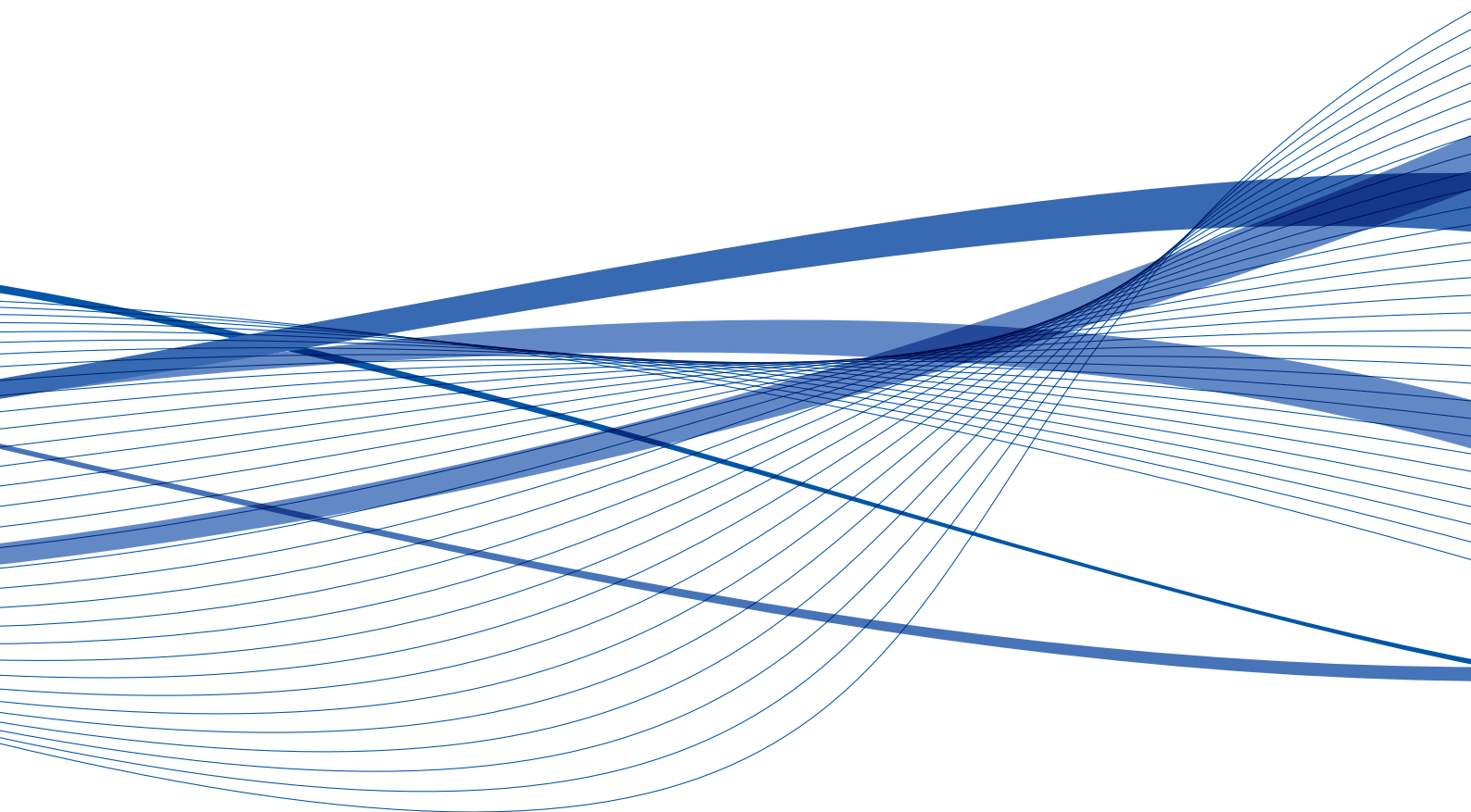




CORPORATE GUIDE



SMC: Trusted General Manufacturer of Pneumatic 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.

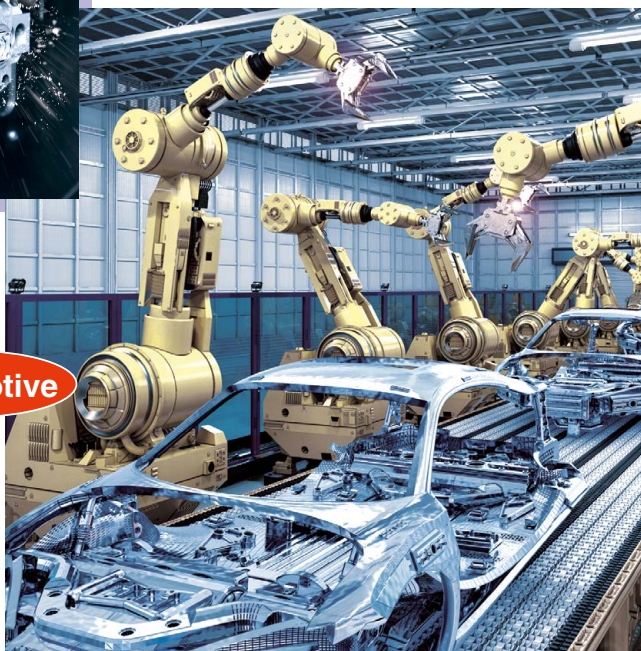
Machine tool



Agriculture



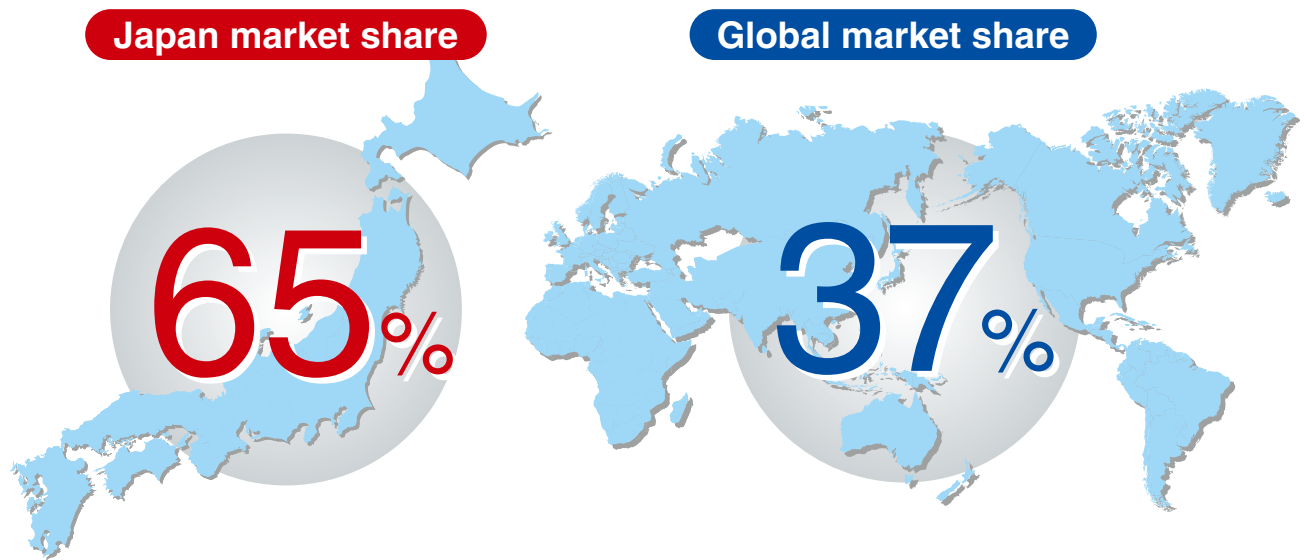
Automotive



Medical/
Nursing care

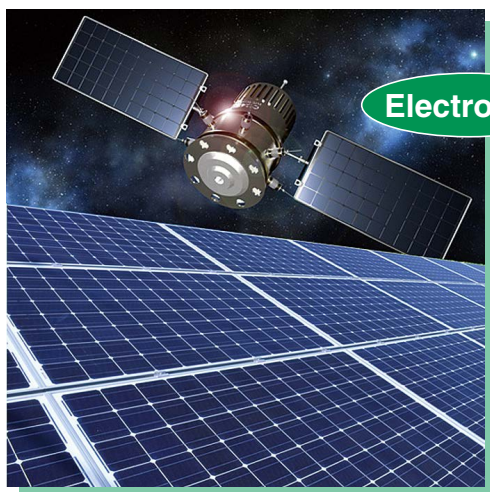


SMC possesses a high market share in both domestic and international markets.



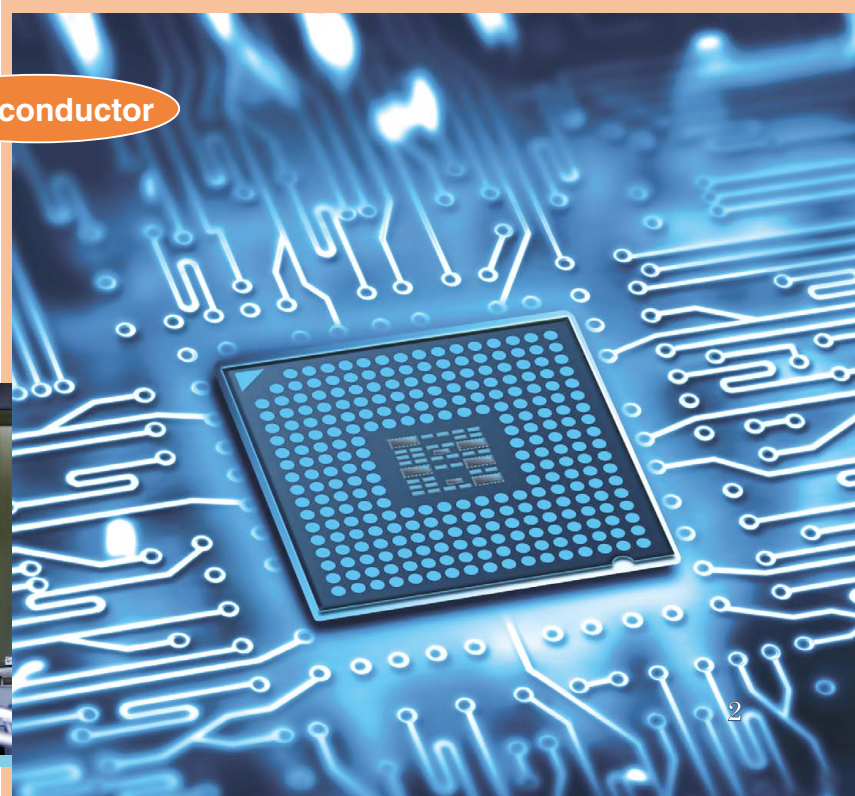
The stage is set for the endless possibilities that pneumatic control technologies have to offer.

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.



Electronics

Semiconductor



Food



12,000 basic models and 700,000 variations *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.

Air Preparation Equipment

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



Air Preparation Filters

Air Dryers

Directional Control Valves

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



Solenoid Valves

Air Line Equipment

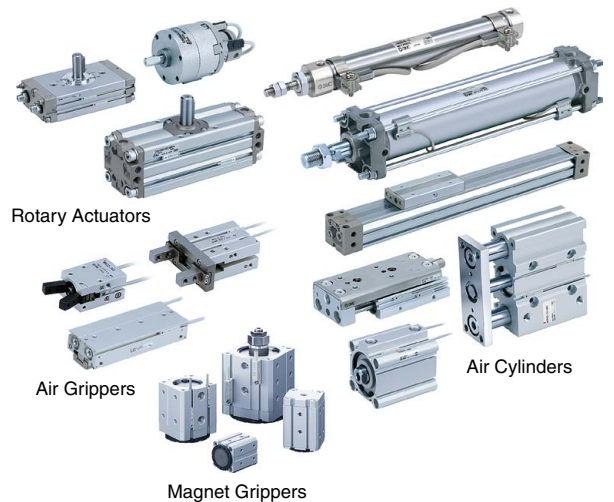
Components which remove foreign particles from compressed air, provide pressure control, or supply lubrication



Air Filters
Regulators
Lubricators

Actuators

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

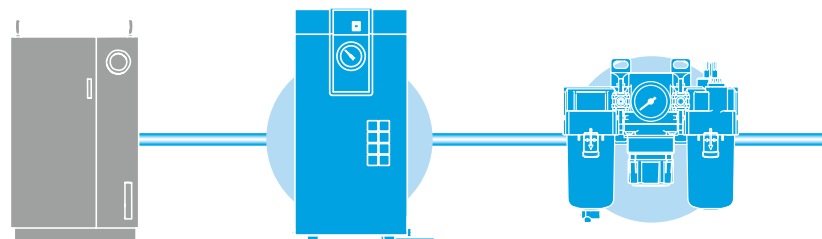


Rotary Actuators

Air Grippers

Magnet Grippers

Air Cylinders



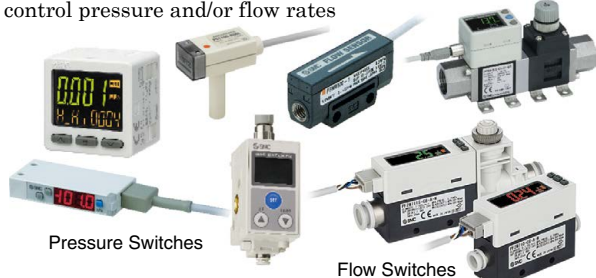
riations: to accommodate various applications

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.

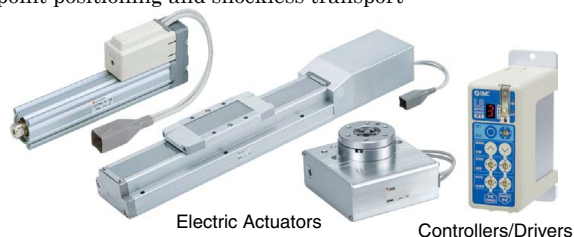
Detection Switches

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



Electric Actuators

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



Process Valves

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



Static Neutralization Equipment

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



Temperature Control Equipment

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



Vacuum Equipment

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



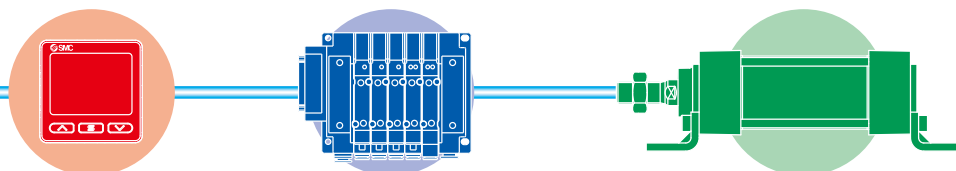
Chemical Liquid Valves

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



High Vacuum Equipment

High vacuum valves that are used for semiconductor manufacturing equipment



Production process and product performance improvements with a focus on the environment

Over the past several 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 CO₂ 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 CO₂ 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.

Integrated support of

Technical Department

Eco-Products

Development



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

Production

Eco-F

Raw materials/materials



Providing environment protection and energy-saving measures by changing or reducing the raw materials used.

Produ



Providing environment protecting processes which equipment efficiency.

Products

Environmentally friendly product examples

■ Impact Blow Gun



87%
reduction

in air
consumption

■ Pulse Blow Valve



50%
reduction

in air
consumption

■ Vacuum Unit



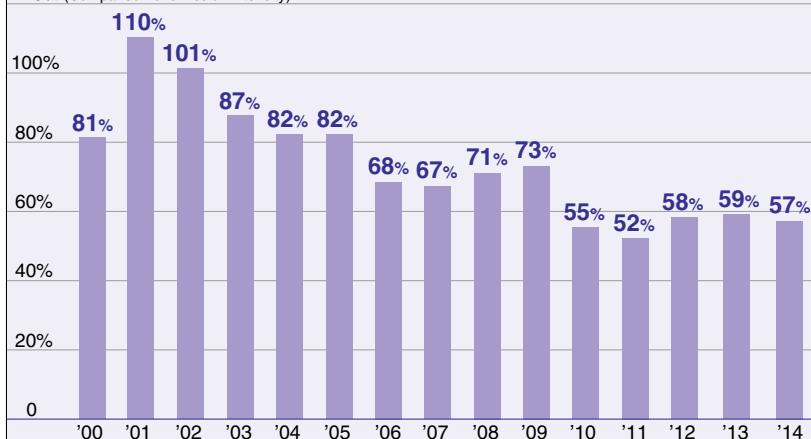
93%
reduction

in air
consumption

Manufacturing Process CO₂ Emission Reduction

CO₂ emission reduction status (standard value)

120% (Comparison of emission intensity)



Production facilities

Providing top quality materials and performance
Production Department

29

countries and regions

Technical centers

5

locations

Providing reliable technical solutions
Technical Department

Sales Department

The face of SMC for customers

Sales offices

83

countries and regions

*Let SMC help you **reduce your CO₂ emissions!***

CO₂ emission reduction

Department

actory

ction



tally friendly manufac-
improve 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

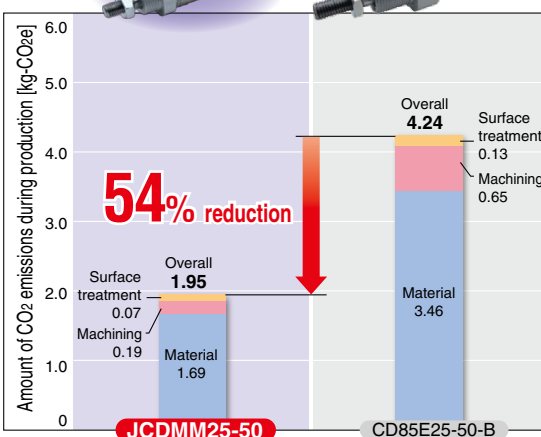


Confirms the operating conditions of the customers' factories and relays the obtained information back to each department in order to work together to best meet the customers' needs.

CO₂ Emission Reduction Resulting from Design Changes

JCM Series

ISO 6432 compliant C85 Series

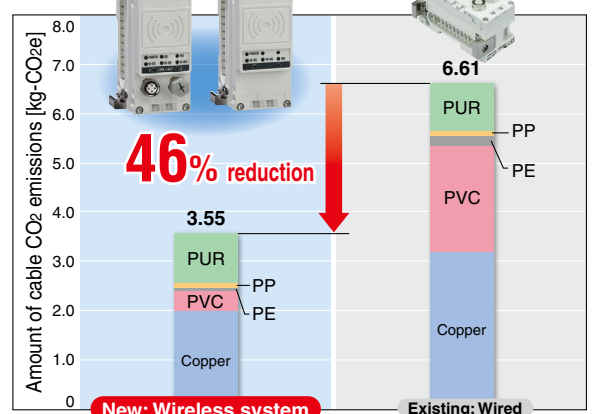


Proposal-Based Sales

CO₂ emission reduction for wireless systems

Wireless System

Wired



PP : Polypropylene, PE : Polyethylene, PVC : Polyvinyl chloride, PUR : Polyurethane

1,600 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 1,600 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.

Precision Measurement Room



CAD



Design Room



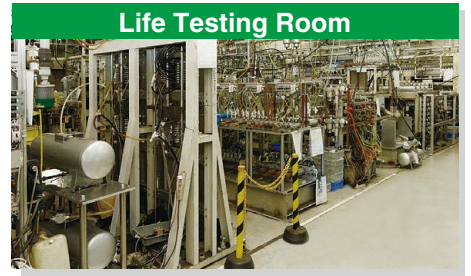
Temperature Control Testing Room



Laboratory



*ers providing quick solutions
s of each customer*



SMC's global engineering Featuring technical center 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. All of our technical centers keep in close contact, constantly exchanging information in order to quickly respond to local demands and offer the same standard of technical service quality throughout the world.

GTC
80 employees



ETC
70 employees



European Technical Centre
(United Kingdom)



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.

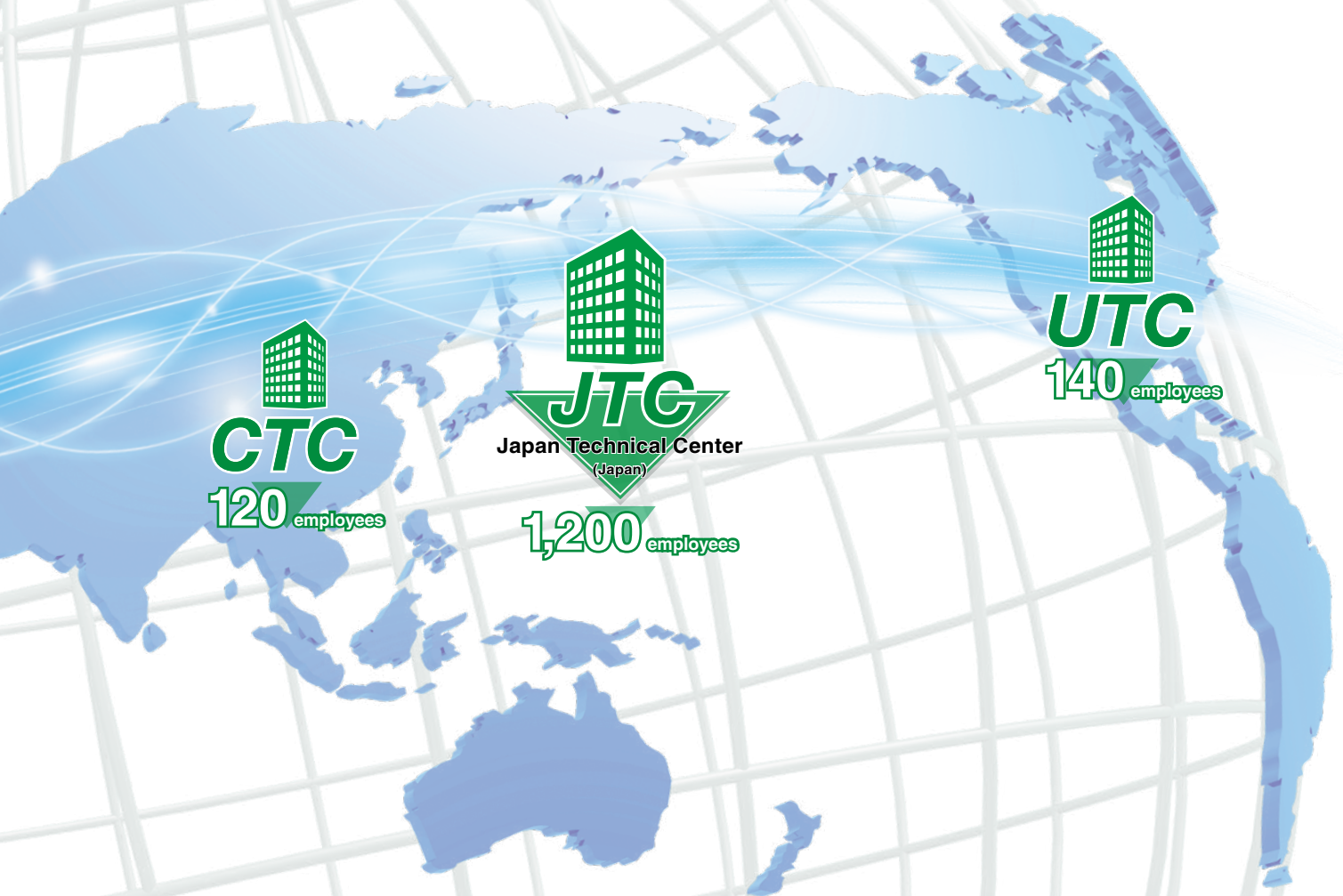


German Technical Centre
(Germany)



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 made-to-order and unitized products, the proposal of solutions, and project management.

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



CTC China Technical Center (China)



With around 120 employees, 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 (United States of America)

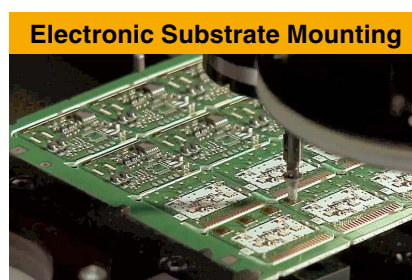
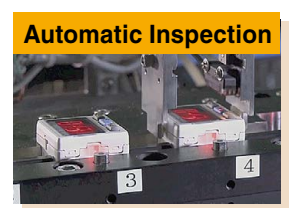
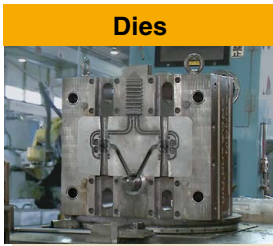
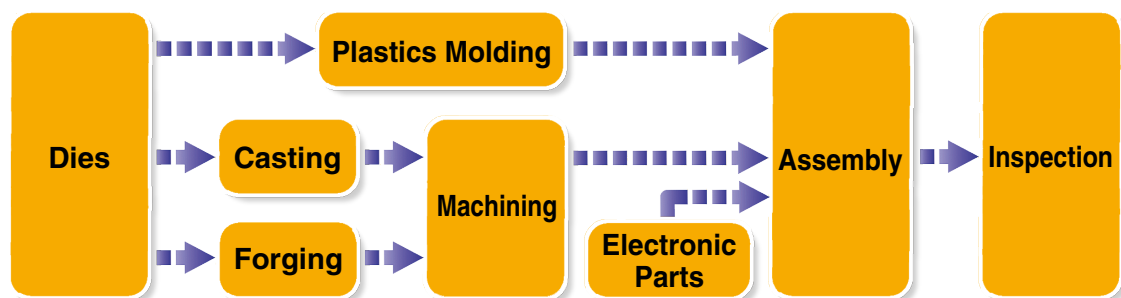


Through fundamental product data management, the UTC is able to offer support to each industry including those dealing with semiconductor manufacturing equipment, food and packaging machines, medical equipment, large vehicle and automobile manufacturing, as well as machinery manufacturing. The range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

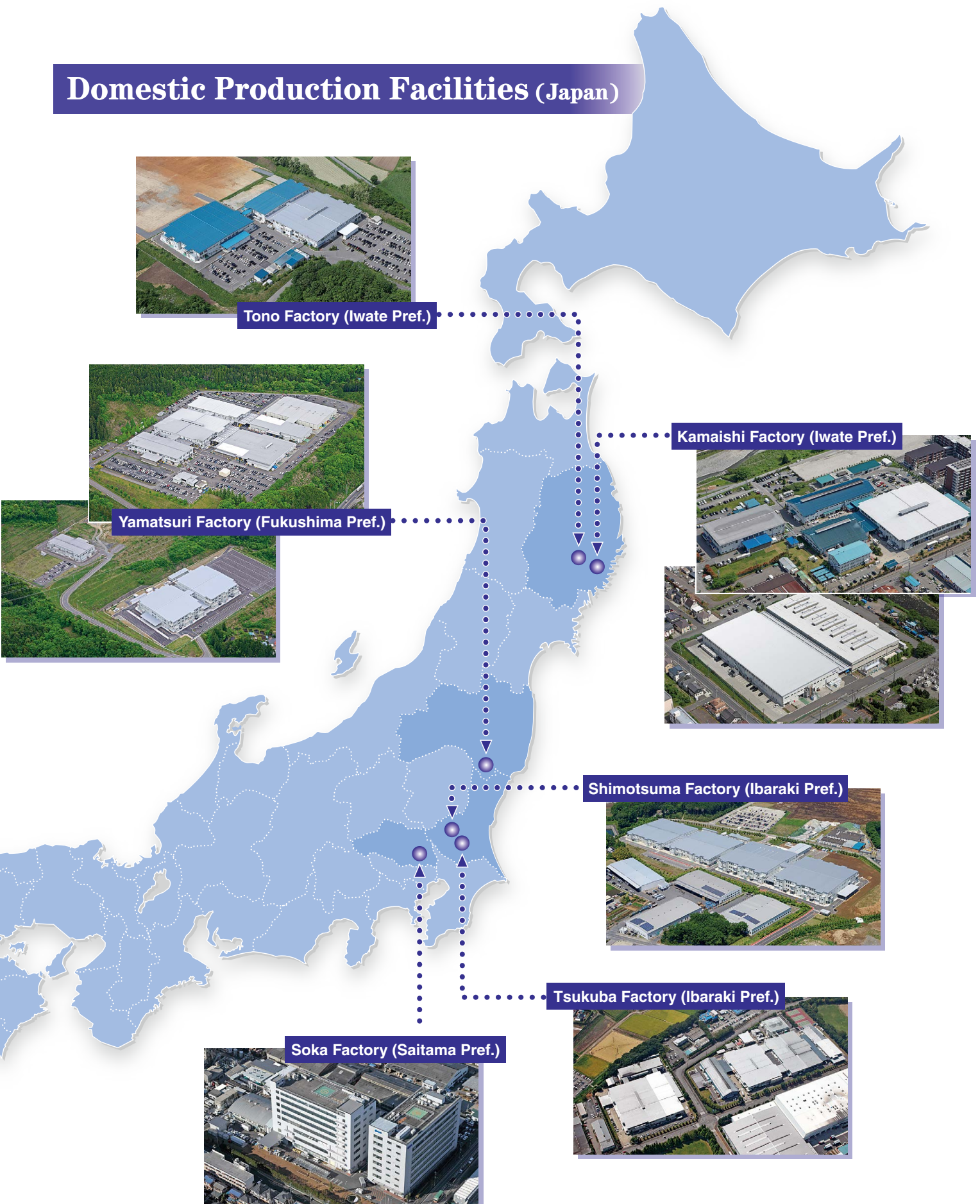
SMC products reflect the market trend of greater diversification with 12,000 basic models and over 700,000 available variations. This is made possible by an integrated production system that includes casting, machining, surface treatment, coating, assembly, and inspection, all of which are performed in SMC's factories in order to quickly supply high-quality, reasonably-priced 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



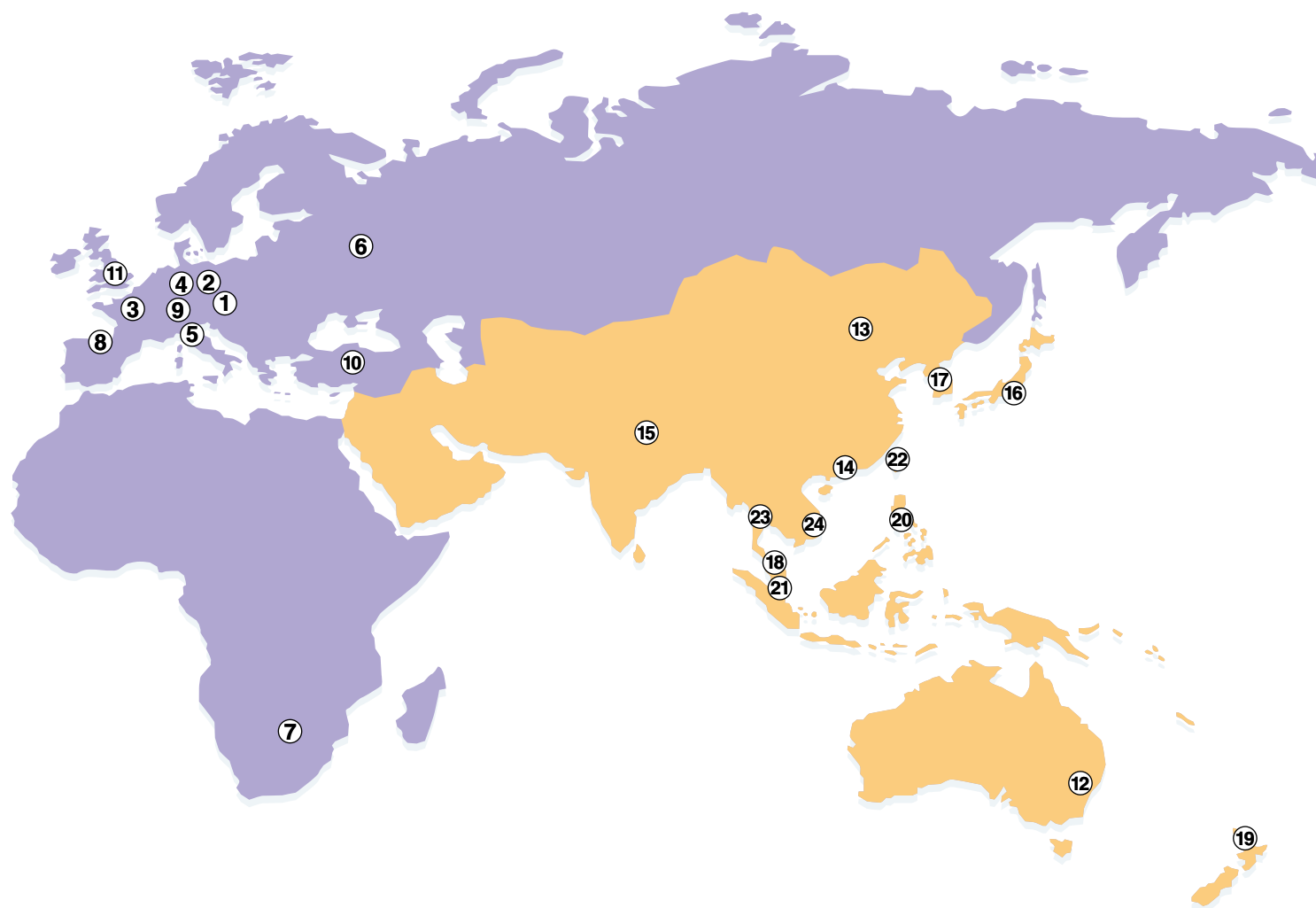
system: low-cost products

Domestic Production Facilities (Japan)

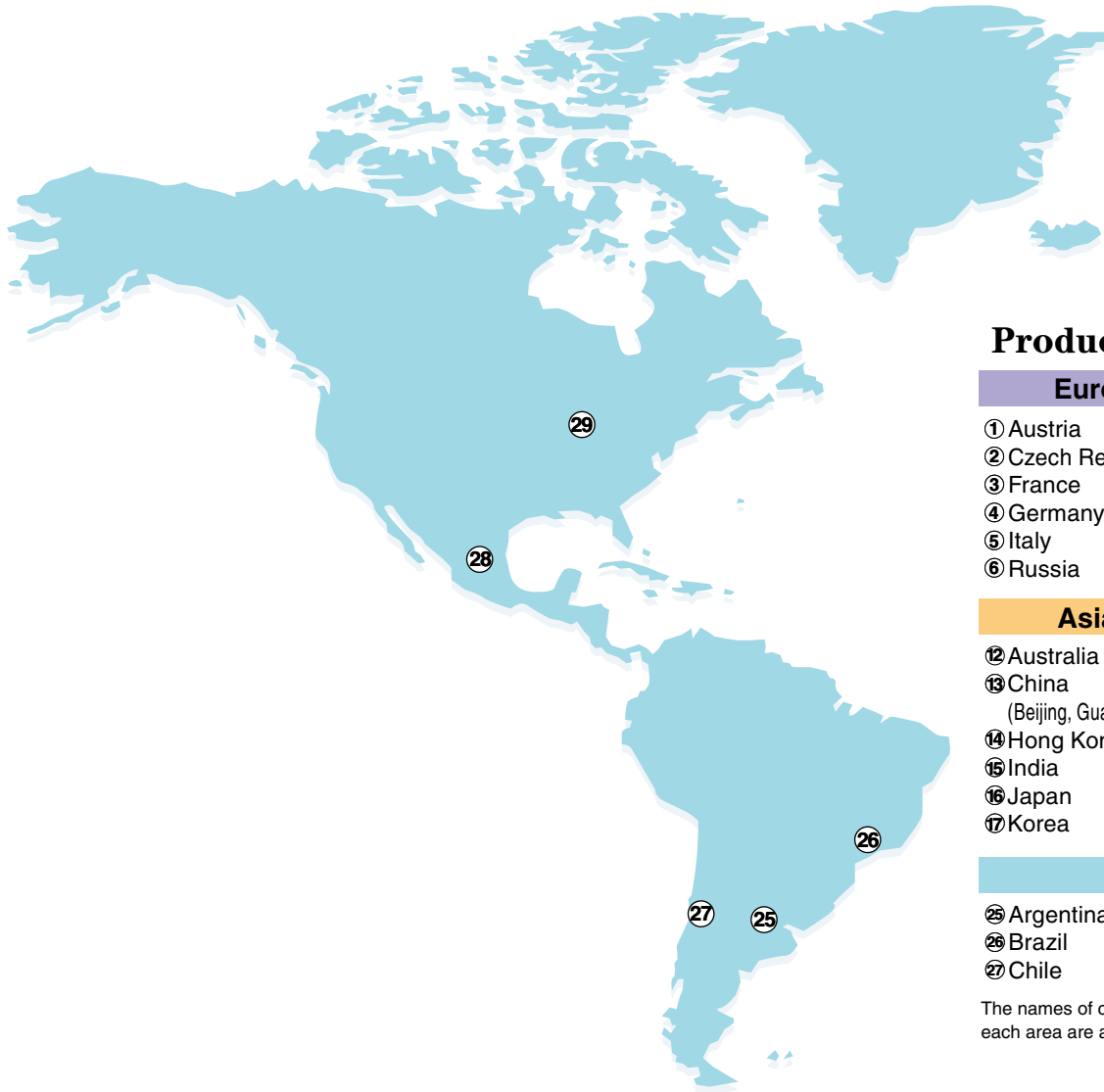


A global production network stable and continuous supply

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



ork providing the world with a pply of high-quality products



Production Facilities

Europe and Africa

- | | |
|------------------|------------------|
| ① Austria | ⑦ South Africa |
| ② Czech Republic | ⑧ Spain |
| ③ France | ⑨ Switzerland |
| ④ Germany | ⑩ Turkey |
| ⑤ Italy | ⑪ United Kingdom |
| ⑥ Russia | |

Asia and Oceania

- | | |
|----------------------|---------------|
| ⑫ Australia | ⑮ Malaysia |
| ⑬ China | ⑯ New Zealand |
| (Beijing, Guangzhou) | ⑰ Philippines |
| ⑭ Hong Kong | ⑱ Singapore |
| ⑮ India | ⑲ Taiwan |
| ⑯ Japan | ⑳ Thailand |
| ⑰ Korea | ㉑ Vietnam |

Americas

- | | |
|-------------|----------------------------|
| ㉒ Argentina | ㉔ Mexico |
| ㉓ Brazil | ㉕ United States of America |
| ㉔ Chile | |

The names of countries and regions listed in each area are alphabetically indexed.

⑬ China



⑮ India



㉔ Brazil



㉔ Mexico



㉑ Singapore



㉔ Vietnam



㉕ United States of America

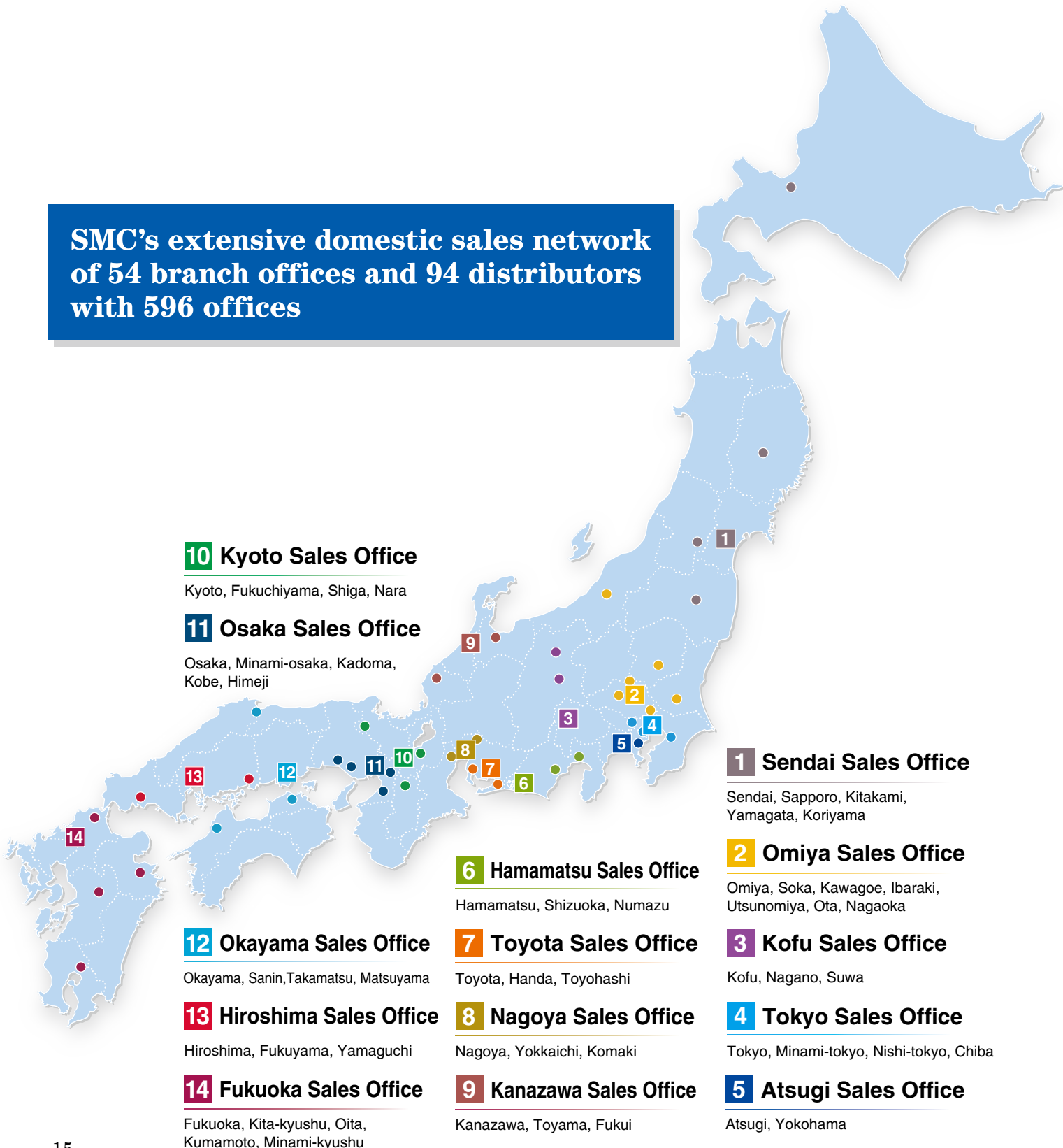




One-to-one communication network and an experience organization

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 1,200 in Japan and 7,500 internationally is continually striving to cultivate closer communication with our customers.

SMC's extensive domestic sales network of 54 branch offices and 94 distributors with 596 offices



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, etc., on a customer's premises

Showrooms

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



Head Office



Toyota Sales Office



Kyoto Sales Office



Technical Center

Sales Promotion Tools

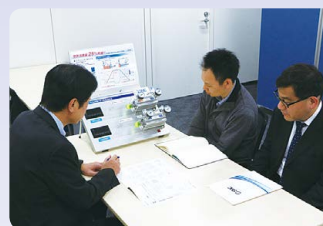


SMC website: <https://www.smcworld.com>

For the latest information, including new product information

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

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



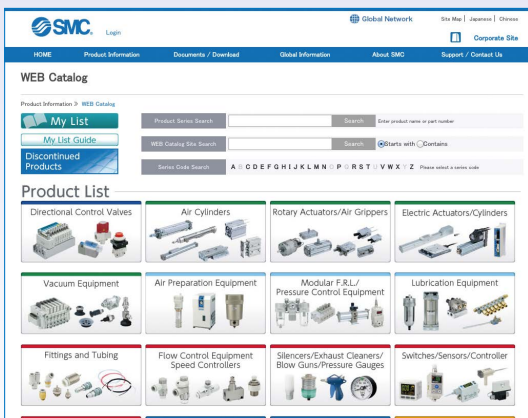
Mini panels

To introduce new products by demonstrating the actual devices

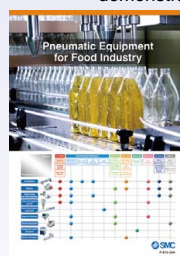


Factory tours

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



Online Best Pneumatics Catalog



Catalogs by industry or theme

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



Seminars

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

By providing the latest pneumatic technology, SMC continues to create solutions

Partnership Program

1

DEDICATED CORPORATE ACCOUNT MANAGER

An SMC Corporate Account Manager is assigned as your one-point person of contact. They work closely with your Corporate HQ Sponsors, Engineers and all production facilities - to deliver, create, manage and execute all collaborative program objectives.

2

LOCAL FACTORY SUPPORT

SMC has over 6,000 local sales engineers in 83 countries to support all of your local production facilities.

3

DESIGN ENGINEERING SUPPORT

To fully support your Engineers - SMC has 1600 dedicated R&D Engineers that can develop new products or solutions. SMC can quickly customize or modify existing components to meet design standards or unique applications.



7

COMPRESSED AIR ENERGY SAVINGS ASSESSMENTS

SMC has developed a Streamlined Energy Savings Assessment program for our Corporate Accounts. Our goal is to find innovative solutions to reduce waste of compressed air in the factory environment.

8

MACHINE ANALYSIS ASSESSMENTS

SMC will perform plant level machine analysis to improve machine performance, identify waste, reduce scrap rate and improve line efficiency.

9

STOREROOM ASSESSMENTS

SMC will perform plant level store-room assessments to reduce vendor base, eliminate duplication, standardize components, identify critical spares and offer cost savings solutions.

pneumatic technology, solutions for your automation needs.

4

MACHINE SAFETY SUPPORT

SMC will work with your Engineering and local facilities for design assistance related to plant safety upgrades to meet ISO 13849-1 or other Machine Directives.

5

OEM MACHINE SUPPLIER SUPPORT

SMC will support your OEM Machine suppliers with the integration of SMC specified components. SMC will provide pricing support, innovative design assistance and SMC project management to ensure on-time delivery and commissioning of new machines or lines.

6

CRITICAL SPARE PARTS FOR NEW OEM MACHINES

SMC will work with local factories receiving new OEM machines - to ensure all critical spare parts are available and onsite prior to production.



10

HIGH USAGE SPARE PARTS ANALYSIS

SMC will work with all local plants to identify high usage pneumatic components. SMC will conduct failure mode analysis and offer robust alternatives to ensure better performance and uptime on machines where components are used.

11

IMPROVEMENT ACTIVITY REPORTS

SMC will document all Corporate Account application successes with Improvement Activity Reports (IAR's). These IAR's are a one-page overview of the application - highlighting operational improvements, energy savings, cost savings details or plant process improvements. These IAR's are designed to be shared with other facilities to duplicate activity.

12

ONSITE & ONLINE TRAINING CLASSES

SMC offers customized onsite and online training classes - on a variety of subjects related to pneumatic components, electric actuators, energy savings, optimal machine design and TPM methodologies.

Holding a 37% global market share in 83 countries and regions

Starting with Australia in 1967, SMC has continued to move quickly into the international marketplace, steadily establishing local subsidiaries and distributors in 532 locations in 83 countries and regions around the world.

With the expansion of our international network, we have earned a solid reputation as a reliable international brand with a global market share surpassing 30%.

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 facilities. With this network, SMC is able to provide customer support for specials and application assistance as well as locally assist 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

① Argentina



② Bolivia



③ Brazil



④ Canada



⑥ Colombia



⑦ Mexico



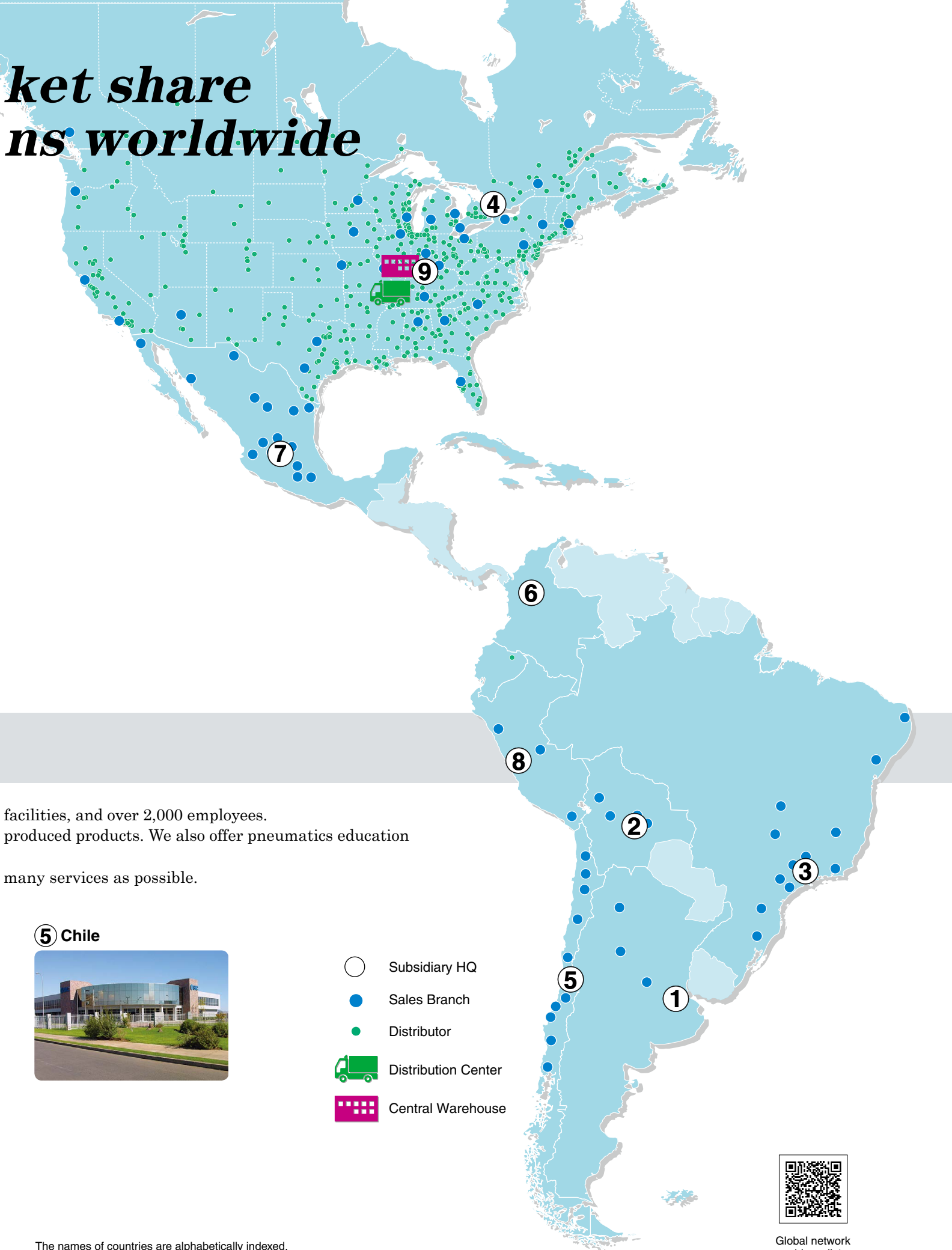
⑧ Peru



⑨ United States of America



ket share ns worldwide



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 approximately 160 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.

① Austria



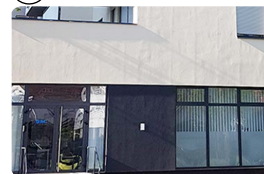
② Belgium



③ Bulgaria



④ Croatia



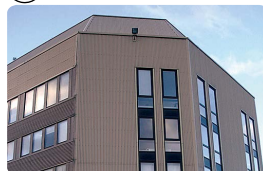
⑤ Czech Republic



⑥ Denmark



⑦ Estonia



⑧ Finland



⑨ France



⑩ Germany



⑪ Hungary



⑫ Ireland



⑬ Italy



⑭ Kazakhstan



⑮ Lithuania



⑯ Netherlands



⑰ Norway



⑱ Poland



⑲ Romania



⑳ Slovenia



㉑ South Africa



㉒ Spain

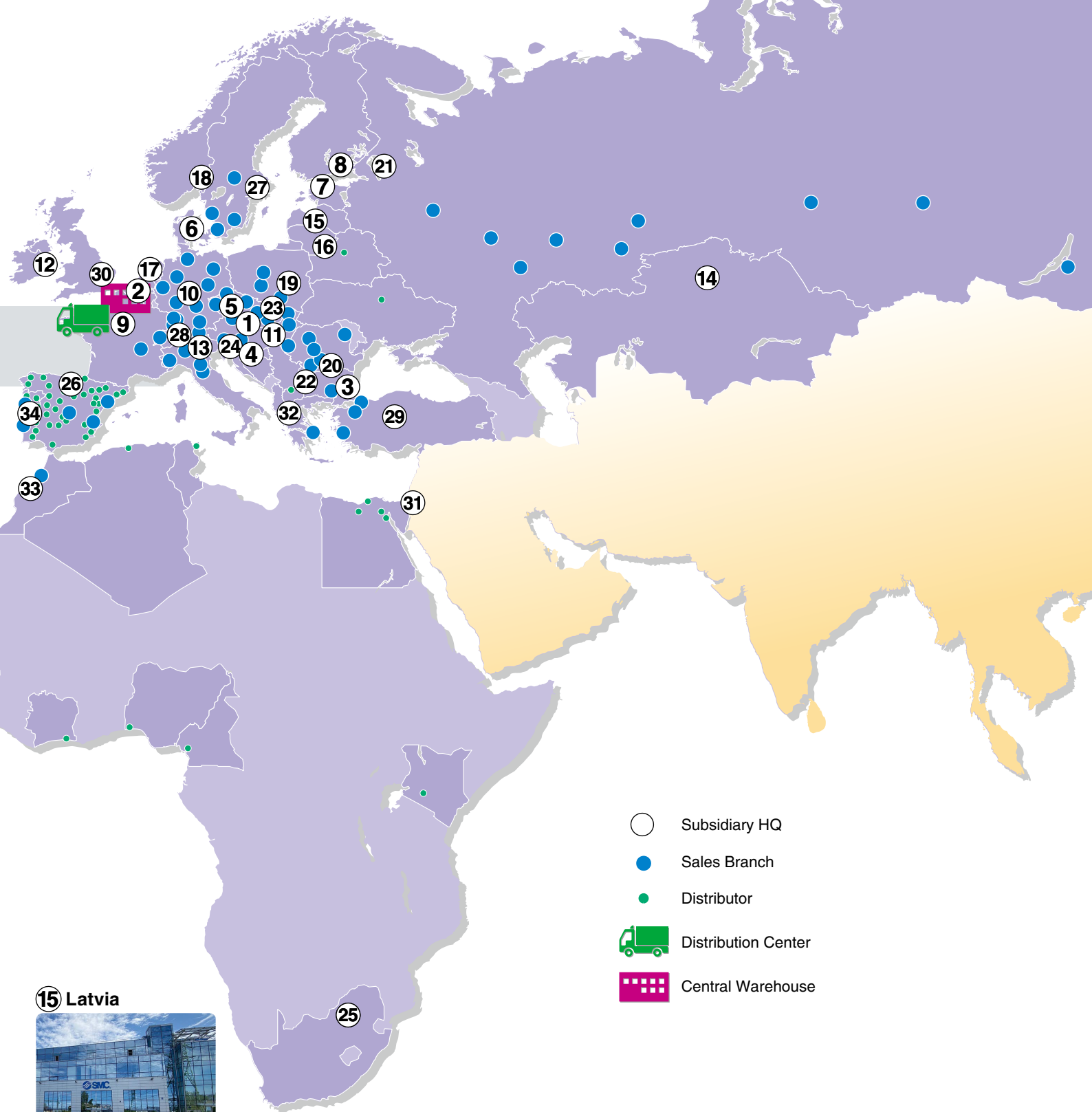







㉓ Sweden



㉔ Switzerland





-  Subsidiary HQ
-  Sales Branch
-  Distributor
-  Distribution Center
-  Central Warehouse

15 Latvia



21 Russia



22 Serbia

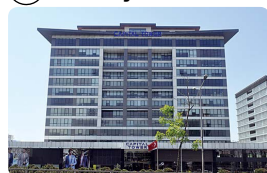


23 Slovakia



The names of countries are alphabetically indexed.

29 Turkey



30 United Kingdom



31 Israel

32 Greece (Under the jurisdiction of Italy)

33 Morocco (Under the jurisdiction of France)

34 Portugal (Under the jurisdiction of Spain)



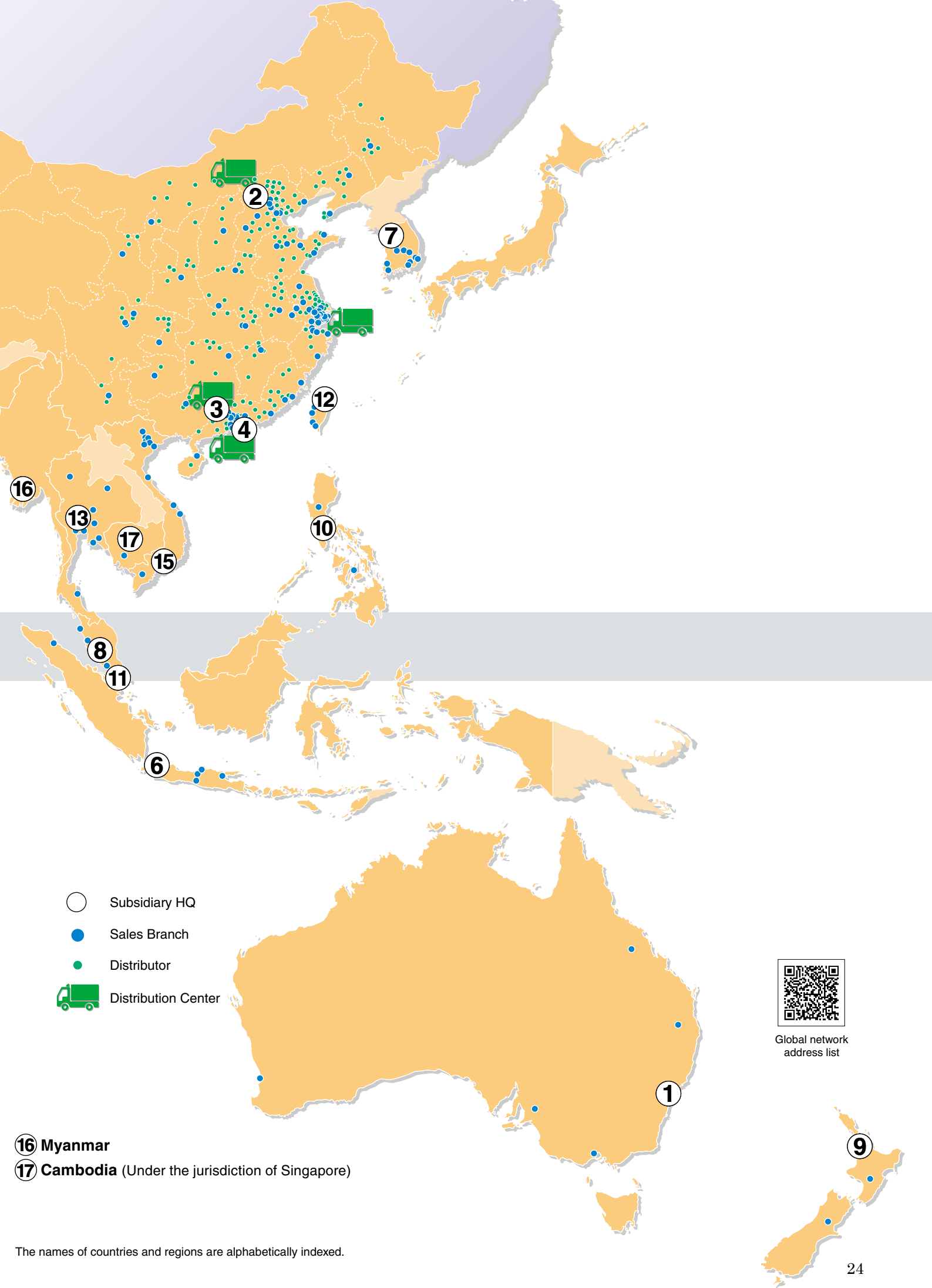
Global network
address list



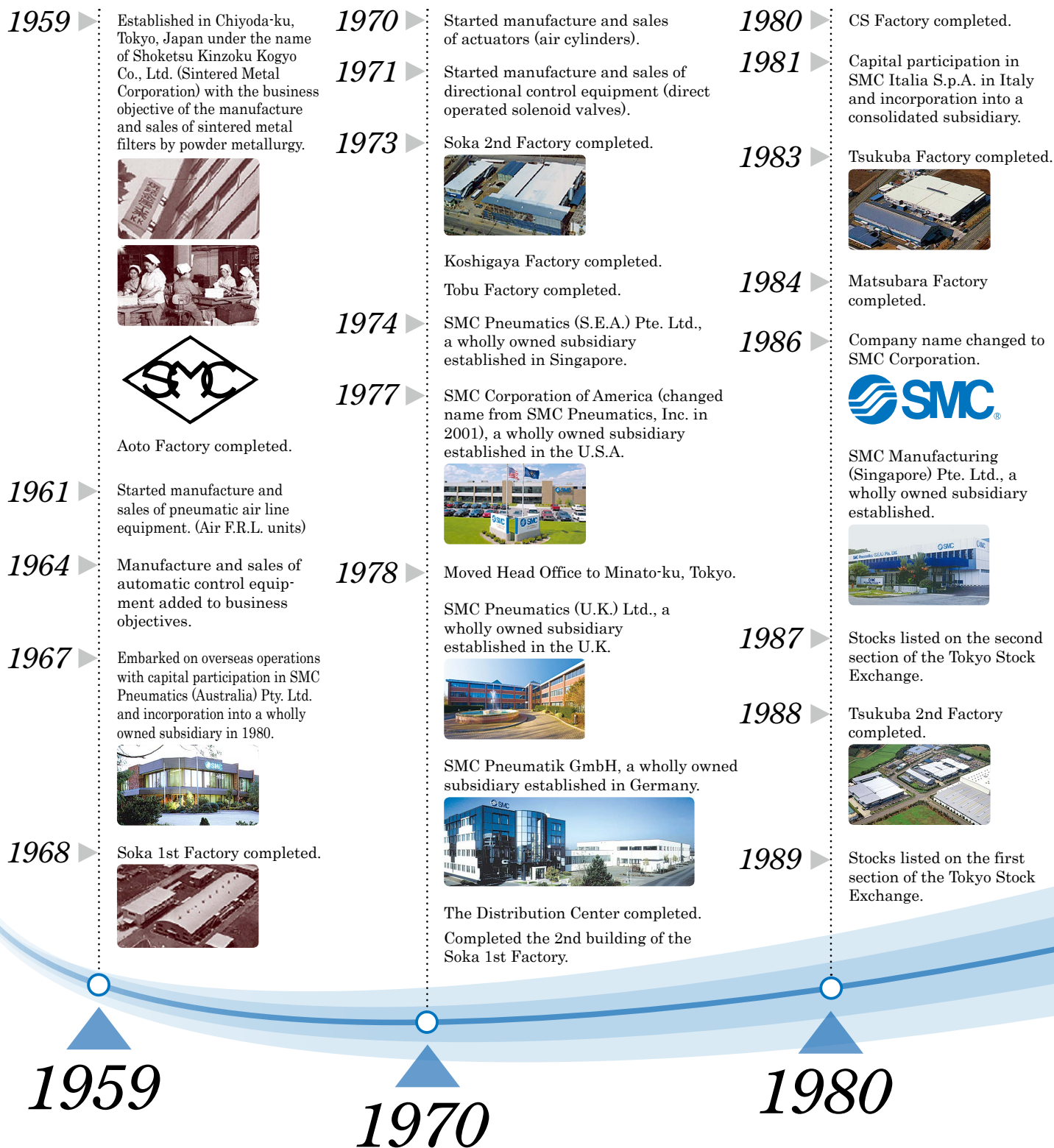
Service Network in **Asia and Oceania**

SMC's Asia and Oceania service network includes 16 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.





Corporate History





The Origin of the Company Name

Sintered Metal Company → **SMC**

The company 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.

The three lines symbolize our attitude towards mutual communication.



SMC's Quality and Environment Initiatives

Providing the global market with products of the utmost quality

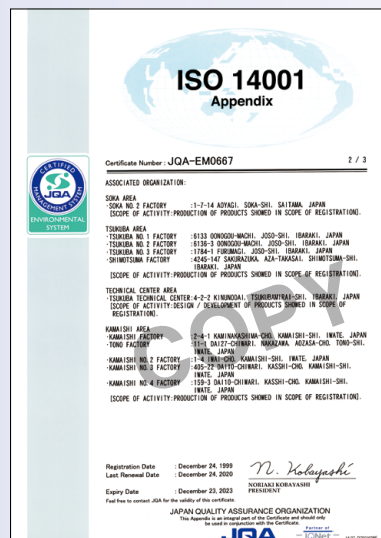
ISO 9001

Quality Management System



ISO 14001

Environmental Management System



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. At the time, the main activities focused on product assessment, energy saving, resource saving, chemical use reduction, and the implementation of the 5S methodology. And from 2005, SMC's Energy Saving Program promotion team has taken the lead in developing energy-saving activities at the company level. Furthermore, SMC's Tsukuba factory, which is an air-saving model factory, continues to attempt to take these initiatives to a whole new level.



International Standard Certification

Europe



CE Marking



EU F-Gas Regulation



ATEX Directive



RoHS Directive

Asia



China Compulsory Certification System (CCC)



Korean Electrical Appliance and Material Safety Certification

North America



UL/cUL Standards



CRN (Canadian Registration Number)



NRTL /C
CSA Standards

Russia



TR-CU Certificate
(Russia, Kazakhstan, Belarus)

Corporate Summary

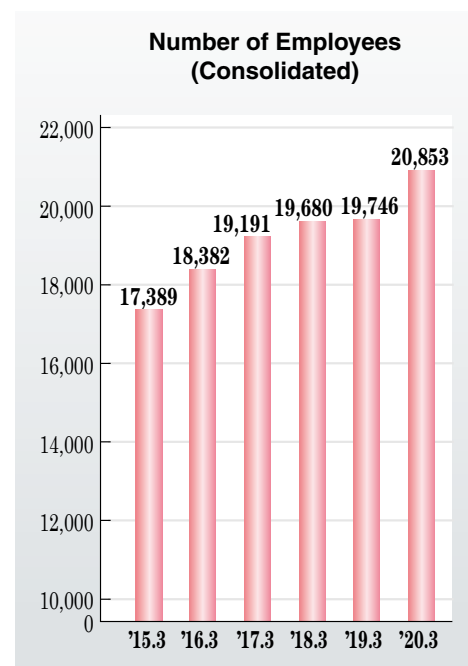
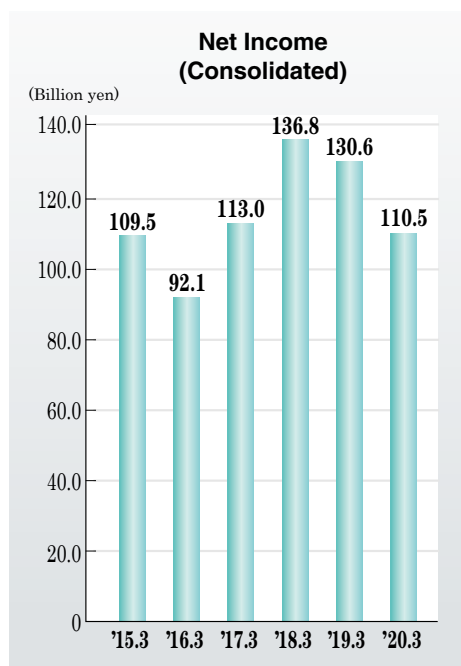
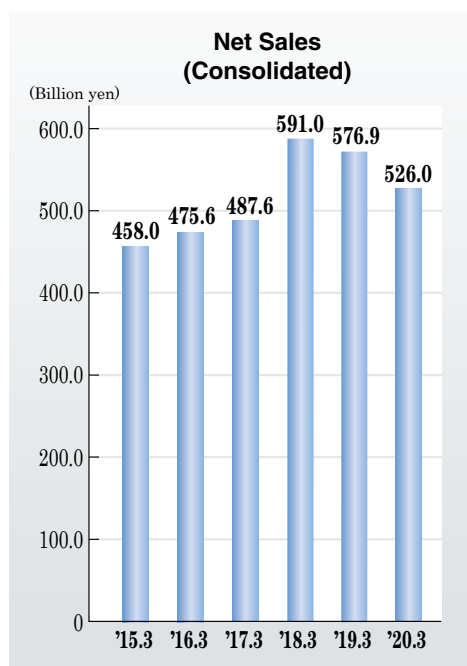


Company name	SMC Corporation
Head office	Akihabara UDX15F, 4-14-1 Sotokanda, Chiyoda-ku, Tokyo 101-0021, Japan Phone: +81(0)3-5207-8271 Fax: +81(0)3-5298-5361 https://www.smcworld.com
Established	April 27, 1959
President	Katsunori Maruyama
Executive vice president	Yoshiki Takada
Purpose of business	1. Manufacture, processing and sales of 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 first section
Capital stock	61 billion yen
Net sales	526.0 billion yen (Consolidated)*
Net income	110.5 billion yen (Consolidated)*
Number of employees	20,853 (Consolidated)*
Equity ratio	89.9%*
Rating	AA [R&I (Rating and Investment Information, Inc.)]*

* As of the end of March 2020



Company information video



SMC Corporation

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