



**1Q FY2024/12
Results Briefing
Sodick Co., Ltd.**

May 10, 2024



1Q FY2024/12
Financial Results
Summary

Financial Results Highlights (1Q FY2024/12)



Consolidated Results	<p>Weak growth in each segment despite implementation of structural reforms</p> <p>Net Sales: 15.6 billion yen -7.4% YoY</p> <p>Operating Profit: -0.78 billion yen -%</p>
Machine tool	<p>Aerospace demand continued to recover. Demand in Greater China is recovering after Chinese New Year</p> <p>Net Sales: 11.4 billion yen -6.2% YoY</p> <p>Segment profit: -0.05 billion yen -%</p>
Industrial machinery	<p>Demand for several sections in IT-related and electronic components recovered, but still remaining difficult situations as a whole</p> <p>Net Sales: 1.9 billion yen -16.7% YoY</p> <p>Segment profit: 0.12 billion yen -10.0% YoY</p>
Food machinery	<p>Demand for both noodle making machines and cooked rice production systems continued to be strong despite low sales of 1Q results</p> <p>Net Sales: 0.8 billion yen -14.0% YoY</p> <p>Segment profit: -0.04 billion yen -%</p>
Other	<p>Low sales of precision dies and mold operations, and ceramics</p> <p>Net Sales: 1.3 billion yen +3.7% YoY</p> <p>Segment profit: -0.12 billion yen -%</p>

*The adjustment amount for segment profit: -0.68 billion yen

Financial Results Highlights (1Q FY2024/12)

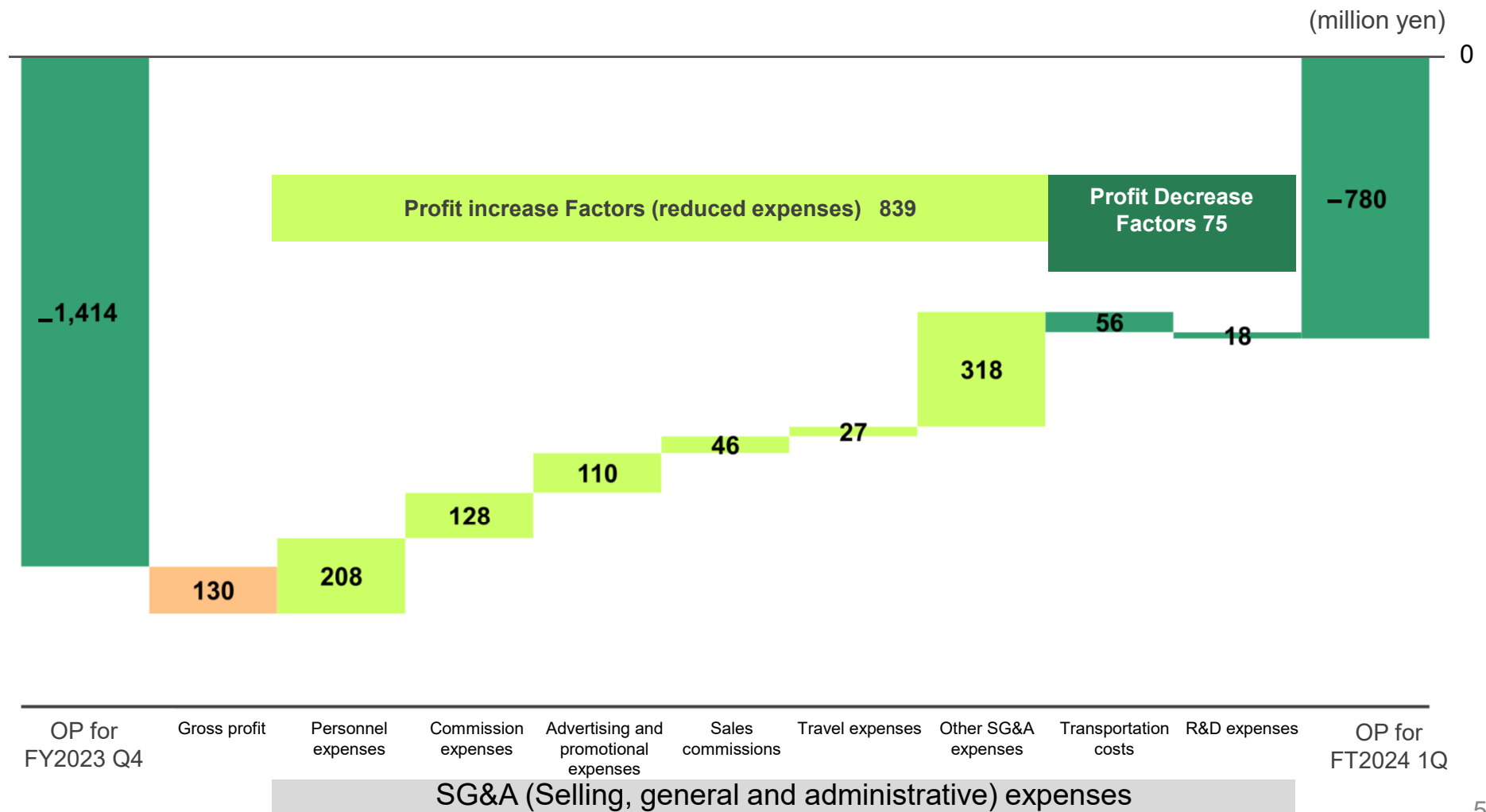


- ✓ Net Sales decreased by 9.3% quarter on quarter due to a decrease sales in machine tool, industrial machinery and food machinery segments.
- ✓ Despite structural reforms, including workforce optimization at overseas plants and reduction of various expenses, production costs remained high due to soaring prices of raw materials and energy caused by the depreciation of Japanese yen and inflation, resulting in operating loss of about 0.8 billion yen.
- ✓ Foreign exchange gains occurred due to the depreciation of yen from the beginning of the fiscal year, though resulting in an ordinary loss of about 0.2 billion yen (foreign exchange gains of about 0.65 billion yen).
- ✓ Net loss of about 0.5 billion yen partly owing to extraordinary losses of about 0.4 billion yen for restructuring expenses (loss on sale of company-owned housing and optimization of overseas workforce)

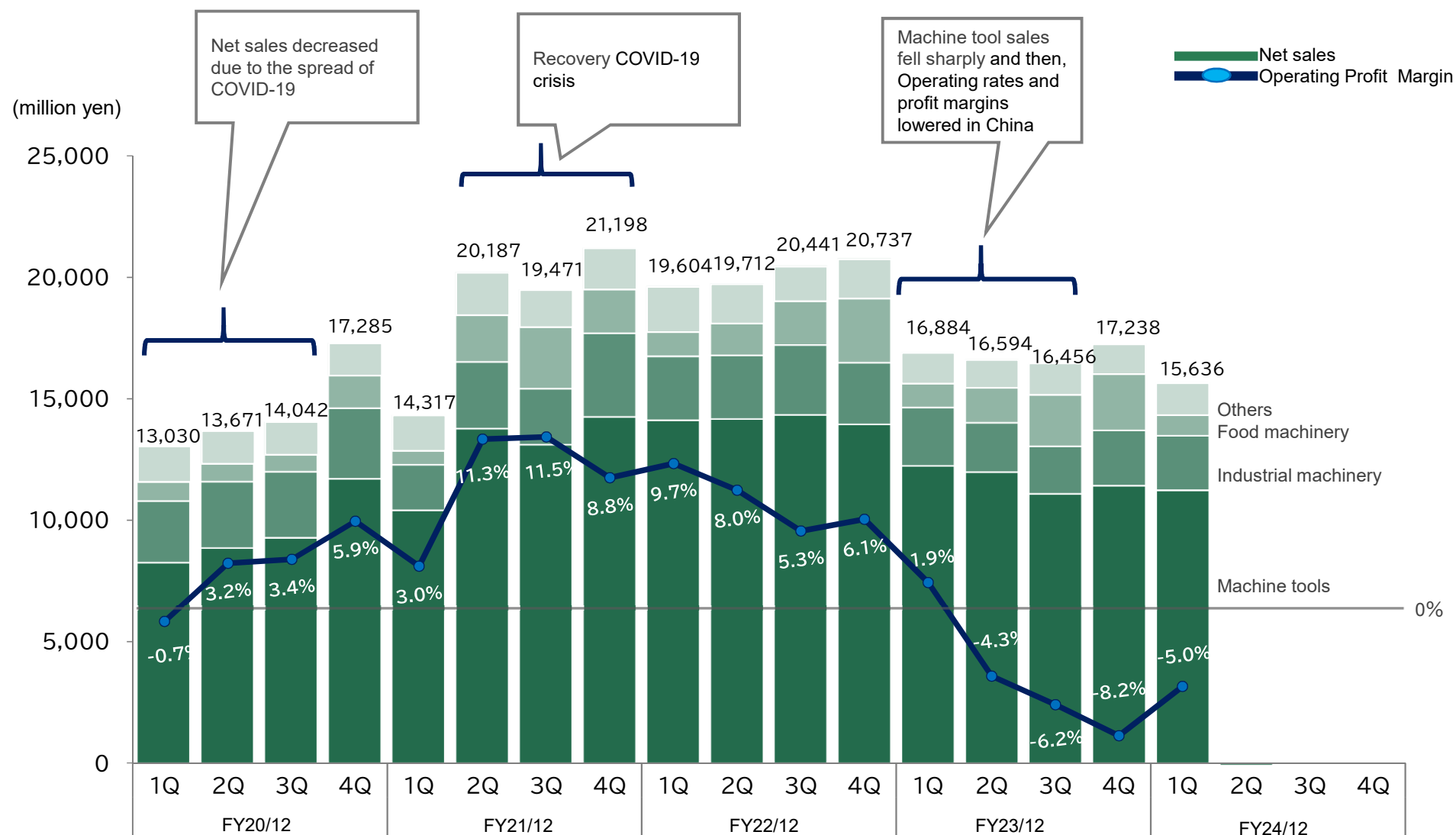
(million yen)	FY2023 1Q	FY2023 2Q	FY2023 3Q	FY2023 4Q	FY2024 1Q	QoQ Change
Net sales	16,884	16,594	16,456	17,238	15,636	-9.3%
Gross profit	5,310	4,931	4,392	4,647	4,516	-2.8%
GPM	31.5%	29.7%	26.7%	27.0%	28.9%	1.9pt
Operating profit	318	-708	-1,014	-1,414	-780	—
OPM	1.9%	-4.3%	-6.2%	-8.2%	-5.0%	3.2pt
Ordinary profit	508	333	-492	-1,606	-187	—
Profit	141	-244	-786	-3,714	-497	—
Capital investment	1,487	1,436	1,306	1,778	1,109	-37.7%
Depreciation	891	923	968	1,008	886	-12.0%
R&D expenses	819	886	856	873	744	-14.7%
USD/JPY	132.42	135.00	138.24	140.67	148.63	7.96 down
EUR/JPY	142.16	145.93	149.77	152.11	161.33	9.22 down
CNH/JPY	19.35	19.45	19.61	19.81	20.63	0.82 down
THB/JPY	3.91	3.95	4.01	4.04	4.17	0.13 down

Analysis on Reduction of Operating Loss

- ✓ SG&A expenses decreased by about ¥760 million from 4Q FY2023 partly due to the effect of reduced expenses, reducing the operating loss in 1Q FY2024.



Trends in Net Sales and Operating Profit Margin (Quarterly)



USD/JPY	108.86	108.23	107.55	106.76	106.09	107.82	108.58	109.90	116.34	123.14	128.30	131.62	132.42	135.00	138.24	140.67	148.63			
Foreign exchange impact on net sales (year on year)	-0.5 billion yen				+3.3 billion yen				+5.7 billion yen				+1.7 billion yen				+0.8 billion yen			

Financial Results by Segment



(million yen)		FY2023	FY2023	FY2023	FY2023	FY2024	QoQ Change
		1Q	2Q	3Q	4Q	1Q	
Net sales	Machine tool segment	12,227	11,973	11,084	11,421	11,471	0.4%
	Industrial machinery segment	2,393	2,024	1,949	2,262	1,994	-11.9%
	Food machinery segment	998	1,449	2,125	2,328	859	-63.1%
	Other segments	1,265	1,146	1,297	1,225	1,311	7.1%
Total net sales		16,884	16,594	16,456	17,238	15,636	-9.3%
Segment profit	Machine tool segment	1,023	433	-48	-609	-56	—
	Industrial machinery segment	140	-134	-263	-220	126	—
	Food machinery segment	-44	141	175	603	-45	—
	Other segments	-0	-290	-286	-377	-121	—
Total segment profit		1,119	149	-422	-604	-97	—
Adjustment amount		-800	-858	-591	-809	-682	—
Total operating profit		318	-708	-1,014	-1,414	-780	—

Financial Results by Segment

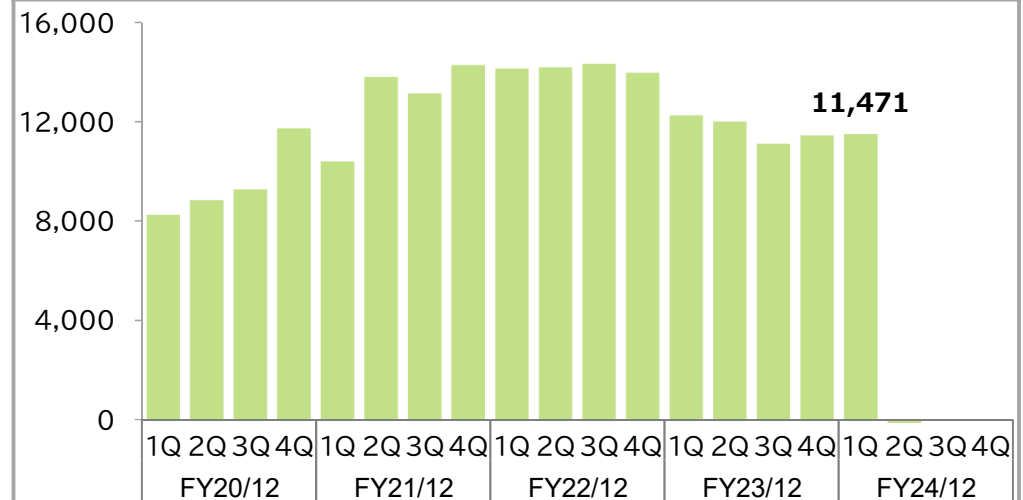


Machine Tool Segment

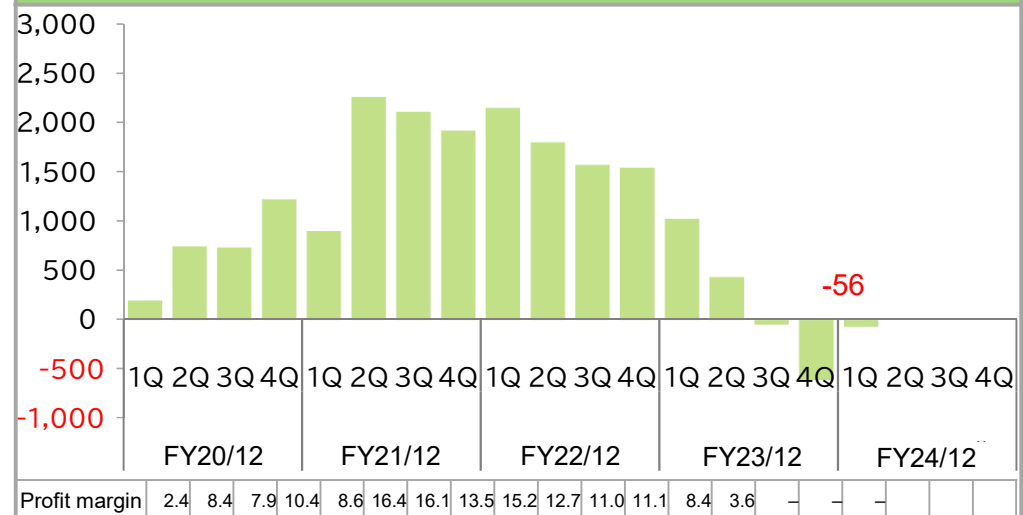
Net sales	<p>Aerospace demand was on a recovering trend in Japan, the United States and Europe.</p> <p>Demand for automotive, semiconductors, and electronic components was recovering in Greater China after Chinese New Year.</p>
Profit	<p>Segment profit decreased significantly year on year mainly due sales volume decline and continuously high production costs.</p> <p>As a result of structural reforms since the latter half of last year, earnings have improved compared to 4Q FY2023 mainly due to optimization of overseas workforce and cost reduction.</p>

(million yen)	FY2023 4Q	FY2024 1Q	QoQ Change	
Net sales	11,421	11,471	50	0.4%
Segment profit	-609	-56	553	-
Profit margin	-5.3%	-0.5%		

Trends in Net sales (Quarterly) (million yen)



Trends in Segment profit (Quarterly)



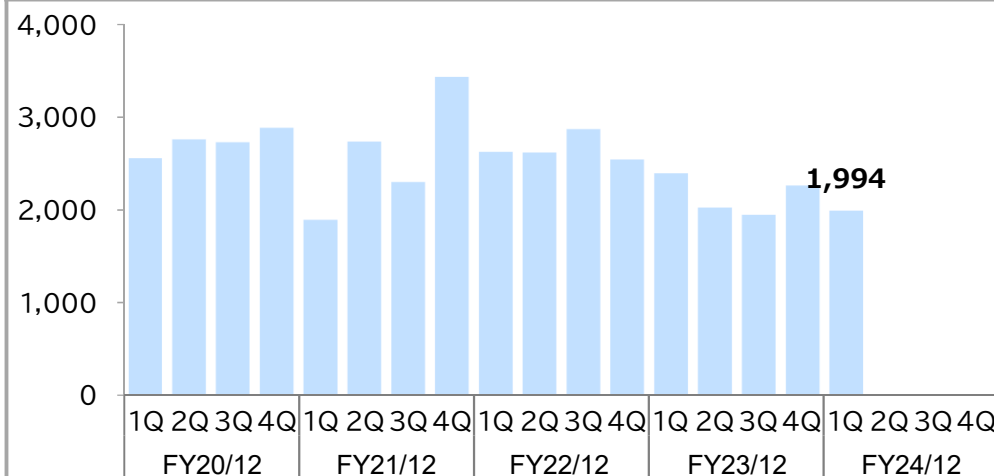
Financial Results by Segment

■ Industrial Machinery Segment

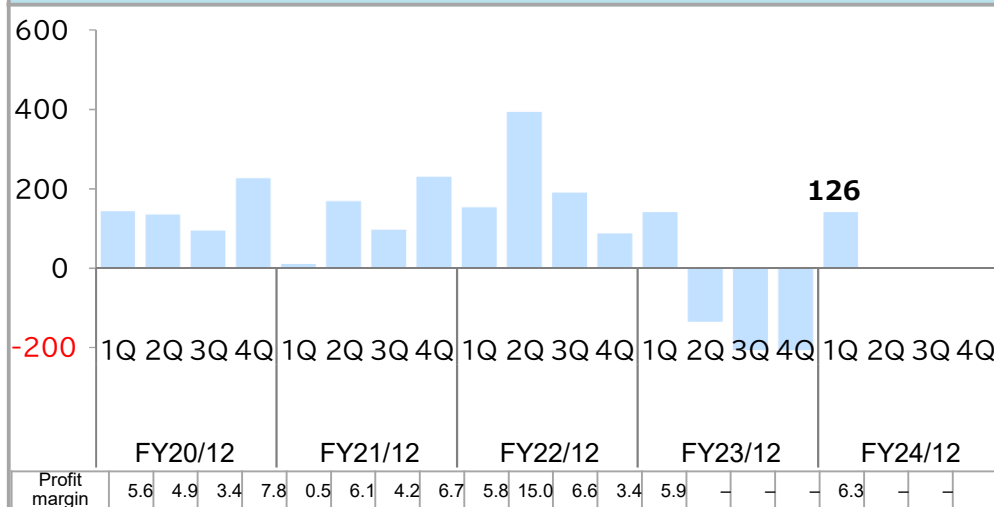
Net sales	<p>The industrial machinery industry is still facing a difficult situation as a whole due to inventory adjustments and postponement of investment in customer side due to slack market conditions for semiconductors and electronic components.</p> <p>Although demand slightly recovered in some areas related to electronic components and IT in Greater China, the overall market situation has been still severe, resulting in sales decrease.</p>
Profit	<p>Profit was squeezed in 4Q FY2023 due to adding up the write-down of the long-term retained stock and loss on abandonment of inventories. Segment profit improved as there were no similar transient factors in 1Q FY2024. Also a decrease in advertising cost cut related to exhibitions significantly contributed to the segment profit improvement.</p>

(million yen)	FY2023 4Q	FY2024 1Q	QoQ Change	
Net sales	2,262	1,994	-268	-11.9%
Segment profit	-220	126	346	-
Profit margin	-9.7%	6.3%		

Trends in Net sales (Quarterly) (million yen)

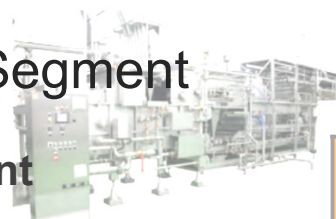


Trends in Segment profit (Quarterly)



Financial Results by Segment

■ Food Machinery Segment



Net sales

Net Sales decreased year on year as there were slow progress on projects in 1Q FY2024.

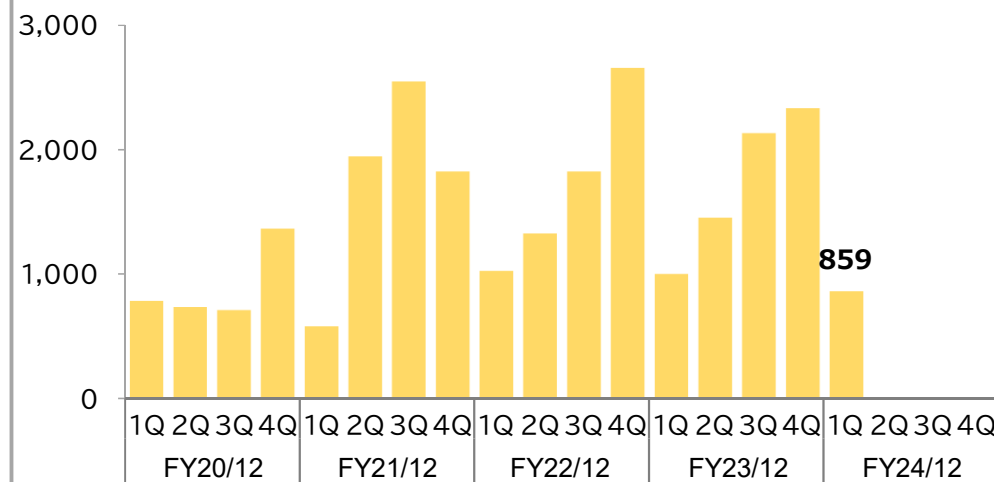
In terms of market conditions, the strong demand for noodle making machine-related equipment in the domestic and the overseas market as well as aseptically-packaged cooked rice production systems for overseas markets has remained.

Profit

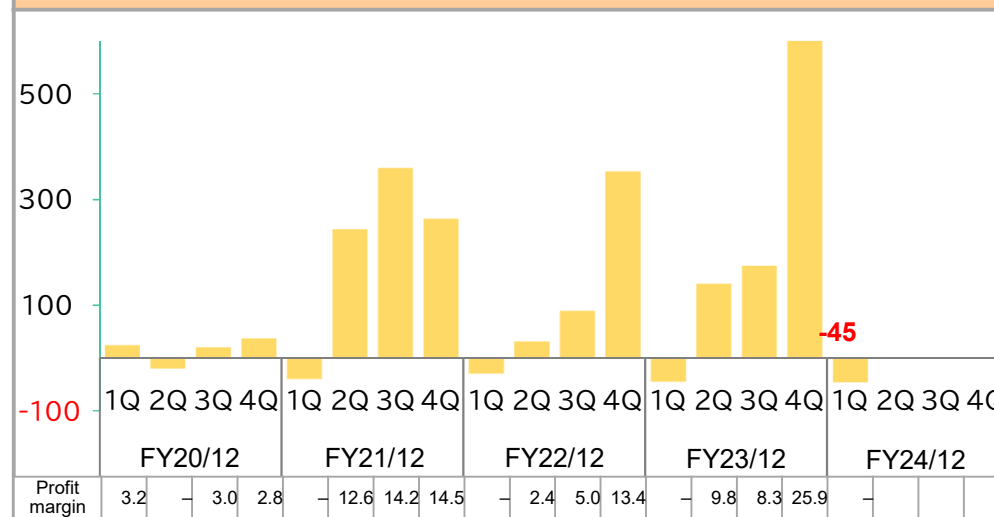
Segment profit also declined due to sales decrease.

(million yen)	FY2023 4Q	FY2024 1Q	QoQ Change	
Net sales	2,328	859	-1,469	-63.1%
Segment profit	603	-45	-648	-
Profit margin	25.9%	-5.3%		

Trends in Net sales (Quarterly) (million yen)



Trends in Segment profit (Quarterly)

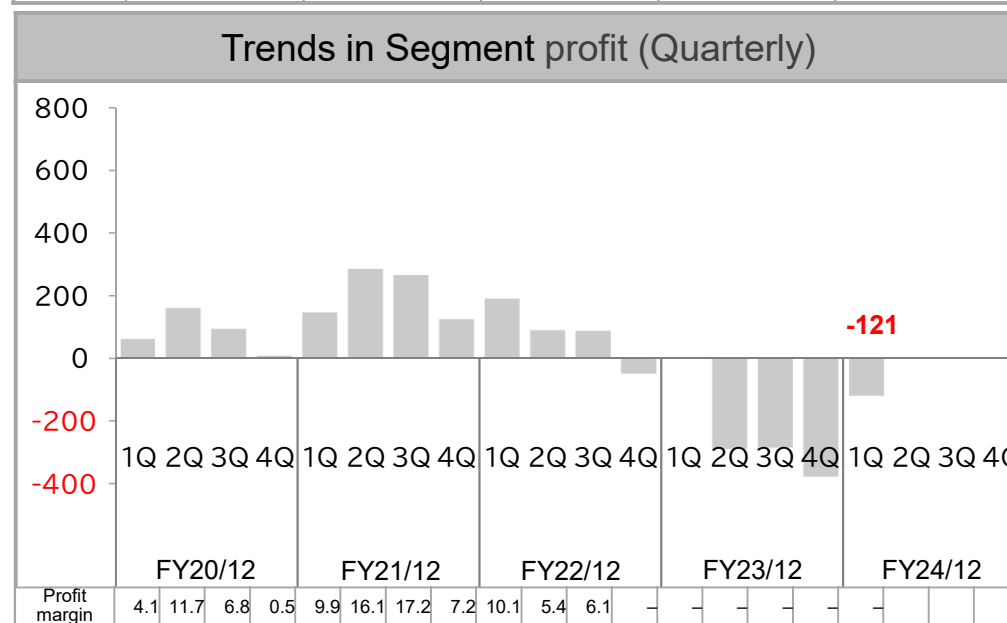
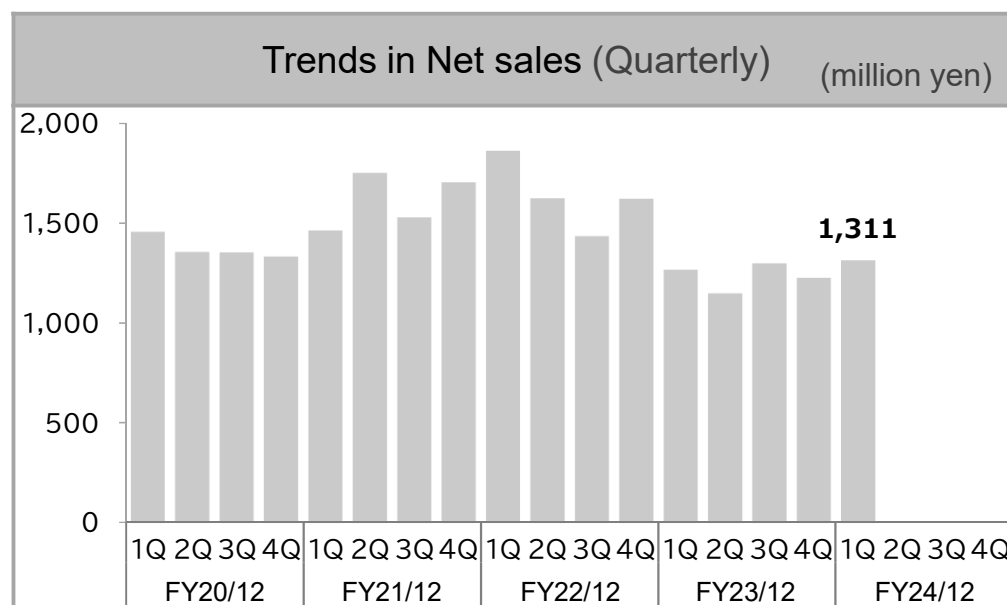


Financial Results by Segment

■ Other Segments

Net sales	<p>Net sales of the mold operations decreased partly due to semiconductor shortages and supply chain disruptions.</p> <p>Demand for ceramics for semiconductor manufacturing equipment manufacturers has weakened due to inventory adjustments in the semiconductor market</p>
Profit	<p>Despite the impact of soaring prices of raw materials and a decline in orders, profits improved from 4Q FY2023 owing to a slight improvement in the plant operation rates in mold operations.</p>

(million yen)	FY2023 4Q	FY2024 1Q	QoQ Change	
Net sales	1,225	1,311	86	7.1%
Segment profit	-377	-121	255	-
Profit margin	-30.8%	-9.3%		

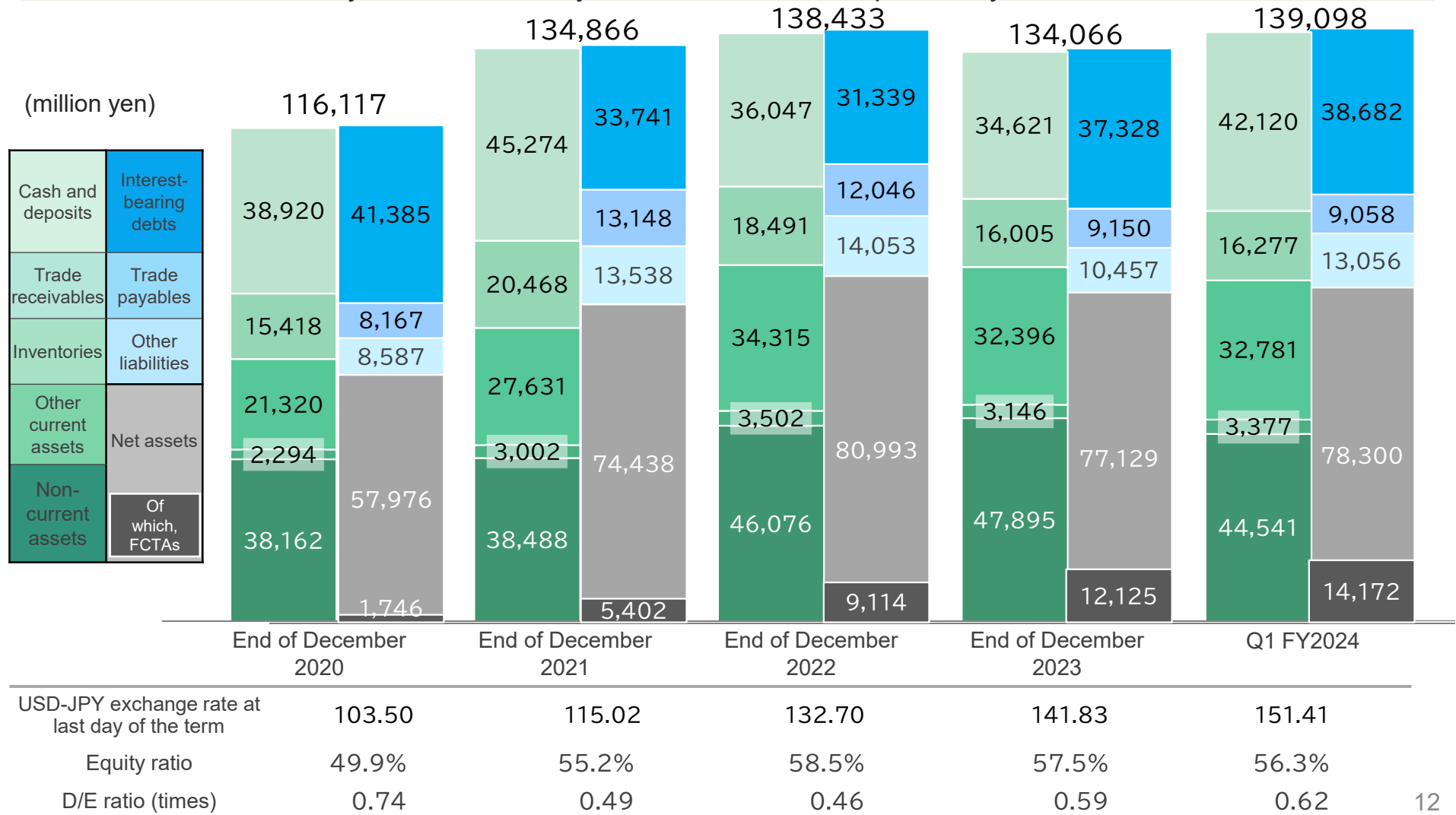


Balance Sheet

✓ Total assets increased about 5 billion yen from the end of the previous year.

Cash and deposits increased significantly due to transfers of time deposits from non-current assets to cash and deposits, increased borrowings, compensation for forced relocation of Suzhou Factory (China).

✓ Due to depreciation of yen, foreign currency translation adjustment(FCTA) increased to 14 billion yen, and net assets increased by about 1.2 billion yen from the end of the previous year.

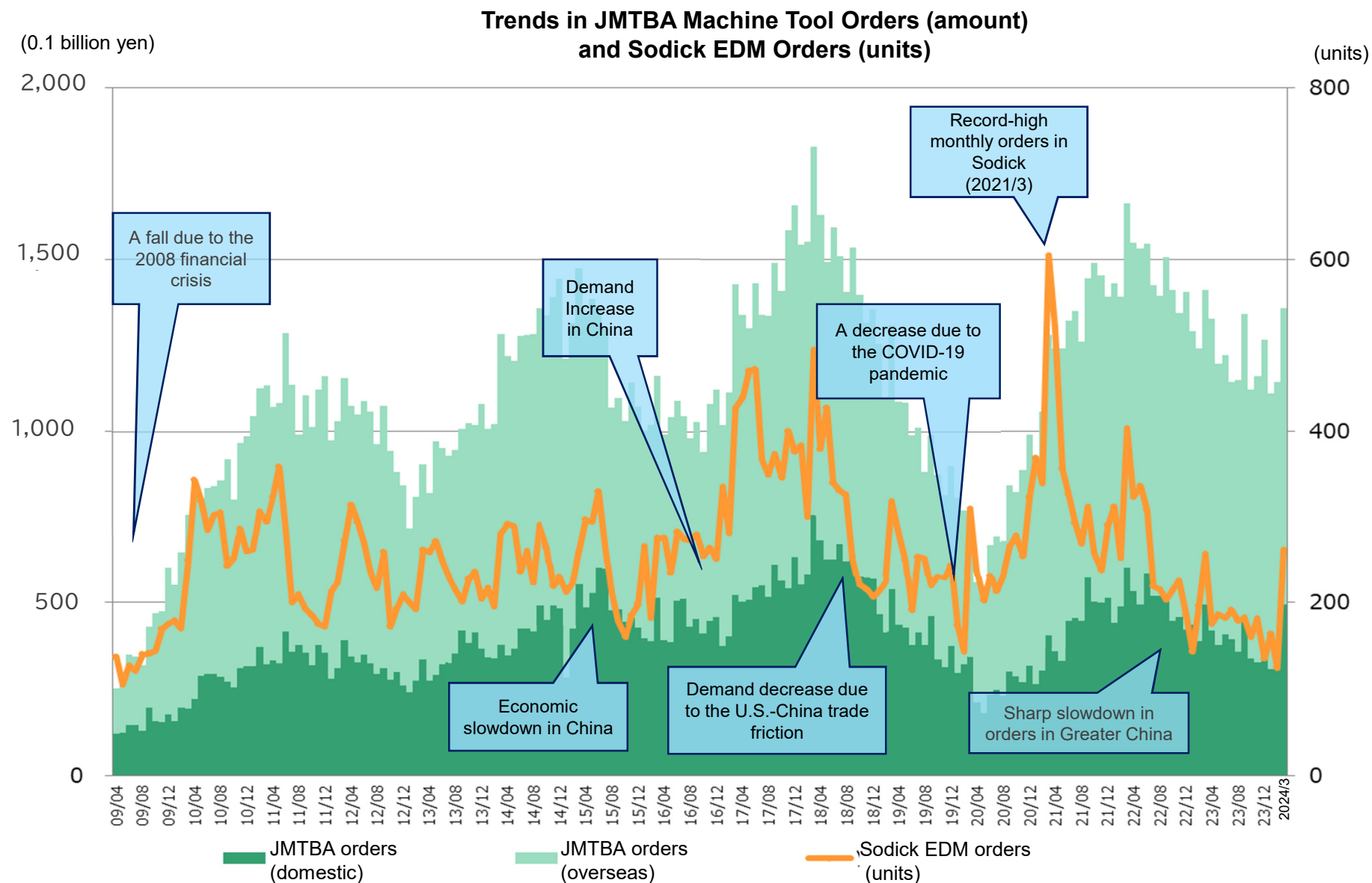




FY2024/12

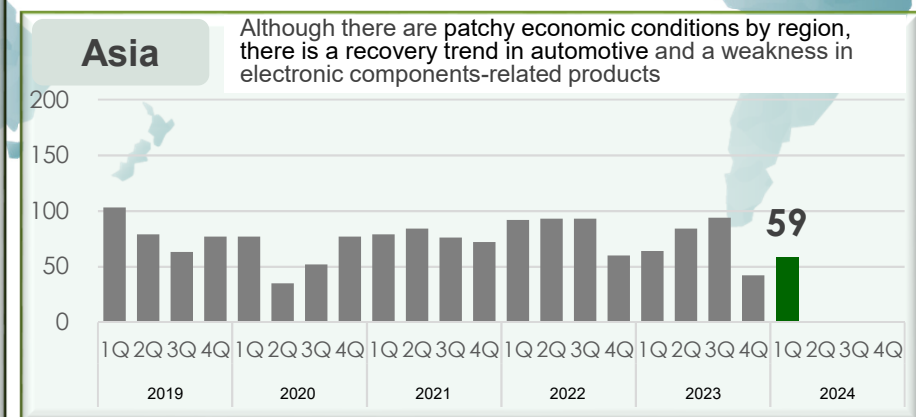
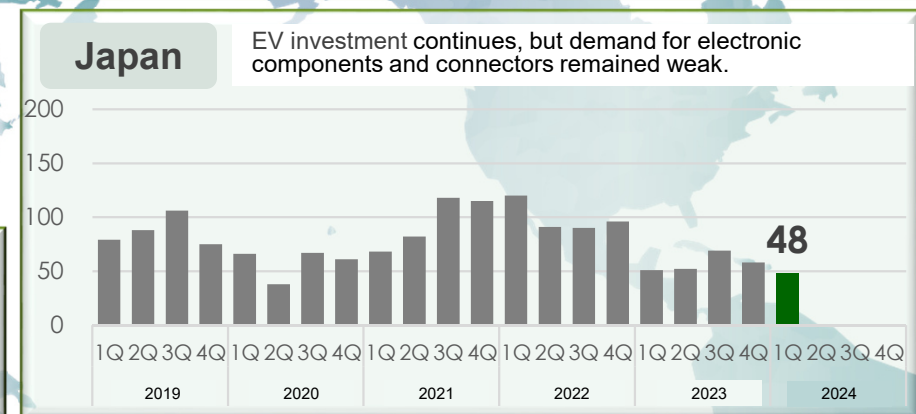
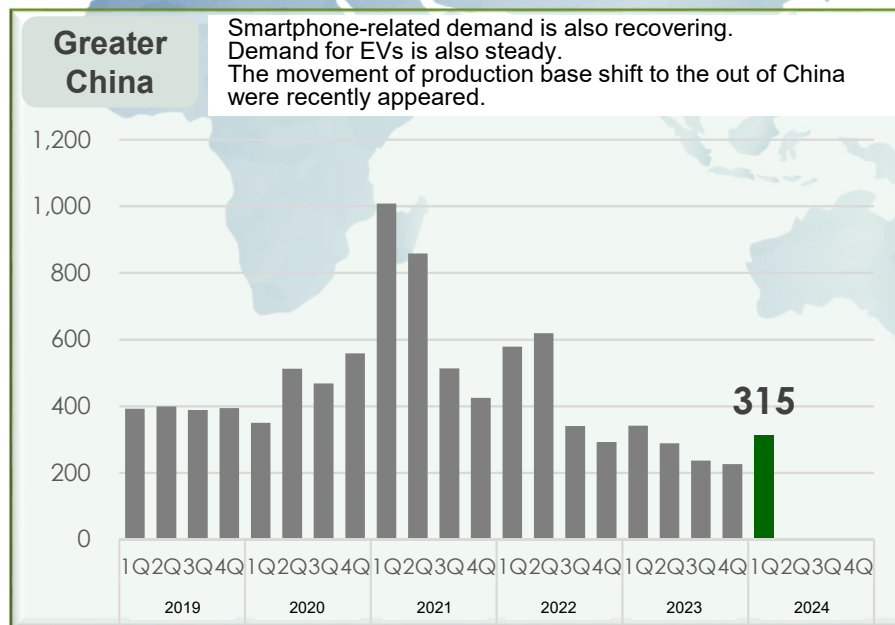
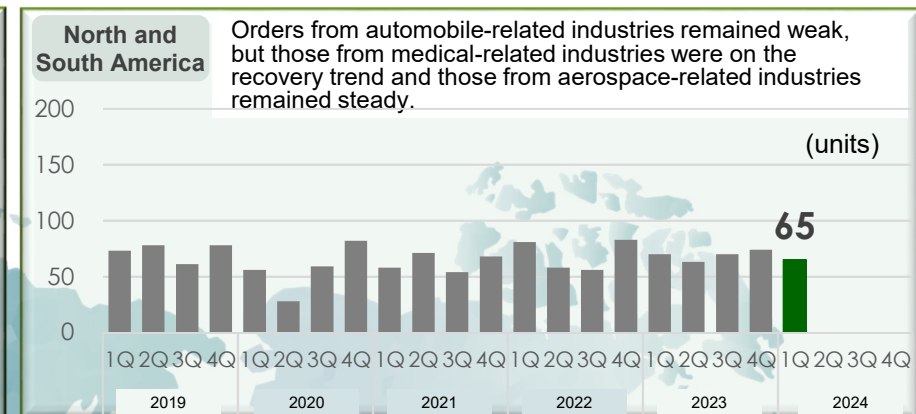
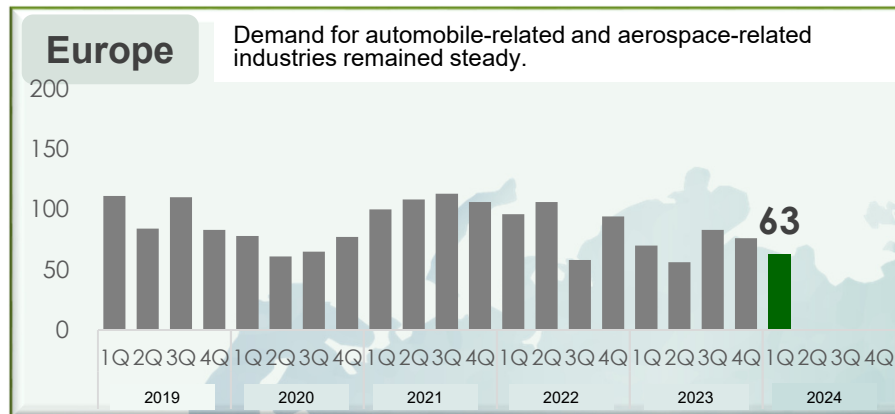
Outlook

Trends in JMTBA Orders Volume and Sodick EDM(Electrical Discharge Machine) Order Volume



Source: JMTBA (Japan Machine Tool Builders' Association)

Trends in Sodick EDMs Order Volume by Region (Quarterly)



FY2024/12 Full-year Financial Results Projections



- ✓ Due to high uncertainty about the sustainability of the demand recovery in the Greater China market and the future market environment, the initial full-year plan was left unchanged this time.
- ✓ Steady step towards the structural reforms in whole Sodick group, aiming to improve profits.

(million yen)	FY2020	FY2021	FY2022	FY2023	FY2024		
					Planned (2/13)	1Q Actual	Progress rate
Net sales	58,030	75,174	80,495	67,174	72,200	15,636	21.7%
Operating profit	1,852	6,813	5,813	-2,819	1,100	-780	—
OPM	3.2%	9.1%	7.2%	-4.2%	1.5%	-5.0%	—
Ordinary profit	2,046	8,588	8,275	-1,257	1,100	-187	—
Profit	1,346	6,591	6,021	-4,604	700	-497	—
ROE	2.3%	10.0%	7.8%	-5.8%	0.9%		
USD/JPY	106.76	109.90	131.62	140.67	140.00	148.63	
EUR/JPY	121.88	129.91	138.14	152.11	157.00	161.33	
CNH/JPY	15.48	17.01	19.45	19.81	20.00	20.63	
THB/JPY	3.42	3.44	3.75	4.04	4.10	4.17	

FY2024/12 Full-year Financial Results Projections (by Segment) **Sodick**

- ✓ Machine tools: Slow progress, but profitability is expected to improve after 2Q owing to structural reforms and cost cut.
- ✓ Industrial machinery: Fell short of the sales target in Japan and Greater China and its sales progress is slow.
- ✓ Food machinery: Slow progress in 1Q, but sales of both noodle making machines and cooked rice production systems are expected to increase after 2Q

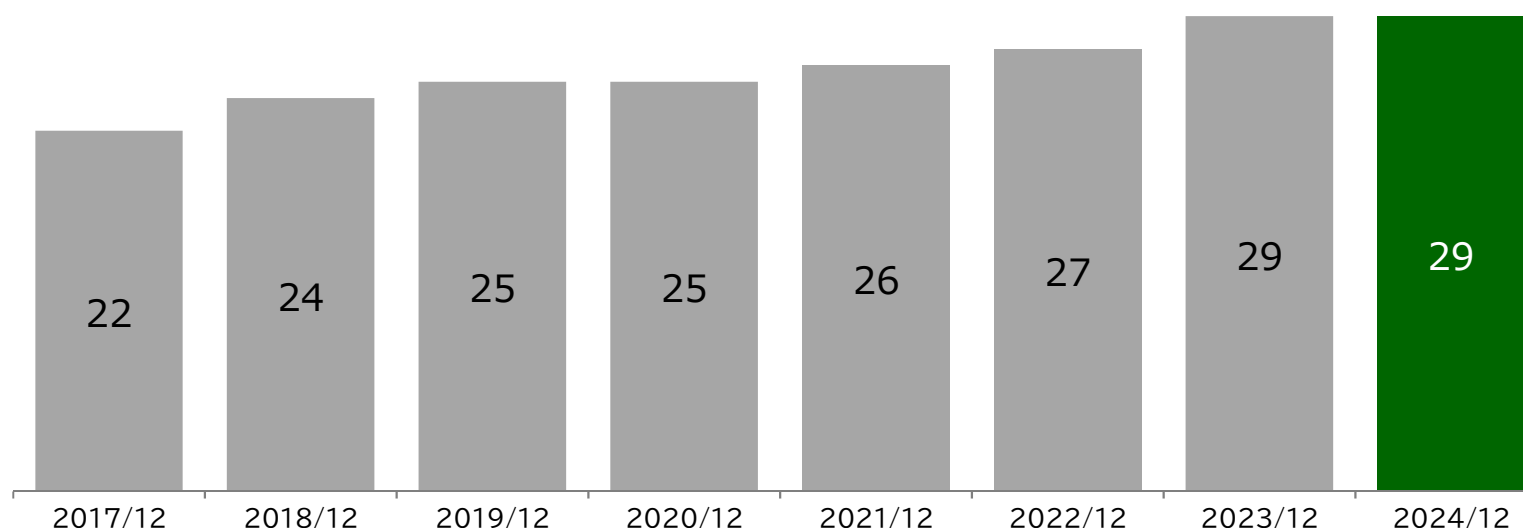
(million yen)	FY2020	FY2021	FY2022	FY2023	FY2024		
					Planned (2/13)	1Q Actual	Progress rate
Machine tool segment	38,024	51,485	56,492	46,706	49,400	11,471	23.2%
Industrial machinery segment	10,931	10,367	10,656	8,630	9,000	1,994	22.2%
Food machinery segment	3,585	6,884	6,813	6,902	8,100	859	10.6%
Other segments	5,488	6,437	6,533	4,934	5,700	1,311	23.0%
Total net sales	58,030	75,174	80,495	67,174	72,200	15,636	21.7%
Machine tool segment	2,896	7,176	7,046	798	2,800	-56	—
Industrial machinery segment	596	503	820	-478	100	126	126.6%
Food machinery segment	65	830	447	876	1,000	-45	—
Other segments	319	811	313	-954	0	-121	—
Total segment profit	3,878	9,321	8,628	241	3,900	-97	—
Adjustment amount	-2,025	-2,507	-2,814	-3,060	-2,800	-682	24.4%
Total operating profit	1,852	6,813	5,813	-2,819	1,100	-780	—

Return to Shareholders

Basic Policy

Dividend on equity (DOE) 2% or more ^(*) and total return ratio 40% or more

■ Dividends per share



DOE (%)	2.1	2.1	2.1	2.1	2.3	2.1	2.2	2.3 (Projection)
Total return ratio (*2) (%)	16%	17%	56%	91%	26%	47%	—	
Purchase of treasury shares (million yen)	—	—	—	52	411	1,432	1,201	Flexible purchase of treasury shares

*1 Dividends per share: **27 yen** or more (calculated from the average shareholders' equity at the beginning and the end of FY2023/12 x DOE of 2%)

*2 Actual results are the amount of dividends for the current year + the amount of **purchase of treasury shares** in the current year.

Indicated by a hyphen because the total return ratio was calculated to be negative due to the **net loss** for fiscal 2023.



**Topics for
1Q FY2024/12**

Current Initiatives

- Focus on expansion of domestic and overseas plants and development of new markets
 - Set up a new international sales department and focus on developing new overseas customers by taking promotion activities mainly in East Asia, Southeast Asia, and the U.S.
 - Strengthening production systems of main noodle making machines and aseptically-packaged cooked rice production systems
 - ✓ A new food machinery plant starts operation in the Amoy Factory in China (January 2023)
 - ✓ A new food machinery plant was completed in the Kaga Factory in Japan (November 2023)

Recent results in Asia

South Korea

Received an order from HARIM Group, a major food company in South Korea, for aseptically-packaged cooked rice production systems (amount of order: approx.¥2 billion)

Introduction of the industry's first hybrid sterilization system

Conventional (1) aseptically-packaged cooked rice or (2) retort cooked rice

Industry's first hybrid sterilization system
((1) Aseptic-packaging + (2) Retort)

Increase long-term preservation at normal temperature

▼Aseptic-packaged cooked rice production systems



*Part of the production line



*Image

India

Received an order from ITC, the second largest share in the instant noodle market in India (the first order from India for our food machinery segment)

- After examining and establishing a new manufacturing method, the vacuum extruders will be fully introduced into the mass production line.
- The growth forecast for the Indian instant noodles market is estimated almost double from current US \$1.84 billion to US \$3.49 billion in 2028

▼Vacuum extruder for instant noodles



*Image

◆ Growing demand for packaged cooked rice year after year

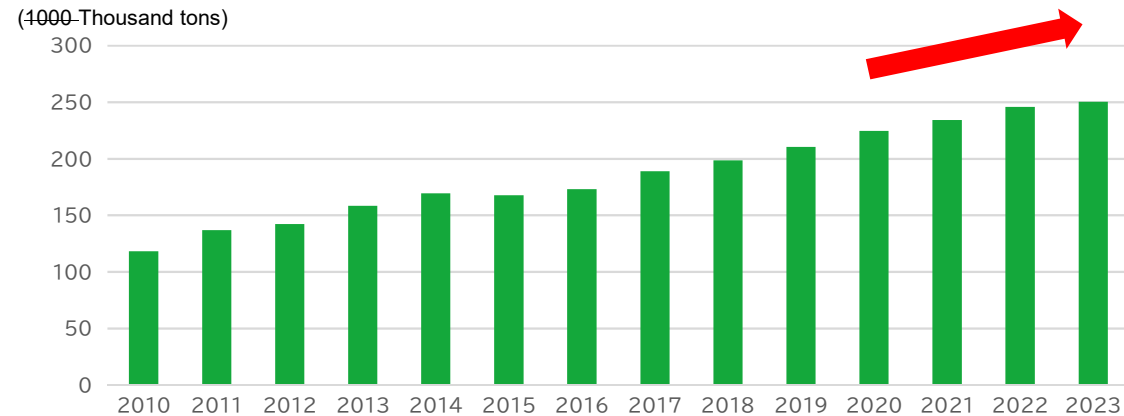
Japanese market

Production volume has increased year after year.

- Needs for household stockpiling at disasters
- Aseptically-packaged cooked rice attracts attention due to COVID-19 pandemic
- Pursuit of convenience of cooking

To the introduction of Greater China and Asian markets

Trends in annual production volume of packaged cooked rice (Japan)



Source: Annual Report on Food Industry Dynamics Research in Japan, the Ministry of Agriculture, Forestry and Fisheries

◆ Potential market size of cooked rice production systems

Greater China and Asia markets

- Demand for cooked rice production systems increased in Greater China and Asia, where rice is a staple food, as well as in Japan, and its market is expected to expanded globally
- Expect a 5 times as large market potential in those markets as that of Japan



*1 Sodick estimation from various sources

*3 Convert 1 line into about 1.5 – 2 billion yen

➤ Aim to expand sales of cooked rice production systems in China, South Korea, Vietnam, Thailand, India and the United States as next target market.



Appendix

1. Changes in Financial Results
2. Changes in Indexes
3. Changes in Financial Results by Segment
4. Numbers of EDMs Ordered and Sold
5. Overseas Sales Ratio by Segment
6. Maintenance Service Ratio
7. Composition of Segments and Key Products
8. New Products
9. Exhibition Information

Trends in Financial Results (Quarterly)

Sodick
(million yen)

FY2022/12	1Q		2Q		3Q		4Q	
		YoY		YoY		YoY		YoY
Net sales	19,604	136.9%	19,712	97.6%	20,441	105.0%	20,737	97.8%
Cost of sales	13,050	135.0%	13,126	99.7%	13,865	110.3%	13,629	96.9%
Cost of sales margin	66.6%		66.6%		67.8%		65.7%	
Operating profit	1,907	449.0%	1,571	68.6%	1,078	48.3%	1,255	67.4%
Operating profit margin	9.7%		8.0%		5.3%		6.1%	
Ordinary profit	2,975	252.9%	2,982	114.4%	1,779	77.6%	537	21.4%
Ordinary profit margin	15.2%		15.1%		8.7%		2.6%	
Profit	2,113	242.6%	2,007	113.0%	1,033	59.8%	867	39.2%
Net profit margin	10.8%		10.2%		5.1%		4.2%	

1H		2H		Full year	
	YoY		YoY		YoY
39,317	113.9%	41,178	101.3%	80,495	107.1%
26,176	114.6%	27,493	103.2%	53,670	108.5%
66.6%		66.8%		66.7%	
3,479	128.2%	2,333	56.9%	5,813	85.3%
8.8%		5.7%		7.2%	
5,958	157.5%	2,317	48.2%	8,275	96.4%
15.2%		5.6%		10.3%	
4,121	155.6%	1,900	48.2%	6,021	91.4%
10.5%		4.6%		7.5%	

FY2023/12	1Q		2Q		3Q		4Q	
		YoY		YoY		YoY		YoY
Net sales	16,884	86.1%	16,594	84.2%	16,456	80.5%	17,238	83.1%
Cost of sales	11,574	88.7%	11,662	88.9%	12,064	87.0%	12,591	92.4%
Cost of sales margin	68.5%		70.3%		73.3%		73.0%	
Operating profit	318	16.7%	-708	—	-1,014	—	-1,414	—
Operating profit margin	1.9%		-4.3%		-6.2%		-8.2%	
Ordinary profit	508	17.1%	333	11.2%	-492	—	-1,606	—
Ordinary profit margin	3.0%		2.0%		-3.0%		-9.3%	
Profit	141	6.7%	-244	—	-786	—	-3,714	—
Net profit margin	0.8%		-1.5%		-4.8%		-21.5%	

1H		2H		Full year	
	YoY		YoY		YoY
33,479	85.2%	33,695	81.8%	67,174	83.5%
23,236	88.8%	24,655	89.7%	47,892	89.2%
69.4%		73.2%		71.3%	
-390	—	-2,428	—	-2,819	—
-1.2%		-7.2%		-4.2%	
841	14.1%	-2,099	—	-1,257	—
2.5%		-6.2%		-1.9%	
-103	—	-4,501	—	-4,604	—
-0.3%		-13.4%		-6.9%	

FY2024/12	1Q		2Q		3Q		4Q	
		YoY		YoY		YoY		YoY
Net sales	15,636	92.6%						
Cost of sales	11,120	96.1%						
Cost of sales margin	71.1%							
Operating profit	-780	—						
Operating profit margin	-5.0%							
Ordinary profit	-187	—						
Ordinary profit margin	-1.2%							
Profit	-497	—						
Net profit margin	-3.2%							

1H		2H		Full year	
	YoY		YoY		YoY

Trends in Indexes

Number of employees

Sodick

(Persons)

	18/12	19/06	19/12	20/06	20/12	21/06	21/12	22/06	22/12	23/06	23/12	24/03
Non-consolidated	755	801	841	869	886	914	924	987	1,087	1,170	1,183	1,183
Consolidated	3,676	3,625	3,579	3,576	3,633	3,670	3,683	3,772	3,746	3,778	3,562	3,504

*Not including the transferred employees ~~seconded~~ to subsidiaries in non-consolidated

*Not including the number of temporary employees

Changes in Indexes

	20/12	21/12	22/12	23/12	21/03	22/03	23/03	24/03	
Trade receivables turnover period (months)	3.2	3.3	2.8	2.9	3.4	3.1	3.0	3.1	*Trade receivables turnover period: Trade receivables / Net sales (per month)
Inventories turnover period (month)	4.4	4.4	5.1	5.8	5.0	4.6	6.2	6.3	*Inventories turnover period: Inventories / Net sales (per month)
Trade payables turnover period (month)	1.7	2.1	1.8	1.6	2.1	2.0	2.1	1.7	*Trade payables turnover period: Trade payables / Net sales (per month)
Non-current assets turnover	1.5	2.0	1.7	1.4	1.5	1.8	1.4	1.4	*Non-current assets turnover ratio (annual basis): Net sales / Non-current assets
Interest-bearing debt turnover period (month)	8.6	5.4	4.9	6.7	9.5	5.2	6.1	7.4	*Interest-bearing debt turnover period: Interest-bearing debts / Net sales
Equity ratio (%)	49.9	55.2	58.5	57.5	47.1	55.9	57.8	56.3	*Equity ratio based on market value: Closing stock price at the end of the period × Number of shares issued as of the end of the period (after deducting treasury shares)
Equity ratio based on market value (%)	35.7	32.8	26.8	27.6	37.9	30.3	28.1	26.3	
ROE (%)	2.3	10.0	7.8	-5.8	5.9	11.1	0.7	-2.6	*ROE (annual basis): Profit/ Average equity at the beginning and end of the period
ROA (%)	1.2	5.3	4.4	-3.4	2.8	6.2	0.4	-1.5	*ROA (annual basis): Profit/ Average total assets at the beginning and end of the period
D/E ratio (times)	0.74	0.49	0.46	0.59	0.80	0.49	0.50	0.62	*D/E ratio: Interest-bearing debts / Shareholders' equity
Debt redemption period (year)	6.2	4.4	9.2	–	–	–	–	–	*Debt redemption period: Interest-bearing debts / Operating cash flows
Interest coverage ratio (times)	23.1	23.4	11.9	–	–	–	–	–	*Interest coverage ratio: Operating cash flow / interest payment

Sodick

1H		2H		Full year	
	YoY		YoY		YoY
28,245	117.0%	28,247	103.3%	56,492	109.7%
3,938	124.8%	3,108	77.3%	7,046	98.2%
13.9%	—	11.0%	—	12.5%	—
5,244	113.3%	5,411	94.3%	10,656	102.8%
544	306.3%	276	84.8%	820	163.0%
10.4%	—	5.1%	—	7.7%	—
2,344	93.0%	4,469	102.4%	6,813	99.0%
3	1.6%	443	71.0%	447	53.9%
0.1%	—	9.9%	—	6.6%	—
3,482	108.5%	3,050	94.5%	6,533	101.5%
277	65.0%	35	9.4%	313	38.6%
8.0%	—	1.1%	—	4.8%	—
39,317	113.9%	41,178	101.3%	80,495	107.1%
-1,284	—	-1,530	—	-2,814	—
3,479	128.2%	2,333	56.9%	5,813	85.3%
8.8%	—	5.2%	—	7.2%	—

1H		2H		Full year	
	YoY		YoY		YoY
24,201	85.7%	22,505	79.7%	46,706	82.7%
1,457	37.0%	-658	—	798	11.3%
6.0%	—	-2.9%	—	1.7%	—
4,418	84.2%	4,212	77.8%	8,630	81.0%
5	1.1%	-483	—	-478	—
0.1%	—	-11.5%	—	-5.5%	—
2,448	104.4%	4,454	99.7%	6,902	101.3%
97	—	778	175.4%	876	195.9%
4.0%	—	17.5%	—	12.7%	—
2,411	69.2%	2,522	82.7%	4,934	75.5%
-291	—	-663	—	-954	—
-12.1%	—	-26.3%	—	-19.4%	—
33,479	85.2%	33,695	81.8%	67,174	83.5%
-1,659	—	-1,401	—	-3,060	—
-390	—	-2,428	—	-2,819	—
-1.2%	—	-7.2%	—	-4.2%	—

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Numbers of Sodick EDMs Ordered and Sold



Number of EDMs ordered

(Units)

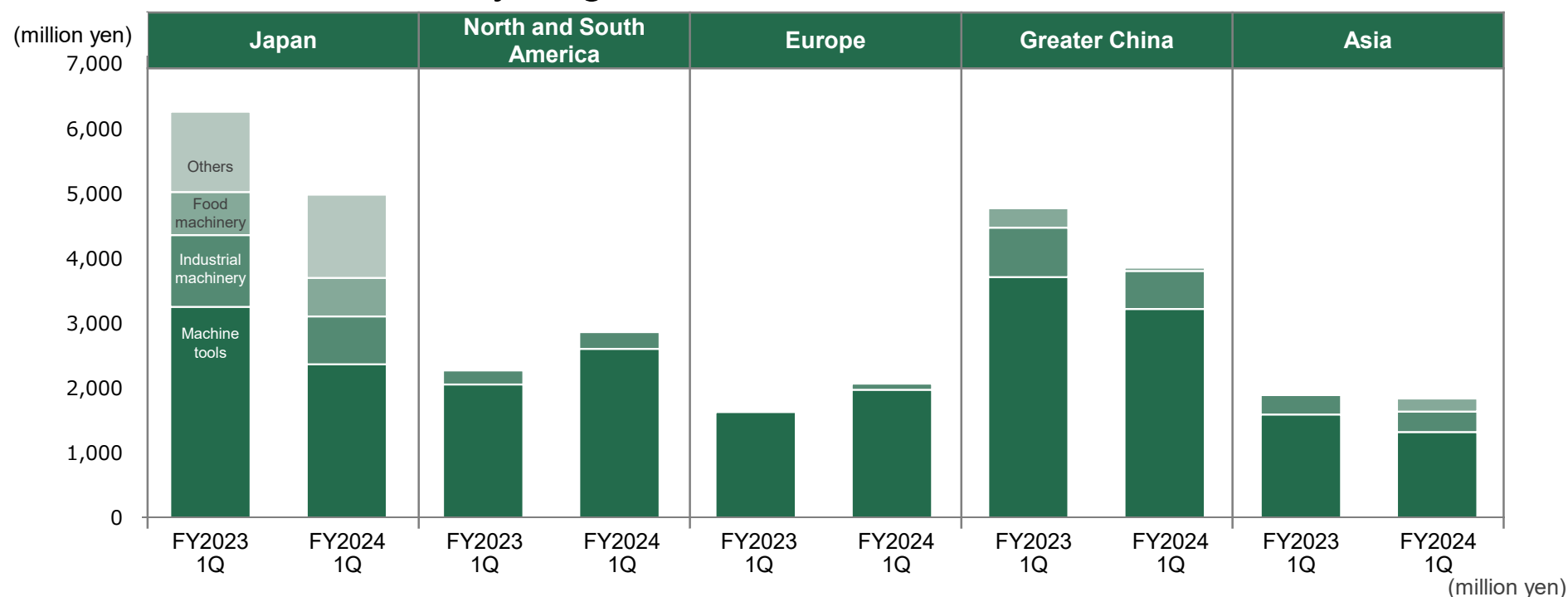
	FY2022/12					FY2023/12					FY2024/12				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
North and South America	81	58	56	83	278	70	63	70	74	277	65				
Europe	96	106	58	94	354	70	56	83	76	285	63				
Greater China	578	619	340	292	1,829	341	288	236	226	1,091	315				
Asia	92	93	93	60	338	64	84	94	42	284	59				
Japan	120	91	90	96	397	51	52	69	58	230	48				
Total	967	967	637	625	3,196	596	543	552	476	2,167	550				

Number of EDMs sold

(Units)

	FY2022/12					FY2023/12					FY2024/12				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
North and South America	68	58	73	86	285	66	77	59	72	274	76				
Europe	108	97	80	88	373	84	65	79	63	291	72				
Greater China	514	522	418	352	1,806	284	338	262	221	1,105	240				
Asia	89	66	110	95	360	59	59	87	71	276	51				
Japan	125	105	79	86	395	108	64	65	76	313	70				
Total	904	848	760	707	3,219	601	603	552	503	2,259	509				

Overseas Sales Ratio by Segment

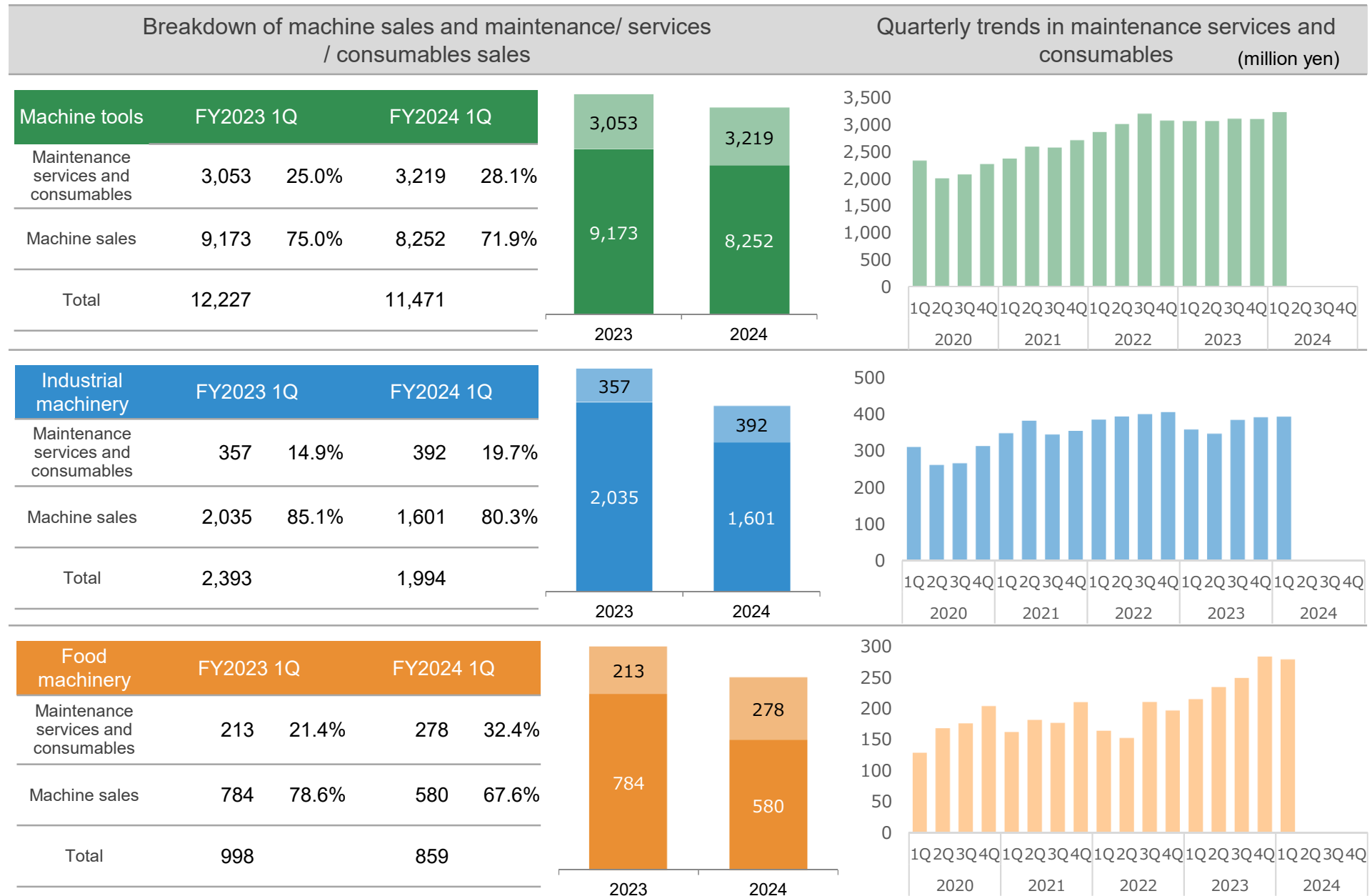


FY2023 1Q	Japan		North and South America		Europe		Greater China		Asia		Total	
Machine tools	3,249	26.6%	2,051	16.8%	1,627	13.3%	3,709	30.3%	1,589	13.0%	12,227	72.4%
Industrial machinery	1,110	46.4%	218	9.1%	—	—	765	32.0%	298	12.5%	2,393	14.2%
Food machinery	663	66.5%	10	1.0%	—	—	297	29.8%	27	2.7%	998	5.9%
Others	1,241	98.1%	—	—	—	—	24	1.9%	—	—	1,265	7.5%
By region – Total	6,265	37.1%	2,280	13.5%	1,627	9.6%	4,796	28.4%	1,914	11.4%	16,884	100.0%




FY2024 1Q	Japan		North and South America		Europe		Greater China		Asia		Total	
Machine tools	2,362	20.6%	2,601	22.7%	1,971	17.2%	3,219	28.0%	1,316	11.5%	11,471	73.4%
Industrial machinery	741	37.2%	258	13.0%	92	4.6%	583	29.3%	317	15.9%	1,994	12.7%
Food machinery	594	69.2%	6	0.8%	—	—	55	6.5%	201	23.5%	859	5.5%
Others	1,285	98.0%	—	—	—	—	26	2.0%	—	—	1,311	8.4%
By region – Total	4,985	31.9%	2,866	18.3%	2,063	13.2%	3,884	24.8%	1,836	11.8%	15,636	100.0%

Effect of exchange rate — Around 0.28 billion yen Around 0.25 billion yen Around 0.24 billion yen Around 0.07 billion yen Around 0.83 billion yen

Maintenance Service Ratio



Composition of Segments and Key Products

Segment	Machine tools		Industrial machinery	Food machinery
Major products	Die-sinker EDM 	Wire-cut EDM 	Horizontal injection molding machine 	Noodle making machines (Noodle making production line)  
	Small-hole drilling EDM 	Metal 3D Printer 	Vertical injection molding machine 	Aseptically-packaged cooked rice production system <small>*Part of the production line</small> 
	Machining center 	Laser processing machine 	Light metal injection molding machine 	Other food processing machines  
Sales market	Automotive, home appliances, electrical and electronic devices, aerospace, medical equipment, energy, etc.		Automotive, electrical and electronic devices, medical equipment, etc.	Noodle making (chilled noodles, Long-life noodles, frozen noodles, etc.), packaged cooked rice, confectionery/bread, Japanese-style deli dishes, vegetable processing, etc.
Production sites	 Kaga  Amoy	 Thailand  Suzhou	 Kaga  Thailand	 Kaga  Amoy

New Products Released in 1Q FY2024



Machine tools

Subscription Service “Sub-Sc TRY” launched

- ◆ Wire EDM machine is available for a flat monthly fee
- ◆ Available for use in a short period
- ◆ After-sales service package which is high in customer satisfaction

<Compatible models>

VN400Q and VN600Q for medical equipment and aerospace industries



Industrial machinery

Evolved V-LINE® GL_G2 Series

- ◆ For precision, electronics, optics and medical device areas
- ◆ In conformity with ISO20430
- ◆ Reduction of foreign substances in molding process and improvement of color change and filling performance of resin



Industrial machinery

Evolved hybrid VT G Series

- ◆ For precision connectors used in automatic driving, sensing and 5G communications
- ◆ Strengths in stable molding and high-quality processing
- ◆ New controller is mounted



1Q FY2024/12 Exhibition Information (Private Show)

We held private shows (in-house technical exhibitions) during this period, for the first time in eight years, at the Research and Technology Center (Yokohama), the Osaka Sales Office, and the Shizuoka Technical Center in Japan. More than 1,000 our business partners attended the events, and we received many business inquiries.

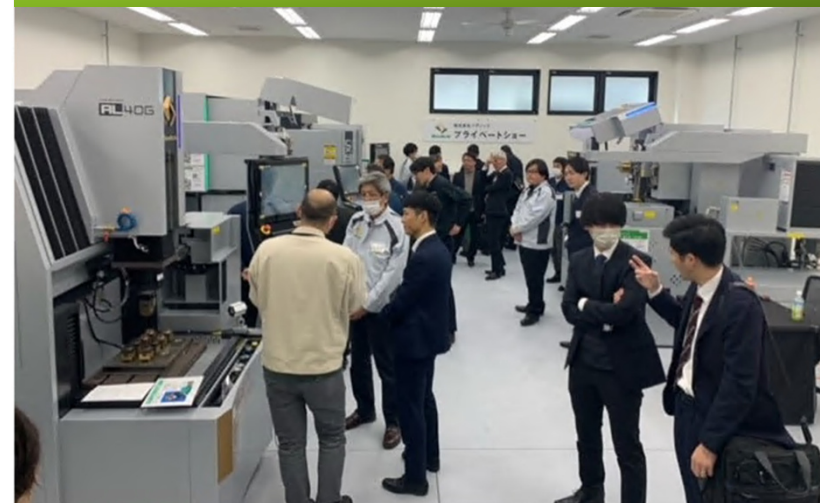
Osaka



Research and Technology Center (Yokohama)



Shizuoka



Notes

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Contact for inquiries concerning this material:

President's Office, Corporate Division, Sodick Co., Ltd.

3-12-1, Nakamachidai, Tsuzuki-ku, Yokohama, Kanagawa, 224-8522, Japan

TEL: +81-45-942-3111 FAX: +81-45-943-5835