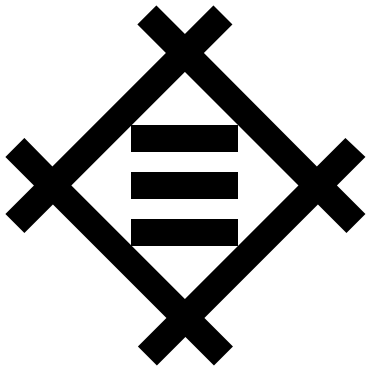




## CASE STUDY

***"The landlord concessions negotiated on our behalf provided us a great foundation... as well as a basis for us to renew our lease for the next 10 years."***

Mitsui & Co. (USA), General Manager



**mitsui & co.**

### *Relationships in Real Estate*

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Mitsui & Co. (USA), Inc.  
Expansion and Centralized Management

## SITUATION ANALYSIS

Mitsui & Co. (USA), Inc. is a corporation that engages in business investment, project development and management, and capital goods leasing and technology transfer. Working with Moody Rambin as their office tenant representative, we successfully expanded their floor space and centralized the management of leases for their Houston-based companies.

## STRATEGY & SOLUTION

As part of their growth strategy, Mitsui & Co. (USA), Inc. needed to expand office space for their Houston companies to grow. The corporation also needed to roll several leases into a centralized management plan in order to increase efficiency and gain negotiating leverage with landlords.

Financially, Mitsui & Co. also needed to reach a specific economic goal to receive Executive Management's permission to continue.

## RESULTS

Moody Rambin negotiated two long-term leases for Mitsui & Co. (USA), Inc. in the Post Oak area. We were able to centralize control for three office floors, achieve a 20% decrease in Gross Rent from the landlord's initial offer, a 200% increase in tenant improvement allowances over the initial offer, and an 86% increase in abated Gross Rent until the requested upgrades were completed.

We also ensured the landlord extended the high-rise elevator bank specifically for the corporation's use. Finally, the firm secured future rights for expansion as the corporation continues to grow. Moody Rambin was able to negotiate favorable terms, conditions, and concessions that met or exceeded client's expectations.