Financial Results for the nine months
Ended December 31, 2019

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 First Three Quarters (9 months) of FY2019

<table>
<thead>
<tr>
<th>(Billions of Yen)</th>
<th>FY2018 3Q (Apr~Dec)</th>
<th>FY2019 3Q (Apr~Dec)</th>
<th>Change from 3Q of FY2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net sales</strong></td>
<td>496.1</td>
<td>386.5</td>
<td>-22.1%</td>
</tr>
<tr>
<td><strong>Cost of sales</strong></td>
<td>285.5</td>
<td>246.9</td>
<td>-13.5%</td>
</tr>
<tr>
<td>【to Net sales】</td>
<td>57.5%</td>
<td>63.9%</td>
<td></td>
</tr>
<tr>
<td><strong>Operating income</strong></td>
<td>134.1</td>
<td>68.6</td>
<td>-48.8%</td>
</tr>
<tr>
<td>【to Net sales】</td>
<td>27.0%</td>
<td>17.8%</td>
<td></td>
</tr>
<tr>
<td><strong>Ordinary income</strong></td>
<td>150.5</td>
<td>79.7</td>
<td>-47.1%</td>
</tr>
<tr>
<td>【to Net sales】</td>
<td>30.3%</td>
<td>20.6%</td>
<td></td>
</tr>
<tr>
<td><strong>Extraordinary income</strong></td>
<td>25.1</td>
<td>-2.0</td>
<td>-</td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td>128.8</td>
<td>56.5</td>
<td>-56.1%</td>
</tr>
<tr>
<td>【to Net sales】</td>
<td>26.0%</td>
<td>14.6%</td>
<td></td>
</tr>
<tr>
<td><strong>FX Rate</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Yen/1USD</td>
<td>111.14</td>
<td>108.67</td>
<td>-2.2%</td>
</tr>
<tr>
<td>Yen/1EUR</td>
<td>129.49</td>
<td>121.05</td>
<td>-6.5%</td>
</tr>
</tbody>
</table>

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

January 29, 2020
### Consolidated Financial Results for the 3rd Quarter (3 months) of FY2019

#### FY2018
- **3Q (Oct〜Dec)**
  - Net sales: 151.1 (Billions of Yen)
  - Cost of sales: 88.8
  - Operating income: 35.7
  - Ordinary income: 38.5
  - Extraordinary income: 25.1
  - Net income: 47.1
  - FX Rate Yen/1USD: 112.90
  - FX Rate Yen/1EUR: 128.78

#### FY2019
- **2Q (Jul〜Sep)**
  - Net sales: 126.4
  - Cost of sales: 82.3
  - Operating income: 20.4
  - Ordinary income: 25.0
  - Extraordinary income: -2.0
  - Net income: 16.9
  - FX Rate Yen/1USD: 107.35
  - FX Rate Yen/1EUR: 119.34

#### FY2019
- **3Q (Oct〜Dec)**
  - Net sales: 125.5
  - Cost of sales: 82.5
  - Operating income: 19.6
  - Ordinary income: 22.6
  - Extraordinary income: -
  - Net income: 16.3
  - FX Rate Yen/1USD: 108.76
  - FX Rate Yen/1EUR: 120.32

### Change from FY2018
- **3Q of FY2018**
  - Net sales: 151.1
  - Cost of sales: 88.8
  - Operating income: 35.7
  - Ordinary income: 38.5
  - Extraordinary income: 25.1
  - Net income: 47.1
  - FX Rate Yen/1USD: 112.90
  - FX Rate Yen/1EUR: 128.78
- **2Q of FY2019**
  - Net sales: 126.4
  - Cost of sales: 82.3
  - Operating income: 20.4
  - Ordinary income: 25.0
  - Extraordinary income: -2.0
  - Net income: 16.9
  - FX Rate Yen/1USD: 107.35
  - FX Rate Yen/1EUR: 119.34

### Change from FY2019
- **3Q of FY2018**
  - Net sales: 151.1
  - Cost of sales: 88.8
  - Operating income: 35.7
  - Ordinary income: 38.5
  - Extraordinary income: 25.1
  - Net income: 47.1
  - FX Rate Yen/1USD: 112.90
  - FX Rate Yen/1EUR: 128.78
- **2Q of FY2019**
  - Net sales: 126.4
  - Cost of sales: 82.3
  - Operating income: 20.4
  - Ordinary income: 25.0
  - Extraordinary income: -2.0
  - Net income: 16.9
  - FX Rate Yen/1USD: 107.35
  - FX Rate Yen/1EUR: 119.34

#### Change
- **Net sales**
  - Change from FY2018: -17.0%
  - Change from 2Q of FY2019: -0.6%
- **Cost of sales**
  - Change from FY2018: -7.1%
  - Change from 2Q of FY2019: +0.4%
- **Operating income**
  - Change from FY2018: -45.1%
  - Change from 2Q of FY2019: -4.1%
- **Ordinary income**
  - Change from FY2018: -41.3%
  - Change from 2Q of FY2019: -9.6%
- **Net income**
  - Change from FY2018: -65.3%
  - Change from 2Q of FY2019: -3.3%
- **FX Rate Yen/1USD**
  - Change from FY2018: -3.7%
  - Change from 2Q of FY2019: +1.3%
- **FX Rate Yen/1EUR**
  - Change from FY2018: -6.6%
  - Change from 2Q of FY2019: +0.8%

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

January 29, 2020
Quarterly Changes in Consolidated Sales and Profit/Loss

※“Net income” means “Net income attributable to owners of parent”. 4
Results for the 3rd Quarter (3 months)

- **FA** → Sales increased temporarily in China due to expected orders in preparation for the rising demand after the Chinese New Year. Other than China, sales continued to decline.

- **Robot** → Sales increased in the Americas due to large-scale automotive transactions. Sales in Japan and China decreased.

- **Robomachine** → Sales of ROBOSHOT decreased as a reaction to the increase in sales to Asia (Excluding China) in the first half. Sales of ROBODRILL and ROBOCUT slightly increased.
Results for the 3rd Quarter (3 months)

- **Japan** → Sales of FA continued to decline. Sales of Robot decreased.
- **The Americas** → Sales of Robot increased due to large-scale automotive transactions, sales for the general industries markets remained solid.
- **Europe** → Sales of Robot and Robomachine increased as a reaction to the decrease in sales in the second quarter. Sales of FA continued to decline.
- **China** → Sales of FA increased temporarily in China due to expected orders in preparation for the rising demand after the Chinese New Year. Sales of Robomachine increased as a reaction to the decrease in sales in the second quarter.
- **Asia (Excluding China)** → Sales of FA decreased in South Korea, Taiwan and India. Sales of ROBOSHOT decreased as a reaction to temporary demand in the first half.
### Consolidated Orders by Division

<table>
<thead>
<tr>
<th>Division</th>
<th>FY2018 3Q</th>
<th>FY2018 4Q</th>
<th>FY2019 1Q</th>
<th>FY2019 2Q</th>
<th>FY2019 3Q</th>
</tr>
</thead>
<tbody>
<tr>
<td>FA</td>
<td>24.5</td>
<td>22.1</td>
<td>22.1</td>
<td>22.9</td>
<td>21.7</td>
</tr>
<tr>
<td>Robot</td>
<td>46.6</td>
<td>55.3</td>
<td>56.1</td>
<td>53.6</td>
<td>46.5</td>
</tr>
<tr>
<td>Robomachine</td>
<td>137.2</td>
<td>140.7</td>
<td>137.1</td>
<td>123.4</td>
<td>118.5</td>
</tr>
<tr>
<td>Service</td>
<td>43.2</td>
<td>43.2</td>
<td>38.0</td>
<td>29.7</td>
<td>34.1</td>
</tr>
</tbody>
</table>

#### Results for the 3rd Quarter (3 months)

- **FA**: Orders increased temporarily in China due to preparation for the rising demand after the Chinese New Year. Orders increased in Asia (excluding China) as a reaction to the decrease in the second quarter. Orders decreased in Japan.

- **Robot**: The Americas market was solid, but a small trough in capital investments in the automobile industry led to a temporary decrease in orders. Orders decreased in Japan, Taiwan, and India.

- **Robomachine**: Orders of ROBOSHOT decreased in Japan, China, and Asia (excluding China). Orders increased in Europe as a reaction to the decrease in orders in the second quarter. Orders of ROBODRILL increased as a reaction to the decrease in orders in the second quarter.
### Consolidated Orders by Region

<table>
<thead>
<tr>
<th>Region</th>
<th>FY2018 3Q</th>
<th>FY2018 4Q</th>
<th>FY2019 1Q</th>
<th>FY2019 2Q</th>
<th>FY2019 3Q</th>
</tr>
</thead>
<tbody>
<tr>
<td>Japan</td>
<td>137.2</td>
<td>140.7</td>
<td>137.1</td>
<td>123.4</td>
<td>118.5</td>
</tr>
<tr>
<td>The Americas</td>
<td>24.7</td>
<td>21.2</td>
<td>20.2</td>
<td>14.9</td>
<td>16.1</td>
</tr>
<tr>
<td>Europe</td>
<td>30.7</td>
<td>28.6</td>
<td>27.6</td>
<td>23.7</td>
<td>25.1</td>
</tr>
<tr>
<td>China</td>
<td>26.4</td>
<td>32.7</td>
<td>36.1</td>
<td>35.7</td>
<td>28.2</td>
</tr>
<tr>
<td>Asia (Excluding China)</td>
<td>34.7</td>
<td>34.3</td>
<td>30.2</td>
<td>29.5</td>
<td>25.5</td>
</tr>
<tr>
<td>ROW</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Region</th>
<th>Change from Previous Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>Japan</td>
<td>-13.4%</td>
</tr>
<tr>
<td>The Americas</td>
<td>6.1%</td>
</tr>
<tr>
<td>Europe</td>
<td>7.2%</td>
</tr>
<tr>
<td>China</td>
<td>-4.0%</td>
</tr>
<tr>
<td>Asia (Excluding China)</td>
<td>-21.0%</td>
</tr>
</tbody>
</table>

#### Results for the 3rd Quarter (3 months)

- **Japan** → Orders of FA, Robot and Robomachine decreased.
- **The Americas** → Orders of Robot decreased temporarily because a small trough in capital investments in the automobile industry. Orders of Robot for the general industries increased.
- **Europe** → Orders of Robot and Robomachine increased as a reaction to the decrease in orders in the second quarter. Orders of FA continued to decline.
- **China** → Orders of FA increased temporarily in China due to preparation for the rising demand after the Chinese New Year. Orders of ROBOSHOT decreased.
- **Asia (Excluding China)** → Orders of FA increased as a reaction to the decrease in orders in the second quarter. Orders of Robot decreased.
<table>
<thead>
<tr>
<th>(Billions of Yen)</th>
<th>FY2018 3Q (Apr~Dec)</th>
<th>FY2018 Full Year</th>
<th>FY2019 3Q (Apr~Dec)</th>
<th>Change from 3Q of FY2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital Investment</td>
<td>104.1</td>
<td>133.1</td>
<td>56.7</td>
<td>-47.4</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>28.5</td>
<td>39.7</td>
<td>33.8</td>
<td>5.3</td>
</tr>
<tr>
<td>Research and development expenses</td>
<td>41.0</td>
<td>56.2</td>
<td>38.2</td>
<td>-2.8</td>
</tr>
<tr>
<td>(Billions of Yen)</td>
<td>FY2018</td>
<td>FY2019 Forecast</td>
<td>Change from FY2018</td>
<td></td>
</tr>
<tr>
<td>-----------------------------------</td>
<td>--------</td>
<td>-----------------</td>
<td>-------------------</td>
<td></td>
</tr>
<tr>
<td>Net sales</td>
<td>635.6</td>
<td>506.7</td>
<td>-20.3%</td>
<td></td>
</tr>
<tr>
<td>Cost of sales</td>
<td>369.8</td>
<td>332.2</td>
<td>-10.2%</td>
<td></td>
</tr>
<tr>
<td>【to Net sales】</td>
<td>58.2%</td>
<td>65.6%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating income</td>
<td>163.3</td>
<td>80.6</td>
<td>-50.6%</td>
<td></td>
</tr>
<tr>
<td>【to Net sales】</td>
<td>25.7%</td>
<td>15.9%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ordinary income</td>
<td>183.5</td>
<td>91.9</td>
<td>-49.9%</td>
<td></td>
</tr>
<tr>
<td>【to Net sales】</td>
<td>28.9%</td>
<td>18.1%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Extraordinary income</td>
<td>25.1</td>
<td>-2.0</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td>Net income</td>
<td>154.2</td>
<td>65.9</td>
<td>-57.3%</td>
<td></td>
</tr>
<tr>
<td>【to Net sales】</td>
<td>24.3%</td>
<td>13.0%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

FX Rate
- Yen/1USD: 110.91 → 106.50 (-4.0%)
- Yen/1EUR: 128.41 → 119.54 (-6.9%)

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

Estimated FX rate for 4Q of FY2019:
- 100Yen / 1USD
- 115Yen / 1EUR

January 29, 2020