

PEAR OF TRADERS

FF&E planned with you from the first design meeting.

FOR DEVELOPERS, INVESTORS, OWNERS AND OPERATORS

HONG KONG

A REAL-ESTATE LENS ON FF&E

We plan your FF&E from day one, and stay until the doors open.

New build, refurbishment or repositioning: we start from your plan, meaning budget, hold period, positioning and opening date. We help shape the FF&E at design stage, then manage it through to handover.

14+	30+	6+
COUNTRIES & REGIONS	PROJECTS DELIVERED	ASSET TYPES

Built from the plan

We start from capex, hold period and positioning, the way you already think, not from a factory catalogue.

Numbers first

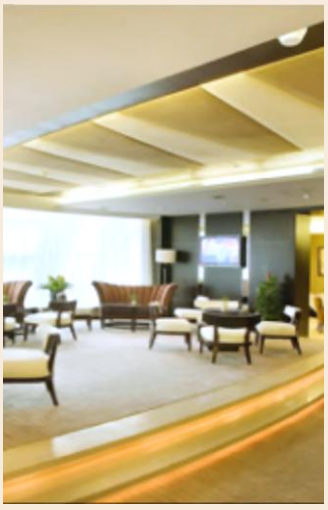
Each choice is checked against cost per key, lifetime cost and your opening date.

Start to handover

One Hong Kong team stays on your order from first drawing to handover, working with independent factories in the Greater Bay Area.

PROJECTS PREVIOUSLY DELIVERED BY OUR TEAM






FROM BRIEF TO PACKAGE

We start at design stage, with your plan, not at the purchase order.

We join early, while drawings can still change. Together we set budget, quality level and timeline, so FF&E is planned like the rest of the project, not bought last.

Purpose Driven

We agree where to spend more and where standard is enough, so money is not tied up where it won't pay back.

Cost per key and per m²

We budget per key and per square metre first, then source to that number and your programme.

Product Lifecycle

We weigh durability, upkeep and replacement, so a short hold isn't over-specified.

Three product tiers

Essential, Standard and Upgrade prices side by side, so you see what each extra dollar buys.

FOUR STEPS

From first design meeting to handover

01 **Specify**

Your brief in; specification and cost per key out.

02 **Source**

Factories checked, samples approved, package agreed.

03 **Verify**

Checks during production and before shipping.

04 **Deliver**

Packing, shipping and paperwork, timed to your opening.

Plan first. Specify to the plan. Deliver to the date.

THE OPERATING MODE

One team, four stages, five points where you approve.

One team is accountable from brief to handover. You approve at each gate; we do the work in between and answer for the result.

01 Brief	02 Source	03 Make	04 Deliver
Your plan in; specification and budget out.	Factories shortlisted and checked for each package. Samples reviewed.	Checks during production and before shipping; independent inspection where needed.	Packing, shipping, documents and handoff to the opening date.

FIVE POINTS WHERE YOU APPROVE

1. **Specification sign-off**
2. **Sample approval**
3. **Production release**
4. **Pre-shipment check**
5. **Handoff acceptance**

WHO DOES WHAT

CLIENT

Decides

Investment plan, budget, approvals and programme dates.

PEAR OF TRADERS

Leads

Specification, costing, terms, quality and delivery. We answer for the result.

PARTNERS

Executes

Independent factories, inspectors, freight forwarders and installers.

One point of contact. One programme. Every decision traceable.

WHAT WE SOURCE

One accountable partner for any FF&E scope, from full package to single items.

You contract with one team in Hong Kong. We are responsible for specification, price, quality and delivery, and place production with independent factories chosen for each package.

Full package

Specification, sampling, production checks, logistics and install handoff in one accountable path.

Per-room package

A complete guestroom set, costed per key, ready for floor-by-floor or building-wide roll-out.

Spot sourcing

Single categories when the rest is in place: casegoods, seating, lighting, bathroom or soft goods.

TYPICAL CATEGORIES

Casegoods & seating

Guestroom and public-area furniture.

Lighting

Guestroom, corridor and F&B lighting.

Bathroom & soft goods

Fixtures, fabrics and loose items.

WHERE THE WORK SITS

Hong Kong desk

The cofounders lead the brief, specification and commercial terms, through to delivery.

Partner factories

Chosen for each package in the Greater Bay Area. We own no factory, so we recommend what fits.

Quality & logistics

Quality checks are part of every order; inspection and shipping partners where required.

CROSS-SECTOR CAPABILITIES

One sourcing discipline, from hotels to airport lounges.

The same method works wherever people stay, eat, wait or work: hotels, lounges, restaurants, residential and offices.

DELIVERED BY OUR TEAM

Hotels & resorts

Guestroom sets, corridors, lobbies and public areas, costed per key.

Serviced apartments

Long-stay units specified for durability and fast turnaround.

Restaurants, bars & F&B

Seating, joinery and lighting across Asia and the Gulf.

Airport lounges

Premium lounge seating, joinery and lighting built for high-traffic use.

EXTENDING TO

Build-to-rent & living

Repeatable unit packages for roll-out.

Office & co-working

Lounge and amenity floors.

Retail & mixed-use

Ground-floor fit-out packages.

WHY IT TRANSFERS

Specify to the plan

Every package starts from hold period, positioning and capex.

Source to the programme

Made-to-order production timed to the opening date.

Document to the market

Compliance and handoff files for the destination.

SUPPLY CHAIN COMPLIANCE & ESG

Compliant by design, documented for every market.

We plan the paperwork at design stage, not at customs, so owners, lenders and operators can rely on it.

NORTH AMERICA	Fire performance (CAL TB 117-2013; NFPA 701 for textiles; TB 133 where required), low-emission composite wood (TSCA Title VI / CARB Phase 2), timber declarations (Lacey Act), forced-labour traceability (UFLPA).
EUROPE AND UK	CE / UKCA marking where applicable; EU General Product Safety Regulation; UK furniture fire-safety regulations and EN 1021 / BS 5852 ignition tests; REACH; timber due diligence: EUTR today, EUDR from 30 Dec 2026.
SPAIN AND LATIN AMERICA	Destination customs documents and certificates of origin, Spanish-language specifications and handover files. Spain follows the EU set above.
RUSSIA AND CIS	Sanctions and export-control screening of parties and goods before any quotation; certification and customs documents confirmed with local counsel.

Standards are indicative and requirements vary by product, project and jurisdiction. We confirm scope against local advisers before specification is locked.

ESG BUILT INTO THE PACKAGE

Responsible materials

Certified timber (FSC / PEFC) on request.

Factory standards

Social and safety audits (e.g. SMETA, BSCI) before award.

Traceability

Supplier and materials register for every package.

Lifecycle

Durable, repairable, lower-waste packaging.

Owner-ready reporting

Material and supplier data packaged to feed GRESB, ESG and Scope 3 embodied-carbon reporting.

LOGISTICS & INSTALL HANDOFF

Delivered to the opening date, room by room.

We plan backwards from your opening date, then close out with a documented handover to the installer.



Room-by-room, floor-by-floor labelling and packing lists.

Consolidated sea or air freight from Hong Kong and South China.

Invoice, packing list, origin and test certificates.

Staged to site against the install and opening programme.

Installer briefing, snag list, spares and attic stock.

THE HANDOFF PACK

- Room-by-room install plan
- Packing list keyed to floor plan
- Product data and care instructions
- Test and compliance certificates
- Snag list and sign-off sheet
- Spare parts and attic stock
- Warranty terms and contacts
- Photo record at dispatch and delivery

PRICING BASIS, AGREED PER PROJECT: WE TAKE ON MORE AT EACH STEP →

FOB

We hand over at the port of origin; you control freight.

CIF

We arrange freight and insurance to your destination port.

DDP

Delivered, cleared and staged to site, with a single landed price.

HOW WE ARE ORGANISED

One accountable desk, backed by specialist partners.

Pear of Traders is led by its two cofounders. They collectively lead the brief, the specification, sourcing decisions and delivery coordination.

The diagram below is an indicative operating model—it describes how an order is led, not a chart of staffed departments or owned factories.

PEAR OF TRADERS

Hong Kong desk

The commercial relationship sits in Hong Kong: briefing, specification, commercial terms, and coordination with owners, asset managers, operators and designers.

CO-FOUNDER

Kyle Chan

CO-FOUNDER

Raymond Zhang

HOW AN ORDER IS LED

01
Brief and specification

02
Sourcing and sampling

03
Production coordination and quality checks

04
Logistics and install handoff

EXTERNAL PARTNERS

Independent factories

Made-to-order production with independent Greater Bay Area workshops, selected per package.

Third-party inspection

Arranged before shipment where the project requires an independent check.

Logistics partners

Packing, shipping and destination documentation, timed to the install programme.

Functional steps describe the work, not permanent in-house departments or reporting lines.

THE FOUNDERS

Built by people who have sat on that side of the table.

Developers, investors and owners talk in capex, NOI, stabilisation and exit. The cofounders speak that language, and turn an investment brief into specifications, sourcing and delivery.

Pear of Traders is collectively led by its two cofounders, Kyle Chan and Raymond Zhang.

CO-FOUNDER

Kyle Chan

Kyle comes from real estate, capital markets and developer-side investment. He reads a brief the way a transaction or underwriting memo does, then turns it into what should be specified, sampled and sourced.

He has worked in the corporate investment team at Chinachem, a Hong Kong developer, and in capital markets at Colliers and Avison Young, across Canada, the UK and Hong Kong.

MSc in International Relations and Finance, Tsinghua University. BSc in Urban Planning and Real Estate, UCL.

CO-FOUNDER

Raymond Zhang

Raymond comes from real estate investment and asset management, in the kind of institutional environment a private-equity sponsor would recognise. The brief, for him, starts with how the asset is to be held, positioned and brought back into use—and only then with the furniture package that will serve that plan.

He has worked at CT REIT, QuadReal Property Group and Longfor Group, across acquisitions, underwriting and commercial property operations.

BBA (Distinction), University of Toronto.

TEAM EXPERIENCE ACROSS MARKETS

Track record across 14+ countries and regions.

Delivered by our team in prior roles, in the kinds of markets our clients invest in and operate.

14+
COUNTRIES AND REGIONS

30+
NAMED PROJECTS

4+
CONTINENTS



GREATER CHINA
Hong Kong · Macau · Beijing

20+ named projects

SOUTHEAST ASIA
Thailand · Malaysia · Indonesia · Singapore

4+ named projects

GULF
Dubai · Abu Dhabi · Doha · Kuwait

5+ named projects

EUROPE
Geneva · United Kingdom

1+ named projects

AMERICAS
New York

Warwick New York Hotel

PACIFIC
Fiji

Sunset Terrace, Warwick Fiji

Shown as team experience from prior roles, not completed work of Pear of Traders as a new company. Project counts are taken from the earlier project record; stylised map, not to scale.

NOTABLE EXPERIENCE

30+ projects from Hong Kong to New York.

Delivered by our team in prior roles, including Indonesia, the UK and Singapore. Shown as team experience, not as completed work of Pear of Traders.

MAINLAND CHINA

Fuhua Amusement Park Hotel
Beijing Joyinn
Celebrity International Grand Hotel
北京彩蝶轩

MALAYSIA

Sri Jati Apartment – Berkeley Court
May Tower Service Apartment

THAILAND

Coca Restaurant
SIAM Coca Restaurant

DUBAI

Mango Tree Restaurant
Meat Company Restaurant

ABU DHABI

Ushna Indian Restaurant

DOHA

Pampano Restaurant

GENEVA

Warwick Geneva Hotel

KUWAIT

Meat Company Kuwait Restaurant

HONG KONG

Cosmo Hotel
Hotel Lan Kwai Fong
Dorsett Olympic Hotel
Dorsett Seaview Hotel
Warwick Hotel
Dorsett Far East Hotel
Mayfair Garden Hotel
Olympic Terrace Suites
Fresh Burger Restaurant
Intercontinental Grand Standard Hotel
House of Tang
Nha Trang Restaurant
Gage Street Service Apartment

MACAU

Mango Tree Macao Restaurant
Grandview Hotel
澳門地政署

FIJI

Sunset Terrace Warwick Fiji Hotel

AMERICA

Warwick New York Hotel

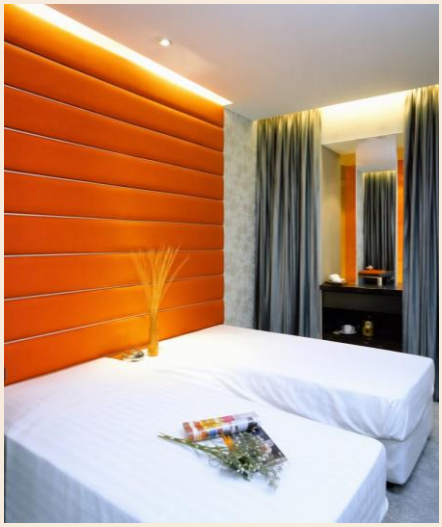
Guest rooms that sell the stay

HONG KONG · BEIJING

Projects previously delivered by our team: Cosmo Hotel and Lan Kwai Fong Hotel (Hong Kong); Celebrity International Grand Hotel (Beijing).













Lobbies, suites and public areas

ARRIVAL · SUITES · PUBLIC SPACES

Projects previously delivered by our team: hotel lobbies, suites and public areas.













Restaurants that fill the room

HONG KONG · BANGKOK

Projects previously delivered by our team: restaurants in Hong Kong and Bangkok.













Bars and dining across Macau

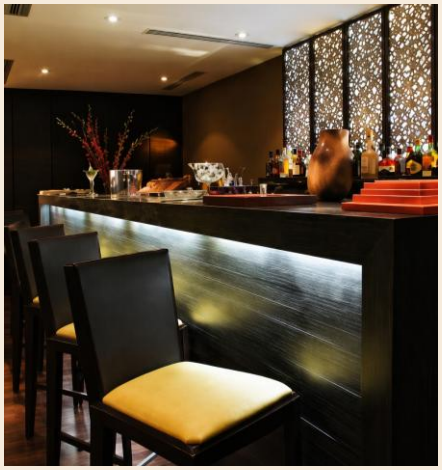
MACAU · HONG KONG

Projects previously delivered by our team: Mango Tree Macao and Dorsett Olympic restaurants and bars.















PEAR OF TRADERS

Planning a project?
Talk to us before the drawings are final.

The commercial relationship sits in Hong Kong: briefing, specification, commercial terms, and coordination with owners, asset managers, operators and designers.

SUBJECT TO CONTRACT

All proposals are subject to contract. Standards referenced are indicative; please confirm them with your compliance adviser. Track-record figures reflect the team's experience on previously delivered projects.

HONG KONG