

# A Japanese manufacturer of optical measuring instruments is looking for a sales agent and a distributor in the EU

## Summary

Profile type

**Business Offer**

Company's country

**Japan**

POD reference

**BOJP20260906001**

Profile status

**PUBLISHED**

Type of partnership

**Commercial agreement**

Targeted countries

**• All countries**

Contact Person

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Term of validity

**6 Sep 2026****6 Sep 2027**

Last update

**6 Sep 2026**

## General Information

Short summary

Specialized in optical measuring instruments spanning from visible range to near-infrared light sources cameras, this Japanese company is looking for EU distributors and agents to increase its presence in the European market.

### Full description

Established in 1971, the Japanese company has more than half a century of experience in the development, manufacturing, and sales of camera measuring instruments, lens measuring instruments, optical measuring instruments, and other measurement equipment for imaging devices.

One of the company's main products is its uniform light source box, which uses LEDs to provide stable luminance, a broad spectral distribution, and high uniformity of over 95%. These light source boxes are widely used in industries involving cameras and lenses, including digital cameras, security cameras, automotive applications, mobile phones, broadcasting, and imaging and sensing technologies for ADAS (Advanced Driver-Assistance Systems).

In addition to light sources in the visible (VIS) range, the company also provides near-infrared (NIR) light sources for applications involving hyperspectral cameras and other hyperspectral imaging technologies.

#### Standard features of the light source boxes

- Luminance & intensity feedback: built-in optical sensors continuously monitor and control the luminance and intensity to maintain stable output.
- Auto-calibration: luminance and intensity can be calibrated by connecting the company's luminance and intensity meter.
- Arbitrary luminance, intensity & color temperature reproduction: models equipped with a numeric keypad allow users to set the desired luminance, intensity, and color temperature levels.
- External communication functions: the light source boxes can be controlled remotely from external devices, such as PCs.

The Japanese company has already established a strong presence in the Asian optical measurement market and has sales experience in several European countries, including Germany, Norway, Belgium, the UK, and Sweden.

The company is currently looking to build long-term partnerships with EU distributors to expand its market presence and increase the market share of its products. The company is particularly seeking companies with experience in optical equipment, measurement instruments, camera testing, or related industries.

As a manufacturer with extensive experience in optical measurement technologies, the company can provide its future partners with the necessary technical support and expertise in optical measurement and imaging applications.

### Advantages and innovations

The company offers the following key advantages in the field of optical measurement compared to competitors.

- In-house development and extensive customization

The company is a system manufacturer that handles the entire development and manufacturing process in-house in Japan, from hardware design and optical system development to control software development and final manufacturing. This integrated capability enables the company to provide extensive customization to meet specific application requirements, such as adjusting the luminance range, modifying the light-emitting surface size, developing custom PC control software, and designing dedicated fixtures for its optical measuring equipment.

- Extensive experience with leading optical companies in Japan

The company has a strong market presence and extensive experience working with many of Japan's leading optical companies. This accumulated knowledge and expertise can be leveraged to support European optical companies as well as Japanese optical companies operating in Europe. The company can therefore provide proven solutions and technical know-how based on its experience in the Japanese market, helping international partners respond quickly and effectively to customer requirements.

### Technical specification or expertise sought

### Stage of development

### Sustainable Development goals

- **Goal 9: Industry, Innovation and Infrastructure**

### IPR Status

### IPR Notes

## Partner Sought

### Expected role of the partner

The company expects the EU partner to support its business expansion and the development of its optical measurement and evaluation light source products into the European market.

The main areas of cooperation the company envisages are as follows:

Sales and business development: introduce and promote products to potential customers in Europe, identify new business opportunities, and support customer communication and follow-up.

Marketing and promotion: introduce products through the partner's website and other marketing channels, and help increase awareness of products in the European market.

Ideal partners for the distribution service agreement would have experience in selling optical equipment in the EU market. In addition to sales experience, the company is looking for potential partners with strong technical knowledge of optical measuring instruments, particularly industrial light sources used for camera testing and image sensor evaluation.

#### Type of partnership

**Commercial agreement**

#### Type and size of the partner

- **SME <=10**
- **SME 11-49**
- **SME 50 - 249**
- **Big company**

## Dissemination

#### Technology keywords

#### Market keywords

- **08002002 - Industrial measurement and sensing equipment**
- **08003007 - Other industrial equipment and machinery**

#### Targeted countries

- **All countries**

#### Sector groups involved

## Media

#### Images



[Optical instruments](#)