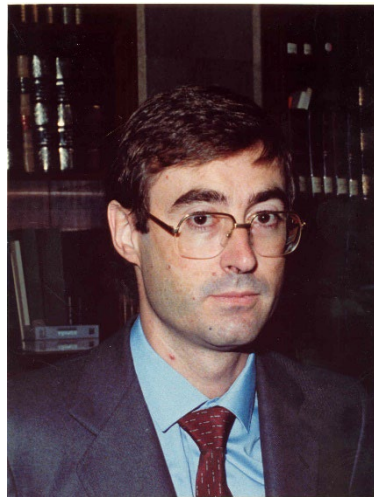


Chairman's file

Mr. José Claudio Aranzadi Martínez



Name

Mr. José Claudio Aranzadi Martínez

Biographical notes

[17-10-1984/1-08-1986 INI's Vice President]

[01-08-1986/12-07-1988 INI's Chairman]

[12-07-1988/14-07-1993 minister of Industry]

He holds a degree in Economics and in Industrial Engineering

During his tenure as Chairman, he maintained the corporate strategy plans of his predecessor, carrying out INI's divestiture in the SEAT company, the sale of ENTURSA, the merger of the companies EESA and EISA into INISEL, while SANTA BARBARA took over CETME. During this period, the technological area took priority (incorporation of Amadeus by IBERIA and by other air transport

companies in order to operate and commercialize this new booking system). He introduced an human resources management system which made easier the promotion of INI's technicians to managerial positions in the Group's companies; he promoted the Group's commercial potential, coordinating the financial management with a centralized system for the use of surpluses, developing the corporate promotion in the areas affected by industrial adjustments and reorganizations.