



ask-re secures prestigious W1 address for Matrix Securities

CLIENT BRIEF

Our client Matrix Securities had occupied 7-9 Savile Row for a long period as it grew from modest beginnings. With 3 leases, the main one ending imminently, *ask-re* was required to relocate the business to more prestigious offices ideally over one floor of circa 12,000-15,000 sqft to provide better workspace/client reception and to allow for expansion. We carried out a full trawl within Mayfair and St James's area. We eventually negotiated a unique option at 1 Jermyn Street where our clients secured the 6th and 7th floor to include a cupola, entertainment area and outside roof terrace at the top of the building which totalled 13,500 sqft on a lease from McKinsey. This was a tough deal to do but we secured the option for the client.

ASK-RE ACTIONS

ask-re advised on and project-managed the fit out carrying out a significant overhaul of the premises. We are currently advising on the business rates appeal, as well as post-move maintenance. This was a lot more than a simple relocation and required our corporate real estate skills across the board of actions, including fit-out, disposal of existing leases, acquisition of new space, financial modelling and so on.

SUMMARY

ask-re ensured there was a clean exit from the complex leasing situation at Savile Row and secured competitive terms on a very prestigious building and interesting space for the client, which suited their business and requirements so much better.

chartered surveyors
ask-re
The Property People LLP

ASK-RE

ask-re is one of the UK's leading property consultancies. For more than 15 years we have provided business-driven real estate consultancy and service delivery to a range of clients throughout the UK providing national reach, transferable skills and local delivery.

Our unique approach combines strategic property and business knowledge, all designed to add value or reduce the cost of commercial property occupation and ownership. As such, our client facing team is made up of a blend of property and business specialists all focused on delivering excellence through creative and effective advice, underpinned by the utmost integrity and the strongest professional relationships.

CRES

Corporate real estate services (cres) is a special skill set for corporate occupiers of commercial properties. We match our skill sets to occupier issues and needs, producing bespoke solutions driven purely by individual needs and limited only by what the property tenure and market conditions allow us to achieve.

Our skills are particularly valuable and relevant during periods of change whether downsizing or growing, whether disposing or acquiring, whether refinancing or releasing embedded assets. In addition to these more generalised scenarios, we offer specialist advice in matters such as capital allowances, lease restructuring and corporate finance either directly or with partners.

OUR SERVICES

- Enable
- Corporate Real Estate Services
- Investment
- Investment Asset Management
- Business Space Leasing
- Rent Reviews, Lease Renewals & Valuations
- Business Rates
- Planning and Development
- Building Consultancy
- Smartspace (www.smartspace-uk.com)
- Globe/Reactive (www.globefacilities.co.uk)
- aedis (www.aedis-uk.com)

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