



## Roche



- Building Name: One Global Place
- Total Area Transacted: 1,189 sq.m
- Transaction completed in approximately 7 months

### Requirement

F. Hoffmann-La Roche Ltd. is a Swiss global health-care company that has been present in the Philippines for over 40 years. Initially the company was looking into a commercial space for sale of about 1,000 sq.m - 1,500 sq.m. The client was looking to move from their then space in Pasong Tamo to a more premier location in Bonifacio Global City.

### Challenge

The main challenge in this case was to be able to guide the client accordingly with strong market analyses in order to help them decide on whether they wanted to buy or lease their space. Also, the client had several other challenging requirements such as ample parking space as well as finding the most ideal building suited exactly to their needs.

### Solution

KMC MAG Group successfully delivered a solution for Roche Philippines, ultimately beating out other bidders and being able to provide the ideal space along with providing for all the clients other requirements. KMC MAG Group also conducted a qualitative and quantitative study which helped the client decide to lease their space instead given the volatile peace and order situation brought about by the ongoing global crisis at the time. KMC MAG Group was able to successfully secure a 1,189 sq.m space at a very reasonable rate over a long-term lease for Roche in One Global Place, a Class A, PEZA accredited building in Bonifacio Global City.