

## Group announces 2017/18 interim results

### 集团公布2017/18中期业绩

The Group reported underlying profit attributable to the Company's shareholders for the six months ended 31 December 2017, excluding the effect of fair-value changes on investment properties, of HK\$19,973 million. Underlying earnings per share were HK\$6.90. The directors declared an interim dividend payment of HK\$1.20 per share, an increase of 9% from the corresponding period last year.

Revenue from property sales for the period under review as recorded in financial statements, including revenue from joint-venture projects, was HK\$34,583 million. Profit generated from property sales was HK\$13,895 million. Since July 2017, the Group's total contracted sales reached about HK\$35,000 million in attributable terms. Contracted sales in Hong Kong were impressive, mainly contributed by Wings at Sea and Wings at Sea II, Cullinan West II and PARK YOHO Genova.

Gross rental income, including contributions from joint-venture projects, rose 7% year-on-year to HK\$11,506 million and net rental income increased by 7% year-on-year to HK\$8,891 million during the period. The healthy growth was driven by continuing positive rental reversions, both in Hong Kong and on the mainland, and contributions from new investment properties.

#### Prosperous outlook

The Group's development business for sale will continue to perform well with satisfactory development margins. Although the existing land bank is sufficient to meet its development needs of five to six years, the Group will continue to seek opportunities for land bank replenishment in Hong Kong to fulfil its long-term development needs. The Group is confident of its performance in property sales during the current financial year. About 40% of residential floor area scheduled for completion in the coming financial year has already been pre-sold. The Group's medium-term target for its Hong Kong's annual property sales value is HK\$40,000 million.

The Group's rental income is expected to show steady and satisfactory growth, driven by the expansion of its investment property portfolio, high occupancies and positive rental reversions. V Walk in West Kowloon, Hong Kong and the mall



Group Chairman & Managing Director Raymond Kwok (fourth right) announcing 2017/18 interim results with top management

集团主席兼董事总经理郭炳联(右四)联同管理团队公布2017/18中期业绩

at One ITC in Shanghai are planned to open in 2019. In the next five to six years, rental properties covering about 269,000 square metres (2.9 million square feet) of attributable gross floor area are scheduled for completion in Hong Kong. On the mainland, the Group's rental properties comprising about 1.11 million square metres (11.9 million square feet) of attributable gross floor area are expected to be completed during the same period.

集团公布截至2017年12月31日止六个月，在撇除投资物业公允价值变动的影响后，可拨归公司股东基础溢利为199.73亿港元；每股基础溢利为6.90港元。董事局宣布派发中期股息每股1.20港元，较去年同期增加9%。

连同合作项目的收益，回顾期内财务报表录得的物业销售收益为345.83亿港元；来自物业销售的溢利达138.95亿港元。自2017年7月起计，按所占权益计算，集团的合约销售总额已达约350亿港元。香港合约销售表现理想，主要来自晋海及晋海II、汇玺II和PARK YOHO Genova。

回顾期内，连同合作项目租金计算，总租金收入按年上升7%至115.06亿港元，净租金收入按年上升7%至88.91亿港元。租金收入稳健增长是由于香港及内地投资物业的续租租金持续上升，以及新投资物业带来收益。

#### 未来将继续蓬勃发展

集团的物业发展业务将持续表现理想，并有满意的发展回报。虽然现有的香港土地储备足以满足在未来五至六年的发展需要，但集团会继续物色机会，补充土地储备，以配合集团长期的发展需要。集团对本财政年度的物业销售表现充满信心，并已预售约40%预计于下一个财政年度落成的住宅楼面。在香港物业销售的中期目标为年金额400亿港元。

受惠于投资物业组合扩大、出租率高及续租租金上升，预计集团的租金收入可录得稳定和满意的增长。预计香港西九龙的V Walk及上海国贸汇的商场于2019年开幕。在未来五至六年，按所占总楼面面积计算，集团在香港约有269,000平方米(290万平方呎)出租物业落成，在内地则约有111万平方米(1,190万平方呎)出租物业落成。

#### New independent non-executive director 新增独立非执行董事

Henry Fan Hung-ling was appointed as an independent non-executive director with effect from 1 March 2018. His extensive experience in the commercial sector will be a valuable asset for the Group's long term development.

董事局委任范鸿龄为公司的独立非执行董事，自2018年3月1日起生效。范先生在商界拥有丰富经验，对集团长远业务发展将有莫大裨益。

## SmarTone's 2017/18 interim results 数码通公布2017/18年度中期业绩

SmarTone Telecommunications Holdings Limited announced its results for the six months ended 31 December 2017. While the period under review saw the intensification of competition, SmarTone's customer-centric approach has helped achieve growth in customer base of 10% year-on-year to 2.2 million and reduction of average postpaid churn rate to a low of 0.8%.

Postpaid service revenue, net of handset subsidy amortisation, remained stable against the previous corresponding period and increased 3% over the previous half, reflecting the resilience of the core postpaid service business. Nonetheless, profitability has been impacted by the increase in amortisation of spectrum utilisation fee and lower handset and accessory sales. Profit attributable to shareholders fell by 17% year-on-year to HK\$328 million.

During the period under review, SmarTone continued to invest in network performance. In October 2017, the Company became the first operator in the city to trial FDD Massive MIMO, a technology which will play a crucial role in improving capacity and user throughput. Moreover, after successfully conducting Hong Kong's first LAA trial in August 2017, SmarTone plans to implement the latest LAA technology in mid-2018 which will enable peak network speed exceeding 1Gbps. Supported by exceptional network performance, SmarTone's customer-centric strategy will further facilitate growth in the core service business through the Company's distinctive brand and superior service offerings for target customer segments.

数码通电讯集团有限公司公布截至2017年12月31日止六个月的业绩。于回顾期内，虽然市场竞争日趋激烈，然而数码通以客为本的方针成功令客户人数按年增长10%

至220万人，并将月费计划的平均客户流失率降至0.8%的低水平。

扣除手机补贴摊销后，月费计划服务收入与去年同期相比维持稳定，并较上一个半年增长3%，反映核心月费计划业务维持稳定。尽管如此，盈利仍受频谱使用费摊销增加，以及手机及配件销售下降所影响。股东应占净溢利为3.28亿港元，按年减少17%。

于回顾期内，数码通继续进行网络投资。于2017年10月，公司成为本地首家试行FDD Massive MIMO技术的网络商，这项崭新技术对将来提升网络容量及用户吞吐量非常重要。此外，数码通于2017年8月在香港首次成功试行LAA技术测试，并计划于2018年中应用最新的LAA技术，并将支援超过1Gbps的最高网络速度。凭着超卓的网络表现，数码通将继续借着以客为本的策略，透过与众不同的品牌，及针对特定客户群的卓越服务及产品，进一步推动核心业务的增长。

## The Group wins Platinum in The Asset Corporate Awards for five straight years 集团连续五年获颁“最佳公司治理奖”铂金奖



Group Corporate Planning & Strategic Investment (Corporate Planning) General Manager Brian Sum (left) receives the Platinum Award at The Asset Corporate Awards  
集团公司策划及策略投资部（公司策划）总经理沈康宁（左）领取“最佳公司治理奖”铂金奖

SHKP's commitment to achieving the highest standards of corporate governance, driving corporate social responsibility initiatives and maintaining good investor communications has resulted in the Group capturing a host of prestigious awards over the years. The latest honour was taking Platinum at The Asset Corporate Awards sponsored by *The Asset* magazine. This represents the fifth consecutive year the Group has won this valuable recognition from investors and analysts.

The Asian financial magazine *The Asset* organizes The Asset Corporate Awards annually to recognise and pay tribute to listed companies for their excellence in environmental, social and corporate governance. Scores are awarded based on information submitted by participating companies, including financial performance, corporate governance, social responsibility, environmental

responsibility and investor relations. The organizer then obtains feedback from the investment community at large before making a final overall assessment. The Group has received the highest Platinum honour for five straight years due to its strong performance in categories across the board.

集团多年来恪守高水平的企业管治，积极履行企业社会责任，与投资者维持紧密联系，屡获各界嘉许。不久前再获《财资》杂志颁发“最佳公司治理奖”铂金奖，为连续第五年获此殊荣，足证集团的优秀表现备受投资者及分析员持续肯定。

亚洲财经杂志《财资》每年均举办“最佳公司治理奖”选举，以表扬在环境保护、企业社会责任及企业管治上表现卓越的上市公司。主办机构邀请企业就财务表现、企业管治、企业社会责任、环境保护及投资者关系等各方面提交数据，并进行评分；随后就所得资料，咨询投资界的意见，再作出全面评审。集团在各评审范畴均获高度评价，连续第五年获颁最高级别的铂金奖项。

## YATA Supermarket opens in Metroplaza, Kwai Fong 一田超市进驻葵芳新都会广场

YATA Limited has been expanding its portfolio with new supermarket openings at the Sai Wan Hong Kong Plaza, Tseung Kwan O East Point City, and at Yuen Long YOHO MALL last year. The list continues to grow with the addition of a new outlet at Kwai Fong Metroplaza this past January, marking the 11th store in the YATA chain.

The more than 1,400-square-metre (15,000-square-foot) YATA Supermarket (Kwai Fong) offers up a nature theme with stylishly rustic decorations. The store features quality Japanese-Western style gourmet items as well as a health and organic zone to create a Japan-meets-West style healthy supermarket. Over 60% of the stock is imported from Japan, with other premium products from around the world. A major highlight of the new store is the "Three Corners" area dedicated to a fine food grocery from southern France, a traditional English tea brand, and a health and organic zone offering low sodium, low sugar, gluten-free items and superfoods. There is also a "Japanese-Western style food zone" that features a 'kushikatsu' restaurant that is new to Hong Kong, and a healthy grab-and-go light food bar to attract customers.

一田有限公司近年积极扩充业务，继去年在西环香港商业中心、将军澳东港城及元朗YOHO MALL开设超级市场后，刚于今年一月在葵芳新都会广场开设第11家分店。

一田超市（葵芳）面积逾1,400平方米（15,000平方呎），以潮流自然风为设计风格，简约时尚。新店以高级和洋食材作卖点，并设有健康主题专区，打造成和洋风健康精品超市。店内逾六成货品由日本进口，亦有来自世界各地的优质食材。新店特别设有“三大超市Corner”，引入南法精品杂货店、英国百年茶铺和三低一高有机潮食区；另外更设有“二大和洋食事处”，带来首度进驻香港的日式串炸料理屋及清新洋风轻食Bar，为顾客送上美食惊喜。



YATA CEO Susanna Wong (fourth right) with guests at the YATA Supermarket (Kwai Fong) opening ceremony  
一田百货行政总裁黄思丽（右四）连同嘉宾主持一田超市（葵芳）的开幕典礼

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## SHKP-Kwoks' Foundation supports talented students to pursue studies at CUHK for 12th consecutive year 新地郭氏基金连续12年资助优才生升读中大

Since 2005, the SHKP-Kwoks' Foundation has set up a scholarship programme to support talented local and mainland students to pursue undergraduate studies at The Chinese University of Hong Kong (CUHK). The scholarship enables recipients to focus on studies and engage in campus life without financial worries. To date over 60 students have benefitted from this programme.

CUHK former Vice-Chancellor and President Joseph Sung, Council Chairman Norman Leung and Pro-Vice-Chancellor/Vice-President Fok Tai-fai visited the Foundation office with academic staff and scholarship recipients to share the latest updates on the programme with the Foundation Executive Director Amy Kwok and other representatives. During the sharing session, some beneficiaries mentioned that the scholarship support

greatly reduced their families' financial burdens, giving them more time to study and take part in extra-curricular activities and volunteer work to serve the community. At the same time, several beneficiaries recalled the valuable overseas exchange experience and learning opportunities they received at CUHK. Some graduates secured their dream jobs while others are pursuing master's degrees at CUHK.

新地郭氏基金于2005年设立“新地郭氏基金—中大优才奖学金”，资助本港及内地优才生升读香港中文大学的学士课程，让受助学生能够解决学费问题，专注学业，融入大学生活，至今受助学生逾60人。

不久前，时任中大校长沈祖尧、中大校董会主席梁乃鹏及副校长霍泰辉率领教职员及受助学生到访，与基金执行董事



SHKP-Kwoks' Foundation Executive Director Amy Kwok (front, fifth left), Director Kwong Chun (front, fifth right), CUHK former Vice-Chancellor and President Joseph Sung (front, centre), CUHK Council Chairman Norman Leung (front, fourth left) and Pro-Vice-Chancellor/Vice-President Fok Tai-fai (front, fourth right) with scholarship recipients and guests after the sharing session  
新地郭氏基金执行董事郭婉仪（前排左五）、董事邝准（前排右五）、时任中大校长沈祖尧（前排中）、中大校董会主席梁乃鹏（前排左四）及副校长霍泰辉（前排右四）与受助学生们及嘉宾在交流分享会后合照

郭婉仪及基金代表进行交流，分享奖学金项目的最新情况。部分受助学生在会上表示，奖学金大大减轻了家庭经济负担，让他们可以专注学习之余，亦可以多参与课外活动及义务工作，服务社区，回馈社会。受助学生表示，在中大学习期间，获得不少海外交流及学习机会，实属成长中的宝贵经验；部分毕业生现已获得理想工作，部分则选择留在中大修读硕士课程。