

## Case Study- Real Estate/ Lease Restructuring

Situation: A global corporate client with a real estate portfolio of more than 20 MGSF lacked strategic direction and had left significant opportunities on the table during lease negotiations. The significant tenant market of 2008- 2010 presented a global opportunity to restructure the lease portfolio.

### Action:

- Established periodic portfolio strategy reviews with local brokers in North America, EMEA, Asia, Japan, India and China
- Identified significant opportunities for restructuring
- Completed due diligence with business units to verify future space needs at primary locations
- Secured funding approval for early renewal lease extensions
- Launched a global “Blend and Extend” strategy to reduce rent at primary locations while extending the terms to lock in savings
- Optimized market cycle timing in each region to maximize tenant leverage
- Targeted all leases with two years or less remaining on term and met face to face with Landlords

### Results:

- Negotiated significant rent reductions and incentives in exchange for longer term at primary locations
- *Saved* over \$10 M in rent obligations (significantly more in cost *avoidance*) within a two year timeframe
- Improved and upgraded many workplace environments through negotiated tenant improvement allowance, or TIA’s