



Press release

For Immediate Release

## **ASCENDAS REWARDS AGENTS WITH S\$1.35 MILLION PAYOUT FOR 2011**

- *Annual Ascendas Partner Rewards programme for 7<sup>th</sup> year*
- *Largest payout since inception*

1. **Singapore, 13 January 2012** – **46** real estate agents will receive **S\$1,347,476** from Ascendas Pte Ltd (“Ascendas”) through the Ascendas Partner Rewards (“APR”) programme by the leading business space solutions provider. The payout, the largest since the APR programme’s inception in 2005, will reward top-performing agents and agencies for the successful completion of over **119** transactions for Ascendas group properties in the year 2011.
2. Despite the more subdued economy in 2011, this latest payout increased a further 12.9% over the payout for 2010’s performance, which was the first time the amount exceeded S\$1 million.
3. The winning agents of APR 2011 are:
  - I. Charissa Ong, CBRE Pte Ltd
  - II. Ada Yip, Colliers International (Singapore) Pte Ltd
  - III. Edith Tay, PropertyBank Pte Ltd
  - IV. Lesa She, CBRE Pte Ltd
  - V. Jeannie Yong, HSR International Realtors Pte Ltd

The cash incentives for the winning agents ranged from S\$26,922 to S\$190,028, totalling **S\$487,490**, some 36% of the total payout.

Other than the individual agents, three agencies were also affirmed for their outstanding performances – CBRE was crowned Top Agency of the Year, while Corporate Visions Pte Ltd and ANZ Realty were awarded Most Active Agency of the Year (Lease) and Most Active Agency of the Year (Sales) respectively.

4. Mr Aylwin Tan, Chief Customer Solutions Officer at Ascendas said, “2011 was a tumultuous year fraught with ups and downs, and we are glad that we managed to sail through the year steadily. This was only achievable with the capabilities and diligence of our partner agents.

We value their support and look forward to sustaining this close working relationship in the year ahead.”

5. The APR programme was the first of such schemes in Singapore when it started in 2005, offering real estate agents sales incentives over and above the standard industry practice. Through incentivising the best performers, this programme motivates the industry to strive for optimal sales and has served to build strong ties between Ascendas and its agents that are mutually beneficial in the long run.
6. Mr Michael Tay, Director of CBRE Pte Ltd, APR’s Top Agency of the Year, said, “As Asia’s leading provider of business space, Ascendas is a developer which delivers creative and quality products for occupiers. CBRE is very honoured to be working with Ascendas and we look forward to more opportunities this coming year.”
7. Mr Leow Kok Wee, Associate Director of Corporate Visions Pte Ltd, Most Active Agency of the Year since the inaugural year, said, “It is an honour to accept the Most Active Agent award for 7<sup>th</sup> consecutive year. We are impressed by Team Ascendas’ innovations, such as the Spacetobe App, and Ascendas’ culture in appreciating estate agencies as equal partners.”
8. Mr Mohd Anis Osmanbhoy, Proprietor of ANZ Realty, Most Active Agency of the Year, said, “Profit in business comes from regular customers, word of mouth that speaks of our project or services, and that brings friends with them.”

-Ends-

***For media queries, please contact:***

Geneveive TAN (Ms)  
Senior Executive, Group Communications  
Ascendas Pte Ltd  
Tel : 6508 8651  
Hp : 9790 7236

Vale NG (Ms)  
Executive Associate  
Kreab Gavin Anderson  
Tel : 6339 9110  
Hp : 9647 2722

**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 South East Asia (including Vietnam, Malaysia and Philippines). Based in Singapore, Ascendas has built a strong regional presence and serves a global clientele of over 2,000 customers.

Ascendas specializes in developing, managing and marketing IT parks, industrial & logistics parks, business parks, science parks, hi-tech facilities, office and retail space. Its flagships include the Singapore Science Park, International Tech Park Bangalore in India, Dalian-Ascendas IT Park in China and Carmelray Industrial Park II in the Philippines. 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, the Ascendas Real Estate Investment Trust (A-REIT). In August 2007, the Ascendas India Trust (a-iTrust) was launched as Singapore's first listed Indian property trust. Ascendas also demonstrated its strength in real estate fund management with a series of private real estate funds established across Asia.