

## SARASIN ALPEN – INDIA

### Transaction Advisory



#### KEY FACTS

**Job** – Transaction Advisory for lease of office space in Mercantile House, KG Marg, New Delhi

**Area leased** – 2,400 sq ft approx

**Nature of transaction** – Lease

#### CLIENT OBJECTIVES

Sarasin Alpen (India) Private Limited is a subsidiary of the Bank Sarasin & CO., Ltd, Switzerland, a leading Swiss private bank based in Basel, Switzerland. It is the first presence of the Sarasin Group in India with offices in New Delhi and Mumbai. Sarasin Alpen provides financial advisory and consultancy services to wealthy private clients in India and distributes select prime third-party products such as mutual funds.

In Delhi, Sarasin Alpen was operational from a business center since inception. Keeping in mind the expansion plans and increase in headcount, the company approached our Transaction Advisory team for sourcing a suitable office space on lease in a multi-tenanted building in and around Connaught Place, the CBD of Delhi.

Our well networked team effectively found an office space of 2,400 sq ft approximately in Mercantile House, KG Marg, Connaught Place. The shortlisted building has great space efficiency, ample car parking space, right in the CBD and is well connected to the metro station.

#### PROJECT CHALLENGES

Sarasin – Alpen was running an office from a business center in Connaught Place. Keeping in mind the expansion plans for the coming financial year and the increase in headcount, the company's objective was to take advantage of the stabilized rental values in the Real Estate market and have their own office facility which gives them more branding opportunities, easy access to Metro & other public transport and at the same time within their specific budget. The Transactions team worked out a customized solution which worked both for Sarasin Alpen and the property owner. The space owner was also keen to lease the said space to a Multinational company. It was indeed a win – win situation for both as the building and the space met all the above parameters.

#### SERVICE OFFERED

**Transaction Advisory:** The team was successful in leasing the said office space to the client at a very competitive price.