



PERUZA

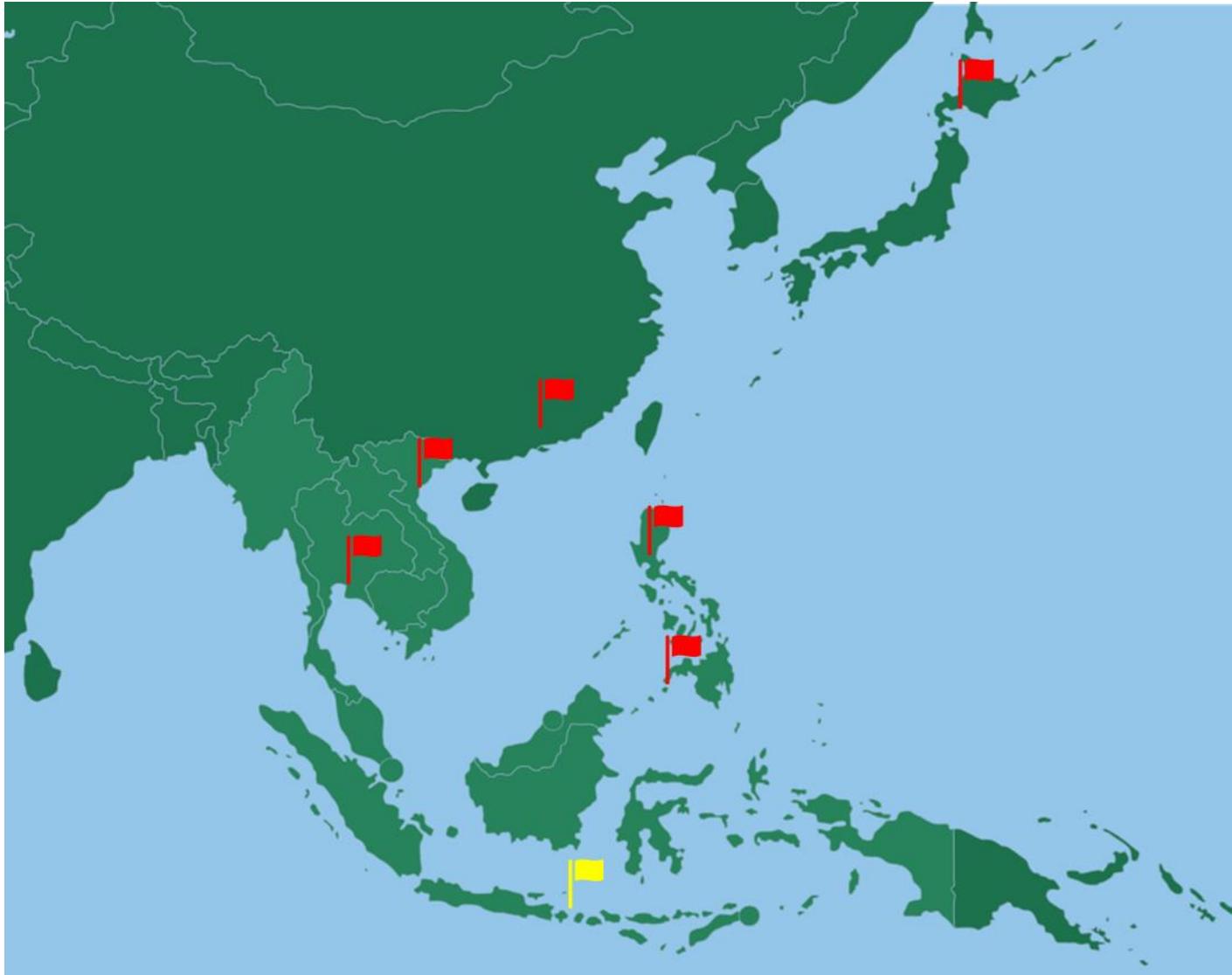
**Process engineers
Manufacturing of equipment**

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Chairman of the Board PERUZA

Presentation at 3.MMBF, 2020

Our projects in Asia



Philippines: Before and after PERUZA



Findings on China and South East Asia

- We are very different in our way of thinking and our code of conduct
- We are "afraid" of them, they are "afraid" of us
- There will be a fight for the terms of the contract and its full implementation every time



Look! Latvian experience useful in Japan



Findings on Japan

- Establishing business relationships and making decisions is slow – it takes years
- Japanese customs do not know how to register equipment imports
- Find a good translator! Make sure the Japanese understand what is being translated!
- The Japanese will not tell you NO, it is rude; you must understand it yourself

Japan experiences





Not always High-tech and Automatization in Japan
Here we can deliver!



PERUZA