

Mars Food
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January 24, 2023

To whom it may concern

With this letter I'd like to extend a heartfelt thank you to Simon Frost and his team who partnered with my Procurement team & me over the course of 2022-2023 on the Reinvention of Mars Food through holistic Procurement function Reset. Without their support we wouldn't have achieved the breakthrough results so fast and in such efficient manner.

Simon has very solid multi-year procurement acumen, hands on attitude and has a talent to crunch high amount of complex data and find clues to identify P&L savings opportunities in every space. Simon has an end-to-end approach and has worked for brand owners which helps him design a tailor-made solution for each procurement category needs.

Simon works at high pace and has a collaborative style. He brings the team on his side and blends with the team so well that you see no difference and forget at times he is external.

I highly recommend engaging Simon Frost for should and could cost modelling work.

Simon has trained all my team and has worked in pairs with each team member to co-develop cost models on all raws and packaging materials and some of the external manufacturing business in Mars Food and Nutrition segment. This work not only boosted our savings pipeline but also equipped my Procurement team with solid proof arguments for negotiation.

Should you wish to discuss this further, please do not hesitate to contact me.

Yours faithfully,

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