Building on a Tradition of Innovation

Mimaki Engineering is a market-oriented company dedicated to developing new products based on inkjet and cutting printer technologies.
Mimaki is a development oriented company supporting on-demand business and creating innovations in three market segments.

(1) **MIMAKI ENGINEERING** aims at creating new business in the market by developing various products which boost our customers’ competitiveness with our original ink jet technology and cutting technology.

(2) Our company consists of several business units in order to meet customers’ needs in various markets. We regard each unit as a single grape, and aim to shape the entire company like the cluster of grapes.

Now that digitalization has rapidly progressed in a sign and graphic (SIG) market which is the main target for us, they are demanding strongly more and more environment-conscious and energy-efficient products. We have been an industrial-leading company as a creator of eco-solvent market and will always maintain our leading position with epoch-making inkjet products including Latex ink and Solvent UV ink. Our product development philosophy is to continuously offer “New and Different” products to customers. On the basis of such philosophy, we also attempt to globally expand the market share of digital on-demand printing system with our inkjet printers, which have the capability to reduce power consumption and ink waste for not only SIG market but also an industrial product (IP) and a textile and apparel (TA) markets. Our overseas sales ratio is over 70%, and it is further increasing despite the severe exchange environment. In addition to existing bases in advanced countries including the United States and Europe, we have established subsidiaries in fast-growing emerging countries such as China, India, Brazil, and Indonesia for expanding our business. For the future, we will launch market-oriented products suited to emerging countries with a view to a much wider range of customers.

For production, we will strengthen our total cost competitiveness by reinforcing the production scale of our manufacturing subsidiary in China established in 2008 while maintaining our domestic production scale. Our company went public in March 2007. We will meet our social responsibilities and pursue improved quality in all business areas, aiming at an excellent company which can play an active part on a global basis.
Management Vision

1. We aspire to become a “Development-oriented Enterprise” holding our own technology and supplying our own brand products throughout the world.
2. We aim to become a company that can adopt and quickly provide the products that will satisfy the customers.
3. We strive to become an innovator always providing “something new, something different” in the market.
4. We aim at creating a corporate culture where our individual employees can exploit their personal characters and capability to the fullest extent.

Markets for our products

With our inkjet and cutting technology, we will support the production of images rich in creative design in 3 fields.

Innovative, creative applications drive the evolution of our sign graphics products. The worldwide standard for “Speed” and “Brilliance” in inkjet imaging is our goal. In our main market, i.e. the signage and graphics market, our company fulfills market requirements and leads the industry in supplying creative products. Also more affordable machines for the developing countries and new ink developments will enable us to expand our global operations.

New challenges will drive yet more innovation in inkjet applications. Digital on-demand industrial production with enhanced inkjet technology.

For the high growth potential industrial markets we have developed both a high resolution UV-curable inkjet printer for small batch on demand production, and complementary large-sized cutting plotters.

Digital creative power that stimulates the fashion industry has generated firm trust in digital printing from the European fashion industry.

Our pioneering work in the textile and apparel markets will continue with the development of new products to increase productivity and image brilliance. We also provide a total solution including pre-treatments and post-treatments to bring on-demand printing closer to the consumer.

Through these activities, we will propose new low-cost manufacturing harmonized with environmental concerns, where all necessary resources and energies will be used only at the time and in the amount they are needed. And we strive to become a development focused global corporation known for our own brand worldwide.

Mimaki develops a new corporate image

In order to remain as a group of innovators and to fully exploit personal characteristics and capability of our individual employees, we commenced a new GPS management to pursue departmental profitability in small groups. We adopted a staff division system in which the division has responsibility and authority to manage their activities from product planning, development to sales planning for each group of products.

In GPS (Group Independent Profitability management System), each group will have clear roles and responsibilities and will perform activities voluntarily as if each of them is an independent small factory. The added value as the fruit of the activities of each group will be made clear, and in order to improve the profitability of its own department, all members of each group centered on its leader will share the issues and try to resolve them. Through such activities, all employees will participate in the management and each of them will have efficiency in mind. Thus, we are looking to make our company an aggregate of small units like a cluster of grapes.
The Future
Faster and even more brilliant!
Inkjet technology is evolving continuously.

We have developed cutting plotters and inkjet printers that many professionals have selected for their use. Mimaki Engineering aims to sell Mimaki products wherever high-quality signs are produced.

In order to realize the kind of speed and quality that are required by users, we have developed original functionalities for cutting plotters such as half-cut function and crop mark detection. In developing new inkjet printers, we keep always ahead one step of the competition. Our ecologically friendly UV LED technology, aqueous Latex ink & solvent UV ink, precise array of staggered heads, automatic change of double ink cartridges and environmentally-friendly inks are just one example.

Currently, inkjet printing is expanding even to developing countries. Taking into consideration planned overseas lower-cost production, we will expand the range of high-performance and more affordable products, meeting the needs of the respective regions. We will also strengthen our service channels to meet these regional needs and to promote further global development. Also by combining inkjet and cutting technologies, we will continue to develop products to enable more expressive sign art at lower costs.
Digital on-demand production systems for fast response small batch production.

“Any screen printing in all industries can be replaced with inkjet technology…”

According to this concept we are proposing a new business model utilizing our inkjet and cutting technologies from competitors in to provide value-added products with a short lead-time. Users’ demands are shifting from mass production to high-quality small lot production, which can express individually and be more customer-focused. Our development of digital printers serving the on-demand market enables short-run variable data production jobs and shortens turnaround times, thus reducing excessive inventories.

Additionally, UV-curable ink enables direct printing on non-coated plastics or acrylics. Adoption of UV-inkjet printers is increasing in industrial markets such as automotive industries, home electric appliances, furthermore gift and novelties, by offering print stations which can be incorporated into conventional systems. Mimaki’s inkjet technology will be considered to be a great innovation in numerous industrial fields in the near future.

Industrial Products

A flexible technology for any kind of industry expands business opportunities.
Designer's ideas will be more vividly expressed with powerful easy-to-use digital tools.

Mimaki’s digital textile printer won quick acceptance internationally soon after its launch. Customers in Europe have come to rely on our technology. This is because it can minimize the manufacturing process and widen the color range of textile printing. Designers’ ideas are turned into products in a few steps, and patterns and color variations that traditional textile printing could not produce are now achievable. Digital printing eliminates the need for screens, so that custom-made production is quick and easy.

Since textile printing requires more refined expression and uses various materials, new technology is also required in the pre/post-treatment processes. Together with Graphic Creation, a subsidiary engaging in print services, Mimaki will include know-how on the pre/post-treatment processes to provide users with a total solution. We will also promote on-demand print business like T-shirts near high consumption areas and develop textile printers with high productivity for existing end user retention. In this way we will help to create more digital innovation in the traditional printing industry.

Inkjet technology, which is supporting the modern fashion scene, can also respond flexibly to traditional cultures.
Compelling new products to fit the various needs of more and more industries. That is the innovative spirit of Mimaki.
Mimaki's development recaptures the history of innovation that has enabled it to be one step ahead.
The Mimaki Style
A collection of top engineers is the heart of Mimaki.

Engineers who thrive on the challenge to create new products gather at Mimaki’s Research & Development department to form the core of our company. R&D consists of more than one hundred eighteen members who specialize in mechanics, hardware, firmware, software, and chemicals. Around 7% of total revenue is dedicated to R&D providing the necessary support to create innovative new products every year.

For each development team, a project team is organized to bring the market demand into focus. Mimaki’s development style is to reach the final goal by maximizing each engineer’s specialty. We also develop our businesses as close to our users as possible. We put extraordinary emphasis on “Market-oriented” thinking. By doing so, we identify the various needs of our customers and continue to be innovative in delivering cutting edge technology.

We also opened an Inkjet Laboratory as a new business. Mimaki aims at developing new applications for inkjet technology in collaboration with different industries through pattern formation or coating of liquid.

EI is more respected than IQ here. Emotional Intelligence is necessary to create user-friendly products.
Mimaki’s machines enable customers to make their own high-quality products.

In the Manufacturing Department, each section of production—management, purchasing, manufacturing, production engineering, and quality assurance—is coordinated closely to produce high-quality products.

While maintaining the domestic production scale, Mimaki is increasing the manufacturing volume by the plant in China and is contributing to enhance Mimaki’s total cost competitiveness. The essential theme of Production Department is “Placing top priority on product quality.” Focusing on 4 themes “Q(quality), C(ost), D(elivery), S(peed)”, we produce large format and high performance products. Even though many different machines are in the product line, each machine is considered as an important work tool for a customer. Our priority is to manufacture our products with responsibility and pride in our brand.

We are working to establish a “One Week Production and Inventory Cycle” (OWPIC) production system that can immediately respond to fluctuations in worldwide demand by changing assembly and inventory planning on a weekly basis.

In our daily production, we emphasize “Visual Production Management” whereby a problem is promptly discussed in related work section teams. This speedy approach is one of Mimaki’s strong points and is a result of 100% in-house development and production. It provides confidence in our customers.
The sales department plays a vital role in communicating customers’ needs in order to develop new products quickly. Their task includes marketing, product planning, and proposal for products that can be utilized by customers. Our products are basically for B-to-B, not for B-to-C. Considering products’ applications, sales staff approach new fields for industries and propose new business opportunities. We propose our products as manufacturing systems, so our sales style is highly technical.

In addition, personal follow-up to end-users is necessary. In domestic sales, Mimaki has established Close-to-Customer sales channels through regional sales companies having direct contact with end users. We have opened Test centers where customers can evaluate our products with their own materials before purchase. In international sales, we are expanding the Mimaki brand by conducting marketing and customer support from our subsidiaries in Worldwide (USA, EU, etc.) and distributors. As global expansion proceeds, international communication is becoming very important for us.

- Approach new fields with a customer-focused attitude and a sense of urgency.
Support users by quick response and high-level techniques.

Customer Engineers

- Share real information from customers' and bring feedback into the next product development.
1975  August  Founded as a private limited company
       March  Opened Tokyo office in Tokyo
       May  Acquired as MINAMIENGINEERING CO., LTD.

1983  December  Started development of AJ 3d-pen printer
            under "Minola" brand name

1986  March  Started operation of Kazahara factory
         June  Opened Osaka sales office

1989  September  Opened Nagoya sales office
         June  Built an additional building in Kazahara factory,
              moved head office into it

1990  April  5  Opened sales offices at Fukui,
           Hiroshima, Sendai, Sapporo and Kansai

1991  October  January  Moved Tokyo branch office to Kichijigahama(Shinagawa),
                obtained a showroom

1994  March  Established MIMAKI ENGINEERING (SINGAPORE) CO., LTD.

1999  January  Resolved ISO 9001 certification
       September  Founded MIMAKI USA, Inc., in Dallas, Georgia

2003  January  Opened a showroom at Osaka sales office
       February  Moved MIMAKI USA, Inc., to Suwanee, Georgia
       June  Opened MIMAKI USA Boston sales office
       October  Opened Nagoya Development Center

2004  February  Opened MIMAKI USA Los Angeles sales office
       April  Founded MIMAKI PRICED
         April  Opened sales offices at Saitama, Kumamoto
         April  Founded MIMAKI-DROY P.R. in Amsterdam, The Netherlands

2005  May  Opened new headquarters building
       June  Acquired RITEC CO., LTD.

2006  September  Opened MIMAKI USA-Chicago sales office
         April  Acquired Techni-Craft

2007  August  Relocated head office to Shinagawa-Oda, Tokyo City
         August  Moved MIMAKI Precision CO., LTD.,
                to Shinagawa-Oda, Tokyo City

2008  March  Listed on NASDAQ Securities Exchange, Inc.

2010  April  Moved Mihama office to Matsumoto City, Toyama

2011  November  Founded PT, MIMAKI INDONESIA

2013  April  Founded MIMAKI AUSTRALIA PTY LTD
       April  Founded MIMAKI SINGAPORE PTE LTD.
       April  Opened Yuzon sales office
       June  Opened Kobe sales office
       July  Trade name Mekosan GmbH has changed to Mimiak Deutschland GmbH
         September  Opened Koneko sales office
         September  Opened Osaka sales office

2014  October  Opened Yokohama sales office

2015  October  Moved Osaka sales office
           November  Changed the listing of our stock markets to the first section of the Tokyo Stock Exchange
           May  Opened Hachioji Development Center