

# German and Yokohama Companies Work Together Toward New 'Monozukuri' (Manufacturing) Using 3D Printers



EOS, a global manufacturer of industrial 3D printers based in Germany, opened an office in Shin-Yokohama in 2017. JMC, based in the same area, is a manufacturer that mainly makes prototypes through casting and 3D printing. The two companies, using each other's experience and strengths, began working together in 2020. JMC proposes using EOS 3D printers to create products from resin materials, and both the companies are in collaboration to attract new customers and further the spread of 3D printers in Japan.



Sample products produced by the EOS 3D printer



JMC President and CEO Daichi Watanabe, left and EOS Regional Manager Yasuaki Hashizume

## Opening up possibilities for new 'Monozukuri' (manufacturing) in Japan



Yasuaki Hashizume, Regional Manager Japan, EOS Japan

3D printers are widely used because they allow products, such as parts of aircraft and automobiles, implants, and artificial legs, to be customized according to the needs of customers. In Japan, however, the use of 3D printers is not as widespread as in other countries, so we believe the Japanese market has high potential.

In 2017, our company established EOS Japan in Shin-Yokohama and opened a showroom. We have dealt mainly in 3D printers for metallic materials in the Japanese market. To respond to the growing need for resin materials, we started collaborating with JMC, with the aim of winning new customers. JMC has abundant expertise and knowledge, accumulated through the production of prototypes using 3D printers, CT inspections on products, and other operations. For a foreign company that has just begun business in Japan, the existence of a partner familiar with the Japanese market and consumers is quite encouraging.

We believe that 3D printers are a tool to realize what consumers want and what manufacturers wish to do. We hope to promote new manufacturing in cooperation with JMC, rather than competing with existing players in the Japanese manufacturing industry.

## Creating a reliable, stable industrial platform



Daichi Watanabe, JMC President and CEO

In Japan, a boom in 3D printers led many companies to purchase them. However, quite a few of them do not fully understand how to use them. In several cases, these machines were left untouched. Rather than letting that initial boom of interest die out, we hope to develop the production of 3D printers as an industry. Therefore, we approached EOS, which has global knowledge and technological capabilities as a 3D printer manufacturer, for collaboration.

EOS and our company began collaboration in July 2020. Through the 3D printers on display in the EOS showroom in Shin-Yokohama, where our company is headquartered, we propose the use and introduction of 3D printers in ways suited for Japanese companies with the support of specialized engineers from EOS.

We aim to promote 'Monozukuri' (manufacturing) using 3D printers that are unique to Japan in cooperation with EOS, and not just to reproduce manufacturing techniques from the leading countries in this field.

## EOS Electro Optical Systems Japan K.K.

Location: 3-22-11 Shin-Yokohama, Kohoku-ku, Yokohama, Japan  
Representative: Terrence Oh  
Established: August 2017  
Business outline: Sales of 3D printers, provision of technical services  
URL: <https://www.eos.info/en>

\*When EOS established a Japanese arm in Yokohama, the Yokohama municipal government, the Japan External Trade Organization (JETRO), and the Kanagawa prefectural government cooperated to support the company.



## JMC Corporation

Location: 2-5-5 Shin-Yokohama, Kohoku-ku, Yokohama, Japan  
Representative: Daichi Watanabe  
Established: December 1992  
Business outline: Production and sales of prototypes using casting and 3D printers, CT inspections  
URL: <https://www.jmc-rp.co.jp/en/>

\*JMC is a member company of Life Innovation Platform YOKOHAMA. To expand business overseas, it receives support from Yokohama municipal government, extended to companies participating in overseas exhibitions as exhibitors, and other assistance.