

SHKP



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A commitment to building Hong Kong and developing new landmarks
集團致力建設香港 積極打造多個地標物業





A commitment to building Hong Kong and developing new landmarks 集團致力建設香港 積極打造多個地標物業

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以 心 建 家 Building Homes with Heart

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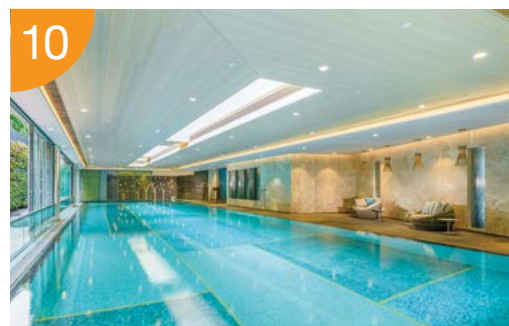
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Editor's Note 編者按：

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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A commitment to building Hong Kong and developing new landmarks

During the year, Hong Kong's economy has been hard hit by the unprecedented challenges and difficulties resulting from the COVID-19 pandemic. The performance of the Group's property investment portfolio has inevitably been affected by the sluggish economy and the lingering pandemic. Nevertheless, the Group is committed to investing in Hong Kong and has undaunted confidence in the city's long-term prospects. It will further expand its diversified property investment portfolio through the development of new additions in the pipeline.

4 A number of large-scale integrated developments are underway. The most significant development is the prime commercial site atop the High Speed Rail Hong Kong West Kowloon Terminus, which was acquired through government tender for HK\$42,232 million in late 2019 when the city was hit by local social incidents. The site is Hong Kong's largest commercial land plot in recent years in terms of site area, with a developable gross floor area of 3.16 million square feet. It is strategically located atop the city's only High Speed Rail station, providing excellent transportation connectivity. Under the existing plan, the site will be developed into a landmark project, comprising about 2.8 million square feet of grade-A offices and approximately 349,000 square feet of premium shopping space. Subsequently, the Group disposed of a 50% interest of the office portion of the project to two long-term strategic investors: the Kwok Family Companies and Ping An Life. The retail portion of the project remains wholly-owned by the Group. The introduction of long-term 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.

The Group has built several large-scale integrated complexes during the economic ups and downs in the past few decades. A number of them have become Hong Kong landmarks, the two most notable of which are IFC and ICC.

IFC development in Central - 1996

In 1996, the Group participated in property development atop Airport Express Hong Kong Station in the form of a joint venture. The Hong Kong Station project, named IFC, boasts gross floor area of approximately 4.5 million square feet. Total investment (excluding interests) of the phased development amounted to HK\$23,000 million, which was the city's largest single development at the time. Before Hong Kong's handover, the Group decided to take part in a huge investment project and establish its first major investment property in the core of Central, representing a vote of confidence by the Group in Hong Kong's future.

The IFC development project comprises two grade-A office towers, a premium shopping mall, the Four Seasons Hotel and Four Seasons Place serviced suites. The One IFC office tower and mall were completed in late 1998, and the 88-storey Two IFC was the city's tallest and the world's third-tallest building on completion in 2003. The office towers become a bold icon on the Central waterfront.

As the Group's first major establishment in the core of Central, IFC was designed to closely meet the needs of customers. Since the target tenants for IFC were international

financial institutions, the project team visited the financial centres in United Kingdom and the United States to learn about world-class specifications that suited the business needs of potential tenants. As a result, major amendments were made, including changing the original round foundation to a square one to better serve the needs of trading floors and to provide a more efficient layout amid surging construction costs.

ICC, West Kowloon
西九龍環球貿易廣場



IFC, Central
中環國際金融中心



Sitting above Airport Express Hong Kong Station, IFC was built to international specifications with state-of-the-art facilities, while providing an unrivalled view of Victoria Harbour, which drew multinational financial institutions, in particular. IFC has been popular among multinational financial institutions, registering high occupancy and generating favourable rental income over the years. The Hong Kong Monetary Authority acquired several high floors of Two IFC as its head office.

Investing in ICC atop Kowloon Station - 2000

Despite the dot-com bubble burst in 2000, the Group continued its developments in the city in a vote of confidence in Hong Kong's future. In September 2000, the Group won the tender for the development of Airport Express Kowloon Station Packages 5-7 ICC, which was the largest single project associated with Kowloon Station. The project boasted a gross floor area of 5.5 million square feet among three towers.

From the planning and design stages to the construction of ICC, Hong Kong's economy experienced invisible waves, including the aftermath of the dot-com bubble burst and the SARS outbreak in early 2003. The ICC integrated complex was fully completed in 2010, comprising grade-A offices, a premium shopping mall, The Ritz-Carlton, Hong Kong, the Sky100 Hong Kong Observation Deck and fine dining restaurants on Level 101. The Cullinan luxury residences, the W Hong Kong hotel and HarbourView Place serviced suites are situated in the other two blocks of the development. The ICC tower rises 490 metres

above sea level, making it the city's tallest building. The skyscraper and the 420-metre Two IFC on the opposite shore form Hong Kong's premier landmark – the Victoria Harbour Gateway.

During the development of ICC, the project team also visited similar projects in other international major cities to ensure that its project design and specifications would meet the business needs of international corporations and financial institutions. After considering the office market supply and the project's floor plates, the Group set international financial institutions as its target tenants. Thanks to the efforts of the leasing team, three international investment banks, Morgan Stanley, Deutsche Bank and Credit Suisse, decided to relocate their Hong Kong headquarters from Central to West Kowloon, a place which was still in a development stage at the time, with the facilities yet to be formed. The Group's ICC office tower set a precedent for major international investment banks moving their headquarters outside Central, resulting in West Kowloon emerging as one of the most important business districts in the city.

Building homes with heart, building landmarks for Hong Kong

IFC and ICC have played a vital role for the Group, as well as for West Kowloon's development since 2000. IFC's premium location, high specifications and excellent facilities have attracted multinational financial institutions, broadening the Group's customer base. Subsequently, the full completion of ICC made it an extension of Central, which marked

the Group's skill set enhancement in building integrated developments. The team gained a deeper understanding of the business needs of international financial institutions, providing a valuable reference for building integrated complexes later on the mainland. In addition, IFC and ICC have enhanced the Group's property investment portfolio. Contributions from property sales and rental income are becoming more balanced, which have helped the Group weather the challenges during political and economic crises.

Situated in well-connected locations, IFC and ICC serve users' business and lifestyle needs within the integrated development, while enhancing economic activity in the area, creating vibrant community. They also showcase the quality of SHKP developments to consumers, helping SHKP build its premium brand.

Following the commissioning of the High Speed Rail Hong Kong West Kowloon Station in 2018, West Kowloon Station has formed a transportation hub of four railway lines, offering convenient access throughout Hong Kong, the Greater Bay Area and major mainland cities, along with excellent global connections. The strategic location of West Kowloon Station has now become more prominent. Upon completion, the future landmark project atop the High Speed Rail Hong Kong West Kowloon Station is expected to create significant synergy with the neighbouring ICC, further driving West Kowloon's evolution into a crucial commercial core of Hong Kong and the Greater Bay Area, while contributing to Hong Kong's sustainable future.

集團致力建設香港 積極打造多個地標物業

今年受到2019冠狀病毒疫情爆發所影響，本地經濟受到前所未有的挑戰和困難所重創。集團的物業投資組合表現無可避免地受到經濟疲弱及疫情持續所影響。儘管如此，集團對香港的長遠前景充滿信心，堅持繼續投資香港，將透過發展新項目，進一步擴大多元化的物業投資組合。

集團現正興建多個大型綜合項目。當中最具意義的，是2019年年底，正值發生本地社會事件期間，集團透過政府招標，以422.32億港元購入位於香港高鐵西九龍總站上蓋的優質商業地皮。該地為本港近年來地皮面積最大的商業用地，可發展總樓面面積達316萬平方呎，並位於香港唯一一個高鐵站上蓋，具優越的交通網絡連接。按現有規劃，將發展為地標項目，提供約280萬平方呎甲級寫字樓，以及約349,000平方呎的優質零售樓面。集團隨後引入兩名長線策略性投資者，即郭氏家族公司及平安人壽，向其出售項目寫字樓部分共50%的權益；而項目中的零售部分則繼續由集團全資持有。項目引入長線策略性投資者，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。

回顧過去數十年，經濟有起有落，集團亦積極發展大型綜合項目，興建了多個香港地標，當中最具代表的可算是國際金融中心及環球貿易廣場。

1996年發展中環國際金融中心

於1996年，集團以合資形式參與機鐵香港站上蓋的物業發展計劃。香港站項目命名為國際金融中心，總樓面面積約450萬平方呎。項目分階段發展，總投資額（未計利息）達230億港元，為本港當時歷來最大的單一發展項目。在香港即將回歸前夕，集團決定參與這個龐大的投資項目，並首次在中環核心區建立重要投資物業據點，以實際行動對香港的前景投下信心一票。



國際金融中心發展項目包含兩幢甲級寫字樓、高級商場、香港四季酒店及服務式套房酒店四季匯。國際金融中心一期寫字樓及商場於1998年底落成，而樓高88層的國際金融中心二期則於2003年落成，當時為全港最高大廈及全球位列第三高樓，兩幢寫字樓迅即成為中環海濱新地標。

國際金融中心為集團在中環核心區的首個重要據點，項目設計力求緊貼顧客需要。由於國際金融中心的潛在租戶為國際金融機構，項目團隊特別前往英、美的金融中心考察，了解最能配合潛在租戶業務要求的世界級規格。因此，即使令成本大增，項目亦作出大幅改動，包括將已經打了圓形樁改為方形則，以便配合交易樓層的需要及提供實用間隔。

位於機鐵香港站上蓋的國際金融中心，以國際級規格設計，配備先進設施，加上前臨維港景致，成功吸引跨國金融機構進駐。項目多年來深受跨國金融機構歡迎，出租率維持高企，租金表現理想，而香港金融管理局更購入國際金融中心二期高層作總部。

2000年投資九龍站環球貿易廣場

科網股於千禧年爆破後，集團憑著對未來的信心，繼續建設香港。於2000年9月，集團投得機鐵九龍站第五至七期發展項目環球貿易廣場。該發展項目為九龍站規模最大的單一項目，由三幢大樓組成，總樓面面積達550萬平方呎。

環球貿易廣場從規劃、設計到動工期間，香港經濟出現暗湧，包括科網股熱潮爆破的後遺症及2003年初爆發的「沙士」疫症。環球貿易廣場綜合發展項目最後於2010年全面落成，集合甲級寫字樓、高級商場、香港麗思卡爾頓酒店、天際100香港觀景台及位於101樓的高級食肆。豪華住宅天璽、香港W酒店及服務式套房酒店港景匯則坐落於項目另外兩幢大樓中。當中的環球貿易廣場樓高海拔490米，為目前全港最高建築物，與彼岸樓高420米的國際金融中心二期形成一道宏偉的香港地標「維港門廊」。

集團在發展環球貿易廣場時，同樣有派項目團隊前往其他國際大城市參考同類項目，其項目設計及規格亦積極配合國際級企業及金融機構的業務需要。考慮到當時的寫字樓市場供應及項目的樓層面積，集團最後鎖定國際級金融機構為目標租戶。在租務團隊努力下，成功吸引到三間國際投資銀行：摩根士丹利、德意志銀行及瑞信，決定將總部由中環遷往當時仍處於開發階段、配套尚未成形的西九龍。集團的環球貿易廣場開創先河，成功吸引大型國際投資銀行將總部搬離中環，令西九龍加快成為其中一個最重要的新興商業區。

ICC (left) and Two IFC (right) form Hong Kong's premier landmark – the Victoria Harbour Gateway
由環球貿易廣場(左)與國際金融中心二期(右)組成的香港地標「維港門廊」



以心建家 建設香港地標

國際金融中心和環球貿易廣場，對集團以至西九龍於千禧年後的發展起著重要的角色。國際金融中心憑著優越的地理位置、高規格設計及優質配套，吸引了跨國金融機構進駐，亦成功拓闊集團的客戶基礎。其後，環球貿易廣場全面落成，成為中環的延伸，標誌著集團興建綜合發展項目的能力進一步提升。團隊亦對國際金融機構的業務需要加深了解，對隨後在內地發展綜合項目提供了寶貴的參考價值。此外，國際金融中心及環球貿易廣場亦加強了集團的收租物業組合，令到集團的物業銷售收入與租金收入更趨均衡，有助集團度過政經危機所產生的衝擊。

另一方面，國際金融中心和環球貿易廣場均交通便利，在綜合發展項目內，照顧到用家的工作及生活需要，同時帶動周邊經濟活動，令整個社區增添色彩。另外，兩個地標物業亦向消費者展現「新地」發展項目的質素，建立「新地」優質品牌的形象。

隨著香港高鐵西九龍站於2018年開通，西九龍站成為四條鐵路線交匯的交通樞紐，貫通香港各區、大灣區及內地主要城市，同時連繫世界各地，而西九龍的策略性位置亦加倍突顯。待位於香港高鐵西九龍總站上蓋發展中的地標項目落成後，將與毗鄰的環球貿易廣場發揮極大的協同效應，進一步推動西九龍成為香港以至大灣區重要的商業核心，為香港未來的持續發展作出貢獻。



The Group's commercial site atop the High Speed Rail Hong Kong West Kowloon Terminus
由集團位於香港高鐵西九龍總站上蓋的商業地皮



Using the SHKP Malls App's takeaway ordering service platform, customers can place orders at participating restaurants to enjoy delicacies and earn The Point bonus points while staying at home to fight the virus

顧客可在「新地商場」App外賣自取平台的參與食肆下單，留家抗疫亦可品嚐美食兼賺取The Point積分

SHKP malls render all-round support to tenants amid the pandemic

新地商場在疫情下全方位支援商戶

Since the COVID-19 outbreak early this year, the Group has initiated a wide range of measures in its malls to help tenants cope with the impact of the pandemic. Apart from strengthening precautions in the malls, the Group has offered several months of base rent concessions to tenants and launched a series of campaigns to draw consumers to the malls.

Takeaway ordering service hotlines set up to support eateries

Restaurants employ a large number of frontline workers. To help them continue to do business and retain employees amid the pandemic, the Group set up takeaway ordering service hotlines for 22 SHKP malls in March, which is considered to be the first of its kind among malls in Hong Kong. Customers may enquire about takeaway information from different restaurants in participating malls by phone or WhatsApp messages and enjoy special discounts or cash coupons. The takeaway ordering service hotlines have received almost 5,000 customer enquiries and takeaway orders per month, on average.

The Group recently expanded its takeaway ordering service to the SHKP Malls App. Starting from late August, members of The Point by SHKP can just tap the SHKP Malls App to place orders, pay and enjoy special discounts, earning The Point bonus points automatically. The handy service is now available across 10 SHKP malls, covering almost 100 restaurants. It is expected that the number of participating restaurants will almost double by end of this year, providing convenient, caring takeaway ordering service for customers while expanding the sales channels of food and beverage tenants.

Spending reward campaigns are on every month

Since February, the Group has organized a series of mall privileges and spending reward campaigns to draw customers to its malls. Spending reward campaigns are on almost every month, including 'Rewards from Heart, Everybody Wins' Lucky Draw; 'Every Day is a Reward Day!'; 'The Point Days'; and 'Love Shopping' Spending Reward Campaign. A number of SHKP malls have collaborated with merchants to roll out exclusive privileges for customers. The Group expects to offer at least HK\$70 million worth of spending rewards by the end of the year to attract consumers and help tenants increase sales.

自今年初2019冠狀病毒疫情爆發以來，集團在旗下商場推出多項措施，全方位協助商戶應付疫情所帶來的影響。除了強化商場的防疫工作外，集團亦向租戶提供一連數月的基本租金寬減，並推出一系列刺激消費的活動。

設立外賣自取熱線 協助食肆

有見餐飲業僱用大批前線員工，為協助他們在疫情下繼續經營，保障就業，集團早於三月已為22個新地商場設立外賣自取熱

線，可算是全港首批成立外賣熱線的商場。顧客透過電話或WhatsApp短訊，即可查詢參與商場不同食肆的外賣資訊，兼享餐飲優惠或現金券獎賞。外賣自取熱線自推出以來，平均每個月收到近5,000個顧客查詢及外賣訂單。

集團最近將外賣自取服務擴展至「新地商場」App。於八月底起，The Point by SHKP會員可在「新地商場」App內，直接點餐及付款，享用優惠，兼且即時賺取The Point積分，簡單便捷。目前，共10個新地商場率先推出，近100間餐廳參與。預計今年底，參與餐廳的數目會增加近一倍，為顧客帶來貼心、方便的外賣自取服務，同時為餐飲業商戶開拓銷售渠道。

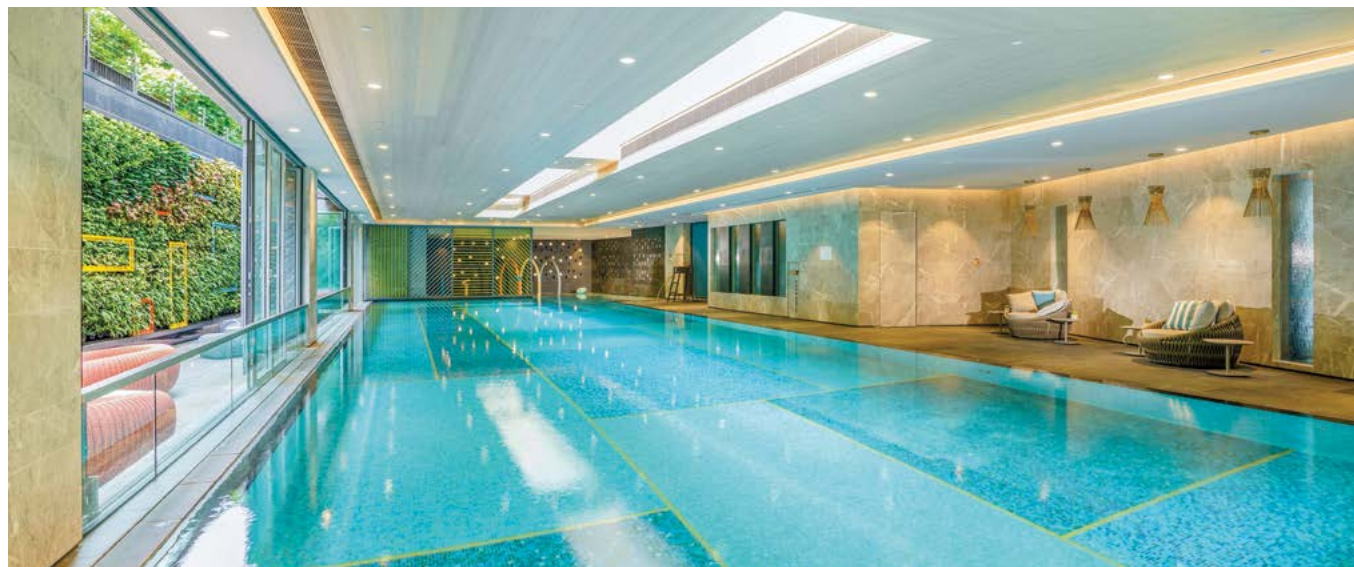
消費獎賞活動月月有

自二月起，集團推出了一連串商場優惠及消費獎賞計劃，吸引顧客到商場消費。至今差不多每個月都有舉辦消費獎賞計劃，包括「心意分享 人人有獎」抽獎活動、「萬元狂賞」活動、「The Point Days積分倍賞大日子」及好「賞」購物消費禮遇活動等。多個新地商場更與商戶合作，推出專屬消費購物優惠予顧客。年內，集團預計將最少送出7,000萬港元消費獎賞，以刺激消費，協助商戶增加銷售額。

The completed Mount Regency Development sets a new standard for chic living in Tuen Mun

屯門御半山發展項目落成交樓 時尚生活新指標

Situated in a prestigious residential site in Tuen Mun, the Mount Regency Development has recently been completed, with owners taking possession of their new homes. Its strategic location is gifted with lush greenery¹ set against the backdrop of Tai Lam Country Park and served by a comprehensive transportation network. The Development is destined to set a new standard for chic living in Tuen Mun with its thoughtfully planned design and facilities.



Indoor heated swimming pool⁴
室內恒温游泳池⁴

Practical layouts for flexible designs and ideal homes

The residential units have neat, practical layouts with no bay windows, allowing the efficient use of space. The rectangular living/dining room in a typical floor unit allows flexible furniture placement and has an adjoining balcony to provide natural light and a wide surrounding view¹. Some living/dining rooms have modern, basic wooden cabinets with a concave section on the open shelf for handy storage. The cabinets also come with twin socket outlets with USB ports, making them both stylish and user-friendly.

All typical units are handed over to new owners with complimentary electrical appliances, as well as curtains for all windows, an all-in-one router (concealed type), twin socket outlets with USB ports and thermo ventilators (ceiling type), providing extra care to cater for the needs of residents.

Trendy residents' clubhouse facilities plus co-living facilities and services

The residents' clubhouse² was finely crafted by

an internationally renowned interior designer. The clubhouse and communal gardens span more than 75,000 square feet, with facilities including a 24-hour gym, an indoor swimming pool, a multi-purpose indoor sports hall with a half-court basketball court, a children's area, a coffee lounge, and a banquet room with a trendy Japanese teppanyaki grill table^{2,3}.

The residents' clubhouse will introduce a co-sharing concept, offering co-living facilities and services, including a WiFi network, USB chargers for electronic gadgets, and printing service. There is also a 24-hour laundry and dry cleaning service³ with drop-off and collection in electronic lockers dedicated for residents' use.

The estate's concierge and butler services³ provide residents with a one-stop service. Before move-in, residents are offered a tea reception, district information, a moving arrangement service, and so forth. After move-in, residents can seek assistance for home cleaning, floor and carpet care and maintenance, professional car wash service, restaurant booking, flower and cake ordering service, catering arrangements, pet boarding

booking, sedan booking service, and more³.

集團位於屯門尊尚住宅地段的御半山發展項目最近落成，業主現正陸續收樓。發展項目擁有策略性的地理優勢，背靠大欖郊野公園，飽覽秀麗翠綠景致¹，同時可享完善交通配套設施。發展項目的建築設計及配套規劃別出心裁，勢將成為屯門區時尚生活新指標。

間隔方正實用 靈活設計理想家居

住宅單位間隔工整實用，全部採用無窗台設計，可善用每吋空間。標準樓層單位之客廳/飯廳以長方形設計，可靈活擺放傢俬，並連接露台，引入自然光之餘，更可盡覽開揚景致¹。部分客廳/飯廳附送一組設計時尚簡約的木櫃，中空位置預留小窩位，供住客放置隨身物件，更備有USB雙位電插座，實用時尚兼備。

所有交樓標準單位，除附送各種家電外，均附送全屋窗簾、一體化路由器（隱藏式）、USB雙位電插座及浴室寶（天花式），多方面細心照顧住客所需。

住客會所引入新興設備 兼享共享生活設施及服務

住客會所²由國際著名室內設計師精心打造，連同戶外園林面積逾75,000平方呎，設施包括24小時健身室、室內游泳池、設有半個標準籃球場的多用途室內運動館、兒童空間、咖啡館以及引入日式鐵板燒吧台設備的宴會廳等^{2,3}。

住客會所引入共享空間概念，提供多項共享生活設施及服務，包括WiFi無線網絡、電子產品USB插頭及打印服務等。住客亦可透過屋苑內的電子儲物櫃使用24小時磅洗及乾洗服務³。

屋苑設有禮賓及管家服務³，為住客提供一條龍服務。入伙前服務包括迎新茶聚、社區資訊及搬屋服務安排等。住客入伙後可享家居清潔、地板或地毯護理、專業洗車、代訂餐廳/ 鮮花/ 蛋糕、到會安排、寵物酒店預約及轎車預約服務等³。

Notes

1. The description above is only a brief account of the surroundings of the Development. Not all units enjoy the respective scenery. The view is affected by a unit's floor level, orientation, surrounding buildings and environment, and is not applicable to all units. The surrounding buildings, facilities and environment may change from time to time. The Vendor does not make any offer, representation, undertaking or warranty whatsoever, whether express or implied.

2. The clubhouse and/or recreational facilities may not be immediately available for use at the time of handover of Phase 1 and/or Phase 2 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 Vendor reserves the right to amend the aforesaid and any facilities, design, fees or usage not yet set out.

3. The aforesaid services will be provided by the manager of the Development or other contract-engaged third party companies, and are subject to terms and conditions. The manager or contract-engaged third party companies may amend, revise, insert/delete the terms and conditions for the provision of the related service including and not limited to the fees, operation hours and service period without further notice. The provision of such services is subject to the terms in the deed of mutual covenant, service contract or other relevant legal documents. These services may not be immediately available for use at the time of handover of the residential properties in Phase 1 or Phase 2 of the Development. In case of any dispute, the decision of the management company or contract-engaged third party companies shall be final.

4. This photo was taken at the Development on 9 July 2020. It has been edited and processed with computerized imaging technique and is for reference only.

備註

1. 上述僅為發展項目周邊環境及景觀的大概描述，並不表示所有單位均享有相關景觀。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，且發展項目周邊建築物、設施及環境會不時改變。賣方並不作出任何不論明示或隱含之要約、陳述、承諾或保證。

2. 會所及/或康樂設施於發展項目第1期及/或第2期入伙時未必即時啟用。部份設施及/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。賣方保留一切修改以上及一切未列舉之設施、設計、收費及用途權利。

3. 上述服務將由發展項目的管理人或其他合約聘用的第三者公司所提供，詳情受制於條款及細則，管理人或合約聘用的第三者公司可自行就有關服務之服務條款及細則作出修訂、更改或增減，包括及不限於收費、營運時間及服務期限，而不作另行通知，惟服務須受公契、服務合約或其他相關法律文件所訂立的條款規限。服務於發展項目第1期或第2期住宅物業入伙時未必能即時啟用。如有任何爭議，管理公司或合約聘用的第三者公司保留最終決定權。

4. 以上圖片於2020年7月9日拍攝於發展項目，並經電腦修飾處理，僅供參考。

Name of the Phase of the Development:

Phase 1 ("Phase 1") of Mount Regency Development ("the Development") Tower 1A and 1B of the Phase is called "Mount Regency"

Phase 2 ("Phase 2") of Mount Regency Development ("the Development") Tower 2A and 2B of the Phase is called "Mount Regency Phase II"

District: Tuen Mun

Name of Street and Street Number of Phase 1 and Phase 2 of the Development: 8 King Sau Lane

Website address designated by the vendor for Phase 1 of the Development: www.mountregency.com.hk

Website address designated by the vendor for Phase 2 of the Development: www.mountregency2.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: Great Alliance Limited

Holding Companies of the Vendor: Hanpalava Limited, Time Effort Limited, Sun Hung Kai Properties Limited

Authorized Person for Phase 1 and Phase 2 of the Development: Wong Ka Man Carmen

The firm or corporation of which the Authorized Person for Phase 1 and Phase 2 of the Development is a proprietor, director or employee in his or her professional capacity: Sun Hung Kai Architects and Engineers Limited

Building Contractor for Phase 1 and Phase 2 of the Development: Teamfield Building Contractors Limited

The firm of Solicitors acting for the owner in relation to the sale of residential properties in Phase 1 and Phase 2 of the Development: Woo Kwan Lee & Lo

Authorized institution that has made a loan, or has undertaken to provide finance, for the construction of Phase 1 and Phase 2 of the Development: The Hongkong and Shanghai Banking Corporation Limited (the undertaking has been cancelled).

Any other person who has made a loan for the construction of Phase 1 and Phase 2 of the Development: Sun Hung Kai Properties Holding Investment Limited

Prospective purchasers are advised to refer to the sales brochure for any information on the Development or Phase 1 and Phase 2 of the Development.

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

Date of Printing: 22 October 2020

發展項目期數名稱：

御半山發展項目（「發展項目」）的第1期（「第1期」）期數中的第1A及1B座稱為「御半山」

御半山發展項目（「發展項目」）的第2期（「第2期」）期數中的第2A及2B座稱為「御半山II 期」

區域：屯門

本發展項目第1期及第2期的街道名稱及門牌號數：景秀里8號

賣方就本發展項目第1期指定的互聯網網站的網址：

www.mountregency.com.hk

賣方就本發展項目第2期指定的互聯網網站的網址：

www.mountregency2.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：建良有限公司

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

本發展項目第1期及第2期的認可人士：黃嘉雯

本發展項目第1期及第2期的認可人士以其專業身分擔任經營人、董事或僱員的商號或法團：新鴻基建築設計有限公司

本發展項目第1期及第2期的承建商：添輝建築有限公司

就本發展項目第1期及第2期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

已為本發展項目第1期及第2期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：香港上海滙豐銀行有限公司（有關承諾書已經取消）。

已為本發展項目第1期及第2期的建造提供貸款的任何其他人：Sun Hung Kai Properties Holding Investment Limited

賣方建議準買方參閱有關售樓說明書，以了解本發展項目或本發展項目第1期及第2期的資料。

本廣告由賣方或在賣方的同意下發布。

印製日期：2020年10月22日



Brisk sales continue at Phase 3 Wetland Seasons Park in Tin Shui Wai

天水圍第3期Wetland Seasons Park延續銷售佳績

The Group's Wetland Lot No.34 Development ("the Development"), a low-density residential project with a 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 and the future Hung Shui Kiu New Development Area³, currently under planning.

Following the strong sales of Phase 1 and Phase 2 Wetland Seasons Park, the market response to Phase 3 Wetland Seasons Park has been overwhelming. As of 9 October 2020, more than 96% of the residential units offered to be sold in Phase 1, Phase 2 and Phase 3 Wetland Seasons Park had been sold.

Featuring scenic views of Wetland Park¹

Phase 3 Wetland Seasons Park continues with the stepped building layout of the Development, coupled with a well-planned orientation and low-density complex, offering scenic views of Wetland Park¹. Phase 3 Wetland

Seasons Park of the Development will have 318 residential units, comprising four blocks of 10-storey, low-density residential towers. Typical units will be available in nine practical layouts, ranging from one to three bedrooms with an en-suite, a storeroom and a utility room. Special units will also be available to suit the needs of different families.

The one and only sky clubhouse in Tin Shui Wai

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, an outdoor swimming pool, a Jacuzzi, a 24-hour gym, outdoor yoga platforms, banquet rooms and an outdoor BBQ area.

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¹，亦可遠眺深圳灣及南山¹；同時亦享有高私隱居住環境及完善社區配套²，再與規劃中的洪水橋新發展區³互惠互補。



The above image was taken from some height above the Phase of the Development on 20 June 2019 and has been processed with computerized imaging techniques. The general appearance of the Phase of the Development has been merged and added by computer rendering techniques and processed with computerized imaging techniques, in order to illustrate the general appearance of the environment, structures and facilities surrounding the Phase of the Development. The image does not illustrate the final appearance or view of or from the Phase of the Development or any part thereof and is for reference only. The Phase of the Development was still under construction when the image was taken. The approved building plans of the phases of the Development might be revised from time to time and the details of the Phase upon completion may be different from the information contained in this image and are subject to the plans finally approved by the relevant Government departments. There will be other completed and/or uncompleted buildings and facilities surrounding the Phase of the Development and the district and surrounding environment, building and facilities might change from time to time. The Vendor does not give any offer, undertaking, representation or warranty whatsoever, whether express or implied as to the environment, structures and facilities in the district or surrounding the Phase of the Development. The fittings, finishes, appliances, decorations, plant, landscaping and other objects in the image may not appear in or the view may not be seen in or from the Phase of the Development or its surrounding area. They are for reference purpose only and do not constitute any offer, undertaking, representation or warranty whatsoever, whether express or implied, on the part of the Vendor regarding the Phase or the Development, their surrounding environment, structures and facilities. The Vendor also advises prospective purchasers to conduct on-site visit(s) for a better understanding of the development site, its surrounding environment and the public facilities nearby.

相片於2019年6月20日於發展項目期數附近上空拍攝，並經電腦修飾處理，發展項目期數之大概外觀以電腦模擬效果合成加入並經電腦修飾處理，以展示發展項目期數大約之周圍環境、建築物及設施，並非作展示發展項目期數或其任何部分最後完成之外觀或其景觀，一切僅供參考。拍攝時，發展項目期數仍在興建中。發展項目期數的批准建築圖則會不時修改，落成後之詳情亦可能與本相片所述者不同，一切以政府相關部門最後批准之圖則為準。發展項目期數四周將會其他建成及/或未建成之建築物及設施，且區內及周邊環境、建築物及設施會不時改變，賣方對發展項目期數區內及周邊環境、建築物及設施並不作出不論明示或隱含之要約、陳述、承諾或保證。相片內的裝置、裝修物料、設備、裝飾物、植物、園景及其他物件等及其展示之景觀不一定會在本發展項目期數或其附近環境出現，一切僅供參考，且不構成任何賣方就發展項目或期數、其周邊環境、建築物及設施不論明示或隱含之要約、承諾、陳述或保證。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。

延續第1期及第2期Wetland Seasons Park的銷售佳績，第3期Wetland Seasons Park亦深受市場歡迎。截至2020年10月9日，第1期、第2期及第3期Wetland Seasons Park合共已售出已發布銷售安排的住宅單位逾96%。

盡享濕地公園景致¹

第3期Wetland Seasons Park延續發展項目的階梯式布局優勢，低密度的建築群座向皆經過悉心設計，盡享濕地公園景致¹。發展項目第3期Wetland Seasons Park由四座10層高的低密度住宅大樓組成，合共提供318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。

天水圍唯一空中會所

發展項目的私人住客會所⁴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⁴，可俯瞰濕地公園景致及季候鳥的動態景觀¹。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。

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.

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時的設施名稱相同。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。

Name of the Phase of the Development: Phase 3 ("the Phase") of Wetland Lot No.34 Development ("the Development") (Tower 1, Tower 7, Tower 8 and Tower 9 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.wetlandseasonspark3.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: 30th November 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: 22 October 2020

發展項目期數名稱：Wetland Lot No.34 Development發展項目（「發展項目」）的第3期（「期數」）（期數中住宅發展項目的第1座、第7座、第8座及第9座稱為「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#

賣方就期數指定的互聯網網站的網址：

www.wetlandseasonspark3.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、薛馮鄭孝律師行、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11月30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10月22日



Regency Bay features a contemporary bay lifestyle in a rare south-facing waterfront site in Tuen Mun¹

屯門御海灣尊享罕貴臨海向南地段¹ 構建海灣時尚生活

Regency Bay, the Group's landmark residences in Tuen Mun South, is now under development. Located in a rare south-facing¹ waterfront site, the Development features a panoramic bay and city view¹. The comprehensive transportation network and 20,000-square-foot-plus retail shops beneath the residences further strengthen its development potential. Phase 1 of the Regency Bay Development has seen an enthusiastic market response since its launch in July.

Regency Bay's exquisite design and facilities will set a new standard for elegant, chic living in the neighbourhood. The Phase will have 263 residential units, with typical units ranging from studios to three bedrooms in practical layouts. Special units will also be available to provide a variety of choices to buyers.

Waterfront residential clubhouse with all-round facilities

The residential clubhouse² and communal gardens will span over 33,000 square feet. To maximize the Development's waterfront location, there will be vast floor-to-ceiling windows in the residential clubhouse to bring outdoor nature in. The extensive clubhouse facilities include a 24-hour gym and yoga room, independent spa rooms, a director's house, an outdoor swimming pool, a poolside BBQ area, a children's playground, and more. The clubhouse will also have modern equipment, including a variety of musical instruments and a wide range of video gear, to allow residents to show their musical talent and even develop their KOL potential.

The clubhouse will provide a variety of co-living facilities and services, including a WiFi network, electronic gadget USB chargers, a printer service, locker service, 24-hour online shopping self-pickup service, laundry and dry-cleaning services with drop-off and collection in the lockers, and much more.

A planned area with developments worth a hundred billion of dollars³ for a promising future and investment potential

Strategically located in the Greater Bay Area, Regency Bay is set to benefit from its multifaceted and convenient location. Moreover, Tuen Mun has a range of large-scale infrastructure linking the area to key economic and trade hubs in the Guangdong-Hong Kong-Macao Greater Bay Area, offering fast and easy connections within the Hong Kong, Shenzhen, Zhuhai and Macau area. From Regency Bay, it is just an approximately 5.5-minute walk⁴ to the bus stop for buses heading to and from the Boundary Control Point for direct access to Shenzhen Bay Port.

Via the Hong Kong-Zhuhai-Macao Bridge, it takes about 40 minutes to reach the Macau or Zhuhai port⁵. It will take only about 10 minutes to drive from Tuen Mun South to Hong Kong International Airport⁶ via the soon-to-be-opened Tuen Mun-Chek Lap Kok Link⁶.

Comprehensive transport network links to the pulse of the city

Regency Bay enjoys easy access with its comprehensive transportation network. Various public transportation facilities are available nearby⁹. The Development is within walking distance of Light Rail Tuen Mun Swimming Pool Stop, which offers a speedy connection to the MTR network, providing fast connections to the core business districts on Hong Kong Island and in Kowloon. The Development is also only a few minutes away from bus stops and mini-bus stations, from where residents can travel to various leisure and business hotspots⁹.

A new West Rail Station⁷ has been proposed at the nearby Tuen Mun swimming pool lot,



which will be within walking distance. Under the proposal, there would be a residential development atop the proposed station, offering more development potential to the district. Plans are underway for the construction of a large-scale world-class sports ground⁸ next to the Development, making the neighbourhood more metropolitan, and enhancing the economic value and the investment potential.

集團現正在屯門南發展地標式住宅發展項目御海灣。發展項目位處罕貴臨海向南地段¹，俯瞰遼闊海灣及都會景致¹，享有便捷完善的交通優勢，加上基座逾20,000平方呎商舖，盡顯發展潛力。御海灣發展項目第1期自今年七月開售以來，市場反應熱烈。

御海灣建築設計及配套規劃別出心裁，勢將成為區內優雅時尚生活的新指標。期數共提供263個住宅單位，標準單位間隔實用，設有開放式至三房單位，另設特色單位，為買家提供多元選擇。

臨海住客會所 設施多元化

住客會所²連園林面積逾33,000平方呎，為配合發展項目的臨海優勢，住客會所大量採用落地玻璃窗設計，將室外景致引入會所。會所設施多元化，包括24小時開放的健身館及瑜珈室、獨立水療室、董事屋、室外游泳池、池畔燒烤區及兒童遊樂園等。會所並引入嶄新設備，提供多樣樂器及多元化攝影器材，讓住戶可以一展音樂才藝，甚至變身為KOL。

會所提供多項共享生活設施及服務，包括WiFi無線網絡、電子產品USB插頭、打印服務、儲物櫃服務、24小時網購自提服務以及由專人送回儲物櫃的磅洗或乾洗服務等。

千億發展規劃地段³前景優厚 升值潛力無限

御海灣位處於大灣區策略位置，坐擁多元便捷的地利優勢，加上屯門有多項大型基建貫通粵港澳大灣區經貿重地，瞬捷貫通港、深、珠、澳四地。由御海灣步行約5.5分鐘⁴，便可乘坐來往邊境管制站的巴士路線直抵深圳灣口岸；而沿港珠澳大橋，約40分鐘可抵澳門及珠海口岸⁵。憑即將開通的屯門至赤鱗角連接路⁶，由屯門南出發，車程僅約10分鐘即達香港國際機場⁶。

多元化交通優勢 緊繫都會脈搏

御海灣坐擁四通八達的交通網絡，多項公共交通工具近在咫尺⁹。由發展項目出發，信步即達屯門泳池輕鐵站，迅速接通港鐵網絡，瞬達港九核心商業區。此外，只需短短數分鐘，住客即可乘搭多條巴士線及專線小巴線往返各消閒商業熱點⁹。

毗鄰屯門游泳池地段擬增設全新西鐵站⁷，步行瞬間即達。車站上蓋亦將提供住宅發展機會，釋放地區發展潛力。於發展項目旁更規劃興建具世界級水平的大型運動場⁸，為區內增添大都會元素，提升經濟及升值潛力。

Notes

1. The views described are not applicable to all units. The Phase of the Development and its surrounding environment, buildings and facilities may change from time to time. The views to be enjoyed by the unit upon completion are subject to its orientation, the floor on which the unit is located, surrounding environment, buildings and facilities. The Vendor does not make any offer, undertaking, representation or warranty whatsoever, whether express or implied.

2. The residents' clubhouse of the Development and/or recreational facilities may not be immediately available for use at the time of handover of the residential properties of the Phase of the Development. All owners of residential properties in the Development, residents and their guests will have access to the clubhouse and recreational facilities, but subject to the terms in the deed of mutual covenant, terms and requirements of relevant Government licenses and regulations. 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 any facilities, design, fees or usage not yet set out. The services referred to in this advertisement/promotional material will be provided by the manager of the Phase of the Development or other contract-engaged third party companies, and are subject to terms and conditions. The manager or other contract-engaged third party companies may amend, revise, insert or delete the terms and conditions for the provision of the related service from time to time including but not limited to the fees, operation hours and service period without further notice. The provision of such services is subject to the terms in the deed of mutual covenant, service contract or other relevant legal documents. These services may not be immediately available for use at the time of handover of the residential properties in the Phase of the Development. In case of any dispute, the decision of the management company or other contract-engaged third party companies shall be final.

3. Infrastructures worth a hundred billion of dollars include the construction costs of Tuen Mun – Chek Lap Kok Link (approx. \$1.91 billion and \$44.8 billion), Planning for Lung Kwu Tan Reclamation and the Re-planning of Tuen Mun West Area (approx. \$179 million), Tuen Mun South Extension (approx. \$11.4 billion), Hong Kong – Zhuhai – Macao Bridge Main Bridge (approx. RMB15.73 billion), Hong Kong – Zhuhai – Macao Bridge Hong Kong Link Road (approx. \$25.047 billion), Hong Kong – Zhuhai – Macao Bridge Hong Kong Port (approx. \$35.895 billion) and Hong Kong section of the Hong Kong-Shenzhen Western Corridor (approx. \$3.2 billion). Source: Tuen Mun – Chek Lap Kok Link website: https://www.hyd.gov.hk/tc/road_and_railway/hzmb_projects/tmckl/index.html (Date of reference: 12 June 2020), Source: Legislative Council Paper – Planning and Engineering Study for Lung Kwu Tan Reclamation and the Re-planning of Tuen Mun West Area: <https://www.legco.gov.hk/yr19-20/chinese/panels/dev/papers/dev20200120cb1-328-3-c.pdf> (Date of reference: 12 June 2020), Source: news.gov.hk Tuen Mun South Extension: https://www.news.gov.hk/ch/2020/06/20200605/20200605_102551_712.html?type=ticker (Date of reference: 12 June 2020), Source: Shenzhen Bay Bridge website: https://www.hyd.gov.hk/tc/publications_and_publicity/publications/hyd_factsheets/doc/C_Shenzhen_Bay_Bridge.pdf (Date of reference: 12 June 2020) and Source: Hong Kong – Zhuhai – Macao Bridge website: https://hzmb.hk/tchi/about_overview_01.html (Date of reference: 12 June 2020).

4. The walking times above are measured by the staff departing from the entrance of Tower 2 of Regency Bay Development during the on-site trial on 3 January 2020. They are subject to the actual road conditions.

5. Source: Hong Kong – Zhuhai – Macao Bridge website: https://hzmb.hk/tchi/about_overview_01.html (Date of reference: 12 June 2020).

6. It is estimated that it will take only about 10 minutes to drive from Tuen Mun South to Hong Kong International Airport via the Tuen Mun – Chek Lap Kok Link, which is expected to be opened at the end of the year. Source: Highways Department—Tuen Mun – Chek Lap Kok Link website: www.hyd.gov.hk/tc/road_and_railway/hzmb_projects/tmckl/index.html (Date of reference: 13 February 2020). Expected to commission in 2020 at the earliest. The proposed or to-be-opened or to-be-commissioned tunnels, railway, roads, buildings, facilities and regional development, etc. referred to in this advertisement/promotional material are for reference only, the details of which (including but not limited to their implementation, location, design, route, and completion and opening date, etc.) are subject to the final decision of the Government. They may not be completed or commissioned upon completion and handover of the Phase of the Development, and may be different from the description in this advertisement/promotional material upon completion or commissioning.

7. The proposed Tuen Mun South Extension will extend the current West Rail Line from Tuen Mun Station southwards and provide two additional stations. One of which is proposed to be stationed at Area 16 to further strengthen the neighbourhood's swift access to and from the city's commercial cores. Source: Legislative Council Paper – Tuen Mun South Extension: https://www.legco.gov.hk/yr19-20/chinese/panels/tp/tp_rdp/papers/tp_rdp20200605cb4-646-1-c.pdf (Date of reference: 1 June 2020)

8. The proposed construction of a large-scale world-class sports ground, which on completion, will have an eight-lane athletic track sports ground and track and field facilities suitable for hosting the Asian Athletics Championships. The 11-a-side football pitch will adhere to the requirements set by the Asian Football Confederation, making it suitable for hosting top tournaments such as the AFC Champions League and the AFC Cup. Source: Legislative Council Paper for





Discussion – Area 16, Tuen Mun: <https://www.legco.gov.hk/yr16-17/chinese/panels/ha/papers/ha20170426cb2-1236-5-c.pdf> (Date of reference: 13 February 2020)

9. Source: Transport Department - Hong Kong eTransport website: <http://hketransport.gov.hk/?routeType=2003&f=2&l=0> (Date of reference: 13 February 2020), KMB website: <http://www.kmb.hk/tc/> (Date of reference: 13 February 2020), Citybus website: <http://www.nwstbus.com.hk/home/default.aspx?intlLangID=2> (Date of reference: 13 February 2020)

10. The above image was taken from some height above the Phase of the Development on 4 July 2020 and has been processed with computerized imaging techniques. The general appearance of the Phase of the Development has been merged and added by computer rendering techniques and processed with computerized imaging techniques, in order to illustrate the general appearance of the environment, structures and facilities surrounding the Phase of the Development. The image does not illustrate the final appearance or view of or from the Phase of the Development or any part thereof and is for reference only. The Phase of the Development was still under construction when the image was taken. The Vendor also advises prospective purchasers to conduct on-site visit(s) for a better understanding of the development site, its surrounding environment and the public facilities nearby. The Vendor does not make any offer, undertaking, representation or warranty whatsoever, whether express or implied, as to the environment, structures and facilities surrounding the Phase of the Development.

備註

1. 所述景觀並非適用於所有單位。發展項目期數及其周邊環境、建築物及設施可能不時改變，落成後的單位所享有之景觀受其座向、樓層、周邊環境、建築物及設施所影響，賣方並不作出不論明示或隱含之要約、承諾、陳述或保證。

2. 發展項目的住客會所及/或康樂設施於發展項目期數住宅物業入伙時未必即時啟用。所有發展項目內的住宅物業的業主、租客及其賓客均可使用會所及康樂設施，惟須遵守公契、相關政府牌照、規例的條款及規定。部份設施及/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/宣傳資料內出現的宣傳名稱，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、收費及用途權利。本廣告/宣傳資料內載列的服務將由發展項目期數的管理人或其他合約聘用的第三者公司所提供，詳情受制於條款及細則，管理人或合約聘用的第三者公司可自行就有關服務之服務條款及細則作出修訂、更改或增減，包括但不限於收費、營運時間及服務期限，而不作另行通知，惟服務須受公契、服務合約或其他相關法律文件所訂立的條款規限。服務於發展項目期數住宅物業入伙時未必能即時啓用，如有任何爭議，管理公司或合約聘用的第三者公司保留最終決定權。

3. 千億基建包括耗資約19.1億及448億元的屯門至赤鱗角連接路、約1.79億元的龍鼓灘填海和屯門西地區的重新規劃規劃，約114億元的屯門南延線、約157.3億元（人民幣）的港珠澳大橋主橋、約250.47億元的港珠澳大橋香港接線、約358.95億元的港珠澳大橋香港口岸及約32億元的深港西部通道香港段工程造價。資料來源：屯門至赤鱗角連接路網站：https://www.hyd.gov.hk/tc/road_and_railway/hzmb_projects/tmckl/index.html（參考日期：2020年6月12日）、資料來源：立法會文件 - 龍鼓灘填海和重新規劃屯門西地區的規劃及工程研究：<https://www.legco.gov.hk/yr19-20/chinese/panels/dev/papers/dev20200120cb1-328-3-c.pdf>（參考日期：2020年6月12日）、資料來源：政府新聞網屯門南延線：https://www.news.gov.hk/2020/06/20200605/20200605_102551_712.html?type=ticker（參考日期：2020年6月12日）、資料來源：深圳灣公路大橋網站：https://www.hyd.gov.hk/tc/publications_and_publicity/publications/hyd_factsheets/doc/C_Shenzhen_Bay_Bridge.pdf（參考日期：2020年6月12日）及資料來源：港珠澳大橋網站：https://hzmb.hk/tchi/about_overview_01.html（參考日期：2020年6月12日）。

4. 以上步行時間由工作人員於2020年1月3日，由御海灣發展項目第2座出入口出發，實地步行測試得出，所需時間受實際路面狀況限制。

5. 資料來源：港珠澳大橋網站：https://hzmb.hk/tchi/about_overview_01.html（參考日期：2020年6月12日）。

6. 預計由屯門南出發，經預計年底通車的屯門至赤鱗角連接路只需行車約10分鐘即達香港國際機場。資料來源：路政署一屯門至赤鱗角連接路網站：www.hyd.gov.hk/tc/road_and_railway/hzmb_projects/tmckl/index.html（參考日期：2020年2月13日）。預計最快於2020年啟用。本廣告/宣傳資料內載列的擬建中或尚未開通或尚未啟用的隧道、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或啟用，落成或啟用後之詳情亦可能與本廣告所述者不同。

7. 擬建中的屯門南延線將現有的西鐵線從屯門站向南延伸，並增設兩個車站，其中一車站擬設在16區，進一步強化區內居民瞬間往返城中商業核心。資料來源：立法會文件 - 屯門南延線：https://www.legco.gov.hk/yr19-20/chinese/panels/tp/tp_rdp/papers/tp_rdp20200605cb4-646-1-c.pdf（參考日期：2020年6月1日）。

8. 規劃中興建符合國際比賽標準的大型運動場，落成後的八龍跑運動場及田徑設施可用作舉辦亞洲田徑錦標賽，另符合亞洲足協的11人足球場可供舉辦亞洲聯賽冠軍盃和亞洲足協盃等最高級別賽事。資料來源：立法會討論文件 - 屯門第16區：<https://www.legco.gov.hk/yr16-17/chinese/panels/ha/papers/ha20170426cb2-1236-5-c.pdf>（參考日期：2020年02月13日）。

9. 資料來源：運輸署 - 香港客運易網站：<http://hketransport.gov.hk/?routeType=2003&f=2&l=0>（參考日期：2020年02月13日）、九巴網站：<http://www.kmb.hk/tc/>（參考日期：2020年02月13日）、城巴網站：<http://www.nwstbus.com.hk/home/default.aspx?intlLangID=2>（參考日期：2020年02月13日）。

10. 以上相片於2020年7月4日於發展項目期數附近上空拍攝，並經電腦修飾處理，發展項目期數之大概外觀以電腦模擬效果合成加入並經電腦修飾處理，以展示發展項目期數大約之周邊環境、建築物及設施，並非作展示發展項目期數或其任何部分最終完成之外觀或其景觀，僅供參考。拍攝時，發展項目期數仍在興建中。賣方亦建議準買家到有關發展地盤實地考察，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。

Name of the Phase of the Development: Phase 1 ("the Phase") of Regency Bay Development ("the Development") (Tower 2 of the Phase is called "Regency Bay")

District: TuenMun

Name of Street and Street Number of the Phase: 23 Hoi Wong Road#

Website address designated by the Vendor for the Phase:

www.regencybay.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: Kong Smart Investment Limited

Holding Companies of the Vendor: Lomita Holdings Limited, Time Effort Limited, Sun Hung Kai Properties Limited

Authorized Person for the Phase: Wong Ka Man Carmen

The firm or corporation of which the Authorized Person for the Phase is a proprietor, director or employee in his or her professional capacity: Sun Hung Kai Architects and Engineers Limited

Building Contractor for the Phase: Chun Fai Construction Company Limited

The firm of Solicitors acting for the owner in relation to the sale of residential properties in the Phase: 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 (to be provided before commencement of sale).

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: 30 June 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: 22 October 2020

發展項目期數名稱：御海灣發展項目（「發展項目」）的第1期（「期數」）（期數中的第2座稱為「御海灣」）

區域：屯門

期數的街道名稱及門牌號數：海皇路23號*

賣方就期數指定的互聯網網站的網址：

www.regencybay.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：廣峻投資有限公司

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

期數的認可人士：黃嘉雯

期數的認可人士以其專業身分擔任經營人、董事或僱員的商號或法團：新鴻基建築設計有限公司

期數的承建商：駿輝建築有限公司

就期數的住宅物業的出售而代表擁有入行事的律師事務所：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：香港上海滙豐銀行有限公司（於開售前提供）。

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6月30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10月22日

SmartWorks rides on the powerful 5G network to boost construction safety

「智安建」系統發揮5G網絡優勢 提升地盤安全

The Group is committed to building premium developments and offering superb customer service. In recent years, it has applied innovative technology to different businesses to enhance quality and efficiency. Group subsidiaries Yee Fai Construction and SmarTone jointly developed the SmartWorks system, which uses the 5G network to optimize construction workflow and to enhance the occupational safety and health of construction workers.



Supported by the 5G network, the construction site can use Building Information Modelling (BIM) to present a real-time, highly detailed construction model for engineers to review the design and layout, materials, craftsmanship, etc. 透過5G網絡，地盤採用建築信息模擬(BIM)模型時，可即時呈現高像真度的建築模型，方便工程人員審查設計布局、材質及施工工藝等

Showcasing the beauty of the 5G network

SmartWorks is an end-to-end solution, which leverages the ultra-fast download speed and low latency of the 5G network for better construction safety and operational efficiency. Backed by the cloud and Internet of Things technology, the system adopts image analysis, artificial intelligence and machine learning for complete smart site management to enhance worker safety and operational efficiency.

SmartWorks is now in operation, with its first application at the Group's construction site in How Ming Street, Kwun Tong. Apart from operational efficiency enhancement, SmartWorks is embedded with construction safety features to help prevent accidents and ensure better occupational safety, with programmes such as Smart Helmet, SmartHealth Station, large machine Danger Radar, access control and Environment Station. Site supervisors can also enhance operational efficiency with a one-stop integrated dashboard.

SmartWorks has been widely acclaimed in the industry. In the CIC Construction Innovation Award 2019, SmartWorks received First Prize in the Construction Safety category. The solution is also pre-approved under the Construction Innovation and Technology Fund.

集團致力建設優質發展項目，為客戶提供卓越服務，近年更積極將創新科技應用在不同業務範疇上，以提升質素及效率。集團旗下怡輝建築與SmarTone合作研發「智安建」，系統採用5G網絡，優化建築流程，並可加強保障建築地盤工人的健康及安全。

充份體現5G網絡優勢

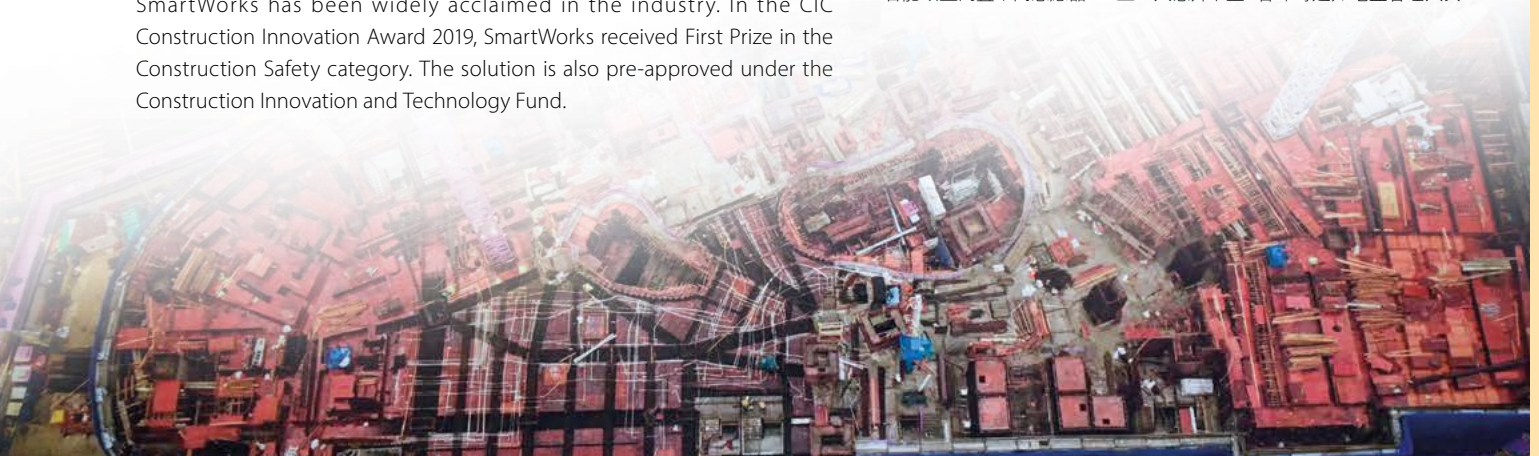
「智安建」系統為端對端方案，運用5G網絡的超高速及低時延的特點，來提升建築安全及營運效率。系統以雲端和物聯網技術為基礎，配合影像分析、人工智能及機器學習，推行地盤全面化智能管理，提升工人安全及營運效率。

「智安建」系統目前已投入應用，集團的觀塘巧明街發展項目為首個引入「智安建」系統的建築地盤。除了提升施工效率外，「智安建」系統同時加入許多保障地盤安全的功能，包括智能頭盔、健康監察站、大型機械的安全預警系統、進出管制及環境監察站等，以預防意外發生，提升工業安全。地盤管理人員更可透過一站式綜合平台提升管理效率。

「智安建」系統備受業界肯定，在「2019建造業議會創新獎」中，榮獲建造安全組第一名，亦是建造業創新及科技基金的預先批核方案。



The Smart Helmet has various sensors. If a construction worker falls down, it will send out a real-time alert to site supervisors 智能頭盔內置不同感應器，一旦工人意外下墜，會即時通知地盤管理人員





Nanjing IFC progressing well and set to redefine the city's skyline

南京國金中心進展順利 為市內引入新景象

Nanjing IFC is the Group's third IFC project after those in Hong Kong and Shanghai. Located in the Hexi Central Business District, the 3.4 million-square-foot integrated complex comprises two grade-A office towers, a luxury shopping mall and a five-star luxury boutique hotel. It is also one of the few integrated developments atop a metro station in the city. The project is expected to be in full completion in 2022, establishing a new landmark in Nanjing.

Nanjing Two IFC to start handover this year

The Nanjing IFC includes two office towers with a combined gross floor area of approximately two million square feet of grade-A office space. The prominent lobby entrance is composed mainly of large glass facades, coupled with a stylish indoor design with a distinctive high ceiling – the only 30-metre high glass box lobby in Nanjing.

Completed in mid-2019, the Nanjing One IFC comprises 26 floors of grade-A offices. The occupancy is satisfactory. Major tenants include renowned domestic and global financial institutions of banking, securities and insurance industries, and top professional service firms, offering legal, audit and other services, as well as newcomers to Nanjing, such as a US co-working space operator and leading multinationals in industries ranging from logistics and manufacturing to oil and gas.

The 290-metre tall Nanjing Two IFC will provide 46 floors of grade-A offices. Each floor will span

about 27,000 square feet, which is ideal for companies seeking large floor plates. Since the tower is now under final inspection, handover to tenants is expected to start in the fourth quarter of this year. A mock-up floor is now available for viewing. Pre-leasing is proceeding well, with discussions underway with a number of leading multinational professional service firms and a mainland hi-tech giant.

Shopping mall introduces top-notch international brands

The luxury Nanjing IFC mall will house top-notch international brands, creating a new one-stop shopping, entertainment and leisure experience in the city. The podium mall at the base of the three towers will boast a gross floor area of over one million square feet across nine levels. The project's landscaped areas and the mall's alfresco dining zones will provide new experiences in the thriving business district. Pre-opening enhancement work is progressing, with target opening in 2022. Pre-leasing has been enthusiastic, and pre-marketing has received a favourable response.

Nanjing IFC enjoys seamless connection to the Metro Yuanfeng Station at its B1 floor, making it a rare integrated development in the city atop a metro station

南京國金中心地庫一層與地鐵元通站無縫接通，屬市內少數的地鐵站上蓋綜合發展項目





The modern 30-metre-high glass box lobby is the only structure of its kind in Nanjing
南京市唯一一個30米高玻璃大堂，設計時尚獨特



A mock-up floor in Nanjing Two IFC is now available for viewing by appointment
南京國金中心二期示範單位設於大樓內，現正開放預約參觀

Five-star luxury boutique hotel in the pipeline

Nanjing IFC will house Andaz Nanjing, a five-star luxury boutique hotel, which will offer over 360 luxury guest rooms and suites along with comprehensive facilities, including a swimming pool, a gym, specialty restaurants and meeting venues. Business elites looking for the finest quality and a luxury lifestyle will appreciate the hotel's stylish accommodation and distinctive personality. The hotel is expected to open in financial year 2021/22.

南京國金中心為集團在香港和上海後，第三個興建的國金中心。

項目位於河西中央商務區，總樓面面積達340萬平方呎，匯聚兩幢甲級寫字樓、高端時尚購物商場及五星級精品時尚酒店，為市內少數的地鐵站上蓋綜合發展項目。整個項目預期可於2022年全面落成，勢將成為南京市全新地標。

南京國金中心二期於今年內交樓

南京國金中心寫字樓共分兩座，提供總樓面面積合共約200萬平方呎的甲級寫字樓樓面。大堂入口設計獨特，外牆大幅選用玻璃幕牆，配以獨特室內裝飾造型，樓底特高，為南京市內唯一一個30米高玻璃大堂。

南京國金中心一期於2019年中落成，設有26層甲級寫字樓，出租率滿意。主要租戶包括銀行、證券公司及保險公司等國內外知名金融機構，以及律師事務所、會計師事務所等頂尖專業服務機構，另有首度進駐南京市場的美國共享工作間營運商以及來自物流、製

造、石油和天然氣等行業的大型跨國企業。

南京國金中心二期樓高達290米，設有46層甲級寫字樓，每層樓面面積約27,000平方呎，特別適合需要使用大面積樓層的企業。工程已經進入最後驗收階段，預計將於今年第四季落成交樓。示範單位現正開放參觀，預租工作進展良好，目前正與多間知名跨國專業服務機構及內地科技巨頭洽談。

商場引進國際頂級品牌

南京國金中心商場將以高端時尚作定位，雲集國際頂級品牌，為市內提供一站式嶄新的購物、娛樂及消閒體驗。商場貫穿三座大樓的基座部分，總樓面面積逾100萬平方呎，共分九層。項目設有多個綠化空間，商場將設有戶外餐飲區，為繁盛的商業區帶來新體驗。商場現正進行開幕前優化階段，預計於2022年開業。預租反應熱烈，前期市場推廣工作獲得了不俗的反應。

五星級精品時尚酒店即將誕生

南京國金中心設有五星級精品時尚酒店南京安達仕，提供逾360間豪華客房及套房，配套設施齊備，設有游泳池、健身房、特色餐廳及會議活動場地等，為重視質素、追求時尚生活態度的商業精英，提供個性化的時尚住宿體驗。酒店預計於2021/22財政年度正式開業。



Group Chairman & Managing Director Raymond Kwok (centre) and top management respond to questions from analysts

集團主席兼董事總經理郭炳聯(中)連同管理團隊解答分析員提問

The Group announces 2019/20 annual results

集團公布2019/20年度全年業績

The Group's underlying profit attributable to the company's shareholders for the year ended 30 June 2020, excluding the effect of fair-value changes on investment properties, amounted to HK\$29,368 million. Underlying earnings per share were HK\$10.13. The directors have recommended the payment of a final dividend of HK\$3.70 per share. Together with the interim dividend of HK\$1.25 per share, the dividend for the full year will be HK\$4.95 per share, the same as last year.

Revenue from property sales for the year under review as recorded in the financial statements, including revenue from joint-venture projects, amounted to HK\$41,264 million. Profit generated from property sales was HK\$18,377 million. The Group achieved contracted sales of about HK\$44,100 million for the year in attributable terms amid the outbreak of COVID-19. Gross rental income, including contributions from joint-venture projects, dropped 3% year-on-year to HK\$24,214 million, and net rental income decreased 6% year-on-year to HK\$18,565 million. The performance was negatively affected by local social incidents and the subsequent outbreak of COVID-19 during the year, especially for shopping malls.

Prospects

With undaunted confidence in the city's long-term prospects, the Group will continue to focus on land acquisitions and property developments in Hong Kong as well as major cities on the mainland. New projects will continue to be launched for sale. However, the performance of the property investment portfolio, in particular the shopping malls, will inevitably be affected by the sluggish economy

and the lingering pandemic. The Group has been making additional efforts to raise the level of hygiene standards at its premises. It will also capitalize on its extensive operations network and join hands with its tenants to promote traffic and sales in its malls through creative marketing campaigns. In addition, the Group will continue to expand its diversified property investment portfolio. Large-scale integrated developments under way include an integrated landmark project atop the High Speed Rail West Kowloon Terminus in Hong Kong, ITC in Shanghai and Jianghehui project in Hangzhou. Completions over the next two to three years include an office-cum-retail project in Kwun Tong, an extension of YOHO Mall in Yuen Long, offices at Nanjing Two IFC along with Andaz Nanjing, and the first office tower at the remaining phase of ITC in Shanghai.

The local economy will continue to face internal and external challenges. Despite this, on the back of Hong Kong's unique strength of 'One Country, Two Systems' and favourable international competitiveness, coupled with growth impetus from the Greater Bay Area development amid promising future prospects of the mainland, the Group firmly believes that Hong Kong will prosper as in the past over the long term.

集團公布截至2020年6月30日止年度，在撇除投資物業公平值變動的影響後，可撥歸公司股東基礎溢利為293.68億港元；每股基礎溢利為10.13港元。董事局議決派發末期股息每股3.7港元，連同中期股息每股1.25港元，全年每股派息4.95港元，與上年度全年派息相同。

回顧年內，連同合作項目的收入，財務報表錄得的物業銷售收入為412.64億港元。來自物業銷售的溢利為183.77億港元。在2019冠狀病毒疫情爆發下，按所佔權益計算，集團在年內錄得合約銷售額約441億港元。連同合作項目租金收入計算，集團年內的總租金收入按年下跌3%至242.14億港元，淨租金收入按年下跌6%至185.65億港元。年內，由於本地社會事件及其後2019冠狀病毒疫情爆發，集團的租金收入，特別是商場的表現受到影響。

展望

集團對香港的長遠前景充滿信心，將繼續專注在香港和內地主要城市購入土地及發展物業。集團將繼續推售新項目。惟物業投資組合的表現，尤其是商場，無疑將受經濟疲弱及疫情持續所影響。集團一直加強措施，提高旗下物業的衛生標準，同時善用廣泛的業務網絡，與租戶攜手，以創意的市場推廣帶動人流和銷售額。此外，集團將繼續擴大其多元化的物業投資組合，興建中的大型綜合項目包括香港高鐵西九龍總站上蓋的綜合地標項目、上海ITC及杭州江河匯項目。在未來兩至三年落成的項目包括觀塘的寫字樓兼零售項目、元朗形點的擴充部分、南京國金中心二期寫字樓和南京安達仕酒店以及上海市ITC餘下一期的第一幢寫字樓。

雖然香港經濟面對著內外的挑戰，但憑著「一國兩制」的獨特優勢及良好的國際競爭力，加上內地的未來前景穩健，以及大灣區發展帶來的增長動力，長遠而言，集團堅信香港將如過往一樣蓬勃發展。

SUNeVision announces 2019/20 annual results

新意網公布2019/20年度全年業績

SUNeVision Holdings Ltd. announced its final results for the year ended 30 June 2020. During the year under review, revenue from continuing operations increased 10% year on year to HK\$1,714 million, driven mainly by growth in business with existing customers and signing up new customers for the core data centre business. EBITDA from continuing operations rose 18% year on year to HK\$1,186 million. Underlying profit for the year attributable to owners of the company increased 6% year on year to HK\$709 million.

As the COVID-19 pandemic took hold, most economic activities worldwide have moved from in-person to virtual online communications, which resulted in a significant surge in data traffic and demand for a higher network performance requirement worldwide. It is expected that these changes in commercial and consumer behaviour will be reflected positively in SUNeVision's operating performance in the coming few years.

SUNeVision is well positioned to capture the

opportunities from the growth in technology trends, given the timely supply of the two new data centres and revitalisation of the existing data centres. The new sites TWTL 428 in Tsuen Wan and TKOTL 131 in Tseung Kwan O are targeted to complete construction by phases starting in 2022. Upon full completion of the two new projects, total GFA of SUNeVision's data centres in Hong Kong will double to approximately 2.8 million square feet. TKOTL 131 will support an ultra-high power of at least 120MW IT load upon completion, which will be more than triple of SUNeVision's total data centre IT load. It will ensure that customers have room for fast expansion as they grow. As for the existing data centres, the power capacity in MEGA-i will increase by as much as 40%, while MEGA Two is undergoing revitalisation work on multiple floors.

新意網集團有限公司公布截至2020年6月30日止全年業績。年內來自持續經營業務的收入按年上升10%至17.14億港元，主要由核心數據中心業務現有客戶的業務增長及新簽客戶所帶動。持續經

營業務的EBITDA按年上升18%至11.86億港元。年內公司股東應佔基礎溢利按年上升6%至7.09億港元。

由於2019冠狀病毒疫情關係，全球大部分的經濟活動皆由面對面形式進行轉為虛擬網上通訊，帶動數據流量激增，對網絡表現的要求也更高。預期商業及消費者行為的轉變將會正面地反映於新意網未來數年的營運表現上。

憑藉兩個將適時落成的全新數據中心和現有數據中心的優化工程，新意網已作好準備把握科技增長趨勢帶來的機遇。荃灣TWTL 428項目及將軍澳TKOTL 131新項目預計於2022年起分階段落成。該兩個新項目落成後，新意網於香港的數據中心總樓面面積將增加一倍至約280萬平方呎。TKOTL 131項目落成後將支持至少120兆瓦的超高IT負載量，新意網所有數據中心的總IT負載量將會是現時的三倍以上，確保備有足夠擴展空間給予客戶高速發展。現有數據中心方面，MEGA-i將增加電力容量多達40%，而MEGA Two多個樓層現正進行優化工程。

SmarTone announces 2019/20 annual results

數碼通公布2019/20年度全年業績

SmarTone Telecommunications Holdings Limited reported results for the year ended 30 June 2020. During the year under review, underlying profit attributable to equity holders decreased 24% from HK\$581 million to HK\$440 million, primarily due to the decline in roaming revenues as a result of travel restrictions from COVID-19. Taking into account a one-off fixed asset impairment for the Macau segment, reported profit was 40% lower at HK\$379 million. Leaving the impact of roaming aside, the core business was resilient during the last financial year. The number of subscribers grew 6% year-on-year to 2.7 million. Postpaid churn rate improved to an industry low of 0.7%.

In May, SmarTone launched its 5G service in Hong Kong. Through partnership with Ericsson, SmarTone was the first in Asia to introduce the industry-leading Dynamic Spectrum Sharing technology, enabling a speedy 5G network rollout with the widest coverage across Hong Kong at launch, both indoor and outdoor. Also, by deploying the newly acquired 3.5GHz spectrum and utilizing a combination of low,

mid and high spectrum bands, SmarTone is able to deliver ultra-fast speed and super-low latency with ample capacity at high-traffic locations.

Despite the uncertain economic environment, there are a number of opportunities for SmarTone to expand its revenue streams, such as the soon-to-be launched 5G home broadband service. At the same time, management has also initiated a programme of cost optimization and productivity enhancement. Looking forward, SmarTone will continue to upgrade the network and invest in 5G. Through a very successful partnership with Ericsson and backhaul providers, SmarTone will be able to step up its network quality and coverage at highly effective costs.

數碼通電訊集團有限公司公布截至2020年6月30日止年度的業績。於回顧年度內，股東應佔基本溢利由5.81億港元下跌24%至4.4億港元，主要由於2019冠狀病毒病所引致的旅遊限制導致漫遊收入下跌。計及澳門地區的一次性固定資

產減值，呈報的溢利減少40%至3.79億港元。剔除漫遊業務的影響，核心業務於上個財政年度仍然穩健。客戶人數按年增長6%至270萬，月費計劃的客戶流失率降至業界低位的0.7%。

數碼通於五月在香港推出5G服務，與愛立信合作，首次將引領業界的動態頻譜共享技術引入亞洲，加快5G網絡部署，於推出時提供全港室內室外覆蓋至廣的5G網絡。此外，透過使用新獲得的3.5GHz頻譜，結合高、中、低頻段，數碼通得以為高流量地區提供龐大網絡容量，締造時延極低的極速網絡體驗。

雖然經濟環境充滿不明朗因素，但數碼通仍把握機遇拓展收入來源，例如即將推出5G家居寬頻服務。同時，管理層亦已採取一系列優化成本及提升生產力的措施。展望未來，數碼通將繼續升級網絡及投資於5G，並透過與愛立信及傳輸線供應商緊密合作，以極具成本效益的方式進一步提升網絡質素及覆蓋。

The Group receives 24 awards from *Euromoney* and clinches top regional award as Asia Pacific's Best Overall Developer for the seventh year

集團獲國際權威金融雜誌《Euromoney》頒發24個獎項 第七年勇奪「亞太區最佳地產公司」區域最高級別殊榮

The Group is dedicated to building premium developments and offering excellent customer service. It is also committed to maintaining high standards of corporate governance and communicating proactively with stakeholders. In response to the COVID-19 outbreak this year, the Group stepped up its corporate social responsibility initiatives to fight the virus with the community. In addition to strengthening precautionary work in its properties to combat the virus, the Group initiated a number of measures to help people in need. Recently, the Group won major awards from leading publications in recognition of its overall excellence.



In the Real Estate Survey 2020 organized by *Euromoney*, the Group clinched 24 honours, including Asia Pacific's Best Overall Developer in the 《Euromoney》「2020年度地產選舉」中，集團獲得24個大獎，包括「亞太區最佳地產公司」殊榮

***Euromoney* – 24 awards including the top regional award as Asia Pacific's Best Overall Developer for the seventh year**

The Group was recently awarded a record high of 24 accolades in the annual Real Estate Survey, organized by internationally renowned financial magazine *Euromoney*, reflecting widespread industry recognition of the Group's continuous improvement.

In *Euromoney's* Real Estate Survey 2020, the Group took home all seven property awards in Hong Kong, including the Best Overall Developer, Best Mixed-Use Developer, Best Residential Developer and Best Innovative Green Development Developer. The Group also won six out of seven awards on the mainland, including the Best Overall Developer, Best Mixed-Use Developer, and Best Retail/Shopping Developer. In the Asia Pacific region, the Group won the top regional award, the Best Overall Developer, for the seventh year, the most among all developers, while receiving five other awards, including the Best Residential

Developer and Best Retail/Shopping Developer. The Group also clinched three global honours: Global Best Innovative Green Development Developer, Best Residential Developer and Best Mixed-Use Developer.

Group Chairman & Managing Director Raymond Kwok said, "We are extremely delighted to see our achievements to have been recognized by professionals worldwide. Confronting unprecedented challenges and uncertainties including the COVID-19 pandemic, SHKP remains committed to our core belief of Building Homes with Heart and continuing to invest in Hong Kong and on the mainland. We will not only ensure business continuity with offering premium quality products and services to customers but also create long-term value to all stakeholders. Our Group will continue to leverage our expertise to develop large-scale integrated landmark developments including the prime commercial project atop the High Speed Rail West Kowloon Terminus in Hong Kong and the mega ITC in Shanghai. We will continue our pursuit of excellence and maintain SHKP's leading position in the market."

Recognized as one of the benchmark awards for the real estate industry, *Euromoney's* annual Real Estate Survey was held for the 16th consecutive year. More than 2,700 representatives from advisers, developers, investment managers, bankers and corporate end users of real estate worldwide took part in this year's survey.

***Asiamoney* – the Most Outstanding Company in Hong Kong – Real Estate Sector**

The Group topped the Hong Kong real estate sector with its all-round excellence in Asia's Outstanding Companies Poll 2020, held by *Asiamoney*, and won the Most Outstanding Company in Hong Kong – Real Estate Sector award.

The Asia's Outstanding Companies Poll recognizes listed companies that have excelled in overall performance, including financials, management team, investor relations activities and corporate social responsibility initiatives. More than 880 fund managers, analysts, bankers and rating agencies from 11 Asian countries or regions took part in this year's poll.



The Group was named the Most Outstanding Company in Hong Kong – Real Estate Sector, by *Asiamoney*

集團獲《Asiamoney》頒發「香港最佳公司-地產」大獎

集團致力用心發展優質物業，為客戶提供卓越服務，恪守高水平的企業管治，積極與持份者維持緊密聯繫。今年新型冠狀病毒疫情爆發，集團遂加強履行企業社會責任，與社會各界一同抗疫。集團增強物業的防疫工作，並展開多方面措施，為有需要人士提供協助。最近獲權威雜誌頒發大獎，足證質素卓越。

《Euromoney》- 第七年勇奪「亞太區最佳地產公司」區域最高級別殊榮等24個大獎

集團剛於著名國際財經雜誌《Euromoney》主辦的年度地產選舉中，獲得多達24項殊榮，為歷年獲取最多獎項的一次，足證集團不斷進步得到行業認同。

在《Euromoney》雜誌發表的「2020年度地產選舉」結果中，集團包辦香港全部七個物業組別的獎項，包括「香港最佳地產公司」、「香港最佳綜合項目發展商」、「香港最佳住宅項目發展商」及「香港最佳創新綠色項目發展商」等。集團在內地亦獲得七個獎項中的六項，包括「中國最佳地產公司」、「中國最佳綜合項目發展商」及「中國最佳零售項目/商場發展商」等。亞太地區方面，集團第七年獲得「亞太區最佳地產公司」，是獲得此項區域最高級別殊榮次數最多的地產公司；集團同時囊括「亞太區最佳住宅項目發展商」、「亞太區最佳零售項目/商場發展商」等五個大獎。此外，集團獲得三項環球榮譽，分別為「環球最佳創新綠色項目發展商」、「環球最佳住宅項目發展商」以及「環球最佳綜合項目發展商」。

集團主席兼董事總經理郭炳聯表示：「今次獲得多個獎項，足證世界各地專業人士對集團的認可。面對疫情肆虐等前所未有的挑戰及不確定性，新地仍然謹守『以心建家』的信念，繼續投資在香港及內地。我們不但會確保業務持續營運，為顧客提供優質產品和服務，而且為持份者創造長遠價值。集團將憑藉本身的專長繼續發展大型綜合地產項目，包括位於香港高鐵西九龍總站上蓋的優質商業項目及上海ITC大型項目等。我們會繼續精益求精，保持新地在市場的領先地位。」

由《Euromoney》主辦的年度地產選舉廣被視為房地產業指標性大獎。今年為《Euromoney》連續第16年舉辦選舉，由全球逾2,700位來自物業顧問公司、發展商、投資經理、銀行及企業用戶的代表參與評選。

《Asiamoney》-「香港最佳公司 - 地產」殊榮

在《Asiamoney》雜誌舉辦的「2020年度亞洲最佳公司選舉」中，集團在不同範疇均表現優異，評分屬香港區地產界別之首，獲頒「香港最佳公司-地產」大獎。

「亞洲最佳公司選舉」旨在表揚在財務表現、管理團隊表現、投資者關係及企業社會責任等方面表現出眾的上市公司。今年選舉共吸引了來自11個亞洲國家或地區逾880名基金經理、分析員、銀行家及評級機構參與。

Awards received by the Group in the Real Estate Survey 2020 by *Euromoney* 集團於《Euromoney》「2020年度地產選舉」所獲獎項

Best Developer, Overall - Hong Kong 香港最佳地產公司
Best Developer, Innovative Green Development Sector - Hong Kong 香港最佳創新綠色項目發展商
Best Developer, Residential Sector - Hong Kong 香港最佳住宅項目發展商
Best Developer, Retail/Shopping Sector - Hong Kong 香港最佳零售項目/商場發展商
Best Developer, Office/Business Sector - Hong Kong 香港最佳寫字樓/商業項目發展商
Best Developer, Mixed Sector - Hong Kong 香港最佳綜合項目發展商
Best Developer, Industrial/Warehouse Sector - Hong Kong 香港最佳工業/倉庫發展商
Best Developer, Overall - China 中國最佳地產公司
Best Developer, Innovative Green Development Sector - China 中國最佳創新綠色項目發展商
Best Developer, Residential Sector - China 中國最佳住宅項目發展商
Best Developer, Retail/Shopping Sector - China 中國最佳零售項目/商場發展商
Best Developer, Office/Business Sector - China 中國最佳寫字樓/商業項目發展商
Best Developer, Mixed Sector - China 中國最佳綜合項目發展商
Best Developer, Overall - Asia Pacific 亞太區最佳地產公司
Best Developer, Innovative Green Development Sector - Asia Pacific 亞太區最佳創新綠色項目發展商
Best Developer, Residential Sector - Asia Pacific 亞太區最佳住宅項目發展商
Best Developer, Retail/Shopping Sector - Asia Pacific 亞太區最佳零售項目/商場發展商
Best Developer, Office/Business Sector - Asia Pacific 亞太區最佳寫字樓/商業項目發展商
Best Developer, Mixed Sector - Asia Pacific 亞太區最佳綜合項目發展商
Best Developer, Innovative Green Development Sector - Global 環球最佳創新綠色項目發展商
Best Developer, Residential Sector - Global 環球最佳住宅項目發展商
Best Developer, Mixed Sector - Global 環球最佳綜合項目發展商
Best Investment Manager, Overall - Hong Kong 香港最佳投資管理
Best Investment Manager, Overall - China 中國最佳投資管理



Raymond Tong

湯國江

SUNeVision Executive Director & CEO

新意網執行董事及行政總裁

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任，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。

”





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

Outstanding green management at malls and residential estates wins further recognition

商場及住宅項目綠色管理表現出色 再獲嘉許

At the 2019 Hong Kong Awards for Environmental Excellence, organized by the Environmental Campaign Committee, along with the Environmental Protection Department and nine organizations, Hong Yip and Kai Shing clinched 20 awards in total. Among them, Uptown Plaza (Shopping Arcade) took the gold honour in the Property Management (Commercial & Industrial) sector, and YOHO Midtown won the silver award in the Property Management (Residential) sector. Tsang Lai-sheung, from Uptown Plaza (Shopping Arcade), received the Outstanding Green Achiever award for her dedicated efforts in green promotion in the community.

Uptown Plaza (Shopping Arcade) unleashed creativity in promoting green in the community

Uptown Plaza (Shopping Arcade) adopts creativity to enhance energy efficiency and encourages the reuse of resources under its recycling scheme. The mall also raises public awareness and concern about environmental conservation through its community functions.

To optimize energy use, Uptown Plaza (Shopping Arcade) removed spotlights on external billboards and continuously applies Power Performance Optimization technology to enhance the energy efficiency of its chiller plants. The two measures together have reduced annual energy consumption by more than 9%. New tenants are encouraged to use existing fit-out and reusable hoardings to reduce construction waste. Free space is offered to an environmental group for its reverse vending machine, which collects used plastic bottles from visitors and nearby residents. Over 7,000 plastic bottles were collected for recycling in three months.



Uptown Plaza (Shopping Arcade) has implemented various measures to optimize energy efficiency, reducing annual energy consumption by over 9%
新達廣場（商場）採取不同措施善用能源，將每年用電量減省逾9%

YOHO Midtown promotes green living among residents

YOHO Midtown works closely with the owners' committee to establish a YOHO Midtown Green Culture in the estate. Last year, various energy-saving and waste-reduction campaigns were held jointly with community groups to spread the green living message among residents.

The estate has a green audit scheme, which offers one-stop audit services for food waste, energy and carbon to residents free of charge. Participants can learn about their unit's environmental performance in specific areas and receive professional recommendations. About 40% of the public area in the green estate is set as green zones, which are full of shrubs, trees and other plants. YOHO Midtown also promotes specially designed three-in-one home garbage containers, which help residents separate domestic waste at source and develop a habit of doing so.



YOHO Midtown has designated about 40% of its public area as green area
YOHO Midtown約四成公共地方區域為綠化區，環境舒適宜人

在環境運動委員會聯同環境保護署及九個機構合辦的「2019香港環境卓越大獎」中，康業及啟勝合共獲得20個獎項。當中，新達廣場（商場）在物業管理（工商業）界別榮獲金獎，YOHO Midtown在物業管理（住宅）界別獲得銀獎，而新達廣場（商場）曾麗嫦更憑著在社區推動環保的熱誠，獲頒「傑出綠色菁英」獎。

新達廣場（商場）發揮創意 在社區推動環保

新達廣場（商場）以創新思維提升能源效益，亦實行回收計劃，鼓勵循環再用，同時運用商場的社區功能，協助提升大眾對環境保育的認知及關注。

為善用能源，新達廣場（商場）移除戶外廣告牌上的射燈，並持續使用「能源表現優化裝置」技術來提升冷凍機組的能源效益，每年節省用電量超過9%。商場積極鼓勵租戶沿用原有租戶的裝修，同時為他們提供可重複使用的裝修圍板，以減少建築廢料。商場更為環保團體提供免費空間放置智能回收機，以便收集遊人和附近居民的塑膠空樽；三個月內，共收到7,000多個塑膠樽作回收之用。

YOHO Midtown向住戶推廣綠色生活

YOHO Midtown一直與業主委員會緊密合作，建立「YOHO Midtown環保文化城」。去年與社會團體合作舉辦不同節能減廢活動，以冀將綠色生活文化帶入住戶家中。

屋苑推出綠色審核計劃，為參與住戶免費提供一站式的廚餘、能源和碳審核服務。住戶不但可藉此了解家居在相關範疇的環保表現，並可得到專業的改善建議。為綠化環境，屋苑約40%公共地方區域已劃為綠化區，種滿灌木、樹木和其他植物。YOHO Midtown亦特別推廣一款為住戶而設的三合一家居垃圾箱，方便住戶於家中養成廢物分類的回收習慣。

The Group was ranked a Pace-setter in the Hong Kong Business Sustainability Index and Greater Bay Area Business Sustainability Index

集團在「香港企業可持續發展指數」及「大灣區企業可持續發展指數」成為「前驅者」



Hong Kong
Business
Sustainability Index 2019
香港企業可持續發展指數 2019



Greater Bay Area
Business
Sustainability Index 2019
粵港澳大灣區企業可持續發展指數 2019

In the 5th Hong Kong Business Sustainability Index (HKBSI) and the 1st Greater Bay Area Business Sustainability Index (GBABSI), organized by The Chinese University of Hong Kong Business School's Centre for Business Sustainability, the Group achieved favourable results in different assessment areas, with total scores outperforming the overall average scores of the 50 Hang Seng Index (HSI) constituent

companies for both indexes this year. It was ranked a Pace-setter and was listed in the top 10 for both indexes.

The HKBSI measures the ongoing development and performance of HSI constituent companies on business sustainability. The debut GBABSI aims to encourage and motivate companies in the Greater Bay Area (GBA) to adopt CSR as a progressive business model. It covers Hong Kong-listed companies with operations in the GBA that are eligible for southbound trading under the Stock Connect scheme. The organizer invited related companies to participate in a questionnaire based on open information. The Group achieved favourable results in assessment areas such as CSR values, CSR process, CSR impact and contribution to economic, social and environmental sustainability. The Group was ranked fourth in the GBABSI and sixth in the HKBSI.

在香港中文大學商學院商業可持續發展中心發布的第五屆「香港企業可持續發展指數」及首屆「大灣區企業可持續發展指數」中，集團在各評選範疇均表現良好，評分遠高於今屆指數中50家恒生指數成份公司的總平均分，晉身兩者的企業十強排名，成為「前驅者」。

「香港企業可持續發展指數」旨在彰顯恒生指數成份公司在業務可持續性方面的發展和表現。首度推出的「大灣區企業可持續發展指數」則旨在推動粵港澳大灣區（大灣區）企業採納企業社會責任作為先進的營商模式，涵蓋在大灣區營運且符合滬港通南向交易的香港上市企業。主辦機構邀請相關公司根據其公開資料，參與問卷評估。集團在企業社會責任的價值觀、過程、對持份者所帶來的影響以及對經濟、社會和自然環境可持續發展的貢獻等評選範疇均表現良好，分別在「大灣區企業可持續發展指數」及「香港企業可持續發展指數」中名列第四及第六位。

Building Homes with Heart Caring Initiative celebrates the Mid-Autumn Festival with underprivileged families and the elderly amid the pandemic

「以心建家送暖行動」與基層家庭及長者齊抗疫賀中秋

The Group spread festive care amid the pandemic through its Building Homes with Heart Caring Initiative in the recent Mid-Autumn Festival. Goodie bags were distributed to underprivileged families in Kwai Tsing and Eastern District, as well as elderly residents in Sham Shui Po. The goodie bags included festive food and personal protection supplies. Those for underprivileged families also came with stationery packs to encourage children to work hard in the new school year. In this Mid-Autumn Festival, 12,000 people received festive greetings during the pandemic.

Additionally, Group volunteers distributed surgical masks to residents of Pak Tin Estate in Sham Shui Po in August when the city was hard hit by the third wave of coronavirus infections. To avoid queues and crowds at the distribution point, the volunteers dropped

the surgical masks in the letter boxes, allowing elderly residents to stay at home to fight the virus while getting useful supplies.

集團抗疫不忘送上節日關懷，最近藉著中秋佳節，透過「以心建家送暖行動」，為葵青和東區基層家庭以及深水埗長者送上福袋。福袋內有應節食品及防疫物品，而派發給基層家庭的福袋更有文具包，以鼓勵小朋友新學期努力學習。今年中秋節活動，合共為12,000人在疫情下送上節日祝福。

另外，集團義工隊於八月份，本港第三波疫情嚴峻時，走訪深水埗白田邨，為居民送上醫療口罩。為免居民排隊領取口罩時聚集人群，義工特別將醫療口罩直接放入信箱內，讓長者留家抗疫也可得到所需物資。



The Building Homes with Heart Caring Initiative distributes Mid-Autumn Festival goodie bags to the underprivileged families amid the pandemic
「以心建家送暖行動」在疫情下為基層家庭送上中秋福袋



The volunteer team dropped surgical masks in the residents' letter boxes, allowing elderly residents to stay at home to fight the virus
義工隊將醫療口罩直接放入居民信箱內，協助長者安心留家抗疫

SHKP Summer Internship Programme concludes successfully amid the pandemic

新地暑期實習計劃在疫情下順利完成

The Group offers a summer internship programme every year to provide undergraduates with practical work and training exposure, thus nurturing the younger generation. Despite the COVID-19 outbreak, the summer internship programme continued this year as usual, but with interviews, training and sharing presentations held via online meetings instead of face to face.

Seventeen undergraduates were admitted to the programme this year. The interns were attached to different departments or business units, such as corporate communications, data analytics, leasing, marketing and non-property portfolio businesses. Under the coaching of supervisors, they worked on regular assignments and projects to gain hands-on experience. A live webinar workshop was arranged to enhance their interpersonal communication skills. The interns also shared their working experience and innovative proposals with each other to learn collectively. The eight-week internship programme provided them with valuable work experience and helped them identify their strengths and potential to assist them be well-prepared for future career development.



The interns visit ICC and the Sky100 Hong Kong Observation Deck to learn more about the Group's core businesses and departmental operations
實習生參觀ICC及天際100香港觀景台，了解集團的主要業務及部門運作

集團每年均舉辦暑期實習計劃，為大學生提供實際工作及完善培訓，協助培育年青一代。縱使新型冠狀病毒疫情爆發，今年的暑期實習計劃如期舉辦，而面試、培訓以至分享活動則改以網上會議形式舉行。

今年共有17名大學生獲選參與計劃，各人獲調配到不同部門或業務單位工作，包括公司傳訊、數據分析、租務、市場推廣及非地產業務。在主管的指導下，他們參與部門的日常工作及項目，吸取實際工作經驗，並且透過網上會議形式參與工作坊，提升溝通技巧。各人亦交流工作心得，發揮創意，提出創新方案，互相學習。經過八個星期的體驗，實習生不但獲取了寶貴的工作經驗，亦加深了解自己的長處及潛能，為未來的事業發展作好準備。

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SHKP-Kwoks' Foundation implements scholarship programmes on schedule despite the pandemic

新地郭氏基金在疫情下如期推行各獎助學金計劃



The SHKP-Kwoks' Foundation and representatives from the universities assessed scholarship students through online meetings during the pandemic

在疫情下，新地郭氏基金連同大學代表與學生透過網上會議進行獎助學金評選

The SHKP-Kwoks' Foundation has set up and sponsored scholarships at various universities to support promising students from underprivileged families to pursue tertiary studies. In past semesters, Foundation representatives met the students on their campus to learn more about their studies and life. Because of the outbreak of the novel coronavirus this year, the Foundation revised the scholarship assessment mode, switching to online meetings. Early this year, the Foundation and representatives from 13 universities held online interviews with students to ensure that the scholarships will be distributed to the recipients on schedule. The students eagerly shared their ideas and reported their learning progress in the online meetings. The Foundation's Executive Director Amy Kwok said she was very pleased to find that the sponsored students remain enthusiastic about learning and passionate about life even amid the pandemic.

In addition, two of the Foundation's scholarship recipients at Tianjin University, namely Guan Shiwei, from the School of Civil Engineering, and Cui Bohan, from the School of Mathematics, received the university's highest honour – the Top 10 Star of Self-Improvement award. The Foundation's Executive Director Amy Kwok gave her congratulations to the students and expressed her appreciation for their pursuit of continuous improvement and care for others.

新地郭氏基金多年來與不同院校合作，設立和資助大學生獎助學金計劃，協助優秀但家境貧困的學生升讀大學。以往每個學期均派員到不同院校約見學生，了解他們的學習進度和生活狀況。鑑於今年新型冠狀病毒疫情爆發，基金遂更改獎助學金的評選形式，改為以網上會議形式見面。今年初，基金與13間大學代表透過網上會議跟學生面試，使獎助學金得以如期發放予受助學生。學生在網上會議上，以簡報作交流及匯報，積極展示在學校的所學所聞。基金執行董事郭婉儀得悉受助同學在疫情下仍然努力求學、熱愛生活，亦感到非常欣慰。

另外，天津大學新鴻基地產郭氏基金勵學金受助學生——建工學院關世偉和數學學院崔博涵，最近榮獲大學最高榮譽的「十大自強之星」。基金執行董事郭婉儀向兩位同學送上祝賀及嘉許，更欣賞他們傳遞自強不息和關愛別人的精神。

The Group wins the Platinum Trusted Brand Award for the 15th straight year

集團連續15年榮獲「信譽品牌白金獎」

The Group is committed to building premium developments and providing superb service offerings, while fulfilling its corporate social responsibility commitments, resulting in a trusted brand name among consumers. At the 2020 *Reader's Digest* Trusted Brand Awards, the Group and its business units continued to receive a consumer vote of confidence, taking home two platinum and three gold awards.

Sun Hung Kai Properties continued to be voted the most trusted property developer in Hong Kong by consumers, taking the top Platinum Trusted Brand Award for the 15th consecutive year. In addition, APM took a gold award in the shopping mall category for the sixth straight year, and Hong Yip and Kai Shing each earned a gold award in the property management category for the ninth consecutive year. Wilson Parking was presented with a platinum award in the car park category for the eighth year running.

集團致力發展優質物業，為客戶帶來卓越服務，同時積極履行企業社會責任，優質品牌深受信賴。在2020《讀者文摘》信譽品牌調查中，集團連同旗下業務單位繼續獲得消費者投下信心一票，合共獲得兩個白金獎及三個金獎。

新鴻基地產繼續獲消費者投選為香港地產發展商別中最具信譽的優質品牌，連續15年榮獲「信譽品牌白金獎」最高殊榮。另外，集團旗下APM於商場界別連續第六年獲頒金獎，康業及啟勝雙雙連續九年獲頒物業管理界別金獎，而威信停車場則在停車場界別連續第八年勇奪白金獎。



The Group, along with APM, Hong Yip, Kai Shing and Wilson Parking, receive two platinum and three gold awards at the *Reader's Digest* Trusted Brand Awards

集團連同旗下APM、康業、啟勝及威信停車場在《讀者文摘》信譽品牌調查中囊括兩個白金獎及三個金獎

The Group is named a Caring Company for the 18th consecutive year

集團連續第18年獲「商界展關懷」嘉許



The Government of the HKSAR Financial Secretary Paul Chan (fourth left), Group Executive Director Eric Tung (fourth right) and other corporate representatives accept gratitude from the HKCSS at the Caring Company Scheme Award Presentation 2019/20 cum Anti-epidemic Campaign Reception

在「商界展關懷」計劃2019/20嘉許暨跨界抗疫社區復元感謝儀式上，香港特區政府財政司司長陳茂波（左四）、集團執行董事董子豪（右四）及一眾企業代表接受社聯的謝意

The Group has been widely recognized for its contribution to society with its expertise and resources. This year, the Group was named a Caring Company by the Hong Kong Council of Social Service for the 18th straight year. Its 85 business entities also earned the same honour. Among these business entities, 51 have earned the title for 10 or even 15 consecutive years, including shopping malls, property management, construction, hotels and more.

Since the beginning of the COVID-19 outbreak, the Group has demonstrated its corporate social responsibility by caring for the community and the underprivileged. Rent subsidies were offered to subdivided unit households to alleviate their financial burden. In addition, about 320,000 surgical masks were donated to the Hospital Authority and various NGOs. To support tenants affected by the pandemic in SHKP malls, they were offered several months of rental concessions. A series of anti-coronavirus measures were implemented across SHKP malls and office buildings to help fight the virus together with the community.

集團善用專長及資源，積極履行社會責任，屢獲各界表揚。今年，集團連續第18年獲得香港社會服務聯會頒發「商界展關懷」榮譽標誌，旗下同獲表揚的業務單位合共達85個。當中，有51個業務單位屬連續第10年甚至第15年獲此標誌，遍及商場、物業管理、建築及酒店等不同範疇。

自2019冠狀病毒病疫情爆發以來，集團充分展現多年來持續關愛社會及扶助弱勢的企業精神，除為劏房住戶提供租金資助以紓緩他們的經濟壓力，亦向醫院管理局及多家社福機構捐贈共約320,000個醫療口罩。另外，為協助旗下商場受疫情影響的商戶，集團為商戶提供一連數月的租金減免；集團商場及寫字樓物業亦推出多項防疫措施，冀望與社會各界一同抗疫。



「新地商場」手機應用程式 SHKP Malls App



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