

THE MOST INFLUENTIAL COMPANIES

TIME 100

HOW
**SUNDAR
PICHAI**
REINVENTS
Alphabet

+
RHODE
BEAST INDUSTRIES
NVIDIA
ANTHROPIC
NOVO NORDISK
KALSHI
SPACE X
TOYOTA
& 91 MORE



Unlocking Opportunities

Eiwa Corporation is ready to guide global partners to success in the Japanese market.



Yoshinori Abe, President
Eiwa Corporation



▲ Eiwa has an active presence in trade shows across the country

For companies looking to break into Japan’s market, navigating its landscape can be a complex challenge.

From strict quality legislation to multiple layers of supplier relationships, often cultivated over decades, it takes a skilled guide to craft the most effective strategy. Reputation and long-term partnerships remain central to success in the country’s industrial ecosystem.

Osaka’s Eiwa Corporation, founded in the western region of Japan but now active nationwide, has built a long history of bringing the best of the global manufacturing industry to Japan. From shipbuilding to large-scale industrial complexes, including petrochemical and steel facilities as well as public sector works, Eiwa’s role extends far beyond that of a traditional trading company. By

Eiwa’s expansive network stretches across Japan, Shanghai and Taiwan ▼

integrating solutions with localization and on-site support, Eiwa helps overseas firms navigate the intricacies of the Japanese market. “Many of our clients operate internationally and have been significantly affected by recent unprecedented shifts in demand, both in Japan and overseas, it has become increasingly difficult for individual companies to respond on their own,” said Yoshinori Abe, President of Eiwa. “This situation creates opportunities for trading houses like ours, which can offer a broad range of products, technical solutions and reliable information through an extensive nationwide network.”

With Eiwa representatives stationed in more than 37 branches across the country, as well as several overseas, the company deploys staff to client sites quickly to understand needs firsthand. Abe sees this agility and people-centric strategy as key to the company’s con-

tinued success. “Our greatest asset is each member of our staff. We do not develop products in-house, which makes employee training especially important. Strengthening our teams’ skills enables us to better support clients as they navigate increasingly complex challenges,” said Abe.

Some of these challenges include adapting to an increasingly digital landscape as manufacturers seek greater efficiency through data-driven operations. Japan remains a global leader in this field, producing around 38% of the world’s industrial robots and ranking among the most automated manufacturing economies. Robot densities in key sectors such as automotive exceed 1,500 robots per 10,000 workers. Yet despite this technological strength, many companies remain concerned about reliability and system integration.

Ensuring that hardware and software work seamlessly has become a focus for Eiwa. “We provide a wide range of solutions, including sensors and software, that enable data collection. In some cases we supply this equipment on its own, while in others it is an integrated service package,” said Abe.

Recent years have seen Eiwa expand overseas, a step that Abe believes is necessary for building supplier relationships. “Our immediate focus is on putting our Taiwanese subsidiary on a solid growth path,” he said. “In addition, we are looking to contribute to infrastructure development in Southeast Asia, where demand is expected to grow significantly.”

