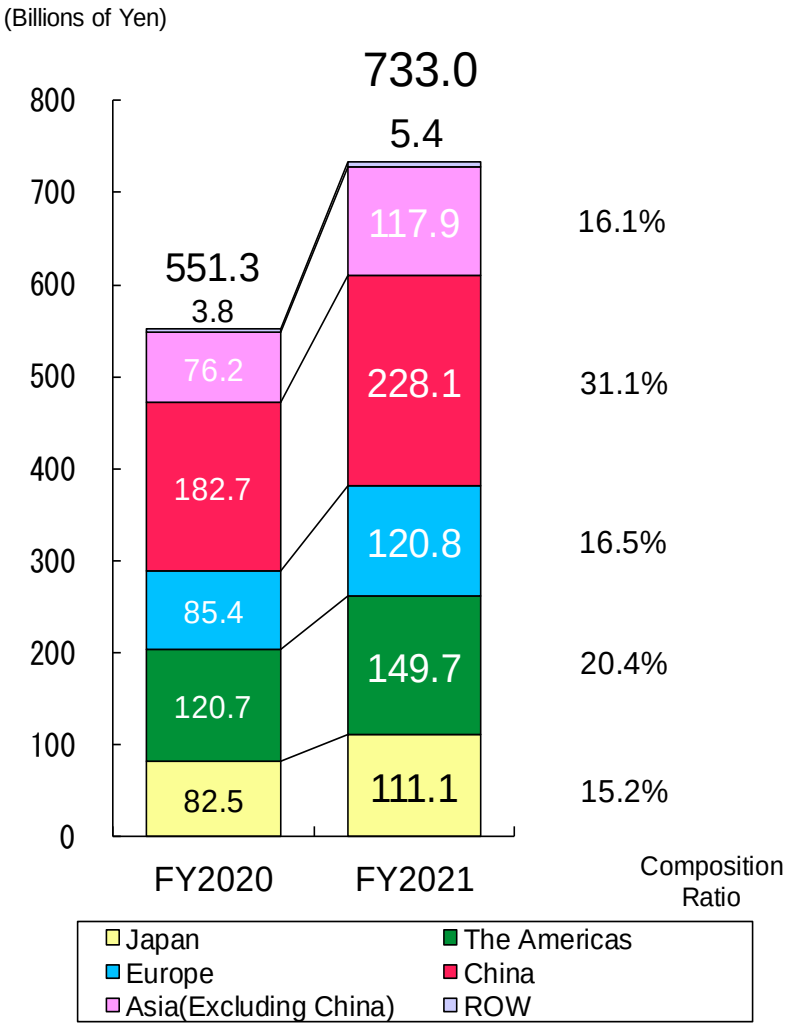
Quarterly Changes in Consolidated Sales and Profit/Loss



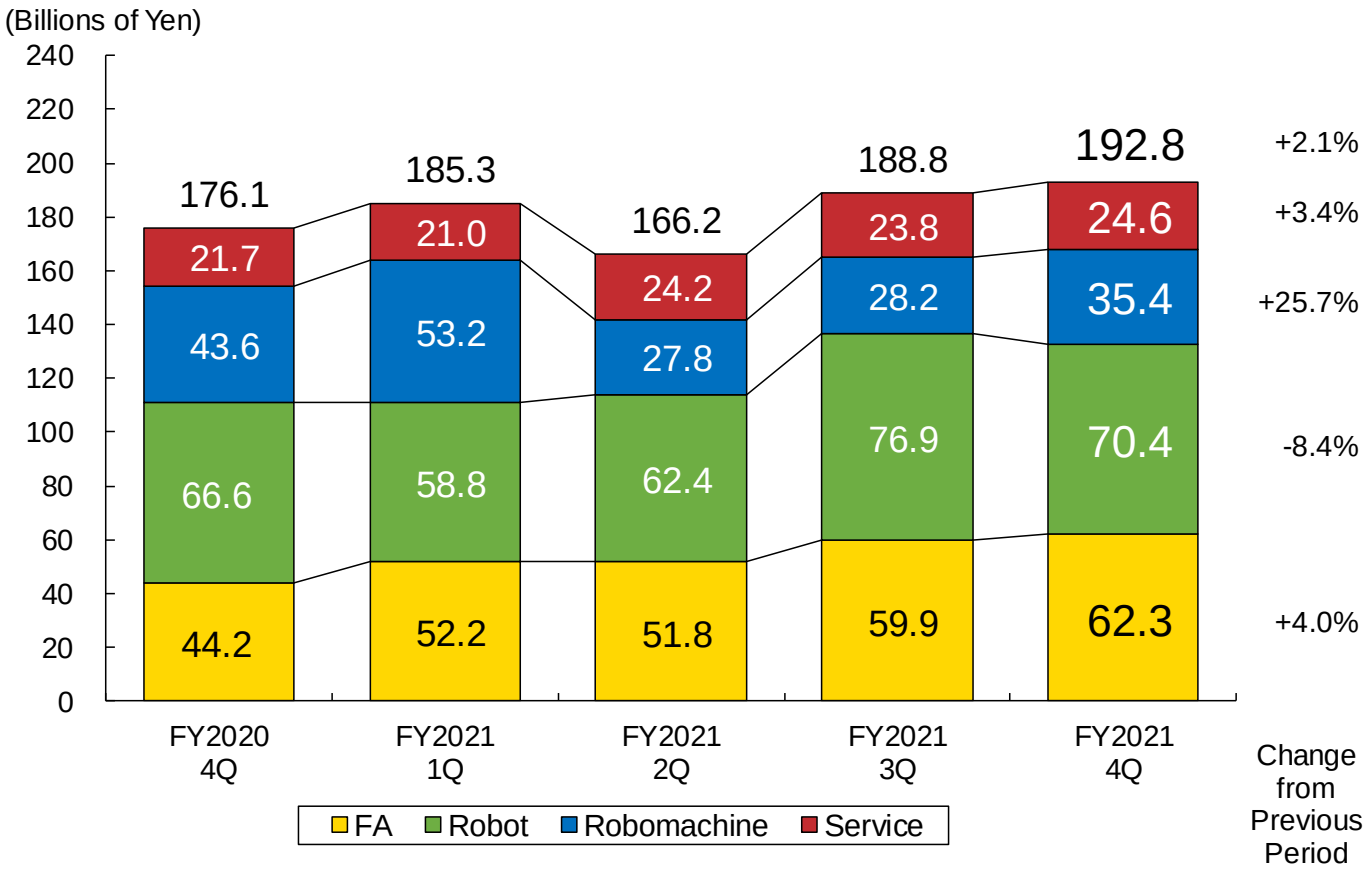


※"Net income" means "Net income attributable to shareholders of parent company".


(Billions of Yen)
800
700
600
500
400
300
200
100
0
551.3
733.0
77.5
114.5
210.0
149.2
93.7
144.6
268.5
226.2
12.8%
19.7%
36.6%
30.9%
FY2020
FY2021
Composition Ratio
FA
Robot
Robomachine
Service

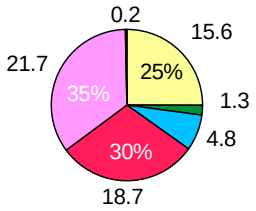

(Billions of Yen)
800
700
600
500
400
300
200
100
0
551.3
733.0
5.4
3.8
76.2
182.7
85.4
120.7
82.5
117.9
228.1
120.8
149.7
111.1
16.1%
31.1%
16.5%
20.4%
15.2%
FY2020
FY2021
Composition Ratio
Japan
The Americas
Europe
China
Asia(Excluding China)
ROW

Consolidated Sales by Division

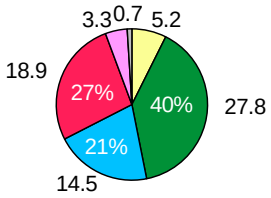


4Q of FY2021

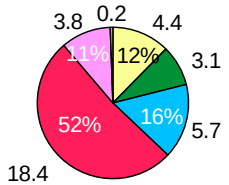
FA by Region



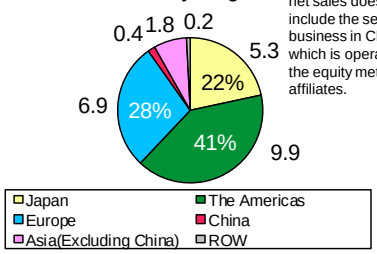
Robot by Region



Robomachine by Region



Service by Region

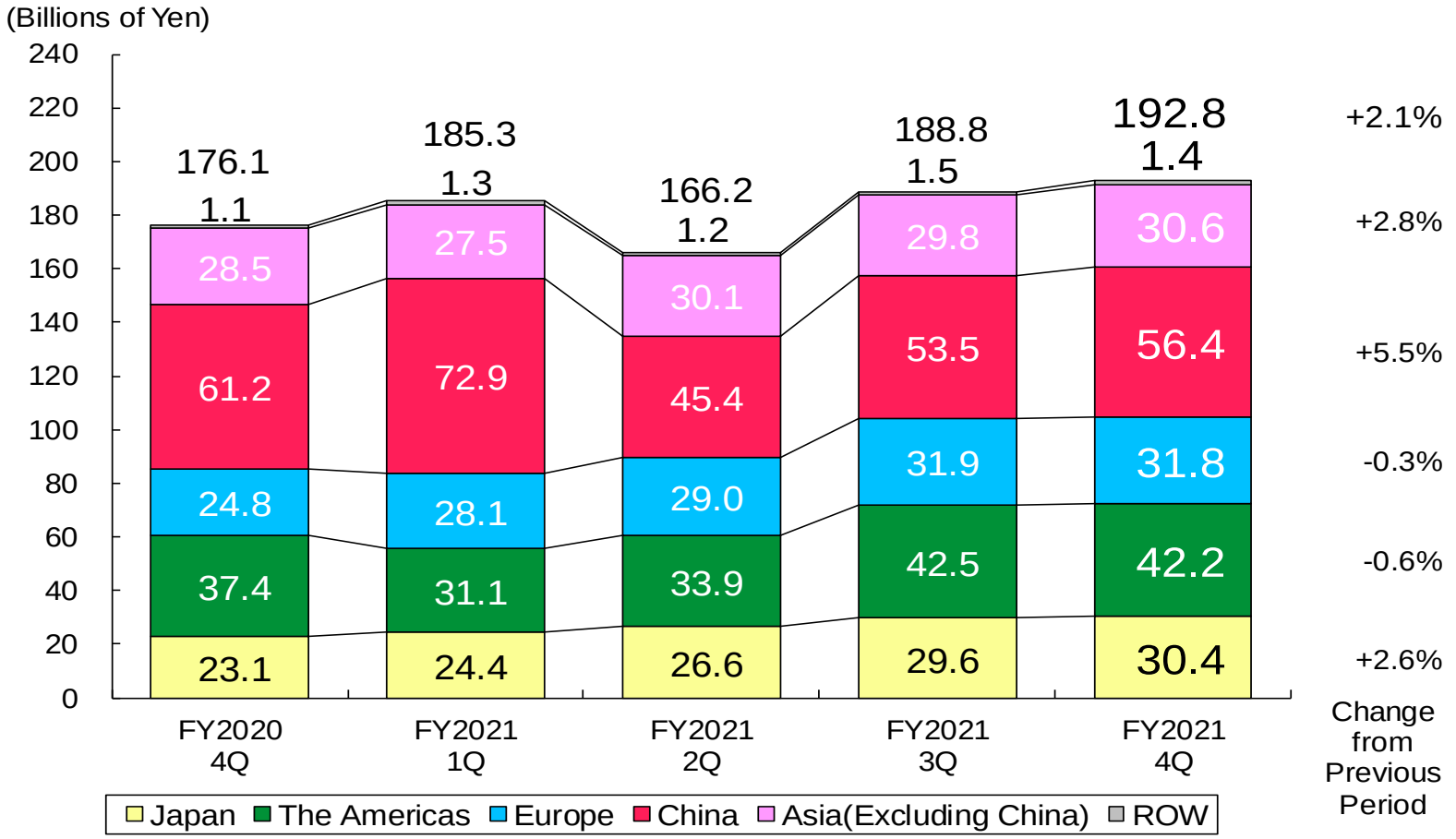


※The consolidated net sales does not include the service business in China which is operated by the equity method affiliates.

Results for the 4th Quarter (3 months) 【Comparison with FY2021 3Q】

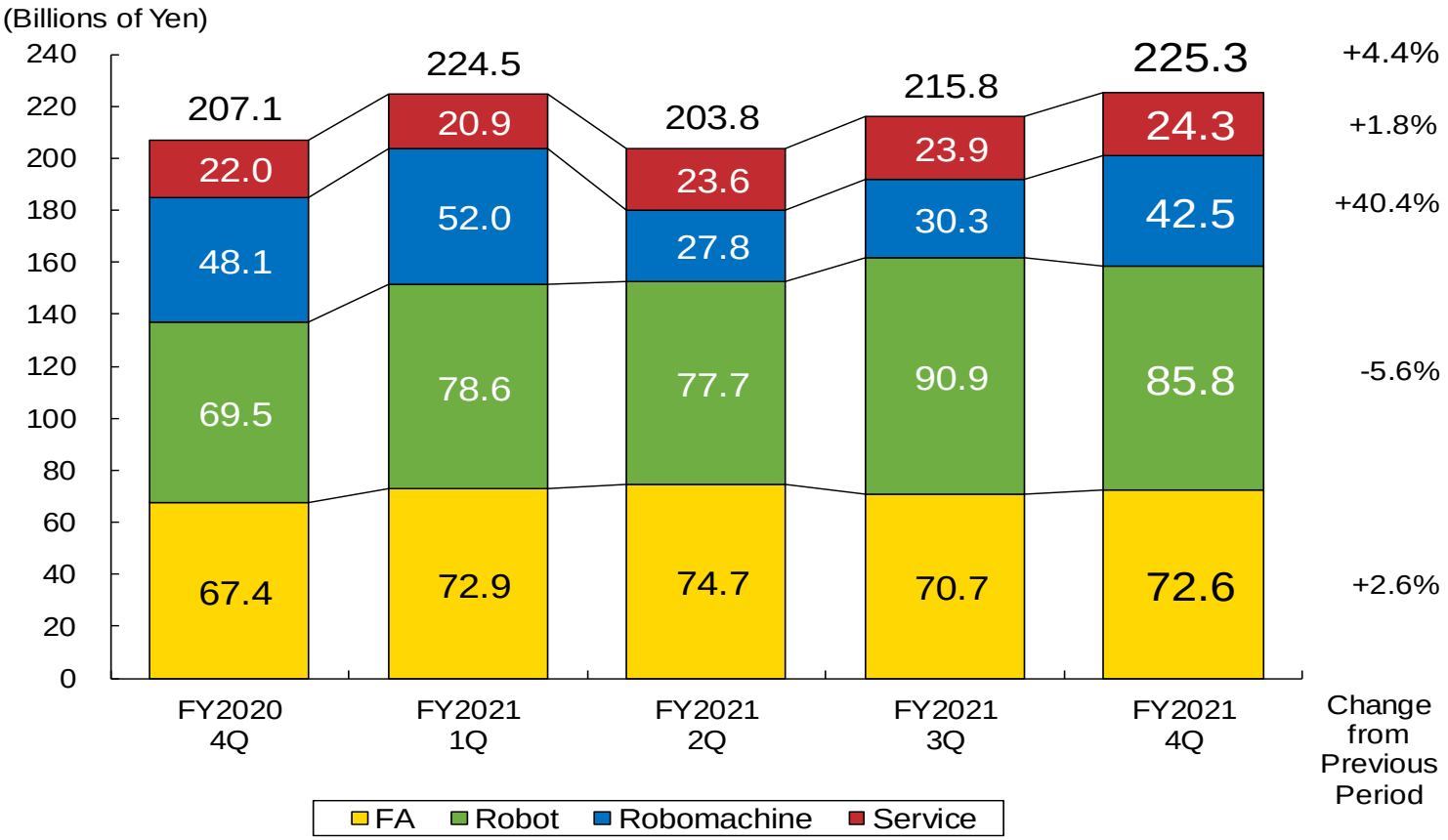
- FA → Sales increased in Japan and South Korea.
- Robot → Sales decreased in the Americas and China. Sales increased in Europe.
- Robomachine → Sales increased significantly in China. Sales decreased in Europe.

Consolidated Sales by Region



Results for the 4th Quarter (3 months) 【Comparison with FY2021 3Q】

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

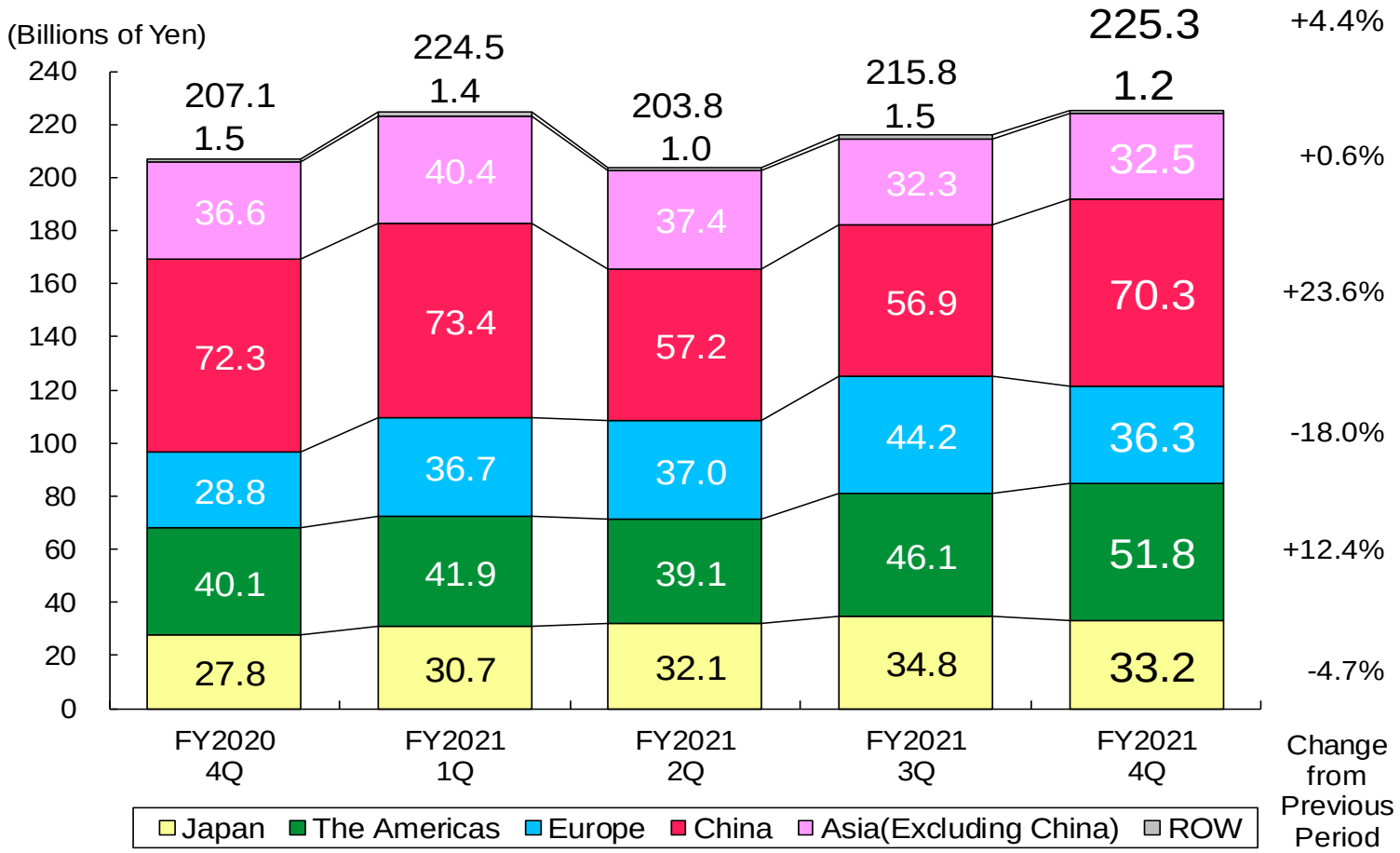


Results for the 4th Quarter (3 months) 【Comparison with FY2021 3Q】

The amount of total orders reached a record high.

- FA → Orders increased in China. Orders decreased slightly in Japan.
- Robot → Orders decreased in Europe and China. Orders decreased slightly in Japan. Orders increased in the Americas.
- Robomachine → Orders increased significantly in China.

Consolidated Orders by Region



Results for the 4th Quarter (3 months) [Comparison with FY2021 3Q]

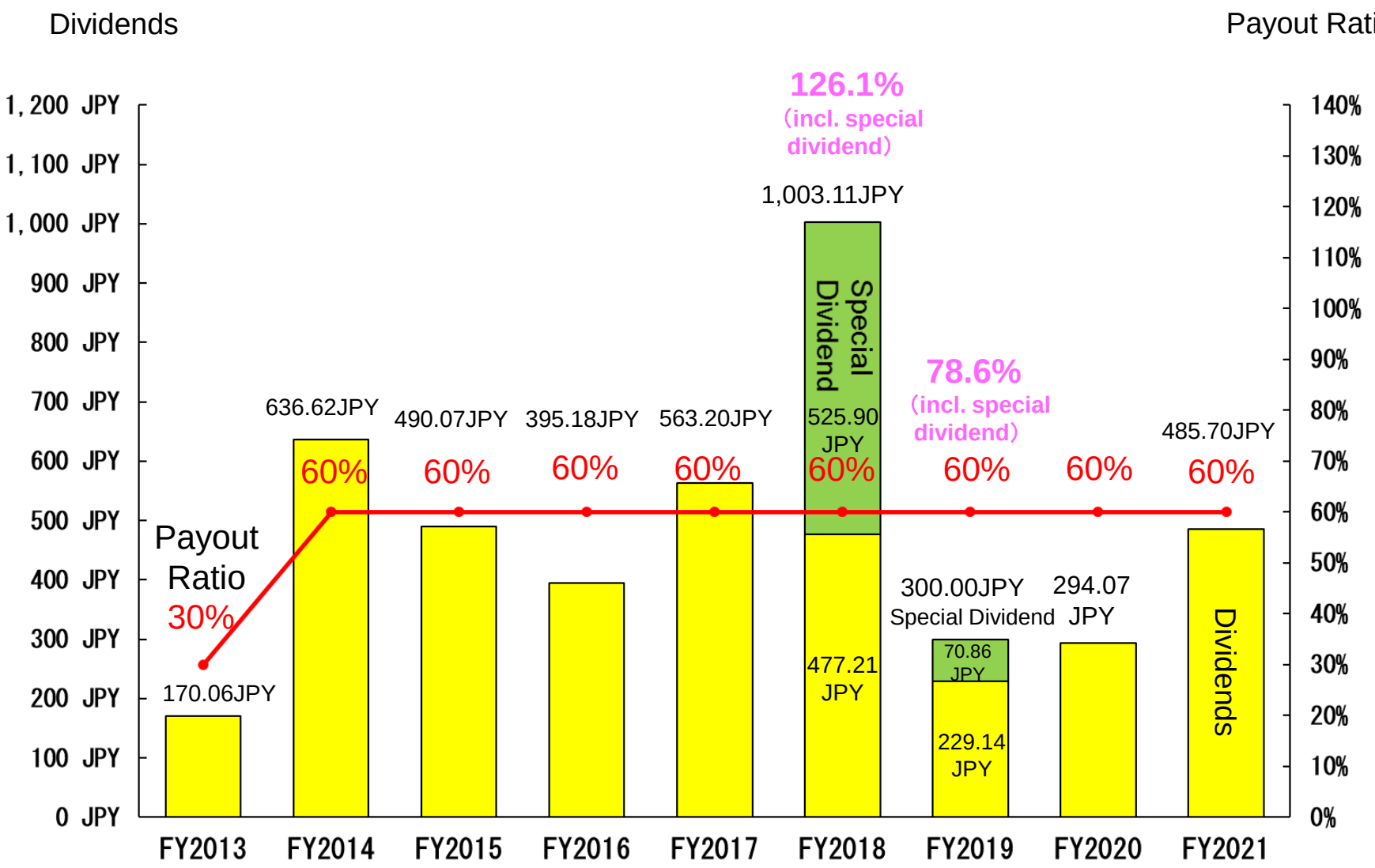
- Japan → Orders of FA and Robot decreased slightly.
- The Americas → Orders of Robot increased.
- Europe → Orders of Robot decreased.
- China → Orders of Robomachine increased significantly. Orders of FA increased. Orders of Robot decreased.

(Billions of Yen)	FY2020 Full Year	FY2021 Full Year	Change from FY2020
Capital Investment	18.6	41.1	+22.5
Depreciation and amortization	45.1	47.1	+2.0
Research and development expenses	46.9	50.0	+3.1

(Billions of Yen)	FY2021 Full Year Actual	FY2022 1st Half Forecast	FY2022 2nd Half Forecast	FY2022 Full Year Forecast	Change from Previous Period
Net Sales	733.0	410.8	414.7	825.5	+12.6%
Cost of sales	437.4	245.9	245.5	491.4	+12.3%
【to Net sales】	59.7%	59.9%	59.2%	59.5%	
Operating income	183.2	97.3	100.0	197.3	+7.7%
【to Net sales】	25.0%	23.7%	24.1%	23.9%	
Ordinary income	213.4	113.9	113.5	227.4	+6.6%
【to Net sales】	29.1%	27.7%	27.4%	27.5%	
Net Income	155.3	83.0	83.2	166.2	+7.0%
【to Net sales】	21.2%	20.2%	20.1%	20.1%	
FX Rate					
Yen/1USD	112.38	125.00	125.00	125.00	+11.2%
Yen/1EUR	130.56	135.00	135.00	135.00	+3.4%

※"Net income" means "Net income attributable to shareholders of parent company".

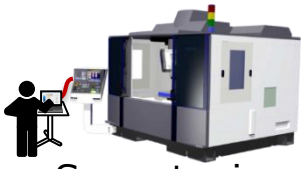
FA&ROBOT&ROBOMACHINE
FANUC



AI Servo Tuning

FA&ROBOT&ROBOMACHINE
FANUC

Achieve high speed & high precision due to automatic servo tuning with AI


Servo tuning

SERVO GUIDE

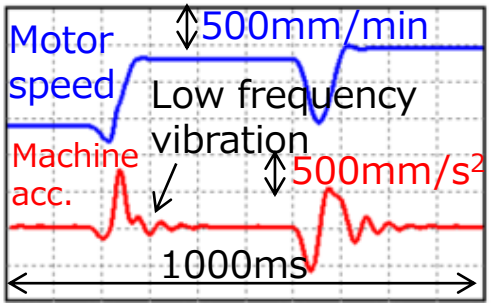
Feature

- Automatic tuning of three basic items by SERVO GUIDE (servo tuning tool) including machine learning → Improve performance

Tuning items	Effect		
	Responsiveness	Contouring accuracy	Cycle time reduction
Gain / Filter	✓	✓	✓
Feedforward	✓	✓	✓
Acc/Dec for cutting	-	✓	✓

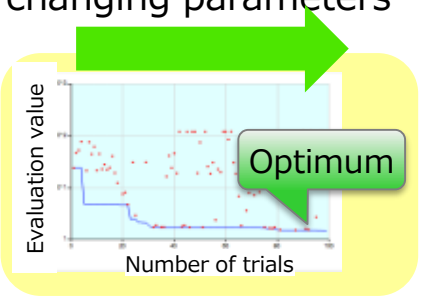
✓: Effective - : Not effective

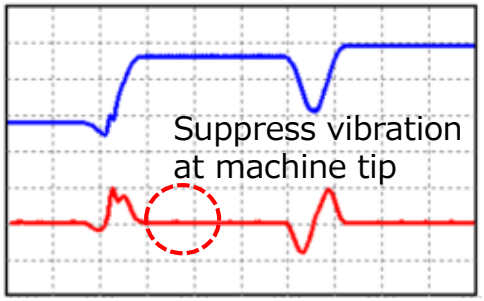
Example



Before tuning

Search optimum setting by plural trials with changing parameters





After tuning

AI Servo Monitor

FA & ROBOT & ROBOMACHINE
FANUC

Perform preventive maintenance without external sensors by analyzing data from motors built into machine tools

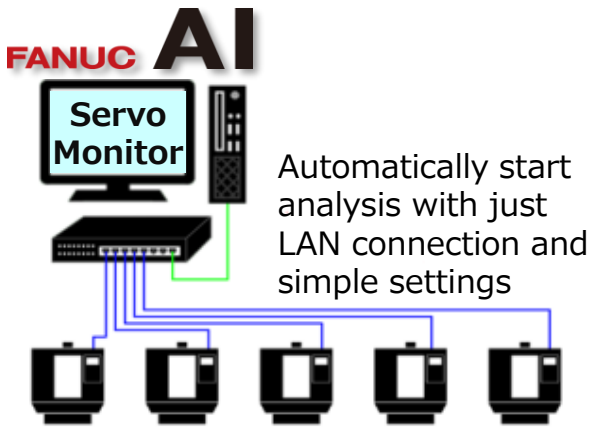
Feature

- Automatically analyze the data of FANUC Servo / Spindle motors by machine learning of AI Servo Monitor, and calculate “Anomaly score”
- Enable users to judge the changes in machine tool conditions by “Anomaly score”

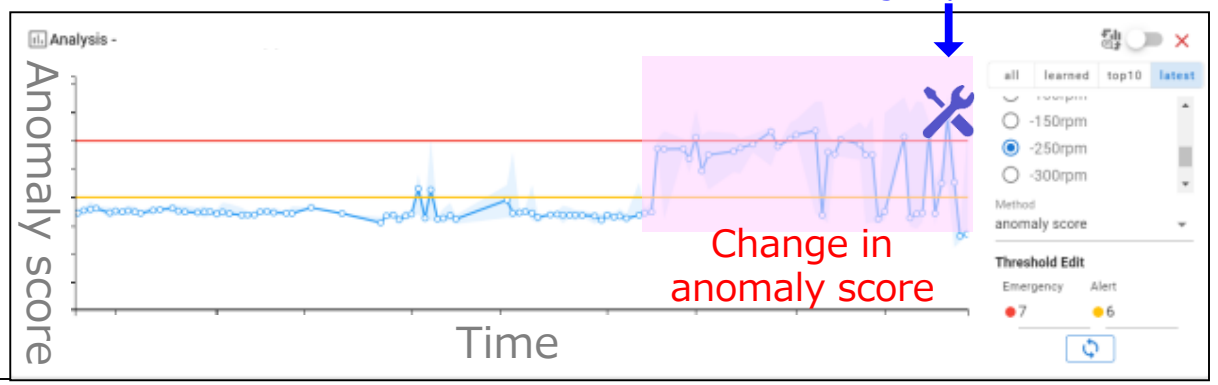
  → Contribute to machine preventive maintenance

Example

- Damage to a linear guide in machine tools
  - Check the related machine parts where “Anomaly score” has increased, and find damage to a linear guide



Automatically start analysis with just LAN connection and simple settings



CRX Lineup Enhancement

- **Enhanced lineup of the collaborative robot CRX** with ease of use even for the first-time robot users
- **3 additional models of 5kg, 20kg, and 25kg payload** to the existing ones with 10kg payload
- Contributing to automation in various manual manufacturing sites, such as machining, logistics, and assembly