



MOSCOM.

AML3D CASE STUDY

How We Assisted AML3D Implement It's New Strategic Direction by Consolidating to an Upgraded Premises.

AT A GLANCE

CHALLENGES

- Time pressure
- Asset scarcity
- Complex requirements
- Inner city location request with "manufacturing" use.

SECURED OUTCOMES

- Off-market opportunity
- Generous lease incentive
- Hi-tec manufacturing use
- No business interruption
- Smooth transition.



"The most coveted commercial opportunities do not always become available on the open market. Having a network of agents can be invaluable in achieving the desired results."

GERRY PETROPOULOS
MOSCOM.

OBJECTIVES

AML3D were repositioning from large scale manufacturing to a more tech focused delivery of it's capacity. It needed a modern and suitable industrial facility to implement this new direction.

SOLUTIONS

We implemented a 3km radius of the client's target location.

Despite the scarcity of inner-city modern industrial buildings, we leveraged our agent network and secured an off-market opportunity. It was close to the desired location, supported the permitted use and was competitively priced.

We negotiated additional Lessor works so the property was 100% suitable upon handover day.

BENEFITS

Rare Opportunity in Competitive Market

We leveraged our agent network to introduce an opportunity where there was a scarcity of premium inner city industrial assets.

Meticulously Researched Rental Rates

Opportunities were outlined in a report format that detailed rental rates for presentation purposes.

Property Research

This requirement was complex due to the numerous factors that needed to be taken into account prior to presenting options to the client.

Convenience

The Executive Director's time is extremely valuable. By eliminating the need to search for a suitable space, they were able to concentrate fully on business operations.