

# CASE STUDY

## YASKAWA

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### CLIENT

Yaskawa

### LOCATION

3530 Laird Road,  
Mississauga

### REAL ESTATE TYPE

Commercial

### SQUARE FOOTAGE

32,800 SF

### SERVICES

- Real estate advisory since 2012
- Multiple lease renewals
- Lease negotiations

### PROJECT OVERVIEW

Yaskawa Canada Inc. is a subsidiary of Yaskawa Electric Corporation, a publicly traded Japanese automation and robotics manufacturer. The company's objective is to provide automated products and solutions for a wide range of industries. Yaskawa has occupied 3530 Laird Road, Mississauga since 2002.

### THE CHALLENGE

Faced with an upcoming lease expiry of 3530 Laird Road, Yaskawa understood that market rental rates had risen by nearly 200% since their last lease negotiation. As a result of this projected rental rate increase, Yaskawa needed to evaluate whether to extend the lease or relocate.

### THE SOLUTION

Jesse Micak was engaged to provide real estate advisory and represent Yaskawa with their existing landlord (Great West Life) and other potential landlords in the market.

### RESULTS ACHIEVED

Jesse and his team advised Yaskawa that it would be in their best interest to begin lease negotiations early (24 months in advance) to obtain a sense of the landlord's rental position, regardless of the business impact of the potential rent increase.

By beginning the process early, Yaskawa would allow themselves ample time to negotiate, relocate and renovate a new Canadian headquarters in the event it was not possible to arrive at agreeable lease extension terms with Great West Life.

Following a lengthy advisory process, that included an RFP release to the broader landlord community in Mississauga and Oakville, Jesse and team were able to leverage other, compelling leasing opportunities in the market to improve Yaskawa's position with their existing landlord.

As a result, Yaskawa extended their lease, avoiding relocation costs and operational interruptions, and did so at terms and conditions that were favorable to their business.