Mitsubishi Corporation RtM Japan Ltd.

Corporate Information

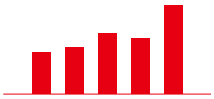
RtM

Company Outline

Name	Mitsubishi Corporation RtM Japan Ltd.
Head Office	7-2, Marunouchi 2-chome, Chiyoda-ku, Tokyo 100-7027, Japan
Major Shareholde	Mitsubishi Corporation (100%)

Established
January 25,
1947

Capital
¥3.1 billion
¥3,143,062,500



Sales
¥399.9 billion
(fiscal year ending March 2021)

Employees
286
(as of April 1, 2021)

企業理念

As a 100% subsidiary of Mitsubishi Corporation, we engage in fair, sound business practices based on our Philosophy and Principles—including the Three Corporate Principles (“Sankoryo”) that have served as the corporate Credo of Mitsubishi Corporation since its founding. To realize our Philosophy and Principles, we have established Corporate Action Guidelines to guide our corporate conduct, and a Code of Conduct for Corporate Officers which sets forth rules to be followed by every employee.

Philosophy and Principles

Vision

The RtMJ Vision

As a comprehensive metal resources trading company, we seek to achieve sustained growth while earning the trust of society, by anticipating economic growth as well as changes and progress in industry, both in Japan and other nations.

Mission

The RtMJ Mission

In carrying out our trading activities globally, our mission is to contribute to society through provision of high-quality services overcoming time and space, and through stable provision of the metal resources and materials needed by our customers and business partners.

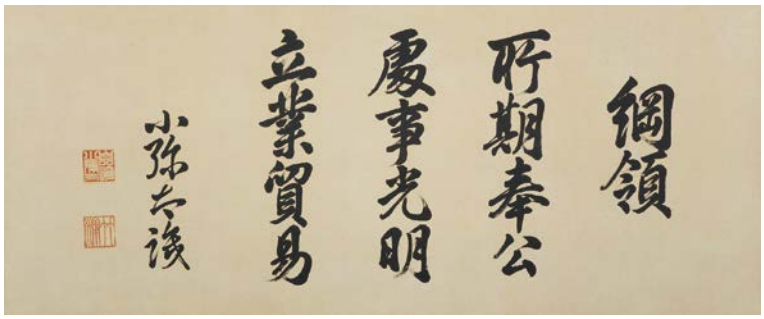
Value

The RtMJ Values and Action Guidelines

As a member of the Mitsubishi Corporation Group, our activities are guided by the Three Corporate Principles of Mitsubishi Corporation, which we have adopted as our corporate credo.

Three Corporate Principles

The Three Corporate Principles (“Sankoryo”) of the Mitsubishi Group were formulated in 1934 as Action Guidelines of the former Mitsubishi Trading Company, based on the 1920 teachings of Koyata Iwasaki, the fourth President of Mitsubishi. The same spirit and values remain alive today, having been passed down through a history of more than 150 years, and guide the activities of the Mitsubishi Group.



The Sankoryo of Koyata Iwasaki

Corporate Responsibility to Society “Shoki Hoko”

Resolve to contribute to society

Strive to enrich Society, both materially and spiritually, while contributing towards the preservation of the global environment.

Integrity and Fairness “Shoji Komei”

Insist on fairness and integrity

Maintain principles of transparency and openness conducting business with integrity and fairness.

International Understanding through Trade “Ritsugyo Boeki”

Be globally minded

Expand business, based on an all encompassing global perspective.

(The modern day interpretation of the Three Corporate Principles, as agreed on at the Mitsubishi Kinyokai meeting of the companies that constitute the so-called Mitsubishi group in January 2001.)

History

History(After Mitsubishi Corporation RtM Japan)

Apr. 2013	Our company's name was changed to "Mitsubishi Corporation RtM Japan Ltd." with the transfer of the Mitsubishi Corporation's metal resources trading business through a demerger (absorption-type).
Sep. 2013	Relocated our head office to the JP Tower
Apr. 2014	Opened Kansai branch in Osaka
Apr. 2015	Opened Tohoku branch in Sendai
Feb. 2016	Relocated Nagoya branch to the JR Central Towers
Mar. 2020	Closed Kansai branch in Osaka
Oct. 2021	Closed Nagoya branch in Aichi

History(Before the establishment of Mitsubishi Corporation RtM Japan in 2013)

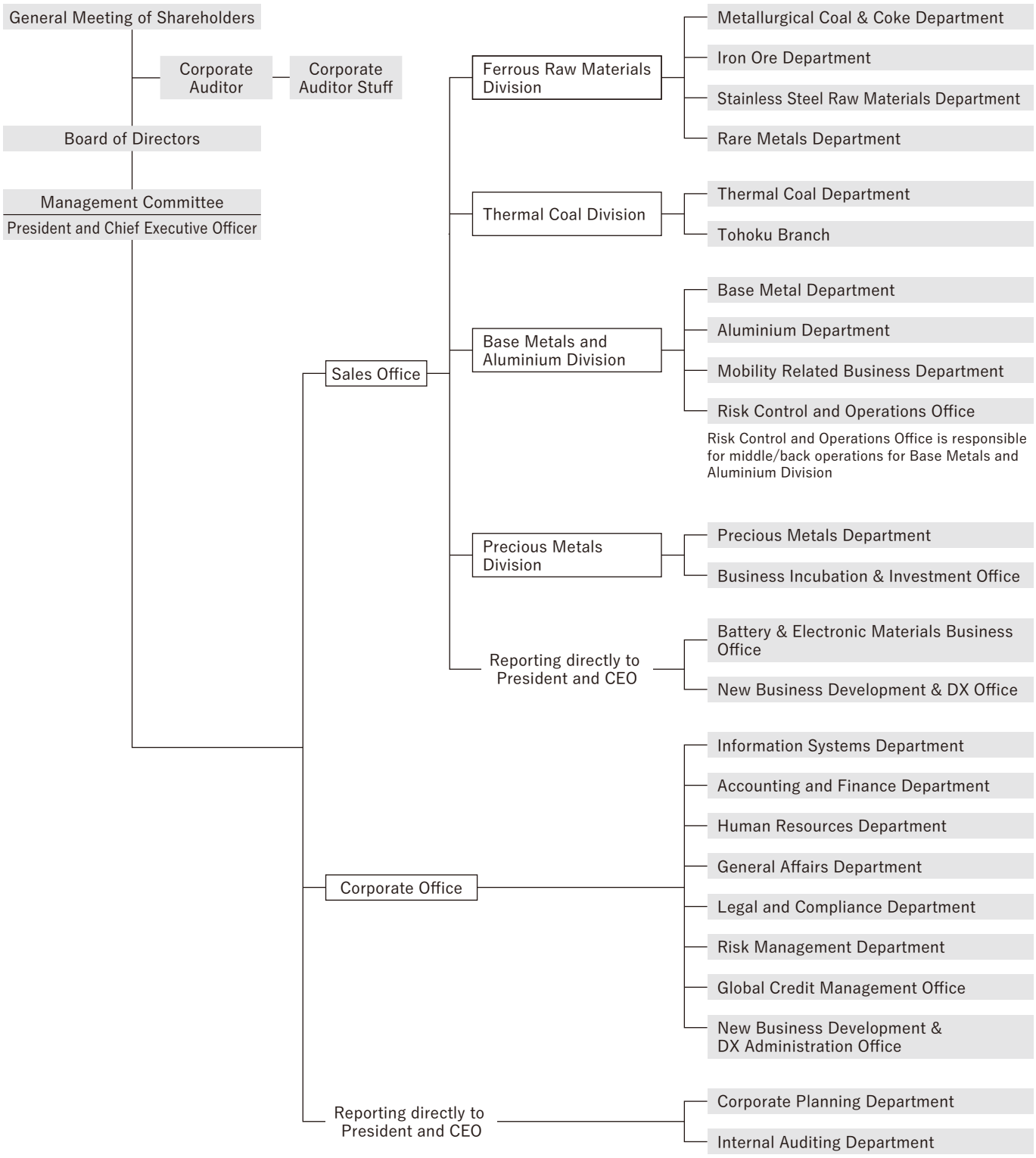
Jan. 1947	Kinzoku Shoji K.K. established as a trading company dealing chiefly in nonferrous metals (capital: 180,000 yen; head office, 1-9 Hongo, Bunkyo-ku, Tokyo)
Aug. 1948	Established solid base as a trading company and changed name to Kinsho Trading Co., Ltd
Nov. 1960	Merged with Mataichi Co., Ltd., fiber trading company in Osaka, and changed name to Kinsho Mataichi Corporation
Oct. 1961	Listed on first sections of Tokyo and Osaka Stock Exchanges
Apr. 1999	Company name changed to Kinsho Corporation
Nov. 2000	Obtained ISO14001 certification, the international standard for environmental management systems
Aug. 2006	Allocated new shares to Mitsubishi Corporation, becoming its subsidiary, increasing capital to 3,143,062,500 yen
May. 2007	Took over a part of the business of a subsidiary of Mitsubishi Corporation(MC Non-Ferrous Metal Products Co., Ltd.)
Mar. 2008	Became a wholly owned subsidiary of Mitsubishi Corporation
Apr. 2009	Company name changed to Mitsubishi Corporation Unimetals Ltd.
Apr. 2010	Merged with Mitsubishi Shoji Light Metal Sales Corporation

Corporate Officers

Directors (7)	President	: Yoshikazu Enomoto	Executive Vice President	: Yasuhiro Doida
	Representative Director	: Toru Masuda	Director (part time)	: Koichi Seri
	Director (part time)	: Keiichi Shiobara	Director (part time)	: Hiroshi Kawamoto
	Director (part time)	: Vineet Kohli		
Auditor (1)	Auditor (full time)	: Mitsuru Hiyama		
Executive Officers (8)	Chief Executive Officer	: Yoshikazu Enomoto	Executive Vice President	: Yasuhiro Doida
	Senior Executive Officer	: Toru Masuda	Executive Officer	: Kenichi Udagawa
	Executive Officer	: Tsuyoshi Ihara	Executive Officer	: Nobuyuki Ariga
	Executive Officer	: Hideaki Yamazaki	Executive Officer	: Shintaro Iwata

Organization Chart

as of November 1, 2021



Ferrous Raw Materials Division

Metallurgical Coal & Coke Department

The Metallurgical Coal & Coke Department handles metallurgical coal, a raw material for steel production focusing on the blast furnace method, coke manufactured by carbonizing that coal, and thermal coal for power generation businesses (IPP) operated by Japanese steel manufacturers.
As the Mitsubishi Corporation RtM Group's base in Japan, we provide information on markets all over the world including Australia, Canada, the U.S.A., Europe, and Indonesia, sales of metallurgical coal primarily for Japan, and export/sales of coke for Europe and Asia. By actively utilizing the global networks of the Mitsubishi Corporation RtM Group and the Mitsubishi Corporation Group, we are contributing to the realization of stable and economic raw material procurement for our customers while responding to increasingly diverse and sophisticated needs.

Main products/business line

Coking coal and thermal coal for iron manufacturers

Mining operations using shovels and trucks

Transport of metallurgical coal by freight car

Coke manufactured by carbonizing metallurgical coal

Ferrous Raw Materials Division

Iron Ore Department

As the Japan base of the Mitsubishi Corporation RtM Group, the Iron Ore Department is engaged in sales of iron ore from regions all over the world to blast furnace steel manufacturers in Japan, South Korea, and Taiwan.

It is helping to ensure customers have a long-term stable supply of raw materials, while meeting their increasingly diverse and high-level needs by providing world market information drawing on the Mitsubishi Corporation RtM Group global network, and by making use of the futures functions and bulk carrier procurement functions in the RtM Group headquarters.

Main products/business line

Iron ore (lump ore, fine ore, pellet, etc.)

Iron ore mine in Chili

Specialized transport train for iron ore in Canada

Ferrous Raw Materials Division

Stainless Steel Raw Materials Department

The Stainless Steel Raw Materials Department handles nickel ore, ferronickel, ferrochrome and other stainless steel raw materials, in addition to steelmaking auxiliary materials such as molybdenum and vanadium. These materials supplied reliably to steel companies in Japan and the rest of Asia through good business relationships between the department and excellent suppliers in Japan and overseas.

Stainless steel is a steel alloy made more resistant to corrosion by adding chromium and nickel to the main component, iron. Taking advantage of its features, stainless steel is used as building materials, in railway cars, and in such familiar items as kitchen units and thermos bottles. Chromium and nickel are also used in steel for automotive vehicle bearings, in seamless pipes for oil well casings, and in other special steel, playing an important role in materials supporting industry.
Nickel ore used as a raw material of ferronickel is procured from Southeast Asia and New Caledonia, and is sold to ferronickel manufacturing companies. The department also engages in domestic trading of ferrovanadium and exports it to North and South America, and conducts mainly importing of ferrochrome and molybdenum from South Africa, the Americas, and Europe, handling everything from container cargos to bulk transactions, thereby responding flexibly to the diverse needs of customers and contributing to stable procurement of raw materials. The department also responds flexibly to diverse customer needs and helps ensure stable raw material procurement, primarily in the areas of export trading for ferronickel and import trading for ferrochrome.

Main products/business line

Ferronickel, nickel ore, ferrochrome, etc.

Ferronickel

Unloading

Bulk carrier

Ferrous Raw Materials Division

Rare Metals Department

The Rare Metals Department handles products used as raw materials in permanent magnets, carbide tools, electronic materials, refractories, and catalysts. The main products include rare earths, tungsten, tantalum, neodymium, and zirconium minerals such as baddeleyite.

Rare earths are essential elements in many products adopting the latest technology, being used in high-performance permanent magnets for electric vehicles, air conditioners, and other consumer electronics products. They are also used in semiconductor wafer polishing agents as well as in catalysts that protect the environment, making them important raw materials indispensable to major industries. The company handles several rare earths based on customers' needs.
Tungsten is used in a wide range of fields, from the carbide tools used in making cars and processing semiconductors to automotive glass and industrial gas. The company extensively handles from intermediate raw materials such as ammonium paratungstate and tungsten carbide to downstream products such as wires, bars, and other products.
Tantalum is recently is attracting attention as in important raw material in SAW filters essential to smartphones except for widely use in tantalum electrolytic capacitors, and With a supply chain that extends from concentrates used as raw materials to intermediate products such as tantalum oxide and tantalum metal as well as neodymium metal, the department is ready to meet customer needs.
Baddeleyite is a raw material which is used in refractory materials and polishing agents and is currently produced on a commercial basis only in Russia in the world. As the sole sales agent for the Japanese market, the company provides stable supplies of baddeleyite to customers. It also supplies several zirconium intermediate raw materials such as zirconium oxychloride.
The company has a long history of handling the above products and materials. Leveraging the Mitsubishi Corporation RtM Group and Mitsubishi Corporation global network, it not only stably procures excellent raw materials from their main production areas including China, Russia, Australia, and Africa, but has a wealth of experience also in product development and raw materials procurement in Japan and abroad tailored to special needs of customers.

Main products/business line

Rare earth: Rare earth products (carbonates / hydroxides / oxides / metals / alloys)

Tungsten-type: Tungsten wire / Ammonium paratungstate / Tungsten trioxide / Tungsten powder / Tungsten carbide

Tantalum-Niobium-type: Tantalum Concentrate / Tantalum scrap / Tantalum Oxide, Niobium Oxide / Tantalum Powder, Niobium Powder / Tantalum Carbide, Niobium Carbide / Tantalum alloy, Niobium alloy

Zircon-type: Baddeleyite / Zirconium Oxychloride / Zirconium Carbonate / Zirconium Oxide

Thermal Coal Division

Thermal Coal Department

The Thermal Coal Department handles thermal coal, used mainly as fuel for electric power generation.

Thermal coal is traded by taking maximum advantage of the global networks of the Mitsubishi Corporation RtM Group and the Mitsubishi Corporation, and as the Japan base of the Mitsubishi Corporation RtM Group, the department provides services to meet customers' increasingly diverse and sophisticated needs, such as introducing competitive thermal coal, providing market-related information, and using derivatives to stabilize prices, with the ultimate aim of ensuring stable supply to customers in Japan.

Main products/business line

Coal (thermal coal)

Port of shipment for
Australian coal

Base Metals and Aluminium Division

Base Metals Department

The Base Metal Department handles raw material concentrates of copper, lead, zinc and other metals, ingots of copper, lead, zinc, tin, and the like, and copper products such as copper wire rods.

Copper, lead, and zinc concentrates are produced from mines in North and South America, Asia, Oceania and elsewhere. The crude ores extracted from mines undergo processes such as grinding (crushing the ores into small pieces) and dressing (adding chemicals and other agents, and stirring to extract the metallic portion), and are shipped on bulk carriers in the form of powder concentrates with higher metal content. Our most important mission is to provide stable supply of raw materials to Japan's smelters and refiners, and we primarily sell materials from mines in which Mitsubishi Corporation has invested and holds product trading rights.

Copper ingots have outstanding electrical and thermal conductivity and are highly malleable. After processing into wires, rolled forms, and other products, copper is consumed by the construction, consumer electronics, electric power, automotive and other industries. Through the global network of the Mitsubishi Corporation RtM Group and Mitsubishi Corporation, we procure products from worldwide suppliers, and copper ingots and byproduct anode slime produced at the Gresik Smelter and Refinery in Indonesia (in which we have invested), and supply these products to customers in Asia.

Due to its low melting point, tin is widely used in solder, tin plating, and chemical products. The ease of smelting and refining and the high stability of lead make it applicable for use in batteries, inorganic chemicals, and radiation shields. Due to its formation of oxide films, zinc is widely used for protecting iron from corrosion, and in diecast and rolled copper products.
Our company handles products from suppliers all over the world, including Japan. For tin ingots, we primarily sell the products of PT Timah in Indonesia, the world's second largest producer of tin.

Main products/business line

Nickel metal, ferronickel, nickel ore, nickel sulfate, cobalt oxyhydroxide, cobalt metal, cobalt sulfate, etc.


Mines


Shipment


Copper metal ingot1


Copper metal ingot2


Copper wire rods

Base Metals and Aluminium Division

Aluminium Department

The Aluminium Department handles aluminium virgin metal, an LME listed product, ingots of various aluminium alloys to meet needs from a diverse range of customers, and the bauxite and alumina which are the raw materials of aluminium metal. Stable procurement is achieved through the global networks of the Mitsubishi Corporation RtM Group and the Mitsubishi Corporation, and we meet a variety of customer needs thanks to a staff well-versed in the market, capable of providing services such as aluminium price hedging functions, and arrangement of transport to the customer's demand location.

Aluminium virgin metal (virgin ingot) is the raw material used to manufacture rolled, extruded, cast, forged, and other aluminium products. It is obtained through electrolysis of alumina refined from bauxite, raising the purity of the resulting aluminium to 99.70% or higher. For customers in Japan and the rest of Asia, we import and sell aluminium virgin metal from aluminium refineries throughout the world including Australia, the Middle East, Russia, and India. We also propose optimal supply sources to meet customer needs for stable supply and high quality in areas such as the aluminium alloy material for automobile parts such as aluminium wheels, and the aluminium slabs and billets that are the raw material for rolling and extrusion manufacturing.

Main products/business line

Primary aluminum (P1020 Additionally, high purity goods) / Primary aluminum alloy (A356 6063 Billet, etc)

Primary aluminum

Primary aluminum

Aluminium wheels are a major application

Aluminium cans are a major application

Trading by floor traders on the traditional LME

Mined bauxite

Base Metals and Aluminium Division

Mobility Related Business Department

The Mobility Related Business Department is engaged in the aluminium recycling business and heat management product business to meet needs for weight reduction and EVs in the mobility industry. Through strong business ties with our corporate partners, we grasp needs at the cutting edge of the industry, and promote/expand the joint businesses inside and outside Japan that we have cultivated over many years. In this way, we will contribute to the development of the mobility industry as a whole, and help to reduce environmental impact as we build a next-generation, low-carbon, recycling-oriented society.

Related products/business lines

Passenger car radiators

Heat sinks for inverter cooling

Oil coolers for motor cooling

Aluminium recycling business

Base Metals and Aluminium Division

Risk Control and Operations Office

The Risk Control and Operations Office is an organization that supports the Base Metals and Aluminium Division in its high added value trading matched to diverse customer needs, by providing cross-organizational risk management services and delivery services.

Precious Metals Division

Precious Metals Department

The Precious Metals Department, with main bases in Singapore, Tokyo, New York, London, and Shanghai, operates round the clock, procuring precious metal ingots from producers and others based on long-term contracts, for stable supply to customers around the world. It also supports a variety of transaction forms including average-price/long-term fixed price contracts and lease contracts, and provides a wide range of market information drawing on the Mitsubishi Corporation RtM Group and Mitsubishi Corporation global network.

As the Japan base of the Mitsubishi Corporation RtM Group, we do business primarily with customers in markets such as Japan, Southeast Asia, and China. Due to recent increases and greater volatility of market prices, we also provide increasingly-necessary risk management techniques in line with customer needs.

Main products/business line

Gold, silver, PGM (platinum, palladium, iridium, ruthenium, and rhodium)
Examples of main industrial uses
Gold: Electronic parts and materials, dental materials
Silver: Solar panels, photosensitive materials
PGM: Automobile exhaust gas purification catalyst, electronic parts and materials, catalysts for making chemical products, dental materials

The following are examples of final products using precious metals:


Smartphones


Hard disks


Solar panels

Precious Metals Division

Business Incubation & Investment Office

Due to their catalytic action, precious metals are used as core materials in applications such as the exhaust gas purification catalyzers of gasoline vehicles and the chemical catalyzers needed for manufacturing chemical products, but we also foresee increased demand as a core material needed in next-generation industries such as the fuel cell catalysts required for the hydrogen society. The Business Incubation & Investment Office picks up these changes in social trends, and takes various steps to anticipate and capture growth in precious metals demand.

Battery & Electronic Materials

Battery & Electronic Materials Business Office

As production of electric vehicles grows, demand for nickel, cobalt, lithium and other cathode materials for rechargeable batteries used in these vehicles is expected to increase greatly. The Battery & Electronics Materials Business Office is engaged in new project development aimed at fulfilling its role in future stable supply of these materials.

Main products/business line

cobalt metal, Cobalt sulfate, Lithium carbonate, Lithium hydroxide, Metallic lithium, nickel sulfate, etc.

Cobalt metal

Metallic lithium

Nickel sulfate

New Business Development & DX Office

The shift to digital technology is rapidly progressing throughout society due to the constant invention of new technologies. Digitalization is already advanced in the financial industry, and the wave is now also surging into the logistics/trading industry. The New Business Development & DX Office seriously reflects on the slogan "the customer is the starting point," reviews the services we have previously provided to customers through thinking rooted in customer perspectives, and acts as an in-house horizontal organization tasked with evolving and strengthening those services through a shift to digital. To ensure we can always stay close to, accompany, and grow with the customer, we will transform ourselves by applying digital technology to our capabilities and services, and offer the value sought out by customers.

Global Network

Japan

Head Office	7-2, Marunouchi 2-chome, Chiyoda-ku, Tokyo 100-7027, Japan
Tohoku Branch	6-1, Kokubuncho 3-chome, Aoba-ku, Sendai-shi, Miyagi 980-8571, Japan

The Overseas Network