

## **VALUATION & ADVISORY SERVICES**

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Real Estate Valuation | Plant & Machinery Valuation |  
Technical Assessment & Monitoring



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# KEY STATS

Valuation & Advisory Services



**100+**  
V&A Professionals



Having **Diverse Backgrounds** such as MRICS, CAs, CFAs, MBAs, Architects, Planners, Engineers etc.



Provide valuation under **IBBI** requirements. Following **RICS** standards for Valuation



Projects spanning across **India, Sri Lanka, Maldives, Bangladesh**



Serviced **125+ Cities** & growing across India



Delivering from **10+ Locations** across India



Covered **600 lacs SF** area worth **4.5B** under monitoring and technical reviews



Valued **15,666** properties covering **26B SF** Area



Following **PMBOK** Standards for monitoring and ensuring **NBC** and **Covid** guidelines implemented across 20+ projects

# OUR OFFERINGS

Cushman & Wakefield India (CWI) is one of the leading International Property Consultants for providing Valuation and Advisory Services for all types of asset classes and businesses including Land & Building, Plant & Machinery and Technical Assessment & Monitoring. A team of 100+ professionals delivering from 10+ locations across India, CWI provides clients with valuation and advisory solutions that drive decision making across the entire business spectrum.

Our team provides Valuation and Advisory Services to owners, investors, and developers across their portfolio of real estate assets.

Our approach to client delivery is based on developing deep understanding of various asset classes, markets, regulation, approvals and technical expertise backed with strong market presence and insights.

Our market knowledge, resources, experience and geographic capabilities helps us to provide seamless services across India. Our teams are equipped to handle large and complex assignments of all types.

## Our broad range of services includes:

- Real Estate Valuation
- Plant & Machinery Valuation
- Technical Assessment & Monitoring

## Our clientele includes:

- Private Equity Funds
- Banks
- Non-Banking Financial Companies
- Asset Reconstruction Companies
- Developers
- Corporates
- Government & Regulators
- Insurance Companies & Insurance Brokers
- Auditors & Consultants
- Law Firms



# OUR OFFERINGS

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## BROAD RANGE OF SERVICES

### REAL ESTATE VALUATION

We are an experienced team and have demonstrated skills to provide real estate valuation services for land and building covering all asset classes. The assets that we cover range across Office, Land, Retail, Residential, Warehouses, Industrial, Hospitality, Data Centres, Hospitals, Schools and Airports.

We have advised all the three listed commercial asset REITs in India as Industry Experts as well as Valuation Reviewer.

- Mindspace Business Parks REIT
- Brookfield India Real Estate Trust REIT
- Embassy Office Parks REIT



### PLANT & MACHINERY VALUATION

We offer a broad range of services in valuation of Plant & Machinery across various industries.

Our expertise involves valuation of diverse machines for sectors including Real Estate, Hospitality, Healthcare, EPC, Cement, Iron & Steel, Power, Renewable Energy, Automobiles, Tyres, Oil & Gas, Chemicals, Pharmaceuticals, FMCG & Supermarkets, IT & Telecom, Food & Beverages, Paper, Aviation, Ports & Shipping, Defence, Fertilizers and Manufacturing.

We work for Multinational Corporates, Government & Regulators, Domestic & International Banks, Non-Banking Financial Companies, Asset Reconstruction Companies, Insurance Companies, Insurance Brokers, Auditors & Consultants, Court & NCLT, Law Firms and PE Funds.

### TECHNICAL ASSESSMENT & MONITORING (TAM)

We provide array of services with enhanced focus on Risk Identification and Mitigation for real estate projects across asset classes. TAM is extended arm of the Valuation and Advisory services which has been set up to cater the needs of the lenders and developers in the Real Estate Market. We have a diverse team of technical and financial experts (engineers, architects, CAs and MBAs) based out of multiple locations pan India focused on client delivery. Our services are designed to cater specific reporting / monitoring needs of clients as per the phase of lifecycle of the project. We aim to assist the client in taking informed & impactful decisions which in turn contribute to building a more sustainable and healthy real estate industry.

# OUR AMBIT OF SERVICES ACROSS ASSET CLASSES

## VALUATION SERVICES - LAND, BUILDING, PLANT & MACHINERY

### FUND RAISING

- IPO Listing including REIT listing
- Providing Industry Expert views
- Assessing Asset Values

### LITIGATION SUPPORT

- Arbitration & Mediation Support
- Expert Testimony

### ACQUISITION & DISPOSITION ASSISTANCE

- Valuation of Immovable and Movable Assets
- Purchase Price Allocation of Fixed Assets

### FINANCIAL REPORTING

- For Financial Statement and Impairment Review

### FINANCING

- Loan Against Property, Lease Rental Discounting
- Construction Finance, NCD Issuance

### TECHNO - ECONOMIC VIABILITY

- Cashflow Estimation
- Sales Velocity
- Valuation of land

### INSURANCE

- Optimum Sum Insured
- Review of existing sum insured

### FAR AND ASSET TAGGING

- Physical Verification of Assets
- Asset Tagging for Different Assets

## TECHNICAL ASSESSMENT & MONITORING SERVICES

### TECHNICAL DUE DILIGENCE

- Pre-acquisition diligence for investment decisions
- Post-acquisition for project/capital restructuring

### SALES PERFORMANCE REVIEW

- Sales Velocity Review
- Collections and Debtor's Ageing
- Inventory status

### LENDERS INDEPENDENT ENGINEERS (LIE)

- Quarterly reporting of work done
- Financial vs Physical progress
- Quality & Compliances

### BILL CERTIFICATION REVIEW

- Review of project billing with respect to quantities executed at site

### BASE BUILD REVIEW

- Operational building reviews to determine balance useful life and condition of the asset and services

### PROJECT HANDOVER REVIEW

- Undertaken for newly constructed building or property
- Determine operational readiness and adherence to agreed specifications

### CONTINUOUS MONITORING

- Incremental Reporting - Cost & Schedule
- Bill Certification
- Sales & Escrow Reconciliation
- Compliance & Approvals

## ASSET CLASSES SERVICED



Office



Retail



Residential



Data Centres  
&  
Warehouse



Hospitals &  
Educational  
Institutions



Hospitality



Large  
Infrastructure  
& Industrial



Land

## POINT OF CONTACT

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### 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 52,000 employees in over 400 offices and approximately 60 countries. In 2022, the firm had revenue of \$10.1 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](http://www.cushmanwakefield.com) or follow @CushWake on Twitter.