



29th June 2009.

To Whom It May Concern:

RE: Mr Rum Charles – Indigo Training

Somfy has engaged the services of Indigo Training on a number of occasions over the past 4 years to assist Somfy in training our customers. The training sessions focussed on giving the members of our retail network the sales skills and tools to be able to promote motorised window coverings to their customers.

At all times I have found Rum to be one of the best facilitators I have ever worked with. He has an amazing ability to motivate and inspire, whilst educating and empowering attendees. I would have no hesitation in recommending Rum and Indigo Training to others. I am also happy to discuss in person Somfy's experiences with Indigo Training should the need arise.

Kind regards,

A handwritten signature in black ink, appearing to read 'Alistair Grice', is written over a horizontal line.

Alistair Grice
Marketing Manager
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