

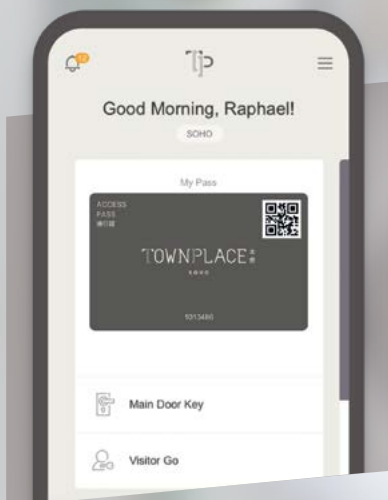
# SHKP

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Sun Hung Kai Properties

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Quarterly

Vol 103 | Q1 2022

Fully enhancing the Group's residential leasing business to create an ideal living experience  
集团全面提升住宅租赁业务 缔造理想住宿体验





Fully enhancing the Group's residential leasing business to create an ideal living experience  
集团全面提升住宅租赁业务 缔造理想住宿体验

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38 Tai Tam Road, Island South 港岛南区大潭道38号
2. TOWNPLACE SOHO  
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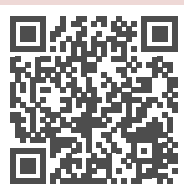
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Editor's Note 编者按 :

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

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

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Hillsborough Court (Tower 4) The Royal Tower 晓峰阁(第四座) 隼峦

## Fully enhancing the Group's residential leasing business to create an ideal living experience

To meet the diverse market needs for accommodation, besides developing premium residential properties for sale, the Group also manages its residential leasing business. Its two admired residential leasing brands, Signature Homes and TOWNPLACE, are located in prime locations, and are continuously enhancing their management services and amenities, including renovating property facilities, actively introducing innovative technology, and providing attentive services in response to the pandemic, to create ideal accommodation and provide its tenants with an extraordinary residential experience.

In line with the Group's belief of 'Building Homes with Heart', the two residential leasing brands adhere to the philosophy of putting their clients first and serving them with compassion, with one-stop leasing solutions and attentive services. By joining hands with the Group's other business arms, they leverage synergies to establish unique strengths in Hong Kong's leasing market. Signature Homes, which specializes in leasing luxury residential homes, continues to attract high-net-worth families with its bespoke packages for family households, while TOWNPLACE, has adopted a new operating model, and is a popular choice among young professionals. Despite the pandemic challenges over the past two years, the two brands have seized the opportunities and achieved stable performance.

### Signature Homes

Signature Homes has 20 years of extensive experience in luxury residential leasing, managing the Group's attributable GFA of approximately 1,000,000 square feet of luxury residential units and over 700 finest serviced suites. All located in prime locations in Hong Kong, including Mid-Levels, Island South, the Peak and other urban areas. The brand has a portfolio that encompasses four types of residential premises – apartments, houses, penthouses, and serviced suites – from studio to five-bedroom apartments, and deluxe penthouses, ranging in size from over 300 square feet residential units to villas of over 4,000 square feet, which are sought after by high-net-worth families and celebrities.

### Upgrading and renovating residential facilities

The Group has intensively carried out comprehensive upgrades and renovations of some of its leasing properties, including upgrading the lobbies and elevators; newly refurbishing the doors of the apartments with electronic door locks with a patented anti-peep design; selecting the engineering design and materials from the perspective of the users, combining durability and style; the smart use of colour design to make the property appear spacious and brighter; new floor tiles throughout the house; and high-end premium kitchen appliances and bathroom sanitary ware along with improved storage space. All air-conditioning systems in the units were upgraded, incorporating the green concept of energy saving to comprehensively improve the living quality for our tenants.

Since work from home is being promoted by employers amid the pandemic, leading to increasing demand for large living space from tenants, the luxury leasing market has benefitted. Signature Homes thus launched a series of responsive measures.

### Introducing the latest technology to accelerate digitalisation of leasing management

Signature Homes has stepped away from the traditional leasing service by incorporated cloud technology in their customer relationship management system from show flat visiting reservation, residential leasing management, and tenant services. While Signature Homes has also adopted the latest virtual tour technology, this allows guests to experience virtual show-flat visits remotely from their homes and provide more comprehensive unit information. A newly launched customer smart service system that equips every unit with a unique QR code for direct contact with the Signature Homes' Tenant Services Team. Comments and ratings on every home repair services and inquiries can be synchronized in the cloud system, helping Signature Homes to optimize the operational efficiency and service quality of its leasing services.

Under the pandemic's new norm, tenants have become accustomed to shopping online and working from home. By spending more time at home,



TOWNPLACE KENNEDY TOWN

TOWNPLACE is the first in the market to launch a flexible leasing solution for leasing terms as short as one month, and flexible furniture combination, highly sought after by the young generation and expatriates  
TOWNPLACE本舍首创短至一个月及自主选择家具组合的灵活租住方案，广受年轻新世代及外籍人士追捧

there is an increasing demand for home services. We recognize the need for a more stable and smooth network for tenants to work from home and for their children's online learning, Signature Homes worked with SmarTone to deliver a series of 5G broadband network solutions that can be widely used by tenants in various units. To provide a more flexible and secure alternative space for its tenants, workspaces and study area were also built in our residential estates.

### Strengthening anti-pandemic measures

#### Providing a safe environment for work and living

Signature Homes has reviewed and improved its cleaning and anti-pandemic measures regularly. Since the pandemic outbreak, the anti-pandemic measures of all properties have been strengthened. For example, all frontline staff are vaccinated and have to take rapid antigen tests every other day, and disinfection measures have been stepped up in the residential estate, with more frequent cleaning of public facilities, and automatic hand-sanitizer dispensers installed in all common area for tenants and visitors.

All units are fully disinfected prior to handover to tenants, and an additional services team is assigned on the handover day to explain anti-pandemic precautions at home to safeguard the health of our tenants. Signature Homes will also arrange pandemic testing services and assist with the purchase of rapid antigen testing kits, depending on the needs of individual tenants.

### TOWNPLACE

TOWNPLACE is the Group's newly established residential leasing brand in recent years. It was the first in the market to launch a flexible leasing solution for leasing terms as short as one month, and flexible furniture combinations. Its TOWNPLACE SOHO and TOWNPLACE KENNEDY TOWN apartments are highly sought after by the young generation and expatriates. They are strategically located in two prime locations in Central and Kennedy Town, providing a total of 421 units, with a variety of unit types, from studios to four-bedroom units, ranging in area from 286 to 1,092 square feet. There are three types of units: serviced apartments that are fully equipped with hotel-style amenities and services; and furnished and unfurnished apartments, offering three brands of furniture styles to cater for the personal preferences of residents.

### Offering flexible leasing options

#### Enjoying the facilities in both premises

Unlike traditional leasing properties, TOWNPLACE is designed for the rapidly growing demand for more flexible leasing options of the younger generation in view of the uncertainties brought about by the pandemic. Flexible leasing terms (from one month to two years) and diversified leasing options (serviced apartments, and furnished and unfurnished units) are provided to meet the robust growing demand for a diversified leasing market.

To further enhance the tenants' living experience, TOWNPLACE introduced the pioneering concept of "one brand, two locations", allowing tenants of TOWNPLACE SOHO and TOWNPLACE KENNEDY TOWN to enjoy a total of about 30,000 square feet of duo social space for the premium amenities of its two major properties for double convenience.

### Strict adherence to high anti-pandemic standards

Since the pandemic outbreak, TOWNPLACE has strictly adhered to high-standard anti-pandemic measures, and has actively strengthened various aspects of its anti-pandemic work. When necessary, appropriate emergency responsive measures are activated, and all its employees are vaccinated. Our staff take rapid antigen tests at the start of each work day, and regular government PCR tests are required. TOWNPLACE developed a 360-degree online virtual tour of a show flat for overseas clients and set up intelligent homes and door keys.

TOWNPLACE premises are equipped with automatic doors and infrared body temperature sensors, and new equipment, such as light-touch door keys. A series of the latest contactless functions were pre-installed in the lifts. Residents can also use the mobile application QR code for automatic induction, so the required floor can be automatically identified without having to press a button.





Shouson Peak

Signature Homes combines materials' durability and style to create a comfortable environment at home  
Signature Homes单位的用料设计兼具耐用及时尚两大优点，打造舒心居家环境

## Establishing an exclusive social platform Promoting online communication among residents

Apart from upgrading the residential hardware amenities, TOWNPLACE takes into account the well-being of its residents. The new work-from-home model amid the pandemic has increased the younger generation's pursuit of private space. TOWNPLACE established its own community, namely TOWNPLACE Community. Comprised of the tenants called TOWNERS and a community manager, the Community acts as a connector to bridge the tenants and establish a close relationship with them. It helps to enhance their sense of belonging and establish a close relationship with mutual trust.

A mobile app exclusively for the TOWNERS to connect with each other and participate in different activities like online yoga, fitness that can broaden their social network. Since many TOWNERS are start-up entrepreneurs, the Community helps them to build communications

with other TOWNERS. Hence by promoting online and offline business exchanges among residents, TOWNERS can grasp more business opportunities through this new concept of sharing new ideas.

## Reinforcing collaboration among the Group's businesses to leverage synergies

In addition to regularly publish branding trends and event updates in the SHKP Club newsletter, Signature Homes and TOWNPLACE give SHKP Club members exclusive leasing privileges. Group employees can enjoy rewards for referring new clients to Signature Homes and TOWNPLACE. Signature Homes offers an exclusive 5G broadband solution especially for tenants by working with SmarTone. Another service that was launched by YATA recently enables tenants to order online their groceries with YATA's express delivery services. A number of attractive offers were launched with SHKP malls, The Point, hotels and the Group's other business arms.



Left Image: TOWNPLACE exclusive mobile app enables TOWNERS to connect with each other that can broaden their social network  
Right Image: Through scanning the QR code, Signature Homes' tenants can contact Tenant Services Team directly  
图左：TOWNPLACE专属的手机应用程序促进了TOWNERS互相联系，扩阔他们的社交网络  
图右：Signature Homes 租户可通过智能手机扫描QR Code，直接联络租户服务团队

# 集团全面提升住宅租赁业务 缔造理想住宿体验

为迎合市场对居所的不同需求，集团除发展优质住宅物业作销售外，还经营住宅租赁业务，旗下两个星级住宅租赁品牌 Signature Homes与“TOWNPLACE 本舍”所属物业位处优越地段，并不断优化管理及配套，包括定期翻新物业设施，积极引入创新科技，以及因应疫情推出多项贴心的服务，致力为租客打造理想的居住环境，提供非凡的住宿体验。

贯彻集团“以心建家”的信念，两个住宅租赁品牌坚守“以客为本”及“以心服务”为宗旨，提供一站式租住方案和优质服务，同时，凭借与集团系内不同成员的合作，以发挥协同效益，确立各自于香港租务市场的独特优势。专营豪宅租赁的 Signature Homes新增为家庭住户订制的配套，持续备受高消费家庭客户青睐；而采取崭新营运模式的“TOWNPLACE 本舍”则深受年轻专才喜欢。因此，在过去两年面对疫情的挑战，两个品牌仍能把握机遇，取得稳健的表现。

## Signature Homes

Signature Homes拥有20年丰富的豪宅租赁经验，按所占权益计算，负责管理集团约9.3万平方米（100万平方呎）的

豪华住宅单位及超过700间优质服务式套房，遍布香港优越的地理位置，包括中半山、港岛南区、山顶以及市区的核心地段等。品牌提供四类主要物业：大型住宅小区、别墅、独立屋及服务式套房，户型由开放式至五房单位及顶层特色户，面积由28平方米（300多呎）的单位到超过371平方米（4,000多呎）的别墅，一直获得高资产值的家庭客群及城中名人高管追捧。

## 升级翻新住宅设施

品牌为旗下部分租赁楼盘进行升级翻新，包括陆续翻新大堂及电梯，单位的全新大门配置拥有防窥专利的智能电子门锁，单位内部的工程设计及用料以用家角度出发，兼具耐用及时尚两大优点，用色设计巧妙地令空间更显明亮宽敞，重新铺设全屋地板，配以高级的优质厨具及浴室洁具，提升收纳空间，全面打造崭新厨房及浴室。单位内的所有冷气系统亦同步升级，融入节能的绿色概念，务求全面提升租客的生活品质。

疫情之下，各大企业推行在家工作，令租户对于偌大的居住空间需求趋增，令豪宅租赁市场受惠，Signature Homes

亦配合推出一系列的应对措施。

## 引入最新科技推动数字化管理

Signature Homes利用云端科技，升级“客户关系管理”系统，涵盖单位参观预约服务、租务管理至租户服务，务求改革固有的租赁服务。配合最新虚拟导览技术，让客人体验在家遥距参观实境单位服务，提供更全面的单位信息。同时，推出全新的“客服智能系统”，各单位配备一个独有的QR code，可用于直接联系Signature Homes的租户服务团队。租户于每一项家居维修服务、各项查询、意见及评分都能通过网上实时显示于系统，助Signature Homes优化租务上的营运效率及服务质量。

租户在疫症新常态下习惯于网上购物，加上在家工作也令其有更多时间居家，令居家服务的需求递增。Signature Homes洞悉租户于家中工作，或小朋友上网课时需要更稳定流畅的网络系统，特别联合SmarTone订制一系列专属其租户的居家5G高速网络方案，广泛应用到不同物业单位。同时，于部份小区增设工作室及阅读室，提供更弹性安全的另一空间。



Dynasty Court 帝景园

Dynasty Court 帝景园

Signature Homes has upgraded the floor tiles throughout the house, high-end premium kitchen appliances and bathroom sanitary ware along with improved storage space  
Signature Homes 重新铺设全屋地板，配以优质厨具及浴室洁具，提升收纳空间





Pacific View 浪琴园

The smart use of Signature Homes colour design makes the property appear spacious and brighter, comprehensively improve the living quality for tenants  
Signature Homes用色设计巧妙地令空间更明亮宽敞，务求全面提升租客的生活品质

#### 8 加强抗疫 打造舒心居家工作环境

此外，Signature Homes为加强防疫，时而检讨及完善清洁防疫措施。自疫情以来，所有物业已进一步强化防疫，例如所有前线员工均已接种疫苗，并须隔日接受一次快速抗原测试；加强小区范围内的消毒措施，增加清洁公众设施的频率，并于公共空间内设置自助消毒洗手液机，供租户及访客消毒双手。

所有单位于入住前进行全面清洁消毒。此外，租户服务团队会于入住当天现场解释家居防疫注意事项，保障入住租户的健康。按个别租户需要，Signature Homes还会安排检测服务及协助购买快速抗原测试套装。

#### TOWNPLACE 本舍

TOWNPLACE 本舍是集团近年新成立的住宅租赁品牌，首创短至一个月及自主选择家具组合的灵活租住方案。旗下的TOWNPLACE SOHO及TOWNPLACE KENNEDY TOWN广受年轻新世代及旅居人口追捧，策略性选址中环及坚尼地城两个黄金地段，提供合共421单位，多元房型选择由开放式至四房单位，实用面积由27至101平方米（286至1,092平方呎）。设有三类单位：“服务式住宅”单位已配备完善酒店式设备及服务、“附设家具单位”及“自置家具单位”，并提供三大品牌家具风格迎合不同住客喜好。

#### 灵活租赁方案 共享两大业务设施

有别于传统租赁楼盘，TOWNPLACE本舍深明年轻新世代受众客群因应疫情下租务市场的未知因素影响，而倾向更具弹性的租赁方案，特意设立多项灵活的租期（短至一个月至以年计）及多种租赁选项（服务式住宅、附设家具及自置家具单位），积极响应正急速增长的多元化租务市场需求。

为进一步提升住客的生活体验，TOWNPLACE本舍更引入“一个品牌，两个地点”的市场破格概念，让TOWNPLACE SOHO及TOWNPLACE KENNEDY TOWN旗下租客尊享两个项目共约2,787平方米（30,000平方呎）的双共享空间，尽享两大物业的优越设施，享用双重便利。

#### 严守高规格防疫措施

自疫情爆发以来，TOWNPLACE本舍一直严守高规格防疫措施，并主动加强各项防疫工作，在有需要时启动适切的紧急应变措施，例如旗下所有员工均已接种新冠疫苗，在每日工作前必须进行快速测试，并定期进行核酸检测；开拓网上360度虚拟导览示范单位服务，为海外客人提供遥距看楼的服务；同时设立智能家居及门匙。

TOWNPLACE本舍物业大厦安装自动门及设有红外线体温感应器，配以轻触式门键等新设备，并于电梯内预先装设多项最新免接触的功能，住客更可以通过手机应用程序QR code自动感应，无需按键即可自动识别所需楼层。

#### 建立专属社交平台 促进住客线上的交流

除提升住宅的硬件设施，TOWNPLACE本舍还顾及住客的身心需要。疫情下的新居家工作模式，增加了年轻一代对私人空间的追求，建立租户专属社群“TOWNPLACE Community”，并增设以新世代成员组成的崭新团队Community Team及特设Community Manager一职，担当著桥梁（Connector），链接TOWNERS（TOWNPLACE本舍租客的统称，以增加归属感），建立互信的紧密关系。为住客安排多元化的精彩线上线下活动，如虚拟瑜伽健身，促进住客线上的交流。



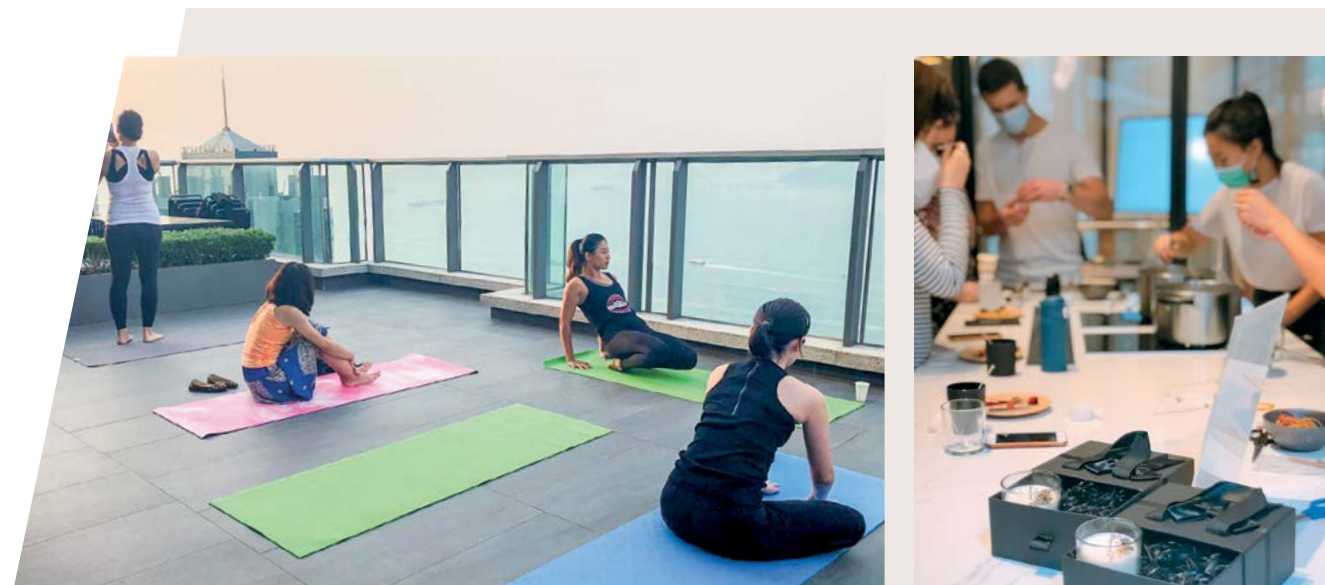
TOWNPLACE establishes its own community, namely TOWNPLACE Community. Comprised of new generations and a Community Manager, the Community creates a close relationship with its tenants.

TOWNPLACE本舍建立租户专属社群“TOWNPLACE Community”，并增设以新世代成员组成的崭新团队Community Team及特设Community Manager一职，与租客建立互信的紧密关系

同时，TOWNPLACE本舍专属一站式手机应用程序，让TOWNERS可以线上线下互相联系，也可以参加网上瑜伽、健身等贴心活动，拓展“TOWNPLACE Community”体验。不少TOWNPLACE本舍住客为初创企业老板，Community Team连系住客，促进住户间交流，变成朋友，营造租户专属人际网络，以虚实结合方式促进住客之间的商业交流，使他们足不出户也能够掌握商机，实践“共享经济”理念。

#### 加强与集团成员合作 发挥协同效益

除了定期在新地会会讯发布品牌动向及活动消息，Signature Homes及TOWNPLACE本舍也会给予新地会会员独家承租礼遇，集团员工更享有Signature Homes和TOWNPLACE本舍推荐新客户奖赏礼遇；与新地旗下商场、The Point、酒店、SmarTone或其他集团成员公司推出多项限定优惠；联合SmarTone订制一系列专属Signature Homes租户的居家5G高速网络方案；携手一田为租户提供生活用品的网上订购及送货服务。



Signature Homes and TOWNPLACE are always creating a variety of online and offline activities for their tenants  
集团旗下两个星级住宅租赁品牌Signature Homes与“TOWNPLACE 本舍”顾及住客的身心需要，为住客安排多元化的精彩线上线下活动





This is a computerized image of the Phase and the other phase(s) of the Development (except for residential towers), the residential towers of other Phase(s) are represented by transparent effect, and part of the podium of the Development has not been shown. This computerized image has been processed and composited with computerized imaging techniques and is for reference only. The Phase of the Development is under construction. The above image shows the general external appearance of the completed Development and does not reflect the actual external appearance of the Phase of the Development upon completion, the colour, materials, facilities, fittings, finishes, decoration, plants, gardening and other items shown in this computerized image will not be included in the actual flats, and may not appear in the Phase or any part thereof. Pipes, conduits, air-conditioners, grilles etc. that may appear on the external walls, flat roofs and roofs of the Phase of the Development and the surrounding areas, buildings or structures therein regarding the Phase of the Development are not fully shown. 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.

这是发展项目期数及其他期数(除住宅大楼以外的)模拟效果图, 其中其他期数的住宅大楼以透明效果显示, 而发展项目部份基座并没有显示。此模拟效果图经电脑合成及修饰处理, 仅供参考。发展项目期数仍在兴建中, 此图像作显示本发展项目期数住宅物业落成后大概之用, 并不反映其实际外观、景观、周边环境或最后完成之面貌, 模拟效果图内的颜色、用料、设施、装置、装修物料、设备、装饰物、植物、园境及其他物件并非交接标准, 未必会在发展项目期数其任何部份出现。发展项目期数的外墙、平台及天台可能存在之喉管、管线、冷气机、格栅等及发展项目期数的周边环境及建筑物并无完全显示, 内容仅供参考。准买家如欲了解发展项目期数的详情, 请参阅售楼说明书。卖方建议准买家到有关发展地盘作实地考察, 以对该发展地盘、其周边地区环境及附近的公共设施有较佳了解。

Rendering of The YOHO Hub<sup>1</sup>  
The YOHO Hub<sup>1</sup> 的模拟效果图

## The YOHO Hub<sup>1</sup>, the only residential project atop MTR Yuen Long Station, released as the finale<sup>2</sup> 港铁元朗站上盖唯一住宅项目 The YOHO Hub<sup>1</sup>压轴登场<sup>2</sup>

The YOHO Hub<sup>1</sup>, a brand-new large-scale residential development atop MTR Yuen Long Station, is the final development in the YOHO series<sup>2</sup>. Situated at the Yuen Long transportation hub, the development is backed by comprehensive facilities and services in the neighbourhood, while overlooking the bustling view of the vast Yuen Long town centre<sup>3</sup> and the Shenzhen metropolitan view in the distance<sup>3</sup>. The development's podium mall will connect to YOHO MALL I and YOHO MALL II, creating a one-million-square-foot-plus stylish shopping network<sup>4</sup> for added benefits.

The YOHO Hub<sup>1</sup> will provide 1,030 residential units in four high-rise residential towers. Units will vary from 317 to 1,182 square feet<sup>5</sup> in terms of saleable area with various layouts, ranging from one bedroom to four bedrooms<sup>6</sup> to suit the

needs of different buyers.

### Unique twin clubhouse design<sup>7</sup> with comprehensive facilities

The YOHO Hub<sup>1</sup> will be the first YOHO series<sup>2</sup> project to adopt the twin clubhouse design<sup>7</sup>. The clubhouses will cover about 40,000 square feet and provide comprehensive facilities and services. The outdoor landscapes will span about 210,000 square feet to complement the premium lifestyle in the project.

The dual swimming pool design will consist of an approximately 50-metre-long outdoor swimming pool in the north clubhouse and an approximately 28-metre-long outdoor swimming pool in the south clubhouse. There will be a children's water play zone and a Jacuzzi that can accommodate up to 18 persons. Overlooking the outdoor green space, the mansion-style banquet

room will be equipped with an individual Jacuzzi. It will also have two multi-purpose banquet rooms, one of them connected to an outdoor leisure space to give a flexible yet highly private space.

The residents' clubhouses<sup>7</sup> will offer a variety of fitness and sports facilities, including two gymnasiums, a yoga room, a multi-purpose sports hall, sauna rooms and steam rooms. Entertainment facilities will include a karaoke room, snooker room, mahjong room, piano room and studio for residents with an interest in photography. The children's outdoor arena will include a nearly 140-metre-long children's scooter driveway. Other facilities will include an outdoor playground with a tunnel slide and two indoor playgrounds.

The twin clubhouses will be surrounded by sweeping lush greenery, featuring outdoor gardens and an approximately 1,200-metre-long jogging trail along the entire development. There will also be an outdoor BBQ zone and a pet-friendly outdoor park.

港铁元朗站上盖全新大型住宅发展项目The YOHO Hub<sup>1</sup>, 为YOHO系列<sup>2</sup>的压轴项目。发展项目位处元朗交通枢纽, 社区生活配套完善, 可享辽阔元朗市中心璀璨景观<sup>3</sup>, 同时远眺深圳大都会景致<sup>3</sup>。发展项目基座商场更将贯通YOHO MALL形点I及形点II, 拼构成逾百万平方呎的时尚购物网络<sup>4</sup>, 优势尽享。

The YOHO Hub<sup>1</sup>由四座高层住宅大楼组成, 合共提供1,030个住宅单位。实用面积由317至1,182平方呎<sup>5</sup>不等, 户型多元化, 涵盖一房至四房<sup>6</sup>, 贴心照顾不同买家的需要。

### 独特双住客会所<sup>7</sup>设计 设施一应俱全

The YOHO Hub<sup>1</sup>属YOHO系列<sup>2</sup>中首个采用双住客会所<sup>7</sup>设计的项目。会所面积约40,000平方呎, 配备多元化设施及服务。户外园林面积约210,000平方呎, 缔造优越的生活体验。

会所采用双泳池设计, 位处北面会所的户外泳池约50米, 位处南面会所的户外泳池则约28米; 另设有儿童水上乐园及可容纳最多18人的按摩池。别墅式宴会厅可饱览户外绿化空间, 并设有独立水力按摩池。另有两个

多用途宴会厅, 其中一个连接户外休憩空间, 提供多元化且高隐私度的空间。

住客会所<sup>7</sup>设有多项健体运动设施, 包括两个健身室、一个瑜伽室、多用途体育馆、桑拿房及蒸气室。娱乐游戏设施包括卡拉OK房、桌球室、麻将室、练琴房及为富有摄影触觉的住户特设的工作室。会所专为小朋友设置户外竞技场, 提供接近140米长的儿童滑板车车道; 其他设施包括设有管道滑梯的户外游乐场以及两个室内玩乐空间。

双住客会所坐拥辽阔开扬的绿意环境, 设有户外庭园、农庄及长约1,200米兼贯穿整个发展项目的缓跑径。另有户外BBQ烧烤区及可携同宠物入内的户外玩乐花园。



Notes

1. Name of the Phase of the Development is Phase B ("the Phase") of The YOHO Hub Development. Tower 1, Tower 2, Tower 3 and Tower 5 of the residential development in the Phase are called "The YOHO Hub".
2. YOHO series refers to the developments known as YOHO Town, YOHO Midtown, Grand YOHO Development and The YOHO Hub Development.
3. 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 and the surrounding structures and environment may change from time to time. The Vendor does not make any offer, representation, undertaking or warranty whatsoever, whether express or implied, as to the views and the surrounding environment (irrespective of whether relating to view).
4. The Development's podium mall's shopping centre/shops attributable gross floor area is 106,564 square feet, while according to Sun Hung Kai Properties 2020/21 Annual Report, YOHO MALL I's shopping centre/shops attributable gross floor area is 695,000 square feet, and YOHO MALL II's shopping centre/shops attributable gross floor area is 245,000 square feet. The total shopping centre/shop attributable gross floor area for the Development's podium mall, YOHO MALL I and YOHO MALL II is 1,046,564 square feet. Source of information: Sun Hung Kai Properties 2020/21 Annual Report [https://www.shkp.com/Content/Uploads/FinReports/SHKPAR\\_TC\\_2020\\_21.pdf](https://www.shkp.com/Content/Uploads/FinReports/SHKPAR_TC_2020_21.pdf)
5. The saleable area and the floor area of a balcony, a utility platform and a verandah (if any) are calculated in accordance with Section 8 of the Residential Properties (First-hand Sales) Ordinance. The saleable area excludes the area of every one of the items specified in Part 1 of Schedule 2 of the Residential Properties (First-hand Sales) Ordinance. The areas as specified in square feet above are converted at a rate of 1 square metre=10.764 square feet and rounded off to the nearest square foot. Figures shown in square feet may be slightly different from those shown in square metres. Please refer to the sales brochure for details.
6. The Vendor reserves the right to amend the building plans of the Development or the Phase. Layouts of the units in the Phase are subject to the final plans approved by relevant Government departments. Please refer to the sales brochure for details.
7. Part of the twin clubhouse belong to subsequent phase(s) of the Development, which can only be open for use after the completion of the said subsequent phase(s) and upon the satisfaction of all requisite requirements.

Note: The information in this advertisement does not represent the final appearance of the clubhouse and recreational facilities of the Phase of the Development and is for reference only, and does not constitute or be construed as any offer, undertaking, representation or warranty whatsoever, whether express or implied, as to the actual design, colour, orientation, layout, construction, location, fittings, finishes, appliances, furniture, decoration, landscaping, plants, gardening and other items of the clubhouse and landscaped garden or the surrounding places, facilities, buildings or structures (irrespective of whether relating to view). The Vendor reserves its absolute right to amend and change any part of the clubhouse and landscaped garden, and all of their facilities, without giving any prior notice to any purchaser. Purchasers must not rely on this advertisement for any use or purpose. For details of the Phase of the Development, please refer to the sales brochure. The facilities and completion date of the Clubhouse, landscaped garden, covered landscaped garden and/or recreational facilities are subject to the final approval by the Buildings Department, Lands Department and/or other relevant Government departments. The clubhouse, landscaped garden, covered landscaped garden and/or recreational facilities may not be available for immediate use at the time of handover of the residential properties in the Development. The use or operation of some of the facilities and/or services may be subject to the rules and regulations of clubhouse and facilities, and the consent or permit issued by the relevant Government departments, or may be subject to additional payments.

Name of the Phase of the Development: Phase B ("the Phase") of The YOHO Hub Development (Tower 1, Tower 2, Tower 3 and Tower 5 of the residential development in the Phase is called "The YOHO Hub")

District: Yuen Long

Name of the street and the street number of the Phase: No. 1 Long Lok Road#

The website address designated by the Vendor for the Phase: [www.theyohohub.com.hk](http://www.theyohohub.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: Yuen Long Property Development Limited (as "Owner"), Success Keep Limited (as "Person so engaged") (Notes: "Owner" means the legal or beneficial owner of the Phase. "Person so engaged" means the person who is engaged by the Owner to co-ordinate and supervise the process of designing, planning, constructing, fitting out, completing and marketing the Phase.)  
Holding company of the Vendor (Owner): West Rail Property Development Limited  
Holding companies of the Vendor (Person so engaged): Able Mariner Limited, Time Effort Limited, Sun Hung Kai Properties Limited  
Authorized Person of the Phase: Cheng Yan Ying Grace  
The firm or corporation of which the Authorized Person of the Phase is a proprietor, director or employee in his or her professional capacity: AGC Design Limited  
Building Contractor for the Phase: Sanfield Building Contractors Limited  
The firms of solicitors acting for the Owner in relation to the sale of residential properties in the Phase: Gallant, Mayer Brown, Woo Kwan Lee & Lo, Sit, Fung, Kwong & Shum and Kao, Lee & Yip  
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 to the best of the Vendor's knowledge: 31 March 2023. 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.  
This advertisement is published by the Person so engaged with the consent of the Owner.  
Prospective purchasers are advised to refer to the sales brochure for any information on the Phase.  
#The provisional street number is subject to confirmation when the Phase is completed.  
Date of Printing: 31 March 2022

备注

1. 发展项目期数名称为「The YOHO Hub发展项目的第B期」(「期数」)。期数中住宅发展项目的第1座、第2座、第3座及第5座称为「The YOHO Hub」。
2. YOHO系列指「YOHO Town」、 「YOHO Midtown」、 「Grand YOHO发展项目」及「The YOHO Hub发展项目」。
3. 上述仅为发展项目期数周边环境的大概描述，并不代表所有单位同时享有相关景观。所述景观受单位所处层数、座向及周边建筑物及环境影响，并非适用于所有单位，且周边建筑物及环境会不时改变。卖方对景观及周边环境并不作出任何不论明示或隐含之要约、陈述、承诺或保证(不论是否有关景观)。
4. 发展项目基座商场之商场/商铺可建面积为106,564平方呎，而根据《新鸿基地产2020/21年报》，「YOHO MALL I 形点II」之商场/商铺可建面积为695,000平方呎，「YOHO MALL II 形点II」之商场/商铺可建面积为245,000平方呎，发展项目基座商场、「YOHO MALL I 形点II」及「YOHO MALL II 形点II」之商场/商铺可建面积总和为1,046,564平方呎。资料来源：《新鸿基地产2020/21年报》[https://www.shkp.com/Content/Uploads/FinReports/SHKPAR\\_TC\\_2020\\_21.pdf](https://www.shkp.com/Content/Uploads/FinReports/SHKPAR_TC_2020_21.pdf)。
5. 实用面积以及露台、工作平台及阳台(如有)的楼面面积，是按照《一手住宅物业销售条例》第8条计算得出的。实用面积不包括《一手住宅物业销售条例》附表2第1部所指明的项目的面积。上述以平方呎所列之面积，均以1平方米=10.764平方呎换算，并以四舍五入至整数平方呎，以平方呎与以平方米之数字可能有些微差异，详情请参阅售楼说明书。
6. 卖方保留权利更改发展项目或期数之图则。期数的单位户型以政府有关部门最后批准的图则为准，详情请参阅售楼说明书。
7. 部分双住客会所属于发展项目后续期数，直至该后续期数落成后及所有相关规定已获符合，才可开放使用。

注：此广告内的资料并非代表发展项目期数的会所及康乐设施最终落成之面貌，仅供参考，并不构成或不应被视为任何有关会所及园景花园之实际设计、颜色、布局、间隔、建筑、位置、装置、装修物料、设备、家俱、装饰物、园景、植物、园艺及其他物件或其邻近地方、设施、楼宇或建筑物不论明示或隐含之要约、承诺、陈述或保证(不论是否有关景观)。卖方保留其修改及改变会所及园景花园任何部份及其所有设施之绝对权利，事先毋须通知任何买家。买家切勿依赖此广告作任何用途或目的。有关发展项目期数的详细资料，请参阅售楼说明书。会所、园景花园、有盖园景花园及/或康乐设施内的设施及落成日期以屋宇署、地政总署及/或其他相关政府部门之最终批核为准。会所、园景花园、有盖园景花园及/或康乐设施于发展项目住宅物业入伙时未必能即时启用。部份设施及/或服务的使用或操作可能受制于会所守则、设施的使用守则及政府有关部门发出之同意书或许可证，或需额外付款。

发展项目期数名称:The YOHO Hub发展项目的第B期(「期数」)(期数中住宅发展项目的第1座、第2座、第3座及第5座称为「The YOHO Hub」)

区域: 元朗

期数的街道名称及门牌号数: 朗乐路1号#

卖方就期数指定的互联网网站的网址: [www.theyohohub.com.hk](http://www.theyohohub.com.hk)

本广告/宣传资料内载列的相片、图像、绘图或素描显示纯属画家对有关发展项目之想像。有关相片、图像、绘图或素描并非按照比例绘画及/或可能经过电脑修饰处理。准买家如欲了解发展项目的详情，请参阅售楼说明书。卖方亦建议准买家到有关发展地盘作实地考察，以对该发展地盘、其周边地区环境及附近的公共设施有较佳了解。

卖方: 元朗物业发展有限公司(作为“拥有人”)、成协有限公司(作为“如此聘用的人”)(备注: “拥有人”指期数的法律上的拥有人或实益拥有人。“如此聘用的人”指拥有人聘用以统筹和监管期数的设计、规划、建造、装置、完成及销售的过程的人士。)  
卖方(拥有人)的控股公司: 西铁物业发展有限公司  
卖方(如此聘用的人)的控股公司: Able Mariner Limited、Time Effort Limited、新鸿基地产发展有限公司  
期数的认可人士: 郑恩莹  
期数的认可人士以其专业身份担任经营人、董事或雇员的商号或法团: 创智建筑师有限公司  
期数的承建商: 新辉建筑有限公司  
就期数中的住宅物业的出售而代表拥有人行事的律师事务所: 何耀棣律师事务所、孖士打律师行、胡关李罗律师行、薛冯邝岑律师行及高李叶律师行  
已为期数的建造提供贷款或已承诺为该项建造提供融资的认可机构: 香港上海汇丰银行有限公司  
已为期数的建造提供贷款的任何其他人: Sun Hung Kai Properties Holding Investment Limited  
尽卖方所知的期数的预计关键日期: 2023年3月31日。关键日期指批地文件的条件就期数而获符合的日期。预计关键日期是受到买卖合同所允许的任何延期所规限的。  
本广告由如此聘用的人在拥有人的同意下发布。  
卖方建议准买方参阅有关售楼说明书，以了解期数的资料。  
#临时门牌号数有待期数完成后确认。  
印制日期: 2022年 3月 31日

## Introducing Point Dollar – a new feature for more flexible spending rewards

### 推出全新功能Point Dollar 消费奖赏更具弹性



The Point enhances members' user experience by continuously optimizing the interface and adding new functions. Point Dollar was recently launched and is applicable to the Group's 25 malls, offering greater flexibility in the use of points.

#### Spending points as cash under the Point Dollar programme

In addition to redeeming points accumulated from spending at The Point for various privileges and offers, members can now use its mobile app to convert points to Point Dollar, which can be used directly as cash (Every 250 points can be used as HK\$1 Point Dollar; at least HK\$10 Point Dollar must be converted, with no maximum cap). Converting and using Point Dollar is easy. Just key in the amount to be converted in the mobile app prior to every transaction. A QR code will be issued that can be used for payment within a limited time, offering convenience for dining, shopping and leisure.

#### Over 1,600 participating merchants

This new function has been welcomed by members and supported by merchants. 25 SHKP malls and over 1,600 merchants currently accept Point Dollar, and more merchants are expected to successively join the programme, providing members with greater choices, convenience and pleasure when shopping at SHKP malls.

The Point通过不断优化界面和加入新功能，提升会员的使用体验。最近推出Point Dollar，适用于集团旗下25个商场，使用积分时更具灵活性。

#### Point Dollar可作现金使用

会员除了利用消费所累积的The Point积分，换领不同的礼遇和优惠外，现在还可以通过The Point手机应用程序，将积分转换成Point Dollar，直接当成现金使用(每250分可兑换1元Point Dollar，每次最低兑换金额为10元Point Dollar，不设上限)。兑换和使用方法十分简单，只要在交易前，在手机应用程序内输入兑换金额，凭限时二维码便可用作付款之用，无论食、买、玩都可以尽情享受，十分方便。

#### 逾1,600间商户参与

这项新功能不仅得到会员欢迎，亦获得商户支持。现在全港25个新地商场、逾1,600间商户接受Point Dollar，预计会有更加多商户陆续加入，让会员在新地商场无论休闲购物都更加尽兴。



## Construction officially starts at the International Commerce Centre project adjacent to Guangzhou South Railway Station 广州环球贸易广场项目正式动工



Attending the ground-breaking ceremony of the International Commerce Centre project adjacent to Guangzhou South Railway Station are Chief (Director General) of the Guangzhou Municipal Commerce Bureau, major officials in the Panyu district government, Group Executive Director Adam Kwok (seventh left) and other officials. 广州市商务局局长、番禺区政府主要领导、集团执行董事郭基辉（左七）及相关领导一同出席广州环球贸易广场项目的动工活动。

14 Located at the core area of Guangzhou South Railway Station, the International Commerce Centre project officially started construction following its ground-breaking ceremony in late December last year. This large-scale transit-oriented development (TOD) integrated project sets a major milestone for the Group's engagement in the development of the Greater Bay Area.

### 'New landmark, new hub, new engine'

Boasting a gross floor area of about 9.3 million square feet, the International Commerce Centre project adjacent to Guangzhou South Railway Station will be developed into a large-scale integrated Transit-Oriented Development (TOD) landmark, serving commercial, residential and transportation purposes. The integrated TOD project will provide offices, a shopping mall, a hotel, residences, apartments and public transportation facilities.

The International Commerce Centre project adjacent to Guangzhou South Railway Station, and the iconic International Commerce Centre (ICC) and integrated commercial project atop West Kowloon Terminus at Hong Kong sit at the two ends of the Guangzhou-Shenzhen-Hong Kong High-speed Railway line. The Group will leverage the High Speed Rail connectivity and the synergy between the projects to develop a 'new landmark', which reinforces the linkage and collaboration of Hong Kong and Guangzhou.

The Guangzhou South Railway Station is strategically located in the Greater Bay Area rail transit network, offering 12 rail transit lines, including high-speed rails, intercity rail and metro lines. The International Commerce Centre project adjacent to Guangzhou South Railway Station, which enjoys seamless connection to the Guangzhou South Railway Station, will become a top international integrated complex with a premium environment to live, work and travel in the Greater Bay Area. The new landmark will pull in more businesses and talent to work and live in Guangzhou and Panyu. More young people from Hong Kong and Macao are expected to relocate to the mainland for innovation and start-up opportunities. All these will form a 'new hub', which embodies a one-hour living circle in the Guangdong-Hong Kong-Macao Greater Bay Area.

Riding on the previous development experience of Parc Central, Tianhui Plaza and a series of premium projects in Guangzhou, the Group believes that the International Commerce Centre project at Guangzhou South Railway Station will also bolster the local economy, serving as a 'new engine' to help Guangzhou transform into a global consumption centre city.

坐落于广州南站核心区的广州环球贸易广场项目于去年底举行动工活动，标志着这个大型TOD综合体项目正式开工，为集团积极参与大湾区建设，定下一个重要的里程碑。

### “新地标、新枢纽、新引擎”

广州环球贸易广场项目总楼面面积约86万平方米（930万平方呎），将以公共交通导向模式发展为大型标志性的综合项目，集商、住、行于一身，提供办公大楼、商场、酒店、住宅、公寓及公共交通设施等。

广州环球贸易广场项目与地标性的香港环球贸易广场（ICC）和西九龙高铁总站上盖商业综合体项目，分别矗立于广深港高铁线的两端。集团将充分发挥高铁的联通优势和项目之间的协同效应，打造穗港联动、双核驱动的“新地标”。

广州南站为大湾区轨道交通的“黄金枢纽”，汇聚高铁、城际和地铁等多达12条线。广州环球贸易广场项目与广州南站“无缝连接”，势将发展为宜居、宜业、宜游的国际一流湾区综合体，吸引更多企业和人才到广州、番禺就业和生活，推动港澳青年在内地的创新、创业发展，成为体现粤港澳大湾区一小时生活圈的“新引擎”。

集团相信，凭借过往在广州成功打造天环广场、天汇广场等一系列品质超卓项目的经验，广州环球贸易广场项目也将推动当地经济发展，协助广州市成为国际消费中心城市的“新引擎”。

## Jianghehui project in Hangzhou named Hangzhou IFC 杭州江河汇项目命名为杭州IFC



With its "seamless city" design concept, Hangzhou IFC will develop premium residences, offices, an upscale shopping mall, a five-star hotel and serviced apartments right next to a metro station on two sites, featuring commercial, financial and tourism elements in a single complex. 杭州IFC将以“无缝城市”为设计理念，在两幅地块上规划优质住宅、办公楼、高级商场、五星级酒店及服务式公寓等邻近地铁项目，汇聚商业、金融和旅游元素于一身。

The Jianghehui project in Qianjiang New City CBD, Hangzhou, was officially named Hangzhou IFC, introducing a large-scale, premium integrated commercial complex in Hangzhou city. Hangzhou IFC is the Group's fourth IFC brand project, comparable to Hong Kong IFC, Shanghai IFC and Nanjing IFC. The Group has a 50% interest in River West and a 45% interest in River East.

Hangzhou IFC, which comprises two neighbouring riverside sites at the intersection of the Qiantang River and the Beijing-Hangzhou Grand Canal, will be developed into a mega integrated complex with an above-ground gross floor area of about nine million square feet, offering offices, a premium shopping mall, hotel facilities, quality residences and serviced apartments. The mega project will become a brand new landmark for Hangzhou.

### Integrated development with seamless connections

Like the other IFC brand projects, Hangzhou IFC is being built to international standards, using premium construction materials and incorporating fine details, and is situated in a strategic location. The project comprises two neighbouring riverside sites at River East and River West. The advantageous geographical location will offer a magnificent view of the Qiantang River.

The Group invited a world-renowned top architectural firm to design the project. Inspired by Hangzhou's unique intangible cultural heritage – leno weaving skills – the project design will apply "integrated development with seamless connections" as its design principle. The project will use the "weaving" concept to plan the different sites and commercial uses. The different segments will be interwoven into a big, inter-connected picture. Based on this design concept, Hangzhou IFC will have premium residences, offices, an upscale shopping mall, a five-star hotel and serviced apartments in close proximity to a metro station on different sites, offering a "seamless city" integrated complex with tourism and financial elements.

Hangzhou IFC will be served by a convenient urban and inter-city transportation network. Three metro links provide speedy connections to various destinations. The project is approximately 3.5km straight-line distance from the Hangzhou East Railway Station. Situated in a prominent location, Hangzhou IFC will attract multinationals and international brands to set up business in this large-scale, premium integrated commercial complex, drawing a new skyline for the city.

集团位于杭州钱江新城中央商务区的江河汇项目，正式命名为杭州国际金融中心，简称杭州IFC，为杭州市引入品质超卓的大型商业综合项目。杭州IFC属于集团第四个IFC品牌项目，势可与香港IFC、上海IFC及南京IFC看齐。集团于江西地块占50%权益，在汇东地块则占45%权益。

杭州IFC由两幅位于钱塘江和京杭大运河交汇处的相邻临江地块所组成，将发展为大型综合项目。地上总楼面面积约83.6万平方米（900万平方呎），提供办公楼、高级商场、酒店设施、优质住宅及服务式公寓等，为杭州带来全新地标。

### 无缝衔接 综合发展

贯彻IFC品牌项目的优势，杭州IFC地理位置优越，将以国际规格设计，选用优质建筑材料，每个细节精心建设。项目由汇东和汇西两幅邻近的临江地块组成，可饱览钱江两岸的壮丽江景，地理位置得天独厚。

集团特别邀请国际著名顶级建筑师事务所担任项目的规划设计，以杭州独有的非物质文化遗产“杭罗织造技艺”为设计灵感，运用“无缝衔接，综合发展”作设计理念。项目将以“穿针引线”的概念，对不同地块、不同商业用途进行规划，再将不同部分串联起来，塑造出一个广阔的互链生活场景。按照有关设计概念，杭州IFC将在不同地块，规划优质住宅、办公楼、高级商场、五星级酒店及服务式公寓等邻近地铁项目，发展为一个集合旅游与金融元素为一体的“无缝城市”综合体。

杭州IFC坐拥便捷的市内和城际交通网络，三条地铁线迅速到达各地，距离杭州东站直线距离约3.5公里。杭州IFC位于黄金地段，将可凭借优质设计，吸引跨国企业和国际品牌进驻这个大型商业综合项目，为市内带来一番新景象。



## The Group announces 2021/22 interim results

### 集团公布2021/22年度中期业绩



Group top management including Chairman & Managing Director Raymond Kwok (centre) hosted the results analyst briefing webcast

集团管理层包括集团主席兼董事总经理郭炳联(中)主持网上分析员简报会

The Group reported that underlying profit attributable to the Company's shareholders for the six months ended 31 December 2021, excluding the effect of fair-value changes on investment properties, amounted to HK\$14,818 million, down approximately 15% year-on-year. Underlying earnings per share were HK\$5.11. The directors declared an interim dividend of HK\$1.25 per share, unchanged from the same period last year.

During the period under review, profit from property sales reached HK\$7,658 million, down approximately 38% from the same period last year. The decrease was attributable mainly to lower sales completions of residential projects in Hong Kong and the mainland compared to the same period in 2020. Contracted sales during the period totalled approximately HK\$23,000 million in attributable terms. Gross rental income, including contributions from joint ventures and associates, increased 2% year-on-year to HK\$12,628 million, and net rental income increased 2% year-on-year to HK\$9,728 million during the six-month period under review. The performance was driven mainly by growth in the mainland portfolio.

The Group is actively developing landmark projects in Hong Kong and on the mainland. The basement work in the large-scale development atop the High Speed Rail West Kowloon Terminus is ongoing; the International Commerce Centre project, adjacent to the Guangzhou South Railway Station, started

construction during the period; the Hangzhou's Jianghehui integrated development was named Hangzhou IFC and recorded good progress; and the 220-metre-tall office tower at ITC in Shanghai will be completed in the first half of this year. All these will help boost the Group's long-term recurrent income.

The Group continued to put its residential projects up for sale when ready, but the pandemic and related social-distancing measures caused uncertainty in the government's issuance of pre-sales approval and the timing of the sales launches. While developing its business, the Group has proactively supported the nation's goal of achieving carbon neutrality and continuously enhanced its Environmental, Social and Governance (ESG) performance.

This year marks the 25th anniversary of establishment of the HKSAR and the 50th anniversary of the Group's public listing in Hong Kong. With full confidence in the mainland and Hong Kong's future, the Group firmly believes that Hong Kong will continue to prosper under 'One Country, Two Systems'. 2022 will be challenging owing to the severity of the pandemic and more stringent social-distancing measures in Hong Kong, and macro factors, such as expected quantitative tapering by major central banks. However, the Group will keep its commitment to Hong Kong, and continue to shoulder its corporate social responsibility by upholding Building Homes with Heart. With its

strengths and continuous pursuit of innovation and excellence, the Group is well-positioned to capture the opportunities that will surely arise after the pandemic and continue its journey of success with Hong Kong.

集团公布截至2021年12月31日止六个月，在撇除投资物业公平值变动的影响后，可拨归公司股东基础溢利为148.18亿港元，较去年同期减少约15%；每股基础溢利为5.11港元。董事局宣布派发中期股息每股1.25港元，与去年同期相同。

回顾期内，来自物业销售的溢利为76.58亿港元，较去年同期减少约38%；溢利减少主要是由于香港及内地住宅销售项目交付数量较2020年同期减少所致。按所占权益计算，集团在期内录得的合约销售额约230亿港元。在六个月的回顾期内，总租金收入包括所占合营企业和联营公司的租金收入按年上升2%至126.28亿港元，净租金收入按年上升2%至97.28亿港元，主要由内地出租物业组合增长所推动。

集团正积极发展多个在香港和内地具标志性的项目：高铁西九龙总站上盖的大型项目正进行地库工程；毗邻广州南站的广州环球贸易广场项目已于期内动工；杭州江河汇项目进展顺利，已命名为杭州国际金融中心；而上海ITC一幢楼高220米的办公楼将于今年上半年落成。长远而言，这些项目将为集团的经常性收入带来增长动力。

住宅物业销售方面，集团保持“货如轮转”策略，项目准备就绪后便立即推出市场销售。然而受疫情及社交距离措施影响，项目审批及推出时间存有不确定性。在业务发展的同时，集团积极响应国家实现碳中和的目标，持续提升在环境、社会及企业管治(ESG)方面的表现。

今年为香港回归25周年，亦是集团在香港上市50周年，集团对内地和香港的前景充满信心，坚信在“一国两制”下，香港将继续繁荣安定。近月香港疫情严峻，社交距离措施大幅收紧，加上外围如主要中央银行实施量化缩减等因素，预计2022年仍充满挑战。不过，集团会信守对香港的承诺，继续肩负企业社会责任，秉持“以心建家”的信念，凭借本身的优势及不断创新求进的精神，定可把握疫情过后的机遇，继续与香港跨步前行。

## SUNeVision announces 2021/22 interim results

### 新意网公布2021/22年度中期业绩

SUNeVision Holdings Ltd. announced its results for the six months ended 31 December 2021. Driven by the demand from both new and existing customers, revenue increased 8% year-on-year (YoY) to HK\$995 million, of which revenue from its data centre and IT business increased 9% YoY to HK\$935 million. EBITDA\* increased 12% YoY to HK\$728 million. Profit\* attributable to the owners of the Company increased 10% YoY to HK\$410 million.

The demand for data centre services remained strong. Firstly, the demand for “connectivity” capacity remained robust as the usage of online applications stayed at a high level, which benefitted MEGA-i, the leading connectivity hub in Asia. Secondly, the demand for “hyperscale” capacity continued to be strong as all major cloud players expanded their capacity in Hong Kong, which benefited SUNeVision's data centres, such as MEGA Two and MEGA Plus. They have state-of-the-art infrastructure and

provide superior services to their clients.

Looking ahead, SUNeVision has an exciting growth pipeline, particularly with its two new data centres, MEGA Gateway in Tsuen Wan and Phase 1 of MEGA IDC in Tseung Kwan O. As SUNeVision's current facilities are nearly full, these two projects will substantially increase its capacity to serve its customers. In addition, MEGA Fanling, SUNeVision's eighth data centre in Fanling, will start operations soon. It is already fully committed and will be occupied by a single cloud service provider.

新意网集团有限公司公布截至2021年12月31日止六个月的业绩。受现有及新客户的需求所推动，收入按年上升8%至9.95亿港元，而其中来自数据中心及资讯科技设施业务的收入按年上升9%至9.35亿港元。EBITDA\*按年上升12%至7.28亿港元，公司股东应占溢利\*按年上升10%至4.10亿港元。

## SmarTone announces 2021/22 interim results

### 数码通公布2021/22年度中期业绩

SmarTone Telecommunications Holdings Limited announced its results for the six months ended 31 December 2021. During the period under review, core business remained resilient, with local service revenue increased 3% compared to the corresponding period last year, while profit attributable to equity holders slightly declined to HK\$251 million from HK\$267 million. After excluding government subsidies received in 1H 2020/21, profit for the period actually increased. To help mitigate the impact of the pandemic and to support its continuing digitalization, SmarTone launched a cost efficiency program and further measures to achieve material productivity improvement and savings, which will be used to reinvest in other priority areas, such as enhancing SmarTone's network and customer services.

SmarTone's 5G network provides nearly full coverage of Hong Kong, including the Penny's Bay Quarantine Centre, and is being extended to other remote areas, including country parks and hiking trails. In response to the pandemic situation in the city, SmarTone has implemented various measures, including providing free data, calls and 5G broadband access to customers under quarantine in Penny's Bay; a special six-month 5G Home Broadband contract offer to cater for families' work-from-home and e-learning needs; and support for the “Jockey Club Digital Support Project for the Elderly”, offering smartphones and

free basic mobile service for elderly citizens to download and use the “LeaveHomeSafe” app.

Looking ahead, the operating environment is expected to be challenging amid the pandemic. SmarTone will continue its digital transformation, with its digital channels and data, supported by AI, to enhance customer service. In view of the increasing number of corporates launching digitalization efforts, SmarTone will provide various solutions to enterprises to help build up their digital capabilities. Since its launch in May 2021, the 5G Lab has welcomed approximately 400,000 visitors and hosted students from more than 200 high schools. SmarTone is committed to educating the youth and developing Hong Kong into a technology hub. As a leading operator in Hong Kong, SmarTone will actively invest in building a world-class digital infrastructure in 5G and beyond, in the belief that it is important for Hong Kong's aspiration to be a technology hub and for its integration with China, specifically with the Greater Bay Area.

数码通电讯集团有限公司公布截至2021年12月31日止六个月的业绩。于回顾期内，核心业务保持稳健，本地服务收入较去年同期增长3%，而股东应占溢利则由去年同期的2.67亿港元微跌至2.51亿港元。在除去2020/21年度上半年获得的政府资助，期内溢利实际有所增长。为减低疫情带来的

市场对数据中心服务的需求仍然殷切。首先，线上应用程序的使用保持在较高水平，对网络连接容量的需求一直保持强劲，MEGA-i作为亚洲领先的网络连接枢纽因而受惠。其次，“超大规模”容量的需求持续强劲，各大云端服务供应商均已在香港扩大其容量，新意网的数据中心（如MEGA Two及MEGA Plus）能为客户提供最先进的基础设施及优质服务而得益。

展望未来，新意网有令人振奋的发展规划，特别是集团自有的两座全新数据中心，即位于荃湾的MEGA Gateway及位于将军澳的MEGA IDC第一期。新意网目前的设施已近乎饱和，上述两个项目将大幅提高新意网服务客户的能力。此外，MEGA Fanling是新意网座落于粉岭的第八个数据中心，即将投入运作并已由一家云端服务公司全面承租。

\* Excluding Covid-19 related subsidies  
\* 不包括2019冠状病毒病相关补贴

影响及配合持续数字化，数码通推行成本效益计划及制定额外措施提升生产力及节省开支，所节省的成本将投资于提升网络、客户服务等重要方面。

数码通的5G网络现已接近覆盖全港，包括竹篙湾检疫中心，并积极拓展至主要登山道及郊野公园。数码通因应疫情推出多项措施，包括为竹篙湾强制隔离客户提供免费数据、通话分钟及5G宽频服务，还特别推出六个月5G家居宽频服务合约，配合市民居家办公及网上学习的需要，同时支持赛马会“智融易”长者数码支援计划，向年长者提供智能电话及免费移动通讯基本服务，以便年长者下载及使用“安心出行”APP。

展望未来，预期疫情下的营商环境充满挑战，数码通将继续进行数字化转型，通过数字化渠道和数据，结合人工智能提升客户服务。随著更多企业开展数字化计划，数码通将会通过提供各类方案，协助企业建立数字技术。于2021年5月开幕的5G Lab已吸引40万名访客及来自200多所中学的学生，数码通将致力教育年轻新一代，促进香港发展成为科技枢纽的关键。数码通作为本港领先的移动网络商，积极投资建设世界级的5G及其他先进的数字化基建，相信此乃香港成为科技枢纽的关键，也能协助香港融入中国内地及大湾区。



# The Group fully supports Hong Kong's fight against the pandemic

## 集团全力支援香港抗疫



Community isolation facility in Tam Mi, Yuen Long was completed and handed over to the government for use  
元朗潭尾社区隔离设施已落成，并正式交付予政府营运

The Group announced a series of anti-pandemic measures, including lending at no charge two pieces of land with a combined site area of 14 hectares to the government for building temporary isolation and treatment facilities; offering two hotels with about 1,000 rooms for isolation in support of the Community Isolation Facility Hotel Scheme; playing anti-pandemic videos in various premises; displaying a slogan to rally territory-wide support in the anti-pandemic fight on the ICC façade; providing two commercial premises of the Group as venues for community vaccination; providing 400,000 COVID-19 rapid test kits to frontline anti-pandemic forces, the underprivileged and the Group's employees; distributing 30,000 anti-pandemic caring kits; providing 25 medical-grade disinfection robots to the Hospital Authority; and donating supporting materials worth more than HK\$15 million.

**Group Chairman and Managing Director Raymond Kwok** said: "All sectors of society should join hands to combat the fifth wave of infections. The Group has continued to fully support the government to curb the pandemic. With the great assistance and care of the country and the concerted efforts of the community, Hong Kong should be able to quickly overcome the pandemic."

### 1. Lending for free two pieces of land as isolation and treatment facilities

In the anti-pandemic race, every second counts. The Group swiftly identified two pieces of land with a combined site area of 14 hectares for the government to build temporary isolation and treatment facilities to help alleviate the immense pressure on the public healthcare system. One site is in Tam Mi, Yuen Long (10 hectares) and the other is the former San Tin Shopping City (four hectares), jointly owned by the Group and Henderson Land Development Company Limited. Sitting right next to Castle Peak Road, the Tam Mi site is flat and has road access, also with power supply for an easy connection to the government's water supply and sewage systems. Both sites offered for community isolation facilities were completed construction and handed over to the government for use.

### 2. Providing places in two commercial premises as venues for community vaccination

The Group believes that vaccination is crucial to combating the pandemic. By offering places in its commercial premises to set up two additional venues, which are located in Millennium City in Kwun Tong and Landmark North in North District for community vaccination, they offer convenience to the elderly and children in those

districts for boosting the vaccination rate of these two high-risk groups.

### 3. Providing 400,000 COVID-19 rapid test kits to frontline anti-pandemic forces, the underprivileged and the Group's employees

The Group quickly sourced 400,000 rapid antigen test kits, 100,000 will be given to frontline workers and the underprivileged through the Democratic Alliance for the Betterment and Progress of Hong Kong, the Hong Kong Community Anti-Coronavirus Link, and the Hong Kong United Youth Association. The beneficiaries will include cleaners and



The Group provided 25 medical-grade disinfection robots to public hospitals and clinics  
集团已提供25部医用消毒智能机器人予公立医院或诊所使用

securities that work amid the pandemic, and people living in 'three-nil' buildings. Another 100,000 kits are for the Hong Kong Police Force to support their anti-pandemic efforts. The remaining 200,000 will be given to the Group's employees for health monitoring.

### 4. Distributing 30,000 anti-pandemic caring kits

The Group donated 30,000 anti-pandemic caring kits, of which 10,000 were distributed to people in urgent need and frontline healthcare workers. The remaining 20,000 caring kits would be given out in batches to people under isolation in the Tam Mi and San Tin facilities. The packs contain rapid antigen test kits, face masks, disinfection products and daily supplies for alleviating urgent needs.

### 5. Providing 25 medical-grade disinfection robots to the Hospital Authority

The Group donated 25 medical disinfection robots to public hospitals and clinics. The robots feature two disinfection modes – ultraviolet rays and spray – which can effectively kill the coronavirus in a large area and prevent virus spreading in hospitals. This provides a safe environment for healthcare workers and patients, and enhances the disinfection efficiency in the premises.

The Group firmly believes that with city-wide efforts and the Central Government's support, Hong Kong will beat the pandemic, enabling the local economy to recover shortly.



The Group broadcasts the government's "vaccine pass" promotional video in its major malls  
集团将在主要商场播放政府“疫苗通行证”宣传片

集团相继公布一系列的抗疫措施，其中包括无偿借出两幅共14公顷土地供政府兴建临时隔离及治疗设施、提供两间酒店共约1,000个房间参与社区隔离设施酒店计划、在旗下各类物业播放防疫宣传片、在环球贸易广场外墙展示“上下一心 同心抗疫”标语、借出两个商业地点作为社区疫苗接种中心、提供40万套快速测试包予前线抗疫人员、基层群体和集团员工、派发30,000份“新地爱心抗疫包”，提供25部医用智能消毒机器人予医管局，以及提供逾1,500万港元的支援物资。

**集团主席兼董事总经理郭炳联**表示：“第五波疫情来势汹汹，需要社会各界上下一心共同抗疫，集团一直全力支持配合政府稳控疫情的工作，相信在国家强而有力的支援和关怀下，加上社会各界团结一致，香港可以尽快战胜此次疫情。”

**1. 无偿借出两幅土地建隔离及治疗设施**  
抗击疫情争分夺秒，集团迅速物色了两幅共14公顷、基础设施相对齐备的土地，供政府迅速兴建临时隔离及治疗设施，尽快舒缓疫情对公共医疗系统的巨大压力。两幅土地分别位于元朗潭尾（占地10公顷）和与恒基兆业地产有限公司共同拥有的前新田购物城地点（占地4公顷）。潭尾土地位于青山公路旁，有道路连接，土地平坦，有电力供应，可轻易接驳政府饮用水管道及排污渠；两幅土地已建成社区隔离设施之用，并已交付政府营运。

**2. 借出商业楼面作为两个社区疫苗接种中心**  
集团相信接种疫苗是对抗疫情的重要一环，将安排在旗下两个商业楼面设立社区疫苗接种中心，方便区内的年长者及儿童接种疫苗，提升这两个高危群体的接种率，两个接种中心地点分别位于观塘创纪之城及上水广场。

**3. 提供40万套快速测试包予前线抗疫人员、基层群体和集团员工**  
集团已迅速搜罗40万套快速抗原病毒测试包，其中10万套会通过民建联、全港社区抗疫连线和香港青年联会赠予有需要的前线抗疫人员及基层市民，例如处于抗疫前线的清洁工人、保安员、居



The Group offered two hotels with about 1,000 rooms as community isolation facilities  
集团提供了旗下两间酒店共约1,000房间，作为社区隔离设施

住于“三无”大厦的人士等，另外10万套将提供予香港警务处，以协助前线抗疫工作，余下20万套将派发予集团员工，以确保同事在坚守岗位服务社会的同时保障身体健康。

**4. 派发30,000份“新地爱心抗疫包”**  
集团亦准备了30,000份“新地爱心抗疫包”，其中10,000份送给有迫切需要的人士及前线医护人员。余下的20,000份已分批派给在潭尾及新田隔离中的人士。抗疫包内有快速抗原测试包、口罩、消毒用品及日常物资等，可缓解燃眉之急。

**5. 提供25部医用智能消毒机器人予医管局**  
集团已提供25部医用消毒智能机器人予公立医院或诊所使用，使用者可选用该批机器人的“二合一”紫外光或喷雾功能，有效大范围消灭新冠病毒，防止医院内病毒传播，提供安全的环境予医护人员及病人，也让医院的清洁消毒工作更安全快捷、更有效率。

集团深信在社会上下一心和中央支援下，将会有效战胜疫情，令社会经济早日恢复正常和动力。





KW Lo  
卢经纬  
General Manager (Office Leasing) of  
Sun Hung Kai Real Estate Agency  
新鸿基地产代理总经理 (写字楼租务)

## Lo King-wai: ICC and the commercial complex atop the High Speed Rail West Kowloon Station set to become an international commercial hub in the Greater Bay Area

The International Commerce Centre (ICC) is the tallest building in Hong Kong and one of Hong Kong's major landmarks. Recently, it was awarded the 10-Year Award of Excellence by the Council on Tall Buildings and Urban Habit (CTBUH), in recognition of its outstanding performance in terms of user satisfaction, socio-economic benefits, and contribution to the city's sustainable development. Lo King-wai, General Manager (Office Leasing) of Sun Hung Kai Real Estate Agency, who is responsible for leasing at the ICC, said that the commercial complex atop High Speed Rail West Kowloon Station under construction, will fully synergize with the adjacent ICC, two five-star hotels and the West Kowloon Cultural District to become an international commercial hub in the Greater Bay Area (GBA), further facilitating the development of Hong Kong's trading and tourism industries.

### Maintaining effective and efficient communication with tenants

Fully completed in 2010, ICC is one of the Group's most significant transit-oriented complexes, with approximately 2.5 million square feet of office space alone. Although the ICC has received numerous international accolades, KW still feels that the CTBUH award means a lot: "The project has been favoured by multiple corporations from around the world over the years, and one of the keys to its success is the team's willingness to learn and put simply, this means listening to and understanding the clients' needs and responding promptly" says KW.

KW is grateful for the high expectations of tenants, as this drives his team and him to seek

continuous improvements: "Many international corporations that have experienced quality office services around the world expect us to offer the same, and their sharing has broadened our horizons, enabling the team to respond quickly to market needs and to optimize the use of technology to provide world-class services."

### Tailor-made attentive services for clients

ICC's target clients are financial institutions and large multinational corporations. They tend to look for a higher standard of hardware and services. Recalling the leasing process in which ICC was favoured by three large international financial institutions to lease a total of 1.2 million square feet of office space, KW said, "When dealing with large occupiers, our goal is to address their concerns to gain their trust." For

example, some clients prioritize the flexibility of the lease terms to suit their business development; while some financial institutions may be particularly concerned about the reliability of the electricity supply. The team endeavours to coordinate with all the parties to create a tailor-made solution for each tenant. "It is these challenging requests that stimulate our creativity, driving the team to think outside the box for service enhancement," said KW.

### Located at a key transport hub, the ICC and the complex atop the high-speed rail will leverage synergy

The commercial complex atop the High Speed Rail West Kowloon Station is currently under construction. Upon completion, it will provide approximately 2.6 million square feet of office

“Following the success of the ICC landmark, the Group is building a commercial complex atop the High Speed Rail West Kowloon Station. By combining both green and wellness elements, the new project will leverage synergy with the adjacent ICC, two five-star hotels and the West Kowloon Cultural District to become an international commercial hub in the GBA, promoting the development of Hong Kong's trading and tourism industries”

space, and 600,000 square feet of shopping mall space. The project combines green and wellness elements to meet the Platinum certification in Leadership in Energy and Environmental Design (LEED), WELL and BEAM Plus. The project features public green space of about 100,000 square feet, an outdoor viewing deck and part of the West Kowloon Parkway, a 1.5-kilometre walking trail from Yau Tsim Mong to Tai Kok Tsui, including the West Kowloon Cultural District, bringing the old and new communities into harmony.

KW is confident that when the project is completed, it will help leverage the strong synergy with the adjacent ICC: "The two projects will provide approximately five million square feet of office space and 1.6 million square feet of retail space in the West Kowloon," he said. "West Kowloon is now a unique concentration of cultural, arts and leisure facilities in Hong Kong. The High Speed Rail West Kowloon Station provides excellent accessibility to the GBA and the mainland, and an Airport Express check-in station is just a few minutes' walk from the ICC. This incomparable transportation convenience will be the Group's strength in making its two West Kowloon's landmark projects become one of the most fashionable and vibrant commercial hubs in Hong Kong."

### Leasing market's intense competition drives the active strengthening of ESG performance

Hong Kong's office leasing market is highly competitive, KW pointed out. In view of many large-scale Grade-A commercial buildings that will be successively completed in the future, he said the Group will enhance the quality of both the hardware and software in its properties to maintain its leading position. "Nowadays, when considering whether to lease a site, more corporations look at whether the owner takes a socially responsible approach in its investment projects from a sustainability perspective. This drives our teams to commit to its environmental, social and corporate governance (ESG) principles in the design, construction and future operations of our projects." As for software, KW believes that with quality management services, coupled with close, long-term relationships with its tenants, demand for the Group's office portfolio will continue to be strong.

### Office leasing performance remains satisfactory amid the pandemic

The pandemic, which has lasted over two years, has a major impact on the local and global economy, together with the growing popularity of working from home, leading to pressure on the office-leasing business, KW believes that the impact of the work-from-home culture will take time to be seen. Amid the pandemic, the team has maintained close communication with its tenants to understand their needs, and has been actively working on disinfection and air quality management through the use of the new technology, allowing the tenants to work at ease. As a result, the Group's office portfolio continued to see a satisfactory overall occupancy rate in 2021. He said the demand for quality office space will remain strong once the pandemic subsides.

### Management theory: giving colleagues a sense of satisfaction

"To build a cohesive and trusting team, it is important to create an atmosphere in which colleagues are willing to share information and experience," he said. KW values the personal development of every teammate, which gives them a sense of satisfaction at work. He empowers his subordinates to take on responsibility, and encourages them to learn and improve their professionalism, so that they can lead their own teams with confidence in tackling different challenges. Referring to his hobby, collecting model trains, KW joked: "Like watching a model train dragging its trucks along tracks in an orderly manner, it's very therapeutic and satisfying to see my colleagues develop their potential and work on their own!"



ICC received BREEAM In-Use Outstanding rating by the green building assessment system in recognition of the project's sustainable development  
ICC 获英国建筑研究所颁发绿色建筑评估系统BREEAM In-Use “杰出”评级



ICC attaches great importance to the responsibility of social sustainable development, and is the race venue of the SHKP Vertical Run for Charity – Race to Hong Kong ICC, promoting its belief of Sports-for-Charity  
环球贸易广场重视社会可持续发展的责任，包括成为“新地公益垂直跑-勇闯香港ICC”的比赛场地，宣扬“运动行善”精神



## 卢经纬：ICC与西九高铁站上盖商业综合项目 势将成为大湾区的国际级商业枢纽

环球贸易广场 (ICC) 不仅是全港最高的建筑物，也是香港主要地标之一，近期更获“世界高层建筑与都市人居学会” (CTBUH) 颁发十年卓越奖，以表彰项目在用户满意度、对社会经济效益，以至对城市可持续发展的贡献皆有卓越表现。专门负责ICC租务的新鸿基地产代理总经理 (办公楼租务) 卢经纬表示，在建中的西九高铁站上盖商业综合项目，未来将与附近的ICC、两间五星级酒店及西九文化区充分发挥协同效益，成为大湾区的国际级商业枢纽，并促进香港商贸和旅游业发展。

**与租户保持“有效”和“高效”的沟通**  
ICC于2010全面落成，是集团其中一个最重要的交通导向综合项目，单是办公楼总楼面面积便占约23.2万平方米（250万平方呎）。尽管ICC在国际上屡获殊荣，但这次得到CTBUH的嘉许，卢经纬仍感受良多：“项目多年来一直得到世界各大企业的青睐，原因之一是团队具有愿意学习的特质。简单来说，是既及时了解客户需求，还要迅速作出反应。”

卢经纬感激租户提出高要求，有助推动自己和团队不断进步：“不少国际企业在世界各地体验到优质办公楼服务后，都会向我们提出相同要求，无形中开阔了我们的眼界，使团队能及时回应市场所需，优化科技应用，提供国际认可的服务。”

**为客户制定度身服务**  
ICC的目标客户是金融机构和大型跨国企业，他们对办公楼的硬件和服务要求更

高。卢经纬回想招租过程中，ICC获三个大型国际金融机构垂询，共租用11.15万平方米（120万平方呎）的办公楼。“面对这些大租户，要得到他们的信任，先要解除他们的疑虑。”例如有客户会优先考虑租赁条款是否具有足够弹性，以配合其业务发展；也有金融机构特别重视电力供应的情况。面对每一个要求，团队都会尽力与各方充分协调，务求为租户度身定制解决方案。“正因为这些具挑战性的要求，才会激发我们的创意，促使团队突破思考的框架，提升服务水平。”

**位处重要交通枢纽**  
**ICC与高铁上盖项目将发挥协同效应**  
在建中的西九龙高铁站上盖商业综合项目，落成后将提供约24万平方米（260万平方呎）办公楼面积，以及一个占地55,740平方米（600,000平方呎）的商场。项目融合绿色及健康元素，

以争取符合能源与环境设计先锋评级（LEED）、WELL及“绿建环评”（BEAM Plus）铂金级认证。特色包括约9,290平方米（100,000平方呎）公共绿化空间、户外观景台，以及西九花园绿道的其中一部分；步道全长1.5公里，将油尖旺至大角咀一带与西九文化区连接起来，令新旧社区共融。

卢经纬有信心项目落成后，与毗连的ICC产生强大的协同效应：“两项目将在西九龙提供约46.45万平方米（500万平方呎）办公楼，以及14.86万平方米（160万平方呎）的零售面积。目前，西九龙已成为香港独有的文化、艺术和休闲设施集中地；西九龙高铁站则贯通大湾区以至全国，而由ICC到机场快线及预办登机设施，仅需几分钟步程，交通往来极为方便。这难以取代的地理优势将令集团两个西九龙地标项目成为香港最时尚和充满活力的商业枢纽。”

“集团继成功打造ICC这座地标后，正兴建西九高铁站上盖商业综合项目。新项目融合绿色及健康元素，未来将与邻近的ICC、两间五星级酒店及西九文化区充分发挥协同效益，成为大湾区的国际级商业枢纽，并促进香港商贸和旅游业发展。”



Lo King-wai (first left) expresses thanks for the collaborative efforts of all departments under the Group for the international accolades won by ICC  
卢经纬 (左一) 表示全凭集团各部门通力合作，才能令ICC在国际上屡获殊荣

**租务市场竞争激烈**  
**积极强化项目ESG绩效**  
香港的办公楼租务市场竞争激烈，加上未来不少大型甲级商厦相继落成，卢经纬表示集团一直提升旗下物业“硬件”和“软件”的品质，以保持领导地位。“现今愈来愈多企业，会视乎大业主有否从可持续发展的角度，令旗下投资物业项目担当更多社会责任，才决定租用选址，所以我们的团队在项目设计、建筑及未来营运上会贯彻环境、社会及企业管治 (ESG) 的准则。”至于软件方面，卢经纬深信，凭著优质的管理服务，加上与租户保持长远

而紧密的关系，租户对我们的办公楼组合的需求仍然强大。

**疫情下办公楼租务表现仍令人满意**  
持续逾两年的疫情，对本地以至全球经济带来影响，加上“居家办公”渐趋流行，究竟对办公楼租务会否带来压力？卢经纬认为，“居家办公”模式带来的影响仍需时间观察。但疫情期间，团队尽力与租户紧密沟通，了解租户的需要，并且通过新科技应用，积极做好消毒和空气质量管理的工作，令租户可以更安心工作。所以回顾2021年，集团的办公楼组合仍录得满意的整体出租率。他认为疫情缓和后，优质的办公楼需求依然殷切。

**管理团队哲学：让同事有满足感**  
“要建立一支有凝聚力、互相信任的团队，在于营造一个大家愿意分享资讯和经验的气氛。”卢经纬重视团队每位成员的个人发展，令他们在工作找到满足感；并会赋权予下属，让他们更敢于承担责任，同时鼓励他们努力学习和提高自己的专业水平，有自信地领导小组应对不同挑战。喜欢收集火车模型的他更打趣道：“见到同事能独当一面，在工作中发挥所长，就好像看著模型火车，拖著车沿著路轨有序驰行，感觉很治愈，也很有满足感！”



Apart from enjoying parent-child get-along, collecting model trains is also one of Lo King-wai's leisures  
除享受亲子时光外，收集火车模型也是卢经纬的业余爱好之一

ICC's Major Awards 主要奖项	Issued Institute 颁发机构	Award Year 年份
CTBUH 10-Year Award of Excellence CTBUH十年卓越奖	CTBUH Hong Kong Chapter CTBUH香港分会	2021
WELL Health-Safety Rating for Facility Operations certificate “WELL健康—安全评价准则” 物业设施运营管理证书	International WELL Building Institute WELL建筑研究院	2021
BREEAM In-Use Outstanding rating by the green building assessment system 绿色建筑评估系统BREEAM In-Use “杰出” 评级	British Research Establishment 英国建筑研究所	2020
Final Platinum certification under BEAM Plus Existing Buildings Version 2.0 绿建环评既有建筑2.0版最终铂金级	Hong Kong Green Building Council 香港绿色建筑议会	2017
Asia Pacific Property Award – Best Mixed-Use Development Hong Kong 亚太区房地产大奖—香港最佳综合发展奖	International Property Awards	2013
Quality Building Awards 优质建筑大奖	The Hong Kong Construction Association 香港建造商会	2012
HK-BEAM Platinum certification 香港建筑环境评估法 (BEAM) 认证的最高曾铂金评级	Hong Kong Green Building Council 香港绿色建筑议会	2011



## SHKP malls' Customer Care Ambassador teams take home over 80 awards and recognition

新地商场亲客大使团队勇夺80多个奖项及认证



SHKP malls' Customer Care Ambassador teams stand out in the 2021 Service Talent Award with over 80 awards and recognition  
新地商场亲客大使团队在“2021杰出服务奖”中，勇夺超过80个奖项及认证，表现优异

SHKP malls' premium customer service has been widely recognized by the industry, with the latest recognition received from the 2021 Service Talent Award, organized by the Hong Kong Retail Management Association. SHKP malls' Customer Care Ambassador teams clinched over 80 awards and other recognition, including gold and bronze in the Retail Excellence Award, and gold, silver and bronze by six Customer Care Ambassadors in the individual awards.

### Recognition from the Oscars of retail

For years, the Group has nominated its shopping mall frontline teams to participate in the Service Talent Award, aka the Oscars of retail, to learn from other top talents in the industry. This year, 21 major SHKP malls took part in the competition. The participating Customer Care Ambassadors demonstrated their service excellence and resilience during several rounds of mystery shopper assessments and group interviews, bringing them recognition and exceptional results.

For the company awards, APM, Metroplaza and YOHO MALL won gold, bronze and a certificate of merit, respectively, in the Retail Excellence Award. APM, New Town Plaza and YOHO MALL received the Top 10 My Favourite Outstanding Service Retail Brand by public votes. They were the only shopping malls to attain this honour.

In addition, APM, New Town Plaza I, Tai Po Mega Mall, Uptown Plaza and YOHO MALL took half of the places in the debut Top 10 Outstanding Flagship Service Stores award. Again, they were the only shopping malls on the winners list.

Among the individual awards, Cheng Pui-ki, from Tai Po Mega Mall, and Chow Wai-yu, from K-Point, won gold awards in the Property Management (Junior Frontline Level) and STA New Participating Brands (Junior Frontline Level) respectively. Six SHKP malls' Customer Care Ambassadors also won silver, bronze and outstanding performance in the individual awards. And 14 Customer Care Ambassadors were named Excellent Service Stars for getting full marks in the Mystery Shopper Assessments.

### Enhancing customer service through smart technology

Cris Fung, Leasing – Retail Marketing and Customer Relations General Manager, Sun Hung Kai Real Estate Agency Limited, said she was thankful that the Customer Care Ambassador teams keep delivering professional, caring service during the pandemic last year. Cris Fung continued, “In the face of the pandemic challenges, in addition to ensuring that SHKP malls implement comprehensive anti-pandemic measures, our customer service teams have provided professional, attentive service in the new normal. SHKP has also strategically driven smart facility and automation in its malls, including the use of various cutting-edge smart robots, touch-free installations, a 5G Smart Restroom system, and multiple smart property and facility management systems. Integrating the new technology with attentive service further enhances the new standard of service, thus increasing the malls' competitiveness.”

新地商场的顾客服务表现卓越，屡获业界赞赏。最近，在香港零售管理协会举办的“2021杰出服务奖”中，新地商场的亲客大使团队勇夺逾80个奖项及认证，包括团体奖项“杰出服务策划大奖”金奖及铜奖，另有六位亲客大使在个人组别荣获金、银、铜奖，表现突出。

### 获零售业界奥斯卡嘉许

集团多年来推荐商场前线服务团队参加有零售业界奥斯卡之称的“杰出服务奖”，借此让前线服务团队与业界精英互相学习、切磋。本届共有21个新地重点商场派员参赛，经过多轮神秘顾客评审及小组面试后，参赛的亲客大使团队凭著优良的服务水平及灵活的应变能力，赢得评审嘉许，获取优异成绩。

在团体奖项方面，APM、新都会广场及YOHO MALL分别获得“杰出服务策划大奖”金奖、铜奖及优秀奖。APM、新城市广场及YOHO MALL获公众投票为“十大我最喜爱杰出服务零售品牌”，是唯一获此奖项的商场。此外，APM、新城市广场一期、大埔超级城、新达广场及YOHO MALL更在首届“十大杰出旗舰服务店”奖项中夺得一半席位，同时成为获奖的唯一商场代表。

在个人奖项中，大埔超级城的郑佩琪和锦荟坊的周玮瑜，分别夺得“商场 / 物业管理组别（基层级别）”及“STA新秀组别（基层级别）”的金奖，另外六位新地商场亲客大使获颁个人组别的银奖、铜奖及优越表现奖。另外，14名亲客大使在“神秘顾客评审”中取得满分佳绩，获颁发“优质服务之星”。

**结合智能科技 提升顾客服务**  
新鸿基地产代理有限公司租务部（商场市务及客户关系）总经理冯翊琳感谢各亲客大使团队在过去一年的努力工作，无惧疫情，继续为顾客带来专业细心的服务。冯翊琳续指：“在疫情的挑战下，在确保商场继续执行全面的防疫措施外，顾客服务团队能够在新常态下提供专业而贴心的服务。同时，新地策略性地推动商场设施智能化和自动化，包括采用各类尖端的智能机器人、加装免触式装置、打造5G智能洗手间系统及开发多个智能化物业设施管理系统等，以新科技结合人性化服务，提升崭新服务水平及增加商场竞争力。”

2021 Service Talent Award		2021 杰出服务奖	
TEAM AWARDS		团体奖项	
Retail Excellence Award 杰出服务策划大奖	Gold 金奖	APM	
	Bronze 铜奖	Metroplaza 新都会广场	
	Merit 优秀奖	YOHO MALL	
Top 10 My Favourite Outstanding Service Retail Brand 十大我最喜爱杰出服务零售品牌	APM, New Town Plaza, YOHO MALL APM、新城市广场、YOHO MALL		
Top 10 Outstanding Flagship Service Store 十大杰出旗舰服务店	APM, New Town Plaza I, Tai Po Mega Mall, Uptown Plaza, YOHO MALL APM、新城市广场一期、大埔超级城、新达广场、 YOHO MALL		
Outstanding Flagship Service Brand 杰出旗舰服务品牌	APM, East Point City, Metroplaza, Metropolis Plaza, MOKO, New Town Plaza I, New Town Plaza III, Park Central, PopWalk, Ocean PopWalk, Tai Po Mega Mall, Tsuen Wan Plaza, Uptown Plaza, V Walk, YOHO MALL, Park Circle  APM、东港城、新都会广场、新都广场、MOKO、新城市广场 一期、新城市广场三期、将军澳中心、天晋汇、海天晋汇、大埔 超级城、荃湾广场、新达广场、V Walk、YOHO MALL、Park Circle		
INDIVIDUAL AWARDS*		个人奖项*	
Property Management (Junior Frontline Level) 商场 / 物业管理组别 (基层级别)	Gold 金奖	Tai Po Mega Mall 大埔超级城	Cheng Pui-ki 郑佩琪
	Silver 银奖	New Town Plaza I 新城市广场一期	Cheung Sze-yiu 张思摇
	Bronze 铜奖	Metropolis Plaza 新都广场	Chan Yuk-mei 陈玉媚
	Outstanding Performance 优越表现奖	New Town Plaza I 新城市广场一期	Mo Yee-hung 毛绮红
Tsuen Wan Plaza 荃湾广场		Koon Ching-man 官静雯	
STA New Participating Brands (Junior Frontline Level) STA新秀组别(基层级别)	Gold 金奖	K-Point 锦荟坊	Chow Wai-yu 周玮瑜
Retail Services (Supervisory Level) 零售服务组别(主管级别)	Silver 银奖	Tsuen Wan Plaza 荃湾广场	Leung Nga-wing 梁雅咏
	Bronze 铜奖	New Town Plaza I 新城市广场一期	Chan Hoi-ting 陈凯婷
* Another 34 Customer Care Ambassadors were recognized as Retail Ambassadors. And 14 Customer Care Ambassadors were named Excellent Service Stars for getting full marks in the Mystery Shopper Assessments *另有34名亲客大使成为“零售大使”：14名亲客大使于“神秘顾客评审”中取得满分佳绩，获颁发“优质服务之星”			



## Building Homes with Heart Caring Initiative continues to care for the elderly amid the pandemic

### “以心建家送暖行动” 疫情下继续关怀年长者

The Group continued to serve the elderly at Lunar New Year despite the recent pandemic severity. In early February, the Group sent gift bags to 4,000 elderly singletons and couples in Southern District and Kwun Tong under the Building Homes with Heart Caring Initiative for festive blessings..

In addition, the Redevelopment of Pak Tin Estate – Neighbourhood Support Programme, which the Group's volunteer team participated in for three consecutive years, was successfully completed. During the period, the team provided various forms of support to 600 elderly who were relocated due to redevelopment, including home inspections, basic renovations, daily condolences, anti-pandemic kits and festive celebrations. On Lunar New Year's Eve, charity poon Choi were prepared by the Royal Plaza Hotel and the volunteer team for the elderly who had just moved in. The team also prepared mosaic photo stands as housewarming gifts to celebrate the move-in joy with the elderly amid the pandemic.

虽然近期疫情非常严峻，仍无阻集团在新春佳节为年长者送暖。二月初，集团通过“以心建家送暖行动”派发新春福袋，为4,000名南区及观塘的独居及双老年长者送上节日祝福。

另外，集团义工队连续三年参与的“白田村重建—友情人邻里”计划最近圆满结束。期间，义工队共为600名受重建影响而调迁的年长者提供了不同支援，包括验楼、基本装修、日常慰问、派发防疫物资及节日问候等。农历新年前夕，义工队联同帝京酒店别出心裁地为新入住的各位年长者设计了“长者聚宝盆菜”，让他们带回家享用。义工更亲手制作满载祝福的马赛克相架，作为新居贺礼，在疫情下与年长者共庆乔迁之喜。



Under the Building Homes with Heart Caring Initiative, gift bags were dispatched annually for festive celebration with the elderly amid the pandemic

“以心建家送暖行动” 每年送出新春福袋，与年长者在疫情下共庆佳节



The volunteer team prepared a move-in feast of a delicate *poon Choi* and handmade mosaic photo stands to send blessings to the elderly amid the pandemic

义工队在疫情下为年长者准备“入住宴”，为他们送上精美盆菜及亲手制作的马赛克相架，祝福满满

## SHKP-Kwoks' Foundation continues to support students amid the pandemic

### 新鸿基地产郭氏基金 疫情下持续支援学生

The SHKP-Kwoks' Foundation (the Foundation) has various ongoing charity projects, which have been going smoothly despite the pandemic. The Foundation works closely with the beneficiary units and students, conducting selection and assessment as usual through both online and offline channels to ensure that scholarships

and bursaries can be distributed as scheduled to reduce the financial burden and avoid any adverse impact on the students. The student associations actively carry out various extracurricular activities, especially voluntary projects focusing on community welfare, to pass on the torch.

SHKP-Kwoks' Foundation Executive Director Amy Kwok expressed delight at the optimistic and positive attitude of the students, and the Foundation would take up corporate social responsibility at this critical moment.

尽管疫情持续，但新鸿基地产郭氏基金（下称基金）各慈善项目仍然畅顺进行。基金与各受助单位及同学保持紧密联络，通过线下与远程线上互相结合，如常展开各项的评选和考察工作，确保奖助学金能如期发放，以免贫困学生因经济负担而影响学习。同学会社团还积极全方位地开展各类课余活动，特别是社区公益等义务工作，以期薪火相传。

新鸿基地产郭氏基金执行董事郭婉仪对同学们的乐观积极奋发向上的态度表示欣慰，指出基金会继续在此关键时刻肩负企业责任，回馈社会。



The benefitted students not only focus on their academic work, but also actively engage in extracurricular activities to serve the community

受助学生用功学习之余，还积极参与课余活动，服务社群



