

IT'S THE REAL BUSINESS

MS MICHELLE BAI, CEO
T ONE CAPITAL PTE LTD

T One specialises in bringing top quality global real estate investment portfolios to diverse markets in Singapore, Hong Kong, Mainland China, Taiwan and Japan. Being a regional player, their unique offering and carefully curated properties set them apart from many other real estate investment firms. Coupled with their first-hand knowledge of the various locales and their market conditions, T One is poised to deliver timely advise and information to potential investors.

Established in April 2019, T One has since grown rapidly from their Singapore office to opening another three regional offices in Hong Kong, Bangkok, and Beijing.

The founder, Ms Michelle Bai, has always had a great passion for real estate and unsurprisingly ended up with a Bachelor's degree in Business (Property) with a double major in Property & Marketing. She also registered as a valuer with IRAS. Originally a Chinese national, at age 17, she was awarded a scholarship to study in Singapore, and subsequently obtained Singapore citizenship. As a result of her background and personal experience, she was also able to effectively promote the company's services to Chinese customers. This leverage helped the company thrive in Chinese markets across Mainland China, Taiwan and Hong Kong.

T One's regional presence is set to keep growing. Today, T One is already in the midst of setting up offices in Phuket, Manchester (U.K) and Shanghai.

"At T One, we don't just provide investors with properties to invest in. We co-invest in properties alongside them! Furthermore, we only offer products and services to our investors that we're financially committed to - and we are strict when adhering to due diligence requirements," says Ms Bai, herself a seasoned and savvy property investor. Investors gain a sense of assurance and peace of mind when their consultant is literally invested in their transactions. This novel approach is yet another reason why clients from all over the region have been thoroughly impressed with this setup.

T One achieved a record sales figure of 50 million USD in July 2019, with a whopping 220 units sold in 21 days. Its phenomenal growth can be attributed to the founder's vision, hard work and high levels of professionalism. With a strong clientele base and excellent work ethics, T One is already gearing up for bigger things ahead.

"Our vision is to be the market leader as a global real estate investment provider," stated Ms Bai. And judging from T One's on-going momentum, this vision may very well soon turn into reality.



**"IF YOU ARE WILLING TO RISK THE USUAL,
YOU WILL HAVE TO SETTLE FOR THE ORDINARY"**
- JIM ROHN

UP CLOSE & PERSONAL

What excites you about the future of your industry?

Many of my customers see the need to have a second home overseas. Throughout COVID-19, we saw a huge increase in enquiries compared to the same period last year. My team and I are optimistic about the future of this business.

How do you approach problems in life?

I tackle and try to solve my problems within 24 hours, otherwise I cannot sleep. In the event that the problem is much bigger than I can resolve, I will always seek professional help.

Passion or Practicality?

Both.

How has your past experience helped you as an entrepreneur and business person ?

I was awarded a scholarship to study in Singapore when I was aged 17. This made me very independent as I came to Singapore alone and my parents remained in China.

How do you stand out from your competitors?

T One provides top quality service solutions to our developers, customers and agency partners.