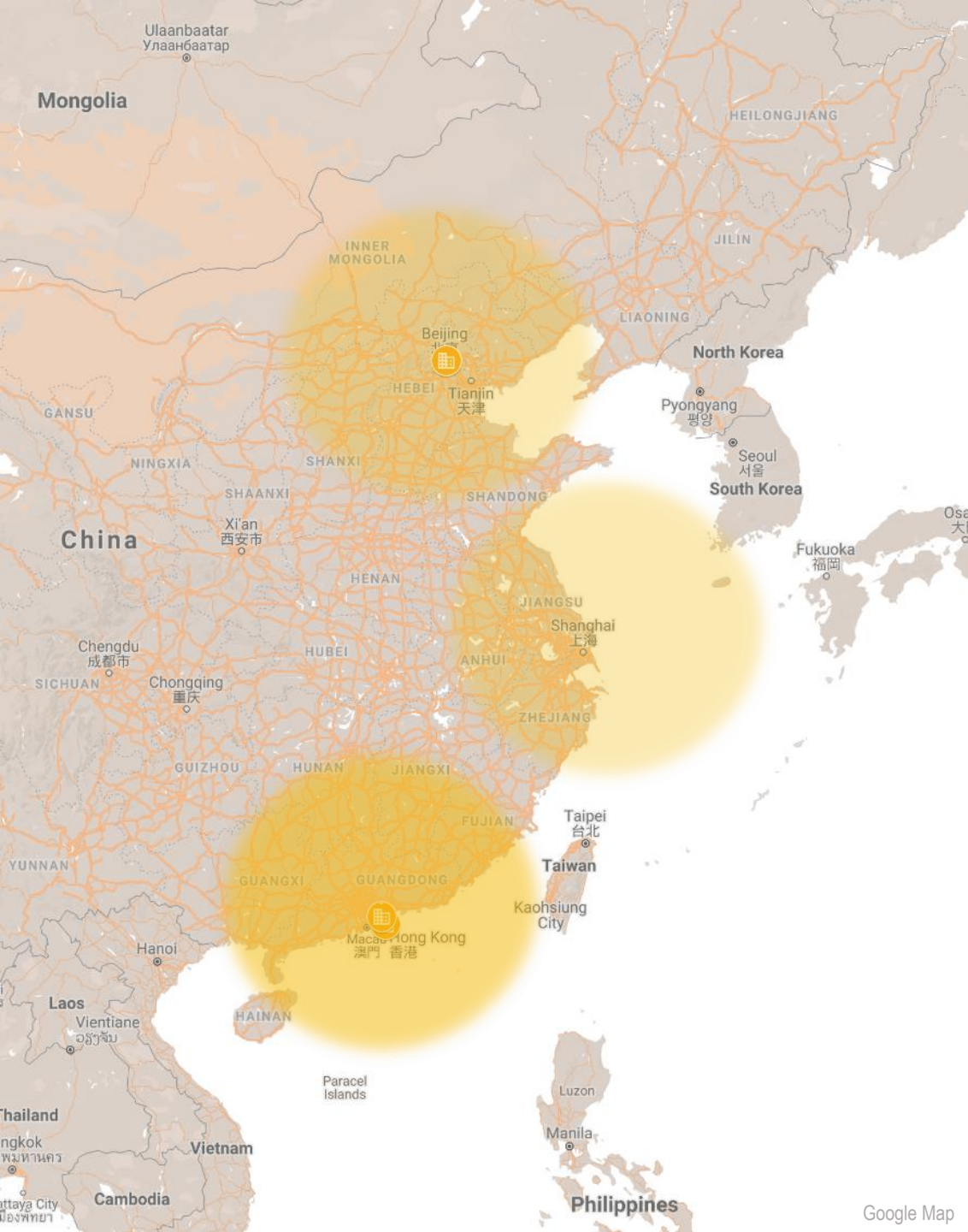


AN INTRODUCTION OF
BLACKHILLS HONG KONG



BlackHills values three Ts: Teamwork, Trust and Technology. These three Ts create a commercial real estate consulting company that is at the forefront of innovation.

We have a industry leading team who are committed to provide our clients with expert consulting and trading services in the commercial real estate arena. We have offices set up in Hong Kong, Shenzhen, Beijing, Shanghai and Guangzhou. Today, our operations cover 20+ cities in China including Chengdu, Wuhan, Xi'an, Chongqing, and Hangzhou. Our clients range from start-up entrepreneurs to state-owned companies in various industries.

We have created a comprehensive training framework in order to ensure the rapid and diversified development of each and every member.

We have developed the Business Management data System (BMS) in order to integrate technology and professional services, and to propel the continuous development of the commercial real estate consulting industry.



In 2016, BlackHills Consulting Limited was established in Qianhai, Shenzhen.

In 2018, BlackHills Beijing began to serve the Northern China market.

In 2019, BlackHills Hong Kong commenced operations, which marks the internationalization of BlackHills.

In 2021, BlackHills Guangzhou and Shanghai office had their grand openings, which further broadened BlackHills' geographic coverage in China.

The core founding members of BlackHills Hong Kong all come from the China Desk of the big five international real estate consultancies. While possessing global perspectives and service qualities, they are also well-versed with the local commercial property market and fully understand the unique culture of the Hong Kong based PRC organizations.

The core value of BlackHills Hong Kong is "Connecting People and Space". We are committed to creating values for our clients as well as building up long-term trust with them. Keeping up with our initial vision, we strive to become an internationally renowned Chinese brand in the commercial real estate consulting industry.

Our Offices



The Team



As of August 2021, there are over 80 employees at BlackHills and its subsidiary, POTALA.

As a boutique commercial property consulting company, we value new ideas and perspectives. Therefore, we maintain a comprehensive training framework and commercial property technology system in order to integrate new management trainees into the unique BlackHills culture, ensuring long-term benefits for our clients.



Hong Kong Core Management Team



Kenny YU | 于樂

Managing Partner

Yu has an extensive management experience in the top international property consultancies. Yu was a pioneer in these international agencies as he co-founded the China Desk and established relations with the PRC clients. He is one of the longest serving, most experienced and reputable consultants in the field.



Grant SUN | 孫珺靚

Partner

Sun obtained his Master's degree in Hong Kong and then joined an internationally renowned hotel group for corporate marketing. Fascinated by the real estate industry, he successfully transitioned into real estate consultancy as a core member of the China Desk in a multi-national agency. Demonstrating excellent negotiation skills, he has provided high quality commercial property solutions to many Hong Kong and mainland clients.



Ivy LI | 李元媛

Partner

Li obtained her Master's degree in Hong Kong and then joined a top Chinese telecommunication corporation in Hong Kong, where she accumulated a wide spectrum of business connections and paved the way for her success in the commercial real estate sector. Before joining BlackHills, she was a core member of the China Desk at a renowned real estate consultancy, serving different Chinese financial institutions, H-share Listed corporations and unicorn companies. Li has an abundance of expertise in office leasing and investment.

Spectrum of BlackHills Services



- ✓ Office Market Analysis
- ✓ Consultation Strategic Report
- ✓ Current & Historical Rental Analysis
- ✓ Competitor Properties Analysis
- ✓ Project Adjustment & Cash Flow Analysis



- ✓ Lease Vetting
- ✓ Area Measurement
- ✓ Leasing Transactions
- ✓ Buying, Selling & Investment Transactions



- ✓ Project Timeline
- ✓ Layout Planning
- ✓ Continuous Market News Feeds

Our clients (Partial)



Renewal Expansion

One of the largest comprehensive Internet service providers in China, as well as one of the Internet companies that serve the most users in China.



Relocation

A state-funded and state-owned policy bank with the status of an independent legal entity.



Consolidation & Rent Review

A non-bank financial institution initiated by the Ministry of Finance and China Life Insurance Group; one of the top 500 Chinese enterprises.



Expansion

As one of the top 500 Chinese Companies, Haitong is also one of the earliest and well-known securities companies in China.



Expansion

The fifth listed domestic bank; Tier 1 capital, ranks at 56th in the world; asset scale ranks at 67th in the world.



Expansion

The second largest property insurance company and the third largest life insurance in Mainland China.



Renewal

Comprehensive asset management company, with asset scale among the top three in the international fund industry.



Expansion

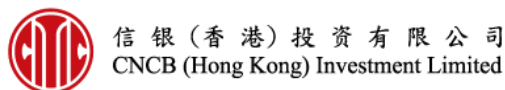
The large-scale state-owned telecommunications company in China and a global partner of the Shanghai World Expo. It has been selected as one of the "Top 500 Companies in the World" for many consecutive years.



Expansion

It is one of the first ten public fund management companies established in China; shareholders include Haitong Securities and Shenwan Hongyuan Securities.

Our clients (Partial)



Reference Letter (Partial)

智慧溝通 靈感無限

Tencent 騰訊

智慧溝通 靈感無限

Tencent 騰訊

Reference Letter

推荐信

To whom it may concern

敬啟者：

It is my pleasure to recommend you the professional services of BlackHills Consulting Limited ("BlackHills"). We, Tencent as an office tenant, have appointed BlackHills as our professional agent to handle our office renewal in Three Pacific Place. Eventually it comes out a satisfactory result which is beyond our expectation.

我很荣幸能够向您推荐道远咨询有限公司（“道远咨询”）的专业服务。作为在太古广场三期的一位公司租户，我们腾讯委任了道远咨询作为我司的地产代理顾问，顺利完成香港太古广场三座办公室的续租工作，结果令人满意，甚至超出了我们当初的期望。

Mr. Kenny Yu and Mr. Grant Sun at BlackHills have done an excellent job to secure the most competitive rental package for us to renew and continue to stay in the Swire's portfolio for an additional lease term. During the negotiation period, we kept active communications and effective discussions. Their professional manner and skilful negotiation strategy left me a deep impression. They can always find a way to manage the landlord to listen to our opinion and place us on the advantage position of the negotiation table.

非常感谢道远咨询的代表于乐先生和孙珺靓先生为此次的顺利续租所付出的努力，使得我们可以在太古的优质大厦内继续租用场地。在续租洽谈期间，我们与道远咨询始终保持积极及有效的沟通。他们的专业态度以及谈判技巧令我记忆犹新。在谈判中他们总能令业主愿意聆听我们的意见并使我们能在谈判中采取主动。

TENCENT HOLDINGS LIMITED
(Incorporated in the Cayman Islands with limited liability)
騰訊控股有限公司
(於開曼群島註冊成立的有限公司)

Level 29, Three Pacific Place, 1 Queen's Road East,
Wanchai, Hong Kong.
Tel (852) 2179 5122 Fax (852) 2520 1148
香港灣仔皇后大道東1號太古廣場3座29樓
電話 (852) 2179 5122 傳真 (852) 2520 1148

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電話 (852) 2179 5122 傳真 (852) 2520 1148

I would continue to work with BlackHills for future similar matters. If you have any further questions or would like to know more details about my experience, please feel free to contact me.

今后如有相似地产问题，我还是会期待与道远咨询的合作。如果您有任何问题或对于这段经历想了解更多，请随时与我联系。

Best regards
顺颂商祺
For and on behalf of Tencent

谨代表腾讯控股有限公司

For and on behalf of
Tencent Holdings Limited
騰訊控股有限公司

Authorized Signatory(ies)
Yvonne Kam

Operational Manager – Hong Kong
Senior Executive Secretary

中國海外集團有限公司
CHINA OVERSEAS HOLDINGS LIMITED

香港皇后大道東一號太古廣場三座十樓
110/F, Three Pacific Place, 1 Queen's Road East, Hong Kong
Tel: (852) 2823 7888 Fax: (852) 2865 5939
Web site: www.cohill.com

Reference Letter

推荐信

To whom it may concern,

敬啟者：

It is my absolute pleasure to recommend the service of BlackHills Consulting Limited ("BlackHills"). We, China Overseas Holdings Limited, has appointed BlackHills as our representative to handle our office renewal. They have done an excellent job in securing one of the most competitive rental packages for our renewal project at Three Pacific Place. During the negotiation period, they could always understand our needs and liaise effectively with the landlord that eventually led to a satisfying result.

我很荣幸能够向您推薦遠道諮詢有限公司（“遠道諮詢”）的專業服務。本次，我們中國海外集團有限公司委任了遠道諮詢作為香港辦公室續租項目的地產代理顧問。在整個合作過程中，遠道諮詢始終耐心聆聽我們的需求並與業主取得積極有效的溝通，最終協助我司順利地續租太古廣場三座，並爭取到了最佳的租金。我們由衷感謝遠道諮詢的同事所付出的努力。

In the past eleven months, Mr. Kenny Yu, Ms. Ivy Li, Mr. Grant Sun and Ms. Chen Shen from BlackHills have always been reliable partners to our team. They are patient with our need and have worked extremely hard on exploring different opportunities. Beyond that, their earnest attitude and skilful negotiation strategies are highly appreciated and recognised.

整個項目歷經的11個月中，我們對遠道諮詢的于樂先生、李元媛小姐、孫珺靚先生以及沈辰小姐專業嚴謹的工作態度、理性客觀的邏輯分析感到印象深刻並由衷欣賞和信賴。四位顧問始終耐心聆聽理解我們的需求，持續不斷為我們提供市場諮詢及談判進展，合理地規劃談判策略，並高效地落地執行。

Undoubtedly, we would be glad to continue working with BlackHills in office leasing and confidently recommend BlackHills to you as a dedicated and professional commercial property consultancy advisor. If you have any further questions or would like to learn more about our experience, please feel free to contact us.

在未來，如有類似地產問題，我們期待與遠道諮詢繼續合作。同時，若您需要與商業地產相關的專業服務，我們亦誠意向您推薦遠道諮詢。如果您有任何問題或對於這段經歷想瞭解更多，請隨時與我聯繫。

Best regards,

順頌商祺

China Overseas Holdings Limited
謹代表中國海外集團有限公司
中國海外集團有限公司

Name

Date

10+
專業服務
caring company
竭誠為您提供優質服務

Reference Letter (Partial)



中泰金融國際有限公司
ZHONGTAI FINANCIAL INTERNATIONAL LIMITED

推荐信

致：道远咨询香港有限公司

非常感谢贵司于乐先生、李元媛小姐作为我司的地产代理顾问团队，协助我司就在港多个办公室物业进行整体租赁策略分析工作，尤其对两位大力协助我司上环李宝椿大厦办公室的续租工作表示感谢！

在合作的过程，贵司团队的两位专业人士始终坚定以我司的实际利益出发，持续与我司执行团队保持紧密沟通，及时更新市场情况、楼内租客最新动向以及业主的取态。尤其在今年新冠疫情突袭的严峻挑战下，市场波动大，而业主和租客对市场宏观租金水平情况和所在大厦写字楼的具体租金水平存在不同的态度，谈判难度大增。贵司团队以高水准的专业服务，进行了客观的现时租金水平评估分析以及接下来的租金走势分析，在复杂环境下，给予我们多项清晰建议以及后备方案，大力协助我司在有限时间窗口内作出最佳决策。

贵司两位顾问在这期间与我司保持紧密联系、快速响应，体现出卓越、专注、精益求精的服务态度，是值得我司长期信任的合作伙伴，期待与贵司的再次合作。



中泰金融國際有限公司
2020年7月22日

19th Floor, Li Po Chun Chambers, 189 Des Voeux Road Central, Hong Kong
香港德輔道中189號李寶椿大廈19樓
Tel: (+852) 3979-2888 Fax: (+852) 3979-2800



易方達資產管理(香港)有限公司
地址：香港中環皇后大道中99號中環中心二樓二一五樓零一及零二室
電話：香港中環干諾道中四十一號匯豐大廈十二樓
網址：http://www.efunds.com.hk 電話(香港)：+852 3929 0560

推荐信

致：道远咨询香港有限公司

非常感谢贵司于乐先生、李元媛小姐作为我司的地产代理顾问团队，为我司提供及时的市场信息和专业的咨询服务，以及为此次的顺利续租所付出的努力。

道远咨询的核心团队均为长期深耕香港商业地产市场的资深从业人员，对宏观环境有敏锐的洞察力。通过持续的租赁谈判交易案例，与我司所在写字楼的业主建立了非同一般的合作关系，对该座大厦的租金定位有清晰精准的把握。在合作的过程，贵司团队的两位专业人士始终以我司的实际利益出发，坚定我所持的原则和立场，严控续租项目时间进程，持续与我司执行团队保持紧密、透明、高效的沟通，及时更新市场情况、楼内租客最新动向以及业主的取态，排除复杂市场环境下的干扰，在今年新冠疫情突袭的严峻挑战和复杂的环境下，及时抓住对于我司有利的窗口时间，最终帮我司争取到了满意的续租条款，为我们在未来租期节省了大量租金。

在此，我们对道远咨询帮助我司开展的续租工作表示衷心感谢，也真诚的向其他公司推荐道远咨询在其专业领域提供的服务。



易方达资产管理（香港）有限公司
2020年11月

内部材料，请勿外传

1



Date: 15/09/2020

By Email

To Whom It May Concern,

RE : OFFICE SURRENDER PROJECT - UNIT 01, 42/F, THE CENTER, 99 QUEEN'S ROAD CENTRAL, CENTRAL, HONG KONG 香港中環皇后大道中99號中環中心42樓01室辦公室退租項目

We would like to advise that we have appointed BlackHills Consulting Limited as our exclusive real estate advisor in relation to the Office Surrender Project.

我們委託道遠諮詢代表我司洽談香港中環皇后大道中99號中環中心42樓01室的退租事宜。

Mr. Kenny Yu and Mr. Grant Sun shall be the principal points of contact and we would appreciate if you could give them full cooperation and assistance.

道遠諮詢的于樂先生和孫瑞麟先生是主要聯絡人。我們特此向您們發出通知，希望貴方能給予配合與協助。

The contact details are as follows:

BlackHills Consulting Limited
Units 1517-18, 15/F Nexxus Building
41 Connaught Road Central, Central, Hong Kong

Mr. Kenny Yu Tel. No.: 3757 9893 / 9327 0479 Email: kenny.yu@blackhills.hk
Mr. Grant Sun Tel. No.: 3757 9889 / 5429 2436 Email: grant.sun@blackhills.hk

Thank you for your kind attention.
感謝您的留意！

華泰金融控股(香港)有限公司 HUATAI FINANCIAL HOLDINGS (HONG KONG) LTD.
香港皇后大道中99號中環中心42樓
42/F, The Center, 99 Queen's Road Central, Hong Kong
T: (852) 3658 6000
F: (852) 2380 7970



Yours faithfully

此致

For and on behalf of

謹代表

Huatai Financial Holdings (Hong Kong) Limited
華泰金融控股(香港)有限公司

公司蓋章及簽名

Reference Letter (Partial)

感謝信

致：道遠諮詢有限公司

非常感謝貴司的于樂先生、李元媛小姐作為我行的地產代理顧問，配合我行順利完成香港國際金融中心二期 18 樓全層辦公室的租賃項目。

自 2018 年此專案啟動，至 2020 年專案第二階段工作完成，兩位以始終如一、精益求精的態度，緊密配合我行要求，為我行提供了專業、細緻、卓越的諮詢服務，通過長時間與業主方的耐心談判，為我行爭取到了理想的租賃條款和利益。

再次感謝貴司兩位同事的出色服務，期待再次合作。



華夏銀行香港分行 陳皓 行長

2020 年 2 月



Reference Letter

推荐信

To whom it may concern

敬啟者：

It is my pleasure to recommend you the professional services of BlackHills Consulting Limited ("BlackHills"). We, GaoTeng Global Asset Management Company Limited ("GaoTeng") as an office tenant, have appointed BlackHills as our professional agent to handle our office renewal in Man Yee Building. Eventually, it comes out with a satisfactory result which is beyond our expectations.

我很榮幸能夠向您推薦道遠諮詢有限公司（“道遠諮詢”）提供的專業服務。作為在萬宜大廈的一位公司租戶，我們高騰國際資產管理有限公司委任了道遠諮詢作為我們的地產代理顧問，順利完成香港萬宜大廈辦公室的續租工作，結果令人滿意，甚至超出了我們當初的期望。

Mr. Grant Sun and Ms. Ivy Li at BlackHills have done an excellent job to secure the most competitive rental package for us to renew and continue to stay in Man Yee Building for an additional lease term. During the negotiation period, we kept active communications and effective discussions. Their professional manner and skillful negotiation strategy left me a deep impression. They can always find a way to manage the landlord to listen to our opinion and place us on the advantage position of the negotiation table.

非常感謝道遠諮詢的代表孫琨觀先生和李元媛女士為此次的順利續租所付出的努力，使得我們可以在萬宜大廈內繼續租用場地，並幫助我們節省了大量租金開支。在續租洽談期間，我們與道遠諮詢始終保持積極及有效的溝通。他們的专业態度以及談判技巧令我記憶猶新。在談判中他們總能令業主願意聆聽我們的意見並使我們能在談判中採取主動。

1 / 2



We are looking forward to the cooperation with BlackHills again, and sincerely recommend the services they provide in their professional field to other companies.

我們期待與道遠諮詢的再次合作，也誠懇的向其他公司推薦道遠諮詢在其專業領域提供的服務。

Best regards

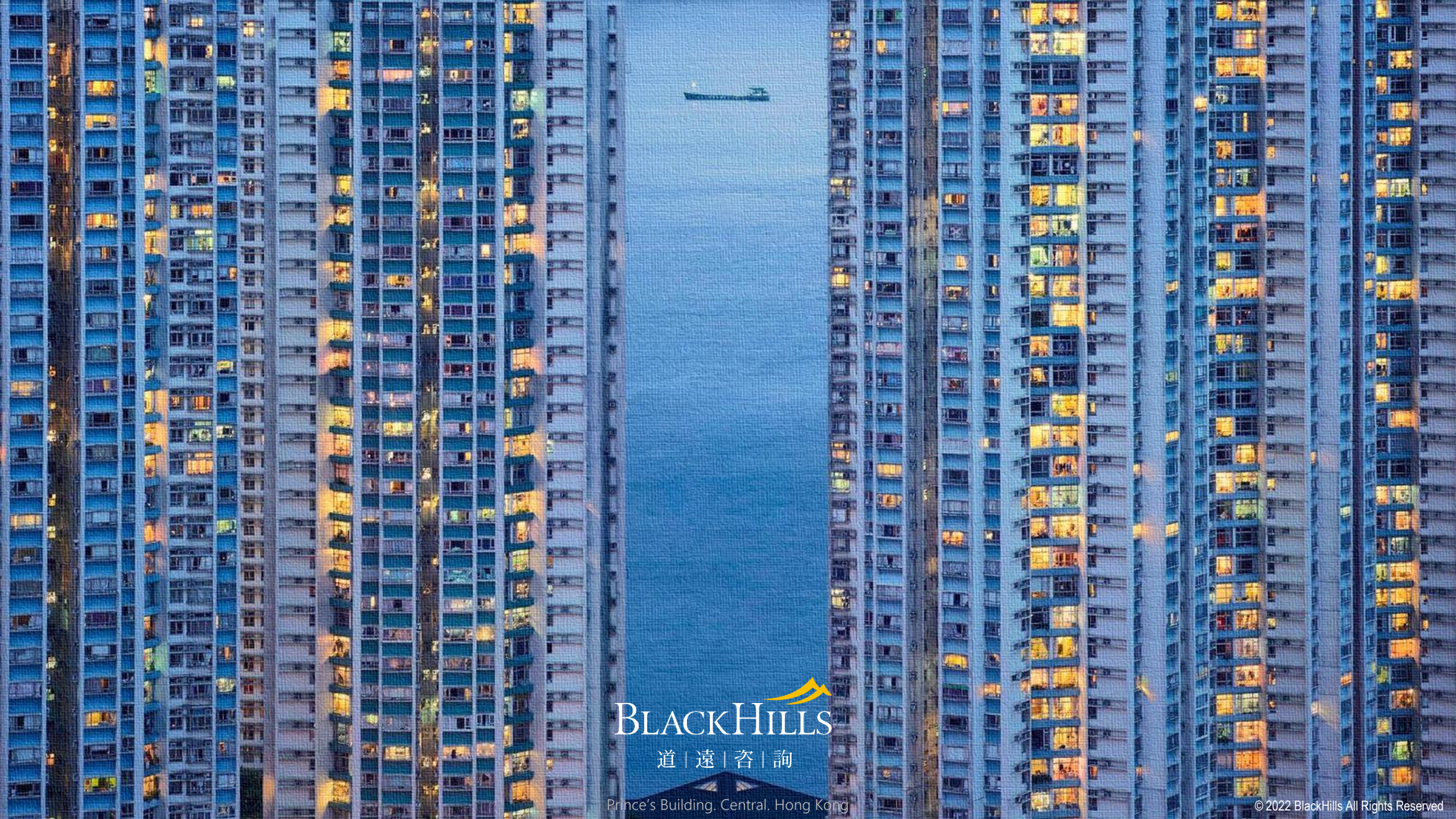
順頌商祺
For and on behalf of

謹代表

GaoTeng Global Asset Management Company Limited

高騰國際資產管理有限公司

2 / 2



BLACKHILLS
道 | 遠 | 咨 | 詢

Prince's Building, Central, Hong Kong

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