



COMPANY INTRODUCTION & OUR SERVICE PORTFOLIO

Better never settles

CUSHMAN & WAKEFIELD

Key Facts

52,000



Employees

~400



Offices

**\$9.4
Bln**



2024 Revenue

60

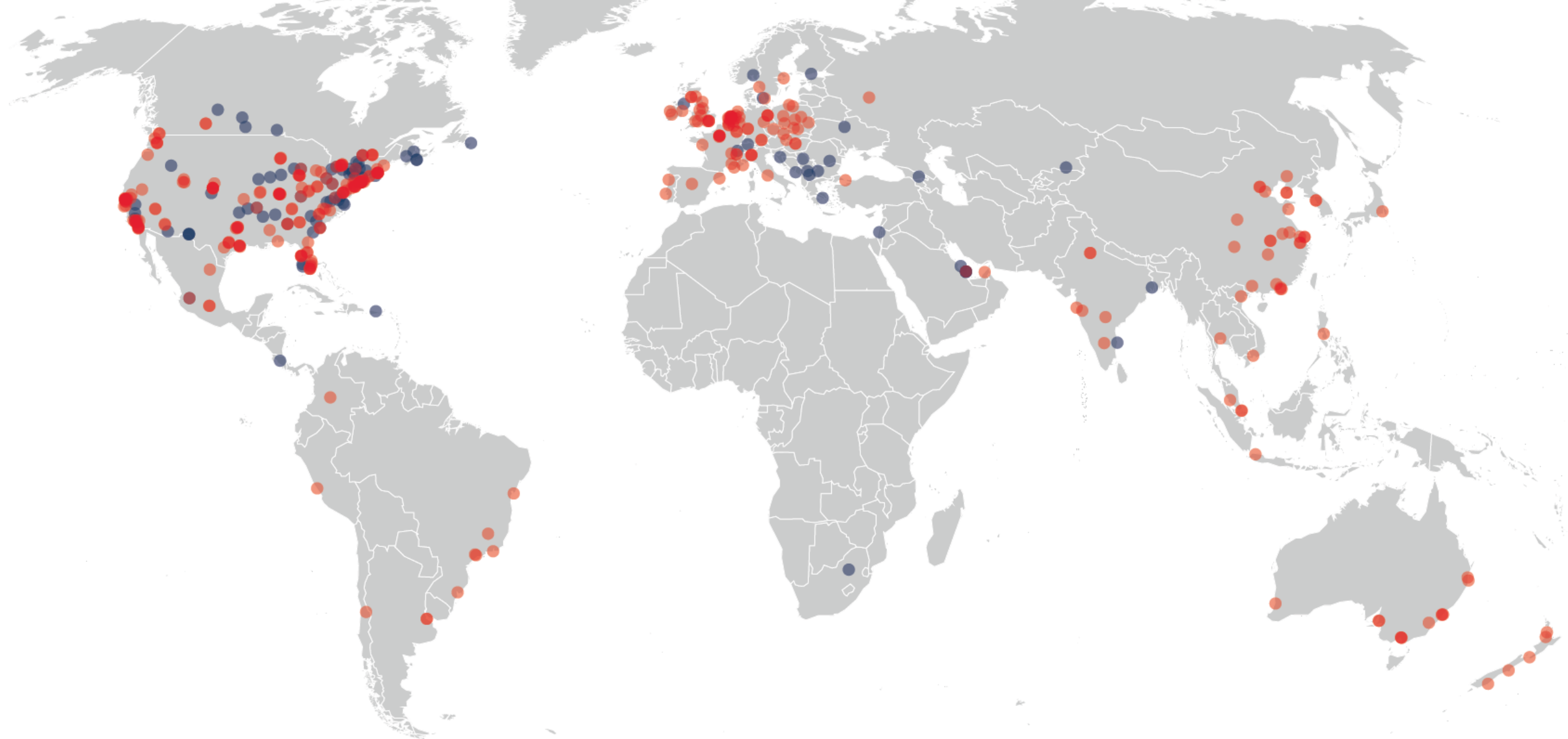


Countries

**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



CUSHMAN &
WAKEFIELD

CBS
INTERNATIONAL

19 Years



Market presence in the region (established 2007 in Belgrade)

450



Employees

5



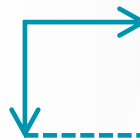
Regional Offices

5,000+



Clients

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



CUSHMAN &
WAKEFIELD

CBS
INTERNATIONAL



2.

RELIABLE
REPORTING

3.

EFFECTIVE
COMMUNICATION

CUSHMAN & WAKEFIELD | CBS AUSTRIA

TEAM

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



01

COMMERCIAL LEASING

COMMERCIAL LEASING

BROKERAGE SERVICE FOR OFFICE, RETAIL AND LOGISTICS



National and international network as well as broad expertise

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

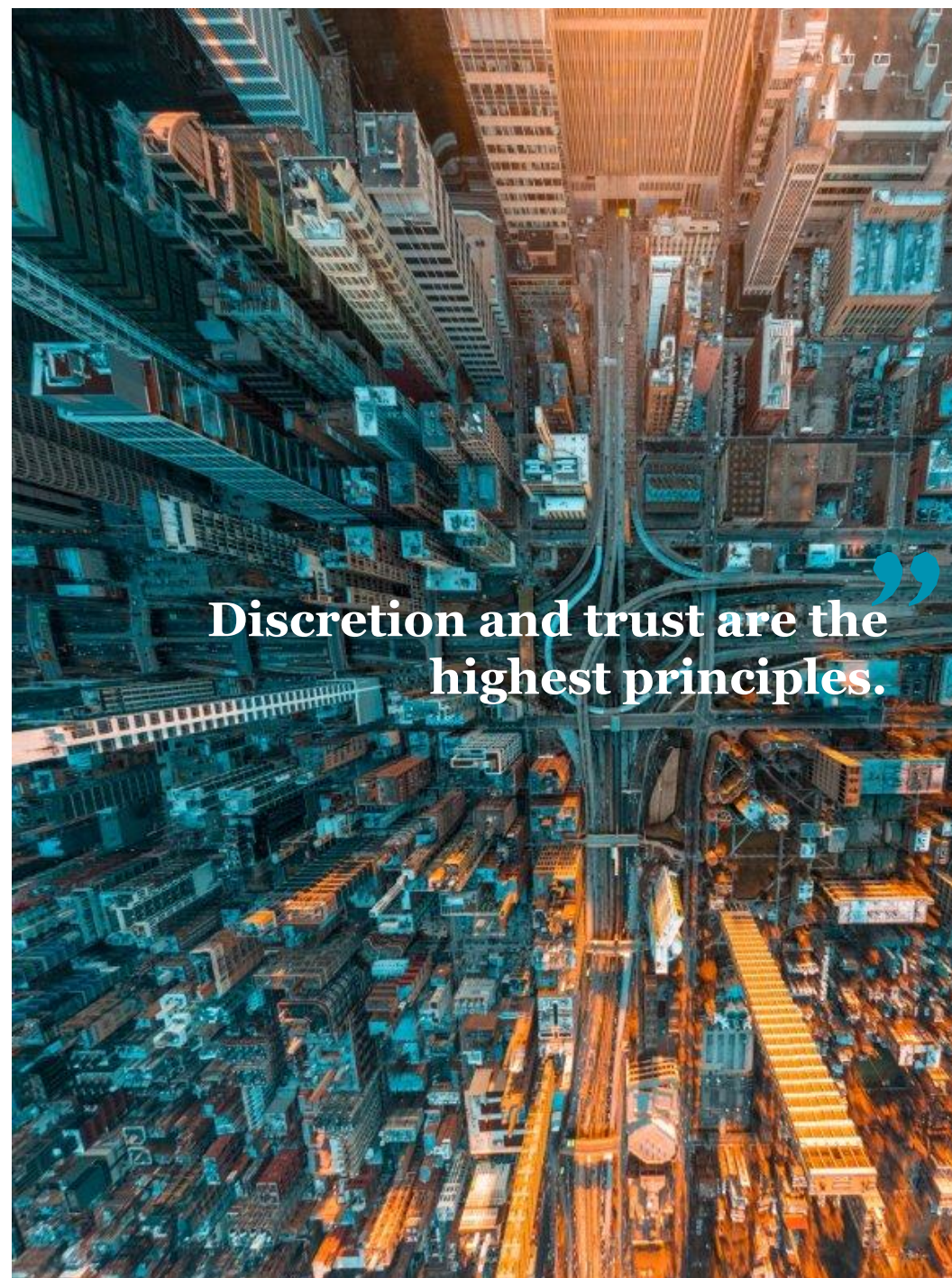
- Professional Property Leasing
- Real Estate Marketing
- Strategic Consulting
- Competitive Analysis
- Comparable Transactions
- Development of a Rental Pricing Strategy
- Project Development Consulting

Q2

**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

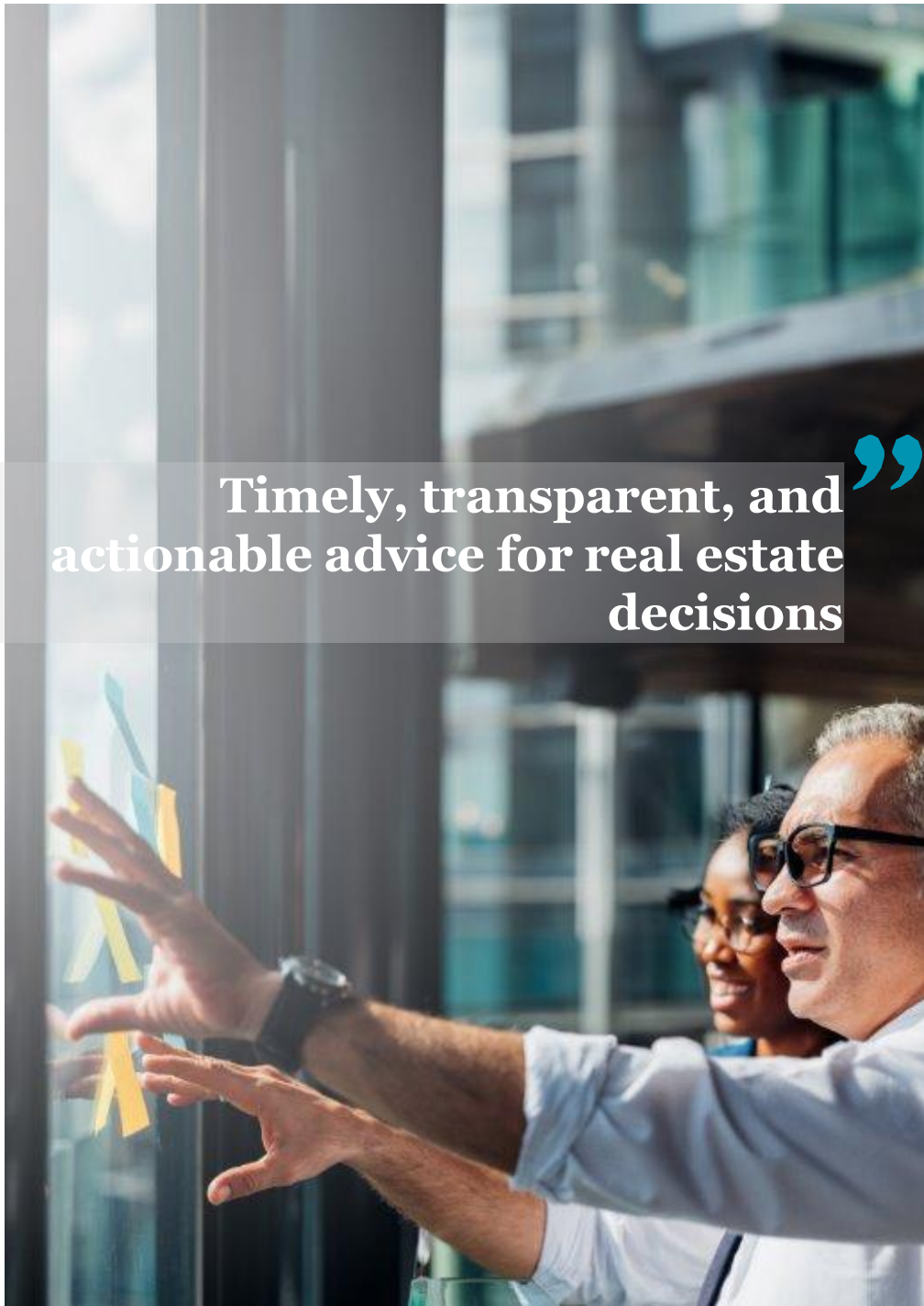
- Strategy
- Research
- Benchmarking
- Marketing
- Reporting
- Project Development
- Special Properties
- Corporate Portfolios

03

VALUATION ADVISORY

VALUATION ADVISORY

REAL ESTATE VALUATIONS



Timely, transparent, and actionable advice for real estate decisions”

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

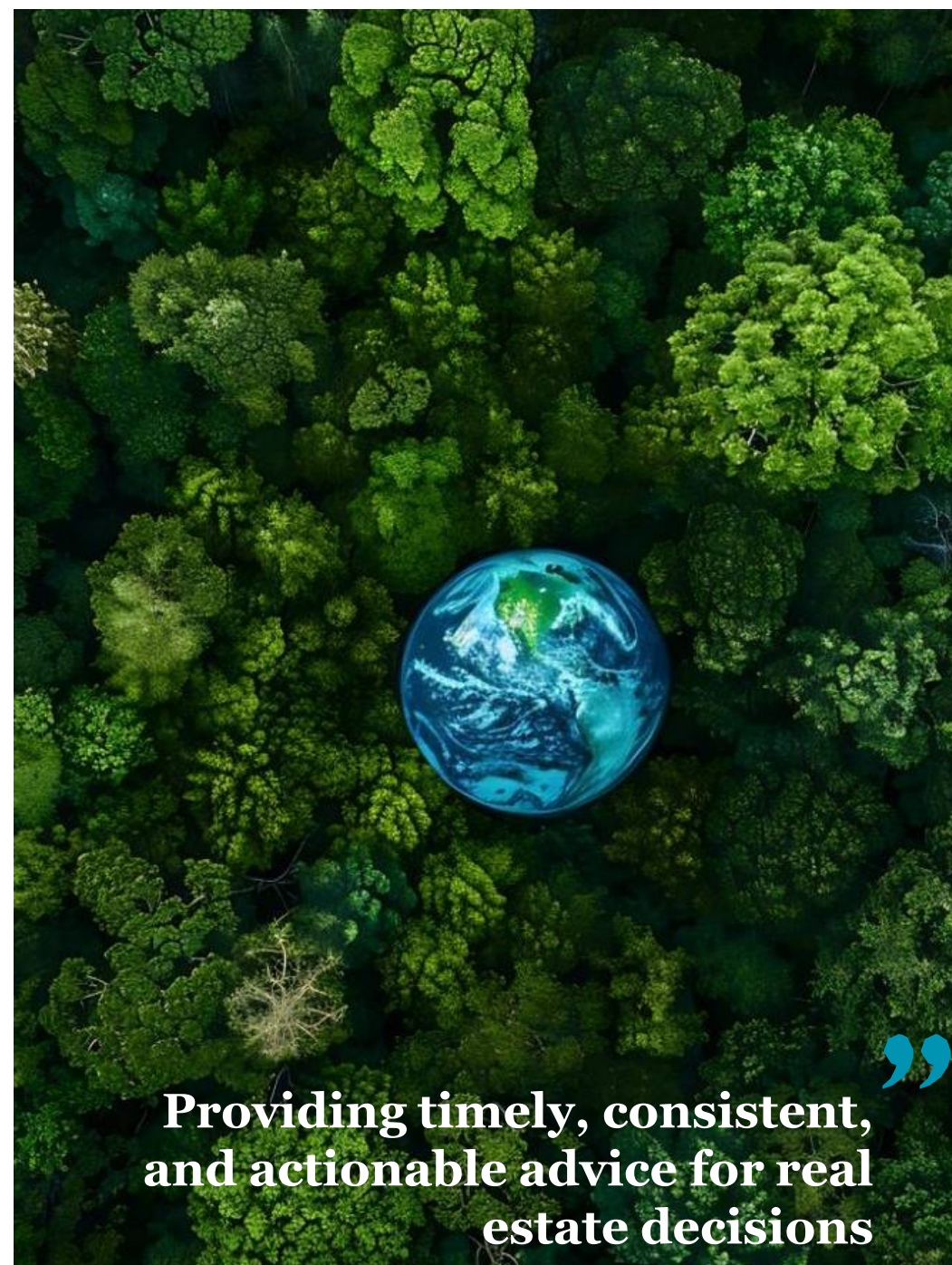
A modern living room interior featuring a blue sofa, a grey armchair, a white planter with a green plant, and a light wood floor. A large teal number '04' is overlaid on the right side of the image.

04

**ESG &
TECHNICAL
ADVISORY**

ESG & TECHNICAL ADVISORY

CONSULTANCY ON ESG & TECHNICAL PROJECTS



**Providing timely, consistent,
and actionable advice for real
estate decisions**

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

A photograph of a modern office interior. In the foreground, there are two long white desks with black legs. Several black office chairs with wheels are positioned around the desks. On the desks, there are computer monitors, keyboards, and other office supplies. In the background, there are large windows with white frames, looking out onto a city street. A potted plant sits on a small white cabinet near the windows. The floor is made of light-colored wood. A large, semi-transparent blue number '05' is overlaid on the right side of the image.

05

**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

Cushman & Wakefield | CBS International GmbH
Schreyvogelgasse 2, 1st floor
1010 Vienna | Austria

Email: michael.csiszar@cw-cbs.at
Mobile: +43 664 40 45 274

You can find more information at www.cushmanwakefield.com and www.cw-cbs.at and visit us on:



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