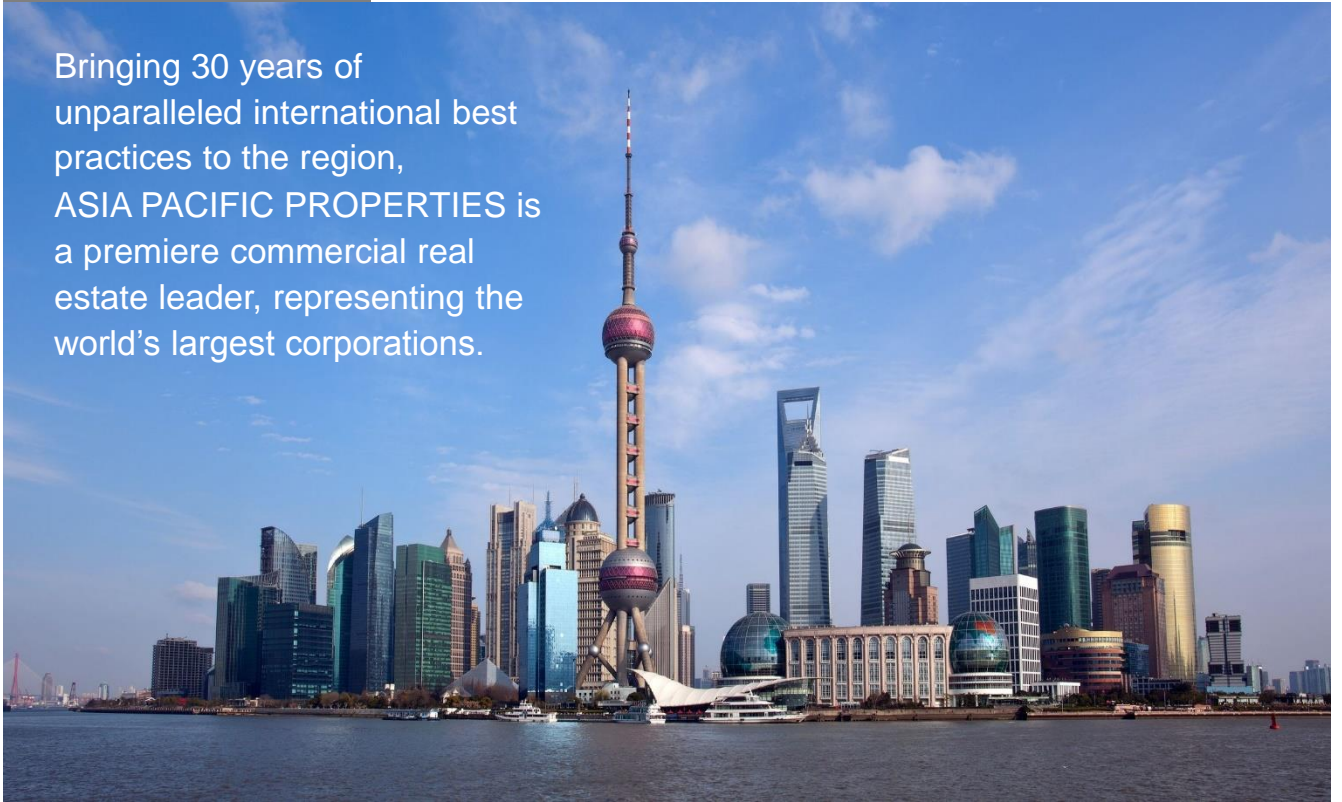


# Capabilities Brochure

[asiapacificproperties.com](http://asiapacificproperties.com)

Bringing 30 years of unparalleled international best practices to the region, ASIA PACIFIC PROPERTIES is a premiere commercial real estate leader, representing the world's largest corporations.



Our dedicated staff provide industry-leading advisory and brokerage solutions in targeted sectors, to which the teams specialise. Renowned for performing with the highest level of integrity, APP's corporate values encompass trust, honesty, and transparent communication to facilitate long-term relationships.

APP's targeted areas are Hong Kong & Guangdong, China's 1st tier cities and the Yangtze River Delta, with the exception of industrial & investment requirements, which is China wide. Such coverage is managed by Offices in Hong Kong, Shanghai, Beijing and Guangzhou.

With a focus on key regions and specific areas of expertise, executed with a strong team ethic, APP consistently exceeds client expectations.

## Commercial Team Track Record

## OUR CAPACITIES

### INDUSTRIAL

Highly regarded as the most professional and reliable real estate advisor/broker for industrial real estate in China. The APP Shanghai team has provided the full gambit of services across China, on behalf of a wide range of multinational and Chinese institutions, Clients and project types have included, yet are not limited to the following:

- Manufacturers
- Logistics / storage providers (3PL's)
- Investors
- Developers
- Governments
- Factories
- Warehouses / DC's
- Land
- Business / R&D / High-tech Parks
- Repositioning (in industrial areas)
- Lease / renewals
- Sale / Purchase
- BTS – For lease / purchase
- Sale leaseback / income producing
- Marketing & consultancy (site selection)
- Opinions of rent & price / research

### OFFICE / PROJECT MANAGEMENT

The pioneer of a fully dedicated corporate tenant representative firm in HK and China, APP delivers the client's best interest at all times. Turn-key office leasing, combined with project management, services are provided, including:

- Occupancy and exit strategy
- Rent review, renewal and relocation services
- Transaction negotiation and management
- Design and concept planning
- Procurement and bid management
- Value engineering and cost consultancy

### CAPITAL MARKETS

Through government connections, investor relationships and other channels in China and globally, alongside financially proficient professionals, APP has the resources to conduct investments of all sizes, in every sector.

- Debt placement
- Structured finance
- Acquisitions
- Dispositions
- Greater China markets
- Overseas
- Chinese/HK institutional investors
- Multinational investors

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