



## Fiona Ngan

Head of Occupier Services  
Hong Kong

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### Education & Qualifications

MSc Finance and Investment,  
University of Exeter in the U.K.

Individual Licence No.:  
E-197789

Company Licence No.:  
C-006069

### Area of Expertise

Fiona Ngan is the Head of Occupier Services of Colliers in Hong Kong. She joined Colliers in 2008. She managing full scope of services on tenant and landlord representation, project management and workplace advisory and consulting to occupiers and landlords. Her strengths include project leasing and the provision of a broad range of client services, particularly in tenant representations. She has extensive experience in business development, real estate strategic solutions and a range of consultancy services.

### Professional Accomplishments

Fiona Ngan has over 30 years' experience in the commercial real estate sector. She has built a strong clientele of multinational clients and local companies. Fiona is well-regarded in the industry for her experience and expertise in project leasing and tenant consultancy services.

### Representative Clients and Projects

Fiona has made notable contributions and achieved success in the leasing of South Island Place, Harbour East, 28 Johnston Road, the Millennium City's Portfolio, Festival Walk, The Gateway, One Peking, NEO, One Kowloon, Manulife Financial Centre, Goldin Financial Global Centre, KC100 and EDGE.

Fiona has in-depth relationship with the portfolio Landlord and she worked with a range of major multi-national companies and large local organizations including:-

### Professional Firm:

- AIA - 1,100,000 sq ft
- Adventist Hospital - 15,000 sq ft
- AXA \* - 200,000 sq ft
- HK Sanatorium Hospital - 50,000 sq ft
- NIKON - 15,000 sq ft
- Pfizer - 25,000 sq ft
- Prudential \* - 180,000 sq ft
- PwC - 420,000 sq ft
- Zurich - 42,000 sq ft

### Banking & Finance:

- AEON Credit - 40,000 sq ft
- Hang Seng Bank - 500,000 sq ft
- ICBC \* - 220,000 sq ft
- Mirae Asset Global Inv - 11,000 sq ft
- Mirae Asset Securities - 12,000 sq ft
- Mizuho Bank \* - 140,000 sq ft

### Shipping and Logistics:

- Agility Logistics - 13,000 sq ft
- Hamburg Sud \* - 20,500 sq ft
- Kuehne & Nagel - 60,000 sq ft
- Maersk HK - 35,000 sq ft
- Yusen Logistics - 70,000 sq ft

### Sourcing:

- Dick's Sporting - 10,000 sq ft
- GAP International - 77,000 sq ft
- Hop Lun - 63,000 sq ft
- Jakk Pacific - 18,000 sq ft
- Kiabi - 24,000 sq ft
- Sainsbury's ARGOS - 35,800 sq ft
- Tchibo - 28,000 sq ft
- Woolworths- 20,000 sq ft

### Technology and I.T.:

- HKBN - 100,000 sq ft
- PCCW/ HKT - 35,000 sq ft
- Ricoh - 46,000 sq ft
- SmarTone - 180,000 sq ft

### Construction & Engineering:

- KONE - 28,000 sq ft
- Ove Arup \* - 130,000 sq ft
- Rider Levett Bucknall - 63,400 sq ft
- United Tech Corp - 107,000 sq ft
- WSP - 140,000 sq ft

### Others:

- BASF - 70,000 sq ft
- Canadian Consulate - 70,000 sf
- City University - 80,000 sq ft
- CLP Power - 10,000 sq ft
- Estee Lauder \* - 75,000 sq ft
- Genting - 45,000 sq ft
- Hermes - 35,000 sq ft
- Hitachi Vantara - 19,000 sq ft
- Pernod Ricard \* - 25,000 sq ft
- PURE - 550,000 sq ft
- Woods Bagot - 12,000 sq ft

\* - Rent Review Appointment