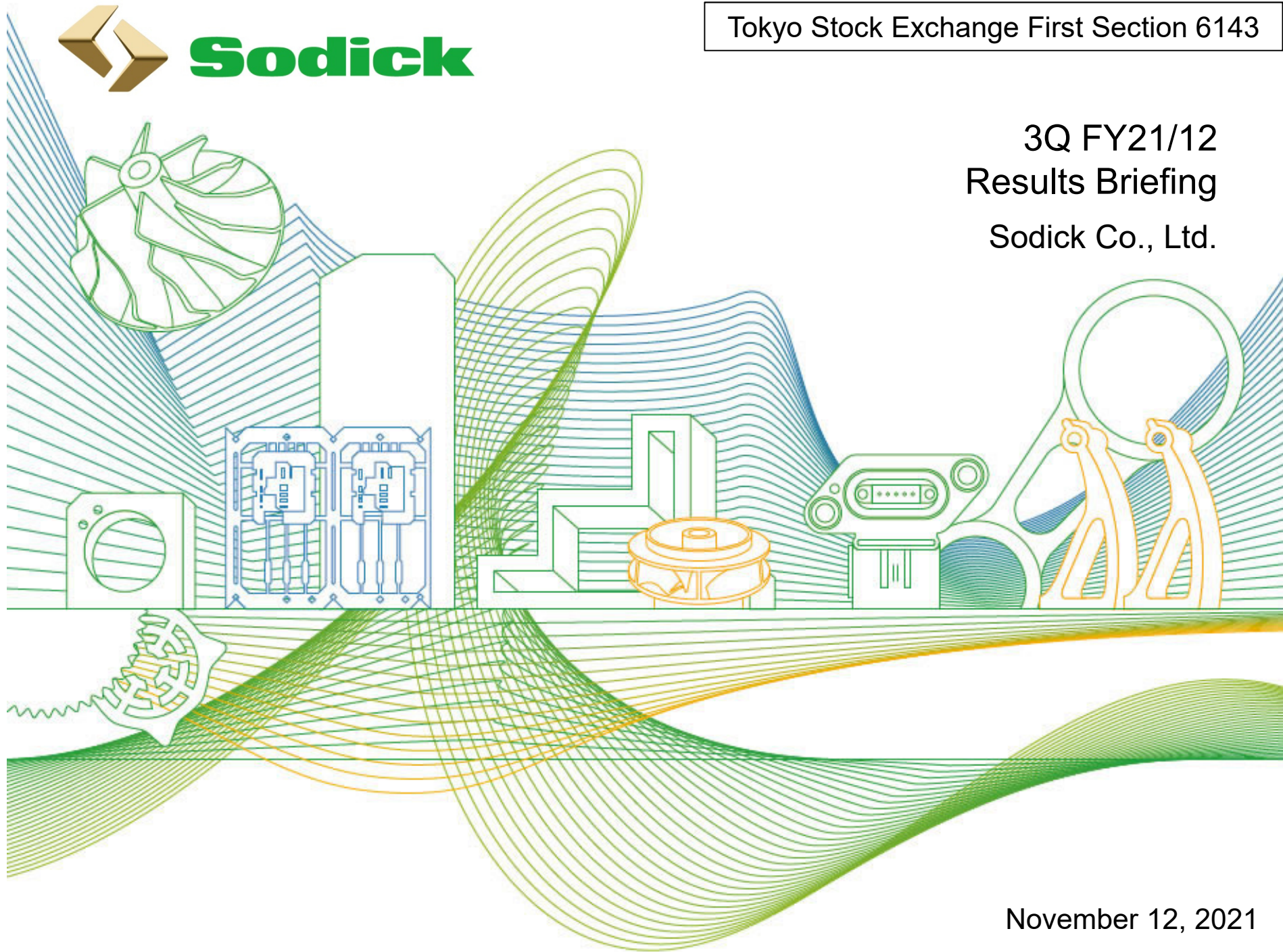




Tokyo Stock Exchange First Section 6143

3Q FY21/12  
Results Briefing  
Sodick Co., Ltd.



November 12, 2021

The background features a complex, layered illustration. At the top, there are blue and green wavy lines. Below these, there are various technical and industrial icons: a gear, a satellite dish, a circuit board, a mechanical part, and a person holding a large sphere. The bottom of the page is dominated by large, flowing, multi-colored wavy lines in shades of green and yellow.

# **I. 3Q FY21/12 Financial Results Summary**

## **II. FY21/12 Financial Results Projections**

## **III. Priority Measures**

**(References)**

# Financial Results Highlights



- ✓ Sales of electrical discharge machines (EDMs) in Greater China led to an increase in overall net sales. The recovery trend continued in regions in addition to Greater China.
- ✓ In terms of profits, profitability at plants improved as production volume increased.  
Non-operating income increased owing to foreign exchange gains stemming from the yen's depreciation and subsidies for employment adjustment, pushing up ordinary income.

(million yen)	3Q FY20/12		3Q FY21/12		YoY change	
	Actual	Income margin	Actual	Income margin	Amount	Rate
<b>Net sales</b>	40,744	—	<b>53,976</b>	—	13,231	32.5%
<b>Gross profit</b>	12,859	31.6%	<b>18,572</b>	<b>34.4%</b>	5,712	44.4%
<b>Operating income</b>	827	2.0%	<b>4,950</b>	<b>9.2%</b>	4,123	498.5%
<b>Ordinary income</b>	893	2.2%	<b>6,077</b>	<b>11.3%</b>	5,183	580.2%
<b>Net income</b>	619	1.5%	<b>4,377</b>	<b>8.1%</b>	3,758	607.2%

FY 21/12 Full-year projection (Revised on Aug. 6)	
Amount	Income margin
<b>71,800</b>	—
<b>6,100</b>	8.5%
<b>7,000</b>	9.7%
<b>4,900</b>	6.8%

	Ratio to sales		Ratio to sales	
<b>Capital investment</b>	1,566	3.8%	1,954	3.6%
<b>Depreciation</b>	2,521	6.2%	2,548	4.7%
<b>R&amp;D expenses</b>	2,364	5.8%	2,305	4.3%

3,100	
3,500	
3,600	

Average exchange rate over the period	USD	107.55 yen	108.58 yen	1.03 yen down
	EUR	120.93 yen	129.87 yen	8.94 yen down
	CNY	15.37 yen	16.77 yen	1.4 yen down
	THB	3.41 yen	3.45 yen	0.04 yen down

108.00 yen	
129.00 yen	
16.80 yen	
3.45 yen	

## Financial Results Highlights (Quarterly)



- ✓ Net sales in the third quarter decreased from the second quarter of the current fiscal year owing to a slowdown of sales of machine tools and industrial machinery in Greater China and Asia despite an increase in sales of machine tools in Japan and Europe.
- ✓ In terms of profit, the profit margin was flat compared to the second quarter of the current fiscal year owing to the continued high level of production volume of EDMs.

(million yen)	FY21/12						YoY change	
	1Q (Jan.–Mar.)	Income margin	2Q (Apr.–Jun.)	Income margin	3Q (Jul.–Sep.)	Income margin	Amount	Rate
<b>Net sales</b>	14,317	–	20,187	–	19,471	–	-715	-3.5%
<b>Gross profit</b>	4,652	32.5%	7,019	34.8%	6,899	35.4%	-120	-1.7%
<b>Operating income</b>	424	3.0%	2,289	11.3%	2,235	11.5%	-54	-2.4%
<b>Ordinary income</b>	1,176	8.2%	2,607	12.9%	2,293	11.8%	-314	-12.0%
<b>Net income</b>	871	6.1%	1,776	8.8%	1,729	8.9%	-47	-2.6%

Average exchange rate over the period	USD	106.09 yen		107.82 yen		108.58 yen	
	EUR	127.81 yen		129.89 yen		129.87 yen	
	CNY	16.35 yen		16.65 yen		16.77 yen	
	THB	3.50 yen		3.50 yen		3.45 yen	

# Ratio of Operating Income to Net Sales (Quarterly)



**Net sales**

- Sluggish sales of EDMs due to trade friction between the U.S. and China.

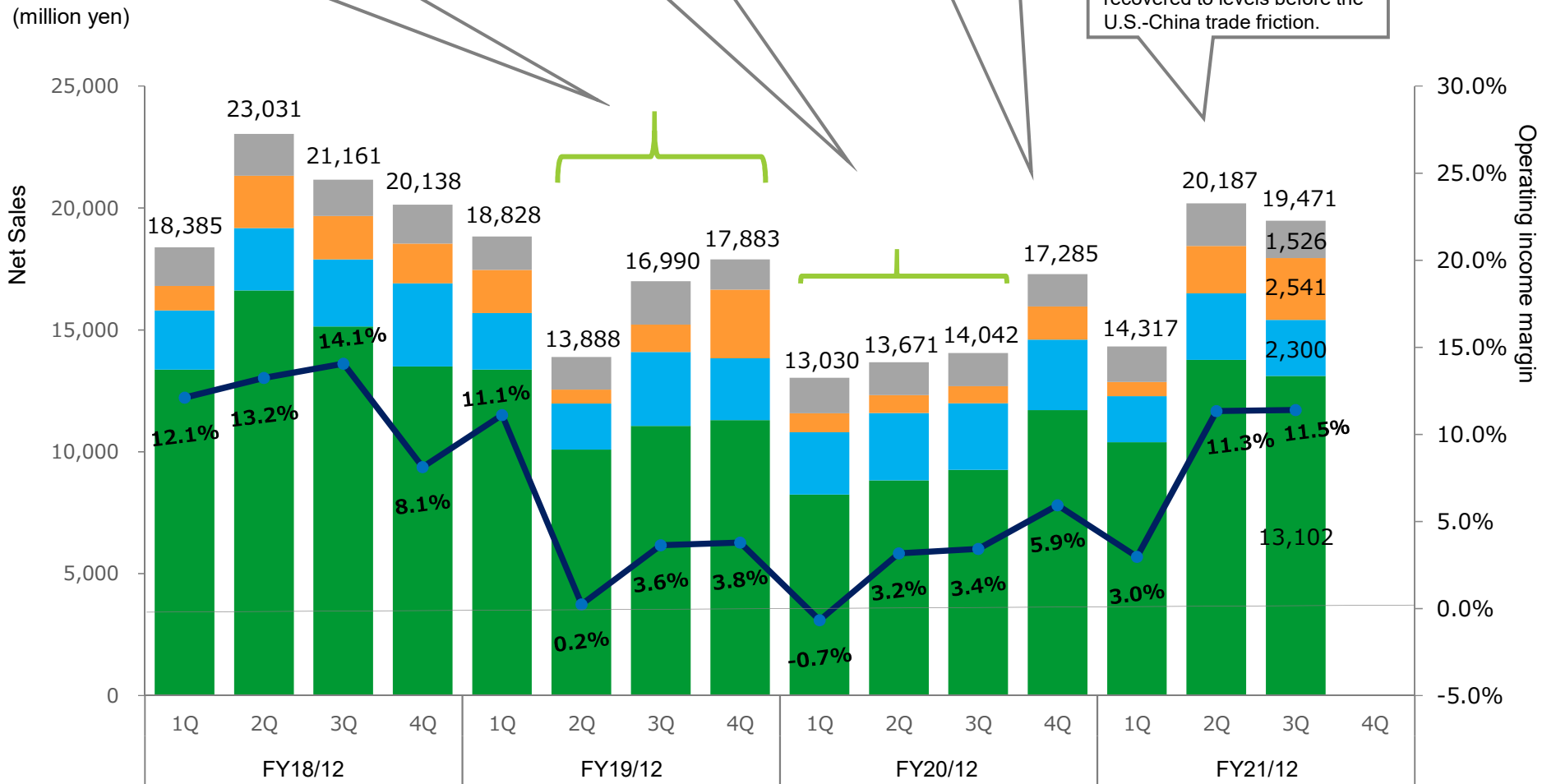
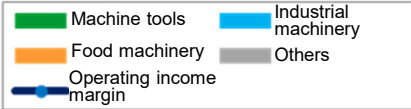
**Operating income margin**

- Profitability was low due to a decrease in production volume.

Sales decreased due to the spread of COVID-19. Recovery is seen in Greater China from March and in Japan, the U.S., and Europe in the 3Q.

Sales of EDMs and injection molding machines increased, mainly in Greater China.

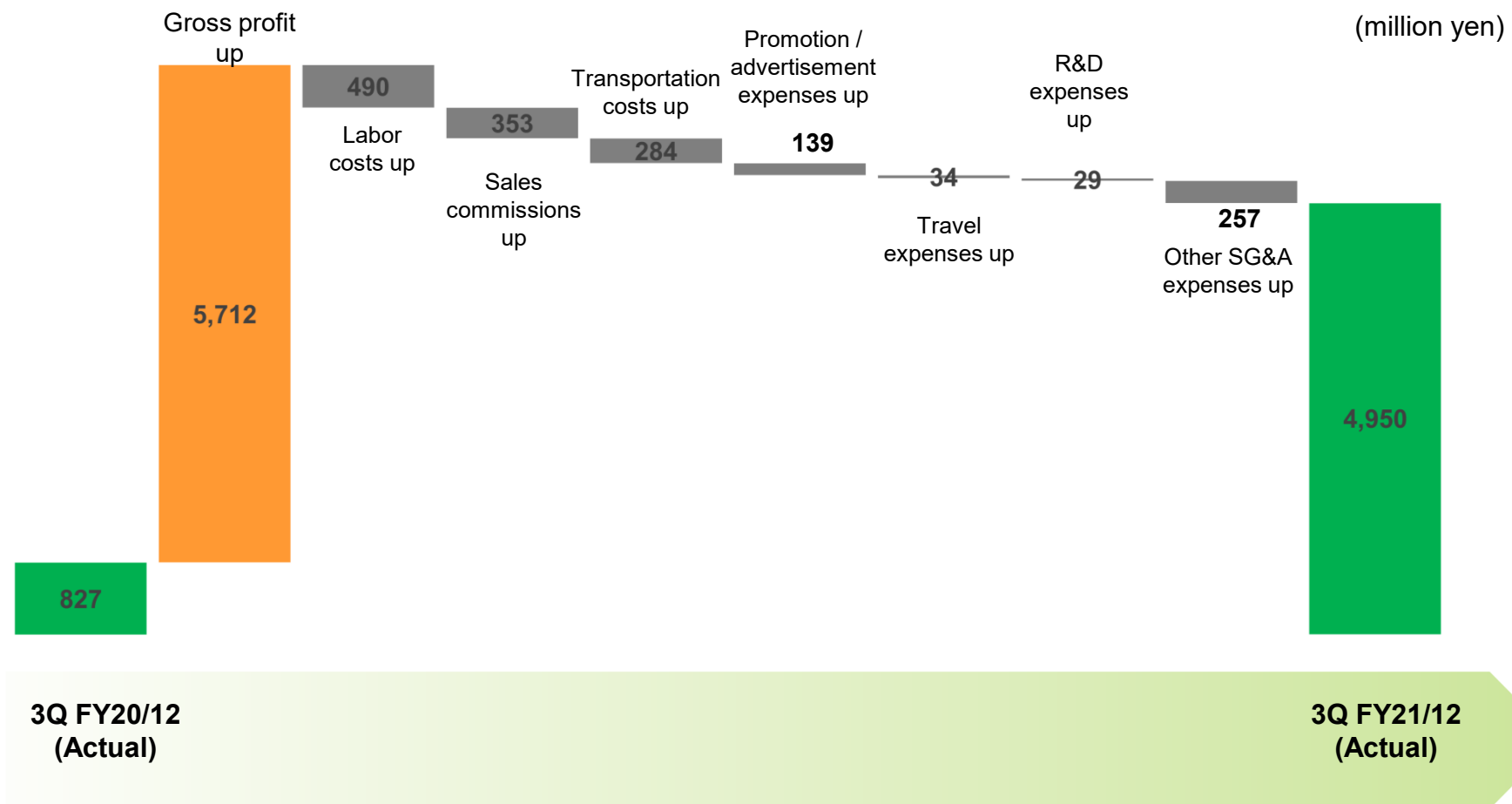
Sales of EDMs in Greater China, the West increased, and sales of food machinery also increased. Sales recovered to levels before the U.S.-China trade friction.



\*1Q: Jan.-Mar., 2Q: Apr.-Jun., 3Q: Jul.-Sep., 4Q: Oct.-Dec.

# Details of Changes in Operating Income

- ✓ Gross profit increased significantly, as unit sales increased.
- ✓ Personnel expenses increased and transportation costs and sales commissions associated with an increase in the number of units sold increased, while increases in travel and transportation expenses and promotion/advertisement expenses, which were reduced during the COVID-19 pandemic last year, were limited. Overall SG&A expenses increased 1,589 million yen from the same period of the previous year.



# Financial Results by Segment



(million yen)		FY20/12	FY21/12	YoY change		FY21/12 Full-year projection (Revised on Aug. 6)
		3Q Actual	3Q Actual	(Amount)	(Rate)	
	Machine tool segment	26,317	37,248	10,930	41.5%	48,600
	Industrial machinery segment	8,045	6,928	-1,116	-3.9%	10,500
	Food machinery segment	2,223	5,063	2,840	127.8%	6,500
	Other segments	4,158	4,735	577	13.9%	6,200
	<b>Total net sales</b>	<b>40,744</b>	<b>53,976</b>	<b>13,231</b>	<b>32.5%</b>	<b>71,800</b>
	Machine tool segment	1,675	5,260	3,585	214.1%	6,800
	Industrial machinery segment	370	274	-96	-26.0%	500
	Food machinery segment	27	566	538	1968.0%	600
	Other segments	312	688	376	120.7%	700
	<b>Total segment income</b>	<b>2,385</b>	<b>6,790</b>	<b>4,404</b>	<b>184.6%</b>	<b>8,600</b>
	<b>Adjustment amounts</b>	<b>-1,558</b>	<b>-1,839</b>	<b>-281</b>	<b>—</b>	<b>-2,500</b>
	<b>Total operating income</b>	<b>827</b>	<b>4,950</b>	<b>4,123</b>	<b>498.5%</b>	<b>6,100</b>

# Financial Results by Segment

## Machine Tool Segment

### Net sales

- In Greater China, sales of automotive, electronic components, 5G, and semiconductors remained strong. Sales in the areas other than Greater China have been on a recovery path. Net sales increased from the same period of the previous year.
- Recent orders remain high, but there are concerns that lead time will be prolonged owing to tight procurement of materials and the impact of power shortages in China.



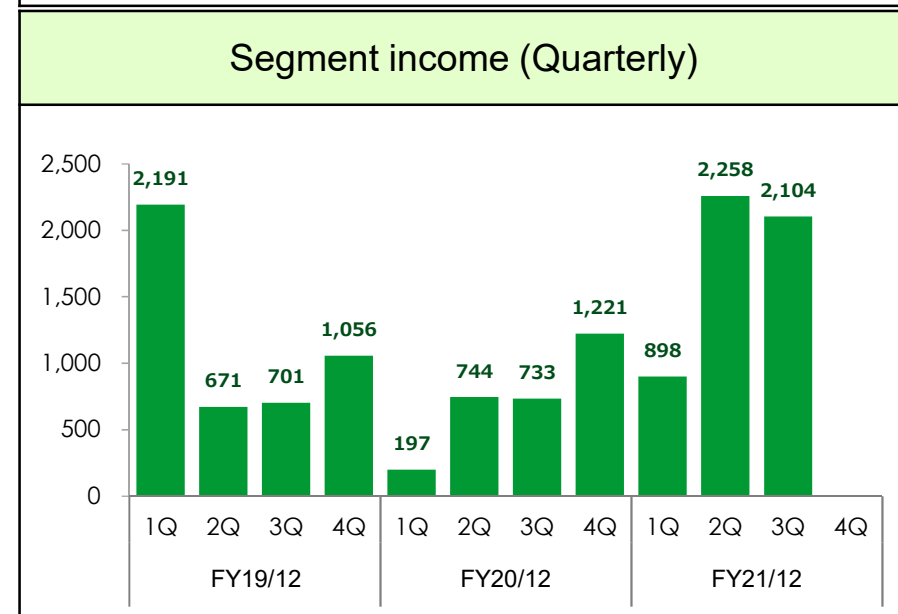
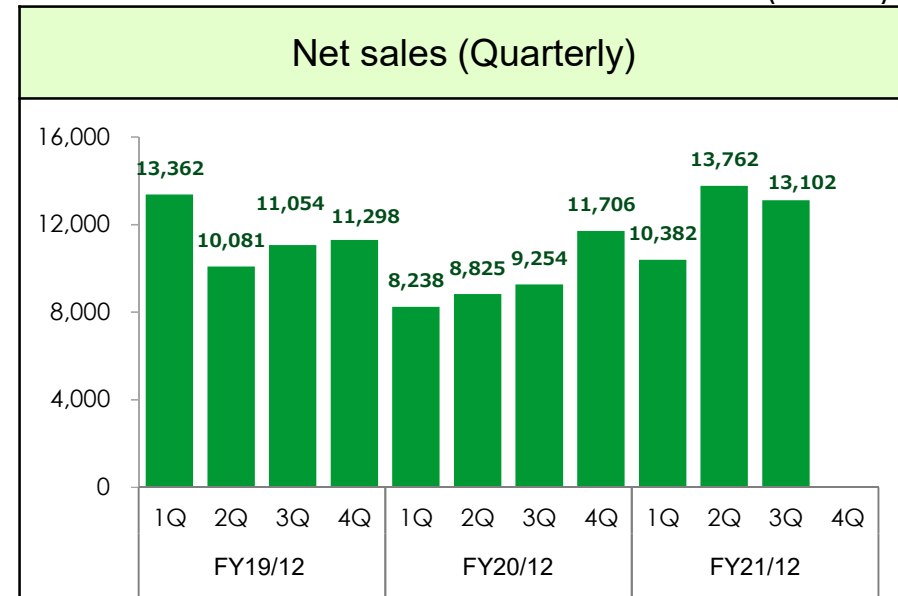
### Segment income

- Segment income significantly increased from the same period of the previous year owing to the improved profitability at plants associated with an increase in production volume.

(million yen)

	3Q FY20/12	3Q FY21/12	YoY change	
			Amount	Rate
Net sales	26,317	<b>37,248</b>	10,930	41.5%
Segment income	1,675	<b>5,260</b>	3,585	214.1%

(million yen)





# Financial Results by Segment

(million yen)

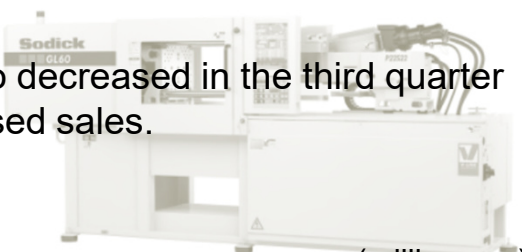
## Industrial Machinery Segment

### Net sales

- Sales of medical products in North America remained strong, and in the third quarter, demand for products for automotive and electronic components in Japan made a gradual recovery.
- Cumulative sales in the third quarter decreased from the same period of the previous year owing to a decrease in sales to China in addition to sluggish sales in the first quarter of the current fiscal year due to short delivery times in the fourth quarter of the previous year.

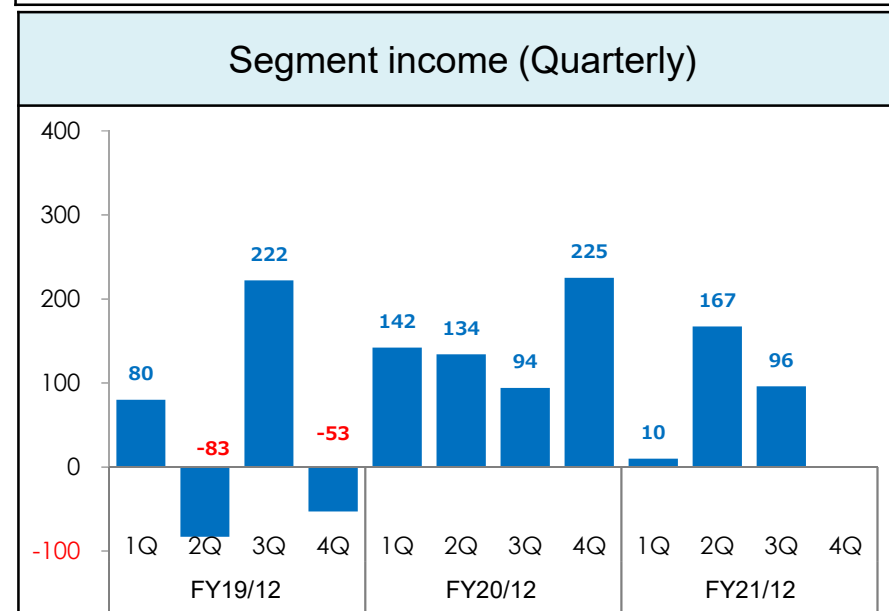
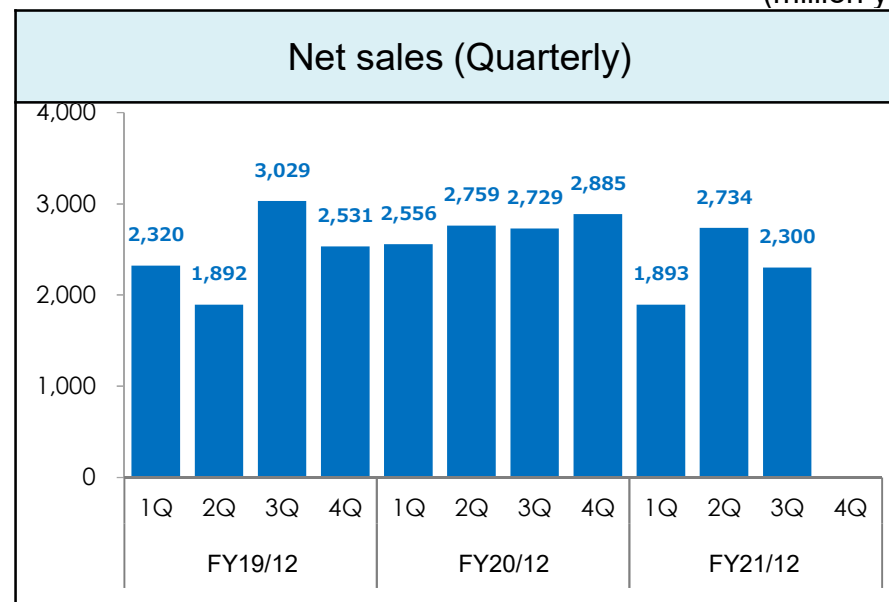
### Segment income

- Segment income also decreased in the third quarter as a result of decreased sales.



(million yen)

	3Q FY20/12	3Q FY21/12	YoY change	
			Amount	Rate
Net sales	8,045	<b>6,928</b>	-1,116	-13.9%
Segment income	370	<b>274</b>	-96	-26.0%



# Financial Results by Segment

## Food Machinery Segment

### Net sales

- There are continuing projects related to demand for sanitary equipment and equipment for responding to workforce reduction and for nest-dweller consumption resulting from refraining from going outside.
- Sales of noodle-making equipment and rice production equipment increased not only in Japan but also in Greater China and Asia.

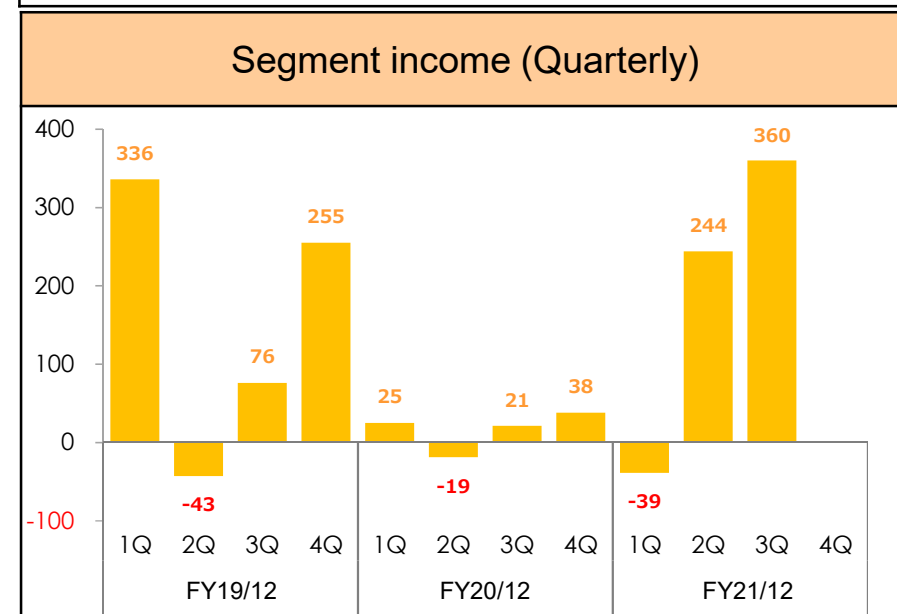
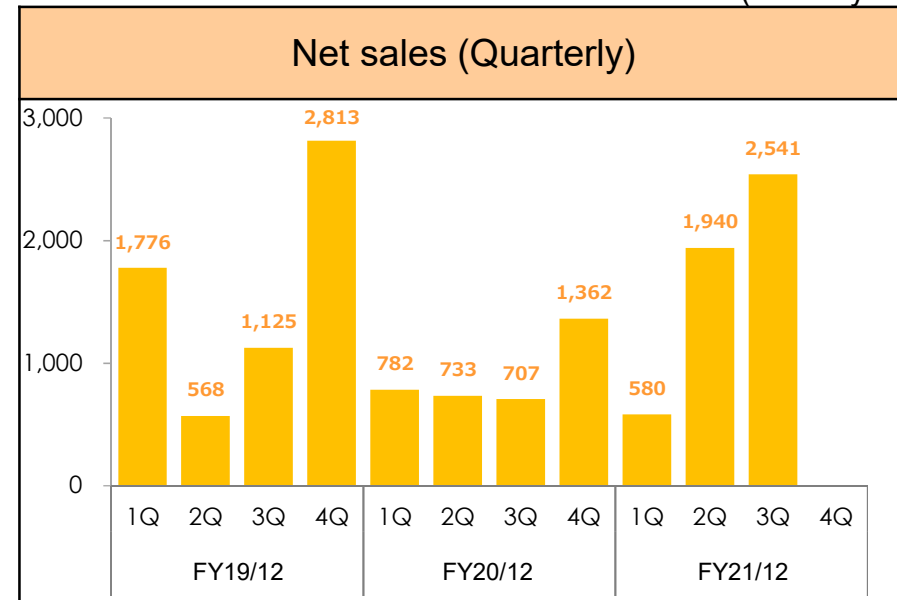
### Segment income

- Segment income increased significantly from the same period of the previous year owing to sales of noodle production lines and rice production equipment.



	3Q FY20/12	3Q FY21/12	YoY change	
			Amount	Rate
Net sales	2,223	<b>5,063</b>	2,840	127.8%
Segment income	27	<b>566</b>	538	1,968.0%

(million yen)



# Financial Results by Segment

(million yen)

## ■ Other Segments

### Net sales

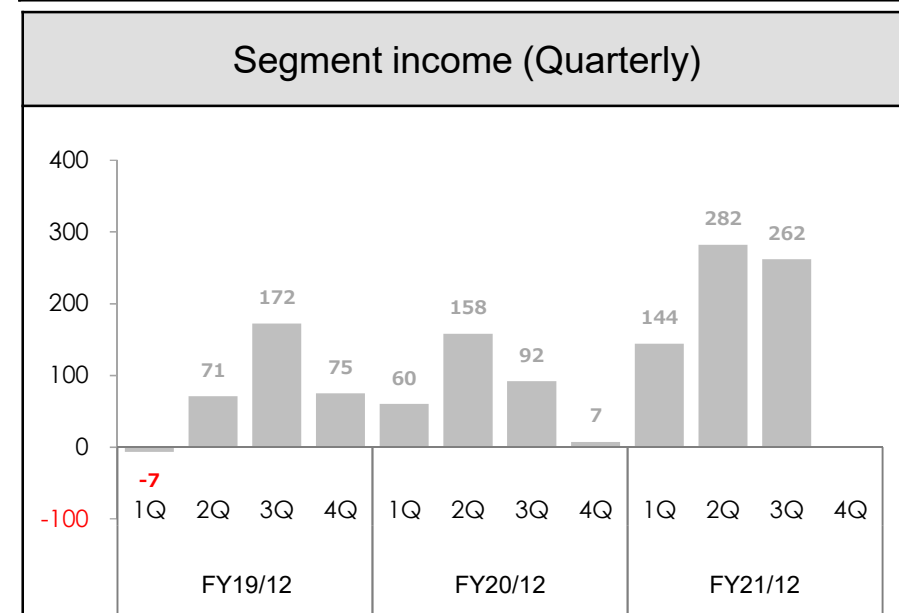
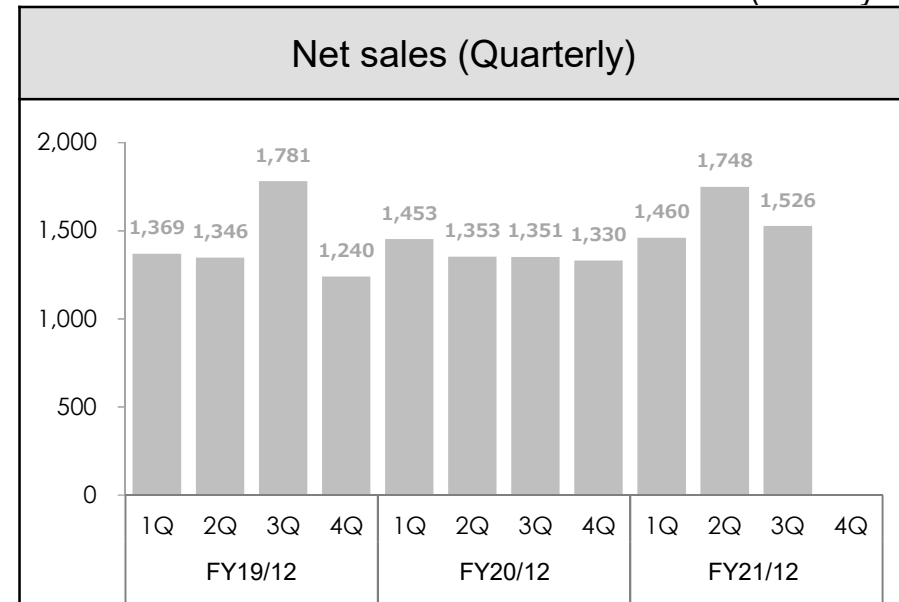
- Demand for ceramics continues owing to increased demand for information and communications equipment, etc.
- The precision die and molding business increased from the same period of the previous year owing to the fact that productivity has been improved through automated production lines, and production items such as high value-added parts have been expanded, although demand in the automotive industry has slowed owing to a global shortage of semiconductors.

### Segment income

- Segment income increased significantly compared with the same period of the previous year owing to improved profitability and production efficiency in the precision die and molding business through automation and other measures.

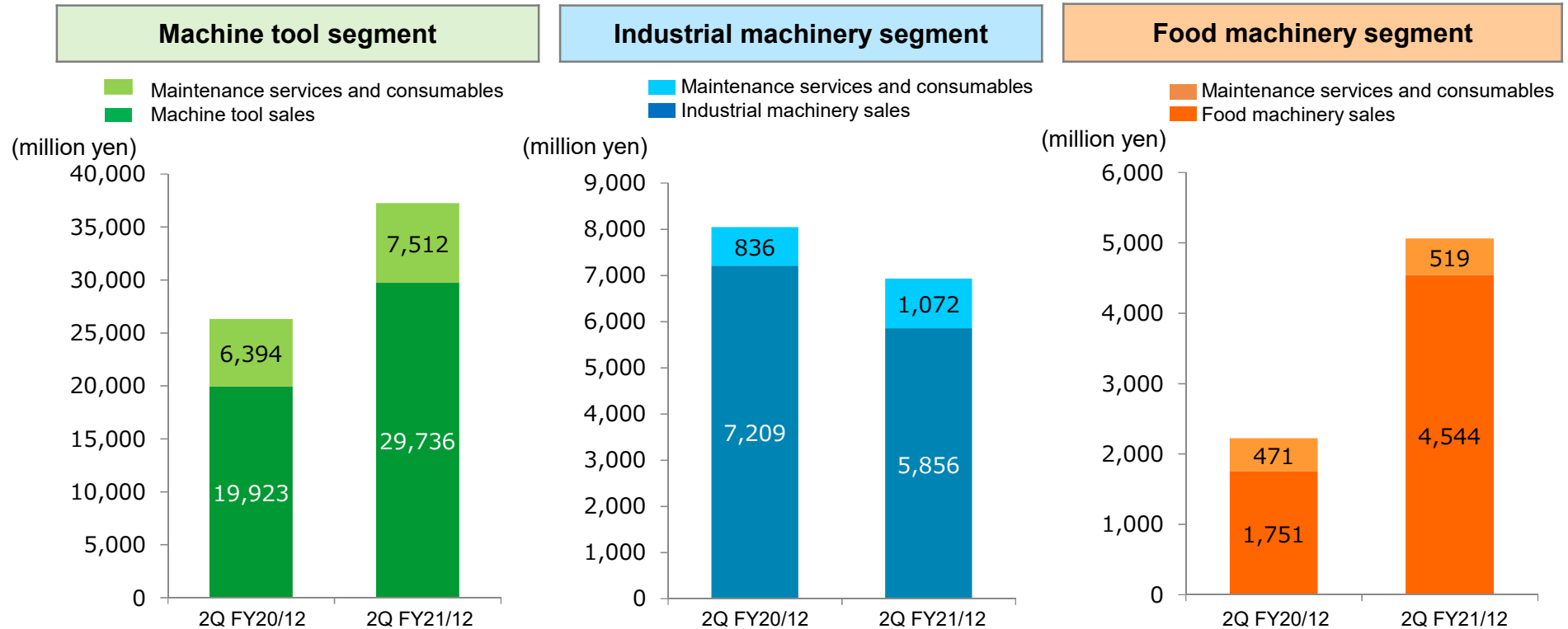
(million yen)

	3Q FY20/12	3Q FY21/12	YoY change	
			Amount	Rate
Net sales	4,158	<b>4,735</b>	577	13.9%
Segment income	312	<b>688</b>	376	120.7%



# Net Sales by Segment

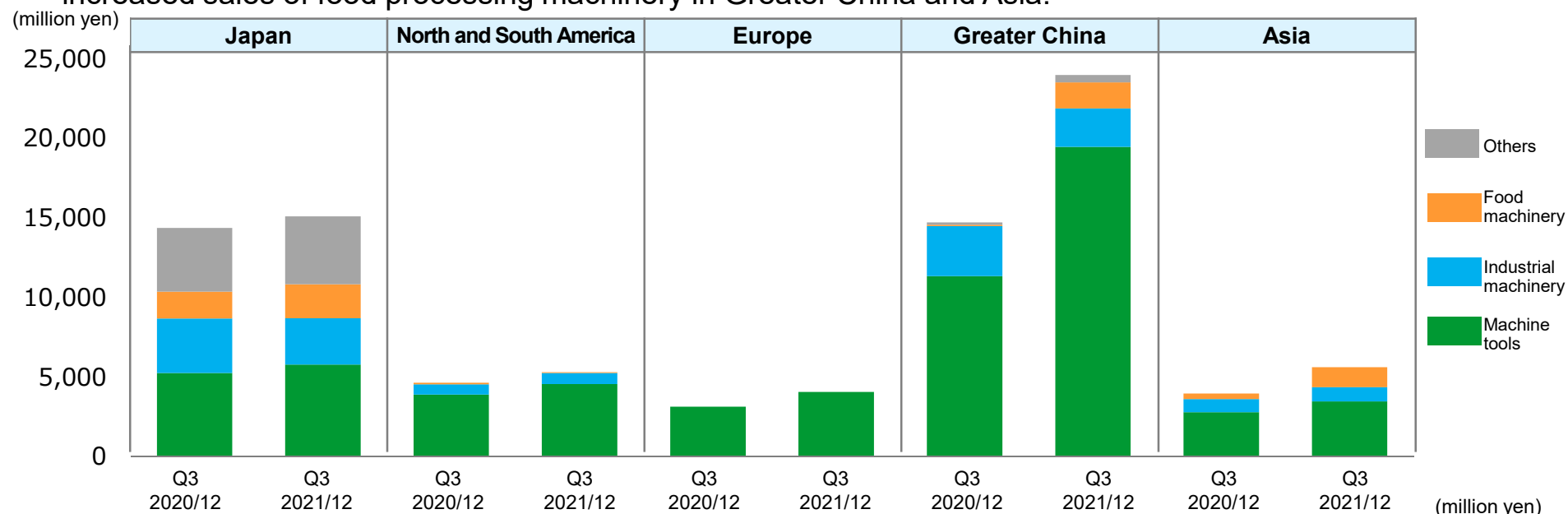
- ✓ Sales of maintenance services and consumables increased in all segments owing to an improvement in machine operating rates.
- ✓ Net sales of maintenance services and consumables that generate stable cash flows account for approximately 20%.



	Machine tool segment				Industrial machinery segment				Food machinery segment			
	3Q FY20/12		3Q FY21/12		3Q FY20/12		3Q FY21/12		3Q FY20/12		3Q FY21/12	
Machine sales	19,923	75.7%	29,736	79.8%	7,209	89.6%	5,856	84.5%	1,751	78.8%	4,544	89.7%
Maintenance services and consumables	6,394	24.3%	7,512	20.2%	836	10.4%	1,072	15.5%	471	21.2%	519	10.3%
Total	26,317		37,248		8,045		6,928		2,223		5,063	

## Overseas Sales Ratio by Segment

- ✓ The ratio of overseas sales exceeded 70% owing to increased sales of EDMs in Greater China as well as increased sales of food processing machinery in Greater China and Asia.



3Q FY20/12	Japan		North and South America		Europe		Greater China		Asia		Total	
Machine tools	5,235	19.9%	3,872	14.7%	3,117	11.8%	11,314	43.0%	2,776	10.6%	26,317	64.6%
Industrial machinery	3,417	42.5%	656	8.1%	—	—	3,143	39.1%	827	10.3%	8,045	19.7%
Food machinery	1,686	75.9%	100	4.5%	—	—	94	4.2%	341	15.4%	2,223	5.5%
Others	4,009	96.4%	0	0.0%	—	—	148	3.6%	—	—	4,158	10.2%
By region – Total	14,348	35.2%	4,631	11.4%	3,117	7.7%	14,701	36.1%	3,946	9.7%	40,744	100.0%

3Q FY21/12	Japan		North and South America		Europe		Greater China		Asia		Total	
Machine tools	5,770	15.5%	4,549	12.2%	4,043	10.9%	19,440	52.2%	3,443	9.2%	37,248	69.0%
Industrial machinery	2,905	41.9%	694	10.0%	0	0.0%	2,422	35.0%	905	13.1%	6,928	12.8%
Food machinery	2,140	42.3%	38	0.7%	0	0.0%	1,624	32.1%	1,259	24.9%	5,063	9.4%
Others	4,265	90.1%	—	—	—	—	469	9.9%	—	—	4,735	8.8%
By region – Total	15,082	27.9%	5,283	9.8%	4,044	7.5%	23,957	44.4%	5,608	10.4%	53,976	100.0%

Effect of exchange rate	—	Around 40 million yen	Around 280 million yen	Around 1,800 million yen	Around 80 million yen	Around 2,200 million yen
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# Balance Sheet



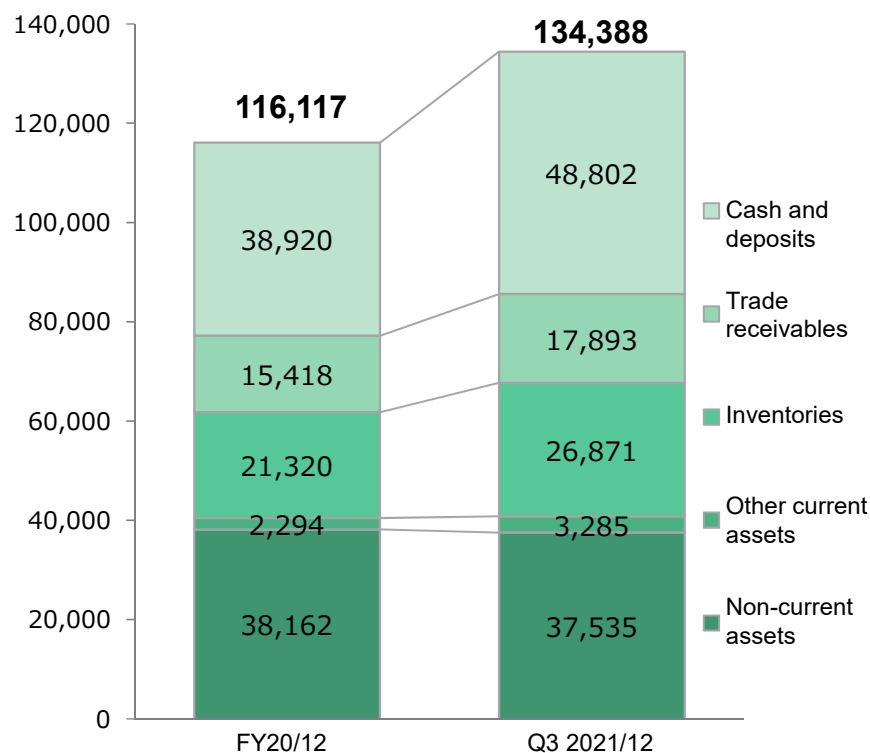
- ✓ As a result of the conversion of convertible bonds into new shares that became due in April 2021, we achieved a positive net cash flow, a debt-to-equity ratio of 0.5 times and a capital ratio of more than 50%, strengthening our financial position.
- ✓ Inventories of work in process, raw materials, etc. increased significantly owing to advanced preparation for material shortages and a temporary decrease in production owing to the spread of COVID-19 at the Thai plant.

Results of conversion of "The first series of unsecured convertible bond-type bonds with subscription rights to shares"(\*) into new shares (redemption date of April 16, 2021)

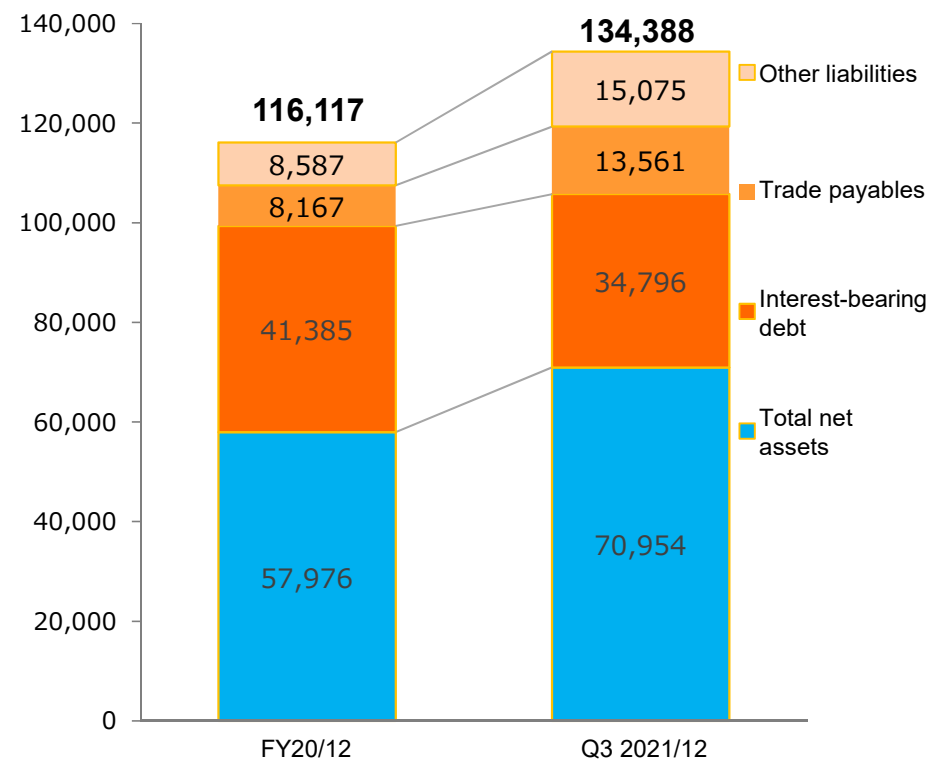
- Number of share acquisition rights exercised: 7,686
- Decrease in bonds with subscription rights to shares: 7,686 million yen
- Class and number of shares increased: 7,447,629 shares of common stock

\*Issue date: April 2016 Total issue amount: 8,000 million yen

**Assets** (million yen)



**Liabilities and net assets** (million yen)



\* Reference information Exchange rate at the end of Sep. 2021 USD: 111.92 yen EUR: 129.86 yen CNY: 17.30 yen THB: 3.30 yen  
Exchange rate at the end of Dec. 2020 USD: 103.50 yen EUR: 126.95 yen CNY: 15.88 yen THB: 3.44 yen

1

Sodick has developed the LPM325S, a new type of metal 3D printer capable of high-speed and stable molding for long periods of time.



### Suitable for multiple metal powders

Equipped with an original unit that can automate powder supply and collection, this machine improves work efficiency when switching between powders of iron, SUS, aluminum, titanium, etc.

### Dramatic reduction in maintenance frequency

This machine improves and optimizes the capacity of collecting accumulated metal vapor (fume) and halves the maintenance frequency.

### Predictive maintenance

The advanced sensing technology keeps monitoring the state of objects and the operating status of each part in order to prevent molding defects.

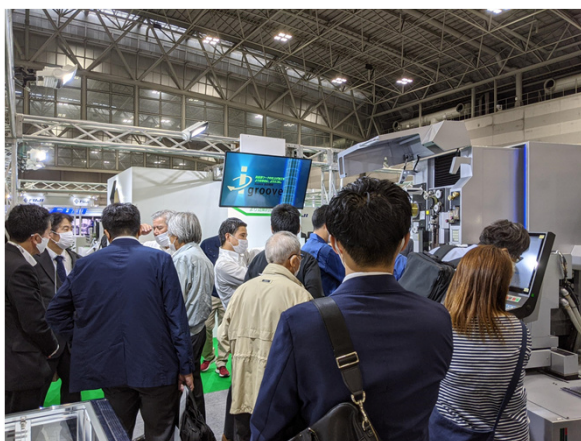
### High-speed molding

Mounted with a dual laser, this machine doubles the molding speed of the conventional type.

## 2 Participated in MECHATRONICS TECHNOLOGY JAPAN 2021 (MECT 2021)

At Mechatronics Technology Japan held in Nagoya in October 2021, we exhibited a new machine, the ALN600G i Groove Edition, the world's first wire-cut EDM equipped with a wire rotation mechanism, and demonstrated the LPM325S metal 3D printer.

Despite the COVID-19 pandemic, it was a very successful exhibition with many visitors.



■ We also held our own web exhibition at the same time. ■



### Outline of MECHATRONICS TECHNOLOGY JAPAN 2021

Period: October 20 - 23, 2021 (4 days)

Venue: Port Messe Nagoya (Nagoya International Exhibition Hall)

Number of visitors: 68,929

Exhibited model: Wire-cut EDM ALN600G i Groove Edition (first exhibition)  
 Die-sinker EDM AL40G  
 Ultra High Speed Milling Center UH430L  
 Metal 3D Printer LPM325S  
 IoT system related





## 3 Participated in Nagoya Plastic Industrial Fair

At the Nagoya Plastics Industrial Fair held in Nagoya in September 2021, we exhibited our newly developed Vertical Rotary Type / Injection Molding Machine TR40VRE2 and two models of the MS series of electric molding machines.

In the on-site exhibition that was held for the first time in about one and a half years during the COVID-19 pandemic, we took sufficient infection preventive measures and focused on promoting our products by giving demonstrations of machines.



### Outline of Nagoya Plastic Industrial Fair 2021

Period: September 29 - October 1, 2021 (3 days)

Venue: Port Messe Nagoya (Nagoya International Exhibition Hall)

Number of visitors: 10,036

Exhibited model: V-LINE® Vertical Rotary Type / Injection Molding Machine TR40VRE2

V-LINE® Electric Injection Molding Machines MS100 and MS150

IoT system related

- We also held our own web exhibition at the same time. ■



I. 3Q FY21/12 Financial Results Summary

**II. FY21/12 Financial Results Projections**

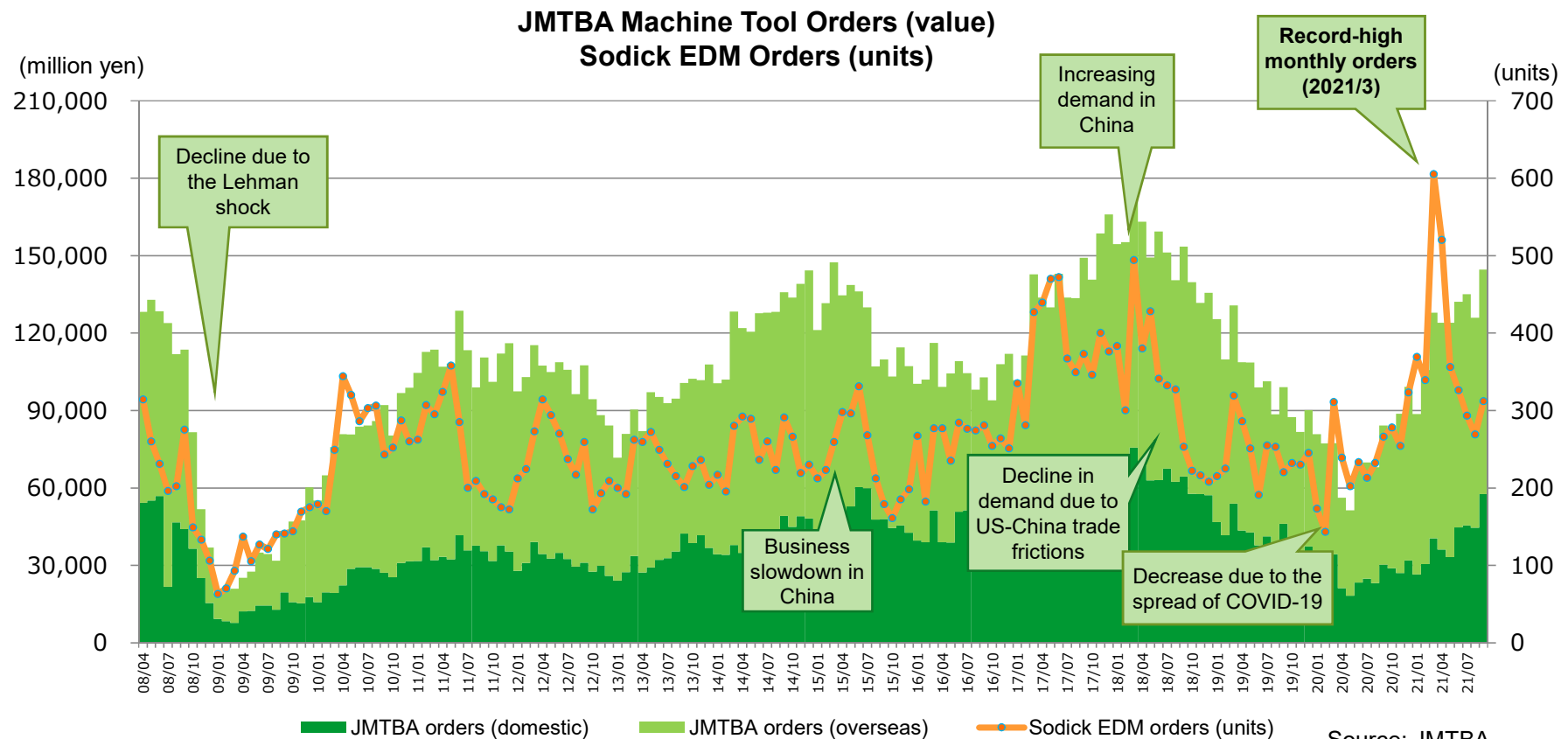
III. Priority Measures

(References)

# Market Environment



Japan	Although demand is expected for the replacement of aging equipment as well as next-generation auto-related and 5G-related industries, being supported by the government's subsidy policies, demand has not fully recovered from the slump due to the impact of the COVID-19 pandemic.
The West	Although severe conditions are expected to continue in the aerospace-related industries, the auto-related industries are on a recovery trend.
Greater China	While the future is uncertain owing to power shortages in China and the deterioration of U.S.-China relations, demand for high-precision machines is expected to continue thanks to the growing demand for advanced manufacturing and automation in 5G, semiconductor, and auto-related industries.
Asia	Although economic conditions differ from region to region, the situation is expected to turn to recovery.



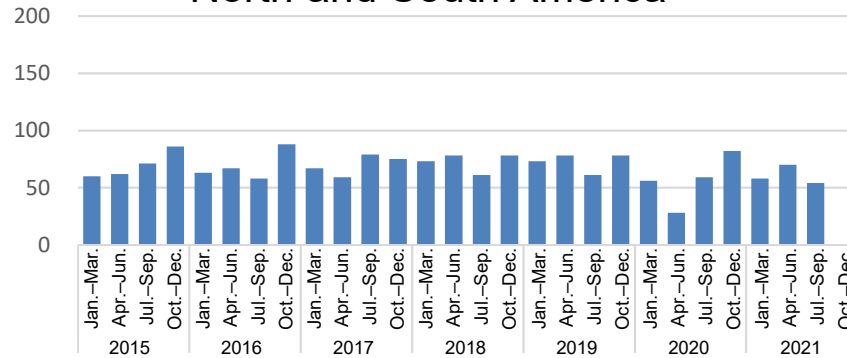
Source: JMTBA

# Orders Received for EDMs by Region

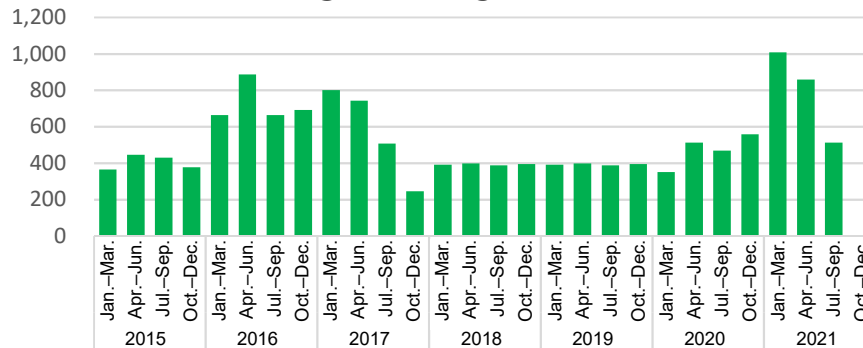


- ✓ Supported by the government’s subsidy policies, orders in Japan have been on a recovery trend, and the level in the third quarter returned to that before the COVID-19 pandemic.
- ✓ Orders have settled in China partly owing to seasonal factors.

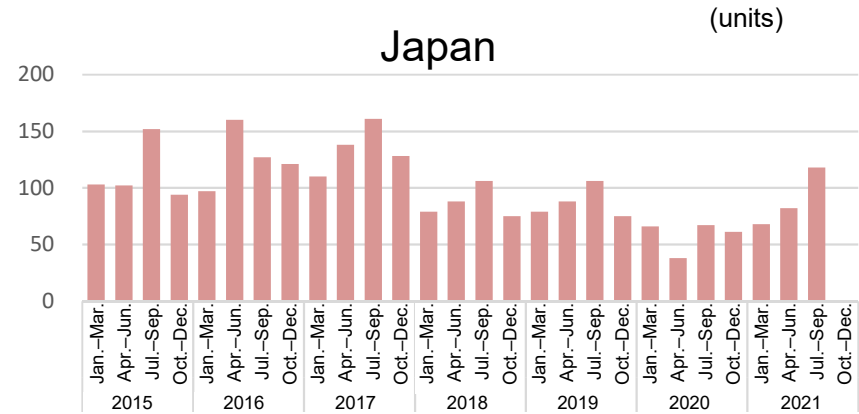
### North and South America



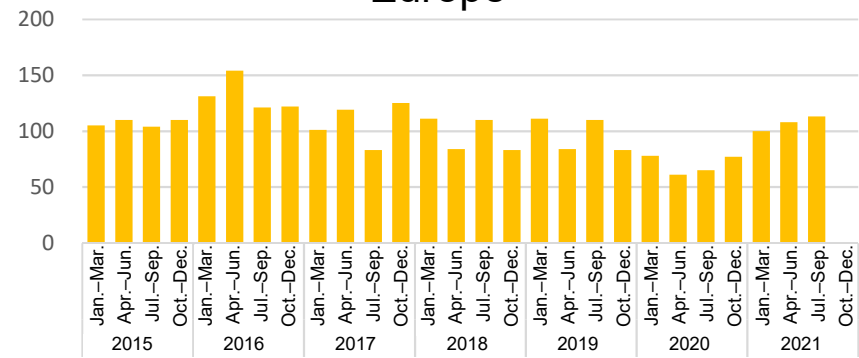
### Greater China



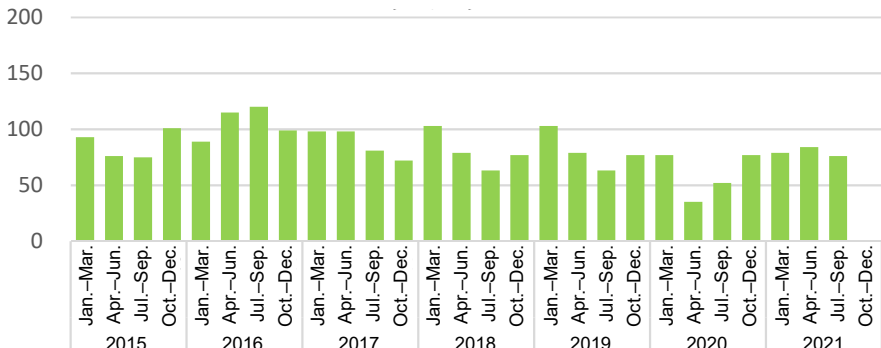
### Japan



### Europe



### Asia



## FY21/12 Full-year Financial Results Projections (progress)



✓ Compared to the full-year financial forecast for the fiscal year ending December 2021 announced on August 6, the cumulative financial results for the third quarter have been progressing steadily.

At present, however, the Company has kept its full-year earnings forecast unchanged, taking into account concerns such as the prolonged lead time caused by tight procurement of semiconductors and other components, and the impact of the power shortage in China on production activities.

(million yen)	3Q FY21/12		FY21/12 Full-year		Progress toward projection	FY20/12 Actual
	Actual	Income margin	Projection (revised on Aug. 6)	Income margin		
<b>Net Sales</b>	53,976	—	<b>71,800</b>	—	75.2%	58,030
<b>Operating income</b>	4,950	9.2%	<b>6,100</b>	8.5%	81.2%	1,852
<b>Ordinary income</b>	6,077	11.3%	<b>7,000</b>	9.7%	86.8%	2,046
<b>Net income</b>	4,377	8.1%	<b>4,900</b>	6.8%	89.3%	1,346
Average exchange rate over the period	USD	108.58 yen		108.00 yen		106.76 yen
	EUR	129.87 yen		129.00 yen		121.88 yen
	CNY	16.77 yen		16.80 yen		15.48 yen
	THB	3.45 yen		3.45 yen		3.42 yen

# FY21/12 Full-year Financial Results Projections (by Segment)



## Machine tool segment

- ✓ There is potential demand for high-precision machines owing to the sophistication of manufacturing, but there are concerns over the prolonged lead times caused by tight procurement of parts and materials, as well as the shortage of transportation containers and the impact of power shortages in China.

## Industrial machinery segment

- ✓ Sales are expected to remain strong in the fourth quarter, mainly for automotive, electronic components and medical equipment.

## Food machinery segment

- ✓ Cumulative results for the third quarter were almost as planned for the fiscal year.
- ✓ Sales of noodle-making equipment and rice processing equipment are expected to continue in the fourth quarter.

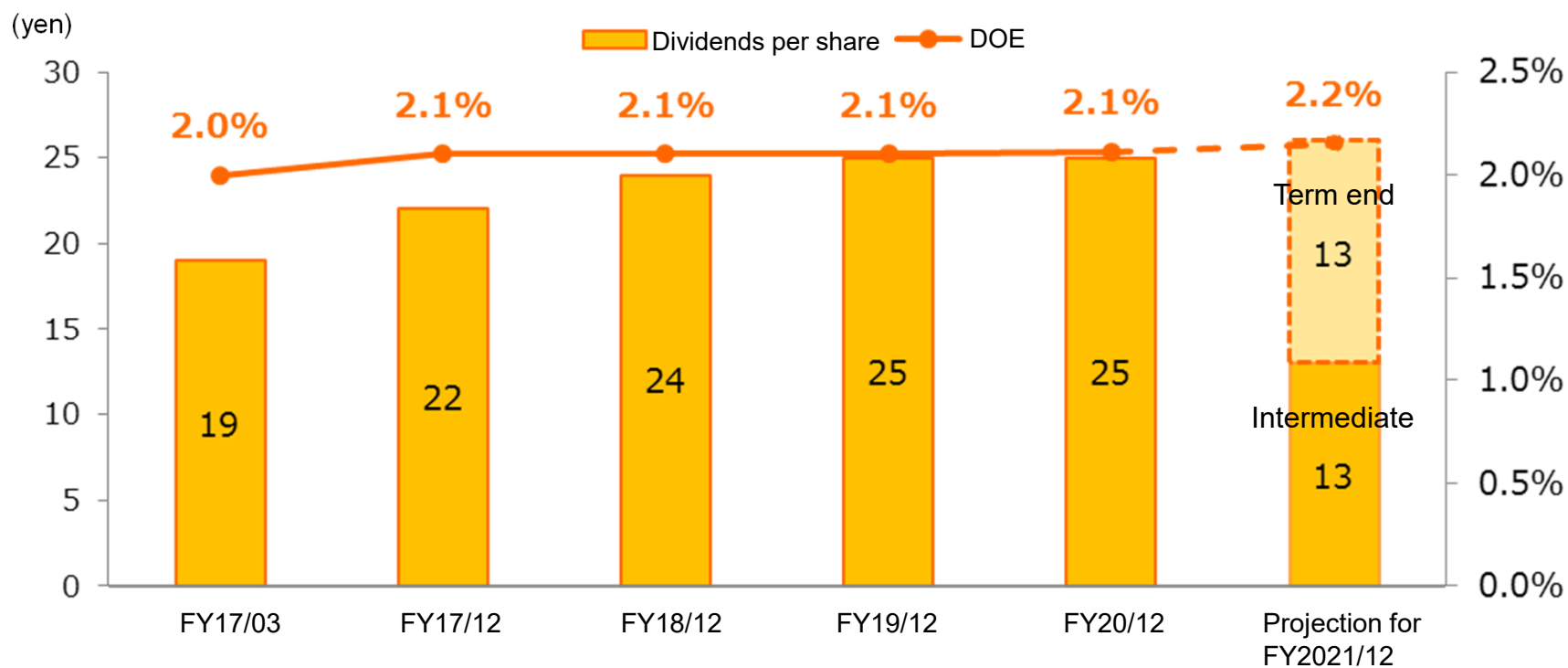
## Other segments

- ✓ The precision die and molding business is expected to remain strong, but external sales of ceramics are expected to be weak.

(million yen)	FY20/12	FY21/12		
	Actual	3Q Actual	Revised full-year plan (Published on Aug. 6)	Progress
Machine tool segment	38,024	37,248	48,600	76.6%
Industrial machinery segment	10,931	6,928	10,500	66.0%
Food machinery segment	3,585	5,063	6,500	77.9%
Other segments	5,488	4,735	6,200	76.4%
<b>Total net sales</b>	<b>58,030</b>	<b>53,976</b>	<b>71,800</b>	<b>75.2%</b>
Machine tool segment	2,896	5,260	6,800	77.4%
Industrial machinery segment	596	274	500	54.9%
Food machinery segment	65	566	600	94.3%
Other segments	319	688	700	98.4%
<b>Total segment income</b>	<b>3,878</b>	<b>6,790</b>	<b>8,600</b>	<b>79.0%</b>
<b>Adjustment amounts</b>	<b>-2,025</b>	<b>-1,839</b>	<b>-2,500</b>	<b>73.6%</b>
<b>Total operating income</b>	<b>1,852</b>	<b>4,950</b>	<b>6,100</b>	<b>81.2%</b>

**Dividend policy: Dividend on equity (DOE) of 2% or more**

- ✓ The annual dividend for the fiscal year ending December 2021 is expected to be 26 yen (13 yen both for intermediate and year-end dividends)













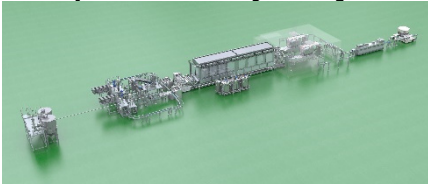










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- The background features a complex, abstract illustration composed of numerous thin, overlapping lines in shades of green, blue, and yellow. These lines form various shapes and patterns, including what appears to be a gear-like structure on the left, a central circular element, and a figure-like shape on the right. The overall effect is a sense of motion and technical precision.
- I. 2Q FY21/12 Financial Results Summary
  - II. FY21/12 Financial Results Projections
  - III. Priority Measures

**(References)**

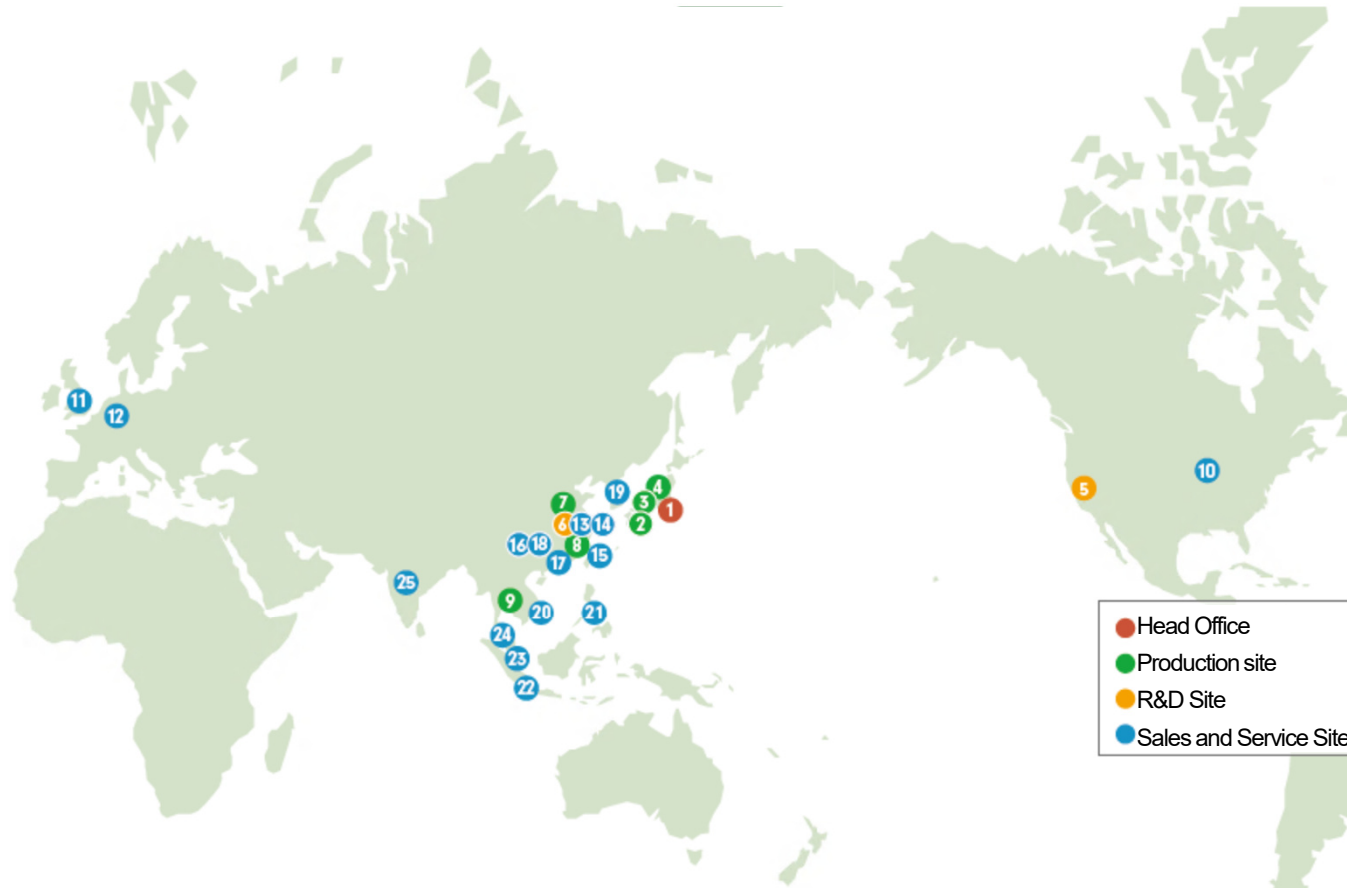


# References: Business Segment Composition and Major Products



Segment	Machine tools	Industrial machinery	Food machinery
<p><b>Key products</b></p>	<p>[Die-sinker EDM]</p>  <p>[Wire-cut EDM]</p>  <p>[Small Hole EDM] [Metal 3D Printer]</p>   <p>[Machining center]</p> 	<p>[Horizontal injection molding machine]</p>  <p>[Vertical injection molding machine]</p>  <p>[Light metal injection molding machine]</p> 	<p>[Noodle-making equipment (Noodle production line)]</p>   <p>[Sterile-packed cooked rice production system]</p>  <p>[Other food processing machines]</p>  
<p><b>Sales market</b></p>	<p>Automotive, home appliances, electrical and electronic equipment, aerospace, medical equipment, energy, etc.</p>	<p>Automotive, electrical and electronic equipment, medical equipment, etc.</p>	<p>Noodle production (chilled noodles, LL noodles, frozen noodles, etc.) Packaged rice, Confectionery, bread, prepared food, vegetable processing, etc.</p>
<p><b>Production site</b></p>	 <p>Kaga</p>  <p>Thailand</p>  <p>Xiamen</p>  <p>Suzhou</p>	 <p>Kaga</p>  <p>Thailand</p>	 <p>Kaga</p>  <p>Xiamen</p>

# References: Domestic and Overseas Sites



1 Head Office and Research and Technology Center



2 Sodick F·T Miyazaki Plant



3 Fukui Plant



4 Kaga Plant

- 5 Sodick America Corporation (San Jose)
- 6 Shanghai Sodick Software
- 7 Sodick Suzhou Sodick Special Equipment Co., Ltd.
- 8 Amoy Co., Ltd. Co., Ltd.
- 9 Sodick (Thailand) Co., Ltd.

- 10 Sodick, Inc. (Chicago)
- 11 Sodick Europe Ltd. (U.K.)
- 12 Sodick Deutschland GmbH (Germany)
- 13 Sodick Electromechanical (Shanghai) Co., Ltd.
- 14 Sodick Tom (Shanghai) Co., Ltd.
- 15 Sodick (Taiwan) Co., Ltd.
- 16 Sodick International Trading (Shenzhen) Co., Ltd.
- 17 Sodick (H.K.) Co., Ltd.

- 18 Sodick Enterprise (S.Z.) Co., Ltd.
- 19 Sodick Korea Co., Ltd.
- 20 Sodick Vietnam Co., Ltd.
- 21 Sodick Philippines Inc.
- 22 PT Sodick Technology Indonesia
- 23 Sodick Singapore Pte., Ltd.
- 24 Sodick Technology (M) Sdn Bhd.
- 25 Sodick Technologies India Pte., Ltd.

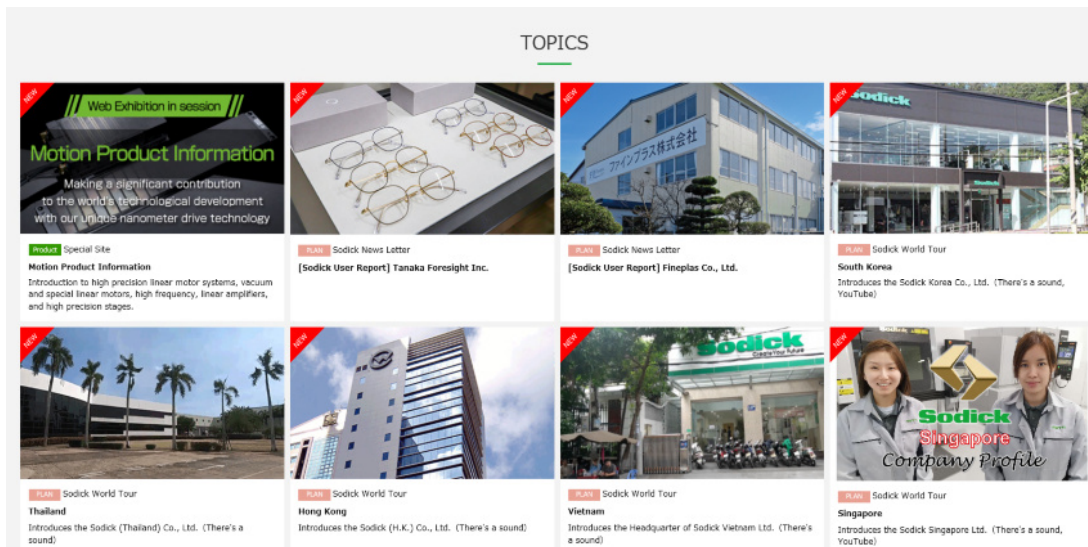
## References: Participation in Major Exhibits

Period	Location		Exhibition	Summary and Remarks
2022				
Apr. 25 - 28	China	Shanghai	Chinaplas	
May 19 - 21	Japan	Kanazawa	MEX Kanazawa (The 58th Machinery & Electronics Exhibition in Kanazawa)	
Jun. 7 - 10	Japan	Tokyo	FOOMA JAPAN	Food machinery exhibition
Sep. 12 - 17	U.S.	Chicago	IMTS	International machine tool exhibition
Nov. 8 - 13	Japan	Tokyo	JIMTOF2022 (the 31st Japan International Machine Tool Fair)	International machine tool exhibition

\*Due to the spread of COVID-19, the exhibition schedule may change.

Our website URL: <https://www.sodick.co.jp/>

- Introducing our latest machines and technologies with a video at Sodick Web Exhibition



- A wide range of contents including our group's overseas sites is also available.

- YouTube channel is also open!



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