

Case Study in Summary



CASE STUDY ONE

Rental Abatements

A regional shopping centre in metropolitan Perth has a national branded pharmacy in it whereby the landlord refused to permanently vary the lease due to the fact that he didn't want to asset value to decrease. Trading conditions for the pharmacy based on the current rent meant that they were only making a nominal profit.

We were able to negotiate a rental abatement for 4 consecutive years which meant that the pharmacist benefitted from the \$172,000 per year decrease in their rent.

4
YEAR
LEASE

\$172,000 p.a.
decrease in rent

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CASE STUDY TWO

Mid-Term Lease Re-negotiation

We helped a pharmacy in metropolitan Brisbane that was trading in a subregional shopping centre, who was trading poorly due to the under performing shopping centre.

We were able to renegotiate the lease and reduce the pharmacies rent by over \$278,000 per year while also giving them a new 8 year lease term.

8
YEAR
LEASE

\$278,000 p.a.
decrease in rent

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CASE STUDY THREE

Lease Renewal Negotiation

A regional shopping centre in a metropolitan city, that had 3 pharmacies in the asset.

This particular pharmacy was 500sqm and whilst it took some weeks to achieve we were able to reduce the rent by over \$358,000 per year for a new lease term of 10 years.

10
YEAR
LEASE

\$358,000 p.a.
decrease in rent