

# TWENTYTWO

# Commercial Leasing

STEPS TO SAVE MONEY AND GET A BETTER DEAL

	DIY		TWENTYTWO	
HOW BIG?	1,000m <sup>2</sup>		900 m <sup>2</sup> 10% saved	<b>Right-sizing your space matters</b> Too much wastes money. Too little hinders performance. Our experts help you get it just right—now and for the future.
HOW MUCH?	\$500 /m <sup>2</sup>		\$450 /m <sup>2</sup> 10% saved	<b>Don't get caught up in the rental hype</b> We know the market, what spaces are really worth, and how to negotiate hard—so you pay the right amount.
HOW LONG?	12 years		11 years ~10% saved	<b>Balancing tenure with flexibility is critical.</b> Longer lease terms benefit landlords, but adjusting initial terms and renewal rights gives you better value and more control.
FITOUT COST?	\$4 Million		\$3.6 Million \$0.4M saved	<b>Focus on what truly supports your people.</b> Our experts will challenge what can be re-used, clarify your real needs and set up strategic procurement to reduce upfront and ongoing costs.
LEASE END COSTS?	\$0.5 Million		\$0.1 Million \$0.4M saved	<b>Negotiate tenant-friendly lease terms.</b> We will help cover upfront any future end or exit obligations to protect your interests.
UNFORESEEN WORK?	\$0.5 Million		\$0 \$0.5M saved	<b>Be aware of work the landlord should cover.</b> We'll ensure thorough due diligence on the building so you don't end up paying for landlord responsibilities.
INCENTIVE PAYMENT?	\$0		\$0.4 Million \$0.4M gained	<b>Don't miss out.</b> Many landlords offer move-in incentives. Negotiation strategies and competitive tension can help secure even better incentives for you.
<b>THE OUTCOME</b> Over the lease term	\$11 Million		<b>\$8.55 Million</b>	<b>Strategic lease adjustments can create exponential savings across your entire property cost.</b>