Presentation of Financial Results for the Fiscal Year ended March 31, 2023

(Supplemental Material for Consolidated Financial Highlights)

May 17, 2023

SMC Corporation

Presentation of Financial Results for the year ended March 31, 2023

May 17, 2023
SMC Corporation
Yoshiki Takada, President





FY2022 Summary



Achieved record high for sales and profit due to increase in sales quantity and positive forex change. Solid demand for automation CAPEX continued.

Semiconductor demand was strong in 1st half, slowed down from 2nd half mainly for memory related. Within the auto industry, the impact of parts shortage continued but EV related demand increased mainly in China.

Supply chain situation gradually improved.

CAPEX: achieved 81.5 bil yen versus plan 120 bil yen)

Annual dividend: 900 yen / share

Total return ratio: Maintaining 50% including share buyback 55 bil yen

	FY21 Result		FY22 Result		YoY (FY21 vs FY22)	
	Amount	vs net sales	Amount	vs net sales	Amount	%
Net sales	727.3		824.7		97.3	13.4%
Cost of sales	363.5	50.0%	403.6	48.9%	40.0	11.0%
Gross profit	363.8	50.0%	421.1	51.1%	57.3	15.8%
Selling, general & administrative expenses	135.9	18.7%	162.9	19.8%	26.9	19.8%
Operating profit	227.8	31.3%	258.2	31.3%	30.3	13.3%
Ordinary profit	272.9	37.5%	305.9	37.1%	32.9	12.1%
Net profit	192.9	26.5%	224.6	27.2%	31.6	16.4%
Average exchange rate						
USD	112.	.39	135	.56	+23.17	20.6%
EUR	130.	.55	141	.05	+10.50	8.0%
CNY	17.	51	19.	75	+2.24	12.8%
Depreciation R&D expenses	20.5 23.4		25.7 27.3		5.2 3.9	25.3% 16.6%

FY2023 Guidance



Forecasting sales to be at the same level as the previous year on a volume basis by capturing the EV shift and post-Corona demand for automation and labor saving, despite the severe business environment due to the slowdown in semiconductors and concerns of economic recession in Europe and the U.S.

Operating profit is expected to decrease due to factors such as cost increase caused by inflation and yen appreciation.

To achieve mid-term sales target of "JPY 1 Trillion by FY2026", aggressive capex (120 billion yen, same as last year) will continue in order to expand production capacity for supporting sales growth and BCP (Business Continuity plan) of production bases.

Dividend: 900 yen / share (same as last year)
-Achieve both business growth and
shareholder return

		Billions of	f Yen)		
	FY21	FY22	FY23	Yo	Υ
	Result	Result	Forecast	(FY22 vs FY23)	
	Amount vs net sales	Amount vs net sales	Amount vs net sales	Amount	%
Net sales	727.3	824.7	807.0	-17.7	-2.2%
Cost of sales	363.5 50.0%	403.6 48.9%	405.0 50.2%	1.3	0.3%
Gross profit	363.8 50.0%	421.1 51.1%	402.0 49.8%	-19.1	-4.5%
Selling, general & administrative expenses	135.9 18.7%	162.9 19.8%	169.0 20.9%	6.0	3.7%
Operating profit	227.8 31.3%	258.2 31.3%	233.0 28.9%	-25.2	-9.8%
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Net profit	192.9 26.5%	224.6 27.2%	183.0 22.7%	-41.6	-18.5%
Average exchange rate					
USD	112.39	135.56	130.00	-5.56	-4.1%
EUR	130.55	141.05	145.00	+3.95	2.8%
CNY	17.51	19.75	19.00	-0.75	-3.8%
Capital expenditure	83.4	81.5	120.0	38.5	47.1%
Depreciation	20.5	25.7	30.0	4.3	16.4%
R&D expenses	23.4	27.3	30.0	2.7	9.6%
Dividend per share (JPY)	750	900	900	0	

3

CAPEX





Shimotsuma No.2 Plant

Kamaishi No.5 Plant





Tono No.2 Plant

(Billions	s of Yen)		FY22	2 Result		3 Plan	
Purpose Place		Result Item		F	Plan	Item	
	Japan	34.5	34.5	SMC	35.0	4.1	Tono Fac. Shimotsuma Fac. Kamaishi Fac. Others
PRD	Overseas	17.7	7.3 0.7 0.6	Vietnam Mfg China Mfg(s) Singapore Mfg SMC India Others	35.0	8.5 3.1 2.7	Vietnam Mfg China Mfg(s) SMC US SMC Korea Others
	Japan	13.1	13.0	SMC	40.0	28.8	JTC HQ Building
Admin.	Japan	10.1	0.1	Others	40.0	2./	East&West Logistics Others
Admin. R&D Sales Logistics		16.3	5.9 2.4 1.7 0.9 0.9	Others SMC US SMC Germany SMC Turkey SMC Spain US APTech Others	10.0	3.0 1.4 0.9 0.9	East&West Logistics

Our Strengths



Business Environment

1. Increasing Geopolitical Risks

- -Stagnant trend in free trade, Russian-Ukrainian conflict
- -Normalization of extreme weather, continued impact of Covid-19
 - -Continued supply chain disruptions

2. Inflation, Interest rate rise

- -Rising raw material and labor costs
- -Rising policy rates and exchange rate volatility in various countries
- -Deterioration of economic and business environment

3. Moments to reduce CO2 emissions

- -Involvement of each country and each international organization
- -Addressing the entire supply chain (Scope 3)
 - -Response to ESG Rating, etc.

Our Strengths

Global direct sales organization, diversified and stable customer

-7,000 direct sales personnel, 600,000 customers

Ability to supply products, reduce costs and shorten leadtime

- -Production capacity and ample inventory through continuous capital investment
- -Cost reduction through in-house production of key components and production volume

Full product lineup, system to meet customer requirements

-One stop shop with flexible R&D system

Strong financial position and solid business structure

-Ample Cash Flow, BCP system, and cyber attack countermeasures

Ability to provide solutions that contribute to CO2 emission reduction

- -Compact and lightweight product line-up, energy-saving products, entire factory air pressure-saving,
- High impact products (AMS, booster regulator, wireless)
- -Proposal selling utilizing know-how from our own factory

FY2023 Strategy



1. Increase in sales volume and market share

- -Cost reduction through sales and production volume expansion
- -Rationalization through process transparency of production and business
- -Unify strategies globally to achieve results efficiently

2. Rationalization through introduction of IT and utilization of global human resources

- -Improve productivity through introduction of production DX
- -Diversify the workforce based on transparent business -Agile R&D and production that reflects customer needs processes
- -Effective utilization of the Group's human assets

3. Improvement of sales structure

- -Improve productivity of outside sales staff and Distributor collaborations
- -Streamlining of internal sales operations
- -Strengthen customer relationships through global contracts

4. Sales strategy to increase sales volume

- -Approach from both end-users and machine builders
- -Expand sales of non-pneumatic products and expand sales in new industries and applications
- -Propose CO2 reduction solutions

5. Logistical arrangement to support sales volume expansion

- -Supply capability which can correspond to JPY 1 trillion sales
- -Improve procurement capability for parts and materials

6. Establishment of BCP system

- -Establishment of multiple production sites, multiple procurement of parts and materials
- -Multiple R&D sites, expansion of overseas technical centers functions
- -Data security and backups

Product Lineup



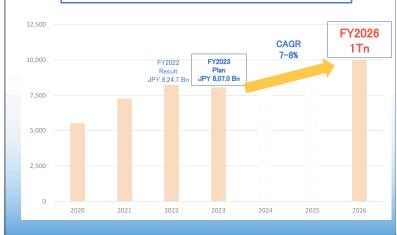


Toward JPY 1 Trillion in FY2026



Expand global market share with SMC's comprehensive strengths

Aiming to become
Global No.1 in Automation



Priority measures for CAGR 8%/yr

Increase in sales to existing customers: 2%

- Product mix analysis
- ·Linkage based on global contracts

Expand sales of products for semiconductors: 2%

· Chiller, Gate valve, High vacuum, Teflon products

Expand sales of products for rechargeable batteries: 2%

Mainly China, Korea → Capturing demand in the U.S., EU

Expand sales of environmentally friendly, energy-saving products: 1%

•AMS, Booster regulator, etc.

Diversification: 1%

- Non-pneumatic products
- Diversification of industry, user (Food, Medical, Agriculture, Logistics, Water treatment, etc.)

Sales focus products / Product mix



Do we have a good grasp of customer demand and are we missing out any sales opportunities?

- -Customers can purchase from us, a comprehensive manufacturer, in a one-stop shop.
- -Customers can reduce their inventory of spare parts by purchasing from a single supplier.

We can grasp each customer's sales share by product, and determine whether we are missing any sales opportunities

- -Non-pneumatic equipment has relatively low market share and room for sales expansion -There is room to expand sales of fittings, tubes, etc., through thorough cross-selling.
- \Rightarrow We will grasp our market share by product and pursue sales opportunities.

Non-Pneumatics Products	Commodity Products	Energy Saving Products		
Chiller				
Switch	Fitting	AMS		
High Vacuum				
Electric ACT				
Ionizer	Tube	Booster		
Teflon Products	labe	Doosee		



Q

Energy Saving Consultation





AMS(Air Management System)

Automatically determines the operating status of production equipment and automatically switches the air pressure to the minimum required during standby. Reduces air consumption while maintaining necessary functions. Contributes to IoT in the factory by transmitting measurement data wirelessly. Can be promoted in combination with lower-pressure piping in the factory, contributing to reduced power consumption (= reduced CO2 consumption) by the customer.

Air Saving Booster Regulator

After reducing the pressure in the factory piping, partial pressure increase is possible where a large force is required locally. Air consumption during pressure increase can be reduced by 40% compared to conventional products.

Differentiation from competitors through total solutions such as space saving, light weight, long life, IoT, visualization, etc.

Secondary Battery

Sales for products for secondary battery are mainly from China and Korea (China) Sales for secondary battery and EV:

FY2022 26.0 billion JPY (actual)

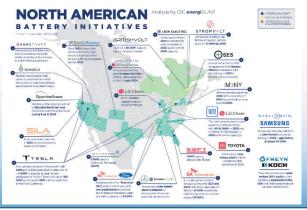
Up 22% (vs FY2021), Up 50% (vs FY2020), 600% (vs FY2019)

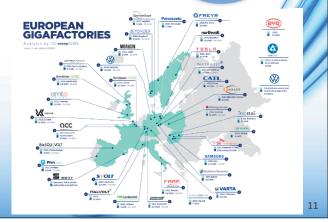
Forecasting CAGR in next 3 years : 115 - 120 % / year

Many battery projects are in progress in North America and Europe

- Major portion of machine builders are Chinese or Korean players.
- We can utilize our track record in China and Korea!

Battery projects in North America and EU Source: CIC energiGUNE





Japan Ko

Korea

Sales of secondary battery by country

(FY2021)

Hong UsGermanyOthers

Diversification and Linkage



Diversification

Utilize all networks and opportunities to reach out to various users, industries, machines to develop new customers

→Diversify and stabilize revenue sources



Vegetable Plant (Agriculture) Wine, Sake, Craft beer Mfg. Dairy farming/Milking

Cheese Mfg.

Powder / Dust collection Pharmaceuticals Fine Chemicals (Chemical proces

Linkage

Maximize the use of information and resources, and connect each other (linkage) to approach users, whether domestic or overseas, in the same or different industries from various angles and surfaces by connecting users point by point.

Sustainability Initiatives



FY2021

Established Sustainability Committee Established Eco-Factory Promotion Office

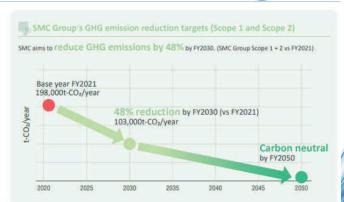
FY2022

Commitment to TCFD
Carbon neutral by FY2050
Establish and disclose mid- to long-term targets of carbon neutrality in FY2050 and a 48% reduction in GHG emissions by FY2030.

Establishment and disclosure of mid- to long-term goal of 48% GHG emissions reduction in FY2030 (Scope 1 + 2)

FY2023 (Plan)

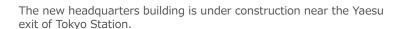
Disclose Scope 3 reduction targets Issue Integrated Report Further improvement on ESG score



ESG Rating		2020	2021	2022
MSCI	AAA-CCC	В	BB	BB
CDP Climate Water	A-F	A-F D C-		D C-
FTSE	Full marks 5.0	2	1.5	1.8
Eco Vadis	Full marks 100	36	40	49
ISS	1-10	10	8	6

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New HQ Building of SMC



The showroom, which will be located on the first floor, will be a base to introduce our products in an easy-to-understand manner and to communicate the appeal of automatic control equipment and the manufacturing industry itself.

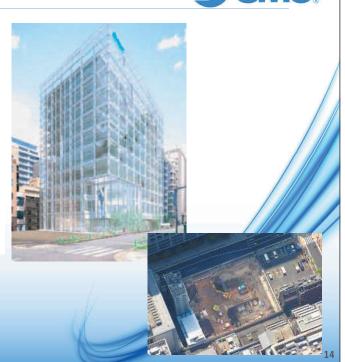
It will be positioned as a landmark for the SMC Group including overseas subsidiaries where a diverse workforce, regardless of nationality, can play an active role.

<Outline of Head Office Building> Address: Kyobashi, Chuo-ku, Tokyo

Scale: 10 floors above ground with 1 basement floor,

total floor area of 11,467 m2

Construction completion: Scheduled for November 2024.





Presentation of Financial Results for the 4th Quarter Ended March 31, 2023

SMC Corporation

Masahiro Ota,
Director and Executive Officer
Head of Finance & Accounting Division
May 17, 2023







Consolidated Statement of Income

					((Billions of Yen)		
	FY21	FY22	YoY	FY22	FY22	FY22	QoQ	
	Result	Result	(FY21 vs FY22)	Forecast 3Q		4Q	(22/3Q vs 22/4Q)	
	Amount vs net sales	Amount vs net sales	Amount %	Amount Progress	Amount vs net sales	Amount vs net sales	Amount %	
Net sales	727.3	824.7	97.3 13.4%	824.0 100.1%	205.9	197.2	-8.6 -4.2%	
Cost of sales	363.5 50.0%	403.6 48.9%	40.0 11.0%	413.5 97.6%	98.0 47.6%	96.1 48.8%	-1.8 -1.9%	
Gross profit	363.8 50.0%	421.1 51.1%	57.3 15.8%	410.5 102.6%	107.8 52.4%	101.1 51.2%	-6.7 -6.3%	
Selling, general & administrative expenses	135.9 18.7%	162.9 19.8%	26.9 19.8%	162.0 100.6%	43.6 21.2%	40.7 20.6%	-2.9 -6.8%	
Operating profit	227.8 31.3%	258.2 31.3%	30.3 13.3%	248.5 103.9%	64.1 31.2%	60.3 30.6%	-3.7 -5.9%	
Ordinary profit	272.9 37.5%	305.9 37.1%	32.9 12.1%	302.0 101.3%	53.5 26.0%	71.6 36.3%	18.0 33.8%	
Net profit	192.9 26.5%	224.6 27.2%	31.6 16.4%	220.0 102.1%	40.7 19.8%	50.8 25.8%	10.1 24.9%	
Average exchange rate								
USD	112.39	135.56	+23.17 20.6%	138.00	141.57	132.42	-9.15 -6.5%	
EUR	130.55	141.05	+10.50 8.0%	139.00	144.35	142.19	-2.16 -1.5%	
CNY	17.51	19.75	+2.24 12.8%	19.80	19.87	19.35	-0.52 -2.6%	
Dennesiation	20.5	25.7	E 0 0E 00/	20.0 00.4%				
Depreciation R&D expenses	20.5	25.7	5.2 25.3% 3.9 16.6%					



[YoY] Factors of Change of Net Sales and Operating Profit



(Billions of yen)

< Sales qty. > 3% Increase

Japan +3.0 (+2%), North America +2.6 (+3%), Europe +8.7 (+7%) Greater China +5.6 (+3%), Other Asia +0.5 (+1%)

< Selling price > 0.5% up

Japan +0.4, Overseas +3.1 Increasing trend from supply chain crisis

< Exchange rate fluctuation > 10% Increase

North America (mainly USD) Europe (mainly EUR) + 81 Greater China (mainly CNY) +26.8 Other Asia (KRW and others) +12.2

2Operating Profit



< Exchange rate fluctuation >

- From transaction (Foreign currency export & import) +26.6
- From conversion (Overseas subs P&L conversion)

< Inventory devaluation >

Decrease in inventory turn-over ratio due to increase RM&P by advance purchasing and increase in merchandise

< Operating capacity >

Cost of sales ratio worsened from increase in material cost and labor costs which can't be absorbed by improvement of operating capacity from increase in production volume.

< SG&A expenses >

Freight & Delivery -5.7, Personnel -2.0 Donation -1.5, Traveling -1.0



[QoQ] Factors of Change of Net Sales and Operating Profit



(Billions of ven)

< Sales qty. > 2% decrease Japan -3.7 (-8%), North America +4.2 (+14%), Europe +5.1 (+15%), Greater China -7.4 (-13%), Other Asia -2.6 (-9%)

<Selling price> Japan -0.4, Overseas +1.1 Increasing trend from supply chain crisis

< Exchange rate fluctuation > Decrease North America (mainly USD) -2.0 Europe (mainly EURO) -0.8 Greater China (mainly CNY) -1.4 Other Asia (SGD, etc.) -0.5

2 Operating Profit



< Exchange rate fluctuation >

- From transaction (Foreign currency export & import) -3.8
- (Incl. convert foreign currency of past unrealized profit in inventories -1.9)

 From conversion (Overseas subs P&L conversion) -0.9

<Inventory devaluation>

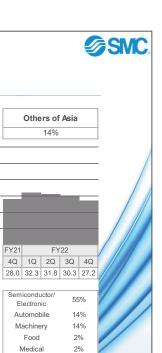
Turn-over of inventories improved as some of the inventories subject to devaluation had been delivered out.

< Operating capacity >

Cost of sales ratio worsened from increase in material cost and labor costs which can't be absorbed by improvement of operating capacity from increase in production volume.

- < SG&A expenses >
 Contribution +1.1, Freight & Delivery +1.0, Personnel -3.1,
 - Public taxes -1.2, Others +3.7

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[Quarterly] Consolidated Net Sales by Location

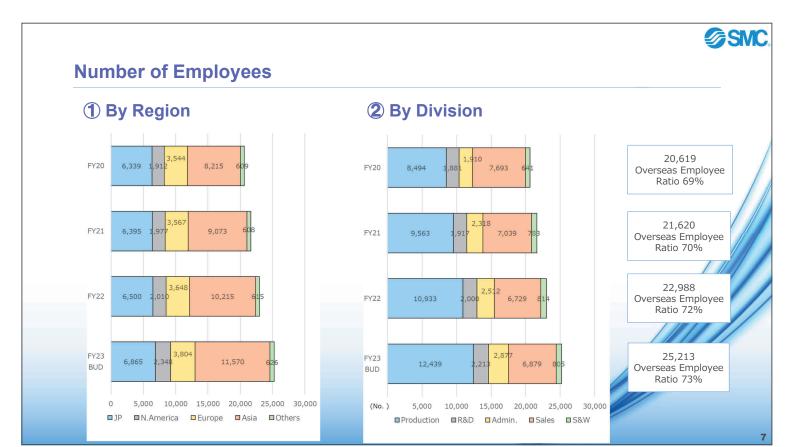


SMC

Consolidated Balance Sheet

	(Billions of Yen)						
	FY21	FY22	Yo	YoY			
Assets	1,769.9	1,927.9	157.9	8.9%			
Current assets	1,258.4	1,323.8	65.4	5.2%			
(①Cash and deposits)	(684.8)	(603.5)	(-81.2)	-11.9%			
(Trade receivables)	(211.9)	(228.8)	(16.9)	8.0%			
(②Securities)	(12.2)	(19.9)	(7.7)	63.1%			
(Inventories)	(303.5)	(418.6)	(115.0)	37.9%			
Non-current assets	511.5	604.0	92.5	18.1%			
(③Investment securities with fair value)	(43.8)	(76.2)	(32.4)	74.0%			
(4 Insurance funds)	(150.7)	(143.9)	(-6.8)	-4.6%			
*Cashability assets ①+②+③+④	891.6	843.6	(-48.0)	-5.4%			
Liabilities	210.6	225.6	14.9	7.1%			
Current liabilities	169.4	188.8	19.4	11.5%			
(Trade payables)	(62.1)	(73.6)	(11.5)	18.6%			
Non-current liabilities	41.2	36.7	-4.5	-10.9%			
Net assets	1,559.2	1,702.3	143.0	9.2%			
Equity ratio	87.9%	88.1%	+0.2				
Net assets per share (yen)	23,808	26,331	+2,523				
ROE	13.2%	13.8%					

	(0:11:								
	EV/24		ns of Yen)						
	FY21	FY22	YoY						
Total inventory	303.5	418.6	115.0						
Merchandise and finished goods	130.8	165.2	34.4						
Work in process	25.5	31.3	5.8						
Raw materials, parts and supplies	147.1	221.9	74.7						
Impact due to exchange rate fluctuation 8.8									
Impact due	to inventory	devaluation	-4.9	/					
	Actual YoY change								
FY average monthly sales ratio	5.0	6.1	1.1						
Closing month sales ratio	4.6	5.6	1.0						
Closing exchange rate									
USD	122.41	133.54	+11.13						
EUR	136.77	145.72	+8.95						
CNY	19.26	19.42	+0.16						
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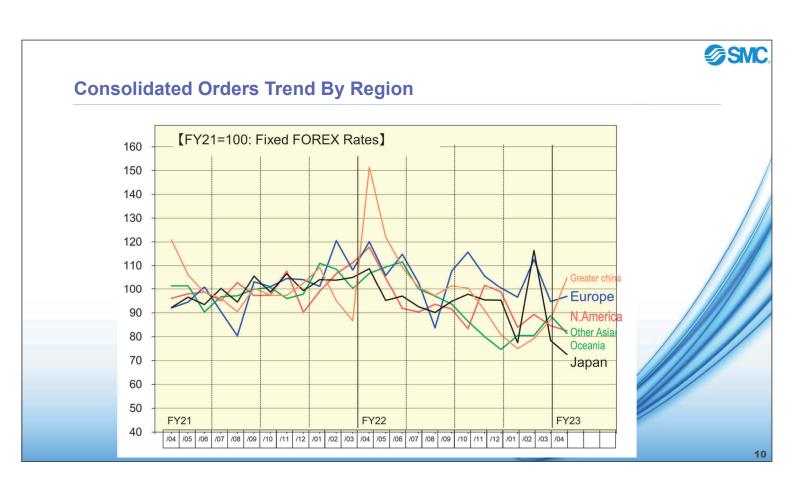


Current Order Situation (FY21=100)

*Note that since EV batteries among rechargeable batteries in China have been reclassified from Electrical machinery to Automobile as of January 2023, the current incoming orders are not continuous with those of the past

	,	FY22		'22/4Q	'23/04	23/4 Situation
	Electrical machinery	93	85	68	67	Decreasing in all areas except China
Co	Automobile	110	101	118	125	Increasing in Korea and China
Consolidated	Machine tools	93	88	83	84	Increasing in China, remained flat in Japan and Korea
lida	Foods	94	91	90	90	Increasing in China, weak tone in Japan and US
ited	Medical	99	96	93	102	Increasing in China and Germany
	Other	101	103	96	96	
Jap	oan	95	96	90	73	Decreasing in electrical machinery
No	rth America	94	95	86	82	Remaining at the bottom in electrical machinery, weak tone in other sectors
Eu	rope	105	107	101	97	Decreasing in electrical machinery, increasing in medical
Gre	eater China	100	91	81	105	Increasing in each sector
The r	est of Asia & Oceania	92	80	83	81	Weakening in electrical machinery
Со	nsolidated	97	94	87	89	







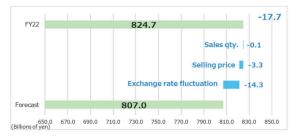
FY23 Consolidated Financial Forecast

			(Billions o	f Yen)	
	FY21	FY22	FY23	Yo	PΥ	
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Depreciation	20.5	25.7	30.0	4.3	16.4%	
R&D expenses	23.4	27.3	30.0	2.7	9.6%	
Dividend per share (JPY)	750	900	900	0		



[FY22 vs FY23] Factors of Change of Net Sales and Operating Profit

1 Net Sales



< Sales qty. > Japan -4.7, Overseas +4.6 Decrease in North America, but increase in Asia and Europe

< Selling price > Japan -1.2, Overseas -2.1

< Exchange rate fluctuation > N. America -4.2 Asia -11.5

2 Operating Profit

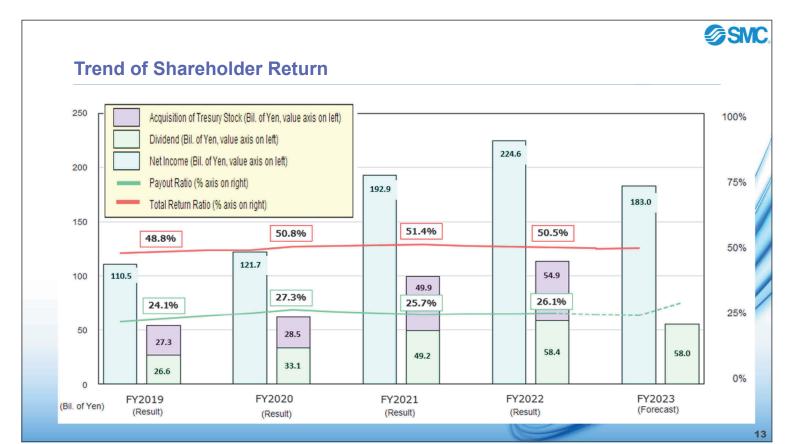


< Exchange rate fluctuation >

We forecast stronger JPY, which will result in lesser export profitability and profit decrease in P/L conversion of overseas group companies.

< Operating capacity, Others >
We expect operating capacity decrease due to slight decrease in production volume and we also seek increase in raw materials and parts expense.

< SG&A expenses > Personnel -4.2, Traveling -0.6, Freight -0.4, Service charge -0.3





This document contains projections concerning future performance estimates of SMC. These statements are information available at the time of the compiling of this report and may include potential risks and unforeseen factors. Accordingly, please be aware that actual results may change considerably according to multiple factors that influences the industrial market.

Thank you for your time and attention

