

# SHKP

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Property management teams' professional,  
caring anti-coronavirus measures win praise from customers  
物業管理防疫工作專業細心 獲得客戶嘉許





## Property management teams' professional, caring anti-coronavirus measures win praise from customers 物業管理防疫工作專業細心 獲得客戶嘉許

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以心建家 Building Homes with Heart

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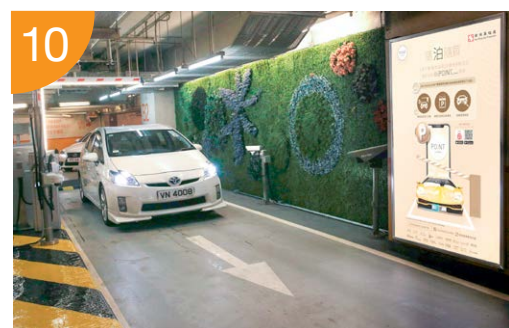
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Editor's Note 編者按 :

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

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

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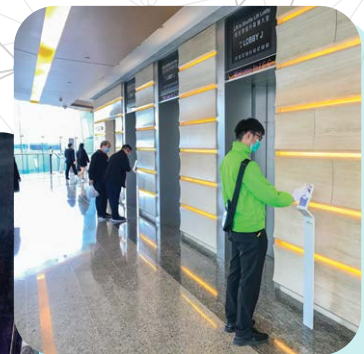
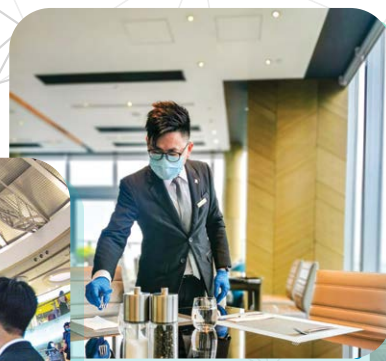
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Property management staff in the Group's malls, office buildings and residential estates provide professional, caring customer service amid the pandemic, ensuring a safe, worry-free environment for working, shopping and living  
集團旗下商場、寫字樓及住宅物業管理員工無懼疫情，為客戶提供專業細心的服務，讓客戶在疫情下可以安心工作、購物及生活

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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)：商場使用洗地機械人，進行額外清潔及消毒；採用納米光觸媒消毒扶手梯和升降機；以及增設空氣淨化機，殺滅空氣中的細菌和病毒

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.



## 物業管理防疫工作專業細心 獲得客戶嘉許

自今年初2019冠狀病毒病疫情爆發以來，集團旗下商場、寫字樓及住宅物業馬上推出多項措施，強化防疫工作，加強公眾衛生，並與租戶及住客緊密聯繫，致力保障租戶、顧客、住客和員工的安全健康。康業和啟勝物業管理團隊運用專業設備及產品持續清潔及消毒公眾地方，與客戶攜手抗疫，其專業表現備受肯定，獲得客戶稱譽。

### 智能化防疫 提升效率

在疫情期間，屋苑的管理團隊運用科技增強與客戶聯繫。啟勝董事總經理陳錦輝表示：「面對突如其來的疫情，我們善用自家開發的『Live e-asyl生活樂』手機應用程式，統一發放最新防疫資訊，匯報團隊所做的防疫措施，讓住客安心之餘，亦有助提高整個屋苑的抗疫意識，確保公共健康及安全。」

在人流繁忙的商場，管理團隊更善用創新科技，提升清潔效率。多個商場除了引入不同款式的清潔機械人，管理團隊又發揮創意，在機械人機身加上消毒器材，全天候進行深層清潔及全面消毒工作。部分商場的垃圾箱設置高度感應器，當垃圾桶載滿時，便會有訊息提示清潔員跟進，時刻保持環境清潔。

### 選用專業產品 安全可靠

管理團隊採用高規格的专业產品為物業進行清潔及消毒，防止細菌和病毒散播。部分寫字樓採用二氧化氯消毒技術產品作專業深層消毒服務，該產品尤其適用於曾有懷疑個案的辦公室。寫字樓禮賓櫃位及升降機內表面塗上具殺菌功效的納米塗層，升降機內加裝離子空氣淨化裝置。

有商場選用由香港科技大學最新研發的殺菌技術，以抗病毒塗層應用於經常接觸的表面，以達至持續性消毒。商場亦有使用紫外線滅菌設備，包括在冷氣機出風口增設紫外線，及於扶手梯梯帶加裝紫外光消毒機。商場升降機內安裝離子空氣淨化裝置，洗手間及育嬰設施每晚以霧化消毒劑徹底清潔。主要商場的公眾洗手間廁格、出入口及門外通道加設自動消毒機，每15分鐘定時噴出消毒噴霧。

### 主動多走一步 及時照顧客戶需要

康業副主席及行政總裁鄭正煒表示：「物業管理工作就是要『以心待客』，主動多走一步，及時照顧客戶需要。在物資供應緊張期間，我們在個別遠離購物社區的住宅物業推出『小社區購物』服務，協助住客購買生活必需品，讓他們安心留家抗疫。」對於個別需要接受強制家居檢疫的住客，管理團隊會即時提供支援，為他們代購食物及其他日用品，並送到家門，減少他們在檢疫期間的不便。



(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)：寫字樓空調系統進行霧化消毒；加密消毒穿梭巴士；以及在出入口大堂使用紅外線體溫探測儀，為進入大廈的所有人士進行體溫量度監測





If residents request assistance, management service staff pour water into their home drain outlets for infection control  
住宅物業服務處派員上門協助個別業戶，為單位內的排水口注入清水，預防疾病傳播



People entering the residential estate's clubhouse are required to undergo a temperature check and wear a mask  
所有進入屋苑會所的人士必須量度體溫及配戴口罩



By scanning the QR code, residents can take cooking, flower arrangement and other online tutorials, making staying at home more relaxing  
住客只需掃描二維碼，即可上網學習烹飪及插花等，輕鬆渡過留家抗疫的時光



During the essential goods buying frenzy, the management service team provided daily necessities shopping assistance for residents, which was well-received by the property management team in the supply response period. For residents' daily necessities shopping service, it was highly appreciated.

部分住客會所餐廳在疫情期間提供限定服務，包括提供送餐上門服務、防疫優惠套餐以及潤肺湯水和糖水等。管理團隊亦推出一系列煮食教學短片及線上教室，讓住客可以輕鬆留家抗疫。管理處更會派員上門，協助有困難的住客為單位內的排水口注入清水。

自二月底，集團增聘300位關懷大使，進駐近60個商場及寫字樓物業，為有需要的顧客或公眾人士消毒雙手及測量體溫，並且協助訪客開門及按升降機按鈕。

部分寫字樓在疫情期間，為業戶送上「暖心防疫套裝」，內裡包含空氣殺菌淨化器、便攜式口罩盒、殺菌消毒噴霧及按升降機用的觸屏原子筆等。為保障辦公室室內空氣質素，管理團隊引入雙離子消毒空氣淨化器，為寫字樓租戶提供代購服務。

### 與客戶緊密合作 齊心抗疫

自疫情爆發以來，各新地物業員工於上班前須量度體溫並作出記錄，當值期間必須佩戴口罩。寫字樓物業有制定租戶員工健康指引。管理團隊與租戶緊密聯繫，租戶員工如有不適，會通報物業內其他租戶。管理團隊則馬上在有關位置進行深層清潔及徹底消毒，並跟進該員工的健康情況。部分寫字樓的升降機載客量則調低至正常七成，以保持適當的社交距離。

各商場亦有制定工作衛生指引。商場職員、承辦商及工作人員於工作前必須提交健康申報表。商場亦協助租戶加強店內防疫措施，為有需要的租戶進行店內冷氣出風口清潔及消毒，並鼓勵租戶為顧客提供消毒搓手液及量度體溫服務。

於疫情爆發初期，管理團隊與居民組織商討後，暫時關閉屋苑內的兒童遊樂設施及部分會所設施，並且暫停舉辦會所興趣班，以免人群聚集。

### 抗疫措施 備受客戶讚賞

自疫情爆發以來，管理團隊即時採取全面的防疫措施，致力為客戶提供一個安全及舒適的居住、消費和工作環境，其專業表現獲得不少租戶、業主委員會及住客嘉許。

一名清水灣半島住客透過SoProp手機應用程式，讚揚康業管理團隊提供日用品購物服務，提到：「每天為我們四處搜購日用品，真是難能可貴……見我們長者更會主動送貨上樓，服務一流！」

華景山莊屋邨業主委員會致函表揚，提到：「最近確診個案大幅增加，疫情非常嚴峻，康業華景山莊管理團隊一系列的應對……著實有助減輕業戶對疫情的憂心。」

Grand YOHO業主委員會更致函集團，高度讚揚管理團隊，指團隊：「在疫情期間除專注防疫工作外，亦會不斷為業戶構思新服務，確實值得嘉許……由此可見啟勝Grand YOHO管理團隊做事用心，令眾業戶感受到無微不至的關懷。」

雖然本港疫情最近有所緩和，但康業和啟勝仍然會繼續密切留意疫情的最新發展，不時檢討及完善清潔防疫措施，加強租戶、住客及顧客對集團物業的信心，為他們提供一個安全舒適的空間。

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

## 天水圍第2期Wetland Seasons Park締造時尚優質生活空間

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 views<sup>1</sup>, while overlooking Shenzhen Bay and Nanshan<sup>1</sup>. The living environment provides a high level of privacy, supported by comprehensive facilities<sup>2</sup>. The Development is also set to benefit from the Hung Shui Kiu New Development Area<sup>3</sup>, currently under planning.



The children's outdoor playground at the Development (computer rendering photo)<sup>5</sup>  
發展項目的兒童戶外遊樂區(電腦模擬效果圖)<sup>5</sup>

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 views<sup>1</sup>. 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 greenery<sup>1</sup>.

The private residents' clubhouse<sup>4</sup> 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 clubhouse<sup>4</sup> in the district, offering scenic views of Wetland Park and the movements of migratory birds<sup>1</sup>. 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.

集團現正在天水圍分期發展低密度住宅連商場項目Wetland Lot No. 34 Development發展項目(「發展項目」)。發展項目貼近濕地公園，擁綠意盎然的自然濕地景觀<sup>1</sup>，亦可遠眺深圳灣及南山<sup>1</sup>；同時亦享有高私隱居住環境及完善社區配套<sup>2</sup>，再與規劃中的洪水橋新發展區<sup>3</sup>互惠互補。

延續第1期Wetland Seasons Park的銷售佳績，第2期Wetland Seasons Park亦成為焦點，市場反應熱烈。截至2020年7月6日，第2期Wetland Seasons Park已售出已推出發售的住宅單位逾97%。

### 極尚品味生活

第2期Wetland Seasons Park同樣採用階梯式的布局，低密度的建築群座向皆經過悉心設計，盡享開揚景致<sup>1</sup>。發展項目第2期Wetland Seasons Park由八座10層高的低密度住宅大樓及六幢五層高的別墅組成，合共提供699個住宅單位。標準單位間隔實用，共設有九種戶型，涵蓋一房至三房一套連儲物房及工作間間隔，另備有特色單位，切合不同大小家庭的居住需要。單位可以享有濕地公園、內園泳池或綠化景致<sup>1</sup>。

發展項目的私人住客會所<sup>4</sup>連戶外園林總面積逾210,000平方呎，具備完善室內外設施。住客會所設有區內唯一的空中會所<sup>4</sup>，可俯瞰濕地公園景致及季候鳥的動態景觀<sup>1</sup>。其他設施包括室內恆溫游泳池、室外游泳池、按摩池、24小時健身室、戶外瑜伽平台、宴會廳及戶外燒烤區等。

### 示範單位虛擬導覽

集團現正在環球貿易廣場11樓開放第2期Wetland Seasons Park兩個無改動示範單位予公眾參觀。為提升客戶體驗，客戶亦可上發展項目期數網站觀看兩個指定無改動示範單位的虛擬導覽。



## 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.

## 備註

1. 上述僅為發展項目期數周邊環境的大概描述，並不代表所有單位同時享有相關景觀。所述景觀受單位所處層數、座向及周邊建築物及環境影響，並非適用於所有單位，且周邊建築物及環境會不時改變。賣方對景觀及周邊環境並不作出任何不論明示或隱含之要約、陳述、承諾或保證。
2. 發展項目期數的周邊環境、建築物及設施可能不時改變，賣方對發展項目期數的周邊環境、建築物及設施並不作出不論明示或隱含之要約、承諾、陳述或保證。賣方建議準買家到有關發展地盤作實地考察，以對該發展地盤、其周邊地區環境及附近的公共設施有較佳了解。
3. 資料來源：發展局洪水橋新發展區網站 <https://hsknda.hk/hk/> (參考日期：2020年3月19日) 本廣告/宣傳資料內載列的擬建或尚未落成的鐵路、道路、建築物、設施及區域發展等僅供參考，其詳情(包括但不限於落實與否、位置、設計、路線及竣工與通車時間等)均以政府及有關當局最終決定為準，於本發展項目期數落成及入伙時可能尚未完成，落成後之詳情亦可能與本廣告所述者不同。
4. 發展項目的住客會所及/或康樂設施於發展項目期數入伙時未必能即時啟用。部分設施及/或服務以政府部門之審批同意或許可為準，使用者或須另外繳費。本廣告/宣傳資料出現的宣傳名稱，將不會在住宅物業的臨時買賣合約、正式買賣合約、轉讓契或任何其他業權契據中顯示。本廣告/宣傳資料內所述之設施名稱待定，所有名稱未必與會所日後啟用的設施名稱相同。賣方保留一切修改以上及一切未列舉之設施、設計、收費及用途權力。部分會所設施屬於或位於發展項目其他期數，於該期數並未落成及準備妥當前不可使用。
5. 以上為康樂設施的電腦模擬效果圖，並非現場實景拍攝，亦並非說明期數最後完成之外觀或其景觀。該些相片及繪圖經電腦修飾處理，相片及繪圖內的裝置、裝修物料、設備、裝置物及其他物件等及其展示之景觀不一定會在期數或其附近範圍出現，僅供參考，且不構成任何賣方就期數或其任何部分不論明示或隱含之任何要約、承諾、陳述或保證。有關期數的詳細資料，請參閱售樓說明書。以上所有電腦模擬圖及電腦模擬圖內的資料僅供參考，並不構成或不應被視為有任何有關發展項目/康樂設施之實際設計、布局、間隔、規格、建築、位置、特色、圖則、裝置、裝修材料、設備、傢俱、裝飾物、植物、園藝及其他物件或其鄰近地方、設施、樓宇或建築之要約、陳述、承諾或保證(不論明示或暗示)。賣方並不承諾或保證(不論明示或暗示)以上所有電腦模擬圖內的內容或其任何部分依據發展項目/康樂設施之實際高度、用料、設計、用途、狀況或建築製造，落成後之詳情亦可能與本廣告/宣傳資料所述者有所不同。賣方保留其修改及改變康樂設施之設計、規格、特徵、圖則、用料和用途及其他設施、部分和區域之絕對權利，事先毋須通知任何買家。買家切勿依賴此電腦模擬圖作任何用途或目的。有關期數的詳細資料，請參閱售樓說明書。會所及/或康樂設施內的設施及落成日期以屋宇署、地政總署及/或其他相關政府部門之最終批核為準。會所/康樂設施於期數住宅物業入伙時未必能即時啟用。再者，部分會所/康樂設施屬於或位於發展項目其他期數，於該期數並未落成及準備妥當前不可使用。部分設施及/或服務的使用或操作可能受制於有關部門發出之同意書或許可證或需額外付款。

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<sup>#</sup>

The website address designated by the Vendor for the Phase:  
[www.wetlandseasonspark2.com.hk](http://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

發展項目期數名稱：Wetland Lot No.34 Development發展項目(「發展項目」)的第2期(「期數」)(期數中住宅發展項目的第2座、第3座、第5座、第11座、第12座、第15座、第18座及第19座、別墅1至別墅3及別墅5至別墅7稱為「Wetland Seasons Park」)

區域：天水圍

期數的街道名稱及門牌號數：濕地公園路9號<sup>#</sup>

賣方就期數指定的互聯網網站的網址：  
[www.wetlandseasonspark2.com.hk](http://www.wetlandseasonspark2.com.hk)

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

賣方：Pacific Gold Limited

賣方的控股公司：Newray Ventures Limited、Time Effort Limited、新鴻基地產發展有限公司

期數的認可人士：梁鵬程

期數的認可人士以其專業身份擔任經營人、董事或僱員的商號或法團：梁黃顧建築師(香港)事務所有限公司

期數的承建商：駿輝建築有限公司

就期數中的住宅物業的出售而代表擁有人行事的律師事務所：胡關李羅律師行、薛馮鄺孝律師行、孖士打律師行

已為期數的建造提供貸款或已承諾為該項建造提供融資的認可機構：香港上海匯豐銀行有限公司

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

盡賣方所知，由期數的認可人士提供的期數之預計關鍵日期：2021年7月15日(「關鍵日期」指批地文件的條件就期數而獲符合的日期。預計關鍵日期是受到買賣合約所允許的任何延期所規限的。)

賣方建議準買方參閱有關售樓說明書，以了解期數的資料。

本廣告由賣方發布或在賣方的同意下由另一人發布。

# 此臨時門牌號數有待期數建成時確認

印製日期：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「無感泊車支付」功能 提升客戶體驗

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.

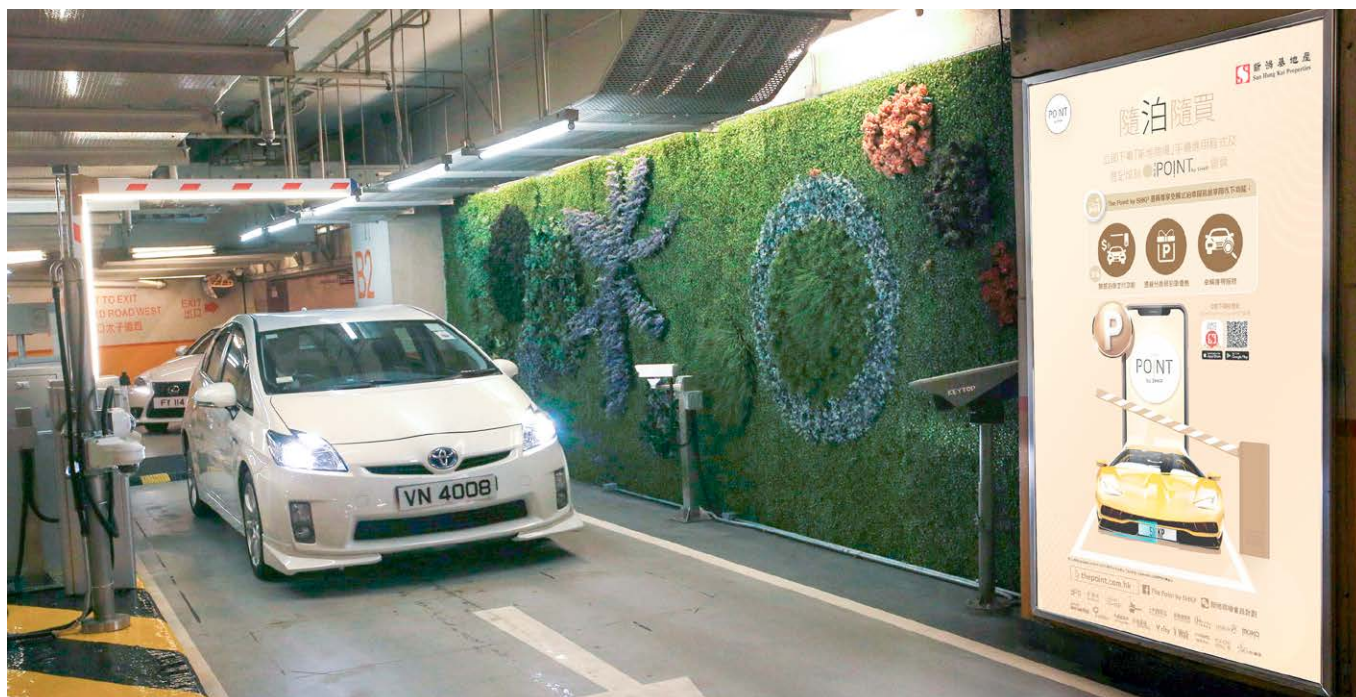
#### Biometric authentication for quick, secured access

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

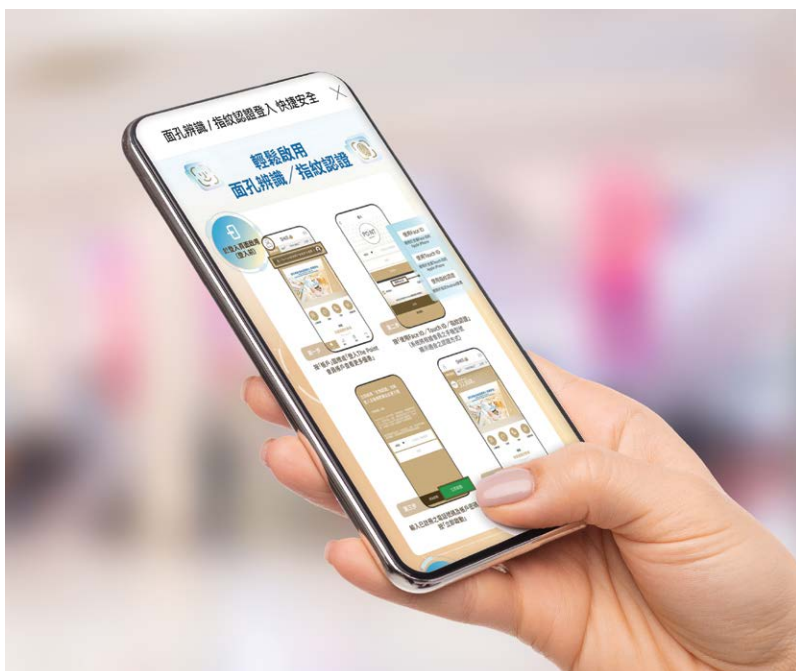
account password, members can now enjoy quicker, safer login and reward redemptions.

#### 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會員可在18間備有免觸式泊車服務的新地商場使用「無感泊車支付」功能，專享真正暢通無阻的駕駛體驗。



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

「生物認證」功能讓會員更快捷、更安全登入The Point by SHKP帳戶及換領獎賞



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會員憑積分可在智能禮品換領站自助換領禮品，避免排隊輪候

The Point by SHKP商場綜合會員計劃（「The Point by SHKP」）繼去年推出全港首個免觸式泊車服務後，今年再創新猷，推出「無感泊車支付」升級功能，進一步提升客戶體驗。另外，為方便換領禮品，在疫情爆發後，新地商場設置了智能禮品換領站，讓The Point by SHKP會員憑積分可自助換領禮品。

#### 全港最大免觸式泊車及「無感泊車支付」服務網絡

The Point by SHKP推出僅一年多，參與商場增至20個，會員人數已超過800,000。會員的泊車服務最近再度升級，推出「無感泊車支付」功能。會員只需啟動免觸式泊車服務及綁定信用卡後，駛車進入提供免觸式泊車服務的商場停車場時，自動車牌識別系統會識認所登記的車牌號碼，會員在入車、出車時，毋須停車或拍卡，閘桿即會自動升起，泊車費則在車輛離開商場時自動於The Point by SHKP帳戶內已綁定的信用卡繳付。

目前，共有18個新地商場提供免觸式泊車及「無感泊車支付」服務，屬全港同類網絡中最大，為會員帶來暢通無阻的泊車及繳費新體驗。

#### 應用「生物認證」功能 快捷安全

新引入的「生物認證」功能讓The Point by SHKP會員透過使用儲存於手提電話或流動裝置上的生物識別憑證，以Face ID、Touch ID或指紋認證代替密碼，以更快捷、更安全的方式登入會員帳戶及換領獎賞。

#### 增設智能禮品換領站

為讓The Point by SHKP會員避免在疫情期間排隊輪候換領禮品，16個新地商場特別設置智能禮品換領站。會員憑積分可自助換領禮品，供選擇的禮品逾250種，至今已有近一萬人次透過智能禮品換領站換領禮品。由於多國實施旅遊限制，市民對留港度假的需求增加，禮品選擇方面增添了更多與酒店住宿相關的選項。The Point by SHKP會員憑積分可以優惠價格換領酒店套票。

#### The Point by SHKP participating malls The Point by SHKP參與商場

APM <sup>*</sup>	East Point City <sup>*</sup> 東港城 <sup>*</sup>
K-Point 錦薈坊	Harbour North <sup>*</sup> 北角匯 <sup>*</sup>
HomeSquare <sup>*</sup>	Landmark North <sup>*</sup> 上水廣場 <sup>*</sup>
Metroplaza <sup>*</sup> 新都會廣場 <sup>*</sup>	Metropolis Plaza <sup>*</sup> 新都廣場 <sup>*</sup>
Mikiki <sup>*</sup>	MOKO <sup>*</sup> MOKO新世紀廣場 <sup>*</sup>
New Town Plaza <sup>*</sup> 新城市廣場 <sup>*</sup>	Park Central <sup>*</sup> 將軍澳中心 <sup>*</sup>
Tai Po Mega Mall <sup>*</sup> 大埔超級城 <sup>*</sup>	Tsuen Wan Plaza <sup>*</sup> 荃灣廣場 <sup>*</sup>
Uptown Plaza 新達廣場	V City <sup>*</sup>
V Walk <sup>*</sup>	WTC <sup>*</sup> WTC世貿中心 <sup>*</sup>
YOHO MALL <sup>*</sup> YOHO MALL形點 <sup>*</sup>	Yuen Long Plaza <sup>*</sup> 元朗廣場 <sup>*</sup>

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

\* 商場停車場提供免觸式泊車及「無感泊車支付」功能服務





# Completion of boutique industrial building W212 in Tsuen Wan

## 荃灣精品工廈W212落成交樓

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位於荃灣德士古道·交通便捷

CLUB+, an indoor interactive co-sharing space with comprehensive facilities, is a ready-to-use venue for corporate events  
室內互動共享空間「CLUB+」·設施齊備·方便用戶舉辦各類型企業活動







W212's bright, spacious hotel-like main lobby  
W212入口大堂參考酒店設計，空間寬敞，光潔明亮

集團位於荃灣的精品工廈項目W212早前落成，業主現正陸續收樓。項目設計型格新穎，用料講究，軟硬件配備齊全，為中小企及初創企業提供靈活理想的優質工作空間。

#### 互動共享空間 體貼中小企業務需要

大廈外牆設計型格、現代化，運用大量玻璃為室內引入自然光線，增強採光度，提升空間感。入口大堂及各樓層升降機大堂以酒店設計為藍本，空間寬敞，舒適愜意。入口大堂設有綠化牆，增添生氣。

W212提供23層工作室樓層，共257個單位。單位設計方正實用，樓層高度約3.5米，設計靈活。每個單位均設有天然採光及通風設計的獨立洗手間。項目另有平台單位以及內置樓梯直達專屬天台的頂層連天台特色單位，區內罕有。

作為W系列發展項目之一，W212延續「WORK+」概念，提倡追求工作與生活平衡，由專業管理團隊提供貼心的增值服務。配合中小企及初創企業的業務需要，W212特別在地下樓層提供兩個互動共享空間：「CLUB+」和「CONNECT+」。「CLUB+」設備齊全，為用戶提供靈活互動的室內場地；用戶更可租用整個或部分場地舉辦各類企業活動，安排便捷。「CONNECT+」提供舒適互動的室外環境，營造輕鬆的交流空間，有助用戶拓展人際關係網絡。

#### 位置優越 四通八達

W212座落於德士古道，坐擁主要道路網絡，配合港鐵雙綫優勢，輕鬆穿梭各區。出發往九龍商業核心只需約八分鐘車程。由西鐵綫荃灣西站往尖東站只需約14分鐘，而由荃灣綫荃灣總站往太子站亦只需約20分鐘。W212同時咫尺即達海濱與綠化空間，毗鄰多個大型住宅發展項目、商場及酒店，區內發展潛力理想。



The outdoor interactive, co-sharing space CONNECT+ provides a cosy setting for networking activities  
室外互動共享空間「CONNECT+」，用戶可在此輕鬆交流，拓展人際關係網絡



The W212 penthouses have an internal staircase connected to a private roof, adding a touch of distinction  
W212設有頂層連天台特色單位，內置樓梯直達專屬天台，盡顯氣派



## Shanghai Arch Phase 2 in Shanghai sees encouraging sales

### 上海濱江凱旋門二期銷情熾熱

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Shanghai Arch, the Group's luxury residential development in the Shanghai Lujiazui CBD, will provide 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 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 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 效果圖

Shanghai Arch Phase 2 sets a new standard for luxury residences with its direct view of the Huangpu River, spacious living and upgraded facilities  
濱江凱旋門二期坐擁黃浦江一線江景，居住空間寬敞，結合升級配套，展現豪宅新標準

濱江凱旋門為集團在上海陸家嘴中央商務區的豪華住宅發展項目，提供約150萬平方呎的住宅樓面，分三期發展。濱江凱旋門二期於今年三月底取得預售許可証，隨後馬上展開銷售工作。市場反應熱烈，截至2020年7月6日，濱江凱旋門二期已售出168個住宅單位，佔已推出發售的住宅單位逾九成，合約銷售總額逾人民幣45億元。

#### 黃金地段 一線江景

濱江凱旋門位於浦明路，屬傳統豪宅區，交通便利。整體規劃以扇形設計，務求盡收黃浦江一線江景及外灘沿岸著名歷史建築的美景。項目選用優質建築材料，配套設施卓越，帶出高級生活品味，為市內的豪華住宅定下新標準。

濱江凱旋門二期位於項目的核心位置，由四幢住宅大樓組成，提供175個豪華住宅單位。標準單位面積由約1,464至2,637平方呎，提供兩房至三房間格，設有朝江陽台；另設有頂層天際屋和特色花園單位。主人房更配置步入式衣櫃，充分體現豪宅氣派。

#### 尊貴配套 品味生活

濱江凱旋門坐擁86,000平方呎的大型臨江會所，為住客提供豪華配套設施，全面滿足健身、休閒及宴客等不同需要。多元化設施包括設有穹頂天窗的恆溫泳池、水療室、江景宴會廳、拳擊健身房、室內多用途球場、桌球室、卡拉OK室、鋼琴房、兒童遊樂室及頂層室外花園等。

濱江凱旋門二期提供舒適的居住空間，選用國際頂級品牌廚房電器及設備，多個細節位置更引入升級配套，為住客帶來更優質的品味生活。所有住宅單位配備智能家居系統，WiFi網絡將全面覆蓋單位內每個角落，上網加倍方便。住宅單位的冷氣機具備PM2.5過濾功能，有效保障室內空氣質素，貼心照顧住客健康。

濱江凱旋門二期工程已基本完工，目前正進行室內裝修，預計可於明年三月交樓。





Albert Lau

劉德揚

Executive Director,  
Sun Hung Kai Properties (China) Limited  
新鴻基地產(中國)有限公司執行董事



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

劉德揚：以前瞻的眼光和開放的心態深耕內地

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.



集團在內地深耕多年，積極在北京、上海及廣州等主要城市發展。今期我們請到新鴻基地產（中國）有限公司執行董事劉德揚，來分享他個人對內地市場的見解和集團的內地發展策略。劉德揚於九十年代初赴滬，在內地工作逾20年，持續投身當地市場的發展，也在不同時期參與過新地多個內地項目的工作。2017年他獲邀加入集團，負責統籌管理集團於上海和華東地區的業務發展和投資策劃，同時監管華北和華西地區的業務和投資，進一步將他個人於內地市場的豐厚經驗和獨到見解，融入集團的內地發展之中。

#### 充分掌握市場和品牌定位 制定精準策略

得益於多年內地工作和生活的經歷，劉德揚親身體會中國內地改革開放以來日新月異的變化，對內地市場有著獨到而深厚的見解。他認為中國內地是一個非常龐大的市場，在這樣一個國土面積堪比整個歐洲的國家，每個地方、每個區域的市場都有不同的特點。因此，要集中精力做好自己擅長的項目。

「對集團來說，我們的專長是設計、建造和營運由優質寫字樓、商場、酒店

和服務式公寓組成的高品質大型商業綜合體。」他指出，「集團在內地要有選擇、有針對性地挑選適合自己的市場，因地制宜，發揮專長，建立獨特而強大的品牌特性。」

目前，集團集中在內地一線城市及其他具備持續經濟增長潛力的重要城市，發展高品質大型商業綜合體。劉德揚認為，這既符合集團的優勢，也是最適合的發展路線。無論市場區塊還是產品定位，精益求精於對品質的追求，這是基於對內地市場全面解讀作出的最佳選擇。

例如在長三角地區，集團已集中在上海、杭州、南京、蘇州等重點城市的核心區域，發展大型商業綜合體項目。這些城市和區域發展迅速，潛力巨大，與集團的內地發展策略和理念相符。由上海國金中心、上海環貿廣場、ITC等品質卓越、配套完善的高端綜合項目建立的市場新標準，進一步鞏固了集團在內地市場的領導地位。在華北，最新的北京城市總體規劃中明確了首都作為國際交往中心、打造「國際會客廳」的新定位，為集團開拓新的投資機遇提供契機。

#### 與時並進 擁抱轉變

近年內地零售市場不斷變化，消費模式持續更新，集團的內地零售業務如何應對？劉德揚對此的回應是，創新科技消費體驗的關鍵，在於如何看待市場變化和挑戰。「最重要的是適應一個不斷變化的市場環境，並找到自己的落腳點，方能在競爭中脫穎而出。」

很多人眼中，網購的興起對實體零售業帶來負面影響。劉德揚的看法卻很正面，他認為消費者多了一個線上購物渠道，對集團來說，競爭者不過是由以前的其他商場變成了如今的網上購物平台。

他堅信有競爭才有進步：「換個角度看，競爭本來就是長期存在的。要積極面對和評估新的競爭對手，解決它而不是逃避它。擁抱科技創新這個大潮流，在其中找到適合自己的位置，才是生存之道。If you can't beat it, join it.」

集團的內地商場不斷探索全新方向，持續運用創新科技，結合多元化的推廣活動，創造領導潮流的互動休閒購物空間。疫情期間，商場更充分利用線上平台，邀請KOL線上互動，全方位拓展線上銷售渠道。劉德揚表示，保持開放的心態和迎接

“ 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. 內地市場無論規模還是發展速度都非常吸引人，問題是用甚麼策略、甚麼方法來開發這個市場。 ”



Albert has worked in Shanghai for over 20 years and has gained a deep understanding of mainland development  
劉德揚在上海工作逾20年，對內地發展有深刻認識



變化的態度，才能在新消費時代與時俱進。

### 以心建家 奠定優質品牌形象

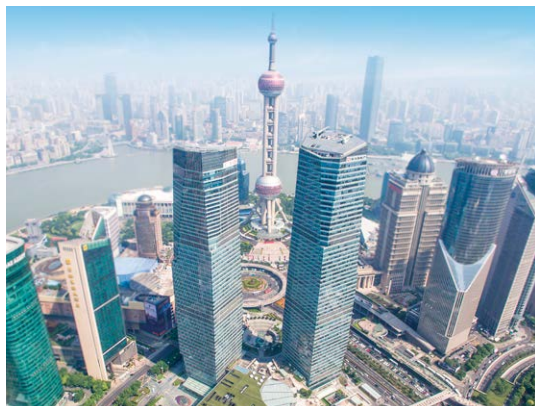
集團如何在內地市場建立與眾不同的品牌特性？「用四個字概括：以心建家。」劉德揚這樣回答。當市場上大多數人在追求短平快的短期利潤時，這份用心鑽研、精心打造的堅持尤為難能可貴。在他看來，「以心建家」很好地概括了集團對業務的態度，和對社會的責任感。「跟政府會面時，我會這樣向他們解讀集團這四字理念：以最大的誠意和責任感來做事，這是我們的初心和堅持。」

「以心建家」的做事標準，其本質即是用良心做事，追求品質，把事情做好，實踐對客戶的承諾。集團的價值觀體現在產品上，是一脈相承的。劉德揚認為，做長期持有、長期營運的高端綜合體，持續推動區域品質提升，持續貢獻經濟發展和社會就業，創造穩定的經濟收益和稅收，從而助力穩定的經濟環境，這種營運模式能對社會產生很大的裨益。

### 與國家政策相輔相成

集團的內地投資策略與國策息息相關，劉德揚對這一點的解讀深入淺出：「在過去20年裡，中國內地從早期的粗放型加工製造業，轉變成現在高科技、高附加值的產業結構。在這個過程中，國家的政策和策略轉變將創造新一輪發展空間。洞察政策和營商環境的變化，才能把握市場的機遇。」

內地經濟最新一輪增長中，政府大力鼓勵內需和零售消費，而集團大型商業綜合項目的長期可持續發展，正正切合政府的指導方向和市場需求。劉德揚指出，只有長期營運、不斷升級的項目才能保持對經濟發展產生長期的推動力。「經濟高速增長的同時，更需要可持續的發展。在這種大環境和政策下，集團擅長的綜合體項目可謂佔據很大優勢。第一，消費所需的服務業，高級商場、寫字樓、酒店等都是我們的主營業務；第二，我們的優質核心項目是長期持有和營運的，這種長期可持續的業務發展有助促進消費，和國家政策方向不謀而合。」



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

上海國金中心和上海環貿廣場發展成熟，為市內頂尖的一站式工作、購物、娛樂及消閒熱點



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

集團去年購入位於杭州江河匯的優質地皮，將發展為杭州的大型綜合地標



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  
劉德揚認為透過與同事長期、緊密的溝通，能夠確保團隊目標一致，提高公司營運效率

他強調，集團在投資過程中充分考慮國家政策和發展藍圖，來配合未來的發展規劃，務求以高品質項目帶動區域零售消費，推動經濟發展和創造就業。儘管近期疫情令內地經濟有所放緩，長遠而言，劉德揚對內地地產市場發展的前景仍然充滿信心。

### 重溝通 以開放態度實現共贏

身為一個在內地工作生活多年的香港人，劉德揚在上海結婚生子，與內地有深厚的淵源。對於如何解決文化差異，他直言溝通是關鍵。身為管理層，劉德揚喜歡跟同事聊天和分享他的經驗。他認為溝通是建立團隊非常重要的一環：「溝通能消除文化差異，加強同事間的關係，也能藉此對內地市場、政策及觀念有更深入的理解，有利於我們準確地研究市場，推進工作開展。」不但如此，他指出透過與同事長期、緊密的溝通，更能夠確保團隊目標和觀念一致，達到共識，提高公司營運效率和執行力。劉德揚笑言，和同事們的交流，也為他提供了鍛煉普通話及當地方言的機會，令他表達更自如。

劉德揚對新的事物和環境始終抱持開放的心態。經過多年在內地工作生活，他領略到在任何地方發展，都不能戴著有色眼鏡去看待問題，不能以外來者的眼光去主觀認定一個城市或一個地區。用普通話說即是要「接地氣」，要彼此認同。當目睹市場迅速發展，只有認同它的進步，融入它的發展，一起成長，才能獲得共贏。

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

鼓勵在家運動 以運動正能量抗疫



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.

集團特別邀請了本港多項長跑賽事冠軍陳家豪（上圖）、前港隊單車運動員及復康教練等，拍攝在家運動示範短片，鼓勵大眾留在家中也要多做運動。

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.

在新型冠狀病毒疫情爆發期間，集團鼓勵公眾人士留在家中亦要多做運動，用運動正能量同心抗疫。「新地公益垂直跑」及「單車SUNday」Facebook專頁早前共同推出「#Sportsforhealth在家運動抗疫」推廣活動。集團邀請了專業教練及運動員，拍攝一系列以雙人運動、親子運動及復康運動為主題的在家運動示範短片，上載到兩個專頁及運動行善網頁，讓大眾留在家中亦可跟著運動，強身健體。

兩個專頁更舉辦了「投片有獎」遊戲，鼓勵大眾分享在家運動抗疫的短片。活動反應踴躍，最落力和最具創意的得獎短片已順利選出。此外，兩個專頁亦分享了與運動相關的好書推介，讓大眾同時增長運動知識。

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

新閱會「陪你讀留在家」網上活動 招募學界「特約作家」

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.

在停課期間，新閱會全面加強了免費網上閱讀平台《點讀》的內容，包括推出全新「有書上架」短片，以生動手法介紹題材廣泛的好書；邀請多位流行作家創作獨家連載故事；增添「詩」人時間、職場初哥、金句王等主題文章，把閱讀融入生活之日常。



The SHKP Reading Club continues to promote happy reading through the *Read For More* reading platform amid school closures. 新聞會透過《點讀》閱讀平台，在停課期間無間推廣愉快閱讀。

為鼓勵同學多閱讀多創作，新聞會現正舉辦「陪你讀留在家」網上活動，招募中小學生成為《點讀》的「特約作家」。同學閱讀指定的《點讀》系列文章後，可根據主題繼續發揮，如寫作一篇好文章，或製作一段短片，或錄製一段有聲書。作品一經編輯團隊選出刊載，即可獲贈書券獎勵，而最踴躍參與的中小學亦可獲贈書券。



## The Group supports Earth Hour for the 12th consecutive year

集團連續12年響應「地球一小時」



The Group mobilized 300 properties to participate in Earth Hour, the worldwide lights-off campaign, this year including ICC 集團今年共有300座物業參與「地球一小時」全球熄燈行動，包括環球貿易廣場

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.

集團今年連續第12年支持由世界自然基金會主辦的「地球一小時」全球熄燈行動，繼續成為本港最高參與企業之一，實踐節約能源，推動健康及可持續生活。今年，集團透過旗下物業管理公司康業及啟勝，召集300座商廈、工廈、商場及屋苑，於活動當晚齊齊把非必要的燈關掉一小時。在12年來，集團旗下物業的參與數目遞增逾兩倍，遍布港九新界各地區。

此外，集團在內地的大型地標綜合項目如上海國金中心、上海環貿廣場、上海中環廣場，地標商場項目包括上海國金中心商場、廣州天環及天匯廣場等，以及住宅項目均有參與是次活動。

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

康業與多間機構合辦「Peace Box祝福大行動」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.

康業致力參與社區活動，關愛社群，體現企業社會責任。康業於2014年初開辦「Peace Box祝福大行動」，善用其物業網絡，鼓勵善心人藉著復活節，為社會上有需要的人士送上禮物，傳送和平與愛的信息。

康業與六間機構合辦「Peace Box 2020祝福大行動」，將贊助商、機構及市民捐贈的糧食、防疫物品、日用品及文具等轉贈基層家庭及長者，尤其是露宿者、獨居長者、基層家庭等，讓他們在疫情下，仍然感受到人間有情，互助關懷的幸福。今年活動共收到近10,000盒物資，大概10,000個基層家庭得以受惠。



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 康業副主席及行政總裁鄭正煒（前排中）聯同「Peace Box祝福大行動」委員會早前探訪大角嘴宣道堂睦愛中心送出物資，再透過該中心轉贈予區內基層家庭

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

### 「以心建家送暖行動」疫情下與長者賀端陽

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.

集團透過「以心建家送暖行動」關懷社會各階層。在年初疫情爆發期間，集團義工雖未能上門探訪長者，但仍有以電話聯繫，送上慰問及關懷。

近日，有見本港疫情有所緩和，「以心建家送暖行動」藉著端午佳節，舉辦了「暖暖愛心賀端陽」活動，為深水埗及屯門區1,500位獨居及雙老長者戶送上祝福。義工在準備福袋時，全部均帶上口罩及手套，確保物品衛生。為著保持適當的社交距離，義工亦只能與長者閒聊一會，送上端午節福袋。福袋內除應節糉子外，還有其他食糧、醫療口罩及消毒搓手液，讓長者安心度過一個溫馨的節日。



For hygiene purposes, the volunteers wore masks and gloves when they packed the goodie bags  
義工協助包裝福袋時，均帶上口罩及手套，確保衛生



Even though they had only a quick chat, the volunteers could feel the smiles behind the masks of the elderly  
雖然義工未能與長者詳談，但仍感受到他們在口罩後的微笑

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

### 新地郭氏基金榮獲國家教育部「卓越合作夥伴」殊榮



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.

新地郭氏基金早前獲國家教育部頒發2019年度「卓越合作夥伴」獎項，屬教育部向企業頒發的高級別榮譽，充分肯定基金多年來在教育工作方面的努力。

基金成立近20年，一直積極回饋社會，關懷弱勢社群，致力推動教育培訓、扶貧和醫療、社會服務三大範疇的工作。在教育培訓方面，基金與教育部緊密合作，開設了中小學及高等教育獎助學金、海外深造交流項目，還舉辦了一系列人才培訓課程，協助優秀但貧困的學生踏上人生新一頁。近年，基金更響應國家「全面脫貧、精準扶貧」的號召，赴國家遍遠貧困地區展開扶貧工作，促進國家及社會全面發展。

目前，基金已創立和資助超過60個項目，受助人士遍及全國20多個省市，已畢業的受助本科學生總計近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

集團西九龍高鐵站上蓋商業項目辦公大廈部分再引入長線策略性投資者

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.

集團位於西九龍高鐵站上蓋商業項目的辦公大廈部分，早前引入中國平安人壽保險股份有限公司（「平安人壽」）為第二位長線策略性投資者。平安人壽將分別斥資約93.94億港元和約18.79億港元，向集團和郭氏家族公司購入項目辦公大廈部分之25%和5%權益。交易完成後，集團、平安人壽及郭氏家族公司將分別持有項目辦公大廈部分的50%、30%及20%權益。項目中的零售部分則繼續由集團全資持有。

項目位處西九龍區策略性位置，毗鄰高鐵香港西九龍站上蓋，透過中國內地高



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.

項目引入策略性投資者，可吸引更多跨國企業及領先金融機構進駐。

鐵網絡連接內地所有主要城市。該土地亦直接連繫三條鐵路幹線，組成一個大灣區的交通樞紐。該土地的發展與鄰近的環球貿易廣場的整體規模將進一步擴大，從而發揮極佳的協同效應。項目引入策略性投資者，可吸引更多跨國企業及領先金融機構進駐，進一步鞏固此項目及毗鄰環球貿易廣場作為香港及大灣區主要商業及金融樞紐的聲譽及市場地位。

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

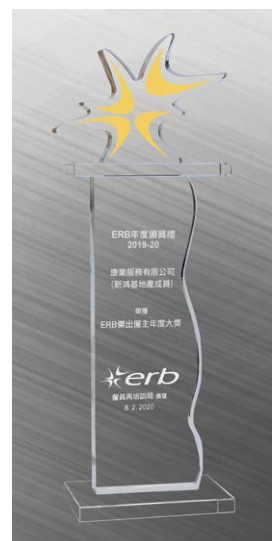
康業第11年獲頒「傑出僱主年度大獎」最高殊榮

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.

康業多年來為物業管理界別提升人才質素出一分力，屢獲嘉許。在僱員再培訓局第12屆「人才發展計劃」中，康業再度獲頒發「傑出僱主年度大獎」，屬第11年獲此最高殊榮。

康業注重人才發展，提供多元化的專業培訓課程，同時透過不同渠道，積極支持及推動僱員再培訓局的「人才發展計劃」。康業聘用再培訓局畢業學員，為入職學員提供在職培訓及晉升機會。康業並與再培訓局委任機構合作，為學員提供學習平台、參與開發新課程，以及推廣課程和服務。在承擔企業社會責任方面，康業參與不同社區活動，扶助弱勢社群就業，促進社會共融。



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

集團連續三年榮膺「亞洲最佳公司」最高榮譽



The Group receives the Asia's Overall Best Managed Company honour for the third straight year, along with other awards from *FinanceAsia*  
集團連續三年獲《FinanceAsia》頒發「亞洲最佳公司」美譽及多項大獎

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.

在財經雜誌《FinanceAsia》舉辦的「2020年亞洲最佳公司選舉」中，集團憑著整體卓越表現，連續第三年獲投資者及分析員評選為「亞洲最佳公司」，並第14年榮獲「亞洲最佳地產公司」大獎。在香港區評選中，集團又以最高分數獲取四個獎項：「香港最佳公司（排名第一）」、「香港最佳企業管治（排名第一）」、「香港最佳環境管理（排名第一）」及「香港最佳企業社會責任（排名第一）」。

《FinanceAsia》每年舉辦「亞洲最佳公司選舉」，邀請投資者及分析員根據區內上市公司的整體管理、與投資者關係，以及在環保、社會責任及企業管治方面的表現，作出評分。集團連續第三年榮獲「亞洲最佳公司」最高殊榮，足證實力雄厚，管理團隊表現出色，深受投資界認同。

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

SmarTone 5G採用愛立信「動態頻譜共享」技術 全港覆蓋至廣



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總裁葉安娜（右）、科技總裁鄧金根（中）以及市場及銷售部主管林寶玲（左）於五月一同主持SmarTone 5G服務啟動儀式

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早前推出5G服務，為消費者帶來極速的5G網絡體驗，於室內室外提供至廣覆蓋。SmarTone 5G建基於其強勢的LTE網絡及採用愛立信領導業界的「動態頻譜共享」技術，令其5G網絡可於短時間內於全港提供至廣的覆蓋，並無縫連接4G及5G，為用戶帶來快穩順的體驗，並可減低電池耗電量。

SmarTone採取結合高、中、低頻譜的方式，於香港建構一個領先業界及穩固的5G網絡。目前，其5G覆蓋至廣的室外地點、熱門的室內地點，以及主要路段和高速公路。3.5GHz頻段將陸續於全港鋪設。SmarTone同時為不同客戶群及企業推出一系列創新5G服務及應用，協助推動香港成為智慧城市。





# 全新無感泊車支付

## New Auto Payment Parking Service

The Point by SHKP會員現可尊享全新**無感泊車支付**功能，於「新地商場」App啟用上述功能後，離開指定新地商場停車場即**毋須拍卡**

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**



**離開車場自動起閘**  
Barrier Lifted Spontaneously during Car Park Exit



**自動繳費**  
**毋須拍卡出閘**  
Automatic Fee Settlement

**立即下載體驗**  
Download to enjoy



Download on the App Store

GET IT ON Google Play

**18個新地商場通用**  
Applicable to 18 SHKP Malls

apm

東港城  
EAST POINT CITY

Harbour North  
北角匯



上水廣場  
LANDMARK NORTH

新都會廣場  
METRO PLAZA

Metropolis Plaza  
新都廣場

mkiki  
MKI KIKI

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  
TSE WAN PLAZA

V city

V Walk

wwwTC  
世貿中心

YOHO MALL  
形點

元朗廣場

