



We value for Technology Sales

# Ohama Corporation • Company Profile

< 40 years experience, engaged in as a special agent of  
TDK / OHIZUMI >

June, 2016



# Company Overview

Company name	Ohama Corporation
Representative	President/ CEO : Kazumasa Suzuki
Address/ Telephone, Fax	2-26-5 Minami-Ikebukuro, Toshima-ku, Tokyo Zip: 171-0022 TEL: 81-3-3987-7131 FAX: 81-3-3986-3996
Capital	JP¥40,000,000.-
Employee	Total: 24 employees
Establish	June 16, 1976
Our Business	<ol style="list-style-type: none"> <li>1. Distributer mainly dealing with Magnetic material, electric device, electric component etc. (Activities of Technical Identification and Sales)</li> <li>2. Supply buyers overseas (Especially the market in China, in Thailand) with Magnetic material, electric device in the way of export / Trading Business</li> <li>3. Supply domestic buyers with superior goods (electric device etc.) made in China, in the way of import / Trading Business</li> </ol>
Our Bank	Resona Bank (Ikekuro Branch) The Shoko Chukin Bank, Ltd(Tokyo Branch) The Bank of Tokyo-Mitsubishi UFJ ,Ltd.(Ikebukuro Coporate Banking Office) Tokyo Tomin Bank(Ikekuro Branch)

# 経営理念

## Management philosophy

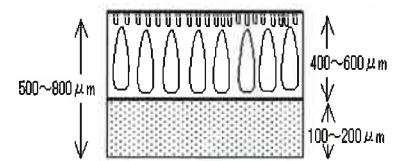
国境の壁、言葉の壁を越えて、私達の多様性のある  
人材と能力で、社会と顧客の進歩発展に貢献すること

Beyond the walls of the country and language,  
In our diversity of certain human resources and capabilities,  
Our goal is to contribute to our society and our customers

大浜商事株式会社  
代表取締役社長 鈴木 和正  
Ohama Corporation CEO  
Kazumasa Suzuki

# Our Products (Material & Sensor etc.)

1. Thermometer, Hygrometer(Ohizumi,TDK)
2. NTC/PTC Thermistor (Ohizumi)
3. Sensor (Ohizumi)
4. Water Level, Liquid Level Sensor(Ohizumi)
5. TDK-EPCOS Sensor (TDK)
6. Soft Ferrite Core (TDK)
7. Polishing PAD(TORAY COAREX)
8. High heat conducting sink(TOSHIBA MATERIALS)  
Aluminum Nitride "AlN" Silicon Nitride "Si<sub>3</sub>N<sub>4</sub>"



# Our Product (Magnet)

## 1. Ferrite Magnet

a) Strontium Magnet

b) Lanthanum/Cobalt Magnet (TDK)(highly efficient)

## 2. Rare-Earth Magnet

a) Neodymium Magnet (TDK & Other)

b) Samarium Cobalt Magnet (HPMG)

## 3. Plastic Bonded Magnet

## 4. Magnetic Applied Products



# Our Product (Magnetizer/Magnetizing Yoke)

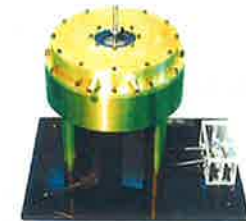
## 1. Magnetizer

a) Capacitor type Magnetizer



## 2. Yoke / Magnetizing Coil

a) Periphery Multi Coiled Magnetizing Yoke



b) Oil Cooled Magnetizing Coil

c) Water Cooled Periphery Multi Coiled Magnetizing Yoke



# Our Product (Power Electric Parts)

1. Power Supply (TDK Lambda)
2. Noise Filter (TDK Lambda)
3. Connector Products for Automobiles  
(Sumitomo Wiring Systems Co.,)
4. Power Cord(Lian Dung Electric Material  
Co., Ltd. 【Taiwan▪China】)
5. Heater (Zoppas【Italy, China】)  
Air-condition ▪ Refrigerator ▪ Defroster for Show Case ▪  
Automobiles ▪ Iron ▪ Electric Fermentation  
Heat for Bread Dough
6. Compressor (Tatung【Taiwan】)



# Industries / Customers

## 1. Machinery ▪ Motor Industry

(Precision ▪ Power Motor, Magnetic Coupling, Stepping Motor, Linear ▪ Actuator)

【End Users : Tsubakimoto Kougyo, DAIKIN, Mitsubishi Electric, NISSAN, Hitachi Koki etc.】

## 2. Automobiles Industry (Connector, Sensor)

【End Users : Shanghai Bosch, BYD, HONDA, Delphi Corp.(USA), Shanghai VolksWagen, TOYOTA etc.】



フレキシブル  
ロボットピッキング装置



ハンダ塗布装置





# Industries / Customers

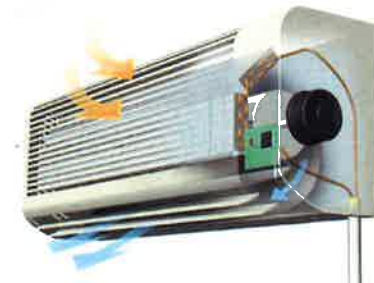
3. Electric Communication, TV, Audio Systems  
(Slim Speaker, Electric Pen, Smart Phone etc.)

【End User: SONY, YAMAHA, Samsung, Apple,  
Wacom etc.】

4. Consumer Electronics, Home Appliance (Air-  
condition etc.)

(Heater, Sensor, Connector, Power Cord)

【End User: DAIKIN, Mitsubishi Electric, Gree  
(China), Hitachi Consumer, Fujitsu Genral,  
Mitsubishi Heavy Industries etc.】



# Industries / Customers

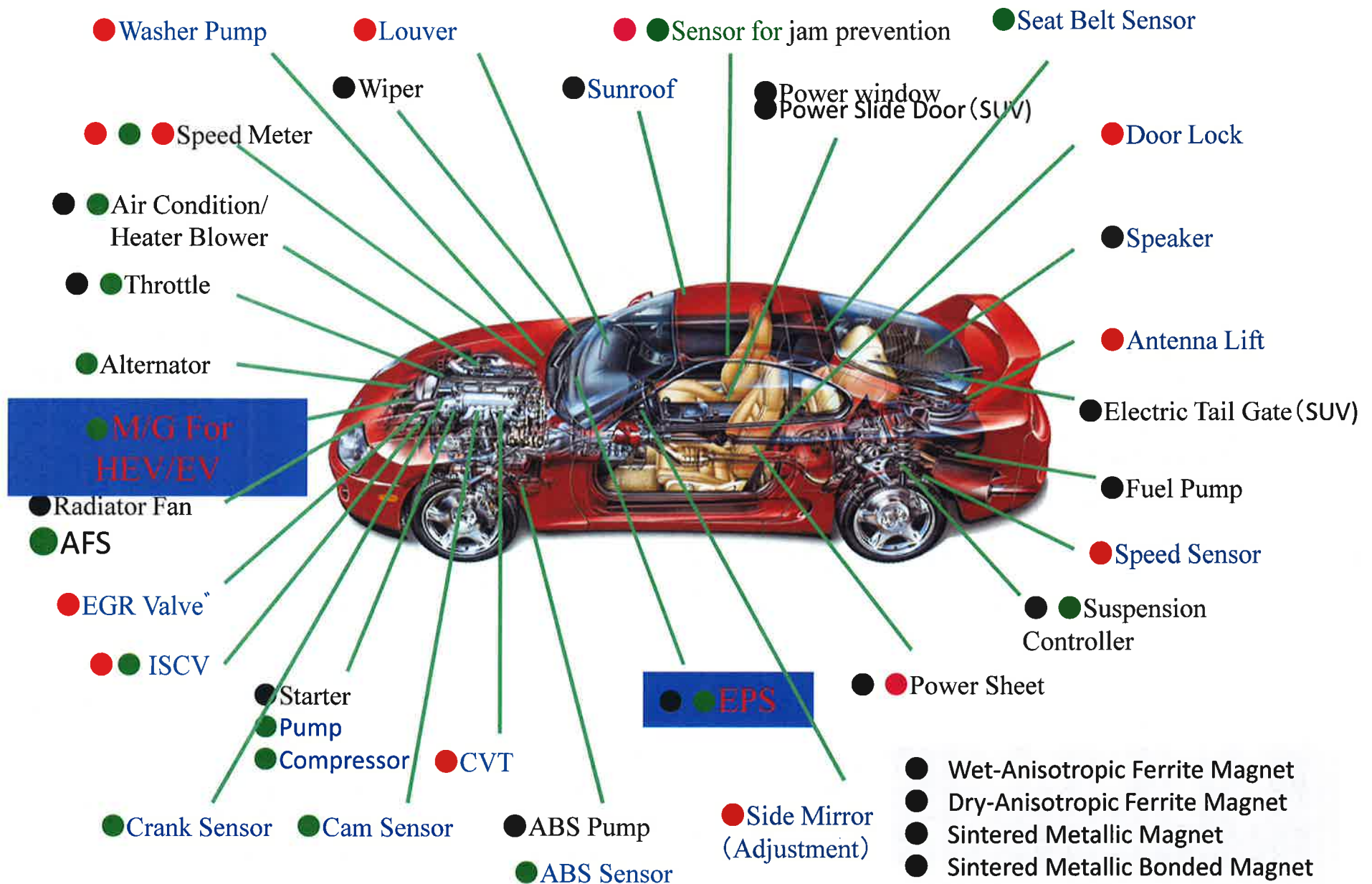
## 5. Parts Industries

(Sensor, Solar Cell & Module  
& Semi Conductor)

【End Users : SAGINOMIYA SEISAKUSHO,  
Rinnai, Paloma, Azbil(Yamatake), TOTO,  
CANON, Panasonic, MIWA LOCK, Fuji  
Heavy Industries, OLYMPUS, Mitsutoyo,  
SANYO Electric, TDK, TDK Lambda,  
SHARP etc. 】



# Example of Practical Application: Magnet / For Automobile



# Sales / Distribution Channels

## ▪ Domestic Sales Channel

1. Supplier  $\Rightarrow$ 【Ohama Corp.】 $\Rightarrow$  Domestic Customer
2. Supplier  $\Rightarrow$  1<sup>st</sup> Agent  $\Rightarrow$ 【Ohama Corp.】 $\Rightarrow$  Domestic Customer
3. Supplier in China  $\Rightarrow$ 【Ohama Corp.】 $\Rightarrow$  Domestic Customer

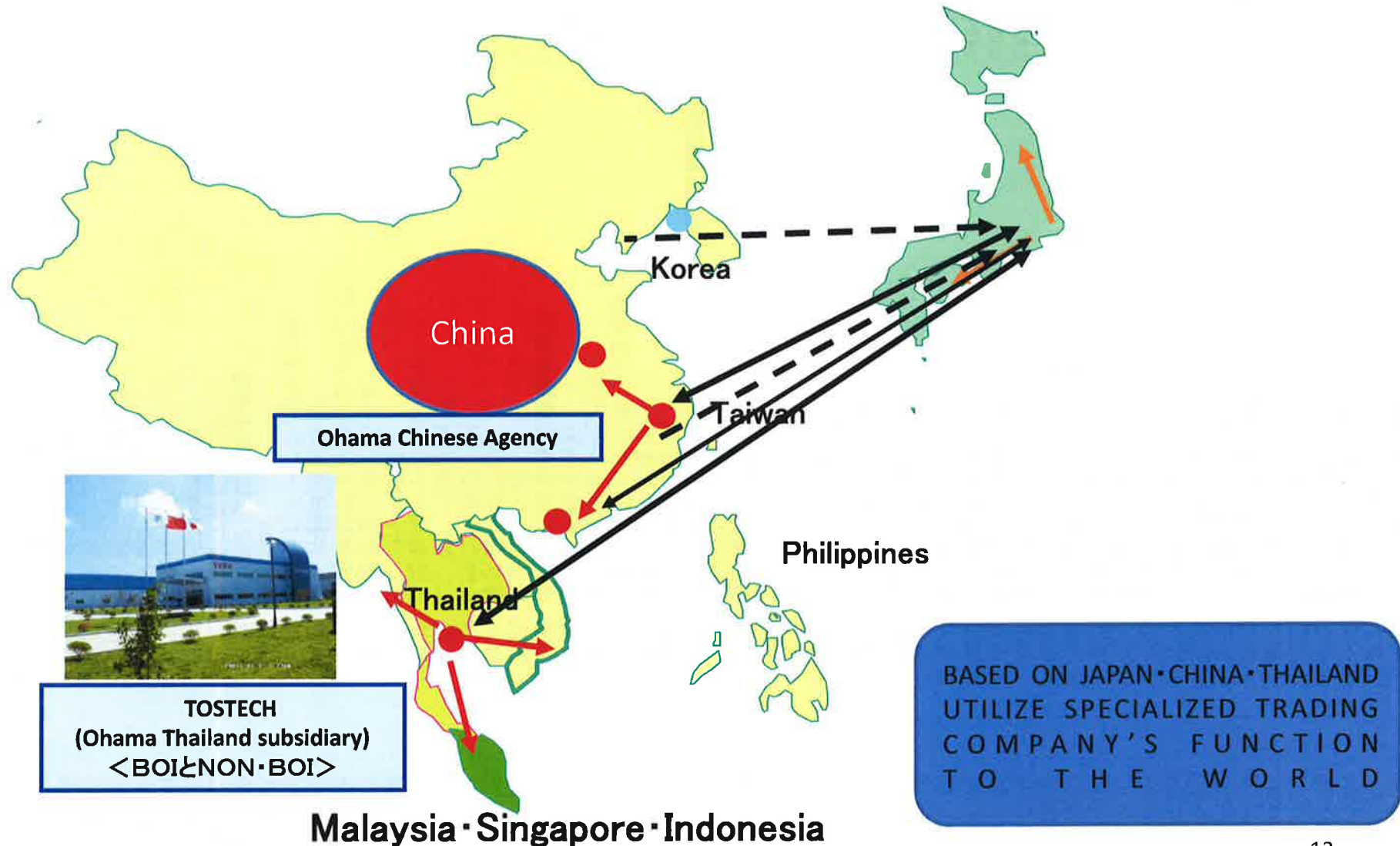
## ▪ Sales for China / ASEAN Countries Sales Channel

1. 【Ohama corp.】 $\Rightarrow$  Agent in China  $\Rightarrow$  Customers in China
2. Suppliers in China  $\Rightarrow$  Agent in China  $\Rightarrow$  Customers in China
3. Suppliers in China  $\Rightarrow$  【Ohama corp.】  
 $\Rightarrow$  Customers Overseas such as ASEAN Countries etc.

## ▪ Sales for Thailand Sales Channel

1. 【Ohama Corp.】 $\Rightarrow$  TOSTECH(Subsidiary)  $\Rightarrow$  Customers in ASEAN etc.

BACKGROUND:  
Shifting of Japanese customers & suppliers to Southeast Asia and China



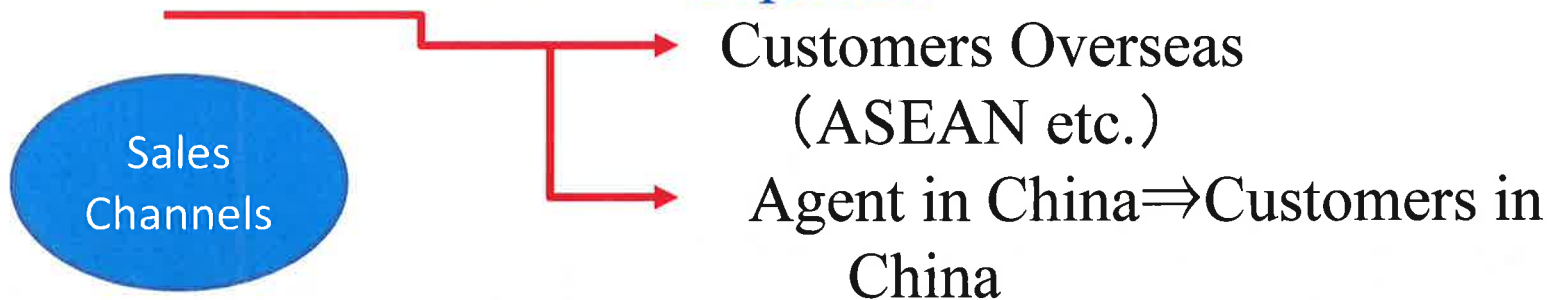
# OHAMA's STRENGTH

## Technology Sales (Technical Identification Activities)

### "We value for Technology Sales"

#### ▪ Products of Domestic Suppliers

1. 【Ohama Corp.】⇒ (Parts Approval=Domestic Market/Customer Development)



#### ▪ Products of Suppliers in China (=Suppliers Overseas)

1. 【Ohama Corp.】⇒ (Parts Approval=Domestic Market/Customer Developing Department)



# Sales Structure

Ohama Corporation (Japan),

Chief Sales Director (Mr. Susuki) (at 22 March 2016)

1. Magnetic Materials Sales: OS(6)+ Technical Adviser (2)+IS (1)=9
2. Power Electric Components Sales: OS(3)+IS(1)=4
3. For China Market: OS(3) +IS(1)=4

Total Sales force: (17)

<Language skill; Chinese(12), English(dozen) >

TOSTECH (Subsidiary of Thailand) :

Sales Director (Mr. Matsumura)

Sales Agent in China:

Shanghai, Tianjin, Henan(Foshan, Shenzhen), Hong Kong