



Fox International Channels



- Building Name: Active Fun Building
- Total Area Transacted: 544 sq.m
- Transaction completed in approximately 8 months

Requirement

Fox International Channels (FIC) is the international multimedia subsidiary company of News Corporation's. It produces and distributes entertainment, factual, sports, and movie channels all over the globe. Its corporate headquarters in the Philippines is in need of a new office space for relocation to upgrade their amenities and eventually strategically place itself in a more suitable environment. The client required a 500 sq.m Grade A office space in a reputable building within Bonifacio Global City.

Challenge

The challenge experienced with this transaction was that while KMC MAG Group was able to find a suitable building that the client liked, namely the Active Fun Building, the space within the building had several issues that needed to be addressed. Some of the issues the client experienced during the fit-out phase included problems with leaks, the air conditioning, and the positioning and cut of the unit. The client preferred to stay in the space due to other benefits such as signage perks, the non-traditional office setting, the building's design, and how the other tenants present in the building give it the reputation of being a media building. Thus, KMC MAG Group's challenge was to secure the space for the client while negotiating for a fair rate given the set backs they experienced in the space itself.

Solution

During the selection of office space, KMC MAG Group presented comprehensive portfolios for the clients to decide on the most suitable and convenient space for their business. Upon selecting the Active Fun building, the company assisted in the discussion of the preconditions and at the same time acted as an intermediary to the client and the lessor to reach amenable agreements. In the end, the KMC MAG Group effectively delivered solutions in the best interest of the client, providing not only the usual tenant representation and negotiation services but also after sales services that quickly addressed the client's needs and concerns. In order to compensate for the problems with the space, KMC MAG Group also was able to negotiate for a more competitive rate and obtain the best deal for the client.