

March 2015

**CORPORATE  
LOCATIONS**

**Office Space Agents**  
Hong Kong | Singapore

# The Office

A review of the Hong Kong office market

The screenshot displays the Corporate Locations website interface. At the top, there is a navigation menu with links for Home, Search, About Us, Services, and Contact Us. The main header features the 'CORPORATE LOCATIONS' logo. Below the header, a prominent banner reads 'Hong Kong Office Space Agents Finding office space for you, with you'. A sub-header states: 'Corporate Locations is a dynamic team of independent commercial property consultants helping tenants find the best office space for rent in Hong Kong to suit their needs. We guide tenants through every stage of the Hong Kong office rental process and provide a one stop solution for those looking to office space for lease.' To the right of this text is a photo of a smiling woman wearing a headset. Below the banner, there are four main service categories: 'Building Search' with a search bar and a map, 'Office Leasing Options', 'Market Research', and 'Space Planner'. A section titled 'Recommended Leasing Options' includes a filter for 'Hong Kong Island' and a list of office buildings with their respective details. The buildings listed are: 888 Queen's Road Central, 888 Queen's Road Central, PWS Financial Centre, Central 88, The Wellington Centre, The Wellington Centre West, The Wellington Centre West, The Wellington Centre West, and The Wellington Centre West. Each building listing includes a small image and key details such as 'Available units up to 1,700 - 2,045', 'Available units up to 1,000 - 6,000', 'Available units up to 1,000 - 8,000', 'Available units up to 200 - 300 sqm', 'Available units up to 1,000 sqm', 'Available units up to 2,000 - 8,000', 'Available units up to 1,000 - 8,000', and 'Available units up to 1,000 - 20,000'.

[www.corporatelocations.com](http://www.corporatelocations.com)

'Finding office space for you, with you'

# Estimated Target Effective Rates - per sq ft per month

(A) - Asking Rate

## Sheung Wan / Central West

69 Jervois Street	\$24
122 Queen's Road Central	\$33
135 Bonham Strand Trade Centre	\$23
181 Queen's Road Central	\$42+
235 Wing Lok Street Trade Centre	\$20
299 Queen's Road Central	\$30
Alliance Building	TBC
Bangkok Bank Building	\$20
Beautiful Group Tower	\$36 - \$41
BOCG Insurance Building	Full
Bonham Trade Centre	\$26
Central 88	\$40+
Centre Mark II	TBC
Chao's Building	Full
China Insurance Group Building	Full
China Merchants Building	\$25
Chu Kong Shipping Tower	TBC
Cosco Tower	\$50 - \$60
EIB Centre	Full
Far East Consortium Building	\$28
FWD Financial Centre (ING)	\$36+
Fu Fai Commercial Centre	\$25
Golden Centre	Full
Guandong Investment Building	Full
Hing Yip Commercial Centre	\$23
Hollywood Centre	\$22
Hong Kong Trade Centre	TBC
Infinitus Plaza	\$45+
Ka Wah Bank Centre	\$32
Kai Tak Commercial Building	\$30+
Li Po Chun Chambers	Full
Nan Fung Tower	\$48+
OfficePlus@Sheung Wan	\$30+
Ovest	TBC
Pacific Plaza	\$17
Shun Tak Centre	\$45 - \$55
Teda Building	Full
The Center	\$50 - \$78
The Pemberton	\$30
The Wellington	\$43+
Two Chinachem Plaza	Full
Unicorn Trade Centre	\$33 - \$36
V. Heun Building	TBC
West Exchange Tower	Full
Wing On Centre	\$42 - \$48
Workington Tower	\$23
Yardley Commercial Building	TBC

## Central

1 Duddell Street	\$55
8 Queen's Road Central	\$77 - \$82
8 Wyndham Street	\$60
9 Queen's Road Central	\$65 - \$70
33 Des Voeux Central	\$59+
100 Queen's Road Central	\$68
Abdoolally House	\$32
Agricultural Bank of China Tower	TBC
AIA Central	\$130 (A)
Alexandra House	\$130 (A)
Asia Standard Building	\$40+
Bank of China Tower	\$80 - \$85
Baskerville House	\$65
CCB Tower	\$135 (A)
Central Building	\$85
Central Tower	Full
Chater House	\$165 (A)
Cheung King Center	\$150+
China Building	\$70+
Chinachem Tower	Full
Citibank Plaza	\$75+
Chiyu Building	Full
Chuang's Tower	\$47+
Club Lusitano Building	Full
Dina House / Ruttonjee Centre	\$50
Edinburgh Tower	\$145 (A)
Entertainment Building	\$78
Euro Trade Centre	\$50
Fung House	Full
Gloucester Tower	\$140 (A)
Henley Building	\$72
Hip Shing Hong Centre	\$40
Hong Kong Diamond Exchange Centre	\$50
Jardine House	\$135 (A)
Kinwick Centre	\$39
LHT Tower	\$85
Li Dong Building	\$30
Lucky Building	Full
Lyndhurst Tower	TBC
Man Yee Building	\$72+
New Henry House	\$63
New World Tower 1 & 2	\$58 - \$62
Nexxus Building	\$72
One & Two Exchange Square	\$150 (A)
Three Exchange Square	\$150 (A)
One IFC	\$160+
Two IFC	\$160+

## Central cont.

Onfem Tower	\$36
On Hing Building	\$37
Pacific House	\$35
Parker House	\$44
Prince's Building	\$120 (A)
Printing House	\$60
Prosperity Tower	\$68
Prosperous Building	\$34
Regent Centre	\$32
Silver Fortune Plaza	Full
Somptueux Central	\$40
Southland Building	\$58+
Shun Ho Tower	Full
St George's Building	\$87
St John's Building	\$50
The Centrum	\$48
The Chinese Bank Building	\$36
The Hong Kong Club Building	\$78
The Workstation	\$33 - \$36
Universal Trade Centre	\$37
World Wide House	\$60
Wheelock House	Full
Wilson House	\$34
Wincome Centre	Full
Wing On House	\$43
Winsome House	TBC
Winway Building	TBC
Wyndham Place	\$37
York House	\$155 (A)

## Fortress Hill / North Point

88 Hing Fat Street	\$26+
101 King's Road	\$27
148 Electric Road	\$25+
AIA Hong Kong Centre	TBC
AIA Tower	\$40 - \$43
China United Centre	Full
Citicorp Centre	\$27 - \$32
Convoy@169 Electric Road	\$29 - \$32
Island Place Tower	\$32 - \$35
Jupiter Tower	\$22 - \$23
KP Tower	\$25+
Olympia Plaza	\$20 - \$25
Sea View Estate	Full
Two Chinachem Exchange Square	\$18 - \$20
Victoria Centre	\$20 - \$22

## Quarry Bay / Island East

625 King's Road	\$29 - \$32
633 King's Road	\$25 - \$27
1063 King's Road	\$35 - \$37
AIA Hong Kong Tower	TBC
Berkshire House	\$42
Cambridge House	\$45
Chinachem Exchange Square	\$24
Cityplaza 1 - 4	\$42
Cornwall House	\$23 - \$25
Devon House	\$42
Dorset House	\$42
E-Trade Plaza	\$18+
Kerry Centre	\$43
Kodak House 2	\$21
K.Wah Centre	\$24+
Lincoln House	TBC
One Island East	\$58
Oxford House	\$42
PCCW Tower	\$44
Prosperity Millennia Plaza	\$27 - \$29
Warwick House	Full
Westlands Centre	TBC

## Causeway Bay

18 Hysan Avenue	\$47
68 Yee Wo Street	\$36 - \$38
111 Leighton Road	\$40
Ace Tower / Windsor House	\$35 - \$40
Bartlock Centre	\$36
Caroline Centre	Full
Causeway Bay Plaza 1 & 2	\$35
China Taiping Tower 1 & 2	Full
Chinachem Leighton Plaza	\$28
Chinaweal Centre	Full
Cigna Tower	\$29
East Exchange Tower	\$33
East Point Centre	\$53
Eton Tower	\$48
Fortune Centre	Full
Guangdong Tours Centre	Full
Guardian House	\$32

## Causeway Bay cont.

Hang Lung Centre	\$50
Honest Motors Building	\$30
Hysan Place	\$70
Island Beverley	Full
Leighton Centre	\$43
Lippo Leighton Tower	\$35
One Hysan Avenue	\$40
Sino Plaza	\$38 - \$45
Soundwill Plaza	\$44 - \$45
The Goldmark	\$35
Times Square Tower 1 & 2	\$48 - \$56
The Goldmark	\$34
The Lee Gardens	\$57 - \$61
Times Square Tower 1 & 2	\$49 - \$56
Top Glory Tower	\$38 - \$42
World Trade Centre	\$48 - \$51
Zoroastrian Building	\$36

## Admiralty

Admiralty Centre Tower 1 & 2	\$42+
Bank of America Tower	\$57+
CITIC Tower	\$60+
Fairmont House	\$45
Far East Finance Centre	TBC
Hutchison House	\$65 - \$70
Lippo Centre Tower 1 & 2	\$42 - \$53
One & Two Pacific Place	\$98+
Three Pacific Place	\$80+
United Centre	\$43 - \$45

## Wan Chai

3 Lockhart Road	\$32+
8 Queen's Road East	Full
28 Hennessy Road	Full
80 Gloucester Road	<i>Under Construction</i>
88 Gloucester Road	\$32
248 Queen's Road East	\$34 - \$38
Allied Khajima Building	\$35
Asia Orient Tower	\$32 - \$33
AXA Centre	\$30 - \$32
BEA Harbour View Centre	\$40 - \$41
Beverly House	\$25
CC Wu Building	\$25
CNT Tower	Full
Centre Point	Full
Central Plaza	\$52 - \$58
China Hong Kong Tower	\$25 - \$27
China Online Centre	\$33+
China Overseas Building	\$34+
China Resources Building	\$49 - \$52
Chinachem Century Tower	Full
Chung Nam Building	\$27
Convention Plaza Office Tower	\$55
Dah Sing Financial Centre	\$54
Dominion Centre	\$31 - \$32
East Town Building	\$27+
Empireland Commercial Centre	\$26
Fook Lee Commercial Centre	\$27
Fortis Tower	Full
Great Eagle Centre	\$62 - \$70
Harbour Centre	\$53 - \$60
Harcourt House	\$37 - \$38
Hopewell Centre	\$45 - \$54
Jubilee Centre	\$34
Lucky Centre	\$22
Luk Kwok Centre	\$49
Malaysia Building	Full
Mass Mutual Tower	\$48
Neich Tower	\$31 - \$36
One Capital Place	\$26
Overseas Trust Bank Building	\$27.50
Pico Tower	\$30 - \$35
Sang Woo Building	\$29
Shanghai Industrial Investment Building	\$27
Shui On Centre	\$45 - \$51
Siu On Centre	\$32
Sun Hung Kai Centre	\$53 - \$64
Sunshine Plaza	Full
Tai Tung Building	\$36
Tai Yau Building	\$36 - \$40
Tai Yip Building	Full
Tesbury Centre	Full
The Hennessy	Full
The Phoneix	\$27
The Sun's Group Centre	Full
Times Media Centre	Full
Trust Tower	\$25
Tung Wai Commercial Building	\$25
W Square	\$32
Wu Chung House	\$30 - \$33
Yue Xiu Building	Full

## Tsim Sha Tsui / Jordan

8 Observatory Road	\$40+
10 Knutsford	\$25 - \$29
Cameron Plaza	\$29
China Hong Kong City	\$29 - \$32
China Insurance Building	\$23 - \$30
China Minmetals Tower	Full
Chinachem Cameron Centre	Full
Chinachem Golden Plaza	Full
Concordia Plaza	Full
Empire Centre	\$36
Empress Plaza	\$30 - \$32
Energy Plaza	\$29 - \$32
Harbour City Old Blocks	TBC
International Commerce Centre	\$70 - \$78
Lippo Sun Plaza	\$32 - \$36
Miramar Tower	\$37 - \$42
Mirror Centre	\$30
New East Ocean Centre	Full
New Mandarin Plaza	\$27 - \$35
Ocean Centre	\$34 - \$40
One Peking	Full
Silvercord Tower 1 & 2	\$35
South Seas Centre T1 & 2	Full
Star House	\$21 - \$38
The Gateway Tower 1 & 2	\$39 - \$44
The Gateway - Sun Life	Full
The Gateway - Prudential Tower	\$52+
The Gateway II Tower 6	\$44 - \$51
The Peninsula Hotel Office Tower	TBC
Tsim Sha Tsui Centre	\$31 - \$36
Wing On Plaza	\$36 - \$40
Yes & Right House	\$24+

## Mong Kok

Austin Plaza, Jordan	\$24 - \$32
Grand Century Place Towers	\$38 - \$42
Grand Century Plaza	\$31 - \$32
HSH Commercial Centre	\$28
Hollywood Plaza	\$32 - \$36
Kowloon Building	\$30
Langham Place	Full
Manulife Provident Fund Place	Full
Ocean Building	\$21+
Omega Plaza	Full
One / Two Grand Tower	\$38 - \$45
Park-In Commercial Centre	\$28 - \$32
Pioneer Centre	\$37+
Prince Edward The Lamma City	\$32 - \$34
Sino Centre	\$29 - \$35
TAL Building	TBC

## Hung Hom

Harbourfront Landmark	Full
One / Two Harbourfront	\$23 - \$26
The Metropolis Tower	\$35 - \$42

## Kowloon Bay

Billion Centre	Full
Chevalier Commercial Centre	\$18 - \$21
Corporation Square	\$12 - \$16
Enterprise Square Tower 1	\$30+
Enterprise Square Two	Full
Enterprise Square Three	Full
Enterprise Square Five	\$30 - \$32
Exchange Tower	\$25+
KITEC	\$19 - \$23
Manhattan Place	\$30
OCTA Tower	\$22
One Kowloon	Full
Skyline Tower	\$22
Telford House	\$23 - \$26

## Kwun Tong

1 Hung To Road	\$16 - \$18
9 Chong Yip Street	\$20
78 Hung To Road	Full
Apec Plaza	\$16 - \$18
Bamboos Centre	\$15
Benson Tower	\$13 - \$14
C-Bons International Centre	\$30 - \$35
Crocodile Centre	Full
EGL Tower	TBC
Elite Centre	\$24
Fun Tower	\$16 - \$18
Futura Plaza	\$21
Hung To Centre	TBC
King Palace Plaza	\$18
Kin Sang Commercial Centre	\$25
KOHO	\$24+
Kwun Tong View	Full
Legend Tower	\$24
Lu Plaza	\$17
Landmark East AXA Tower	\$25 - \$27
Landmark East - AIA	\$34
Manulife Financial Centre	\$27+
MG Tower	\$16 - \$20
Millennium City 1 - Tower 1	\$27 - \$30
Millennium City Standard Chartered	\$30
Millennium City 2	\$25
Millennium City 3	\$22+
Millennium City 5 - BEA	\$33+
Millennium City 6	TBC
Nanyang Plaza	\$18 - \$22
One Harbour Square	\$28 - \$30
One Pacific Centre	\$30+
Paul Y Centre	\$20+
Pioneer Place	\$23+
Prosperity Centre	\$18
Prosperity Place	\$17 - \$20
Rykadan Capital Tower	\$28
The Mark	\$16 - \$22+
The Rays	\$17+
Westin Centre	\$15

## Cheung Sha Wan

9 Wing Hong Street	\$19 - \$21
909 Cheung Sha Wan Road	\$24
Billion Plaza II	\$23 - \$27
CEO Tower	\$23
Cheung Sha Wan Plaza	\$20 - \$23
Edward Wong Tower	\$22 - \$23
Grandion Plaza	\$22
Kings Tower	\$20
Laws Commercial Plaza	\$20+
Park Building	\$17+
Peninsula Tower	\$18 - \$20
Saxon Tower	\$22 - \$26
Tins Enterprise Centre	\$16 - \$17
Trade Square	\$19
West Gate Tower	\$17 - \$22

## Shatin

Delta House	\$16
Grand Century Plaza Towers	\$32
Shatin Galleria	\$14

## Kwai Chung / Tsuen Wan

City Landmark	\$26 - \$29
Ever Gain Plaza	\$19
Grand City Plaza	\$17
KC 100	\$24+
Kowloon Commerce Centre	\$23 - \$30
Landmark North	\$22 - \$24
Metroplaza Tower 1 & 2	\$26 - \$30
Nina Tower	Full
The Octagon	\$18 - \$21+

\*All rents quoted are estimated target effective rates subject to negotiations and are not the landlords quoted figure

Area Definitions: **G** - Gross (70% efficiency), **L** - Lettable (80 - 85% efficiency), **N** - Net (100% efficiency)



**\$15+ psf\***  
Units from 3,000 – 27,000 sq ft (G)



**Genesis**  
33 Wong Chuk Hang Road



**\$25+ psf\***  
1,943 sq ft (G) per floor

**KP Tower**  
93 King's Road, North Point



**\$43+ psf\***  
3,585 sq ft (G) per floor

**The Wellington**  
198 Wellington Street, Central West




**\$59+ psf\***  
Units from 3,421 sq ft upwards (G)

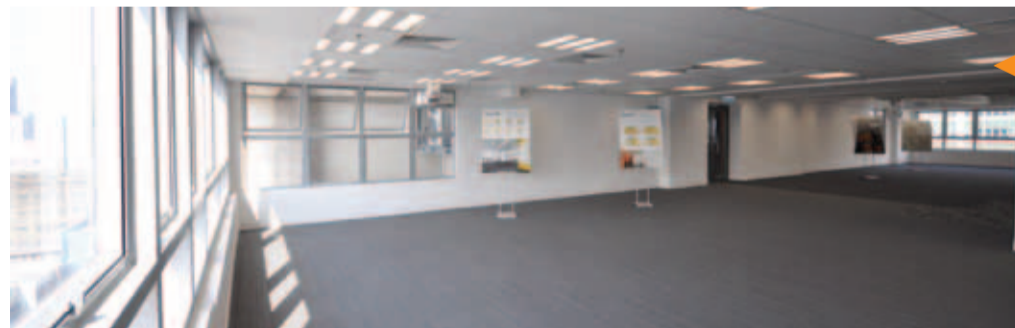
**33 Des Voeux Road Central**  
Central

Affordable New Developments **Kowloon / New Territories**



**\$23+ psf\***  
Units from 4,000 – 42,000 sq ft (G)

**Pioneer Place**  
213 Wai Yip Street, Kwun Tong




**\$16 - \$22+ psf\***  
3,563 sq ft (G) per floor

**The Mark**  
163 Wai Yip Street, Kwun Tong



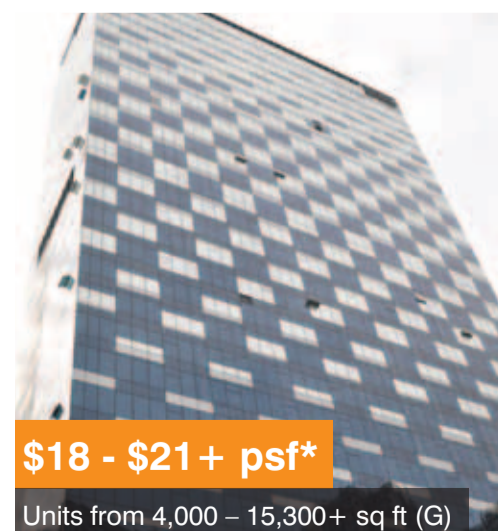
**\$24+ psf\***  
16,151 sq ft (G) per floor

**KOHO**  
75 Hung To Road, Kwung Tong



**\$17+ psf\***  
7,500 – 10,500 sq ft (G) per floor

**The Rays**  
71 Hung To Road



**\$18 - \$21+ psf\***  
Units from 4,000 – 15,300+ sq ft (G)

**The Octagon**  
6 Sha Tsui Road, Tsuen Wan

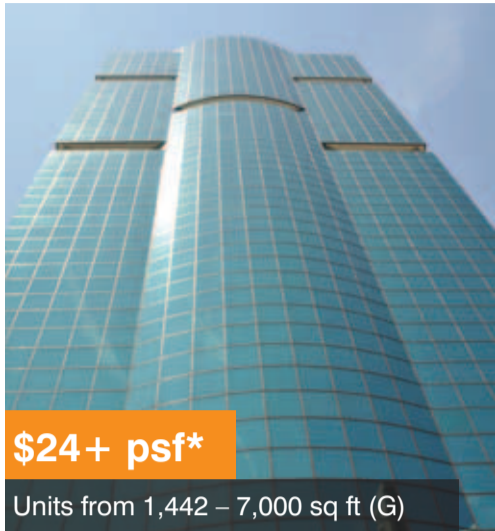


**\$24+ psf\***  
Units from 11,000 – 49,000 sq ft (G)

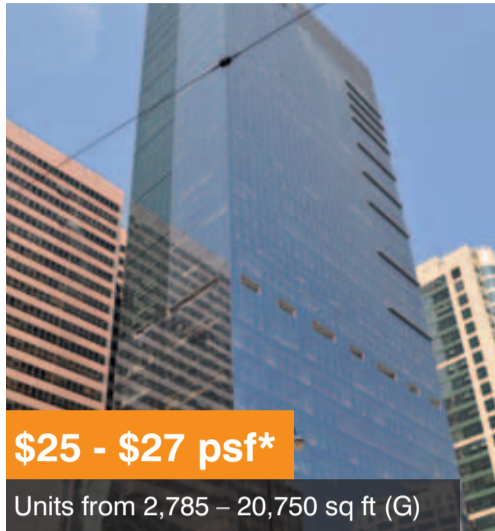
**KC 100**  
100 Kwai Cheong Road, Kwai Chung

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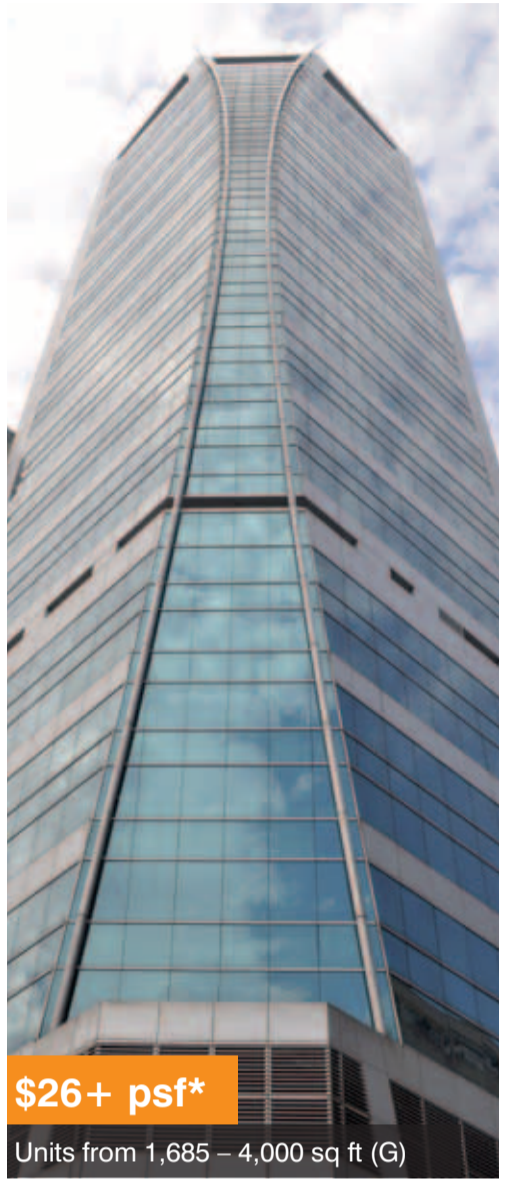
Area Definitions: **G** - Gross (70% efficiency), **L** - Lettable (80 - 85% efficiency), **N** - Net (100% efficiency)



**\$24+ psf\***  
Units from 1,442 – 7,000 sq ft (G)  
**K. Wah Centre**  
191 Java Road, Quarry Bay



**\$25 - \$27 psf\***  
Units from 2,785 – 20,750 sq ft (G)  
**633 King's Road**  
Quarry Bay / Island East

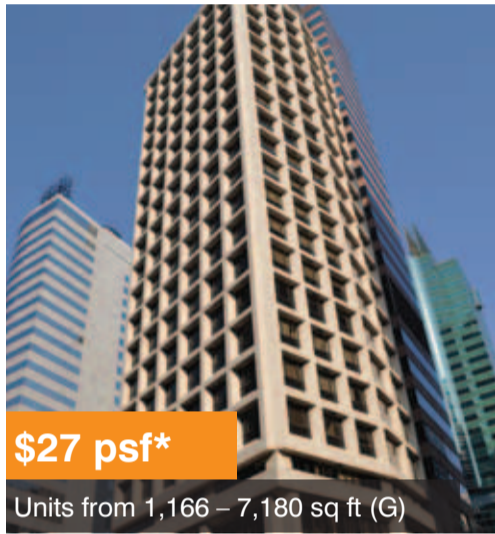


**\$26+ psf\***  
Units from 1,685 – 4,000 sq ft (G)  
**88 Hing Fat Street**  
North Point / Fortress Hill

**\$25+ psf\***  
Units from 1,685 – 8,205 sq ft (G)  
**148 Electric Road**  
North Point / Fortress Hill



**\$27 psf\***  
Units from 2,500 – 5,950 sq ft (N)  
**101 King's Road**  
North Point / Fortress Hill



**\$27 psf\***  
Units from 1,166 – 7,180 sq ft (G)  
**Chung Nam Building**  
1 Lockhart Road, Wan Chai



**\$27+ psf\***  
Units from 1,166 – 7,180 sq ft (G)  
**East Town Building**  
41 Lockhart Road, Wan Chai



**\$27 - \$32 psf\***  
Units from 1,861 – 4,729 sq ft (G)  
**Citicorp Centre** 18 Whitfield Road  
North Point / Fortress Hill



**\$29 - \$32 psf\***  
Units from 5,266 – 20,750 sq ft (G)  
**Convoy@169 Electric Rd**  
North Point / Fortress Hill



**\$30 psf\***  
Units from 1,000 – 4,380 sq ft (G)  
**299 Queen's Road Central**  
Sheung Wan

## Supply

Vacancy rates have firmed marginally across the board despite weak demand because there has been very little in the way of new supply over the last 12 months. Only two small schemes have been completed in **Central** in the last six months, namely **The Wellington** and **Southland Building**, but these only provide net space of around 70,000 sq ft and 31,000 sq ft respectively, so have had limited impact on occupancy rates.

Vacancy rates have firmed marginally across the board despite weak demand because there has been very little in the way of new supply over the last 12 months

The buildings that have the widest choice of available space tend to be in the upper range or prime office towers such as **One**

**Exchange Square** and **Bank of China Tower**. **Citibank Tower** currently has over eight vacant floors, but some of these have been reserved. Two International Financial Centre is one of the most expensive buildings in Hong Kong but is nearly full because of strong demand from mainland Chinese companies setting up new offices here and looking to make a statement.

In **Sheung Wan** the widest choice can be found in **The Center**, and **Cosco Tower** has a reasonable variety of sizes on offer. **FWD Financial Centre** has a good spread of sizes up to 8,000 sq ft and the recently renovated **Nan Fung Tower** has a fair choice of units. In **Admiralty** there are very few large units for lease, but **Three Pacific Place** has several good options and there are dozens of smaller units (ranging from 1,000 – 2,000 sq ft) in **Lippo Centre Towers 1 & 2**.

**Wan Chai** has seen vacancy rates fall further because it offers good value for money and has been a popular location for companies looking to save costs. Buildings with the widest choice available include **Shui On Centre**, **Hopewell Centre** and **China Resources Building**. Supply will be helped later this year with the completion of renovation works to 28-storey office tower **60 Gloucester Road** that should provide a further 95,000 sq ft. **Causeway Bay** enjoys a high occupancy rate with **Times Square** and **Ace Tower / Windsor House** having a good selection of space.

The good news is that **North Point**, which arguably offers the most competitive rates on Hong Kong Island, still has many opportunities available and most are featured in our recommended 'Super Saver' options above. In **Quarry Bay** **Berkshire House** has a

good selection of space and there are several floors coming available at **One Island East**, with a number of large tenants relocating from here to move to Kowloon or New Territories. The Hong Kong Jockey Club will be giving up 3 floors in **633 King's Road** after they move to their new HQ in Shatin later this year.

### Vacancy Guide

Prime Central	9.25%
Overall CBD	6.5%
Wan Chai / Causeway Bay	4.25%
Hong Kong East	3.75%
Tsim Sha Tsui	4.5%
Kowloon East	6.00%
Kowloon Others	1.4%

\*All rents quoted are estimated target effective rates subject to negotiations and are not the landlords quoted figure

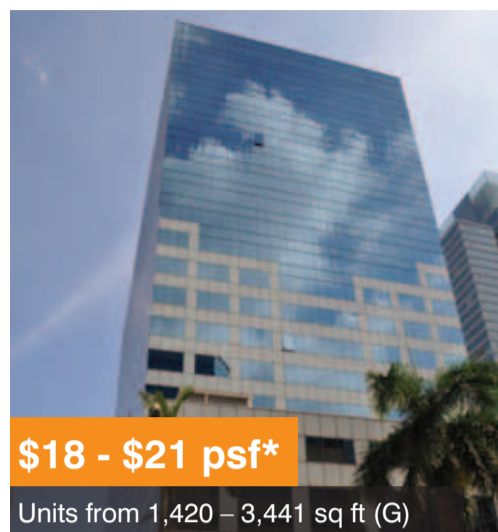
Area Definitions: **G** - Gross (70% efficiency), **L** - Lettable (80 - 85% efficiency), **N** - Net (100% efficiency)



**\$17 psf\***

Units from 3,573 – 21,927 sq ft (G)

**Lu Plaza**  
2-4 Wing Hip Street, Kwun Tong



**\$18 - \$21 psf\***

Units from 1,420 – 3,441 sq ft (G)

**Chevalier Commercial Centre**  
8 Wang Hui Road, Kowloon Bay



**\$19 psf\***

Units from 1,820 – 21,850 sq ft (G)

**Trade Square**  
681 Cheung Sha Wan Rd



**\$20+ psf\***

Units from 1,232 – 6,226 sq ft (G)

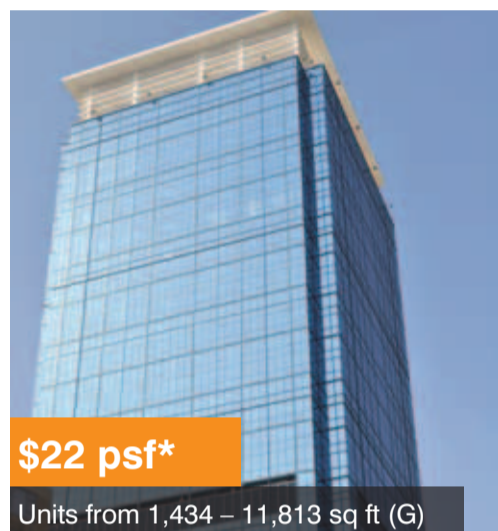
**Paul Y Centre**  
51 Hung To Road, Kwun Tong



**\$20 - \$23 psf\***

Units from 1,060 – 7,700 sq ft (G)

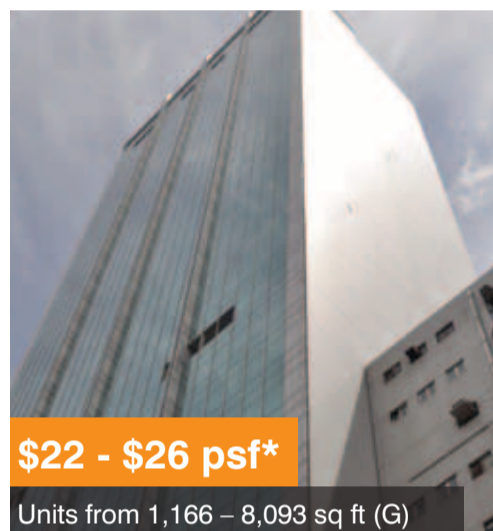
**Cheung Sha Wan Plaza 2**  
833 Cheung Sha Wan Rd, Lai Chi Kok



**\$22 psf\***

Units from 1,434 – 11,813 sq ft (G)

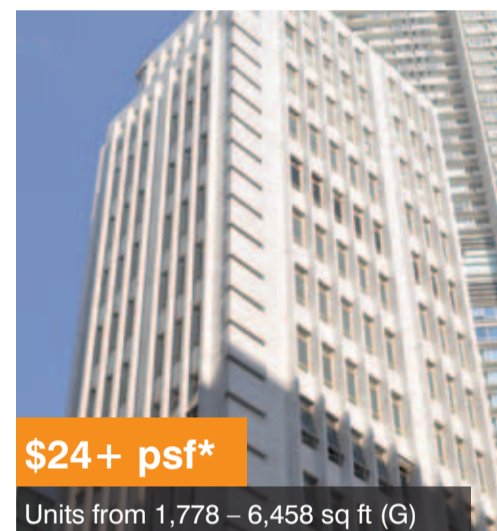
**Skyline Tower**  
39 Wang Kwong Road, Kowloon Bay



**\$22 - \$26 psf\***

Units from 1,166 – 8,093 sq ft (G)

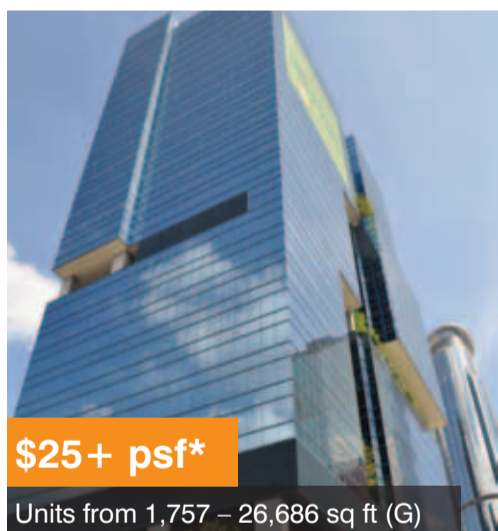
**Saxon Tower**  
7 Cheung Shun Street, Lai Chi Kok



**\$24+ psf\***

Units from 1,778 – 6,458 sq ft (G)

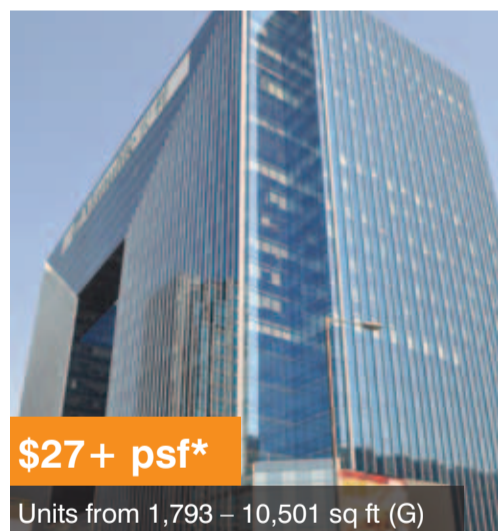
**Yes & Right House**  
1-3 Mody Road, Tsim Sha Tsui



**\$25+ psf\***

Units from 1,757 – 26,686 sq ft (G)

**Exchange Tower**  
33 Wing Chiu Road, Kowloon Bay



**\$27+ psf\***

Units from 1,793 – 10,501 sq ft (G)

**Manulife Financial Centre**  
223 Wai Yip Street, Kwun Tong

**Summary of larger leasing transactions in 2014/15**

Company	Size sq ft	Moved to	From
MetLife	15,600 sq ft	Hopewell Centre	(Dorset House)
Clarins	20,000 sq ft	AIA Tower	(Causeway Bay)
Melco Crown	19,200 sq ft	Cyberport Tower 3	(The Centrium)
Fulbright Securities	20,000 sq ft	Cosco Tower	(LHT Tower & Various)
BOC Group Assurance	38,600 sq ft	Cityplaza 1	(Sheung Wan)
Marriott Hotel Group	30,000 sq ft	Devon House	(1053 King's Road)
Carrot Media	23,600 sq ft	625 Kings Road	(633 King's Road)
Wells Fargo Bank	33,400 sq ft	Three Pacific Place	(AIA Central)
Commerz Bank	18,000 sq ft	The Lee Gardens	(Two IFC)
Computer Technologies	23,000 sq ft	Cyberport 3	(Prosperity Millennium Plaza)
Nokia	20,000 sq ft	Cyberport 2	(Cityplaza 1)
Zim Shipping / Gold Star	30,000 sq ft	Kwun Tong	(One Island East)
Top-Toy Hong Kong	18,000 sq ft	Manhattan Place	(Central Plaza)
Commonwealth Bank of Aus.	15,000 sq ft	Exchange Square	(Chater House)

**Demand How to spot market trends**

In order to spot trends in the office leasing market, the demand section of this review is important, as it highlights which buildings have been the most popular recently and shows patterns in who has moved where and from which locations. One of the more unusual locations that has been in vogue over the past year is **Cyberport** in Pok Fu Lam. The trend started when Sanofi Aventis moved there from Ace Tower, over a year ago. They were then followed last year by Nokia from Cityplaza and Computer Technologies International from Prosperity Millennium Plaza, as well as Melco Crown from The Centrium.

Moves from Hong Kong Island to Kowloon/ New Territories continue but there is by no means a mass exodus. China Shipping Container Lines (currently in One Island East) has secured space in Kowloon Commercial Centre. Zim Shipping / Gold Star is moving

out of a whole floor in the same building to move to Kwun Tong. Top-Toy is moving out of a whole floor at Central Plaza to move to Manhattan Place in Kowloon Bay.

In **Sheung Wan**, Fulbright Securities are consolidating into a whole floor at **Cosco Tower**, moving from several locations including LHT Tower and Euro Trade Centre. Other new tenants to Cosco Tower include Kent & Lui from Nan Fung Tower and Psons. First Worldsec Securities has moved into **Infinitus Plaza** from New Henry House and Ping An of China Securities have also leased a half floor here. Vanguard Logistics has moved out of Infinitus Plaza across the road to **Wing On Centre**. Longcheng International Investments has moved into **Golden Centre** and **The Center** has attracted Silverbear Capital, LT Commercial Real Estate and Shu Lan Pan Union as new tenants.

In **Central**, the limited number of new developments are filling out well. New tenants to **33 Des Voeux Road Central** include Gain Capital-Forex from Gloucester Tower, East Asia Facility, Yousing Global and the Consulate of Ireland. **Central 88** was initially slow to lease but is now gaining momentum and recent arrivals here are Payvision from Beautiful Group Tower, Eddie Lee & Co from Nan Fung Tower and Trinity Finance. Alpha Financial Services has leased a whole floor in **Nexus Building** and China Best Group has secured a whole floor in **Worldwide House**.

New tenants in **Nine Queen's Road Central** include law firm Ford Kwan who relocated from Bank of China Tower, and SiS International Holdings. **Prosperity Tower** has leased space to Max Giant Capital. Citibank Plaza has seen some of the most activity because it offers good value for money in

the upper range. New tenants to **Citibank Tower** include ED&F Man Capital Markets, Bocom Schroder Asset Management and Hui Bang Investment. Industrial Bank Co leased a whole floor in **ICBC Tower**. **Henley Building** has leased half a floor to Capco and half a floor to Pedder Street Investments. Oasis Asset Management has moved into **Man Yee Building**. **AIA Central** has attracted Carnival Group and Yida China as new occupiers.

In the top prime buildings, new tenants to **Two Exchange Square** include Red Capital Group, Haichang Holdings, Commonwealth Bank of Australia, and Quinn, Emanuel, Urganhard & Sullivan. In the Landmark, Jupiter Asset Management has moved into **Alexandra House** and BlueCrest Capital into **York House**. New tenants to **Jardine House** include GMT Capital, Realord Group Holdings and Hasma Capital Advisors.

\*All rents quoted are estimated target effective rates subject to negotiations and are not the landlords quoted figure

Area Definitions: **G** - Gross (70% efficiency), **L** - Lettable (80 - 85% efficiency), **N** - Net (100% efficiency)



**\$32+ psf\***

Units from 1,080 – 4,604 sq ft (G)

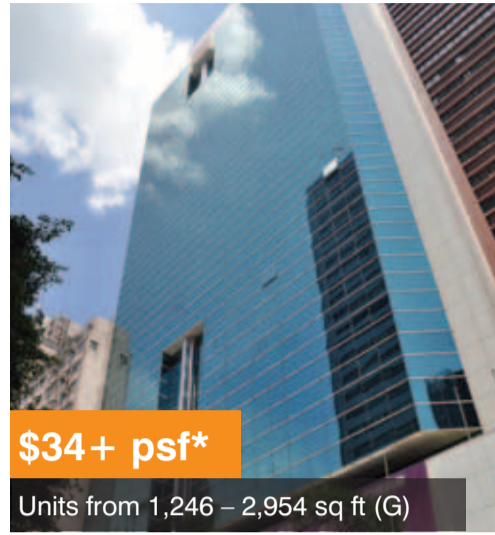
**3 Lockhart Road**  
Wan Chai



**\$33 - \$36 psf\***

Units from 1,000 – 4,550 sq ft (G)

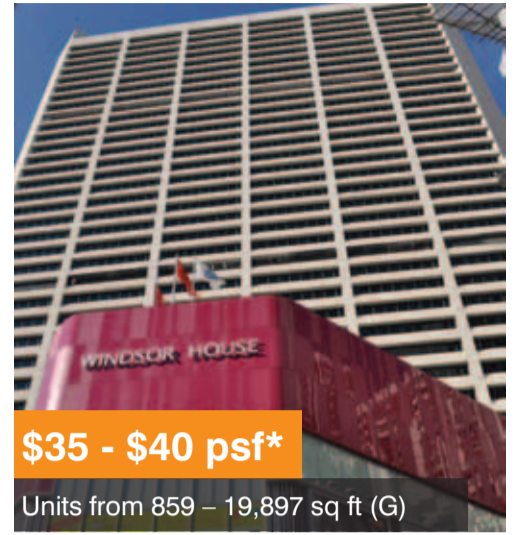
**Unicorn Trade Centre**  
127-131 Des Voeux Road Central



**\$34+ psf\***

Units from 1,246 – 2,954 sq ft (G)

**China Overseas Building**  
139 Hennessy Road, Wan Chai



**\$35 - \$40 psf\***

Units from 859 – 19,897 sq ft (G)

**Ace Tower/Windsor House**  
311 Gloucester Road, Causeway Bay

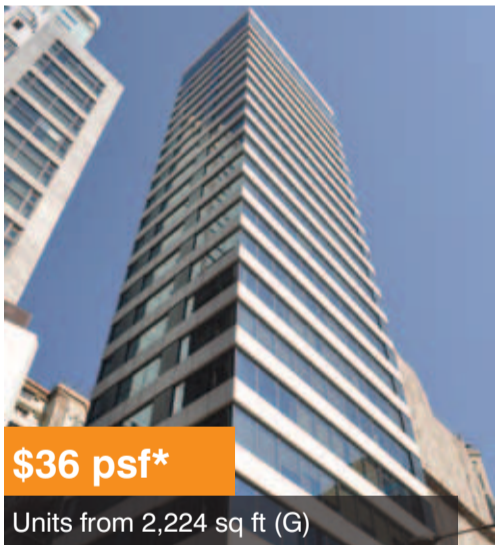


**\$34 - \$38 psf\***

Units from 1,670 – 4,304 sq ft (G)



**248 Queen's Road East** Wan Chai



**\$36 psf\***

Units from 2,224 sq ft (G)

**Onfem Tower**  
29 Wyndham Street, Central



**\$36+ psf\***

Units from 890 – 8,016 sq ft (G)

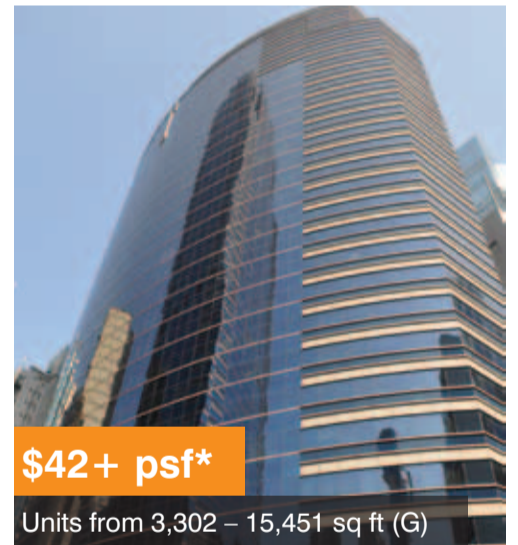
**FWD Financial Centre**  
308 Des Voeux Rd Central, Sheung Wan



**\$40+ psf\***

Units from 2,412 sq ft (G) upwards

**Central 88**  
88 Des Voeux Rd Central, Central West



**\$42+ psf\***

Units from 3,302 – 15,451 sq ft (G)

**181 Queen's Road Central**  
Grand Millennium Plaza, Sheung Wan

## Demand cont.

Activity in **Admiralty** has been fairly modest with the big move being Wells Fargo Bank taking two whole floors in **Three Pacific Place**. Tachong Bank has leased half a floor at **Two Pacific Place** and another new tenant here is CNR Hong Kong. New tenants in **Admiralty Centre Tower 1** include BWC Securities, Sinopac Securities and China Prospect Holding Group. **Hutchison House** has leased half a floor to Kelly Services who relocated from Prosperity Tower.

In **Wan Chai** the leasing activity has been strong but mainly for the smaller units because the larger units have been scarce. Powa Technologies has leased a whole floor in **Hopewell Centre**. OCBC Wing Hang Credit has leased a whole floor in **Tai Yau Building** and Waggner Edstrom has leased a half floor here. CNI Securities has secured a whole floor at **The Sun's Group Centre**. Kiu Hung Financial Holdings has leased a whole floor at

**Dah Sing Financial Centre** and KEB Asia has also relocated here from One Pacific Place.

In **Causeway Bay** one of the busier buildings has been **Caroline Centre** with the Consulate of Mexico moving in from Shui On Centre. Other new tenants here include Joint Force and NSE Lite. Commerz Bank is planning to relocate from Two IFC into **The Lee Gardens** later this year.

In **North Point / Quarry Bay** many existing tenants have expanded within their current buildings. The American Club moved their back offices into **Two Chinachem Exchange Square**, Marriott Hotel Group moved from three floors at 1053 King's Road to occupy a whole floor (30,000 sq ft) in **Devon House**. Havi Logistics has leased a whole floor in **Prosperity Millennium Plaza** and BOCG Life Assurance has leased 38,000 sq ft in **Cityplaza 1**.

## Rentals / Forecast

Rents in the competitive **budget range** have advanced by around 10% in the last 12 months. What was \$35.00 per sq ft is now around \$40.00 and there is very little available in Central now below this figure. Even **mid-range rates** have firmed but to a lesser degree and what was \$50.00 per sq ft last year is now around \$53.00 per sq ft. The **upper mid-range** sector between \$65.00 and \$75.00 per sq ft has remained unchanged.

The status in the top **prime sector** is mixed with those buildings that are close to full occupancy holding their rates such as Two IFC, whilst other buildings with higher vacancy rates are far more flexible in negotiations. Top prime rates now average between \$90.00 and \$120.00 per sq ft but the most expensive buildings are still quoting \$160+ per sq ft.

Rates in **Wan Chai** average around \$35 - \$45.00 per sq ft, except for Wan Chai North

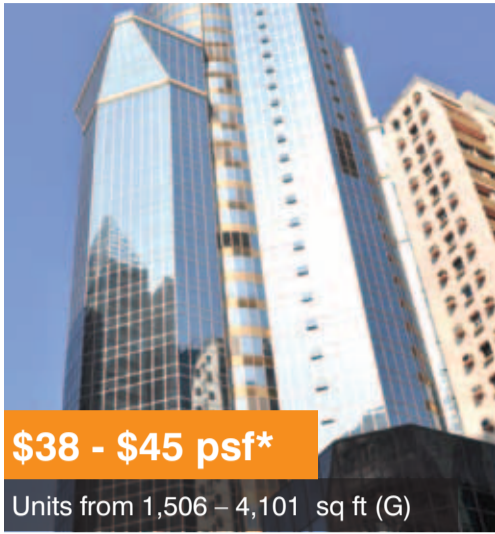
which is much more expensive, between \$60.00 and \$75.00 per sq ft because of the full sea views. In **Causeway Bay** most buildings fall within the \$40 - \$55.00 per sq ft bracket. **North Point / Fortress Hill** still offers the best value for money, with effective rates ranging from \$27.00 to \$35.00 per sq ft. Most buildings at Taikoo Place in **Quarry Bay** are quoting \$48.00 per sq ft but other King's Road properties range around \$30.00 per sq ft.

**Kowloon East** ranges from \$16.00 to \$35.00 per sq ft, **Tsim Sha Tsui** ranges from \$30.00 to \$55.00 per sq ft and **Mong Kok / West Kowloon** ranges from \$25.00 to \$40.00 psf.

**We are not expecting rates to advance significantly over the next 12 months as demand remains weak, but the economy / budget sector is likely to see the most growth as this end of the market is seeing the most activity.**

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**\$38 - \$45 psf\***  
Units from 1,506 – 4,101 sq ft (G)

**Sino Plaza**  
255-257 Gloucester Rd, Causeway Bay



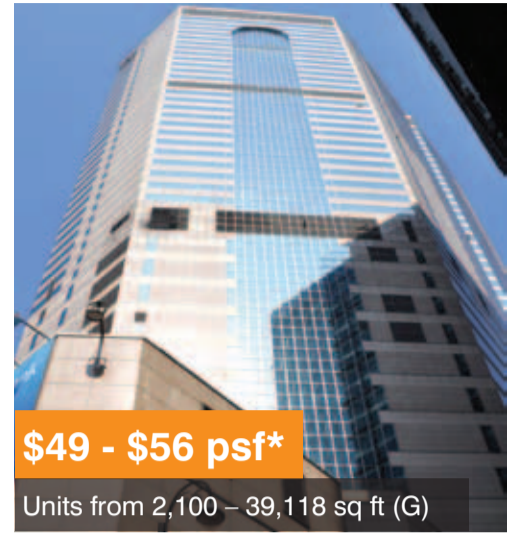
**\$45 - \$51 psf\***  
Units from 963 – 5,442 sq ft (L/G)

**Shui On Centre**  
6-8 Harbour Road, Wan Chai



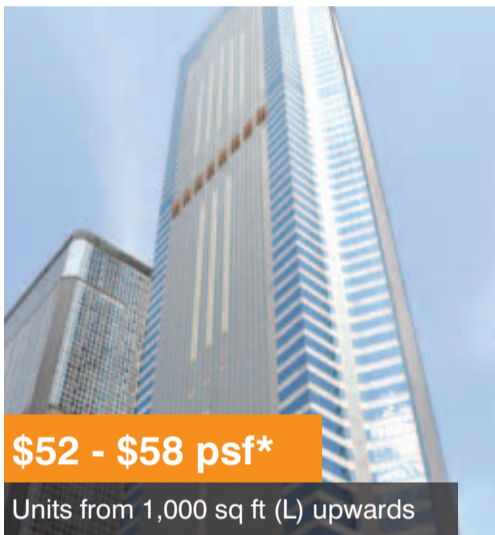
**\$48+ psf\***  
Units from 2,000 – 9,135 sq ft (G)

**Nan Fung Tower**  
88 Connaught Rd Central, Sheung Wan



**\$49 - \$56 psf\***  
Units from 2,100 – 39,118 sq ft (G)

**Times Square Tower 2**  
1 Matheson Street, Causeway Bay



**\$52 - \$58 psf\***  
Units from 1,000 sq ft (L) upwards

**Central Plaza**  
18 Harbour Road, Wan Chai




**\$75+ psf\***  
Units from 903 – 44,661 sq ft (L)



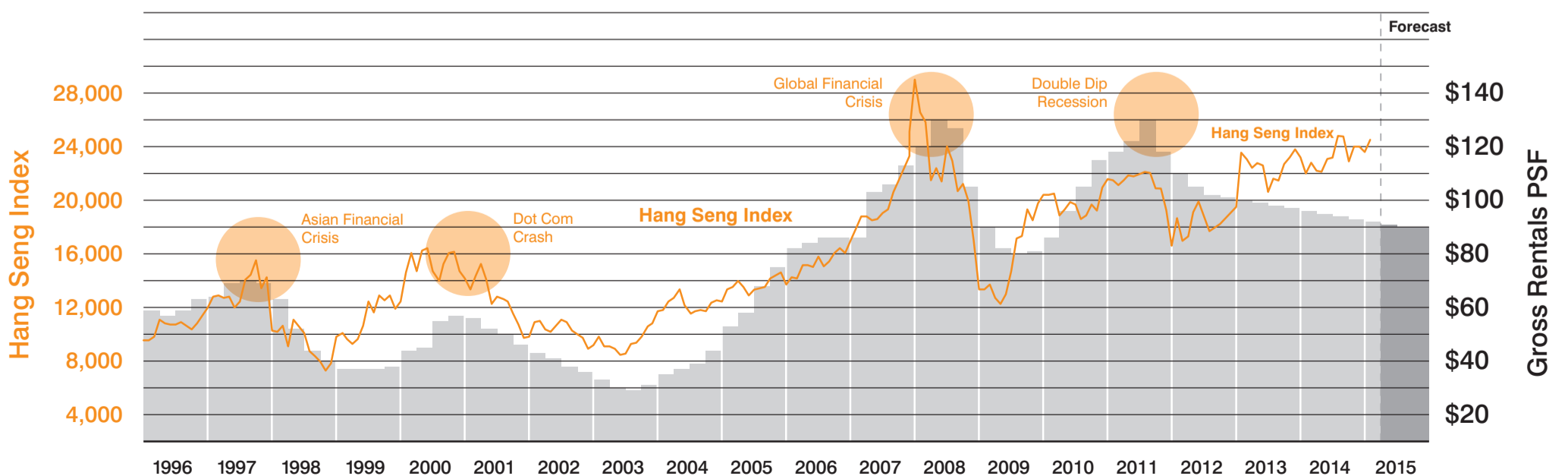
**Citibank Tower, Citibank Plaza** 3 Garden Road, Central



**\$72+ psf\***  
Units from 2,750 – 11,482 sq ft (L)

**Man Yee Building**  
68 Des Voeux Road Central, Central

## History of Average Prime Grade A Office Rentals



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Area Definitions: **G** - Gross (70% efficiency), **L** - Lettable (80 - 85% efficiency), **N** - Net (100% efficiency)



**\$23 - \$30 psf\***

Units from 859 – 26,292 sq ft (G)

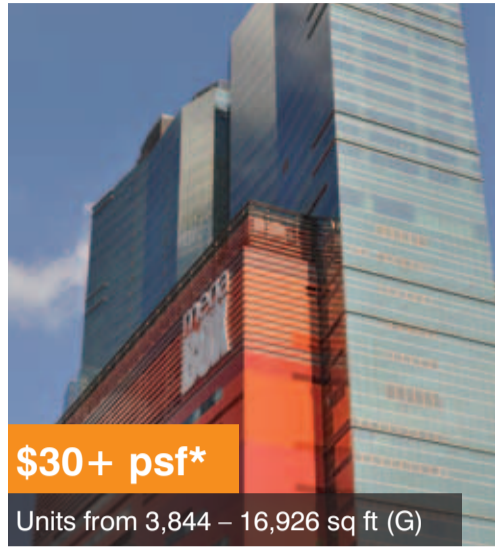
**Kowloon Commerce Ctre T1&2**  
51-53 Kwai Cheung Road, Kwai Chung



**\$30+ psf\***

Units from 1,478 – 17,000 sq ft (G)

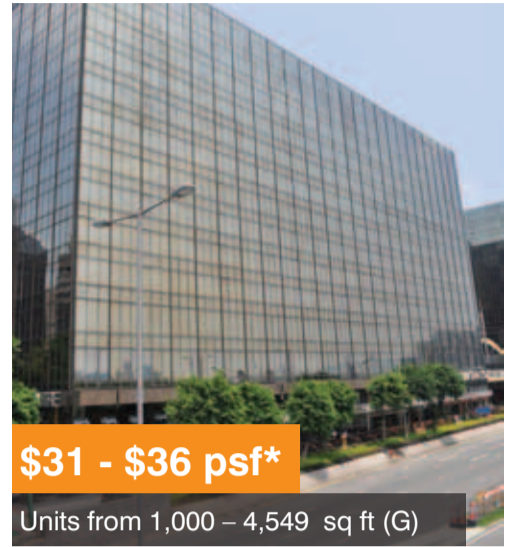
**One Pacific Centre**  
414 Kwun Tong Road, Kwun Tong



**\$30+ psf\***

Units from 3,844 – 16,926 sq ft (G)

**Enterprise Square 5 Tower 1**  
38 Wang Chiu Road, Kowloon Bay



**\$31 - \$36 psf\***

Units from 1,000 – 4,549 sq ft (G)

**Tsim Sha Tsui Centre**  
66 Mody Road, Tsim Sha Tsui



**\$33+ psf\***

Units from 3,306 – 8,584 sq ft (G)

**Millennium City 5 BEA Tower**  
418 Kwun Tong Road, Kwun Tong



**\$35 - \$42 psf\***

Units from 3,302 – 15,451 sq ft (G)

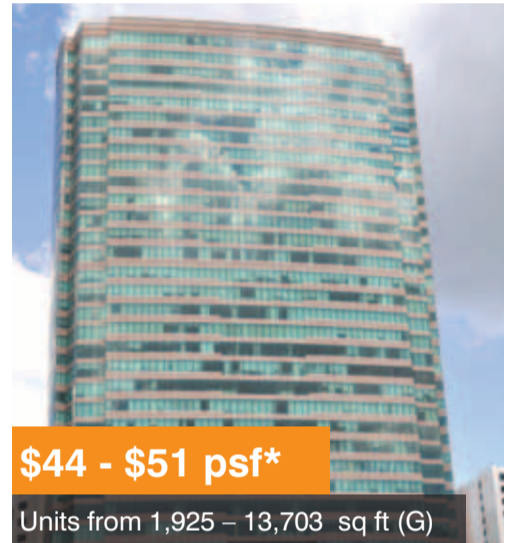
**The Metropolis Tower**  
10 Metropolis Drive, Hung Hom



**\$40+ psf\***

9,800 sq ft (G) per floor

**8 Observatory Road**  
Tsim Sha Tsui



**\$44 - \$51 psf\***

Units from 1,925 – 13,703 sq ft (G)

**The Gateway II Tower 6**  
9 Canton Road, Tsim Sha Tsui

## Useful Contacts For Tenants

### Interior Designers

**One Space**  
Contact: Matthew Deayton, T 3555 2219  
matthew.deayton@one-space.com  
www.one-space.com

### Southern Interiors

Contact: Barry Lau  
T 2377 1380 / info@southerninterior.com.hk  
www.southerninterior.com.hk

### M Moser Associates

Contact: Eric Chak  
T 2806 1373 / ericC@mmoser.com  
www.mmoser.com

### RHK Design

Contact: Karen Chan  
T 2522 2258 / karen.chan@rhkdesign.com  
www.rhkdesign.com

### Interspace

Contact: Lawrence Chan  
T 3520 4310 / lawrence@interspace.asia  
www.interspace.asia

### Renovation Contractors

**Leung & Chang Interiors**  
Contact: Othman Lau / Thomas Lau  
T 3110 4618 / 2866 0106  
lcinteriors2000@yahoo.com.hk

### IT Support / Network

**ISSS**  
Contact: Sunil Sadwani  
T 2851 8330 / support@issss.hk  
www.issss.hk

### Superior Solutions

Contact: Simon Maclean  
T 6140 5184 / simon@superior-solutions.com  
www.superior-solutions.com

### Quick IT

Contact: Anson Chau  
T 3970 0793 / anson@quickit.com.hk  
www.quickit.com.hk

### Principle One

Contact: James Oliver  
T 3555 2000 / info@principleone.com  
www.principleone.com

## Estimated Fitting Out Costs

Guide To Basic Fitting Out Costs / HK\$	Economy	Mid-Range	Premium
<i>General Construction</i>	<i>Per sq ft</i>	<i>Per sq ft</i>	<i>Per sq ft</i>
Preliminaries / Insurance	\$30	\$35	\$40
Carpets / Floor finishes	\$25	\$35	\$45
Wall Finishes	\$20	\$33	\$65
Ceiling finishes	\$25	\$36	\$48
Partitions including door (glass or gypsum board)	\$48	\$53	\$58
Window Blinds	\$12	\$18	\$24
<b>Total</b>	<b>\$160</b>	<b>\$210</b>	<b>\$280</b>
<i>System Furniture / Fixtures and Fittings</i>	<i>Per sq ft</i>	<i>Per sq ft</i>	<i>Per sq ft</i>
Custom and system furniture	\$110	\$180	\$255
F & F including filing and storage cabinets			
Conference table and presentation cabinet	\$40	\$50	\$65
<b>Total</b>	<b>\$150</b>	<b>\$230</b>	<b>\$320</b>
<i>M &amp; E Services</i>	<i>Per sq ft</i>	<i>Per sq ft</i>	<i>Per sq ft</i>
Electrical Works & Networking	\$60	\$70	\$90
Fire Protection System	\$18	\$20	\$25
Air-conditioning Works	\$42	\$60	\$75
<b>Total</b>	<b>\$120</b>	<b>\$150</b>	<b>\$190</b>
<i>Miscellaneous</i>	<i>Per sq ft</i>	<i>Per sq ft</i>	<i>Per sq ft</i>
Signage	\$17	\$22	\$27
Plumbing Works (wet pantry)	\$16	\$16	\$16
Security	\$17	\$22	\$27
<b>GRAND TOTAL</b>	<b>\$480</b>	<b>\$650</b>	<b>\$860</b>

## Contact

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T +852 3752 3031 / 6620 1719  
echan@corporatelocations.com  
www.corporatelocations.com



**CORPORATE  
LOCATIONS**

### Disclaimer

The information in this publication should be regarded as a general guide only. Whilst every care is taken in its preparation, no representation is made or responsibility accepted for its accuracy or completeness. The rentals mentioned are neither asking rentals nor rentals agreed by property owners, but only represent the writers views on estimated rentals and is intended as reference only.