

Press Release

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Space closed by agents doubles since the launch of Ascendas' premier rewards programme

- More than half a million dollars in commissions and bonus cash rewards paid out to agents in 2005
1. **16 January 2006** – Since the launch of the Ascendas Partner Rewards (“APR”) programme in January 2005, the overall business space closed by real estate agents have doubled to nearly 250,000 sq ft compared with 2004. The APR programme, the first such scheme introduced in Singapore, 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.
 2. To-date, 347 agents have signed up for the exclusive APR programme, where Partner Points are awarded to the agents based on the average monthly rental of the transacted lease. More than half a million dollars in bonus and commissions have been paid out to the agents, reflecting the successful first year of this programme.
 3. 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.
 4. A total of eight agents exceeded the minimum 10,000 Partner Points needed for the bonus cash pay-outs. The following are the top three agents and agencies of 2005:
 - **Top Agent of the Year Award**
 1. **Kamal Ibrahim** Corporate Visions Pte Ltd
 2. **Adrian Koh** Corporate Visions Pte Ltd
 3. **Bernard Goh** CB Richard Ellis (Pte) Ltd
 - **Agency of the Year Award**

Awarded to **Corporate Visions Pte Ltd** with the highest accumulation of points from their agents.

➤ **Most Active Agency of the Year Award**

Awarded to **Corporate Visions Pte Ltd** with the most number of concluded lease transactions from their agents.

5. 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. We believe that this premier programme has made a positive impact to motivate our agent partners. It is a win-win for us and for our agent partners,
6. “We want to encourage all agents to continue their partnership with us, and work even harder to make the maximum pay-out of \$100,000 per agent a reality.”
7. Following its success in Singapore, the APR programme is also going regional starting with a roll out in China, before extending to India later this year.

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About Ascendas

Ascendas is Asia's leading provider of business space solutions with key markets in Singapore, China, India, Korea and the Philippines. Based in Singapore, Ascendas has built a strong regional presence from over 30 years of serving a global clientele of more than 1,000 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' track record in Asia:

Singapore

- Singapore Science Parks I, II & III
- Kaki Bukit Techparks I & II
- Tuas Techpark
- Frontier in ePark@Ubi
- ePark@Admiralty
- Techplace I & II (in Ang Mo Kio)
- Techpoint (in Ang Mo Kio)
- Techlink & Techview (in Kaki Bukit)
- Techquest
- Honeywell Building
- NH Techno Glass Manufacturing Facility
- Ascendas Global Gateway Building
- A-Z Building
- Build-to-suit / Build-&-lease projects for Honeywell, Infineon, NH Techno Glass, Insead etc.

India

- International Tech Park Bangalore
- International Tech Park Chennai
- International Tech Park Kolkatta
- Cyber Pearl, Hyderabad
- Infocity, Gurgaon

China

- Ascendas-Xinsu in Suzhou Industrial Park
- Ascendas Plaza, Shanghai
- Vision (Shenzhen) Business Park, Shenzhen
- Vision International Centre, Beijing
- AREMS for Hunnan International Technopolis Shenyang
- AREMS for Dalian Marine and Shipbuilding Accessories Industrial Park
- Build-&-Lease projects in the Beijing Economical & Technological Development Area, e.g. Exel Logistics, Friwo, YUM
- Build-&-Lease projects in other parts of China, e.g. Hitachi, Knowles, Metrologic, Foseco

Oman

AREMS for:

- Knowledge Oasis Muscat
- Sohar Industrial Estate

- Buraimi Industrial Estate
- Nizwa Industrial Estate
- Rusayl Industrial Estate
- Sur Industrial Estate
- Raysut Industrial Estate

South Korea

- DSME Building, Seoul
- CJ GLS Logistics Center, Gyeonggi
- Citicorp Center, Seoul

Philippines

- Carmelray Industrial Park II

Vietnam

- Vietnam-Singapore Industrial Park

Indonesia

- Batamindo Industrial Park
- Bintan Industrial Estate
- Techpark Cikarang

For more information, please visit us at www.ascendas.com