

Sankyosha: Analog Solutions pave the way for the Smart World

From robotics to disaster prevention, from medical devices to advanced manufacturing, Sankyosha provides precise and reliable real world solutions through its customized analog circuit design technology and highly effective technical support.

“Our goal is to be recognized not only as an analog technology company, but as a company that solves real social problems through providing outstanding technical support for the drive systems that sustain physical AI,” says Toshiaki Kawanabe, president of Sankyosha, one of Japan’s leading analog solutions companies.

In recent decades, digital technologies have spread and can be easily replicated around the world. Meanwhile, Japan has been facing social challenges such as declining birth rates, an aging population, labor shortages, and frequent natural disasters, leading to increased demand for analog technology for robotics and mechatronics to replace human resources in all industrial fields. Thus, the country’s dominance in precision manufacturing and its focus on robotics, automation, and mechatronics have led it to have one of the largest electronics industries in the world.

Furthermore, the analog semiconductor market, which is essential for these achievements, is increasingly driven by the demand for advanced smart home technologies and IoT devices that prioritize convenience and energy efficiency, reflecting a wider cultural shift toward sustainability. In addition, the country’s aging population is catalyzing innovations in healthcare technology, leading to increased demand for semiconductors that enable remote monitoring and telehealth solutions. As a result, the analog semiconductor market is expected to reach an impressive annual growth rate of 6.03% (CAGR 2025-2030), which will elevate the market volume to US\$77.61bn by 2030, according to Statista Markets Insights. Additionally, Japanese companies account for approximately 30% of the global sales of semiconductor manufacturing equipment.

It is in this context that, since 1958, Sankyosha has been promoting innovation in the field of analog circuit design. With its unrivalled team of Japan’s top analog engineers, boasting over 20 years of experience in analog



TOSHIAKI KAWANABE
PRESIDENT OF
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design and real-world problem solving, Sankyosha offers analog circuit design solutions for drive systems that support physical AI. As Kawanabe explains, the company provides analog technology solutions that function as a physical hand: “This is physical AI. Even if AI and CPUs are the brain, sensors and analog technology are as essential as our hands and feet.” Since analog technology is indispensable for accurately addressing complex real-world problems such as heat and noise, it has become a crucial element in fields such as robotics, security, medical devices, and disaster prevention, especially in Japan, a country prone to natural disasters.

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but are designed jointly with the customer. From initial consultation to on-site engineering, the company offers deep technical collaboration that few other companies can match. By organizing Japan’s best group of analog circuit engineers as field application engineers (FAEs), Sankyosha’s team can solve all kinds of customer analog circuit problems using their comprehensive knowledge and skills.

In the near future, Sankyosha hopes to continue expanding its formula of Japanese precision manufacturing and global technology (e.g., artificial intelligence, software technologies and the leading edge of analog technology) through global partnerships, whether in distribution, joint development, capital alliances, or technology exchange. “Our goal is to create unparalleled innovations, leveraging our more than 20 years of experience in analog integrated circuits. We welcome those who are interested in collaborating to bring analog technology solutions to new markets,” says Kawanabe. By combining the unique advantages of analog expertise, such as precision and reliability, with the exciting possibilities of new technologies, Sankyosha hopes to continue leading purpose-driven innovation for many years to come. As its CEO says, “We’re not just offering products, but solutions deeply rooted in field experience and craftsmanship.” ■

Another key component of Sankyosha’s success is its fusion of analog expertise in the field with modern DX and AI platforms to offer scalable, high-precision support to SMEs throughout Japan, as well as in Hong Kong and Singapore. For example, the company uses DX to establish comprehensive delivery date management and has a technical database of real-world cases containing more than 20,000 field-proven solutions gathered over decades, which have now been integrated into AI-based tools to provide instant, contextual support. Furthermore, Sankyosha’s solutions are not just components,