



DIRECTORY OF FACILITIES AND SERVICES FOR EUROPEAN COMPANIES
CONSIDERING ENTRY INTO THE JAPANESE MARKET

JAPAN - THE FIRST STEP

FEBRUARY 1985

TOKYO

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COMMISSION OF THE EUROPEAN COMMUNITIES

SECTION ONE

INTRODUCTION

by

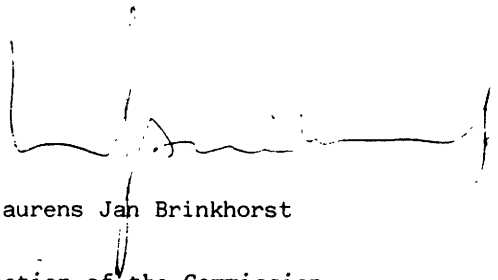
Laurens Jan Brinkhorst

Head of Delegation

The prospect of first entering the Japanese market can often seem a daunting and costly enterprise to European eyes. However the possible rewards here are correspondingly great. A country with a market of 120 million consumers cannot be ignored.

In an attempt to encourage new companies towards Japan, the EC has commissioned the preparation of this Directory. The Directory gives details of many European companies already established here, which would be prepared to offer, on a commercial basis, specific services and facilities to help "newcomers" keen to develop their business in Japan but which are not yet ready to establish a large-scale presence, to surmount those first obstacles.

I sincerely hope that many companies will find this a useful directory, and will be stimulated to consider, and eventually use, some of these services.



Laurens Jan Brinkhorst

Delegation of the Commission
of the European Communities
in Japan

SECTION TWO

GUIDE TO THE DIRECTORY

As part of its objective to stimulate the growth of EC business in Japan, the EC Delegation undertook to find out, by means of a questionnaire, what scope exists for EC-related firms and organizations in Japan to provide various forms of assistance that may help companies from EC countries wanting to start up a business in Japan.

The questionnaire deals specifically with the sorts of facilities and services that would be needed by overseas firms in the early stages of their market entry in Japan.

The questionnaire has been mailed to a total of 1001 EC-related companies and organizations in Japan who are listed in the publication "EC Investment in Japan", published in November 1983 and updated in August 1984.

A total of 88 usable responses have been received. A breakdown of the respondents by EC investor domicile is provided below.

<u>EC investor domicile</u>	<u>No. of respondents</u>
Belgium	2
Denmark	2
Federal Republic of Germany	24
France	16
Greece	1
Italy	9
Luxemburg	1
Netherlands	8
United Kingdom	24
<u>Unknown</u>	<u>1</u>
TOTAL	88

In the following Section Three, an index of companies offering services is provided. Against each type of facility or service offered is given a list of the code numbers of companies offering that particular service.

To illustrate the use of this directory, assume that a company is looking for EC companies in Japan offering market survey services. The EC company wanting the service would look for company code numbers provided alongside "market survey" under the BUSINESS ADVISORY SERVICES grouping in Section Three.

A total of 41 companies with code numbers ranging from 07 to 88 are offering the particular service. Reference to each of these companies can be made in Section Four where detailed information on all 88 companies that responded to the questionnaire is given in alphabetical order. Interested EC companies are suggested to contact them in English.

In Section Five is given an additional list of companies who, though not offering specific facilities or services, have expressed willingness to assist EC companies in more general ways.

This is the first attempt by the EC Delegation to provide a directory of this kind. As it is the Delegation's intention to continue providing updated information, we would appreciate any comments or suggestions for improving the directory to make it a useful tool for those EC companies wanting to take the first step towards entry into Japan.

SECTION THREE

INDEX TO COMPANIES

TYPES OF FACILITIES/SERVICES	CODE NUMBERS OF COMPANIES OFFERING FACILITIES AND SERVICES
<u>PHYSICAL FACILITIES</u>	
. Office space	13 24 29 48 56 61 64 75 77 81
. Office space with furniture	02 04 06 07 08 11 14 22 26 35 36 38 39 40 41 44 47 50 51 52 53 56 58 60 62 63 64 67 68 69 70 76 77 79 81 83 85 86 87 88
. Warehouse space	08 10 38 40 47 60 62 68 69 70 76 79 87
<u>OFFICE EQUIPMENT</u>	
. Telephone/typewriter	01 02 04 06 07 08 10 11 14 17 22 24 26 27 32 35 36 38 39 40 41 44 45 46 47 48 50 51 52 53 56 58 60 62 63 64 67 68 69 70 75 76 77 79 81 83 85 86 87 88
. Telex	01 02 04 07 08 10 11 14 17 22 24 26 27 29 32 35 36 38 39 40 41 44 45 46 47 48 50 51 52 53 56 58 60 61 62 63 64 67 68 69 70 75 76 77 79 81 85 86 87 88
. Photocopier	01 02 04 07 08 10 11 14 17 22 24 26 27 29 32 36 38 39 40 41 44 45 46 47 48 50 51 52 53 56 58 60 61 62 63 64 67 68 69 70 75 76 77 79 81 85 86 87 88
. Facsimile	01 04 07 08 11 14 17 22 26 27 29 32 38 39 40 41 44 45 46 47 48 50 51 52 53 56 58 60 62 64 67 68 69 70 76 77 79 81 85 86 87
. Word processor	01 08 11 14 17 22 24 26 27 38 39 41 45 47 48 50 51 52 53 58 62 64 67 69 70 77 79 83 86 87
. Computer	01 08 11 17 22 24 26 38 39 45 46 47 50 51 53 58 62 64 67 68 69 70 79 85 86 87

TYPES OF FACILITIES/SERVICES**CODE NUMBERS OF COMPANIES
OFFERING FACILITIES AND SERVICES****MANPOWER RESOURCES**

. Secretarial services	01 02 04 07 08 11 14 17 21 22 24 27 32 35 38 40 41 43 44 45 47 48 51 52 53 56 60 62 63 64 67 68 69 70 76 77 79 81 83 85 86 87 88
. Translation services	01 07 08 09 17 21 22 35 38 39 40 43 44 45 52 53 60 63 64 67 70 76 77 78 79 81 83 85 86 87 88
. Bookkeeping/auditing services	04 08 22 26 35 38 39 40 45 47 52 53 58 60 62 63 64 67 68 69 70 76 77 78 79 81 85 86 87 88
. Other	01 22 35 38 53 70 79

BUSINESS ADVISORY SERVICES

. Market survey	07 08 09 11 12 14 17 21 22 24 25 26 31 33 36 37 39 40 44 45 46 47 50 52 56 59 62 63 64 66 69 70 76 78 80 81 82 83 85 87 88
. Selection of represent- ative or agent	02 04 06 07 08 09 11 16 17 21 22 24 25 26 30 31 32 39 40 43 44 46 47 50 52 56 60 62 63 64 66 67 69 70 75 76 78 79 80 81 82 84 85 86 87 88
. Selection of distributor	02 04 08 11 12 17 21 22 23 24 25 26 31 32 36 39 40 41 43 44 46 47 50 52 56 60 62 63 66 67 69 70 75 76 78 79 80 81 82 85 86 87 88
. Visit arrangements	01 02 08 11 12 14 17 21 22 23 24 25 27 31 32 37 41 43 44 45 46 47 48 49 50 51 52 56 60 62 63 64 66 67 70 75 76 78 79 80 81 82 83 85 86 87 88
. Other	05 11 12 19 26 37 42 66 70

REPRESENTATION

. Act as representative/ agent	02 03 04 06 07 08 09 10 11 14 15 16 17 18 20 22 24 25 27 28 29 30 31 33 35 36 37 38 40 43 44 45 46 47 48 50 51 52 53 54 55 56 57 59 60 62 63 64 65 66 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 85 86 87 88
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TYPES OF FACILITIES/SERVICES	CODE NUMBERS OF COMPANIES OFFERING FACILITIES AND SERVICES
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. Act as distributor	02 04 08 10 17 18 20 22 24 31 38 39 40 44 46 48 52 53 54 55 58 60 61 62 64 68 72 73 76 77 81 82 84 87 88
. Provide after-sales service	02 03 10 16 17 18 22 24 31 52 53 55 60 61 62 64 68 70 77 81 84

SECTION FOUR

COMPANY DETAILS

Company		
<u>Code</u>	<u>Company Name</u>	<u>Page</u>
01	ABC ENTERPRISES INC.	10
02	ACEC LIAISON OFFICE	11
03	AGFA-GEVAERT JAPAN, LTD	12
04	ALBRIGHT & WILSON LTD	13
05	ALGEMENE BANK NEDERLAND N.V.	14
06	ALPINA TRADING CO., LTD	15
07	AMC (JAPAN) LTD	16
08	ASIATIC CHEMICALS CO., LTD	17
09	ASTOR INC.	18
10	AUSTIN ROVER JAPAN LTD	19
11	BANQUE INDOSUEZ	20
12	BANQUE PARIBAS	21
13	BASF JAPAN LTD	22
14	BLM FAR EAST CO., LTD	23
15	BUSCH JAPAN LTD	24
16	CARPIGIANI JAPAN CO., LTD	25
17	C E MARINE CONTROLS LIMITED	26
18	C. CORRENS & CO., LTD	27
19	CURRIE & BROWN (JAPAN) LTD	28
20	DAINIPPON INK & CHEMICALS, INC.	29
21	DEUTSCHE BANK AG, TOKYO BRANCH	30
22	DODWELL & CO., LTD, JAPAN BRANCH	31
23	DRESDNER BANK AG, TOKYO BRANCH	32
24	ECC JAPAN	33
25	EPSILON CO., LTD	34
26	EUROGESTION K.K.	35
27	FARMITALIA CARLO ERBA K.K.	36
28	FIAT SPA, REPRESENTATIVE OFFICE FOR JAPAN	37

Company Code	Company Name	Page
29	FUGRO JAPAN CO., LTD	38
30	FURUKAWA PRECISION ENGINEERING CO., LTD	39
31	G.O.R. JAPAN CO., LTD	40
32	HELLESEMS JAPAN A.S.	41
33	ICI JAPAN LTD	42
34	INTERNATIONAL COMPUTERS LIMITED, JAPAN BRANCH	43
35	INTERLANG SCHOOLS AND SERVICES	44
36	ITASCO A.G., REPRESENTATIVES	45
37	JAPAN BUSINESS SERVICE INC	46
38	JAPAN EUROPE TRADING CO., LTD	47
39	JOHN SWIRE & SONS (JAPAN) LTD	48
40	KETRA JAPAN LTD	49
41	KIHARA INDUSTRY CORPORATION	50
42	KREDIETBANK S.A.	51
43	LINDE FAR EAST ENGINEERING, LTD	52
44	MASSEY FERGUSON PERKINS K.K.	53
45	MEGGLE JAPAN CO., LTD	54
46	MEMO'S CO., LTD	55
47	MONTE BUSSAN K.K.	56
48	MORGANITE CARBON K.K.	57
49	NEDLLOYD K.K.	58
50	NETWORK INC.	59
51	NIHON AQUA-LUNG CO.	60
52	NIHON MARSHALL K.K.	61
53	NIHON OTTO K.K.	62
54	NIHON UNICON INC.	63
55	NIKO BIOSCIENCE INC.	64
56	NIPPON EIRICH	65
57	NIPPON EUROTHERM K.K.	66
58	NIPPON MONTEDISON K.K.	67
59	NIPPON ROUSSEL K.K.	68
60	NIPPON TRAUB K.K.	69
61	NIPPON WACKER CO., LTD	70

Company		
<u>Code</u>	<u>Company Name</u>	<u>Page</u>
62	NPK JAPAN LTD	71
63	OFFICE FRANCAIS D'EXPORTATION DE MATERIEL AERONAUTIQUE (O.F.E.M.A.)	72
64	OFFSHORE PROCUREMENT	73
65	OLROTH WOSCHINA CO., LTD	74
66	PA INTERNATIONAL CONSULTING SERVICES LTD	75
67	PACIFIC MARINE K.K.	76
68	PANG TYRE SUPPLIES LTD	77
69	PECHINEY JAPON	78
70	PMC CO., LTD	79
71	RAMCRETE CO., LTD	80
72	SAES GETTERS JAPAN CO., LTD	81
73	SHELL KAGAKU K.K.	82
74	SIGHT & SOUND EDUCATION (JAPAN) LTD	83
75	SMITHS INDUSTRIES JAPAN LTD	84
76	STYLE FRANCE K.K.	85
77	TAPROGGE JAPAN CO., LTD	86
78	TECHNOTRANS JAPAN LIMITED	87
79	THE BEN LINE STEAMERS LTD	88
80	THOMSON JAPAN K.K.	89
81	THYSSEN NIPPON K.K.	90
82	TIGER JAPAN CO., LTD	91
83	TOKYO STAFF CO., LTD	92
84	TSUGAMI SPECIALITY MACHINE CO., LTD	93
85	UNITEC INTERNATIONAL, LTD	94
86	UNITED TRUST CORPORATION, INC.	95
87	VAUBEL & COMPANY	96
88	YASHIMA SANSHO CO., LTD	97

ABC ENTERPRISES INC.

EC investor domicile: Federal Republic of Germany

Address: 7-4, Ohyamacho, Shibuya-ku, Tokyo

Name of Chief Executive Officer/Representative:

Heinz W. Kuhlmann

Telephone no: (03) 485-2961 -3

Facsimile no: 03 466-0709

Main products: Language services incl. design/
printing

No. of employees: 15

Person to contact for administrative assistance:

Heinz W. Kuhlmann

AVAILABLE FACILITIES AND SERVICES

Office equipment: . Telephone
. Typewriter
. Photocopier
. Facsimile
. Word processor
. Computer

Manpower resources: . Secretarial services
. Translation services
. Information, consulting and
interpreting services

Business advisory services: . Visit arrangements

OTHER INFORMATION

- (1) Company would prefer to provide its facilities and services to EC companies in other lines of business but would accept enquiries from companies in the same line of business.
- (2) Company would prefer to charge a fixed cost for equipment usage and manpower services on an "as-incurred basis".

PTO

- (3) Company would be interested in representing EC suppliers wanting to bid for government contracts in Japan. They would be interested in assisting by way of preparing and submitting required documents.

ACEC LIAISON OFFICE

EC investor domicile: Belgium

Address: Reinanzaka Annex Bldg., 1-11-3, Akasaka
Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

J. Van Vlaenderen

Telephone no: (03) 582-4171 to 3

Telex no: 242-5102 ACECJN

No. of employees: 3

Person to contact for administrative assistance:

J. Van Vlaenderen

AVAILABLE FACILITIES AND SERVICES

- Physical facilities: . Office space with furniture
- Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
- Manpower resources: . Secretarial services
- Business advisory services: . Selection of representative or agent
. Selection of distributor
. Visit arrangements
- Representation: . Act as representative/agent
. Act as distributor
. Provide after-sales service
(e.g. technical/repair service)

OTHER INFORMATION

- (1) Office space of approximately 15 tsubo or 49.5 square meters could be made available.
- (2) Company is presently acting as a representative for EC companies in heavy electrical equipment.

PTO

- (3) Company would prefer to provide its facilities and services to EC companies in other lines of business but would accept enquiries from companies in the same line of business.
- (4) Company would prefer to conclude an all-inclusive package deal for the cost of providing its facilities and services.

AGFA-GEVAERT JAPAN, LTD

EC investor domicile: Belgium

Address: No.2 Kowa Bldg., 1-11-39, Akasaka
Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

Robert K. Paus

Telephone no: (03) 586-0251

Telex no: J22909 AGFAGEVA

Facsimile no: 03 586-4952

Main products: Information processing systems

No. of employees: 98

Person to contact for administrative assistance:

Y. Okada

AVAILABLE SERVICES

Representation: . Act as representative/agent
. Provide after-sales service
(e.g. technical/repair service)

OTHER INFORMATION

- (1) Company is presently acting as a representative for EC companies in reprographic cameras for printing/design industry and processors for graphic arts materials.
- (2) Company would prefer to provide its services to EC companies in the same line of business but would accept enquiries from companies in other lines of business.
- (3) Company would prefer to conclude an all-inclusive package deal for the cost of providing its services.

ALBRIGHT & WILSON LTD

EC investor domicile: United Kingdom

Address: 6F, No.2 Okamotoya Bldg., 1-24
Toranomom 1-chome, Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

C.M. Beal, General Manager

Telephone no: (03) 508-9461

Telex no: 02226721 ALBRIW J

Main products: Chemical

AVAILABLE FACILITIES AND SERVICES

- Physical facility: . Office space with furniture
- Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
- Manpower resources: . Secretarial services
. Bookkeeping/auditing services
- Business advisory services: . Selection of representative or agent
. Selection of distributor
- Representation: . Act as representative/agent
. Act as distributor

OTHER INFORMATION

- (1) Office space of 5 tsubo or 16.5 square meters could be made available at approximately Yen 35,000 per tsubo per month.
- (2) Company is presently acting as a representative for EC companies in the chemical industry.
- (3) Company would want to provide its facilities and services to EC companies in the same line of business.
- (4) Company would prefer to conclude an all-inclusive package deal for the cost of providing its facilities and services.

Company Code: 05

ALGEMENE BANK NEDERLAND N.V.

EC investor domicile: Netherlands

Address: Fuji Bldg., 3-2-3, Marunouchi
Chiyoda-ku, Tokyo

Name of Chief Executive Officer/Representative:

W.A.J. Kortekaas

Telephone no: (03) 211-4858

Main products: Banking services

AVAILABLE SERVICE

Business advisory service: Provision of bank information and other
banking services.

ALPINA TRADING CO., LTD

EC investor domicile: Greece

Address: Maison Roppongi Bldg., B-1, 4-25
Roppongi 3-chome, Tokyo

Name of Chief Executive Officer/Representative:

Sawidis Themistoklis

Telephone no: (03) 587-1964

Main products: Fur garments

No. of employees: 3

Person to contact for administrative assistance:

Dedoussis Evangelos

AVAILABLE FACILITIES AND SERVICES

Physical facilities: . Office space with furniture

Office equipment: . Telephone
. Typewriter

Business advisory services: . Selection of representative or agent

Representation: . Act as representative/agent

OTHER INFORMATION

- (1) Office space of 21 tsubo or 69.3 square meters could be made available at approximately Yen 10,000 to 20,000 per tsubo per month.
- (2) Company is presently acting as a representative for an EC company in fur garments.
- (3) Company would prefer to provide its facilities and services to EC companies in the same line of business but would accept enquiries from companies in other lines of business.

AMC (JAPAN) LTD

EC investor domicile: United Kingdom

Address: Fuji Bldg.,1017, 3-2-3, Marunouchi
Chiyoda-ku, Tokyo

Name of Chief Executive Officer/Representative:

M. Iwabuchi, Managing Director

Telephone no: (03) 213-6801/6805

Telex no: J22830

Facsimile no: 03 213-1676

Main products: Trading of non-ferrous metals/ores &
steel making raw materials

No. of employees: 8

Person to contact for administrative assistance:

M. Iwabuchi/T. Wazawa

AVAILABLE FACILITIES AND SERVICES

Physical facilities: . Office space with furniture

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile

Manpower resources: . Secretarial services
. Translation services

Business advisory services: . Market survey
. Selection of representative or agent

Representation: . Act as representative/agent

OTHER INFORMATION

- (1) Company is presently acting as a representative for EC company in non-ferrous metals/ores and raw material for steel making.

PTO

- (2) Company would prefer to provide its facilities and services to EC companies in other lines of business but would accept enquiries from companies in the same line of business.

ASIATIC CHEMICALS CO., LTD

EC investor domicile: Netherlands

Address: 3-14-1, Nihonbashi, Chuo-ku, Tokyo

Name of Chief Executive Officer/Representative:

Rene F. Breuls

Telephone no: (03) 274-0773

Telex no: 2223175 ASTCTK J

Facsimile no: 03 247-5289

Main products: Chemicals, electronics, automotive, foodstuffs, machinery and metals

No. of employees: 55

Person to contact for administrative assistance:

Ms. Idemitsu

AVAILABLE FACILITIES AND SERVICES

Physical facilities: . Office space with furniture
. Warehouse space

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Word processor
. Computer

Manpower resources: . Secretarial services
. Translation services
. Bookkeeping/auditing services

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements

Representation: . Act as representative/agent
. Act as distributor

PTO

OTHER INFORMATION

- (1) Company would be interested in representing EC suppliers to bid for government contracts in Japan.
- (2) Warehouse address: c/o Mitsubishi Warehouse K.K.
2-4, Kaigan-dori, Naka-ku, Yokohama

ASTOR INC.

EC investor domicile: Netherlands

Address: Toranomon Bldg. 601, 1-1-12, Toranomon
Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

David T. Yasui

Telephone no: (03) 503-7571

Telex no: J25647

Facsimile no: 03 503-9592

Main products: Electronic goods

No. of employees: 19

Person to contact for administrative assistance:

David T. Yasui/Ted Masuda

AVAILABLE SERVICES

Manpower resources: . Translation services

Business advisory services: . Market survey
. Selection of representative or agent

Representation: . Act as representative/agent

OTHER INFORMATION

- (1) Company would prefer to provide its services to EC companies in the same line of business but would accept enquiries from companies in other lines of business.
- (2) Company would prefer to conclude an all-inclusive package deal for the cost of providing its services.
- (3) Company is interested in representing EC suppliers to bid for government contracts in Japan. They specialize in electronic and electrical products.

Company Code: 10

AUSTIN ROVER JAPAN LTD

EC investor domicile: United Kingdom

Address: 1-1-11, Hatanodai, Shinagawa-ku, Tokyo

Name of Chief Executive Officer/Representative:

C.H. Talbot

Telephone no: Tokyo Head Office: (03) 785-1085

Osaka: (06) 472-1111

Telex no: 2466638 ARJ JPN

Facsimile no: 03 784-0646

Main products: Passenger cars & parts

No. of employees: 120

Person to contact for administrative assistance:

K. Mochizuki

AVAILABLE FACILITIES AND SERVICES

Physical facility: . Warehouse space

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier

Representation: . Act as representative/agent
. Act as distributor
. Provide after-sales service
(e.g. technical/repair service)

OTHER INFORMATION

(1) . Warehouse space of 210 tsubo or 693 square meters could be made available at approximately Yen 5,000 per tsubo per month.

. Warehouse address: Austin Rover Japan - Atsugi Depot.
131-1, Sakai Aza Harada, Atsugi-shi
Kanagawa-ken-

PTO

- (2) Company is presently acting as a representative for EC companies in road vehicles, parts and accessories.
- (3) Company would prefer to charge the cost of its warehouse space on a monthly rental basis plus services/manpower on an "as-incurred basis".
- (4) Company would prefer to provide its facilities and services to EC companies in the same line of business but would accept enquiries from companies in other lines of business.
- (5) Company would want prospective companies to be responsible for any special maintenance equipment for stored goods.
- (6) Company would be interested in representing EC suppliers to bid for government contracts in Japan. They specialize in vehicles and parts.

BANQUE INDOSUEZ

EC investor domicile: France

Address: French Bank Bldg., 1-1-2, Akasaka
Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

Bernard Delage
General Manager for Japan Branches

Telephone no: (03) 582-2993

Telex no: J24309 INDOCAB

Facsimile no: 03 582-0270

Main products: Banking services

No. of employees: 210

Person to contact for administrative assistance:

Rene-Pierre Azria

AVAILABLE FACILITIES AND SERVICES

Physical facilities: . Office space with furniture
. Reception rooms

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Word processor
. Micro computer

Manpower resources: . Secretarial services

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements
. Investment

Representation: . Act as representative/agent

PTO

OTHER INFORMATION

- (1) Office space of approximately 5 to 20 tsubo or 16.5 to 66 square meters could be made available.
- (2) Company is presently acting as a representative for EC companies in food and beverages, machine tools, etc.
- (3) Company would want to provide its facilities and services to EC companies in other lines of business.
- (4) Company would require an all-inclusive package deal for the cost of providing its facilities and services.

BANQUE PARIBAS TOKYO BRANCH

EC investor domicile: France

Address: Yurakucho Denki Bldg., 1-7-1
Yurakucho Chiyoda-ku, Tokyo

Name of Chief Executive Officer/Representative:

Denis Antoine

Telephone no: (03) 214-5881

Telex no: 2228241

Facsimile no: 03 214-6944

Main products: Financial products

No. of employees: 61

Person to contact for administrative assistance:

P. Damon/K. Nagaoka

AVAILABLE SERVICES

Business advisory services:

- . Market survey
- . Selection of distributor
- . Visit arrangements
- . Selection of joint venture partner
- . Loans and investment
- . Asset acquisition

BASF JAPAN LTD

EC investor domicile: Federal Republic of Germany

Address: 3-3, Kioicho, Chiyoda-ku, Tokyo

Name of Chief Executive Officer/Representative:

G.J. Grochla, President

Telephone no: (03) 238-2222

Telex no: 2324264

Facsimile no: 03 263-5710

Main products: Chemicals

No. of employees: 314

Person to contact for administrative assistance:

K. Matsui

AVAILABLE FACILITY

Physical facility: . Office space (i.e. 30 to 100 tsubo or 99 to 330 square meters) if available.

Above space could be made available for a rent of approximately Yen 22,000 plus a deposit of Yen 742,000.

BLM FAR EAST CO., LTD

EC investor domicile: France

Address: Akasaka Five Bldg., 5-5-8, Akasaka
Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

L. Boyeldieu, Representative Director

Telephone no: (03) 586-5591

Telex no: 2425067 BRISLO J

Facsimile no: 03 586-5593

Main products: Deck crane, deck machinery, offshore
equipment

No. of employees: 6

Person to contact for administrative assistance:

F. Yonezawa

AVAILABLE FACILITIES AND SERVICES

Physical facilities: . Office space with furniture

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Word processor

Manpower resources: . Secretarial services

Business advisory services: . Market survey
. Visit arrangements

Representation: . Act as representative/agent

OTHER INFORMATION

(1) Company is presently acting as a representative for EC companies in electric industrial equipment and marine equipment.

PTO

- (2) Company would want to provide its facilities and services to EC companies in the same line of business.
- (3) Company would prefer to charge a fixed cost for office space/equipment plus a charge for equipment usage and manpower services on an "as-incurred basis".
- (4) Company would be interested in representing EC suppliers to bid for government contracts in Japan. They specialize in electric industrial equipment.

Company Code: 15

BUSCH JAPAN LTD

EC investor domicile: Federal Republic of Germany

Address: 6F, Mitsubishi Honsha Bldg., 2-14-9
Nihonbashi Ningyocho, Chuo-ku, Tokyo

Name of Chief Executive Officer/Representative:

H. Kitamura

Telephone no: (03) 669-0572

Telex no: TOBUSCH J32357

Facsimile no: 03 667-6206

Main products: Vacuum pump/compressor/accessories

No. of employees: 15

Person to contact for administrative assistance:

H. Kitamura

AVAILABLE SERVICES

Representation: Act as representative/agent

Company would prefer to conclude an all-inclusive package deal for the cost of providing its services.

CARPIGIANI JAPAN CO., LTD

EC investor domicile: Italy

Address: 22-2, Shinsencho, Shibuya-ku, Tokyo

Name of Chief Executive Officer/Representative:

K. Jinno, General Manager

Telephone no: (03) 460-5121

Telex no: 242-2339 MONTE J

Facsimile no: 03 485-4485

Main products: Ice cream, food machinery

No. of employees: 8

AVAILABLE SERVICES

Business advisory services: . Selection of representative or agent

Representation: . Act as representative/agent
. Provide after-sales service
(e.g. technical/repair service)

OTHER INFORMATION

- (1) Company is presently acting as a representative for EC companies in espresso coffee machine, ice cream material and ice cream show case.
- (2) Company would be interested in acting as a sole agent for EC companies. Interested companies would be required to send their product brochures to Carpigiani Japan.

C E MARINE CONTROLS LIMITED

EC investor domicile: United Kingdom

Address: 13-5, Nishinakajima 3-chome
Yodogawa-ku, Osaka

Name of Chief Executive Officer/Representative:

Shiro Sakurai

Telephone no: (06) 304-6944

Telex no: 5233852 CEMAC J

Facsimile no: 06 305-4975

Main products: Sale of marine automation equipment

No. of employees: 11

Person to contact for administrative assistance:

Shiro Sakurai

AVAILABLE FACILITIES AND SERVICES

- Office equipment:
- . Telephone
 - . Typewriter
 - . Telex
 - . Photocopier
 - . Facsimile
 - . Word processor
 - . Computer
- Manpower resources:
- . Secretarial services
 - . Translation services
- Business advisory services:
- . Market survey
 - . Selection of representative or agent
 - . Selection of distributor
 - . Visit arrangements
- Representation:
- . Act as representative/agent
 - . Act as distributor
 - . Provide after-sales service
(e.g. technical/repair service)

PTO

OTHER INFORMATION

- (1) Company would prefer to provide its facilities and services to EC companies in other lines of business but would accept enquiries from companies in the same line of business.
- (2) Company would prefer to charge a fixed cost for equipment use and manpower services on an "as-incurred basis".

C. CORRENS & CO., LTD

EC investor domicile: Federal Republic of Germany

Address: Iino Bldg., 2-1-1, Uchisaiwaicho
Chiyoda-ku, Tokyo

Name of Chief Executive Officer/Representative:

A. von Eisenhart Rothe, President

Telephone no: (03) 501-2361

Telex no: J22444 CORSE

Facsimile no: 03 501-5309

Main products: Machinery & components related to the
fields listed below

No. of employees: 110

AVAILABLE SERVICES

Representation: . Act as representative/agent
. Act as distributor
. Provide after-sales service
(e.g. technical/repair service)

OTHER INFORMATION

(1) Company would prefer to provide its services to EC companies in the same line of business but would accept enquiries from companies in other lines of business.

(2) Company is presently acting as a representative for EC companies in the following fields.

- . Metal forming and processing
- . Packaging and paper conversion
- . Glass and plastic industries
- . Scrap and refuse processing
- . Mining, materials handling and civil engineering
- . Food processing
- . Hyperbaric technology
- . Airport equipment
- . Electronics industry
- . Electric/electronic components, batteries and motors
- . Office equipment

CURRIE & BROWN (JAPAN) LTD

EC investor domicile: United Kingdom

Address: Sazan Bldg., 8-10-17, Ginza, Chuo-ku
Tokyo

Name of Chief Executive Officer/Representative:

Arthur G. Hawtin

Telephone no: (03) 573-5087

Telex no: 2523325 NIICHI J

Facsimile no: 03 573 2506

Main products: Construction cost management services

No. of employees: 3

Person to contact for administrative assistance:

A.G. Hawtin

AVAILABLE SERVICES

Business advisory services:

- . Cost engineering services for construction projects
- . Assistance in locating sites
- . Preparation of feasibility studies estimates
- . Preparation of contract documents
- . Cost control of construction of factories, warehouses, buildings and industrial plants

OTHER INFORMATION

- (1) Company would prefer to charge for its services either on a manpower as-incurred basis or as a percentage of construction cost or as per an agreed lump sum.
- (2) Company would be interested in representing EC suppliers to bid for government contracts in Japan. They specialize in construction components and construction consultancy services.

Company Code: 20

DAINIPPON INK & CHEMICALS, INC

EC investor domicile: United Kingdom

Address: 3-7-20, Nihonbashi, Chuo-ku, Tokyo

Name of Chief Executive Officer/Representative:

Shigekuni Kawamura

Telephone no: (03) 272-4511

Telex no: 032222977

Facsimile no: 03 278-8558

Main products: Ink, resin, pigment and other fine chemicals

No. of employees: 6,300

Person to contact for administrative assistance:

Hideshi Iwata

AVAILABLE SERVICES

Representation: . Act as representative/agent
. Act as distributor

Company would prefer to offer its services to EC companies in organic and inorganic chemicals.

DEUTSCHE BANK AG TOKYO BRANCH *

EC investor domicile: Federal Republic of Germany

Address: Yurakucho Denki Bldg.-S, 1-7-1
Yurakucho, Chiyoda-ku, Tokyo

Name of Chief Executive Officer/Representative:

Dr. Hans J. Beck
General Manager in Japan

Telephone no: (03) 214-1971

Telex no: DEUTBKTJ J24814

Facsimile no: 03 216-1720/284-1764

Main products: Full range of banking services

No. of employees: 150

Person to contact for administrative assistance:

Yoshiyuki Tajima, Sub-Manager

*) Branches and Representative Offices in Osaka, Nagoya and
Shinjuku.

AVAILABLE SERVICES

Manpower resources: . Secretarial services
. Translation services
(Both on a limited basis)

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements

DODWELL & CO., LTD, JAPAN BRANCH

EC investor domicile: United Kingdom

Address: CPO 297 Tokyo

Name of Chief Executive Officer/Representative:

M.J. Simpson

Telephone no: (03) 211-2141

Telex no: J23790

Facsimile no: 03 211-7726

Main products: Branded goods
Industrial - Marine equipment
 - Brewery equipment
 - Process engineering in
 chemical industry
Shipping agents, wines & spirits,
export buying office, marketing
consultants

No. of employees: 700

Person to contact for administrative assistance:

S. Andrews

AVAILABLE FACILITIES AND SERVICES

Physical facilities: . Office space with furniture

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Word processor
. Computer
. Bulk mailing facility

Manpower resources: . Secretarial services
. Translation services
. Bookkeeping/auditing services
. Others- computer programming, travel
 service, insurance service, taxation
 and customs formalities advice

PTO

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements

Representation: . Act as representative/agent
. Act as distributor
. Provide after-sales service
(e.g. technical/repair service)

OTHER INFORMATION

- (1) Office space of 100 tsubo or 330 square meters could be made available. Company would want to charge Yen 700,000 per month for the provision of full-serviced facility.
- (2) Company is presently acting as a representative for EC companies in industrial marine/brewery equipment, electronics, process engineering, branded goods, wines and spirits, shipping and related services.
- (3) Company would be interested in representing EC suppliers to bid for government contracts in Japan. See company details above for areas of specialization.

DRESDNER BANK AG TOKYO BRANCH

EC investor domicile: Federal Republic of Germany

Address: Mitsubishi Bldg., 2-5-2, Marunouchi
Chiyoda-ku, Tokyo

Name of Chief Executive Officer/Representative:

Ernst Reimers

Telephone no: (03) 214-5961

Telex no: 2225295

Facsimile no: 213-0639

Main products: Banking

No. of employees: 64

Person to contact for administrative assistance:

Hans-Peter Tietjens

AVAILABLE SERVICES

Business advisory services: . Selection of distributor
. Visit arrangements

OTHER INFORMATION

(1) Company could provide its services to EC companies in other lines of business.

ECC JAPAN

EC investor domicile: United Kingdom

Address: 17 Kowa Bldg., 1-2-7, Nishi Azabu
Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

Ted Bova

Telephone no: (03) 403-6796

Main products: Minerals, clay, kaolin

No. of employees: 3

Person to contact for administrative assistance:

Ted Bova

AVAILABLE FACILITIES AND SERVICES

Physical facilities: . Office space

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Word processor
. Computer

Manpower resources: . Secretarial services

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements

Representation: . Act as representative/agent
. Act as distributor
. Provide after-sales service
(e.g. technical/repair service)

OTHER INFORMATION

- (1) Office space of approximately 40 tsubo or 132 square meters could be made available.

PTO

- (2) . Company is presently acting as a representative for EC companies in the paper, ceramics and paint industries.
 - . They would want to provide their services to EC companies in related industries. See company details above for their main products.
- (3) Company would prefer to charge a fixed cost for office space/equipment plus a charge for equipment usage and manpower services on an "as-incurred basis".

EPSILON CO., LTD

EC investor domicile: France

Address: Shibuya Homes 201, 2-1, Udagawacho
Shibuya-ku, Tokyo

Name of Chief Executive Officer/Representative:

Daniel Doucet, President

Telephone no: (03) 477-7488

Telex no: J32460 AUDIODSN

No. of employees: 1

Person to contact for administrative assistance:

Harumi Osawa

AVAILABLE SERVICES

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements

Representation: . Act as representative/agent

OTHER INFORMATION

- (1) Company is presently acting as a representative for EC companies in wine, leather goods and accessories.
- (2) Company would prefer to provide its services to EC companies in the same line of business but would accept enquiries from companies in other lines of business.
- (3) Company would prefer to conclude an all-inclusive package deal for the cost of providing its service.

EUROGESTION K.K.

EC investor domicile: France

Address: 22-1, Ichibancho, Chiyoda-ku, Tokyo

Name of Chief Executive Officer/Representative:

J.F. Isambert

Telephone no: (03) 264-1060

Telex no: J29282

Facsimile no: 03 265-2260

Main products: Consulting

No. of employees: 12

AVAILABLE FACILITIES AND SERVICES

Physical facilities: . Office space with furniture

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Word processor
. Computer

Manpower resources: . Bookkeeping/auditing services

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. General business consultancy

OTHER INFORMATION

- (1) Office space of approximately 5 tsubo or 16.5 square meters could be made available.
- (2) Company would prefer to provide its facilities and services to EC companies in other lines of business.
- (3) Company would prefer to charge a fixed cost for office/equipment plus a charge for equipment usage and manpower services on an "as-incurred basis".

FARMITALIA CARLO ERBA K.K.

EC investor domicile: Italy

Address: No.32 Mori Bldg., 4-30, Shiba Koen
3-chome, Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

Dr. Natale Curtoni
Managing Director

Telephone no: (03) 438-0461

Telex no: 2425561 FICEKK J

Facsimile no: 03 438-2248

Main products: Anti-cancer drug, anti-fungal drug

No. of employees: 84

Person to contact for administrative assistance:

Dr. Natale Curtoni

AVAILABLE FACILITIES AND SERVICES

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Word processor

Manpower resources: . Secretarial services

Business advisory services: . Visit arrangements

Representation: . Act as representative/agent

OTHER INFORMATION

- (1) Company would prefer to provide its facilities and services to EC companies in the same line of business. See above company details for product types.
- (2) Company would prefer to charge a fixed cost for office equipment plus a charge for equipment usage and manpower services on an "as-incurred basis".

FIAT SPA REPRESENTATIVE OFFICE FOR JAPAN

EC investor domicile: Italy

Address: 10th Sogo Bldg., 11-28, Nagatacho
1-chome, Chiyoda-ku, Tokyo

Name of Chief Executive Officer/Representative:

T. Mizuta

Telephone no: (03) 580-1081

Telex no: J24514

Facsimile no: 03 501-0071

Main products: All Fiat products

No. of employees: 6

Person to contact for administrative assistance:

T. Mizuta

AVAILABLE SERVICE

Representation: . Act as representative

FUGRO JAPAN CO., LTD

EC investor domicile: Netherlands

Address: 1-2-7, Higashi Shinbashi, Minato-ku
Tokyo

Name of Chief Executive Officer/Representative:

M. Tsuzuki, Managing Director

Telephone no: (03) 572-7820

Telex no: 025-22752 FUGRO J

Facsimile no: 03 572-5195

Main products: Engineering

No. of employees: 3

Person to contact for administrative assistance:

M. Tsuzuki

AVAILABLE FACILITIES AND SERVICES

Physical facility: . Office space

Office equipment: . Telex
. Photocopier
. Facsimile

Representation: . Act as representative/agent

OTHER INFORMATION

- (1) Office space of 10 tsubo or 33 square meters could be made available at approximately Yen 15,000 per tsubo per month.
- (2) Company is presently providing geotechnical consulting service to an EC company.
- (3) Company would prefer to provide its facilities and services to EC companies in other lines of business but would accept enquiries from companies in the same line of business.

FURUKAWA PRECISION ENGINEERING CO., LTD

EC investor domicile: Federal Republic of Germany

Address: 500, Kiyotaki, Nikko-shi, Tochigi-ken

Name of Chief Executive Officer/Representative:

T. Kambayashi
Director & General Manager

Telephone no: (0288) 54-1025

Telex no: 3544471 FHENIK-J

Facsimile no: 0288 54-3091

Main products: Electronics precision parts

No. of employees: 300

Person to contact for administrative assistance:

T. Kambayashi

AVAILABLE SERVICES

Business advisory services: . Selection of representative or agent

Representation: . Act as representative/agent

OTHER INFORMATION

- (1) Company is presently acting as a representative for an EC company in electronics parts.
- (2) Company would prefer to provide its services to EC companies in the same line of business but would accept enquiries from companies in other lines of business.

G.O.R. JAPAN CO., LTD

EC investor domicile: Italy

Address: 37-2, Okamoto, Kamakura-shi, Kanagawa

Name of Chief Executive Officer/Representative:

Toshiyoshi Higashifushimi, President

Telephone no: (0467) 47-5361

Telex no: 3862292 GORJ

Facsimile no: 0467 47-0936

Main products: Export/import, manufacturing and sale of
petrochemical products

No. of employees: 7

Person to contact for administrative assistance:

Taneyuki Takahashi
Managing Director

AVAILABLE SERVICES

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements

Representation: . Act as representative/agent
. Act as distributor
. Provide after-sales service
(e.g. technical/repair service)

HELLESEMS JAPAN A.S.

EC investor domicile: Federal Republic of Germany

Address: 1-2-16, Toranomom, Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

Satoshi Hata

Telephone no: (03) 591-3409

Facsimile no: 03 591-3410

Main products: Batteries

No. of employees: 2

Person to contact for administrative assistance:

Satoshi Hata

AVAILABLE FACILITIES AND SERVICES

Office equipment: . Telephone
. Typewriter
. Photocopier
. Facsimile

Manpower resources: . Secretarial services

Business advisory services: . Selection of representative or agent
. Selection of distributor
. Visit arrangements

OTHER INFORMATION

(1) Company is presently acting as a representative for an EC company in telecommunications and electronics.

ICI JAPAN LTD

EC investor domicile: United Kingdom

Address: 801, Palace Bldg., 1-1, Marunouchi
1-chome, Chiyoda-ku, Tokyo

Name of Chief Executive Officer/Representative:

Dr. S.A. Ridgwell, President

Telephone no: (03) 211-6661

Telex no: 2222381

Facsimile no: 03 213-7175

Main products: Chemicals, pigments, biocides, rubber
chemicals, agrochemicals, fibres,
plastics and polyurethane, etc.

No. of employees: 150

Person to contact for administrative assistance:

S. Shimizu, Company Secretary

AVAILABLE SERVICES

Business advisory service: . Market survey

Representation: . Act as representative/agent

OTHER INFORMATION

- (1) Company is presently acting as a representative for an EC company in the chemical industry.
- (2) Company would prefer to provide its services to EC companies in the same line of business but would accept enquiries from companies in other lines of business.
- (3) Company would prefer to conclude an all-inclusive package deal for the cost of providing its services.

Company Code: 34

INTERNATIONAL COMPUTERS LIMITED JAPAN BRANCH

EC investor domicile: United Kingdom

Address: Tamachi Plaza, 9-12, Shibaura 4-chome
Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

Adrian Jenkyn

Telephone no: (03) 798-4726

Facsimile no: 03 798-4729

Main products: Computers

No. of employees: 2

Person to contact for administrative assistance:

Yuko Higuchi

AVAILABLE SERVICES

Company would be interested in offering its office as an "accommodation address".

INTERLANG SCHOOLS AND SERVICES

EC investor domicile: France

Address: 7F Bell Commons, 2-14-6, Kita Aoyama
Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

Rene Mazaud

Telephone no: (03) 497-5451

Telex no: J26662 SZHEAD

Main products: Language service

No. of employees: 25

Person to contact for administrative assistance:

Rene Mazaud

AVAILABLE FACILITIES AND SERVICES

Physical facilities: . Office space with furniture

Office equipment: . Telephone
. Typewriter
. Telex

Manpower resources: . Secretarial services
. Translation services
. Bookkeeping/auditing services
. Language interpreting services

Representation: . Act as representative/agent

OTHER INFORMATION

- (1) Office space of 4 tsubo or 13.2 square meters could be made available at approximately Yen 30,000 per tsubo per month.
- (2) Company would prefer to charge a fixed cost for office/equipment plus a charge for equipment usage and manpower services on an "as-incurred basis".

ITASCO A.G. REPRESENTATIVES

EC investor domicile: Italy

Address: Azabu Tokyu Apt. 47, Mamianacho
Azabu, Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

Dr. Costanza Walter

Telephone no: (03) 585-4777

Telex no: J26695 ITASCOAG

No. of employees: 4

Person to contact for administrative assistance:

Ms. S. Kohno

AVAILABLE FACILITIES AND SERVICES

Physical facility: . Office space with furniture

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier

Business advisory services: . Market survey
. Selection of distributor

Representation: . Act as representative/agent

OTHER INFORMATION

- (1) Company is presently acting as a representative for EC companies in pharmaceutical, food and food machinery, textile, yarn, interior and construction material.
- (2) Company would prefer to provide its facilities and services to EC companies in the same line of business but would accept enquiries from companies in other lines of business.

JAPAN BUSINESS SERVICE INC.

EC investor domicile: Federal Republic of Germany

Address: 6F, Takakura Daiichi Bldg., 1-12-1
Nishi Shinjuku, Shinjuku-ku, Tokyo

Name of Chief Executive Officer/Representative:

Holger Wittich

Telephone no: (03) 348-2405

Telex no: J 32933 JBSHM

Facsimile no: 03 348-2406

Main products: Business consultants

No. of employees: 6

Person to contact for administrative assistance:

A. Kokubu

AVAILABLE SERVICES

Business advisory services: . Market survey
. Visit arrangements
. Technology transfer

Representation: . Act as representative/agent

OTHER INFORMATION

- (1) Company is presently acting as a representative for Hanover Fair Company.
- (2) Company would prefer to conclude an all-inclusive package deal for the cost of providing its services.

JAPAN EUROPE TRADING CO., LTD

EC investor domicile: France

Address: 4F Dowa Bldg., 5-18-18, Roppongi
Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

Luciano Cohen

Telephone no: (03) 582-1490

Telex no: J22831

Facsimile no: 03 582-0974

No. of employees: 6

Person to contact for administrative assistance:

T. Kuwabara

AVAILABLE FACILITIES AND SERVICES

Physical facilities: . Office space with furniture
. Warehouse space

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Word processor
. Computer

Manpower resources: . Secretarial services
. Translation services
. Bookkeeping/auditing services
. Sales personnel
. Management of subsidiary

Representation: . Act as representative/agent
. Act as distributor

OTHER INFORMATION

- (1) Company would prefer to charge a fixed cost for office space/equipment plus a charge for equipment usage and manpower services on an "as-incurred basis".

JOHN SWIRE & SONS (JAPAN) LTD

EC investor domicile: United Kingdom

Address: Swire House, 14 Ichibancho, Chiyoda-ku
Tokyo

Name of Chief Executive Officer/Representative:

C.G.N. Ryder

Telephone no: (03) 230-9300

Telex no: J22248

Facsimile no: 03 230-9288

Main products: Shipping, properties, sports and
leisure, insurance, electronics, video
and audio tapes, software

No. of employees: 509

Person to contact for administrative assistance:

S. Matsumoto
General Manager
Planning & Development Dept.

AVAILABLE FACILITIES AND SERVICES

Physical facility: . Office space with furniture

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Word processor
. Computer

Manpower resources: . Translation services
. Bookkeeping/auditing services

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor

Representation: . Act as distributor

PTO

OTHER INFORMATION

- (1) Office space of 3 tsubo or 9.9 square meters could be made available at approximately Yen 13,700 per tsubo per month.

Office space at John Swire & Sons (Japan) Ltd. Kobe Branch
No. 103, Edomachi, Chuo-ku, Kobe

- (2) . Company is presently acting as a distributor for EC companies in:

- Industrial filters
- Laboratory products (i.e. filter papers, chromatography, temperature/PH control and measurement equipment)
- Process chromatography
- Windsurfing boards

- . Swire Transtech, a subsidiary of John Swire & Sons (Japan) Ltd, could export, import and distribute a variety of industrial products.

- (3) Company would prefer to charge a fixed cost for office space/equipment plus a charge for equipment usage and manpower services on an "as-incurred basis".

- (4) Company could provide various accounting and financial services including:

- Cashier service
- Salaries
- Accounting

KETRA JAPAN LTD

EC investor domicile: Federal Republic of Germany

Address: 22-2, Shinbashi 6-chome, Minato-ku
Tokyo

Name of Chief Executive Officer/Representative:

Masao Narikawa, President

Telephone no: (03) 434-2429

Telex no: 2422712 KEETRA J

Facsimile no: 03-434-2430

Main products: International freight forwarder

No. of employees: 8

Person to contact for administrative assistance:

Masao Narikawa

AVAILABLE FACILITIES AND SERVICES

Physical facilities: . Office space with furniture
. Warehouse space

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile

Manpower resources: . Secretarial services
. Translation services
. Bookkeeping/auditing services

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor

Representation: . Act as representative/agent
. Act as distributor

PTO

OTHER INFORMATION

- (1) . Office space of 5 tsubo or 16.5 square meters could be made available.
 - . Warehouse space of approximately 100 tsubo or 330 square meters could be made available.
- (2) Company would prefer to provide its facilities and services to EC companies in other lines of business but would accept enquiries from companies in the same line of business.
- (3) Company would prefer to charge a fixed cost for office space/ equipment plus a charge for equipment usage and power services on in "as-incurred basis".
- (4) Company would be interested in representing EC suppliers to bid for government contracts in Japan.

KIHARA INDUSTRY CORPORATION

EC investor domicile: United Kingdom

Address: 7F, Hamamatsucho Yazaki White Bldg. 6
2-12-9, Shiba Daimon, Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

Keisuke Kumazawa

Telephone no: (03) 436-4631

Telex no: 2422810 JKIC J

Facsimile no: 03 436-2313

Main products: Waste water treatment system

No. of employees: 60

Person to contact for administrative assistance:

S. Kitagawa/T.I. Khan

AVAILABLE FACILITIES AND SERVICES

Physical facility: . Office space with furniture

Office equipment: . Telephone
. Telex
. Photocopier
. Facsimile
. Word processor

Manpower resources: . Secretarial services

Business advisory services: . Selection of distributor
. Visit arrangements

OTHER INFORMATION

- (1) Office space of approximately 3 tsubo or 9.9 square meters could be made available.
- (2) Company would prefer to charge a fixed cost for office space/equipment plus a charge for equipment usage and manpower services on an "as-incurred basis".

Company Code: 42

KREDIETBANK S.A.

EC investor domicile: Luxemburg

Address: TBR Bldg., Suite 201, 10-2
Nagatacho, 2-chome, Chiyoda-ku, Tokyo

Name of Chief Executive Officer/Representative:

Kiyoshi Mizoi, Representative in Japan

Telephone no: (03) 581-3570

Telex no: J33425 KBJAPAN

Facsimile no: REFAX 03 593-0540

Main products: Banking

No. of employees: 3

AVAILABLE SERVICE

Business advisory services: . Financial advisory services

LINDE FAR EAST ENGINEERING, LTD

EC investor domicile: Federal Republic of Germany

Address: 14-2, Akasaka 1-chome, Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

Dr. E. Abadzic

Telephone no: (03) 585-5831

Telex no: 2423626 LINTOK

Facsimile no: 03 582-2567

Main products: Engineering and process plant

No. of employees: 6

Person to contact for administrative assistance:

E. Abadzic & N. Lehmann

AVAILABLE SERVICES

Manpower resources: . Secretarial services
. Translation services

Business advisory services: . Selection of representative or agent
. Selection of distributor
. visit arrangements

Representation: . Act as representative/agent

OTHER INFORMATION

- (1) Company would prefer to conclude an all-inclusive package deal for the cost of providing its services.
- (2) Company would be interested in representing EC suppliers wanting to bid for government contracts in Japan. They specialize in machinery and plant equipment.

MASSEY FERGUSON PERKINS K.K.

EC investor domicile: Netherlands

Address: 1-14-2, Akasaka, Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

K. Iida

Telephone no: (03) 586-7377

Telex no: 2424823

Facsimile no: 03 582-1596

Main products: Farm tractor, diesel engine

No. of employees: 5

Person to contact for administrative assistance:

K. Iida

AVAILABLE FACILITIES AND SERVICES

Physical facility: . Office space with furniture

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile

Manpower resources: . Secretarial services
. Translation services

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements

Representation: . Act as representative/agent
. Act as distributor

PTO

OTHER INFORMATION

- (1) Company would prefer to provide its facilities and services to EC companies in the same line of business but would accept enquiries from companies in other lines of business.
- (2) Company would prefer to conclude an all-inclusive package deal for the cost of providing its facilities and services.

MEGGLE JAPAN CO., LTD

EC investor domicile: Federal Republic of Germany

Address: 9-2, Kyobashi 3-chome, Chuo-ku, Tokyo

Name of Chief Executive Officer/Representative:

T. Goto

Telephone no: (03) 561-3491

Telex no: J27164 MEGLEJPN

Facsimile no: 03 561-3508

Main products: Dairy products

No. of employees: 6

Person to contact for administrative assistance:

J. Asano

AVAILABLE FACILITIES AND SERVICES

- Office equipment:
- . Telephone
 - . Typewriter
 - . Telex
 - . Photocopier
 - . Facsimile
 - . Word processor
 - . Computer
- Manpower resources:
- . Secretarial services
 - . Translation services
 - . Bookkeeping services
- Business advisory services:
- . Market survey
 - . Visit arrangements
- Representation:
- . Act as representative/agent

OTHER INFORMATION

- (1) Company is presently acting as a representative for an EC company in the dairy industry.

PTO

- (2) Company would prefer to provide its facilities and services to EC companies in the same line of business but would accept enquiries from companies in other lines of business.
- (3) Company would prefer to conclude an all-inclusive package deal for the cost of providing its facilities and services.

MEMO'S CO., LTD

EC investor domicile: Italy

Address: 7-16, Minami senba 2-chome, Minami-ku
Osaka

Name of Chief Executive Officer/Representative:

Dr. D. Cantatore

Telephone no: (06) 264-5151/3

Telex no: J63394 MEMOSCO

Facsimile no: 06 266-0747

Main products: Import: Fashion apparels and acces-
sories, shoes, automobiles, motor-
cycles, scooters, marble stones, marble
tiles, garden furniture

Export: Electric appliances, medical
supplies and instruments, computers

No. of employees: 20

Person to contact for administrative assistance:

T. Ohuchi

AVAILABLE FACILITIES AND SERVICES

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Computer

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements

Representation: . Act as representative/agent
. Act as distributor

PTO

OTHER INFORMATION

- (1) Company would prefer to charge a fixed cost for equipment plus a charge for equipment usage and manpower services on an "as-incurred basis".
- (2) Company would be interested in representing EC suppliers to bid for government contracts in Japan.

MONTE BUSSAN K.K.

EC investor domicile: Italy

Address: 22-2, Shinsencho, Shibuya-ku, Tokyo

Name of Chief Executive Officer/Representative:

Ken Matsubara, Representative Director

Telephone no: (03) 485-4481

Telex no: 2422339 MONTE J

Facsimile no: 03 485-4485

Main products: Foodstuff and pharmaceuticals

No. of employees: 45

Person to contact for administrative assistance:

Ken Matsubara

AVAILABLE FACILITIES AND SERVICES

Office facilities: . Office space with furniture
. Warehouse space

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Word processor
. Computer

Manpower resources: . Secretarial services
. Bookkeeping/auditing services

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements

Representation: . Act as representative/agent

PTO

OTHER INFORMATION

- (1) Company would prefer to provide its facilities and services to EC companies in other lines of business but would accept enquiries from companies in the same line of business.
- (2) Company would prefer to conclude an all-inclusive package deal for the cost of providing its facilities and services.
- (3) See "Other Forms of Assistance" in the ensuing section.

MORGANITE CARBON K.K.

EC investor domicile: United Kingdom

Address: 6-25, Tagawa 3-chome, Yodogawa-ku
Osaka

Name of Chief Executive Officer/Representative:

S. Takebe, Deputy Managing Director

Telephone no: (06) 309-7831

Telex no: J63213 MORGAN

Facsimile no: 06 308-0087

Main products: Carbon brushes, mechanical seal,
crucibles

No. of employees: 70

Person to contact for administrative assistance:

M. Fukunaga, Executive Assistant

AVAILABLE FACILITIES AND SERVICES

Physical facility: . Office space

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Word processor

Manpower resources: . Secretarial services

Business advisory services: . Visit arrangements

Representation: . Act as representative/agent
. Act as distributor

OTHER INFORMATION

- (1) Office space of approximately 2 tsubo or 6.6 square meters could be made available.

PTO

- (2) Company would want to provide its facilities and services to EC companies in other lines of business.
- (3) Company would prefer to conclude an all-inclusive package deal for the cost of providing its facilities and services.

NEDLLOYD K.K.

EC investor domicile: Netherlands

Address: 6F Daito Bldg., 3-7-1, Kasumigaseki
Chiyoda-ku, Tokyo

Name of Chief Executive Officer/Representative:

H.K. van der Schatte Olivier
Representative Director

Telephone no: (03) 580-8011

Telex no: 222-2660 J25525

Facsimile no: 03 595-1679

Main products: Shipping company

No. of employees 40

Person to contact for administrative assistance:

L. Wuijster, Controller

AVAILABLE SERVICE

Business advisory service: . Visit arrangements

Company would prefer to provide its service to EC companies in the same line of business.

NETWORK INC.

EC investor domicile: Federal Republic of Germany

Address: Ushigome Bldg., 36 Yokoderacho
Shinjuku-ku, Tokyo

Name of Chief Executive Officer/Representative:

H. Kirishima and C.P. Regge

Telephone no: (03) 267-1021

Telex no: 2324263 NETWK J

Facsimile no: 03 267-6807

Main products: Technical advertising agency

No. of employees: 14

Person to contact for administrative assistance:

C.P. Regge

AVAILABLE FACILITIES AND SERVICES

Physical facility: . Office space with furniture

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Word processor
. Computer

Manpower resources: . Translation services
. Bookkeeping/auditing services
. Advertising, printing and design

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements

Representation: . Act as representative/agent

PTO

OTHER INFORMATION

- (1) Office space of approximately 5 to 10 tsubo or 16.5 to 33 square meters could be made available.
- (2) Company would prefer to provide services rather than facilities. However, they would consider provision of facilities, if requested.
- (3) Company would prefer to charge a fixed cost for office space/equipment plus a charge for equipment usage and manpower services on an "as-incurred basis".

NIHON AQUA-LUNG CO.

EC investor domicile: France

Address: 2229-4, Nurumizu, Atsugi

Name of Chief Executive Officer/Representative:

Akio Kamijima

Telephone no: (0462) 47-3222

Facsimile no: 0462 47-3225

Main products: Diving equipment

No. of employees: 30

Person to contact for administrative assistance:

S. Watanabe/A. Kamijima

AVAILABLE FACILITIES AND SERVICES

Physical facility: . Office space with furniture

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Word processor
. Computer

Manpower resources: . Secretarial services

Business advisory services: . Visit arrangements

Representation: . Act as representative/agent

OTHER INFORMATION

- (1) Company is presently acting as a representative for EC companies in diving equipment.
- (2) Company would prefer to conclude an all-inclusive package deal for the cost of providing its facilities and services.

NIHON MARSHALL K.K.

EC investor domicile: United Kingdom

Address: c/o Toyomenka K.K.
2-64, Kawaramachi, Higashi-ku, Osaka

Name of Chief Executive Officer/Representative:

Minoru Okuda, President

Telephone no: (06) 208-3717

Main products: Broiler chicks and breeders, etc.

No. of employees: 5

Person to contact for administrative assistance:

Joe Y. Tanisaki

AVAILABLE FACILITIES AND SERVICES

Physical facility: . Office space with furniture

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Word processor

Manpower resources: . Secretarial services
. Translation services
. Bookkeeping/auditing services

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements
(e.g. business tour guide)

Representation: . Act as representative/agent
. Act as distributor
. Provide after-sales service
(e.g. technical/repair service)

PTO

OTHER INFORMATION

- (1) Company is presently acting as a representative for an EC company in the poultry industry.
- (2) Company would want to provide its facilities and services to EC companies in other lines of business.
- (3) Company would prefer to conclude an all-inclusive package deal for the cost of providing its facilities and services.

NIHON OTTO K.K.

EC investor domicile: Federal Republic of Germany

Address: 1-17, Tsukiji 4-chome, Chuo-ku, Tokyo

Name of Chief Executive Officer/Representative:

Kazuya Sakamoto

Telephone no: (03) 543-8451

Telex no: NIHONOTO J22668

Facsimile no: 03 545-9790

Main products: Heavy machinery/engineering

No. of employees: 27

Person to contact for administrative assistance:

Osamu Yamada

AVAILABLE FACILITIES AND SERVICES

Physical facility: . Office space with furniture

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Word processor
. Computer
. Drawing board

Manpower resources: . Secretarial services
. Translation services
. Bookkeeping/auditing services
. Inspection services

Representation: . Act as representative/agent
. Act as distributor
. Provide after-sales service
(e.g. technical/repair service)

PTO

OTHER INFORMATION

- (1) Company is presently acting as a representative for an EC company in heavy machinery/engineering.
- (2) Office space of approximately 10 tsubo or 33 square meters could be made available.
- (3) Company would prefer to conclude an all-inclusive package deal for the cost of providing its facilities and services.

NIHON UNICON INC.

EC investor domicile: United Kingdom

Address: 1-12-5, Maruyama, Nakano-ku, Tokyo

Name of Chief Executive Officer/Representative:

Atsumi Tachibana, President

Telephone no: (03) 388-1921

Telex no: 2323130 UNICON J

Facsimile no: 03 389-8110

Main products: Switch, fuse/holder, capacitor, noise filter

No. of employees: 32

Person to contact for administrative assistance:

Michihiko Yamato

AVAILABLE SERVICES

Representation: . Act as representative/agent
. Act as distributor

OTHER INFORMATION

(1) Company is presently acting as a representative for an EC company in electronic components (i.e. switch, fuse and capacitor).

NIKO BIOSCIENCE INC.

EC investor domicile: Federal Republic of Germany

Address: 2-7-11, Nishi Gotanda, Shinagawa-ku
Tokyo

Name of Chief Executive Officer/Representative:

N. Hosoda, President

Telephone no: (03) 490-6411

Telex no: J25527

Facsimile no: 03 258-0837

Main products: Platelet aggregation meter

No. of employees: 30

Person to contact for administrative assistance:

H. Ozaki

AVAILABLE SERVICES

Representation: . Act as representative/agent
. Act as distributor
. Provide after-sales service
(e.g. technical/repair service)

OTHER INFORMATION

- (1) Company would be interested in representing EC suppliers to bid for government contracts in Japan. They specialize in medical analyzers.
- (2) Company could provide its services to EC companies in the same line of business only. See (1) above for their line of business.

NIPPON EIRICH

EC investor domicile: Federal Republic of Germany

Address: Atagoyama Bengoshi Bldg., 1-6-7, Atago
Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

Nobuo Hagiwara

Telephone no: (03) 434-2966

Telex no: J24179

Facsimile no: 03 434-2969

Main products: Industrial mixer

No. of employees: 10

Person to contact for administrative assistance:

Nobuo Hariwara

AVAILABLE FACILITIES AND SERVICES

Physical facilities: . Office space
. Warehouse space
. Laboratory

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile

Manpower resources: . Secretarial service

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements

Representation: . Act as representative/agent

PTO

OTHER INFORMATION

- (1) . Office space of approximately 5 to 10 tsubo or 16.5 to 33 square meters could be made available.
 - . Warehouse space of approximately 20 to 30 tsubo or 66 to 99 square meters could be made available.
- (2) Company is presently acting as a representative for EC companies in machinery and raw material for ceramics.
- (3) Company would prefer to provide its facilities and services to EC companies in other lines of business but would accept enquiries from companies in the same line of business.
- (4) Company would prefer to conclude an all-inclusive package deal for the cost of providing its facilities and services.

Company Code: 57

NIPPON EUROTERM K.K.

EC investor domicile: United Kingdom

Address: Sakae Bldg. 1-14-5, Asagaya Minami
Suginami-ku, Tokyo

Name of Chief Executive Officer/Representative:

S. Eriksson

Telephone no: (03) 315-1625

Telex no: 2324016 EURO J

Facsimile no: 03 312-0082

Main products: Temperature & process control

No. of employees: 18

AVAILABLE SERVICE

Representation: . Act as representative/agent

NIPPON MONTEDISON K.K.

EC investor domicile: Italy

Address: 1-3-2, Aobadai, Meguro-ku, Tokyo

Name of Chief Executive Officer/Representative:

Dr. G.A. Castiglioni

Telephone no: (03) 462-0551

Telex no: GABBRO J 2423851

Facsimile no: 03 461-2840

Main products: Chemical products

No. of employees: 37

Person to contact for administrative assistance:

Y. Yamazaki, Administrative Controller

AVAILABLE FACILITIES AND SERVICES

- Physical facilities: . Office space with furniture
. Meeting rooms
- Office equipment: . Telephone
. Telex
. Photocopier
. Facsimile
. Word processor
. Computer
- Manpower resources: . Bookkeeping/auditing services
- Representation: . Act as distributor

OTHER INFORMATION

- (1) Office space of approximately 15 to 20 tsubo or 49.5 to 66 square meters could be made available.
- (2) Company would prefer to provide its facilities and services to EC companies in the same line of business with different product range.
- (3) Company would prefer to conclude an all-inclusive package deal for the cost of providing its facilities and services.

NIPPON ROUSSEL K.K.

EC investor domicile: France

Address: 4-5, Nihonbashi Muromachi, Chuo-ku
Tokyo

Name of Chief Executive Officer/Representative:

Hideo Kitahara, President

Telephone no: (03) 241-7732

Telex no: 24504

Facsimile no: 03 245-0130

Main products: Pharmaceutical products

No. of employees: Approx. 200

Person to contact for administrative assistance:

N. Aleco

AVAILABLE SERVICES

Business advisory service: . Market survey

Representation: . Act as representative/agent

OTHER INFORMATION

- (1) Company would prefer to provide its services to EC companies in the same line of business but would accept enquiries from companies in other lines of business.

NIPPON TRAUB K.K.

EC investor domicile: Federal Republic of Germany

Address: 84, Yamashitacho, Yokohama

Name of Chief Executive Officer/Representative:

Manfred G. Krischek

Telephone no: (045) 662-0781

Telex no: 3823645 TRAUB J

Facsimile no: 045 651-2890

Main products: Machinery - electronics

No. of employees: 18

Person to contact for administrative assistance:

Manfred G. Krischek

AVAILABLE FACILITIES AND SERVICES

Physical facilities: . Office space with furniture
. Warehouse space

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile

Manpower resources: . Secretarial services
. Translation services
. Bookkeeping/auditing services

Business advisory services: . Selection of representative or agent
. Selection of distributor
. Visit arrangements

Representation: . Act as representative/agent
. Act as distributor
. Provide after-sales service
(e.g. technical/repair service)

PTO

OTHER INFORMATION

- (1) . Office space of approximately 50 tsubo or 165 square meters could be made available.
 - . Warehouse space of 150 tsubo or 495 square meters could be made available.
- (2) Company would prefer to conclude an all-inclusive package deal for the cost of providing its facilities and services.

NIPPON WACKER CO., LTD

EC investor domicile: Federal Republic of Germany

Address: 18-1, 2-chome, Minami Kamata, Ota-ku
Tokyo

Name of Chief Executive Officer/Representative:

Horst W. Keckeisen

Telephone no: (03) 732-9281 to 5

Telex no: 2468738

Main products: Wacker construction machinery

No. of employees: 25

Person to contact for administrative assistance:

H.W. Keckeisen

AVAILABLE FACILITIES AND SERVICES

- Physical facility: . Office space
- Office equipment: . Telex
. Photocopier
- Representation: . Act as distributor
. Provide after-sales service
(e.g. technical/repair service)

OTHER INFORMATION

- (1) Office space of 45 tsubo or 148.5 square meters could be made available for approximately Yen 8,000 per tsubo per month.
- (2) Company would prefer to provide its facilities and services to EC companies in other lines of business but would accept enquiries from companies in the same line of business.
- (3) Company would prefer to charge a fixed cost for office space/equipment plus a charge for equipment usage and manpower services on an "as-incurred basis".

NPK JAPAN LTD

EC investor domicile: Denmark

Address: Daiichi Nishiwaki Bldg., 1-58-10
Yoyogi, Shibuya-ku, Tokyo

Name of Chief Executive Officer/Representative:

Peter Knudsen

Telephone no: (03) 374-1946

Telex no: 29110

Facsimile no: 03 375-3715

No. of employees: 25

Person to contact for administrative assistance:

F. Matsuzawa, TMI Dept.

AVAILABLE FACILITIES AND SERVICES

- Physical facilities: . Office space with furniture
. Warehouse
- Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Word processor
. Computer
- Manpower resources: . Secretarial services
. Bookkeeping/auditing services
- Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements
- Representation: . Act as representative/agent
. Act as distributor
. Provide after-sales service
(e.g. technical/repair service)

PTO

OTHER INFORMATION

- (1) Company is presently acting as a representative for an EC company in the building industry.
- (2) Warehouse address: c/o Hikari Unso
Yamagiwa, 218-2, Atsugi, Kanagawa

OFFICE FRANCAIS D'EXPORTATION DE MATERIEL AERONAUTIQUE (O.F.E.M.A.)

EC investor domicile: France

Address: 8F Akasaka Habitation Bldg.,
1-3-5, Akasaka, Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

Isamu Nakamura

Telephone no: (03) 585-1751/2

Telex no: J26168

Main products: Sales promotion of aircraft, aero-
engines, aeronautical equipment,
armaments and others.

No. of employees: 3

Person to contact for administrative assistance:

Miki Takahashi

AVAILABLE FACILITIES AND SERVICES

Physical facility: . Office space with furniture

Office equipment: . Telephone
. Telex
. Photocopier
. Shredder
. Filing cabinet

Manpower resources: . Secretarial services
. Translation services
. Bookkeeping/auditing services

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements

Representation: . Act as representative/agent

PTO

OTHER INFORMATION

- (1) Office space of 8 to 10 tsubo or 26.4 to 33 square meters could be made available.
- (2) Company is presently acting as a representative for an EC company in the aerospace industry.
- (3) Company would prefer to provide its facilities and services to EC companies in the same line of business but would accept enquiries from companies in other lines of business.
- (4) Company would prefer to charge the cost of providing its facilities and services on a fixed monthly or quarterly fees basis.
- (5) Company would be interested in representing EC suppliers to bid for government contracts in Japan. They specialize in aerospace and military products.

OFFSHORE PROCUREMENT

EC investor domicile: France

Address: Akasaka Brighton Bldg., 1-5-2, Akasaka
Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

Charles A. Raith, President

Telephone no: (03) 586-3591

Telex no: 02425243 OPCO J

Facsimile no: 03 583-0964

Main products: Equipment for heavy industries

No. of employees: 13

Person to contact for administrative assistance:

Y. Motoyoshi

AVAILABLE FACILITIES AND SERVICES

Physical facilities: . Office space
. Office space with furniture

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Word processor
. Computer

Manpower resources: . Secretarial services
. Translation services
. Bookkeeping/auditing services

Business advisory services: . Market survey
. Selection of representative or agent
. Visit arrangements

Representation: . Act as representative/agent
. Act as distributor
. Provide after-sales service
(e.g. technical/repair service)

PTO

OTHER INFORMATION

- (1) Office space of 100 tsubo or 330 square meters could be made available at approximately Yen 18,000 per tsubo per month.
- (2) Company is presently acting as a representative for EC companies in heavy machinery, consumer products (i.e. textile), space and satellite industries.
- (3) Company would prefer to charge a fixed cost for office space/equipment plus a charge for equipment usage and manpower services on an "as-incurred basis".
- (4) Company would be interested in representing EC suppliers to bid for government contracts in Japan. They specialize in:
 - oil and gas equipment
 - gas turbine, nuclear and power plants
 - satellite

OLROTH WOSCHINA CO., LTD

EC investor domicile: Federal Republic of Germany

Address: 1-22, Isobedori 1-chome, Chuo-ku, Kobe

Name of Chief Executive Officer/Representative:

Joern Olroth

Telephone no: (078) 232-4008

Telex no: 5622408

Facsimile no: 078 252-0902

Main products: Manine consultant/import of plant components

No. of employees: 3

Person to contact for administrative assistance:

Joern Olroth

AVAILABLE SERVICES

Representation: . Act as representative/agent

OTHER INFORMATION

- (1) Company is presently acting as a representative for EC companies in shipbuilding and mechanical engineering.
- (2) Company would prefer to provide its service to EC companies in the same line of business but would accept enquiries from companies in other lines of business.

PA INTERNATIONAL CONSULTING SERVICES LTD

EC investor domicile: United Kingdom

Address: 2F Kyodo Bldg., 7-15-5, Ginza
Chuo-ku, Tokyo

Name of Chief Executive Officer/Representative:

John Sutcliffe

Telephone no: (03) 545-2461

Telex no: 2524024 PAMCOJ J

Facsimile no: 03 545-2467

Main products: Consulting services, executive recruit-
ment

No. of employees: 9

Person to contact for administrative assistance:

John Sutcliffe

AVAILABLE SERVICES

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements
. Technology monitoring

Representation: . Act as representative/agent

OTHER INFORMATION

- (1) Company would want to negotiate the cost of providing its services on a case-by-case basis with interested EC companies.
- (2) Company would be interested in representing EC suppliers to bid for government contracts in Japan. They specialize in electronics, telecommunications and engineering products.

PACIFIC MARINE K.K.

EC investor domicile: United Kingdom

Address: 511, Yurakucho Bldg., 10-1
Yurakucho 1-chome, Chiyoda-ku, Tokyo

Name of Chief Executive Officer/Representative:

Graham J.R. Pike

Telephone no: (03) 214-5431 to 9

Telex no: J22390 PACMAR/2224330 PACMAR J

Facsimile no: 03 214-5238

Main products: Marine products

No. of employees: 11

Person to contact for administrative assistance:

Graham J.R. Pike

AVAILABLE FACILITIES AND SERVICES

Physical facility: . Office space with furniture

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Word processor
. Computer

Manpower resources: . Secretarial services
. Translation services
. Bookkeeping/auditing services

Business advisory services: . Selection of representative or agent
. Selection of distributor
. Visit arrangements

PTO

OTHER INFORMATION

- (1) Office space of approximately 5 to 15 tsubo or 16.5 to 49.5 square meters could be made available.
- (2) Company would prefer to charge a fixed cost for office space/equipment plus a charge for equipment usage and manpower services on an "as-incurred basis".

PANG TYRE SUPPLIES LTD

EC investor domicile: Unknown

Address: YKB Bldg., 12-9, Daikyocho
Shinjuku-ku, Tokyo

Name of Chief Executive Officer/Representative:

T. Takatori

Telephone no: (03) 358-6908

Telex no: J 25521

Facsimile no: 03 355-3075

Main products: Automotive, tyre repair equipment and
materials

No. of employees: 24

Person to contact for administrative assistance:

T. Takatori

AVAILABLE FACILITIES AND SERVICES

Physical facilities: . Office space with furniture
. Warehouse space

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Computer

Manpower resources: . Secretarial services
. Bookkeeping services

Representation: . Act as representative/agent
. Act as distributor
. Provide after-sales service
(e.g. technical/repair service)

OTHER INFORMATION

(1) Company is presently acting as a representative for an EC
company in automotive tyres.

PTO

- (2) Company would want to provide its facilities and services to EC companies in the same line of business.
- (3) Company would prefer to conclude an all-inclusive package deal for the cost of providing its facilities and services.

PECHINEY JAPON

EC investor domicile: France

Address: Shinjuku Mitsui Bldg., 2-1-1
Nishi Shinjuku, Shinjuku-ku, Tokyo

Name of Chief Executive Officer/Representative:

F-R. Ferran

Telephone no: (03) 344-4343

Telex no: J34123

Facsimile no: 03 344-4392

Main products: Aluminum, semis, ferro-alloys, nuclear products, etc.

No. of employees: 100

Person to contact for administrative assistance:

Office of the President

AVAILABLE FACILITIES AND SERVICES

Physical facilities: . Office space with furniture
. Warehouse space

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Word processor
. Computer

Manpower resources: . Secretarial services
. Bookkeeping/auditing services

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor

Representation: . Act as representative/agent

PTO

OTHER INFORMATION

- (1) Office space of 100 square meters could be made available at approximately Yen 120,000 per square meter per year.
- (2) Company would prefer to provide its facilities and services to EC companies in other lines of business but would accept enquiries from companies in the same line of business.
- (3) Company would prefer to conclude an all-inclusive package deal for the cost of providing its facilities and services.

PMC CO., LTD

EC investor domicile: France

Address: 4F Dowa Bldg., 5-18-18, Roppongi
Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

Luciano Cohen

Telephone no: (03) 582-1486/7

Telex no: J22831

Facsimile no: 03 582-0974

Main products: Management consulting

No. of employees: 34

AVAILABLE FACILITIES AND SERVICES

Physical facilities: . Office space with furniture
. Warehouse space
. Showroom space

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Word processor
. Computer

Manpower resources: . Secretarial services
. Translation services
. Bookkeeping/auditing services
. Sales personnel
. Management of subsidiary

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements
. Selection of joint-venture partner
. Negotiations with agent, distributor
and partner
. Negotiations of licensing agreements

PTO

Representation:

- . Act as representative/agent
- . Provide after-sales service
(e.g. technical/repair service)

OTHER INFORMATION

- (1) Company is presently acting as a representative for EC companies in food and beverages, textiles and fashion, automotive mechanical and electronic equipment, engineering and information industries.
- (2) Company would prefer to charge a flat rate of Yen 120,000 per person per month using their space and equipment.
- (3) Company would be interested in representing EC suppliers to bid for government contracts in Japan. They specialize in telephone, computer and communication equipment.
- (4) Warehouse address: 4-11-1, Shiohama, Kawasaki-ku, Kawasaki
Showroom address: Same as company address

RAMCRETE CO., LTD

EC investor domicile: France

Address: Chiyoda Bldg., 2-1-2, Marunouchi
Chiyoda-ku, Tokyo

Name of Chief Executive Officer/Representative:

Haruhito Watanabe, President

Telephone no: (03) 218-5530

Facsimile no: 03 28401729

Main products: Castable (Refractories)

No. of employees: Nil

Person to contact for administrative assistance:

T. Yamaguchi

AVAILABLE SERVICE

Representation: . Act as representative/agent

Company is presently acting as a representative for an EC company in refractories.

Company Code: 72

SAES GETTERS JAPAN CO., LTD

EC investor domicile: Italy

Address: New Gotanda Bldg., 3-11, Nishi Gotanda
8-chome, Shinagawa-ku, Tokyo

Name of Chief Executive Officer/Representative:

H. Nagao (Sales Manager)

Telephone no: (03) 494-1901

Telex no: 2466792

Facsimile no: 03 490-9510

Main products: Getters (Gas sorbing parts for electron
tubes)

No. of employees: 7

Person to contact for administrative assistance:

S. Ishizuka

AVAILABLE SERVICES

Representation: . Act as representative/agent
. Act as distributor

SHELL KAGAKU K.K.

EC investor domicile: United Kingdom

Address: CPO Box. 1239 Tokyo

Name of Chief Executive Officer/Representative:

D.M. Barrett, President

Telephone no: (03) 580-0111

Telex no: 2222915/2222075

Facsimile no: 03 581-0640

Main products: Petrochemicals, agricultural chemicals,
fine chemicals

No. of employees: 200

Person to contact for administrative assistance:

D.M. Barrett

AVAILABLE SERVICES

Representation: . Act as representative/agent
. Act as distributor

OTHER INFORMATION

- (1) Company would want to offer its services to EC companies in selected areas of fine chemicals.
- (2) Company is presently acting as a representative for EC companies in petrochemicals and fine chemical intermediates (for manufacture of pharmaceuticals and agrochemicals).
- (3) Company would prefer to charge prospective companies for its services on a pre-determined margin or a commission basis.

Company Code: 74

SIGHT & SOUND EDUCATION (JAPAN) LTD

EC investor domicile: United Kingdom

Address: 8-9-13, Ginza, Chuo-ku, Tokyo

Name of Chief Executive Officer/Representative:

Yuji Suda, President

Telephone no: (03) 574-7041

Main products: Keyboard training

No. of employees: 15

Person to contact for administrative assistance:

Yuji Suda

AVAILABLE SERVICE

Representation: . Act as representative/agent

SMITHS INDUSTRIES JAPAN LTD

EC investor domicile: United Kingdom

Address: 4F, Myogadani Heights Bldg.
5-4, Otsuka 3-chome, Bunkyo-ku, Tokyo

Name of Chief Executive Officer/Representative:

E.F.G. Barrett

Telephone no: (03) 943-7551

Telex no: 2722373

No. of employees: 8

Person to contact for administrative assistance:

E.F.G. Barrett

AVAILABLE FACILITIES AND SERVICES

Physical facility: . Office space

Office equipment: . Telephone
. Telex
. Photocopier

Business advisory services: . Selection of representative or agent
. Selection of distributor
. Visit arrangements

Representation: . Act as representative/agent

OTHER INFORMATION

- (1) Office space of approximately 25 to 30 tsubo or 82.5 to 99 square meters could be made available.
- (2) Company is presently acting as a representative for EC companies in the aerospace and electronics equipment industries.
- (3) . Company would prefer to provide its facilities and services to EC companies in the same line of business but would accept enquiries from companies in other lines of business.
. Interested EC companies would have a product range that is complementary (i.e. not competitive) to the company's product range.

Company Code: 76

STYLE FRANCE K.K.

EC investor domicile: France

Address: 22-1, Ichibancho, Chiyoda-ku, Tokyo

Name of Chief Executive Officer/Representative:

J. Goldberszt-Sigee

Telephone no: (03) 234-0186

Telex no: 29415

Facsimile no: 03 265-2260

Main products: Interior textiles, furniture, china;
etc.

No. of employees: 4

Person to contact for administrative assistance:

N. Jimbo

AVAILABLE FACILITIES AND SERVICES

Physical facilities: . Office space with furniture
. Warehouse space

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile

Manpower resources: . Secretarial services
. Translation services
. Bookkeeping/auditing services

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements

Representation: . Act as representative/agent
. Act as distributor

PTO

OTHER INFORMATION

- (1) . Office space of approximately 25 tsubo or 82.5 square meters could be made available at approximately Yen 20,000 per tsubo per month.
- . Warehouse space of approximately 40 tsubo or 132 square meters could be made available at Yen 9,000 per tsubo per month.

Warehouse address: 1-17-22, Takata, Toshima-ku, Tokyo

- (2) Company is presently acting as a representative for EC companies in interior products.
- (3) Company would prefer to provide its facilities and services to EC companies in the same line of business but would accept enquiries from companies in other lines of business.
- (4) company would prefer to charge a fixed cost for office space/equipment plus a charge for equipment usage and manpower resources on an "as-incurred basis".
- (5) Company is intersted in representing EC suppliers to bid for government contracts in Japan. They specialize in interior products.

TAPROGGE JAPAN CO., LTD

EC investor domicile: Federal Republic of Germany

Address: Daiichi D'elia Bldg., 116-2
Higashimachi, Chuo-ku, Kobe

Name of Chief Executive Officer/Representative:

F.W. Treplin, President

Telephone no: (078) 332-2651/2

Telex no: 5622467 JATAP J

Facsimile no: 078 392-0714

Main products: Power station equipment

No. of employees: 20

Person to contact for administrative assistance:

F.W. Treplin

AVAILABLE FACILITIES AND SERVICES

Physical facilities: . Office space
. Warehouse space

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Word processor

Manpower resources: . Secretarial services
. Translation services
. Bookkeeping/auditing services

Representation: . Act as representative/agent
. Act as distributor
. Provide after-sales service
(e.g. technical/repair service)

PTO

OTHER INFORMATION

- (1) Company is presently acting as a representative for an EC company in power station, equipment, energy conversion and filtration.
- (2) Company would prefer to conclude an all-inclusive package deal for the cost of providing its facilities and services. They are also prepared to discuss agent commission for representation in Japan.
- (3) Company would be interested in representing EC suppliers to bid for government contracts in Japan. See item (1) above for areas of specialization.

TECHNOTRANS JAPAN LIMITED

EC investor domicile: United Kingdom

Address: Koto House 1-506, 1151-127, Kamigo
Totsuka, Yokohama

Name of Chief Executive Officer/Representative:

Motonori Takeuchi

Telephone no: (045) 891-7284

Telex no: 23864 or 2324005 FLEETW J

Main business: Technology transfer consultants &
brokers

No. of employees: 3

Person to contact for administrative assistance:

Minoru Awabayashi

AVAILABLE SERVICES

Manpower resources: . Translation services
. Bookkeeping/auditing services

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements
. Technology transfer, licensing, etc.

Representation: . Act as representative/agent

OTHER INFORMATION

(1) Company would want to provide its services to EC companies in advanced technology, i.e. electronics, computer software, robotics, new material, aerospace, biotechnology, medicine, etc.

THE BEN LINE STEAMERS LTD

EC investor domicile: United Kingdom

Address: 8F Kyodo Bldg., 1-4-21, Yaesu 1-chome
Chuo-ku, Tokyo

Name of Chief Executive Officer/Representative:

R. Logan, Japan Manager

Telephone no: (03) 272-3712

Telex no: 2224895 BENTOK J

Facsimile no: 03 272-4190

Main products: Shipping services

No. of employees: 105

Person to contact for administrative assistance:

T.G. Wilken, Commercial Manager, Japan
A. Ikeno, Manager, Administration

AVAILABLE FACILITIES AND SERVICES

Physical facilities: . Office space with furniture
. Warehouse

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Word processor
. Computer

Manpower resources: . Secretarial services
. Translation services
. Bookkeeping/auditing services
. Shipping/airfreight/customs clearance

Business advisory services: . Selection of representative or agent
. Selection of distributor
. Visit arrangements

Representation: . Act as representative/agent

PTO

OTHER INFORMATION

- (1) Office space of approximately 30 tsubo or 99 square meters could be made available.
- (2) Company is presently acting as a representative for EC companies/organizations in shipping, general marine agency and government development agency.
- (3) Warehouse facilities are located in Tokyo (port area), Yokohama, Nagoya, Osaka and Kobe.
- (4) Company would be intersted in representing EC suppliers to bid for government contracts in Japan. They specialize in marine equipment and oil drilling equipment.

THOMSON JAPAN K.K.

EC investor domicile: France

Address: Kojimachi 5-7, TBR Bldg., 707
Chiyoda-ku, Tokyo

Name of Chief Executive Officer/Representative:

Philippe Garcin
Representative Director

Telephone no: (03) 234-4731

Telex no: 2324241 THJPNJ

Facsimile no: 03 234-4753

Main products: Electronics

No. of employees: 75

Person to contact for administrative assistance:

Ms. Hiroko Kikuchi

AVAILABLE SERVICES

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements

Representation: . Act as representative/agent

OTHER INFORMATION

- (1) Company is presently acting as a representative for an engineering/electrical company in an EC country.
- (2) Company would prefer to provide its services to EC companies in the same line of business but would accept enquiries from companies in other lines of business.
- (3) Company would prefer to conclude an all-inclusive package deal for the cost of providing its services plus a daily charge for the engineers.
- (4) Company would be interested in representing EC suppliers to bid for government contracts in Japan. They specialize in hi-tech electronics.

THYSSEN NIPPON K.K.

EC investor domicile: Federal Republic of Germany

Address: 4F, 33 Mori Bldg., 3-8-21, Toranomon
Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:
W.M. Thaler

Telephone no: (03) 436-6041

Telex no: 2426678

Facsimile no: 03 436-6040

Main products: Commodities, steel and machinery

No. of employees: 15

AVAILABLE FACILITIES AND SERVICES

Physical facilities: . Office space
. Office space with furniture

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile

Manpower resources: . Secretarial services
. Translation services
. Bookkeeping/auditing services

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements

Representation: . Act as representative/agent
. Act as distributor
. Provide after-sale service
(e.g. technical/repair service)

PTO

OTHER INFORMATION

- (1) Company would only be interested in a long term exclusive contract with a minimum of five years.
- (2) Company would prefer to conclude an all-inclusive package deal for the cost of providing its facilities and services.

TIGER JAPAN CO., LTD

EC investor domicile: Netherlands

Address: Daini Sudacho Chushajo Bldg.
1-4, Kanda sudacho, Chuo-ku, Tokyo

Name of Chief Executive Officer/Representative:

T. Watanabe

Telephone no: (03) 252-7571

Telex no: 222-8055 TIGER J

Facsimile no: 03 252-7575

Main products: Household wares (mainly plastics)

No. of employees: 20

AVAILABLE SERVICES

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements

Representation: . Act as representative/agent
. Act as distributor

OTHER INFORMATION

- (1) . Office space of approximately 50 tsubo or 165 square meters could be made available.
- . Warehouse space of approximately 250 tsubo or 825 square meters could be made available.

TOKYO STAFF CO., LTD

EC investor domicile: France

Address: 2F Kyodo Bldg., 4-3-1, Akasaka
Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

Akiyoshi Takahashi

Telephone no: (03) 585-0266

Telex no: J28249

Main products: Manpower, consultancy

No. of employees: 3

Person to contact for administrative assistance:

Akiyoshi Takahashi

AVAILABLE FACILITIES AND SERVICES

Physical facility: . Office space with furniture

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Word processor

Manpower resources: . Secretarial services
. Translation services

Business advisory services: . Market survey
. Visit arrangements

Representation: . Act as representative/agent

OTHER INFORMATION

- (1) Office space of 1.5 to 2 tsubo or 5 to 6.6 square meters could be made available at approximately Yen 20,000 per tsubo per month.
- (2) Company would prefer to charge a fixed cost for office space/equipment plus a charge for equipment usage and manpower services on an "as-incurred basis".

TSUGAMI SPECIALITY MACHINE CO., LTD

EC investor domicile: United Kingdom

Address: Kyodo Bldg., 15-5, Ginza 7-chome
Chuo-ku, Tokyo

Name of Chief Executive Officer/Representative:

K. Tsugami, President

Telephone no: (03) 543-8841

Telex no: J23587 TOKKI

Facsimile no: 03 542-9075

Main products: Precision machine-tools

No. of employees: 40

Person to contact for administrative assistance:

J. Nakata, Manager - Foreign Trade Div.

AVAILABLE SERVICES

Business advisory services: . Selection of representative or agent
in machine tools

Representation: . Act as distributor
. Provide after-sales service
(e.g. technical/repair service)

OTHER INFORMATION

- (1) Company is presently acting as a representative for an EC company in precision machine tools.

UNITEC INTERNATIONAL, LTD

EC investor domicile: Federal Republic of Germany

Address: Shuwa Tameike Bldg., 2-4, Nagatacho
Chiyoda-ku, Tokyo

Name of Chief Executive Officer/Representative:

K. Nishibayashi

Telephone no: (03) 580-9261

Telex no: J22653

Facsimile no: 03 581-2045

Main products: Linen cloths/mats

No. of employees: 3

Person to contact for administrative assistance:

S. Masaki

AVAILABLE FACILITIES AND SERVICES

Physical facility: . Office space with furniture

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Computer

Manpower resources: . Secretarial services
. Translation services
. Bookkeeping/auditing services

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements

Representation: . Act as representative/agent

PTO

OTHER INFORMATION

- (1) Office space of 10 tsubo or 33 square meters could be made available at approximately Yen 20,000 per tsubo per month.
- (2) Company is presently acting as a representative for EC companies in table linen materials, electronics and communications equipment.
- (3) Company would prefer to provide its facilities and services to EC companies in the same line of business but would accept enquiries from companies in other lines of business.
- (4) Company would prefer to charge a fixed cost for office space/equipment plus a charge for equipment usage and manpower services on an "as-incurred basis".

UNITED TRUST CORPORATION, INC.

EC investor domicile: Federal Republic of Germany

Address: OAG Bldg. 402, 7-5-56, Akasaka
Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

Hans-J. Schmitt

Telephone no: (03) 585-5351

Telex no: J23287

Facsimile no: 03 583-9148

No. of employees: 10

AVAILABLE FACILITIES AND SERVICES

Physical facility: . Office space with furniture

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Word processor
. Computer

Manpower resources: . Secretarial services
. Translation services
. Bookkeeping/auditing services

Business advisory services: . Selection of representative or agent
. Selection of distributor
. Visit arrangements

Representation: . Act as representative/agent

OTHER INFORMATION

(1) Office space of approximately 10 tsubo or 33 square meters could be made available.

PTO

- (2) Company is presently acting as a representative for EC companies in leather, watches/watch parts, pearls/jewellery, synthetic leather, sporting goods.
- (3) Company would prefer to provide its facilities and services to EC companies in other lines of business but would accept enquiries from companies in the same line of business.
- (4) Company would prefer to conclude an all-inclusive package deal for the cost of providing its facilities and services.

VAUBEL & COMPANY

EC investor domicile: Federal Republic of Germany

Address: New Aoyama Bldg. West Tower 1153
1-1, Minami Aoyama 1-chome
Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

Dr. Dirk Vaubel, President

Telephone no: (03) 423-2238

Telex no: J25632

Facsimile no: 03 470-3820

Main products: Consulting in the areas of food,
consumer goods and cosmetics

No. of employees: 11

Person to contact for administrative assistance:

Dr. Dirk Vaubel

AVAILABLE FACILITIES AND SERVICES

Physical facilities: . Office space with furniture
. Warehouse space
. Meeting rooms

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier
. Facsimile
. Word processor
. Computer

Manpower resources: . Secretarial services
. Translation services
. Bookkeeping/auditing services

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements

PTO

YASHIMA SANSHO CO., LTD

EC investor domicile: Netherlands

Address: 2-5, Odenmachi, Nihonbashi, Chuo-ku
Tokyo

Name of Chief Executive Officer/Representative:

T. Takeuchi

Telephone no: (03) 664-5601

Telex no: 2522169 YASACO J

Main products: Sporting goods, communication articles

No. of employees: 3

Person to contact for administrative assistance:

T. Takeuchi

AVAILABLE FACILITIES AND SERVICES

Physical facility: . Office space with furniture

Office equipment: . Telephone
. Typewriter
. Telex
. Photocopier

Manpower resources: . Secretarial services
. Translation services
. Bookkeeping/auditing services

Business advisory services: . Market survey
. Selection of representative or agent
. Selection of distributor
. Visit arrangements

Representation: . Act as representative/agent
. Act as distributor

OTHER INFORMATION

- (1) Office space of approximately 3 tsubo could be made available.
- (2) Company would prefer to charge a fixed cost for the use of office space/equipment plus commission for other services.

SECTION FIVE

COMPANIES OFFERING OTHER FORMS OF ASSISTANCE

In addition to the companies who completed the questionnaire and are listed in the preceding Section Four, there were other companies who have expressed willingness to assist EC companies in their individual ways.

This section provides a list of such companies, with details about their activities and forms of assistance, where these have been provided.

BAYER YAKUHIN, LTD

EC investor domicile: Federal Republic of Germany

Address: 55-1, Honmachi 2-chome, Higashi-ku
Osaka

Name of Chief Executive Officer/Representative:

P.E. Glaessel, President

Telephone no: (06) 261-8771

Telex no: 5225319

Facsimile no: 06 266-1335

Company would be prepared to meet the representatives of EC companies in the pharmaceuticals industry and provide information on the Japanese pharmaceutical market.

BEECHAM YAKUHIN K.K.

EC investor domicile: United Kingdom

Address: Shin Nanpeidai Tokyu Bldg., 1-21-2
Dogenzaka, Shibuya-ku, Tokyo

Name of Chief Executive Officer/Representative:

R.B. Giles

Telephone no: (03) 464-9301

Telex no: 2426818 BYKK J

Facsimile no: 03 464-9309

Main products: Pharmaceuticals

No. of employees: 400

Person to contact for administrative assistance:

R.B. Giles

Company would be interested to provide assistance to EC companies in the pharmaceutical industry or in related lines of business.

BLAESBJERG (JAPAN) K.K.

EC investor domicile: Denmark

Address: 4F, Kotobuki Bldg., 5-21, Toranomom
2-chome, Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

Leif Kempel
Director & General Manager

Telephone no: (03) 595-0701 to 3

Telex no: 2225453 BLAES J

Facsimile no: 03 595-0704

Main products: Shipping company

No. of employees: 3

Person to contact for administrative assistance:

Leif Kempel

Company would be interested to provide office space of approximately 30 square meters and a meeting room of 16 square meters.

BP FAR EAST LIMITED

EC investor domicile: United Kingdom

Address: P.O. Box 52, Kasumigaseki Bldg., Tokyo

Name of Chief Executive Officer/Representative:

A.E.H. Williams, Managing Director

Telephone no: (03) 581-7011/5

Telex no: 2222910 BEEPEE J

Company could provide limited office space, administration and advice to a suitable EC company.

COURTAULDS

EC investor domicile: United Kingdom

Address: P.O. Box 103, Minami Aoyama, Minato-ku
Tokyo

Name of Chief Executive Officer/Representative:

T. Myerscough

Telephone no: (03) 479-3771

Company would offer verbal advice to interested EC companies in related industries (i.e. textiles, packaging raw materials).

LINGUARAMA JAPAN LTD

EC investor domicile: United Kingdom

Address: 401, Akasaka Heights, 9-5-26, Akasaka
Minato-ku, Tokyo

Name of Chief Executive Officer/Representative:

G.A. Dragon

Telephone no: (03) 403-5724

Telex no: GOCHI J32190

Main products: Executive language services

No. of employees: 15

Person to contact for administrative assistance:

G.A. Dragon

Company would be interested to provide Japanese language instruction and proof-reading.

MARPOSS K.K.

EC investor domicile: Italy

Address: Isosan Bldg., 2-10-11, Higashi Gotanda
Shinagawa-ku, Tokyo

Name of Chief Executive Officer/Representative:

Alberto Melloni
Representative Director

Telephone no: (03) 440-3011

Telex no: J26605

Facsimile no: 03 440-3017 (GII,GIII)
03 444-6400 (GI)

Main products: Process gauges, post process gauges,
bench gauges, inspection machines, etc.

Company is a sole distributor for
Finike Italiana Marposs.

ROYAL INSURANCE

EC investor domicile: United Kingdom

Address: 604, Palace Bldg., 1-1, Marunouchi
1-chome, Chiyoda-ku, Tokyo

Name of Chief Executive Officer/Representative:

J.C. Kettlewell

Telephone no: (03) 212-6923

Telex no: J 28647

Facsimile no: 03 216-0758

Main products: Provide insurance
Machinery inspection services

No. of employees: 40

Person to contact for administrative assistance:

J.C. Kettlewell

S.G. WARBURG & CO., LTD

Representative Office

EC investor domicile: United Kingdom

Address: Hibiya Kokusai Bldg., 7F, 2-3
Uchisaiwaicho 2-chome, Chiyoda-ku
Tokyo

Name of Chief Executive Officer/Representative:

C.T.B. Purvis

Telephone no: (03) 593-0555

Telex no: J 02222535

Facsimile no: 03 593-0550