



Corporate philosophy

Fuji Trading aims to continually contribute to society as a strong and unique international company and to be an attractive company where people can be proud to work.



Fuji Trading move forward with the targets of SDGs (Social Development Goals) set by the United Nations.



The two pillars that support Fuji Trading

MARINE LOGISTICS HEADQUARTERS



Marine Logistics Headquarters

- Supply Network Division
- Machinery Services Division
- Techno-Network Division

Liquor & Food Headquarters

- Liquor & Food Marketing Division

LIQUOR & FOOD HEADQUARTERS



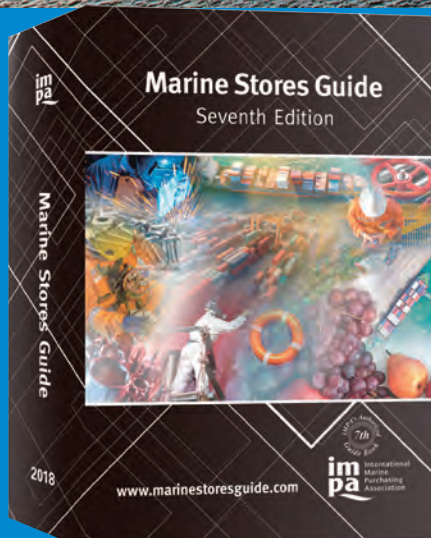
We Support Safety Operation of Global Logistics

Providing marine services to customers throughout the world

Marine Logistics Headquarters is composed of 3 divisions : Supply Network Division supplies marine stores and provisions to ships sailing all over the world, Machinery Services Division provides machinery spare parts essential to ships/plants around the world and Techno-Network Division sells machinery & equipment and renders maintenance services for ships. Effectively making use of our 3 services – “Information, Procurement and Logistics”, we search in detail for customers next needs to meet their requirements in full and propose an individual plan for each customer.



Kanagawa Shimbun



Marine Stores Guide

In 1974 we published “Marine Stores Guide”, a product guide utilizing Fuji Trading’s unique 6-digit codes. Highly appreciated in the shipping industry worldwide, the guide was in 1993 renamed “IMPA Marine Stores Guide” through our partnership with IMPA (International Marine Purchasing Association).

All the products in the guide are translated into 5 languages - English, Spanish, Chinese, Russian and Japanese together with photos as well as descriptions, and a 6-digit product code is allocated to each size available. This guide has been used not only by ships navigating the world, but also widely used by shipping companies, ship management companies, shipyards, marine equipment manufacturers and ship’s suppliers in many countries when handling orders for marine stores items.



Best service in Marine Supply worldwide

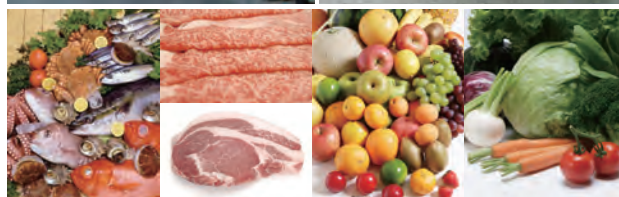
Marine Logistics Headquarters: **Supply Network Division**

SUPPLY NETWORK DIV.

Supply Service Dept. Yokohama / Supply Service Dept. Kobe

Developing overseas offices/bases to meet market needs and provide services to customers on a global scale.

Having long history since its establishment in 1953, Supply Network Division provides customer ships with marine stores and provisions essential to their navigation. It has bases in Yokohama, Kobe and Moji in Japan, and continues to render supply services at ports and harbours throughout the country. Through the Fuji group network, we meet and deal with a wide range of needs. At all other main ports, we fulfill our customers needs through our contracted suppliers, therefore, you can depend on our reliable supply service at all the ports worldwide.



Taking advantage of IT technologies, continue to improve speed and quality of our services

We have always tried to implement the latest IT technology since 1970's. In 2011 we opened our 24 hours back-office in Manila which enable us to respond to customers quickly. Now we automate daily operations by RPA, make use of API and EDI, learning procurement data by AI, and auto-read the data by OCR. We will drastically improve our operational efficiencies to speed up and ensure our service to customers.

Continuing to actively develop new markets and products

Supply Network Division has been evolving with the changes in the market. In the future we will continue to evolve in accordance with the changes in the world and positively continue to develop new markets such as in offshore fields among other aspects. Simultaneously, we will carefully market and monitor the strict demands of our customers by making full use of our many years experience and offer high-quality and eco-friendly new products and services to them. With continuously adding new value, Supply Network Division will ensure the safe and comfortable navigation of ships worldwide.

Supply Management Service Dept.

In addition to “Catering Services”, we also support further Cost Reduction for the procurement of “Ship Stores and Spare Parts”.

Supply Network Division started “Catering Services” in earnest from 2016 to support the procurement of ship’s foodstuffs fully taking advantage of its many years’ experience and Fuji Group’s world-wide network.

We will also use this know-how to develop services for the procurement of “Ship Stores and Spare Parts” on behalf of customers. Pursuing cost reduction and quality control, we support the operation management for our customers.



Workload Reduction

In accordance with Master’s request, our earnest staff members of Manila Office compare prices at each port, make arrangements, control budget and monitor inventory, which will ease off some of busy Master’s burdens. As a result, Master will be able to concentrate on safe navigation and cargo operation of the ship.

Cost Reduction

This system will reduce the cost by comparing prices at each port and propose a supply at lowest possible prices. At the same time, we will keep transparency of the cost. Provisions are supplied in a cashless manner and invoices are issued once a month in single currency. Less remittance work at each port will retrench bank charges and handling fees to the agent.

Monthly Report/Data for Management

We can produce various report/data on budget, transition of consumption and inventory etc. in accordance with our customer’s request, and monthly submit them to the Master and Management Company for analysis and improvement.

| SHIP'S OWNER INVENTORY | | | | | | | | | | | FORM-004 |
|---------------------------------------|-------------------------|------------------|--------------|---|------------------|---------------------------------|---------|------------------------|-----------|---------|----------|
| VESSEL NAME | | | | DATE: | | | | | | | |
| ITEM HEADER | AUGUST INVENTORY AMOUNT | FIRST PURCHASED | | | SECOND PURCHASED | | | THIRD PURCHASED | | | R.O.B. |
| | | DATE | PORT NAME | AMOUNT | DATE | PORT NAME | AMOUNT | DATE | PORT NAME | AMOUNT | |
| 1 SUBTOTAL OF MEAT | \$109.82 | 30-Aug-18 | THAILAND, CH | \$90.00 | | | \$30.00 | | | \$0.00 | \$189.84 |
| 2 SUBTOTAL OF PROCESSED MEAT | \$0.00 | 30-Aug-18 | THAILAND, CH | \$0.00 | | | \$0.00 | | | \$0.00 | \$0.00 |
| 3 SUBTOTAL OF POULTRY | \$0.00 | 30-Aug-18 | THAILAND, CH | \$0.00 | | | \$0.00 | | | \$0.00 | \$0.00 |
| 4 SUBTOTAL OF FISH | \$0.00 | 30-Aug-18 | THAILAND, CH | \$0.00 | | | \$0.00 | | | \$0.00 | \$0.00 |
| 5 SUBTOTAL OF VEGETABLES & FRUITS | \$0.00 | 30-Aug-18 | THAILAND, CH | \$0.00 | | | \$0.00 | | | \$0.00 | \$0.00 |
| 6 SUBTOTAL OF FROZEN VEGETABLES | \$0.00 | 30-Aug-18 | THAILAND, CH | \$0.00 | | | \$0.00 | | | \$0.00 | \$0.00 |
| 7 SUBTOTAL OF RICE & FLOUR | \$0.00 | 30-Aug-18 | THAILAND, CH | \$0.00 | | | \$0.00 | | | \$0.00 | \$0.00 |
| 8 SUBTOTAL OF BREAD & DAIRY | \$0.00 | 30-Aug-18 | THAILAND, CH | \$0.00 | | | \$0.00 | | | \$0.00 | \$0.00 |
| 9 SUBTOTAL OF BOTTLED & TINNED | \$0.00 | 30-Aug-18 | THAILAND, CH | \$0.00 | | | \$0.00 | | | \$0.00 | \$0.00 |
| 10 SUBTOTAL OF SAUCES, SPICES & HERBS | \$0.00 | 30-Aug-18 | THAILAND, CH | \$0.00 | | | \$0.00 | | | \$0.00 | \$0.00 |
| 11 SUBTOTAL OF ALCOHOL & SWEETS | \$0.00 | 30-Aug-18 | THAILAND, CH | \$0.00 | | | \$0.00 | | | \$0.00 | \$0.00 |
| 12 SUBTOTAL OF MISCELLANEOUS ITEMS | \$0.00 | 30-Aug-18 | THAILAND, CH | \$0.00 | | | \$0.00 | | | \$0.00 | \$0.00 |
| SUB TOTAL ABOVE PROVISION | \$109.82 | | | \$90.00 | | | \$30.00 | | | \$0.00 | \$189.84 |
| ADJUSTMENT FOR DECIMALS | | | | | | | | | | | |
| GRAND TOTAL: | \$109.82 | | | \$90.00 | | | \$30.00 | | | \$0.00 | \$189.84 |
| VESSEL DETAILS | | | | TOTAL CONSUMPTION: | | | | CREW CONSUMPTION COST: | | | |
| NO. OF CREWS: | 24 | ADD/REDUCE (-/+) | | TO BE FILL UP BY VESSEL IN CASE OF CREW OVER LAPPING. | | DEDUCT ITEMS: | | EXTRA MEALS: | | OTHERS: | |
| NO. OF DAYS: | 31 | | | | | JOINING/CHARTERER OFFICE VISIT: | | EXTRA MEALS: | | OTHERS: | |
| RATE/DAY: | \$8.00 | | | | | | | | | | |
| BUDGET THIS MONTH | \$5,952.00 | | | | | | | | | | |
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Worldwide Spare Parts Supply Service

Marine Logistics Headquarters: **Machinery Services Division**



MACHINERY SERVICES DIV.

Machinery Services Department

No.1 dealing volume of ship's spare parts for more than 40 years.

Machinery Services Department is supplying Japanese spare parts to ships sailing around the world. We deal in spare parts for every kind of machinery equipment installed aboard ships, to name but a few; engines – the hearts of ships as well as pumps, boilers, purifiers, deck machinery, navigation equipment. We support safe navigation of ships in the background by supplying indispensable parts timely and safely.

For more than 40 years, we have kept our position as the No.1 spare parts supplier. Thanks to the largest dealing volume and our strong policy to supply only genuine parts for proper maintenance, we have built indestructible trusting relationships with more than 800 manufacturers. Our annual purchasing volume exceeding any other company is extremely highly rated by them, which enables us to offer the most reasonable prices with the manufacturer's warranty and technical support. We are confident to say that we can supply genuine parts at the best prices with the best conditions.

In emergency cases, we can arrange fast and urgent shipment at

low cost in close cooperation with Fuji Transport Systems, who is a member of our group companies located at the same site.

Our well-experienced service has been recognized by overseas oil majors, who have in turn selected us as their exclusive partner for parts procurement. Now, our spare parts supply service is provided not only to ships but also to offshore fields such as drilling ships and offshore structures, to which we supply high-quality genuine parts that passed strict standards together with manufacturer's warranty.



“Fuji’s Network” is “Your Network”.



There is one more reason why our company is continually chosen. This is because we are able to provide not only parts but also a wide range of services in good cooperation with our overseas group companies. By making full use of our global network, we also provide other services derived from the spare parts supply, such as sales of machinery equipment to shipyards and dispatch of service engineers to various places in the world.

This has helped us to build close relationship with manufacturers and allows us to provide parts with the best terms and conditions. Using the trusting relationship that our overseas group companies/offices have built with local customers, our network is also used as overseas sales bases by Japanese manufacturers. It is possible to expand the scope of overseas business by utilizing the trust and the network that we have built around the world. The services provided only by Fuji Trading with world-wide network can also be used to expand “your network”.

Plant Machinery Sales Department

Contributing to safe operations through sales of parts and equipment to plants around the world.



We started this business in 1988 as a procurement contractor of Exxon Oil (now Exxon Mobil) for Japanese plant machinery equipment and parts essential to their large-scale onshore plants. Since then, we have expanded our business with various kinds of onshore plants located in all parts of the world.

Meeting highly varied customer needs

Our customers are in various industries such as petrochemical, electric power, gas, fertilizer, iron, etc. We have expertise to meet wide range of their demands, and provide services to fully satisfy our customers.

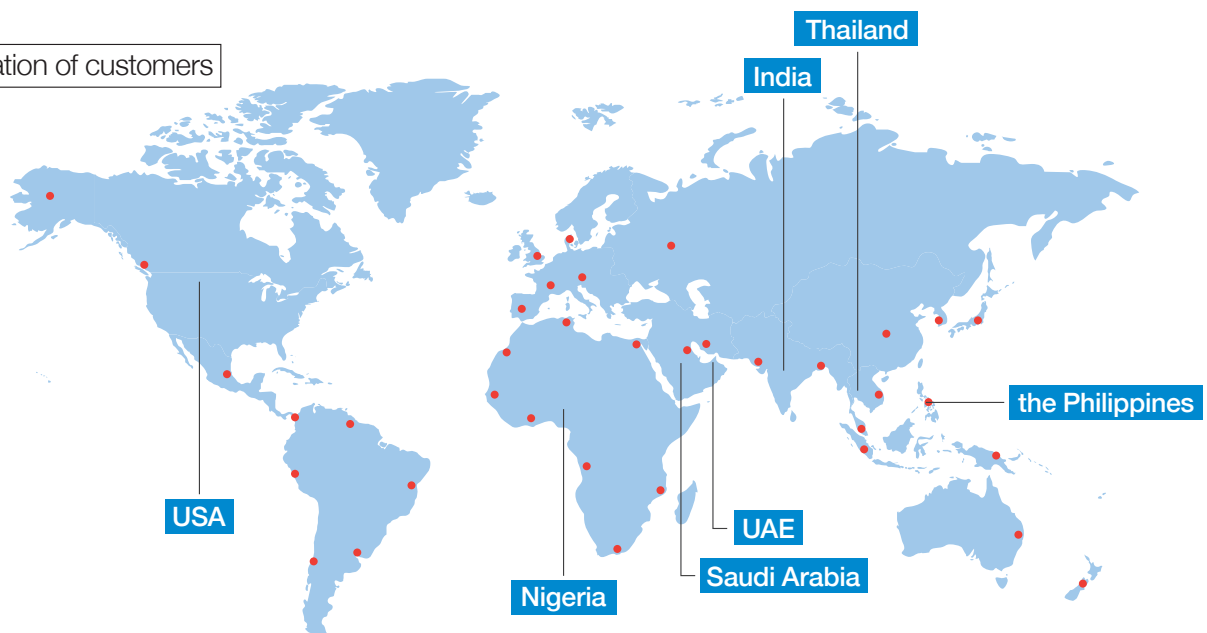
A bridge between customers and manufacturers

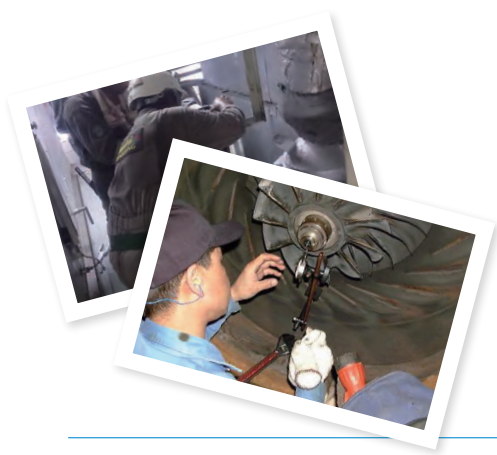
Between several hundred customers and manufacturers, we are doing our very best to create attractive transactions for both parties by fully utilizing our extensive experience, computer systems and logistics know-how.

Group network

The Fuji Group network enables us to provide fast and timely services to the customers at the same time enabling manufacturers to make use of our overseas group companies services.

Location of customers





Providing reliable technologies and products around the world

Marine Logistics Headquarters: **Techno-Network Division**

TECHNO-NETWORK DIV.

Engineering Department

■ **Highly-experienced engineers support you worldwide with their expertise**



Engineering Department provides a wide range of technical services which are essential to ensure smooth operation of ships. Our highly-experienced marine engineers are continually learning the latest technologies to offer best possible maintenance service to ships and work on a worldwide basis.

In addition to general afloat repair, repair of machinery equipment installed aboard ships and reconditioning of engine parts, we are engaged in agency work for crane loading test by water bags, annual inspection of lifeboats/davits, overseas drydocking, among others.

At the same time, in liaison with manufacturers, we create training programmes and carry out training at each manufacturer in order to educate and train competent engineers and assign them to our overseas bases. By fully making use of the Fuji Group network and our rich experience accumulated to date, we offer speedy and high-quality services.

Machinery & Equipment Sales Department

■ **Selling marine equipment as a bridge between customers and manufacturers**

Hand in hand with Japanese marine manufacturers, Machinery & Equipment Sales Department sells and supplies machinery equipment to be installed aboard ships and floating facilities to overseas shipyards, engineering companies and shipping companies.

This department focuses on sales of machinery equipment needed for high value-added vessels, principally LNG carriers for which demands have been growing recently, and floating facilities such as FSO (Floating Storage and Offloading system), FPSO (Floating Production, Storage

and Offloading system), FSRU (Floating Storage and Regasification Unit) and FLNG (Floating Liquefied Natural Gas unit), and has achieved satisfactory results.

Further, by utilizing the group network, we actively work on expanding sales in emerging markets (such as China, Brazil, etc.) and handle a wide range of marine equipment to meet customer needs, including overseas products.



A Harmony of “Oishii” to the World

We are distributors of “Oishii” from around the world,
with focus on the next generation.
Whether it is food loved by the locals,
the most talked-about food, or healthy food,
we deliver them to our customers with speed.
Collaborating with various producers to keep the promises
of safety, assurance, and quality.
We are the “Food Conductor”, playing a harmony of “Oishii”
with diverse food from around the world
to make everyone smile.



A Harmony of “Oishii” to the World



Liquor & Food Headquarters: **Liquor & Food Marketing Division**

LIQUOR & FOOD MARKETING DIV.

Utilizing a procurement network spanning some thirty countries through Marine Supply business and leveraging a global network of suppliers, we have developed new products and sourced new services that are in high demand to the Japanese market. Building on this extensive knowledge and experience, we are also introducing

Japanese food items that are in high demand in international markets, as part of its commitment to serve world markets.

The “Food Conductor” symbolizes each and every member of Fuji Trading, playing a harmony of “Oishii” with food from worldwide.

01 Import

The core business focuses on importing “Oishii” or “delicious” foods from around the world. Since entering the import business in 1987, and through an extensively developed network of global partners, subsidiaries, and liaison offices, we have been able to procure “Oishii” foods from around the world, including wines, beers, and liquors, and packaged foodstuffs with high quality flavor.

02 Export

With the experience gained through our import business, we are now offering the export of Japanese foods. There are many high quality and delicious Japanese foods! We feel it is an important part of our mission to introduce these “Oishii” foods to international markets.

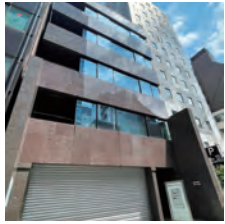
03 Import of Raw Materials

As part of our mission to deliver “Oishii” foods, we import not only manufactured foods but also raw materials. These raw materials are used by the Japanese food industry to produce products that are flavored to meet the tastes of the Japanese consumer – further enhancing the “Oishii” experience. We continue to think of new and innovative ways in which flavors can be experienced both locally and worldwide.



Global-scale Network





Tokyo Office



Yokohama Head Office



Message

Greetings



President
Yu Fukada

Ever since its founding, Fuji Trading has consistently worked to meet customers' expectation and satisfaction as their "Service Provider".

We have built up a world-wide network of local subsidiaries and offices in more than 10 countries, and by effectively making use of our basic functions of "Information", "Procurement" and "Logistics", enhanced our various and broad range of services.

For the marine business, we have constructed a system which enables us to provide services at any time and at any place through our global network, and we have made all efforts for anticipating our customers' needs.

At the same time, as a front runner of the shipping industry, we have continued to offer even more trusted and high-quality services sharing severe cost-consciousness in the industry with our mission to support safe navigation of ships, which, to our great pleasure, has obtained high evaluations from our customers throughout the world.

In the Import & Sales business, we import various liquors and food stuffs worldwide, and provide them to the Japanese market. We do not only concentrate on importing goods, but we also develop new, attractive products and introduce food culture from all over the world to Japan.

With our originality and ingenuity, we fully grasp our customers' needs which have become more sophisticated and varied in recent years, and we will transform and evolve to remain highly competitive with a first-class true service "value" to our esteemed customers.

We invite you to pay particular attention to the new course that Fuji Trading will pursue.

History

History

- 1953 Founded by Chuhei Koike in Kobe, Japan with a capital of 250 thousand yen.
- 1959 Yokohama branch office opened.
- 1960 Moji branch office opened.
- 1964 Oslo, Norway branch office opened.
- 1967 Head office moved to Yokohama, Kobe branch office opened.
- 1970 Machinery Department established in Yokohama to build the foundation for Fuji's business of ship's machinery and spare parts. Computerization of company began with installment of IBM S/3 computers.
- 1971 New office and warehouse completed in Kobe (on the site of the current Kobe office). Kobe branch office moved.
- 1972 Capital increased to 100 million yen. Machinery Department moved to Kobe. Engineering Department established in Kobe to render technical services.
- 1973 Rotterdam branch office opened. New premises completed in Yokohama (on the current site). Head office and Yokohama branch office moved in.
- 1974 Tokyo branch office opened. Rotterdam office reorganized to establish Fuji Trading (Marine) B.V. as a wholly-owned subsidiary.
- 1978 Ship Stores Catalogue edited and published by Fuji Trading was established by ISSA as the standard reference catalogue, using Fuji Trading's codes. The building of headquarters and Yokohama office expanded.
- London and New York branch offices opened.
- 1979 New York office reorganized to establish Fuji Trading (America) Inc. as a wholly-owned subsidiary.
- 1982 Fuji Trading (Singapore) Pte., Ltd established as a wholly-owned subsidiary.
- 1983 Kobe office rebuilt. Hong Kong branch office opened.
- 1989 Hong Kong office reorganized to establish Fuji Trading (Marine) Co., Ltd. as a wholly-owned subsidiary.
- Provided services to LNG tanker fleet involved in 80% of the whole LNG import to Japan. Supply services to passenger ships started in earnest with QE2.
- 1992 A new divisional structure adopted. Marine Logistics Headquarters / Import & Sales Headquarters established. IMPA adopted Fuji Trading's catalogue, which was issued as "IMPA Guide Book".
- 1993 The "IMPA Guide Book" was renamed the "IMPA Marine Stores Guide".
- 1994 Machinery Services Division acquired ISO9002 certification.
- 1995 Dubai office opened.
- 1999 Shanghai office opened.
- 2000 Hanil-Fuji Korea Co., Ltd. established in Busan, South Korea. Middle East Fuji L.L.C. established in Dubai. Fuji Horiguchi Engineering Pte., Ltd. established in Singapore.
- 2002 Fuji Transport Systems (Korea) Co., Ltd. established in South Korea as a subsidiary of Fuji Transport Systems Co., Ltd.
- 2003 Shanghai office reorganized to establish Fuji Trading (Shanghai) Co., Ltd. as a wholly-owned subsidiary. Machinery Services Division acquired ISO9001 certification. The 50th anniversary celebrated.
- 2004 Our No.2 Building completed in Naka-ku, Yokohama.
- 2008 Middle East Fuji Khimji's Co. LLC established in Oman.
- 2010 Fuji Marine Logistics (Hong Kong) Ltd. established to render store supply service in Hong Kong.
- 2011 Greece office opened. Manila office opened. San-Ai Fuji Co., Ltd. established in Imabari, Japan.
- 2012 Fuji Metalock Brasil S.A established in Rio de Janeiro, Brazil.
- 2014 Received the "Supplier of the year 2014" award by the Incentra Council.
- 2015 Acquired certification as an authorized exporter under the AEO system.
- 2016 Milano office opened.
- 2018 GSM-Fuji, LLC established in Houston, America.

Overview

| | |
|------------------------|---|
| Company Name | FUJI TRADING CO., LTD. |
| URL | https://www.fujitrading.co.jp/english/ |
| Established | May 12, 1953 |
| Paid-up capital | 100 million yen |
| Bankers | Sumitomo Mitsui Banking Corporation The Iyo Bank, Ltd. MUFG Bank, Ltd. Mizuho Bank, Ltd. |

Offices

Offices in Japan

Yokohama Head Office

3-9-3, Shinyamashita, Naka-ku, Yokohama, 231-0801

Personnel, Administrative & Planning Department TEL (81)45-622-2686

Finance Department TEL (81)45-622-6671

■ Liquor & Food Headquarters

Liquor and Food Marketing Division TEL (81)45-622-2989

■ Marine Logistics Headquarters

Supply Network Division (Yokohama) TEL (81)45-622-5661

Kobe Office

6, Fukaehamamachi, Higashinada-ku, kobe, 658-0023

Personnel, Administrative & Planning Department TEL (81)78-413-2641

■ Marine Logistics Headquarters

Supply Network Division (Kobe) TEL (81)78-413-2611

Supply Management Service Department TEL (81)78-413-2610

Machinery Services Division TEL (81)78-413-2620

Plant Machinery Sales Department TEL (81)78-413-2605

Techno-Network Division TEL (81)78-413-2603

Machinery & Equipment Sales Department ... TEL (81)78-413-2657

Engineering Department TEL (81)78-413-2607

Tokyo Office

Nishi-Shinbashi Excel Annex Building6F, 1-17-14 Nishi-Shinbashi, Minato-ku, Tokyo, 105-0003

Regional Representative Tokyo TEL (81)3-6855-1711

Moji Office

2-9-14 Matsubara, Moji-ku, Kitakyushu, 800-0064 ... TEL (81)93-371-4561

Domestic Group Companies

Fuji Transport System Co., Ltd. Soyo Trading Co., Ltd.
Yokohama Tsusho Co., Ltd. MARIX K.K. San-Ai Fuji Co., Ltd. IDC Ltd.

Overseas Bases

Europe

Fuji Trading (Marine) B.V.

Kortenoord 2-8, 3087 AR Rotterdam, The Netherlands
TEL 31-10-429-8833

Americas

Fuji Trading (America) Inc.

6602 Supply Row 77011 Houston, U.S.A
TEL +1-410-238-7985

GSM-Fuji, LLC

6602 Supply Row 77011 Houston, U.S.A
TEL 1-713-921-2255

Fuji Metalock Brasil Ltda

Rua da Gamboa, 281. Rio de Janeiro – RJ. BRASIL. 20220-324.
TEL 55-21-2553-0552

Middle East

Middle East Fuji L.L.C.

Building No.7, Street 4, Al Quoz Industrial Area 3, P.O.Box19227, Dubai, U.A.E.
TEL 971-4-347-4444

Middle East Fuji Khimji's Co. LLC

P.O. Box 19, Muscat, PC-113, Ghala, Sultanate of Oman
TEL 968-2479-3240

Asia

Fuji Trading (Singapore) Pte., Ltd.

#24 Chia Ping Road, Singapore 619976
TEL 65-6264-1755

Fuji Horiguchi Engineering Pte., Ltd.

#24 Chia Ping Road, Singapore 619976
TEL 65-6863-6368

Fuji Trading (Shanghai) Co.,Ltd.

Room A207, Eternal Asia Building 1, No. 202 Jinyue Road, Pudong New District, Shanghai, China, 201206
TEL +86-21-6853-8813

Fuji Marine Logistics Shunyang (Shanghai) Co., Ltd.

No.31, Hegang Road Baoshan District, Shanghai, China, 200940
TEL 86-21-66032551

Hanil-Fuji (Korea) Co., Ltd.

434-2, Shinhang-ro, Jinhae-gu, Changwon-si, Gyeongnam, Korea, 51609 (Busan New Port)
TEL 82-51-712-8300

Fuji Marine Logistics (HK) Ltd.

Flat A, G/F, BLK3, Golden Dragon Industrial Centre, 172-180, Tai Lin Pai Road, Kwai Chung, New Territories, Hong Kong
TEL 852-2529-9177

Fuji Global Logistics Co.,Ltd.

434-2, Shinhang-ro, Jinhae-gu, Changwon-si, Gyeongnam, Korea, 51609 (Busan New Port)
TEL 82-51-922-0520

Fuji Marine Logistics (Shenzhen) Ltd.

Block B, G/F, Hai Peng Industrial Park, No.2052, Wu Tong Road, Yantian District, Shenzhen, China
TEL 86-755-25793453

Sales representative office

Fuji Trading Co.,Ltd. London Office

87 Chancery Lane, London, WC2A 1ET, United Kingdom
TEL 44-20-7236-0507

Fuji Trading Co., Ltd., Greece Office

21, 2as Merarchias Street, Piraeus, Greece 18535
TEL 30-210-429-7091

Fuji Trading (Marine) Co., Ltd.

Flat A, G/F, BLK3, Golden Dragon Industrial Centre, 172-180, Tai Lin Pai Road, Kwai Chung, New Territories, Hong Kong
TEL 852-2529-9177

Fuji Trading Co., Ltd. Manila Office

21 N. Guevarra Street, Zone 1 Dasmarinas, Cavite 4114, Philippines
TEL +63-046-238-1305



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We have been certified as an Authorized Exporter by Japan Customs.



We have acquired the ISO9001 international standard for quality management systems.



We have acquired the ISO14001 international standard for environmental management systems.



HACCP is a sanitation management system that was developed to ensure the safety of food products. We have acquired certification under this system.



We have acquired certification as an authorized importer for organically produced processed foods.