



CUSHMAN &  
WAKEFIELD

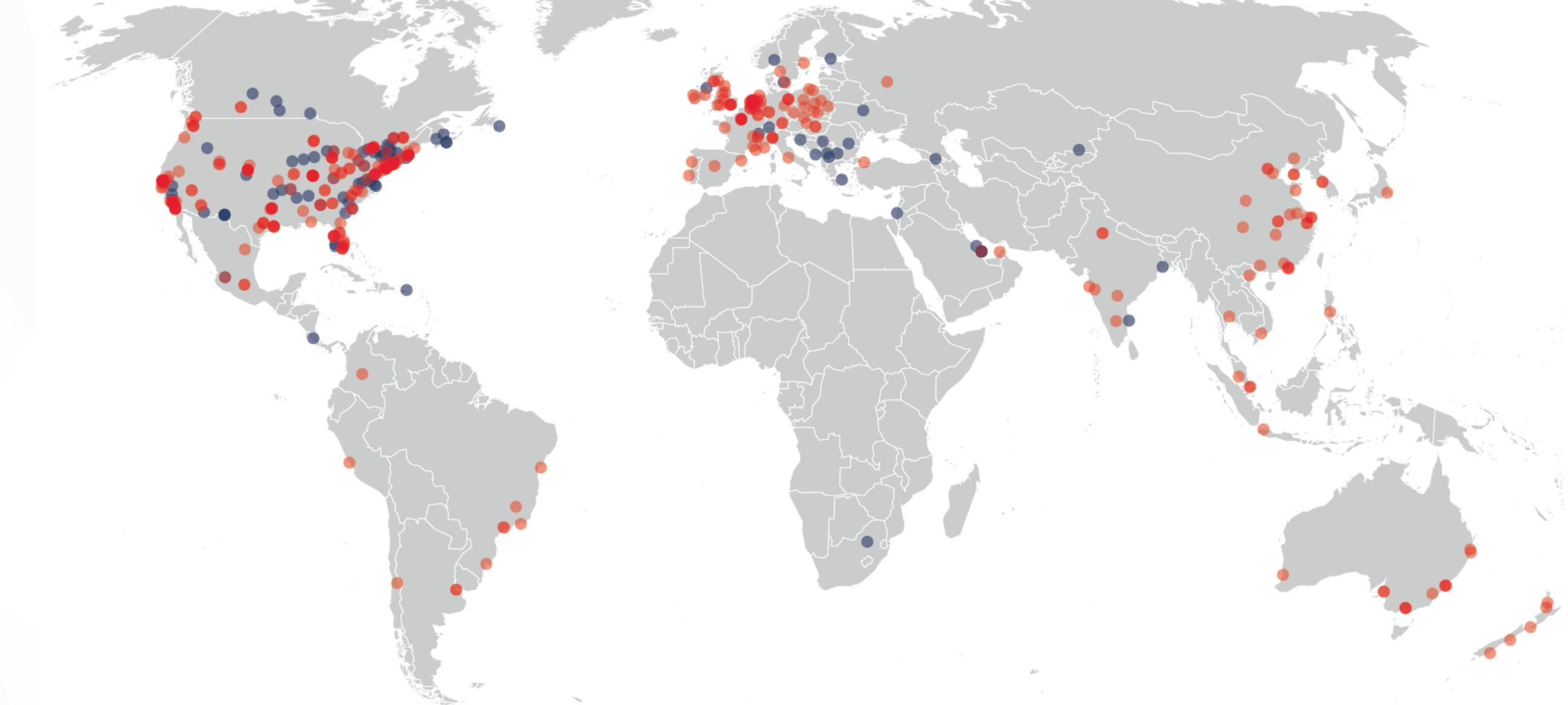
**CBS**  
INTERNATIONAL

# COMPANY INTRODUCTION & OUR SERVICE PORTFOLIO

Better never settles

# CUSHMAN & WAKEFIELD

## Key Facts

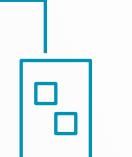


**52,000**   
Employees

**~400**   
Offices

**\$9.4**   
**Bln**  
2024 Revenue

**60**   
Countries

**400+**   
**Mln**  
sqm managed

- CBS International is an exclusive member of the Cushman & Wakefield Affiliate Network.
- Cushman & Wakefield is a global leader in commercial real estate services, dedicated to helping clients transform how people work, shop, and live.
- The company's more than 52,000 employees across 60 countries bring extensive local and global expertise that creates significant value for users and investors worldwide.
- Cushman & Wakefield ranks among the largest commercial real estate service providers, with revenue of \$9.4 billion in core service areas, including Leasing, Asset Services, Capital Markets, Facility Services (Cushman & Wakefield Services), Global Occupier Services, Investment Management (DTZ Investors), Project & Development Services, Tenant Representation, and Valuation & Advisory.
- 2017 marked Cushman & Wakefield's 100-year anniversary - a century of bringing clients' visions to life.

# CBS INTERNATIONAL GROUP

## Key Facts



**19 Years**



Market presence in the region (established 2007 in Belgrade)

**450**



Employees

**5,000+**



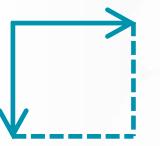
Clients

**5**



Regional Offices

**1.25 Mln sqm**



Managed Commercial Properties  
(inkl. FM, IFM und PM)

CBS INTERNATIONAL operates offices in:

- ▶ Austria, Vienna
- ▶ Croatia, Zagreb
- ▶ Serbia, Belgrade
- ▶ Montenegro, Herceg Novi
- ▶ North Macedonia, Skopje

▶ Slovenia, Bosnia & Herzegovina, and Albania are served by the Croatia and Serbia offices.

# CBS INTERNATIONAL GROUP

## Service Lines



### BROKERAGE SERVICES

Office Agency

Retail Agency

Residential Sales and Leasing

Industrial Agency

Land Agency

### ADVISORY SERVICES

ESG & Technical Advisory

Capital Markets

Valuation & Development Advisory

Asset Services

Facilities Management

Market Research

Project Management

Marketing

### Certifications

- Our ESG auditors certify according to ÖGNI, DGNB, and Klimaaktiv standards.
- Our appraisers are court-appointed and certified with CIS ImmoZert, REV, Real Estate Investment Advisor (EBS), and RICS.

# OUR CORE COMPETENCIES



1.

PROACTIVE  
MANAGEMENT



2.

RELIABLE  
REPORTING

3.

EFFECTIVE  
COMMUNICATION

# CUSHMAN & WAKEFIELD | CBS AUSTRIA

## TEAM

- Founded in 2023
- 5 Business Lines:
  - Commerical Leasing
  - Capital Markets
  - Valuation
  - ESG & Technical Advisory
  - Asset Services
- 19 experienced Employees
- Office in the heart of Vienna





# COMMERCIAL LEASING

# COMMERCIAL LEASING

## BROKERAGE SERVICE FOR OFFICE, RETAIL AND LOGISTICS



We lease office, retail, industrial, and logistics spaces in multi-tenant office buildings, business parks, as well as mixed-use commercial projects. Rely on our extensive market knowledge, our national and international network, and our broad expertise in commercial real estate leasing.

### TENANT REPRESENTATION | TENANT REP

- Site acquisition
- New lease
- Stay-vs-Go analysis
- Market soundings, data analysis, benchmarking
- Identification of potential & opportunities
- Lease extension
- Lease renegotiation

### LANDLORD REPRESENTATION | LANDLORD REP

- Professional Property Leasing
- Real Estate Marketing
- Strategic Consulting
- Competitive Analysis
- Comparable Transactions
- Development of a Rental Pricing Strategy
- Project Development Consulting

A large, stylized graphic element consisting of two teal-colored numbers. The first number is '0', which is a white circle with a teal border. The second number is '2', which is a white '2' shape with a teal border. The numbers are positioned side-by-side.

**CAPITAL  
MARKETS**

# CAPITAL MARKETS

## ADVISORY FOR INVESTMENT TRANSACTIONS



For investors buying or selling individual properties or portfolios, we offer comprehensive and data-driven transaction solutions – worldwide. Our investment professionals possess specialized expertise and years of experience across all relevant asset classes, with our advisors active in all global real estate markets.

### CORE COMPETENCIES

- Investment Sales (Buy-Side & Sell-Side Sales)
- Corporate Capital Markets
- Investment Advisory

### ADVISORY SERVICES

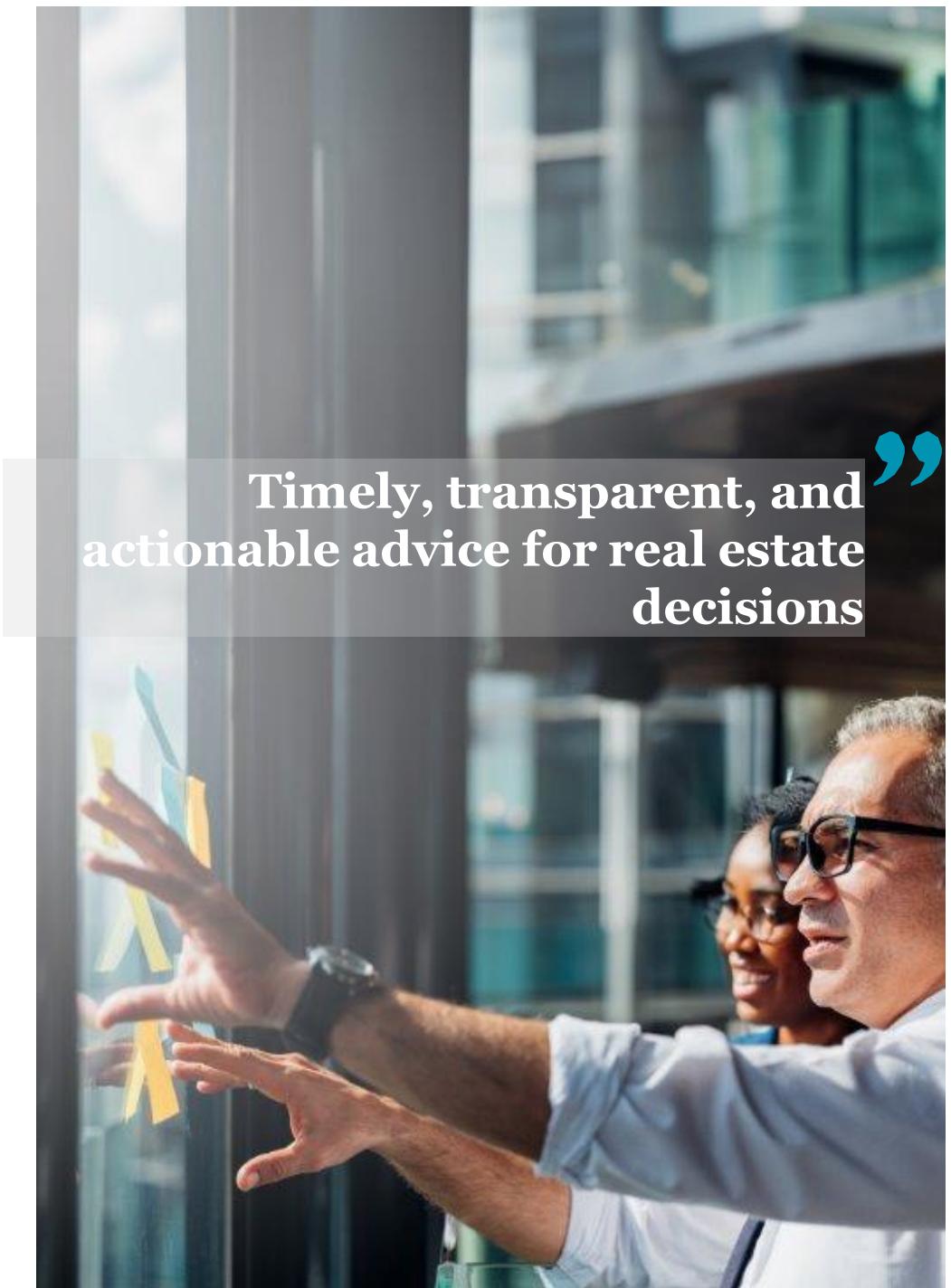
- Strategy
- Research
- Benchmarking
- Marketing
- Reporting
- Project Development
- Special Properties
- Corporate Portfolios



# VALUATION ADVISORY

# VALUATION ADVISORY

## REAL ESTATE VALUATIONS



Accurate and reliable valuations are fundamental for successful real estate investment. They enable investors to make informed decisions, better assess risks, and realistically determine the value of their assets.

A team of RICS-certified appraisers and court-appointed experts ensures high credibility and professional expertise. There are no value limitations for conducting real estate valuations across all asset classes.

### CORE COMPETENCIES

- Real Estate Valuations
- Feasibility Studies
- Highest & Best Use Analysis
- DCF Valuation (Discounted Cash Flow)
- Disposal Analysis
- Acquisition Analysis
- Plausibility Checks
- Market Research
- Valuations for Corporate Purposes

### ASSET CLASSES

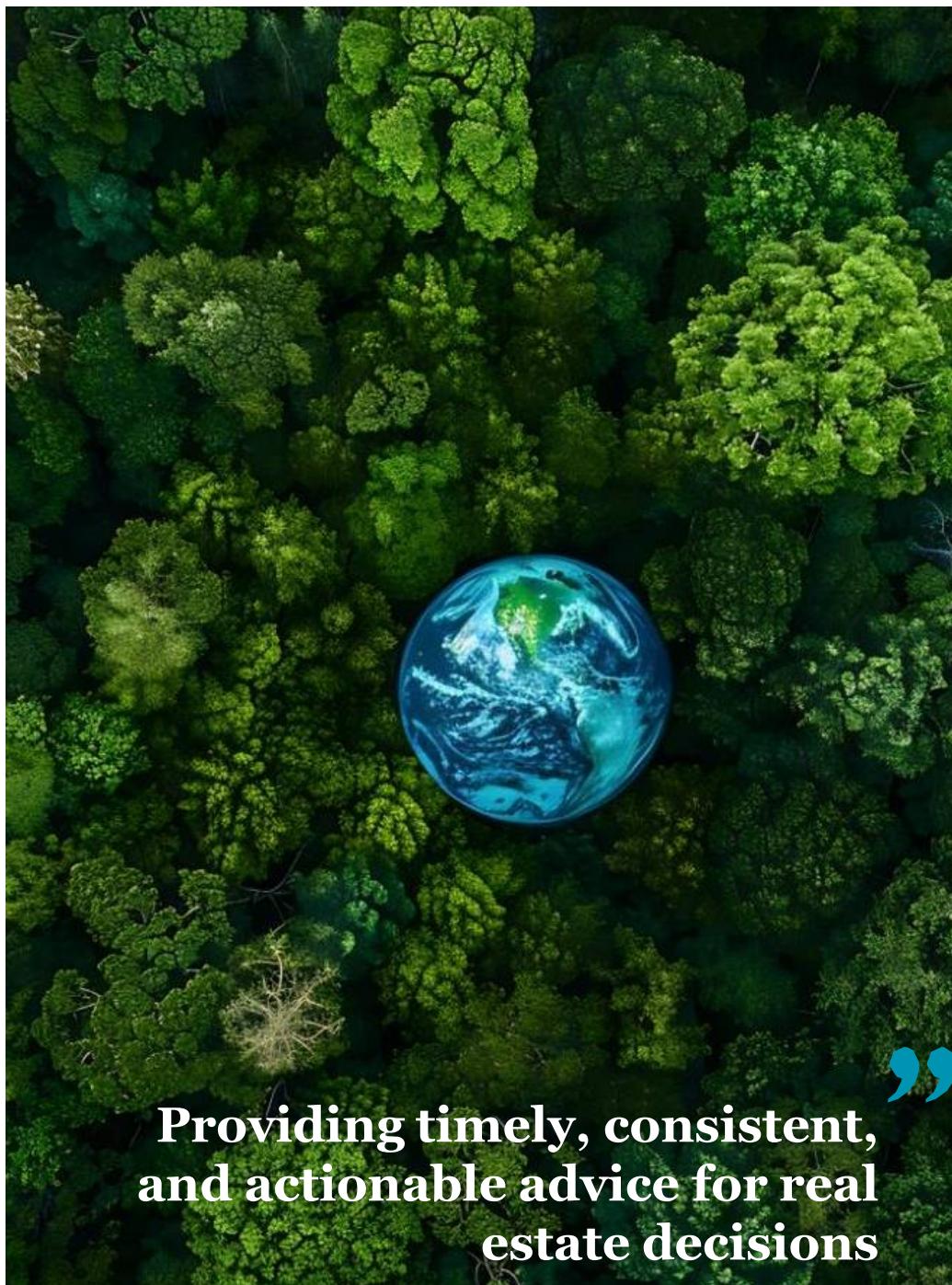
- Office Buildings
- Shopping Centers
- Hotels
- Residential Properties and Developments
- Industrial and Logistics Properties
- Project Developments
- Special Properties
- Corporate Portfolios



**ESG &  
TECHNICAL  
ADVISORY**

# ESG & TECHNICAL ADVISORY

## CONSULTANCY ON ESG & TECHNICAL PROJECTS



In the field of ESG consulting, we assist you in integrating environmental, social, and governance goals into your real estate and investment strategies.

We help you with the targeted decarbonization of your properties, funds, or business to minimize your ecological footprint and ensure long-term sustainability.

### Service Packages

- Creation of ESG Due Diligence (DD) reports
- EU-Taxonomy compliance assessments
- Climate risk analyses and climate adaptation measures
- Energy audits and energy flow evaluations
- Preparation and analysis of consumption data
- CRREM – Calculation, tracking, and optimizations
- Integration of measures to reduce greenhouse gas intensity and energy intensity
- Implementation of sustainable energy solutions such as PV, e-mobility, etc.
- Optimized investment planning for subsidies
- Creation of datasets for reporting requirements under SFDR, CSRD, GRESB, etc.
- Certifications according to ÖGNI, BREEAM, LEED, and Klimaaktiv



**ASSET  
SERVICES**

# ASSET SERVICES

## ASSET AND PROPERTY MANAGEMENT



**Our Asset & Property Management services cover the full lifecycle of real estate – from commercial and technical management to ESG reporting and strategic planning.**

**We tailor our approach to each client's goals to ensure efficiency, performance, and long-term value creation.**

### Asset Management Services

- Interface between fund and property management
- Development of asset strategies
- Lease negotiation and leasing agent coordination
- Customized reporting for owners and funds
- Coordination of property valuations
- Management of target rents
- Budgeting and long-term maintenance planning
- ESG reporting and action planning
- District, tower, and center management
- Marketing

### Property Management Services

- Landlord representation
- Implementation of asset strategies
- Lease administration
- Service charge and operating cost management
- Coordination of service providers
- Budgeting and cost control
- Ensuring compliance with safety and operational obligations
- Maintenance management
- Interface between tenants and landlords
- Property accounting
- Monitoring of payment deadlines

WE  
DIDN'T  
COME  
THIS FAR  
JUST TO  
COME  
THIS FAR.

Better never settles



**MICHAEL CSISZAR**  
MANAGING DIRECTOR  
COUNTRY MANAGER AUSTRIA

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