



Professional Profile

Terry Ngan

Terry jointly established the specialist tourism and leisure consulting practice, Horwath HTL Limited, (formerly Horwath Asia Pacific Limited), together with Stephen Hamilton in 2002.

Terry has extensive knowledge and consulting experience in the tourism industry having been responsible for or undertaken over 200 consulting assignments. He also has had first hand experience working in senior management positions within two hotel chains based in New Zealand and Asia.

Terry's primary service lines include market demand analysis, financial feasibility studies, operator selection, sourcing investors, management contract negotiation, performance improvement, owner representation, due diligence and hotel valuations.

Based in Singapore, from 2000 to 2001 Terry worked as business development director (Asia) for a major hotel group. His role included financial feasibility studies, review of hotel valuations, due diligence on hotel opportunities, preparation of management contracts, proposals to developers and owners and hotel asset management.

Terry was National Director of the Hotel, Tourism and Leisure consulting team in a "Big Four" professional services firm for 7 years. In this role his consulting assignments covered wide-ranging needs of the hotel, attraction and conference sectors of the tourism industry within New Zealand and offshore in Asia and the South Pacific. He specialised in assisting investors and developers of hotels and attractions, which he continues to do.

General Experience

Hotel Industry

- Market demand and supply studies
- Financial feasibility studies
- Operator identification and selection
- Management contract reviews
- Due diligence reviews
- Review of operational and financial performance of hotel operations
- Divestment support

Leisure Sector

- Market demand and feasibility studies for proposed visitor attractions
- Operational reviews of visitor attractions

Events and Venues

- Feasibility studies for new event venues
- Peer review of business case for proposed conference and event venues
- Review of catering contracts and operations
- Due diligence reviews of catering operations
- Operating and financial projections for conference and event venues

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Qualifications

Bachelor of Commerce and
Administration, Victoria University

Professional Memberships

Associate of New Zealand Institute
of Chartered Accountants