
CUSHMAN &
WAKEFIELD
Roseate House Noida, Project Management Services
SUSTAINABLE
DESTINATIONS
DRIVING
VALUE
CUSHMAN & WAKEFIELD ITALY SUSTAINABILITY CAPABILITY



Technical and Commercial DD & Advisory for acquisition
Palazzo Fiuggi Wellness Medical SPA & Hotel, Italy

Hospitality By The Numbers

Our dedicated team of hospitality experts provides a comprehensive range of services across all European markets to meet the evolving needs of hotel investors, developers, finance providers and other industry stakeholders, unlocking opportunities and creating long-term value.

$5Bn
Transaction Value

25+
Hotels Delivered

5,700+
Brokerage Transactions Closed

4,000+ keys
Under Management

41,000+
Properties Appraised

100+
Hospitality Experts in 28 Cities

Global ESG Capabilities



Design & Build: Cap bien-être Emeria Dinard Hôtel Thalasso & Spa

AMERICAS
214 OFFICES
36,000 Employees

EMEA
117 OFFICES
5,000 Employees

APAC
67 OFFICES
12,000 Employees

20+
YEARS OF ESG EXPERIENCE

225+
SUSTAINABILITY & ESG EXPERTS

60,120+
BUILDINGS SERVED

Our Purpose

ACT RESPONSIBLY. DELIVER SUSTAINABLY.

We believe that we should never settle for the world as we know it, but constantly drive forward towards a more sustainable one, every day. By taking action, we can ensure a better future begins now.

We make it practical. We aren't just making promises for a better tomorrow: we are taking practical steps to implement these changes, now. We create your strategy and then implement it too, integrating our sustainability services with our property expertise to drive value at every stage and for all asset classes.



BETTER FOR THE PLANET WE DRIVE NET ZERO

We take practical steps to drive the transition to a net-zero world, creating a sustainable future for the planet.



BETTER FOR OUR PEOPLE AND COMMUNITIES: WE ACCELERATE PROGRESS

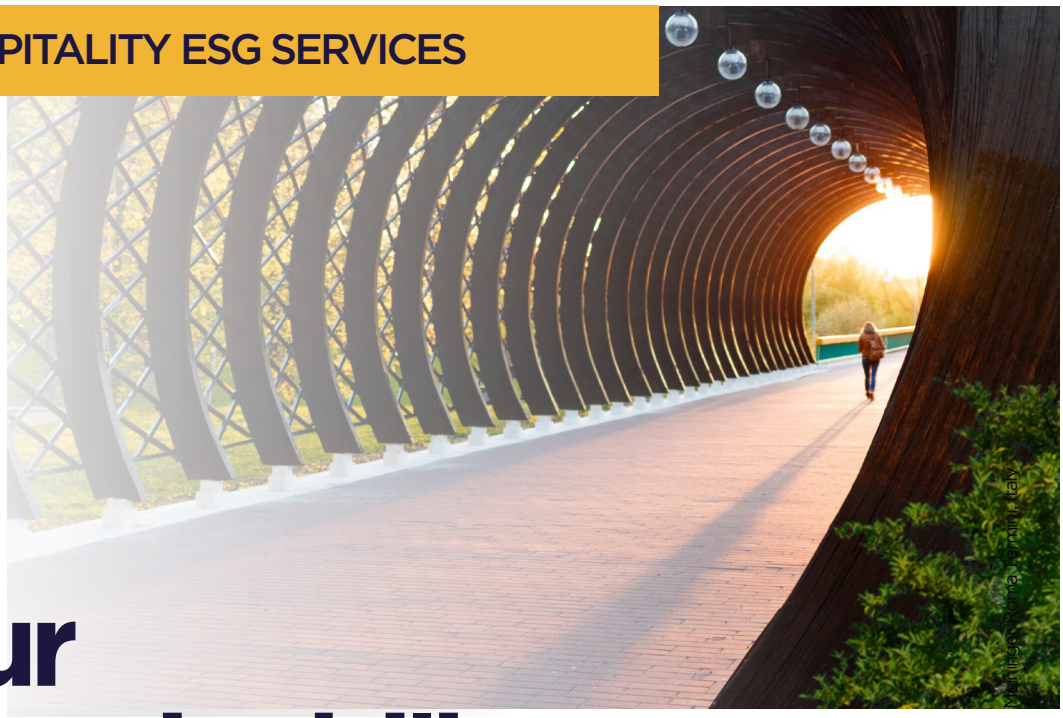
We create positive social impact, helping our people and our communities thrive.



BETTER FOR OUR CLIENTS WE CREATE POSITIVE PLACES

We embed sustainability across our services, working to solve the greatest challenges of our clients and communities.

HOSPITALITY ESG SERVICES



Our Sustainability Services

WE THINK AND WE DO

- **Create** your ESG strategy, targets and roadmap
- **Implement** your plan with project management and PMO support
- **Integrate** sustainability with our property expertise at every stage
- **Assess** physical and transition climate risks
- **Disclose** with confidence (Sustainability and well-being certifications)
- **Operate** buildings responsibly: benchmark, monitor and report progress

Sustainability Advisory

Net-Zero Carbon

Reporting, Compliance & Disclosures

Climate Risk & Resilience

Data & Technology Platforms

Sustainable Operations

HOSPITALITY ESG SERVICES

ADVISORY, NET ZERO & CLIMATE RISK

- **Set** vision, objectives and targets for your hotel assets and portfolios
- **Baseline** performance and benchmark against peers
- **Build** your strategy and implementation roadmap
- **Define** governance, policy and process frameworks
- **Assess** plan Capex through net-zero audits
- **Quantify** physical and transition climate risks and define adaptation measures

Net-Zero Strategy & Roadmap

CapEx planning

Net-Zero Audits

Sustainable Design & Construction

Implementation Support: PM & PMO

Climate Risk Scenario Analysis



HOSPITALITY ESG SERVICES



Focus on ESG Reporting & Operations

REPORTING, COMPLIANCE & OPERATIONS

- Prepare annual ESG reporting and disclosures
- Benchmark and optimise ESG scores and ratings (e.g. GRESB, SFDR)
- Validate outcomes with building certifications (BREEAM, LEED, WELL)
- Manage compliance and risk programmes (e.g. EPBD)
- Benchmark energy, carbon, water and waste performance
- Collect, manage and govern ESG data, from utilities to portfolio level
- Run energy audits and ESG assessments
- Optimise BMS and engage occupiers through satisfaction surveys

Investor & ESG Reporting

Building Certifications

ESG Data Governance

Action Plan Creation & Management

Sustainable Procurement

BMS & Energy Management

HOSPITALITY TECHNICAL SERVICES



Design & Build: Cap Vermell Grand Hotel, Mallorca

Focus on Project & Development Services

INVESTORS AND OPERATORS

- Develop technical strategies and define project objectives
- Provide feasibility studies and CapEx assessment to support financial analysis
- Provide Technical Due Diligence for acquisition, disposal and lending purposes
- Act as project manager for design and construction during refurbishment
- Oversee quality, compliance, project risk and costs as project monitor for lending purposes
- Manage procurement, contracting and construction
- Lead handover and operational readiness to maximize long-term value

Technical Advisory, Feasibility Studies & ESG Assessment

Development Assessment & Strategy

Cost Planning & Control

Procurement & Construction Management

Project Oversight & Management

Handover & Operational Readiness

HOSPITALITY COMMERICAL SERVICES



Capital Markets Services
Meringer Roma Termini, Italy

Our Hospitality Capability

INVESTORS - OWNERS AND DEVELOPERS

- **Create** asset strategies that meet your investment objectives
- **Provide** development assessments and operational planning
- **Provide** technical advisory and project management support
- **Manage** your properties and related costs
- **Provide** strategic advice on operator and brand selection
- **Enhance** value by providing long-term superior return on investment

Operator Selection

Capital Markets

Hospitality Consulting & Asset Management

Valuation & Advisory

Project & Development Services

Energy & Sustainability

HOSPITALITY COMMERICAL SERVICES

OPERATORS - BRANDS

- **Understand** your existing business strategy
- **Identify** new market entry and expansion opportunities
- **Uncover** the best locations
- **Create** an "on-brand" differentiated experience
- **Optimize** CapEx and OpEx and provide project management support for buildouts
- **Establish** Sustainability Strategies with end-to-end ESG Advisory

Hospitality Consulting & Asset Management

Location Analytics & Strategy

Operator Representation

Transaction Management

Project & Development Services

Energy & Sustainability



Capital Markets Services
Hilton Garden Inn Milan North, Italy

Our Experts Italy

HOSPITALITY ESG SERVICES



FRANCESCA ALTAMURA

Partner
Sustainability Lead, Italy
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Based in Milan, Francesca is a Partner within Cushman & Wakefield's Asset Services, where she heads Sustainability Services in Italy. With 15 years of experience, she advises owners and operators throughout the building lifecycle, from technical due diligence and design feasibility to asset management. She combines strategic and technical expertise to enhance asset performance and unlock long-term value.

HOSPITALITY TECHNICAL SERVICES



DAVIDE SANTICCHIA

Partner
Head of PDS Rome, Hospitality Lead
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Davide is a Partner within Cushman & Wakefield's Project & Development Services team in Rome, where he leads the local PDS practice and the Hospitality Technical Services offering in Italy. With over 25 years of industry experience and at the firm since 2004, he advises occupiers, investors and hospitality clients on office, retail, hospitality and logistics projects. His expertise covers project and construction management, design oversight, technical due diligence and building consultancy, supporting clients from strategy through delivery.

HOSPITALITY COMMERCIAL SERVICES



FRANCESCO CALIA

International Partner
Head of Hospitality Italy, MRICS
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Francesco joined Cushman & Wakefield in 2024 and brings over 25 years of experience in real estate finance, specializing in the hospitality sector. He advises investors, owners and operators on hotel acquisitions, management and lease negotiations, and asset valuations, with transaction experience exceeding €2.5 billion across luxury and ultra-luxury hotel projects. Prior to joining the firm, he held senior hospitality leadership roles at Deloitte, Arthur Andersen and CBRE EMEA, is a member of RICS, certified Real Estate Agent at CCIA of Milan and qualified ESG advisor in Real Estate at Cambridge University.

CUSHMAN & WAKEFIELD

CUSHMAN & WAKEFIELD ITALY SUSTAINABILITY CAPABILITY

BETTER BEGINS NOW.

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ABOUT CUSHMAN & WAKEFIELD

Cushman & Wakefield (NYSE: CWK) is a leading global commercial real estate services firm for occupiers and investors with approximately 53,000 employees in over 350 offices and nearly 60 countries. In 2025, the firm reported revenue of $10.3 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.