

DATA CENTRE ADVISORY GROUP

INTRODUCING OUR EMEA CAPABILITIES

Better never settles

CONFIDENTLY GLOBAL, EXPERTLY LOCAL

CUSHMAN & WAKEFIELD (C&W)

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 \$9.4B across its core services of property, facilities and project management, leasing, capital markets, valuation, and other services. It also receives numerous industry and business accolades for its award-winning culture and commitment to inclusive impact, sustainability, and more.

For additional information, visit www.cushmanwakefield.com.

\$9.4B*

2024 revenue
*USD

52,000

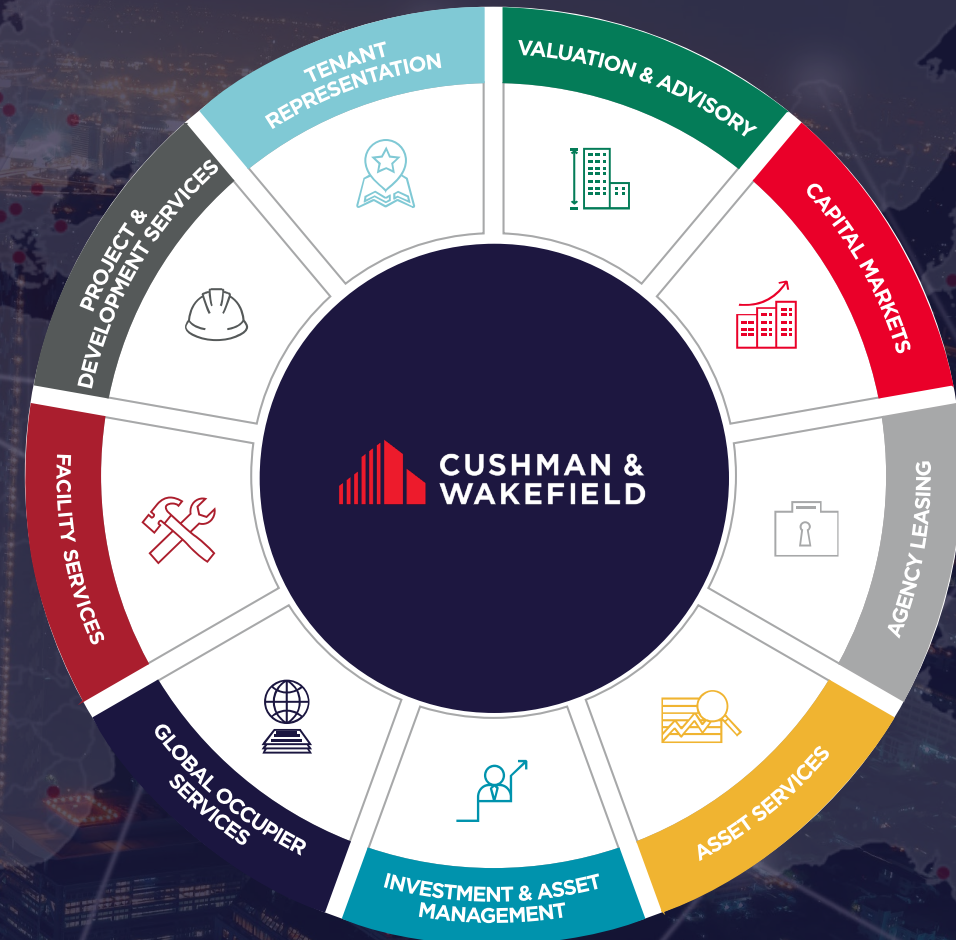
employees
(approx.)

400

offices
(approx.)

60

countries
(approx.)



GLOBAL DATA CENTRE ADVISORY

GLOBAL DATA CENTRE ADVISORY GROUP

No matter if it's just land or a multitude of assets, we excel at maximizing its potential. Our team of specialists covers a wide array of sectors including office spaces, retail, industrial & logistics, and data centres.

Operating seamlessly as one cohesive unit, our **Global Data Centre Advisory Group** ensures regional and global collaboration. This unified approach enables us to offer consistent and efficient service delivery models for data centres across EMEA, providing our clients with enhanced and integrated solutions.

01

ADVISORY LED APPROACH

Helping our clients turn data into insights, and insights into action. We also ensure confidentiality when dealing with sensitive information.

02

OPERATIONAL EFFICIENCY

We work as a global team which creates operational efficiencies in delivering for our clients.

03

CONNECTIVITY & COOPERATION

Cross-regional and global platform to reflect the way clients are increasingly procuring data centre services.

04

CLIENT COVERAGE

Account-based approach to create significant value and exceptional experience for our clients.

REGIONAL DATA CENTRE ADVISORY

EMEA KEY CONTACT



LOTTIE TOLLMAN

International Partner,
Head of EMEA Data Centre
Advisory

AMERICAS KEY CONTACT



MICHAEL KOELLER

Director, Data Center
Advisory, Americas

ASIA PACIFIC KEY CONTACT



TOM GIBSON

Head of Asia Pacific Data
Centres

EMEA DATA CENTRE ADVISORY

As part of our Global Data Centre Advisory Group, our EMEA Data Centre Advisory team is dedicated to delivering tangible results for both global and national clients. Our multidisciplinary team of experts from various advisory backgrounds and geographies combines local knowledge with sector-specific insight and contacts. We have the experience to support and manage investment decisions made by enterprises, colocation providers, hyperscalers, sector investors and developers.

OUR CORE EMEA DATA CENTRE TEAM



ANDREW FRAY
International Partner,
Chairman, EMEA Data Centres,
London

Andrew is a highly experienced data centre professional and is the former Managing Director at Interxion UK, now Digital Realty Trust, where he ran the key Hanbury Street site. He also served as Board Member of Telehouse Europe, part of KDDI, the global Japanese telco.

[More info on LinkedIn](#)



LOTTIE TOLLMAN
International Partner,
Head of EMEA Data Centre Advisory,
London

Lottie heads up the EMEA Data Centre Team. The team covers land transactions, colocation advisory, capital markets and Consultancy for the sector with each of these elements underpinned by strong valuation, data analytics and research functions.

Lottie has 16 years real estate experience and has a background in delivering high-density colocation deployments around EMEA.

[More info on LinkedIn](#)

CLICK ON UNDERLINED
NAMES TO EMAIL THEM



LAURA SHEPHERD
Revenue Enablement &
Research Consultancy
Director, London



TOM OWEN
Partner,
Land Transactions,
Düsseldorf



OLIVER PETCH
Associate,
Land Transactions,
Dubai



MACIEJ GROCHOWSKI
Associate, Corporate Finance
Advisory, Global Occupier
Services, London



ALINA STETSIUK
Senior Consultant,
Land Transactions,
Düsseldorf



ANDRAS LONGAVER
Senior Data &
Operations Manager,
Budapest



MATYAS TAMAS FAZEKAS
Research Analyst,
Data Centre Advisory,
Budapest



HENRY GORE
Senior Surveyor,
London

EMEA IN-COUNTRY DATA CENTRE REPRESENTATIVES



Our EMEA Data Centre Advisory team is supported by in-country teams who work with the central data centre team to manage and deliver work locally:



AUSTRIA
MATTHIAS HOFFMANN



FINLAND
JUUSO PIETILÄ



ITALY
ALESSANDRO GAZZARI



SPAIN
PERE MORCILLO



BELGIUM
BART VANDERHOYDONCK



GERMANY
TOM OWEN



NETHERLANDS
PAUL SMOLENAERS



SWEDEN
STAFFAN DAHLÉN



CZECH REPUBLIC
MICHAL KORENSKY



GREECE
IOANNA PALIVOU



NORWAY
MARIUS GUSTAV DIETRICHSON



SWITZERLAND
ANNE-PASCALE MARCHAND



DENMARK
NATALIE KIELER KVAM



IRELAND
BRENDAN SMYTH



POLAND
KAMIL ZACH



TÜRKIYE
TUGRA GONDEN



FRANCE
GEOFFREY SWARTZ ORIOU



ISRAEL
AMY LINK GIVATI



PORTUGAL
SERGIO NUNES



UAE & SAUDI ARABIA
OLI PETCH



SOUTH AFRICA, KENYA & NIGERIA
CALVIN CRICK



UNITED KINGDOM
DAVID BINKS

OUR PARTNERS

Our Global Data Centre Advisory Group partners with industry experts to ensure we provide focused and specialist knowledge for specialist fields. We work with our partners to provide: Fibre Advisory, Power Advisory, Legal Advisory, M&E Consultancy & Test Fits, Architectural services, Sustainability/Ecology (Environmental, Water, Carbon), Decontamination, Zoning & Planning, Technical Due Diligence & Inspection, Capex Estimation.

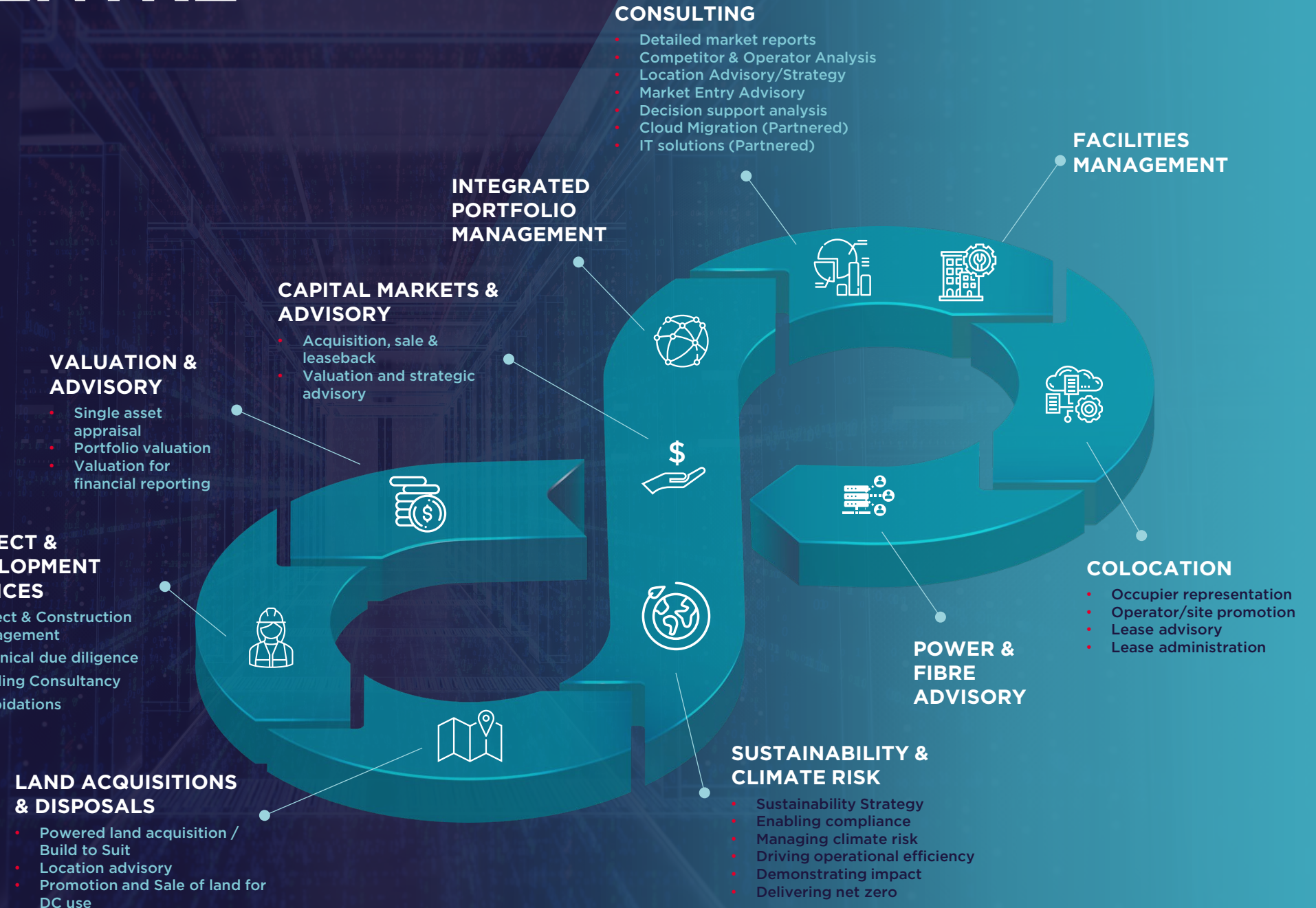
EMEA DATA CENTRE SERVICES

Our EMEA Data Centre Advisory Team, as part of our global Data Centre Advisory Group (DCAG), has created optimal solutions and location strategies to address highly complex IT requirements for enterprise clients across the region and globally.

Our multi-disciplined team, consisting of experts across a spectrum of advisory services, focus specifically on the data centre market for seamless delivery. Every client requirement is unique; we have the experience to develop long-term strategies that drive wise investment decisions for enterprise users, colocation providers, hyperscalers, sector investors and developers.

CLIENT TYPES

- ENTERPRISE USERS
- COLOCATION PROVIDERS
- HYPERSCALERS
- SECTOR INVESTORS
- SECTOR DEVELOPERS



ATHENA SITE SELECTION TOOL

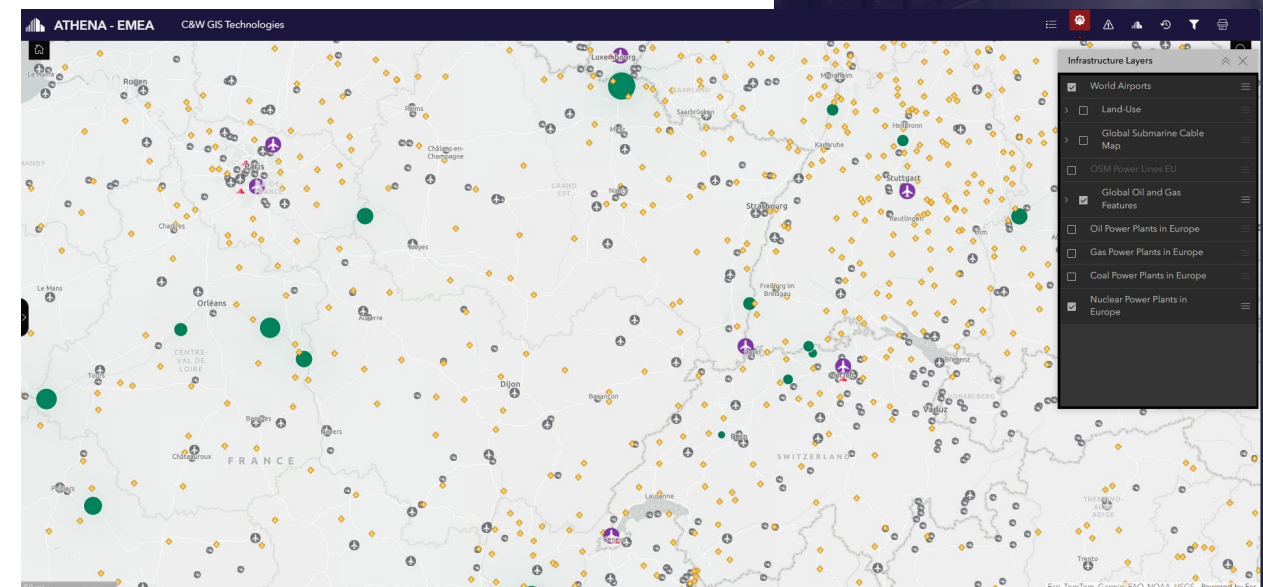
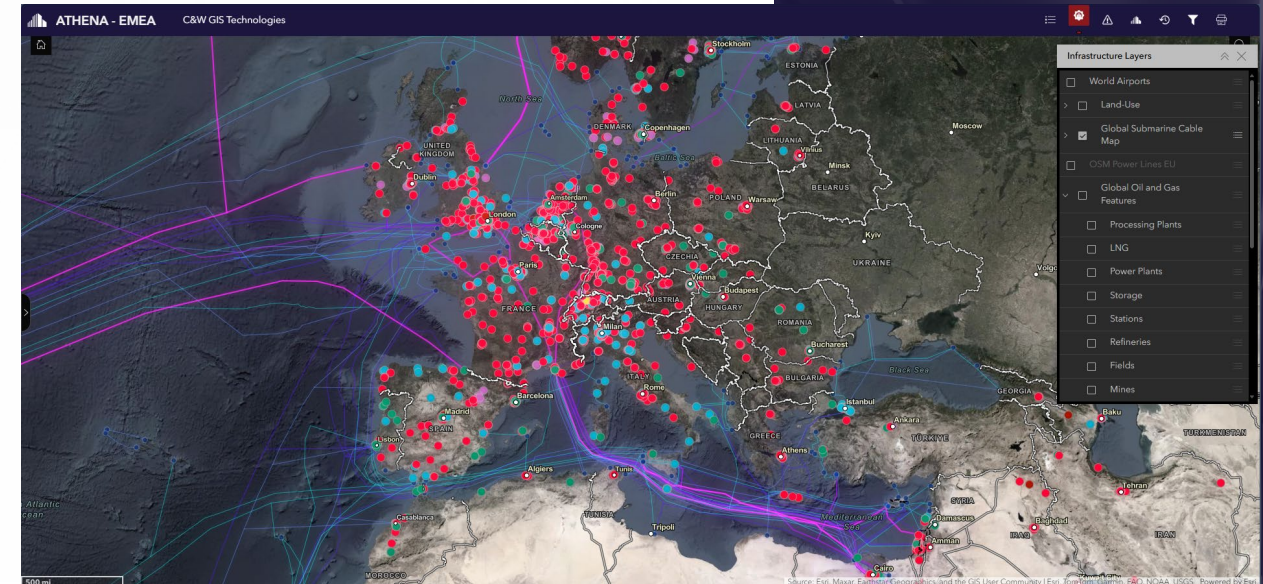
Athena is C&W's proprietary site selection tool for the data centre asset class. Named for the Greek goddess of wisdom and companion of heroes, Athena is an interactive mapping tool that integrates infrastructure, environmental and C&W proprietary research data to help our clients make informed decisions about data centre sites.

Designed to streamline the site selection process, Athena provides a comprehensive view of locations, allowing users to analyse sites and visualize relevant infrastructure such as fibre networks, petroleum pipelines, and natural gas pipelines among others, in order to manage site information in a centralized, accessible platform.

Our team leverage the tool to explore potential data centre sites. By engaging with the tool, we can emphasize our client's most critical requirements, ensuring all key factors are taken into account. This process results in a clear and comprehensive view of the best options to support our client's business goals.

KEY DATA CATEGORIES

- INFRASTRUCTURE
- ENVIROMENTAL RISK
- DATA CENTRES
- C&W OFFICES
- BASE MAPS



LAND ACQUISITIONS & DISPOSALS

Data centre land transactions are pivotal for shaping tomorrow's digital infrastructure. Whether expanding or optimizing, strategic decisions regarding land are paramount. Our specialized Data Centre Advisory team excels in facilitating seamless transactions tailored to your specific needs. Leveraging extensive market knowledge and industry insights, we guide you from site selection to negotiation and finalization.

For those acquiring land, we identify prime locations aligned with your operational requirements and growth projections. Through meticulous analysis, we ensure regulatory compliance and maximize scalability and efficiency. Conversely, if disposing of excess land or optimizing assets, our strategic approach unlocks value and streamlines your portfolio. Due to the scale of these we often work carefully with you to build a compelling Information Memorandum to bring to market or respond to buying opportunities. We assess market dynamics, evaluate potential buyers or lessees, and devise tailored marketing strategies for optimal returns. Our focus remains on delivering tangible results and maximizing value, empowering data centre operators, investors, and developers to thrive in the evolving digital landscape.

SERVICES INCLUDE

- Market analysis and site selection
- Due diligence
- Financial analysis and feasibility studies
- Transaction negotiation and structuring
- Land use planning and permitting
- Environmental and sustainability consulting
- Tax and incentive advisory

HOW WE ARE PAID

- Initial consultancy fee
- Transaction fee as a % of sale price

LAND TEAM



TOM OWEN

Partner, Land Transactions,
Düsseldorf



OLIVER PETCH

Associate, Land Transactions,
London



ALINA STETSIUK

Senior Consultant, Land
Transactions, Düsseldorf

**In the last 4 years we
have acquired 3.7GW of
powered land**

LAND TRANSCATIONS PROOF POINTS

CLOUD SERVICE PROVIDER

Location	Warsaw, Poland
Service	Land Acquisition
Size	180,000 sqm

Utilized our expert local resources to fully canvass the Warsaw market over a period of 2 years to find and negotiate the purchase of land for new data centre development. Our team’s intricate knowledge of local landowners and development players combined with our ability to assist the client with internal and external stakeholder management was key to a successful outcome.

CONFIDENTIAL

Location	Madrid, Spain
Service	Land Disposal
Power	40MW
Size	22,000 sqm / 2.2 Ha

In October 2024, our client exchanged contracts to purchase this 2.2 HA site, with rights to 40MW. C&W advised the vendor on this transaction, representing 2/3x L&I values.

CLOUD SERVICE PROVIDER

Location	Johannesburg, South Africa
Service	Land Acquisition, Valuation
Size	130,000 sqm

The client exclusively appointed C&W to source suitable greenfield sites in Johannesburg for their data centre expansion. We undertook a full canvass of the Johannesburg market to shortlist sites suitable for near-term development. C&W was able to unlock a key parcel by structuring the deal to include the fulfilment conditions enabling our client to take possession of a serviced site.

HARWORTH GROUP

Location	Leeds, UK
Service	Land Disposal
Power	120MW
Size	48 acres

C&W represented the Harworth Group to sell the former Skelton Grange B Power Station (along with the adjacent ‘Knostrop’ plot) to Microsoft for a total consideration of £120m. Microsoft are intending to build a 120MW data centre campus of c1.3m SF across the 2 plots.

CONFIDENTIAL

Location	Oxfordshire, UK
Service	Land Disposal
Power	1.4GW
Size	158,000 sqm

Land sale with 1.4GW power capacity and 30 hectares of net development land. Marketed off-market to 10 selected operators, this site has the potential to become Europe’s largest data centre campus. Contracts were exchanged in Jan 2023 for the former Power Station in Oxfordshire and is due to close in Q1 2025 to a confidential purchaser. C&W advised the vendor on this transaction, representing 5/6X L&I values.

CLOUD SERVICE PROVIDER

Location	Madrid, Spain
Service	Land Acquisition
Size	97,000 sqm

As part of an ongoing search mandate with our expert Madrid-based team we were able to secure this prime data centre site for our client following complex negotiations in a market which has seen a high level of competition.

CLOUD SERVICE PROVIDER

Location	Greece
Service	Land Acquisitions (x3)
Power	38MW (9.6MW + 9.6MW + 19.2MW)
Size	271,000 sqm (110k sqm + 81k sqm + 80k sqm)

C&W helped a Cloud Operator enter the Greek market by acquiring three properties worth around 1 billion euros. Due to the lack of available land in Athens, a new site was created. The locations needed approval for data centre development and required complex infrastructure. Greece’s urban planning and technical issues added to the complexity, but all prerequisites were coordinated with relevant parties to ensure compliance.

GLOBAL FINANCIAL SERVICES ENTERPRISE

Location	Nottingham, UK
Service	Land Disposal
Power	17MW
Size	2.4 ha

Sale of Edge Data Centre, with a potential capacity of 17MW. Ideal for edge investors or operators, this legacy data centre offers robust connectivity.

COLOCATION

We provide a range of colocation services from Occupier Representation, Operator/Site promotion and Lease Advisory / Lease administration.

Our colocation and leasing services cater to customers seeking flexible infrastructure solutions. At C&W, we specialize in comprehensive advisory services tailored to colocation providers and customers.

For colocation providers, we optimize facility utilization, guide on appropriate marketing and ultimately, attract customers, leading on negotiations.

Customers benefit from our expertise in identifying suitable facilities, negotiating lease terms, and ensuring seamless integration with their IT infrastructure. We evaluate options, conduct due diligence, and negotiate agreements to meet specific requirements.

Investors rely on our market insights and transaction expertise to identify opportunities, assess risks, and maximize returns. We provide guidance throughout the investment lifecycle to optimize asset performance and enhance portfolio value.

C&W is your trusted partner in navigating the complexities of colocation and leasing, delivering value and driving success in the real estate data centre market.

SERVICES INCLUDE

- Occupier representation
- Lease Advisory
- Exit Strategy
- Operator/site promotion
- Lease administration
- Strategic asset analysis
- Positioning and marketing plans
- Marketing brochures and materials, property fact sheets, tour books
- Prospective tenant analysis and canvassing

HOW WE ARE PAID

- Consultancy fee
- % of rental fee paid by landlord or operator

COLOCATION TEAM



LOTTIE TOLLMAN

International Partner, Head of EMEA Data Centre Advisory, London



ANDREW FRAY

International Partner, Chairman, EMEA Data Centres, London



HENRY GORE

Senior Surveyor, Birmingham



COLOCATION PROOF POINTS

HYPERSCALER CAMPUS

Location	Portugal
Service	Colocation
Power	3MW

High performance compute customer deployment placed. The team gathered various offers from the market for the client to benchmark, ultimately selecting the site based on securing competitive lease terms while prioritising renewable and affordable energy pricing.

HYPERSCALER

Location	Norway
Service	Colocation
Power	6.8MW

The team’s facilitation of the placement of two 3.4MW AI deployments into a facility in Norway represents a significant colocation project. The successful transaction was underpinned by their expertise in AI deployment and their dedication to meeting client’s objectives. Their tailored approach ensured the successful introduction of the client to a new market having provided comprehensive insights into the local business landscape.

PROMINENT AMSTERDAM DATA CENTRE OPERATOR/ DEVELOPER

Location	Amsterdam
Service	Colocation
Power	4MW

Private cloud customer deployment placed at this new facility in the heart of Amsterdam. Drawing upon their extensive experience and fortified by a strong relationship with the operator, the team negotiated favourable terms, ensuring optimal conditions for the client’s operations and for the Operators lease up ambitions.

GLOBAL BANK

Location	US
Service	Colocation / Lease Advisory
Power	500kW

Our team was asked to review an existing long-term lease on a mission-critical colocation site. The work included reviewing the existing lease, renewal options, benchmarking pricing and sourcing alternative locations with power, connectivity, resilience, latency, service and ESG criteria taken into account. The result was a cost-saving proposal to support a ‘Go / No Go’ decision.

MAJOR LONDON DATA CENTRE OPERATOR/ DEVELOPER

Location	London, UK
Service	Colocation
Power	2MW

Discussions have recently concluded to place a deployment exceeding 2MW in London, to be hosted at a prime facility. Leveraging their expertise and robust partnerships, the team has been able to prioritise rapid deployment while achieving strong negotiations.

GLOBAL MEDIA CLIENT

Location	London, UK
Service	Colocation
Power	300kW

C&W were asked to source a highly connected data centre to house a virtual editing suite and streaming service. We supported the evaluation of 10 different data centres in the London area, conducted inspections, selected candidates, negotiated Heads Of Terms, layouts and set-up capex.

GLOBAL BANK

Location	Paris, France
Service	Colocation / Lease Advisory
Power	<1MW (Disaster Recovery)

C&W were asked to evaluate the relocation of a disaster recovery data centre and associated office space within the Paris region with very precise set of requirements and very tight timescales owing to a lease termination event. The Team reached out to senior-level operator relationships to source options, costs and contractual terms.

INTERNATIONAL BANKING CLIENT

Location	London, UK
Service	Renewal
Power	50kW

The team achieved a successful contract extension for this International bank, spanning a 2-year term with a capacity of 50kW. Through swift negotiations, they secured favourable terms for the client upon renewal and provided valuable benchmarking data to enable informed decision-making.

CAPITAL MARKETS

Our Capital Market services offer specialized expertise to investors, developers, and operators navigating this dynamic sector. At C&W, we provide tailored advisory services to optimize investment strategies, facilitate transactions, and maximize returns.

Our team excels in guiding clients through data centre investments, mergers and acquisitions, and financing solutions. Leveraging deep market knowledge, we identify lucrative opportunities, assess risk profiles, and devise strategies to meet financial objectives.

Whether diversifying portfolios or securing financing for new projects, we offer end-to-end support. From feasibility studies to deal structuring and negotiation, we ensure successful outcomes.

With a focus on innovation and client satisfaction, we're trusted advisors in real estate data centres. Our commitment empowers clients to navigate capital markets confidently, achieving their investment goals in this rapidly evolving landscape.

SERVICES INCLUDE

- Acquisition, sale & leaseback
- Valuation and strategic advisory
- Investment Sales – property positioning that drives financial results
- Equity, Debt & Structured Financing - access to opportunities, capital sources and local market expertise

HOW WE ARE PAID

- Consultancy fee
- Success fee (% of transaction)

CAPITAL MARKETS TEAM



LOTTIE TOLLMAN

International Partner, Head of EMEA Data Centre Advisory, London



ANDREW FRAY

International Partner, Chairman, EMEA Data Centres, London



MACIEJ GROCHOWSKI

Associate, Corporate Finance Advisory, Global Occupier Services, London



CAPITAL MARKETS PROOF POINTS

COMPUTER TECHNOLOGY COMPANY

Location	Scotland
Service	Sale and Leaseback
Power	4MW

Overseeing the sale and leaseback of an existing 4MW data centre in Scotland. The process involves preparing for the sale by working closely with the client, identifying potential purchasers globally, conducting the bidding process, and coordinating due diligence to achieve the best price. The transaction is expected to close later this year.

FOOD & BEVERAGE COMPANY

Location	Switzerland
Service	Disposal
Power	10-40MW
Size	40,000 sqm

We oversaw the disposal collaborating closely with our affiliate. The site already had a capacity of 10MW, with the potential to expand up to 40MW. Our advice to the client covered several possibilities, and thus included a diverse range of target types:

- Continuing the existing mixed use as offices and a data centre.
- Converting the existing buildings into a data centre.
- Transforming the entire site into a hyperscale or colocation data centre.
- Exploring office space or other redevelopment options. Considering hybrid solutions.

Our efforts ultimately resulted in a successful disposal which satisfied our clients core outcomes.

INVESTMENT FIRM

Location	Ireland
Service	Disposal
Power	5MW

Collaborated closely with the client, to ensure a successful transaction. The goal was to identify potential purchasers without disrupting operations for the existing client base and handling the process confidentially. Through effective collaboration, strategic prospecting, and thorough due diligence, we a successful transaction was achieved.

FINANCIAL COMPANY

Location	Nottingham
Service	Consultancy
Power	4MW
Size	70,000 sqm

We consulted on divestment options for a 4MW DC facility with potential for power expansions. The primary option was a Sale & Leaseback arrangement, which allowed the client to enhance its balance sheet position. This strategy enabled stakeholders to conduct a robust business case analysis in line with their long-term real estate strategy objectives.

INVESTMENT MANAGEMENT FIRM

Location	London
Service	Consultancy
Power	4.45MW

Advised on the acquisition of two prominent data centre facilities in London Docklands. Together, these properties form a data centre campus with a capacity of 4.45MW, let solely to a leading data centre operator. This collimated in the purchaser’s first investment into data centres.

GLOBAL DC OPERATOR

Location	Manchester
Service	Purchase
Power	N/A
Size	15,000 sqm

We facilitated the purchase of investment premises in Manchester on behalf of a prominent data centre operator and developer. We aligned the client’s requirements with a suitable asset that could be repurposed. The investment was primarily in an office building. We provided strategic advice on managing the occupation status of the building to not only achieve vacant occupation but also optimise income. All these efforts were made while ensuring that a ‘go-live’ date could be met.

RESEARCH CONSULTANCY

We can offer client-led data centre research consultancy to support your specific objectives and plans. We draw from a global database of over 92 data centre markets to provide tailored and detailed reports on the markets. We additionally provide reports focused on competitor analysis, operators, renewables etc. If you have bespoke requirements, please contact [Laura Shepherd](#) to discuss.

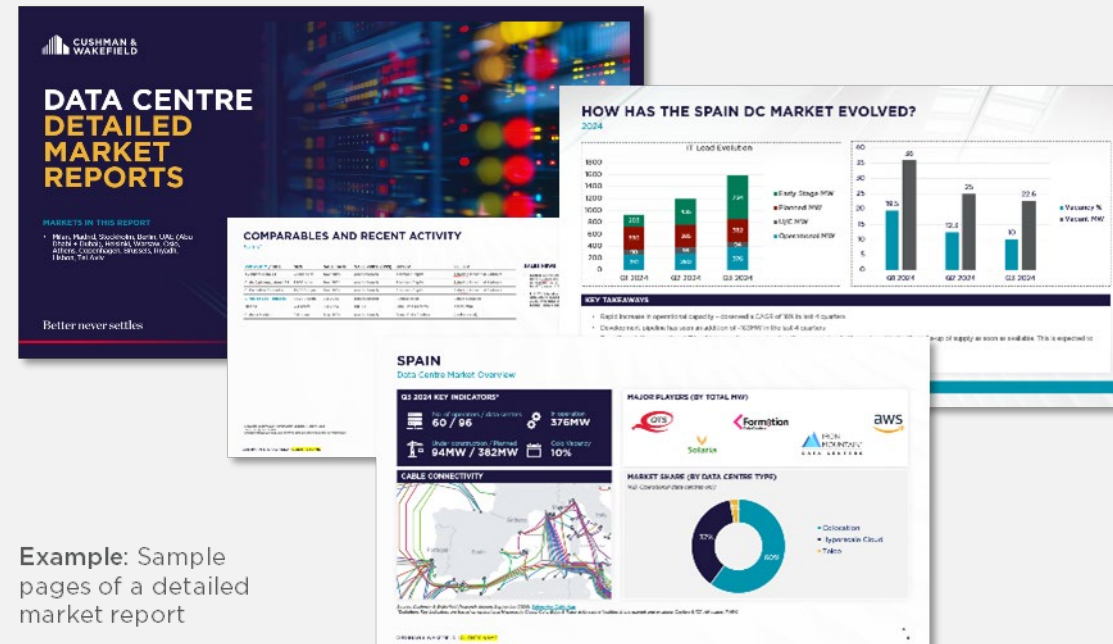
OUR SERVICES

- Market Reports
- Operator Reports
- Competitor Analysis
- Topic reports e.g. Colocation, Hyperscale, Power/Renewables etc.
- Location Advisory/Strategy
- Market Entry Advisory
- Decision support analysis

MARKET REPORTS

We can produce detailed market reports per city market. This includes our standard (core) content. Prices for additional content can be agreed on a case-by-case basis. Country overview slides are included for all purchased city markets.

We can provide reports as a one-off, or on a subscription to receive them periodically – be that annually, bi-annually or quarterly.



Example: Sample pages of a detailed market report

NOTE: Key indicators and analysis are based on Hyperscale Cloud, Colo, Edge & Telco data centre facilities in the market and excludes Captive & ICT. Data is updated quarterly.

EMEA RESEARCH CONSULTANCY TEAM



LAURA SHEPHERD

Revenue Enablement & Research Consultancy Director, Data Centre Advisory



ANDRAS LONGAVER

Senior Data & Operations Manager, Data Centre Advisory



MATYAS TAMAS FAZEKAS

Research Analyst, Data Centre Advisory

RESEARCH CONSULTANCY PROOF POINTS

CLOUD/AI PROVIDER

Location	EMEA & Global
Service	Data centre sector insights and market research

Over the past five years, we have been active globally, supporting a major hyperscaler with land acquisitions and market research. In Europe alone, we have provided market research and insights that have supported 42 projects, delivering strategic land sites across the region. We also provide them with quarterly research and insight sessions covering the data centre regions and markets to support their strategic planning.

TECHNOLOGY CLIENT

Location	Africa
Service	Location Advisory

C&W provided support to a global tech client to highlight key data centre market trends and to find the most suitable location in Africa for a new site. The top 3 markets have been identified, recommended for further consideration, since they offer strengths across infrastructure, logistics, real estate, market maturity and permitting. Established key data centre trends, largest players, providers and mapped potential risks.

DEVELOPER

Location	Europe – 9 markets
Service	Detailed Market Reports

C&W was appointed to produce a detailed report covering Germany, Spain, Poland, Sweden, Norway and Austria as well as 9 select data centre markets within these countries. This report aided the client in deciding which markets it might enter for data centre developments.

CLOUD PROVIDER

Location	Africa
Service	Market Intelligence Research Study

C&W was appointed to conduct a Multi-city Market Intelligence Research Study in 10 Countries in Sub-Saharan Africa to assess the Data Centre Market capacity and absorption rates. Working with our local team we provided a detailed written report that provided the client a better understanding on the data centre segment including the regulatory aspects.

TELECOM PROVIDER

Location	Africa
Service	Feasibility Study & Market Analysis

C&W was appointed to conduct a market analysis and feasibility study within the CBD areas of Kinshasa and Addis Ababa for a greenfield development with smart building capability. Working with our local team we delivered an objective, informed and comprehensive market analysis report on the office market and proposed future developments.

TECHNOLOGY CLIENT

Location	Brazil – 3 cities analysed
Service	Location Advisory - Local FinTech space and trends, country trade economy review

C&W provided due diligence on Brazil's economic, social and environmental conditions to support the client on establishing a data centre operation in Brazil. C&W provided guidance and economic due diligence to the client with the multifaceted report. We supported their decision makers with transitioning into the Phase 2 of the project, and the detailed assessment of the colo market.

ENERGY & REAL ESTATE DEVELOPER

Location	Europe
Service	Go to market / Market Entry Advisory

C&W was appointed to conduct two workshops with the client and produce reports to help them define their data centre 'product' to enter the market with. This included discussing the data centre market, how data centres were valued, and delving into the development lifecycle of a data centre to assess when an appropriate exit point would be for them based on funds and the USP that the company could offer.

DATA CENTRE DEVELOPER

Location	Europe
Service	Market Reports to support Europe Market Entry

C&W worked with the US Data Centre Developer to support their EMEA market analysis for entry into the European data centre market. We delivered bespoke reports across 3 countries and their sub-markets with a focus on the hyperscale audience.

SIGNATURE DATA CENTRE THOUGHT LEADERSHIP

Cushman & Wakefield is a leader in first-to-market data centre thought leadership with quality market intelligence released regularly each year. We have a number of signature reports that will provide data centre operators, developers and investors insights to help develop their data centre strategies.



Regional Data Centre Market Updates *(Biannual publications)*

Our regional biannual updates are released at the end of H1 and H2 of each year. They provide a comprehensive summary of each regions data centre markets. They feature our Data Centre Market Maturity Index that forecasts the potential evolution of markets across the regions and give in-depth analysis for notable markets.



Global Data Centre Market Comparison *(Annual publication)*

Our annual Global Data Centre Market Comparison report assesses over 60 data centre markets across the globe, within 13 different categories, including fibre connectivity, market size, cloud availability and others, to determine the top overall markets at a global and regional level, along with the top performers in each category.



Americas & Asia Pacific Data Centre Construction Cost Guides *(Annual publications)*

Cushman & Wakefield's inaugural Data Centre Construction Cost Guides provide comprehensive analysis of both land purchase and data centre construction costs across, as well as a schedule of land banking rates and a summary of key trends within the sector.

VIEW OUR DATA
CENTRE PUBLICATIONS



SIGN UP TO RECEIVE
REGULAR UPDATES



VALUATION & ADVISORY

We understand the complexity of data centre assets and the nuanced interplay of variables required for an effective comparison of space.

Corporations, institutional investors, and lenders alike turn to our professionals as their trusted advisors for critical debt and equity investment decisions regarding their mission critical assets and properties. Whether it is a single asset appraisal, portfolio valuation, or valuation for financial reporting, our team has the track record and specialized expertise to meet your organization's needs.

C&W's Data Centre Advisory Group has vast experience in the industry. Our team has been engaged in appraisal assignments in markets throughout the Americas, APAC, and EMEA. This body of ongoing experience with mission critical facilities affords our team unique insights into the data centre market. The data we have assembled, coupled with our extensive research and market knowledge, gives us a real-time advantage in helping our clients to make sound and market facing business decisions.

SERVICES INCLUDE

- Single asset appraisal
- Portfolio valuation
- Valuation for financial reporting
- Financial and tax consulting
- Corporate planning; merger and acquisition consulting; litigation support
- Asset analysis, purchase price allocation, pro forma reviews

HOW WE ARE PAID

- Fixed fee agreed at project outset
- Or on hourly basis for additional Advisory work.



VALUATION & ADVISORY PROOF POINTS



ARK DATA CENTRES

Location	Union Park, Hayes, London
Details	New development



EQUINIX

STRATOZ/EQUINIX

Location	Kuiperbergweg 13, Netherlands
Details	Shell DC



KEPPEL

Location	Rondebeltweg 62 DC1-2, Almere, Netherlands
Details	Shell & Core DC



MAPLETREE

Location	Fokkerweg 30, Oude Meer, Netherlands
Details	Shell & Core DC



SWIFT

Location	Energieweg, Zoeterwoude, Netherlands
Details	Fully Fitted DC



KEPPEL

Location	UK, Ireland, Netherlands and Frankfurt
Details	Keppel EU portfolio 11 properties



ABNAMRO

Location	Groenelaan, Amstelveen, Netherlands
Details	Fully fitted DC



ENGIE

Location	Velizy, France
Details	Potential acquisition consultancy of DC site



KEPPEL

Location	Cloughran House, Mitchelstown, Dublin, Ireland
Details	New development



ARK DATA CENTRES

Location	Alliance Park, Park Royal, London
Details	New development



DIGITAL REALTY



ABRDN

Location	Docklands, London
Details	Shell & Core DC



ARK DATA CENTRES

Location	Mercure Hotel Site, Watford
Details	New development. 18-acre site with 120MVA of power secured.

PROJECT & DEVELOPMENT SERVICES

At C&W, our Project & Development Services (PDS) team offers a comprehensive suite of services for data centres, including technical due diligence, technical assistance, project management, building consultancy, construction management and dilapidations.

Our project management team ensures timely and cost-effective execution of data centre development, managing design, construction, and commissioning. We handle end-of-lease obligations, ensuring compliance and cost-effective resolutions. Our technical due diligence provides thorough facility assessments, identifying potential issues and ensuring regulatory and technical standards are met. Our building consultancy services offer expert advice on construction, renovation, and compliance to meet operational and safety standards. Our construction management services ensure that projects are completed within the project schedule and approved budget.

Our Data Centre Project & Development Services team have unparalleled and proven experience in Data centres with clientele that includes Digital Edge, Microsoft, Citibank, AWS, NTT, PDG, Oracle, Tata Communications and Equinix. We are committed to delivering our services and managing every phase for your Data Centre with proactive stakeholder communication.

The engineering design team includes WiredScore and SmartScore accredited professionals who guide clients to achieve the highest certification levels. Tony Comber is an Uptime Institute Accredited Tier Designer, aiding clients across EMEA in understanding site classifications and ensuring compliance. As your design authority we can provide independent advice on engineering system design, resilience, installation and operation. We also provide independent advice on engineering commissioning following LEED commissioning authority protocols.

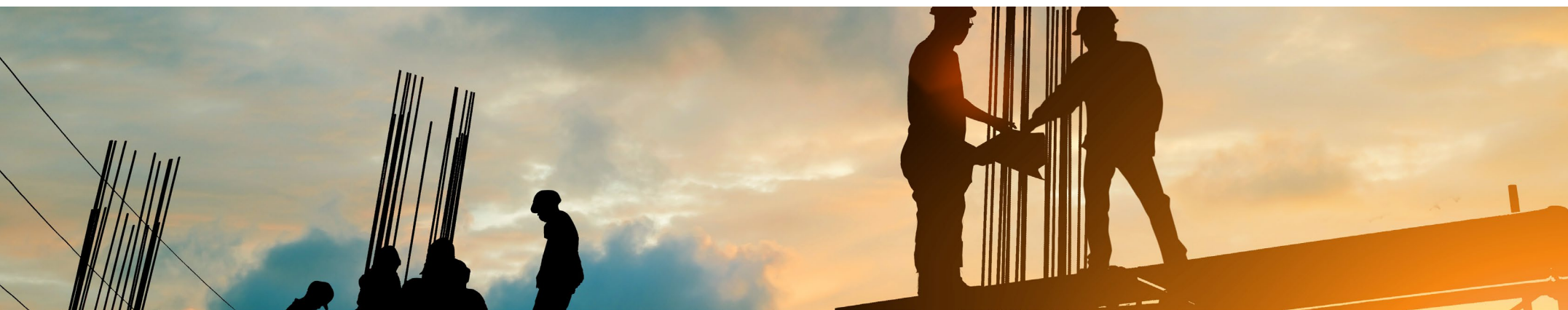
With C&W, you gain a trusted partner committed to delivering excellence, ensuring your data centre projects are completed efficiently, on time, and within budget.

SERVICES INCLUDE

- Technical Due Diligence
- Technical Assistance
- Project Management
- Building Consultancy
- Construction Management
- Dilapidations
- Main Room Equipment Installation
- Engineering Advice & Commissioning Support

HOW WE ARE PAID

- Consultancy Fee



PROJECT & DEVELOPMENT SERVICES PROOF POINTS



DIGITAL REALTY

Location	Woking, UK
Service	Dilapidations

Condition Assessment, Technical Inspection & Dilapidations Assessment of 10k sf colocation space.



CONFIDENTIAL CLIENT

Location	Chennai, India
Service	Project Management

20MW Greenfield Facility Build



GLOBAL CLOUD SERVICE PROVIDER

Location	Singapore
Service	Client Construction Management Representative

Greenfield construction designed with a 50MW power capacity and occupying 344,789 sf



DIGITAL EDGE

Location	Jakarta, Indonesia
Service	Acquisition Advisory & Project Management

Brownfield Base Build Construction and Internal Fit-Out for a 408,361 sf Data Centre with 23MW power capacity.



PRINCETON DIGITAL GROUP

Location	Cibitung, Indonesia
Service	Project Management

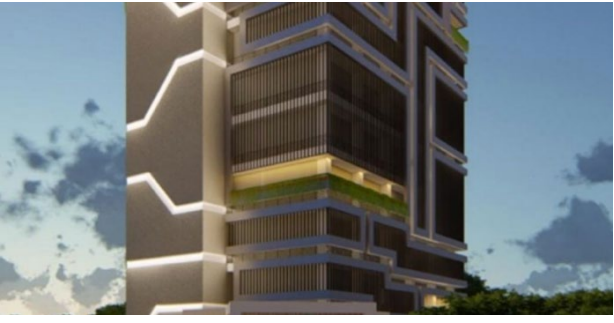
White-space Fit out for Phase Two deployment, with a capacity of 5MW, paving the way for future growth to a 20MW data centre campus.



CONFIDENTIAL CLOUD COMPANY

Location	Chiba, Japan
Service	Project Management

Build To Suit Project Management and Sale & Lease Back



COLOCATION DC SERVICE PROVIDER

Location	Jakarta, Indonesia
Service	TDD, Construction and Project Management

Greenfield project for the construction of a 188,368 SF Data Centre boasting a robust 35MW power capacity.



GOOGLE

Location	Paris, France
Service	Main Equipment Room

30 Cabinet – 90kW – Tier III equivalent.

OUR DATA CENTRE SUSTAINABILITY SOLUTIONS

Our sustainability solutions for data centres are focused on helping you align with corporate net zero targets, mitigating carbon emissions, providing access to clean energy, drive uninterrupted operations, bringing cost savings and attracting investors. We can integrate sustainability solutions across these four key stages of the data centre real estate lifecycle:



// SITE SELECTION

Understanding of operators PUE, cooling technology and renewable power sourcing per asset.

Climate risk assessment - during operator/site selection. E.g. surface water flooding risk.

Adaptation and mitigation plans, periodic reporting on current and future climate risk.



// DESIGN & CONSTRUCTION

ESG considerations in procurement and contractor selection.

Tracking that sustainability related design elements are monitored and delivered.



// OPERATIONS

Energy, carbon, water & waste strategy - audit site, develop.

Net zero, decarbonization, resource efficiency road mapping & implementation.

Climate risk assessment for your portfolio.



// REPORTING

Monitor energy/carbon/water usage & efficiency performance and report against goals, commitments, KPIs.

For funds: GRESB advisory

Certifications: LEED, EDGE

WHY CUSHMAN & WAKEFIELD?

DATA, EXPERIENCE & EXECUTION



GLOBAL REACH

A leading **Global** Data Centre Advisory platform with deep experience managing complex global portfolio requirements for cloud, colocation, and enterprise data centre operators.



COMPREHENSIVE DATA

Market data, colocation availability, pricing, rental rates, and supply/demand forecasts built on institutional and field research for markets around the globe.



MARKET INSIGHTS

Global Data Centre Market Comparison that analyses emerging trends and operational risk in established and emerging countries.



THOUGHT LEADERS

Thought leadership that provides a unique and intelligent perspective on trends and topics influencing decision making.

Blending unparalleled expertise, market insight, and global reach



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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 \$9.4B across its core services of property, facilities and project management, leasing, capital markets, valuation, and other services. It also receives numerous industry and business accolades for its award-winning culture and commitment to inclusive impact, sustainability, and more.

Better never settles



UPDATED JUNE 2025