

**Press release  
For Immediate Release**

## **REAL ESTATE AGENTS REAP RECORD CASH REWARDS IN 2007**

*- pioneer programme sets benchmark for its sales of industrial and business space*

*- 93% increase in cash rewards from 2006*

*- strong performance boosted by brisk demand for business space in Singapore*

1. **Singapore, 11 January 2008** – Leading business space solutions provider, Ascendas Pte Ltd, today announced that its Ascendas Partner Rewards (“APR”) programme has seen a record payout for 2007, an increase of 93% from S\$148,306 in 2006 to S\$286,860, with the top three out of 24 agents collectively garnering 64% of the total payout.
  
2. In 2007, 120 deals were closed on the back of a booming property market and continued strong demand for business space across Singapore, an increase of about 97%, as compared with 61 deals closed in 2006. A total of 729 agents participated in the APR programme, a significant jump by 35% from the previous year. The winning agents and agencies of 2007 are:
  - **Top Agent of the Year Award:**
    - i. **Mr Tahlil Khan**, Jones Lang LaSalle
    - ii. **Ms Heng Hui Xian**, Jones Lang LaSalle
    - iii. **Mr Aw Choo Guan**, Allegro Enterprise Real Estate Agency
  
  - **Agency of the Year Award:**  
**Jones Lang LaSalle** with the highest accumulation of points from their agents.
  
  - **Most Active Agency of the Year Award:**
    - i. **SLP International** with the most number of concluded sale transactions from their agents.
    - ii. **Corporate Visions** with the most number of concluded lease transactions from their agents.

3. In 2008, eight new projects will be added to the APR programme. These include high quality projects being developed by Ascendas Real Estate Investment Trust ("a-REIT") at Changi Business Park, the Alpha Amenity Block at Singapore Science Park II, 5 Changi North Way and Techplace II Annex Block at Ang Mo Kio Ave 5 and as well as other Ascendas developments at Singapore Science Park, Admiralty and International Business Park. These developments will add over 283,000 square metres of space to meet the demand for quality business space across Singapore in the coming year.
4. The APR programme is the first such scheme to be introduced in Singapore. It offers strong performing real estate agents sales incentives over and above the standard industry practice. "Partner Points" are awarded to participating agents and converted into cash based on leases transacted and sales closed of Ascendas Land (Singapore) and A-REIT properties. These include science & business parks, high-tech and light industrial properties and logistics & distribution centres across Singapore.
5. Ms Chong Siak Ching, Ascendas President & CEO, said: "We are very pleased with the growing support for this programme. Since its inception four years ago, we have seen the number of participants jump three-fold, which is testimony to its continued success. This programme is an opportunity to reward our partner agents for their hard work during the past year and with many new developments in the pipeline, they can look forward to more exciting chances to win in 2008!"
6. Mr Tahlil Khan, Associate Director and Head of Industrial at Jones Lang LaSalle (JLL), said: "The APR scheme is indeed a unique programme and with Ascendas being one of the leading industrial space solutions providers in Singapore, this programme has been very successful. The programme recognises and encourages agents for all the hard efforts put into each transaction and we expect the programme to be a continued success with more developments in 2008. With JLL's representatives being ranked as the top two agents in Singapore in 2007, it is hoped that this success will also be replicated in 2008!"

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**About Ascendas**    [www.ascendas.com](http://www.ascendas.com)

Ascendas is Asia's leading provider of business space solutions with key markets in Singapore, China, India, South 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 1,300 customers.

Providing products and services that cover the full range of the real estate process, Ascendas is a customer-focused partner that assists clients through owning, planning, developing and managing real estate assets. Its range of products include acquisition of land and existing facilities, construction of Build-to-Suit space and the provision of financing solutions. Key services available from Asia's leader in this field include feasibility studies, design development, renovation, property management and marketing consultancy.

Ascendas specializes in developing, managing and marketing 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 customizes developments and bundles e-infrastructure as part of its seamless solutions, to create "plug-and-play" business environments.

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. In November 2006, Ascendas invested in A-KOF, its first office fund in Korea. In June 2007, Ascendas launched its first development fund, the Ascendas India Development Trust (AIDT).