

# SHKP

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## Shopping mall enhancements

create an exceptional shopping and leisure experience

商场优化工程提升购物休闲体验





## Shopping mall enhancements create an exceptional shopping and leisure experience 商场优化工程提升购物休闲体验

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以心建家 Building Homes with Heart

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Editor's Note 编者按 :

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

本刊旨在为投资者提供集团业务的最新资讯，维持企业高透明度及良好的企业管治。本刊内容涵盖集团业务的不同范畴，相关资料陈述并非用作宣传推广。

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# Shopping mall enhancements create an exceptional shopping and leisure experience

Regular renovations and tenant-mix refinements are carried out in existing SHKP malls to boost their attractiveness and to strengthen the Group's retail portfolio. One of the latest examples is Metroplaza, which saw a significant growth in overall traffic and sales revenue after its major revamp last year. Meanwhile, New Town Plaza III and Park Central are working on their second phase of renovations and tenant mix refinements, which are expected to attract greater number of shoppers when work is completed later this year. In terms of technology application, the SHKP Malls App has just released its second major upgrade: The Point by SHKP integrated loyalty programme.

## Wider shopping and leisure choices at Metroplaza

Adjacent to MTR Kwai Fong Station, Metroplaza's major reconfiguration brought about additional leisure facilities, a more diversified tenant mix and an expanded outdoor green space, creating a comprehensive experience overall for customers.

Metroplaza's Level 3 to Level 5 have now been fitted with floor-to-ceiling window facades, making it brighter and more spacious. The number of retailers has also increased to 230 with a broader tenant mix covering beauty, food and beverage, as well as fashion and sportswear. More than half of the shops are their only outlets in the district.

In addition, there are five new facilities at the piazza including an alfresco dining area, seasonal sea of flowers, starlight walkway, urban farm and fun park. The outdoor garden features seasonal flowers with floral selfie walls and staircases. The starlight walkway is decorated with LED lights for a romantic setting. Both places are very popular spots for photo ops in the mall. The urban farm, which is open to the public, is planted with over 40 types of crops annually. Farm-themed activities are organized and VIP members can redeem their reward points for admission to green workshops. The fun park is equipped with colourful giant vegetable play facilities from Finland including a 3.5-metre tall turbo-tube slide, roundabouts, adult-toddler swings and fitness machines that use motion to charge mobile phones. The fun park has quickly become a great place for kids to burn off their excess energy.

Metroplaza also organizes a wide variety of promotions to draw young people and families. As a result, the mall recorded significant growth in traffic and retail sales.

## New movie tower at New Town Plaza

As a leading regional mall in the eastern New Territories, New Town Plaza in Sha Tin enjoys strong footfall and solid sales results. The mall completed the movie tower relocation and finished the first phase of the New Town Plaza III renovation last year, adding more elements that appeal to young people and families.

Opened in mid-2018, the new Movie Town provides more than 1,700 seats in seven theatre houses, making it the largest cinema in the New Territories. It features the first 4K ultra high definition Onyx Cinema LED in Hong Kong as well as the first RealD Cinema technology in Hong Kong, and boasts the



Members of The Point by SHKP integrated loyalty programme can earn bonus points across 14 SHKP major malls to redeem a variety of gifts and privileges. The Point by SHKP商场综合会员计划会员可在新地14个主要商场统一赚取积分，换领多元化奖赏及优惠。



Visitors can experience farming from the farm-themed activities at Metroplaza's urban farm 新都会广场都市农庄的农耕体验活动，让游人于城市中享受大自然田园风。



Movie Town at New Town Plaza offers over 1,700 seats, making it the largest cinema in the New Territories  
 新城广场Movie Town提供逾1,700个座位·是新界区最大规模影院



More shopping and leisure options will become available at Park Central following the soon-to-be-completed second phase of renovation  
 将军澳中心第二期翻新工程快将完工·为顾客带来更多购物休闲选择

Rendering 效果图

most advanced display technology with state-of-the-art audio and visual systems, providing an exceptional visual experience to movie lovers.

New Town Plaza III is currently under the second phase of renovation, which mainly involves Level 3 and part of Level 2, with scheduled completion expected by the end of the year. The first phase was completed in mid-2018, adding a facelift to Level 1 and Level 2. Level 2 is now a children's wear and lifestyle zone while YATA Department Store has taken up the entire area of Level 1, which is much closer to the car park and more convenient for shoppers who drive.

### Park Central set to complete its renovation soon

Located at a prime site, Park Central is connected to the nearby MTR station and sits close to major residential projects and hotels. The mall enjoys heavy pedestrian traffic, attracting nearby residents and those beyond the district as well as tourists staying at hotels in the Tseung Kwan O town centre.

To help provide a more comprehensive shopping experience throughout the neighbourhood, the mall has been undergoing a major renovation in recent years. The first phase was completed in late 2017 in which about 13,900 square metres (150,000 square feet) of floor area had been refurbished.

Over 50 new tenants have moved in mostly comprising specialty food and beverage operators and retailers. Other new shops to Tseung Kwan O include a 1,860-square-metre (20,000-square-foot) Japanese health concept supermarket, bringing greater convenience to the residents there.

The second phase of Park Central's renovation covers about 18,600 square metres (200,000 square feet), and has now been handed over to retailers with a grand facelift expected during this second quarter. The number of shops will then increase from the original 141 to 221 with a broader tenant mix, adding more retailers for sporting goods, toys and games, stationary and household wares, audio-visual and electrical appliances, lifestyle goods and home decorations. The revamped Park Central will also become the one and only venue of choice for car shows in the district, drawing even more residents. Full year pedestrian traffic is expected to grow by 40%, while monthly sales revenue will rise by 60%.

### SHKP Malls App functions upgrade

Technology investments have also been made to enrich the customer service. The SHKP Malls App was launched in early 2018 to better suit the spending habits of mobile phone lovers. The app integrates the latest dining, parking, shopping and promotion information for 24 SHKP malls, covering over 2,900 merchants.

The SHKP Malls App has just released its second phase: The Point by SHKP integrated loyalty programme. The individual membership programmes of 14 SHKP major malls\* have now been consolidated into one, creating the largest cross-mall loyalty programme in Hong Kong with a retail floor area of over 650,300 square metres (seven million square feet), housing over 2,200 merchants. The Point by SHKP integrated loyalty programme offers shopping benefits beyond district boundaries. Members can enjoy more shopping destinations and register bonus points conveniently and easily. Bonus points can now also be used to redeem a variety of gifts and privileges across 14 SHKP malls. Members of The Point by SHKP integrated loyalty programme can enjoy the first ever contactless hourly parking in Hong Kong.

Following the launch of The Point by SHKP integrated loyalty programme, membership is expected to jump significantly, attracting more customer visits and enhancing the business environment for merchants.

\* The Point by SHKP integrated loyalty programme covers APM, East Point City, Landmark North, Metroplaza, Mikiki, MOKO, New Town Plaza, Park Central, Tai Po Mega Mall, Tsuen Wan Plaza, V City, WTC, YOHO MALL and Yuen Long Plaza.



Phase one of New Town Plaza III's reconfiguration has been completed with 100% occupancy  
新城市广场第三期翻新工程第一阶段已经完工，出租率达100%

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## 商场优化工程提升购物休闲体验

集团定期为现有商场进行翻新工程及优化租户组合，为顾客创造具吸引力的购物地点，同时提升集团零售物业组合的竞争力。最新例子是新都会广场，商场于去年全面完成大型优化工程后，整体人流及营业额均获得显著提升。另外，新城市广场第三期及将军澳中心现正进行第二阶段翻新工程，并将引入更多多元化的商户组合，预期可在年内稍后时间竣工，势将吸引更多消费者。在科技应用方面，新地商场App刚刚升级，推出第二阶段计划：The Point by SHKP商场综合会员计划。

### 新都会广场购物休闲更精彩

毗邻港铁葵芳站的新都会广场完成优化后，增添休闲设施，强化商户组合，开放更多户外绿化空间，为顾客带来更多元化的体验。

新都会广场三至五楼现在采用全落地玻璃幕墙设计，光亮舒适，空间感大增。商户数目已达230间，商户组合较以往丰富，汇聚美容、餐饮乃至时尚服饰与运动服装三大范畴，其中过半数品牌属区内独有。

此外，户外露天广场亦增加了五个全新设施，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。露天花园以季节花海为主题，设有花系自拍墙及花海阶梯。星光长廊以漫天灯海布置，气氛浪漫写意。两者均

深受欢迎，成为商场“打卡”热点。都市农庄全天候开放，全年种有超过40种农作物，更推出农耕体验主题活动，VIP会员更可凭积分换领入场券参与绿色生活工作坊。历奇公园的游乐设施源自芬兰，以色彩缤纷的巨型蔬果作造形，设有3.5米超高滑梯筒、囡囡转、亲子千秋及亲子健身充电设施等，火速成为小朋友的“放电”好去处。

新都会广场亦不时举办多姿多彩的推广活动，吸引年轻人及一家大小到访，商场人流及销售金额均获得显著提升。

### 新城市广场新增戏院大楼

沙田新城市广场是新界东具领导性的区域商场，人流畅旺，营业额理想。

商场去年完成戏院大楼重置及第三期翻新工程第一阶段，进一步提升年轻人及家庭客群的元素。

全新戏院大楼Movie Town于2018年中投入服务，设有七间影院，提供逾1,700个座位，是新界区最大规模影院；设有全港首个LED 4K超高清Onyx屏幕影院、全港首间全制式RealD Cinema影院，配备崭新放映技术及顶尖影音系统，为电影爱好者带来精彩的视觉体验。

新城市广场第三期现正进行第二阶段优化工程，主要涉及三楼及二楼部分位置，预计于本年底完成。第一阶段已于2018年中旬完成，主要涉及一楼和二楼。二楼特别打造为儿童用品及生活时尚主题区。一田百货则进驻一楼全层，地理上更邻近停车场，方便驾驶人士日常购物。



The first phase of Park Central's renovation brought in new specialty food and beverage operators. 将军澳中心第一期优化工程为居民带来多间全新特色餐厅。

### 将军澳中心翻新工程即将竣工

将军澳中心位置优越，连接邻近港铁站，毗邻多个大型住宅项目及酒店，人流畅旺，吸引区内外客人以至住宿将军澳市中心酒店的游客前来购物休闲。

商场近年进行大型翻新工程，以便为区内居民提供更全面的购物体验。第一期工程已于2017年底完成，涉及约13,900平方米（150,000平方呎）楼面。新增商户逾50间，以特色餐饮肆及零售为主，部分属于首次进驻将军澳。商场更增设了一间面积达1,860平方米（20,000平方呎）的日式健康概念超级市场，令居民购物加倍方便。

将军澳中心第二期翻新工程涉及约18,600平方米（200,000平方呎）楼面，各商铺现已交予租户进行店内工程，商场将于今年第二季以全新面貌出现。届时，店铺总数将由翻新前的141间增至221间，商户组合更全面，包括体育用品、儿童游戏、文具及家具、影音电器、生活品味及家居布置将进一步加强，并增设区内唯一可容纳车展的展览场地，势将吸引更多区内人士前来。预期全年人流可获得40%增长，每月营业额则可提升60%。

### 新地商场App功能升级

集团亦通过软件方面，为顾客提供更佳服务。新地商场App自2018年初推出以来，结集24个新地商场的最新信息，汇聚超过2,900个商户，提供实用功能，涵盖用餐、泊车、购物及推广活动信息等，更贴合许多手机不离手的顾客的消费模式。

新地商场App刚刚推出第二阶段计划：The Point by SHKP商场综合会员计划，将新地14个主要商场\*的独立会员制度整合为一，成为本港目前最大型的商场综合会员计划，零售面积合共逾650,300平方米（700万平方呎），汇聚逾2,200间商铺。The Point by SHKP商场综合会员计划会员可不受地域限制，于更多购物点、更方便、更轻松地登记积分，以积分换领集14个商场的多元化奖赏及优惠，同时更可享受全港首个免触式时租停车服务。

预计The Point by SHKP商场综合会员计划推出后，商场的会员数目将大幅增长，为商场吸引更多人流，为商户营造更佳的营商环境。

\* The Point商场综合会员计划适用商场：APM、东港城、上水广场、新都会广场、Mikiki、MOKO新世纪广场、新城市广场、将军澳中心、大埔超级城、荃湾广场、V City、WTC世贸中心、YOHO MALL及元朗广场。



Members of The Point by SHKP integrated loyalty programme can enjoy the first contactless hourly parking in Hong Kong for greater convenience. MOKO and V City are the first malls to provide such a service. The Point by SHKP商场综合会员计划会员可享受全港首个免触式时租停车服务，出入商场加倍方便。服务现率先在MOKO新世纪广场及V City提供。



Enjoying quality time with your kids at the play facilities from Finland at fun park of Metroplaza. 新都会广场的历奇公园设有多种源自芬兰的游乐设施，适合亲子时光。

## Harbour North@VIC in North Point debuts 北角Harbour North@VIC正式开业

Harbour North@VIC in North Point, which is at the podium of Hotel VIC, has seen a strong response since its opening late last year. The mall held various joint promotional campaigns with Hotel VIC during this past Christmas and Chinese New Year. Residents and office workers in the neighbourhood as well as tourists staying at nearby hotels have been encouraged to spend money at the mall and indulge in a brand new harbourfront shopping and leisure experience.

### Grand opening of Harbour North@VIC

Harbour North@VIC covers about 6,200 square metres (67,000 square feet) across five floors, housing 60 retail shops and restaurants. Tenant occupancy is currently standing at 90%. For the restaurants, all six of them boast spectacular harbour views and are new to Hong Kong, serving neo-Cantonese cuisine, high-end Chinese dining and authentic Japanese flavours. The retail section has attracted over 50 shops including the best skincare and beauty brands, trendy fashion, jewellery, travel, electronic products and much more. Some popular beauty brands, restaurants and accessory stores have already

opened one after another. Harbour North@VIC is set to synergize with the adjacent Harbour North.

Harbour North is a 13,500-square-metre (145,000-square-foot) retail component of the landmark Victoria Harbour Development, which is expected to open in phases during the next 12 months or so. The nine street-level shops beneath the Victoria Harbour Development that faces Java Road and sits adjacent to the North Point Ferry Pier Public Transport Interchange will have an aggregate floor area of about 650 square metres (7,000 square feet). Several renowned brands

have already signed up. Meanwhile, the retail podium between Hotel VIC and the street-level shops at the Victoria Harbour Development will span about 12,800 square metres (138,000 square feet). Pre-leasing agreements have also been signed with several brands.

Upon full completion, Harbour North will offer trendy fashion, jewellery and watches, skincare and beauty, international dining, a lifestyle superstore and supermarket, and much more. Alfresco dining spots that overlook harbour view will take up 15% of the gross floor area.

Harbour North@VIC is now open, delivering the latest harbourfront shopping and leisure experience  
Harbour North@VIC现已开幕，带来全新的海滨购物休闲体验





Various brands and restaurants are now in place at Harbour North@VIC  
多个品牌及餐厅现已进驻Harbour North@VIC

### New shopping and leisure spot along the harbourfront

Situated at the transportation hub connecting Island East and Island West, Harbour North and Harbour North@VIC ideally poised to benefit from the comprehensive transportation network. The retail cluster is just a few steps away from MTR North Point Station. North Point ferry pier, tram station and bus terminus are also close by, providing easy access to near and far.

Featuring a modern lifestyle concept, the retail cluster sits in an elite location right next to the harbour where the sea and sky meet. There is also a leisure zone including a green public open space of some 14,900 square metres (160,000 square feet), as well as an approximately 420-metre long promenade and a large open piazza. The place is destined to become the new shopping and leisure landmark along the North Point harbourfront.

位于北角海汇酒店基座的Harbour North@VIC，自去年底开业以来，表现理想。于去年圣诞节及今年农历新年期间，商场更与海汇酒店联手举办了丰富的推广节目，吸引不少附近居民、上班一族和在毗邻酒店住宿的游客到访消费，感受全新的海滨购物休闲体验。

### Harbour North@VIC隆重开幕

Harbour North@VIC面积约6,200平方米（67,000平方呎），合共五层，提供60间商铺，涵盖零售及餐饮，出租率目前达九成。商场内共有六间首次进驻香港的餐厅，全部坐拥无敌海景，包括新派粤菜、高级中菜与和风特色食肆。零售方面云集了50多间商铺，包括星级彩妆护肤品牌、潮流时尚服装、珠宝首饰、旅游及电子用品等。现时，多家美妆名店、饮食与时尚配饰品牌已经陆续开幕。Harbour North@VIC将与邻近商场北角汇产生协同效应。

北角汇为地标项目海璇的商场部分，楼面面积达13,500平方米（145,000平方呎），预计大概于未来12个月分阶段开业。位于海璇发展项目的基座并连接北角码头公共运输交汇处，为面向渣华道的九个临街商铺，楼面面积合共约650平方米（7,000平方呎），多个著名品牌已落实租约。至于位处海汇酒店与临街商铺中间，同属海璇发展项目的基座部分，则面积约12,800平方米（138,000平方呎），目前亦有多家品牌陆续落实租务事宜。

待北角汇全面开通后，将汇聚时尚服饰、珠宝钟表、美容化妆、国际餐饮、生活百货及超级市场等，而特色露天海景餐厅将占总楼面面积达15%。

### 海滨购物休闲新地标

北角汇及Harbour North@VIC位处贯通港岛东西区交通的枢纽，坐享完善交通网络：距离港铁北角站仅数步之遥，加上北角渡轮码头、电车站和巴士总站都近在咫尺，远近轻松可达。

整个零售群以现代生活品味为概念，拥有维港零距离的地理优势，尽览海天一色，同时提供写意舒适的休闲园区，包括近14,900平方米（160,000平方呎）的绿化公共休憩空间、长约420米的海滨长廊及大型露天广场，势将成为北角区的海滨购物休闲新地标。

# Downtown 38 in Ma Tau Kok nearly sold out<sup>8</sup>

## 马头角Downtown 38几近售罄<sup>8</sup>

Downtown 38 is the latest joint venture commercial and residential development with the Urban Renewal Authority. Situated in a prime location of Ma Tau Kok, the development is ideally poised to benefit from the nearby comprehensive transportation network and superior community facilities. Market response has been very encouraging since its launch in mid-January 2019 with all typical units sold out in just half a month<sup>8</sup>. Over 96% of all residential units were sold by 27 March 2019<sup>8</sup>, generating contracted sales of more than HK\$1,350 million<sup>8</sup>.



Downtown 38 will have a single residential tower comprising 228 premium residential units. Typical units will range from 300 to 414 saleable square feet<sup>9</sup> in one or two bedroom designs featuring practical layouts<sup>1</sup>. Special units with flat roofs and/or roofs will also be available. Almost 70% of the units will be one-bedroom residences, providing a chic living space for young elites. There will also be a residents' clubhouse and three storeys of commercial units to accommodate a variety of facilities for leisure and convenience.

Downtown 38, in the heart of Ma Tau Kok, is served by a comprehensive transportation network. The development is close to MTR To Kwa Wan Station<sup>3</sup> of Tuen Ma Line<sup>2</sup>, offering an easy connection to the MTR network. Upon the commissioning of MTR Shatin to Central Link<sup>4</sup>, residents travelling via the MTR will be able to reach the Kai Tak Development Area at two stations<sup>5</sup>. East Tsim Sha Tsui or Tsim Sha Tsui Station will be just three stations away<sup>6</sup>, while the Exhibition Center Station on the Hong Kong Island Section will also be just three stations away<sup>7</sup>. In addition, there are several bus routes in the neighbourhood linking the cores of Hong Kong Island, Kowloon and the New Territories.

集团现正与市区重建局合作发展全新商业及住宅发展项目Downtown 38。发展项目位于马头角核心地段，集完善交通网络及优越社区生活配套于一身。自2019年1月中推出以来，备受市场欢迎，在短短半月内，所有标准单位已经售罄<sup>8</sup>。截至2019年3月27日，已售出全部住宅单位逾96%<sup>8</sup>，合约销售总额超过13.5亿港元<sup>8</sup>。

Downtown 38为单幢式住宅大楼，共提供228个优质住宅单位。标准单位实用面积<sup>9</sup>由300至414平方呎，户型有一房或两房设计<sup>1</sup>，方正实用；另设连平台及/或连天台的特色单位。设计规划以一房单位为主，占整体近七成，适合追求时尚生活的年轻精英居住。发展项目亦设有住客会所及三层商业楼层，提供多元化设施，让住客享受惬意便利的生活。

Downtown 38位于马头角核心地段，交通网络四通八达，出入方便。发展项目邻近港铁屯马线<sup>2</sup>土瓜湾站<sup>3</sup>，坐享完善的港铁线路网络。待港铁沙中线<sup>4</sup>通车后，住客乘搭港铁，两站直达启德发展区<sup>5</sup>，三站即可达尖东或尖沙咀站<sup>6</sup>，而前往港岛区会展站亦只有三站之距<sup>7</sup>。此外，区内亦有多条巴士路线覆盖，贯连港九新界核心。

### Notes

- The layouts of residential units in the Development are subject to the final approval of plans by the relevant Government departments. Please refer to the sales brochure for details. The Vendor reserves the right to alter the building plans in accordance with the terms set out in the agreements for sale and purchase.
- The "Tai Wai to Hung Hom Section" of the MTR's Shatin to Central Link is being built to connect the existing West Rail Line and the Ma On Shan Line, which will form the Tuen Ma Line after completion. Source of information: [www.mtr-shatincentrallink.hk/en/project-details/alignment.html#tabs-3](http://www.mtr-shatincentrallink.hk/en/project-details/alignment.html#tabs-3) (date of retrieval of information: 7 December, 2018). The relevant construction works of Hung Hom Station are still ongoing and the details of which are subject to announcements of the government and/or relevant organizations. The relevant facilities may not be completed or may not be available for use upon the delivery of vacant possession of the units in the Development.
- "To Kwa Wan Station" of the Tuen Ma Line is still under construction. The construction, planning, design, completion and commissioning of the constructions relating to "To Kwa Wan Station" are subject to the final announcements of the relevant government departments and/or other relevant organizations, and may not be completed, or may be altered or abandoned by the date of completion of the Development or upon the delivery of vacant possession of the units in the Development. Even after completion, the actual details of the station may differ from the information set out in this advertisement. Source of information: [www.mtr-shatincentrallink.hk/en/project-details/programme.html](http://www.mtr-shatincentrallink.hk/en/project-details/programme.html) (date of retrieval of information: 7 December, 2018).
- The Shatin to Central Link is currently under construction and its details may change from time to time (including but not limited to its routes, number of stations and distances, station entrances, design and completion date, etc.), subject to the announcements of the government or relevant organizations. The relevant facilities may not be completed or may not be available for use upon the delivery of vacant possession of the units in the Development. Source of information: [www.mtr-shatincentrallink.hk/en/project-details/alignment.html#tabs-3](http://www.mtr-shatincentrallink.hk/en/project-details/alignment.html#tabs-3) (date of retrieval of information: 7 December, 2018).
- Through the MTR's Tuen Ma Line (under construction), from To Kwa Wan Station (under construction) via Sung Wong Toi Station (under construction) to Kai Tak Station (under construction). The Tuen Ma Line is currently under construction and its details may change from time to time (including but not limited to its routes, number of stations and distances, station entrances, design and completion date, etc.), subject to the announcements of the government or relevant organizations. The relevant facilities may not be completed or may not be available for use upon the delivery of vacant possession of the units in the Development. The construction, planning, design, completion and commissioning of the constructions relating to "To Kwa Wan Station", "Sung Wong Toi Station" and "Kai Tak Station" are subject to final announcements of the relevant government departments and/or other relevant organizations, and may not be completed, or may be altered or abandoned by the date of completion of the Development or upon the delivery of vacant possession of the units in the Development. Even after completion, the actual details of the stations may differ from the information set out in this advertisement. The Kai Tak Development Area is still under construction/planning. The final planning, design and date of completion are subject to the final announcements of the relevant government authorities. The Vendor does not make any representation or warranty whatsoever, whether express or implied, in respect of whether the project and/or the plan will be confirmed and when they will be confirmed or completed. Source of information: [www.mtr-shatincentrallink.hk/en/project-details/alignment.html#tabs-3](http://www.mtr-shatincentrallink.hk/en/project-details/alignment.html#tabs-3) (date of retrieval of information: 7 December, 2018).

This rendering shows the general condition of the external appearance of some parts of the Development only and does not show (or only shows a simplified version of) the surrounding roads, buildings and environment of the Development and does not reflect the actual or final conditions of the texture, style and lustre of the building materials. The colour, layouts, materials, fittings, finishes, appliances, lightings, plants and other items as shown in the rendering may not be provided in the Development upon completion. The vendor reserves the right to modify, amend and change the building plans of the Development and the design, layouts, materials, fittings, finishes and appliances of any part of the Development. The rendering represents an artist's impression of the Development concerned only and does not reflect the actual external appearance of the Development or its final condition, views and actual surrounding environment of the Development upon completion. The rendering has been edited and processed with computerized imaging techniques and is for reference only and shall not constitute or be construed as constituting any offer, representation, undertaking, warranty or contract terms, whether express or implied, on the part of the Vendor regarding the Development or any part thereof.

此模拟效果图只显示发展项目其中部分的大概外观状况，并未显示（或简化处理）发展项目附近的道路、建筑物及环境，亦未反映可能出现在发展项目外墙之冷气机、喉管、格栅及其他设施，亦不反映建筑物料的质地、式样及光泽的实际或最终状况。模拟效果图中所示的颜色、布局、用料、装置、装修物料、设备、灯饰、植物及其他物件不一定会在日后落成的发展项目提供。卖方保留权利变更、修改和更改发展项目的建筑图则及发展项目任何部分的设计、布局、用料、装置、装修物料及设备。模拟效果图显示纯属画家对有关发展项目之想像，并不反映发展项目落成时的实际外观或其最终状况、景观及实际周边环境。模拟效果图经电脑修饰处理，仅供参考，并不构成亦不应诠释为卖方对发展项目或其任何部分作出任何明示或暗示的要约、陈述、承诺、保证或合约条款。

6. Through the MTR's Tuen Ma Line (under construction) from To Kwa Wan Station (under construction) to Ho Man Tin Station and Hung Hom Station, and then take the West Rail Line to East Tsim Sha Tsui Station or Tsim Sha Tsui Station. The Tuen Ma Line is currently under construction and its details may change from time to time (including but not limited to its routes, number of stations and distances, station entrances, design and completion date, etc.), subject to the announcements of the government or relevant organizations. The relevant facilities may not be completed or may not be available for use upon the delivery of vacant possession of the units in the Development. The construction, planning, design, completion and commissioning of the constructions relating to "To Kwa Wan Station" are subject to the final announcements of the relevant government departments and/or other relevant organizations, and may not be completed, or may be altered or abandoned by the date of completion of the Development or upon the delivery of vacant possession of the units in the Development. Even after completion, the actual details of the station may differ from the information set out in this advertisement. The relevant construction works of Hung Hom Station are still ongoing and the details of which are subject to the announcements of the government or relevant organizations. The relevant facilities may not be completed or may not be available for use upon the delivery of vacant possession of the units in the Development. Source of information: [www.mtr-shatincentrallink.hk/en/project-details/alignment.html#tabs-3](http://www.mtr-shatincentrallink.hk/en/project-details/alignment.html#tabs-3) (date of retrieval of information: 7 December, 2018).

7. Through the MTR's Tuen Ma Line (under construction) from To Kwa Wan Station (under construction) to Ho Man Tin Station and Hung Hom Station, and then take East Rail Line to Exhibition Center Station (under construction). The Tuen Ma Line is currently under construction and its details may change from time to time (including but not limited to its routes, number of stations and distances, station entrances, design and completion date, etc.), subject to the announcements of the government or relevant organizations. The relevant facilities may not be completed or may not be available for use upon the delivery of vacant possession of the units in the Development. The construction, planning, design, completion and commissioning of the constructions relating to "To Kwa Wan Station" and "Exhibition Center Station" are subject to the final announcements of the relevant government departments and/or other relevant organizations, and may not be completed, or may be altered or abandoned by the date of completion of the Development or upon the delivery of vacant possession of the units in the Development. Even after completion, the actual details of the stations may differ from the information set out in this advertisement. The relevant construction works of Hung Hom Station are still ongoing and the details of which are subject to the announcements of the government or relevant organizations. The relevant facilities may not be completed or may not be available for use upon the delivery of vacant possession of the units in the Development. Source of information: [www.mtr-shatincentrallink.hk/en/project-details/alignment.html#tabs-3](http://www.mtr-shatincentrallink.hk/en/project-details/alignment.html#tabs-3) (date of retrieval of information: 7 December, 2018).

8. In respect of the Information on Sales Arrangements No.1 published by the Vendor on 15 January 2019, Preliminary Agreements for Sale and Purchase of all the 155 specified residential properties covered by the Information on Sales Arrangements No.1 were entered into on 19 January 2019. In respect of the Information on Sales Arrangements No.2 published by the Vendor on 22 January 2019, Preliminary Agreements for Sale and Purchase of all the 66 specified residential properties covered by the Information on Sales Arrangements No.2 were entered into on 26 January 2019. Preliminary Agreements for Sale and Purchase of a total number of 221 specified residential properties have been entered into, representing over 96% of all the 228 specified residential properties in the Development. The total amount of transaction price of all the 221 specified residential properties in respect of which Preliminary Agreements for Sale and Purchase were entered into is more than HK\$1,350 million. The information provided in the Register of Transactions shall prevail. The electronic copy of the Register of Transactions is available for inspection on [www.downtown38.com](http://www.downtown38.com).

9. The saleable area of a residential property is calculated in accordance with Section 8 of the Residential Properties (First-hand Sales) Ordinance. Saleable area of a residential property means the floor area of the residential property and includes the floor area of balcony, utility platform and verandah (if any). Saleable area excludes the area of every one of the items specified in Part 1 of Schedule 2 to the Residential Properties (First-hand Sales) Ordinance. The areas as specified above are converted at a rate of 1 square metre = 10.764 square feet and rounded off to the nearest whole square feet, which may be slightly different from those shown in square metre.

## 备注

- 发展项目的单位户型以政府有关部门最后批准的图则为准，详情请参阅售楼说明书。买方保留根据买卖合约条文更改建筑图则的权利。
- 兴建中之沙中线的“大围至红磡段”将现有的西铁线及马鞍山线连接起来，组成屯马线。相关资料来源<http://www.mtr-shatincentrallink.hk/tc/project-details/alignment.html#tabs-3>，资料抽取日期为2018年12月7日。红磡站的相关工程仍在进行中，其详情以政府或有关机构公布为准。有关设施可能于发展项目入伙时尚未完成或启用。
- 屯马线的“土瓜湾站”在兴建中。兴建中之“土瓜湾站”的相关工程之建造、规划、设计、落成及启用均以政府有关部门及/或其他相关机构最终公布为准，于本发展项目落成及入伙时可能尚未完成或受到更改或放弃；即使落成后其实际详情亦可能与本广告所述者不同。相关资料来源<http://www.mtr-shatincentrallink.hk/tc/project-details/programme.html>，资料抽取日期为2018年12月7日。
- 兴建中之沙中线的详情（包括但不限于其路线、途经车站数目及距离、车站入口、设计及通车日期等）可能不时更改，以政府或有关机构公布为准。有关设施可能于发展项目入伙时尚未完成或启用。相关资料来源<http://www.mtr-shatincentrallink.hk/tc/project-details/alignment.html#tabs-3>，资料抽取日期为2018年12月7日。
- 以港铁屯马线（兴建中）、由土瓜湾站（兴建中）经宋皇台站（兴建中）至启德站（兴建中）。兴建中之屯马线的详情（包括但不限于其路线、途经车站数目及距离、车站入口、设计及通车日期等）可能不时更改，以政府或有关机构公布为准。有关设施可能于发展项目入伙时尚未完成或启用。兴建中之“土瓜湾站”、“宋皇台站”及“启德站”的相关工程之建造、规划、设计、落成及启用均以政府有关部门及/或其他相关机构最终公布为准，于本发展项目落成及入伙时可能尚未完成或受到更改或放弃；即使落成后其实际详情亦可能与本广告所述者不同。红磡站的相关工程仍在进行中，其详情以政府或有关机构公布为准。有关设施可能于发展项目入伙时尚未完成或启用。相关资料来源<http://www.mtr-shatincentrallink.hk/tc/project-details/alignment.html#tabs-3>，资料抽取日期为2018年12月7日。
- 以港铁屯马线（兴建中）、由土瓜湾站（兴建中）经何文田站及红磡站，再以港铁西铁线，至尖东或尖沙咀站。兴建中之屯马线的详情（包括但不限于其路线、途经车站数目及距离、车站入口、设计及通车日期等）可能不时更改，以政府或有关机构公布为准。有关设施可能于发展项目入伙时尚未完成或启用。兴建中之“土瓜湾站”的相关工程之建造、规划、设计、落成及启用均以政府有关部门及/或其他相关机构最终公布为准，于本发展项目落成及入伙时可能尚未完成或受到更改或放弃；即使落成后其实际详情亦可能与本广告所述者不同。红磡站的相关工程仍在进行中，其详情以政府或有关机构公布为准。有关设施可能于发展项目入伙时尚未完成或启用。相关资料来源<http://www.mtr-shatincentrallink.hk/tc/project-details/alignment.html#tabs-3>，资料抽取日期为2018年12月7日。
- 以港铁屯马线（兴建中）、由土瓜湾站（兴建中）经何文田站及红磡站，再以港铁东铁线，至会展站（兴建中）。兴建中之屯马线的详情（包括但不限于其路线、途经车站数目及距离、车站入口、设计及通车日期等）可能不时更改，以政府或有关机构公布为准。有关设施可能于发展项目入伙时尚未完成或启用。兴建中之“土瓜湾站”及“会展站”的相关工程之建造、规划、设计、落成及启用均以政府有关部门及/或其他相关机构最终公布为准，于本发展项目落成及入伙时可能尚未完成或受到更改或放弃；即使落成后其实际详情亦可能与本广告所述者不同。红磡站的相关工程仍在进行中，其详情以政府或有关机构公布为准。有关设施可能于发展项目入伙时尚未完成或启用。相关资料来源<http://www.mtr-shatincentrallink.hk/tc/project-details/alignment.html#tabs-3>，资料抽取日期为2018年12月7日。
- 就卖方于2019年1月15日发布的销售安排资料第1号而言，当中涵盖的155个指明住宅物业，均于2019年1月19日全部订立临时买卖合约。就卖方于2019年1月22日发布的销售安排资料第2号而言，当中涵盖的66个指明住宅物业，均于2019年1月26日全部订立临时买卖合约。总共有221指明住宅物业订立临时买卖合约，占发展项目中总数为228个指明住宅物业的逾96%。已订立临时买卖合约的所有221指明住宅物业，其成交金额总额超过港币13.5亿元。以上资料以成交纪录册为准。成交纪录册的电子版本可在[www.downtown38.com](http://www.downtown38.com)浏览。
- 住宅物业的实用面积是按照《一手住宅物业销售条例》第8条计算得出。住宅物业的实用面积是指该物业的楼面面积，并包括露台、工作平台及阳台（如有）的楼面面积。实用面积不包括《一手住宅物业销售条例》附表2第1部所指明的每一项目的面积。上述所列之面积是以平方呎列明，均以1平方米=10.764平方呎换算，并以四舍五入至整数平方呎，平方呎与平方米之数字可能有些微差异。

Name of the Development: Downtown 38

District: Ma Tau Kok

Name of Street and Street Number at which the Development is situated: No. 38 Pak Tai Street\*

The address of the website designated by the Vendor for the Development for the purposes of Part 2 of the Residential Properties (First-hand Sales) Ordinance: [www.downtown38.com](http://www.downtown38.com)

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

Vendor: Urban Renewal Authority (as "Owner"), Top Deluxe (H.K.) Limited (as "Person so engaged") (Remarks: "Owner" means the legal or beneficial owner of the residential properties of the Development; "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 Development.)

Holding companies of the Vendor: Holding company of the Owner (Urban Renewal Authority): Not applicable

Holding companies of the Person so engaged (Top Deluxe (H.K.) Limited): Superb Result Holdings Limited, Time Effort Limited, Sun Hung Kai Properties Limited

Authorized person for the Development: NG Kwok Fai

The firm or corporation of which the authorized person for the Development is a proprietor, director or employee in his or her professional capacity: LWK & Partners (HK) Limited

Building contractor for the Development: Chun Fai Construction Company Limited

The firm of solicitors acting for the owner in relation to the sale of residential properties in the Development: Kao, Lee & Yip; Mayer Brown

Authorized institution that has made a loan, or has undertaken to provide finance, for the construction of the Development: The Hongkong and Shanghai Banking Corporation Limited

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

The estimated material date for the Development to the best of the Vendor's knowledge: 31 March 2020. "Material date" means the date on which the conditions of the land grant are complied with in respect of the Development. 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.

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

\*The provisional street number is subject to confirmation when the Development is completed.

Date on which this advertisement is printed: 3 April 2019

发展项目名称: Downtown 38

区域: 马头角

发展项目所位于的街道名称及门牌号数: 北帝街38号\*

卖方为施行《一手住宅物业销售条例》第2部而就发展项目指定的互联网网站的网址:

[www.downtown38.com](http://www.downtown38.com)

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: 市区重建局 (作为“拥有人”)、同德 (香港) 有限公司 (作为“如此聘用的人”) (附注: “拥有人”指发展项目的住宅物业的法律上的拥有人或权益拥有人; “如此聘用的人”指拥有人聘用以统筹和监管发展项目的设计、规划、建造、装置、完成及销售的过程的人。)

卖方的控股公司: 拥有人 (市区重建局) 的控股公司: 不适用

如此聘用的人 (同德 (香港) 有限公司) 的控股公司: Superb Result Holdings Limited, Time Effort Limited, 新鸿基地产发展有限公司

发展项目的认可人士: 吴国辉

发展项目的认可人士以其专业身分担任经营人、董事或雇员的商号或法团: 梁黄顾建筑师 (香港) 事务所有限公司

发展项目的承建商: 骏辉建筑有限公司

就发展项目中的住宅物业的出售而代表拥有人人事的律师事务所以: 高李叶律师行、孖士打律师行

已为发展项目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: 香港上海汇丰银行有限公司

已为发展项目的建造提供贷款的任何其他人: Sun Hung Kai Properties Holding Investment Limited

尽卖方所知的发展项目的预计关键日期: 2020年3月31日。\*“关键日期”指批地文件的条件就发展项目而获符合的日期。

预计关键日期: 是受到买卖合同所允许的任何延期所规限的。

卖方建议准买方参阅有关售楼说明书，以了解发展项目的资料。

本广告由卖方或在卖方的同意下发布。

\*此临时门牌号有待发展项目建成时确认

本广告之印制日期: 2019年4月3日



Cullinan West features an approximately 50-metre outdoor swimming pool and an approximately 25-metre children's swimming pool<sup>4</sup>  
汇玺设有长约50米的室外泳池及约25米的儿童专用泳池<sup>4</sup>

## Cullinan West atop MTR Nam Cheong Station begins handover, offering chic, luxury living

### 12 港铁南昌站汇玺交楼 尽享时尚品味生活

Cullinan West, Phase 2A of the large-scale residential development atop MTR Nam Cheong Station, has been completed, with buyers now taking possession of their new homes. The development's overall design and choice of materials have been thoughtfully planned. The shopping mall and MTR Nam Cheong Station at the podium highlight the true convenience of living in the heart of the city.

#### Units offer open views plus a wide range of facilities at the twin clubhouses

Cullinan West is specifically designed in a linear arrangement spreading out along the harbourfront to provide most units with extensive views<sup>1</sup>. The panoramic windows of all residential units are fitted with insulating glass<sup>2</sup> for an even more comfortable indoor environment.

The twin clubhouses<sup>3</sup> of Cullinan West are built in two phases. The first phase of the clubhouses spans over 180,000 square feet with communal gardens and leisure spaces. There is a wide range of recreational facilities as well, including an approximately 50-metre outdoor swimming pool, an approximately 25-metre children's swimming pool and jacuzzi. The gym has a weight-lifting zone and nearly 60 pieces of high-tech fitness

equipment as well as a boxing ring and aerial yoga facilities. Residents can play badminton or basketball at the multi-purpose sports hall. The children's area has a children's library, children's basketball court and a double-decker playground with pipe slides. There is also a multi-purpose function room, 3D cinema and much more.

#### Convenience of double railway line access and comprehensive community facilities

Cullinan West atop MTR Nam Cheong Station is set to benefit from its prime location as the only MTR interchange station that connects to both West Rail Line and Tung Chung Line. Residents can enjoy transport ease travelling to city centres of Hong Kong Island and Kowloon, northwest New Territories, Hong Kong International Airport as well as convenient access to the mainland Express Rail Link.

Cullinan West will have a large shopping mall called V Walk at the podium. When the mall opens, residents will be able to access it directly from the estate, putting enjoyable shopping and dining as well as entertainment and leisure options just a few steps away.

港铁南昌站上盖的大型住宅项目第2A期汇玺最近落成，集团现正安排业主陆续收楼。项目的整体设计以至用料均经过精心规划，基座设有商场及港铁南昌站，住客可尽享都会核心便利。

**单位景观开扬 双会所设备多元化**  
汇玺迎海而建，整体规划采用横排式设计，令大部分单位都可享开阔景观<sup>1</sup>。所有住宅单位景观窗特别选用双层中空玻璃<sup>2</sup>，令室内环境更加舒适。

汇玺特设双会所<sup>3</sup>，分两期发展。首期会所连同公用花园及游乐地方总面积



The comprehensive gym provides about 60 pieces of advanced training equipment<sup>5</sup>  
健身室设备完善，设有近60部新颖的健身器材<sup>5</sup>

超过180,000平方呎，设有多元化康乐设施，包括长约50米室外泳池、长约25米儿童专用泳池及按摩池。健身室设有重量训练区，并购置了近60部新颖的健身器材，另有拳击擂台及空中瑜伽设施。会所的多用途竞技场可用作羽毛球球场或篮球场。儿童区有儿童阅读阁、儿童篮球场及连接管道滑梯的双层玩乐设施。会所亦设有多用途宴会厅及3D电影院等。

## 汇聚双铁路优势 社区配套完善

汇玺位处港铁南昌站上盖，属于唯一贯穿西铁线及东涌线的港铁交汇点，坐享双铁路优势。住客来往港九市中心、新界西北、香港国际机场，甚至连系内地高铁网络亦十分便捷。

汇玺基座将设有大型商场V Walk，待商场开业后，住客可由屋苑直达商场，衣食住行娱乐休闲都近在咫尺。

### Notes

- The above serves only as a brief description of the surrounding area of Cullinan West Development. It does not represent all units or all parts of the units can enjoy the said view. The view is affected by the unit's floor level, orientation and surrounding buildings and environment, and is not applicable to all units or all parts of the units. The surrounding buildings and environment may change from time to time. The Vendor does not make any contractual term, offer, representation, undertaking or warranty whatsoever, whether express or implied, regarding the view and the surrounding environment.
- For details, please refer to the section of "Fittings, Finishes and Appliances" in the sales brochure of the Phase of the Development.
- Names of different areas and facilities of the clubhouse are promotional names used in promotional materials only. Such names will not appear in the deed of mutual covenant, the preliminary agreement for sale and purchase, agreement for sale and purchase, assignment, or any other title deeds or documents. The facilities of the clubhouse and/or recreational facilities and the dates of completion thereof are subject to final approval by the Buildings Department, Lands Department and/or other relevant government authorities. The opening hours and use of the various facilities in the clubhouse are subject to the relevant laws, land grant, deed of mutual covenant, clubhouse regulations and the actual site conditions. The clubhouse/recreational facilities may not be available for immediate use at the time of handover of the residential properties of the Development. The use or operation of some of the facilities and/or services may be subject to the consent or permit issued by relevant government departments, or may require additional payments.
- The photo was taken on 14 December 2018 at the Cullinan West Development and has been processed with computerized imaging techniques. The photo is for reference only.
- The photo was taken on 7 December 2018 at the Cullinan West Development and has been processed with computerized imaging techniques. The photo is for reference only.

### 备注

- 上述仅为汇玺发展项目周边环境的大概描述，并不代表其所有单位或单位所有部分同时享有上述景观。所述景观受单位所处楼层、座向及周边建筑物及环境影响，并非适用于所有单位或其所有部分，且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合约条款、要约、陈述、承诺或保证。
- 详情请参阅发展项目期数售楼说明书之“装置、装修物料及设备”部分。
- 会所各区域及设施的名称为推广名称并仅于推广资料中显示，将不会在公契、临时买卖合约、买卖合约、转让契或其他业权契据中显示。会所及/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。会所不同设施之开放时间或使用受相关法律、批地文件、公契条款、会所使用守则及现场环境状况限制。会所/康乐设施于发展项目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政府有关部门发出之同意书或许可证或须额外付款。
- 图片于2018年12月14日拍摄于汇玺发展项目，并经电脑修饰处理，仅供参考。
- 图片于2018年12月7日拍摄于汇玺发展项目，并经电脑修饰处理，仅供参考。

Name of the Phase of the Development: Phase 2A ("the Phase") of Cullinan West Development (Tower 1 (1A & 1B), Tower 2 (2A & 2B), Diamond Sky Mansion, Luna Sky Mansion, Star Sky Mansion, Sun Sky Mansion, Ocean Sky Mansion of the residential development in the Phase is called "Cullinan West")

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.cullinanwest.com.hk](http://www.cullinanwest.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 on-site 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"), Joynield 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 Vendor (Owner): West Rail Property Development Limited

Holding companies of the Vendor (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 firms of solicitors acting for the Owner in relation to the sale of residential properties in the Phase: Deacons, Slaughter and May, Mayer Brown, Woo Kwan Lee & Lo, Wong & Poon

Authorized institution that has made a loan, or has undertaken to provide finance, for the construction of the Phase: The Hongkong and Shanghai Banking Corporation Limited (The relevant undertaking has been cancelled)

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

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: 3 April 2019

发展项目期数名称：汇玺发展项目的第2A期（“期数”）（期数中住宅发展项目的第1座（1A及1B）、第2座（2A及2B）、天钻汇、月钻汇、星钻汇、日钻汇及海钻汇称为“汇玺”）

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.cullinanwest.com.hk](http://www.cullinanwest.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。）

卖方（拥有人）的控股公司：西铁物业发展有限公司

卖方（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：陈韵明

期数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：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行事的律师事务所：的近律师行、司达达律师楼、孖士打律师行、胡关李罗律师行、王潘律师行

已为期数的建造提供贷款或已承诺为该项目建设提供融资的认可机构：香港上海汇丰银行有限公司（有关承诺已经取消）已为期数的建造提供贷款的任何其他人：Sun Hung Kai Properties Holding Investment Limited

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：2019年4月3日

## Lime Gala in Shau Kei Wan blends nature into its chic, stylish design

### 筲箕湾形荟融合自然 设计时尚型格

Lime Gala, the Group's latest large-scale development in Shau Kei Wan, has been completed with owners currently taking possession of their new homes. The entire project's design thoroughly blends nature into living, making it feel like an urban oasis. Residents can enjoy the privileged twin residents' clubhouses<sup>1</sup> as well as the comprehensive facilities in the neighbourhood. The development is poised to set a new lifestyle standard in the district.

#### Stylish twin residents' clubhouses

Planned by the renowned Japanese stylish designer Jumpei Yamagiwa, Lime Gala's twin residents' clubhouses<sup>1</sup> feature a healthy lifestyle. Natural elements like water and green plants have been adopted in the design to boost freshness and vitality. To leverage the concept of residence extension, the outdoor water views and sunlight are extended indoors while the interior design is reflected outdoors, effectively merging the two spaces.

The residents' clubhouses<sup>1</sup> are equipped with a 20-metre long indoor heated pool and a 25-metre long outdoor pool<sup>1</sup>, facilities not commonly found in the clubhouses in the district. Other facilities include a sky

bar, banquet room with kitchen utensils and outdoor barbecue facilities. The gym room is fitted with floor-to-ceiling windows to enhance spaciousness. There are also some 30 pieces of the latest fitness equipment and a spinning room.

#### Wise use of space and thoughtful designs

The Group builds its development following detailed plans, premium materials and thoughtful designs. Lime Gala's residential units are built with practical rectangular-shaped living / dining rooms. The sliding glass doors to the balconies allow more natural light and outdoor vistas. The open kitchens of some typical two-bedroom units feature a sliding glass door to block cooking fumes while retaining the spacious feel. Some typical one-bedroom units have double doors

bathroom, with one door opening up to the bedroom and the other to the living / dining room, which effectively transforms it into an en-suite bedroom for greater flexibility.

#### Technology-driven management service

Lime Gala has adopted the mobile phone app Live e-asy<sup>2</sup> to assist with management service responsibilities. Residents can access the estate lobby and clubhouses with the virtual key embedded in the app, which will soon be upgraded to allow access to lifts and mailboxes too. Residents can also check the latest estate news, community facilities and concierge services under the home convenience programme<sup>2</sup> from the mobile phone app for extra convenience.

Lime Gala residents' clubhouses<sup>1</sup> feature a 20-metre long indoor pool and a 25-metre long outdoor pool<sup>1</sup>, facilities not commonly found in the clubhouses in the district  
形荟的住客会所<sup>1</sup>特别设有长达20米及25米的室内外双泳池<sup>1</sup>，属区内少见的会所设施



集团位于筲箕湾的最新大型发展项目形荟早前落成，业主现正陆续签收单位。整个项目设计将大自然由外而内融入生活，让人仿如置身城市中的绿洲。住客可享用星级双住客会所<sup>1</sup>及完善的社区配套，发展项目势必成为区内生活新典范。

### 型格双住客会所

形荟特设双住客会所<sup>1</sup>，由日本著名型格设计师山际纯平设计，以健康生活为主题，以水和绿色植物等自然元素为蓝本，为空间增添清新活力。为发挥延长居所的意念，特别将室外水景及光线伸延至室内，同时把室内设计映照到室外，把内外融为一体。

住客会所<sup>1</sup>设有分别长达20米及25米的室内外双泳池<sup>1</sup>，区内少见，室内泳池更设置恒温系统。其他设施有空中休闲吧、附设厨具的宴会厅及露天烧烤设施。健身室选用全落地玻璃，开阔舒适。住客可享用约30部不同种类的新颖健身器材及动感单车房。

### 善用空间 设计贴心

集团悉心规划发展项目，选用优质材料，配合贴心细节。形荟的住宅单位客饭厅呈长方形设计，间隔实用。露台采用玻璃趟门，增加采光之余，可将室外景致引入室内。部分标准两房单位的开放式厨房设有玻璃趟门，既可阻隔油烟，亦可保留空间感。部分标准一房单位采用浴室双门设计，同时连接睡房及客饭厅，令睡房可变为套房，增添灵活性。

### 管理服务紧贴科技潮流

形荟采用屋苑手机应用程序Live e-asy<sup>2</sup>，住客使用其电子住户证，即可凭手机进出屋苑大堂及会所，稍后更可凭手机使用升降机及开启信箱，畅通无阻。住客亦可通过手机应用程序查询屋苑最新消息、社区设施，以至家居服务计划的礼宾服务<sup>2</sup>，方便快捷。

#### Notes

1. The actual condition of the clubhouse upon completion may differ from the descriptions contained herein and is subject to the final plans approved by the relevant government departments. Uses and opening hours of the facilities of the Development are subject to the restrictions set out in the relevant legislations, land grant and deed of mutual covenant, clubhouse rules as well as actual site constraints. The clubhouse/recreational facilities may not be available for immediate use at the time of handing over of the residential properties in the Development. Fees may be charged for the use of the clubhouse and recreational facilities. The Vendor reserves the right to make modifications and changes to the clubhouse facilities and its design without notice to any purchaser.
2. The property management services and other abovementioned 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 companies may determine the charges, terms of use, operation hours and service provision period of its management service or other abovementioned services at their own discretion, but subject to the terms and conditions stated in the deed of mutual covenant, service contract or other relevant legal documents. Live e-asy is a smartphone application and there may be modification, expansion, reduction or adjustment of its functions and service coverage from time to time without prior notice to purchasers or users. The application Live e-asy may not be available for immediate use at the time of handing over of the residential properties in the Development. The above information does not constitute and shall not be construed as constituting any offer, representation, undertaking or warranty (whether express or implied) by the Vendor in relation to the usage, operation and/or provision of the facilities and/or services.
3. This photograph was taken at Lime Gala on 22 January 2019. It has been edited and processed with computerized imaging techniques and is for reference only.

#### 备注

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# Park Royale Phase 2B Skye Summit in Guangzhou sees robust sales

## 广州御华园第2B期晓峰销情炽热

Spanning a gross floor area of more than 743,200 square metres (eight million square feet), Park Royale is a wholly-owned major premium residential development in Huadu, Guangzhou that is being developed in phases. Phase 2B Skye Summit made its debut late last year and received an overwhelmingly positive response from home buyers and investors.

Park Royale Phase 1 is nearly sold out and residences have been handed over to buyers since late 2014. Phase 2A Royal Green's units, which have been handed over to buyers since the third quarter of 2017, have won high praise from owners for their exquisite design and premium building quality. Riding on this strong momentum, Phase 2B Skye Summit was launched in the fourth quarter of 2018. To date, over 700 units across four residential towers have been put on the market with total contracted sales exceed RMB 800 million.

### Comprehensive facilities in a tranquil setting

Skye Summit will provide over 1,000 premium residences across six residential towers. Units will range from about 67 to 134 square metres (720 to 1,440 square feet) with practical designs and various layouts, featuring two to four bedroom configurations in order to suit

the needs of different families. Floor-to-floor heights will reach approximately 3.15 metres to provide a spacious feeling. The design and layouts will be upgraded compared with previous phases to maximize the use of space. The enlarged balconies will offer wider views and allow more expansive greenery as well as more natural light and ventilation. Some high floor units facing southeast will even overlook the entire Hongxiuquan Reservoir.

Park Royale's main entrance features a large vertical green wall of approximately 100 metres long. Inspired by French Monet-style garden, the Phase 2 garden will cover nearly 46,500 square metres (500,000 square feet) with almost 100 plant species to be changed seasonally. There will also be recreational facilities inside the park including a playground

for toddlers, playground for children, fitness stations, running track, garden jogging track, nature walking trail and more.

Park Royale in the heart of Shiling, Huadu is surrounded by the scenic Hongxiuquan Reservoir nearby and the emerald Wangzi Mountain at the back. The tranquil neighbourhood is close to daily necessities including a shopping mall, supermarket, government offices, a hospital and schools. A residents' shuttle bus service is available to provide a direct transit connection to Guangzhou Metro Line 9 Ma'anshan Park Station which offers easy access to the Guangzhou city centre.

Park Royale Phase 2B Skye Summit overlooking the stunning Hongxiuquan Reservoir nearby  
御华园第2B期晓峰毗邻洪秀全水库·景色优美



御华园为集团在广州花都区全资拥有的大型优质住宅项目，总楼面面积逾743,200平方米（800万平方呎），分多期发展。第2B期晓峰于去年底开售，深受一众置业人士及投资者追捧。

御华园第1期单位已几近售罄，并已于2014年底交楼。第2A期翡翠倚峦亦于2017年第三季交楼，凭著精致设计及优质建筑，备受用户高度赞赏。承接优势，项目第2B期晓峰于2018年第四季开售，至今已推出四幢住宅大楼合共超过700个单位，合约销售总额获得逾人民币八亿元。

#### 环境宁静 配套完善

晓峰由六幢住宅大楼组成，合共提供超过1,000个优质住宅单位。单位面积在约67至134平方米（720至1,440平方呎），方正实用，户型多元化，提供两房至四房单位，切合不同家庭的需要。单位楼高约3.15米，空间感

阔落。户型设计较以往期数更加实用，同时也加大了露台面积，视野开阔，为室内引入翠绿景致，提高采亮度及通风效果。部分座向东南的高层单位，更可饱览洪秀全水库全景。

御华园入口有长约100米的大型垂直绿化墙，而第二期绿化园林覆盖近46,500平方米（500,000平方呎），以法式莫奈园林为设计风格，园内选用近百种植物，随著四季更替转换。园林内更设有休闲配套设施，包括幼儿游乐场、儿童游乐场、康体园、跑步径、花园慢跑跑道及自然主题步径等。

御华园位于花都狮岭的核心地带，坐拥洪秀全水库美景，同时可眺望王子山脉，翠绿环抱，环境宁静。项目毗邻商场、超级市场、政府中心、医院及学校等，日常生活所需一应俱全。屋苑特设住客专用穿梭巴士，直达广州地铁9号线马鞍山公园站，住客可转乘地铁前往广州市中心，方便快捷。



Rendering 效果图

## Group announces 2018/19 interim results

### 集团公布2018/19年度中期业绩



Group Chairman & Managing Director Raymond Kwok (fourth right) announcing 2018/19 interim results with top management

集团主席兼董事总经理郭炳联（右四）及管理团队公布2018/19中期业绩

The Group reported underlying profit attributable to the Company's shareholders for the six months ended 31 December 2018, excluding the effect of fair-value changes on investment properties, of HK\$13,733 million. Underlying earnings per share were HK\$4.74. The directors have declared an interim dividend payment of HK\$1.25 per share, an increase of 4% from the corresponding period last year.

Revenue from property sales for the period under review as recorded in the financial statements, including revenue from joint-venture projects, was HK\$14,677 million. Profit generated from property sales was HK\$6,694 million, as compared to HK\$13,895 million for the corresponding period last year. The decrease was mainly due to the adoption of new accounting standard HKFRS 15 for revenue recognition. Effective from 1 July 2018, the Group recognizes revenue from property sales in Hong Kong upon the assignment of property ownership to the buyers, which leads to later recognition of revenue from property sales in Hong Kong. Higher property sales revenue will be recognized in the second half of the financial year.

Gross rental income, including contributions from joint-venture projects, rose 7% year-on-year to HK\$12,286 million and net rental income increased by 7% year-on-year to HK\$9,508 million during the period. The satisfactory performance was attributable to higher rents for new leases and renewals both in Hong Kong and on the mainland as well as contributions from new rental properties.

#### Prosperous outlook

Up to mid-February 2019, total contracted sales have met the financial year's full-year target of HK\$47,000 million in attributable terms. The Group has a strong pipeline of property for sale and is confident about the property sales performance in the financial year. The Group will continue to seek opportunities for land bank replenishment in Hong Kong and mainland first-tier cities, including active land use conversions of its agricultural land into buildable land, to fulfill its long-term development needs.

Recurrent income from the portfolio for property investment will be further elevated with the addition of new projects. In Hong Kong, V Walk, Harbour North and ALVA HOTEL BY ROYAL are scheduled to open in 2019. On the mainland, the portfolio for property investment is expected to expand gradually to over 2.32 million square metres (25 million square feet) by the end of 2023.

集团公布截至2018年12月31日止六个月，在撇除投资物业公平值变动的影响后，可拨归公司股东基础溢利为137.33亿港元；每股基础盈利为4.74港元。董事局宣布派发中期股息每股1.25港元，较去年同期增加4%。

连同合作项目的收益，回顾期内财务报表录得的物业销售收益为146.77

亿港元。来自物业销售的溢利为66.94亿港元，去年同期为138.95亿港元，减少主要是由于采纳新的会计准则《香港财务报告准则第15号》确认入账。自2018年7月1日起，集团以物业拥有权转让完成予买方时确认香港物业销售收入，令香港物业销售确认入账的时间比以往较迟。预期在本下半财政年度将有更多物业销售收益确认入账。

回顾期内，连同合作项目租金收入计算，总租金收入按年上升7%至122.86亿港元，净租金收入按年上升7%至95.08亿港元。租金收入有满意的表现是由于香港及内地的新租及续租租金上升，以及新收租物业带来收益。

#### 未来将可继续蓬勃发展

截至2019年2月中，按所占权益计算，合约销售总额已超越本财政年度全年目标470亿港元。集团有充裕的可销售货源，对本财政年度的物业销售表现充满信心。集团亦将继续在香港和内地一线城市购入土地，包括积极利用农地转换增加可发展的楼面，以配合长期发展需要。

随着新项目落成，物业投资组合的经常性收入将进一步提升。香港方面，V Walk、北角汇及帝逸酒店会在2019年开业。内地方面，预期物业投资组合将于2023年底前，逐步扩大至逾232万平方米（2,500万平方呎）。

#### New Non-Executive Director 新增非执行董事

Geoffrey Kwok was appointed as a Non-Executive Director with effect from 21 December 2018. He participates in managing the hotels and serviced apartments of the Group in Hong Kong and on the mainland, and will continue to make contributions to the Group's long term development.

董事局委任郭基俊为公司的非执行董事，自2018年12月21日起生效。郭先生现参与管理集团在香港及内地的酒店及服务式住宅，将继续为集团长远业务发展做出贡献。

## SUNeVision announces 2018/19 interim results

### 新意网公布2018/19年度中期业绩

SUNeVision Holdings Ltd. achieved satisfactory results for the six months ended 31 December 2018. Profit attributable to owners of the company amounted to HK\$411.5 million, an increase of 5% over the same period last year. The underlying profit attributable to owners of the company (excluding the effect of other gains) was HK\$321.5 million, an increase of 8% year-on-year.

Revenue for the period increased 18% to HK\$760 million, mainly due to revenue growth from its data centre operations. This increase was attributable to revenue growth from the flagship facility MEGA Plus in Tseung Kwan O, as well as new customers and rental reversions of existing customers at other data centres. EBITDA increased 19% year-on-year to HK\$489 million.

During the period, SUNeVision acquired a parcel of land in Tseung Kwan O designated for high-tier data centre use, which can provide approximately

111,500 square metres (1.2 million square feet) of gross floor area space. This site is adjacent to MEGA Plus with synergies in business operations expected. Together with the Tsuen Wan site acquired in January 2018, the data centre facility portfolio will be doubled to 260,100 square metres (2.8 million square feet) upon completion of the two sites. The objective is to strengthen SUNeVision's market leading position as a carrier-neutral provider with a portfolio of offerings for different needs and price points. Continuous facilities and infrastructure improvements have also been made at existing data centres. Further optimization work at MEGA-i is now underway.

新意网集团有限公司在截至2018年12月31日止六个月，表现理想。公司股东应占溢利4.115亿港元，较去年同期上升5%。公司股东应占基础溢利（撇除其他收益的影响）为3.215亿港元，较去年同期上升8%。

在数据中心收入增长带动下，期内收入上升18%至7.6亿港元。该增长受惠于将军澳旗舰数据中心MEGA Plus收入上升、其他数据中心新增客户及现有客户续租。EBITDA则按年增长19%至4.89亿港元。

期内，新意网投得一幅位于将军澳的高端数据中心专属用地，可提供总楼面面积约111,500平方米（120万平方呎），邻近MEGA Plus，将与现有的业务营运产生协同效应。连同于2018年1月投得位于荃湾的用地，待这两个项目落成后，数据中心设施组合的楼面面积将扩展一倍至260,100平方米（280万平方呎），势将强化作为中立数据中心营运商的市场领导地位，提供不同价格的产品组合，以满足客户需求。新意网亦继续提升现有数据中心的设施及基建，MEGA-i现正进行进一步的优化工程。

## SmarTone announces 2018/19 interim results

### 数码通公布2018/19年度中期业绩

SmarTone Telecommunications Holdings Limited announced its results for the six months ended 31 December 2018. During the period under review, a stable performance was achieved despite keen competition and a volatile macroeconomic environment. SmarTone's customer base increased 12% to 2.47 million while postpaid churn rate remained at an industry low of 1.0%.

During the period under review, SmarTone adopted the new accounting standard HKFRS 15. The impact on net profit was minimal with net profit at HK\$332 million, showing an increase of 1% compared to the same period last year. However, due to the reallocation of a portion of service revenue for handset-bundled plans to handset and accessory sales, reported service revenue was 7% lower while handset and accessory sales increased 79%. EBITDA was lower by 13% as handset subsidy amortization was netted off against service revenue above EBITDA.

SmarTone will continue delivering the best products and services that cater to customer

needs. The company has further refarmed spectrum to extend its network performance along MTR lines. The implementation of LAA and small cells at selected hotspots has also significantly improved network performance, especially during periods of high traffic flows. In addition, the transition of the network to a NFV architecture has increased efficiency and reduced service and product introduction times. With the acquisition of additional low frequency 900MHz & 1800MHz in the recent spectrum renewal, SmarTone's spectrum portfolio will expand in 2021, further enhancing its high quality in-building coverage and network performance.

数码通电讯集团有限公司公布截至2018年12月31日止六个月的业绩。于回顾期内，虽然市场竞争激烈及宏观经济环境波动，但业务表现依然平稳。数码通的客户人数增加12%至247万人，而月费计划的客户流失率则维持在1.0%，处业界低位。

在回顾期内，数码通采纳新的会计准则《香港财务报告准则》第15号。对净溢利的影响极少，净溢利为3.32亿港元，较去年同期增加1%。但由于手机月费计划的部分服务收入被重新调拨至手机及配件销售，服务收入下跌7%，而手机及配件销售则增长79%。由于计算EBITDA时，服务收入须先抵扣手机补贴摊销，EBITDA减少13%。

数码通将继续致力提供最优质的产品与服务，以契合客户所需。公司将进一步重整频谱，以扩展于港铁沿线范围内的网络表现。数码通于指定热点推出LAA技术及安装小型基站，亦已大幅提升网络表现，特别在网络数据流量需求上升期间的表现。此外，将网络转型至网络功能虚拟化架构，亦有助提升效率，并缩短引入服务及产品的时间。通过在近期频谱续期时额外投得的900MHz及1800MHz低频频谱，数码通将于2021年扩展频谱组合，进一步加强其优质室内覆盖及网络表现。



Chan Kam-fai

陈锦辉

Managing Director, Kai Shing  
启胜董事总经理

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## Chan Kam-fai: Making continuous improvements to embrace the era of digital property management

陈锦辉：与时俱进 迎接科技物管年代

Established in 1978, Kai Shing Management Services Limited has been a true pioneer with innovations leading the property management industry towards greater professionalism. Looking back over the past 40 years, Kai Shing Managing Director Chan Kam-fai said that the company always puts customers first while also catering to societal and market changes through innovative, professional services. 'We don't want our staff to blindly believe "the customer is always right", but rather we ask the entire team to understand the true needs of users and provide them with the most appropriate services.'

### Serving with heart, enhancing property values

'The value of a property project comprises the "value of the lot" and "the value of the property". The former is determined by the project's location, while the latter depends on the entire project's maintenance, facility enhancement as well as customer services and security levels.' Chan points out that the company's professional, quality services over the years have not only raised the property value of its managed properties, but they have also propelled the continuous development of Hong Kong's property management industry.

Over the past 40 years, Kai Shing has been committed to providing quality property management services. As early as 1996, the property management company was the first to earn the ISO 9002 international quality management certification from

the Hong Kong Quality Assurance Agency among its peers. In 2000, Kai Shing stepped up its efforts and had been accredited with ISO 9001 international standard for all managed properties. At the same time, Kai Shing has been actively creating a green environment for both commercial and residential communities. Since the Environmental Campaign Committee established the Hong Kong Awards for Environmental Excellence, Kai Shing has been the only organization to win the gold award 11 times, which serves as a testament to its pursuit of quality and professionalism as well as earning the widespread market and industry recognition.

Chan Kam-fai recalls that there were only a few people at the headquarters when he joined Kai Shing in 1985. Today, the company employs more than 9,000 staff across the mainland and Hong Kong. There are over 180 projects currently under Kai Shing's management in Hong Kong

alone, comprising grade-A offices, shopping malls, various types of residential properties, clubhouses and industrial buildings. Key projects include the International Commerce Centre, New Town Plaza, The Leighton Hill, the YOHO series and The Wings series. The portfolio covers a total area of more than 9.29 million square metres (100 million square feet) (equivalent to 50 Victoria Parks), serving over one million customers per day. Chan believes that the concept of the property management industry has gradually shifted away from 'management' to 'service', which is, in essence, a people-oriented approach drawn from the perspective of residents.

### Making continuous improvements, setting precedents

According to Chan, there have been several milestones over the course of Kai Shing's 40-year development. Completed in 1990, Pacific

View went beyond the conventional property management service offerings by becoming Hong Kong's first residential development to feature a clubhouse that offered both catering and recreation services. Thanks to Kai Shing's groundbreaking effort back then, clubhouses have now become a basic facility of local residential estates. With the opening of The Leighton Hill in 2000, Kai Shing once again set a new paradigm in property management by introducing hotel-style butler services, which established a new service standard for the industry.

An industry leader must constantly innovate, but 'innovation' is easier said than done. In order to provide a new service, the entire team needs to explore, discuss, and learn together step by step to accumulate valuable experience. Chan said, 'Take The Leighton Hill as an example, we had no prior experience providing hotel-style butler services, so we sent colleagues to the Four Seasons Hotel in Singapore to learn from them. We also began recruiting university graduates to work as concierges. These efforts helped redefine our property management services.' Chan also notes that the driving force behind their innovation stems from SHKP's spirit of 'continuous improvement' that Kai Shing has put into practice. Their staff pay close attention to customers' needs and study how to provide even more attentive services. Chan added, 'For example, YOHO Town's residents are mostly young people whose schedules are relatively flexible. That's why the residence features Hong Kong's first 24-hour clubhouse to meet their actual needs.' The property management industry can never stand still with the ever-changing lifestyle of people. Looking ahead, Chan believes that the application of new technologies will lead property management into a new era while giving new characters to people's everyday lives.

### **Digital property management centred on a people-oriented approach**

For more than a decade, Kai Shing has been actively promoting the application of innovative technologies to meet today's challenges as well as the needs of customers while raising overall management efficiency. In terms of security, for example, Kai Shing took the lead in introducing the Mobile Building Management System as early as 2002, replacing traditional patrol equipment with smart PDAs. With mobile applications gaining in popularity, Kai Shing developed a mobile app for YOHO Midtown in 2010, which was the first tailor-made app for Hong Kong residential properties. Kai Shing continued to upgrade the functions of its mobile

apps. For example, Ocean Wings featured the first residential mobile app in Hong Kong with a chatbot function. Lime Gala, which recently handed over completed units to buyers, has an app incorporated with a virtual key function. For shopping malls, Kai Shing developed a Park E-asy car search system as well as an Eat E-asy mobile app function to provide a more customer-friendly shopping experience.

In recent years, Kai Shing has actively introduced the Internet of Things (IoT) technology into its property management. Through integration of the sensor-connected network, data of various facilities can be instantly transmitted to the control centre for real-time monitoring. In addition to current applications of such technology in the Group's major properties, including the International Commerce Centre, Kai Shing first installed the IoT system for Ultima to enhance the protection of important property facilities. Chan Kam-fai said, 'Property management is a people-intensive industry. Work processes conducted manually in the past have been replaced by new technologies, so our colleagues can focus on direct communications with customers. The key to quality property management is keeping close tabs on customers' needs as well as market changes with caring services.'

### **Establishing a foothold on the mainland, introducing the Hong Kong management model**

Kai Shing set up branch offices in Shanghai and Guangzhou in 1996 and 2004 respectively, having successfully established a premium brand in Hong Kong. With the mainland market placing more emphasis on property management in recent years, Kai Shing has seen its scale of business grow significantly there. Kai Shing manages a host of signature projects including Shanghai IFC, Shanghai ICC, Beijing APM and Guangzhou Parc Central, all of which have helped make Kai Shing's international property management standard known to the mainland market. 'We have introduced Hong Kong's property management model to the mainland and deployed Hong Kong staff to various major projects in order to maintain our service levels. Moreover, we arrange one-year rotations in Hong Kong for all mainland trainees to instill in them the property management culture of Hong Kong,' added Chan.

Along with this, Chan stresses that Kai Shing adheres to an attitude of learning with modesty. He explained, "'Management by walking around' is the golden rule of property management. Walk around more and you'll find that there's always



Chan Kam-fai often conducts site checks to understand the working conditions of other colleagues  
陈锦辉经常亲力亲为，到各物业视察，了解同事的工作情况

something to be learned in every place. For example, the mainland is better than Hong Kong in terms of technology application. There are also many cultural and regulatory distinctions between the mainland and Hong Kong that our entire team needs learning from.'

### **Valuing corporate culture, maintaining peace of mind**

Chan Kam-fai states that Kai Shing has inherited SHKP's corporate culture with respect to a commitment to lifelong learning and serving with heart. 'Just like the SHKP Group, we provide a diverse range of training courses for colleagues at all levels to sharpen their professional knowledge. In addition, we organize brainstorming camps from time to time, offering regional managers and project managers free discussion opportunities to formulate new services.' It is quite evident that an open-minded office culture helps foster innovative ideas.

As for their dedication to 'serving with heart', Chan jokingly said that it is particularly vital to maintain one's own peace of mind in order to serve customers properly. He said, 'If we treat customers like our own family members with empathy, there's nothing that can't be dealt with.' Chan shared his own experience about staying calm at all times: 'First of all, you need to draw a clear line between your work and life; leave all work difficulties at the office and don't take them home. Secondly, do more exercise. I'm a frequent visitor to gyms and I often go jogging with my wife. It's good for fitness and helps us maintain a close relationship.' It is no surprise that Chan can put on a smile and remain unruffled despite his heavy workload.

成立于1978年的启胜管理服务有限公司，屡创业界先河，领导物业管理行业更趋专业。回顾过去40年，启胜董事总经理陈锦辉表示公司重视“以客为先”，一直创新并以专业服务迎合社会及市场的变化。“我们不是要同事盲目相信‘顾客永远是对的’，而是要求整个团队，明白客户真正需要，提供最适切的服务。”

#### 以心服务 提升物业价值

“一个物业的价值，包括‘地段价值’和‘楼宇价值’。前者由项目所处的位置决定，后者则有赖于整个项目的保养维修、设施提升，以及住客服务与保安等水平。”陈锦辉表示，启胜凭借数十年专业而优质的服务，不仅提升了辖下项目的楼宇价值，同时亦推动本港的物业管理行业不断发展。

40年来，启胜致力提供优质物业管理服务。早在1996年，已成为首家获得香港质量保证局颁发国际ISO 9002质量管理证书的物业管理公司，全线物业更在2000年升级至ISO 9001国际标准。

另外启胜亦积极营造绿化商住环境，是环境保护委员会自设立“香港环境卓越大奖”以来，唯一一家11次夺得金奖殊荣的机构，足证启胜追求优质专业的态度，深得市场和业界肯定。

陈锦辉回想1985年加入启胜时，总部才只有几个人。时至今日，内地和香港员工超过9,000人。单计香港，启胜辖下超过180个项目，包括甲级商厦、商场、各类型住宅物业、会所和工贸大厦。重点项目有环球贸易广场、新城市广场、礼顿山，以及YOHO和天晋系列等，管理物业总面积超过929万平方米（一亿平方呎）（相等50个维园），每天服务逾百万客人。陈锦辉认为，物业管理行业的概念，已从“管理”逐渐转移到“服务”。简言之是“以人为本”，多从住客的角度出发。

#### 与时俱进 开创先河

回顾启胜40年的发展，陈锦辉认为有几个里程碑：1990年落成的浪琴园，突破了以往对物业管理的想象，成为全港首个设有会所的屋苑，提供餐饮和康体等

生活服务。今天，会所成为本地屋苑的基本设施，全是启胜当年的“破格”尝试。2000年的礼顿山，启胜再次突破物业管理的界限，提供酒店式管家服务，奠定了业界的服务新指标。

要领先同业，就要不断创新。说“创新”容易，但每提供一项新服务，整个团队都是一步一脚印，一同探讨，一起学习和累积经验。“以礼顿山为例，之前我们从没有提供酒店式管家服务经验，于是便派同事向新加坡四季酒店‘取经’。另外亦开始招聘大学毕业生成为礼宾司，重新诠释了物业管理服务。”陈锦辉表示创新的原动力，源于启胜贯彻集团“与时俱进”的精神，同事细心了解客户需要，研究如何提供更贴心的服务。“例如考虑YOHO Town大部分住户是年轻客群，他们的作息时间比较弹性，所以该项目拥有全港首个24小时运作的住客会所，以配合他们的实际需要。”市民的生活方式不断转变，物业管理行业自然不能固步自封。展望未来，陈锦辉认为新科技应用，会令物业管理走进新里程，为生活带来全新面貌。

“Quality property management not only allows residents to live and work in peace and contentment, but also enhances the “value of the property”. 优质的物业管理，不仅令住户安居乐业，更能提升物业的“楼宇价值”。





Kai Shing holds a brainstorming camp every year to encourage colleagues to generate innovative ideas  
启胜每年均会举行集思会，由同事构思创新点子

### 物管科技化 源于以人为本

启胜十多年前开始，已积极推动创新科技应用，配合时代和客人的需要，提升管理效率。例如在保安方面，早于2002年，启胜已率先引入MBMS系统（Mobile Building Management System），以智能手帐取代传统的巡更设备。另外，随着手机应用程序日渐普及，启胜在2010年为YOHO Midtown开发手机app，成为全港首个拥有专属流动应用程序的住宅物业。随后启胜亦不断提升手机app功能，如海天晋成为全港首个拥有聊天机械人（chatbot）功能的住宅手机app，而刚入伙的形荟手机app更加入了电子住户证（virtual key）功能。至于在商场管理方面，启胜开发了“泊车易”“车辆搜寻系统”和“搵食易”手机app功能，便利客人在商场休闲购物。

近年，启胜积极引入IoT物联网技术到物业管理之中。通过整合连接传感器的网络，将各项设施的数据实时传到控制中心，做到实时监控。现时除在环球贸易广场等多个集团重点商业项目使用外，亦首次在住宅项目天铸安装IoT系统，以加强保护物业各项重要设施。陈锦辉表示：“物业管理对人才需求很大，新科技取代以往需人手处理的工序，让同事可以集中精力放到与客人直接沟通上。始终优质的物业管理，关键在于及时了解客人和市场变化，以贴心服务响应他们的需要。”

### 立足内地 引入港式管理

成功在香港建立优质品牌的启胜，先后于1996年和2004年到上海和广州设立分公司。随着近年内地市场对物业管理日益重视，启胜在内地的规模亦愈来愈大，并管理多个重点项目如上海国金中



Kai Shing hosted its first parent-child sports day to encourage colleagues to exercise more and stay healthy  
启胜举办首届亲子运动会，鼓励同事多做运动强身健体

心、上海环贸广场、北京APM和广州天环等，让内地市场了解启胜的国际级物业管理水平。“我们在内地引入香港的物管模式，多个重点项目都有来自香港的同事进驻，以保持服务水平。另外，所有内地培训生都会来港实习一年，让香港的物管文化植根在他们心里。”

不过陈锦辉强调，启胜始终坚持虚心学习的态度。“Management by walking around是物业管理的金科玉律，多走走看看，会发现每个地方都有值得学习之处，例如内地在科技应用上便优于香港，而且文化和法规上，内地和香港亦大有不同，整个团队都需要好好学习。”

### 重视企业文化 保持平和心境

陈锦辉明言，启胜承传总公司新地的企业文化，坚持终身学习，以心服务。“所以我们跟集团一样，为各阶层的同事提供多元化的培训课程，提升他们的专业知识。此外，我们亦不时举办集思会，为各区域经理和项目经理制造自由讨论的机会，一起构思新服务。”可见开明的办公室文化，亦有助孕育创新点子。

至于要坚持“以心服务”，陈锦辉笑言保持平和心境尤其重要，这样才能为客人提供妥贴的服务。“对待客人和家人



Innovation and changes are not limited to management services – Kai Shing's AI robot makes its debut at the annual dinner

创新求变不限于管理服务，启胜的AI机械人更于周年晚宴粉墨登场

一样，要有一颗体谅的心，自然没有处理不了的事。”要时刻怀著平和的心，陈锦辉亦自有心得：“首先要清楚分开工作和生活，工作的困难要留在办公室，不要带回家。另外要多做运动，平日我是健身室的常客，而且亦经常和太太一起跑步，既可锻炼身体，又能增进感情。”难怪陈锦辉纵使工作繁忙，也能够经常保持微笑，一脸从容。



Chan Kam-fai is passionate about sports and can often be seen participating in major distance running competitions  
陈锦辉热爱运动，在大型长跑赛中亦常见他的身影

## The latest SHKP Sustainability Report released

### 集团最新《可持续发展报告》已经出版

The SHKP 2017/18 Sustainability Report has been released, covering the Group's performance as well as initiatives on sustainable development for the financial year ended 30 June 2018. The report continues to adopt the Core option of the Global Reporting Initiative (GRI) Sustainability Reporting Standards and was prepared in accordance with the Environmental, Social and Governance Reporting Guide set out in Appendix 27 of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited. It also makes reference to the 10 principles of the United Nations Global Compact and has been independently verified.

During the year, the Group made various achievements related to innovative products and services, environmentally sustainable business operations, community care, and recognition as an employer of choice and in leading sustainability indices. Among these achievements, the Group's environmentally sustainable business operations recorded exceptionally strong results.

The Group has applied a host of green innovations to improve energy efficiency, material use, waste management and other related issues while developing and managing properties and being awarded 44 green building certificates. Various other measures have also been adopted to achieve lower energy consumption. For example, a total of 55 buildings in the investment property portfolio supervised by the Group's Energy Optimization Committee have reduced electricity consumption by more than 16% over the past seven years. With respect to green promotion, the Group joined hands with Green Power to launch Hong Kong's first free countryside and beach clean-up mobile app — Nature Rescue. The property management subsidiaries were again recognized for their green efforts, taking home the 10th Anniversary Special Awards along with a host of other honours at the 2017 Hong Kong Awards for Environmental Excellence.

集团日前出版了2017/18年度《可持续发展报告》，内容涵盖截至2018年6月30日财政年度，集团在可持续发展方面的成果及进度。报告继续采用全球报告倡议组织（GRI）可持续发展报告准则的“核心选项”编制，并按照香港联合交易所有限公司《证券上市规则》附录27的《环境、社会及管治报告指引》编写，亦参照了《联合国全球契约》的10项原则，同时经独立认证。

年内，集团在多方面取得重要成果，包括创新产品和服务、可持续的业务营运、关怀社区、成为理想雇主以及获可持续发展指数认可。集团在可持续的业务营运方面表现尤其突出。

集团采用创新绿色科技，改善在物业发展及管理上有关能源效益、材料使用及废物管理等表现，共获颁44项绿色建筑认证。集团亦采取多项措施减少能源耗用量，55幢受集团能源优化委员会监察的投资物业，于过去七年共节省逾16%耗电量。在绿色推广方面，集团与绿色力量合作，推出全港首个以郊野及海岸清洁为主题的免费流动应用程序“山•滩拯救队”。集团旗下物业管理公司的环保工作屡获认同，在“2017香港环境卓越大奖”中，荣获“十周年特别大奖”及多个奖项。

#### Latest recognition 备受认同

The Group has recently received recognition from both local and global leading sustainability indices. In its recent review, SHKP was selected as a constituent member of the FTSE4Good Index, a world leading sustainability index on the London Stock Exchange. SHKP has been a constituent member of the Hang Seng Corporate Sustainability Index as well since 2014 and was recently ranked among the top three highest-scoring performers earning the top 'AAA' rating.

集团最近获全球和本地领先的可持续发展指数认可。新地在最近一次检讨中，晋身成为伦敦证券交易所全球领先可持续发展指数“富时社会责任指数”成份股。在“恒生可持续发展企业指数”中，新地自2014年起成为成份股，早前更获评定为可持续发展表现最佳的三间成份股公司之一，达AAA最高级别。



## SHKP Volunteer Team serving the community for 15 years

“新地义工Team力量” 15年致力服务社群



Group Chairman & Managing Director Raymond Kwok (front, seventh left) hosts the SHKP Volunteer Team's 15th anniversary and recognition ceremony

集团主席兼董事总经理郭炳联（前排左七）主持“新地义工Team力量”的15周年志庆暨义工嘉许礼

The SHKP Volunteer Team celebrated its 15th anniversary recently. A recognition ceremony was held with the Group Chairman & Managing Director Raymond Kwok presenting awards to outstanding volunteers as encouragement.

Since 2003, the team has organized or participated in some 1,000 events to help those in need and to spread a positive message, putting in nearly 1.1 million hours of service for 500,000 beneficiaries. The team's service is mainly divided into four categories: Youth, Elderly, Disabled and Building Homes with Heart. The first three spread love and care to young people, elderly and the disabled in need through visits or long-term programmes. For Building Homes with Heart, the Group leverages its construction and property management expertise to offer home maintenance and basic decorating assistance for beneficiaries.

The team has grown from a few hundred members at the very beginning to over 2,600 now. Apart from management and staff, volunteering activity has extended to family and friends. Staff have even been invited to serve with their young children in recent years. The team actively promotes the 'beneficiary becomes volunteer' concept and encourages past beneficiaries to serve those in need. The team also collaborates with the Social Welfare Department, social welfare organizations and other corporate volunteer teams to enhance social inclusion.

“新地义工Team力量”早前举行了15周年志庆暨义工嘉许礼，由集团主席兼董事总经理郭炳联向表现突出的义工颁发奖项，以示鼓励。

集团义工队自2003年成立以来，筹办或参与了近1,000个活动，为社会上有需要的人士提供协助，推动正能量；累积服务时数接近110万小时，受助人士达500,000人次。义工队的服务共分四大范畴：“青苗”、“扶老”、“伤健”和“建家”。前三者是通过探访活动或举办长期计划，关怀有需要的青少年、长者和伤健人士。至于“建家”方面，则运用集团在建筑及物业管理上的专长，为受助人提供家居维修及简单的装修服务。

义工队规模由成立初期的数百人增加至现时逾2,600人，除管理层及员工外，更延伸至员工亲友，近年更鼓励员工携同年幼子女参与，服务社群。义工队积极推动“受助、助人”理念，感染受助人投入义务工作，回馈社会。义工队亦不时与社会福利署、社福机构及其他企业义工队合作，共建关爱共融的社会。



Volunteers and beneficiaries demonstrating their social inclusion efforts in a joint performance  
义工与受助人在表演环节中合作，尽显共融精神

## Sports for charity, supporting child and youth services

### 运动行善 支持儿童及青少年服务

The annual SHKP Vertical Run for Charity – Race to Hong Kong ICC and Sun Hung Kai Properties Hong Kong Cyclothon ended successfully during the fourth quarter last year, attracting over 7,300 participants who took part in sporting events for charity. Proceeds from the Race to Hong Kong ICC went to charity without any deductions, while part of the race proceeds from the Sun Hung Kai Properties Hong Kong Cyclothon went to help the needy. Including extra contributions from the Group, the total donations from the two events amounted to HK\$8.68 million in 2018. The donations were distributed to The Community Chest of Hong Kong, The Hong Kong Council of Social Service, The Boys' & Girls' Clubs Association of Hong Kong, Changing Young Lives Foundation and Hong Kong Sheng Kung Hui Welfare Council, which run seven child and youth development programmes with about 10,000 people expected to benefit from them.

集团年度活动“新地公益垂直跑—勇闯香港ICC”和“新鸿基地产香港单车节”于去年第四季圆满结束，合共吸引超过7,300名参加者，一起借着运动行善。“勇闯香港ICC”在不扣除活动成本下，全数收益拨捐慈善用途，而“新鸿基地产香港单车节”则拨出部份报名费作慈善用途。连同集团额外捐款，两项活动于2018年度的善款总数达868万港元。善款早前已交予香港公益金、香港社会服务联会、香港小童群益会、成长希望基金会及香港圣公会福利协会，以支持七个儿童及青少年发展项目，预期约一万人受惠。



Group Chairman & Managing Director Raymond Kwok (front, sixth left), Executive Directors Adam Kwok (front, fourth left) and Allen Fung (front, third right) present donations from the SHKP Vertical Run for Charity – Race to Hong Kong ICC and Sun Hung Kai Properties Hong Kong Cyclothon to representatives of the beneficiary organizations  
集团主席兼董事总经理郭炳联（前排左六）、执行董事郭基辉（前排左四）及冯玉麟（前排右三）将“新地公益垂直跑—勇闯香港ICC”及“新鸿基地产香港单车节”的善款支票交予受惠机构代表

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## SHKP Reading Club introduces new reading online platform: Read for More

### 新阅会全新网上阅读平台《点读》



Read for More leads people to the world of books via multimedia channels  
《点读》以多媒体形式，带领大众走入书本世界



[www.readformore.com](http://www.readformore.com)

The SHKP Reading Club will promote reading with some brand new approaches this year. The first initiative is a new reading online platform called Read for More, which invites different authors and creative talents to get together and read in a lively, interesting way while people can click and read it all anytime on their smart phones or tablets. A variety of offline events will also be held where readers can interact with popular authors and creative talents.

The debut feature for Read for More is 365 Celeb Reading List, which lists interesting books recommended by 365 local celebrities from different sectors. It aims to encourage people to find an interesting book that they are interested to read in the coming year. The platform also includes interviews with celebrities on reading, as well as articles by bookworms and travel veterans. Additionally, there are video clips on book recommendations by authors plus audio excerpts on recommended books.

今年，新阅会将以全新姿态推动阅读，首项新计划是全新网上阅读平台《点读》，汇聚不同作家及创作人，以生动有趣的表达手法谈好书，让大众随时以手机或平板电脑轻松点击阅读。新阅会亦会举办特色线下活动，让读者有机会和人气作家及创作名人互动接触。

《点读》首个专题故事「365名人书单」，找来365位香港不同界别的知名人士推荐一本有趣的书，旨在鼓励大众于未来一年，寻找有喜爱的好书阅读。此外，平台上有名人畅谈阅读的专访，由书虫及旅游达人撰写的文章，更有作家亲身拍短片介绍书本，以及靓声演绎好书篇章。

## Chinese New Year Poon Choi luncheons arranged for seniors for the ninth straight year

### 集团连续第九年为长者举办新春盆菜宴

To celebrate the Chinese New Year, the Group organized two Chinese New Year Poon Choi Luncheons at Noah's Ark under the Building Homes with Heart Caring Initiative, the ninth consecutive year that the Group has held this festive event. Over 100 SHKP volunteers showed their love and care to help serve nearly 1,700 seniors from Sai Kung, Wong Tai Sin and Yuen Long. In addition to the sumptuous meals, the seniors were given lucky gift bags filled with useful items. Some of the seniors also put on a talent show, playing djembe drums, softball dance, wushu and other activities. Some even came out in trendy dress to perform a K-POP dance. This made the day a delight for all the seniors and guests.

The SHKP volunteer team also visited seniors at homes to spread festive cheer during the Chinese New Year. More than 7,000 lucky gift bags were distributed in the community to spread love and care this year.

集团早前趁着新春之际，于挪亚方舟举办了两场“以心建家送暖行动 满堂吉庆贺新禧”盆菜宴。今年已是集团连续第九年举办此节庆活动，继续有逾100位集团义工参与，协助招待来



Seniors earn a big applause for their lively and dynamic performance  
长者在表演环节落力演出，赢得全场掌声

自西贡、黄大仙及元朗区近1,700名长者，以表关怀。长者除了享用丰盛佳肴外，更获赠体贴实用的爱心福袋。一班多才多艺的长者尽显活力，表演非洲鼓、柔力球及武术等，部分长者更紧贴潮流，穿上时尚服饰，大跳K-POP热舞，与一众嘉宾共渡愉快周日。

农历新年期间，集团义工队更四出探访长者，让他们感受节庆欢乐。今年集团共送出超过7,000个爱心福袋，将爱送到社区。

## SHKP-Kwoks' Foundation establishes scholarship at Chongqing University

### 新地郭氏基金设立重庆大学奖助学金



SHKP-Kwoks' Foundation Executive Director Amy Kwok (front, right), Chongqing University Vice-President Wang Shilong (front, left) sign the scholarship agreement in the presence of Director of Educational, Scientific and Technological Affairs Department of the Hong Kong Liaison Office Chen Heng (back, fourth left)

新地郭氏基金执行董事郭婉仪（前右）、重庆大学副校长王时龙（前左）签署捐赠协议书，中联办教育科技部部长陈恒（后左四）出席见证

Since 2002, the SHKP-Kwoks' Foundation has been committed to nurturing talented young individuals in Hong Kong and on the mainland by offering financial assistance to promising students with limited means for undergraduate studies.

For the first time, the Foundation set up a scholarship programme at Chongqing University to help disadvantaged students from the western region of the mainland pursue their studies. Starting from the 2018/19 academic year, selected recipients from underprivileged families will receive financial support to complete their four-year undergraduate studies. The hope is that they can focus more on their studies and even get the opportunity to go overseas for educational exchanges or to further their studies.

新地郭氏基金自2002年成立以来，秉承为香港及内地培育人才的理念，为优秀的清贫学生提供经济资助，让他们有机会进入大学修读本科课程。

基金首次在重庆大学设立奖助学金，协助西部地区贫困学生完成升学梦想。项目已于2018/19学年展开，资助有家庭经济困难的优秀学生修读四年大学教育，让他们可以专心学业，甚至争取得出国交流、学习的机会。

## New residential sites at Kai Tak and Pak Shek Kok in Tai Po

### 集团新增启德及大埔白石角住宅用地



The newly acquired residential sites at Kai Tak (top) and Pak Shek Kok in Tai Po (bottom)  
集团最近投得的启德(上)及大埔白石角(下)住宅地皮

The Group continues to top up its land bank in Hong Kong to fulfill long-term development needs with the latest additions being residential sites through government tenders at Kai Tak and Pak Shek Kok in Tai Po.

The acquisition in January was the New Kowloon Inland Lot No. 6551 at Site 3, Kai Tak Area 4C, with a maximum gross floor area of about 60,258 square metres (649,000 square feet). Featuring panoramic views of both sides of the Harbour, this harbourfront site along the former Kai Tak runway will be developed into a luxury residential landmark. Following the commissioning of the future Central Kowloon Route, residents will enjoy much more convenient access to the West Kowloon Cultural District. The project is set to create synergy with the Group's landmark residential and retail development in Kai Tak City Centre.

Subsequently, the Group acquired Tai Po Town Lot No. 244 at the junction of Yau King Lane and Pok Yin Road, Pak Shek Kok in February. Boasting a gross floor area of 85,200 square metres (917,000 square feet), the site will offer a relaxing environment with lush greenery. It will be developed into premium residences with some units featuring expansive views overlooking Tolo Harbour.

集团继续补充在港的土地储备，以配合长期发展需要。最近通过政府招标，分别在启德及大埔白石角购入住宅地皮。

在一月期间，集团投得位于启德第4C区3号地盘的新九龙内地段第6551号用地。地皮最高可建楼面面积约60,258平方米（649,000平方呎），位于前启德跑道区的临海位置，可尽览维港两岸景色，将发展为豪华住宅地标。待中九龙干线完工通车后，由项目往返西九龙文化区将更为方便快捷。项目势将与集团在启德城中心的地标式住宅大楼连商场项目产生协同效应。

随后在二月期间，集团投得位于白石角优景里与博研路交界的大埔市地段第244号用地。项目总楼面面积达85,200平方米（917,000平方呎），坐拥清幽舒适的绿意环境，将发展成优质住宅项目，部分单位将可享有眺望吐露港的开阔景观。

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## New commercial site at the Qingsheng hub cluster in Nansha

### 集团投得南沙庆盛枢纽商用地皮

The Group is committed to playing an active role in developing the Greater Bay Area. In February, a commercial site at the Qingsheng hub cluster in Nansha, Guangzhou was acquired through a tender. The 69,700-square-metre (750,000-square-foot) site is adjacent to a commercial site acquired last May, which adjoins the existing Qingsheng Station of the Guangzhou-Shenzhen-Hong Kong Express Rail Link (XRL) and Guangzhou Metro's Line 4 Qingsheng Station. The two sites boast a combined gross floor area of around 306,600 square metres (3.3 million square feet). Adopting the Transit-Oriented Development model, these two sites will be jointly developed into a premium integrated complex that is set to become another top landmark in Guangzhou.

The Qingsheng sites provide convenient access to various types of transportation infrastructure with Qingsheng Station serving as a key stop on the XRL. Travelling from Qingsheng Station by XRL, it takes only about 13 minutes to Guangzhou South Railway Station, only about half an hour to Shenzhen, and only about an hour to XRL Hong Kong West Kowloon Station. Guangzhou Metro's Qingsheng Station is currently served by Line 4 with two more metro lines currently being planned. In addition, the second Humen Bridge, now under construction, is scheduled to complete in the middle of the year. Upon opening, the transportation network throughout the district will be significantly enhanced.

集团积极参与粤港澳大湾区的发展工作，在二月期间，投得广州南沙庆盛枢纽区块一幅商用地皮。该地盘面积约为69,700平方米（750,000平方呎），毗邻于去年五月投得的商用地皮，同时紧贴已开通的广深港高铁庆盛站和广州地铁4号线庆盛站。两幅地皮的总建筑面积合共约306,600平方米（330万



The new commercial site at the Qingsheng hub cluster in Nansha, Guangzhou  
集团最近投得位于广州南沙庆盛枢纽的商用地皮

平方呎），集团将采用公共交通导向发展模式开发这两幅地皮，打造成广州市另一个素质超卓的综合商业发展地标。

庆盛枢纽地皮坐拥多项交通基建。庆盛站是广深港高铁的重要一站，到广州南站只需约13分钟，到深圳只需约半小时，只需约一小时即可直达香港西九龙高铁站。广州地铁庆盛站除了已开通的地铁4号线外，现时尚有两条地铁线路在规划中。此外，兴建中的虎门二桥即将于今年中建成。待通车后，区内的交通网络将更为完善。

## The Group signs a five-year HK\$20,000 million syndicated credit facility

### 集团签署200亿港元五年期银团贷款



Group Chairman & Managing Director Raymond Kwok (front, centre) with bank representatives at the syndicated credit facility signing ceremony  
集团主席兼董事总经理郭炳联（前排中）在银团贷款签署仪式上与银行代表合照

The Group recently signed a five-year HK\$20,000 million syndicated credit facility with proceeds to be used mainly as general working capital. The facility was signed between Sun Hung Kai Properties (Financial Services) Limited and a consortium of 19 leading local and international banks, guaranteed by Sun Hung Kai Properties Limited. It comprises a 30:70 split between term loans and revolving credit tranches with a maturity of five years at 75 basis points over HIBOR. The facility was upsized from an initial HK\$5,000 million to HK\$20,000 million due to substantial over-subscription, indicating the banking community's continuous trust in the Group.

集团最近签订一项200亿港元五年期的银团贷款协议，资金将主要用作日常营运；由新鸿基地产（金融服务）有限公司与19家主要国际及本地银行签署，并由新鸿基地产发展有限公司作担保。贷款包括三成定期贷款及七成循环贷款，年期五年，年息率为香港银行同业拆息加75点子。是次银团贷款获得大幅超额认购，贷款金额由原来的50亿港元增至200亿港元，显示银行业界继续对集团充满信心。

## The Group appoints new member to Executive Committee

### 集团执行委员会增添成员



The board of directors of the Group appointed Robert Chan as a new member of the Executive Committee with effect from 9 November 2018. In addition, Sun Hung Kai Real Estate Agency Limited announced that Robert Chan has been appointed as an Executive Director of the company with effect from 31 October 2018.

Robert Chan joined the Group in 1993 and is currently responsible for project management matters for various key residential, commercial, industrial and mixed developments both in Hong Kong and on the mainland. Mr Chan is an Executive Director of Sun Hung Kai Architects and Engineers Limited and is responsible for design aspects including architectural, structural, electrical and mechanical, landscape and interior design of various development projects. Mr Chan is also a Non-Executive Director of SUNeVision Holdings Ltd.

集团董事局早前委任陈康祺为执行委员会新成员，自2018年11月9日起生效。另外，新鸿基地产代理有限公司宣布，委任陈康祺为执行董事，自2018年10月31日起生效。

陈康祺自1993年加入集团，目前负责集团于香港及内地多个主要住宅、商业、工业及综合发展项目的项目管理事宜。他同时为新鸿基建筑设计有限公司执行董事，负责多个发展项目的设计范畴，包括建筑设计、结构、机电、园景及室内设计。他亦为新意网集团有限公司的非执行董事。

## SHKP Malls App debuts The Point by SHKP integrated loyalty programme 新地商场App推出The Point by SHKP商场综合会员计划

The second phase of the SHKP Malls App has just been released. The Point by SHKP integrated loyalty programme consolidates existing individual membership programmes of 14 SHKP major malls to create the largest cross-mall loyalty programme in Hong Kong.

Pictured are Group Executive Director Christopher Kwok (third right), Sun Hung Kai Real Estate Agency Limited Executive Director Maureen Fung (second right), Sun Hung Kai Real Estate Agency Limited General Manager – Leasing Fiona Chung (second left), Sun Hung Kai Real Estate Agency Limited General Manager – Leasing Judy Chow (first right), Sun Hung Kai Real Estate Agency Limited Deputy General Manager – Leasing Evelyn Suen (first left) and artiste Julian Cheung (third left) at the grand launch of The Point by SHKP integrated loyalty programme.

新地商场App刚刚推出第二阶段计划：The Point by SHKP商场综合会员计划，将新地14个主要商场的独立会员制度整合为一，成为本港目前最大型的商场综合会员计划。



图为集团执行董事郭基泓（右三）、新鸿基地产代理有限公司执行董事冯秀炎（右二）、新鸿基地产代理有限公司租务部总经理锺秀莲（左二）、新鸿基地产代理有限公司租务部副总经理孙雅茵（左一）以及艺人张智霖（左三），一同为The Point by SHKP商场综合会员计划主持启动仪式。

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## Mall customer care ambassadors take home Service & Courtesy Awards 商场亲客大使喜获“杰出服务奖”



WTC's Emily Wong (front, sixth left) and New Town Plaza I's Rosanne Yung (front, seventh left) are delighted to receive the Service & Courtesy Awards  
WTC世贸中心的黄梓旻（前排左六）及新城市广场一期的容梓菱（前排左七）喜获“杰出服务奖”

The Group is dedicated to enhancing its service offerings at shopping malls with professional, caring service. In addition to the annual SHKP Malls 'Serving with Heart' Customer Care Ambassador Election, the Group also nominates election winners for the Hong Kong Retail Management Association's Service & Courtesy Awards where they can learn from other top retail professionals in town.

At the 2018 Service & Courtesy Awards, two SHKP mall customer care ambassadors were awarded following a strict assessment process. In the Property Management Category – Junior Frontline Level, WTC's Emily Wong received a silver award and New Town Plaza I's Rosanne Yung took home the bronze. Rosanne Yung's outstanding full marks in the mystery shopper assessments earned her an extra Excellent Service Star award. Additionally, WTC was popular in public voting and won the Top 10 Outstanding Service Retail Brands company award.

集团致力提升商场服务质素，为顾客带来专业细心的服务。除了每年举办新地商场“以心服务”亲客大使选举外，亦会推荐得奖者参加香港零售管理协会的“杰出服务奖”比赛，让他们与全港业界精英互相交流。

在“2018杰出服务奖”中，共有两名新地商场亲客大使在经过严格评审后，获取业界殊荣。WTC世贸中心的黄梓旻及新城市广场一期的容梓菱分别在商场/物业管理组别基层级别获银奖及铜奖。容梓菱更在神秘顾客评审环节中，以满分佳绩同时获颁“优质服务之星”奖项。此外，WTC世贸中心在公众投票中表现突出，获“十大杰出服务零售品牌”奖项。

## The Group takes the top Platinum at The Asset Corporate Awards for six consecutive years 集团连续六年获“最佳公司治理奖”铂金奖最高殊荣

The Group is committed to achieving the highest standards of corporate governance, launching corporate social responsibility initiatives and maintaining effective investor relations. The Group recently took the top Platinum at The Asset Corporate Awards organized by The Asset magazine for the sixth consecutive year, a fitting tribute from investors and analysts recognizing the Group's strong performance.

集团一直恪守高水平的企业管治，积极履行企业社会责任，与投资者维持紧密联系。早前再获《财资》杂志颁发“最佳公司治理奖”铂金奖，属连续第六年获此最高殊荣，足证集团的优秀表现备受投资者及分析员肯定。



## Hong Yip receives the Outstanding Social Capital Partnership Award for its dedicated social inclusion efforts 康业推动社会共融不遗余力 获颁“社会资本卓越伙伴奖”



Hong Yip Vice Chairman and Chief Executive Alkin Kwong (second left) together with his team receive the Outstanding Social Capital Partnership Award from Secretary for Labour and Welfare Law Chi-kyong (second right)  
康业副主席及行政总裁邝正伟（左二）与团队接受劳工及福利局局长罗致光（右二）颁发“社会资本卓越伙伴奖2018”

Playing its role as a responsible corporate citizen, Hong Yip is responsive to the community's continual need to enhance social inclusion. At the Social Capital Builder Awards organized by the HKSAR Government's Community Investment and Inclusion Fund (CIIF), Hong Yip received the highest Outstanding Social Capital Partnership Award, a testament to its strong performance in promoting CIIF-funded projects and making effective use of its business expertise and network advantages.

Hong Yip has participated in various CIIF-funded projects to support new arrivals and their families. Since 2014, Hong Yip has helped clubs under The Hong Kong Sheng Kung Hui Lady MacLehose Centre to form their own volunteer teams and offered free summer vacation programmes to

children from newly arrived families. Leveraging their expertise in event organization, Hong Yip staff helped the children understand local culture through football matches and group games, hoping to integrate them into the community as soon as possible. Additionally, Hong Yip takes part in some CIIF-funded projects run by the Hong Kong Federation of Women's Centres, in which Hong Yip staff give women basic maintenance tutorials to enhance their employability.

Separately, Hong Yip continued its winning ways taking home the ERB Excellence Award for Employers despite intense competition at the Employees Retraining Board Annual Award Presentation Ceremony 2018-19. This marks the ninth straight year that Hong Yip has received this top honour.

康业致力履行企业社会责任，回应社区需要，促进社会共融。在香港特区政府社区投资共享基金的“社会资本动力奖”中，凭着积极推动基金计划，善用机构专长和网络优势，获颁“社会资本卓越伙伴奖”最高殊荣。

康业近年参与社区投资共享基金辖下多个项目，为新来港人士及家庭提供支持。自2014年开始，康业支持香港圣公会麦理浩夫人中心旗下会所组成义工队，向新来港基层孩子提供免费暑期服务。康业同事善用业务专长，帮手筹划活动，与孩子踢足球和玩集体游戏，让他们加快了解本地文化，以便尽快融入在港生活。康业亦参与香港妇女中心协会的基金计划，安排同事教导妇女简单维修知识，协助他们提升就业技能。

另外，在雇员再培训局2018-19年度颁奖礼中，康业在竞争激烈的情况下，继续获颁“ERB杰出雇主年度大奖”，属连续第九届获此最高殊荣。



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