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To: UJC
Management

Beginning of cooperation of the company “BETA” with Uzbekistan-Japan Center has started with participation of company commercial Director Miss Talasova Leyla in PMP course (January-June 2006), which she has successfully finished, further having opportunity to visit companies in Japan and to learn their experiences. As a result, company management has realized necessity of deeper study of experience of developed capitalistic countries in the sphere of marketing, management and enterprise management strategy. Company management has taken active participation, practically, in all courses organized by UJC during 2006-2007, which had covered above mentioned topics. They were very useful with regard to organization and running our business. We would like to especially mention the opportunity granted by UJC, namely, the consultations by Mr. Tetsuo Fukuyama, President of consulting company “Truspire Co. Ltd”. For the first time, as a manager I have understood and realized that consultations are one of the most effective training methods. During the dialogues, new thought and ideas occur, which are discussed immediately, and as a result, there comes either their solution or their rejection.

We are really grateful to Mr. Fukuyama for his consultations, knowledge and ideas he has shared with us. Considerable part of given experience has found an application in our business, and the rest requires our efforts to create proper conditions and certainly will be realized and thus will increase effectiveness of our activity.

In conditions of market development, having an opportunity for consultations by foreign specialists, especially, by Fukuyama san, which has such a high qualification, is a great luck. And I think attracting foreign specialists is necessary and productive.

Has it been helpful and useful to get consultations? Certainly, yes! At the same time, it is necessary to mention about synergetic effect: training management in UJC, received consultation and knowledge, and adaptation as applied to business. Financial results of company “Beta” can tell about this.

Particularly, showings of growth of Net Profit (NP) by years in relation to previous year:

$$\frac{NP(2005)}{NP(2004)} \equiv 213\%; \quad \frac{NP(2006)}{NP(2005)} \equiv 157\%; \quad \frac{NP(2007)}{NP(2006)} \equiv 285\%$$

We, the ones, who has experienced significance of consultations for our business, assert: “Consultations are important and necessary”. The higher frequency of consultations given by the high level consultants will ensure higher business development in Uzbekistan.

Director,
Candidate of Technical Sciences (PhD)

Talasov B.