



## NAIROBI BOTTLERS LIMITED

Mailing Address:  
P.O. Box 18034,00500  
Nairobi  
KENYA

TELEPHONE: (254-2) 699 0000  
FAX: (254-2) 699 8012

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### TO WHOM IT MAY CONCERN:

Since 1996 when we first met, Dorian Glass and I have had the pleasure of working with each other in a variety of circumstances and within different strategic fields of operations, sometimes on an intimate level within South Africa, sometimes within a Pan-African consulting context when I was heading up Coca-Cola's Bottling Operations in East Africa.

We first worked closely together at The Coca-Cola Company Head Office in Johannesburg, South Africa. During that time, we carried out critical, strategic work related to countering an attempted re-launch by Pepsi-Cola against our key brand, Coca-Cola. This turned out to be a major project process. I experienced many pleasant and admirable experiences where Dorian's deep strategic, operations and branding abilities fed strongly into a combined company effort which ultimately achieved notable success in countering the aggressive offensive by The Pepsi-Cola Company.

Post this period, we have been involved in numerous discussions where we have dynamically shared our separate and accumulated business expertise with each other, to the benefit of both our different business lives at the time.

Such has been the trust and admiration in Dorian's strategic capabilities that I view Dorian as a key confidant, business sage and fellow strategist for any business queries I might have. Warmly, this is reciprocated by Dorian when he requires a similar trusting and experienced sounding-board in business.

This well-developed relationship, built up over a long period, has allowed me a confident, qualified view of Dorian's personal character and wisdom with which he approaches his private and working life. Integrity, passion, inspiration and a host of other commitment-driven expertise places him, in my experience, at the forefront of senior, strategic leadership.

I have no hesitation in recommending Dorian for any position within a senior corporate or consulting position. His holistic, intelligent and measured approach to his work, I am confident, will ensure him continued success.

Sincere regards,

John Donnachie  
Managing Director