



Ascendas Partner Rewards Programme Celebrates 10th Year with Record High Payouts

- *60 real estate agents received payout totalling S\$1.63 million in 2014*
 - *400 real estate agents rewarded since 2005*

1. **Singapore, 30 January 2015** — Leading business space solutions provider Ascendas Pte Ltd (“Ascendas”), has today rewarded 60 real estate agents with a record payout of about S\$1.63 million under the Ascendas Partner Rewards programme. This is the highest payout since the programme’s inception in 2005, bringing the total to over S\$7 million.
2. The first-of-its-kind rewards programme in Singapore’s real estate industry also celebrates its 10th year of recognising top real estate agents and agencies. Agents are rewarded with cash incentives as a way of encouraging them to achieve optimal business results in marketing Ascendas properties. There are more than 2,100 real estate agents under the programme to-date, a 7-fold increase from 330 in 2005. The programme has also rewarded 400 top-performing real estate agents since inception.
3. Recipients for Ascendas Partner Rewards programme in 2014 are:

Top agents of the year (for the highest number of points by individuals):
 - i. Ann Tan
 - ii. Gelyn Tan
 - iii. Sharon Tan
 - iv. Jason Chong
 - v. Lisa Teo
4. DTZ Property Network Pte Ltd was recognised for its outstanding performance as **Top Agency of the Year** (for highest points accumulated by its agents) and **Most Active Agency of the Year** (for highest number of concluded lease transactions).
5. Aylwin Tan, Chief Customer Solutions Officer for Ascendas, said: “This year is a significant milestone as we celebrate 10 years of rewarding our partnering agents, who have contributed to our success through the years. The growing number of agents taking part in the rewards programme and the record high payout are testament to the programme’s success in incentivising agents to achieve optimal business results and recognising their efforts.”

6. Mr Manohar Khiatani, President and Group CEO of Ascendas, who presented the awards to the top agents, said: "Our recent developments such as One @ Changi City, Aperia at Kallang and Galaxis at one-north are excellent examples of our new generation of space that integrates business, retail and F&B components and provide inspiring workplaces for our tenants."
7. Ann Tan, on receiving the Top Agent of the Year Award, said: "I would like to express my deepest appreciation to Ascendas for recognising me with the Top Agent of the Year Award. I am truly humbled and thrilled to receive this award; particularly because it endorsed the close partnership I have with Ascendas over the years. I look forward to continue the mutually-beneficial working relationship with Ascendas."
8. Ho Tian Lam, Chief Executive Officer, DTZ Southeast Asia, said: "We are delighted to receive the Most Active Agency Award, and Top Agency of the Year Award for the second consecutive year. I believe this is an outcome of the quality training and guidance we have given to our staff, to ensure a level of professionalism that exceeds customers' expectations. In addition, DTZ's global reach, complemented by in-depth local expertise, allows us to deliver a compelling value proposition to our clients. We look forward to many more good years ahead with Ascendas."

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About the Ascendas Group

Ascendas is Asia's leading provider of business space solutions with more than 30 years of experience. Based in Singapore, Ascendas has built a strong regional presence and serves a global clientele of over 2,400 customers in 26 cities across 10 countries including Singapore, China, India, South Korea and Vietnam.

Ascendas specialises in masterplanning, developing, managing and marketing IT parks, industrial & logistics parks, business parks, science parks, hi-specs facilities, office and retail spaces. 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 hospitality spaces to create conducive human-centric work-live-play-learn environments. Its flagship projects include the Singapore Science Park and Changi City at Changi Business Park in Singapore, International Tech Park Bangalore in India and Ascendas-Xinsu in Suzhou Industrial Park, China. Ascendas provides end-to-end real estate solutions, assisting companies across 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 listed as the first Indian property trust in Asia. In July 2012, Ascendas listed Ascendas Hospitality Trust (A-HTRUST), which comprises a portfolio of quality hotels in Australia, China, Japan and Singapore. Besides

managing listed real estate funds, Ascendas also manages a series of private funds with commercial and industrial assets across Asia.

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