

July 22, 2021

Dear Omron Americas Partners and Customers:

## Regarding the current supply chain status and the OMRON approach:

Within the Americas, we are more than aware of the supply issues facing our Customers. We are in daily communication with the global OMRON Supply Chain to be kept informed about any updates on deliveries and we are exploring all possibilities and use all our efforts to minimize any delays in deliveries.

We would like to share with you a message from Mr. Junta Tsujinaga, Company President, Industrial Automation Business, OMRON Corporation, Kyoto, Japan in which he elaborates on the current situation which the industry is facing and Omron's mitigating actions. Please rest assured that everyone at OMRON is striving towards maximum Customer order fulfillment. Thank you.

Yours sincerely,

Robb Black – President, CEO Omron Automation Americas

We appreciate your continued loyalty to Omron technologies and solutions during the unprecedented challenges we are facing across the world. Omron's first priority continues to be the safety and well-being of customers, partners, and our team members globally. We are doing everything in our power to continue to support efforts to operate your business successfully and without interruption.

While recovery from the COVID-19 global pandemic is on track, OMRON, along with many other global suppliers, has been faced with an extremely tight global supply situation for electronic component products, in particular semiconductors. In addition, we have received many orders which are significantly larger than expected. These elements combined have caused the production lead time for some of our products to become prolonged far beyond your normal expectations.

Of course, as one OMRON, we are currently working hard to meet our customer demands by securing materials and increasing our production capacity. We would therefore appreciate your full understanding regarding these challenging market conditions, particularly for the supply of semiconductors.



## **■**Our efforts:

We are making company-wide efforts to secure parts and materials and boost our production and supply capabilities. All materials used at our factories worldwide are being centrally controlled and monitored daily in terms of the status of securing materials, production, distribution, and material assurance. We are obviously taking various measures to deliver as many products as possible to our customers, considering the future demand forecast as well.

Currently, our production capacity has been boosted and we have been completing successive startups of equipment to meet the expectations of our customers.

We are also working to strengthen our relationships with material suppliers. We have established a collaborative structure with the top management of those suppliers and are having in-depth discussions and taking actions to overcome the challenges. At the same time, we are striving to reduce production lead time without affecting product quality. In order to deliver products that satisfy our customers, all of us at OMRON will, as always, perform production activities focusing on Quality. At the same time, our Quality Assurance Division and Development Division continue to work together to thoroughly control the quality of OMRON processes and products.

These are just a few examples of the many initiatives that OMRON is currently implementing. However, we are still not satisfied and will continue to make further company-wide efforts to deliver OMRON products to our customers as soon as possible. We at OMRON do not take anything for granted. We truly appreciate all the orders that our Customers entrust to us, and we are doing everything we can to maintain that trust. Thank you.

Yours sincerely,

Junta Tsujinaga
Company President

Industrial Automation Business, OMRON Corporation