

Group announces full year results and new high in contracted sales 集团公布全年业绩 合约销售总额破纪录



Group Chairman & Managing Director Raymond Kwok (fourth right) with top management at the results announcement
集团主席兼董事总经理郭炳联(右四)联同管理团队公布年度业绩

The Group's underlying profit attributable to the company's shareholders for the year ended 30 June 2016, excluding the effect of fair value changes on investment properties, amounted to HK\$24,170 million. Underlying earnings per share were HK\$8.37. The directors have recommended the payment of a final dividend of HK\$2.80 per share, which together with the interim dividend of HK\$1.05 per share, the dividend for the full year will be HK\$3.85 per share, an increase of 14.9% from last year.

Property development

Revenue from property sales for the year under review as recorded in the financial statements, including revenue from joint-venture projects, amounted to HK\$43,356 million. Profit generated from property sales was HK\$11,701 million. The Group achieved record contracted sales of about HK\$40,700 million for the year in attributable terms. Contracted sales since July 2016 has reached about HK\$25,000 million.

Property investment

The Group's rental income grew steadily during the year. Gross rental income, including contributions from joint-venture projects, rose 7% year-on-year to HK\$21,036 million, and net rental income increased 7% year-on-year to HK\$16,481 million. This healthy performance was attributable to continuing positive rental reversions and contributions from new investment properties, both in Hong Kong and on the mainland.

Positive outlook

With a land bank sufficient for development needs of over five years, the Group will have more than 278,700 square metres (three million square feet) of residential gross floor area, mostly small- to medium-sized units, to be completed annually in Hong Kong over the next three financial years. It will continue offering new projects for sale when ready. The Group will additionally continue pursuing land acquisition opportunities in order to sustain its high volume of completion in the long term.

The Group will continue to bolster the competitiveness of its investment property portfolio. It will achieve this objective not only through implementing asset enhancement initiatives but also carrying out trade- and tenant-mix refinement to strengthen its premium brand. The Group's investment properties coming on stream will further strengthen its total rental income over the next one to two years.

集团公布截至2016年6月30日止年度，在撇除投资物业公平值变动的影响后，可拨归公司股东基础溢利为241.7亿港元；每股基础盈利为8.37港元。董事局议决派发末期股息每股2.8港元，连同中期股息每股1.05港元，全年每股派息3.85港元，较上年增加14.9%。

地产发展

连同合作项目的收益，回顾年内财务报表记录的物业销售收益为433.56亿港元，为集团带来117.01亿港元溢利。在年内，合约销售总额创下新高，按所占权益计算约达407亿港元；而自2016年7月至今，合约销售总额约达250亿港元。

投资物业

集团的租金收入在年内稳定增长，连同合作项目租金计算，总租金收入按年上升7%至210.36亿港元，净租金收入亦按年上升7%至164.81亿港元。租金收入表现稳健是由于香港和内地物业的续租租金持续上升，以及新投资物业带来的收益。

对前景充满信心

集团的土地储备足以应付五年以上的发展需要；而在未来三个财政年度，集团每年落成的香港住宅总楼面面积将超过278,700平方米（300万平方呎），以中小户型为主。一如以往，新项目会在准备就绪后开售。集团亦会继续物色购买土地的机会，长远保持物业落成量在高水平。

集团将继续提高投资物业组合的竞争力，除了提升物业资产品质外，亦会调整行业及租户组合以加强集团的优质品牌。在未来一、两年间，随着新投资物业落成，总租金收入将进一步加强。

SUNeVision reports 2015/16 full year results 新意网公布2015/16全年业绩

SUNeVision Holdings Ltd. achieved satisfactory performance for the financial year ended 30 June 2016, with a profit attributable to owners of the company of HK\$549 million. Underlying profit attributable to owners of the company (excluding the effect of fair value change on investment properties) was HK\$510 million; a year-on-year growth of 3%. Revenue for the year was HK\$999 million; an improvement of 9% over the previous financial year largely arising from its data centre operations. Gross profit for the year rose to HK\$638.4 million, with gross margin at 64%. Profit from operations for the year was HK\$608.5 million.

Subsidiary iAdvantage continued working on a number of major expansion and enhancement projects during the year to maintain its position as a major carrier-neutral data centre service operator in Hong Kong. Construction of the new MEGA Plus flagship facility in Tseung Kwan O is moving into the final stage and solidly on track for completion in 2017. It will be the only data centre in Tseung Kwan O built on dedicated land, and facing no subletting restrictions. The transformation of the entire MEGA Two facility in Sha Tin into a dedicated data centre building is moving to the final stage. Upgrade plans and capacity expansion in the current flagship MEGA facility began during the year. Investments were also made to further enhance direct fibre connectivity between data centre sites.

新意网集团有限公司在截至2016年6月30日止的年度表现理想，公司股东应占溢利为5.49亿港元；撇除投资物业公平值变动的影响，公司股东应占基础溢利为5.1亿港元，按年增加3%。主要受惠于旗下数据中心业务的增长，年内收益为9.99亿港元，较上个财政年度上升9%。年内毛利上升至6.384亿港元，毛利率为64%。本财政年度营运溢利增加至6.085亿港元。

新意网旗下互联优势在年内继续进行多个主要扩展及提升项目，以巩固其作为香港中立数据中心服务主要运营者的市场地位。将军澳全新旗舰设施MEGA Plus的兴建工程已进入最后阶段，将如期于2017年落成。该项目设于将军澳地区唯一的数据中心专用用地，且不受分租限制。改造整幢沙田MEGA Two为专用数据中心的项目正进入最后阶段；旗舰数据中心MEGA的升级及扩大容量计划于年内展开。此外，互联优势亦继续强化各数据中心之间直接的光纤网络连接。

32

SmarTone delivers 2015/16 annual results 数码通公布2015/16全年业绩



SmarTone Telecommunications Holdings Limited announced its results for the year ended 30 June 2016. Total revenue for the year was HK\$18,356 million. Service revenue decreased 2% over the previous year, driven largely by the customers' continued migration from handset-bundled plans to SIM-only plans, as well as declines in roaming and prepaid

revenue. Nevertheless, service revenue net of handset subsidy amortization remained steady at HK\$4,795 million as the underlying local postpaid business continued to grow. Service EBIT increased 18% to HK\$1,014 million, reflecting a 4% improvement in the operating margin of the core service business. Net profit was HK\$797 million. Hong Kong customer number increased marginally from 1.96 million to 1.97 million in the year under review.

SmarTone continues to invest in spectrum, technology and know-how. To enhance network capacity and user experience, the Company will continue its implementation of multi-band carrier aggregation as well as other LTE-Advanced Pro features and has a roadmap for rolling out key pre-5G technologies. Importantly, SmarTone has engaged its equipment vendor on a five-year evolution plan to uplift capacity by multiple times and to bring superior connectivity with a faster, more consistent experience to its customers. Additionally, a number

of products and services were unveiled during the year to encouraging responses. SmarTone will continue to innovate on customer experiences, products and service to deliver outstanding customer care.

数码通电讯集团有限公司公布截至2016年6月30日止年度的业绩。年内，总收入为183.56亿港元。服务收入较去年减少2%，主要由于客户从手机月费计划转用SIM-only月费计划的情况持续，以及漫游及预付收入下跌。尽管如此，由于相关本地月费计划业务持续增长，经扣除手机补贴摊销后的服务收入保持平稳，维持于47.95亿港元。服务相关EBIT增加18%至10.14亿港元，反映核心服务业务的利润率上升4%；净溢利为7.97亿港元。年内，香港客户人数由196万略增至197万。

数码通继续投资于频谱、技术与专业知识。为提升网络容量及客户体验，公司将继续采用多频载波聚合技术，以及其他LTE-Advanced Pro功能，而且已就推出主要准5G技术制定时间表。更重要的是，数码通已与设备供应商制定为期五年的发展计划，增加网络容量，致力为客户提供更快、更一致的超卓网络体验。另外，数码通于年内推出了多项新产品及服务，市场反应理想，未来亦会继续提供与别不同的体验及创新的产品和服务，以满足客户需要。

ICC Light and Music Show presents *Imaginary Journey* “ICC声光耀维港” 上演梦幻之旅

The ICC Light and Music Show is running the latest episode: *Imaginary Journey*. The story on the facades of ICC features a little girl's journey in the ocean and through the sky, offering viewers a delightful night of love. There will also be Christmas animations and New Year countdown in late December for locals and visitors to celebrate the festive season.

The ICC Light and Music Show plays twice everyday at 7:45pm and 9:00pm. Spectators can view it from the P3 and P4 public terraces of IFC Mall in Central. They can also download its smartphone app to get the soundtrack while watching the show along the Victoria Harbour waterfront.

“ICC声光耀维港” 现正上演最新一季灯光汇演：梦幻之旅。在ICC幕墙上，观众可与故事中的小女孩一起探索海洋世界，漫游天际，度过一个奇妙且充满爱的晚上。另外，“ICC声光耀维港” 将于12月下旬带来圣诞灯光动画及除夕倒数环节，与市民及游客普天同庆，开心迎接佳节。

“ICC声光耀维港” 每晚演出两场，分别于7时45分及9时正上演，游人可于中环国际金融中心商场三楼及四楼公众露天平台欣赏，亦可下载同名的智能手机应用程序，于维港沿岸声光同步观赏。



More praise for property management energy-saving efforts 物业管理团队再获环保节能嘉许

The Group's property management teams make strong efforts on energy saving with recognitions received over the years. Most recently, Kai Shing, Mikiki and Valais beat some 6,000 competitors to win CLP GREEN PLUS Awards.

Kai Shing has introduced energy saving measures with many major awards won under the programme. The latest was a 5th Anniversary Special Award – Sustainable Energy Saving. The company adopts green ideas in planning, design and daily operations, and supports green purchasing through an eco-friendly supply chain. The team is keen on trying new energy-saving measures such as modifying installations and machinery for greater efficiency. A top down green culture helps drive its achievements.

Mikiki mall won a silver Energy Saving Inspector Award for green innovation initiated by its staff. The team noticed the hot and stuffy atmosphere in the car park and started to think of green ways to tackle it. They recycled condensate water from the mall's air-conditioning system to provide cooling to the car park.

Valais in Sheung Shui took silver in the Property Management – Residential sector with green operations and promoting energy saving to residents. The team installed solar panels on the clubhouse roof and flowerbeds to generate electricity with a battery system for lighting. It also encouraged residents to live green with activities like rooftop farming workshops, recycling food waste into fertilizer and giving residents free energy-saving lights.

集团的物业管理团队致力参与环保节能工作，表现优秀，屡获业界嘉许。不久前，启胜、Mikiki及天峦在中电举办的“环保节能机构”嘉许计划中，在超过6,000份申请中胜出。

启胜积极引入节能措施，多年来在该嘉许计划中获得多个大奖，现在更获颁“五周年特别大奖—持续节能大奖”。启胜不但将环保理念应用于规划、设计及日常管理上，更重视绿色采购，鼓励绿色供应链。团队勇于尝试创新节能措施，甚至会改良硬件机组以提升能源效益，从上而下带动公司的环保节能文化。

Mikiki商场凭借员工主动提出节能建议，在“节能星探大奖”组别获银奖。团队留意到停车场温度较高，令人感到闷热，经多番研究后，发挥创意，透过收集商场冷气系统的冷凝水，再配合通风系统，自制成冷风装置，在节能原则下，成功为停车场降温。

位于上水的天峦将环保理念应用于管理服务，积极向住户推广节能讯息，在“物业管理—住宅”组别获银奖。团队于会所天台及花圃安装太阳能光伏板及储电系统来提供照明；亦鼓励住户投入绿色生活，举办天台自耕种植工作坊、厨余回收再造肥料等各种活动，更免费为住户更换节能照明系统。



Innovation won Mikiki a silver Energy Saving Inspector Award
Mikiki团队发挥环保创意，获“节能星探大奖”组别银奖



The Valais team with silver in the Property Management – Residential sector for adopting green ideas in operations and conveying green messages to residents
天峦团队将环保理念应用于日常管理，并积极向住户推广节能讯息，获“物业管理—住宅”组别银奖

The Group named a Top 10 Company 集团荣登十大最受欢迎雇主



SHKP Group Undergraduate Scholarships provide financial assistance to children of staff for pursuing full-time undergraduate degrees

集团特设“新地集团员工子女本科奖学金”，资助基层员工子女修读大学全日制学士学位课程

Job seekers named the Group a Top 10 Company in a jobsDB survey, citing its esteemed reputation, good career prospects and attractive staff benefits. Nearly 44,000 people across Asia responded to the survey.

The Group has high regard for talent and provides a friendly work environment to foster long-term relationships with employees. The Group supplements its competitive salaries and benefits with caring touches like setting aside comfortable spaces for new mothers to express breast milk and providing scholarships or overseas exchange opportunities for children of staff with financial needs. The Group

creates a healthy, friendly work environment by sponsoring staff to take part in the SHKP Vertical Run for Charity, Sun Hung Kai Properties Hong Kong Cyclothon and other charity sporting events. Apart from putting up interest classes and workshops to maintain staff well-being, the Group encourages learning and development by providing a library and abundant online learning resources to staff. Other initiatives include professional development courses and the inter-disciplinary SHKP Quality Academy with experts in different fields inspiring broader thinking and new perspectives to develop talent.

集团于jobsDB举办的《2016年十大企业调查报告》中，凭借超卓的企业声誉、良好的就业前景及优越的整体员工待遇，荣膺最受求职者欢迎的十大企业之一。调查范围遍及亚洲多个地区，有近44,000人参与。

集团重视人才，致力为员工创造理想的工作环境，与他们建立长远关系。集团除提供具竞争力的薪酬和福利之外，更贴心关怀员工，例如为有需要喂哺母乳的员工提供“友善空间”；资助有经济需要的员工子女升读大学或到海外交流。此外，集团为员工打造健康和友善的工作环境，包括资助他们参与“新地公益垂直跑”及“新鸿基地产香港单车节”等慈善体育活动。除了安排不同种类的兴趣班及工作坊，让员工舒展身心之外，集团亦提供图书室及多类型网上学习资源，鼓励员工不断学习及发展，其他培训支持包括开设专业范畴的相关课程，以及建立“新地优质学堂”，邀请不同领域的专才分享知识，扩阔员工的思维和视野。

34

Hong Yip and Kai Shing receive accolades in Quality Property & Facility Management Award 康业及启胜获颁“优质物业设施管理大奖”多个殊荣

Group developments offer comfortable, safe living and working environments with premium management that is recognized by the industry. In the biennial Quality Property & Facility Management Award jointly organized by the Hong Kong Association of Property Management Companies and the Hong Kong Institute of Surveyors, 11 Group developments received awards and two of which were Grand Awards. The honours are further tribute to the comprehensive, professional service by Hong Yip and Kai Shing.

The Latitude and The Leighton Hill clinched Grand Awards under the medium-scale residential property management category. Excellence Awards went to residential projects Aria, i·UniQ Residence and Valais, and shopping malls APM and WTC More plus the Metroplaza offices. Grand Century Place, MOKO and New Town Tower received Certificates of Merit.

集团的发展项目管理完善，为客户带来舒适安全的居住及工作环境，深受业界认同。在香港物业管理公司协会及香港测量师学会联合主办，两年一度的“优质物业设施管理大奖”中，集团共有11个项目获奖，当中包括两个大奖，再次证明康业及启胜服务专业全面，表现出色。



Kai Shing receives honours in the Quality Property & Facility Management Award for professional service
启胜团队服务专业，在“优质物业设施管理大奖”中获取佳绩

誉·港湾及礼顿山在中型住宅物业管理组别获颁大奖。住宅项目峻弦、誉都及天峦，购物中心APM及WTC More以及商业大厦新都会广场获卓越奖。新世纪广场办公大楼、新世纪广场及新城市商业大厦则获发优异奖状。