



## Стратегические цели

Группа компаний Beltera определила ряд стратегических бизнес-целей на рынке и удовлетворение потребностей своих клиентов

Увеличение доли на рынке  
за счет экспансии и укрепления  
позиций на конкурентной арене

Повышение эффективности и  
оптимизация бизнес-процессов  
продаж и услуг, а также  
внедрение инновационных технологий и решений

Улучшение качества продукции  
и технологическое  
производство  
на клиентов

Обеспечение финансовой устойчивости  
компаний группы через оптимизацию инвестиций,  
снижение издержек и повышение доходности



# BELTERA HOLDING

Uzbek-British Joint Venture

[www.beltera.uz](http://www.beltera.uz)

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## About Our Company

Date of establishment: 2019

Country of registration: Republic of Uzbekistan

### 01. Form of ownership

Limited liability company

### 02. Founders

Fundburg LTD 28,80%

Avazov Bobur 71,20%

### 03. Staff

40+ employees

### 04. Companies under management

17 companies

### 05. Authorised capital

10 525 101 200 sums

### 06. Subsidiaries

6 companies

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## About Our Company

**Legal address:** 67 Buyuk Ipak Yuli street, Mirzo-Ulugbek district, Tashkent, 100077, Uzbekistan

### 07. Core business

Investments, financial and property assets management of the group of companies within the Holding, as well as assets of partners and customers.

### 08. Structure

A complex conglomerate holding structure that operates in the Republic of Uzbekistan.

### 09. Parent company

The parent company is [Beltera Holding](#).

### 10. Annotation

[Beltera Holding](#) does not conduct any economic activities, only investment and management activities.

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## Beltera Holding

Company conducts centralised management within the Group, throughout the global policymaking of the parent company and joint ventures coordination in the following areas:

- Implementing strategic management of companies and projects;
- Developing common strategy on a global scale;
- Reorganising the companies, defining the internal structure of the holding company;
- Establishing intercompany relations;
- Capital investment in new product development;
- Development of investment projects and financing strategies;
- Finding strategic business partners;
- Finding investments for new and existing projects;
- Providing subsidiaries with consulting and technical services;
- Providing companies under management with consulting and technical services.

## Business Interests

In order to diversify and develop its business, expand its products and services markets, Beltera Holding seeks to acquire or create new companies in the following areas:



# OUR MISSION

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*“Our mission is to create a better future for all: our employees, partners, shareholders and society as a whole, by building a sustainable, innovative and responsible business that will attract and inspire the best people to our team, develop our country's economy and form a progressive society where everyone has equal opportunities for growth and development.”*

**Babur Gulyamov**  
**CEO Beltera Holding**

# Our Goals For Business Partnership

Beltera Holding has set a number of strategic business goals aimed to achieve market success and satisfy the needs of partners.

Establishing long-term partnerships with the best companies in various sectors of economy

Developing and improving existing partnerships

Providing partners with the most innovative products, technologies and services



Providing stable and sustainable income on a long-term basis

Maximising profits for the shareholders considering ESG criteria

Ensuring liquidity of financial and property assets

Ensuring stable and high growth capitalisation of companies



# BELTERA GROUP OF COMPANIES OBJECTIVES

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*“Find a goal, there will be resources.”*

**Mahatma Gandhi**



# Strategic Objectives

Beltera Group of Companies has set a number of strategic business objectives aimed to achieve market success and satisfy the needs of our clients.



# Group of Companies



Production and Sales



## Asset Management

The market value of total assets under the management of Beltera Holding amounts to \$50 million.



**FIDELITY**  
INVESTMENT

Business Process Outsourcing and  
Corporate Management services



**INVEST**  
**HOUSE**

Asset Management



**FIDELITY**  
LEASING

Financial Leasing Services



**STROMINSERVICE**  
Real Estate Development

Real Estate Development



**EUROCOMMERCE**  
Asset Holding

Asset Holding



**SKIF MANAGEMENT**  
CONSULTING COMPANY

Business Project Management



**VISTA BRICK**

Manufacturing Building Materials



**DOM**

Property Management



*Bread Land*

Confectionery Production



**STARADVISE**

Concierge Services  
and Business Consulting



**Vanille**

Confectionery Production

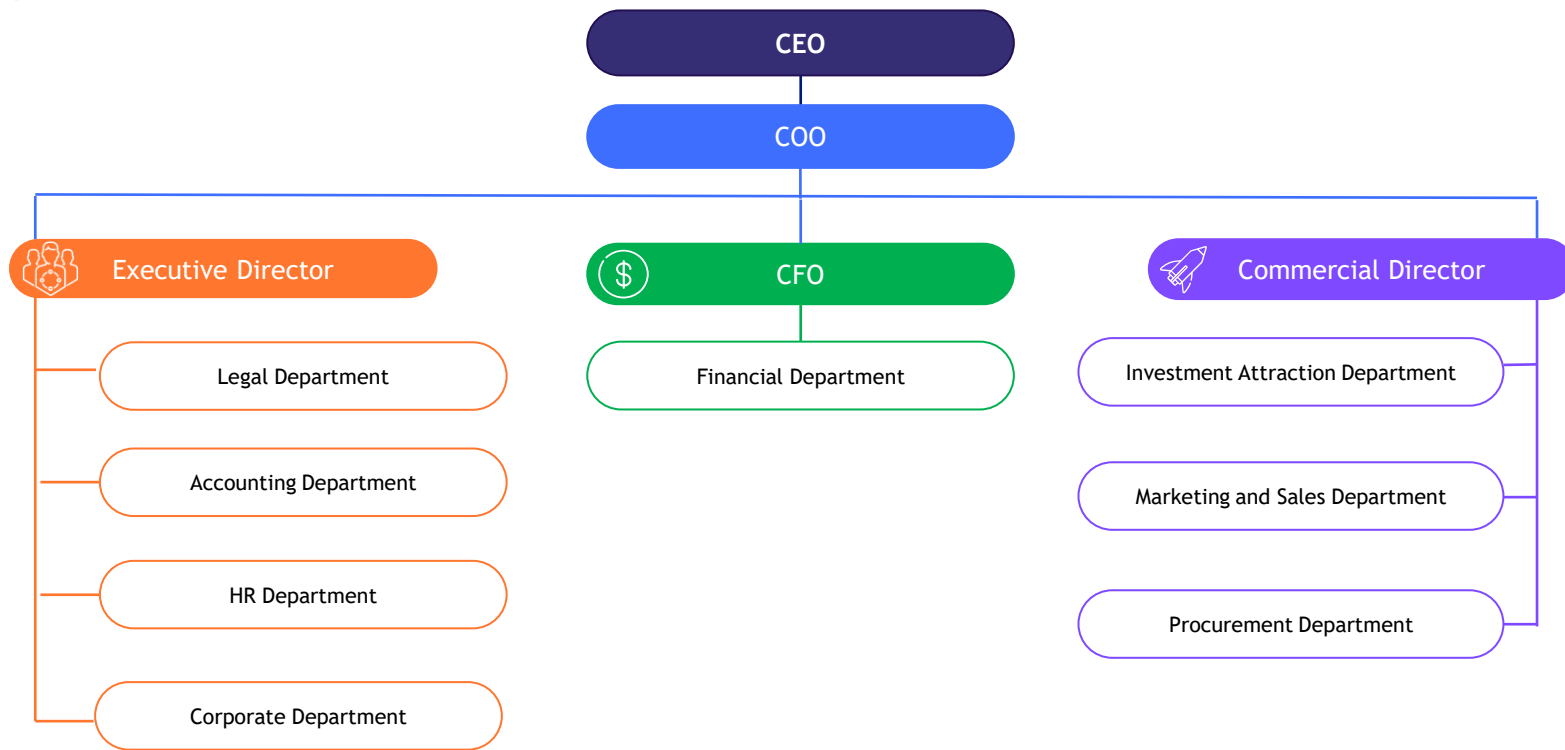
# ORGANISATIONAL STRUCTURE

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*“The purpose of an organisation is to enable ordinary human beings to do extraordinary things.”*

**Peter Drucker**

# Management structure



# BUSINESS AREA

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*“Don’t be afraid to give up the good to go for the great.”*

**John D. Rockefeller**

# Business Area

## INVESTMENTS

We invest in promising industries that are in the sphere of interest of the holding's founders and partners of the group of companies. Projects should be distinguished by their uniqueness, potential market share and capacity.



## ASSETS MANAGEMENT

We manage the property and financial assets of partners and investors to ensure their effective management and profitability.

## FINANCIAL ANALYSIS

We assist in optimising financial management, analysing and managing financial risks. We identify areas for possible investments and search for resources for development. We prepare a qualitative assessment of the financial condition of partners, customers, industry or markets as a whole.



## BUSINESS CONSULTING

We solve complex, specific or resource-intensive tasks of entrepreneurs and companies. We advise on operational and strategic issues in current operations. We improve the efficiency of strategic, managerial and crisis management decisions, ensuring stable business growth.



# INVESTMENTS

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*“We don’t have to be smarter than the rest.  
We have to be more disciplined than the rest.”*

**Warren Buffet**

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## Investments

Beltera Holding's investment policy is based on six main principles:

- Investments in individuals - we invest in promising entrepreneurs who are experts in their fields and aspire to become the driving force behind their business projects.
- Investments in the team - we invest in the most valuable asset of any business, its professional team.
- Industry investments - we invest in a limited number of industries that are determined by the company's policy.
- Market share investments - we invest in projects that have the potential to capture a specific market share in their industry.
- Growth investments - we invest in young companies with high business development potential.
- Long-term investments - we invest in reliable companies with a minimum horizon of 10 years, regularly reinvesting profits and increasing the capital of the companies.

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## Investments

Investment opportunities offered by **Beltera Holding** include:

### 01. Equity

formed as the company's authorised capital.

### 02. Accumulated financial resources

generated as a result of business activities of the holding's subsidiaries.

### 03. Private investments

attracted by other legal entities and individuals interested in efficient investment in promising projects.

### 04. Corporate investments

received through project financing from government and international financial institutions.

# Investments

Analysis, calculations, individual approach, and the development of a sustainable strategy are the guarantee of stable development.



# FINANCIAL ANALYSIS

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*“You can’t chase money – you have to go towards it.”*

**Aristotle Onassis**

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## Financial analysis

By gathering all financial analytics together, we obtain a starting point for improving business profitability and accurately forecasting future outcomes. Financial analysis is based on the six basic types:

- **Cash flow:** Real-time income indicators allow to monitor the daily inflow and outflow of funds, as well as determining how much money is needed for stable operations.
- **Customer profitability:** Segments customers and then analyzes the total revenue from each customer to verify if sales targets to customers are being met.
- **Sales forecast:** Used to develop successful sales forecasts and identify ways to improve forecasting accuracy.
- **Product profitability:** Determines the profitability of products, helping in the proper allocation of costs within overall processes or cost base.
- **Founders' income:** It is crucial for companies to ensure profitability for the founders. This analysis showcases the company's value in terms of income generated for the founders on their capital.
- **Value drivers:** These key indicators help determine whether your company is on the right track to achieve all short-term and long-term goals.

# ASSET MANAGEMENT

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*“Friendship based on business is better than business based on friendship.”*

**John D. Rockefeller**



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## Asset management

- **Asset management:**

Obtaining the owner's exclusive authority to manage their assets with the goal of generating profitable returns on mutually beneficial terms.

- **Financial asset management:**

Entrusted with the owner's financial resources, granting the authority to reinvest in prospective projects, with the goal of mutually beneficial profit generation.

- as a primary shareholder;
- as a minority shareholder;
- as a recipient of a portion of the profits from financial operations.

# BUSINESS CONSULTING

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*“Attention to detail is of utmost importance in achieving successful business idea.”*

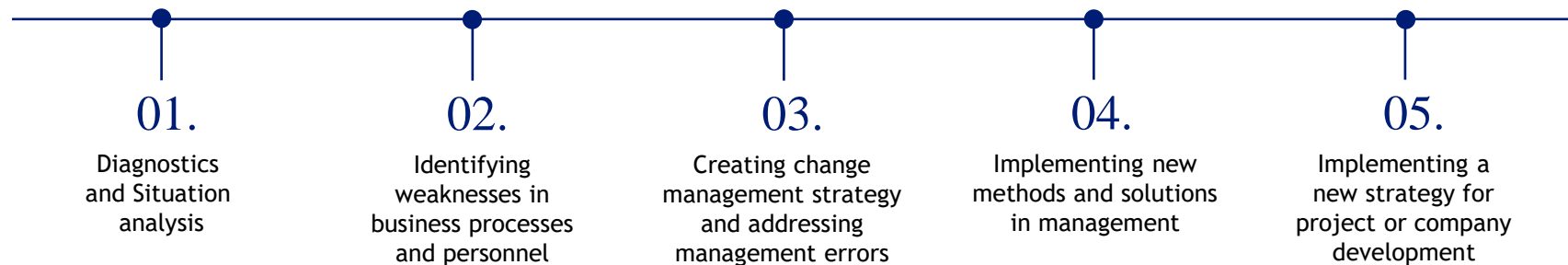
**Richard Branson**



## Business consulting

Business consulting is the engagement of experienced consultants to work on the development of a company with the aim of improving financial performance and strategic growth.

Business consulting consists of:  Management consulting  Financial consulting  Corporate strategy consulting





**THANK YOU**

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