



TAN, FRANKUM & ASSOCIATES

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Tan, Frankum & Associates (TFA) is a full service, advisory-based corporate real estate brokerage and consultancy firm based in the Philippines that combines in-depth market knowledge and a vast network of relationships to produce value driven results. The firm is dedicated to providing its clients with exceptional service in all aspects of commercial real estate brokerage, research and

consultancy services, industrial sales and acquisitions, and residential services. Our extensive experience in handling the full spectrum of corporate real estate requirements will ensure that your company's interest and objectives are met with professionalism. The firm is led by its director, **Mr. Trent Frankum**, who has fifteen years of experience working across all sectors of the real estate industry in the Philippines, with his primary focus being on corporate real estate services and investment sales and acquisitions.

Trent spent nine years working at CB Richard Ellis Philippines, with four of those years serving as the General Manager. In his capacity as General Manager, Trent guided the company's different business lines while also driving the investment advisory team and handling key office services accounts, mainly Fortune 500 and business processes outsourcing (BPO) clients. In October 2014, Trent earned the prestigious CCIM designation and is one of only two real estate practitioners in the Philippines with this globally recognized distinction. To date, Trent has transacted over 180,000 square meters of commercial leases and facilitated over PHP6.3 billion worth of sale transactions.





The services and value add that TFA provides are as follows:

Tenant Representation Services

- The objectives of controlling occupancy costs, maximizing productivity, employee recruitment, and customer perception, will demand expert knowledge, creative and sophisticated solutions, and a real estate advisor able to execute the transactions. In order to reach an equitable solution to your office space requirement, the corporate tenant needs access to market information, transaction expertise, and negotiation skills to match up with the landlords nowadays who are increasingly relying on their own professional representation.

Investments

- Investment Services addresses the requirements of foreign and local investors, funds or individuals, whether in acquisitions, dispositions, or refinancing. We have intimate knowledge of the Philippines' capital markets which we will leverage to achieve the desired return objectives. Our expertise in this area also meets the needs of developers and land owners who would like an independent and highly-skilled third party to study the market for development opportunities, prepare the financial analysis and test the results against various situations, manage and implement a marketing program, and achieve the results set out in the planning stage.

Research & Consultancy

- The Research & Consultancy business line includes project feasibility studies, highest and best use studies, general market studies, and development consultancy. We undertake research studies through property market surveys and supply-demand analysis using primary and secondary data, and technical and financial analysis. The in depth research that we conduct enables us to gather data that we in turn process and use to generate reports that add value to the project.

Industrial Services

- Our industrial expertise spans all sub-sectors of the industrial market. We acquire or dispose of high-tech manufacturing facilities, warehouses, vacant lots, old plants, or other idle or underutilized assets. The subject property can be located in an industrial park or as a standalone asset anywhere in the Philippines.



Our expertise is derived not only from Trent's background in corporate real estate but also through its other directors, Ms. Jenny Tan and Ms. Ten Tolentino.



Ten Tolentino has ten years of experience in financial analysis and data analytics with specialization in real estate finance and investment. She joined TFA in 2013 and performs investment advisory, deal structuring, financial modeling, research and valuation. She built up her corporate real estate experience working in CB Richard Ellis and in McKinsey & Co.'s Global Procurement and Real Estate Group. She attended Ateneo de Manila University for college and the Asian Institute of Management for MBA, and is currently working to obtain a law degree at the University of the Philippines.

Jenny Tan is a co-founder of TFA and a licensed real estate broker. She is also a successful businesswoman in the manufacturing and advertising sectors where her company, Tangent Enterprises, handles the promotional requirements of some of the largest Filipino conglomerates as well as several multinational corporations. Her network of local businessmen, bankers, lawyers, property owners, developers, government officials, and brokers is unparalleled. Jenny excels in originating deals, driving investment sales and marketing, making strategic introductions, and advising clients on their real estate investment portfolio. Since TFA's inception in 2011, Jenny has transacted over PHP1.2 billion worth of real estate.



Tan, Frankum & Associates offers a competitive advantage over other companies in the Philippines real estate market through its size and expertise. We are a boutique real estate service provider that will provide undivided attention to your requirement. We work around the clock to ensure that we deliver timely and satisfactory results. By being a boutique company, our clients are ensured that their requirements will be attended to by senior corporate real estate experts. Further, we have good working relationships with various project managers, architects, quantity surveyors, and contractors should our clients require the services of these specialized individuals. Our team leverages his vast real estate service experience in establishing TFA as the leading, boutique real estate services company in the Philippines.

Tan, Frankum & Associates (TFA) is well positioned to service your real estate requirement. We have a strong track record of successful projects and have the best people to meet your needs.