

COMMERCIAL REAL ESTATE AGENCY OF THE YEAR (OPEN CATEGORY)

Hartamas®

Hartamas Real Estate (Malaysia) Sdn Bhd



The Corporate Services Division is a major division in the **Hartamas Group of Companies**. Unlike many others, it is a stand-one department that focusses exclusively on the needs and requirements in the commercial sector of the property industry. This dedicated approach has resulted in coveted knowledge and expertise that is appreciated by our growing circle of long-term clients.

Our scope of services encompass Market evaluation

- **Identification of best opportunities**
- **Building, infrastructure and financial needs analysis**
- **Evaluation matrix and selection rationalisation**
- **Lease negotiation**
- **Tenancy Documentation**
- **Advice onfit-out and post-completion services**

The numerous transactions we have concluded have given us an acute understanding of the varying needs of each landlord and tenant. This has enabled us to enhance the asset value for building owners in maximizing rents, increasing occupancy and improving tenant quality by blending their investment objectives with tenant & occupational requirements whether for completed buildings or new builds.

On an institutional front, we advise on acquisition and disposal of quality premises. Our capabilities have earned us the trust and confidence of trust funds, Multi-National Corporations, Public Listed Companies and Government Linked Companies.