

YUSHIN PRECISION EQUIPMENT CO., LTD.

FY2021 3Q

Supplementary Material

February 3, 2021

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.

Forecast for FY2021

	Previous Forecast (Aug. 5, 2020)	Revised Forecast	Percentage Change	FY2020 (Reference)
Net Sales	Mil. Yen 17,000	Mil. Yen 17,500	2.9%	Mil. Yen 20,011
Gross Profit <%>	6,900 40.6%	7,350 42.0%	6.5%	8,020 40.1%
Operating Profit <%>	1,600 9.4%	2,100 12.0%	31.3%	2,309 11.5%
Ordinary Profit <%>	1,610 9.5%	2,150 12.3%	33.5%	2,205 11.0%
Profit Attributable to Owners of the Parent <%>	1,150 6.8%	1,530 8.7%	33.0%	1,532 7.7%

Forecast for FY2021

(+) Factor of increase (−) Factor of decline

➤ 13% decrease from the previous FY to 17,500 million yen
 Previous Forecast announced on Aug. 2020: 17,000 million yen

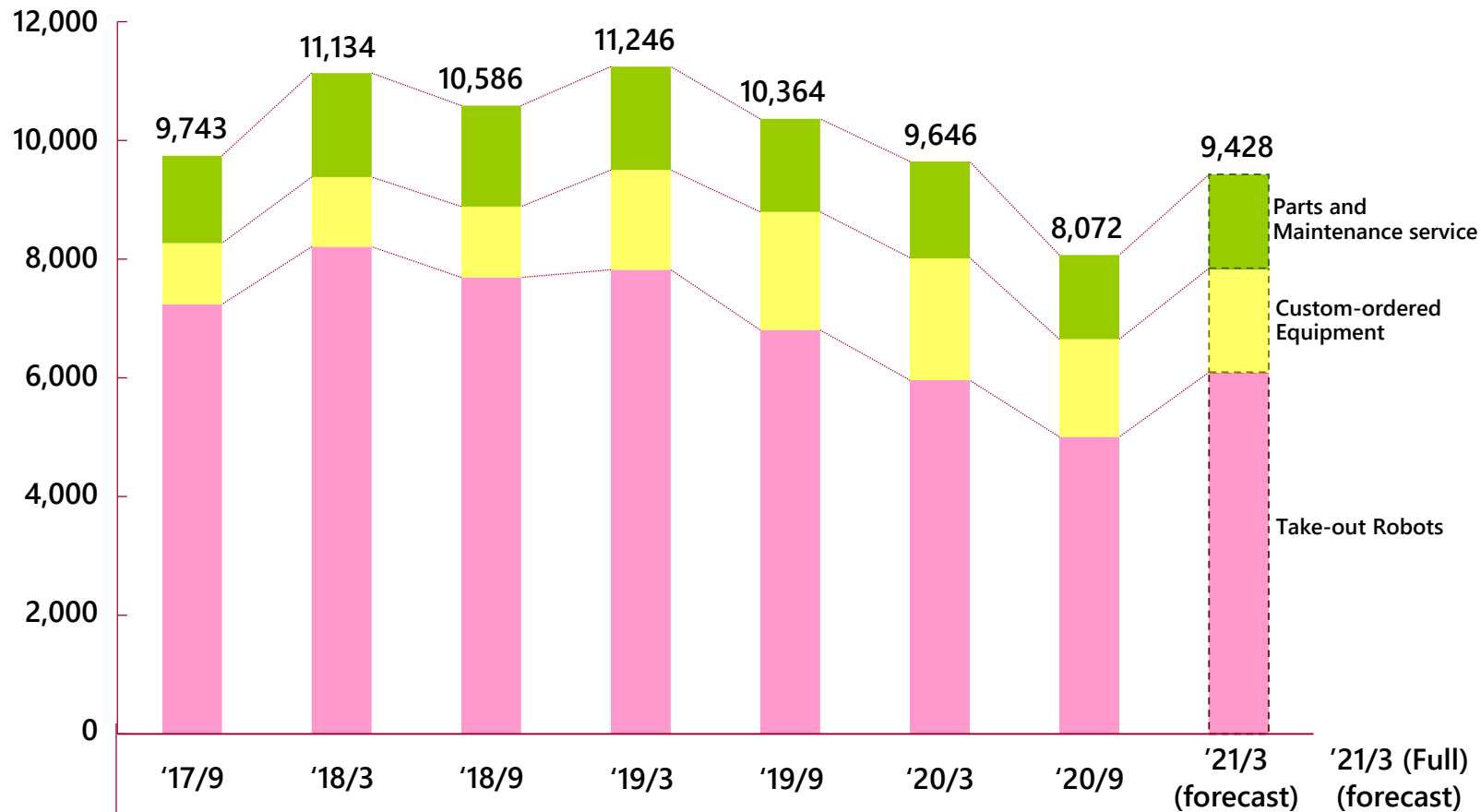
- Net Sales
- a) Take-out robots sales decrease by 13% Y/Y
 - (+) Expect strong demands in medical products and containers
 - (+) Demand in China recovers sharply from 3Q
 - (−) Recovery in Japan and South Asia (in Other Asia) is slow
 - b) Custom-ordered equipment sales decrease by 16% Y/Y

➤ 9% decrease from the previous FY to 2,100 million yen
 Previous Forecast announced on Aug. 2020: 1,600 million yen

- Operating Profit
- (−) Decrease due to decrease in sales
 - (+) Continuous cost reduction
- Change from previous forecast announced on Aug. 2020
- (+) Improvement on Gross Profit due to sale product mix
 - (+) Further cost reduction by efficiency improvement
 (Utilization of online meetings, Robotic Process Automation etc.)

Sales Breakdown (Half-yearly)

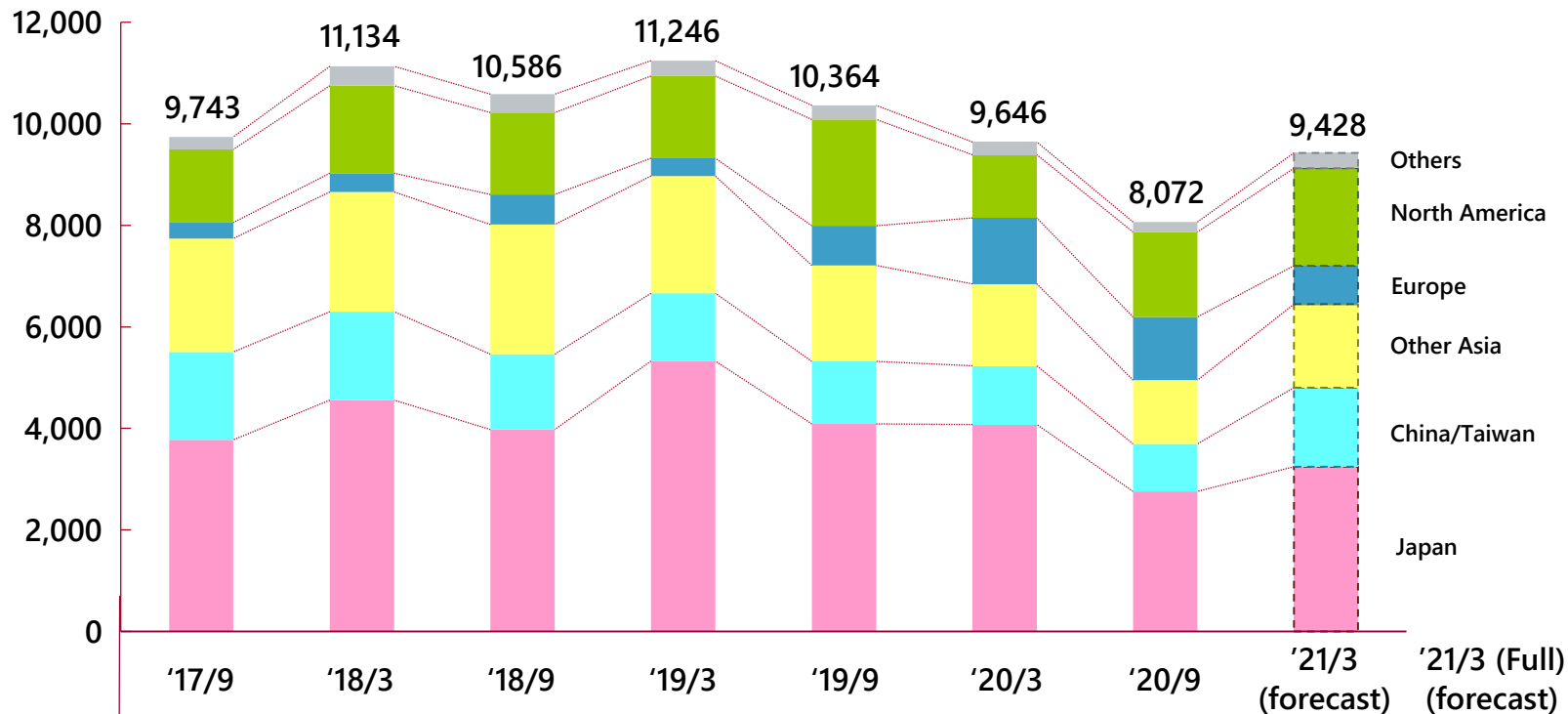
(Millions of Yen)



■ Parts and Maintenance service	1,475	1,748	1,698	1,741	1,565	1,619	1,419	1,580	3,000
■ Custom-ordered Equipment	1,029	1,175	1,197	1,683	1,990	2,065	1,645	1,755	3,400
■ Take-out Robots	7,239	8,210	7,690	7,821	6,808	5,961	5,006	6,093	11,100
Interim	9,743	11,134	10,586	11,246	10,364	9,646	8,072	9,428	
Total		20,878		21,833		20,011		17,500	4

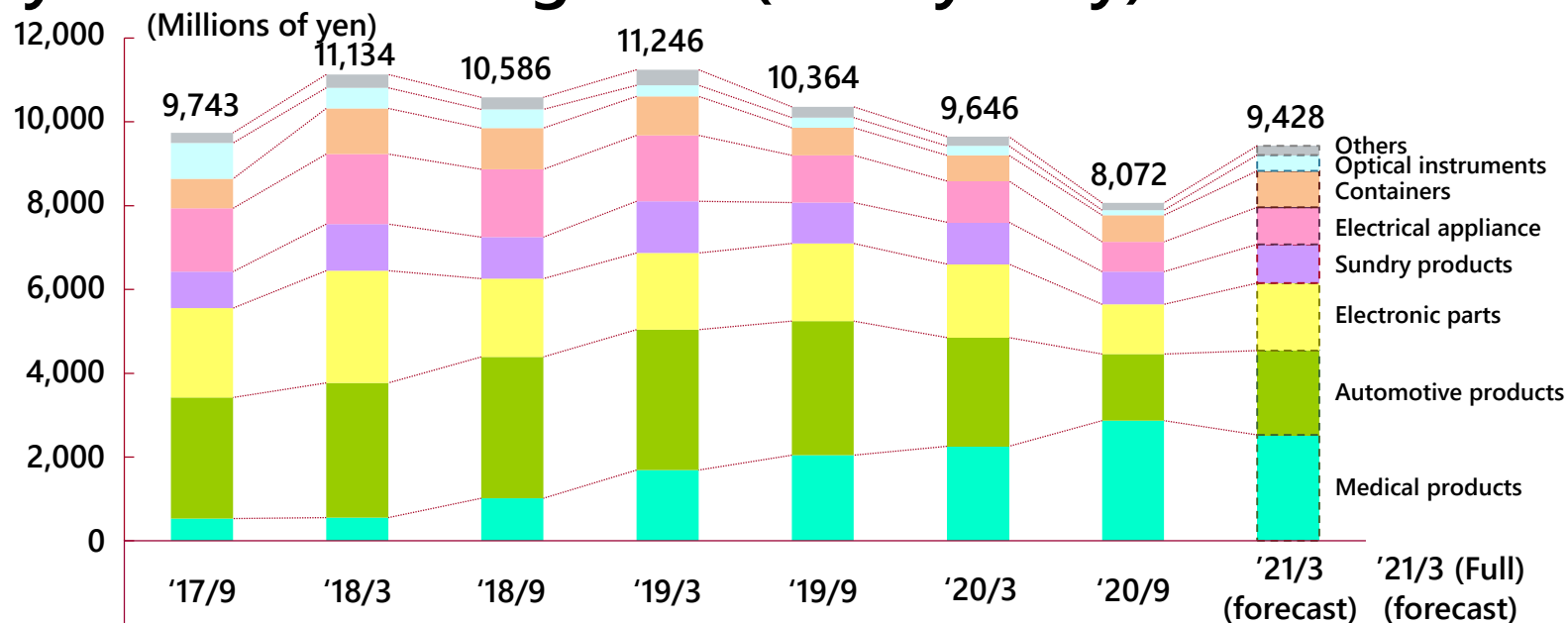
Sales by Region (Half-yearly)

(Millions of yen)



	'17/9	'18/3	'18/9	'19/3	'19/9	'20/3	'20/9	'21/3 (forecast)	'21/3 (Full) (forecast)
Others	242	378	364	298	274	253	197	302	500
North America	1,442	1,729	1,610	1,622	2,097	1,246	1,676	1,923	3,600
Europe	317	369	589	349	781	1,297	1,244	756	2,000
Other Asia	2,234	2,359	2,561	2,314	1,890	1,614	1,256	1,644	2,900
China / Taiwan	1,730	1,737	1,480	1,335	1,234	1,160	939	1,561	2,500
Japan	3,775	4,559	3,979	5,325	4,086	4,073	2,757	3,242	6,000
Total	9,743	11,134	10,586	11,246	10,364	9,646	8,072	9,428	
		20,878		21,833		20,011		17,500	

Sales by End User Categories (Half-yearly)



	'17/9	'18/3	'18/9	'19/3	'19/9	'20/3	'20/9	'21/3 (forecast)	'21/3 (Full) (forecast)
Others	245	320	286	371	260	218	177	222	400
Discs and optical instruments	855	487	444	259	244	221	121	379	500
Containers	703	1,095	980	935	658	617	634	866	1,500
Electrical appliance	1,516	1,670	1,619	1,575	1,124	986	713	887	1,600
Sundry products	867	1,114	995	1,234	974	992	780	920	1,700
Electronic parts	2,129	2,677	1,868	1,830	1,857	1,759	1,185	1,614	2,800
Automotive products	2,890	3,216	3,372	3,352	3,195	2,597	1,591	2,008	3,600
Medical products	535	552	1,018	1,686	2,048	2,254	2,867	2,532	5,400
Total	9,743	11,134	10,586	11,246	10,364	9,646	8,072	9,428	
		20,878		21,883		20,011		17,500	