

# BUSINESS FINLAND

MARITIME OFFSHORE  
DIRECTORY JAPAN

KOICHI TANAKA,  
BUSINESS FINLAND

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# OVERVIEW

In terms of total orders for new ships Japan was in 3<sup>rd</sup> position during the end of year 2019. In light of big mergers in China and South Korea, the Japanese Central Government, lead by MLIT, is currently thinking about merging the 15 largest shipbuilders in Japan into one big group, in order to compete more effectively in the global market.

The slides shown in this directory provide a snapshot of companies in various categories that are regarded as interesting for Finnish maritime suppliers.

The categories are as follows:

Section	Category
1	Shipbuilders
2	General Trading Companies
3	Specialized Trading Companies, for ship machineries and aux parts
4	Shipping Companies

# 1. SHIPBUILDERS

# SHIPYARD IMABARI SHIPBUILDING



Ship lifecycle  
Services

Offshore  
Engineering

Purchase &  
Sale of  
merchant ships

Ship  
manufacturing

Ship Design

Web-site	<a href="http://www.imazo.co.jp/">http://www.imazo.co.jp/</a>
Location	Imabari, Ehime Prefecture, Japan
Ownership	Family business owned and ran by the Higaki Family
Type of ships	Bulk Carriers, Container Carriers, Tankers, Woodchip Carriers, LNG carrier Special Cargo Carriers, Car Ferries and Car & Truck carriers
Company information	Largest shipbuilder in Japan and originally established in 1901, also owns many subsidiaries in the shipping industry, specializing in f.ex. leasing. In 2020 agreed to form a Joint Venture with Japan Marine United, the second biggest shipbuilder in Japan, to cover approximately 10% of the total shipbuilding market share in the world
Contact information	+81(0) 898-36-5000
Business potential for Finnish suppliers	Ship machinery and equipment



# SHIPYARD JAPAN MARINE UNITED



Marine  
Equipments

Ship lifecycle  
Services

Offshore  
Engineering

Purchase &  
Sale of naval &  
merchant ships

Ship  
manufacturing

Ship Design

Web-site	<a href="http://www.jmuc.co.jp/en">http://www.jmuc.co.jp/en</a>
Location	Yokohama, Kanagawa Prefecture, Japan
Ownership	Majority owned by JFE Holdings inc & IHI Corporation
Type of ships	Container carrier, Tanker, Bulk carrier, LNG carrier, Pure Car Carrier, Offshore support vessel, Cruise ship and car ferry & Special ship and small boat
Company information	Second biggest shipbuilder in Japan, the Japan Marine United was born through the merger of Universal Shipbuilding Corporation and IHI Marine United Inc., and these two shipbuilding companies have always been in the leading position in the Japanese shipbuilding industry. In 2020 agreed to form a Joint Venture with Imabari Shipbuilding, the second biggest shipbuilder in Japan, to cover approximately 10% of the total shipbuilding market share in the world.
Contact information	+81(0)-452-64-7200
Business potential for Finnish suppliers	Ship machinery and equipment, Ship design tools and consulting, Ice going ships

# SHIPYARD NAMURA SHIPBUILDING



Ship Repairs

Bridge Building

Onshore Steel  
Structures

Purchase &  
Sale of  
merchant ships

Ship  
Manufacturing

Ship Design

Web-site	<a href="https://www.namura.co.jp/en/index.html">https://www.namura.co.jp/en/index.html</a>
Location	Nishi, Osaka Prefecture, Japan
Ownership	Publicly listed corporation
Type of ships	Tanker, product carrier, bulk carrier, ore carrier, LPG Carrier
Company information	Founded in 1911 and has since then branched out to ship repairing, machinery, and metal structures. However, main focus still remains on newbuilds. Group includes many companies specializing in inspections, conversion, refitting and leasing among other. Bought Sasebo Heavy Industries in 2014.
Contact information	+81(0)-665-43-3561
Business potential for Finnish suppliers	Ship machinery and equipment

# SHIPYARD TSUNEISHI SHIPBUILDING



Ship repairs

Purchase &  
Sale of  
merchant ships

Ship  
manufacturing

Ship Design

Web-site	<a href="https://www.tsuneishi.co.jp/english/">https://www.tsuneishi.co.jp/english/</a>
Location	Tsuneishi, Hiroshima Prefecture, Japan
Ownership	Owned by Tsuneishi Group
Type of ships	Bulk carrier, Container carrier & Tankers.
Company information	Founded as a builder of wooden ships in 1917, currently the market leader and recognized standard in the bulk carrier ship types. A global player who expanded to the Philippines in the 1990's and later on also to China and Paraguay, providing ships from both domestic and foreign shipbuilding yards. Formed business cooperation agreement with Mitsui E&S Shipbuilding in the commercial ship business field in 2018.
Contact information	+81(0)-849-87-1101
Business potential for Finnish suppliers	Ship machinery and equipment

# SHIPYARD OSHIMA SHIPBUILDING



Agriculture

Onshore Steel  
Structures

Purchase &  
Sale of  
merchant ships

Ship  
manufacturing

Ship Design

Web-site	<a href="https://en.osy.co.jp/">https://en.osy.co.jp/</a>
Location	Oshima, Nagasaki Prefecture, Japan
Ownership	Private company
Type of ships	Bulk carrier, Wood-chip carrier, LNG carrier
Company information	Established in 1973 as a Joint Venture between Sumitomo Corporation, Sumitomo Heavy industries and Daizo Corporation. The company is specialized in bulk carriers, especially in the handymax and panama sizes, but also does handysize as well as builds some coal carriers. All of these can be found with various designs.
Contact information	+81(0)-959-34-2711
Business potential for Finnish suppliers	Ship machinery and equipment



# SHIPYARD MITSUI ENGINEERING & SHIPBUILDING



**mitsui E&S**

Onshore Steel  
Structures

Ship Repair

Sales of Ship  
engines, systems  
& software

Purchase &  
Sale of naval &  
merchant ships

Ship  
Manufacturing

Ship Design

Web-site	<a href="https://www.mes.co.jp/english/">https://www.mes.co.jp/english/</a>
Location	Tsukiji, Tokyo Prefecture, Japan
Ownership	Publicly listed corporation
Type of ships	LNG carrier, Bulk carrier, Tanker, High-speed vessels, destroyers & patrol ships
Company information	Established in 1917 as the shipbuilding entity to one of the largest general trading companies, Mitsui & Co. Spun out and listed on its own in 2018- Focused mainly on shipbuilding, but also on manufacture and distribution of engines, industrial machines and steel structures ranging from bridges & cranes to plants. Formed business cooperation agreement with Tsuneishi Shipbuilding in the commercial ship business field in 2018.
Contact information	+81(0)-335-44-3133
Business potential for Finnish suppliers	Ship machinery and equipment, Ship design tools and consulting, Offshore structure

# SHIPYARD SHIN KURUSHIMA DOCK



Ship lifecycle  
Services

Ship repairs

Purchase &  
Sale of  
merchant ships

Ship  
manufacturing

Ship Design

Web-site	<a href="http://www.skdy.co.jp/english/">http://www.skdy.co.jp/english/</a>
Location	Marunouchi, Tokyo Prefecture, Japan
Ownership	Private company
Type of ships	Bulk carrier, car carrier, RORO ships, chip carrier, container carrier, refrigerated cargo carrier, LPG and LAG carrier, cement carrier & Tanker
Company information	Focuses on energy efficiency in transportation and in high level environmentality & sustainability in both features and operation methods. Product lineup currently focuses mostly on high value-added ships, especially proud and top of the line are their car carriers as well as their tankers.
Contact information	+81(0)-352-24-8661
Business potential for Finnish suppliers	Ship machinery and equipment,

# SHIPYARD KAWASAKI SHIPBUILDING CORPORATION



Sales of Ship  
engines, systems  
& software

Ship lifecycle  
Services

Offshore  
Engineering

Purchase and  
Sale of naval &  
merchant ships

Ship  
manufacturing

Ship Design

Web-site	<a href="http://global.kawasaki.com/en/">http://global.kawasaki.com/en/</a>
Location	Chuo, Kobe Prefecture, Japan
Ownership	Subsidiary of Kawasaki Heavy Industries
Type of ships	LNG Carrier, LPG Carrier, container carrier, bulk carrier, car carrier, RORO ship, tanker, research vessels, high-speed ships, submarines & destroyers
Company information	The shipping industry is at the root of Kawasaki Heavy Industries formation already in 1878 and has from the grown to become the current massive conglomerate. In shipbuilding they're present in an extremely wide array of segments, both with their own ships as well as assisting functions with engines, propulsion systems etc.
Contact information	+81(0)-783-71-9530
Business potential for Finnish suppliers	Ship machinery and equipment, Ship design tools and consulting

# SHIPYARD MITSUBISHI SHIPBUILDING



Ship Repairs

Offshore  
Engineering

Purchase and  
Sale of naval &  
merchant ships

Ship  
manufacturing

Ship Design

Web-site	<a href="http://www.msb.mhi.co.jp/en/">http://www.msb.mhi.co.jp/en/</a>
Location	Yokohama, Kanagawa Prefecture, Japan
Ownership	Subsidiary of Mitsubishi Heavy Industries
Type of ships	Ferries, Cargo carriers, RORO ships, module carrier, special-purpose vessels & patrol ships
Company information	Spun into its own company only at the start of 2018, though shipping at Mitsubishi runs back to 1884. Involved in Maritime logistics, resources, ocean leisure and maritime safety. Mitsubishi Shipbuilding is also very much involved in environmentally friendly endeavours in the shipping industry. Many ready made designs and manufacturing process enables customization to a great extent.
Contact information	-
Business potential for Finnish suppliers	Ship machinery and equipment, Ship design tools and consulting, special purpose ships

# SHIPYARD SASEBO HEAVY INDUSTRY



Sale of ship  
machinery

Ship repair

Purchase and  
Sale of naval &  
merchant ships

Ship  
manufacturing

Ship Design

Web-site	<a href="http://www.ssk-sasebo.co.jp/ssk/us/business/shinzosen/index.html">http://www.ssk-sasebo.co.jp/ssk/us/business/shinzosen/index.html</a>
Location	Sasebo, Nagasaki Prefecture, Japan
Ownership	Subsidiary of Namura Shipbuilding
Type of ships	Bulk carrier, tanker, general cargo carrier, refrigerated cargo carrier, Coal carrier, RORO ships, container carrier, LPG carrier
Company information	Established in 1946 into a former naval base, has since expanded and specialized in bulk carriers as well as tankers, especially in the medium and large segment. Became a subsidiary of Namura Shipbuilding in 2014 and now handles ship repairs for Namura. Aims to currently expand their reach in the ship repair business and increase competitiveness.
Contact information	+81(0)-956-25-9160 <a href="mailto:Docksas.sale@ssk-sasebo.co.jp">Docksas.sale@ssk-sasebo.co.jp</a>
Business potential for Finnish suppliers	Ship machinery and equipment

## 2. GENERAL TRADING COMPANIES







# MAIN GENERAL TRADING COMPANIES IN THE MARITIME INDUSTRY





Company	Website	Focus
 <b>MITSUI &amp; CO.</b>	<a href="https://www.mitsui.com/jp/en/index.html">https://www.mitsui.com/jp/en/index.html</a>	<ul style="list-style-type: none"> <li>• Mainly in maritime through Mitsui Engineering and Shipbuilding, though it spun into its own public corporation</li> <li>• Owns Orient Marine Co.(Japan), operates in chartering, secondhand sales, management &amp; supervision</li> <li>• Owns OMC Shipping (Singapore), operates in shipowning</li> </ul>
 <b>Sumitomo Corporation</b>	<a href="https://www.sumitomocorp.com/en/jp">https://www.sumitomocorp.com/en/jp</a>	<ul style="list-style-type: none"> <li>• Established Oshima Shipbuilding through a joint venture in 1973</li> <li>• Sumitomo Heavy Industries manufactures 1 medium-size general purpose tanker</li> </ul>
 <b>ITOCHU</b>	<a href="https://www.itochu.co.jp/en/">https://www.itochu.co.jp/en/</a>	<ul style="list-style-type: none"> <li>• As a trading company involved in brokering new and old ships, financing, chartering. Also transporting projects for LNG and LPG</li> <li>• Itochu Logistics Corp handles ocean freight forwarding in the shipping industry</li> </ul>
<b>Marubeni</b>	<a href="https://www.marubeni.com/en/">https://www.marubeni.com/en/</a>	<ul style="list-style-type: none"> <li>• Ownership and chartering of LNG carriers</li> <li>• Sale and purchase, chartering, and ownership of merchant ships</li> <li>• Collaborator in offshore business projects</li> </ul>
 <b>TOYOTA TSUSHO CORPORATION</b>	<a href="https://www.toyota-tsusho.com/english/">https://www.toyota-tsusho.com/english/</a>	<ul style="list-style-type: none"> <li>• Shipping handled through Toyotsu Logistics Service</li> <li>• Also participating in marginal shipbuilding, mainly in overseas Japanese shipyards</li> </ul>
 <b>sojitz</b>	<a href="https://www.sojitz.com/en/">https://www.sojitz.com/en/</a>	<ul style="list-style-type: none"> <li>• Sojitz Marine and Engineering corporation: importing, exporting, and selling marine vessel machinery and shipbuilding equipment</li> <li>• new vessel construction, buying and selling aged marine vessels, arranging chartered vessels, and managing operations of marine vessels.</li> </ul>

# 3. SPECIALIZED TRADING COMPANIES, FOR SHIP MACHINERIES AND AUX PARTS

# MAJOR SPECIALIZED TRADING COMPANIES, FOR SHIP MACHINERIES AND AUX PARTS




Company	Website	Snapshot
	<a href="http://www.nyk-trading.com/eng/">http://www.nyk-trading.com/eng/</a>	<ul style="list-style-type: none"> <li>Fuel, lubrication oil, machine instrumentation, and maintenance services for the ships lifetime</li> </ul>
	<a href="http://www.fujitrading.co.jp/english/">http://www.fujitrading.co.jp/english/</a>	<ul style="list-style-type: none"> <li>Construction of ship-shore communication systems, supply of machinery &amp; equipment and its spare parts to overseas ports &amp; plants.</li> </ul>
	<a href="http://www.english.tomco.co.jp/">http://www.english.tomco.co.jp/</a>	<ul style="list-style-type: none"> <li>Importing and selling diesel engines.</li> <li>Various positive displacement rotary pumps, double diaphragm pumps, flow meters, powder conveyers, dispersing emulsifier machines, versators, and tube-cleaning machines.</li> </ul>
	<a href="https://www.hisaka.co.jp/english/">https://www.hisaka.co.jp/english/</a>	<ul style="list-style-type: none"> <li>Plate Heat Exchanger manufacturing for shipbuilding</li> </ul>

# MAJOR SPECIALIZED TRADING COMPANIES, FOR SHIP MACHINERIES AND AUX PARTS

Company	Website	Snapshot
	<a href="http://www.taiyo-electric.co.jp/english/">http://www.taiyo-electric.co.jp/english/</a>	<ul style="list-style-type: none"> <li>• Tailored electric equipment and machinery for a large variety of vessels, from fishing boats and small vessels for coastal service, to large tankers such as VLCC.</li> <li>• Generators, various electric motors, ventilation fans, switchboards, starters and engine control consoles. System products such as thyristor-type shaft generating systems and inverter control systems.</li> </ul>
	<a href="https://www.nakashima.co.jp/eng/">https://www.nakashima.co.jp/eng/</a>	<ul style="list-style-type: none"> <li>• Optimized, integrated propellers for all types of vessels from small-size motorboats, fishing vessels, and pleasure boats to large-size commercial vessels such as tankers,</li> </ul>
	<a href="https://www.motech.co.jp/en/">https://www.motech.co.jp/en/</a>	<ul style="list-style-type: none"> <li>• Propeller Boss Cap Fins as a flagship product</li> <li>• Additionally fuel oil and lubricants, various equipment, materials, parts, and communication equipment for the ships.</li> </ul>
	<a href="https://www.ihl.co.jp/en/">https://www.ihl.co.jp/en/</a>	<ul style="list-style-type: none"> <li>• Wide variety of power generating products including gas turbines, diesel engines and gas engines with simple-cycle, co-generation and combined-cycle power systems.</li> <li>• Turbocharger machinery for various vessels</li> </ul>

# 4. SHIPPING COMPANIES

# MAJOR SHIPPING COMPANIES

Company	Website	Snapshot
	<a href="https://www.kline.co.jp/en/corporate/policy.html">https://www.kline.co.jp/en/corporate/policy.html</a>	<ul style="list-style-type: none"> <li>• Integrated shipping company with an extremely large variety of vessels.</li> <li>• Also has a diversified logistics business including air and land transport as well as warehousing</li> </ul>
	<a href="https://www.mol.co.jp/en/">https://www.mol.co.jp/en/</a>	<ul style="list-style-type: none"> <li>• Massive fleet includes bulk carriers, LNG carriers, RoRo Car Carrier ships, tankers, container ships (among which MOL Triumph is the 4th largest containership in the world), and container terminals.</li> </ul>
	<a href="https://www.nyk.com/english/">https://www.nyk.com/english/</a>	<ul style="list-style-type: none"> <li>• The biggest shipping company in Japan, boasting a large range of vessels for any kind of transportation a client would need</li> </ul>