

# AUSTRALIAN OLYMPIC COMMITTEE

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A.B.N. 33 052 258 241

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PO Box 312  
ST LEONARDS NSW 1590

Level 3  
1 Atchison Street  
ST LEONARDS NSW 2065  
AUSTRALIA

Telephone: 61 2 8436 2100  
Facsimile: 61 2 8436 2198  
Email: aoc@olympics.com.au  
Website: olympics.com.au

28 August 2009

## **TO WHOM IT MAY CONCERN**

Reference for EPM Projects Pty Ltd (EPM)

Andrew Graham has asked me to provide a written reference after a second project was successfully completed by EPM for the Australian Olympic Committee (AOC) during 2008/9.

It is with absolute pleasure that I provide this reference for the services carried out by EPM during the renegotiation of our premises lease.

After an initial approach to the Landlord in relation to the lease renewal received an inadequate response, EPM represented by Andrew Graham was appointed to identify and analyse options and negotiate an AOC lease renewal on our behalf. This they did with the utmost enthusiasm taking the negotiation to a level not previously contemplated. This strategy was devised based on their excellent understanding and knowledge of the market. Andrew proved to be a very diligent project manager and was able to identify several options for us to consider.

The final outcome regarding the lease negotiation far exceeded our expectations achieving a considerable saving on our lease costs over the period of the new lease.

At all times Andrew and his team were very responsive attending to our needs in a highly professional manner and this coupled with his vast knowledge of the market is to be commended.

I have no hesitation in recommending EPM and will be happy to utilise their services again when the need arises.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'Michael Mercer'.

Michael Mercer  
Director Corporate Services

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