

Raymond Tong

湯國江

SUNeVision Executive Director & CEO

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Raymond Tong: Data centres as the Internet's 'high speed rail stations'

湯國江：數據中心如網絡世界的「高鐵站」

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Entering the 5G era, new economy sectors have emerged, and data transmission is growing around the world. According to SUNeVision Executive Director & CEO Raymond Tong, demand for data centre services is increasing, as enterprises, cloud service providers, telcos and other companies need connectivity to transfer substantial volumes of data for their operations. "Our entire team and all our shareholders are very excited about and look forward to the future development of SUNeVision," said Raymond.

Carrier- and cloud-neutral positioning favoured by multinationals

SUNeVision, Hong Kong's largest data centre provider, is the technology arm of Sun Hung Kai Properties. With global top 10 connectivity, SUNeVision provides carrier- and cloud-neutral data centre services. By building an Asia's leading data centre ecosystem, it effectively connects telcos, cloud service providers, internet service providers and other companies across the city, Mainland China and the world, playing a crucial role in local and global data transmission. "There are now over 10 international submarine cable systems linked to Hong Kong, the majority of which are connected to MEGA-i, our data centre in Chai Wan and one of the leading data centres in Asia, serving as a connectivity hub. This exemplifies the trust multinational corporations put in SUNeVision, while recognizing our global market positioning," he said.

Raymond said that taking a position of 'neutrality' is the key to SUNeVision's success:

"When the company was set up in 2000, a sage decision was made to position it as a carrier-neutral data centre provider. Many local data centre providers were telco giants, which also laid submarine cables and provided bandwidth service. When seeking data centre services in Hong Kong to connect with other submarine cable systems, overseas enterprises, telcos and internet service providers in particular, prefer to opt for our data centres, which are carrier-neutral as we are not a competitor and do not limit customers to use specific service providers," said Raymond.

First-mover advantage

Raymond believes that SUNeVision, a subsidiary of Sun Hung Kai Properties Group, has grown steadily thanks to the backing of SHKP. When the company was established 20 years ago, the Group's management, with sharp insight, decided to convert selected industrial buildings into data centres, giving SUNeVision first-mover advantage in the market. "We are supported by the Group in project management, data

centre design and development, and facility management, which helps us form a professional data centre operation team to provide customers with one-stop services," he said.

While new economy players are growing rapidly, demand for cloud services from traditional businesses is also rising. The local data centre market is expected to continue to expand. SUNeVision is the Hong Kong data centre leader, with a market share of nearly 20%, and currently boasts five data centres in Hong Kong, with close to 1.4 million square feet of gross floor area (GFA). To meet the market's accelerating development in the long run, two new greenfield sites, namely TKOTL 131 in Tseung Kwan O and TWTL 428 in Tsuen Wan, were acquired in recent years and are expected to be completed in phases in 2022. The timely supply of the two new projects will add 1.4 million square feet of GFA to the company's data centre portfolio, and thus doubling its overall space to 2.8 million square feet for future development.

Strong synergy upon new data centre completion

Raymond said the data centre site in Tseung Kwan O (TKOTL 131), acquired in December 2018, is poised to greatly enhance the company's business development. Spanning a GFA of over 1.2 million square feet, the site is equivalent to more than 80% of the GFA of the five existing data centres combined. The site is adjacent to MEGA Plus, the company's high-tier flagship data centre, which started operating in 2017. The completion of the new TKOTL 131 data centre will allow the existing customers of MEGA Plus to easily expand their business. "Before acquiring the new site, we consulted our key customers to better understand their needs and found out they all encouraged us to proceed with a bid for the site. The new purpose-built data centre will create significant synergy with our neighbouring data centre, MEGA Plus, and provide a substantial sustainability advantage for the future business expansion of our customers," said Raymond.

Data centres require reliable and scalable power supply to ensure seamless operation. Raymond said that CLP is a strategic partner of SUNeVision in Kowloon and the New Territories and will support ultra-high power of at least a 120MW IT load for SUNeVision's new data centre in Tseung Kwan O. Upon completion, the total IT load of SUNeVision's seven data centres will be more than three times the current level, providing sufficient space and power for customers,

especially cloud service providers and new economy players, with their rapidly growing data needs.

Bright long-term prospects

Facing the tension in international relations in recent years and the ever-changing market environment, Raymond thinks SUNeVision's operations have demonstrated strong resilience. "Regardless of the political environment, the global economy is becoming more and more dependent on data, so demand for data centres will keep on growing. The changes in individual work patterns (such as work-from-home arrangements), the development of new technologies, and the trend of enterprises learning about their customers through big data constitute a golden era for the data centre industry. It's an excellent time for data centre development," he said.

According to Raymond, Hong Kong is the right place with the right people at the right time for the data centre industry. One of Asia's key data centre hubs, Hong Kong is also a gateway to Mainland China. For both multinational corporations that want to enter the mainland market and mainland companies that want to expand internationally, Hong Kong is the ideal data storage destination. Furthermore, there is IT talent in the city, and Hongkongers are efficient and flexible, facilitating the

development of the data centre industry. "Data centres are like the Internet's 'high speed rail stations', which allow swift and reliable information transmission, establishing a highly connected ecosystem connecting with the rest of the world. Thanks to a foundation of over 20 years and comprehensive plans and preparation, SUNeVision is set for the future. Our whole team is confident that the company will continue to lead the Hong Kong market and become a world-class data centre provider," said Raymond.

Individual strengths and team spirit

An excellent team is necessary to cope with future business development. SUNeVision currently has over 300 staff. Raymond said the entire team adheres to the Group's beliefs in putting customers first and in teamwork. "We are a B2B business and our customers are mainly corporate clients, who have stringent requirements for services and facilities. We must put customers first at all times, so that they will place even their most important data and network facilities in our data centres. Also, we put the right people in the right positions to deliver the best results. Our colleagues from different departments leverage their respective professional expertise with the same goal in mind – providing customers with premium services," he said.

Raymond said with a smile that maybe because of his athletic experience when young, he puts great value on teamwork. When he was a student, he was a competitive table-tennis player, and was trained at the Jubilee Sports Centre (now the Hong Kong Sports Institute). "In team matches, we deployed our team members based on the characteristics of our teammates and opponents. Even when it was our teammates playing, we cheered for them as part of the team. That helped me understand that the outstanding performance of individual players is not enough to win a match; the key is to foster the same winning determination within the team," said Raymond. So he pays special attention to team spirit, striving to create a fun and rewarding workplace. "When our colleagues find contentment at work, their work performance will increase, which will be reflected in the company's results. Happy staff and satisfied customers will lead to good business results that please shareholders, creating a win-win-win situation."



MEGA Plus in Tseung Kwan O started operating in 2017 and is located near SUNeVision's upcoming new data centre site, TKOTL 131. They will create significant synergy in operations and infrastructure investment 位於將軍澳的MEGA Plus於2017年開始運作·毗鄰新意網另一數據中心新用地(TKOTL 131)·兩者將於營運和基建投資方面產生重大的協同效應

世界進入5G年代，新經濟行業興起，數據傳送日益頻繁。新意網執行董事及行政總裁湯國江表示，不同企業、雲服務商、電訊商等，營運過程中需要互聯互通大量數據，對數據中心的需求愈來愈大。「我們整個團隊及所有股東都對新意網的未來發展感到十分振奮和期待！」

憑「電訊商和雲服務商中立」定位深受跨國企業青睞

新意網是本港最大的數據中心服務商，為新鴻基地產的主要科技旗艦，擁有全球排名前10的網絡連接能力，提供電訊商和雲服務商中立的數據中心服務。通過建立亞洲首屈一指的數據中心生態系統，高效連接本地、中國內地乃至全球的電訊商、雲服務商、網絡服務供應商等，因此在香港與國際數據傳送上擔當重要角色。「現時有超過10條來自世界各地的海底電纜系統接駁到香港，而大部份都連接到我們位於柴灣、亞洲首屈一指的數據中心MEGA-i，作為互聯互通的核心。這足證新意網得到跨國企業的信心，亦確立我們面向國際的市場定位。」

湯國江指出，「中立」的定位是新意網成功的關鍵：「公司在2000年成立之時，明智地以『電訊商中立』（Carrier-neutral）作為定位。環顧當年本地不少數據中心營運商本身是大型電訊商，他們亦有經營海底電纜鋪設和提供頻寬服務的業務，所以當外國企業，特別是電訊商或網絡服務供應商，要在香港尋找數據中心連接其他海底電纜系統時，他們會因為新意網是電訊商中立，即不會成為其競爭對手和限制客戶使用指定服務供應商，而傾向選擇『落戶』我們的數據中心。」

早著先機 建立優勢

作為新鴻基地產集團的附屬公司，湯國江認為新意網的穩步發展，源於新地作強大的後盾。特別是20年前公司成立初期，集團領導層已獨具慧眼，決定將部分工廈改建成數據中心，令新意網能夠在市場上早著先機。「我們在項目管理、設計及興建數據中心，以至設施管理方面，都得到集團的支援，令公司能組成專業的數據中心營運團隊，有效為客戶提供一站式服務。」

隨著新經濟企業發展迅速的同時，就連傳統企業對雲端服務需求亦有增無減，預料本地數據中心的市場只會愈來愈大。現時新意網在香港擁有五個數據中心，提供接近140萬平方呎的樓面面積，市場佔有率接近20%，為香港市場的領導者。為配合市場長遠的快速增長，近年購入將軍澳（TKOTL 131）和荃灣（TWTL 428）兩塊新用地，項目計劃於2022年分階段落成。該兩個適時落成的全新項目將額外提供多140萬平方呎樓面面積，令公司的數據中心總樓面面積增加一倍至280萬平方呎，以應付未來發展需要。

新數據中心落成將擁強大協同效應

湯國江預期，於2018年12月投得的將軍澳數據中心用地（TKOTL 131），勢必大大增強公司的業務發展。該地可建總樓面面積逾120萬平方呎，相等於現時五個數據中心總面積的八成以上。加上它與2017年開始投入服務的旗艦高端數據中心MEGA Plus相連，方便現有客戶擴充業務。「我們特別在購入新用地前向重要客戶了解他們的想法，他們均支持我們競



“ Data centres are not merely for information storage. They are like the Internet’s ‘high speed rail stations’, allowing swift and reliable information transmission. With global top 10 connectivity, SUNeVision has built an Asia’s leading data centre ecosystem and plays a crucial role in local and global data transmission.

數據中心不只是儲存資料的地方，更是網絡世界中的「高鐵站」，讓資訊能快速、可靠地傳送。擁有全球排名前10的網絡連接能力，新意網建立了亞洲領先的數據中心生態系統，在香港與國際數據傳送上擔當重要角色。

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Raymond values his colleagues and strives to create a fun and rewarding workplace culture
湯國江重視員工，致力營造一個愉快和令同事有所得益的辦公室文化



MEGA-i's revitalization project will substantially boost SUNeVision's connectivity business growth
MEGA-i的優化工程將大幅提升新意網的網絡連接業務發展

投該地皮，這新的專屬數據中心將與毗鄰的MEGA Plus產生協同效應，帶來重大的可持續發展優勢，有助客戶未來的業務擴展。」

此外，數據中心需要可靠和可擴展的電力供應以確保無間斷運作。湯國江表示，中電是新意網在九龍和新界區的戰略合作夥伴，並會為將軍澳新數據中心提供至少120兆瓦的超高IT負載量。落成後新意網旗下七個數據中心的總IT負載量將會是現時的三倍以上，確保備有足夠擴展空間和電力給予客戶，尤其是雲服務商及新經濟公司，助他們應付數據快速增長的需求。

長遠發展前景亮麗

面對近年緊張的國際關係和不斷變化的市場環境，湯國江認為新意網的營運展現出強勁韌性：「無論政治環境如何，全球經濟愈來愈依賴數據，對數據中心的需求只會不斷增長。個人工作模式的轉變（如在家工作安排），新科技發展，以至企業透過大數據理解客戶，令數據中心行業迎來『黃金時代』，此乃『天時』之良好發展機遇。」

他指出，香港亦佔了「地利」與「人和」的優勢。香港是亞洲區數據中心的重要樞紐之一，亦是通往中國內地的門戶，

對於想進入內地市場的跨國企業，或是要進軍國際的內地公司，香港都是理想的數據存放地點。此外，本港有資訊科技人才，加上港人高效和靈活變通的特質，均有利發展數據中心行業。「數據中心就如網絡世界中的『高鐵站』，讓資訊能快速、可靠地傳送，藉此建立一個與世界互聯互通的生態系統。憑藉新意網建立逾20年的根基，加上完善的計劃和全盤準備，我們整個團隊有信心繼續保持香港市場領導地位，並成為世界一流的數據中心服務商。」

發揮個人長處 重視團隊精神

要應付業務未來發展，自然需要一支優秀的團隊。新意網現時員工逾300人，湯國江表示團隊上下秉持集團「以客為先」和「群策群力」的信念。「我們是企業對企業（B2B）的業務，主要是面對企業客戶，他們對服務和設施要求相當嚴格，我們須事事以客為先，對方才會將他們最重要的數據及網絡設施放置在我們的數據中心；另外，我們亦強調知人善任，發揮各人的專業優勢，同事無論是來自哪一個部門，目標只有一個，就是為客戶提供優質服務。」

湯國江笑言自己重視團隊合作，或跟年輕時當運動員的經驗有關。他在讀書時

是位乒乓球好手，於銀禧體育中心（香港體育學院前身）接受培訓。「團隊比賽時，我們會因應對手和隊員的特性而佈陣，即使是隊友比賽，大家也會同心打氣支持。這讓我深深體會到，要贏出比賽，個別球員表現突出並不足夠，重要的是能夠凝聚隊友，懷著相同決心爭勝。」所以湯國江特別重視員工的士氣，致力營造富樂趣、努力有回報的工作環境：「同事在職場中找到滿足感，自然能提升工作表現，並能夠反映在公司的業績中。同事開心，客戶滿意，股東亦因優異業績而高興，絕對是『三贏』，何樂而不為？」



Table tennis helps Raymond communicate with his children
乒乓球成為湯國江與子女建立親子關係的橋樑