



ITOCHU Chile Ltda.
Av. El Bosque Sur 130 - Piso 10°
Teléfono: 2031160
Fax: 2031161 - Casilla 144-D
Telex: 440101 - CITOCH CZ
Santiago - Chile

Santiago, 15 de Noviembre de 1993

Señor
Carlos Bascuñán
Jefe de Gabinete de Su Excelencia
El Presidente de la República
Palacio de La Moneda
Santiago

Muy señor nuestro:

Con motivo de la visita a Chile del Presidente de nuestra Compañía, ITOCHU Corporation, Sr. Minoru Murofushi, me es muy grato dirigirme a usted con el objeto de informarle los nombres y respectivos cargos de las personas que participarán en la audiencia concedida por el Excelentísimo Señor Presidente de la República de Chile, don Patricio Aylwin, el día 30 de Noviembre a las 17:00 hrs.:

- Sr. Minoru Murofushi : Chairman and Chief Executive Officer
ITOCHU Corporation.
- Sr. Setsuzo Kohsaka : Managing Director and General Manager for
Central and South America, ITOCHU
Corporation.
- Sr. Akihito Mori : Director and Division President, Aerospace
and Electronics Division.
ITOCHU Corporation.
- Sr. Hirofumi Yamamoto : Gerente General
ITOCHU Chile Ltda.
- Sr. Keiichi Kojima : Group Officer, Overseas Administration and
(Intérprete) Development Group.
ITOCHU Corporation.

Además, las personas que acompañarán a la delegación al interior del Palacio de la Moneda, son las siguientes:

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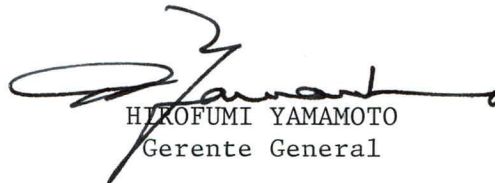
- Sr. Takashi Uji : ITOCHU Chile Ltda.
- Sr. Jorge Fernández : ITOCHU Chile Ltda.

Asimismo, tengo el agrado de enviarle una breve reseña de nuestra Casa Matriz y de ITOCHU Chile, así como también la historia personal de los señores Murofushi, Kohsaka y Mori.

Agradezco a usted su amable atención y aprovecho esta oportunidad para reiterarle mis sentimientos de la más alta consideración.

Le saluda atentamente,

ITOCHU Chile Ltda.



HIROFUMI YAMAMOTO
Gerente General

HY/JFL/mem*
Inc.

PERSONAL HISTORY

Minoru (Jack) Murofushi
President and Chief Executive Officer
ITOCHU Corporation

- June 1990 President and CEO, C. Itoh & Co., Ltd.
(Former Name of ITOCHU Corporation)
- June 1989 Senior Managing Director, C. Itoh & Co., Ltd.
Responsible for Corporate Planning & Administration
Group and Overseas Group
- June 1987 CEO, C. Itoh & Co., (America) Inc. [New York]
Managing Director, C. Itoh & Co., Ltd.
- Aug. 1986 CEO, C. Itoh & Co., (America) Inc. [New York]
Director, C. Itoh & Co., Ltd.
- June 1985 Director, General Manager
Produce & Provision Division
C. Itoh & Co., Ltd.
- 1977-1984 General Manager
Corporate Project Planning & Development Dept.
Overseas Administration Dept.
C. Itoh & Co., Ltd.
- 1963-1973 Vice President (1971-73) [New York]
General Manager, Coal Dept. (1963-68)
C. Itoh & Co., (America) Inc.
- Apr. 1956 Joined C. Itoh & Co., Ltd.
- Mar. 1956 Received a B. A. Degree from Tokyo University

Birth Date: September 22, 1931

Family : Wife and a daughter

Hobby : Golf



ITOCHU Corporation

Av. Almirante Barroso, 52 - 20ª and
20031-000 - Rio de Janeiro - Brazil
Tel. (021) 297-2022
Fax (021) 282-0414

SETSUZO KOSAKA
Managing Director, General Manager
for Central & South America

C U R R I C U L U M V I T A E

NAME : SETSUZO KOHSAKA

EDUCATION

March 1959 Graduated Kyoto University
Faculty of Economics

BUSINESS CAREER

April 1959 Joined ITOCHU Corporation
(C. Itoh & Co., Ltd)

1969/1971 Director, ITOCHU Brasil S.A.
Rio de Janeiro

1971/1975 Assistant to General Manager for Central
& South America of ITOCHU Corp.
São Paulo

1975/1980 Manager, Chemical Plant Section nº 2

1980/1982 General Manager, China Chemical Plant Dept

1982/1984 General Manager
Chemical Plant Dept

1984/1987 General Manager
Corporate Planning & Administrative Dept

1987/1989 Superintendent General Manager
Corporate Planning & Administrative Dept,
ITOCHU International Corp. - New York

June 1989 Elected to the Board of Directors,
ITOCHU Corp.

1989/1991 EVP, ITOCHU International Corp.

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Fax (021) 262-9414

SETBUZO KOSAKA
Managing Director, General Manager
for Central & South America

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1991 / Present General Manager for Central & South America
Rio de Janeiro

June 1993 Elected Managing Director,
ITOCHU Corp.

BIRTH DATE : July 2, 1936

FAMILY : Wife & three sons

HOBBY : "Go"

As of July 1993

PERSONAL HISTORY

1. Name in Full : Akihito Mori
2. Date of Birth : November 14, 1937
3. Home Address : 2-19-40 Midorigaoka, Chofu-city, Tokyo
4. Present Position : Board Director
& Division President
Aerospace & Electronics Division
ITOCHU Corporation
5. Office Address : 5-1, Kita-Aoyama 2-chome, Minato-ku, Tokyo
6. Family : Spouse, one son and one daughter
7. Other Positions Held :
Executive Vice President ---- Chofu Cable Television, Inc.
Director ---- Japan Communication Satellite Co., Inc.
Director ---- Japan Sports Channel Inc.
Director ---- VideoSat Communications, Inc.
Director ---- Japan Satellite Communications Network Corp.
Director ---- Nippon Idou Tsushin Corp.
Auditor ---- Japan Satellite Broadcasting, Inc.
Director ---- Teleway Japan Corp.
Director ---- Kanto Cable Television Corp.

Director ---- NTT International Corp.
 Director ---- Satellite Culture Japan Co., Inc.
 Director ---- Nihon Cable TV Consultant Co., Ltd.
 Director ---- C. Itoh Mechatronics Co., Ltd.
 Director ---- ITOCHU Techno-Science Co., Ltd.
 Director ---- NCI Systems Integration, Inc.
 Director ---- C. Itoh Aviation Co., Ltd.

8. Business Experience :

March 1960 : BA in Faculty of Social Studies,
 Hitotsubashi University, Tokyo
 April 1960 : Joined ITOCHU Corporation
 Nov. 1961 : Staff, Rio De Janeiro Branch
 April 1968 : Staff, Corporate Planning Dept.
 Oct. 1970 : C. Itoh do Brasil S.A. (Sao Paulo)
 April 1977 : Staff, Total Development Dept.
 April 1978 : Staff, Overseas Administration Dept.
 Oct. 1981 : Deputy-Manager, Overseas Administration Dept.
 Jan. 1985 : General Manager,
 Satellite Communications Business Development Dept.
 Oct. 1986 : General Manager, Satellite Communications
 Business Development Dept. and International
 Telecommunications Business Development Dept.
 Jan. 1989 : Deputy General Manager, Electronics Division
 July 1989 : General Manager, Electronics Division
 April 1990 : General Manager, Communications & Electronics Division
 July 1991 : Director
 General Manager, Communications & Electronics Division
 April 1992 : Director & Division President,
 Aerospace & Electronics Division

to date

INTRODUCCION A ITOCHU CORPORATION

Desde su fundación en 1858, ITOCHU Corporation ha llegado a ser la primera casa comercial (sogo shosha) con una red global totalmente integrada de 206 oficinas en 89 naciones, incluyendo 45 en Japón, 406 compañías filiales y sobre 10.000 empleados a través de todo el mundo.

Los productos y servicios manejados por ITOCHU Corporation abarcan el amplio rango de las necesidades humanas y contribuye al mejoramiento de los estándares de vida y avances tecnológicos alrededor del globo.

Con el avance de la civilización y la sociedad que se está haciendo cada día más compleja y sofisticada, la mercadería, información y la gente misma, tiende cada vez más a saltar los límites entre naciones y esparcirse a todas partes del mundo.

ITOCHU Corporation está cambiando, por ejemplo, desde un enfoque pasivo dedicado únicamente a satisfacer las necesidades del usuario, a una actitud más positiva que busca desarrollar nuevos tipos de negocios al mismo tiempo que tiene el convencimiento de que debe contribuir al bienestar de la sociedad, incluyendo abordar problemas, como ser la destrucción ambiental del planeta.

Con el siglo XXI a la puerta, ITOCHU Corporation está preparado para un futuro estable y próspero para la humanidad y la Tierra entera.

Capital Pagado: Yen 174,712 millones (equivalentes a aproximadamente US\$1,588 millones).

Volumen de negocios (contabilidad consolidada)

i) Por tipo de transacción (Millones de Yen)

Total	20,611 (alrededor de US\$187 billones)
Local	9.9500
Importaciones	2.0570
Exportaciones	2.0410
Terceros países	6.563

ii) Por producto principal (Millones de Yen)

Textiles	2,392
Maquinaria y Construcción	5,773
Metales	5,524
Energéticos y Químicos	3,613
Alimentos y Productos Agrícolas	2,236
Productos Forestales y Mercadería General	1,073

INTRODUCTION OF ITOCHU CORPORATION

Since its founding in 1858, ITOCHU Corporation has become the leading sogo shosha with a fully integrated global network of 206 offices in 89 nations, including 45 in Japan, 406 affiliated companies and over 10,000 employees located throughout the world.

Products and services handled by ITOCHU Corporation span the full range of human needs and contributes to improvement of living standards and the advancement of technology in countries around the globe.

As civilization advances and society becomes increasingly complex and sophisticated, goods, information and people themselves tend increasingly to overstep the boundaries between nations and spread out to every part of the globe.

ITOCHU Corporation is switching, for instance, from a passive approach concerned simply to meet the user's needs to a more positive attitude that seeks to develop new types of business and is convinced at the same time that it must contribute to the welfare of society, including the tackling of problems such as the destruction of the global environment.

With the twenty-first century close at hand, ITOCHU Corporation is set on a stable and prosperous future for humanity and for the earth.

Paid-in Capital: Yen 174,712 million (equivalent to about US\$1,588 million)

Trading volume (consolidating accounting)

i) By type of transaction (Billion of Yen)

Total	20,611 (about US\$187 billion)
Domestic	9.9500
Import	2.0570
Export	2.0410
Offshore	6.563

ii) By principal products (Billion of Yen)

Textiles	2,392
Machinery & Construction	5,773
Metals	5,524
Energy & Chemicals	3,613
Foods & Agricultural Products	2,236
Forest Products & General Merchandise	1,073

ITOCHU Chile Ltda.

ITOCHU Chile Ltda. se estableció en Santiago, como empresa Chilena, subsidiaria de ITOCHU Corporation, en 1980.

Actualmente sus actividades en Chile se basan principalmente en la exportación de productos mineros, tales como Concentrado de Cobre, Concentrado de Zinc, Cátodos de Cobre, productos forestales como ser Rollizos de Madera, Astillas, Pulpa y otros sub-productos de la madera, productos agrícolas y marinos, no solamente a los mercados de Japón sino también a terceros países en todo el mundo.

También, importamos a Chile unidades completas de "knockdown" para camiones livianos y unidades completas "built-up" de automóviles y camionetas, autos de pasajeros y comerciales, camiones, maquinaria pesada para la minería, construcción y transporte, aviones, equipos de telecomunicaciones y telefonía, etc.

Volumen anual total de transacciones	US\$300 million
Consistentes en:	
Exportaciones	US\$145 million
Importaciones	US\$118 million
Comercio con terceros países	US\$ 37 million

Nosotros, ITOCHU Chile Ltda., contribuimos a la sociedad chilena no sólo en la forma de comercio extranjero, sino también a través del establecimiento de varias empresas colectivas (joint ventures) para proyectos mineros de cobre, proyectos forestales y construcción de puertos.

En lo que se refiere a proyectos mineros de cobre, el año pasado gastamos más de US\$2 millones en exploración y planeamos continuar las exploraciones para 1993 y 1994 con un presupuesto más allá de US\$3 millones.

En relación a proyectos forestales nosotros, junto a Daio Paper Co., Ltd., hemos establecido Forestal Anchile S.A. y hemos invertido US\$70 millones en plantaciones y planeamos construir en el futuro una planta de Pulpa, y, además, tenemos operando dos plantas de chips y hemos decidido invertir para otra más.

Estamos orgullosos de decir que contribuimos grande y profundamente al mejoramiento del bienestar y estandar de vida de los chilenos, ahora y en el futuro.

ITOCHU Chile Ltda.

ITOCHU Chile Ltda. has been established in Santiago, as Chilean enterprise, in 1980.

At present its activities in Chile are mainly based on the exportation of mining products such as Copper Concentrate, Zinc Concentrate, Copper Cathodes; forestal products such as Wood Logs, Wood Chips, Pulp and other wood sub-products; Agricultural and Marine products, not only to markets in Japan but also to third countries all over the world.

As well, we import to Chile complete knockdown (CKD) units for light trucks and complete built up (CBU) units for automobiles and pick-up trucks; passenger cars, commercial cars, trucks, heavy machinery equipments for mining, construction and transportation, airplanes, telecommunication, telephony equipment, and etc.

Total annual transactions volume		US\$ 300 million
Consisting of	Exports	US\$ 145 million
	Imports	US\$ 118 million
	Interthird trading	US\$ 37 million

We ITOCHU Chile Ltda. contribute to the Chilean society not only on the way of foreign trade but also through the establishment of several joint ventures for copper mining project, forestal project and construction of port.

As to copper mining project, we spent last year more than US\$2 million for just exploration works and plan to continue exploration for 1993 and 1994 with budget of further US\$3 million.

Regarding forestal project, we, together with Daio Paper Co., Ltd., have established Forestal Anchile Ltda. and have invested US\$70 million for plantation and plan to construct pulp mill in future, and in addition, we have two operating chip mill factories and plan to build another plant.

We are proud to say that we greatly and deeply cooperate to the improvement of welfare and standard of life of the Chilean people, at present and in future.