

TENANT REPRESENTATION INDIA

Cushman & Wakefield's tenant representation experts provide solutions that align real estate needs with business strategy, financial goals and operational objectives. These diverse professionals extract value from real estate by taking the time to understand and evaluate clients' objectives and long-term growth expectations. They create customized, dynamic, scalable solutions for investors, owners, developers and occupiers to remain competitive in quickly evolving business environments.

By partnering with clients to make real estate an asset that houses operations, attracts and retains top talent, promotes creativity and collaboration, and supports their mission and brand, Cushman & Wakefield's tenant representatives achieve optimal financial outcome, directly impacting their bottom line.

Cushman & Wakefield's professionals have partnered with clients from all industries to complete new leases, purchases, renewals, relocations, expansions and extensions for office, industrial, retail, and mixed-use space.

TENANT REPRESENTATION SERVICES

- Acquisitions and dispositions
- Portfolio strategy / occupier advisory
- Relocation / expansion / consolidation / renewals
- Lease Restructuring & Surrenders
- Location analysis / site selection
- Financial and market analytics
- Negotiation strategy - lease or purchase
- Transition Assistance
- Documentation

300 
MILLION SQ. FT.
TRANSACTIONED SINCE 2000

 **170+**
TRANSACTION MANAGEMENT
PROFESSIONALS

 **2100+**
TRANSACTIONS
CONCLUDED SINCE
2018

OPERATING ACROSS INDIA
WITH OFFICES IN
9 KEY LOCATIONS



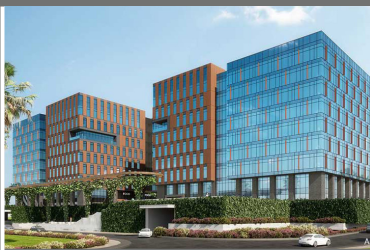
CASE STUDIES



A leading global semiconductors company

Phoenix Aquila
Gachibowli, Hyderabad

Convinced the developer to meet very high technical requirements of the client in a 1.27 million square foot SEZ property. The team achieved cost savings of ~\$22 million for the client and the transaction was concluded in record 2 months. We also negotiated extended rent-free periods for the client



A leading global technology major

Table space, Bagmane Capital - Luxor, Outer Ring Road, Bangalore

Persuaded a flex space operator to lease out 252,624 square foot and deliver a custom built fully furnished space solution of 1,000 seats as per IT major's design guidelines. Adding to client's delight, the office was let-out in short span of 125 days and without any CAPEX and reinstatement



Kronos (UKG)

Okaya Centre
Sector - 62, Noida

We conducted stay vs relocation and space requirement analysis for the client. The findings resulted in renegotiation and expansion totaling to 256,935 square foot for the client. We represented the client and achieved cost savings of ~\$1.5 million, plus the first right of refusal for any space available within the campus.

THE CUSHMAN & WAKEFIELD ADVANTAGE



> MAXIMUM VALUE THROUGH MARKET INTELLIGENCE

Cushman & Wakefield harnesses data collected from various sources and transactions to deliver an occupancy strategy backed by financial modeling and market analytics. This empowers clients to make better decisions, allows for flexibility and a solution that supports business outcomes.



> SPEED TO MARKET

Experienced advisors supported by a global platform ensure speed to market for organizations. Tenant representation teams leverage landlord relationships and ensure critical date compliance for lease timelines and rent roll management.



> RISK MITIGATION AND COST OPTIMISATION

Coupled with insights and expertise, our tenant representation teams review all market options, including a thorough evaluation of an asset's financial position and provide innovations to maximize leverage and operational efficiencies while minimizing risks and costs. The team ensures consistency across the portfolio and helps clients to adapt to changing markets and competitive conditions.



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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.

For further information visit cushmanwakefield.com

