

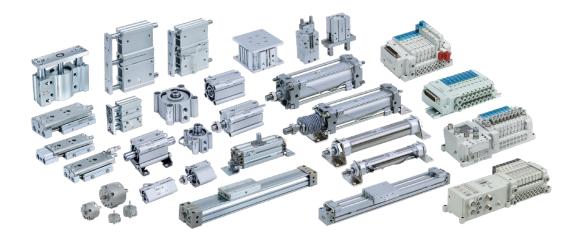
CORPORATE GUIDE



SMC is pursuing worldwide customer satisfaction and supporting automation through the most advanced pneumatic technologies.



The 21st century - with the rapid revolution in global information technologies, business methods are undergoing great changes. In these quickly developing, ever-changing times, customer satisfaction can only be achieved with a clear understanding of our customers' goals and objectives. Therefore, SMC built an organization that listens carefully to our customers and responds quickly and specifically to their needs. SMC has established a wide spread global network of locations in all major countries of the Americas, Europe and Asia/Oceania as well as emerging countries such as Brazil, Russia, India and China, showing our active commitment to the world market. SMC supports this global network with a stable supply chain of global products, a high level of technical service and a solid communication network to meet our customers' needs and expectations.



Technical Development

Our engineering staff now exceeds 1,500 and is located in Technical centers in Japan, the United States, Europe and China.

Quick, clear and detailed responses to customer requests are communicated through our sales group, and our engineers are constantly on the alert for new trends that lead to new world class products.

Production and Supply

Our product line offers 12,000 basic models with over 700,000 variations. Global production facilities provide a stable supply of products to customers in all markets.

The vast array of products satisfies nearly every application. Fast delivery of these high quality products at competitive prices is accomplished through our unique production system, and by maximizing our local production capabilities, a stable supply of product is guaranteed.

Sales & Communication Network

With 500 sales offices in 83 countries worldwide, our sales force of over 8,232 maintains close communication with customers.

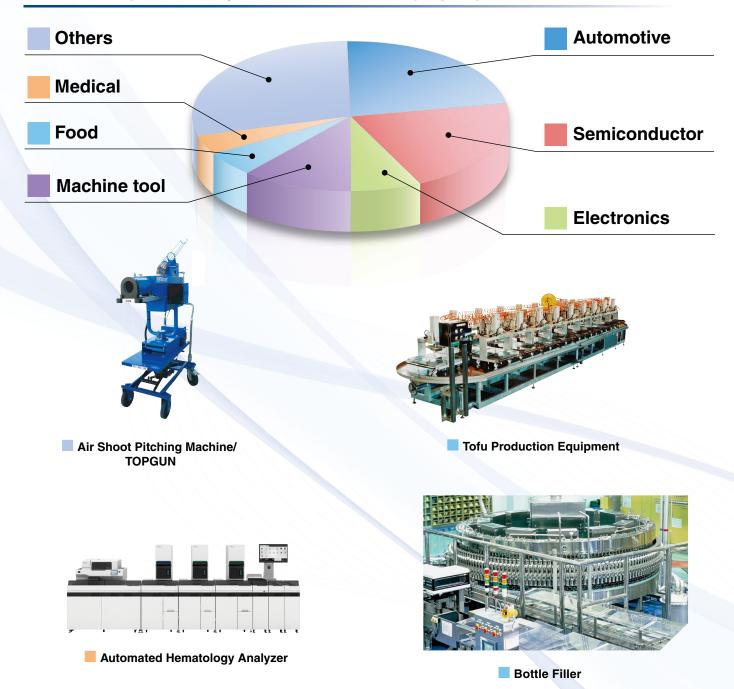
By establishing a strong base in each country and region with a large experienced sales force, SMC provides the best possible service in the industry. Maintaining close communication with our customers throughout the world keeps our engineering teams and our products at the leading edge of the industry.

Pneumatics contributes to automation in every industry.

The stage is set for infinite application expansion of pneumatic control technologies.

The development of sophisticated automation in the industrial world has been a spark for the rapid growth in the use of pneumatic components. From a mainstay of core industries such as automotive, electronics and machinery, pneumatic components have moved into a wide range of other industrial fields. High technology applications are growing especially fast, making pneumatics indispensable in high tech industries such as information technology. Additionally, pneumatic components are playing an increasing role in the automation of the field of medicine, nursing care and other consumer applications for future development of automation industry.

Sales Composition by Industrial Sector (Japan)





Automobile Assembly Lines



Coater/Developer



Electronic Parts
Mounting Equipment



■ IC Test Handler



■ IC Test System



ESL Paper Pack Filling Machine



■ Thermo Former



Automatic Rice Sorter



Air Jet Loom

12,000 basic models, and 700,000 variations. A wide range of variations to accommodate diverse applications.

A complete line-up of pneumatic control systems

As a general supplier of pneumatic components, SMC provides products compatible with multiple applications and complete systems. Therefore, a broad range of pneumatic variations is offered for each system component. This complete array of products results in SMC pneumatic systems that are capable of specifically meeting infinitely diverse requirements.



Compressor



Air Dryers, Mist Separators

These components provide clean dry air through dehumidification and filtration.



Air Dryer



Air Preparation Filter



Air Filters, Regulators, Lubricators

These components remove foreign particles from compressed air, provide pressure control or supply lubrication.



Air Line Equipment



Air Line Equipment

Solenoid Valves

These components direct the flow of compressed air supplied to cylinders and other actuators.



Solenoid Valve



Directional Control

Valves

Air Cylinders, Rotary Actuators, Air Grippers

These components use the compressed air switched by directional control valves to create force for linear and rotary action, and gripping.



Air Cylinder



Rotary Actuator/
Air Gripper

Actuators

SMC products are moving into peripheral related markets.

SMC products are not confined to the limits of conventional pneumatic control components, but are reaching out to cover peripheral markets as well. SMC products are developed to satisfy unique requirements, and we are committed to developing products for new markets to satisfy all of our customers.

Detection Switches

These switches monitor various fluids such as air or water to control pressure and/or flow rate.





Pressure Switch

Flow Switch

Temperature Control Equipment

Our temperature control equipment allows precise temperature control in Thermo-chillers with refrigeration technology and Thermo-cons with thermo-electric device technology.





Thermo-chiller

Thermo-con

Electric Actuators

Electric actuators that provide shockless transport with a variety of controllers and motors, and highly accurate multi-point positioning.



Electric Actuator & Dedicated Controller

Vacuum Equipment

Vacuum equipment generates a vacuum state by supplying compressed air for workpiece adsorption and transfer application.



Vacuum Ejector

Vacuum Pad

High Vacuum Valves

High vacuum valves are used for semiconductor manufacturing equipment.



High Vacuum Angle Valve

Chemical Liquid Valves

Air operated chemical liquid valves are compatible with acid, alkali and super pure water, which are required for the production of semiconductors in high-purity environments.



Air Operated Chemical Liquid Valve



SMC's team of 1,500 experienced engineering staff provides quick solutions for our customers' specific needs.

As demonstrated by merging with the most advanced fields, typified by the information technology industry, expanding to life science fields, environment responsiveness, and energy saving activities, pneumatic control is entering a new era of high technology. SMC is responding with improvements in quality, precision, durability, and incorporating high level multiple functions, miniaturization and new materials. We pursue research and development in multiple fields, producing a succession of new products to satisfy customers' specified demands. In addition, we make products that can be applied worldwide by considering international standards from their inception. Our highly qualified engineering staff, comprised of specialists from every field, is ready to give prompt and detailed solutions to the diverse needs of our customers.



CAD



Laboratory



Clean Room



Environmental Test Rooms



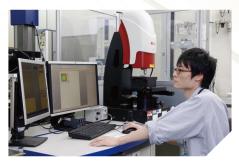
Life Testing Room



CT Computed Tomography



Universal Testing Machine



Non-contact Profilers



Micro Vickers Hardness Tester



Scanning Electron Microscope



SMC's research and development division is adapting to the changing times by researching electronic control technologies and/or developing products for fields such as the semiconductor industry. With our product development facilities, we provide our customers with extensive experimental equipment for cooperative research.



Global engineering network. Technical centers are located in the United States, Europe and China, as well as Japan.

Following the basic concept of developing products from the customer's standpoint, SMC is dedicating a large staff and large financial resources to research and development. This is undertaken to promote research on basic technology with future potential and to produce products that are adapted to the needs of the marketplace in a timely manner. To provide a positive and speedy response to the problems presented by customers throughout the world, technical centers have been established in the United States, Europe and China, creating a powerful global engineering network with Japan as its nucleus. All of the technical centers share information and maintain close contact in order to quickly respond to requirements locally, and to offer the same high quality of technical service throughout the world.

The Japan Technical Center has expanded to a new twin-tower building from where it will oversee worldwide technical development.



JTC(Japan Technical Center) Japan

The JTC staffed with 1,100 employees and the center of SMC research and development, produces new products for the global market based on our customers' current and future needs.



CTC (China Technical Center) China

The CTC strengthens the system through product development and technical services with about 120 employees in order to quickly respond to a wide range of needs and requirements in the Chinese market.







The UTC is enhancing engineering capabilities to quickly respond to customers' needs through product development and technical services offered in the North American market. Approximately 140 employees deal with various requirements from customers.



ETC (European Technical Centre) U.K.

The ETC was established in the existing SMC U.K. factory site in Milton Keynes. Here, approximately 60 experienced staff from SMC European subsidiaries are gathered to handle projects from their respective countries. This has enabled improved communication, faster and more accurate information, and a higher level of customer satisfaction.



GTC (German Technical Centre) Germany

In the European industrial center, the GTC with about 80 employees develops products and provides technical services by quickly responding to customers' requirements.





Die Maintenance



Aluminum Die-Casting Line

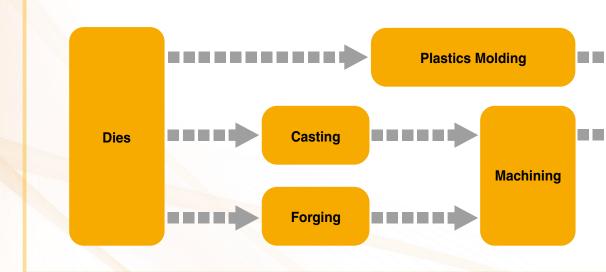


NC Machinery Line



Piston Rod Machinery Line

SMC's Integrated Production System





Impact Molding



Punching Press

SMC's unique production system achieves high quality, low cost and a short lead time.

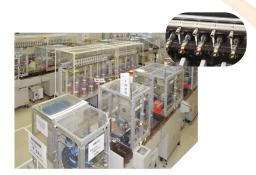
SMC products reflect a market trend towards greater diversification with a vast array of 12,000 basic models and over 700,000 variations. This is made possible by an integrated production system that includes casting, machining, surface treatment, coating, assembly and inspection, all performed in SMC's factories in order to supply our products with a high level of quality, reasonable pricing and shorter delivery times to our customers. Furthermore, we use a unique production control system in which instructions for all production operations are performed automatically based on information from orders received. As a result, SMC has achieved short lead times for its product.



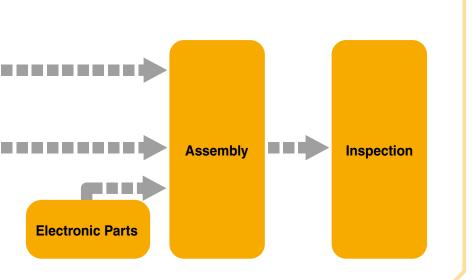
Valve Body Machining



Plastics Molding



Coil Winding





Clean Room



Electronic Substrate Mounting



Automatic Assembly Equipment



Assembly/Inspection of Temperature Control Equipment



A global production network supports a stable & continuos supply of high quality products throughout the world.

SMC delivers products for world markets from six key factory locations in Japan, in the Tsukuba district of Ibaraki prefecture and the Soka district of Saitama prefecture, as well as from other key locations in China, Singapore, and India. Additionally, to respond quickly and increase flexibility to the demands of the local market, overseas production facilities have been established in SMC subsidiaries around the world.

1 Production Facilities (Japan)













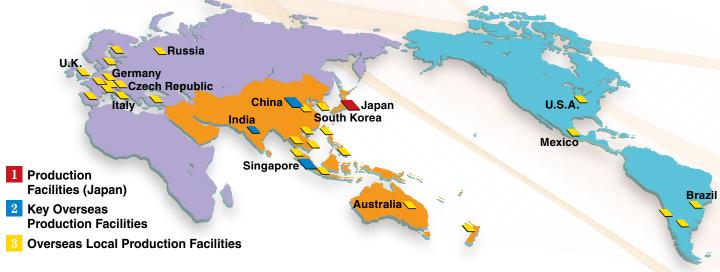
Kamaishi Area (Iwate Pref.) Total land area: 116,847 m² Total floor area: 48.820 m²







Yamatsuri Area (Fukushima Pref.)
Total land area: 315,760 m²
Total floor area: 72,400 m²



Key Overseas Production Facilities



China Factory SMC (China) Co., Ltd.

Total land area : 172,556 m²
Total floor area : 115,389 m²

SMC (Beijing) Manufacturing Co., Ltd.

Total land area : 315,856 m² Total floor area : 165,568 m²



Singapore Factory SMC Manufacturing (Singapore) Pte. Ltd.

Total land area : 47,911 m² Total floor area : 37,799 m²



India Factory
SMC Pneumatics (India) Pvt. Ltd.

Total land area : 87,154 m²
Total floor area : 43,939 m²

Overseas Local Production Facilities

North, Central & South America



U.S.A.



Brazil



Mexico

Chile Argentina

Europe/Africa



Germany



Russia



U.K.



Czech Republic

Italy

Switzerland Austria Sweden France Spain Turkey Finland

Asia/Oceania



Australia



South Korea

Singapore Malaysia New Zealand Hong Kong China (Guangzhou) Taiwan Thailand Philippines Vietnam



"One to one" communication is facilitated through a highly extensive network, sharply focusing on SMC customers, and a highly experienced sales support organization.

In satisfying 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 customer's order, but to accurately gauge the customer's 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, SMC invests in a highly extensive support network and a large sales organization with the goal of becoming more familiar with customers' needs and developing closer relationships. SMC's sales force of 1,022 in Japan and 7,210 internationally is continually striving to cultivate close communications with our customers.

SMC's sales network thoroughly covers Japan with 54 branch offices and 94 distributors with 590 offices, sharply focusing on its customers.

* As of end of May, 2017



A wide range of information is provided in a variety of different settings.

Showrooms and other facilities are set up 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. By maintaining close and detailed relationships with people and geographic regions, we achieve high quality sales activities, beyond just selling products.



International Fluid Power Exhibition



Pack Expo



Mechanical Components & Materials Technology Expo



Demonstration Van





Showroom (Japan Technical Center)



Seminar



http://www.smcworld.com SMC's home page

Showroom "Alpha"



Head Office



Toyota



Kyoto



A "30% global market share" has been achieved with local subsidiaries in 57 countries worldwide.

Taking its first step with Australia in 1967, SMC continued to move quickly into the international marketplace, and has steadily established local subsidiaries and distributors in major countries around the world, currently reaching 500 locations in 83 countries. With the expansion of its international network, SMC has earned a solid reputation as a reliable international brand, and has exceeded 30% global market share. We will continue to view the world as a single market and further develop our sales organization with even greater energy to provide "customer satisfaction" by responding accurately to individual demands of different customers in countries and regions around the world.

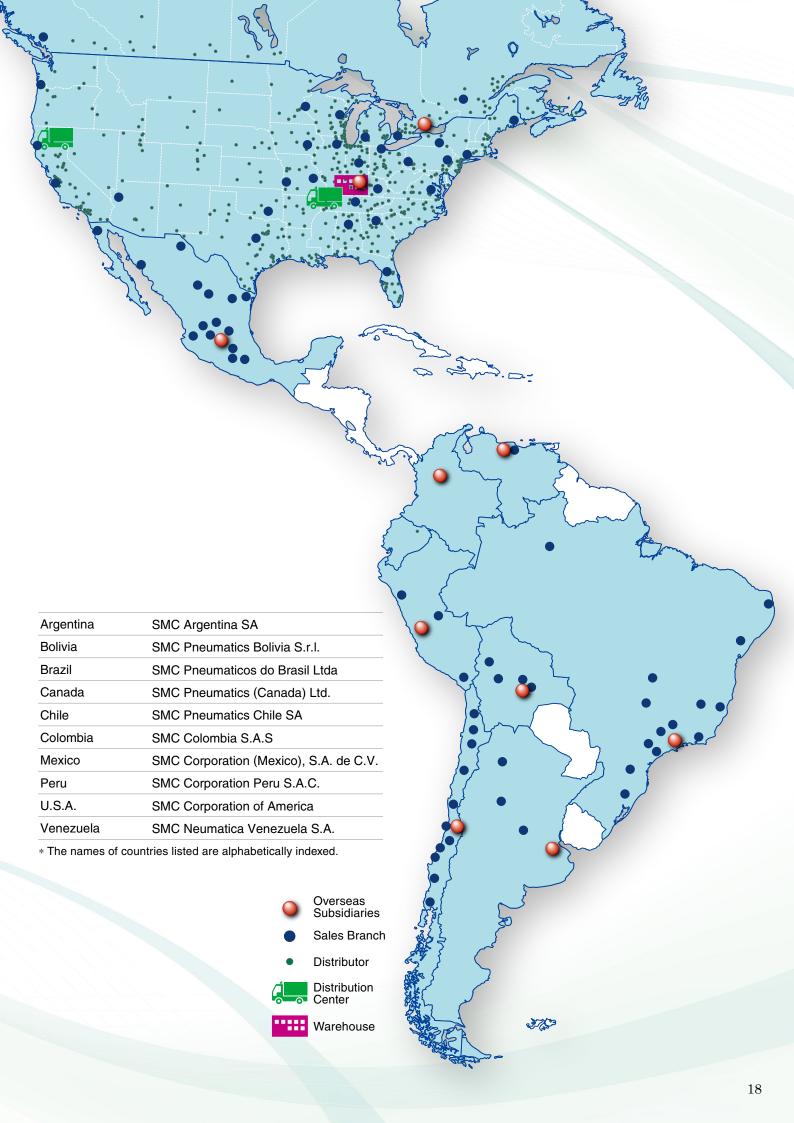
SMC Service in North & Central/South America

* As of end of April, 2017

The Americas Zone supports customer requirements with more than 90 sales branches, 5 local production facilities and over 2,000 employees.

With this network, they offer customer support for specials, application assistance and local product provision. They also provide assistance in education on pneumatics by using training kits and other materials. SMC cooperates closely with Japanese companies in America to responsibly provide all possible services.





SMC offers its products and services in 46 countries through our service system in Europe and Africa and provides excellent levels of customer service with our extensive sales network. The production facility in the Czech Republic, the European Central Warehouse (ECW), and local subsidiaries that manufacture simple special order products empower us to meet the demands of all of our customers anywhere in Europe. As well, we founded the European Technical Centre (ETC) in the United Kingdom. Approximately 60 engineers from eight countries, including Japan, are stationed there to work on customers' projects. Communication at the Centre is conducted smoothly in not only English but also in other languages, thereby building solid business





Italy/Greece



₩ U.K.



Germany



Switzerland



Austria



Sweden



France



Ireland



Spain/Portugal



Czech Republic



Denmark



H Finland



Norway



Netherlands



Belgium



Poland



Slovakia



Hungary



Romania



Bulgaria



Slovenia



Croatia



Estonia



Latvia



Lithuania



Russia



Turkey



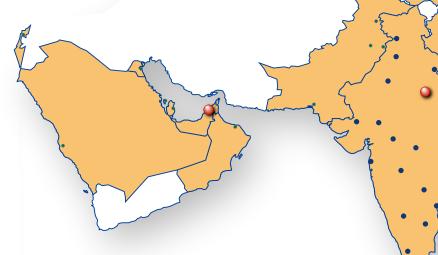
South Africa

Austria	SMC Pneumatik GmbH (Austria)
Belgium	SMC Pneumatics N.V./S.A.
Bulgaria	SMC Industrial Automation Bulgaria Eood
Croatia	SMC Industrijska Automatika d.o.o.
Czech Republic	SMC Industrial Automation CZ s.r.o.
Denmark	SMC Pneumatik A/S
Estonia	SMC Pneumatics Estonia OÜ
Finland	SMC Pneumatics Finland Oy
France	SMC France
Germany	SMC Deutschland GmbH
Hungary	SMC Hungary Ipari Automatizálási Kft.
Ireland	SMC Pneumatics (Ireland) Ltd.
Italy/Greece	SMC Italia S.p.A.
Kazakhstan	LLP "SMC Kazakhstan"
Latvia	SMC Pneumatics Latvia SIA

Lithuania	UAB "SMC Pneumatics"
Netherlands	SMC Pneumatics B.V.
Norway	SMC Automation AS
Poland	SMC Industrial Automation Polska Sp.z.o.o
Romania	SC SMC Romania S.r.I.
Russia	SMC Pneumatik LLC
Slovakia	SMC Priemyselná Automatizácia Spol s.r.o.
Slovenia	SMC Industrijska Avtomatika d.o.o.
South Africa	SMC Pneumatics (South Africa) (Pty) Ltd
Spain/Portugal	SMC España SA
Sweden	SMC Automation AB
Switzerland	SMC Pneumatik AG
Turkey	SMC Turkey Otomasyon A.Ş
U.K.	SMC Pneumatics (U.K.) Ltd.
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^{*} The names of countries listed are alphabetically indexed.

SMC's Asia/Oceania service network includes 15 local subsidiaries, 14 production facilities, more than 230 sales offices, and about 3,000 staff members, covering 26 countries and regions such as Korea, India, the ASEAN countries, Australia and New Zealand, and the Chinese speaking sphere that includes China, Hong Kong and Taiwan. Support for countries such as Israel and Saudi Arabia are taken care of by major local dealers that work closely with SMC Japan. SMC is working hard to provide a reliable support system for users operating across Asia/Oceania.





U.A.E.



India



Singapore/Cambodia



Indonesia



Thailand



Vietnam



Malaysia



Philippines



Australia

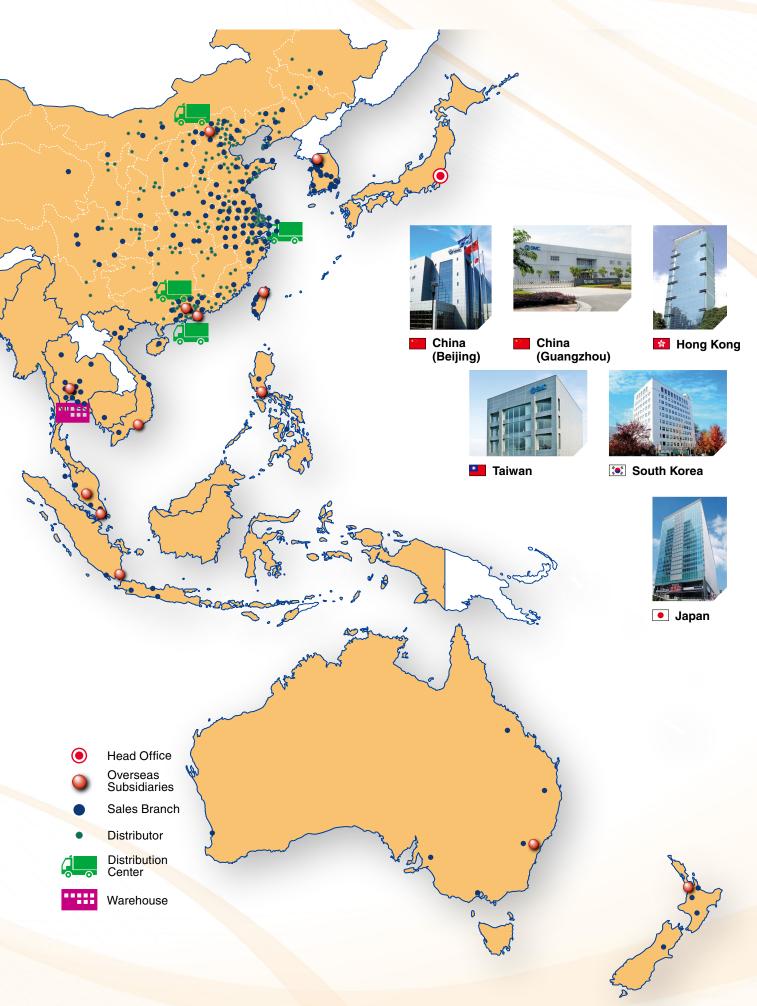


New Zealand

Australia	SMC Pneumatics (Australia) Pty. Ltd.
China (Beijing)	SMC (China) Co., Ltd.
China (Guangzhou)	SMC Pneumatics (Guangzhou) Ltd.
Hong Kong	SMC Pneumatics (Hong Kong) Ltd.
India	SMC Pneumatics (India) Pvt.Ltd.
Indonesia	PT SMC Pneumatics Indonesia
Japan	SMC Corporation
Malaysia	SMC Pneumatics (S.E.A.) Sdn. Bhd.

New Zealand	SMC Pneumatics (New Zealand) Ltd.
Philippines	Shoketsu SMC Corporation
Singapore/Cambodia	SMC Pneumatics (S.E.A.) Pte. Ltd.
South Korea	SMC Pneumatics Korea Co., Ltd.
Taiwan	SMC Pneumatics (Taiwan) Co., Ltd.
Thailand	SMC Thailand Ltd.
U.A.E.	SMC Pneumatics Middle East FZE
Vietnam	SMC Pneumatics (Vietnam) Sole Member Co.,Ltd.

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Reliable quality of products in the global market.

To enable our customers throughout the world to use our products with even greater confidence, SMC has obtained certification for international standards "ISO9001" and "ISO14001", and created a complete structure for quality assurance and environmental controls. SMC products strive to meet its customers' expectations while also considering the company's contribution in society.

Quality Management System

ISO9001

This is an international standard for quality control and quality assurance. SMC has obtained a large number of certifications in Japan and overseas, providing assurance to our customers throughout the world.





Environmental Management System

ISO14001

This is an international standard related to environmental management systems and environmental inspections. While promoting environmentally friendly automation technology, SMC is also making diligent efforts to preserve the environment.





SMC's Quality Control System

Quality Policies

Customer First

Source Control Full Participation

Plan Initiative

Quickly responds to customer requests and provides high quality products and services to meet customer expectations.

Identifies issues at an early stage, focuses on investigating the causes and repeatedly conducts Why analyses to trace issues back to the root causes and greatly improve issues for the establishment of a quality assurance system.

Is aware of their own responsibility and implements quality improvement activities with the participation of all employees to achieve quality first.

All employees commit to prioritizing quality and reliably follow the plando-check cycle.

Quality Control Activities

Sales Coordination

Research Design Development

Production

Education Training

- Market Research
- Product Planning
- After Sales Service
- New Product Evaluation
- Reliability Design Reliability Testing
- New Technology Development
- Process Control
- Inspection, Testing, etc.
- Initial Production Quality Control
- Quality System Education
- Corporation with Suppliers

Status of Acquisition of ISO Certification

■ Applicable Products and Services (Design, development and manufacture of the following products)

Air Preparation Equipment Air Line Equipment Directional Control Valves

Actuators Temperature Control Equipment Sensors

Fittings and Tubing **Filters** Vacuum Equipment

Silencers Static Neutralization Equipment

Related Facilities Included in the Registration

Japan Technical Center (Design, Development) Soka 1st Factory (Administration, Manufacturing)

Soka 2nd Factory (Manufacturing)

Tsukuba 1st Factory (Manufacturing) Tsukuba 2nd Factory (Manufacturing)

Tsukuba 3rd Factory (Manufacturing)

Shimotsuma Factory (Manufacturing)

Kamaishi 1st Factory (Manufacturing)

Kamaishi 2nd Factory (Manufacturing)

Kamaishi 3rd Factory (Manufacturing) Kamaishi 4th Factory (Manufacturing)

Yamatsuri Factory (Manufacturing)

Yamatsuri 2nd Factory (Manufacturing)

Tono Factory (Manufacturing)

Distribution Center (Distribution)

SMC Brazil [ISO9001]

SMC Mexico [ISO9001/ISO14001] SMC U.S.A. [ISO9001/ISO14001]

SMC Austria [ISO9001]

SMC Czech Republic [ISO9001]

SMC Denmark [ISO9001/ISO14001]

SMC France [ISO9001/ISO14001]

SMC Germany [ISO9001/ISO14001]

SMC Italy [ISO9001/ISO14001]

SMC Norway [ISO9001]

SMC Romania [ISO9001]

SMC Russia [ISO9001]

SMC Spain [ISO9001]

SMC Sweden [ISO9001]

SMC Switzerland [ISO9001]

SMC U.K. [ISO9001/ISO14001]

SMC Australia [ISO9001]

SMC China (Beijing) [ISO9001/ISO14001]

SMC India [ISO9001]

SMC Korea [ISO9001/ISO14001]

SMC Malaysia [ISO9001]

SMC New Zealand [ISO9001]

SMC Singapore [ISO9001]

SMC Taiwan [ISO9001]

SMC Thailand [ISO9001/ISO14001]

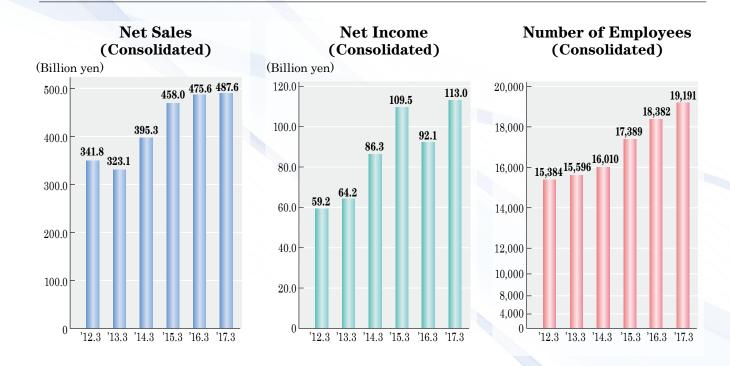
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Corporate Summary



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
	http://www.smcworld.com
Established	April 27, 1959
Chairman	Yoshiyuki Takada
President	Katsunori Maruyama
Purpose of business	 Manufacture, processing and sales of automatic control equipment. 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	487.6 billion Yen (Consolidated)*
Net income	113.0 billion Yen (Consolidated)*
Number of employees	19,191 (Consolidated)*
Equity ratio	86.2%*
Rating	AA [R&I (Rating and Investment Information, Inc.)]*

^{*} As of end of March, 2017



Corporate History

1959	Established in Chiyoda-ku, Tokyo, Japan under the name of Shoketsu Kinzoku Kogyo Co., Ltd. (Sintered Metal Corporation) with the business objective of the manufacture and sales of sintered metal filters by power metallurgy.		
1961	Started manufacture and sales of pneumatic air line equipment. (Air F.R.L. units)		
1964	•Manufacture and sales of automatic control equipment added to business objectives.		
1967	Embarked on overseas operations with capital participation in SMC Pneumatics (Australia) Pty. Ltd. and incorporation into a wholly owned subsidiary in 1980.		
1968	Soka 1st Factory completed.		
1970	Started manufacture and sales of actuators (air cylinders).		
1971	Started manufacture and sales of directional control equipment (direct operated solenoid valves).		
1973	Soka 2nd Factory completed.		
1974	SMC Pneumatics (S.E.A.) Pte. Ltd., a wholly owned subsidiary established in Singapore.		
1977	SMC Corporation of America (changed name from SMC Pneumatics, Inc. in 2001), a wholly owned subsidiary established in the U.S.A.		
1978	SMC Pneumatics (U.K.) Ltd. in the U.K. and SMC Pneumatik GmbH in Germany, wholly owned subsidiaries established.		
1981	• Capital participation in SMC Italia S.p.A. in Italy and incorporation into a consolidated subsidiary.		
1983	Tsukuba Factory completed.		
1986	Company name changed to SMC Corporation.SMC Manufacturing (Singapore) Pte. Ltd., a wholly owned subsidiary established.		
1987	Stocks listed on the second section of the Tokyo Stock Exchange.		
1988	Tsukuba 2nd Factory completed.		
1989	Stocks listed on the first section of the Tokyo Stock Exchange.		
1991	•Kamaishi Factory and Japan Technical Center completed.		
1994	●Yamatsuri Factory completed and SMC (China) Co. Ltd., a wholly owned subsidiary established.		
1995	SMC Pneumatics Korea Co., Ltd., a wholly owned subsidiary established.		
1997	●Tono Factory completed.		
1998	• Acquired ISO 9001 certification.		
1999	•Acquired ISO 14001 certification.		
2000	• Completed the 2nd building of the Japan Technical Center. • European Technical Centre established in the U.K. and SMC (Beijing) Manufacturing Co., Ltd. in China, a wholly owned subsidiary established.		
2001	• Completed the rebuilding of the 3rd building of the Soka 1st Factory.		
2002	• The US Technical Center established in the U.S.A.		
2005	Completed the rebuilding of the 1st building of the Soka 1st Factory and the Distribution Center.		
2006	•Moved Head Office to Akihabara UDX building, Chiyoda-ku, Tokyo.		
2007	• Completed the rebuilding of the Soka 2nd Factory and Chinese Technical Center established in China.		
2009	• Completed the New Head Office and Factory of SMC Corporation of America.		
2013	Shimotsuma Factory completed.		

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

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