



PRACTICE GROUPS

FINANCIAL SERVICES

The Financial Services Practice Group is a global team of professionals focused on advising financial services clients on real estate portfolio strategies. Our Financial Services specialists understand the unique challenges Financial Services Institutions (FSIs) are facing, whether a local, regional or global bank, insurance organization or securities firm.



HOW CAN WE ADD VALUE?

FSIs face many challenges, including the ability to service clients face-to-face across a wide geographical area. A high turnover rate and frequent contract-led work means that properties are often underutilized or carry excessive surplus. In addition, the recent downturns in the industry have led many to look at severe cost reduction and more flexible ways of achieving their financial goals.

By understanding the Financial Services industry, and its key challenges, we structure a real estate solution that is efficient, scalable, and ultimately reduces costs. We implement state-of-the-art technology, utilize clear communications channels, and leverage a proven process that ensures we add the most value while maximizing cost savings for your business.

FINANCIAL SERVICE REAL ESTATE CHALLENGES

- The large focus on cost reduction requires cost-saving at every turn
- Regulation, volatile market conditions and cost control are key drivers for real estate decision making
- Sector firms are exploring how to use real estate portfolios more efficiently and occupier space more flexibly
- The potential for increased merger and acquisition activity in the poorest performing countries
- Customer experience and interaction is changing in the FSI sector
- Technology is disrupting and changing the industry, and affecting consumer demands



**CUSHMAN &
WAKEFIELD**

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FINANCIAL SERVICES

SERVICES WE PROVIDE:



Consulting

From real estate due diligence for merger and acquisition activity, to location analysis and portfolio optimization programs, our focus is helping you deliver your business objectives while reducing risk.



Corporate strategy

We help you optimize the value of your property while considering the impact on your firm's balance sheet, implementing everything from global lease administration, lease abstraction and database management to strategic analysis and assist decision making.



Global lease administration

To help minimize the associated risks of managing your corporate portfolio, we provide you with the detailed business data you need to properly and intelligently implement your corporate strategy.



Transaction management

Whether your focus is on single or multiple-property expansion, portfolio realignment or consolidation, our transaction management services are fully geared to enhancing your real estate strategy. We provide you with the right space, the right strategy—in the right locations to support your business growth and flexibility.



Program and project management

Our strategic advisors deliver real estate projects on time, within budget, and to specifications.



Facilities management

We deliver the quality of service that top-tier clients expect from their real estate partners, and we produce that quality of service within common-sense budgeting guidelines.



Valuation, lease advisory and property management

We provide valuable professional advice that helps FSIs take advantage of a changing global environment.