

## Group announces 2016/17 full year results with record-breaking contracted sales 集团公布2016/17全年业绩 合约销售总额再创新高



Group Chairman & Managing Director Raymond Kwok (fourth right) with top management at the results announcement

集团主席兼董事总经理郭炳联(右四)及管理团队公布年度业绩

The Group's underlying profit attributable to the company's shareholders for the year ended 30 June 2017, excluding the effect of fair-value changes on investment properties, amounted to HK\$25,965 million. Underlying earnings per share were HK\$8.97. The directors have recommended the payment of a final dividend of HK\$3 per share, which together with the interim dividend of HK\$1.10 per share, the dividend for the full year will be HK\$4.10 per share, an increase of 6.5% from last year.

### Property development

During the year under review, revenue from property sales as recorded in the financial statements, including revenue from joint-venture projects, amounted to HK\$38,629 million. Profit generated from property sales was HK\$11,917 million. The Group achieved record contracted sales of about HK\$52,400 million for the year in attributable terms.

### Property investment

The Group's rental business delivered a healthy performance. It continued to register rent increases for new leases and renewals, while contributions from new investment properties, primarily on the mainland, further boosted the solid rental income. Gross rental income, including contributions from joint-venture projects, rose 4% year-on-year to HK\$21,897 million, while net rental income increased by 4% year-on-year to HK\$17,142 million.

### Positive outlook

The Group will continue to strengthen its property development business. Over the next three years, the average annual residential space scheduled for completion in Hong Kong will be more than 278,700 square metres (three million square feet). The Group will continue to seek opportunities to acquire new sites with reasonable development margins, particularly in Hong Kong, through the conversion of agricultural land and public tenders. It will also continue to adopt a proactive approach to launch its projects.

New investment properties in Hong Kong and on the mainland will amount to an aggregate gross floor area of about 1.39 million square metres (15 million square feet) in attributable terms over the next five to six years, further elevating the Group's rental income upon completion. With anticipated high occupancy and positive rental reversions from its existing rental portfolio, the Group's rental income is expected to perform well in the coming year.

集团公布截至2017年6月30日止年度，在撇除投资物业公平值变动的影响后，可拨归公司股东基础溢利为259.65亿港元；每股基础溢利为8.97港元。董事局议决派发末期股息每股3港元，连同中期股息每股1.1港元，全年每股派息4.1港元，较上年增加6.5%。

### 地产发展

回顾年内，连同合作项目的收益，财务报表录得的物业销售收益为386.29亿港元，为集团带来119.17亿港元溢利。集团在年内录得破纪录的合约销售总额，按所占权益计算约达524亿港元。

### 投资物业

集团的租金收入表现稳健，新租及续租租金继续增长，加上以内地项目为主的新投资物业带来收益。连同合作项目租金计算，总租金收入按年上升4%至218.97亿港元，净租金收入按年上升4%至171.42亿港元。

### 对前景充满信心

集团将继续加强物业发展业务，预计在未来三年，集团在香港每年落成的住宅楼面平均超过278,700平方米（300万平方呎）。集团会继续积极更改农地用途及参与公开招标，在有合理回报的情况下物色增添土地的机会，特别是香港的地皮。一如以往，集团会采取积极的策略推售项目。

此外，集团于未来五、六年在香港和内地落成的新投资物业，按所占楼面面积计算，合共约139万平方米（1,500万平方呎），待这些物业落成后，集团的租金收入将进一步提升。预期凭着现有投资物业出租率高，以及续租租金上升的因素，来年的租金收入将表现不俗。

## SUNeVision announces 2016/17 full year results 新意网公布2016/17全年业绩

SUNeVision Holdings Ltd. achieved a satisfactory performance for the financial year ended 30 June 2017, with a profit attributable to owners of the company of HK\$629.8 million. Underlying profit attributable to owners of the company, excluding the effect of other gain and loss, was HK\$554.4 million; up 9% year on year. Revenue for the year rose 14% to HK\$1,141.8 million, largely due to increased revenue from the data centre operations. Gross profit rose 10% to HK\$704.1 million with gross margin for the year at 62%. Profit from operations for the year increased by 9% over last year to HK\$663 million.

Subsidiary iAdvantage's data centre business continued winning new contracts and renewing existing ones with healthy rental reversions during the year. It also continues working on various major expansion and enhancement projects. Construction of the MEGA Plus facility in Tseung Kwan O has completed with the compliance certificate issued. Fit-out work for the initial anchor customers commenced in August. The transformation of the entire MEGA Two facility in Sha Tin into a dedicated data centre building is in the final stage. The optimization of the MEGA-i facility to enhance power capacity and density as well as connectivity is underway and due for completion in 2018.

The surge of data usage driven by digitization and cloud computing has created different business opportunities for SUNeVision. Despite the potential increase in competition from new players, SUNeVision will continue to differentiate itself with superior infrastructure and service, as it continues investing facility upgrades to satisfy changing customer needs.

新意网集团有限公司在截至2017年6月30日止年度表现理想，公司股东应占溢利为6.298亿港元。撇除其他收益及亏损的影响，公司股东应占基础溢利按年增长9%至5.544亿港元。年内收益上升14%至11.418亿港元，增幅主要来自数据中心业务增长。毛利上升10%至7.041亿港元，毛利率为62%。年内营运溢利上升9%至6.63亿港元。

新意网旗下互联优势的数据中心业务于年内继续取得新合约，并与现有客户续约，续约租金稳健上升，同时继续进行多个主要扩展及提升项目。位于将军澳的MEGA Plus已建成，并取得满意纸，主要客户的装修工程亦已于八月展开。沙田MEGA Two整幢改造为专用数据中心的项目已进入最后阶段。MEGA-i现正进行优化工程，以提升电力功率容量和密度以及网络连接，预计于2018年完成。

受数码化和云端运算推动，数据使用量急速增长，为新意网创造了不同业务机遇。尽管业内新竞争对手可能增加，新意网将继续发挥优良基础建设及超卓服务的优势，不断投资于提升设施质素，以迎合顾客时刻转变的需要。

28

## SmarTone reports 2016/17 annual results 数码通公布2016/17全年业绩

SmarTone Telecommunications Holdings Limited reported results for the year ended 30 June 2017. Total revenue was HK\$8,715 million. Service revenue was HK\$5,160 million, a drop of 6% over the previous year, due to increased migration from handset-bundled plans to SIM Only plans, weakness in the pre-paid segment and a decline in voice roaming revenues. However, net of handset subsidy amortization, the underlying post-paid service revenue has shown resilience and remain unchanged from the prior year. Local mobile post-paid service revenue net of handset subsidy amortization has increased by 2%, reflecting the strength of the core local mobile business. Service operating profit was HK\$878 million. Profit attributable to equity holders of the company was HK\$672 million. The Hong Kong customer number increased by 4% to 2.06 million and mobile post-paid ARPU was HK\$285 during the year.

SmarTone will improve productivity throughout its business in the face of the challenging operating environment, while maintaining investments to deliver the best network experience. It will also accelerate the growth of new revenue sources such as the Information, Communications & Technology business, internet of things, artificial intelligence and machine-to-machine application. As part of its customer-centric strategy, SmarTone will continue to deepen its segmented offerings and invest in a number of new digital platforms and services that better suit customers' increasingly digital lifestyle.

数码通电讯集团有限公司公布截至2017年6月30日止年度的业绩。年内，总收入为87.15亿港元；服务收入为51.6亿港元，较去年下跌6%，是由于客户从手机月费计划转用SIM Only月费计划的情况增加、预付收入疲弱及语音漫游收入减少所致。然而，经扣除手机补贴摊销后，相关月费计划收入表现稳定，金额与去年相比维持不变。扣除手机补贴摊销后，本地流动服务月费计划收入增加2%，反映本地核心流动业务稳健。服务相关经营溢利为8.78亿港元；股东应占溢利为6.72亿港元。在回顾期内，香港客户人数上升4%至206万，流动服务月费计划ARPU为285港元。

尽管经营环境充满挑战，数码通将提升生产力，同时继续投资，以缔造最佳的网络体验。数码通亦致力加快新收入来源的增长，例如信息及通讯科技业务、物联网、人工智能及机器对机器的应用。秉承着以客为本的业务策略，数码通将会继续加强迎合不同客户需求的服务计划，投资发展多项崭新数码平台及服务，以进一步配合客户日趋数码化的生活方式。

## Hong Kong land bank update 香港土地储备最新动态

The Group continually tops up its Hong Kong land bank, with residential sites in Tuen Mun and Shap Sz Heung being the latest additions through land use conversion.

The Group completed the land use conversion with premium paid for Tuen Mun Town Lot No. 483 in May. The site of about 213,000 square metres (2.3 million square feet) in gross floor area will be developed as a residential project with mainly small- to medium-sized units plus a shopping centre. The project is conveniently located with about a five-minute drive from MTR Siu Hong Station.

Meanwhile, the premium for converting various agricultural lots in Shap Sz Heung into residential use was settled at a reasonable level. The site boasts a gross floor area of nearly 446,000 square metres (4.8 million square feet). Nestled in a picturesque suburb, it will be developed as a large residential cluster in phases. The project will entail substantial additional infrastructure expenditure, with an estimated development period of over eight years.

The Group will continue to make active efforts to convert its existing agricultural lands of over 2.6 million square metres (28 million square feet) in terms of site area, which are in various stages of land use conversion, into buildable lands.

集团继续补充在香港的土地储备，最近通过补地价形式，将屯门及十四乡多幅农地转作住宅用途。

于五月期间，集团就更改屯门市地段第483号的用途完成补地价。地皮总楼面面积约213,000平方米（230万平方呎），将发展为一个以中小型单位为主的住宅项目，并设有零售部分。项目交通方便，距离港铁兆康站约五分钟车程。

另外，集团已就十四乡多幅农地更改为住宅用途补地价，补地价金额合理。地盘总楼面面积接近446,000平方米（480万平方呎），位处环境优美的市郊，将分期发展为大型住宅项目。集团须投入大量额外基建开支，发展年期预计为八年以上。

集团将继续积极将持有的农地更改为可发展的楼面。按地盘面积计算，集团现时持有的农地超过260万平方米（2,800万平方呎），正处于更改土地用途的不同阶段。

## YATA Supermarket debuts in Tseung Kwan O 一田超市进驻将军澳

YATA Limited, the Group's subsidiary which operates department stores and supermarkets, celebrated the opening of its ninth store in late July. The new supermarket is popular in the Tseung Kwan O neighbourhood, with both traffic and sales beating expectations.

YATA Supermarket (Tseung Kwan O) in East Point City covers over 2,973 square metres (32,000 square feet), making it the largest YATA Supermarket. The new shop has a cozy home design with Japanese decorations and Kumamoto Prefecture Sales Manager KUMAMON here and there during the grand opening promotion period, introducing customers to a new Japanese-style supermarket. Over 60% of the stock is imported from Japan, with other premium products from around the world. The store features three bars – for Japanese sake, olive oil and fresh fruit refreshments – where customers can eat and drink plus five popular dessert counters. There is also a brand new sustainable seafood zone for more choices and conservation.

Construction work of new YATA supermarkets at Yuen Long YOHO MALL and Kwai Fong Metroplaza is going well, with expected openings in this October for Yuen Long and the first quarter next year in Kwai Fong.

集团旗下经营百货公司和超级市场的一田有限公司，于七月底开设第九间分店。新开幕的超级市场位于将军澳，深受区内居民欢迎，到访人次及营业额均较预期为高。

一田超市（将军澳）位于东港城商场，占地逾2,973平方米（32,000平方呎），属于一田超市中最大的一家。新店以自然、舒适、温暖的家为设计主题，配合东瀛风格的室内设计，加上在新开张期间熊本县营业部长KUMAMON在场内各个地方出现，为顾客带来日式超市购物新体验。店内逾六成货品由日本进口，亦有来自世界各地的优质食材。新店特别设有三个超市Bar及五大人气甜点专柜；三个超市Bar分别为日本清酒



YATA CEO Susanna Wong (fourth left) with KUMAMON and guests at the YATA Supermarket (Tseung Kwan O) opening ceremony

一田百货行政总裁黄思丽（左四）联合KUMAMON与众嘉宾主持一田超市（将军澳）的开幕仪式

Bar、油醋Bar及以新鲜水果为食材的即制轻食Bar，顾客可现场在Bar品尝美酒小食。新店更首度设置可持续海鲜专区，不但为顾客提供更多选择，亦为生态保育出一份力。

另外，一田位于元朗YOHO MALL及葵芳新都会广场的全新超级市场的工程进度理想，预期分别可于今年十月及明年第一季投入服务。



## Hong Yip and Kai Shing receive more recognition for saving energy 康业及启胜环保节能表现出色 再获殊荣

The Group's property management subsidiaries Hong Yip and Kai Shing won an impressive 16 awards in the Energy Saving Championship run by the Environment Bureau and Electrical and Mechanical Services Department. Aria, ICC and Landmark North seized the top Hanson Grand Awards in the residential, office and shopping mall categories.

Other winners included Imperial Cullinan, Valais, Lime Stardom, Sun Tuen Mun Centre; Grand Central Plaza; New Town Plaza III, Metroplaza and Metropolis Plaza. Hong Yip and Kai Shing also took Hanson Supportive Group Awards for residential estates, offices and shopping malls, showing the judges' appreciation of their energy saving efforts.

集团旗下物业管理公司康业及启胜，在环境局及机电工程署举办的“慳神大比拼”中，合共获得16个奖项。峻弦、环球贸易广场及上水广场分别在住宅、办公室大楼及商场组别中获取最高殊荣的“至尊慳神大奖”。

其他得奖项目包括珑玺、天峦、形品·星寓、新屯门中心；新城市中央广场；新城市广场三期、新都会广场及新都广场。另外，康业及启胜在住宅、办公室大楼及商场组别更获颁“踊跃支持团体慳神奖”，足证集团旗下物业在节约能源方面表现优异，深得评审团认同。



Sixteen Energy Saving Championship awards for Hong Yip and Kai Shing  
康业及启胜在“慳神大比拼”中勇夺16个奖项

## SHKP-Kwoks' Foundation helps disadvantaged youth in higher studies 新地郭氏基金助清贫少年升学

The SHKP-Kwoks' Foundation helps develop talent by offering financial assistance to promising students with limited means to extend study. It recently sent a delegation to visit high school students in one of the mainland's poor areas to encourage them to work hard. Meanwhile, a delegation from Southwest University visited the Foundation office on a courtesy call.

The Foundation set up a fund at Southwest University in 2007 to support bright students with limited financial means to complete their four-year degrees. About 1,500 grants have been conferred to date and some recipients have embarked on careers since graduation. A delegation led by the university President visited the Foundation Executive Director Amy Kwok to express their heartfelt thanks for the support over the years.

The Foundation also extended assistance to high school students in the mainland's poor western region. Group Independent Non-Executive Director Norman Leung and Foundation representatives visited Lintao Middle School scholarship recipients in Dingxi, Gansu and encouraged them to work hard for the college entrance exams. The delegation also visited rural families in Lintao and Ningyuan where the Foundation sponsored a project to pipe in water. The project helps 10 farming villages in the area, bringing clean drinking water to over 1,000 families.

新地郭氏基金致力培育人才，为优秀的清贫学生提供经济援助，让他们得以继续升学。此前，基金代表团到访内地贫困地区的高中生，勉励他们努力学习；而西南大学的代表团亦到访基金，表达谢意。

基金自2007年起，于西南大学设立“新鸿基地产郭氏基金西南大学助学金”，让品学兼优但家境清贫的学生可以专心学习，完成四年大学本科教育。受助学生至今约1,500人次，部分毕业同学已考获理想工作，回馈社会。不久前，大学校长率领代表团来港，与基金执行董事郭婉仪见面，感谢基金多年来的支持。

基金亦资助国内西部贫困地区高中生的学习。集团独立非执行董事梁乃鹏连同基金代表到访甘肃省定西市，与临洮中学奖学金的受助学生见面，勉励他们专心准备高考。一行人亦探访临洮县及宁远镇，获基金援建饮用水入户工程的受惠家庭。有关工程已先后为当地10个农村，超过1,000户家庭带来清洁的饮用水。



SHKP-Kwoks' Foundation Executive Director Amy Kwok (centre) with Southwest University President Zhang Weiguo (fourth right)  
新地郭氏基金执行董事郭婉仪(中)与西南大学校长张卫国(右四)合照留念



Group Independent Non-Executive Director Norman Leung (front, centre) and SHKP-Kwoks' Foundation representatives with scholarship recipients at Lintao Middle School  
集团独立非执行董事梁乃鹏(前排中)及新地郭氏基金代表到访临洮中学与受助学生会面