



FY2023

Investors Presentation

Prime Market of the Tokyo Stock Exchange

Security Code 6482

November 7, 2022

YUSHIN PRECISION EQUIPMENT CO., LTD.

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.

➤ FY2023 2Q result

- Net sales **increased** by the sales increases in Japan and North America.
- Operating profit **decreased** due to the rise in material, sea transport, and labor cost.

➤ FY2023 forecast

- Net sales **increases** in anticipation of growing demand including large-sized Custom-ordered equipment **(as expected.)**
- Operating profit **decreases** due to the rise in material and labor cost. **(downwardly revised.)**

➤ Topics

- Sustainability committee established (August, 2022.)
- Participated in K-Show, the largest exhibition of plastic-industry in the world (Germany, October, 2022.)

FY2023 2Q Result and FY2023 Forecast

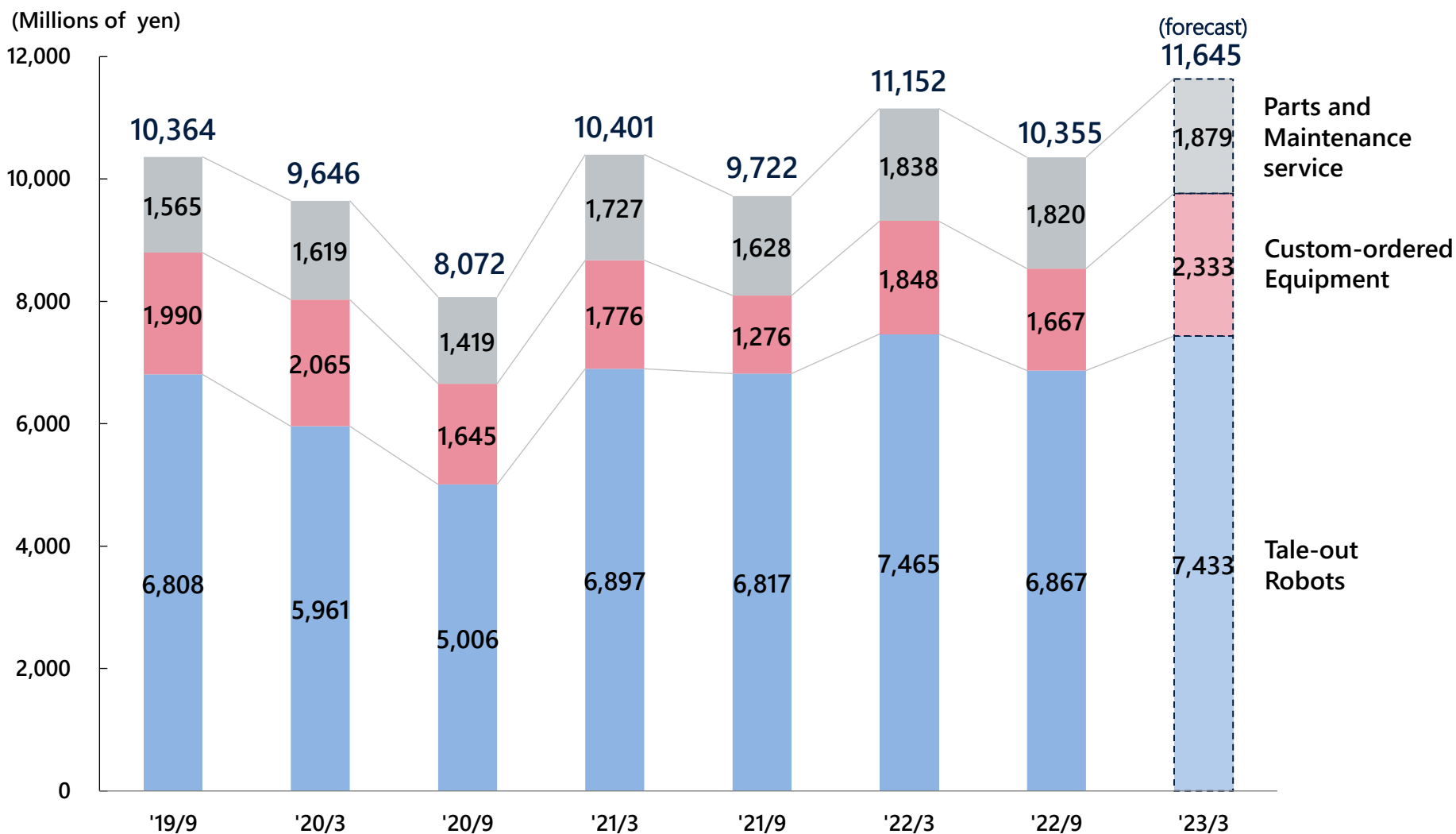


	FY2022		FY2023			
	Interim	Full Year	Interim		Full Year (Forecast)	
	Amount	Amount	Amount	Y/Y ^{*1}	Amount	Y/Y ^{*2}
Net Sales	Mil. Yen 9,722	Mil. Yen 20,874	Mil. Yen 10,355	% 6.5	Mil. Yen 22,000	% 5.4
Gross Profit <%>	4,274 44.0%	8,991 43.1%	4,315 41.7%	1.0	9,200 41.8%	2.3
Operating Profit <%>	1,349 13.9%	2,890 13.8%	1,078 10.4%	(20.1)	2,400 10.9%	(17.0)
Ordinary Profit <%>	1,420 14.6%	3,085 14.8%	1,251 12.1%	(11.9)	2,600 11.8%	(15.7)
Profit attributable to owners of parent <%>	1,030 10.6%	2,112 10.1%	884 8.5%	(14.1)	1,800 8.2%	(14.8)
Note *1 Percentage indicates half-on-half changes. / Note *2 Percentage indicates year-on-year changes.						
<Exchange Rates> USD	109.80 yen	112.38 yen	133.97 yen		141.00 yen	

	FY2023 2Q	FY2023 (forecast)
Net Sales	<p>➤ 6.5% increased from the previous FY to 10,355 million yen</p> <ul style="list-style-type: none"> Take-out robots sales increased by 0.7% Y/Y (-) Chinese market slowed down (+) Strong Japanese and North America market (+) Kept on-time delivery in difficulties of parts procurements Custom-ordered equipment sales increased by 30.6% Y/Y (+) Strong demand for Custom-ordered equipment in domestic market (+) Yen weakened 	<p>➤ 5.4% increased from the previous FY to 22,000 million yen</p> <ul style="list-style-type: none"> Take-out robots sales increased by 0.1% Y/Y (+) Strong Japanese and North America market (+) Sales price improvement Custom-ordered equipment sales increases by 28.0% Y/Y (+) Large-scale Custom-ordered equipment to be shipped and sold (+) Weak yen remains
Operating Profit	<p>➤ 20.1% decreased from the previous FY to 1,078 million yen</p> <ul style="list-style-type: none"> (-) Rise of material and sea transport cost (-) Rise of labor cost caused by human resource investment 	<p>➤ 17.0% decreased from the previous FY to 2,400 million yen</p> <ul style="list-style-type: none"> (-) Material and sea transport cost remain high (-) Rise of labor cost caused by human resource investment (+) Increase in operational efficiency and decrease in depreciation cost

Sales Breakdown (half-yearly)

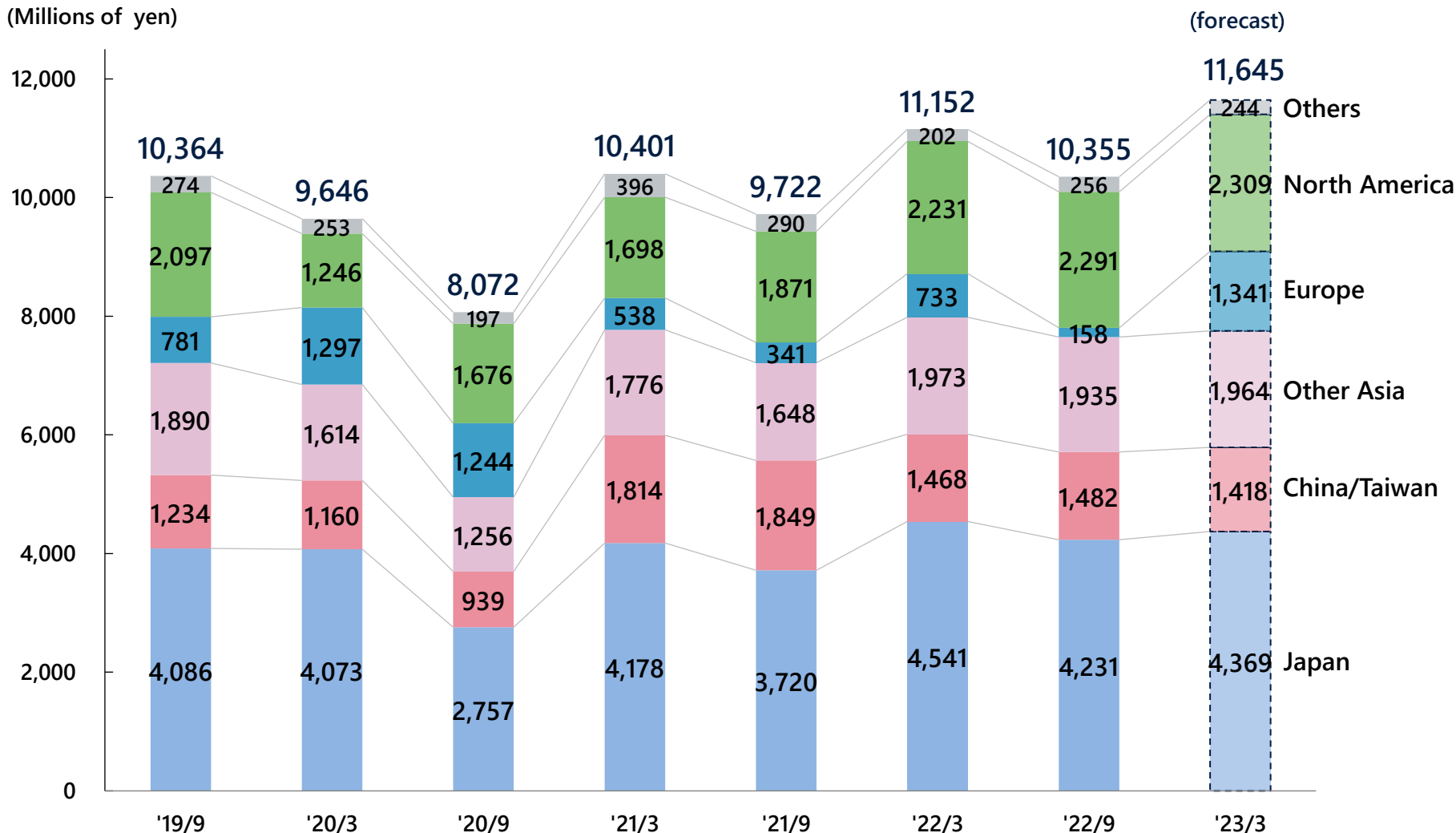
- Take-out robots and Custom-ordered equipment grew steadily in Japan and North America in the first half of FY2023.
- Expecting the sales of **large-scale Custom-ordered equipment for medical industries** in the second half of FY2023.



Sales by Region (half-yearly)

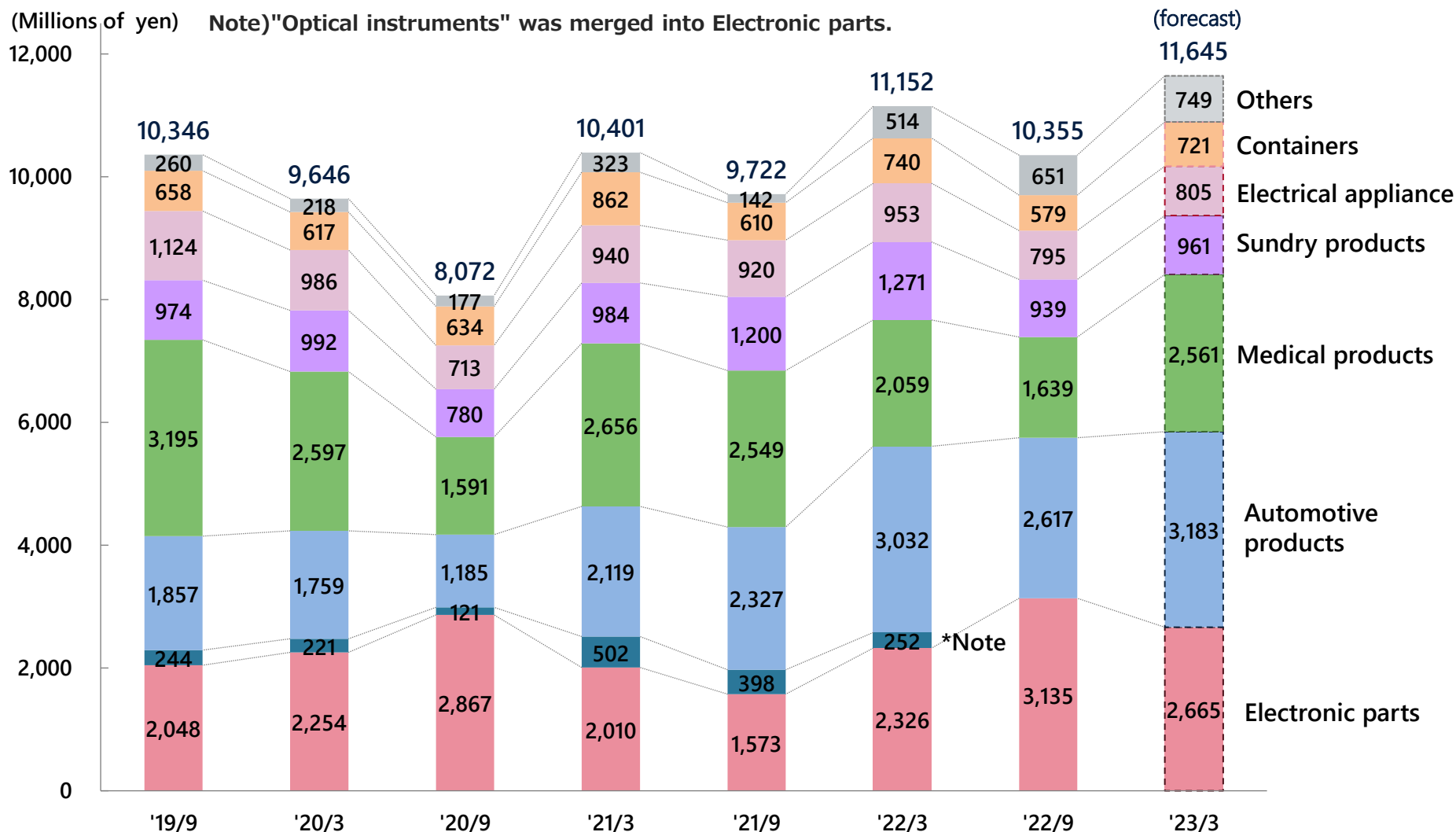
- Sales **increased** in **Japan** and **North America** in the face of the lockdown in China in the first half of FY2023.
- Expecting the sales of **large-scale equipment for medical industries to Europe** in the second half of FY2023.

(Millions of yen)



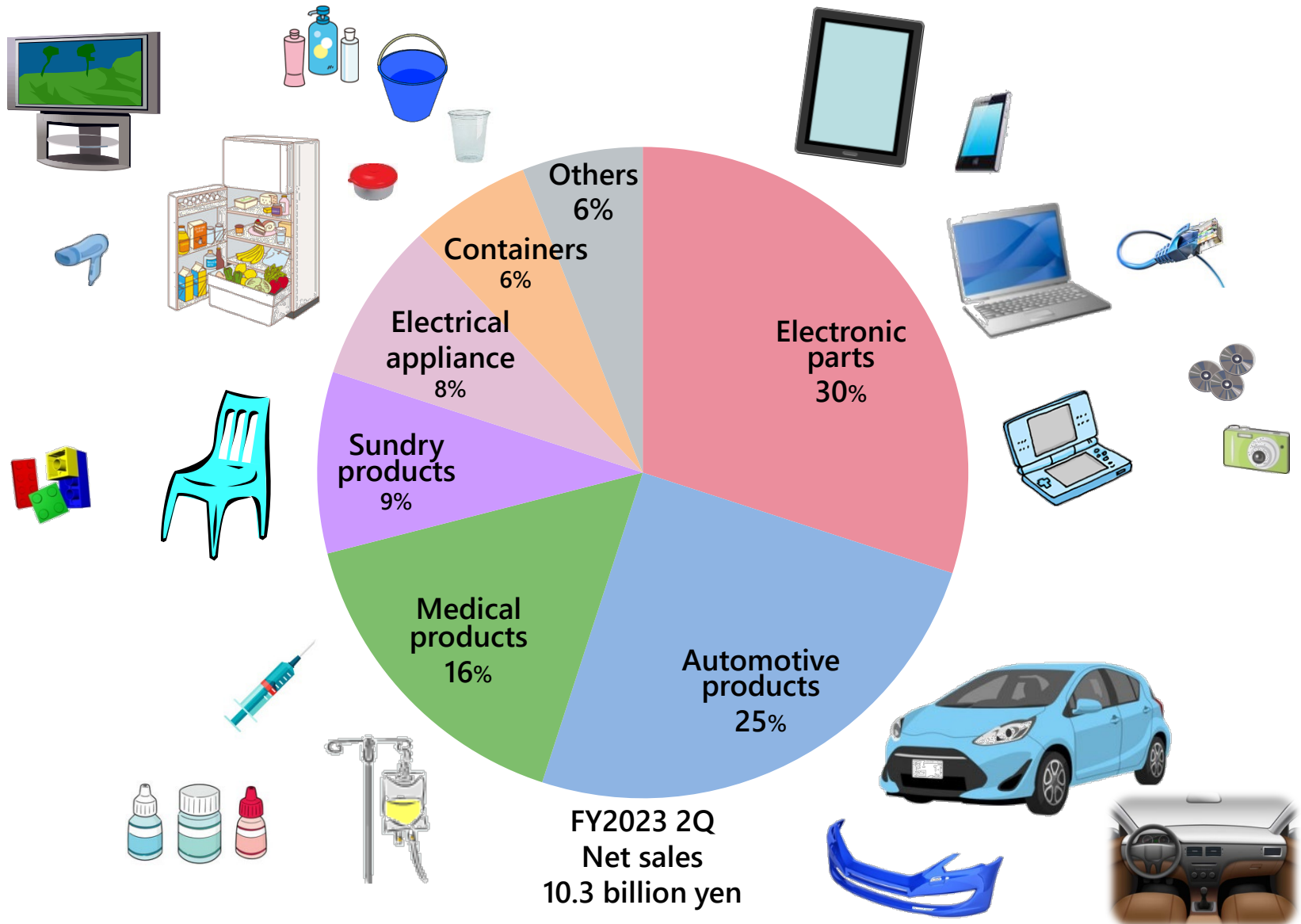
Sales by Product Category (half-yearly)

- The **electronic parts** sales increased in Japan and North America in the first half of FY2023, and the sales of automotive products increased Y/Y.
- Expecting sales of **medical products** in the second half of FY2023



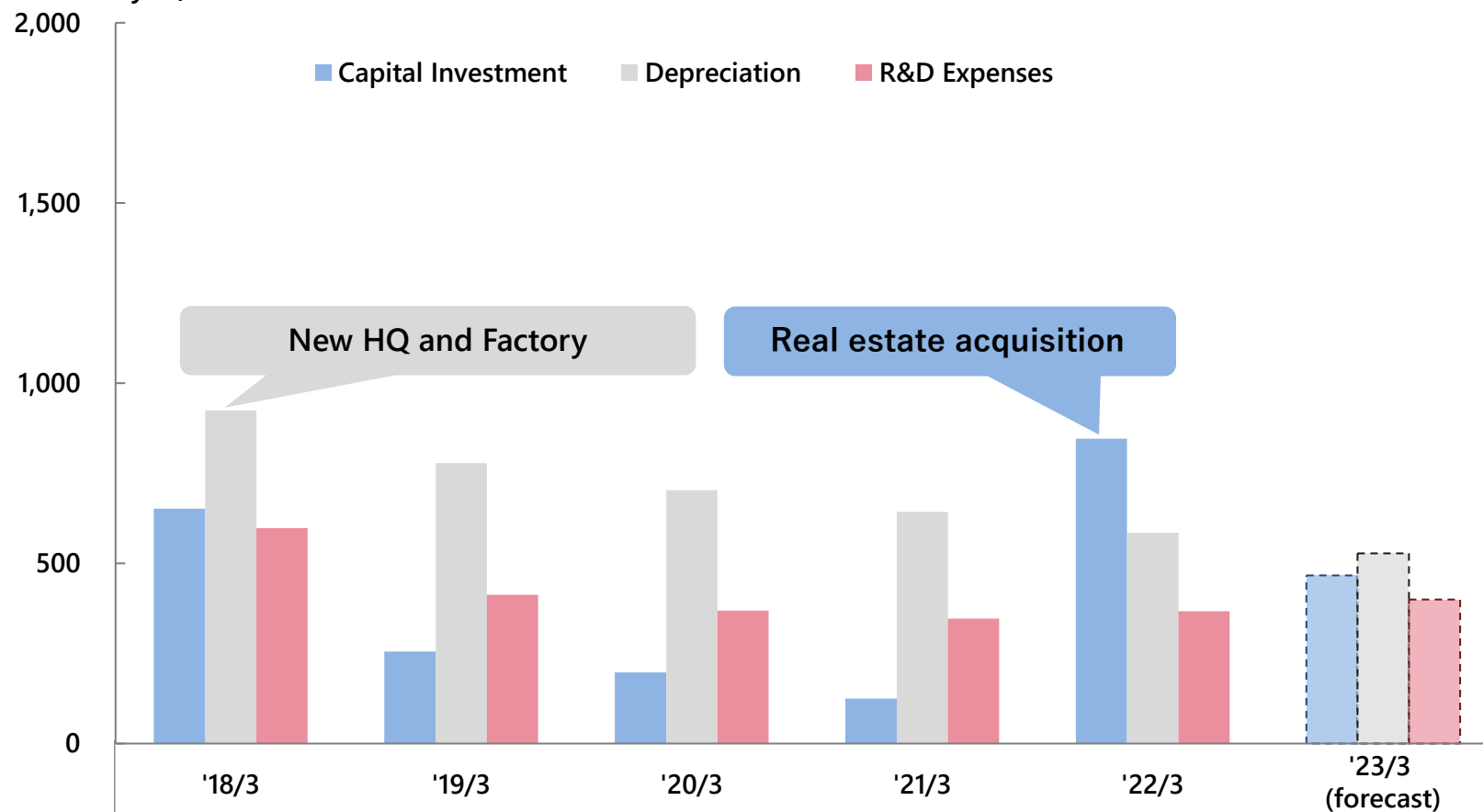
Sales by Product Category

YUSHIN



Capital Investment, Depreciation and R&D

(Millions of yen)



■ Capital Investment

■ Depreciation

■ R&D Expenses

'18/3

'19/3

'20/3

'21/3

'22/3

'23/3
(forecast)

New HQ and Factory

Real estate acquisition

Midterm Business Goals

FY2022

- Net Sales: 20.8 billion yen
- Ordinary Profit: 3 billion yen
- Ordinary Profit ratio: 14.8 %
- EPS: 62 yen

- Net Sales: 30 billion
- Ordinary Profit: 5 billion yen or more
- Ordinary Profit ratio: 15 % or more
- EPS: 75 yen or more

Strategy 4: Develop New Business

Strategy 3: Cultivate Pioneers of New Generation

Strategy 2: Boost Global Competitiveness

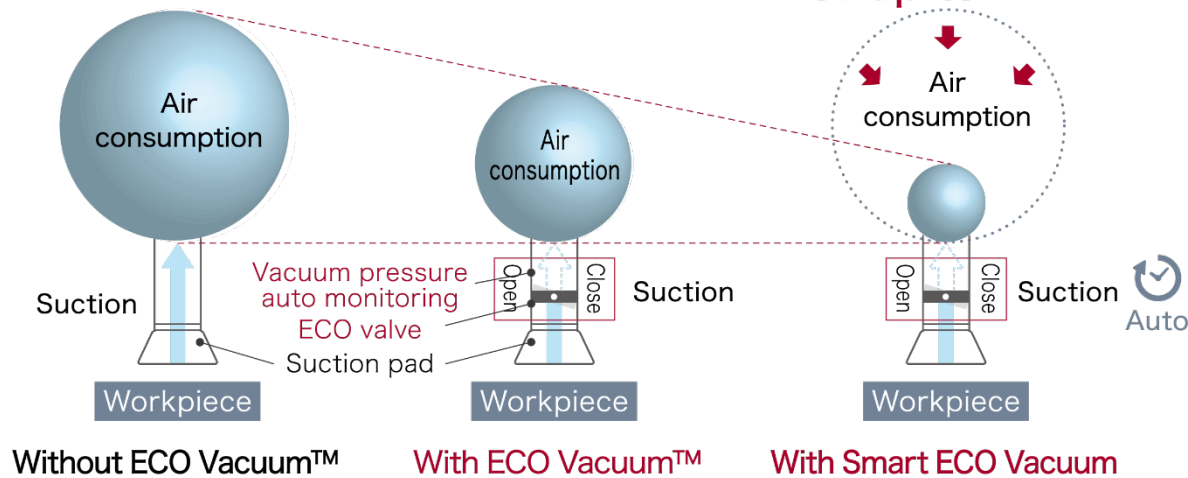
Strategy 1: Enhance Product Appeal

Strategy 1: Enhance Product Appeal

- Released **environmentally-friendly** robots

Contribute to the energy saving by Smart ECO Vacuum (PAT.P)

Reductions
of up to **78%***



* Yushin measurements



YD robots (released in October, 2021)



RC-SE robots (released in July, 2021)

Strategy 2: Boost Global Competitiveness

- Develop products that meet **regional needs**
- Leverage German subsidiary in Munich to **expand sales in Europe** (agencies developed in Poland and France)
- Target leading companies in the world
- Win more local customers in each country



K2022 exhibition in Germany in October, 2022



SX-41 - Robot for clean room use

Strategy 3: Cultivate Pioneers of New Generation

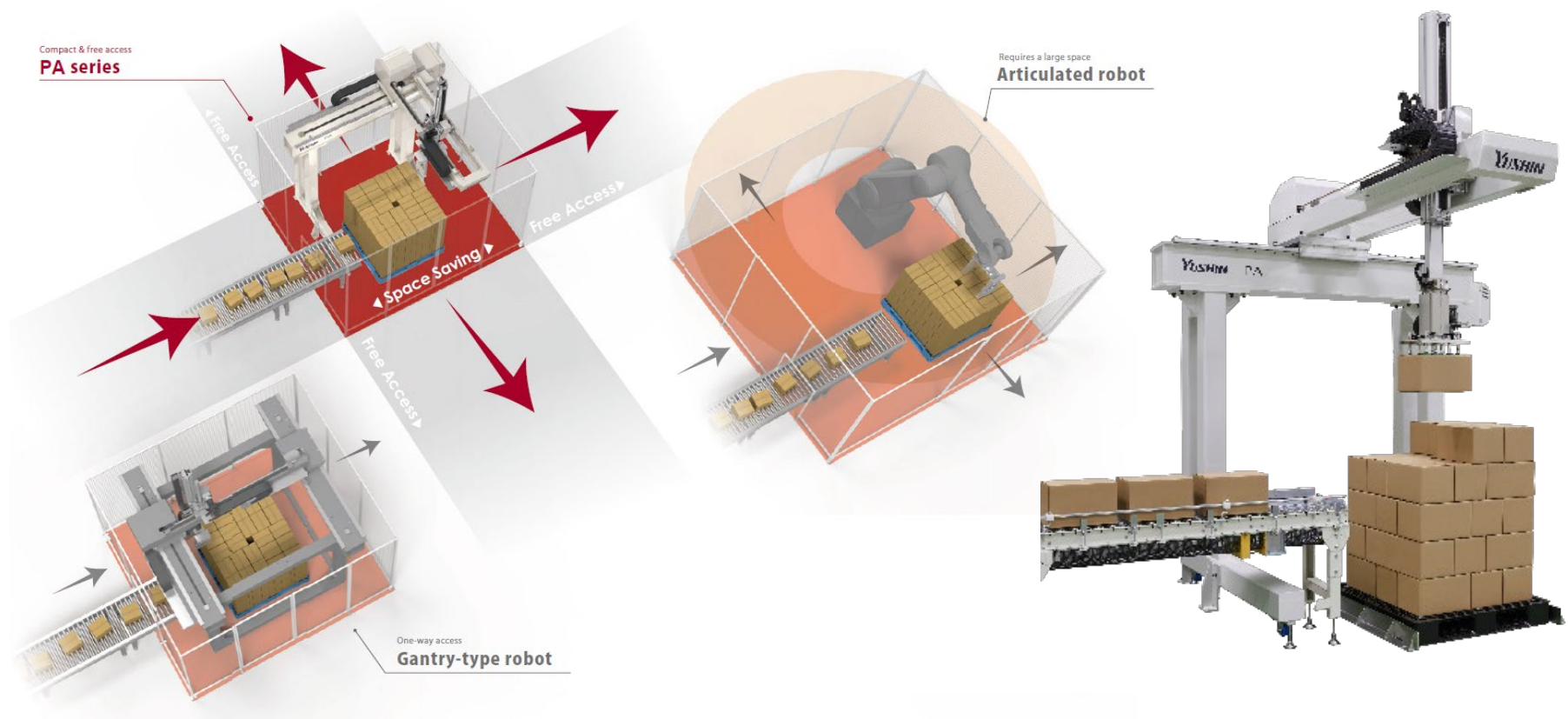
- Build brand and human resource development policy on the concept of **"Above all, reach people's heart"**
- Offer challenging jobs and good working environment
Set up "Innovation Project Suggestion System" to develop creative and independent human resources
- Enhance education system to support employees at their phases of growth
Technical training program(including e-learning), leadership training program for next generation, training program for managers
- Achieved 5.0% of female manager ratio by **promoting female powers** (Industry average 3.6%*¹)



*1 Source: Ministry of Health, Labor and Welfare "Basic Survey on Wage Structure" in May, 2022

Strategy 4: Develop New Business

- Palletizing robot PA released in June, 2020
 - Acquire **new customers** mainly in food industry
 - Emphasize the advantages - small-footprint and easy-access



E Environment

- < Environmentally-Friendly Products >
 - Development of energy-saving products (Won the JMF's Energy-Efficient Machinery Award)
- < Efforts to Fight Climate Change and Decarbonize >
 - Switched to the power generated by renewable energy source
 - Information Disclosure based on TCFD recommendations

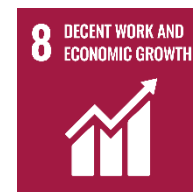
S Social

- < Human Rights >
 - YUSHIN Group Human Rights Policy and Classification of Risks
- < Working style reform for customer factories >
 - Supply of automation system for entire plant
- < Safety and Security >
 - Supply of robots with the highest safety standard of the world
- < Improvement of working environment >
 - Promotion of Safety and Health
 - Maternity leave and shorter working hours (better than required by law)

G Governance

- < Governance Enhancement and Diversity >
 - 2 of 11 board members are women
 - 5 of 11 board members are from outside
 - Improvement of board of directors by effectiveness evaluation
 - Nomination and Remuneration Committee chaired by an external director

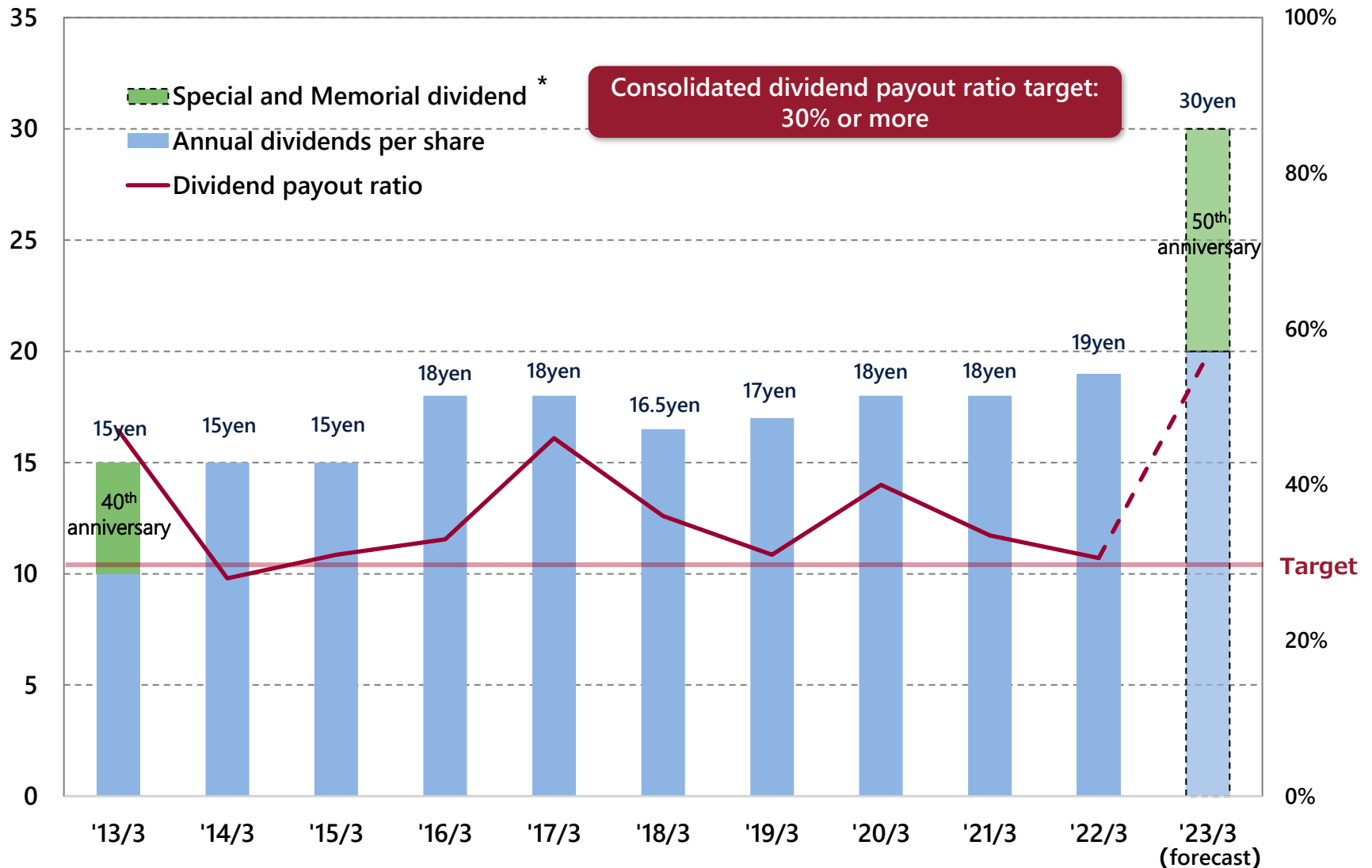
SDGs YUSHIN Focuses on



Return to Shareholders

Annual dividends (yen)

Dividends payout ratio



*Annual dividends per share is calculated on the basis of 2-for-1 stock split implemented on April 1st, 2018.

Appendix

<Appendix> Company Profile

YUSHIN

Company Name:	YUSHIN PRECISION EQUIPMENT CO., LTD
Representative Director and President:	Takayo Kotani
Established:	October, 1973
Capital:	1,985 million yen
Number of employees:	704 (Consolidated, as of September 30, 2022)
Consolidated net sales:	20.8 billion yen (FY2022)
Line of business:	Development, manufacture and sale of Cartesian robots, other industrial equipment and systems for factory automation
Listing:	Prime Market of the Tokyo Stock Exchange
Securities code:	6482
Trading unit:	100



Technology

- Stick to the speed
- Vibration suppressing technology (patented)
- Develop energy-saving products

Broad User Base

- From larger to smaller companies
- Accelerate globalization
- Advance into multiple Industries

Reliability

- Service and maintenance to keep customers' equipment running
- Service with use of AI technology
- Deliver on time

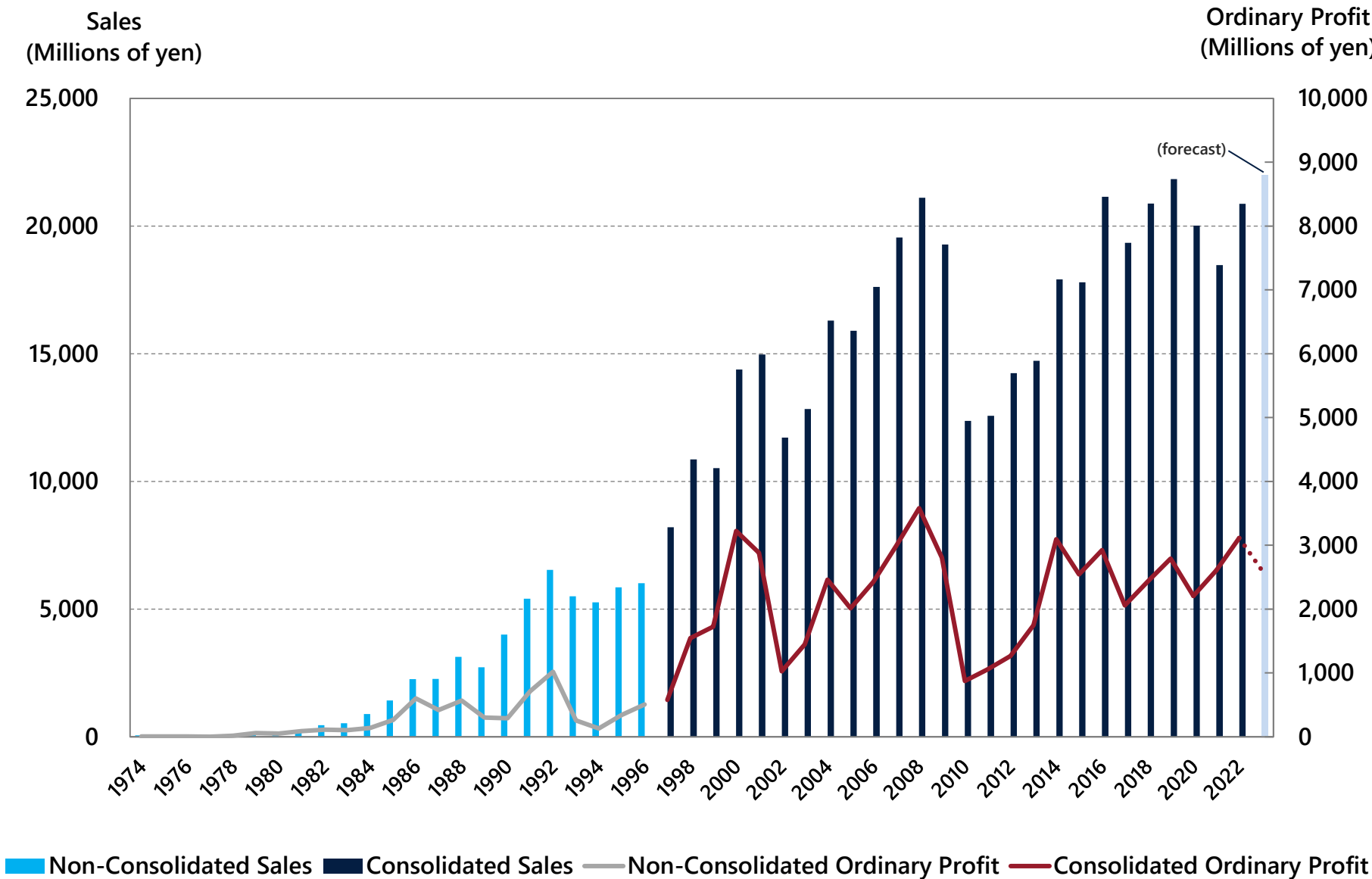
Financial Strength

- Carry on non-debt management
- High equity ratio
- Minimum production facility



The Largest Market Share

<Appendix> Change in Performance

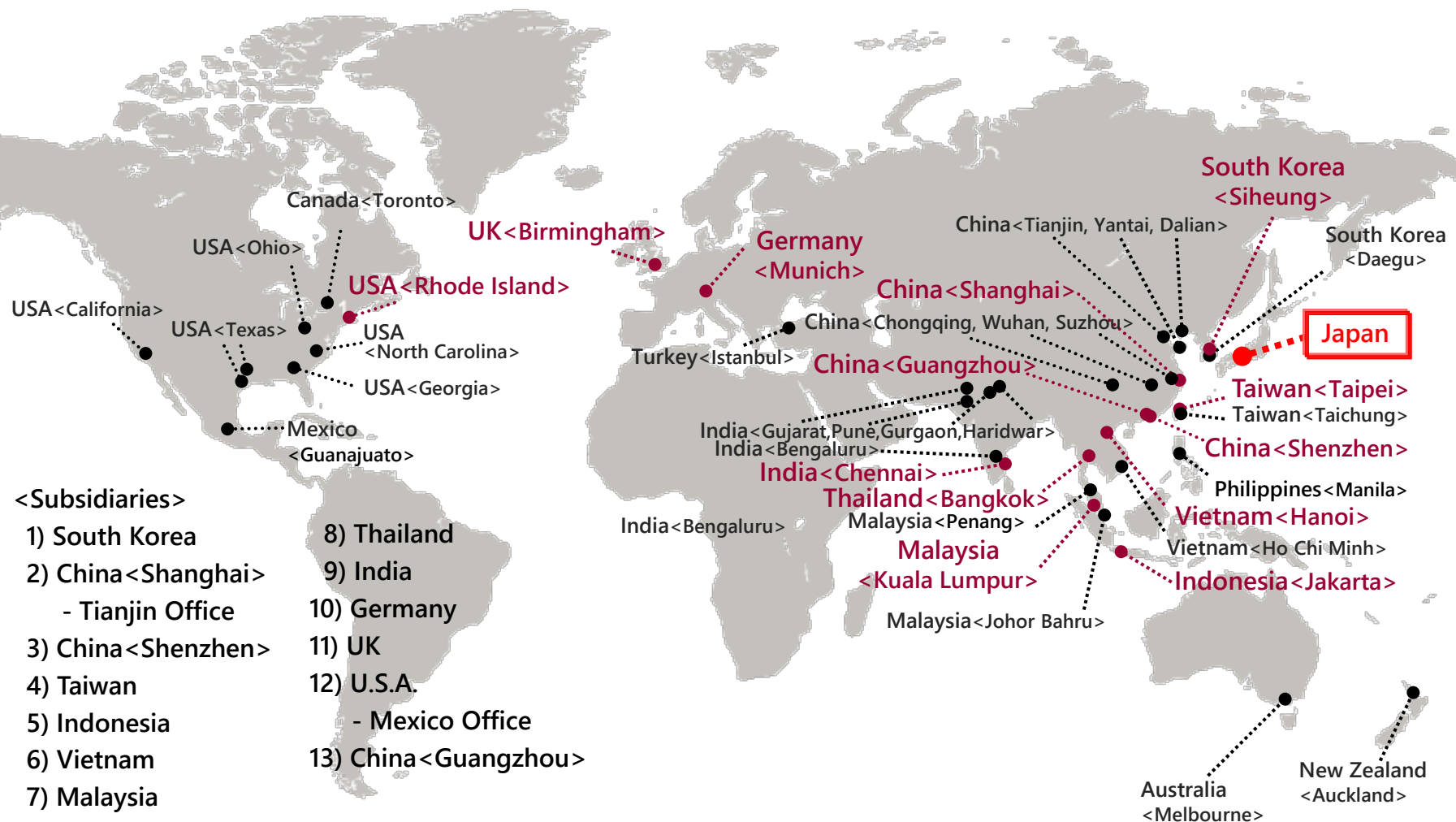


<Appendix> Business Performance of the Subsidiaries



(Millions of yen)

Country	Setup	Investment ratio	FY2021			FY2022		
			Net sales	Operating profit	Profit	Net sales	Operating profit	Profit
South Korea	2000.10	100.0%	1,202	71	71	1,268	77	66
China (Shanghai)	2007. 2	100.0%	1,473	93	89	1,772	76	52
China (Shenzhen)	2004. 4	100.0%	676	36	35	922	36	37
Taiwan	2001. 7	100.0%	83	16	12	88	8	7
Indonesia	2012.11	99.0%	145	(1)	(3)	263	10	5
Vietnam	2014. 2	100.0%	84	10	9	86	12	9
Malaysia	2001. 5	100.0%	153	11	7	224	13	12
Thailand	2001. 8	49.0%	675	33	32	815	33	29
India	2007. 8	95.0%	29	(4)	(4)	58	(5)	(5)
Germany	2019. 6	100.0%	42	(31)	(30)	32	(31)	(31)
UK	2004. 3	95.6%	1,871	406	306	1,251	188	150
USA	1988.10	100.0%	3,460	468	347	4,027	496	377
China (Guangzhou)	2008. 9	100.0%	1,574	139	130	2,097	254	233



<Subsidiaries>

- 1) South Korea
- 2) China <Shanghai>
- Tianjin Office
- 3) China <Shenzhen>
- 4) Taiwan
- 5) Indonesia
- 6) Vietnam
- 7) Malaysia
- 8) Thailand
- 9) India
- 10) Germany
- 11) UK
- 12) U.S.A.
- Mexico Office
- 13) China <Guangzhou>

<Representative Office>

- 1) Philippines

●..... Subsidiaries

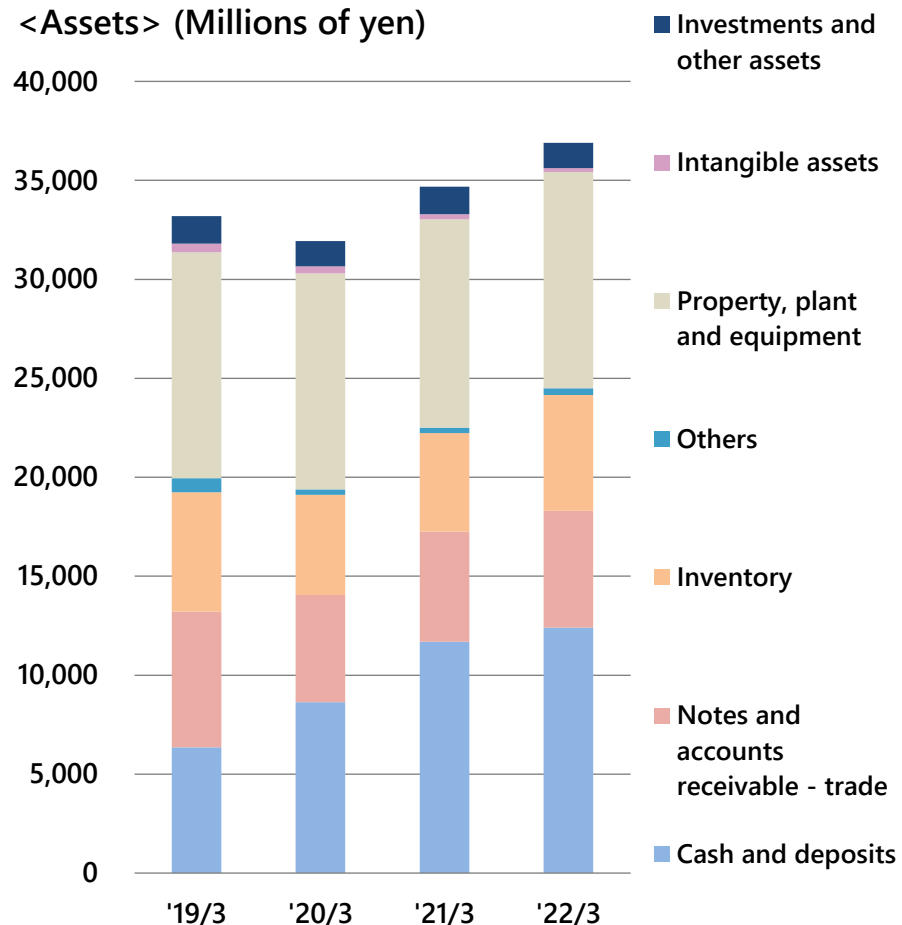
●..... Branches, Representative offices, Technical service stations and Sole agents

<Appendix> Balance Sheets

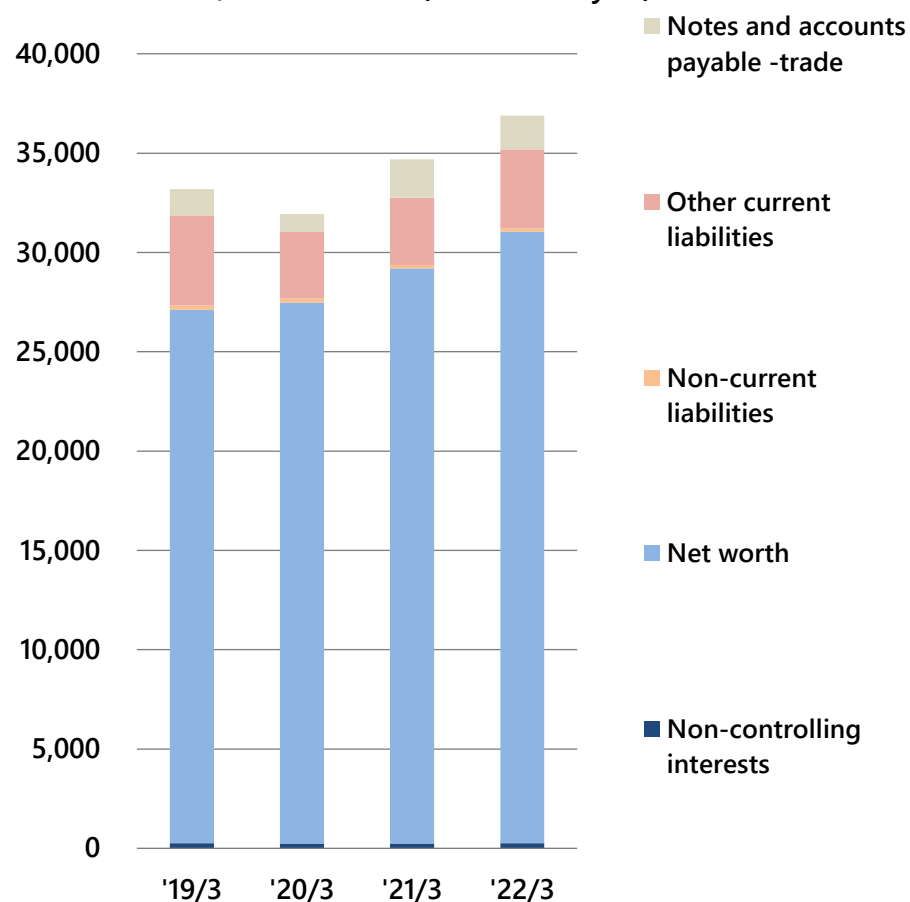
- Cash and deposits increased to prepare for the flexible investment in the future

- Keeping high equity ratio at 80% or more
- Keeping no interest-bearing debt

<Assets> (Millions of yen)

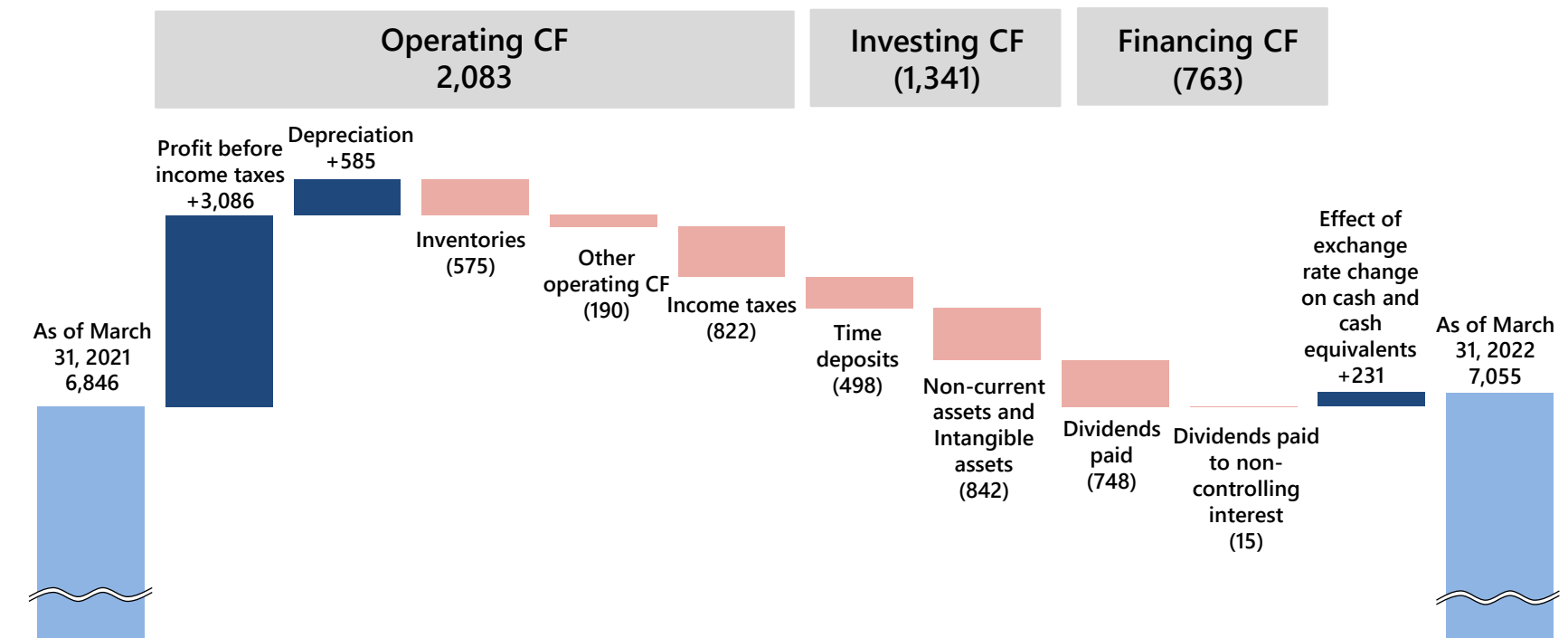


<Liabilities, Net Assets> (Millions of yen)



<Appendix> Change in Cash Flow

<Analysis of cash flow> (Main subject only)



<Change in cash flow from operating, investing, and financing activities>

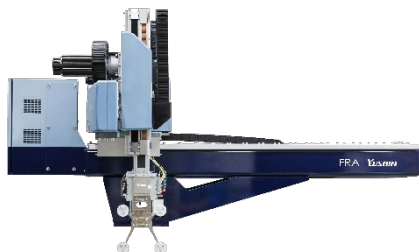
Millions of yen

	'17/3	'18/3	'19/3	'20/3	'21/3	'22/3
Operating CF	1,626	1,223	2,291	3,558	3,487	2,083
Investing CF	(471)	(2,511)	(61)	(1,475)	(1,987)	(1,341)
Financing CF	(678)	(659)	(1,316)	(946)	(561)	(763)

Take-out Robots

FRA series

<Traverse type>



HSA series

<Traverse type>

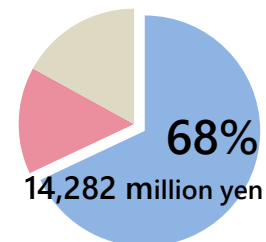


HST series

<Traverse type>



Sales ratio



FY2022

RC series

<Traverse type>



YD series

<Traverse type>



SD series

<Traverse type>



HOP series

<Swing type>



TSXA series

<Side-Entry type>



Palletizing series



<Appendix> Product Lineup (2)

YUSHIN

Custom-ordered Equipment

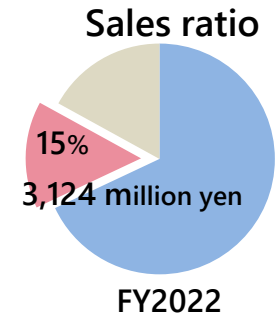
Flexible
module stocker



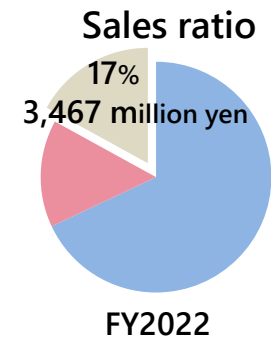
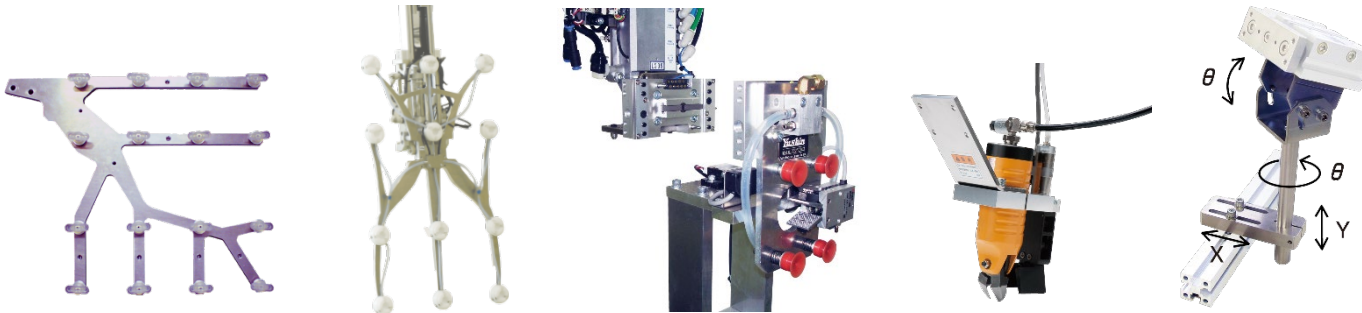
In-mold system



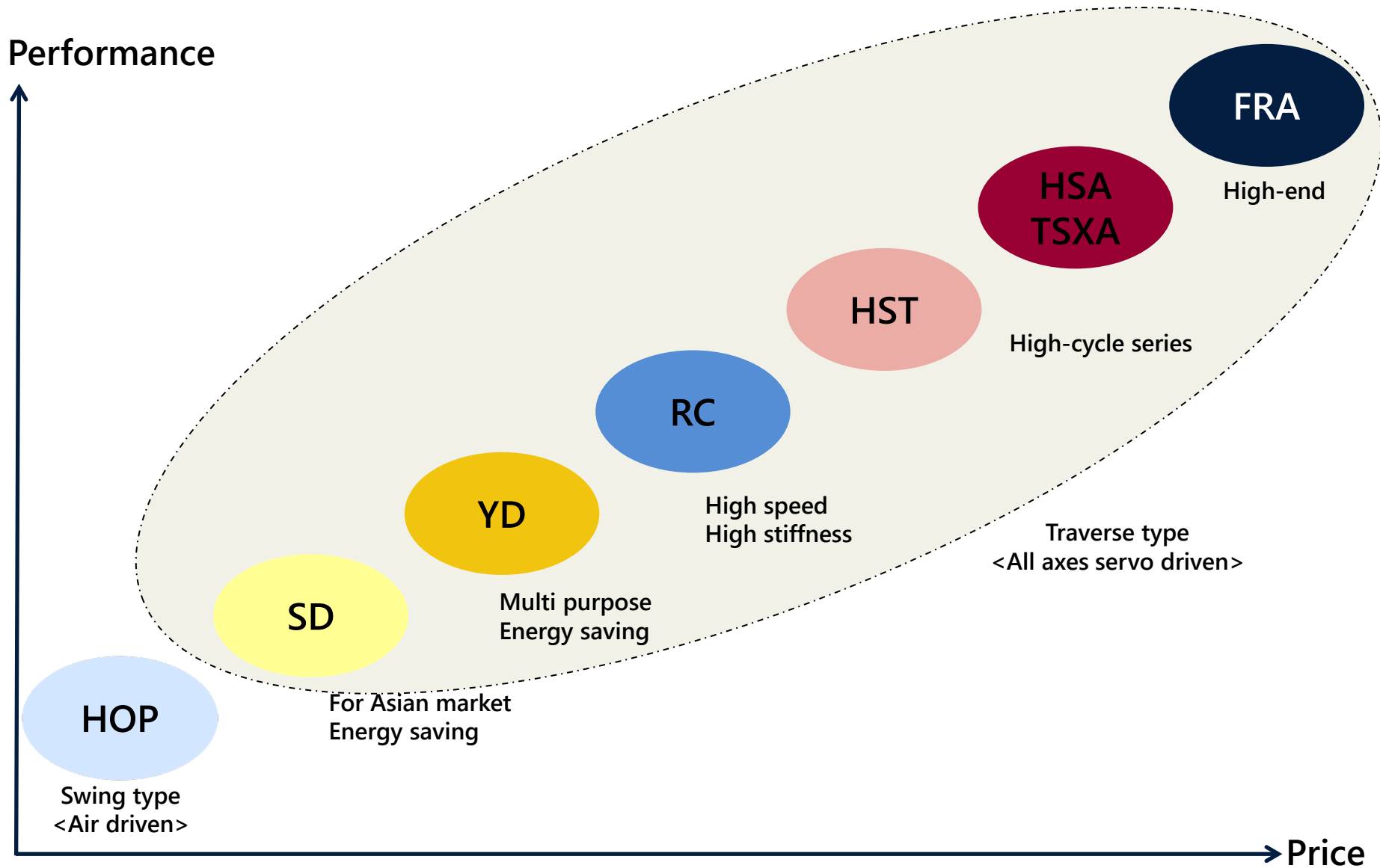
Gate cutting
system



Parts and Maintenance service

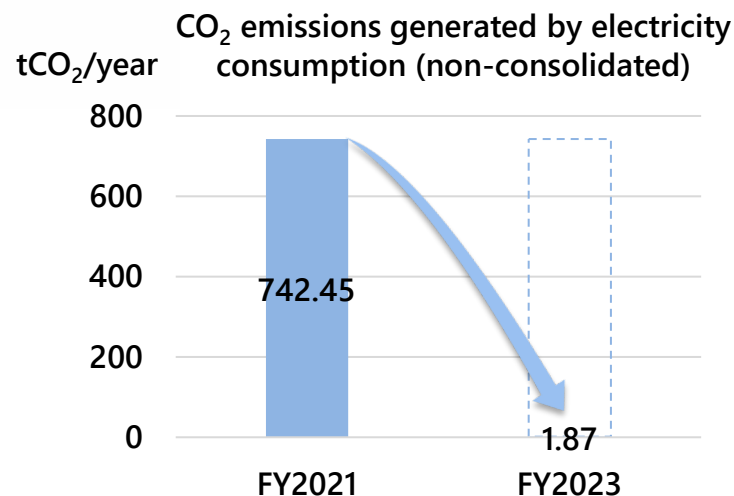
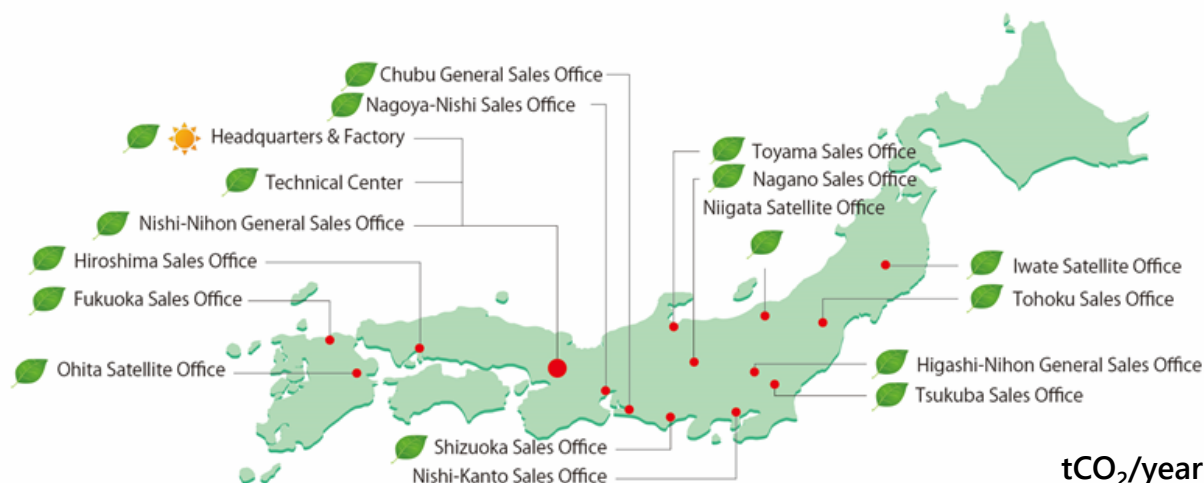


<Appendix> Performance and Price of Take-out Robots **YUSHIN**

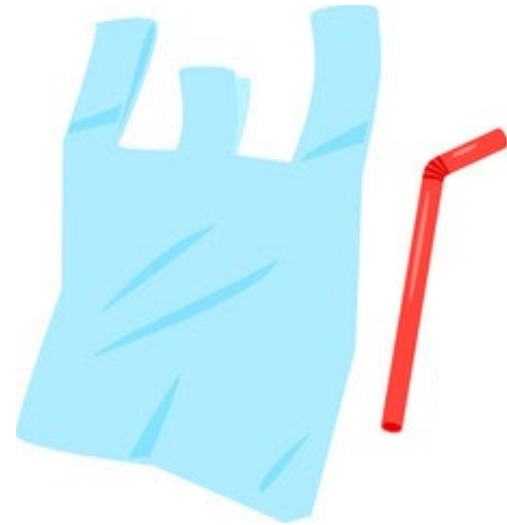


- Announced our support to the recommendations of Task Force on Climate-related Financial Disclosures (TCFD) in April, 2022
- Switched to power generated by renewable energy source in April, 2022

 Facilities using Renewable Energies
 Facilities using Private Solar Power Generation System

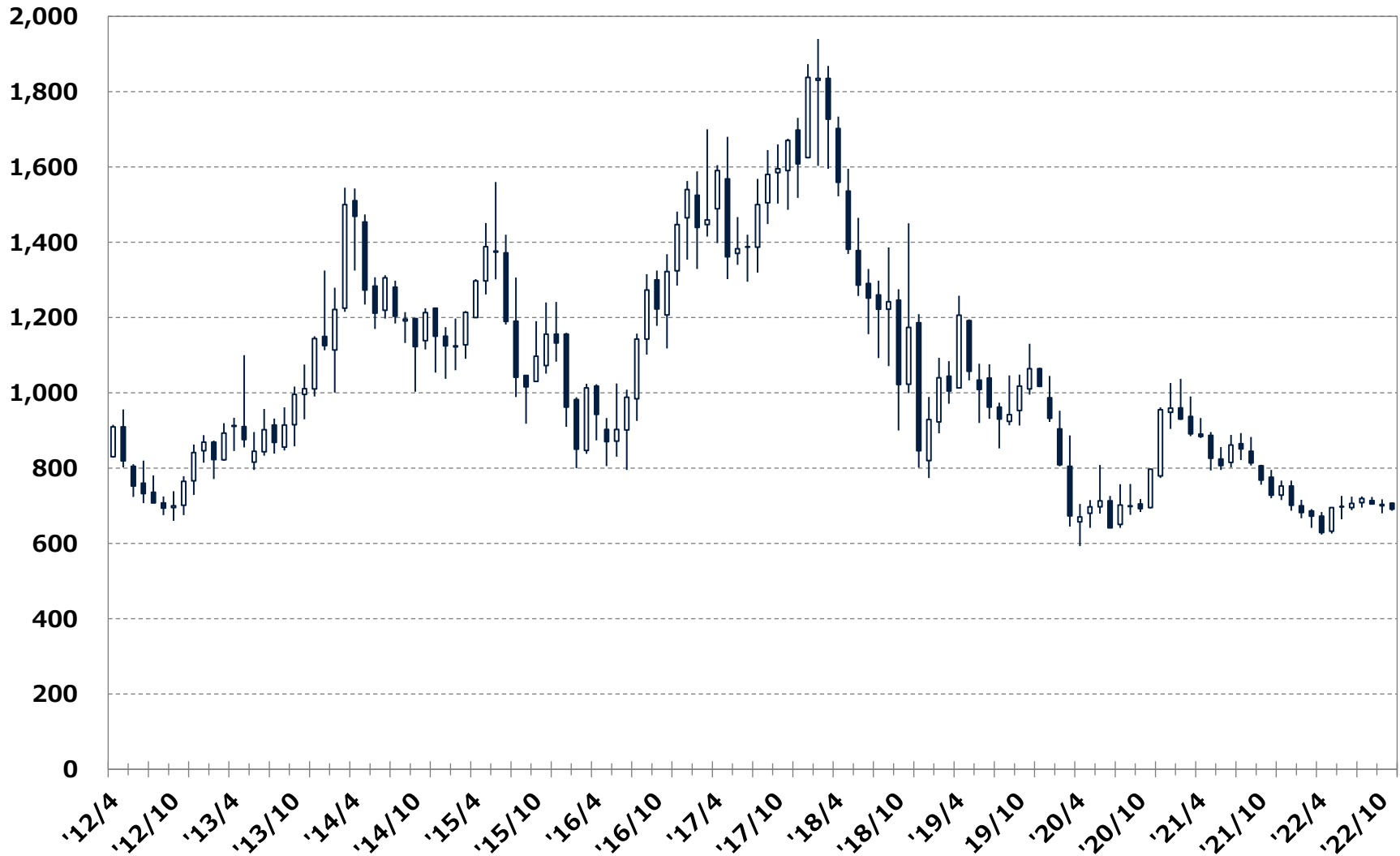


<Appendix> YUSHIN's Target Products are... **YUSHIN**



<Appendix> Monthly Stock Price Trend in the past decade **YUSHIN**

Stock Price (yen)



YUSHIN PRECISION EQUIPMENT CO., LTD.

Contact: Corporate Planning Office

(E-mail) irinfo@kyo.ype.co.jp

www.ype.co.jp/en/

The IR site distributes explanatory meeting information and various materials.

<http://ir.ype.co.jp/en/Top.html>

You can also access from this QR code.



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