



FY2023/12
Results Briefing
Sodick Co., Ltd.

February 16, 2024



**FY2023/12
Financial Results
Summary**

Financial Results Highlights



<h2>FY2023</h2>	<p>Sales declined due to lower sales of electrical discharge machines (EDMs) and injection molding machines. Operating profit was in the red due to declining profitability.</p>		
<h2>Machine tool</h2>		<p>Aerospace demand recovered, but adjusting demand for automotive, semiconductors and electronic components.</p>	
<h2>Industrial machinery</h2>	<p>Continued generally sluggish demand for smartphones and electronic components, etc.</p>		
<h2>Food machinery</h2>	<p>Continued solid performance in both noodle making machines and cooked rice equipment</p>		
<h2>Other</h2>	<p>Low sales of precision dies and mold operations, and ceramics</p>		

*The adjustment amount for segment profit: -3.0 billion yen

Financial Results Highlights

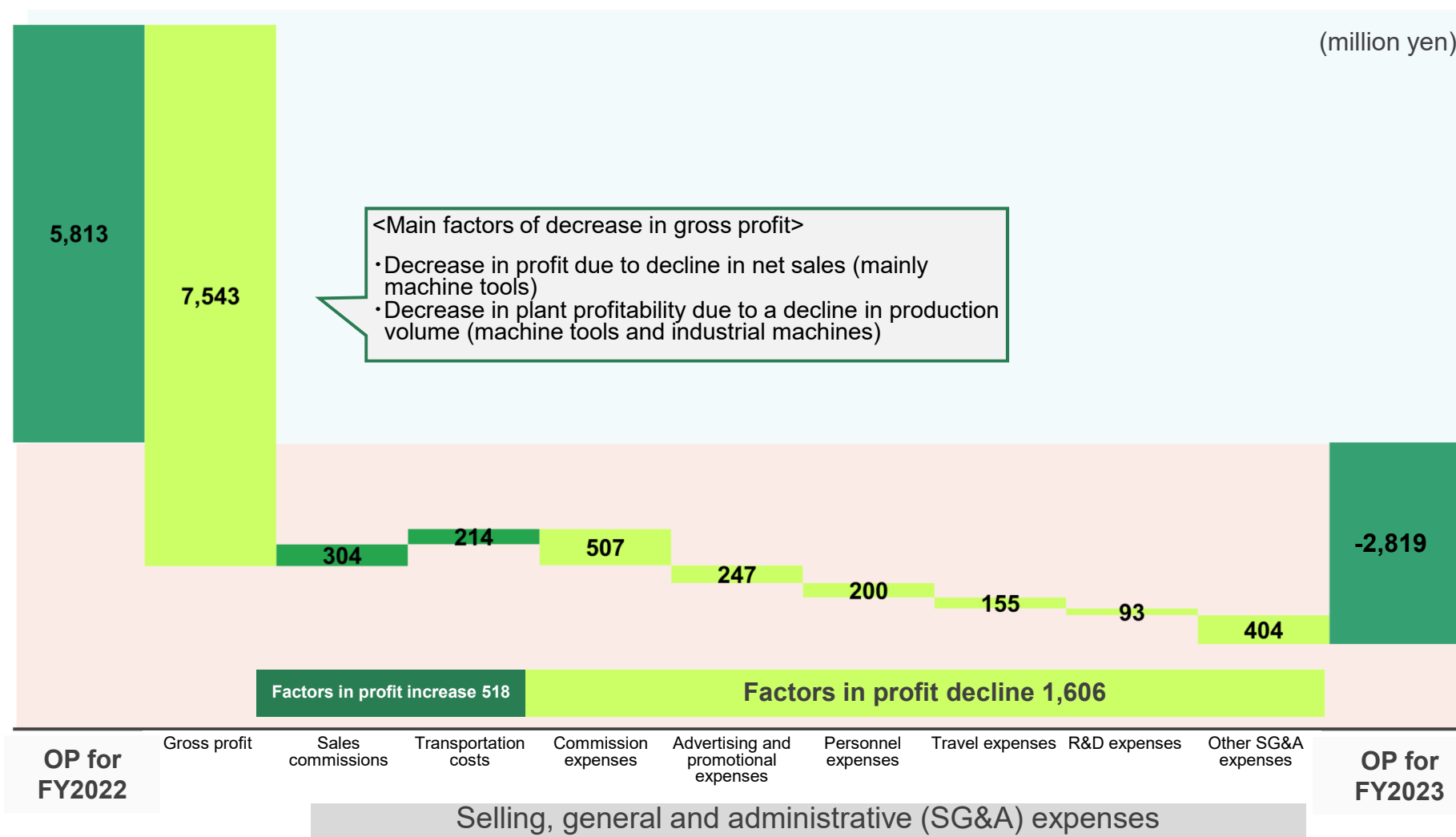


- ✓ Sharp decline in sales of machine tools and industrial machines decreased significantly largely due to the slump in Greater China. Sales fell 16%.
- ✓ Operating loss of approximately 2.8 billion yen owing to a decline in profitability associated with production adjustments at overseas plants, as well as continued cost increases due to high raw material and energy prices and increased personnel expenses.
- ✓ We are implementing structural reforms, such as optimizing the number of employees at overseas plants and reducing various expenses.
- ✓ In addition to certain costs associated with the structural reforms, an impairment losses of non-current assets in the industrial machinery segment (about 1 billion yen) and income taxes-deferred (about 0.8 billion yen) due to the reversal of deferred tax assets, resulting in a final deficit of 4.6 billion yen.

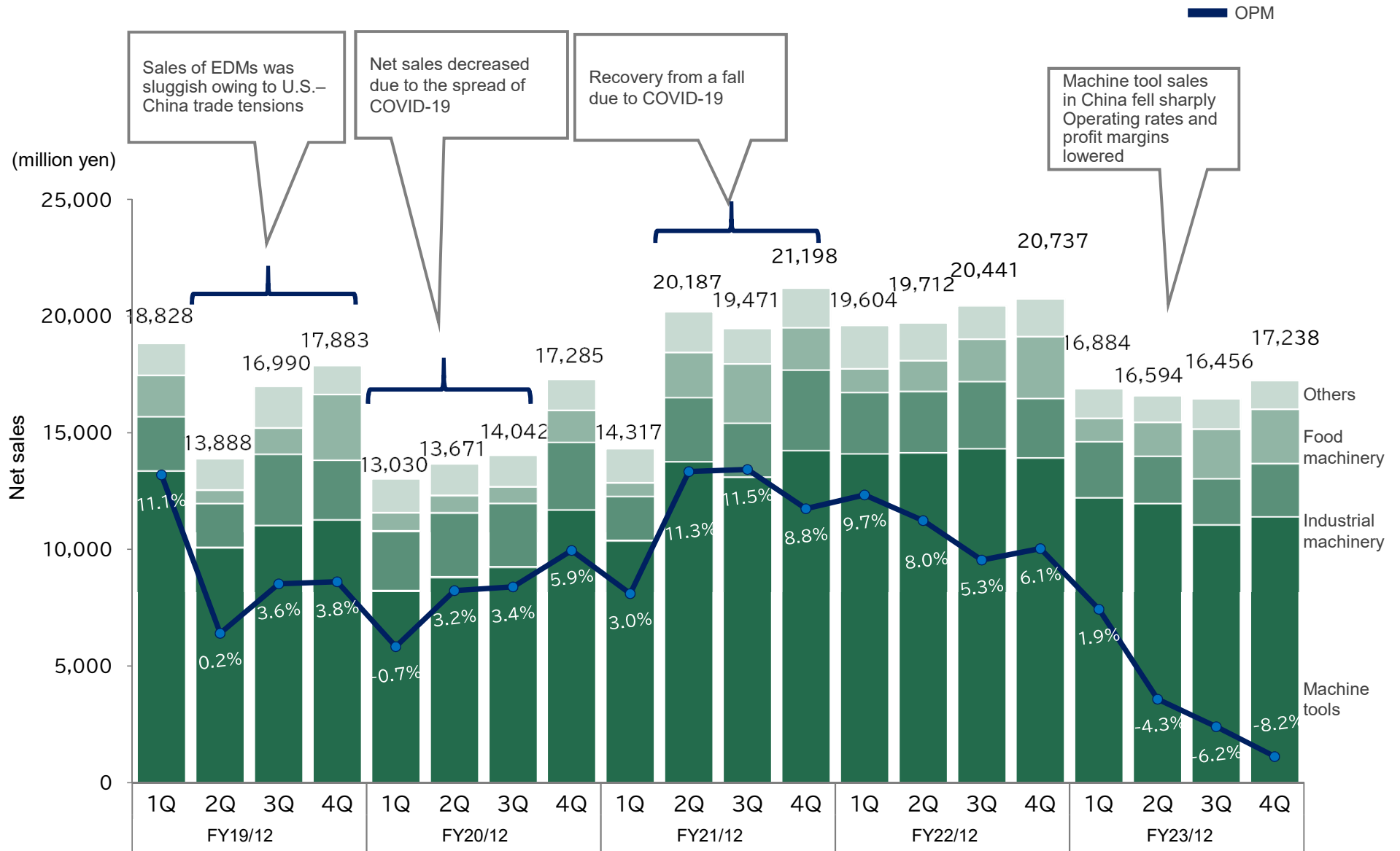
(million yen)	FY2019	FY2020	FY2021	FY2022	FY2023	YoY Change
Net sales	67,591	58,030	75,174	80,495	67,174	-16.5%
Operating profit	3,422	1,852	6,813	5,813	-2,819	—
OPM	5.1%	3.2%	9.1%	7.2%	-4.2%	—
Ordinary profit	3,558	2,046	8,588	8,275	-1,257	—
Profit	2,002	1,346	6,591	6,021	-4,604	—
ROE (annual basis)	3.4%	2.3%	10.0%	7.8%	-5.8%	—
Capital investment	6,561	2,448	3,451	4,681	6,009	28.3%
Depreciation	3,664	3,399	3,452	3,602	3,792	5.3%
R&D expenses	3,483	3,220	3,216	3,168	3,435	8.4%
USD/JPY	109.03	106.76	109.90	131.62	140.67	9.05 down
EUR/JPY	122.03	121.88	129.91	138.14	152.11	13.97 down
CNH/JPY	15.77	15.48	17.01	19.45	19.81	0.36 down
THB/JPY	3.52	3.42	3.44	3.75	4.04	0.29 down

Details of Changes in Operating Profit

- ✓ The impact of lower sales, lower profitability associated with production adjustments at overseas plants, and higher raw material and energy prices led to a significant decrease in gross profit.
- ✓ Total SG&A expenses increased by about 1 billion yen from the previous fiscal year, partly due to an increase in advertising and promotional expenses associated with exhibitions and personnel expenses caused by inflation.



Ratio of Operating Profit to Net Sales (Quarterly)



USD/JPY	110.22	110.06	109.12	109.03	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
Foreign exchange impact on net sales (year on year)	-1.5 billion yen				-0.5 billion yen				+3.3 billion yen				+5.7 billion yen				+1.7 billion yen			

Financial Results by Segment



(million yen)	FY2019	FY2020	FY2021	FY2022	FY2023	YoY Change
Machine tool segment	45,797	38,024	51,485	56,492	46,706	-17.3%
Industrial machinery segment	9,773	10,931	10,367	10,656	8,630	-19.0%
Food machinery segment	6,283	3,585	6,884	6,813	6,902	1.3%
Other segments	5,737	5,488	6,437	6,533	4,934	-24.5%
Total net sales	67,591	58,030	75,174	80,495	67,174	-16.5%
Machine tool segment	4,621	2,896	7,176	7,046	798	-88.7%
Industrial machinery segment	165	596	503	820	-478	–
Food machinery segment	625	65	830	447	876	95.9%
Other segments	311	319	811	313	-954	–
Total segment profit	5,723	3,878	9,321	8,628	241	-97.2%
Adjustment amount	-2,301	-2,025	-2,507	-2,814	-3,060	–
Total operating profit	3,422	1,852	6,813	5,813	-2,819	–

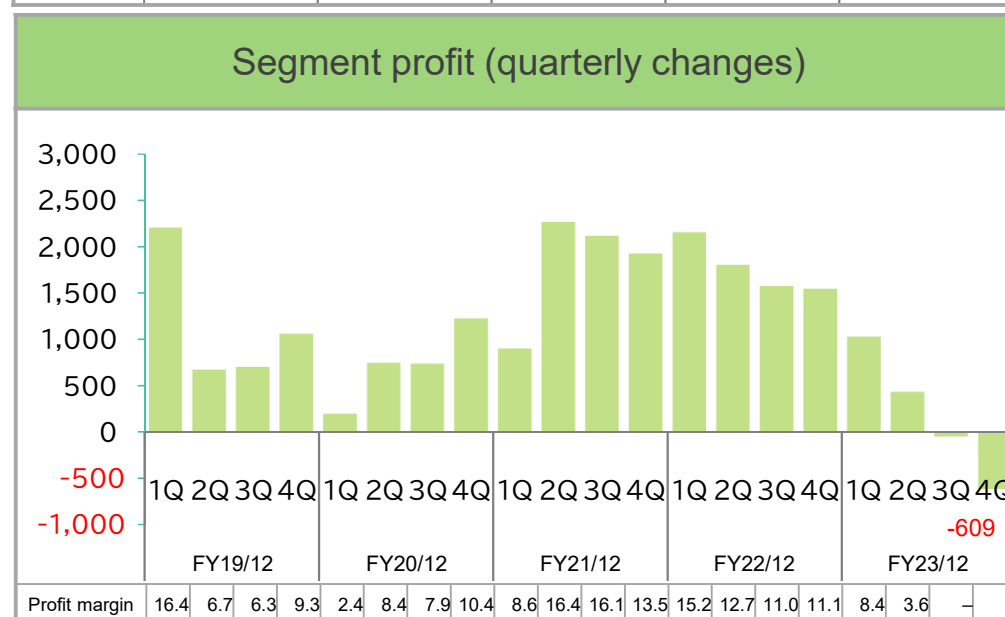
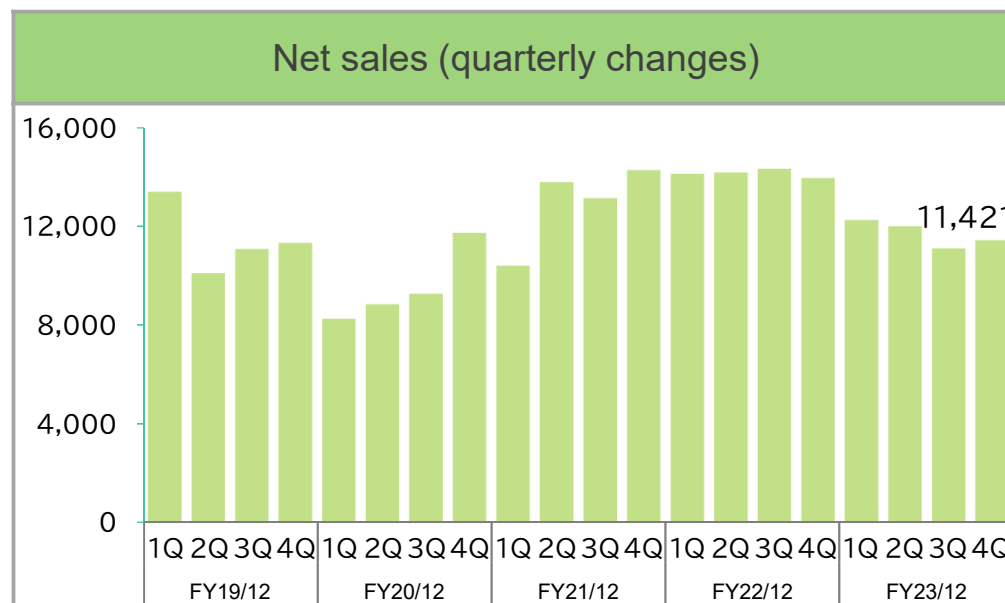
Financial Results by Segment



Machine Tool Segment

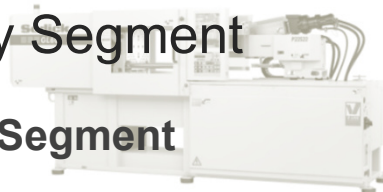
Net sales	<p>Aerospace demand in Japan and the West tends to recover</p> <p>Net sales declined in Japan, Greater China and Asia due to weak demand for automotive, semiconductors and electronic components, etc.</p>
Profit	<p>Segment profit decreased significantly owing to a large decrease in sales volume, a decline in factory profitability at overseas plants, and persistently high material prices.</p> <p>Segment loss for 4Q FY2023 was 0.6 billion yen due to elimination of unrealized profit and loss on abandonment of inventories, despite the effect of personnel optimization at overseas plants</p>

(million yen)	FY2022	FY2023	YoY Change	
Net sales	56,493	46,706	-9,785	-17.3%
Segment profit	7,047	798	-6,248	-88.7%
Profit margin	12.5%	1.7%		



Profit margin	16.4	6.7	6.3	9.3	2.4	8.4	7.9	10.4	8.6	16.4	16.1	13.5	15.2	12.7	11.0	11.1	8.4	3.6	-	-
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Financial Results by Segment



Industrial Machinery Segment

Net sales

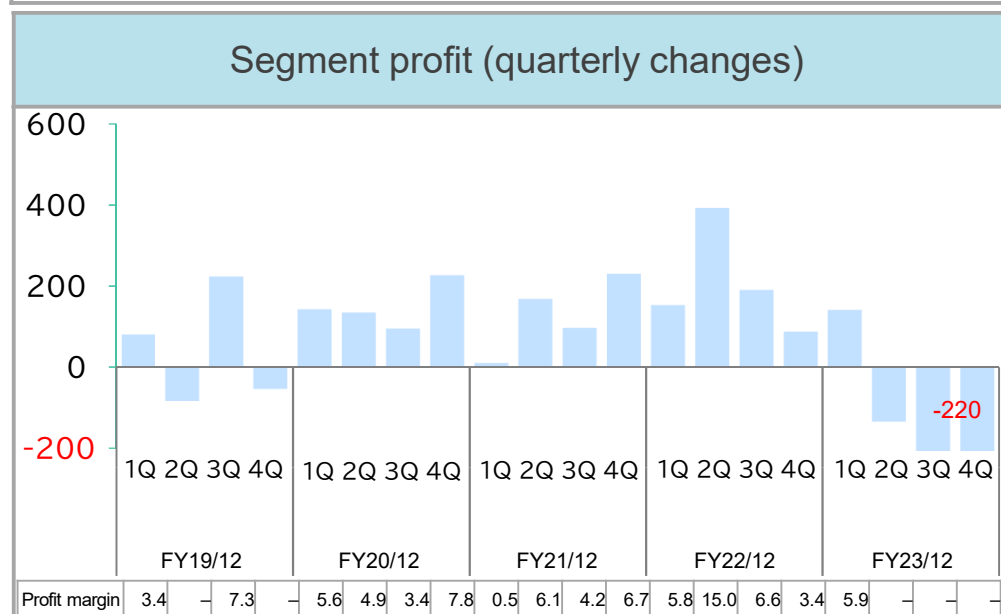
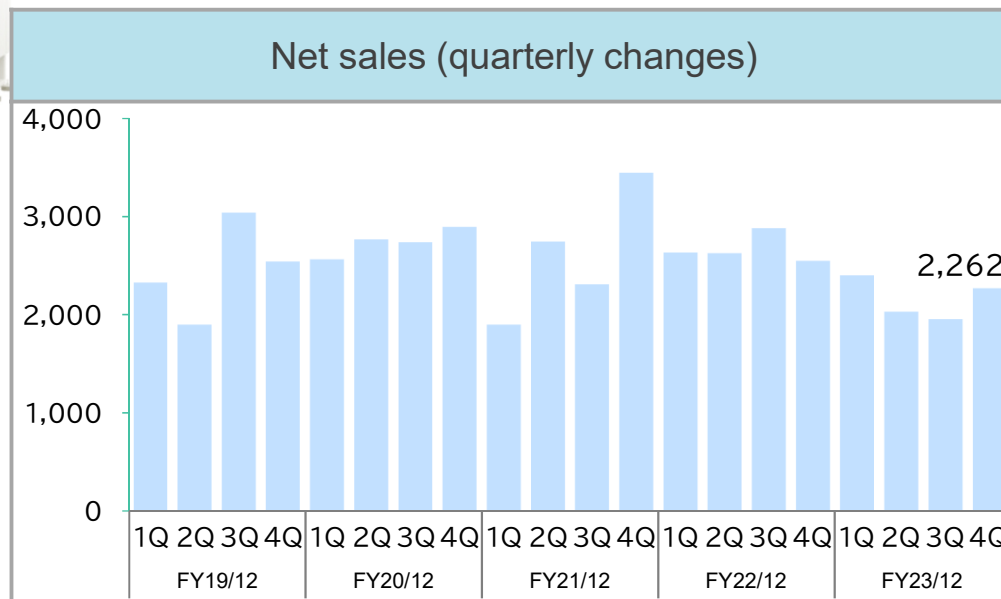
The industrial machinery industry as a whole is facing a difficult situation due to customer inventory adjustments and investment delays due to market softening for semiconductors and electronic components.

Net sales decreased due to severe conditions in various regions and fields.

Profit

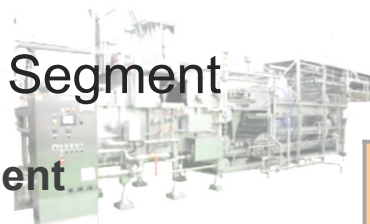
Segment profit decreased significantly owing to a decrease in sales, higher costs due to a decrease in operating rates, an increase in advertising expenses related to exhibitions, a reduction in the valuation of long-held inventories due to a review of valuation rules, and loss on abandonment of inventories.

(million yen)	FY2022	FY2023	YoY Change	
Net sales	10,656	8,630	-2,025	-19.0%
Segment profit	820	-478	-1,299	-
Profit margin	7.7%	-5.5%		



Profit margin	3.4	-	7.3	-	5.6	4.9	3.4	7.8	0.5	6.1	4.2	6.7	5.8	15.0	6.6	3.4	5.9	-	-	-
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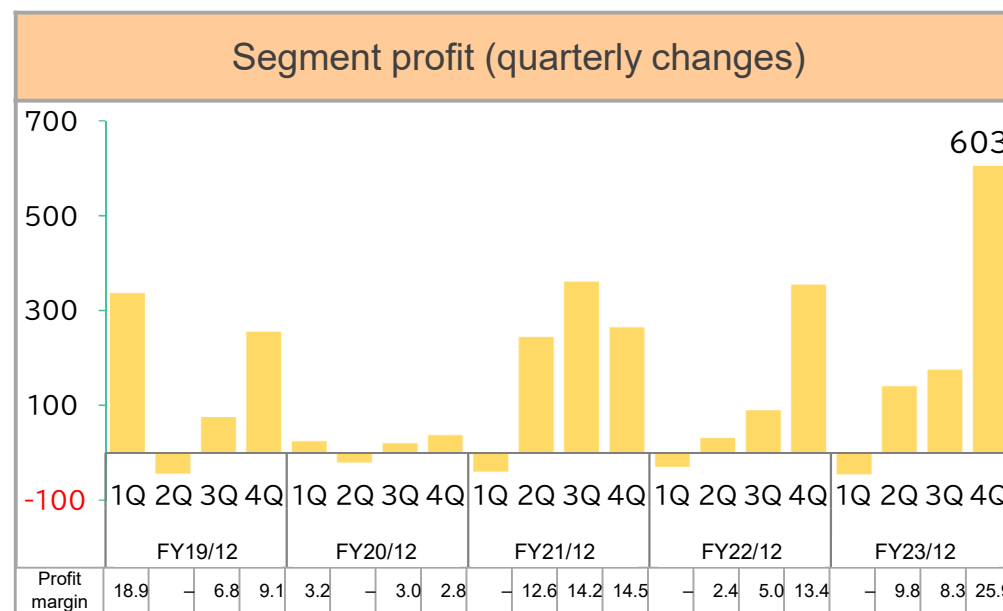
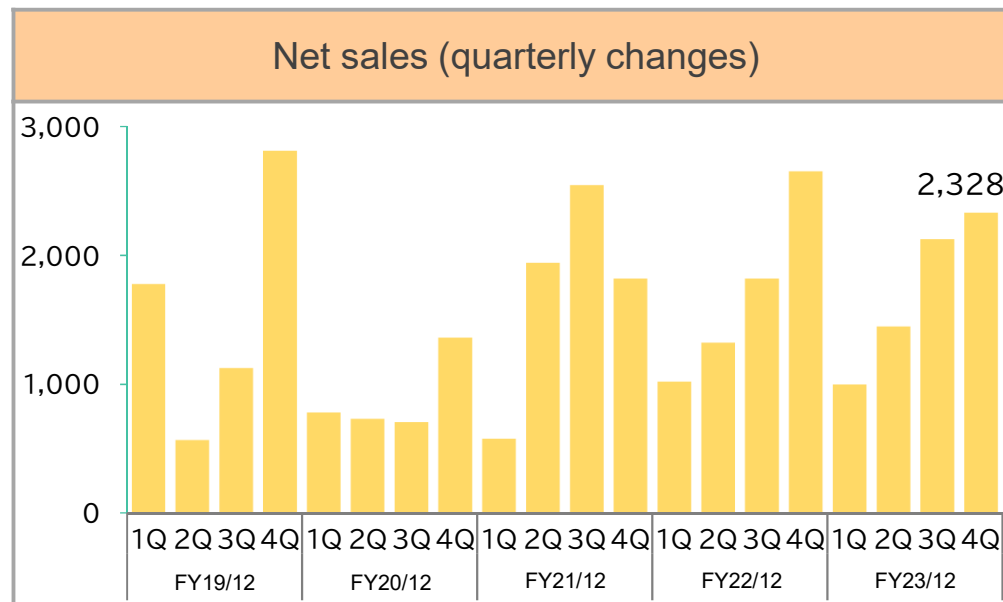
Financial Results by Segment



Food Machinery Segment

Net sales	Demand for noodle-making machine-related equipment in Japan and overseas, as well as aseptic-packaged cooked rice production systems for overseas markets, has remained strong.
Profit	<p>Sales increased and segment profit improved despite the impact of surging raw materials prices and other factors.</p> <p>Segment profit for 4Q FY2023 increased due to an increase in the number of projects recorded as net sales and an increased progression rate in projects for which we recognize revenue based on the progress of costs incurred</p>

(million yen)	FY2022	FY2023	YoY Change	
Net sales	6,814	6,902	88	1.3%
Segment profit	447	876	428	95.9%
Profit margin	6.6%	12.7%		



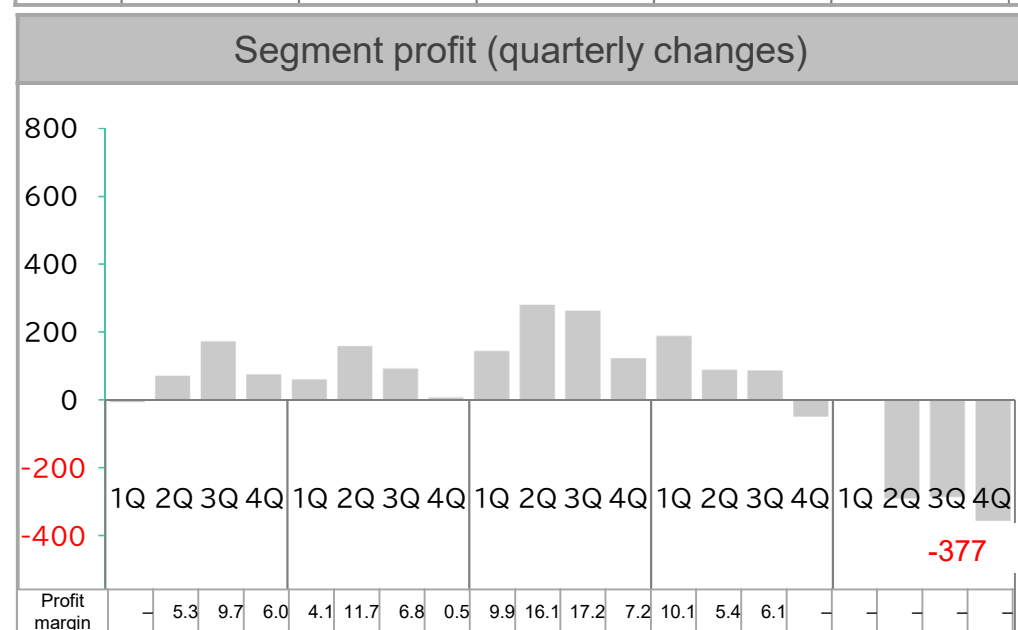
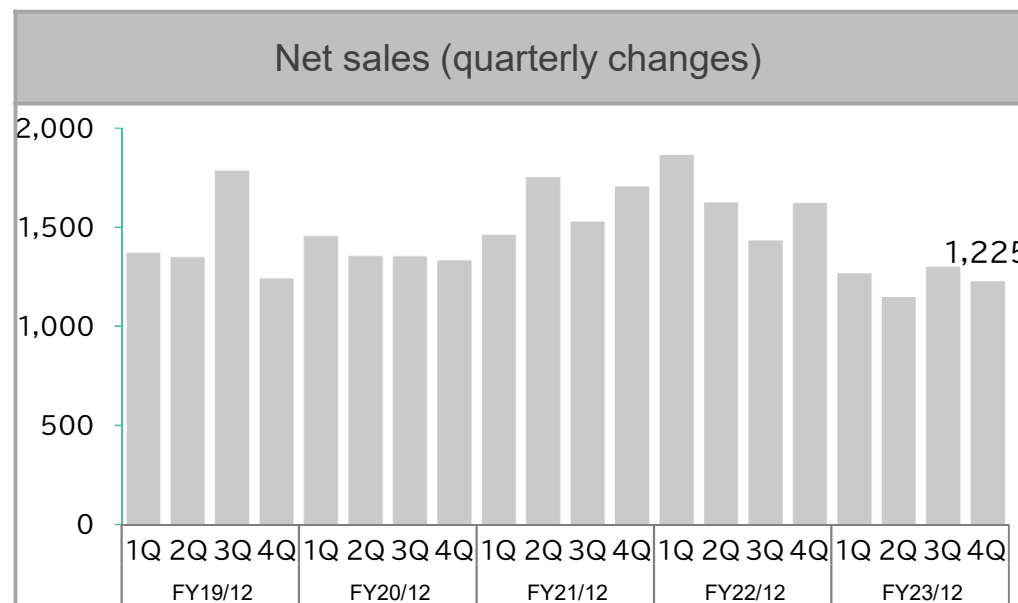
Profit margin	FY19/12	FY20/12	FY21/12	FY22/12	FY23/12
	18.9	-	6.8	9.1	3.2
		-	3.0	2.8	-
		-	12.6	14.2	14.5
			-	2.4	5.0
				13.4	-
					9.8
					8.3
					25.9

Financial Results by Segment

Other Segments

Net sales	<p>Net sales from 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>Segment loss of about 0.9 billion yen due to deteriorating cost ratios due to the impact of surging raw materials prices and a decline in plant utilization rates resulting from a decline in orders and delays in the supply of purchasing materials.</p>

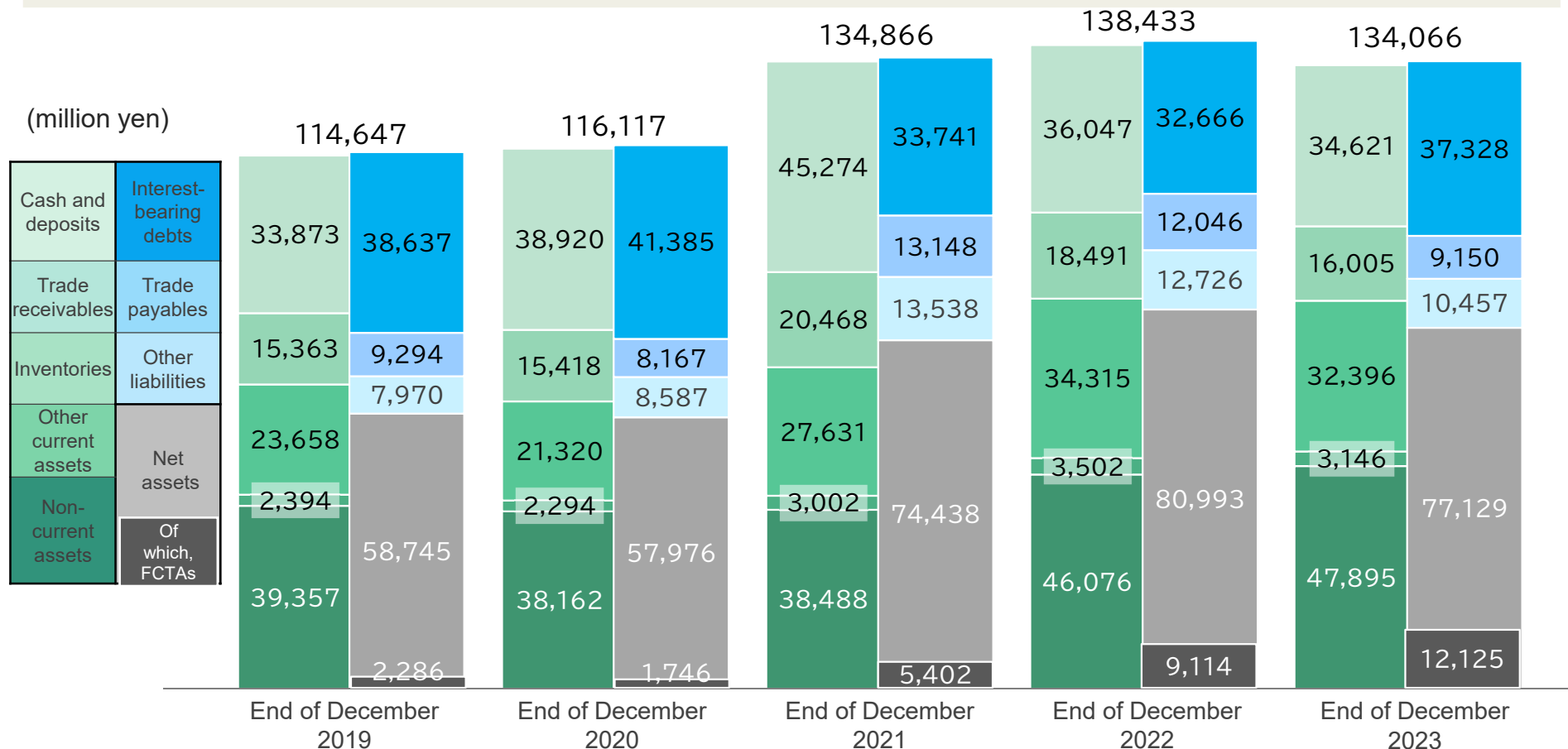
(million yen)	FY2022	FY2023	YoY Change	
Net sales	6,533	4,934	-1,599	-24.5%
Segment profit	313	-954	-1,268	-
Profit margin	4.8%	-19.4%		



Balance Sheet



- ✓ Although non-current assets increased due to expansion of food factories and construction of new sales offices, total assets decreased by about 4.3 billion yen from the end of the previous fiscal year mainly due to a decrease in trade receivables caused by a decrease in orders.
- ✓ Net assets decreased by about 3.8 billion yen (repurchase of treasury shares, dividends, and a decrease with deficit for the current year, partially offset by increase in foreign currency translation adjustment)

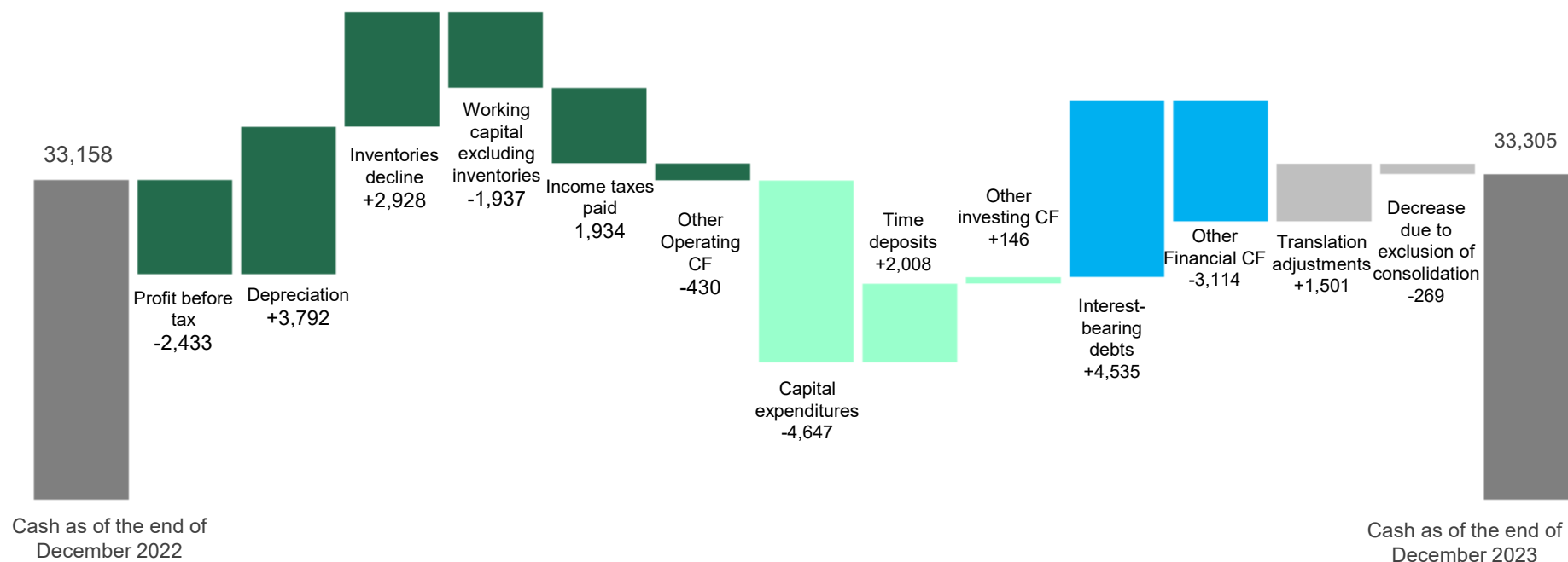
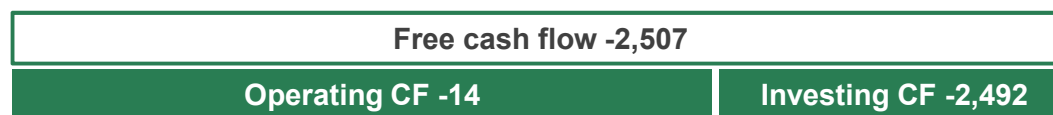


USD-JPY exchange rate at last day of the term	109.56	103.50	115.02	132.70	141.83
Equity ratio	51.2%	49.9%	55.2%	58.5%	57.5%
D/E ratio (times)	0.69	0.74	0.49	0.46	0.59

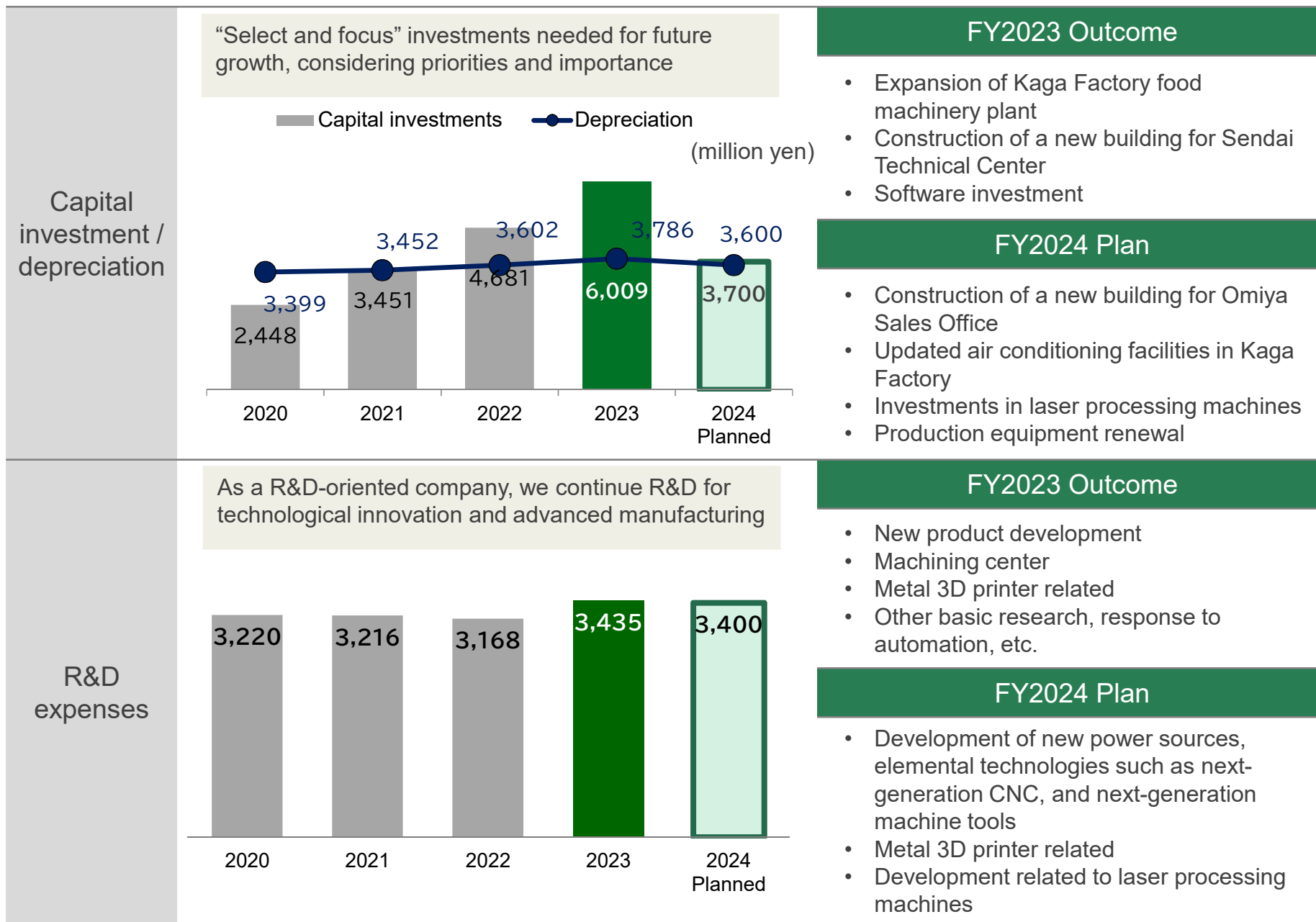
Cash Flow



	FY2019	FY2020	FY2021	FY2022	FY2023
Cash flow from operating activities	8,336	5,270	7,642	3,543	-14
Cash flow from investing activities	-5,609	-1,410	-2,203	-10,957	-2,492
Cash flow from financing activities	-2,228	1,665	-1,932	-6,012	1,421
Balance of cash and cash equivalents at term end	32,890	38,255	44,229	33,158	33,305



Capital Investment / Depreciation / R&D Expenses

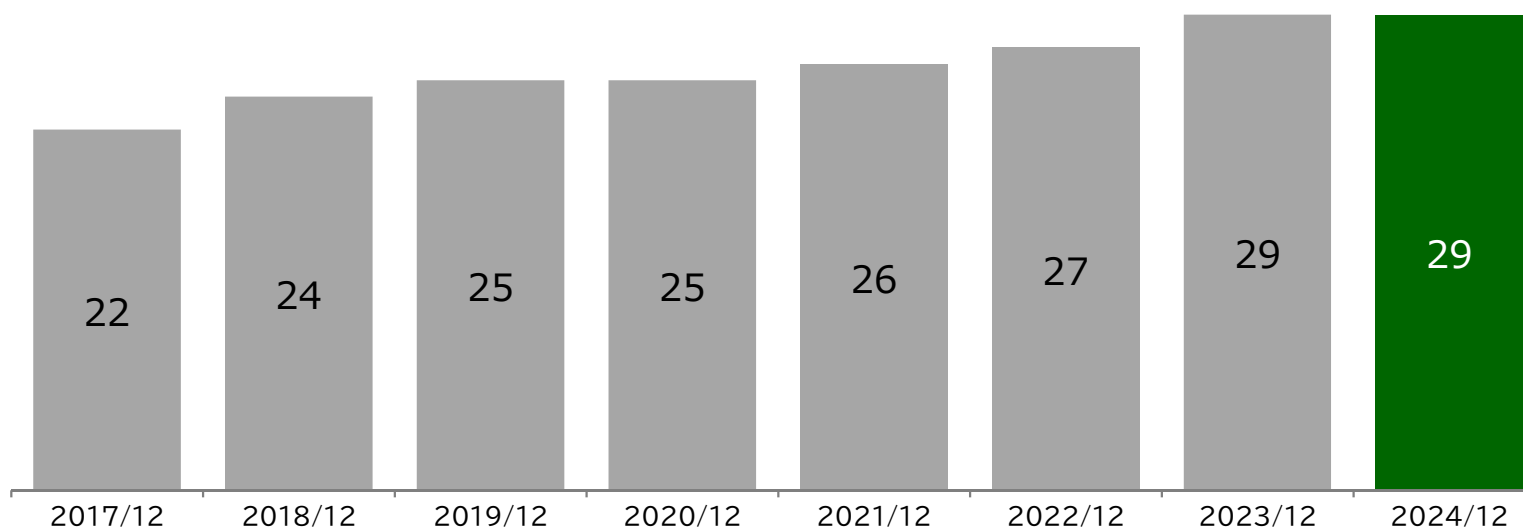


Shareholder Returns

Basic Policy

Dividend on equity ratio (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 (*) (%)	16%	17%	56%	91%	26%	47%	–	
Purchase of treasury shares (million yen)	–	–	–	52	411	1,432	1,201	Flexible purchase of treasury shares

*Actual results are the amount of dividends for the current year + the amount of stock buybacks in the current year. Indicated by a hyphen because the total return ratio was calculated to be negative due to the loss for fiscal 2023.



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. Changes in Amount of JMTBA Orders and in Numbers of Sodick EDM Orders
6. Changes in Numbers of EDMs Ordered in Quarters by Region
7. Overseas Sales Ratio by Segment
8. Maintenance Service Ratio
9. Composition of Segments and Key Products
10. New Products
11. Exhibition Information

Changes in Financial Results (Quarterly)

FY2021/12	1Q		2Q		3Q		4Q	
		YoY		YoY		YoY		YoY
Net sales	14,317	109.9%	20,187	147.7%	19,471	138.7%	21,199	122.6%
Cost of sales	9,665	107.9%	13,167	141.4%	12,571	130.7%	14,058	118.2%
Cost of sales margin	67.5%		65.2%		64.6%		66.3%	
Operating profit	424	–	2,289	528.6%	2,235	464.7%	1,863	181.7%
Ordinary profit margin	3.0%		11.3%		11.5%		8.8%	
Ordinary profit	1,176	–	2,607	606.3%	2,293	432.6%	2,511	217.8%
Ordinary profit margin	8.2%		12.9%		11.8%		11.8%	
Profit	871	–	1,776	1,432.3%	1,729	337.0%	2,214	304.2%
Net profit margin	6.1%		8.8%		8.9%		10.4%	

1H		2H		Full year	
	YoY		YoY		YoY
34,504	129.2%	40,669	129.8%	75,174	129.5%
22,832	125.0%	26,629	123.8%	49,461	124.3%
66.2%		65.5%		65.8%	
2,714	786.7%	4,098	271.9%	6,813	367.8%
7.9%		10.1%		9.1%	
3,784	1045.3%	4,804	285.3%	8,588	419.6%
11.0%		11.8%		11.4%	
2,648	2,521.9%	3,943	317.7%	6,591	489.4%
7.7%		9.7%		8.8%	

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%
Ordinary 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	–
Ordinary 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%	

Changes in Indexes

Number of employees

(Persons)

	18/06	18/12	19/06	19/12	20/06	20/12	21/06	21/12	22/06	22/12	23/06	23/12
Non-consolidated	743	755	801	841	869	886	914	924	987	1,087	1,170	1,183
Consolidated	3,714	3,676	3,625	3,579	3,576	3,633	3,670	3,683	3,772	3,746	3,778	3,562

*Not including employees seconded to subsidiaries in the numbers for non-consolidated

*Not including the number of temporary employees

Changes in Indexes

	20/12	21/12	22/12	23/12	
Trade receivables collection period (month)	3.2	3.3	2.8	2.9	*Trade receivables collection period: Trade receivables / Net sales (per month)
Inventories turnover period (month)	4.4	4.4	5.1	5.8	*Inventories turnover period: Inventories / Net sales (per month)
Trade payables turnover period (month)	1.7	2.1	1.8	1.6	*Trade payables turnover period: Trade payables / Net sales (per month)
Non-current assets turnover	1.5	2.0	1.7	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	*Interest-bearing debt turnover period: Interest-bearing debts / Net sales
Equity ratio (%)	49.9	55.2	58.5	57.5	*Equity ratio based on market value (%):
Equity ratio based on market value (%)	35.7	32.8	26.8	27.6	Closing stock price at the end of the period × Number of shares issued as of the end of the period (after deducting treasury shares)
Return on Equity (ROE) (%)	2.3	10.0	7.8	-5.8	*ROE (annual basis): Profit / Average capital at the beginning and end of the period
Return on Assets (ROA) (%)	1.2	5.3	4.4	-3.4	*ROA (annual basis): Profit / Average total assets at the beginning and end of the period
Debt-to-equity ratio (times)	0.74	0.49	0.46	0.59	*Debt-to-equity 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 flows / Interest expenses

Numbers of EDMs Ordered and Sold



Number of EDMs ordered

(Units)

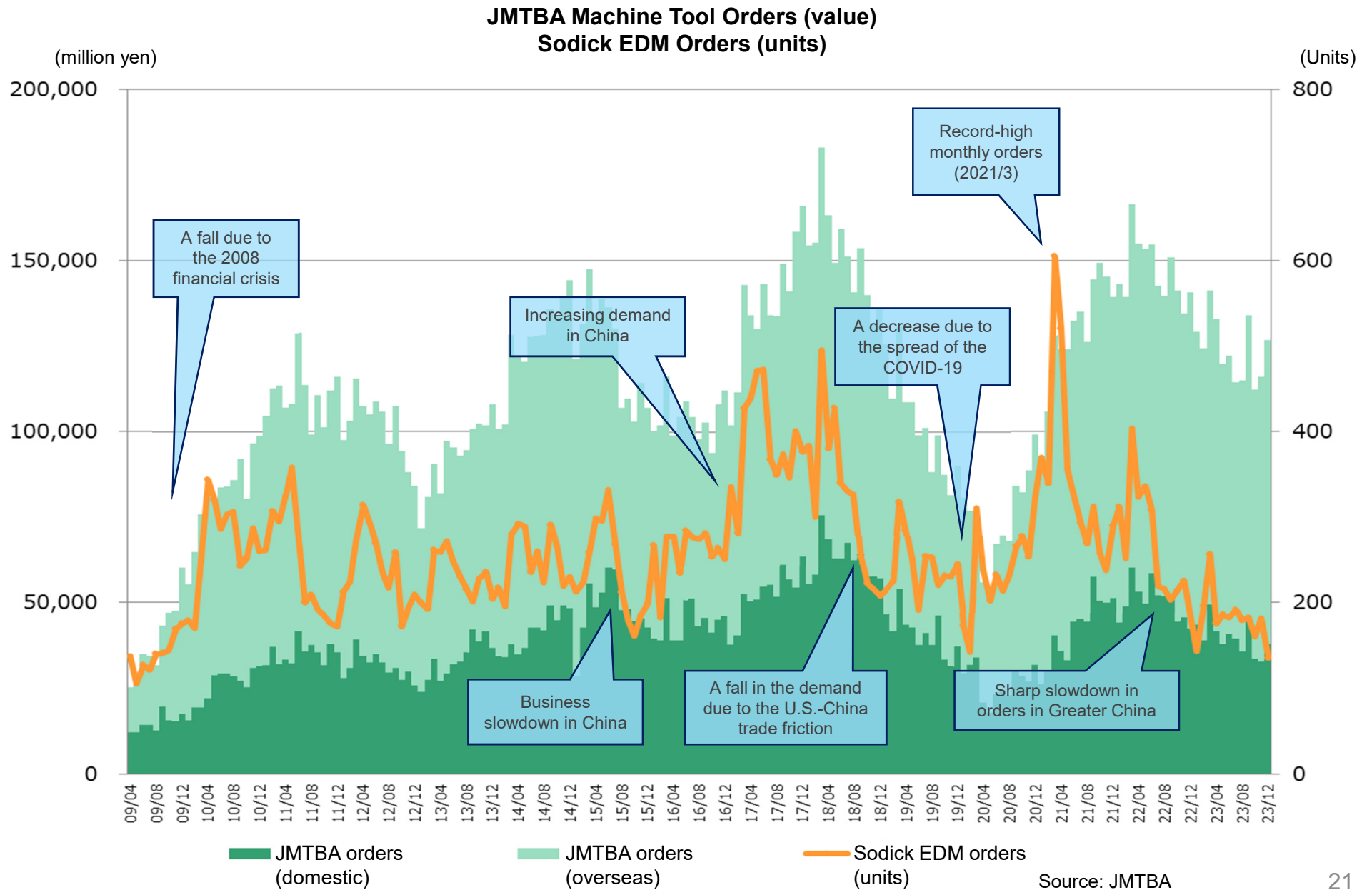
	FY2021/12					FY2022/12					FY2023/12				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
North and South America	58	70	54	68	250	81	58	56	83	278	70	63	70	74	277
Europe	100	108	113	106	427	96	106	58	94	354	70	56	83	76	285
Greater China	1,007	858	513	425	2,803	578	619	340	292	1,829	341	288	236	226	1,091
Asia	78	84	76	72	310	92	93	93	60	338	64	84	94	42	284
Japan	68	82	118	115	383	120	91	90	96	397	51	52	69	58	230
Total	1,311	1,202	874	786	4,173	967	967	637	625	3,196	596	543	552	476	2,167

Number of EDMs sold

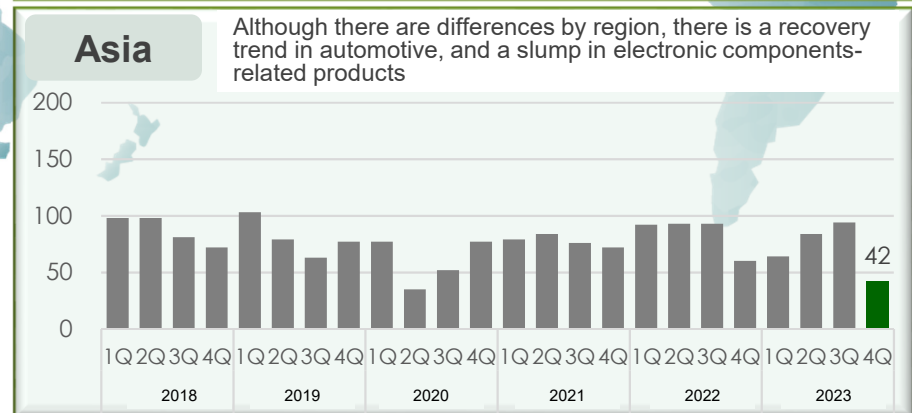
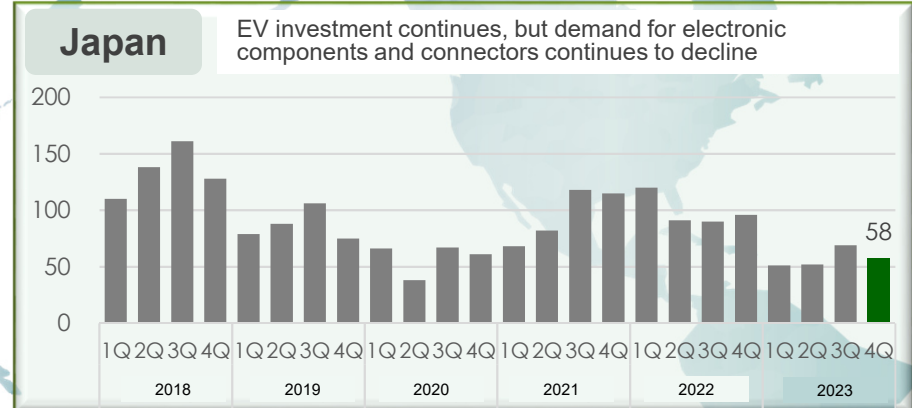
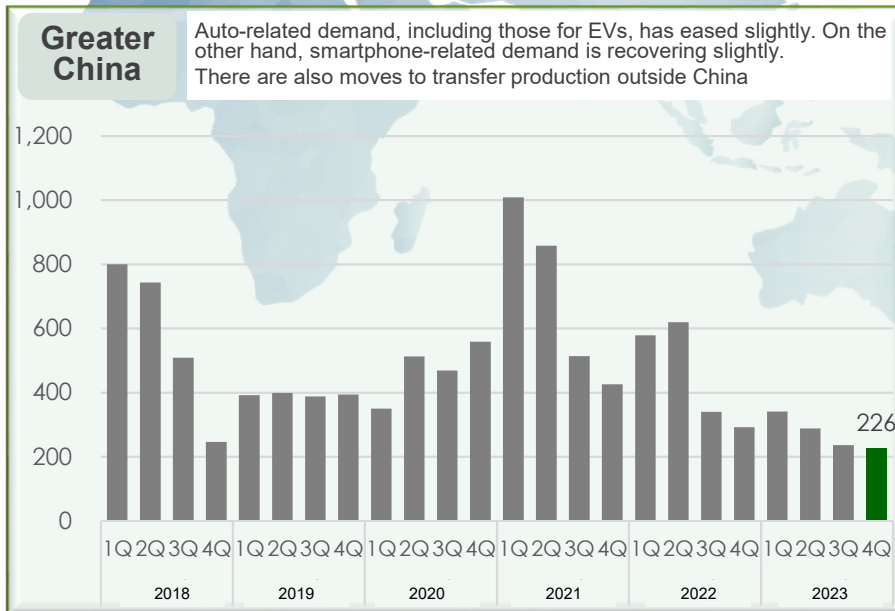
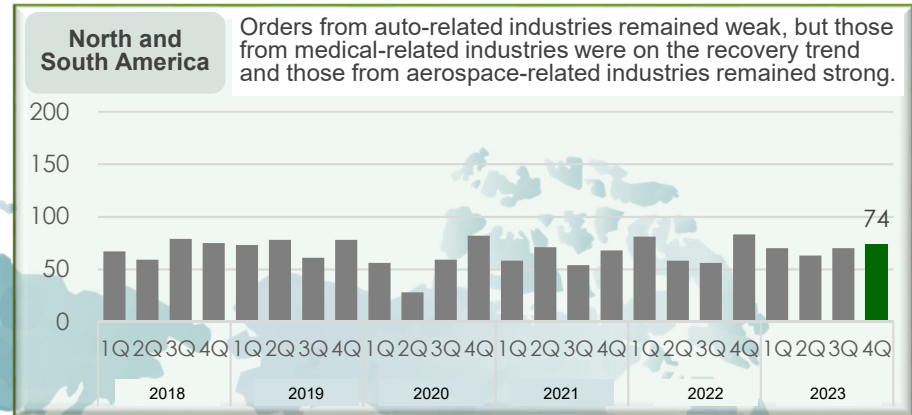
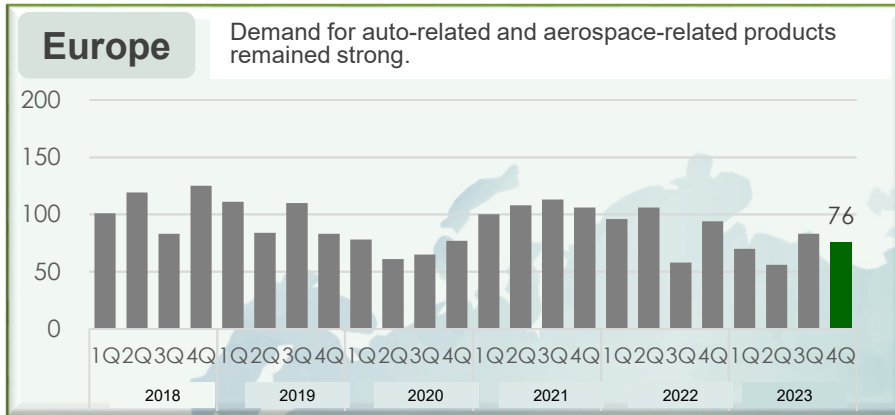
(Units)

	FY2021/12					FY2022/12					FY2023/12				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
North and South America	52	73	51	81	257	68	58	73	86	285	66	77	59	72	274
Europe	68	82	92	111	353	108	97	80	88	373	84	65	79	63	291
Greater China	467	705	711	582	2,465	514	522	418	352	1,806	284	338	262	221	1,105
Asia	67	71	48	75	261	89	66	110	95	360	59	59	87	71	276
Japan	61	48	61	100	270	125	105	79	86	395	108	64	65	76	313
Total	715	979	963	949	3,606	904	848	760	707	3,219	601	603	552	503	2,259

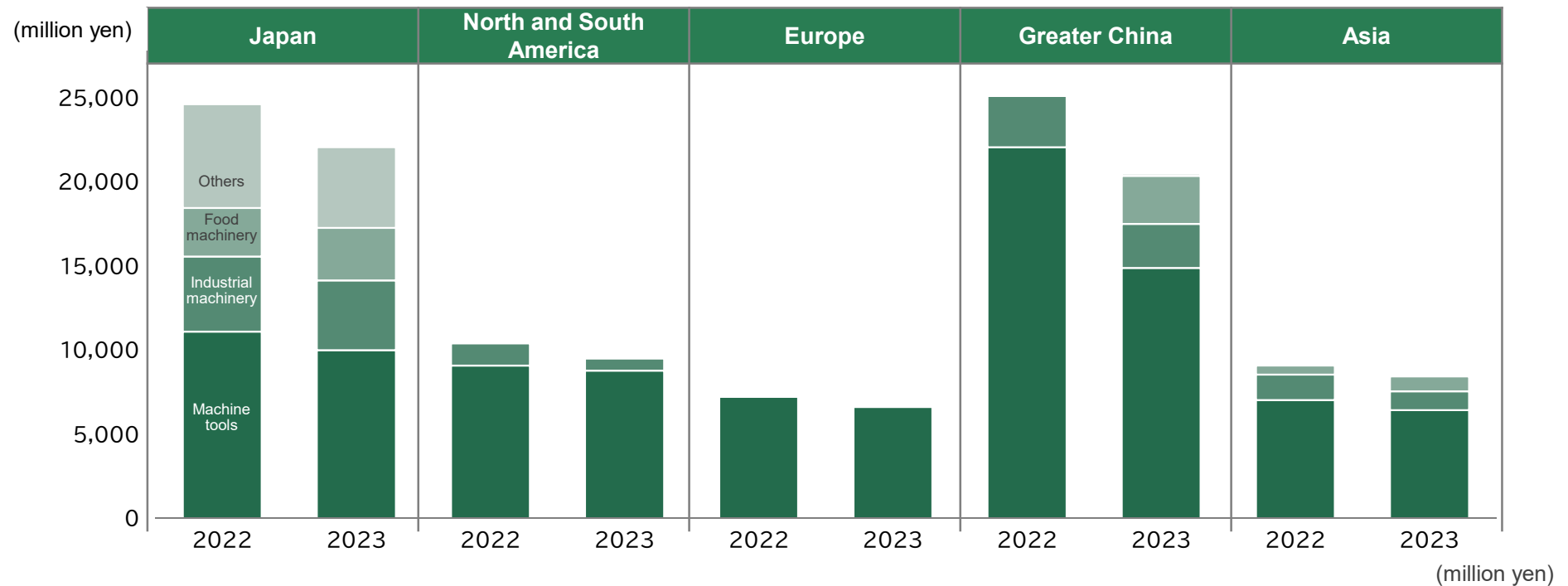
Changes in Amount of JMTBA Orders and in Numbers of Sodick EDM Orders



Changes in Numbers of EDMs Ordered in Quarters by Region



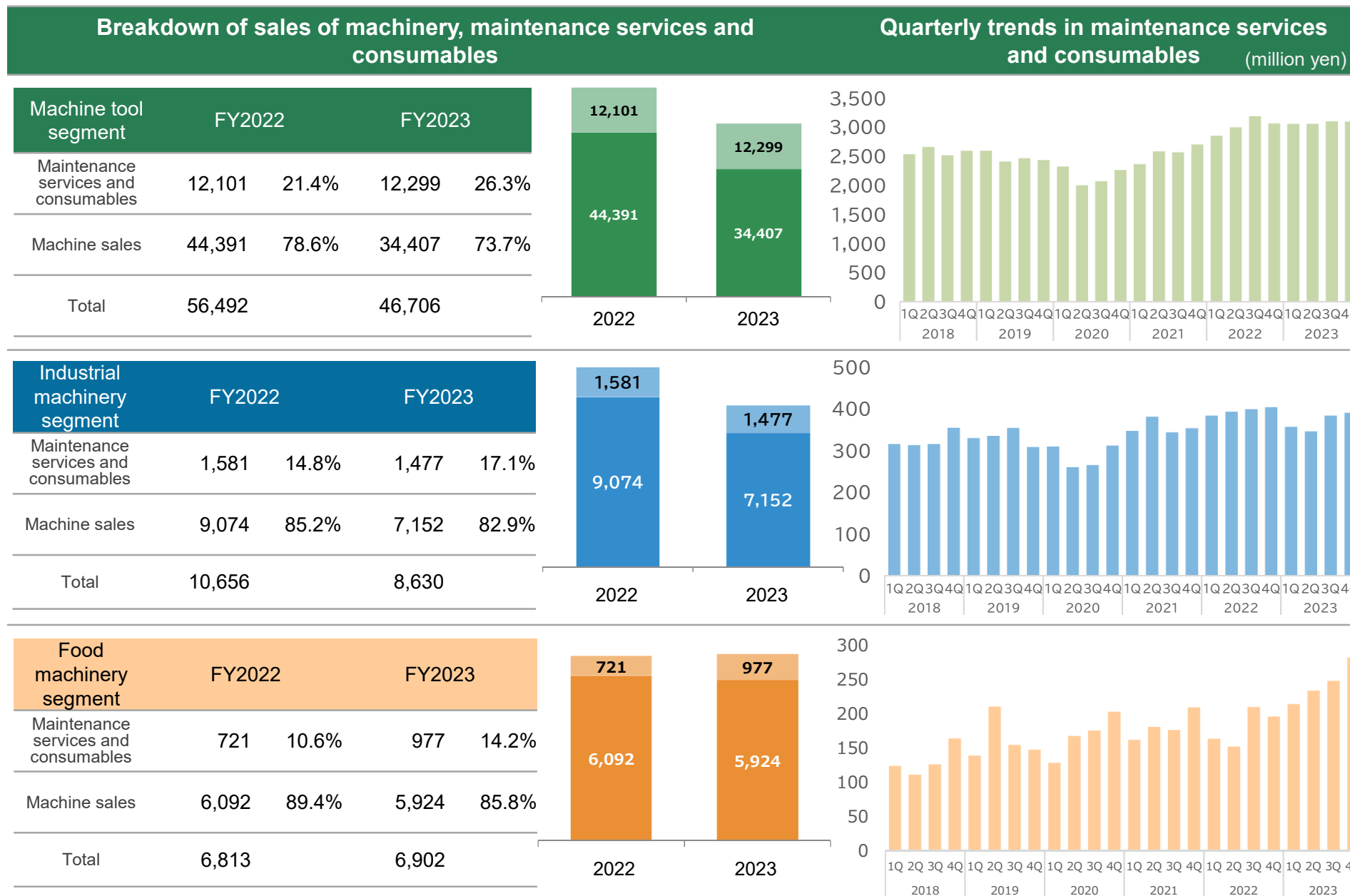
Overseas Sales Ratio by Segment
























FY2022	Japan		North and South America		Europe		Greater China		Asia		Total	
Machine tools	11,101	19.7%	9,071	16.0%	7,225	12.8%	22,068	39.1%	7,025	12.4%	56,492	70.2%
Industrial machinery	4,465	41.9%	1,340	12.6%	21	0.2%	3,313	31.1%	1,515	14.2%	10,656	13.2%
Food machinery	2,880	42.3%	22	0.3%	—	—	3,370	49.5%	539	7.9%	6,813	8.5%
Others	6,182	94.6%	—	—	—	—	350	5.4%	—	—	6,533	8.1%
By region – Total	24,629	30.6%	10,434	13.0%	7,247	9.0%	29,104	36.1%	9,080	11.3%	80,495	100.0%
FY2023	Japan		North and South America		Europe		Greater China		Asia		Total	
Machine tool segment	9,991	21.4%	8,777	18.8%	6,617	14.2%	14,887	31.8%	6,432	13.8%	46,706	69.6%
Industrial machinery segment	4,154	48.1%	722	8.4%	24	0.3%	2,618	30.3%	1,111	12.9%	8,630	12.8%
Food machinery segment	3,119	45.3%	37	0.5%	—	—	2,850	41.3%	893	12.9%	6,902	10.3%
Others	4,806	97.4%	—	—	—	—	128	2.6%	0	0.0%	4,934	7.3%
By region – Total	22,072	32.9%	9,538	14.3%	6,642	9.8%	20,484	30.4%	8,437	12.6%	67,174	100.0%

Effect of exchange rate — Around 0.56 billion yen Around 0.61 billion yen Around 0.34 billion yen Around 0.26 billion yen Around 1.77 billion yen

Maintenance Service Ratio



Segment Composition and Key Products

Segment	Machine tool segment	Industrial machinery segment	Food machinery segment
<p>Major products</p>	<p>Die-sinker EDM</p>  <p>Wire-cut EDM</p>  <p>Small-hole drilling EDM</p>  <p>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 making line)</p>   <p>Aseptic-packaged cooked rice production system * Part of the production line</p>  <p>Other food processing machines</p>  
<p>Sales market</p>	<p>Automotive, home appliances, electrical and electronic devices, aerospace, medical equipment, energy, etc.</p>	<p>Automotive, electrical and electronic devices, medical equipment, etc.</p>	<p>Noodle making (chilled noodles, Long-life noodles, frozen noodles, etc.), packed rice, confectionery/bread, Japanese-style deli dishes, vegetable processing, etc.</p>
<p>Production sites</p>	 <p>Kaga</p>  <p>Thailand</p>  <p>Amoy</p>  <p>Suzhou</p>	 <p>Kaga</p>  <p>Thailand</p>	 <p>Kaga</p>  <p>Amoy</p>

New Products Released in 2023



Machine tool segment

AL100G
Large Die-sinker EDM



- Renovation of discharge control technology
- Use artificial intelligence
- 45% reduction in processing time and 30% reduction in power consumption

LSP5070
Femtosecond laser processing machine



- State-of-the-art femtosecond laser
- Use artificial intelligence
- IoT platform fusion

Industrial machinery segment

VR G series



- New controller
- Hydraulic and electric hybrid drive system
- Up to 50% increase in mounted mold dimensions

LP EH4 series

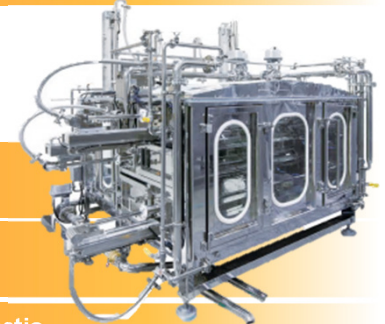


- In-house developed V-LINE
- Conformed to the new ISO standards
- Achieved industry-leading injection acceleration of 15G

Food machinery segment

CIP* Noodle boiling machine with an automatic cleaning function

*Cleaning In Place:
A system for automatic internal cleaning without disassembling equipment



- High efficiency, cleanliness, and easy maintenance
- Mobile CIP* nozzle
- Enhanced of automatic cleaning performance

MECT 2023

Exhibited at the machine tool trade fair Mechatrotech Japan 2023 held in Port Messe Nagoya (Nagoya). At our booth, we exhibited ALN600GH i Groove + Edition, a high-speed, high-performance wire-cut EDM driven by linear motor, to demonstrate high-precision processing technology of Sodick products.



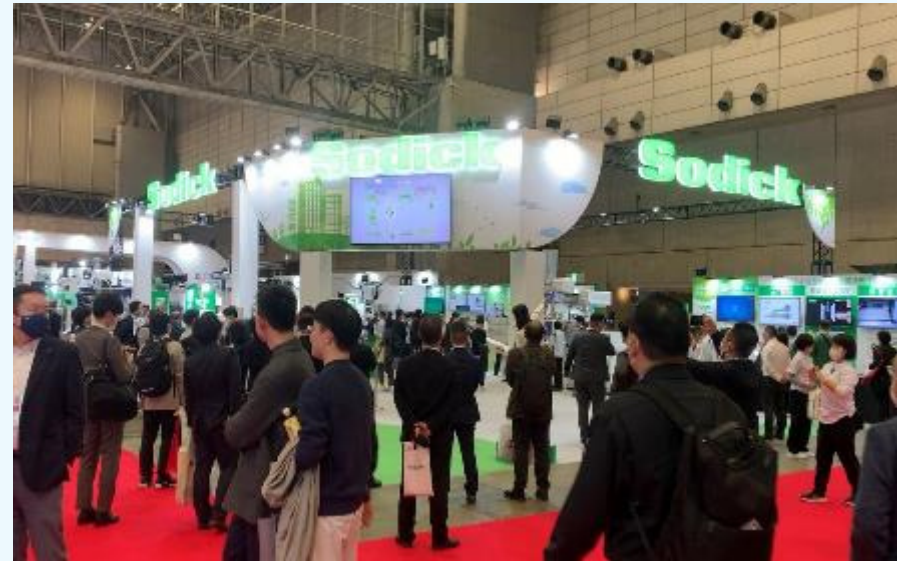
Overview

Period: October 18–21, 2023 (4 days)
 Venue: Port Messe Nagoya (Nagoya)
 Visitors: About 77,200
 Exhibited machines:

Linear motor drive high-speed & high-performance wire-cut EDM “ALN600GH i Groove+Edition”
 Linear motor drive die-sinker EDM “AL40G”, and electrode/work transfer equipment “SR12”
 Linear motor drive machining center “UX450L”, and work transfer equipment “SR12”
 Linear motor drive high precision wire-cut EDM “AX350L”

IPF 2023

Exhibited at IPF 2023, an industrial machinery exhibition held at Makuhari Messe (Chiba). The LP20EH4, a state-of-the-art high-response injection molding machine for high value-added products, and the VR100G, a vertical rotary injection molding machine released during the fiscal year under review, were displayed to show off our uniqueness.



Overview

Period: November 28–December 2, 2023 (5 days)
 Venue: Makuhari Messe (Chiba)
 Visitors: About 38,500
 Exhibited machines:

High response injection molding machine for high value-added products “LP20EH4”
 Electric injection molding machine “MS50G2 AI-VENT”
 Electric injection molding machine “MS150G2-LSR”
 Vertical rotary injection molding machine “VR100G”

Notes

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