



CELEBRATING
100
YEARS

THE OCCUPIER NEWS

Q3 2017

A Cushman & Wakefield
Employee Publication

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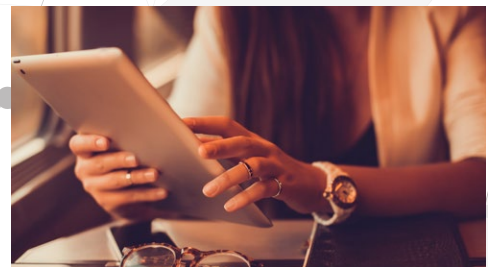
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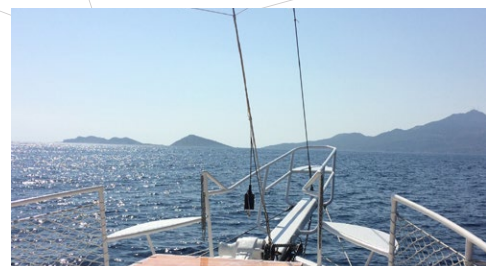
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welcome.

We have the best talent, which is why it's crucial for our business to support you - our people. Giving you the tools necessary to be more productive, encouraging you to find innovative solutions for our clients, and understanding the need to maintain a well-workplace is why we continue to attract top industry talent.

We compete and strive to win together and celebrate together, which is evident throughout the pages of this edition of The Occupier News. We talk with global talent, feature key wins, and showcase awards. We also highlight colleague collaboration including the Annual APAC Leadership Conference, the Alternative Ways of Working Series, the I-Suite Event in London, and Vivid Sydney. At Cushman & Wakefield, we stand for inclusion and are delighted to have been the inaugural access and inclusion partner for Vivid Sydney 2017, which is the largest light, music, and ideas festival in the world. We also feature fun photos capturing our colleagues' summer travel and activities.

I am proud of our team and all we have accomplished this quarter. Please enjoy reading the Q3 2017 edition of The Occupier News.

Best,
Steve Quick



Steve Quick
Chief Executive
Global Occupier Services



Talking with Talent

Tell us a little more about you:

I am originally from the Philippines, but have been pretty much on the move most of my life. I went to the U.S. to pursue my graduate education in business and economics, dabbled as a consultant for PriceWaterhouseCoopers in New York City and as a Senior Economist for the National Association of Realtors before eventually ending up working in Cushman & Wakefield in our Washington D.C. office in 2003. In 2010, I was invited to lead the regional research team in Asia Pacific - so here I am in Singapore. On a personal level, I love spending time with family, doing yoga and pilates, and going on food adventures with friends whenever possible. I am also an avid "photography bug" as I like to capture moments and special places and have done several coffee table books that chronicle my travels.

Notable industry achievement:

My team embarked on a rebranding campaign this year in collaboration with our Strategic Marketing team. The business environment has been rapidly evolving and we wanted to make sure that we are capitalising on new information trends and changing client demographics. This meant delivering shorter and tighter research on a whole new digital platform that is in close alignment with the client's journey. The feedback has been outstanding so far.

What's something you're most proud of?

I was a recipient of the ambassadorial scholarship from Rotary International when I was a graduate student in the U.S. That opportunity has opened many doors, and since then, I have made education as my chosen advocacy as a way to give back. Rotary International is an international charity service organisation, and currently, I am an active member of the Rotary Club of Raffles City in Singapore. During my term as President in 2015-16, I helped raised SG\$100,000 to fund the education of 10 disadvantaged children in partnership with ISCOS as well as the construction of toilet projects for a local school in Pursat, Cambodia.

Is there a quote you live your life by?

When nothing is certain, everything is possible.

What would most people be surprised to learn about you?

I took up karate and judo for self-defence. My small frame made it difficult learning both sports but tenacity got me through those classes!

Why do you enjoy working at Cushman & Wakefield and in the commercial real estate industry?

I love that I get to be a part of a fun, diverse, and dynamic workplace, and doing what I do. I feel very fortunate to have the opportunity to work with and learn from the best and the brightest in the real estate arena across the world. The opportunities to grow and shine within the firm are just boundless - if you put your heart into it.

**Sigrid G. Zialcita**

Head of Asia Pacific Research

Location: Singapore



Sigrid with her sister.

Tell us a little more about you:

I am an avid adventurer, outdoorsman, and explorer. My wife and I have been best friends since we were three years old. We have two amazing daughters that are six and nine. At 37 years of age, I've lived my bucket list 10 times over.

Notable industry achievement:

In 2009 (at the age of 28), I founded EnSite Solutions, which is a national mission critical service company and has become the market leader in the space. In 2012, I also founded Teraprise Data Solutions, which became a highly successful asset management software company. Both EnSite and Teraprise were acquired by Cushman & Wakefield in November 2016 and that is why I am here today at this awesome company.

What's something you're most proud of?

My most proud professional moment was in 2013 when our company was recognized for 2,203% growth over a three-year period and was ranked #187 on the Inc. 500 list for the fastest growing companies in the United States (we made the list three times). At the awards ceremony, I was recognised by the CEO of Inc. 500 magazine in his closing statement for our accomplishment and a quote that I gave during an interview that has become the most retweeted quote in Inc. 500 history "the man riding the lion." It was a very proud day for me as making this list in our first qualifying year was a goal I set the day I started the company. My proudest moment personally is something I get to live every day as there is nothing that makes me more proud than watching my

two daughters grow into strong independent women.

Is there a quote you live your life by?

There is a quote that I read every morning and every night. I've had it for nine years. The quote is by Theodore Roosevelt, "It is not the critic who counts; not the man who points out how the strong man stumbles, or where the doer of deeds could have done them better." The credit belongs to the man who is actually in the arena, whose face is marred by dust and sweat and blood; who strives valiantly; who errs, who comes short again and again, because there is no effort without error and shortcoming; but who does actually strive to do the deeds with great enthusiasm and devotions.

What would most people be surprised to learn about you?

Honestly probably not much. I'm a pretty open book to all my friends, family, and colleagues.

Why do you enjoy working at Cushman & Wakefield and in the commercial real estate industry?

Coming from an entrepreneurial background, I cherish the way Cushman & Wakefield is constantly improving, evolving, and looking for better ways to help our customer base - that is something that large organisations typically struggle with. I feel like I am a part of something much bigger than just my business unit and have had nothing but support from my direct management team. I also absolutely love working with Colette Temmink, Steve Quick, and the GOS team. I strongly believe we are blazing new paths in the space.

**Toby Thomas**

Senior Managing Director
Critical Environments
Location: Irving, Texas



Toby with his family.

Tell us a little more about you:

I am a Chartered Surveyor by background and started my career with DTZ in Frankfurt, Germany. Having spent three years in valuation, I wanted a new challenge, so moved out of real estate into a management consulting role at Deloitte. Coming back to Cushman & Wakefield has offered me to perfect opportunity to align both skill sets.

Notable industry achievement:

Setting up a new skill line within Strategic Consulting to advise clients on forthcoming changes to accounting regulations and their impact on real estate leases - and succeeding in making accounting engaging and interesting for our clients.

What's something you're most proud of? After finishing my Master in Real Estate, I accepted my first real job in Germany - not part of my plan at the time - and moved abroad to a city I had never visited and where I knew not a soul. Despite having a degree in German, I realised on day one that I had no idea how to even answer the phone in a work context in Germany. It probably goes without saying that what followed was a very steep learning curve; culturally, linguistically, and professionally. I am proud of myself for taking that leap into the unknown.

Is there a quote you live your life by? "Say yes to every opportunity, you never know where it will take you."

What would most people be surprised to learn about you? I'm absolutely terrified of fun fair rides, but have happily jumped out of a plane at 15,000 ft.!

Why do you enjoy working at Cushman & Wakefield and in the commercial real estate industry?

Real estate is tangible, it impacts every aspect of life - home, education, work, and leisure. As a result, the built environment is such an emotive topic, from love it / hate it architecture, the offices vs. hot-desking debate, to the design of our cities. Working at Cushman & Wakefield gives me the opportunity to influence how people use and engage with the built environment every day.

**Hannah Coleman**

Associate
Strategic Consulting EMEA
Location: London



Hiking in Devon, England.



Hannah making her own gin.

Tell us a little more about you:

I grew up in a small town in the West Country of England, spending most of my free time playing and later working at my father's car breaker's yard. At 18, I left home and took an admin role at a local residential real estate firm, which led me to pursue the Royal Institution of Chartered Surveyors qualification and a university degree in Valuation and Estate Management. What started with an internship and graduate programme at Healey & Baker (now Cushman & Wakefield) in London 16 years ago, turned into moving countries eight times and living in cities including Hong Kong, Singapore, Beijing, Ho Chi Minh City, and now New York. Throughout my travels, I worked with some of the world's leading occupier and investor clients in Brokerage, Agency Leasing, Capital Markets, Valuation, Consulting, and now Global Occupier Services. Along this journey, I met my wife, Julie, and we now live in New York City with our two dogs.

Notable industry achievement:

I've been a part of some amazing winning teams and some of the most notable achievements were representing the largest and most exciting landmark mixed use projects across the growing Asia Pacific region, including Marina One and DUO (2.5M SF) in Singapore, HKRI Taikoo Hui (1.8M SF) in Shanghai, and One Taikoo Place (1M SF) in Hong Kong.

What's something you're most proud of? Both personally and professionally, the opportunity to live and work globally has allowed me to build relationships with

friends, colleagues, and clients from all over the world. I am most proud of building teams across Asia Pacific. Working in these emerging markets including China and Vietnam is challenging but infinitely rewarding. The foundation of these teams was a strong culture of giving back to communities in need, both locally and around the region.

Is there a quote you live your life by:

My favorite quote is by Winston Churchill, "We shape our buildings; thereafter they shape us." Living within an industry that shapes and builds the environment around us is exciting, as it touches everything and everyone. I live my life with bold sense of 'common decency,' socially respectable behavior from one person to the next, ultimately the measure of a person's worth and value.

What would most people be surprised to learn about you: I left school at 16 and didn't consider a university education until I decided to pursue a career in real estate.

Why do you enjoy working at Cushman & Wakefield and in the commercial real estate industry:

It's very simple - the people and the entrepreneurial culture, which has provided so many exciting opportunities for me and many others. Globalisation has completely transformed our industry through the growth in emerging markets, and the international and diverse flow of both talent and capital. Much of this is already being enabled through advances in technology, but the real disruption will come in the next 10 years through big data, artificial

**Toby Dodd**

Executive Managing Director
Tri-State New York Region
Location: New York City



Toby and his wife.

intelligence, machine learning, and robotics, and it's great to be in New York, a global hub for PropTech.

As a global citizen, there's never been a better time to be in commercial real estate or at Cushman & Wakefield. The potential is immeasurable as the industry enters the next phase of disruption, and we are so well positioned to continue to lead.

Cushman & Wakefield Leadership



Adam L. Stanley
Global CIO / Digital Dude

Location:
Chicago

Provide a brief overview of your department: Global Technology Solutions is responsible for technology systems and innovation across all business globally. We provide strategic and operational direction for Cushman & Wakefield technology and work across our global regions to further drive innovation and fuel the tremendous growth the company is experiencing in property services.

Is there anything about your team or department that others should know about? We are NOT Corporate IT. We serve to “find the dollar” in everything we do. Rather than serving to POLICE the business or ENABLE the business, we strive to BE the business, working hand in hand with client facing colleagues to drive value for our clients.

Notable industry achievement: On behalf of my team, I have been proud to accept the CIO 100 Award two years in a row, the Premier IT Leader award, the Crain’s Chicago Tech 50 recognition, and others. I am also the only Global CIO of a top five commercial real estate firm on the lists of “Most Social CIOs” or “Duke Long’s 100 People to Know in Real Estate.”

Describe your career path to Cushman & Wakefield: I started out more than 20 years ago in consulting, working in strategy and M&A advisory at Deloitte. I transitioned into technology with stints at Dutch Bank ABN AMRO, financial services firm Aon Corporation and eventually Aviva. I became chief information officer in 2014 at DTZ, which merged with

Cushman & Wakefield in 2015 when I took leadership over technology over the combined company.

What hobbies do you enjoy in your personal time? I am an avid foodie and a blogger. I am very active in social media and have built a significant global network of people interested in technology, leadership, food, and life. I travel a ton and have a goal to visit 50 countries before I turn 50. I have checked off 45 to date so getting close to both numbers.

What would people be surprised to learn about you? I was a journalist at heart, having served in the top editorial roles of my high school and college newspaper. Also, I’ve had leading roles in three musicals, and have competed successfully in vocal competitions both as soloist, duets, and groups. Performance.



Provide a brief overview of

your department: Americas HR is laser-focused on acquisition, development, and the progression of talent. We are creating an inspired culture in which every team member is valued, and ideas and contributions are directed at solving our clients' real estate needs. Our constant care will ensure that processes, incentives, behaviours, leadership, and values are applied with discipline and commitment. We are creating a culture that is diverse and inclusive and we must be bold to achieve our objectives.

Is there anything about your team or department that others should know about?

We talk a lot about creating a world class HR function within Cushman & Wakefield. Some of the commitments that we make to one another are:

- We are accountable for the employee experience and always strive to do the right thing.
- We are an HR community that includes front line business support and the Centers of Expertise - we are all in this together and each individual is only successful if all of us succeed.
- We believe that everyone is well intended.
- We don't expect perfection. We admit to mistakes and do what we can to fix them - we pick ourselves up, dust ourselves off and get back to it!
- We view feedback as vital for development - we ask for it and we give it respectfully.

Describe your career path to

Cushman & Wakefield: I spent the first half of my career as a Management Consultant, consulting mostly for High Tech in the HR space. I also held Head of HR roles at a Real Estate Investment Management firm and a Consulting firm.

What hobbies do you enjoy in your personal time? I like to run and hike and generally just be outside.

What would people be surprised to learn about you? I have six kids between the ages of 12 and 16.

Anything else you would like to

add: I am so excited to be part of creating Cushman & Wakefield and believe we have a unique opportunity to build something special.



Michelle Hay
Chief Human Resource
Officer, Americas

Location:
Chicago



Michelle finishing a race.



Edward Cheung
Chief Executive, Greater China

Location:
Greater China
(usually based in
Shanghai and Hong
Kong)



Edward enjoying wine.

Is there anything about your team or department that others should know about?

A diverse workforce is the cornerstone of our Greater China business and something we value immensely for helping our business continue to thrive. Our staff comes from more than 15 countries globally, including the U.S., Canada, UK, Australia, New Zealand, Ireland, Peru, Poland, and many other countries in APAC. Another statistic to celebrate is that more than 54% of our staff are female, with more than 30% of director level titles being held by women, and this is still growing. We have been aggressive in hiring young, well-educated talent with about 50% of our staff aged 20 to 30 years. Many of these young staff members have studied internationally, and bring fresh thinking and new approaches to our business. In 2017 we established a Young Intelligence Committee (YIC) with 129 millennial staff as committee members. This program aims to cultivate more young talents to drive business development in Greater China, while at the same time helps to realise the potential of young employees.

Notable industry achievement:

We are the number one team in Greater China with the largest coverage of offices. We have an excellent track record on public sector work and SOEs. Our team has set up a successful Urbanization Services platform to capitalise on the Government's efforts to drive urbanisation. And, because of our deep penetration with the Government and SOEs, we are the only real estate service firm active in Belt and Road Initiative projects

(A government initiative that aims to bridge the infrastructure gap in Asia and boost the economies along the Silk Road Economic Belt and the Maritime Silk Road). Currently, we have worked on about 30 Belt and Road projects.

Describe your career path to Cushman & Wakefield:

The company has gone through a number of mergers and acquisitions in the past few years. I was based in Hong Kong for about four years working for C. Y. Leung & Co. on projects in China and then relocated to Shanghai in 1997 where I was in charge of managing the Shanghai Office. I was the CEO of DTZ Mainland China in 2007 (DTZ merged with C.Y Leung in 1999) and then CEO of Greater China in 2010. When DTZ merged with Cushman & Wakefield in 2015, I continued to act as CEO of Greater China.

What hobbies do you enjoy in your personal time?

I enjoy collecting wine. I prefer old world wine, particularly French and Italian wine.

What would people be surprised to learn about you?

I was a police inspector for one year in Hong Kong after graduation. I decided to switch jobs and work in the real estate industry because I studied urban development and planning and I wanted to follow a career path that was more in line with my degree. Also, the real estate industry in Hong Kong at that time when I graduated in the late 80s was very active and it offered a very sought after career.

**We
Won!**

GOS Wins in Q3

BELTONE

Team: Rick Bagy, Michael Bannister, Rebecca Boyd, and Ashley Metcalf

New / Renewal / Expansion: New

Location: U.S. and Canada

Services: Portfolio Administration, Facility Management and Transaction Management

BRISTOL-MYERS SQUIBB

Team: Pete Brohoski, Alex Diaz, Jill Gambino, Ryan Rawls and Shirley Roberts

New / Renewal / Expansion: Expansion

Location: Tri-State

Services: Transaction Management

DEAN FOODS

Team: Josh Feldman, Scott Goldman, Kelly Hackett, Chris Larson, Martin Woodrow, and Karen Decker

New / Renewal / Expansion: New

Location: U.S. and Canada

Services: Transaction Management, Portfolio Strategy and Portfolio Lease Administration

DRIVER & VEHICLE STANDARDS AGENCY

Team: Alison Davies and Andy Woodall

New / Renewal / Expansion: Extension

Location: EMEA

Services: Strategic Consulting, Transaction Management and Portfolio Lease Administration

ERICSSON

Team: Nick Seaton

New / Renewal / Expansion: Expansion

Location: Middle East, Africa, and India

Services: Portfolio Administration

EXPERIAN

Team: Mike Condon, Michelle Fajardo, Chon Kantikovit, Anya Ostry, and Tom Taylor

New / Renewal / Expansion: New

Location: U.S., Canada and Latin America

Services: Transaction Management

FINISH LINE

Team: Lauren Correll, Kyle Duffy, and Jody Pickering

New / Renewal / Expansion: New

Location: Americas

Services: Remodel and Project Management

IBM

Team: Andrew Carmichael, Brigid Chan, Tom Gibson, and Sharon Wee

New / Renewal / Expansion: Expansion

Location: APAC

Services: Project and Development Services



JLR

Snapshot: Jaguar Land Rover (JLR), the UK's largest car manufacturer, has selected Cushman & Wakefield to deliver six logistics parts warehouse projects, equalling a total of 1.2 million square feet across the U.S. and Canada.



Leveraging our strong relationship with JLR in the UK paired with creating a global team of colleagues from GOS, the automotive sector, U.S. industrial leadership, consulting, and brokerage, was the fuel to help us win this account.

Hear more about this win from Neil Gorman, Partner, EMEA; Jeffrey Green, Managing Director, GOS; Julia Moore, Associate, GOS; and John Morris, EMD, Logistics and Industrial Services Lead, Americas.

MCAFEE

Team: Claude Bernatchez, Andrew Dale, and Miso Kwon

New / Renewal / Expansion: Expansion

Location: Global

Services: Transaction Management and Integrated Facilities Management

MICROSOFT

Team: Kent Foster, Cameron Mitchell, Sabrina Oliver, Derek Snyder, and Craig Trenholm

New / Renewal / Expansion: Renewal

Location: Toronto and Mississauga, Canada

Services: Transaction Management and Brokerage Services

PEPSICO

Team: Marcelo Estrela and Christian Mina

New / Renewal / Expansion: New

Location: Brazil

Services: Management and Building Maintenance

PFIZER

Team: Warren Braverman, Amira DeCastro, Gary Helminski, Lauren Talley, and Tony Belli

New / Renewal / Expansion: Expansion

Location: St. Louis

Services: Project and Development Services

REDHAT

Team: Christian Brooks, Andrew Carmichael, Rick Cleveland, Dorothea Exeler, Jeff Gallo, Ed Neild, and Philip Nye

New / Renewal / Expansion: New

Location: Global

Services: Project Development Services and Program Management

ROLLS ROYCE

Team: Doris Kuek, Nick Seaton, and Jason Whitcombe

New / Renewal / Expansion: Expansion

Location: Global

Services: Transaction Management and Portfolio Administration

ROGERS

Snapshot: Rogers, a Vodafone partner business, and a leading diversified Canadian communications and media company, has selected Cushman & Wakefield for a five-year contract for Comprehensive Lease Administration and Transaction Management services. Rogers was an existing client, but the global team worked effectively to extend and expand wallet share.

With approximately 13,000 leases under management, this is the largest win in history for our Global Lease Administration service line.

The opportunity arose from a global team connecting the dots and leveraging existing relationships in both Canada, through Transaction Management, and in EMEA, through the Vodafone One Real Estate contract.

The Lease Administration account team will utilise a hybrid service delivery model with our back-office resources residing in the PSC in Budapest, Hungary, and our client-facing, front-office team onsite with Rogers in Toronto. We are excited to share that the management of this account will soon be seen as a best practice throughout the business.

This win was made possible due to a true global team effort. Leveraging the deep relationships through Canada, and strong service delivery performance and relationships between our EMEA team and Vodafone; who is a strategic partner of Rogers.

Additionally, with the importance of integrated service delivery, the team was able to leverage the Global Lease Administration negotiation to secure an extension of our exclusive Transaction Management partnership.

Colleagues involved in this win include: Clifford Radosevic, Peter Hulme, Shirley Roberts, Lucas Gadouchis, James Crisp, Lindsay Kitcher, Gary Galardo, Matthew Martin, Dawn Ford, Pat Laverty, Mitch Wickland, Jeremy White, Ian Tomlinson, and the PSC team in Budapest led by Rachel Michaela.

UNILEVER

Team: José Belfort, Arthur Sylos Berni, Claudio Blum, and Ana Laura Rodriguez

New / Renewal / Expansion: New

Location: Argentina, Brasil, and Chile

Services: Facility Management - Agent Model

U.S. DEPARTMENT OF STATE

Team: Swati Suri and Simon Ward

New / Renewal / Expansion: Renewal

Location: Global (excl. USA - panel)

Services: Acquisitions and associated consulting services

VIACOM

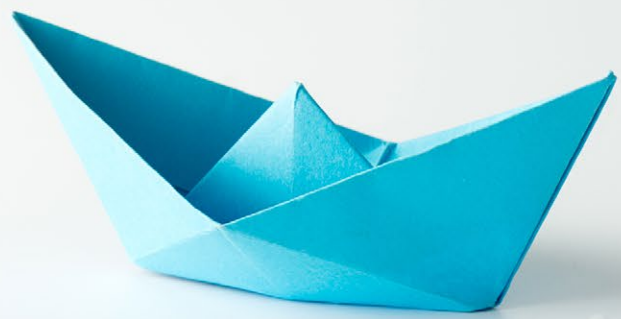
Team: Alex Diaz, Jill Gambino, and Jerry Younce

New / Renewal / Expansion: Expansion

Location: Global

Services: Transaction Management

Influencer Spotlight



INTRODUCING GOS Q3 INFLUENCERS



Carly Cioffi Flapper

Workplace Strategy and Change Management Consultant

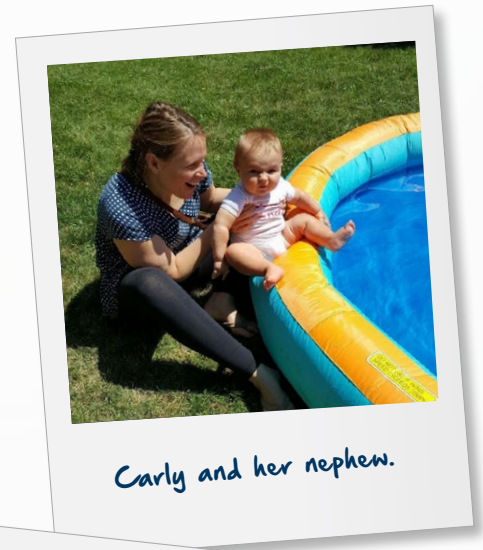
Location: Chicago

Years with the company: Three

Notable industry achievement: I'm a Prosci Certified Change Practitioner and was also a GOS Rising Star Award Nominee in 2017.

What hobbies do you enjoy in your personal time? I enjoy traveling, hiking, swimming, playing with my nephews, reading, watching sports (proud Golden State Warriors and Pittsburgh Steelers fan!), and playing board games.

What would people be surprised to learn about you? I have a Master of Fine Arts degree in Shakespeare Performance.

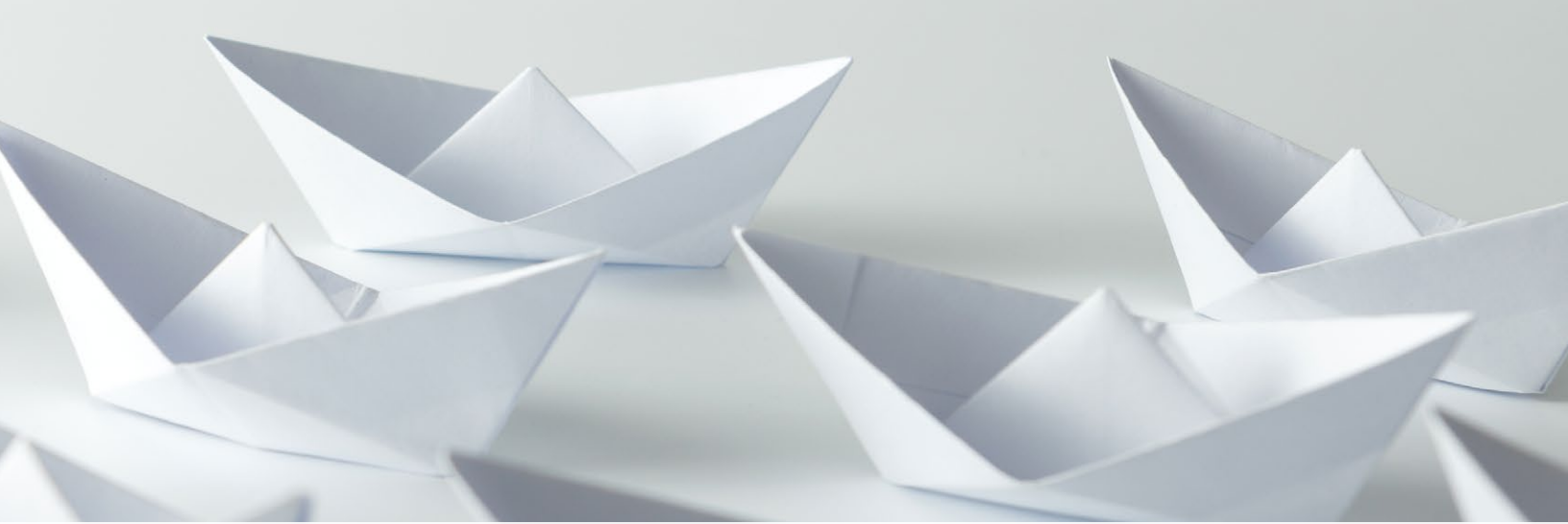


Carly and her nephew.



Carly & her husband ziplining





Patrick Symes
Senior Workplace
Strategy Consultant

Location: London

Years with the company: One

Notable industry achievement: Perhaps not an industry achievement, but when I was 21, I wrote a successful dissertation on managing (people) change within the context of a workplace transformation – a subject that continues to evolve and split opinions!

What hobbies do you enjoy in your personal time? Exploring new countries and cities. I love immersing myself in local culture. The most memorable last trip was Sevilla, and before that was Vietnam.

What would people be surprised to learn about you? I lived in Paris for a year and have grandiose plans to live and work in several other countries across the world before I settle somewhere.

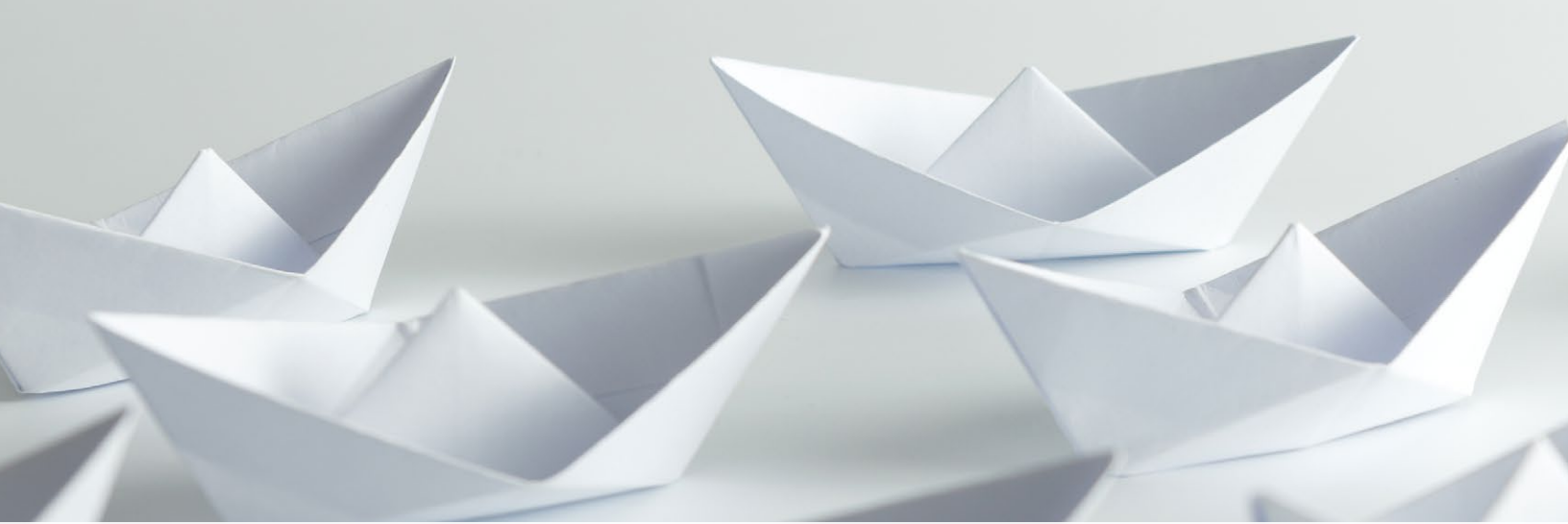
CLICK BELOW TO WATCH PATRICK'S VIDEO



Patrick in New York City.



Patrick running marathon in Paris.



Matt Short

Associate Director, Transaction Management

Location: Hong Kong

Years with the company: Five

Notable industry achievement: Acting as a mentor to Reading University students to help prepare them for entering the real estate industry. It's great to see many of the students on the programme go on to have successful careers. Secondly, operating as a broker in the Shanghai real estate market and working on several high-profile transactions was a terrific experience.

What hobbies do you enjoy in your personal time? My weekends are usually filled with playing football and golf. When I'm not playing either of these sports, I can be found on one of Hong Kong's beaches or hiking trails, and I've recently taken up wakeboarding.

What would people be surprised to learn about you? I rowed the length of the River Thames with a couple of friends in aid of Leukemia and Lymphoma Research. We greatly underestimated the challenge and ended up rowing for 16 hours a day for three days, however it was worth the effort and we raised £4,000 for charity.



Colleague Q&A

**WHO IS THE MOST INFLUENTIAL
PUBLIC FIGURE TO YOU
AND WHY?**



JERI GLASHARDT
Program Manager
Kansas City

Ellen DeGeneres. I've always appreciated her humour, but I'm really inspired by her generosity and the spotlight she shines on ordinary people who are making a difference that none of us have heard about. She loves music, animals, and ends each show asking each of us to be kind to each other.



BRETT ABRAMS
Global Director of Operations,
Lease Administration
Chicago

Bill Gates. He has changed the way the world interacts, communicates, works, and discovers.



NICOLAS GARZÓN
Manager Operations
Bogotá

Roger Federer. He is an example of perseverance and determination because his career has been successful from all perspectives - athletics, familial, and business. He's a great role model for all, especially young people.



HALSEY C. RICHARTZ
Director, Sales Operations,
GOS
San Francisco

Elon Musk. As for so many others, he makes me question if I'm thinking big enough in life.



ROY SCANNELL
Associate Director,
GOS Bids Team
London

Emmanuel Macron, Justin Trudeau and Leo Varadkar. I come from a Politics and International Relations background, so for me the most influential public figures are the young world leaders breaking the mould and finally coming to the fore. Though each of these leaders have different policies and outlooks on life, it is encouraging to see they share common traits like a collaborative approach to their work and a hopeful vision of the future.



JEREMY WHITE
IT Director, GOS, EMEA
London

Fridtjof Nansen of Norway. He is the most influential, but a less well-known figure. He not only was among the first to navigate Greenland's interior, but also spent a year locked in Arctic sea ice aboard the Fram to prove it could be done.



NICOLE ZHANG
Associate Director, Head of
Marketing & Communications,
East China
Shanghai

Gautama Buddha. The Buddha taught the art of living. His spirit helped me to reach for transcendent human truths.



DAN CARPENTER
Director - Business
Operations Support Services
Australia/New Zealand

Richard Branson. What would LinkedIn be without his infectious positivity and default happy face? He has experienced the highs and lows, but somehow through it all, he seems to stay true to his family, remain incredibly motivated, and sincerely enjoy everything life has to offer.



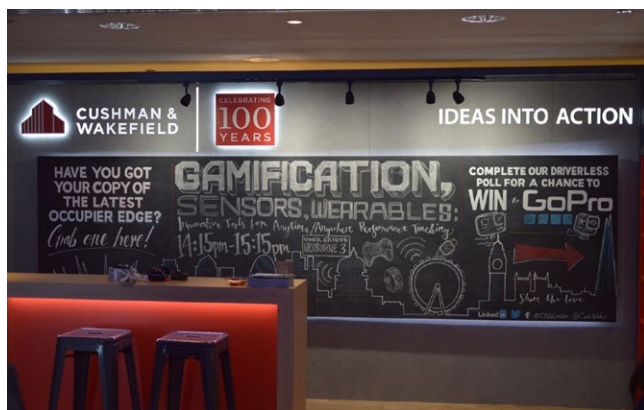


Events, Awards & News

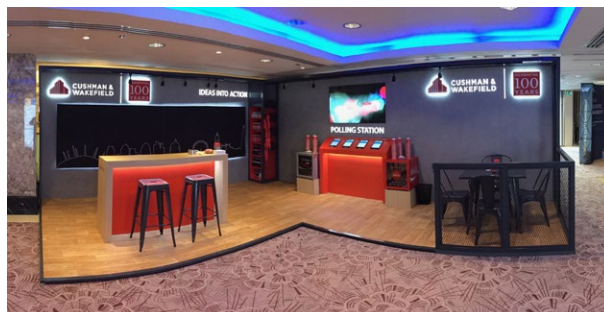
CoreNet Global London Summit 2017

“BLURRING THE LINES - TRANSCENDING BOUNDARIES”

This year, the London summit was hosted in London at the Lancaster hotel on 12-14 September. Cushman & Wakefield hosted more than 100 clients at the Kensington Roof Gardens, where guests were treated to a BBQ and entertainment, which included a four-piece instrumental group and magician who wowed guests.



Our sponsored booth carried the theme of the CoreNet APAC summit in March, and incorporated a live chalkboard artist who captured insights and details of our speaking sessions. We also had copies of *The Occupier Edge*, where attendees could grab an exclusive copy ahead of the official launch. The first day kicked off with **Ed Neild**, Head of Portfolio Solutions, GOS, taking to the stage for the opening session and introducing our live polling survey which this year focused on the impact driverless vehicles will have on corporations. Following the first full day of sessions, delegates headed to Kidzania for the CoreNet drinks reception where guests had the opportunity to fulfil their childhood dreams as fireman, radio hosts, nurses, and much more. After this, Cushman & Wakefield hosted a cocktail reception.



We had 36 global delegates in attendance who participated in the various CoreNet sessions around the theme of ‘Blurring the lines – transcending boundaries’ of which Cushman & Wakefield were speaking in seven of the sessions, from ‘The Cheetah Generation’ to Gamification details can be found [here](#).



The second and final day, **Liliana Stoianova**, Associate in GOS, took to the stage for the closing session where as well as highlighting the key findings from the 150 respondents of the survey, announced the winner of our GoPro chosen at random. Initial findings suggested that the time saved during the commute through autonomous vehicles will be used to work with more than 40% of respondents agreeing. These findings will be combined with the APAC and U.S. summits to produce a report released next year.



Vivid Sydney 2017

What is the cost to society of excluding people? At Cushman & Wakefield, we stand for inclusion and were delighted to be the inaugural access and inclusion partner for Vivid Sydney 2017, which is the largest light, music and ideas festival in the world, attracting 2.3 million visitors in 2016.



Cushman & Wakefield, along with Destination NSW, had a vision to make Vivid Sydney as inclusive as possible for all community groups.

Our partnership assisted in funding accessible viewing areas across the festival, dedicated drop off and pick up zones, audio descriptions of Vivid Light walk and Auslan interpreters at Vivid Ideas events.

Our staff offered their time across more than 100 volunteer sessions, assisting groups from special needs schools, retirement villages and community groups to experience the magic of Vivid Sydney.

As part of our partnership, we hosted an ideation session in the Vivid Ideas program with 100 people attending. The question posed to the group was 'how do we create inclusive play experiences for all children' including those with special needs?'

Experts in special needs care, design, creative thinking, lighting, engineers, construction, as well as, the real estate sector gathered to provide a unique perspective on inclusive play experiences. Playgrounds typically bring people together, but for children with special needs and their families, playgrounds can push them further away and exclude them from community activities. Play is the universal need that all children share. Inclusion means that

everyone in a community is able to connect and engage. Inclusion in the context of play is about more than just access, it means equal participation. Cushman & Wakefield along with other partners took forward several ideas on inclusive play that came out of the session and brought them to life, culminating in a very special experience at Vivid Sydney 2018.

250 property industry professionals and their partners gathered for a cocktail party to witness the magic of Vivid Sydney from the iconic Museum of Contemporary Art on Sydney's Circular Quay. Our guests were treated to entertainment by RUCKUS, a Sydney based disability led contemporary performance ensemble, who brought the house down.

Cushman & Wakefield wants to be what's next for inclusion in our industry and we want to help identify and build what's next for inclusive play. We passionately believe that all children should have the opportunity to play, no matter what their ability and our world will be better off when everyone can belong and everyone is included.



World FM Day

Once a year on World FM Day, the global facilities management community comes together to celebrate our profession. This milestone event highlights the vital work that facilities management (FM) professionals and the facilities management industry contribute to business worldwide.

At Cushman & Wakefield, our greatest strength in FM is our people, their dedication, and service ethics. It is these teams, professionals, and leaders that embody the values of FM that drive us every day.

Our teams span diverse geographic regions and countries – diversity is an integral part of Cushman & Wakefield’s FM culture and business. From New Delhi to St. Louis – our strength comes from this diversity and ability to work together to provide our clients with the best solutions and service delivery.

We are proud of our FM professionals across the globe that continually dedicate their time and effort to delivering best-in-class services to ensure facilities are operated and maintained safely, efficiently, and cost-effectively.

On behalf of all of us, we would like to take the opportunity to say thank you to our GOS FM Heroes who continue to serve our clients and profession



The Flow of Things

James Maddock, Head of Global Occupier Services, EMEA, has been on a six-month roadshow talking all things “GIG economy.” He continued his journey speaking at the EMEA Logistics & Industrial conference in Amsterdam.

Additionally, **Steven Watt**, Partner, led a keynote where he discussed whether multi-story warehousing is a fantasy or reality.

The two-day conference, “The Flow of Things,” explored the future of logistics and industrial.



India Breakfast Briefing in London

James Maddock, Head of Global Occupier Services, EMEA, and **Anshul Jain**, Managing Director - India, hosted an India Breakfast Briefing in London to discuss the Indian economy and real estate market with more than 60 Cushman & Wakefield employees.

Demand is on the rise and there are strong economic growth expectations in India. India is an up and coming market for commercial real estate and, as a firm, we aim to lead the marketplace. The event also touched upon macroeconomic trends and policy and the forecast for 2018.

GOS Day & Happy Hour

Each quarter, the Tri-State, Mid-Atlantic, and New England team come together for GOS Day, to review our progress and plan to exceed the 2017 Strategic Plan, share good practices and further strengthen our community culture. The day began by hearing from **Toby Dodd**, **Sean O'Donoghue**, and **Kevin McCann**, who discussed the Tri-State 2017 Strategic Plan and discussed the team's goals to build client loyalty, engage and develop talent, drive growth, achieve financial budget, and improve operational efficiency.

The morning focused on our financial results and pipeline from **Ally Gaylord**, HR updates from **Laura Sheehan**, and ethics from **Maria D'Avanzo**. This was followed by a discussion with Jodi Pulice and Greg Smith from JRT Realty. JRT Realty is a fully certified minority and woman-owned business enterprise, and they are our key partners in our focus and mission for diversity and inclusion.



The afternoon sessions were focused on cross-selling and exposing other service lines to our GOS accounts. Key leaders throughout the business shared their value and partnership opportunities, some of which included: **Tony Belli** and **Amira DeCastro** from PDS, **Alex Spilger** from sustainability, **Elizabeth Forstneger** and **Jeffrey Lessard** from strategic consulting, **Randy Thompson** and **Bayne Porter** from Built to Suit practice group, and **Shawn Lawler** from sourcing.

The day finished with **Tim Peters** showcasing our new Workplace Edge technology, a state-of-the-art mobile app that saves employees time and money on everyday responsibilities, and sets the standard for healthy living.

To close out the day full of learning, the team came together for a team celebration at Henry's Rooftop Bar ahead of the Fourth of July weekend.

Co-working: Disrupting the Way We Work

What is co-working and why is it becoming increasingly popular? How can landlords align their buildings to attract co-working providers? APAC Research Head **Sigrid Zialcita**, JustCo's Founder and CEO Kong Wan Sing and Unilever's Barbara Guerpillon addressed these questions and more on a panel at a recent client breakfast event moderated by Singapore Managing Director **Steve Saul** and hosted by the Singapore Strategic Marketing team.

"Co-Working: Disrupting the way we work, or a passing trend?" was held at co-working space JustCo and attracted both landlords and occupiers keen to understand more about one of real estate's most disruptive trends.

Sydney Workplace Forum

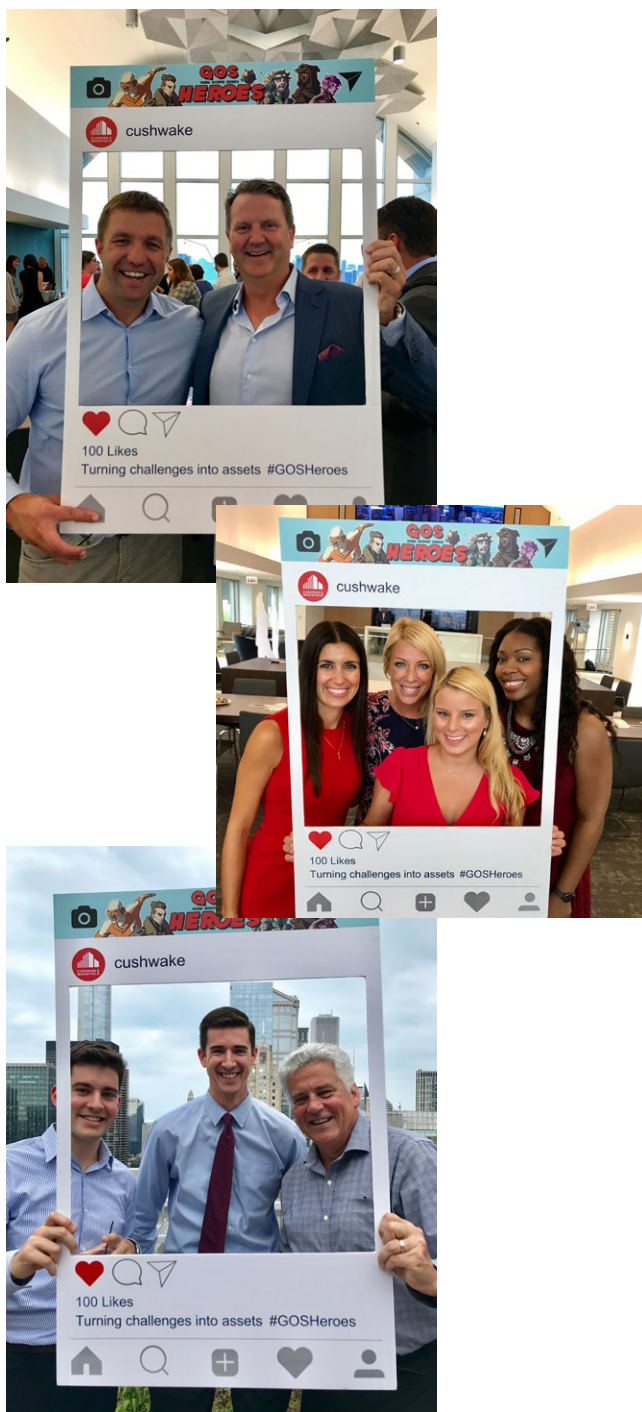
Cushman & Wakefield's workplace consulting team in Sydney was invited to join an eminent panel of leaders in workplace change to envision the future of workplace in Australia. There were 80 CoreNet members present, including several major occupiers with a common interest in workplace strategy, attended the event.

The event provided a valuable opportunity to discuss relevant topics on emerging practice covered in the current edition of *The Occupier Edge*.



Chicago Summer Soiree

GOS threw a Summer Soiree in Chicago to celebrate our new global headquarters. Colleagues and clients attended the event, which was themed after our GOS Heroes. Attendees had fun in the photo booth, enjoyed hors d'oeuvres, and sipped on GOS Heroes inspired cocktails, which included Facilitator-tinis, Portfolia Palomas, Projecto Pinot, Strategia Margaritas, and Transactor Tonics.



Annual APAC Leadership Conference

The annual APAC Leadership Conference in Singapore and was attended by 70 business leaders from across APAC and Greater China.

The event provided an opportunity to review the business's progress in the past year and kick-start planning for 2018. It was also a great networking session for all the leaders.

A highlight of the intense two-day schedule was Shark Tank – a series of workshops in which eight workgroups brainstormed investment ideas before presenting their top proposal to a panel comprising of **Brett White**, Chairman and Global CEO; **Stuart Roberts**, Chief Executive, APAC; **Edward Cheung**, Chief Executive, Greater China; and Lauralee Martin, ex-CEO of JLL Americas. The audience voted for the winners based on the diverse range of ideas put forward with the Valuations, Australia, and Singapore teams taking the top three places.

The itinerary also featured presentations by distinguished speakers including Simon Cooper, CEO, Corporate & Institutional Banking, Standard Chartered and the awarding of plaques to members of Cushman & Wakefield's USD1 million-dollar fee club – **Yoshiyuki Tanaka**, **Kosuke Ogi**, **Priyaranjan Kumar**, **Tetet Castro**, **Isao Suga**, **Michael Callow**, **Shaun Poh**, and **Michael Kearins**.

I-Suite Event in London



I - SUITE
Inspiring the influencers

The Cushman & Wakefield EMEA team launched a new client programme designed to “inspire the influencers.” The I-Suite is comprised of a series of events tailored specifically for ‘influencers’ of the real estate and related industries.

The launch event focused on how to create a personal brand, where leading entrepreneurs formed a panel debate chaired by a specialist reporter. This event was followed by a boat cruise, where attendees networked and enjoyed each other's company.

Client Sailing Regatta

More than 70 sailors attended the fourth annual Cushman & Wakefield Client Sailing Regatta in Port Hamble Marina, Southampton. Cushman & Wakefield crewed 11 boats. The sailors worked hard and fast in each of the three races. GOS sailors who participated in the sailing regatta: **Helen Longstaffe**, Director; **Alistair Lindsay**, Partner; and **Kelly Hepburn**, Programme Manager. There were 43 clients who participated in the event.



Tri-State Speaker Series: Partnering with GOS to Grow your Business

The Cushman & Wakefield Tri-State Speaker Series is designed to educate and empower employees with tools that can enhance their success and productivity.

Watch the video below.



7X24 Exchange Golf Outing

The critical solutions teams from Cushman & Wakefield and C&W Services co-sponsored the Putting Contest at the Seventh Annual Golf Tournament at River Creek Club in Leesburg for the 7X24 Exchange Washington D.C. Chapter. More than 150 CRE professionals attended the event where we collaborated to showcase our collective expertise and capabilities. The tournament supports an area knowledge exchange for those who design, build, use, and maintain mission-critical enterprise information infrastructures.

7x24 Exchange is the leading knowledge exchange for those who design, build, use, and maintain mission-critical enterprise information infrastructures.



Leon Waddy, IT Systems Manager, Digital Realty; **Joe Mihalick**, Director of Operations for C&W Services; **Ryan Young**, Regional Manager, Data Center Operations, Digital Realty; **Scott Myers**, Vice President, Strategic Development, GOS, Cushman & Wakefield

Alternative Ways of Working Series

The workplace as we know it is changing. With the rise of co-working, hot-desking, and the gig economy, how is corporate real estate adapting to the shifting landscape? Cushman & Wakefield's Alternative Ways of Working series addresses the questions landlords and occupiers most want to ask. Held quarterly, these breakfast briefings offer a regular opportunity to engage with clients and showcase our thought-leadership to provide them with insightful solutions to their most pressing problems.

Synapse: Knowledge into Action

Synapse, APAC's one-stop-shop for all corporate information needs, was launched last week. An initiative of the APAC Strategic Marketing team, Synapse is designed to drive business efficiency by ensuring less time is spent searching for information and more time is spent winning business. The launch is being marked around the region with "brain food" desk drops, competitions, and online training webinars to help users understand how to get the most from the site.

Synapse houses corporate biographies, employee headshots, capability statements, a repository of awards won, baseline proposals, presentation templates, and more. A user-generated site, Synapse will continue to evolve as more information is contributed. Visit Synapse here.



Delivering the Next Generation of Energy Intelligence

Cushman & Wakefield has partnered with Lucid's industry-leading BuildingOS building intelligence software to further enhance Cushman & Wakefield's Energy & Sustainability platform for delivering the next generation of energy intelligence.



Our formal partnership with Lucid provides best-in-class energy and sustainability tools for the firm and for our clients. Lucid will make it easier and faster to transform building operations data into performance improvements that reduce costs, enhance sustainability performance, and drive employee productivity, as well as enable follow-on Cushman & Wakefield client services.

Huawei Core Partner Convention

Cushman & Wakefield was among the 12 companies invited to attend Huawei's CREFM Core Partner Convention 2017 in Shenzhen, an exclusive event for the company's top outsourcing partners.

The Chinese telecommunications equipment and services giant hosted the one-day event to thank its key partners and to help them learn more about Huawei's strategy and how to better support the company globally.



Our attendance signified the deep relationship Cushman & Wakefield enjoys with Huawei – one of our major global clients and the first to originate from APAC.

Brett White was one of just two global CEOs to attend and gave a keynote presentation, "The Journey Towards a Better Connected World," which acknowledged Huawei's expectation that its partners deliver efficiency, agility, and innovation and outlined how Cushman & Wakefield is refining its approach to further strengthen our partnership. He also appeared on a panel with representatives from Steelcase and Aedas to discuss how the respective companies work with Huawei.

Cushman & Wakefield attendees included: **Chris Browne**, Head of Global Occupier Services, Asia Pacific; **Edward Cheung**, Chairman APAC Board and Chief Executive Greater China; **Claude Bernatchez**, Director Regional Operations, Facilities Management; **Natina Wong**, Executive Director, Head of Global Occupier Services, Greater China; **Jonathan Wei**, Senior Director, Global Occupier Services, Greater China, and **Kay Yu**, Senior Associate Director, Occupier Services Mainland China.

Cushman & Wakefield currently holds global contracts with Huawei for TM (Global excluding China), PM (Europe), and FM (China, South Africa, and Brazil) and is actively bidding on a number of projects across APAC.

Centennial Video

2017 marks the 100th Anniversary of the Cushman & Wakefield brand. There are many stories about our history, present, and future from all our regions across the globe.

This powerful centennial video not only celebrates our firm’s storied and varied history, but also recognises our powerful position today and bright prospects for the future.

Watch the video that highlights both our proud past and exciting future.



Tina Beckett Saves a Man’s Life in Tampa

Tina Beckett, Lease Analyst, helped to save a man’s life by performing CPR. He fell to the floor in the café on the downstairs level of the Cushman & Wakefield office building at Tampa Oaks. A former flight attendant, she is trained in CPR and performed it for about 10 minutes on the man, while another customer gave him mouth-to-mouth until the paramedics arrived. Paramedics said that the man would not have survived



if Tina had not jumped into action. The survivor, the owner of the café, is improving every day and expected to recover.

“The action she took was purely selfless without any expectation of others’ praise; however, her ability to be of service and aid to another individual is deserving of further recognition,” said **Shirley Roberts**.

Cushman & Wakefield / RBC Croquet Event at the Cricket Club

Al Edwards, Senior Managing Director, planned an afternoon Croquet event at the Toronto Cricket Skating and Curling Club allowing colleagues and clients the opportunity to get to know each other better and to have some fun. All 18 of the Toronto-based members of the RBC Transaction Management Account team attended the event, along with some of 11 of RBC CRE’s Transaction, Strategy, and Relationship Management Team – and even a pregnant colleague came to cheer us on.

The two and a half hour Golf Croquet Tournament featured a different pairing of RBC and Cushman & Wakefield employees facing off against another team for each match. The event was held on a beautiful day on the same ground where the Canadian Golf Croquet Championships were held earlier this year.

John Betsill (Cushman & Wakefield) and Michael Rende (RBC) ended up winning the Tournament Championships and captured the first Annual Nadeem Cup! (Nadeem Shabbar is the head of CRE for RBC). **Neil McDonough** (Cushman & Wakefield) and Lisa Chan (RBC) won the Consolation Round.

It was a fun day filled with great bonding!



The group holding the croquet Canada flag.

Cushman & Wakefield “Employee Heroes” Go Above and Beyond to Help Victims of Hurricane Harvey: Frank Stanley & Toby Thomas

Toby Thomas, Senior Managing Director, Critical Environments, GOS, watched television coverage of the horrific flooding from Hurricane Harvey that was devastating Houston, Texas. He knew he had to do something to help, so that next day Toby, his friends, and their airboats were ready to help. He wasn't sure what he was getting into, but he had experience responding to disasters and knows how to get things done.



Toby's close friend, Scott Robertson, who navigated one of their airboats.

In Texas, Toby joined the search and rescue operations – “volunteers with boats” – to help rescue people from flooded homes and apartment complexes. The water levels were so high that only boats and amphibious vehicles could maneuver through the streets. Although Toby is a civilian, he worked alongside the Coast Guard and multiple government agencies.



Frustrated that no one was taking the lead to direct operations, Toby and his group took charge and saved many lives in the process.

The next day, Toby received a call from **Frank Stanley**, who also worked at Cushman & Wakefield. When they met, Toby was impressed with Frank's air of confidence. The moment they spoke, Toby realised how much knowledge and experience Frank had in this arena, so he quickly

announced, “Frank is now in charge.” Frank, an Army Lt. Colonel, and Reserve police officer, had joined Cushman & Wakefield two months prior after 33 years in the U.S. military. Frank put order into a chaotic situation.

At the scene in Texas, more than 12 government agencies were involved with rescue efforts, which Frank led. Frank chalked it up to military training that motivated him to take charge and orchestrated saving the lives of more than 1,000 people.

Toby and Frank were impressed with how many “good American citizens” came together to help others in this disaster. Both witnessed incredible acts of humanity with no political, socioeconomic, or ethnic boundaries.

Toby Thomas and Frank Stanley are Cushman & Wakefield employees – and heroes in our eyes.



Team Rubicon

In July 2017, Frank Stanley joined Cushman & Wakefield as the Veteran Recruiting and Program Manager. As part of the Veterans Initiative under the direction of Bruce Mosler, Cushman & Wakefield is supporting the mission of Team Rubicon – an organisation that unites the skills of military veterans with first responders to rapidly deploy emergency response teams. Cushman & Wakefield is a major sponsor for this organisation and will help raise money to support Team Rubicon's disaster recovery efforts. Visit www.teamrubiconusa.org for more.



DaVita Account Team: Making a Difference

25 Cushman & Wakefield colleagues from the DaVita GOS account and 12 DaVita colleagues came together as one team to participate in a service day project on September 11 in support of a national non-profit called Soldiers' Angels, whose motto is "May no soldier go unloved." Soldiers' Angels supports veterans as well as active duty military members and their families, with 26 locations around the country.

The team put together hygiene kits containing basic toiletries and non-sew blankets, which are given to veterans primarily at the semi-annual VA Stand Downs for homeless vets. The hygiene kits are also given out to elderly patients at the VA Hospital who don't have families to bring them toiletries. The team included a hand-written personal note to the veteran in each hygiene kit and with each blanket. They spent about three hours with the Soldiers' Angels Denver location and put together more than 400 hygiene kits and 27 blankets.

In addition to the benefits the team provided for veterans, the project was a valuable team-building event with the account team and the client. The members of both our account team and the client's team are spread around the country, so they value the limited opportunities they have to get everyone together for training, socialising, and celebrating their successes.



Congratulations Aaron Sheppard



Aaron Sheppard, Director of Facility Management on UNUM account, attends a Masters programme at night.

This semester he received honors for being only one of nine students that achieved a 4.0.



Proud to Support Pride Month

Cushman & Wakefield was thrilled to support Pride 2017, and the LGBTQ community, recognising that our diversity as an organisation is critical to our success.



GOS Summer Party in London

Our GOS colleagues in the UK came together for an action-packed sports day in London. Fuelled by a hearty lunch and a couple of cold beverages in the sun each team of 14 competed in a variety of sports ranging from an egg and spoon race to recreating the classic game 'hungry hippos.' After an intense three hours competing it all came down to a tense game of dodgeball where **Peter Hulme's** team took victory claiming first prize with **Katie Mansfield** and **Richard Golding's** teams following respectively.



Colleagues Named to Must-Follow CRE Twitter List

Adam Stanley, Global Chief Information Officer, **Adam Lasoff**, Managing Director, **Savannah Durban**, Communications Specialist, and **Ken Ashley**, Executive Director, were recently named to Duke Long's list of 2017 Top 100 Commercial Real Estate People You Must Follow on Twitter.

Make sure to follow these social media-savvy colleagues on Twitter at @ALSWharton (Adam Stanley), @SavannahDurban (Savannah) @Alasoff (Adam Lasoff), and @KenAshley (Ken) for industry trends, ideas, and insights.



Congratulations Geoff Fortuna

Geoff Fortuna, Sr. Facilities Manager, recently achieved his CFM (Certified Facility Manager) designation from IFMA. This credential is a testament to his proficiency and professionalism, and demonstrates his commitment to promoting a high standard of excellence in facility management.

Geoff will be recognised at the IFMA conference in Houston, Texas in October.



Industrial Oneness Award

Jeff Green, Managing Director, GOS, and Automotive Practice Group Lead, was recently granted the Industrial Americas Culture of Oneness Award, presented by **John Morris**, Executive Managing Director, Logistics & Industrial Service Line Lead for the Americas, at the recent Global Industrial Conference in San Diego.

Each year the award recognises a professional who made an exceptional effort to promote the Industrial platform internally and externally, engaging with

team members around the world to collaborate with existing clients and on the pursuits of new business. The Industrial group cites the Jaguar Land Rover win as an example of how Jeff harnessed the strengths of GOS and Industrial platforms to create a competitive differentiator for Cushman & Wakefield.



Jeff Green, Managing Director, GOS, and **John Morris**, EMD, Logistics & Industrial Services Lead, Americas.

“We like to recognise our friends who think about the success of others, and who strive for the greater good. That’s who Jeff is,” John said.

“I feel incredibly fortunate that for close to 30 years, I have worked for a company that has so many incredibly talented professionals, all focused on providing our clients with outstanding service,” said Jeff. “It’s truly inspiring.”



CoreNet Global Northern California Chapter Honorees



The CoreNet Global Northern California Chapter has named Cushman & Wakefield's **Michael Casolo** as Service Provider of the Year. This prestigious award recognises individuals whose performance and client interactions provide a uniquely valued experience and evidences actions that transcend the expected.

In addition, **Bill Roberts**, who recently joined Cushman & Wakefield to help lead Strategic Client Development within GOS, was selected as the Corporate Real Estate Executive of the Year for his work as VP Real Estate Strategy & Transformation, Global Real Estate at Hewlett Packard Enterprise. This award recognises a Bay Area-based executive whose local or global accomplishments for their company and the commercial real estate industry distinguish them among their peers.

Steve Quick, Chief Executive, Global Occupier Services, says, "I've had the pleasure of working with Michael, as a colleague, and Bill, as a CoreNet Global Board Member. Both have clearly distinguished themselves as leading professionals and this recognition of their contribution to the industry is well-deserved. We are all very much looking forward to the event gala on December 1."

The CoreNet NorCal 2017 Awards Gala to honor the winners will take place at the Westin St. Francis Hotel in San Francisco.

CoreNet CRE Award honourees are selected through an anonymous and rigorous nomination and review process. Members of the NorCal Chapter are invited to nominate potential candidates. The CoreNet Global CRE Nominations and Selection Committee consists of a diverse group of seasoned industry professionals and annually recognises many nominees from around the world.

Global IFMA Innovation Award Winner

The Symantec Water Misting System at the EON Center in India was awarded the Global IFMA Innovation Award. The Global Innovation Award annually recognises the most cutting-edge, advanced, and original product offerings and/or marketing strategies.

The Cushman & Wakefield team proposed the Water Misting System to augment the plant's cooling system, in extraordinarily hot temperatures. It was also developed as an Energy Saving Initiative which will benefit Symantec on Kwh units savings and GHGE emission targets. With advanced technology and proper installation, the system can cool almost any area by as much as 25-30 degrees without causing any water damage.

The cooling power of Mist Systems is based on the process of atomising water droplets to a size 5 to 10 micron that can quickly evaporate when coming in contact with hot/dry air and resulting in cooling of up to 12 degree C. Water is forced through a specially designed high pressure nozzle to create an ultra-fine fog that rapidly absorbs heat and cools surrounding air as it evaporates. With advanced technology and proper installation, the system can cool almost any area by as much as 25 to 30 degrees without getting anyone wet. This is possible because the system is capable of producing such fine mist droplets that evaporation occurs almost instantly, even in the most humid environments. By misting we are trying uniformity in an outdoor environment that we get in monsoon/winter and support higher performance / efficiency from the cooling system.

Special thanks to the project team:

- **Suryakant Tanpure** - Concept design and demo project execution to determine test performance, overall savings and capex cost involvement. (Initially used drinking water, which has low TDS and Hardness, to test performance)
- **Chintamani Joshi** - Implementation of demo and Capex project-execution, vendor management and coordination, testing and operation and maintenance
- **Ravindra Channe** - Support in implementation, execution, testing, operation and maintenance, monitoring, and energy data acquisition from EMS.
- **M&E Team** - Support during installation, operation and maintenance.

New Hires & Promotions

New Hires & Promotions

Talent is our top priority and we have attracted and retained the best in the industry. Please join us in welcoming and congratulating this quarter's new hires and promotions.

Listed alphabetically.

Susan Au, Managing Director, Office and Business Services, Integrated Facilities Management

Jodee Barnett, Account Director

Lance Bishop, Critical Environments Operations Lead

Krista Briske, Director of Space Management

Sheila Cheng, Creative Director, Business Development

Jeffrey Criswell, Transactions Director

Andrew Dale, Commercial Director, Enterprise Solutions

Bob Ferguson, Sourcing Manager

Rod Harkey, Procurement Director

John Heidloff, Senior Finance Director

James Hill, Partner

Annie Jiang, Leasing & Development Consultant

Rudresh K V, Senior Director of Project Management, Base Build Services

Ken Loeber, President, Project and Development Services, Americas

Odysseus Markezinis, Chief Operating Officer, Occupier Services, Japan

Adam Oxman, Associate, Portfolio Strategy

Jasmine Pitts, Finance Transition Specialist

Clifford Radosevic, Strategic Client Development Leader for the East

Terry Rennaker, Senior Managing Director, Project & Development Services

Heather Richard, Finance Director

Bill Roberts, Strategic Client Development Leader for the West

Skender Rugova, Senior Managing Director, IFM East Region Lead

Wayne Skicki, Ebay Account Director

Greg Swanberg, Senior Managing Director - Technical Solutions

Silke Thaesler, Head of Occupier Management Germany

Vincent Tham, Head of Facilities Management, East China

Mike Thomas, Global Lease Administration Lead

Byron Tudor, Head of Portfolio Services Center, Budapest

Jason Whitcombe, Head of Integrated Portfolio Management

Bryan Wool, Senior Associate, Portfolio Strategy

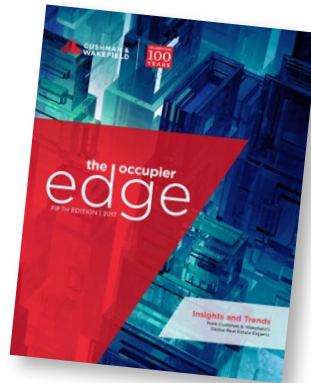
Carl Wunderlich, Director



GOS Thought- Leadership

It's here.

The Occupier Edge Fifth Edition



This edition features articles addressing influential trends impacting the commercial real estate industry and beyond. Some of the topics featured include driverless cars and their effect on occupiers, the retail technology revolution and how newCommerce will be a differentiator, and the use of mobile robots as security. We also touch upon major worldwide news such as China's Belt and Road Initiative and the impact it will have on global trade, and we take a deep dive of the TAMI Industry.

Coming soon: A groundbreaking augmented reality tool – Occupier Edge 3D. Keep an eye out for the launch of the mobile app, which will make the pages of The Occupier Edge come alive.



UBS CRE Strategy



A Workday Experience in 2040



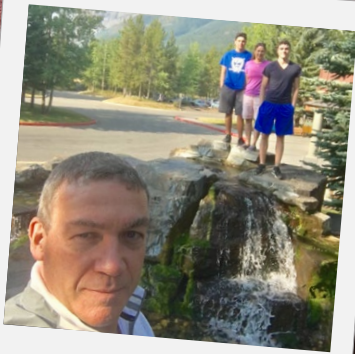
IoT in your Workplace



Driverless Vehicles



A Sip of Summer



Al Edward's Family in Kananaskis, Alberta.



Steve Quick's family in Hawaii.



Chris Murrable's family in Australia.



Aleksander Szybilski Fishing in Sweden.



Sheryl Moore-Marlette with her daughter and dog



Donna Colbourn at Kawartha lakes in Canada.



Brandon Aitken in Nice, France.



Rob Parker at the Taj Mahal, India



Giles Flaxton's Family in Cornwall, England.



Allan Brass Swimming from Alcatraz in San Francisco.



Greg Schuster's family.



Kristyn Kerr in Hawaii with her husband.



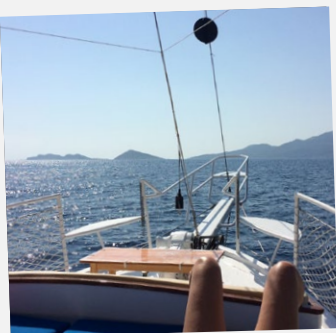
Daniel Maher in India.



Tica Hessian at the Royal National Park in Sydney.



Rian Johnson's family in Cancun.



Dominic Daymond Sailing off the Southern Coast of Turkey.



Gina Chinino and her fiance attending a wedding.



Colin Blair's Family in Washington D.C.

Thank You.

The Occupier News allows us to share valuable information with the global GOS business and to demonstrate our appreciation for the hard work GOS professionals contribute to Cushman & Wakefield's success. The goal of this quarterly newsletter is to keep you updated on important company news and to foster a greater sense of teamwork and engagement throughout GOS.

In each edition, we want to ensure that we are recognising superior performance and achievements - please be sure to share notable information for inclusion in future editions. Additionally, we would like to thank the many colleagues who contributed to making this edition a success.

As always, we welcome ideas for future editions of The Occupier News. Please share your recommendations with Gina at: gina.chinino@cushwake.com.

Have a wonderful quarter.

Best,
Katy and Gina



Katy Pietrini
VP, Marketing
Global Occupier Services



Gina Chinino
Global Communications Manager
Global Occupier Services



CONTACT



STEVE QUICK

Chief Executive, Global Occupier Services
Chicago, IL
steven.quick@cushwake.com



JAMES MADDOCK

Head of Global Occupier Services, EMEA
London, United Kingdom
james.maddock@cushwake.com



CHRISTOPHER BROWNE

Head of Global Occupier Services, Asia Pacific
Singapore
chris.browne@cushwake.com



@CushWakeGOS

www.twitter.com/CushWakeGOS



Cushman & Wakefield

www.linkedin.com/company/cushman-&-wakefield

About Cushman & Wakefield

Cushman & Wakefield is a leading global real estate services firm that helps clients transform the way people work, shop, and live. Our 45,000 employees in more than 70 countries help occupiers and investors 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 \$6 billion across core services of agency leasing, asset services, capital markets, facility services (C&W Services), global occupier services, investment & asset management (DTZ Investors), project & development services, tenant representation, and valuation & advisory. 2017 marks the 100-year anniversary of the Cushman & Wakefield brand. 100 years of taking our clients' ideas and putting them into action. To learn more, visit www.cushwakecentennial.com, www.cushmanwakefield.com or follow @CushWake on Twitter.