



APAC Realty Announces Partnership with MLN Overseas (Singapore) Private Limited to Boost China's Overseas Property Investments

SINGAPORE, 14 March 2018 – APAC Realty Limited (“APAC Realty”, the “Company” or together with its subsidiaries, the “Group”) and MLN Overseas (Singapore) Private Limited 明良海外置业 today signed a partnership agreement entering into a partnership to provide property buyers from China one-stop real estate services in Singapore, Thailand and Malaysia.

Through this strategic partnership, APAC Realty will help clients of MLN Overseas (Singapore) Private Limited to lease out or resell their overseas properties in these markets through one of its subsidiaries, ERA Realty Network and its affiliates in Asia Pacific in eight other countries.

MLN Overseas (Singapore) Private Limited is one of the leading overseas real estate companies from China, and the only establishment in the country to have branches in South East Asia. In the past two years, MLN Overseas (Singapore) Private Limited has successfully sold about 1,600 units of properties in Malaysia, Thailand and other South East Asian countries to Chinese customers.

“We are extremely excited and thankful for the trust MLN Overseas (Singapore) Private Limited has placed in APAC Realty and ERA. Boasting a vast network of close to 17,500 professional real estate salespersons across Singapore, Indonesia, Japan, Korea, Malaysia, Taiwan, Thailand, Vietnam and now Cambodia, we are confident we can offer first-rate real estate services for the clients,” said Mr. Jack Chua, Executive Director and Chief Executive Officer of APAC Realty.

Ms. Juliet Zhu, President and Executive Director of MLN Overseas (Singapore) Private Limited said, “We are proud to be working with APAC Realty, a leading real estate service provider in Asia Pacific. Chinese property buyers are concerned about

after-sale services as they are unable to manage their overseas properties in person. With APAC Realty’s strong brand presence and stellar track record, we can assure our clients that their overseas investments are carefully managed.”

“Currently, we have more than 1,000 units of properties in Malaysia and more than 400 units in Thailand waiting to be leased out or resold, all of which will be marketed through ERA Network in Asia Pacific to interested tenants or buyers. We are also receiving more and more enquiries from Chinese property buyers about the properties in Singapore. We look forward to working closely with ERA Singapore, Malaysia and Thailand,” Juliet added.

To date, ERA Malaysia has four offices with 150 agents, while ERA Thailand has 20 offices with 480 agents. They will help to market the following projects:

Project(s)	Location(s)
Forest City – Country Garden	Johor, Malaysia
Agile Mont Kiara	Kuala Lumpur, Malaysia
Star Residence	Kuala Lumpur, Malaysia
Tropicana The Residence	Petaling Jaya, Malaysia
The Face	Kuala Lumpur, Malaysia
Himalai	Phuket, Thailand
Excel Hideaway	Bangkok, Thailand
City Life	Phuket, Thailand
Grand Himalai	Phuket, Thailand
A Space	Bangkok, Thailand
Metris Ladprao	Bangkok, Thailand
Lumpini	Pattaya, Thailand
Sea Saran	Pattaya, Thailand
Sea Zen	Pattaya, Thailand
Avenue Venice	Bangkok, Thailand
Niche Mono	Bangkok, Thailand
Olympus	Pattaya, Thailand
Ekkamai 888	Bangkok, Thailand
Maestro 19	Bangkok, Thailand
Estabe	Bangkok, Thailand
Punna	Chiang Mai, Thailand

According to a recent report on China's global property investment trend, Chinese buyers spent over USD100 billion (SGD131 billion) on overseas properties in 2017. Recent figures also indicated that Chinese overseas real estate investment is picking up again. The trend is expected to rise as the Belt and Road Initiative comes into fruition.

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About APAC Realty Limited

APAC Realty Limited (“APAC Realty”, the “Company” or together with its subsidiaries, the “Group”) is a leading real estate services provider which operates a market-leading real estate brokerage in Singapore under the ERA brand. APAC Realty operates three main business segments – the real estate brokerage services; franchise agreements; and training, valuation, property management and other ancillary services.

APAC Realty’s real estate brokerage services are operated by its wholly-owned subsidiary ERA Realty Network Pte Ltd (“ERA Realty”) under the ERA brand. ERA Realty is one of Singapore’s largest real estate agencies with more than 6,000 agents registered as at 31 January 2018, providing property brokerage services for primary home sales, secondary home sales, and rental of residential, commercial and industrial properties.

APAC Realty holds the exclusive ERA regional master franchise rights for 17 countries in Asia Pacific, acquired from Realogy Group LLC. The Group also holds the master franchise rights for Singapore for Coldwell Banker, one of the oldest and most established real estate office and franchising companies in the United States. As at 31 December 2017, there are 22 Coldwell Banker Member Brokers in Singapore which collectively have over 100 agents registered with them.

APAC Realty’s wholly-owned subsidiary Realty International Associates Pte Ltd (“RIA”) operates training programmes and courses for real estate agents in preparation for professional certification exams and as part of continuing professional development regulations. RIA also undertakes valuation work on behalf

of clients such as financial institutions, government agencies and property owners and provides property management services for real estate developments.

www.apacrealty.com.sg

About ERA

Since its inception in 1982, ERA Singapore has been a trailblazer with a track record of redefining industry standards through pioneering real estate concepts, technologies, initiatives and products. As Singapore's only public listed real estate agency with over 6,000 salespersons, ERA is the industry authority committed to delivering excellent service, results as well as customer satisfaction.

With over three decades of experience, it has gone on to market more than 200 projects and secured innumerable dream homes for its clients. In 2017, it was awarded by Brand Alliance as the number one influential brand for property agencies in Singapore. Its associates are empowered with innovative tools and training so that they can bring value to their clients. Clients have total confidence that when they work with ERA agents, they are getting the best service.

ERA Realty Network Pte Ltd

Estate Agent License No. L3002382K

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