

Group announces 2016/17 full year results with record-breaking contracted sales 集團公布2016/17全年業績 合約銷售總額再創新高



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 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 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 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.

集團公布截至2017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259.65億港元；每股基礎溢利為8.97港元。董事局議決派發末期股息每股3港元，連同中期股息每股1.1港元，全年每股派息4.1港元，較上年增加6.5%。

地產發展

回顧年內，連同合作項目的收益，財務報表錄得的物業銷售收益為386.29億港元，為集團帶來119.17億港元溢利。集團在年內錄得破紀錄的合約銷售總額，按所佔權益計算約達524億港元。

投資物業

集團的租金收入表現穩健，新租及續租租金繼續增長，加上以內地項目為主的新投資物業帶來收益。連同合作項目租金計算，總租金收入按年上升4%至218.97億港元，淨租金收入按年上升4%至171.42億港元。

對前景充滿信心

集團將繼續加強物業發展業務，預計在未來三年，集團在香港每年落成的住宅樓面平均超過300萬平方呎。集團會繼續積極更改農地用途及參與公開招標，在有合理回報的情況下物色增添土地的機會，特別是香港的地皮。一如以往，集團會採取積極的策略推售項目。

此外，集團於未來五、六年在香港和內地落成的新投資物業，按所佔樓面面積計算，合共約1,500萬平方呎，待這些物業落成後，集團的租金收入將進一步提升。預期憑著現有投資物業出租率高，以及續租租金上升的因素，來年的租金收入將表現不俗。

SUNeVision announces 2016/17 full year results 新意網公布2016/17全年業績

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.

新意網集團有限公司在截至2017年6月30日止年度表現理想，公司股東應佔溢利為6.298億港元。撇除其他收益及虧損的影響，公司股東應佔基礎溢利按年增長9%至5.544億港元。年內收益上升14%至11.418億港元，增幅主要來自數據中心業務增長。毛利上升10%至7.041億港元，毛利率為62%。年內營運溢利上升9%至6.63億港元。

新意網旗下互聯優勢的數據中心業務於年內繼續取得新合約，並與現有客戶續約，續約租金穩健上升，同時繼續進行多個主要擴展及提升項目。位於將軍澳的MEGA Plus已建成，並取得滿意紙，主要客戶的裝修工程亦已於八月展開。沙田MEGA Two整幢改造為專用數據中心的項目已進入最後階段。MEGA-i現正進行優化工程，以提升電力功率容量和密度以及網絡連接，預計於2018年完成。

受數碼化和雲端運算推動，數據使用量急速增長，為新意網創造了不同業務機遇。儘管業內新競爭對手可能增加，新意網將繼續發揮優良基礎建設及超卓服務的優勢，不斷投資於提升設施質素，以迎合顧客時刻轉變的需要。

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SmarTone reports 2016/17 annual results 數碼通公布2016/17全年業績

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.

數碼通電訊集團有限公司公布截至2017年6月30日止年度的業績。年內，總收入為87.15億港元；服務收入為51.6億港元，較去年下跌6%，是由於客戶從手機月費計劃轉用SIM Only月費計劃的情況增加、預付收入疲弱及話音漫遊收入減少所致。然而，經扣除手機補貼攤銷後，相關月費計劃收入表現穩定，金額與去年相比維持不變。扣除手機補貼攤銷後，本地流動服務月費計劃收入增加2%，反映本地核心流動業務穩健。服務相關經營溢利為8.78億港元；股東應佔溢利為6.72億港元。在回顧期內，香港客戶人數上升4%至206萬，流動服務月費計劃ARPU為285港元。

儘管經營環境充滿挑戰，數碼通將提升生產力，同時繼續投資，以締造最佳的網絡體驗。數碼通亦致力加快新收入來源的增長，例如資訊及通訊科技業務、物聯網、人工智能及機器對機器的應用。秉承著以客為本的業務策略，數碼通將會繼續加強迎合不同客戶需求的服務計劃，投資發展多項嶄新數碼平台及服務，以進一步配合客戶日趨數碼化的生活方式。

Hong Kong land bank update 香港土地儲備最新動態

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 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 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 28 million square feet in terms of site area, which are in various stages of land use conversion, into buildable lands.

集團繼續補充在香港的土地儲備，最近透過補地價形式，將屯門及十四鄉多幅農地轉作住宅用途。

於五月期間，集團就更改屯門市地段第483號的用途完成補地價。地皮總樓面面積約230萬平方呎，將發展為一個以中小型單位為主的住宅項目，並設有零售部分。項目交通方便，距離港鐵兆康站約五分鐘車程。

另外，集團已就十四鄉多幅農地更改為住宅用途補地價，補地價金額合理。地盤總樓面面積接近480萬平方呎，位處環境優美的市郊，將分期發展為大型住宅項目。集團須投入大量額外基建開支，發展年期預計為八年以上。

集團將繼續積極將持有的農地更改為可發展的樓面。按地盤面積計算，集團現時持有的農地超過2,800萬平方呎，正處於更改土地用途的不同階段。

YATA Supermarket debuts in Tseung Kwan O 一田超市進駐將軍澳

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 32,000 square feet, making it the largest YATA Supermarket. The new shop has a cozy home design with Japanese decorations and Kumamon, 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.

集團旗下經營百貨公司和超級市場的一田有限公司，於七月底開設第九間分店。新開幕的超級市場位於將軍澳，深受區內居民歡迎，到訪人次及營業額均較預期為高。

一田超市（將軍澳）位於東港城商場，佔地逾32,000平方呎，屬於一田超市中最大的一間。新店以自然、舒適、溫暖的家為設計主題，配合東瀛風格的室內設計，加上在新張期間熊本縣營業部長KUMAMON在場內不同地方出現，為顧客帶來日式超市購物新體驗。店內逾六成貨品由日本進口，亦有來自世界各地的優質食材。新店特別設有三個超市Bar及五大人氣甜點專櫃；三個超市Bar分別為日本清酒Bar、油醋Bar及以新



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

一田百貨行政總裁黃思麗（左四）連同KUMAMON與一眾嘉賓主持一田超市（將軍澳）的開幕儀式

鮮水果為食材的即製輕食Bar，顧客可即場在Bar品嚐美酒小食。新店更首度設置可持續海鮮專區，不但為顧客提供更多選擇，亦為生態保育出一分力。

另外，一田位於元朗YOHO MALL及葵芳新都會廣場的全新超級市場的工程進度理想，預期分別可於今年十月及明年第一季投入服務。

Hong Yip and Kai Shing receive more recognition for saving energy

康業及啟勝環保節能表現出色 再獲殊榮

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.

集團旗下物業管理公司康業及啟勝，在環境局及機電工程署舉辦的「慳神大比拼」中，合共獲得16個獎項。當中峻弦、環球貿易廣場及上水廣場分別在住宅、辦公室大樓及商場組別中獲取最高殊榮的「至尊慳神大獎」。

其他得獎項目包括瓏壘、天巒、形品•星寓、新屯門中心；新城市中央廣場；新城市廣場三期、新都會廣場及新都廣場。另外，康業及啟勝在住宅、辦公室大樓及商場組別更獲頒「踴躍支持團體慳神獎」，足證集團旗下物業在節約能源方面表現優異，深得評審團認同。



Sixteen Energy Saving Championship awards for Hong Yip and Kai Shing
康業及啟勝在「慳神大比拼」中勇奪16個獎項

SHKP-Kwoks' Foundation helps disadvantaged youth in higher studies

新地郭氏基金助清貧少年升學

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，為優秀的清貧學生提供經濟援助，讓他們得以繼續升學。早前，基金代表團到訪內地貧困地區的高中生，勉勵他們努力學習；而西南大學的代表團亦到訪基金，表達謝意。

基金自2007年起，於西南大學設立「新鴻基地產郭氏基金西南大學助學金」，讓品學兼優但家境清貧的學生可以專心學習，完成四年大學教育。受助學生至今已約1,500人次，部分畢業同學已考獲理想工作，回饋社會。早前，大學校長率領代表團來港，與基金執行董事郭婉儀見面，感謝基金多年來的支持。

基金亦有資助國內西部貧困地區高中生的學習。集團獨立非執行董事梁乃鵬連同基金代表到訪甘肅省定西市，與臨洮中學獎助學金的受助學生見面，勉勵他們專心準備高考。一行人亦探訪臨洮縣及寧遠鎮，獲基金援建飲用水入戶工程的受惠家庭。有關工程已先後為當地10個農村，超過1,000戶家庭帶來清潔的飲用水。



SHKP-Kwoks' Foundation Executive Director Amy Kwok (centre) with Southwest University President Zhang Weiguo (fourth right)

新地郭氏基金執行董事郭婉儀(中)與西南大學校長張衛國(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

集團獨立非執行董事梁乃鵬(前排中)及新地郭氏基金代表到訪臨洮中學與受助學生會面