

## SUNeVision announces 2017/18 full year results 新意网公布2017/18全年业绩

SUNeVision Holdings Ltd. achieved a satisfactory performance for the financial year ended 30 June 2018, with a profit attributable to owners of the company of HK\$776.4 million. Underlying profit attributable to owners of the company, excluding the effect of other gain and loss, was HK\$611.5 million; up 10% year-on-year. Revenue for the year rose 20% to HK\$1,364.8 million, largely attributed to increased revenue from the data centre operations. Gross profit amount rose 13% to HK\$799.0 million with gross margin at 59% for the year. Profit from operations for the year increased by 11% over last year to HK\$738.7 million. The company successfully completed the transfer of listing to the Main Board of The Hong Kong Stock Exchange in January 2018.

During the year, SUNeVision subsidiary iAdvantage's data centre business secured new contracts and renewed existing ones with satisfactory rental reversion while continued working on various major expansion and enhancement projects. The new flagship data centre, MEGA Plus, in Tseung Kwan O,

has commenced operations in October 2017. The transformation of the entire MEGA Two facility in Sha Tin into a dedicated data centre building has been completed. Optimization work at MEGA-i is being carried out. In January 2018, SUNeVision acquired a new site in Tsuen Wan for further expansion in future.

Amid keen competition, SUNeVision will continue to upgrade its infrastructures, facilities and services to remain as the Data Centre of Choice in Hong Kong for customers.

新意网集团有限公司在截至2018年6月30日止财政年度表现理想，公司股东应占溢利为7.764亿港元。撇除其他收益及亏损的影响，公司股东应占基础溢利按年增长10%至6.115亿港元。年内收益上升20%至13.648亿港元，主要受惠于数据中心业务的收益增长。毛利上升13%至7.990亿港元，毛利率为59%。年内营运溢利上升11%至7.387亿港元。另外，于2018年1月，公司成功转至香港交易所主板上市。



新意网旗下互联优势的数据中心业务于年内取得新合约，并与现有客户续约，续约租金令人满意，同时继续进行多个主要扩展及提升项目。位于将军澳的全新旗舰数据中心MEGA Plus于2017年10月开始营运，沙田MEGA Two整幢改造为专用数据中心的项目已经完成，而MEGA-i的优化项目现正进行。于2018年1月，新意网收购了荃湾一幅地皮，以用作未来扩展。

在剧烈的竞争环境下，新意网将继续提升基础建设、设施及服务，以保持作为香港客户数据中心之选。

## SmarTone announces 2017/18 full year results 数码通公布2017/18全年业绩

SmarTone Telecommunications Holdings Limited reported results for the year ended 30 June 2018. During the year, competition has intensified across all segments of the market. In this challenging environment, SmarTone continued to focus on delivering a powerful network performance and exceptional customer care. In doing so, it achieved a healthy growth of 16% in customer number to 2.39 million with a further reduction of the postpaid churn rate to 0.8%.

Underlying service revenue net of handset subsidy amortization delivered a 2% growth, reflecting the resilience of the core postpaid business. Nevertheless, profitability was impacted by the weak prepaid segment and the increase in costs, including spectrum fee amortization. Profit attributable to equity holders of the company fell by 8% to HK\$615 million.

During the year, SmarTone continued to invest in network performance enhancement. After successfully conducting trials in Licensed Assisted Access (LAA) in 2017, it has started

deployment at selected hotspot areas to further enhance customer experience. Following the successful trial of FDD Massive MIMO, preparation for 5G is underway as the company plans for a field trial later this year. Notwithstanding the ongoing competitive pressure, SmarTone will continue to focus on customer growth, expansion of the Enterprise Solutions business, and digitalization initiatives to improve customer experience and drive operational efficiency.

数码通电讯集团有限公司公布截至2018年6月30日止年度的业绩。年内，市场上各个客户群组的竞争日趋激烈。尽管环境充满挑战，数码通继续专注为客户带来强势网络表现及提供卓越服务，客户人数得以维持稳健增长，增加16%至239万，并将月费计划的客户流失率进一步降至0.8%。

扣除手机补贴摊销后，月费计划服务收入增长2%，反映核心月费计划业务表现维持稳定。尽管如此，盈利仍受



预付产品表现疲弱，加上频谱费摊销等成本增加所影响，股东应占溢利下跌8%至6.15亿港元。

于年内，数码通继续投放资源提升网络表现。继2017年成功试行LAA技术测试后，现已开始于指定热点部署应用，以提升客户体验。数码通亦已成功试行FDD Massive MIMO技术，5G网络的准备工作正在进行中，并计划于今年晚些时间进行实地测试。尽管面对持续的竞争压力，数码通将继续专注吸纳客户、拓展企业方案业务及推行数码化计划，以提升客户体验和营运效率。