

CAPITAL MARKETS

ASIA PACIFIC

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WE ARE A FORCE FOR ACTION

ASIA PACIFIC MARKET CONDITIONS

Asia Pacific has become increasingly attractive to global investors in recent years. Cross-border investment into the region from North America totalled more than US\$44 billion in the past 24 months to June 2021, in addition to more than US\$19 billion of investment from EMEA, representing y-o-y growth of 9% and 22%, respectively.

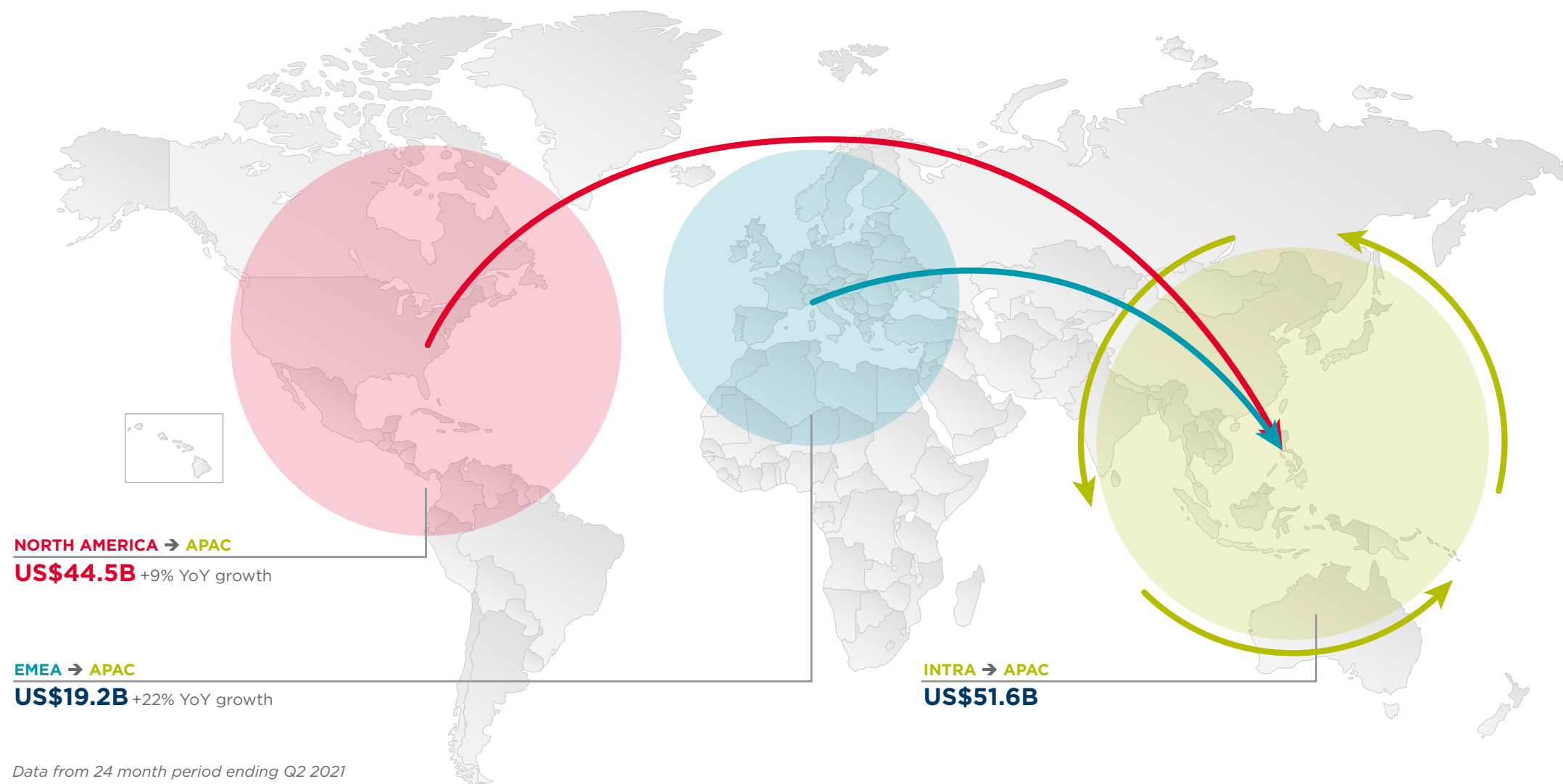
Asia Pacific was the first economic region to recover from the COVID-19 pandemic, aided by relatively timely and effective containment measures and a large population base. Gross domestic product had fully recovered to pre-pandemic levels by Q4 2020, ahead of North America and Europe. This has allowed commercial real estate investment volume in the region to enjoy an uninterrupted rise over the past few quarters, with further growth expected in the coming years.

OUR REGIONAL CAPITAL MARKETS PLATFORM 2018 – 2020 STATISTICS

300+
Number of deals transacted

135M
Total SF transacted

US\$42B
Total value of deals transacted



Data from 24 month period ending Q2 2021
Source: RCA, excluding development sites

WE POSITION YOU FOR WHAT'S NEXT

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SERVICES

We support our clients through all stages of the sales cycle, including due diligence, underwriting, market research, financial analysis, marketing strategy and campaigns, placement strategy, transaction negotiations and closings.

Our extensive experience completing diverse and complex transactions is a testament to our platform and ability to meet the needs of our clients through a variety of services and capabilities.

Investment Sales & Acquisitions

For investors looking to dispose or acquire investment grade properties or portfolios, we offer comprehensive global transaction solutions. Our unsurpassed network of buyers and sellers, access to international capital and superior market data provides our clients with unique access to opportunities and capital sources worldwide.

Single Asset & Portfolio Transactions

ACQUISITION

Whether you are seeking to acquire a property investment for short, medium or long-term gain, our experts identify the most suitable opportunities in the market across every sector.

Cushman & Wakefield's platform capabilities reflect our recent investments to place the best teams in the industry in key markets across the globe. We provide services that not only meet your real estate goals and objectives but strategically position you for what's next in the industry.

DISPOSAL

Our teams can advise you on the best strategies available to help you monetize your investment, and minimize your risk, through the disposal of a single asset, portfolio of assets, or divesting from a particular market.

Market Intelligence & Financial Analysis

Through extensive due diligence and real-time market data, coupled with on-the-ground professionals who understand every aspect of real estate investment to help you realize superior returns on your investments.

Investment Advisory

We strive to provide expert advice and consulting expertise to help clients maximize the value of their real estate holdings. This can include underwriting of transaction pricing, commercial due diligence, portfolio reviews and investment strategy.

Corporate Finance

Our extensive understanding of how finance is linked into real estate is reflected in the integration of Corporate Finance into our Capital Markets business, providing financial advisory and execution services to investors, occupiers and fund managers. We are a dedicated, multidisciplinary group of internationally experienced professionals, who provide expert advice on transactions across all markets.

TYPES OF CLIENTS



Developers



High Net Worth Individuals



Financial Institutions



Joint Ventures



Family Offices



Private Equity



Investment Funds



Investment Holdings



Asset / Fund Management Firms



Sovereign Wealth Funds

MAJOR CLIENTS



Brookfield



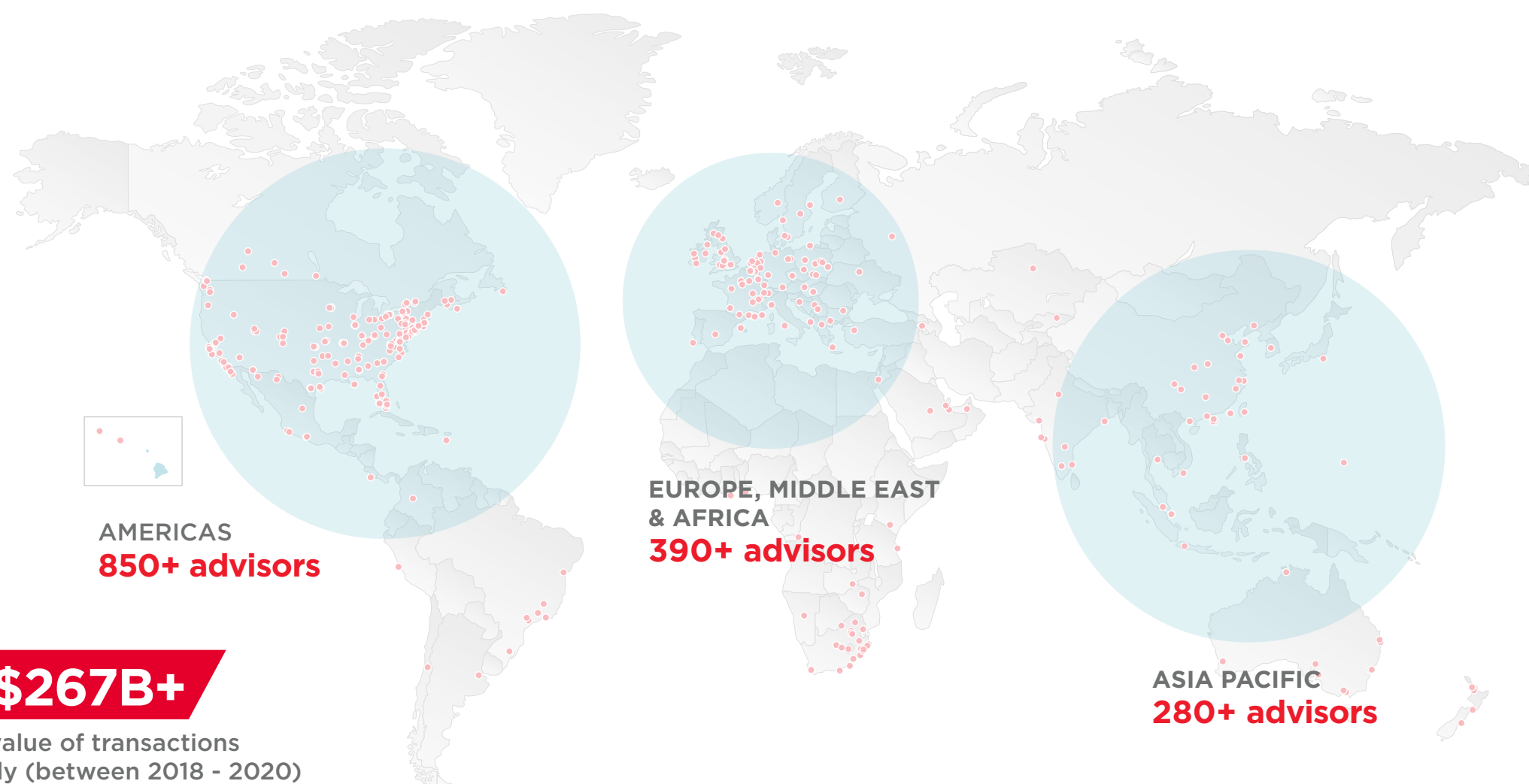
maple^{tree}



CONFIDENTLY GLOBAL, EXPERTLY LOCAL

WE CREATE SOLUTIONS WORLDWIDE

Global trends are changing the way commercial real estate is leveraged in business today. Our clients depend on Cushman & Wakefield's global platform and capabilities, research and insights, and expert leadership across major markets worldwide. We believe increased business complexities generate fresh opportunities for innovation and new ideas to create what's next for our investors.



US\$267B+

Total value of transactions globally (between 2018 - 2020)

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ASIA PACIFIC CAPITAL MARKETS BOARD

Click on each
broker's name
to email them



FRANCIS LI

Chairman

Head of Capital Markets,
Greater China



GORDON MARSDEN

Regional Director, Capital Markets,
Asia Pacific



CARLO SANT'ALBANO

Chief Executive, Global Capital Markets
& Investor Services & Chairman,
EMEA



DENNIS YEO

Investor Services
Asia Pacific



ALVIN YIP

Head of Capital Markets,
China



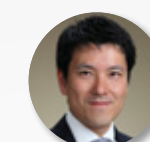
JOSH CULLEN

Head of Capital Markets,
Australia and New Zealand



SAURABH SHATDAL

Managing Director,
Land & Capital Markets,
India



YOSHIYUKI TANAKA

Senior Executive Director,
Capital Markets,
Japan

AUSTRALIA

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TOP CLIENTS

Brookfield Charter Hall  dexus

SIGNIFICANT TRANSACTION



Client: Deka Immobilien
Property: 452 Flinders Street, Melbourne
Asset class: Core/Office A
Service: Acquisition advisory
Date: 2020
Value: US\$286M
Size: 38,067 SQM

It was the largest deal transacted in Australia during the 2020 COVID-19 pandemic period and was carried out off-market on behalf of an offshore client in Germany.

Supported by strong economic fundamentals and a high degree of market transparency, Australia is one of the markets most favored by global and institutional capital in Asia Pacific. In addition, the longer lease terms and relatively higher yields in Australia compared to other mature markets in the region have made the country a very attractive investment destination for international buyers.

KEY STATISTICS 2018 - 2021

(Office transactions over AU\$50M included only)



17
Capital Market
professionals



53
Number of
transactions



\$9.7B
Total transaction
value in US\$



1.2M
Total SQM transacted


AWARDS

RCA #1 Agency
in Australia for Office



\$50M
in 2019

CONTACTS

 Click on each broker's
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JOSH CULLEN

International Director & Head of
Capital Markets, AUSNZ



MARK HANSEN

International Director,
Capital Markets, AUSNZ



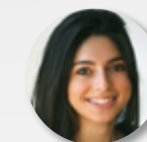
NICK RATHGEBER

International Director, Capital Markets



LEIGH MELBOURNE

International Director, Capital Markets



CLAIRE ZOUROUDIS

Director, Capital Markets, AUSNZ

GREATER CHINA

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As one of the most diversified markets in the world, China offers an array of investment products across multiple cities and property types. The strength of China's economy has been well proven by its ability to maintain unbroken positive growth regardless of the pandemic, centered on the giant domestic market. This performance has instilled investors with substantial confidence in China's long-term economic stability and growth.

KEY STATISTICS 2018 - 2020



120

Capital Market professionals



91

Number of transactions



\$19B

Total transaction value in US\$



27.6M

Total SF transacted

AWARDS

RICS Awards Hong Kong

Winner of "Best Deal of the Year" award for three consecutive years 2018 - 2020

REAL Capital Analytics

Winner of "No. 1 CRE Investment Brokerage in Mainland China" award for three consecutive years 2018 - 2020

(Overall 2018, 2019; Commercial* 2020) *Commercial includes office, retail & industrial

TOP CLIENTS



SIGNIFICANT TRANSACTION



Client:	Link REIT
Property:	Portfolio of 17 shopping malls and parking spaces
Location:	Hong Kong
Asset class:	Retail
Service:	Disposal advisory
Date:	2018
Value:	US\$3B
Size:	2.2M SF

The largest retail property transaction in Hong Kong history in terms of deal size and scale, and winner of the prestigious "Best Deal of the Year" at RICS Hong Kong Awards in 2019.

CONTACTS

Click on each broker's name to email them



FRANCIS LI

International Director
Vice President, Greater China
Head of Capital Markets, Greater China



GORDON MARSDEN

Regional Director, Capital Markets,
Asia Pacific



ALVIN YIP

President, Capital Markets,
Greater China



TOM KO

Executive Director,
Head of Capital Markets,
Hong Kong



EAGLE LAI

Director,
Head of Capital Markets,
Taiwan

India, the rising economic powerhouse, is attracting a growing number of large institutional investors, with cross-border investment reaching nearly US\$5 billion in 2020. India is also expected to become the world's third largest economy over the next decade, with average annual GDP growth exceeding 6%. Such a scale of growth can be expected to continue to attract a flurry of global investors to the country, especially to the booming office market.

KEY STATISTICS 2018 - 2020



33
Capital Market
professionals



37
Number of
transactions



\$642M
Total transaction
value in US\$



3.3M
Total SF transacted

TOP CLIENTS

Hines

SIGNIFICANT TRANSACTION



Client: Hines and Goel Ganga Corporation
Location: Kharadi, Pune, India
Asset class: Commercial
Service: Development management
Date: 2021
Value: US\$230M
Size: 1,872,920 SF

Facilitated the partnership between two clients to develop a commercial landmark with a development potential of 7M SF.

CONTACTS

Click on each broker's
name to email them



SAURABH SHATDAL
Managing Director
Land & Capital Markets



ROHIT GOYAL
Senior Director
Land & Capital Markets



ABHISHEK MITTAL
Assistant Vice President
Land & Capital Markets



SAURABH BAKLIWAL
Managing Director
Land & Capital Markets

Japan's real estate investment markets have proven extremely resilient despite the pandemic and economic headwinds. As the largest developed economy in Asia, Japan emerged as the No.1 most favoured cross-border investment destination in Asia Pacific in 2020, premised on its high liquidity and stability. The availability of core assets makes the country one of the most sought-after investment safe havens by international capital in times of uncertainty.

KEY STATISTICS 2018 - 2020



35
Capital Market
professionals



48
Number of
transactions



\$1.8B
Total transaction
value in US\$



1.7M
Total SQM transacted

TOP CLIENTS



SIGNIFICANT TRANSACTION



Client:	Seller: Hong Kong investor Buyer: Local company
Property:	Royal Oak Hotel
Location:	Ohtsu, Shiga
Asset class:	Hotel
Service:	Disposal & acquisition advisory
Date:	2020
Value:	Undisclosed
Size:	GFA 41,800 SQM

Representing both seller and buyer, the transaction was completed swiftly for the seller, who wanted to divest quickly after the operator declared bankruptcy as a result of the COVID-19 pandemic, and at a favourable price for the buyer, who was able to procure the asset for lower than market value.

CONTACTS

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YOSHIYUKI TANAKA
Senior Executive Director



KOSUKE OGI
Executive Director



TIMOTHY GREGERSEN
Head of Cross Border Transactions

South Korea was one of the very few markets worldwide that saw commercial real estate investment volume edging up in 2020 despite of the pandemic, buoyed by a wave of domestic capital chasing investment opportunities at home in the face of the international travel restrictions. As a result, Seoul's core CBD office prices have jumped significantly since the COVID-19 outbreak. Competition for logistics assets has also been fierce, leading to soaring prices and compressing yields.

KEY STATISTICS 2018 - 2020



20
Capital Market
professionals



34
Number of
transactions



\$8B
Total transaction
value in US\$



3.3M
Total SQM transacted

SIGNIFICANT TRANSACTION



Client: SRA Homeplus
Location: Four stores across Seoul, Suwon & Daegu
Asset class: Value add
Service: Disposal advisory
Date: 2020
Value: \$745M
Size: GFA 245,193SQM

The transaction was settled with future redevelopment opportunities confirmed to transform into retail and high-rise residential, mixed-use sites.

CONTACTS

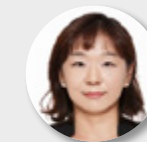
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YK SON
Senior Executive Director



INYOUNG RYU
Executive Director



SORIM JIE
Director



YUNYOUNG LEE
Associate Director



RYAN CHOI
Associate Director

SINGAPORE

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A major financial hub in the Asia Pacific region, Singapore is a preferred market for investments by top investors. The country's robust international trade and investment, good infrastructure, stable political environment, transparent legal and judicial system as well as its increased focus on sustainability and environmental, social and governance standards have positioned Singapore as one of the world's most competitive economies. Singapore's REITs market demonstrated impressive resistance in the face of the COVID-19 pandemic, with data centre and logistics REITs recording particularly robust performance. Investor interest in the residential and business park sectors also rose significantly amid the pandemic.

KEY STATISTICS 2018 - 2020



16

Capital Market professionals



84

Number of transactions



\$2.6B

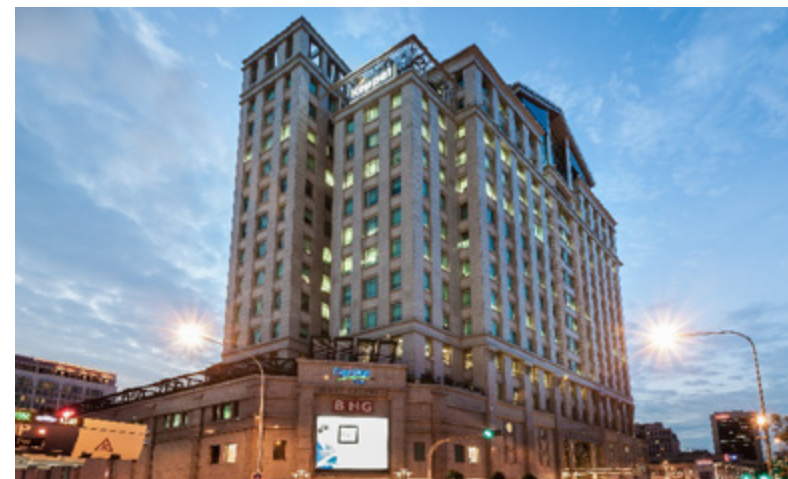
Total transaction value in US\$



2.5M

Total SF transacted

SIGNIFICANT TRANSACTION

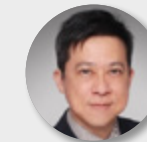


Client:	Keppel REIT
Property:	Bugis Junction Towers
Location:	230 Victoria Street Singapore 188024
Asset class:	Grade A Office
Service:	Disposal advisory
Date:	2019
Yield:	3%
Value:	US\$403M
Size:	249,000 SF (NLA)

The sale price was 6.3% above the property's valuation of US\$379 million established during the period and more than triple Keppel Reit's original purchase price.

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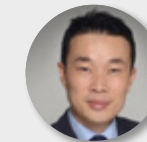
SHAUN POH

Executive Director & Head of Capital Markets



CHRISTINA SIM

Director



SIM CHEE JIN

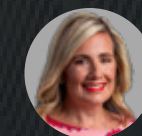
Director

FOR FURTHER INSIGHTS, VISIT OUR
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OUR BUSINESS DEVELOPMENT SERVICES TEAM

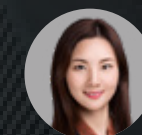
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ANNA TOWN
Head of Business Development Services,
Asia Pacific



JAMES SHEPHERD
Head of Business Development Services,
Greater China



CATHERINE CHEN
Director, Capital Markets Research,
Asia Pacific



REBECCA JUNG
Senior Manager, Business Development Services,
Asia Pacific



About Cushman & Wakefield

Cushman & Wakefield (NYSE: CWK) is a leading global real estate services firm that delivers exceptional value for real estate occupiers and owners. Cushman & Wakefield is among the largest real estate services firms with approximately 50,000 employees in over 400 offices and approximately 60 countries. In 2021, the firm had revenue of \$9.4 billion across core services of property, facilities and project management, leasing, capital markets, and valuation and other services. To learn more, visit www.cushmanwakefield.com or follow [@CushWake](https://twitter.com/CushWake) on Twitter.

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