

# 01

## ABOUT SAVILLS

World's leading property advisors, Savills services span the globe, with 40,000 experts working across more than 700 offices in the Americas, Europe, Asia Pacific, Africa and the Middle East.

# Savills Overview

Founded in 1855, Savills is a global FTSE 250 real estate services provider listed on the London Stock exchange. We have an international network of over 40,000 real estate professionals operating from over 700 owned and associated offices throughout the Americas, the UK, Continental Europe, Asia Pacific, Africa and the Middle East, offering a broad range of specialist advisory, management and transactional services to clients all over the world. Our significant geographic coverage gives us a full understanding of real estate markets operating at global, national and regional levels. At Savills we combine extensive global coverage with niche local knowledge.

In every market and sector in which Savills operates, our people are committed to providing our clients with the best possible advice and a level of service that makes a real difference. We are deliberately not in all markets, yet where we have established a local presence, we are committed to being the best. Savills' reputation for excellence is well renowned, we do not aspire to be the biggest but to be the best, as judged by our clients.

Our values capture our commitment not only to ethical, professional and responsible conduct but to the essence of real estate success, an entrepreneurial value-embracing approach. We aim to be big enough and yet flexible enough to build close meaningful relationships through excellent performance and high-quality service

**SAVILLS IS A PUBLICLY LISTED COMPANY ON THE LONDON STOCK EXCHANGE (LSE: SVS).**

Financial highlights – year ended 31 December 2022



**£2.3bn**

GROUP REVENUE



**£164.6m**

GROUP UPBT



**£805.3m**

NET ASSETS



Our flexible business model, the diversity of our business streams and zero debt all allow us to pursue a global strategy of organic growth and targeted acquisitions and strategic alliances of best-in-class specialists, teams and businesses. Irrespective of location, our people form part of a wider integrated network that enables us to provide our clients with access to detailed market intelligence, senior contacts and the highest quality advice.

Due to our scale, we are able to maintain very close-knit teams that are used to working seamlessly on both groups of instructions and one-off requirements. These personal relationships, developed over time, drive the right 'teamship' behaviours of collaboration and unity with common drivers and goals, aligned with those of our clients. The scale and intimacy of the Savills business means that we do not have to navigate through complex structures to find a local broker.



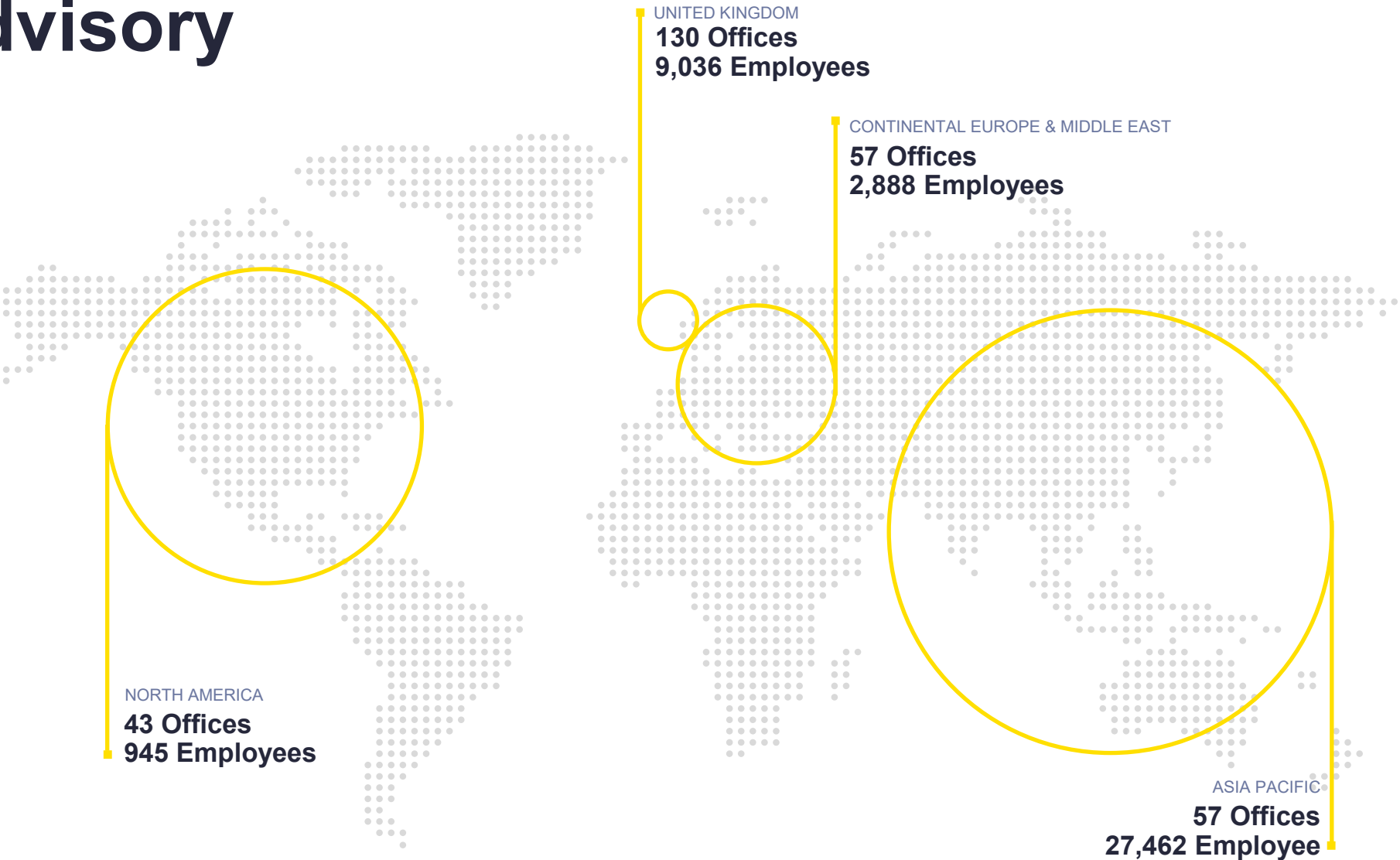
# A Global Advisory Business



**40,000+**  
EMPLOYEES



**700+**  
OWNED & ASSOCIATE OFFICES



# Asia Pacific Network

## Australia

Adelaide  
Brisbane  
Canberra  
Lindfield  
Melbourne  
Notting Hill  
Parramatta  
Perth  
Sunshine Coast  
Sydney (2)

## Cambodia

Phnom Penh \*

## China

Beijing  
Changsha  
Chengdu  
Chongqing  
Dalian  
Fuzhou  
Guangzhou (2)  
Haikou  
Hangzhou  
Nanjing  
Shanghai  
Shenyang

Shenzhen

Tianjin

Wuhan

Xiamen

Xi'an

Zhuhai

## Hong Kong SAR

Central

Central\*

Exchange Square

TaikooShing (2)

## India

Ahmedabad

Bangalore

Chennai

Delhi

Hyderabad

Mumbai

Pune

## Indonesia

Jakarta

Jakarta\*

## Japan

Tokyo (2)

## Macau SAR

Macau

## Malaysia

Johor Bahru

Kuala Lumpur

Kuala Lumpur\*

Penang

## New Zealand

Auckland

Christchurch

## Philippines

Cebu\*

Bonifacio\*

## Singapore

Singapore (4)

Singapore\*

## South Korea

Seoul

## Taiwan, China

Taichung

Taipei

## Thailand

Bangkok

## Vietnam

Hanoi

Ho Chi Minh City (8)



\*Associate office



**27,462**  
EMPLOYEES



**57**  
OFFICES

# Our Services



## PROFESSIONAL SERVICES

- Research Services
- Consultancy Services
- Valuation Service



## RETAIL

- Project Development
- Leasing & Brokerage
- Retailer Representation
- Marketing
- Research



## INDUSTRIAL & LOGISTICS

- Tenant Representation
- Sales & Leaseback
- Market Research
- Landlord Advisory
- Development Consultancy
- Investment Brokerage



## INVESTMENT ADVISORY

- Acquisition and disposition
- Development analysis
- Due diligence management
- Investment advisory and consultancy services
- Joint venture partnerships & consortium transactions
- Raising debt and / or equity (inc. forward fundings and forward sales)
- Acquiring, disposing and / or consolidating direct real estate or real estate portfolios
- Land acquisitions and sales



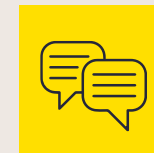
## CROSS BORDER TENANT ADVISORY

- Tenant Advisory
- Project Management
- Workplace Consultancy
- Mergers & Acquisitions
- Portfolio Analysis
- Workthere – Flexible Workspace Advisory
- Technology Solutions



## SUSTAINABILITY & ESG

- Internal Reporting
- Thought Leadership
- Green Leases
- Team Training
- Building & Design
- ESG Reporting
- Savills Earth
- Green Finance
- Organisation Sustainability



## RESEARCH & CONSULTING

- Retail Consultancy
- Market Entry Studies
- Development Consultancy
- Feasibility Studies
- Market Studies
- Forecasting
- Financial Modelling
- Due Diligence
- Initial Public Offering market studies



# Ricky LAU

Managing Director | Head of Leasing  
Savills (Hong Kong) Limited

Ricky joined Savills since 2006 and had more than 28 years' property experience. He currently heads up Savills' Leasing Team and is responsible for leading the day to day management of Savills' Hong Kong and Kowloon leasing business.

Ricky focuses on working on behalf of an occupier clientele, leveraging his extensive working knowledge of the Hong Kong landlord community. He provides advice to occupiers on issues such as lease acquisition, renewals and leasing restructuring strategies.

His clients are largely major multi-national companies and enterprises in Hong Kong and corporations from China including such names as Alibaba Group, Manulife, YF Life Insurance, Prudential, BOC, China Construction Bank, Societe Generale, Swiss Re, White & Case, Kirkland & Ellis, Herbert Smith, Sullivan & Cromwell, Gibson Dunn, Robertsons, Debevoise & Plimpton, Prada and Giorgio Armani.

## RECENT PROJECTS

Alibaba Group: Lease Restructure @Times Square

AIA: New Letting @Hopewell Centre

Anglo-Eastern: New Letting @Kingston Int'l Centre

Manulife: New Letting @The Quayside

Peak Reinsurance: New Letting @WKCD Tower

Bank of Singapore: New Letting & Lease Restructure @One IFC

Value Partners: New Letting @The Center

SCMP: New Letting @Times Square & South Island Place

White & Case: New Letting @York House

BOC Group Life Assurance: New Letting @The Gateway

## CAREER HISTORY

Ricky has extensive experience in managing property portfolios for major corporations and institutional investors. Prior to joining Savills, he worked with Jones Lang LaSalle where he was responsible for lettings on behalf of a number of major Hong Kong developers, primarily concentrating on new developments including general agency transactions.

# Why Savills



**DRIVEN TO BE THE BEST  
NOT THE BIGGEST**



**PROACTIVE AND PERSONAL  
APPROACH TO DRIVE BETTER  
RESULTS**



**BESPOKE, CREATIVE  
AND FLEXIBLE TEAM**



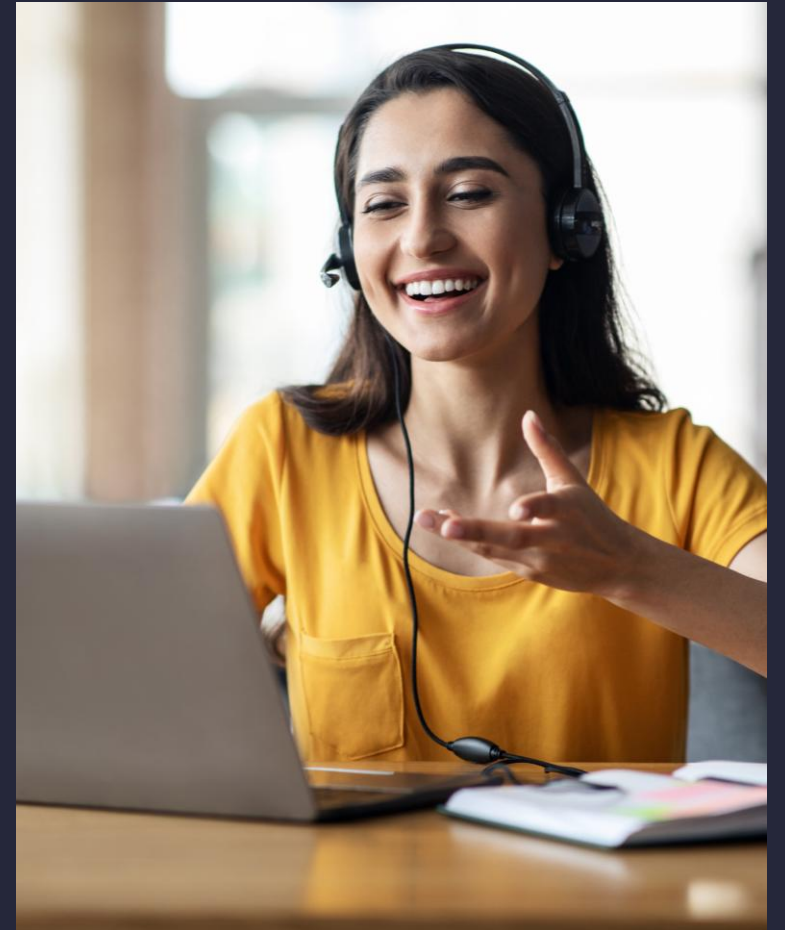
**TRANSACTION FOCUSED,  
BUSINESS FIRST APPROACH**



**EMPHASIS ON THE BEST  
POSSIBLE  
SOLUTION FOR THE CLIENT**



**DIRECTOR LEVEL  
INVOLVEMENT AND HANDS-ON  
APPROACH**





# Contact

## NAME

Ricky LAU

Managing Director | Head of Leasing

Savills (Hong Kong) Limited

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