

Takaya: at the forefront of the cutting edge



"We will continue expanding our internal R&D team to accelerate product development with leading-edge technology"

Ryuji Okamoto, President,
Takaya Corporation

Your company was founded in 1894 as a manufacturer of textile products before getting involved in the manufacture of electronics products in 1966. Could you please discuss the key milestones that have shaped your company to become what it is today?

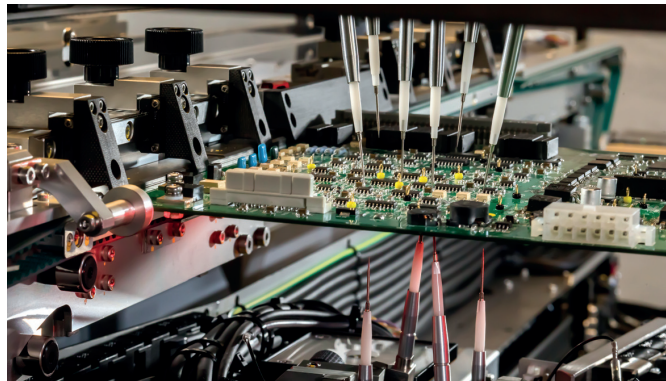
In the 1960s, the textile industry became very challenging. This was also the time when a trade war started with the USA. We had a lot of spare labor back then and we had to come up with a solution to give work to these people without terminating their contracts. This is why we chose to get involved in the manufacture of radio transistors. We started business with Matsushita and manufactured VHS recorders as an outsourced contractor. This was the start of the EMS Division. Next, we will explain the launch of the Industrial Equipment Division. Quality needed to be ensured throughout the production processes, and the best way to do so was to become a tester ourselves. This is why we decided to design and produce in-circuit testers. In the 1980s, we start-

ed exporting 'Flying Probe Testers' to Europe and our testers started to be used for industrial equipment. In Europe, there exists a position called 'test engineer', but there is no equivalent position in Japan. For this reason, they do need to have quality test equipment so they can do their job properly. We recently went to Munich to exhibit our products, because Europe and North America is still an important market for us.

Takaya Corporation is involved in the manufacture of a wide range of products including EMS products, in-circuit testers and RFID-related products. Could you give us an overview of your different products?

For EMS products, we provide OEM manufacturing services that meet the needs of customers' high-level technical applications with expertise and technical capabilities that we developed over the years, as well as our latest automated management system. We have been developing radio wave store security gates, self-sounding tags, HF bands, UHF bands, LF band RFID reader/writers, and various application system products since 1996. These products have been widely used in different fields, including security, FA and distribution. We contribute to the creation of added value in a variety of business models from OEM/ODM supply to contract development, EMS service, and system solutions as well as our own planned products. The in-circuit tester is an inspection device for printed circuit boards which checks for failures in manufacturing. The Flying Probe Tester, which is a flagship product

Flying Probe Tester 1



Flying Probe Tester 2 (Probe) and RF (TR3XM)



among our industrial equipment, was created ahead of other countries because we constantly keep an eye on market changes – such as lowering volume production, shortening product cycles, and evolving printed circuit boards. The Flying Probe Tester has extremely high accuracy, incredible test speed and has been constantly improved with leading technology for higher operability and test coverage, enabling us to maintain the world's top market share. TAKAYA Flying Probe Testers have now been used by factories in over 40 countries around the world, including by major global companies and EMS companies. We will continue expanding our internal R&D team to accelerate product development with leading-edge technology.

Last year your company hit turnover of 45 billion Japanese yen (\$414m). Could you please tell us more about your mid-term strategy to maintain corporate growth?

As for the Industrial Equipment Division, the top priority is to improve the Flying Probe Tester with more leading-edge technology by

expanding our team and increasing development capabilities. The goal of EMS is to eliminate the labor shortage by adopting more IoT technologies. Our company growth has always been in line with the growth of the Japanese industry – our Flying Probe Tester and EMS business were established back when we started assembling B2C products as there was a demand in Japan at that time. As the manager of this company, the most important thing is to always be aware of world trends and keep on developing our business.

Takaya Corporation has expanded its activities beyond the Japanese borders. The company now operates in China, Vietnam and Thailand. Could you tell us more about your international strategy?

Our international strategy is a little bit different than those for companies such as Panasonic, Sony and other large-scale electronics manufacturers. These companies build overseas factories as manufacturing bases. As for us, we go overseas to seek out potential destination markets. We are now searching for partners in our RFID field in which we hold significant market share in Japan. For the Flying Probe Tester, we want to increase our sales not only in the United States and Europe, but also around the rest of the world, including Asia.



Anti-theft system (TSA1)