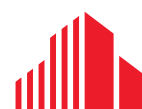


LOGISTICS & INDUSTRIAL SERVICES

2021



**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

The background of the entire page is a photograph of an industrial facility, likely a factory or refinery. It features a complex network of metal pipes, structural beams, and machinery. A large, semi-transparent red shape, resembling a stylized arrow or a large 'C', is overlaid on the left and top portions of the image, framing the text.

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 60 countries. In 2020, the firm had revenue of \$7.8 billion across core services of property, facilities and project management, leasing, capital markets, valuation and other services. To learn more, visit www.cushmanwakefield.com or follow @CushWake on Twitter.



Confidently Global, Expertly Local

BY THE NUMBERS

400
OFFICES *(approx.)*

\$7.8B*
2020 REVENUE

60
COUNTRIES *(approx.)*

4.1B
SF MANAGED

50,000
EMPLOYEES

* USD

COUNTRY COVERAGE

Argentina
Australia
Bahrain
Belgium
Botswana
Brazil
Bulgaria
Canada
Chile
China
Colombia
Costa Rica
Czech Republic
Democratic Republic
of Congo
Denmark
Finland
France

Georgia
Germany
Ghana
Greece
Hungary
India
Indonesia
Israel
Italy
Japan
Kazakhstan
Kenya
Korea, Republic Of
Lesotho
Luxembourg
Macedonia
Malaysia
Mexico

Montenegro
Namibia
Netherlands
New Zealand
Nigeria
Norway
Peru
Puerto Rico
Philippines
Poland
Portugal
Qatar
Ireland, Republic of
Romania
Russia
Saudi Arabia
Serbia
Singapore

Slovakia
South Africa
Spain
Swaziland
Sweden
Switzerland
Taiwan
Tanzania
Thailand
Turkey
Ukraine
United Arab Emirates
United Kingdom
United States
Vietnam
Zambia
Zimbabwe

Our sole focus on commercial real estate means we set the standard for best practices across the globe.

A platform for client success

Cushman & Wakefield's expertise spans the spectrum of commercial real estate services, and clients benefit from the shared knowledge, collaboration, and best practices derived from a firm powered by creative thinking, the innovative use of technology, and an unmatched passion for real estate.

SECTORS

Automotive
Airports & Ports
Banking/Financial Services
Data Centers
Education
Energy (Oil & Gas)
Food & Beverage
Government
Healthcare
Higher Education
Hospitality
Industrial
Land
Legal/Professional Services
Life Sciences/Pharma
Multi-family
Net Lease Investment Services
Not-for-Profit
Residential
Retail
Technology

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



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
- E-commerce 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



A Platform Designed for Client Success

THE AMERICAS

840+

DEDICATED LOGISTICS & INDUSTRIAL
PROFESSIONALS IN THE AMERICAS

5,839

TRANSACTIONS IN THE AMERICAS
ANNUALLY*

281.2

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

UNITED STATES

WHO'S WHO



NICOLE BENNETT
Co-Lead, Americas

ADVISORY BOARD
Industrial Services Executive
Committee



JASON TOLLIVER
Co-Lead, Americas



CAROLYN SALZER
Industrial Research



ERIN BRUNER
Marketing &
Communications



SAM COLLISON
Asset Services

UNITED STATES

WHO'S WHO

PLATFORM CO-LEADERS

Jason Tolliver

+1 317 639 0549

jason.tolliver@cushwake.com

Nicole Bennett

+1 404-918-8969

nicole.bennett@cushwake.com

INDUSTRIAL RESEARCH

Carolyn Salzer

+1 847 518 3212

carolyn.salzer@cushwake.com

MARKETING

Erin Bruner

+1 949 930 9238

erin.bruner@cushwake.com

INDUSTRIAL ASSET SERVICES

Sam Collison

+1 732 452 6161

sam.collison@cushwake.com

E-COMMERCE

Ben Conwell

+1 206 521 0249

ben.conwell@cushwake.com

FOOD & BEVERAGE

Chris Copenhaver

+1 404 853 5240

chris.copenhaver@cushwake.com

Ken Reiff

+1 916 617 4241

ken.reiff@cushwake.com

PORTS & INTERMODAL

Kevin Turner

+1 949 955 7653

kevin.turner@cushwake.com

Bill Throne

+1 757 499 2692

bill.throne@thalhimer.com

3PL

Bob Robers, SIOR

+1 404 808 7375

bob.robbers@cushwake.com

BUILD-TO-SUIT

Bayne Porter

+1 404 853 5323

bayne.porter@cushwake.com

AUTOMOTIVE

Tony Avendt

+1 248 358 6115

anthony.avendt@cushwake.com

RAIL

Michael Flynn

+1 952 837 8688

michael.flynn@cushwake.com

AGENCY LEASING

Jeff Bender

+1 513 763 3046

jeff.bender@cushwake.com

Jason West

+1 847 518 3210

jason.west@cushwake.com

INDUSTRIAL VALUATION & ADVISORY

Mike Schaeffer

+1 312 470 1870

mike.schaeffer@cushwake.com

Katie Parsons

+1 206 778 6714

katie.parsons@cushwake.com

MEXICO

WHO'S WHO



BRETT PRESTON
Ciudad Juarez



GONZALO GUTIERREZ, SIOR
Monterrey



HECTOR LEMUS
Guadalajara



ENRIQUE PORTILLO
Bajio



JOSE GONZALEZ, SIOR
Mexico City



LETICIA VALENZUELA
Mexico City



RODRIGO BAZ
Costa Rica

MEXICO CITY

Jose Gonzalez, SIOR

jose.gonzalez@cushwake.com

+52 55 8525 8092

Leticia Valenzuela

leticia.valenzuela@cushwake.com

+52 55 8525 8087

MONTERREY

Gonzalo Gutierrez, SIOR

gonzalo.gutierrez@cushwake.com

+52 81 8363 5250

BAJIO REGION

Enrique Portillo

enrique.portillo@cushwake.com

+52 55 8525 8045

CIUDAD JUAREZ

Brett Preston

bpreston@piresintl.com

+1 915 504 6788

GUADALAJARA

Hector Lemus

hector.lemus@grupotecnica.com

+52 33 3817 1745

COSTA RICA

Rodrigo Baz

rodrigo.baz@ab-latam.com

+506 4031 1040

CANADA

WHO'S WHO



TORONTO

Stefan Teague

+1 416 359 2379

stefan.teague@ca.cushwake.com

VANCOUVER & WEST REGION

Hendrik Zessel

+1 604 640 5803

hendrik.zessel@ca.cushwake.com

MONTREAL

Luciano D'Iorio

+1 514 841 3800

luciano.diorio@cushwake.com

SOUTH AMERICA

WHO'S WHO



LEONARDO RODRIGUEZ
Colombia



AURELIO YRIGOYEN
MURDOCH
Peru



MÁRIO SÉRGIO S.
GURGUEIRA
Brazil



GUSTAVO VALENZUELA
Chile



SANTIAGO ISERN
Argentina



SOUTH AMERICA

WHO'S WHO

COLOMBIA

[Leonardo Rodriguez](#)

leonardo.rodriguez@cushwake.com

+57 1 745 2038

BRAZIL

[Mário Sérgio S. Gurgueira](#)

mario.gurgueira@sa.cushwake.com

+55 11 5501 5433

CHILE

[Gustavo Valenzuela](#)

gustavo.valenzuela@sa.cushwake.com

+56 224 046 130

PERU

[Aurelio Yrigoyen Murdoch](#)

aurelio.yrigoyen@sa.cushwake.com

+51 1 223 8185

ARGENTINA

[Santiago Isern](#)

santiago.isern@sa.cushwake.com

+54 11 5555 1129



About Cushman & Wakefield

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Cushman & Wakefield Capabilities

Service Lines

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

Industries & Specialties

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