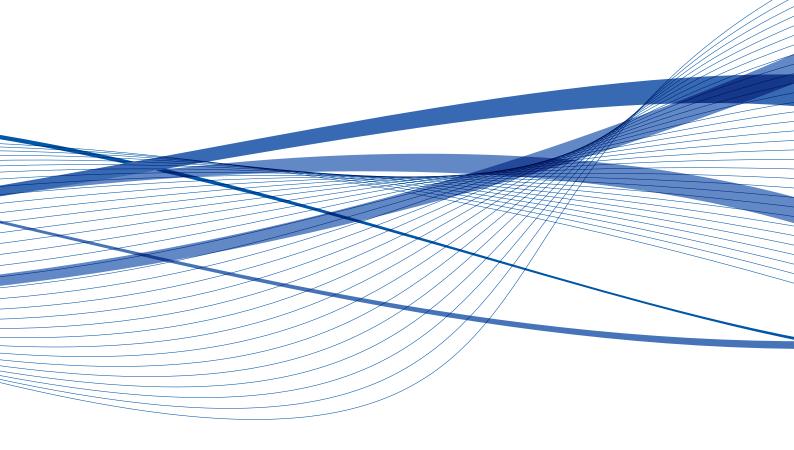
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## CORPORATE GUIDE



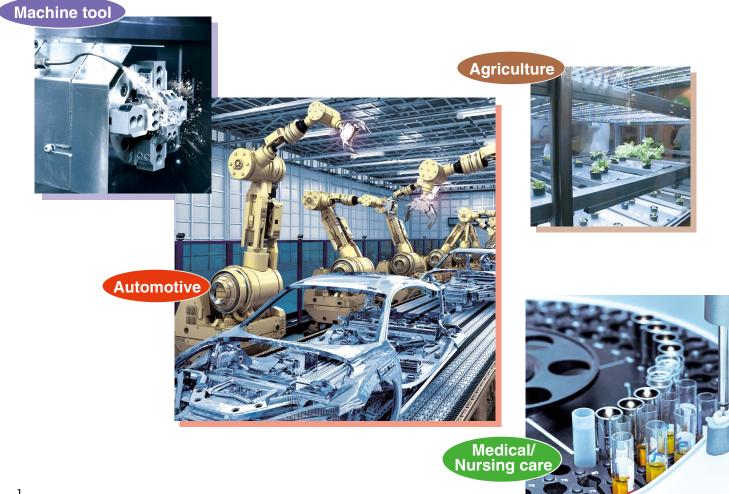
# SMC: Trusted General Manufacturer of Automatic **Control Equipment**

SMC manufactures pneumatic equipment and machine elements that play an essential role in the automation of various industries, from robots and other devices required in the automation of factory production line manufacturing and assembly processes to automatic inspection equipment used for medical and semiconductor manufacturing equipment.

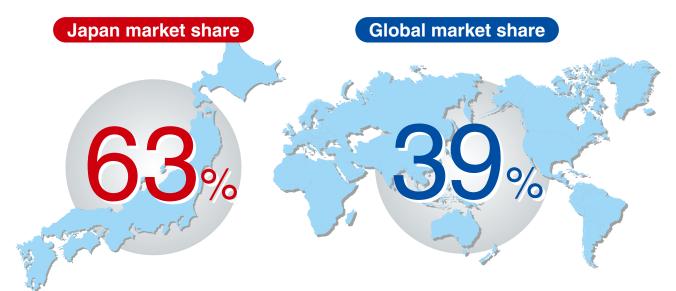
With globalization has come a growing demand for IT, robot, and AI solutions. It is now more important than ever to not only simply understand our customers' needs but to anticipate their future needs in order to provide true customer satisfaction.

SMC places a heavy importance on listening to each and every customer carefully in order to appropriately respond to their needs in a timely manner.

SMC's tightly-knit global network enables the provision of close communication, sophisticated technical services, and a stable supply of products—all in the name of customer satisfaction.

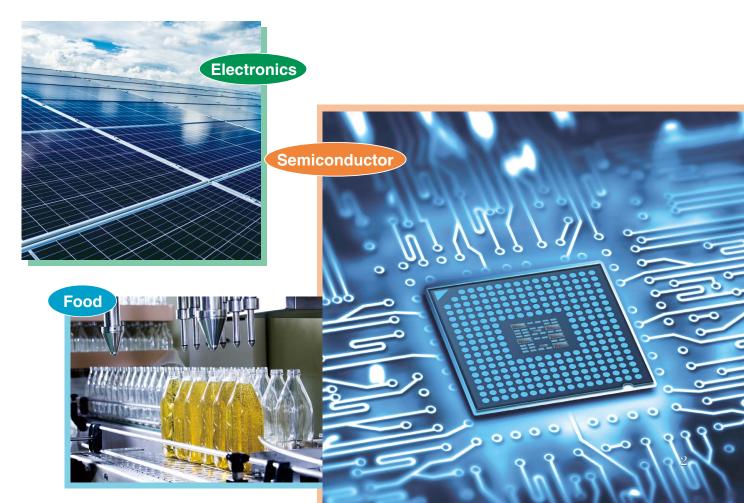


### SMC possesses the largest market share in both domestic and international markets.



### The stage is set for the endless possibilities that pneumatic control technologies have to offer.

The development of sophisticated automation in the industrial world has sparked a rapid growth in the use of pneumatic components in other industries. Pneumatic components are no longer only a mainstay of core industries such as the energy, automotive, electronics, and machinery industry; they are now being used in a growing number of other industrial fields as well. As the demand for high-tech applications continues to grow at lightning speed, pneumatics will continue to play an important role in supporting the information technology industry, and industrial robot industry—which includes medical and nursing care support robots—and other technological advances such as the shift to smart factories. We are happy to say that the future of pneumatics appears to be a bright one.



# 12,000 basic models and 700,000 va A wide range of product variations

### A complete lineup of pneumatic control systems

As a general supplier of pneumatic components, SMC is able to provide a complete system of product suitable to a variety of applications. Our broad range of product variations available for each system component is what allows SMC to offer a pneumatic system that is capable of specifically meeting the diverse needs of our customers.



Ionizers

Electrostatic Sensors

Pressure Switches

Flow Switches

# riations: to accommodate various applications

### **SMC Products in Peripheral Markets**

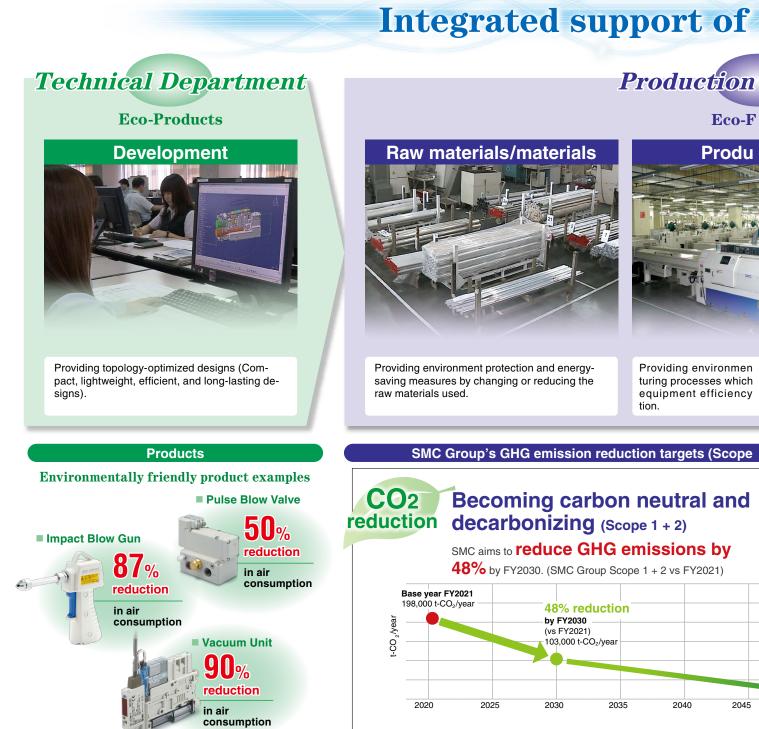
SMC products are no longer only for use in conventional pneumatic control systems. We are continually expanding our product lineup to cover peripheral markets as well. SMC products have always been developed to satisfy unique requirements, and our commitment to customer satisfaction is the driving force behind our pursuit of developing products for new markets.

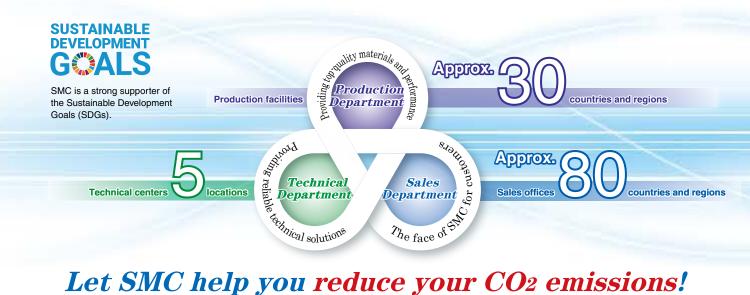


# Environmentally friendly production process and product performance improvements

Over the years, SMC has continued to take on its social responsibility to seriously promote and support sustainability in order to minimize negative impacts to the environment. SMC is always looking to develop newer and greener solutions with CO<sub>2</sub> reduction as a top priority as a leader in the field of pneumatics.

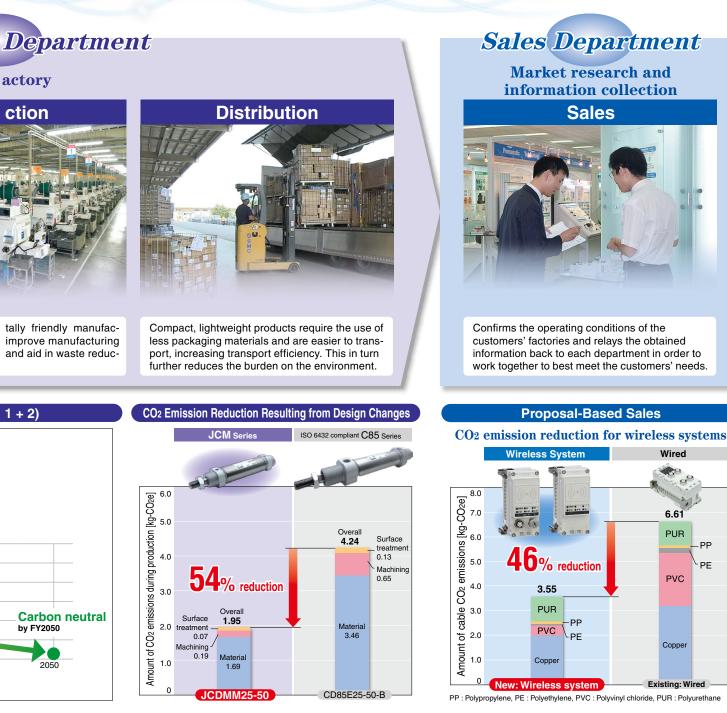
One of the key components of our comprehensive approach is the designing of compact and lightweight products. Smaller, lighter products require less raw materials to make and less time to process. In addition, the products themselves use less energy. All of these efforts contribute to reduced CO<sub>2</sub> emissions. SMC's fully integrated technical, production, and sales departments are able to respond to the needs of our customers from around the world with a shared goal of finding new methods to effectively protect the environment.





Let SMC help you reduce your CO2 emissions!

### **CO2** emission reduction



PP

PE

6



# 1,700 experienced engine to meet the specific need

Pneumatic control is entering a new era of high technology. This is demonstrated by its merging with the rapidly growing field of information technology, its expanding into the life science field, and its increasing role in environmental responsiveness and energy saving. SMC is responding to pneumatics' growing role by making improvements in performance, quality, and durability as well as by incorporating themes of high-performance, multi-functionality, miniaturization, and new materials. It is by pursuing research and development in multiple fields that we are able to produce a constant flow of new products.

In addition, by considering international standards from the inception stage, we are able to create products that can be applied worldwide.

Our highly qualified engineering staff, comprised of 1,700 specialists from a great number of fields, is ready to provide our customers with prompt and detailed solutions to their specific problems.



### Our numerous facilities allow us to respond appropriately to market needs in a timely manner.

By researching electronic control technologies and developing products for fields such as the semiconductor industry, SMC's research and development division is always ready to adapt products to the changing times. Thanks to our product development facilities, we are also able to provide our customers with an extensive variety of experimental equipment for cooperative research.











# ers providing quick solutions sof each customer















# SMC's global engineering Featuring technical cente China, and Japan

Following the basic concept of developing products from the customer's standpoint, SMC dedicates a great deal of staff and financial resources to research and development. This is undertaken to promote research on basic technology with future potential and to produce products that meet the needs of the marketplace in a timely manner. To provide speedy solutions to all our customers' problems, technical centers have been established in the U.S., Europe, and China, creating a powerful global engineering network with Japan as its nucleus. By constantly exchanging information and maintaining a strong focus on BCP support, our technical centers are able to continue research and development even in the event of an emergency, thus allowing SMC to continue offering ETC customers worldwide the same high standard of technical service quality they are accustomed to. 100 employees



The SMC UK Central Office in Milton Keynes provides support to the European market. Through SMC's far-reaching testing and development program, the provision of high-quality solutions—from concept to production—is possible. In addition, SMC offers products in compliance with European standards and directives as well as support and training in order to realize full product compliance.

GTC German Technical Centre

employees



While keeping up with technological trends in Germany, the center of the European industry, SMC is able to support each customer's unique designing and manufacturing needs via direct communication. This includes individualized support such as the development of madeto-order and unitized products, the proposal of solutions, and project management.

# network: rs in the U.S., Europe,









The CTC provides a structure for product development and technical support that can respond quickly to the diverse needs of our customers in the various industries and regions of China.

UTC U.S. Technical Center

150 employees



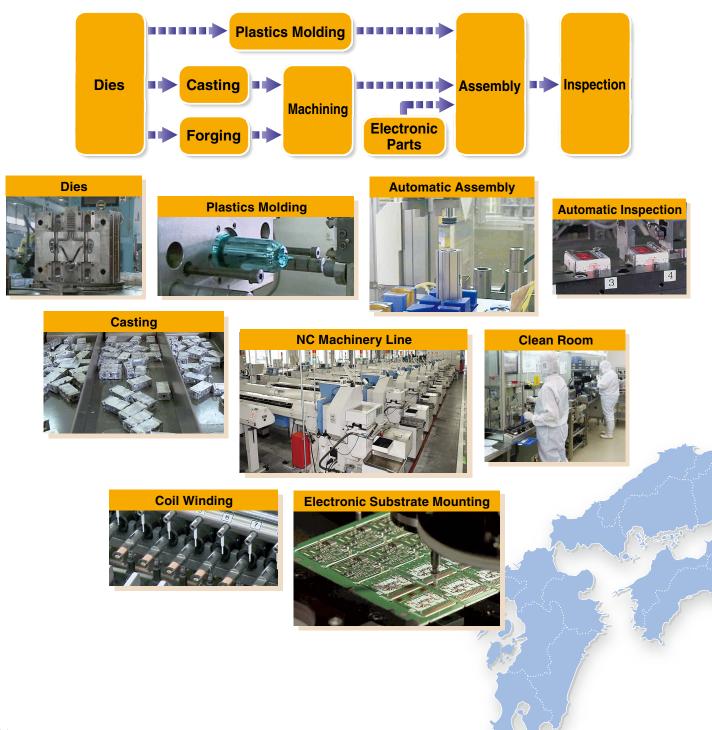
Through fundamental product data management, the UTC is able to offer support to each industry including those dealing with semiconductor manufacturing equipment, food and packaging machines, medical equipment, large vehicle and automobile manufacturing, as well as machinery manufacturing. The range of activities includes everything from basic product support for our standard products to the designing of made-to-order products and testing.



# SMC's unique production Bringing you high-quality with short lead times

SMC products reflect the market trend of greater diversification with 12,000 basic models and over 700,000 available variations. This is made possible by an integrated production system that includes casting, machining, surface treatment, coating, assembly, and inspection, all of which are performed in SMC's factories in order to quickly supply high-quality products to our customers. Furthermore, we use a unique production control system in which instructions for all production operations are performed automatically based on the information from the order received. As a result, SMC can provide products with short lead times.

### **SMC's Integrated Production System**



# system: products

### **Domestic Production Facilities** (Japan)





Yamatsuri Factory (Fukushima Pref.)













Soka Factory (Saitama Pref.)

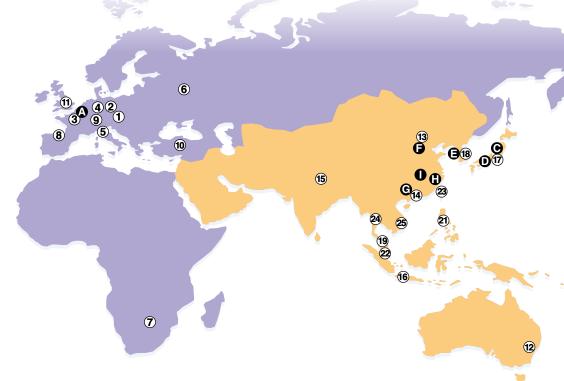




# A global production and dist with a stable and continuous

SMC provides products to world markets from six domestic production facilities, including our Soka (Saitama Pref.) and Tsukuba (Ibaraki Pref.) factories, as well as from overseas production facilities in China, Singapore, India, Vietnam, and the Czech Republic.

Additionally, in order to respond quickly and flexibly to the demands of local markets outside of Japan, overseas production facilities and distribution centers have been established in SMC subsidiaries around the world.



**Production Facilities** \* The names of countries and regions listed in each area are alphabetically indexed.

#### **Europe and Africa**

<li>① Austria</li>
<b>2</b> Czech Republic
3 France
④Germany





2 Australia
13 China
Hong Kong
15 India
6 Indonesia
~







# ribution network providing the world supply of high-quality products

With a solid BCP in place, which allows for business continuity and quick recovery, a stable supply of products can be ensured even after the occurrence of an emergency.





29 Mexico 30 United States of America





**30** United States of America



### **Distribution Centers**



#### **B** U.S. Central Warehouse





## Geast Japan Logistics Center



**D**West Japan Logistics Center



### G Korea Central Warehouse





# China: Logistics Center in Guangzhou







## **One-to-one communication** network and an experience organization

In order to satisfy each individual customer, SMC believes it is essential to promote sales activities that emphasize personal contact. The function of our sales staff is not simply to take the customers' orders but to accurately gauge the customers' needs and desires. They play an important role in the development of new products and services by providing vital feedback to the technical and production departments. For this reason, we invest a great deal in our support network and sales organization with the aim of developing closer relationships with our customers and becoming more familiar with their needs. SMC's sales force of 1,100 in Japan and 6,800 internationally is continually striving to cultivate closer communication with our customers.

#### Western

12

#### 10 Kyoto Region Kyoto, Fukuchiyama,

#### 13 Hiroshima Region Hiroshima, Fukuyama,

Shiga, Nara

#### 11 Osaka Region Osaka, Minami-osaka,

Kadoma, Kobe, Himeji

#### 12 Okayama Region

Okayama, Sanin, Takamatsu, Matsuyama

13



14

Yamaguchi 14 Kyushu Region

Fukuoka, Kita-kyushu, Oita, Kumamoto, Minami-kyushu

#### Central

#### 6 Shizuoka Region

Hamamatsu, Shizuoka, Numazu

#### **Toyota Region**

Toyota, Handa, Toyohashi

### 9 Kanazawa Region

Kanazawa, Toyama, Fukui

8 Nagoya Region

Nagoya, Yokkaichi, Komaki

#### Eastern

### Tohoku Region

Sendai, Sapporo, Kitakami, Yamagata, Koriyama

### North Kanto Region

Omiya, Kawagoe, Ibaraki, Utsunomiya, Ota, Nagaoka

#### 3 Koshin Region Kofu, Nagano, Suwa

#### 4 Tokyo Region Tokyo, Minami-tokyo,

Nishi-tokyo, Chiba

#### 5 Atsugi Region Atsugi, Yokohama

15

### facilitated by a highly extensive d sales support A wide range of information

in a variety of different settings

SMC has set up showrooms and other facilities in many different locations to promote the exchange of information with customers. Information is offered and suggestions are made through various presentations, training seminars, exhibitions, and other means. In order to maintain strong, close relationships with people and geographic regions, we aim to engage in high-quality sales activities that achieve more than just selling products.

#### Exhibitions



International Fluid Power Exhibition SMC participates in a large number of exhibitions around the world.



**Mechanical Components &** Materials Technology Expo SMC participates in exhibitions in Tokyo, Nagoya, and Osaka.



TAMAGO Exhibition Introduces next generation products, including made-to-order products, developed in response to customer requests



User exhibitions The exhibition of SMC product panels on a customer's premises

#### Showrooms

SMC has set up showrooms in many different locations to promote the exchange of information with customers.





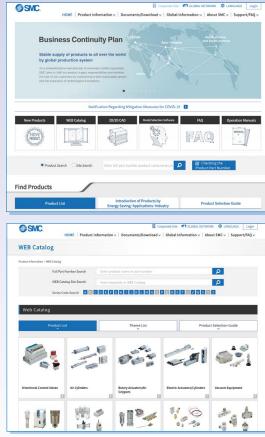
**Toyota Sales Office** 

Kyoto Sales Office



**Head Office** 

#### **Sales Promotion Tools**



**Online Best Automation Catalog** 

SMC website: https://www.smcworld.com For the latest information, including new product information

2D/3D CAD: reduced deign labor/various formats available

**Model selection software:** automatic selection of the smallest, most suitable product line to match your energy-saving needs



Mini panels To introduce new products by demonstrating the actual devices



Catalogs by industry or theme Catalogs suggesting the most suitable products for each industry and different business conditions



**Factory tours** To encourage closer communication and to aid in the provision of advanced technical services



Seminars Conducted country-wide, mainly at the showrooms in the eastern, central, and western regions 16



# With the largest global m presence in approx. 80 co

Starting with Australia in 1967, SMC has continued to move quickly into the international marketplace, steadily establishing local subsidiaries and distributors in approximately 500 locations in about 80 countries and regions around the world.

With the expansion of our international network, we have earned a solid reputation as a reliable international brand. Thanks to this network, we have been able to grow steadily and now hold the largest global market share (39%).

We will continue to view the world as a single market and further develop our sales organization in order to provide complete customer satisfaction.



# Service Network in The Americas

The Americas Zone supports the needs of the regions' customers with more than 80 sales branches, 5 local production With this network, SMC is able to provide customer support for specials and application assistance as well as locally assistance through the use of training kits and other materials.

SMC cooperates closely with a number of other Japanese companies operating in America to responsibly provide as



# arket share, SMC has a untries and regions worldwide

(4)

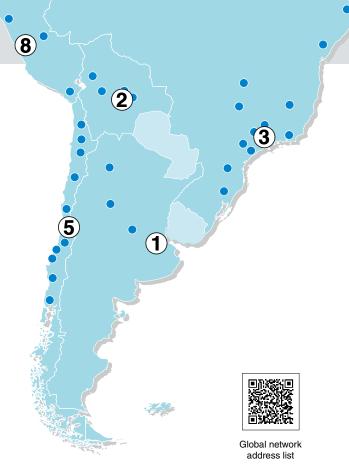
6

facilities, and over 2,000 employees. produced products. We also offer pneumatics education

many services as possible.



Subsidiary HQ
Sales Branch
Distributor

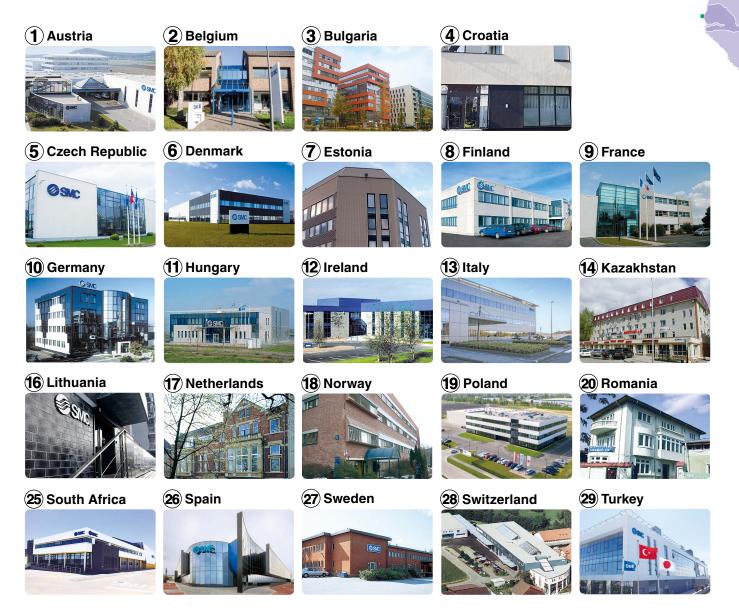


The names of countries are alphabetically indexed.



# Service Network in Europe and Africa

SMC products and services are available in 46 countries throughout Europe and Africa. This extensive sales network allows us to provide top-notch customer service while our production facility in the Czech Republic, our European Central Warehouse (ECW), and local subsidiaries that manufacture simple special-order products allow us to meet the demands of all of our customers in Europe. We also have a combined total of 210 engineers from various countries, including Japan, stationed at our European Technical Centre (ETC) in the UK and our German Technical Centre (GTC) in Germany working diligently on customers' projects. Communication within the centers is conducted smoothly in not only English but also other languages, thereby building solid business partnerships across Europe and Africa.







### Service Network in Asia and Oceania

SMC's Asia and Oceania service network includes local subsidiaries, 14 production facilities, more than 220 sales offices, and approximately 8,000 staff members, covering 26 countries and regions such as Korea, India, the ASEAN countries, Australia, New Zealand, and the Chinese-speaking sphere that includes China, Hong Kong, and Taiwan. SMC is dedicated to providing a reliable support system for all users operating across Asia and Oceania.









**7** Malaysia







8 New Zealand





#### **9** Singapore





(5)Indonesia

(10) Taiwan





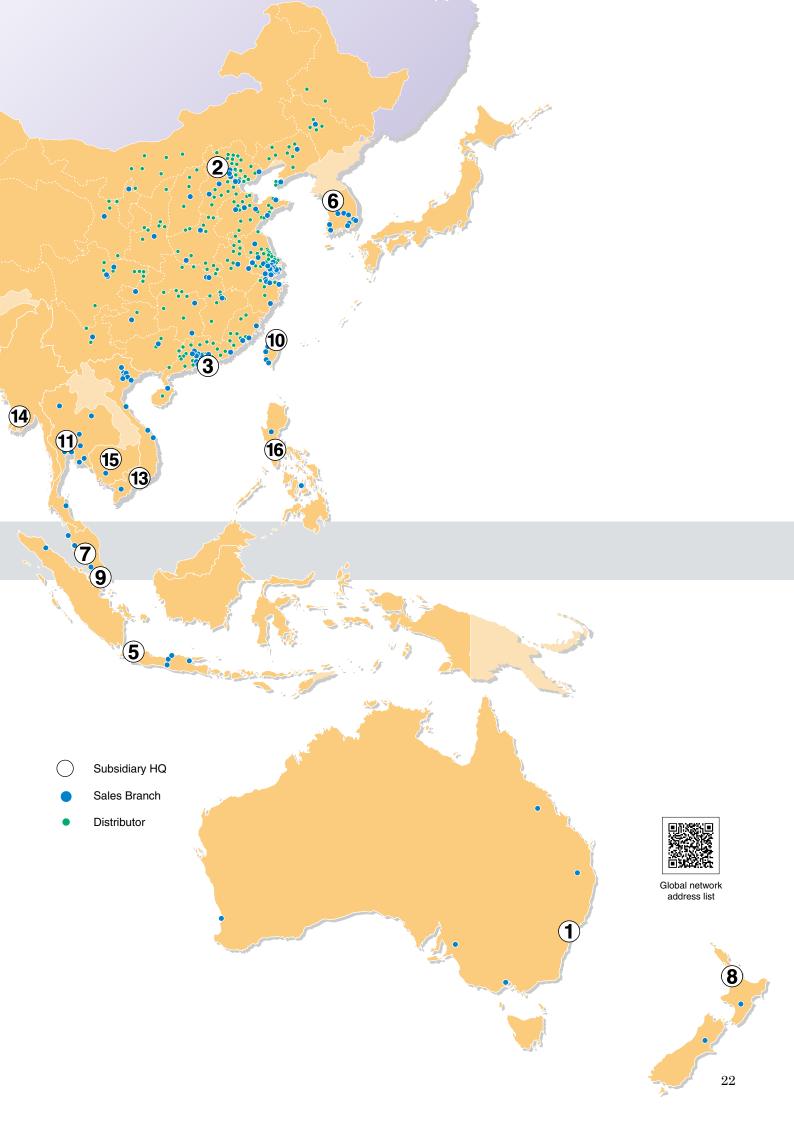




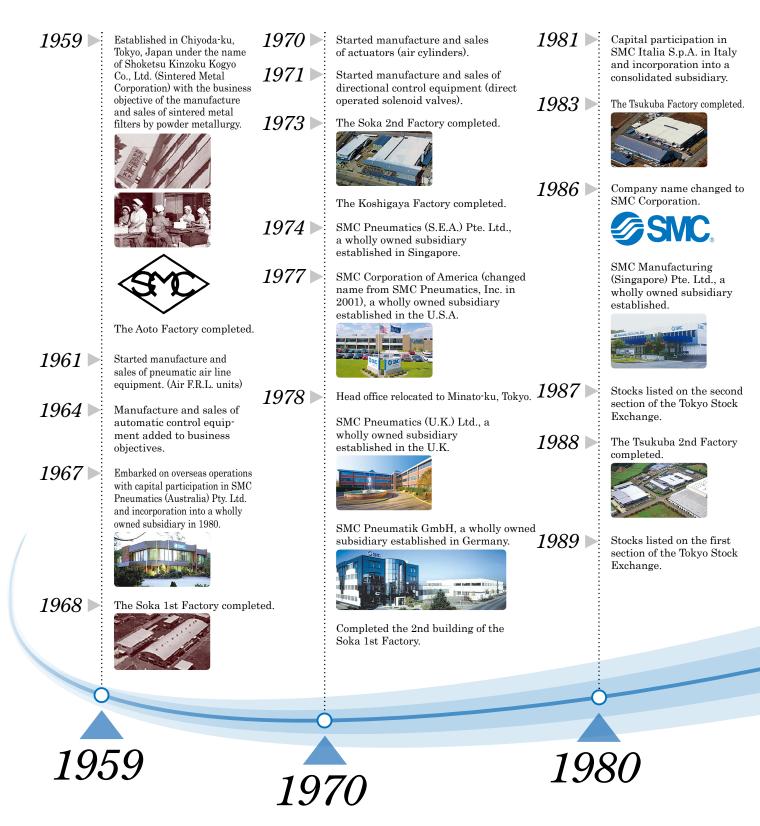


### **14** Myanmar

(15) Cambodia (Under the jurisdiction of Singapore)
(16) Philippines (Under the jurisdiction of Singapore)



# **Corporate History**





# 1990

#### The Origin of the Company Name

SMC started its business by manufacturing the elements for industrial filters from sintered metal filtrate materials, by employment of the powder-metallurgy method, and had formally been called the Shoketsu Kinzoku Kogyo Co. Ltd. However, due to the decrease in the sales ratio of sintered metal filtrate materials, and also for the purpose of making a fresh new change to the corporate image by launching onto the Stock Exchange list, on the first of April 1986 we therefore decided to employ the name "SMC," which was already being used as the international brand name, as the unified company name for both domestic Japan and international use.

We attentively listen to the information and requests received from our customers. We use the information to tailor our products to better meet the needs of our customers. We continue the cycle of listening to our customers and further refining our products.

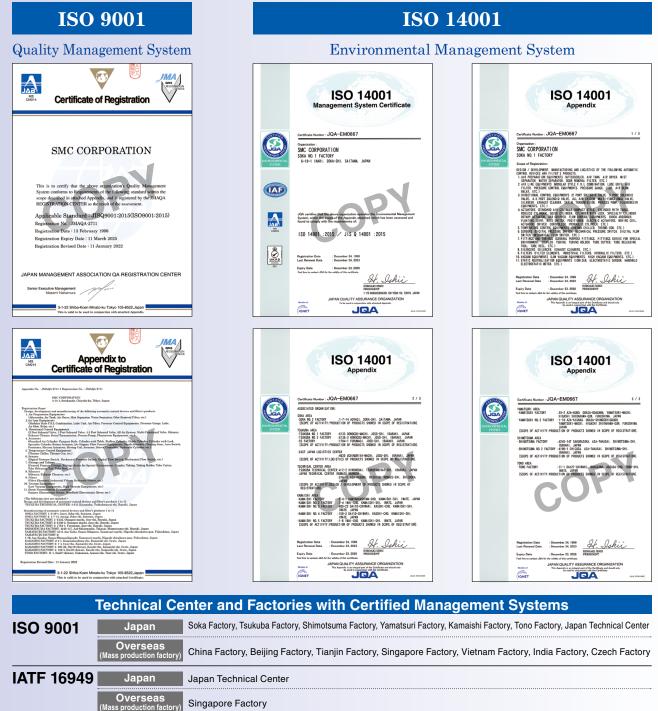


Sintered Metal Company  $\rightarrow$  SMC

The three lines symbolize our attitude towards mutual communication.

# SMC's Quality and Environment Initiatives

### **Reliable product quality Conservation of the global environment**



# CSR activities to achieve corporate social responsibility

SMC is aware that a corporation is nothing without the trust of its customers, clients, shareholders, investors, employees, and community, which is why SMC makes achieving social responsibility (CSR) a top priority. In order to maintain that trust, the SMC Group Code of Conduct was implemented as a guideline for all executives and employees to follow.

### The production department's main energy-saving measures

SMC's factory environment and energy-saving initiatives date back to 1998, starting with the implementation of systematic activities in response to the introduction of the ISO 14001 environmental management standards.

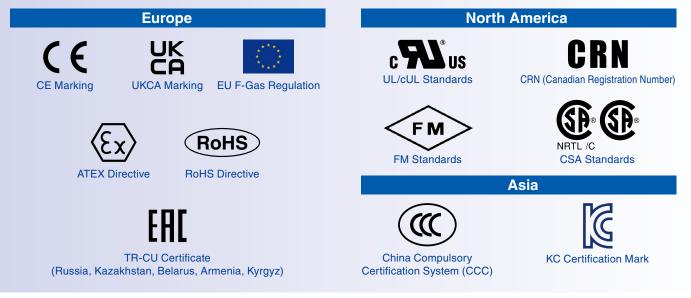
These initiatives include product assessment, energy and resource conservation, chemical use reduction, and the implementation of the 5S methodology, and are developed at a corporate level.



SMC is a strong supporter of the Sustainable Development Goals (SDGs).



### **International Standard Certification**



# SMC's SDG Initiatives

#### SDGs

"SDGs (Sustainable Development Goals)" are set as international development goals to be achieved by 2030, which were adopted at the "United Nations Sustainable Development Summit." SDGs consist of 17 goals including the environment, human rights and development of industry and 169 targets to achieve those goals.



#### SMC's Initiatives

TARGET 01	TARGET 02	TARGET 03	TARGET 04
Respect human rights, Promote diversity & Ensure safe and secure work environment	Actions to take on Climate Change & Environmental Issues	Stable global product supply	Develop human resources & Disseminate automation control technology
		BCP BUSINESS CONTINUITY	
	6 Section Williams T strategies and section 19 Section tendentity Section 19 Section 19 Section tendentity Section 19 Section 1	13 data Addition Additio	4 TURET 8 RECENT HIM AM.

# Corporate Summary

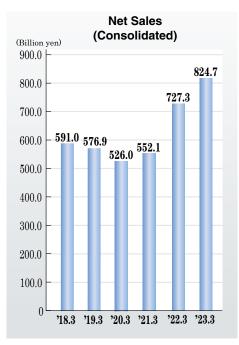


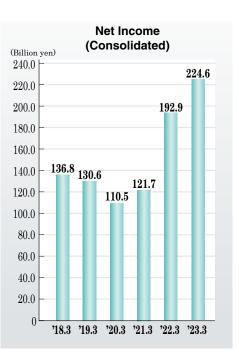
Company name	SMC Corporation		
Head office	Akihabara UDX15F, 4-14-1 Sotokanda,		
	Chiyoda-ku, Tokyo 101-0021, Japan		
	Phone: +81(0)3-5207-8271		
	Fax: +81(0)3-5298-5361		
	https://www.smcworld.com		
Established	April 27, 1959		
President	Yoshiki Takada		
Purpose of	1. Manufacture, processing and sales of		
business	automatic control equipment. 2. Manufacture and sales of sintered filters and various types of filtration equipment.		
Outstanding shares	67,369,359		
Stock exchange listing	Tokyo Stock Exchange Prime Market		
Capital stock	61 billion yen		
Net sales	824.7 billion yen (Consolidated)*		
Net income	224.6 billion yen (Consolidated) $*$		
Number of employees	22,988 (Consolidated)*		
Equity ratio	88.1%*		
Rating	AA [R&I (Rating and Investment Information, Inc.)]*		

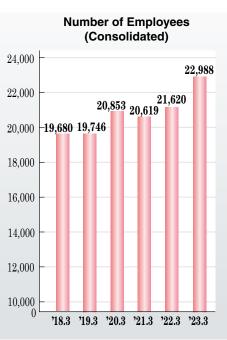
\* As of the end of March 2023



Company information video







### **SMC Corporation**

Head Office/Akihabara UDX 15F, 4-14-1, Sotokanda, Chiyoda-ku, Tokyo 101-0021, JAPAN Phone: +81(0)3-5207-8271 Fax: +81(0)3-5298-5361 https://www.smcworld.com

