

CAPITAL MARKETS

INDIA

Fuelled by ideas, expertise and commitment, Cushman & Wakefield's capital markets team advises institutional and private owners of real estate executing some of the most significant transactions across the globe. Dedicated to delivering superior value to clients, the team leverage an integrated suite of investor services to deliver capital deployment strategies and solve the most complex real estate challenges.

Cushman & Wakefield's global capital markets network is built on established local relationships, ensuring that the right capital is sourced for the right product in the right geography. By providing capital markets expertise through every stage of the acquisition and sales process, Cushman & Wakefield help clients meet the strategic, operational, and financial goals for their real estate investments.

CAPITAL MARKETS SERVICES

- Core Asset - Creation and Disposition
- Capital Advisory - Equity / Debt / Structured Finance
- Land Services - Sell & Buy side Advisory
- Strategic Partner Search - Joint Venture, Joint Development / Development Management
- Corporate finance & Investment Banking
- Specialized Assets - Senior Living, Co Living, Student housing, Data centres & Industrial Capital Market

Advised over
2700
Acres
of Land
transactions



 **STRONG 40+**
MEMBER TEAM,
with a diverse mix of
**Bankers, Chartered
Accountants &
Real Estate Advisors**

SUCCESSFULLY COMPLETED
\$5 BILLION
OVER **\$USD OF**
**FUNDRAISING
& INVESTMENTS**
IN THE LAST DECADE



200 
**TRANSACTIONS CONCLUDED
IN LAST 5 YEARS**

DEVELOPER RELATIONS

GODREJ PROPERTIES

ESSAR GROUP - MUMBAI

Facilitated an acquisition of 8 acres of prime land parcel in Thane for Godrej from the Essar Group for 1 mn SF development of an affordable housing project.

BPTP - NCR

Structured and coordinated the sale of 48 Acres of land parcel for BPTP in Faridabad. The land parcel was sold to Godrej, for their upcoming project on plotted development of 1 mn SF in NCR.

CORE ASSET

PRISTINE PROPERTIES | SERUM INSTITUTE - POONAWALA GROUP - PUNE

In Pune, facilitated the sale of one of the largest under-construction commercial office building to Poonawala Group and Serum Institute of India with an area of 126,135 SF and 312,780 SF respectively.

HINES

GOEL GANGA GROUP (PUNE) & DNR GROUP (BENGALURU)

The team pioneered Development Management in the Indian market by facilitating local partnership for a client in Pune of 2.4 MSF for a landmark commercial development. Additionally in line with the client's expansion plan, closed a partnership in Bengaluru to develop a commercial 1.7 MSF. The team acted as sole advisors for the client for both these partnerships.

INVESTOR RELATIONS

M3M - NCR

M3M identified a 20 acre land owned by Bestech and mortgaged to Altico for INR 1.17 bn. C&W advised M3M in structuring the transaction and negotiated the land acquisition from Altico at INR 10.1 bn, resulting in savings for INR 160 mn.

FINANCING

PHOENIX GROUP - HYDERABAD

Secured and successfully concluded an exclusive mandate for raising structured capital to the tune of INR 3 bn from Asia Pragati Group for their commercial project in Hyderabad.

FINANCING

MAHAGUN GROUP - NCR

Mahagun group had identified a land in Sector 107 Noida. C&W advised Mahagun Group for raising finance of INR 2.15 bn for Land acquisition & construction finance from ASK Investment Advisors.

THE CUSHMAN & WAKEFIELD ADVANTAGE

➤ CUSTOM APPROACH

Cushman & Wakefield designs alternative transaction structures to maximise results, evaluating and comparing options as per each client's unique requirements.

➤ BEST-IN-CLASS SERVICE

Cushman & Wakefield partners with internal brokerage, valuation and corporate services professionals to ensure comprehensive knowledge of market conditions, and the delivery of best-in-class service.

➤ VAST NETWORK OF INVESTOR CONTACTS

Cushman & Wakefield experts cultivate and maintain relationships with more than 1,500 local and global capital sources to create leverage for clients, encourage competitive bidding, and drive transaction values.

➤ EXPERIENCED RESOURCES

Clients benefit from professionals with cross industry backgrounds in commercial real estate, corporate finance, accounting, taxation, ownership, development and strategic planning among others.



Saurabh Shatdal
Managing Director
Capital Markets

Saurabh.Shatdal@cushwake.com



Somy Thomas
Managing Director
Capital Markets and Valuation & Advisory
Somy.Thomas@ap.cushwake.com

About Cushman & Wakefield India

With over two decades experience in the Indian market, Cushman & Wakefield currently has over 2,900 employees across 8 Indian offices and provides estate services to an additional 200+ cities India-wide.

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 53,000 employees in 400 offices and 60 countries. In 2019, the firm had revenue of \$8.8 billion across core services of property, facilities and project management, leasing, capital markets, valuation and other services. To learn more, visit www.cushmanwakefield.com or follow @CushWake on Twitter.