



**Fujitsu Australia  
Exchange Plaza, Perth**

Fujitsu Australia Limited occupied premises that resulted in their occupancy being over 3 floors with a fitout that no longer met their business needs. Their requirement was to occupy a single floor plate in Perth CBD.

Although market conditions were favourable for tenants at the time, large single floor plates had limited availability.

ICP prepared a market approach that ensured leverage was maximised for Fujitsu including ensuring a wider of variety of premises were considered to disorientate the market and ensure landlords were competing for their business.

The result secured the ideal premises for Fujitsu available in the market at a highly competitive rent, in excess of 50% incentives, no make good and a landlord works package that refurbishes the premises and will reduce the cost of Fujitsu's fitout.

<b>Size</b>	<b>1,300 sqm</b>
<b>Lease Commencement</b>	<b>2016</b>