COMPANY PROFILE

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real estate advisory

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vestasia
real estate advisory

COMPANY PROFILE

VestAsia Group is a diversified real estate brokerage and consultancy company specialising in a wide array of real estate services including tenant representation, investment transactions, advisory, design, project construction, information technology, technology solutions and management solutions. Founded in 2002, our company consist of key directors with in-depth experience of APAC real estate markets from top regional real estate development and consultancy companies such as Capitaland and Jones Lang LaSalle. We have operational experience from the ground up in the design, development, marketing, and management of a wide array of properties spanning mixed use commercial properties, shopping malls, serviced apartments, hi-tech industrial, township developments and business parks.

For Capital Markets we broker transactions ranging from US$5 million to US$200 million. Our team sources and manages real estate investment opportunities for high-net-worth individuals, private equity, institutional funds and developers in Singapore and other major cities in Asia. With a team of highly qualified and resourceful professionals, we are well positioned to serve our local and international clients.

In recent years, the group diversified its activities to include the following businesses to tap into fast-growing opportunities in the ASEAN and Asia-Pacific region. This includes: Alfa Tech, TenantCS, VestAsia Hong Kong and Mitsubishi Real Estate Services.

GROUP ORGANISATION

VestAsia is dedicated to provide professional real estate services. We provide Commercial, Investment and Design & Build to cover a wide range of requirements. Our attention to detail and ability to provide bespoke services ensures the best of results for our clients.

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Commercial Real Estate

- Tenant representation
- Tenancy review & Strategic advisory
- Interior fit-out project management

Investment Brokerage

- Capital market brokerage
- Investment management

ALFATECH

Design and Build Service

- End to end design
- Advisory
- Turnkey Project Management

SERVICES

Throughout 18 years, VestAsia Group has established a group of companies to support real estate and construction requirements in the region.

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VestAsia is a commercial real estate brokerage and consultancy firm specialising in conflict free tenant representation. We assist multinational corporations in the setting-up, relocation and leasing of their office spaces and branches in the region.

In addition to our real estate services, VestAsia also provides corporations with fit-out project management services from initial tendering, designing, monitoring of the entire process through to handover. We provide strict timelines and milestone check-ins as well as cost controls to ensure our clients' projects are delivered within budget and on time.

Headquartered in Singapore, VestAsia is committed to deliver its services with a high level of integrity, professionalism, and passion.

TENANT REPRESENTATION

- Office, flexible workspace, industrial and retail properties
- Lease review and renewal negotiations
- Site survey & due diligence background research
- Financial analyses & stay vs. relocation comparisons
- Corporate consulting & portfolio management
- Conflict-free negotiations
- Initiate tender & vet quotations, cost analyses for comparison
- Bare-shell handover, defect identifications prior construction
- Workspace analyses & layout design
- Technical Advisory (IT Support)
- Scheduled regular site visits, quality control & reporting
- Completion handover program

INVESTMENT BROKERAGE

VestAsia provides comprehensive investment services. Our key directors all came from top real estate investment brokerage firms, we work closely with our partners in the region and overseas, listen to investors' requirements and carefully conduct site search to deliver suitable opportunities accordingly.

- Acquisitions and disposals of regional or global investment opportunities
- Capital markets, institutional investment advisory
- Regional/ International investments
- Due diligence on status of building, such as lease values, service fees
- Transaction & financial analyses
- Utilise long-term local expert relationships to connect clients to investment opportunities

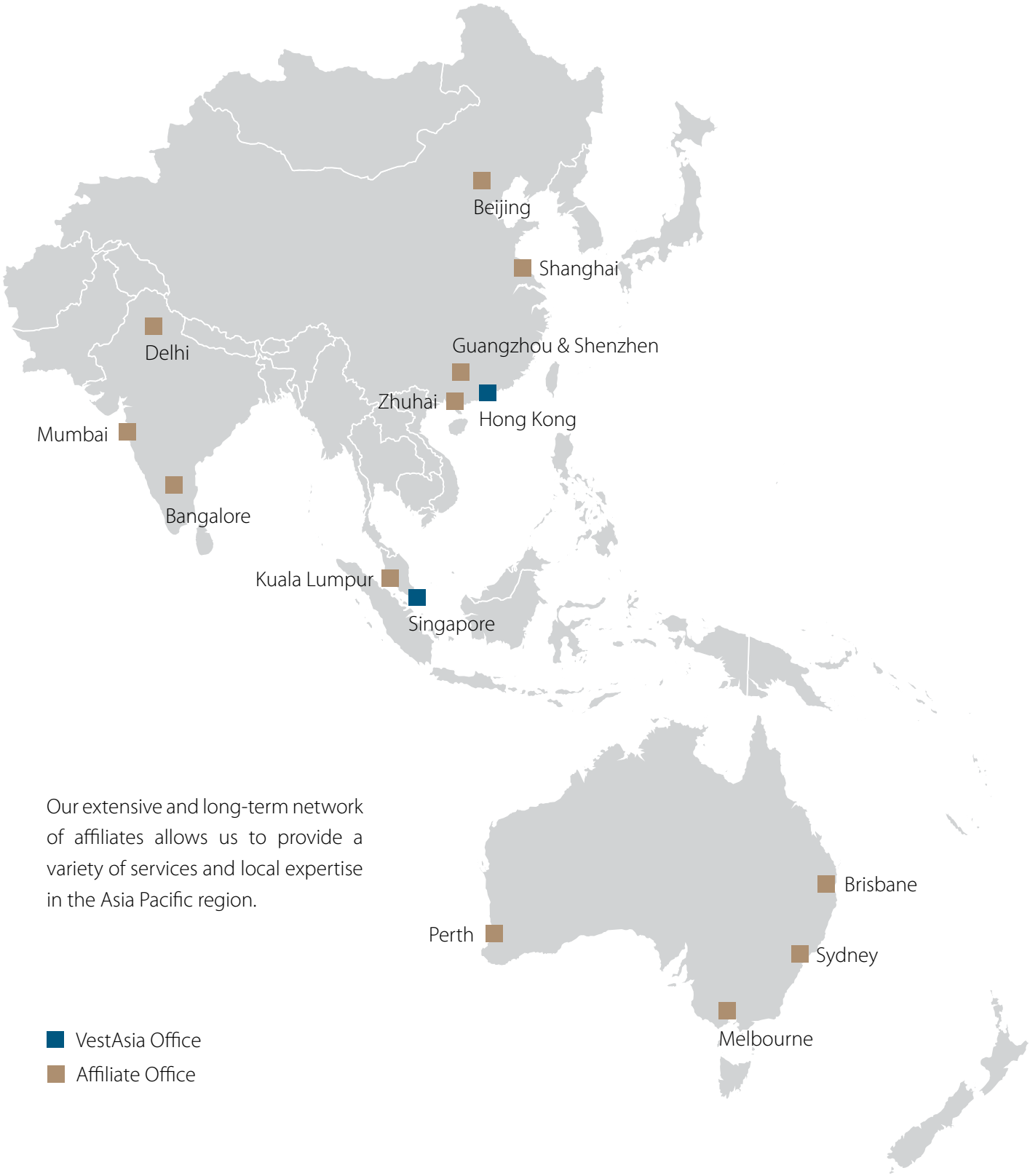
ALFATECH

Alfa Tech VestAsia works extensively with clients to provide the right project team for them. From architects to designers, engineers, inspectors, builders and finishers, we bring efficiency and transparency from conception to completion for the most complex projects.

DESIGN & BUILD SERVICE

- Architecture programming & space planning
- Design concept, mechanical & electrical design
- Program development, survey & due diligence on-site
- Budget, fit-out & IT cost estimations
- Equipment procurement & management
- Turnkey management & quality control
- Completion & handover management
- Reinstatement, restoration site to bare-shall

ASIA PACIFIC REGION



Our extensive and long-term network of affiliates allows us to provide a variety of services and local expertise in the Asia Pacific region.

VestAsia Office

Affiliate Office

CLIENT LIST

DOW JONES

PEPSICO

DECKERS
BRANDS

NORDIC
SEMICONDUCTOR

NEWAYS

BUSINESS
SWEDEN

nordic hamburg

Perrett
Laver

Hamilton Lane

RANDOX

VEOLIA

Honeywell

EMERSON

howden

Leica

CapitaLand

colfax

DECATHLON

WesternUnion WU

Medtronic

CLIENT LIST

A*star
Activeo
Adobe
Agilent Technologies
Agrocorp International
Almac
Amaranth
ANZ Singapore
Ariba
AspenTech
AUCTUS Capital
Bed Bath N Table
BIO-RAD
Blippar
CallisonRTKL
Charles SCHWAB
Chevron
Cirrus Logic
Citi
Clarins
Constantin Serval
Covance
CSC
Cummins
Decathlon
EDI Singapore
Embry-riddle
Facebook
Ferrosan
Garlock
Genentech
Globaleye
Hill-Rom
Ichor Systems
IEEC
Incomlend
International SOS
Invesco
IP mirror
JDSU
Katana
KLA Tencor
Lam Research
LanTroVision
Lucasfilm Ltd
Meggitt
Molex
Morgan Stanley
Mourant
MSC Software
Nanyang Techology University
Network Hardware Resale
Nicomatic
NU Horizons
Palm
PrimeStaff Group
Progress Software
Quest Software
Raffles International
Red Airship
Riello UPS
Sabana
SafeNet
Savvis
SEB
Siba Ships
Silecs Solutions
Sime Darby
SMU
SmartStream
SNCF
The Cockpit Hotel
TPG
Uber
Ultratech
Unilever
Veeco
Wing Tai Asia

KEY BIOGRAPHIES

ASHLEY WEE
Chairman

Ashley Wee has over 30 years of experience in the real estate industry. He graduated from the National University of Singapore (1988) with honours in Estate Management. He founded VestAsia Group in the year 2002.

Ashley is responsible for the partnership relations for all VestAsia's businesses. He also manages business development for joint ventures, corporate advisory and professional services as well as tenant representation and investment transactions in Asia Pacific. Ashley spearheads several alliance partners in the US, Japan, China, India, Europe and Australia.

He was formerly the director at (global joint venture) DTZ Staubach Tie Leung. Prior to that, he was a director at Jones Lang, heading the Investment and International Investments Divisions.

Ashley's capabilities include Investment Sales (capital markets) in the major cities of Asia Pacific with a proven track record of transaction value totalling several billion US$. This includes the acquisition of hotels, residential apartments, shopping centres, office buildings, development land, etc. Ashley is also well experienced in corporate advisory where he has represented and advised numerous international companies such as United States Government, TPG Capital, Dow Jones, etc.

He has extensive regional experience, travelled frequently and executed various assignments throughout Asia Pacific. He was also based in Colombo, Sri Lanka and Jakarta, Indonesia for several years. Ashley is currently active with business development and transaction work within Asia including Japan, Hong Kong, the UK and the US as well as overseeing the growth of the VestAsia Group of companies.

KEY BIOGRAPHIES

ALBERT CHAN
Director

Albert Chan has over 15 years of experience in the real estate industry, he is currently the Director of VestAsia's Hong Kong office.

After his studies in the United Kingdom, he began his career as a Negotiator in sales of residential properties with Connells Group for 4 years. He returned to Hong Kong in 2007, where he joined Asia Pacific Properties as a Consultant and was later promoted to manager of the Commercial Division in 2013.

Albert specializes in tenant representation - assisting companies in setting up and relocating their office/ branches in Hong Kong. He holds strong skills in lease negotiation and he is an experienced Project Manager for office fit-out projects.

He has provided tenant representation and fit-out project management for numerous international and fortune 500 companies such as PepsiCo, Dow Jones, Scottrade, X-Rite, Pantone, Nordic Semiconductor, Deckers Brands, Nordic Shipmanagement, etc.

KEY BIOGRAPHIES

WALLACE YEO

Director (Agency Advisory)

Wallace Yeo started his real estate career in 1993 and has experience in sales and leasing of all types of properties from HDB flats to condominiums and landed houses. He specializes in investment properties such as factories, shophouses, office spaces, strata shop spaces and mixed-use developments.

In the past few years, Wallace has focused on commercial properties and spent most of his time developing and growing the tenant representation business in the group both in Singapore and regionally. He is currently a Director and Key Executive Officer of TenantCS and leads the team in best practice processes and ethics in Singapore.

Wallace holds a Bachelor of Mechanical Engineering (1993) from the Nanyang Technological University, Singapore, a Master's in Business Administration (1998) from the University of Southern California, USA and a Certificate in Common Examination for Housing Agents (CEHA) (1999).

KEY BIOGRAPHIES

DAVID THAM
Senior Advisor

David Tham, Investment Advisory Director of VestAsia Group Pte Ltd, has more than 17 years of experience in the banking industry (with a focus on real estate), and another 8 years in real estate investment/management. He was with two of the major local banks undertaking real estate-related financing activities - OCBC and DBS Bank. His specializations include real estate and project development financing, equity joint ventures, pre-IPOs, Mergers & Acquisitions and Capital Market issues.

David obtained his Honours Bachelor Degree in Science (Estate Management) from the National University of Singapore. He has acquired a deep understanding of the Singapore Real Estate and Construction industry.

Besides being the advisory director of VestAsia Group, he also co-teaches "Development & Project Financing" on a part-time basis in NUS's Master of Science (Real Estate) course.

CASE STUDIES

Location Causeway Bay, Hong Kong

Size 18,000 sq.ft.

Type Office Lease

Brief

PepsiCo is a multinational food, snack and beverage corporation headquartered in New York. With previous successful projects, we were appointed as their Exclusive Tenant Representative. We provided a solution to their office plan and updated their operations in Hong Kong.

Solution & Outcome

- Successfully negotiated a below market rental package for PepsiCo
- Relocation savings of approximately HK$5.2 million over 36 months period.
- Provided comprehensive financial analysis for client's decision making process.
- Negotiated savings of approx. HK$1 million on reinstatement and repair costs with existing landlord.

> *"Albert was quick to react and managed to locate a suitable option few blocks away and was able to negotiate a favourable rental rate for our new office."*
>
> SHIRLEY WONG
> Senior Manager, AMENA

CASE STUDIES

Location Causeway Bay, Hong Kong

Size 30,000 sq.ft.

Type Office Lease - Renewal

Brief

We were appointed to provide tenant representation services to negotiate 3 consecutive lease renewals for PepsiCo between 2010-2017.

Solution & Outcome

- During this period, Hong Kong's office market continued its strong upward trend, market rent increased approx. 50% between 2010 to 2017.
- Our main target was to break away from the market increment percentage, to minimise expenditure for PepsiCo.
- By deploying different strategies and sending out various signals in the market at the right time, we negotiated renewal rent below market rate for both the area and the building.

"His dedication, transparent & clear communication and negotiation strategies guided us through the complex negotiation process with the landlord, where PepsiCo Inc. achieved the below market rent in recent renewals."

GRACE LAM
Senior Human Resource & Staffing Manager

CASE STUDIES

Location Hung Hom, Hong Kong

Size 8,000 sq.ft.

Type Project Management

DECKERS BRANDS

Brief

Deckers Brands is a footwear designer and distributor based in Goleta, California. Their portfolio includes UGG, Teva, Sanuk and Hoka One One. We were appointed as the fit-out project manager to carry out tender, design and on-site management for the build-out of their new office in Hung Hom.

Solution & Outcome

- Questionnaire of new office requirements, i.e. requirement on staff spacing, showcase and meeting room allocation and general look/feel of the office.
- We conducted full tender invitations to 3 design and construction companies, with detailed enquiries of their previous similar projects, including cost and time references.
- We provided design briefs to designers to provide initial designs of the office and arranged meetings to discuss their design and quotation.
- Quotations were broken down for comparison on an apple-to-apple basis for Deckers to make the best-informed decision.
- Upon selection of the fit-out company, we continued to monitor throughout the fit-out process, and defects were identified on-site and rectified as soon as possible to avoid delays.
- Deckers was pleased with the final result, our dedication and attention to detail from the fit-out project management.

CASE STUDIES

Location Tsim Sha Tsui, Hong Kong

Size 12,000 sq.ft.

Type Office Lease, Project Management

DECKERS BRANDS

Brief

Deckers Brands is a footwear designer and distributor based in Goleta, California. Their portfolio includes UGG, Teva, Sanuk and Hoka One One, we were the Exclusive representatives to locate a suitable option for the brand's expansion and manage their new office fit-out to suit their new branding direction.

Solution & Outcome

- Successfully negotiated a competitive rental package for Deckers, together with office fit-out completed on time and within budget.
- Provided comprehensive financial and staff home demographics for the client's decision-making process.
- Concluded internal expansion within the same building would be suitable for both cost and staff retention.
- Oversee office fit-out, from requirement discussion with the client, contractor tender and design. Maintaining a regular presence on-site to ensure work was carried out accordingly and defects are identified and rectified throughout the build.
- Deckers was pleased with the final result, our dedication and attention to detail from site search, and negotiation to fit-out project management.

CASE STUDIES

Location Quarry Bay, Hong Kong

Size 24,000 sq.ft.

Type Commercial Lease

Brief

Ryze Trampoline Park is a chain of trampoline parks operated in Europe and Asia and owned by Circus Trix in Utah. The minimum ceiling requirement for the trampoline park is a height of 19ft, with an open layout for as many features as possible.

Solution & Outcome

- With tight building usage restrictions and traditionally lower ceiling height in Hong Kong, it was deemed to be a near-impossible task.
- We conducted lengthy site research and survey, we were able to locate a perfect match on building and location requirements.
- Ryze was able to open up Asia's first trampoline park in Hong Kong and later on in Guangzhou, China.

"Mr. Chan delivered results for us in a monumental and frankly unexpected manner. He located and secured for us a site that has proven to be far beyond our expectations. Not only were our unique specifications met, but the site is in an incredibly good location and at a very reasonable rent."

ERIK HAUGEN
Legal Counsel

CASE STUDIES

Location Quarry Bay, Hong Kong

Size 42,000 sq.ft.

Type Commercial Lease & Renewal

Brief

Following the success since opening, Ryze appointed us to seek for an additional floor to introduce a ninja course to Hong Kong customers.

Solution & Outcome

- We analysed the situation with Ryze's current lease and availabilities within the building, we determined that Ryze should leverage the landlord's desire to keep the tenant within the building to attract similar operations.
- We continued our positive track record with Ryze by successfully negotiating a renewal of the existing lease together with a new lease at a competitive rate.
- The outcome ensured Ryze remains the largest trampoline park in Hong Kong, situated in a prominent and easy-access location for customers.

> *"I have always been able to count on Mr. Chan to deliver excellent service and results for my property needs in Hong Kong and throughout Asia. I give him the highest of recommendations for any prospective client."*
>
> ERIK HAUGEN
> Legal Counsel

CASE STUDIES

Location Wan Chai, Hong Kong

Size 3,500 sq.ft.

Type Office Lease

Brief

Business Sweden is a trade office of the Swedish Government that supports and promotes Swedish exports and investments. With previous experience and understanding of other European consulates, we were appointed to search for a suitable site for their new office.

Solution & Outcome

- Through the research of other Swedish Businesses, we were able to locate a suitable office in Wanchai.
- Due to the Government's budget structure, a longer-than-usual lease was required, we successfully negotiated the required fixed rent lease term.
- Business Sweden moved into their new office on time and with a favourable lease package over a longer period.

CASE STUDIES

Location Bangkok, Thailand

Size 8,000 sq.ft.

Type Office Lease, Project Management

NEWAYS

Brief

Neways International is a privately held American multi-level marketing organisation that manufactures and distributes personal care products, nutritional supplements and household cleaning products. With the successful opening of their HK showroom, Neways again reached out to us for a solution to their expansion plan in Thailand.

Solution & Outcome

- We conducted site surveys and reported on potential options. Due to the nature of the business, specifications will have to be met, such as the availability of after-office hour access, an efficient lift system for group visitors, and parking facilities in the building or nearby.
- Shortly after, we realised that the conventional business district may not be suitable due to heavy traffic in the area, so we suggested Ratchada district, 3 MRT stops away from the main business district of Sukumvit.
- Neways agreed with the suggestion, during negotiation leveraging Neways as an international brand and the amount of footfall will bring into the building and shopping mall section, a highly preferable package was concluded.
- Neways relied on us on the build-out project management, where we had to conduct weekly visits to the site for 8 weeks to ensure the build-out was up to Neways' standard.

CASE STUDIES

Location Central, Hong Kong

Size 2,500 sq.ft.

Type Office Lease, Project Management

Hamilton Lane

Brief

Hamilton Lane was established in Philadelphia in 1991 and is now a global brand and a recognised leader in the field. We were appointed to assist with their expansion plan, with Hong Kong as their regional headquarter.

Solution & Outcome

- After obtaining the full scope of requirements, inspections were conducted with the Director of Hong Kong and we started negotiating with short-listed options.
- We achieved significant rent concession (approx. 17%) during a rising market.
- Hamilton Lane also appointed us as their fit-out project manager.
- Thorough steps were taken on contractor tender, design process, furniture selection and routine on-site management.
- MD of Hamilton Lane HK Head quarter was extremely pleased with the outcome, we continued as their HK real estate representative and project manager in the following years.

> *"The outcome of the services provided exceeded all of our expectations. Our office services as headquarters for our operations in the region, and suits us ideally in that capacity. The space is well designed for the firm's needs, was executed to our high standards, and was delivered on time and on budget."*
>
> JOSHUA KAHN
> Director

CONTACT DETAILS

VestAsia Hong Kong is a commercial real estate brokerage and consultancy firm specialising in conflict-free tenant representation. We assist multinational corporations in the setting-up, relocation and leasing of their office spaces and branches in Hong Kong and across South East Asia.

DISCLAIMER
The information in this publication should be regarded as a general guide only. While every reasonable effort has been made to ensure its accuracy, we cannot guarantee it. No responsibility is assumed for any inaccuracies. The rentals and graphs shown are not rentals agreed by property owners, but only represent the writers views on estimated rentals and is intended as reference only. No responsibility is assumed for any inaccuracies. Readers are encouraged to consult their professional advisors prior to acting on any of the material contained in this publication.

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