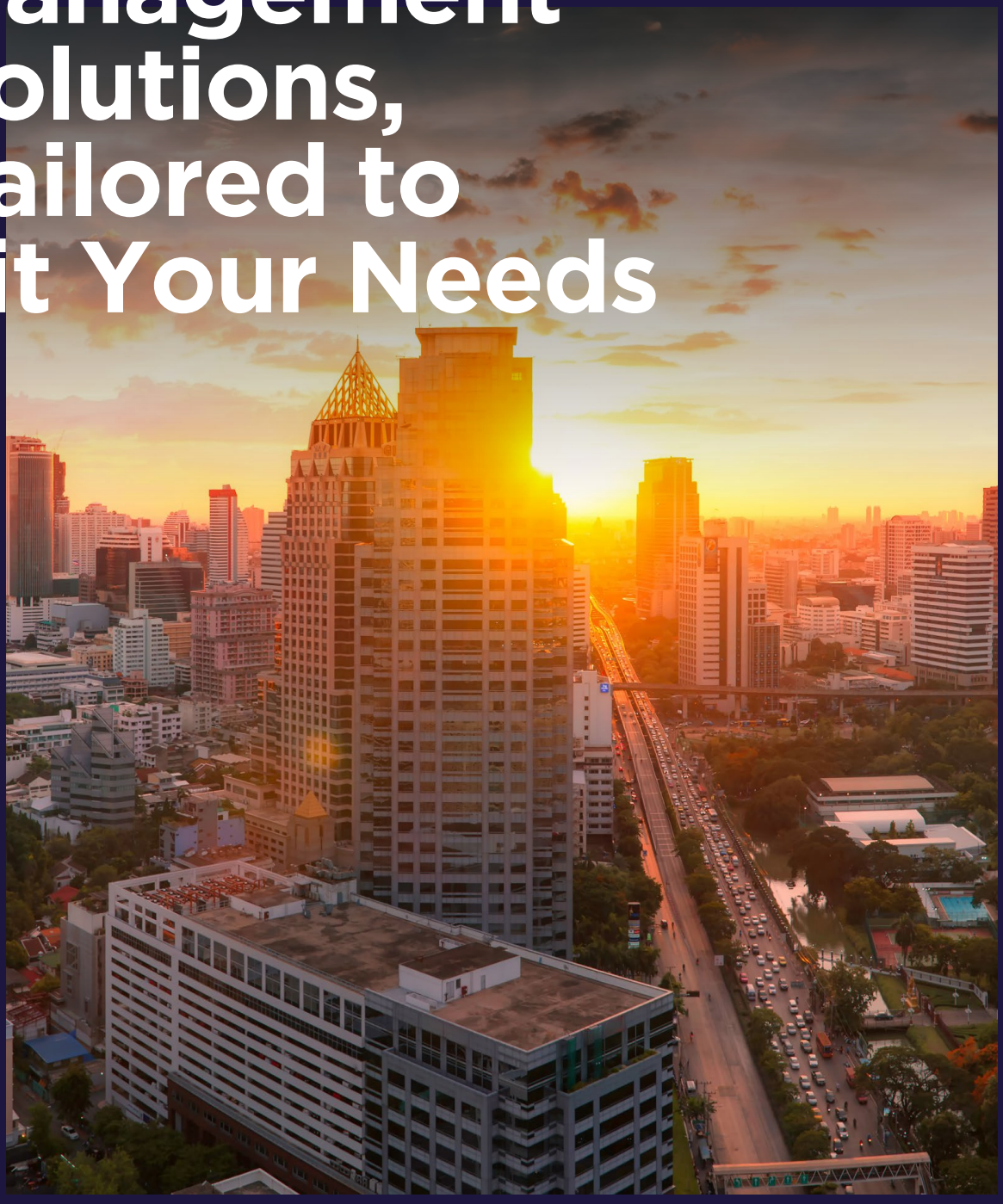
Asset Management Solutions, Tailored to Fit Your Needs



C&W ASSET MANAGEMENT SOLUTIONS

CUSHMAN & WAKEFIELD

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Asset Management Solutions, your way.

In a market shaped by constant change, asset owners need flexibility without sacrificing discipline, transparency or control. That's how Cushman & Wakefield's Asset Management Solutions platform is designed to perform.

We offer scalable engagement models—from full-service asset management to targeted consulting, interim support, buy-side advisory and special projects—allowing clients to engage precisely where and when they need us.

With an open-architecture approach and an owner's perspective, we act as an extension of your team. We coordinate the right partners, support or lead strategy and planning, and ensure execution stays aligned with your objectives.

Backed by deep expertise across major asset classes and the scale of Cushman & Wakefield's global platform, we help clients navigate complexity and execute with confidence—on their terms.

Designed to deliver. Built to adapt.

Markets shift. Capital structures evolve. Static asset management and narrowly defined models don't endure in a market that never stands still. What does endure is the ability to adapt—without losing focus, rigor or momentum.

Client needs change by asset, portfolio structure, capital position and market cycle. Our Asset Management Solutions platform is designed to perform across that complexity, flexing as conditions evolve while keeping execution decisive and intentional.

Across every assignment, we apply experienced judgment and disciplined oversight to turn change into progress—ensuring strategies continue to perform as markets, priorities and circumstances evolve.

Across every engagement, we lead with accountability, transparency and an ownership-aligned mindset—scaling our involvement to complement each client's strategy and preferred level of engagement.

Driving performance across strategies & market cycles.

We support a wide range of mandates, including:

- **Full-service equity asset management** for institutional owners, sovereign wealth funds and investment platforms
- **Targeted assignments** supporting portfolio and asset acquisitions
- **Platform- and sponsor-level investments** requiring dedicated asset oversight
- **Situations requiring additional diligence, transition or oversight support**, including coordination with lenders and special servicers

Equity Asset Management

Large German Fund Sponsor | $3 Billion U.S. Office Portfolio
Asset management across 13 Class A office assets for a cross-border European institutional investor. Business plan implementation, leasing and capital oversight and reporting delivered in coordination with sponsor leadership.

Institutional & Family Capital | Multi-Sector Portfolios
Asset management across institutional and private ownership platforms. Operating performance, capital allocation, leasing strategy, and portfolio growth delivered in partnership with ownership.

Acquisition Advisory & Transaction Support

Cross-Border & Institutional Investors | Multi-Sector U.S. Portfolios
Objective advisory through pre-LOI underwriting, due diligence and closing, transitioning seamlessly into post-closing asset management.

Strategic Advisory & Special Situations

Fund Sponsors, Sovereign Wealth, Pension Funds & Institutional Clients | Multi-Sector U.S. Portfolios
Independent underwriting, assumption validation, market analysis, and downside scenario work. Supporting clients through due diligence, investment committee preparation and decision-making.

Distressed, Lender-Driven & Receiverships

Lenders, Special Servicers & Institutional Investors | Multi-Sector Portfolios
Asset management across distressed situations, including deed-in-lieu transfers, lender-to-equity transitions, and receiverships. Forensic due diligence, NOI analysis, stabilization and disposition strategy. Two team members are court-appointed receivers.

We support institutional owners and global investors through asset management, strategic advisory, special situations, investment analytics and transaction execution across portfolios.

Representative Assignments

Proven execution. Institutional scale.

Our platform is built on enduring client partnerships and proven execution—delivered consistently.

75+
PROPERTY COUNT

$6B+
ASSET VALUE

11.5M+
SQUARE FEET

Office, Industrial, Retail, Multifamily and Self-storage as of Q2 2026

How We Deliver

Asset Management sets strategy, drives the asset plan and directs performance; Property Management executes day-to-day operations.

Our Capabilities

Strategy & Planning

- Collaborate with clients to define asset- and portfolio-level strategy aligned with ownership objectives
- Lead the development and refinement of asset business plans with clear performance targets
- Coordinate and align property managers, leasing brokers and advisors to support execution and accountability

Asset Oversight & Value Creation

- Partner on leasing strategy to drive occupancy, rent growth and NOI
- Review lease terms, tenant mix and market positioning to optimize cash flow
- Monitor operating performance and OpEx trends against plan
- Identify and implement value-enhancement initiatives, including ESG programs evaluated on return

Capital & Risk Management

- Work with clients to guide CapEx planning, budgeting and capital deployment
- Evaluate timing, return expectations and downside risk across scenarios
- Support disciplined oversight and proactive issue resolution to protect asset value

Investment & Transaction Advisory

- Provide underwriting, cash-flow modeling and scenario analysis
- Advise on buy, sell, hold, recapitalization and portfolio strategies
- Support acquisitions, portfolio diligence and lender coordination as needed

Reporting & Analytics

- Deliver decision-ready reporting through integrated analytics platforms
- Analyze cash flow, NOI trends and forward projections
- Apply predictive analytics to identify operating and maintenance risk before capital impact
- Integrate platforms such as COVE to automate work orders, improve response times and deliver owner-ready transparency reporting

Our services can be leveraged on a short-term, project-based or ongoing basis, allowing clients to engage us on their terms.

Our Standards

The principles behind every engagement.

Our work is guided by a consistent set of principles—applied deliberately and without exception.

Capital-first thinking

Every assignment begins with a clear view of how value is created and a commitment to maximizing its full potential.

Risk awareness, not hindsight

Risk is identified early and managed actively, with eyes forward.

Thoughtful decision-making

Data informs direction; experience and judgment shape the call.

Clear lines of accountability

Roles, responsibilities and expectations are defined upfront and carried through execution.

An owner's perspective

We approach each engagement with the care, responsibility and long-term view of ownership.

The Cushman & Wakefield Edge

WHERE EXPERIENCE SHARPENS DECISION-MAKING.

Experienced Team

Seasoned asset management professionals bring clarity, judgment and perspective earned through complex, real-world execution.

Information Access & Analysis

Exclusive data, market intelligence and global reach translate insight into advantage—when and where it matters.

Flexible, Scalable Services

Engage us ad-hoc or across the full platform. We scale alongside client needs—without compromising rigor or quality.

Advanced Analytics/ Best-In-Class Technology

Real-time data and decision-ready analytics support sharper judgment and stronger performance.

Cost-Efficient, Client-Centric Delivery

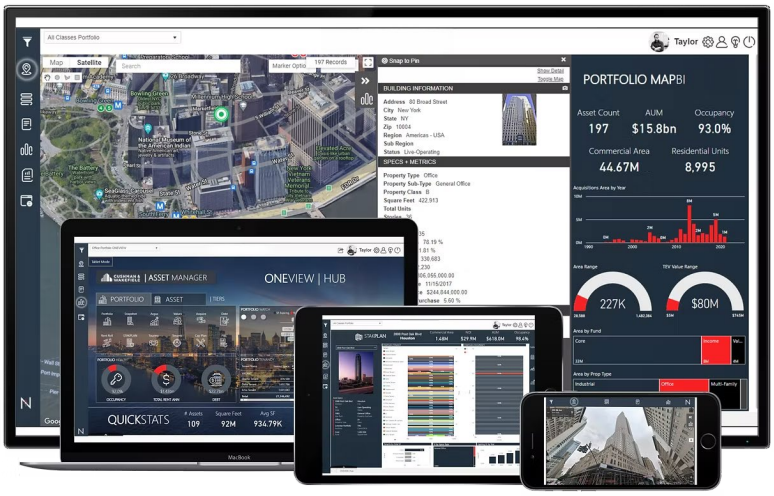
Move faster. Work smarter—bringing expertise, scale and an ownership mindset to deliver cost-effective outcomes.

Independent & Client Focused

As a true third-party advisor, we integrate seamlessly with client teams while providing objective oversight and independent thinking.

Technology That Supports Better Decisions

To empower both our team and our clients, we employ a well-vetted integrated technology platform. Our technology delivers unified, actionable intelligence across the asset lifecycle. It also ensures you have access to the same real-time data we use to manage your assets—fostering alignment, accountability and confidence.



Top Features

Consolidated Portfolio Insights.

A holistic, real-time view of your entire portfolio, breaking down silos for strategic oversight.

Integrated Financial Analytics.

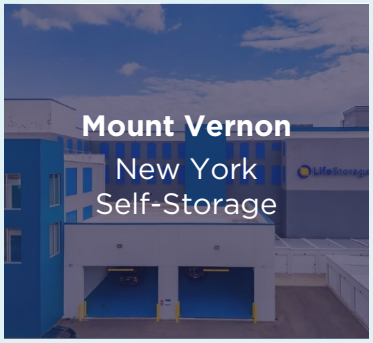
Powerful tools for performance tracking, dynamic modeling and in-depth analysis to support smarter decision-making.

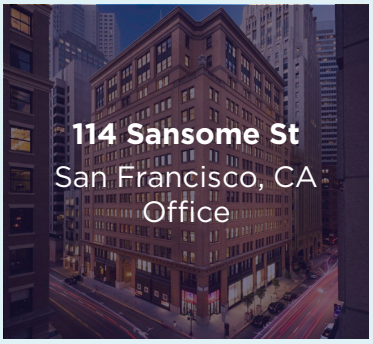
Real-Time Leasing & Vacancy Tracking.

Immediate visibility into leasing activity, rent trends and market exposure, allowing for proactive revenue and occupancy management.

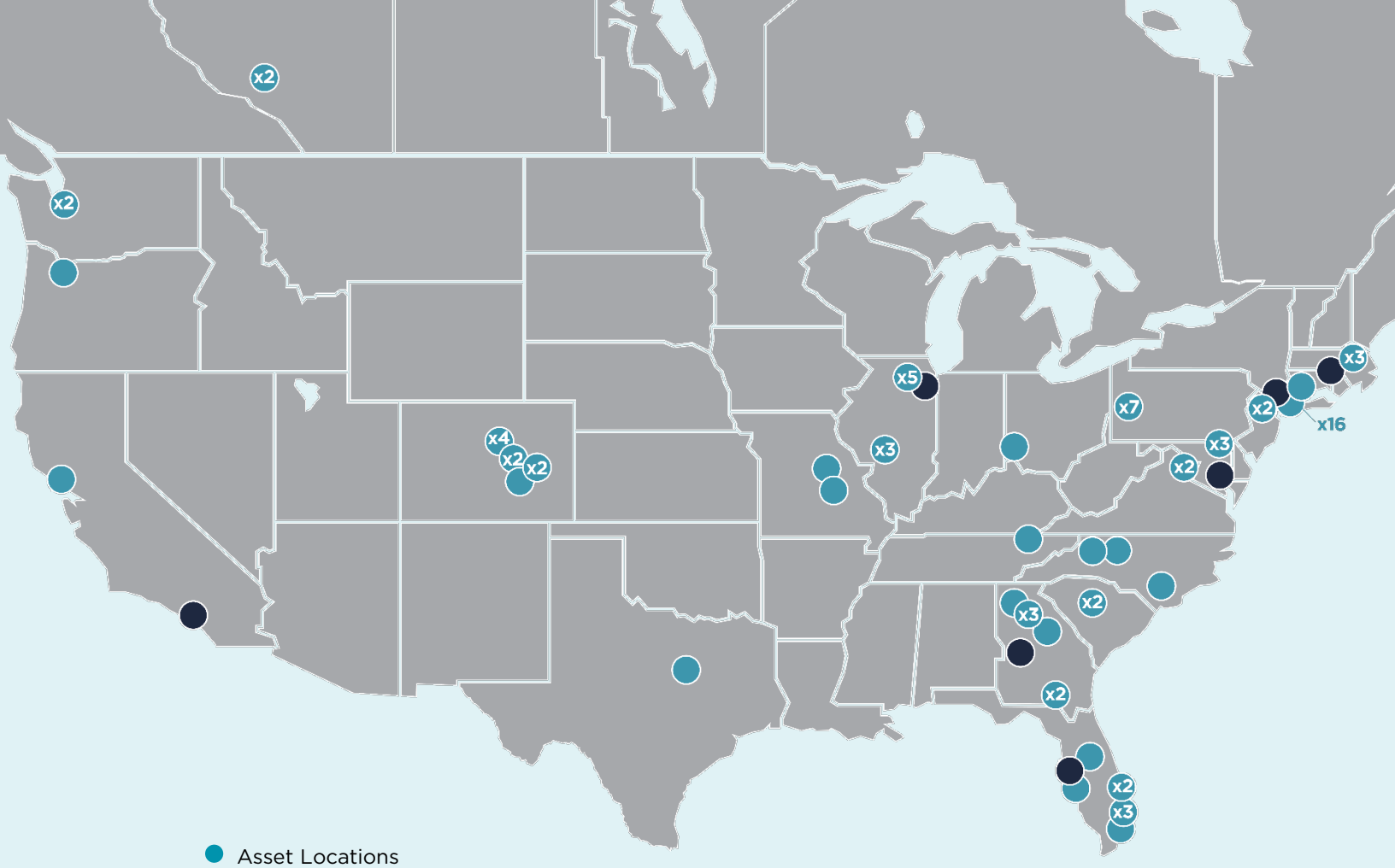
Actionable Intelligence.

Seamless integration of financial, leasing and operational data, transforming raw information into clear, decision-ready insights.





Proven Success



No matter the **size** or **location** of operations, we keep our clients ahead of the curve – igniting performance, elevating asset value and offering strategic guidance with owner's insight.

North American Presence

Kevin J. Smith

Executive Managing Director and Head of Asset Management, New York, NY

- 25+ years of asset management, leasing and acquisition experience
- Leads team direction and overall strategy
- Former Head of Office & Industrial Asset Management at Nuveen with additional senior roles

Duane Hale

Managing Director, Asset Management, Los Angeles, CA

- 25+ years of experience in asset management, leasing and acquisitions

Hanako Tomimatsu

Director, Asset Management, New York, NY

- 20 + years of experience in real estate capital markets and finance
- Former head of international capital for Japan at JLL

Vito Barbagallo

Managing Director, Asset Management, New York, NY

- 15+ years of property and asset management experience
- Responsible for asset services in the NYC area market with expertise in specialty asset classes

Patrick O'Reilly

Senior Managing Director, Portfolio and Asset Management, New York, NY / CT

- 25+ years of experience in senior-level asset management, leasing receivership and acquisitions
- Former head of asset management at Nuveen in the Northeast

Bill Burke

Director, Asset Management, Washington DC

- 20+ years of asset management and leasing and acquisition experience
- Leads asset management in the Mid-Atlantic States

Mark Russell

Managing Director, Atlanta, GA

- 25+ years of experience in asset management, leasing and acquisitions

Kevin Donohue

Director, Asset Management, New York, NY

- 10+ years of asset management experience

John Ma

Senior Associate, Asset Management, Los Angeles, CA

- 5+ years of asset and property management experience
- Asset management, business analytics and client support

Jared Saltzberg

Associate, Asset Management, Chicago, IL

- 8+ years of diverse real estate equity and debt experience
- Expertise in financial modeling, business analytics and client support

Rebelee Seward, CPA

Director, Client Accounting, Tampa, FL

- 15+ years of real estate and financial accounting experience

Ben Lombardi

Analyst, New York, NY

- 2+ years of experience in valuations
- Asset management, business analytics and client support

Tommy McGuire

Associate, Asset Management, Chicago, IL

- 5+ years of experience

John Michael Kinsella

Analyst, New York, NY

- 5+ years of experience
- Asset management, business analytics and client support

Our Team of Experts

CUSHMAN & WAKEFIELD

CUSHMANWAKEFIELD.COM

Cushman & Wakefield Capabilities

Primary Services

Agency Leasing
Asset Services
Asset Management Solutions
Capital Markets
Facility Services
Global Occupier Services
Project & Development Services
Tenant Representation
Valuation & Advisory

Industries & Specialties

3PL
Airports & Aerospace
Automotive & Mobility
Build-to-Suit
Data Centers
E-Commerce
Education
Energy (Oil & Gas)
Financial Services
Flexible Workplace
Food & Beverage
Government Healthcare
Hospitality
Land
Legal Services
Life Sciences
Logistics & Industrial
Multifamily
Net Lease Investment
Not-for-Profit
Office
Ports & Intermodal
Public Sector
Rail
Retail
Sports & Entertainment
Supply Chain & Logistics Advisory Technology

About Cushman & Wakefield

Cushman & Wakefield (NYSE: CWK) is a leading global commercial real estate services firm for occupiers and investors with approximately 53,000 employees in over 350 offices and nearly 60 countries. In 2025, the firm reported revenue of $10.3 billion across its core service lines of Services, Leasing, Capital markets, and Valuation and other. Built around the belief that *Better never settles*, the firm receives numerous industry and business accolades for its award-winning culture. For additional information, visit www.cushmanwakefield.com.

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