



CUSHMAN &  
WAKEFIELD

# CRAFTING RETAIL SOLUTIONS DELIVERING RESULTS

APAC RETAIL CAPABILITY

Better never settles

# Cushman & Wakefield Global



Siam Paragon Mall, Bangkok, Thailand

## 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.)



Galleria Vittorio Emanuele II, Milano, Italy

APAC RETAIL CAPABILITY

LOUIS VUITTON

APAC RETAIL CAPABILITY





Louis Vuitton, Ginza, Tokyo, Japan

# Retail by the numbers

**\$11.8**Bn

BROKERAGE  
TRANSACTION VALUE

**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.



DA

ION  
ORCHARD

LOUIS VUITTON

LOUIS VUITTON

LOUIS VUITTON

# 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.

# Our Retail Solutions



Myeongdong, Seoul, South Korea

## 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**



Chadstone Mall, Melbourne, Australia

## Investors - Owners and Developers

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



**Agency Leasing**



**Capital Markets**



**Retail Consulting & Advisory**



**Valuation & Advisory**



**Project & Development Services**



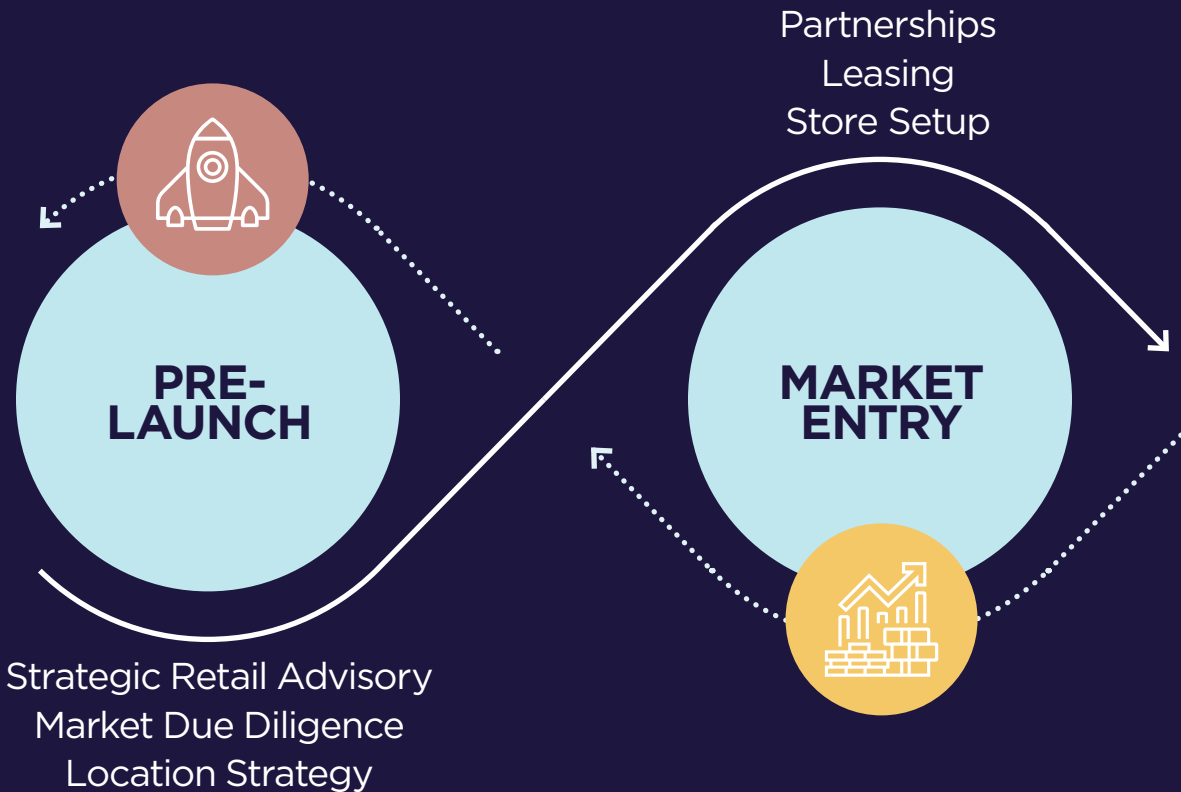
**Energy & Sustainability**

# Our Occupier Services

We are your End-to-End Partners

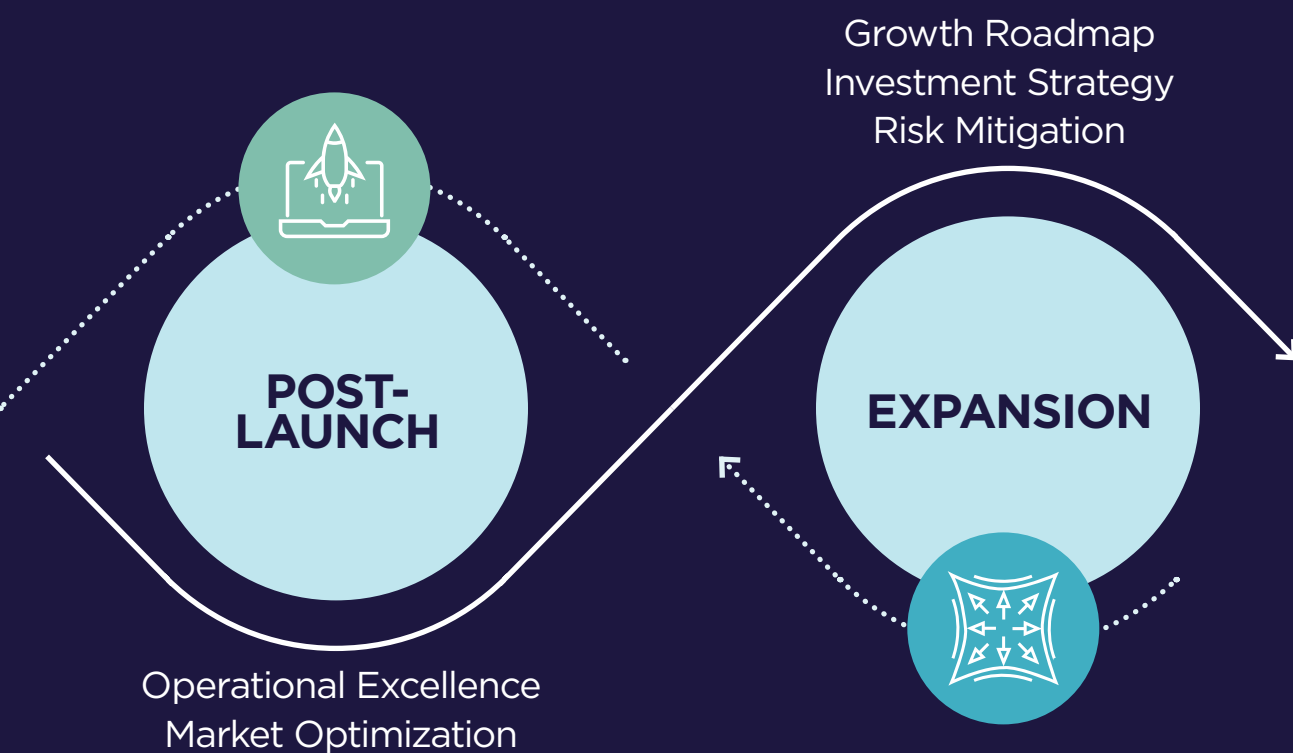


APAC RETAIL CAPABILITY

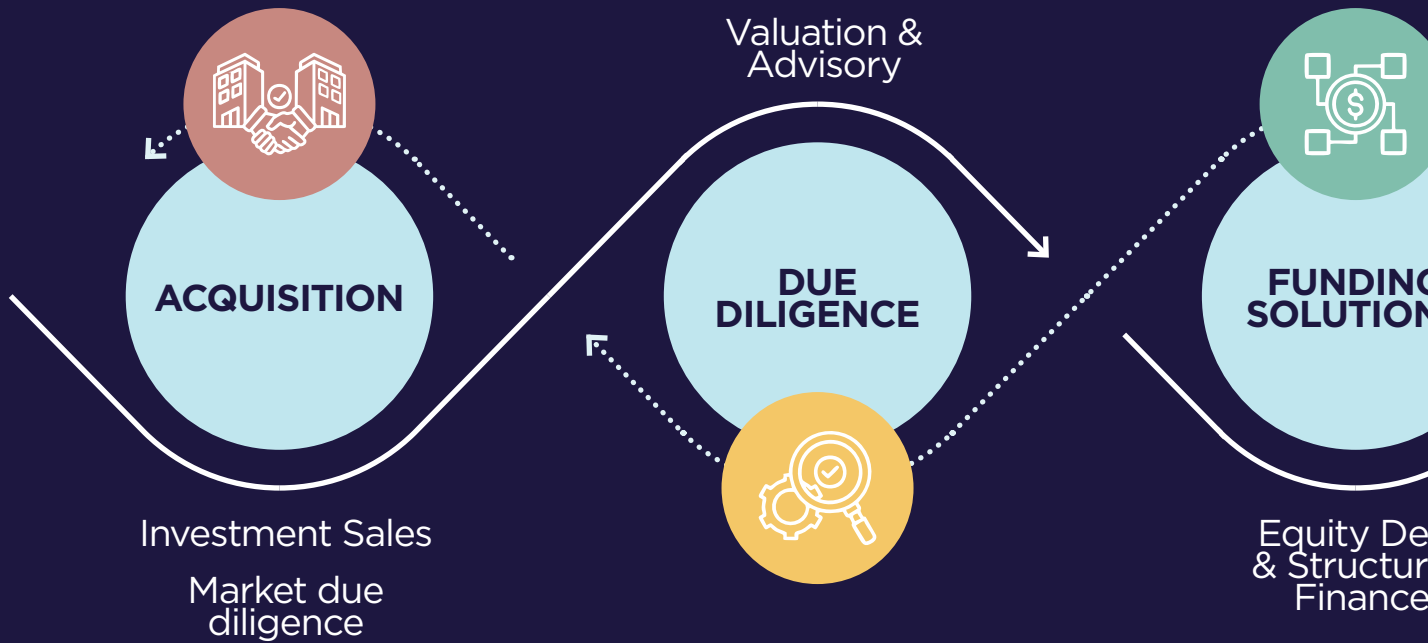




Tsim Sha Tsui, Nathan Road, Hong Kong



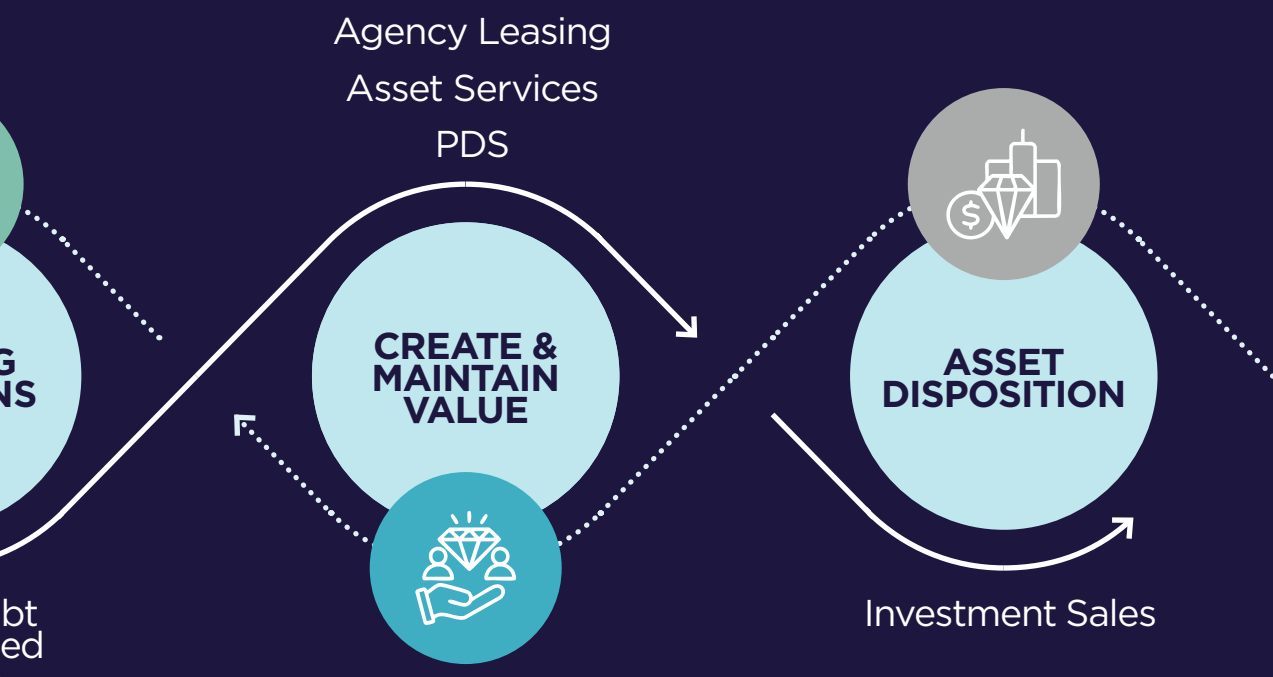
Shinjuku, Tokyo, Japan





# Our Investor Services

Enabling Retail Investment Growth



APAC RETAIL CAPABILITY



Intersection in Ginza, Tokyo, Japan

**We are  
everywhere  
you want to be**

APAC RETAIL CAPABILITY



# Our APAC Team



**SONA RAI AGGARWAL**  
Managing Director  
Head of Retail Sales & Strategy  
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**PREETI SINGH**  
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Strategy & Insights  
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**SHARON WEE**  
Client Services Lead,  
Retail & Hospitality,  
Project & Development Services  
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**SWATI MOHINDRA**  
Senior Director  
Business Development - Retail  
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**MICHAEL LANE**  
Associate Director  
Cross - Border Business Development  
[michael.lane@cushwake.com](mailto:michael.lane@cushwake.com)

**200+** Retail Professionals in **30+** Offices

## AUSTRALIA / NEW ZEALAND



**DANIEL RADLE**  
National Head of Retail  
Leasing & Management

## HONG KONG



**JOHN SIU**  
Managing Director

## INDONESIA



**LINI DJAFAR**  
Managing Director  
Transactions

## PHILIPPINES



**CLARO CORDERO JR**  
Head - Research,  
Consulting & Advisory Services

## SOUTH KOREA



**GLENN YANG**  
Director  
Leasing Tenant Representation - Retail

## THAILAND



**GREGORY O'NEILL CONDON**  
Head of Strategic Advisory

## CHINA



**DUKE ZHEN**  
Director  
Head of Retail Services

## INDIA



**MILIN ROHINESH**  
Executive Director  
Head Retail - West & Central

## JAPAN



**ISAO SUGA**  
Executive Director  
Head of Retail Services

## SINGAPORE



**JERYL TEOH**  
Senior Director  
Leasing Agency

## TAIWAN



**MEI CHIANG**  
Director  
Head of OSG

## VIETNAM



**NGUYET MINH HOANG**  
Country Head  
Leasing Agency



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**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](http://www.cushmanwakefield.com).