

# Tenant representation

## Tailored solutions

Newsec tenant representation team will find the right office space to meet your organization's current and future needs and will negotiate most favorable lease conditions – all while saving you time and money.

As an office space occupier, you can benefit from Newsec support in strategic and tactical real estate decisions. Our offer includes extensive local market knowledge as well as assistance in finding new premises and assessing all possible rent scenarios, whether that be relocation, new lease acquisition, renegotiations, competitive renewal/re-gear, or space expansion/reduction.

With a holistic perspective, considering every step from analysis to execution focusing on the needs of your business, we'll develop strategies that meet your goals as a tenant. We have a highly skilled team of professionals in Baltic capitals to support you in making all important office-related decisions.



- Full and up-to-date market information

- Dedicated project leader

- Aligned project timeline



- Structured office occupancy requirements

- Financial and functional analysis of buildings and scenarios



- Negotiation tactics

- Heads of terms

- Lease agreement

## Professional experience



>50 executed transactions



>150 000 sqm represented



Baltics coverage

## Case studies



**SEB**

**HQ and SSC**

- Strategic consulting
- Tenant representation
- 12 500 sqm HQ
- 13 000 sqm SSC
- Vilnius, Lithuania



**Telia**

**HQ and SSC**

- Strategic consulting
- Tenant representation
- 15 000 sqm HQ
- 4 500 sqm SSC
- Vilnius, Lithuania



**Danske Bank**

**SSC**

- Strategic consulting
- Tenant representation
- 42 000 sqm in 6 transactions
- Vilnius, Lithuania

## Selected clients

