



Terence Tang

Managing Director | Capital Markets & Investment Services, Asia

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Area of Expertise

A veteran in the real estate industry, Terence has more than 31 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, Terence helms Capital Markets & Investment Services | Asia, which is made up of a team of more than 130 senior Investment Services executives across the region.

Professional Accomplishments

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, China.
- Secured a segregated real estate investment account for Invesco Europe with a Singapore-based investor – the first appointment

by a Singapore based investor for Invesco.

- 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 140,000sq m), 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.

Business and educational background

Prior to joining Colliers, Terence was with Invesco Real Estate Group, where he had held two different roles – he was the Head of China before relocating back to Singapore to be the Head of Southeast Asia.

Before Invesco acquired the Asia Pacific real estate fund management platform of AIG in January 2011, Terence was the Managing Director of AIG Global Real Estate Group, overseeing the real estate

businesses in Greater China.

Prior to AIG, he was the Head of China Investments with Jones Lang LaSalle (JLL), where he was instrumental in setting up and heading the business unit. Earlier in his career, Terence was also the Managing Director of JLL Singapore before he left to join GIC Real Estate.

Terence is a frequent speaker at several real estate conferences, some of which include ANREV, Private Equity Real Estate (PERE) Asia Summit, China Global Real Estate Institute, Deutsche Bank Access China, Real Estate Investment World, and Vision Insights and Perspectives, among others.

Representative Clients and Projects

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 East Holdings, Grosvenor Estate, Hong Leong Holdings, ING Real Estate, Keppel Land Limited, LaSalle Investment Management, Lendlease, OCBC Bank, Pramerica, PGIM, SC Global, Shui On Land

Limited, SOGO, Temasek Holdings and Tuan Sing Holdings, among others.

Educational Background

- General Manager Programme, Harvard Business School
- BSc (Estate Management) (Hons), National University of Singapore
- Dip (Investment), Singapore Institute of Banking and Finance



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Asia Track Record Highlights

Central Walk (Shenzhen, China) - USD985 million

Shinagawa Eastside Complex (Tokyo, Japan) - USD500 million

78 Shenton Way (Singapore) - USD486 million

Paragon by SOGO (Singapore) - USD460 million

Liang Court (Singapore) - USD294 million

Shanghai International Plaza (Shanghai, China) - USD251 million

Forum Galleria (Singapore) - USD241 million

Ocean Tower (Shanghai, China) - USD240 million

Residential Site (Changzhou, China) - USD200 million

Sembawang Shopping Centre (Singapore) - USD188 million

Bay Hotel (Singapore) - USD171 million

Silver Square (Shanghai, China) - USD153 million

Royal Oaks (Singapore) - USD148 million

Rivervale Mall (Singapore) - USD135 million

One Golden Lane (London, England) - USD120 million
