



**ESSSuper**  
**140 William Street, Melbourne**

ESSSuper occupied three and a half floors of an A grade office building in the Melbourne CBD and had an exercise of option date looming.

Taking a new Lease at the existing Premises or relocating to a new building was being actively considered. ICP where appointed with just three weeks remaining to the critical exercise of option date. The brief was to provide strategy advice, financial analysis and negotiate a commercially favourable outcome for all Premise options. A key requirement was the need to build in expansion or contraction rights into any new Lease.

Direct negotiations with the owners resulted in ESSSuper committing to a long term Lease at their existing Premises. The transaction resulted in a market based rental, incentive and significant Landlord works contribution. Critically, ESSSuper secured the expansion and contraction rights that delivered the desired flexibility through out the new Lease Term.

<b>Size</b>	<b>3,284 sqm</b>
<b>Lease Commencement</b>	<b>2017</b>

