

Group announces full year results and new high in contracted sales

集團公布全年業績 合約銷售總額破紀錄



Group Chairman & Managing Director Raymond Kwok (fourth right) with top management at the results announcement
集團主席兼董事總經理郭炳聯(右四)聯同管理團隊公布年度業績

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

Property development

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

Property investment

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

Positive outlook

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

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

集團公布截至2016年6月30日止年度，在撇除投資物業公平值變動的影響後，可撥歸公司股東基礎溢利為241.7億港元；每股基礎盈利為8.37港元。董事局議決派發末期股息每股2.8港元，連同中期股息每股1.05港元，全年每股派息3.85港元，較上年增加14.9%。

地產發展

連同合作項目的收益，回顧年內財務報表錄得的物業銷售收益為433.56億港元，為集團帶來117.01億港元溢利。在年內，合約銷售總額創下新高，按所佔權益計算約達407億港元；而自2016年7月至今，合約銷售總額約達250億港元。

投資物業

集團的租金收入在年內穩定增長，連同合作項目租金計算，總租金收入按年上升7%至210.36億港元，淨租金收入亦按年上升7%至164.81億港元。租金收入表現穩健是由於香港和內地物業的續租租金持續上升，以及新投資物業帶來的收益。

對前景充滿信心

集團的土地儲備足以應付五年以上的發展需要；而在未來三個財政年度，集團每年落成的香港住宅總樓面面積將超過300萬平方呎，以中小型單位為主。一如以往，新項目會在準備就緒後開售。集團亦會繼續物色購買土地的機會，長遠保持物業落成量在高水平。

集團將繼續提高投資物業組合的競爭力，除了提升物業資產質素外，亦會調整行業及租戶組合以加強集團的優質品牌。在未來一、兩年間，隨著新投資物業落成，總租金收入將進一步加強。

SUNeVision reports 2015/16 full year results 新意網公布2015/16全年業績

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

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

新意網集團有限公司在截至2016年6月30日止的年度表現理想，公司股東應佔溢利為5.49億港元；撇除投資物業公平值變動的影響，公司股東應佔基礎溢利為5.1億港元，按年增加3%。主要受惠於旗下數據中心業務的增長，年內收益為9.99億港元，較上個財政年度上升9%。年內毛利上升至6.384億港元，毛利率為64%。本財政年度營運溢利增加至6.085億港元。

新意網旗下互聯優勢在年內繼續進行多個主要擴展及提升項目，以鞏固其作為香港中立數據中心服務主要營運者的市場地位。將軍澳全新旗艦設施MEGA Plus的興建工程已進入最後階段，將如期於2017年落成。該項目設於將軍澳地區唯一的數據中心專屬用地，且不受分租限制。改造整幢沙田MEGA Two為專用數據中心的項目正進入最後階段；旗艦數據中心MEGA的升級及擴大容量計劃於年內展開。此外，互聯優勢亦繼續強化各數據中心之間直接的光纖網絡連接。

32

SmarTone delivers 2015/16 annual results 數碼通公布2015/16全年業績



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

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

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

數碼通電訊集團有限公司公布截至2016年6月30日止年度的業績。年內，總收入為183.56億港元。服務收入較去年減少2%，主要由於客戶從手機月費計劃轉用SIM-only月費計劃的情況持續，以及漫遊及預付收入下跌。儘管如此，由於相關本地月費計劃業務持續增長，經扣除手機補貼攤銷後的服務收入保持平穩，維持於47.95億港元。服務相關EBIT增加18%至10.14億港元，反映核心服務業務的利潤率上升4%；淨溢利為7.97億港元。年內，香港客戶人數由196萬略增至197萬。

數碼通繼續投資於頻譜、技術與專業知識。為提升網絡容量及客戶體驗，公司將繼續採用多頻載波聚合技術，以及其他LTE-Advanced Pro功能，而且已就推出主要準5G技術制定時間表。更重要的是，數碼通已與設備供應商制定為期五年的發展計劃，增加網絡容量，致力為客戶提供更快、更一致的超卓網絡體驗。另外，數碼通於年內推出了多項新產品及服務，市場反應理想，未來亦會繼續提供與別不同的體驗及創新的產品和服務，以滿足客戶需要。

ICC Light and Music Show presents *Imaginary Journey* 「ICC聲光耀維港」上演夢幻之旅

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

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

「ICC聲光耀維港」現正上演最新一季燈光匯演：夢幻之旅。在ICC幕牆上，觀眾可與故事中的小女孩一起探索海洋世界，漫遊天際，渡過一個奇妙且充滿愛的晚上。另外，「ICC聲光耀維港」將於12月下旬，帶來聖誕燈光動畫及除夕倒數環節，與市民及遊客普天同慶，開心迎接佳節。

「ICC聲光耀維港」每晚演出兩場，分別於7時45分及9時正上演，遊人可於中環國際金融中心商場三樓及四樓公眾露天平台欣賞，亦可下載同名的智能手機應用程式，於維港沿岸聲光同步觀賞。



More praise for property management energy-saving efforts 物業管理團隊再獲環保節能嘉許

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

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

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

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

集團的物業管理團隊致力參與環保節能工作，表現優秀，屢獲業界嘉許。早前，啟勝、Mikiki及天巒在中電舉辦的「環保節能機構」嘉許計劃中，在超過6,000份申請中勝出。

啟勝積極引入節能措施，多年來在該嘉許計劃中獲得多個大獎，現時更獲頒「五周年特別大獎—持續節能大獎」。啟勝不但將環保理念應用於規劃、設計及日常管理上，更重視綠色採購，鼓勵綠色供應鏈。團隊勇於嚐試創新節能措施，甚至會改良硬件機組以提升能源效益，從上而下帶動公司的環保節能文化。

Mikiki商場憑著員工主動提出節能建議，在「節能星探大獎」組別獲銀獎。團隊留意到停車場溫度較高，令人感到悶熱，經多番研究後，發揮創意，透過收集商場冷氣系統的冷凝水，再配合通風系統，自製成冷風裝置，在節能原則下，成功將停車場降溫。

位於上水的天巒將環保理念應用於管理服務，積極向住戶推廣節能訊息，在「物業管理—住宅」組別獲銀獎。團隊於會所天台及花園安裝太陽能光伏板及儲電系統來提供照明；亦鼓勵住戶投入綠色生活，舉辦天台自耕種植工作坊、廚餘回收再造肥料等不同活動，更免費為住戶更換節能照明系統。



Innovation won Mikiki a silver Energy Saving Inspector Award
Mikiki團隊發揮環保創意，獲「節能星探大獎」組別銀獎



The Valais team with silver in the Property Management – Residential sector for adopting green ideas in operations and conveying green messages to residents
天巒團隊將環保理念應用於日常管理，並積極向住戶推廣節能訊息，獲「物業管理—住宅」組別銀獎

The Group named a Top 10 Company 集團榮登十大最受歡迎僱主



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

集團特設「新地集團員工子女本科獎學金」，資助基層員工子女修讀大學全日制學士學位課程

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

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

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

集團於jobsDB舉辦的《2016年十大企業調查報告》中，憑藉超卓的企業聲譽、良好的就業前景及優越的整體員工待遇，榮膺最受求職者歡迎的十大企業之一。調查範圍遍及亞洲多個地區，有近44,000人參與。

集團重視人才，致力為員工創造理想的工作環境，與他們建立長遠關係。集團除提供具競爭力的薪酬和福利之外，更貼心關懷員工，例如為有需要餵哺母乳的員工提供「友善空間」；資助有經濟需要的員工子女升讀大學或到海外交流。此外，集團為員工打造健康和友善的工作環境，包括資助他們參與「新地公益垂直跑」及「新鴻基地產香港單車節」等慈善體育活動。除了安排不同種類的興趣班及工作坊，讓員工舒展身心之外，集團亦提供圖書室及多類型網上學習資源，鼓勵員工不斷學習及發展，其他培訓支援包括開設專業範疇的相關課程，以及建立「新地優質學堂」，邀請不同領域的專才分享知識，擴闊員工的思維和視野。

34

Hong Yip and Kai Shing receive accolades in Quality Property & Facility Management Award 康業及啟勝獲頒「優質物業設施管理大獎」多個殊榮

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

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

集團的發展項目管理完善，為客戶帶來舒適安全的居住及工作環境，深受業界認同。在香港物業管理公司協會及香港測量師學會聯合主辦，兩年一度的「優質物業設施管理大獎」中，集團共有11個項目獲獎，當中包括兩個大獎，再次證明康業及啟勝服務專業全面，表現出色。



Kai Shing receives honours in the Quality Property & Facility Management Award for professional service
啟勝團隊服務專業，在「優質物業設施管理大獎」中獲取佳績

譽·港灣及禮頓山在中型住宅物業管理組別獲頒大獎。住宅項目峻弦、譽都及天巒，購物中心APM及WTC More以及商業大廈新都會廣場獲卓越獎。新世紀廣場辦公大樓、新世紀廣場及新城市商業大廈則獲發優異獎狀。