



Bütent
Group

EXACTLY WHAT YOU NEED!





- Export manager of JSC Butent
- More than 18 years experience in Middle East business
- Adviser in EU-IR Commercial Joint Council
- Adviser in RU-IR Commercial Joint Council
- Work With Middle East companies more than 15 years



Why Middle East



65% global requirement

Richest countries

One of biggest market (near to 400 millions)



Business in Middle East



Recognition (what, why, where)

Partners

Competitors

Clients



How to start ?



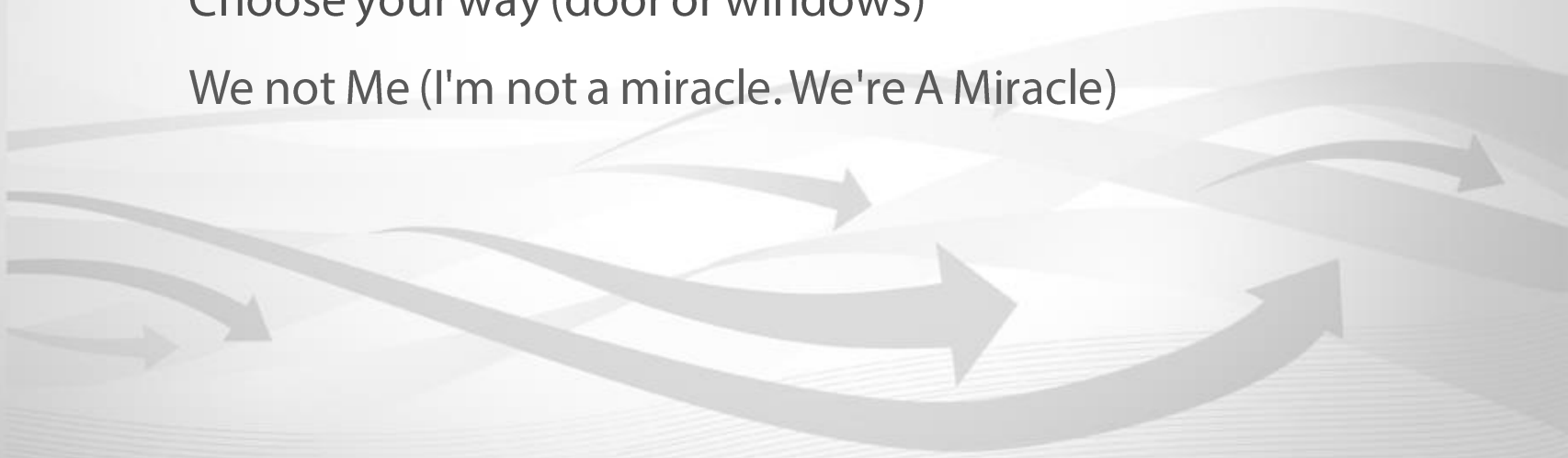
Meet their need

Meet their mind

Find real not story

Choose your way (door or windows)

We not Me (I'm not a miracle. We're A Miracle)



5 Steps in business with Middle East



- Localization (Products / Persons)
- I am not in politic
- Group Companies
- Friendship, not war (Competitors)
- Make trust



Two Examples

X Co. , Global Company with big capital , Factory in Middle East
Work for one year and stop , why?

JSC Butent , Software Company, Lithuanian

From 2011 working and at the time have 50 Partners and more than 100 big clients and support biggest logistic network in Middle East

What is in Butent ?



change mind

Make all need

Look for professional

Find Partner

Start



THANK YOU FOR YOUR
ATTENTION!



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