

**THE STUDY ON SELECTED  
INDUSTRIAL PRODUCT  
DEVELOPMENT IN MALAYSIA**

**SECOND YEAR FINAL REPORT**

**(ADDENDUM)**

**JULY 1989**

**JAPAN INTERNATIONAL COOPERATION AGENCY**



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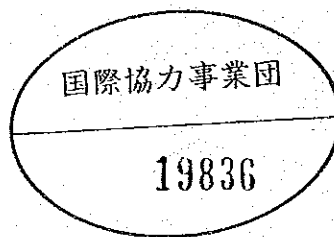
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## ADDENDUM

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## **Addendum**



## **I. Electronics Industry**



## **I-1 Possibility of Investments and Technical Tie-ups**



## **I-1. Evaluation of the Possibility of Investment Based upon the Results of the Questionnaire Survey Conducted in Japan**

### **I-1-1. Overseas Production by Firms Responding to the Questionnaire Survey Conducted in Japan and Their Positioning of Malaysia as a Production Base**

Of the 136 firms responding to the questionnaire survey conducted in Japan, 66 are engaged in overseas production, indicating that, with the exception of the one firm which answered, "Uncertain," 53% of the companies have production bases abroad. There was a visible tendency for the overseas production ratio to be in proportion to the size of the company in question. Of the 33 firms (excluding the uncertain one) with capital of less than ¥100 million, only 7, or 21% of the total, are engaged in overseas production. In contrast, 22 or 46% of the 48 firms with capital of up to ¥5 billion, and 37 or 84% of the 44 firms with at least ¥5 billion, are currently producing abroad.

Thirty of these firms, equivalent to 22% of the survey respondents and 45% of those engaged in production overseas, have established a total of 55 production bases in Malaysia. The distribution of overseas production bases by nation is as shown in Table I. 1-2. Sixty-six firms currently maintain 361 production bases in a total of 247 countries around the world. Malaysia is third after Taiwan and Korea and ranks above countries such as the U.S., Singapore, and Thailand. These figures are indications of the high evaluations the nation is receiving as a destination for foreign investment by Japan's electrical and electronics equipment manufacturers.

Of the above-mentioned 361 production bases, 131 are involved in the production of components; 47, audio equipment; 57, home electrical appliances; 20, telecommunications equipment; 20, other electronics equipment; five, other types of equipment and machinery; and 27, other products, with 21 unknown.

Of the 30 Japanese firms maintaining local production bases in Malaysia, 18 are engaged in the production of components; six, audio equipment; 11, home electrical appliances; one, telecommunications equipment; and three, other products, with two unknown.

As mentioned above, these firms maintain a total of 55 plants, with 27 (or 49%) being fully-owned subsidiaries, 23 (42%) joint ventures, and five (9%) of some other form. Although the ratio of fully-owned subsidiaries is less than for Japanese investment in Europe, the U.S., and Singapore, it is higher than the figures for Hong Kong, Taiwan, Thailand, and Korea.

**Table I. 1-1 Overseas Production Ratio of the Japanese Companies Which Filled Out the Questionnaire Sent in Japan**

	Total	0%	5% or Less	10% or Less	15% or Less	20% or Less	30% or Less	More than 30%	N.A.
Total	136	59	19	13	9	10	11	4	11
(%)	100.0	43.4	14.0	9.6	6.6	7.4	8.1	2.9	8.1
[Capital]									
Less Than ¥100 Million	34	26	3	-	1	2	-	1	1
(%)	100.0	76.5	8.8	-	2.9	5.9	-	2.9	2.9
Less Than ¥500 Million	54	26	6	5	2	6	2	1	6
(%)	100.0	48.1	11.1	9.3	3.7	11.1	3.7	1.9	11.1
¥500 Million or More	48	7	10	8	6	2	9	2	4
(%)	100.0	14.6	20.8	16.7	12.5	4.2	18.8	4.2	8.3

N.A. = Not Available





### **I-1-2. The Possibility of Investment in Malaysia**

In the Japanese questionnaire, firms were asked to give their opinion concerning Malaysia as a prospective location for an overseas production base. Reflecting the industry breakdown of the firms responding to the survey, assumed production items for when the firm considered investment in Malaysia were as follows: component production, 38 firms; audio equipment, 10; home electrical appliances, six; telecommunications equipment, six; other electronics equipment, five; other equipment and machinery, one; and other products, three, with 78 uncertain. It should be noted that 66% of the 58 firms providing definite responses assumed that they would produce components.

Of the 136 firms responding to the questionnaire, 94, or 69% of the total, answered that investment in Malaysia would be "unthinkable for the time being," but the remaining 31% said that it was possible. Five firms (4% of the total) said that they had "concrete plans;" 12 (9%), that they were "currently considering or may consider" investment; 14 (10%), that it "may be possible within two to three years;" and 11 (8%), that it "may be possible four to five years from now."

One firm's evaluation of the investment possibilities for a number of assumed production items is as shown in Table I. 1-3. Investment possibilities are shown for each of the 171 assumed production items. Components showing strong possibilities for investment include "switches, sockets, and connectors," "wire harnesses," and "other electrical components." In the category of production of finished products, there are firms considering Malaysia as a prospective base for the production of audio equipment, home electrical appliances, telecommunications equipment, and other electronics equipment.

A list of firms expressing the possibility of investment in Malaysia is given later.

At present, five of the responding firms have "concrete plans for investment" (covering eight production items), and 12 are "currently considering or may consider"

Table I. 1-2 Overseas Production of the Japanese Companies Which Filled Out The Questionnaire Sent in Japan (By Product and by Country)  
(Continued)

	Total	Plastic Moulding and Metal	Switch, Socket, and Connector	Sensor Wire Harness	Power Supply, Component Unit and Transformer	Computer Component and Resistor	Condenser IC, Transistor and Semi-Conductor	Other Electronic Components and Machinery	Audio Equipment	Home Electric Appliance	Communication Equipment	Other	Others
France (%)	6	100.0	1	-	-	-	-	3	2	1	1	2	1
			16.7	-	-	-	-	50.0	33.3	16.7	16.7	33.3	16.7
Italy (%)	2	100.0	-	-	-	-	-	1	-	-	1	-	-
			-	-	-	-	-	50.0	-	-	50.0	-	-
Spain (%)	1	100.0	-	-	-	-	-	-	-	1	1	-	-
			-	-	-	-	-	-	-	100.0	100.0	-	-
Brazil (%)	7	100.0	1	-	-	1	1	1	-	-	1	1	2
			14.3	-	-	14.3	14.3	14.3	-	-	14.3	14.3	28.6
Mexico (%)	4	100.0	-	-	1	1	-	1	1	-	-	1	-
			-	-	25.0	25.0	-	25.0	25.0	-	-	25.0	-
Australia (%)	2	100.0	-	-	-	-	-	-	1	-	1	-	-
			-	-	-	-	-	-	50.0	-	50.0	-	-
Philippines (%)	3	100.0	-	-	-	-	-	1	1	1	1	-	-
			-	-	-	-	-	33.3	33.3	33.3	33.3	-	-
Others (%)	6	100.0	-	-	-	1	1	-	3	-	-	1	1
			-	-	-	16.7	16.7	16.7	50.0	-	-	16.7	16.7

**Table I. 1-3 Possibility of Investment in Malaysia by Type of Product**

	Total	Unthinkable for the Time Being	May be Possible Four or Five From Now	May be Possible within Two or Three Years	Currently Considering or any Consider	Have a Concrete Plan
Total	171	96	19	24	24	8
(%)	100.0	56.1	11.1	14.0	14.0	4.7
Plastic Moulding and Metal Press	9	6	3	-	-	-
(%)	100.0	66.7	33.3	-	-	-
Switch, Socket and Connector	15	8	2	-	5	-
(%)	100.0	53.3	13.3	-	33.3	-
Sensor	1	1	-	-	-	-
(%)	100.0	100.0	-	-	-	-
Wire Harness	6	2	-	2	-	2
(%)	100.0	33.3	-	33.3	-	33.3
Power Supply, Unit and Transformer	6	2	2	2	-	-
(%)	100.0	33.3	33.3	33.3	-	-
Computer Component	1	-	-	-	1	-
(%)	100.0	-	-	-	100.0	-
Condenser and Resistor	18	12	1	5	-	-
(%)	100.0	66.7	5.6	27.8	-	-
IC Transistor	1	-	-	1	-	-
(%)	100.0	-	-	100.0	-	-
Semiconductor	14	2	5	-	3	4
(%)	100.0	14.3	35.7	-	21.4	28.6
Audio Equipment	13	2	1	5	5	-
(%)	100.0	15.4	7.7	38.5	38.5	-
Home Electric Appliance	11	5	-	1	4	1
(%)	100.0	45.5	-	9.1	36.4	9.1
Communication Equipment	12	5	2	2	3	-
(%)	100.0	41.7	16.7	16.7	25.0	-
Other Electronic Equipment	5	3	-	-	1	1
(%)	100.0	60.0	-	-	20.0	20.0
Other Equipment and Machinery	1	-	-	1	-	-
(%)	100.0	-	-	100.0	-	-
Others	3	2	-	-	1	-
(%)	100.0	86.7	-	-	33.3	-
N.A.	55	46	3	5	1	-
(%)	100.0	83.6	5.5	9.1	1.8	-

investment (covering 24 items). The following is a breakdown of these plans according to production item.

**Table I. 1-4 Possibility of Investment in Malaysia Evaluated by the Questionnaires Sent in Japan**

Type of Product	(Unit: Number of Companies)	
	Have a Concrete Plan	Currently Considering or May Consider
Switch, Socket and Connector		5
Wire, Harness	2	
Computer Components		1
Other Electronic Components	4	3
Audio Equipment		5
Home Electric Appliance	1	4
Communication Equipment		3
Other Electronic Equipment	1	1
Others		1

Concerning plans for investment in countries other than Malaysia, eight of the 136 respondents, or 6% of the total, have plans to invest in Malaysia, while seven firms, or 5% of the total, will begin operations in China. Next on the list are Taiwan and the U.S., each with three firms planning investment. In summary, there were few firms with plans for investment in Europe and the U.S., with virtually all attention being concentrated on developing nations. There are a total of 46 plans for investment on a product-by-product basis, of which 17 target Thailand and 11 China. Table I. 1-5 shows a breakdown of investment plans by product for countries other than Malaysia according to production item and country.

A look at the investment plans of electronics equipment manufacturers shows that Malaysia, Thailand, and China are being selected as destinations for investment. Only five firms have concrete plans for investment in Malaysia (covering eight production items), making that nation less popular than Thailand or China. The main motives for

Table I. 1-5 Investment Plans in Countries and Regions Other than Malaysia (By Product)

Product	Total	Plastic Moulding and Metal Press	Switch Socket and Connector	Sensor Wire Harness	Wire Supply, Unit and Transformer	Computer Component and Resistor	Computer Condenser and Transistor	IC. Semiconductor Components and Machinery	Other Electronic Equipment	Audio Equipment	Home Electric Appliance	Communication Equipment	Others	N.A.
	46	6	-	-	4	-	5	9	4	2	3	1	2	12
(%)	100.0	13.0	-	-	8.7	-	10.9	19.6	4.3	4.3	6.5	2.2	4.3	26.1
[Country]	17	1	-	-	-	-	5	4	-	2	2	-	-	3
Thailand (%)	100.0	5.9	-	-	-	-	29.4	23.5	-	11.8	11.8	-	-	17.6
People's Republic of China (%)	11	2	-	-	4	-	-	3	1	-	-	-	1	-
(%)	100.0	18.2	-	-	36.4	-	-	27.3	9.1	-	-	-	9.1	-
Taiwan (%)	4	1	-	-	-	-	-	2	-	-	1	-	-	-
(%)	100.0	25.0	-	-	-	-	-	50.0	-	-	25.0	-	-	-
Indonesia (%)	3	-	-	-	-	-	-	-	-	-	-	-	-	3
(%)	100.0	-	-	-	-	-	-	-	-	-	-	-	-	100.0
U.S.A. (%)	4	1	-	-	-	-	-	-	-	-	-	-	1	2
(%)	100.0	25.0	-	-	-	-	-	-	-	-	-	-	25.0	50.0
U.K. (%)	3	1	-	-	-	-	-	-	-	-	-	-	-	2
(%)	100.0	33.3	-	-	-	-	-	-	-	-	-	-	-	66.7
Federal Republic of Germany (%)	1	-	-	-	-	-	-	-	-	-	-	-	-	1
(%)	100.0	-	-	-	-	-	-	-	-	-	-	-	-	100.0
Mexico (%)	1	-	-	-	-	-	-	-	1	-	-	-	-	-
(%)	100.0	-	-	-	-	-	-	-	100.0	-	-	-	-	-
Others (%)	2	-	-	-	-	-	-	-	-	-	-	1	-	1
(%)	100.0	-	-	-	-	-	-	-	-	-	-	50.0	-	50.0

N.A. = Not Available

selection of these nations appears to be low production and labour costs together with an abundant supply of labour. Other likely factors taken into consideration would be their proximity to Japan as well as political and economic ties.

Results of the interviews conducted overseas in the course of the current survey showed that, when making the decision to invest, Japanese electronics equipment manufacturers choose a group of countries such as the ASEAN nations and China as potential candidates and then proceed to evaluate factors concerning the investment climate, including government systems and policies, economic conditions, the labour situation, infrastructure, and land and construction costs, before making the final decision. There is relatively little difference between evaluations of the investment climates of Thailand and Malaysia. Malaysia earned higher ratings for its infrastructure, while Thailand on the other hand received better evaluations for its wage levels, educational levels, and other facets of the labour equation. It is believed that these differences had an influence on the final decision.

In a question concerning the possibility of investment in Malaysia, five firms indicated that they had "concrete plans" for investment, while a total of 37 companies answered that they were "currently considering or may consider" investment or that investment was "possible within two to three years" or "possible four to five years from now." The number of firms considering investment in ASEAN nations, China, etc. is thus expected to increase even further in the future.

The growth of Malaysia's electronics industry could be accelerated by further attention to the Malaysia investment climate, the development of selling points to set the nation out from others in the region, and the promotion of activities to attract foreign investment.

### **I-1-3. The Possibility of Technology Provision Agreements**

Forty-two of the 136 responding firms, or 31% of the total, are currently engaged in the transfer of technology abroad. There were a total of 113 such agreements. Korea accounted for the most, with 28, followed by Taiwan, with 19, Thailand, with 12, Malaysia, with 11, and China, with 8.

In response to a question concerning the evaluation of Malaysia as a partner in such agreements, 13 firms said that such an agreement would be possible in some form or another. Table I. 1-6 shows a breakdown of the 15 "possibilities" indicated by these companies. A list of the 13 firms is provided later.

**Table I. 1-6 Possibility of a Technical Tie-up  
with a Malaysia Firm Evaluated  
in the Questionnaires Sent in Japan**

Answer	Number of Answers
Have a Concrete Plan	0
Are Currently Considering or may Consider	2
May be Possible within Two or Three Years	7
May be Possible Four or Five Years from Now	6

#### **I-1-4. Opinion of Malaysian Firms Concerning Joint Ventures and Technology Provision Agreements**

The results of the Malaysian questionnaire show that fully half of the 20 Malaysian-capital firms (excluding those who did not respond to this question) hoped to pursue joint ventures. Of these 10, seven were component manufacturers, while the remaining three consisted of a manufacturer of consumer electronics equipment, a manufacturer of industrial electronics equipment, and one other firm. When asked what nationality the desired partner would be in a joint venture, seven answered Japan, five America, four Great Britain, and three other nations.

When asked what was desired of the partner firm in such an agreement, each of the ten firms indicated technology transfer. The next most common response, given by seven companies, was access to the partner firm's local market. This was followed by on-the-job training, noted by four firms; financial assistance, by one; and management expertise, by one.

Furthermore, 13 out of the 18 Malaysian-capital firms responding to this question indicated that they hoped to pursue some kind of technology provision agreement. When broken down according to industry, 11 were parts manufacturers, one was a manufacturer of industrial electronics equipment, and one was unspecified.



A list of all the Malaysian-capital firms interested in pursuing either joint ventures or technology provision agreements is given later. Nine of the 10 desiring joint ventures were also interested in technology provision agreements.

Nine of the 23 Malaysian firms, including seven of those desiring a joint venture and eight of those desiring a technology provision agreement, have already made attempts to realise these ambitions. Eight of the nine firms had made fewer than four such attempts, while the remaining company had tried between four and eight times. In summary, a majority of the firms had never made concrete attempts to realise such ambitions, and even those which had were less than persistent.

Among the reasons given for failure were: high licensing fees (three firms); lack of sales assistance by the partner (three); disagreement on capital structure (one); insufficient technical assistance (one); and the high cost of machinery (one).



## **I-2 Outline of Japanese Potential Investors**



Name of Company	ALPS ELECTRIC CO., LTD.	
Address	1-7 Yukigaya Otsuka Ota-Ku Tokyo 〒145	
T E L (TELEX, FAX)	03 (723) 1211	
Name of President	Shotaro Kataoka	
Name of person in charge	Hiroshi Komiya	
Year of Establishment	1948	
Capital	¥19.31 billion	
Number of Employee	6,606	
Main Products	TV Tuner, Switch, Volume, Magnetic head, Floppy disk drive, Liquid-indicating elements, Others	
Type of Investment	1. Sole proprietorship 2. JV 3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes 2. <input checked="" type="checkbox"/> No	
Products which supposed to be produced in Malaysia	Electronic components	
The Period expected to invest	Under consideration	

## Outline of Company which wishes for Investment

(Electronics-2)

Name of Company	Iriichi Tsushin Kogyo	
Address	1-27-6 Chuo Nakano-Ku Tokyo 〒164	
T E L (TELEX, FAX)	03 (366) 9111	
Name of President	Hiroshi Masuzawa	
Name of person in charge	Tsuneyuki Ariga	
Year of Establishment	1931	
Capital	¥80.0 million	
Number of Employee	320	
Main Products	Coil, Transformer, Power source, Others	
Type of Investment	<input checked="" type="checkbox"/> 1. Sole proprietorship    2. JV    3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes <input checked="" type="checkbox"/> 2. No	
Products which supposed to be produced in Malaysia	Coil, Transformer	
The Period expected to invest	'89.9.	

Name of Company	Onkyo Corporation	
Address	2-1 Nisshin-cho Neyagawa-shi Osaka 〒572	
T E L (TELEX, FAX)	0 7 2 0 ( 3 1 ) 8 0 1 0	
Name of President	Takeshi Godai	
Name of person in charge	Shintaro Tanaka	
Year of Establishment	1 9 4 6	
Capital	¥510. 0 million	
Number of Employee	1, 3 5 0	
Main Products	HI-FI Products: amp, Tuner, Receiver, Cassette Deck, CD Player, Speaker system Speaker(OEM supply)	
Type of Investment	<input checked="" type="checkbox"/> 1. Sole proprietorship    2. J V    3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes <input checked="" type="checkbox"/> 2. No	
Products which supposed to be produced in Malaysia	Audio products	
The Period expected to invest	'90.12	

## Outline of Company which wishes for Investment

(Electronics-4)

Name of Company	Casio Computer Co., Ltd.	
Address	2-6-1 Nishi-shinjuku Shinjuku-ku Tokyo 〒163	
T E L (TELEX, FAX)	0425 (79) 7236	
Name of President	Tadao Kashio	
Name of person in charge	Michio Kojima	
Year of Establishment	1957	
Capital	¥23,87 billion	
Number of Employee	3,557	
Main Products	Electronic desk calculator, Word processor, Personal computer, Resister, Clock, Electronic musical instrument, Office computer, Field equipment, Various end equipments	
Type of Investment	<input checked="" type="checkbox"/> 1. Sole proprietorship 2. JV 3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes <input checked="" type="checkbox"/> 2. No	
Products which supposed to be produced in Malaysia	Watch, Electronic desk calculator, Musical instrument, E.C.R.	
The Period expected to invest	'89.3	



Name of Company	Canon Inc.	
Address	Shinjuku Daiichi Seimei Building 2-7-1 Nishi-shinjuku Shinjuku-ku Tokyo 〒163	
T E L (TELEX, FAX)	03 (348) 2121	
Name of President	Ryuzaburo Kaku	
Name of person in charge	Tomoyoshi Sato	
Year of Establishment	1937	
Capital	¥35,87 billion	
Number of Employee	15,572	
Main Products	Camera, Copy machine, others	
Type of Investment	1. Sole proprietorship 2. JV 3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes 2. No	
Products which supposed to be produced in Malaysia	—	
The Period expected to invest	Under consideration	

## Outline of Company which wishes for Investment

(Electronics-6)

Name of Company	Canon Electronics Inc.	
Address	1,248 Shitakagemori Chichibu-shi Saitama 〒369-18	
T E L (TELEX, FAX)	0494 (23) 3111	
Name of President	Hiroshi Nasu	
Name of person in charge	Kiyoshi Takeuchi	
Year of Establishment	1954	
Capital	¥4,93 billion	
Number of Employee	1,900	
Main Products	Camera unit, Magnetic head, FDD, LBP, Micro machine	
Type of Investment	1. Sole proprietorship 2. JV 3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes 2. No	
Products which supposed to be produced in Malaysia	Magnetic head, IG unit	
The Period expected to invest	'89.10	

Name of Company	Soshin Electric Co., Ltd.	
Address	1-18-18 Naka-magome Ota-ku Tokyo 〒143	
T E L (TELEX, FAX)	03 (775) 2111	
Name of President	Osamu Watanabe	
Name of person in charge	Noritsugu Hiraide	
Year of Establishment	1938	
Capital	¥814 million	
Number of Employee	1,000	
Main Products	Electronic parts	
Type of Investment	1. Sole proprietorship 2. JV 3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes 2. No	
Products which supposed to be produced in Malaysia	Electronic Parts	
The Period expected to invest	After '90	

## Outline of Company which wishes for Investment

(Electronics-8)

Name of Company	Tanaka Electronics Ind. Co., Ltd.	
Address	1-20-53 Kawarasone Koshigaya-shi Saitama 〒343	
T E L (TELEX, FAX)	0489 (65) 5111	
Name of President	Yasuyoshi Konuma	
Name of person in charge	Yasuhiro Konuma	
Year of Establishment	1964	
Capital	¥30 million	
Number of Employee	160	
Main Products	Switch	
Type of Investment	1. Sole proprietorship 2. JV 3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes 2. No	
Products which supposed to be produced in Malaysia	Switch	
The Period expected to invest	Under consideration	

Name of Company	Tamura Electric Works, Ltd.	
Address	2-2-3 Shimo-meguro Meguro-ku Tokyo 〒153	
T E L (TELEX, FAX)	03 (493) 5111	
Name of President	Akira Kohara	
Name of person in charge	Tsutomu Nagami	
Year of Establishment	1946	
Capital	¥4, 77 billion	
Number of Employee	2, 054	
Main Products	Public telephone, Ornamentic telephone, Pushphone, Fax, Card leader, Counter, Timer	
Type of Investment	1. Sole proprietorship 2. JV 3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes 2. No	
Products which supposed to be produced in Malaysia	Public telephone	
The Period expected to invest	'90.4	

## Outline of Company which wishes for Investment

(Electronics-10)

Name of Company	Nissei Electric Co., Ltd.	
Address	1-3-18 Hiroo Shibuya-ku Tokyo 〒150	
T E L (TELEX, FAX)	03 (442) 8151	
Name of President	Tamigi Imai	
Name of person in charge	Kimiko Tsunoda	
Year of Establishment	1959	
Capital	¥90.0 million	
Number of Employee	570	
Main Products	Film condensor	
Type of Investment	1. Sole proprietorship 2. JV 3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes 2. No	
Products which supposed to be produced in Malaysia	Film capacitor	
The Period expected to invest	Under consideration	

Name of Company	NEC Home Electronics, Ltd.	
Address	Sumitomo Mita Build. 5-37-8 Shiba Minato-ku Tokyo 〒108	
T E L (TELEX, FAX)	03 (798) 6091	
Name of President	Ryuichi Murakami	
Name of person in charge	Daisuke Shiramizu	
Year of Establishment	1953	
Capital	¥13 billion	
Number of Employee	5,600	
Main Products	TV, PJ, VTR, Personal computer, Peripheral device, Car electronics, Various home electric products, Information end equipment and device, Lamp and lighting fixture	
Type of Investment	1. Sole proprietorship 2. JV 3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes 2. No	
Products which supposed to be produced in Malaysia	Display, VTR	
The Period expected to invest	Under consideration	

Name of Company	Hitachi, Ltd.	
Address	4-6 Kanda Surugadai Chiyoda-ku Tokyo 〒101	
T E L (TELEX, FAX)	03 (258) 2278	
Name of President	Katsushige Mita	
Name of person in charge	Masao Amano	
Year of Establishment		
Capital	¥180, 3 billion	
Number of Employee	76, 210	
Main Products	Manufacture and sales for Electronic Machinery	
Type of Investment	<input checked="" type="checkbox"/> 1. Sole proprietorship    2. JV <input checked="" type="checkbox"/> 3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes <input checked="" type="checkbox"/> 2. No	
Products which supposed to be produced in Malaysia	Audio-visual products, Parts for home electric products, Parts for cathode-ray tube	
The Period expected to invest	'89 ~ '90	



Name of Company	Fuji Rubber Co., Ltd.	
Address	Chishiro-Build. 4-8-16 Nihonbashi Hon-cho, Chuo-ku, Tokyo 〒103	
T E L (TELEX, FAX)	03 (270) 0130	
Name of President	Toshihiro Nishidaira	
Name of person in charge	Yoshio Suzuki	
Year of Establishment	1946	
Capital	¥300.0 million	
Number of Employee	850	
Main Products	Electronics Components	
Type of Investment	1. Sole proprietorship 2. JV 3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes 2. No	
Products which supposed to be produced in Malaysia	Electronics Components	
The Period expected to invest	'89.6	

Name of Company	Hoshiden Electronics Co., Ltd.	
Address	1-4-33 Kita-Kujoji Yao-shi Osaka 〒581	
T E L (TELEX, FAX)	0729 (93) 1010	
Name of President	Ryo Furuhashi	
Name of person in charge	Shinji Honbo	
Year of Establishment	1950	
Capital	¥5, 03 billion	
Number of Employee	1, 164	
Main Products	Connector, Jack, Switch, Headphone microphone, Hand set for telephone, Small motor, Liquid crystal-indicating element	
Type of Investment	1. Sole proprietorship 2. JV 3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes 2. No	
Products which supposed to be produced in Malaysia	CRT socket, Connector, Jack(plug)	
The Period expected to invest	Under consideration	

Name of Company	Matsukyu Co., Ltd.	
Address	6-17-1 Sinbashi Minato-ku Tokyo 〒105	
T E L (TELEX, FAX)	03 (694) 1212	
Name of President	Kazuo Kamiya	
Name of person in charge	Kazuo Yoshimori	
Year of Establishment	1948	
Capital	¥135.0 million	
Number of Employee	170	
Main Products	Electronic component parts Switch, Connector	
Type of Investment	<input checked="" type="checkbox"/> 1. Sole proprietorship <input checked="" type="checkbox"/> 2. J V   3. Technical Tie-up	
Needs for Introduction of a partner	<input checked="" type="checkbox"/> 1. Yes   2. No	
Products which supposed to be produced in Malaysia	Switch and Connector	
The Period expected to invest	'89.7	

## Outline of Company which wishes for Investment

(Electronics-16)

Name of Company	Mitsubishi Electronics Co., Ltd.	
Address	2-2-3 Marunouchi Chiyoda-ku Tokyo 〒100	
T E L (TELEX, FAX)	03 (218) 3566	
Name of President	Moriya Shiki	
Name of person in charge	Norio Harada	
Year of Establishment		
Capital	¥151,31 billion	
Number of Employee	48,562	
Main Products	Heavy electric products, Communication system, Electronic device Consumer products, Industrial equipment, Auto-equipment	
Type of Investment	1. Sole proprietorship 2. JV 3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes 2. No	
Products which supposed to be produced in Malaysia	CTV, Air conditioner	
The Period expected to invest	Under consideration	

Name of Company	Meisei Electric Co., Ltd.	
Address	2-5-7 Koishikawa Bunkyo-ku, Tokyo 〒112	
T E L (TELEX, FAX)	03 (815) 0762	
Name of President	Chikanao Urakawa	
Name of person in charge	Saburo Nanbu	
Year of Establishment	1938	
Capital	¥1.95 billion	
Number of Employee	1,175	
Main Products	Digital exchange device, Telephone set by electronic button, Meteorological observation device, Cosmic observation device, Telemotor device, Electronic application device	
Type of Investment	1. Sole proprietorship    2. J V    3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes                      2. No	
Products which supposed to be produced in Malaysia	Metal-component telephone set	
The Period expected to invest	Under consideration	

## Outline of Company which wishes for Investment

(Electronics-18)

Name of Company	Iwatsu Electric Co., Ltd.	
Address	Yanagiya-Build. 2-1-10 Nihonbashi Chuo-ku Tokyo 〒168	
T E L (TELEX, FAX)	03 (271) 5131	
Name of President	Shingi Hayashi	
Name of person in charge	Chikayoshi Ishizaka	
Year of Establishment	1938	
Capital	¥5,618 billion	
Number of Employee	2,608	
Main Products	Communication equipment, Electronic process equipment, Industrial measuring device	
Type of Investment	1. Sole proprietorship 2. J V 3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes 2. No	
Products which supposed to be produced in Malaysia	Communication equipment	
The Period expected to invest	Under consideration	

Name of Company	Kyodo Communication & Electronics Inc.	
Address	1-23-6 Meguro Meguro-Ku Tokyo 〒153	
T E L (TELEX, FAX)	03 (490) 1631	
Name of President	Taro Tagami	
Name of person in charge	Taro Tagami	
Year of Establishment	1952	
Capital	¥20.0 million	
Number of Employee	88	
Main Products	Radio communication equipment	
Type of Investment	1. Sole proprietorship 2. J V 3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes 2. No	
Products which supposed to be produced in Malaysia	Radio communication equipment	
The Period expected to invest	Under consideration	

## Outline of Company which wishes for Investment

(Electronics-20)

Name of Company	Sakae Denshi Kogyo Co., Ltd.	
Address	2791-5 Shimo-Tsuruma Yawato-shi Kanagawa 〒242	
T E L (TELEX, FAX)	0 4 6 2 ( 7 4 ) 6 1 5 1	
Name of President	Kaku Tetsubayashi	
Name of person in charge	Yasuo Sakai	
Year of Establishment	1 9 6 5	
Capital	¥ 3 6 . 0   m i l l i o n	
Number of Employee	7 0	
Main Products	Transformer for electronic equipment	
Type of Investment	1. Sole proprietorship   2. J V   3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes   2. No	
Products which supposed to be produced in Malaysia	—	
The Period expected to invest	Under consideration	



Name of Company	Japan Piezo Co., Ltd.	
Address	1-12-17 Kami-renjaku Mitaka-shi Tokyo 〒181	
T E L (TELEX, FAX)	0 4 2 2 ( 5 5 ) 5 1 1 5	
Name of President	Fuminori Sato	
Name of person in charge	Yoshihiro Sekiyama	
Year of Establishment	1 9 5 2	
Capital	¥ 2 1 0 . 0   m i l l i o n	
Number of Employee	5 2 0	
Main Products	Audio equipment and its accessories Communication equipment and its accessories	
Type of Investment	1. Sole proprietorship   2. J V   3. <input checked="" type="checkbox"/> Technical Tie-up	
Needs for Introduction of a partner	1. Yes                      2. No	
Products which supposed to be produced in Malaysia	Audio equipment	
The Period expected to invest	Under consideration	

## Outline of Company which wishes for Investment

(Electronics-22)

Name of Company	Sanken Electric Co., Ltd.	
Address	3-6-3 Kitano Niiza-shi Saitama 〒352	
T E L (TELEX, FAX)	03 (986) 6159	
Name of President	Koichi Kotani	
Name of person in charge	Yasuo Imai	
Year of Establishment	1946	
Capital	¥14, 22 billion	
Number of Employee	5, 042	
Main Products	Semiconductor, Switching power supply, Power supply system	
Type of Investment	1. Sole proprietorship 2. J V 3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes 2. No	
Products which supposed to be produced in Malaysia	Switching power supply Power supply system	
The Period expected to invest	Under consideration	

Name of Company	Nippon Electric Glass Co., Ltd.	
Address	4-1-14 Miyahara Yodogawa-Ku Osaka-shi Osaka 〒532	
T E L (TELEX, FAX)	06 (399) 2711	
Name of President	Seisaku Kisida	
Name of person in charge	Takaharu Kawagoe	
Year of Establishment	1949	
Capital	¥12,96 billion	
Number of Employee	4,500	
Main Products	Glass for TV cathode-ray tube, Glass faiver, Glass for building material, Glass for electronic parts, Glass for heat resistance, Tube glass for medical instruments	
Type of Investment	1. Sole proprietorship 2. JV 3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes 2. No	
Products which supposed to be produced in Malaysia	Glass	
The Period expected to invest	Under consideration	

## Outline of Company which wishes for Investment

(Electronics-24)

Name of Company	Fujitsu Ten Limited.	
Address	1-2-28 Goshō-dori Hyogo-Ku Kobe-shi Hyogo 〒652	
T E L (TELEX, FAX)	078 (671) 5081	
Name of President	Heihachiro Ishii	
Name of person in charge	Tsuneyoshi Imai	
Year of Establishment	1972	
Capital	¥3,3 billion	
Number of Employee	2,671	
Main Products	Auto-radio and Car stereo, Movable radio equipment, Electronic equipment for car	
Type of Investment	1. Sole proprietorship    2. JV    3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes    2. No	
Products which supposed to be produced in Malaysia	Car Audio	
The Period expected to invest	Under consideration	

Name of Company	Fuji Electrochemical Co., Ltd.	
Address	5-36-11 Shinbashi Minato-ku Tokyo 〒105	
T E L (TELEX, FAX)	03 (434) 1271	
Name of President	Rinzo Iwai	
Name of person in charge	Kiyoshi Mori	
Year of Establishment	1950	
Capital	¥5,89 billion	
Number of Employee	2,235	
Main Products	Manufacture and Sales for Electronic parts and battery	
Type of Investment	1. Sole proprietorship   2. JV   3. Technical Tie-up	
Needs for introduction of a partner	1. Yes   2. No	
Products which supposed to be produced in Malaysia	—	
The Period expected to invest	Under consideration	

Name of Company	Funai Electric Co., Ltd.	
Address	7-7-1 Naka-kakinai Daito-shi Osaka 〒574	
T E L (TELEX, FAX)	0720 (74) 8011	
Name of President	Tetsuryo Funai	
Name of person in charge	Takeshi Ito	
Year of Establishment	1961	
Capital	¥480.0 million	
Number of Employee	905	
Main Products	VTR, Acoustic sound equipment, Communication equipment, Home baker electronic range, etc.	
Type of Investment	1. Sole proprietorship 2. JV 3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes 2. No	
Products which supposed to be produced in Malaysia	Audio equipment	
The Period expected to invest	Under consideration	

Name of Company	Matsushita Electric Works, Ltd.	
Address	1048 O-aza Kadoma Kadoma-shi Osaka 〒571	
T E L (TELEX, FAX)	06 (906) 7492	
Name of President	Sadao Fujii	
Name of person in charge	Tsuyoshi Nakano	
Year of Establishment		
Capital	¥38,020 billion	
Number of Employee	13,735	
Main Products	Lighting fixture, Wiring tool, Board dividing electricity, Tools defeuding against disaster and crime, Electric shever, relay, Micro switch, Material for roof, Door, System kitchen,  Washing & dressing stand, Rain gutter, Tile, Forming materials	
Type of Investment	1. Sole proprietorship 2. JV 3. Technical Tie-up	
Needs for Introduction of a partner	1. Yes 2. No	
Products which supposed to be produced in Malaysia	—	
The Period expected to invest	Under consideration	

Name of Company	CTI (JAPAN) Limited.	
Address	No. 7 Higashi-Build. 1-9 Kandasakuma-cho Chiyoda-ku Tokyo 〒101	
T E L (TELEX, FAX)	03 (251) 8141	
Name of President		
Name of person in charge	Toshifumi Tsuiji	
Year of Establishment	1988	
Capital	¥180.0 million	
Number of Employee	27	
Main Products	Audio equipment, Video equipment	
Type of Investment	1. Sole proprietorship    2. JV    3. <input checked="" type="checkbox"/> Technical Tie-up	
Needs for Introduction of a partner	1. Yes                      2. No	
Products which supposed to be produced in Malaysia	Audio equipment	
The Period expected to invest	Under consideration	