

ATC Osaka Agent Resource Kit

Professional Partner Guide for Real Estate Agents & Brokers

(this is just a reference document, for any official confirmation please contact us directly by e-mail or phone)

Welcome to the ATC Partner Program

Thank you for considering ATC Osaka as a solution for your commercial office clients. This resource kit provides everything you need to confidently present, propose, and close office leasing opportunities in Osaka's Bay Area business district.

What's Inside:

- Property portfolio overview
- Transparent pricing & commission structure
- Client qualification criteria
- Marketing assets & floor plans
- Leasing workflow & timelines
- Competitive advantages & positioning
- Direct contact channels

Contents

1. Property Portfolio Overview	2
2. Transparent Pricing & Commission Structure	2
3. Client Qualification Criteria	3
4. Competitive Advantages & Client Positioning.....	4
5. Marketing Assets Available	4
6. Leasing Workflow & Timeline	5
7. Frequently Asked Questions (Agent Edition).....	6
8. Direct Contact Channels.....	7

1. Property Portfolio Overview

The ATC Complex

- **Location:** Sakishima, Osaka Bay (Trade Center-mae Station, Metro Chuo Line)
- **Total Area:** 370,000 m² across two connected buildings (ITM + O's)
- **Office Inventory:** ITM Building—12 floors of professional office space
- **Management:** Nearly 30 years of ownership/operations by Asia and Pacific Trade Center Co., Ltd.

Available Office Spaces (As of October 2025)

Unit	Size (m ²)	Floor	Capacity	Status	URL
ITM Building A-6	159	3F	15+	AVAILABLE	/office-space/itm-building-a-6
ITM Building J-4-2	67	5F	5–10	AVAILABLE	/office-space/itm-building-j-4-2
ITM Building H-1	233	4F	25+	AVAILABLE	/office-space/itm-building-h-1
ITM 3F J-7	242	3F	25+	AVAILABLE	/office-space/itm-3f-j-7
ITM 3F E-5	373	3F	40+	AVAILABLE	/office-space/itm-3f-e-5

Note: Availability changes frequently. Contact the leasing team for real-time status before client presentations.

Use our search office search bar, <https://estate.atc-co.net/language/english/osaka-office-spaces-for-rent-listing/>

2. Transparent Pricing & Commission Structure

Rental Pricing Overview

- **Range:** Competitive Bay Area rates, approximately 85% of central Osaka (Umeda/Honmachi) pricing
- **Included Services:** Utilities, high-speed internet, building maintenance, 24/7 security
- **Additional Costs:** Common Area Maintenance (CAM), parking (if required), meeting room rentals (20% tenant discount)

Pricing Details: Contact leasing team for current per-tsubo/m² rates and customized proposals based on client size, term, and fit-out needs.

Agent Commission Structure

- **Standard Commission:** [Contact leasing team for current agent commission rates]
- **Payment Terms:** Paid upon lease execution and tenant move-in
- **Eligibility:** Licensed real estate agents/brokers representing qualified corporate clients

To Qualify for Commission:

1. Register client inquiry with ATC leasing team before first site visit
2. Accompany client to property tours (or coordinate with ATC team)
3. Provide completed client qualification form (see Section 3)
4. Facilitate lease negotiation and signing process

3. Client Qualification Criteria

Ideal Client Profile

- **Company Type:** Foreign subsidiaries, branch expansions, startups, IR-related ventures, project teams
- **Team Size:** 1–50+ employees
- **Lease Duration:** 1–5 years (flexible terms available)
- **Move-in Timeline:** Immediate to 6 months
- **Special Needs:** English support, proximity to IR Osaka, logistics/freight handling, parking-intensive

Pre-Qualification Checklist

- ☐ Company registered in Japan or plan to register
- ☐ Decision-maker identified and involved
- ☐ Budget range confirmed (monthly rent + deposit)
- ☐ Space requirements defined (m², team size, layout preference)
- ☐ Move-in timeline established
- ☐ Lease term preference clarified

Submit this information to: y-inoue@atc-co.com with subject line "Agent Referral – [Client Company Name]"

4. Competitive Advantages & Client Positioning

Why Agents Recommend ATC Osaka

Cost Efficiency:

Bay Area office rents average 85% of central Osaka pricing while maintaining excellent metro connectivity (18 minutes to Honmachi).

IR Osaka 2030 Proximity:

5-minute drive to Yumeshima integrated resort development site. Early positioning for hospitality, entertainment, and supplier ecosystems.

Parking & Access:

~1,200 covered parking spaces—a significant advantage over downtown towers with limited/expensive parking. Direct highway access to KIX, Kobe, Kyoto.

Bilingual Operations:

English-speaking leasing team, bilingual contracts, and ongoing property management support for foreign corporate clients.

Amenities Ecosystem:

Onsite restaurants, cafes, convenience stores, meeting rooms (20% tenant discount), rooftop garden, cross-dock logistics services.

Proven Track Record:

Supported Expo 2025 operations; hosts ~600,000 annual visitors through exhibition halls and conference facilities.

Flexible Terms:

Short-term (1–2 years) for project teams or longer commitments for regional headquarters.

5. Marketing Assets Available

For Agent Use (Available Upon Request)

Digital Assets:

- High-resolution building exterior photos
- Office interior photo gallery (furnished + unfurnished)
- Osaka Bay aerial photography
- ATC amenities photo package
- Transport connectivity map (Metro/highway/airport)

Documents:

- Floor plans (CAD/PDF format) for all available units
- Building specifications sheet
- Amenities one-pager
- Access & transport guide
- Sample lease agreement (redacted)
- Client office space checklist (English/Japanese)

Video Content:

- 2-minute building overview video
- Access guide (Trade Center-mae Station to office floors)
- Tenant testimonial compilation (Expo 2025 case studies)

Request marketing materials: y-inoue@atc-co.com with subject "Agent Marketing Assets Request"

6. Leasing Workflow & Timeline

Standard Process (Agent-Assisted)

Step 1 – Agent Registration (Day 0)

Agent submits client qualification form and requests availability confirmation.

Step 2 – Availability Confirmation (Day 1)

ATC leasing team responds with current availability, pricing range, and tour availability.

Step 3 – Site Tour (Days 2–5)

Agent accompanies client or coordinates tour with bilingual ATC staff.

Step 4 – Proposal Delivery (Days 7–10)

ATC prepares customized proposal with pricing, lease terms, fit-out options.

Step 5 – Negotiation & Agreement (Days 14–21)

Agent facilitates client decision-making; ATC prepares bilingual lease agreement.

Step 6 – Contract Execution (Day 21–28)

Signed agreement, deposit payment, move-in coordination begins.

Step 7 – Move-In (Weeks 6–8)

Furniture delivery, IT installation, keys handover. Agent commission processed.

Total Timeline: 6–8 weeks from inquiry to occupancy (may vary based on fit-out requirements).

7. Frequently Asked Questions (Agent Edition)

Q: How quickly can I get pricing for a client inquiry?

A: Same business day for standard inquiries submitted before 3:00 PM JST. Custom fit-out pricing may take 2–3 business days.

Q: Can I co-tour with the ATC team, or must I always accompany clients?

A: Both options work. Many agents prefer ATC's bilingual team to handle tours while they focus on client relationship management.

Q: What documents do I need from clients before proposing ATC?

A: Company registration info (or incorporation plan), decision-maker contact, budget range, team size, and move-in timeline.

Q: Are commissions paid for lease renewals?

A: [Contact leasing team for renewal commission policy]

Q: Can clients customize office layouts?

A: Yes. Fit-out customization is available and discussed during the proposal stage. Some landlord contributions may apply.

Q: Is parking included in rent?

A: Parking is typically separate and charged per space/month. Discounted rates available for bulk reservations.

Q: What's the deposit structure?

A: Standard Japanese office lease terms apply (typically 6–10 months rent as deposit, refundable). Exact terms vary by unit and lease duration.

8. Direct Contact Channels

Primary Leasing Contact (English/Japanese)

Name: Yuji Inoue

Email: y-inoue@atc-co.com

Phone: +81-6-6615-5002

Business Hours: Monday–Friday, 9:00 AM – 6:00 PM JST

Response Time: Same business day for agent inquiries

For Agent Program Inquiries

Subject Line Format: "Agent Partnership Inquiry – [Your Agency Name]"

Include: Agency license number, primary contact, typical client profile, annual transaction volume.

9. Quick Reference: ATC vs. Central Osaka

Factor	ATC Osaka Bay	Central Osaka (Umeda/Honmachi)
Avg. Rent (m²)	~85% of central rates	Baseline (100%)
Parking Availability	~1,200 covered spaces	Limited, expensive off-site
Metro Access	18 min to Honmachi	0–5 min walk to station
English Support	Full bilingual team	Varies by building
IR Osaka Proximity	5 min by car	20–30 min by car
Onsite Dining	Multiple restaurants/cafes	Varies by building
Environment	Waterfront, park-like	Dense urban
Logistics Support	Cross-dock available	Rarely available

10. Success Stories: Agent-Placed Clients

Case Study: Beyond Limits KK (Expo 2025 Project Team)

- **Client Profile:** International event management firm
- **Space:** Mid-size office suite, ITM Building
- **Duration:** 2-year project-based lease
- **Key Factors:** English support, rapid onboarding, freight/logistics coordination
- **Outcome:** "The ATC Building was an invaluable partner in our Expo project."

Case Study: GL Events Japan KK

- **Client Profile:** Global events and venue management company
- **Space:** Multi-floor operations hub
- **Key Factors:** Transport links, onsite conference facilities, partner proximity
- **Outcome:** "Excellent transport links and the convenience of having partners and clients in the same building streamlined our workflow."

Next Steps for Agents

Ready to Partner with ATC?

1. **Download this kit** for offline reference
2. **Register as an ATC agent partner** by emailing y-inoue@atc-co.com
3. **Request marketing assets** (photos, floor plans, videos)
4. **Submit your first client inquiry** using the qualification form
5. **Schedule a familiarization tour** to experience the property firsthand

Document Information

Version: 1.0 (October 2025)

Last Updated: October 17, 2025

<https://estate.atc-co.net/language/english/>

For: Licensed Real Estate Agents & Brokers

Market Focus: Osaka Office Leasing (Bay Area Specialty)

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All information is subject to change. Verify availability and pricing before client presentations.