

SHKP



新鴻基地產
Sun Hung Kai Properties

新地季刊
Quarterly

Vol 84 | Q2 2017

The Group boosts its retail portfolio and adds vitality to neighbourhoods
集團擴大商場網絡 為社區增添動力





The Group boosts its retail portfolio and adds vitality to neighbourhoods 集團擴大商場網絡 為社區增添動力

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以 心 建 家 Building Homes with Heart

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eBook



A Publication of
Sun Hung Kai Properties Limited
新鸿基地产发展有限公司刊物

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

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

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The Group boosts its retail portfolio and adds vitality to neighbourhoods

The Group plans new developments to fit with projects already in the area, enhancing the overall potential and adding vitality to neighbourhoods. YOHO MALL in Yuen Long and the PopWalk series in Tseung Kwan O offer shopping and leisure convenience to the residents living above them and create synergy with other local Group developments to spur neighbourhood growth. The YOHO MALL I Extension and PopWalk 2 and PopWalk 3 will open soon with different positioning and features appealing to consumers and reinforcing the Group's retail portfolio.

YOHO MALL I Extension in Yuen Long opening this summer

YOHO MALL in Yuen Long has seen satisfactory performance with traffic and sales at YOHO MALL I and YOHO MALL II rising since they opened in 2015. The opening of the YOHO MALL I Extension this summer will make it the largest retail hub in the New Territories north and west.

Flagship mall in north and west New Territories

YOHO MALL is the aggregated retail space in the Group's YOHO developments linked by footbridges. Sun Hung Kai Real Estate Agency Limited General Manager (Leasing) Henry Lam said: "YOHO MALL now includes Sun Yuen Long Centre and the retail podiums of YOHO Midtown and Grand YOHO, but the brand cluster will expand in future when the retail podium of West Rail Yuen Long Station development is done and nearby Transport Plaza gets an enhancement of facilities and tenant mix. That will take the gross YOHO MALL floor area to about 102,200 square metres (1.1 million square feet) spanning five retail podiums

linked by footbridges to draw consumers from the north and west New Territories, similar to New Town Plaza in Sha Tin. The two megamalls will form a 'consumer gateway' from the New Territories east to west."

The YOHO MALL I Extension opening this summer will have more than 100 retail stores occupying over some 46,500 square metres (500,000 square feet), bringing the total number to over 300 stores offering fashions, beauty, food and beverages, kids goods, entertainment and lifestyle superstores. The overall traffic is expected to see double-digit growth and sales per square foot should rise 15 to 20%.

Restaurants will take up nearly 25% of the total floor area and fashion brands almost 35%; making them the largest tenant groups. There will be 55 international eateries and specialty restaurants featuring Chinese, western, Japanese, Korean and southeast Asian cuisines, popular desserts, baked goods, family-style dining and more. The strong food and beverages collection

YOHO MALL I Extension opening this summer
YOHO MALL形点I扩展部分将于今年暑假开业





PopWalk 3 opening this September
天晉匯3將於今年九月開幕

will serve the rising population in the New Territories north and west and growing demand for premium dining. YOHO MALL I Extension will also have a kids' zone to serve young families in the area with some 20 stores, kids' facilities and an outdoor park. Other specialty outlets will include a new generation flagship cinema with seven standard screens and the largest IMAX cinema in the New Territories west plus the first YATA supermarket in Yuen Long.

The new YOHO MALL I Extension will have greenery and cascading water creating a blend of people, forest, water and birds in multimedia for a soothing shopping environment.

Full transport bringing customers from near and far

YOHO MALL is above West Rail Yuen Long Station for access to Hong Kong Island, Kowloon and the New Territories, and a basement transport interchange houses residents' bus services, public bus and minibus routes within the district and beyond, plus a cross-border bus service and Shenzhen airport waiting lounge. The mall additionally has about 1,500 parking spaces with a smart parking and car searching system.

PopWalk 2 and PopWalk 3 in Tseung Kwan O coming soon

The PopWalk series will bring together the retail portions of the Group's developments in Tseung Kwan O South in four stages to finally cover over 22,300 square metres (240,000 square feet) of gross floor area. The first phase of PopWalk opened last August while PopWalk 2 and PopWalk 3 are coming soon.

Shopping in the park

The different PopWalk phases will be built along the proposed Central Avenue running through Tseung Kwan O South with each connected to the proposed 69,700-square-metre (750,000-square-foot) park. On completion, visitors can get to the park directly from the mall. The retail podiums will have vast windows to let in light and views so it is like shopping in the park. All-weather walkways from MTR Tseung Kwan O Station to PopWalk and PopWalk 2 will draw nearby residents and visitors to the waterfront promenade, cycle track and pet garden.



The PopWalk Afternoon Market draws visitors from near and far
天晉匯此前舉辦戶外原創市集，吸引大量游人光臨



YOHO MALL will have 55 eateries offering international variety in the biggest food and beverages collection in the north and west New Territories

YOHO MALL形點將云集55間國際餐飲品牌，成為新界西及新界北的最大餐飲圈



PopWalk footbridges to MTR Tseung Kwan O Station
天晋汇设有行人天桥接驳港铁将军澳站

Serving residents in the area

The population of Tseung Kwan O South has increased dramatically in recent years following the completion of several major residential developments, with more high-income young families pushing demand for premium shopping and leisure. The PopWalk series is well-positioned to serve the everyday needs of the neighbourhood. **Sun Hung Kai Real Estate Agency Limited General Manager (Leasing) Fiona Chung** said: "The first PopWalk is 100% let with increasing traffic and sales since opening. The restaurants are like dining place for locals with long queues during mealtimes on holidays. PopWalk 2 and PopWalk 3 will open this September and the last Ocean PopWalk will open in the fourth quarter of next year. There will be 140 stores in all, spanning food and beverages, supermarket, lifestyle goods, education and more offering residents wider premium shopping and leisure choices within the neighbourhood."

PopWalk 2 and PopWalk 3 will be across the street from the first, with a combined floor area of about 8,830 square metres (95,000 square feet) that is fully taken up. PopWalk 2 at The Wings IIIA will have 40 shops, mostly lifestyle brands and restaurants, plus an outdoor area offering superb views. PopWalk 3, which is at the podium of the neighbouring The Wings IIIB, will have 10 shops, mostly education centres. Ocean PopWalk will be on a prime seafront site with extensive views designated for alfresco dining and fine dining with sea view. Pre-leasing of this last phase will begin soon.

The Group's Tseung Kwan O retail portfolio covers the PopWalk series, East Point City, Park Central, PopFood and PopDeli serving both residents and visitors.



Good results since PopWalk opened last summer
天晋汇自去年暑假开业以来，表现理想



Over 11,100 square metres (120,000 square feet) of outdoor green space at YOHO MALL perfect for grand festive events
YOHO MALL形点拥有逾11,100平方米(120,000平方呎)的户外绿化空间，可举办大型节庆活动

集团扩大商场网络 为社区增添动力

集团规划全新项目时，均做出精心安排，务求新项目可与区内其他项目互相配合，提升项目潜力，为社区带来活力。集团在元朗的YOHO MALL形点及将军澳的天晋汇系列商场，为项目上盖住户提供购物休闲便利，同时也与集团在当区的其他项目发挥协同效应，促进区域发展。YOHO MALL形点I扩展部分以及天晋汇2与天晋汇3即将开幕，两者凭借不同定位及特色，为消费者带来多姿多采的购物休闲体验，进一步巩固集团的零售物业组合。

元朗YOHO MALL形点I扩展部分将在本个暑假开通

元朗YOHO MALL形点从2015年首阶段开业以来，表现理想，YOHO MALL形点I及YOHO MALL形点II的人流及商户营业额与日俱增。YOHO MALL形点I扩展部分将在本年暑假开业，令商场成为新界西及新界北最大型的购物总汇。

新界西及新界北旗舰商场

YOHO MALL形点由集团YOHO系列项目的零售部分组成，以大型天桥连接。新鸿基地产代理有限公司租务部总经理林家强表示：“YOHO MALL形点由新元朗中心、YOHO Midtown及Grand YOHO的基座商场组成，这个YOHO品牌都会圈在未来会进一步扩大，并入西铁元朗站上盖项目的商场部分及毗邻交通广场。待元朗站基座商场落成，以及交通广场的配套优化及商户重组完成后，YOHO MALL形点的总楼面面积将进一步扩展至约102,200平方米（110万平方呎），分布在五个以行人天桥接驳的基座商场，凝聚新界西及新界北的消费力，与沙田新城市广场相辅相成，成为新界西及新界东的‘消费门廊’。”

YOHO MALL形点I扩展部分的楼面面积约46,500平方米（500,000平方呎），商铺数目超过100间，即将在暑假期间开业。届时，整个YOHO MALL形点的商户数目将增至超过300间，复盖时尚服饰、美容、餐饮、亲子、娱乐及生活百货六大主题。预期整体人流可录得双位数字升幅，每呎营业额可望上升15至20%。



Over 300 retailers will make YOHO MALL a retail flagship in the north and west New Territories

YOHO MALL形点将有超过300间商户，为新界西及新界北的旗舰购物商场

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Shoppers flock to YOHO MALL, particularly locals
YOHO MALL形点人流畅旺，深受本地市民欢迎





PopWalk 2 nearing completion
天晉匯2的工程已进入最后阶段

商户组合方面，餐饮餐厅及潮流服饰为场内面积最大的租客群，分别占商场楼面面积近25%及近35%。以餐饮餐厅为例，商场特别引入多间特色食店，云集55间国际餐饮品牌，包罗中、西、日、韩、东南亚等地名菜、人气甜品店、烘焙店及亲子餐厅等，为新界西及新界北带来最强餐饮组合，满足区内人口增长对优质餐饮的需求。另外，考虑到区内年轻家庭的需要，YOHO MALL形点I扩展部分设有儿童用品专区，除了有20多间亲子主题户外，也有儿童专属设施及亲子主题户外休闲公园。其他特色商户包括设有七个标准影院及一个全新界西最大IMAX影院的新世代旗舰影院，以及首次在元朗开业的一田超市。

即将开通的YOHO MALL形点I扩展部分，里里外外种满绿色植物及设有流水建筑，糅合人、林、水、鸟四大自然元素，以多媒体形式展现大自然山水形态，营造悠然自得的购物环境。

交通配套优越 广纳区内外客群

YOHO MALL形点位于西铁元朗站上盖，连接港九新界铁路网络。项目基座设有交通枢纽，有住户专线来回区内，巴士线及小巴专线直达区内外，以及跨境巴士路线及深圳机场预办登机服务的贵宾候车室。此外，商场提供约1,500个车位，配备智能化导航泊车及车辆搜寻系统，方便驾车人士前来。



Fashion brands will be the largest tenant group in YOHO MALL with some duplex flagship stores
潮流服饰品牌为YOHO MALL形点的最大租客群，部分更为复式旗舰店



PopWalk restaurants appeal to residents nearby
天晉匯的餐饮餐厅备受区内居民欢迎



将军澳天晋汇2及天晋汇3即将投入服务

天晋汇系列位于将军澳南，由集团在区内多个项目的零售部分组成，总楼面面积逾22,300平方米（240,000平方呎），分四期发展。第一期天晋汇已在去年八月投入服务，天晋汇2及天晋汇3也即将营业。

庭园式休闲购物体验

天晋汇各期均沿着将军澳南拟建的中央大道而建，将贯通场外占地约69,700平方米（750,000平方呎）的拟建绿化公园。待公园落成后，游人可在商场与公园之间随意游走。商场更大量采用玻璃外墙，引入自然光线，让购物人士感受到户外大自然气息，打破内外空间界限，体验庭园式休闲购物。天晋汇及天晋汇2更设有全天候行人天桥接驳港铁将军澳站，不但方便区内居民出入，更可吸纳前往海滨长廊、单车径和宠物公园的外区游人到访。

照顾区内居民需要

随着近年将军澳南多个大型住宅项目相继落成，区内人口大幅增长，加上区内以高收入年轻家庭为主，带动对优质购物及休闲的需求。天晋汇系列主力为区内居民服务，照顾日常生活需要。新鸿基地产代理有限公司租务部总经理钟秀莲表示：“第一期天晋汇出租率达100%，自开业以来人流及商户营业额持续增加；场内餐厅更被居民视做‘饭堂’，在假日用餐时段往往大排长龙。天晋汇2及天晋汇3将于今年九月开业，至明年第四季最后一期海天晋汇落成后，商户数目将增至140个，涵盖餐饮、超级市场、生活时尚用品及教育等范畴。居民即使‘足不出区’，也可享受到多元化的优质购物及休闲选择。”

Existing malls get a boost

The Group regularly boosts the appeal of its existing malls at the same time as it develops new ones. Metroplaza next to MTR Kwai Fong Station is undergoing massive renovations that are scheduled for completion in the first quarter of 2018, setting the stage for a repositioning with new specialty tenants to please customers. The exterior will get a bright new look and the layout will be modified to ease the movement of traffic with added shop frontage in conspicuous areas to generate more business. APM in Kwun Tong is also being enhanced with an outdoor greening project which features art and culture and recycling to give shoppers more space to move or relax. Work is progressing well on course for completion by the middle of next year.

优化现有商场

除发展新商场外，集团也定期提升物业资产品质来增加现有商场的吸引力。邻近港铁葵芳站的新都会广场现正进行大型翻新工程，预计在2018年一季度完成。商场将重新定位，引入特色商户，提升顾客体验。外墙设计将注入更具活力的原素，商场内间隔将重新设计，方便顾客穿梭于每个角落之余，更可让更多铺面向人流，带动商机。另外，观塘APM也正进行优化工程，将户外公共空间进行绿化，引入文化艺术及环保设计概念，为顾客提供更多活动及休憩空间，工程进展理想，预计在明年中完成。

与天晋汇一路之隔的天晋汇2及天晋汇3，总楼面面积合共约8,830平方米（95,000平方呎），商铺现已全部租出。天晋汇2位于天晋III A，设有40间商铺，以生活时尚用品店及餐厅为主；商场特别预留露天区，让游人可以欣赏附近的优美景致。天晋汇3位于相邻的天晋III B基座，共有10间商铺，主要为补习社及儿童教育中心。最后一期海天晋汇位处临海地段，坐拥壮阔海景，现正准备洽租工作，计划用做露天餐厅及高级海景餐厅。

集团在将军澳的商场组合包括天晋汇、东港城、将军澳中心、PopFood及PopDeli，为区内居民及游人服务。

Brisk sales at Cullinan West atop MTR Nam Cheong Station 港铁南昌站汇玺销情炽热

The Group is developing the major Cullinan West Development above MTR Nam Cheong Station. Phase 2A of the development saw brisk sales since going on the market in mid-March, with over 90% of the total residential units in the Phase selling by 31 May for contracted sales of over HK\$13,000 million.

Facing the sea with two private clubhouses

Cullinan West will comprise two residential towers and five low rise blocks, offering a total of 1,050 residential units. Saleable areas of units^o will range from 267 to 1,977 square feet in diverse layouts from studios to four-bedroom units, suitable for residents with different housing needs. The project will spread out facing the sea^f with part of the facades clad with curtain wall so most units have open views^g.

Cullinan West will have two private clubhouses^a created especially for residents. The total area

of the residents' clubhouse, communal gardens and play area will be over 180,000 square feet. The clubhouse will offer a wide range of recreational and leisure facilities including an outdoor swimming pool, children's swimming pool, jacuzzi, BBQ area, restaurant, multi-purpose function room, audio and visual entertainment area, gym, boxing ring, multi-purpose ball court, children's area and more.

Convenience of double railway lines in the heart of the city

The prime location above MTR Nam Cheong Station means that Cullinan West will offer the convenience of extensive transport

connections. MTR Nam Cheong Station is the only MTR interchange station connecting West Rail Line and Tung Chung Line, extending in all directions to Hong Kong Island, Kowloon, North West New Territories as well as Hong Kong International Airport. It only takes about nine minutes* to MTR Hong Kong Station or about six minutes* to MTR Kowloon Station by MTR from MTR Nam Cheong Station.

There will be a large-scale shopping mall at the Development's podium with about 300,000 square feet of retail area housing a diversity of tenants for the convenience of Cullinan West residents.

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This photograph was taken at a modified show flat of Unit A, 38/F, Tower 1 (1A), Cullinan West on 8 February 2017 and processed with computer imaging techniques for colour tuning. The layout and design, fittings, finishes, appliances, facilities, furniture, apparatus, lights, art pieces, decorative items and other objects in the modified show flat are not standard provisions to be handed over to buyers in the actual flat and will not be provided and different from the standard provisions to be handed over to buyers and actual conditions in the actual flat. This photograph is for reference only and shall not constitute any offer, representation, undertaking or warranty whatsoever, whether expressed or implied, on the part of the vendor in respect of the Phase. Please refer to the sales brochure for details of the fittings, finishes and appliances to be handed over to buyers.

相片于2017年2月8日于汇玺第1座(1A)38楼A单位之经改动示范单位实景拍摄,并经电脑图像技术作颜色修饰处理。本经改动示范单位的布局及设计、装置、装饰物料、设备、设施、家具、器材、灯饰、艺术品、装饰品及其他物件并非实际住宅单位的交楼标准,不会在实际住宅单位内提供及与交楼标准及实际状况不同。相片仅供参考,且不构成任何卖方就期数不论明示或隐含之要约、陈述、承诺或保证。有关交楼标准之装置、装饰物料及设备之详情,请参阅售楼说明书。



集团现正在港铁南昌站上盖，发展全新大型住宅汇玺发展项目。发展项目第2A期自三月中开售以来，深受市场欢迎。截至5月31日，已售出该期数的全部住宅单位逾九成，合约销售总额超过130亿港元。

迎海而建 双会所设计

汇玺由两座高座住宅大楼及五座低密度住宅大楼组成，共提供1,050个住宅单位。单位实用面积^o由267至1,977平方呎，间隔多元化，由开放式至四房设计均有，满足不同住客的需求。整个发展项目迎海[#]而建，加上部分外墙选用玻璃幕墙，配合横排式设计，令大部分单位都可享有开扬景观[#]。

汇玺设有双私人住客会所[^]，住客会所连同公用花园及游乐地方总面积逾180,000平方呎。会所有多元化康乐设施，包括室外泳池、儿童泳池、按摩池、烧烤场、餐厅、多用途宴会厅、影音娱乐区、健身室、拳击擂台、多用途球场及儿童区等。

都会核心 享双铁路优势

汇玺坐落港铁南昌站上盖，位置优越，尽享交通优势。港铁南昌站为唯一贯穿西铁线及东涌线的港铁交汇站，无论是港九市中心、新界西北、以至香港国际机场均四通八达。住客由港铁南昌站乘搭港铁，约九分钟^{*}可直达港铁香港站，约六分钟^{*}即可到达港铁九龙站，交通便捷。

项目基座将设有大型商场，商场楼面约达300,000平方呎，汇聚各类商户，为汇玺住客带来生活便利。

^o Saleable area means the floor area of the residential property, which includes the floor area of balcony, utility platform and verandah (if any), calculated in accordance with Section 8(1) of the Residential Properties (First-hand Sales) Ordinance. Saleable area does not include the area of each item listed in Part 1 of Schedule 2 of the Residential Properties (First-hand Sales) Ordinance.

[#] The view is affected by the unit's floor level, orientation, surrounding buildings and environment, and is not applicable to all units. The buildings, facilities and environment around 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.

[^] The information provided in this advertisement do not represent the final appearance of the clubhouse and facilities of the Phase of the Development and are for reference only, and do not constitute and shall not be considered to constitute any offer, undertaking, representation or warranty whatsoever, whether express or implied, on the part of the Vendor regarding the Clubhouse and the landscaped garden or any part thereof with respect to the actual design, orientation, layout, construction, location, fittings, finishes, appliances, furniture, decoration, plants, gardening and other items of the Clubhouse and landscaped garden or the surrounding places, facilities, buildings or construction. The Vendor reserves its absolute right to amend or change any part of the Clubhouse, landscaped garden and all of their facilities, without the need to give prior notice to any purchaser. The purchaser must not rely on this advertisement for any use or purpose. For detail information of the Phase of the Development, please refer to the sales brochure. The facilities and completion date of the Clubhouse, landscaped garden and/or recreational facilities are subject to the final approval of Buildings Department, Lands Department and/or other relevant Government departments. The Clubhouse, landscaped garden and recreational facilities may not be available for immediate use at the time of handover of the residential properties in the Phase of the Development. The use or operation of some of the facilities and/or services may be subject to rules and regulations of Clubhouse and facilities and the consent or permit issued by the relevant Government departments, or additional payment.

^{*} Estimated journey time from MTR Nam Cheong 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 condition.

^o 实用面积包括住宅物业的楼面面积及露台、工作平台及阳台（如有）的楼面面积，是按照《一手住宅物业销售条例》第8(1)条计算得出。实用面积不包括《一手住宅物业销售条例》附表2第1部所指明的每一项的面积。

[#] 所述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，且周边环境及环境会不时改变。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。

[^] 此广告内的资料并非代表发展项目期数的会所及康乐设施最终落成之面貌，仅供参考，并不构成或不应被视为任何有关会所及园景花园之实际设计、布局、间隔、建筑、位置、装置、装修物料、设备、家俱、装饰物、植物、园艺及其他物件或其邻近地方、设施、楼宇或建筑物不论明示或隐含之要约、承诺、陈述或保证。卖方保留其修改及改变会所及园景花园任何部份及有关设施之绝对权利，事先毋须通知任何买家。买家切勿依赖此广告作任何用途或目的。有关发展项目期数的详细资料，请参阅售楼说明书。会所、园景花园及/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、园景花园及/或康乐设施于发展项目住宅物业入住时未必能即时启用。部份设施及/或服务的使用或操作可能受制于会所守则及设施的使用守则及政府有关部门发出之同意书或许可证，或需额外付款。

^{*} 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。

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 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. 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: 16 June 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：西南九龙

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、王潘律师行

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，以了解发展项目或期数的资料。

本广告由如此聘用的人在拥有人的同意下发布。

印刷日期：2017年6月16日

Eight Regency in Tuen Mun sees strong sales 屯门珀御销情持续热烈



The above image was taken from above the Development on 26 March 2016 and processed with computerized imaging techniques. The general appearance of the Development upon completion has been processed with computerized imaging techniques by the use of synthesized computer rendering techniques, in order to illustrate the general appearance of the environment, structures and facilities surrounding the Development. The image does not illustrate the final appearance or view of or from the Development and is for reference only. The Development was still under construction when the image was taken. The Vendor also advises prospective purchasers to conduct on-site visit(s) for a better understanding of the development site, its surrounding environment and the public facilities nearby.

以上相片于2016年3月26日于发展项目附近上空拍摄，并经电脑修饰处理，发展项目落成后之大概外观以电脑模拟效果合成加入并经电脑修饰处理，以展示发展项目大约之周围环境、建筑物及设施，并非作展示发展项目或其任何部分最后完成之外观或其景观，仅供参考。拍摄时，发展项目仍在兴建中。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公共设施有较佳了解。

The Group is developing a hotel-style residence² in Tuen Mun Kin Sang¹ after building in the area some 20 years ago. Eight Regency went on the market in mid April and several batches were released with all residential units released sold out by 31 May, recording a contracted sales of over HK\$1,270 million.

First hotel-style residence in the area

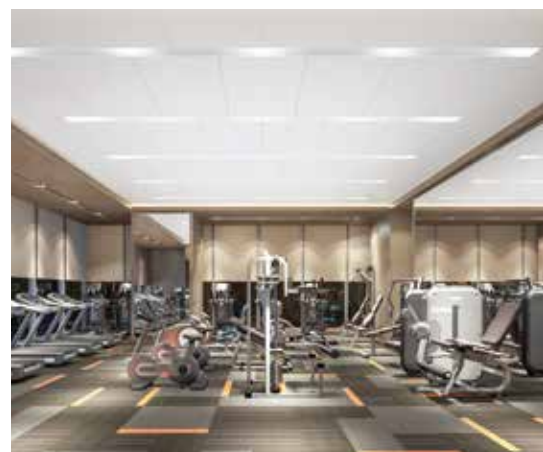
Eight Regency will offer a chic lifestyle with the materials used, layouts, clubhouse facilities and management as found in hotels. There will be 321 residential units from studios to two-bedroom and special units with saleable areas of typical units from 296 to 497 square feet³. Most units will have one bedroom. Practical designs and 3.325m floor-to-floor height among typical units³ will offer a spacious feel and flexibility in furnishings, with units perched on an extra-high podium for better views.

An energetic, stylish clubhouse⁴ planned by an internationally renowned interior designer will have a wide range of facilities including a large 24-hour gym⁵, coffee lounge⁵, banquet room⁵, Internet corner⁵, game place⁵, party venue⁵ and reading corner⁵. Hotel-style living will be accentuated by a concierge and butlers for exceptional service by the property management company.

Well connected with comprehensive facilities

Eight Regency is within walking distance of the Light Rail Kin Sang Stop, which connects to the West Rail Line in about seven minutes⁶ offering access to Hong Kong Island, Kowloon and the New Territories. There are additionally a bus terminus and residents' service bus stops⁷ nearby with routes to the cores of Hong Kong Island and Kowloon and Hong Kong International Airport, along with minibuses to Lok Ma Chau or Sheung Shui for easy access to the mainland⁸.

The project will have a retail podium, plus convenient restaurants and retail shops in the well-established neighbourhood. There are also recreational facilities nearby like a swimming pool, sports centre, sports ground and playground.



Residents can enjoy their leisure time and work out at the clubhouse's 24-hour FITNESS hub⁵ (computer simulated photo)
住户可于会所内24小时开放的大型健身室“FITNESS hub”⁵ 轻松享受运动乐趣(电脑仿真图)

集团经过20多年后，再次在屯门建生区¹发展住宅项目，并为区内引入首个时尚酒店式住宅项目²珀御。项目自四月中开售以来反响理想，多次加推应市。截至5月31日，所有已推售住宅单元已经全部售罄，合约销售总额逾12.7亿港元。

区内首个时尚酒店式住宅项目

珀御以时尚酒店式设计，无论在间隔用料、会所设施乃至物业管理服务，均提供时尚生活体验。项目共提供321个住宅单元，标准单元实用面积从296至497平方呎³，设计多元化，以一房单元为主，另设开放式、两房及特色房型可供选择。单元设计以工整实用为原则，标准单元层高为3.325米³，大大提升室内空间感，家具摆放加倍灵活。项目采用特高基座设计，令单元景观更见开扬。

住户会所⁴由国际著名室内设计师主理，展现活力时尚风格。会所设施齐备，设有24小时大型健身室⁵、咖啡阁⁵、宴会厅⁵、上网区⁵、游戏室⁵、派对室⁵及阅读区⁵等。配合酒店式设计，珀御的物业管理公司更为住户提供礼宾及管家服务，贴心照顾生活所需。

交通便捷 配套完善

珀御地理位置优越，住户迅步可达轻铁建生站；在建生站搭乘轻铁，约七分钟⁶即可接连西铁线，轻松往返港九新界各区。项目同时毗邻巴士总站及居民巴士站⁷，多条线路连贯港九核心及香港国际机场。周边也设有多条专线小巴线直达落马洲及上水等地，方便往来中港两地⁸。

项目基座设有商铺，加上社区发展成熟，各式餐厅及民生商店近在咫尺。区内有游泳池、体育馆、运动场及游乐场等康乐设施，生活便利。

¹ Tuen Mun District Kin Sang, according to the 2015 District Council Election Constituency Boundaries (L25).

² "Hotel-style", "butler" or "concierge" service(s) as used and referred in the above paragraph(s) is the reasonable subjective understanding of the manager's perception towards hotel-style services and provision of such service(s) are subject to terms and restrictions under the deed of mutual covenant, relevant factors regarding the deed of mutual covenant or any other relevant legal documentation. The manager may from time to time amend, revise, insert/delete such terms and conditions without further notice, resulting into reduced or non-supply of part or all such hotel style service(s). The Vendor does not provide any undertaking or warranty regarding any service(s) provided by the manager.

³ Apply to typical floor. Typical floors at Eight Regency refer to 6/F, 15/F, 15/F, 23/F and 25/F to 30/F. Please refer to the sales brochure for details. The floor-to-floor height of a residential property refers to the distance between the surface of the floor of the residential property and the surface of the floor of the residential property immediately above, excluding the thickness of the floor material.

⁴ Eight Regency clubhouse is an exclusive clubhouse for residents of the Development. The clubhouse / recreational facility(ies) may not be available for use at the time when possession of the relevant residential property is delivered to a purchaser. Part of the facilities and/or service(s) is/are subject to the approval or permission of the governmental authority. Marketing names appearing in this advertisement may not appear in the preliminary sale and purchase agreement, sale and purchase agreement, assignment or any other title deed(s). The name(s) of the facility(ies) is/are to be confirmed and all name(s) appearing in this advertisement may not correspond with such name of the relevant facility at the time when the clubhouse is open for use.

⁵ Services are provided by the manager of the Development or any other contractual third-party companies. The manager or the contracted third-parties may voluntarily amend, revise, insert/delete such terms and conditions regarding the service without further notice subject to the terms and restrictions under the deed of mutual covenant, service agreement or any other relevant legal documentation.

⁶ 7 minutes is the approximate travelling time from Light Rail Kin Sang Stop to Light Rail Siu Hong Stop. Source: MTR Light Rail Planner: http://www.mtr.com.hk/en/customer/r_r/index.php. The journey time is for reference only. The actual travelling time is subject to the actual traffic conditions.

⁷ Source: KMB: <http://www.kmb.hk/en/> and Transport Department - List of Approved Residents' Service: http://www.td.gov.hk/en/transport_in_hong_kong/public_transport/buses/non_franchised/list_of_approved_residents_services/index.html

⁸ Source: Transport Department - Hong Kong eTransport: <http://hketransport.gov.hk/?routetype=2003&f=2&l=0> The transportation information referred in this advertisement material is provided by third-party companies. The Vendor does not provide any undertaking or warranty regarding the provision (or not), details or route of the transportation service(s).

¹ 根据2015年区议会一般选举选区分界划分的屯门建生区 (L25)。

² 本文内泛指“酒店式”、“礼宾”或“管家”服务为管理人按其对应酒店式服务之合理主观概念而营造或提供之服务，并须受公契、公契相关因素，或任何其他相关法律文件所订立的条款规限。管理人可就有关服务之服务条款及细则作出修订、更改或增减，而不作另行通知，从而有机会令发展项目不时缺减部分或全部酒店式服务。卖方对管理人所提供之任何服务并不作出任何承诺或保证。

³ 适用于标准楼层，珀御之标准楼层为6楼至12楼、15楼至23楼及25楼至30楼，详情请参阅售楼说明书。住宅物业的层高是指楼面与上一层楼板之间高度距离，不包括地板装修物料厚度。

⁴ 珀御会所为发展项目的住客专属会所，会所/康乐设施于发展项目住宅物业入伙时必须即时启用。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同、正式买卖合同、转让契或任何其他业权契据中显示。页内所述之设施名称待待，所有名称未必与会所日后启用时的设施名称相同。

⁵ 服务将由发展项目的管理人或任何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就有关服务之服务条款及细则作出修订、更改或增减，而不作另行通知，惟须受公契、服务合约或任何其他相关法律文件所订立的条款规限。

⁶ 7分钟为建生轻铁站至兆康轻铁站所需大约时间。资料来源：港铁公司轻铁行程指南：http://www.mtr.com.hk/ch/customer/r_r/index.php。行车时间只供参考，实际所需时间可能因交通状况而有所不同。

⁷ 资料来源：九巴：<http://www.kmb.hk/tc/> 及运输处：http://www.td.gov.hk/tc/transport_in_hong_kong/public_transport/buses/non_franchised/list_of_approved_residents_services/index.html

⁸ 资料来源：运输署—香港乘车易：<http://hketransport.gov.hk/?routetype=2003&f=2&l=0> 本宣传资料内提及之交通运输服务由第三者公司提供，卖方对服务提供与否、详情或路线均不作任何承诺或保证。

District: Tuen Mun

Name of street and street number of the Development: 8 Leung Tak Street*

Website address designated by the vendor for the Development:

www.eightregency.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: Top State Development Limited

Holding companies of the Vendor: Verda Limited, Time Effort Limited, Sun Hung Kai Properties Limited

Authorized Person: Lee Kar-yan, Douglas

The firm or corporation of which the Authorized Person is a proprietor, director or employee in his or her professional capacity: Andrew Lee King Fun & Associates Architects Limited

Building Contractor: Yee Fai Construction Company Limited

The firm of Solicitors acting for the owner in relation to the sale of residential properties in the Development: Mayer Brown JSM, Wong & Poon

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 October 2018 ("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 of Printing: 16 June, 2017

区域：屯门

发展项目的街道名称及门牌号数：

良德街8号*

卖方就发展项目指定的互联网网站的

网址：www.eightregency.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：高港发展有限公司

卖方的控股公司：Verda Limited、Time Effort Limited、新鸿基地产发展有限公司

认可人士：李嘉胤

认可人士以其专业身分担任经营人、董事或雇员的商号或法团：李景勋、雷焕庭建筑师有限公司

承建商：怡辉建筑有限公司

就发展项目中的住宅物业的出售而代表拥有人行事的律师事务所：孖士打律师事务所、王潘律师行

已为发展项目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

已为发展项目的建造提供贷款的任何其他人：Sun Hung Kai Properties Holding Investment Limited

尽管卖方所知的发展项目的预计关键日期：2018年10月31日。（“关键日期”指批地文件的条件就本发展项目而获符合的日期。预计关键日期是受到买卖合同所允许的任何延期所规限的。）

卖方建议准买方参阅有关售楼说明书，以了解发展项目的资料。

本广告由卖方或在卖方的同意下发布。

*此临时门牌号有待发展项目建成时确认

印制日期：2017年6月16日



Family fun zone with outdoor swimming pool, colourful slides and play facilities[^]
室外泳池加入亲子嬉水区，有色彩缤纷的滑道及玩乐设施[^]



Powerless steppers, spacewalkers, rowing machines and bikes in the kids' gym are all safe to use[^]
儿童健身室设有踏步机、太空漫步机、划艇机及单车机，全部无需插电，使用安全[^]

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Owners collect keys to Grand YOHO in Phase 1 of Yuen Long's Grand YOHO Development 元朗Grand YOHO Development第一期之Grand YOHO交楼

The Grand YOHO in Phase 1 of Grand YOHO Development ("Grand YOHO") in Yuen Long is completed and new owners are in the process of taking possession. It features careful planning and design, quality materials and caring management. Phase 1 of Grand YOHO Development includes a shopping mall beneath and a direct link to West Rail Yuen Long Station* offering residents a premium lifestyle.

Spacious feeling with user-friendly design

Grand YOHO units have various layouts in practical design. A clear ceiling height ranging from about 9.5 to 11 feet gives an extra spacious feel. The premium materials used include insulated glass unit (IGU) windows to minimize heat and noise, and lift-and-slide balcony doors for added convenience. Appliances were also selected with care. The kitchens come with folding ladders for easy access to hanging cabinets. LED string lights are embellished on bathroom mirrored cabinets for added flair.

Grand clubhouse and outdoor landscaped gardens

The Grand YOHO private clubhouse[^] and outdoor landscaped gardens cover over 170,000

square feet with 50-plus diverse facilities. The swimming zone includes an about 50-metre outdoor swimming pool, about 30-metre heated indoor swimming pool, jacuzzi and family fun zone. Other sports facilities include gym room, tennis court, mini football field and triathlon training room with a stationary bike, treadmill and swimming pool with adjustable currents for intensive training.

There is a kids' gym for young residents with powerless steppers, spacewalkers, rowing machines and bikes for safety, plus separate playrooms for toddlers and older children. Residents getting married can book a gothic-style banquet hall

with related services like wedding planning, celebrant service, photography and banquet available[#].

Professional, caring concierge

Grand YOHO offers a comprehensive professional, caring concierge service[#]. Residents can rent window-cleaning robots, electric barbeques, bread makers and halogen ovens[#] so they can save space and the expense of buying. Super eLocker's one-stop laundry[#] and parcel pickup services[#] at the podium floors offer extra convenience to busy residents.

集团位于元朗的Grand YOHO Development第一期之Grand YOHO (“Grand YOHO”)已经落成,业主陆续收楼。项目不论规划设计、用料以至物业管理服务都经过精心规划,住户可直达基座商场及接邻的西铁线元朗站*,尽享优质生活。

空间感强 设计窝心

Grand YOHO户型多元化,单元间隔实用,楼底净高约9呎半至11呎,空间感宽阔。建筑选材优质,单元窗户采用IGU双层中空玻璃,具备隔声隔热功能;露台趟门选用“提升式推拉门”,推拉轻便。单元配件也尽显心思,为方便住户在厨房吊柜存放物品,特别附送折梯;浴室镜柜添上LED灯串,时尚实用。

偌大会所连户外园林

Grand YOHO的私人会所[△]连户外园林面积逾170,000平方呎,提供超过50项多元化设施。游泳区设有约50米长室外泳池、约30米长室内恒温泳池、按摩池及亲子嬉水区等。其他运动设施包括健身室、网球场、小型足球场及三项铁人室等。当中,三项铁人室设有单车机、跑步机及可自行调教水力速度的喷流式泳池,方便用户进行特训。

为照顾小住户的需要,儿童健身室购置无需插电的踏步机、太空漫步机、划艇机及单车机,使用安全;会所分设儿童玩乐室及婴幼儿玩乐室,适合不同年龄的小朋友享乐。此外,准新婚业主更可在歌德式教堂设计的礼堂举办婚宴,会所可提供筹备、证婚、摄影以至宴会等一条龙服务[#]。

礼宾服务专业细心

Grand YOHO为住户带来全方位专业贴心礼宾服务[#],包括提供抹窗机械人、电子烧烤炉、面包机及光波炉等租用[#],住户无需额外添置用具,也可节省屋内储物空间。屋苑平台设有“收·得乐e柜”衣物代洗服务[#]及网购速递代收服务[#],方便生活繁忙的住户。

* The connection points and other in and out facilities may not be ready for use upon handing over of units.

△ The clubhouse exclusively for residents of Grand YOHO Development is located at Phase 1 and Phase 2 of the development. The clubhouse/recreational facilities may not be ready for use upon handing over of residential units in the phase of the development. 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 preparation works. 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 property management services and other above-mentioned services may be provided by the Manager of the Development and/or other contract-based third party companies. The Manager or the contract-based third party company shall determine the terms of use, operation hours, charges and service provision period etc. of its management service or other above-mentioned services at their own absolute discretion, and such arrangements shall be subjected to and bound by the terms and conditions stated in the deed of mutual covenant, service contract or other relevant legal documents.

△ This photograph was taken at Grand YOHO on 18 March 2017. It has been edited and processed with computerized imaging technique and is for reference only.

* 接驳及出入设施于入伙时未必能即时使用。

△ Grand YOHO Development 住客专属会所位于发展项目期数的第一期及第二期,会所/康乐设施于发展项目期数住宅物业入伙时未必能即时启用。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。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。会所不同设施之开放时间及使用受相关法律、批地文件、公契条款、会所使用守则及现场环境状况限制。

物业管理及其他所述服务可能由有关供应商、承办商及/或第三方服务者提供,服务提供、使用条款、操作时间、收费及期限等由经理人或提供者全权决定,并接受经理人或有关之大厦公契、服务合约或其他文件之条款及细则限制和管理。

△ 以上图片于2017年3月18日拍摄于Grand YOHO,并经电脑修饰处理,仅供参考。

Name of the Phase of the Development: Phase 1 (“the Phase”) of Grand YOHO Development (“the Development”) (Towers 1, 2, 9 and 10 (Tower 4 is omitted, and Towers 3, 5, 6, 7 & 8 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

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: Ximston Finance S.A., Victory Zone Holdings Limited, 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 (Note: 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 by another person with the consent of the vendor. Date of Printing: 16 June 2017

发展项目期数名称: Grand YOHO Development (“发展项目”)的第一期 (“期数”)

(期数中住宅发展项目的第一、二、九及十座(不设第四座,及第三、五、六、七及八座不在本期数)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

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: Ximston Finance S.A., Victory Zone Holdings Limited、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行事的律师事务所: 徐嘉慎律师事务所、孖士打打律行、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建造提供融资的认可机构: 香港上海汇丰银行有限公司(备注: 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

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6月16日

Owners take possession of PARK YOHO Venezia and PARK YOHO Sicilia in Yuen Long

元朗PARK YOHO Venezia及PARK YOHO Sicilia交楼

Phase 1B PARK YOHO Venezia and Phase 1C PARK YOHO Sicilia of PARK YOHO¹ in Yuen Long's Kam Tin North are completed and new owners are in the process of taking possession. The development is set amid the natural beauty of Sha Po and adjoins a 500,000-square-foot Fairyland² wetland park in a tranquil area that also offers a speedy connection to the commercial cores of Hong Kong Island and Kowloon via the West Rail. The project is set to redefine green living in the area.

Fairyland for residents

PARK YOHO is a major residential project incorporating wetland conservation that is rarely found in Hong Kong. The Group noted the potential ecological value of part of the site early in the planning stage and commissioned independent conservation experts to study the land. They found it was once a wetland home to dragonflies, butterflies and birds. The Group worked with its experts under careful planning to conserve nature by combining residential development with the restored wetland dubbed Fairyland.

Restoration work and the reintroduction of reeds and mangroves gradually brought the marsh back to life. The Fairyland is now home to over 180 species of dragonflies, butterflies, birds and other wildlife including near-threatened four-



Striking fields of golden reeds waving at the Fairyland in the autumn and winter breezes⁵
秋冬的“候花园”满布金黄芦苇丛·随风摇曳⁵

spot midgets, Pallas's leaf warblers, great and little egrets and variegated flutterers. Clubhouse staff will organize regular guided eco tours for residents, relatives and friends to admire the beauty of the seasons at Fairyland.

Wide views from home

PARK YOHO covers over 1.2 million square feet of lush greenery³. In Phase 1 of the development, insulated glass walls are widely used and over 90% of the master bedrooms have corner or convection windows. Residents can therefore enjoy outdoor green views and the beauty of nature from home.

Twin clubhouses coupled with full facilities

PARK YOHO has twin clubhouses² spanning about 120,000 square feet indoor and outdoor with around 70 recreational features like villas, banquet rooms, theme gardens, outdoor pools, heated indoor pools, aqua bikes, jacuzzis, indoor cycling zone, gym rooms, dining zone, children's zone and more. There is also a mall⁴ of about 75,000 square feet to meet the everyday needs.

PARK YOHO management will offer special services like bike rental and arrange hiking and cycling tours² so residents can enjoy the popular trails nearby for exercise in the countryside.



Careful planning at PARK YOHO shows that residential development and wetland conservation can coexist⁶
集团精心规划PARK YOHO·展示发展住宅项目与保育可平衡共存⁶

集团位于元朗锦田北的PARK YOHO¹第1B期PARK YOHO Venezia及第1C期PARK YOHO Sicilia已经落成，业主现正陆续交付。发展项目坐拥沙埔天然优美环境，加上占地500,000平方呎的湿地“候花园”²，绿意盎然。住户在享受宁静优雅的生活时，也可搭乘西铁迅速前往港九商贸核心，与繁华都会融合。项目势将成为区内绿意生活新地标。

住户专用“候花园”

PARK YOHO是结合湿地保育的大型住宅项目，全港罕有。早在规划初期，集团发现地盘部分地方具有生态价值潜力，委托独立保育专家视察环境，确认该地曾经是蜻蜓、蝴蝶及雀鸟的栖息地。为了保育自然环境，集团精心规划，将住宅项目与湿地结合，并与保育专家合作，将此地修复成为项目的“候花园”。

经过多重工序，并引入天然芦苇及红树后，原有湿地生态逐步恢复。目前“候花园”内的蜻蜓、蝴蝶及雀鸟等自然物种已超过180种，包括近危蜻蜓科广濑妹蟥、黄腰柳莺、大小白鹭以及蜻蜓斑丽翅蜻等。会所将定期举办生态导赏团，让住户可与亲友欣赏“候花园”的四季美景。

住宅单元景观开闸

PARK YOHO坐拥逾120万平方呎绿意环境³。发展项目第1期住宅单元大量采用双层中空玻璃幕墙，加上逾九成住宅单元的主人房均设有转角窗或对流窗，为单元引入广阔翠绿景色，住户安坐家中也可欣赏天然优美环境。

双会所、生活配套完善

项目设有双住户会所⁴，室内及室外总面积约120,000平方呎，提供约70项文娱康乐设施，包括别墅式独立大屋、宴会厅、主题花园、室外泳池、室内恒温泳池、水动单车、水力按摩池、室内单车区、健身房、餐饮区及儿童区等。项目另设有约75,000平方呎的商场⁵，满足住户日常生活所需。

由于周边有多条爬山及骑车热门路线，PARK YOHO的物业管理服务特别安排单车租借服务，也会举办单车团及行山团⁶，让住户享受运动乐，亲近大自然。

1. "PARK YOHO" is a marketing name of "Park Vista Development" only and will not appear in any deed of mutual covenant, preliminary agreement for sale and purchase, agreement for sale and purchase, assignment and title deeds relating to the Phase(s).

2. All owners of residential units in the development, residents and their guests will have access to the clubhouses and their recreational facilities, but must comply with the deed of mutual covenant, terms and requirements of relevant government licenses and regulations, and may be required to pay a fee. The clubhouses, recreational facilities, communal garden and play area may not be operational when owners of the residential properties take possession. Fairland is part of the common areas of the development. Bike rental service, hiking and cycling tours will be provided by the manager or third parties, who may amend, modify, add or reduce the terms and conditions of the relevant services without prior notice, subject however to the terms of the deed of mutual covenant, service agreements or other relevant legal documents. No undertaking or warranty is provided by the vendor in respect of the services provided by the manager or third parties. Fairland is marketing name in publicity materials only and will not appear in any preliminary agreement for sale and purchase, agreement for sale and purchase, assignment or any other title deeds relating to the residential properties.

3. Lush greenery refers to the green spaces within Park Vista Development which has a total area of approximately 1.22 million square feet, including communal gardens, play areas, wetland, ponds, landscape areas, etc. The green spaces would be available for use in line with the moving-in time of the various phases.

4. The design and area of the mall are subject to the final building plans approved by the Government. Shops may not open for business upon the occupation of the Phase(s) of the Development.

5. This photograph was taken at PARK YOHO on 15 December 2016. It has been edited and processed with computerized imaging technique and is for reference only.

6. This photograph was taken at PARK YOHO on 17 December 2015. It has been edited and processed with computerized imaging technique and is for reference only.

1. "PARK YOHO" 为“峻峦发展项目”市场推广之用的名称，并不会于关于期数的任何公契、临时买卖合约、买卖合同、转让契及契据出现。

2. 所有发展项目内的住宅物业的业主、住客及其宾客均可使用会所及康乐设施，惟须遵守公契、相关政府牌照、规例的条款及规定，并可须支付费用。会所、康乐设施、公共花园及游乐地方于住宅物业入伙时未必可以启用。“候花园”乃发展项目的公用地方。单车租借服务、单车团及行山团由管理人或第三者提供，管理人或第三者可自行就有服务之服务条款及细则作出修订、更改或增减，而不作另行通知，惟须受公契、服务合约或其他相关法律文件所订立的条款规限，卖方对管理人或第三者所提供之任何服务并不作出任何承诺或保证。“候花园”为宣传物品中出现的宣传名称，将不会在住宅物业的临时买卖合约、正式买卖合同、转让契或任何其他业权契据中显示。

3. “绿意环境”指峻峦发展项目内的绿化地方，面积约122万平方呎，包括公共花园、游乐地方、湿地、池塘、园景等。有关之绿化地方将按个别期数入伙时间开放。

4. 商场之设计及面积以政府最终批核之图则为准。店铺于发展项目期数入伙时未必即时启用。

5. 以上图片于2016年12月15日拍摄于PARK YOHO，并经电脑修饰处理，仅供参考。

6. 以上图片于2015年12月17日拍摄于PARK YOHO，并经电脑修饰处理，仅供参考。

District: Kam Tin North
Name of Street and Street Number of the Phase: 18 Castle Peak Rd Tam Mi
Website addresses designated by the Vendor for the Phases:
Phase 1B www.parkyoho.com/venezia;
Phase 1C www.parkyoho.com/sicilia

The photographs, images, drawings or sketches shown in this advertisement/promotional material represent an artist's impression of the development concerned only. They are not drawn to scale and/or may have been edited and processed with computerized imaging techniques. Prospective purchasers should make reference to the sales brochure for details of the development. The vendor also advises prospective purchasers to conduct an on-site visit for a better understanding of the development site, its surrounding environment and the public facilities nearby.

Vendor: Bright Strong Limited
Holding companies of the Vendor: Fourceas Investments Limited, Sun Hung Kai Properties Limited
Authorized person for the Phase: Dr. Lu Yuen Cheung Ronald
The firm or corporation of which the authorized person for the Phase is a proprietor, director or employee in his or her professional capacity: Ronald Lu & Partners (Hong Kong) Limited
Building contractor for the Phase: Chun Fai Construction Company Limited
The firm of solicitors acting for the owner in relation to the sale of residential properties in the Phase: Mayer Brown JSM; Winston Chu & Company; 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 (Note: The relevant undertakings have 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 brochures for any information on the Phase.
This advertisement is published by or with the consent of the Vendor.
Date of printing: 16 June 2017

区域：锦田北
期数的街道名称及门牌号数：青山公路
潭尾段18号
卖方就期数指定的互联网网站的网址：
第1B期 www.parkyoho.com/venezia；
第1C期 www.parkyoho.com/sicilia

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New metro link for Guangzhou IGC mall 广州IGC商场接通地铁

IGC mall in the central business district of Zhujiang New Town saw an upswing in traffic and sales after a moving walkway linking it to a metro station opened earlier this year. The mall is part of the large-scale integrated development Tianhui Plaza with the two Top Plaza grade-A office towers, the first Conrad Hotel in southern China and luxury serviced apartments in The Riviera. The Group has a 33.3% interest in the project.

More traffic and business

IGC has more than 100 trendy brands over eight floors, including international brands or flagship stores in Guangzhou or on the mainland for the first time. The diverse mix spans clothing and leather goods, jewellery and watches, cosmetics and housewares to a gym, children's theme park, renowned restaurants and an IMAX cinema with over 1,000 seats. A high-end supermarket will open in the third quarter of this year.

A moving walkway linking the mall basement level one to the metro Liede Station exit B opened in this January for greater shopping convenience. It recorded a 20% rise in mall traffic and a significant boost in sales, as compared to the moving walkway pre-opening period. Popular restaurants are busy, managing two or three rounds of diners per table during peak hours.

Industry recognition

From the outside, IGC looks like a fine diamond with its multi-faceted glass curtain walls sparkling over the Pearl River. The project design takes in the sun and greenery of the urban art park adding to the shopping and leisure experience. IGC mall won a silver for New Developments in the 2017 ICSC China Shopping Centre & Retailer Awards.

位于珠江新城中央商务区的IGC，于今年初正式开通连接地铁站的自动行人道后，人流显著增长，为商户带来更多商机。商场属于天汇广场的一部分，与甲级双子塔办公大楼天盈广场、华南区首间康莱德酒店、豪华服务式公寓天玺共同组成大型城市综合项目。集团在项目持有33.3%权益。

带动人流 增加商机

IGC共有八个楼层，云集100多个时尚品牌，部分更是首次进驻广州或内地市场的国际品牌或旗舰店。商户组合多元化，包括服饰皮具、珠宝手表、化妆品、家居用品、健

身中心、儿童主题乐园、知名餐饮以及可容纳过千位观众的IMAX电影城等。在今年第三季，将有一间高端超级市场开业。

商场地下一层连接地铁猎德站B出口的自动行人道于今年一月开通，为顾客带来更大方便。相比自动行人道未开通前，商场人流录得20%增长，商户销售额显著提升，商场内人气餐厅于饭市时间均出现两至三轮的轮候现象，可谓人气满分。

表现备受业界肯定

IGC选用玻璃外墙，再配以多维切割面的造型，令项目外形犹如“江畔钻石”，晶莹剔透，提升采光度之余，也将艺术公园的绿化景像引入室内，购物休闲倍感舒适。项目不久前在“ICSC 2017中国购物中心大奖”中，获业界人士表扬，在“新开发项目”类别中获银奖。

IGC teeming with shoppers
IGC人流畅旺



A silver for New Developments for IGC in the 2017 ICSC China Shopping Centre & Retailer Awards

IGC在“ICSC 2017中国购物中心大奖”中，获“新开发项目”银奖



IGC is the first mall in Southern China with a moving-walkway link to the metro
IGC设有自动行人道连接地铁站，为华南区商场独有



Group Chairman & Managing Director Raymond Kwok (front, fourth left) with bank representatives at the syndicated credit facility signing ceremony
集团主席兼董事总经理郭炳联（前排左四）在银团贷款签署仪式上与银行代表合照

The Group signs HK\$22,000 million syndicated credit facility 集团签署220亿港元银团贷款

The Group signed a HK\$22,000 million syndicated credit facility with proceeds to be used as general working capital and refinancing some of the short-term debts.

The facility was signed between Sun Hung Kai Properties (Financial Services) Limited and a consortium of 19 leading international and local financial institutions, guaranteed by Sun Hung Kai Properties Limited. It is split 30:70 between term loan and revolving credit tranches with a maturity of five years at 70 basis points over HIBOR per annum. An overwhelming response was received from the banks with high oversubscription, resulting in increasing the facility from the original HK\$5,000 million to HK\$22,000 million.

The Group currently has one of the highest credit rating among Hong Kong property companies: A1 with a stable outlook from Moody's and A+ with a stable outlook from Standard & Poor's.

集团日前签订了一项220亿港元的银团贷款协议，有关资金将用于日常营运及为部分短期债务做再融资用途。

该项贷款由新鸿基地产（金融服务）有限公司与19间主要本地及国际银行签署，由新鸿基地产发展有限公司做担保。贷款包括三成定期贷款及七成循环贷款，为期五年，年息率为香港银行同业拆息加70点子。该项贷款获得银行业界踊跃支持，录得大幅超额认购，最终贷款额由50亿港元增至220亿港元。

集团目前分别获穆迪及标准普尔给予A1及A+信贷评级，评级展望均为稳定，属香港获最高评级的地产公司之一。

Co-ordinating arrangers for the syndicated credit facility 银团贷款的协调安排行

中国银行（香港）有限公司	Bank of China (Hong Kong) Limited
香港上海汇丰银行有限公司	The Hongkong and Shanghai Banking Corporation Limited
三井住友银行	Sumitomo Mitsui Banking Corporation
三菱东京UFJ银行	The Bank of Tokyo-Mitsubishi UFJ, Ltd.
恒生银行有限公司	Hang Seng Bank Limited
中国建设银行（亚洲）股份有限公司	China Construction Bank (Asia) Corporation Limited
花旗银行	Citi
瑞穗银行	Mizuho Bank, Ltd.
中国工商银行（亚洲）有限公司	Industrial and Commercial Bank of China (Asia) Limited
交通银行	Bank of Communications Co., Ltd., Hong Kong Branch
华侨银行	Oversea-Chinese Banking Corporation Limited, Hong Kong Branch
星展银行有限公司	DBS Bank Ltd.
渣打银行（香港）有限公司	Standard Chartered Bank (Hong Kong) Limited
大华银行有限公司	United Overseas Bank Limited
东亚银行有限公司	The Bank of East Asia, Limited
法国巴黎银行	BNP Paribas
东方汇理银行	Crédit Agricole Corporate & Investment Bank
南洋商业银行有限公司	Nanyang Commercial Bank, Ltd.
上海商业银行	Shanghai Commercial Bank Limited

Allen Fung: Focusing on people

冯玉麟：专注“以人为本”的理念

The Group has a portfolio of non-property businesses that contributes material recurring earnings to the Group. Executive Director Allen Fung has been in charge of these businesses since he joined the Group three and a half years ago. He believes there are strong shared values behind the property and non-property businesses within the Group – an untiring dedication to its customers, and a commitment to the welfare and development of its staff.

Learning from history

Allen used to be a global director of management consulting firm McKinsey before he joined the Group. In fact he was the first Hong Kong Chinese to be a director in McKinsey's history. Before McKinsey he studied history at Oxford and Harvard, and was an assistant professor at Brown. If you suspect his management philosophy to be likely rooted in his study of governments and companies in history, you will be right. One of the lessons Allen shared is that all institutions, including the best ones, are prone to being destabilised from within and without. "It is easy

to become complacent when you have success, as we have repeatedly seen in Chinese history." Hence, the ability to adapt is the cornerstone for success. To Allen, the fact that the Group has grown so much over the last 45 years is evidence of its relentless commitment to continuous adaptation and improvement.

In Allen's mind, a key pillar in sustaining the Group's future growth is the recruitment and development of young talent. The Group has been running

its management trainee programme for many years, nurturing generations of leaders, and Allen appreciates its growing influence on the Group's future. The world is changing, and it seems that the change is not only much broader than ever before, but also *faster than ever before*. "The rise of social media, for instance, means that we cannot engage our customers like we used to – we must be fast, direct, and much more willing to listen." These are all big adaptations the Group needs to learn, said Allen, "Our young staff understand these changes much better than we do because they grow up in them."

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Allen Fung
冯玉麟

Group Executive Director
集团执行董事





Non-property business in infrastructure, retail, telecommunications and information technology generates significant earnings for the Group
非地产业务组合涉及基建、零售、电讯及资讯科技等范畴，为集团带来重要收益

Contributions from non-property businesses

The Group will always be first and foremost a property company, but the current non-property business portfolio is broad and with many strategic assets. This includes SmarTone (a leading mobile operator), SUNeVision (the biggest data centre operator in Hong Kong), Transport International, the Wilson Group, the Hong Kong Business Aviation Centre, YATA (the Japanese-style department store and supermarket) and others. Non-property businesses produced over HK\$4,000 million in operating income in the last financial year. The synergies with the property business are also material. "For instance," says Allen, "some customers tell us that having YATA in their residential development adds another layer of convenience in daily life. There are also now many joint promotions between the property and non-property businesses for our SHKP Club members."

Be faster, be adaptive

In Allen's view, there is an increasing risk that old economy companies are not acting fast enough. "It is not about accelerating initiatives unnecessarily and damaging quality, but about being faster when we can. E-commerce heavyweight Jeff Bezos says that companies should make more decisions when it only has 70% of information, because by the time you have full information you will be too late. This is certainly very true." Allen feels the key is to

experiment with new ideas more and reduce the planning time: "Trial and error is a virtue, or you'll miss the market."

In an age of rapid changes, there has to be a willingness to change one's business model when the opportunities come. Allen cites a good example at Sky100, which is Hong Kong's premier observation deck on the 100th floor of International Commerce Centre (ICC) in West Kowloon. Sky100 has historically been a strong tourist attraction, and it still is. But a few years ago when tourism was at a downturn, management came up with the idea to make Sky100 a super-deluxe venue for corporate events and weddings. This was met with tremendous success, and now the "event business" accounts for a substantial portion of Sky100's revenues. Sky100 is now also seen as one of the most special venues for weddings. "Sky100 is running on a totally different business model now," said Allen, "If it wasn't for the team's willingness to break the status quo, it would not be possible to see such success."

Life at SHKP

In the midst of changes, some things never change. A successful enterprise, Allen says, is a people-oriented one that acts for the benefit of both customers and staff. The Group has long made people a priority and Allen feels this is a key reason for the Group's success. The Group invests heavily in developing staff at all levels, and has been very open to feedback.

Allen reflects himself: "I must take the initiative to listen. Our colleagues are full of new ideas both to improve on how we work and how we engage our customers, and we must especially listen to our frontline staff who know what our customers want."

And Allen's impressions of the Group after joining it? "I am very impressed by how people-oriented our Group is. I used to be a consultant at McKinsey and I have seen companies that say they are people-oriented, but in the end they are not always able to walk the talk. At SHKP it is different. Take a small example – providing free lunch to our staff. This seems to be small but during economic downturns most companies would stop this practice because of cost. Our Group did not do so. This is for sure a sign of true commitment."

Allen values work-life balance but admits management has a responsibility to ensure staff can achieve it. He says: "We have to clarify priorities so that our colleagues can arrange their work accordingly and not be overwhelmed!" What does Allen do for his leisure time? "I love music and travelling, especially to Japan. It helps me renew myself and maintain a clear, agile mind for the tasks ahead. Because of my background I still read a lot of history books. Hopefully one day I will have time to complete my research on modern China!"

集团旗下的非地产业务组合带来重要的经常性收益。集团执行董事冯玉麟自三年半前加入新地，便一直掌管这些业务。他深信有关项目与集团的房地产业务均展现相同的价值：一方面对顾客竭诚用心，另一方面同时积极为员工提供福利及发展机会。

鉴古知今

冯玉麟在加入集团前曾任环球管理咨询公司麦肯锡全球资深董事，更是该公司首名香港华人资深董事。在此之前，他分别在牛津及哈佛攻读历史，也曾出任布朗大学历史系客座教授——历史能叫人鉴古知今，冯玉麟就是在钻研历代政权及企业发展之中领悟到管理之道。他深知即使是最好的制度都有可能受内外因素所动摇，“盛世容易令人过分自满，这情况在中国历史不断出现。”因

此，拥有应变能力是成功的先决条件。他相信集团在过去45年间不断壮大，正是因为一直追求进步，灵活变通。

冯玉麟认为，吸纳及培育年轻人才是集团未来持续发展的支柱之一。他提到集团多年来通过举办管理培训生计划，培育一代又一代的管理人员，对集团未来发展的影响愈来愈重要。世界正急剧变化，范围之广、步伐之快均前所未见。“例如社交媒体的兴起令企业必须改变传统接触客户的方式——我们要快速直接响应，并要更愿意聆听客人的想法。”冯玉麟认为“面对这些改变，年轻同事比我们掌握得更好，因为他们就在这个环境中成长。”

非地产业务的角色

集团坚持以地产项目为本业，并经营一系列非地产业务，涵盖多个范畴的策略

性资产，包括流动电讯业龙头之一数码通、香港最大数据中心营运商新意向、载通国际、威信集团、香港商用航空中心，以及日式百货及超市品牌一田等。非地产业务于上个财政年度为集团带来超过40亿港元的营运收益，有盈利贡献之余，更可与地产项目产生重大协同效应。他以一田百货为例：“有些顾客曾告诉我们，住宅项目引进一田能为他们的日常生活带来更多方便。集团旗下的地产项目也时常与非地产项目合作推广，为新地会会员提供优惠。”

敏捷灵活把握机遇

冯玉麟认为，传统大企业愈见出现行事不够果断的危机。“这并不是说要仓卒行事，自损品质，而是尽可能及早行动，早着先机。电商界名人贝索



“The rise of social media means we must be fast, direct, and much more willing to listen when engaging customers.

面对社交媒体兴起，我们必须快速直接响应，并要更愿意聆听客人的想法。

”



Allen believes a cohesive team is better at handling challenges and change
冯玉麟重视建立团队精神，他认为一支凝聚力强的团队，更愿意接受挑战、面对改变

斯（Jeff Bezos）便提出，企业只要掌握七成信息便应尽快付诸行动，因为等到有百分百把握时已经为时太晚。事实的确如此。”他认为关键是敢于试验新意念，缩短制订计划的时间。“只能通过不断尝试寻找出路，否则便会耽误良机。”

在此瞬息万变的时代，企业必须愿意在适当时候改变营运模式，才能把握机会。天际100就是成功例子。天际100位于西九龙环球贸易广场100楼，是香港著名的观景台，从开业至今依然是旅游胜地，但数年前旅游业发展放缓，管理层便有将之开发成高级商务活动及婚宴场地的构思，结果深受市场欢迎，更被视为最有特色的婚宴场地之一。目前天际100的收益有不少是来自活动相关的业务。“其实这是改变了天际100原来的商业运作模式，要不是团队愿意放下本来思路，敢于改变，根本难以成功。”

活在新地

虽然世事不断转变，但有些事情永不变更。冯玉麟认为，一家成功的企业无论向外对顾客，抑或是对内部员工，都必须做到“以人为本”。他更认为集团成功的关键正正在此。集团投放不少资源为不同职级的同事提供发展机会，并十

分欢迎不同意见。冯玉麟反思：“我必须主动聆听。同事在工作上及对于如何联系顾客都有很多新点子，前线员工的想法尤其重要，因为他们十分清楚顾客需要。”

谈到加入集团初期的印象，冯玉麟说：“印象最深刻就是集团‘以人为本’的文化。从前在麦肯锡任雇问时，见过自称‘以人为本’的企业最后也难以坚持，但新地不同。简单一个例子，就是集团仍为同事提供免费午餐。听来虽是小小一项福利，但大部分企业在遇上经济不景气时，就会为节省成本而不再提供。集团没有这样做，证明集团衷心善待员工。”

冯玉麟深信平衡工作与生活是十分重要，但笑言管理层也有责任确保同事能够做到：“首先你要明确厘清什么工作是重要，什么是次要，同事才可按先后缓急分配工作，否则大家只能拚命忙着。”被问到公余时的兴趣，冯玉麟说：“我喜欢听音乐和旅游，特别是到日本旅游，因为能让我恢复精神，保持清晰和灵活的头脑，以应付工作。而且因为从前修读历史，我至今仍常常阅读相关书籍。希望终有一天有空完成对现代中国的研究！”



It's important for Allen to spend generous time with family
冯玉麟珍惜与家人相处的时间

Ninth SHKP Malls 'Serving with Heart' Customer Care Ambassador Election

第九届新地商场“以心服务”亲客大使选举

The Group organizes annual SHKP Malls 'Serving with Heart' Customer Care Ambassador Elections to enhance service and recognize staff contributions. The ninth election drew over 90,000 effective votes from customers over two months, showing high awareness of the dedicated service in SHKP malls.

Always serving with heart

There were 116 ambassadors from 20 malls in this election, which had a 'We're Committed to Serving You!' theme emphasizing caring service and treating customers like VIPs. Sun Hung Kai Real Estate Agency Limited Retail Marketing and Customer Relations General Manager Cris Fung said that the annual Customer Care Ambassador Elections are held to give credit to top ambassadors and help them identify strengths and weaknesses for improvement. Another goal is to boost team spirit so staff work together at offering professional, caring service to make customers feel like at home. The candidates this year were exceptional, so the Group will nominate 18 of them for the Hong Kong Retail Management Association's 2017 Service & Courtesy Award, where they can learn from other retail professionals and broaden their horizons.

Six awards to recognize exceptional service

Stringent assessment criteria were used for deciding the six awards this year (including two new ones) with mystery shopper assessments included for most awards to ensure fairness.

The three Most-like Customer Care Ambassador Awards were again based solely on popular vote. The Best 'Serving with Heart' Customer Care Ambassador Awards were determined by mystery shopper assessments alone, producing one top performer from each mall reaching a specified score. There were 12 ambassadors chosen this year with the top one winning the Mystery Shopper Assessment Top Customer Care Ambassador Award, and the winner was from HomeSquare. The new Excellent Service Customer Care Ambassador Awards were to encourage ambassadors who attained the specified mystery shopper assessment scores in the last three years, and these went to six candidates.

As in previous years, there were two mall awards this year. The Best Performing Mall Award based half on the average score from the new customer satisfaction online surveys and half on the average score of the mall ambassadors' mystery shopper assessments, and the award went to HomeSquare. The Mystery Shopper Assessment Top Mall Service Award was again assessed by mystery shoppers among the customer care centres of participating malls. The award also went to HomeSquare with top grades in four assessments.

Professional, caring team

The HomeSquare team got a total of three grand prizes, topping among mystery shopper assessments and customer satisfaction online surveys. The team was excited by the recognition, with ambassador Cally Li saying: "Team spirit is very important. Close communication, mutual trust and friendly reminders among the team are keys for continuous enhancement. And of course, continuous learning to improve is also a must."

HomeSquare is a one-stop mall for home furnishings, which makes the ambassadors' work slightly different. They have to be familiar with all the brands and product features in the mall as they sometimes give decorating advice and recommend the right shops or products in addition to basic service. The customer care centre also provides wrapping kits and can order vans. It goes beyond responding to enquiries during annual Smart Buy Weeks by offering snacks and drinks, and lending portable phone chargers and mini fans for customers queuing overnight. The caring attitude keeps customers smiling from when they walk through the door to when they leave with their new furniture.





Winners of the ninth SHKP Malls 'Serving with Heart' Customer Care Ambassador Election with the Group's management, leasing teams, mall's operations teams and guests at the award presentation ceremony
第九届新地商场“以心服务”亲客大使选举颁奖礼各得奖者与集团管理层、租务部、商场管理团队及嘉宾合照留念

为提升商场服务品质，并嘉许表现卓越的亲客大使，集团每年举办新地商场“以心服务”亲客大使选举。活动今年进入第九个年度，在为期两个月的投票期内，收到来自顾客超过九万张的有效选票，足以证明新地商场的优质服务备受肯定。

以心服务 永不停步

本届共有20家商场，合共116名亲客大使参赛。选举主题为“挚诚待客之道·新地为您做到”，带出亲客大使凭借真挚体贴的服务，让顾客感受到如贵宾一样的款待。新鸿基地产代理有限公司租务部（商场市务及客户关系）总经理冯翊琳表示，集团每年举办亲客大使选举，借此嘉许表现卓越的亲客大使，协助他们了解自己的表现，改善不足之处，更也提升队员之间的默契，为顾客提供更专业、更贴心的服务，让每位顾客都有在家一样的窝心感觉。由于本届参赛者表现出色，所以集团将推荐一共18名亲客大使参加香港零售管理协会的“2017杰出服务奖”比赛，让他们借此跟全港业界精英互相交流，开阔视野。

六大奖项嘉许卓越表现

今年选举共颁发六大奖项，其中有两个属新增设奖项，全部按严谨准则评审，而大部分奖项均加入神秘顾客专业评审环节，确保结果公平客观。

“顾客至赞亲客大使奖”继续百分百由顾客投票选出，由得到最多有效票数的

前三名亲客大使获得。“最佳‘以心服务’亲客大使奖”再次百分百由神秘顾客评审，每家商场得分最高且达指定水平的亲客大使便可获奖，最终今年共有12家商场的亲客大使获奖；而所有参选亲客大使中得分最高者更可荣获“神秘顾客评审最Top服务亲客大使奖”，得奖者是HomeSquare的亲客大使。另外，今年特别增设“卓越服务亲客大使奖”，表彰过往三年连续在神秘顾客评审超越指定分数的亲客大使，得奖者共六名。

一如往年，今年有两大奖项颁发给商场团队。“最佳表现商场奖”今年加设顾客满意度网上调查，奖项按网上调查平均得分以及商场参选亲客大使神秘顾客评审平均得分，各占一半计出总分；由HomeSquare胜出。“神秘顾客评审最Top服务商场奖”依旧由神秘顾客在参赛商场进行全面服务评估，测试顾客服务中心的整体表现。HomeSquare在四次评核中均表现优秀，以最高总分夺得奖项。

专业细心的团队

HomeSquare团队这次连夺三大奖项，无论是神秘顾客评审或真正顾客的网上调查评分均名列前茅。亲客大使团队对于得到肯定，感到荣幸又兴奋。亲客大使李美琼表示：“团队精神十分重要，同事之间紧密沟通，互相信任，甚至互相提点，才可持续提升服务品质。当然，不断提升知识及增强实力都是不可缺少的。”



The HomeSquare team clinched the Best Performing Mall Award and Mystery Shopper Assessment Top Mall Service Award with ambassador Cally Li taking the Mystery Shopper Assessment Top Customer Care Ambassador Award
HomeSquare团队表现突出，连夺“最佳表现商场奖”及“神秘顾客评审最Top服务商场奖”，亲客大使李美琼则凭借最高得分，荣获“神秘顾客评审最Top服务亲客大使奖”

作为一站式家居主题商场，HomeSquare的亲客大使不但要提供基本客户服务，更要精通场内各个家居品牌的特色及功能以担当家居顾问的角色，向顾客推介合适的商品及商户。顾客服务中心也特别提供各款包装家具的工具以及代客召唤货车服务。在一年一度的“香港家居折”活动中，亲客大使团队除了解答顾客各式的疑问外，更会为通宵排队的顾客送上小食及饮品，借用手提电话外置充电器及便携式风扇等，让顾客由步进商场开始，直至满载而归都称心满意。

集团最新《可持续发展报告》已经出版

The Group's sixth standalone Sustainability Report details the sustainability performance and initiatives of the company's head office and various non-listed wholly-owned subsidiaries in Hong Kong during its 2015/16 financial year. The report has been prepared in accordance with the Environmental, Social and Governance Reporting Guide issued by the Stock Exchange of Hong Kong, with reference to the Core Option of the Global Reporting Initiative (GRI) G4 Sustainability Reporting Guidelines and independently verified.

Five key areas of the report are summarized below:

Environmental protection

Green building certificates are a measure of the environmental quality of developments. The Group has 35 certifications under the US Leadership in Energy and Environmental Design (LEED) and Hong Kong Building Environmental Assessment Method (BEAM) in recognition of sustainability. Most buildings in the Group's property management portfolio have ISO 14001 Environmental Management System certifications. Green management practices are widely followed. Electricity used in major investment properties reduced by more than 10% in the past five years. More than 2,700 tonnes of paper were recycled in the year. The amount of metal recycled increased fourfold over the previous year. Various developments have food waste reduction and recycling initiatives, led by Park Island with the highest average participation rate in Food Waste Recycling Projects under Environment and Conservation Fund.



www.shkp.com/html/CSR/SHKPSReport/SR2016/index.html

The Group's full 2015/16 Sustainability Report
集团2015/16《可持续发展报告》全文

Staff care

The SHKP Quality Academy was set up to encourage continuous learning and has filled nearly 258,000 course places to date. Programmes like the annual Quality Raising Suggestion Scheme and Work Safety Suggestion Scheme reward staff contributions. Work safety and well-being are core concerns. The Occupational Health and Safety Committee oversees work-related health and safety performance, and the construction and property management subsidiaries' safety management systems have OHSAS 18001 accreditation. The Group was named a Distinguished Family-Friendly Employer under the Family-Friendly Employers Award Scheme 2015/16.

Customers first

The Group prioritizes customer needs to deliver premium products and services. It has offered an extended first three-year warranty offer on new flats since 2013 as a greater commitment to homebuyers. Regular customer surveys have shown that over 96% of the Group's shopping mall and office tenants rate service quality 'good' or 'excellent'. The SHKP Club has been facilitating effective two-way communication between the Group and current and potential customers since 1996.

Creating value with business partners

The Group engages vendors to put sustainability into its supply chain for a better future. Group hotels conduct strict annual audits on food suppliers with 100% of them receiving satisfactory results in the assessment carried out during the year. The Group buys 38% of its products and services from eco-friendly contractors or suppliers. In managing health and safety risks of contracted workers at construction sites, safety protocols are in place. Additionally, contracted workers must take worksite safety training course. Over 750,000 course places were filled (including direct employees) on related programmes during the year.

Community investment

The Group has a three-pronged approach to community investment: reading and education, sports for charity and healthy living, and care for the underprivileged. The SHKP Reading Club organizes a variety of activities to promote happy reading. New sports for charity initiatives during the year included taking on title and charity sponsorships of the Sun Hung Kai Properties Hong Kong Cyclothon. The Group has committed to donate a 930-square-metre (10,000-square-foot) site in Yuen Long to charity for developing the first inter-generational integrated service building in town.



集团出版第六份独立的《可持续发展报告》，披露集团于2015/16财政年度期间的可持续发展方面的表现和措施，范围涵盖集团在香港的总办事处及多间非上市全资附属公司。报告根据香港联合交易所《环境、社会及管治报告指引》编制，同时参考了全球报告倡议组织(GRI)《可持续发展报告G4指引》内的“核心选项”，并获独立方核实。

以下简单介绍报告内容的五大范畴：

环境保护

绿色建筑认证是衡量发展项目环境品质的指针，集团持有由美国能源和环境设计领先认证及香港建筑环境评估法所颁发的认证合共35张。由集团管理的物业大部分通过ISO 14001环境管理系统认证。在绿色管理方面，主要投资物业的耗电量在过去五年下降逾10%；年内，回收逾2,700公吨废纸，回收金属较上年增加四倍。多个发展项目参与厨余回收先导计划，以珀丽湾表现最为突出，在环境及自然保育基金支持下的住宅厨余循环再造项目中，成为平均参与率最高的住宅项目。

关顾员工

集团鼓励员工终身学习，新地优质学堂自推出以来，共有近258,000人次参与。为表彰员工，集团每年举办“提升素质意见奖励计划”及“提升工作安全意见奖励计划”等。集团关心员工的身心健康，不但委派职安健委员会负责监管工作安全与健康，建筑及物业管理方面的附属公司均具备通过OHSAS 18001认证的安全生产管理系统。在2015/16家庭友善雇主奖励计划中，集团获颁“杰出家庭友善雇主”最高荣誉。

以客为先

集团重视客户需要，致力提供优质产品及服务。自2013年起，将旗下一手物业的保修优惠延长至首三年，让买家加倍安心。在定期进行的客户意见调查中，逾96%商场及写字楼租户对客户服务给予“良好”或“极佳”评级。新地会在1996年成立，为集团与现有客户及准客户提供一道有效的沟通桥梁。

与业务伙伴一同创造价值

集团将可持续发展理念应用到供应链上，与业务伙伴共建更美好将来。集团每年对旗下酒店的食品供货商进行严格审核，年内全体供货商的评核结果均令人满意。在采购方面，共有38%货品及服务源自支持环保的承办商和供货商。为确保地盘外判工人在工作上的健康及安全，集团除了制订安全指引外，更要求外判工人参加地盘强制性安全训练课程；年内包括集团工人在内，逾750,000人次曾接受相关培训。

回馈社会

集团通过三大方面服务社群：推广阅读和教育、支持运动行善和健康生活以及关怀弱势社群。新闻会举办多元化活动，鼓励大众培养愉快阅读的兴趣。集团贯彻运动行善精神，在年内首次冠名及慈善赞助新鸿基地产香港单车节。另外，集团承诺捐出元朗一幅面积约930平方米（10,000平方呎）的地皮予慈善团体兴建香港首幢跨代共融综合服务大楼。

Backing sport for charity 支持运动行善

The Group promotes healthy, sustainable living and encourages its staff to exercise more for healthy, balanced lives. SHKP teams recently ran in various charitable sports events including the Society for the Promotion of Hospice Care's Hike for Hospice, Rotary HK UltraMarathon, WWF's Run for Change and the UNICEF Charity Run. The teams saw good results in all these events.

集团提倡健康及可持续生活，鼓励员工多做运动，实践健康平衡生活。不久前，集团派队参加多个慈善体育活动，为不同团体筹款，包括善宁会登山善行、扶轮香港超级马拉松、世界自然基金会跑出未来及联合国儿童基金会慈善跑，代表队更在活动中取得佳绩。



Hike for Hospice: champion in the 14km team event
登山善行：团体赛14公里冠军



Rotary HK UltraMarathon: third in corporate relay
扶轮香港超级马拉松：企业队接力季军



Run for Change: second in corporate race 3.5km and third in corporate race 10km
跑出未来：企业组3.5公里亚军及企业组10公里季军



UNICEF Charity Run: second in half marathon corporate relay
联合国儿童基金会慈善跑：半马拉松企业接力赛亚军



Guided cultural tour through the settings of winning Young Writers' Debut Competition titles *Memoir of the Sun, Moon and Stars* and *Luard Road No. 20*

文化导赏团的行程环绕“年轻作家创作比赛”优胜作品《日月星传》及《卢押道20号》



SHKP Reading Club promotes the joy of reading

新阅会传送喜“阅”气氛

The SHKP Reading Club encourages people from all walks of life to enjoy reading with recent events like a talk by an author dubbed 'Wheelchair Angel' and a members' guided cultural tour of Wan Chai plus a wide range of initiatives to be kicked off this summer.

'Wheelchair Angel' Susan So's sharing

The Reading Club has authors come and speak from time to time, with the latest being 'Wheelchair Angel' Susan So. Susan had an accident when she was young that left her lower body paralyzed, but she has still volunteered for some 40 years despite her disability. This remarkable effort earned her a Hong Kong Humanity Award from Hong Kong Red Cross. She wrote her autobiography to share her life-influencing stories and positive thoughts. Recently, she spoke at the Reading Club's session to tell about her book and encourage people to love and care for those in need and live life to the full.

Finding the Stories of Wan Chai guided cultural tour

The Reading Club organized a guided cultural tour for members through Wan Chai, such as the areas around Sun Street, Moon Street and Star Street, Nam Koo Terrace at Ship Street, pre-war buildings along Luard Road, Queen's Road East, Blue House and the Pak Tai Temple. The guide recounted interesting stories about the history of Hong Kong and legends of Wan Chai, as well as listed related books for extended reading.

Summer activities preview

The Reading Club will stage a series of activities this summer. Results of the sixth Young Writers' Debut Competition co-organized by the Reading Club and Joint Publishing will be announced with the winning entries to be published for debut at the Hong Kong Book Fair, where the winning authors will meet book lovers at seminars. The Reading Club will promote happy reading at the book fair for another year. The 10th Read to Dream programme will again sponsor over 1,000 underprivileged children to different reading activities at the book fair.

新阅会通过多元化活动，将阅读的乐趣传送到社会上不同阶层。不久前举办的活动包括邀请了被誉为“轮椅上的天使”的作家出席分享会，以及为会员而设的湾仔文化导赏团。另外，一系列活动将于暑假展开。

“轮椅上的天使”苏金妹分享会

新阅会会不定期举办作家分享会，此前邀请了有“轮椅上的天使”之称的苏金妹出席。苏金妹少年时因意外导致下肢瘫痪，凭借斗志，击败身体的残障，担当义工达40多年，用生命影响生命，更获得香港红十字会颁发“香港人道年奖”。她近年出版自传，将乐观正面的精神传出去。苏金妹在分享会上除讲述自己的著作外，也勉励读者多帮助及关怀有需要的人，活出生命的美好。

“寻找湾仔的故事”文化导赏团

新阅会邀请文化导赏员带领会员走访湾仔的大街小巷，包括日、月、星街一带、船街南固台、卢押道战前唐楼、皇后大道东、蓝屋及北帝古庙等。导赏员通过有趣的故事，带领会员认识香港历史及湾仔都市传说，并且推荐与湾仔有关的好书，让参加者在活动完结后，可以走进阅读世界，加强对社区的认识。

夏日节目巡礼

缤纷的暑假即将来临，新阅会将带来一系列活动。新阅会与三联书店携手合办的第六届“年轻作家创作比赛”将公布得奖结果，优胜作品随即出版并在香港书展登场，新一批年轻作家将参与多个讲座与爱书人见面，不容错过。新阅会也将继续在书展推广愉快阅读，并在书展期间举办第10届“新地齐读好书”计划，赞助逾千名基层学童参与不同类型的阅读活动。



Susan So (left) and guest MC / Young Writers' Debut Competition winner Fontane Yiu (right) agree that even little things like a bowl of soup can melt someone's heart

苏金妹(左)与嘉宾主持兼“年轻作家创作比赛”优胜者之一姚枫盈(右)提到，很多生活上的小事已经可以助人，就如送上一碗热汤，也足以令人感到非常窝心



Group Executive Director Adam Kwok (front, fifth left) and Breakthrough General Secretary Joyce Man (front, fourth right) with 2017 Modern Apprenticeship Programme students, mentors and guests 集团执行董事郭基辉（前排左五）与突破总干事万乐人（前排右四）为“见造未來—师徒创路学堂2017”主持誓师礼，与学员、师傅和嘉宾共同合照留念

Caring for young and old 扶老携幼 关怀社区

The Group cares about the community and works with different organizations to help people in need. Recent initiatives included offering another year of the apprenticeship programme teaching life skills and job training under staff mentors to marginal graduates, giving gifted children from underprivileged families a fun, educational tour of International Commerce Centre and involving the elderly in festive activities.

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Modern Apprenticeship Programme nurtures young people for 15 years

The Modern Apprenticeship Programme entered its 15th anniversary with 26 young people learning a series of life planning activities and personal development ahead of 10-week internships at the Group's construction, property management and hotel subsidiaries and Noah's Ark with staff mentors leading them through different workplace challenges.

The Group has offered the Modern Apprenticeship Programme with Breakthrough since 2003 to give young people who underperformed in public exams social skills and personal development training as well as work experience so they can understand themselves better and have brighter futures. About 300 young people have participated in the programme over 15 years and some have ended up working in the Group.

SHKP-Science & Innovation Project for Gifted grooms school kids

The Group took students in its SHKP-Science & Innovation Project for Gifted to International Commerce Centre to take a look at the features and operations of Hong Kong's tallest skyscraper and how science, technology, engineering and

mathematics (STEM) applies to its construction and architecture.

The project is run by The Boys' & Girls' Clubs Association of Hong Kong with funding from the Sun Hung Kai Properties Hong Kong Cyclothon, offering two years of free STEM courses to 150 gifted Primary 3 to Form 2 students from low-income families to cultivate their potentials at STEM for critical thinking and creativity.

Building Homes with Heart Caring Initiative for the elderly

The Building Homes with Heart Caring Initiative shows concern for the elderly, especially at Chinese festivals. The programme distributed goodie bags with rice dumplings and essentials to about 3,000 singleton elderly and senior couples living in Kwun Tong and Kwai Tsing to spread cheer for the Tuen Ng Festival. The Group volunteers also visited singles elderly and senior couples living in Kwai Tsing, Kwun Tong, Sham Shui Po and Tseung Kwan O with goodie bags and dropped in to chat with them. Separately, the volunteers and mentally handicapped young people with special emotional needs made rice dumplings, making the festival more meaningful.



Children in the SHKP-Science & Innovation Project for Gifted at International Commerce Centre learning how STEM applies to architecture and construction 参与“新地资优科学创意发展计划”的资优儿童走进环球贸易广场，学习STEM在建筑工程上的实际应用

The Group additionally worked with the Social Welfare Department and community organizations to host Chinese New Year Poon Choi lunches for a seventh year, taking about 1,700 seniors from Tai Po and Southern District to Noah's Ark for lunch and treats to take home this year. Some of the guests put on a variety show, playing music, dancing and doing tai chi to liven up the festive event.



Secretary for Labour and Welfare Stephen Sui (standing front, fifth left) and Group Deputy Managing Director Mike Wong (standing front, fifth right) with over 100 Group volunteers welcome the seniors at the Chinese New Year Poon Choi luncheon
劳工及福利局局长萧伟强（前排站立左五）与集团副董事总经理黄植荣（前排站立右五）联同集团过百名义工招待长者享用新春盆菜宴

集团热心公益事务，与不同机构合作，为社会上有需要的人士提供帮助。今年继续为公开试成绩欠佳的青少年提供实习机会，集团员工更担任师傅，陪同他们学习工作知识及待人接物等技巧。集团日前安排了一批基层资优儿童参观环球贸易广场，让他们以有趣的方式学习，扩阔视野。此外，集团更为长者举办了各种节庆活动，与他们共度温暖的传统节日。

“‘见’造未来—师徒创路学堂”

扶助青少年15载

“‘见’造未来—师徒创路学堂”踏入15周年，今年共有26位青少年参与一系列生涯规划活动及个人成长训练课程。随后他们便会进入集团旗下的建筑公司、物业管理公司、酒店及挪亚方舟，展开为期10星期的工作实习。期间，集团员工更会担任师傅，陪伴他们面对职场种种挑战。

“师徒创路学堂”计划由集团赞助、突破机构合办，从2003年起为公开试成绩欠佳的青少年提供实习机会，配合人际及个人成长训练，让他们认识自我，探索人生方向，创造未来。在15年来，约有300名青少年曾经参与实习，部分学员在完成课程后，更留在集团工作。

“新地资优科学创意发展计划”

鼓励学童

集团日前邀请“新地资优科学创意发展计划”的学员参观环球贸易广场，让他们了解这幢全港最高摩天大楼的建筑特色及实

际运作情况，以及科学、科技、工程和数学（STEM）在建筑工程上的实际应用。

该计划由香港小童群益会主办，由“新鸿基地产香港单车节”所得善款支持。计划为期两年，为150名就读小三至中二的基层资优儿童，提供免费STEM课程，发掘他们在该范畴的潜能，从而提升思考能力和激发创意，为社会培育优秀人才。

“以心建家送暖行动”关怀长者

“以心建家送暖行动”继续在传统节日关怀长者。于端阳佳节前夕，集团为观塘及葵青共约3,000位独居及双老长者户，赠送盛载应节糍子及食粮的爱心福袋，让他们感受节日气氛。集团义工更探访居住葵青、观塘、深水埗及将军澳的独居或双老长者，与他们闲话家常，送上爱心福袋，分享节日喜悦。另外，集团义工与情绪上有特殊需要的智障青年一起包糍，实践伤健共融，倍添意义。

此前，集团连续第七年与社会福利署及地区社福机构合作，为长者举办新春盆菜宴。今年共招待来自大埔及南区约1,700位长者，在挪亚方舟享用盆菜，并送上丰富实用的爱心福袋。部份长者更参与综艺表演，弹奏乐器、跳舞及表演太极等，欢度佳节。



Group volunteers and mentally handicapped young people with special emotional needs make quinoa rice dumplings
集团义工与情绪上有特殊需要的智障青年亲手包制藜麦糍子，体会包糍的乐趣



Group volunteers revisit single seniors who previously received basic home decorations at Tuen Ng Festival
集团义工借着端午佳节，探访之前曾协助进行家居装修的独居长者，聚旧一番

Group announces interim results 集团公布中期业绩

The Group reported underlying profit attributable to the Company's shareholders for the six months ended 31 December 2016, excluding the effect of fair-value changes on investment properties, amounted to HK\$14,608 million. Underlying earnings per share were HK\$5.05. The directors declared an interim dividend payment of HK\$1.10 per share, an increase of 4.8% from the corresponding period last year.

Property development

Revenue from property sales for the period under review as recorded in financial statements, including revenue from joint-venture projects, was HK\$26,147 million. Profit generated from property sales was HK\$8,345 million. Contracted sales in Hong Kong were impressive, notably the first phase of Grand YOHO. For the 11 months ended 31 May 2017, the Hong Kong total contracted sales reached HK\$45,000 million in attributable terms, far ahead of the full year target of HK\$33,000 million; whereas in the mainland, it recorded an attributable contracted sales of over HK\$6,000 million, as compared to the full year target of HK\$7,000 million.

Property investment

Gross rental income, including contributions from joint-venture projects, rose 4% year-on-year to HK\$10,803 million and net rental income increased by 4% year-on-year to HK\$8,273 million during the period. This healthy performance was attributable to positive rental reversions and higher rents from new leases. Contributions from new investment properties, particularly those on the mainland, also helped drive rental income growth.

Positive outlook

The Group's business of property development for sale will continue to perform satisfactorily, supported by a strong project launch pipeline. The Group's land bank is sufficient to meet development needs for five years, as it plans to complete over 278,700 square metres (three million square feet) of residential floor area for sale per annum in Hong Kong over the next few years. Meanwhile, it is seeking opportunities for land acquisitions, particularly in Hong Kong, through various channels including the conversion of agricultural land. This will help the Group to sustain a high volume of residential production in the medium-to-long term and achieve continuous growth in its core business of property development for sale. In addition, several major investment projects in Hong Kong and on the mainland are expected to be completed over the next five to six years, representing approximately 35% of the Group's existing portfolio in terms of floor area, including the YOHO MALL extension, Harbour North, a premium shopping mall at MTR Nam Cheong Station, ITC in Shanghai Xujiahui and Nanjing IFC. These new developments are expected to significantly boost the Group's leading position in the market and overall rental income on completion.



Group Chairman & Managing Director Raymond Kwok (fourth right) announcing interim results with top management
集团主席兼董事总经理郭炳联(右四)联同管理团队公布中期业绩

集团公布截至2016年12月31日止六个月，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146.08亿港元；每股基础溢利为5.05港元。董事局宣布派发中期股息每股1.10港元，较上年同期增加4.8%。

地产发展

连同合作项目的收益，回顾期内财务报表录得的物业销售收益为261.47亿港元；来自物业销售的溢利达83.45亿港元。在本财政年度，香港合约销售表现理想，尤其是元朗Grand YOHO第一期。截至2017年5月31日止11个月，按所占权益计算，单单香港合约销售总额已达450亿港元，远超逾本年度目标330亿港元；内地方面，按所占权益计算，合约销售总额超过60亿港元，而本年度目标则为70亿港元。

投资物业

回顾期内，连同合作项目租金计算，总租金收入按年上升4%至108.03亿港元，净租金收入按年上升4%至港币82.73亿港元。租金收入表现稳健是由于续租和新租租金上升；新投资物业特别是内地项目带来的收益也有助带动租金收入增长。

对前景充满信心

在强劲的项目推售计划下，集团的物业销售业务将继续表现理想。集团拥有充足的发展中土地储备，足够未来五年发展；而在未来数年，每年在香港落成的可供出售住宅楼面将超过278,700平方米（300万平方呎）。集团也正物色增添土地的机会，特别是香港的地皮，并通过各种方式包括更改农地用途添置土地，此举有助集团在中长期维持住宅落成量在高水平，令物业销售这项核心业务持续增长。另外，集团在香港和内地多个主要的新投资物业预计在未来五至六年落成，以楼面面积计算，大概相当于集团现有投资物业组合的35%，包括YOHO MALL形点商场的扩展部分、北角汇、港铁南昌站的优质商场、上海徐家汇国贸中心及南京国金中心。有关项目落成后，将显著提高集团的市场领导地位和整体租金收入。

SUNeVision 2016/2017 third quarter results 新意网公布2016/2017第三季业绩



SUNeVision Holdings Ltd. reported HK\$410.4 million in profit attributable to owners of the company for the nine months ended 31 March 2017, an increase of 9% over the same period last year. Revenue for the period rose to HK\$847.2 million, due principally to higher revenue of the data centre operations. Gross profit for the period increased to HK\$517.6 million, with gross margin at 61%.

Construction of the new MEGA Plus flagship facility in Tseung Kwan O is moving into the final stage and is solidly on track for completion in the third quarter of 2017. It will be the first purpose-built, Tier-4 ready facility on land dedicated to data centre use. The facility was designed with an understanding of the latest customer needs and is being built for flexibility to meet varying levels of resilience and power density requirements. The transformation of the entire MEGA Two facility in Sha Tin is also in the final phase. Once completed, the whole building will be dedicated to a top-tier data centre. Additionally, there are continuous improvements to existing data centres and expanded sales and marketing resources underway to strengthen capacity to serve customers better.

新意网集团有限公司公布截至2017年3月31日止九个月的业绩，公司股东应占溢利为4.104亿港元，较去年同期上升9%。受惠于数据中心的营运收益增加，期内收益增至8.472亿港元。期内毛利上升至5.176亿港元，毛利率为61%。

将军澳全新旗舰设施MEGA Plus的工程进入最后阶段，按进度将在2017年第三季落成。项目为首个设于数据中心专属用地的准Tier 4数据中心，按照客户最新需要而设计，可灵活应付各客户就不同弹性程度及电力功率密度的要求。沙田MEGA Two的全面改造项目同样处于最后阶段，工程完成后，整幢大厦将成为顶尖数据中心。新意网也正提升现有数据中心，同时加强销售推广资源，以提高服务能力。

SmarTone's interim results 数码通公布中期业绩

SmarTone Telecommunications Holdings Limited announced its results for the six months ended 31 December 2016. During the period under review, total revenue decreased to HK\$5,372 million due to changes in market conditions. Service revenue was HK\$2,674 million, a decline of 4% over the same period last year. The decline in service revenue was due to customers continuing to migrate to SIM Only plans, weakness in the prepaid segment and the increasing use of OTT services affecting voice roaming revenues. Operating profit excluding the handset business was HK\$484 million. Net profit was HK\$393 million, representing a year-on-year decline of 2%. The Hong Kong customer numbers increased to two million during the period under review.

SmarTone will maintain focus on its core mobile communication business by targeting different market segments with tailored services and offerings, while actively exploring new income streams. SmarTone will continue to invest to strengthen its brand proposition, enhance the overall customer experience and extend its technology leadership.

数码通电讯集团有限公司公布截至2016年12月31日止六个月的业绩。回顾期内，受市场环境的变化影响，总收入下跌至53.72亿港元，当中服务收入为26.74亿港元，较去年同期下跌4%。服务收入下跌主要由于客户转用SIM Only月费计划的情况持续、预付收入疲弱及OTT互联网服务用量增加影响话音漫游收入。扣除手机业务后的经营溢利为4.84亿港元；净溢利为3.93亿港元，按年下跌2%。期内，香港客户人数增至200万。

数码通将维持专注发展核心流动通讯业务，积极开拓更多收入来源的同时，也会在市场上为不同的客户群提供切合所需的服务及计划。数码通也将继续投资，加强其品牌定位，进一步提升客户体验及继续拓展其技术上的领导地位。



Best Real Estate Company in Asia for the 11th time 集团第11度荣膺“亚洲最佳地产公司”



Group Corporate Planning & Strategic Investment (Corporate Planning) General Manager Brian Sum (right) receiving the awards from *FinanceAsia*
集团公司策划及策略投资部(公司策划)总经理沈康宁(右)领取《FinanceAsia》颁发的多个殊荣

The Asia's Best Companies poll 2017 conducted by *FinanceAsia* named the Group Best Real Estate Company in Asia for the 11th time. Top overall ratings additionally identified it as the Best Managed Company in Hong Kong (Ranked First), Most Committed to Corporate Governance in Hong Kong (Ranked First), Best Investor Relations in Hong Kong (Ranked First) and Best Corporate Social Responsibility in Hong Kong (Ranked First).

Leading magazine *FinanceAsia* conducts annual Asia's Best Companies polls; inviting investors and analysts to evaluate companies in the region on overall management, corporate governance, investor relations, corporate social responsibility and other attributes. The Group won a total of five titles in this year's poll, showing once again the high regard investors and analysts have for the Group's solid foundations and seasoned management team.

在《FinanceAsia》举办的“2017年亚洲最佳公司选举”中，集团凭借整体优秀表现，第11年荣膺“亚洲最佳地产公司”大奖，同时以高分数获得“香港最佳公司（排名第一）”、“香港最致力于企业管治（排名第一）”、“香港最佳投资者关系（排名第一）”及“香港最佳企业社会责任（排名第一）”殊荣。

权威财经杂志《FinanceAsia》每年均举办“亚洲最佳公司选举”，邀请投资者及分析员根据区内企业的整体管理、企业管治、与投资者关系及企业社会责任等方面，就企业表现进行评分。集团在本届选举中共获得五大奖项，足证实力雄厚，管理团队表现出色，深受投资界及分析员认同。

Group clinches Platinum Trusted Brand Award for the 12th consecutive year 集团连续12年荣获“信誉品牌白金奖”

The Group builds its trusted brand by giving customers premium developments and service. In the latest *Reader's Digest* Trusted Brands Asia survey, consumer votes have brought the Group and related business units two platinums and three golds.

Consumers once again rated Sun Hung Kai Properties the most trusted property developer in Hong Kong in the survey, giving it the top platinum honour for a 12th consecutive year. APM mall earned gold in the shopping mall category for a third year while Hong Yip and Kai Shing received golds for property management for a sixth straight year. Wilson Parking was presented with platinum in the car park category for a fifth year running.

集团致力发展优质物业，为客户带来卓越服务，优质品牌深受信赖。集团连同旗下多个业务项目在今天的《读者文摘》亚洲品牌调查中，继续获得消费者投下信心一票，合共获得两个白金奖及三个金奖。

在有关调查中，新鸿基地产再获消费者投选为香港地产发展商界别中最具信誉的优质品牌，连续12年荣获“信誉品牌白金奖”最高殊荣。集团旗下商场APM在商场界别连续第三年获颁金奖；两家物业管理公司康业及启胜连续六年获颁物业管理公司界别金奖；威信停车场则在停车场界别连续第五年勇夺白金奖。



Five honours for the Group and business units in the *Reader's Digest* Trusted Brands Asia survey
集团及旗下业务项目在《读者文摘》亚洲品牌调查中囊括五大奖项

The Group named a Caring Company for 15th straight year 集团连续第15年获“商界展关怀”嘉许

The Group leverages its resources and business influence as a responsible corporate citizen, and its various initiatives have been widely recognized. It was named a Caring Company for 15th year in a row by the Hong Kong Council of Social Service. The number of Group subsidiaries, shopping malls, office buildings, hotels or residential developments under management attaining the same honour rose to 87 this year. Of these, seven have had the designation for 15 straight years, and 61 have received the citation for five years or more. The growing numbers reflect concerted efforts across the Group to care for the underprivileged and build a better society.



Now 87 Caring Company business units within the Group
集团旗下获颁“商界展关怀”标志的项目增至87个

集团善用资源及网络，积极履行社会责任，屡获各界表扬。今年，集团连续第15年获香港社会服务联会颁发“商界展关怀”标志，连同获表扬的集团公司、商场、商厦、酒店及代管物业项目，获表扬的项目增加至87个。当中，更有七个项目同属连续第15年获表扬，另有61个项目获此标志连续五年或以上，反映集团上下一心，不断发挥关怀精神，扶助弱势，推动社区发展。

SHKP-Kwoks' Foundation offers scholarships for Xi'an Jiaotong University students 新地郭氏基金资助学生升读西安交通大学

The SHKP-Kwoks' Foundation has been cultivating talent by offering financial assistance to students with limited means to complete undergraduate studies since 2002. The Foundation helps mainland students in addition to locals, with scholarships at renowned mainland universities or subsidies for overseas study or exchange programmes to broaden horizons.

The Foundation recently set up a fund with Xi'an Jiaotong University for promising but financially disadvantaged students, with the intent that they focus on study without financial distractions. About 150 scholarships will be granted. The Foundation will also connect the recipients in a community service group to help the needy.

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。自2002年成立以来，除了资助本地学生外，也与多间内地著名学府合作设立奖助学金，同时资助内地学生往外地深造及交流，增广见闻。

基金此前与西安交通大学合作，设立奖助学金，资助家境贫困但品学兼优的学生入读该校，让他们可以放下财政压力，专心学习，名额约有150个。基金也计划联系受助学生设立同学会，鼓励他们积极关怀社区，帮助其他有需要的人士，回馈社会。



SHKP-Kwoks' Foundation Executive Director Amy Kwok (left) and Xi'an Jiaotong University Party Committee Deputy Secretary Gong Hui (right) at the scholarship fund signing ceremony
新地郭氏基金执行董事郭婉仪（左）及西安交通大学党委副书记宫辉（右）在奖助学金捐赠协议签约仪式上合照



From left: Sky100 General Manager Stella Wong, Sky100 Vice Chairman Josephine Lam, Sun Hung Kai Properties Hotel Division Chief Executive Officer Ricco de Blank, Sun Hung Kai Properties Executive Director and Sky100 Chairman Allen Fung, Marriott International Greater China Chief Executive Officer Stephen Ho, The Ritz-Carlton, Hong Kong General Manager Pierre Perusset, The Ritz-Carlton, Hong Kong Hotel Manager Matthias Terrettaz and The Ritz-Carlton, Hong Kong Executive Chef Peter Find at the Café 100 opening

左起：天际100总经理黄慧仪、天际100副主席林宝彤、新鸿基地产（酒店业务）行政总裁邓力高、新鸿基地产执行董事兼天际100主席冯玉麟、万豪国际集团大中华地区首席执行官何国祥、香港丽思卡尔顿酒店总经理庞柏贤、香港丽思卡尔顿酒店酒店经理戴万杰及香港丽思卡尔顿酒店行政总厨范秉达为Café 100主持开幕仪式

New sky-high dining experience at Café 100 Café 100带来全新高空餐饮体验

Café 100 by The Ritz-Carlton, Hong Kong, a joint partnership between Sky100 Hong Kong Observation Deck and The Ritz-Carlton, Hong Kong, is now open on the western side of the deck with some 40 seats. Visitors of Sky100 can savour a cultural fusion of foods and flavours created by the hotel's expert team while they take in sweeping sea views or captivating sunsets through the floor-to-ceiling windows to cap off the journey of Sky100.

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

由天际100香港观景台与香港丽思卡尔顿酒店携手开设的Café 100 by The Ritz-Carlton, Hong Kong现已开幕。Café 100坐落于观景台西面，提供40多个座位，让客人可尽览广阔平静的海景及日落时份的醉人景色。通过落地玻璃窗，客人可一边欣赏美景，一边享受酒店团队以世界各地特式食材炮制的美饕，令整个观景体验更加完满。

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，是香港著名旅游地标。

IFC Residence in Shanghai named the Best Luxurious Serviced Apartment of China 上海国金汇荣获“中国最佳奢华酒店式公寓”

The deluxe IFC Residence serviced suites in Shanghai was named the Best Luxurious Serviced Apartment of China at the 2017 Asia Hotel Forum Annual Meeting & 12th China Hotel Starlight Awards presentation ceremony. The honour recognizes IFC Residence's leading position in the market and flair for offering stylish living and exceptional customer service.

IFC Residence is part of the Shanghai IFC integrated complex in the heart of Little Lujiazui with extensive transport connections. The project also includes the up-scale Shanghai IFC Mall, grade-A Shanghai IFC offices and luxurious hotel The Ritz-Carlton Shanghai, Pudong. IFC Residence has about 300 fully furnished suites in various sizes and layouts offering panoramic views and extensive facilities and recreational amenities. Putting 'customers first' into practice, IFC Residence delivers professional, caring service to meet every need and create comfortable 'homes away from home', which is appreciated by high-spending, loyal guests.

集团位于上海的豪华服务式公寓国金汇，凭借品味高尚的居住环境及卓越的服务质量，在第十二届亚洲酒店论坛年会暨中国酒店星光奖颁奖典礼上，在竞争激烈的评选中脱颖而出，荣膺“中国最佳奢华酒店式公寓”奖项。

国金汇位于小陆家嘴核心地段，属于上海国金中心综合项目的一部分，坐拥高级购物热点上海国金中心商场、甲级办公大楼上海国金中心及豪华酒店上海浦东丽思卡尔顿酒店等周边设施，交通方便。国金汇提供约300个不同面积及间隔的服务式套房，装修豪华，景致开阔，设施及休闲配套一应俱全。国金汇秉持“以客为先”的服务精神，按照宾客的不同需要，提供专业贴心服务，让顾客享受到宾至如归的舒适与妥贴，屡获高消费人士好评，与宾客成功建立长远关系。



Sun Hung Kai Development (China) Deputy General Manager Rick Man (centre) and his IFC Residence team are thrilled with the award
新鸿基发展(中国)副总经理文志峰(中)与国金汇团队喜获嘉许

Luxurious Stay with Exquisite Dining



Sky Pool

The Royal Garden is located at the center of the business and shopping district of Tsimshatsui East – an area well served by Hong Kong's efficient public transport system. The hotel has 450 stylish guestrooms offering spectacular city and harbour views and have luxurious Frette bed sheets and Sealy mattresses. Worth noting is the Sky Club with its Mediterranean-style rooftop swimming pool and the hotel's impressive choice of Michelin Guide (Hong Kong & Macau) recommended restaurants and bar. Some of our restaurants are also recognized by Commanderie des Cordons Bleus de France. For enquiries and reservations, please call our reservations hotline:

(852) 2733 2828



Sky Side Harbour Room

Forbes
TRAVEL GUIDE
RECOMMENDED 2017



MICHELIN

Guide to Hong Kong & Macau

Inagiku Grande Japanese Restaurant
(Four Seasons Hotel)

Dong Lai Shun
(Beijing & Huaiyang Cuisine)

Le Soleil
(Vietnamese Cuisine)

Sabatini Ristorante Italiano



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