

# **YUSHIN PRECISION EQUIPMENT CO., LTD.**

## **FY2020 3Q**

# **Supplementary Material**

**February 5, 2020**

This document contains some estimates of future business performance. Such references should not be taken to be a guarantee. Please note that future performance is subject to various risks and uncertainties, and goals and projections may vary due to changes in the business environment.

# Results for FY2020 2Q and Forecast for FY2020

	FY2019		FY2020			
	Interim	Full Year	Interim		Full Year (Forecast)	
	Amount	Amount	Amount	Y/Y*	Amount	Y/Y*
<b>Net Sales</b>	Mil. Yen 10,586	Mil. Yen 21,833	Mil. Yen 10,364	% (2.1)	Mil. Yen 20,000	% (8.4)
<b>Gross Profit</b> <%>	4,149 39.2%	8,741 40.0%	4,128 39.8%	(0.5)	7,889 39.4%	(9.7)
<b>Operating Profit</b> <%>	1,203 11.4%	2,760 12.6%	1,255 12.1%	4.4	2,300 11.5%	(16.7)
<b>Ordinary Profit</b> <%>	1,228 11.6%	2,791 12.8%	1,172 11.3%	(4.6)	2,250 11.3%	(19.4)
<b>Profit Attributable to Owners of the Parent</b> <%>	861 8.1%	1,903 8.7%	838 8.1%	(2.7)	1,550 7.8%	(18.6)

\*Note "Change" : Percentage indicates year-on-year changes.

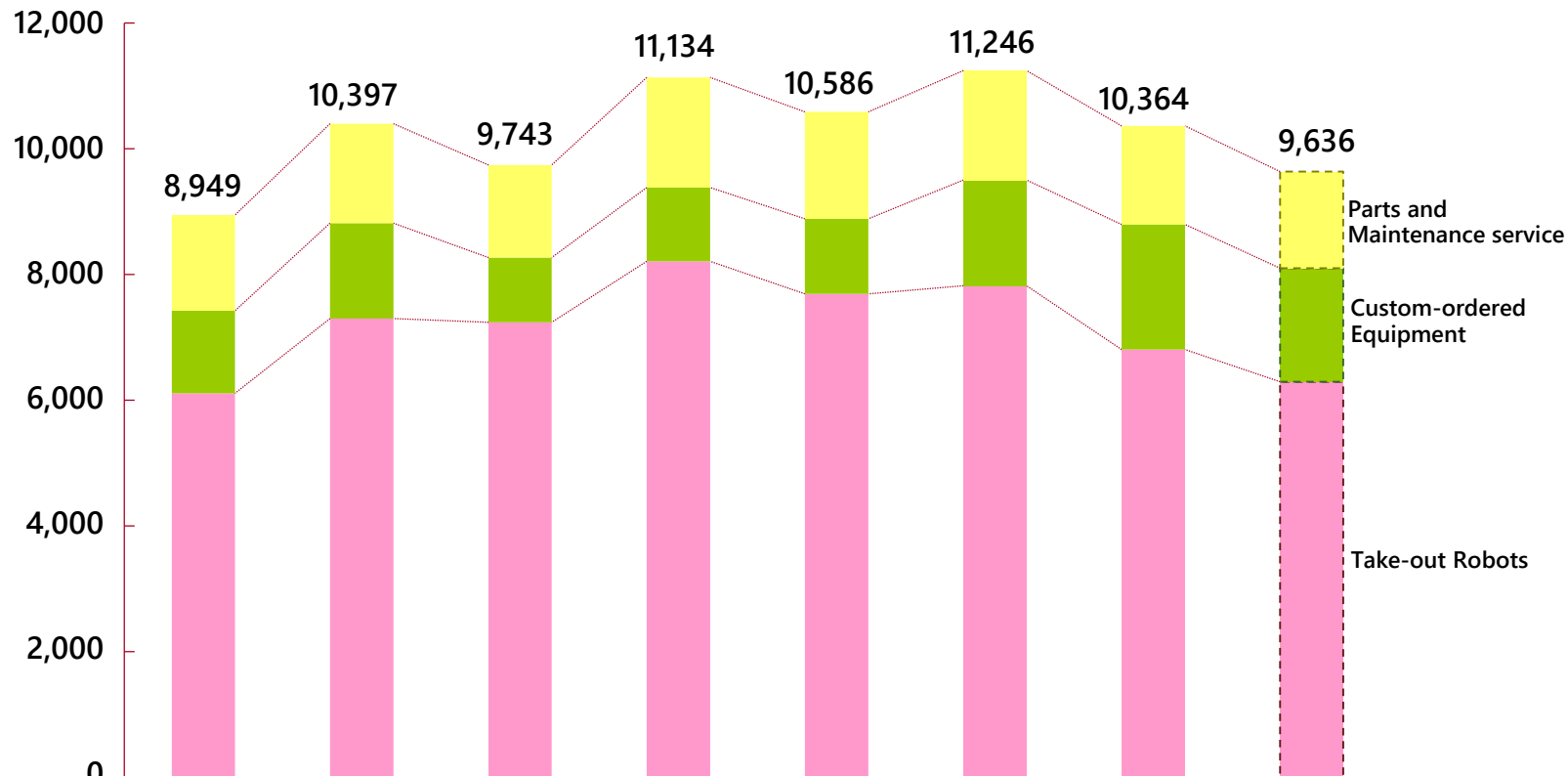
<Exchange Rates>				
USD	110.26 yen	110.91 yen	108.63 yen	105.00 yen
GBP	146.91 yen	145.68 yen	136.73 yen	145.00 yen
CNY	16.75 yen	16.54 yen	15.68 yen	16.50 yen

# Factor and Assumption

	FY2020 2Q	FY2020 (forecast)
Net Sales	<p>➤ 2.1% decrease from the previous FY to 10,364 mil. yen</p> <p>a) Take-out robots sales decreased by 12% Y/Y (-) Impact of lower capital investment in Asia</p> <p>b) Custom-ordered equipment sales increased by 66% Y/Y (+) Remain strong mainly in the medical field in Europe and North America (+) Automation demand increase both in Japan and overseas</p>	<p>➤ Revised downward from previous forecast 21,000 mil. yen to 20,000 mil. yen</p> <p>a) Take-out robots sales decrease by 16% Y/Y (-) Unclear in Japan and Asia mainly in China (-) Further decline in capital investment willingness</p> <p>b) Custom-ordered equipment sales increase by 32% Y/Y (+) Increase in medical</p>
	Operating Profit	<p>➤ 4.4% increase from the previous FY to 1,255 mil. yen</p> <p>(+) Decrease in SG&amp;A as business efficiency improved (+) Decrease in depreciation cost (-) Impact by decrease in sales unit of main Take-out robots</p>

# Sales Breakdown (Half-yearly)

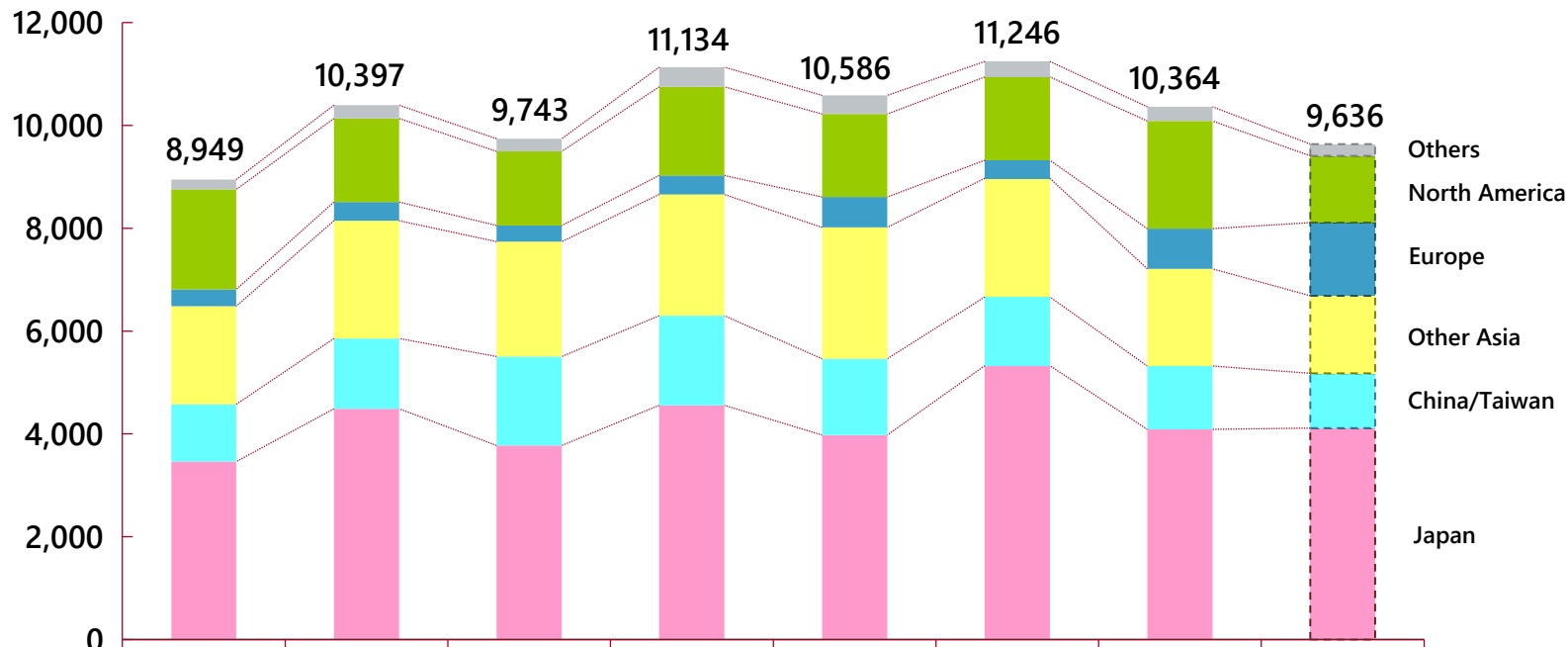
(Millions of Yen)



	'16/9	'17/3	'17/9	'18/3	'18/9	'19/3	'19/9	'20/3 (forecast)	'20/3 (Full) (forecast)
Parts and Maintenance service	1,523	1,579	1,475	1,748	1,698	1,741	1,565	1,535	3,100
Custom-ordered Equipment	1,313	1,519	1,029	1,175	1,197	1,683	1,990	1,810	3,800
Take-out Robots	6,111	7,298	7,239	8,210	7,690	7,821	6,808	6,291	13,100
<b>Interim Total</b>	<b>8,949</b>	<b>10,397</b>	<b>9,743</b>	<b>11,134</b>	<b>10,586</b>	<b>11,246</b>	<b>10,364</b>	<b>9,636</b>	<b>20,000</b>
<b>Total</b>		<b>19,346</b>		<b>20,878</b>		<b>21,833</b>		<b>20,000</b>	<b>4</b>

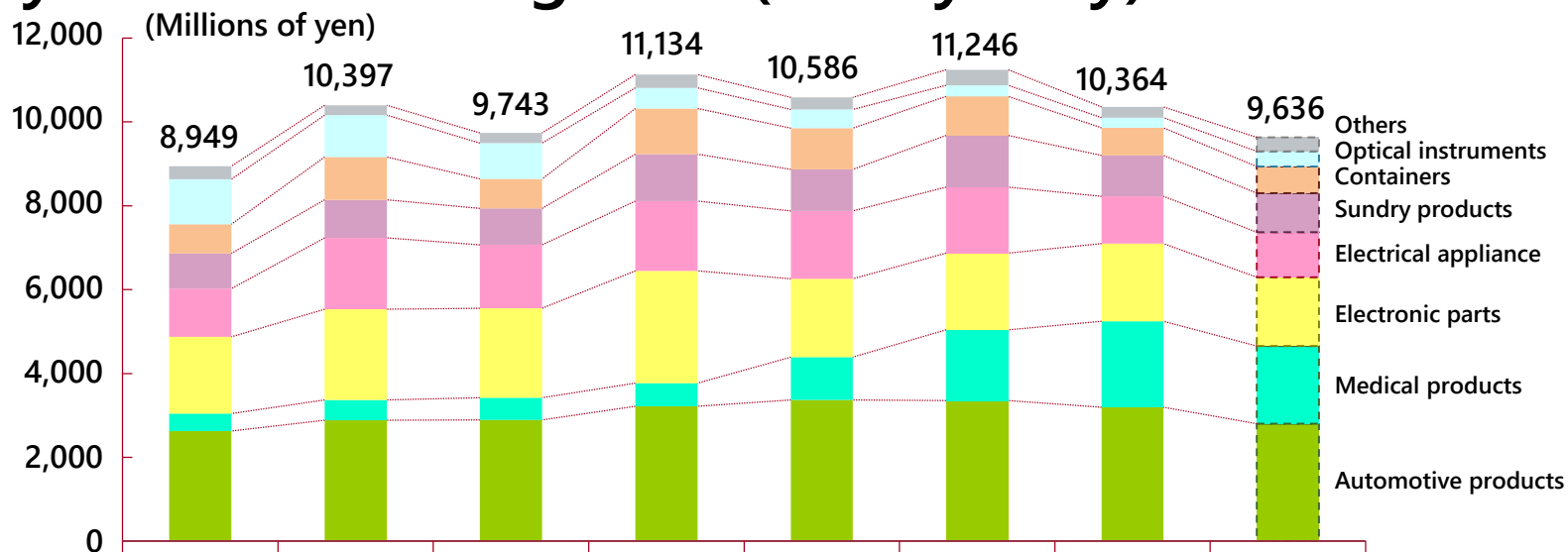
# Sales by Region (Half-yearly)

(Millions of yen)



	'16/9	'17/3	'17/9	'18/3	'18/9	'19/3	'19/9	'20/3 (forecast)	'20/3 (Full) (forecast)
Others	188	257	242	378	364	298	274	226	500
North America	1,946	1,627	1,442	1,729	1,610	1,622	2,097	1,303	3,400
Europe	326	366	317	369	589	349	781	1,418	2,200
Other Asia	1,911	2,288	2,234	2,359	2,561	2,314	1,890	1,509	3,400
China / Taiwan	1,111	1,365	1,730	1,737	1,480	1,335	1,234	1,066	2,300
Japan	3,463	4,491	3,775	4,559	3,979	5,325	4,086	4,114	8,200
<b>Total</b>	<b>8,949</b>	<b>10,397</b>	<b>9,743</b>	<b>11,134</b>	<b>10,586</b>	<b>11,246</b>	<b>10,364</b>	<b>9,636</b>	
		19,346		20,878		21,833		20,000	

# Sales by End User Categories (Half-yearly)



	'16/9	'17/3	'17/9	'18/3	'18/9	'19/3	'19/9	'20/3 (forecast)	'20/3 (Full) (forecast)
Others	314	234	245	320	286	371	260	340	600
Discs and optical instruments	1,072	999	855	487	444	259	244	356	600
Containers	696	1,019	703	1,095	980	935	658	642	1,300
Sundry products	836	904	867	1,114	995	1,234	974	925	1,900
Electrical appliance	1,156	1,705	1,516	1,670	1,619	1,575	1,124	1,075	2,200
Electronic parts	1,830	2,161	2,129	2,677	1,868	1,830	1,857	1,642	3,500
Medical products	413	489	535	552	1,018	1,686	2,048	1,852	3,900
Automotive products	2,628	2,882	2,890	3,216	3,372	3,352	3,195	2,804	6,000
<b>Total</b>	<b>8,949</b>	<b>10,397</b>	<b>9,743</b>	<b>11,134</b>	<b>10,586</b>	<b>11,246</b>	<b>10,364</b>	<b>9,636</b>	
		19,346		20,878		21,883		20,000	

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