

MSA is interested in distributing other software products from Canada. The company claims to have good contacts with Japanese computer companies and can use these contacts to jointly bid custom software development jobs with Canadian companies. In this way, MSA can use software expertise from Canadian companies while it handles translation, market penetration and relations with Japanese companies that Canadian companies might otherwise be unable to handle.

In general, mission members responsible for this visit found the company to be very interested in Canadian software for distribution in Japan.

## **MITSUBISHI ELECTRIC CORPORATION**

### **Contacts**

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### **Products/Technology**

Mitsubishi is one of the giant electronics multinationals in Japan. It has over 50,000 employees and sales in excess of 2 trillion yen in semiconductors alone. Its main electronic products include semiconductors, ICs, diodes, hybrid ICs, satellite systems and rectifiers. It has 10 plants producing semiconductors: Fukuoka (full process bipolar ICs and discrete devices); Nadoaichi Electronic Co., (MOS ICs); Isahaya Electronic Services (finishing); Kita Itami Works (R&D and trials of VLSI); Kumamoto Works (64K DRAM, 256K DRAM, microcomputers, EPROM and Mask ROM); Nansui Electric Co., Ltd. (finishing process and memory); Saijo Factory (full production process for MOS ICs, 64K DRAM and 256K DRAM); Kochi Factory (full process for microcomputers - 4K, 8K and 16K); Otsu Electronics Co., Ltd. (MOS ICs); and Kanebo Kikuchi Electronic Co., Ltd. (testing of ICs and LSI).

After a peak of investment in R&D and new products and facilities of 70 billion yen in 1984, Mitsubishi has cut back its investment to about half that amount. Investments are now targetted on expansion of microprocessors and MOS memories (256K DRAMs). As well, it has plans to strengthen its ASIC activities with investments in Japan and German design centres.