



# WE MAKE IT POSSIBLE

How Cushman & Wakefield is  
making the most of America's  
capital markets for our clients.



CUSHMAN &  
WAKEFIELD









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# WE MAKE CONNECTIONS THAT MATTER

**Our Capital Markets experts are driven by a simple ethos: life is what we make it.** That's why we make more deals by accessing more investors, creating more connections and providing exclusive, local insights. We relentlessly make opportunities for our clients. Every day. All over the world.

With an entrepreneurial spirit, inside access and depth of insights, we unearth hidden opportunities in the most unexpected places and from the most unassuming situations. Our institutional and private clients look to us for guidance, growth and superior market insights in all sorts of conditions.

## OUR GLOBAL PLATFORM PROVIDES CLIENTS WITH:



**Expert advisors for  
any asset speciality.**



**Unexpected  
investor insights.**



**Worldwide resources.  
Local expertise.**



**Integrated investor  
platform.**



**Global capital, at  
your fingertips.**



**Cutting edge investor  
data and tech tools.**



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# WE MAKE LOCAL **IMPACT** AROUND THE WORLD

With offices around the world, Cushman & Wakefield Capital Markets specialists are making big things happen in local markets, in every time zone.

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**400**  
OFFICES  
(APPROX.)

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**60**  
COUNTRIES  
(APPROX.)

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**52,000**  
EMPLOYEES  
(APPROX.)



# WE MAKE THE MOST OF EVERY **OPPORTUNITY**

## **OUR CAPABILITIES**

The more agile we are, the more valuable your investment becomes. We never wait for opportunities to come knocking. We go and look for them in the most unexpected places for our clients. The fast-beating entrepreneurial heart of Cushman & Wakefield comes down to our capital markets team members who are always adapting to market conditions and making great things happen for our clients.

### **INVESTMENT SALES**

#### **Our Experts Help Your Experts**

We live and breathe investments. It's why global real estate owners and investors look to Cushman & Wakefield experts to help with their strategic, operational and financial goals. Our customized strategy, breadth of experience and trusted network give investors everything they need to hit their targets, and with a global footprint, our clients get easier access to local and international capital.

**More exclusive opportunities. More creativity. Maximum returns.**

### **EQUITY, DEBT, STRUCTURED FINANCE**

#### **Full-Service Solutions**

Cushman & Wakefield offers a full spectrum of financial services that provides our domestic and international clients with custom-built capital solutions for all asset classes. Our team has years of experience under our collective belt as well as long-standing relationships, industry expertise and deep understanding of the entire capital stack to consistently deliver for our clients. We give clients comprehensive advice, structure optimal strategies and negotiate the best terms for each transaction.

Our strategic joint venture with Greystone offers direct access to Fannie Mae, Freddie Mac and FHA / HUD loan programs. Complementing that access, we offer clients bridge, mezzanine, commercial bank, life insurance and CMBS loans.

**More services. More solutions. More results.**

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**\$69.4B**  
SALES VOLUME\*

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**\$19.2B**  
FINANCE  
VOLUME\*

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**5,605**  
TOTAL  
TRANSACTIONS\*

\*3 year averages





## **CORPORATE CAPITAL MARKETS**

### **Customized Advantages**

No two clients are the same, so no corporate capital market strategies are the same. We go the extra mile to make sure our corporate occupiers and owners get solutions optimized to their needs. This means arbitraging corporate credit and real estate market underwriting so we can deliver top results. By customizing our advisory services and financial solutions, we give our clients a boost in reaching their goals sooner. Making the most of every opportunity means taking hold of every advantage.

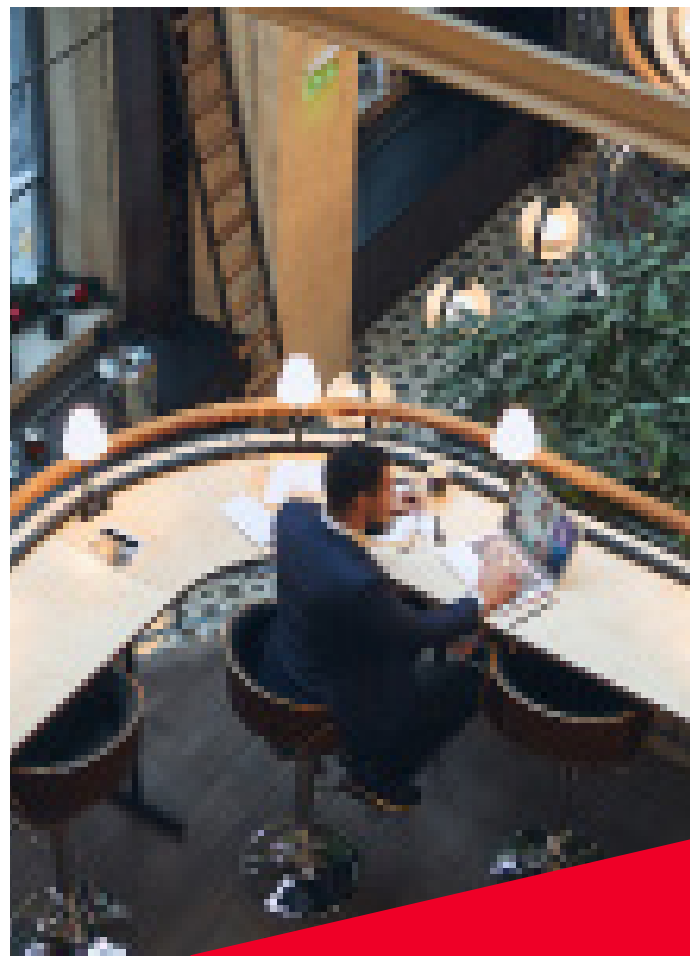
**Real results. Optimized solutions. Crucial advantages.**

## **CAPITAL ADVISORY**

### **Global Connections Driving Local Transactions**

The Cushman & Wakefield Global Capital Desk is a global connector of capital made up of professionals from New York, London, Singapore and Hong Kong, which coordinate investment opportunities with global investor capital requirements. We work in just about every time zone, across every latitude and longitude. With this diverse network, clients have access to a fully integrated suite of services and global capital sources—each tailored to their needs. This team, and our extensive relationship with owners and investment agencies, allows us to provide a customized approach to market-wide transactions.

**Tailored advice. From all corners of the globe.**





## **LOAN & PORTFOLIO SALES**

### **Boosting Portfolios, Driving Competition**

When you've been around as long as we have, you gain a lot of hands-on experience with the sale of mortgages and real estate assets. Over the years, our multidisciplinary loan and portfolio sale advisory practice has represented institutional investors, special servicers and government agencies.

Our transaction experience is broad and deep. We work across portfolios, covering single credits, property sales and loans. This allows us to drive competition, create more deals and seal them.

**Deeper experience. Extensive solutions.  
Content clients.**

## **LOAN SERVICING**

### **Nothing Less Than Strong**

Clients demand trust when it comes to loan servicing and asset management. Over 100 years of experience has taught us that. That's why we've partnered with Greystone, a top finance company that manages a multibillion primary and special loan servicing portfolio. Greystone offers a holistic, one-step approach that's constantly rated 'Strong' by S&P, the highest category by a commercial loan services.

**Trusted partnerships. Strong backing.**





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# WE MAKE IT **DYNAMIC**

In a changing world, we are forever finding new ways to make smarter, better and more sophisticated deals happen for our clients. Global trends influence the way commercial real estate is leveraged in business, and we want to be on the cutting edge of it. Now more than ever, clients depend on Cushman & Wakefield for a global platform with local market knowledge. With deep relationships in over 1,500 local and global capital sources, we have the experience and size to do what's best for our clients and the agility and ambition to still bring with us new strategies, encourage competitive bidding and drive transaction values.

**Flexible Solutions. Dynamic Deal Making.**



## AMERICAS 450+ brokers

**Hersha Manhattan Hotel Portfolio, United States** – Exclusive real estate advisor to identify joint venture capital partner for 1,087 key hotel portfolio to Chinese investor (Transaction value: USD\$574M)

**Chelsea Market, New York, United States** – The largest single office/mixed-use sale in New York City history (Transaction value: USD\$2.4B)

**Cabot Industrial Portfolio, United States** – Disposition of 184-asset portfolio with more than 500 tenants (Transaction value: USD\$1.07B)

**Canyon Industrial Portfolio, United States** – A 22-million-square-foot portfolio sale comprising 146 industrial properties (Transaction value: USD\$1.8B)

## ASIA PACIFIC 210+ brokers

**Link REIT's Retail Portfolio, Hong Kong** – Disposal consultancy for 17 retail malls, setting a new record for Hong Kong retail real estate (Transaction value: HKD\$23B)

**LF Sakai, Japan** – This acquisition was one of Japan's largest industrial deals by portfolio size for 2018 (Transaction value: Confidential)

**Samsung C&T Gasan Logistics Center, South Korea** – Sold the asset at 25% higher than the target price (Transaction value: KRW₩230B)

**Metropolitan Plaza, Guangzhou, China** – South China's largest retail mall transaction in 2017 (Transaction value: RMB¥4B)

**Twenty Anson, Singapore** – One of the largest office transactions in Singapore in 2018 (Transaction value: SGD\$516M)

**Godrej Bandra-Kurla Complex, Mumbai, India** – The biggest transaction for any single end-user commercial real estate sale in India in 2015 (Transaction value: ₹1479)

**10 and 12 Shelley Street, Sydney, Australia** – Appointed sales agent for one of the biggest deals in 2018 (Transaction value: AUD\$804M)

## EUROPE, MIDDLE EAST & AFRICA 250+ brokers

**20 Fenchurch Street, London, United Kingdom** – Britain's largest single asset property transaction (Transaction value: GBP£1.28B)

**IKEA Centres Pan-European Portfolio** – Exclusive real estate advisor on the largest retail transaction in Europe (Transaction value: EUR€900M)

**EcoWest, Paris, France** – Attracting a Middle Eastern entrant to the Paris market (Transaction value: EUR€700M)

**Atrium, Amsterdam, Netherlands** – Largest single asset property transaction in the Netherlands (Transaction value: EUR€500M)

**Xanadü Shopping Centre, Madrid, Spain** – Acquisition service for the largest single asset transaction in Spain (Transaction value: EUR€530M)





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# WE MAKE THE MOST OF OUR **KNOWLEDGE**

Our capital markets team take pride in the ability to not only take care of your investment, but make the most of it. Life is what we make it, so let our experts help make some great opportunities come to life for your most valuable assets.





## ASSET SPECIALTIES

### Office

Your success is our business. That's how we look at it. And our capital markets office advisors are the leading experts in helping owners and investors looking to buy, sell, finance or develop office properties. As your strategic partner, you'll have access to our full suite of investor services. Combined with the latest leasing, sales, lending and market insights, we deliver on your strategy. Whether you own a single office asset, or an entire global portfolio, no problem is too big, too small or too complicated.

### Industrial

Our specialized team provides unsurpassed insight into capital flows and market-moving fundamentals unique to the industrial sector. We tap into dedicated research teams to provide our clients with industry-leading trends and market data, refining the underwriting. It means we are always a step ahead of everyone else. Using the combined power of our global resources and local networks, we bring unexpected opportunities to our clients buying, selling, investing in or developing industrial assets.

### Multifamily

Evolving demographics, modernized living arrangements and workplace dynamics have all changed the face of multifamily. We've responded to make multifamily investments simpler than ever with our one-of-a-kind platform. Together, our experts provide clients with a comprehensive set of services and knowledge through every stage of the investment cycle. Whether you own or invest in multifamily, student or affordable housing projects, our capital markets experts are your go-to partners to reach your investment goals.





### **Retail**

We know that retail investment success depends on innovative strategy. Whether grocery anchored or urban high-street property, our specialized teams will work with you through all the details, to create tailored, long-term, investment strategies. Our customized approach will focus on achieving your business goals and maximizing the potential of your retail asset. We are your partner through every stage of the process.

### **Healthcare & Life Sciences**

Life is what we make it, so we want to make the most of life for our healthcare and life sciences markets. Our dedicated team of healthcare and life sciences capital markets experts come with nearly a century of experience with this asset class. We can help you navigate the dynamics of the market—from maximizing asset value to securing competitive investment and recapitalizing to maintain long-term control. Together, we keep healthcare assets strong.

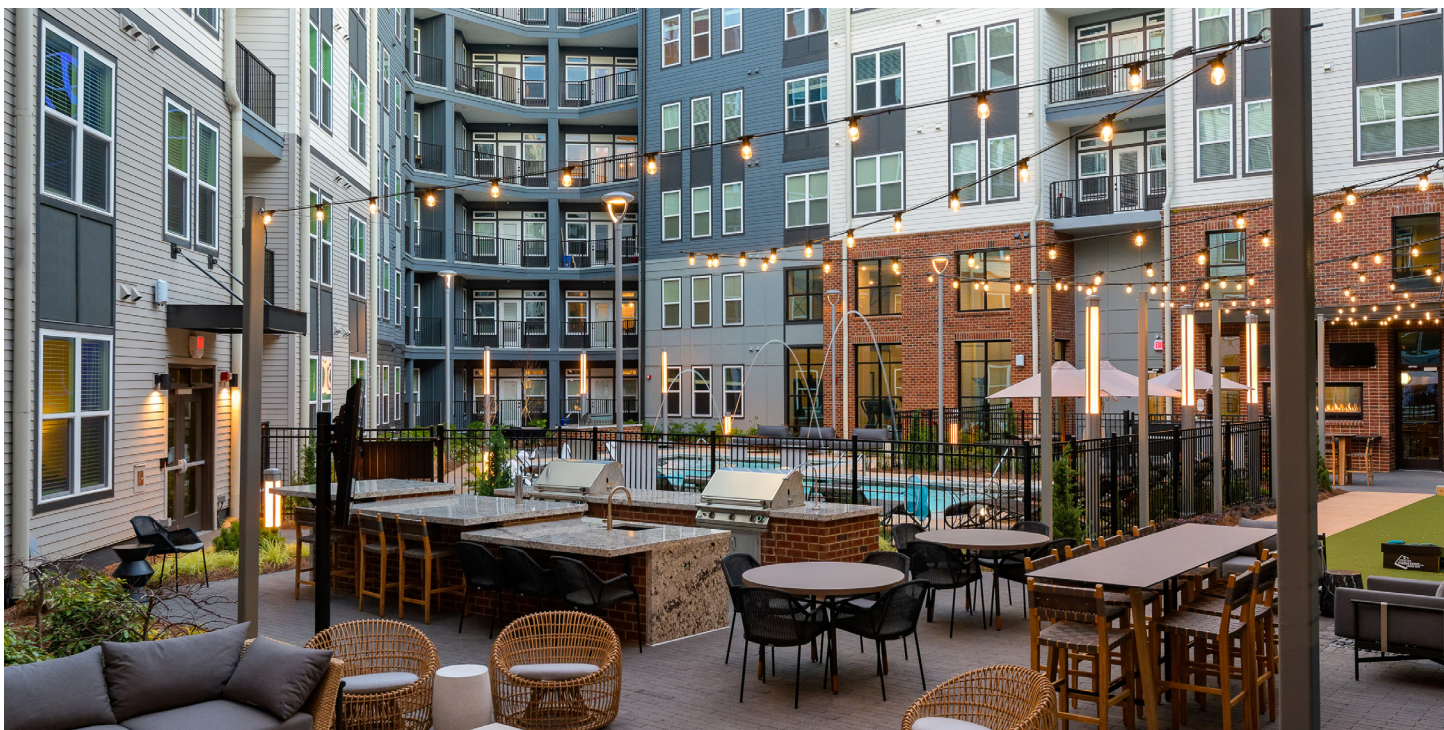
### **Hospitality**

The value of a hospitality asset is often determined by the brand that invests in it. That's why our specialists value the financial implications of hotel reputations, destinations and chain strategies. Using sophisticated financial analysis, creative deal structuring, and our tight network of connections, our hospitality experts guide our clients into making deals that maximize ROI. With a best-in-class platform, we have access to an international network of capital sources, creating targeted plans that hit our clients' sales goals again and again.





101 Hudson St - Jersey City, NJ



Elan Powers Ferry - Atlanta, GA





The Cubes at Glendale - Glendale, AZ

### **Net Lease**

Our net lease experts are connected to our full capital markets platform—from office to retail to industrial and more. Our people know the net lease markets inside and out and are always on the front foot of opportunities in the market. Using new technology, clever strategies, and our Cushman & Wakefield relationships, our experts never fail to match motivated buyers with the perfect sellers.

### **Self-Storage**

Cushman & Wakefield has the expertise to increase the value of your self-storage asset at every stage of the sale cycle. Our self-storage professionals bring a deep experience in investment sales and advisory, valuable debt, and equity placement and feasibility. They know the ins and outs of self-storage assets like no other and bring with them access to immediate knowledge of market changes, real-time insights and a suite of investor services.

### **Land**

Our land experts have seen it all. We know how to make the most of any land investment by using market-specific insights and regulatory and entitlement knowledge. We love the challenge of evaluating the highest and best use of any parcel. From single assets to nationwide portfolios, we've successfully managed and brokered land transactions through economic ups and downs to minimize risk and maximize profit with confidence.



# CUSHMAN & WAKEFIELD

WE WANT TO MAKE THE MOST OF EVERY OPPORTUNITY WE HAVE BECAUSE OUR CITY, COMMUNITY, PLANET AND FUTURE IS WHAT WE MAKE IT. THAT'S WHY WE MAKE IT SUSTAINABLE. WHY WE MAKE IT INCLUSIVE. WE MAKE IT WORK, EVEN IF SOMETIMES IT SEEMS IMPOSSIBLE. WE MAKE SPACES MORE EFFICIENT, MORE DYNAMIC, MORE LOVABLE. WE MAKE BIG THINGS HAPPEN FOR OUR CLIENTS. WE MAKE CITIES MORE INSPIRING. WE MAKE AN IMPACT. BECAUSE AT CUSHMAN & WAKEFIELD, WE KNOW LIFE IS WHAT **WE** MAKE IT.







## About Cushman & Wakefield

Cushman & Wakefield (NYSE: CWK) is a leading global commercial real estate services firm for property owners and occupiers with approximately 52,000 employees in nearly 400 offices and 60 countries. In 2023, the firm reported revenue of \$9.5 billion across its core services of property, facilities and project management, leasing, capital markets, and valuation and other services. It also receives numerous industry and business accolades for its award-winning culture and commitment to Diversity, Equity and Inclusion (DEI), sustainability and more. For additional information, visit [www.cushmanwakefield.com](http://www.cushmanwakefield.com).

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## Cushman & Wakefield Capabilities

### Service Lines

Agency Leasing  
Asset Services  
Capital Markets  
Facility Services  
Global Occupier Services  
Project & Development Services  
Tenant Representation  
Valuation & Advisory

### Industries & Specialties

Airports  
Automotive  
Build-to-Suit  
Data Centers  
eCommerce  
Education  
Emerging Technology  
Energy (oil & gas)  
Financial Services  
Flexible Workplace  
Food & Beverage  
Global Supply Chain  
Government  
Healthcare  
Hospitality  
Industrial  
Land  
Legal/Professional  
Life Sciences/Pharma  
Multifamily  
Net Lease Investment  
Not-for-Profit  
Office  
Ports & Intermodal  
Public Sector  
Rail  
Retail  
Sports & Entertainment  
Third-Party Logistics (3PL)