



Michael Klibaner

Regional Director, Head of Research – Greater China, JLL

柯志谦

仲量联行大中华区研究部总监, 亚太区董事

Michael Klibaner is the Head of Research for Jones Lang LaSalle in Greater China, based in Hong Kong. He works with a team of 50 researchers in the firm's 15 Greater China offices to cover the office, retail, residential, and industrial property sectors in 30 Tier I, II and III cities. As a key advisor to property investors and developers, he looks after JLL's industry leading China Real Estate Intelligence Service (REIS) and Logistics Intelligence Service (LIS). He has authored numerous white papers, including one most recently looking at the long-term outlook for Hong Kong and Shanghai's office markets, as well as the highly regarded China50 series on Tier II and III cities, while contributing to regional and global research initiatives in areas such as sustainable development, transparency and capital flows.

Mr. Klibaner has more than 20 years of business experience, including the last eight based in Shanghai. He has worked in a broad range of industries, including five years as a bond trader and seven years as a consultant specializing in business and technology strategy. Before entering the real estate industry, he previously advised companies such as Cisco, Intel, Johnson & Johnson, Novartis, BorgWarner, Werner Enterprises, Hanesbrands Inc, Target, and Marubeni.

Mr. Klibaner joined Jones Lang LaSalle in 2007 as the head of the Global Location Solutions consulting practice for the Asia Pacific region focused on site selection and FDI incentives negotiation. He has expertise in cross-border and international projects, assisting SME and MNC clients to develop and implement location strategies.

Previously, Mr. Klibaner managed the China office of a boutique consultancy specializing in market entry strategy and implementation for foreign companies in Asia, as well as economic development advisory for sovereign investment promotion agencies (IPAs). Before entering the consulting field, he was a Vice President at Kozmo.com, an innovative Internet retail and logistics startup in the US. He spent the first five years of his career on Wall Street trading mortgage backed and asset backed securities for Barclays Capital and Kidder, Peabody.

Mr. Klibaner studied Applied Math and Economics at Princeton University. He served as the Chairman of the Real Estate Committee at the American Chamber of Commerce in Shanghai for two years, and is a member of the Asia Pacific research council at the International Council of Shopping Centers (ICSC). He is a frequent commentator on China's real estate markets, appearing in print and broadcast media and speaking at conferences around the region.

柯志谦先生目前担任仲量联行大中华区研究部总监一职。他与分布在全国 15 个办公室的 50 位研究部同事一起致力于中国 30 个一、二、三线城市办公楼、零售、住宅及工业地产市场的研究分析工作。作为一名服务于地产投资商与开发商的资深顾问，柯先生负责中国房地产资讯服务（REIS）及中国物流地产资讯服务（LIS），并撰写过多个白皮书，包括最新

力作阐述香港和上海办公楼市场未来需求的变化，以及获得业内高度认可的中国新兴城市 50 强报告。柯先生同时也致力于地区乃至全球范围内的可持续发展、透明化及全球资本流动的研究。

柯先生有超过 20 年的从业经验，并涵盖多种行业，他做过 5 年证券交易员，7 年商业技术战略顾问及项目管理顾问。他曾为包括思科、英特尔、强生、诺华、博格华纳、沃纳企业公司、美国汉佰公司、美国 target 塔吉特和日本丸红株式会社等著名公司提供过咨询服务。

柯先生于 2007 年加入仲量联行担任亚太地区全球选址解决方案总监，专注于选址和投资条件谈判。他为跨国和国际项目提供专业意见，协助中小企业和跨国公司制定并实施其选址战略。

在加入仲量联行之前，柯先生管理着一家小型专业咨询公司在中国的办公室，专门为进军亚洲市场的海外公司拟定并实施战略计划，同时担任投资促进机构协会（IPAs）的经济发展顾问。在进入咨询业前，他曾在 Kozmo.com（一家网络创新零售及物流公司）担任副总裁。他职业生涯的前五年曾在华尔街的巴克莱资本和凯德·皮博德公司从事住房抵押贷款证券和资产抵押证券交易。

柯先生毕业于普林斯顿大学应用数学和经济系。此前担任上海美国商会房地产委员会的主席一职两年，目前是国际购物中心协会（ICSC）亚太研究理事会中的一员。除此之外他还频繁出现在报刊、电台和电视上，对中国房地产市场提出独到见解，并在各地进行精彩演说。