



## **Willson Kalip**



### **Country Head**

Knight Frank  
Jakarta - Indonesia

- Qualifications:**
- Bachelor of Science (Honours) in Estate Management - National University of Singapore, Singapore
  - Member of MAPPI (Indonesian Society of Appraisers) No. 94-S-00387
  - Certified Valuer (Ministry of Finance of the Rep. of Indonesia) License No. P-1.08.00016
  - Registered Valuer with the Indonesia Capital Market and Financial Institution Supervisory Agency (BapepamLK) STTD No. 03/PM/STTD-P/A/2006
  - Member of Singapore Institute of Surveyors and Valuers
  - Licensed Valuer (Inland Revenue Authority of Singapore) No. AD 041-2004997D

- Career:**
- President Director/Country Head  
(Knight Frank / PT. Willson Properti Advisindo)  
April 2003 - Present
  - President Director  
(PT. Willson Properti Advisindo)  
Oct. 2001 - March 2003
  - Senior Valuer to Director  
(PT. Procon Indah/PT. Artanila Permai in association with Jones Lang Wooton / Jones Lang LaSalle)  
1992 - 2001
  - Valuer  
(OCBC Property Services), Singapore  
1991-1992



Willson is the head for Knight Frank Indonesia operation. He has over 20 years of professional experience covering a broad range of disciplines in the property industry. Over the last four years, he has established Agency Services for Knight Frank Indonesia. His primary responsibility is in investment sales and also overseeing property projects marketing. He has been instrumental in spearheading all service lines within the firm to include Valuation, Consultancy, Management Services, Commercial Agency, Residential Agency and Capital Markets. All service lines have a strong track record serving major local and regional MNC clients since its establishment in 2001.

Wilson has been quoted in numerous major property articles published in local and national publications. He also has experiences as guest speaker and panelist at several local and regional groups and industry conferences including Malaysian Annual Real Estate Convention 2008 in Kuala Lumpur, Euromoney Seminar on Real Estate Securitisation Summit 2006 in Hongkong, and Indonesian Society of Appraisers Seminar on Real Estate Investment Trusts (REITs) in Jakarta.

Willson is also a certified and licensed valuer both in Indonesia and Singapore who has been involved in valuation advisory assignments for a variety of real property assets throughout Indonesia conducted for various purposes. He has experienced in the disposal of strategic assets belonging to Indonesian Bank Restructuring Agency (IBRA); his role entails the formulation and implementation of disposal strategies to obtain optimised financial returns to his Clients.

Prior to establishing PT. Willson Properti Advisindo, Willson spent over eight years with Jones Lang Wootton in Jakarta – Indonesia, with the last six years as the Director of the company. Willson commenced his real estate career in 1991 with OCBC Property Services (Singapore) Pte Ltd. as a valuer upon his graduation from National University of Singapore.