



04 November 2002

Mr Tony Manning
Consultant in Competitive Strategy & Change Management
PO Box 750
Morningside
2057

Wynand Pretorius – Managing Director

Yum! Restaurants International (Pty) Limited
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Bryanston
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Dear Tony

About five years ago we went through a steep learning curve when our international parent company re-invested in the South African market. The management team worked very closely with you, which resulted in forming a strategy that has thus far been extremely successful.

With excellent results, one sometimes feels it is not necessary to make use of Strategists and also one is happy with what they have, as it is working! The management team of Yum! Restaurants International decided to make use of your services and are rather excited about the new insights they have received from yourself. You were an excellent facilitator at our strategy session and your assessment of the South African business environment, remarkable.

With your help we believe we have formulated a totally new direction with 30 day strategies to support it!

Thank you for your assistance and we look forward to working with you again in the future.

Best Regards,

A handwritten signature in blue ink, appearing to read "W. Pretorius", with a long horizontal flourish extending to the right.



Reg. No. 1994/003839/07

Directors: W.A. Pretorius (SA), N. Belton (SA)