

# Attaining the pinnacle of excellence

With its know-how in machinery manufacturing, Koki Tec brings excellence to the sectors that it supports.

In the heartland of Japan's manufacturing prowess, where precision engineering and craftsmanship have been cultivated for generations, the landscape of industry is undergoing a seismic shift. Mikine Ito, President of Koki Tec, a leading manufacturer of selective soldering equipment, explores the challenges and opportunities facing the sector.

Like many others, Koki Tec recognizes the need to adapt to an evolving demographic landscape. As Japan's working-age population shrinks, a labor shortage looms on the horizon. According to the Ministry of Economy, Trade, and Industry, by 2030, Japan could face a labor shortfall of approximately 6.5 million workers. To combat this challenge, the company is leveraging digital innovation to enhance productivity and sustain its competitive edge.

"We can realize more robust productivity improvements by digitizing the 'shop floor,' which has long been regarded as one of Japan's strengths," says Mr. Ito, adding that they are also "making capital investments in both hardware and software."

"To survive, machines must be easy to understand and use. It is no exaggeration to say that this is determined by software."

And, contrary to the belief that the younger generation has lost its enthusiasm for manufacturing, Koki Tec believes in nurturing the traditional Japanese *monozukuri* spirit, a commitment to relentless craftsmanship.

"I consider it my duty to guide, steer, and instill this temperament and spirit in the young generation," the president affirms, and this approach extends beyond the local workforce.

Through strategic partnerships with group companies like Fukoku Tokai and Dynatron, the company ensures a diverse pool of skilled personnel to drive their operations, with the world as its stage. Koki Tec is venturing into international markets to counteract domestic labor shortages. The sales composition is currently 70% domestic and 30% overseas, but this is a ratio it plans to shift in favor of a more global presence as the president explains.



"As a machinery manufacturer, it is crucial that we establish a direct rapport with our clientele to adeptly comprehend their requisites."

Mikine Ito,  
President, Koki Tec Corp.



"We are looking into the possibility of entering the North American and European markets, where it is currently thin on the ground," explains Mr. Ito, who goes as far as to say that the aim is to increase total sales by 1.7 times by 2025, primarily driven by this international expansion.

And Koki Tec is not only responding to demographic shifts but also aligning with key global sustainability goals, which includes devel-

oping a next-generation selective soldering machine that focuses on reducing power consumption during operation. This innovation is expected to make a significant contribution to local communities and environmental sustainability.

As electronic devices shrink in size, printed circuit board (PCB) manufacturing demands higher precision and specialized equipment. Koki Tec is focusing on post-processing and large special

components, areas where manual soldering is challenging due to component size or tight arrangements. Of course, this all comes against the background of the paradigm shift to electric vehicles.

Safety is paramount in industries like automotive, where solder joint inspection is vital. Koki Tec ensures strict quality control through a rigorous process that checks equipment's long-term reliability before installation. Also being utilized is advanced non-destructive testing equipment to inspect individual solders.

With a global expansion strategy that involves establishing local subsidiaries and sales offices in strategic regions, starting with Thailand and India, the idea is to collaborate with local partners and distributors to establish a strong presence in each market. The president knows the importance of the strength that comes from his group companies' collaboration.

"We believe that our management strategy is most effective when it creates cooperative synergies between group enterprises," he says. "Each company plays a vital and specialized role, and together they work in harmony to accelerate our activities as a global company with a competitive edge."

"This harmonization of expertise in hardware, assembly, and software is not just a perfunctory collaboration, but strategic management over the medium to long term. With the goal of gaining the top share of the global market for soldering equipment, we will accelerate our activities with an indefatigable and unyielding spirit."

As the President of Koki Tec, Mr. Ito embodies the determination and vision that drives Japan's manufacturing sector forward in a changing world, and he aims to have the world's leading manufacturer of soldering equipment.