0:0:0.0 --> 0:0:1.120  
Badina, Alina S.  
Їж.

0:0:0.590 --> 0:0:2.340  
Saito, Tomoyuki  
Фракции вона людей.

0:0:1.350 --> 0:0:6.560  
Rasshchupkina, Yevgeniya V.  
А високими недоліки, але маю щітки д.

0:0:7.750 --> 0:0:8.420  
Rasshchupkina, Yevgeniya V.  
Окей.

0:0:7.720 --> 0:0:9.350  
Saito, Tomoyuki  
Їж ж.

0:0:9.660 --> 0:0:10.940  
Rasshchupkina, Yevgeniya V.  
Окрім кілька проблем.

0:0:12.670 --> 0:0:13.260  
Saito, Tomoyuki  
Іі го?

0:0:16.200 --> 0:0:19.360  
Rasshchupkina, Yevgeniya V.  
Ігор ігор між ж.

0:0:19.810 --> 0:0:22.30  
Likhunova, Lyudmyla M.  
Це ігор хірург я і не.

0:0:22.540 --> 0:0:23.210  
Likhunova, Lyudmyla M.  
I'm going to bed.

0:0:22.740 --> 0:0:26.660  
Rasshchupkina, Yevgeniya V.  
Ohh OK you you, you grabbed everybody, OK?

0:0:27.940 --> 0:0:30.290  
Likhunova, Lyudmyla M.  
Something happened this year.

0:0:34.920 --> 0:0:36.790  
Saito, Tomoyuki  
Probably everybody out here already.

0:0:36.800 --> 0:0:46.990  
Saito, Tomoyuki  
So let's start the management been disturbance of the the management meeting and today is for quarterly review timing.

0:0:47.420 --> 0:0:55.250  
Saito, Tomoyuki  
There we will get explanation by full department and just before starting.

0:0:55.640 --> 0:0:59.590  
Saito, Tomoyuki  
Just let me touch upon the today's dinner next time agenda.

0:0:59.760 --> 0:1:1.750  
Saito, Tomoyuki  
I mean Part 2 in April.

0:1:2.200 --> 0:1:31.630  
Saito, Tomoyuki  
So, uh, as we discussed as we talked about each and department of quote, Libya has been shifted to the second part of the management meeting which is 26 then on top of the the quarterly review by each department, we are planning to get explanation for update from HR department about HRD development strategy in the next management meeting.

0:1:32.0 --> 0:1:41.720  
Saito, Tomoyuki  
So next time Beauty will be participating the to the meeting to explain the HR development strategy I.

0:1:44.900 --> 0:1:46.510  
Saito, Tomoyuki  
OK so.

0:1:45.640 --> 0:1:46.870  
Rasshchupkina, Yevgeniya V.  
Had difficulty meeting.

0:1:46.880 --> 0:1:53.990  
Rasshchupkina, Yevgeniya V.  
Can we also discuss about this mobilization issue like?

0:1:56.190 --> 0:1:58.810  
Rasshchupkina, Yevgeniya V.  
What kind of plans do we have in case?

0:2:1.130 --> 0:2:5.90  
Rasshchupkina, Yevgeniya V.  
We we will get some wave of conscription through the people.

0:2:11.520 --> 0:2:11.820  
Saito, Tomoyuki  
Hmm.

0:2:9.220 --> 0:2:13.420  
Rasshchupkina, Yevgeniya V.  
Because honestly speaking, this new law event was bolded.

0:2:14.460 --> 0:2:18.400  
Rasshchupkina, Yevgeniya V.  
That level of anxiety in the office was pretty high.

0:2:19.190 --> 0:2:19.340  
Saito, Tomoyuki  
Hey.

0:2:21.580 --> 0:2:23.390  
Rasshchupkina, Yevgeniya V.  
Ohh so weird.

0:2:23.680 --> 0:2:35.830  
Rasshchupkina, Yevgeniya V.  
I understand it's difficult to predict how the situation will develop, but we have to be aware of the risks that no this enrollment to the army.

0:2:35.840 --> 0:2:42.410  
Rasshchupkina, Yevgeniya V.  
Will my maybe maybe come very intensive and those people?

0:2:41.20 --> 0:2:42.790  
Saito, Tomoyuki  
Hey, I know some sense here.

0:2:42.800 --> 0:2:42.910  
Saito, Tomoyuki  
Yeah.

0:2:43.860 --> 0:2:44.270  
Saito, Tomoyuki  
Are you?

0:2:44.280 --> 0:2:44.760  
Saito, Tomoyuki  
Go on. Yeah.

0:2:45.640 --> 0:2:45.990  
Rasshchupkina, Yevgeniya V.  
Yeah.

0:2:46.0 --> 0:2:56.0  
Rasshchupkina, Yevgeniya V.  
Just so we had some people who are protected by like being a student or having some disabled relatives or something like this.

0:2:56.10 --> 0:3:9.50  
Rasshchupkina, Yevgeniya V.  
So it looks this new law really removes this protection from some of the groups, which is not official reserve by us, who is not going to be reserved by us because of their like more.

0:3:10.800 --> 0:3:24.730  
Rasshchupkina, Yevgeniya V.  
How to pull this specialization which she cannot be reserved which cannot be booked and these people they they hypothetical they can be mobilized and they impact on the business could be pretty high.

0:3:29.580 --> 0:3:29.890  
Saito, Tomoyuki  
Yeah.

0:3:29.900 --> 0:3:30.170  
Saito, Tomoyuki  
Thanks.

0:3:30.180 --> 0:3:35.610  
Saito, Tomoyuki  
And also I wanted to touch upon this issue topics today's free discussion part.

0:3:35.620 --> 0:3:42.640  
Saito, Tomoyuki  
So let's try to minimize this 124 and let's and talk.

0:3:42.700 --> 0:3:44.390  
Saito, Tomoyuki  
Then maybe that's we need to set up.

0:3:44.400 --> 0:3:47.90  
Saito, Tomoyuki  
Additionally, I think about at least we can anyway.

0:3:47.100 --> 0:3:51.160  
Saito, Tomoyuki  
Today, all games are my accept Tsyvinsky, but somehow, and let's let's talk on.

0:3:55.720 --> 0:3:56.90  
Saito, Tomoyuki  
OK.

0:3:56.280 --> 0:3:56.570  
Rasshchupkina, Yevgeniya V.  
Think.

0:3:56.700 --> 0:4:2.750  
Saito, Tomoyuki  
So OK to squeeze the time, can I ask Jenna to the project screen or?

0:4:3.570 --> 0:4:6.90  
Rasshchupkina, Yevgeniya V.  
Yes, yes, no home.

0:4:16.440 --> 0:4:16.680  
Rasshchupkina, Yevgeniya V.  
Just.

0:4:20.0 --> 0:4:25.760  
Rasshchupkina, Yevgeniya V.  
So this time I'm using the dashboard because basically year to date is.

0:4:27.420 --> 0:4:27.800  
Saito, Tomoyuki  
Umm.

0:4:27.380 --> 0:4:42.810  
Rasshchupkina, Yevgeniya V.  
Is it is in fact 1/4, but maybe we can do some modification for the dashboard which we can use in the future, for example to select the monsters and to discuss fourth quarter, third quarter, second quarter as well.

0:4:43.280 --> 0:4:54.860  
Rasshchupkina, Yevgeniya V.  
Because OK, first quarter is easy because it's YTD, but that's, I don't know, I know it's some who is who is doing it from the eyesight.

0:4:54.870 --> 0:4:56.880  
Rasshchupkina, Yevgeniya V.  
Maybe you can talk with them.

0:4:56.890 --> 0:5:4.960  
Rasshchupkina, Yevgeniya V.  
So if you can make this light modification, we can continue using the dashboard for whatever the meetings as well.

0:5:5.310 --> 0:5:9.520  
Rasshchupkina, Yevgeniya V.  
So quickly talking about the market situation.

0:5:10.540 --> 0:5:18.570  
Rasshchupkina, Yevgeniya V.  
Ohh we are still #2 and as you can see we know showed quite tremendous results.

0:5:19.150 --> 0:5:27.850  
Rasshchupkina, Yevgeniya V.  
So they are sales last month were like 1294 almost 1.3 K and.

0:5:29.300 --> 0:5:36.770  
Rasshchupkina, Yevgeniya V.  
Mainly over 900 units out then is Renault Duster that you're duster.

0:5:38.350 --> 0:5:45.790  
Rasshchupkina, Yevgeniya V.  
So we know doesn't have the problem that we have with logistics because they are important through Romanian border.

0:5:46.570 --> 0:5:57.800  
Rasshchupkina, Yevgeniya V.  
Uh, they are using constant support and for some of the course measurement produced in Romania, and they use some online transportation for many years.

0:5:57.810 --> 0:5:58.200  
Rasshchupkina, Yevgeniya V.  
So.

0:5:58.270 --> 0:6:6.810  
Rasshchupkina, Yevgeniya V.  
So how they don't have the problems which we have, the only model which they bring from Poland through Poland is?

0:6:9.70 --> 0:6:10.780  
Rasshchupkina, Yevgeniya V.  
I think it's master.

0:6:10.790 --> 0:6:14.400  
Rasshchupkina, Yevgeniya V.  
Master, it's the the the LCD.

0:6:14.710 --> 0:6:20.280  
Rasshchupkina, Yevgeniya V.  
The ending actually, but and so.

0:6:21.100 --> 0:6:30.890  
Rasshchupkina, Yevgeniya V.  
Talking about renal performance, so they ordered a lot of dusters because a duster will have a model change.

0:6:30.980 --> 0:6:34.610  
Rasshchupkina, Yevgeniya V.  
And up to I guess, June.

0:6:34.700 --> 0:6:35.110  
Rasshchupkina, Yevgeniya V.  
Yeah.

0:6:35.150 --> 0:6:41.190  
Rasshchupkina, Yevgeniya V.  
June is the last last month of production of this old generation.

0:6:41.200 --> 0:6:52.680  
Rasshchupkina, Yevgeniya V.  
Just new dust here is going to be more expensive, so according to Renault dealers they are NMSC promising that they will have enough stock to sell till the end of the year.

0:6:53.120 --> 0:6:59.50  
Rasshchupkina, Yevgeniya V.  
But we assume that with the demand like this, most of that and the here, they might have some stock issues.

0:6:59.60 --> 0:7:3.670  
Rasshchupkina, Yevgeniya V.  
It will really depend on how much more expensive you dusty will become.

0:7:4.80 --> 0:7:12.130  
Rasshchupkina, Yevgeniya V.  
The dealers of right now are expecting significant price increase, but let's see uh again.

0:7:12.220 --> 0:7:18.480  
Rasshchupkina, Yevgeniya V.  
Bruno performance 75% of their sales is the fleet sales Big fleet.

0:7:18.490 --> 0:7:27.410  
Rasshchupkina, Yevgeniya V.  
They have huge deal with police and with the postal, the state postal services.

0:7:28.960 --> 0:7:31.490  
Rasshchupkina, Yevgeniya V.  
Ohh so they are very ambitious.

0:7:31.500 --> 0:7:45.290  
Rasshchupkina, Yevgeniya V.  
They are not squeezed by those logistics as much as we do, and at the latest dealer conference they announced that they want to regain number one position in both PC and total market.

0:7:45.780 --> 0:7:52.730  
Rasshchupkina, Yevgeniya V.  
So we are still not the one in PC, but as you can see the gap is really, really squeezed.

0:7:54.110 --> 0:7:58.460  
Rasshchupkina, Yevgeniya V.  
Uh, if we didn't have this logistics problem?

0:7:59.790 --> 0:8:2.360  
Rasshchupkina, Yevgeniya V.  
Ohh network is pretty confident.

0:8:2.370 --> 0:8:16.860  
Rasshchupkina, Yevgeniya V.  
They could also deliver the round 1.2 K, so hopefully as soon as the Porter is released with can regain at least keep the number one position with PC.

0:8:17.400 --> 0:8:26.920  
Rasshchupkina, Yevgeniya V.  
With LCV, it's going to be a little bit tougher because he can see already that we together is more than 500 tenants.

0:8:27.830 --> 0:8:36.100  
Rasshchupkina, Yevgeniya V.  
Major seller here is renal express and master which is CD and MD's second.

0:8:37.810 --> 0:8:38.800  
Rasshchupkina, Yevgeniya V.  
Of who?

0:8:38.810 --> 0:8:46.420  
Rasshchupkina, Yevgeniya V.  
The other brands that is nothing in particular to say folks wagon continues to impress with the grace sales.

0:8:46.430 --> 0:8:55.510  
Rasshchupkina, Yevgeniya V.  
So again, 60 something percent is the grace sales of coding is stable, so somehow knows the price on the on the other side.

0:8:57.670 --> 0:9:3.990  
Rasshchupkina, Yevgeniya V.  
So Ohh, next slide please showing us what I'm showing this.

0:9:4.280 --> 0:9:4.810  
Rasshchupkina, Yevgeniya V.  
Sorry.

0:9:5.820 --> 0:9:21.380  
Rasshchupkina, Yevgeniya V.  
OK, so for the sales target, basically this chart actually once when we see here to date, it's not exactly that target because we don't have quarterly targets.

0:9:21.390 --> 0:9:31.820  
Rasshchupkina, Yevgeniya V.  
As such, we have monthly targets and every month, of course it's adjusted based on the result of the previous months based on the stock situation demands situation.

0:9:31.830 --> 0:9:35.770  
Rasshchupkina, Yevgeniya V.  
So you cannot really sum up the plans.

0:9:37.700 --> 0:9:39.730  
Rasshchupkina, Yevgeniya V.  
To to see the portal console.

0:9:40.260 --> 0:9:41.460  
Rasshchupkina, Yevgeniya V.  
It's not exactly.

0:9:42.710 --> 0:9:45.180  
Rasshchupkina, Yevgeniya V.  
Then the, then the comparison thing.

0:9:45.190 --> 0:9:45.520  
Rasshchupkina, Yevgeniya V.  
Yeah.

0:9:45.530 --> 0:9:48.490  
Rasshchupkina, Yevgeniya V.  
So if we're talking about months only.

0:9:49.240 --> 0:9:55.950  
Rasshchupkina, Yevgeniya V.  
Ohh, there are some difficulties which we faced mainly caused by logistics.

0:9:55.960 --> 0:9:58.470  
Rasshchupkina, Yevgeniya V.  
For example Corolla and.

0:9:59.220 --> 0:10:1.810  
Rasshchupkina, Yevgeniya V.  
The ohh Highlander.

0:10:1.960 --> 0:10:5.710  
Rasshchupkina, Yevgeniya V.  
We simply didn't have stock local stock at all.

0:10:6.180 --> 0:10:19.800  
Rasshchupkina, Yevgeniya V.  
We also had couple of postponed deliveries with Yaris for example, and with Hilux the customer have to postpone the delivery of for hilux's.

0:10:19.810 --> 0:10:23.130  
Rasshchupkina, Yevgeniya V.  
Hopefully we can deliver everything within April.

0:10:23.290 --> 0:10:27.830  
Rasshchupkina, Yevgeniya V.  
We will still have this donation project planned in, but still in April.

0:10:27.840 --> 0:10:30.60  
Rasshchupkina, Yevgeniya V.  
We hold that 3 units would be.

0:10:30.920 --> 0:10:37.830  
Rasshchupkina, Yevgeniya V.  
Ohh already transferred to the fund of all the other models.

0:10:38.120 --> 0:10:43.770  
Rasshchupkina, Yevgeniya V.  
Basically, again, no particular changes compared to the previous generation.

0:10:43.780 --> 0:10:49.710  
Rasshchupkina, Yevgeniya V.  
Our previous meeting, our difficult models remain like user 300.

0:10:50.440 --> 0:10:53.610  
Rasshchupkina, Yevgeniya V.  
It's that this is improving somehow.

0:10:53.620 --> 0:10:57.870  
Rasshchupkina, Yevgeniya V.  
We still are confident that we can sell out everything within this year.

0:10:57.880 --> 0:10:59.410  
Rasshchupkina, Yevgeniya V.  
We're not ordering Vancouver.

0:10:59.420 --> 0:11:1.340  
Rasshchupkina, Yevgeniya V.  
See 100 this year anymore?

0:11:1.540 --> 0:11:21.810  
Rasshchupkina, Yevgeniya V.  
So somehow the stock clearance is moving slow, not as fast as we wanted, but taking into account our logistics problem, we don't really see the necessity of giving big discounts because anyway we cannot bring more.

0:11:22.940 --> 0:11:30.210  
Rasshchupkina, Yevgeniya V.  
But then we bring, and if given a discount, would increase the sales, we still cannot increase the decrease.

0:11:30.220 --> 0:11:40.250  
Rasshchupkina, Yevgeniya V.  
That's why if we decide to do some campaigns, we would probably do it after the situation with logistics is more or less normalized.

0:11:41.920 --> 0:11:45.490  
Rasshchupkina, Yevgeniya V.  
Ohh, so four for the models.

0:11:45.500 --> 0:11:50.800  
Rasshchupkina, Yevgeniya V.  
Basically no work to comment.

0:11:50.930 --> 0:11:51.480  
Rasshchupkina, Yevgeniya V.  
Yeah.

0:11:51.850 --> 0:11:53.460  
Rasshchupkina, Yevgeniya V.  
So we can go further.

0:11:55.400 --> 0:11:59.610  
Rasshchupkina, Yevgeniya V.  
So you're taller cocontinuous to grow.

0:11:59.720 --> 0:12:8.910  
Rasshchupkina, Yevgeniya V.  
So we already had more than 200 units quarterly sales, so it's like OK quarterly contracts.

0:12:10.490 --> 0:12:12.130  
Rasshchupkina, Yevgeniya V.  
Oh oh.

0:12:12.140 --> 0:12:18.750  
Rasshchupkina, Yevgeniya V.  
For next quarter, we hope the two will exceed this amount in in two localities.

0:12:18.760 --> 0:12:31.870  
Rasshchupkina, Yevgeniya V.  
So now we have 193 out of 213 and next next quarter we want to reach over 200 contracts with Toyota Easy.

0:12:33.490 --> 0:12:41.570  
Rasshchupkina, Yevgeniya V.  
March was interesting months in the sense that there were less credit penetration for all of the banks.

0:12:42.570 --> 0:12:46.80  
Rasshchupkina, Yevgeniya V.  
And so none of the banks could really explain why.

0:12:46.90 --> 0:12:49.140  
Rasshchupkina, Yevgeniya V.  
So it's it could be just some seasonal.

0:12:50.610 --> 0:12:52.150  
Rasshchupkina, Yevgeniya V.  
Ohh movement.

0:12:52.160 --> 0:13:10.660  
Rasshchupkina, Yevgeniya V.  
But it looks that though the proportion you had higher private sales and we could expect higher credit penetration, but in fact it looked like in March people prefer to buy in cash, whether it's a trend or not.

0:13:10.670 --> 0:13:16.850  
Rasshchupkina, Yevgeniya V.  
We will see in couple of notches, but so far it looked like really interesting.

0:13:16.860 --> 0:13:20.660  
Rasshchupkina, Yevgeniya V.  
Maybe this hike in February was little bit unnatural.

0:13:20.750 --> 0:13:27.320  
Rasshchupkina, Yevgeniya V.  
We thought that this is a natural growth of the credit penetration, but it went down to approximately general level.

0:13:27.330 --> 0:13:30.40  
Rasshchupkina, Yevgeniya V.  
So we will, we will observe it, but it's.

0:13:31.910 --> 0:13:34.590  
Rasshchupkina, Yevgeniya V.  
More or less the same full for the other banks system.

0:13:39.500 --> 0:13:40.790  
Rasshchupkina, Yevgeniya V.  
So let's move further.

0:13:44.710 --> 0:13:48.490  
Rasshchupkina, Yevgeniya V.  
Ohm Russian stock is almost sold out.

0:13:49.770 --> 0:13:54.160  
Rasshchupkina, Yevgeniya V.  
Ohh 4 Highlander, this 3 units.

0:13:54.170 --> 0:13:55.580  
Rasshchupkina, Yevgeniya V.  
They are not actually free.

0:13:56.210 --> 0:14:2.60  
Rasshchupkina, Yevgeniya V.  
So and high marks also this 10 for units are already reserved.

0:14:2.450 --> 0:14:9.690  
Rasshchupkina, Yevgeniya V.  
So somehow we can say that we will clean up everything within April.

0:14:9.840 --> 0:14:15.720  
Rasshchupkina, Yevgeniya V.  
Maybe few units will still remain in May, but somehow we can't say that this story is over.

0:14:16.240 --> 0:14:23.910  
Rasshchupkina, Yevgeniya V.  
Unfortunately, we still don't have any news about this TMR stock, which is stuck in Japan.

0:14:24.380 --> 0:14:32.640  
Rasshchupkina, Yevgeniya V.  
Lot is checking with Missouri town time to time, but it looks that there is more no movement on that side.

0:14:33.450 --> 0:14:48.660  
Rasshchupkina, Yevgeniya V.  
Ohh according to the LGW, these cars are still shown as TMR and the somebody had sales has to change the destination in order for the LG to start the transportation process.

0:14:49.230 --> 0:14:53.990  
Rasshchupkina, Yevgeniya V.  
But it looks that nobody could physically yet confirm whether the cars and they are or not.

0:14:58.490 --> 0:14:59.110  
Rasshchupkina, Yevgeniya V.  
Next please.

0:15:3.50 --> 0:15:5.630  
Rasshchupkina, Yevgeniya V.  
Moldova started to recover sales.

0:15:6.730 --> 0:15:12.690  
Rasshchupkina, Yevgeniya V.  
Ohh, one of the major reasons for dropdown in January in February was lack of stock.

0:15:13.810 --> 0:15:21.60  
Rasshchupkina, Yevgeniya V.  
Ohh well in Ukraine you have sufficient stock of 2023 production in Moldova.

0:15:21.70 --> 0:15:25.570  
Rasshchupkina, Yevgeniya V.  
We didn't push so much for the dealer to buy out the stock.

0:15:26.400 --> 0:15:29.230  
Rasshchupkina, Yevgeniya V.  
Ohh, we wanted them to clean up.

0:15:29.380 --> 0:15:39.870  
Rasshchupkina, Yevgeniya V.  
What previous years talk now they started to sell 2024 and for the first month they exceeded 100 units of sales.

0:15:40.220 --> 0:15:46.230  
Rasshchupkina, Yevgeniya V.  
So from April onwards we are expecting the sales over 120.

0:15:46.240 --> 0:15:49.390  
Rasshchupkina, Yevgeniya V.  
20 So for Moldova it's quite difficult.

0:15:49.400 --> 0:15:58.60  
Rasshchupkina, Yevgeniya V.  
Picture first two months is usually a very dull because they are just selling out their old stock until March.

0:15:58.110 --> 0:16:4.30  
Rasshchupkina, Yevgeniya V.  
They start to recover, so they are remaining #2 positions.

0:16:4.40 --> 0:16:6.20  
Rasshchupkina, Yevgeniya V.  
The gap with Dutch is growing.

0:16:6.90 --> 0:16:29.710  
Rasshchupkina, Yevgeniya V.  
The Dutcher managed to have some big fleet deals, relatively big Moldova and traditional Dutch and Skoda, very strong in Flint because the owner of this group has a lot of connections in the dog and governments and usually all state deals are grabbed by documents group.

0:16:29.880 --> 0:16:51.200  
Rasshchupkina, Yevgeniya V.  
So somehow it's good that flea market in London A seems to become more active, but on the other hand for Toyota it's quite difficult to play there because with our achieve models we do not have a room for big discounts because we are already supporting the models.

0:16:51.210 --> 0:16:59.760  
Rasshchupkina, Yevgeniya V.  
Like rolling Jason, we don't have like extra margin to give additional discount for Moldova dealer.

0:17:0.30 --> 0:17:3.40  
Rasshchupkina, Yevgeniya V.  
That's why it's difficult for them sometimes to try to fleet.

0:17:3.810 --> 0:17:12.830  
Rasshchupkina, Yevgeniya V.  
Ohh but still they are #2 and the sales is recovering and we expected that they will do better in the upcoming months.

0:17:15.180 --> 0:17:19.880  
Rasshchupkina, Yevgeniya V.  
So and final should be the profitability.

0:17:20.340 --> 0:17:21.660  
Rasshchupkina, Yevgeniya V.  
Let's move on there.

0:17:29.290 --> 0:17:33.820  
Rasshchupkina, Yevgeniya V.  
So here we, uh still exceeding the target.

0:17:35.440 --> 0:17:46.850  
Rasshchupkina, Yevgeniya V.  
The selling gross is move in let's say a little bit down with back to normal because we have smaller gap between cost of sales and revenue.

0:17:46.900 --> 0:17:53.790  
Rasshchupkina, Yevgeniya V.  
We are gradually increasing the price of the RSP, reflecting the fluctuation of the currency.

0:17:53.800 --> 0:17:59.710  
Rasshchupkina, Yevgeniya V.  
So almost every week we have a voice in the price by approximately 10 clicks to.

0:18:1.280 --> 0:18:8.540  
Rasshchupkina, Yevgeniya V.  
Regain the margin, but still we understand that we're not going to have super high margin.

0:18:8.790 --> 0:18:16.330  
Rasshchupkina, Yevgeniya V.  
We used to help because we will have more and more cars with the high cost of seeds, so that's the major impact here.

0:18:17.920 --> 0:18:20.470  
Rasshchupkina, Yevgeniya V.  
So I think that's all from my side.

0:18:20.480 --> 0:18:21.420  
Rasshchupkina, Yevgeniya V.  
If you have any questions.

0:18:29.640 --> 0:18:30.180  
Saito, Tomoyuki  
Thanks again.

0:18:30.190 --> 0:18:31.910  
Saito, Tomoyuki  
No, no, just one question.

0:18:31.920 --> 0:18:36.730  
Saito, Tomoyuki  
So did we already start to show some models for the price in our home page?

0:18:37.30 --> 0:18:37.530  
Rasshchupkina, Yevgeniya V.  
Yes.

0:18:38.670 --> 0:18:38.970  
Saito, Tomoyuki  
Ohh.

0:18:37.610 --> 0:18:40.680  
Rasshchupkina, Yevgeniya V.  
Yes, Ohe most all models are already.

0:18:40.690 --> 0:18:48.220  
Rasshchupkina, Yevgeniya V.  
There are still some technical issues and blood is working on in bed with IT.

0:18:48.230 --> 0:18:54.180  
Rasshchupkina, Yevgeniya V.  
Team Ohh, we also want to restore the online stock.

0:18:56.150 --> 0:19:7.210  
Rasshchupkina, Yevgeniya V.  
With this we have some technical difficulties, but in Configurator the price is already there and in the uh like model pages.

0:19:7.400 --> 0:19:9.640  
Rasshchupkina, Yevgeniya V.  
Also you can see the prices.

0:19:10.40 --> 0:19:10.430  
Saito, Tomoyuki  
OK.

0:19:10.440 --> 0:19:10.580  
Saito, Tomoyuki  
Uh-huh.

0:19:12.370 --> 0:19:13.250  
Saito, Tomoyuki  
Is that that's the same.

0:19:15.250 --> 0:19:15.990  
Rasshchupkina, Yevgeniya V.  
Looks SUS.

0:19:16.700 --> 0:19:19.270  
Rasshchupkina, Yevgeniya V.  
I'll give you that they they always had.

0:19:19.440 --> 0:19:20.980  
Rasshchupkina, Yevgeniya V.  
They always had prices.

0:19:20.170 --> 0:19:21.320  
Saito, Tomoyuki  
Ah, this is allowed to go.

0:19:21.330 --> 0:19:22.0  
Saito, Tomoyuki  
OK, bye.

0:19:21.240 --> 0:19:22.160  
Rasshchupkina, Yevgeniya V.  
Yeah, yeah, yeah.

0:19:22.280 --> 0:19:24.170  
Rasshchupkina, Yevgeniya V.  
Who looks so should should be no issue.

0:19:24.480 --> 0:19:28.30  
Rasshchupkina, Yevgeniya V.  
Plus, we have stock online stock with prices.

0:19:28.320 --> 0:19:32.780  
Rasshchupkina, Yevgeniya V.  
So and the line booking and online reservation, yes.

0:19:32.790 --> 0:19:34.580  
Rasshchupkina, Yevgeniya V.  
So we have prices, yes.

0:19:37.190 --> 0:19:37.410  
Saito, Tomoyuki  
Right.

0:19:36.930 --> 0:19:50.540  
Rasshchupkina, Yevgeniya V.  
In the interview in Toyota, uh, we didn't develop any local solution for line booking initially when we discussed this last reservation, we decided to go different ways.

0:19:50.550 --> 0:19:55.290  
Rasshchupkina, Yevgeniya V.  
Nexus went for the local development and Lexus was faster.

0:19:55.610 --> 0:20:10.910  
Rasshchupkina, Yevgeniya V.  
In this sense, we, as Toyota, relied on team development and it was longer, and when the war started, we removed all the prices and of course with expanded all those discussions with stealing.

0:20:10.920 --> 0:20:12.430  
Rasshchupkina, Yevgeniya V.  
But now we can.

0:20:12.880 --> 0:20:23.180  
Rasshchupkina, Yevgeniya V.  
We are trying to restore it back, so hopefully till the end of this year we will have some online banking possibility.

0:20:26.520 --> 0:20:26.670  
Saito, Tomoyuki  
Hey.

0:20:29.30 --> 0:20:29.230  
Saito, Tomoyuki  
Hey.

0:20:26.730 --> 0:20:29.340  
Rasshchupkina, Yevgeniya V.  
You still some technical adjustments have to be done.

0:20:30.670 --> 0:20:30.920  
Saito, Tomoyuki  
OK.

0:20:31.800 --> 0:20:32.180  
Saito, Tomoyuki  
Analysis.

0:20:33.20 --> 0:20:33.200  
Rasshchupkina, Yevgeniya V.  
Yeah.

0:20:35.720 --> 0:20:43.650  
Rasshchupkina, Yevgeniya V.  
But the way and one more thing about logistics, the training final is scheduled for 25th or April, yes.

0:20:42.610 --> 0:20:44.870  
Saito, Tomoyuki  
Oh, good, good.

0:20:45.0 --> 0:20:52.560  
Rasshchupkina, Yevgeniya V.  
Ohh and on 30s Marina and I we want to go to gamble.

0:20:52.570 --> 0:20:59.980  
Rasshchupkina, Yevgeniya V.  
We want to see Chop Place where the train is arriving, where the cars are going to be stored, stored.

0:21:0.140 --> 0:21:14.70  
Rasshchupkina, Yevgeniya V.  
We will go together with BG preservatives just to make sure that everybody's fully aware of what's going to happen and of course, we don't know whether to be a successful delivery or not.

0:21:14.80 --> 0:21:17.460  
Rasshchupkina, Yevgeniya V.  
But Ohh anyway, we tried.

0:21:17.510 --> 0:21:20.880  
Rasshchupkina, Yevgeniya V.  
We asked them to check for the next train as well.

0:21:20.930 --> 0:21:22.720  
Rasshchupkina, Yevgeniya V.  
What would be the availability?

0:21:23.370 --> 0:21:23.610  
Saito, Tomoyuki  
OK.

0:21:22.770 --> 0:21:51.660  
Rasshchupkina, Yevgeniya V.  
Because even if we have some damages or some problems, if it's not too big, problems probably with better continue using the training, at least until the border is blocked, the way is blocked on because now the situation is really horrible since yesterday they blocked the what are you even should you mean 2 crossing points which we were still somehow using?

0:21:53.200 --> 0:21:57.870  
Rasshchupkina, Yevgeniya V.  
So now it's the only way just to go down so hungry and.

0:22:0.100 --> 0:22:1.70  
Rasshchupkina, Yevgeniya V.  
So this is working.

0:22:5.870 --> 0:22:6.150  
Saito, Tomoyuki  
OK.

0:22:6.160 --> 0:22:6.450  
Saito, Tomoyuki  
OK.

0:22:6.460 --> 0:22:7.170  
Saito, Tomoyuki  
Thanks so much.

0:22:7.180 --> 0:22:7.750  
Saito, Tomoyuki  
Thank you very much.

0:22:7.240 --> 0:22:8.530  
Rasshchupkina, Yevgeniya V.  
Yeah, let's move to Lexus.

0:22:13.490 --> 0:22:14.230  
Rasshchupkina, Yevgeniya V.  
That's all the list.

0:22:15.950 --> 0:22:16.460  
Rasshchupkina, Yevgeniya V.  
OK.

0:22:16.470 --> 0:22:17.350  
Rasshchupkina, Yevgeniya V.  
Can you hear me?

0:22:18.490 --> 0:22:19.90  
Saito, Tomoyuki  
Yep, Yep.

0:22:17.360 --> 0:22:20.280  
Rasshchupkina, Yevgeniya V.  
Well, ah, OK.

0:22:21.410 --> 0:22:29.160  
Rasshchupkina, Yevgeniya V.  
So about premium market premium market in quarter one, you can see that we have stable market share.

0:22:29.170 --> 0:22:30.470  
Rasshchupkina, Yevgeniya V.  
I mean, bring your share.

0:22:31.260 --> 0:22:37.780  
Rasshchupkina, Yevgeniya V.  
Uh, 18% as we forecasted, it went down after the maximum last year.

0:22:38.920 --> 0:22:44.330  
Rasshchupkina, Yevgeniya V.  
Uh, by the result of the quarter, we are #2 on premium market.

0:22:44.560 --> 0:22:50.210  
Rasshchupkina, Yevgeniya V.  
Now, of course, the delivery is the key to success on premium market.

0:22:50.220 --> 0:22:52.380  
Rasshchupkina, Yevgeniya V.  
Who is first in delivery?

0:22:52.990 --> 0:22:56.700  
Rasshchupkina, Yevgeniya V.  
Uh, the 10 branch is #1 so.

0:22:57.660 --> 0:23:4.820  
Rasshchupkina, Yevgeniya V.  
Uh BMW started to recover only in March because January in February was not very good for them.

0:23:6.510 --> 0:23:10.580  
Rasshchupkina, Yevgeniya V.  
In March, they sold their lot of three and X4.

0:23:10.590 --> 0:23:15.920  
Rasshchupkina, Yevgeniya V.  
Now they are #1 in GCV segment, so it's Victoria.

0:23:15.930 --> 0:23:28.140  
Rasshchupkina, Yevgeniya V.  
Stock was just they continuously delivering it to the Kiev and we expect that next month, next maybe 3-4 months, it will be there by the seller.

0:23:29.600 --> 0:23:34.400  
Rasshchupkina, Yevgeniya V.  
Though and the end of the year, the main player was 65 now.

0:23:35.600 --> 0:23:50.950  
Rasshchupkina, Yevgeniya V.  
MX is is sold even better than X5, so looks like X5 of Victoria stock of BMW finished and the main model for BMW will be 3 and X4.

0:23:51.880 --> 0:23:54.940  
Rasshchupkina, Yevgeniya V.  
And I already have the fun to speed in.

0:23:54.950 --> 0:24:1.90  
Rasshchupkina, Yevgeniya V.  
Uh, like growing month by month, but taking into account that the last year was very bad for them.

0:24:1.600 --> 0:24:17.80  
Rasshchupkina, Yevgeniya V.  
I assume that they want to recover as soon as possible, but anyway, our market share uh, it was three months is 16%, which is the highest in our history in any period ever and.

0:24:19.850 --> 0:24:33.400  
Rasshchupkina, Yevgeniya V.  
I can't say that you you are not ready for that, but we understand that yes, our efforts are there, but we also understand that that we are playing with other players on the market and of course.

0:24:34.270 --> 0:24:42.450  
Rasshchupkina, Yevgeniya V.  
Uh, our target for this year is to keep not less than 13% with all upcoming circumstances.

0:24:44.110 --> 0:24:45.390  
Rasshchupkina, Yevgeniya V.  
Next slide please.

0:24:48.290 --> 0:24:50.850  
Rasshchupkina, Yevgeniya V.  
Always say you so the same.

0:24:50.860 --> 0:24:58.590  
Rasshchupkina, Yevgeniya V.  
We are improving logs by months slowly but general quarter one was a good start for us.

0:24:59.230 --> 0:25:9.880  
Rasshchupkina, Yevgeniya V.  
Uh, it means that we still can count on year result without big debt and the the main.

0:25:11.950 --> 0:25:14.580  
Rasshchupkina, Yevgeniya V.  
The main model for for this quarter was.

0:25:16.400 --> 0:25:26.460  
Rasshchupkina, Yevgeniya V.  
Annex and Alex and the share of Ohh pictorius talk in our quarter one is 36%.

0:25:27.710 --> 0:25:29.820  
Rasshchupkina, Yevgeniya V.  
So it's not Kai, it's good already.

0:25:29.830 --> 0:25:34.0  
Rasshchupkina, Yevgeniya V.  
Then we are not only count on Victoria stocks.

0:25:34.10 --> 0:25:43.110  
Rasshchupkina, Yevgeniya V.  
So we month by month have this portion 3040%, but it means that we still can sell normal models.

0:25:44.90 --> 0:25:44.910  
Rasshchupkina, Yevgeniya V.  
Uh.

0:25:44.950 --> 0:25:50.660  
Rasshchupkina, Yevgeniya V.  
From the 1st and 2nd portion on our stock, we have 108 units.

0:25:51.150 --> 0:26:9.880  
Rasshchupkina, Yevgeniya V.  
So I would say that it's mainly MX because at the beginning we have the bigger portion of the next 250 and so maybe somewhere in summer we can get Victoria's 3.0, which consist only of X and NX.

0:26:10.670 --> 0:26:22.250  
Rasshchupkina, Yevgeniya V.  
Still this lot, I will help us a lot because you see that the other brands continue to sell it and Mercedes as well.

0:26:22.260 --> 0:26:28.690  
Rasshchupkina, Yevgeniya V.  
So they are very active in promotion of the their Victoria stock.

0:26:29.20 --> 0:26:31.770  
Rasshchupkina, Yevgeniya V.  
So SMS, emails and so on.

0:26:31.780 --> 0:26:43.440  
Rasshchupkina, Yevgeniya V.  
So I think that's during this year it will be our good support to keep the sales next flight, please.

0:26:46.190 --> 0:27:0.960  
Rasshchupkina, Yevgeniya V.  
And Moldova the same comment March was a little bit better than very bad January in February and they restored the little bit and market share and reached 8.5%.

0:27:0.970 --> 0:27:16.0  
Rasshchupkina, Yevgeniya V.  
Yes, and they improved the the place they they in March was number 4, but unfortunately quarter ones, they still #6 uh, the main competitor now is Porsche.

0:27:16.10 --> 0:27:24.60  
Rasshchupkina, Yevgeniya V.  
Porsche introduce new cayenne and our dealers say that there is a huge, huge and other bank that derives.

0:27:24.140 --> 0:27:32.130  
Rasshchupkina, Yevgeniya V.  
Though the car is not cheap, so as usually when the car has new generation, usually the highest spec are sold.

0:27:32.200 --> 0:27:41.330  
Rasshchupkina, Yevgeniya V.  
But anyway, it attracts attention and unfortunately doesn't help our request to move or so now.

0:27:41.990 --> 0:27:59.120  
Rasshchupkina, Yevgeniya V.  
So you see that the the faster growing Brent is Bush, but uh, they still fight for for showroom traffic and for for good conversation.

0:28:0.730 --> 0:28:13.220  
Rasshchupkina, Yevgeniya V.  
I will be in business trip and we choose the airport point channel, so on Monday I going to meet with them.

0:28:13.860 --> 0:28:18.810  
Rasshchupkina, Yevgeniya V.  
Hopefully we can discuss what we can do to recover because with such quarter one.

0:28:21.90 --> 0:28:25.10  
Rasshchupkina, Yevgeniya V.  
We can teach the year target 118 units.

0:28:25.60 --> 0:28:38.320  
Rasshchupkina, Yevgeniya V.  
It's already far behind, so it's only magic can help us to reach the year target and the problem is that the car is there so it doesn't mean that we don't have car to provide.

0:28:38.480 --> 0:28:47.950  
Rasshchupkina, Yevgeniya V.  
They have a lot of cars, so 2023 and 2024 and their capacity already occupied by our cars.

0:28:48.400 --> 0:28:55.270  
Rasshchupkina, Yevgeniya V.  
So they brought a lot already and bought a lot and frozen some money in the stock, but unfortunately.

0:28:56.180 --> 0:29:0.700  
Rasshchupkina, Yevgeniya V.  
Ohh can't find the way to success of the previous year.

0:29:0.710 --> 0:29:6.800  
Rasshchupkina, Yevgeniya V.  
So something happened just then the December and they can't recover.

0:29:6.810 --> 0:29:23.80  
Rasshchupkina, Yevgeniya V.  
So I hope that maybe on Monday we can find some instruments besides the discount how to increase sales and there was one sales and they lost already one salesman because the salary is low.

0:29:23.750 --> 0:29:30.350  
Rasshchupkina, Yevgeniya V.  
Salary consists mostly of bonus and after three months not having enough money.

0:29:30.360 --> 0:29:33.180  
Rasshchupkina, Yevgeniya V.  
One salesman, unfortunately already left.

0:29:34.230 --> 0:29:36.830  
Rasshchupkina, Yevgeniya V.  
So say you have challenge and stuff as well.

0:29:40.380 --> 0:29:48.450  
Rasshchupkina, Yevgeniya V.  
Next slide please and the maybe the second comments says Yevgeniya for the selling gross and gross margin.

0:29:48.780 --> 0:30:0.670  
Rasshchupkina, Yevgeniya V.  
So the main contributor is Victoria Stock and the fact that they also catch that a lot during water one with currency exchange rate.

0:30:0.740 --> 0:30:10.910  
Rasshchupkina, Yevgeniya V.  
So we kept for a long time quite stable level of currency exchange, but when it's already influenced now.

0:30:11.470 --> 0:30:16.540  
Rasshchupkina, Yevgeniya V.  
So this March and we decided to get shop and now we move every week.

0:30:16.860 --> 0:30:21.640  
Rasshchupkina, Yevgeniya V.  
Hello following the following the currency exchange rate on the market?

0:30:24.420 --> 0:30:25.560  
Rasshchupkina, Yevgeniya V.  
That's it from my side.

0:30:33.100 --> 0:30:34.620  
Saito, Tomoyuki  
So I'm gonna share. Hmm.

0:30:34.860 --> 0:30:35.300  
Rasshchupkina, Yevgeniya V.  
Thank you.

0:30:35.290 --> 0:30:35.560  
Saito, Tomoyuki  
So.

0:30:35.570 --> 0:30:37.940  
Saito, Tomoyuki  
So you you you're going to visit?

0:30:37.950 --> 0:30:39.330  
Saito, Tomoyuki  
Sorry she now.

0:30:42.830 --> 0:30:43.190  
Saito, Tomoyuki  
OK.

0:30:40.150 --> 0:30:46.580  
Rasshchupkina, Yevgeniya V.  
Yes, it's just short reason before the flight because we travel to Kitchener and then to essence to Greece.

0:30:48.450 --> 0:30:49.30  
Saito, Tomoyuki  
Uh-huh.

0:30:49.40 --> 0:30:49.760  
Saito, Tomoyuki  
OK, OK.

0:30:49.770 --> 0:30:50.750  
Saito, Tomoyuki  
Uh, understood. OK.

0:30:51.460 --> 0:30:51.730  
Rasshchupkina, Yevgeniya V.  
Umm.

0:30:52.800 --> 0:30:53.160  
Saito, Tomoyuki  
OK.

0:30:53.170 --> 0:30:53.750  
Saito, Tomoyuki  
Thanks so much.

0:30:53.760 --> 0:30:54.670  
Saito, Tomoyuki  
I think that's good.

0:30:54.740 --> 0:30:55.510  
Saito, Tomoyuki  
Yeah, I don't know.

0:30:55.520 --> 0:30:57.810  
Saito, Tomoyuki  
We need to anyway, somehow talk to them.

0:30:58.20 --> 0:30:58.960  
Saito, Tomoyuki  
Yes. Umm.

0:30:58.370 --> 0:30:59.980  
Rasshchupkina, Yevgeniya V.  
Yeah, yeah, sure.

0:31:1.600 --> 0:31:1.830  
Saito, Tomoyuki  
Thanks.

0:31:2.660 --> 0:31:3.50  
Rasshchupkina, Yevgeniya V.  
Thank you.

0:31:8.160 --> 0:31:8.380  
Rasshchupkina, Yevgeniya V.  
Yes.

0:31:4.30 --> 0:31:9.950  
Saito, Tomoyuki  
Can I ask a general question to both of you general and nostril about exchange rate?

0:31:9.960 --> 0:31:15.900  
Saito, Tomoyuki  
Currently, the agreement rates devaluating like a day by day, and it's almost leading to 40.

0:31:17.800 --> 0:31:21.690  
Saito, Tomoyuki  
But tagline navai 1 used dollar today.

0:31:26.950 --> 0:31:27.410  
Rasshchupkina, Yevgeniya V.  
Yeah, yeah.

0:31:21.700 --> 0:31:28.210  
Saito, Tomoyuki  
The already not not yet 39.8 or something, so do do you feel?

0:31:28.250 --> 0:31:29.950  
Saito, Tomoyuki  
Do you feel the client?

0:31:29.960 --> 0:31:44.900  
Saito, Tomoyuki  
I mean customers like I sales momentum from this exchange rate, currency devaluation do, do you feel some difficulties for like a negotiation or crossing with the clients?

0:31:45.750 --> 0:31:47.260  
Rasshchupkina, Yevgeniya V.  
Usually it help.

0:31:49.50 --> 0:31:49.360  
Saito, Tomoyuki  
Hmm.

0:31:52.0 --> 0:31:52.120  
Saito, Tomoyuki  
Yeah.

0:31:58.220 --> 0:31:58.400  
Saito, Tomoyuki  
Yeah.

0:31:47.710 --> 0:32:14.190  
Rasshchupkina, Yevgeniya V.  
Usually it helps for the CC pace, but not only for the local stock here, because you have to buy right here, right now it doesn't work with all of the models if you don't have local stock and you conclude the contract then anyway you're price is going to be recalculated but then pushes some of the customers to to pay their rent.

0:32:14.870 --> 0:32:15.210  
Saito, Tomoyuki  
Mm-hmm.

0:32:14.880 --> 0:32:21.90  
Rasshchupkina, Yevgeniya V.  
Now we communicate with dealers in advance like we are going to increase the price.

0:32:21.440 --> 0:32:28.330  
Rasshchupkina, Yevgeniya V.  
So please you have like two or three days to talk to your customers to to buy out the cars.

0:32:28.580 --> 0:32:32.510  
Rasshchupkina, Yevgeniya V.  
So in the in the short, in the short run it helps.

0:32:33.500 --> 0:32:33.800  
Saito, Tomoyuki  
At that.

0:32:35.30 --> 0:32:35.320  
Rasshchupkina, Yevgeniya V.  
Yeah.

0:32:35.330 --> 0:32:47.360  
Rasshchupkina, Yevgeniya V.  
We expect the 60 days to be improved because we have enough local stock and of course always now if we.

0:32:49.780 --> 0:32:51.250  
Rasshchupkina, Yevgeniya V.  
See this street, right.

0:32:51.260 --> 0:32:52.470  
Rasshchupkina, Yevgeniya V.  
Yes, we can.

0:32:52.640 --> 0:32:53.470  
Rasshchupkina, Yevgeniya V.  
No.

0:32:53.780 --> 0:33:1.230  
Rasshchupkina, Yevgeniya V.  
Have even benefit additional benefit like 1.5% to our core current pricing of both customers.

0:33:1.240 --> 0:33:7.240  
Rasshchupkina, Yevgeniya V.  
So we'll use this opportunity until we increase exchange rate again next Thursday.

0:33:10.530 --> 0:33:11.110  
Saito, Tomoyuki  
Thank you very much.

0:33:12.20 --> 0:33:12.310  
Rasshchupkina, Yevgeniya V.  
And you.

0:33:14.140 --> 0:33:14.820  
Saito, Tomoyuki  
30 goal.

0:33:26.490 --> 0:33:26.800  
Saito, Tomoyuki  
Ship.

0:33:27.250 --> 0:33:28.220  
Ksendzyuk, Igor B.  
Good afternoon, everyone.

0:33:29.40 --> 0:33:30.130  
Saito, Tomoyuki  
Hey Cortana, true.

0:33:31.910 --> 0:33:33.120  
Ksendzyuk, Igor B.  
Do you see my presentation?

0:33:33.130 --> 0:33:33.650  
Ksendzyuk, Igor B.  
My my screen.

0:33:34.510 --> 0:33:35.550  
Saito, Tomoyuki  
Yes, we can see.

0:33:36.970 --> 0:33:43.920  
Ksendzyuk, Igor B.  
OK, so in my part I will as usual highlight the main areas of our department.

0:33:43.930 --> 0:33:54.130  
Ksendzyuk, Igor B.  
So it's technical and training, starting from technical and for a bit about the final results of lab calendar year.

0:33:54.140 --> 0:34:9.270  
Ksendzyuk, Igor B.  
So the Feb, February we had the meeting with Timmy Quality Division and they share actually final results of whole European activities in, in technical area.

0:34:9.620 --> 0:34:29.870  
Ksendzyuk, Igor B.  
It's regarding the technical reporting and policy issues and actually what we can summarize that Ukraine is the among the 13 and MSC who achieved all KPIs in terms of number and quality of field technical reports.

0:34:30.230 --> 0:34:51.970  
Ksendzyuk, Igor B.  
So actually we overachieved our number target 25 versus 17 and in case of umm lead time for the submission of FDR's and not more than 10 days from the date of of the of the trouble happened.

0:34:52.120 --> 0:34:55.620  
Ksendzyuk, Igor B.  
So our result is 5 which is, uh.

0:34:56.550 --> 0:35:3.740  
Ksendzyuk, Igor B.  
Uh, I was in the target range and actually our achievement is the umm.

0:35:5.470 --> 0:35:9.490  
Ksendzyuk, Igor B.  
Ohh, among the best in the mercy in the Europe.

0:35:10.980 --> 0:35:30.360  
Ksendzyuk, Igor B.  
Uh, so As for the targets for the to the 2024, so actually it's this year, it will continue set on the so called the CEA principles or CA, it's a customer excellent word.

0:35:30.370 --> 0:35:47.820  
Ksendzyuk, Igor B.  
So it's a concept used since long time ago, and the main uh uh concept here it's linked to the ratio between a warranty number of warranty claims for previous year and number of FTR.

0:35:47.910 --> 0:36:16.850  
Ksendzyuk, Igor B.  
So it will be last year when Timmy will use such a concept, and from next year they will switch to a new concept so called Toyota service Promise which was pre announced by this chance and according to Timmy it will be more somehow explained during coming ABC meeting it will be one of the topic for this meeting.

0:36:17.300 --> 0:36:25.160  
Ksendzyuk, Igor B.  
So if we are talking about the target, so for us this year targets almost the same.

0:36:25.170 --> 0:36:31.280  
Ksendzyuk, Igor B.  
So it's 18 uh FTR's for a whole year, including for for Lexus.

0:36:33.940 --> 0:36:55.320  
Ksendzyuk, Igor B.  
And As for our performance in first quarter, so as by the end of the quarter, we submit already 8 field technical report which stands we are three reports ahead of our year to date target.

0:36:57.0 --> 0:36:57.610  
Ksendzyuk, Igor B.  
Uh.

0:36:59.990 --> 0:37:19.70  
Ksendzyuk, Igor B.  
About the summary of this technical reporting, so we cannot say that there is some some trends or some serious issues or among the models we have two per Highlander 2 for four and one for some other models.

0:37:20.680 --> 0:37:28.770  
Ksendzyuk, Igor B.  
Uh, regarding the some most the often problem it's related to somebody issues.

0:37:28.780 --> 0:37:39.270  
Ksendzyuk, Igor B.  
It's either to some paint or or body panels, or some windshields, stains, or some issues with windshields.

0:37:39.960 --> 0:37:54.80  
Ksendzyuk, Igor B.  
I still we have some ohm massive problem for electrical lighting issue, so it's not exactly a light not electrical problem.

0:37:54.90 --> 0:38:3.350  
Ksendzyuk, Igor B.  
It's, umm some uh moisture penetration inside the the headlights or or tail lights on some models.

0:38:3.540 --> 0:38:6.640  
Ksendzyuk, Igor B.  
So it's long lasting issue and we continue to.

0:38:8.150 --> 0:38:21.290  
Ksendzyuk, Igor B.  
Umm, I reported and looking for some solution because model to model the the nature and the solution are different but still it exists.

0:38:22.570 --> 0:38:32.860  
Ksendzyuk, Igor B.  
So among eight submitted, we already received 2 countermeasure or some solution for deported reported problem.

0:38:32.870 --> 0:38:44.360  
Ksendzyuk, Igor B.  
Other are still either on monitor or understudy stage and by time, so we also monitor this.

0:38:45.40 --> 0:38:56.490  
Ksendzyuk, Igor B.  
The reaction time from Timmy, so majority of the reports are not more than one or two months after submission.

0:38:56.500 --> 0:39:5.350  
Ksendzyuk, Igor B.  
So according to Timmy, yeah, policy the 1st.

0:39:6.900 --> 0:39:11.950  
Ksendzyuk, Igor B.  
Solution of first reaction must be not later than after 60 days.

0:39:12.680 --> 0:39:20.600  
Ksendzyuk, Igor B.  
So, uh, well, it means that Timmy trying to follow this rule for for for the reporting.

0:39:22.530 --> 0:39:30.560  
Ksendzyuk, Igor B.  
So As for uh, internal reporting uh from dealer, so here we have as well our internal targets.

0:39:30.910 --> 0:39:36.50  
Ksendzyuk, Igor B.  
First of all, it's reaction time for hours from our side.

0:39:36.520 --> 0:39:52.890  
Ksendzyuk, Igor B.  
So depending on the type of the report, so we have a our internal targets to to react or response to the dealer not more than uh for most critical it's so called repair support.

0:39:54.660 --> 0:40:1.380  
Ksendzyuk, Igor B.  
Reports where vehicles are at dealers and they need and support to solve some issues.

0:40:1.390 --> 0:40:7.790  
Ksendzyuk, Igor B.  
So here we have target within one working day or or 8 working hour.

0:40:9.340 --> 0:40:10.390  
Ksendzyuk, Igor B.  
All others.

0:40:10.400 --> 0:40:15.370  
Ksendzyuk, Igor B.  
So we have from two to four days depending on the type of of the report.

0:40:15.600 --> 0:40:24.790  
Ksendzyuk, Igor B.  
So here we can conclude that the majority of our targets are within the range except Arisa repair support.

0:40:24.800 --> 0:40:27.610  
Ksendzyuk, Igor B.  
So we had some drop in January.

0:40:28.440 --> 0:40:39.930  
Ksendzyuk, Igor B.  
It was some subjective and objective factors, so due to some vacation period we had a lack of manpower to cover and actually we.

0:40:39.990 --> 0:40:52.120  
Ksendzyuk, Igor B.  
We a bit longer considered some reports, but it's not critical because number of such reports is only 10 for whole quarter.

0:40:52.420 --> 0:41:2.110  
Ksendzyuk, Igor B.  
And actually, uh, if we will take a a target plus one day, so we cover more than 70% in this area.

0:41:3.610 --> 0:41:10.40  
Ksendzyuk, Igor B.  
So yeah, in meantime for this year, we also focused on the quality of dealer performance.

0:41:10.50 --> 0:41:12.370  
Ksendzyuk, Igor B.  
Uh for DTR?

0:41:12.410 --> 0:41:21.620  
Ksendzyuk, Igor B.  
So and now we are working on the the quality criteria for dealers in order to improve efficiency from both sides.

0:41:21.970 --> 0:41:31.710  
Ksendzyuk, Igor B.  
You from dealer in terms of quality from our side in terms of time of the reaction and the solution of the reported problems.

0:41:36.550 --> 0:41:45.40  
Ksendzyuk, Igor B.  
Moving to the training, the area, so here we have our key main areas.

0:41:45.50 --> 0:42:13.70  
Ksendzyuk, Igor B.  
It's technicians and service advisors, so starting from technicians in the beginning of this year, we had around 400 technician in our whole network and actually based on our yearly curricular calendar, we have uh internal targets of the training delivered and certification of the technician.

0:42:13.700 --> 0:42:29.180  
Ksendzyuk, Igor B.  
So basically for this period we did four sessions of Toyota technicians in February and March and what is most remarkable for this quarter we can see.

0:42:29.190 --> 0:42:51.230  
Ksendzyuk, Igor B.  
So actually I marked it in in the colors, so we had the the 27 technician nominally left the network, but in fact actually as we can see the total number of technician is not not changed dramatically.

0:42:51.240 --> 0:42:53.690  
Ksendzyuk, Igor B.  
So it's still around 400.

0:42:53.840 --> 0:42:55.460  
Ksendzyuk, Igor B.  
The main reason behind this?

0:42:55.820 --> 0:42:57.810  
Ksendzyuk, Igor B.  
Uh, a red fingers.

0:42:58.200 --> 0:43:5.680  
Ksendzyuk, Igor B.  
The It's a cleansing of database since 2022 there were a lot of.

0:43:7.240 --> 0:43:9.410  
Ksendzyuk, Igor B.  
Technicians or and other stuff.

0:43:9.500 --> 0:43:10.50  
Ksendzyuk, Igor B.  
Categories.

0:43:10.660 --> 0:43:17.100  
Ksendzyuk, Igor B.  
Uh in the status of suspended because actually they were not fired officially, somehow they.

0:43:19.30 --> 0:43:45.830  
Ksendzyuk, Igor B.  
Our present in our reporting, but uh, we insist from this year to clean up the database in order for us to understand what is the actual number of stuff in all categories and that's why actually mostly suspended category where I was cleaned up and currently we have more close to reality figures.

0:43:46.80 --> 0:44:1.200  
Ksendzyuk, Igor B.  
So actually 400 it's more or less stable number of technicians which we have in our network and actually it gives us more clear picture how many of technician we need to train and certify.

0:44:2.670 --> 0:44:6.590  
Ksendzyuk, Igor B.  
No, I was in our training program and.

0:44:8.430 --> 0:44:9.220  
Ksendzyuk, Igor B.  
As well.

0:44:9.260 --> 0:44:42.900  
Ksendzyuk, Igor B.  
On top of this, we more focused on the individual communication with deal with dealers in order to motivate them to send a technicians for mainly for classroom on top of for online study to improve the control from the service managers and actually achieve our targets and assure that all our staff will be trained according to the requirements.

0:44:43.330 --> 0:44:43.580  
Ksendzyuk, Igor B.  
OK.

0:44:43.590 --> 0:44:44.830  
Ksendzyuk, Igor B.  
And and standards.

0:44:49.10 --> 0:44:59.290  
Ksendzyuk, Igor B.  
So in service advisors category, we have our target for this year to complete.

0:44:59.300 --> 0:45:5.220  
Ksendzyuk, Igor B.  
The so called uh PAN European certification program. Uh.

0:45:5.450 --> 0:45:23.20  
Ksendzyuk, Igor B.  
1.0, which is first wave of the the TSA certification program and this year our focus is to complete classroom for all service advisors who didn't pass the this.

0:45:24.580 --> 0:45:36.290  
Ksendzyuk, Igor B.  
No important part of the training of the training in the last years and from this autumn, so we are planning to move for the new.

0:45:37.980 --> 0:45:38.630  
Ksendzyuk, Igor B.  
Platform.

0:45:38.640 --> 0:46:0.160  
Ksendzyuk, Igor B.  
So it's a bit updated training materials, which now we are working this year to start from the online portion that all TSA should pass this online courses and from next year.

0:46:0.170 --> 0:46:14.860  
Ksendzyuk, Igor B.  
So we will move gradually to the updated content content of classroom uh training, which will be more focused on customer service and value chain tools and.

0:46:16.730 --> 0:46:19.550  
Ksendzyuk, Igor B.  
Practical skills of the service advisors.

0:46:20.200 --> 0:46:43.340  
Ksendzyuk, Igor B.  
So this quarter we did the one session for classroom and the focus on the online, the courses which, yeah, almost all service advisors completed.

0:46:43.660 --> 0:46:46.100  
Ksendzyuk, Igor B.  
Uh, in in?

0:46:46.110 --> 0:46:49.770  
Ksendzyuk, Igor B.  
In the first quarter, all three months.

0:46:53.860 --> 0:47:3.550  
Ksendzyuk, Igor B.  
So As for training done within this quarter, so we did a new model training for new generation C HR.

0:47:3.600 --> 0:47:11.510  
Ksendzyuk, Igor B.  
It was two session and around 115 participants from different categories.

0:47:11.780 --> 0:47:21.440  
Ksendzyuk, Igor B.  
Technician service stuff, even sales stuff participation participated so totally more than 115.

0:47:22.30 --> 0:47:38.280  
Ksendzyuk, Igor B.  
So as already mentioned, four session of the technician uh session and for 35 technician from 17 dealers and one session for service advisors.

0:47:38.470 --> 0:47:41.900  
Ksendzyuk, Igor B.  
Actually, it was eight person, five of them.

0:47:42.30 --> 0:47:57.20  
Ksendzyuk, Igor B.  
Five of them were exactly service advisors and some other categories, such as Lexus advisors, body and Paint advisors and the technical coordinator participated in this sessions.

0:47:58.130 --> 0:48:11.220  
Ksendzyuk, Igor B.  
As for the plans for uh quarter to so, we planning we already done actually already new model training for Lexus LM model next month.

0:48:11.230 --> 0:48:20.160  
Ksendzyuk, Igor B.  
We are planning to organize a new model for LBX and initially we planned Camry and New Prada.

0:48:20.650 --> 0:48:39.100  
Ksendzyuk, Igor B.  
But due to change schedule of supply so it will be accordingly moved for later period and for regular training such as Toyota technician, TSA and praised Master Technician.

0:48:39.270 --> 0:48:45.280  
Ksendzyuk, Igor B.  
So it will be organized according to the training calendar, number of sessions planned.

0:48:47.240 --> 0:48:54.610  
Ksendzyuk, Igor B.  
And the training collector and uh short update about uh Toyota Academy project.

0:48:54.680 --> 0:49:1.790  
Ksendzyuk, Igor B.  
So actually we, together with VIDI group, we visited Kiev College.

0:49:2.750 --> 0:49:18.440  
Ksendzyuk, Igor B.  
Uh, actually, we discussed with them most critical topics such motivation and selection of my candidates for potential participation in such in our program.

0:49:19.740 --> 0:49:24.820  
Ksendzyuk, Igor B.  
How should we consider some mutual integration of educational materials?

0:49:25.240 --> 0:49:29.130  
Ksendzyuk, Igor B.  
Uh, from from us to them.

0:49:29.620 --> 0:49:36.360  
Ksendzyuk, Igor B.  
And how to organize the practical internship at dealers in order to?

0:49:37.30 --> 0:49:39.180  
Ksendzyuk, Igor B.  
No, no much.

0:49:39.270 --> 0:49:43.990  
Ksendzyuk, Igor B.  
The expectation and a mutual needs and.

0:49:45.230 --> 0:49:55.80  
Ksendzyuk, Igor B.  
Ohh, the potential potential candidates recruitment for our dealer networks.

0:49:55.490 --> 0:50:8.40  
Ksendzyuk, Igor B.  
So actually what we agreed that we will organize acquaintance meeting with a potential participants which will be selected from the college side.

0:50:8.500 --> 0:50:17.360  
Ksendzyuk, Igor B.  
We will think how to align our learning materials, what we can share with them and how to integrate in their no training program.

0:50:17.730 --> 0:50:31.330  
Ksendzyuk, Igor B.  
And together with dealers, how to organize and set the format of practical internship internship with well with dealers.

0:50:31.780 --> 0:50:40.810  
Ksendzyuk, Igor B.  
So actually the as the previously discussed, I will prepare more detailed report and action plan on this.

0:50:40.900 --> 0:50:49.790  
Ksendzyuk, Igor B.  
So the project and will come to you at some maybe later this month, a for.

0:50:49.800 --> 0:50:51.420  
Ksendzyuk, Igor B.  
For more detailed discussion.

0:50:53.150 --> 0:50:58.950  
Ksendzyuk, Igor B.  
And in parallel, we are communicating with national transport university.

0:50:59.610 --> 0:51:2.780  
Ksendzyuk, Igor B.  
Uh about possible cooperation.

0:51:2.790 --> 0:51:6.680  
Ksendzyuk, Igor B.  
So we had as well series of meeting with with them.

0:51:7.50 --> 0:51:17.260  
Ksendzyuk, Igor B.  
So so far we agreed that they selected group of 6 talented potential students and the.

0:51:19.280 --> 0:51:31.600  
Ksendzyuk, Igor B.  
As well, we are planning to have a meeting with open discussion with them about expectation and possibilities and based on the agreement.

0:51:31.610 --> 0:51:49.480  
Ksendzyuk, Igor B.  
So we will think about the possible schedule and actions, how to organize this cooperation together again, together with university from one side and dealer network from other side.

0:51:50.580 --> 0:52:6.600  
Ksendzyuk, Igor B.  
Actually, what we became to know by chance that City Plaza separately contacted them as well to this transport university and discuss some potential points of cooperation.

0:52:6.610 --> 0:52:19.920  
Ksendzyuk, Igor B.  
So we from our side planning to talk with them as well in order to from align our activities and make it more efficient and one more result oriented.

0:52:23.40 --> 0:52:25.830  
Ksendzyuk, Igor B.  
So that that's basically all from my side.

0:52:25.840 --> 0:52:26.880  
Ksendzyuk, Igor B.  
If you have any questions.

0:52:32.370 --> 0:52:33.180  
Saito, Tomoyuki  
And I was like you so much.

0:52:33.190 --> 0:52:36.20  
Saito, Tomoyuki  
You go through and the good to see.

0:52:36.30 --> 0:52:37.20  
Saito, Tomoyuki  
That's good to hear.

0:52:37.30 --> 0:52:41.160  
Saito, Tomoyuki  
That's this project is ongoing and and I'm leading anyway.

0:52:41.170 --> 0:52:41.980  
Saito, Tomoyuki  
Discuss anytime.

0:52:41.990 --> 0:52:44.460  
Saito, Tomoyuki  
So no, let's set up the meeting.

0:52:44.670 --> 0:52:45.280  
Saito, Tomoyuki  
If you are ready.

0:52:46.340 --> 0:52:50.380  
Ksendzyuk, Igor B.  
Yeah, once I will set up all the materials.

0:52:50.390 --> 0:52:53.550  
Ksendzyuk, Igor B.  
So I will call you for the meeting.

0:52:54.90 --> 0:52:54.320  
Saito, Tomoyuki  
Hmm.

0:52:54.440 --> 0:52:55.0  
Saito, Tomoyuki  
Thank you so much.

0:52:56.380 --> 0:52:56.760  
Ksendzyuk, Igor B.  
Thank you.

0:52:57.800 --> 0:52:58.560  
Saito, Tomoyuki  
Thank you very much.

0:53:2.350 --> 0:53:2.800  
Saito, Tomoyuki  
Pay.

0:53:4.640 --> 0:53:6.730  
Saito, Tomoyuki  
It's and the next is Prime Georgi.

0:53:9.970 --> 0:53:10.340  
Asadchy, Georgiy V.  
No.

0:53:10.390 --> 0:53:13.190  
Asadchy, Georgiy V.  
OK, you with shared my screen.

0:53:15.500 --> 0:53:16.620  
Asadchy, Georgiy V.  
Just moments.

0:53:22.120 --> 0:53:22.590  
Asadchy, Georgiy V.  
Umm.

0:53:24.880 --> 0:53:25.840  
Asadchy, Georgiy V.  
Can you see this screen?

0:53:26.810 --> 0:53:27.760  
Saito, Tomoyuki  
Yes, we can.

0:53:28.650 --> 0:53:29.420  
Asadchy, Georgiy V.  
Dude.

0:53:30.270 --> 0:53:32.970  
Asadchy, Georgiy V.  
And then then then.

0:53:35.70 --> 0:53:46.30  
Asadchy, Georgiy V.  
Let's start from my team status I dissection and so we migrated to clouds to Azure or crucial servers.

0:53:46.300 --> 0:54:1.380  
Asadchy, Georgiy V.  
So basically our server room is no more or less safe from the sense of being destroyed and next project which is in the our plans is to remove drive.

0:54:1.390 --> 0:54:11.390  
Asadchy, Georgiy V.  
OK, people get used to such drive for the exchange of files people are shared in files using this drive OK.

0:54:11.400 --> 0:54:16.640  
Asadchy, Georgiy V.  
And then personally it is not back up and then basically it was not this.

0:54:15.990 --> 0:54:17.780  
Rasshchupkina, Yevgeniya V.  
You won't be sorry for interrupting.

0:54:17.790 --> 0:54:22.190  
Rasshchupkina, Yevgeniya V.  
Will there be any warning about it because people keep on storing stuff there?

0:54:22.900 --> 0:54:25.380  
Asadchy, Georgiy V.  
Yeah, we will communicate properly this.

0:54:29.340 --> 0:54:29.460  
Asadchy, Georgiy V.  
Yes.

0:54:24.830 --> 0:54:32.40  
Rasshchupkina, Yevgeniya V.  
Especially this, you know, cross functional when you don't have like you, you have this access issue.

0:54:32.50 --> 0:54:38.560  
Rasshchupkina, Yevgeniya V.  
So on King's very easy and quick to have a folder and drop the information which everybody can have an access to.

0:54:42.180 --> 0:54:42.650  
Asadchy, Georgiy V.  
Yeah, yeah.

0:54:38.570 --> 0:54:43.790  
Rasshchupkina, Yevgeniya V.  
So just, just maybe a couple of weeks and advance for safety sake, OK.

0:54:42.660 --> 0:54:44.400  
Asadchy, Georgiy V.  
Don't worry, don't worry.

0:54:44.110 --> 0:54:44.430  
Rasshchupkina, Yevgeniya V.  
Uh-huh.

0:54:44.410 --> 0:54:45.830  
Asadchy, Georgiy V.  
We will communicate.

0:54:45.680 --> 0:54:46.490  
Rasshchupkina, Yevgeniya V.  
Yeah. Thanks.

0:54:46.130 --> 0:55:8.520  
Asadchy, Georgiy V.  
We'll have communication from Elena and there will be several reminders and we understand that 20 years people get used to this drive, but the substitution, the solution for this is how to use OneDrive because everybody has it and it is actually the new version of sharing opportunity.

0:55:8.530 --> 0:55:20.960  
Asadchy, Georgiy V.  
So it is easy, it will be explained to you and then I think the there will be several reminders and we will stop using it from June I think.

0:55:20.970 --> 0:55:27.60  
Asadchy, Georgiy V.  
So there is pretty enough time to migrate from this cave.

0:55:27.450 --> 0:55:27.960  
Asadchy, Georgiy V.  
Why?

0:55:27.970 --> 0:55:39.60  
Asadchy, Georgiy V.  
It's was also the problem because people were storing their important files white confidential, exchanging them, losing them and then coming to IT guys and saying, could you please?

0:55:40.210 --> 0:55:42.420  
Asadchy, Georgiy V.  
Uh, restore them.

0:55:42.830 --> 0:55:52.700  
Asadchy, Georgiy V.  
And so unfortunately, such cases happened and basically this is not the correct way of exchanging of the information so.

0:55:54.700 --> 0:56:1.690  
Asadchy, Georgiy V.  
There is a plan to move on to no to use the Microsoft Office for like.

0:56:2.350 --> 0:56:3.60  
Asadchy, Georgiy V.  
Capacities.

0:56:3.70 --> 0:56:4.980  
Asadchy, Georgiy V.  
Yes, of called and to use OneDrive.

0:56:5.950 --> 0:56:8.190  
Asadchy, Georgiy V.  
OK, that that is our plan.

0:56:9.570 --> 0:56:15.680  
Asadchy, Georgiy V.  
Now also already guys are switching to users to VPN connections.

0:56:16.10 --> 0:56:20.870  
Asadchy, Georgiy V.  
Also, we are working with our dealers for migrating of their.

0:56:21.350 --> 0:56:22.880  
Asadchy, Georgiy V.  
Umm, umm.

0:56:23.130 --> 0:56:58.860  
Asadchy, Georgiy V.  
The servers I mean exchange servers, mail servers to more umm no more reliable and to get out from the some free share where so called uh and to use like Microsoft Office for example 11 of them already agreed to move to this and three to Gmail and three still in process and our information security is checking dealer by dealer.

0:56:58.870 --> 0:57:2.480  
Asadchy, Georgiy V.  
So ohh, how the process is moving.

0:57:4.270 --> 0:57:9.800  
Asadchy, Georgiy V.  
That is basically the next and our projects.

0:57:10.650 --> 0:57:12.380  
Asadchy, Georgiy V.  
Let's move on.

0:57:13.90 --> 0:57:20.470  
Asadchy, Georgiy V.  
In terms of developments about CRM, ohm first wave already launched.

0:57:20.480 --> 0:57:25.920  
Asadchy, Georgiy V.  
2nd wave is in the process and then second wave is SMU and.

0:57:26.850 --> 0:57:30.60  
Asadchy, Georgiy V.  
Umm, this is usual.

0:57:30.70 --> 0:57:53.140  
Asadchy, Georgiy V.  
Our dealer, which is complaining about our solution and suddenly they decided that the previous solution was better than the current one, but it's maybe the uh of the feature of our dealer and our team is working with uh.

0:57:53.150 --> 0:57:53.800  
Asadchy, Georgiy V.  
So go to.

0:57:55.670 --> 0:57:59.20  
Asadchy, Georgiy V.  
Difficult customer and then they are moving with this.

0:57:59.30 --> 0:58:7.100  
Asadchy, Georgiy V.  
So sort of the wave is also you can see that letters are dear Sally, see and others are planned and.

0:58:8.980 --> 0:58:14.380  
Asadchy, Georgiy V.  
Follow UPS 100% we have done you control data in Syria.

0:58:15.40 --> 0:58:17.450  
Asadchy, Georgiy V.  
It is already a 90%.

0:58:17.630 --> 0:58:23.230  
Asadchy, Georgiy V.  
There is a connection and and historical customer import.

0:58:23.310 --> 0:58:34.780  
Asadchy, Georgiy V.  
CRM is already half done and for contact Center SDK calls it is also in the process and the progress is around 70%.

0:58:35.370 --> 0:58:38.330  
Asadchy, Georgiy V.  
We're preservation synchronization of historical data.

0:58:38.800 --> 0:58:47.50  
Asadchy, Georgiy V.  
Umm, it's already owned the level of 90% uh and cooperation with new product and field teams.

0:58:48.50 --> 0:58:49.420  
Asadchy, Georgiy V.  
TIS uh.

0:58:49.430 --> 0:58:59.190  
Asadchy, Georgiy V.  
Well, probably present the umm status of this project, but from UMIT development.

0:58:59.200 --> 0:59:1.20  
Asadchy, Georgiy V.  
Uh angle.

0:59:1.720 --> 0:59:5.340  
Asadchy, Georgiy V.  
Yeah, the scenario for private customer is really 100%.

0:59:5.350 --> 0:59:11.750  
Asadchy, Georgiy V.  
The financial monitoring is done 100% so it is launched for private customers.

0:59:12.360 --> 0:59:17.900  
Asadchy, Georgiy V.  
Fleet customer scenario is a little bit now in the mid level 40%, so.

0:59:20.70 --> 1:0:10.420  
Asadchy, Georgiy V.  
But again, moving moving on a retail concept, the the we are migrating on version two, it is initiation from team uh and support of launch in Arizona and so he walk 17 dealers already working and eight dealers in process let's move on to internal control and business processes area and so we are here we have a project for cover letter improvement that we would like to move it to a Ms flow and because it's already a little bit old so we believe that we need to renew it remarketing process improvement and then the process of policy.

1:0:10.540 --> 1:0:14.690  
Asadchy, Georgiy V.  
Preparation ohm new automatization process.

1:0:15.480 --> 1:0:19.150  
Asadchy, Georgiy V.  
So here we also have some movement.

1:0:19.160 --> 1:0:24.990  
Asadchy, Georgiy V.  
The process of calculating the cost of installed accessories on cars or on list dealers.

1:0:25.80 --> 1:0:26.280  
Asadchy, Georgiy V.  
We are testing the solution.

1:0:28.210 --> 1:0:37.260  
Asadchy, Georgiy V.  
And car registration process, we are doing this through share point application and it should be also automized.

1:0:37.270 --> 1:0:38.720  
Asadchy, Georgiy V.  
Now on the testing stage.

1:0:39.770 --> 1:0:40.450  
Asadchy, Georgiy V.  
Ohh.

1:0:40.510 --> 1:0:43.460  
Asadchy, Georgiy V.  
In the policy management contract policy, we are not.

1:0:43.470 --> 1:0:54.90  
Asadchy, Georgiy V.  
It is under review and media rent, port media carpent policy, also under policy about rent of vehicles to dealer and partners.

1:0:54.170 --> 1:1:2.930  
Asadchy, Georgiy V.  
We formalization stage and policy about rental vehicle to the companies in place to the employees.

1:1:2.940 --> 1:1:3.200  
Asadchy, Georgiy V.  
Yes.

1:1:3.210 --> 1:1:6.540  
Asadchy, Georgiy V.  
And then it is not the initial stage.

1:1:8.970 --> 1:1:11.230  
Asadchy, Georgiy V.  
And compliance road map.

1:1:11.690 --> 1:1:14.90  
Asadchy, Georgiy V.  
Ohh preparation.

1:1:14.450 --> 1:1:17.640  
Asadchy, Georgiy V.  
We are going to create risk register and training plan.

1:1:19.430 --> 1:1:21.710  
Asadchy, Georgiy V.  
This is also under the Sumitomo.

1:1:22.280 --> 1:1:22.990  
Asadchy, Georgiy V.  
Ohh.

1:1:23.160 --> 1:1:24.810  
Asadchy, Georgiy V.  
Initiation initiative.

1:1:26.40 --> 1:1:28.420  
Asadchy, Georgiy V.  
Uh accountant accounting team.

1:1:31.230 --> 1:1:48.610  
Asadchy, Georgiy V.  
In the teeth from accounting perspective, Unica contract signed sign beside it and we signed also the contract with Diamond and so there are so supposedly they are working in Belgium most probably will explain this.

1:1:49.600 --> 1:2:13.70  
Asadchy, Georgiy V.  
Ohh, Electronical way bills and now the some changes in the legislation and there is a new requirements for transporting companies to be certified and now that we are waiting for this, I think logistic department is working with our transporting company for for them to be.

1:2:14.460 --> 1:2:19.690  
Asadchy, Georgiy V.  
Prepared, but nobody knows when this electronical way bills will be mandatory.

1:2:21.330 --> 1:2:23.820  
Asadchy, Georgiy V.  
Supposedly in the middle of 2024.

1:2:24.410 --> 1:2:25.640  
Asadchy, Georgiy V.  
But who knows?

1:2:25.650 --> 1:2:26.400  
Asadchy, Georgiy V.  
Maybe in the water.

1:2:26.650 --> 1:2:27.510  
Asadchy, Georgiy V.  
So we will see.

1:2:28.600 --> 1:2:41.290  
Asadchy, Georgiy V.  
Ohh, migration of accounting system one has to new platform and we basically almost finalized the review of the third solution so called audio audio this is.

1:2:41.930 --> 1:2:57.170  
Asadchy, Georgiy V.  
The HMM Scandinavian, I think solution and we will sum up all the pros and cons plus we will move to calculation of the costs of the project.

1:2:58.440 --> 1:2:58.730  
Asadchy, Georgiy V.  
Uh.

1:2:58.740 --> 1:3:6.500  
Asadchy, Georgiy V.  
Softy file Softy file is a new requirement which is also somehow legislative.

1:3:6.510 --> 1:3:12.910  
Asadchy, Georgiy V.  
Taxes abilities are already requiring this, but nobody is doing still in the process of preparation.

1:3:13.480 --> 1:3:23.740  
Asadchy, Georgiy V.  
We selected the support of the Lloyd uh uh from another BIG4 companies who are doing this and umm.

1:3:25.60 --> 1:3:25.830  
Asadchy, Georgiy V.  
Transformation.

1:3:25.840 --> 1:3:30.690  
Asadchy, Georgiy V.  
So it is basically it is a a mapping of our accounts.

1:3:30.880 --> 1:3:39.450  
Asadchy, Georgiy V.  
For different counting system, transferring all bookings, all transactions from our accounting system to tax assurity.

1:3:39.460 --> 1:3:44.230  
Asadchy, Georgiy V.  
So basically they will see everything and on their side what?

1:3:44.270 --> 1:3:57.590  
Asadchy, Georgiy V.  
So we will be like fully 100% transparent for them, but still and I think on the Ukrainian market, no company is ready to this this now it is related only to the big taxpayers.

1:3:58.280 --> 1:4:2.130  
Asadchy, Georgiy V.  
So yeah, we are, we will wait for them.

1:4:4.710 --> 1:4:9.220  
Asadchy, Georgiy V.  
Uh, for the first wave and then preparing to this project as well.

1:4:9.610 --> 1:4:16.420  
Asadchy, Georgiy V.  
Charter changes same as we this as is previous previous quarter.

1:4:16.430 --> 1:4:43.860  
Asadchy, Georgiy V.  
So yeah, working in it Trade Pro, there is a motivation program from Murica Tanaka, and recommending team is supporting him to prepare how to correctly do it in contractual way and from tax point of view document development, automation in oneness and this is also one of the projects also rent for employees already.

1:4:44.470 --> 1:4:56.270  
Asadchy, Georgiy V.  
Yeah, I can't in team is also involved in this project and uh advertising companies, we are working on more.

1:4:56.900 --> 1:5:4.280  
Asadchy, Georgiy V.  
UM, let's see EDI exchange for them to speed up the process.

1:5:4.870 --> 1:5:10.690  
Asadchy, Georgiy V.  
So basically, that's briefly about our F&A projects.

1:5:13.350 --> 1:5:15.830  
Asadchy, Georgiy V.  
If you have any question please.

1:5:18.520 --> 1:5:18.960  
Asadchy, Georgiy V.  
You ask.

1:5:28.380 --> 1:5:29.410  
Saito, Tomoyuki  
Thank you very much Georgiy.

1:5:29.420 --> 1:5:35.190  
Saito, Tomoyuki  
I have one question about migration from Alias to New Proform where accounting system.

1:5:37.720 --> 1:5:38.730  
Saito, Tomoyuki  
It it is undergoing.

1:5:38.0 --> 1:5:41.480  
Asadchy, Georgiy V.  
So sorry, sorry sits and once again.

1:5:41.90 --> 1:5:44.970  
Saito, Tomoyuki  
Uh big creation from Wellness to new platform.

1:5:43.690 --> 1:5:45.700  
Asadchy, Georgiy V.  
Yep, yeah.

1:5:50.950 --> 1:5:51.160  
Asadchy, Georgiy V.  
Yeah.

1:5:46.750 --> 1:5:54.800  
Saito, Tomoyuki  
Uh, yeah, I understand that there is such a project, but I think it is quite important project.

1:5:55.370 --> 1:5:55.590  
Asadchy, Georgiy V.  
Yep.

1:5:54.810 --> 1:6:4.340  
Saito, Tomoyuki  
So if you have any material, if you have any father, like at the point to share or or things to share.

1:6:7.470 --> 1:6:8.370  
Asadchy, Georgiy V.  
Uh, OK.

1:6:5.50 --> 1:6:9.950  
Saito, Tomoyuki  
And so happy to see that actually it's really affect to, yeah.

1:6:10.620 --> 1:6:18.760  
Asadchy, Georgiy V.  
So it's under you need of all three participants to see the files or only to the ones which we prefer to select.

1:6:21.850 --> 1:6:22.460  
Saito, Tomoyuki  
Uh, you mean here?

1:6:26.190 --> 1:6:27.360  
Saito, Tomoyuki  
But approval.

1:6:23.320 --> 1:6:28.410  
Asadchy, Georgiy V.  
Uh, I mean, I mean we have I guess how how this election process was provider.

1:6:28.420 --> 1:6:28.510  
Asadchy, Georgiy V.  
Yes.

1:6:27.910 --> 1:6:28.590  
Saito, Tomoyuki  
Ah yeah.

1:6:29.530 --> 1:6:30.960  
Asadchy, Georgiy V.  
And we have 3 providers.

1:6:30.480 --> 1:6:31.150  
Saito, Tomoyuki  
Assure them, yeah.

1:6:30.970 --> 1:6:32.190  
Asadchy, Georgiy V.  
We selected one of them.

1:6:32.200 --> 1:6:34.400  
Asadchy, Georgiy V.  
It was uh Accepta team.

1:6:34.910 --> 1:6:35.130  
Saito, Tomoyuki  
Umm.

1:6:34.510 --> 1:6:37.160  
Asadchy, Georgiy V.  
Another one was a local solution.

1:6:39.570 --> 1:6:39.980  
Saito, Tomoyuki  
Yeah. Yep.

1:6:37.170 --> 1:6:41.340  
Asadchy, Georgiy V.  
IT enterprise and the second one a third one is order.

1:6:41.490 --> 1:6:47.690  
Asadchy, Georgiy V.  
Model this is can denounce solution which is basically now our current supplier of oneness services.

1:6:48.0 --> 1:7:9.0  
Asadchy, Georgiy V.  
Look here, but the cough is also providing and moving to this and he was presenter of such solution and we developed and so called and no two hops the test two test files so called with the most difficult areas in our accounting and tax systems.

1:7:9.10 --> 1:7:15.660  
Asadchy, Georgiy V.  
There was files about VAT accounting and files about fixed assets accounting.

1:7:15.750 --> 1:7:26.800  
Asadchy, Georgiy V.  
There are two tasks, basically 2 scenarios and all three participants should provide their solution how they sold those questions.

1:7:30.310 --> 1:7:30.570  
Saito, Tomoyuki  
Umm.

1:7:41.930 --> 1:7:42.160  
Saito, Tomoyuki  
Umm.

1:7:44.140 --> 1:7:44.370  
Saito, Tomoyuki  
Umm.

1:7:26.810 --> 1:7:57.370  
Asadchy, Georgiy V.  
And we have 3 presentation from all three providers and based on these three providers now we will, yeah make like pros and cons for us and move to economical stage for example we need to also to take into account how much do we need to invest, how much, uh umm, whether they have enough consultants whether they have enough.

1:7:59.400 --> 1:8:9.50  
Asadchy, Georgiy V.  
Staff to support and resources and all this will be, umm, include it into the final solution.

1:8:12.400 --> 1:8:12.540  
Saito, Tomoyuki  
Yeah.

1:8:9.60 --> 1:8:20.790  
Asadchy, Georgiy V.  
Five final decision of to of course our accounting team, they have their preferences, they liked more one program and didn't like another program.

1:8:20.800 --> 1:8:28.570  
Asadchy, Georgiy V.  
Of course, this is a like a big impact on the decision would be, yeah, uh.

1:8:30.650 --> 1:8:32.270  
Saito, Tomoyuki  
The price candidate share three of them.

1:8:31.360 --> 1:8:35.260  
Asadchy, Georgiy V.  
So uh, the three of them.

1:8:35.510 --> 1:8:40.120  
Asadchy, Georgiy V.  
You it's just a description file for for those systems.

1:8:40.130 --> 1:8:41.220  
Asadchy, Georgiy V.  
What you want to have?

1:8:47.310 --> 1:8:47.650  
Saito, Tomoyuki  
Yeah, yeah.

1:8:41.270 --> 1:8:48.460  
Asadchy, Georgiy V.  
Because the solution what was shown on a you know online this regime, I don't think they will.

1:8:48.510 --> 1:8:48.800  
Asadchy, Georgiy V.  
Yeah.

1:8:48.810 --> 1:8:49.740  
Asadchy, Georgiy V.  
So OK, I will.

1:8:57.530 --> 1:8:57.680  
Saito, Tomoyuki  
If.

1:8:49.790 --> 1:8:58.380  
Asadchy, Georgiy V.  
I will share with you the basic how to say general explanation of what the systems are.

1:8:58.530 --> 1:8:58.940  
Asadchy, Georgiy V.  
Yeah.

1:8:59.320 --> 1:8:59.900  
Asadchy, Georgiy V.  
OK, good.

1:8:59.600 --> 1:9:0.260  
Saito, Tomoyuki  
Thanks 6.

1:9:0.200 --> 1:9:1.20  
Asadchy, Georgiy V.  
Yes, it doesn't.

1:9:1.30 --> 1:9:2.750  
Asadchy, Georgiy V.  
I will share. Umm.

1:9:2.910 --> 1:9:3.310  
Saito, Tomoyuki  
Thank you.

1:9:10.570 --> 1:9:11.580  
Saito, Tomoyuki  
Thank you very much.

1:9:11.590 --> 1:9:15.880  
Saito, Tomoyuki  
So today basically agent has been already.

1:9:17.750 --> 1:9:18.370  
Saito, Tomoyuki  
Create all.

1:9:22.780 --> 1:9:29.130  
Saito, Tomoyuki  
The PR, everybody's OK, so let's just move on to pre discussion, which is about our new organization law.

1:9:33.310 --> 1:9:33.680  
Asadchy, Georgiy V.  
Yes.

1:9:33.690 --> 1:9:40.180  
Asadchy, Georgiy V.  
And we have with AutoZone we have with you one also question to discuss for discussion with our old gems.

1:9:40.190 --> 1:9:45.710  
Asadchy, Georgiy V.  
I think this is a good chance about the transfer request from the.

1:9:49.630 --> 1:9:52.570  
Saito, Tomoyuki  
Ohh yes, yes, yes, yeah, yeah.

1:9:47.520 --> 1:9:56.680  
Asadchy, Georgiy V.  
Charity Fund one, the Charity Fund task, asked to provide a leasing leasing of proace for them for rental basis for some period.

1:9:56.690 --> 1:10:7.810  
Asadchy, Georgiy V.  
They would like to bring humanitarian aid and they need support from the transportation purposes so that that we we received such request to ready.

1:10:7.860 --> 1:10:9.880  
Asadchy, Georgiy V.  
So let's let's discuss.

1:10:14.200 --> 1:10:27.300  
Saito, Tomoyuki  
Umm, I know this kind of charity and as I said to you, so basically I don't have any objections because we want to support as much as possible, but I just want you to think about kind of criteria.

1:10:27.310 --> 1:10:28.340  
Saito, Tomoyuki  
What about?

1:10:28.690 --> 1:10:47.90  
Saito, Tomoyuki  
How can I say base conditions or because every time we get some request from this kind of that's organizations every time, are we going to anyway don't let something so better to define something I think internally so that that's what I want.

1:10:47.100 --> 1:10:51.840  
Saito, Tomoyuki  
Anyway, you to think of I don't know, because that's also that's similar.

1:10:51.850 --> 1:11:8.420  
Saito, Tomoyuki  
How can I say they the status of this kind of foundations organization is maybe you are familiar, but I'm not so familiar, so this is something reliable about I I couldn't really distinguish church by myself, so I want you to discuss them.

1:11:8.570 --> 1:11:13.460  
Saito, Tomoyuki  
So maybe that's a next week because we have also the management meeting next week.

1:11:13.730 --> 1:11:13.970  
Asadchy, Georgiy V.  
Hmm.

1:11:17.160 --> 1:11:17.420  
Asadchy, Georgiy V.  
Umm.

1:11:13.830 --> 1:11:24.920  
Saito, Tomoyuki  
So just to share your information to all the teams, then maybe next week we can decide and like we both for this, I don't know Special Olympics.

1:11:25.710 --> 1:11:25.990  
Asadchy, Georgiy V.  
OK.

1:11:25.60 --> 1:11:27.540  
Saito, Tomoyuki  
So last time umm.

1:11:26.970 --> 1:11:29.0  
Asadchy, Georgiy V.  
Umm. Uh.

1:11:29.10 --> 1:11:29.410  
Asadchy, Georgiy V.  
Outside.

1:11:29.420 --> 1:11:33.590  
Asadchy, Georgiy V.  
Uh, the point is about uh making some kind of policy.

1:11:34.590 --> 1:11:35.70  
Saito, Tomoyuki  
Hmm.

1:11:34.220 --> 1:11:35.520  
Asadchy, Georgiy V.  
I will talk to Katya, but.

1:11:35.140 --> 1:11:36.970  
Saito, Tomoyuki  
And no, not the not, not the policy.

1:11:36.980 --> 1:11:40.210  
Saito, Tomoyuki  
Just to some, I've kind of understanding.

1:11:40.840 --> 1:11:41.350  
Asadchy, Georgiy V.  
Understanding.

1:11:40.220 --> 1:11:48.20  
Saito, Tomoyuki  
Let's say you I I'm not thinking about it to something in Britain policy or something like this because it's we need to judge a case by case.

1:11:46.570 --> 1:11:49.140  
Asadchy, Georgiy V.  
Hmm yeah, I think.

1:11:48.110 --> 1:11:49.280  
Saito, Tomoyuki  
But even case by case.

1:11:49.290 --> 1:11:53.540  
Saito, Tomoyuki  
But I want to have some kind of maybe 'cause this kind of organization or something.

1:11:53.550 --> 1:11:54.460  
Saito, Tomoyuki  
It's considerable.

1:11:54.740 --> 1:11:56.450  
Saito, Tomoyuki  
Uh, they maybe.

1:11:56.460 --> 1:11:59.840  
Saito, Tomoyuki  
Maybe it's better for you to discuss among Ukrainian I think.

1:12:0.830 --> 1:12:3.730  
Asadchy, Georgiy V.  
Umm, OK, OK.

1:12:4.640 --> 1:12:10.480  
Asadchy, Georgiy V.  
We can discuss this among us and then suggest something for this point.

1:12:11.980 --> 1:12:12.630  
Asadchy, Georgiy V.  
Hmm.

1:12:12.980 --> 1:12:13.310  
Asadchy, Georgiy V.  
Good.

1:12:13.840 --> 1:12:14.260  
Asadchy, Georgiy V.  
I will do.

1:12:14.630 --> 1:12:15.740  
Saito, Tomoyuki  
OK. Umm.

1:12:17.800 --> 1:12:23.970  
Saito, Tomoyuki  
The four, the mobilization and the there's many issues to discuss.

1:12:23.980 --> 1:12:29.570  
Saito, Tomoyuki  
But first, we have still living for reserve our people.

1:12:30.390 --> 1:12:32.560  
Saito, Tomoyuki  
So currently we have reserved nine.

1:12:33.410 --> 1:12:35.730  
Saito, Tomoyuki  
There we are now applying 18.

1:12:36.150 --> 1:12:37.910  
Saito, Tomoyuki  
It means the total is 27.

1:12:38.730 --> 1:12:45.70  
Saito, Tomoyuki  
They have a quota is 38 as positive sentence.

1:12:45.80 --> 1:12:54.830  
Saito, Tomoyuki  
So still we have 11 rooms to apply 11 room supply, then cut into the we have a 6 request from our people.

1:12:55.570 --> 1:12:55.810  
Badina, Alina S.  
Correct.

1:12:55.560 --> 1:13:33.60  
Saito, Tomoyuki  
So this is not applied yet, so first I I just want to know how much are we going to this use this 11 uh dooms man for this reservation still will have a 1/4 and uh my after that how how are we going to utilize this reservation system do we need to think about Department Department to have some kind of I don't want to say to you some kind of word of like a priority but do we do we do we do this kind of things.

1:13:33.930 --> 1:13:37.0  
Saito, Tomoyuki  
Umm, of course it's number, now it's number is different.

1:13:37.10 --> 1:13:38.260  
Saito, Tomoyuki  
Our number of people is different.

1:13:38.270 --> 1:13:39.160  
Saito, Tomoyuki  
Department, department.

1:13:39.380 --> 1:13:46.160  
Saito, Tomoyuki  
Umm, but my everybody's very important, but Even so, but shall we decide? Some?

1:13:46.170 --> 1:13:49.740  
Saito, Tomoyuki  
Said some uh key employees in each department.

1:13:51.300 --> 1:13:54.40  
Saito, Tomoyuki  
Then I don't know after anyway this I don't know.

1:13:54.90 --> 1:13:54.570  
Saito, Tomoyuki  
No, no, no.

1:13:54.610 --> 1:13:55.120  
Saito, Tomoyuki  
No, no, no.

1:13:55.160 --> 1:14:2.710  
Saito, Tomoyuki  
Ohh, because anyway that's June something this June, so this nine peoples are going to be expired though.

1:14:3.110 --> 1:14:7.100  
Saito, Tomoyuki  
So maybe, maybe also we need to think about how we are going to apply for this.

1:14:8.30 --> 1:14:10.530  
Saito, Tomoyuki  
Uh reservations now.

1:14:14.840 --> 1:14:16.740  
Rasshchupkina, Yevgeniya V.  
So it needs to.

1:14:14.880 --> 1:14:18.610  
Saito, Tomoyuki  
Under the second issue, my yesterday, under the second second issue, sorry.

1:14:18.620 --> 1:14:35.300  
Saito, Tomoyuki  
Second issue is my my email OK yeah, we are going to use this reservation systems, but how next is my fundamentally how we are going to set you our in prison, not to anyway to to, to, to, to, to, to, to, to to take her for the military.

1:14:35.310 --> 1:14:44.40  
Saito, Tomoyuki  
So no, but but to still I don't have any so much concrete idea for this second .1 umm.

1:14:46.870 --> 1:14:47.30  
Asadchy, Georgiy V.  
No.

1:14:47.590 --> 1:14:47.880  
Saito, Tomoyuki  
I.

1:14:47.330 --> 1:14:50.320  
Asadchy, Georgiy V.  
I I think on there are two options in my view.

1:14:50.290 --> 1:14:50.680  
Saito, Tomoyuki  
Hmm.

1:14:50.330 --> 1:14:53.620  
Asadchy, Georgiy V.  
How to how we can judge about The Who?

1:14:53.990 --> 1:14:57.780  
Asadchy, Georgiy V.  
Who should be eligible to be enrolled or not?

1:14:57.910 --> 1:14:59.330  
Asadchy, Georgiy V.  
No one is really.

1:14:59.340 --> 1:15:3.580  
Asadchy, Georgiy V.  
We decide who is critical and then for the company for the business.

1:15:3.590 --> 1:15:5.820  
Asadchy, Georgiy V.  
This is 1 approach and 2nd approach.

1:15:5.830 --> 1:15:6.540  
Asadchy, Georgiy V.  
It is a lottery.

1:15:7.0 --> 1:15:11.510  
Asadchy, Georgiy V.  
So on all applied, the chance is selected.

1:15:12.400 --> 1:15:16.430  
Asadchy, Georgiy V.  
Umm, there are no other like like in the US Army.

1:15:16.440 --> 1:15:17.60  
Asadchy, Georgiy V.  
You know U.S.

1:15:17.70 --> 1:15:28.210  
Asadchy, Georgiy V.  
Army, when they apply and to they were drafted to World War Two in the the country they used the lottery.

1:15:31.770 --> 1:15:33.440  
Asadchy, Georgiy V.  
So we need to do.

1:15:33.450 --> 1:15:33.880  
Asadchy, Georgiy V.  
Is decide.

1:15:32.760 --> 1:15:39.520  
Rasshchupkina, Yevgeniya V.  
Sorry, but we I mean if you want to keep the business running, I think we have to define the business priority first.

1:15:39.980 --> 1:15:52.870  
Rasshchupkina, Yevgeniya V.  
Authority is nice, but if due to the lottery we will lose the people who are important, critically important, all have some unique specialty which nobody else can do.

1:15:54.620 --> 1:16:0.750  
Rasshchupkina, Yevgeniya V.  
I I I don't really like they say DLR, relying on on some chats.

1:16:1.650 --> 1:16:9.970  
Rasshchupkina, Yevgeniya V.  
Maybe if we define some quota per department and within the department we have to identify the priority.

1:16:16.270 --> 1:16:16.460  
Saito, Tomoyuki  
That.

1:16:16.320 --> 1:16:17.340  
Likhunova, Lyudmyla M.  
Uh jania.

1:16:19.320 --> 1:16:19.840  
Saito, Tomoyuki  
Yeah, pretty.

1:16:17.820 --> 1:16:20.70  
Likhunova, Lyudmyla M.  
Ohh sorry may I ask one comment.

1:16:20.240 --> 1:16:48.580  
Likhunova, Lyudmyla M.  
I unfortunately in my department quota is not help because I have only two men, but both of them are not not applicable for for this booking and that is why for me it's it's not a it's not a way and I I don't know how to divide how to decide this quota.

1:16:48.930 --> 1:16:50.360  
Rasshchupkina, Yevgeniya V.  
You know, but you cannot book there.

1:16:48.110 --> 1:16:50.380  
Asadchy, Georgiy V.  
No, I I don't think about departments.

1:16:50.370 --> 1:16:58.80  
Rasshchupkina, Yevgeniya V.  
Anyway, regardless of whether it's a lottery or priority or whatever, you just cannot book them because they you because you can't.

1:16:58.90 --> 1:16:58.430  
Rasshchupkina, Yevgeniya V.  
You cannot.

1:16:57.810 --> 1:17:2.720  
Asadchy, Georgiy V.  
No, I I think I think we have applications and the more applications we are deciding.

1:17:2.730 --> 1:17:11.700  
Asadchy, Georgiy V.  
So no need to think about the weight of departments and then inside men and women there.

1:17:11.770 --> 1:17:12.140  
Asadchy, Georgiy V.  
So.

1:17:12.540 --> 1:17:15.160  
Asadchy, Georgiy V.  
Umm OK we have applications.

1:17:15.520 --> 1:17:16.200  
Asadchy, Georgiy V.  
Let's decide.

1:17:25.490 --> 1:17:28.180  
Rasshchupkina, Yevgeniya V.  
Anyway, this file is 6 people which applied.

1:17:28.670 --> 1:17:30.540  
Rasshchupkina, Yevgeniya V.  
Are they so far suspended?

1:17:30.550 --> 1:17:30.940  
Rasshchupkina, Yevgeniya V.  
Right.

1:17:31.390 --> 1:17:33.970  
Rasshchupkina, Yevgeniya V.  
So we are not proceeding with that location.

1:17:34.670 --> 1:17:35.50  
Saito, Tomoyuki  
Not yet.

1:17:35.730 --> 1:17:36.410  
Badina, Alina S.  
Not yet, yes.

1:17:36.70 --> 1:17:40.0  
Rasshchupkina, Yevgeniya V.  
OK, so we are waiting for other five or?

1:17:41.160 --> 1:17:42.670  
Saito, Tomoyuki  
No, probably not to waiting.

1:17:44.0 --> 1:17:44.340  
Asadchy, Georgiy V.  
Umm.

1:17:42.680 --> 1:17:45.70  
Saito, Tomoyuki  
Just no, I don't know how.

1:17:45.80 --> 1:17:56.630  
Saito, Tomoyuki  
Alina, you are communicated with people, but as far as I send the we we what currently we have request from 6 hour guys that's what I understand.

1:17:57.310 --> 1:17:57.700  
Badina, Alina S.  
Yeah.

1:17:57.750 --> 1:18:1.280  
Badina, Alina S.  
So I have the wish list sex in place.

1:18:1.290 --> 1:18:4.190  
Badina, Alina S.  
I can name them if you would like to.

1:18:5.140 --> 1:18:7.320  
Badina, Alina S.  
Ohh this is a.

1:18:9.460 --> 1:18:11.100  
Badina, Alina S.  
You don't gotta mom.

1:18:12.190 --> 1:18:19.60  
Badina, Alina S.  
Causing Yevgeniya, policewoman, Strogan Pavlo Chernukha Vladimir, and Shpakovskyi Anton.

1:18:19.210 --> 1:18:25.900  
Badina, Alina S.  
So 11 Karma, Armand, this technical trainer Igor, cause then you gain.

1:18:26.130 --> 1:18:27.520  
Badina, Alina S.  
He's still on probation.

1:18:27.530 --> 1:18:28.120  
Badina, Alina S.  
Period.

1:18:28.130 --> 1:18:31.720  
Badina, Alina S.  
It's value chain field call us araman.

1:18:31.730 --> 1:18:34.750  
Badina, Alina S.  
It's CRM now exophytic.

1:18:35.180 --> 1:18:36.30  
Badina, Alina S.  
Uh, strogan.

1:18:36.40 --> 1:18:45.650  
Badina, Alina S.  
Pavlo it's last year we employed the new logistic guy Chernukha Vladimir, his car coordinator, and Spakovsky.

1:18:45.660 --> 1:18:46.330  
Badina, Alina S.  
And done.

1:18:46.700 --> 1:18:53.430  
Badina, Alina S.  
He's also accept support specialist in IT, new guy on probation, period.

1:18:54.610 --> 1:19:12.110  
Badina, Alina S.  
Ohh from another side we don't have other applicant applicants from the people because also problem which lyuda mention that not everyone can be submit the documents for the reservation process.

1:19:16.730 --> 1:19:25.870  
Badina, Alina S.  
So now we have only this six people who decide to be discovered and to be applied for reservation quota.

1:19:30.550 --> 1:19:33.850  
Badina, Alina S.  
So we might have another five people or not.

1:19:38.60 --> 1:19:44.50  
Saito, Tomoyuki  
But after this announcement my my, my, my, my, I mean sorry after the signature of the president.

1:19:44.60 --> 1:19:49.360  
Saito, Tomoyuki  
So there's no new request or something to you at this moment.

1:19:51.230 --> 1:19:52.20  
Badina, Alina S.  
Uh, no.

1:19:52.30 --> 1:19:55.100  
Badina, Alina S.  
Just this week, uh, this few people.

1:19:55.110 --> 1:19:56.560  
Badina, Alina S.  
Yeah, which I provide you.

1:19:56.570 --> 1:20:2.480  
Badina, Alina S.  
So last week started uh, when they all hear the news about the new law.

1:20:2.490 --> 1:20:12.830  
Badina, Alina S.  
And Monday, Monday, Tuesday, Monday receive it one more person, and that's all total six people who applied to be a wish list.

1:20:14.160 --> 1:20:18.160  
Saito, Tomoyuki  
Other next week in my this kind of goods may increase next week we don't know.

1:20:19.300 --> 1:20:19.950  
Badina, Alina S.  
Yeah, we don't.

1:20:21.220 --> 1:20:28.560  
Badina, Alina S.  
No one asked Sideport to one of the decisions the person decide to resign from the company due to this new law.

1:20:34.820 --> 1:20:35.850  
Asadchy, Georgiy V.  
And I have.

1:20:31.840 --> 1:20:37.70  
Badina, Alina S.  
Because big anxiety about the situation in the country.

1:20:35.900 --> 1:20:40.890  
Asadchy, Georgiy V.  
Sorry I have another request from the Chernukha about his car.

1:20:40.900 --> 1:20:44.890  
Asadchy, Georgiy V.  
He purchased it for using our policy for used cars.

1:20:45.840 --> 1:20:49.580  
Asadchy, Georgiy V.  
He purchased it and we have a rule about two years of.

1:20:51.180 --> 1:20:58.970  
Asadchy, Georgiy V.  
Non sales rules so called the employee cannot sell this car within two years and he asks to reregister the.

1:20:59.40 --> 1:21:2.20  
Asadchy, Georgiy V.  
So it means sales basically to his wife because of this?

1:21:2.760 --> 1:21:3.750  
Asadchy, Georgiy V.  
Umm.

1:21:4.610 --> 1:21:5.660  
Badina, Alina S.  
New law, yeah.

1:21:3.810 --> 1:21:28.370  
Asadchy, Georgiy V.  
And mobilization law, and when it also to decide whether we are going to allow people to have some exceptions from the policy because policy stipulates that in some critical cases, for example, there's of the relative or something like this and critical issues we allow people to sell the car but only as in some proval process.

1:21:28.780 --> 1:21:31.0  
Asadchy, Georgiy V.  
And I'm not sure whether this process this.

1:21:31.300 --> 1:21:37.530  
Asadchy, Georgiy V.  
The case is political or mobilization.

1:21:38.680 --> 1:21:39.30  
Asadchy, Georgiy V.  
Ohh not.

1:21:39.310 --> 1:21:45.380  
Saito, Tomoyuki  
But it wasn't always made a mistake, but couldn't tower policy and please can purchase vehicle.

1:21:45.800 --> 1:21:51.690  
Saito, Tomoyuki  
Uh, like Duchess Spiegel and register for their wives and the kind of first line? No.

1:21:51.150 --> 1:21:53.240  
Asadchy, Georgiy V.  
No, only for, only for himself.

1:21:54.460 --> 1:21:54.780  
Saito, Tomoyuki  
OK.

1:21:58.760 --> 1:22:7.270  
Asadchy, Georgiy V.  
And the registration would mean that he broken his broken the police and that's why he asks what such permission.

1:22:8.610 --> 1:22:9.800  
Saito, Tomoyuki  
No, my I know.

1:22:9.810 --> 1:22:10.110  
Saito, Tomoyuki  
Thank you.

1:22:10.120 --> 1:22:15.400  
Saito, Tomoyuki  
Good again, but this this issue is I know I I may think but this is not so.

1:22:16.320 --> 1:22:16.880  
Asadchy, Georgiy V.  
Not so crucial.

1:22:15.590 --> 1:22:17.40  
Saito, Tomoyuki  
I know you don't know.

1:22:17.210 --> 1:22:17.440  
Saito, Tomoyuki  
No.

1:22:17.460 --> 1:22:18.460  
Saito, Tomoyuki  
So crucial, so critical.

1:22:18.470 --> 1:22:18.770  
Saito, Tomoyuki  
So yeah.

1:22:19.940 --> 1:22:21.270  
Asadchy, Georgiy V.  
What do we may receive more.

1:22:21.360 --> 1:22:34.100  
Asadchy, Georgiy V.  
Yeah, let's come back to the question about how to distribute, how to allow people we can make a last call to help people and say please the apply.

1:22:34.150 --> 1:22:37.240  
Asadchy, Georgiy V.  
If not, then we will file.

1:22:37.810 --> 1:22:39.640  
Asadchy, Georgiy V.  
There we will make the application and then.

1:22:39.280 --> 1:22:46.210  
Saito, Tomoyuki  
I I think at least we have a Master 11, so better to use and at least umm.

1:22:46.970 --> 1:22:47.290  
Badina, Alina S.  
Umm.

1:22:49.170 --> 1:22:53.700  
Badina, Alina S.  
So to write to employees who is military obliged, who is ready?

1:22:54.110 --> 1:22:56.30  
Badina, Alina S.  
More to to be submitted.

1:22:58.90 --> 1:22:58.290  
Asadchy, Georgiy V.  
Yeah.

1:22:58.100 --> 1:23:6.820  
Saito, Tomoyuki  
But in this case, if over 11 requests we disable how we're going to do, how we should do that?

1:23:6.580 --> 1:23:6.900  
Asadchy, Georgiy V.  
And then.

1:23:6.830 --> 1:23:7.400  
Saito, Tomoyuki  
That's the.

1:23:7.470 --> 1:23:8.130  
Saito, Tomoyuki  
That's me.

1:23:8.190 --> 1:23:9.170  
Saito, Tomoyuki  
Maybe the question mark.

1:23:11.30 --> 1:23:18.400  
Asadchy, Georgiy V.  
Then we may decide about criticalness of their job for the company, and probably we may vote.

1:23:29.440 --> 1:23:30.900  
Badina, Alina S.  
Dying out with you would expect.

1:23:34.720 --> 1:23:35.100  
Badina, Alina S.  
OK.

1:23:34.760 --> 1:23:37.170  
Saito, Tomoyuki  
OK, Jen, this time major this time.

1:23:37.180 --> 1:23:45.990  
Saito, Tomoyuki  
OK, let's the if we do like this way, yeah, then nine people are going to be expired in the month of June.

1:23:46.0 --> 1:23:46.760  
Saito, Tomoyuki  
Father son though.

1:23:49.370 --> 1:23:50.960  
Saito, Tomoyuki  
So it's just the.

1:23:51.10 --> 1:24:0.570  
Saito, Tomoyuki  
Shall we just continue for this nine or also we consider the the the previous requested but not applied?

1:24:7.860 --> 1:24:8.50  
Rasshchupkina, Yevgeniya V.  
That's.

1:24:7.750 --> 1:24:11.520  
Saito, Tomoyuki  
It means it means we need to find.

1:24:11.790 --> 1:24:15.50  
Saito, Tomoyuki  
You may need to create some kind of priority discount in this case more.

1:24:18.980 --> 1:24:21.640  
Saito, Tomoyuki  
Ola, you could bounce.

1:24:21.650 --> 1:24:25.940  
Saito, Tomoyuki  
It is already reserved, something we should continue.

1:24:25.990 --> 1:24:27.970  
Saito, Tomoyuki  
Are we going to continue for this kind of result?

1:24:35.0 --> 1:24:35.420  
Asadchy, Georgiy V.  
Umm.

1:24:27.980 --> 1:24:37.610  
Saito, Tomoyuki  
People continuously because it's once reserved or should we think about it from the scratch based on this priority list of each department?

1:24:39.970 --> 1:24:46.180  
Badina, Alina S.  
Maybe if we could see if there would be any other wish list of from employees.

1:24:47.280 --> 1:24:53.130  
Badina, Alina S.  
Uh, we can calculate and see the picture if there is still will be in the quarter process.

1:24:53.140 --> 1:24:58.820  
Badina, Alina S.  
So we can continue for the prolongation of this another nine people.

1:24:58.830 --> 1:24:59.390  
Badina, Alina S.  
Who?

1:24:59.660 --> 1:25:6.780  
Badina, Alina S.  
Who's no expired 61616 of June as remember 20th of June.

1:25:11.160 --> 1:25:12.140  
Badina, Alina S.  
So we can.

1:25:12.250 --> 1:25:12.420  
Asadchy, Georgiy V.  
Yeah.

1:25:14.480 --> 1:25:16.110  
Badina, Alina S.  
Bells of June 12th of June.

1:25:12.560 --> 1:25:27.930  
Asadchy, Georgiy V.  
Then if you wait for the June, then we have to wait for August or or the whatever what we have next that this should be a system like we need to decide whether or really to make from the scratch but then.

1:25:28.90 --> 1:25:31.800  
Rasshchupkina, Yevgeniya V.  
One thing we we still have our own 4, some new people to apply.

1:25:33.970 --> 1:25:34.250  
Asadchy, Georgiy V.  
Yep.

1:25:33.560 --> 1:25:34.290  
Rasshchupkina, Yevgeniya V.  
Why should?

1:25:34.300 --> 1:25:46.640  
Rasshchupkina, Yevgeniya V.  
Why it let's let's prove on those who already have the hello did the booking and if we finally have more applicants then we have the rooms.

1:25:46.690 --> 1:25:50.260  
Rasshchupkina, Yevgeniya V.  
Then we can decide priority for the next step and do.

1:25:50.270 --> 1:25:56.870  
Rasshchupkina, Yevgeniya V.  
Then we will announce to the people that is going to the next step and because now they're deleted that the company will promote them.

1:25:56.880 --> 1:26:3.140  
Rasshchupkina, Yevgeniya V.  
Maybe if all of a sudden we will say like sorry guys, you you're not protected anymore.

1:26:3.410 --> 1:26:9.780  
Rasshchupkina, Yevgeniya V.  
I think it's also not really nice to the people, especially taking into account that we didn't use our quarter fully.

1:26:13.880 --> 1:26:14.890  
Rasshchupkina, Yevgeniya V.  
So maybe it's forest.

1:26:14.900 --> 1:26:16.900  
Rasshchupkina, Yevgeniya V.  
We still have some free rooms.

1:26:17.500 --> 1:26:20.340  
Rasshchupkina, Yevgeniya V.  
Let's just continue those fall into your booked.

1:26:21.790 --> 1:26:24.620  
Rasshchupkina, Yevgeniya V.  
We are not yet sure actually whether there would be problem.

1:26:24.630 --> 1:26:28.500  
Rasshchupkina, Yevgeniya V.  
Maybe the ministry will be more picky about this.

1:26:29.30 --> 1:26:34.520  
Rasshchupkina, Yevgeniya V.  
Those people, and maybe the documents which were came before the law now will not be OK.

1:26:39.630 --> 1:27:1.770  
Saito, Tomoyuki  
It's it's very difficult to manage the situation when we have different due dates, so of course ideally we need to make it as as much as possible close because otherwise if you have no room and then you have your new person eight years, so means Toyota, Ukraine will need to to judge just out of a small portion of people who will be like due date.

1:27:1.780 --> 1:27:3.570  
Saito, Tomoyuki  
Yeah, like among nine people.

1:27:3.630 --> 1:27:7.410  
Saito, Tomoyuki  
So it's it's better to to to minimize as much as possible.

1:27:7.420 --> 1:27:12.390  
Saito, Tomoyuki  
This difference on dates for these portions of people like to make it closer.

1:27:15.340 --> 1:27:16.440  
Rasshchupkina, Yevgeniya V.  
But how can we do it?

1:27:23.820 --> 1:27:27.540  
Rasshchupkina, Yevgeniya V.  
Anyway, the due date will depend on the on the ministry, right?

1:27:32.250 --> 1:27:34.640  
Saito, Tomoyuki  
Ohh there were no.

1:27:35.170 --> 1:27:35.480  
Saito, Tomoyuki  
Yeah.

1:27:35.490 --> 1:27:35.660  
Saito, Tomoyuki  
Yeah.

1:27:35.670 --> 1:27:37.320  
Saito, Tomoyuki  
No, I I think both of you are.

1:27:37.330 --> 1:27:48.580  
Saito, Tomoyuki  
I think you know you, you, you your point is really collect and understandable but maybe more 1-2 months from now on and we don't know what's going on.

1:27:48.590 --> 1:27:54.370  
Saito, Tomoyuki  
So I think it's anyway that's utilized his current space.

1:27:56.210 --> 1:28:3.140  
Saito, Tomoyuki  
Because we have still looking for 11 people, so the six, OK, they applied but they wished and the five days anyway.

1:28:3.150 --> 1:28:5.280  
Saito, Tomoyuki  
And let's hear from our people.

1:28:5.750 --> 1:28:6.300  
Saito, Tomoyuki  
OK.

1:28:6.310 --> 1:28:11.540  
Saito, Tomoyuki  
Then, if within 11 just map light as it is the over 11.

1:28:11.590 --> 1:28:11.800  
Saito, Tomoyuki  
No.

1:28:11.810 --> 1:28:12.620  
Saito, Tomoyuki  
Let's discuss.

1:28:13.140 --> 1:28:13.770  
Saito, Tomoyuki  
Yeah, I know.

1:28:13.780 --> 1:28:24.90  
Saito, Tomoyuki  
We don't want to be prioritized to person by person, but any we need to think about this, though then 1420 through June, I don't know.

1:28:24.100 --> 1:28:39.870  
Saito, Tomoyuki  
But if it is 9 people I going to be expired then at the time maybe we need to think about the once again, OK, whether we just but still we maybe we need to check that whether this reservation still system is still existing or not, but if it is existing in this case, yeah.

1:28:39.880 --> 1:28:50.650  
Saito, Tomoyuki  
Are we going to just load over this nine people or are we going to consider from the additional request which is coming from during this two months period though?

1:28:55.610 --> 1:28:55.910  
Badina, Alina S.  
OK.

1:28:56.480 --> 1:29:5.570  
Saito, Tomoyuki  
For the song I, I fully agree the only one comment that maybe it's not to wait, but then this 12% will appear.

1:29:5.640 --> 1:29:9.40  
Saito, Tomoyuki  
So maybe just to be prepared, so maybe discussing advanced what will work?

1:29:9.50 --> 1:29:9.890  
Saito, Tomoyuki  
Yeah, I think so.

1:29:9.900 --> 1:29:10.530  
Saito, Tomoyuki  
I think so, yes.

1:29:10.730 --> 1:29:13.40  
Saito, Tomoyuki  
OK, so it was something more rigorous is coming.

1:29:13.50 --> 1:29:16.190  
Saito, Tomoyuki  
We can just discuss something without waiting for this nine people to expire.

1:29:16.200 --> 1:29:16.960  
Saito, Tomoyuki  
The what you're doing?

1:29:16.970 --> 1:29:18.260  
Saito, Tomoyuki  
No, no, I didn't even before.

1:29:18.270 --> 1:29:19.380  
Saito, Tomoyuki  
So we need to be right here.

1:29:19.390 --> 1:29:22.490  
Saito, Tomoyuki  
This logic what we are going to do because it's not easy decision.

1:29:22.500 --> 1:29:23.840  
Saito, Tomoyuki  
And yeah, there are.

1:29:23.850 --> 1:29:26.550  
Saito, Tomoyuki  
Yeah, in the meantime, so each department is passed.

1:29:26.610 --> 1:29:30.880  
Saito, Tomoyuki  
Maybe need to think about this importance list.

1:29:34.610 --> 1:29:35.480  
Saito, Tomoyuki  
But better not.

1:29:35.490 --> 1:29:43.190  
Saito, Tomoyuki  
Anyway, I don't name importance and so because if this kind of information is leaked, our company is more collapsed immediately.

1:29:43.200 --> 1:29:46.870  
Saito, Tomoyuki  
Collapse server was super confidential, though it is not passed.

1:29:46.880 --> 1:29:48.230  
Saito, Tomoyuki  
It's capable not capable.

1:29:48.310 --> 1:29:49.390  
Saito, Tomoyuki  
We're not talking about this, though.

1:29:58.980 --> 1:30:1.360  
Saito, Tomoyuki  
We cannot say this is priority list or something.

1:30:3.670 --> 1:30:4.970  
Saito, Tomoyuki  
It is the BVD store.

1:30:4.980 --> 1:30:6.320  
Saito, Tomoyuki  
She I don't know.

1:30:6.530 --> 1:30:7.840  
Saito, Tomoyuki  
We need to use some kind of.

1:30:7.850 --> 1:30:9.220  
Saito, Tomoyuki  
That's this kind of Navy, though.

1:30:13.240 --> 1:30:13.970  
Ksendzyuk, Igor B.  
I do not need you.

1:30:12.930 --> 1:30:17.120  
Saito, Tomoyuki  
But that doesn't mean other management, but we need to think about this business priority.

1:30:17.190 --> 1:30:17.870  
Saito, Tomoyuki  
So umm.

1:30:22.150 --> 1:30:26.410  
Ksendzyuk, Igor B.  
Hello Alina, could you please remind procedure wise?

1:30:28.990 --> 1:30:30.480  
Badina, Alina S.  
Of which kind of procedure.

1:30:29.70 --> 1:30:34.510  
Ksendzyuk, Igor B.  
Is there any guarantee terms of consideration of this application?

1:30:35.310 --> 1:30:36.80  
Ksendzyuk, Igor B.  
You you.

1:30:36.90 --> 1:30:47.470  
Ksendzyuk, Igor B.  
I think you mentioned, yeah, if you apply some group of people, what is the minimum or maximum term of consideration from the ministry or authority?

1:30:47.110 --> 1:30:49.120  
Badina, Alina S.  
Umm yeah by a.

1:30:50.900 --> 1:31:3.110  
Badina, Alina S.  
How it's indicated in the resolution is as far as remember, remember it's five working days, but in the practice it's one month or maybe more now than one month.

1:31:4.190 --> 1:31:4.390  
Ksendzyuk, Igor B.  
Umm.

1:31:6.620 --> 1:31:8.420  
Badina, Alina S.  
It's what by feedback.

1:31:8.460 --> 1:31:14.860  
Badina, Alina S.  
Uh, which we received from asters that they are not following, simply the.

1:31:16.40 --> 1:31:17.190  
Badina, Alina S.  
Legislation.

1:31:17.280 --> 1:31:19.170  
Badina, Alina S.  
What is the indicated there?

1:31:19.580 --> 1:31:20.640  
Badina, Alina S.  
It's much more longer.

1:31:22.560 --> 1:31:23.470  
Ksendzyuk, Igor B.  
So in practice it's.

1:31:22.750 --> 1:31:37.100  
Badina, Alina S.  
There is no explanation why why it's happening, but it's such a practice they changed the department and structure or something inside of the Ministry of Economics and similar to Ministry of Defense.

1:31:37.170 --> 1:31:53.890  
Badina, Alina S.  
And it's like there seems new business processes which is going on and currently it's really worse competently with so one year ago, 2023, beginning when we started this booking process.

1:31:56.50 --> 1:31:56.320  
Ksendzyuk, Igor B.  
OK.

1:31:56.330 --> 1:31:56.660  
Ksendzyuk, Igor B.  
Thank you.

1:32:11.890 --> 1:32:12.110  
Saito, Tomoyuki  
Yeah.

1:32:12.120 --> 1:32:12.760  
Saito, Tomoyuki  
Alina, can you?

1:32:14.350 --> 1:32:14.950  
Saito, Tomoyuki  
I don't know.

1:32:15.10 --> 1:32:17.770  
Saito, Tomoyuki  
I I don't know how you communicate every time too well guys though.

1:32:19.350 --> 1:32:24.600  
Badina, Alina S.  
Uh, we are communicating that they are under consideration, something like this.

1:32:24.610 --> 1:32:37.480  
Badina, Alina S.  
If shortly that we are attack S and not to put them in a list and it's on the consideration for the reservation, something like this.

1:32:40.30 --> 1:32:41.140  
Saito, Tomoyuki  
OK, I I don't understand.

1:32:41.150 --> 1:32:41.740  
Saito, Tomoyuki  
Sorry, I'm.

1:32:44.30 --> 1:32:44.340  
Saito, Tomoyuki  
Ohh.

1:32:40.570 --> 1:32:46.140  
Badina, Alina S.  
So no, no promise, no guarantee or something could just putting a cellist so.

1:32:48.410 --> 1:32:49.660  
Saito, Tomoyuki  
Uh, yeah, nevera, but the but the.

1:32:49.670 --> 1:32:54.10  
Saito, Tomoyuki  
But once again, we're going to divide show that we're going to ask once again our people.

1:32:55.810 --> 1:32:56.80  
Badina, Alina S.  
Umm.

1:32:55.980 --> 1:33:1.300  
Saito, Tomoyuki  
Because currently we have six we want to, we want to know another fiber coming or not.

1:33:2.650 --> 1:33:3.0  
Badina, Alina S.  
Yeah.

1:33:3.10 --> 1:33:10.900  
Badina, Alina S.  
So in this way, we will make the communication if somebody changes the decision and ready to submit the.

1:33:9.810 --> 1:33:14.550  
Saito, Tomoyuki  
It either my my my question is how are you going to communicate you communicate 1 by 1.

1:33:19.480 --> 1:33:20.130  
Saito, Tomoyuki  
No, no.

1:33:22.160 --> 1:33:22.480  
Saito, Tomoyuki  
OK.

1:33:28.230 --> 1:33:28.550  
Saito, Tomoyuki  
OK.

1:33:15.480 --> 1:33:29.580  
Badina, Alina S.  
I mail by mail with the right to our employees and ask their opinions in writing form to confirm because they're frequently change their mind because they're afraid not raise.

1:33:29.820 --> 1:33:34.410  
Badina, Alina S.  
So and so and not to be then how it's on English?

1:33:36.210 --> 1:33:37.540  
Badina, Alina S.  
Which proclaim name.

1:33:41.620 --> 1:33:44.350  
Asadchy, Georgiy V.  
Cursed to be cursed. Cursed.

1:33:37.590 --> 1:33:49.820  
Badina, Alina S.  
I mean guys, if you can kindly help me how to say how course yeah because there could be consequences later might be.

1:33:49.830 --> 1:34:3.420  
Badina, Alina S.  
So that's why we are asking them to write and in the written form that they're really decide that they really agreed to be resolved and their documents and information would be available.

1:34:3.430 --> 1:34:10.80  
Badina, Alina S.  
They would be seen and Minister of Defense and Military Office where they registered.

1:34:12.260 --> 1:34:12.690  
Saito, Tomoyuki  
OK.

1:34:12.700 --> 1:34:16.340  
Saito, Tomoyuki  
And yeah, can can you do it as you have been previously doing?

1:34:16.930 --> 1:34:17.370  
Badina, Alina S.  
Yeah.

1:34:17.380 --> 1:34:20.30  
Badina, Alina S.  
Yeah, we communicate it on by my.

1:34:20.740 --> 1:34:22.260  
Badina, Alina S.  
Yeah, yeah, yeah.

1:34:17.830 --> 1:34:22.540  
Saito, Tomoyuki  
Ohh it just just to keep consistency is important so same approach.

1:34:22.550 --> 1:34:23.270  
Saito, Tomoyuki  
Please do it, yeah.

1:34:23.440 --> 1:34:23.880  
Badina, Alina S.  
OK.

1:34:23.890 --> 1:34:25.460  
Badina, Alina S.  
We will ask them, OK?

1:34:27.450 --> 1:34:29.900  
Badina, Alina S.  
After collecting the voice, I will.

1:34:29.970 --> 1:34:33.60  
Badina, Alina S.  
So how long shall we provide the period?

1:34:33.70 --> 1:34:34.130  
Badina, Alina S.  
One, we could be enough.

1:34:40.70 --> 1:34:40.800  
Saito, Tomoyuki  
But I don't know.

1:34:36.490 --> 1:34:40.850  
Badina, Alina S.  
Would report you then later, if you don't mind.

1:34:40.810 --> 1:34:44.600  
Saito, Tomoyuki  
Of course, shortest time should this time as possible.

1:34:44.610 --> 1:34:45.750  
Saito, Tomoyuki  
It's it's is better so.

1:34:45.400 --> 1:34:45.860  
Badina, Alina S.  
OK.

1:34:45.870 --> 1:34:53.650  
Badina, Alina S.  
Three days we will put three days for them to reply, maximum to discuss with their relatives and so on.

1:34:53.660 --> 1:34:59.590  
Badina, Alina S.  
If there would be no other applicants after three days and we applying with a six person.

1:35:0.260 --> 1:35:1.900  
Rasshchupkina, Yevgeniya V.  
But you're not contacting those.

1:35:1.910 --> 1:35:7.900  
Rasshchupkina, Yevgeniya V.  
Whose documents are not OK, and only only those who can really apply.

1:35:9.390 --> 1:35:10.980  
Badina, Alina S.  
Uh umm?

1:35:8.990 --> 1:35:18.450  
Rasshchupkina, Yevgeniya V.  
Because for example in in my case plot, yes \*\* \*\*\* documents are the mass, so he's not going to receive anything, right?

1:35:19.780 --> 1:35:19.990  
Badina, Alina S.  
Yeah.

1:35:20.890 --> 1:35:22.280  
Rasshchupkina, Yevgeniya V.  
OK, you see?

1:35:27.920 --> 1:35:28.460  
Rasshchupkina, Yevgeniya V.  
So that's.

1:35:27.890 --> 1:35:31.690  
Saito, Tomoyuki  
But there is also probability that the person might change his documents.

1:35:32.360 --> 1:35:34.290  
Badina, Alina S.  
Yeah, there could be probability.

1:35:34.300 --> 1:35:37.470  
Badina, Alina S.  
That's why I propose to write to everyone who is military.

1:35:37.480 --> 1:35:38.30  
Badina, Alina S.  
Obliged.

1:35:38.40 --> 1:35:41.640  
Badina, Alina S.  
Maybe situation is changed so we don't know sometime.

1:35:40.820 --> 1:35:43.660  
Saito, Tomoyuki  
And every time you are doing like this, every time you are doing.

1:35:49.850 --> 1:35:50.180  
Saito, Tomoyuki  
OK.

1:35:50.190 --> 1:35:50.670  
Saito, Tomoyuki  
OK. OK.

1:35:44.60 --> 1:35:55.30  
Badina, Alina S.  
Uh, yeah, we did it like like this the when they first list started then we asked them again, but later they already applied to us.

1:35:55.40 --> 1:36:3.900  
Badina, Alina S.  
The people, usually newcomers you know about the system even before period of recruitment, asking through agency or during the interview.

1:36:4.390 --> 1:36:5.370  
Badina, Alina S.  
Umm.

1:36:5.710 --> 1:36:10.980  
Badina, Alina S.  
With me, if it's possible for them to be resolved by the company.

1:36:10.990 --> 1:36:20.540  
Badina, Alina S.  
So I don't provide any promise or guarantee that sell such a chance or possibility exist, but we as a company don't promise.

1:36:22.710 --> 1:36:23.720  
Saito, Tomoyuki  
Have other cook?

1:36:32.280 --> 1:36:32.470  
Badina, Alina S.  
Yeah.

1:36:23.730 --> 1:36:33.840  
Saito, Tomoyuki  
I know what I want to you to do is I know any consistency is so important, so please do and the way the communication way as you have previously done.

1:36:33.850 --> 1:36:35.40  
Saito, Tomoyuki  
OK then.

1:36:34.700 --> 1:36:35.570  
Badina, Alina S.  
OK, that's some.

1:36:35.50 --> 1:36:41.130  
Saito, Tomoyuki  
And as I said, it's better to anyway to announce to all the bridged people I think.

1:36:42.260 --> 1:36:43.110  
Badina, Alina S.  
You have to build it right to?

1:36:43.120 --> 1:36:44.20  
Badina, Alina S.  
Maryland asks him.

1:36:43.760 --> 1:36:44.900  
Saito, Tomoyuki  
Hey, OK. OK.

1:36:47.270 --> 1:36:47.591  
Saito, Tomoyuki  
I E.

1:36:50.990 --> 1:36:53.560  
Saito, Tomoyuki  
Mentioned the three days one week, which is better.

1:36:53.570 --> 1:36:54.460  
Saito, Tomoyuki  
Sorry, I don't know.

1:36:54.470 --> 1:36:57.560  
Saito, Tomoyuki  
I I don't know because the longer is better, but too long with you know.

1:36:57.570 --> 1:36:57.920  
Saito, Tomoyuki  
So good.

1:36:57.930 --> 1:36:58.830  
Saito, Tomoyuki  
So please don't know.

1:36:58.840 --> 1:37:0.990  
Saito, Tomoyuki  
Communicate with Georgiy underwater.

1:37:3.580 --> 1:37:4.230  
Badina, Alina S.  
OK.

1:37:4.760 --> 1:37:5.20  
Saito, Tomoyuki  
Hmm.

1:37:4.420 --> 1:37:5.670  
Badina, Alina S.  
Talk to us Georgiy.

1:37:5.680 --> 1:37:6.900  
Badina, Alina S.  
How many days would be enough?

1:37:9.320 --> 1:37:9.850  
Badina, Alina S.  
OK.

1:37:9.860 --> 1:37:10.820  
Badina, Alina S.  
I will ask you again.

1:37:11.80 --> 1:37:11.550  
Asadchy, Georgiy V.  
Later.

1:37:17.200 --> 1:37:17.490  
Saito, Tomoyuki  
Gate.

1:37:21.820 --> 1:37:23.170  
Saito, Tomoyuki  
Thank you very much.

1:37:23.440 --> 1:37:25.810  
Saito, Tomoyuki  
Does anyone have any topic?

1:37:25.990 --> 1:37:26.580  
Saito, Tomoyuki  
Probably no.

1:37:29.130 --> 1:37:29.580  
Saito, Tomoyuki  
OK.

1:37:29.660 --> 1:37:29.930  
Saito, Tomoyuki  
Thank you.

1:37:30.430 --> 1:37:34.620  
Saito, Tomoyuki  
Sorry, Alina, you're going to organize some kind of web now.

1:37:37.510 --> 1:37:38.590  
Badina, Alina S.  
Yeah, that sounds.

1:37:38.600 --> 1:37:41.850  
Badina, Alina S.  
Thank you for your kind confirmation that yes, we are going.

1:37:42.870 --> 1:37:53.820  
Badina, Alina S.  
In Organizers: webinar as much as it would be available, the date of is a partner, a legal partner which we did previous time.

1:37:53.830 --> 1:38:0.600  
Badina, Alina S.  
We received a lot of positive feedback from our guys that it was very efficient and productive.

1:38:0.610 --> 1:38:18.80  
Badina, Alina S.  
So we are going to organize the same to ours where our in place will collect some questions before and they had a chance to ask during the webinar and on the live to provide ASAP the the answer on the question.

1:38:20.790 --> 1:38:21.600  
Badina, Alina S.  
So we will.

1:38:24.330 --> 1:38:24.460  
Badina, Alina S.  
No.

1:38:24.760 --> 1:38:36.520  
Badina, Alina S.  
As I say it, uh, when would be possible when the partners are ready, we will organize in quick manner and also who cannot be present during the session.

1:38:36.770 --> 1:38:41.490  
Badina, Alina S.  
You will make the recording put on the Internet that people could hear.

1:38:44.640 --> 1:38:46.380  
Badina, Alina S.  
In any comfortable time for them.

1:38:45.170 --> 1:38:47.880  
Saito, Tomoyuki  
I alright, thank you so much.

1:38:50.410 --> 1:38:50.690  
Saito, Tomoyuki  
OK.

1:38:50.570 --> 1:38:51.0  
Badina, Alina S.  
OK.

1:38:51.370 --> 1:38:51.770  
Badina, Alina S.  
Thank you.

1:38:52.760 --> 1:38:59.710  
Saito, Tomoyuki  
Thought you today's your last working day for your son, so I think it's good chance to do that.

1:39:0.610 --> 1:39:1.760  
Saito, Tomoyuki  
I continue fighting me.

1:39:1.770 --> 1:39:2.520  
Saito, Tomoyuki  
You having?

1:39:4.720 --> 1:39:5.340  
Saito, Tomoyuki  
Yeah.

1:39:5.410 --> 1:39:7.560  
Saito, Tomoyuki  
So yeah, everyone thinks she's so.

1:39:7.620 --> 1:39:9.480  
Saito, Tomoyuki  
Yeah, I would already made many speech.

1:39:9.490 --> 1:39:11.320  
Saito, Tomoyuki  
So just showed comment.

1:39:11.430 --> 1:39:11.680  
Saito, Tomoyuki  
Yeah.

1:39:11.690 --> 1:39:14.180  
Saito, Tomoyuki  
So yeah, also another manager.

1:39:14.230 --> 1:39:16.420  
Saito, Tomoyuki  
I thank you for calling me.

1:39:13.530 --> 1:39:16.930  
Ksendzyuk, Igor B.  
You know, there's, you know, the to stop the total value.

1:39:17.450 --> 1:39:33.150  
Saito, Tomoyuki  
Yeah, and it was a installing how how to management people are using the BI information and I think it was very important experience for me to learn the yeah importance of PII data for the management decision and it will be a good.

1:39:33.230 --> 1:39:35.660  
Saito, Tomoyuki  
It's definitely the good experience for me.

1:39:36.190 --> 1:39:36.600  
Saito, Tomoyuki  
Yeah.

1:39:36.670 --> 1:39:41.340  
Saito, Tomoyuki  
So I think my my assignment is for like.

1:39:43.270 --> 1:39:44.700  
Saito, Tomoyuki  
It's all about that.

1:39:44.710 --> 1:39:45.80  
Saito, Tomoyuki  
Wow.

1:39:45.90 --> 1:39:50.860  
Saito, Tomoyuki  
So with a photo that I might have the connection in future for sure.

1:39:51.90 --> 1:39:53.600  
Saito, Tomoyuki  
So until then, see you.

1:39:54.10 --> 1:39:54.600  
Saito, Tomoyuki  
Thank you very much.

1:39:58.660 --> 1:39:59.40  
Rasshchupkina, Yevgeniya V.  
Thank you.

1:40:0.730 --> 1:40:2.860  
Rasshchupkina, Yevgeniya V.  
Good luck with your new assignment.

1:40:4.490 --> 1:40:5.550  
Rasshchupkina, Yevgeniya V.  
Oh yeah.

1:40:5.730 --> 1:40:6.450  
Rasshchupkina, Yevgeniya V.  
Let's stay in touch.

1:40:10.870 --> 1:40:11.480  
Rasshchupkina, Yevgeniya V.  
To speak to you.

1:40:11.520 --> 1:40:12.330  
Saito, Tomoyuki  
Heart.

1:40:12.440 --> 1:40:13.650  
Saito, Tomoyuki  
I didn't give him a heart.

1:40:14.430 --> 1:40:15.10  
Saito, Tomoyuki  
OK.

1:40:15.100 --> 1:40:16.270  
Saito, Tomoyuki  
Thank you very much.

1:40:16.280 --> 1:40:20.570  
Saito, Tomoyuki  
Thank you very much for all the time and thought you for for the minutes of meeting.

1:40:20.580 --> 1:40:29.840  
Saito, Tomoyuki  
I will not make a minutes for about the movie edition part, so please don't talk anything about out of this meeting, OK?

1:40:33.700 --> 1:40:33.810  
Saito, Tomoyuki  
Hey.

1:40:36.530 --> 1:40:36.970  
Saito, Tomoyuki  
I think.

1:40:35.300 --> 1:40:37.230  
Rasshchupkina, Yevgeniya V.  
OK, open some.

1:40:37.280 --> 1:40:41.520  
Rasshchupkina, Yevgeniya V.  
You you still want us to stay or you?

1:40:41.530 --> 1:40:42.890  
Rasshchupkina, Yevgeniya V.  
You wrote to me.

1:40:42.360 --> 1:40:43.310  
Saito, Tomoyuki  
That I would call you.

1:40:43.320 --> 1:40:44.510  
Saito, Tomoyuki  
I would call you differently so.

1:40:42.900 --> 1:40:45.740  
Rasshchupkina, Yevgeniya V.  
You know, OK.

1:40:47.760 --> 1:40:48.170  
Saito, Tomoyuki  
They're much.

1:40:48.40 --> 1:40:48.720  
Rasshchupkina, Yevgeniya V.  
Bye bye bye.

1:40:49.740 --> 1:40:50.60  
Badina, Alina S.  
Right.

1:40:49.340 --> 1:40:50.540  
Asadchy, Georgiy V.  
Then have a good day.

1:40:50.550 --> 1:40:51.90  
Asadchy, Georgiy V.  
Evening. Bye.

1:40:51.670 --> 1:40:51.870  
Saito, Tomoyuki  
Good.

1:40:51.740 --> 1:40:52.180  
Ksendzyuk, Igor B.  
The bank.

1:40:51.650 --> 1:40:52.670  
Badina, Alina S.  
Bye bye bye.