

***Retail Tenant  
Services***



## ***What can Élan do for Pharmacists?***

1. Review and provide a strategy report on existing lease.
2. Manage negotiations on:
  - Market rent reviews
  - Lease renewals and options
  - New leases
3. Secure new leased premises.
4. Advise on acquisition or disposition of properties.
5. Advise on property matters for a business sale.



## ***What are the benefits of using Élan?***

1. Élan is a professional organisation that will take the stress out lease negotiations and allow the Pharmacist to focus on their business.
2. The lease and the costs are critical to the goodwill value of the business, using Élan's negotiating skills, market knowledge and experience the Pharmacists will get the maximum operation benefit and increase the value of the business.
3. Elan has a team of property professionals with a proven track record in retail property and lease negotiations. We have negotiated leases on behalf of tenants, both small and large, and managed retail investments from stand-alone strip retail to major shopping centres
4. Pharmacists will not only benefit from Élan's negotiation skills and leasing expertise but their investment knowledge. We understand investor objectives and therefore know how to leverage the negotiation for a Pharmacist's maximum benefit.
5. Our team is led by founding Director Paul Lachal who has over 30 years direct property experience, supported by a team of property analysts and valuers.
6. We are located in Melbourne and understand the Victorian market.

## **What is the scope of the services Élan can provide?**

### **Review of lease and strategy report**

This report would form the basis of all appointments and be completed for all existing lease engagements. The report would:

- Summarise critical terms including key dates.
- Provide a strategy report, which includes comments on critical lease issues.

Élan can also provide a report that addresses the opportunities with the Pharmacists catchment area and also if the shop is within a shopping centre an analysis of the centre and its potential.



### **Manage negotiations on rent reviews, lease renewals and new leases.**

The negotiation process we follow is the same but the recommendations and negotiations will vary dependant on whether the lease is at an end, with or without options, or a market rent review during the lease.

Having completed the strategy report we:

1. Review all lessor correspondence and provide recommendations in respect of rent and other issues regarding negotiations including but not limited to:
  - The level of rent compared to market
  - The retail dynamics of the location
  - Rent free
  - Fitout contribution
  - Relocation clauses and opportunities
  - Outgoings
  - Options for further terms
  - Make good if appropriate
2. Provide the Pharmacist with recommendations and justifications on the negotiation.
3. Meet, correspond and negotiate with the Lessor.
4. If required, brief and appoint valuers to act on behalf of the Pharmacist for a market rent determination.
5. Agree and negotiate the lease documentation.

## **What is the scope of the services Élan can provide?**

### **Secure New Leased Premises.**

1. Source the market for suitable options if required.
2. Review tenant sourced options.
3. Recommend and make offers on behalf of the Pharmacist.
4. Manage the negotiations in respect Heads of Agreement.
5. Manage the negotiations in respect the lease document.



### **Advice on property acquisition and disposition.**

Élan is experienced in the sale and purchase of retail property and can assist in both areas.

#### **Acquisitions**

1. Inspect the property and provide analysis and recommendation as to value supported by market evidence.
2. Provide recommendations in respect of the negotiations and if required negotiate the purchase.
3. Review all legal documentation and manage appropriate due diligence process.

#### **Dispositions**

The best sale strategy will depend whether the property is sold with a leaseback or vacant possession. Élan will provide a strategy report tailored to the requirement of the Pharmacist.



## ***What will Élan charge?***

1. Review of Lease and Strategy Report – From \$750, which includes first meeting and briefing. The final price will be agreed and based on the complexity of the lease.
2. An agreed fixed fee dependant on the scope of works to:
  - Negotiate New Lease in Existing Premises
  - Negotiate New Lease in New Premises
  - Negotiate Market Rent Review
  - Negotiate Lease Renewal and Lease Options
3. Acquisition and Disposition – an agreed structuring fee plus a success fee based on 1% of the purchase or sale price.



Suite 401A,  
198 Harbour Esplanade, Docklands,  
VIC 3008.

PH: Paul Lachal +61 (03) 9008 4671

Email: [plachal@elanpg.com](mailto:plachal@elanpg.com)

[www.elanpg.com.au](http://www.elanpg.com.au)