

(TRANSLATION)

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# Financial Results for the three months Ended June 30, 2024

## 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.

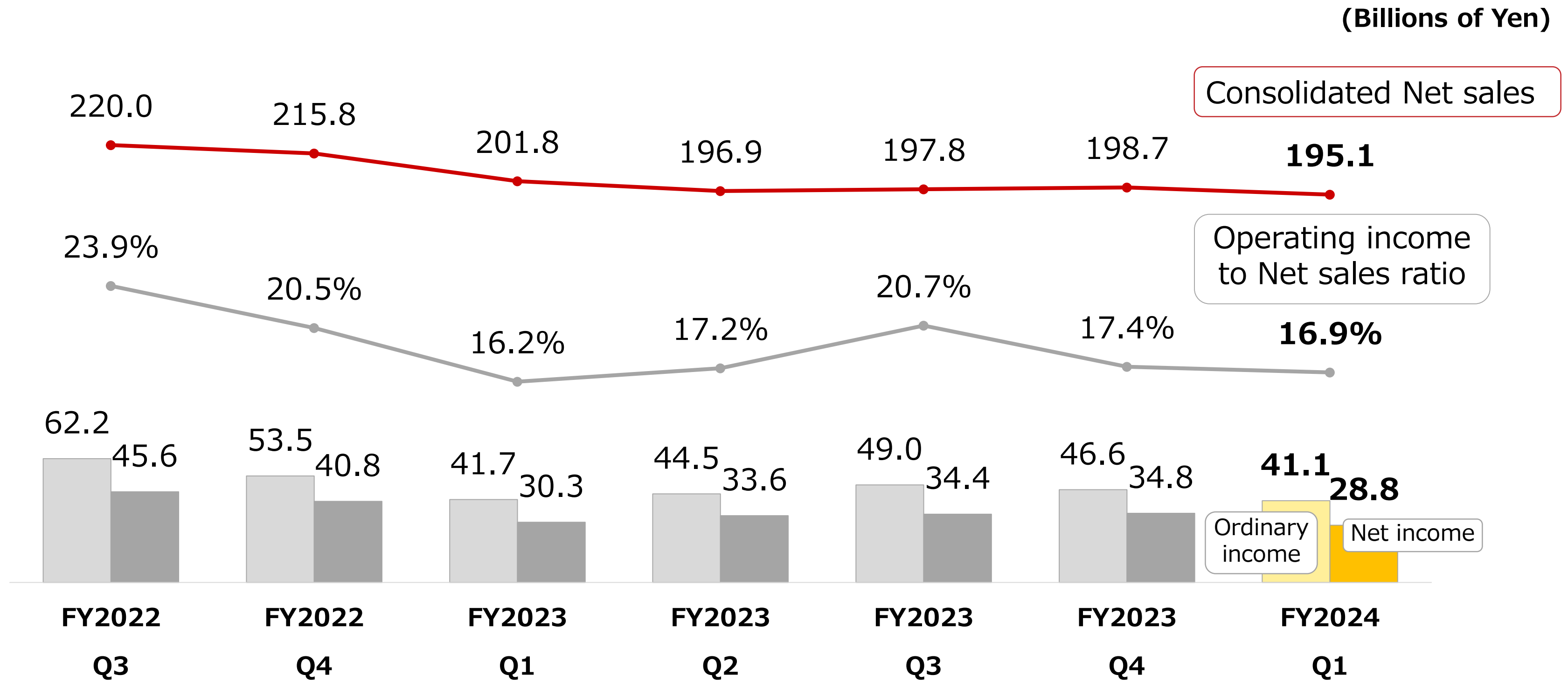
# Consolidated Financial Results for the 1st Quarter (3 months) of FY2024

(Billions of Yen)

	FY2023 1Q Apr - Jun		FY2023 4Q Jan - Mar		FY2024 1Q Apr - Jun		Change from 1Q of FY2023	Change from 4Q of FY2023
		to Net sales		to Net sales		to Net sales		
<b>Net sales</b>	201.8	100.0%	198.7	100.0%	<b>195.1</b>	<b>100.0%</b>	<b>-3.3%</b>	<b>-1.8%</b>
<b>Cost of sales</b>	136.1	67.4%	130.0	65.4%	<b>127.3</b>	<b>65.3%</b>	<b>-6.4%</b>	<b>-2.0%</b>
<b>Operating income</b>	32.6	16.2%	34.5	17.4%	<b>33.0</b>	<b>16.9%</b>	<b>+1.1%</b>	<b>-4.5%</b>
<b>Ordinary income</b>	41.7	20.7%	46.6	23.5%	<b>41.1</b>	<b>21.1%</b>	<b>-1.3%</b>	<b>-11.8%</b>
<b>Net income</b>	30.3	15.0%	34.8	17.5%	<b>28.8</b>	<b>14.8%</b>	<b>-5.0%</b>	<b>-17.3%</b>
<b>FX Rate</b>								
<b>Yen/1USD</b>	137.36		148.61		<b>155.89</b>			
<b>Yen/1EUR</b>	149.47		161.31		<b>167.88</b>			

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

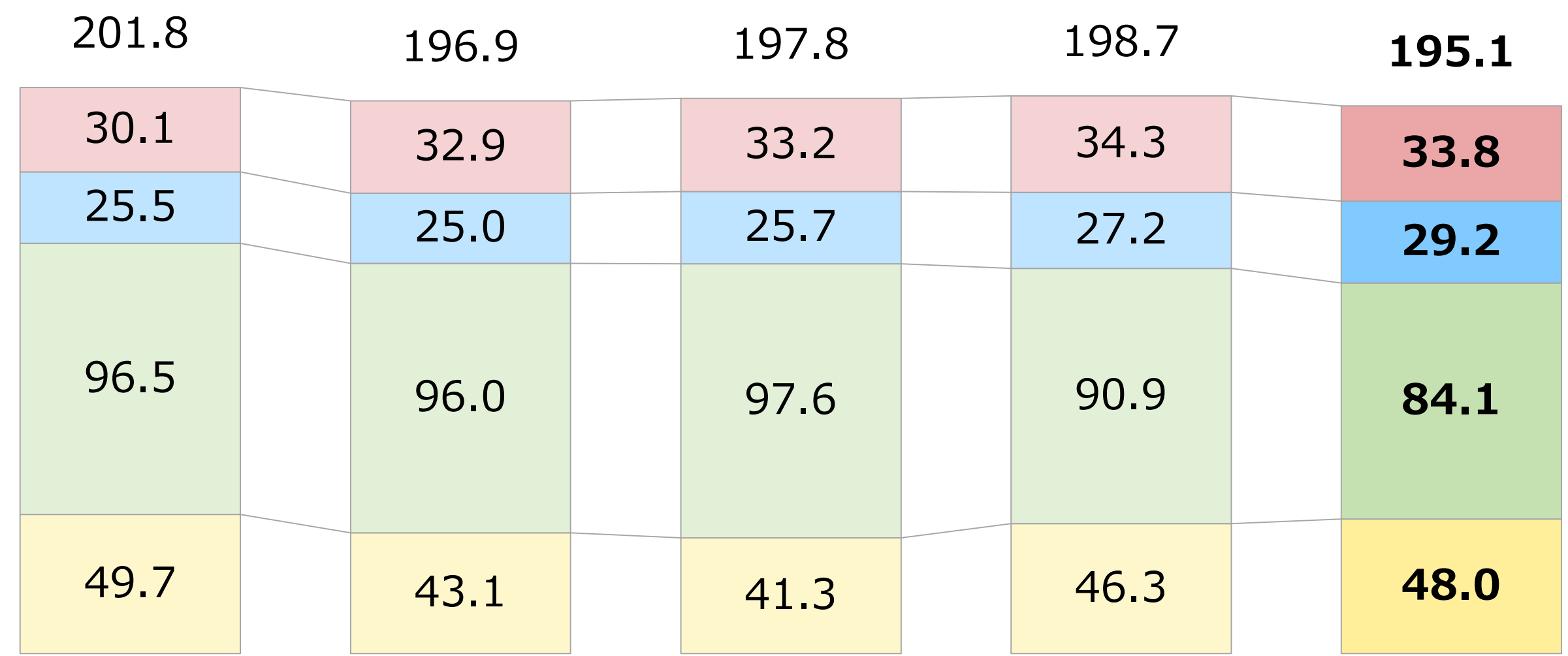
# Quarterly Changes in Consolidated Sales and Profit/Loss



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

# Consolidated Sales by Division

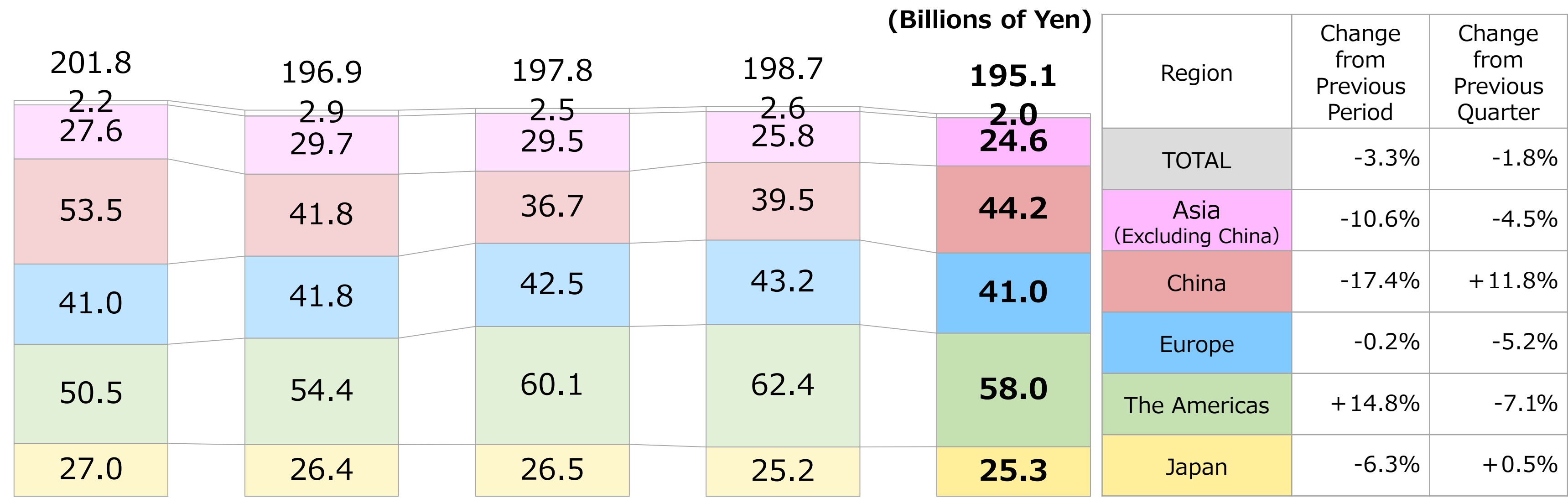
(Billions of Yen)



Division	Change from Previous Period	Change from Previous Quarter
TOTAL	-3.3%	-1.8%
Service	+12.2%	-1.5%
Robomachine	+14.4%	+7.2%
Robot	-12.8%	-7.4%
FA	-3.4%	+3.5%

Composition	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1
Service	15.0%	16.7%	16.7%	17.3%	17.4%
Robomachine	12.6%	12.7%	13.0%	13.7%	14.9%
Robot	47.8%	48.7%	49.4%	45.7%	43.1%
FA	24.6%	21.9%	20.9%	23.3%	24.6%

# Consolidated Sales by Region

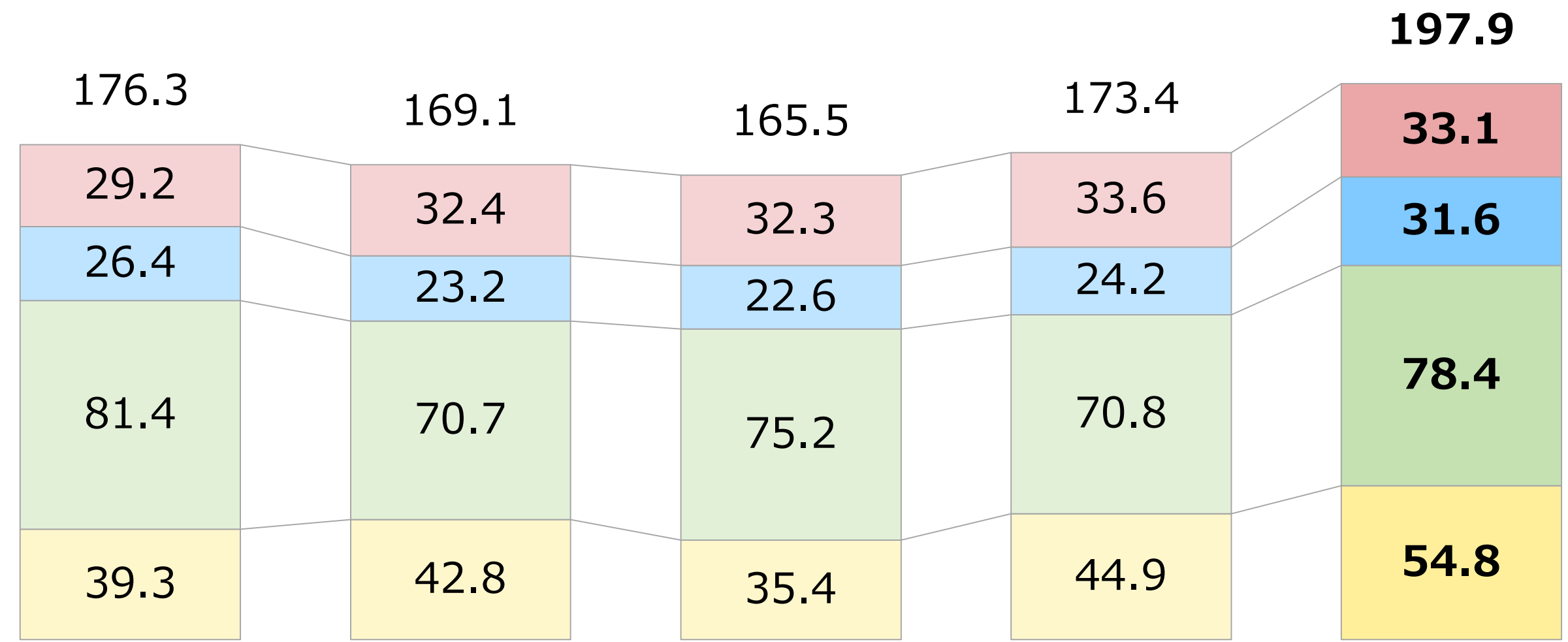


Composition	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1
ROW	1.1%	1.5%	1.2%	1.3%	1.0%
Asia (Excluding China)	13.7%	15.1%	14.9%	13.0%	12.6%
China	26.5%	21.2%	18.6%	19.9%	22.7%
Europe	20.3%	21.2%	21.5%	21.7%	21.0%
The Americas	25.0%	27.6%	30.4%	31.4%	29.7%
Japan	13.4%	13.4%	13.4%	12.7%	13.0%

Region	Change from Previous Period	Change from Previous Quarter
TOTAL	-3.3%	-1.8%
Asia (Excluding China)	-10.6%	-4.5%
China	-17.4%	+11.8%
Europe	-0.2%	-5.2%
The Americas	+14.8%	-7.1%
Japan	-6.3%	+0.5%

# Consolidated Orders by Division

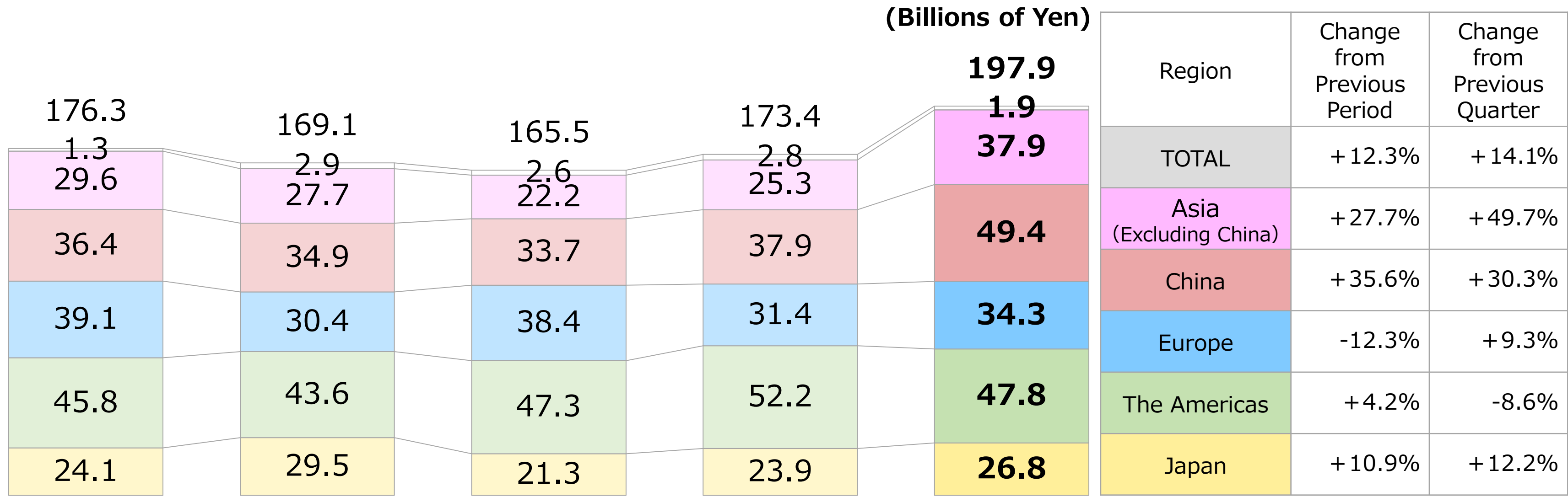
(Billions of Yen)



Division	Change from Previous Period	Change from Previous Quarter
TOTAL	+12.3%	+14.1%
Service	+13.4%	-1.5%
Robomachine	+19.7%	+30.8%
Robot	-3.7%	+10.8%
FA	+39.5%	+22.0%

Composition	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1
Service	16.5%	19.2%	19.5%	19.4%	16.7%
Robomachine	15.0%	13.7%	13.7%	13.9%	16.0%
Robot	46.2%	41.8%	45.4%	40.8%	39.6%
FA	22.3%	25.3%	21.4%	25.9%	27.7%

# Consolidated Orders by Region



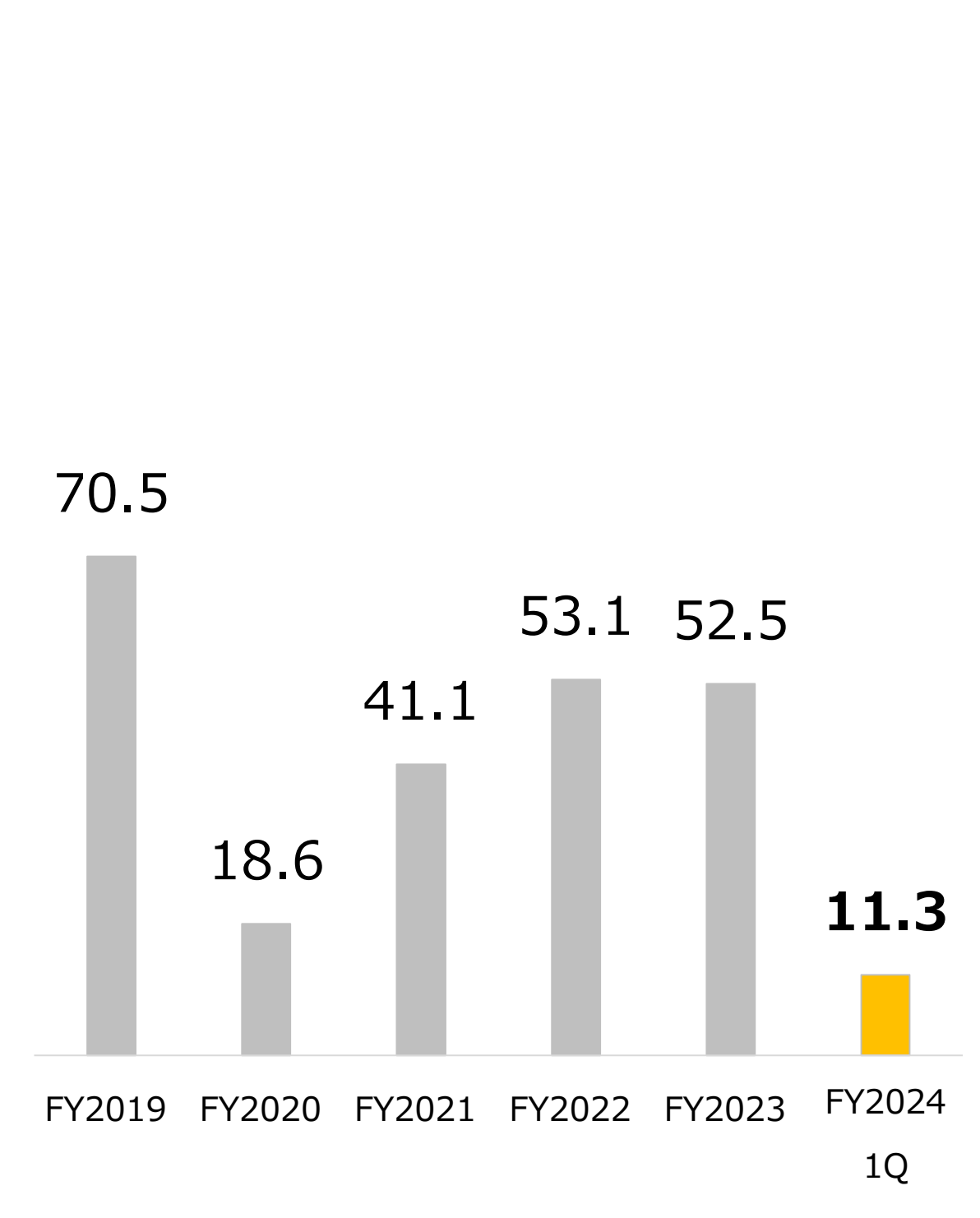
Region	Change from Previous Period	Change from Previous Quarter
TOTAL	+12.3%	+14.1%
Asia (Excluding China)	+27.7%	+49.7%
China	+35.6%	+30.3%
Europe	-12.3%	+9.3%
The Americas	+4.2%	-8.6%
Japan	+10.9%	+12.2%

Composition	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1
ROW	0.6%	1.7%	1.6%	1.5%	1.0%
Asia (Excluding China)	16.8%	16.4%	13.4%	14.6%	19.1%
China	20.7%	20.7%	20.3%	21.9%	25.0%
Europe	22.2%	18.0%	23.2%	18.1%	17.3%
The Americas	26.0%	25.8%	28.6%	30.1%	24.1%
Japan	13.7%	17.4%	12.9%	13.8%	13.5%

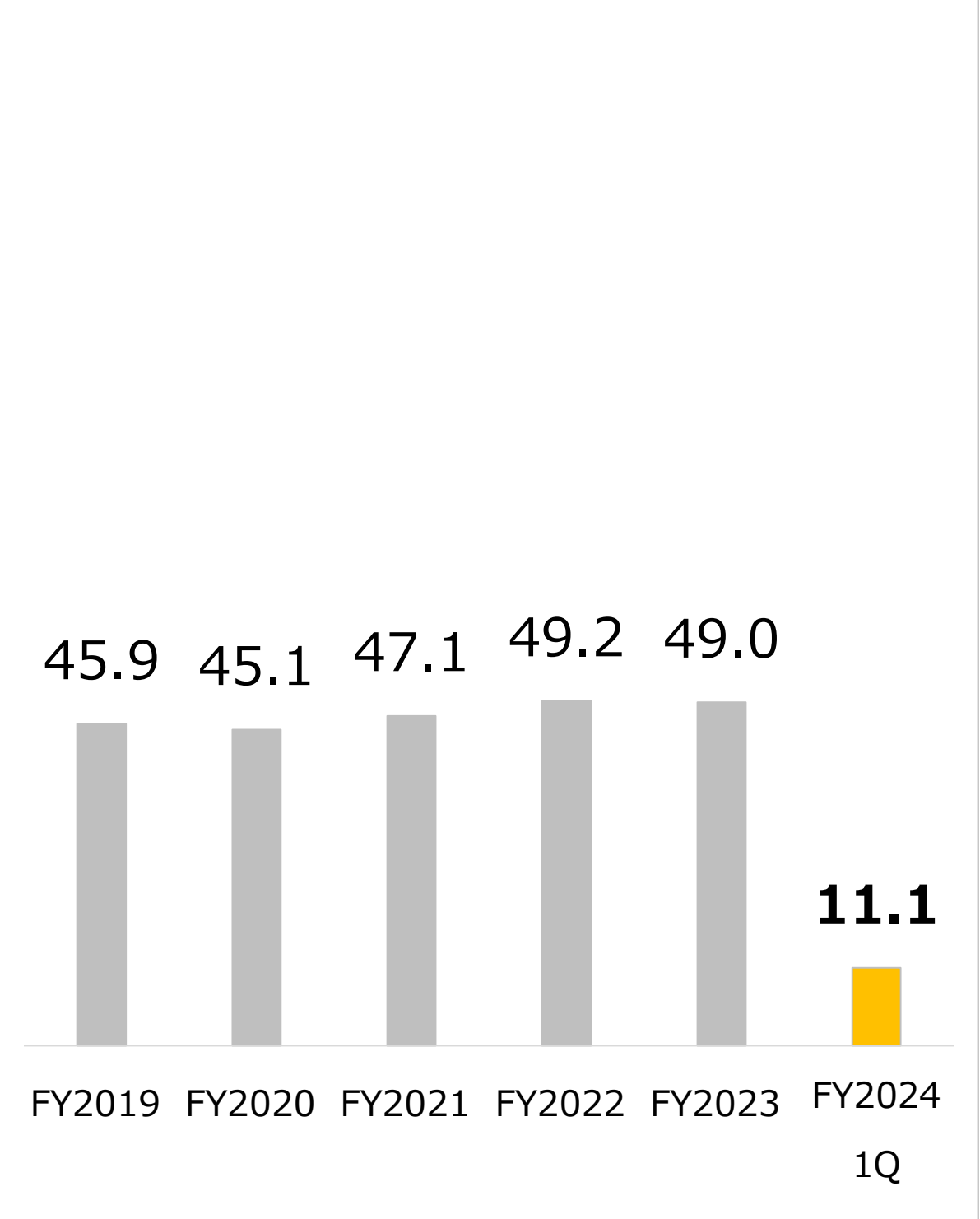
# Capital investment • Depreciation and amortization • Research and development expenses

(Billions of Yen)

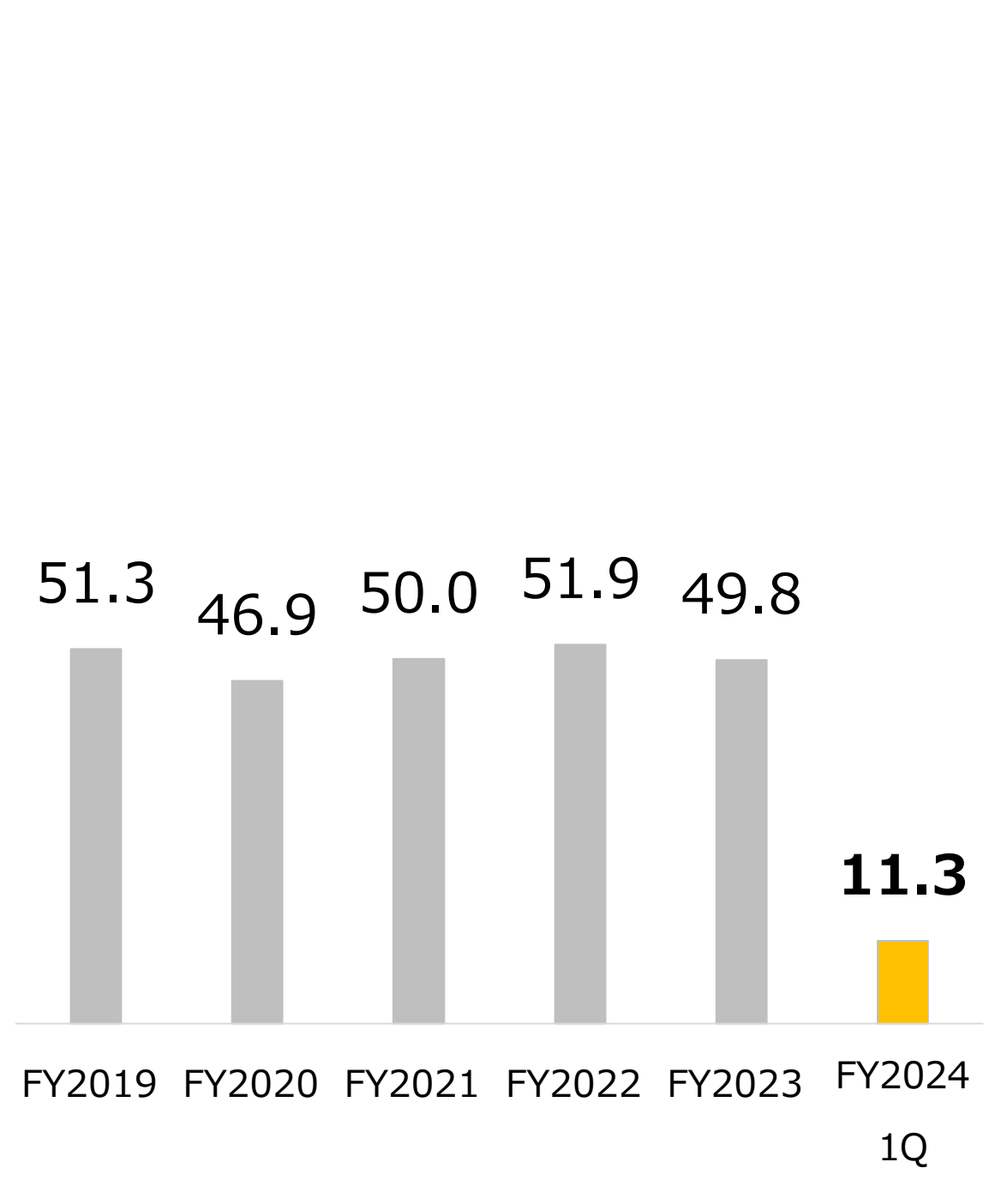
Capital investment



Depreciation and amortization



Research and development expenses





# Consolidated Financial Forecast

(Billions of Yen)

	FY2023 Actual		FY2024 Forecast				Change from Previous Period	Change from Previous Forecast
			Previous Forecast		New Forecast			
		to Net sales		to Net sales		to Net sales		
<b>Net sales</b>	795.3	100.0%	746.4	100.0%	<b>784.3</b>	<b>100.0%</b>	<b>-1.4%</b>	<b>+5.1%</b>
<b>Cost of sales</b>	519.4	65.3%	491.9	65.9%	<b>502.0</b>	<b>64.0%</b>	<b>-3.4%</b>	<b>+2.1%</b>
<b>Operating income</b>	141.9	17.8%	121.0	16.2%	<b>143.0</b>	<b>18.2%</b>	<b>+0.8%</b>	<b>+18.2%</b>
<b>Ordinary income</b>	181.8	22.9%	149.4	20.0%	<b>173.9</b>	<b>22.2%</b>	<b>-4.3%</b>	<b>+16.4%</b>
<b>Net income</b>	133.2	16.7%	107.3	14.4%	<b>125.3</b>	<b>16.0%</b>	<b>-5.9%</b>	<b>+16.8%</b>
<b>FX Rate</b>								
<b>Yen/1USD</b>	144.62		135.00		<b>147.72</b>			
<b>Yen/1EUR</b>	156.80		150.00		<b>158.22</b>			

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

**FY2024**  
**2nd Quarter ~ 4th Quarter**  
**FX Rate assumption**  
**Yen/1USD 145.00**  
**Yen/1EUR 155.00**

# FANUC America Completion of New Campus

- Part of Strategic Investment Plan in North America totaling \$250 Million - FANUC America, a subsidiary of FANUC CORPORATION, has completed the construction of its West Campus in Auburn Hills, Michigan, as a new base in the United States at \$110 million investment. The West Campus is FANUC America’s latest facility in the United States, and follows the establishment of FANUC America Headquarters, the Chicago Office, and the North Campus. This expansion is part of the company’s strategic investment plan to support and advance industrial automation in North America. Since 2019, FANUC America has accelerated investments in North America, as can be seen in the construction of the North Campus, new buildings in Mexico and Canada, and the FANUC Academy which will be established in the near future, bringing the total to \$250 million. Through such expansions, FANUC America continues to strengthen its position as a forerunner in North America.



## Strategic Investment in North America

1986 FANUC America set up its headquarters in Rochester Hills, Michigan.

Ever since, it has focused on providing technical support, sales and service of CNCs and robots in North and South America.

2019 The North Campus was completed in Auburn Hills, Michigan.

2023 New buildings were constructed in Mexico and Canada.

2024 The West Campus was completed in Auburn Hills, Michigan.

FANUC America has expanded its footprint in Michigan to a total of approximately 190,000 square meters and has created over 400 jobs since 2019.

# Open House Show

## Overview

### 33rd FANUC Open House Show



Date: May 13<sup>th</sup> – 15<sup>th</sup>, 2024  
Venue: FANUC Headquarters  
Visitors: 6,900



### Highlights

- CNC and Servo dedicated to enhanced efficiency of manufacturing sites
- New Robot Controller, Latest Robot Lineup and Various Applications
- Robomachines that contribute to automation and productivity improvement

# Open House Show – FA

- Latest CNC & Servo were introduced, featuring countermeasures against challenges in machine tool market such as labor shortage and reduction of environmental load.
- High performance and operability of latest CNC Series 500i-A CNC received positive comments.
- High energy saving performance of new generation  $\alpha$ i-D series SERVO was demonstrated.
- FA Technical Seminar was provided to explain the key features, such as 5-axis machining control and digital twin technologies for advanced process integration and optimization.



**Series 500i-A CNC**



**Energy Saving by ai-D series SERVO**



**FA Technical Seminar**

# Open House Show – FA

- CNC features were introduced with their effects along each steps in manufacturing workflow of machine tool builders & users.
- Solutions for actual shop floor requirements such as reduced operation loads and maximized operation by automation were presented.
- Proposals for improved manufacturing efficiency by use of Digital Twin, IoT and Robot integration technologies achieved high recognition.



Efficient program creation



Maximizing uptime  
(Chip shredding function)



CNC Digital Twin

## Open House Show – ROBOT

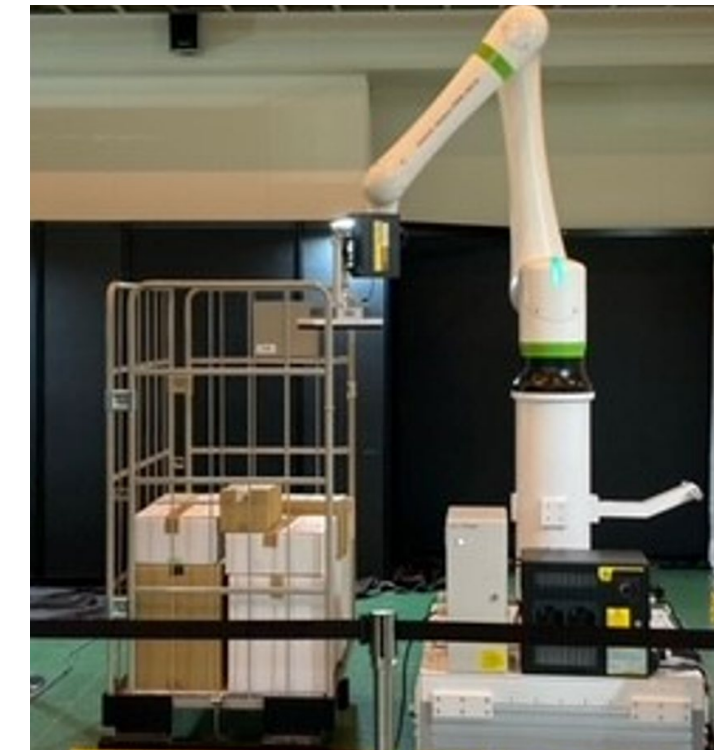
- Exhibiting 23 cells including 13 collaborative robot ones
- New R-50iA controller, a certified cybersecurity controller, appealing various usages with support of Python and software PLC to a wide range of customers
- New ROBOGUIDE, with brand-new UI and improved usability, highly appreciated for virtual commissioning demonstration using VR
- A lot of good feedback for detecting and picking the tightly adhered cardboard boxes by AI box detection function



**New Robot Controller**



**New ROBOGUIDE  
VR Demonstration**



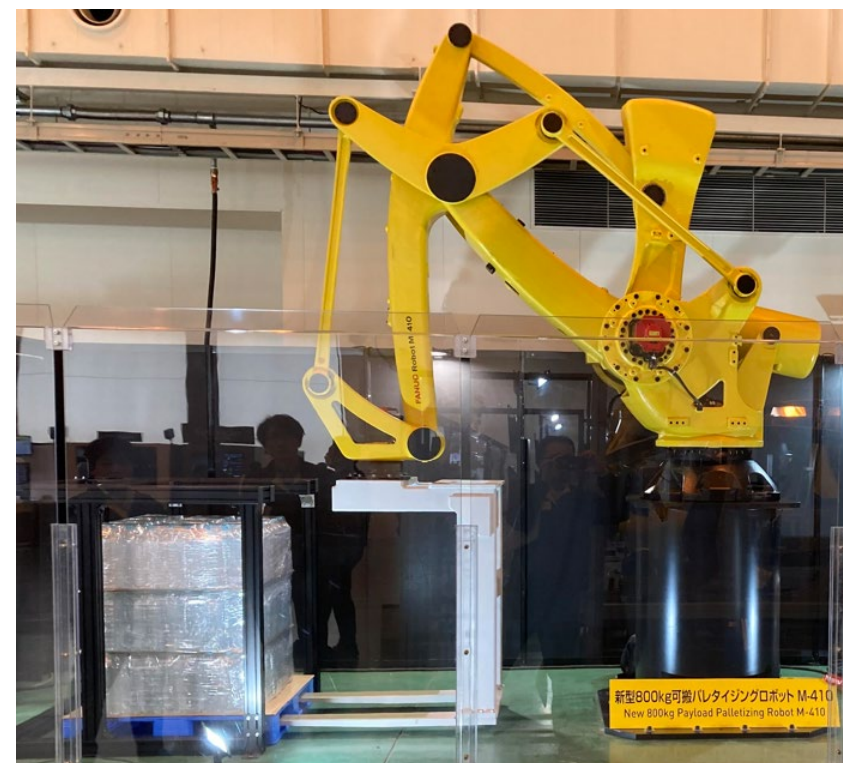
**AI Box Detection**

# Open House Show – ROBOT

- Many specific inquiries from visitors for World’s first global ex-proof Collaborative Paint Robot CRX-10iA/L Paint
- Highly appreciated for new 800kg payload palletizing robot M-410 with its performance and cable integrated design
- Voice of surprise to achieving bin picking with optimal movements without teaching by the Auto Path Generation function



**Ex-proof CRX**



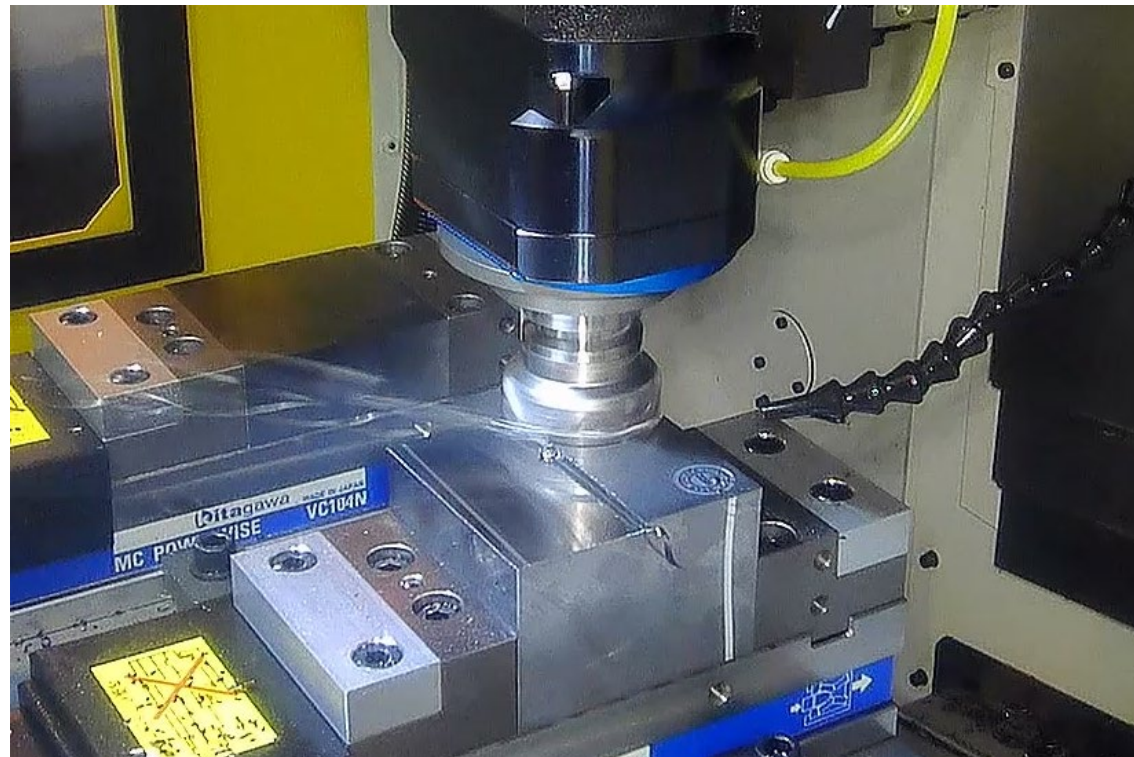
**800kg Payload New Palletizing Robot**



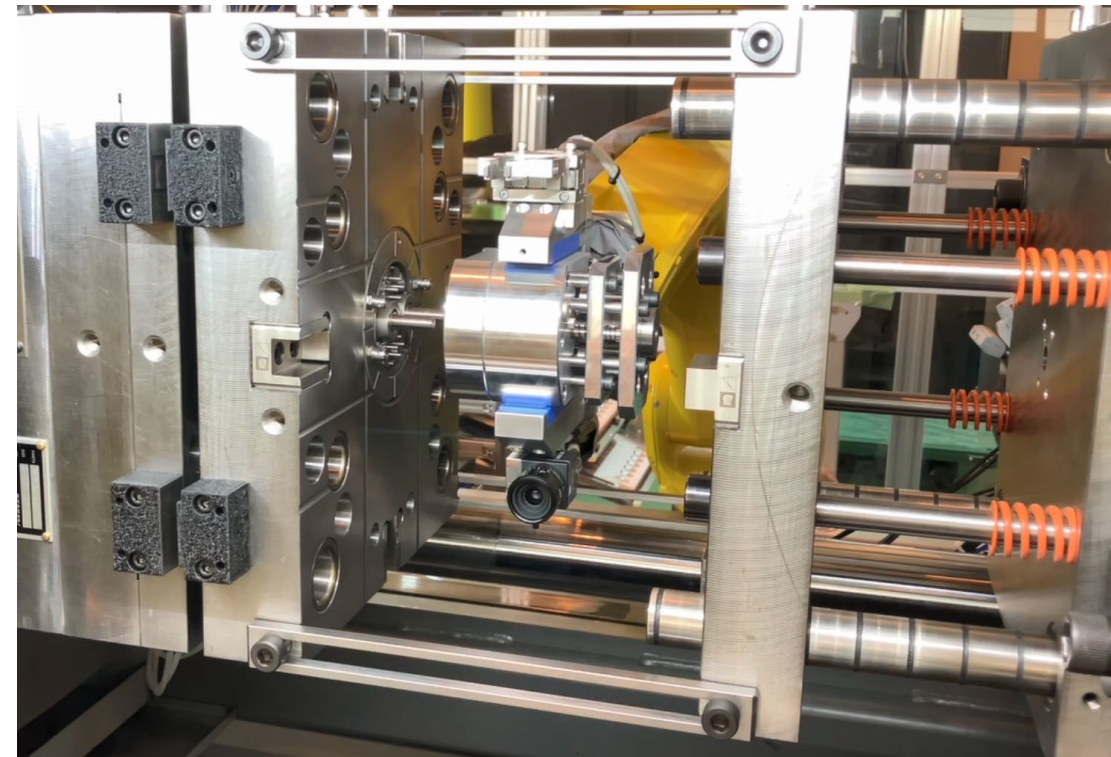
**AI Bin Picking**

# Open House Show – ROBOMACHINE

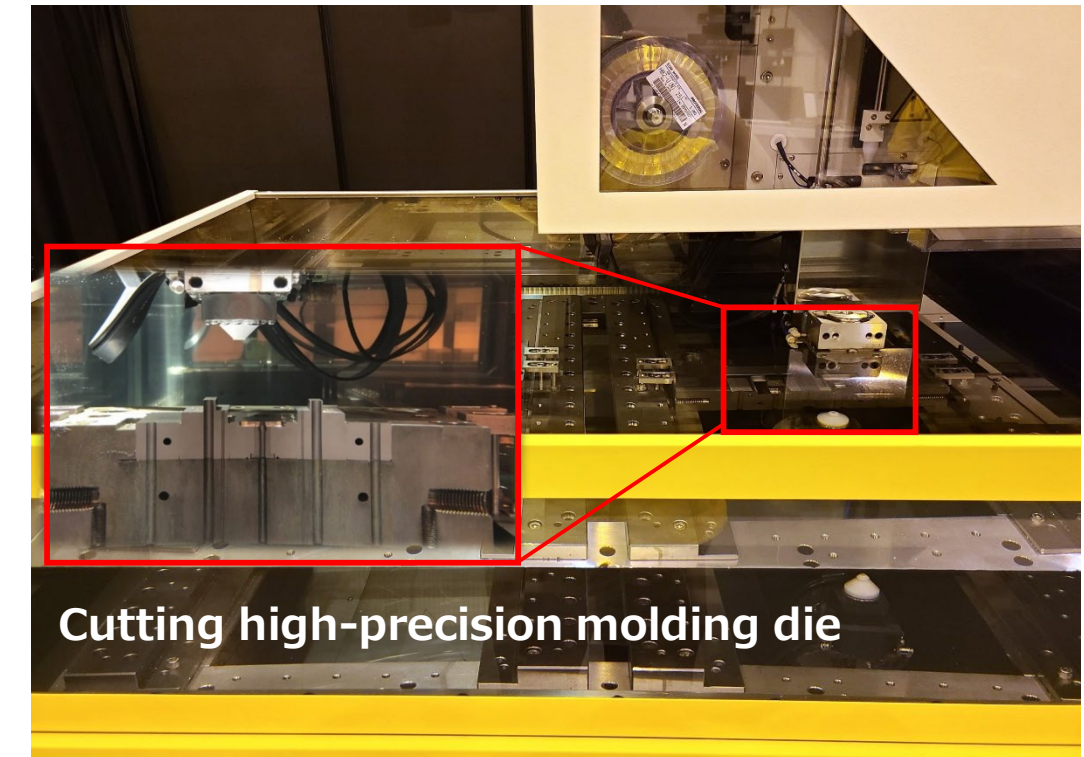
- 9x Latest Robomachines were exhibited (5x ROBODRILLS, 2x ROBOSHOTS, 2x ROBOCUTS)
- Real cutting/molding demonstrations effectively impressed the new features contribute to automation and productivity improvement
- Robodrill: Cutting demonstration with introduction of dedicated G-codes and Cutting load monitor
- Roboshot: Insertion molding system for automotive parts and newly developed plasticizing energy monitor
- Robocut: Cutting demonstration of high-precision molding die by new model  $\alpha$ -C800iC and the automation system by Robot package



Cutting demonstration of ROBODRILL



Molding demonstration of ROBOSHOT



Cutting demonstration of ROBOCUT



# Open House Show – NAGOYA

## Overview

Date: June 19<sup>th</sup> – 20<sup>th</sup>, 2024

Venue: FANUC Nagoya Technical Center

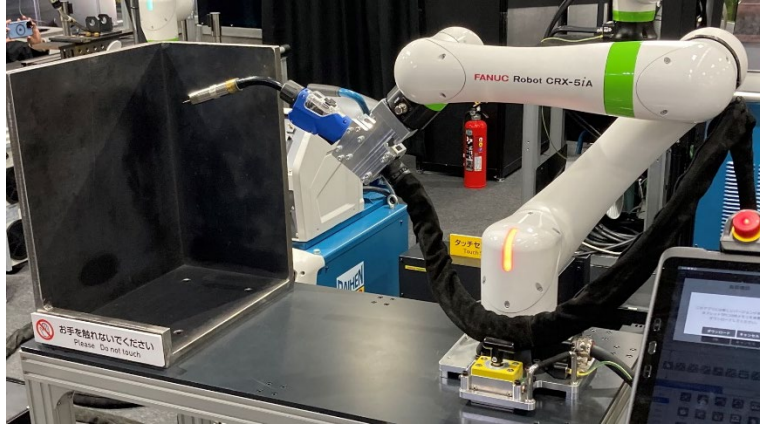
Visitors: 1,800



- The event was held at Nagoya, the center of manufacturing industry of Japan.
- Compared to the show at headquarters, the majority of visitors are from development and manufacturing sites.
- Latest products and technologies for FA, Robot, and Robomachines were exhibited and impressed their contribution to improve efficiency and productivity at manufacturing sites.

# Japan International Welding Show – Robot

## Overview



Collaborative Arc Robot

Date: April 24<sup>th</sup> – 27<sup>th</sup>, 2024

Venue: Intex Osaka

Visitors: 100,000  
(100,000 in 2022 @ Tokyo Big Sight)

- Acquired a lots of inquiries for arc welding, laser processing, etc.
- Arc welding labor shortage of large can manufacturing field such as shipbuilding becoming more serious. Expectations for collaborative robots increased.
- Highly appreciated for various laser robot exhibits such as High speed & High accuracy laser cutting, Remote laser welding, Collaborative laser robot etc.

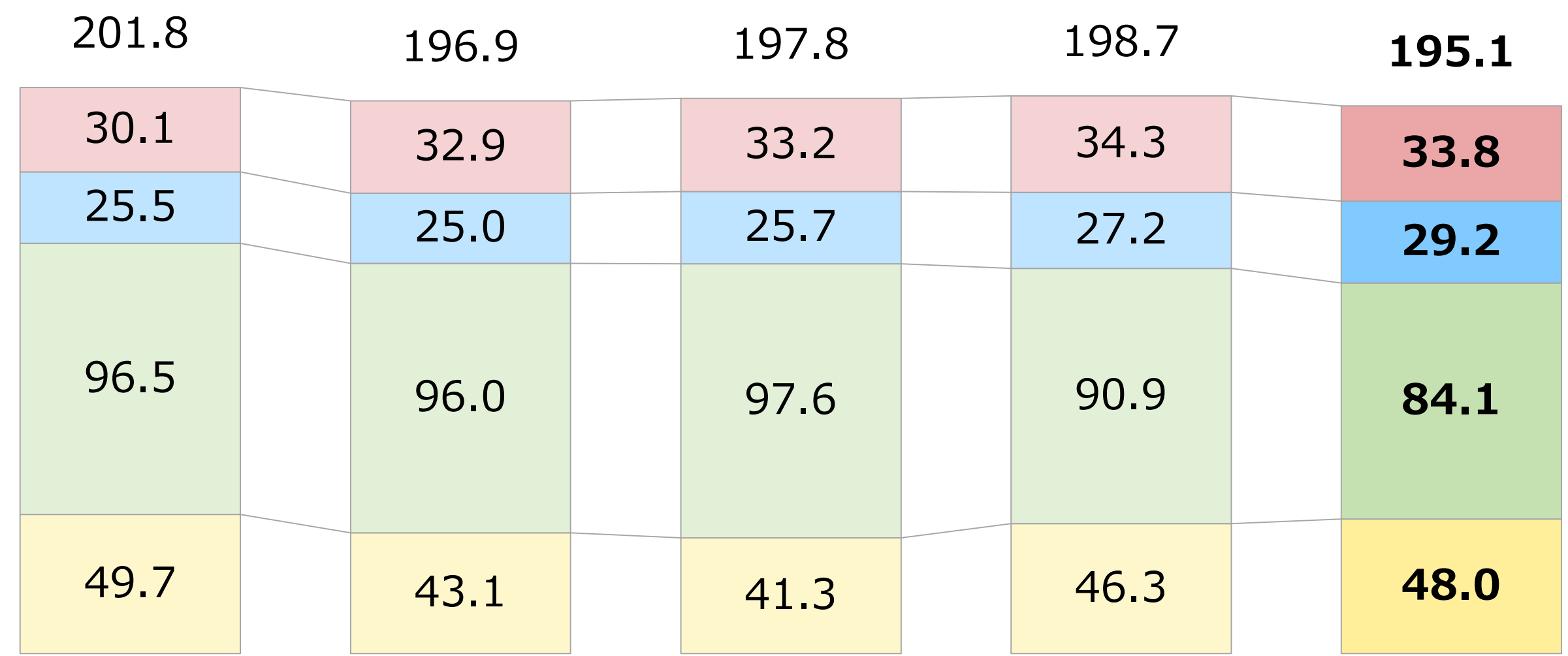


Various Laser Robot Exhibits

# Appendix

# Consolidated Sales by Division

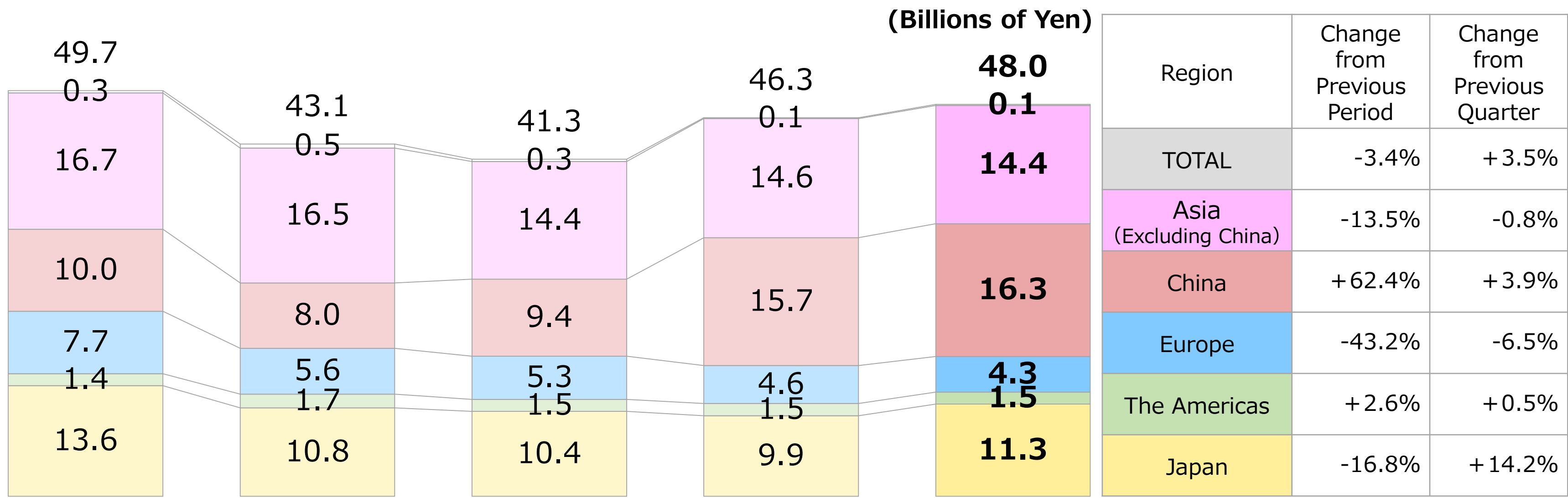
(Billions of Yen)



Division	Change from Previous Period	Change from Previous Quarter
TOTAL	-3.3%	-1.8%
Service	+12.2%	-1.5%
Robomachine	+14.4%	+7.2%
Robot	-12.8%	-7.4%
FA	-3.4%	+3.5%

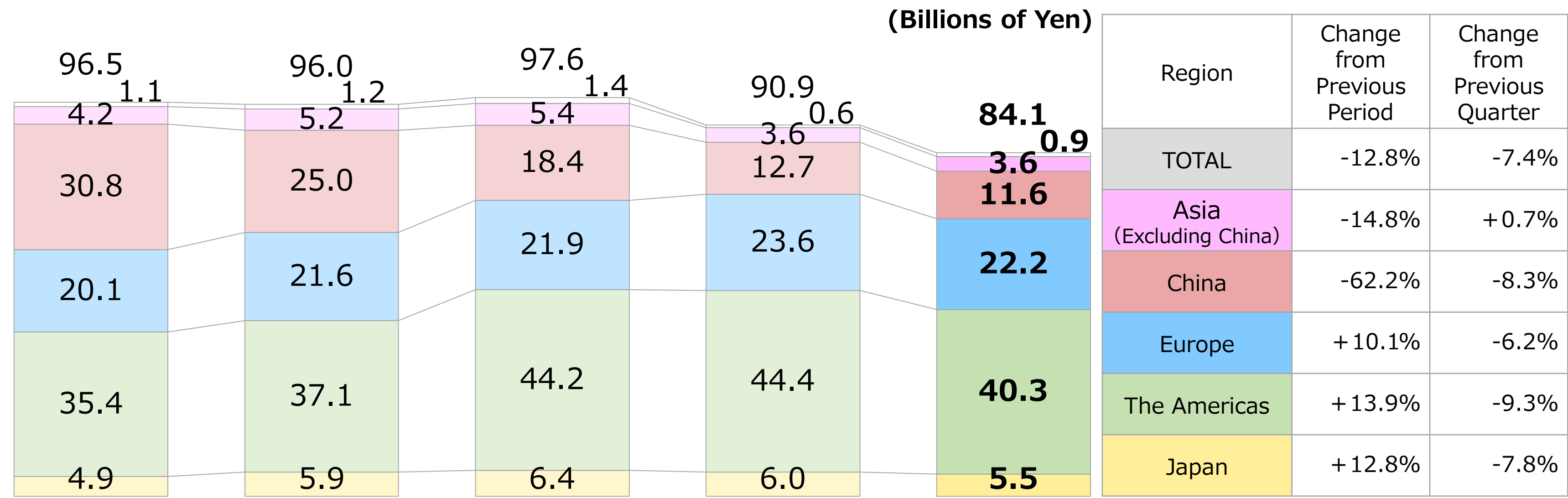
Composition	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1
Service	15.0%	16.7%	16.7%	17.3%	17.4%
Robomachine	12.6%	12.7%	13.0%	13.7%	14.9%
Robot	47.8%	48.7%	49.4%	45.7%	43.1%
FA	24.6%	21.9%	20.9%	23.3%	24.6%

# FA Division Consolidated Sales by Region



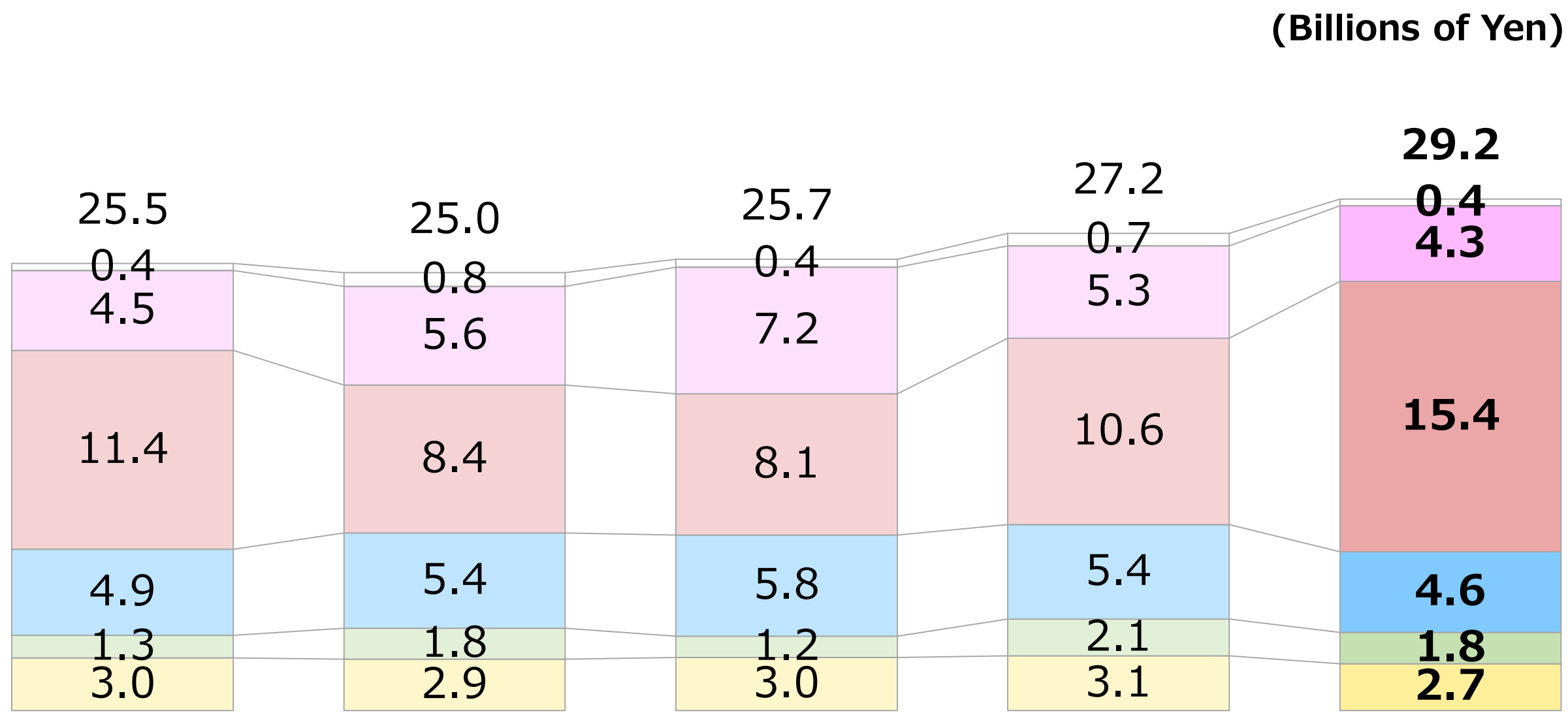
Composition	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1
ROW	0.6%	1.2%	0.7%	0.3%	0.3%
Asia (Excluding China)	33.6%	38.3%	34.9%	31.4%	30.1%
China	20.2%	18.5%	22.8%	33.8%	33.9%
Europe	15.4%	13.0%	12.9%	10.0%	9.1%
The Americas	2.9%	3.9%	3.5%	3.2%	3.1%
Japan	27.3%	25.1%	25.2%	21.3%	23.5%

# Robot Division Consolidated Sales by Region



Composition	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1
ROW	1.1%	1.2%	1.4%	0.5%	1.2%
Asia (Excluding China)	4.4%	5.4%	5.5%	4.0%	4.3%
China	31.9%	26.1%	18.8%	14.0%	13.8%
Europe	20.9%	22.5%	22.4%	26.0%	26.3%
The Americas	36.7%	38.6%	45.3%	48.9%	47.9%
Japan	5.0%	6.2%	6.6%	6.6%	6.5%

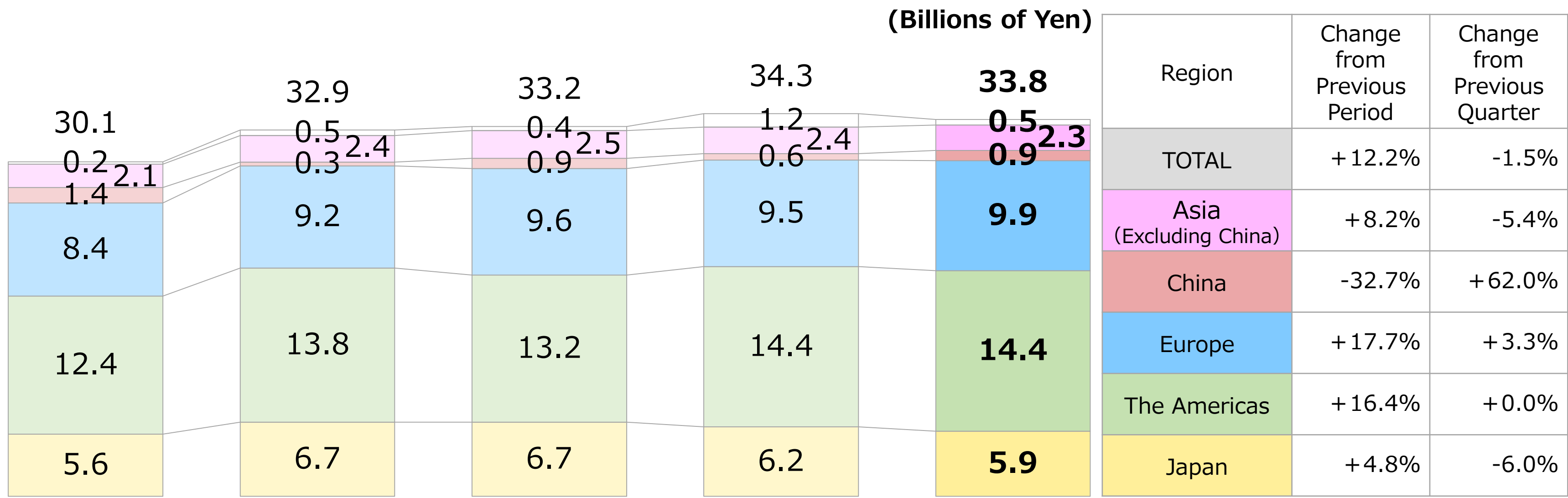
# Robomachine Division Consolidated Sales by Region



Region	Change from Previous Period	Change from Previous Quarter
TOTAL	+14.4%	+7.2%
Asia (Excluding China)	-4.8%	-17.8%
China	+35.5%	+44.9%
Europe	-6.0%	-14.8%
The Americas	+37.2%	-14.6%
Japan	-10.7%	-14.1%

Composition	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1
ROW	1.6%	3.2%	1.8%	2.7%	1.4%
Asia (Excluding China)	17.8%	22.5%	28.0%	19.3%	14.8%
China	44.5%	33.8%	31.3%	39.0%	52.7%
Europe	19.2%	21.7%	22.4%	19.8%	15.8%
The Americas	5.1%	7.0%	4.7%	7.7%	6.1%
Japan	11.8%	11.8%	11.8%	11.5%	9.2%

# Service Division Consolidated Sales by Region



Region	Change from Previous Period	Change from Previous Quarter
TOTAL	+12.2%	-1.5%
Asia (Excluding China)	+8.2%	-5.4%
China	-32.7%	+62.0%
Europe	+17.7%	+3.3%
The Americas	+16.4%	+0.0%
Japan	+4.8%	-6.0%

Composition	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1
ROW	1.0%	1.5%	1.0%	3.4%	1.5%
Asia (Excluding China)	7.0%	7.2%	7.5%	7.0%	6.7%
China	4.6%	1.0%	2.8%	1.7%	2.7%
Europe	27.8%	27.9%	28.8%	27.8%	29.2%
The Americas	41.0%	42.1%	39.8%	41.9%	42.6%
Japan	18.6%	20.3%	20.1%	18.2%	17.3%

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



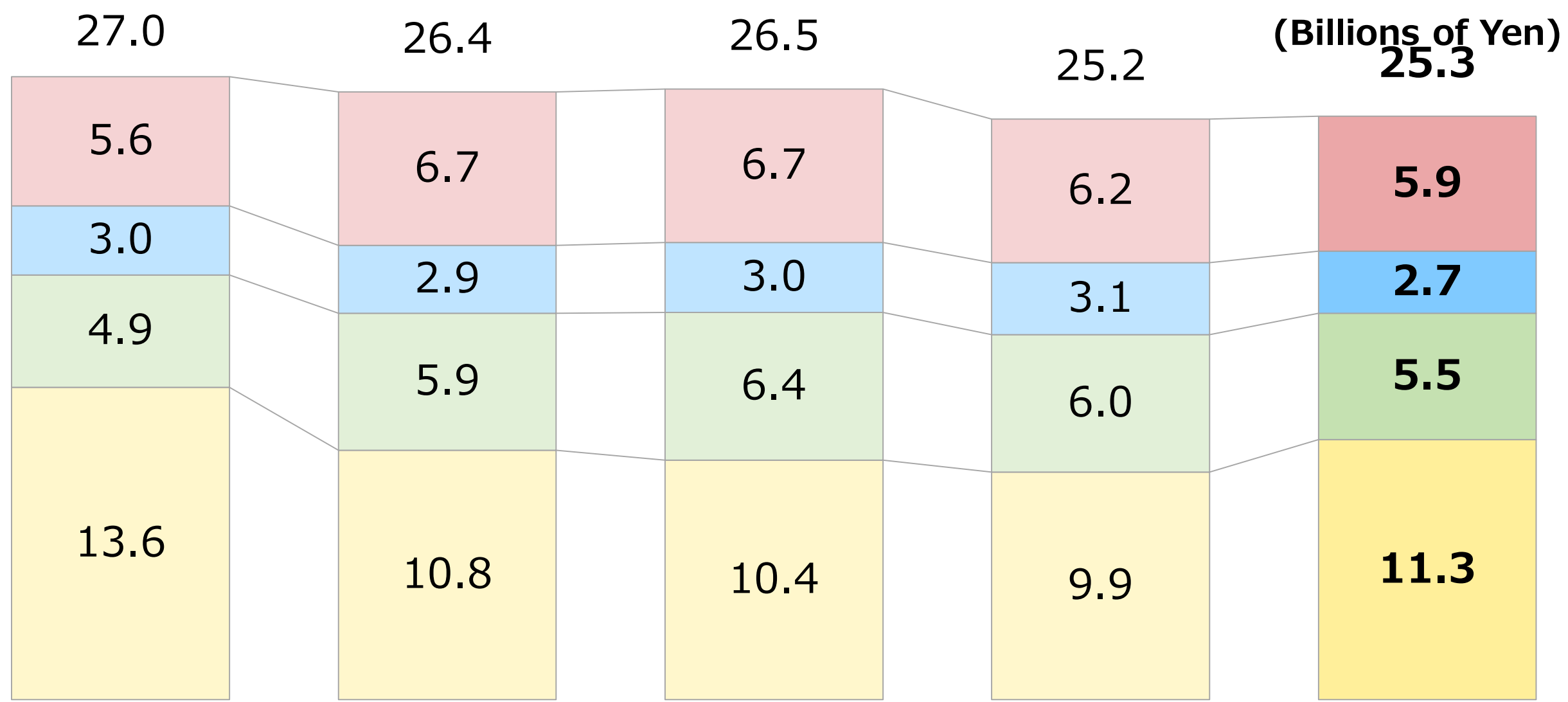
# Consolidated Sales by Region

(Billions of Yen)

Region	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1	Change from Previous Period	Change from Previous Quarter
TOTAL	201.8	196.9	197.8	198.7	<b>195.1</b>	-3.3%	-1.8%
Asia (Excluding China)	2.2	2.9	2.5	2.6	<b>2.0</b>	-10.6%	-4.5%
China	27.6	29.7	29.5	25.8	<b>24.6</b>	-17.4%	+11.8%
Europe	53.5	41.8	36.7	39.5	<b>44.2</b>	-0.2%	-5.2%
The Americas	41.0	41.8	42.5	43.2	<b>41.0</b>	+14.8%	-7.1%
Japan	50.5	54.4	60.1	62.4	<b>58.0</b>	-6.3%	+0.5%
	27.0	26.4	26.5	25.2	<b>25.3</b>		

Composition	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1
ROW	1.1%	1.5%	1.2%	1.3%	1.0%
Asia (Excluding China)	13.7%	15.1%	14.9%	13.0%	12.6%
China	26.5%	21.2%	18.6%	19.9%	22.7%
Europe	20.3%	21.2%	21.5%	21.7%	21.0%
The Americas	25.0%	27.6%	30.4%	31.4%	29.7%
Japan	13.4%	13.4%	13.4%	12.7%	13.0%

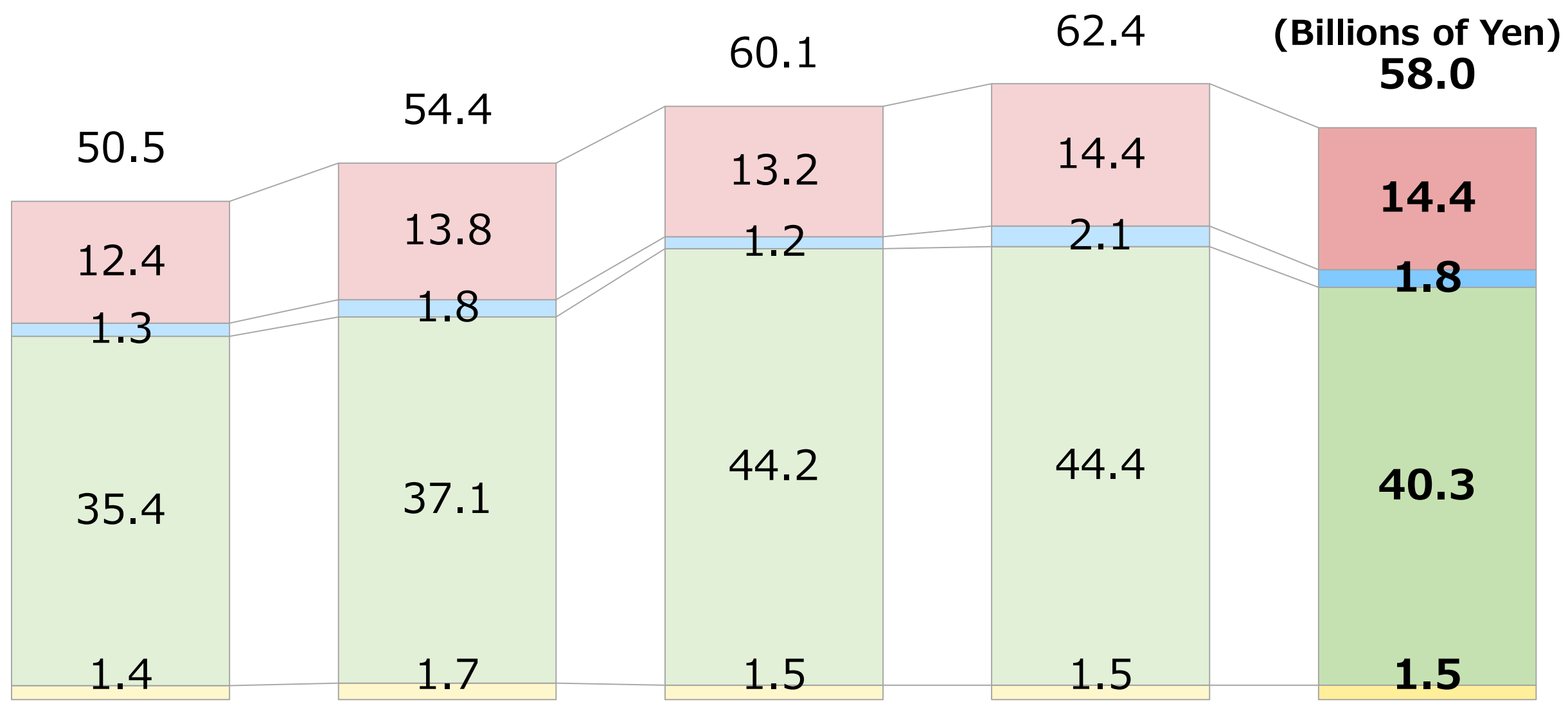
# Japan Region Consolidated Sales by Division



Division	Change from Previous Period	Change from Previous Quarter
TOTAL	-6.3%	+0.5%
Service	+4.8%	-6.0%
Robomachine	-10.7%	-14.1%
Robot	+12.8%	-7.8%
FA	-16.8%	+14.2%

Composition	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1
Service	20.7%	25.2%	25.1%	24.8%	23.1%
Robomachine	11.1%	11.2%	11.5%	12.4%	10.6%
Robot	18.0%	22.5%	24.2%	23.6%	21.7%
FA	50.2%	41.1%	39.2%	39.2%	44.6%

# The Americas Region Consolidated Sales by Division

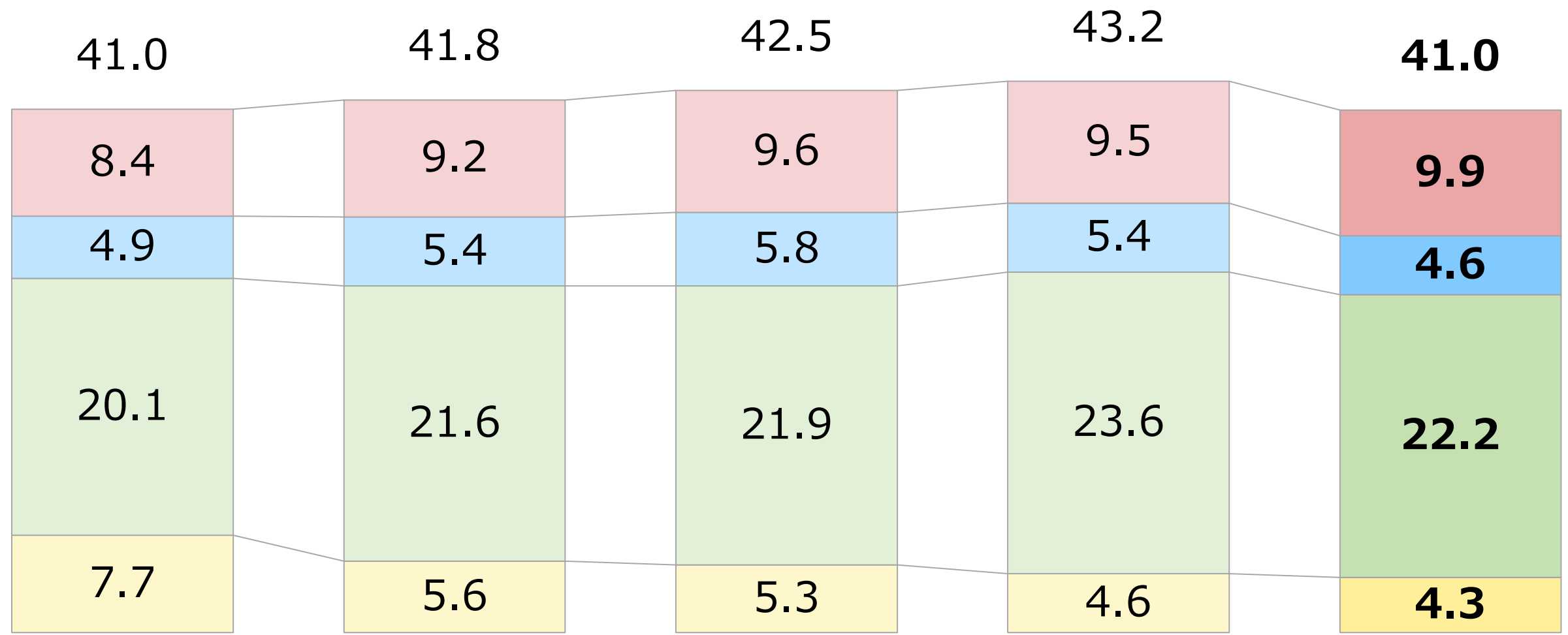


Division	Change from Previous Period	Change from Previous Quarter
TOTAL	+14.8%	-7.1%
Service	+16.4%	+0.0%
Robomachine	+37.2%	-14.6%
Robot	+13.9%	-9.3%
FA	+2.6%	+0.5%

Composition	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1
Service	24.5%	25.5%	22.0%	23.0%	24.8%
Robomachine	2.6%	3.2%	2.0%	3.4%	3.1%
Robot	70.0%	68.2%	73.6%	71.2%	69.5%
FA	2.9%	3.1%	2.4%	2.4%	2.6%

# Europe Region Consolidated Sales by Division

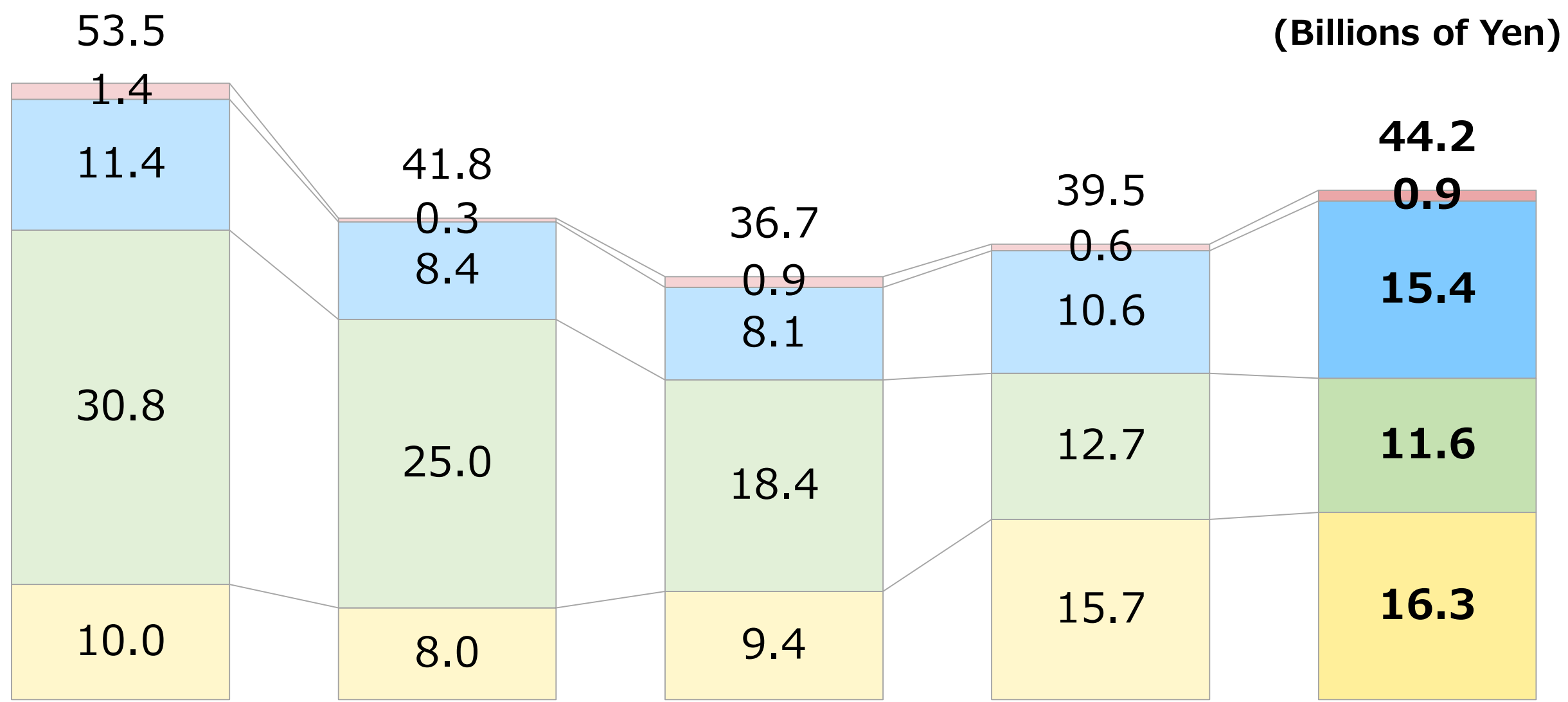
(Billions of Yen)



Division	Change from Previous Period	Change from Previous Quarter
TOTAL	-0.2%	-5.2%
Service	+17.7%	+3.3%
Robomachine	-6.0%	-14.8%
Robot	+10.1%	-6.2%
FA	-43.2%	-6.5%

Composition	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1
Service	20.5%	21.9%	22.5%	22.1%	24.1%
Robomachine	11.9%	13.0%	13.6%	12.5%	11.2%
Robot	49.0%	51.7%	51.4%	54.7%	54.1%
FA	18.6%	13.4%	12.5%	10.7%	10.6%

# China Region Consolidated Sales by Division



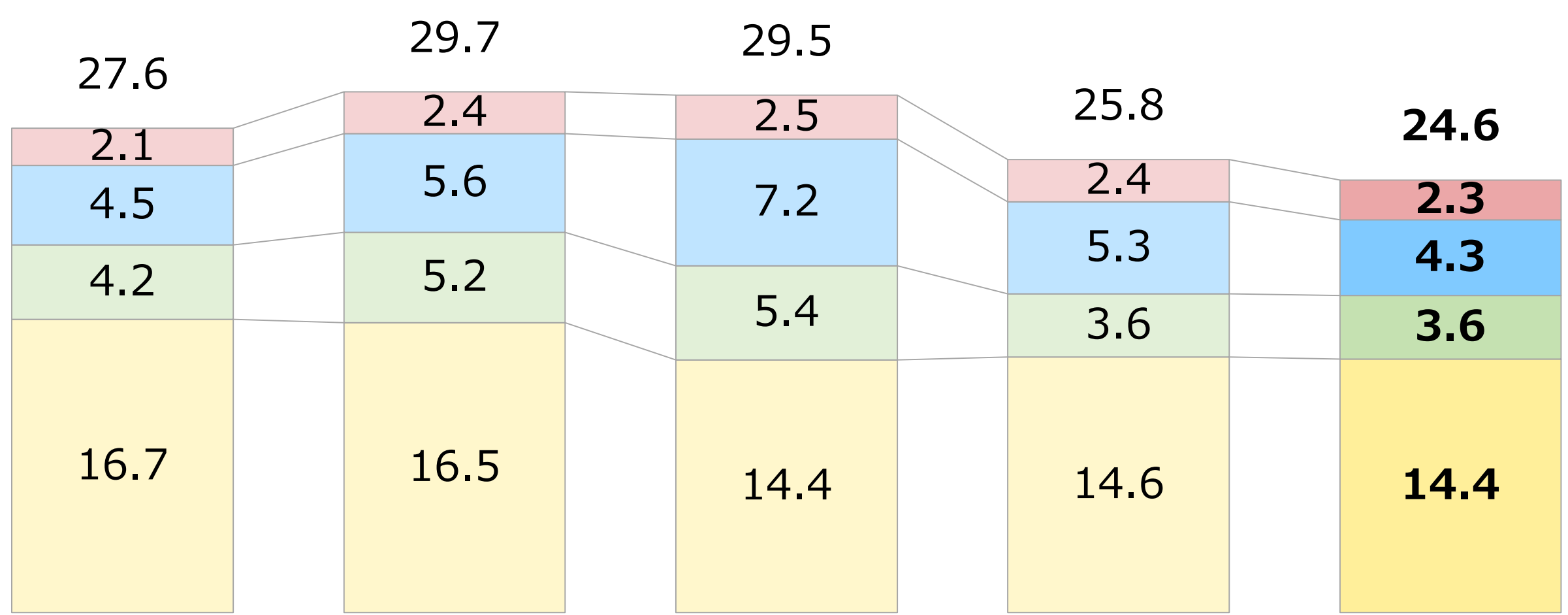
Division	Change from Previous Period	Change from Previous Quarter
TOTAL	-17.4%	+11.8%
Service	-32.7%	+62.0%
Robomachine	+35.5%	+44.9%
Robot	-62.2%	-8.3%
FA	+62.4%	+3.9%

Composition	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1
Service	2.6%	0.8%	2.5%	1.5%	2.1%
Robomachine	21.2%	20.2%	21.9%	26.8%	34.8%
Robot	57.5%	59.9%	50.0%	32.1%	26.3%
FA	18.7%	19.1%	25.6%	39.6%	36.8%

※ 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	-10.6%	-4.5%
Service	+8.2%	-5.4%
Robomachine	-4.8%	-17.8%
Robot	-14.8%	+0.7%
FA	-13.5%	-0.8%

Composition	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1
Service	7.6%	7.9%	8.4%	9.3%	9.2%
Robomachine	16.5%	19.0%	24.5%	20.4%	17.5%
Robot	15.4%	17.4%	18.2%	13.9%	14.7%
FA	60.5%	55.7%	48.9%	56.4%	58.6%

# FANUC