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Cullinan West Development above two rail lines at MTR Nam Cheong Station 港铁南昌站大型项目 汇玺拥双铁优势



The image was taken on 23 January 2017
相片于2017年1月23日拍摄

The image was not taken from the Development and does not illustrate the final appearance of the Development upon completion. It has been processed with computerized imaging techniques. The image shows the general environment, buildings and facilities surrounding the Development. The image is for reference only. The environment, buildings and facilities surrounding the Development may change from time to time.

本相片并非于发展项目实景拍摄，亦并非说明发展项目最后完成之外观。该相片经电脑修饰处理，以展示发展项目大约之周围环境、建筑物及设施，仅供参考。该等周围环境、建筑物及设施亦可能不时改变。



Cullinan West Development above two rail lines at MTR Nam Cheong Station 港铁南昌站大型项目 汇玺拥双铁优势

The photographs, images, drawings or sketches shown in this article represent the artist's imaginative impression of the development concerned only. They are not drawn to scale and/or may have been edited and processed with computerized imaging techniques. The developer also advises purchasers to conduct on-site visit for a better understanding of the development site, its surrounding environment and the public facilities nearby.

本文章内载列的相片、图像、绘图或素描显示的纯属画家对该发展地盘之想像感觉。有关图片并非按照比例绘画或 / 及可能经过电脑图像修饰处理。准买家如欲了解本发展项目的详情，发展商建议买方到该发展地盘作实地考察，以获取对该发展地盘以及其周围地区的公共设施及环境较佳的了解。



以心建家 Building Homes with Heart

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Editor's Note 编者按 :

This publication is issued to give investors updates on different aspects of the Group's business, with the aim to provide transparency and maintain high standards of corporate governance. It is not intended as a promotional material.

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

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相片于2017年1月23日拍摄，并经电脑修饰处理，仅供参考。

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31 简讯



Cullinan West Development above two rail lines at MTR Nam Cheong Station

The Group won a site above MTR Nam Cheong Station on the West Rail Line in 2011 for joint development, with the residential Cullinan West Development and a mall now taking shape. The project is notable among private developments in South West Kowloon¹ for its grand scale and is set to be a local landmark with glass curtain walls offering expansive sea views².

Topping out of Cullinan West, phase 2A of the development, is expected by the end of the year. There will be approximately 838,500 square feet of gross residential floor area in two towers and five low-rise blocks, containing 1,050 units from studios to four-bedroom apartments appealing to different kinds of buyers. There will be two clubhouses³ in two phases, covering over 180,000 square feet including communal gardens and play areas. The first clubhouse will be Club Brio³. Cullinan West has been planned with the buildings in a line to give the units open views² (some even looking out over the sea²). The estimated material date for Cullinan West is 30 November 2018⁴.

Heart of the city's rail network

The development will offer immense transport convenience to other areas including the city's commercial cores, as MTR Nam Cheong Station is the only interchange for the Tung Chung Line and West Rail Line. It only takes about nine minutes to MTR Hong Kong Station or about six minutes to MTR Kowloon Station by MTR⁵. Globetrotting professionals will be pleased to reach Hong Kong International Airport in about 28 minutes⁵ or MTR Austin Station in about four minutes⁵ – which will be an advantage when MTR Austin Station and MTR Kowloon Station are connected by footbridges and subways to the future terminus of the Hong Kong Section of the Express Rail Link⁶ providing access to the

national high-speed rail network to 16 major mainland cities⁶. A nearby bus terminal adds to the transport ease. The Government will construct the Central Kowloon Route, which will reduce the journey time from West Kowloon to Kowloon Bay from 30 minutes to 5 minutes during rush hours upon commissioning⁷.

Group Deputy Managing Director Victor Lui said: "The development is at a prime location with a rare scale and positioning for the area. The residences will have direct all-weather access to the MTR Nam Cheong Station and the plus of sea views², making up a quality living environment."

Setting local style

The Nam Cheong Station development has a mall set to open by the end of 2018⁸ offering Cullinan West residents all the convenience of city life with a variety of shops, dining and leisure options over some 298,000 square feet of gross floor area⁹. It will be a bellwether of style introducing refreshing consumer options to the district and easily accessible by MTR with a direct connection to MTR Nam Cheong Station. The new mall will also add to the Group's retail portfolio along MTR lines, joining ifc Mall above MTR Hong Kong Station and New Town Plaza in Sha Tin in bringing vibrancy to the area.



The image was taken on 28 October 2016
相片于2016年10月28日拍摄

Finer touches in life

South West Kowloon¹ is emerging as a gem of leisure and recreation with the West Kowloon Cultural District housing creative hives under development like the M+ museum, Xiqu Centre, M+ Pavilion and more on a site of nearly 40 hectares¹⁰. There is also ample public green space nearby including the tranquil Nam Cheong Park with one of the largest lawns in a Hong Kong park and recreational facilities for all ages, as well as being a suggested location for flower appreciation in spring¹¹.

¹ South West Kowloon is defined according to Approved South West Kowloon Outline Zoning Plan No. S/K20/30 gazetted on 3 Oct 2014 by Town Planning Board (www.ozp.tpb.gov.hk).

² The view is affected by the unit's floor level, orientation, surrounding buildings and environment, and is not applicable to all units of the Development. The buildings, facilities and environment around the Phase of the Development may change from time to time. The Vendor does not make any offer, representation, undertaking or warranty whatsoever, whether express or implied regarding the view and surrounding environment of the Development.

³ The clubhouse/recreational facilities may not be available for immediate use at the time of handover of the residential properties in the Phase of the Development. Some of the facilities and/or services are subject to the consent or permit issued by Government departments. Names shown on promotional materials are for promotional use and will not appear in the preliminary agreement for sale and purchase, agreement for sale and purchase, the assignment, or any other title deeds.

⁴ The estimated material date for the Phase of the Development to the best of the Vendor's knowledge: 30 November 2018. The estimated material date is subject to any extension of time that is permitted under the Agreement for Sale and Purchase.

⁵ Estimated journey time from Nam Cheong MTR Station to other MTR stations. Source: MTR Corporation Ltd website (www.mtr.com.hk). The estimated journey time is for reference only and is subject to actual traffic conditions.

⁶ Source: MTR Corporation Limited website for the Hong Kong Section of the Express Rail Link (www.expressrailink.hk)

⁷ Source: 2017 Policy Address (www.policyaddress.gov.hk/2017/)

⁸ Source: Sun Hung Kai Properties Limited, 2015/16 Annual Report, P.49

⁹ Source: Sun Hung Kai Properties Limited, 2015/16 Annual Report, P.33

¹⁰ Information source of West Kowloon Cultural District: West Kowloon Cultural District website (www.westkowloon.hk).

¹¹ Source: Leisure and Cultural Services Department website www.lcsd.gov.hk



The image was taken on 11 December 2016
相片于2016年12月11日拍摄

The images on this page were taken from the surrounding area of the Phase of the Development. They do not illustrate the final appearance and the views of the Phase of the Development upon completion. They have been processed with computerized imaging techniques. The images show the general environment, buildings and facilities surrounding the Phase of the Development. The images are for reference only. The environment, buildings and facilities surrounding the Phase of the Development may change from time to time. Please refer to the sales brochure for details.

本页相片于发展项目期数附近实景拍摄，并非说明发展项目期数最后完成之外观及其景观。该等相片经电脑修饰处理，以展示发展项目期数大约之周围环境、建筑物及设施，仅供参考。该等周围环境、建筑物及设施亦可能不时改变。详情请参阅售楼说明书。



The image was taken on 24 January 2017 at Nam Cheong Park
相片于2017年1月24日于南昌公园拍摄

港铁南昌站大型项目 汇玺拥双铁优势

集团于2011年投得港铁西铁线南昌站上盖合作发展项目，包括汇玺发展项目的住宅部分及商场，规模庞大，是西南九龙¹区内大型私人发展项目，坐拥辽阔海景²，配备玻璃幕墙设计，预期将成为区内地标。

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The image was taken at MTR Nam Cheong Station on 23 January 2017
相片于2017年1月23日于港铁南昌站拍摄



The image was taken at West Kowloon Cultural District on 29 July 2016
相片于2016年7月29日于西九文化区拍摄

项目第2A期住宅发展项目“汇玺”预计可于年底前完成上盖工程，总住宅楼面面积约838,500平方呎，由两座高层住宅大楼及五座低密度住宅大楼组成，提供1,050个单元，包括开放式至四房房型，针对不同住户需要。项目采用双会所设计³，分两期发展，会所连同公用花园及游乐地方总面积超过180,000平方呎。首个会所名为Club Brio³。汇玺采用横排式设计，让住宅享有开阔景观²，部分户型更面向海景²。预计汇玺的关键日期为2018年11月30日⁴。

城市铁路核心

项目座落于港铁南昌站上盖，是东涌线及西铁线的唯一交汇站，来往市内其他商业区十分便捷，前往港铁香港站只需约9分钟⁵，约6分钟便可到达港铁九龙站⁵。项目对经常来往内地及世界各地的专业人士来说也非常方便：从港铁南昌站前往香港国际机场只需约28分钟⁵；兴建中的广深港高速铁路香港段总站将会经由行人天桥及隧道连接港铁柯士甸站及港铁九龙站⁶，而从港铁南昌站前往港铁柯士甸站也只需约4分钟⁵，迅速连接全国高铁网络，直达内地十六个主要城市⁶。其他交通配套包括邻近的巴士总站。政府会落实建造中的九龙干线，通车后，于高峰时间来往西九龙与九龙湾的车程由30分钟减为5分钟⁷。

集团副董事总经理雷霆称：“项目位于城市核心，规模及定位均属区内罕有。住宅部分设全天候通道直通港铁南昌站，同时享有海景优势²，提供优质居住环境。”

区内时尚指标

港铁南昌站项目设有商场，让汇玺住户享有轻松便捷的都市生活。商场预计2018年底开业⁸，总楼面面积约298,000平方呎⁹，将汇聚多元化的商铺、餐饮及休闲选择，为区内带来全新的消费体验。项目位置便利，直通港铁南昌站出口，将成为区内时尚指标。集团过往在港铁沿线投资多个零售物业项目，包括港铁香港站国际金融中心商场、沙田新城市广场等，都为该区增添活力。

品味休闲生活

西南九龙¹的文娱康乐规划别具特色，区内将有占地约40公顷的西九文化区，包括M+博物馆、戏曲中心及M+展亭等一个个创意空间正在诞生¹⁰。项目附近也有不少公共绿化空间，其中南昌公园环境清幽，拥有香港最大公园草坪之一，更是春季赏花好去处¹¹，园内康乐设施照顾不同年龄人群的需要。

¹ 西南九龍乃根據城市規劃委員會於2014年10月3日公布的西南九龍分區計劃大綱核准圖編號S/K20/30 (www.ozp.tpb.gov.hk) 定义。

² 所述景观受发展项目期数单位所处层数、座向及周边建筑物及环境影响，并非适用于所有单位，且发展项目期数周边建筑物及环境会不时改变。卖方对景观及周边环境并不作出任何不论明示或隐含之要约、陈述、承诺或保证。

³ 会所/康乐设施于发展项目期数住宅物业入伙时未必即时启用。部分设施及/或服务以政府部门之审批同意或许可为准。宣传物品中出现的宣传名称，将不会在住宅物业的临时买卖合约、正式买卖合约、转让契或任何其他业权契据中显示。

⁴ 尽卖方所知的发展项目期数之预计关键日期：2018年11月30日（“关键日期”指批地文件的条件就期数而获符合的日期。预计关键日期是受到买卖合约所允许的任何延期所限制的。）

⁵ 由港铁南昌站至其他港铁车站之预计乘车时间。资料来源：香港铁路有限公司网站(www.mtr.com.hk)。相关资料仅供参考，并受实际交通情况限制。

⁶ 资料来源：香港铁路有限公司广深港高速铁路（香港段）网站(www.expressrailink.hk)

⁷ 资料来源：二零一七年施政报告(www.policyaddress.gov.hk/2017)

⁸ 资料来源：新鸿基地产发展有限公司，《二〇一五至一六年年报》，页49。

⁹ 资料来源：新鸿基地产发展有限公司，《二〇一五至一六年年报》，页33。

¹⁰ 西九文化区之资料来源：西九文化区(www.westkowloon.hk)。

¹¹ 资料来源：康乐及文化事务署网站(www.lcsd.gov.hk)

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 and 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”), Joiney 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 of the Phase: Sanfield Building Contractors Limited The firm of solicitors acting for the Owner in relation to the sale of residential properties in the Phase: Deacons, Slaughter and May, Mayer Brown JSM, 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 Any other person who has made a loan for the construction of the Phase: Sun Hung Kai Properties Holding Investment Limited The estimated material date for the Phase to the best of the Vendor's knowledge: 30 November 2018. The estimated material date is subject to any extension of time that is permitted under the Agreement for Sale and Purchase. As at the date of production of this advertisement/promotional material, the sales brochure of the Phase of the Development is not yet available. This advertisement is published by the Person so engaged with the consent of the Owner. Date of Printing: 3 March 2017

发展项目期数名称: 汇玺发展项目的第 2A 期 (“期数”)

(期数中住宅发展项目的第1座(1A及1B)、第2座(2A及2B)、天钻汇、月钻汇、星钻汇、日钻汇及海钻汇称为“汇玺”)

区域: 西南九龍 期数的街道名称及门牌号数: 深旺道 28 号

卖方就期数指定的互联网网站的网址: www.cullinanwest.com.hk

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

卖方: 南昌物业发展有限公司 (作为“拥有人”)、仲益有限公司 (作为“如此聘用的人”) (备注: “拥有人”指期数的法律上的拥有人或实益拥有人。“如此聘用的人”指拥有人聘用以统筹和监管期数的设计、规划、建造、装置、完成及销售的过程的人士。) 卖方(拥有人)的控股公司: 西铁物业发展有限公司 卖方(如此聘用的人)的控股公司: Leola Holdings Limited、Wisdom Mount Limited、Data Giant Limited、新鸿基地产发展有限公司 期数的认可人士: 陈韵明 期数的认可人士以其专业身份担任经营人、董事或雇员的商号或法团: 巴马丹拿建筑及工程师有限公司 期数的承建商: 新辉建筑有限公司 就期数中的住宅物业的出售而代表拥有人行事的律师事务所: 的近律行、司力达律师楼、孖士打律行、胡关李罗律师行、王潘律行 已为期数的建造提供贷款或已承诺为该项建造提供融资的认可机构: 香港上海汇丰银行有限公司 已为期数的建造提供贷款的任何其他人: Sun Hung Kai Properties Holding Investment Limited 尽卖方所知的期数的预计关键日期: 2018 年 11 月 30 日。预计关键日期是受到买卖合约所允许的任何延期所限制的。 截至本广告/宣传资料的制作日期为止，本发展项目期数的售楼说明书尚未发布。 本广告由如此聘用的人在拥有人的同意下发布。 印制日期: 2017年3月3日

Grand YOHO Development Phase 2 Grand YOHO in Yuen Long on the market

元朗Grand YOHO Development第二期Grand YOHO销售中

The Group is building its Grand YOHO Development by phases in Yuen Long. Phase 1 saw a success with nearly 98% of all units sold, while Phase 2 went on the market in mid January. Over 97% of the Phase 2 units released had been sold by 28 February.

Heart of YOHO metropolis¹

Grand YOHO Development and the neighbouring YOHO Town, YOHO Midtown, Sun Yuen Long Centre and/or YOHO Mall will form the YOHO metropolis offering complete transport and lifestyle facilities. Among them, Grand YOHO Development at the heart connects the whole YOHO series.

Grand YOHO Development will have nine residential blocks offering about 2,500 residential units in three phases. Phase 2 will have three residential blocks with 826 residential units in practical layouts. Around 80% of the typical units will have two or three bedrooms, but one- and four-bedroom flats

will also be available. Saleable areas of typical units will range from 413 to 1,188 square feet. Special upper-floor units and duplexes will appeal to different buyers.

Premium homes with easy transport and full lifestyle facilities

The Grand YOHO Development private clubhouse² will be the largest in the YOHO series with over 170,000 square feet of indoor area and outdoor landscaped gardens containing some 50 facilities and extensive outdoor leisure space.

A prime location means the development will be linked directly to West Rail Yuen Long

Station³, and residents will have elevator access to a podium transport interchange with different buses and cross-border buses⁴ planned for convenient connections to Hong Kong Island, Kowloon and the New Territories, plus mainland.

The development will be connected to the 1.1-million-square-foot YOHO Mall¹ with individual lift lobbies and covered walkways so residents can avail themselves of international restaurants, the latest fashions, Hong Kong's largest IMAX cinema, lifestyle superstores, an outdoor dining promenade and outdoor green space to enjoy a sophisticated lifestyle.



The photograph/image shown in this advertisement is created by computerized imaging techniques based upon a photograph taken from the vicinity of the Phase of the Development on 28 December 2016 but processed and integrated with the creation and imagination of the developer or the artist. Such photograph/image does not mean to show the appearance of or the view from the Phase of the Development when completed and has been edited and processed with computerized imaging techniques. The installations, finishing materials, facilities, decorations, plants, landscape and other objects and the view shown in the said photograph/image are for reference only and may not appear in the Phase of the Development or its vicinity. They do not and shall not constitute any offer, undertaking, representation or warranty whatsoever, whether expressed or implied, on the part of the vendor in respect of the Phase of the Development. Any bridge(s) or footbridge(s) facilities shown in the photograph/image is/are only simulation and is/are not taken from the Phase of the Development, but is/are the imagination of the designer and has/have been simulated and processed with computerized imaging technique and is for reference only. They do not and shall not constitute any offer, undertaking, representation or warranty whatsoever, whether expressed or implied, on the part of the vendor. Such bridge(s) or footbridge(s), facilities when completed may be different from that/those shown on this photograph/image and it/they may not be immediately available for use when the residential units in the Phase is ready for occupation. 本广告中之相片/图像乃依据一幅于2016年12月28日在本发展项目期数附近拍摄之照片经电脑修饰技术，并与发展商或画家之创作和想像合成和处理的图像，亦并非说明本发展项目期数最后完成后之外观或其景观。该些相片/图像经电脑修饰处理，相片/图像内的装置、装修物料、设备、装饰物、植物、园景及其他物件等及其展示之景观不一定会在本发展项目期数或其附近范围出现，仅供参考，且不构成任何卖方就本发展项目期数不论明示或隐含之要约、承诺、陈述或保证。相片/图像如展示任何天桥设施只为模拟效果，并非现场实景拍摄，属设计师之想像，由电脑模拟及处理影像，仅供参考，不可作准，并不构成卖方任何明示或隐含之要约、承诺、陈述或保证。落成后之详情亦可能与本相片/图像所述者不同。所有天桥设施于期数住宅物业入伙时未必能即时使用。

集团现正在元朗分期发展 Grand YOHO Development项目，继第一期售出全部单元近98%，第二期于一月中推出市场。截至2月28日，已售出第二期所有已推售单元逾97%。

YOHO都会圈¹核心

Grand YOHO Development与邻近的YOHO Town、YOHO Midtown、新元朗中心及/或形点商场形成交通便捷兼配套完善的YOHO都会圈，而该项目更处于关键位置，连接整个YOHO系列。

Grand YOHO Development共分三期，由九座住宅大楼组成，共提供约2,500个住宅单元。第二期由三座住宅大楼组成，共提供826个住宅单元，房型实用，以两房及三房为主，该两类房型共占所有分层单元约八成，另设有一房及四房单元可供选择。标准单元实用面积由413至1,188平方呎，另设有顶层特色户型及复式户型，以配合不同买家的需要。

居住环境优越 交通、配套完善

Grand YOHO Development的私人会所²属于YOHO系列中面积最大，会所连同户外园林面积逾170,000平方呎，提供约50项多元化设施，户外休憩空间广阔，动静皆宜。

发展项目位处优越地段，连接毗邻西铁线元朗站³。住户也可搭乘穿梭电梯，直达位于基座的交通枢纽，预计将有多条巴士及跨境巴士路线⁴提供，方便住户前往港九新界各区及内地。

发展项目与占地约110万平方呎的大型商场形点¹相连，住户可通过独立电梯大堂或行人天桥前往。商场云集环球美食、潮流时装、全港最大IMAX电影院及生活百货等，并设有户外餐饮长廊及户外绿化空间，为住户带来都会生活。

¹ YOHO Metropolis shown or referred to herein or its related areas includes and means Grand YOHO Development, and the neighbouring YOHO Town, YOHO Midtown, Sun Yuen Long Centre and/or YOHO MALL形点 (YOHO MALL形点I of YOHO Midtown, YOHO MALL形点II of Sun Yuen Long Centre and YOHO MALL I Extension形点I) 伸延部份 of Grand YOHO in Phase 1 of the Grand YOHO Development, which are not entirely located within the Development.

² The facilities and completion date of the clubhouse and/or recreational facilities are subject to the final approval of the Buildings Department, the Lands Department and/or other relevant Government departments. The clubhouse/recreational facilities may not be available for immediate use at the time of handover of the residential properties of the Phase of the Development. Further, some of the facilities of the clubhouse belong to or situate at other Phase(s) of the Development and shall not be available for use before completion of such Phase(s) and all the necessary preparations for such use. The use or operation of some of the facilities and/or services may be subject to the consent or permit issued by the relevant Government departments or additional payment.

³ Connection point to the MTR and related facilities may not be immediately available for use upon the date of occupation of the residential properties of the Phase of the Development.

⁴ The cross border bus services will be provided by a third party, who would decide the terms and conditions, charges, operation time and service period of such services.

¹ 本文中展示或提及的YOHO都会圈或其相关范围包含及/或指Grand YOHO Development，及邻近建筑 YOHO Town、YOHO Midtown、新元朗中心及/或YOHO MALL形点 (YOHO MALL 形点I 即 YOHO Midtown 之 YOHO MALL I 形点I、新元朗中心之YOHO MALL II 形点II及Grand YOHO Development第一期Grand YOHO 之YOHO MALL I EXTENSION 形点I) 伸延部分，并非全部位于发展项目范围内。

² 会所及/或康乐设施内的设施及落成日期以屋宇署、地政总署及/或其他相关政府部门之最终批核为准。会所/康乐设施于本发展项目期数住宅物业入伙时未必能即时启用。再者，部份会所设施属于或位于发展项目其他期数，于该期数并未落成及准备妥当前不可使用。部份设施及/或服务的使用或操作可能受制于有关部门发出之同意书或许可证或需额外付款。

³ 港铁接驳点及出入设施于本发展项目期数住宅物业入伙时未必能即时使用。

⁴ 跨境巴士服务由第三者提供，服务条件及条款、收费、营运时间及服务期限由第三者决定。

Name of the Phase of the Development: Phase 2 ("the Phase") of Grand YOHO Development ("the Development") (Towers 3, 5 and 8 (Tower 4 is omitted and Towers 1, 2, 6, 7, 9 and 10 are not in the Phase) of the residential development in the Phase are called "Grand YOHO")

District: Yuen Long

Name of Street and Street Number of the Phase of the Development: No. 9 Long Yat Road

The website address designated by the vendor for the Phase of the Development: www.grandyoho.com.hk/p2

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: City Success Limited
Holding companies of the vendor: Sunrise Holdings Inc., Ximston Finance S.A., Sun Hung Kai Properties Limited
Authorized person of the Phase of the Development: Ng Tze Kwan
Firm or corporation of which the authorized person of the Phase of the Development is a proprietor, director or employee in his professional capacity: Sun Hung Kai Architects and Engineers Limited
Building contractor of the Phase of the Development: Sanfield Engineering Construction Limited
The firm of solicitors acting for the owner in relation to the sale of residential properties in the Phase of the Development: Winston Chu & Co., Mayer Brown JSM, Wong & Poon
Authorized institution that has made a loan, or has undertaken to provide finance for the construction of the Phase of the Development: The Hongkong and Shanghai Banking Corporation Limited (to be provided before commencement of sales)
Any other person who had made a loan for the construction of the Phase of the Development: Sun Hung Kai Properties Holding Investment Limited
The estimated material date for the Phase of the Development as provided by the authorized person of the Phase of the Development to the best of the vendor's knowledge: 30th June, 2017 ("Material date" means the date on which the conditions of the land grant are complied with in respect of the Phase 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 purchaser is advised to refer to the sales brochure for any information on the Phase of the Development.
This advertisement is published by the vendor or by another person with the consent of the vendor.
Date of Printing: 3 March, 2017

发展项目期数名称：Grand YOHO Development（“发展项目”）的第二期（“期数”）（期数中住宅发展项目的第三、五及八座（不设第四座，及第一、二、六、七、九及十座不在本期数）称为“Grand YOHO”）

区域：元朗

本发展项目期数的街道名称及门牌号数：朗日路9号

卖方就本发展项目期数指定的互联网网站的网址：www.grandyoho.com.hk/p2

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

卖方：兆盛有限公司

卖方之控股公司：Sunrise Holdings Inc., Ximston Finance S.A.、新鸿基地产发展有限公司

本发展项目期数的认可人士：吴梓坤

本发展项目期数的认可人士以其专业身份担任经营人、董事或雇员的商号或法团：新鸿基建筑设计有限公司

本发展项目期数的承建商：新辉城建设工程有限公司

就本发展项目期数中的住宅物业的出售而代表拥有入行事务的律师事务所：徐嘉慎律师事务所、孖士打律行、王潘律行

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

已为本发展项目期数的建造提供贷款的任何其他人：Sun Hung Kai Properties Holding Investment Limited
尽卖方所知，由本发展项目期数的认可人士提供的本发展项目期数之预计关键日期：2017年6月30日（“关键日期”指批地文件的条件就本发展项目期数而获符合的日期。预计关键日期是受到买卖合同所允许的任何延期所限制的。）

卖方建议准买方参阅有关售楼说明书，以了解本发展项目期数的资料。

本广告由卖方发布或在卖方的同意下由另一人发布。

印制日期：2017年3月3日



Spectacular views of the sea and airport traffic from the sky clubhouse lounge and adjoining patio⁴
天际会所餐饮区连接户外平台，可享海景及飞机升降景色⁴

10

Century Link set to become a landmark in Tung Chung 东环势成东涌时尚地标

Phase 1 of the Century Link Development in Tung Chung is completed and new owners are in the process of taking possession. The thoughtful design, amenities and management service create a premium living environment for residents in a local landmark.

Designed to maximize space

The towers have sleek glass facades that stand out in neighbourhood. Residential units are well planned with practical design and layout to maximize space. Most units come with a cabinet recess behind the front door. Open kitchens are designed for flexibility including faucets and sinks that can be covered with a special plate to extend the workspace.

Sky clubhouse with spectacular views and modern gym

The Century Link Development has about 190,000 square feet of clubhouse¹ space and landscaping, with club facilities on the podiums of Towers 2 and 6 and on the top two floors of Tower 2. Residents can take in spectacular sea views and watch planes take off and land² as they dine in the sky clubhouse or enjoy a barbecue party and mini jacuzzi on the adjoining patio.

The 24-hour gym fills about 4,800 square feet with modern facilities including a boxing ring

where instructors hold classes during public holidays. Stationary bikes are set on a virtual track that lets users train in online races with people around the world via Internet. Residents may also compete with each other on spin bikes in front of a big screen. There are cross-trainers combining treadmill, stepper, spacewalker and bike all-in-one. The treadmills have incline and decline modes to make it more interesting. There are also two outdoor swimming pools, an indoor swimming pool, two jacuzzis, a steam room, sauna and more.

Caring property management service

The Century Link Development offers caring service to suit the busy schedules of residents, including nutritious meal kits and MSG-free soup ordering and food delivery³. Residents can order food or book clubhouse facilities, household cleaning and repair on mobile phone app with mobile payment to finish the ordering process.



Boxing ring in the gym with classes on public holidays⁵
健身室设有拳击擂台，假日更设有拳击健身班⁵

集团位于东涌的东环发展项目第一期已经落成，业主也已陆续完成交付。项目无论户型设计、配套乃至物业管理服务都经过悉心安排，为住户带来优质居住环境，势将成为区内时尚地标。

设计细心 空间实用

项目外立面加入玻璃幕墙，设计时尚，为区内罕见。住宅单元经过精心设计，务求提升空间实用度。大部分单元大门后特别设计成凹凸位置，配上壁橱，合理利用空间。开放式厨房锌盆同样经过特别设计，可将水龙头收纳在锌盆内，并盖上特制面板，扩大工作台面。

天际会所可享美景 健身设施新颖

东环发展项目拥有约190,000平方呎的会所¹及户外园林，会所分布于第二及第六座基座以及第二座顶层。住户可安坐天际会所，一边欣赏广阔海景及飞机升降景色²，一边享受美酒佳肴；相连的户外平台设有烧烤场及小型按摩池，适合与友共聚。

面积约4,800平方呎的健身室24小时开放，提供多项近年深受欢迎的运动设施，包括拳击擂台，假日甚至有驻场教练开办拳击健身班。健身单车配套新颖，提供虚拟单车比赛场景训练，更可实时连接互联网，挑战世界各地高手。动感单车组合则连接大电视，让住户可以互相竞技。场内设置多功能健身机，集跑步、踏步、太空漫步及单车于一体。跑步机也设有上下斜坡功能，增添运动乐趣。另外，屋苑设有两个户外游泳池、一个室内游泳池、两个按摩池、蒸气室及桑拿室等。

贴心物业管理服务

东环发展项目的物业管理服务体贴，照顾工作繁忙的住户需要，提供健康餐包及无味精汤水订购以及送餐服务³。住户更可通过手机应用程序，随时随地预订美食、会所设施以至家居清洁及维修服务，并在手机付款平台支付，完成预订程序，方便快捷。

¹ The facilities and the date of completion of the clubhouse and/or the various recreational facilities are subject to the final approval by the Buildings Department, Lands Department and/or other relevant government authorities. Uses and opening hours of the clubhouse facilities are subject to the restrictions set out in the relevant stipulations of legislation, land grants 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 handover of the residential properties in the Development. The use or operation of some of the facilities and/or services may be subject to consent or permit issued by the relevant government authorities and may be subject to additional charges. Catering services will be provided upon obtaining the relevant operating licences.

² The description above is only a brief description of the different views from different parts of the Development. It does not represent that all units can enjoy the said views. The view is affected by the unit's floor level, orientation, surrounding buildings and environment, and is not applicable to all units of the Development. The buildings, facilities and environment around the Development may change from time to time and the Vendor makes no representation or warranty whether express or implied in respect of the view.

³ The property management services and other above-mentioned 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 company may determine the charges, terms of use, operation hours and service provision period of its management service or other above-mentioned services at their own discretion, but such arrangements shall be bound by the terms and conditions stated in the deed of mutual covenant, service contract or other relevant legal documents. Catering services will be provided upon obtaining the relevant operating licences.

⁴ This photograph was taken at the clubhouse of the Development on 11 November 2016. It has been processed with computerized imaging technique and is for reference only.

⁵ This photograph was taken at the clubhouse of the Development on 15 November 2016. It has been processed with computerized imaging technique and is for reference only.

¹ 会所及/或康乐设施内的设施及落成日期以屋宇署、地政总署及/或其他相关政府部门的最终批核为准。会所不同设施之开放时间或使用受相关法律、批地文件、公契条款、会所使用守则及现场环境状况限制。会所/康乐设施于发展项目住宅物业入伙时未必能即时启用。部分设施及/或服务的使用或操作可能受制于政府有关部门发出之同意书或许可证或须额外付款。餐饮服务须待取得有关牌照后方可提供。

² 上述仅为发展项目不同部分之不同景观的大概描述，并不代表所有单位享有相关景观。景观受单位所处层数、座向及周边建筑物及环境影响，并非适用于所有单位，且发展项目周边建筑物、设施及环境会不时改变，卖方对景观不作任何不论明示或隐含之陈述或保证。

³ 管理服务及其他上述服务将由发展项目的管理人或其他合约聘用的第三者公司所提供。管理人或合约聘用的第三者公司可自行决定就其管理服务或其他上述服务之收费、使用条款、营运时间及服务期限，惟须受公契、合约或其他相关法律文件所订立的条款规限。餐饮服务须待取得有关牌照后方可提供。

⁴ 以上图片于2016年11月11日拍摄于发展项目会所，并经电脑修饰处理，仅供参考。

⁵ 以上图片于2016年11月15日拍摄于发展项目会所，并经电脑修饰处理，仅供参考。

Name of the Phase of the Development: Phase 1 ("the Phase") of Century Link Development ("the Development") (Tower 3A and 3B, Tower 5A and 5B, Tower 6A and 6B, Residential Block 1, Residential Block 2 and Residential Block 3 of the residential development in the Phase are called "Century Link")

District: Tung Chung Town Centre Area

Name of Street and Street Number of the Phase of the Development: 6 Ying Hong Street

The website address designated by the vendor for the Phase of the Development: www.centurylink.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: Pacific Earth Enterprise Limited
Holding companies of the vendor: Ordens Limited, Data Giant Limited, Sun Hung Kai Properties Limited
Authorized person of the Phase of the Development: Tang Kwok Wah Owen
Firm or corporation of which the authorized person of the Phase of the Development is a proprietor, director or employee in his professional capacity: Wong Tung & Partners Limited
Building contractor of the Phase of the Development: Sanfield Engineering Construction Limited
The firm of solicitors acting for the owner in relation to the sale of residential properties in the Phase of the Development: Woo, Kwan, Lee & Lo; Winston Chu & Co.; Mayer Brown JSM; Sit, Fung, Kwong & Shum
Authorized institution that has made a loan, or has undertaken to provide finance for the construction of the Phase of the Development: The Hongkong and Shanghai Banking Corporation Limited (The relevant undertaking has been cancelled)
Any other person who had made a loan for the construction of the Phase of the Development: Sun Hung Kai Properties Holding Investment Limited
Prospective purchaser is advised to refer to the sales brochure for any information on the Phase of the Development.
This advertisement is published by the vendor or with the consent of the vendor.
Date of printing: 3 March 2017

发展项目期数名称：东环发展项目（“发展项目”）的第一期（“期数”）（期数中住宅发展项目的第3A及3B座、第5A及5B座、第6A及6B座、1号住宅大楼、2号住宅大楼及3号住宅大楼称为“东环”）

区域：东涌市中心地区

本发展项目期数的街道名称及门牌号数：迎康街6号

卖方就本发展项目期数指定的互联网网站的网址：www.centurylink.com.hk

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

卖方：利宙企业有限公司

卖方之控股公司：Ordens Limited、Data Giant Limited、新鸿基地产发展有限公司

本发展项目期数的认可人士：邓国华

本发展项目期数的建造提供贷款或已承诺为该项建造提供融资的认可机构：王董建筑师事务有限公司

本发展项目期数的承建商：新辉城建工程有限公司

就本发展项目期数中的住宅物业的出售而代表拥有人人事的律师事务所：胡关李罗律师行、徐嘉慎律师事务所、孖士打律师行、薛冯邝岑律师行

已为本发展项目期数的建造提供贷款或已承诺为该项建造提供融资的认可机构：香港上海汇丰银行有限公司（有关承诺已经取消）

已为本发展项目期数的建造提供贷款的任何其他人：Sun Hung Kai Properties Holding Investment Limited

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印制日期：2017年3月3日

Festive malls crowded with shoppers

集团商场节日气氛浓厚 吸引购物人潮

The Group's shopping malls featured an array of promotions on different themes to offer fun-filled shopping and leisure over the past Christmas, New Year's Eve and Chinese New Year to locals and visitors. The malls were packed with throngs of seasonal shoppers and some malls recorded significant increases in traffic.



Fantasy Christmas

APM had British artist Robert Bradford and local stage designer Benfi Sum create a giant Santa Bear sculpture using 'upcycled' material to mark the joyful season, while Tai Po Mega Mall had the delightful Paddington Bear and Shanghai IFC Mall featured lovely Disney Tsum Tsum characters debut in the mainland with their own pop-up stores and limited-edition merchandise for loyal fans.

Countdown parties

There were large New Year's Eve mall parties with pop stars singing and dancing to entertain the crowds. East Point City had superstar Leon Lai and hot local idols. New Town Plaza featured Joyce Cheng, Taichi Band and RubberBand, plus high-flying acrobatics by the Russian Bar Trio. WTC More had a special appearance by Korean pop star Ko Gyung Pyo, Korean Hip Hop dance team Purplow, Ng Yip-kwan and others. The YOHO Mall party was led by the popular Grasshopper, C AllStar and Dear Jane.



Welcoming the Year of the Rooster

The Year of the Rooster got a big welcome at IFC Mall with huge hand-knitted Chinese New Year lions, peach blossoms and a candy box by knitting artist Annie Wong, while V City had a miniature Chinese New Year market, singing contest and lion dance. IAPM had crowing Rooster installations by Milanese furniture designer Ryan Frank. Beijing APM featured a peach blossom orchard with a peacock made of LEDs and shoppers could hang New Year wishes on peach blossoms. The new PopWalk and IGC both staged lion dances for their first Chinese New Year to bring luck and prosperity.



Vcity



APM



PopWalk
天晉匯



East Point City
東港城



在刚过去的圣诞节、除夕和农历新年期间，集团旗下商场以不同主题作布置，举办多元化推广活动，为市民及游客带来精彩的购物、休闲体验，吸引大量游人光临，人流畅旺，部分商场的人流更有显著升幅。

缤纷圣诞

在普天同庆的圣诞节，APM邀请英国“升级再造达人”Robert Bradford与本地资深舞台设计师Benfi Sum合作，塑造大型圣诞小熊装置。大埔超级城以卡通人物柏灵顿宝宝熊作装置主题，上海国金中心商场则为内地首次带来迪士尼Tsum Tsum家族装置，场景活泼可爱，期间限定店及独家精品更为粉丝带来惊喜。

除夕狂欢

在除夕夜，多间商场安排了重量级免费倒数活动，邀请红星劲歌热舞，商场内人山人海，气氛热闹。东港城邀请到天王黎明及多位人气偶像；新城市广场有郑欣宜、太极乐队及RubberBand，并有Russian Bar Trio表演高难度空中特技；WTC More特别请来韩国红星高庚杓、韩国人气Hip Hop女团Purplow及吴业坤等；形点则有大热组合草蜢、C AllStar及Dear Jane。



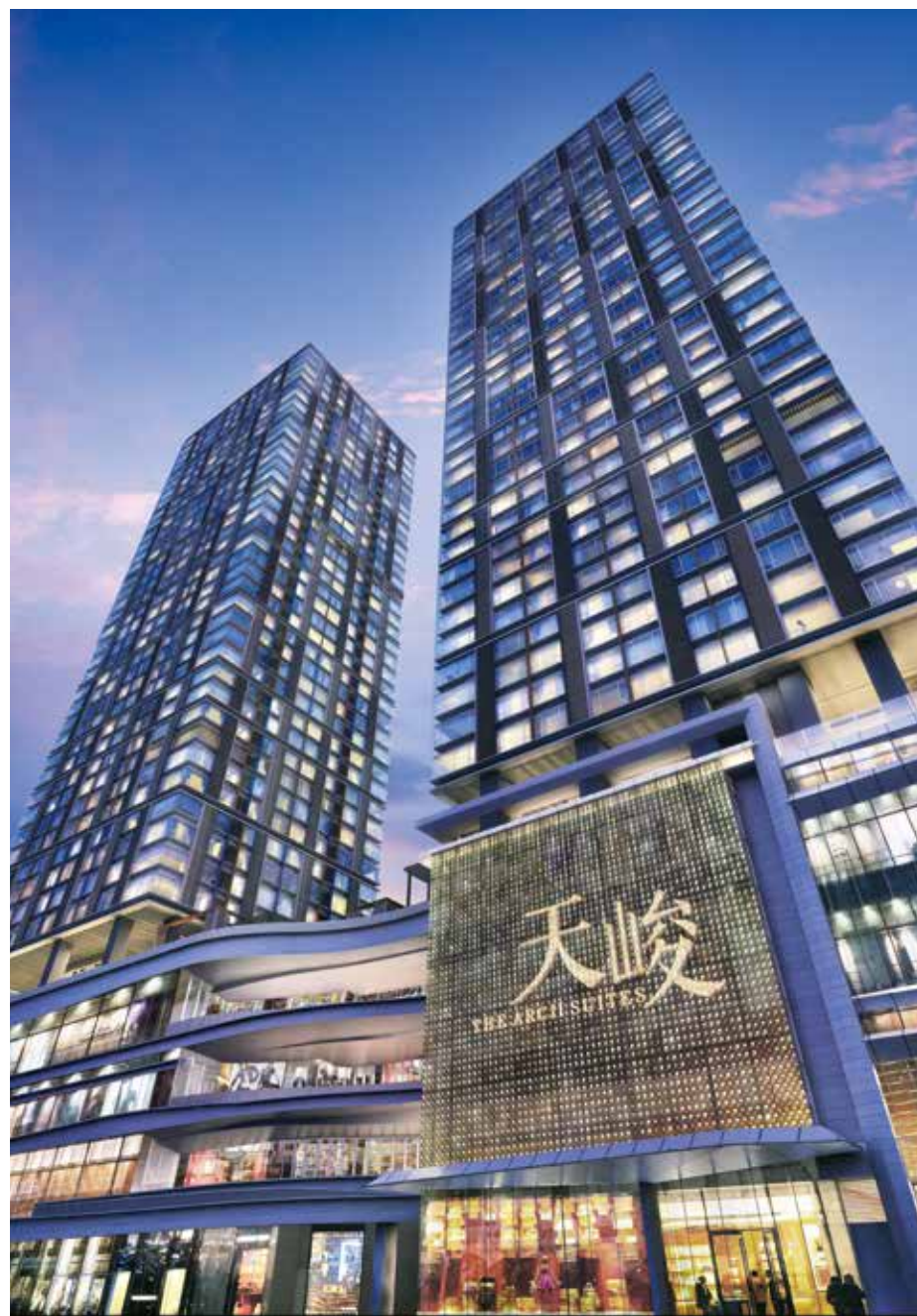
齐贺鸡年

农历新年期间，各商场举办不同活动，与游人贺新春。国际金融中心商场邀请编织设计师黄玉婷合作，以针织品打造巨型醒狮、桃花及新春贺年全盒贺岁。V City特设年货市集，方便顾客选购年货，并举办歌唱比赛及醒狮表演等节目。环贸IAPM邀请米兰著名家品设计师Ryan Frank制作以公鸡啼鸣为主题的艺术装置，喜庆祥和。北京APM以LED灯光构造出雀舞桃林的美景，游人更将新年愿望挂上桃花树许愿。于去年开业的天晋汇及IGC分别以醒狮表演迎接首个新春，寓意生意兴隆，一本万利。



The Arch Suites to make its appearance at Chengdu ICC 成都环贸广场住宅项目天峻正式亮相

The Group's 40%-owned Chengdu ICC is a signature development with a gross floor area of over 1.3 million square metres (14 million square feet) comprising a mix of high-end residences, premium offices, retail space and a five-star hotel. The project is strategically located above the Chengdu Metro Dongda Road station, next to the eastern side of the Second Ring.



About half of the gross floor area has been designated for residential development. Response to the handover of Sirius was positive. Meanwhile, The Arch · Chengdu saw a rapid sales after its market launch in mid 2016, generating contracted sales of RMB800 million. The market focus is now drawn to the latest premium Chengdu ICC residential project: The Arch Suites.

Boutique residences

The Arch Suites will redefine the meaning of boutique apartments with comprehensive offering to suit various demands. The two towers with about 93,000 square metres (one million square feet) in terms of gross floor area will offer 1,132 units from studios to two-bedroom typical units ranging from about 51 to 126 square metres (550 to 1,350 square feet). Special units from about 185 to 250 square metres (2,000 to 2,700 square feet) with four bedrooms, a family room or flat roof enjoying a panoramic view will also be available to prestigious users. The show flats will open soon before the first batch of units go on the market.

Cosmopolitan lifestyle above the metro and a mall

The Arch Suites will tower over the 120,000-square-metre (1.3-million-square-foot) retail portion with direct access from the Chengdu Metro Dongda Road station (an interchange station between the existing Chengdu Metro Line 2 and the future Line 8) offering residents a cosmopolitan lifestyle with convenient shopping, dining and leisure experience in the city.

The Arch Suites with easy transport and comprehensive facilities above the Chengdu metro station and retail space
天峻位于成都地铁站及商业楼面上，交通方便，生活配套齐备



The Arch Suites boutique residences
天峻定位为精品住宅

集团占40%权益的成都环贸广场，为大型综合发展项目，总面积达130万平方米（1,400万平方呎），汇聚高级住宅、优质写字楼、零售楼面及五星级酒店于一身。项目毗邻二环路东段，位于成都地铁东大路站上盖，地理条件优越。

项目约一半面积规划作为住宅。天曜交楼备受好评；而凯旋门·成都于去年中开售，单位迅即售罄，共计合约销售总额达人民币八亿元。市场焦点现正集中在成都环贸广场最新优质住宅项目：天峻。

精品住宅概念

天峻以精品住宅作定位，使整个成都环贸广场的住宅产品更多元化，全面照顾不同居住需要的买家。天峻的总楼面面积约93,000平方米（100万平方呎），由两座高楼组成，提供1,132个住宅单位，标准单位面积由约51至126平方米（550至1,350平方呎），户型多元化，提

供开放式设计至两房单位；另设高层四房连家庭厅或天际平台特色单位，面积由约185至250平方米（2,000至2,700平方呎）。样板房即将开放，首批住宅单位将于不日推出市场。

地铁商场上盖的都会生活

天峻坐落于120,000平方米（130万平方呎）的商业楼面之上，为住户带来购物、餐饮及休闲便利。项目作为成都地铁东大路站上盖物业，住户可乘搭成都地铁二号线前往市内各主要区域，待在建中的八号线通车后，更可在该换乘，尽享配套完善的都会生活。



Premium living environment at The Arch Suites
天峻居住环境优越

A portrait of Winnie Tse, SHKP Club Managing Director, smiling and sitting at a table. She is wearing a dark blue jacket over a grey and white patterned scarf.

Winnie Tse 谢文娟

SHKP Club Managing Director
新地会董事总经理

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Winnie Tse: Pioneering two-way communication for a quality brand

谢文娟：开创双向沟通桥梁 推广优质品牌

The Group broke new ground when it established the first developer-loyalty club in 1996, and the SHKP Club is now the largest in Hong Kong with over 370,000 members. As a key communication channel between the Group and its customers, the Club builds long-term relationships with members by centring its services on 'home', having diversified from its initial focus on property information to a range of initiatives promoting a 'loving home' spirit. SHKP Club Managing Director Winnie Tse explains how the Club fulfils its role of facilitating two-way communication and serving members: "Listen to what people say, be down to earth and stay mindful of what they really need."

Listen closely for true feelings and needs

As Club membership has grown in the past 20 years, members have also gone through different stages of life. Communication is at the heart of understanding people and Winnie takes the time to listen via various channels. Traditional means include operating a hotline, conducting surveys and having ambassadors talk to people in person, but the Club has also lately taken to the increasingly influential social media by running a Facebook page. Winnie says: "Being an earnest listener is vital. We

value praise and criticism, and see them both as opportunities to improve or develop more innovative services."

"Customers are a valuable asset for the Group, whether they buy a flat or come to us in other ways. The Group puts customers first and emphasises communicating with them. The Club began in 1996 because Group management wanted to connect with the community by providing relevant services, and it has run property visits and buyer incentives since its inception, along with offering related

information and household service. But rising demand led to more sophisticated initiatives featuring professional, interactive elements and parent-child participation," said Winnie.

"Hong Kong people like shopping, especially in malls and Japanese superstores, so we have been offering YATA coupons and SHKP mall gift certificates as lucky draw prizes for members buying SHKP properties. We had terrarium workshops during visits of a large Yuen Long development, so members could try decorating their homes. The Club held



Rising demand led to more sophisticated initiatives featuring professional, interactive elements and parent-child participation
为提高服务品质及吸引力，新地会近年在物业相关活动及服务中加入了专业性、互动和亲子等元素，以迎合客户对于服务不断提升的要求

its 20th birthday party at a grand Ho Man Tin development by the Group allowing members to have first-hand experience of the quality environment at the project."

Spreading the Loving Home spirit through Group connections

The Club began Loving Home campaigns in 2006 after surveys and research showed that 'home' was important to members, and now it spreads the spirit in the community via Group residential estates and malls. Loving Homes took the Club into a new phase of connecting with members for its tenth anniversary, while it continues with property-related offerings. The theme also echoes the Group's Building Homes with Heart ideal to add character and value to the brand.

The new direction is manifest in different annual Loving Home themes like Smile, Cherish Your Family or Support the Family to encourage wider participation. Winnie said the Club holds writing competitions every year to collect touching stories, and entrants have ranged from two to 83 years old. She enjoys the award presentation ceremonies: "It warms my heart to see recipients telling their stories on stage with family members in the audience. This power of mutual support is what makes a real home."

The Club stepped up its efforts to connect with younger people by opening a Cherish Your Family Facebook page in 2011, and it now has 85,000 fans. The Club also introduced the Lovey-loving Family cartoon characters, which Winnie explains are an engaging way to offer

tips on family life. "We post comics on the Internet and send roving exhibitions to Group malls, which had been viewed three million times up to 2016," she said.

Constructive communication

The Club's awareness of new trends echoes the Group's emphasis on continuous improvement. Winnie believes in field research and the sharing of information and knowledge, so she encourages brainstorming in the team where colleagues share their views and suggestions. She says: "Having colleagues with different backgrounds interact is more effective for thinking up new events or services that members really appreciate."

Winnie sees the Internet continuing to grow as a convenient medium of exchange and says: "We get a lot of constructive feedback from social networking sites, and this provides inspiration for our programmes. An example was the 20th anniversary Love in SHKP Tour series, where we showed members some of the Group's diverse businesses with other departments and subsidiaries. There was a parent-child workshop with SmarTone on virtual-reality technology and a tour of a Kowloon Motor Bus depot featuring retired buses that reminded people of their childhoods and gave them a better understanding of KMB's quality service and unseen aspects of operations."



Winnie is keen on meeting Club members
谢文娟珍视每次跟会员沟通的机会

Teamwork delivers the best

The Group's extensive malls, hotels and subsidiaries are important channels for promoting the Club's Loving Home philosophy, so Winnie counts on teamwork to offer members attractive property and leisure privileges, exciting events and information. The process isn't always easy, but Winnie and her team are rewarded by customers smiling out of surprise or satisfaction, which they see as motivation to continue providing quality service. While teamwork is crucial, Winnie also points to a culture of continuous improvement and active learning: "Management share their experience and insights, and we have plenty of training opportunities. I was offered the chance to join a short course at Harvard about the application of social media and its future development."

Home as motivation

Winnie's commitment to spreading the Loving Home spirit comes from her belief in family support. She thinks being with family is very important and especially enjoys the annual trips her husband arranges for them, saying: "Time spent with family greatly enriches life." Loving Home is more than a slogan for Winnie; it's a source of energy in life.

集团于1996年成立的新地会，至今会员人数已逾370,000人，是香港首个及规模最大的地产发展商客户专会，为集团与顾客沟通的重要桥梁，通过“以家为本”的服务，致力与会员建立长远关系。从最初为会员提供置业相关信息，到今天服务扩展至推广爱家精神及更多元化的服务，新地会董事总经理谢文娟强调，“双向沟通，服务顾客”是新地会的创会宗旨。“沟通是了解会员所想所求的重要元素，‘寻真’、‘寻根’和‘贴地’、‘贴心’就是关键。”

寻真、寻根 — 细心了解顾客需要

经过20年，新地会不仅在人数上不断增长，众会员亦共同成长，进入人生不同阶段。要掌握顾客需要，沟通愈趋重要。谢文娟坦言，了解顾客的意见，要细心聆听，善用不同沟通渠道，方能掌握客户的真正想法。新地会除早年开设电话热线、进行问卷调查，以及安排“意见大使”等传统方式收集意见外，近年随着社交媒体的普及，更开设脸书主页，紧贴市场脉

搏：“要深入了解客人的真正需要，一颗热切的心尤其重要，用心聆听，无论任何的意见，不论赞赏或批评，我们都非常珍视，以此自我精进，将意见转化成改善及开创新颖服务的机会。”

“集团坚持‘以客为先’，十分重视与顾客的沟通，不论是不是新地业主，都是公司的宝贵资产，所以管理层早在1996年创立新地会时，就通过提供合适的服务，将市民和新地连系起来。”除早期提供看楼活动、置业优惠、相关信息及家居服务外，随着会员对于服务要求的提升，“我们加入专业性、互动和亲子等不同元素”。“港人受到日式百货及商场消费，我们就以‘一田现金礼券’及‘新地商场赠券’等作为会员买家购买新地物业的大抽奖礼品；在近期的元朗大型项目看楼活动中，加入盆景制作坊，让会员在参观项目之余，更可由专家教授亲手制作盆景，布置家居；在何文田地标性项目举办首个生日派对，与会员一起庆祝20周年外，同时也让他们亲身体验集团物业项目的优越品质。”

通过新地庞大网络

传播“爱家精神”至社区

新地会自十周年发起爱家大行动，通过新地的住宅和商场等庞大网络，传扬爱家理念，贯彻集团“以心建家”的宗旨。从调查中发现，会员认为“家”极为重要，故除了提供置业信息和服务外，新地会更于2006年进入一个新里程，开始举办不同的爱家活动，在社会宣扬爱家精神，凝聚会员之余，亦丰富了集团的品牌形象和内涵价值。

每一年，新地会都会以不同主题举办爱家系列活动，与市民共建有品质的爱家文化，包括“爱家·爱笑”、“珍惜·爱家人”及“爱家·爱支持”等，吸引更多大众参与，藉此掀起珍惜爱家人的风气。谢文娟表示新地会每年推出爱家故事征集比赛，邀请大众参与，参加者由2岁到83岁不等，以爱凝聚不同年龄的人士。在每次爱家故事征集活动颁奖礼中，她都会被现场得奖者的分享感动，及得到新启发：“当得奖者在台上分享自己的故事，台下家人支持，这份互相扶持的力量，让人感受到港人家庭充满爱与温馨。”

“ We value all feedback and use it to improve or develop more innovative service.

对于每一次的沟通我们都非常珍视，
以此自我精进，将意见转化成改善及
开创新颖服务的机会。

”





Annual writing competitions attract heartwarming stories from entrants aged two to 83
新地會每年均舉辦愛家故事征集比賽，參加者由2歲到83歲不等，作品情感真摯，感動人心

为吸引更多年轻人的参与，新地会于2011年推出“珍惜·爱家人”脸书主页，加强在网络上推广爱家精神，粉丝人数已增至85,000人。谢文娟补充，新地会通过创造“亲亲支持家”的漫画家庭成员，以轻松的手法，宣扬不同的爱家生活贴士。“我们除了利用网络平台分享外，更在新的商场举办巡回展览，而截至2016年，共计300万人次参与。”

贴地、贴心 — 建立与时并进的沟通渠道

“与时并进”是集团的企业文化，集团管理层鼓励员工要有“贴地”的工作态度。谢文娟亦深信实地考察、分享知识、集思广益的力量，所以常常鼓励同事“头脑风暴”（brainstorming）讲出自己的看法及建议：“不同背景的同事之间多交流，在构思活动时才能更‘贴地’，更有效针对会员的需要，提供更贴心的服务。”

网络交流平台日趋普及，方便沟通。“不少意见都很有启发性，我们更会从社交平台中寻找灵感，例如新地会成立20周年时，举办的‘爱游新地’系列活动，就是受到网上意见启发。为提升顾客对新地集团多元化业务的了解，与旗下不同的业务单位合作，举办参观和体验创新的有趣活动，包括与数码通合作举办亲子科技工作坊，试用潮流VR技术；与九龙巴士合作，邀请会员参观九巴车厂，探寻陪伴港人成长的退役巴士历史等，让会员更深入了解相关业务及体验其优质服务。”

群策群力 将最好带给客人

集团拥有庞大的商场、酒店和附属公司网络，让新地会阐述爱家理念时更为有效。谢文娟坦言，自己的工作，有赖“团队精神”。新地会团队不时都会与不同部门合作，为的是向会员提供一些具有吸引力的置业、休闲优惠、活动及信息。过程虽然有可能遇到不同的困难，但大家都乐在其中，客人在活动中流露出惊喜和满足的笑容，是新地会继续提供优质服务的动力。她认为集团“与时并进”的企业文化，令公司上下凝聚出自我完善的学习精神：“管理层不仅会经常向同事分享所见所闻，同时亦提供很多进修的机会，就像我以前在集团安排下到美国哈佛大学参与短期进修课程，了解社交媒体的应用和发展趋势。”

生活动力源自家

致力宣扬爱家精神的谢文娟相信家人支持的重要性，她十分重视与家人



Teamwork is important to Winnie so she urges colleagues to maximize their potential and enjoy their jobs
谢文娟十分重视团队精神，常鼓励同事发挥所长，享受工作

相聚的时刻，特别是丈夫每年都会为她精心安排的旅行，让她享受家庭乐。“只要能与家人一起，就能让我感受到生活的丰盛。”

对谢文娟来说，爱家，不是一句宣传口号，而是一份打从心底相信的生活力量。



Winnie treasures family time
对谢文娟来说，只要能与家人一起，无论做什么也是乐事

MOKO shows winning service with heart spirit

MOKO新世纪广场以心服务 备受赞赏

The Group refurbishes its shopping malls on a regular basis, brings in new shops and constantly refines service to make customers feel welcome. MOKO by MTR Mong Kok East Station finished a major revamp in the second half of 2015 giving it a new, more attractive layout and enhanced customer service, bringing a number of recent awards.

Renovation earns gold award

MOKO has a fresh look inside and out after the renovation with broad windows letting in natural light for comfortable shopping and leisure. The stylish, curvy atrium makes shop fronts stand out and spreads traffic, while the redesigned mall space and shops enhance the shopping experience and reconfigured express escalators carry patrons to different floors, bringing tenants more business.

Shoppers now have a new MOKO and the reconfiguration has strengthened the mall's position as a chic retail hub in Mong Kok. The project has been awarded the highest gold award in the Renovations / Expansions

category of the 2016 Asia Pacific Shopping Center Awards given by the International Council of Shopping Centers (ICSC).

More recognition for customer service

MOKO customer care ambassadors are constantly improving with comprehensive training to enrich professional knowledge. A happy work environment also helps build team spirit and motivates ambassadors to deliver caring service.

The MOKO customer care team recently received accolades from the Hong Kong Retail Management Association. The customer care centre was highly praised for its professional,

caring service by mystery shoppers and the judges in the 2016 Hong Kong Awards for Industries: Customer Service, winning a Customer Service Award.

At the 2016 Service & Courtesy Awards, four MOKO customer care ambassadors entered the final round. Manny Lo got high scores from mystery shoppers and the judges to win the Individual Award – Supervisory Level in Retail (Services) – Life & Entertainment / Wedding category. The mall's Point-to-point Same-day Delivery Service won silver for Best Service Outlets.

Gold Renovations / Expansions ICSC Asia Pacific Shopping Center Award for the new MOKO
MOKO新世纪广场的大型优化工程，在ICSC“亚太地区购物中心大奖”中获“翻新／扩展”组金奖





Hong Kong Awards for Industries: Customer Service Award for MOKO customer care centre

MOKO新世纪广场顾客服务中心获“香港工商业奖 — 顾客服务奖”



MOKO management, supervisor and customer care ambassadors collecting Service & Courtesy Awards

MOKO新世纪广场在“杰出服务奖”中获取佳绩，管理层、主管及亲客大使团队合照留念



集团定期为现有商场进行优化工程，引入多元化的商户组合，提升客户服务，务求每位顾客都有宾至如归的感觉。坐落于港铁旺角站旁的MOKO新世纪广场，于2015年下半年完成大型优化工程后，不但在商场布局上增添吸引力，在顾客服务方面亦不断提升，获业界颁发的多个奖项，表现备受肯定。

优化工程获颁金奖

MOKO新世纪广场完成大型优化工程后，外墙及场内多处重新设计。目前，商场外墙采用玻璃幕墙，大大提高采光度，顾客购物休闲倍感舒适惬意。商场中庭以流线形设计，提升格调之余，亦突出各商户的店面，增加商户的曝光，提升商场各区人流。商场内空间及店铺经过重新规划，购物休闲更加便捷舒适；快速扶手电梯重整后，成功带动整个商场人流，为商户创造更多商机。

这个大型优化工程为MOKO新世纪广场注入全新面貌，增添时尚感，巩固其作为旺角时尚购物点的地位。优化项目更在国际购物中心协会（ICSC）举办的“2016亚太地区购物中心大奖”中，夺得“翻新／扩展”组别最高殊荣金奖。

顾客服务屡获肯定

MOKO新世纪广场的顾客服务团队接受多元化培训，增强专业知识，不断提升服务水平；加上团队在愉快的工作环境下，充分发挥合作精神，为顾客带来体贴贴心的服务。

MOKO新世纪广场的亲客大使团队获香港零售管理协会颁发多个奖项，表现优异。顾客服务中心在“2016香港工商业奖 — 顾客服务”中，凭借专业细心的服务，获神秘访客及委员会高度评价，获得“顾客服务奖”。

此外，在“2016杰出服务奖”中，商场共有四名亲客大使晋级总决赛，而卢栩敏更获神秘访客及评审给予高分，在“零售（服务）：生活闲娱／婚礼”组别中脱颖而出，获得主管奖。至于商场的“点对点即日送货服务”则在今年新增设的“杰出服务店铺”组别中获银奖。

Successful close to fifth SHKP Vertical Run for Charity – Race to Hong Kong ICC

第五届“新地公益垂直跑—勇闯香港ICC”圆满结束

A record field turned out for the Group's most recent SHKP Vertical Run for Charity – Race to Hong Kong ICC, showing the rising popularity of vertical running and wide enthusiasm for the idea of sport for charity.

More than 1,700 runners from 34 countries and regions in the fifth Race to Hong Kong ICC set a new high, with about 90% from Hong Kong. Runners ranged in age from 10 to 69 and men outnumbered women seven to three. Some participants had visual or hearing impairments or amputation. The race was also the grand finale of 2016 Vertical World Circuit.

Race to Hong Kong ICC had four categories, namely Elite, Individual, Team Relay and Fun Climb to suit runners of different abilities. The elite race attracted 24 world-class runners competing for the international championship, with the top men and women taking on the 2,120 steps to the Sky100 Hong

Kong Observation Deck to finish in just over 10 minutes.

Competition in the other categories was also keen. More than 900 runners took part in the individual race for the men's and women's titles. The two winners will get sponsorship for the 2017 Vertical World Circuit to gain international experience and promote sport for charity. Secondary and tertiary student relays were added to the corporate and open relays this year, drawing almost 200 students for the first time. Fun Climb B welcomed youngsters paired with adults to join the action.



Team Relay has secondary and tertiary student teams to promote sports among young people
队际接力赛设有中学组及大专组，鼓励学生多做运动

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Former HKSAR Chief Secretary for Administration Carrie Lam (fourth right), Event Organizing Committee Co-chairman Edward Cheung (second left), The Hong Kong Council of Social Service Chairperson Bernard Chan (second right), The Community Chest Campaign Committee Chairman Simon Kwok (third left) with the Group's Deputy Managing Directors Mike Wong (fourth left) and Victor Lui (third right) and Executive Directors Adam Kwok (first right) and Christopher Kwok (first left) at the race opening
时任香港特别行政区政务司司长林郑月娥（右四）、活动筹委会联席主席张永锐（左二）、香港社会服务联会主席陈智思（右二）、香港公益金筹募委员会主席郭少明（左三），以及集团副董事总经理黄植荣（左四）及雷霆（右三）以及执行董事郭基辉（右一）及郭基泓（左一）为活动揭开序幕



World-class runners conclude the 2016 Vertical World Circuit at ICC
世界级精英运动员于ICC完成2016垂直马拉松世界巡回赛赛事



2016 Vertical World Circuit champions Piotr Lobodzinski (second left) from Poland and Suzy Walsham (second right) from Australia
2016垂直马拉松世界巡回赛男子组冠军为波兰跑手Piotr Lobodzinski (左二), 女子组冠军为澳洲跑手Suzy Walsham (右二)

由集团主办的“新地公益垂直跑—勇闯香港ICC”早前圆满结束，活动参与人数再创新高，反映垂直跑运动日趋普及，“运动行善”的精神亦受到热烈支持。

“勇闯香港ICC”踏入五周年，逾1,700人参与，人数乃历年之冠。参加者来自全球34个国家及地区，香港居民约占九成，男女选手比例约七比三，年龄由10至69岁，参加者更包括视障、听障及截

肢者等。活动同时继续成为2016垂直马拉松世界巡回赛的终极赛站。

“勇闯香港ICC”设有四个组别：精英赛、个人赛、队际接力赛及满FUN体验，吸引不同程度的垂直跑爱好者参与。精英赛方面，共有24名世界级运动员来竞逐国际冠军殊荣。经过短短十多分钟激战，精英赛男女子组冠、亚、季军已跑上2,120级台阶，到达位于天际100香港观景台的终点。

其他组别同样竞争激烈。个人赛有逾900人争夺男、女子组全场总冠军，两名冠军得主将获主办方赞助参与2017垂直马拉松世界巡回赛，不但可前往海外参赛，拓展视野，更可藉此宣扬运动行善的精神。今年队际接力赛除了保留企业组及公开组外，更特设中学组及大专组，吸引近200名学生组队参与。另外，今年的满FUN体验B组亦让小选手与成年亲友组队，共享垂直跑乐趣。



Young runners pair with adults for vertical run
小选手与成年亲友组队参赛，一尝垂直跑滋味



Participants and relatives enjoy sports day
参赛者及其亲友共同享受运动乐趣



2016/17 Young Writers' Debut Competition judges meet finalists and offer writing tips
“年轻作家创作比赛2016/17”入围者与评审会面·请教创作心得

SHKP Reading Club promotes happy reading

新阅会致力推动“悦”读

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The SHKP Reading Club will continue its comprehensive drive to promote happy reading this year. Finalists in the 2016/17 Young Writers' Debut Competition (YWDC) were announced and attended a gathering to meet the judges and get their advice. The Read & Share programme for the new academic year is under way with a series of activities to inspire students.

22 entries on final sprint to win YWDC

The 2016/17 YWDC was well received and attracted over 1,100 young people submitting their entries on its theme of 'future'. The eight celebrity judges have selected 22 finalists, including some in teams of two for the first time. The finalists' entries are in different formats including true stories, picture-travelogue, fables and science fiction. Diverse plots range from a trip through old Hong Kong bookstores to a journey in the wake of an accident that lead to amputation and on to the cycle of life as seen by a locker. The finalists are now finishing their works with individual coaching from judges, who will select around eight winners for publication to debut at the Hong Kong Book Fair in July.

Biennial YWDC co-organized by the Reading Club and Joint Publishing (Hong Kong) has helped 41 young people get their first books published since 2006. Many of them have been involved in creative work since then.

Read & Share for the new school year

The Read & Share school programme with the Reading Club and Hong Kong Aided Primary School Heads Association for the new academic year is under way. Various activities on a 'children's poetry' theme are planned to spread the joy of reading, such as poetry workshops and storytelling and experience sharing by authors and book lovers.



新阅会在新一年将继续举办多元化活动，推广愉快阅读。此前公布了“年轻作家创作比赛2016/17”入围者名单，入围者更与评审会面，请教创作心得。另外，新学年的“阅读·分享”计划已经开始，一连串的活动将为学生带来具启发性的阅读体验。

22份“年轻作家”作品进入决赛

“年轻作家创作比赛2016/17”反应热烈，本届比赛主题为“未来”，吸引逾1,100人参赛。经过八位星级评审精挑细选后，共有22份作品成功晋身决赛，其中包括本届首设的二人创作组合。入围作品类型多样化，有真人真事纪录、绘本游记、寓言故事及科幻小说等；而且题材广泛，包括遍访香港旧书店、意外后截肢的心路历程及以储物柜讲述一个生命轮回的故事等。入围者正在接受评审一对一形式的指导，完成余下的作品内容。评审团将从中甄选约八份最优秀作品，出版成书，于七月在香港书展登场。

两年一届的“年轻作家创作比赛”由新阅会与香港三联书店联合主办，自2006年举办至今，已协助41位年轻人实现出书梦，不少得奖者更因此投身创意产业相关行业。

新一年“阅读·分享”计划

新阅会与香港资助小学校长会合办的“阅读·分享”学校推广计划，新一年活动已经全面展开。今年主题为“童诗同see大世界”，以不同形式的到校活动，让学生领略阅读的乐趣，包括工作坊鼓励学生创作儿童诗歌，作家及爱书人讲座分享他们的故事及见闻等。



AFS Intercultural Exchange participants describing their cultures to students in the Read & Share school programme

AFS国际文化交流计划的海外交流生在“阅读·分享”学校推广计划活动中，向学生介绍自己国家的文化



First Young Writers' Debut Competition winner Matthew Cheng telling students of his path to becoming an author
第一届“年轻作家创作比赛”优胜者之一郑政恒与小学生分享写作经历



Read & Share school programme seminars and creative workshops encourage primary students to read more
“阅读·分享”学校推广计划定期到访各区小学，举办作家分享及创意工作坊等活动，鼓励学生多阅读



Group Chairman & Managing Director Raymond Kwok (front, centre), Deputy Managing Director Mike Wong (front, second left), Executive Directors Adam Kwok (front, third left) and Christopher Kwok (front, fourth right) at the SHKP Vertical Run for Charity – Race to Hong Kong ICC and Sun Hung Kai Properties Hong Kong Cyclothon cheque presentation
集团主席兼董事总经理郭炳联（前排·中）、副董事总经理黄植荣（前排·左二）、执行董事郭基煇（前排·左三）及郭基泓（前排·右四）将“新地公益垂直跑—勇闯香港ICC”及“新鸿基地产香港单车节”的善款交予受惠机构代表

Caring for young and old 关爱社群 扶老携幼

Putting the Building Homes with Heart believe into practice, the Group spreads love and care to people in need. It recently presented cheques to beneficiaries of the sport for charity events SHKP Vertical Run for Charity – Race to Hong Kong ICC and Sun Hung Kai Properties Hong Kong Cyclothon. Group volunteers also spread warmth in the community by visiting a number of senior citizens.

Sport for charity

The idea of sport for a good cause continued with the latest SHKP Vertical Run for Charity – Race to Hong Kong ICC and Sun Hung Kai Properties Hong Kong Cyclothon. Proceeds from the two events plus extra contributions from the Group exceeded HK\$8.6 million. The money went to The Community Chest, the Hong Kong Council of Social Service (HKCSS), the Boys' & Girls' Clubs Association of Hong Kong (BGCA), J Life Foundation and the Hong Kong Federation of Youth Groups (HKFYG).

The beneficiaries will use the money for child and youth services. HKCSS will run the SHKP Rainbow with KIDS for under-18s who have undergone family crises in the past year. BGCA will have a new SHKP Health Angel – Child Health Promotion Project to teach health awareness and healthy living skills to disadvantaged families so they embrace positive attitudes and habits. The J Life Foundation helps less-fortunate families in Sham Shui Po and it will give children a boost with its SHKP Starting Line Project. HKFYG will

run a SHKP Smart Kids Learning Project offering academic assistance to needy children.

Funds will additionally subsidize Suicide Prevention Services, the Hong Kong PHAB Association, Hans Andersen Club, Mother's Choice and designated child and youth services under the Tsung Tsin Mission of Hong Kong Social Service through The Community Chest to show love and care for children and youth in need.

Spreading warmth in winter

The SHKP Volunteer Team works with different charity groups to help the needy. Some 60 volunteers took part in a programme organized by the Neighbourhood Advice-Action Council to visit single elderly and senior couples in Sham Shui Po, bringing hot soup to them as a special treat. Volunteers also went to an elderly care center run by Yan Chai Hospital where they gave out hand-knitted scarves and played games with the elderly to help them train their awareness.



Staff volunteers spend a happy afternoon with the seniors
集团义工队与长者欢度下午

集团秉承“以心建家”的信念服务社群，为上有需要的人士送上关怀。

“新地公益垂直跑—勇闯香港ICC”及“新鸿基地产香港单车节”均结合慈善元素，活动所得善款最近已经转交受惠机构。另外，集团义工队又再探访长者，将温暖传出去。

运动行善

“新地公益垂直跑—勇闯香港ICC”及“新鸿基地产香港单车节”继续贯彻集团的运动行善精神，两大项目连同集团额外捐款，今年合共筹得逾860万港元。善款已拨捐香港公益金、香港社会服务联会、香港小童群益会、启爱共融基金及香港青年协会，惠泽社群。

受惠机构将所得款项用于儿童及青少年服务。社联将展开名为“新地雨后彩虹”计划，服务对象为过去一年曾面对家庭危机的18岁以下青少年及儿童。香港小童群益会将推出全新“新地识‘息’天使健康生活提升”计划，旨在提升基层儿童及家长的健康意识及健康生活技能，协助他们培养积极正面的生活态度及习惯。扎根于深水埗区服务基层家庭的启爱共融基金，则会通过“新地童在起跑线”计划，协助基层儿童及早装备自己。香港青年协会的“新地学习有恒—自学精灵”计划则会为基层学童提供学业支持服务。

此外，善款亦会通过香港公益金用于资助生命热线、香港伤健协会、安徒生会、母亲的抉择及基督教香港崇真社会服务部的指定儿童及青少年服务计划，以便协助更多有需要的儿童及青少年，让关怀和爱心传遍每个角落。

冬日送暖

集团义工队不时与不同志愿团体合作，关怀弱势社群。此前，约60名义工同事参与邻舍辅导会一年一度的“有深人寒冬送暖”活动，上门探访深水埗区独居及双老长者，为他们送上热汤，在冬日带来暖意。另外，义工队亦前往仁济医院旗下安老院舍，探访住院长者，与他们玩游戏，进行认知训练，并且送上亲手编织的爱心颈巾，以表关怀。

SHKP-Kwoks' Foundation scholarships for bright mainland and Hong Kong students 新地郭氏基金资助中港两地优秀学生

The SHKP-Kwoks' Foundation was established to help promising students with limited resources by providing financial assistance to complete university. Delegations from The Chinese University of Hong Kong (CUHK) and Hunan University recently met Foundation representatives.

The Foundation offers scholarships to help talented students with limited means to pursue bachelor's degrees at CUHK, so they can focus on studies and engage in campus life. CUHK Council Chairman Leung Nai-pang, Pro-Vice Chancellor Fok Tai-fai and academic staff briefed Foundation representatives on the latest updates, while scholarship recipients shared their university experience.

Separately, a delegation from Hunan University expressed their heartfelt thanks to the Foundation for supporting bright students from underprivileged families in four years of undergraduate studies. They also presented a video of current and past beneficiaries offering words and songs of gratitude. The SHKP-Kwoks' Foundation Hunan University fund was set up in 2005 and has so far made almost 2,000 grants totalling over RMB10 million.

新地郭氏基金致力培育人才，为优秀的清贫学生提供经济资助，协助他们完成大学本科课程。此前，香港中文大学及湖南大学代表团分别到访基金进行交流。

基金于香港中文大学设有优才奖学金，资助有经济需要的优秀学生升读学士课程，让他们可以专注学业，投入大学生活。早前，中大校董会主席梁乃鹏及副校长霍泰辉率领教职员及多名受助学生到访，与基金代表进行交流，受助学生更在会上分享大学生活。

另外，湖南大学代表团亦探访基金代表，感谢基金历年来资助有家庭经济困难但成绩优异的学生完成四年大学本科课程。受助同学与毕业生携手制作感谢短片，以歌声及感言表达谢意。基金自2005年起设立湖南大学本科生日奖学金，至今受惠学生近2,000人次，资助款项逾人民币1,000万元。



SHKP-Kwoks' Foundation Executive Director Amy Kwok (front, fifth left) and CUHK Council Chairman Leung Nai-pang (front, fourth left) and Pro-Vice Chancellor Fok Tai-fai (front, third right) with guests and scholarship recipients
新地郭氏基金执行董事郭婉仪（前排左五）、中大校董会主席梁乃鹏（前排左四）及副校长霍泰辉（前排右三）与嘉宾及受助学生在交流会上合照



SHKP-Kwoks' Foundation Executive Director Amy Kwok (centre), Director Kwong Chun (first right) and Hunan University Vice Party Secretary Chen Wei (second right)
新地郭氏基金执行董事郭婉仪（中）、新地郭氏基金董事邝准（右一）与湖南大学副书记陈伟（右二）同样关心湖南大学贫困学生

The Group assists young entrepreneurs with free workspace 集团赞助工作空间 支持年轻人发展科创事业



Hong Kong X-Tech Startup Platform X-LAB co-working space at Infotech Centre in Kwun Tong
香港X科技创业平台共创空间X-LAB位于观塘讯科中心

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The Group has had different initiatives to serve the community and assist talented young people over the years, most recently providing about 930 square metres (10,000 square feet) of fitted office space to the Hong Kong X-Tech Startup Platform to support local technological innovations.

The first phase of 325 square metres (3,500 square feet) for the Hong Kong X-Tech Startup Platform X-LAB co-working space at Infotech Centre in Kwun Tong opened late last year. The X-LAB co-working space is a major component of the startup research platform for young entrepreneurs looking for guidance and support from mentors and investors to bring technological innovations to the market. The second phase of co-working space is scheduled to open this year, bringing the total area to about 930 square metres (10,000 square feet).

集团多年来以不同形式回馈社会，扶助年轻人发展。最新例子为免费提供约930平方米（10,000平方呎）连装修场地予香港X科技创业平台作为创业工作空间，以协助推动本地科创事业的发展。



Secretary for Innovation and Technology of the HKSAR Government Nicholas Yang (centre), Hong Kong X-Tech Startup Platform Chairman Neil Shen (left) and Group Executive Director Christopher Kwok (right) at the X-LAB co-working space opening
香港特别行政区政府创新及科技局局长杨伟雄（中）、香港X科技创业平台主席沈南鹏（左）及集团执行董事郭基泓（右）出席共创空间X-LAB的开幕仪式

香港X科技创业平台共创空间X-LAB位于观塘讯科中心，第一期面积约325平方米（3,500平方呎），已于去年底开幕。共创空间X-LAB为创业平台研究院的重要组成部分，让创业团队可在此接

受导师及投资者指导与协助，将科技创新产业化。第二期共创空间预期可于今年投入使用，届时总面积约达930平方米（10,000平方呎）。

The Group earns seventh platinum in *The Asset* Corporate Awards 集团第七度获《财资》杂志颁发“亚洲企业白金奖”



Group Corporate Planning & Strategic Investment (Corporate Planning) General Manager Brian Sum receiving platinum at *The Asset* Corporate Awards
集团公司策划及策略投资部(公司策划)总经理沈康宁代表领取“亚洲企业白金奖”殊荣

The Group received its seventh platinum honour in *The Asset*'s latest Corporate Awards for strong financial performance, corporate social responsibility initiatives and investor communication.

The Asset magazine invites companies to submit information on various aspects of their operations each year for its Corporate Awards. Assessment criteria include financial performance, corporate governance, social responsibility, environmental responsibility and investor relations. *The Asset* then consults institutional investors, financial analysts and industry experts for their views. The Group once again clinched the highest platinum honour for its achievements across the board.

集团凭借稳健财务表现、积极履行企业社会责任及与投资者维持紧密联系，再获国际机构肯定，第七度获《财资》杂志颁发“亚洲企业白金奖”殊荣。

“亚洲企业大奖”每年邀请企业就财务表现、企业管治、企业社会责任、环境保护及投资者关系等各方面提交资料。主办机构随后谘询专业投资者、财经分析员及业内专家的意见。集团在各项评审范畴均获高度评价，因此再度获颁最高级别的白金奖项。

SUNeVision tops out MEGA Plus data centre 新意网数据中心MEGA Plus平顶

SUNeVision recently held a topping-out ceremony for its soon-to-be-completed Tier-4 ready MEGA Plus flagship data centre in Tseung Kwan O. This important business milestone is another step in Hong Kong's transformation into an international smart city.

The project is the first greenfield data centre in town situated on a site designated by the government for high-tier data centre development. It will cover about 43,700 square metres (470,000 square feet) of gross floor area and is designed with low latency and high availability for enhanced overall service stability and flexibility. The project is progressing well with expected opening by mid year. On completion, MEGA Plus will be an important element in the MEGA Campus linking MEGA-i in Chai Wan and MEGA Two in Sha Tin to offer world-class solutions to local and multinational clients.

新意网于将军澳的准Tier 4旗舰数据中心MEGA Plus早前举行平顶典礼，标志着新意网业务发展的一个重要里程碑，同时为带领香港转型成为智慧城市的一个新里程。



Secretary for Innovation and Technology of the HKSAR Government Nicholas Yang (centre), Group Executive Director and SUNeVision Vice Chairman Allen Fung (fourth left) and SUNeVision Chief Executive Officer Peter Yan (first right) with guests at the MEGA Plus topping out
香港特别行政区政府创新及科技局局长杨伟雄(中)、集团执行董事兼新意网副主席冯玉麟(左四)、新意网行政总裁任景信(右一)连同其他嘉宾出席MEGA Plus平顶典礼

项目总建筑面积约43,700平方米(470,000平方呎)，为本港首个绿色数据中心，座落于政府规划用作兴建高端数据中心的指定地段。项目特别将低延迟传输及多样化的电讯网络连接技术融入设计中，全面提升数据服务的稳定性及灵活性。项目工程进展理想，预期可于今年中正式投入服务。届时，MEGA Plus将成为MEGA Campus的重要一环，与柴湾MEGA-i及沙田MEGA Two连接起来，为跨国企业及本地客户带来优质的世界级数据服务方案。

More awards for premium management service

物业管理表现优秀 再获业界认同



Excellence in Facility Management Grand Award for office buildings and silver Theme Award – Energy Management to Grand Central Plaza

新城市中央广场在“卓越设施管理奖”中，荣获卓越大奖（商业楼宇）及能源管理主题奖银奖

The Group's property-management subsidiaries often receive awards for top service. Kai Shing and Hong Yip attained 22 honours in the 2016 Excellence in Facility Management Award given by the Hong Kong Institute of Facility Management, with Grand Central Plaza taking a top Grand Award for office buildings and a silver Theme Award – Energy Management.

Grand Central Plaza works for sustainability with green management and a task force dealing with waste reduction, water and energy saving, carbon-emission control, air-quality enhancement and green purchasing. Environmentally-friendly ideas are incorporated in daily operations. There are also initiatives such as an environmental promotion centre, organic farm, green workshop and green living tours. All won high praise from the judging panel.

集团发展的项目管理完善，屡获奖项。启胜及康业在香港设施管理学会主办的“卓越设施管理奖2016”中共获得22个奖项，新城市中央广场更荣获最高级别的卓越大奖（商业楼宇）以及能源管理主题奖银奖。

新城市中央广场致力推动可持续发展，引入绿色管理及成立绿色改善小组，以减少废物、节约用水及能源、控制碳排放、改善空气质素及采用环保采购措施。团队将环保理念融入物业管理的日常细节中，设立环保教育中心、兴建有机耕种农圃，并且举办环保工作坊及城市绿色生活导赏团等，获评审团高度评价。

其他荣获卓越奖的项目包括商业楼宇组别的讯科中心、上水广场、新都会广场办公大楼、新城市商业大厦、世界贸易中心；商场组别的新都广场、MOKO新世纪广场、新城市广场三期、大埔超级城、V City；以及住宅组别的爱琴海岸、峻弦、帝庭园、形品·星寓、尔峦、礼顿山及天晋II。至于新世纪广场办公大楼、新城市广场一期及新达广场则获优秀奖。

Excellence Award winners included Infotech Centre, Landmark North, Metroplaza Officer Towers, New Town Tower and World Trade Centre in the office building section; Metropolis Plaza, MOKO, New Town Plaza III, Tai Po Mega Mall and V City in the retail section; and Aegean Coast, Aria, King's Park Villa, Lime Stardom, Riva, The Leighton Hill and The Wings II in the residential category. Meanwhile, Grand Century Place, New Town Plaza I and Uptown Plaza received merit awards.

Café 100 by The Ritz-Carlton, Hong Kong opens soon at Sky100

Café 100 by The Ritz-Carlton, Hong Kong将于天际100隆重登场

Sky100 Hong Kong Observation Deck and The Ritz-Carlton, Hong Kong announced a landmark new partnership, Café 100 by The Ritz-Carlton, Hong Kong, which will be launched by the end of the first quarter this year and will be managed by The Ritz-Carlton, Hong Kong. Patrons will be able to savour exclusive, sky-high delicacies created by Executive Chef Peter Find while they take in breathtaking 360-degree views of Hong Kong's world-renowned skyline, or sunset dining with a radiant vista through floor-to-ceiling windows for a special treat on top of the city.

Sky100 is located on the 100th floor of International Commerce Centre, the tallest building in Hong Kong. At 393 metres above sea level, it is the only indoor observation deck in Hong Kong offering a 360-degree view of the territory and Victoria Harbour. It is a must-see attraction in the city, highly recommended by major travel websites.

天际100香港观景台与香港丽思卡尔顿酒店携手合作，于观景台开设由香港丽思卡尔顿酒店营运的Café — Café 100 by The Ritz-Carlton, Hong Kong，预期可于本年第一季末开业。届时，客人可于393米高空一边品尝由酒店行政总厨范秉达特别设计的精致可口美食，一边欣赏摄人的360度景致及举世闻名的香港天际线。在落地玻璃窗外醉人的日落美景衬托下品尝美饌，感受独特的天际体验。

天际100位于全港最高的环球贸易广场100楼，观景台离海拔393米高，是全港唯一能360度鸟瞰全港四方八面不同景观及维港景色的室内观景台，备受各大旅游网站推崇，为本港著名旅游地标。



Sky100 Hong Kong Observation Deck General Manager Stella Wong (left) and The Ritz-Carlton, Hong Kong General Manager Pierre Perusset (right) are excited about the new café project. 天际100香港观景台总经理黄慧仪（左）与香港丽思卡尔顿酒店总经理庞栢贤（右）均表示为进一步合作感到非常兴奋。



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Address: 100/F, International Commerce Centre (ICC), 1 Austin Road West, Kowloon, Hong Kong
(MTR Kowloon Station Exit C, "sky100" Entrance connecting ELEMENTS - Metal Zone 2/F)

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