



## **APAC Realty's CEO Wins Executive of the Year, Real Estate Agency at SBR Management Excellence Awards 2022**

**SINGAPORE, 18 November 2022 – APAC Realty Limited** ("APAC Realty", the "Company" or together with its subsidiaries, the "Group"), a leading real estate services provider which operates a market-leading real estate brokerage in Singapore under the ERA brand, announced that Mr Marcus Chu, the Group's Chief Executive Officer, was named Executive of the Year, Real Estate Agency, at the Singapore Business Review ("SBR") Management Excellence Awards 2022.

"On behalf of the board and management, I would like to congratulate Marcus for winning Executive of the Year, Real Estate Agency 2022. Since his appointment as CEO on 1 July 2021, Marcus has led the team to deliver a series of value creation and digital transformation initiatives across the Group. Key initiatives include the founding of APAC Realty's Capital Markets & Investment Sales and Luxury Homes divisions, the listing of ERA Indonesia on the Jakarta Stock Exchange, the launch of ERA's revolutionary SALES+ app and the completion of a partnership with Morgan Stanley Private Equity Asia, which saw the leading APAC private equity investor become a majority shareholder of APAC Realty," said Mr Jack Chua, Executive Chairman, APAC Realty Limited.

Under Mr Chu's leadership, ERA established a Capital Markets & Investment Sales and Luxury Homes divisions in February 2022 to capture a meaningful share of the growing 'big-ticket' real estate investment market. Engaging investors and ultra-high-net-worth individuals, these divisions seek to deliver quality service and advice related to commercial, industrial, and Good Class Bungalows investments.

Mr Chu helmed the development and successful launch of ERA's super app, SALES+ in August 2022 to strengthen its prop-tech capabilities and meet the evolving demands of the industry. Featuring a robust suite of digital and innovative solutions, the super app empowers ERA agents with the latest industry trends, analytics and reports, allowing each to enhance their level of customer service and manage their business with greater efficiency. Garnering over 6,500 downloads in its first two months, SALES+ is a game changing app for the industry

In 2022, Mr Chu led the discussions which culminated in Morgan Stanley Private Equity Asia securing a 64.8%<sup>1</sup> majority interest in APAC Realty Limited. His strategic foresight ensured a new partner for APAC Realty – one with an outstanding track-record, deep networks and access to industry insights, and strong financials. With these attributes, MSPEA is well positioned to support and grow the Group in Singapore and across Asia Pacific.

"I am grateful for the recognition, given the calibre of the competition and esteemed panel of judges. I share this achievement with the ERA executives and team, who have worked with me to deliver quality outcomes for our customers, shareholders and employees. I would also like to thank Jack Chua for his mentorship over the past two decades and the board for their unwavering support and guidance," said Marcus Chu, Chief Executive Officer, APAC Realty Limited.

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<sup>1</sup> As at 10 June 2022



Held on 17 November 2022, the SBR Management Excellence Awards recognises business leaders in Singapore who have made a significant impact or led in a transformation within their respective industries. Into its eighth year, judging is by a panel of senior professionals and experts from notable organisations including Deloitte SEA, Ernst & Young, KPMG and BDO LLP.

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### ***About APAC Realty Limited***

APAC Realty is a leading real estate services provider, holding the exclusive ERA regional master franchise rights for 17 countries in Asia Pacific. Through its ERA franchisee network, the Group has one of the largest brand footprints in Asia with more than 21,000 trusted advisors across 646 offices, and is the largest ERA Member Broker globally by transaction value.

The Group has a market-leading position in the Singapore real estate brokerage business through its wholly-owned subsidiary ERA Realty Network Pte Ltd ("ERA Realty"). Established in 1982, ERA Realty is one of Singapore's largest real estate agencies with more than 8,400 trusted advisors as at 30 September 2022, providing property brokerage services for primary and secondary home sales, as well as rental of residential, commercial and industrial properties. Through its Capital Markets & Investment Sales business unit, the Group delivers corporate real estate services for sizeable assets to high-net-worth individuals, family offices, developers, institutional investors and real estate investment trusts.

As an industry pioneer, ERA Realty has constantly been at the forefront of technological innovations with an emphasis of enhancing agent productivity and service excellence for the past 40 years. The Group empowers its trusted advisors with the latest proptech, training, and proprietary super apps such as RealtyWatch, allowing each to extend best-in-class advice and service to customers.

APAC Realty's wholly-owned subsidiary Realty International Associates Pte Ltd ("RIA") operates training programmes and courses for real estate trusted advisors 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 management services for real estate developments.

APAC Realty is listed on the Mainboard of the Singapore Exchange Limited since 2017. For more information, please visit [www.apacrealty.com.sg](http://www.apacrealty.com.sg).

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