



CUSHMAN &
WAKEFIELD

SHAPING THE FUTURE OF RETAIL

THROUGH INNOVATION, DATA, AND DEEP
MARKET RELATIONSHIPS

Better never settles

AUSTRALIA & NEW ZEALAND RETAIL CAPABILITY

Cushman & Wakefield Global



Gucci, Collins Street, Melbourne

AMERICAS

214

OFFICES

36,000

Employees

EMEA

117

OFFICES

5,100

Employees

APAC

67

OFFICES

10,750

Employees



\$9.4Bn

2024 REVENUE (USD)



52,000

EMPLOYEES (APPROX.)



NYSE

CWK



400

OFFICES (APPROX.)



6.1Bn

SF MANAGED



60

COUNTRIES (APPROX.)



The Block Arcade - 282 Collins Street, Melbourne

ANZ RETAIL CAPABILITY



Retail by the numbers

\$11.8^{Bn}

BROKERAGE TRANSACTION VALUE (USD)

5,700+

BROKERAGE TRANSACTIONS CLOSED

41,000+

PROPERTIES APPRAISED

300+

PROJECTS MANAGED

650+^{MSF}

PROPERTIES
UNDER MANAGEMENT

2,000+

RETAIL PROFESSIONALS

*The above statistics represent a three-year average (2022-2024) and includes leasing and capital markets transactions.



Our Purpose

WE DON'T JUST DELIVER SOLUTIONS
WE CRAFT THEM



Brand Partners

Strive For Better Partnerships

We combine our global talent, deep sector expertise, comprehensive data insights and extensive local operational knowledge to support your bold goals.



Industry Partners

Deliver Better Solutions

We deliver customized strategies to achieve desired outcomes for every client.



Thought Leaders

Reveal Better, More Actionable Insights

We lead the thinking and the innovation in practice.



Melbourne Central Plaza, Melbourne

Investors - Owners and Developers

- ✓ **Create** asset strategies that meet your investment objectives
- ✓ **Curate** winning tenant mixes to create engaging communities
- ✓ **Manage** your properties and related costs
- ✓ **De-risk** your assets
- ✓ **Enhance** value by providing a better consumer experience



Capital Markets



Agency Leasing



Retail Consulting & Advisory



Valuation & Advisory



Project & Development Services



Energy & Sustainability

Our Retail Solutions



Bourke Street Mall, Melbourne

Occupiers - Brands

- ✓ **Understand** your existing business strategy
- ✓ **Identify** new market entry and expansion opportunities
- ✓ **Uncover** the best store locations
- ✓ **Provide** project management support for buildouts
- ✓ **Create** an “on-brand” differentiated experience
- ✓ **Optimize** Capex and Opex across your entire portfolio



Retail Consulting & Advisory



Location Analytics & Strategy



Tenant Representation



Transaction Management



Project & Development Services



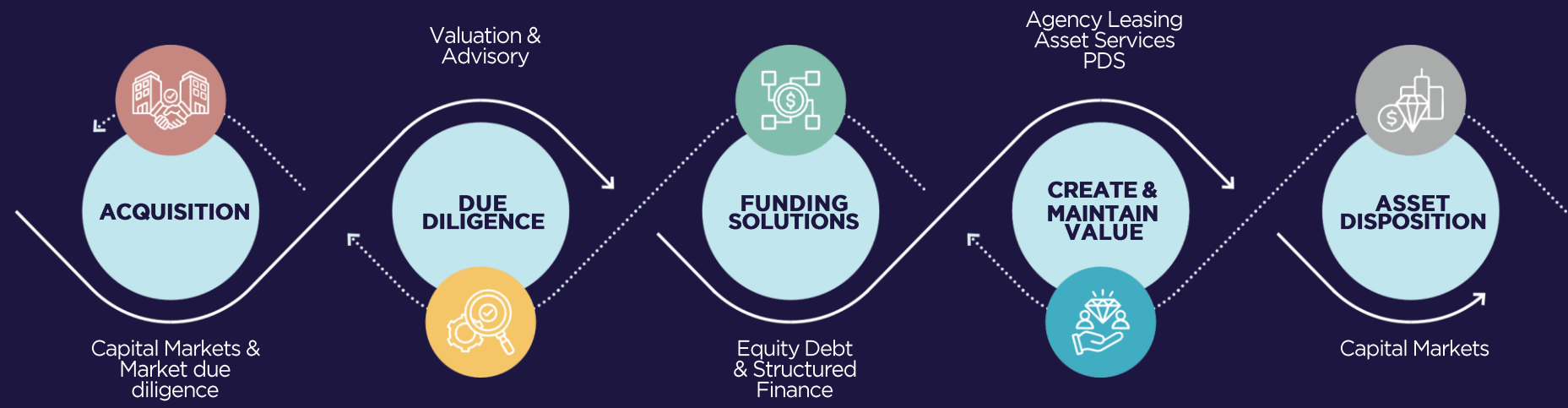
Facilities Management

Brisbane City Skyline



Our Investor Services

Enabling Retail Investment Growth

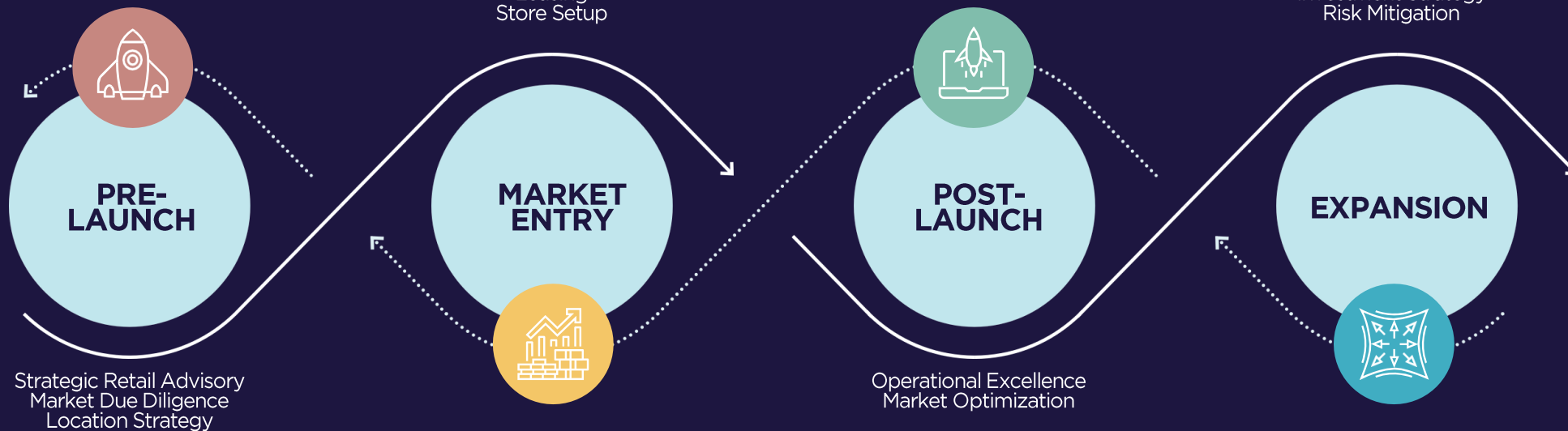


Our Occupier Services

We are your End-to-End Partners

Partnerships
Leasing
Store Setup

Growth Roadmap
Investment Strategy
Risk Mitigation



Crown Plaza, Melbourne



Major Clients

CAPITAL MARKETS & STRATEGIC CONSULTING

Blackstone		
	Brookfield	
Deutsche Bank		

LEASING, STRATEGIC CONSULTING & PROJECTS



CAPITAL MARKETS & STRATEGIC CONSULTING



BURWOOD ONE
SALE PRICE: 181,000,000



MELBOURNE GPO
SALE PRICE: \$86.940,000



SOUTHERN CROSS 1 & 2
SALE PRICE: \$675,000,000



DFO PORTFOLIO, VIC & NSW
SALE PRICE: \$550,000,000



BRIMBANK SHOPPING CENTRE
SALE PRICE: \$153,000,000



STOCKLAND, TOORONGA
SALE PRICE: \$62,500,000



NORTHGATE SHOPPING CENTRE
SALE PRICE: \$71,000,000



KEILOR PLAZA S.C.
SALE PRICE: \$67,000,000



GATEWAY PLAZA
SALE PRICE: \$35,000,000

LEASING, STRATEGIC CONSULTING & PROJECTS



51 FLINDERS LANE, MELBOURNE
Landlord: GPT



8 EXHIBITION STREET, MELBOURNE
Landlord: GPT / Keppel



SOUTHGATE SHOPPING CENTRE
Landlord: ESR



WESLEY CHURCH, MELBOURNE
Landlord: Charter Hall



500 BOURKE STREET, MELBOURNE
Landlord: ISPT



280-282 BOURKE STREET, MELBOURNE
Landlord: Private



185 SWANSTON STREET, MELBOURNE
Landlord: Private



7 SIDDELEY STREET, DOCKLANDS
Landlord: Mirvac



MELBOURNE QUARTER RETAIL
Landlord: Lendlease



Sydney

We are
everywhere
you want to
be

ANZ RETAIL CAPABILITY



Our Retail Leadership Team in ANZ



LUKE ETHERINGTON
Head of Retail, ANZ
Luke.Etherington@cushwake.com



TRENT WEIR
National Director
Retail Capital Market, ANZ
Trent.Weir@cushwake.com



DANIEL RADLE
National Head of Retail
Leasing & Management, ANZ
Daniel.Radle@cushwake.com

200+ Retail Professionals in 30+ APAC Offices

CAPITAL MARKETS



Luke Etherington
Managing Director
Head of Retail, ANZ



Trent Weir
National Director,
Retail Capital Markets, ANZ

VALUATION & ADVISORY



Matthew Russell
National Director
Head of Valuations & Advisory



Thomas Andrews
National Director,
Institutional Retail

PROJECT & DEVELOPMENT SERVICES (PDS)



STEFANNIE ANTHONY
State Director

TENANT ADVISORY GROUP (TAG)



SONJA DISSANAIKE
Head of Tenant Advisory Group, WA



JAMES SUMMERHAYS
Director

LEASING & MANAGEMENT



DANIEL RADLE
National Head of Retail
Leasing & Management



CAM TARANTO
Director
Retail Leasing

NATIONAL PROJECTS



CARA JOSEPH
Associate Director
Retail Leasing, National Projects, ANZ

ASSET MANAGEMENT



SCOTT SNELL
Head of IPM &
Asset Services

FACILITIES MANAGEMENT



KRISTY MEGAW
Senior Director
Client Partnerships



ABOUT CUSHMAN & WAKEFIELD

Cushman & Wakefield (NYSE: CWK) is a leading global commercial real estate services firm for property owners and occupiers with approximately 52,000 employees in nearly 400 offices and 60 countries. In 2024, the firm reported revenue of \$9.4 billion across its core service lines of Services, Leasing, Capital markets, and Valuation and other. Built around the belief that Better never settles, the firm receives numerous industry and business accolades for its award-winning culture. For additional information, visit www.cushmanwakefield.com.