



FOR IMMEDIATE RELEASE
Press Release

Ascendas' premier agent rewards programme scores high in 2006

- **Over S\$800,000 in commissions and cash rewards paid out for lease deals**
 - **Rewards now extended to sales deals**

1. **18 January 2007, Singapore** – The Ascendas Partner Rewards (“APR”) programme scored new highs in 2006, with a 30% increase in total number of points awarded to agents in 2006. More than S\$800,000 in bonus and commissions have been paid out, reflecting the keen enthusiasm from the industry. The overall business space closed by real estate agents increased to nearly 280,000 sq ft.
2. APR is the first such scheme introduced in Singapore. It recognises real estate agents and agencies with awards and cash rewards over and above the standard industry commissions of 1 to 2 months of gross monthly rental. Partner Points are awarded to the agents based on the average monthly rental of the transacted lease.
3. To-date, 547 agents have signed up for the exclusive programme, up 60% over the 347 agents when the programme was launched in 2005.
4. The bonus cash paid out are additional incentives for agents who clinch lease deals for Ascendas Land (Singapore) and Ascendas Real Estate Investment Trust (“**A-REIT**”) properties. These include Science & Business Parks, High-tech, Light Industrial, and Logistics & Warehouse properties.
5. A total of 15 agents exceeded the minimum 10,000 Partner Points needed for the bonus cash pay-outs, doubling that of 2005. The following are the top three agents and agencies of 2006:
6. **Top Agent of the Year Award:**
 - a. **Chua Wei Lin** DTZ Debenham Tie Leung (SEA) Pte Ltd
 - b. **Lorna Low** Jones Lang LaSalle
 - c. **Bernard Goh** CB Richard Ellis (Pte) Ltd

7. **Agency of the Year Award:**
DTZ Debenham Tie Leung (SEA) Pte Ltd with the highest accumulation of points from their agents.
8. **Most Active Agency of the Year Award:**
Corporate Visions Pte Ltd with the most number of concluded lease transactions from their agents.
9. Buoyed by the success of the scheme, Ascendas is extending the rewards to sales deals for 2007. Applicable to Ascendas' new projects such as Frontier, a five-storey ramp-up development located at ePark@Ubi, agents will be awarded 0.5 Partner Points for every dollar of the nett commission earned upon execution of the Sale & Purchase Agreement by the customer.
10. Said Ms Chong Siak Ching, President & CEO of Ascendas, "The Ascendas Partner Rewards programme shows our appreciation of our agent partners by rewarding them with more than just the standard commissions paid out in the industry. APR's continued success, and the phenomenal growth in the number of agents who have signed-up with us, is a clear testimony that this premier programme is a win-win for us and for our agent partners.
11. "We want to deepen our partnership with all agents and this year. With the extension of the scheme to sales deals, we can look forward to even more rewards for both Ascendas and our partner agents."
12. Ms Chua Wei Lin, Executive Director of DTZ Debenham Tie Leung (SEA), said: "On behalf of the team at DTZ, I'd like to thank Ascendas for recognizing our efforts over the past year with this award. Our focus has always been to provide optimal business space solutions for clients and Ascendas is a great management company with an excellent portfolio. We look forward to working together on another great year ahead."
13. Beyond Singapore, Ascendas has successfully implemented the APR programme in China, India and South Korea with overwhelming response from the agencies.

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Ascendas in Asia

Ascendas is Asia's leading provider of business space solutions with key markets in Singapore, China, India, and South Korea. Based in Singapore, Ascendas has built a strong regional presence from over 30 years of serving a global clientele of more than 1,300 customers. Ascendas develops, manages and markets IT parks, industrial parks, (manufacturing, logistics and distribution centres), business parks, science parks, high-tech facilities, office and retail space.

Adding value at every stage, Ascendas customises developments and bundles e-infrastructure as part of its seamless solutions, to create "plug- and-play" business environments. Its flagships in Asia include the Singapore Science Park, International Tech Park, Bangalore and Ascendas-Xinsu in Suzhou, China.

Ascendas is Asia's first to innovatively package its business space best practices and know-how into a comprehensive management system tailored to park developers. The Ascendas Real Estate Management System (AREMS) culls from tried and tested practices over the years and bundles the best practices into a unique product for ready application.

In 2002, Ascendas launched Singapore's first business space trust, known as the Ascendas Real Estate Investment Trust, or A-REIT. In June 2005, Ascendas also launched the Ascendas India IT Parks Fund, a private real estate fund seeded by two of its prime properties in India – International Tech Park, Bangalore and The V (ex-Vanenburg IT Park).

Ascendas' track record in Asia includes:

Singapore
Singapore Science Parks I, II & III
Neuros & Immunos @ Biopolis
Frontier, ePark@Ubi
A-Z Building
Ascendas Global Gateway Building
ePark@Admiralty
ePark@Ubi
Kaki Bukit Techparks I & II
Techlink
Techplace I & II
Techpoint
Techview
Tuas Techpark
<i>Build-To-Suit (BTS) projects include facilities for Honeywell, NH Techno Glass, Infineon, Hamilton Sundstrand, Hoya and Thales.</i>
China
Ascendas-Xinsu in Suzhou Industrial Park, Suzhou
Ascendas Plaza, Shanghai
Ascendas Ocean Towers, Shanghai
Ascendas Innovation Hub, Xi'an
Ascendas iHub, Nanjing
Dalian Ascendas IT Park, Dalian
Ascendas Wujiang Ready-Built Facilities, Wujiang
Vision (Shenzhen) Business Park, Shenzhen
Vision International Centre, Beijing
AREMS for Hunnan International Technopolis Shenyang

AREMS for Dalian Marine and Shipbuilding Accessories Industrial Park
AREMS for Singapore-Hangzhou Science & Technology Park
<i>Build-&Lease projects in the Beijing Economical & Technological Development Area, e.g. Exel Logistics, Friwo, YUM</i>
<i>Build-&Lease projects in other parts of China, e.g. Hitachi, Knowles, Foseco</i>
India
International Tech Park, Bangalore
International Tech Park, Chennai
Ascendas Mahindra IT Park, Chennai
Cyber Pearl, Hyderabad
The V, Hyderabad
AREMS for Mahindra Industrial Park, Chennai
South Korea
Citicorp Center, Seoul
DSME Building, Seoul
Anam Tower, Seoul
CJ GLS Logistics Center, Yong-In
Philippines
Carmelray Industrial Park II
Taiwan
Nankang Software Park
Vietnam
Vietnam-Singapore Industrial Park, Ho Chi Minh
Indonesia
Batamindo Industrial Park
Bintan Industrial Estate
Karimun Marine Industrial Estate
Techpark Cikarang
Oman
AREMS for 6 industrial estates and an IT Park in Muscat