

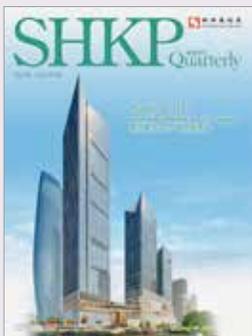
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 新鴻基地產
Sun Hung Kai Properties

新地季刊
Quarterly

Vol 90 | Q4 2018

Nanjing IFC
soon to complete its first tower
南京國金中心一期即將落成



Nanjing IFC soon to complete its first tower 南京國金中心一期即將落成

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以心建家 Building Homes with Heart

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Editor's Note 編者按：

The *SHKP Quarterly* serves to provide updates on the Group's different businesses, with the aim of maintaining transparency and high standards of corporate governance. It is not intended as a promotional material.

本刊旨在為投資者提供集團業務的最新資訊，維持企業高透明度及良好的企業管治。本刊內容涵蓋集團業務的不同範疇，相關資料陳述並非用作宣傳推廣。

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Nanjing IFC soon to complete its first tower

Nanjing IFC, the Group's first ever investment in Nanjing, is progressing well. The first office tower and the shopping mall are about to be completed while the remaining sections are on schedule.

Nanjing IFC is the third IFC project after Hong Kong and Shanghai. Like its counterparts, Nanjing IFC is being built to international standards, using premium construction materials and incorporating fine details on a prime site, coupled with the addition of modern facilities and professional, caring management services. Boasting a gross floor area of 3.4 million square feet, the project will comprise super grade-A offices, a grand luxury shopping mall and five-star hotel in three separate buildings inter-connected on the podium roof. Integrated developments that are built to international standards are rare in the district, putting Nanjing IFC in a position to become a true city landmark.

Key location in the Hexi Central Business District

Nanjing IFC is located in the Hexi Central Business District, which is one of the major CBDs in eastern China, comparable to the Lujiazui Finance and Trade Zone in Shanghai's Pudong area. The prime site sits in close proximity to the Nanjing International Expo Center as well as office clusters that include regional headquarters of financial institutions, telecommunications companies and media organizations, plus several large commercial projects currently under development.

Nanjing IFC is also located nearby Hexi's major transport hub, providing optimal transportation convenience. As one of the few integrated projects designed atop a Nanjing metro station, Nanjing IFC will offer seamless connection at Basement 1 to the Metro Yuantong Station where visitors can enjoy exclusive swift access to Nanjing Metro

Line 2 and Line 10. In front of the site as well is a tram station, which also offers easy access across the city. The complex at the junction of Hexi Street and Jiangdong Middle Road is also near to many main roads with fast connections to major highways. Travelling to other cities and provinces as well as to the international airport is fast and easy. Nanjing IFC is about a 15 minutes' drive to CRH Nanjing South Railway Station and about a 40 minutes' drive to Nanjing Lukou International Airport.

Stylish complex that shimmers

Designed by a world-renowned architectural firm, Nanjing IFC's design throughout was inspired by the image of crystals. Built of glass and various other fine materials embellished with thoughtful details, the giant crystal-like towers are designed such that their facades, tower crowns, podiums and lobby entrances will refract natural incoming light to create spectacular, ever-changing rays of illumination.

Located at a strategic site in the Hexi Central Business District, Nanjing IFC is one of the few integrated developments in the area
南京國金中心位於河西中央商務區黃金地段·屬區內罕見的綜合發展項目

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The complex is destined to serve as a dynamic new backdrop to the nearby commercial projects.

Landscaped spaces are yet another feature of Nanjing IFC. An open piazza covering almost 20,000 square feet in attributable terms is being constructed on the eastern side while outdoor landscaped areas will adorn the podium roof for people to slow down and enjoy the moment.

Multinationals soon to move into the office tower

Nanjing IFC will have two office towers – Nanjing One IFC and Nanjing Two IFC, providing around two million square feet of super grade-A office space. Efficient designs and layouts have been adopted to enable tenants to maximize and optimize their needed space. The high specification facilities and management services will together create a safe, comfortable and dependable work environment for tenants to focus on their business operations.

The stylish office lobby entrance has been designed to resemble a five-storey high glass box. The large glass window panes will let in a great deal of natural light, giving it a brighter and more spacious feel. Visitors taking the escalators up to the elevated office lobby on Level 5 can also enjoy marvellous views into the open piazza, capturing activities both indoors and outside.

Nanjing One IFC, in the centre of the integrated complex, will have 26 floors of super grade-A offices with each floor covering about 15,000 square feet. The tower is now under pre-handover final inspection protocols with full completion expected in financial year 2018/19. Enthusiastic pre-leasing discussions are currently underway with multinational companies, financial institutions, professional service firms and top-quality mainland companies.

Facing Hexi Central Park, the 290-metre tall Nanjing Two IFC, located next door, will provide 46 floors of super grade-A offices with



Nanjing IFC offices, shopping mall and hotel will all be connected via the podium roof
南京國金中心的寫字樓、商場及酒店於平台層連接

each floor covering almost 27,000 square feet, ideal for those companies seeking larger floor plates. The tower has been topped out with completion set in financial year 2019/20.

Encouraging pre-leasing response for the shopping mall

Echoing the success of the Shanghai IFC Mall, the grand, luxury Nanjing IFC mall will house top-notch international brands as well as newcomers to Nanjing, creating a brand new one-stop shopping, entertainment and leisure destination in Nanjing.

The retail section will boast a gross floor area of over one million square feet at the podium areas of the three towers with over 200 shop brands spread out across nine levels. The podium roof will contain various landscape zones and an open area for events. Alfresco all-day dining will also be available to bring a new dining experience in the thriving business district.

As a major landmark of the integrated complex, the strategically located Nanjing IFC mall is expected to draw heavy consumer traffic. Work is on schedule for completion in financial year 2018/19.

Five-star boutique hotel

The Nanjing IFC integrated development will also house a five-star boutique hotel managed by Hyatt Hotels Corporation. The new hotel will offer vibrant, luxury accommodation for tourists and business travellers looking for the finest in lifestyle facilities and services.

The 29-storey hotel will offer about 350 guest rooms and suites across a gross floor area of over 300,000 square feet. Comprehensive facilities will include a swimming pool, gymnasium, all-day dining restaurant, meeting venues and much more. It will be connected to the Nanjing IFC mall at the hotel reception level where hotel guests can enjoy easy access to a great variety of shopping, dining, entertainment and leisure offerings. The hotel has been topped out recently.

Brand new landmark in Nanjing

Nanjing IFC is poised to make its debut as a premium integrated development in Nanjing, attracting high-end businesses and luxury brands to the city while offering a wide array of shopping, entertainment and leisure options to consumers. Upon full completion, the integrated complex is widely expected to stimulate commercial activities nearby and take its place as a prime new landmark in Nanjing.

南京國金中心一期即將落成

集團在南京市的首個投資項目南京國金中心工程進展良好，一期寫字樓及商場即將竣工，其他部分進度理想。

南京國金中心為集團在香港和上海後，第三個興建的國金中心。誠如其他兩座國金中心一樣，南京國金中心位置優越，以國際規格設計，選用優質建築材料，造工細緻，配備現代化設施及專業細心的物業管理團隊。項目總樓面面積達340萬平方呎，共有三座大樓，匯聚超甲級寫字樓、高尚購物商場及五星級酒店，並於平台層連繫接通。此種具國際標準的綜合發展項目於區內罕見，勢將成為市內全新地標。

河西中央商務區黃金地段

南京國金中心位於河西中央商務區，為華東地區其中一個主要中央商務區，可媲美上海浦東陸家嘴金融貿易區。項目建於黃金地段，毗鄰南京國際博覽中心及寫字樓群，當中包括金融機構、電訊

公司及傳媒機構的區域總部大樓，以及多個發展中的大型商業項目。

南京國金中心同時位處河西重要交通樞紐，坐享交通優勢。作為南京市少數的地鐵站上蓋綜合發展項目，南京國金中心地庫一層與地鐵元通站無縫接通，遊人瞬間可轉乘南京地鐵2號線和10號線，享受優越的出入便利。項目前方則為有軌電車站，前往市內各區亦輕鬆可達。項目位處河西大街與江東中路交界，坐擁主要道路網絡，迅間連接多條高速公路，前往其他省市以至國際機場方便快捷。由南京國金中心前往高鐵南京南站僅約15分鐘車程，距離南京祿口國際機場亦只需約40分鐘車程。

設計型格 璀璨耀目

南京國金中心由國際著名建築事務所主理，以水晶為設計靈感，運用玻璃配搭不同建築物料，加上精心設計的細節，將每座大樓構建為一顆巨型水晶。無論

建築物外牆、塔冠、基座以至大堂入口，都散發著晶瑩剔透、變化多端的光芒，為區內的商業項目引入全新景象。

綠化空間亦是南京國金中心的另一大特色。按所佔面積計算，項目東面設有一個面積近20,000平方呎的露天廣場，而平台層則設有多個露天綠化空間，讓人放慢步伐，享受悠閒時光。

跨國企業即將進駐寫字樓

南京國金中心共有兩座寫字樓，分別名為南京國金中心一期及南京國金中心二期，合共提供約200萬平方呎超甲級寫字樓樓面。寫字樓設計及間隔以方正實用為原則，確保租戶能夠盡用空間。大樓設施及管理服務以高規格作標準，讓租戶可以享受安全、舒適兼穩定的工作環境，專注業務發展。

寫字樓大堂入口設計獨特，猶如雕空五層樓高的玻璃盒子一樣，外牆大幅選



Nanjing One IFC is currently carrying out pre-handover, final inspections (centred). The shopping mall is currently carrying out interior work (podium). The hotel (right) and Nanjing Two IFC (left) have been topped out (site photo taken on 5 December 2018)
南京國金中心一期進入最後驗收階段(圖中)，商場現正進行內部工程(基座)，酒店(圖右)及南京國金中心二期(圖左)已經平頂(2018年12月5日於項目實景拍攝)



The five-storey high classy office lobby at Nanjing IFC
南京國金中心寫字樓大堂樓高五層，氣派不凡

用玻璃幕牆設計，引入自然光線，增強採光度，並且提升空間感。訪客乘搭自動扶手電梯前往位於五層的寫字樓大堂時，更可欣賞露天廣場，將室內、室外景致融為一體。

南京國金中心一期位於整個綜合發展項目的中央位置，提供26層超甲級寫字樓樓層，每層樓面面積約15,000平方呎。工程已進入最後驗收階段，預期於2018/19財政年度完工。目前已陸續與多間跨國企業、金融機構、專業服務公司及內地優質企業洽談預租事宜，市場反應熱烈。

南京國金中心二期矗立在旁，面向河西中央公園，樓高達290米，建有46層超甲級寫字樓樓層。每層樓面面積近27,000平方呎，特別適合需要使用大型空間的租戶。大樓已經平頂，預期於2019/20財政年度完工。

商場預租反應理想

南京國金中心商場將參考上海國金中心商場的成功經驗，以高端時尚作定位，雲集國際頂級品牌，部分更是首次登陸南京，提供一站式嶄新的購物、娛樂及消閒體驗。

商場位於三座大樓的基座部分，總樓面面積逾100萬平方呎，共分九層，商戶逾200個。平台層設有大量綠化空間，更有露天空間，方便舉辦大型活動。商場更設有全天候露天食肆，為繁盛的商務區注入全新的餐飲體驗。

南京國金中心商場位處黃金地段，加上作為綜合發展項目的一個重要部分，勢將吸引大量購物人潮到訪。商場工程進度理想，預計於2018/19財政年度竣工。

五星級精品酒店

南京國金中心綜合發展項目亦將設有一間五星級精品酒店，由凱悅酒店集團營運。新酒店將提供充滿朝氣和活力的豪華住宿服務，滿足一眾追求品味生活的旅客及商務人士。

酒店大樓樓高29層，面積逾300,000平方呎，提供約350間客房及套房。配套設施齊備，設有游泳池、健身房、全天候餐廳及會議活動場地等。賓客可在酒店接待層直接通往南京國金中心商場，享受多元化的購物、餐飲、娛樂及消閒體驗。酒店大樓現時已經平頂。

南京市全新地標

南京國金中心為南京市引入高規格的綜合發展項目，吸引一眾高端業務及高級品牌進駐，為消費者帶來多姿多采的購物、娛樂及消閒新體驗。待項目全面落成後，將可帶動周邊的商業發展，勢將成為南京市全新地標。



The Nanjing IFC Mall will house over 200 shops across nine levels
南京國金中心商場橫跨九層，商戶逾200個



The office lobby entrance is designed to resemble a glass box (site photo taken on 14 November 2018)
寫字樓大堂猶如玻璃盒子般，設計型格 (2018年11月14日於項目實景拍攝)

YOHO MALL presents innovative events in Yuen Long to attract young families

元朗YOHO MALL創意活動吸引年輕家庭顧客

The full opening of YOHO MALL I in late July 2017 has increased the gross floor area of YOHO MALL in Yuen Long to about one million square feet. YOHO MALL is now formed by the retail podiums of Sun Yuen Long Centre, YOHO Midtown and Grand YOHO, all inter-connected by footbridges. This flagship mall in the New Territories north and west is linked to West Rail Yuen Long Station while having a transport interchange at the podium, offering convenient transportation.

YOHO MALL has over 300 stores ranging from trendy fashion and beauty to food and beverage, children's wear, entertainment and lifestyle superstores. There is also a flagship cinema and the first YATA Supermarket in Yuen Long. The mall has achieved high occupancy. Its various innovative promotional campaigns over the past year were popular among customers, in particular young people and families. The events successfully drew large crowds of visitors and generated a substantial amount of sales revenue.

fossils were also on display.

The mall is presenting another white Christmas this year. The over 4,000-square-foot Snow Park continues to be built with real snow and ice. Apart from last year's popular Snow Land and Snowy Slide, there are new play facilities for customers to enjoy different games on the snow. Festive and fantastic White Wonders settings for photo-shots plus game booths are also available inside the mall to spread holiday cheer all around.

Customer interaction via technology

YOHO MALL stays connected with Generation Z shoppers by making frequent updates about mall news and merchants' privileges on popular social networks such as Facebook, Instagram, Weibo and WeChat pages. Special events will be staged live on social networks, reaching a wider audience on the internet. One of the examples was the Let's YOHO Countdown Party, which was broadcast live on Facebook last year.

To facilitate ticket purchases for mall events, YOHO MALL has offered an online ticketing service for the #DINOLAB Hong Kong Station



In celebration of the full opening of YOHO MALL I last year, YOHO MALL collaborated with popular cartoon characters to bring adorable photo spots to life. 去年慶祝YOHO MALL I全面開業時，商場與人氣卡通人物合作，設置超萌打卡點。

and 2018 Snow Park events. For added convenience, customers can buy tickets for their preferred day and time slots on the event websites and then gain admission to the venue by presenting their e-tickets. In addition, the mall runs both the mYOHO CLUB and VIC CLUB membership programmes in which members can redeem privileges and gifts based on the reward points they have earned from spending.

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Large themed activities well received

The #DINOLAB Hong Kong Station was introduced this summer in which dinosaurs' birth, evolution and extinction were presented. The event was a mixture of exhibition, interactive experience, games and knowledge acquisition. One of the halls exhibited an over 31-foot long roaring mechanical tyrannosaurus with moving head and tail. Large dinosaur models and



Presenting Snow Park again this Christmas, YOHO MALL provides a snowy Christmas for kids and kidults. 今年聖誕節 YOHO MALL 再度帶來「冰雪世界」，讓大小朋友渡過白色聖誕。



The #DINOLAB Hong Kong Station featured nine dinosaur models including a 5-metre high, full-scale tyrannosaurus model and interactive games this summer
 今年暑假舉辦的「#DINOLAB恐龍實驗室香港站」展出九個恐龍模型，包括5米高以1:1打造的霸王龍模型，亦有互動遊戲

隨著元朗YOHO MALL I 於2017年7月底全面開業後，YOHO MALL的總樓面面積約達100萬平方呎。整個商場現時由新元朗中心、YOHO Midtown及Grand YOHO的基座商場組成，以行人天橋互相接連。項目可接駁至西鐵元朗站，基座則設有交通總匯，交通網絡完善，成為新界西及新界北旗艦商場。

YOHO MALL的商戶數目超過300間，覆蓋時尚服飾、美容、餐飲、親子、娛樂及生活百貨，另有旗艦影院及元朗首間一田超市；商場錄得高出租率。在過去一年，商場舉辦了多個創意新穎的推廣活動，尤其受年輕一羣及家庭顧客喜愛，為商場吸納大量人流及營業額。

大型主題活動深受歡迎

今年暑假，商場引入「#DINOLAB恐龍實驗室香港站」，將恐龍從誕生、進化以至滅絕作出全面解構，活動集合展覽、互動體驗、遊戲及知識教育於一身。主題館內有逾31尺長的機動暴龍發出逼真的嘶吼及搖頭擺尾，另有多個大型恐龍模型及化石展品。

今年聖誕節，商場再次帶來白色聖誕，繼續以真冰雪打造逾4,000平方呎的「冰雪世界」。除了去年大受歡迎的「冰雪樂園」及「冰雪滑梯」外，今年更增設了多個競技設施，顧客可盡情體驗多重「玩雪」樂趣。商場室內則有多個精心佈置的「雪之森林」夢幻聖誕場景給人拍照，更有遊戲攤位，處處洋溢著歡樂的節日氣氛。

善用科技與顧客互動

YOHO MALL著重與新世代顧客互動，不時在流行社交平台如Facebook、Instagram、微博及微信專頁發放最新活動及商戶優惠等資訊。商場更會將個別活動在社交平台上進行現場直播，與廣大網民互動，如去年的「Let's YOHO除夕音樂夜」就是一例。

為方便顧客預購商場活動門券，YOHO MALL在「#DINOLAB恐龍實驗室香港站」及「冰雪世界2018」舉行期間，提供線上預購門票服務。顧客在活動網站購買活動門券後，即可在選定日期及時段，憑電子門票進場，方便省時。此外，商場設有mYOHO CLUB及VIC CLUB會員計劃，憑消費積分可換取優惠及禮品，為會員帶來更多福利。



YOHO MALL invited hot singers to perform and countdown with customers during last New Year's Eve celebrations

去年除夕，YOHO MALL請來多位人氣歌星獻唱，與顧客倒數迎接新年



Over 50 food and beverage outlets serve different cuisines, as well as highly sought-after eateries

場內食肆逾50間，為區內居民網羅各地名菜及人氣食店



YOHO MALL's outdoor space offers green leisure space and experiential installations in one go
 YOHO MALL的戶外空間集綠化休閒空間與多元體驗於一身

Brisk sales for boutique office tower W LUXE in Shek Mun, Sha Tin

沙田石門精品寫字樓W LUXE銷情熱烈

The Group's W series boutique projects in various business districts have been well received by the market, including the latest addition W LUXE, a boutique office building in Shek Mun, Sha Tin. The project will benefit from the comprehensive transport network and facilities in Sha Tin. Moreover, its architecture and design as well as layouts and choice of materials will mark a complete upgrade from previous W series projects, making this brand new premium office tower a rare find in the district. Project completion is expected by the fourth quarter of 2020.



W LUXE has seen strong sales since its market debut in this late October. Over 95% of all office units were sold by 15 December, generating contracted sales of about HK\$3,000 million.

Independent units with access to co-sharing space

W LUXE will offer 22 floors of office space comprising a total of 429 office units. Typical units will boast gross floor areas ranging from 406 to 1,283 square feet. Special units with flat roofs and penthouse units connected to private roofs will also be available. The flexible, practical layouts are especially suitable for start-ups and small-to-medium-sized enterprises. Additionally, the three-level carpark will provide more than 100 parking spaces.

W LUXE will also upgrade the WORK+ concept under the W series. Two featured co-sharing spaces will be introduced to promote a new work-life balance experience. The stylish co-sharing space Club W on Level 1 is designed for all-weather video-conferencing, product launches, corporate events and even private parties. The O₂, a more than 4,000-square-foot outdoor greenery zone on Level 2, will serve as the ideal venue for networking or relaxation.

Connected to main roads and railway network

W LUXE is approximately a four-minute walk from MTR Shek Mun Station with trains from there taking just about 14 minutes to Hung Hom Station. The project also enjoys easy access to main roads with connection to four major tunnels: Tate's Cairn Tunnel, Lion Rock Tunnel, Eagle's Nest Tunnel and Shing Mun Tunnels for fast, convenient transport across Hong Kong. It takes only around a 20-minute drive to reach the core business districts in Kowloon and is roughly 30-minute drive to Central.

W LUXE will provide a brand new premium work space for Shek Mun, Sha Tin
W LUXE將為沙田石門帶來全新的優質工作空間



Rendering 效果圖

The stylish office lobby at W LUXE
W LUXE寫字樓大堂設計型格

集團近年在多個商貿區發展精品項目W系列，深受市場歡迎，當中包括發展中的沙田石門精品寫字樓W LUXE。項目坐擁沙田區完善交通網絡及生活配套，加上其建築設計、間隔以至用料均較以往的W系列項目全面升級，屬區內罕有的全新優質寫字樓。項目預計於2020年第四季完成。

W LUXE於今年10月底推出後，市場反應熱烈。截至12月15日，已售出全部寫字樓單位逾95%，合約銷售總額約30億港元。

獨立單位兼備共享空間

W LUXE提供22層寫字樓樓層，共429個寫字樓單位。標準單位建築面積由406至1,283平方呎，另設有特色平台單位及可直達專屬天台的頂層特色單位。寫字樓單位空間規劃與間隔靈活實用，尤其適合初創及中小型企業的業務需要。此外，項目設有三層停車場，合共提供逾100個泊位。

W LUXE將W系列的「WORK+」概念加強，引入工作與生活平衡的辦公新體驗，為用戶帶來兩個各具特色的共享空間。位於1樓的共享空間「Club W」，設計別具格調氣派，全天候可作視像會議、產品發布、企業活動甚至私人派對之用。另一個共享空間「The O₂」設於2樓平台的戶外綠化區，面積逾4,000平方呎，適合舉辦交流活動，用戶亦可在此舒展身心。



Rendering 效果圖

The all-weather co-sharing space Club W on Level 1
位於1樓的全天候共享空間「Club W」

連繫主要道路及鐵路網絡

於W LUXE步行約四分鐘，即可直達港鐵石門站，乘搭港鐵由石門站前往紅磡站只需約14分鐘。項目同時坐擁主要道路網絡，連接四大主要隧道（即大老山隧道、獅子山隧道、尖山隧道及城門隧道），駕車前往九龍及中環核心商業區分別只需約20及30分鐘，輕鬆迅速全港各區。

The Group and Tencent join hands to facilitate smart living

集團與騰訊攜手提升顧客的智慧生活體驗

Putting the 'Customers First' philosophy into practice, the Group continuously strengthens its product quality and delivers premium, caring services. The Group leverages rapid developments in the latest new technologies and proactively applies these innovations across various businesses to facilitate smart living. The increasing use of mobile payment has motivated the Group's latest collaboration with Tencent, introducing the mobile payment platform WeChat Pay HK to the retail and telecommunications businesses in order to enhance the overall consumer experience.

Live smart, all the way

Customers can now pay through WeChat Pay HK at participating merchants of 23 SHKP malls* as well as at the Group's subsidiaries SmarTone and YATA, allowing users to enjoy a seamless mobile payment solution. The Group and Tencent will together bring innovative smart living experiences to consumers in phases.

During phase one of the promotion period, customers can redeem WeChat e-vouchers when they scan a specific QR code at participating SHKP malls* even without making any purchases. Customers spending

above a certain amount using WeChat Pay HK or WeChat Pay at designated merchants of participating SHKP malls* will receive WeChat e-vouchers. Moreover, WeChat Pay HK users can redeem SmarTone prepaid SIM top-up cash coupons without any purchases. SmarTone customers will receive SmarTone prepaid SIM top-up cash coupons or WeRemit e-cash coupons when they recharge their SIM cards or remit above a certain amount to specific countries through WeChat Pay HK during the promotion period.

Going forward, the Group and Tencent will explore co-operative opportunities on cross-

border mobile payment services while offering even more innovative smart services and products. It is hoped that Hong Kong users can enjoy seamless mobile payment services and smart shopping, dining and entertainment options for leisure or business when visiting the mainland in future.

* Participating SHKP malls include APM, Chelsea Heights, East Point City, HomeSquare, K-Point, Landmark North, Metroplaza, Metropolis Plaza, Mikiki, MOKO, New Jade Shopping Arcade, New Town Plaza, Park Central, PopWalk, Tai Po Mega Mall, The Sun Arcade, Tsuen Kam Centre, Tsuen Wan Plaza, Uptown Plaza, V City, WTC, YOHO MALL and Yuen Long Plaza.

 新鴻基地產
Sun Hung Kai Properties

Tencent 騰訊



Group Executive Director Christopher Kwok (left) and Vice President of Tencent and Head of Tencent Financial Technology Group Jim Lai (right) announce the co-operation

集團執行董事郭基泓(左)及騰訊副總裁、騰訊金融科技負責人賴智明(右)宣布合作計劃



Customers who spend through WeChat Pay HK at participating SHKP malls will receive e-vouchers
顧客在參與活動的新地商場消費，使用WeChat Pay HK付款，即可獲贈電子現金券

集團秉持「以客為先」的宗旨，不斷優化產品質素，為顧客帶來優質且貼心的服務。近年新興科技持續發展，集團積極在各業務範疇引進創新科技，提升顧客的智慧生活體驗。隨著流動支付漸趨普及，集團最近與騰訊結為合作夥伴，在零售及電訊業務引入流動支付平台WeChat Pay HK，提升顧客的整體消費體驗。

智消費 享兩地

現時，顧客在23間新地商場*的參與商戶以及集團旗下的SmarTone與一田均可使用WeChat Pay HK付款，享受暢通無阻的流動支付解決方案。集團與騰訊更會分階段為消費者帶來嶄新的智慧生活體驗。

在首階段推廣期間內，顧客在參與活動的新地商場*內掃描指定二維碼，毋須任何消費，即可獲贈WeChat體驗金電子券。顧客以WeChat Pay HK或微信支付在參與活動的新地商場*指定商戶消費滿指定金額，更可獲贈WeChat電子現金券。另外，WeChat Pay HK用戶毋須任何消費，即可獲贈SmarTone儲值咭電子現金券。SmarTone顧客在推廣期間內，透過WeChat Pay HK為SmarTone儲值咭增值或匯款滿指定金額至指定國家，即可獲贈SmarTone儲值咭電子現金券或WeRemit電子現金券。

今後，集團將與騰訊就「雙向跨境支付」服務研究合作機會，以便推出更多結合領先科技的服務及產品，讓香港用戶到內地旅遊或公幹時，無論是購物、飲食或娛樂，均可享受暢通無阻的流動支付服務及智慧消費體驗。

*參與活動的新地商場包括APM、卓爾廣場、東港城、HomeSquare、錦薈坊、上水廣場、新都會廣場、新都廣場、Mikiki、MOKO新世紀廣場、新翠商場、新城市廣場、將軍澳中心、天晉滙、大埔超級城、新太陽廣場、荃錦中心、荃灣廣場、新達廣場、V City、WTC世貿中心、YOHO MALL形點及元朗廣場。



SmarTone (top) and YATA (bottom) customers can now pay through WeChat Pay HK
顧客現時惠顧SmarTone (上) 與一田 (下) 均可使用WeChat Pay HK付款

PARK YOHO Napoli in Yuen Long features a leisurely Italian lifestyle

元朗PARK YOHO Napoli盡享意式休閒生活

PARK YOHO¹, a major residential development in Yuen Long's Kam Tin North, boasts a prime location surrounded by lush greenery while connected to a host of core commercial districts. Previous phases² have been well received by the market with construction quality widely praised by residents.

Phase 2B PARK YOHO Napoli will comprise 712 premium residential units, ranging from 228 to 1,873 saleable square feet across eight residential towers. Typical units will offer a variety of layouts from studios to four-bedroom units. There will also be duplexes and special units of various layouts with flat roof gardens and/or roofs to suit the needs of different buyers.

Facing a resort-style landscaped waterfall pool

Situated at the heart of the entire PARK YOHO development, PARK YOHO Napoli will feature the clubhouse's³ landscaped waterfall pool⁴ view. The resort-style landscaped waterfall pool will measure approximately 160 metres long with a total area of 130,000 square feet. The landscaping has been thoughtfully designed to capture as wide a vista as possible. The waterfall in the

centre will stand approximately 5.8 metres tall and roughly 20 metres wide, facing a water area of 16,000-square-foot-plus resort-style pool⁵. The lush greenery on both sides will blend in with the pool view layer by layer. PARK YOHO Napoli will provide spectacular views as far as the Kam Tin River and the verdant surroundings of the Tai Lam Country Park⁴ to the south, offering panoramic vistas both near and far.

元朗錦田北大型住宅發展項目PARK YOHO¹，坐擁綠意環境，同時連繫都會核心。過往推出的期數²備受市場歡迎，樓宇質素獲用家讚好。

第2B期PARK YOHO Napoli由八座住宅大樓組成，共提供712個優質住宅單位，實用面積由228至1,873平方呎。標準分層單位間隔多元化，由開放式至四房單位

不等。期數亦提供複式單位，另有多種不同間隔的連平台花園及/或連天台特色單位，切合不同買家需要。

坐擁度假酒店式泳池瀑布園林景致
PARK YOHO Napoli位處整個PARK YOHO發展項目的核心地段，可擁覽住客會所³的中央園林瀑布泳池⁴水景。度假酒店式泳池瀑布園林區長約160米，面積達130,000平方呎。園林設計獨具匠心，景致豐富，以約5.8米高、近20米闊的瀑布為中心，迎向總水面積逾16,000平方呎的度假酒店式泳池⁵，左右環擁翠綠園林，與泳池水景層層交替。PARK YOHO Napoli向南外覽錦田河及大欖郊野公園綠意⁴，內外景致層次豐富。



Notes

1. "PARK YOHO" is a marketing name of "Park Vista Development" only and will not appear in any Deed of Mutual Covenant, Preliminary Agreement for Sale and Purchase, Agreement for Sale and Purchase, Assignment and title documents relating to the Phase.
2. Phases launched previously refer to Phase 1A, Phase 1B, Phase 1C, Phase 2A and Phase 2C of the Development.
3. The residents' clubhouse is located at Phase 2A, Phase 2C and Phase 3. All owners of residential properties in the Development, residents and their guests will have access to the clubhouse and recreational facilities, but subject to the terms in the Deed of Mutual Covenant, terms and requirements of relevant Government licenses and regulations, or additional payment. The clubhouse and recreational facilities, communal gardens and play area may not be available for use at the time of handover of the residential properties. The names of the clubhouse and clubhouse facilities are promotional names appear in promotional materials. Such names will not appear in the Preliminary Agreement for Sale and Purchase, Agreement for Sale and Purchase, Assignment or any other title documents of the residential properties.
4. The above is only a brief description of the surrounding environment of the Phase of the Development. It does not represent all units can enjoy the said view. The view is affected by the unit's floor level, orientation, and surrounding buildings and environment, and is not applicable to all units. The surrounding buildings, facilities and environment may change from time to time, and are for reference only. The Vendor does not make any offer, representation, undertaking or warranty, whether expressed or implied, regarding the surrounding environment or view of the Phase.
5. A water area of 16,000-square-foot-plus resort style pool will include a 50-metre outdoor swimming pool, 26-metre kids swimming pool, fun pool and heated swimming pool cum jacuzzi.

備註

1. 「PARK YOHO」為「峻巒發展項目」市場推廣之用的名稱，並不會於關於期數的任何公契、臨時買賣合約、買賣合約、轉讓契及契據出現。
2. 過往推出的期數指發展項目第1A期、第1B期、第1C期、第2A期及第2C期。
3. 住客會所位於第2A期、第2C期及第3期內。所有發展項目內的住宅物業的業主、住客及其賓客均可使用會所及康樂設施，惟須遵守公契、相關政府牌照、規例的條款及規定，並可能須支付費用。會所及康樂設施、公共花園及遊樂地方於住宅物業入伙時將未必可以啟用。會所及會所設施名稱為宣傳物品中出現的宣傳名稱，將不會在住宅物業的臨時買賣合約、正式買賣合約、轉讓契或任何其他業權契據中顯示。
4. 上述僅為發展項目期數周邊環境的大概描述，並不代表所有單位同時享有相關景觀。所述景觀受單位所處層數、座向及周邊建築及環境所影響，並不適用於所有單位，且周邊建築、設施及環境會不時改變，僅供參考。賣方對期數周邊環境或景觀並不作出任何不論明示或隱含之要約、陳述、承諾或保證。
5. 總水面積逾16,000平方米的度假酒店式泳池包括50米室外泳池、26米兒童泳池、暢樂泳池及三溫水磨瀾。

The photo was taken at Phase 2A and the residents' clubhouse on 1 April 2018 and processed with computerized imaging techniques, and is for reference only. The neighboring environment, plants, buildings and facilities of the Phase may change from time to time. The above photo does not constitute any offer, undertaking, representation or warranty, whether expressed or implied, on the part of the Vendor regarding the Phase. The residents' clubhouse is located at Phase 2A, Phase 2C and Phase 3. All owners of residential properties in the Development, residents and their guests will have access to the clubhouse and recreational facilities, but subject to the terms in the Deed of Mutual Covenant, terms and requirements of relevant Government licenses and regulations, or additional payment. The clubhouse and recreational facilities, communal gardens and play area may not be available for use at the time of handover of the residential properties. The names of the clubhouse and clubhouse facilities are promotional names appear in promotional materials. Such names will not appear in the Preliminary Agreement for Sale and Purchase, Agreement for Sale and Purchase, Assignment or any other title documents of the residential properties.

相片於2018年4月1日在第2A期及住客會所實景拍攝，並經電腦修飾處理，僅供參考。期數之周邊環境、植物、建築物及設施會不時改變，以上相片不構成任何賣方就期數不論明示或隱含之要約、承諾、陳述或保證。住客會所位於第2A期、第2C期及第3期內。所有發展項目內的住宅物業的業主、住客及其賓客均可使用會所及康樂設施，惟須遵守公契、相關政府牌照、規例的條款及規定，並可能須支付費用。會所及康樂設施、公共花園及遊樂地方於住宅物業入伙時將未必可以啟用。會所及會所設施名稱為宣傳物品中出現的宣傳名稱，將不會在住宅物業的臨時買賣合約、正式買賣合約、轉讓契或任何其他業權契據中顯示。



Name of the Phase of the Development: Phase 2B (Towers 20, 21A, 21B, 22, 23A, 23B, 25A, 25B, 26, 27A, 27B and 28 of the residential development in the Phase are called "PARK YOHO Napoli")

District: Kam Tin North

Name of Street and Street Number of the Phase: 18 Castle Peak Rd Tam Mi

Website address designated by the vendor for the Phase: www.parkyoho.com/napoli

The photographs, images, drawings or sketches shown in this advertisement/ promotional material represent an artist's impression of the Development concerned only. They are not drawn to scale and/or may have been edited and processed with computerized imaging techniques. Prospective purchasers should make reference to the sales brochure for details of the Development. The vendor also advises prospective purchasers to conduct an on-site visit for a better understanding of the development site, its surrounding environment and the public facilities nearby.

Vendor: Bright Strong Limited

Holding companies of the Vendor: Fourseas Investments Limited, Sun Hung Kai Properties Limited

Authorized person for the Phase: Dr. Lu Yuen Cheung Ronald

The firm or corporation of which the authorized person for the Phase is a proprietor, director or employee in his or her professional capacity: Ronald Lu & Partners (Hong Kong) Limited

Building contractor for the Phase: Chun Fai Construction Company Limited

The firm of solicitors acting for the owner in relation to the sale of residential properties in the Phase: Mayer Brown; Woo Kwan Lee & Lo; Wong & Poon

Authorized institution that has made a loan, or has undertaken to provide finance, for the construction of the Phase: The Hongkong and Shanghai Banking Corporation Limited (to be provided before commencement of sales)

Any other person who has made a loan for the construction of the Phase: Sun Hung Kai Properties Holding Investment Limited

Estimated material date for the Phase to the best of the Vendor's knowledge: 31 October 2019. ("Material date" means the date on which the conditions of the land grant are complied with in respect of the Phase. The estimated material date is subject to any extension of time that is permitted under the agreement for sale and purchase.)

Prospective purchasers are advised to refer to the sales brochure for any information on the Phase of the Development.

This advertisement is published by or with the consent of the Vendor.

Date of Printing: 19 December 2018

發展項目期數名稱：第2B期（期數中住宅發展項目的第20、21A、21B、22、23A、23B、25A、25B、26、27A、27B及28座稱為「PARK YOHO Napoli」）

區域：錦田北

期數的街道名稱及門牌號數：青山公路潭尾段18號

賣方就期數指定的互聯網網站的網址：

www.parkyoho.com/napoli

本廣告/ 宣傳資料內載列的相片、圖像、繪圖或素描顯示純屬畫家對有關發展項目之想像。有關相片、圖像、繪圖或素描並非按照比例繪畫及/ 或可能經過電腦修飾處理。準買家如欲了解發展項目的詳情，請參閱售樓說明書。賣方亦建議準買家到有關發展地盤作實地考察，以對該發展地盤、其周邊地區環境及附近的公共設施有較佳了解。

賣方：輝強有限公司

賣方的控股公司：Fourseas Investments Limited、新鴻基地產發展有限公司

期數的認可人士的姓名或名稱：呂元祥博士

期數的認可人士以其專業身分擔任經營人、董事或僱員的商號或法團：呂元祥建築師事務所（香港）有限公司

期數的承建商：駿輝建築有限公司

就期數的住宅物業的出售而代表擁有人行事的律師事務所：孖士打律師行、胡關李羅律師行、王濱律師行

已為期數的建造提供貸款或已承諾為該項建造提供融資的認可機構：香港上海滙豐銀行有限公司（於開售前提供）

已為期數的建造提供貸款的任何其他人：Sun Hung Kai Properties Holding Investment Limited

盡賣方所知的期數的預計關鍵日期：2019年10月31日。（「關鍵日期」指批地文件的條件就期數而獲得符合的日期。預計關鍵日期是受到買賣合約所允許的任何延期所規限的。）

賣方建議準買方參閱有關售樓說明書，以了解本發展項目期數的資料。

本廣告由賣方或在賣方的同意下發布。

印製日期：2018年12月19日

Best Developers, Overall – Global and other awards from leading publications

集團獲權威雜誌頒發「環球最佳地產公司」等多個殊榮

The Group has a multi-faceted commitment to developing premium properties, offering outstanding services, maintaining high standards of corporate governance and transparency, communicating proactively with stakeholders across the globe and actively fulfilling its corporate social responsibilities to the community. These efforts have been widely recognized with the latest awards received from leading financial publications.

Best Developers, Overall – Global award from *Euromoney* in two straight years

In the latest 2018 Real Estate Survey published by *Euromoney*, the Group again received high regards for its outstanding performance. The results included Best Developers – Global award in mixed properties, retail, office/business, residential categories and more, as well as being named the prestigious Best Developers, Overall – Global for the second consecutive year. The Group took home a total of 18 honours in the survey:

- Best Developers, Overall – Global
- Best Developers, Overall – Asia
- Best Developers, Overall – Hong Kong
- Best Developers, Mixed – Global
- Best Developers, Mixed – Asia
- Best Developers, Mixed – Hong Kong
- Best Developers, Residential – Global
- Best Developers, Residential – Hong Kong
- Best Developers, Retail/Shopping – Global
- Best Developers, Retail/Shopping – Asia
- Best Developers, Retail/Shopping – Hong Kong
- Best Developers, Office / Business – Global
- Best Developers, Office / Business – Asia
- Best Developers, Office / Business – Hong Kong
- Best Developers, Leisure / Hotel – Global
- Best Developers, Leisure / Hotel – Asia
- Best Developers, Leisure / Hotel – Hong Kong
- Best Developers, Industrial / Warehouse – Global

In its annual Real Estate Survey, *Euromoney* invited real estate advisors, developers, investment managers, banks and corporate end-users from different countries to vote for the real estate companies which they thought were the best. Over 2,400 votes in total were cast this year. The Group again received the prestigious Best Developers, Overall – Global award as well as over a dozen other awards in the survey, a fitting testament to the well-earned recognition of the Group's premium properties and outstanding service.

Named Overall Most Outstanding Company in Hong Kong by *Asiamoney*

In *Asiamoney* Asia's Outstanding Companies Poll, the Group was ranked the first in the Hong Kong real estate sector, winning the Most Outstanding Company in Hong Kong – Real Estate Sector award. The Group's all-round excellence has helped it outperform across various aspects to earn the top-notch

Overall Most Outstanding Company in Hong Kong honour.

The new *Asiamoney* Asia's Outstanding Companies Poll acknowledges those listed companies that have excelled in areas such as financial performance, management team excellence, investor relation activities and corporate social responsibility initiatives. Nearly 800 fund managers, analysts, bankers and rating agencies across 12 Asian countries took part in this year's maiden poll. The Group's outstanding performance covering different aspects earned it the highest number of votes in Hong Kong, winning it the titles of Overall Most Outstanding Company in Hong Kong and Most Outstanding Company in Hong Kong – Real Estate Sector.



A total of 18 honours from the *Euromoney* Real Estate Survey, including the top Best Developers, Overall – Global award in 《*Euromoney*》「全球房地產選舉」結果中，集團共獲18個大獎，包括「環球最佳地產公司」最高殊榮



Group Corporate Planning & Strategic Investment (Corporate Planning) General Manager Brian Sum (right) accepting the Overall Most Outstanding Company in Hong Kong and Most Outstanding Company in Hong Kong – Real Estate Sector awards from *Asiamoney* Asia Chief Executive Officer Tony Shale (left)
集團公司策劃及策略投資部 (公司策劃) 總經理沈康寧 (右) 接受《亞洲貨幣》亞洲行政總裁Tony Shale (左) 頒發「香港最佳公司」及「香港最佳公司 – 地產」獎項



The Group develops premium landmark property projects across Hong Kong and the mainland
集團用心發展優質物業，地標項目遍布香港及內地

集團用心發展優質物業，為客戶提供卓越服務，恪守高水平的企業管治，維持高透明度，積極與全球持份者維持緊密聯繫，主動履行企業社會責任，屢獲各界表揚。最近再獲權威財經雜誌頒發多個大獎，成績驕人。

蟬聯《Euromoney》

「環球最佳地產公司」榮譽

在《Euromoney》最新發表的「2018全球房地產選舉」結果中，集團繼續獲得業界高度評價，在綜合項目、商場、寫字樓/商業項目及住宅等組別勇奪「環球最佳發展商」大獎，並連續第二年蟬聯「環球最佳地產公司」最高殊榮。集團在選舉中共囊括18個大獎：

- 環球最佳地產公司
- 亞洲最佳地產公司
- 香港最佳地產公司
- 環球最佳綜合項目發展商
- 亞洲最佳綜合項目發展商
- 香港最佳綜合項目發展商
- 環球最佳住宅項目發展商
- 香港最佳住宅項目發展商
- 環球最佳零售項目/商場發展商
- 亞洲最佳零售項目/商場發展商
- 香港最佳零售項目/商場發展商
- 環球最佳寫字樓/商業項目發展商
- 亞洲最佳寫字樓/商業項目發展商
- 香港最佳寫字樓/商業項目發展商
- 環球最佳休閒/酒店發展商
- 亞洲最佳休閒/酒店發展商
- 香港最佳休閒/酒店發展商
- 環球最佳工業/倉庫發展商

《Euromoney》每年均舉辦「全球房地產選舉」，邀請來自不同國家的房地產顧問、發展商、投資經理、銀行及企業用戶，投選心目中的最佳地產公司，今年投票人數超過2,400名。集團能在評選中，蟬聯「環球最佳地產公司」最高殊榮及十多個大獎，足證集團的發展項目及服務質素卓越，備受業界推崇。

榮獲《亞洲貨幣》

「香港最佳公司」稱譽

另外，集團在《亞洲貨幣》舉辦的「亞洲最佳公司選舉」結果中，評分屬本港地產界別之首，獲得「香港最佳公司 – 地產」大獎，並憑著整體優秀表現，在多方面突圍而出，成為「香港最佳公司」。

《亞洲貨幣》今年推出「亞洲最佳公司選舉」，旨在表揚在財務表現、管理團隊表現、投資者關係及企業社會責任等方面表現出眾的上市公司。首屆選舉共吸引了來自12個亞洲國家近800名基金經理、分析員、銀行家及評級機構參與。集團在不同評選範疇均表現優異，為香港區獲得最多票選支持的公司，一連獲頒「香港最佳公司」及「香港最佳公司 – 地產」兩大獎項。



Sam Lai

黎祥掀

Southern China General Manager
Sun Hung Kai Development (China) Limited
新鴻基發展(中國)有限公司南中國區總經理

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Sam Lai: The Group is all geared up to embrace Greater Bay Area development opportunities

黎祥掀：集團準備就緒 迎接大灣區發展機遇

Promoting the development of the Greater Bay Area is one of our country's key strategies. As deeper planning of the Bay Area continues apace, Sam Lai, General Manager of the Group's Southern China region, believes that the economic potential of '9+2' (nine cities in Guangdong Province and two special administrative regions, including Hong Kong) will be fully realized. The Group is set to seize the infinite opportunities given its extensive experience in developing major projects.

Seizing opportunities in the Greater Bay Area era

The Group began blazing a trail across Southern China as early as the start of the 1980s, participating in the China Hotel joint venture in Guangzhou. The Group then picked up the pace across the region in the early 2000s by developing large-scale commercial and residential projects in major cities such as Guangzhou, Zhongshan, Foshan and Dongguan. In recent years, the Group has been focusing on large integrated developments in the core areas. The opening of both the Hong Kong Section of Guangzhou-Shenzhen-Hong Kong High Speed Rail and the Hong Kong-Zhuhai-Macao Bridge this year, coupled with the expected completion of several major trunk roads across the Greater Bay Area over the next few years, will likely form greater synergies among the Group's projects within the area.

According to Sam, "The "polycentric cities" in the Greater Bay Area have already taken shape – Hong Kong is an international metropolis, Guangzhou is a commercial centre, Shenzhen is a technology hub, Dongguan is a manufacturing base, and Zhongshan is a scenic city with low population density. So each city offers its own unique advantages.' Sam currently oversees the Group's project planning and project management in Southern China, which include the residential project Forest Hills in the Tianhe District, Guangzhou, as well as the IGC shopping mall in the major integrated complex Tianhui Plaza in Zhujiang New Town. Looking forward, he says that the Nansha project is in the preliminary stage, and the Group is also actively contemplating the development of different projects in other regions. This is further evidence that the Group is ideally poised to seize opportunities in the Greater Bay Area era.

Set to benefit from its large commercial complexes

The Group has developed a host of large urban complexes across Hong Kong and major cities on the mainland, re-defining a new outlook for the region. As for the Southern China region, there are Parc Central and the large-scale integrated complex Tianhui Plaza located at the heart of Guangzhou. Sam points out that amid fierce competition within the mainland residential property market, the Group continues to place great emphasis on ensuring high product quality while striving for construction efficiency. This inevitably makes it more difficult to keep up with other mainland developers in terms of construction speed. He adds, 'The development of major integrated projects though is different. It is a long-term investment. From design and leasing to property management and more, every aspect along the way tests the capacity and endurance of developers, but this is precisely

where our Group enjoys an advantage.' Sam also highlights that the Group's competitive edge with property development in Southern China lies in its experience developing large-scale projects. 'Take leasing as an example. The Group has extensive experience liaising with international tenants and corporates so it is easier for us to understand their needs. By contrast, mainland developers are relatively weaker in operating long-term investment properties and lack such leasing experience', adds Sam.

Every detail counts

Plan big and bold, yet execute with care. Sam is convinced that every detail counts in a project. For example, a tenant will consider if the shopping mall is willing to accommodate their specifications before they confirm the location. 'Nowadays, many high-end restaurants feature open kitchens. But to meet this requirement, a mall has to first ensure that there is sufficient power load capacity because open kitchens, where flame cooking is not allowed, consume huge amounts of power. In addition, there are different fire safety and structural design standards as well as requirements for open kitchens. We can't afford to find solutions only when tenants request, so all of these details have to be taken into account as early as the design and construction stage of the mall,' he says.

With the rapid advancement of technology, Sam states that in order to develop a large evergreen project, it is necessary to consider its compatibility with possible future technological innovations at the planning stage. After all, the pace of new technology introduction and its range of applications can go well beyond what we can imagine. That is why the Group launched the SHKP Malls App at the beginning of this year to comprehensively

enhance customers' shopping experience. Sam also believes that technology brings about a huge change in the operation of shopping malls. Through the use of new technology, shopping mall operators will be able to learn more about consumers' preferences and formulate an appropriate tenant mix.

Building a team with corporate culture

Technology is changing and so are trends. However, Sam firmly believes that a strong corporate culture is the Group's unchangeable key to success. Sam has served with the Group twice. Initially, he was primarily responsible for managing projects in Hong Kong at the Project Management department. Later, he returned to the Group as the General Manager of the Southern China region. During the few years he served outside the company, Sam developed an even better appreciation for the Group's corporate culture of 'Quality, Speed, Efficiency'. With regard to the Group's quality culture, he realized that there is no single standard for 'good quality'. In many cases, the geographical location needs to be taken into account as well. He says, 'For example, there are different requirements for "good" architectural design in different regions. Applying the same standard invariably to projects in different regions can have a negative impact on cost control.'

Sam believes that only candid communications can build a close-knit team. This is why he likes to talk directly with colleagues from different departments at different levels. Direct and genuine communications can help the team understand one another's thoughts more accurately. He says, 'For example, it's not surprising that design teams and construction teams hold different opinions. The former always sketch out the best ideas in mind and hope that every detail of their designs will be

realized, whereas the latter may encounter practical difficulties at construction stage. As my role is that of a coordinator, I take different ideas and considerations of all relevant departments and working partners into account. I believe as long as we all bear in mind that the company's interest is the ultimate goal, an equilibrium point acceptable to all parties concerned can be found.'

Sam believes that Building Homes with Heart is the foundation of the Group's philosophy. Working repetitively like machines without any 'heart' might be feasible during plain sailing; however, when obstacles arise, a team with no 'heart' will have a hard time finding solutions. With this in mind, Sam shares an unforgettable experience at midnight on a Sunday. He was notified that a project was in an extremely difficult situation, so he called his supervisor and colleagues at 6:00 am to wake them up for discussions on how to solve the problem. 'Faced with this kind of crisis, I could deeply feel the passion of the entire team working hard together to overcome the problem, and I truly experienced that Building Homes with Heart and Teamwork are not merely slogans but philosophy that SHKP colleagues actually believe in. We don't just get our jobs done – we get our jobs done well.' This is why he proactively helps colleagues in Guangzhou to master the Group's corporate culture through mid-management training. Helping them understand the company's work standards and beliefs can build a sense of identity and belonging.

Living a balanced life and caring for staff

'Machines can't work around the clock, let alone people.' Sam says the Group promotes work-life balance, encouraging staff to maintain a healthy division between work duties and family life. This not only helps attract talents, but also allows staff to keep abreast of new knowledge and equip themselves. He says, 'If possible, I suggest visiting more major cities around the globe or on the mainland to broaden horizons and deepen understanding of the world. My family and I often spend our holidays going to different places. Sometimes we go to shopping malls to enjoy family time as well as learn by observing.' Indeed, work and life need not necessarily be contradictory. Enjoying work is the key to balance.



Sam thinks that the Group's belief in Building Homes with Heart is very helpful in creating team spirit 黎祥掀認為集團「以心建家」的信念，對建立團隊精神有很大幫助

推動大灣區發展建設，是國家其中一項重要策略。集團南中國區總經理黎祥掀認為，隨著大灣區規劃不斷深化，有助釋放包括香港在內的「9+2」（廣東省九個城市及兩個特別行政區）的潛能，而集團憑著發展大型項目的優勢，將可把握當中的無限機遇。

把握大灣區的時代機遇

集團早於八十年代初，已涉足華南地區，參與廣州中國大酒店合資項目。及至2000年初，集團在華南地區加快發展步伐，先後在廣州、中山、佛山和東莞等重要城市，發展大型商業及住宅建設，近年則主力在核心地段發展大型綜合項目。隨著廣深港高鐵香港段和港珠澳大橋今年相繼通車，加上大灣區內多條重要幹道在未來幾年相繼落成，勢令集團區內旗下項目產生更大的協同效應。

黎祥掀表示：「大灣區的『多中心城市群』已見雛型，香港是一個國際都會、廣州是一個商貿中心、深圳是科研中

心、東莞則是製造業的基地，中山則環境幽美兼人口密度較低，每一處都有自身的優勢。」黎祥掀現時負責集團在華南地區的項目策劃和工程管理，包括廣州天河區的住宅項目峻林，以及珠江新城的大型綜合體天匯廣場的IGC商場。展望未來發展，他表示南沙項目現正處於籌備階段，另外集團亦積極構思在其他地區發展不同項目，可見對於大灣區這時代的機遇，集團早已準備就緒。

擁大型商業綜合項目優勢

集團在香港和內地各大主要城市，已創建了多個大型城市綜合項目，為區內帶來嶄新面貌。至於在南中國區，則有位於廣州市中心的天環商場和天匯廣場這大型綜合體項目。黎祥掀坦言，內地住宅物業市場競爭激烈，特別是集團在講求施工效率同時，更堅持保證產品有高質素，故在施工速度上實難以跟得上內地發展商。「但發展大型綜合項目則不同，是一項長線投資，從設計、招租、以至物業管理等，都考驗發展商的能力和耐力，而這正是集團的優勢所在。」



Giving mainland colleagues a taste of the Group's corporate culture through exciting training activities
透過一些別開生面的培訓，讓內地同事領略集團的企業文化

他特別道出，集團興建大型項目的經驗，成為在南中國區發展的重要優勢：「單說招租這一環，集團有大量接觸國際商戶和企業的經驗，較容易掌握他們的需求；相對而言，內地發展商則相對缺乏長線投資物業營運及相應的招租經驗。」

“ The development of large-scale integrated projects is a long-term investment that puts developers' capacity and endurance to the test. This is precisely where our Group enjoys an advantage.

發展大型綜合項目是一項長線投資，極考驗發展商的能力和耐力，這正是集團的優勢所在。

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Sam believes that the Group can tap into Greater Bay Area opportunities by leveraging its advantages in large-scale integrated developments
黎祥掀認為集團在發展大型綜合項目的優勢，可掌握大灣區的機遇



Working with Yayoi Kusama, master of contemporary art, to create a large outdoor art piece is an unforgettable experience to Sam while planning the IGC mall in Guangzhou
黎祥掀在策劃廣州IGC商場時，難忘與當代藝術大師草間彌生的合作，打造一件大型的戶外藝術品

細節定成敗

構想策略要宏大，執行時則要細緻認真。他深信一個項目成功與否，同樣由細節決定。例如商戶要決定落戶選址時，往往考慮商場在細節上能否配合：

「現時不少高級食肆都會設計成開放式廚房，但要符合商戶這要求，商場就先要確保有足夠電力負荷能力，因開放式廚房不容許明火煮食，故令電力需求大增，另外在消防和結構上也有不同的設計標準和要求。這些細節，都不能等到商戶在提出要求時才找解決辦法，而要早在設計和興建商場時已計算在內。」

他表示，現今科技日新月異，要籌建經得起時間考驗的大型項目，規劃時就需要考慮兼容未來或會出現的新科技，皆因新科技發展之快、應用層面之廣，亦遠超大眾想像。例如公司年初推出的「新地商場」綜合手機應用程式，全面提升顧客的消費體驗。黎祥掀亦認為，科技令商場營運帶來巨大轉變，利用新技術瞭解消費者的喜好，有助制定合適的商戶組合。

以企業文化建立團隊

科技在變，潮流也在轉，但黎祥掀堅信深厚的企業文化是集團不變的成功關鍵。黎祥掀先後兩次在集團服務，最初是任職工程管理部，主要負責香港的項目管理的工作；後來再回到集團擔任南中國區總經理。在外的幾年，也讓黎祥掀對集團「快、好、省」的企業文化有更深體會。例如集團向來重視品質，但他明白到「好品質」其實沒有單一標

準，很多時都要因地制宜。「以建築設計為例，不同地區對『好』的要求也有分別，不能一成不變的將標準放進不同地區的项目，否則在成本控制方面就把控不了。」

黎祥掀認為，要建立一支緊密合作的團隊，唯有真誠溝通，故他特別喜歡跟不同部門和級別的同事直接溝通，把話說得清楚，讓大家準確了解對方的想法：「例如設計團隊與建築施工團隊，就一定有不同意見。前者將心中最好的勾勒出來，自然希望堅持每一項設計都能落實；但建築管理團隊在施工時遇到的困難亦確實存在。我既然擔當統籌角色，就需要將不同部門和合作夥伴串連起來，並顧及他們不同的想法和考量，我相信只要大家都以公司利益為依歸，就一定可以找到互相接受的平衡點。」

黎祥掀認為「以心建家」，是集團精神之本。工作沒有用心，機械化地重複，無風無浪時或許沒問題，可是一旦遇上困境，團隊就難以應對。黎祥掀特別分享一次難忘經驗，某個星期天，因半夜得悉某項目遇上十分棘手的問題，結果清晨六點，他已經致電將上司和同事逐一「吵醒」，跟他們商討解決辦法。「面對重大危機時，我深深感受到整個團隊上下一起努力，用心解決困難的熱誠，令我真正體會到『以心建家』和『群策群力』不僅是口號，而是每位新地同事所相信的精神。我們不是單單把事情做完，還要把事情做好。」所以他十分積極在廣州辦事處，透過舉辦中層管理人員培訓，讓內地同事掌握企業文化，幫助他們清楚明白公司的行事標準和信念，同時有助建立同事的認同和歸屬感。

活出平衡生活 方懂以人為本

「機器也不能24小時運作，何況是人？」黎祥掀稱集團推動平衡生活，鼓勵同事工作之餘亦需要顧及家庭生活，不僅有助吸納人才，亦可以令員工有空閒與時並進，裝備自己：「可以的話，多到世界各大城市或內地主要城市參觀，我們可以在旅行時順道參觀，從中擴闊眼界和視野，增加對世界的了解。我自己與家人很多時候把握機會到處走走，相聚也會逛商場，既是享受家庭樂，也在觀摩學習。」的確，工作與生活不一定是對立，只要樂在其中，就是平衡之道。



Sam particularly enjoys travelling and seeing the world with his children
黎祥掀特別喜歡與子女旅行，一起增廣見聞

The seventh SHKP Vertical Run for Charity – Race to Hong Kong ICC promotes sports for charity

第七屆「新地公益垂直跑 – 勇闖香港 ICC」體現運動行善精神



The Government of the HKSAR Chief Secretary for Administration Matthew Cheung (fourth left), Event Organizing Committee Co-chairman Edward Cheung (third right), Group Deputy Managing Director Mike Wong (third left), Group Executive Directors Adam Kwok (second right) and Christopher Kwok (second left), The Community Chest of Hong Kong Campaign Committee Chairman Simon Kwok (first left) and The Hong Kong Council of Social Service Chief Executive Chua Hoi-wai (first right) officiated at the event

香港特區政府政務司司長張建宗(左四)、活動籌委會聯席主席張永銳(右三)、集團副董事總經理黃植榮(左三)、集團執行董事郭基輝(右二)及郭基泓(左二)、香港公益金籌募委員會主席郭少明(左一)及香港社會服務聯會行政總裁蔡海偉(右一)，為活動揭開序幕

Hosted by the Group, the seventh SHKP Vertical Run for Charity – Race to Hong Kong ICC attracted more than 1,900 participants aged from 10 to 75 from 38 countries and regions, with some runners suffering from vision or hearing impairments, or autism. The runner mix reflected the popularity of vertical running and its power to promote social inclusion. The race was again the grand finale of the Vertical World Circuit.

To attract different vertical running enthusiasts, a variety of race categories were offered, including Elite, Individual, Team Relay and Fun Climb. The Elite Race brought together 26 vertical running standouts from around the world, who competed for the men's and

women's titles, which this year went to Polish and Australian runners respectively. They also became the overall champions of the Vertical World Circuit. The Individual Races saw over 840 runners compete for the men's and women's titles. The two overall champions will be given sponsorships to take part in 2019 Vertical World Circuit overseas races with the aim of promoting sports for charity. As in previous years, all event proceeds plus extra donations from the Group will go to charitable organizations for children and youth development programmes.

由集團主辦的第七屆「新地公益垂直跑-勇闖香港ICC」，吸引逾1,900人參與，參加者來自38個國家和地區，年齡由10至75歲，另有視障、聽障及自閉症人士參與，充分體現垂直跑的普及性及共融精神。活動亦繼續成為「垂直馬拉松世界巡迴賽」的終極挑戰站。

活動分為精英賽、個人賽、隊際接力賽及滿Fun體驗組別，吸引不同類型的垂直跑愛好者參與。精英賽雲集26名世界級垂直跑好手爭奪冠軍寶座，最終由波蘭及澳洲選手分別奪得男、女子組冠軍，兩人並同時成為「垂直馬拉松世界巡迴賽」男、女子組終極王者。個人賽有逾840名跑手參加，男女子組全場總冠軍將獲大會贊助參與2019年「垂直馬拉松世界巡迴賽」外地賽事，宣揚運動行善的精神。一如以往，活動全數收益連同集團額外捐款將撥作慈善用途，以支持發展兒童及青少年項目。

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SHKP Reading Club's autumn guided tours promote happy reading

新閱會秋日導賞推廣愉快閱讀

The SHKP Reading Club is committed to making 'happy reading' a part of everyday lives. The Club's seasonal programme Read On, Move On series organizes cycling, stair-climbing as well as other guided tours to various locales in books for participants to enjoy reading and sports.

The 2018 Read On, Move On series featured three special events. In the Wizard of Books guided hiking tour, participants climbed up Lung Fu Shan to enjoy the natural scenery and historical landmarks there. The Discovering Tung Chung on the Bike guided cultural tour

brought participants to Tung Chung Fort and Hau Wong Temple, and then moved on to teach everyone more about local mangroves and river habitats. Participants of the Pop Culture guided stairways tour strolled along signature stairways in Central and Sheung Wan that were featured in major Hong Kong pop cultural works or had inspired special movie scene locales. Additionally, the Club recommended a host of relevant good books for participants to learn more about local culture through extended reading.

The fourth Sun Hung Kai Properties Hong Kong Cyclothon was a rousing success 第四屆「新鴻基地產香港單車節」圓滿結束

The Group continued its support as title and charity sponsor for the Sun Hung Kai Properties Hong Kong Cyclothon. Now in its fourth year, the mega event attracted over 5,400 local and overseas cycling enthusiasts participating in eight cycling events and professional races, including the Hammer Hong Kong presented by the Group. The Hammer Hong Kong is the finale of the European Hammer Series and is also a UCI Asia Tour Class 1.1 Road Race that saw 15 professional teams from all over the world and the Hong Kong National Team compete in both the Hammer Sprint and Hammer Chase in Tsim Sha Tsui. After rounds of intense competitions, the Australian team Mitchelton-Scott took the championships for both Hammer Hong Kong and Hammer Series. Moreover, the new SHKP Greater Bay Area Youth Trophy attracted 170 young people from 11 Greater Bay Area cities to participate.

Again, this year the Group will make an extra donation on top of part of the event proceeds to go toward services for local underprivileged children and youth. Beneficiary organizations this year include The Boys' and Girls' Clubs Association of Hong Kong, Changing Young Lives Foundation, Hong Kong Sheng Kung Hui Welfare Council and The Community Chest of Hong Kong.

由集團冠名及慈善贊助的第四屆「新鴻基地產香港單車節」順利完成，共吸引了逾5,400位海外及本地單車愛好者參與八項單車活動及專業比賽，當中包括由集團全力呈獻，屬歐洲「Hammer 系列」公路賽的壓軸賽事——「Hammer香港站」。該賽事乃UCI亞洲巡迴賽分站賽事，屬UCI 1.1級公路賽，共有15支來自世界各地的強隊及香港隊代表在尖沙咀進行競速賽和追逐賽。經過連場激戰後，來自澳洲的



Pictured are Deputy Director of the Liaison Office of the Central People's Government in the HKSAR Chen Dong (centre), Chief Executive of the HKSAR Carrie Lam (sixth left), Hong Kong Tourism Board Chairman Peter Lam (fifth left), Group Executive Directors Adam Kwok (sixth right) and Christopher Kwok (fourth left) together with the Hammer Series 2018 overall champion

中聯辦副主任陳冬(中)、香港特區行政長官林鄭月娥(左六)、香港旅遊發展局主席林建岳(左五)連同集團執行董事郭基輝(右六)及郭基泓(左四)與「Hammer 系列2018」總冠軍合照

Mitchelton-Scott車隊包攬了「Hammer香港站」冠軍及「Hammer系列」總冠軍的殊榮。另外，活動今年亦首設「新地粵港澳大灣區青年盃」，有170位來自大灣區11個城市的年青人參與。

一如往年，集團會額外捐款，連同來自主辦單位的部分收入，用作發展本地基層兒童及青少年服務。今年受惠機構包括香港小童群益會、成長希望基金會、香港聖公會福利協會及香港公益金。

新聞會致力將「愉快閱讀」融入生活，每年秋季更特別推出「悅動·閱樂」系列活動，透過踩單車及行樓梯等形式走入書中場景，讓大眾體驗閱讀和運動樂趣。

2018年的「悅動·閱樂」三個活動各有特色。在「綠野書蹤」行山導賞團中，參加者登上龍虎山欣賞生態及歷史痕跡。「單車優悠遊東涌」文化導賞團則帶領參加者尋訪東涌炮台及侯王廟，認識紅樹林及河岸生態。而「流行·樓行」樓梯導賞團的參加者，則漫步於中上環特色樓梯，暢遊香港流行文化的取景或取材地。新聞會更推薦了多本相關好書，讓參加者在活動過後，仍可繼續透過閱讀深入認識本港文化。



In the Wizard of Books guided hiking tour, participants got the chance to enjoy the natural scenery at Lung Fu Shan

在「綠野書蹤」行山導賞團中，參加者登上龍虎山，欣賞大自然生態

SHKP Volunteer Team earns recognition for social inclusion efforts

集團義工隊鼓勵傷健共融獲嘉許



Director of Social Welfare Carol Yip (fourth left) and Convenor of Sub-Committee on Promotion of Corporate Volunteering Kevin Lau (fourth right) present the Best Corporate Volunteer Service Project Competition bronze award to the SHKP Volunteer Team
社會福利署署長葉文娟(左四)和工商機構義務工作推廣小組召集人劉健華(右四)頒發「最佳企業義工計劃比賽」季軍予集團義工隊

The SHKP Volunteer Team's passion has been widely recognized over the past 15 years including the latest bronze award for its weCare Volunteering Inclusion Project at the 2016-18 Best Corporate Volunteer Service Project Competition organized by the Steering Committee on Promotion of Volunteer Service of Social Welfare Department.

The weCare Volunteering Inclusion Project aims to encourage young people with special needs to serve the community hand-in-hand along with SHKP volunteers, following a series of training sessions to enhance greater social inclusion. Young people and the Team visit the elderly on a regular basis and even make healthy festive food for them to spread some good cheer during the holidays. The two groups also exercise with the elderly and encourage them to make it a daily practice. The overall success of the weCare project is the result of the Volunteer Team's dedication and that of the young people, which also serves as a showcase for social inclusion.

集團義工隊15年來熱心助人，屢獲嘉許，最近憑著「weCare共融義工計劃」，獲社會福利署推廣義工服務督導委員會頒發「2016-18最佳企業義工計劃比賽」季軍。

「weCare共融義工計劃」鼓勵有特殊需要的青年接受培訓，再聯同新地義工參與義務工作，以實際行動創建共融社會。學員與義工隊定期探訪長者，更製作健康的傳統節慶食品送贈長者，與他們分享節日的喜悅。學員與義工隊亦會陪同長者練習健體運動，鼓勵他們多做運動。是次獲獎，不但肯定了義工隊及學員的努力，而且體現了傷健共融的精神。

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SHKP-Kwoks' Foundation supports clinical research on acute lymphoblastic leukemia in children

新地郭氏基金支持兒童急性淋巴細胞性白血病臨床研究項目

For many years, the SHKP-Kwoks' Foundation has established various scholarships to nurture youth development. Recently, its caring initiatives have extended into medical services with a donation made towards a clinical research project under the VIVA China Children's Cancer Foundation. The donation will support a clinical research project on acute lymphoblastic leukemia among mainland children, with the aim of improving the cure rate in patients to above 90%.

As part of efforts to nurture young people, the Foundation has established a scholarship at Southwest University since 2007 to support academically promising students from underprivileged families to pursue their studies. To date, more than 1,600 grants have been conferred. Foundation representatives have extended the scholarship agreement to continue supporting young people studying at the tertiary level.

新地郭氏基金多年來持續資助教育事業，培育年輕一代，最近更捐款予一項臨床研究項目，為醫療建設出一分力。該項目屬於「VIVA中國兒童癌症基金」旗下項目，捐款將用於資助內地兒童急性淋巴細胞性白血病臨床研究組的工作，致力將患者的治愈率提升到90%以上。



SHKP-Kwoks' Foundation Executive Director Amy Kwok (front, centre), VIVA China Chairwoman Jennifer Yeo (front, right), Shanghai Soong Ching Ling Foundation Acting Secretary General Jia Yong (front, left) and Shanghai Children's Medical Centre Professor Tang Jing-yan (back, second left) with guests at the donation agreement signing ceremony
新地郭氏基金執行董事郭婉儀(前排中)、VIVA中國主席楊太(前排右)、上海宋慶齡基金會代秘書長賈勇(前排左)及上海兒童醫學中心主任湯靜燕(後排左二)於捐贈協議書簽署儀式上與嘉賓合照

在培育人才方面，基金於2007年起，與西南大學合作設立「西南大學獎助學金」，資助學習優秀但家庭經濟困難的學生，至今提供超過1,600個獎助學金名額。基金代表早前與校方再次簽訂捐贈協議，繼續支持年輕人修讀大學。

Nature Rescue beach clean-up at South Lantau Bay

「山·灘拯救隊」嶼南灣海岸清潔行動

To encourage environmental protection, the Group joined hands with Green Power to invite supporting organizations of the Nature Rescue mobile app plus teachers and students from tertiary institutions and primary schools along with a host of volunteers to take part in a beach clean-up at South Lantau Bay, Lantau Island. Nearly 200 people joined the coastal conservation campaign, collecting over 1,500 kg of waste and recyclables.



Group Executive Director Christopher Kwok and Deputy Director of the Environmental Protection Department Elvis Au clean the beach with nearly 200 volunteers
集團執行董事郭基泓及環保署副署長區偉光聯同近200名義工身體力行清潔海岸

Since 2011, the Group has collaborated with Green Power in organizing the SHKP Love Nature Campaign to promote conservation and expand environmental education. The Nature Rescue mobile app, which is a handy, easy-to-use interactive mobile platform, was launched this past summer to let more people, especially the youth, take part in environmental protection. People even use the social networking platform at Nature Rescue to report rubbish blackspots and organize their own countryside and beach clean-up activities with other like-minded people.

為鼓勵大眾保護環境，集團聯同綠色力量邀請了「山·灘拯救隊」流動應用程式的支持機構、大專和小學師生以及義工，前往大嶼山嶼南灣進行海岸清潔活動。活動當日，近200人合力清理了超過1,500公斤的垃圾及可回收廢物，為保育海岸出一分力。

集團自2011年起與綠色力量合作舉辦「新地齊心愛自然」計劃，推廣愛護自然的訊息，推動環境教育工作。今年夏季更推出「山·灘拯救隊」流動應用程式，提供一個方便易用的手機互動平台，讓更多市民，特別是年輕人參與環保工作。市民大眾更善用「山·灘拯救隊」的社交平台功能，匯報垃圾黑點，並自發組織清潔活動，與志同道合的有心人一起清潔山灘。

Hong Yip and Kai Shing reduce their distribution of plastic umbrella bags

康業與啟勝積極減少派發雨傘膠袋



A total of 21 properties have joined the Umbrella Bags Reduction Accreditation Program
共21個物業獲得「減少使用/派發雨傘膠袋」審核認證

The Group's property management teams are widely recognized for their ongoing environmental protection efforts. To help reduce the use of plastic umbrella bags, several offices, shopping malls and residential projects managed by Hong Yip and Kai Shing have joined the Umbrella Bags Reduction Accreditation Program initiated by Greeners Action. A total of 21 properties are now accredited with 18 achieving the highest gold level. Ultima as well won an additional Creative Promotion Award for its upcycling project.

Participating properties set up environmental facilities at the property entrances to replace distribution of plastic umbrella bags while promoting the relevant message to users. The Ultima team, which won the Creative Promotion Award, handmade 100 reusable umbrella bags from used banners to replace disposable plastic umbrella bags, and encouraged residents to use reusable goods.

集團的物業管理團隊致力推動環保工作，屢獲嘉許。為減少使用雨傘膠袋，康業與啟勝轄下多個寫字樓、商場及住宅項目，參與綠領行動「減少使用/派發雨傘膠袋」審核認證計劃，共有21個物業獲得認證，18個屬最高級別的金級認證，而天鑄憑著升級再造同時獲頒「創意宣傳獎」。

參與計劃的物業均在出入口增設環保設施，以取代派發雨傘膠袋，並向用戶推廣相關訊息。榮獲「創意宣傳獎」的天鑄管理團隊，以舊橫額親手縫製100個可重用的雨傘袋供住客借用，以取代一次即棄的塑膠雨傘袋，同時鼓勵住客多選用可重用物品。

SUNeVision adds Tseung Kwan O data centre site 新意網投得將軍澳數據中心用地



SUNeVision's new data centre site in Tseung Kwan O sits next to the flagship facility MEGA Plus
新意網新增位於將軍澳的數據中心地皮，毗鄰為旗艦數據中心MEGA Plus

As part of its expansion plan, SUNeVision has just acquired Tseung Kwan O Town Lot No. 131 at Wan Po Road, Area 85, Tseung Kwan O in December through a government tender, following the addition of a Tsuen Wan site in January 2018.

Boasting a maximum gross floor area of over 1.21 million square feet, this data centre site is adjacent to SUNeVision's MEGA Plus flagship facility which is Hong Kong's first purpose-built facility on land designated for data centre use by the Government. Upon completion of the new project, the two neighbouring data centres are set to create synergies. Together with the other data centres in MEGA Campus, SUNeVision's service offerings will be further enhanced, bolstering its leading position in the market.

新意網致力拓展數據中心業務，於2018年1月收購荃灣一幅地皮後，剛於12月透過政府招標，投得位於將軍澳第85區環保大道的將軍澳市地段第131號用地。

地盤可建樓面面積逾121萬平方呎，屬於數據中心專屬用地。項目毗鄰新意網旗艦數據中心MEGA Plus，為香港首個建於政府規劃作數據中心專屬用地的數據中心。待新項目落成後，兩個相鄰項目定可發揮協同效應，連同其他MEGA Campus的數據中心，為客戶提供更佳服務，進一步提升新意網的市場領導地位。

Debut issue of Panda Bond 集團初次發行熊貓債券

In November 2018, the Group made a debut issue of a 2-year Panda Bond of RMB1,200 million on the mainland. The response to this issue has been overwhelming from investors including banks, funds and insurance companies, resulting in a total order of RMB2,800 million, a true testament to the positive outlook of the Group's strategy and business in both Hong Kong and on the mainland. Proceeds from the issue will be used for re-financing of mainland project's bank loan.

集團於2018年11月，在內地初次發行兩年期人民幣12億元的熊貓債券。本次熊貓債券深受市場歡迎，銀行、基金公司及保險公司等紛紛支持，總申購金額達人民幣28億元，反映投資者對集團的策略以及在香港及內地的業務發展充滿信心。融資款項將用於再融資內地項目的銀行貸款。



Group Corporate Planning & Strategic Investment (Corporate Planning) General Manager Brian Sum briefs investors on bond and corporate developments at the Panda Bond roadshow

集團公司策劃及策略投資部（公司策劃）總經理沈康寧在熊貓債券路演上，向投資者推介有關債券及公司發展

Shanghai IFC Residence named Best Luxurious Serviced Apartment of China 上海國金匯榮獲「中國最佳服務式公寓」大獎

IFC Residence, the Group's five-star deluxe serviced suites in Shanghai, was named the Best Luxurious Serviced Apartment of China 2018 at the 15th Golden-Pillow Award of China Hotels for its unrivalled customer service as well as luxurious, elegant living environment.

IFC Residence is part of the large-scale Shanghai IFC integrated complex in the heart of Lujiazui. Residents can enjoy a host of comprehensive facilities nearby, including a luxury shopping mall, super grade-A offices, gourmet dining and top-notch entertainment, making it the preferred choice for a business stay. Its prime location offers convenient access between Pudong and Puxi for business travellers, which is also ideal for holidaymakers. Putting 'customers first' into practice, IFC Residence delivers caring, attentive service when meeting the different needs of its residents all with the aim of offering a luxurious, intimate living space that provides the comfort of a home away from home.

集團位於上海的五星級豪華服務式公寓國金匯在第15屆中國酒店「金枕頭」獎評選中，憑藉頂級服務品質與奢華典雅的居住環境，獲頒「2018年度中國最佳服務式公寓」殊榮。

國金匯位於陸家嘴核心地段，屬於上海國金中心大型商業綜合項目的一部分。住客可享受完備的周邊設施，包括豪華購物商場、超甲級寫字樓以及頂級餐飲及



Sun Hung Kai Development (China) Deputy General Manager Rick Man (front, second left) and the IFC Residence team are delighted to receive the Best Luxurious Serviced Apartment of China award at the Golden-Pillow Award of China Hotels 新鴻基發展(中國)副總經理文志峰(前排左二)及國金匯團隊喜獲中國酒店「金枕頭」獎頒發「中國最佳服務式公寓」大獎

娛樂，深受商務人士好評。項目位置優越，方便商旅人士往返浦江兩岸，亦是度假首選。國金匯秉持「以客為先」的服務精神，按照住客的不同需要，提供細緻周到的服務，讓他們既能享受奢華私密的居住空間，也能體驗賓至如歸的舒適愜意。

Hong Yip wins the prestigious Grand Award at the HKMA Quality Award 康業獲頒「優質管理獎大獎」最高榮譽



Hong Yip Vice Chairman and Chief Executive Alkin Kwong (second left) receives the top Grand Award at the 2018 HKMA Quality Award 康業副主席及行政總裁鄺正煒(左二)獲頒「2018優質管理獎大獎」最高殊榮

The Group's property management subsidiary Hong Yip is committed to continually enhancing its service offerings in order to exceed customers' expectations. Their efforts were duly recognized at the HKMA Quality Award organized by the Hong Kong Management Association, at which Hong Yip's effective and systematic management approach earned it the top Grand Award, which is considered the 'Oscar' of quality management in Hong Kong. This honour is yet another recognition of Hong Yip's smart management and excellent service.

In recent years, Hong Yip has been introducing advanced technologies to drive service enhancement, including the development of several mobile apps like SoProp, which enhances tenant service, and the smart mobile patrolling system Nitrol. In addition, the mobile app WeCom was developed for internal communications as well as knowledge and work experience sharing in order to enhance overall quality.

集團旗下物業管理公司康業多年來持續提升服務質素，力求超越顧客所想。在香港管理專業協會舉辦的「優質管理獎」中，憑著高效率及有系統的管理方法，獲頒最高榮譽「大獎」。該獎項一向被譽為本港優質管理界別中的「奧斯卡」大獎，是次獲獎再次證明康業的智能化管理和服務表現卓越。

康業近年致力利用高新科技提升管理服務，成功研發多個手機應用程式，包括提升業戶生活體驗的SoProp，以及智能流動巡邏系統Nitrol。公司亦自行開發手機應用程式WeCom，方便內部溝通、分享知識和工作經驗，有助提升團隊整體質素。



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