

REGUS FAZLANI BUSINESS CENTRE

Transaction Advisory



KEY FACTS

Job – Transaction Advisory

Total Built Up Area – 16,000 sq ft

Nature of transaction – Business Centre
Management Contract With REGUS

CLIENT OBJECTIVES

Regus, one of the world's leading Global Serviced Office providers with a network of over 1100 Centres in 85 countries wanted to source suitable business to generate revenue out of a prime property located in the heart of the financial district of Mumbai.

PROJECT CHALLENGES

Being a prime ground floor retail premises it was difficult to find a suitable tenant who could pay high rental.

Our team suggested serviced office business operators who do not pay any rentals or minimum guaranteed returns. In addition owners had to invest in the furniture and fixtures.

Explaining the concept to an investor who is used to earning rentals needed a lot of education.

SERVICE OFFERED

Transaction Advisory: The team assisted the Owners to negotiate Management terms with Regus. Along with this, the team assisted with the designing aspect of the Business Centre as the property offered double height which needed to be utilized gracefully by keeping the improvement costs under check.