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Cullinan West Development above two rail lines at MTR Nam Cheong Station 港鐵南昌站大型項目 匯璽擁雙鐵優勢



The image was taken on 23 January 2017
相片於2017年1月23日拍攝

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

本相片並非於發展項目實景拍攝，亦並非說明發展項目最後完成之外觀。該相片經電腦修飾處理，以展示發展項目大約之周圍環境、建築物及設施，僅供參考。該等周圍環境、建築物及設施亦可能不時改變。



Cullinan West Development above two rail lines at MTR Nam Cheong Station 港鐵南昌站大型項目 匯璽擁雙鐵優勢

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

本文章內載列的相片、圖像、繪圖或素描顯示的純屬畫家對該發展地盤之想像感覺。有關圖片並非按照比例繪畫或 / 及可能經過電腦圖像修飾處理。準買家如欲了解本發展項目的詳情，發展商建議買方到該發展地盤作實地考察，以獲取對該發展地盤以及其周圍地區的公共設施及環境較佳的了解。



以心建家 Building Homes with Heart

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Editor's Note 編者按 :

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

本刊旨在為投資者提供集團業務的最新資訊，維持企業高透明度及良好的企業管治。本刊內容涵蓋集團業務的不同範疇，相關資料陳述並非用作宣傳推廣。

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相片於2017年1月23日拍攝，並經電腦修飾處理，僅供參考。

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

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

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

Heart of the city's rail network

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

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

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

Setting local style

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



The image was taken on 28 October 2016
相片於2016年10月28日拍攝

Finer touches in life

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

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

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

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

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

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

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

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

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

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

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

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



The image was taken on 11 December 2016
相片於2016年12月11日拍攝

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

本頁相片於發展項目期數附近實景拍攝，並非說明發展項目期數最後完成之外觀及其景觀。該等相片經電腦修飾處理，以展示發展項目期數大約之周圍環境、建築物及設施，僅供參考。該等周圍環境、建築物及設施亦可能不時改變。詳情請參閱售樓說明書。



The image was taken on 24 January 2017 at Nam Cheong Park
相片於2017年1月24日於南昌公園拍攝

港鐵南昌站大型項目 匯璽擁雙鐵優勢

集團於2011年投得港鐵西鐵綫南昌站上蓋合作發展項目，包括匯璽發展項目的住宅部分及商場，規模龐大，為西南九龍¹區內大型私人發展項目，坐擁遼闊海景²，配合玻璃幕牆設計，預期將成為區內地標。

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The image was taken at MTR Nam Cheong Station
on 23 January 2017
相片於2017年1月23日於港鐵南昌站拍攝



The image was taken at West Kowloon Cultural
District on 29 July 2016
相片於2016年7月29日於西九文化區拍攝

項目第2A期住宅發展項目「匯璽」預計可於年底前完成上蓋工程，總住宅樓面面積約838,500平方呎，由兩座高座住宅大樓及五座低密度住宅大樓組成，提供1,050個單位，包括開放式至四房單位，針對不同住戶需要。項目採雙會所設計³，分兩期發展，會所連公用花園及遊樂地方總面積超過180,000平方呎。首個會所名為Club Brio³。匯璽採用橫排式設計，讓單位享有開揚景觀²，部分單位更面向海景²。預計匯璽的關鍵日期為2018年11月30日⁴。

都會鐵路核心

項目座落港鐵南昌站上蓋，是東涌綫及西鐵綫的唯一交匯站，來往市內其他商業區十分便捷，前往港鐵香港站只需約9分鐘⁵，約6分鐘便可達港鐵九龍站⁵。項目對經常來往內地及世界各地的專業人士來說亦非常方便：從港鐵南昌站前往香港國際機場只需約28分鐘⁶；興建中的廣深港高速鐵路香港段總站將會經由行人天橋及隧道連接港鐵柯士甸站及港鐵九龍站⁶，而從港鐵南昌站前往港鐵柯士甸站亦只需約4分鐘⁵，迅速連接全國高鐵網絡，直達內地十六個主要城市⁶。其他交通配套包括鄰近的巴士總站。政府會落實興建中九龍幹綫，通車後，繁忙時間來往西九龍與九龍灣的車程由30分鐘減為5分鐘⁷。

集團副董事總經理雷霆稱：「項目位於都會核心，規模及定位均屬區內罕有。住宅部分設全天候通道直駁港鐵南昌站，同時善用海景優勢²，提供優質居住環境。」

區內時尚指標

港鐵南昌站項目設有商場，讓匯璽住戶享有輕鬆便捷的都市生活。商場預計2018年底開業⁸，總樓面面積約298,000平方呎⁹，將匯聚多元化的商舖、餐飲及消閒選擇，為區內帶來嶄新消費品味。項目位置方便，直駁港鐵南昌站出口，將成為區內時尚指標。集團過往在港鐵沿綫發展多個零售物業作投資，包括港鐵香港站國際金融中心商場、沙田新城市廣場等，都為該區增添活力。

品味休閒生活

西南九龍¹的文娛康樂規劃別具特色，區內將有佔地約40公頃的西九文化區，包括M+博物館、戲曲中心及M+展亭等一個個創意空間正在誕生¹⁰。項目附近亦有不少公共綠化空間，其中南昌公園環境清幽，擁有全港最大公園草坪之一，更是春季賞花好去處¹¹，園內康樂設施照顧不同年齡人士需要。

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

² 所述景觀發展項目期數單位所處層數、座向及周邊建築物及環境影響，並非適用於所有單位，且發展項目期數周邊建築物及環境會不時改變。賣方對景觀及周邊環境並不作出任何不論明示或隱含之要約、陳述、承諾或保證。

³ 會所/康樂設施於發展項目期數住宅物業入伙時未必即時啟用。部分設施及/或服務以政府部門之審批同意或許可為準。宣傳物品中出現的宣傳名稱，將不會在住宅物業的臨時買賣合約、正式買賣合約、轉讓契或任何其他業權契據中顯示。

⁴ 盡賣方所知的发展項目期數之預計關鍵日期：2018年11月30日（「關鍵日期」指批地文件的條件就期數而獲符合的日期。預計關鍵日期是受到買賣合約所允許的任何延期所規限的。）

⁵ 由港鐵南昌站至其他港鐵車站之預計乘車時間。資料來源：香港鐵路有限公司網站(www.mtr.com.hk)。相關資料僅供參考，並受實際交通情況限制。

⁶ 資料來源：香港鐵路有限公司廣深港高速鐵路（香港段）網站 (www.expressraillink.hk)

⁷ 資料來源：二零一七年施政報告 (www.policyaddress.gov.hk/2017)

⁸ 資料來源：新鴻基地產發展有限公司，《二〇一五至一六年年報》，頁49。

⁹ 資料來源：新鴻基地產發展有限公司，《二〇一五至一六年年報》，頁33。

¹⁰ 西九文化區之資料來源：西九文化區 (www.westkowloon.hk)。

¹¹ 資料來源：康樂及文化事務署網站 (www.lcsd.gov.hk)

Name of the Phase of the Development: Phase 2A ("the Phase") of Cullinan West Development (Tower 1 (1A & 1B), Tower 2 (2A & 2B), Diamond Sky Mansion, Luna Sky Mansion, Star Sky Mansion, Sun Sky Mansion and Ocean Sky Mansion of the residential development in the Phase is called "Cullinan West")

District: South West Kowloon

Name of the street and the street number of the Phase: No. 28 Sham Mong Road

The website address designated by the Vendor for the Phase:

www.cullinanwest.com.hk

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

Vendor: Nam Cheong Property Development Limited (as "Owner"), Joynield Limited (as "Person so engaged") (Notes: "Owner" means the legal or beneficial owner of the Phase. "Person so engaged" means the person who is engaged by the Owner to co-ordinate and supervise the process of designing, planning, constructing, fitting out, completing and marketing the Phase.) Holding company of the Vendor (Owner): West Rail Property Development Limited Holding companies of the Vendor (Person so engaged): Leola Holdings Limited, Wisdom Mount Limited, Data Giant Limited, Sun Hung Kai Properties Limited Authorized Person of the Phase: Chan Wan Ming The firm or corporation of which the Authorized Person of the Phase is a proprietor, director or employee in his or her professional capacity: P&T Architects & Engineers Limited Building Contractor of the Phase: Sanfield Building Contractors Limited The firm of solicitors acting for the Owner in relation to the sale of residential properties in the Phase: Deacons, Slaughter and May, Mayer Brown JSM, Woo Kwan Lee & Lo, Wong & Poon Authorized institution that has made a loan, or has undertaken to provide finance, for the construction of the Phase: The Hongkong and Shanghai Banking Corporation Limited Any other person who has made a loan for the construction of the Phase: Sun Hung Kai Properties Holding Investment Limited The estimated material date for the Phase to the best of the Vendor's knowledge: 30 November 2018. The estimated material date is subject to any extension of time that is permitted under the Agreement for Sale and Purchase. As at the date of production of this advertisement/promotional material, the sales brochure of the Phase of the Development is not yet available. This advertisement is published by the Person so engaged with the consent of the Owner. Date of Printing: 3 March 2017

發展項目期數名稱: 匯璽發展項目的第 2A 期 (「期數」)

(期數中住宅發展項目的第1座(1A及1B)、第2座(2A及2B)、天鑽匯、月鑽匯、星鑽匯、日鑽匯及海鑽匯稱為「匯璽」)

區域: 西南九龍 期數的街道名稱及門牌號數: 深旺道 28 號

賣方就期數指定的互聯網網站的網址: www.cullinanwest.com.hk

本廣告/宣傳資料內載列的相片、圖像、繪圖或素描顯示純屬畫家對有關發展項目之想像。有關相片、圖像、繪圖或素描並非按照比例繪畫及/或可能經過電腦修飾處理。準買家如欲了解發展項目的詳情，請參閱售樓說明書。賣方亦建議準買家到有關發展地盤作實地考察，以對該發展地盤、其周邊地區環境及附近的公共設施有較佳了解。

賣方: 南昌物業發展有限公司 (作為「擁有人」、仲益有限公司 (作為「如此聘用的人」) (備註: 「擁有人」指期數的法律上的擁有人或實益擁有人。「如此聘用的人」指擁有人聘用以統籌和監管期數的設計、規劃、建造、裝置、完成及銷售的過程的人士。) 賣方(擁有人)的控股公司: 西鐵物業發展有限公司 賣方(如此聘用的人)的控股公司: Leola Holdings Limited、Wisdom Mount Limited、Data Giant Limited、新鴻

基地產發展有限公司 期數的認可人士: 陳顯明 期數的認可人士以其專業身份擔任經營人、董事或僱員的商號或法團: 巴馬丹拿建築及工程師有限公司 期數的承建商: 新輝建築有限公司 就期

數中的住宅物業的出售而代表擁有入行事的律師事務所: 的近律師行、司力達律師樓、孖士打律師行、胡關李羅律師行、王潘律師行 已為期數的建造提供貸款或已承諾為該項建造提供融資的認可機構: 香

港上海滙豐銀行有限公司 已為期數的建造提供貸款的任何其他人: Sun Hung Kai Properties Holding Investment Limited 盡賣方所知的期數的預計關鍵日期: 2018 年 11 月 30 日。預計關鍵日期是受到

買賣合約所允許的任何延期所規限的。 截至本廣告/宣傳資料的製作日期為止，本發展項目期數的售樓說明書尚未發布。 本廣告由如此聘用的人在擁有人的同意下發布。 印製日期: 2017年3月3日



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

元朗Grand YOHO Development第二期Grand YOHO銷售中

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

Heart of YOHO metropolis¹

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

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

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

Premium homes with easy transport and full lifestyle facilities

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

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

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

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



The photograph/image shown in this advertisement is created by computerized imaging techniques based upon a photograph taken from the vicinity of the Phase of the Development on 28 December 2016 but processed and integrated with the creation and imagination of the developer or the artist. Such photograph/image does not mean to show the appearance of or the view from the Phase of the Development when completed and has been edited and processed with computerized imaging techniques. The installations, finishing materials, facilities, decorations, plants, landscape and other objects and the view shown in the said photograph/image are for reference only and may not appear in the Phase of the Development or its vicinity. They do not and shall not constitute any offer, undertaking, representation or warranty whatsoever, whether expressed or implied, on the part of the vendor in respect of the Phase of the Development. Any bridge(s) or footbridge(s) facilities shown in the photograph/image is/are only simulation and is/are not taken from the Phase of the Development, but is/are the imagination of the designer and has/have been simulated and processed with computerized imaging technique and is for reference only. They do not and shall not constitute any offer, undertaking, representation or warranty whatsoever, whether expressed or implied, on the part of the vendor. Such bridge(s) or footbridge(s), facilities when completed may be different from that/those shown on this photograph/image and it/they may not be immediately available for use when the residential units in the Phase is ready for occupation.

本廣告中之相片／圖像乃依據一幅於2016年12月28日在本發展項目期數附近拍攝之照片經電腦修飾技術，並與發展商或畫家之創作和想像合成和處理的圖像，亦並非說明本發展項目期數最後完成後之外觀或其景觀。該些相片／圖像經電腦修飾處理，相片／圖像內的裝置、裝修物料、設備、裝飾物、植物、園景及其他物件等及其展示之景觀不一定會在發展項目期數或其附近範圍出現，僅供參考，且不構成任何賣方就本發展項目期數不論明示或隱含之要約、承諾、陳述或保證。相片／圖像如展示任何天橋設施只為模擬效果，並非現場實景拍攝，屬設計師之想像，由電腦模擬及處理影像，僅供參考，不可作準，並不構成賣方任何明示或隱含之要約、陳述、承諾或保證。落成後之詳情亦可能與本相片／圖像所述者不同。所有天橋設施於期數住宅物業入伙時未必能即時使用。

集團現正在元朗分期發展Grand YOHO Development，繼第一期售出全數單位近98%，第二期剛於一月中推出市場。截至2月28日，已售出第二期所有已推售單位逾97%。

YOHO都會圈¹核心

Grand YOHO Development與鄰近的YOHO Town、YOHO Midtown、新元朗中心及/或形點商場形成交通方便兼配套完善的YOHO都會圈，而該項目更位處關鍵位置，連繫整個YOHO系列的發展範圍。

Grand YOHO Development共分三期發展，由九座住宅大樓組成，共提供約2,500個住宅單位。第二期由三座住宅大樓組成，共提供826個住宅單位，間隔實用，以兩房及三房為主，兩者合共佔所有分層單位約八成，另設有一房及四房單位可供選擇。標準單位實用面積由413至1,188平方呎，另設有頂層特色單位及複式單位，以配合不同買家的需要。

居住環境優越 交通、配套完善

Grand YOHO Development的私人會所²屬於YOHO系列中面積最大，會所連戶外園林面積逾170,000平方呎，提供約50項多元化設施，戶外休憩空間廣闊，動靜皆宜。

發展項目位處優越地段，連接毗鄰西鐵綫元朗站³。住客亦可搭乘穿梭電梯，直達位於基座的交通總匯，預計將有多條巴士及跨境巴士路線⁴提供，方便住客前往港九新界各區及內地。

發展項目與佔地約110萬平方呎的大型商場形點¹相連，住客可透過獨立電梯大堂或行人天橋前往。商場雲集環球美食、潮流時裝、全港最大IMAX電影院及生活百貨等，並設有戶外餐飲長廊及戶外綠化空間，為住客帶來都會生活。

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

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

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

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

¹ 本文中展示或提及的YOHO都會圈或其相關範圍包含及乃指Grand YOHO Development，及鄰近建築 YOHO Town、YOHO Midtown、新元朗中心及/或YOHO MALL形點 (YOHO MALL 形點即 YOHO Midtown 之 YOHO MALL I 形點、新元朗中心之YOHO MALL II 形點II及Grand YOHO Development第一期Grand YOHO 之YOHO MALL I EXTENSION 形點伸延部分)，並非全部位於發展項目範圍內。

² 會所及/或康樂設施內的設施及落成日期以屋宇署、地政總署及/或其他相關政府部門之最終批核為準。會所/康樂設施於本發展項目期數住宅物業入伙時未必能即時啓用。再者，部份會所設施屬於或位於發展項目其他期數，於該期數並未落成及準備妥當前不可使用。部份設施及/或服務的使用或操作可能受制於有關部門發出之同意書或許可證或需額外付款。

³ 港鐵接駁點及出入設施於本發展項目期數住宅物業入伙時未必能即時使用。

⁴ 跨境巴士服務由第三者提供，服務條件及條款、收費、營運時間及服務期限由第三者決定。

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

District: Yuen Long

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

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

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

Vendor: City Success Limited

Holding companies of the vendor: Sunrise Holdings Inc., Ximston Finance S.A., Sun Hung Kai Properties Limited

Authorized person of the Phase of the Development: Ng Tze Kwan

Firm or corporation of which the authorized person of the Phase of the Development is a proprietor, director or employee in his professional capacity: Sun Hung Kai Architects and Engineers Limited

Building contractor of the Phase of the Development: Sanfield Engineering Construction Limited

The firm of solicitors acting for the owner in relation to the sale of residential properties in the Phase of the Development: Winston Chu & Co., Mayer Brown JSM, Wong & Poon

Authorized institution that has made a loan, or has undertaken to provide finance for the construction of the Phase of the Development: The Hongkong and Shanghai Banking Corporation Limited (to be provided before commencement of sales)

Any other person who had made a loan for the construction of the Phase of the Development: Sun Hung Kai Properties Holding Investment Limited

The estimated material date for the Phase of the Development as provided by the authorized person of the Phase of the Development to the best of the vendor's knowledge: 30th June, 2017 ("Material date" means the date on which the conditions of the land grant are complied with in respect of the Phase of the Development. The estimated material date is subject to any extension of time that is permitted under the agreement for sale and purchase.)

Prospective purchaser is advised to refer to the sales brochure for any information on the Phase of the Development.

This advertisement is published by the vendor or by another person with the consent of the vendor.

Date of Printing: 3 March, 2017

發展項目期數名稱：Grand YOHO Development（「發展項目」）的第二期（「期數」）（期數中住宅發展項目的第三、五及八座（不設第四座，及第一、二、六、七、九及十座不在本期數）稱為「Grand YOHO」）

區域：元朗

本發展項目期數的街道名稱及門牌號數：朗日路9號

賣方就本發展項目期數指定的互聯網網站的網址：www.grandyoho.com.hk/p2

本廣告/宣傳資料內載列的相片、圖像、繪圖或素描顯示純屬畫家對有關發展項目之想像。有關相片、圖像、繪圖或素描並非按照比例繪畫及/或可能經過電腦修飾處理。準買家如欲了解發展項目的詳情，請參閱售樓說明書。賣方亦建議準買家到有關發展地盤作實地考察，以對該發展地盤、其周邊地區環境及附近的公共設施有較佳了解。

賣方：兆盛有限公司

賣方之控股公司：Sunrise Holdings Inc., Ximston Finance S.A.、新鴻基地產發展有限公司

本發展項目期數的認可人士：吳梓坤

本發展項目期數的認可人士以其專業身份擔任經營人、董事或僱員的商號或法團：新鴻基建築設計有限公司

本發展項目期數的承建商：新輝城建工程有限公司

就本發展項目期數中的住宅物業的出售而代表擁有入行事務的律師事務所：徐嘉慎律師事務所、孖士打律師行、王潘律師行

已為本發展項目期數的建造提供貸款或已承諾為該項建造提供融資的認可機構：香港上海滙豐銀行有限公司（於開售前提供）

已為本發展項目期數的建造提供貸款的任何其他人：Sun Hung Kai Properties Holding Investment Limited 盡賣方所知，由本發展項目期數的認可人士提供的本發展項目期數之預計關鍵日期：2017年6月30日（「關鍵日期」指批地文件的條件就本發展項目期數而獲符合的日期。預計關鍵日期是受到買賣合約所允許的任何延期所限制的。）

賣方建議準買方參閱有關售樓說明書，以了解本發展項目期數的資料。

本廣告由賣方發布或在賣方的同意下由另一人發布。

印製日期：2017年3月3日



Spectacular views of the sea and airport traffic from the sky clubhouse lounge and adjoining patio⁴
天際會所餐飲區連接戶外平台，可享海景及飛機升降景色⁴

10

Century Link set to become a landmark in Tung Chung 東環勢成東涌時尚地標

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

Designed to maximize space

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

Sky clubhouse with spectacular views and modern gym

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

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

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

Caring property management service

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



Boxing ring in the gym with classes on public holidays⁵
健身室設有拳擊擂台，假日更有拳擊健身班⁵

集團位於東涌的東環發展項目第一期已經落成，業主亦已陸續收樓。項目不論單位設計、配套以至物業管理服務都經過悉心安排，為住客帶來優質居住環境，勢將成為區內時尚地標。

設計細心 空間實用

項目外立面加入玻璃幕牆，設計時尚，為區內罕見。住宅單位經過精心設計，務求提升空間實用度。大部分單位大門後特別設計成凹凸位置，配上入牆櫃，善用空間。開放式廚房銻盆同樣經過特別設計，可將水龍頭收納在銻盆內，並蓋上特製板面，擴大工作枱面。

天際會所可享美景 健身設施新穎

東環發展項目擁有約190,000平方呎的會所¹及戶外園林，會所分佈於第二及第六座基座以及第二座頂層。住客可安坐天際會所，一邊欣賞廣闊海景及飛機升降景色²，一邊享受美酒佳餚；相連的戶外平台設有燒烤場及小型按摩池，適合與友共聚。

面積約4,800平方呎的健身室24小時開放，提供多項近年深受歡迎的運動設施，包括拳擊擂台，假日甚至有駐場教練開辦拳擊健身班。健身單車配套新穎，提供虛擬單車比賽場景訓練，更可即時連接互聯網，挑戰世界各地高手。動感單車組合則連接大電視，讓住客可以互相競技。場內設置多用途健身機，集跑步、踏步、太空漫步及單車於一身。跑步機亦設有上落斜坡功能，增添運動樂。另外，屋苑設有兩個戶外游泳池、一個室內游泳池、兩個按摩池、蒸氣室及桑拿室等。

貼心物業管理服務

東環發展項目的物業管理服務體貼，照顧工作繁忙的住客需要，提供健康餸菜包及無味精湯水訂購以及送餐服務³。住客更可透過手機應用程式，隨時隨地預訂美食、會所設施以至家居清潔及維修服務，並在手機付款平台繳款，完成預訂程序，方便快捷。

¹ The facilities and the date of completion of the clubhouse and/or the various recreational facilities are subject to the final approval by the Buildings Department, Lands Department and/or other relevant government authorities. Uses and opening hours of the clubhouse facilities are subject to the restrictions set out in the relevant stipulations of legislation, land grants and deed of mutual covenant, clubhouse rules as well as actual site constraints. The clubhouse / recreational facilities may not be available for immediate use at the time of handover of the residential properties in the Development. The use or operation of some of the facilities and/or services may be subject to consent or permit issued by the relevant government authorities and may be subject to additional charges. Catering services will be provided upon obtaining the relevant operating licences.

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

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

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

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

¹ 會所及/或康樂設施內的設施及落成日期以屋宇署、地政總署及/或其他相關政府部門之最終批核為準。會所不同設施之開放時間及使用受相關法律、批地文件、公契條款、會所使用守則及現場環境狀況限制。會所/康樂設施於發展項目住宅物業入伙時未必能即時啟用。部分設施及/或服務的使用或操作可能受制於政府有關部門發出之同意書或許可證或須額外付款。餐飲服務須待取得有關牌照後方可提供。

² 上述圖為發展項目不同部分之不同景觀的大概描述，並不代表所有單位享有相關景觀。景觀受單位所處層數、座向及周邊建築物及環境影響，並非適用於所有單位，且發展項目周邊建築物、設施及環境會不時改變，賣方對景觀不作任何不論明示或隱含之陳述或保證。

³ 管理服務及其他上述服務將由發展項目的管理人或其他合約聘用的第三者公司所提供。管理人或合約聘用的第三者公司可自行決定就其管理服務或其他上述服務之收費、使用條款、營運時間及服務期限，惟須受公契、合約或其他相關法律文件所訂立的條款規限。餐飲服務須待取得有關牌照後方可提供。

⁴ 以上圖片於2016年11月11日拍攝於發展項目會所，並經電腦修飾處理，僅供參考。

⁵ 以上圖片於2016年11月15日拍攝於發展項目會所，並經電腦修飾處理，僅供參考。

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

District: Tung Chung Town Centre Area

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

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

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

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

發展項目期數名稱：東環發展項目（「發展項目」）的第一期（「期數」）（期數中住宅發展項目的第3A及3B座、第5A及5B座、第6A及6B座、1號住宅大樓、2號住宅大樓及3號住宅大樓稱為「東環」）

區域：東涌市中心地區

本發展項目期數的街道名稱及門牌號數：迎康街6號

賣方就本發展項目期數指定的互聯網網站的網址：www.centurylink.com.hk

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賣方：利南企業有限公司

賣方之控股公司：Ordens Limited、Data Giant Limited、新鴻基地產發展有限公司

本發展項目期數的認可人士：鄧國華

本發展項目期數的認可人士以其專業身份擔任經營人、董事或僱員的商號法團：王董建築師事務所有限公司

本發展項目期數的承建商：新輝城建工程有限公司

就本發展項目期數中的住宅物業的出售而代表擁有人人事的律師事務所：胡關李羅律師行、徐嘉慎律師事務所、孖士打律師行、薛馮鄺岑律師行

已為本發展項目期數的建造提供貸款或已承諾為該項建造提供融資的認可機構：香港上海匯豐銀行有限公司（有關承諾已經取消）

已為本發展項目期數的建造提供貸款的任何其他人：Sun Hung Kai Properties Holding Investment Limited

賣方建議準買方參閱有關售樓說明書，以了解本發展項目期數的資料。

本廣告由賣方發布或在賣方的同意下發布。

印製日期：2017年3月3日

Festive malls crowded with shoppers

集團商場節日氣氛濃厚 吸引購物人潮

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



Fantasy Christmas

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

Countdown parties

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



Welcoming the Year of the Rooster

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



Vcity



APM



PopWalk
天晉



East Point City
東港城



在剛過去的聖誕節、除夕和農曆新年期間，集團旗下商場以不同主題作佈置，舉辦多元化推廣活動，為市民及遊客帶來精采的購物、消閒體驗，吸引大量遊人光臨，人流暢旺，部分商場的人流更錄得顯著升幅。

繽紛聖誕

在普天同慶的聖誕節，APM邀請英國「升級再造達人」Robert Bradford與本地資深舞台設計師Benfi Sum合作，塑造大型聖誕小熊裝置。大埔超級城以卡通人物柏靈頓寶寶熊作裝置主題，上海國金中心商場則為內地首次帶來迪士尼Tsum Tsum家族裝置，場景活潑可愛，期間限定店及獨家精品更為粉絲帶來驚喜。

除夕狂歡

在除夕夜，多間商場安排了重量級免費倒數活動，邀請紅星勁歌熱舞，場內人頭湧湧，氣氛熱鬧。東港城邀請到天王黎明及多位人氣偶像；新城市廣場有鄭欣宜、太極樂隊及RubberBand，並有Russian Bar Trio表演高難度空中特技；WTC More特別請來韓國紅星高庚杓、韓國人氣Hip Hop女團Purple及吳業坤等；形點則有大熱組合草蜢、C AllStar及Dear Jane。



齊賀雞年

農曆新年期間，各商場舉辦不同活動，與遊人賀新春。國際金融中心商場邀請編織設計師黃玉婷合作，以針織品打造巨型醒獅、桃花及新春賀年全盒賀歲。V City特設年宵市集，方便顧客選購年貨，並舉辦歌唱比賽及醒獅表演等節目。環貿IAPM邀請米蘭著名家品設計師Ryan Frank製作以公雞啼鳴為主題的藝術裝置，喜慶祥和。北京APM以LED燈光構造出雀舞桃林的美景，遊人更將新年願望掛上桃花樹許願。於去年開業的天晉滙及IGC分別以醒獅表演迎接首個新春，寓意生意興隆，一本萬利。





The Arch Suites to make its appearance at Chengdu ICC 成都環貿廣場住宅項目天峻正式亮相

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



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

Boutique residences

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

Cosmopolitan lifestyle above the metro and a mall

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

The Arch Suites with easy transport and comprehensive facilities above the Chengdu metro station and retail space
天峻位於成都地鐵站及零售樓面上，交通方便，生活配套齊備



The Arch Suites boutique residences
天峻以精品住宅作定位

集團佔40%權益的成都環貿廣場，為大型綜合發展項目，總樓面面積達1,400萬平方呎，匯聚高級住宅、優質寫字樓、零售樓面及五星級酒店。項目毗鄰二環路東段，位於成都地鐵東大路站上蓋，地理條件優越。

項目約一半樓面面積規劃作住宅發展。天曜交樓備受好評；而凱旋門·成都於去年中開售，單位迅即售罄，錄得合約銷售總額達人民幣八億元。市場焦點現正集中在成都環貿廣場最新優質住宅項目：天峻。

精品住宅概念

天峻以精品住宅作定位，使整個成都環貿廣場的住宅產品更多元化，全面照顧不同居住需要的買家。天峻的總樓面面積約100萬平方呎，由兩座高樓組成，提供合共1,132個住宅單位，標準單位面積由約550至1,350平方呎，間隔多元化，提供開放式設計

至兩房單位；另設高層四房連家庭廳或天際平台特色單位，面積由約2,000至2,700平方呎。示範單位即將開放，首批住宅單位將於不日推出市場。

地鐵商場上蓋的都會生活

天峻座落於130萬平方呎的零售樓面之上，為住客帶來購物、餐飲及消閒便利。項目作為成都地鐵東大路站上蓋物業，住客可乘搭成都地鐵二號線前往市內各主要區域，待在建中的八號線通車後，更可在轉乘，盡享配套完善的都會生活。



Premium living environment at The Arch Suites
天峻居住環境優越

Winnie Tse 謝文娟

SHKP Club Managing Director
新地會董事總經理



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

謝文娟：開創雙向溝通橋樑 推廣優質品牌

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

Listen closely for true feelings and needs

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

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

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

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

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



Rising demand led to more sophisticated initiatives featuring professional, interactive elements and parent-child participation
為提高服務質素及吸引力，新地會近年在物業相關活動及服務中加入專業性、互動和親子等元素，以迎合客戶對於服務不斷提升的要求

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

Spreading the Loving Home spirit through Group connections

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

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

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

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

Constructive communication

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

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



Winnie is keen on meeting Club members
謝文娟珍視每次跟會員溝通的機會

Teamwork delivers the best

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

Home as motivation

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

集團於1996年成立的新地會，至今會員人數已逾370,000人，是香港首個及規模最大的地產發展商客戶專會，為集團與顧客溝通的重要橋樑，透過「以家為本」的服務，致力與會員建立長遠關係。從最初為會員提供置業相關資訊，到今天服務擴展至推廣愛家精神及更多元化的服務——新地會董事總經理謝文娟強調，「雙向溝通，服務顧客」是新地會的創會宗旨。「溝通是了解會員的所想所求的重要元素，『尋真』、『尋根』和『貼地』、『貼心』就是關鍵。」

尋真、尋根 — 細心了解顧客需要

經過20年，新地會不僅在人數上不斷增長，眾會員亦共同成長，進入人生不同階段。要掌握顧客需要，溝通愈趨重要。謝文娟坦言，了解顧客的意見，要細心聆聽，善用不同溝通渠道，方能掌握客戶的真正想法。新地會除早年開設電話熱線、進行問卷調查，以及安排「意見大使」等傳統方式收集意見外，近年隨著社交媒體普及，更開設面書專頁，緊貼市場脈

搏：「要深入了解客人的真正需要，一顆熱切的心尤其重要，用心聆聽，無論任何的意見，不論讚賞或批評，我們都非常珍視，以此自我精進，將意見轉化成改善及開創新穎服務的機會。」

「集團堅持『以客為先』，十分重視與顧客的溝通，不論是否新地業主，都是公司的寶貴資產，所以管理層早在1996年創立新地會，透過提供適切的服務，將市民和新地連繫起來。」除早期提供睇樓活動、置業優惠、相關資訊及家居服務外，隨著會員對於服務要求的提升，「我們加入專業性、互動和親子等不同元素」。「港人愛到日式百貨及商場消費，我們就以『一田現金禮券』及『新地商場贈券』等作為會員買家購買新地物業的大抽獎禮品；在近期的元朗大型項目睇樓活動中，加入盆景製作坊，讓會員在參觀項目之餘，更可由專家教授親手製作盆景，佈置家居；在何文田地標性項目舉辦首個生日派對，與會員一起慶祝20週年外，同時讓他們親身體驗集團物業項目的優越質素。」

透過新地龐大網絡

傳播「愛家精神」至社區

新地會自十週年發起愛家大行動，透過新地的屋苑和商場等龐大網絡，傳揚愛家理念，貫徹集團「以心建家」的宗旨。從調查中發現，會員認為「家」是極為重要，故除提供置業資訊和服務外，新地會更於2006年進入一個新里程，開始舉辦不同的愛家活動，在社會宣揚愛家精神，凝聚會員之餘，亦豐富了集團的品牌形象和內涵價值。

每一年，新地會都會以不同主題舉辦愛家系列活動，與市民共建有質素的愛家文化，包括「愛家·愛笑」、「珍惜·愛家人」及「愛家·愛支持」等，吸引更多大眾參與，藉此掀起珍惜愛家人的風氣。謝文娟表示新地會每年推出愛家故事徵集比賽，邀請大眾參與，參加者由兩歲到83歲，以愛凝聚不同年齡的人士。在每次愛家故事徵集活動頒獎禮中，她都會被現場得獎者的分享感動，及得到新啟發：「當得獎者在台上分享自己的故事，台下家人支持，這份互相扶持的力量，讓人感受到港人家庭充滿愛與溫馨。」

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

對於每一次的溝通我們都非常珍視，
以此自我精進，將意見轉化成改善及
開創新穎服務的機會。

”





Annual writing competitions attract heartwarming stories from entrants aged two to 83
新地會每年均舉辦愛家故事徵集比賽，參加者由兩歲到83歲，作品情感真摯，感動人心

為吸引更多年輕人的參與，新地會於2011年推出「珍惜·愛家人」面書專頁，加強在網絡上推廣愛家精神，粉絲人數已增至85,000。謝文娟補充，新地會透過創造「親親支持家」的漫畫家庭成員，以輕鬆的手法，宣揚不同的愛家生活貼士。「我們除利用網絡平台分享外，更在新地的商場舉辦巡迴展覽，而截至2016年，錄得300萬人次參與。」

貼地、貼心 — 建立與時並進的溝通渠道

「與時並進」是集團的企業文化，集團管理層鼓勵員工要有「貼地」的工作態度。謝文娟亦深信實地考察、分享知識、集思廣益的力量，所以常常鼓勵同事「腦震盪」（brainstorming）講出自己的看法及建議：「不同背景的同事之間多交流，在構思活動時才能更『貼地』，更有效針對會員的需要，提供更貼心的服務。」

網絡交流平台日趨普及，方便溝通。「不少意見都很有啟發性，我們更會從社交平台中尋找靈感，例如新地會成立20週年時，舉辦的「愛遊新地」系列活動，就是受到網上意見啟發。為提升顧客對新地集團多元化業務的了解，與旗下不同的業務單位合作，舉辦參觀和體驗創新有趣活動，包括與數碼通合作舉辦親子科技工作坊，試用潮流VR技術；與九巴合作，邀請會員參觀九巴車廠，探尋陪伴港人成長的退役巴士歷史等，讓會員更深入了解相關業務及體驗其優質服務。」

群策群力 將最好帶給客人

集團擁有龐大的商場、酒店和附屬公司網絡，讓新地會闡述愛家理念時更為有效。謝文娟坦言，自己的工作，有賴「團隊精神」。新地會團隊不時都會與不同部門合作，為的是向會員提供一些具吸引力的置業、消閒優惠、活動及資訊。過程雖然有可能遇到不同的困難，但大家都樂在其中，客人在活動中流露出驚喜和滿足的笑容，是新地會繼續提供優質服務的動力。她認為集團「與時並進」的企業文化，令公司上下凝聚出自我完善的學習精神：「管理層不僅會經常向同事分享所見所聞，同時亦提供很多進修的機會，就像我早前在集團安排下到美國哈佛大學參與短期進修課程，了解社交媒體的應用和發展趨勢。」

生活動力源自家

致力宣揚愛家精神的謝文娟相信家人支持的重要性，她十分重視與家人



Teamwork is important to Winnie so she urges colleagues to maximize their potential and enjoy their jobs
謝文娟十分重視團隊精神，常鼓勵同事發揮所長，享受工作

相聚的時刻，特別是丈夫每年都會為她精心安排的旅行，讓她享受家庭樂。「只要能與家人一起，就能讓我感受到生活的豐盛。」

對謝文娟來說，愛家，不是一句宣傳口號，而是一份打從心底相信的生活力量。



Winnie treasures family time
對謝文娟來說，只要能與家人一起，無論做甚麼也是樂事

MOKO shows winning service with heart spirit MOKO新世紀廣場以心服務 備受讚賞

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

Renovation earns gold award

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

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

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

More recognition for customer service

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

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

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

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

Gold Renovations / Expansions ICSC Asia Pacific Shopping Center Award for the new MOKO
MOKO新世紀廣場的大型優化工程，在ICSC「亞太地區購物中心大獎」中獲「翻新／擴展」金獎





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

MOKO新世紀廣場顧客服務中心獲「香港工商業獎 — 顧客服務獎」



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

MOKO新世紀廣場在「傑出服務獎」中獲取佳績，管理層、主管連同親客大使團隊合照留念



集團定期為現有商場進行優化工程，引入多元化的租戶組合，提升客戶服務，務求每位顧客都有賓至如歸的感覺。坐落於港鐵旺角東站旁的MOKO新世紀廣場，於2015年下半年完成大型優化工程後，不但在商場佈局上增添吸引力，在顧客服務方面亦不斷提升，獲業界頒發多個獎項，表現備受肯定。

優化工程獲頒金獎

MOKO新世紀廣場完成大型優化工程後，外牆及場內多處重新設計。現時，商場外牆採用玻璃幕牆，大大提高採光度，顧客購物消閒倍感舒適愜意。商場中庭以流線形設計，提升格調之餘，亦突出各商戶的店面，增加商戶的曝光，提升商場各區人流。場內空間及店舖經過重新規劃，購物消閒更加便捷舒適；快速扶手電梯重整後，成功帶動整個商場人流，為商戶開創更多商機。

這個大型優化工程為MOKO新世紀廣場注入全新面貌，增添時尚感，鞏固其作為旺角時尚購物點的地位。優化項目更在國際購物中心協會（ICSC）舉辦的「2016亞太地區購物中心大獎」中，奪得「翻新／擴展」組別最高殊榮金獎。

顧客服務屢獲肯定

MOKO新世紀廣場的顧客服務團隊接受多元化培訓，增強專業知識，不斷提升服務水平；加上團隊在愉快的工作環境下，充分發揮合作精神，為顧客帶來體貼稱心的服務。

MOKO新世紀廣場的親客大使團隊獲香港零售管理協會頒發多個獎項，表現優異。顧客服務中心在「2016香港工商業獎 — 顧客服務」中，憑著專業細心的服務，獲神秘訪客及委員會高度評價，獲得「顧客服務獎」。

此外，在「2016傑出服務獎」中，商場共有四名親客大使晉身總決賽，而盧栩敏更獲神秘訪客及評審給予高分，在「零售（服務）：生活閒娛／婚禮」組別脫穎而出，獲得主管獎。至於商場的「點對點即日送貨服務」則在今年新增設的「傑出服務店舖」組別中獲銀獎。

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

第五屆「新地公益垂直跑—勇闖香港ICC」圓滿結束

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

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

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

Kong Observation Deck to finish in just over 10 minutes.

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



Team Relay has secondary and tertiary student teams to promote sports among young people
隊際接力賽設有中學組及大專組，鼓勵學生多做運動

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Former HKSAR Chief Secretary for Administration Carrie Lam (fourth right), Event Organizing Committee Co-chairman Edward Cheung (second left), The Hong Kong Council of Social Service Chairperson Bernard Chan (second right), The Community Chest Campaign Committee Chairman Simon Kwok (third left) with the Group's Deputy Managing Directors Mike Wong (fourth left) and Victor Lui (third right) and Executive Directors Adam Kwok (first right) and Christopher Kwok (first left) at the race opening
時任香港特別行政區政務司司長林鄭月娥（右四）、活動籌委會聯席主席張永銳（左二）、香港社會服務聯會主席陳智思（右二）、香港公益金籌募委員會主席郭少明（左三）、連同集團副董事總經理黃植榮（左四）及雷霆（右三）以及執行董事郭基輝（右一）及郭基泓（左一）為活動揭開序幕



World-class runners conclude the 2016 Vertical World Circuit at ICC
世界級精英運動員於ICC完成2016垂直馬拉松世界巡迴賽賽事



2016 Vertical World Circuit champions Piotr Lobodzinski (second left) from Poland and Suzy Walsham (second right) from Australia
2016垂直馬拉松世界巡迴賽男子組冠軍為波蘭跑手Piotr Lobodzinski (左二)，女子組冠軍為澳洲跑手Suzy Walsham (右二)

由集團主辦的「新地公益垂直跑－勇闖香港ICC」早前圓滿結束，活動參與人數再創新高，反映垂直跑運動越趨普及，「運動行善」的精神亦受到熱烈支持。

「勇闖香港ICC」踏入五周年，逾1,700人參與，人數乃歷年之冠。參加者來自全球34個國家及地區，本港居民約佔九成，男女跑手比例約七比三，年齡由10至69歲，參加者更包括視障、聽障及截

肢者等。活動同時繼續成為2016垂直馬拉松世界巡迴賽的終極賽站。

「勇闖香港ICC」設有四個組別：精英賽、個人賽、隊際接力賽及滿FUN體驗，吸引不同程度的垂直跑愛好者參與。精英賽方面，共有24名世界級運動員來競逐國際冠軍殊榮。經過短短十多分鐘激戰，精英賽男女子組冠、亞、季軍已跑上2,120級樓梯，到達位於天際100香港觀景台的終點。

其他組別同樣競爭激烈。個人賽有逾900人爭奪男、女子組全場總冠軍，兩名冠軍得主將獲大會贊助參與2017垂直馬拉松世界巡迴賽，不但可往外作賽，擴闊視野，更可藉此宣揚運動行善的精神。今年隊際接力賽除了保留企業組及公開組外，更特設中學組及大專組，吸引近200名學生組隊參與。另外，今年的滿FUN體驗B組亦讓小跑手與成年親友組隊，共享垂直跑樂趣。



Young runners pair with adults for vertical run
小跑手與成年親友組隊參賽，一嚐垂直跑滋味



Participants and relatives enjoy sports day
參賽者及其親友亦投入運動樂



2016/17 Young Writers' Debut Competition judges meet finalists and offer writing tips
「年輕作家創作比賽2016/17」入圍者與評審會面，請教創作心得

SHKP Reading Club promotes happy reading

新閱會致力推動「悅」讀

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

22 entries on final sprint to win YWDC

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

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

Read & Share for the new school year

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



新閱會在新年將繼續舉辦多元化活動，推廣愉快閱讀。早前公布「年輕作家創作比賽2016/17」入圍者名單，入圍者更與評審會面，請教創作心得。另外，新學年的「閱讀·分享」計劃已經開始，一連串的活動將為學生帶來具啟發性的閱讀體驗。

22份「年輕作家」作品進入決賽

「年輕作家創作比賽2016/17」反應熱烈，今屆比賽主題為「未來」，吸引逾1,100人參賽。經過八位星級評審精挑細選後，共有22份作品成功晉身決賽，當中包括今屆首設的二人創作組合。入圍作品類型多樣化，有真人真事紀錄、繪本遊記、寓言故事及科幻小說等；而且題材廣泛，包括遍訪香港舊書店、意外後截肢的心路歷程及以儲物櫃講述一個生命輪迴的故事等。入圍者現正接受評審一對一形式的指導，完成餘下的作品內容。評審團將從中甄選約八份最優秀作品，出版成書，於七月在香港書展登場。

兩年一屆的「年輕作家創作比賽」由新閱會與香港三聯書店聯合主辦，自2006年舉辦至今，已協助41位年輕人實現出書夢，不少得獎者更因此投身創意產業相關行業。

新一年「閱讀·分享」計劃

新閱會與香港資助小學校長會合辦的「閱讀·分享」學校推廣計劃，新一年活動已經全面展開。今年主題為「童詩同see大世界」，以不同形式的到校活動，讓學生領略閱讀的樂趣，包括工作坊鼓勵學生創作兒童詩歌，作家及愛書人講座分享他們的故事及見聞等。



AFS Intercultural Exchange participants describing their cultures to students in the Read & Share school programme
AFS國際文化交流計劃的海外交流生在「閱讀·分享」學校推廣計劃活動中，向學生介紹自己國家的文化



First Young Writers' Debut Competition winner Matthew Cheng telling students of his path to becoming an author
第一屆「年輕作家創作比賽」優勝者之一鄭政恆與小學生分享寫作經歷



Read & Share school programme seminars and creative workshops encourage primary students to read more
「閱讀·分享」學校推廣計劃定期到訪各區小學，舉辦作家分享及創意工作坊等活動，鼓勵學生多閱讀



Group Chairman & Managing Director Raymond Kwok (front, centre), Deputy Managing Director Mike Wong (front, second left), Executive Directors Adam Kwok (front, third left) and Christopher Kwok (front, fourth right) at the SHKP Vertical Run for Charity – Race to Hong Kong ICC and Sun Hung Kai Properties Hong Kong Cyclothon cheque presentation
集團主席兼董事總經理郭炳聯（前排·中）、副董事總經理黃植榮（前排·左二）、執行董事郭基煒（前排·左三）及郭基泓（前排·右四）將「新地公益垂直跑—勇闖香港ICC」及「新鴻基地產香港單車節」的善款交予受惠機構代表

Caring for young and old

關愛社群 扶老攜幼

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

Sport for charity

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

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

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

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

Spreading warmth in winter

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



Staff volunteers spend a happy afternoon with the seniors
集團義工隊與長者歡度下午

集團秉承「以心建家」的信念服務社群，為社會上有需要的人士送上關懷。「新地公益垂直跑一勇闖香港ICC」及「新鴻基地產香港單車節」均結合慈善元素，活動所得善款最近已經轉交受惠機構。另外，集團義工隊又再探訪長者，將溫暖傳送出去。

運動行善

「新地公益垂直跑一勇闖香港ICC」及「新鴻基地產香港單車節」繼續貫徹集團的運動行善精神，兩大項目連同集團額外捐款，今年合共籌得逾860萬港元。善款已撥捐香港公益金、香港社會服務聯會、香港小童群益會、啓愛共融基金及香港青年協會，惠澤社群。

受惠機構將所得款項用於兒童及青少年服務。社聯將展開名為「新地雨後彩虹」計劃，服務對象為過去一年內曾面對家庭危機的18歲以下青少年及兒童。香港小童群益會將推出全新「新地識『息』天使健康生活提升」計劃，旨在提升基層兒童及家長的健康意識及健康生活技能，協助他們培養積極正面的生活態度及習慣。扎根於深水埗區服務基層家庭的啓愛共融基金，則會透過「新地童在起跑線」計劃，協助基層兒童及早裝備自己。香港青年協會的「新地學習有恆—自學精靈」計劃則會為基層學童提供學業支援服務。

此外，善款亦會透過香港公益金用於資助生命熱線、香港傷健協會、安徒生會、母親的抉擇及基督教香港崇真會社會服務部的指定兒童及青少年服務計劃，以便協助更多有需要的兒童及青少年，讓關懷和愛心傳遍每個角落。

冬日送暖

集團義工隊不時與不同志願團體合作，關懷弱勢社群。早前，約60名義工同事參與鄰舍輔導會一年一度的「有深入寒冬送暖」活動，上門探訪深水埗區獨居及雙老長者，為他們送上熱湯，在冬日帶來暖意。另外，義工隊亦前往仁濟醫院旗下安老院舍，探訪住院長者，與他們玩遊戲，進行認知訓練，並且送上親手編織的愛心頸巾，以表關懷。

SHKP-Kwoks' Foundation scholarships for bright mainland and Hong Kong students 新地郭氏基金資助中港兩地優秀學生

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

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

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

新地郭氏基金致力培育人才，為優秀的清貧學生提供經濟資助，協助他們完成大學本科課程。早前，香港中文大學及湖南大學代表團分別到訪基金進行交流。

基金於香港中文大學設有優才獎學金，資助有經濟需要的優秀學生升讀學士課程，讓他們可以專注學業，投入大學生活。早前，中大校董會主席梁乃鵬及副校長霍泰輝率領教職員及多名受助學生到訪，與基金代表進行交流，受助學生更在會上分享大學生活。

另外，湖南大學代表團早前亦探訪基金代表，感謝基金歷年來資助有家庭經濟困難但成績優異的學生完成四年大學本科課程。受助同學與畢業生攜手製作感謝短片，以歌聲及感言表達謝意。基金自2005年起設立湖南大學本科生助學金，至今受惠學生近2,000人次，資助款項逾人民幣1,000萬元。



SHKP-Kwoks' Foundation Executive Director Amy Kwok (front, fifth left) and CUHK Council Chairman Leung Nai-pang (front, fourth left) and Pro-Vice Chancellor Fok Tai-fai (front, third right) with guests and scholarship recipients
新地郭氏基金執行董事郭婉儀（前排左五）、中大校董會主席梁乃鵬（前排左四）及副校長霍泰輝（前排右三）與嘉賓及受助學生在交流會上合照



SHKP-Kwoks' Foundation Executive Director Amy Kwok (centre), Director Kwong Chun (first right) and Hunan University Vice Party Secretary Chen Wei (second right)
新地郭氏基金執行董事郭婉儀（中）、新地郭氏基金董事鄺準（右一）與湖南大學副書記陳偉（右二）同樣關心湖南大學貧困學生

The Group assists young entrepreneurs with free workspace 集團贊助工作空間 支持年輕人發展科創事業



Hong Kong X-Tech Startup Platform X-LAB co-working space at Infotech Centre in Kwun Tong
香港X科技創業平台共創空間X-LAB位於觀塘訊科中心

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

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

集團多年來以不同形式回饋社會，扶助年輕人發展。最新例子為免費提供約10,000平方呎連裝修場地予香港X科技創業平台作為創業工作空間，以協助推動本地科創事業的發展。



Secretary for Innovation and Technology of the HKSAR Government Nicholas Yang (centre), Hong Kong X-Tech Startup Platform Chairman Neil Shen (left) and Group Executive Director Christopher Kwok (right) at the X-LAB co-working space opening
香港特別行政區政府創新及科技局局長楊偉雄(中)、香港X科技創業平台主席沈南鵬(左)及集團執行董事郭基泓(右)出席共創空間X-LAB的開幕儀式

香港X科技創業平台共創空間X-LAB位於觀塘訊科中心，第一期面積約3,500平方呎，已於去年底開幕。共創空間X-LAB為創業平台研究院的重要組成部

分，讓創業團隊可在此接受導師及投資者指導與協助，將科技創新產業化。第二期共創空間預期可於今年投入使用，屆時總面積約達10,000平方呎。

The Group earns seventh platinum in *The Asset* Corporate Awards 集團第七度獲《財資》雜誌頒發「亞洲企業白金獎」



Group Corporate Planning & Strategic Investment (Corporate Planning) General Manager Brian Sum receiving platinum at *The Asset* Corporate Awards
集團公司策劃及策略投資部(公司策劃)總經理沈康寧代表領取「亞洲企業白金獎」殊榮

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

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

集團憑藉穩健財務表現、積極履行企業社會責任及與投資者維持緊密聯繫，再獲國際機構肯定，第七度獲《財資》雜誌頒發「亞洲企業白金獎」殊榮。

「亞洲企業大獎」每年邀請企業就財務表現、企業管治、企業社會責任、環境保護及投資者關係等各方面提交資料。主辦機構隨後諮詢專業投資者、財經分析員及業內專家的意見。集團在各項評審範疇均獲高度評價，因此再度獲頒最高級別的白金獎項。

SUNeVision tops out MEGA Plus data centre 新意網數據中心MEGA Plus平頂

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

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

新意網於將軍澳的準Tier 4旗艦數據中心MEGA Plus早前舉行平頂典禮，標誌著新意網業務發展的一個重要里程碑，同時為帶領香港轉型成為智慧城市的一個新里程。



Secretary for Innovation and Technology of the HKSAR Government Nicholas Yang (centre), Group Executive Director and SUNeVision Vice Chairman Allen Fung (fourth left) and SUNeVision Chief Executive Officer Peter Yan (first right) with guests at the MEGA Plus topping out
香港特別行政區政府創新及科技局長楊偉雄(中)、集團執行董事兼新意網副主席馮玉麟(左四)、新意網行政總裁任景信(右一)連同其他嘉賓出席MEGA Plus平頂典禮

項目總建築面積約470,000平方呎，為本港首個綠色數據中心，座落於政府規劃用作興建高端數據中心的指定地段。項目特別將低遲延傳輸及多樣化的電訊網絡連接技術融入設計中，全面提升數據服務的穩定性及靈活性。項目工程進展理想，預期可於今年中正式投入服務。屆時，MEGA Plus將成為MEGA Campus的重要一環，與柴灣MEGA-i及沙田MEGA Two連接起來，為跨國企業及本地客戶帶來優質的世界級數據服務方案。

More awards for premium management service 物業管理表現優秀 再獲業界認同



Excellence in Facility Management Grand Award for office buildings and silver Theme Award – Energy Management to Grand Central Plaza
新城市中央廣場在「卓越設施管理獎」中，榮獲卓越大獎（商業樓宇）及能源管理主題獎銀獎

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

Grand Central Plaza works for sustainability with green management and a task force dealing with waste reduction, water and energy saving, carbon-emission control, air-quality enhancement and green purchasing. Environmentally-friendly

ideas are incorporated in daily operations. There are also initiatives such as an environmental promotion centre, organic farm, green workshop and green living tours. All won high praise from the judging panel.

Excellence Award winners included Infotech Centre, Landmark North, Metroplaza Officer Towers, New Town Tower and World Trade Centre in the office building section; Metropolis Plaza, MOKO, New Town Plaza III, Tai Po Mega Mall and V City

in the retail section; and Aegean Coast, Aria, King's Park Villa, Lime Stardom, Riva, The Leighton Hill and The Wings II in the residential category. Meanwhile, Grand Century Place, New Town Plaza I and Uptown Plaza received merit awards.

集團發展的項目管理完善，屢獲獎項。啟勝及康業在香港設施管理學會主辦的「卓越設施管理獎2016」中合共獲得22個獎項，新城市中央廣場更榮獲最高級別的卓越大獎（商業樓宇）以及能源管理主題獎銀獎。

新城市中央廣場致力推動可持續發展，引入綠色管理及成立綠色改善小組，以減少廢物、節約用水及能源、控制碳排放、改善空氣質素及採用環保採購措施。團隊將環保理念融入物業管理的日常細節中，設立環保教育中心、興建有機耕種農圃，並且舉辦環保工作坊及城市綠色生活導賞團等，獲評審團高度評價。

其他榮獲卓越獎的項目包括商業樓宇組別的訊科中心、上水廣場、新都會廣場辦公大樓、新城市商業大廈、世界貿易中心；商場組別的新都廣場、MOKO新世紀廣場、新城市廣場三期、大埔超級城、V City；以及住宅組別的愛琴海岸、峻弦、帝庭園、形品·星寓、爾巒、禮頓山及天晉II。至於新世紀廣場辦公大樓、新城市廣場一期及新達廣場則獲優秀獎。

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Café 100 by The Ritz-Carlton, Hong Kong opens soon at Sky100 Café 100 by The Ritz-Carlton, Hong Kong將於天際100隆重登場

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

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

天際100香港觀景台與香港麗思卡爾頓酒店攜手合作，於觀景台開設由香港麗思卡爾頓酒店營運的Café — Café 100 by The Ritz-Carlton, Hong Kong，預期可於本年第一季末開業。屆時，客人可於393米高空一邊品嚐由酒店行政總廚范秉達特別設計的精緻可口美食，一邊欣賞攝人的360度景致及舉世聞名的香港天際線。在落地玻璃窗外醉人的日落美景襯托下品嚐美饌，感受獨特的天際體驗。

天際100位於全港最高的環球貿易廣場100樓，觀景台離海拔393米高，是全港唯一能360度鳥瞰全港四方八面不同景觀及維港景色的室內觀景台，備受各大旅遊網站推崇，為本港著名旅遊地標。



Sky100 Hong Kong Observation Deck General Manager Stella Wong (left) and The Ritz-Carlton, Hong Kong General Manager Pierre Perusset (right) are excited about the new café project
天際100香港觀景台總經理黃慧儀（左）與香港麗思卡爾頓酒店總經理龐柏賢（右）均表示為進一步合作感到非常興奮

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(港鐵九龍站C出口，「天際100香港觀景台」入口連接圓方商場 - 金區2樓)

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

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