



Canadian Capabilities **Overview**



We are a **FORCE** for action.



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 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.



Our Business

AMERICAS

246

Offices

35,600

Employees

EMEA

110

Offices

5,400

Employees

APAC

60

Offices

9,000

Employees

*including Greater China

By The Numbers

/ 400

Offices
(approx.)

/ 60

Countries
(approx.)

/ \$7.8B*

2020 Revenue
* USD

/ 50,000

Employees
(approx.)

/ 4.1B

SF Managed



Learn more about our history



We leverage technology to efficiently and effectively grow our business and drive value for our clients.

Our Purpose

We make an Impact.

Our work creates meaningful value for our clients, our business, our shareholders, our people, our communities and world.

Our Values

We are inclusive.

We value difference and a culture where everyone belongs.

We are driven.

Drive keeps us decisive and agile.

We succeed together.

Individually, we're good, but together we're great.

We deliver insight.

We believe in ideas and strive for innovation.

Leading Position

World's Top Female Friendly Companies 2021

Forbes

America's Best Employers for Women 2021

Forbes

America's Best Employers 2019

Forbes

America's Best Employers for Diversity 2019

Forbes

Best Place to Work for LGBTQ Equality 2021

100% on the Human Rights Campaign's Corporate Equality Index

Best for Vets Employers 2020

by Military Times

Best of the Best 2020

by U.S. Veterans Magazine

2022 Military Friendly Employer

Gold Award

Top 2 Commercial Real Estate Brand

The Lipsey Company

IAOP's The Global Outsourcing 100®

World's Top CRE Advisor and Consultant

Euromoney

ENERGY STAR® Partner of the

Year Sustained Excellence Award

U.S. Environmental Protection Agency

Corporate Culture of Safety Award

National Safety Council

International Ethics Standards (IES) Coalition, Business Supporter

#1 Tenant Representation & Property Management

National Law Journal

#1 U.S. Land Sales

Real Estate Alert

#1 U.S. Development Site Sales

Real Capital Analytics

Employee Resource Groups

ASPIRE

Asians & Pacific Islanders in Real Estate | Australia & New Zealand Diversity & Inclusion Network

BUILD | Blacks United in Leadership & Development

CWFL | Cushman & Wakefield Future Leaders

HOLA | Hispanic and Latino Advancement

Inspire | EMEA-based Diversity & Inclusion Program

UNITY | LGBTQ+ Integrated Network

Veterans Initiative Program

WIN | Women's Integrated Network



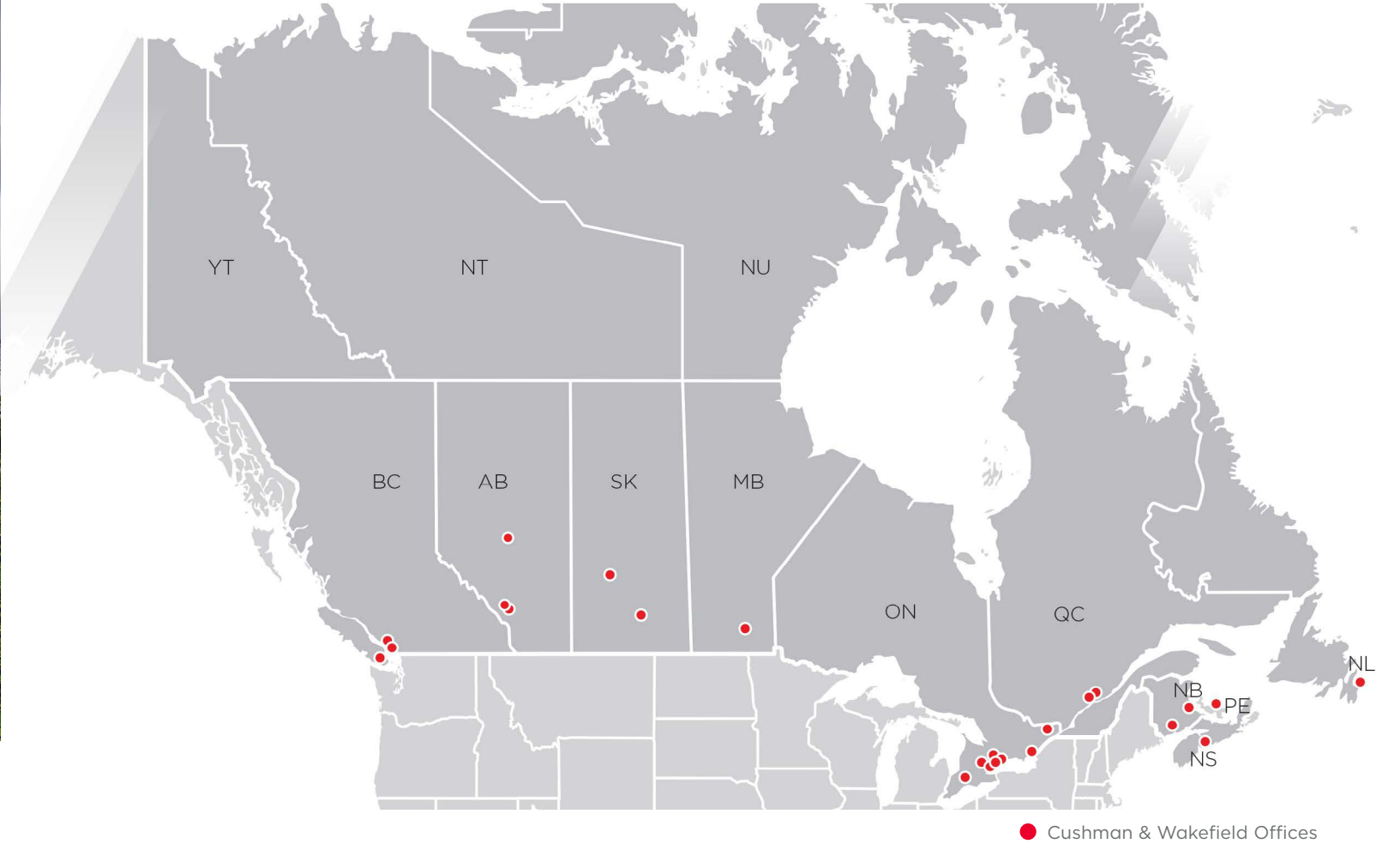
Talent and innovation have many faces. We work hard to develop and empower an inclusive culture that unleashes what's possible in every person we hire. Learn more about our diversity and inclusion efforts at Cushman & Wakefield.



An ideas
company is
by definition
**A PEOPLE
COMPANY.**

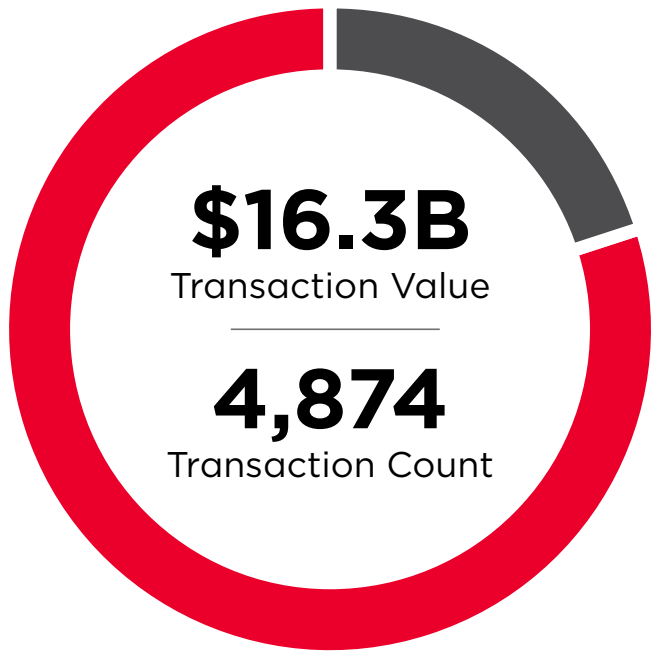
Technology supports us. Research informs us. But insights and ideas? They come from our people. We work together to deliver the insights and expertise our clients need to be ready for what's next.

Canada at a Glance



With 20+ offices across Canada, Cushman & Wakefield is strategically positioned to provide occupier and owner real estate services, regardless of client location.

The company acquired the bench strength of Royal LePage Commercial in 2005 and has since continued to expand its service offering across the country.



2021 Statistics

Investment Sales	Property Leasing
\$10.3B Value	\$6.0B Value
981 Transactions	3,893 Transactions
Property & Corporate Facilities Managed	Valuation & Advisory Assignments
98.1M SF	4,644
Loan Originations	Project Management Contract Value
\$1.75B	\$1.08B

22 / **10** / **400** / **2,846**
offices / provinces / advisors / employees

ALBERTA Calgary Edmonton*	NEWFOUNDLAND St. John's*	PRINCE EDWARD ISLAND Charlottetown*
BRITISH COLUMBIA Burnaby Vancouver Victoria	NOVA SCOTIA Halifax*	QUEBEC Montreal Central Montreal Suburban
MANITOBA Winnipeg*	ONTARIO Kingston* London* Ottawa* Toronto Central Toronto North/East Toronto West Waterloo*	SASKATCHEWAN Regina* Saskatoon*
NEW BRUNSWICK Moncton* Saint John*		

* Affiliate Offices

Core Services

Agency Leasing

Agency Leasing professionals provide strategic expertise to elevate asset awareness, leasing activity, rental rates, occupancy, and overall investment value, investment goals, tenant mix and expirations, financing structure, property positioning, building strengths, submarket conditions and competition.

Asset Services

Comprehensive property management services throughout the lifecycle of a real estate asset for corporate, institutional, and private commercial real estate investors.

Capital Markets

Capital markets expertise throughout every stage of the acquisition and sales processes, helping clients finance, raise joint venture equity, and sell investment properties to meet strategic, operational, and financial goals for their real estate investments.

Facility Services

Facility services that help clients drive down facility operating expenses, increase facility efficiency and uptime, make strategic business decisions, and create a positive occupant experience.

Global Occupier Services

Design, management and execution of custom, scalable real estate solutions that combine worldwide reach, coordinated local execution, and advanced data analytics for consistent, efficient, measurable results and performance.

Investment & Asset Management

Helping clients achieve optimum performance in their property portfolios, consistent with their risk appetites, by leveraging the knowledge base of Cushman & Wakefield's research, capital markets, and advisory services.

Project & Development Services

Effective collaboration with owners and investors on new developments and capital expenditures, and occupiers on workspace strategy, tenant improvements, move management and sustainability practices.

Strategic Consulting

Our deep expertise in areas such as workplace strategy, change management and portfolio optimization enables your organization to win new talent and achieve strategic goals.

Tenant Representation

Occupancy solutions that align needs with business strategy, financial goals, and operational objectives, and make real estate an asset that attracts and retains talent, promotes creativity and collaboration, and supports the company brand and mission.

Valuation & Advisory

Sophisticated advice on real estate equity and debt decisions to clients on a worldwide scale through valuation and advisory services relating to acquisition, disposition, financing, litigation, and financial reporting.



Click each service line to learn more

INDUSTRIES & SPECIALTIES

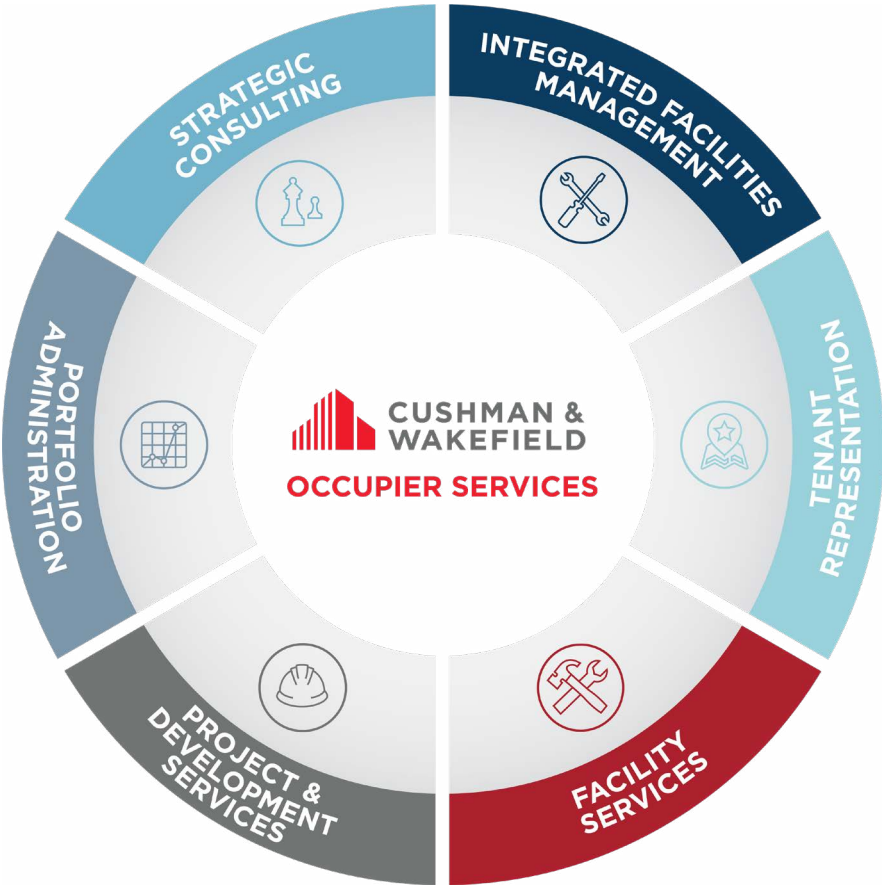
Airports	Global Supply Chain	Net Lease Investment
Automotive	Government	Not-for-Profit
Banking/Financial	Healthcare	Ports & Intermodal
Build-to-Suit	Hospitality	Rail
Data Centers	Industrial	Retail
eCommerce	Land	Technology
Education	Legal/Professional	Third-Party Logistics (3PL)
Energy (oil & gas)	Life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

Occupier Services

C&W’s Occupier Services provides a comprehensive menu of integrated real estate and facility services such as Tenant Representation, Integrated Portfolio Management, Project & Development Services, Integrated Facilities Management, Account Management Services, Transition Implementations, Consulting Services and Business Incentives.

Our occupier clients not only rely on Cushman & Wakefield to help them understand and benefit from changes in the real estate market and in and their industries, but they also look to us to provide local and global expertise. Our Occupier Services professionals provide expertise and insight in every market and deliver exceptional strength in geography, service lines, and infrastructure to ensure consistent results. We build enduring relationships by making our team an extension of our client’s business, aligning with their goals and remaining committed to maximizing bottom-line performance.

Whether large or small, Cushman & Wakefield’s Occupier Services delivers real estate solutions to companies, government groups and institutions to align real estate strategies with enterprise goals focusing on operational cost reduction, employee productivity, talent attraction and retention, risk management and speed-to-market.



Investor Services

Investor Services encompasses Capital Markets, Agency Leasing, Asset Services, Valuation & Advisory Services, and Project & Development Services to deliver integrated solutions to address our client’s most important real estate needs.

Our clients expect us to deliver a unified Cushman & Wakefield approach and advice in order to truly differentiate ourselves from our competitors. When we are able to deliver this approach, solve their problems and partner on their successes we develop a unique and long-term trusted relationship with that client.

We put the client at the center of everything we do – we ultimately bring to them knowledge, ideas, solutions, flawless execution and long-term trusted partnership they can count on.

