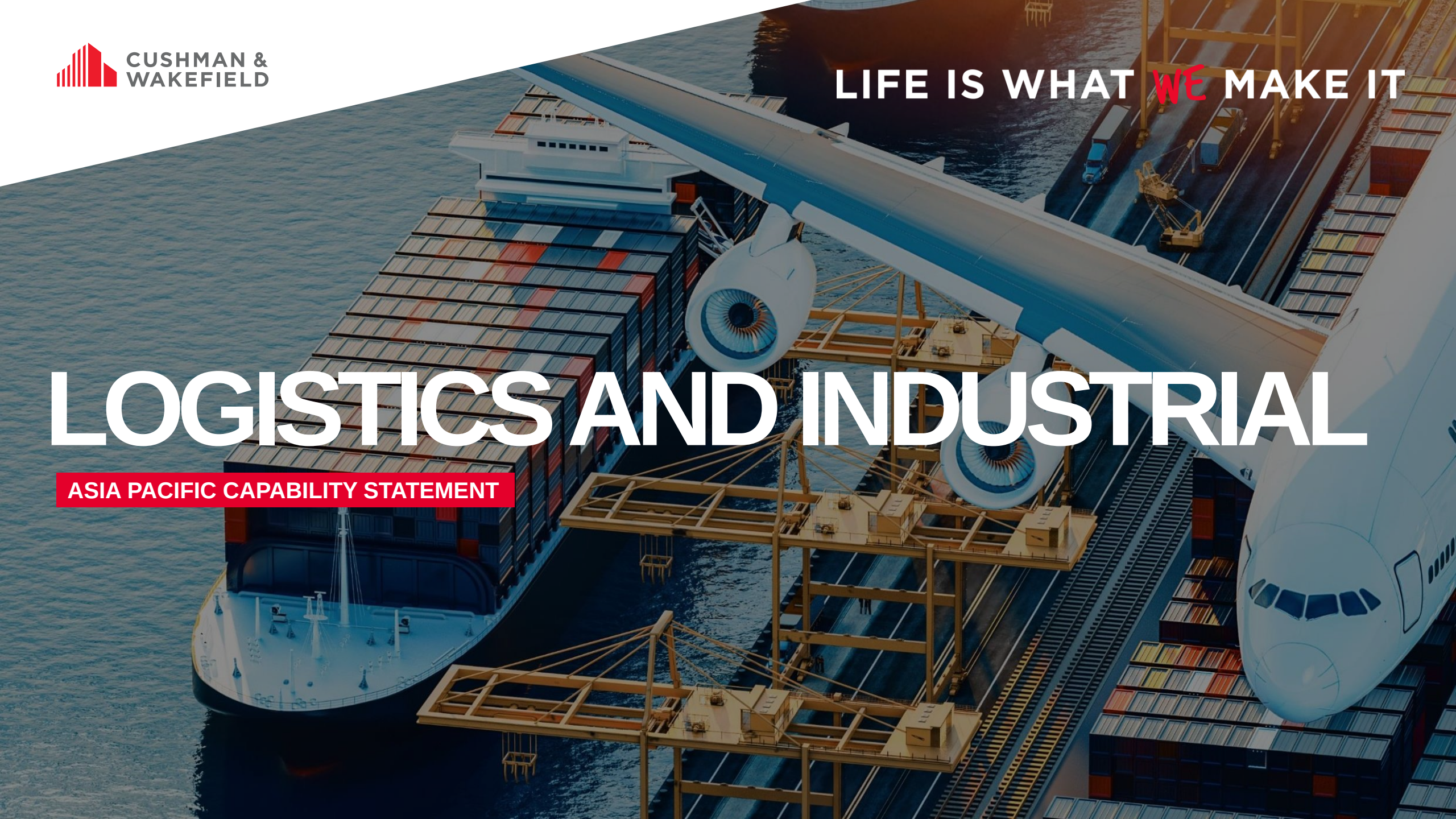
CUSHMAN & WAKEFIELD

LIFE IS WHAT WE MAKE IT

LOGISTICS AND INDUSTRIAL

ASIA PACIFIC CAPABILITY STATEMENT



01

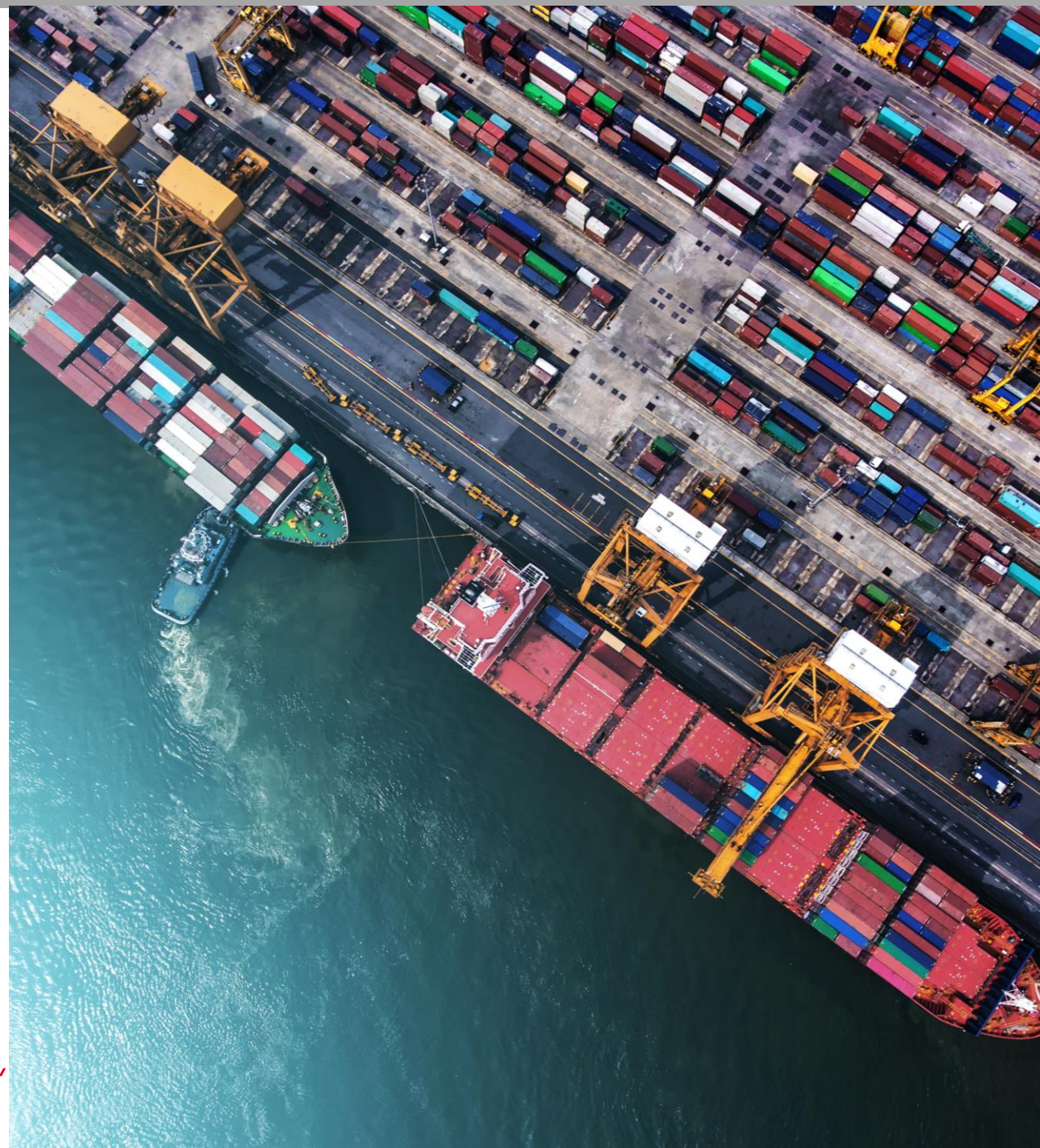
REGIONAL SOLUTIONS

UNDERSTAND. COLLABORATE. DELIVER.

ASIA PACIFIC MARKET CONDITIONS

Asia Pacific is a diverse region that brings a rich mix of mature and emerging markets, which affords industrial operators opportunities all along the value chain. Singapore, Japan and Korea offer high quality manufacturing locations, while rapidly expanding markets in Southeast Asia continue to offer a strong value proposition.

Globally, the sector is being buoyed by accelerated trends towards e-commerce, third party logistics and building supply chain resiliency. Further support is provided regionally by a growing population base and burgeoning middle class. Together these factors ensure that the industrial sector in Asia Pacific has a bright outlook.



OUR LOGISTICS AND INDUSTRIAL CAPABILITIES

Through a consistent, client-focused approach, we provide real estate strategies for manufacturing, logistics and warehousing, helping clients maximize cost-saving opportunities and improve business success. 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 alongside in-house specialists to deliver highly customised logistics and industrial real estate solutions.

Global Supply Chain Solutions (GSCS)	Supply chain network design can be complex. We have the knowledge and processes to help determine warehouse and manufacturing plant locations, how to best move product between facilities, and how to ultimately move product to market for consumption.
Build-to-Suit (BTS)	Building a new facility requires expertise in construction, project planning and execution. We help clients understand all considerations for building a new industrial facility versus choosing an existing building.
E-commerce and Electronic Fulfillment	Using the latest trends and innovative solutions for online purchase fulfillment, we provide evolving support for supply chain to meet the demands of changing consumer buying patterns.
Third Party Logistics/Fourth Party Logistics (3PL/4PL)	3PLs/4PLs are a subsector of the supply chain industry; fulfillment, logistics, and transportation services. We advise clients on how supply chains benefit from 3PL/4PL relationships, when and why to consider leveraging a 3PL/4PL firm, and how to optimise a 3PL/4PL relationship.

OUR SOLUTIONS

Our in-house logistics and industrial specialists employ a multi-disciplined approach that leverages our full spectrum of commercial real estate services across our global platform.

We deliver tailored logistics and industrial solutions for both investors and occupiers through:

- Advisory and consultancy
- In-depth market assessment and target analysis
- Strategic site selection and planning
- Asset positioning and acquisition, and disposal negotiations
- Financial modelling and occupancy cost analysis
- Multi-market account and transaction management
- Lease renewal, rent review, restructuring and surrender
- Marketing program strategy and execution

AGENCY LEASING

- Strategic assets analysis
- Comprehensive property positioning
- Broker relationship campaigns
- Prospective tenant analysis and canvassing programs
- Letter of intent and lease negotiation
- Regular client reporting

ASSETS SERVICES

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

CAPITAL MARKETS

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

FACILITIES SERVICES

- Janitorial
- Maintenance
- Critical environments
- Landscaping
- Office services
- Security
- Pest control

GLOBAL OCCUPIER SERVICES

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

INVESTMENT AND 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 AND DEVELOPMENT SERVICES

- Development services and master planning advisory
- Land acquisition and building technical due diligence reporting
- CAPEX planning and business case support
- Program, project and construction management
- Cost consultancy and budget management
- Sustainability and accreditation services
- Design and space planning
- Move management

TENANT REPRESENTATION

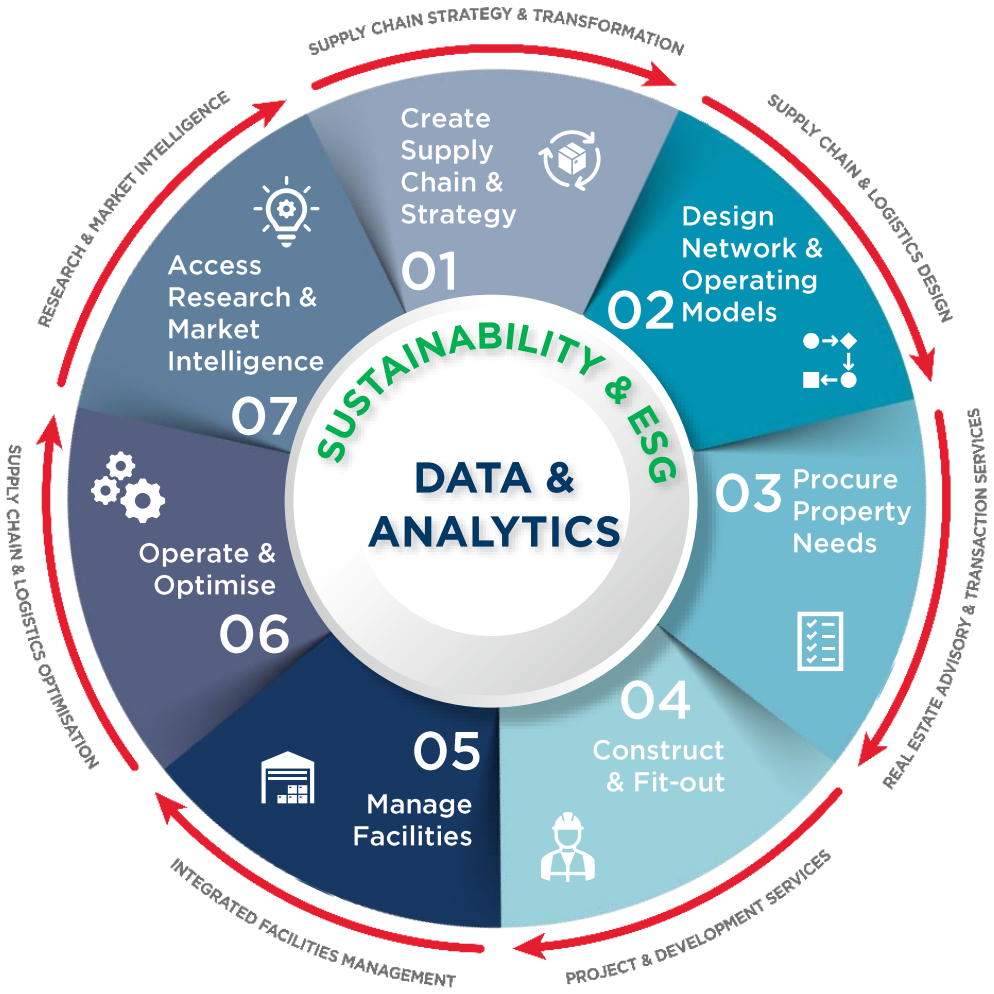
- Strategic consulting
- Occupancy workplace strategy
- Acquisitions, dispositions, and build-to-suit
- Market, demographic, and labour analysis
- Lease restructuring
- Subleasing services
- Lease auditing

VALUATION AND ADVISORY

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

SUPPLY CHAIN & LOGISTICS ADVISORY

COMBINING LEADING SUPPLY CHAIN KNOWLEDGE AND DATA & ANALYTICS EXPERTISE TO ADDRESS SUPPLY CHAIN NEEDS



SOLVING COMPLEX SUPPLY CHAIN AND LOGISTICS CHALLENGES WITH MARKET EXPERTISE AND INTELLIGENCE

Cushman & Wakefield's Supply Chain and Logistics Advisory service helps clients navigate the ever-changing supply chain, technology and real estate landscape to service their customers more profitably.

Be it planning additional capacity in manufacturing and logistics networks, responding to the growth of e-commerce, locating new sources of supply, or balancing inventory to overcome supply chain disruption, we work with our clients to help them to be more efficient in their business operations.

We tailor solutions to address our clients' supply chain and logistics need, integrating Cushman & Wakefield's expertise in logistics and industrial real estate, project management, ESG & sustainability advisory and facilities management, to deliver sustainable value to clients.

CONTACTS

Tim Foster
Head of Supply Chain & Logistics Advisory, APAC
tim.foster@cushwake.com

Abraham Joseph
Director, Supply Chain & Logistics Advisory, APAC
abraham.joseph@cushwake.com

APAC LOGISTICS & INDUSTRIAL

Regional Leads & Key Contacts

ASIA PACIFIC

DENNIS YEO
Head of Investor Services, Logistics & Industrial, APAC

SUPPLY CHAIN LOGISTICS & ADVISORY

TIM FOSTER
Head of Supply Chain Logistics & Advisory, APAC

ABRAHAM JOSEPH
Director, Analytics for Supply Chain Logistics & Advisory, APAC

BUSINESS DEVELOPMENT SERVICES

JAYNA POH
Senior Manager, Business Development Services APAC

AUSTRALIA

TONY IULIANO
International Director, Head of Industrial & Logistics, Capital Markets ANZ

ADRIAN ROWSE
National Director, Industrial & Logistics, Capital Markets ANZ

DAVID HALL
National Director, Head of Brokerage Industrial & Logistics, ANZ

GREATER CHINA

TONY SU
Managing Director, National Head of Logistics & Industrial, China

JOHN SIU
Managing Director Hong Kong

INDIA

ABHISHEK BHUTANI
Managing Director, Logistics & Industrial, India

INDONESIA

WIRA AGUS
Director, Logistics & Industrial, Indonesia

JAPAN

HIROKI TAKATSUKA
Director, Head of Logistics & Industrial, Japan

KOREA

INYOUNG RYU
Senior Director, Capital Markets, Korea

PHILIPPINES

THERESE CASTRO
Director, Tenant Solutions & Services, Philippines

SINGAPORE

BRENDA ONG
Head of Logistics & Industrial, Singapore

THAILAND

GARETH POWELL
Country Head, Thailand

KAMOLPORN (NUI) PRACHAYATHANAKUL
Director, Logistics & Industrial, Thailand

VIETNAM

TRANG BUI
Executive Director, General Manager, Vietnam

02

MARKET EXPERTISE

AUSTRALIA

E-commerce was already booming in recent years, but COVID-19 accelerated its growth as lockdown restrictions forced consumers online. E-commerce and logistics companies have fast-forwarded their expansion activities to accommodate and capitalise on the unprecedented consumer demand. Occupiers are also targeting areas with high quality transport infrastructure including ports and intermodal hubs.

2022 KEY STATISTICS

60+
Industrial professionals

$761.1M
Approximate total transaction value in US$

13.4M SF
Industrial land sold

355
Total number of transactions

24.8M
Total SF transacted

9.2M SF
Industrial space leased

TOP CLIENTS

ESR
dexus
Goodman

CASE STUDY

Client: Confidential
Location: 277 The Grand Parade, Ramsgate, NSW
Size: 47,641 SF
Service: Investment sale

Investment Sale involving the sale of a large Coles Supermarket and Car Park. The total GLA was 23,680 SF and is leased on a long-term lease to Coles at over US$620,000 per annum on a Triple Net Lease basis.

CONTACTS

Tony Iuliano
International Director, Head of Industrial & Logistics, Capital Markets ANZ
tony.iuliano@cushwake.com

Adrian Rowse
National Director, Industrial & Logistics, Capital Markets ANZ
adrian.rowse@cushwake.com

David Hall
National Director, Head of Brokerage Industrial & Logistics, ANZ
david.j.hall@cushwake.com

GREATER CHINA

Overall, China's manufacturing market was significantly impacted by COVID-19 in 2022. The pandemic in Shanghai caused serious chain reactions in manufacturing operations, given the closely linked mature supply chains in the Yangtze River Delta area. However, many industries still enjoy promising opportunities in China, including the bio-medical, pharmaceutical (vaccine, gene, antitrope, or CRO/CMO service) and cold storage sectors. The reopening policy has led to a renewed bright environment for the Industrial and Logistics market in China in 2023, with many positive factors now evident.

2022 KEY STATISTICS

70
Industrial professionals

42
Total number of transactions

$141M
Total transaction value in US$

7.2M
Total SF transacted

5.3M SF
Industrial space sold

1.9M SF
Industrial space leased

TOP CLIENTS

SANDVIK

SWEP A DOVER COMPANY

OKITA IRON WORKS CO.,LTD.

CASE STUDY

Client: Sandvik
Location: Jiading District, Shanghai, China
Size: Land area: 1,118,349 sf
Building area: 433,042 sf
Service: Sale

Successfully assisted Sandvik to complete the site selection for their new factory in East China, the disposal of the original factory, and the relocation of affiliated companies within the group —enabling Sandvik to drive their medium and long-term real estate strategies and ensuring a smooth production transition.

CONTACTS

Tony Su
Managing Director, National Head of Logistics & Industrial Property Services, China
tony.zy.su@cushwake.com

Mars Lu
Director, Head of Logistics & Industrial Property Services, North China
mars.y.lu@cushwake.com

Terry Jiang
Director, Head of Logistics & Industrial Property Services, Wuhan
terry.gj.jiang@cushwake.com

Jim Sheng
Director, Head of Logistics & Industrial Property Services, Chengdu
jim.j.sheng@cushwake.com

Tony Zhang
Director, Head of Logistics & Industrial Property Services, Shenzhen
tony.dd.zhang@cushwake.com

Billy Huang
Director, Head of Logistics & Industrial Property Services, Guangzhou
billy.wl.huang@cushwake.com

Porter Li
Associate Director, Head of Logistics ustrial Property Services, Chongqing
Potter.Li@cushwake.com

Henry He
Manager, Head of Logistics & Industrial Property Services, Xi'an
Henry.He3@cushwake.com

INDIA

The industrial sector has expanded rapidly across India's major markets. Robust growth in the e-commerce, third party logistics and pharmaceutical sectors has driven demand for warehouse space in key locations across the country. Developers have been quick to respond and kept a steady amount of supply coming to market, helping keep stability within the sector.

2022 KEY STATISTICS

50
Industrial professionals

117
Total number of transactions

3.5M SF
Industrial space leased

4M SF
Industrial land sold

TOP CLIENTS

Nestlé
asianpaints
CNH INDUSTRIAL

CASE STUDY

Mankind
Serving Life

Client:	Mankind Life Sciences Pvt. Ltd.
Location:	Halol, Gujarat
Size:	35 Acres
Service:	Land Transaction / Purchase

After a search that lasted for over 2 years, Cushman & Wakefield India were able to step in and facilitate a transaction for Mankind Life Sciences to secure location in Halol.

CONTACTS

Abhishek Bhutani
Managing Director, Logistics & Industrial
abhishek.bhutani@cushwake.com

Anjali Chandra
Associate Director, Business Development, Logistics & Industrial, Mumbai
anjali.chandra@cushwake.com

INDONESIA

Along with the opening of the border, inquiries are picking up significantly. High tech industries such as data centers, as well as the automotive industry in line with the government's support and encouragement towards electric vehicles, are still expected to be the main demand generator in 2023. On the other hand, demand for warehouses mainly comes from logistics-related firms, including e-commerce and consumer goods.

2022 KEY STATISTICS

3
Industrial professionals

5
Total number of transactions

$52M
Total transaction value in US$

3M
Total SF transacted

2.9M SF
Industrial land sold

129,167 SF
Industrial space leased

TOP CLIENTS

Microsoft

Abbott

Lonza

CASE STUDY

Client: PT Upfiled Manufacturing Indonesia
Location: Jababeka, West Java
Size: Approx. 130,000 sf
Service: Tenant Representation

The C&W industrial team obtained a lease renewal for a 4-year fixed term with an additional 4-year option to extend of a manufacturing facility in Jababeka.

CONTACTS

Wira Agus
Director, Head of Industrial & Land Sales, Indonesia
wira.agus@cushwake.com

JAPAN

The industrial market in Japan continues to be driven by several sectors including cold storage, logistics and e-commerce as the country shifts to greater online retailing. This has translated into strong demand for high quality facilities in proximity to metropolitan areas, where limited available stock is being absorbed rapidly.

2022 KEY STATISTICS

25
Industrial professionals

10
Total number of transactions

$230M
Total transaction value in US$

3.3M SF
Industrial land sold

TOP CLIENTS

ANGELO GORDON

ITOCHU

CAINZ

CASE STUDY

Property: Cainz/Itochu
Location: Kuwana, Mie
Size: 720,000 sf
Service: Acquisition/Leasing/Asset Management

C&W supported the acquisition of land, completion of leasing documentation, the construction process and will support further asset management activities after the completion in 2023.

CONTACTS

Hiroki Takatsuka
Director, Head of Logistics and Industrial, Japan
hiroki.takatsuka@cushwake.com

Hiroyuki Takayama
Head of Japan Desk
hiroyuki.takayama@cushwake.com

KOREA

Challenges in the financial market has impacted the Korean market, resulting loan market crunch, rising more challenges on loan approval. The investment barriers led to lower transaction volume than the year before. However, as 3PLs, life-science companies' demands on industrial property has been arising, strong demand for industrial assets still exists. Furthermore, as 5G capabilities, and cloud computing technologies are being crucial, further growth on the industrial sector is expected.

2022 KEY STATISTICS

16
Industrial professionals

31
Total number of transactions

$545M
Total transaction value in US$

29M SF
Total SF transacted

3M SF
Industrial Space Sold

32M SF
Industrial space leased

TOP CLIENTS

KORAMCO FUND
11
CJ
Continental

CASE STUDY

Client: 11Street Co., Ltd.
Location: Jung-gu, Incheon, Republic of Korea
Size: GFA of 626,587.78 sf
Service: Landlord & Tenant representation, Leasing advisory

As the client expanded their business into cross-border shopping, their online market share has been skyrocketed. Due to the expansion, they needed a large logistics center near Incheon. Based on the experience, we were able to propose an logistics center with high efficiency, meeting their needs.

CONTACTS

Inyoung Ryu
Executive Director
inyoung.ryu@cushwake.com

Lucas Jee
Director
lucas.jee@cushwake.com

Jiyeol Lee
Director
jiyeol.lee@cushwake.com

Hyunho Park
Senior Manager
hyunho.park@cushwake.com

Danny Park
Senior Manager
danny.park@cushwake.com

SINGAPORE

The Singapore industrial market continues to be supported by resilient demand from growth sectors such as logistics, electronics and biomedical sectors. Despite a slowing economy, industrial rents are still expected to grow in 2023 with new economy assets such as prime logistics and new business parks to lead growth.

2022 KEY STATISTICS

9
Industrial professionals

88
Total number of transactions

$185.7M
Total transaction value in US$

1.9M
Total SF transacted

450,000 SF
Industrial land sold

1.5M SF
Industrial space leased

TOP CLIENTS

CASE STUDY

Client: Analog Devices
Location: 164 Kallang Way, Solaris @ Kallang
Size: 38,965 sf
Service: New Lease

This lease transaction has a total value of US$8.9M as our team helped ADI to consolidate and relocate their subsidiary business to one single location. As there were multiple ongoing leases, our team provided Stay Versus Go analysis. C&W also helped to minimise the double rent situation by negotiating for a long rent-free fit-out period to add onto the cost savings. The team eventually secured favourable terms for a flight to quality high specifications building that meets the needs of ADI.

CONTACTS

Brenda Ong
Executive Director, Head of Logistics & Industrial, Singapore
brenda.ong@cushwake.com

THAILAND

Thailand's economy continues to maintain growth momentum as a result of the easing of COVID-19 restrictions, which enabled usual economic activities and business operations. The logistics and industrial market remained active in Q4 2022 and is expected to grow further in 2023. Around 21.5M SF of new warehouse and factory space is under construction, for completion from Q1 2023 to Q4 2024. Demand for SILPs, RBFs, and RBWs is set to expand as Thailand remains an attractive investment destination for investors. Leasing enquires are rising in multiple sectors.

TOP CLIENTS

Advanced Energy

COSMAX

2022 KEY STATISTICS

5
Industrial professionals

Over 30+ years
of combined experience in logistics & industrial sector

2.2M SF
Total SF of space advised

CONTACTS

Gareth Powell
Country Head, Thailand
gareth.powell@cushwake.com

Yupa Sathienpabayut
Head of Transactions, Thailand
yupa.sat@cushwake.com

Kamolporn Prachayathanakul
Director, Logistics & Industrial, Thailand
kamolporn.pra@cushwake.com

Phongphan Phloiphet
Associate Director, Logistics & Industrial, Thailand
phongphan.phl@cushwake.com

VIETNAM

Despite the decline in global GDP growth forecasts, Vietnam still receives optimistic forecasts from domestic and international organizations. Real estate continued to rank second in the list of industries attracting total FDI of over US$3.6 billion, accounting for 16.3% of total registered investment capital. This number nearly doubled compared to the same period last year. FDI inflows in the industrial sector continued to be the bright spot.

2022 KEY STATISTICS

3
Industrial professionals

5
Total number of transactions

$13.5M
Total transaction value in US$

220,000
Total SF transacted

800,000 SF
Industrial land sold

TOP CLIENTS

MITSUBISHI ESTATE

Abbott

FM LOGISTIC

CASE STUDY

Client: C.Steinweg
Location: Hai Phong Province
Size: 150,000 sqm land area
10,000 sqm warehouse + 20,000 sqm shipyard
Service: Disposal Service on Land &Warehouse

Assisted the client to divest of an under-utilized facility by selling to an investor with partial leaseback at the best possible price.

CONTACTS

Trang Bui
Executive Director, General Manager, Vietnam
Bui.trang@cushwake.com

John Le
Senior Manager, Logistics & Industrial, Vietnam
John.le@cushwake.com

Doan Chuong
Senior Manager, Logistics & Industrial, Vietnam
Doan.Chuong@cushwake.com

WE KEEP THE WORLD MOVING

Dennis Yeo
Head of Investor Services and Logistics & Industrial, Asia Pacific
dennis.yeo@cushwake.com

Jayna Poh
Senior Manager, Business Development Services, Asia Pacific
jayna.poh@cushwake.com

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 52,000 employees in over 400 offices and approximately 60 countries. In 2022, the firm had revenue of $10.1 billion across core services of property, facilities and project management, leasing, capital markets, and valuation and other services.

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