





ABOUT CONTA

About

Professional Summary







Services

Service Lines
Capital Markets

A veteran in the real estate industry, Terence has more than 29 years of experience in advisory services and principal real estate investment management.

Over the years, he has been involved in more than 150 real estate transactions worth a total of USD10 billion – spanning different real estate sectors across most Asian

markets.

At Colliers International, Terence beims Asia Capital Markets and Investment Services which is made up of a team of more than 120 senior investment Services executives.

across the region.

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Accomplishments

insights and Perspectives, among others,



During his tenure with the Government Investment Corporation of Singapore (GIC). Terence spearheaded the acquisition of a mixed commercial complex in Shinagawa, Tokyo worth USD500 million.

When he was with invesco, Terence :

- > Led and executed the first investment in China by an invesco Fund in a 50-50 joint venture for a residential site worth USD200 million in Changzhou, Zhejiang Province.
- > Secured a segregated real estate investment account for invesce Europe with a Singapore-based investor – the first appointment by a Singapore based investor for invesce.
- > Secured the first third-party asset management appointment for a Singapore asset and increased the office's assets under management from nil to USD250 million within two years.

Formerly the managing director of AIG Greater China, Terence led the team to secure its first investment (a site in Guangdong for a commercial development with a buildable area of 140,000sp mit, since the Group's last acquisition in the 1980s.

Earlier in his career, Terence also achieved record revenue (completed transactions worth USD370 million) with the highest number of deals done within a year upon setting up of the national China investment team.

Education



General Manager Programme, Harvard Business School

BSc (Estate Management) (Hons), National University of Singapore

Dip (Investment) Singapore Institute of Banking and Finance



Clients

Some of Terence's key clients include Alpha Investment Partners Limited, Angelo Gordon Asia Limited, ARA Asset Management Limited, Ascendas-Singbridge, Ayala International, BaoMetal Group, British Foreign and Commonwealth Office, CapitaLand Limited, City Developments Limited, DBS Bank, Far East Consortium, Far Fast Holdings, Grosvenor Estate, Hong Leong Holdings, ING Real Estate, Keppel Land Limited, LaSalle Investment Management, Lend Lease, OCBC Bank, Pramerica, SC Global, Shui On Land Limited, SOGO, Temasek Holdings and Tuan Sing Holdings, among others.

Some of Terence's deals highlights are as follows:

Asia Track Record Highlights

- Shinagawa Eastside Complex, Tokyo, Japan (USD500m)
- Paragon by SOGO, SGP (USD460m)
- Shanghai International Plaza, China (USD251m)
- •Forum Galleria, SGP (USD241m)
- Ocean Tower, Shanghai (USD240m)
- Residential site, Changzhou, China (USD200m)
- Sembawang Shopping Centre, SGP (USD188m)
- Royal Oaks, SGP (USD148m)
- Rivervale Mall, SGP (USD135m)
- One Golden Lane, London (USD120m)

Tips for building your Colliers Profile

Your professional profile is created **on the Colliers Hub** and can be viewed by coworkers and clients. Your profile should be designed to give a snapshot of your skills, accomplishments and connections.

It's meant to show the value of working with you, and the unique skills and background you bring to the table.

1. Use a professional photo with our photo guidelines.

Ensure you have an updated, professional photo placed on a light grey gradient background, cropped square per our guidelines. This makes your photo look more modern and show up better on Our People, which is designed for square photos. When your photo looks like our other business leaders', you subtly communicate that you are part of a unified Colliers team.

2. Include a memorable elevator pitch.

Imagine your team leader was about to introduce you to a major potential client. What would you like him to say about you? In a sentence or two, the leader should describe what you do in our business (your role) and also what makes you special—the unique value you add to any assignment. Whether that's being the toughest negotiator or knowing all the nitty-gritty details, the characteristics that set you apart will paint a great picture for others and make them want to work with you.

3. More is more.

The Our People platform has an exceptional search capability that allows people to search anything and everything you include in your profile. So as you fill out the simple form, include as much detail as possible, particularly searchable terms. For example, use client names throughout your profile, refer to all of the product types and transaction types you've engineered, and refer to programs or conferences you've attended. This will ensure that people who search these terms are more likely to connect to you.

4. Your professional summary is not a resume.

Don't go back in time and dredge up past employment that doesn't currently contribute to your clients' success. Instead, start at the present-day, describing your role in our business (not just your title, but what you do). This should be written in third-person (e.g. "Jane has more than 10 years of industry experience," not "I have more than 10 years of industry experience," to avoid a bragging tone.) Then describe some of your past performance at Colliers and other relevant business experience. Filter this description so that it adds up to a short, compelling narrative about why you're perfectly suited for your role and your next client assignment.

5. Brag a little.

While you might feel a bit uncomfortable about saying you're "the greatest X" or "the most accomplished Y," let the accomplishments section do this for you. Include your own accomplishments and your team's work. When describing client assignments, don't just make a bulleted list – qualify and quantify. Use percentages and dollar figures to express significant benchmarks, and write a few words to describe why this is significant or what services you provided.

6. Build your credentials.

Sections on Our People such as Education, Specializations, Accreditation and Membership & Affiliations are all about building your credibility as an expert and a professional. When you fill these out completely, remember that your education has likely extended beyond your college degree to include continuing professional development.

7. Share great feedback.

Client names are among our top search terms on Our People, so don't neglect this opportunity to include your clients names and testimonials from them. These testimonials provide a broader picture of what it's like to work with you and can be a compelling reason for your colleagues to choose to partner with you. Also, if you have a net promoter score from a recent assignment, post it! You can include details on this score in the testimonials section if you choose.

8. Bonus

Include some of these keywords to get more visibility on search engines (SEO).

Build your Colliers profile here