

## SIDLEY AUSTIN BROWN & WOOD LLP at Two IFC, Central



SIDLEY AUSTIN BROWN & WOOD LLP  
AND AFFILIATED PARTNERSHIPS

### THE CHALLENGE

- Ensure an outstanding working environment especially compared with other reputable law firms
- Many relocation options in the market
- Rapidly changing economic conditions because of SARS and extraordinary large supply of offices spaces from Two IFC

### THE SOLUTION

- Conducted due diligence among reputable law firms on space per lawyer.
- Selected buildings according to number of window offices per 10,000 sq. ft., area efficiency, and rent.
- Negotiated on selected options ONLY to arouse serious feedback from landlords and max. leverages for SABW.
- Negotiated heavily on expansion rights preparing for economic recovery and business growth.
- Closing negotiations immediately when the market rebound.

### THE RESULT

- SABW consolidated all its operations, which had been located in 2 buildings, into one floor of Two IFC with absolute expansion rights on a higher floor
- Rental package achieved was second only to the largest tenant in the building