

# CAPITAL MARKETS

Cushman & Wakefield's platform capabilities reflect our recent investments to place the best teams in the industry in key markets across the globe, to provide services that not only meet your real estate goals and objectives but strategically position you for what's next in the industry. Our extensive experience completing diverse and complex transactions is a testament to our platform and ability to meet the needs of our clients through a variety of services, including:

## **INVESTMENT SALES**

We provide consistent execution and advice to our clients through an increasingly coordinated effort within and across regions. Our professionals are experts at executing single asset sales and complex portfolio transactions, and our strong local market expertise gives us a competitive edge.

## **EQUITY, DEBT & STRUCTURED FINANCE**

Our full-spectrum financial services platform provides international clients with customized and integrated capital solutions for all asset classes. A deep understanding of the capital stack allows us to structure optimal strategies and negotiate the best terms for each transaction. Through long-standing relationships and industry expertise, we provide comprehensive advice and execution services to meet our clients' needs.

## **CORPORATE CAPITAL MARKETS**

Cushman & Wakefield provides corporate occupiers and owners with real estate solutions created and executed to yield optimum results by arbitraging corporate credit and real estate market underwriting. Our customized advisory services and financing solutions provide our clients with key advantages to meet their objectives.

## **LOAN AND PORTFOLIO SALES**

Our multi-disciplinary loan and portfolio sale advisory practice represents lenders, institutional investors, special servicers, and government agencies in the sale of portfolios of mortgages and real estate assets. We deliver sales and advisory solutions through access to Cushman & Wakefield's industry leading experts - integrating sales, leasing, and finance professionals from our offices across the globe. Our transaction experience covers a broad spectrum from single credits and property sales to portfolios of loans that allow us to drive competition and provide desired execution strategies for our clients.

## **The Cushman & Wakefield Edge**

**Custom Approach**—Cushman & Wakefield designs alternative transaction structures to maximize specific objectives, evaluating and comparing options per each client's unique profile.

**Confidently Global, Expertly Local**—We partner with internal brokerage, valuation, and corporate services professionals to ensure comprehensive knowledge of market conditions and the delivery of best-in-class services. Our Global Capital Desk comprised of a syndicate of professionals in New York, London, Singapore and Hong Kong, coordinates investment offerings with global investor capital requirements.

**Vast Network of Investor Contacts**—Our experts cultivate and maintain relationships with more than 1,500 local and global capital sources to create leverage for clients, encourage competitive bidding, and drive transaction values.

**Experienced Resources**—Clients benefit from professionals with cross-industry backgrounds in corporate real estate, corporate finance, accounting, taxation, ownership, development, and strategic planning, among others.

**Client-Beneficial Combination**—We provide traditional investment banking services within the envelope of one of the largest real estate organizations in the world.