review of the Hong Kong office market

March 2013

Recent Clients

Winsmart Shipping (East Exchange Tower)
Crown Maritime (Dah Sing Financial Centre)
HSH Nordsbank (Central Plaza)
Fung Wong Ng & Solics (Shanghai Invst Bldg)
Sart Underwriting (Wing Hang Finance Centre)
TR Advisors (8 Wyndham Street)
Silverhorn Investments (100 QRC)
Evans & Peck (248 Queen's Road East)

The rates quoted in this review are not the landlords asking rates but are just our estimated guide on target effective rates and are subject to change at any time.

The information in this publication should be regarded as a general guide only. Whilst every effort has been made to take care in its preparation, no representation is made or responsibility accepted for its accuracy. Visit our website to request a listing that matches your size and budget requirements

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Activity in this location has been restricted by the limited supply, hence the number of relocations here has been modest. In Sheung Wan, GK Holdings finally completed their move to the penthouse floors of Li Po Chung Chamber from Cosco Tower. Calypso Technology has just moved into The Center and Walton International also moved here recently from Central Plaza.

The best quality space and widest choice of units in this location can be found in Cosco Tower and The Center.

In Admiralty, Poly Auctions have just set up offices in One Pacific Place. Siberian Mining Group moved from 8 Queen's Road Central to Admiralty Centre and new tenants to Bank of America Tower include Transpac Capital from Hutchison House and Fortis Mining.





122 Queen's Road Central Units from 2,400 - 4,800 sq ft (G)





Admiralty Centre Tower 1 18 Harcourt Road Units from 3,147 - 11,760 sq ft



Infinitus Plaza 199 Des Vouex Road Central Units from 4,000 - 12,000 sq ft (G)



The Center 99 Queen's Road Central



Admiralty

Target Effective Rates per sq ft

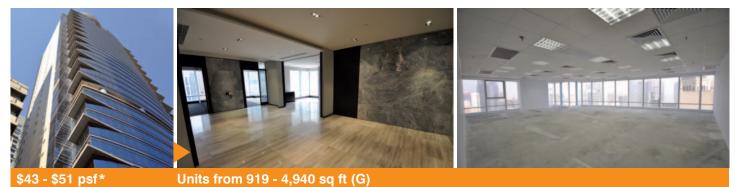
Sheung Wan / Central West

Sheung wan / Central W	COL					rannary	
122 Queen's Road Centra	al \$32	Guandong Investment Blo	lg \$30	Unicorn Trade Centre	\$33	Admiralty Centre T1 & T2	\$43-50
69 Jervois Street	\$20	Infinitus Plaza	\$43	V. Heun Building	Full	Bank of America Tower	\$53-63
181 Queen's Road Centra	al \$30-40	ING Tower	\$32-36	Wing On Centre	\$46	CITIC Tower	\$68-75
Beautiful Group Tower	\$36	Kai Tak Commercial Bldg	\$26	Yardley Commercial Building	\$32	Far East Finance Centre	\$53
BOCG Insurance Building	Full	Li Po Chun Chambers	Full			Fairmount House	Full
China Insurance Group B	ldg \$38	Nan Fung Tower	\$34-37			Hutchison House	\$45-60
Cosco Tower	\$45-53	Pacific Plaza	\$14-16			Lippo Centre Tower 1 & 2	\$43-53
EIB Centre	\$25-27	Shun Tak Centre	\$50			One & Two Pacific Place	\$98-105
Golden Centre	\$32	The Center	\$50-75			Three Pacific Place	\$85-90
						United Centre	\$35-38

Target Effective Rates per sq ft

8 Queen's Road Central	\$78	Chuang's Tower	\$45-48	LHT Tower	\$85-90	Prince's Building	\$112
8 Wyndham Street	\$40-50	Citibank Tower	\$75-80	Lucky Building	\$33	Printing House	\$55
9 Queen's Road Central	\$60-65	Citibank Plaza - ICBC Twi	r \$75-80	Lyndhurst Tower	Full	Prosperity Tower	\$60-63
100 Queen's Road Centi	ral \$65	Club Lusitano Building	\$50-54	Man Yee Building	\$65-75	Shun Ho Tower	Full
ABC Tower (50 CRC)	Full	Dina House/Ruttonjee Ctr	\$45-52	Nexxus Building	\$70-73	St George's Building	\$85-88
AIA Central	\$110-120	Edinburgh Tower	TBC	New Henry House	\$68	St John's Building	\$45-50
Alexandra House	Full	Entertainment Building	\$60-70	New World Tower 1	\$55-62	The Centrium	\$43-51
Aon China Building	\$60	Euro Trade Centre	\$42-45	One Exchange Square	TBC	The HK Club Building	\$95
Bank of China Tower	\$95-98	Fung House	\$42-45	Two Exchange Square	TBC	Universal Trade Centre	\$27
Baskerville House	Full	Gloucester Tower \$	6125-135	Three Exchange Square	Full	World Wide House	\$45-65
CCB Tower	\$130	Henley Building	\$70	One IFC	\$125	Wheelock House	\$65-74
Chater House	TBC	Hip Shing Hong Centre	Full	Two IFC	\$125-140	Wing On House	\$38
Central Building	Full	HK Diamond Exch. Centre	e Full	Onfem Tower	Full	Wyndham Place	Full
Central Tower	\$80-83	Jardine House	TBC	On Hing Building	\$35	York House	TBC
Cheung Kong Center	\$90-110	Kinwick Centre	\$40	Pacific House	\$46	_	

Central / Economy Range (\$38 - \$48 psf)



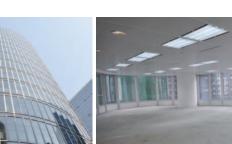
The Centrium 60 Wyndham Street



Euro Trade Centre 13-14 Connaught Road Central Units from 1,900 - 4,584 sq ft (G)



St John's Building 3 Garden Road



Units from 3,585 - 5,938 sq ft (G)



Fung House 19-20 Connaught Road Central Units from 2,574- 4,162 sq ft (G)

\$40 - \$50 psf*



Central has been a very active location for office leasing over a wide variety of buildings. In the high end market, East West Bank and Vontobel Asia have just moved into **Two IFC**, from Gloucester Tower and Jardine House respectively. Sumitomo Mitsui Trust has leased a floor at **AIA Central** and Winnington Capital is also moving here from St Georges Building.

Bank of China Tower has leased space to Nanshan Capital Holdings. The landmark deal in recent months is the planned move in September 2013 by Bank of America Merrill Lynch from Citibank Plaza to **Cheung Kong Center**, taking some 7 floors amounting to 148,000 sq ft of space, which is one of the largest agency deals in Hong Kong for the last 10 years.

It has been the mid-range sector that has been particularly active. **Man Yee Building** has leased space to Vanguard Investments and one and a half floors to CFA Institute which is relocating from Exchange Square. **LHT Tower** has leased the last few remaining floors to the New York Stock Exchange and Heitman Hong Kong, each taking a whole floor. Nearby at **Prosperity Tower** a whole floor has been leased to Woodsville. Wonderful Sky Financial Group leased a floor at **Nexxus Building**.

100 Queen's Road Central has proved very popular where Orient Finance has moved into the top two floors, Saint Lauren has leased a whole floor and South African Airways has taken half a floor, relocating from Club Lusitano Building. **Henley Building** has been particularly successful in leasing out space, much of which was given up by Standard Chartered Bank. New whole floor tenants here include TOR Investment Management and Harvey Nash Hong Kong.

8 Wyndham Street has always been competitively priced and new whole floor tenants here include China Mobile Games & Entertainment Group, Halcyon Capital and Wealth Glory Holdings.
8 Queen's Road Central has leased a floor to Canaccord Genuity Asia and further up the hill, Luxup Hong Kong has leased a floor at Club Lusitano Building.

In terms of supply there is ample choice in the high end market, healthy choice in the mid-tier market but only limited choice in the economy range below \$50 per sq ft.

\$60 - \$63 psf*





Citibank Plaza 3 Garden Road Central Units from 1,415 - 48,000 sq ft (L)

Entertainment Building 30 Queen's Road Central Units from 1,746 - 6,055 sq ft (L)



Prosperity Tower

39 Queen's Road Central

Central / Mid Range (\$55 - \$85 psf)

Central - Mid Range cont.



Man Yee Building 60 - 68 Des Voeux Road Central



Central Tower 28 Queen's Road Central

Central / Premium Range (\$90 upwards psf)



Two IFC 8 Finance Street Units from 2,648 - 30,642 sq ft (L)



CCB Tower 3 Connaught Road Central



Cheung Kong Center 2 Queen's Road Central

Wan Chai has guite a wide selection of buildings, but is has been the economy and lower mid-range properties that have again proved the most popular. East Town has leased a whole podium floor to Vertu. Around the corner, Jubilee Centre has leased whole floors to CES Capital and Tradecard Asia Pacific. Nearby, new tenants into Harcourt House include Hong Kong Exhibition Services, having relocated from China Resources Building, and T-Systems has also moved here from Central Plaza. New set up Crown Maritime has leased space at Dah Sing Financial Centre.

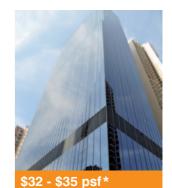
Great Eagle Centre has been busy and leased a whole floor to Manhattan Holdings, who relocated from Hutchison House. The

Consulate of the Netherlands has also moved into this building from Cheung Kong Center, taking over space given up by The Danish Embassy who closed their Hong Kong office. World Sport Group expanded here into their neighbour's space, with Stemcor relocating from here to China Overseas Building. Central Plaza has attracted several new tenants including Kexim Asia who moved in from Jardine House, Lilly Jet (Hong Kong) and Worldtop Group.

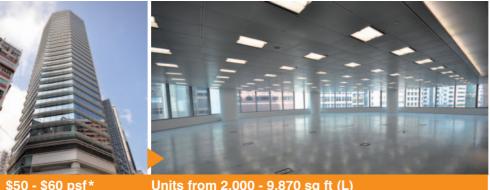
Supply in Wan Chai is definitely getting much tighter and large space above 10,000 sq ft is difficult to find, but generally there are still some good choices between \$30 and \$50 per sq ft in the 2,000 sq ft to 6,000 sq ft range.

Target Effective Rates per sq ft

		_			
8 Queen's Road East	\$50-52	Chinachem Century Tv	vr \$29	Shui On Centre	\$45-60
28 Hennessy Road	\$50-\$60	Convention PI Off. Twr	\$52-55	Sing Ho Finance Buildi	ng \$26
80 Gloucester Road	\$35	Dah Sing Financial Ctre	\$60	Siu On Centre	\$25
88 Gloucester Road	\$30	Fortis Tower	TBC	Sun Hung Kai Centre	\$54
248 Queen's Rd East	\$32-35	Great Eagle Centre	\$58-65	Sunshine Plaza	Full
Allied Khajima Building	\$35	Harbour Centre	\$45-60	Tai Tung Building	\$32-37
Asia Orient Tower	\$30-32	Harcourt House	\$38	Tai Yau Building	\$34-40
AXA Centre	\$32	Hopewell Centre	\$43-47	Tesbury Centre	\$33
BEA Harbour View Ctre	e Full	Jubilee Centre	\$37	The Hennessy	\$30
CC Wu Building	Full	Luk Kwok Centre	Full	The Sun Group's Centr	e TBC
Central Plaza	\$55-60	Mass Mutual Tower	\$44	Tung Wai Commercial B	ldg Full
China Hong Kong Tow	er \$20	Methodist House	Full	W Square	Full
China Online Centre	\$25	Neich Tower	Full	Wing Hang Finance Ctre	\$32
China Overseas Bldg	\$33	Overseas Trust Bank Bld	g\$27-32	Wu Chung House	\$35
China Resources Bldg	\$54-60	Shanghai Inds.Invmt Bld	g \$25-29	_	

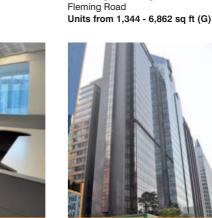


248 Queen's Road East Units from 2,156 - 10,589 sq ft (G)



28 Hennessy Road

<u>Units from 2,000 - 9,870 sq ft (L)</u>



\$32 - \$37 psf

Tai Tung Building

\$32 psf*

Wing Hang Finance Centre 60 Gloucester Road Units from 1,500 - 8,000 sq ft (G)



Central Plaza 18 Harbour Road

MARKET OVERVIEW / FORECAST

Supply

Vacancy rates in many districts are already at or near historic lows

The overall vacancy rates in many districts are already at or near historic lows. The only new development on Hong Kong Island scheduled for completion in 2013 is The Forum in Exchange Square, which has been preleased to Standard Chartered Bank.

Overall 70% of new supply entering the market over the next few years will be sold to strata titled owners first, so any subsequent leasing opportunities may not be ideal for large space users or international corporations who prefer buildings in single ownership.

Supply in Central may stagnate because there are still few takers for the top-ofthe range buildings, but supply in other districts will definitely contract further. The vacancy rate in Central fell to around 4.7% by the beginning of this year, from 5.2% the previous quarter. We expect the rate to increase again later in the year with a large tranche of space coming available in Citibank Plaza, as a result of the Bank of America move and 200,000 sq ft of other secondary space coming available.

Demand

There are signs of increased activity

There are some signs of increased activity in the market, particularly from mainland Chinese companies and some new startups, but this is usually for relatively small units. Demand has also been boosted by those companies who need to relocate because their current building is going to be redeveloped, such as Asian House, Somerset House and Warwick House. A lack of opportunities to lease cost effective space has prompted many companies to purchase their own space, but even these options are becoming more limited.

Rentals

Landlords being very competitive in order to retain existing tenants

Average top prime Grade A rents in Central are now in the region of \$98 per sq ft which is a drop of roughly 17% over the last 12 months. Top end rentals in Central are around \$125 psf and midrange are around \$80 psf. Sheung Wan ranges from \$25 to \$50 psf, Wan Chai \$30 to \$55.00 psf and Island East between \$20 and \$40 psf. Landlords have been very competitive/flexible in their negotiations in order to retain their existing tenants in a very slow leasing market, hence rates have softened significantly in Central.

Forecast

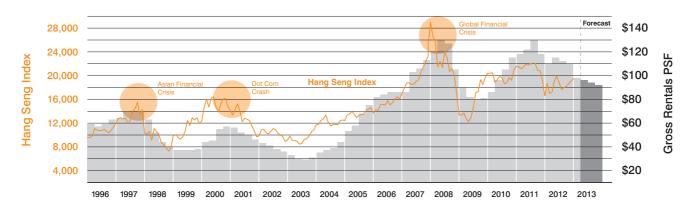
Outside Central expect rates to firm by between 6% and 10% in 2013

It is probably just as well demand has been so weak because in such a tight supply market one would except rates to rise substantially. However, it will only be a matter of time before demand does return to healthier levels but there will still be a chronic shortage of supply for the next 3-4 years.

It will not take much of a sea change for demand to far outweigh supply

Whilst it is unlikely to happen in the next year or so, the prospects of a rental spike are clear. It will not take much of a sea change for demand to far outweigh supply. Over the next 12 months rates in prime Central are expected to soften further as landlords strive to hold onto their current tenants. In secondary locations in Central and other districts rates are expected to firm by between 6% and 10%, as supply fails to meet demand for more cost effective space.

History of Average Prime Grade A Office Rents



Average Prime Rents

Contact Our Senior Team Members



Douglas Dunkerley Director License No. E-291588 T +852 3752 3028 dd@corporatelocations.com.hk



Christina Lo Director License No. S-014843 T +852 3752 3027 clo@corporatelocations.com.hk



Eddie Chan Associate Director License No. S-363656 T +852 3752 3031 echan@corporatelocations.com.hk

CORPORATE LOCATIONS

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Causeway Bay



Hysan Place 500 Hennessy Road



Ace Tower, Windsor House 311 Gloucester Road Units from 1,410 - 19,510 sq ft (G)



\$55 - \$60 psf*

The Lee Gardens - Manulife Plaza 33 Hysan Avenue

Supply / Demand

This location has seen reasonable activity. In the high end sector, Hysan Place has secured PPR Asia Pacific as their latest new tenant, and Kiln has moved into The Lee Gardens Manulife Plaza from Dah Sing Financial Centre. Apple has leased a whole floor (20,000 sq ft) in Times Square. Elsewhere Eli Lilly has moved from Times Square to Ace Tower/Windsor House. Sincere Watch has leased half a floor at Caroline Centre. Crown One Asset Management moved from Cosco Tower in Sheung Wan to One Hysan Avenue, and Winsmart International Shipping has leased two whole floors at East Exchange Tower, relocating from China Resources Building.

Supply in many properties is restricted to pockets of space though there are a few buildings such as Ace Tower and Times Square which offer a wide variety of sizes at different rental rates.

Target Effective Rates per sq ft

18 Hysan Ave	\$43-50	Hysan Place	\$60-63
68 Yee Wo Street	\$33	Lee Gardens Manulife Pl	\$55-60
111 Leighton Road	\$42	Leighton Centre	\$36-38
ACE Twr / Windsor Hse	\$38-42	Lippo Leighton Tower	Full
Cigna Tower	Full	One Hysan Avenue	\$38-40
China Taiping Tower	\$34	Sino Plaza	\$39-45
Caroline Centre	\$45-53	Sunning Plaza	Full
Causeway Bay Pl1 & 2	\$30-35	Times Square Tower 1	\$52-56
Chinachem Leighton Pl	Full	Times Square Tower 2	\$52-56
East Exchange Tower	\$30	Top Glory Tower	\$45
Guardian House	\$25	World Trade Centre	\$48-53
Hang Lung Centre	\$45		

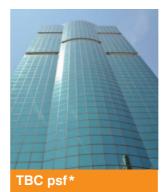
North Point / Quarry Bay / Island East



101 King's Road Units from 3,450 sq ft (G)



Citicorp Centre 18 Whitfield Road Units from 2,169 - 7,649 sq ft (G)



K. Wah Centre 91 Java Road, North Point Units from 1,468 - 10,000 sq ft (G)



City Plaza 4 12 Taikoo Wan Road Units from 2,943 - 23,647 sq ft (L)

North Point and Quarry Bay is still one of the most active locations because this is the area that offers the widest range of economy options, allowing companies even in lower mid-range buildings to save costs. The headline deals recently in this location include Convey Financial Group leasing 4 floors at 169 Electric Road, and Mass Mutual Assurance leasing 2 floors at Olympia Plaza. Maxims Caterers have also leased 61/2 floors at 1063 King's Road and will be relocating from Somerset House. Sinopec has taken a whole floor at Citicorp Centre and Hayco has also recently moved here.

Several new tenants have moved into Island Place Tower including FCM Travel Services, Shougang Concord Technologies (from Admiralty Centre) and Environ Hong Kong from China Resources Building. 101 King's Road has been offering very competitive rental packages and new tenants here include Senco Masslink Technology, from 248 Queen's Road East, and Medinet Holdings from Citicorp Centre.

In the higher end properties in Island East, Emirates Shipping has just moved into Kerry Centre, and CBAT International has leased a whole floor at Oxford House. Dorset House attracted The Wrigley Group, which is consolidating its operations combining the offices in Bank of China Tower and 169 Electric Road into this one location. Right Management has also moved here from Bank of America Tower.

Target Effective Rates per sq ft

Fortress Hill / North Point

101 King's Road	\$22	Citicorp Centre	\$30
148 Electric Road	\$24-28	Island Place Tower	Full
169 Electric Road	\$28-33	K. Wah Centre	TBC
AIA Tower	\$40-42	Olympia Plaza	\$20
China United Centre	Full	Two Chinachem Ex Square	e \$18

Quarry Bay / Island East

• •			
625 King's Road	\$27	Dorset House	\$43-45
633 King's Road	\$30	Kerry Centre	Full
1063 King's Road	Full	Kodak House 2	\$18
Cambridge House	\$43-45	Lincoln House	Full
Chinachem Exchange	e Sq Full	One Island East	\$55
Cityplaza 1	\$43-45	Oxford House	\$43-45
Cityplaza 3	Full	PCCW House	\$40-45
Cityplaza 4	\$43-45	Prosperity Millennia Pl	\$28-30
Cornwall House	\$24	Somerset House	TBC
E-Trade Plaza	\$22-25	Stanhope House	TBC
DCH Commercial Ctre	\$34-\$36	Warwick House	TBC
Devon House	Full		





169 Electric Road Units from 1,570 - 10,532 sq ft (G)

148 Electric Road



E-Trade Plaza 24 Lee Chung Street, Chai Wan

Units from 1,465 - 23,279 sq ft (G)



One Island East 18 Westlands Road Units from 10,000 - 21,000 sq ft (L)

Kowloon

Kowloon Bay / Kwun Tong



Exchange Tower 33 Wing Chiu Road, Kowloon Bay



Skyline Tower 39 Wang Kwong Road, Kowloon Bay Units from 1,000 - 12,462 sq ft (G)



\$27 - \$30 psf

Millennium City Tower - Tower 1 388 Kwun Tong Road Units from 1,011 - 13,503 sq ft (G)



Tsim Sha Tsui / Mong Kok

414 Kwun Tong Road





\$32 - \$36 psf* / Units from 5,274 - 17,398 sq ft (G)

8 Argyle Street

Kowloon Bay

		Kowloon Bay		Kwun Tong	
The Gateway - Sun Life	\$42	Billion Centre	\$18-19	AIA Kowloon - Landmark	\$28-34
The Gateway - Pru Tower	Full	Enterprise Square T1-3	\$20	AXA Tower - Landmark Ea	st \$27
The Gateway II Tower 6	\$40-54	Enterprise Square Two	Full	C-Bons International Centr	e \$25
Tsim Sha Tsui Centre	\$35	Enterprise Square Three	Full	Crocodile Centre	\$30-32
		Enterprise Square Five	\$32	King Palace Plaza	\$20
Mong Kok		Exchange Tower	\$23-27	Kwun Tong View	\$20
113 Argyle Street	TBC	Manhattan Place	Full	Manulife Financial Ctre	\$25-28
Grand Century PI T1&T2	\$30-33	One Kowloon	Full	MG Tower	\$16-20
Langham Place	\$32-36	OCTA Tower	\$25	Millennium City 1 - T1	\$27-30
Pioneer Centre	Full	Skyline Tower	\$20	Millennium City Stan Ch	Full
Park In Commercial Centre \$24		-		Millennium City 2	\$24-27
		Others		Millennium City 3	\$24
[–] Hung Hom		Kowloon Commerce Centre	e \$24-27	Millennium City 5 - BEA	\$33
One Harbourfront	\$25-28	Metroplaza Tower 1 & 2	\$24-25	Millennium City 6	Full
Two Harbourfront	\$23-26	Nina Tower	Full	One Pacific Centre	\$28-30
The Metropolis Tower	\$31-34	Paul Y Centre	\$15-20		

Langham Place

The Gateway 25 Canton Road Units from 1,674 - 23,399 sq ft (G) Effective Rates per sq ft

\$50-55

Tsim Sha Tsui 26 Nathan Road

\$35 - \$52 psf*

	+
China Hong Kong City	\$26-30
Concordia Plaza	\$34
Empire Centre	\$34
Energy Plaza	\$26
Harbour City Old Blocks	\$32
Int'l Commerce Centre	\$70-78
Lippo Sun Plaza	\$30
Miramar Tower	\$35-43
New East Ocean Centre	\$27
Ocean Centre	\$32-38
One Peking Road	\$60
Railway Plaza	\$23
Silvercord Tower 1 & 2	\$30-35
The Gateway Tower 1	\$35-38
The Gateway Tower 2	\$39-47

