
Tanaka Precious Metals Establishes a Local Subsidiary in Singapore and Commences Operation on October 1

A research laboratory is established for the mainstay product silver paste aiming to increase sales in markets such as automotive materials, LEDs, semiconductors and consumer electronics

Tanaka Kikinzoku International K.K.^{(*)1} (a company of Tanaka Precious Metals, Head office: Chiyoda-ku, Tokyo; President & CEO: Tsuneo Sato) and Tanaka Kikinzoku Kogyo K.K.^{(*)2} (a company of Tanaka Precious Metals, Head office: Chiyoda-ku, Tokyo; President & CEO: Hideya Okamoto) announced the joint establishment of a local subsidiary in Singapore to commence operation on October 1, 2013 for the purpose of strengthening the business foundations and prospective market expansion in ASEAN.

The research laboratory, TANAKA Material Laboratory Singapore is established in the new company which could supply the prototypes, perform evaluation and improvement of silver paste. In addition to silver paste, the company will focus on precious metal products such as magnetic media targets, semiconductor bonding wire and electrical contact material, providing locally-oriented R&D support and sales in Singapore and some regions of Malaysia for now, and striving to expand sales channels in each ASEAN country in the future.

In recent years, the use of lead in electronic components has been avoided from the environmental perspective and the demand of lead-free silver paste that can be used as a conductive adhesive material in power semiconductors is increasing significantly in Singapore. Because the silver paste use conditions are greatly different for each customer, it is necessary to repeat prototype-built, evaluation and improvement at the stage of material examination. Conventionally, such customer's development needs have been addressed at the factory in Japan by establishing a research laboratory in Singapore customers' needs can be ascertained more quickly and accurately, and development needs can be satisfied speedily. In the future, we will increase the products that can be handled in the research laboratory according to the needs of our customers.

Singapore has expanding markets for automotive materials, LEDs (light emitting diodes), semiconductors and electrical appliances. Tanaka Electronics Singapore Pte. Ltd. was established in 1978 as manufacture and sales base of the bonding wire, later, the Tanaka Kikinzoku International K.K. established the Singapore branch in 2004 for local sales activities. In order to strengthen R&D support and sales of precious metals needed in such markets, Tanaka Precious Metals has determined that it is necessary to operate its organization with greater speed and flexibility than before, therefore the existing branch is locally incorporated and a research laboratory is established.



Silver paste, which will become the company's mainstay product

The name of the new company is Tanaka Kikinzoku (Singapore) Private Limited. The capital is USD2 million (approximately 200 million yen), and the investment ratios of the two companies are 70% by Tanaka Kikinzoku International K.K. and 30% by Tanaka Kikinzoku Kogyo K.K. Capital investment including the research laboratory is USD850,000 (approx. 85 million yen) and will initially be operated with 31 employees. Tanaka Kikinzoku (Singapore) Private Limited aims for USD720 million (approx. 72 billion yen) in sales in 2015 by strengthening its customer-oriented activities in both sales and technology.

■ Overview of Tanaka Kikinzoku (Singapore) Private Limited

Company name: Tanaka Kikinzoku (Singapore) Private Limited

Representative: Ryoza Nakayama, President

Address: 85 Science Park Drive, #04-07/08 The Cavendish, Singapore 118259

Telephone: +65-6499-9100

Established: April 2013

Capital: USD2 million (approx. 200 million yen)

Employees: 31

Areas of business: Sale of Tanaka Precious Metals' products and support for R&D utilizing precious metals in Singapore. Operation of silver paste research laboratory.



The Science Park Building where Tanaka Kikinzoku (Singapore) is located

(*1) Tanaka Kikinzoku International K.K.

The core company conducting import and export sales of products in Tanaka Precious Metals, which Tanaka Holdings Co., Ltd. is holding company.

(*2) Tanaka Kikinzoku Kogyo K.K.

The core company conducting manufacturing operations in Tanaka Precious Metals, which Tanaka Holdings Co., Ltd. is holding company.

■**Tanaka Holdings Co., Ltd. (Holding company of Tanaka Precious Metals)**

Headquarters: 22F, Tokyo Building, 2-7-3 Marunouchi, Chiyoda-ku, Tokyo

Representative: Hideya Okamoto, President & CEO

Founded: 1885

Incorporated: 1918

Capital: 500 million yen

Employees in consolidated group: 3,895 (FY2012)

Net sales of consolidated group: 839.2 billion yen (FY2012)

Main businesses of the group:

Manufacture, sales, import and export of precious metals (platinum, gold, silver, and others) and various types of industrial precious metals products. Recycling and refining of precious metals.

Website: <http://www.tanaka.co.jp/english> (Tanaka Precious Metals),

<http://pro.tanaka.co.jp/en> (Industrial products)

■**Tanaka Kikinzoku International K.K.**

Headquarters: 22F, Tokyo Building, 2-7-3 Marunouchi, Chiyoda-ku, Tokyo

Representative: Tsuneo Sato, President & CEO

Founded: 1996

Incorporated: 1996

Capital: 470 million yen

Employees: 108 (FY2012)

Sales: 195.1 billion yen (FY2012)

Main businesses:

Import, export and sales of various industrial products and manufacturing plants from Tanaka Precious Metals

Website: <http://pro.tanaka.co.jp/en>

■**Tanaka Kikinzoku Kogyo K.K.**

Headquarters: 22F, Tokyo Building, 2-7-3 Marunouchi, Chiyoda-ku, Tokyo

Representative: Hideya Okamoto, President & CEO

Founded: 1885

Incorporated: 1918

Capital: 500 million yen

Employees: 1,455 (FY2012)

Sales: 808.6 billion yen (FY2012)

Main businesses:

Manufacture, sales, import and export of precious metals (platinum, gold, silver, and others) and various types of industrial precious metals products. Recycling and refining of precious metals.

Website: <http://pro.tanaka.co.jp/en>

<About the Tanaka Precious Metals>

Established in 1885, the Tanaka Precious Metals has built a diversified range of business activities focused on the use of precious metals. On April 1, 2010, the group was reorganized with Tanaka Holdings Co., Ltd. as the holding company (parent company) of the Tanaka Precious Metals. In addition to strengthening corporate governance, the company aims to improve overall service to customers by ensuring efficient management and dynamic execution of operations. Tanaka Precious Metals is committed, as a specialist corporate entity, to providing a diverse range of products through cooperation among group companies.

Tanaka Precious Metals is in the top class in Japan in terms of the volume of precious metal handled, and for many years the group has developed and stably supplied industrial precious metals, in addition to providing accessories and savings commodities utilizing precious metals. As precious metal professionals, the Group will continue to contribute to enriching people's lives in the future.

The eight core companies in the Tanaka Precious Metals are as follows.

- Tanaka Holdings Co., Ltd. (pure holding company)
- Tanaka Kikinzoku Hanbai K.K.
- Tanaka Denshi Kogyo K.K.
- Tanaka Kikinzoku Jewelry K.K.
- Tanaka Kikinzoku Kogyo K.K.
- Tanaka Kikinzoku International K.K.
- Electroplating Engineers of Japan, Limited
- Tanaka Kikinzoku Business Service K.K.