

SIEMENS

Transaction Advisory



KEY FACTS

Job – Transaction Advisory

Total Area – 20,000 sq ft

Nature of transaction – Lease

CLIENT OBJECTIVES

In a strategy to expand in Pune amongst other localities, Siemens was evaluating renting of sites in Pune, India. Our team assisted them in providing fair value of the office space.

PROJECT CHALLENGES

The challenges involved were generating right kind of options comparable through which both the National and the Local terms were to be satisfied. Once that was done clients real estate team moved in for negotiations, which was very challenging as they were very demanding. Favorable terms were arrived at after several rounds of conference calls, meetings and discussions.

SERVICE OFFERED

Valuation Advisory: The team was able to assist client in assessing various options vis-à-vis locations, profile of landlords and commercial aspects of the deal.