



Press release

For Immediate Release

ASCENDAS REWARDS AGENTS WITH \$1.16 MILLION PAYOUT FOR 2012

- *20 new properties to be added to the scheme in 2013*
- **Singapore, [25] January 2013** – 95 real estate agents received **S\$1,160,315** today from leading business space solutions provider Ascendas Pte Ltd (“Ascendas”), through the Ascendas Partner Rewards (“APR”) programme.
- The payout, the eighth annual distribution since the inception of the APR programme in 2005, was to reward top-performing agents and agencies for the successful completion of 146 transactions for Ascendas’ group of properties in the year 2012. Since 2005, the payouts have totalled approximately S\$4.8 million, pointing to the steady growth in demand for Ascendas’ real estate solutions.
- The winning agents of APR 2012 are:
 - Kris Lee, Kelton & Wheeler International Pte Ltd
 - Martin Wong, Ample Properties Pte Ltd
 - Davon Wong, Kylou Properties Pte Ltd
 - Hiew Woon Jzie, HSR International Realtors Pte Ltd
 - Jason Chong, DTZ Property Network Pte Ltd

The cash incentives for the winning agents ranged from S\$18,246 to S\$85,697, totalling **S\$306,306**, some 35% of the total payout.

In addition to rewarding individual agents, two agencies were also recognised for their outstanding performance – HSR International Realtors Pte Ltd was crowned Top Agency of the Year, while ERA Realty Network Pte Ltd was awarded Most Active Agency of the Year (Lease).

- Mr Aylwin Tan, Chief Customer Solutions Officer at Ascendas said, “2012 was a demanding year, and we are pleased that we managed to sustain our performance throughout. Our success is in no small measure due to the professionalism and diligence of our partner agents. In 2013, we will add another 20 new properties including Nexus @ one-north, 31 International Business Park and Changi Logistics Centre to the APR scheme. We look forward to maintaining our close relationship with our partner agents and agencies in making the APR programme a success”
- Mr Eugene Lim, Key Executive Officer of ERA Realty Network Pte Ltd, said: “We are delighted to have clinched the Most Active Agency of the Year Award. We look forward to many more good years of working with the very professional Ascendas marketing team.”
- Commenting on the industry outlook, he added: “I believe that the introduction of the new Seller’s Stamp Duty (SSD) will serve to discourage short-term speculation that distorted the prices of industrial properties and raised operational costs of businesses. By eliminating speculative activities, the prices and rents for industrial space will then be reflective of true supply and demand.”
- Mr Donald Han, Special Advisor of HSR International Realtors Pte Ltd, said: “It is an honour to be named Top Agency of the Year. HSR looks forward to more of such fruitful working relationship with Ascendas - Asia’s leading provider of quality business space.”
- The APR programme was the first of such schemes in Singapore, initiated to offer real estate agents sales incentives over and above the standard industry practice. Through incentivising the best performers, the programme motivates the

industry to strive for optimal sales, thereby establishing mutually beneficial relationships between Ascendas and its agents. The APR programme has proven very successful with over 1200 agents joining the scheme over the last eight years.

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About the Ascendas Group (www.ascendas.com)

Ascendas is Asia's leading provider of business space solutions with more than 30 years of experience across the region. Based in Singapore, Ascendas has built a strong regional presence and serves a global clientele of over 2,600 customers in 33 cities across 10 countries including Singapore, China, India, South Korea and Australia.

Ascendas specialises in masterplanning, developing, managing and marketing IT parks, industrial & logistics parks, business parks, science parks, hi-tech facilities, office and retail space for a host of industries. Leveraging on its track record and experience, Ascendas has introduced new business space concepts such as integrated communities and solutions which seamlessly combine high-quality business, lifestyle, retail and hotel spaces to create conducive human-centric work-live-play-learn environments. Its flagship projects include the Singapore Science Park, International Tech Park Bangalore in India and Dalian-Ascendas IT Park in China. Ascendas provides end-to-end real estate solutions, assisting corporate customers through the entire real estate process.

In November 2002, Ascendas launched Singapore's first business space trust, Ascendas Real Estate Investment Trust (A-REIT), and in August 2007, Ascendas India Trust (a-iTrust) was launched as Asia's first listed Indian property trust. In July 2012, Ascendas listed Ascendas Hospitality Trust (A-HTRUST), which comprises a portfolio of 10 quality hotels in China, Japan and Australia. Besides managing listed real estate funds, Ascendas also manages a series of private funds with commercial and industrial assets across Asia.