

SHKP Quarterly

Vol 91 | Q1 2019

Shopping mall enhancements create an exceptional shopping and leisure experience 商場優化工程提升購物消閒體驗





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商場優化工程提升購物消閒體驗

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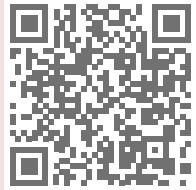


以心建家 Building Homes with Heart

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

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

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Shopping mall enhancements create an exceptional shopping and leisure experience

Regular renovations and tenant-mix refinements are carried out in existing SHKP malls to boost their attractiveness and to strengthen the Group's retail portfolio. One of the latest examples is Metroplaza, which saw a significant growth in overall traffic and sales revenue after its major revamp last year. Meanwhile, New Town Plaza III and Park Central are working on their second phase of renovations and tenant mix refinements, which are expected to attract greater number of shoppers when work is completed later this year. In terms of technology application, the SHKP Malls App has just released its second major upgrade: The Point by SHKP integrated loyalty programme.

Wider shopping and leisure choices at Metroplaza

Adjacent to MTR Kwai Fong Station, Metroplaza's major reconfiguration brought about additional leisure facilities, a more diversified tenant mix and an expanded outdoor green space, creating a comprehensive experience overall for customers.

Metroplaza's Level 3 to Level 5 have now been fitted with floor-to-ceiling window facades, making it brighter and more spacious. The number of retailers has also increased to 230 with a broader tenant mix covering beauty, food and beverage, as well as fashion and sportswear. More than half of the shops are their only outlets in the district.

In addition, there are five new facilities at the piazza including an alfresco dining area, seasonal sea of flowers, starlight walkway, urban farm and fun park. The outdoor garden features seasonal flowers with floral selfie walls and staircases. The starlight walkway is decorated with LED lights for a romantic setting. Both places are very popular spots for photo ops in the mall. The urban farm, which is open to the public, is planted with over 40 types of crops annually. Farm-themed activities are organized and VIP members can redeem their reward points for admission to green workshops. The fun park is equipped with colourful giant vegetable play facilities from Finland including a 3.5-metre tall turbo-tube slide, roundabouts, adult-toddler swings and fitness machines that use motion to charge mobile phones. The fun park has quickly become a great place for kids to burn off their excess energy.

Metroplaza also organizes a wide variety of promotions to draw young people and families. As a result, the mall recorded significant growth in traffic and retail sales.

New movie tower at New Town Plaza

As a leading regional mall in the eastern New Territories, New Town Plaza in Sha Tin enjoys strong footfall and solid sales results. The mall completed the movie tower relocation and finished the first phase of the New Town Plaza III renovation last year, adding more elements that appeal to young people and families.

Opened in mid-2018, the new Movie Town provides more than 1,700 seats in seven theatre houses, making it the largest cinema in the New Territories. It features the first 4K ultra high definition Onyx Cinema LED in Hong Kong as well as the first RealD Cinema technology in Hong Kong, and boasts the



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Members of The Point by SHKP integrated loyalty programme can earn bonus points across 14 SHKP major malls to redeem a variety of gifts and privileges.

The Point by SHKP 商場綜合會員計劃會員可在新地14個主要商場統一賺取積分，換領多元化獎賞及優惠。

Visitors can experience farming from the farm-themed activities at Metroplaza's urban farm 新都會廣場都市農莊的農耕體驗活動，讓遊人於城市中享受大自然田園風



Movie Town at New Town Plaza offers over 1,700 seats, making it the largest cinema in the New Territories
新城市廣場Movie Town提供逾1,700個座位，為新界區最大規模影院



Rendering 效果圖

More shopping and leisure options will become available at Park Central following the soon-to-be-completed second phase of renovation
將軍澳中心第二期翻新工程快將完工，為顧客帶來更多購物消閒選擇

most advanced display technology with state-of-the-art audio and visual systems, providing an exceptional visual experience to movie lovers.

New Town Plaza III is currently under the second phase of renovation, which mainly involves Level 3 and part of Level 2, with scheduled completion expected by the end of the year. The first phase was completed in mid-2018, adding a facelift to Level 1 and Level 2. Level 2 is now a children's wear and lifestyle zone while YATA Department Store has taken up the entire area of Level 1, which is much closer to the car park and more convenient for shoppers who drive.

Park Central set to complete its renovation soon

Located at a prime site, Park Central is connected to the nearby MTR station and sits close to major residential projects and hotels. The mall enjoys heavy pedestrian traffic, attracting nearby residents and those beyond the district as well as tourists staying at hotels in the Tseung Kwan O town centre.

To help provide a more comprehensive shopping experience throughout the neighbourhood, the mall has been undergoing a major renovation in recent years. The first phase was completed in late 2017 in which about 150,000 square feet of floor area had

been refurbished. Over 50 new tenants have moved in mostly comprising specialty food and beverage operators and retailers. Other new shops to Tseung Kwan O include a 20,000-square-foot Japanese health concept supermarket, bringing greater convenience to the residents there.

The second phase of Park Central's renovation covers about 200,000 square feet, and has now been handed over to retailers with a grand facelift expected during this second quarter. The number of shops will then increase from the original 141 to 221 with a broader tenant mix, adding more retailers for sporting goods, toys and games, stationary and household wares, audio-visual and electrical appliances, lifestyle goods and home decorations. The revamped Park Central will also become the one and only venue of choice for car shows in the district, drawing even more residents. Full year pedestrian traffic is expected to grow by 40%, while monthly sales revenue will rise by 60%.

SHKP Malls App functions upgrade

Technology investments have also been made to enrich the customer service. The SHKP Malls App was launched in early 2018 to better suit the spending habits of mobile phone lovers. The app integrates the latest dining, parking, shopping and promotion information for 24 SHKP malls, covering over 2,900 merchants.

The SHKP Malls App has just released its second phase: The Point by SHKP integrated loyalty programme. The individual membership programmes of 14 SHKP major malls* have now been consolidated into one, creating the largest cross-mall loyalty programme in Hong Kong with a retail floor area of over seven million square feet, housing over 2,200 merchants. The Point by SHKP integrated loyalty programme offers shopping benefits beyond district boundaries. Members can enjoy more shopping destinations and register bonus points conveniently and easily. Bonus points can now also be used to redeem a variety of gifts and privileges across 14 SHKP malls. Members of The Point by SHKP integrated loyalty programme can enjoy the first ever contactless hourly parking in Hong Kong.

Following the launch of The Point by SHKP integrated loyalty programme, membership is expected to jump significantly, attracting more customer visits and enhancing the business environment for merchants.

* The Point by SHKP integrated loyalty programme covers APM, East Point City, Landmark North, Metroplaza, Mikiki, MOKO, New Town Plaza, Park Central, Tai Po Mega Mall, Tsuen Wan Plaza, V City, WTC, YOHO MALL and Yuen Long Plaza.



Phase one of New Town Plaza III's reconfiguration has been completed with 100% occupancy
新城市廣場第三期翻新工程第一階段已經完工，出租率達100%

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商場優化工程提升購物消閒體驗

集團定期為現有商場進行翻新工程及優化租戶組合，為顧客創造具吸引力的購物地點，同時提升集團零售物業組合的競爭力。最新例子是新都會廣場，商場於去年全面完成大型優化工程後，整體人流及營業額均錄得顯著升幅。另外，新城市廣場第三期及將軍澳中心現正進行第二階段翻新工程，並將引入更多元化的商戶組合，預期可在年內稍後時間竣工，勢將吸引更多消費者到訪。在科技應用上，新地商場App剛剛升級，推出第二階段計劃：The Point by SHKP商場綜合會員計劃。

新都會廣場購物消閒更精彩

毗鄰港鐵葵芳站的新都會廣場完成優化後，增添休閒設施，強化商戶組合，開放更多戶外綠化空間，為顧客帶來更多元化的體驗。

新都會廣場三至五樓現時採用全落地玻璃幕牆設計，光亮舒適，空間感大增。商戶數目現時達230間，商戶組合較以往豐富，匯聚美容、餐飲以至時尚服飾與運動服裝三大範疇，當中過半數品牌屬區內獨有。

此外，戶外露天廣場亦增加了五個全新設施，包括戶外露天餐飲區、季節主題花海、星光長廊、都市農莊及歷奇公園。露天花園以季節花海為主題，設有花系自拍牆及花海階梯。星光長廊以漫天燈海佈置，氣氛浪漫寫意。兩者均深

受歡迎，成為場內「打卡」熱點。都市農莊全天候開放，全年種有超過40種農作物，更推出農耕體驗主題活動，VIP會員更可憑積分換領入場券參與綠色生活工作坊。歷奇公園的遊樂設施源自芬蘭，以色列繽紛的巨型蔬果作造形，設有3.5米超高滑梯筒、冰氹轉、親子鞦韆及親子健身充電設施等，火速成為小朋友的「放電」好去處。

新都會廣場亦不時舉辦多姿多采的推廣活動，吸引年輕人及一家大小到訪，商場人流及銷售金額均錄得顯著升幅。

新城市廣場新增戲院大樓

沙田新城市廣場為新界東具領導性的區域商場，人流暢旺，營業額理想。商場去年完成戲院大樓重置及第三期翻新工程第一階段，進一步提升年輕人及家庭

客群的元素。

全新戲院大樓Movie Town於2018年中投入服務，設有七間影院，提供逾1,700個座位，為新界區最大規模影院，設有全港首個LED 4K超高清Onyx螢幕影院、全港首間全制式RealD Cinema影院，配備嶄新放映技術及頂尖影音系統，為電影愛好者帶來精彩的視覺體驗。

新城市廣場第三期現正進行第二階段優化工程，主要涉及三樓及二樓部分位置，預計於本年底完成。第一階段已於2018年中旬完成，主要涉及一樓和二樓。二樓特別打造為兒童用品及生活時尚主題區。一田百貨則進駐一樓全層，地理上更鄰近停車場，方便駕駛人士日常購物。



The first phase of Park Central's renovation brought in new specialty food and beverage operators
將軍澳中心第一期優化工程為居民帶來多間全新特色餐飲食肆

將軍澳中心翻新工程快將竣工

將軍澳中心位置優越，連接鄰近港鐵站，毗鄰多個大型住宅項目及酒店，人流暢旺，吸引區內外客人以至住宿將軍澳市中心酒店的遊客前來購物消閒。

商場近年進行大型翻新工程，以便為區內居民提供更全面的購物體驗。第一期工程已於2017年底完成，涉及約150,000平方呎樓面。新增商戶逾50間，以特色餐飲食肆及零售為主，部分屬於首次進駐將軍澳。商場更增設了一間面積達20,000平方呎的日式健康概念超級市場，令居民購物加倍方便。

將軍澳中心第二期翻新工程涉及約200,000平方呎樓面，各商舖現已交予租戶進行店內工程，商場將於今年第二季以全新面貌出現。屆時，店舖總數將由翻新前的141間增至221間，商戶組合更全面，包括體育用品、兒童遊戲、文具及家具、影音電器、生活品味及家居佈置將進一步加強，並增設區內唯一可容納車展的展覽場地，勢將吸引更多區內人士前來。預期全年人流可錄得40%增長，每月營業額則可提升60%。

新地商場App功能升級

集團亦透過軟件方面，為顧客提供更佳服務。新地商場App自2018年初推出以來，結集24個新地商場的最新資訊，匯聚超過2,900個商戶，提供實用功能，涵蓋用餐、泊車、購物及推廣活動資訊等，配合一眾手機不離手的顧客的消費模式。

新地商場App剛剛推出第二階段計劃：The Point by SHKP商場綜合會員計劃，將新地14個主要商場*的獨立會員制度整合為一，成為本港目前最大型的商場綜合會員計劃，零售面積合共逾700萬平方呎，匯聚逾2,200間商舖。The Point by SHKP商場綜合會員計劃會員可不受地域限制，於更多購物點、更方便、更輕鬆地登記積分，以積分換領集14個商場的多元化獎賞及優惠，同時更可享用全港首個免觸式時租泊車服務。

預期The Point by SHKP商場綜合會員計劃推出後，商場的會員數目將大幅增長，為商場吸引更多人流，為商戶營造更佳的營商環境。

* The Point商場綜合會員計劃適用商場：APM、東港城、上水廣場、新都會廣場、Mikiki、MOKO新世紀廣場、新城市廣場、將軍澳中心、大埔超級城、荃灣廣場、V City、WTC世貿中心、YOHO MALL及元朗廣場。



Members of The Point by SHKP integrated loyalty programme can enjoy the first contactless hourly parking in Hong Kong for greater convenience. MOKO and V City are the first malls to provide such a service. The Point by SHKP商場綜合會員計劃會員可享用全港首個免觸式時租泊車服務，出入商場加倍方便。服務現率先在MOKO新世紀廣場及V City提供



Enjoying quality time with your kids at the play facilities from Finland at fun park of Metroplaza
新都會廣場的歷奇公園設有多種源自芬蘭的遊樂設施，適合親子時光



Harbour North@VIC in North Point debuts 北角Harbour North@VIC正式開業

Harbour North@VIC in North Point, which is at the podium of Hotel VIC, has seen a strong response since its opening late last year. The mall held various joint promotional campaigns with Hotel VIC during this past Christmas and Chinese New Year. Residents and office workers in the neighbourhood as well as tourists staying at nearby hotels have been encouraged to spend money at the mall and indulge in a brand new harbourfront shopping and leisure experience.

Grand opening of Harbour North@VIC

Harbour North@VIC covers about 67,000 square feet across five floors, housing 60 retail shops and restaurants. Tenant occupancy is currently standing at 90%. For the restaurants, all six of them boast spectacular harbour views and are new to Hong Kong, serving neo-Cantonese cuisine, high-end Chinese dining and authentic Japanese flavours. The retail section has attracted over 50 shops including the best skincare and beauty brands, trendy fashion, jewellery, travel, electronic products and much more. Some popular beauty brands, restaurants and accessory stores have

already opened one after another. Harbour North@VIC is set to synergize with the adjacent Harbour North.

Harbour North is a 145,000-square-foot retail component of the landmark Victoria Harbour Development, which is expected to open in phases during the next 12 months or so. The nine street-level shops beneath the Victoria Harbour Development that faces Java Road and sits adjacent to the North Point Ferry Pier Public Transport Interchange will have an aggregate floor area of about 7,000 square feet. Several renowned brands have already

signed up. Meanwhile, the retail podium between Hotel VIC and the street-level shops at the Victoria Harbour Development will span about 138,000 square feet. Pre-leasing agreements have also been signed with several brands.

Upon full completion, Harbour North will offer trendy fashion, jewellery and watches, skincare and beauty, international dining, a lifestyle superstore and supermarket, and much more. Alfresco dining spots that overlook harbour view will take up 15% of the gross floor area.

Harbour North@VIC is now open, delivering the latest harbourfront shopping and leisure experience
Harbour North@VIC現已開幕，帶來全新的海濱購物消閒體驗





Various brands and restaurants are now in place at Harbour North@VIC
多個品牌及餐廳現已進駐Harbour North@VIC

New shopping and leisure spot along the harbourfront

Situated at the transportation hub connecting Island East and Island West, Harbour North and Harbour North@VIC ideally poised to benefit from the comprehensive transportation network. The retail cluster is just a few steps away from MTR North Point Station. North Point ferry pier, tram station and bus terminus are also close by, providing easy access to near and far.

Featuring a modern lifestyle concept, the retail cluster sits in an elite location right next to the harbour where the sea and sky meet. There is also a leisure zone including a green public open space of some 160,000 square feet, as well as an approximately 420-metre long promenade and a large open piazza. The place is destined to become the new shopping and leisure landmark along the North Point harbourfront.

位於北角海匯酒店基座的Harbour North@VIC，自去年底開業以來，表現理想。於剛過去的聖誕節及農曆新年期間，商場更與海匯酒店聯手舉辦了豐富的推廣節目，吸引不少附近居民、上班一族和在毗鄰酒店住宿的遊客到訪消費，感受全新的海濱購物消閒體驗。

Harbour North@VIC隆重開幕

Harbour North@VIC面積約67,000平方呎，合共五層，提供60間商舖，涵蓋零售及食肆，出租率目前達九成。場內共有六間首次進駐本港的食肆，全部坐擁無敵海景，包括新派粵菜、高級中菜與和風特色食肆。零售方面雲集了50多間商舖，包括星級彩妝護膚品牌、潮流時尚服裝、珠寶首飾、旅遊及電子用品等。現時，多家美妝名店、飲食與時尚配飾品牌已經陸續開幕。Harbour North@VIC將與鄰近商場北角匯產生協同效應。

北角匯為地標項目海璇的商場部分，樓面面積達145,000平方呎，預計大概於未來12個月分階段開業。位於海璇發展項目的基座並連接北角碼頭公共運輸交匯處，為面向渣華道的九個臨街商舖，樓面面積合共約7,000平方呎，多個著名品牌已落實租約。至於位處海匯酒店與臨街商舖中間，同屬海璇發展項目的基座部分，則面積約138,000平方呎，現時亦有多家品牌陸續落實租務事宜。

待北角匯全面開通後，將匯聚時尚服飾、珠寶鐘錶、美容化妝、國際餐飲、生活百貨及超級市場等，而特色露天海景食肆將佔總樓面面積達15%。

海濱購物消閒新地標

北角匯及Harbour North@VIC位處貫通港島東西區交通的樞紐，坐享完善交通網絡；距離港鐵北角站僅數步之遙，加上北角渡輪碼頭、電車站和巴士總站都近在咫尺，遠近輕鬆可達。

整個零售群以現代生活品味為概念，擁有維港零距離的地理優勢，盡覽海天一色，同時提供寫意舒適的休閒園區，包括近160,000平方呎的綠化公共休憩空間、長約420米的海濱長廊及大型露天廣場，勢將成為北角區的海濱購物消閒新地標。



Downtown 38 in Ma Tau Kok nearly sold out⁸

馬頭角Downtown 38幾近售罄⁸

Downtown 38 is the latest joint venture commercial and residential development with the Urban Renewal Authority. Situated in a prime location of Ma Tau Kok, the development is ideally poised to benefit from the nearby comprehensive transportation network and superior community facilities. Market response has been very encouraging since its launch in mid-January 2019 with all typical units sold out in just half a month⁸. Over 96% of all residential units were sold by 27 March 2019⁸, generating contracted sales of more than HK\$1,350 million⁸.



This rendering shows the general condition of the external appearance of some parts of the Development only and does not show (or only shows a simplified version of) the surrounding roads, buildings and environment of the Development and does not reflect the air-conditioners, pipelines, grilles and other facilities that may appear on the external wall of the Development and does not reflect the actual or final conditions of the texture, style and lustre of the building materials. The colour, layouts, materials, fittings, finishes, appliances, lightings, plants and other items as shown in the rendering may not be provided in the Development upon completion. The vendor reserves the right to modify, amend and change the building plans of the Development and the design, layouts, materials, fittings, finishes and appliances of any part of the Development. The rendering represents an artist's impression of the Development concerned only and does not reflect the actual external appearance of the Development or its final condition, views and actual surrounding environment of the Development upon completion. The rendering has been edited and processed with computerized imaging techniques and is for reference only and shall not constitute or be construed as constituting any offer, representation, undertaking, warranty or contract terms, whether express or implied, on the part of the Vendor regarding the Development or any part thereof.

此模擬效果圖只顯示發展項目其中部分的大概外觀狀況，並未顯示（或簡化處理）發展項目附近的道路、建築物及環境，亦未反映可能出現在發展項目外牆之冷氣機、喉管、格柵及其他設施，亦不反映建築物料的質地、式樣及光澤的實際或最終狀況。模擬效果圖中所示的顏色、布局、用料、裝置、裝修物料、設備、燈飾、植物及其他物件不一定會在日後落成的發展項目提供。賣方保留權利變更、修改和更改發展項目的建築圖則及發展項目任何部分的設計、布局、用料、裝置、裝修物料及設備。模擬效果圖顯示純屬畫家對有關發展項目之想像，並不反映發展項目落成時的實際外觀或其最終狀況、景觀及實際周邊環境。模擬效果圖經電腦修飾處理，僅供參考，並不構成亦不應詮釋為賣方對發展項目或其任何部分作出任何明示或暗示的要約、陳述、承諾、保證或合約條款。

Downtown 38 will have a single residential tower comprising 228 premium residential units. Typical units will range from 300 to 414 saleable square feet⁹ in one or two bedroom designs featuring practical layouts¹. Special units with flat roofs and/or roofs will also be available. Almost 70% of the units will be one-bedroom residences, providing a chic living space for young elites. There will also be a residents' clubhouse and three storeys of commercial units to accommodate a variety of facilities for leisure and convenience.

Downtown 38, in the heart of Ma Tau Kok, is served by a comprehensive transportation network. The development is close to MTR To Kwa Wan Station³ of Tuen Ma Line², offering an easy connection to the MTR network. Upon the commissioning of MTR Shatin to Central Link⁴, residents travelling via the MTR will be able to reach the Kai Tak Development Area at two stations⁵. East Tsim Sha Tsui or Tsim Sha Tsui Station will be just three stations away⁶, while Exhibition Center Station on the Hong Kong Island Section will also be just three stations away⁷. In addition, there are several bus routes in the neighbourhood linking the cores of Hong Kong Island, Kowloon and the New Territories.

集團現正與市區重建局合作發展全新商業及住宅發展項目Downtown 38。發展項目位於馬頭角核心地段，集完善交通網絡及優越社區生活配套於一身。自2019年1月中推出以來，備受市場歡迎，在短短半個月內，所有標準單位已經售罄⁸。截至2019年3月27日，已售出全部住宅單位逾96%⁸，合約銷售總額超過13.5億港元⁸。

Downtown 38為單幢式住宅大樓，共提供228個優質住宅單位。標準單位實用面積⁹由300至414平方呎，間隔有一房或兩房設計¹，方正實用；另設連平台及/或連天台的特色單位。設計規劃以一房單位為主，佔整體近七成，適合追求時尚生活的年輕精英居住。發展項目亦設有住客會所及三層商業樓層，提供多元化設施，讓住客享受愜意便利的生活。

Downtown 38位於馬頭角核心地段，交通網絡四通八達，出入方便。發展項目鄰近港鐵屯馬線²土瓜灣站³，坐享完善的港鐵線路網絡。待港鐵沙中綫⁴通車後，住客乘搭港鐵，兩站直達啟德發展區⁵，三站即可達尖東或尖沙咀站⁶，而前往港島區會展站亦只有三站之距⁷。此外，區內亦有多條巴士路線覆蓋，貫連港九新界核心。

Notes

- The layouts of residential units in the Development are subject to the final approval of plans by the relevant Government departments. Please refer to the sales brochure for details. The Vendor reserves the right to alter the building plans in accordance with the terms set out in the agreements for sale and purchase.
- The "Tai Wai to Hung Hom Section" of the MTR's Shatin to Central Link is being built to connect the existing West Rail Line and the Ma On Shan Line, which will form the Tuen Ma Line after completion. Source of information: www.mtr-shatincentrallink.hk/en/project-details/alignment.html#tabs-3 (date of retrieval of information: 7 December, 2018). The relevant construction works of Hung Hom Station are still ongoing and the details of which are subject to announcements of the government and/or relevant organizations. The relevant facilities may not be completed or may not be available for use upon the delivery of vacant possession of the units in the Development.
- "To Kwa Wan Station" of the Tuen Ma Line is still under construction. The construction, planning, design, completion and commissioning of the constructions relating to "To Kwa Wan Station" are subject to the final announcements of the relevant government departments and/or other relevant organizations, and may not be completed, or may be altered or abandoned by the date of completion of the Development. Even after completion, the actual details of the station may differ from the information set out in this advertisement. Source of information: www.mtr-shatincentrallink.hk/en/project-details/programme.html (date of retrieval of information: 7 December, 2018).
- The Shatin to Central Link is currently under construction and its details may change from time to time (including but not limited to its routes, number of stations and distances, station entrances, design and completion date, etc.), subject to the announcements of the government or relevant organizations. The relevant facilities may not be completed or may not be available for use upon the delivery of vacant possession of the units in the Development. Source of information: www.mtr-shatincentrallink.hk/en/project-details/alignment.html#tabs-3 (date of retrieval of information: 7 December, 2018).
- Through the MTR's Tuen Ma Line (under construction), from To Kwa Wan Station (under construction) via Sung Wong Toi Station (under construction) to Kai Tak Station (under construction). The Tuen Ma Line is currently under construction and its details may change from time to time (including but not limited to its routes, number of stations and distances, station entrances, design and completion date, etc.), subject to the announcements of the government or relevant organizations. The relevant facilities may not be completed or may not be available for use upon the delivery of vacant possession of the units in the Development. The construction, planning, design, completion and commissioning of the constructions relating to "To Kwa Wan Station", "Sung Wong Toi Station" and "Kai Tak Station" are subject to final announcements of the relevant government departments and/or other relevant organizations, and may not be completed, or may be altered or abandoned by the date of completion of the Development or upon the delivery of vacant possession of the units in the Development. Even after completion, the actual details of the stations may differ from the information set out in this advertisement. The Kai Tak Development Area is still under construction/planning. The final planning, design and date of completion are subject to the final announcements of the relevant government authorities. The Vendor does not make any representation or warranty whatsoever, whether express or implied, in respect of whether the project and/or the plan will be confirmed and when they will be confirmed or completed. Source of information: www.mtr-shatincentrallink.hk/en/project-details/alignment.html#tabs-3 (date of retrieval of information: 7 December, 2018).

6. Through the MTR's Tuen Ma Line (under construction) from To Kwa Wan Station (under construction) to Ho Man Tin Station and Hung Hom Station, and then take the West Rail Line to East Tsim Sha Tsui Station or Tsim Sha Tsui Station. The Tuen Ma Line is currently under construction and its details may change from time to time (including but not limited to its routes, number of stations and distances, station entrances, design and completion date, etc.), subject to the announcements of the government or relevant organizations. The relevant facilities may not be completed or may not be available for use upon the delivery of vacant possession of the units in the Development. The construction, planning, design, completion and commissioning of the constructions relating to "To Kwa Wan Station" are subject to the final announcements of the relevant government departments and/or other relevant organizations, and may not be completed, or may be altered or abandoned by the date of completion of the Development or upon the delivery of vacant possession of the units in the Development. Even after completion, the actual details of the station may differ from the information set out in this advertisement. The relevant construction works of Hung Hom Station are still ongoing and the details of which are subject to the announcements of the government or relevant organizations. The relevant facilities may not be completed or may not be available for use upon the delivery of vacant possession of the units in the Development. Source of information: www.mtr-shatincentrallink.hk/en/project-details/alignment.html#tabs-3 (date of retrieval of information: 7 December, 2018).

7. Through the MTR's Tuen Ma Line (under construction) from To Kwa Wan Station (under construction) to Ho Man Tin Station and Hung Hom Station, and then take East Rail Line to Exhibition Center Station (under construction). The Tuen Ma Line is currently under construction and its details may change from time to time (including but not limited to its routes, number of stations and distances, station entrances, design and completion date, etc.), subject to the announcements of the government or relevant organizations. The relevant facilities may not be completed or may not be available for use upon the delivery of vacant possession of the units in the Development. The construction, planning, design, completion and commissioning of the constructions relating to "To Kwa Wan Station" and "Exhibition Center Station" are subject to the final announcements of the relevant government departments and/or other relevant organizations, and may not be completed, or may be altered or abandoned by the date of completion of the Development or upon the delivery of vacant possession of the units in the Development. Even after completion, the actual details of the stations may differ from the information set out in this advertisement. The relevant construction works of Hung Hom Station are still ongoing and the details of which are subject to the announcements of the government or relevant organizations. The relevant facilities may not be completed or may not be available for use upon the delivery of vacant possession of the units in the Development. Source of information: www.mtr-shatincentrallink.hk/en/project-details/alignment.html#tabs-3 (date of retrieval of information: 7 December, 2018).

8. In respect of the Information on Sales Arrangements No.1 published by the Vendor on 15 January 2019, Preliminary Agreements for Sale and Purchase of all the 155 specified residential properties covered by the Information on Sales Arrangements No.1 were entered into on 19 January 2019. In respect of the Information on Sales Arrangements No.2 published by the Vendor on 22 January 2019, Preliminary Agreements for Sale and Purchase of all the 66 specified residential properties covered by the Information on Sales Arrangements No.2 were entered into on 26 January 2019. Preliminary Agreements for Sale and Purchase of a total number of 221 specified residential properties have been entered into, representing over 96% of all the 228 specified residential properties in the Development. The total amount of transaction price of all the 221 specified residential properties in respect of which Preliminary Agreements for Sale and Purchase were entered into is more than HK\$1,350 million. The information provided in the Register of Transactions shall prevail. The electronic copy of the Register of Transactions is available for inspection on www.downtown38.com.

9. The saleable area of a residential property is calculated in accordance with Section 8 of the Residential Properties (First-hand Sales) Ordinance. Saleable area of a residential property means the floor area of the residential property and includes the floor area of balcony, utility platform and verandah (if any). Saleable area excludes the area of every one of the items specified in Part 1 of Schedule 2 to the Residential Properties (First-hand Sales) Ordinance. The areas as specified above are converted at a rate of 1 square metre = 10.764 square feet and rounded off to the nearest whole square feet, which may be slightly different from those shown in square metre.

備註

1. 發展項目的單位戶型以政府有關部門最後批准的圖則為準，詳情請參閱售樓說明書。賣方保留根據買賣合約條文更改建築圖則的權利。

2. 興建中之沙中綫的「大圍至紅磡段」將現有的西鐵綫及馬鞍山綫連接起來，組成屯馬綫。相關資料來源自<http://www.mtr-shatincentrallink.hk/tc/project-details/alignment.html#tabs-3>，資料擷取日期為2018年12月7日；紅磡站的相關工程仍在進行中，其詳情以政府或有關機構公布為準。有關設施可能於發展項目入伙時尚未完成或啟用。

3. 屯馬線的「土瓜灣站」在興建中，興建中之「土瓜灣站」的相關工程之建造、規劃、設計、落成及啟用均以政府有關部門及/或其他相關機構最終公佈為準，於本發展項目落成及入伙時可能尚未完成或受到更改或放棄；即使落成後其實際詳情亦可能與本廣告所述者不同。相關資料來源自<http://www.mtr-shatincentrallink.hk/tc/project-details/programme.html>，資料擷取日期為2018年12月7日。

4. 興建中之沙中綫的詳情（包括但不限於其路線、途經車站數目及距離、車站入口、設計及通車日期等）可能不時更改，以政府或有關機構公布為準。有關設施可能於發展項目入伙時尚未完成或啟用。相關資料來源自<http://www.mtr-shatincentrallink.hk/tc/project-details/alignment.html#tabs-3>，資料擷取日期為2018年12月7日。

5. 以港鐵屯馬線（興建中），由土瓜灣站（興建中）經宋皇臺站（興建中）至啟德站（興建中）。興建中之屯馬線的詳情（包括但不限於其路線、途經車站數目及距離、車站入口、設計及通車日期等）可能不時更改，以政府或有關機構公布為準。有關設施可能於發展項目入伙時尚未完成或啟用。興建中之「土瓜灣站」、「宋皇臺站」及「啟德站」的相關工程之建造、規劃、設計、落成及啟用均以政府有關部門及/或其他相關機構最終公佈為準。於本發展項目落成及入伙時可能尚未完成或受到更改或放棄；即使落成後其實際詳情亦可能與本廣告所述者不同。啟德發展區仍在興建中，其最後之規劃、設計及落成日期以政府有關部門最終公佈為準。賣方對該項目及/或方案最終是否會落實及何時落實或完成並不作出任何不論明示或隱含之陳述或保證。相關資料來源自<http://www.mtr-shatincentrallink.hk/tc/project-details/alignment.html#tabs-3>，資料擷取日期為2018年12月7日。

6. 以港鐵屯馬線（興建中），由土瓜灣站（興建中）經何文田站及紅磡站，再以港鐵東鐵綫，至尖東或尖沙咀站。興建中之屯馬線的詳情（包括但不限於其路線、途經車站數目及距離、車站入口、設計及通車日期等）可能不時更改，以政府或有關機構公布為準。有關設施可能於發展項目入伙時尚未完成或啟用。興建中之「土瓜灣站」及「會展站」的相關工程之建造、規劃、設計、落成及啟用均以政府有關部門及/或其他相關機構最終公佈為準，於本發展項目落成及入伙時可能尚未完成或受到更改或放棄；即使落成後其實際詳情亦可能與本廣告所述者不同。紅磡站的相關工程仍在進行中，其詳情以政府或有關機構公布為準。有關設施可能於發展項目入伙時尚未完成或啟用。相關資料來源自<http://www.mtr-shatincentrallink.hk/tc/project-details/alignment.html#tabs-3>，資料擷取日期為2018年12月7日。

7. 以港鐵屯馬線（興建中），由土瓜灣站（興建中）經何文田站及紅磡站，再以港鐵東鐵綫，至會展站（興建中）。興建中之屯馬線的詳情（包括但不限於其路線、途經車站數目及距離、車站入口、設計及通車日期等）可能不時更改，以政府或有關機構公布為準。有關設施可能於發展項目入伙時尚未完成或啟用。興建中之「土瓜灣站」及「會展站」的相關工程之建造、規劃、設計、落成及啟用均以政府有關部門及/或其他相關機構最終公佈為準，於本發展項目落成及入伙時可能尚未完成或受到更改或放棄；即使落成後其實際詳情亦可能與本廣告所述者不同。紅磡站的相關工程仍在進行中，其詳情以政府或有關機構公布為準。有關設施可能於發展項目入伙時尚未完成或啟用。相關資料來源自<http://www.mtr-shatincentrallink.hk/tc/project-details/alignment.html#tabs-3>，資料擷取日期為2018年12月7日。

8. 就賣方於2019年1月15日發布的銷售安排資料第1號而言，當中涵蓋的155個指明住宅物業，均於2019年1月19日全部訂立臨時買賣合約。就賣方於2019年1月22日發布的銷售安排資料第2號而言，當中涵蓋的66個指明住宅物業，均於2019年1月26日全部訂立臨時買賣合約。總共有221個指明住宅物業訂立臨時買賣合約，佔發展項目中總數為228個指明住宅物業的逾96%。已訂立臨時買賣合約的所有221個指明住宅物業，其成交金額總額超過港幣13.5億元。以上資料以成交紀錄冊為準。成交紀錄冊的電子版本可在www.downtown38.com觀覽。

9. 住宅物業的實用面積是按照《一手住宅物業銷售條例》第8條計算得出。住宅物業的實用面積是指該物業的樓面面積，並包括露台、工作平台及陽台（如有）的樓面面積。實用面積不包括《一手住宅物業銷售條例》附表2第1部所指明的每一項目的面積。上述所列之面積是以平方呎列明，均以1平方米 = 10.764 平方呎換算，並以四捨五入至整數平方呎，平方呎與平方米之數字可能有些微差異。

Name of the Development: Downtown 38

District: Ma Tau Kok

Name of Street and Street Number at which the Development is situated: No. 38 Pak Tai Street*

The address of the website designated by the Vendor for the Development for the purposes of Part 2 of the Residential Properties (First-hand Sales) Ordinance: www.downtown38.com

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: Urban Renewal Authority (as "Owner"), Top Deluxe (H.K.) Limited (as "Person so engaged") (Remarks: "Owner" means the legal or beneficial owner of the residential properties of the Development; "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 Development.)

Holding companies of the Vendor: Holding company of the Owner (Urban Renewal Authority): Not applicable

Holding companies of the Person so engaged (Top Deluxe (H.K.) Limited): Superb Result Holdings Limited, Time Effort Limited, Sun Hung Kai Properties Limited

Authorized person for the Development: NG Kwok Fai

The firm or corporation of which the authorized person for the Development is a proprietor, director or employee in his or her professional capacity: LWK & Partners (HK) Limited

Building contractor for the Development: Chun Fai Construction Company Limited

The firm of solicitors acting for the owner in relation to the sale of residential properties in the Development: Kao, Lee & Yip; Mayer Brown

Authorized institution that has made a loan, or has undertaken to provide finance, for the construction of the Development: The Hongkong and Shanghai Banking Corporation Limited

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

The estimated material date for the Development to the best of the Vendor's knowledge: 31 March 2020. "Material date" means the date on which the conditions of the land grant are complied with in respect of the Development. 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 Development.

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

*The provisional street number is subject to confirmation when the Development is completed.

Date on which this advertisement is printed: 3 April 2019

發展項目名稱: Downtown 38

區域: 馬頭角

發展項目所位於的街道名稱及門牌號數: 北帝街38號*

賣方為施行《一手住宅物業銷售條例》第2部而就發展項目指定的互聯網網站的網址:

www.downtown38.com

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

賣方：市區重建局（作為“擁有人”）：同德（香港）有限公司（作為“如此聘用的人”）（附註：“擁有人”指發展項目的住宅物業的法律上的擁有人或實益擁有人：“如此聘用的人”指擁有人聘用以統籌和監管發展項目的設計、規劃、建造、裝置、完成及銷售的過程的人。）

賣方的控權公司：擁有人（市區重建局）的控權公司：不適用

如此聘用的人（同德（香港）有限公司）的控權公司：Superb Result Holdings Limited · Time Effort Limited · 新鴻基地產發展有限公司

發展項目的認可人士：吳國輝

發展項目的認可人士以其專業身分擔任經營人、董事或僱員的商號或法團：梁黃顧建築師（香港）事務所有限公司

發展項目的承建商：駿輝建築有限公司

就發展項目的住宅物業的出售而代表擁有人行事的律師事務所：高李葉律師行、孖士打律師行

已為發展項目的建造提供貸款或已承諾為該項建造提供融資的認可機構：香港上海滙豐銀行有限公司

已為發展項目的建造提供貸款的任何其他人：Sun Hung Kai Properties Holding Investment Limited

盡賣方所知的發展項目的預計關鍵日期：2020年3月31日。「關鍵日期」指批地文件的條件就發展項目而獲符合的日期。預計關鍵日期，是受到買賣合約所允許的任何延期所規限的。

賣方建議準買方參閱有關售樓說明書，以了解發展項目的資料。

本廣告由賣方或在賣方的同意下發布。

*此臨時門牌號數有待發展項目建成時確認

本廣告之印製日期：2019年4月3日



Cullinan West features an approximately 50-metre outdoor swimming pool and an approximately 25-metre children's swimming pool⁴
匯璽設有長約50米的室外泳池及約25米的兒童專用泳池⁴

Cullinan West atop MTR Nam Cheong Station begins handover, offering chic, luxury living

港鐵南昌站匯璽交樓 盡享時尚品味生活

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Cullinan West, Phase 2A of the large-scale residential development atop MTR Nam Cheong Station, has been completed, with buyers now taking possession of their new homes. The development's overall design and choice of materials have been thoughtfully planned. The shopping mall and MTR Nam Cheong Station at the podium highlight the true convenience of living in the heart of the city.

Units offer open views plus a wide range of facilities at the twin clubhouses

Cullinan West is specifically designed in a linear arrangement spreading out along the harbourfront to provide most units with extensive views¹. The panoramic windows of all residential units are fitted with insulating glass² for an even more comfortable indoor environment.

The twin clubhouses³ of Cullinan West are built in two phases. The first phase of the clubhouses spans over 180,000 square feet with communal gardens and leisure spaces. There is a wide range of recreational facilities as well, including an approximately 50-metre outdoor swimming pool, an approximately 25-metre children's swimming pool and jacuzzi. The gym has a weight-lifting zone and nearly 60 pieces of high-tech fitness

equipment as well as a boxing ring and aerial yoga facilities. Residents can play badminton or basketball at the multi-purpose sports hall. The children's area has a children's library, children's basketball court and a double-decker playground with pipe slides. There is also a multi-purpose function room, 3D cinema and much more.

Convenience of double railway line access and comprehensive community facilities

Cullinan West atop MTR Nam Cheong Station is set to benefit from its prime location as the only MTR interchange station that connects to both West Rail Line and Tung Chung Line. Residents can enjoy transport ease travelling to city centres of Hong Kong Island and Kowloon, northwest New Territories, Hong Kong International Airport as well as convenient access to the mainland Express Rail Link.

Cullinan West will have a large shopping mall called V Walk at the podium. When the mall opens, residents will be able to access it directly from the estate, putting enjoyable shopping and dining as well as entertainment and leisure options just a few steps away.

港鐵南昌站上蓋的大型住宅項目第2A期匯璽最近落成，集團現正安排業主陸續收樓。項目的整體設計以至用料均經過精心規劃，基座設有商場及港鐵南昌站，住客可盡享都會核心便利。

單位景觀開揚 雙會所設備多元化
匯璽迎海而建，整體規劃採用橫排式設計，令大部分單位都可享開揚景觀¹。所有住宅單位景窗特別選用雙層中空玻璃²，令室內環境更加舒適。

匯璽特設雙會所³，分兩期發展。首期會所連同公用花園及遊樂地方總面積超



The comprehensive gym provides about 60 pieces of advanced training equipment⁵
健身房設備完善，設有近60部新穎的健身器材⁵

過180,000平方呎，設有多元化康樂設施，包括長約50米室外泳池、長約25米兒童專用泳池及按摩池。健身房設有重量訓練區，並購置了近60部新穎的健身器材，另有拳擊擂台及空中瑜伽設施。會所的多用途競技場可用作羽毛球場或籃球場。兒童區有兒童閱讀閣、兒童籃球場及連接管道滑梯的雙層玩樂設施。會所亦設有多用途宴會廳及3D電影院等。

匯璽雙鐵路優勢 社區配套完善

匯璽位處港鐵南昌站上蓋，屬於唯一貫穿西鐵綫及東涌綫的港鐵交匯點，坐享雙鐵路優勢。住客來往港九市中心、新界西北、香港國際機場，以至連繫內地高鐵網絡亦十分便捷。

匯璽基座將設有大型商場V Walk，待商場開業後，住客可由屋苑直達商場，衣食住行娛樂消閒都近在咫尺。

Notes

1. The above serves only as a brief description of the surrounding area of Cullinan West Development. It does not represent all units or all parts of the 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 or all parts of the units. The surrounding buildings and environment may change from time to time. The Vendor does not make any contractual term, offer, representation, undertaking or warranty whatsoever, whether express or implied, regarding the view and the surrounding environment.

2. For details, please refer to the section of "Fittings, Finishes and Appliances" in the sales brochure of the Phase of the Development.

3. Names of different areas and facilities of the clubhouse are promotional names used in promotional materials only. Such names will not appear in the deed of mutual covenant, the preliminary agreement for sale and purchase, agreement for sale and purchase, assignment, or any other title deeds or documents. The facilities of the clubhouse and/or recreational facilities and the dates of completion thereof are subject to final approval by the Buildings Department, Lands Department and/or other relevant government authorities. The opening hours and use of the various facilities in the clubhouse are subject to the relevant laws, land grant, deed of mutual covenant, clubhouse regulations and the actual site conditions. The clubhouse/recreational facilities may not be available for immediate use at the time of handover of the residential properties of the Development. The use or operation of some of the facilities and/or services may be subject to the consent or permit issued by relevant government departments, or may require additional payments.

4. The photo was taken on 14 December 2018 at the Cullinan West Development and has been processed with computerized imaging techniques. The photo is for reference only.

5. The photo was taken on 7 December 2018 at the Cullinan West Development and has been processed with computerized imaging techniques. The photo is for reference only.

備註

1. 上述僅為匯璽發展項目周邊環境的大概描述，並不代表其所有單位或單位所有部分同時享有所述景觀。所述景觀受單位所處層數、座向及周邊建築物及環境影響，並非適用於所有單位及其所有部分，且周邊建築物及環境會不時改變。賣方對景觀及周邊環境並不作出任何不論明示或隱含之合約條款、要約、陳述、承諾或保證。

2. 詳情請參閱發展項目期數售樓說明書之「裝置、裝修物料及設備」部分。

3. 會所各區域及設施的名稱為推廣名稱並僅於推廣資料中顯示，將不會在公契、臨時買賣合約、買賣合約、轉讓契或其他業權契據中顯示。會所及/或康樂設施內的設施及落成日期以屋宇署、地政總署及/或其他相關政府部門之最終批核為準。會所不同設施之開放時間及使用受相關法律、批地文件、公契條款、會所使用守則及現場環境狀況限制。會所/康樂設施於發展項目住宅物業入伙時未必能即時啟用。部分設施及/或服務的使用或操作可能受制於政府有關部門發出之同意書或許可證或須額外付款。

4. 圖片於2018年12月14日拍攝於匯璽發展項目，並經電腦修飾處理，僅供參考。

5. 圖片於2018年12月7日拍攝於匯璽發展項目，並經電腦修飾處理，僅供參考。

Name of the Phase of the Development: Phase 2A ("the Phase") of Cullinan West Development (Tower 1 (1A & 1B), Tower 2 (2A & 2B), Diamond Sky Mansion, Luna Sky Mansion, Star Sky Mansion, Sun Sky Mansion, Ocean Sky Mansion of the residential development in the Phase is called "Cullinan West")

District: South West Kowloon

Name of the street and the street number of the Phase: No. 28 Sham Mong Road

The website address designated by the Vendor for the Phase: www.cullinanwest.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: Nam Cheong Property Development Limited (as "Owner"), Joinyield 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): Leola Holdings Limited, Wisdom Mount Limited, Data Giant Limited, Sun Hung Kai Properties Limited

Authorized Person of the Phase: Chan Wan Ming

The firm or corporation of which the Authorized Person of the Phase is a proprietor, director or employee in his or her professional capacity: P&T Architects & Engineers 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: Deacons, Slaughter and May, 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 (The relevant undertaking has been cancelled)

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

Prospective purchasers are advised to refer to the sales brochure for any information on the development or the Phase. This advertisement is published by the Person so engaged with the consent of the Owner.

Date of Printing: 3 April 2019

發展項目期數名稱：匯璽發展項目的第2A期（「期數」）（期數中住宅發展項目的第1座（1A及1B）、第2座（2A及2B）

、天鑽匯、月鑽匯、星鑽匯、日鑽匯及海鑽匯稱為「匯璽」）

區域：西南九龍

期數的街道名稱及門牌號數：深旺道28號

賣方就期數指定的互聯網網站的網址：

www.cullinanwest.com.hk

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

賣方：南昌物業發展有限公司（作為“擁有人”）、仲益有限公司（作為“如此聘用的人”）（備註：“擁有人”指期數的法律上的擁有人或實益擁有人。“如此聘用的人”指擁有人聘用以統籌和監管期數的設計、規劃、建造、裝置、完成及銷售的過程的人士）

賣方（擁有人）的控權公司：西鐵物業發展有限公司

賣方（如此聘用的人）的控權公司：Leola Holdings Limited、Wisdom Mount Limited、Data Giant Limited、新鴻基地產發展有限公司

期數的認可人士：陳韻明

期數的認可人士以其專業身份擔任經營人、董事或僱員的商號或法團：巴馬丹拿建築及工程師有限公司

期數的承建商：新輝建築有限公司

就期數的住家物業的出售而代表擁有人行事的律師事務所：的近律師行、司力達律師樓、孖士打律師行、胡關李羅律師行、王潘律師行

已為期數的建造提供貸款或已承諾為該項建造提供融資的認可機構：香港上海滙豐銀行有限公司（有關承諾已經取消）

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

賣方建議準買方參閱有關售樓說明書，以了解發展項目或期數的資料。

本廣告由如此聘用的人在擁有的同意下發布。

印製日期：2019年4月3日



Lime Gala in Shau Kei Wan blends nature into its chic, stylish design

筲箕灣形薈融合自然 設計時尚型格

Lime Gala, the Group's latest large-scale development in Shau Kei Wan, has been completed with owners currently taking possession of their new homes. The entire project's design thoroughly blends nature into living, making it feel like an urban oasis. Residents can enjoy the privileged twin residents' clubhouses¹ as well as the comprehensive facilities in the neighbourhood. The development is poised to set a new lifestyle standard in the district.

Stylish twin residents' clubhouses

Planned by the renowned Japanese stylish designer Jumpei Yamagiwa, Lime Gala's twin residents' clubhouses¹ feature a healthy lifestyle. Natural elements like water and green plants have been adopted in the design to boost freshness and vitality. To leverage the concept of residence extension, the outdoor water views and sunlight are extended indoors while the interior design is reflected outdoors, effectively merging the two spaces.

The residents' clubhouses¹ are equipped with a 20-metre long indoor heated pool and a 25-metre long outdoor pool¹, facilities not commonly found in the clubhouses in the district. Other facilities include a sky

bar, banquet room with kitchen utensils and outdoor barbecue facilities. The gym room is fitted with floor-to-ceiling windows to enhance spaciousness. There are also some 30 pieces of the latest fitness equipment and a spinning room.

Wise use of space and thoughtful designs

The Group builds its development following detailed plans, premium materials and thoughtful designs. Lime Gala's residential units are built with practical rectangular-shaped living / dining rooms. The sliding glass doors to the balconies allow more natural light and outdoor vistas. The open kitchens of some typical two-bedroom units feature a sliding glass door to block cooking fumes while retaining the spacious feel. Some typical one-bedroom units have double doors

bathroom, with one door opening up to the bedroom and the other to the living / dining room, which effectively transforms it into an en-suite bedroom for greater flexibility.

Technology-driven management service

Lime Gala has adopted the mobile phone app Live e-easy² to assist with management service responsibilities. Residents can access the estate lobby and clubhouses with the virtual key embedded in the app, which will soon be upgraded to allow access to lifts and mailboxes too. Residents can also check the latest estate news, community facilities and concierge services under the home convenience programme² from the mobile phone app for extra convenience.

Lime Gala residents' clubhouses¹ feature a 20-metre long indoor pool and a 25-metre long outdoor pool¹, facilities not commonly found in the clubhouses in the district
形薈的住客會所¹特別設有長達20米及25米的室內外雙泳池¹，屬區內少見的會所設施



集團位於筲箕灣的最新大型發展項目形薈早前落成，業主現正陸續簽收單位。整個項目設計將大自然由外而內融入生活，讓人彷如置身城市中的綠洲。住客可享明星級雙住客會所¹及完善的社區配套，發展項目勢必成為區內生活新典範。

型格雙住客會所

形薈特設雙住客會所¹，由日本著名型格設計師山際純平設計，以健康生活為主題，以水和綠色植物等自然元素為藍本，為空間增添清新活力。為發揮延長居所的意念，特別將室外水景及光線伸延至室內，同時把室內設計映照到室外，把內外融為一體。

住客會所¹設有分別長達20米及25米的室內外雙泳池¹，區內少見，室內泳池更設置恆溫系統。其他設施有空中消閒吧、附設廚具的宴會廳及露天燒烤設施。健身室選用全落地玻璃，開揚舒適。住客可享用約30部不同種類的新穎健身器材及動感單車房。

善用空間 設計貼心

集團悉心規劃發展項目，選用優質材料，配合窩心細節。形薈的住宅單位客飯廳呈長方形設計，間隔實用。露台採用玻璃趟門，增加採光之餘，可將室外景致引入室內。部分標準兩房單位的開放式廚房設有玻璃趟門，既可阻隔油煙，亦可保留空間感。部分標準一房單位採用浴室雙門設計，同時連接睡房及客飯廳，令睡房可變身為套房，增添靈活性。

管理服務緊貼科技潮流

形薈採用屋苑手機應用程式Live e-easy²，住客使用其電子住戶證，即可憑手機進出屋苑大堂及會所，稍後更可憑手機使用升降機及開啟信箱，暢通無阻。住客亦可透過手機應用程式查詢屋苑最新消息、社區設施，以至家居服務計劃的禮賓服務²，方便快捷。

Notes

1. The actual condition of the clubhouse upon completion may differ from the descriptions contained herein and is subject to the final plans approved by the relevant government departments. Uses and opening hours of the facilities of the Development are subject to the restrictions set out in the relevant legislations, land grant and deed of mutual covenant, clubhouse rules as well as actual site constraints. The clubhouse/recreational facilities may not be available for immediate use at the time of handing over of the residential properties in the Development. Fees may be charged for the use of the clubhouse and recreational facilities. The Vendor reserves the right to make modifications and changes to the clubhouse facilities and its design without notice to any purchaser.

2. The property management services and other abovementioned services will be provided by the Manager of the Development or other contract-based third party companies. The Manager or the contract-based third party companies may determine the charges, terms of use, operation hours and service provision period of its management service or other abovementioned services at their own discretion, but subject to the terms and conditions stated in the deed of mutual covenant, service contract or other relevant legal documents. Live e-easy is a smartphone application and there may be modification, expansion, reduction or adjustment of its functions and service coverage from time to time without prior notice to purchasers or users. The application Live e-easy may not be available for immediate use at the time of handing over of the residential properties in the Development. The above information does not constitute and shall not be construed as constituting any offer, representation, undertaking or warranty (whether express or implied) by the Vendor in relation to the usage, operation and/or provision of the facilities and/or services.

3. This photograph was taken at Lime Gala on 22 January 2019. It has been edited and processed with computerized imaging techniques and is for reference only.

備註

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District: Shau Kei Wan

Name of the street and the street number of the Development: 393 Shau Kei Wan Road

The website address designated by the Vendor for the Development:
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Vendor: Wealth Power International Enterprise Limited

Holding companies of the Vendor: Federica Investments Limited, Assets Garden Holdings Limited and Sun Hung Kai Properties Limited

Authorized person for the Development: Lee Kar Yan Douglas

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Building contractor for the Development: Teamfield Building Contractors Ltd.

The firms of solicitors acting for the vendor in relation to the sale of residential properties of the Development: Woo Kwan Lee & Lo, Vincent T.K. Cheung, Yap & Co. and Sit, Fung, Kwong & Sham

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賣方就本發展項目指定的互聯網網站的網址：<http://www.limegala.hk/>

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賣方的控權公司：Federica Investments Limited、Assets Garden Holdings Limited及新鴻基地產發展有限公司

本發展項目的認可人士：李嘉胤

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印製日期：2019年4月3日



Park Royale Phase 2B Skye Summit in Guangzhou sees robust sales

廣州御華園第2B期曉峰銷情熾熱

Spanning a gross floor area of more than eight million square feet, Park Royale is a wholly-owned major premium residential development in Huadu, Guangzhou that is being developed in phases. Phase 2B Skye Summit made its debut late last year and received an overwhelmingly positive response from home buyers and investors.

Park Royale Phase 1 is nearly sold out and residences have been handed over to buyers since late 2014. Phase 2A Royal Green's units, which have been handed over to buyers since the third quarter of 2017, have won high praise from owners for their exquisite design and premium building quality. Riding on this strong momentum, Phase 2B Skye Summit was launched in the fourth quarter of 2018. To date, over 700 units across four residential towers have been put on the market with total contracted sales exceed RMB 800 million.

Comprehensive facilities in a tranquil setting

Skye Summit will provide over 1,000 premium residences across six residential towers. Units will range from about 720 to 1,440 square feet with practical designs and various layouts, featuring two to four bedroom configurations in order to suit the needs of different families.

Floor-to-floor heights will reach approximately 3.15 metres to provide a spacious feeling. The design and layouts will be upgraded compared with previous phases to maximize the use of space. The enlarged balconies will offer wider views and allow more expansive greenery as well as more natural light and ventilation. Some high floor units facing southeast will even overlook the entire Hongxiuquan Reservoir.

Park Royale's main entrance features a large vertical green wall of approximately 100 metres long. Inspired by French Monet-style garden, the Phase 2 garden will cover nearly 500,000 square feet with almost 100 plant species to be changed seasonally. There will also be recreational facilities inside the park including a playground for toddlers, playground for

children, fitness stations, running track, garden jogging track, nature walking trail and more.

Park Royale in the heart of Shiling, Huadu is surrounded by the scenic Hongxiuquan Reservoir nearby and the emerald Wangzi Mountain at the back. The tranquil neighbourhood is close to daily necessities including a shopping mall, supermarket, government offices, a hospital and schools. A residents' shuttle bus service is available to provide a direct transit connection to Guangzhou Metro Line 9 Ma'anshan Park Station which offers easy access to the Guangzhou city centre.

Park Royale Phase 2B Skye Summit overlooking the stunning Hongxiuquan Reservoir nearby
御華園第2B期曉峰毗鄰洪秀全水庫，景色優美



御華園為集團在廣州花都區全資擁有的大型優質住宅項目，總樓面面積逾800萬平方呎，分多期發展。第2B期曉峰於去年底開售，深受一眾置業人士及投資者追捧。

御華園第1期單位已幾近售罄，並已於2014年底前交樓。第2A期翡翠倚巒亦於2017年第三季交樓，憑著精緻設計及優質建築，備受用家高度讚賞。承接優勢，項目第2B期曉峰於2018年第四季開售，至今已推出四幢住宅大樓合共超過700個單位，合約銷售總額錄得逾人民幣八億元。

環境寧靜 配套完善

曉峰由六幢住宅大樓組成，合共提供超過1,000個優質住宅單位。單位面積介乎約720至1,440平方呎，方正實用，間隔多元化，提供兩房至四房單位，切合不同家庭的需要。單位樓高約3.15米，空間感闊落。間隔設計較以往

期數更加實用，同時也加大了露台面積，視野開闊，為室內引入翠綠景致，提高採光度及通風效果。部分座向東南的高層單位，更可飽覽洪秀全水庫全景。

御華園入口有長約100米的大型垂直綠化牆，而第二期綠化園林覆蓋近500,000平方呎，以法式莫奈園林為設計風格，園內選用近百種植物，隨著四季更替轉換。園林內更設有休閒配套設施，包括幼兒遊樂場、兒童遊樂場、康體園、跑步徑、花園緩跑徑及自然主題步徑等。

御華園位於花都獅嶺的核心地帶，坐擁洪秀全水庫美景，同時可眺望王子山脈，翠綠環抱，環境寧靜。項目毗鄰商場、超級市場、政府中心、醫院及學校等，日常生活所需一應俱全。屋苑特設住客專用穿梭巴士，直達廣州地鐵9號線馬鞍山公園站，住客可轉乘地鐵前往廣州市中心，方便快捷。



Rendering 效果圖

Group announces 2018/19 interim results

集團公布2018/19年度中期業績



Group Chairman & Managing Director Raymond Kwok (fourth right) announcing 2018/19 interim results with top management

集團主席兼董事總經理郭炳聯(右四)連同管理團隊公布2018/19中期業績

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The Group reported underlying profit attributable to the Company's shareholders for the six months ended 31 December 2018, excluding the effect of fair-value changes on investment properties, of HK\$13,733 million. Underlying earnings per share were HK\$4.74. The directors have declared an interim dividend payment of HK\$1.25 per share, an increase of 4% from the corresponding period last year.

Revenue from property sales for the period under review as recorded in the financial statements, including revenue from joint-venture projects, was HK\$14,677 million. Profit generated from property sales was HK\$6,694 million, as compared to HK\$13,895 million for the corresponding period last year. The decrease was mainly due to the adoption of new accounting standard HKFRS 15 for revenue recognition. Effective from 1 July 2018, the Group recognizes revenue from property sales in Hong Kong upon the assignment of property ownership to the buyers, which leads to later recognition of revenue from property sales in Hong Kong. Higher property sales revenue will be recognized in the second half of the financial year.

Gross rental income, including contributions from joint-venture projects, rose 7% year-on-year to HK\$12,286 million and net rental income increased by 7% year-on-year to HK\$9,508 million during the period. The satisfactory performance was attributable to higher rents for new leases and renewals both in Hong Kong and on the mainland as well as contributions from new rental properties.

Prosperous outlook

Up to mid-February 2019, total contracted sales have met the financial year's full-year target of HK\$47,000 million in attributable terms. The Group has a strong pipeline of property for sale and is confident about the property sales performance in the financial year. The Group will continue to seek opportunities for land bank replenishment in Hong Kong and mainland first-tier cities, including active land use conversions of its agricultural land into buildable land, to fulfill its long-term development needs.

Recurrent income from the portfolio for property investment will be further elevated with the addition of new projects. In Hong Kong, V Walk, Harbour North and ALVA HOTEL BY ROYAL are scheduled to open in 2019. On the mainland, the portfolio for property investment is expected to expand gradually to over 25 million square feet by the end of 2023.

集團公布截至2018年12月31日止六個月，在撇除投資物業公平值變動的影響後，可撥歸公司股東基礎溢利為137.33億港元；每股基礎盈利為4.74港元。董事局宣布派發中期股息每股1.25港元，較去年同期增加4%。

連同合作項目的收益，回顧期內財務報表錄得的物業銷售收益為146.77億港元。來自物業銷售的溢利為

66.94億港元，去年同期為138.95億港元，減少主要是由於採納新的會計準則《香港財務報告準則第15號》確認入賬。自2018年7月1日起，集團以物業擁有權轉讓完成予買方時確認香港物業銷售收入，令香港物業銷售確認入賬的時間比以往較遲。預期在本下半財政年度將有更多物業銷售收益確認入賬。

回顧期內，連同合作項目租金收入計算，總租金收入按年上升7%至122.86億港元，淨租金收入按年上升7%至95.08億港元。租金收入有滿意的表現是由於香港及內地的新租及續租租金上升，以及新收租物業帶來收益。

未來將可繼續蓬勃發展

截至2019年2月中，按所佔權益計算，合約銷售總額已超越本財政年度全年目標470億港元。集團有充裕的可銷售貨源，對本財政年度的物業銷售表現充滿信心。集團亦將繼續在香港和內地一線城市購入土地，包括積極利用農地轉換增加可發展的樓面，以配合長期發展需要。

隨著新項目落成，物業投資組合的經常性收入將進一步提升。香港方面，V Walk、北角匯及帝逸酒店會在2019年開業。內地方面，預期物業投資組合將於2023年底前，逐步擴大至逾2,500萬平方呎。

New Non-Executive Director 新增非執行董事

Geoffrey Kwok was appointed as a Non-Executive Director with effect from 21 December 2018. He participates in managing the hotels and serviced apartments of the Group in Hong Kong and on the mainland, and will continue to make contributions to the Group's long term development.

董事局委任郭基俊為公司的非執行董事，自2018年12月21日起生效。郭先生現參與管理集團在香港及內地的酒店及服務式住宅，將繼續為集團長遠業務發展作出貢獻。

SUNeVision announces 2018/19 interim results

新意網公布2018/19年度中期業績

SUNeVision Holdings Ltd. achieved satisfactory results for the six months ended 31 December 2018. Profit attributable to owners of the company amounted to HK\$411.5 million, an increase of 5% over the same period last year. The underlying profit attributable to owners of the company (excluding the effect of other gains) was HK\$321.5 million, an increase of 8% year-on-year.

Revenue for the period increased 18% to HK\$760 million, mainly due to revenue growth from its data centre operations. This increase was attributable to revenue growth from the flagship facility MEGA Plus in Tseung Kwan O, as well as new customers and rental reversions of existing customers at other data centres. EBITDA increased 19% year-on-year to HK\$489 million.

During the period, SUNeVision acquired a parcel of land in Tseung Kwan O designated for high-tier data centre use, which can provide approximately

1.2 million square feet of gross floor area space. This site is adjacent to MEGA Plus with synergies in business operations expected. Together with the Tsuen Wan site acquired in January 2018, the data centre facility portfolio will be doubled to 2.8 million square feet upon completion of the two sites. The objective is to strengthen SUNeVision's market leading position as a carrier-neutral provider with a portfolio of offerings for different needs and price points. Continuous facilities and infrastructure improvements have also been made at existing data centres. Further optimization work at MEGA-i is now underway.

新意網集團有限公司在截至2018年12月31日止六個月，表現理想。公司股東應佔溢利4.115億港元，較去年同期上升5%。公司股東應佔基礎溢利（撇除其他收益的影響）為3.215億港元，較去年同期上升8%。

在數據中心收入增長帶動下，期內收入上升18%至7.6億港元。該增長受惠於將軍澳旗艦數據中心MEGA Plus收入上升、其他數據中心新增客戶及現有客戶續租。EBITDA則按年增長19%至4.89億港元。

期內，新意網投得一幅位於將軍澳的高端數據中心專屬用地，可提供總樓面面積約120萬平方呎，鄰近MEGA Plus，將與現有的業務營運產生協同效應。連同於2018年1月投得位於荃灣的用地，待這兩個項目落成後，數據中心設施組合的樓面面積將擴展一倍至280萬平方呎，勢將強化作為中立數據中心營運商的市場領導地位，提供不同價格的產品組合，以滿足客戶需求。新意網亦繼續提升現有數據中心的設施及基建，MEGA-i現正進行進一步的優化工程。

SmarTone announces 2018/19 interim results

數碼通公布2018/19年度中期業績

SmarTone Telecommunications Holdings Limited announced its results for the six months ended 31 December 2018. During the period under review, a stable performance was achieved despite keen competition and a volatile macroeconomic environment. SmarTone's customer base increased 12% to 2.47 million while postpaid churn rate remained at an industry low of 1.0%.

During the period under review, SmarTone adopted the new accounting standard HKFRS 15. The impact on net profit was minimal with net profit at HK\$332 million, showing an increase of 1% compared to the same period last year. However, due to the reallocation of a portion of service revenue for handset-bundled plans to handset and accessory sales, reported service revenue was 7% lower while handset and accessory sales increased 79%. EBITDA was lower by 13% as handset subsidy amortization was netted off against service revenue above EBITDA.

SmarTone will continue delivering the best products and services that cater to customer

needs. The company has further refarmed spectrum to extend its network performance along MTR lines. The implementation of LAA and small cells at selected hotspots has also significantly improved network performance, especially during periods of high traffic flows. In addition, the transition of the network to a NFV architecture has increased efficiency and reduced service and product introduction times. With the acquisition of additional low frequency 900MHz & 1800MHz in the recent spectrum renewal, SmarTone's spectrum portfolio will expand in 2021, further enhancing its high quality in-building coverage and network performance.

數碼通電訊集團有限公司公布截至2018年12月31日止六個月的業績。於回顧期內，雖然市場競爭激烈及宏觀經濟環境波動，但業務表現依然平穩。數碼通的客戶人數增加12%至247萬人，而月費計劃的客戶流失率則維持在1.0%，處業界低位。

在回顧期內，數碼通採納新的會計準則《香港財務報告準則》第15號。對淨溢利的影響極少，淨溢利為3.32億港元，較去年同期增加1%。但由於手機月費計劃的部分服務收入被重新調撥至手機及配件銷售，服務收入下跌7%，而手機及配件銷售則增長79%。由於計算EBITDA時，服務收入須先抵扣手機補貼攤銷，EBITDA減少13%。

數碼通將繼續致力提供最優質的產品及服務，以切合客戶所需。公司將進一步重整頻譜，以擴展於港鐵沿線範圍內的網絡表現。數碼通於指定熱點推出LAA技術及安裝小型基站，亦已大幅提升網絡表現，特別在網絡數據流量需求上升期間的表現。此外，將網絡轉型至網絡功能虛擬化架構，亦有助提升效率，並縮短引入服務及產品的時間。透過在近期頻譜續期時額外投得的900MHz及1800MHz低頻頻譜，數碼通將於2021年擴展頻譜組合，進一步加強其優質室內覆蓋及網絡表現。



Chan Kam-fai 陳錦輝

Managing Director, Kai Shing
啟勝董事總經理

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Chan Kam-fai: Making continuous improvements to embrace the era of digital property management

陳錦輝：與時並進　迎接科技物管年代

Established in 1978, Kai Shing Management Services Limited has been a true pioneer with innovations leading the property management industry towards greater professionalism. Looking back over the past 40 years, Kai Shing Managing Director Chan Kam-fai said that the company always puts customers first while also catering to societal and market changes through innovative, professional services. 'We don't want our staff to blindly believe "the customer is always right", but rather we ask the entire team to understand the true needs of users and provide them with the most appropriate services.'

Serving with heart, enhancing property values

'The value of a property project comprises the "value of the lot" and "the value of the property". The former is determined by the project's location, while the latter depends on the entire project's maintenance, facility enhancement as well as customer services and security levels.' Chan points out that the company's professional, quality services over the years have not only raised the property value of its managed properties, but they have also propelled the continuous development of Hong Kong's property management industry.

Over the past 40 years, Kai Shing has been committed to providing quality property management services. As early as 1996, the property management company was the first to earn the ISO 9002 international quality management certification from

the Hong Kong Quality Assurance Agency among its peers. In 2000, Kai Shing stepped up its efforts and had been accredited with ISO 9001 international standard for all managed properties. At the same time, Kai Shing has been actively creating a green environment for both commercial and residential communities. Since the Environmental Campaign Committee established the Hong Kong Awards for Environmental Excellence, Kai Shing has been the only organization to win the gold award 11 times, which serves as a testament to its pursuit of quality and professionalism as well as earning the widespread market and industry recognition.

Chan Kam-fai recalls that there were only a few people at the headquarters when he joined Kai Shing in 1985. Today, the company employs more than 9,000 staff across the mainland and Hong Kong. There are over 180 projects currently under Kai Shing's management in Hong Kong

alone, comprising grade-A offices, shopping malls, various types of residential properties, clubhouses and industrial buildings. Key projects include the International Commerce Centre, New Town Plaza, The Leighton Hill, the YOHO series and The Wings series. The portfolio covers a total area of more than 100 million square feet (equivalent to 50 Victoria Parks), serving over one million customers per day. Chan believes that the concept of the property management industry has gradually shifted away from 'management' to 'service', which is, in essence, a people-oriented approach drawn from the perspective of residents.

Making continuous improvements, setting precedents

According to Chan, there have been several milestones over the course of Kai Shing's 40-year development. Completed in 1990, Pacific

View went beyond the conventional property management service offerings by becoming Hong Kong's first residential development to feature a clubhouse that offered both catering and recreation services. Thanks to Kai Shing's groundbreaking effort back then, clubhouses have now become a basic facility of local residential estates. With the opening of The Leighton Hill in 2000, Kai Shing once again set a new paradigm in property management by introducing hotel-style butler services, which established a new service standard for the industry.

An industry leader must constantly innovate, but 'innovation' is easier said than done. In order to provide a new service, the entire team needs to explore, discuss, and learn together step by step to accumulate valuable experience. Chan said, 'Take The Leighton Hill as an example, we had no prior experience providing hotel-style butler services, so we sent colleagues to the Four Seasons Hotel in Singapore to learn from them. We also began recruiting university graduates to work as concierges. These efforts helped redefine our property management services.' Chan also notes that the driving force behind their innovation stems from SHKP's spirit of 'continuous improvement' that Kai Shing has put into practice. Their staff pay close attention to customers' needs and study how to provide even more attentive services. Chan added, 'For example, YOHO Town's residents are mostly young people whose schedules are relatively flexible. That's why the residence features Hong Kong's first 24-hour clubhouse to meet their actual needs.' The property management industry can never stand still with the ever-changing lifestyle of people. Looking ahead, Chan believes that the application of new technologies will lead property management into a new era while giving new characters to people's everyday lives.

Digital property management centred on a people-oriented approach

For more than a decade, Kai Shing has been actively promoting the application of innovative technologies to meet today's challenges as well as the needs of customers while raising overall management efficiency. In terms of security, for example, Kai Shing took the lead in introducing the Mobile Building Management System as early as 2002, replacing traditional patrol equipment with smart PDAs. With mobile applications gaining in popularity, Kai Shing developed a mobile app for YOHO Midtown in 2010, which was the first tailor-made app for Hong Kong residential properties. Kai Shing continued to upgrade the functions of its mobile

apps. For example, Ocean Wings featured the first residential mobile app in Hong Kong with a chatbot function. Lime Gala, which recently handed over completed units to buyers, has an app incorporated with a virtual key function. For shopping malls, Kai Shing developed a Park E-easy car search system as well as an Eat E-easy mobile app function to provide a more customer-friendly shopping experience.

In recent years, Kai Shing has actively introduced the Internet of Things (IoT) technology into its property management. Through integration of the sensor-connected network, data of various facilities can be instantly transmitted to the control centre for real-time monitoring. In addition to current applications of such technology in the Group's major properties, including the International Commerce Centre, Kai Shing first installed the IoT system for Ultima to enhance the protection of important property facilities. Chan Kam-fai said, 'Property management is a people-intensive industry. Work processes conducted manually in the past have been replaced by new technologies, so our colleagues can focus on direct communications with customers. The key to quality property management is keeping close tabs on customers' needs as well as market changes with caring services.'

Establishing a foothold on the mainland, introducing the Hong Kong management model

Kai Shing set up branch offices in Shanghai and Guangzhou in 1996 and 2004 respectively, having successfully established a premium brand in Hong Kong. With the mainland market placing more emphasis on property management in recent years, Kai Shing has seen its scale of business grow significantly there. Kai Shing manages a host of signature projects including Shanghai IFC, Shanghai ICC, Beijing APM and Guangzhou Parc Central, all of which have helped make Kai Shing's international property management standard known to the mainland market. 'We have introduced Hong Kong's property management model to the mainland and deployed Hong Kong staff to various major projects in order to maintain our service levels. Moreover, we arrange one-year rotations in Hong Kong for all mainland trainees to instill in them the property management culture of Hong Kong,' added Chan.

Along with this, Chan stresses that Kai Shing adheres to an attitude of learning with modesty. He explained, "Management by walking around" is the golden rule of property management. Walk around more and you'll find that there's always



Chan Kam-fai often conducts site checks to understand the working conditions of other colleagues

陳錦輝經常親力親為，到各物業視察，了解同事的工作情況

something to be learned in every place. For example, the mainland is better than Hong Kong in terms of technology application. There are also many cultural and regulatory distinctions between the mainland and Hong Kong that our entire team needs learning from.'

Valuing corporate culture, maintaining peace of mind

Chan Kam-fai states that Kai Shing has inherited SHKP's corporate culture with respect to a commitment to lifelong learning and serving with heart. 'Just like the SHKP Group, we provide a diverse range of training courses for colleagues at all levels to sharpen their professional knowledge. In addition, we organize brainstorming camps from time to time, offering regional managers and project managers free discussion opportunities to formulate new services.' It is quite evident that an open-minded office culture helps foster innovative ideas.

As for their dedication to 'serving with heart', Chan jokingly said that it is particularly vital to maintain one's own peace of mind in order to serve customers properly. He said, 'If we treat customers like our own family members with empathy, there's nothing that can't be dealt with.' Chan shared his own experience about staying calm at all times: 'First of all, you need to draw a clear line between your work and life; leave all work difficulties at the office and don't take them home. Secondly, do more exercise. I'm a frequent visitor to gyms and I often go jogging with my wife. It's good for fitness and helps us maintain a close relationship.' It is no surprise that Chan can put on a smile and remain unruffled despite his heavy workload.



成立於1978年的欣勝管理服務有限公司，屢創業界先河，領導物業管理行業更趨專業。回顧過去40年，欣勝董事總經理陳錦輝表示公司重視「以客為先」，一直創新並以專業服務迎合社會及市場的變化。「我們不是要同事盲目相信『顧客永遠是對的』，而是要求整個團隊，明白用家真正需要，提供最適切的服務。」

以心服務 提升物業價值

「一個物業的價值，包括『地段價值』和『樓宇價值』。前者由項目座落的位置決定，後者則視乎整個項目的保養維修、設施提升，以至住客服務與保安等水平。」陳錦輝表示，啟勝憑藉數十年專業而優質的服務，不僅提升了轄下項目的樓宇價值，同時亦推動本港的物業管理行業不斷發展。

40年來，啟勝致力提供優質物業管理服務。早在1996年，已成為首間物業管理公司獲得香港品質保證局頒發國際ISO 9002品質管理證書，全線物業更在2000年升級至ISO 9001國際標準。

另外啟勝亦積極營造綠化商住環境，是環境保護委員會自設立「香港環境卓越大獎」以來，唯一一間11次奪得金獎殊榮的機構，足證啟勝追求優質專業的態度，深得市場和業界肯定。

陳錦輝回想1985年加入啟勝時，總部才只有幾個人。時至今日，內地和香港員工超過9,000人。單計香港，啟勝轄下超過180個項目，包括甲級商廈、商場、各類型住宅物業、會所和工貿大廈。重點項目有環球貿易廣場、新城市廣場、禮頓山，以及YOHO和天晉系列等，管理物業總面積超過一億平方呎（相等於50個維園），每天服務逾百萬客人。陳錦輝認為，物業管理行業的概念，已從「管理」逐漸轉移到「服務」。簡言之是「以人為本」，多從住客的角度出發。

與時並進 開創先河

回顧啟勝40年的發展，陳錦輝認為有幾個里程碑：1990年落成的浪琴園，突破了以往對物業管理的想像，成為全港首個設有會所的屋苑，提供餐飲和康體等

生活服務。今天，會所成為本地屋苑的基本設施，全是啟勝當年的「破格」嘗試。2000年的禮頓山，啟勝再次突破物業管理的界限，提供酒店式管家服務，奠定了業界的服務新指標。

要領先同業，就要不斷創新。說「創新」容易，但每提供一項新服務，整個團隊都是一步一腳印，一同探討，一起學習和累積經驗。「以禮頓山為例，之前我們從沒有提供酒店式管家服務經驗，於是便派同事向新加坡四季酒店『取經』。另外亦開始招聘大學畢業生成為禮賓司，重新詮釋了物業管理服務。」陳錦輝表示創新的原動力，源於啟勝貫徹集團「與時並進」的精神，同事細心了解客戶需要，研究如何提供更貼心的服務。「例如考慮YOHO Town大部分住戶是一班年輕客群，他們的作息時間比較彈性，所以該項目擁有全港首個24小時運作的住客會所，以配合他們的實際需要。」市民的生活方式不斷轉變，物業管理行業自然不能固步自封。展望未來，陳錦輝認為新科技應用，會令物業管理走進新里程，為生活帶來全新面貌。

“ Quality property management not only allows residents to live and work in peace and contentment, but also enhances the "value of the property". 優質的物業管理，不僅令住戶安居樂業，更能提升物業的『樓宇價值』。 ”





Kai Shing holds a brainstorming camp every year to encourage colleagues to generate innovative ideas
啟勝每年均會舉行集思會，由同事構思創新點子

物管科技化 源於以人為本

啟勝十多年前開始，已積極推動創新科技應用，配合時代和客人的需要，提升管理效率。例如在保安方面，早於2002年，啟勝已率先引入MBMS系統（Mobile Building Management System），以智能手帳取代傳統的巡更設備。另外，隨著手機應用程式日漸普及，啟勝在2010年為YOHO Midtown開發手機app，成為全港首個擁有專屬流動應用程式的住宅物業。隨後啟勝亦不斷提升手機app功能，如海天晉成為全港首個擁有聊天機械人(chatbot)功能的住宅手機app，而剛入伙的形薈手機app更加入了電子住戶證(virtual key)功能。至於在商場管理方面，啟勝開發了「泊車易」車輛搜尋系統和「搵食易」手機app功能，便利客人在商場消閒購物。

近年，啟勝積極引入IoT物聯網技術到物業管理之中。透過整合連接感應器的網絡，將各項設施的數據即時傳到控制中心，做到實時監察。現時除在環球貿易廣場等多個集團重點商業項目使用外，亦首次在住宅項目天鑄安裝IoT系統，以加強保護物業各項重要設施。陳錦輝表示：「物業管理對人才需求很大，新科技取代以往需人手處理的工序，讓同事可以集中精力放到與客人直接溝通上。始終優質的物業管理，關鍵在於及時了解客人和市場變化，以貼心服務回應他們的需要。」

立足內地 引入港式管理

成功在香港建立優質品牌的啟勝，先後於1996年和2004年到上海和廣州設立分公司。隨著近年內地市場對物業管理日益重視，啟勝在內地的規模亦愈來愈大，並管理多個重點項目如上海國金中



Kai Shing hosted its first parent-child sports day to encourage colleagues to exercise more and stay healthy
啟勝舉辦首屆親子運動會，鼓勵同事多做運動強身健體



Innovation and changes are not limited to management services – Kai Shing's AI robot makes its debut at the annual dinner
創新求變不限於管理服務，啟勝的AI機械人更於周年晚宴粉墨登場

心、上海環貿廣場、北京APM和廣州天環等，讓內地市場了解啟勝的國際級物業管理水平。「我們在內地引入香港的物管模式，多個重點項目都有來自香港的同事進駐，以保持服務水平。另外，所有內地培訓生都會來港實習一年，讓香港的物管文化植根在他們心裡。」

不過陳錦輝強調，啟勝始終堅持虛心學習的態度。「Management by walking around是物業管理的金科玉律，多走走看看，會發現每個地方都有值得學習之處，例如內地在科技應用上便優於香港，而且文化和法規上，內地和香港亦大有不同，整個團隊都需要好好學習。」

重視企業文化 保持平和心境

陳錦輝明言，啟勝承傳總公司新地的企業文化，堅持終身學習，以心服務。「所以我們跟集團一樣，為各階層的同事提供多元化的培訓課程，提升他們的專業知識。此外，我們亦不時舉辦集思會，為各區域經理和項目經理製造自由討論的機會，一起構思新服務。」可見開明的辦公室文化，亦有助孕育創新點子。

至於要堅持「以心服務」，陳錦輝笑言保持平和心境尤其重要，這樣才能為客人提供妥貼的服務。「對待客人和家人



Chan Kam-fai is passionate about sports and can often be seen participating in major distance running competitions
陳錦輝熱愛運動，在大型長跑賽中也常見他的身影



The latest SHKP Sustainability Report released

集團最新《可持續發展報告》已經出版

The SHKP 2017/18 *Sustainability Report* has been released, covering the Group's performance as well as initiatives on sustainable development for the financial year ended 30 June 2018. The report continues to adopt the Core option of the Global Reporting Initiative (GRI) Sustainability Reporting Standards and was prepared in accordance with the Environmental, Social and Governance Reporting Guide set out in Appendix 27 of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited. It also makes reference to the 10 principles of the United Nations Global Compact and has been independently verified.

During the year, the Group made various achievements related to innovative products and services, environmentally sustainable business operations, community care, and recognition as an employer of choice and in leading sustainability indices. Among these achievements, the Group's environmentally sustainable business operations recorded exceptionally strong results.

The Group has applied a host of green innovations to improve energy efficiency, material use, waste management and other related issues while developing and managing properties and being awarded 44 green building certificates. Various other measures have also been adopted to achieve lower energy consumption. For example, a total of 55 buildings in the investment property portfolio supervised by the Group's Energy Optimization Committee have reduced electricity consumption by more than 16% over the past seven years. With respect to green promotion, the Group joined hands with Green Power to launch Hong Kong's first free countryside and beach clean-up mobile app—Nature Rescue. The property management subsidiaries were again recognized for their green efforts, taking home the 10th Anniversary Special Awards along with a host of other honours at the 2017 Hong Kong Awards for Environmental Excellence.

集團早前出版2017/18年度《可持續發展報告》，內容涵蓋截至2018年6月30日財政年度，集團在可持續發展方面的成果及進度。報告繼續採用全球報告倡議組織（GRI）可持續發展報告準則的「核心選項」編製，並按照香港聯合交易所有限公司《證券上市規則》附錄27的《環境、社會及管治報告指引》編寫，亦參照了《聯合國全球契約》的10項原則，同時經獨立認證。

年內，集團在多方面取得重要成果，包括創新產品和服務、可持續的業務營運、關懷社區、成為理想僱主以及獲可持續發展指數認可。集團在可持續的業務營運方面表現尤其突出。

集團採用創新綠色科技，改善在物業發展及管理上有關能源效益、材料使用及廢物管理等表現，共獲頒44項綠色建築認證。集團亦採取多項措施減少能源耗用量，55幢受集團能源優化委員會監察的投資物業，於過去七年共節省逾16%耗電量。在綠色推廣方面，集團與綠色力量合作，推出全港首個以郊野及海岸清潔為主題的免費流動應用程式「山•灘拯救隊」。集團旗下物業管理公司的環保工作屢獲認同，在「2017香港環境卓越大獎」中，榮獲「十周年特別大獎」及多個獎項。

Latest recognition 備受認同

The Group has recently received recognition from both local and global leading sustainability indices. In its recent review, SHKP was selected as a constituent member of the FTSE4Good Index, a world leading sustainability index on the London Stock Exchange. SHKP has been a constituent member of the Hang Seng Corporate Sustainability Index as well since 2014 and was recently ranked among the top three highest-scoring performers earning the top 'AAA' rating.

集團最近獲全球和本地領先的可持續發展指數認可。新地在最近一次檢討中，晉身成為倫敦證券交易所全球領先可持續發展指數「富時社會責任指數」成份股。在「恒生可持續發展企業指數」中，新地自2014年起成為成份股，早前更獲評定為可持續發展表現最佳的三間成份股公司之一，達AAA最高級別。

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SHKP Volunteer Team serving the community for 15 years

「新地義工Team力量」15年致力服務社群



Group Chairman & Managing Director Raymond Kwok (front, seventh left) hosts the SHKP Volunteer Team's 15th anniversary and recognition ceremony

集團主席兼董事總經理郭炳聯（前排左七）主持「新地義工Team力量」的15周年誌慶暨義工嘉許禮

25

The SHKP Volunteer Team celebrated its 15th anniversary recently. A recognition ceremony was held with the Group Chairman & Managing Director Raymond Kwok presenting awards to outstanding volunteers as encouragement.

Since 2003, the team has organized or participated in some 1,000 events to help those in need and to spread a positive message, putting in nearly 1.1 million hours of service for 500,000 beneficiaries. The team's service is mainly divided into four categories: Youth, Elderly, Disabled and Building Homes with Heart. The first three spread love and care to young people, elderly and the disabled in need through visits or long-term programmes. For Building Homes with Heart, the Group leverages its construction and property management expertise to offer home maintenance and basic decorating assistance for beneficiaries.

The team has grown from a few hundred members at the very beginning to over 2,600 now. Apart from management and staff, volunteering activity has extended to family and friends. Staff have even been invited to serve with their young children in recent years. The team actively promotes the 'beneficiary becomes volunteer' concept and encourages past beneficiaries to serve those in need. The team also collaborates with the Social Welfare Department, social welfare organizations and other corporate volunteer teams to enhance social inclusion.

「新地義工Team力量」早前舉行了15周年誌慶暨義工嘉許禮，由集團主席兼董事總經理郭炳聯向表現突出的義工頒發獎項，以示鼓勵。

集團義工隊自2003年成立以來，籌辦或參與了近1,000個活動，為社會上有需要的人士提供協助，推動正能量；累積服務時數接近110萬小時，受助人士達500,000人次。義工隊的服務共分四大範疇：「青苗」、「扶老」、「傷健」和「建家」。前三者是透過探訪活動或舉辦長期計劃，關懷有需要的青少年、長者和傷健人士。至於「建家」方面，則運用集團在建築及物業管理上的專長，為受助人提供家居維修及簡單的裝修服務。

義工隊規模由成立初期的數百人增加至現時逾2,600人，除管理層及員工外，更延伸至員工親友，近年更鼓勵員工攜同年幼子女參與，服務社群。義工隊積極推動「受助、助人」理念，感染受助人投入義務工作，回饋社會。義工隊亦不時與社會福利署、社福機構及其他企業義工隊合作，共建關愛共融的社會。



Volunteers and beneficiaries demonstrating their social inclusion efforts in a joint performance
義工與受助人在表演環節中合作，盡顯共融精神



Sports for charity, supporting child and youth services

運動行善 支持兒童及青少年服務

The annual SHKP Vertical Run for Charity – Race to Hong Kong ICC and Sun Hung Kai Properties Hong Kong Cyclothon ended successfully during the fourth quarter last year, attracting over 7,300 participants who took part in sporting events for charity. Proceeds from the Race to Hong Kong ICC went to charity without any deductions, while part of the race proceeds from the Sun Hung Kai Properties Hong Kong Cyclothon went to help the needy. Including extra contributions from the Group, the total donations from the two events amounted to HK\$8.68 million in 2018. The donations were distributed to The Community Chest of Hong Kong, The Hong Kong Council of Social Service, The Boys' & Girls' Clubs Association of Hong Kong, Changing Young Lives Foundation and Hong Kong Sheng Kung Hui Welfare Council, which run seven child and youth development programmes with about 10,000 people expected to benefit from them.

集團年度活動「新地公益垂直跑－勇闖香港ICC」和「新鴻基地產香港單車節」於去年第四季圓滿結束，合共吸引超過7,300名參加者，一起藉著運動行善。「勇闖香港ICC」在不扣除活動成本下，全數收益撥捐慈善用途，而「新鴻基地產香港單車節」則撥出部份報名費作慈善用途。連同集團額外捐款，兩項活動於2018年度的善款總數達868萬港元。善款早前已交予香港公益金、香港社會服務聯會、香港小童群益會、成長希望基金會及香港聖公會福利協會，以支持七個兒童及青少年發展項目，預期約一萬人受惠。



Group Chairman & Managing Director Raymond Kwok (front, sixth left), Executive Directors Adam Kwok (front, fourth left) and Allen Fung (front, third right) present donations from the SHKP Vertical Run for Charity – Race to Hong Kong ICC and Sun Hung Kai Properties Hong Kong Cyclothon to representatives of the beneficiary organizations

集團主席兼董事總經理郭炳聯（前排左六）、執行董事郭基輝（前排左四）及馮玉麟（前排右三）將「新地公益垂直跑－勇闖香港ICC」及「新鴻基地產香港單車節」的善款支票交予受惠機構代表

SHKP Reading Club introduces new reading online platform: Read for More

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《點讀》以多媒體形式，帶領大眾走入書本世界



www.readformore.com

The SHKP Reading Club will promote reading with some brand new approaches this year. The first initiative is a new reading online platform called Read for More, which invites different authors and creative talents to get together and read in a lively, interesting way while people can click and read it all anytime on their smart phones or tablets. A variety of offline events will also be held where readers can interact with popular authors and creative talents.

The debut feature for Read for More is 365 Celeb Reading List, which lists interesting books recommended by 365 local celebrities from different sectors. It aims to encourage people to find an interesting book that they are interested to read in the coming year. The platform also includes interviews with celebrities on reading, as well as articles by bookworms and travel veterans. Additionally, there are video clips on book recommendations by authors plus audio excerpts on recommended books.

今年，新閱會將以全新姿態推動閱讀，首項新猷為全新網上閱讀平台《點讀》，匯聚不同作家及創作人，以生動有趣的表達手法談好書，讓大眾隨時以手機或平板電腦輕鬆點擊閱讀。新閱會亦會舉辦特色線下活動，讓讀者有機會和人氣作家及創作名人互動接觸。

《點讀》首個專題故事「365名人書單」，找來365位香港不同界別的知名人士推薦一本有趣的書，旨在鼓勵大眾於未來一年，尋找有趣喜愛的好書閱讀。此外，平台上有名人暢談閱讀的專訪，由書蟲及旅遊達人撰寫的文章，更有作家親身拍短片介紹書本，以及靚聲演繹好書篇章。

Chinese New Year Poon Choi luncheons arranged for seniors for the ninth straight year 集團連續第九年為長者舉辦新春盆菜宴

To celebrate the Chinese New Year, the Group organized two Chinese New Year Poon Choi Luncheons at Noah's Ark under the Building Homes with Heart Caring Initiative, the ninth consecutive year that the Group has held this festive event. Over 100 SHKP volunteers showed their love and care to help serve nearly 1,700 seniors from Sai Kung, Wong Tai Sin and Yuen Long. In addition to the sumptuous meals, the seniors were given lucky gift bags filled with useful items. Some of the seniors also put on a talent show, playing djembe drums, softball dance, wushu and other activities. Some even came out in trendy dress to perform a K-POP dance. This made the day a delight for all the seniors and guests.

The SHKP volunteer team also visited seniors at homes to spread festive cheer during the Chinese New Year. More than 7,000 lucky gift bags were distributed in the community to spread love and care this year.

集團早前趁著新春之際，於挪亞方舟舉辦了兩場「以心建家送暖行動 滿堂吉慶賀新禧」盆菜宴。今年已是集團連續第九年舉辦此節慶活動，繼續有逾100位集團義工參與，協助招待來



Seniors earn a big applause for their lively and dynamic performance
一班長者在表演環節落力演出，贏得全場掌聲

自西貢、黃大仙及元朗區近1,700名長者，以表關懷。長者除了享用豐盛佳餚外，更獲贈體貼實用的愛心福袋。一班多才多藝的長者盡顯活力，表演非洲鼓、柔力球及武術等，部分長者更緊貼潮流，穿上時尚服飾，大跳K-POP熱舞，與一眾嘉賓共渡愉快週日。

農曆新年期間，集團義工隊更四出探訪長者，讓他們感受節慶歡樂。今年集團共送出超過7,000個愛心福袋，將愛送到社區。

SHKP-Kwoks' Foundation establishes scholarship at Chongqing University 新地郭氏基金設立重慶大學獎助學金



SHKP-Kwoks' Foundation Executive Director Amy Kwok (front, right), Chongqing University Vice-President Wang Shilong (front, left) sign the scholarship agreement in the presence of Director of Educational, Scientific and Technological Affairs Department of the Hong Kong Liaison Office Chen Heng (back, fourth left)

新地郭氏基金執行董事郭婉儀（前右）、重慶大學副校長王時龍（前左）簽署捐贈協議書，中聯辦教育科技部處長陳恆（後左四）出席見證

Since 2002, the SHKP-Kwoks' Foundation has been committed to nurturing talented young individuals in Hong Kong and on the mainland by offering financial assistance to promising students with limited means for undergraduate studies.

For the first time, the Foundation set up a scholarship programme at Chongqing University to help disadvantaged students from the western region of the mainland pursue their studies. Starting from the 2018/19 academic year, selected recipients from underprivileged families will receive financial support to complete their four-year undergraduate studies. The hope is that they can focus more on their studies and even get the opportunity to go overseas for educational exchanges or to further their studies.

新地郭氏基金自2002年成立以來，秉承為香港及內地培育人才的理念，為優秀的清貧學生提供經濟資助，讓他們有機會進入大學修讀本科課程。

基金首次在重慶大學設立獎助學金，協助西部地區貧困學生完成升學夢想。項目已於2018/19學年展開，資助有家庭經濟困難的優秀學生修讀四年大學教育，讓他們可以專心學業，甚至爭取出國交流、學習的機會。



New residential sites at Kai Tak and Pak Shek Kok in Tai Po 集團新增啟德及大埔白石角住宅用地



The newly acquired residential sites at Kai Tak (top) and Pak Shek Kok in Tai Po (bottom)

集團最近投得的啟德（上）及大埔白石角（下）住宅地皮

The Group continues to top up its land bank in Hong Kong to fulfill long-term development needs with the latest additions being residential sites through government tenders at Kai Tak and Pak Shek Kok in Tai Po.

The acquisition in January was the New Kowloon Inland Lot No. 6551 at Site 3, Kai Tak Area 4C, with a maximum gross floor area of about 649,000 square feet. Featuring panoramic views of both sides of the Harbour, this harbourfront site along the former Kai Tak runway will be developed into a luxury residential landmark. Following the commissioning of the future Central Kowloon Route, residents will enjoy much more convenient access to the West Kowloon Cultural District. The project is set to create synergy with the Group's landmark residential and retail development in Kai Tak City Centre.

Subsequently, the Group acquired Tai Po Town Lot No. 244 at the junction of Yau King Lane and Pok Yin Road, Pak Shek Kok in February. Boasting a gross floor area of 917,000 square feet, the site will offer a relaxing environment with lush greenery. It will be developed into premium residences with some units featuring expansive views overlooking Tolo Harbour.

集團繼續補充在港的土地儲備，以配合長期發展需要。最近透過政府招標，分別在啟德及大埔白石角購入住宅地皮。

在一月期間，集團投得位於啟德第4C區3號地盤的新九龍內地段第6551號用地。地皮最高可建樓面面積約649,000平方呎，位於前啟德跑道區的臨海位置，可盡覽維港兩岸景色，將發展為豪華住宅地標。待中九龍幹線完工通車後，由項目往返西九龍文化區將更為方便快捷。項目勢將與集團在啟德城中心的地標式住宅大樓連商場項目產生協同效應。

隨後在二月期間，集團投得位於白石角優景里與博研路交界的大埔市地段第244號用地。項目總樓面面積達917,000平方呎，坐擁清幽舒適的綠意環境，將發展成優質住宅項目，部分單位將可享有眺望吐露港的開揚景觀。

New commercial site at the Qingsheng hub cluster in Nansha 集團投得南沙慶盛樞紐商用地皮

The Group is committed to playing an active role in developing the Greater Bay Area. In February, a commercial site at the Qingsheng hub cluster in Nansha, Guangzhou was acquired through a tender. The 750,000-square-foot site is adjacent to a commercial site acquired last May, which adjoins the existing Qingsheng Station of the Guangzhou-Shenzhen-Hong Kong Express Rail Link (XRL) and Guangzhou Metro's Line 4 Qingsheng Station. The two sites boast a combined gross floor area of around 3.3 million square feet. Adopting the Transit-Oriented Development model, these two sites will be jointly developed into a premium integrated complex that is set to become another top landmark in Guangzhou.

The Qingsheng sites provide convenient access to various types of transportation infrastructure with Qingsheng Station serving as a key stop on the XRL. Travelling from Qingsheng Station by XRL, it takes only about 13 minutes to Guangzhou South Railway Station, only about half an hour to Shenzhen, and only about an hour to XRL Hong Kong West Kowloon Station. Guangzhou Metro's Qingsheng Station is currently served by Line 4 with two more metro lines currently being planned. In addition, the second Humen Bridge, now under construction, is scheduled to complete in the middle of the year. Upon opening, the transportation network throughout the district will be significantly enhanced.

集團積極參與粵港澳大灣區的發展工作，在二月期間，投得廣州南沙慶盛樞紐區塊一幅商用地皮。該地盤面積達750,000平方呎，毗鄰於去年五月投得的商用地皮，同時緊貼已開通的廣深港高鐵慶盛站和廣州地鐵4號線慶盛站。兩幅地皮的總建築面積合共約330萬平方呎，集團將採用公共交通導向發展



Rendering 效果圖

The new commercial site at the Qingsheng hub cluster in Nansha, Guangzhou

集團最近投得位於廣州南沙慶盛樞紐的商用地皮

模式開發這兩幅地皮，打造成廣州市另一個質素超卓的綜合商業發展地標。

慶盛樞紐地皮坐擁多項交通基建。慶盛站是廣深港高鐵的重要一站，到廣州南站只需約13分鐘，到深圳只需約半小時，只需約一小時即可直達香港西九龍高鐵站。廣州地鐵慶盛站除了已開通的地鐵4號線外，現時尚有兩條地鐵線路在規劃中。此外，興建中的虎門二橋即將於今年中建成。待通車後，區內的交通網絡將更為完善。

The Group signs a five-year HK\$20,000 million syndicated credit facility 集團簽署200億港元五年期銀團貸款



Group Chairman & Managing Director Raymond Kwok (front, centre) with bank representatives at the syndicated credit facility signing ceremony
集團主席兼董事總經理郭炳聯（前排中）在銀團貸款簽署儀式上與銀行代表合照

The Group recently signed a five-year HK\$20,000 million syndicated credit facility with proceeds to be used mainly as general working capital. The facility was signed between Sun Hung Kai Properties (Financial Services) Limited and a consortium of 19 leading local and international banks, guaranteed by Sun Hung Kai Properties Limited. It comprises a 30:70 split between term loans and revolving credit tranches with a maturity of five years at 75 basis points over HIBOR. The facility was upsized from an initial HK\$5,000 million to HK\$20,000 million due to substantial over-subscription, indicating the banking community's continuous trust in the Group.

集團最近簽訂一項200億港元五年期的銀團貸款協議，資金將主要用作日常營運；由新鴻基地產（金融服務）有限公司與19家主要國際及本地銀行簽署，並由新鴻基地產發展有限公司作擔保。貸款包括三成定期貸款及七成循環貸款，年期五年，年息率為香港銀行同業拆息加75點子。是次銀團貸款錄得大幅超額認購，貸款金額由原來的50億港元增至200億港元，顯示銀行業界繼續對集團充滿信心。

The Group appoints new member to Executive Committee 集團執行委員會增添成員



The board of directors of the Group appointed Robert Chan as a new member of the Executive Committee with effect from 9 November 2018. In addition, Sun Hung Kai Real Estate Agency Limited announced that Robert Chan has been appointed as an Executive Director of the company with effect from 31 October 2018.

Robert Chan joined the Group in 1993 and is currently responsible for project management matters for various key residential, commercial, industrial and mixed developments both in Hong Kong and on the mainland. Mr Chan is an Executive Director of Sun Hung Kai Architects and Engineers Limited and is responsible for design aspects including architectural, structural, electrical and mechanical, landscape and interior design of various development projects. Mr Chan is also a Non-Executive Director of SUNeVision Holdings Ltd.

集團董事局早前委任陳康祺為執行委員會新成員，自2018年11月9日起生效。另外，新鴻基地產代理有限公司宣佈，委任陳康祺為執行董事，自2018年10月31日起生效。

陳康祺自1993年加入集團，現時負責集團於香港及內地多個主要住宅、商業、工業及綜合發展項目的項目管理事宜。他同時為新鴻基建築設計有限公司執行董事，負責多個發展項目的設計範疇，包括建築設計、結構、機電、園景及室內設計。他亦為新意網集團有限公司的非執行董事。



SHKP Malls App debuts The Point by SHKP integrated loyalty programme 新地商場App推出The Point by SHKP商場綜合會員計劃

The second phase of the SHKP Malls App has just been released. The Point by SHKP integrated loyalty programme consolidates existing individual membership programmes of 14 SHKP major malls to create the largest cross-mall loyalty programme in Hong Kong.

Pictured are Group Executive Director Christopher Kwok (third right), Sun Hung Kai Real Estate Agency Limited Executive Director Maureen Fung (second right), Sun Hung Kai Real Estate Agency Limited General Manager – Leasing Fiona Chung (second left), Sun Hung Kai Real Estate Agency Limited General Manager – Leasing Judy Chow (first right), Sun Hung Kai Real Estate Agency Limited Deputy General Manager – Leasing Evelyn Suen (first left) and artiste Julian Cheung (third left) at the grand launch of The Point by SHKP integrated loyalty programme.

新地商場App剛剛推出第二階段計劃：The Point by SHKP商場綜合會員計劃，將新地14個主要商場的獨立會員制度整合為一，成為本港目前最大型的商場綜合會員計劃。



圖為集團執行董事郭基泓（右三）、新鴻基地產代理有限公司執行董事馮秀炎（右二）、新鴻基地產代理有限公司租務部總經理鍾秀蓮（左二）、新鴻基地產代理有限公司租務部總經理周淑雯（右一）、新鴻基地產代理有限公司租務部副總經理孫雅茵（左一）以及藝人張智霖（左三），一同為The Point by SHKP商場綜合會員計劃主持啟動儀式。

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Mall customer care ambassadors take home Service & Courtesy Awards 商場親客大使喜獲「傑出服務獎」



WTC's Emily Wong (front, sixth left) and New Town Plaza I's Rosanne Yung (front, seventh left) are delighted to receive the Service & Courtesy Awards
WTC世貿中心的黃梓旻(前排左六)及新城市廣場一期的容梓菱(前排左七)喜獲「傑出服務獎」

The Group is dedicated to enhancing its service offerings at shopping malls with professional, caring service. In addition to the annual SHKP Malls 'Serving with Heart' Customer Care Ambassador Election, the Group also nominates election winners for the Hong Kong Retail Management Association's Service & Courtesy Awards where they can learn from other top retail professionals in town.

At the 2018 Service & Courtesy Awards, two SHKP mall customer care ambassadors were awarded following a strict assessment process. In the Property Management Category – Junior Frontline Level, WTC's Emily Wong received a silver award and New Town Plaza I's Rosanne Yung took home the bronze. Rosanne Yung's outstanding full marks in the mystery shopper assessments earned her an extra Excellent Service Star award. Additionally, WTC was popular in public voting and won the Top 10 Outstanding Service Retail Brands company award.

集團致力提升商場服務質素，為顧客帶來專業細心的服務。除了每年舉辦新地商場「以心服務」親客大使選舉外，亦會推薦得獎者參加香港零售管理協會的「傑出服務獎」比賽，讓他們與全港業界精英互相交流。

在「2018傑出服務獎」中，共有兩名新地商場親客大使在經過嚴格評審後，獲取業界殊榮。WTC世貿中心的黃梓旻及新城市廣場一期的容梓菱分別在商場/物業管理組別基層級別獲銀獎及銅獎。容梓菱更在神秘顧客評審環節中，以滿分佳績同時獲頒「優質服務之星」獎項。此外，WTC世貿中心在公眾投票中表現突出，獲「十大傑出服務零售品牌」獎項。

The Group takes the top Platinum at The Asset Corporate Awards for six consecutive years 集團連續六年獲「最佳公司治理獎」鉑金獎最高殊榮

The Group is committed to achieving the highest standards of corporate governance, launching corporate social responsibility initiatives and maintaining effective investor relations. The Group recently took the top Platinum at The Asset Corporate Awards organized by The Asset magazine for the sixth consecutive year, a fitting tribute from investors and analysts recognizing the Group's strong performance.

集團一直恪守高水平的企業管治，積極履行企業社會責任，與投資者維持緊密聯繫。早前再獲《財資》雜誌頒發「最佳公司治理獎」鉑金獎，屬連續第六年獲此最高殊榮，足證集團的優秀表現備受投資者及分析員肯定。



Hong Yip receives the Outstanding Social Capital Partnership Award for its dedicated social inclusion efforts

康業推動社會共融不遺餘力 獲頒「社會資本卓越夥伴獎」



Hong Yip Vice Chairman and Chief Executive Alkin Kwong (second left) together with his team receive the Outstanding Social Capital Partnership Award from Secretary for Labour and Welfare Law Chi-kwong (second right)

康業副主席及行政總裁鄒正煒（左二）與團隊接受勞工及福利局局長羅致光（右二）
頒發「社會資本卓越夥伴獎2018」

Playing its role as a responsible corporate citizen, Hong Yip is responsive to the community's continual need to enhance social inclusion. At the Social Capital Builder Awards organized by the HKSAR Government's Community Investment and Inclusion Fund (CIIF), Hong Yip received the highest Outstanding Social Capital Partnership Award, a testament to its strong performance in promoting CIIF-funded projects and making effective use of its business expertise and network advantages.

Hong Yip has participated in various CIIF-funded projects to support new arrivals and their families. Since 2014, Hong Yip has helped clubs under The Hong Kong Sheng Kung Hui Lady MacLehose Centre to form their own volunteer teams and offered free summer vacation programmes to

children from newly arrived families. Leveraging their expertise in event organization, Hong Yip staff helped the children understand local culture through football matches and group games, hoping to integrate them into the community as soon as possible. Additionally, Hong Yip takes part in some CIIF-funded projects run by the Hong Kong Federation of Women's Centres, in which Hong Yip staff give women basic maintenance tutorials to enhance their employability.

Separately, Hong Yip continued its winning ways taking home the ERB Excellence Award for Employers despite intense competition at the Employees Retraining Board Annual Award Presentation Ceremony 2018-19. This marks the ninth straight year that Hong Yip has received this top honour.

康業致力履行企業社會責任，回應社區需要，促進社會共融。在香港特區政府社區投資共享基金的「社會資本動力獎」中，憑著積極推動基金計劃，善用機構專長和網絡優勢，獲頒「社會資本卓越夥伴獎」最高殊榮。

康業近年參與社區投資共享基金轄下多個項目，為新來港人士及家庭提供支援。自2014年開始，康業支持香港聖公會麥理浩夫人中心旗下會所組成義工隊，向新來港基層孩子提供免費暑期服務。康業同事善用業務專長，幫手籌劃活動，與孩子踢足球和玩集體遊戲，讓他們加快了解本地文化，以便盡快融入在港生活。康業亦參與香港婦女中心協會的基金計劃，安排同事教導婦女簡單維修知識，協助他們提升就業技能。

另外，在僱員再培訓局2018-19年度頒獎禮中，康業在競爭激烈的情況下，繼續獲頒「ERB傑出僱主年度大獎」，屬連續第九屆獲此最高殊榮。

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