CAT.E01-12E



## CORPORATE GUIDE



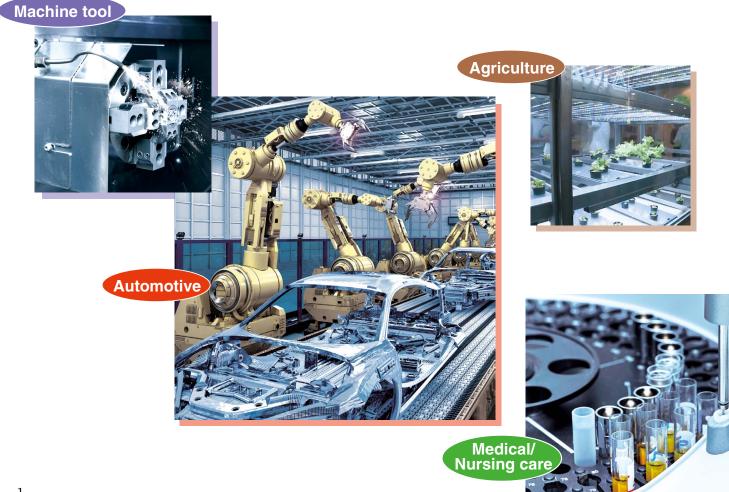
## SMC: Trusted General Manufacturer of Automatic Control Equipment

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.

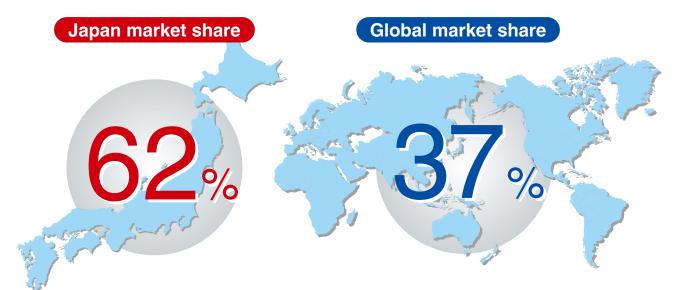
With globalization has come a growing demand for IT, robot, and AI solutions. It is now more important than ever to not only simply understand our customers' needs but to anticipate their future needs in order to provide true customer satisfaction.

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.

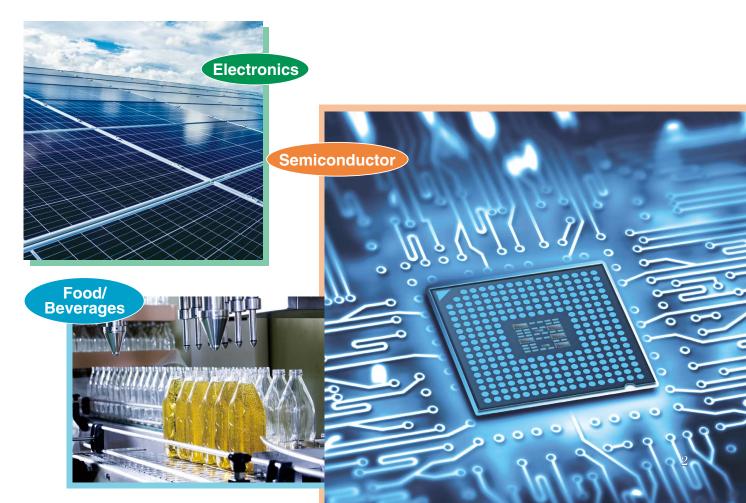


## SMC possesses the largest market share in both domestic and international markets.



#### 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 A wide range of product variations

### A complete lineup of automatic control equipment

As a general supplier of automatic control equipment, SMC is able to provide a complete system of products suitable for a wide variety of applications. With a broad range of product variations for each system component, we are able to offer pneumatic systems that meet the unique needs of each of our customers.

#### Air Management System

Devices that monitor equipment standby conditions (when production stops), automatically decrease pressure, and reduce unnecessary air consumption



#### Air Preparation Equipment

Components which generate clean air through the dehumidification and filtration of compressed air



#### Directional Control Valves

Components which control air cylinders and other actuators by switching the flow direction of compressed air



#### Air Line Equipment

Components which remove moisture and solid foreign matter from compressed air, provide pressure control, or supply lubrication as well as components for speed control and piping







Tubing

gs Flow Control Equipment



Compact Compressor



Booster Regulators

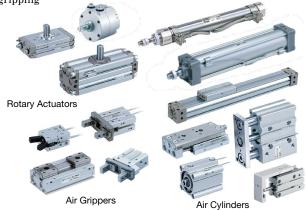
#### **Detection Switches**

Switches that monitor various fluids, such as air or water, to control pressure and/or flow rates



#### Actuators

Components which use the compressed air switched by directional control valves to create force for linear action, rotary action, or gripping



#### Static Neutralization Equipment

Static neutralization equipment that prevents product damage and the adhesion of foreign matter due to static electricity



## variations: to accommodate various applications

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

SMC products are no longer only for use in conventional pneumatic systems. Our product lineup now covers 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.

#### Electric Actuators

Electric components which make use of a variety of controllers and electric motors to provide highly accurate multipoint positioning and shockless transport



**Electric Actuators** 

Controllers/Drivers

#### Grippers for Collaborative Robots

Workpiece adsorption and gripping devices for mounting on robots







Electric Grippers

Air Grippers

Elastic Finger

#### **Process Valves**

Process valves that can switch the flow of various fluids such as air, medium vacuum, water, oil, steam, etc.



#### High Vacuum Equipment

High vacuum valves that are used for semiconductor manufacturing equipment





High Vacuum Angle Valves

Slit Valves

#### Vacuum Equipment

Vacuum equipment that generates a vacuum state by supplying compressed air for workpiece adsorption and transfer applications



#### Temperature Control Equipment

Components which provide precise temperature control such as thermo chillers with refrigeration technology and thermo controllers with thermoelectric device technology



#### Chemical Liquid Valves

Components which are compatible with chemical liquids, such as acid, alkali, and super-pure water, used in semiconductor and medical devices



#### Process Gas Equipment

For UHP gas delivery in semiconductor and other clean industries.



## Environmentally friendly production process and product performance improvements

Over the years, SMC has contributed to the realization of a sustainable society by minimizing negative impacts on the environment wherever possible. As an industry-leading company, SMC is always looking to develop newer and greener solutions, with CO<sub>2</sub> reduction as a top priority.

SMC's comprehensive approach to reducing CO<sub>2</sub> emissions during the manufacturing process involves designing compact and lightweight products that require less raw materials to make, less packaging, and less time to process. In addition, by making suitable proposals to our customers, we hope to contribute to the reduction of CO<sub>2</sub> emissions around the world through the use of our products.

SMC's fully integrated technical, production, and sales departments are able to respond to the needs of our customers all over the world with a shared goal of finding new methods to effectively protect the environment.

### **Integrated support of**

## Production

Eco-F



**Technical Department** 

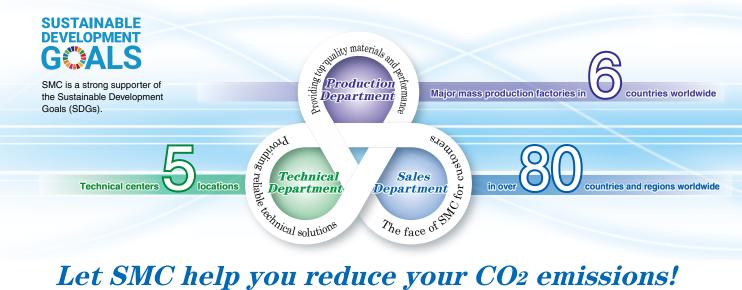
Providing topology-optimized designs (Compact, lightweight, efficient, and long-lasting designs).

# Raw materials/materials

Providing environment protection and energysaving measures by changing or reducing the raw materials used.



Providing environmen turing processes which equipment efficiency tion.



Let SMC help you reduce your CO<sub>2</sub> emissions!

## **CO2 emission reduction**



#### actory





tally friendly manufacimprove manufacturing and aid in waste reduc-

Distribution

Compact, lightweight products require the use of less packaging materials and are easier to transport, increasing transport efficiency. This in turn further reduces the burden on the environment.

#### Sales Department

Market research and information collection

Sales



Confirms the operating conditions of the customers' factories and relays the obtained information back to each department in order to work together to best meet the customers' needs.

## Sustainable Proposals for Factories

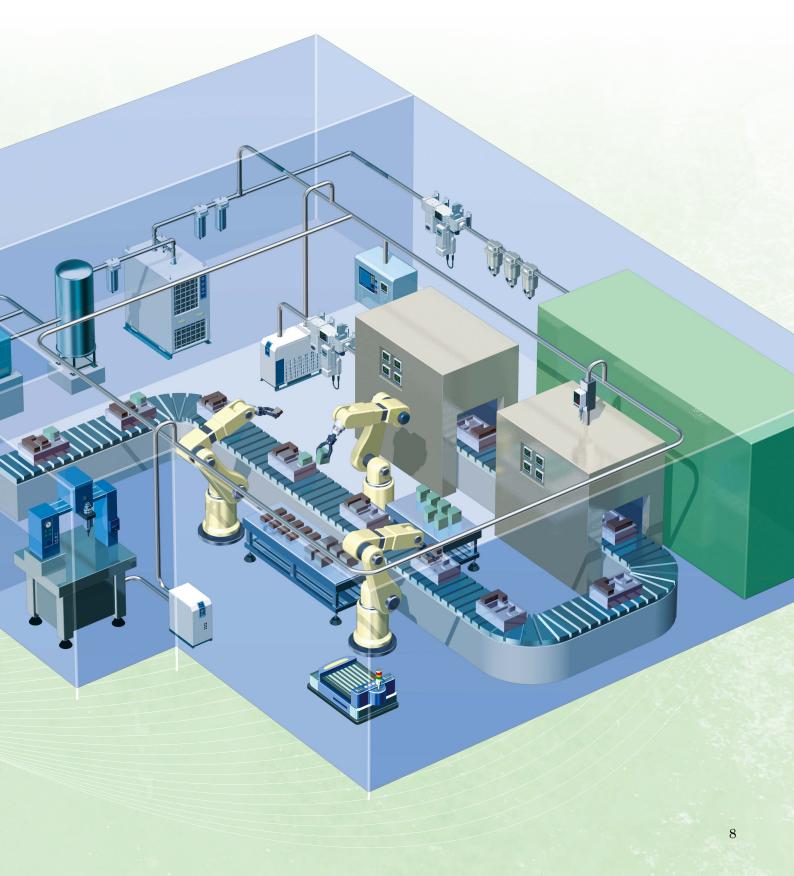
Pneumatic equipment is powered by compressed air generated by a compressor. So by keeping the compressed air pressure and flow rate low, it is possible to reduce compressor energy consumption.

As a specialist in automatic control equipment, including pneumatic equipment, SMC provides total solutions to reduce overall factory energy consumption.

## SMC, contributing to the overall reduction of factory CO<sub>2</sub> emissions



- For reducing the main pressure by increasing the pressure only where needed
- Based on many years of know-how, SMC is able to provide environmentally friendly products that are compact, lightweight, low wattage, and energy saving.
- For reducing air leakage via the visualization of pressure, flow rate, and temperature
- For the automatic control of air pressure and flow rate according to the equipment operating status





## 2,100 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 2,100 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. Our product development facilities are fully equipped with an extensive variety of measuring instruments and experimental equipment.











## 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 launch 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, thus 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, allowing SMC to continue offering customers worldwide the same high-quality technical service they are accustomed to regardless of the circumstances.



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

GTC

ETC



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,





CTC



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



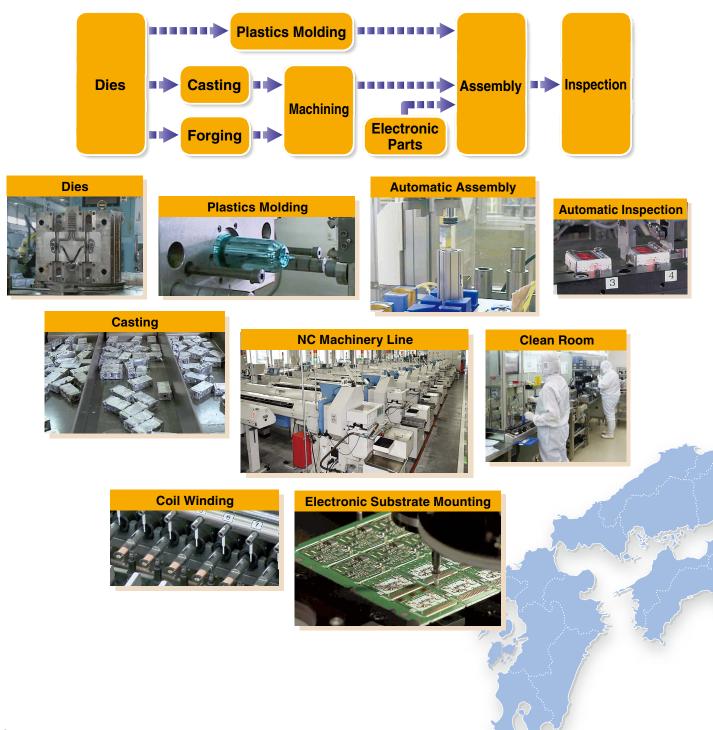
Through fundamental product data management, the UTC is able to offer support to each industry including those dealing with semiconductor manufacturing equipment, food and packaging machines, medical equipment, large vehicle and automobile manufacturing, as well as machinery manufacturing. The range 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.)

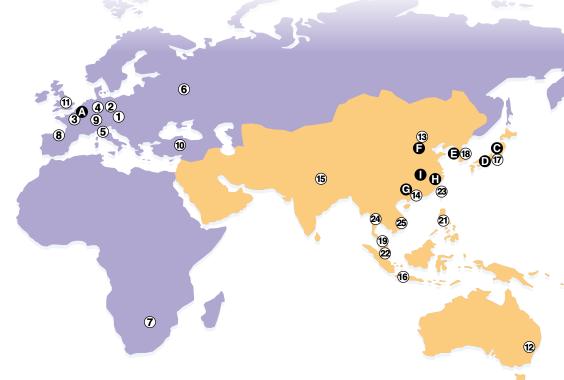




## A global production and dist with a stable and continuous

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**

| <ol> <li>Austria</li> </ol> |
|-----------------------------|
| <b>2</b> Czech Republic     |
| 3 France                    |
| ④Germany                    |

- **5** Italy 9Switzerland 10 Turkey 6 Russia **(7)** South Africa 8 Spain
  - **①United Kingdom**

| 12 Australia |   |  |
|--------------|---|--|
| 13 China     |   |  |
| Hong Kong    |   |  |
| 15 India     |   |  |
| 16 Indonesia |   |  |
|              | - |  |

⑦Japan 18 Korea 19 Malavsia 20New Zealand

**Asia and Oceania** 

Singapore 23 Taiwan 24 Thailand 29 Vietnam



## 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.





 Argentina
 Mexico
 Brazil
 United
 Chile
 States of America





**30** United States of America

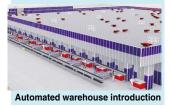


#### **Distribution Centers**









#### **D** West Japan Logistics Center

**C**East Japan Logistics Center





G China: Logistics Center in Beijing





#### China: Logistics Center in Shanghai







## **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. Our sales force of over 7,000 is continually striving to cultivate closer communication with our customers.

#### Western

12

10 Kyoto Region Kyoto, Fukuchiyama, Shiga, Nara

#### 13 Hiroshima Region Hiroshima, Fukuyama, Yamaguchi

14 Kyushu Region

Fukuoka, Kita-kyushu, Oita,

Kumamoto, Minami-kyushu

#### 11 Osaka Region

Osaka, Minami-osaka, Kadoma, Kobe, Himeji

#### 12 Okayama Region

Okayama, Sanin, Takamatsu, Matsuyama

13



14

#### 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

17

#### 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.



**Robot exhibitions** Exhibited at various locations in Tokyo and Nagoya

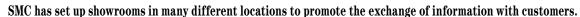


User exhibitions The exhibition of SMC product panels on a customer's premises



Demo cars For introducing mini panels customized based on customer requests

#### Showrooms







**Toyota Sales Office** CO<sub>2</sub> reduction initiatives

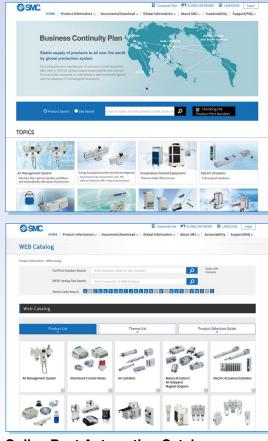


Kyoto Sales Office



Technical Center

#### **Sales Promotion Tools**



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

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

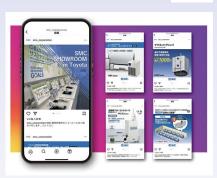
Model selection software: Automatically selects the most suitable system to match your energy-saving needs



SMC Video Library Such as the introduction and applications of each product, it will deliver a variety of videos.



Various type of seminars We offer online, on-demand, and face-to-face seminars



SMC Instagram Introduces exhibition preparations, showrooms, and the initiatives of each sales office that are not listed on the website

**Online Best Automation Catalog** 



## *With the largest global m presence in over 80 coun*

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 over 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



#### 6 Colombia



(2) Bolivia



(7) Mexico



**3** Brazil



(8) Peru



(**4**) Canada



(9) United States of America



## arket share, SMC has a tries and regions worldwide

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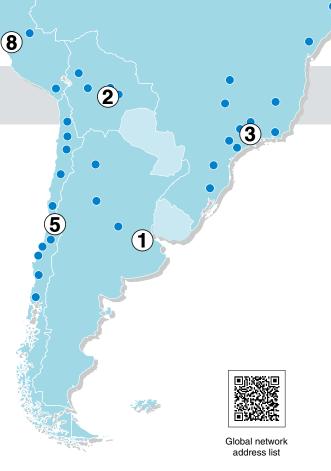
(4)

6

5 Chile



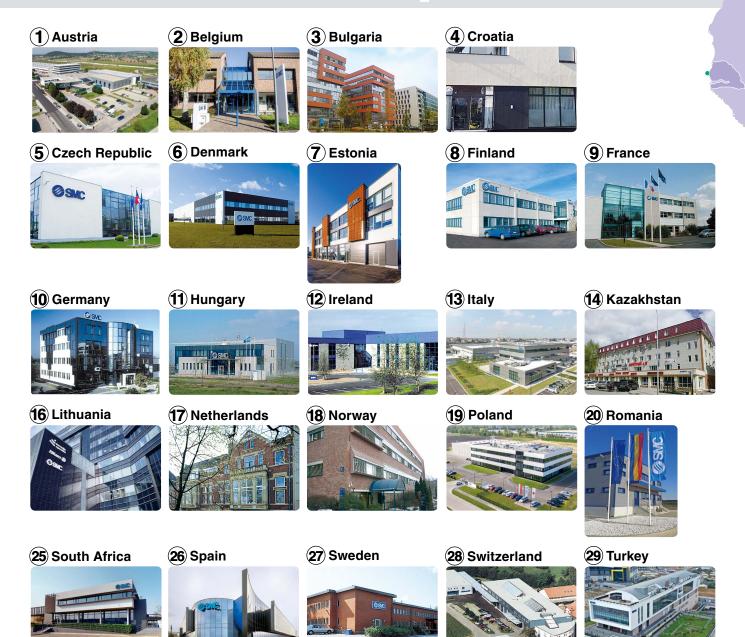
Subsidiary HQ
 Sales Branch
 Distributor



The names of countries are alphabetically indexed.



## Service Network in Europe and Africa







## Service Network in Asia and Oceania

**(3)** Hong Kong







(11) Thailand









(12) United Arab Emirates











(4) India



**9** Singapore





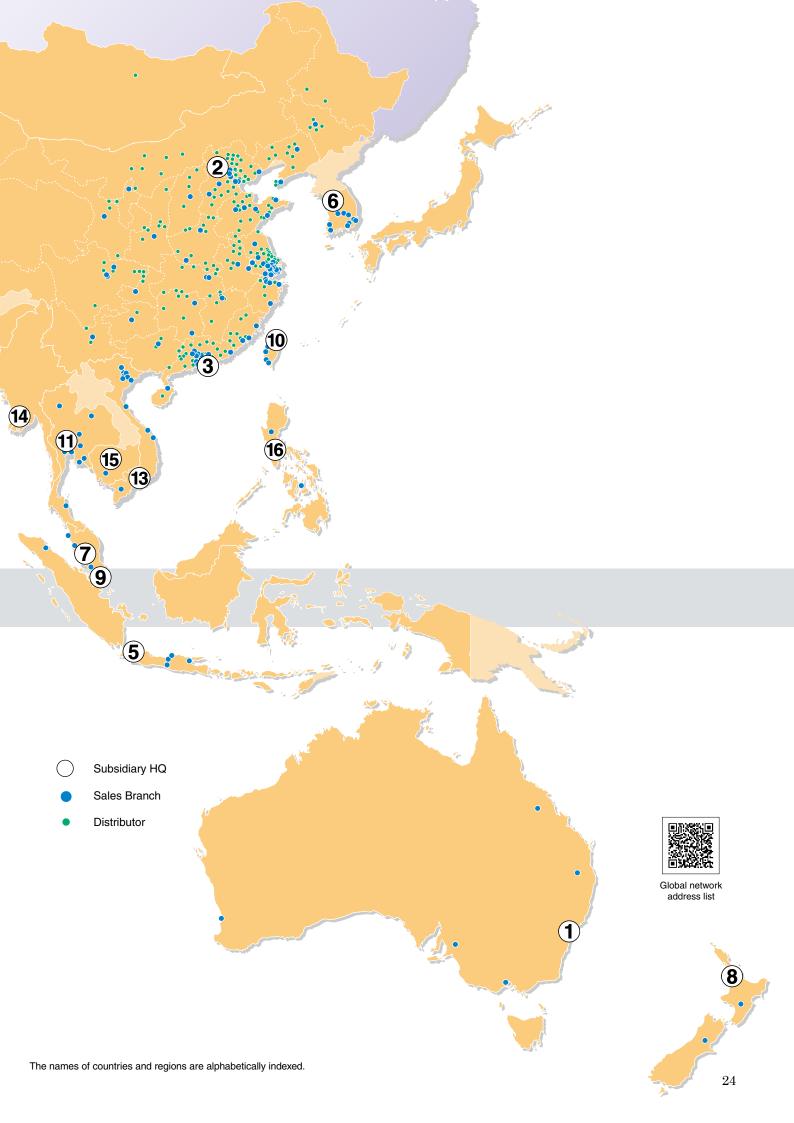
(10) Taiwan



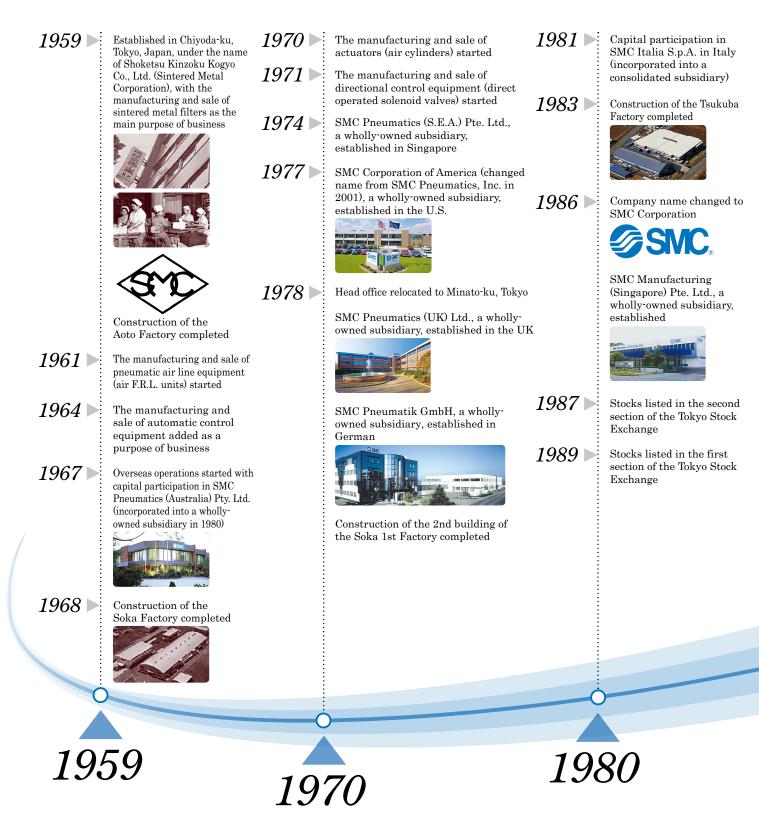
**16** Philippines (Under the jurisdiction of Singapore)







## **Corporate History**





#### 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**

#### **ISO9001**

#### Quality Management System

International standards for quality control and quality assurance SMC has obtained numerous certifications both domestically and internationally, which aids in its ability to provide customers around the world with a sense of security.

#### **ISO14001**

Environmental Management System

International standards for environmental management systems and environmental audits SMC strives to further protect the environment while promoting environmentally friendly automation.

|            | Technical Ce                          | enter and Factories with Certified Management Systems  |
|------------|---------------------------------------|--|
| ISO 9001   | Japan                                 | Head Office, Soka Factory, Tsukuba Factory, Shimotsuma Factory, Yamatsuri Factory, Kamaishi Factory,<br>Tono Factory, Japan Technical Center, East Japan Logistics Center, West Japan Logistics Center   |
|            | Overseas<br>(Mass production factory) | China Factory, Beijing Factory, Tianjin Factory, Singapore Factory, Vietnam Factory, India Factory, Czech Factory  |
| IATF 16949 | Japan                                 | Japan Technical Center   |
|            | Overseas<br>(Mass production factory) | Singapore Factory  |
| ISO 14001  | Japan                                 | Soka 1st Factory, Soka 2nd Factory, Tsukuba 1st Factory, Tsukuba 2nd Factory, CS Factory, East Japan Logistics Center,<br>Japan Technical Center, Japan Technical Center (Numazu Branch), Kamaishi 1st Factory, Kamaishi 2nd Factory,<br>Kamaishi 3rd Factory, Kamaishi 4th Factory, Kamaishi 5th Factory, Yamatsuri 1st Factory, Yamatsuri 2nd Factory,<br>Shimotsuma Factory, Shimotsuma 2nd Factory, Tono Factory |
|            | Overseas<br>(Mass production factory) | China Factory, Beijing Factory, Tianjin Factory, Singapore Factory, Vietnam Factory, India Factory, Czech Factory  |

## 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.

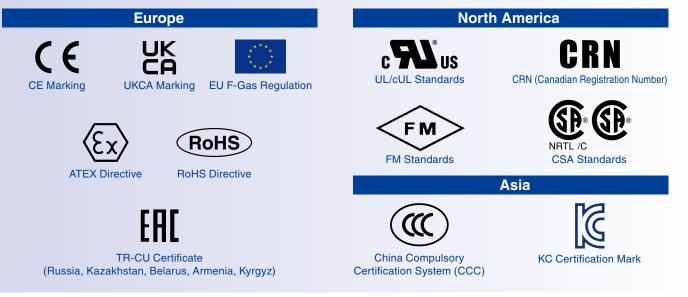
These initiatives include product assessment, energy and resource conservation, chemical use reduction, and the implementation of the 5S methodology, and are developed at a corporate level.



#### SUSTAINABLE DEVELOPMENT GOALS

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,<br>Promote diversity & Ensure safe<br>and secure work environment | Actions to take on<br>Climate Change &<br>Environmental Issues   | Stable global product supply   | Develop human resources &<br>Disseminate automation<br>control technology   |
|   |  | BCP<br>BUSINESS<br>CONTINUITY  |   |
| 3 MODIFICATION<br>  | 6 dida with<br>a gastation<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Construction<br>Cons | 13 datar<br>According to the force, success<br>According to the force, | 4 COULTY 8 DECEMBER AND A COULTY BY |

## Corporate Summary



| Company name           | SMC Corporation  |
|------------------------|--|
| Head office            | 1-5-5, Kyobashi,   |
|                        | Chuo-ku, Tokyo   |
|                        | 104-0031, Japan  |
|                        | Telephone: +81(0)3-6628-3000   |
|                        | https://www.smcworld.com   |
| Established            | April 27, 1959   |
| President              | Yoshiki Takada   |
| Purpose of             | 1. Manufacture, processing and sales of  |
| business               | <ul><li>automatic control equipment.</li><li>2. Manufacture and sales of sintered filters<br/>and various types of filtration equipment.</li></ul> |
| Outstanding shares     | 67,369,359   |
| Stock exchange listing | Tokyo Stock Exchange Prime Market  |
| Capital stock          | 61 billion yen   |
| Net sales              | 776.8 billion yen (Consolidated)*  |
| Net income             | 178.3 billion yen (Consolidated) $*$   |
| Number of employees    | 23,127 (Consolidated)*   |
| Equity ratio           | 88.1%*   |
|                        | * As of the and of March 2024  |

\* As of the end of March 2024



Company information video



(Billion yen)

900.0

800.0

700.0

600.0

500.0

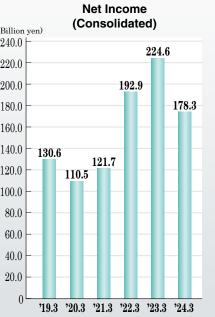
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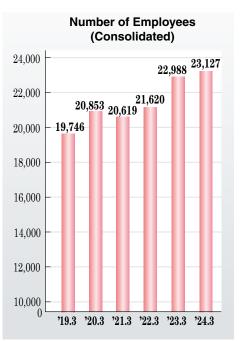
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200.0

100.0

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#### **SMC Corporation**

Head Office/1-5-5, Kyobashi, Chuo-ku, Tokyo 104-0031, JAPAN Telephone: +81(0)3-6628-3000 https://www.smcworld.com

