DEFINITIONS

Tenant Favourable: Competitive market for occupiers; market typically characterised by a shortage of immediate property options.

Neutral: Incentives levels are in line with market’s standards, and none of the parties appears to be having a dominating position when a new lease is signed or in renegotiating lease terms.

Landlord Favourable: Competitive market for landlords; occupiers typically have a larger choice of available property options. Incentives levels (e.g. rent-free periods, etc.) are higher than the norm. Landlords are more inclined to negotiate various aspects of the lease and more aggressive in offering incentives to keep tenants in place, and satisfying specific requests. As a result, headline and net effective rents across the market are under downward pressure, and are likely to decline in the short-medium term.

Incentives levels have been reduced and are nonexistent or generally below the norm. Tenants have limited/reduced ability to influence lease terms. As a result, headline and net effective rents across the market have been increasing, or are likely to increase in the short-medium term.

Tenant: Favourable: Competitive market for landlords; occupiers typically have a larger choice of available property options. Incentives levels (e.g. rent-free periods, etc.) are higher than the norm. Landlords are more inclined to negotiate various aspects of the lease and more aggressive in offering incentives to keep tenants in place, and satisfying specific requests. As a result, headline and net effective rents across the market are under downward pressure, and are likely to decline in the short-medium term.

Landlord: Favourable: Competitive market for occupiers; market typically characterised by a shortage of immediate property options.

Neutral: Incentives levels are in line with market’s standards, and none of the parties appears to be having a dominating position when a new lease is signed or in renegotiating lease terms.