



CELEBRATING  
**100**  
YEARS

Company Overview

A low-angle, upward-looking photograph of several modern skyscrapers with glass facades. The sky is blue with some light clouds. A large, semi-transparent red shape is overlaid on the left side of the image, partially covering the buildings. The text 'CUSHMAN & WAKEFIELD' and 'IDEAS INTO ACTION' is printed in white on this red area.

**CUSHMAN & WAKEFIELD**  
**IDEAS INTO ACTION**



Cushman & Wakefield is a leading global real estate services firm that helps clients transform the way people work, shop, and live.

Our 43,000 employees in more than 60 countries help investors and occupiers optimize the value of their real estate by combining our global perspective and deep local knowledge with an impressive platform of real estate solutions. Cushman & Wakefield is among the largest commercial real estate services firms with revenue of \$5 billion across our core services of agency leasing, asset services, capital markets, facility services (C&W Services), global occupier services, investment and asset management (DTZ Investors), project and development services, tenant representation, and valuation and advisory.

## Confidently Global, Expertly Local

### BY THE NUMBERS

**300+**  
OFFICES

**\$191B\***  
TRANSACTION VOLUME

**60+**  
COUNTRIES

**\$5B\***  
REVENUE

**43,000+**  
EMPLOYEES

**4.3B**  
SF MANAGED

**3,500+**  
BROKERS

\* USD

### COUNTRY COVERAGE

Argentina  
Australia  
Austria  
Bahrain  
Belgium  
Botswana  
Brazil  
Bulgaria  
Canada  
Chile  
China  
Colombia  
Costa Rica  
Croatia  
Czech Republic  
Democratic Republic  
of Congo  
Denmark  
Estonia

Finland  
France  
Georgia  
Germany  
Ghana  
Greece  
Hungary  
India  
Indonesia  
Israel  
Italy  
Japan  
Kazakhstan  
Kenya  
Korea, Republic Of  
Latvia  
Lesotho  
Lithuania  
Luxembourg

Macedonia  
Malaysia  
Mexico  
Namibia  
Netherlands  
New Zealand  
Nigeria  
Northern Ireland  
Norway  
Pakistan  
Peru  
Puerto Rico  
Philippines  
Poland  
Portugal  
Qatar  
Ireland, Republic of  
Romania  
Russia

Saudi Arabia  
Singapore  
Slovakia  
South Africa  
Spain  
Swaziland  
Sweden  
Switzerland  
Taiwan  
Thailand  
Turkey  
Ukraine  
United Arab Emirates  
United Kingdom  
United States  
Vietnam  
Zambia  
Zimbabwe

Cushman & Wakefield's clients across the globe can expect a strong bias for action, a rigorous focus on results, value created through insight, and the right people powered by the right platform – on every assignment, every time.

Our capabilities truly reflect client needs, and client success reflects the strategic execution of this business model, our progressive world view, and the value derived from the industry's top talent worldwide.



## Strong bias for action

Our culture fosters agility, teamwork, and resourcefulness, so we never stand still. Clients benefit from rapid delivery of effective, timely solutions. **We get things done.**



## Rigorous focus on results

Results matter, and measurable success is critical to the work we do with clients. We hold our professionals to the highest standards and strive to lead the industry in best practices. **Cushman & Wakefield is committed to outstanding outcomes.**



## Value created through insight

Dedicated research resources and deep local teams provide an understanding of both the impact of global events and what drives local markets. We use these insights to help clients make **astute real estate decisions that yield the most value.**



## The right people, the right platform

A combination of industry-leading experts and platforms ensures the delivery of the **most effective solution to our clients**, regardless of location or scope, around the globe.



Our sole focus on commercial real estate means we set the standard for best practices across the globe.

### A platform for client success

Cushman & Wakefield's expertise spans the spectrum of commercial real estate services, and clients benefit from the shared knowledge, collaboration, and best practices derived from a firm powered by creative thinking, the innovative use of technology, and an unmatched passion for real estate.

## SERVICES

### Agency Leasing

- Strategic asset analysis
- Comprehensive property positioning
- Broker relationship campaigns
- Prospective tenant analysis and canvassing programs
- Letter of intent and lease negotiation
- Regular client reporting
- Coordination of additional real estate services

### Asset Services

- Engineering operations
- Client accounting
- Contract and vendor maintenance
- Transitions and quality control
- Lease compliance and administration
- Property management
- Project and development services
- Due diligence
- Strategic account management
- Sustainability

### Capital Markets

- Investment sales
- Equity, debt, and structured finance
- Corporate finance and investment banking

### Facility Services

- Janitorial
- Maintenance
- Critical environments
- Landscaping
- Office services

### Global Occupier Services

- Strategic consulting
- Portfolio administration
- Transaction management
- Project and development services
- Integrated facilities management

### Investment & Asset Management

- Segregated portfolio management
- Asset management
- Fund creation and management
- Indirect investing
- Fund investment strategy
- Direct and indirect exposure on both a debt and equity basis

### Project & Development Services

- Program, project, and construction management
- Development services and master planning advisory
- Procurement and bid management
- Schedule and budget management
- Cost consultancy and value engineering
- Space and occupancy planning
- Move management
- Sustainability
- Workplace consultancy

### Tenant Representation

- Strategic consulting
- Occupancy workplace strategy
- Acquisitions, dispositions, and build-to-suits
- Market, demographic, and labor analysis
- Lease restructuring; subleasing services
- Lease auditing

### Valuation & Advisory

- Appraisal management
- Diligence advisory
- Dispute analysis and litigation support
- Financial reporting
- Property tax services
- Valuation/Portfolio valuation

## SECTORS

Airports & Ports  
Automotive  
Banking/Financial Services  
Data Centers  
Education  
Energy (Oil & Gas)  
Food & Beverage  
Government  
Healthcare  
Higher Education

Hospitality  
Industrial  
Land  
Legal/Professional Services  
Life Sciences/Pharma  
Multi-family  
Net Lease Investment Services  
Not-for-Profit  
Residential  
Retail  
Technology

Cushman & Wakefield is a leader in the global real estate marketplace, putting the client at the center of everything we do.

The 2015 Watkins survey gave Cushman & Wakefield the highest scores for “ease of doing business with” of any global provider of outsourced real estate. Clients trust us because we listen and put their interests first.

#### RECENT AWARDS

- IAOP's The Global Outsourcing 100®
- ENERGY STAR Partner of the Year-Sustained Excellence
- Top 2 - Lipsey Company's Top 25 Commercial Real Estate Brand Survey
- BOMA International TOBY Award 2015
- #1 - BOMA 360 Performance Program®
- #1 - Tenant Representation, *National Law Journal*
- #1 - Retail Brokerage in the U.S. by Leasing Square Footage, *The Real Deal*
- #1 - Industrial Leasing Market Share in the U.S., CoStar Group
- #1 - Office & Retail Agency, UK Property Awards
- Investment Agency of the Year, *Property Week*
- CIO 100 Award Winner, *CIO*
- Innovation Award, CoreNet Global
- Corporate Real Estate Service Excellence Award 2015, CoreNet Global China
- NABE Outlook Award, Most Accurate Economic Forecasting
- China's Best Valuation Agency Award, C-REITs Alliance
- The Highest Percentage Saver Award – Champion (Property Management), Friends of Earth





## A Storied History | Excellence for Today | A Firm for Tomorrow

With roots dating back more than 200 years and a century-old recognized brand, today's Cushman & Wakefield is an organization founded on an unwavering commitment to clients. Since our founding, strategic acquisitions, talent procurement, and organic growth have expanded our service platform and capabilities to all major markets on six continents. This global platform, continually strengthened by the expertise of our people, gives us a unique understanding of the dynamics that drive local markets and the trends that impact global events, positioning us to help clients make smarter real estate decisions.

1



2



4



5



7



8



9



3



## Key Assignments

6



### **PING AN INTERNATIONAL FINANCIAL CENTER** / 1

China

Joint sole agent for 320,000 SQ M in one of the tallest office buildings in the world

### **BIRTCHE ANDERSON REALTY, LLC** / 2

North America

Property management for a 533,701 SF office portfolio

### **CORNERSTONE REAL ESTATE ADVISERS LLC** / 3

North America

Property management for a four-building Class A office portfolio

### **TRIPLE FIVE** / 4

North America

Assisted in leasing 96,000 SF to Irish retailer Primark at the American Dream complex

### **VERIZON** / 5

North America

Agent in USD \$650 million sale/20-year leaseback of 1.4 million SF operations center in seven buildings

### **590 MADISON AVENUE** / 6

North America

Advisor to the State Teachers Retirement System of Ohio in a USD \$650 million senior mortgage loan

### **KEW GREEN HOTELS** / 7

United Kingdom

Nearly USD \$700 million acquisition of a hotel portfolio on behalf of HK CTS

### **DALIAN WANDA COMMERCIAL PROPERTIES CO., LTD.** / 8

China

Valued 84.7 million SQ M of real estate assets in China as part of the company's IPO, which raised over US \$4.2 billion

### **HUAWEI TECHNOLOGIES CO.** / 9

China

Facilities management for a 1.14 million SQ M. China portfolio including locations in Dongguan, Hangzhou, and Beijing





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