



**CUSHMAN &
WAKEFIELD**

LOGISTICS & INDUSTRIAL LEASING INDIA

Cushman & Wakefield's logistics and industrial professionals combine local market expertise with global company resources to drive value for clients including Indian and international occupiers, developers, investors, landlords and government agencies across South Asia.

As the first property consulting firm in India with a dedicated logistics and industrial service line, the team's extensive knowledge allows the sharing of insights critical for strategic decision making.

Cushman & Wakefield's logistics and industrial professionals have expertise in build-to-suit leasing, eCommerce, data centres, healthcare, life sciences, pharmaceutical, land, energy (oil and gas), food and beverage, third-party logistics, agency leasing, ports and intermodal, supply chain solutions and automotive sectors.

By investing the time to understand clients short- and long-term business goals, this allows the team to collaborate, and then deliver highly customized logistics and industrial real estate solutions.

Through this client-focused approach, executable real estate strategies are provided, helping clients maximize cost saving opportunities and improve business success.

LOGISTICS AND INDUSTRIAL SERVICES

Leasing (ready built space or build-to-suit) • Warehousing and Industrial spaces

Land acquisition • Land allotment through government agencies

- Direct Private Acquisitions including through aggregators

Land disposition • Bidding process: closed/open bidding

- E-auctions • Conventional sale method

Structured transactions of assets • Joint ventures/joint development agreements • Sale and leaseback

- Sale of pre-leased properties

Exclusive Marketing • Warehousing/industrial parks

- Special Economic Zones (SEZs)



**TRANSACTIONAL
ACROSS
100+ CITIES
IN INDIA**

OVER
9 MILLION SQ FT
OF WAREHOUSING
& INDUSTRIAL
SPACES LEASED 

OVER **4,500 ACRES**
OF LAND TRANSACTION

LEASED AREA RANGING FROM
3,000 SFT TO 500,000 SFT 

OVER **1,600 ACRES**
OF GOVERNMENT LAND ALLOTTED 

#1 INDUSTRIAL LEASING
US MARKET SHARE
AS PER THE COSTAR GROUP

**1,100+ SPECIALISED
BROKERS GLOBALLY**



CASE STUDIES



LARGE ECOMMERCE FIRM (Mumbai)

Over 500k sft of space acquired for one of the largest ecommerce firms in India. Completed through lease of ready properties and BTS acquisitions, directly or via a 3PL firm appointed by the client.



LARGE FMCG, MNC (Pan India)

Advised one of the largest FMCG firms in India for an industrial and warehousing portfolio. So far this has included 35 new lease acquisitions, 5 new industrial sites and numerous renewals and dispositions across India.



SALE OF 10 FACTORIES (Pan India)

Appointed on a sole and exclusive basis for execution of the asset monetization strategy by one of India's largest FMCG firms. The project was to be executed over multiple years and industrial sites across India were successfully sold.

THE CUSHMAN & WAKEFIELD ADVANTAGE



INTEGRATED APPROACH

Cushman & Wakefield believe working as one team improves performance. On appointment clients have access to insights and inputs from all domain specialists required for strategic decisions.



ADVISORY DRIVEN TRANSACTION MANAGEMENT

Evaluation of properties qualitative and quantitative parameters including detailed NPV analysis of final offers of shortlisted options allow clients to make informed decisions. Location advisory, competition benchmarking and other assessments are also undertaken based on client needs.



TECHNO-COMMERCIAL

The belief that industrial and warehousing properties are some of the most complex real estate assets means the teams' inter-disciplinary approach involves technical experts from the conceptual stage of the project giving clients inputs that are unique to their requirements.



Abhishek Bhutani
Managing Director
Logistics & Industrial
Abhishek.Bhutani@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.