

JFTC News

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ABIC Contributes to Society with Human Resources

Action for a Better International Community (ABIC) (<http://www.abic.or.jp>) is a private nonprofit organization (NPO) established in April 2000 by the Japan Foreign Trade Council, Inc. (JFTC), the largest association of the foreign trade industry in Japan. Currently with more than 1,700 registered members, ABIC makes it its mission to contribute to society both at home and abroad, in principle, by utilizing the human resources with linguistic skills and global business experiences. Most of them are older employees retired from sogo shosha, general trading companies.

Support for foreign companies

On Completion of a Project Commissioned in Relation to an Argentine Trade Mission

Toyohiko Ohmichi
(Former ABIC coordinator in charge of supporting foreign companies)
(Former Employee of Sumitomo Corporation)

From June 11 to June 13 of this year, a trade mission of more than 20 manufacturers of food and other fields from the province of Buenos Aires, Argentina, visited Japan. The mission's objective was to expand Argentine exports to Japan, which make up only 0.02 percent of all Japanese imports. ABIC was commissioned by the provincial government to schedule appointments with Japanese firms on behalf of the Argentine companies, and carried out this task successfully. The following is a



Argentine Embassy, a meeting with Second Secretary Hidalgo (right)

brief report of the visit.

In late March of this year, I found an e-mail from the Argentine Embassy in Japan requesting a meeting with me because they were interested in the services provided by ABIC. We had prepared a new pamphlet in English and had sent it directly to the ambassadors of various countries in Japan, and this seemed to have produced a positive effect.

The embassy said that since it was difficult for the embassy staff alone to schedule appointments with Japanese firms for more than 20 Argentine companies, they wanted to commission the work of scheduling appointments to ABIC. I had long advocated that ABIC should not be simply satisfied with HR placement services but should go beyond that and explore other kinds of business, for instance, carrying out commissioned projects. Therefore, I was very happy to take up this request.

After a number of meetings, we had to agree, towards the end of April, to try out making the approaches during only five full days before the Golden Week holidays, as the embassy had prepared a list of those they hoped to meet. Using e-mail and telephone, we asked about 300 members for their cooperation, but the results were not as good as I had hoped. Subsequently, I talked with the

embassy to smooth over differences, and accepted to undertake the task of scheduling appointments mainly in the field of foods.

In mid-May, the undersecretary at the ministry of industry for the province of Buenos Aires, who had arrived in Japan ahead of the mission, made a specific request to meet me, and a dinner was arranged at the Argentine Embassy. I think he was curious to learn more about this “rare organization not seen in any part of the world” that undertook the work of scheduling appointments at very reasonable prices.

The day finally arrived on June 11. I went to the opening breakfast seminar in Hotel New Otani to find that my seat was at the main dining table with the Ministry of Production and the ambassador himself. The Minister introduced the Japanese seated at the main dining table at the beginning of his presentation, articulating the name “Action for a Better International Community” in English. I thought that all the efforts made by our members who had cooperated in this task were well rewarded. In all, ABIC had scheduled appointments with 39 Japanese firms.

As of the end of June this year, I resigned as a coordinator at ABIC. Considering my age, I judged that it was time that I stepped aside for younger people. I like to think that this, the last project that I undertook, may have been my graduation thesis as a coordinator.

Support for local governments and small to medium-sized firms

Major Agricultural Mission from France Visits Japan: Support through Interpretation

Hitoshi Fukushima
(Former employee of Mitsui & Co., Ltd.)

In mid-January this year, a request was made through the Chiba Industry Advancement Center to ABIC’s group for supporting small to medium-sized firms, to provide interpretation for a French agricultural mission, which was to visit Chiba Prefecture on March 27 and 28.

A Tokyo-based seed company had made the request. The executives of a French seed company, which was a shareholder in the Tokyo company, and 36 farmers from south central France, were to make an agricultural tour of



Tour of a Japanese white-radish farm

Japan with the aim of promoting technical exchanges between Japan and France.

With the participation of three of our members—all with extensive experience in the use of French—we cooperated in the mission right from the preparatory stages. The tour was to cover a wide range of subjects, from cultivation methods of Japanese vegetables to the development of new varieties of produce, genetic recombination, and recycling. In order to be able to discuss these subjects while on the tour, the four of us began translating Japanese reference materials into French in mid-February, a task we concluded just in time.

On the first day of the tour, we traveled on a large bus from our hotel in Kisarazu, where we were staying, to Choshi, where we visited farms growing Japanese white radishes and cabbages. The visitors were able to pull out radishes from the ground, peel them, and taste them on the spot. On the bus, employees of Chiba prefectural government gave an explanation of the prefecture’s agricultural activities, and we took turns in interpreting their words. In the afternoon, an explanation of Japan’s DNA research was provided at a research center in Kisarazu. As the subject was too complex for us to interpret directly, a French expert helped us out by interpreting from English to French.

On the second day, we visited the Chiba prefectural government. The deputy director of the section for agriculture, forestry and fisheries gave an explanation of activities in these areas in Chiba Prefecture, and this was followed by a welcome speech by Governor Domoto. We then went to see the cultivation of strawberries in greenhouses in the city of Chiba. We experienced Japanese-style strawberry picking and enjoyed the



Visit to Governor Domoto of Chiba Prefecture

strawberries, which were then in season. After lunch, we visited an agricultural research center to complete the

schedule for the day.

It was a very busy two days, but we were able to learn much about the agriculture in Chiba Prefecture, and other important related issues such as the conversion of agricultural land into building lots, the decline in the number of farmers, and the aging of farmers. We were also able to learn about new developments being made to increase the added value of produce and realize highly productive agriculture through direct trade with consumers.

ABIC apparently had never experienced a project with four interpreters attending all at one time. I am convinced that the success of this tour will prompt ABIC to expand its activities further in the future.

Financial Results of Shoshas for the year ended March 31, 2007

(Millions of Yen, Percentage changes from the previous year)

| Consolidated Financial Results | ITOCHU CORPORATION | MARUBENI CORPORATION | MITSUBISHI CORPORATION | MITSUMI & CO., LTD. | SOJITZ CORPORATION | SUMITOMO CORPORATION | TOYOTA TSUSHO CORPORATION* |
|--|---------------------|----------------------|------------------------|---------------------|---------------------|----------------------|----------------------------|
| Total Assets | 5,271,512 (9.9%) | 4,873,304 (6.2%) | 11,485,664 (10.3%) | 9,813,312 (14.5%) | 2,619,507 (3.9%) | 8,430,477 (25.6%) | 2,462,229 – |
| Liabilities | 4,375,317 (7.5%) | 3,865,164 (▲ 1.5%) | 8,534,733 (6.3%) | 6,969,626 (1.1%) | 2,130,920 (1.7%) | 6,957,349 (28.7%) | 1,883,164 – |
| Shareholders' Equity | 202,241 (0.0%) | 262,686 (0.0%) | 199,228 (0.7%) | 323,213 (9.3%) | 122,790 (▲ 5.9%) | 219,279 (0.0%) | 64,936 – |
| Total Shareholders' Equity | 896,195 (23.3%) | 745,454 (12.3%) | 2,950,931 (24.0%) | 2,110,279 (25.8%) | 488,587 (14.4%) | 1,473,128 (13.0%) | 579,064 – |
| Trading Transactions | 11,579,059 (10.6%) | 9,554,943 (10.0%) | 20,516,264 (7.6%) | 15,357,656 (3.2%) | 5,218,153 (4.9%) | 10,528,277 (1.9%) | 6,212,726 – |
| Gross Trading Profit | 908,676 (27.2%) | 531,171 (5.8%) | 1,148,101 (9.2%) | 903,678 (10.4%) | 254,466 (5.1%) | 857,689 (21.4%) | 328,458 – |
| Gross Trading Profit Ratio | 7.85% | 5.56% | 5.60% | 5.88% | 4.88% | 8.15% | 5.29% |
| Selling, General and Administrative Expenses | 639,121 (26.2%) | 365,291 (4.3%) | 734,706 (5.4%) | 581,505 (5.7%) | 176,533 (6.4%) | 609,900 (18.2%) | 218,456 – |
| Operating Income | 264,621 (36.8%) | 165,020 (15.2%) | 412,130 (17.8%) | 322,173 (21.2%) | 77,932 (2.3%) | 239,748 (36.1%) | 110,002 – |
| Financial Balance | ▲ 7,555 (▲ 3.3%) | ▲ 12,024 (▲ 0.2%) | 119,243 (87.2%) | 8,311 (▲ 13.3%) | ▲ 17,374 (▲ 13.6%) | ▲ 22,991 (141.2%) | ▲ 4,593 – |
| Net Income | 177,059 (22.0%) | 119,349 (61.7%) | 415,895 (18.8%) | 301,502 (49.0%) | 58,766 (34.5%) | 211,004 (31.7%) | 77,211 – |
| Non-Consolidated Financial Results | ITOCHU CORPORATION | MARUBENI CORPORATION | MITSUBISHI CORPORATION | MITSUMI & CO., LTD. | SOJITZ CORPORATION | SUMITOMO CORPORATION | TOYOTA TSUSHO CORPORATION |
| Trading Transactions | 5,935,058 (▲ 0.8%) | 6,285,709 (1.1%) | 10,890,029 (▲ 1.7%) | 11,407,301 (0.2%) | 2,833,207 (113.0%) | 5,732,575 (▲ 10.8%) | 4,196,896 – |
| Gross Trading Profit | 157,917 (11.2%) | 123,441 (▲ 1.7%) | 191,202 (0.2%) | 213,136 (▲ 2.4%) | 65,120 (125.8%) | 191,623 (11.8%) | 115,280 – |
| Gross Trading Profit Ratio | 2.66% | 1.96% | 1.76% | 1.87% | 2.30% | 3.34% | 2.75% |
| Selling, General and Administrative Expenses | 120,549 (▲ 7.6%) | 103,022 (0.5%) | ▲ 177,260 (▲ 3.0%) | 198,061 (▲ 3.2%) | 57,599 (119.6%) | 167,040 (5.0%) | 99,793 – |
| Operating Income | 37,368 (225.1%) | 20,419 (▲ 11.6%) | 13,941 (74.2%) | 15,074 (10.7%) | 7,520 (187.5%) | 24,582 (101.8%) | 15,487 – |
| Financial Balance | 70,072 (56.7%) | 74,594 (96.8%) | 338,162 (101.5%) | 136,677 (0.1%) | 42,769 (160.8%) | 33,955 (38.4%) | 24,372 – |
| Ordinary Profit | 108,873 (96.0%) | 95,013 (55.8%) | 348,579 (80.6%) | 143,128 (▲ 3.1%) | 55,316 (179.8%) | 60,134 (42.2%) | 38,918 – |
| Income Taxes | 372 (▲ 96.9%) | 22,278 – | 87,036 (45.1%) | 41,377 (9.7%) | 2,373 – | 28,300 (169.5%) | ▲ 475 – |
| Net Income | 94,637 (74.1%) | 45,873 (205.0%) | 320,381 (125.9%) | 118,588 (59.2%) | 21,010 (25.0%) | 70,274 (66.7%) | 33,500 – |
| Cash Dividends | 14.0 yen – | 10.0 yen – | 46.0 yen – | 34.0 yen – | 6.0 yen – | 33.0 yen – | 26.0 yen – |

*) The same period comparison with the previous year has not been described due to merger with Tomen Corporation on April 1, 2006.

| Consolidated Financial Results | CHORI CO., LTD. | HITACHI HIGH-TECHNOLOGIES CORPORATION | INABATA & CO., LTD. | IWATANI INTERNATIONAL CORPORATION |
|--|-----------------|---------------------------------------|---------------------|-----------------------------------|
| Total Assets | 75,401 (8.7%) | 480,191 (4.9%) | 287,808 (6.8%) | 408,599 (1.7%) |
| Liabilities | 51,834 (5.6%) | 263,937 (▲ 0.2%) | 203,916 (7.2%) | 343,822 (0.8%) |
| Shareholders' Equity | 6,800 (0.0%) | 7,938 (0.0%) | 9,262 (11.7%) | 20,096 (0.0%) |
| Total Shareholders' Equity | 23,567 (18.9%) | 216,254 (11.8%) | 83,891 (6.9%) | 64,776 (15.1%) |
| Trading Transactions | 232,064 (3.9%) | 951,619 (7.1%) | 466,096 (10.1%) | 689,449 (7.7%) |
| Gross Trading Profit | 20,693 (6.1%) | 142,402 (8.7%) | 30,924 (3.0%) | 128,735 (3.1%) |
| Gross Trading Profit Ratio | 8.92% | 14.96% | 6.63% | 18.67% |
| Selling, General and Administrative Expenses | 15,248 (1.8%) | 97,340 (2.5%) | 23,318 (▲ 1.6%) | 115,186 (2.9%) |
| Operating Income | 5,444 (20.1%) | 45,062 (25.0%) | 7,605 (20.0%) | 13,549 (5.2%) |
| Financial Balance | ▲ 225 (6.6%) | 1,528 (110.8%) | ▲ 629 (—) | ▲ 2,179 (12.7%) |
| Net Income | 3,592 (▲ 0.3%) | 26,109 (35.6%) | 4,570 (▲ 1.5%) | 5,524 (136.1%) |

| Non-Consolidated Financial Results | CHORI CO., LTD. | HITACHI HIGH-TECHNOLOGIES CORPORATION | INABATA & CO., LTD. | IWATANI INTERNATIONAL CORPORATION |
|--|-----------------|---------------------------------------|---------------------|-----------------------------------|
| Trading Transactions | 214,312 (3.7%) | 702,967 (8.4%) | 309,657 (6.6%) | 544,346 (9.3%) |
| Gross Trading Profit | 16,477 (9.3%) | 95,008 (23.1%) | 13,707 (1.6%) | 62,630 (▲ 6.6%) |
| Gross Trading Profit Ratio | 7.69% | 13.52% | 4.43% | 11.51% |
| Selling, General and Administrative Expenses | 11,422 (2.8%) | 63,474 (7.6%) | 10,003 (▲ 7.7%) | 56,180 (▲ 7.5%) |
| Operating Income | 5,055 (27.6%) | 31,535 (73.7%) | 3,704 (39.6%) | 6,449 (2.7%) |
| Financial Balance | ▲ 227 (▲ 34.8%) | 2,433 (56.2%) | 477 (▲ 52.7%) | 492 (—) |
| Ordinary Profit | 4,455 (15.6%) | 34,263 (80.8%) | 4,135 (12.9%) | 6,718 (2.4%) |
| Income Taxes | 159 (—) | 12,158 (102.8%) | 1,481 (▲ 82.0%) | 2,291 (▲ 0.0%) |
| Net Income | 3,296 (0.2%) | 30,681 (195.6%) | 814 (▲ 92.3%) | 2,299 (20.9%) |
| Cash Dividends | 0.0 yen (—) | 25.0 yen (—) | 12.0 yen (—) | 5.0 yen (—) |

| Consolidated Financial Results | JFE SHOJI HOLDINGS, INC. | KANEMATSU CORPORATION | NAGASE & CO., LTD. | SUMIKIN BUSSAN CORPORATION |
|--|--------------------------|-----------------------|--------------------|----------------------------|
| Total Assets | 626,785 (4.8%) | 563,176 (1.3%) | 422,859 (6.6%) | 427,965 (6.4%) |
| Liabilities | 526,604 (2.4%) | 514,409 (▲ 0.1%) | 217,652 (8.7%) | 384,814 (2.0%) |
| Shareholders' Equity | 20,000 (0.0%) | 27,781 (0.0%) | 9,699 (0.0%) | 12,335 (52.7%) |
| Total Shareholders' Equity | 100,181 (19.7%) | 48,767 (87.5%) | 205,206 (4.4%) | 43,149 (72.3%) |
| Trading Transactions | 2,215,349 (8.5%) | 1,281,331 (16.9%) | 701,321 (8.2%) | 1,177,610 (5.7%) |
| Gross Trading Profit | 84,058 (4.0%) | 103,711 (26.9%) | 73,639 (8.9%) | 69,526 (2.2%) |
| Gross Trading Profit Ratio | 3.79% | 8.09% | 10.50% | 5.90% |
| Selling, General and Administrative Expenses | 51,571 (3.9%) | 81,997 (28.6%) | 51,970 (3.9%) | 49,534 (▲ 6.2%) |
| Operating Income | 32,486 (4.2%) | 21,713 (20.7%) | 21,669 (23.1%) | 19,991 (30.9%) |
| Financial Balance | ▲ 536 (▲ 59.2%) | ▲ 5,423 (10.3%) | 629 (▲ 31.3%) | ▲ 2,292 (▲ 3.2%) |
| Net Income | 17,495 (▲ 4.3%) | 7,507 (—) | 13,567 (5.2%) | 9,460 (56.6%) |

| Non-Consolidated Financial Results | JFE SHOJI HOLDINGS, INC. | KANEMATSU CORPORATION | NAGASE & CO., LTD. | SUMIKIN BUSSAN CORPORATION |
|--|--------------------------|-----------------------|--------------------|----------------------------|
| Trading Transactions | 12,554 (47.9%) | 541,154 (5.6%) | 497,116 (5.0%) | 1,041,140 (4.6%) |
| Gross Trading Profit | 12,554 (47.9%) | 22,397 (11.0%) | 31,996 (4.1%) | 39,470 (4.0%) |
| Gross Trading Profit Ratio | 100.00% | 4.14% | 6.44% | 3.79% |
| Selling, General and Administrative Expenses | 640 (▲ 4.5%) | 16,350 (▲ 1.7%) | 23,750 (▲ 0.7%) | 24,435 (▲ 11.7%) |
| Operating Income | 11,914 (52.4%) | 6,046 (70.2%) | 8,246 (20.9%) | 15,035 (46.4%) |
| Financial Balance | 26 (▲ 35.0%) | 1,889 (▲ 13.3%) | 3,809 (13.7%) | ▲ 670 (—) |
| Ordinary Profit | 11,947 (52.1%) | 9,412 (37.8%) | 12,872 (24.6%) | 14,158 (36.4%) |
| Income Taxes | 39 (▲ 31.6%) | ▲ 1,282 (123.3%) | 4,573 (31.9%) | 6,422 (—) |
| Net Income | 8,506 (9.1%) | 3,240 (—) | 7,770 (0.3%) | 7,908 (508.8%) |
| Cash Dividends | 7.0 yen (—) | 0.0 yen (—) | 18.0 yen (—) | 10.0 yen (—) |

JFTC MONTHLY BULLETIN ON-LINE — Titles

JFTC publishes monthly bulletin covering wide variety of topics for the members and subscribers.

The following contents are available from the website (<http://www.jftc.or.jp>) though written in Japanese.

From July/August Issue

1. Foreword: **“Who is real partner?”** ... Yutaka Kase, Vice Chairman of JFTC, President & CEO, Sojitz Corporation
2. Special Articles: **“Create the Sustainable Global Environment”**
 - “Building of a Sustainable Society”**
... Motoyuki Suzuki, Special Programme Adviser, United Nations University (President, Central Environment Council, Chairman, Strategic Committee for Environmental Protected Nation in 21st Century)
 - “Global Warming Countermeasures Trend and Challenges in Europe, the US and China”**
... Hironori Hamanaka, President, Institute for Global Environmental Strategies
 - “Promotion of Global Warming Countermeasures and Framework for Implementing Kyoto Protocol”**
... Masaki Ishikawa, Manager, Environmental Policy Division, Industrial Science and Technology Policy and Environment Bureau, Ministry of Economy, Trade and Industry
 - “International Environmental Cooperation of Japan ~ Resources Recycling in East Asian Sphere”**
... Eiji Hosoda, Professor, Department of Economics, Keio University
 - “Japan Low Carbon Society Scenarios Toward 2050”**
... Mikiko Kainuma, General Manager, Climate Policy Assessment Research Section, Center for Global Environmental Research, National Institute for Environmental Studies
 - “Diversion of Ecologically-minded Management and Management Innovation”**
... Akihiro Amano, Vice-president, University of Hyogo
 - Interview with Chairman of Global Environment Committee**
“Face up to Challenges Different from any in the World”
... Kuniharu Nakai, General Manager, Global Environment Dept. CSR Promotion Division, Mitsui & Co., Ltd.
 - “Shosha’s Efforts for the Creation of Sustainable Global Environment”**
... Itochu Corporation, Sumikin Bussan Corporation, Sumitomo Corporation, Toyota Tsusho Corporation, Marubeni Corporation, Mitsubishi Corporation
 - “Japanese Government Policy Toward Bio-ethanol”**
... Takatsune Ito, Section Chief, New and Renewable Energy Division, Energy Conservation and Renewable Energy Dept. Agency of Natural Resource and Energy, Ministry of Economy, Trade and Industry
 - “Climate Change and Water Resources in the World”**
... Taikan Oki, Professor, Institute of Industrial Science, The University of Tokyo
3. Angles **“Japan’s Dependence on Exports is too low”**
... Fumio Ogino, Deputy General Manager, Corporation Strategy & Research Dept. Mitsubishi Corporation
4. International Letter **“Papua New Guinea ~ The last paradise in the world”**
... Tomokazu Shigenobu, Deputy General Manager, Sojitz Australia Limited, Port Moresby Office

What is "SHOSHA"?

SHOSHA is consistently changing to meet the requirements of each era. Its function, activities and vision are explained in detail in English at <http://www.jftc.or.jp/shosha/english/index.html>

REGULAR MEMBERS OF JFTC

Companies (Total 45)

ASSOCIATED LUMBER & TRADING CO., LTD., CHORI CO., LTD., CBC CO., LTD., D. NAGATA CO., LTD., HANWA CO., LTD.
 HITACHI HIGH-TECHNOLOGIES CORPORATION, INABATA & CO., LTD., ITOCHU CORPORATION, IWATANI INTERNATIONAL CORPORATION
 JFE SHOJI HOLDINGS, INC., KANEMATSU CORPORATION, KINSHO CORPORATION, KOWA COMPANY, LTD., KYOEI SHOJI CO., LTD.
 KYOKUTO BOEKI KAISHA, LTD., MARUBENI CORPORATION, MEIWA CORPORATION, METAL ONE CORPORATION, MITSUBISHI CORPORATION
 MITSUI & CO., LTD., MORIMURA BROS., INC., NAGASE & CO., LTD., NIPPON STEEL TRADING CO., LTD., N. I. TEIJIN SHOJI CO., LTD.
 NOMURA TRADING CO., LTD., NOSAWA & CO., LTD., OGURA TRADING CO., LTD., OKAYA & CO., LTD., SANKO MEDICAL SYSTEM CO., LTD.
 SANKYO SEIKO CO., LTD., SEIKA CORPORATION, SHINYEI KAISHA, SMILE CORP., SOJITZ CORPORATION, SUMIKIN BUSSAN CORPORATION
 SUMITOMO CORPORATION, T. CHATANI & CO., LTD., THE TOSHO CO., LTD., TOKYO BOEKI LTD., TOSHOKU LTD., TOHO BUSSAN KAISHA, LTD.
 TOYOTA TSUSHO CORPORATION, Y. NISHIDA & CO., LTD., YAGI TSUSHO LTD., YUASA TRADING CO., LTD.

Associations (Total 25)

COSMETIC IMPORTERS ASSOCIATION OF JAPAN, FUKUOKA FOREIGN TRADE ASSOCIATION,
 INTERNATIONAL DEVELOPMENT ASSOCIATION OF THE FURNITURE INDUSTRY OF JAPAN, JAPAN AUTOMOBILE IMPORTERS ASSOCIATION,
 THE JAPAN BANANA IMPORTERS ASSOCIATION, JAPAN CHEMICAL EXPORTERS' ASSOCIATION, JAPAN CHEMICAL IMPORTERS' ASSOCIATION,
 JAPAN EEL IMPORTERS ASSOCIATION, JAPAN ELECTRONIC PRODUCTS IMPORTERS ASSOCIATION, JAPAN FISH TRADERS ASSOCIATION,
 JAPAN FOREIGN TRADERS ASSOCIATION, INC., JAPAN MACHINE TOOL IMPORTERS' ASSOCIATION, JAPAN MACHINERY EXPORTERS' ASSOCIATION,
 JAPAN OVERSEAS ROLLING STOCK ASSOCIATION, JAPAN PAPER IMPORTERS' ASSOCIATION, JAPAN SHEEP CASING IMPORTERS ASSOCIATION,
 JAPAN SHIP EXPORTERS' ASSOCIATION, JAPAN TEXTILE EXPORTERS ASSOCIATION, THE JAPAN TEXTILES IMPORTERS ASSOCIATION,
 JAPAN WATCH IMPORTERS' ASSOCIATION, JAPAN WINES AND SPIRITS IMPORTERS ASSOCIATION, KOBE FOREIGN TRADE ASSOCIATION,
 KYOTO FOREIGN TRADE ASSOCIATION, THE RUBBER TRADE ASSOCIATION OF JAPAN, THE YOKOHAMA FOREIGN TRADE ASSOCIATION

CHAIRMAN

Mikio Sasaki (Chairman – Mitsubishi Corporation)

VICE CHAIRMEN

Shoei Utsuda (President & CEO – Mitsui & Co., Ltd.)
 Nobuo Katsumata (President & CEO – Marubeni Corporation)
 Eizo Kobayashi (President & CEO – ITOCHU Corporation)
 Masaaki Furukawa (Chairman & CEO – Toyota Tsusho Corporation)
 Susumu Kato (President & CEO – Sumitomo Corporation)
 Yutaka Kase (President & CEO – Sojitz Corporation)

EXECUTIVE MANAGING DIRECTOR

Masayoshi Amano

MANAGING DIRECTOR

Toshio Sampei