

# BAT Momentum Office Building

Flexible lease terms benefit,  
lease renegotiation.



## Client Objectives

4 years after moving into their new office, request is to renegotiate the lease with giving back space, without major increase in rent and stay in the premium quality office.

## Results

The major challenge here is that the market changed drastically, with high increase in rent and strong demand for premium offices.

Our expert team managed to showcase to the landlord why is a good decision to accept the competitive lease terms by keeping BAT as the tenant.

Despite the high market rents, and challenging negotiation conditions due to trying to hand back some unnecessary areas managed to achieve rent reduction and successfully close the renegotiation.



**Space**  
1.600 m<sup>2</sup> office,  
Momentum Office Building,  
Budapest



**Industry**  
Tobacco



**Success**  
Keep the rent competitive  
level and giving back space

*British American Tobacco (BAT) is among the leading tobacco firms of the world. Currently, it is represented by more than 50.000 workers in about 60 countries. It has been present in Hungary since 1992. It operates with a head office in Budapest and a modern tobacco factory in Pécs.*