

## ***New service – lease consultancy***

PwC offers comprehensive support to companies in the area of leases, effective office organisation and change management.

### ***Do you know...?***

Preparations for a new lease should start more or less **2.5 years** before the end of the current lease agreement.

**80%** of office space is taken up by single workstations, while we only spend **50%** of our time on individual activities.

**60%** % of companies believe that the corporate culture is more important than the strategy or business model.

Desks remain unoccupied during **50%** of time during the day.

Starting negotiations well in advance could allow **even to double** the incentives obtained from the landlord.

**60%** of employees perceive the company's location as an important factor in choosing their employer.

**51%** of companies believe they need a change in their corporate cultures.



## *What we offer?*



### ***Legal services***

- reviewing the lease agreement or preparing its draft (including leaseback and built to suit projects);
- consultancy at every stage of the investment (before construction starts, during and after completion), which allows to achieve a different degree of space adaptation for the tenant
- consultancy on the content of the contract (including finishing works, guarantees, terms of notice and division of the parties' liability);
- preparation of the reception and return conditions of the office;
- contract negotiations.



### ***Business services***

- preparation and implementation of the entire process related to the lease transaction;
- selecting the most interesting locations in line with the client's expectations;
- cross-sectional analysis of rental offers received;
- assistance in the selection of technical advisers, architects, contractors;
- adjusting the space to the preferences of employees.



### ***Change management services***

- support in transformation projects;
- analysis of organizational culture;
- implementations in the field of new technologies;
- legal advice on employee matters.



### ***Financial and accounting services***

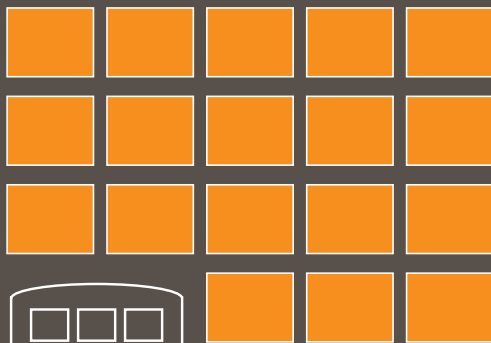
- analysis of the impact of lease agreements on financial statements (results, debt, presentation of financial data);
- scenario analysis - contract records and conditions and their impact on potential results changes;
- review of lease agreements regarding the impact on covenants included in financing agreements;
- comprehensive accounting consultancy in the case of complicated contracts.

## ***Within #dobrynajempwc service:***

- *we provide legal security;*
- *we use long-term business knowledge of the real estate market;*
- *we care for people and their comfort;*
- *we know how important the work environment is;*
- *we use new technologies;*
- *we care for financial security.*

### Profits

- reduction of lease expenses
- legal security
- control of operating fees
- space adapted to the employees' needs
- saving time regarding the process of choosing and arranging office space



### Our team

- legal advisers with many years of experience in international law firms
- business advisors with expert knowledge of the commercial real estate market
- financial advisors and accountants
- experts on change management in the organization



## Contact



**Marta Hincz**  
Counsel  
[marta.hincz@pwc.com](mailto:marta.hincz@pwc.com)  
+48 519 504 603



**Katarzyna Kowalczyk-Celińska**  
Senior Manager  
[katarzyna.kowalczyk@pwc.com](mailto:katarzyna.kowalczyk@pwc.com)  
+48 502 184 446