

To whom it may concern,

Raoul Salter and Gross Waddell ICR in 2021 helped our company through the thinking and process of a move of our Melbourne office space.

They supported us in a number of ways :

- Took us through a structured process that helped us clearly articulate our needs
- Engaged with (and questioned) us on those needs. Continued to engage continuously with us throughout the process.
- Guided us in our strategy with current landlord and potential new properties.
- Prepared a shortlist of potential new properties and facilitated visits to them.
- Helped our decision-making which resulted in extending our current contract.
- Assisted in negotiating a better deal with current landlord including improvements to common areas and toilet facilities.

Overall we were very impressed with quality of service provided by Raoul and Gross Waddell.

Cheers, Alisdair

Alisdair Brown

GM Victoria