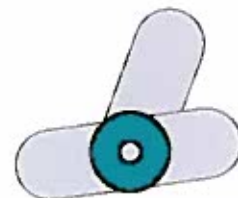


# DAMPTECH

*For Seismic Protection*



Sunday, 14 April 2013

## Recommendation:

I have used Kim Pedersen's services when he worked as a Commercial Attaché at the Royal Danish Embassy in Tokyo. We wanted to make contact with Japanese companies in the construction industry and wanted to connect with the biggest players in the market. We were very happy with the service provided by Kim. As a direct result of Kim's efforts, we managed to establish contacts with major general construction companies in Japan.

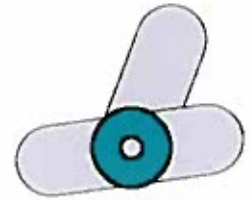
Although Kim has no engineering background, he showed great curiosity and interest in our product and its functions, to understand what it was that made our product so unique and interesting for the Japanese. Everyone knows that Japan is known for earthquakes and obviously also for having some of the world's best earthquake-resistant systems for buildings. It did not bother Kim, who could easily see that we in Denmark of course are able to develop products which can compete in the Japanese market. He saw the potentials rather than the limitations.

Kim set up relevant meetings for us in Japan, participated in some of those, interpreted and gave us good advice in regards to the Japanese market and how we should proceed with the business part as well. I was amazed by his knowledge about Japanese culture as well, which is such an important part of doing business in Japan and to avoid mistakes.

Even after he changed his job, he has kept in touch with me and he is never afraid to give us good advice now and then when needed. With the help from Kim, we got a good insight and understanding of the Japanese market and most of all, we got a good start in Japan.

Kim's work has resulted in that we were able to establish contacts with major Japanese construction companies and later we got a good working relationship and actual references on the Japanese market, including Japan's tallest skyscraper. Our Japanese references can be found on our website ( [www.damptech.com](http://www.damptech.com) ).

In particular, I want to mention that I was very impressed with Kim's Japanese language skills which for me seemed to be completely native. It made a big impression on me to see him bowing



just like the Japanese while he talked on the phone. I can still recall that situation for me as was it yesterday.

I can give Kim Pedersen my best recommendations for companies wishing to make use of his expertise or services. I am sure he will do his utmost for any company and I am sure you will be satisfied with his work.

I wish Kim Pedersen all the best in the future.

Best regards

Best regards

Dr. Eng. Imad Mualla,  
CTO

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