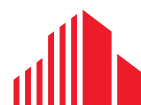


# LOGISTICS & INDUSTRIAL SERVICES

GLOBAL CATALOGUE

2022



**CUSHMAN &  
WAKEFIELD**



# LOGISTICS & INDUSTRIAL SERVICES

Full service, client-centric industrial and logistics real estate

## UNDERSTAND. COLLABORATE. DELIVER.

Cushman & Wakefield's logistics and industrial professionals provide local market expertise around the globe. We invest the time to understand our clients' short- and long-term business goals, allowing us to collaborate with our clients and in-house specialists, and then deliver highly customized industrial real estate solutions.

Through a consistent, client-focused approach, we provide executable real estate strategies, helping clients maximize cost saving opportunities and improve business success.

### TENANT REPRESENTATION

- Strategic Planning, including Build-to-Suit Planning
- Market Assessment
- Demographic and Labor Analysis
- Site Selection Strategy
- Occupancy Cost Analysis
- Negotiation for Acquisitions, Dispositions and Build-to-Suits
- Lease Renewal and Rent Review
- Lease Restructuring and Surrender
- Multi-Market Account and Transaction Management

### OWNER REPRESENTATION

- Real Estate Market Analysis
- Target Analysis
- Asset Positioning and Marketing Strategy for Lease or Sale
- Marketing Program Execution
- Negotiation
- Regular Reporting on Market Activity and Trends

### COMPLEMENTARY / PARTNERSHIP SERVICES\*

Capital Markets, including:

- Investment Sales and Acquisitions
- Equity, Debt and Structured Finance
- Corporate Finance and Investment Banking

Global Occupier Services, including:

- Strategic Consulting
- Portfolio Administration
- Transaction Management
- Integrated Facilities Management

Valuation and Advisory, including:

- Property Tax Services
- Dispute Analysis & Litigation Support

Property and Development Services, including:

- Program, Project and Construction Management
- Supply Chain Services through Consulting

\*partial list



## WE ARE A FORCE FOR ACTION

Fueled by ideas, expertise and passion across borders and beyond service lines, we create real estate solutions to prepare our clients for what's next.

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 50,000 employees in over 400 offices and approximately 60 countries. In 2021, the firm had revenue of \$9.4 billion across core services of property, facilities and project management, leasing, capital markets, and valuation and other services. To learn more, visit [www.cushmanwakefield.com](http://www.cushmanwakefield.com) or follow @CushWake on Twitter.

### Confidently Global, Expertly Local

#### BY THE NUMBERS

**400**  
OFFICES *(approx.)*

**\$9.4B\***  
2021 REVENUE

**60**  
COUNTRIES *(approx.)*

**4.8B**  
SF MANAGED

**50,000**  
EMPLOYEES

\* USD

#### COUNTRY COVERAGE

Argentina	Georgia	Montenegro	Slovakia
Australia	Germany	Namibia	South Africa
Bahrain	Ghana	Netherlands	Spain
Belgium	Greece	New Zealand	Swaziland
Botswana	Hungary	Nigeria	Sweden
Brazil	India	Norway	Switzerland
Bulgaria	Indonesia	Peru	Taiwan
Canada	Israel	Puerto Rico	Tanzania
Chile	Italy	Philippines	Thailand
China	Japan	Poland	Turkey
Colombia	Kazakhstan	Portugal	Ukraine
Costa Rica	Kenya	Qatar	United Arab Emirates
Czech Republic	Korea, Republic Of	Ireland, Republic of	United Kingdom
Democratic Republic of Congo	Lesotho	Romania	United States
Denmark	Luxembourg	Russia	Vietnam
Finland	Macedonia	Saudi Arabia	Zambia
France	Malaysia	Serbia	Zimbabwe
	Mexico	Singapore	



# WHAT WE DO

We're proud to be the partner of choice for the world's top occupiers and owners of real estate across industries and around the world.

Global trends are changing the way commercial real estate is leveraged in business today. Our clients depend on our global size and scale, comprehensive suite of services, fully integrated technology platform, industry-leading capabilities and our leadership across the major markets of the world.

## SECTORS

Airports  
Automotive  
Banking/Financial  
Build-to-Suit  
Data Centers  
eCommerce  
Education  
Energy (oil & gas)  
Food & Beverage  
Global Supply Chain  
Government  
Healthcare  
Hospitality  
Industrial  
Land  
Legal/Professional  
Life Sciences/Pharma  
Multifamily  
Net Lease Investment  
Not-for-Profit  
Ports & Intermodal  
Rail  
Retail  
Technology  
Third-Party Logistics (3PL)

## SERVICES

### Agency Leasing

- Strategic asset analysis
- Comprehensive property positioning
- Broker relationship campaigns
- Prospective tenant analysis and canvassing programs
- Letter of intent and lease negotiation
- Regular client reporting
- Coordination of additional real estate services

### Asset Services

- Engineering and maintenance
- Accounting and financial reporting
- Contract and vendor maintenance
- Lease compliance and administration
- Property management
- Construction management
- Due diligence
- Strategic account management
- Sustainability

### Capital Markets

- Investment sales
- Equity, debt, and structured finance
- Corporate finance and investment banking

### Facility Services

- Janitorial
- Maintenance
- Critical environments
- Landscaping
- Office services

### Global Occupier Services

- Strategic consulting
- Portfolio administration
- Transaction management
- Project and development services
- Integrated facilities management

*We are **confidently global** and expertly local in every facet of commercial real estate. And we are **fearless**. We believe increased business complexities generate **fresh opportunities for innovation** and new ideas to create **what's next** for owners and occupiers the world over.*

### Investment & Asset Management

- Segregated portfolio management
- Asset management
- Fund creation and management
- Indirect investing
- Fund investment strategy
- Direct and indirect exposure on both a debt and equity basis

### Project & Development Services

- Program, project, and construction management
- Development services and master planning advisory
- Procurement and bid management
- Schedule and budget management
- Cost consultancy and value engineering
- Space and occupancy planning
- Move management
- Sustainability
- Workplace consultancy

### Tenant Representation

- Strategic consulting
- Occupancy workplace strategy
- Acquisitions, dispositions, and build-to-suits
- Market, demographic, and labor analysis
- Lease restructuring; subleasing services
- Lease auditing

### Valuation & Advisory

- Appraisal management
- Diligence advisory
- Dispute analysis and litigation support
- Financial reporting
- Property tax services
- Valuation/Portfolio valuation



# GLOBAL SUPPLY CHAIN SOLUTIONS

By understanding your unique requirements and business objectives, our GSCS experts identify the business and economic drivers that factor into supply chain requirements and the infinite variables around manufacturing, transportation, warehousing, and the delivery of products to end-users.

## Cushman & Wakefield's Customized GSCS Offering

- Network Optimization
- Location Strategy & Site Selection
- Workforce Profiling & Labor Due Diligence
- Location Incentives Negotiation & Implementation
- 3PL Advisory
- eCommerce Advisory
- Distribution Center Design
- Project Management
- Real Estate Strategy & Brokerage
- Inventory Optimization
- Manufacturing Facility Design
- Logistics Execution Systems Design & Implementation
- Transportation Sourcing & Diagnostic
- Multimodal Transportation Strategy
- Facility Pilot, Start-Up & Move-In
- Warehouse Operations Audits & Assessments

*Whether it's optimizing your network and inventory or securing the right facility in the right location in the right market, we assist you along the **entire continuum of the supply chain**.*



Optimizing the  
Flow of Goods from  
Production to Sale



# OUR VALUE ADDITION

## GLOBAL COVERAGE

**1,100+**

DEDICATED LOGISTICS & INDUSTRIAL  
PROFESSIONALS AROUND THE GLOBE

**6,900+**

TRANSACTIONS ANNUALLY\*

**338+**

MSF TRANSACTED ANNUALLY\*

## INTEGRATED APPROACH

A comprehensive menu of integrated real estate and facility services combining worldwide reach, coordinated local execution and advanced data analytics - all aimed at delivering the highest value service in the industry.

## KNOWLEDGE

- Local/Regional/Global Real Estate Market Expertise
- Industry-Leading Research & Thought Leadership
- Proprietary Market Knowledge
- Insight and Expertise for Successful Decision-Making

\*The above statistics represent a three-year average and include leasing transactions only (no capital markets).

**A Platform  
Designed for  
Client Success**



## THE AMERICAS

# 840+

DEDICATED LOGISTICS & INDUSTRIAL  
PROFESSIONALS IN THE AMERICAS

# 5,839

TRANSACTIONS IN THE  
AMERICAS ANNUALLY\*

# 281.3

SQUARE FEET  
TRANSACTIONED ANNUALLY\*

### COVERAGE

Argentina  
Brazil  
Canada  
Chile  
Colombia  
Costa Rica  
Mexico  
Peru  
United States

\*The above statistics represent a three-year average and include leasing transactions only (no capital markets).



### TOP CLIENTS

- Unilever
- Red Bull
- BMW
- Jaguar/Land Rover
- Graham Packaging/Pactiv
- United Technologies



# NORTH AMERICA

WHO'S WHO



**JASON TOLLIVER**  
Logistics & Industrial  
Investor Lead, Americas



**NICOLE BENNETT**  
Logistics & Industrial  
Occupier Lead, Americas



**BEN HARRIS**  
Client Solutions & Strategy

**ADVISORY BOARD**  
Industrial Services Executive  
Committee



**SHELBY BACON**  
Operations



**CAROLYN SALZER**  
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**ERIN BRUNER**  
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**SAM COLLISON**  
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# NORTH AMERICA

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# INTEGRATED SERVICES

## SPOTLIGHT UNITED STATES



101.4 Million sf and 4,834 Sites Globally  
Client Since: 2010

Services: Integrated Transaction  
Management, Facilities Management,  
Project Management, Portfolio  
Administration

Seeking a comprehensive services platform  
and opportunities to improve its business-  
to-business relationship with a real estate  
provider, UTC awarded Cushman & Wakefield  
its entire North American portfolio in 2010.

### SOLUTIONS

- Heavy involvement during the initial portfolio assessment enabled the team to recommend tailored solutions for process improvement, best practices, and leading-edge tools and technologies that provided UTC with a cost-competitive relationship structure
- Streamlined processes and enhanced executive-level reporting and decision-making for UTC, saving time and costs via a tailored technology solution that utilized BIGCenter and FUSION
- Implemented a single-point-of-contact accountability structure, which enabled continuous improvement and effective management of the UTC global portfolio

### RESULTS

- Saved NPV \$29.1 million via transaction strategies while design/construction saved \$6 million
- Executed 300+ transactions annually
- Exceeded savings target by 35% while achieving a KPI scorecard rating of 97.3% for Facilities Management services and 6.5 out of 7 for Transactions



## SPOTLIGHT

MEXICO



968,400 sf  
Tepeji del Rio Hidalgo

Cushman & Wakefield was hired to conduct a site selection process for Autozone's 300,000 sf distribution facility in central Mexico.

### SOLUTIONS

- Identified different sites outside Mexico City within a certain distance from the new road network
- Evaluated sale and lease alternatives of existing buildings or build-to-suit options
- Negotiated an incentives package with the selected state government

### RESULTS

- Presented more than 30 viable alternatives in the states of Mexico, Hidalgo, Queretaro, Puebla, Morelos, and Tlaxcala
- Negotiated the purchase of a 968,400 sf site on NAFTA Highway through a trust to minimize risks
- More than 30% overall savings in earthworks and land cost

# DISTRIBUTION



## SPOTLIGHT

UNITED STATES



### Industrial Distribution Center 717,250SF

3050 Gateway Commerce Center Drive is a Distribution/Fulfillment Center owned by DEKA Immobilien leased by a single tenant. The primary use of the facility is logistics and distribution with millions of items being received, packaged, and shipped to consumers across the Midwest. As part of Deka's integrated commitment to sustainability, 3050 Gateway pursued BREEAM USA In-Use Certification.

#### SOLUTIONS

- After review of Cushman & Wakefield's ESS Feasibility worksheet, it was determined that BREEAM USA In-Use would be achievable due to the following:
- Public Transportation and shuttle services offered within 500 meters of the building via a safe pedestrian route
- Installation with low-flush technologies on all water supplies
- A minimum of 2 separate waste streams
- Installation of 100% LED lighting

#### RESULTS

- 3050 Gateway is the 16th Industrial Building to be certified in the US under BREEAM USA In-Use.
- With an overall score of 38.5% it is currently the highest scoring Industrial Building under BREEAM USA In-Use.
- The facility is the 7th BREEAM Certified building of any type in Illinois.
- In the Health and Wellbeing Category, 3050 Gateway achieved 15 available credits highlighting the project's implementation of features to enhance the overall health and wellbeing of its occupants

# ESG FEASIBILITY STUDY





419,000 sf  
Monterrey

Cushman & Wakefield was hired by holding company UTC to provide support to Carrier on the construction of a LEED Gold Certified, 419,000 sf build-to-suit project with an expansion up to 1.2 million sf in the Monterrey area.

#### SOLUTIONS

- Reviewed 14 different industrial land alternatives in the Santa Catarina area to evaluate the present and future growth of Carrier in Monterrey
- Identified the most suitable space so that Carrier can expand its operations in the same location
- Found the most capable contractor to achieve important savings on the construction

#### RESULTS

- Identified the most qualified developers to achieve \$1.5 million in savings on a turnkey project; controlled the cost on open-book work
- Secured additional land for another two plants for the following five years, fixing the land price and maximizing the time for Carrier

MANUFACTURING  
PLANT





**ERICSSON**

Client Since: 2008

581,000 m<sup>2</sup> Land/ 77,468 m<sup>2</sup> Built

Cushman & Wakefield assisted Ericsson with a sale and leaseback of an industrial property in Sao Jose dos Campos, Sao Paulo

#### CHALLENGES

- Sell an old industrial plant partially occupied by Ericsson
- Buildings had very low technical specifications usable only for industrial purposes
- A large portion of land for future development was included in the sale

#### RESULTS

- Received 10 proposals
- Valued at 25% above the appraisal
- Hired to lease vacant space after sale

# SALE & LEASEBACK





**Distribution Center Relocation**  
434,000 sf on 23 acres

Cushman & Wakefield Vancouver represented Leons/The Brick in a Metro Vancouver-wide search for either an industrial site to purchase or build-to-suit sale. The project was to relocate its existing Burnaby distribution center into a state-of-the-art building of 430,000 sf on 23 acres with 40' clear ceilings and expansion capabilities. The challenge was to find a suitable site in a very limited market and have a building completed and ready for occupancy prior to the expiration date of its current lease in 24 months.

**SOLUTIONS**

- Completed an extensive search of available land for either purchase or build-to-suit
- Assisted client in development of base building design criteria
- Ran an extensive RFP process with complete analysis of responses
- Prepared detailed financial analysis of joint venture / build-to-suit lease
- Negotiated purchase and sale agreement for 50% interest in land, joint venture agreement, lease, construction contract, and property management agreement

**RESULTS**

- Sourced an optimum site with a well-established joint venture development partner
- Engineered a joint venture and build-to-suit lease within a very short timeline, creating a true win-win transaction for the developer, the parent company, Leons, and the occupier, The Brick

**LAND  
ACQUISITION &  
BUILD-TO-SUIT**





617,000 sf  
Client Since: 2013  
Services: Asset Management, CapEx Management

This was acquired by the Asset Management team in November 2013 for \$81 million. The business plan included repositioning the asset by strategically changing the rent roll.

The building was one of only a few buildings in the Meadowlands which provided excess trailer parking and clear heights up to 32 feet. The asset was fully leased to but a large portion of the building was sublet to two local credit tenants. All three tenants wanted to remain in the asset when the lease expired.

**SOLUTIONS**

- The Asset Management team developed a business plan which included not renewing any of the tenants and letting the asset go 100% vacant.
- An aggressive demo and white-boxing plan was initiated upon the departure of Mohawk.
- Ecommerce companies were specifically targeted during the marketing campaign as the asset is located seven miles from the middle of Manhattan.

**RESULTS**

- After commencing demolition and white-boxing work on the space two potential e-commerce companies were identified as potential tenants and term sheets were negotiated simultaneously.
- A lease was executed with Amazon for the entire building with 60 days of the expiration of the Mohawk lease. The lease rate, TI allowance and free rent were all substantially better than initial underwriting.
- The asset was sold two years later to an institutional owner for \$147 million producing an IRR in excess of 18% with a five-year hold.

# ASSET MANAGEMENT



# ASIA PACIFIC

**190+**  
LOGISTICS & INDUSTRIAL  
PROFESSIONALS IN APAC

**554**  
TRANSACTIONS IN  
APAC ANNUALLY\*

**21.5**  
SQUARE FEET  
TRANSACTIONED AVERAGE\*

## COVERAGE

- |                   |             |
|-------------------|-------------|
| Australia         | Malaysia    |
| China             | New Zealand |
| India             | Philippines |
| Indonesia         | Singapore   |
| Japan             | Thailand    |
| Republic of Korea | Vietnam     |

\*The above statistics represent a three-year average and include leasing transactions only (no capital markets).



## TOP CLIENTS

- Shell
- Intel
- Jaguar
- Roche
- ebay



# APAC

WHO'S WHO



**DENNIS YEO**  
Logistics & Industrial Lead



**TIM FOSTER**  
Supply Chain Lead



**RICHARD PEARCE**  
Australia/New Zealand



**WIRA AGUS**  
Indonesia



**CAMERON AYRE**  
Australia/New Zealand



**LEON IKEDA**  
Japan



**TONY SU**  
China



**INYOUNG RYU**  
Korea



**ABHISHEK BHUTANI**  
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# APAC

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**\$40M Investment**

Services: Location Advisory, Multi-location Analysis, Detailed City Overview, Parametric Analysis, Benchmarking

Amway intended to set up its own manufacturing facility with an investment of approx. \$40 million USD with plans to reduce costs by optimizing operations and improving supply chain. Based on the firm's experience and knowledge of location advisory, the client retained Cushman & Wakefield to conduct a comprehensive evaluation of cities as prospective locations for its expansion plans.

**SOLUTIONS**

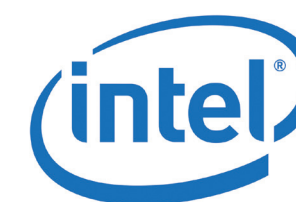
- Evaluated 25 locations in India to determine the most suitable location for client's manufacturing facility
- Shortlisted the suitable cities on the basis of high-level benchmarking criteria such as competitor presence, industrial climate and critical manpower
- Executed a comprehensive analysis of micro markets of the cities identified for potential locations

**RESULTS**

- Delivered a detailed report identifying the market and micro markets that best fit the client's expansion plans and aligned with its strategic objectives
- Provided a detailed overview of each identified center and location to the client

# LOCATION ADVISORY





Located in Shanghai Waigaoqiao  
Free Trade Zone  
90,000 sqm

Cushman & Wakefield | DTZ assisted with the disposal of this 90,000 sqm property, located in the Waigaoqiao Free Trade Zone. This sale was the most influential workshop transaction achieved in Shanghai in 2012.

#### CHALLENGES

- Large manufacturing plant with bonded function
- Intel's high expectations on transaction price
- Macro economic downturn period
- Policy restriction on large foreign investment and transactions

#### RESULTS

- GLP, an international logistics facilities provider and the prospective buyer, was introduced by Cushman & Wakefield | DTZ, which led to a successful binding acquisition between Intel and GLP
- Successfully overcame policy restriction on usage raised by government
- Considered the most influential workshop transaction achieved in Shanghai in 2012

PLANT  
DISPOSAL





**First Build-to-Suit in Vietnam**  
32,500 sqm

Cushman & Wakefield Vietnam represented Nestlé in the selection of bidders for a built-to-suit distribution center in Southern Vietnam. The building would total 32,500 sqm GFA and incorporate the highest building quality worldwide to ensure the best distribution center in Vietnam. This was the first successful build-to-suit transaction in Vietnam.

**SOLUTIONS**

- Delivered an overview of the Southern Vietnam warehouse market
- Analyzed existing building options and build-to-suit opportunities
- Completed a competitive qualitative and quantitative analysis
- Negotiated lease terms

**RESULTS**

- Sourced an optimum site in Southern Vietnam
- Engineered a transaction with below-market rents that also offered Nestlé flexibility in the short- and long-term in terms of growth or exit strategies

# LAND ACQUISITION & BUILD-TO-SUIT



Services: Supply Chain Network  
Optimisation

Run a logistics network design project to recommend the optimal combination of distribution facilities, inventory holding and transportation, including offshore product supply, to replenish the growing retail store footprint without impacting service..

SOLUTIONS

- Collected and analysed data to form a baseline of current operations and financial performance
- Developed a supply chain vision and defined future-state network scenarios
- Identified candidate site locations and costs for both on-shore and offshore requirements
- Modelled all scenarios, including facility, inventory holdings and transport
- Compared outcomes to create a shortlist and ran sensitivity analysis
- Arrived at the recommended optimal network design
- Built a transformation roadmap and business case for the introduction of new distribution facilities in the network.

RESULTS

- The benefits were reduced logistics costs by 7%. Inventory holding reduced by 20% with no change in service.
- Replaced 6 existing facilities with 3 new automated facilities. Resulted in a sale.lease-back deal on the 6 existing facilities of ~\$1B

# Supply Chain Network Optimisation





Best-In-Class Facilities Aligned With Roche Accommodation Standards

Services: Tenant Advisory Management, Project Management, Environmental Services

Roche Diagnostics needed to align its real estate strategy with its core business and environmental strategy globally. Cushman & Wakefield completed a three-phase real estate plan, warehouse acquisition, site sale, office relocation, and global environmental policy prior to the deadline.

#### **SOLUTIONS**

- Developed a specific and comprehensive site selection strategy to effectively identify multiple sites capable of delivering 'best-in-class' opportunities
- Created market competition and identified purchasers capable of completing a sale and leaseback on terms favorable to Roche
- Completed a workplace strategy setting specific size requirements, and took this to market to obtain competitive leverage between institutional landlords

#### **RESULTS**

- Selected DEXUS Quarry Estate, which developed a 11,000 sqm, purpose-built, TGA-compliant facility
- Secured an above market sale price of \$9.3 million AUD, with leaseback, allowing for time to seek new office locations
- Identified a solution in proximity to clients and staff and attained AUD \$2.8 million in landlord incentives
- Negotiated ROFR (Right of First Refusal) over additional expansion space

# SITE SELECTION



# EUROPE, THE MIDDLE EAST & AFRICA

135+

LOGISTICS & INDUSTRIAL  
PROFESSIONALS IN EMEA

574

TRANSACTIONS IN  
EMEA ANNUALLY\*

35.2

SQUARE FEET  
TRANSACTIONED ANNUALLY\*

COVERAGE

- |                              |                     |
|------------------------------|---------------------|
| Bahrain                      | Nigeria             |
| Belgium                      | Norway              |
| Botswana                     | Poland              |
| Bulgaria                     | Portugal            |
| Czech Republic               | Qatar               |
| Democratic Republic of Congo | Republic of Ireland |
| Denmark                      | Romania             |
| Finland                      | Russia              |
| France                       | Slovakia            |
| Georgia                      | Saudi Arabia        |
| Germany                      | Serbia              |
| Ghana                        | Slovakia            |
| Greece                       | South Africa        |
| Hungary                      | Spain               |
| Israel                       | Swaziland           |
| Italy                        | Sweden              |
| Kazakhstan                   | Switzerland         |
| Kenya                        | Tanzania            |
| Lesotho                      | Turkey              |
| Luxembourg                   | Ukraine             |
| Macedonia                    | UAE                 |
| Montenegro                   | United Kingdom      |
| Namibia                      | Zambia              |
| Netherlands                  | Zimbabwe            |

\*The above statistics represent a three-year average and include leasing transactions only (no capital markets).



## TOP CLIENTS

- 3M
- Unilever
- TetraPak
- Rolls-Royce
- Smiths Group
- Essentra
- Royal Mail
- Brambles
- Danfoss
- Case New Holland
- JLR
- BMW
- ThyssenKrupp
- G4S
- Thales
- Panalpina



# EUROPE, MIDDLE EAST, AND AFRICA

WHO'S WHO



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# EMEA

WHO'S WHO





# SPOTLIGHT

BELGIUM



4PX EXPRESS UK CO LTD (Alibaba)  
15,000 sqm (161,500 sf)  
2018 | Liege Logistics

4PX Express is China's number one cross-border eCommerce solutions provider. 4PX employs over 1,500 employees across 50 different global locations.

In December 2017, Cushman & Wakefield was contacted by the authorities of Liege Airport to find a hub for 4PX Express.

4PX needed space to occupy while a future hub on Liege Airport was being built. The new warehouse will serve as the center point of 4PX's preferred partner, Alibaba.

### SOLUTIONS

- Understand 4PX's specific requirements
- Identified a site located next to Liege Airport
- Conducted site visits and organized meetings with Liege Airport, 4PX, the authorities, and the landlord
- Negotiated the lease contract

### RESULTS

- 4-year contract negotiated in the only available building in the area of Liege Logistics, located next to Liege Airport



# SPOTLIGHT

IRELAND



101,321 sf  
2017 | Dublin

Based on the track record of Cushman & Wakefield in Ireland, DB Schenker instructed Cushman and Wakefield to assist in the ongoing expansion of the company. DB Schenker wished to lease an existing building in the region of 100,000 sf in a specific location. The building had to be of a Grade A standard and match the standards of DB Shenker's existing portfolio.

### SOLUTIONS

- Delivered an overview of the Dublin Industrial market
- Analyzed both vacant and occupied buildings within the required size range
- Completed a grading analysis to identify the most suitable facility
- Short-listed suitable facilities and provided advice on market evidence

### RESULTS

- Provided a detailed report of suitable options both on- and off-market
- Sourced a building which was 1% of the required floor plate
- Negotiated flexible lease terms below market levels





# SPOTLIGHT

RUSSIA



## THE #1 ONLINE GROCERY RETAILER IN RUSSIA - Utkonos

68,719 sqm

2017 | Moscow, Russia

In June 2016, Cushman & Wakefield was hired to conduct site selection for a new distribution center for Utkonos in the Moscow region.

### SOLUTIONS

- Identified possible scenarios
- Evaluated freehold and lease alternatives of existing buildings, build-to-suit options, and land acquisition for owner-build
- Negotiated best price, quality, and conditions

### RESULTS

- Presented more than 40 possible alternatives in Moscow region – Greenfield, Brownfield, move-in ready properties, and build-to-suit
- Negotiated build-to-suit option within a preferred logistics park
- Achieved more than 20% savings on overall project budget



# SPOTLIGHT

TURKEY



## DOGUS-MEILLER

187,937 sf

2016 | Sakarya, Turkey

In 2016, Cushman & Wakefield was hired to dispose of a damper factory of Dogus-Meiller partnership located in Sakarya with a total land size of 187,937 sf.

### SOLUTIONS

- Prepared a relevant target list, including prospective buyers from several specific sectors and locations
- Presented to selected top management of prospective buyers
- Conducted site visits and informative meetings with Dogus-Meiller stakeholders
- Informed interested parties of property details, including machinery & equipment, zoning restrictions, and pricing expectations

### RESULTS

- Short-listed interested parties from machinery, automotive, and chemical sectors
- Collected non-binding offers
- Negotiated transaction with highest value
- Completed sale to a local chemical company within six months after the start of the marketing process





# SPOTLIGHT

CZECH REPUBLIC



CLIENT: CTP INVEST SPOL. S. R.O.  
TENANT: VAFO PRAHA  
23,500 sqm warehouse  
Developer Presentation  
2018 | Prague-West, Czech Republic

VAFO Praha approached Cushman & Wakefield, for the second time, to find the most suitable real estate solution for a new central warehouse facility in Prague-West, Czech Republic. VAFO Praha’s success over the last five years resulted in the need to double the size of its facilities.

**SOLUTIONS**

- Prepared a bid to identify a build-to-suit opportunity
- Vetted bids to determine the best terms and conditions

**RESULTS**

- Signed a lease agreement with Prologis to deliver a built-to-suit warehouse ready for occupancy in March 2018



# SPOTLIGHT

PORTUGAL



**RENAULT**

17,360 sqm  
2017 | Loures, Portugal

Cushman & Wakefield was instructed to conduct a site search and acquisition process for Renault’s new car dealership in Loures, Portugal.

**SOLUTIONS**

- Conducted an on-field property search
- Provided detailed property search reports
- Advised negotiations with local authorities regarding planning and licensing issues
- Negotiated the best terms for Renault in the lease acquisition

**RESULTS**

- Identified nine properties in the Loures region (a Greater Lisbon sub-market with very few suitable options)
- Assessed freehold and lease alternatives of both existing buildings and build-to-suit options





# SPOTLIGHT

POLAND



CLIENT: PROLOGIS AND 7R  
TENANT: EURO-NET

1,705 sqm and 1,860 sqm  
2018 | Szczecin – 7R City Flex Szczecin  
and Poznan – Prologis Park Poznan III

In May and June 2018, Cushman & Wakefield completed lease negotiations with Prologis and 7R on behalf of Euro-net for two new locations. The relationship with Euro-net started last year when Cushman & Wakefield represented Euro-net in the development of four locations in Poland.

### SOLUTIONS

- Identified potential locations in the Poznan and Szczecin area
- Screened locations to confirm each fulfilled Euro-net's requirements
- Worked with Euro-net and landlords to optimize warehouse construction – mainly to increase number of gates

### RESULTS

- Presented alternatives in Szczecin and Poznan
- Negotiated 5-year lease agreement with optimal terms and conditions
- The leased facilities will be used for cross-dock operations



# SPOTLIGHT

SPAIN



42,500 sqm (458,000 sf)

At the beginning of 2017 Cushman & Wakefield was tasked with finding a new facility for Transaher. The new facility would accommodate the merger of two business in a prime location with the ability to grow, as needed.

### SOLUTIONS

- Identified potential sites outside Madrid, within the required area
- Evaluated sale and lease alternatives of existing buildings or build-to-suit options
- Negotiated an incentives package with developer

### RESULTS

- Provided report of the most representative options in the market, in all types, existing buildings, built-to-suit projects, or land available for purchase
- Advised in the configuration of the warehouse, to maximize flexibility and efficiencies
- Transaher was able to move into a new facility in a prime location





## 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 50,000 employees in over 400 offices and approximately 60 countries. In 2021, the firm had revenue of \$9.4 billion across core services of property, facilities and project management, leasing, capital markets, and valuation and other services. To learn more, visit [www.cushmanwakefield.com](http://www.cushmanwakefield.com) or follow @CushWake on Twitter.

## Cushman & Wakefield Capabilities

### Service Lines

- Agency Leasing
- Asset Services
- Capital Markets
- Facility Services
- Global Occupier Services
- Investment & Asset Management
- Project & Development Services
- Tenant Representation
- Valuation & Advisory

### Industries & Specialties

Airports	Industrial
Automotive	Land
Banking/Financial	Legal/Professional
Build-to-Suit	Life Sciences/Pharma
Data Centers	Multifamily
eCommerce	Net Lease Investment
Education	Not-for-Profit
Energy (oil & gas)	Ports & Intermodal
Food & Beverage	Rail
Global Supply Chain	Retail
Government	Technology
Healthcare	Third-Party Logistics (3PL)
Hospitality	



# WHAT WE DO

We're proud to be the partner of choice for the world's top occupiers and owners of real estate across industries and around the world.

Global trends are changing the way commercial real estate is leveraged in business today. Our clients depend on our global size and scale, comprehensive suite of services, fully integrated technology platform, industry-leading capabilities and our leadership across the major markets of the world.

## SECTORS

Airports  
Automotive  
Banking/Financial  
Build-to-Suit  
Data Centers  
eCommerce  
Education  
Energy (oil & gas)  
Food & Beverage  
Global Supply Chain  
Government  
Healthcare  
Hospitality  
Industrial  
Land  
Legal/Professional  
Life Sciences/Pharma  
Multifamily  
Net Lease Investment  
Not-for-Profit  
Ports & Intermodal  
Rail  
Retail  
Technology  
Third-Party Logistics (3PL)

## SERVICES

### Agency Leasing

- Strategic asset analysis
- Comprehensive property positioning
- Broker relationship campaigns
- Prospective tenant analysis and canvassing programs
- Letter of intent and lease negotiation
- Regular client reporting
- Coordination of additional real estate services

### Asset Services

- Engineering and maintenance
- Accounting and financial reporting
- Contract and vendor maintenance
- Lease compliance and administration
- Property management
- Construction management
- Due diligence
- Strategic account management
- Sustainability

### Capital Markets

- Investment sales
- Equity, debt, and structured finance
- Corporate finance and investment banking

### Facility Services

- Janitorial
- Maintenance
- Critical environments
- Landscaping
- Office services

### Global Occupier Services

- Strategic consulting
- Portfolio administration
- Transaction management
- Project and development services
- Integrated facilities management

*We are **confidently global** and expertly local in every facet of commercial real estate. And we are **fearless**. We believe increased business complexities generate **fresh opportunities for innovation** and new ideas to create **what's next** for owners and occupiers the world over.*

### Investment & Asset Management

- Segregated portfolio management
- Asset management
- Fund creation and management
- Indirect investing
- Fund investment strategy
- Direct and indirect exposure on both a debt and equity basis

### Project & Development Services

- Program, project, and construction management
- Development services and master planning advisory
- Procurement and bid management
- Schedule and budget management
- Cost consultancy and value engineering
- Space and occupancy planning
- Move management
- Sustainability
- Workplace consultancy

### Tenant Representation

- Strategic consulting
- Occupancy workplace strategy
- Acquisitions, dispositions, and build-to-suits
- Market, demographic, and labor analysis
- Lease restructuring; subleasing services
- Lease auditing

### Valuation & Advisory

- Appraisal management
- Diligence advisory
- Dispute analysis and litigation support
- Financial reporting
- Property tax services
- Valuation/Portfolio valuation