

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

## **FY2022 2Q**

# **Investors Presentation**

**November, 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.

# Summary for FY2022 2Q

## ➤ Results for FY2022 2Q

- Net sales **increased** due to recovery in capital investment
- Operating profit **increased** due to improvement in gross profit margin rate caused by revenue growth

## ➤ Forecast for FY2022

\*No changes to the forecast announced on May 11, 2021

- Net sales remains on a track to recovery
- Rising cost of material and shipping will have an impact on Operating profit

## ➤ Topics

- Released environmentally-friendly take-out robot RC-SE
- Released take-out robot SX-41 designed for clean-room use in medical industry
- Selected Prime Market in New Market Classification

# Results for FY2022 2Q and Forecast for FY2022

|   | FY2021            |                    | FY2022            |           |                      |          |
|---|-------------------|--------------------|-------------------|-----------|----------------------|----------|
|   | Interim           | Full Year          | Interim           |           | Full Year (Forecast) |          |
|   | Amount            | Amount             | Amount            | Y/Y*      | Amount               | Y/Y*     |
| <b>Net Sales</b>  | Mil. Yen<br>8,072 | Mil. Yen<br>18,473 | Mil. Yen<br>9,722 | %<br>20.4 | Mil. Yen<br>20,000   | %<br>8.3 |
| <b>Gross Profit</b><br><%>                                | 3,354<br>41.6%    | 7,875<br>42.6%     | 4,274<br>44.0%    | 27.4      | 8,600<br>43.0%       | 9.2      |
| <b>Operating Profit</b><br><%>                            | 871<br>10.8%      | 2,522<br>13.7%     | 1,349<br>13.9%    | 54.8      | 2,600<br>13.0%       | 3.1      |
| <b>Ordinary Profit</b><br><%>                             | 900<br>11.2%      | 2,608<br>14.1%     | 1,420<br>14.6%    | 57.8      | 2,630<br>13.2%       | 0.8      |
| <b>Profit Attributable to Owners of the Parent</b><br><%> | 659<br>8.2%       | 1,827<br>9.9%      | 1,030<br>10.6%    | 56.1      | 1,840<br>9.2%        | 0.7      |

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

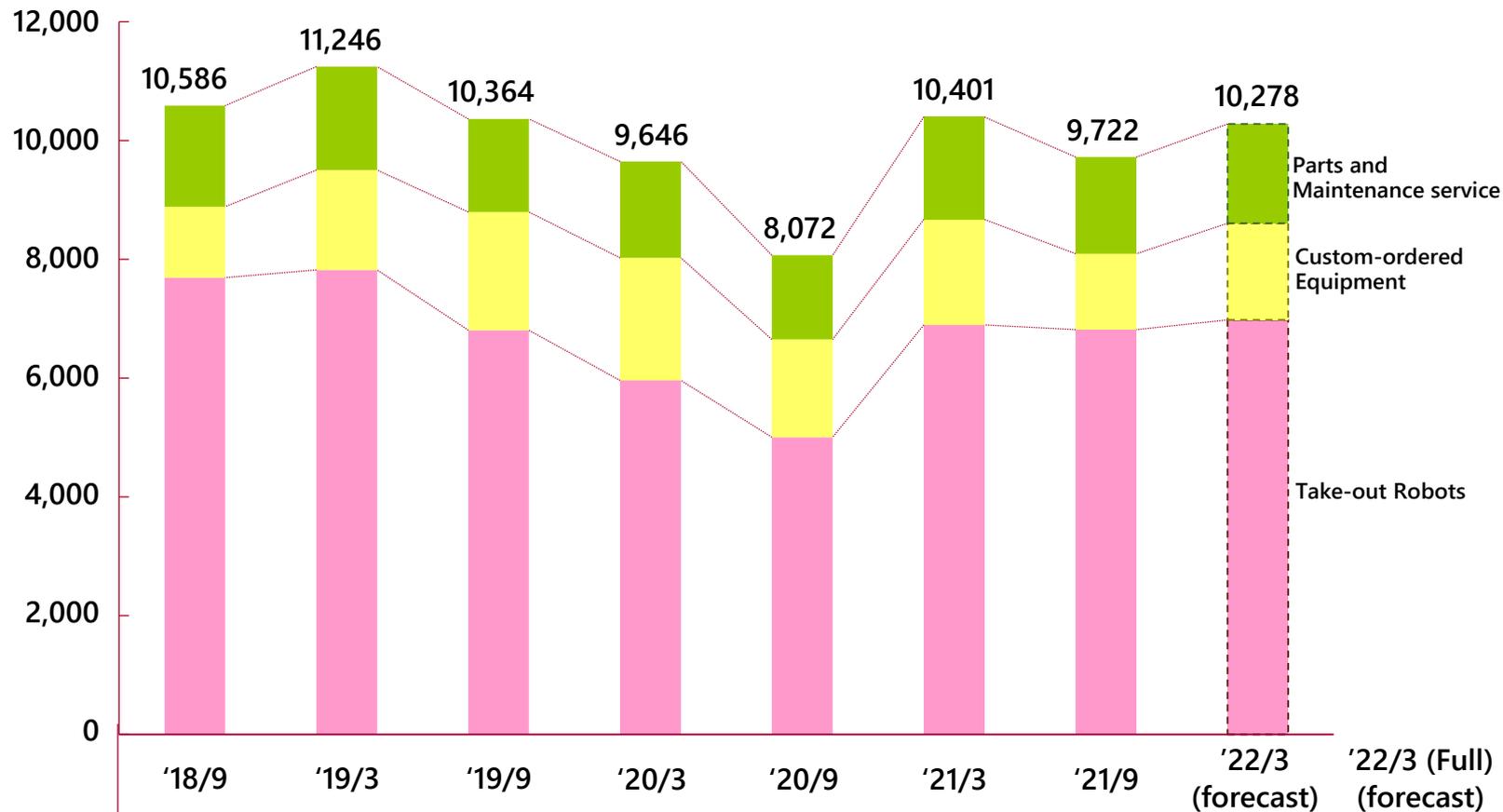
| <Exchange Rates> |            |            |            |            |
|------------------|------------|------------|------------|------------|
| USD              | 106.92 yen | 106.06 yen | 109.80 yen | 105.00 yen |
| GBP              | 135.38 yen | 138.68 yen | 152.50 yen | 140.00 yen |
| CNY              | 15.26 yen  | 15.67 yen  | 16.99 yen  | 16.00 yen  |

# Factor and Assumption

|           | FY2022 2Q  | FY2022 (forecast)   |
|-----------|--|---|
| Net Sales | <p>➤ 20.4% increase from the previous FY to 9,722 mil. yen</p> <p>a) Take-out robots sales increased by 36% Y/Y<br/>(+) Recovery in capital investment<br/>(+) Orders are strong in China due to new models</p> <p>b) Custom-ordered equipment sales decreased by 22% Y/Y<br/>(-) Weak in medical equipment for Europe and US market</p> | <p>➤ 8.3% increase from the previous FY to 20,000 mil. yen</p> <p>a) Take-out robots sales increased by 16% Y/Y<br/>(+) Capital investment remains on track to recovery<br/>(-) Capital investment could slow down due to semiconductor shortage and region-specific factors</p> <p>b) Custom-ordered equipment sales decreased by 15% Y/Y<br/>(+) Showing signs of recovery in custom-ordered equipment for medical industry</p> |
|           | Operating Profit   | <p>➤ 54.8% increase from the previous FY to 1,349 mil. yen</p> <p>(+) Gross profit pushed up by revenue growth<br/>(+/-) SGA as per scheduled except ocean transport cost</p>   |

# Sales Breakdown (Half-yearly)

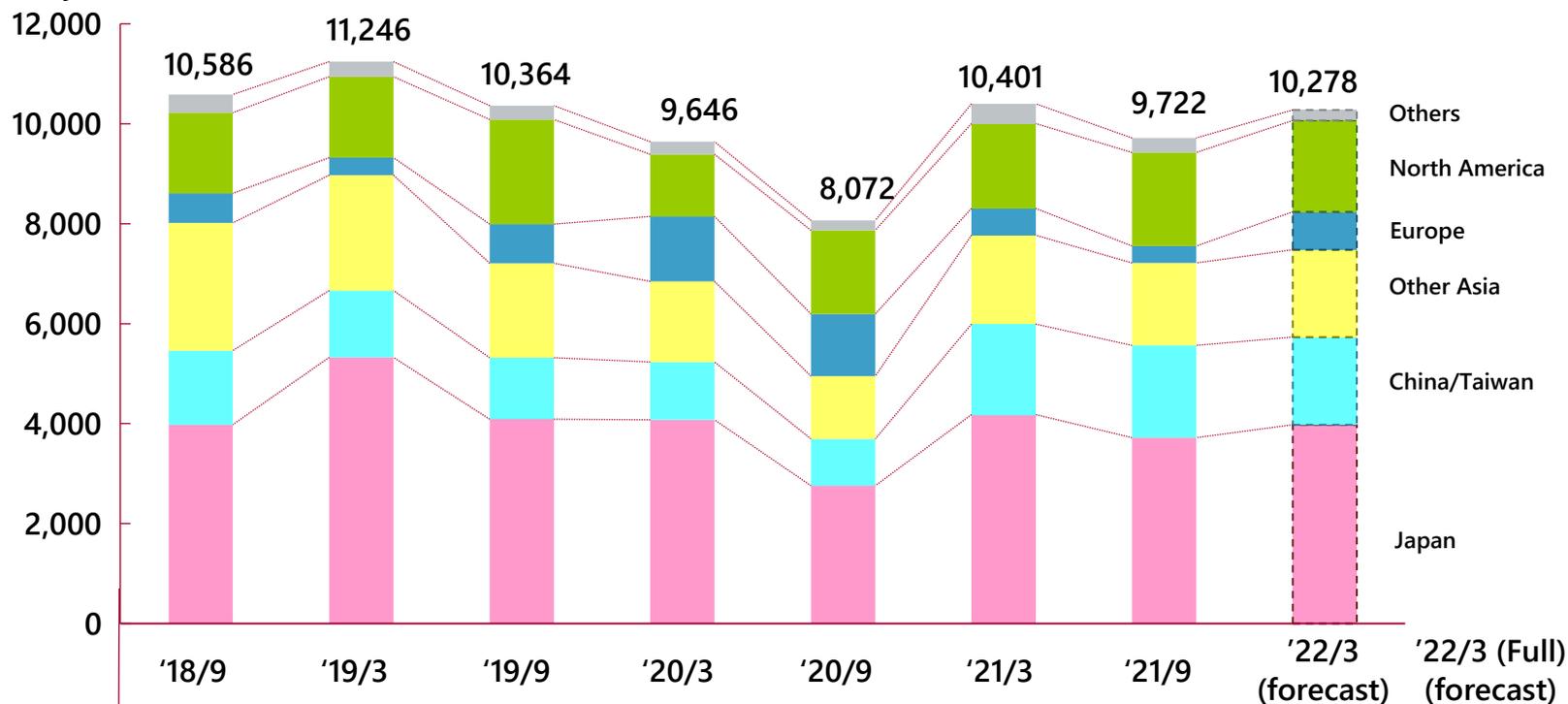
(Millions of Yen)



|                                 |               |               |               |               |              |               |              |               |          |
|---------------------------------|---------------|---------------|---------------|---------------|--------------|---------------|--------------|---------------|----------|
| ■ Parts and Maintenance service | 1,698         | 1,741         | 1,565         | 1,619         | 1,419        | 1,727         | 1,628        | 1,672         | 3,300    |
| ■ Custom-ordered Equipment      | 1,197         | 1,683         | 1,990         | 2,065         | 1,645        | 1,776         | 1,276        | 1,624         | 2,900    |
| ■ Take-out Robots               | 7,690         | 7,821         | 6,808         | 5,961         | 5,006        | 6,897         | 6,817        | 6,982         | 13,800   |
| <b>Interim</b>                  | <b>10,586</b> | <b>11,246</b> | <b>10,364</b> | <b>9,646</b>  | <b>8,072</b> | <b>10,401</b> | <b>9,722</b> | <b>10,278</b> |          |
| <b>Total</b>                    |               | <b>21,833</b> |               | <b>20,011</b> |              | <b>18,473</b> |              | <b>20,000</b> | <b>5</b> |

# Sales by Region (Half-yearly)

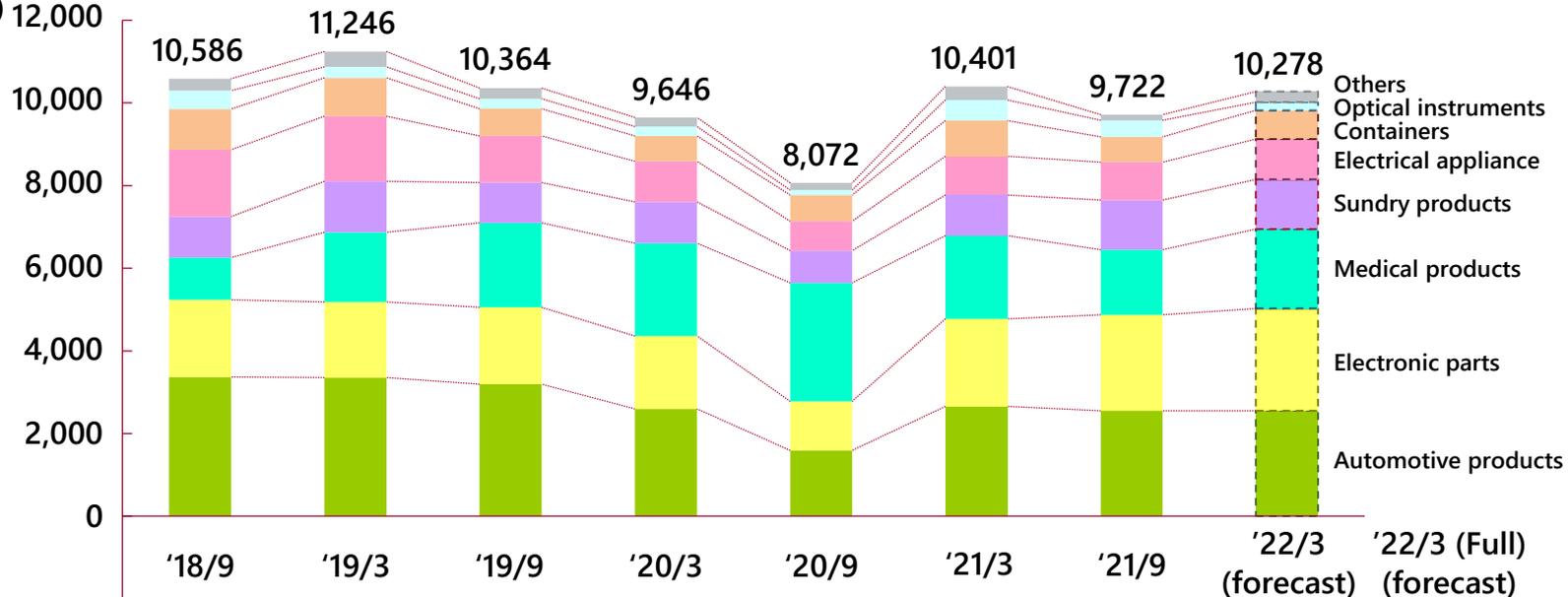
(Millions of yen)



|                | '18/9         | '19/3         | '19/9         | '20/3        | '20/9        | '21/3         | '21/9        | '22/3 (forecast) | '22/3 (Full) (forecast) |
|----------------|---------------|---------------|---------------|--------------|--------------|---------------|--------------|------------------|-------------------------|
| Others         | 364           | 298           | 274           | 253          | 197          | 396           | 290          | 210              | 500                     |
| North America  | 1,610         | 1,622         | 2,097         | 1,246        | 1,676        | 1,698         | 1,871        | 1,828            | 3,700                   |
| Europe         | 589           | 349           | 781           | 1,297        | 1,244        | 538           | 341          | 758              | 1,100                   |
| Other Asia     | 2,561         | 2,314         | 1,890         | 1,614        | 1,256        | 1,776         | 1,648        | 1,751            | 3,400                   |
| China / Taiwan | 1,480         | 1,335         | 1,234         | 1,160        | 939          | 1,814         | 1,849        | 1,751            | 3,600                   |
| Japan          | 3,979         | 5,325         | 4,086         | 4,073        | 2,757        | 4,178         | 3,720        | 3,980            | 7,400                   |
| <b>Total</b>   | <b>10,586</b> | <b>11,246</b> | <b>10,364</b> | <b>9,646</b> | <b>8,072</b> | <b>10,401</b> | <b>9,722</b> | <b>10,278</b>    | <b>20,000</b>           |
|                |               | 21,833        |               | 20,011       |              | 18,473        |              | 20,000           |                         |

# Sales by End User Categories (Half-yearly)

(Millions of yen) 12,000



|                               | '18/9         | '19/3         | '19/9         | '20/3        | '20/9        | '21/3         | '21/9        | '22/3<br>(forecast) | '22/3 (Full)<br>(forecast) |
|-------------------------------|---------------|---------------|---------------|--------------|--------------|---------------|--------------|---------------------|----------------------------|
| Others                        | 286           | 371           | 260           | 218          | 177          | 323           | 142          | 258                 | 400                        |
| Discs and optical instruments | 444           | 259           | 244           | 221          | 121          | 503           | 398          | 202                 | 600                        |
| Containers                    | 980           | 935           | 658           | 617          | 634          | 862           | 610          | 690                 | 1,300                      |
| Electrical appliance          | 1,619         | 1,575         | 1,124         | 986          | 713          | 940           | 920          | 979                 | 1,900                      |
| Sundry products               | 995           | 1,234         | 974           | 992          | 780          | 984           | 1,200        | 1,199               | 2,400                      |
| Medical products              | 1,018         | 1,686         | 2,048         | 2,254        | 2,867        | 2,010         | 1,573        | 1,927               | 3,500                      |
| Electronic parts              | 1,868         | 1,830         | 1,857         | 1,759        | 1,185        | 2,119         | 2,327        | 2,472               | 4,800                      |
| Automotive products           | 3,372         | 3,352         | 3,195         | 2,597        | 1,591        | 2,656         | 2,549        | 2,551               | 5,100                      |
| <b>Total</b>                  | <b>10,586</b> | <b>11,246</b> | <b>10,364</b> | <b>9,646</b> | <b>8,072</b> | <b>10,401</b> | <b>9,722</b> | <b>10,278</b>       |                            |

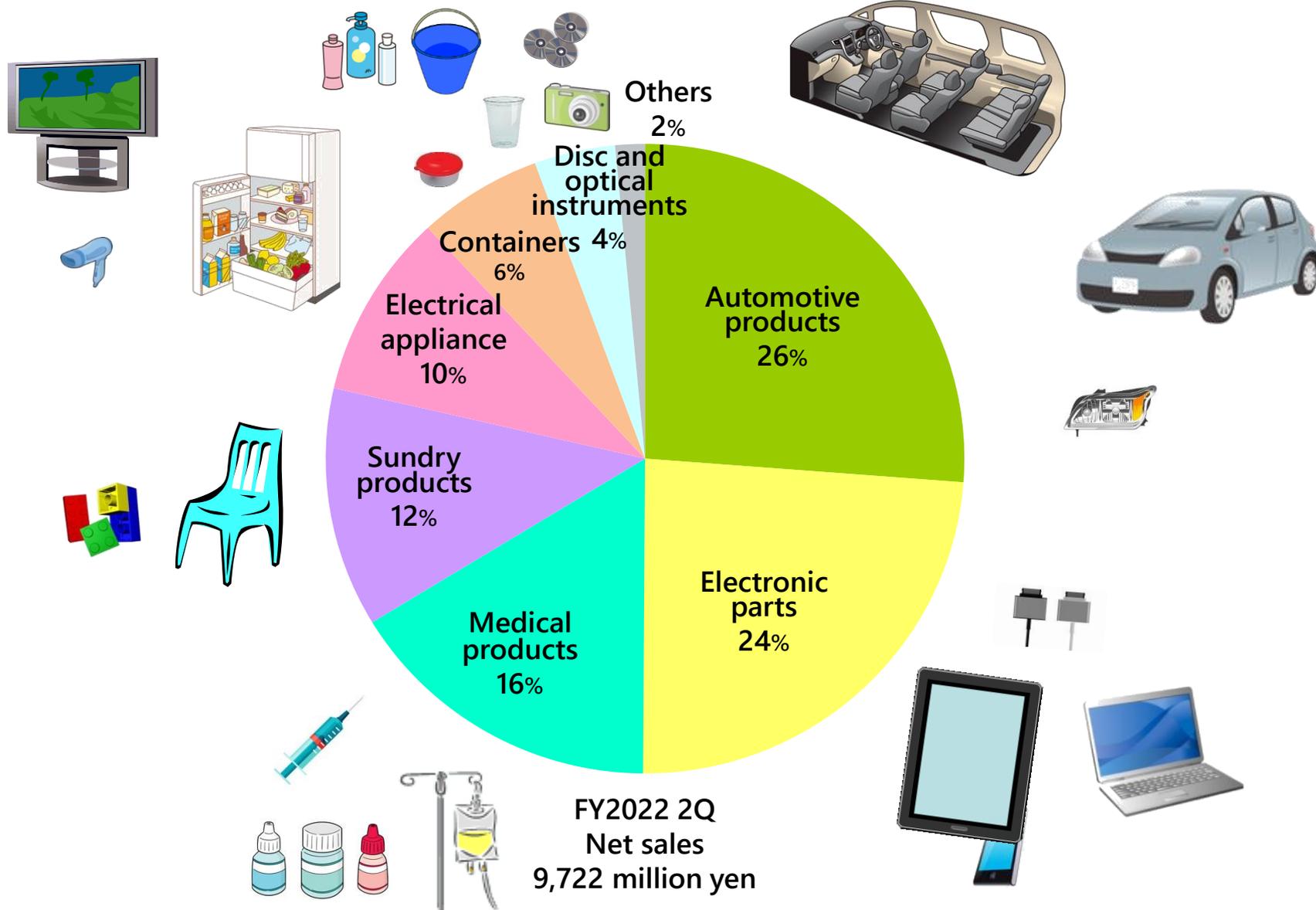
21,883

20,011

18,473

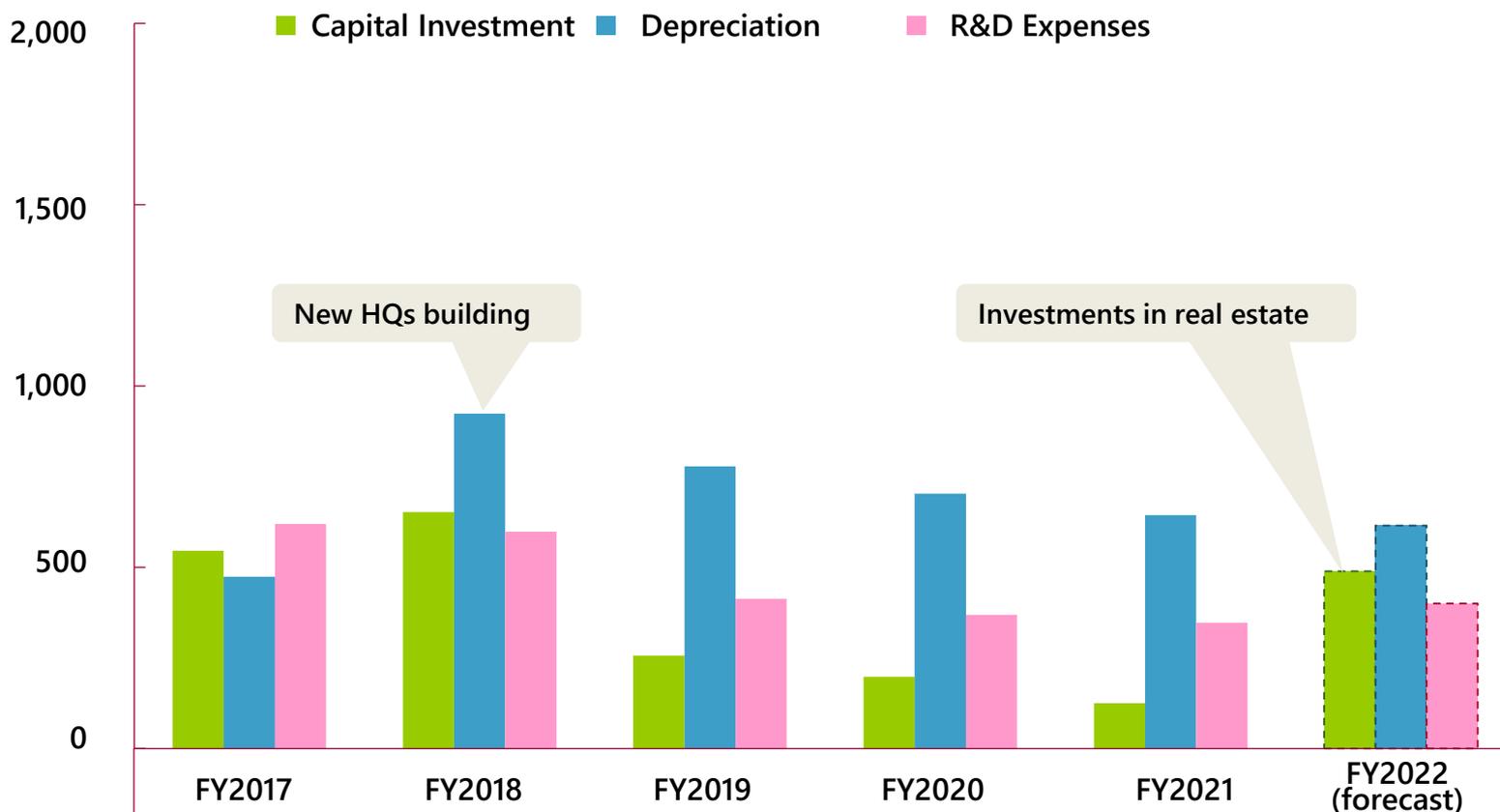
20,000

# Sales by End User Categories



# Capital Investment / Depreciation / R&D

(Millions of yen)



|                    |     |     |     |     |     |     |
|--------------------|-----|-----|-----|-----|-----|-----|
| Capital Investment | 546 | 652 | 256 | 198 | 125 | 489 |
| Depreciation       | 474 | 924 | 778 | 703 | 643 | 600 |
| R&D Expenses       | 619 | 598 | 413 | 369 | 347 | 400 |

# Medium-term Objectives

FY2021

- Net Sales: 18.4 billion yen
- Ordinary Profit: 2.6 billion yen
- Ordinary Profit ratio: 14.1 %
- EPS: 53 yen

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

Strategy4: Expansion into New Business

Strategy3: Cultivation of Human Resources

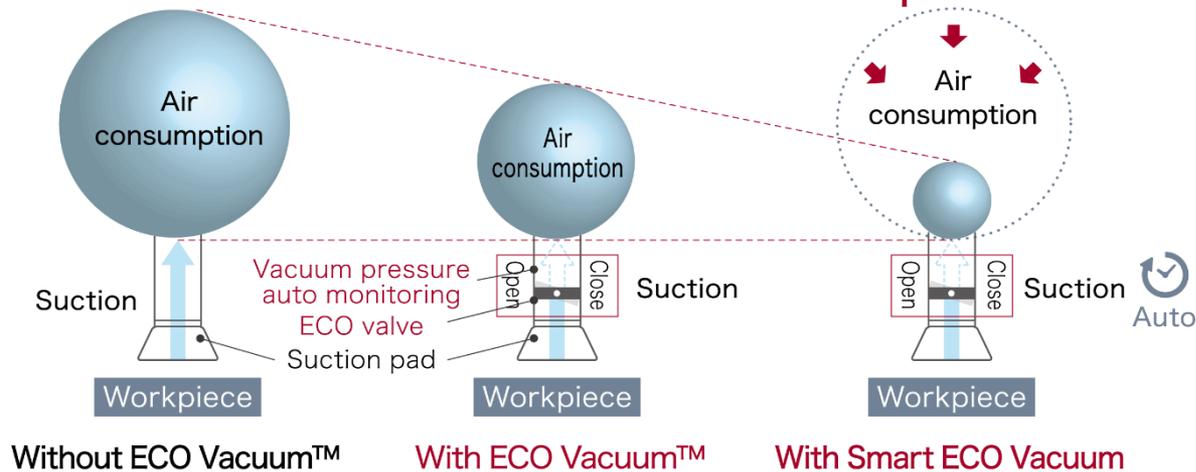
Strategy2: Enhancement of the Global Network

Strategy1: Enhancement of the Products

# Strategy 1: Enhancement of the Products (1)

- Launching environmentally-friendly robots
- Contribution to 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 1: Enhancement of the Products (2)

- Launching products meet regionality and user needs

For medical and  
high-cycle



Side entry robot “SX-41” (released in July 2021)

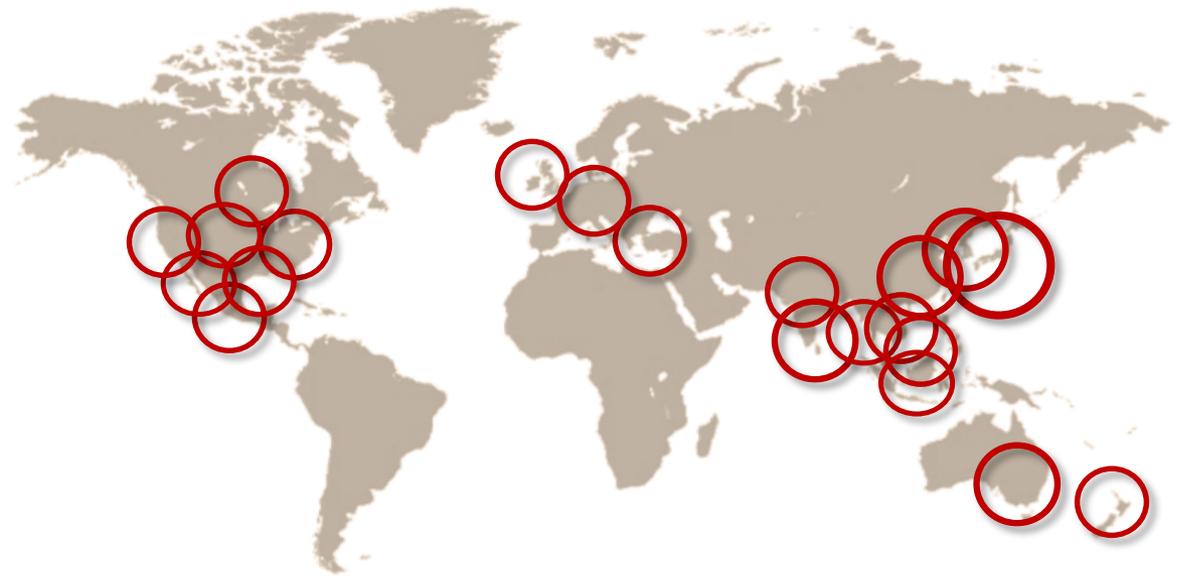


LA robots (released in March 2021)

For large-size injection  
moulding machine

## Strategy 2: Enhancement of the Global Network

- New product development according to regional characteristics
- Established a subsidiary in Munich, Germany for sales expansion in Europe
- Target on the top class companies in the world
- Win local customers in each counties



## Strategy 3: Cultivation of Human Resources

- Cultivation of System Integrator to accommodate various automation needs
- Development of human resource qualified in Safety Assessor
- A wide variety of training
  - Technical training program (also started e-learning), Training program for managers,
- Ratio of female managers: 5.0% by promoting female powers (Industry average 2.9%<sup>\*1</sup>)

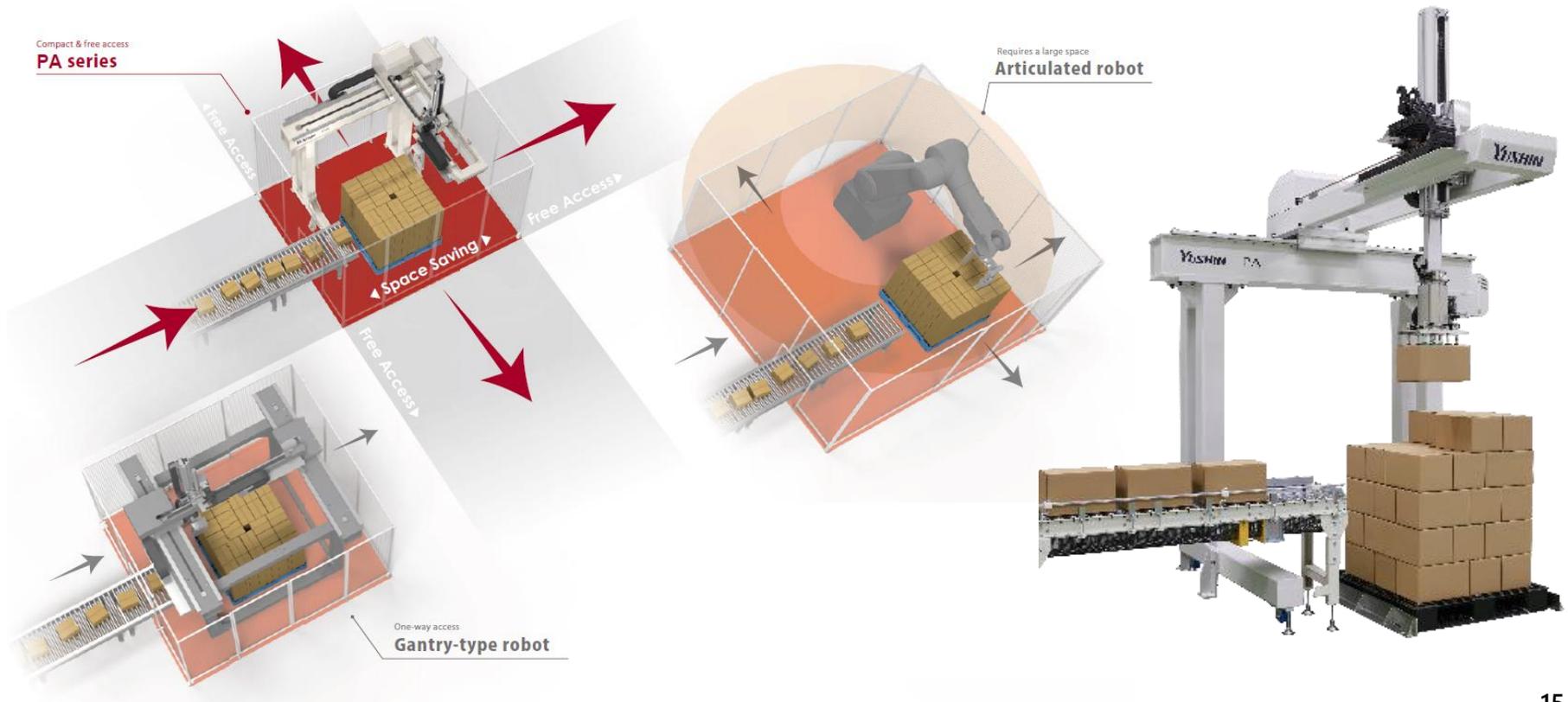


\*1 Source: Ministry of Health, Labor and Welfare "Basic Survey on Wage Structure" in 2020

# Strategy 4: Expansion into New Business

Released the palletizing robot "PA" series in June, 2020

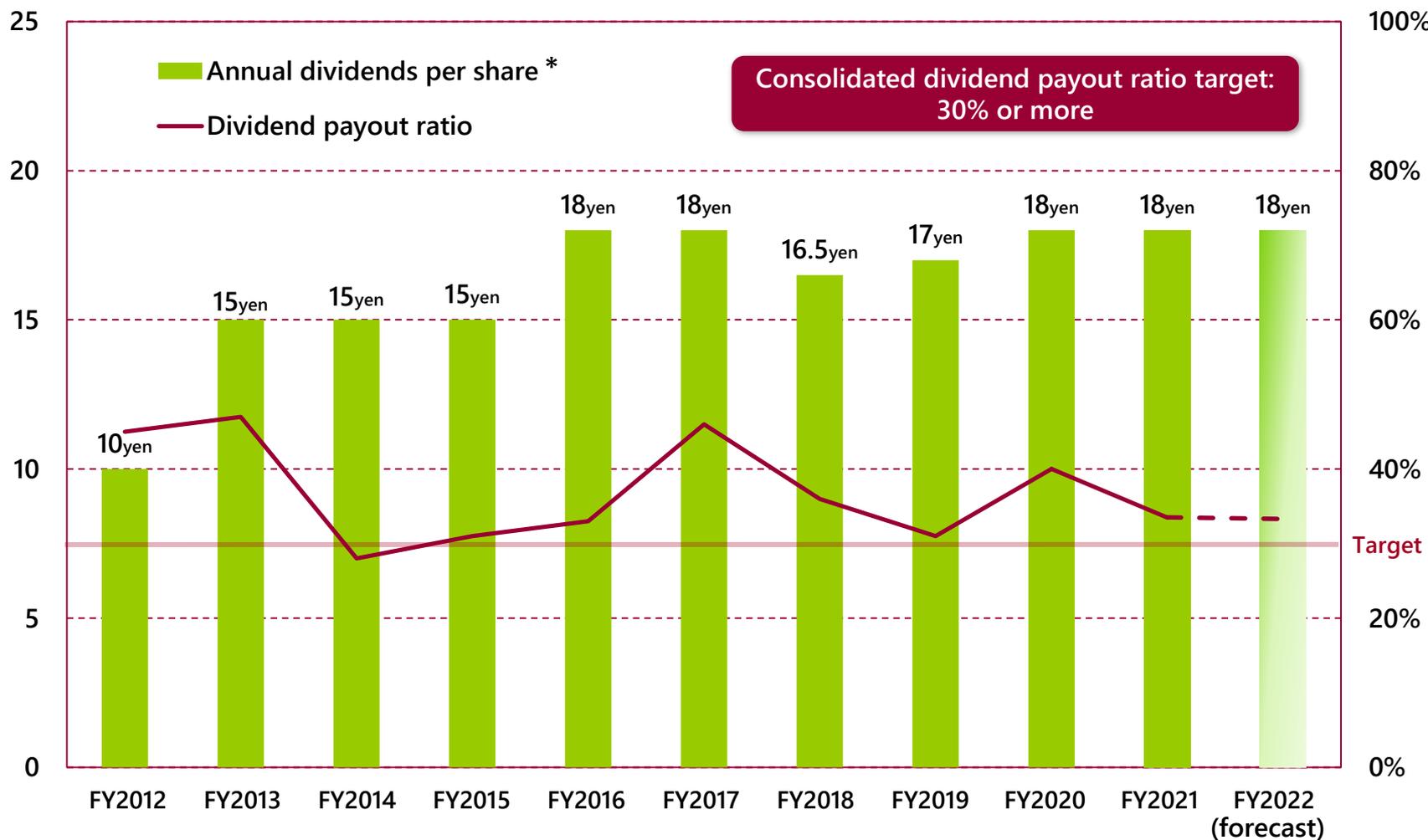
- Acquire new customers mainly in the food industry
- Strengths of space saving and free access



# Return to Shareholders

Annual dividends(yen)

Dividend payout ratio



\* Annual dividends per share is converted to stock base after dividing stock (1:2).

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## <Appendix> Company Profile

Name: YUSHIN PRECISION EQUIPMENT CO., LTD.

President: Takayo Kotani

Establishment: October, 1973

Capital: 1,985 million yen

Number of employees:

689 (Consolidated, as of Sept. 30, 2021)

Consolidated net sales:

18,473 million yen (FY2021)

Securities code: 6482 (First Section of the TSE)

Trading unit: 100 shares



## <Appendix> YUSHIN's Strength

### Technology

- Persistence in the industry First
- Challenge to new business areas

### Wide customers

- Global
- Various industries

### Reliability

- Offering high-quality products
- Quick response in sales and technical service
- The delivery strictly being on time

### Financial Foundation

- No loan payable
- High shareholders' equity ratio
- Efficient operations with minimum facility & equipment

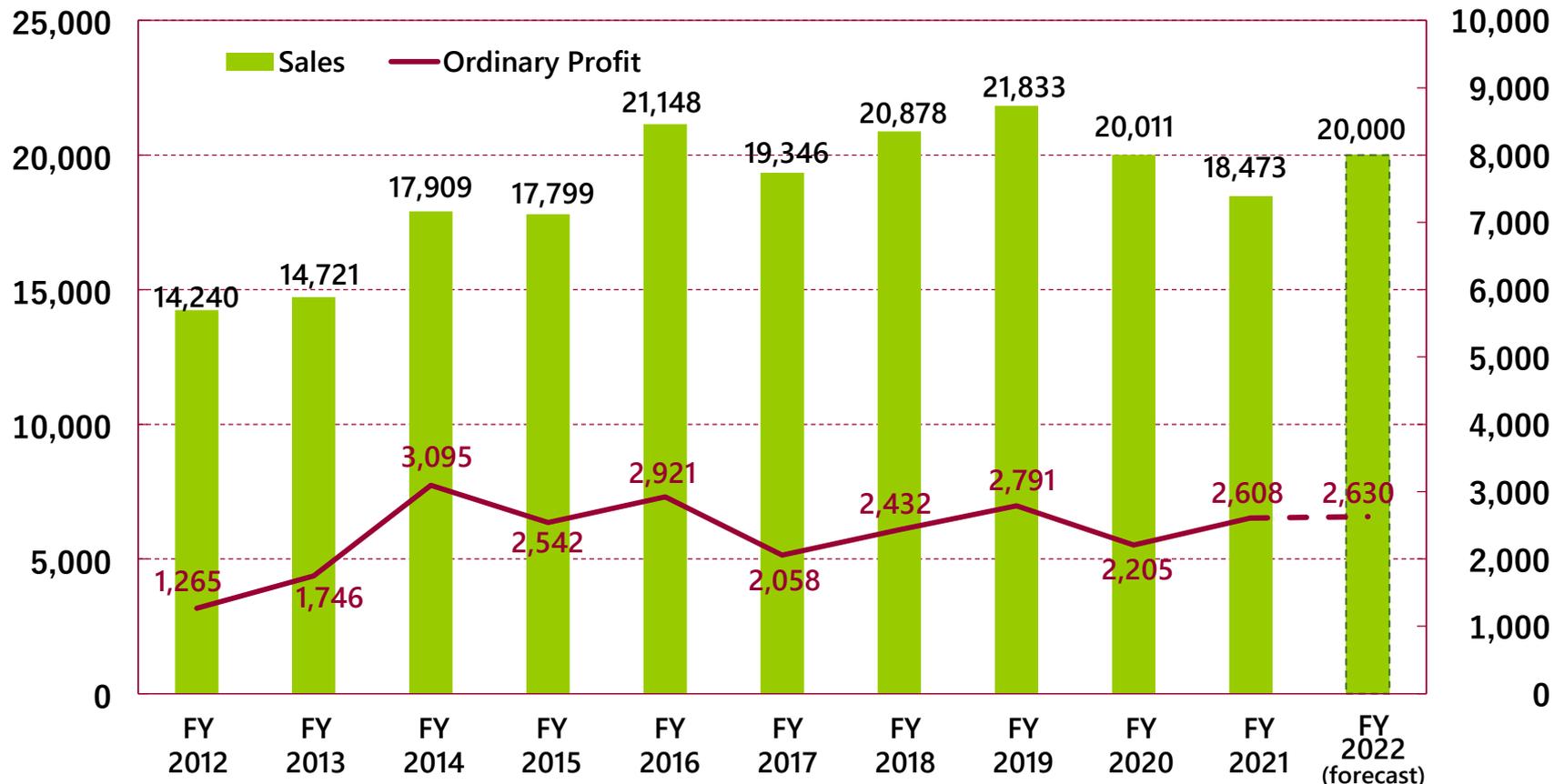


**No.1 Market Share**

# <Appendix> Change in Performance

Sales  
(Millions of yen)

Ordinary Profit  
(Millions of yen)



Operating Profit  
Rate (%)

8.9

10.2

15.6

12.9

14.6

10.9

11.3

12.6

11.5

13.7

13.0

Ordinary Profit  
Rate (%)

8.9

11.9

17.3

14.3

13.8

10.6

11.7

12.8

11.0

14.1

13.2

# <Appendix> Change in Performance of Subsidiaries

(Millions of yen)

| Country           | Setup   | Investment ratio | FY2020    |                  |        | FY2021    |                  |        |
|-------------------|---------|------------------|-----------|------------------|--------|-----------|------------------|--------|
|                   |         |                  | Net sales | Operating profit | Profit | Net sales | Operating profit | Profit |
| South Korea       | 2000.10 | 100.0%           | 986       | 45               | 18     | 1,202     | 71               | 71     |
| China (Shanghai)  | 2007. 2 | 100.0%           | 993       | 32               | 31     | 1,473     | 93               | 89     |
| China (Shenzhen)  | 2004. 4 | 100.0%           | 489       | (16)             | (8)    | 676       | 36               | 35     |
| Taiwan            | 2001. 7 | 100.0%           | 100       | 33               | 26     | 83        | 16               | 12     |
| Indonesia         | 2012.11 | 99.0%            | 227       | 8                | 5      | 145       | (1)              | (3)    |
| Vietnam           | 2014. 2 | 100.0%           | 90        | 12               | 10     | 84        | 10               | 9      |
| Malaysia          | 2001. 5 | 100.0%           | 200       | 14               | 7      | 153       | 11               | 7      |
| Thailand          | 2001. 8 | 49.0%            | 802       | 88               | 71     | 675       | 33               | 32     |
| India             | 2007. 8 | 95.0%            | 51        | 2                | 0      | 29        | (4)              | (4)    |
| Germany           | 2019. 6 | 100.0%           | 5         | (36)             | (36)   | 42        | (31)             | (30)   |
| UK                | 2004. 3 | 95.6%            | 2,632     | 267              | 220    | 1,871     | 406              | 306    |
| USA               | 1988.10 | 100.0%           | 2,912     | 269              | 204    | 3,460     | 468              | 347    |
| China (Guangzhou) | 2008. 9 | 100.0%           | 1,075     | 68               | 25     | 1,574     | 139              | 130    |

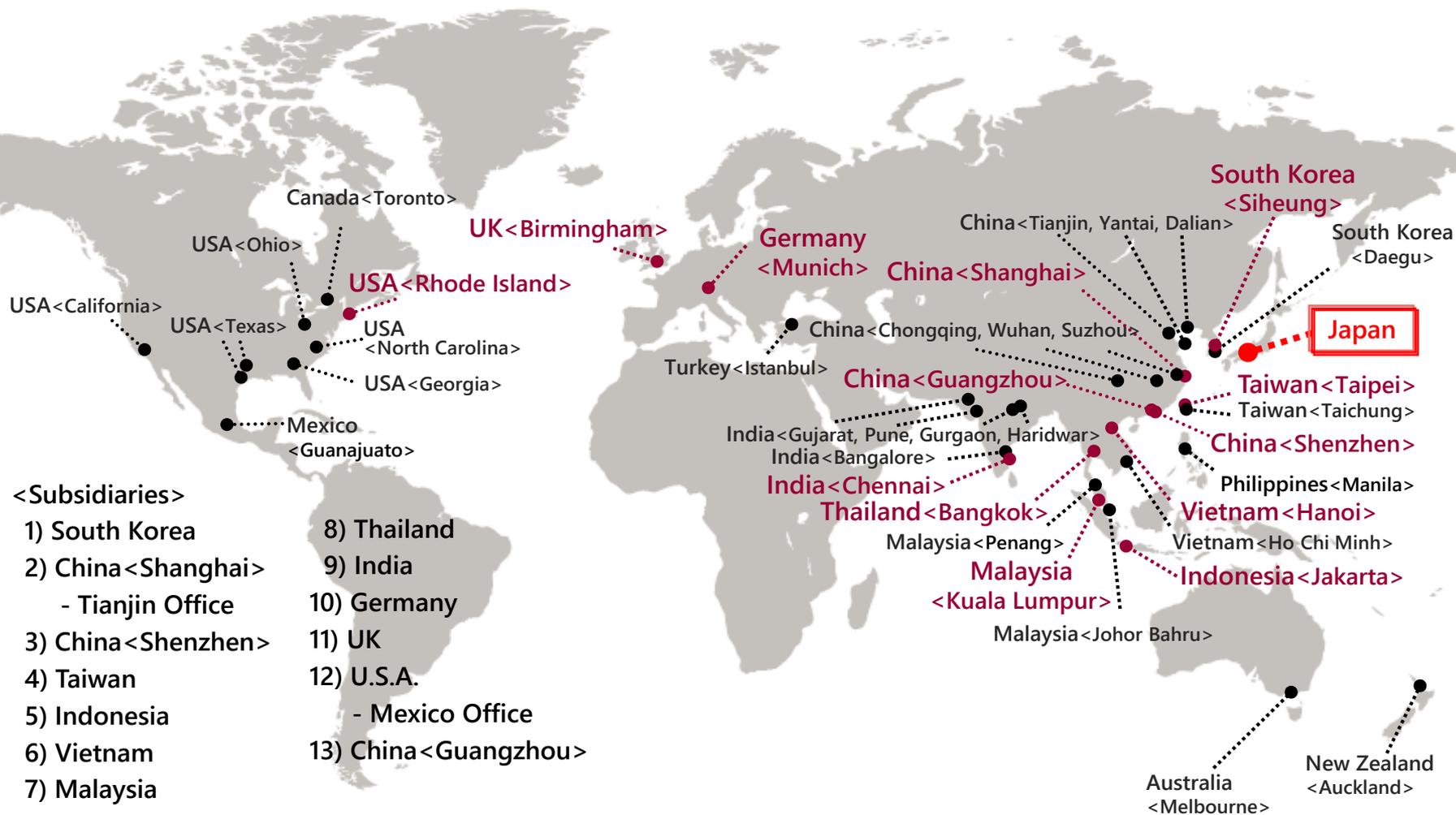
&lt;Exchange Rates&gt;

USD  
GBP  
CNY

108.74 yen  
138.24 yen  
15.60 yen

106.06 yen  
138.68 yen  
15.67 yen

# <Appendix> Global Network



●..... Subsidiaries  
 ●..... Branches, Representative offices, Technical service stations and Agents

<Subsidiaries>

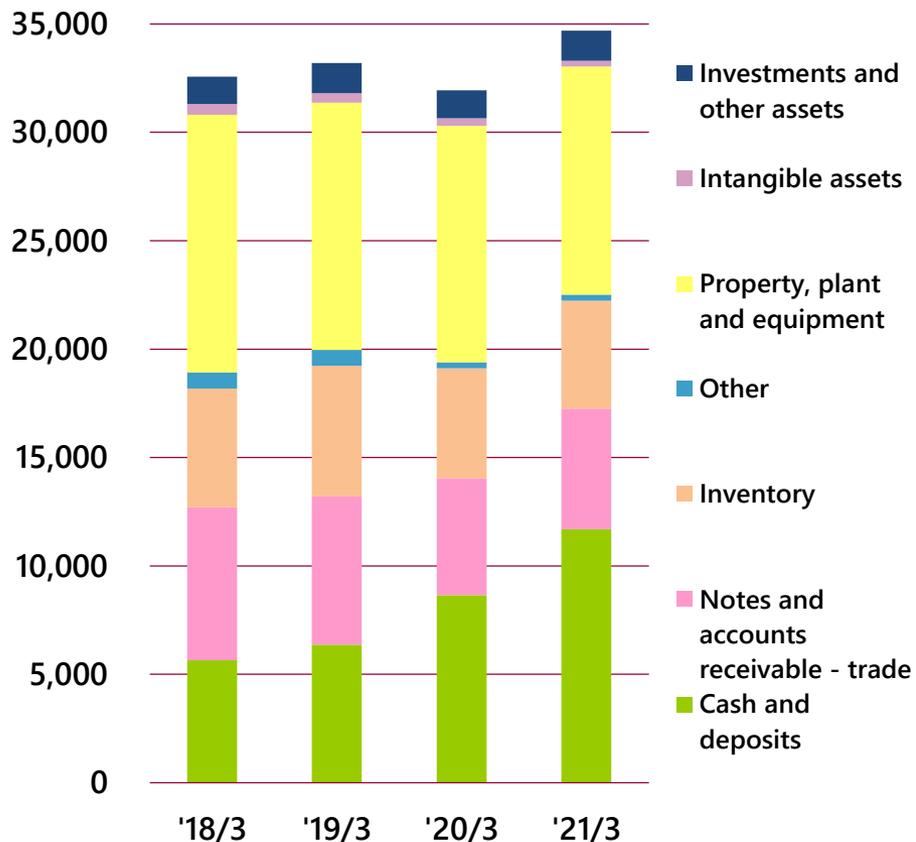
- |                    |                      |
|--------------------|----------------------|
| 1) South Korea     | 8) Thailand          |
| 2) China<Shanghai> | 9) India             |
| - Tianjin Office   | 10) Germany          |
| 3) China<Shenzhen> | 11) UK               |
| 4) Taiwan          |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

<Representative Office>

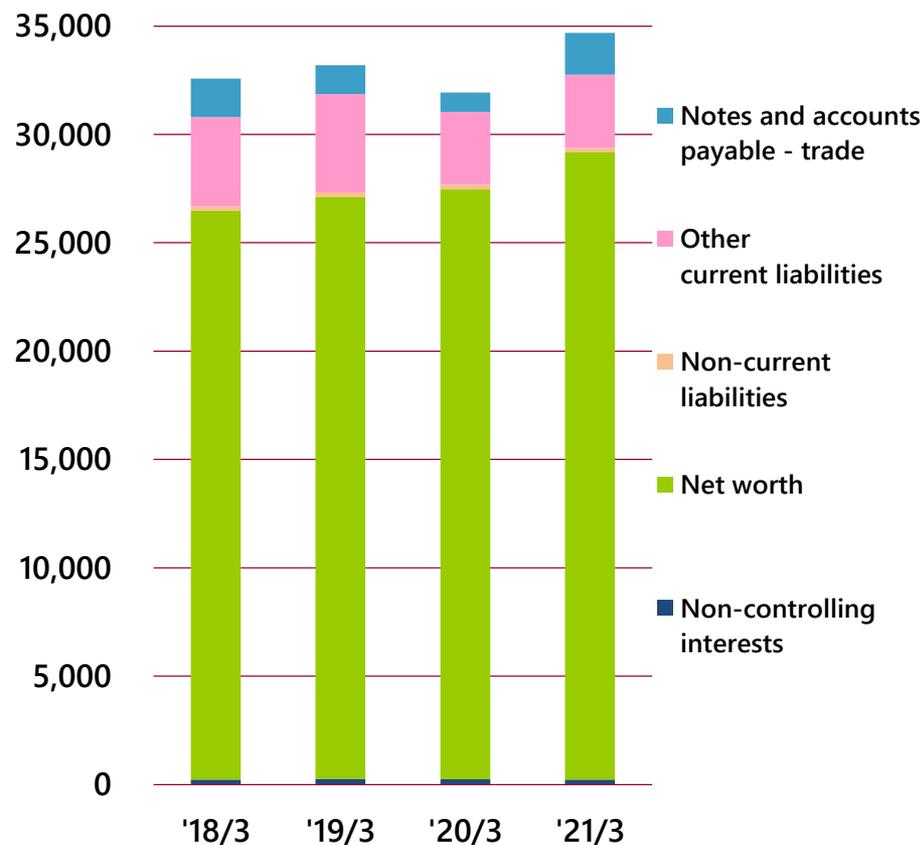
- 1) Philippines

# <Appendix> Balance Sheets

<Assets> (Millions of yen)



<Liabilities, Net Assets> (Millions of yen)

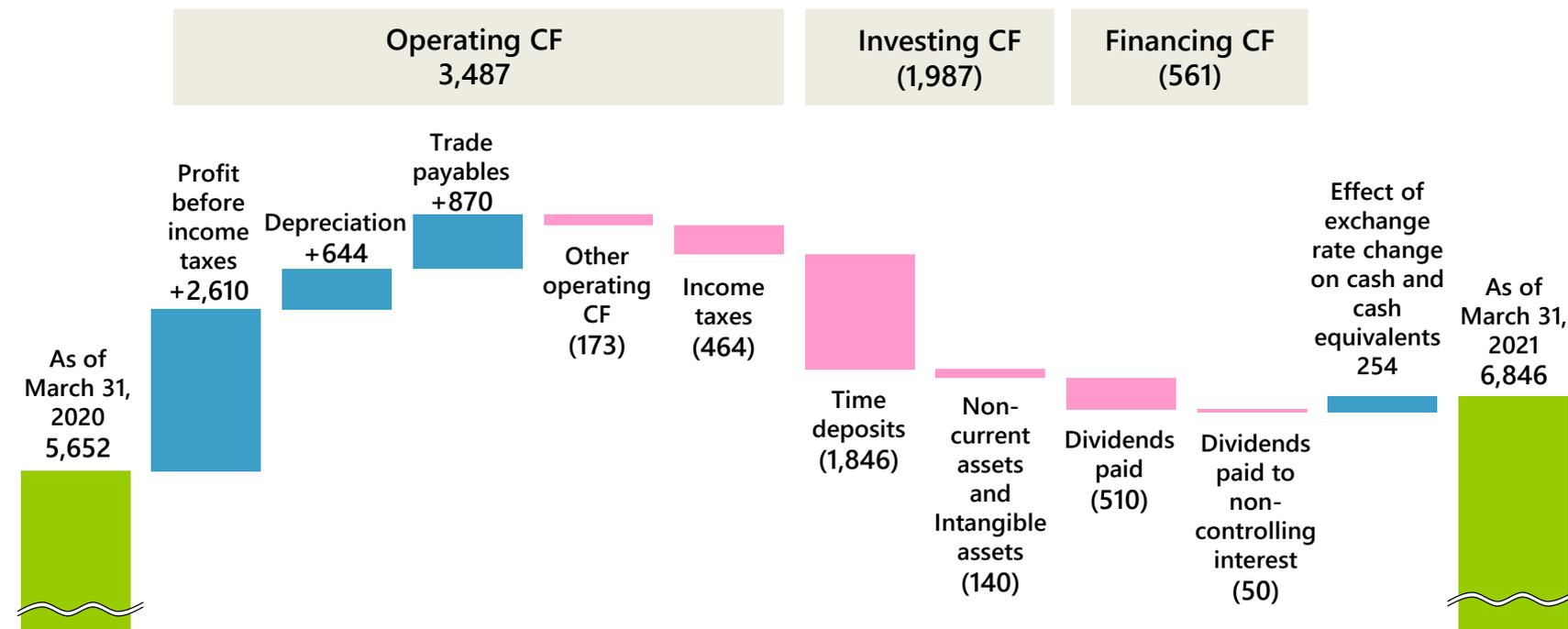


➤ Increase in "Cash and deposit"

- Keep high equity ratio at more than 80%
- Keep no interest-bearing debt

# <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)

|              | FY2016  | FY2017 | FY2018  | FY2019  | FY2020  | FY2021  |
|--------------|---------|--------|---------|---------|---------|---------|
| Operating CF | 2,218   | 1,626  | 1,223   | 2,291   | 3,558   | 3,487   |
| Investing CF | (5,105) | (471)  | (2,511) | (61)    | (1,475) | (1,987) |
| Financing CF | (677)   | (678)  | (659)   | (1,316) | (946)   | (561)   |

# <Appendix> Product Lineup (1)

## Take-out Robots

**FRA series**  
< Traverse type >



**HSA series**  
< Traverse type >



**HST series**  
< Traverse type >



**RC series**  
< Traverse type >



**YD series**  
< Traverse type >



**TSXA series**  
< Side-entry type >



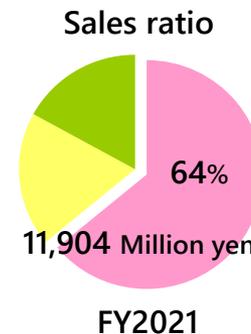
**SD series**  
< Traverse type >



**ATC series**  
< Traverse type >



**HOP series**  
< Swing type >



# <Appendix> Product Lineup (2)

## Custom-ordered Equipment

Flexible module stocker



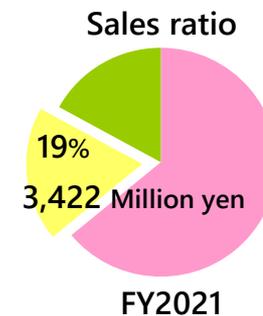
In-mold system



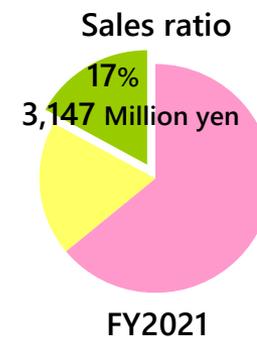
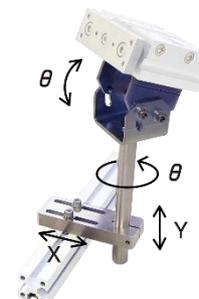
Gate cutting system



Palletizing robots



## Parts and Maintenance service





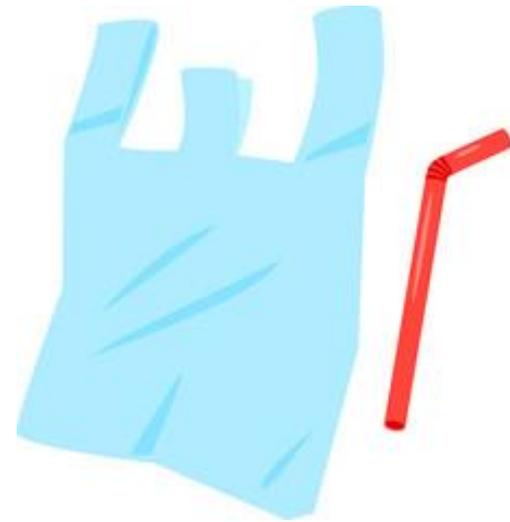
# <Appendix> ESG

|                                   |  |
|-----------------------------------|--|
| <p><b>E</b><br/>Environmental</p> | <p>&lt; Environmental load reduction &gt;</p> <ul style="list-style-type: none"> <li>- Development of energy-saving products (Won the JMF's Energy-Efficient Machinery Award)</li> <li>- Promotion of environmental management system (ISO14001)</li> </ul>  |
| <p><b>S</b><br/>Social</p>        | <p>&lt; Working style reform of customer factories &gt;</p> <ul style="list-style-type: none"> <li>- Providing factory automation system</li> </ul> <p>&lt; Safety and security &gt;</p> <ul style="list-style-type: none"> <li>- Sale of the world's highest safety standard equipped robot</li> </ul> <p>&lt; Improvement of working environment &gt;</p> <ul style="list-style-type: none"> <li>- Working style support team</li> <li>- System of maternity leave and shorter working hours (more than statutory)</li> <li>- Working support for mothers "YUSHIN Mama's Meeting"</li> </ul> |
| <p><b>G</b><br/>Governance</p>    | <p>&lt; Strengthen the governance system &gt;</p> <ul style="list-style-type: none"> <li>- Of the 8 Directors, 3 are External Directors</li> <li>- Improvement of Board of Directors by effectiveness evaluation</li> </ul> <p>&lt; Diversity &gt;</p> <ul style="list-style-type: none"> <li>- Of the 8 Directors, 2 are women</li> </ul>   |

## Related SDGs Items



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



## YUSHIN PRECISION EQUIPMENT CO., LTD.

Contact: Corporate Planning Office

(E-mail) [irinfo@kyo.ype.co.jp](mailto:irinfo@kyo.ype.co.jp)

<https://www.ype.co.jp/en/>

The IR site distributes explanatory meeting information and various materials.

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

You can also access from this QR code.



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### Notes:

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