

# 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.

By partnering with clients to make real estate an asset that houses operations, attracts and retains top talent, promotes creativity and collaboration, and supports the company mission and brand Cushman & Wakefield's tenant representatives achieve optimal financial outcome for a client, 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

- Occupier advisory
- Portfolio strategy
- Relocation / expansion / consolidation
- Location analysis
- Site selection
- Financial analysis
- Negotiation strategy - lease or purchase
- Documentation
- Transition Assistance

**300**   
**MILLION SQ. FT.**  
TRANSACTIONED SINCE 2000

 **250+**  
TRANSACTION MANAGEMENT  
PROFESSIONALS

 **500** LEADING  
RETAIL BRANDS  
TRUST OUR ADVICE IN INDIA

OPERATING ACROSS INDIA  
WITH OFFICES IN  
**9 KEY LOCATIONS**



## CASE STUDIES



### TABLE SPACE

Godrej BKC, Bandra Kurla Complex, Mumbai

Conducted a detailed supply-demand analysis of competing co-working operators and successfully secured 68,500 square foot of corporate owned space in a Grade A project.



### NUTANIX TECHNOLOGIES

Prestige Tech Park, Outer Ring Road, Bengaluru

Conducted headcount growth and space requirement analysis resulting in a full relocation and expansion into 196,751 square foot of space with first right of refusal for 12 months of an upcoming space in an adjacent block.



### WEWORK

Vaishnavi Signature, Outer Ring Road, Bengaluru

Negotiated a high quality standalone 241,617 square foot building with high branding and visibility as per the design standards and specifications of the client, including an innovative security deposit pay-out.

## THE CUSHMAN & WAKEFIELD ADVANTAGE



### > MAXIMUM VALUE THROUGH MARKET INTELLIGENCE

Cushman & Wakefield harness data collected through market analysis and transactions to deliver an occupancy strategy backed by financial modeling. 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 organisations seeking space. Tenant representation teams leverage landlord relationships and ensure critical date compliance for lease timelines and rent roll management.



### > RISK MITIGATION AND COST OPTIMISATION

Local researchers and brokers, coupled with global insight and expertise interrogate all market options, including a thorough evaluation of an asset's financial position and provide innovation to maximise leverage, and minimise risk and cost.



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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](http://www.cushmanwakefield.com) or follow @CushWake on Twitter.