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Nanjing IFC  
set to become a new landmark  
南京国金中心势将成为市内全新地标





## Nanjing IFC set to become a new landmark 南京国金中心势将成为市内全新地标

The photographs, images, drawings or sketches shown in this article represent the artist's imaginative impression of the development concerned only. They are not drawn to scale and/or may have been edited and processed with computerized imaging techniques. The developer also advises purchasers to conduct on-site visit for a better understanding of the development site, its surrounding environment and the public facilities nearby.

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以心建家 Building Homes with Heart

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# Nanjing IFC

## set to become a new landmark

Nanjing IFC is the Group's first ever investment in Nanjing and the third IFC project after Hong Kong and Shanghai. Situated in a prime location, the 316,000-square-metre (3.4 million-square-foot) project will be one of the few major integrated developments in the area, comprising offices, a shopping mall and hotel. Built with international standards, from project design, construction quality to variable facilities and professional management services, and having gained invaluable experience from Hong Kong IFC and Shanghai IFC, this new integrated project is poised to become a new landmark in Nanjing.

### Hexi CBD prime site with convenient access

Located in Hexi Central Business District, one of the major CBDs in Eastern China comparable to the Lujiazui Finance and Trade Zone in Shanghai Pudong, the wholly-owned large-scale integrated project will feature two super grade-A office towers, a 93,000-square-metre-plus (one-million-square-foot-plus) high-end shopping mall and a five-star hotel to be built on three buildings inter-connected on the podium.

Built atop Metro Yuantong Station, the integrated project will enjoy seamless connection to the metro at Basement 1 on completion. By then, Metro Yuantong Station will become one of the few Nanjing Metro interchange stations with direct linkage to major commercial complexes and the only interchange station at Hexi CBD which connects the existing Nanjing Metro Line 2 and Line 10.

Strategically located at the junction of main roads Hexi Street and Jiangdong Middle Road in front of an existing tram station, Nanjing IFC is easily accessible by road and underground to other districts, mainland cities or even the international airport, with about 15 minutes' drive to CRH Nanjing South Railway Station and about 40 minutes' drive to Nanjing Lukou International Airport.

Major landmarks such as the Hexi Central Park, Nanjing International Expo Center are located in the area, and with office clusters and the development of over a dozen of commercial projects, further upside is anticipated.

### Stylish design backed by comprehensive facilities

Nanjing IFC is being built by a world-renowned architectural firm. Inspired by the concept of crystal clusters, the tower form, tower crowns and facades of the towers are finely constructed to resemble giant crystals with well-scattered raindrop-like fins as touch ups. Reflections will sparkle differently depending on the vantage points to give a chic and shiny look.

With a total area of over 186,000 square metres (two million square feet), the two super grade-A office towers Nanjing One IFC and Nanjing Two IFC are being built according to international standards, with efficient layouts and modern facilities. Visitors taking the express escalators to the elevated lobby on the fifth level will be able to enjoy the sunken plaza view through the glass facades.

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Featuring super grade-A offices, a high-end shopping mall and five-star hotel, Nanjing IFC will set new standards for commercial developments in the area and become a new landmark. 南京国金中心结合超甲级写字楼、高级商场及五星级酒店于一体，预期可为南京商业项目带来新标准，成为市内地标项目。

**Expected completions of Nanjing IFC**  
南京国金中心的预计落成日期

Expected completion 预计落成	Section 项目部分	Location 位置
Late 2018 2018年底	Office Tower (198-metre tall) 写字楼 (楼高198米)	Nanjing One IFC 南京国金中心一期
	Shopping Mall 商场	Podium 平台
Late 2019 2019年底	Hotel 酒店	Hotel Tower 酒店大楼
	Office Tower (290-metre tall) 写字楼 (楼高290米)	Nanjing Two IFC 南京国金中心二期

The 198-metre tall Nanjing One IFC will provide 26 floors of super grade-A offices with each floor covering about 1,400 square metres (15,000 square feet) and clear ceiling heights of about 2.75 metres and raised floors of approximately 100 mm. The 290-metre tall Nanjing Two IFC, the tallest of the three, will have 46 levels of super grade-A offices with each floor covering almost 2,500 square metres (27,000 square feet), ideal for companies looking for offices with large floor plates.

Mirroring the success of Shanghai IFC Mall, the Nanjing IFC mall which will house international top-tier tenants and new comers to Nanjing is set to become a much sought-after shopping destination for luxury products. The 93,000-square-metre-plus (one million-square-foot-plus) retail space will be spread out on nine levels at the towers' podium. Pre-leasing response has been very encouraging.

Managed by Hyatt Hotels Corporation, the 29-storey five-star hotel will cover a gross floor area of over 27,900 square metres (300,000 square feet), which allows guests easy access to shopping and gourmet restaurants from both the Nanjing IFC mall as well as the hotel itself.

**First phase to complete by late 2018**

The entire project is expected to be completed in two phases. The first phase of the project will include Nanjing One IFC offices, shopping mall, hotel, podium and basement. The two towers have been topped out with curtain walls being installed and expected to be completed by the end of 2018. The 290-metre tall offices Nanjing Two IFC which belongs to the second phase of the project is now under the superstructure construction. Progress is on schedule and the project is expected to be completed in late 2019.

Located in a prime district, the stylish Nanjing IFC is destined to become a premium development backed by all-round facilities and professional, caring management service, representing a new symbol in the city.



Nanjing IFC office lobby will be stylishly elevated on the fifth level, presenting a shimmering glass box like design  
南京国金中心写字楼入口挑空五层·设计型格·仿如玻璃盒子



Located in Hexi Central Business District, Nanjing IFC will be atop Metro Yuanotong Station  
南京国金中心座落于河西中央商务区，为地铁元通站上盖物业

## 南京国金中心势将成为市内全新地标

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南京国金中心为集团在南京市首个投资项目，亦是集团继在香港和上海后，第三个兴建的国金中心。项目位置优越，总楼面面积达316,000平方米（340万平方呎），汇聚写字楼、商场及酒店于一身，是区内罕见的大型综合发展项目。项目由设计、建筑品质乃至配套设施及专业管理服务均达致国际级标准，并引入集团在发展香港国金中心和上海国金中心时的丰富经验，项目势将成为南京市全新地标。



### 商务区黄金地段 河西交通枢纽

南京国金中心座落于河西中央商务区，为华东地区其中一个主要中央商务区，可媲美上海浦东陆家嘴金融贸易区。该大型综合发展项目由集团全资拥有，包括两幢超甲级写字楼、逾93,000平方米（100万平方呎）高级商场及一间五星级酒店，分布于三幢大楼，并于平台层连系接通。

南京国金中心为地铁元通站上盖物业，地库一层将与地铁无缝接通，尽享交通优势。待项目落成后，地铁元通站将成为整个南京地铁网络中，少数与大型商业综合发展项目直接连接的交汇站之一。该站亦是河西中央商务区内唯一交汇站，连接现有南京地铁2号线和10号线。

项目位处河西大街与江东中路两条主要道路交界，前方为现行有轨电车站，不论地上、地下均四通八达，前往市内各区、其他内地城市以至国际机场轻松便捷。项目前往高铁南京南站仅约15分钟车程，距离南京禄口国际机场亦只需约40分钟车程。

The project will be atop Metro Yuanotong Station which is a major interchange station in Nanjing (The plan is simplified and may not be accurate in all respects)  
项目座落地铁元通站上盖，属南京市重要交汇站（地图经简化处理，不可作准）



The first phase of the project will be completed by the end of 2018 (site photos taken on 30 November 2017)

项目分两期落成，第一期将于2018年底完工（2017年11月30日于项目实景拍摄）



项目毗邻河西中央公园及南京国际博览中心，区内主要为写字楼群，建设中的商业项目亦有10多个，发展迅速，潜力优厚。

### 设计型格 配套完善

南京国金中心由国际著名建筑事务所主理，设计灵感源于水晶簇。大楼外型、塔顶以至外墙精心设计，外型仿如巨型水晶柱，以疏密有致的水滴动态造型点缀。随着观赏者所处的位置不同，折射出变化多端的光芒，时尚璀璨。

项目共有两幢写字楼——南京国金中心一期及南京国金中心二期，共提供逾186,000平方米（200万平方呎）超甲级写字楼楼面，以国际规格建造，户型方正，实用率高，配套设施现代化。写字楼入口挑空达五层，配以玻璃外墙，让访客乘搭高速电梯前往写字楼大堂时，可欣赏前方下沉式广场的景致。

楼高198米的南京国金中心一期将有26层超甲级写字楼，每层面积约1,400平方米（15,000平方呎），楼底净高约2.75米，设有约100毫米架高地台。南京国金中心二期为三幢大楼中最高，楼高290米，共有46层超甲级写字楼，每层面积近2,500平方米（27,000平方呎），尤其适合需要使用大型空间的企业。

南京国金中心商场将参考上海国金中心商场的成功经验，以高级奢华作定位，汇聚国际一线品牌，并为市内引入多个全新品牌，为南京带来崭新购物体验。商场设于三幢大楼的基座部分，总楼面面积逾93,000平方米（100万平方呎），共有九层。预租反应非常理想。



The Nanjing IFC mall will feature international top-tier tenants and new comers to Nanjing

南京国金中心商场将汇聚国际一线品牌，并为市内引入多个全新品牌

项目内的五星级酒店楼高29层，面积逾27,900平方米（300,000平方呎），由凯悦酒店集团营运。酒店宾客届时可穿梭酒店及南京国金中心商场部分，尽情购物消闲，享受环球美食。

### 首阶段2018年底完工

整个发展项目分两期落成。第一期包括写字楼南京国金中心一期、商场、酒店、平台及地库部分，相关的大楼已经平顶，现正安装幕墙，预计可于2018年底落成。二期为楼高290米的写字楼南京国金中心二期，现正进行上盖工程，进度理想，预期于2019年底完工。

南京国金中心凭借优越的地理位置，以及独特的外型，再配合集团的高质素建筑、完善的配套设施以及专业细心的物业管理服务，定可成为市内全新地标。



# Cullinan West II atop MTR Nam Cheong Station on the market

## 港铁南昌站汇玺II现正开售

The Group is developing a major residential project above MTR Nam Cheong Station. Cullinan West, Phase 2A of the development, attracted a strong response at the sales launch in this first half. The momentum continued when Cullinan West II, Phase 3 of the development, had its initial release in late November.

### Facing the sea with two clubhouses

Cullinan West II will comprise two residential towers with over 1,000 residential units in diverse layouts, from studios to four-bedroom units. The stylishly designed towers will spread out, enabling the units to enjoy sea views<sup>1</sup>.

The Cullinan West Development will include two private clubhouses built in two phases<sup>2</sup>, which together with communal gardens and play areas will cover an area of over 180,000 square feet. A wide range of recreational facilities will be available in the clubhouses, including an approximately 50-metre outdoor swimming pool and jacuzzi, an approximately 25-metre children's swimming pool, a BBQ area, restaurant, multi-purpose function room, gym, boxing ring, children's area and more<sup>2</sup>.

### Transport hub in the heart of the city

Cullinan West II will be situated above MTR Nam Cheong Station, which is the only MTR interchange station connecting West Rail Line and Tung Chung Line. It will be a major integrated development along the harbour front<sup>1</sup> enjoying the convenience of double railway lines, with connection to the Tsuen Wan Line, Island Line and Airport Express within only three stations. Cullinan West II will also have easy access to the future terminus of the Guangzhou-Shenzhen-Hong Kong Express Rail Link Hong Kong Section<sup>3</sup>. From MTR Nam Cheong Station, it only takes about four minutes<sup>4</sup> to Austin Station and approximately six minutes<sup>4</sup> to Kowloon Station, which are both within walking distance to the future terminus of the Guangzhou-Shenzhen-Hong Kong Express Rail Link Hong Kong Section<sup>3</sup>.

From MTR Nam Cheong Station, it only takes about six minutes<sup>5</sup> to Kowloon Station, about seven minutes<sup>4</sup> to East Tsim Sha Tsui Station, about nine minutes<sup>4</sup> to Hong Kong Station and Hung Hom Station, and approximately 28 minutes<sup>4</sup> to Airport Station. Additionally, the Guangzhou-Shenzhen-Hong Kong Express Rail Link Hong Kong Section<sup>3</sup> is scheduled for completion in the third quarter of 2018, bringing convenient access to the high-speed rail network in Mainland.

The Cullinan West Development will include V Walk<sup>5</sup>, which will be a large-scale two-storey podium mall with about 300,000 square feet of retail space, housing a supermarket, restaurants, kindergarten as well as other fashion brands and entertainment facilities.



The multi-purpose function room at the clubhouses (computer simulated photo)

The information provided in this advertisement do not represent the final appearance of the clubhouses and recreational facilities of the Development and are for reference only, and do not constitute or shall not be considered as any offer, undertaking, representation or warranty whatsoever, whether express or implied, on the actual design, orientation, layout, construction, location, fittings, finishes, appliances, furniture, decoration, plants, gardening and other items of the clubhouses and landscaped garden or the surrounding places, facilities, buildings or construction. The Vendor reserves its absolute right to amend and change any part of the clubhouses, landscaped garden and all of their facilities, without the need to give prior notice to any purchaser. Purchasers must not rely on this advertisement for any use or purpose. For details of the Phase of the Development, please refer to the sales brochure. The facilities and completion date of the clubhouses, landscaped garden and/or recreational facilities are subject to the final approval of Buildings Department, Lands Department and/or other relevant Government departments. The clubhouses, landscaped garden and/or recreational facilities may not be available for immediate use at the time of handover of the residential units of the Development. The use or operation of some of the facilities and/or services may be subject to rules and regulations of the clubhouses and facilities, and the consent or permit issued by the relevant Government departments, or may be subject to additional payment.

住客会所内的多用途宴会厅 (电脑模拟图)

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集团现正在港铁南昌站上盖发展全新大型住宅项目。项目第2A期汇玺于今年上半年推出后，市场反应热烈。承接优势，项目第3期汇玺II刚于11月底推售。

### 迎海而建 双会所设计

汇玺II由两座高座住宅大楼组成，共提供逾1,000套房源，由开放式至大户型四房设计，户型多元化。时尚设计配合横排式建筑，为住宅引入开阔海景<sup>1</sup>。

汇玺发展项目以双会所设计，会所分两期<sup>2</sup>发展。会所连公用花园及游乐地方逾180,000平方呎，设有多元化康乐设施，包括约50米室外泳池及按摩池、约25米儿童专用泳池、烧烤场、餐厅、多用途宴会厅、健身室、拳击擂台及儿童区等<sup>2</sup>。

### 都会核心 交通枢纽

汇玺II位处港铁南昌站上盖，是迎海<sup>1</sup>而立的大型综合发展项目，亦是唯一西铁线及东涌线的交汇点；坐拥双铁路优势，三站以内连接荃湾线、港岛线及机场快线。汇玺II可便捷到达未来高铁香港段总站<sup>3</sup>，于港铁南昌站前往柯士甸站或九龙站分别只需约四分钟<sup>4</sup>及约六分钟<sup>4</sup>，便可步行抵达未来高铁香港段总站<sup>3</sup>。

由港铁南昌站起，约六分钟<sup>4</sup>到九龙站，约七分钟<sup>4</sup>抵步尖东，约九分钟<sup>4</sup>可达香港站及红磡站，约二十八分钟<sup>4</sup>至机场站。加上预计于2018年第三季通车的广深港高铁香港段<sup>3</sup>，弹指间贯通内地高铁网络。

此外，汇玺发展项目包括约300,000平方呎的双层大型基座商场V Walk<sup>5</sup>，设有超市、餐厅及幼儿园，时尚娱乐一应俱全。

### Notes

<sup>1</sup> The view is affected by the unit of the Phase of the Development's floor level, orientation, surrounding buildings and environment, and is not applicable to all units. The buildings and environment around the Phase of the Development may change from time to time. The Vendor does not make any offer, representation, undertaking or warranty whatsoever, whether express or implied, regarding the view and surrounding environment.

<sup>2</sup> The facilities and completion date of the clubhouses, communal gardens, play areas and/or recreational facilities are subject to the final approval of Buildings Department, Lands Department and/or other relevant Government departments. The clubhouses, communal gardens, play areas and/or recreational facilities may not be available for immediate use at the time of handover of the residential units of the Development.

<sup>3</sup> Source of the future Hong Kong Section of the Guangzhou-Shenzhen-Hong Kong Express Rail Link: the Hong Kong Section of the Guangzhou-Shenzhen-Hong Kong Express Rail Link website (www.expressrailink.hk). The information is for reference only and is subject to actual traffic condition. Details of the future Hong Kong Section of the Guangzhou-Shenzhen-Hong Kong Express Rail Link (including but not limited to its name, completion and opening dates etc) are subject to the final decision of the Government or relevant organizations and may change from time to time due to various factors. The information is for reference only.

<sup>4</sup> Source of the estimated journey time from MTR Nam Cheong Station to other MTR stations: MTR Corporation Ltd website (www.mtr.com.hk). The estimated journey time is for reference only and is subject to actual traffic condition.

<sup>5</sup> The 300,000-square-foot shopping mall is still under construction and may not be completed upon handing over of residential units in the Phase of the Development. The vendor reserves the absolute right to change any part of the Development according to the latest plans approved by the Government, including the design of the shopping mall. The name of the shopping mall is a promotional name appearing in promotional materials only. Such name will not appear in the Deed of Mutual Covenant and Management Agreement, the Preliminary Agreement for Sale and Purchase, Agreement for Sale and Purchase, Assignment or any other title deeds.

### 备注

<sup>1</sup> 所述景观受发展项目期数单位所处层数、座向及周边建筑物及环境影响，并非适用于所有单位，且发展项目期数周边建筑物及环境会不时改变。卖方对景观及周边环境并不作出任何不论明示或隐含之要约、陈述、承诺或保证。

<sup>2</sup> 会所、公用花园、游乐地方及/或康乐设施内的设施及落成日期以屋宇署、地政总署及/或其他相关政府部门之最终批核为准。会所、公用花园、游乐地方及/或康乐设施于发展项目住宅物业入伙时未必能即时启用。

<sup>3</sup> 未来广深港高速铁路（香港段）之资料来源：广深港高速铁路（香港段）网站（www.expressrailink.hk）。相关资料仅供参考，并接受实际交通情况限制。未来广深港高速铁路（香港段）的详情（包括但不限于其名称、竣工及启用时间等）均以政府或相关机构之最终决定为准，并因应各种因素不时变更，仅供参考。

<sup>4</sup> 由港铁南昌站至其他港铁车站之预计乘车时间之资料来源：香港铁路有限公司网站（www.mtr.com.hk）。相关资料仅供参考，并接受实际交通情况限制。

<sup>5</sup> 约30万平方呎商场仍在兴建中，于本发展项目期数入伙时可能尚未完成。卖方保留权利根据政府最新批准的图则更改发展项目任何部份，包括商场设计之绝对权利。商场的名称为推广名称并仅于推广资料中显示，将不会在公契及管理协议、临时买卖合约、买卖合同、转让契或其他业权契据中显示。

Name of the Phase of the Development: Phase 3 ("the Phase") of Cullinan West Development (Tower 3 (3A & 3B) and Tower 5 (5A & 5B) of the residential development in the Phase is called "Cullinan West II")

District: South West Kowloon

Name of the street and the street number of the Phase: No. 28 Sham Mong Road

The website address designated by the Vendor for the Phase: www.cullinanwest2.com.hk

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 onsite visit for a better understanding of the development site, its surrounding environment and the public facilities nearby.

Vendor: Nam Cheong Property Development Limited (as "Owner"), Joinyield Limited (as "Person so engaged") (Notes: "Owner" means the legal or beneficial owner of the Phase. "Person so engaged" means the person who is engaged by the Owner to co-ordinate and supervise the process of designing, planning, constructing, fitting out, completing and marketing the Phase.)

Holding company of the Owner: West Rail Property Development Limited

Holding companies of the Person so engaged: Leola Holdings Limited, Wisdom Mount Limited, Data Giant Limited, Sun Hung Kai Properties Limited

Authorized Person of the Phase: Chan Wan Ming

The firm or corporation of which the Authorized Person of the Phase is a proprietor, director or employee in his or her professional capacity: P&T Architects & Engineers Limited

Building Contractor for the Phase: Sanfield Building Contractors Limited

The firm of solicitors acting for the Owner in relation to the sale of residential properties in the Phase: Deacons, Slaughter and May, Mayer Brown JSM, 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

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

The estimated material date for the Phase to the best of the Vendor's knowledge: 30 June 2019. 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 development or the Phase.

This advertisement is published by the Person so engaged with the consent of the Owner.

Date of Printing: 20 December 2017

发展项目期数名称：汇玺发展项目的第3期（“期数”）（期数中住宅发展项目的第3座（3A及3B）及第5座（5A及5B）称为“汇玺II”）

区域：西南九龙

期数的街道名称及门牌号数：深旺道28号

卖方就期数指定的互联网网站的网址：  
www.cullinanwest2.com.hk

本广告/宣传资料内载列的相片、图像、绘图或素描显示纯属画家对有关发展项目之想像。有关相片、图像、绘图或素描并非按照比例绘画及/或可能经过电脑修饰处理。准买家如欲了解发展项目的详情，请参阅售楼说明书。卖方亦建议准买家到有关发展地盘作实地考察，以对该发展地盘、其周边地区环境及附近的公共设施有较佳了解。

卖方：南昌物业发展有限公司（作为“拥有人”）、仲益有限公司（作为“如此聘用的人”）（备注：“拥有人”指期数的法律上的拥有人或实益拥有人。“如此聘用的人”指拥有人聘用以统筹和监管期数的设计、规划、建造、装置、完成及销售的过程的人士。）

拥有人的控股公司：西铁物业发展有限公司

如此聘用的人的控股公司：Leola Holdings Limited·Wisdom Mount Limited·Data Giant Limited·新鸿基地产发展有限公司

期数的认可人士：郑韵明

期数的认可人士以其专业身份担任经营者、董事或雇员的商号或法团：巴马丹拿建筑及工程师有限公司

期数的承建商：新辉建筑有限公司

就期数中的住宅物业的出售而代表拥有人的律师事务所：的近律行·司力达律师楼·孖士打律行·胡关李罗律行·王潘律行

已为期数的建造提供贷款或已承诺为该建造提供融资的认可机构：香港上海汇丰银行有限公司

已为期数的建造提供贷款的任何其他人：Sun Hung Kai Properties Holding Investment Limited

任何所知期数的预计关键日期：2019年6月30日。预计关键日期是受到买卖合同所允许的任何延期所限制的。

卖方建议准买方参阅有关售楼说明书，以了解发展项目或期数的资料。

本广告由如此聘用的人在拥有人的同意下发布。

印制日期：2017年12月20日



# Wings at Sea and Wings at Sea II at MTR LOHAS Park Station draw keen interest

## 港铁康城站晋海及晋海II销售畅旺

The Group<sup>1</sup> is building Wings at Sea<sup>2</sup> and Wings at Sea II<sup>3</sup> at MTR LOHAS Park Station, making up Phases IVA and IVB of the LOHAS Park Development (“the Development”) respectively. Situated along the coastline, the phases will be adjacent to the Development’s one million-square-foot-plus of open spaces<sup>4</sup>, as well as excellent community planning and a complete transport network with close access to Island East and Kowloon East CBDs, presenting a brand new seafront metropolis. Wings at Sea has seen strong response from buyers since its debut in late September, and Wings at Sea II went on the market shortly thereafter.

### Comprehensive premium layouts and well-equipped clubhouse

Wings at Sea and Wings at Sea II will each have two high-rise residential towers. As well as typical units, there will be special units with flat roofs and/or roofs in diverse layouts available to cater for the housing needs of different family sizes. Wings at Sea will have 1,040 residential units with typical saleable areas from 337 to 1,120 square feet with one to four bedrooms, while Wings at Sea II will have 1,132 residential units with typical saleable areas from 342 to 634 square feet in one to three bedrooms. All residential units will feature large windows that capture extensive outdoor views<sup>5</sup>.

Wings at Sea will have a private clubhouse<sup>6</sup>, communal gardens and play area covering more than 100,000 square feet in total. The wide array of recreational facilities will include three poolside villas, barbeque sites, indoor and outdoor pools, kids’ pool, gymnasiums, indoor cycling modules, a multi-function sport court, saunas and steam rooms. A kids’ kingdom will have reading space, indoor and outdoor play areas, large climbers and workshop area.

### MTR access and full neighbourhood facilities

Wings at Sea and Wings at Sea II will enjoy convenient MTR network with quick access to the hearts of both Hong Kong Island and Kowloon. From MTR LOHAS Park Station, Island East<sup>7</sup> is only four stations away and Kowloon East<sup>8</sup> is only five stations away, a quick connection to CBDs. It takes around 17 minutes to travel to Kwun Tong<sup>9</sup>, around 16 minutes to Quarry Bay<sup>9</sup> and around 32 minutes to Central<sup>9</sup>.

Tseung Kwan O is a well-established community with varied leisure, entertainment and shopping choices including PopCorn, PopWalk and Park Central. The Development is building a 480,000-square-foot large-scale mall<sup>10</sup> and over a million square feet of open spaces<sup>4</sup>. Other neighbourhood facilities include the Tseung Kwan O Sports Ground, Hong Kong Velodrome and Velodrome Park, Tseung Kwan O Waterfront Park and Waterfront Promenade, and the Wan Po Road Pet Garden.



Rendering of Wings at Sea and Wings at Sea II<sup>11</sup>  
晋海及晋海II的模拟效果图<sup>11</sup>

## Notes

<sup>1</sup> Vendor of Phase IVA and Phase IVB of LOHAS Park are MTR Corporation Limited (as "Owner") and Globaluck Limited (as "Person so engaged").

<sup>2</sup> Tower 1 (1A & 1B) and Tower 2 (2A & 2B) of and in Phase IVA of LOHAS Park ("Phase IVA") are called "Wings at Sea". Please refer to the section "Information on the Phase" of the sales brochure of Phase IVA for details of the Name of Phase IVA.

<sup>3</sup> Tower 3 (3A & 3B) and Tower 5 (5A & 5B) of and in Phase IVB of LOHAS Park ("Phase IVB") are called "Wings at Sea II". Please refer to the section "Information on the Phase" of the sales brochure of Phase IVB for details of the Name of Phase IVB.

<sup>4</sup> The over one million square feet of open spaces within the Development, including The Park and Activity Green with a total area over 200,000 square feet will be completed in phases. Part of the facilities may not be completed upon handover of the Phase. MTR Corporation Limited reserves the right to amend the name of the parks, the use of the area, the facilities and their date of commencement of use. The aforesaid information is for reference only and does not constitute and shall not be construed as constituting any offer, promise, representation or warranty, whether express or implied, regarding the aforesaid by the Vendor.

<sup>5</sup> It is only a brief description of the surrounding area and view of "Wings at Sea" and "Wings at Sea II" and is for reference only. It does not represent all units can enjoy the said view. The view is affected by the unit's floor level, orientation, surrounding buildings and environment, and is not applicable to all units of the Phase. The buildings, facilities and environment around the Phase may change from time to time. The aforesaid information is for reference only and does not constitute and shall not be construed as constituting any offer, undertaking, representation or warranty whatsoever, whether express or implied, regarding the view and surrounding environment of the Phase by the Vendor.

<sup>6</sup> The clubhouse facilities are in Phase IVA and are shared between the residents in Phase IVA and Phase IVB. The information provided in this advertisement does not represent the final appearance of the clubhouse and recreational facilities of Phase IVA and is for reference only, and does not constitute and shall not be considered to constitute any offer, undertaking, representation or warranty whatsoever, whether express or implied, on the part of the Vendor regarding the actual design, orientation, layout, construction, location, fittings, finishes, appliances, furniture, decoration, plants, landscaping and other items of the clubhouse and landscaped garden or the surrounding places, facilities, buildings or construction. The colour, materials, fittings, finishes, appliances, decoration, plants, landscaping and other items in the clubhouse and landscaped garden are not standard provisions to be handed over to buyers upon completion and may not appear in the actual Development, Phase IVA or Phase IVB or any other part thereof. The Vendor reserves its absolute right to amend and change any part of the clubhouse, landscaped garden and all of their facilities, without the need to give prior notice to any buyer. Buyers must not rely on this advertisement for any use or purpose. For details of Phase IVA and Phase IVB, please refer to the sales brochure. The facilities and completion date of the Clubhouse, landscaped garden and/or recreational facilities are subject to the final approval of Buildings Department, Lands Department and/or other relevant Government departments. The clubhouse, landscaped garden and/or recreational facilities may not be available for immediate use at the time of handover of the residential properties in Phase IVA and Phase IVB. The use or operation of some of the facilities and/or services may be subject to rules and regulations of clubhouse and facilities and the consent or permit issued by the relevant Government departments, or additional payment.

<sup>7</sup> From MTR LOHAS Park Station to MTR Quarry Bay Station.

<sup>8</sup> From MTR LOHAS Park Station to MTR Kwun Tong Station.

<sup>9</sup> Estimated journey time from MTR LOHAS Park Station to other MTR stations. Source: MTR Corporation website (www.mtr.com.hk). The estimated journey time is for reference only and is subject to actual traffic condition. The Vendor does not make any offer, representation, undertaking or warranty whatsoever, whether express or implied, regarding the aforesaid.

<sup>10</sup> The mall is under construction, and the future design and area are subject to final approval, so an immediate use may not be possible at the time when Phase IVA and Phase IVB are handed over to buyers. The shopping mall under construction is located on Site C1 of the Development and is not in Phase IVA and Phase IVB of the Development. The Vendor (as Owner) reserves the right to change the area and opening date of the mall.

<sup>11</sup> The computer generated photo has been processed and edited with computerized imaging techniques and is for reference only. Phase IVA and Phase IVB are still under construction. The image shows an approximate appearance of Phase IVA and Phase IVB upon completion and does not reflect the actual view, external appearance, final appearance or surrounding area upon completion of Phase IVA and Phase IVB. The facilities, fittings, finishes, appliances, decoration, plants, landscaping and other items in the computer generated photo may not appear in Phase IVA and Phase IVB or the area near them upon completion. The colour, materials, fittings, finishes, appliances, decoration, plants, landscaping and other items in the computer generated photo are not standard provisions to be handed over to buyers upon completion and may not appear in the actual Phase IVA or Phase IVB or any other part thereof. The water pipes, pipelines, air-conditioners, grilles that may appear on the façade, podium and rooftop of Phase IVA and Phase IVB and the surrounding area and buildings of Phase IVA and Phase IVB are not fully reflected. The Vendor 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. The image does not and shall not be construed as any offer, undertaking, representation or warranty whatsoever, whether express or implied, on the part of the Vendor in respect of Phase IVA or Phase IVB or any other part thereof (whether related to view or not).

<sup>12</sup> The computer generated photo and the information in it is not taken at the Development, Phase IVA or Phase IVB and the actual recreational facilities and is not produced according to the Development, Phase IVA or Phase IVB, nor do they represent the final appearance of the Development, Phase IVA or Phase IVB or its clubhouse and facilities. Information is for reference only and does not constitute or shall not be considered to constitute any offer, undertaking, representation or warranty whatsoever, whether express or implied, regarding the actual design, orientation, layout, construction, location, features, plan, fittings, finishes, appliances, furniture, decoration, plants, landscaping and other items of the Development, Phase IVA or Phase IVB or its clubhouse and landscaped garden or the surrounding places, facilities, buildings or construction. The colour, materials, fittings, finishes, appliances, decoration, plants, landscaping and other items in the computer generated photo are not standard provisions to be handed over to buyers upon completion and may not appear in the actual Development, Phase IVA or Phase IVB or any other part thereof. The Vendor reserves its absolute right to amend and change the design, specification, characteristics, plan, materials and any other part of the facilities of the Development, Phase IVA or Phase IVB or its clubhouse. Buyers shall not rely on the computer-generated photo for any use or purpose. See the sales brochure for detailed information of Phase IVA and Phase IVB.

## 备注

<sup>1</sup> 日出康城的第IVA期及第IVB期的卖方为香港铁路有限公司 (作为“拥有人”) 及宝股有限公司 (作为“如此聘用的人”)。

<sup>2</sup> 日出康城的第IVA期 (“第IVA期”) 中的第1座 (1A及1B) 及第2座 (2A及2B) 称为“晋海”。有关发展项目第IVA期名称详情, 请参阅第IVA期售楼说明书“期数的资料”一节。

<sup>3</sup> 日出康城的第IVB期 (“第IVB期”) 中的第3座 (3A及3B) 及第5座 (5A及5B) 称为“晋海II”。有关发展项目第IVB期名称详情, 请参阅第IVB期售楼说明书“期数的资料”一节。

<sup>4</sup> 发展项目逾百万绿化休憩空间将分期完成, 当中包括总面积超过20万平方呎的日出公园及动感公园。部分设施于发展项目期数入伙时可能尚未完成。香港铁路有限公司保留更改相关公园名称、区域划分、设施及其启用日期之权利。上述内容仅供参考, 并不构成亦不得被诠释或卖方对此作出任何不列明或隐含之要约、陈述、承诺或保证。

<sup>5</sup> 上述仅为“晋海”及“晋海II”周边环境及景观的大概描述, 并不代表所有单位同时享有相关景观。所述景观受单位所处层数、座向及周边建筑物及环境影响, 并非适用于所有单位, 且周边建筑物、设施及环境会不时改变。上述内容仅供参考, 并不构成亦不得被诠释或卖方对期数的景观及周边环境作出任何不列明或隐含之要约、陈述、承诺或保证。

<sup>6</sup> 会所设施位于第IVA期, 并由第IVA期及第IVB期的住客共同使用。此广告内的资料并非代表第IVA期的会所及康乐设施最终落成之面貌, 仅供参考, 并不构成或不应被视为任何有关会所及园境花园之实际设计、布局、间隔、建筑、位置、装置、装修物料、设备、家具、装饰品、植物、园境及其他物件或其邻近地方、设施、楼宇或建筑物不列明或隐含之要约、承诺、陈述或保证。会所及园境花园的颜色、用料、装置、装修物料、设备、装饰品、植物、园境及其他物件等并非交接标准, 未必会在实际发展项目、第IVA期或第IVB期或其任何部分出现。卖方保留其修改及改变会所及园境花园任何部分及其所有设施之绝对权利, 事先毋须通知任何买家。买家切勿依赖此广告作任何用途或目的。有关第IVA期及第IVB期的详细资料, 请参阅售楼说明书。会所、园境花园及/或康乐设施内的设施及落成日期以屋宇署、地政总署及/或其他相关政府部门之最终批核为准。会所、园境花园及/或康乐设施于第IVA期及第IVB期住宅物业入伙时未必能即时启用。部分设施及/或服务的使用或操作可能受制于会所守则及设施的使用守则及政府有关部门发出之意见书或许可证, 或需额外付款。

<sup>7</sup> 由港铁康城站至港铁鲗鱼涌站。

<sup>8</sup> 由港铁康城站至港铁观塘站。

<sup>9</sup> 由港铁康城站至其他港铁车站之预计乘车时间。资料来源: 香港铁路有限公司网站 (www.mtr.com.hk)。相关资料仅供参考, 并受实际交通情况限制。卖方对其并不作出任何不列明或隐含之要约、陈述、承诺或保证。

<sup>10</sup> 该商场正在兴建中, 未来之设计及面积以最终批核之图则为准, 于本发展项目第IVA期及第IVB期入伙时未能即时启用。兴建中的商场位于发展项目地盘C1, 并非位于发展项目第IVA期及第IVB期。卖方 (作为拥有人) 保留更改商场面积及开幕日期的权利。

<sup>11</sup> 该模拟效果图经电脑合成及修饰处理, 仅供参考。第IVA期及第IVB期仍在兴建中, 此图像仅作显示第IVA期及第IVB期落成后的大概外观之用, 并不反映第IVA期及第IVB期落成后的实际景观、外观、最后完成之面貌或周边环境。模拟效果图内的设施、装置、装修物料、设备、装饰品、植物、园境及其他物件等未必会在日后落成的第IVA期及第IVB期或其附近的范围内出现。模拟效果图内的颜色、用料、设施、装置、装修物料、设备、装饰品、植物、园境及其他物件等并非交接标准, 未必会在实际第IVA期或第IVB期或其任何部分出现。第IVA期及第IVB期的外墙、平台及天台可能存在之喉管、管线、冷气机、格栅等及第IVA期及第IVB期的周边环境及建筑物并无完全显示。卖方建议买家到有关发展地盘作实地考察, 以对该发展地盘、其周边环境及附近的公共设施有较佳了解。以上图像不构成或不得被诠释成任何卖方就第IVA期或第IVB期或其任何部分不列明或隐含之要约、承诺、陈述或保证 (不论是否与景观有关)。

<sup>12</sup> 此电脑模拟图及电脑模拟图内的资料并非于发展项目、第IVA期或第IVB期及康乐设施实景拍摄或非依据发展项目、第IVA期或第IVB期制作, 亦不代表发展项目、第IVA期或第IVB期或其会所及设施最终落成之面貌, 资料仅供参考, 并不构成或不应被视为任何有关发展项目、第IVA期或第IVB期或其会所及园境花园之实际设计、布局、间隔、建筑、位置、特色、图则、装置、装修物料、设备、家具、装饰品、植物、园境及其他物件或其邻近地方、设施、楼宇或建筑物不列明或隐含之要约、承诺、陈述或保证。电脑模拟图内的颜色、用料、装置、装修物料、设备、装饰品、植物、园境及其他物件等并非交接标准, 未必会在实际发展项目、第IVA期或第IVB期或其任何部分出现。卖方保留其修改及改变发展项目、第IVA期或第IVB期或其会所之设计、规格、特徵、图则、用料及其所有设施部分之绝对权利。买家切勿依赖此电脑模拟图作任何用途或目的。有关第IVA期及第IVB期的详细资料, 请参阅售楼说明书。

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.

(Note) Information below is applicable to Phase IVA of the Development:

Tower 1 (1A & 1B) and Tower 2 (2A & 2B) of and in Phase IVA of LOHAS Park ("Phase IVA") are called "Wings at Sea". Please refer to the section "Information on the Phase" of the sales brochure for details of the Name of Phase IVA. District: Tseung Kwan O Name of the street and the street number of Phase IVA: 1 Lohas Park Road The website address designated by the Vendor for Phase IVA: www.wingsatsea.com.hk

Vendor: MTR Corporation Limited (as "Owner"), Globaluck Limited (as "Person so engaged") (Notes: "Owner" means the legal or beneficial owner of Phase IVA. "Person so engaged" means the person who is engaged by the Owner to co-ordinate and supervise the process of designing, planning, constructing, fitting out, completing and marketing Phase IVA.) Holding company of the Vendor (Owner): Not applicable Holding companies of the Vendor (Person so engaged): Mount East Limited, Time Effort Limited, Sun Hung Kai Properties Limited Authorized Person of Phase IVA: Cheung Man Ching, Anthony The firm or corporation of which the Authorized Person of Phase IVA is a proprietor, director or employee in his or her professional capacity: Ronald Lu & Partners (Hong Kong) Limited Building Contractor for Phase IVA: Yee Fai Construction Company Limited The firms of solicitors acting for the Owner in relation to the sale of residential properties in Phase IVA: Deacons, Slaughter and May, Woo Kwan Lee & Lo, Mayer Brown JSM Authorized institution that has made a loan, or has undertaken to provide finance, for the construction of Phase IVA: Not Applicable Any other person who has made a loan for the construction of Phase IVA: Sun Hung Kai Properties Holding Investment Limited The estimated material date for Phase IVA 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 Phase IVA. The estimated material date is subject to any extension of time that is permitted under the agreement for sale and purchase.) Prospective purchaser is advised to refer to the sales brochure for any information on the development or Phase IVA. This advertisement is published by the Person so engaged with the consent of the Owner.

(Note) Information below is applicable to Phase IVB of the Development:

Tower 3 (3A & 3B) and Tower 5 (5A & 5B) of and in Phase IVB of LOHAS Park ("Phase IVB") are called "Wings at Sea II". Please refer to the section "Information on the Phase" of the sales brochure for details of the Name of Phase IVB.

District: Tseung Kwan O Name of the street and the street number of Phase IVB: 1 Lohas Park Road The website address designated by the Vendor for Phase IVB: www.wingsatsea2.com.hk

Vendor: MTR Corporation Limited (as "Owner"), Globaluck Limited (as "Person so engaged") (Notes: "Owner" means the legal or beneficial owner of Phase IVB. "Person so engaged" means the person who is engaged by the Owner to co-ordinate and supervise the process of designing, planning, constructing, fitting out, completing and marketing Phase IVB.) Holding company of the Vendor (Owner): Not applicable Holding companies of the Vendor (Person so engaged): Mount East Limited, Time Effort Limited, Sun Hung Kai Properties Limited Authorized Person of Phase IVB: Cheung Man Ching, Anthony The firm or corporation of which the Authorized Person of Phase IVB is a proprietor, director or employee in his or her professional capacity: Ronald Lu & Partners (Hong Kong) Limited Building Contractor for Phase IVB: Yee Fai Construction Company Limited The firms of solicitors acting for the Owner in relation to the sale of residential properties in Phase IVB: Deacons, Slaughter and May, Woo Kwan Lee & Lo, Mayer Brown JSM Authorized institution that has made a loan, or has undertaken to provide finance, for the construction of Phase IVB: Not Applicable Any other person who has made a loan for the construction of Phase IVB: Sun Hung Kai Properties Holding Investment Limited The estimated material date for Phase IVB to the best of the Vendor's knowledge: 31 December 2019. ("Material date" means the date on which the conditions of the land grant are complied with in respect of Phase IVB. The estimated material date is subject to any extension of time that is permitted under the agreement for sale and purchase.) Prospective purchaser is advised to refer to the sales brochure for any information on the development or Phase IVB. This advertisement is published by the Person so engaged with the consent of the Owner. Date of Printing: 20 December 2017





集团<sup>1</sup>现正在港铁康城站发展日出康城（“发展项目”）第IVA期晋海<sup>2</sup>及第IVB期晋海II<sup>3</sup>。两者位据临海地段，毗邻发展项目逾百万平方呎绿化休憩空间<sup>4</sup>，加上优质社区规划及完善交通配套，紧系港岛东及九龙东核心商业区，缔造康城全新海滨都会。晋海自九月底开售以来，备受买家欢迎，晋海II亦紧随推出市。

**多元化优质户型 会所设施繁多**

晋海及晋海II均由两座高座住宅大楼组成，户型多元化，设有标准户型及连平台及/或天台的特色户，满足不同大小家庭的居住需要。晋海提供1,040套房源，标准户型实用面积由337至1,120平方呎，由一至四房均有；晋海II则提供1,132个住宅单位，标准户型覆盖一至三房，实用面积由342至634平方呎。住宅单位采用大型窗户设计，为单位引入户外开阔景致<sup>5</sup>。

晋海设有私人会所<sup>6</sup>，连同公用花园及游乐地方总面积超过100,000平方呎，备有多元化休闲设施，包括三间池畔别墅、烧烤场地、室外及室内游泳池、儿童嬉水池、健身室、室内单车场、多用途运动场馆、桑拿房和蒸汽室。儿童专属天地设有阅读室、室内外相连玩乐区、大型攀爬活动设备及趣味工作坊。

**连系核心铁路网 区内配套成熟**

晋海及晋海II具备便捷港铁优势，来往港九市中心相当方便。由港铁康城站出发，仅四站之隔可到达港岛东<sup>7</sup>，五站之隔即可抵达九龙东<sup>8</sup>，快速驳通核心商业区，前往观塘仅约17分钟<sup>9</sup>，鲗鱼涌只需约16分钟<sup>9</sup>，中环亦只需约32分钟<sup>9</sup>。

将军澳配套成熟，休闲娱乐购物设施应有尽有。区内有PopCorn、天晋汇及将军澳中心，加上发展项目现正兴建约480,000平方呎大型商场<sup>10</sup>及逾百万平方呎绿化休憩空间<sup>4</sup>。区内亦有多元化配套及设施，包括将军澳运动场、香港单车馆及单车公园、将军澳海滨公园及海滨长廊以及环保大道宠物公园等。



Kids' kingdom at clubhouse (computer generated)<sup>12</sup>  
会所内的儿童专属天地(电脑模拟图)<sup>12</sup>



Clubhouse lobby (computer generated)<sup>12</sup>  
会所大堂(电脑模拟图)<sup>12</sup>

本广告/宣传资料内载列的相片、图像、绘图或素描显示纯属画家对有关发展项目之想像。有关相片、图像、绘图或素描并非按照比例绘画及/或可能经过电脑修饰处理。准买家如欲了解发展项目的详情，请参阅售楼说明书。卖方亦建议准买家到有关发展地盘作实地考察，以对该发展地盘、其周边地区环境及附近的公共设施有较佳了解。

(注)下文适用于发展项目第IVA期：

日出康城的第IVA期（“第IVA期”）中的第1座（1A及1B）及第2座（2A及2B）称为“晋海”。有关第IVA期名称详情，请参阅售楼说明书“期数的资料”一节。

区域：将军澳

第IVA期的街道名称及门牌号数：康城路1号

卖方就第IVA期指定的互联网网站的网址：

[www.wingsatsea.com.hk](http://www.wingsatsea.com.hk)

卖方：香港铁路有限公司（作为“拥有人”）、宝殿有限公司（作为“如此聘用的人”）（备注：“拥有人”指第IVA期的法律上的拥有人或实益拥有人。“如此聘用的人”指拥有人聘用以统筹和监管第IVA期的设计、规划、建造、装置、完成及销售的过程的人士。）  
 卖方（拥有人）的控股公司：不适用  
 卖方（如此聘用的人）的控股公司：Mount East Limited、Time Effort Limited、新鸿基地产发展有限公司  
 第IVA期的认可人士：张文政  
 第IVA期的认可人士以其专业身份担任经营人、董事或雇员的商号或法团：吕元祥建筑师事务所（香港）有限公司  
 第IVA期的承建商：怡辉建筑有限公司  
 就第IVA期中的住宅物业的出售而代表拥有人行事的律师事务所：的近律师行、司力达律

师楼、胡关李罗律师行、孖士打律师行 已为第IVA期的建造提供贷款或已承诺为该项建造提供融资的认可机构：不适用  
 已为第IVA期的建造提供贷款的任何其他人：Sun Hung Kai Properties Holding Investment Limited 尽卖方所知的第IVA期的预计关键日期：2019年10月31日。（“关键日期”指根据批地文件的条件就第IVA期而获符合的日期。预计关键日期是受到买卖合同所允许的任何延期所限制的。）  
 卖方建议准买方参阅有关售楼说明书，以了解发展项目或第IVA期的资料。  
 本广告由如此聘用的人在拥有人的同意下发布。

(注)下文适用于发展项目第IVB期：

日出康城的第IVB期（“第IVB期”）中的第3座（3A及3B）及第5座（5A及5B）称为“晋海II”。有关第IVB期名称详情，请参阅售楼说明书“期数的资料”一节。

区域：将军澳

第IVB期的街道名称及门牌号数：康城路1号

卖方就第IVB期指定的互联网网站的网址：

[www.wingsatsea2.com.hk](http://www.wingsatsea2.com.hk)

卖方：香港铁路有限公司（作为“拥有人”）、宝殿有限公司（作为“如此聘用的人”）（备注：“拥有人”指第IVB期的法律上的拥有人或实益拥有人。“如此聘用的人”指拥有人聘用以统筹和监管第IVB期的设计、规划、建造、装置、完成及销售的过程的人士。）  
 卖方（拥有人）的控股公司：不适用  
 卖方（如此聘用的人）的控股公司：Mount East Limited、Time Effort Limited、新鸿基地产发展有限公司  
 第IVB期的认可人士：张文政  
 第IVB期的认可人士以其专业身份担任经营人、董事或雇员的商号或法团：吕元祥建筑师事务所（香港）有限公司  
 第IVB期的承建商：怡辉建筑有限公司  
 就第IVB期中的住宅物业的出售而代表拥有人行事的律师事务所：的近律师行、司力达律  
 师楼、胡关李罗律师行、孖士打律师行 已为第IVB期的建造提供贷款或已承诺为该项建造提供融资的认可机构：不适用  
 已为第IVB期的建造提供贷款的任何其他人：Sun Hung Kai Properties Holding Investment Limited 尽卖方所知的第IVB期的预计关键日期：2019年12月31日。（“关键日期”指根据批地文件的条件就第IVB期而获符合的日期。预计关键日期是受到买卖合同所允许的任何延期所限制的。）  
 卖方建议准买方参阅有关售楼说明书，以了解发展项目或第IVB期的资料。  
 本广告由如此聘用的人在拥有人的同意下发布。  
 印制日期：2017年12月20日

# V Walk mall to build a strong presence in the core of Southwest Kowloon

## 全新商场V Walk进驻西南九龙核心

The Group is developing a new shopping mall named V Walk above MTR Nam Cheong Station to meet rising demands for shopping, entertainment and leisure facilities from residents and office workers in the neighbourhood. With the completion of major residential projects and grade-A offices in the coming years, V Walk is poised to become a shopping and leisure hotspot in the area. The 27,900-square-metre (300,000-square-foot) mall is expected to strengthen the Group's retail network while creating synergy with the major residential development atop.

### Adding vibrancy to the area

Riding on the theme of "We Walk Together", V Walk suggests an energetic meeting place and, upon completion, is expected to grow with the community and adding vibrancy to the neighbourhood.

V Walk will have a 400-metre outer wall with vast windows offering unrivalled sea views and creating a spacious feel through letting in more natural lights. Featuring a scale rarely found in the district, the flagship mall will have about 150 retailers in six categories including fashion, skin care and cosmetics, watch and jewellery, audio-visual and electrical appliances, food and beverages and a large-scale supermarket to offer trendy, premium leisure experience to young customers.

Scheduled for opening in the first half of 2019, pre-leasing for V Walk has been encouraging with the signing up of a major supermarket and a renowned kindergarten while various international fashion brands and popular restaurants are under negotiations.

### Enjoying the convenience of double railway lines

Sitting atop MTR Nam Cheong Station, V Walk will benefit from the interchange station linking West Rail Line and Tung Chung Line to enjoy easy access to different destinations on Hong Kong Island, Kowloon or the New Territories. Additionally, a 24-hour all-weathered indoor walkway and bridge adjoining nearby residential projects and schools will be built to draw family customers in the neighbourhood.

集团现正在港铁南昌站上盖，发展一个楼面面积约27,900平方米(300,000平方呎)的全新商场V Walk。随着区内近年不断发展，多个大型住宅项目及甲级商厦将逐渐落成，邻近居民及上班族对购物、娱乐及休闲的需求持续增加。V Walk将成为区内的购物娱乐热点；同时增强集团的商场网络，并与商场上盖发展的大型住宅项目产生协同效应。

### 为区内注入活力新元素

项目名称V Walk，喻意为活力汇聚之点；商场以"We Walk Together"为主题，代表与社区一起跃动成长，致力为区内添加更多活力新景气。

V Walk长达400米，采用玻璃幕墙设计，让顾客可以欣赏前临开阔海景，同时引入自然光，提升空间感。场内约有150间商铺，属区内罕有的大型旗舰商场，将为年轻顾客提供时尚优质的玩乐体验。商户组合分为六大主题，包括潮流服装、美容及化妆品、钟表珠宝、电子影音、特色餐饮及大型超市。

V Walk预计于2019上半年开幕，预租反应理想；已落实进驻的商户包括大型超市及著名国际幼儿园，另与多个国际潮流时装品牌及人气餐厅洽谈中。

### 汇聚双铁路优势

V Walk位于港铁南昌站上盖，汇聚西铁线与东涌线的两铁优势，可轻松到达港九新界。此外，项目将设有24小时全天候室内行人通道及天桥，连接附近多个住宅项目及学校，方便区内家庭到访。



V Walk will house about 150 retailers, representing one of the few flagship malls in the district (rendering)  
V Walk将汇聚约150间商户，属区内罕有的大型旗舰商场(效果图)

# The completed King's Hill on Island West offers boutique hotel-style living

## 港岛西明德山交付 体验精品酒店式生活

King's Hill, the Group's latest stylish residential development on Island West, has been completed and new owners are in the process of taking possession of their units. In close proximity to MTR Sai Ying Pun Station, the project features premium materials, thoughtful designs, twin clubhouses and open views that set a new standard for carefree hotel-style<sup>1</sup> living on Hong Kong Island.



Victoria's Feast<sup>2</sup> at the 1/F clubhouse<sup>4</sup>  
位于一楼会所的“维多利亚荟”<sup>2,4</sup>

### Premium, thoughtful design

The King's Hill facade is comprised of glass curtain walls with low-E double glazing for better insulation. This type of external wall material is rarely found in the neighbourhood. All units come with outdoor areas such as balconies, utility platforms, flat roofs and/or rooftops. Balconies span the living and dining rooms to allow natural light into the premises to create a spacious and comfortable feel. Additionally, the units have en-suite bedrooms and the attached bathrooms have doors leading to both the bedroom and the living and dining rooms to allow flexibility yet maintain privacy. There is also ample storage space for household appliances, including floor-to-ceiling concealed roll-out drawers next to the shower cabinets.

### Twin clubhouses and starred management service

King's Hill features twin clubhouses<sup>2</sup> for residents. The clubhouse area is around 3,600 square feet and the area of communal gardens and play area is around 3,400 square feet, adding up to a total of over 7,000 square feet of stylishly designed leisure area that highlights the outstanding lifestyle taste of the residents. Two clubhouses, located on the 1/F and 25/F of the development, are equipped with all-round facilities to cater for the different needs of residents.

The management team offers a wide range of personalized services<sup>3</sup> for a complete hotel-style<sup>1</sup> living experience, including house cleaning, intelligent window cleaning, pickup/drop-off of laundry and dry cleaning, newspaper and magazine delivery and grocery ordering and delivery. The services extend to party planning,

pet-care arrangements, booking of air-tickets and accommodation, limousine services and yacht rental. A one-stop professional tenancy management service is also available for long-term investors who may appoint the management company to collect rental income, settle property-related expenses or arrange maintenance and decoration on their behalf.

With the rapid development of new technology, the management team applies smart technology to daily operations. Residents can access the lobby, clubhouses, their respective units and smart mailboxes with just one smart card. A mobile app is also available to show management notices, clubhouses activities, management fee enquiries and nearby shop information. The mobile app also serves as a mobile smart card for access to the development.



The 24-hour Sky Gym<sup>2</sup> at the 25/F clubhouse<sup>4</sup>  
位于25楼会所·24小时开放的“空中健身房”<sup>2,4</sup>

集团位于港岛西的全新潮流住宅项目明德山已经落成，业主亦已陆续收楼。项目邻近港铁西营盘站，配合优质建筑用料及窝心细节，加上双会所设计及开扬景观，势必成为港岛区精品酒店式<sup>1</sup>生活新典范。

### 优质设计 尽显心思

明德山采用同区少见的玻璃幕墙设计，全面配置高效能低反光中空双层玻璃，隔热效能较一般玻璃窗为佳。所有户型均设有户外空间如露台、工作平台、平台及/或天台。露台连接客饭厅，为室内引入天然光线，加强空间感，开阔舒适。此外，所有户型还设有套房，浴室设置两边门，分别连接睡房及客饭厅，提升灵活性之余，亦可保留私隐。为方便收纳家居物品，单位设有大量储物空间：淋浴间旁特别设置全高度隐藏式侧拉柜，内藏一排排收纳层架，设计贴心。

### 双会所设计 星级物业管理服务

明德山设有双子式会所<sup>2</sup>，会所面积约3,600平方呎，另公用花园及游乐地方约3,400平方呎，合共面积逾7,000平方呎，设计富有时尚气息，凸显住戶的非凡品味。会所分别位于一楼及25楼，提供多元化设施，切合住戶生活的不同需要。

管理团队提供全方位的个人化贴心服务<sup>3</sup>，让住客享受酒店式<sup>1</sup>生活体验。多元化的家居服务包括家居清洁、智能抹窗、洗衣干衣及送递、报章杂志送递、超市订购及送货服务，甚至派对策划服务、宠物护理服务安排、代订机票及住宿、轿车接送及游艇租赁服务等。为体贴长线投资业主的需要，特别设有一站式专业租务托管服务，让管理公司代业主向租客收取租金、缴交相关物业费用，甚至安排维修或装修工程等。

管理团队更紧贴新科技发展，将智能技术应用于日常运作。住客手执一张住客智能卡，即可在明德山内畅通无阻，出入大堂、会所及自家居所，以至开启智能信箱，非常方便。屋苑设有专属手机应用程序，提供屋苑通告、会所活动信息、管理费查询及周边商舖等资讯，亦可让住客用作流动住客卡出入屋苑范围。

#### Notes

<sup>1</sup> 'Hotel-style' service(s) as used and referred in the above paragraph(s) is the reasonable subjective understanding of the manager's perception towards hotel-style services and provision of such service(s) are subject to terms and restrictions under the deed of mutual covenant, relevant factors regarding the deed of mutual covenant or any other relevant legal documentation. The manager may from time to time amend, revise, insert/delete such terms and conditions without further notice, resulting into reduced or non-supply of part or all such hotel style service(s). The Vendor does not provide any undertaking or warranty regarding any service(s) provided by the manager.

<sup>2</sup> The names of the clubhouse facilities are promotional names appearing 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. The Clubhouse/part of management services may not be immediately available for use upon the date of occupation of the residential properties of the development. Use or operation of certain facilities and/or management services shall also be subject to issuance of the relevant consents or licenses from the relevant Government departments and payment of additional fees.

<sup>3</sup> The property management services and other above-mentioned services will be provided by the Manager of the Development or other contract-based third party companies. The Manager or the contract-based third party company may determine the charges, terms of use, operation hours and service provision period of its management service or other above-mentioned services at their own discretion, but such arrangements shall be bound by the terms and conditions stated in the deed of mutual covenant, service contract or other relevant legal documents.

<sup>4</sup> This photograph was taken at King's Hill on 14 December 2017. It has been edited and processed with computerized imaging technique and is for reference only.

#### 备注

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<sup>4</sup> 相片于2017年12月14日于明德山拍摄，并经电脑修饰处理，仅供参考。

District: Sai Ying Pun & Sheung Wan

Name of the street and the street number: 38 Western Street

The website address designated by the vendor for the development: [www.kingshill.com.hk](http://www.kingshill.com.hk)

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Holding companies of the vendor: Worth Plus Investments Limited, Assets Garden Holdings Limited, Sun Hung Kai Properties Limited

Authorized person: Cheng Yuk Leung

The firm or corporation of which the authorized person is a proprietor, director or employee in his or her professional capacity: Aedas Limited

Building contractor: Teamfield Building Contractors Limited

Solicitors for the vendor: Mayer Brown JSM

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

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印制日期: 2017年12月20日



The glass facades give Metroplaza a brand new facelift  
新都会广场外墙以全落地玻璃幕墙设计·感觉焕然一新



## The revamped Metroplaza set to evolve as a sought-after shopping and leisure destination for office workers

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### 新都会广场全面优化 势成上班族购物休闲热点

Regular renovations and tenant-mix refinement are carried out continuously to enhance the Group's shopping-mall portfolio and its competitiveness. Sitting next to MTR Kwai Fong Station, Metroplaza has completed a large-scale reconfiguration with added facilities, enhanced tenant mix and enlarged outdoor green space, offering more shopping and leisure options to the large working population in the area. The revamped mall's overall traffic and average spending per visitor are expected to record double-digit growth, and rental income is expected to increase significantly.

#### Facilities enhanced and tenant mix refined

A highlight of the Metroplaza's renovation has been the installation of floor-to-ceiling glass for the external facade to allow more natural light into the indoor area, making it more spacious and comfortable. Glass facade shops, including a duplex, are available for the first time at Level 3.

In addition to the renovations, Metroplaza has fine-tuned its tenant mix to better serve office workers nearby. The number of retailers has increased to 230 covering three major categories, namely beauty, food and beverages, and fashion and sportswear. 45% of the retailers are new to the mall with more than half being the only outlets of their kind in the neighbourhood.

Beauty lovers will be drawn to the new 2,790-square-metre (30,000-square-foot) beauty paradise, which contains over 40 international skin-care, cosmetics and personal care stores, of which nearly 60% are the only outlets within the district. Fashion and sportswear retailers take up nearly 30% of the total floor area, representing about 90 stores with over 70% of the brands being exclusively available in the vicinity. Sportswear retailers are now grouped at Level 1, offering 15 sports brands and representing the biggest collections in the neighbourhood. Specialty food-and-beverage outlets take up about 30% of the total floor area comprising 30 restaurants, of which over 80% are only available at Metroplaza within the district. Visitors can also dine amidst the greenery at the piazza.

#### New piazza with all-round facilities

Another revamp highlight is the 3,710-square-metre-plus (40,000-square-foot-plus) piazza featuring five new facilities for relaxation and offering exciting new experiences. These include an alfresco dining zone, seasonal garden, starlight corridor, urban farm and fun park. The 1,390-square-metre (15,000-square-foot) outdoor terraced garden on Level 3 to 5 features 'selfie' walls and staircases made of seasonal flowers. The starlight corridor on Level 3 is decorated with LED lights, making it an ideal place for romantic photos.

Caring experience has also been introduced. Based on a Five Senses Therapy concept, the mall uses flowers, aroma and music to create a total healing environment to help young people and office workers relieve their stress and enjoy their leisure moments at Metroplaza.



The 1,390-square-metre (15,000-square-foot) terraced garden at the piazza is embedded with seasonal flowers, which is exclusively available in the vicinity. 露天广场的层梯式花园面积可达1,390平方米(15,000平方呎)，其中主题花海为区内独有。

集团定期为现有商场进行翻新工程及优化租户组合，以持续提升品质及竞争力。毗邻港铁葵芳站的新都会广场最近完成大型优化工程，增添商场设施，强化商户组合，开放更多户外绿化空间，为区域内庞大的上班族带来更丰富多彩的休闲购物选择。优化后，商场整体人流及人均消费预期可以录得双位数增长，租金收入亦预计有可观升幅。

#### 优化硬件配套 商户组合重新分布

新都会广场优化工程的重点之一，是把商场外墙改作全落地玻璃幕墙设计，引入自然光线，增强采光亮度之余，更令场内空间感及舒适度大增。商场三楼首度设置以全落地玻璃设计的店铺，其中更有一间商户横跨两层。

随着优化工程完成，商户组合亦作出重组，为区内上班族带来更切合需要的购物享受。商户数目现增至230家，汇聚美容、餐饮以及时尚服饰与运动服装三大范畴；其中四成半商户为首度进驻，过半数品牌属区内独有。

为配合爱美人士的需要，商场特别打造占地约2,790平方米（30,000平方呎）的美容天堂，国际知名美容化妆品牌专门店及个人护理商店增至超过40家，其中接近六成品牌属区内独有。潮流服饰及运动用品店更提升至大约90家，占商场面积近30%，其中超过七成品牌属区内独有。商场一楼特设运动主题专区，集合15个运动服装品牌，冠绝同区商场。特色餐饮品牌达30家，占商场面积



International skin care and cosmetic brands at the 2,790-square-metre (30,000-square-foot) beauty paradise 占地约2,790平方米(30,000平方呎)的美容天堂，汇聚国际知名美容化妆品牌

约三成，超过八成餐饮属区内独有。游人亦可到露天茶座，在绿意盎然的露天环境下，品尝美食。

#### 全新露天广场 增添多元化设施

优化工程另一个重点，为逾3,710平方米（40,000平方呎）的户外露天广场。露天广场设有五个全新设施，为游人提供调适心情的空间及多元化体验，包括户外露天餐饮区、季节主题花海、星光长廊、都市农庄及历奇公园。露天花园面积可达1,390平方米（15,000平方呎），以层梯式连贯商场三至五楼，并以季节花海为主题，设有花系自拍墙及花海阶梯。位于三楼的星光长廊以漫天灯海布置，气氛浪漫写意，是理想的拍摄好去处。

商场更以“五感治愈”的新概念为客户带来贴心设施，运用花艺、香氛及音乐营造全方位的治愈效果，让年轻人及上班族在商场内舒缓压力，感受身心放松的休闲新体验。



The specialty restaurants are popular 场内特色餐饮深受欢迎



Shanghai IFC Mall won several major awards for its Tsum Tsum Christmas campaign last year  
上海国金中心商场凭借去年的“Tsum Tsum闪耀圣诞”项目·获得多个业界大奖

## Shanghai IFC Mall and IAPM continue to excel 上海国金中心商场及环贸IAPM商场持续创佳绩

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Being prominent shopping destinations in the city, Shanghai IFC Mall and IAPM are situated atop metro stations in CBD cores with heavy traffic. The malls use specialized concepts with diversified trade mix and creative promotions to offer the finest in shopping and leisure. The malls recorded notable growth in tenant sales and rental reversions during the 2016/17 financial year.

Shanghai IFC Mall, which is part of the Shanghai IFC integrated development, is home to over 240 top-tier international retailers and global flagship stores including the world's largest Louis Vuitton flagship store on one level, the first mainland Apple Store flagship store and more than 30 showcases for world-renowned brands. The tenant mix is broadened from time to time to give a unique array including international clocks and watches, premium jewellery, deluxe skin care, high-end menswear, trendy fashions and Michelin-starred restaurants.

IAPM in the integrated Shanghai ICC complex is an upscale, trendy mall that introduces an innovative lifestyle and late night shopping concept to the city with some 240 international high-end trendy retailers, of which 10% new to the mainland and 15% new to Shanghai. The shops close at 11 pm while the restaurants are open until midnight offering more shopping and leisure for busy white collars and night owls.

### Using interactive technology

The malls ride the new technology wave using VR and AR interactive games, iBeacon location-based technology, H5 webpage, holographic videos and interactive WeChat technologies for major promotions for customers to sample the latest interactive technology while shopping. Shanghai IFC Mall received gold and IAPM silver for Emerging Digital Technology at the ICSC China Shopping Centre Awards. Recognition for Shanghai IFC Mall went beyond the greater China region with a silver for Emerging Digital Technology at the ICSC Asia Pacific Shopping Centre Awards.

In the Tsum Tsum Christmas campaign last year, Shanghai IFC Mall had customers blending into a European village backdrop with Tsum Tsum characters via new interactive technology in 360-degree camera on decorations. The event brought crowds of Tsum Tsum fans to the mall and recognition including a Prize of the Year – Gold Award of Shopping Mall Strategic Promotion from Disney. It is the only top gold winner among the mainland malls.

IAPM also deploys interactive technology in promotions. 3D holographic projection and AR brought new excitement to its Pirates of the Caribbean themed events with a haunted ship, skulls and other virtual images projected onto pyramids for a spooky effect and there were interactive AR games where shoppers could join pirates on adventurous voyages.

### Enhancing value added service

Shanghai IFC Mall and IAPM stay connected with young customers through regular mall updates and privilege feeds on social networks and mobile apps, and a VIC programme for loyal customers. The malls have upgraded their WeChat systems to provide full service including navigation, shop location, restaurant booking and buying movie tickets. VIC members can register spending points and redeem gifts online at the WeChat system. Additionally, an intelligent parking system has been introduced, allowing customers to drive in without stopping at ticket machines, locate their cars easily afterwards and use the self-service payment system to cut out waiting time.

上海国金中心商场及环贸IAPM商场为上海著名购物热点。两座商场均地处繁盛的商业区核心地段，坐落地铁站上盖，尽享人流优势；配合独特的营运概念、多元化的商户组合以及丰富多彩的创意推广活动，为顾客带来顶级购物及休闲体验。两者在2016/17财政年度中，商户销售额及续租租金显著上升。

上海国金中心商场属于上海国金中心综合项目的一部分，云集逾240家国际顶级品牌及全球旗舰店，其中包括全球单层最大的路易威登旗舰店、全国第一家苹果全球旗舰店，以及逾30家世界级品牌旗舰店。商场不断引进多元化商户组合，如国际钟表廊、顶级珠宝区、奢宠美容专区、奢华男士区、潮流时尚品牌及米其林星级餐厅等，提升独特性。

环贸IAPM商场则为上海环贸广场综合项目的商场部分，是上海首个糅合“品味生活杂志”及“夜行消费购物模式”的商场。商场约有240个国际高端潮流品牌，其中一成商户是首次进入内地市场，一成半为首度进驻上海。商场营业时间至晚上11时，餐饮更营业至凌晨，让工作繁忙的白领及夜游族不受时间束缚，尽情购物休闲。

### 紧贴潮流 应用互动科技

随着新兴科技的发展，两家商场将VR及AR互动游戏、iBeacon定位技术科技、H5网站、立体影片及微信互动科技等融入大型推广活动中，让顾客一边购物，一边体验最新最潮的互动科技。上海国金中心商场与环贸IAPM商场在“ICSC中国购物中心大奖”中分别获得“新兴技术”金奖及银奖殊荣。上海国金中心商场更冲出大中华区，于“ICSC亚太区购物中心大奖”中，再获“新兴技术”组别银奖。

在去年的“Tsum Tsum闪耀圣诞”项目中，上海国金中心商场特别在装饰上加入360度全景拍摄装置，让顾客与Tsum Tsum公仔融入欧式庄园背景，体验最时尚的互动科技。活动不但吸引大量Tsum Tsum粉丝光临，更为商场带来多个殊荣，其中包括迪斯尼“策略商场推广项目年度大奖”金奖，属于唯一获取最高级别金奖的内地商场。

环贸IAPM商场亦在多个推广活动中，加入互动科技。在“加勒比海盗”电影主题推广活动中，商场应用3D立体投影技术及AR增强现实技术，为顾客带来感官新体验，将鬼船及骷髅等虚拟图像投射到金字塔内，带来疑幻似真的视觉效果。活动更设有互动AR游戏，让顾客参与海盗历险的惊险旅程。

### 不断提升增值服务

上海国金中心商场及环贸IAPM商场着重与顾客保持联系，定期通过社交网络及手机应用程序发放最新商场信息及优惠，并为现有顾客设立VIC计划，紧贴新世代的需要。上海国金中心商场及环贸IAPM商场更优化微信系统，提供一站式导航、店铺搜索、餐厅订位、购买电影票等服务；VIC会员亦可透过微信在网上自助登记积分及换领礼品。此外，通过全新的智能泊车系统，顾客毋须再停车等候取票即可进场，更可轻松找回座驾及进行自助缴费，享受零等候、免排队的泊车新体验。



IAPM introduces new interactive technology to promote exciting, interactive shopping and leisure  
环贸IAPM商场在推广活动中融入创新互动科技，为顾客带来更好玩的互动休闲购物空间



Susanna Wong  
黄思丽

YATA Chief Executive Officer  
一田行政总裁

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## Susanna Wong: quality and flexibility take modern Japanese lifestyle department store to new heights

黄思丽：崇优·灵活——重新诠释日式生活百货

Despite intense competition in the local retail industry, YATA continues to thrive rapidly. Three supermarkets were opened during the year and new stores are being planned for Kwai Fong and North Point. These, together with the Sha Tin store renovation due to complete in late 2018, are expected to bring sustained growth for the company. Chief Executive Officer Susanna Wong says that instead of following others in selling their products at cut prices, she emphasizes flexibility and quality because she believes that is the key to winning in a competitive market.

### Industry on the move

Japanese goods are always much sought-after by the people of Hong Kong for their quality and variety. In the 1980s, Japanese department stores were everywhere in the city, but many of them were eventually forced out. So how does YATA, positioned as a modern Japanese lifestyle department store, manage to secure a firm footing in the market? Susanna said: "Japanese department stores used to operate

by gathering a variety of retailers in a large establishment, but times have changed and this approach to department stores was replaced by shopping malls long ago. We must therefore be bold to innovate; take the initiative in understanding customer needs and respond promptly to the changing market. Susanna thinks there is no shortcut to success, the only way is to always observe and listen to customers. "For example, if a

particular candy isn't selling well, you need to ask what has gone wrong? Is it on racks too high for kids to notice, or doesn't it meet consumer tastes? We need our frontline staff to observe and communicate with customers to get this information." As the Chinese idiom goes, 'Speed is the most valuable in war.' and the same applies to the retail industry. "If the situation does not improve after we relocate the product and reduce price, we need to

adjust the quantity and variety of our stock." Susanna thinks that in running a supermarket, one has to be responsive and decisive because many products have a limited shelf life. A product may expire if you do not act quickly enough.

### Quality over price

Competition in the retail industry is fierce and price wars among industry players have a direct impact on profit. According to Susanna, YATA's operating strategy is not to engage in price wars but to make greater efforts in sourcing goods that consumers want and which are lacking in the market, so you can attract a group of discerning customers. She said: "Price reductions don't help build customer loyalty. Only by offering unique, quality products will customers have the incentive to make continuous patronage. That said, sometimes when others in the industry launch cut-throat price wars, we have no alternative but to make difficult decisions. All in all, we need to follow the trends and adapt to the changing circumstances."

Online shopping has grown rapidly in recent years. The YATA team recognized this and took steps to meet the challenge. Susanna said: "We don't plan to develop online shopping on a large scale at this stage because of the high logistics costs, but we find that our young customers do have a preference for online shopping so we have a strategic approach to attracting more customers to use our online shopping service, for example by making specific goods exclusively available from YATA's online store."

### A flexible, efficient team

In the eyes of Susanna, the success of YATA comes from a team where everyone supports and helps each other and is also self-motivated, and this is evident even in just a frontline employee. When YATA has Shopping Days, Susanna often works together with the frontline staff, usually helping to bag at the cashier because this gives her a direct understanding of customer preferences. She remembered one time when there was a difficult customer: "She kept coming back asking for plastic bags to hold her refrigerated food. I asked her why she needed so many



Susanna thinks only quality products and services can build customer loyalty  
一田百货近年扩展迅速·黄思丽认为坚持提供优质产品和服务·才能建立顾客的忠诚度

of them and she started hurling abuse at me saying I did not bag her groceries properly so she needed more bags to rearrange her goods. It wasn't true and I felt very upset hearing her cursing. Fortunately, my colleagues stood up for me. At that moment, I truly appreciated the patience of all our frontline staff who can remain calm despite having to stand all day long."

Colleagues are willing to contribute because the company cares for them. Susanna said: "We insist on giving staff sufficient room for development so they feel this isn't just the business of a company but also their career, and this way they work hard." The company limits frontline staff to work 8.5 hours a day so they do not wear themselves out. It also provides a reasonable place for breaks so they can take as much rest as possible when they are off duty. "Sometimes, we treat staff with popular, seasonal fruits or specialty food. It may not be a big favour, but at least it represents the company's appreciation for staff for their contributions and hard work", she said.

### Failure drives innovation

To Susanna, innovation comes at a cost. "For any new attempts, there's a chance of failure as well as success. Instead of blaming anyone in the team, you should treat failure as a learning opportunity. Only then can you encourage the whole team to innovate."

Leading a team of around 1,000, Susanna feels a heavy responsibility is rested on her. She follows an aphorism by the late American President Theodore Roosevelt as her management philosophy — "Keep your eyes on the stars, and your feet on the ground." "As management, it's important that we set our sights high, but not chase castles in the air."

### Special back up

As a mother of two, Susanna feels blessed to have her family as strong support. Every weekend, she spends some time visiting YATA stores with her family, both to see how business is doing and buy groceries. She said her family is used to the routine and is even very dedicated to her work: "Whenever they see something new while shopping, they will call me right away to see if that can be an inspiration to my work." She joked that while she was a consultant in the retail industry before joining the Group, her husband is now her personal consultant. "My husband is seasoned in management, so whenever I run into problems, I talk to him and he gives me advice." At work, Susanna has good colleagues. Outside, she has the full support of her family. These are the most important driving force for her work and life.

香港零售业虽然竞争十分激烈，但一田百货仍然迅速发展，今年更先后开设三家超市，并计划进驻葵芳及北角区。加上明年末沙田总店翻新工程竣工，业务持续向前发展。一田百货行政总裁黄思丽认为，要跳出业界争相减价求售的思维，以崇优、灵活反应快的管理，才能突破市场的限制。

#### 不能被动的行业

香港人向来热衷于质优款多的日货，八十年代日式百货公司更开得成行成市，然而大部分最终都被市场淘汰。以现代日式生活百货为定位的一田又如何能在市场站稳？“当年日资百货的卖点，在于邀请外来的店铺加盟，但时移世易，现在早已被商场取代；因此我们一定要敢于创新，主动了解顾客需要，并

因应市场变化实时作出反应。”要做到上述要求，黄思丽认为没有快捷方式，只有不断观察和聆听顾客需要：“例如一款糖果销情平平，你就要先想想究竟哪里出了问题？是货品放得太高令小朋友看不到吗？还是不合顾客口味？这一切都要靠前线同事观察和与客人沟通。”所谓“兵贵神速”，零售行业同样如是，“如果换了摆放位置，做过减价推广促销，情况亦未如理想，便要及早调节入货的种类和数量。”黄思丽坦言经营超市，反应一定要快和果断，因为很多产品的保鲜期有限，稍一犹豫货物便不能出售。

#### 以质优取胜 不打价格战

零售百货竞争激烈，同业之间的减价战更直接影响企业的利润。黄思丽表

示一田的经营策略是尽量不参与“减价战”，宁愿花精力发掘一些市场缺乏和顾客感兴趣的产品，凝聚一群“崇优”的客群。“减价无助于建立消费者的忠诚度，只有你能够为他们提供独特而优质的产品，顾客才有意欲持续性光顾。当然，有时面对同行突然大幅‘劈价’，我们也要果断地做出一些艰难决定。总之要因势而行，随机应变。”

近年网上购物愈见盛行，一田的团队亦看到此趋势并做出部署。“一田暂时不会大规模发展网购，因为这其中涉及大量物流成本计算，但我们发现一田的年轻客群确实较多选择网购，所以会做出针对性策略，例如一些特定的产品只有在—田网店才能买到，藉此吸引更多消费者使用我们的网购服务。”

“ As management, it's important that we set our sights high, but not chase castles in the air.

作为管理层，我们要将目光放得高一点，可是千万不要『离地』。



Susanna cares about every frontline staff and the company is committed to providing a good working environment for all employees  
黄思丽重视每一位前线同事，公司亦致力为员工创造一个良好的工作环境

The YATA Team embraces success and faces setbacks together  
一同迎接成功，一起面对失败，是一田百货这个团队的写照



Susanna helps at YATA Shopping Days to back up frontline staff and understand consumer behaviour  
每逢一田购物优惠日，黄思丽都会到门市帮忙，给予前线同事支持之余，亦可亲身了解顾客的购物习惯

### 灵活高效的团队

在黄思丽眼中，一田的成功，源于拥有一支互相协力、自觉性甚高的团队——即使是站在前线的一名普通同事，也能见到这份特质。黄思丽表示，每当举行“一田购物优惠日”，自己都会上场与前线同事一起工作，通常会选择到收银处协助装袋，因为可以直接观察到客人的喜好，可是有次却遇到一位女顾客刁难：“她来来回回，就是不断问我拿塑料袋，多要了几次后，我便问她为何有此需要，之后她便对我破口大骂，说我货物入袋入得太乱，才令她需要更多塑料袋重新整理，但我自问收拾算很整齐，听她这样大声责骂，心里不是味儿，幸好我身旁的同事立刻替我解围。此时我想到所有前线同事长时间站立工作，还要时刻保持着很高的情商，这份能耐其实很令人佩服。”

当然，同事愿意用心付出，也是源于公司对他们有情。黄思丽表示：“我们坚持要给予同事足够发挥空间，让他们觉得这不只是公司的生意，也是自己的事业，大家自然会努力工作。”此外，公司安排前线同事每天工作8.5小时，以免他们过分劳累，亦会提供一个合理的休

息空间，让他们吃饭时可以争取时间休息。“有时当我们引入了一些畅销的时令水果或特色食物，也会请每位同事品尝，虽然这不是什么大福利，但至少表达公司对同事的付出和辛劳的谢意。”

### 接受失败 方能创新

黄思丽笑言，要团队敢于创新，其实也要付出代价：“所有新尝试，有可能会成功，亦有机会失败。当遇上失败，应该要视为团队上下一学习机会，而不是要怪责任何一个人，这样才能鼓励团队敢于创新。”

带领着一田百货约1,000人的团队，黄思丽自然任重道远，她以美国已故总统罗斯福的一句格言作为其管理哲学：Keep your eyes on the stars, and your feet on the ground——“作为管理层，我们要将目光放得高一点，可是千万不要‘离地’，这一点十分重要。”

### “特别团队”作后盾

作为两名孩子的母亲，黄思丽庆幸得到家人的支持，成为她工作背后的重要团队——每逢周末，她与家人总会花一

两个小时，逛逛一田的分店，既是视察，也顺道买些菜和日用品。黄思丽称家人已很习惯这种生活模式，甚至对她的工作也很放在心上：“我的家人在逛商场时，每有新发现，也会立即打电话，看看能否为我的工作带来启发。”她笑言加入集团前，是从事零售消费行业的顾问工作；今天她的角色改变了，丈夫则成为她的“私人顾问”，“我丈夫亦是一位资深的管理人员，每当我遇到困难时也会跟他倾诉，他也会给我一点意见。”工作上有一群好同事，工作以外亦有家人全力支持，这两个重要“团队”，亦成为黄思丽工作和生活的最大原动力。



Family support gives the strongest impetus to Susanna's work  
黄思丽坦言家人的支持，是她工作最大的原动力

# SHKP Malls ‘Serving with Heart’ Customer Care Ambassador Election celebrates its 10th anniversary 新地商场“以心服务”亲客大使选举迈进第10年

The Group has set up customer care centres in its major malls staffed with customer care ambassadors for caring service since 1997 to put the Serving with Heart spirit into practice, offering shoppers an all-round shopping and leisure enjoyment. SHKP Malls ‘Serving with Heart’ Customer Care Ambassador Elections are held annually to continuously enhance overall performance. Celebrating its 10th anniversary, the elections demonstrate the Group’s pursuit of excellence and commitment to quality.

The Customer Care Ambassador Elections assess different attributes with recognition given to top performers, as well as performance evaluations and areas for improvement for all participants. The elections also help ambassadors build stronger teams and deliver more professional, caring service.

### Make you feel like home

The theme this year is ‘Make You Feel Like Home’. Over 100 full-time and part-time customer care ambassadors from 20 malls take part. Most-like Customer Care Ambassador Awards will again be based 100% on customer votes, while other awards will include mystery shopper assessments and customer satisfaction surveys to ensure fairness.

**Sun Hung Kai Real Estate Agency Limited Retail Marketing and Customer Relations General Manager Cris Fung** said: “The Group aims to build alternate ‘homes’ at its malls with advanced facilities and comprehensive value-added service. Our customer care ambassadors are always ready to go the extra mile and make customers feel at home while shopping. We hope customers will continue participating in the elections, which are now in the tenth year, and help our customer care ambassadors grow.”

### Customer service moving with the times

Comprehensive value-added service is provided at the Group’s shopping mall customer care centres, with popular ones including free mobile phone charging, free WiFi, lockers, baby stroller loan, baby bottle warming and taxi hailing. Last year, it started letting customers return borrowed

umbrellas, scarves or reusable bags at any of 20 SHKP malls for added convenience. Some malls even have special services to suit local lifestyles like lending bicycle repair tools at New Town Plaza and pet strollers at Mikiki and YOHO MALL.

There is all-round professional training for customer care ambassadors to ensure continuous service enhancement, including customer service professional courses, role playing, make-up and image-building courses and overseas study trips. Top performers can be promoted to supervisory roles or switched to back-end duties in property management to pursue further careers.



Customers can return borrowed umbrellas, scarves or reusable bags at any of 20 SHKP mall customer care centres  
新地商场顾客服务中心设有“处处还服务”，让顾客可以于香港20家新地商场的任何一家归还借用的雨伞、披肩及环保袋

集团商场一直贯彻“以心服务”的宗旨，已于1997年已在重点商场设立顾客服务中心，并率先创立亲客大使为顾客提供贴心服务，让顾客感受全方位购物休闲的乐趣。为持续提升整体表现，集团每年举办新地商场“以心服务”亲客大使选举，至今已迈入第10个年头，可见集团对优质服务的追求和坚持。

亲客大使选举从不同范畴考核亲客大使的服务，嘉许表现杰出者，亦让参赛者更了解自己的表现，改善不足之处，提升团队间的默契，以便提供更专业贴心的服务。

### 挚诚服务 家·倍亲切

今年选举以“挚诚服务 家·倍亲切”为主题，共有20家商场参与，逾100名全职及兼职亲客大使角逐多个奖项。其中“顾客至赞亲客大使奖”继续百分百由顾客投票选出，其他奖项则设有神秘顾客专业评审及顾客满意度调查等环节，以确保结果公平客观。

新鸿基地产代理有限公司租务部总经理（商场市务及客户关系）冯翊琳表示：“集团商场致力为顾客打造另一个‘家’，不但配备与时俱进的设施及提供多元化的增值服务，亲客大使更时刻留意顾客需要，主动多走一步，以无微不至的服务感动每位顾客，让他们感受到家的温暖，体验愉悦的购物旅程。今年选举迈入第10届，期盼可以继续得到顾客的支持，让亲客大使的服务热诚一直传承下去。”

### 与时俱进的顾客服务

集团商场的顾客服务中心提供多元化增值服务，包括免费手提电话充电、免费WiFi、储物柜、婴儿车借用、奶瓶加热及电召的士等热门服务。自去年起更推行“处处还服务”，顾客于集团商场借用雨伞、披肩及环保袋，可于香港20家新地商场的任何一家归还，以方便顾客。部分商场更因应区内顾客的生活习惯，设有特别服务，如新城市广场提供单车维修工具借用，Mikiki与YOHO MALL则提供宠物车借用。

为持续提升服务品质，集团特别为亲客大使提供全面的专业培训，包括顾客服务专业课程、角色扮演实习、化妆及个人形象指导以至外地考察团。表现优异的亲客大使可获晋升至主管级别，或调往物业管理部担当后勤工作，扩展事业发展。

## 10th SHKP Malls 'Serving with Heart' Customer Care Ambassador Election 第10届新地商场“以心服务”亲客大使选举

### Election closes 截止投票日期

14 January 2018 (Sunday)  
2018年1月14日(星期日)

### Vote online 网上投票

[www.shkp.com/CCAelection.htm](http://www.shkp.com/CCAelection.htm)

### Vote in person 亲身投票

Please visit the customer care centres at these participating malls:  
请亲临以下参赛商场的顾客服务中心：

APM	
Chelsea Heights	卓尔广场
East Point City	东港城
HomeSquare	
Landmark North	上水广场
Metroplaza	新都会广场
Metropolis Plaza	新都广场
Mikiki	
MOKO	MOKO新世纪广场
New Town Plaza I	新城市广场一期
New Town Plaza III	新城市广场三期
Park Central	将军澳中心
Tai Po Mega Mall	大埔超级城
The Sun Arcade	新太阳广场
Tsuen Wan Plaza	荃湾广场
Uptown Plaza	新达广场
V City	
WTC	WTC世贸中心
YOHO MALL	
Yuen Long Plaza	元朗广场



Customer care ambassadors receive credits by offering professional, caring service with cheerful smiles  
亲客大使展现亲切开朗的笑容，提供专业贴心的服务，表现备受顾客认同

[www.facebook.com/CCAelection/](https://www.facebook.com/CCAelection/)



## SHKP Vertical Run for Charity – Race to Hong Kong ICC and Sun Hung Kai Properties Hong Kong Cyclothon conclude with success

### “新地公益垂直跑—勇闯香港ICC”及“新鸿基地产香港单车节”圆满结束

The sixth SHKP Vertical Run for Charity – Race to Hong Kong ICC (‘Race to Hong Kong ICC’) and the third Sun Hung Kai Properties Hong Kong Cyclothon (‘SHKP Cyclothon’) closed successfully with a record number of participants, showing that more people are aware of the need for exercise while supporting sports for charity. Apart from organizing the Race to Hong Kong ICC and being the title and charity sponsor for the SHKP Cyclothon, the Group has made extra donations to these two events each year in a bid to support underprivileged children and youth programmes. These donations have now gone to more than a dozen programmes, covering children with special educational needs, disabled youth and gifted children from underprivileged families.



Chief Secretary for Administration of the HKSAR Government Matthew Cheung (fourth right), Event Organizing Committee Co-chairman Edward Cheung (third right), Group Deputy Managing Director Mike Wong (third left), 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) officiate at the Race to Hong Kong ICC 香港特区政府政务司司长张建宗 (右四)、活动筹委会联席主席张永锐 (右三)、集团副董事总经理黄植荣 (左三)、执行董事郭基焯 (右二) 及郭基泓 (左二)、香港公益金筹募委员会主席郭少明 (左一) 及香港社会服务联会行政总裁蔡海伟 (右一) 为“勇闯香港ICC”揭开序幕

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#### Race to Hong Kong ICC encourages healthy living and social inclusion

Hosted by the Group, the sixth SHKP Vertical Run for Charity – Race to Hong Kong ICC attracted over 1,900 runners from 35 countries and regions across the world, of which about 90% were locals, hitting a new record in the number of participants. The male-to-female ratio was about 7:3 while ages ranged from 10 to 74. The event also saw runners with vision or hearing impairment, amputees and autistic runners, as well as serving and retired professional athletes. The race was again the grand finale of the Vertical World Circuit (‘VWC’).

To cater for different vertical run enthusiasts, a variety of races were organized including Elite, Individual, Team Relay and Fun Climb. The Elite Race gathered nearly 30 vertical run elites from around the world competing for the men’s and women’s titles, and world championships for the VWC were born. The Individual Races saw over 930 runners competing for the men’s and women’s titles. The two overall winners will be given sponsorships to attend the 2018 VWC

with the aim of promoting sports for charity. Competitions for the Team Relays were intense, particularly those for secondary and tertiary students with over 60 teams of enrolment. Corporate and open teams also fought closely.

#### SHKP Cyclothon features the new UCI Asia Tour Class 1.1 Road Race

This year, the Group continued to be the title and charity sponsor for the Sun Hung Kai Properties Hong Kong Cyclothon, which attracted some 4,900 local and international cyclists. A total of nine events were scheduled, including the new Sun Hung Kai Properties Hong Kong Challenge, which represented the first Union Cycliste Internationale (UCI) Asia Tour Class 1.1 Road Race in Hong Kong and the only one in Asia in 2017. About 100 top cyclists on 17 professional teams from 12 countries and regions competed in the exciting 20-lap, 103km competition. Other events included Men’s and Women’s Open Races, Team Time Trial, 50km Ride, 30km Ride, CEO Charity & Celebrity Rides, Kids & Youth Rides and a Family Fun Ride.



Group Deputy Managing Director Mike Wong (first right) presents souvenirs and trophies to men’s and women’s champions Piotr Lobodzinski (second right) and Suzy Walsham (second left) in the VWC 集团副董事总经理黄植荣 (右一) 颁发纪念品及奖牌予2017“垂马世巡赛”的男女子冠军Piotr Lobodzinski (右二) 及Suzy Walsham (左二)



Race to Hong Kong ICC student relay attracted over 60 teams this year “勇闯香港ICC”学生组接力赛今年吸引了超过60队参加

第六届“新地公益垂直跑—勇闯香港ICC”（“勇闯香港ICC”）和第三届“新鸿基地产香港单车节”（“新地单车节”）顺利完成，活动的参与人数均创新高，反映市民多做运动之余，亦支持“运动行善”的理念。集团除了举办“勇闯香港ICC”，以及冠名及慈善赞助“新地单车节”外，每年更为两个活动额外捐款，用于发展社会福利项目，照顾基层儿童及青少年；至今已支持十余个项目，对象涵盖有特殊学习需要的幼儿、残障少年及基层资优儿童等。

### “勇闯香港ICC”带动健康生活与共融

由集团主办的“新地公益垂直跑—勇闯香港ICC”迈入第六届，有逾1,900名跑手参与，人数乃历年之冠。参加者来自全球35个国家和地区，本地居民约占九成，总男女比例约七比三，年龄由10至74岁，另包括视障、听障、截肢者及自闭症患者，亦有现役及前港队运动员参赛。活动同时继续成为“垂直马拉松世界巡回赛”（“垂马世巡赛”）的压轴赛站。

活动设有精英赛、个人赛、队际接力赛及满Fun体验组别，吸引不同类型的垂直跑爱好者参与。精英赛云集近30名世界级垂直跑精英争夺男女子冠军宝座，而“垂马世巡赛”的男女子组终极王者亦顺利诞生。个人赛有逾930名跑手参加，男女子组全场总冠军获大会赞助参与2018年“垂马世巡赛”，宣扬运动行善的精神。队际接力赛竞争非常激烈，尤其是中学组及大专组，有超过60队参赛；企业组及公开组的赛事亦非常紧凑。

### “新地单车节”新增亚巡赛1.1级公路赛

由集团继续冠名及慈善赞助的“新鸿基地产香港单车节”，今年吸引了约4,900位海外及本地单车爱好者参与。活动共有九个项目，其中包括新增设的“新鸿基地产香港挑战赛”，为香港首次举办的亚洲巡回赛1.1级公路赛，更属亚洲今年唯一一个同类赛事；项目共有17支来自全球12个国家及地区的车队，近100名海内外顶级车手参加，进行20个圈长达103公里的激战。其他项目包括男女子公路绕圈赛、队制计时赛、50公里组、30公里组、总裁慈善及名人单车游、儿童及青少年单车乐以及家庭单车乐。



About 4,900 local and international cyclists participate in the SHKP Cyclothon  
“新地单车节”约有4,900位海外及本地单车爱好者参与



Chief Executive of the HKSAR Government Carrie Lam (front, second right), Hong Kong Tourism Board Chairman Peter Lam (front, second left) with Group Executive Directors Adam Kwok (front, first right) and Christopher Kwok (front, first left) presenting the prizes to the awardees of the Sun Hung Kai Properties Hong Kong Challenge  
香港特区政府行政长官林郑月娥（前排右二）、旅发局主席林建岳（前排左二）连同集团执行董事郭基焯（前排右一）及郭基泓（前排左一）颁奖予“新鸿基地产香港挑战赛”得奖者



Over 1,900 local and international runners join the Race to Hong Kong ICC this year  
今年有超过1,900名国际及本地跑手参加“勇闯香港ICC”



Group Deputy Managing Directors Victor Lui (first right) and Mike Wong (second right) and Executive Director Adam Kwok (first left) lead in the Fun Climb 82  
集团副董事总经理雷霆（右一）及黄植荣（右二）连同执行董事郭基焯（左一）带领一众“满Fun体验”跑手，挑战82层楼梯



# SHKP Reading Club's Read On, Move On series spread the fun of reading and exercise

## 新阅会“悦动·阅乐” 齐享阅读与运动乐趣



Participants learn more about the history and culture of Yuen Long and Kam Tin at the cycling tour

参加者一边踏着单车，一边了解元朗及锦田的历史和文化特色



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The SHKP Reading Club organized a series of Read On, Move On sports activities this fall for different reading experience. Going beyond books, cycling and stairway cultural tours as well as author sharing were held to encourage people to develop the habit of reading and exercise.

Participants of the Kam Tin cycling cultural tour rode all the way from Yuen Long to Shui Tau Tsuen and Shui Mei Tsuen where they visited heritage sites, including Yi Tai Study Hall, Tang Tsing Lok Ancestral Hall, Chou Wong Yi Kung Study Hall, Tin Hau Temple and Kam Tin Tree House, in addition to walled villages built by the Tang clan to learn more about the history and culture of Yuen Long and Kam Tin. Related books were recommended for extended reading.

For the stairway cultural tour, Walk in Hong Kong founder Paul Chan led a tour of special stairways and roads in Sheung Wan, covering Wing Wo Street, Gough Street, Shing Wong Street, Ladder Street, Hollywood Road and Sai Street, and shared interesting stories on local printing and newspaper industries in the golden days. Participants also visited a letterpress printer which has been operated by a family for more than half a decade.

Yoga instructor and author Caren Lau shared with participants tips on exercise and healthy living and talked about her own writing experience at How Yogis Read. The session was concluded with some relaxing basic yoga practice.

新阅会在秋季举办了一系列以运动为重点的“悦动·阅乐”主题活动，跨越文字界限，以有趣互动的单车及楼梯文化旅游以及作家分享形式，为参加者带来不一样的阅读体验，鼓励大家培养多阅读、勤运动的生活好习惯。

在“单车『书』畅游锦田”文化导赏团中，参加者骑着单车由元朗市中心出发，到访水头村及水尾村内多个古迹，包括二帝书院、清乐邓公祠、周二公书院、天后宫和锦田树屋等，又参观了邓氏家族围村，认识元朗及锦田的历史和文化特色，并获介绍多本与景点相关的好书。

在“足·印”楼梯文化导赏团中，“活现香港”创办人陈智远带领参加者漫步上环旧区，穿梭永和街、歌赋街、城皇街、楼梯街、荷李活道及西街等特色楼梯和街道，细听昔日区内印刷及报业的有趣人和事，更探访经营了超过半世纪的家庭式活字印刷店，与参加者一同细味本地工艺文化。

另外，瑜伽导师兼作家刘凯琳在“『瑜』何阅读”分享会中，分享了运动与健康心得以及写书经验，并即时作瑜伽示范，与参加者一起放松身心。



Practicing relaxing yoga with the yoga instructor and author

瑜伽导师兼作家带领参加者一起练习瑜伽，放松身心



Participants love reading printed books more after the stairway tour

透过楼梯之旅，参加者增加对纸本阅读的钟爱



The Group's volunteer team receives recognition at the Hong Kong Volunteer Award with a Corporate Award  
集团义工队在“香港杰出义工奖”中获颁企业奖



The volunteer team works with people from different backgrounds at A Hundred People's DIY Activity to support social inclusion  
义工队派员参与“百人手作大联盟”，与社会上不同人士合作，支持社会共融

## Serving the community relentlessly 服务社群 关怀无间

Established in 2003, the SHKP Volunteer Team leverages corporate expertise and creativity to help those in need and to live out the Group's Building Homes with Heart spirit.

**More recognition for dedicated service**  
Supported by the Group's management, the volunteer team is made up of staff and their relatives and friends. To spread the spirit of volunteering, residents of properties managed by the Group are encouraged to participate. Even the beneficiaries are influenced to serve others in need.

In recognition of their dedication, the Group's volunteer team received a Corporate Award at the 7th Hong Kong Volunteer Award organized by the Agency for Volunteer Service, representing the one-and-only corporate winner this year. The team's efforts were further praised at the Hong Kong Volunteer Award presentation ceremony hosted by the Social Welfare Department where, in recognition of serving more than 120,000

hours last year, they received a second runner-up in the 2016 Highest Service Hour Award for Private Organisations – Category 1. This is the eighth consecutive year that the team has been ranked among the top three.

**Supporting social inclusion**  
At a Social Inclusion Carnival featuring A Hundred People's DIY Activity organized by the Christian Family Service Centre, the volunteers worked with the disabled to make leather crafts to show the public the abilities and contributions made by people of different abilities. At the carnival, the team also arranged games at their booth to further spread social inclusion.

**集团义工队“新地义工Team力量”自2003年成立至今，一直秉承集团“以心建家”的理念，运用企业专长及创意，持续为社会上有需要的人士提供协助。**

**投入服务 再获表扬**  
义工队获得管理层的支持，汇聚员工及亲友服务社群，并且鼓励集团辖下住宅

的住户参与义务工作，同时感染受助者投入义工行列，回馈社会，令义工精神得以薪火相传。

义工队投入助人，表现出色，屡获肯定。早前在义务工作发展局主办的“第七届香港杰出义工奖”中，获颁企业奖，成为今年唯一得奖企业。另外，在社会福利署主办的“香港义工嘉许礼”中，义工队凭借去年逾120,000服务小时，获得2016年度最高服务时数奖（私人团体 – 组别一）季军，更是连续第八年获最高服务时数奖前三名。

**身体力行 支持共融**  
义工队早前参与了基督教家庭服务中心主办的“百人手作大联盟”暨共融嘉年华，与残疾人士合作，共同制作皮革手工，让公众人士认同不同能力者的才能和贡献。义工队更派员负责嘉年华摊位，协助公众人士与残疾人士一起玩小游戏，以实际行动支持社会共融。



The Cheung Sha Wan hotel site overlooks panoramic sea views with easy access  
长沙湾酒店土地前临宽阔海景，交通方便

## New hotel site in Cheung Sha Wan 集团投得长沙湾酒店用地

The Group has continued to top up its land bank in Hong Kong with the latest acquisition of a hotel site in October. With a maximum gross floor area of 34,770 square metres (374,000 square feet), the site, New Kowloon Inland Lot No. 6550, is located off Hing Wah Street West in Cheung Sha Wan.

With unrivalled sea views and being close to MTR Nam Cheong Station which connects West Rail Line and Tung Chung Line, the site is easily accessible to all parts of Hong Kong Island, Kowloon and North West New Territories as well as the Hong Kong International Airport. On completion, the hotel is expected to create synergy with the Group's residential and retail developments in the neighbourhood.

集团继续补充在香港的土地储备。于10月期间，集团投得长沙湾兴华街西对出的新九龙内地段第6550号酒店用地，项目总楼面面积可达约34,770平方米（374,000平方呎）。

土地前临宽阔海景，毗邻港铁南昌站，搭乘西铁线及东涌线前往港九市中心、新界西北以至香港国际机场均十分便捷。项目落成后势将与集团在区内的住宅及商场项目产生协同效应。

## SUNeVision's latest data centre MEGA Plus in full operation 新意网全新数据中心MEGA Plus投入服务

With the full operation of MEGA Plus, SUNeVision's latest Tier-4 ready data centre in Tseung Kwan O, Hong Kong is one step closer to becoming the data centre hub of the Asia Pacific region.

Representing the first purpose-built facility on land designated for data centre use by the Hong Kong government, Mega Plus boasts a 44,000 square metres (474,000 square feet) gross data centre space meeting the green building standards of LEED and BEAM Plus. The new data centre is capable of providing high IT load capacity, supporting more than 5,000 racks. The modular and flexible design of the new centre meets the varied and dynamic requirements for telco carriers, cloud service providers and large enterprises, enabling it to readily tap into opportunities arising from increased industry requirements for high power density, low-latency and high-availability data centres.

MEGA Plus further enhances the connectivity advantage of the MEGA Connect service together with the existing MEGA-i and MEGA Two to form a virtual data centre network called MEGA Campus, which is connected with high-resilience, high-performance dedicated fibres to offer customers the best data centre service with a high degree of flexibility, scalability and reliability. The powerful MEGA Connect is capable of fulfilling current and future demands from many of the world's largest cloud service providers, hyper-scale internet companies, over-the-top (OTT) players and enterprise customers in setting up their network equipment and cloud infrastructure at the premises.

新意网位于将军澳的准Tier 4数据中心MEGA Plus现已投入服务，标志着香港再跨前一步，迈向成为亚太地区数据技术中心的目標。

MEGA Plus是首个建于香港政府规划作高端数据中心指定用途地段的数据中心，总数据中心空间面积达44,000平方米（474,000平方呎），并采纳了LEED和BEAM Plus的绿色建筑认证的标准。MEGA Plus具备高数据容量，可以支持逾5,000个机架。其模块化和具弹性的设计能满足众多电讯商、云端服务供货商和大型企业的多样化用量需要，以高能源功率、低网络延迟和高可用性的特点，迎合不断提高的行业需求。

MEGA Plus及现有的MEGA-i和MEGA Two组成MEGA Campus虚拟数据中心网络，进一步增强MEGA Connect服务的连接优势。MEGA Campus与高抗御性及高性能专用光纤相连，服务灵活、可扩展，亦极为可靠，为客户提供最佳的数据中心服务。MEGA Connect的网络功能可协助全球领先云端服务供货商、互联网巨头、OTT服务供货商及企业客户，满足他们对现在及未来在网络设备和云端基础设施方面的需求。



From left: SUNeVision Executive Director and Chief Executive Officer Peter Yan, Group Executive Director and SUNeVision Vice Chairman and Non-Executive Director Allen Fung, Secretary for Innovation and Technology of the HKSAR Government Nicholas Yang, Government Chief Information Officer of the HKSAR Government Allen Yeung, SUNeVision Vice Chairman & Non-Executive Director Edward Cheung, and Group Executive Director and SUNeVision Non-Executive Director Christopher Kwok at the MEGA Plus Xperience ceremony

左起：新意网执行董事兼行政总裁任景信、集团执行董事及新意网副主席兼非执行董事冯玉麟、香港特区政府创新及科技局局长杨伟雄、香港特区政府资讯科技总监杨德斌、新意网副主席兼非执行董事张永锐以及集团执行董事兼新意网非执行董事郭基泓主持MEGA Plus Xperience庆祝仪式

## YATA Supermarket opens in YOHO MALL, Yuen Long 一田超市进驻元朗YOHO MALL

YATA Limited, the Group's subsidiary which operates department stores and supermarkets, celebrated the opening of its 10th store in Yuen Long in October.

The 1,950-square-metre-plus (21,000-square-foot-plus) YATA Supermarket (Yuen Long) in YOHO MALL I presents a Go Style and Go Nature design with contemporary Japanese decorations to give a simple, basic look. Over 60% of the stock is imported from Japan, with other premium products from around the world. Special features include a "Japanese x Western food zone" which consists of four Japanese food counters and two Western food counters, as well as vegetables from Kyoto for more variety.

Meanwhile, the new YATA Supermarket at Kwai Fong Metroplaza is entering its final stage of preparation and is expected to open in January 2018.

集团旗下经营百货公司和超级市场的一田有限公司，于10月在元朗开设第10间分店。

一田超市（元朗）位于YOHO MALL I，占地逾1,950平方米（21,000平方呎）。新店以Go Style及Go Nature为设计概念，融合和洋风格，营造出自然简约风。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“和洋潮食专区”，引入四大和食专柜及两大洋风美食，并首度增设京野菜专柜，为顾客带来多元化的饮食体验。

另外，一田位于葵芳新都会广场的全新超级市场现正进入筹备开业的最后阶段，即将于2018年一月投入服务。



YATA CEO Susanna Wong (second left), Ambassador and Consul-General of Japan in Hong Kong Kuninori Matsuda (second right), Sun Hung Kai Real Estate Agency Limited General Manager (Leasing) Henry Lam (first left) with guest at the YATA Supermarket (Yuen Long) opening ceremony  
一田百货行政总裁黄思丽（左二）、日本驻港总领事松田邦纪大使（右二）、新鸿基地产代理有限公司租务部总经理林家强（左一）连同嘉宾主持一田超市（元朗）的开幕典礼

## ICC offices awarded BEAM Plus platinum certificate 环球贸易广场写字楼获颁绿建环评铂金证书



From left: Hong Kong Green Building Council Chairman Bay Wong, Kai Shing General Manager (Property Management) Irene Wai, ICC Deputy Project Director Tony Tang, Sun Hung Kai Real Estate Agency Limited Office Leasing Department Assistant General Manager Albert Yang and Hong Kong Green Building Council Executive Director Cary Chan receive the BEAM Plus Existing Buildings V2.0 platinum certificate

左起：香港绿色建筑议会主席黄比、启胜总经理（物业管理）韦韩淑贞、环球贸易广场项目副总监邓伟文、新鸿基地产代理有限公司写字楼租务部助理总经理杨震宇以及香港绿色建筑议会执行董事陈永康领取“绿建环评既有建筑2.0版”铂金级证书

The dedicated green efforts and the application of advanced technology to enhance building management have earned ICC offices a top platinum certificate in the BEAM Plus Existing Buildings V2.0, awarded by the Hong Kong Green Building Council.

Applying innovative technology to daily operations, the ICC office-management team works with tenants to implement green management to achieve sustainable development. For example, an advanced building-management system has been adopted to keep track of real-time operational data and, based on analysis of data variations, adjustments are made to maximize energy efficiency. The all-round energy saving initiatives have been very successful, resulting in a 15% reduction in overall energy consumption in the past five years.

In addition, the office section continues to be rated top Excellent Class by the Environmental Protection Department's Indoor Air Quality Certification Scheme. Among other initiatives,

a comprehensive waste-management scheme has been implemented to encourage tenants to recycle and reduce waste. To promote green initiatives, seminars are organized for tenants while other activities are held for the general public.

环球贸易广场凭借多年来的环保工作及应用先进科技提升大厦管理品质，写字楼部分获得香港绿色建筑议会颁发“绿建环评既有建筑2.0版”最高级别的铂金级证书。

环球贸易广场写字楼团队将最新科技应用于日常营运，并与租户联手实施绿色管理，从而达到可持续发展。大楼利用先进管理系统，实时监控写字楼设备的运作数据，并应数据的变化做出分析，调节能源使用。在全方位的节能措施下，整体耗电量于过去五年减少15%。

另外，在环保署“室内空气质量检定计划”中，大楼持续维持最高卓越评级。大楼亦制定全面的废物管理计划，协助租户提升回收量及减少制造废物，为租户举办相关讲座，并向社区推广环保资讯。

## More energy-saving recognition for property management teams 物业管理团队再获环保节能嘉许



Aria won a Smart Business Energy Saving Award and gold in Property Management – Residential at the CLP GREEN PLUS Awards

峻弦在“环保节能机构”嘉许计划中，荣获“智能营商节能大奖”及“物业管理 – 住宅”金奖

The Group's property management teams make great efforts to save energy with recognition received over the years. Hong Yip, Aria and APM rose above over 7,000 contenders to win CLP GREEN PLUS Awards. Aria got a Smart Business Energy Saving Award and gold in the Property Management – Residential sector. APM took a silver in Property Management – Industrial & Commercial while Hong Yip won a Joint Energy Saving Award.

Aria brought smart energy management to its estate and clubhouse's gym operations, particularly in lighting system, air conditioning and ventilation system, along with high-consumption functions. Lights in stairs and car parks now use LED tubes with built-in sensors. The green initiatives have reduced related power use over 60%. The estate uses the Meter Online service with Energy Saving Signal operations guidelines to adjust the air conditioning in the clubhouse and lobbies based on the outdoor temperature. Energy-saving information and tips are posted on the estate's mobile app for residents and a green stamp recognition programme encourages residents to reduce waste.

集团的物业管理团队致力参与环保节能工作，表现优秀，屡获嘉许。康业、峻弦及APM在中电举办的“环保节能机构”嘉许计划中，在超过7,000份申请中胜出。峻弦获“智能营商节能大奖”及“物业管理 – 住宅”金奖，APM在“物业管理 – 工商业”组别获银奖，康业则获颁“齐心节能大奖”。

峻弦在住宅及会所健身室引入智能管理系统，应用于照明系统、空调及抽风系统等用电量大的区域，并把楼梯及停车场的灯具更换成内置传感器的LED灯，成功节省超过60%相关用电量。团队亦采用“电表在线”服务，编订“节能灯号”运作指引，应室外温度调节会所及大堂的空调系统运作。住宅通过手机应用程序，向住户发放节能信息及小秘方，实行“绿色印记奖励计划”，并且鼓励住户从源头减废。

## SHKP-Kwoks' Foundation assists young people in undergraduate studies 新地郭氏基金资助年轻人完成大学课程

The SHKP-Kwoks' Foundation helps develop talent by offering financial assistance to promising students with limited means to extend their studies. Recently, another donation agreement was signed by Foundation Executive Director Amy Kwok with Hunan University Deputy Party Secretary Yu Xiangcheng to support its students in the completion of their undergraduate studies. An exchange session for representatives of sponsoring universities has also been arranged to discuss the long-term management of the scholarships.

The Foundation pledged to donate RMB2.5 million to Hunan University over the 2017-2019 academic years providing bursaries to help students in financial difficulty to complete their studies, with additional scholarships for those with top academic results, a total of 472 counts of beneficiaries. Between 2005 and 2016, the Foundation donated over RMB11 million for almost 1,990 scholarships to help underprivileged students complete undergraduate studies.

Additionally, the Foundation organized an inter-university Exchange Session on Effective Long-Term Scholarship Management at Guizhou University, where representatives from eight sponsored universities discussed ways to manage scholarships effectively.

新地郭氏基金致力培育人才，为优秀的清贫学生提供经济援助，让他们得以继续升学。基金执行董事郭婉仪此前与湖南大学党委副书记于祥成签署捐赠协议，协助学生修读本科课程；并且安排多家受资助的大学代表互相交流，促进各资助项目的长远管理。

基金承诺于2017-2019学年，向湖南大学捐赠人民币250万元，提供助学金资助有经济困难的学生完成课程，基金更会挑选成绩优秀的受助学生额外颁发奖学金，受助学生达472人次。此前，基金在2005至2016年期间，已先后向大学捐赠逾人民币1,100万元，协助家境清贫的本科生完成大学课程，受惠人数近1,990人次。

另外，基金早前在贵州大学举办了跨校“奖助学金长效管理机制交流会”，邀请八间受助大学的代表出席，就奖助学金的效益管理进行交流，并对相关项目进行深入研究讨论。



SHKP-Kwoks' Foundation Executive Director Amy Kwok (front, left) and Hunan University Deputy Party Secretary Yu Xiangcheng (front, right) with guests at the scholarship signing ceremony  
新地郭氏基金执行董事郭婉仪（前排左）与湖南大学党委副书记于祥成（前排右）及嘉宾于奖助学金签约仪式上合照



SHKP-Kwoks' Foundation representatives with the universities' senior management and Guizhou University scholarship recipients after the exchange session  
出席交流会的新地郭氏基金代表、各大学主管领导及受助的贵州大学学生

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