



COMPANY PROFILE

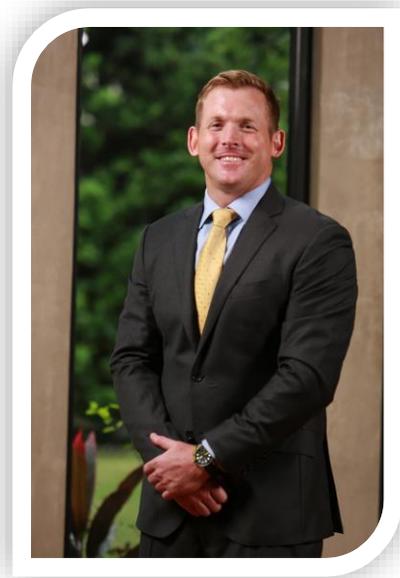


TFA Commercial – CORFAC International is a full service, advisory-based corporate real estate brokerage and consultancy firm based in the Philippines that combines in-depth market knowledge and a vast network of relationships to produce value driven results. The firm is dedicated to providing its clients with exceptional

service in all aspects of commercial real estate services including tenant and landlord representation, research and consultancy, back office documentation, and asset management. Our extensive experience in handling the full spectrum of corporate real estate requirements will ensure that your company's interests and objectives are met with professionalism. The firm was cofounded in 2011 by its Managing Director, **Mr. Trent Frankum**, who has twenty 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 the only real estate practitioner in the Philippines with this globally recognized distinction.

Outside of the office, Trent is a father of one daughter, an avid sportsman, and a member of various groups and clubs.



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 14 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, and valuation, and oversees research and day-to-day operations. 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 the Ateneo de Manila University for college, the Asian Institute of Management for MBA, and the University of the Philippines College of Law for her Juris Doctor degree.

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.

CORFAC International Welcomes Philippines-Based Tan, Frankum & Associates (TFA) to the Network



CORFAC is pleased to announce **TFA Commercial - CORFAC International** in Makati City, Philippines, is the first firm to join our growing global network in 2021. With the addition of TFA, CORFAC now has a presence in 18 countries around the world.

"CORFAC International is pleased to welcome TFA in the Philippines to the network," said CORFAC President Joe Latina of Patterson-Woods Commercial Properties-CORFAC International in Wilmington, Delaware. "Having this highly skilled real estate firm join us, particularly as CORFAC continues to expand in the Asia-Pacific market, offers a great opportunity for all CORFAC members and their clients."

"Since the establishment of TFA in 2011, we've constantly looked to improve and broaden our service offerings, and we feel that CORFAC is an integral piece to taking the next step in becoming a full service, commercial real estate solutions provider for our multinational clients as well as our Philippines based clients with property interests both locally and abroad. The way that CORFAC has embraced us as partners even in the early stages, is the way that we aim to serve our clients as well as CORFAC in return, with the highest level of professionalism, integrity, and knowledge of the real estate services practice."

TFA combines in-depth market knowledge and a vast network of relationships to produce value-driven results for their clients. The firm prides itself on its hands-on, boutique approach to commercial real estate, which ensures that only senior-level experts work to meet the clients' requirements.

About CORFAC International

CORFAC International is a global network comprised of privately held entrepreneurial commercial real estate firms with expertise in office, industrial and retail brokerage, tenant and landlord representation, investment sales, multifamily, self-storage, acquisitions and dispositions, property management and corporate services.

Founded in 1989, CORFAC has 75 offices in the U.S., Canada and international markets, including Australia, France, Germany, Ireland, Italy, Japan, Malaysia, Netherlands, Romania, Russia, Singapore, South Korea, Switzerland, Thailand and United Kingdom.

CORFAC offices close an average of 10,000 lease and sales transactions valued in excess of \$9.0 billion annually, totaling 500 million square feet closed and 65 million square feet managed worldwide.