

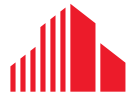
CUSHMAN &
WAKEFIELD

CBS
INTERNATIONAL

WHEN YOU THINK OF PROPERTIES



Service Book



CUSHMAN &
WAKEFIELD

CBS
INTERNATIONAL

WE COVER IT.

WHO WE ARE

CBS International GmbH is a member of Cushman & Wakefield Alliance, a leading global commercial real estate services firm for property owners and occupiers with approximately 52,000 employees in nearly 400 offices and 60 countries.

CBS International Group is managing the offices in Austria, Croatia, Serbia, Montenegro and North Macedonia

400+ employees covering the region

CBS International GmbH was established in 2023

SCOPE OF SERVICES

Brokerage Services

- ▶ Office Agency
- ▶ Retail Agency
- ▶ Industrial Agency
- ▶ Land Agency
- ▶ Capital Markets

Consultancy Services

- ▶ Valuation and Development Advisory
- ▶ Market Research
- ▶ Project Management
- ▶ Property and Facilities Management

REGIONAL COVERAGE

CBS International is managing offices in
Austria, Croatia, Serbia, Montenegro and North Macedonia

REGIONAL

5
Offices

400+
Employees

5
Countries

We believe the way we do business is as important as what we do. Our aim is to do more, try harder, think deeper and be better for our clients or, as we like to say, to **go beyond** in everything we do.



Austria

VIENNA

Schreyvogelgasse 2
cw-cbs.at

ZAGREB

80 Radnička cesta
Zagrebtower
cw-cbs.hr

Slovenia

Croatia

BELGRADE

11 Tadije Sondernmajera St
cw-cbs.rs

Bosnia &
Herzegovina

Serbia

Montenegro

HERCEG NOVI

13 Save Ilića St
cw-cbs.me

SKOPJE

15A/1-9 Partizanski
Odredi Blvd
cbsint.mk

North
Macedonia

ONE STOP PROPERTY SHOP



PROJECT MANAGEMENT

- Workplace Consultancy
- Technical Due Diligence
- Cost Analysis – Tenant Improvement Project
- Occupancy Planning
- Project Monitoring
- Move Management
- Building Assessment



PROPERTY MANAGEMENT

- Technical Maintenance
- Hygiene Maintenance and Cleaning Services
- Physical Security and Security Systems
- Vending Services and Water Dispensers
- Office Management
- Administrative and Commercial Services



OFFICE AGENCY

- Property Analysis
- Comparative Analysis
- New Lease Acquisitions
- New Lease Vs. Renewal
- Own Vs. Lease Analysis
- Renegotiation & Rent renewals
- Site Selection
- Build-to-suit Transactions
- Property Sales and Acquisitions
- Global Corporate Services
- Landlord and Tenant representation



CAPITAL MARKETS

- Advisory Services to all Types of Real Estate Investors
- Finding the Right Investment Opportunity
- Ensuring Our Clients Sell Well and Invest Wisely
- Assisting in Preparing Investment Strategies for Landlords



VALUATION AND ADVISORY

- Valuations of all types of properties: office buildings, shopping centers, hotels, residential & mixed use, industrial and logistics, development land, alternative investments and property portfolios.
- Feasibility Studies and Highest and Best-Use Studies
- Lease Vs. Purchase Analysis
- Appraisal Reviews
- Best Exit Strategy
- DCF Analysis
- Insurance Valuation
- Market Research

CLIENT



LAND AGENCY

- Handling Land Acquisitions / Dispositions
- Providing Site Selection Options

RETAIL

- Strategic advisory
- Retail lease brokerage
- Multi-store expansion strategies and roll outs
- Tenant mix definition
- Catchment area analysis
- Research, demographic and market analysis
- Property sales and acquisitions

INDUSTRIAL AGENCY

- Sale / lease of existing facilities
- Arranging build-to- suits for industrial facilities
- Providing site selection options
- Tenant mix definition
- Catchment area analysis
- Handling land acquisitions / dispositions
- Lease audit capabilities



OFFICE AGENCY



Tenant Representation

- ▶ STRATEGIC ADVISORY
- ▶ PROPERTY ANALYSIS
- ▶ COMPARATIVE ANALYSIS
- ▶ NEW LEASE ACQUISITIONS
- ▶ NEW LEASE VS. RENEWAL
- ▶ OWN VS. LEASE ANALYSIS
- ▶ RENEGOTIATION & RENT RENEWALS
- ▶ SITE SELECTION
- ▶ BUILD-TO-SUIT TRANSACTIONS
- ▶ PROPERTY SALES AND ACQUISITIONS
- ▶ GLOBAL CORPORATE SERVICES

Landlord Representation

- ▶ ASSET ANALYSIS
- ▶ COMPETITION ANALYSIS
- ▶ DEVELOPMENT PROSPECT
- ▶ PROFILE
- ▶ COMPARABLE TRANSACTIONS
- ▶ DEVELOPMENT OF PRICING
- ▶ STRATEGY
- ▶ FULL SERVICE PROPERTY
- ▶ LEASING AND MARKETING

ARE YOU READY FOR WIN-WIN SOLUTION?

Our specialist team deals in letting and acquisition of office space, the focus of our services hence being on our extensive market knowledge and experience in the field.

Can letting be handled better and give more?

Letting is a process that can be complicated by a low return or uncomplicated with good profitability. Certainly, a high degree of letting is a good thing however you cannot feel satisfied until you have the right tenants and the right conditions. It is all a question of planning, negotiating and implementation.

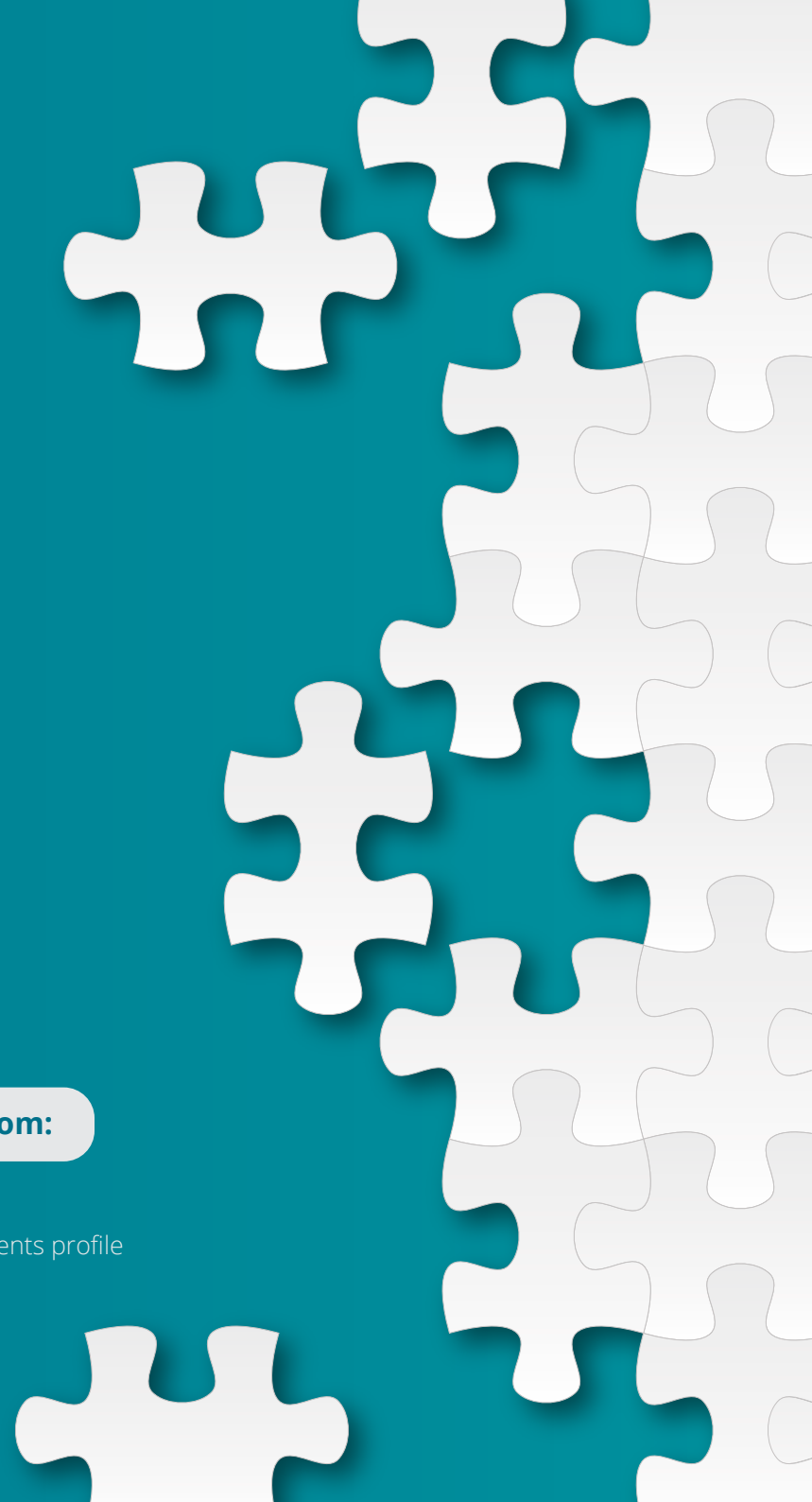
As your partner we can take care of every detail. With us as your consultant and adviser you have a great opportunity to improve your result and make letting more cost effective. We review every detail and negotiate for you so that you do not miss a single opening to create a more effective agreement.

As an owner you may benefit from:

- Optional positioning of your property through excellent market knowledge
- Processing of an individual marketing strategy for selected target groups
- Efficient realization of leasing process

As a tenant you may benefit from:

- Efficient analysis of your requirements
- Filtering offers which suit your requirements profile
- Reduced costs through space efficiency
- Targeted cost controls



RETAIL AGENCY

From Vienna to Belgrade, Zagreb and Podgorica we represent all major regional markets. Our retail team gives full support to the international investors, facilitating their market introduction, and offering variety of services ranging from advisory and tenant mix definition to office brokerage and project management.

Our goal is simple. We partner with our clients to understand their business objectives and create innovative ways to optimize the value of their real estate assets. As a truly global, full-service real estate services provider, we are uniquely qualified to handle every client request and to anticipate unarticulated needs, no matter how large or complex.

Our retail professionals are at your disposal to brief you on the latest market trends and provide you with the best offer matching your requirements.



Retail Formats

- ▶ HIGH STREET RETAIL
- ▶ SHOPPING CENTERS
- ▶ RETAIL & OUTLET PARKS
- ▶ RETAIL WAREHOUSE

Services

- ▶ STRATEGIC ADVISORY
- ▶ RETAIL LEASE BROKERAGE
- ▶ MULTI-STORE EXPANSION STRATEGIES AND ROLL OUTS
- ▶ TENANT MIX DEFINITION
- ▶ CATCHMENT AREA ANALYSIS
- ▶ RESEARCH, DEMOGRAPHIC AND MARKET ANALYSIS
- ▶ PROPERTY SALES AND ACQUISITIONS

INDUSTRIAL & LAND AGENCY

Our team has a deep understanding of current and emerging technologies, production processes and business practices. As a result, our team is able to meet the precise space utilization needs of our clients for manufacturing, assembly, research and development, distribution and warehouse facilities and land assignments

Services

- ▶ SALE / LEASE OF EXISTING FACILITIES
- ▶ ARRANGING BUILD-TO-SUITS FOR INDUSTRIAL FACILITIES
- ▶ PROVIDING SITE SELECTION OPTIONS
- ▶ HANDLING LAND ACQUISITIONS / DISPOSITIONS
- ▶ LEASE AUDIT CAPABILITIES

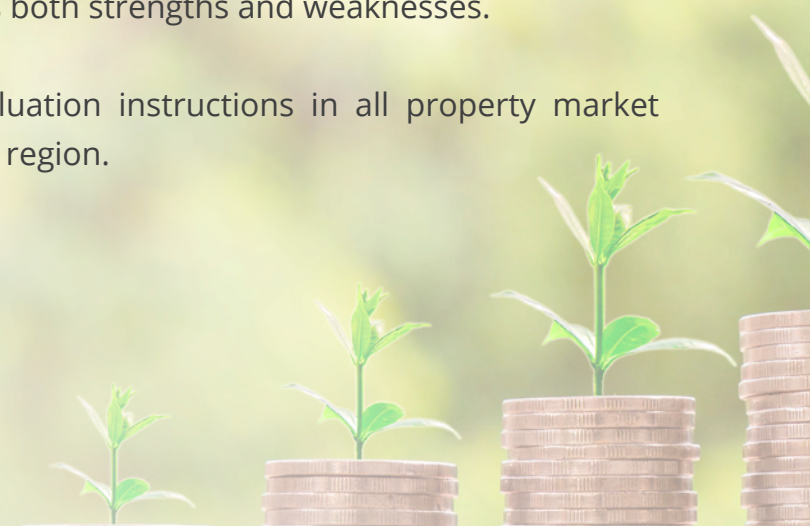
VALUATION & DEVELOPEMENT ADVISORY

Whether assessing the viability of potential acquisitions, reviewing performance of existing assets or assessing the best use of properties, our skilled property consultants give valuation and strategic advice on a wide range of capital market transactions.

Our valuations are prepared in accordance with the latest Austrian national standards and RICS Appraisal and Valuation Standards. Traditionally there are three general

approaches to valuing business assets: Replacement Cost Approach, Sales Comparison Approach and Income Capitalization Approach. Each views the valuation problem from different perspectives, considers data from different sources and has both strengths and weaknesses.

Over 10,000 valuation instructions in all property market segments in the region.



**Office
Projects**

**Industrial &
Logistics**

**Development
Land**

Hotels

**Property
Portfolios**

PROPERTY VALUATIONS

- ▶ OFFICE BUILDINGS
- ▶ SHOPPING CENTERS
- ▶ HOTELS
- ▶ RESIDENTIAL & MIXED-USE DEVELOPEMENTS
- ▶ INDUSTRIAL AND LOGISTICS FACILITIES
- ▶ DEVELOPMENT LAND
- ▶ ALTERNATIVE ASSETS
- ▶ PROPERTY PORTFOLIOS

FEASIBILITY STUDIES

HIGHEST & BEST USE ANALYSIS

DCF ANALYSIS

BEST EXIT STRATEGY

LEASE VERSUS PURCHASE ANALYSIS

APPRAISAL REVIEWS

MARKET RESEARCH REPORTS

VALUATIONS FOR FINANCIAL
REPORTING AND INSURANCE PURPOSES

Alternative
Investments

Retail Projects

Banks

Residential
Projects

MARKET RESEARCH

At CBS International, research is seen as integral to helping our clients understand market trends and using our market intelligence and strategic advice to add value to their activities. Our high quality research on business issues, economies and markets assists clients in making decisions that meet their objectives on risk and return and thus enhances their competitive position.

In-depth specialized property market overviews reflecting individual market segments and specific trends help you stay always ahead.

Our clients benefit from specialized tailor-made reports in line with the exact needs of their particular business, be it office, retail, residential, industrial or logistics segment.

We operate either independently or as part of a wider dedicated team, working on bespoke studies to meet the specific needs of occupier, developer, financial or investment clients of all sizes and in all geographies.



Market Research Coverage

- ▶ GENERAL ECONOMIC DATA AND TRENDS
- ▶ SPECIFIC PROPERTY TYPE DATA AND TRENDS, INCLUDING SALES, RENTS AND YIELDS
- ▶ DEMOGRAPHIC STUDIES
- ▶ MARKET ANALYSIS ON OFFICE, RETAIL, RESIDENTIAL, INDUSTRIAL & LOGISTICS AND HOTEL MARKETS

COMPLETE SERVICE FROM A SINGLE SOURCE

1. Preplanning

Understanding Client`s needs

Preparation of the project strategy

Selection of the possible options - sourcing out the properties that comply with the requirements

Preparation of the Technical Specifications

Market analysis in order to select developers / partners for the inquiry

2. Analysis

Collection of the offers

Properties` inspection

Weighing each offer against the defined criteria

Detailed comparison of commercial and technical terms of the offers

Meeting the landlords of the properties and presenting the offers

Evaluation of the offers in compliance with previously designed scheme

Short-listing 3-4 best offers

3. Negotiations

Preparing the strategy to approach the landlords with the objective of achieving the best possible terms for Client

Negotiations with the landlord / landlords

Evaluation of the achieved agreement terms for all selected offers / specific offer

Reaching the final decision

4. Closing

Final negotiation of commercial and technical terms of the agreement

CBS International will act as a mediator during the finalization of the contract

Signing the contract

5. Time, Budget, Quality

Space Planning Advisory

Work supervision and quality control

Control of the schedules and timetables

Financial controlling and advisory

Elimination of risk and threats

Handover process

Move Management

6. Operating

Aim is to ensure functionality of the built environment by integrating people, place, process and technology

Strategic sourcing

Operational facility management services

Emergency facility management services

Prevention and reduction of property impact factor and improvement in the safety of the tenants / residents

Brokerage Process

Project Management

Facility Management

PROJECT MANAGEMENT

DELIVERING PROJECT WITHIN THE BUDGET AND QUALITY OF TIME

The CBS International Project Management service is a truly full-service model. We oversee all aspects of project management from concept to completion.

We add the greatest amount of value to our customers when we are engaged at the conception of an idea for new space adaptation or renovation.

Project Management Services

- ▶ WORK PLACE CONSULTANCY
- ▶ TECHNICAL DUE DILIGENCE
- ▶ COST ANALYSIS - TENANT IMPROVEMENT PROJECT
- ▶ BUDGET AND SCHEDULE DEVELOPMENT
- ▶ OCCUPANCY PLANNING
- ▶ PROJECT MONITORING
- ▶ MOVE MANAGEMENT
- ▶ CONSTRUCTION MANAGEMENT OVER SITE
- ▶ BUILDING ASSESSMENT

Building a value for a client

- ▶ Ensure that the headcount fits in the building, or within the perimeters of the new project (reorganization)
- ▶ Ensure that the selected building is suitable for the work structure previously defined in the programme
- ▶ Ensure that the building corresponds in technical terms to the Client's needs
- ▶ Ensure that the estimated works budget is identified
- ▶ Ensure that the estimated fit-out schedule is identified
- ▶ Ensure that you have best possible solution of test fit
- ▶ Ensure that you will have best market prices for your fit out works and FF&E supply

FACILITIES MANAGEMENT

CBS International Facilities Management Team offers fully integrated professional facilities management services to optimise the value in workplace management. We adopt a professional model with supply-chain independence to create a flexible workplace which meets the evolving needs of the business.

Our services cover both strategic planning and day-to-day operations, particularly in relation to buildings and premises.

The Areas of Responsibilities

- ▶ PROCUREMENT AND CONTRACT MANAGEMENT
- ▶ BUILDING AND GROUNDS MAINTENANCE
- ▶ CLEANING
- ▶ CATERING AND VENDING
- ▶ HEALTH AND SAFETY
- ▶ SECURITY
- ▶ UTILITIES AND COMMUNICATIONS INFRASTRUCTURE
- ▶ SPACE MANAGEMENT



PROPERTY MANAGEMENT



If you want to maximise the value of offices, industrial buildings and shopping centers, CBS International Property Management services offers you a structured, transparent and proactive approach, technically, commercially and financially.

Only by regarding each property as unique it is possible to provide tailor-made solutions, manage risks and optimise the value of your commercial real estate.

Moreover, as a local or international client, you can benefit from the extensive market knowledge and experience that our professionals can provide.

WHAT PROPERTY MANAGER CAN DO FOR YOU?

Comercial

- ▶ MANAGING TENANCY AGREEMENTS
- ▶ MONITORING LETTING ACTIVITIES
- ▶ MAINTAINING CONTACT WITH TENANTS / USERS
- ▶ DRAWING UP AN ANNUAL PLAN FOR THE PROPERTY
- ▶ PRODUCING MANAGEMENT INFORMATION

Technical

- ▶ COMPLAINTS MANAGEMENT (24/7)
- ▶ DRAWING UP LONG-TERM MAINTENANCE BUDGETS
- ▶ OUTSOURCING AND COORDINATING MAINTENANCE WORK
- ▶ PERIODICALLY ASSESSING SERVICE AND MAINTENANCE CONTRACTS

Financial

- ▶ RENTAL INVOICING
- ▶ ACCOUNTS MANAGEMENT
- ▶ PRODUCING FINANCIAL REPORTS
- ▶ SERVICE COSTS BILLING
- ▶ PRODUCING LIQUIDITY FORECASTS
- ▶ PREPARING VAT RETURNS

CAPITAL MARKETS

For investors looking to sell or buy investment properties or portfolios, we offer comprehensive and research-driven global transaction solutions. Our investment professionals have specialised knowledge in all major property types with advisors deployed on the ground in all major markets around the world. We advise all types of investors ranging from private individuals to institutional ones.



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Cushman & Wakefield Group for Austria

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