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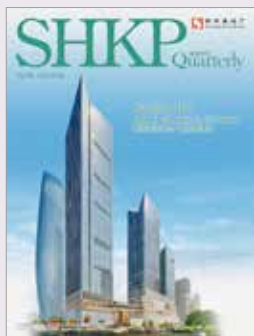


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Sun Hung Kai Properties

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Quarterly

Vol 90 | Q4 2018

Nanjing IFC  
soon to complete its first tower  
南京国金中心一期即将落成



## Nanjing IFC soon to complete its first tower 南京国金中心一期即将落成

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以 心 建 家 Building Homes with Heart

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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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# Nanjing IFC soon to complete its first tower

Nanjing IFC, the Group's first ever investment in Nanjing, is progressing well. The first office tower and the shopping mall are about to be completed while the remaining sections are on schedule.

Nanjing IFC is the third IFC project after Hong Kong and Shanghai. Like its counterparts, Nanjing IFC is being built to international standards, using premium construction materials and incorporating fine details on a prime site, coupled with the addition of modern facilities and professional, caring management services. Boasting a gross floor area of 316,000 square metres (3.4 million square feet), the project will comprise super grade-A offices, a grand luxury shopping mall and five-star hotel in three separate buildings inter-connected on the podium roof. Integrated developments that are built to international standards are rare in the district, putting Nanjing IFC in a position to become a true city landmark.

## Key location in the Hexi Central Business District

Nanjing IFC is located in the Hexi Central Business District, which is one of the major CBDs in eastern China, comparable to the Lujiazui Finance and Trade Zone in Shanghai's Pudong area. The prime site sits in close proximity to the Nanjing International Expo Center as well as office clusters that include regional headquarters of financial institutions, telecommunications companies and media organizations, plus several large commercial projects currently under development.

Nanjing IFC is also located nearby Hexi's major transport hub, providing optimal transportation convenience. As one of the few integrated projects designed atop a Nanjing metro station, Nanjing IFC will offer seamless connection at Basement 1 to the Metro Yuantong Station where visitors can enjoy exclusive swift access to Nanjing Metro

Line 2 and Line 10. In front of the site as well is a tram station, which also offers easy access across the city. The complex at the junction of Hexi Street and Jiangdong Middle Road is also near to many main roads with fast connections to major highways. Travelling to other cities and provinces as well as to the international airport is fast and easy. Nanjing IFC is about a 15 minutes' drive to CRH Nanjing South Railway Station and about a 40 minutes' drive to Nanjing Lukou International Airport.

## Stylish complex that shimmers

Designed by a world-renowned architectural firm, Nanjing IFC's design throughout was inspired by the image of crystals. Built of glass and various other fine materials embellished with thoughtful details, the giant crystal-like towers are designed such that their facades, tower crowns, podiums and lobby entrances will refract natural incoming light to create spectacular, ever-changing rays of illumination.

Located at a strategic site in the Hexi Central Business District, Nanjing IFC is one of the few integrated developments in the area  
南京国金中心位于河西中央商务区黄金地段·属区域内罕见的综合发展项目

The complex is destined to serve as a dynamic new backdrop to the nearby commercial projects.

Landscaped spaces are yet another feature of Nanjing IFC. An open piazza covering almost 1,860 square metres (20,000 square feet) in attributable terms is being constructed on the eastern side while outdoor landscaped areas will adorn the podium roof for people to slow down and enjoy the moment.

### **Multinationals soon to move into the office tower**

Nanjing IFC will have two office towers – Nanjing One IFC and Nanjing Two IFC, providing around 186,000 square metres (two million square feet) of super grade-A office space. Efficient designs and layouts have been adopted to enable tenants to maximize and optimize their needed space. The high specification facilities and management services will together create a safe, comfortable and dependable work environment for tenants to focus on their business operations.

The stylish office lobby entrance has been designed to resemble a five-storey high glass box. The large glass window panes will let in a great deal of natural light, giving it a brighter and more spacious feel. Visitors taking the escalators up to the elevated office lobby on Level 5 can also enjoy marvellous views into the open piazza, capturing activities both indoors and outside.

Nanjing One IFC, in the centre of the integrated complex, will have 26 floors of super grade-A offices with each floor covering about 1,400 square metres (15,000 square feet). The tower is now under pre-handover final inspection protocols with full completion expected in financial year 2018/19. Enthusiastic pre-leasing discussions are currently underway with multinational companies, financial institutions, professional service firms and top-quality mainland companies.

Facing Hexi Central Park, the 290-metre tall Nanjing Two IFC, located next door, will provide 46 floors of super grade-A offices with each



Nanjing IFC offices, shopping mall and hotel will all be connected via the podium roof  
南京国金中心的写字楼、商场及酒店于平台层相互连接

floor covering almost 2,500 square metres (27,000 square feet), ideal for those companies seeking larger floor plates. The tower has been topped out with completion set in financial year 2019/20.

### **Encouraging pre-leasing response for the shopping mall**

Echoing the success of the Shanghai IFC Mall, the grand, luxury Nanjing IFC mall will house top-notch international brands as well as newcomers to Nanjing, creating a brand new one-stop shopping, entertainment and leisure destination in Nanjing.

The retail section will boast a gross floor area of over 93,000 square metres (one million square feet) at the podium areas of the three towers with over 200 shop brands spread out across nine levels. The podium roof will contain various landscape zones and an open area for events. Alfresco all-day dining will also be available to bring a new dining experience in the thriving business district.

As a major landmark of the integrated complex, the strategically located Nanjing IFC mall is expected to draw heavy consumer traffic. Work is on schedule for completion in financial year 2018/19.

### **Five-star boutique hotel**

The Nanjing IFC integrated development will also house a five-star boutique hotel managed by Hyatt Hotels Corporation. The new hotel will offer vibrant, luxury accommodation for tourists and business travellers looking for the finest in lifestyle facilities and services.

The 29-storey hotel will offer about 350 guest rooms and suites across a gross floor area of over 27,900 square metres (300,000 square feet). Comprehensive facilities will include a swimming pool, gymnasium, all-day dining restaurant, meeting venues and much more. It will be connected to the Nanjing IFC mall at the hotel reception level where hotel guests can enjoy easy access to a great variety of shopping, dining, entertainment and leisure offerings. The hotel has been topped out recently.

### **Brand new landmark in Nanjing**

Nanjing IFC is poised to make its debut as a premium integrated development in Nanjing, attracting high-end businesses and luxury brands to the city while offering a wide array of shopping, entertainment and leisure options to consumers. Upon full completion, the integrated complex is widely expected to stimulate commercial activities nearby and take its place as a prime new landmark in Nanjing.



# 南京国金中心一期即将落成

集团在南京市的首个投资项目南京国金中心工程进展良好，一期写字楼及商场即将竣工，其他部分进度理想。

南京国金中心是集团在香港和上海后，第三个兴建的国金中心。诚如其他两座国金中心，南京国金中心位置优越，以国际规格设计，选用优质建筑材料，建造细致，配备现代化设施及专业细心的物业管理团队。项目总楼面面积达316,000平方米（340万平方呎），共有三座大楼，汇聚超甲级写字楼、高端购物商场及五星级酒店，并于平台层相互连接。这种具备国际标准的综合发展项目在区域内实属罕见，势将成为市内全新地标。

## 河西中央商务区黄金地段

南京国金中心位于河西中央商务区，为华东地区其中一个主要中央商务区，可媲美上海浦东陆家嘴金融贸易区。项目建于黄金地段，毗邻南京国际博览中心

及写字楼群，其中包括金融机构、电讯公司及传媒机构的区域总部大楼，以及多个发展中的大型商业项目。

南京国金中心同时位处河西重要交通枢纽，坐享交通优势。作为南京市少有的地铁站上盖综合发展项目，南京国金中心地下一层与地铁元通站无缝连接，游客可即刻换乘南京地铁2号线和10号线，享受优越的出入便利。项目前方则为有轨电车站，前往市内各区也可轻松到达。项目位处河西大街与江东中路交界，坐拥主要道路网络，迅间连接多条高速公路，前往其他省市以至国际机场方便快捷。由南京国金中心前往高铁南京南站仅约15分钟车程，距离南京禄口国际机场也只需约40分钟车程。

## 设计时尚 璀璨耀目

南京国金中心由国际著名建筑事务所主理，以水晶为设计灵感，运用玻璃搭配不同建筑物料，加上精心设计的细节，

将每座大楼构建为一颗巨型水晶。无论是建筑物外墙、塔冠、基座以至大堂入口，都散发着晶莹剔透、变化多端的光芒，为区域内的商业项目引入全新景象。

绿化空间亦是南京国金中心的另一大特色。按所占面积计算，项目东面设有一个面积近1,860平方米（20,000平方呎）的露天广场，而平台层则设有多个露天绿化空间，让人放慢步伐，享受悠闲时光。

## 跨国企业即将进驻写字楼

南京国金中心共有两座写字楼，分别名为南京国金中心一期及南京国金中心二期，总计提供约186,000平方米（200万平方呎）超甲级写字楼楼面。写字楼设计及户型以方正实用为原则，确保租户能够尽用空间。大楼设施及管理服务以高规格作标准，让租户可以享受安全、舒适兼稳定的工作环境，专注业务发展。



Nanjing One IFC is currently carrying out pre-handover, final inspections (centred). The shopping mall is currently carrying out interior work (podium). The hotel (right) and Nanjing Two IFC (left) have been topped out (site photo taken on 5 December 2018)

南京国金中心一期进入最后验收阶段（图中），商场现正进行内部工程（基座），酒店（图右）及南京国金中心二期（图左）已经平顶（2018年12月5日于项目实景拍摄）





The five-storey high class office lobby at Nanjing IFC  
南京国金中心写字楼大堂楼高五层，气派不凡

写字楼大堂入口设计独特，犹如雕空五层楼高的玻璃盒子一样，外墙大幅选用玻璃幕墙设计，引入自然光线，增强采亮度，并且提升空间感。访客搭乘自动扶手电梯前往位于五层的写字楼大堂时，更可欣赏露天广场，将室内、室外景致融为一体。

南京国金中心一期位于整个综合发展项目的中央位置，提供26层超甲级写字楼楼层，每层楼面面积约1,400平方米（15,000平方呎）。工程已进入最后验收阶段，预期于2018/19财政年度完工。目前已陆续与多家跨国企业、金融机构、专业服务公司及内地优质企业洽谈预租事宜，市场反应热烈。

南京国金中心二期矗立在旁，面向河西中央公园，楼高达290米，建有46层超甲级写字楼楼层。每层楼面面积近2,500平方米（27,000平方呎），特别适合需要使用大型空间的租户。大楼已经平顶，预期于2019/20财政年度完工。

#### 商场预租反应理想

南京国金中心商场将参考上海国金中心商场的成功经验，以高端时尚作定位，云集国际顶级品牌，部分更是首次登陆南京，提供一站式崭新的购物、娱乐及休闲体验。

商场位于三座大楼的基座部分，总楼面面积逾93,000平方米（100万平方呎），共分九层，商户逾200个。平台层设有大量绿化空间，更有露天空间，方便举办大型活动。商场更设有全天候露天餐饮，为热闹的商务区注入全新的餐饮体验。

南京国金中心商场位处黄金地段，加上作为综合发展项目的一个重要部分，势将吸引大量购物人潮到访。商场工程进度理想，预计于2018/19财政年度竣工。



The Nanjing IFC Mall will house over 200 shops across nine levels  
南京国金中心商场横跨九层，商户逾200个



The office lobby entrance is designed to resemble a glass box (site photo taken on 14 November 2018)  
写字楼大堂犹如玻璃盒子般，设计时尚（2018年11月14日于项目实景拍摄）

#### 五星级精品酒店

南京国金中心综合发展项目亦将设有一间五星级精品酒店，由凯悦酒店集团营运。新酒店将提供充满朝气和活力的豪华住宿服务，满足众多追求品味生活的游客及商务人士。

酒店大楼楼高29层，面积逾27,900平方米（300,000平方呎），提供约350间客房及套房。配套设施齐备，设有游泳池、健身室、全天候餐厅及会议活动场地等。宾客可在酒店接待层直接前往南京国金中心商场，享受多元化的购物、餐饮、娱乐及休闲体验。酒店大楼现时已经平顶。

#### 南京市全新地标

南京国金中心为南京市引入高规格的综合发展项目，吸引一线高端业务及高级品牌进驻，为消费者带来多姿多彩的购物、娱乐及休闲新体验。待项目全面落成后，将可带动周边的商业发展，势将成为南京市全新地标。

# YOHO MALL presents innovative events in Yuen Long to attract young families

## 元朗YOHO MALL创意活动吸引年轻家庭顾客

The full opening of YOHO MALL I in late July 2017 has increased the gross floor area of YOHO MALL in Yuen Long to about 93,000 square metres (one million square feet). YOHO MALL is now formed by the retail podiums of Sun Yuen Long Centre, YOHO Midtown and Grand YOHO, all inter-connected by footbridges. This flagship mall in the New Territories north and west is linked to West Rail Yuen Long Station while having a transport interchange at the podium, offering convenient transportation.

YOHO MALL has over 300 stores ranging from trendy fashion and beauty to food and beverage, children's wear, entertainment and lifestyle superstores. There is also a flagship cinema and the first YATA Supermarket in Yuen Long. The mall has achieved high occupancy. Its various innovative promotional campaigns over the past year were popular among customers, in particular young people and families. The events successfully drew large crowds of visitors and generated a substantial amount of sales revenue.

The mall is presenting another white Christmas this year. The over 370-square-metre (4,000-square-foot) Snow Park continues to be built with real snow and ice. Apart from last year's popular Snow Land and Snowy Slide, there are new play facilities for customers to enjoy different games on the snow. Festive and fantastic White Wonders settings for photo-shots plus game booths are also available inside the mall to spread holiday cheer all around.

### Customer interaction via technology

YOHO MALL stays connected with Generation Z shoppers by making frequent updates about mall news and merchants' privileges on popular social networks such as Facebook, Instagram, Weibo and WeChat pages. Special events will be staged live on social networks, reaching a wider audience on the internet. One of the examples was the Let's YOHO Countdown Party, which was broadcast live on Facebook last year.

To facilitate ticket purchases for mall events, YOHO MALL has offered an online ticketing service for the #DINOLAB Hong Kong Station



In celebration of the full opening of YOHO MALL I last year, YOHO MALL collaborated with popular cartoon characters to bring adorable photo spots to life. 去年庆祝YOHO MALL I全面开业时，商场与人气卡通人物合作，设置超萌打卡点。

and 2018 Snow Park events. For added convenience, customers can buy tickets for their preferred day and time slots on the event websites and then gain admission to the venue by presenting their e-tickets. In addition, the mall runs both the mYOHO CLUB and VIC CLUB membership programmes in which members can redeem privileges and gifts based on the reward points they have earned from spending.

### Large themed activities well received

The #DINOLAB Hong Kong Station was introduced this summer in which dinosaurs' birth, evolution and extinction were presented. The event was a mixture of exhibition, interactive experience, games and knowledge acquisition. One of the halls exhibited an over 9.4-metre (31-foot) long roaring mechanical tyrannosaurus with moving head and tail. Large dinosaur models and fossils were also on display.



Presenting Snow Park again this Christmas, YOHO MALL provides a snowy Christmas for kids and adults. 今年圣诞节 YOHO MALL 再度带来“冰雪世界”，让大小朋友渡过白色圣诞。





The #DINOLAB Hong Kong Station featured nine dinosaur models including a 5-metre high, full-scale tyrannosaurus model and interactive games this summer  
今年暑假举办的“#DINOLAB恐龙实验室香港站”展出九个恐龙模型，包括5米高以1:1打造的霸王龙模型，亦有互动游戏



随着元朗YOHO MALL I 于2017年7月底全面开业后，YOHO MALL的总楼面面积约达93,000平方米（100万平方呎）。整个商场目前由新元朗中心、YOHO Midtown及Grand YOHO的基座商场组成，与行人天桥互相连接。项目可接驳至西铁元朗站，基座则设有交通交汇处，交通网络完善，成为新界西及新界北旗舰商场。

YOHO MALL的商户数目超过300间，覆盖时尚服饰、美容、餐饮、亲子、娱乐及生活百货，另有旗舰影院及元朗首间一田超市；商场获得高出租率。在过去一年，商场举办了多个创意新颖的推广活动，尤其受年轻一群及家庭顾客喜爱，为商场吸纳大量人流及营业额。

### 大型主题活动深受欢迎

今年暑假，商场引入“#DINOLAB恐龙实验室香港站”，将恐龙从诞生、进化以至灭绝作出全面展示，活动集合展览、互动体验、游戏及知识教育于一身。主题馆内有逾9.4米（31尺）长的机动暴龙发出逼真的嘶吼及摇头摆尾，另有多多个大型恐龙模型及化石展品。

今年圣诞节，商场再次带来白色圣诞，继续以真冰雪打造逾370平方米（4,000平方呎）的“冰雪世界”。除了去年大受欢迎的“冰雪乐园”及“冰雪滑梯”外，今年更增设了多个竞技设施，顾客可尽情体验多重“玩雪”乐趣。商场室内则有多个精心布置的“雪之森林”梦幻圣诞场景给人拍照，更有游戏摊位，处处洋溢着欢乐的节日气氛。

### 善用科技与顾客互动

YOHO MALL着重与新世代顾客互动，不时在流行社交平台如Facebook、Instagram、微博及微信专页发放最新活动及商户优惠等信息。商场更会将个别活动在社交平台上进行现场直播，与广大网民互动，如去年的“Let's YOHO除夕音乐夜”。

为方便顾客预购商场活动门票，YOHO MALL在“#DINOLAB恐龙实验室香港站”及“冰雪世界2018”举行期间，提供在线预购门票服务。顾客在活动网站购买活动门票后，即可在选定日期及时段，凭电子门票进场，方便省时。此外，商场设有mYOHO CLUB及VIC CLUB会员计划，凭消费积分可换取优惠及礼品，为会员带来更多福利。



YOHO MALL invited hot singers to perform and countdown with customers during last New Year's Eve celebrations  
去年除夕，YOHO MALL请来多位人气歌星献唱，与顾客倒数迎接新年



Over 50 food and beverage outlets serve different cuisines, as well as highly sought-after eateries  
场内餐饮超50家，为区域内居民网罗各地名菜及人气餐馆



YOHO MALL's outdoor space offers green leisure space and experiential installations in one go  
YOHO MALL的户外空间集绿化休闲空间与多元体验于一身



## Brisk sales for boutique office tower W LUXE in Shek Mun, Sha Tin

### 沙田石门精品写字楼W LUXE销量热烈

The Group's W series boutique projects in various business districts have been well received by the market, including the latest addition W LUXE, a boutique office building in Shek Mun, Sha Tin. The project will benefit from the comprehensive transport network and facilities in Sha Tin. Moreover, its architecture and design as well as layouts and choice of materials will mark a complete upgrade from previous W series projects, making this brand new premium office tower a rare find in the district. Project completion is expected by the fourth quarter of 2020.



W LUXE has seen strong sales since its market debut in this late October. Over 95% of all office units were sold by 15 December, generating contracted sales of about HK\$3,000 million.

#### Independent units with access to co-sharing space

W LUXE will offer 22 floors of office space comprising a total of 429 office units. Typical units will boast gross floor areas ranging from 37 to 119 square metres (406 to 1,283 square feet). Special units with flat roofs and penthouse units connected to private roofs will also be available. The flexible, practical layouts are especially suitable for start-ups and small-to-medium-sized enterprises. Additionally, the three-level carpark will provide more than 100 parking spaces.

W LUXE will also upgrade the WORK+ concept under the W series. Two featured co-sharing spaces will be introduced to promote a new work-life balance experience. The stylish co-sharing space Club W on Level 1 is designed for all-weather video-conferencing, product launches, corporate events and even private parties. The O<sub>2</sub>, a more than 370-square-metre (4,000-square-foot) outdoor greenery zone on Level 2, will serve as the ideal venue for networking or relaxation.

#### Connected to main roads and railway network

W LUXE is approximately a four-minute walk from MTR Shek Mun Station with trains from there taking just about 14 minutes to Hung Hom Station. The project also enjoys easy access to main roads with connection to four major tunnels: Tate's Cairn Tunnel, Lion Rock Tunnel, Eagle's Nest Tunnel and Shing Mun Tunnels for fast, convenient transport across Hong Kong. It takes only around a 20-minute drive to reach the core business districts in Kowloon and is roughly 30-minute drive to Central.

W LUXE will provide a brand new premium work space for Shek Mun, Sha Tin  
W LUXE将为沙田石门带来全新的优质工作空间



The stylish office lobby at W LUXE  
W LUXE写字楼大堂设计型格

Rendering 效果图

集团近年在多个商贸区发展精品项目W系列，深受市场欢迎，当中包括发展中的沙田石门精品写字楼W LUXE。项目坐拥沙田区完善交通网络及生活配套，加上其建筑设计、户型以至用料均较以往的W系列项目全面升级，属区域内罕有的全新优质写字楼。项目预计于2020年第四季完成。

W LUXE于今年10月底推出后，市场反应热烈。截至12月15日，已售出全部写字楼单位逾95%，合约销售总额约30亿港元。

#### 独立单元兼备共享空间

W LUXE提供22层写字楼楼层，共429个写字楼单元。标准单位建筑面积由37至119平方米（406至1,283平方呎），另设有特色平台单元及可直达专属天台的顶层特色单元。写字楼单元空间规划与户型灵活实用，尤其适合初创及中小型企业业务需要。此外，项目设有三层停车场，总计提供超过100个停车位。

W LUXE将W系列的“WORK+”概念加强，引入工作与生活平衡的办公新体验，为用户带来两个各具特色的共享空间。位于1楼的共享空间“Club W”，设计别具格调气派，全天候可作视像会议、产品发布、企业活动甚至私人派对之用。另一个共享空间“The O<sub>2</sub>”设于2楼平台的户外绿化区，面积逾370平方米（4,000平方呎），适合举办交流活动，用户也可在此舒展身心。



The all-weather co-sharing space Club W on Level 1  
位于1楼的全天候共享空间“Club W”

Rendering 效果图

#### 连接主要道路及铁路网络

于W LUXE步行约四分钟，即可直达港铁石门站，乘搭港铁由石门站前往红磡站只需约14分钟。项目同时坐拥主要道路网络，连接四大主要隧道（即大老山隧道、狮子山隧道、尖山隧道及城门隧道），驾车前往九龙及中环核心商业区分别只需约20及30分钟，轻松达到全港各区。



## The Group and Tencent join hands to facilitate smart living

### 集团与腾讯携手提升顾客的智慧生活体验

Putting the 'Customers First' philosophy into practice, the Group continuously strengthens its product quality and delivers premium, caring services. The Group leverages rapid developments in the latest new technologies and proactively applies these innovations across various businesses to facilitate smart living. The increasing use of mobile payment has motivated the Group's latest collaboration with Tencent, introducing the mobile payment platform WeChat Pay HK to the retail and telecommunications businesses in order to enhance the overall consumer experience.

#### Live smart, all the way

Customers can now pay through WeChat Pay HK at participating merchants of 23 SHKP malls\* as well as at the Group's subsidiaries SmarTone and YATA, allowing users to enjoy a seamless mobile payment solution. The Group and Tencent will together bring innovative smart living experiences to consumers in phases.

During phase one of the promotion period, customers can redeem WeChat e-vouchers when they scan a specific QR code at participating SHKP malls\* even without making any purchases. Customers spending

above a certain amount using WeChat Pay HK or WeChat Pay at designated merchants of participating SHKP malls\* will receive WeChat e-vouchers. Moreover, WeChat Pay HK users can redeem SmarTone prepaid SIM top-up cash coupons without any purchases. SmarTone customers will receive SmarTone prepaid SIM top-up cash coupons or WeRemit e-cash coupons when they recharge their SIM cards or remit above a certain amount to specific countries through WeChat Pay HK during the promotion period.

Going forward, the Group and Tencent will explore co-operative opportunities on cross-

border mobile payment services while offering even more innovative smart services and products. It is hoped that Hong Kong users can enjoy seamless mobile payment services and smart shopping, dining and entertainment options for leisure or business when visiting the mainland in future.

\* Participating SHKP malls include APM, Chelsea Heights, East Point City, HomeSquare, K-Point, Landmark North, Metroplaza, Metropolis Plaza, Mikiki, MOKO, New Jade Shopping Arcade, New Town Plaza, Park Central, PopWalk, Tai Po Mega Mall, The Sun Arcade, Tsuen Kam Centre, Tsuen Wan Plaza, Uptown Plaza, V City, WTC, YOHO MALL and Yuen Long Plaza.

 新鸿基地产  
Sun Hung Kai Properties

Tencent 腾讯



Group Executive Director Christopher Kwok (left) and Vice President of Tencent and Head of Tencent Financial Technology Group Jim Lai (right) announce the co-operation

集团执行董事郭基泓 (左) 及腾讯副总裁、腾讯金融科技负责人赖智明 (右) 宣布合作计划





Customers who spend through WeChat Pay HK at participating SHKP malls will receive e-vouchers  
顧客在参与活动的新地商场消费，使用WeChat Pay HK付款，即可获赠电子现金券

集团秉持“以客为先”的宗旨，不断优化产品质量，为顾客带来优质且贴心的服务。近年新兴科技持续发展，集团积极在各业务范畴引进创新科技，提升顾客的智慧生活体验。随着流动支付日益普及，集团最近与腾讯结为合作伙伴，在零售及电讯业务引入流动支付平台WeChat Pay HK，提升顾客的整体消费体验。

#### 智消费 享两地

现时，顾客在23间新地商场\*的参与商户以及集团旗下的SmarTone与一田均可使用WeChat Pay HK付款，享受畅通无阻的流动支付解决方案。集团与腾讯更会分阶段为消费者带来崭新的智慧生活体验。

在首阶段推广期间内，顾客在参与活动的新地商场\*内扫描指定二维码，无需任何消费，即可获赠WeChat体验金电子券。顾客以WeChat Pay HK或微信支付在参与活动的新地商场\*指定商户消费满指定金额，更可获赠WeChat电子现金券。另外，WeChat Pay HK用户无需任何消费，即可获赠SmarTone储值咭电子现金券。SmarTone顾客在推广期间内，通过WeChat Pay HK为SmarTone储值咭增值或汇款满指定金额至指定国家，即可获赠SmarTone储值咭电子现金券或WeRemit电子现金券。

今后，集团将与腾讯就“双向跨境支付”服务研究合作机会，以便推出更多结合领先科技的服务及产品，让香港用户到内地旅游或出差时，无论是购物、饮食或娱乐，均可享受畅通无阻的流动支付服务及智慧消费体验。

\*参与活动的新地商场包括APM、卓尔广场、东港城、HomeSquare、锦荟坊、上水广场、新都会广场、新都广场、Mikiki、MOKO新世纪广场、新翠商场、新城市广场、将军澳中心、天晋汇、大埔超级城、新太阳广场、荃锦中心、荃湾广场、新达广场、V City、WTC世贸中心、YOHO MALL形点及元朗广场。



SmarTone (top) and YATA (bottom) customers can now pay through WeChat Pay HK  
顾客现时惠顾SmarTone (上) 与一田 (下) 均可使用WeChat Pay HK付款

## PARK YOHO Napoli in Yuen Long features a leisurely Italian lifestyle

### 元朗PARK YOHO Napoli尽享意式休闲生活

PARK YOHO<sup>1</sup>, a major residential development in Yuen Long's Kam Tin North, boasts a prime location surrounded by lush greenery while connected to a host of core commercial districts. Previous phases<sup>2</sup> have been well received by the market with construction quality widely praised by residents.

Phase 2B PARK YOHO Napoli will comprise 712 premium residential units, ranging from 228 to 1,873 saleable square feet across eight residential towers. Typical units will offer a variety of layouts from studios to four-bedroom units. There will also be duplexes and special units of various layouts with flat roof gardens and/or roofs to suit the needs of different buyers.

#### Facing a resort-style landscaped waterfall pool

Situated at the heart of the entire PARK YOHO development, PARK YOHO Napoli will feature the clubhouse's<sup>3</sup> landscaped waterfall pool<sup>4</sup> view. The resort-style landscaped waterfall pool will measure approximately 160 metres long with a total area of 130,000 square feet. The landscaping has been thoughtfully designed to capture as wide a vista as possible. The waterfall in the

centre will stand approximately 5.8 metres tall and roughly 20 metres wide, facing a water area of 16,000-square-foot-plus resort-style pool<sup>5</sup>. The lush greenery on both sides will blend in with the pool view layer by layer. PARK YOHO Napoli will provide spectacular views as far as the Kam Tin River and the verdant surroundings of the Tai Lam Country Park<sup>4</sup> to the south, offering panoramic vistas both near and far.

元朗锦田北大型住宅发展项目PARK YOHO<sup>1</sup>，坐拥绿意环境，同时连接都会核心。过往推出的期数<sup>2</sup>备受市场欢迎，楼宇品质获住户称赞。

第2B期PARK YOHO Napoli由八座住宅大楼组成，共提供712个优质住宅单元，实用面积由228至1,873平方呎。标准分层单元户型多元化，由开放式至四房户型

不等。期数亦提供复式户型，另有多种不同户型的连平台花园及/或连天台特色单元，契合不同买家需要。

**坐拥度假酒店式泳池瀑布园林景致**  
PARK YOHO Napoli位处整个PARK YOHO发展项目的核心地段，可拥览住客会所<sup>3</sup>的中央园林瀑布泳池<sup>4</sup>水景。度假酒店式泳池瀑布园林区长约160米，面积达130,000平方呎。园林设计独具匠心，景致丰富，以约5.8米高、近20米宽的瀑布为中心，面向总水面积逾16,000平方呎的度假酒店式泳池<sup>5</sup>，左右环拥翠绿园林，与泳池水景层层交替。PARK YOHO Napoli向南，外览锦田河及大榄郊野公园绿意<sup>4</sup>，内外景致层次丰富。





#### Notes

1. "PARK YOHO" is a marketing name of "Park Vista Development" only and will not appear in any Deed of Mutual Covenant, Preliminary Agreement for Sale and Purchase, Agreement for Sale and Purchase, Assignment and title documents relating to the Phase.
2. Phases launched previously refer to Phase 1A, Phase 1B, Phase 1C, Phase 2A and Phase 2C of the Development.
3. The residents' clubhouse is located at Phase 2A, Phase 2C and Phase 3. 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, or additional payment. The clubhouse and recreational facilities, communal gardens and play area may not be available for use at the time of handover of the residential properties. The names of the clubhouse and clubhouse facilities are promotional names appear in promotional materials. Such names will not appear in the Preliminary Agreement for Sale and Purchase, Agreement for Sale and Purchase, Assignment or any other title documents of the residential properties.
4. The above is only a brief description of the surrounding environment of the Phase of the Development. It does not represent all units can enjoy the said view. The view is affected by the unit's floor level, orientation, and surrounding buildings and environment, and is not applicable to all units. The surrounding buildings, facilities and environment may change from time to time, and are for reference only. The Vendor does not make any offer, representation, undertaking or warranty, whether expressed or implied, regarding the surrounding environment or view of the Phase.
5. A water area of 16,000-square-foot-plus resort style pool will include a 50-metre outdoor swimming pool, 26-metre kids swimming pool, fun pool and heated swimming pool cum jacuzzi.

#### 备注

1. "PARK YOHO" 为“峻峦发展项目”市场推广之用的名称，并不会于关于期数的任何公契、临时买卖合约、买卖合同、转让契及契据出现。
2. 过往推出的期数指发展项目第1A期、第1B期、第1C期、第2A期及第2C期。
3. 住客会所位于第2A期、第2C期及第3期内。所有发展项目内的住宅物业的业主、住客及其宾客均可使用会所及康乐设施，惟须遵守公契、相关政府牌照、规例的条款及规定，并可能须支付费用。会所及康乐设施、公共花园及游乐地方于住宅物业入伙时未必可以启用。会所及会所设施名称为宣传物品中出现的宣传名称，将不会在住宅物业的临时买卖合同、正式买卖合同、转让契或任何其他业权契据中显示。
4. 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、座向及周边建筑及环境所影响，并不适用于所有单位，且周边建筑、设施及环境会不时改变，仅供参考。卖方对期数周边环境或景观并不作出任何不论明示或暗示之要约、陈述、承诺或保证。
5. 总水面积逾16,000平方米的度假酒店式泳池包括50米室外泳池、26米儿童泳池、畅泳泳池及三温水池。

The photo was taken at Phase 2A and the residents' clubhouse on 1 April 2018 and processed with computerized imaging techniques, and is for reference only. The neighboring environment, plants, buildings and facilities of the Phase may change from time to time. The above photo does not constitute any offer, undertaking, representation or warranty, whether expressed or implied, on the part of the Vendor regarding the Phase. The residents' clubhouse is located at Phase 2A, Phase 2C and Phase 3. 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, or additional payment. The clubhouse and recreational facilities, communal gardens and play area may not be available for use at the time of handover of the residential properties. The names of the clubhouse and clubhouse facilities are promotional names appear in promotional materials. Such names will not appear in the Preliminary Agreement for Sale and Purchase, Agreement for Sale and Purchase, Assignment or any other title documents of the residential properties.

相片于2018年4月1日在第2A期及住客会所实景拍摄，并经电脑修饰处理，仅供参考。期数之周边环境、植物、建筑物及设施会不时改变，以上相片不构成任何卖方就期数不论明示或暗示之要约、承诺、陈述或保证。住客会所位于第2A期、第2C期及第3期内。所有发展项目内的住宅物业的业主、住客及其宾客均可使用会所及康乐设施，惟须遵守公契、相关政府牌照、规例的条款及规定，并可能须支付费用。会所及康乐设施、公共花园及游乐地方于住宅物业入伙时未必可以启用。会所及会所设施名称为宣传物品中出现的宣传名称，将不会在住宅物业的临时买卖合同、正式买卖合同、转让契或任何其他业权契据中显示。



Name of the Phase of the Development: Phase 2B (Towers 20, 21A, 21B, 22, 23A, 23B, 25A, 25B, 26, 27A, 27B and 28 of the residential development in the Phase are called "PARK YOHO Napoli")

District: Kam Tin North

Name of Street and Street Number of the Phase: 18 Castle Peak Rd Tam Mi

Website address designated by the vendor for the Phase: [www.parkyoho.com/napoli](http://www.parkyoho.com/napoli)

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: Bright Strong Limited

Holding companies of the Vendor: Fourceas Investments Limited, Sun Hung Kai Properties Limited

Authorized person for the Phase: Dr. Lu Yuen Cheung Ronald

The firm or corporation of which the authorized person for the Phase is a proprietor, director or employee in his or her professional capacity: Ronald Lu & Partners (Hong Kong) 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; Woo Kwan Lee & Lo; Wong & Poon

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 sales)

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

Estimated material date for the Phase to the best of the Vendor's knowledge: 31 October 2019. ("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 of the Development.

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

Date of Printing: 19 December 2018

发展项目期数名称：第2B期（期数中住宅发展项目的第20、21A、21B、22、23A、23B、25A、25B、26、27A、27B及28座称为“PARK YOHO Napoli”）

区域：锦田北

期数的街道名称及门牌号数：青山公路潭尾段18号

卖方就期数指定的互联网网站的网址：

[www.parkyoho.com/napoli](http://www.parkyoho.com/napoli)

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：辉强有限公司

卖方的控股公司：Fourceas Investments Limited、新鸿基地产发展有限公司

期数的认可人士的姓名或名称：吕元祥博士

期数的认可人士以其专业身分担任经营人、董事或雇员的商号或法团：吕元祥建筑师事务所（香港）有限公司

期数的承建商：骏辉建设有限公司

就期数的住宅物业的出售而代表拥有人行事的律师事务所：孖士打律师行、胡关李罗律师行、王潘律师行

已为期数的建造提供贷款或已承诺为该建造提供融资的认可机构：香港上海汇丰银行有限公司（于开售前提供）

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：2019年10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限制的。）

卖方建议准买方参阅有关售楼说明书，以了解本发展项目期数的资料。

本广告由卖方或在卖方的同意下发布。

印制日期：2018年12月19日



# Best Developers, Overall – Global and other awards from leading publications

## 集团获权威杂志颁发“环球最佳地产公司”等多个殊荣

The Group has a multi-faceted commitment to developing premium properties, offering outstanding services, maintaining high standards of corporate governance and transparency, communicating proactively with stakeholders across the globe and actively fulfilling its corporate social responsibilities to the community. These efforts have been widely recognized with the latest awards received from leading financial publications.

### Best Developers, Overall – Global award from *Euromoney* in two straight years

In the latest 2018 Real Estate Survey published by *Euromoney*, the Group again received high regards for its outstanding performance. The results included Best Developers – Global award in mixed properties, retail, office/business, residential categories and more, as well as being named the prestigious Best Developers, Overall – Global for the second consecutive year. The Group took home a total of 18 honours in the survey:

- Best Developers, Overall – Global
- Best Developers, Overall – Asia
- Best Developers, Overall – Hong Kong
- Best Developers, Mixed – Global
- Best Developers, Mixed – Asia
- Best Developers, Mixed – Hong Kong
- Best Developers, Residential – Global
- Best Developers, Residential – Hong Kong
- Best Developers, Retail/Shopping – Global
- Best Developers, Retail/Shopping – Asia
- Best Developers, Retail/Shopping – Hong Kong
- Best Developers, Office / Business – Global
- Best Developers, Office / Business – Asia
- Best Developers, Office / Business – Hong Kong
- Best Developers, Leisure / Hotel – Global
- Best Developers, Leisure / Hotel – Asia
- Best Developers, Leisure / Hotel – Hong Kong
- Best Developers, Industrial / Warehouse – Global

In its annual Real Estate Survey, *Euromoney* invited real estate advisors, developers, investment managers, banks and corporate end-users from different countries to vote for the real estate companies which they thought were the best. Over 2,400 votes in total were cast this year. The Group again received the prestigious Best Developers, Overall – Global award as well as over a dozen other awards in the survey, a fitting testament to the well-earned recognition of the Group's premium properties and outstanding service.

### Named Overall Most Outstanding Company in Hong Kong by *Asiamoney*

In *Asiamoney* Asia's Outstanding Companies Poll, the Group was ranked the first in the Hong Kong real estate sector, winning the Most Outstanding Company in Hong Kong – Real Estate Sector award. The Group's all-round excellence has helped it outperform across various aspects to earn the top-notch

Overall Most Outstanding Company in Hong Kong honour.

The new *Asiamoney* Asia's Outstanding Companies Poll acknowledges those listed companies that have excelled in areas such as financial performance, management team excellence, investor relation activities and corporate social responsibility initiatives. Nearly 800 fund managers, analysts, bankers and rating agencies across 12 Asian countries took part in this year's maiden poll. The Group's outstanding performance covering different aspects earned it the highest number of votes in Hong Kong, winning it the titles of Overall Most Outstanding Company in Hong Kong and Most Outstanding Company in Hong Kong – Real Estate Sector.



A total of 18 honours from the *Euromoney* Real Estate Survey, including the top Best Developers, Overall – Global award in the *Euromoney* “全球房地产选举” 结果中，集团共获18个大奖，包括“环球最佳地产公司”最高殊荣



Group Corporate Planning & Strategic Investment (Corporate Planning) General Manager Brian Sum (right) accepting the Overall Most Outstanding Company in Hong Kong and Most Outstanding Company in Hong Kong – Real Estate Sector awards from Asiamoney Asia Chief Executive Officer Tony Shale (left)  
集团公司策划及策略投资部（公司策划）总经理沈康宁（右）接受《亚洲货币》亚洲行政总裁Tony Shale（左）颁发“香港最佳公司”及“香港最佳公司－地产”奖项

集团用心发展优质物业，为客户提供卓越服务，恪守高水平的企业管治，维持高透明度，积极与全球持份者维持紧密联系，主动履行企业社会责任，屡获各界表扬。最近再获权威财经杂志颁发多个大奖，成绩骄人。

#### 蝉联《Euromoney》

##### “环球最佳地产公司”荣誉

在《Euromoney》最新发表的“2018全球房地产选举”结果中，集团继续获得业界高度评价，在综合项目、商场、写字楼/商业项目及住宅等组别勇夺“环球最佳发展商”大奖，并连续第二年蝉联“环球最佳地产公司”最高殊荣。集团在选举中共囊括18个大奖：

- 环球最佳地产公司
- 亚洲最佳地产公司
- 香港最佳地产公司
- 环球最佳综合项目发展商
- 亚洲最佳综合项目发展商
- 香港最佳综合项目发展商
- 环球最佳住宅项目发展商
- 香港最佳住宅项目发展商
- 环球最佳零售项目/商场发展商
- 亚洲最佳零售项目/商场发展商
- 香港最佳零售项目/商场发展商
- 环球最佳写字楼/商业项目发展商
- 亚洲最佳写字楼/商业项目发展商
- 香港最佳写字楼/商业项目发展商
- 环球最佳休闲/酒店发展商
- 亚洲最佳休闲/酒店发展商
- 香港最佳休闲/酒店发展商
- 环球最佳工业/仓库发展商

《Euromoney》每年均举办“全球房地产选举”，邀请来自不同国家的房地产顾问、发展商、投资经理、银行及企业用户，投选心目中的最佳地产公司，今年投票人数超过2,400名。集团能在评选中，蝉联“环球最佳地产公司”最高殊荣及十多个大奖，足以证明集团的发展项目及服务品质卓越，备受业界推崇。

#### 荣获《亚洲货币》

##### “香港最佳公司”称誉

另外，集团在《亚洲货币》举办的“亚洲最佳公司选举”结果中，评分属本港地产界别之首，获得“香港最佳公司－地产”大奖，并凭着整体优秀表现，在多方面突围而出，成为“香港最佳公司”。

《亚洲货币》今年推出“亚洲最佳公司选举”，旨在表扬在财务表现、管理团队表现、投资者关系及企业社会责任等方面表现出众的上市公司。首届选举共吸引了来自12个亚洲国家近800名基金经理、分析员、银行家及评级机构参与。集团在不同评选范畴均表现优异，为香港区获得最多票选支持的公司，一连荣获“香港最佳公司”及“香港最佳公司－地产”两大奖项。



The Group develops premium landmark property projects across Hong Kong and the mainland  
集团用心发展优质物业，地标项目遍布香港及内地

## Sam Lai 黎祥掀

Southern China General Manager  
Sun Hung Kai Development (China) Limited  
新鸿基发展(中国)有限公司南中国区总经理



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## Sam Lai: The Group is all geared up to embrace Greater Bay Area development opportunities

### 黎祥掀：集团准备就绪 迎接大湾区发展机遇

Promoting the development of the Greater Bay Area is one of our country's key strategies. As deeper planning of the Bay Area continues apace, Sam Lai, General Manager of the Group's Southern China region, believes that the economic potential of '9+2' (nine cities in Guangdong Province and two special administrative regions, including Hong Kong) will be fully realized. The Group is set to seize the infinite opportunities given its extensive experience in developing major projects.

#### Seizing opportunities in the Greater Bay Area era

The Group began blazing a trail across Southern China as early as the start of the 1980s, participating in the China Hotel joint venture in Guangzhou. The Group then picked up the pace across the region in the early 2000s by developing large-scale commercial and residential projects in major cities such as Guangzhou, Zhongshan, Foshan and Dongguan. In recent years, the Group has been focusing on large integrated developments in the core areas. The opening of both the Hong Kong Section of Guangzhou-Shenzhen-Hong Kong High Speed Rail and the Hong Kong-Zhuhai-Macao Bridge this year, coupled with the expected completion of several major trunk roads across the Greater Bay Area over the next few years, will likely form greater synergies among the Group's projects within the area.

According to Sam, 'The "polycentric cities" in the Greater Bay Area have already taken shape – Hong Kong is an international metropolis, Guangzhou is a commercial centre, Shenzhen is a technology hub, Dongguan is a manufacturing base, and Zhongshan is a scenic city with low population density. So each city offers its own unique advantages.' Sam currently oversees the Group's project planning and project management in Southern China, which include the residential project Forest Hills in the Tianhe District, Guangzhou, as well as the IGC shopping mall in the major integrated complex Tianhui Plaza in Zhujiang New Town. Looking forward, he says that the Nansha project is in the preliminary stage, and the Group is also actively contemplating the development of different projects in other regions. This is further evidence that the Group is ideally poised to seize opportunities in the Greater Bay Area era.

#### Set to benefit from its large commercial complexes

The Group has developed a host of large urban complexes across Hong Kong and major cities on the mainland, re-defining a new outlook for the region. As for the Southern China region, there are Parc Central and the large-scale integrated complex Tianhui Plaza located at the heart of Guangzhou. Sam points out that amid fierce competition within the mainland residential property market, the Group continues to place great emphasis on ensuring high product quality while striving for construction efficiency. This inevitably makes it more difficult to keep up with other mainland developers in terms of construction speed. He adds, 'The development of major integrated projects though is different. It is a long-term investment. From design and leasing to property management and more, every aspect along the way tests the capacity and endurance of developers, but this is precisely



where our Group enjoys an advantage.' Sam also highlights that the Group's competitive edge with property development in Southern China lies in its experience developing large-scale projects. 'Take leasing as an example. The Group has extensive experience liaising with international tenants and corporates so it is easier for us to understand their needs. By contrast, mainland developers are relatively weaker in operating long-term investment properties and lack such leasing experience', adds Sam.

### Every detail counts

Plan big and bold, yet execute with care. Sam is convinced that every detail counts in a project. For example, a tenant will consider if the shopping mall is willing to accommodate their specifications before they confirm the location. 'Nowadays, many high-end restaurants feature open kitchens. But to meet this requirement, a mall has to first ensure that there is sufficient power load capacity because open kitchens, where flame cooking is not allowed, consume huge amounts of power. In addition, there are different fire safety and structural design standards as well as requirements for open kitchens. We can't afford to find solutions only when tenants request, so all of these details have to be taken into account as early as the design and construction stage of the mall,' he says.

With the rapid advancement of technology, Sam states that in order to develop a large evergreen project, it is necessary to consider its compatibility with possible future technological innovations at the planning stage. After all, the pace of new technology introduction and its range of applications can go well beyond what we can imagine. That is why the Group launched the SHKP Malls App at the beginning of this year to comprehensively

enhance customers' shopping experience. Sam also believes that technology brings about a huge change in the operation of shopping malls. Through the use of new technology, shopping mall operators will be able to learn more about consumers' preferences and formulate an appropriate tenant mix.

### Building a team with corporate culture

Technology is changing and so are trends. However, Sam firmly believes that a strong corporate culture is the Group's unchangeable key to success. Sam has served with the Group twice. Initially, he was primarily responsible for managing projects in Hong Kong at the Project Management department. Later, he returned to the Group as the General Manager of the Southern China region. During the few years he served outside the company, Sam developed an even better appreciation for the Group's corporate culture of 'Quality, Speed, Efficiency'. With regard to the Group's quality culture, he realized that there is no single standard for 'good quality'. In many cases, the geographical location needs to be taken into account as well. He says, 'For example, there are different requirements for "good" architectural design in different regions. Applying the same standard invariably to projects in different regions can have a negative impact on cost control.'

Sam believes that only candid communications can build a close-knit team. This is why he likes to talk directly with colleagues from different departments at different levels. Direct and genuine communications can help the team understand one another's thoughts more accurately. He says, 'For example, it's not surprising that design teams and construction teams hold different opinions. The former always sketch out the best ideas in mind and hope that every detail of their designs will be

realized, whereas the latter may encounter practical difficulties at construction stage. As my role is that of a coordinator, I take different ideas and considerations of all relevant departments and working partners into account. I believe as long as we all bear in mind that the company's interest is the ultimate goal, an equilibrium point acceptable to all parties concerned can be found.'

Sam believes that Building Homes with Heart is the foundation of the Group's philosophy. Working repetitively like machines without any 'heart' might be feasible during plain sailing; however, when obstacles arise, a team with no 'heart' will have a hard time finding solutions. With this in mind, Sam shares an unforgettable experience at midnight on a Sunday. He was notified that a project was in an extremely difficult situation, so he called his supervisor and colleagues at 6:00 am to wake them up for discussions on how to solve the problem. 'Faced with this kind of crisis, I could deeply feel the passion of the entire team working hard together to overcome the problem, and I truly experienced that Building Homes with Heart and Teamwork are not merely slogans but philosophy that SHKP colleagues actually believe in. We don't just get our jobs done – we get our jobs done well.' This is why he proactively helps colleagues in Guangzhou to master the Group's corporate culture through mid-management training. Helping them understand the company's work standards and beliefs can build a sense of identity and belonging.

### Living a balanced life and caring for staff

'Machines can't work around the clock, let alone people.' Sam says the Group promotes work-life balance, encouraging staff to maintain a healthy division between work duties and family life. This not only helps attract talents, but also allows staff to keep abreast of new knowledge and equip themselves. He says, 'If possible, I suggest visiting more major cities around the globe or on the mainland to broaden horizons and deepen understanding of the world. My family and I often spend our holidays going to different places. Sometimes we go to shopping malls to enjoy family time as well as learn by observing.' Indeed, work and life need not necessarily be contradictory. Enjoying work is the key to balance.



Sam thinks that the Group's belief in Building Homes with Heart is very helpful in creating team spirit. 黎祥掀认为集团“以心建家”的信念，对建立团队精神有很大帮助。

推动大湾区发展建设，是国家其中一项重要策略。集团南中国区总经理黎祥掀认为，随着大湾区规划不断深化，有助释放包括香港在内的“9+2”（广东省九个城市及两个特别行政区）的潜能，而集团凭借发展大型项目的优势，将可把握当中的无限机遇。

#### 把握大湾区的时代机遇

集团早于八十年代初，已涉足华南地区，参与广州中国大酒店合资项目。至2000年初，集团在华南地区加快发展步伐，先后在广州、中山、佛山和东莞等重要城市，发展大型商业及住宅建设，近年来则主力在核心地段发展大型综合项目。随着广深港高铁香港段和港珠澳大桥今年相继通车，加上大湾区内多条重要干道在未来几年相继落成，势必将令集团区内旗下项目产生更大的协同效应。

黎祥掀表示：“大湾区的‘多中心城市群’已见雏型，香港是一个国际都会、广州是一个商贸中心、深圳是科研中

心、东莞则是制造业的基地，中山则环境幽美兼人口密度较低，每一处都有自身的优势。”黎祥掀目前负责集团在华南地区的项目策划和工程管理，包括广州天河区的住宅项目峻林，以及珠江新城的大型综合体天汇广场的IGC商场。展望未来发展，他表示南沙项目现正处于筹备阶段，另外集团亦积极构思在其他地区发展不同项目，可见对于大湾区这时代的机遇，集团早已准备就绪。

#### 拥大型商业综合项目优势

集团在香港和内地各大主要城市，已创建了多个大型城市综合项目，为区内带来崭新面貌。至于在南中国区，则有位于广州市中心的天环商场和天汇广场这大型综合体项目。黎祥掀坦言，内地住宅物业市场竞争激烈，特别是集团在讲求施工效率同时，更坚持保证产品有高品质，故在施工速度上实难以跟得上内地发展商。“但发展大型综合项目则不同，是一项长线投资，从设计、招租、乃至物业管理等，都考验发展商的能力和耐力，而这正是集团的优势所在。”



Giving mainland colleagues a taste of the Group's corporate culture through exciting training activities  
通过一些别开生面的培训，让内地同事领略集团的企业文化

他特别道出，集团兴建大型项目的经验，成为在南中国区发展的重要优势：“单说招租这一环，集团有大量接触国际商户和企业的经验，较容易掌握他们的需求；相对而言，内地发展商则相对缺乏长线投资物业营运及相应的招租经验。”

“The development of large-scale integrated projects is a long-term investment that puts developers' capacity and endurance to the test. This is precisely where our Group enjoys an advantage.

发展大型综合项目是一项长线投资，极考验发展商的能力和耐力，这正是集团的优势所在。

”



Sam believes that the Group can tap into Greater Bay Area opportunities by leveraging its advantages in large-scale integrated developments  
黎祥掀认为集团在发展大型综合项目的优势，可掌握大湾区的机遇





Working with Yayoi Kusama, master of contemporary art, to create a large outdoor art piece is an unforgettable experience to Sam while planning the IGC mall in Guangzhou  
黎祥掀在策划广州IGC商场时，难忘与当代艺术大师草间弥生的合作，打造一件大型的户外艺术品

### 细节定成败

构想策略要宏大，执行时则要细致认真。他深信一个项目成功与否，同样由细节决定。例如商户要决定落户选址时，往往考虑商场在细节上能否配合：

“现在不少高级餐饮都会设计成开放式厨房，但要满足商户这一要求，商场就先要确保有足够电力负荷能力，因开放式厨房不容许明火煮食，故令电力需求大增，另外在消防和结构上也有不同的设计标准和要求。这些细节，都不能等到商户在提出要求时才找解决办法，而要早在设计和兴建商场时已计算在内。”

他表示，现今科技日新月异，要筹建经得起时间考验的大型项目，规划时就需要考虑兼容未来或会出现的新科技，皆因新科技发展之快、应用层面之广，亦远超大众想象。例如公司年初推出的“新地商场”综合手机应用程序，全面提升顾客的消费体验。黎祥掀亦认为，科技令商场营运带来巨大转变，利用新技术了解消费者的喜好，有助制定合适的商户组合。

### 以企业文化建立团队

科技在变，潮流也在变，但黎祥掀坚信深厚的企业文化是集团不变的成功关键。黎祥掀先后两次在集团服务，最初是任职工程管理部，主要负责香港的项目管理的工作；后来再回到集团担任南中国区总经理。在外的几年，也让黎祥掀对集团“快、好、省”的企业文化有更深体会。例如集团向来重视质量，但他明白“好质量”其实没有单一标准，

很多时都要因地制宜。“以建筑设计为例，不同地区对‘好’的要求也有分别，不能一成不变的将标准放进不同地区的项目，否则在成本控制方面就把控不了。”

黎祥掀认为，要建立一支紧密合作的团队，唯有真诚沟通，故他特别喜欢跟不同部门和级别的同事直接沟通，把话说得清楚，让大家准确了解对方的想法。“例如设计团队与建筑施工团队，就一定有不同意见。前者将心中最好的勾勒出来，自然希望坚持每一项设计都能落实；但建筑管理团队在施工时遇到的困难亦确实存在。我既然担当统筹角色，就需要将不同部门和合作伙伴串连起来，并顾及他们不同的想法和考虑，我相信只要大家都以公司利益为依归，就一定可以找到互相接受的平衡点。”

黎祥掀认为“以心建家”，是集团精神之本。工作没有用心，机械化地重复，无风无浪时或许没问题，可是一旦遇上困境，团队就难以应对。黎祥掀特别分享一次难忘经验，某个星期天，因半夜得悉某项目遇上十分棘手的问题，结果清晨六点，他已经致电将上司和同事逐一“吵醒”，跟他们商讨解决办法。“面对重大危机时，我深深感受到整个团队上下一起努力，用心解决困难的真诚，令我真正体会到‘以心建家’和‘群策群力’不仅是口号，而是每位新地同事所相信的精神。我们不是单单把事情做完，还要把事情做好。”所以他十分积极在广州办事处，通过举办中层管理人员培训，让内地同事掌握企业文化，帮助他们清楚明白公司的行事标准和信念，同时有助建立同事的认同和归属感。

### 活出平衡生活 方懂以人为本

“机器也不能24小时运作，何况是人？”黎祥掀称集团推动平衡生活，鼓励同事工作之余亦需要顾及家庭生活，不仅有助吸纳人才，也可以令员工有空闲与时并进，装备自己：“可以的话，多到世界各大城市或内地主要城市参观，我们可以在旅行时顺道参观，从中扩阔眼界和视野，增加对世界的了解。我自己与家人很多时候把握机会到处走走，相聚也会逛商场，既是享受家庭乐，也在观摩学习。”的确，工作与生活不一定是对立，只要乐在其中，就是平衡之道。



Sam particularly enjoys travelling and seeing the world with his children  
黎祥掀特别喜欢与子女旅行，一起增广见闻

## The seventh SHKP Vertical Run for Charity – Race to Hong Kong ICC promotes sports for charity

第七届“新地公益垂直跑 – 勇闯香港 ICC”体现运动行善精神



The Government of the HKSAR Chief Secretary for Administration Matthew Cheung (fourth left), Event Organizing Committee Co-chairman Edward Cheung (third right), Group Deputy Managing Director Mike Wong (third left), Group Executive Directors Adam Kwok (second right) and Christopher Kwok (second left), The Community Chest of Hong Kong Campaign Committee Chairman Simon Kwok (first left) and The Hong Kong Council of Social Service Chief Executive Chua Hoi-wai (first right) officiated at the event

香港特区政府政务司司长张建宗(左四)、活动筹委会联席主席张永锐(右三)、集团副董事总经理黄植荣(左三)、集团执行董事郭基淦(右二)及郭基泓(左二)、香港公益金筹募委员会主席郭少明(左一)及香港社会服务联会行政总裁蔡海伟(右一),为活动揭开序幕

Hosted by the Group, the seventh SHKP Vertical Run for Charity – Race to Hong Kong ICC attracted more than 1,900 participants aged from 10 to 75 from 38 countries and regions, with some runners suffering from vision or hearing impairments, or autism. The runner mix reflected the popularity of vertical running and its power to promote social inclusion. The race was again the grand finale of the Vertical World Circuit.

To attract different vertical running enthusiasts, a variety of race categories were offered, including Elite, Individual, Team Relay and Fun Climb. The Elite Race brought together 26 vertical running standouts from around the world, who competed for the men's and

women's titles, which this year went to Polish and Australian runners respectively. They also became the overall champions of the Vertical World Circuit. The Individual Races saw over 840 runners compete for the men's and women's titles. The two overall champions will be given sponsorships to take part in 2019 Vertical World Circuit overseas races with the aim of promoting sports for charity. As in previous years, all event proceeds plus extra donations from the Group will go to charitable organizations for children and youth development programmes.

由集团主办的第七届“新地公益垂直跑-勇闯香港ICC”，吸引了逾1,900人参与，参加者来自38个国家和地区，年龄由10至75岁，另有视障、听障及自闭症人士参与，充分体现垂直跑的普及性及共融精神。活动亦继续成为“垂直马拉松世界巡回赛”的终极挑战站。

活动分为精英赛、个人赛、队际接力赛及满Fun体验组别，吸引不同类型的垂直跑爱好者参与。精英赛云集26名世界级垂直跑好手争夺冠军宝座，最终由波兰及澳洲选手分别夺得男、女子组冠军，两人并同时成为“垂直马拉松世界巡回赛”男、女子组终极王者。个人赛有逾840名跑手参加，男女子组全场总冠军将获大会赞助参与2019年“垂直马拉松世界巡回赛”外地赛事，宣扬运动行善的精神。一如以往，活动全数收益连同集团额外捐款将拨作慈善用途，以支持发展儿童及青少年项目。

## SHKP Reading Club's autumn guided tours promote happy reading

新阅会秋日导赏推广愉快阅读

The SHKP Reading Club is committed to making 'happy reading' a part of everyday lives. The Club's seasonal programme Read On, Move On series organizes cycling, stair-climbing as well as other guided tours to various locales in books for participants to enjoy reading and sports.

The 2018 Read On, Move On series featured three special events. In the Wizard of Books guided hiking tour, participants climbed up Lung Fu Shan to enjoy the natural scenery and historical landmarks there. The Discovering Tung Chung on the Bike guided cultural tour

brought participants to Tung Chung Fort and Hau Wong Temple, and then moved on to teach everyone more about local mangroves and river habitats. Participants of the Pop Culture guided stairways tour strolled along signature stairways in Central and Sheung Wan that were featured in major Hong Kong pop cultural works or had inspired special movie scene locales. Additionally, the Club recommended a host of relevant good books for participants to learn more about local culture through extended reading.



## The fourth Sun Hung Kai Properties Hong Kong Cyclothon was a rousing success 第四届“新鸿基地产香港单车节”圆满结束

The Group continued its support as title and charity sponsor for the Sun Hung Kai Properties Hong Kong Cyclothon. Now in its fourth year, the mega event attracted over 5,400 local and overseas cycling enthusiasts participating in eight cycling events and professional races, including the Hammer Hong Kong presented by the Group. The Hammer Hong Kong is the finale of the European Hammer Series and is also a UCI Asia Tour Class 1.1 Road Race that saw 15 professional teams from all over the world and the Hong Kong National Team compete in both the Hammer Sprint and Hammer Chase in Tsim Sha Tsui. After rounds of intense competitions, the Australian team Mitchelton-Scott took the championships for both Hammer Hong Kong and Hammer Series. Moreover, the new SHKP Greater Bay Area Youth Trophy attracted 170 young people from 11 Greater Bay Area cities to participate.

Again, this year the Group will make an extra donation on top of part of the event proceeds to go toward services for local underprivileged children and youth. Beneficiary organizations this year include The Boys' and Girls' Clubs Association of Hong Kong, Changing Young Lives Foundation, Hong Kong Sheng Kung Hui Welfare Council and The Community Chest of Hong Kong.

由集团冠名及慈善赞助的第四届“新鸿基地产香港单车节”顺利完成，共吸引了逾5,400位海外及本地单车爱好者参与八项单车活动及专业比赛，其中包括由集团全力呈献，属欧洲“Hammer 系列”公路赛的压轴赛事——“Hammer香港站”。该赛事乃UCI亚洲巡回赛分站赛事，属UCI 1.1级公路赛，共有15支来自世界各地的强队及香港队代表在尖沙咀进行竞速赛和追逐赛。经过多场激战后，来自澳洲的



Pictured are Deputy Director of the Liaison Office of the Central People's Government in the HKSAR Chen Dong (centre), Chief Executive of the HKSAR Carrie Lam (sixth left), Hong Kong Tourism Board Chairman Peter Lam (fifth left), Group Executive Directors Adam Kwok (sixth right) and Christopher Kwok (fourth left) together with the Hammer Series 2018 overall champion

中联办副主任陈冬(中)、香港特区行政长官林郑月娥(左六)、香港旅游发展局主席林建岳(左五)连同集团执行董事郭基辉(右六)及郭基泓(左四)与“Hammer 系列 2018”总冠军合照

Mitchelton-Scott车队包揽了“Hammer香港站”冠军及“Hammer系列”总冠军的殊荣。此外，活动今年亦首设“新地粤港澳大湾区青年杯”，有170位来自大湾区11个城市的年轻人参与。

一如往年，集团会额外捐款，连同来自主办单位的部分收入，用作发展本地基层儿童及青少年服务。今年受惠机构包括香港小童群益会、成长希望基金会、香港圣公会福利协会及香港公益金。

新闻会致力将“愉快阅读”融入生活，每年秋季更特别推出“悦动·阅乐”系列活动，通过骑自行车及跑楼梯等形式走入书中场景，让大众体验阅读和运动乐趣。

2018年的“悦动·阅乐”三个活动各有特色。在“绿野书踪”登山导赏团中，参加者登上龙虎山欣赏生态及历史遗迹。“单车悠悠游东涌”文化导赏团则带领参加者寻访东涌炮台及侯王庙，认识红树林及河岸生态。而“流行·楼行”楼梯导赏团的参加者，则漫步于中上环特色楼梯，畅游香港流行文化的取景或取材地。新闻会更推荐了多本相关好书，让参加者在活动过后，仍可继续通过阅读深入认识本港文化。



In the Wizard of Books guided hiking tour, participants got the chance to enjoy the natural scenery at Lung Fu Shan

在“绿野书踪”的登山导赏团中，参加者登上龙虎山，欣赏大自然生态

## SHKP Volunteer Team earns recognition for social inclusion efforts

集团义工队鼓励伤健共融获嘉许



Director of Social Welfare Carol Yip (fourth left) and Convenor of Sub-Committee on Promotion of Corporate Volunteering Kevin Lau (fourth right) present the Best Corporate Volunteer Service Project Competition bronze award to the SHKP Volunteer Team

社会福利署署长叶文娟(左四)和工商机构义工工作推广小组召集人刘健华(右四)颁发“最佳企业义工计划比赛”季军给予集团义工队

The SHKP Volunteer Team's passion has been widely recognized over the past 15 years including the latest bronze award for its weCare Volunteering Inclusion Project at the 2016-18 Best Corporate Volunteer Service Project Competition organized by the Steering Committee on Promotion of Volunteer Service of Social Welfare Department.

The weCare Volunteering Inclusion Project aims to encourage young people with special needs to serve the community hand-in-hand along with SHKP volunteers, following a series of training sessions to enhance greater social inclusion. Young people and the Team visit the elderly on a regular basis and even make healthy festive food for them to spread some good cheer during the holidays. The two groups also exercise with the elderly and encourage them to make it a daily practice. The overall success of the weCare project is the result of the Volunteer Team's dedication and that of the young people, which also serves as a showcase for social inclusion.

集团义工队15年来热心助人，屡获嘉许，最近凭着“weCare共融义工计划”，获社会福利署推广义工服务督导委员会颁发“2016-18最佳企业义工计划比赛”季军。

“weCare共融义工计划”鼓励有特殊需要的青年接受培训，再联同新地义工参与义工工作，以实际行动创建共融社会。学员与义工队定期探访长者，更制作健康的传统节庆食品送赠长者，与他们分享节日的喜悦。学员与义工队也会陪同长者进行恢复运动，鼓励他们多做运动。此次获奖，不但肯定了义工队及学员的努力，而且体现了伤健共融的精神。

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## SHKP-Kwoks' Foundation supports clinical research on acute lymphoblastic leukemia in children

新地郭氏基金支持儿童急性淋巴细胞性白血病临床研究项目

For many years, the SHKP-Kwoks' Foundation has established various scholarships to nurture youth development. Recently, its caring initiatives have extended into medical services with a donation made towards a clinical research project under the VIVA China Children's Cancer Foundation. The donation will support a clinical research project on acute lymphoblastic leukemia among mainland children, with the aim of improving the cure rate in patients to above 90%.

As part of efforts to nurture young people, the Foundation has established a scholarship at Southwest University since 2007 to support academically promising students from underprivileged families to pursue their studies. To date, more than 1,600 grants have been conferred. Foundation representatives have extended the scholarship agreement to continue supporting young people studying at the tertiary level.

新地郭氏基金多年来持续资助教育事业，培育年轻一代，最近更捐款予一项临床研究项目，为医疗建设出一份力。该项目属于“VIVA中国儿童癌症基金”旗下项目，捐款将用于资助内地儿童急性淋巴细胞性白血病临床研究组的工作，致力将患者的治愈率提升到90%以上。



SHKP-Kwoks' Foundation Executive Director Amy Kwok (front, centre), VIVA China Chairwoman Jennifer Yeo (front, right), Shanghai Soong Ching Ling Foundation Acting Secretary General Jia Yong (front, left) and Shanghai Children's Medical Centre Professor Tang Jing-yan (back, second left) with guests at the donation agreement signing ceremony  
新地郭氏基金执行董事郭婉仪(前排中)、VIVA中国主席杨太(前排右)、上海宋庆龄基金会代秘书长贾勇(前排左)及上海儿童医学中心主任汤静燕(后排左二)，于捐赠协议书签署仪式上与嘉宾合照

在培育人才方面，基金于2007年起，与西南大学合作设立“西南大学奖助学金”，资助学习优秀但家庭经济困难的学生，至今提供超过1,600个奖助学金名额。基金代表早前与校方再次签订捐赠协议，继续支持年轻人修读大学。



## Nature Rescue beach clean-up at South Lantau Bay

### “山·滩拯救队” 屿南湾海岸清洁行动

To encourage environmental protection, the Group joined hands with Green Power to invite supporting organizations of the Nature Rescue mobile app plus teachers and students from tertiary institutions and primary schools along with a host of volunteers to take part in a beach clean-up at South Lantau Bay, Lantau Island. Nearly 200 people joined the coastal conservation campaign, collecting over 1,500 kg of waste and recyclables.

Since 2011, the Group has collaborated with Green Power in organizing the SHKP Love Nature Campaign to promote conservation and expand environmental education. The Nature Rescue mobile app, which is a handy, easy-to-use interactive mobile platform, was launched this past summer to let more people, especially the youth, take part in environmental protection. People even use the social networking platform at Nature Rescue to report rubbish blackspots and organize their own countryside and beach clean-up activities with other like-minded people.



Group Executive Director Christopher Kwok and Deputy Director of the Environmental Protection Department Elvis Au clean the beach with nearly 200 volunteers  
集团执行董事郭基泓及环保署副署长区伟光联同近200名义工身体力行清洁海岸

为鼓励大众保护环境，集团联同绿色力量邀请了“山·滩拯救队”移动应用程序的支持机构、大专和小学师生以及义工，前往大屿山屿南湾进行海岸清洁活动。活动当日，近200人合力清理了超过1,500公斤的垃圾及可回收废物，为保护海岸出一份力。

集团自2011年起与绿色力量合作举办“新地齐心爱自然”计划，推广爱护自然的讯息，推动环境教育工作。今年夏季更推出“山·滩拯救队”移动应用程序，提供一个方便易用的手机互动平台，让更多市民，特别是年轻人参与环保工作。市民大众更善用“山·滩拯救队”的社交平台功能，汇报垃圾黑点，并自发组织清洁活动，与志同道合的有心人一起清洁山滩。

## Hong Yip and Kai Shing reduce their distribution of plastic umbrella bags

### 康业与启胜积极减少派发雨伞塑料袋



A total of 21 properties have joined the Umbrella Bags Reduction Accreditation Program  
共21个物业获得“减少使用/派发雨伞塑料袋”审核认证

The Group's property management teams are widely recognized for their ongoing environmental protection efforts. To help reduce the use of plastic umbrella bags, several offices, shopping malls and residential projects managed by Hong Yip and Kai Shing have joined the Umbrella Bags Reduction Accreditation Program initiated by Greeners Action. A total of 21 properties are now accredited with 18 achieving the highest gold level. Ultima as well won an additional Creative Promotion Award for its upcycling project.

Participating properties set up environmental facilities at the property entrances to replace distribution of plastic umbrella bags while promoting the relevant message to users. The Ultima team, which won the Creative Promotion Award, handmade 100 reusable umbrella bags from used banners to replace disposable plastic umbrella bags, and encouraged residents to use reusable goods.

集团的物业管理团队致力推动环保工作，屡获嘉许。为减少使用雨伞塑料袋，康业与启胜辖下多个写字楼、商场及住宅项目，参与绿领行动“减少使用/派发雨伞塑料袋”审核认证计划，共有21个物业获得认证，18个属最高级别的金级认证，而天铸凭着升级再造同时获颁“创意宣传奖”。

参与计划的物业均在出入口增设环保设施，以取代派发雨伞胶袋，并向用户推广相关讯息。荣获“创意宣传奖”的天铸管理团队，亲手缝制100个可重复使用的雨伞袋供住客借用，以取代一次即弃的塑料雨伞袋，同时鼓励住客多选用可重复使用物品。

## SUNeVision adds Tseung Kwan O data centre site

### 新意网投得将军澳数据中心用地



SUNeVision's new data centre site in Tseung Kwan O sits next to the flagship facility MEGA Plus  
新意网新增位于将军澳的数据中心地皮，毗邻为旗舰数据中心MEGA Plus

As part of its expansion plan, SUNeVision has just acquired Tseung Kwan O Town Lot No. 131 at Wan Po Road, Area 85, Tseung Kwan O in December through a government tender, following the addition of a Tsuen Wan site in January 2018.

Boasting a maximum gross floor area of over 112,640 square metres (1.21 million square feet), this data centre site is adjacent to SUNeVision's MEGA Plus flagship facility which is Hong Kong's first purpose-built facility on land designated for data centre use by the Government. Upon completion of the new project, the two neighbouring data centres are set to create synergies. Together with the other data centres in MEGA Campus, SUNeVision's service offerings will be further enhanced, bolstering its leading position in the market.

新意网致力拓展数据中心业务，于2018年1月收购荃湾一幅地皮后，刚于12月透过政府招标，投得位于将军澳第85区环保大道的将军澳市地段第131号用地。

地盘可建楼面面积逾112,640平方米（121万平方呎），属于数据中心专属用地。项目毗邻新意网旗舰数据中心MEGA Plus，为香港首个建于政府规划作数据中心专属用地的数据中心。待新项目落成后，两个相邻项目必发挥协同效应，连同其他MEGA Campus的数据中心，为客户提供更佳服务，进一步提升新意网的市场领导地位。

## Debut issue of Panda Bond

### 集团首次发行熊猫债券

In November 2018, the Group made a debut issue of a 2-year Panda Bond of RMB1,200 million on the mainland. The response to this issue has been overwhelming from investors including banks, funds and insurance companies, resulting in a total order of RMB2,800 million, a true testament to the positive outlook of the Group's strategy and business in both Hong Kong and on the mainland. Proceeds from the issue will be used for re-financing of mainland project's bank loan.

集团于2018年11月，在内地首次发行两年期人民币12亿元的熊猫债券。本次熊猫债券深受市场欢迎，银行、基金公司及保险公司等纷纷支持，总申购金额达人民币28亿元，反映了投资者对集团的策略以及在香港及内地的业务发展充满信心。融资款项将用于再融资内地项目的银行贷款。



Group Corporate Planning & Strategic Investment (Corporate Planning) General Manager Brian Sum briefs investors on bond and corporate developments at the Panda Bond roadshow

集团公司策划及策略投资部（公司策划）总经理沈康宁在熊猫债券路演上，向投资者推介有关债券及公司发展



## Shanghai IFC Residence named Best Luxurious Serviced Apartment of China 上海国金汇荣获“中国最佳服务式公寓”大奖

IFC Residence, the Group's five-star deluxe serviced suites in Shanghai, was named the Best Luxurious Serviced Apartment of China 2018 at the 15th Golden-Pillow Award of China Hotels for its unrivalled customer service as well as luxurious, elegant living environment.

IFC Residence is part of the large-scale Shanghai IFC integrated complex in the heart of Lujiazui. Residents can enjoy a host of comprehensive facilities nearby, including a luxury shopping mall, super grade-A offices, gourmet dining and top-notch entertainment, making it the preferred choice for a business stay. Its prime location offers convenient access between Pudong and Puxi for business travellers, which is also ideal for holidaymakers. Putting 'customers first' into practice, IFC Residence delivers caring, attentive service when meeting the different needs of its residents all with the aim of offering a luxurious, intimate living space that provides the comfort of a home away from home.

集团位于上海的五星级豪华服务式公寓国金汇在第15届中国酒店“金枕头”奖评选中，凭借顶级服务质量与奢华典雅的居住环境，荣获“2018年度中国最佳服务式公寓”殊荣。

国金汇位于陆家嘴核心地段，属于上海国金中心大型商业综合项目的一部分。住客可享受完备的周边设施，包括豪华购物商场、超甲级写字楼以及顶级餐饮及



Sun Hung Kai Development (China) Deputy General Manager Rick Man (front, second left) and the IFC Residence team are delighted to receive the Best Luxurious Serviced Apartment of China award at the Golden-Pillow Award of China Hotels 新鸿基发展(中国)副总经理文志峰(前排左二)及国金汇团队喜获中国酒店“金枕头”奖颁发“中国最佳服务式公寓”大奖

娱乐，深受商务人士好评。项目位置优越，方便商旅人士往返浦江两岸，亦是度假首选。国金汇秉持“以客为先”的服务精神，按照住客的不同需要，提供细致周到的服务，让他们既能享受奢华私密的居住空间，也能体验宾至如归的舒适惬意。

## Hong Yip wins the prestigious Grand Award at the HKMA Quality Award 康业获颁“优质管理奖大奖”最高荣誉



Hong Yip Vice Chairman and Chief Executive Alkin Kwong (second left) receives the top Grand Award at the 2018 HKMA Quality Award 康业副主席及行政总裁邝正伟(左二)获颁“2018优质管理奖大奖”最高殊荣

The Group's property management subsidiary Hong Yip is committed to continually enhancing its service offerings in order to exceed customers' expectations. Their efforts were duly recognized at the HKMA Quality Award organized by the Hong Kong Management Association, at which Hong Yip's effective and systematic management approach earned it the top Grand Award, which is considered the 'Oscar' of quality management in Hong Kong. This honour is yet another recognition of Hong Yip's smart management and excellent service.

In recent years, Hong Yip has been introducing advanced technologies to drive service enhancement, including the development of several mobile apps like SoProp, which enhances tenant service, and the smart mobile patrolling system Nitrol. In addition, the mobile app WeCom was developed for internal communications as well as knowledge and work experience sharing in order to enhance overall quality.

集团旗下物业管理公司康业多年来持续提升服务品质，力求超越顾客所想。在香港管理专业协会举办的“优质管理奖”中，凭借高效率及有系统的管理方法，获颁最高荣誉“大奖”。该奖项一向被誉为本港优质管理界别中的“奥斯卡”大奖，本次获奖再次证明康业的智能化管理和表现卓越。

康业近年致力于利用高新科技提升管理服务，成功研发多个手机应用程序，包括提升业主生活体验的SoProp，以及智能移动巡逻系统Nitrol。公司亦自行开发手机应用程序WeCom，方便内部沟通、分享知识和工作经验，有助提升团队整体素质。



# Nature Rescue Mobile App

## 山·灘拯救隊

移动应用程序

### One-stop app to 一站式

- ✓ know and report all rubbish blackspots across rural area in Hong Kong  
掌握及汇报香港各处山滩垃圾黑点
- ✓ join or hold clean-up activities  
参与或自发组织清洁活动
- ✓ get educational and practical information  
获取教育及实用资讯

*Environmental  
Protection in Action!*  
一齐身体力行  
实践环保!

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Nature Rescue/山·灘拯救隊



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