

# Ray Fitzwalter

*associates ltd*

## TO WHOM IT MAY CONCERN

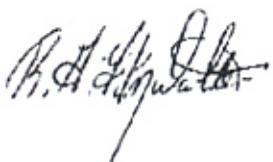
I am the Managing Director of Ray Fitzwalter Associates, an independent television production company and, until 1993, Head of Current Affairs at Granada Television. I first met Kimi Zabihyan in 1988 when she began setting up Observer Films. She subsequently made programmes for Granada and jointly with my company as an independent.

Kimi is an exceptionally resourceful person who built up Observer Films and impressed commissioners with her enterprise, originality and remarkable enthusiasm which never failed to fire her production team.

She has a record of involvement in a string of substantial programmes, initiating unusual ideas, often approached in a fresh and original way, building production teams of quality and seeing them through each stage of production. More often than not they would attract attention and acclaim.

As you will know she has now also had a couple of years with HBO in New York broadening her experience.

Yours faithfully



**RAY FITZWALTER**  
Managing Director

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