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Property management teams' professional,
caring anti-coronavirus measures win praise from customers
物业管理防疫工作专业细心 获得客户嘉许





Property management teams' professional, caring anti-coronavirus measures win praise from customers 物业管理防疫工作专业细心 获得客户嘉许

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以心建家 Building Homes with Heart

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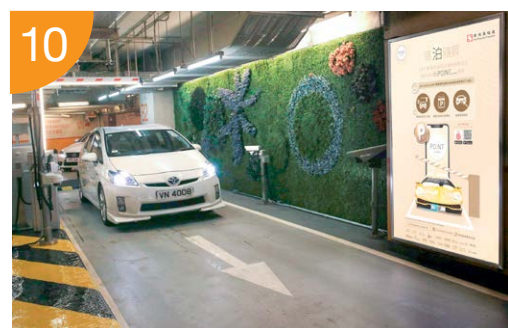
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Editor's Note 编者按 :

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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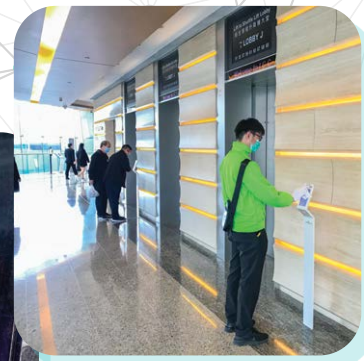
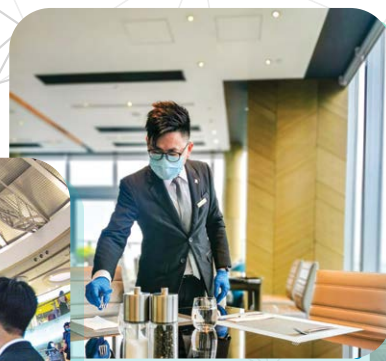
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Property management staff in the Group's malls, office buildings and residential estates provide professional, caring customer service amid the pandemic, ensuring a safe, worry-free environment for working, shopping and living
集团旗下商场、写字楼及住宅物业管理员工无惧疫情，为客户提供专业细心的服务，让客户在疫情下可以安心工作、购物及生活

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Property management teams' professional, caring anti-coronavirus measures win praise from customers

At the start of the COVID-19 outbreak early this year, the Group immediately launched a host of measures in its malls, office buildings and residential estates to strengthen precautions, enhance public health, and maintain stronger ties with tenants and residents to protect the safety and health of tenants, customers, residents and staff. The Hong Yip and Kai Shing management service teams have used professional equipment and products for continuous cleansing and disinfection of public areas, and have worked hand-in-hand with customers to fight the coronavirus. Their professional work has paid off, as shown by the compliments received from customers.

Smart measures to fight the coronavirus efficiently

During the pandemic, the management service teams at residential estates enhanced their communication with customers through technology. **Kai Shing Managing Director Chan Kam-fai** said: "In view of the sudden outbreak of coronavirus, we leveraged our in-house 'Live e-asy' app to provide central distribution of the latest anti-coronavirus information and to report the precautionary measures taken. These arrangements eased residents' concerns and helped raise awareness of the urgency of coronavirus prevention in the entire residential estate to ensure public health and safety."

In busy malls, the management service teams utilized innovative technology to enhance cleaning efficiency. A number of malls introduced different types of cleaning robots. The management service teams even put

creative ideas into practice by adding sanitizing equipment on the robots for customized round-the-clock deep cleansing and thorough disinfection. Some malls installed height sensors on the waste bins, which send out cleaning requests when the bin is full to help keep the environment clean at all times.

Using safe, reliable professional products

The management service teams chose powerful, professional cleansing and sterilization products to prevent the spread of viruses and bacteria. Some office buildings use disinfectants with hydrogen peroxide for professional, thorough sterilization, which is especially suitable for offices with suspected cases. While anti-bacterial nano coatings have been applied to the concierge desks and lift cars in office buildings, ion air purifiers have also been installed in the lifts.

Some malls have adopted the latest anti-microbial technology developed by The Hong Kong University of Science and Technology, in which anti-microbial coatings are used on frequently touched surfaces to achieve lasting disinfectant protection. UV sterilizers are also used in malls, including UV lights at air-handling outlets and handrail UV sterilizers on escalators. Ion air purifiers are installed in mall lifts. Toilets and baby-care facilities are sanitized thoroughly with disinfectant spray every night. And major malls have installed automatic disinfection machines in public toilet compartments, entrances and corridors, with disinfectant sprayed every 15 minutes.

Walking the extra mile to serve customers' needs promptly

Hong Yip Vice Chairman and Chief Executive Alkin Kwong said: "The essence of property management is 'Serving Customers with Heart'. This involves walking the extra mile and

providing timely service for our customers. During the essential goods buying frenzy, we offered a 'Neighbourhood Shopping' service in certain residential estates that are far away from shopping areas. We provided daily necessities shopping assistance for residents to help them stay home, worry-free." The management service teams provide immediate support to residents who are under compulsory home quarantine. The staff offer shopping assistance for food and other daily necessities, and deliver them to the door to reduce the impact of the quarantine on the residents.

The restaurants in some residents' clubhouses offered special services during the pandemic, including meals delivery, anti-coronavirus special combos, and moisturizing soup and sweet soup. The management service teams also rolled out a series of cooking videos and online tutorials to help residents relax during their extended stay at home. Residents who need help can seek assistance from the management service office in pouring water into their home's drain outlets.

In late February, the Group recruited 300 caring ambassadors to be stationed in almost 60 malls and office buildings. They provide hand sanitizers and a temperature check service for customers and other people in need. They also open the doors for visitors and press the lift buttons for them.

During the pandemic, some office buildings offered 'Loving Anti-coronavirus Kits' to tenants, which included personal air purifiers, handy mask holders, disinfectant spray, and stylus touch pens for pushing the lift buttons. To ensure the indoor air quality in offices, the management service team introduced shopping assistance for silver ion plasma sterilization air purifier to office tenants.

Joining hands with customers to fight the coronavirus

Since the outbreak of the coronavirus, staff in all SHKP properties have been required to have their temperature checked and recorded before work and wear masks at work. Health guidelines have been set up for tenants' staff in office buildings. The management service teams maintain close contact with tenants. If tenants have staff found to be sick, circulars are issued to alert other tenants. The management service teams then immediately conduct



(From left): Malls deploy cleaning robots for additional cleansing and disinfection; use nano-photocatalyst technology to sterilize escalator handrails and lifts; and install air purifiers to kill off viruses and bacteria in the air

(左起:)商场使用清洁机器人,进行额外清洁及消毒;采用纳米光触媒技术消毒扶梯和升降梯;以及增设空气净化器,杀灭空气中的细菌和病毒

deep cleansing and thorough disinfection in the relevant areas, and follow up on the health condition of the staff concerned. Some office buildings readjusted their lift capacity to 70% of normal to maintain appropriate social distancing.

Workplace hygiene guidelines for malls have also been implemented. Mall staff, contractors and other workers are required to submit health declaration forms before work. Malls also help tenants step up in-store precautionary measures, and cleanse and disinfect the air-handling outlets in their stores where necessary. Tenants are also encouraged to provide customers with hand sanitizers and temperature checks.

During the early stage of the outbreak, children's play facilities and parts of the clubhouse facilities in the residential developments were temporarily closed after discussions with the resident organizations. Leisure classes in the clubhouses were also suspended to prevent gatherings of large groups.

Precautionary measures win customers' praise

From the start of the outbreak, the management service teams have taken swift, comprehensive measures to provide a safe, comfortable living, shopping and working environment for customers. Their professionalism has resulted in wide recognition from tenants, owners' committees and residents.

A resident of Oscar by the Sea praised Hong Yip's management service team for providing

the daily necessities shopping service. He complimented them via the SoProp app: "They made every effort to source daily necessities for us every day. I really appreciated it....They even delivered to the door for seniors like me. Excellent!"

A letter of appreciation from the Wonderland Villas Estate Owners' Committee stated: "Recently, the number of confirmed cases has surged, and the situation is now critical. The series of precautionary measures taken by Hong Yip's Wonderland Villas' management service team...have surely helped ease residents' concerns about the spread of the coronavirus!"

The Grand YOHO Owners' Committee highly praised the management service team in a letter of appreciation to the Group: "During the outbreak, the team made every effort to take precautionary measures. Yet they still created new services for residents. That really deserves recognition....Kai Shing's Grand YOHO management service team has shown dedicated effort, offering caring support for all residents."

The pandemic situation has improved in Hong Kong recently. Nevertheless, Hong Yip and Kai Shing will continue to closely monitor the latest developments of the pandemic. The cleansing and precautionary measures will be reviewed and enhanced as necessary. The two companies will strive to provide a safe and comfortable environment for tenants, residents and customers, while strengthening their trust in the Group's properties.

物业管理防疫工作专业细心 获得客户嘉许

自今年初新型冠状病毒疫情爆发以来，集团旗下商场、写字楼及住宅物业马上推出多项措施，强化防疫工作，加强公共卫生，并与租户及住户紧密联系，致力保障租户、顾客、住户和员工的安全健康。康业和启胜物业管理团队运用专业设备及产品持续清洁及消毒公共场所，与客户携手抗疫，其专业表现备受肯定，获得客户赞誉。

智能化防疫 提升效率

在疫情期间，住宅的管理团队运用科技增强与客户联系。启胜董事总经理陈锦辉表示：“面对突如其来的疫情，我们善用自家开发的‘Live e-asylife生活乐’手机应用程序，统一发布最新防疫信息，汇报团队所做的防疫措施，让住户安心之余，亦有助提高整个住宅的抗疫意识，确保公共健康及安全。”

在人流繁忙的商场，管理团队更善用创新科技，提升清洁效率。多个商场除了引入不同款式的清洁机器人，管理团队又发挥创意，在机器人机身加上消毒器材，全天候进行深层清洁及全面消毒工作。部分商场的垃圾箱设置高度传感器，当垃圾桶载满时，便会有消息提示清洁员跟进，时刻保持环境清洁。

选用专业产品 安全可靠

管理团队采用高规格的专业产品为物业进行清洁及消毒，防止细菌和病毒散播。部分写字楼采用二氧化氯消毒技术产品作专业深层消毒服务，该产品尤其适用于曾有疑似病例的办公室。写字楼礼宾柜位及升降梯内表面涂上具杀菌功效的纳米涂层，升降梯内加装离子空气净化装置。

有商场选用由香港科技大学最新研发的杀菌技术，用抗病毒涂层应用于经常接触的表面，以达到持续性消毒的作用。商场亦有使用紫外线灭菌设备，包括在冷气机出风口增设紫外线，及于自动扶梯的扶手上加装紫外光消毒机。商场升降梯内安装离子空气净化装置，洗手间及育婴设施每晚以雾化消毒剂彻底清洁。主要商场的公共洗手间厕格、出入口及门外通道加设自动消毒机，每15分钟定时喷出消毒喷雾。

主动多走一步 及时照顾客户需求

康业副主席及行政总裁邝正伟表示：“物业管理工作就是要‘以心待客’，主动多走一步，及时照顾客户需求。在物资供应紧张期间，我们在个别远离购物社区的住宅物业推出‘小社区购物’服务，协助住户购买生活必需品，让他们安心留家抗疫。”对于个别需要接受强制居家隔离的住户，管理团队会实时提供支持，为他们代购食物及其他日用品，并送到家门，减少他们在检疫期间的不便。



(From left:) Sanitizing with the air-conditioning system in office buildings with disinfectant spray; increasing the frequency of shuttle bus disinfection; and setting up an infrared body temperature scanner in the main lobby for temperature screening of everyone who enters the building
(左起)：写字楼空调系统进行雾化消毒；加密消毒穿梭巴士；以及在出入口大堂使用红外线体温探测仪，为进入大厦的所有人士进行体温测量监测



If residents request assistance, management service staff pour water into their home drain outlets for infection control
住宅物业服务处派人上门协助个别业主，为单位内的排水口注入清水，预防疾病传播



People entering the residential estate's clubhouse are required to undergo a temperature check and wear a mask
所有进入住宅会所的人士必须测量体温及佩戴口罩



By scanning the QR code, residents can take cooking, flower arrangement and other online tutorials, making staying at home more relaxing
住户只需扫描二维码，即可上网学习烹饪及插花等课程，轻松度过留家抗疫的时光



During the essential goods buying frenzy, the management service team provided daily necessities shopping assistance for residents, which was well-received
物业管理团队在物资供应紧张期间，为住户提供日用品购物服务，深受住户欢迎

部分住户会所餐厅在疫情期间提供限定服务，包括提供送餐上门服务、防疫优惠套餐以及润肺汤水和糖水等。管理团队也推出一系列烹饪教学短片及在线教室，让住户可以轻松留家抗疫。管理处更会派人上门，协助有困难的住户为单位内的排水口注入清水。

自二月底，集团增聘300位关怀大使，进驻近60个商场及写字楼物业，为有需要的顾客或公众人士消毒双手及测量体温，并且协助访客开门及按升降梯按钮。

部分写字楼在疫情期间，为业户送上“暖心防疫套装”，里面包含空气杀菌净化器、便携式口罩盒、杀菌消毒喷雾及按升降梯所使用的触屏笔等。为保障办公室室内空气质量，管理团队引入双离子消毒空气净化器，为写字楼租户提供代购服务。

与客户紧密合作 齐心抗疫

自疫情爆发以来，各新地物业员工于上班前需测量体温并做好记录，当值期间必须佩戴口罩。写字楼物业有制定租户员工健康指引。管理团队与租户紧密联系，租户员工如有不适，会通报物业内其他租户。管理团队则马上在有关位置进行深层清洁及彻底消毒，并跟进该员工的健康情况。部分写字楼的升降梯载客量则调低至正常七成，以保持适当的社交距离。

各商场亦有制定工作卫生指引。商场职员、承办商及工作人员于工作前必须提交健康申报表。商场亦协助租户加强店内防疫措施，为有需要的租户进行店内冷气出风口清洁及消毒，并鼓励租户为顾客提供消毒洗手液及测量体温服务。

于疫情爆发初期，管理团队与居民组织商讨后，暂时关闭住宅内的儿童游乐设施及部分会所设施，并且暂停举办会所的兴趣班，以免人群聚集。

抗疫措施 备受客户赞赏

自疫情爆发以来，管理团队实时采取全面的抗疫措施，致力为客户提供一个安全及舒适的居住、消费和工作环境，其专业表现获得不少租户、业主委员会及住户嘉许。

一名清水湾半岛住户通过SoProp手机应用程序，赞扬康业管理团队提供日用品购物服务，提到：“每天为我们四处搜购日用品，真是难能可贵……见我们长者更会主动送货上楼，服务一流！”

华景山庄屋村业主委员会致函表扬，提到：“最近确诊个案大幅增加，疫情非常严峻，康业华景山庄管理团队一系列的应对……着实有助减轻业主对疫情的忧心。”

Grand YOHO业主委员会更致函集团，高度赞扬管理团队，指团队：“在疫情期间除专注防疫工作外，还会不断为业主构思新服务，确实值得嘉许……由此可见启胜Grand YOHO管理团队做事用心，令众业主感受到无微不至的关怀。”

虽然本港疫情最近有所缓和，但康业和启胜仍然会继续密切留意疫情的最新发展，不时检讨及完善清洁防疫措施，加强租户、住户及顾客对集团物业的信心，为他们提供一个安全舒适的空间。

Phase 2 Wetland Seasons Park in Tin Shui Wai features a stylish, premium living environment

天水围第2期Wetland Seasons Park缔造时尚优质生活空间

The Group's Wetland Lot No.34 Development ("the Development"), which is a low-density residential project with shopping mall in Tin Shui Wai, is being developed in phases. The Development is in close proximity to Wetland Park and features green, natural wetland views¹, while overlooking Shenzhen Bay and Nanshan¹. The living environment provides a high level of privacy, supported by comprehensive facilities². The Development is also set to benefit from the Hung Shui Kiu New Development Area³, currently under planning.



The children's outdoor playground at the Development (computer rendering photo)⁵
发展项目的儿童户外游乐区 (电脑模拟效果图)⁵

Strong sales of Phase 1 Wetland Seasons Park have put Phase 2 Wetland Seasons Park under the spotlight. The market response has been encouraging. By 6 July 2020, more than 97% of the released Phase 2 Wetland Seasons Park residential units were sold.

A true premium lifestyle

Phase 2 Wetland Seasons Park also has a stepped building layout, coupled with a well-planned orientation and low-density complex, offering wide views¹. Phase 2 Wetland Seasons Park of the Development will have 699 residential units, comprising eight blocks of 10-storey, low-density residential towers and six blocks of five-storey villas. The units will be available in nine practical layouts. Typical floor units range from one to three bedrooms with one en-suite, a storeroom and a utility room. Special units will also be available to suit the needs of different families. The units may offer views of Wetland Park, the Development's swimming pool or greenery¹.

The private residents' clubhouse⁴ and outdoor communal gardens in the Development will span more than 210,000 square feet, with comprehensive indoor and outdoor facilities. The residents' clubhouse will feature the only sky clubhouse⁴ in the district, offering scenic views of Wetland Park and the movements of migratory birds¹. Other facilities will include an indoor heated swimming pool, outdoor swimming pool, Jacuzzi, 24-hour gym, outdoor yoga platforms, banquet rooms and an outdoor BBQ area.

Show flat virtual home tour

Two unmodified show flats of Phase 2 Wetland Seasons Park are available at 11/F ICC for public viewing. To enhance the customer experience, customers may also take a virtual home tour of two designated unmodified show flats on the Phase's website.

集团现正在天水围分期发展低密度住宅连商场项目Wetland Lot No. 34 Development发展项目（“发展项目”）。发展项目贴近湿地公园，拥有绿意盎然的自然湿地景观¹，亦可远眺深圳湾及南山¹；同时亦享有高私密性居住环境及完善社区配套²，再与规划中的洪水桥新发展区³互惠互补。

延续第1期Wetland Seasons Park的销售佳绩，第2期Wetland Seasons Park亦成为焦点，市场反响热烈。截至2020年7月6日，第2期Wetland Seasons Park已推出发售的住宅单位已售出逾97%。

极尚品味生活

第2期Wetland Seasons Park同样采用阶梯式的布局，低密度的建筑群像向经过悉心设计，尽享开扬景致¹。发展项目第2期Wetland Seasons Park由八座10层高的低密度住宅大楼及六幢五层高的别墅组成，总计提供699个住宅单位。标准单位户型实用，共设有九种户型，涵盖一房至三房一套连储物间及工作间户型，另备有特色单位，切合不同大小家庭的居住需要。单位可以享有湿地公园、内园泳池或绿化景致¹。

发展项目的私人住客会所⁴连户外园林总面积逾210,000平方呎，具备完善室内外设施。住客会所设有区内唯一的空中会所⁴，可俯瞰湿地公园景致及季候鸟的动态景观¹。其他设施包括室内恒温游泳池、室外游泳池、按摩池、24小时健身房、户外瑜伽平台、宴会厅及户外烧烤区等。

示范单位虚拟导览

集团现正在环球贸易广场11楼开放第2期Wetland Seasons Park两个无改动的示范单位予公众参观。为提升客户体验，客户亦可登陆发展项目期数网站观看两个指定无改动示范单位的虚拟导览。

Notes

1. The above is only a general description of the surrounding environment of the Phase of the Development and does not represent that all units will enjoy the relevant views. The views described are subject to the floor on which the unit is located, the orientation of the unit and the surrounding structures and environment. They are not applicable to all units of the Phase of the Development and the surrounding structures and environment of the Phase of the Development may change from time to time. The Vendor does not make any offer, representation, undertaking or warranty whatsoever, whether express or implied, regarding the views and surrounding environment of the Phase of the Development.
2. The surrounding environment, buildings and facilities of the Phase of the Development may change from time to time and shall not be construed as any offer, undertaking, representation or warranty whatsoever, whether express or implied, on the part of the Vendor. The Vendor advises prospective purchasers to conduct on-site visits for a better understanding of the development site, its surrounding environment and the public facilities nearby.
3. Source: <https://hsknda.hk>, website of Hung Shui Kiu New Development Area by the Development Bureau (Date of reference: 19 March 2020). The proposed or uncompleted railway, roads, buildings, facilities and regional development referred to in this advertisement/promotional material are for reference only, the details of which (including but not limited to their implementation, location, design, alignment, completion, opening date, etc) are subject to the final decision of the Government and relevant authorities. They may not be completed upon completion and handover of the Phase of the Development, and may be different from the description in this advertisement/promotional material upon completion.
4. The residents' clubhouses of the Development and/or recreational facilities may not be immediately available for use at the time of handover of the Phase of the Development. Some of the facilities and/or services may be subject to the consents or licenses from the Government departments, or additional payments may be chargeable to the users. The promotional names that appear in this advertisement/promotional material will not appear in any preliminary agreement for sale and purchase, formal agreement for sale and purchase, assignment or any other title documents relating to the residential properties. The names of the above-mentioned facilities in the advertisement/promotional material are subject to confirmation, and such names might be different when the clubhouse facilities are open for use. The Vendor reserves the rights to amend the aforesaid and amend any facilities, design, fees or usage not yet set out. Some of the facilities of the clubhouse belong to or are situated at other Phase(s) of the Development and shall not be available for use before completion of construction of such Phase(s) and all the necessary preparations for such use.
5. The above computer rendering photo of the recreational facility is not taken from the Phase of the Development and does not illustrate the final appearance of or the view of or from the Phase upon completion. It has been processed with computerized imaging techniques. The fittings, finishes, appliances, decorations and other objects therein may not appear in or the view may not be seen in or from the Phase or its surrounding area. It is for reference purpose only and does not constitute any offer, undertaking, representation or warranty whatsoever, whether express or implied, on the part of the vendor regarding the Phase or any part thereof. Please refer to the Sales Brochure for details of the Phase. All the above computerized rendering and the information relating to the Development/recreational facilities are for reference only and does not constitute or shall not be considered to constitute any offer, undertaking, representation or warranty whatsoever, whether express or implied, regarding the actual design, orientation, layout, specification, construction, location, features, plans, installations, finishing materials, appliances, furniture, decoration, plants, landscaping and other items or the areas nearby, facilities, buildings or construction. The Vendor does not undertake or guarantee (whether express or implied) that the content of the computerized rendering or any part thereof is prepared in accordance with the actual height, materials, design, usage, condition or construction of the Development/recreational facilities, and may be different from the description in this advertisement/promotional material upon completion. The Vendor reserves its absolute right to amend or change the design, specifications, characteristics, plans, materials and usage as well as any other facilities, parts and regions thereof, without prior notice to any purchaser. Purchasers shall not rely on the renderings for any uses or purposes. For details of the Phase, please refer to the sales brochure. Clubhouse and/or recreational facilities and the date of completion thereof are subject to final approval by the Buildings Department, Lands Department and/or other relevant government authorities. The clubhouse and recreational facilities may not be available for immediate use at the time of handover of the residential properties in the Phase. Furthermore, some of the facilities of the clubhouse belong to or are situated at other Phase(s) of the Development and shall not be available for use before completion of construction of such Phase(s) and all the necessary preparations for such use. 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 payment of additional fees.

备注

1. 上述仅为发展项目期数周边环境的大概描述，并不代表所有单位同时享有相关景观。所述景观受单位所处层数、座向及周边建筑物及环境影响，并非适用于所有单位，且周边建筑物及环境会不时改变。卖方对景观及周边环境并不作出任何不列明或隐含之要约、陈述、承诺或保证。
2. 发展项目期数的周边环境、建筑物及设施可能不时改变，卖方对发展项目期数的周边环境、建筑物及设施并不作出不列明或隐含之要约、承诺、陈述或保证。卖方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。
3. 资料来源：发展局洪水桥新发展区网站 <https://hsknda.hk/hk/>（参考日期：2020年3月19日）本广告/宣传资料内载列的拟建或尚未落成的铁路、道路、建筑物、设施及区域发展等仅供参考，其详情（包括但不限于落实与否、位置、设计、路线及竣工与通车时间等）均以政府及有关当局最终决定为准，于发展项目期数落成及入伙时可能尚未完成，落成后之详情亦可能与本广告所述者不同。
4. 发展项目的住客会所及/或康乐设施于发展项目期数入伙时未必能即时启用。部分设施及/或服务以政府部门之审批同意或许可为准，使用者或须另缴费用。本广告/宣传资料出现的宣传名称，将不会在住宅物业的临时买卖合同、正式买卖合同、转让契或任何其他业权契据中显示。本广告/宣传资料内所述之设施名称待定，所有名称未必会于日后启用时的设施名称相同。卖方保留一切修改以上及一切未列举之设施、设计、收费及用途权力。部分会所设施属于或位于发展项目其他期数，于该期数并未落成及准备妥当前不可使用。
5. 以上为康乐设施的电脑模拟效果图，并非现场实景拍摄，亦并非说明期数最后完成之外观或其景观。该些相片及绘图经电脑修饰处理，相片及绘图内的装置、装修物料、设备、装置物及其他物件等及其展示之景观不一定在期数或其附近范围出现，仅供参考，且不构成任何卖方就期数或其任何部分不列明或隐含之任何要约、承诺、陈述或保证。有关期数的详细资料，请参阅售楼说明书。以上所有电脑模拟图及电脑模拟图内的资料仅供参考，并不构成或不应被视为任何有关发展项目/康乐设施之实际设计、布局、间隔、规格、建筑、位置、特色、图则、装置、装修材料、设备、家具、装饰物、植物、园艺及其他物件或其邻近地方、设施、楼宇或建筑之要约、陈述、承诺或保证（不列明或暗示）。卖方并不承诺或保证（不列明或暗示）以上所有电脑模拟图内的内容或其任何部分依据发展项目/康乐设施之实际高度、用料、设计、用途、状况或建筑制造，落成后之详情亦可能与本广告/宣传资料所述者有所不同。卖方保留其修改及改变康乐设施之设计、规格、特徵、图则、用料和用途及其他设施、部分和区域之绝对权利，事先毋须通知任何买家。买家切勿依赖此电脑模拟图作任何用途或目的。有关期数的详细资料，请参阅售楼说明书。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/康乐设施于期数住宅物业入伙时未必能即时启用。再者，部分会所/康乐设施属于或位于发展项目其他期数，于该期数并未落成及准备妥当前不可使用。部分设施及/或服务的使用或操作可能受制于有关部门发出之同意书或许可证或需额外付款。

Name of the Phase of the Development: Phase 2 (“the Phase”) of Wetland Lot No.34 Development (“the Development”) (Tower 2, Tower 3, Tower 5, Tower 11, Tower 12, Tower 15, Tower 18 and Tower 19, Villa 1 to Villa 3 and Villa 5 to Villa 7 of the residential development in the Phase are called “Wetland Seasons Park”)

District: Tin Shui Wai

Name of Street and Street Number of the Phase:
9 Wetland Park Road[#]

The website address designated by the Vendor for the Phase:
www.wetlandseasonspark2.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: Pacific Gold Limited

Holding companies of the Vendor: Newray Ventures Limited, Time Effort Limited, Sun Hung Kai Properties Limited

Authorized Person for the Phase: Ronald P.C. Liang

The firm or corporation of which the Authorized Person for the Phase is a proprietor, director or employee in his professional capacity: LWK & Partners (HK) Limited

Building contractor for the Phase: Chun Fai Construction Company Limited

The firms of solicitors acting for the owner in relation to the sale of residential properties in the Phase: Woo Kwan Lee & Lo, Sit, Fung, Kwong & Shum, Mayer Brown

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

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

The estimated material date for the Phase as provided by the Authorized Person for the Phase to the best of the Vendor's knowledge: 15th July 2021 (“Material date” means the date on which the conditions of the land grant are complied with in respect of the Phase. The estimated material date is subject to any extension of time that is permitted under the agreement for sale and purchase.)

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

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

#The provisional street number is subject to confirmation when the Phase is completed.

Date of Printing: 7 July 2020

发展项目期数名称：Wetland Lot No.34 Development发展项目（“发展项目”）的第2期（“期数”）（期数中住宅发展项目的第2座、第3座、第5座、第11座、第12座、第15座、第18座及第19座、别墅1至别墅3及别墅5至别墅7称为“Wetland Seasons Park”）

区域：天水围

期数的街道名称及门牌号数：湿地公园路9号[#]

卖方就期数指定的互联网网站的网址：
www.wetlandseasonspark2.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：Pacific Gold Limited

卖方的控股公司：Newray Ventures Limited、Time Effort Limited、新鸿基地产发展有限公司

期数的认可人士：梁鹏程

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：梁黄顾建筑师（香港）事务所有限公司

期数的承建商：骏辉建筑有限公司

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：胡关李罗律师行、薛马邨李律师行、孖士打律师行

已为期数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

已为期数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，由期数的认可人士提供的期数之预计关键日期：2021年7月15日（“关键日期”指批地文件的条件就期数而获符合的日期。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，以了解期数的资料。

本广告由卖方发布或在卖方的同意下由另一人发布。

此临时门牌号有待期数建成时确认

印制日期：2020年7月7日

The Point by SHKP enhances the customer experience with the brand new Auto Payment Parking service

The Point by SHKP添全新“无感泊车支付”功能 提升客户体验

In the wake of launching Hong Kong's first Contactless Parking feature last year, The Point by SHKP integrated loyalty programme ('The Point by SHKP') has just rolled out the upgraded Auto Payment Parking service to further enhance the customer experience. Additionally, in order to facilitate the gift redemption process, Smart Gift Redemption Stations have been made available at SHKP malls since the outbreak of COVID-19, allowing The Point by SHKP members to redeem gifts with their bonus points by themselves.

Hong Kong's largest Contactless Parking and Auto Payment Parking service network

The Point by SHKP has expanded to 20 participating malls and grown its membership base to over 800,000 in just over a year's time. VIP Parking was further upgraded with the launch of Auto Payment Parking service. Members are required only to register the Contactless Parking service and bind with credit card payment. When they drive into the car park with Contactless Parking service, the automatic number-plate recognition system will read the registered vehicle plate number. Members can drive in and out of the car park without having to stop or tap any card, and the barrier gate will lift up automatically. The parking fee will be automatically charged to the credit card bound

to the member's The Point by SHKP account on exit.

Currently, 18 SHKP malls provide the Contactless Parking and Auto Payment Parking service which is the largest network of its kind in Hong Kong, offering a new, truly seamless parking and payment experience for members.

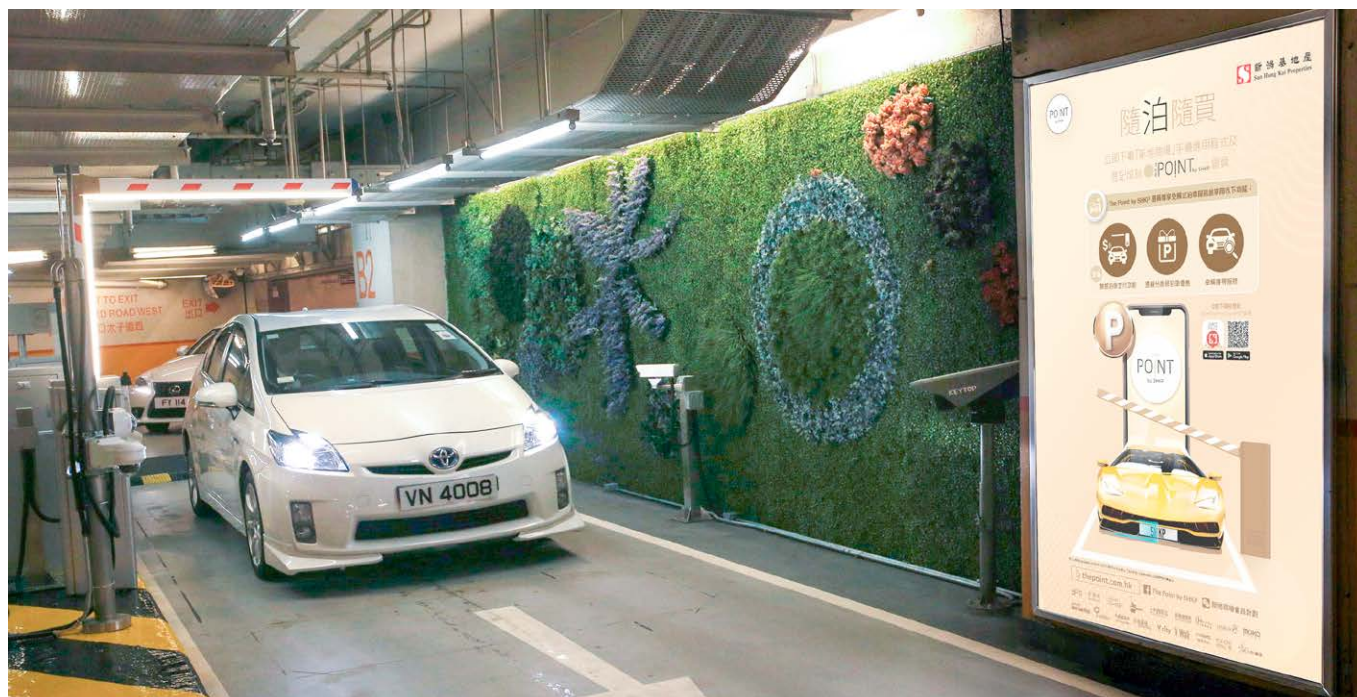
Biometric authentication for quick, secured access

Added with the biometric authentication function, The Point by SHKP members can access their account via Face ID, Touch ID or Fingerprint ID with their biometric credentials stored on their mobile phone or mobile device. Instead of entering their

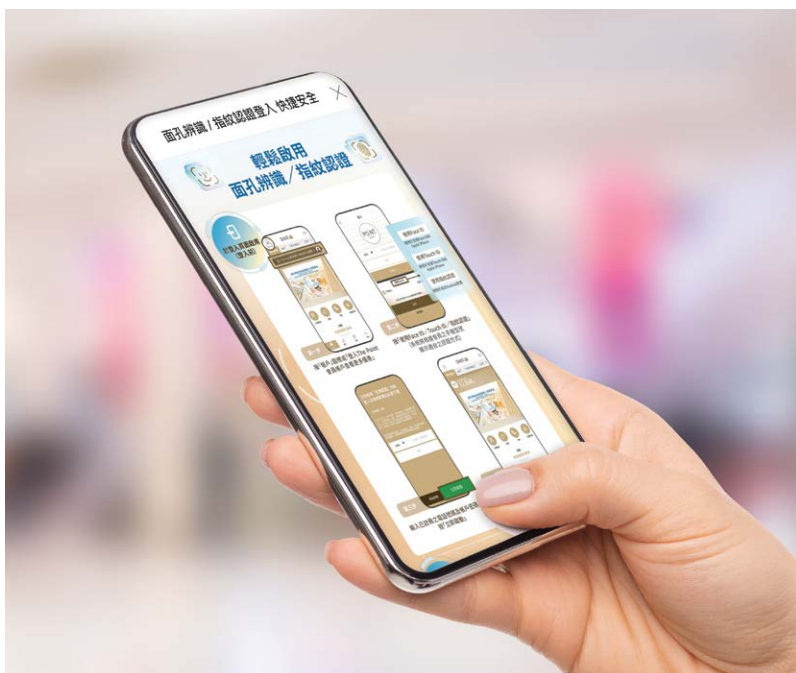
account password, members can now enjoy quicker, safer login and reward redemptions.

New Smart Gift Redemption Stations

Smart Gift Redemption Stations have been put in place in 16 SHKP malls since the coronavirus outbreak. The Point by SHKP members can redeem gifts with their bonus points on their own at the Smart Gift Redemption Stations without having to queue up. Over 250 kinds of gifts are available at the Smart Gift Redemption Stations. Almost 10,000 redemptions have been made so far. In view of the travel restrictions and rising demand for staycation holidays, the choice of gifts has been enriched with more staycation related offerings. The Point by SHKP members can use their bonus points to redeem hotel packages at attractive prices.



The Point by SHKP members enjoy truly seamless driving experience with Auto Payment Parking service offered by 18 SHKP malls with Contactless Parking
The Point by SHKP会员可在18间备有免触式泊车服务的新地商场使用“无感泊车支付”功能，专享真正畅通无阻的驾驶体验



The biometric authentication function facilitates members logging into The Point by SHKP account and reward redemption faster and safer

“生物认证”功能让会员更快捷、更安全登入The Point by SHKP账户及换领奖赏

The Point by SHKP商场综合会员计划（“The Point by SHKP”）继去年推出全港首个免触式泊车服务后，今年再创新猷，推出“无感泊车支付”升级功能，进一步提升客户体验。另外，为方便换领礼品，在疫情爆发后，新地商场设置了智能礼品换领站，让The Point by SHKP会员凭积分可自助换领礼品。

全港最大免触式泊车及“无感泊车支付”服务网络

The Point by SHKP推出仅一年多，参与商场增至20个，会员人数已逾800,000。会员的泊车服务最近再度升级，推出“无感泊车支付”功能。会员只需启动免触式泊车服务及绑定信用卡后，驱车进入提供免触式泊车服务的商场停车场时，自动车牌识别系统会识别所登记的车牌号码。会员在入车、出车时，无需停车或拍卡，闸杆即会自动升起，泊车费则在车辆离开商场时自动于The Point by SHKP账户内已绑定的信用卡缴付。

目前，共有18个新地商场提供免触式泊车及“无感泊车支付”服务，属全港最大的同类网络。为会员带来畅通无阻的泊车及缴费新体验。

应用“生物认证”功能 快捷安全

新引入的“生物认证”功能让The Point by SHKP会员通过使用储存于手提电话或流动装置上的生物识别凭证，以Face ID、Touch ID或指纹认证代替密码，以更快捷、更安全的方式登入会员账户及换领奖赏。

增设智能礼品换领站

为让The Point by SHKP会员避免在疫情期间排队等候换领礼品，16个新地商场特别设置智能礼品换领站。会员凭积分可自助换领礼品，供选择的礼品逾250种，至今已有近一万人次通过智能礼品换领站换领礼品。由于多国实施旅游限制，市民对留港度假的需求增加，礼品选择方面增添了更多与酒店住宿相关的选项。The Point by SHKP会员凭积分可以优惠价格换领酒店套票。



The Point by SHKP members can redeem gifts with their bonus points at the Smart Gift Redemption Stations on their own to avoid queuing up

The Point by SHKP会员凭积分可在智能礼品换领站自助换领礼品，避免排队等候

The Point by SHKP participating malls The Point by SHKP参与商场

APM [*]	East Point City [*] 东港城 [*]
K-Point 锦荟坊	Harbour North [*] 北角汇 [*]
HomeSquare [*]	Landmark North [*] 上水广场 [*]
Metroplaza [*] 新都会广场 [*]	Metropolis Plaza [*] 新都广场 [*]
Mikiki [*]	MOKO [*] MOKO新世纪广场 [*]
New Town Plaza [*] 新城市广场 [*]	Park Central [*] 将军澳中心 [*]
Tai Po Mega Mall [*] 大埔超级城 [*]	Tsuen Wan Plaza [*] 荃湾广场 [*]
Uptown Plaza 新达广场	V City [*]
V Walk [*]	WTC [*] WTC世贸中心 [*]
YOHO MALL [*] YOHO MALL形点 [*]	Yuen Long Plaza [*] 元朗广场 [*]

* Mall's car park provides Contactless Parking and Auto Payment Parking service

* 商场停车场提供免触式泊车及“无感泊车支付”功能服务

Completion of boutique industrial building W212 in Tsuen Wan

荃湾精品工厦W212落成交楼

The boutique industrial building W212 in Tsuen Wan has been completed, with owners taking possession of their new units. Built with quality materials and furnished with comprehensive facilities, the stylish development offers premium, flexible working space that is ideal for small and medium enterprises and start-ups.

Interactive, co-sharing space supports the business needs of small and medium enterprises

The contemporary, chic façade makes extensive use of glass panels to let in natural light for bright, spacious ambience. The hotel-style main lobby and the lift lobby on unit floors are spacious and comfortable. The main lobby is finished with a green wall for a natural look.

W212 has 257 units on 23 workshop storeys. The efficient units have a floor height of approximately 3.5 meters allowing flexible designs. Each unit has a private lavatory with natural lighting and ventilation. Special units with private flat roofs or penthouses with an internal staircase to a private roof are also available, which are rare in the district.

As one of the W series developments, W212 extends the WORK+ concept to promote good work-life balance. Caring value-added services are provided by a professional management team. To cater for the business needs of small and medium enterprises and start-ups, W212 features two

interactive, co-sharing spaces on the ground floor, namely CLUB+ and CONNECT+. CLUB+ offers flexible, interactive indoor space, along with comprehensive facilities. Users can rent the entire venue or part of it for corporate events. CONNECT+, a cosy, interactive outdoor space, provides a relaxing atmosphere for networking activities.

Prime location with easy access

Located on Texaco Road, W212 enjoys easy access to all parts of the city, with convenient connections to main roads and two MTR lines. Kowloon's commercial core is only about an eight-minute drive away. From West Rail Line Tsuen Wan West Station, it takes about 14 minutes to reach East Tsim Sha Tsui Station; and from Tsuen Wan Line Tsuen Wan Station, it takes about 20 minutes to arrive at Prince Edward Station. W212 is just steps from the waterfront and a green zone. Also close by are major residential developments, shopping malls and hotels, indicating potential for further development in the district.



W212 is conveniently located on Texaco Road, Tsuen Wan
W212位于荃湾德士古道·交通便捷

CLUB+, an indoor interactive co-sharing space with comprehensive facilities, is a ready-to-use venue for corporate events
室内互动共享空间“CLUB+”，设施齐备，方便用户举办各类型企业活动





W212's bright, spacious hotel-like main lobby
W212入口大堂参考酒店设计，空间宽敞，光洁白亮

集团位于荃湾的精品工厦项目W212此前落成，业主现正陆续收楼。项目设计时尚新颖，用料考究，软硬件配备齐全，为中小企及初创企业提供灵活理想的优质工作空间。

互动共享空间 贴心满足中小企业务需要

大厦外墙设计时尚、现代化，运用大量玻璃为室内引入自然光线，增强采亮度，提升空间感。入口大堂及各楼层升降机大堂的设计以酒店风格为蓝本，空间宽敞，舒适惬意。入口大堂设有绿化墙，增添生气。

W212提供23层工作室楼层，共257个单位。单位设计方正实用，楼层高度约3.5米，设计灵活。每个单位均设有天然采光及通风设计的独立洗手间。项目另有平台单位以及内置楼梯直达专属天台顶层连天台特色单位，区内罕有。

作为W系列发展项目之一，W212延续“WORK+”概念，提倡追求工作与生活平衡，由专业管理团队提供贴心的增值服务。配合中小企及初创企业的业务需要，W212特别在地下楼层提供两个互动共享空间：“CLUB+”和“CONNECT+”。“CLUB+”设备齐全，为用户提供灵活互动的室内场地；用户更可租用整个或部分场地举办各类企业活动。“CONNECT+”提供舒适互动的室外环境，营造轻松的交流空间，有助用户拓展人际关系网络。

位置优越 四通八达

W212座落于德士古道，坐拥主要道路网络，配合港铁双线优势，轻松穿梭各区。出发往九龙商业核心只需约八分钟车程。由西铁线荃湾西站往尖东站只需约14分钟，而由荃湾线荃湾总站往太子站亦只需约20分钟。W212同时咫尺即达海滨与绿化空间，毗邻多个大型住宅发展项目、商场及酒店，区内发展潜力理想。



The outdoor interactive, co-sharing space CONNECT+ provides a cosy setting for networking activities
室外互动共享空间“CONNECT+”，用户可在此轻松交流，拓展人际关系网络



The W212 penthouses have an internal staircase connected to a private roof, adding a touch of distinction
W212设有顶层连天台特色单位，内置楼梯直达专属天台，尽显气派



Shanghai Arch Phase 2 in Shanghai sees encouraging sales

上海滨江凯旋门二期销情炽热



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Shanghai Arch, the Group's luxury residential development in the Shanghai Lujiazui CBD, will provide almost 140,000 square metres (about 1.5 million square feet) of residences in three phases. Shanghai Arch Phase 2 was launched following the approval of a pre-sale permit in late March this year. The market response has been encouraging, with 168 Shanghai Arch Phase 2 residential units sold as at 6 July 2020, representing over 90% of the residential units that were offered for sale. Total contracted sales exceeded RMB4,500 million.

Prime location with a direct view of the Huangpu River

Situated on Pu Ming Road, Shanghai Arch is nestled in a traditional luxury neighbourhood with easy access. The overall fan-shaped layout is designed to maximize the magnificent view of the Huangpu River and the far-famed historic buildings along the Bund. The development is being built with quality building materials and premium facilities to complement the high-end lifestyle, setting a new standard for luxury residences in the city.

Shanghai Arch Phase 2, located in the core of the development, comprises 175 luxury residential units in four residential towers. Typical units will range from about 136 to 245 square metres (about 1,464 to 2,637 square

feet) with two or three bedrooms and a balcony facing the Huangpu River. Sky penthouses and special garden units will also be available. The master bedrooms will include walk-in wardrobes for added luxury.

Prestigious facilities add to the stylish lifestyle

The Shanghai Arch clubhouse, spanning over 8,000 square metres (about 86,000 square feet) overlooking the river, features luxury facilities to fulfil residents' fitness, leisure, banquet and other needs. The comprehensive facilities include a heated swimming pool with a skylight glass dome roof, spa rooms, river view banquet rooms, a kick-boxing room, multi-purpose sports hall, snooker room, karaoke room, piano room, children's playground, outdoor rooftop garden and more.

The spacious apartments in Shanghai Arch Phase 2 will be equipped with top international brands of kitchen appliances and installations. Other appliances will be upgraded in various ways to deliver a refined lifestyle. All apartments will have a smart home system, and the WiFi network will reach every corner of the apartments, providing convenient Internet access. Air-conditioners in the apartments will have PM2.5 filters to ensure good indoor air quality, thus safeguarding residents' health.

Construction work on Shanghai Arch Phase 2 is basically complete, with interior decoration work now in progress. The phase is scheduled for handover to new owners by March next year.



Rendering 效果图

Shanghai Arch Phase 2 sets a new standard for luxury residences with its direct view of the Huangpu River, spacious living and upgraded facilities
滨江凯旋门二期坐拥黄浦江一线江景，居住空间宽敞，结合升级配套，展现豪宅新标准

滨江凯旋门为集团在上海陆家嘴中央商务区的豪华住宅发展项目，提供近140,000平方米（约150万平方呎）的住宅楼面，分三期发展。滨江凯旋门二期于今年三月底取得预售许可证，随后马上展开销售工作。市场反应热烈，截至2020年7月6日，滨江凯旋门二期已售出168个住宅单位，占已推出发售的住宅单位逾九成，合约销售总额逾人民币45亿元。

黄金地段 一线江景

滨江凯旋门位于浦明路，属传统豪宅区，交通便利。整体规划以扇形设计，务求尽收黄浦江一线江景及外滩沿岸著名历史建筑的美景。项目选用优质建筑材料，配套设施卓越，带出高级生活品味，为市内的豪华住宅定下新标准。

滨江凯旋门二期位于项目的核心位置，由四幢住宅大楼组成，提供175个豪华住宅单位。标准单位面积由约136至245平方米（约1,464至2,637平方呎），提供两房至三房户型，设有朝阳阳台；另设有顶层天际屋和特色花园单位。主人房更配置步入式衣柜，充分体现豪宅气派。

尊贵配套 品味生活

滨江凯旋门坐拥逾8,000平方米（约86,000平方呎）的大型临江会所，为住客提供豪华配套设施，全面满足健身、休闲及宴客等不同需要。多元化设施包括设有穹顶天窗的恒温泳池、水疗室、江景宴会厅、拳击健身房、室内多用途球场、桌球室、卡拉OK室、钢琴房、儿童游乐室及顶层室外花园等。

滨江凯旋门二期提供舒适的居住空间，选用国际顶级品牌厨房电器及设备，多个细节位置更引入升级配套，为住客带来更优质的品味生活。所有住宅单位配备智能家居系统，WiFi网络将全面覆盖单位内每个角落，上网加倍方便。住宅单位的冷气机具备PM2.5过滤功能，有效保障室内空气质量，贴心照顾住客健康。

滨江凯旋门二期工程已基本完工，目前正进行室内装修，预计可于明年三月交楼。



Albert Lau
刘德扬

Executive Director,
Sun Hung Kai Properties (China) Limited
新鸿基地产(中国)有限公司执行董事



16 Albert Lau: Cultivating the mainland market with vision and open-mindedness

刘德扬：以前瞻的眼光和开放的心态深耕内地

The Group has been committed to mainland property development over the years in Beijing, Shanghai, Guangzhou and other major cities. In this issue, Albert Lau, Executive Director of Sun Hung Kai Properties (China) Limited, shares with us his insights on the mainland market and the Group's development strategy. Since moving to Shanghai in the early 1990s, Albert has been dedicated to mainland market development, including participation in a number of SHKP projects at different times. He was invited to join the Group in 2017 and is now in charge of the development and investment planning of the Group's business in Shanghai and the rest of the Eastern China region, as well as overseeing the Group's business and investment in the Northern and Western China regions, a role that allows him to contribute his extensive experience and unique understanding of the market to the Group's mainland development.

Behind a precise strategy – A good grasp of the market and brand positioning

Having witnessed the rapid transformation resulting from Mainland China's reforms and opening-up during his years living and working in the mainland, Albert has acquired a discerning and in-depth understanding of the mainland market. He said that Mainland China, whose territory is comparable to the size of the entire European continent, is an enormous market, and that the individual markets in different regions and cities of the country have distinctive characteristics. Because of this, he thinks it's important to concentrate on projects that ride on the Group's strengths.

"The Group excels at designing, building and operating premium, large-scale commercial complexes comprising quality offices, shopping malls, hotels and serviced apartments," he said. "In order to build a strong, unique brand character, the Group adopts a selective and focused approach in locating suitable markets and adapts accordingly to capitalize on its advantages."

Presently, the Group focuses on developing high-quality major commercial complexes in first-tier and other major mainland cities with potential for sustainable economic growth. Albert stated that this strategy plays to Group's strengths and is the most

appropriate development direction. From market segmentation and product positioning to the pursuit of quality excellence, the Group makes the best overall decision based on its comprehensive knowledge of the mainland market.

In the Yangtze River Delta, for example, the Group pioneered large-scale commercial integrated projects in Shanghai, Hangzhou, Nanjing, Suzhou and the core areas of other major cities. Featuring rapid growth and huge potential, these cities and areas fit in with the Group's development strategy and philosophy on the mainland. Some of its premium, well-equipped, high-end integrated projects, such

as Shanghai IFC, Shanghai ICC and ITC, have established new standards in the market and further consolidated the Group's leading position on the mainland. In Northern China, the latest general city plan for Beijing, which confirmed the capital as a centre of international exchanges and its new positioning as an 'international rendezvous', will also provide the Group with new investment opportunities.

Continuous improvement, embracing change

In view of the constantly evolving retail market and consumption patterns on the mainland in recent years, Albert said that the attitude towards market changes and challenges is crucial to the Group's mainland retail business in providing a smart shopping experience leveraging innovative technology. "To stand out from the competition, it is essential to adapt to the ever-changing market environment and establish a foothold."

While many think that the rise of online shopping will have a negative impact on the physical retail industry, Albert views it in a positive light. He pointed out that consumers can benefit from the additional online shopping channel; and for the Group, it is a mere change of competitors, from other shopping malls to today's online shopping platforms.

Albert said he firmly believes that progress comes from competition: "From another angle, competition exists all the time. Instead of avoiding new competitors, we should act positively to face them, study how they operate and compete with them. The way to survive is to embrace the prevailing trend of technological innovation and find the position best suited to us. If you can't beat it, join it, as the saying goes."

In an ongoing quest to explore new directions, the Group's mainland malls continuously incorporate cutting-edge technologies with diverse marketing campaigns to create trend-setting, interactive leisure shopping experiences. During the coronavirus outbreak, the malls took full advantage of online platforms, offering customers a chance to interact with key online influencers while expanding the online sales channels. According to Albert, only by maintaining an open mind and embracing change can we advance with the times in this new consumption era.

A quality brand established through Building Homes with Heart

Regarding the Group's strategy of establishing a unique brand character in the mainland market, Albert put it in a nutshell – Building Homes with Heart. This dedication to excellence is all the more valuable in a market where most players are seeking short-term profits and quick returns. According to Albert, the Building Homes with Heart philosophy nicely encapsulates the Group's business philosophy and commitment to society. "In our meetings with the government, I interpret this philosophy as the Group's longstanding belief that we do everything with the greatest sincerity and sense of responsibility," he added.

The principles of Building Homes with Heart, which include a good corporate conscience, the pursuit of quality and excellence, and the fulfilment of its commitment to its customers, are all applied to the Group's products. Albert believes that the Group's approach of holding and operating premium integrated projects over the long term will bring substantial benefits to society, as it continuously contributes to regional quality improvement, economic development and employment, as well as steady economic returns and tax revenue, thus helping to create a stable economic environment.

Complementing national policies

Albert also offered a clear, in-depth explanation of how the Group's mainland investment strategy is intertwined with national policies: "Mainland China's early extensive processing and manufacturing industry has been transformed into a high-tech, high-value-added industrial structure over the past 20 years, with innovative national policies and strategies providing new space for development. Only by identifying the changes in policies and the business environment can we seize the market opportunities that arise."

Amid the official measures to boost domestic consumption and retail spending in the mainland's latest round of economic growth, Albert noted that the long-term, sustainable development of the Group's large-scale commercial complexes falls exactly in line with both government guidance and market needs. Albert stressed that economic impetus can be maintained only by projects operated and enhanced over the long term. "Sustainable development is much needed in a fast-growing economy," he explained. "Under the current environment and policies, the Group's integrated developments have significant advantages. First, our main business, which comprises luxury

shopping malls, office buildings and hotels, is part of the service industry essential for consumption; second, our prime properties are held and operated on a long-term basis. This business development model complements the national policies by helping to stimulate consumption."

Albert emphasized that the Group takes into full consideration the national policies and development blueprint when making investment decisions. This allows the Group to plan future developments and leverage high-quality projects to boost regional retail consumption, promote economic development and create jobs. Although the mainland economy was slowed by the recent pandemic, Albert remains highly confident in the long-term prospects of the mainland property market.

Valuing communication, achieving a win-win situation with an open mind

A Hong Kong citizen working and living on the mainland for many years, Albert established his own family in Shanghai and has developed a deep connection with the mainland. On the issue of cultural differences, he said frankly that communication is the best solution. In a senior management role, Albert likes to talk with his colleagues and share his experience. He said he believes that communication is a core part of team building: "Communication helps bridge cultural differences and strengthen the relationship among colleagues," he said. "It also enables us to deepen our understanding of the mainland market, policies and concepts with a more accurate analysis, and take our work forward." In addition, he suggested that regular and close dialogue can ensure alignment with the team's goals and concepts, which enhances the operating and execution efficiency of the company. He also mentioned that chatting with colleagues gave him opportunities to practise Putonghua and other local dialects and express himself more comfortably.

Albert said he always embraces new experiences and environments with an open mind. After years of working and living in the mainland, he realized that we should not try to tackle a problem or judge a city or region with a subjective, outsider's perspective; we have to be 'down to earth', as people say in Putonghua, and accept one another. In a burgeoning market, a win-win situation can be achieved only by recognizing its progress, becoming part of its development and growing together.

集团在内地深耕多年，积极在北京、上海及广州等主要城市发展。本期我们请到新鸿基地产（中国）有限公司执行董事刘德扬，来分享他个人对内地市场的见解和集团的内地发展策略。刘德扬于九十年代初赴沪，在内地工作逾20年，持续投身当地市场的发展，也在不同时期参与过新地多个内地项目的工作。2017年他获邀加入集团，负责统筹管理集团于上海和华东地区的业务发展和投资策划，同时监管华北和华西地区的业务和投资，进一步将他个人于内地市场的丰厚经验和独到见解，融入集团的内地发展之中。

充分掌握市场和品牌定位 制定精准策略

得益于多年内地工作和生活的经历，刘德扬亲身体会中国内地改革开放以来日新月异的变化，对内地市场有着独到而深厚的见解。他认为中国内地是一个非常庞大的市场，在这样一个国土面积堪比整个欧洲的国家，每个地方、每个区域的市场都有不同的特点。因此，要集中精力做好自己擅长的项目。

“对集团来说，我们的专长是设计、建造和营运由优质写字楼、商场、酒店

和服务式公寓组成的高质量大型商业综合体。”他指出，“集团在内地要有选择、有针对性地挑选适合自己的市场，因地制宜，发挥专长，建立独特而强大的品牌特性。”

目前，集团集中在内地一线城市及其他具备持续经济增长潜力的重要城市，发展高质量大型商业综合体。刘德扬认为，这既符合集团的优势，也是最适合的发展路线。无论市场区块还是产品定位，精益求精于对质量的追求，这是基于对内地市场全面解读作出的最佳选择。

例如在长三角地区，集团已集中在上海、杭州、南京、苏州等重点城市的核心区域，发展大型商业综合体项目。这些城市和区域发展迅速，潜力巨大，与集团的内地发展策略和理念相符。由上海国金中心、上海环贸广场、ITC等质量卓越、配套完善的高端综合项目建立的市场新标准，进一步巩固了集团在内地市场的领导地位。在华北，最新的北京城市总体规划中明确了首都作为国际交往中心、打造“国际会客厅”的新定位，为集团开拓新的投资机遇提供契机。

与时俱进 拥抱转变

近年内地零售市场不断变化，消费模式持续更新，集团的内地零售业务如何应对？刘德扬对此的回应是，创新科技消费体验的关键，在于如何看待市场变化和挑战。“最重要的是适应一个不断变化的市场环境，并找到自己的落脚点，方能在竞争中脱颖而出。”

很多人眼中，网购的兴起对实体零售业带来负面影响。刘德扬的看法却很正面，他认为消费者多了一个线上购物渠道，对集团来说，竞争者不过是由以前的其他商场变成了如今的网上购物平台。

他坚信有竞争才有进步：“换个角度看，竞争本来就是长期存在的。要积极面对和评估新的竞争对手，解决它而不是逃避它。拥抱科技创新这个大潮流，在其中找到适合自己的位置，才是生存之道。If you can't beat it, join it.”

集团的内地商场不断探索全新方向，持续运用创新科技，结合多元化的推广活动，创造领导潮流的互动休闲购物空间。疫情期间，商场更充分利用在线平台，邀请KOL线上互动，全方位拓展线上销售渠道。刘德扬表示，保持开放的心态和迎接

“The mainland market is highly attractive in its scale and speed of development. The question is what the best strategy and approach is to cultivate this market. 内地市场无论规模还是发展速度都非常吸引人，问题是用什么策略、什么方法来开发这个市场。”

”



Albert has worked in Shanghai for over 20 years and has gained a deep understanding of mainland development
刘德扬在上海工作逾20年，对内地发展有深刻认识

变化的态度，才能在新消费时代与时俱进。

以心建家 奠定优质品牌形象

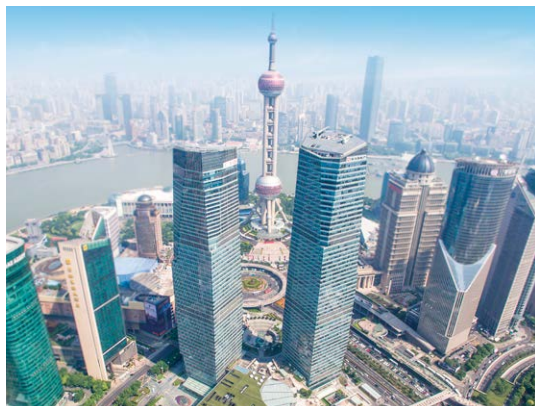
集团如何在内地市场建立与众不同的品牌特性？“用四个字概括：以心建家。”刘德扬这样回答。当市场上大多数人在追求短平快的短期利润时，这份用心钻研、精心打造的坚持尤为难能可贵。在他看来，“以心建家”很好地概括了集团对业务的态度，和对社会的责任感。“跟政府会面时，我会这样向他们解读集团这四字理念：以最大的诚意和责任感来做事，这是我们的初心和坚持。”

“以心建家”的做事标准，其本质即是用良心做事，追求品质，把事情做好，实践对客户的承诺。集团的价值观体现在产品上，是一脉相承的。刘德扬认为，做长期持有、长期营运的高端综合体，持续推动区域品质提升，持续贡献经济发展和社会就业，创造稳定的经济收益和税收，从而助力稳定的经济环境，这种营运模式能对社会产生很大的裨益。

與国家政策相辅相成

集团的内地投资策略与国策息息相关，刘德扬对这一点的解读深入浅出：“在过去20年里，中国内地从早期的粗放型加工制造业，转变成现在高科技、高附加值的产业结构。在这个过程中，国家的政策和策略转变将创造新一轮发展空间。洞察政策和营商环境的变化，才能把握市场的机遇。”

内地经济最新一轮增长中，政府大力鼓励内需和零售消费，而集团大型商业综合项目的长期可持续发展，正正切合政府的指导方向 and 市场需求。刘德扬指出，只有长期营运、不断升级的项目才能保持对经济发展产生长期的推动力。“经济高速增长的同时，更需要可持续的发展。在这种大环境和政策下，集团擅长的综合体项目可谓占据极大优势。第一，消费所需的服务业，高级商场、写字楼、酒店等都是我们的主营业务；第二，我们的优质核心项目是长期持有和营运的，这种长期可持续的业务发展有助促进消费，和国家政策方向不谋而合。”



The well-established Shanghai IFC and Shanghai ICC are leading hotspots for working, shopping, entertainment and leisure in the city

上海国金中心和上海环贸广场发展成熟，为市内顶尖的一站式工作、购物、娱乐及休闲热点



The prime site in Jianghehui, Hangzhou, acquired by the Group last year, will be developed into a large-scale integrated landmark in Hangzhou

集团去年购入位于杭州江河汇的优质地块，将发展为杭州的大型综合地标



Albert believes that regular and close dialogue can ensure alignment with the team's goals and concepts, which enhances the operating and execution efficiency of the company
刘德扬认为通过与同事长期、紧密的沟通，能够确保团队目标一致，提高公司营运效率

他强调，集团在投资过程中充分考虑国家政策和未来蓝图，来配合未来的发展规划，务求以高品质项目带动区域零售消费，推动经济发展和创造就业。尽管近期疫情令内地经济有所放缓，长远而言，刘德扬对内地房地产市场发展的前景仍然充满信心。

重沟通 以开放态度实现共赢

身为一个在内地工作生活多年的香港人，刘德扬在上海结婚生子，与内地有着深厚的渊源。对于如何解决文化差异，他直言沟通是关键。身为管理层，刘德扬喜欢跟同事聊天和分享他的经验。他认为沟通是建立团队非常重要的一环：“沟通能消除文化差异，加强同事间的关系，也能藉此对内地市场、政策及观念有更深入的理解，有利于我们准确地研究市场，推进工作开展。”不但如此，他指出通过与同事长期、紧密的沟通，更能够确保团队目标和观念一致，达到共识，提高公司营运效率和执行力。刘德扬笑言，和同事们的交流，也为他提供了锻炼普通话及当地方言的机会，令他表达更自如。

刘德扬对新的事物和环境始终抱持开放的心态。经过多年在内地工作生活，他领略到在任何地方发展，都不能戴着有色眼镜去看待问题，不能以外来者的眼光去主观认定一个城市或一个地区。用普通话说即是要“接地气”，要彼此认同。当目睹市场迅速发展，只有认同它的进步，融入它的发展，一起成长，才能获得共赢。

Encouraging exercise at home and fighting the virus with positive energy through exercise

鼓励在家运动 以运动正能量抗疫



Hong Kong's renowned long-distance races champion Chan Ka-ho (photo above), former Hong Kong Cycling Team members and a rehab trainer were invited to demonstrate home workout videos to encourage people to exercise more even when they stay at home.

集团特别邀请了香港多项长跑赛事冠军陈家豪（上图）、前港队单车运动员及康复教练等，拍摄在家运动示范短片，鼓励大众留在家中也要多做运动。

During the novel coronavirus outbreak, the Group has encouraged people to exercise more even when they stay at home, to fight the coronavirus together with positive vibes through exercise. The Facebook pages of SHKP Vertical Run for Charity and SHKP Cycling jointly launched the “#Sportsforhealth Exercise at Home” campaign. Professional trainers and athletes were invited to demonstrate a series of home workout videos under three themes: duo workout, family workout and rehab workout. Demo videos were shared on both pages and the Sports-for-Charity website, so that people can follow the videos and exercise at home to stay strong.

The pages also organized a prize game, in which people were invited to share their home workout videos. The response was encouraging, with the most enthusiastic and creative winning videos selected. Recommendations about sports-related books were also shared on both pages for people to learn more about sports.

在新型冠状病毒疫情爆发期间，集团鼓励大众在家也要多做运动，用运动带来的正能量同心抗疫。“新地公益垂直跑”及“单车SUNday”Facebook专页早前共同推出“#Sportsforhealth在家运动抗疫”推广活动。集团邀请了专业教练及运动员，拍摄一系列以双人运动、亲子运动及康复运动为主题的居家运动示范短片，上载到两个专页及运动行善网页，让大众留在家中也可跟着运动，强身健体。

两个专页更举办了“投片有奖”游戏，鼓励大众分享在家运动抗疫的短片。活动反应踊跃，最给力和最具创意的得奖短片已顺利选出。此外，两个专页还分享了与运动相关的好书推介，让大众同时增长运动知识。

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SHKP Reading Club's Read at Home with You online campaign recruits student contributors

新阅会“陪你读留在家”网上活动 招募学界“特约作家”

During the school closure period, the SHKP Reading Club beefed up the overall content of its free *Read For More* online reading platform. New items include video clips in the 'Bookshelves' section which feature a variety of good book recommendations in a lively manner, exclusive serial fiction by popular writers, 'Poet's Corner', 'Workplace Rookies', 'Witty Quotes' and more, to make reading a regular part of people's daily lives.

To encourage students to read more and unleash their creativity, the SHKP Reading Club is holding a *Read at Home with You* online campaign, recruiting primary and secondary students as *Read For More* contributors. After reading the designated series in *Read For More*, students can develop the theme and transform their ideas into an article, video clip or audio book. Shortlisted works will be published and their contributors will be rewarded with book coupons. Primary and secondary schools with the highest participation rate will also be rewarded with book coupons.

在停课期间，新阅会全面加强了免费网上阅读平台《点读》的内容，包括推出全新“有书上架”短片，以生动手法介绍题材广泛的好书；邀请多位畅销作家创作独家连载故事；增添“诗”人时间、职场初哥、金句王等主题文章，把阅读融入生活之日常。



The SHKP Reading Club continues to promote happy reading through the *Read For More* reading platform amid school closures. 新阅会透过《点读》阅读平台，在停课期间无间推广愉快阅读。

为鼓励同学多阅读多创作，新阅会现正举办“陪你读留在家”网上活动，招募中小學生成为《点读》的“特约作家”。同学阅读指定的《点读》系列文章后，可根据主题继续发挥，如写作一篇好文章，或制作一段短片，或录制一段有声书。作品一经编辑团队选出刊载，即可获赠图书券奖励，而最踊跃参与的中小学亦可获赠图书券。

The Group supports Earth Hour for the 12th consecutive year

集团连续12年响应“地球一小时”



The Group mobilized 300 properties to participate in Earth Hour, the worldwide lights-off campaign, this year including ICC 集团今年共有300座物业参与“地球一小时”全球熄灯行动，包括环球贸易广场

The Group participated in Earth Hour, a worldwide lights-off campaign organized by the World Wide Fund for Nature, for the 12th straight year. As one of the corporations with the highest participation rate in Hong Kong, the Group puts energy conservation into practice to promote healthy and sustainable living. This year, the Group mobilized 300 commercial and industrial buildings, shopping malls and residential estates managed by its property management subsidiaries Hong Yip and Kai Shing to switch-off non-essential lights for an hour during the event period. Over the past 12 years, the number of participating properties under the Group has increased by more than twofold, spreading across Hong Kong Island, Kowloon and the New Territories.

On the mainland, the Group's participating properties included major integrated landmarks, such as Shanghai IFC, Shanghai ICC and Shanghai Central Plaza, landmark malls, like Shanghai IFC Mall, Parc Central and Tianhui Plaza in Guangzhou, and various residential developments.

集团今年连续第12年支持由世界自然基金会主办的“地球一小时”全球熄灯行动，继续成为香港参与度最高的企业之一，实践节约能源，推动健康及可持续生活。今年，集团通过旗下物业管理公司康业及启胜，召集300座商厦、工厦、商场及住宅，于活动当晚齐齐把非必要的灯关掉一小时。12年来，集团旗下物业的参与数目递增逾两倍，遍布港九新界各地区。

此外，集团在内地的大型地标综合项目如上海国金中心、上海环贸广场、上海中环广场，地标商场项目包括上海国金中心商场、广州天环及天汇广场等，以及住宅项目均有参与此次活动。

Hong Yip joins Peace Box co-organizers to distribute hygienic and protective supplies

康业与多间机构合办“Peace Box祝福大行动”送出防疫物品

Hong Yip drives corporate social responsibility by participating in community initiatives to show love and care. The company leveraged its property network and launched the Peace Box campaign in early 2014, encouraging people to share gifts during Easter with people in need, and spread the message of love and peace in society.

Peace Box 2020 was co-organized by Hong Yip and six other entities. Staple foods, hygienic and protective supplies, daily necessities, stationery and other items were collected from sponsors, organizations and individuals, and then re-distributed among underprivileged families and the elderly, in particular the homeless, single elderly and underprivileged families. The goal is to ensure that people in need feel the love, care and support from society amid the pandemic. Nearly 10,000 boxes of gifts were collected this year, benefitting about 10,000 underprivileged families.

康业致力参与社区活动，关爱社群，体现企业社会责任。康业于2014年初开办“Peace Box祝福大行动”，善用其物业网络，鼓励善心人借着复活节，为社会上有需要的人士送上礼物，传递和平与爱的信息。

康业与六间机构合办“Peace Box 2020祝福大行动”，将赞助商、机构及市民捐赠的粮食、防疫物品、日用品及文具等转赠基层家庭及长者，尤其是露宿者、独居长者、基层家庭等，让他们在疫情下，仍然感受到人间有情，互助关怀的幸福。今年活动共收到近10,000盒物资，大概10,000个基层家庭得以受惠。



Hong Yip Vice Chairman and CEO Alkin Kwong (front, centre) with the Peace Box committee at the Sheun Tao Church Love and Care Centre in Tai Kok Tsui distribute supplies to the centre for re-distribution to underprivileged families in the neighbourhood 康业副主席及行政总裁邝正伟（前排中）联同“Peace Box祝福大行动”委员会日前探访大角嘴宣道堂睦爱中心送出物资，再通过该中心转赠予区内基层家庭

Building Homes with Heart Caring Initiative celebrates the Tuen Ng Festival with the elderly amid the pandemic

“以心建家送暖行动”疫情下与长者贺端阳

The Group spreads love and care to people from different backgrounds through its Building Homes with Heart Caring Initiative. During the coronavirus outbreak early this year, elderly visits were suspended, but the Group's volunteers kept in touch with the elderly through caring phone calls.

Recently, the pandemic situation has improved in Hong Kong, so the Building Homes with Heart Caring Initiative organized a Tuen Ng Festival sharing activity for 1,500 singleton elderly and senior couples in Sham Shui Po and Tuen Mun. For hygiene purposes, the volunteers wore masks and gloves when they packed the goodie bags. To maintain the appropriate social distancing, the volunteers only had quick chats with the elderly. The goodie bags, with rice dumplings, packaged food, surgical masks and sanitizer gel, were distributed to the elderly to enjoy a safe festive day.

集团通过“以心建家送暖行动”关怀社会各阶层。在年初疫情爆发期间，集团义工虽未能上门探访长者，但仍会以电话联系，送上慰问及关怀。

近日，随着香港疫情有所缓和，“以心建家送暖行动”借着端午佳节，举办了“暖暖爱心贺端阳”活动，为深水埗及屯门区1,500位独居及双老长者户送上祝福。义工在准备福袋时，均带上口罩及手套，确保物品卫生。为了保持适当的社交距离，义工亦只能与长者闲聊一会，送上端午节福袋。福袋内除应季粽子外，还有其他食物、医疗口罩及消毒洗手液，让长者安心度过一个温馨的节日。



For hygiene purposes, the volunteers wore masks and gloves when they packed the goodie bags
义工协助包装福袋时，均带上口罩及手套，确保卫生



Even though they had only a quick chat, the volunteers could feel the smiles behind the masks of the elderly
虽然义工未能与长者详谈，但仍感受到他们在口罩后的微笑

SHKP-Kwoks' Foundation honoured with the Partnership of Excellence by the country's Ministry of Education

新地郭氏基金荣获国家教育部“卓越合作伙伴”殊荣



The SHKP-Kwoks' Foundation received the Partnership of Excellence for 2019, which is a distinguished award presented by the country's Ministry of Education to corporates. The award serves as recognition of the Foundation's dedicated efforts in the field of education over the years.

Since its establishment some 20 years ago, the Foundation has been committed to social responsibility and care for the underprivileged. It has launched various initiatives to support education and training, poverty alleviation and health care, and social service. For education and training, the Foundation has worked closely with the Ministry of Education, offering scholarship programmes for primary, secondary and tertiary students, overseas exchange programmes, and a series of talent training courses to support promising students from underprivileged families turn a new page in life. In recent years, the Foundation has supported the country's call to Targeted Poverty Alleviation strategy. Poverty relief measures were launched in poor, remote areas to foster the overall development of the country and society.

To date, the Foundation has initiated and sponsored over 60 projects, with beneficiaries in more than 20 provinces and cities across the country. Almost 10,000 sponsored students have completed their undergraduate studies.

新地郭氏基金早前获国家教育部颁发2019年度“卓越合作伙伴”奖项，属教育部向企业颁发的高级别荣誉，充分肯定基金多年来在教育工作方面的努力。

基金成立近20年，一直积极回馈社会，关怀弱势群体，致力推动教育培训、扶贫和医疗、社会服务三大范畴的工作。在教育培训方面，基金与教育部紧密合作，开设了中小学及高等教育奖助学金、海外深造交流项目，还举办了一系列人才培训课程，协助优秀但贫困的学生踏上人生新一页。近年，基金更响应国家“全面脱贫、精准扶贫”的号召，赴国家偏远贫困地区展开扶贫工作，促进国家及社会全面发展。

目前，基金已创立和资助超过60个项目，受助人士遍及全国20多个省市，已毕业的受助本科生总计近10,000人。

Another long-term strategic investor for the office portion of the Group's commercial project atop the high-speed railway West Kowloon Station

集团西九龙高铁站上盖商业项目办公大厦部分再引入长线策略性投资者

The Group has introduced Ping An Life Insurance Company of China, Ltd. ('Ping An Life') as the second long-term strategic investor in the office portion of its commercial project atop the high-speed railway West Kowloon Station. Ping An Life will purchase from the Group and the Kwok Family Companies a 25% and 5% interest in the office portion of the project for a consideration of about HK\$9,394 million and HK\$1,879 million, respectively. Upon completion of the transactions, the Group will have a 50% stake in the office portion of the project, Ping An Life will have a 30% stake and the Kwok Family Companies will have a 20% stake. The Group will continue to own 100% of the retail portion of the project.

The project is situated in a strategic location in the West Kowloon District on and adjoining the high-speed railway Hong Kong West Kowloon Station, which provides connections to all major mainland cities through the high-speed railway network of Mainland China. The land also has direct access to three railway lines, forming a transportation hub in the Greater Bay Area. The development on the land will enable the Group to achieve scale and generate excellent synergy with the nearby ICC. The introduction of these strategic investors in the project should act as a catalyst to attract more multinational corporations and leading financial institutions to move their operations to this landmark project, thus further strengthening the reputation and market position of the project and that of the adjacent ICC as a key business and financial hub in both Hong Kong and the Greater Bay Area.

集团位于西九龙高铁站上盖商业项目的办公大厦部分，日前引入中国平安人寿保险股份有限公司（“平安人寿”）为第二位长线策略性投资者。平安人寿将分别斥资约93.94亿港元和约18.79亿港元，向集团和郭氏家族公司购入项目办公大厦部分之25%和5%权益。交易完成后，集团、平安人寿及郭氏家族公司将分别持有项目办公大厦部分的50%、30%及20%权益。项目中的零售部分则继续由集团全资持有。

项目位处西九龙区策略性位置，毗邻高铁香港西九龙站上盖，通过中国内地高



The introduction of these strategic investors in the project should act as a catalyst to attract more multinational corporations and leading financial institutions to move their operations to this landmark project.

项目引入策略性投资者，可吸引更多跨国企业及领先金融机构进驻

铁网络连接内地所有主要城市。该土地亦直接连接三条铁路干线，组成一个大湾区的交通枢纽。该土地的发展与邻近的环球贸易广场的整体规模将进一步扩大，从而发挥极佳的协同效应。项目引入策略性投资者，可吸引更多跨国企业及领先金融机构进驻，进一步巩固此项目及毗邻环球贸易广场作为香港及大湾区主要商业及金融枢纽的声誉及市场地位。

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Hong Yip receives the top Excellence Award for Employers for the 11th year

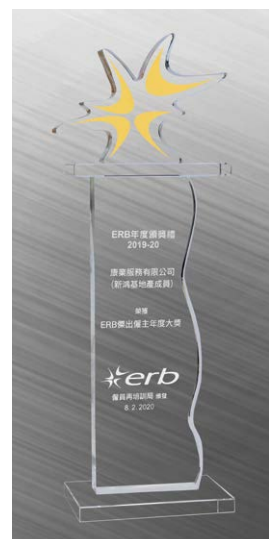
康业第11年获颁“杰出雇主年度大奖”最高殊荣

Hong Yip is widely recognized for its commitment to enhancing the manpower capabilities in the property management sector. In the 12th Manpower Development Scheme, organized by the Employees Retraining Board (ERB), Hong Yip was again presented with the Excellence Award for Employers, the 11th time the company has received this top honour.

Hong Yip's people-development efforts can be seen from the wide range of professional training courses it provides, as well as its proactive support and promotion of the ERB Manpower Development Scheme through different channels. ERB graduates are recruited and offered on-the-job training and promotion opportunities. Hong Yip also works with ERB-appointed agencies, offering learning platforms for interns, participating in the design of new programmes, and promoting courses and services. On the corporate social responsibility side, Hong Yip participates in various community initiatives and provides employment assistance and social inclusion support for the underprivileged.

康业多年来为物业管理界别提升人才素质出一份力，屡获嘉许。在雇员再培训局第12届“人才发展计划”中，康业再度获颁发“杰出雇主年度大奖”，属第11年获此最高殊荣。

康业注重人才发展，提供多元化的专业培训课程，同时通过不同渠道，积极支持及推动雇员再培训局的“人才发展计划”。康业聘用再培训局毕业学员，为入职学员提供在职培训及晋升机会。康业并与再培训局委任机构合作，为学员提供学习平台、参与开发新课程，以及推广课程和服务。在承担企业社会责任方面，康业参与不同社区活动，扶助弱势群体就业，促进社会共融。



The Group receives Top honour as Asia's Overall Best Managed Company for the third year in a row

集团连续三年荣膺“亚洲最佳公司”最高荣誉



The Group receives the Asia's Overall Best Managed Company honour for the third straight year, along with other awards from *FinanceAsia*
集团连续三年获《FinanceAsia》颁发“亚洲最佳公司”美誉及多项大奖

In the 2020 Asia's Best Companies survey conducted by financial magazine *FinanceAsia*, the Group's overall excellence was recognized by portfolio managers and analysts, who named it Asia's Overall Best Managed Company for the third consecutive year and the Best Real Estate Company in Asia for the 14th time. In the Hong Kong region, the Group also topped the list with four awards: Best Managed Company in Hong Kong (Ranked First), Best Corporate Governance in Hong Kong (Ranked First), Best Environmental Stewardship in Hong Kong (Ranked First) and Most Committed to Social Causes in Hong Kong (Ranked First).

FinanceAsia conducts the Asia's Best Companies survey annually, inviting portfolio managers and analysts to evaluate Asia's listed companies' overall management, investor relations, and commitment to environmental, social and governance policies. The Group received the top honour as Asia's Overall Best Managed Company for the third year in a row, which serves as a testament to the high regard the investment community has for the Group's solid foundation and seasoned management team.

在财经杂志《FinanceAsia》举办的“2020年亚洲最佳公司选举”中，集团凭着整体卓越表现，连续第三年获投资者及分析员评选为“亚洲最佳公司”，并第14年获“亚洲最佳地产公司”大奖。在香港地区评选中，集团又以最高分数获得四个奖项：“香港最佳公司（排名第一）”、“香港最佳企业管治（排名第一）”、“香港最佳环境管理（排名第一）”及“香港最佳企业社会责任（排名第一）”。

《FinanceAsia》每年举办“亚洲最佳公司选举”，邀请投资者及分析员根据区内上市公司的整体管理、与投资者关系，以及在环保、社会责任及企业管治方面的表现，作出评分。集团连续第三年获“亚洲最佳公司”最高殊荣，足证实力雄厚，管理团队表现出色，深受投资界认同。

SmarTone 5G uses Ericsson's DSS technology, offering the widest coverage in Hong Kong

SmarTone 5G采用爱立信“动态频谱共享”技术 全港广泛覆盖



SmarTone CEO Anna Yip (right), Chief Technology Officer Stephen Chau (centre) and Head of Marketing & Sales Josephine Lam (left) officiated the SmarTone 5G service launch in May
SmarTone总裁叶安娜(右)、科技总裁邹金根(中)以及市场及销售部主管林宝彤(左)于五月一同主持SmarTone 5G服务启动仪式

SmarTone has launched its 5G service, offering blazing-fast 5G connectivity with the widest network coverage both indoors and outdoors. Riding on its powerful LTE network and Ericsson's industry-leading Dynamic Spectrum Sharing (DSS) technology, SmarTone's 5G network features a speedy rollout with the widest coverage across Hong Kong and a seamless transition between 4G and 5G. This ensures a fast, stable and smooth user experience, and longer smartphone battery performance.

SmarTone has adopted an integrated approach, combining high-, mid- and low-spectrum bands to build a robust, industry-leading 5G network in Hong Kong. Currently, its 5G network covers most outdoor locations, popular indoor locations, and major roads and highways. The 3.5GHz spectrum will be progressively deployed across the territory. SmarTone is also introducing a range of innovative 5G services and applications for different customer segments and enterprises to facilitate Hong Kong's smart city development.

SmarTone日前推出5G服务，为消费者带来极速的5G网络体验，于室内室外提供广泛覆盖。SmarTone 5G建基于其强势的LTE网络及采用爱立信领先业界的“动态频谱共享”技术，令其5G网络可于短时间内于全港提供最广的覆盖，并无缝连接4G及5G，为用户带来快稳顺的体验，并可减低电池耗电量。

SmarTone采取结合高、中、低频谱的方式，于香港建构一个领先业界及稳固的5G网络。目前，其5G覆盖至广泛的室外地点、热门的室内地点，以及主要路段和高速公路。3.5GHz频段将陆续于全港铺设。SmarTone同时为不同客户群及企业推出一系列创新5G服务及应用，协助推动香港成为智慧城市。



全新无感泊车支付

New Auto Payment Parking Service

The Point by SHKP会员现可尊享全新**无感泊车支付功能**，于「新地商场」App启用上述功能后，离开指定新地商场停车场即**毋须拍卡**

The Point by SHKP members can activate the new **Auto Payment Parking Service** via "SHKP Malls" App and exit the car parks of 18 designated SHKP Malls without **tapping your card**



离开车场自动起闸
Barrier Lifted Spontaneously during Car Park Exit



自动缴费
毋须拍卡出闸
Automatic Fee Settlement

立即下载体验
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18个新地商场通用
Applicable to 18 SHKP Malls

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北角匯

HomeSquare

上水廣場
LANDMARK NORTH

新都會廣場
METRO PLAZA

Metropolis Plaza
新都廣場

mkiki

MOKO
世紀廣場

新城市廣場
New Town Plaza

PARK
Central
新城市廣場

大埔超級城
TAI PO MEGA MALL

荃灣廣場
TWEEN WAN PLAZA

V city

V Walk

wwwTC
世貿中心

YOHO MALL
形點

元朗廣場

