



Nick Kotaki
Managing Director
Material Trading Company Ltd

Nick Kotaki began his career with Hitachi in 1981 and in 1985 began to specialize in the importing of rare earths from China to Japan. He successfully developed many rare earths business contracts that involved trading between China, Japan, the United States and Europe. After seven years in the division he had managed to triple its sales and profits.

In 1993 Nick transferred to Hitachi's London office to head up the European Materials Division. The operation thrived under his leadership but after six years he decided the time was right to create his own trading company.

Nick celebrated 10 years of independence in 2009 and decided to move his operations back to his native home of Tokyo, where he established the Materials Trading Company (MTC) Ltd.

In the short time since then he has had a great impact on Japan's rare earths' industry, including the impressive fact that 80% of his customers are Nikkei Index listed companies.

In August of 2012, MTC was selected as one of only 30 enterprises to share in government grants worth several million US\$, to support the creation of an ultra-high purity plant in Japan. Nick is now able to offer his Japanese customers the opportunity to purchase 5N Oxides in the domestic market.

Nick is speaking at the Rare Earths Conference in Hong Kong, his presentation is entitled 'Japan's Search For Rare Earths'.