



C&W names Global Occupier Services team

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According to Cushman & Wakefield, Global Occupier Services will be co-led by Todd Schwartz, the group's global chief operating officer, Mark Wanic, head of Americas Occupier Services, and Richard Middleton, head of EMEA and Asia Pacific Occupier Services. The appointments follow John Santora being named chief executive officer for North America. Messrs. Schwartz, Wanic and Middleton have also been appointed to the firm's Global Management Committee.

Global Occupier Services, which creates comprehensive solutions for real estate portfolios, has more than doubled its revenue and EBITDA since becoming a strategic initiative of C&W in 2010. This leadership team will co-manage C&W's continued investment in this business to further enhance our clients' success. They will be responsible for coordinating global account teams to develop integrated solutions, flexible operating models and best-in-class service to solve clients' needs across multiple service lines with a consistent level of delivery on a local, regional, and global basis. C&W's differentiated approach to Global Occupier Services in today's competitive outsourcing environment is centered on empowering account executives and leveraging technology to customize performance-based programs that enhance the effectiveness of the internal real estate management function. Through centralized accountability and governance and by promoting innovative process improvement, real estate portfolios will better align with broader business drivers and our clients' strategic direction.

"I congratulate Todd, Mark and Richard on their expanded roles at Cushman & Wakefield. They fully appreciate the importance of our 'Client Only' approach and their combined local and global knowledge will deliver breakthrough innovations to our clients. They are passionate about serving our clients and together will enhance our Occupier Services platform across service lines and geographies," said Edward C. Forst, Cushman & Wakefield's President & Chief Executive Officer.

Schwartz, who joined C&W in 1999, is responsible for driving all the resources of the firm in collaboration with his regional colleagues to deliver performance-based results and the achievement of client objectives. He also oversees the business planning and day-to-day operational functions of the Global Occupier Services group, which includes real estate accounting and technology solutions for clients. Over the past four years, Mr. Schwartz was instrumental in supporting the growth of both the Occupier and Investor Services platforms through his operational leadership, strategic oversight of the Project Management organization and coordination of C&W's acquisition of Cousins Properties' third party management business in 2012.

Schwartz graduated with a Bachelor of Arts in Government and Sociology from Connecticut College in 1993 and a J.D from the Benjamin N. Cardozo School of Law in 1996. He is member of the Bar of the State of New York as well as several Real Estate Associations including Building Owners and Managers Association (BOMA), CoreNet Global and The Real Estate Board of New York (REBNY). Wanic and Middleton will manage the goals, objectives, and financial performance of the Global

Occupier Services group across their respective regions, responsible for providing the integration, consistency and excellence in the service delivery C&W provides to Occupier clients across all of our service lines, strengthening our global relationships with Occupiers and implementing global best practices.

Wanic has been instrumental in the Americas for growing new and existing Occupier clients by delivering innovative solutions as well as aggressively recruiting new Occupier leaders and teams to C&W over the past 8 years. He leverages a unique blend of experience in international real estate operations and an impressive background in global corporate sales. Prior to joining C&W in 2007, Mr. Wanic served as Vice President of Global Channel Partner Sales Operations at CA (Computer Associates, Inc.) and also performed a similar Global Channel Partner Sales role at Lucent Technologies (now Alcatel-Lucent). He previously lived in the Netherlands from 1997 to 2000 and directed Lucent's International Real Estate Operations, managing a 15 million square foot portfolio including all asset strategy, transactions, Facilities Management and project management outside of North America.

Wanic has a Bachelor of Arts in Marketing from Benedictine University. He has been a member of CoreNet Global since 2007.

Middleton has more than 25 years of real estate experience and has been with Cushman & Wakefield in Asia Pacific since 1997, based in both Hong Kong and Beijing. In 2010, he took over the leadership of Corporate Occupier & Investor Services in Asia Pacific. Mr. Middleton played a leading role in the 2013 acquisition of Singapore-based Project Solution Group, which positioned Cushman & Wakefield as a market leader in Project Management services with one of the largest platforms in the region. He was previously C&W's Managing Director of Greater China, where he expanded the firm's service offerings and launched an office expansion program. On joining C&W, Mr. Middleton set up the firm's advisory capability in Asia Pacific. Prior to joining C&W, he spent six years with Jones Lang LaSalle, both in Hong Kong and London, after having started his career at Property Market Analysis, the leading independent real estate research consultancy in the UK.

Middleton graduated from Cambridge University.

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