

Dr Daniel Thorniley

Author and Speaker on Global Emerging Markets,
Russia, Central Europe and the Middle East

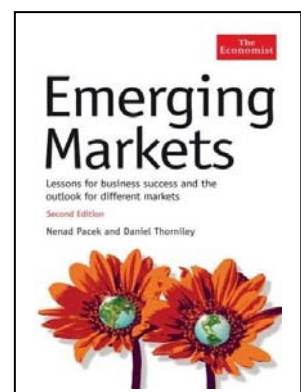


Professional Experience

- Daniel Thorniley is one of the world's leading authorities on building successful strategies to embrace business opportunities the world's emerging markets
- Daniel is the Founder and President of DT Global Business Consulting GmbH, an advisory firm.
- His reputation has developed over 25 years by observing and advising global business markets
- Retained by some of the world's largest corporations both as an advisor and presenter
- Chairs senior business-to-government dialogues in CEE, the Middle East, London and Europe
- Extensive experience in Central and Eastern Europe and is a world renowned expert on Russia
- An authority on how companies succeed or fail entering emerging markets
- He is a guest lecturer at various universities in the UK and Europe
- He is regularly interviewed on international television and print media

Published books / papers - an authority on emerging markets and global business

- "Doing Business in Emerging Markets" (Profile Books)
- "The Rise and Fall of the Soviet Communist Party" (Macmillan)
- "Rural Economics and Rural Sociology: East-West Perspectives" (Gower)
- "East-West Trade in the Gorbachev Era", Regional Review of Eastern Europe (NATO Books)
- Contributor to print media including *Time*, *East European Newsletter*, *Foreign Report*, *Moscow Times*
- Featured regularly on television: BBC, CNN, Channel Four (UK), CNBC



Sample assignments

- Special presentation to the visiting Board members to their Board meeting in Vienna
- Confidential personal briefing to the Chief Executive Officer on his visit to Moscow
- Briefing paper written and findings presented to Board members at global headquarters
- Kick-off presentation and facilitation of a global strategy and planning meeting in the USA

- Special pre-dinner guest speaker at a CEO client servicing dinner debate in London
- He delivers speeches at major business conferences around the world demonstrates how business opportunities in China, Russia, East Asia and Eastern Europe and Turkey, offer increasing rewards if you get it right, but disaster if you get it wrong. Nenad uses real experiences of companies illustrate his points to open the eyes of those entering or expanding their emerging markets presence.
- Dr. Thorniley has briefed the Chief Executives, Chairmen and Boards of major global organisations, including ABN Amro Bank, Accenture, Baker & McKenzie, Boots International, Cartesis, Cisco IBM, Dow Chemical, Dupont, Eaton, Eli Lilly, Emerson, Ernst & Young, Ford, Heineken, IBM, Johnson & Johnson, Kellogg, Kimberly Clark, Nomura, Nycomed, Pioneer, Oracle, Sanofi-Synthelabo, The Sun Group. He has also been invited to address NATO, The United Nations and various governments including the Russian and the UK Governments.

Daniel Thorniley - Personal information

- Founder of DT Global Business Consulting GmbH, an advisory firm
- A highly seasoned and skilled chairperson and moderator of dialogue at any level, from business summits down to small group meetings. His experience has been developed from many years in the chair of Economist Conferences' Roundtables and chairmanship of the Corporate Network executive programmes in Central and Eastern Europe, Middle East and Africa
- Previously employed in the United Nations as the United Kingdom representative at the Vienna Centre, a United Nations office for political and economic research, based in Vienna, Austria
- Daniel Thorniley is a graduate of Worcester College, University of Oxford (1977) graduating with a Bachelor of Arts degree, Diploma in Russian Language and Soviet Politics (1979) from the University of Surrey with subsequently attended the Centre for Russian and East European Studies, UK where he gained his Doctorate in Soviet political economy (1982)
- Dr. Thorniley is proficient in French, Russian and German

Client testimonials - "very worth listening to!"

- *"Danny Thorniley is a remarkable public speaker -- knowledgeable, insightful, provocative and very funny. He is very worth listening to. I also find his position papers extremely useful in global analysis. As I have told Danny, I wish he had been working for me as a personal adviser when I was Prime Minister".*
The Right Hon. John Major, former UK Prime Minister
- *"Danny, thank you so much for your briefing to my international team and myself. Your thoughts and arguments on the global business environment were striking and thought provoking. I was told you would stimulate the audience and you certainly did. Many thanks again. I believe the European team has invited you again for next month".*
Bill Stavropoulos, then CEO and now ex-Chairman, Dow Chemical
- *"Danny, it was a pleasure to listen to you again. Let me say I find you one of the most profound and thought-provoking speakers I have ever heard. You are completely clued-in to the global business world. I am so glad my team invited you again. I look forward to the next time".*
Håkan Björklund, CEO Nycomed
- *"Danny's papers and speeches are a joy. I have never met anyone who can explain such complex issues to me and my colleagues in such plain language that we can understand!"*
Michel Troutaud, Managing Director, Allied Domecq
- *"No one writes with such vigour, cutting out all the blah-blah which we so often get. The papers also have a great sense of humour. I have never read any business papers in my life which are so serious in content and such fun to read. When I met Danny this year in person, he was just as brilliant".*
Jean Francois van Boxmeer, Executive Board member of Heineken