

Case Study

Trade Counter Lease Renegotiation

Objective

Retained by a leading trade counter company and instructed to review their portfolio of over 600 locations.

Utilising our expertise in the trade-counter and industrial market we were able to identify multiple opportunities to save the client money by renegotiating their existing leases.

Work undertaken

A bi-lateral approach was required; working closely with the client to identify their top performing stores.

Once identified, we were able to approach groups of landlords and negotiate significant savings (in the form of rent-free periods) by:

- Settling rent reviews and lease renewals as package deals with the same landlord.
- Removing break clauses.

- Extending tenure with reversionary leases or re-gear leases.

In one case involving 10 units owned by the same landlord, spread from Bermondsey to Bootle, we were able to negotiate a group deal that saved our client **over a quarter of a million pounds** in rent in 2020.