

Ozempic Linked to Suicide

INTERNATIONAL

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# Nippon Tanshi to Focus on Automotive Sector

In an increasingly challenging environment, the shift to electric vehicles (EVs) and hybrid vehicles offers a significant opportunity for the internationally-recognized firm, which specializes in the production of high-voltage terminals and prides itself on quality and reliability.

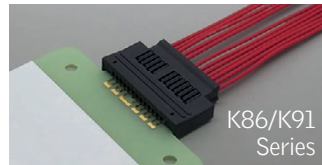


"We take pride and pleasure in manufacturing our products and have worked hard to earn the trust of our customers."

Jiro Kono, President,  
Nippon Tanshi Co., Ltd.

A connector manufacturer first established in 1960, Nippon Tanshi's products are used in a variety of industries, including home appliances, office automation equipment, automobiles and communication devices.

Though he describes the shortage of human resources as a "major management challenge", company president Jiro Kono is optimistic about the future.



"The automotive market is currently undergoing a once-in-a-century transformation," he says. "And we will continue to focus our attention there. At the same time, we're also planning our business portfolio for other markets such as the consumer electronics market, which includes sanitary products like warm-water bidets or major home appliances like washing machines."

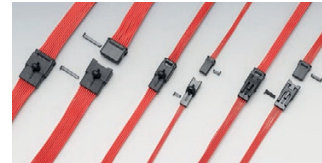
Regarding the automotive market, key products include the

"@SeesawEdge", also known as K86 or K91, a card-edge connector that moves like a seesaw to make two points of contact with the board; and the K87 series, a product based on the concept of integrating connectors, which eliminates the need for wire-to-wire connectors, thereby significantly reducing costs.



The acquisition of new premises located on the former site of a brewery, meanwhile, will afford the company greater space to produce large high-voltage components for EVs, as well as the opportunity to "make a positive contribution to the local environment and community".

With existing offices in Chicago, Bangkok and China, Mr. Kono is also seeking to expand into high-population, rapid-growth markets and cites India as a potential target.



K89 Series

Closer to home, his ambitions are more modest. "Our ultimate goal," he states, "is to continue to build even stronger relationships with our stakeholders, including local residents, students and those who are committed to sustainable management."



www.nippon-tanshi.com/en

# Matex: Pioneering Precision Gears for the Modern World



"We're shaping the future by innovating in precision gears and robotics, ensuring Matex's lasting legacy."

Toshiaki Matoba,  
President, Matex Co., Ltd.

In a global economy where cost savings are paramount, efficient components have become more important than ever. One of the companies pushing this increase in efficiency is Japanese firm Matex.

Founded in 1921, Matex specializes in designing and manufacturing high-efficiency

Matex's highly efficient planetary gear technology is shaping the future of robotics.



Designing

planetary gear reducers and injection molded plastic. It has incorporated unique innovations into the structure of its gears, allowing them to transmit power more effectively.

These gears have increased usage in today's world, gaining traction in the electric vehicle (EV) and robotics sectors. Indeed, Matex is collaborating with Sumitomo Heavy Industries to develop precision gears for robots with lightweight and high reduction ratios using plastic or resin. As fifth-generation President Toshiaki Matoba explains,

household robots must be lightweight for the safety of humans.

In the EV sector, vehicles are using more motors and reduction gears to increase comfort, and Matex has secured orders from a renowned European automobile manufacturer for its gear reducers.



Overseas expansion

The company can also assemble products in-house. As Mr. Matoba says: "We create a unit or module of the device, enabling us to deliver an all-in-one service, from design to mass production."



Mass production

The company's growth has enabled it to expand its bases into the Philippines and wider Asia, and as its production capacity increases it is actively seeking international partners who can benefit from its cost-effective gear reducers.

**Matex**  
マテックス株式会社  
www.matex-japan.com/e

# Pana Chemical Targeting Southeast Asia and Beyond for International Expansion

With 2,000 clients and counting, plastic recycling company Pana Chemical is looking to develop its overseas sales channels for its J-EPS ingots and high-quality resource plastics.

Having started life as a distributor associated with Matsushita Denko (now Panasonic), Pana Chemical switched its focus to plastic recycling in the 1970s following a chance discovery at the Tsukiji Market.

Current president, Kentaro Inukai, picks up the thread: "While exploring Tsukiji Market, my father observed an area emitting black smoke into the air. Plastic, he surmised, was being burned. Recognizing an opportunity, he developed machinery employing a low-grade heat exchange mechanism capable of melting styrofoam and transforming it into byproducts."

This, as Mr. Inukai explains, was at a time when the concept of recycling had yet to take root. "Our motivation," he confirms, "was to devise a practical solution to combat air and industrial pollution, rooted in a sustainable and profitable business model with solid revenues and sales."

Today, the company collects on average 3,000 metric tons of EPS ingots monthly, meaning it commands an impressive 80% domestic market share in the sector.

With no aspirations to become a corporate giant, however, collaboration both at home and overseas is key.

As well as boasting some 2,000 clients, the company has also established partnerships with more than 50 recycling collaborators globally.

Not only that, but the relationship enjoyed by these parties is unique. Mr. Inukai again: "We sell machines to our partners initially, after which we become clients by purchasing the byproducts from them, a mutually beneficial state of affairs which has endured for generations, with certain overseas partnerships spanning over 40 years."

If the company excels in resource plastic recycling, one of Pana Chemical's core responsibilities remains to promote the J-EPS Recycling System, a business model originating in



"My goal is to offer solutions to our clients."

Kentaro Inukai,  
President,  
Pana Chemical Co., Ltd.



Tokyo's Tsukiji Market and a pile of fish boxes



Styrofoam recycling processor



Styrofoam recycled products



Japan that revolves around the mechanical breakdown of styrofoam into ingots.

These by-products, as Mr. Inukai explains, can be used to create high-quality raw materials for

use on large-scale productions: "Our approach, which involves compressing styrofoam with heat and using it to make EPS ingots, challenges the notion that certain items should be deemed non-recyclable. Indeed, the J-EPS Association, which we founded in 2022, was established in response to international calls for a ban on the material."

The company also offers its customers a variety of plastic recycling equipment under the same scheme as its styrofoam recycling transactions. Similar to styrofoam recycling, Pana Chemical purchases the quality recycled plastic produced by the processing machines.

Nor, for what it's worth, are Pana Chemical's ambitions limited solely to domestic expansion. "In the coming decade," Mr. Inukai states, "our primary focus will be on Southeast Asia. Additionally, we have received business offers from Lithuania, Spain, Turkey and Mexico."

According to Mr. Inukai, the company's ultimate aim is to expand its overseas exports of recycled plastic, which currently total 7,000 tons per month including EPS ingots, to various regions. "Our target markets are countries that need recycled plastic. In short, there are plenty of opportunities to expand our business over the next 20 years."

As befits a company that is comfortable swimming against the tide, Mr. Inukai's overseas strategy is not based on dominating foreign markets, but rather on fostering collaboration and sharing Pana Chemical's expertise and methodologies. "My goal is to solidify the recycling market domestically," he says, "but also to establish sustainable overseas businesses through mutual growth and knowledge exchange."

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www.panachemical.co.jp/en