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





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

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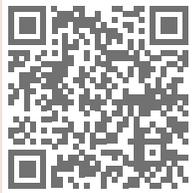


以心建家 Building Homes with Heart

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

本刊旨在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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The Group boosts its retail portfolio and adds vitality to neighbourhoods

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

YOHO MALL I Extension in Yuen Long opening this summer

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

Flagship mall in north and west New Territories

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

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

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

Restaurants will take up nearly 25% of the total floor area and fashion brands almost 35%; making them the largest tenant groups. There will be 55 international eateries and specialty restaurants featuring Chinese, western, Japanese, Korean and southeast Asian cuisines, popular desserts, baked goods, family-style dining and more. The strong food and beverages collection will serve the rising population in the New Territories north and west and growing demand for premium dining. YOHO MALL I

YOHO MALL I Extension opening this summer
YOHO MALL 形點擴展部分將於今年暑假開業





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

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

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

Full transport bringing customers from near and far

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

PopWalk 2 and PopWalk 3 in Tseung Kwan O coming soon

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

Shopping in the park

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



The PopWalk Afternoon Market draws visitors from near and far
天晉滙早前舉辦戶外原創市集，吸引大量遊人光臨



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

YOHO MALL形點將雲集55間國際餐飲品牌，成為新界西及新界北的最大飲食圈



PopWalk footbridges to MTR Tseung Kwan O Station
天晉滙設有行人天橋接駁港鐵將軍澳站

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Serving residents in the area

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

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

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



Good results since PopWalk opened last summer
天晉滙自去年暑假開業以來·表現理想



Over 120,000 square feet of outdoor green space at YOHO MALL
perfect for grand festive events
YOHO MALL形點擁有逾120,000平方呎的戶外綠化空間·可舉辦大型節慶活動

集團擴大商場網絡 為社區增添動力

集團規劃全新發展項目時，均作出精心安排，務求新項目可與區內其他發展項目互相配合，提升項目潛力，為社區帶來活力。集團在元朗的YOHO MALL形點及將軍澳的天晉滙系列商場，為項目上蓋住戶提供購物消閒便利，同時亦與集團在當區的其他發展項目發揮協同效應，促進區域發展。YOHO MALL形點I擴展部分以及天晉滙2與天晉滙3快將開幕，兩者憑著不同定位及特色，為消費者帶來多姿多采的購物消閒體驗，進一步鞏固集團的零售物業組合。

元朗YOHO MALL形點I擴展部分今個暑假開通

元朗YOHO MALL形點自2015年首階段開業以來，表現理想，YOHO MALL形點I及YOHO MALL形點II的人流及商戶營業額與日俱增。YOHO MALL形點I擴展部分將於今年暑假開業，令商場成為新界西及新界北最大型的購物總匯。

新界西及新界北旗艦商場

YOHO MALL形點由集團YOHO系列項目的零售部分組成，以大型天橋連接。新鴻基地產代理有限公司租務部總經理林家強表示：「YOHO MALL形點由新元朗中心、YOHO Midtown及Grand YOHO的基座商場組成，這個YOHO品牌都會圈在未來會進一步擴大，併入西鐵元朗站上蓋項目的商場部分及毗鄰交通廣場。待元朗站基座商場落成，以及交通廣場的配套優化及租戶重組完成後，YOHO MALL形點的總樓面面積將進一步擴展至約110萬平方呎，分布於五個以行人天橋接駁的基座商場，凝聚新界西及新界北的消費力，與沙田新城市廣場相輔相成，成為新界西及新界東的『消費門廊』。」

YOHO MALL形點I擴展部分的樓面面積約500,000平方呎，商舖數目超過100間，即將於暑假期間開業。屆時，整個YOHO MALL形點的商戶數目將增至超過300間，覆蓋時尚服飾、美容、餐飲、親子、娛樂及生活百貨六大主題。預期整體人流可錄得雙位數字升幅，每呎營業額可望上升15至20%。



Over 300 retailers will make YOHO MALL a retail flagship in the north and west New Territories
YOHO MALL形點將有超過300間商戶，為新界西及新界北的旗艦購物商場

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Shoppers flock to YOHO MALL, particularly locals
YOHO MALL形點人流暢旺，深受本地市民歡迎





PopWalk 2 nearing completion
天晉滙2的工程已進入最後階段

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租戶組合方面，餐飲食肆及潮流服飾為場內面積最大的租客群，分別佔商場樓面面積近25%及近35%。以餐飲食肆為例，商場特別引入多間特色食店，雲集55間國際餐飲品牌，包羅中、西、日、韓、東南亞等地名菜、人氣甜品店、烘焙店及親子餐廳等，為新界西及新界北帶來最強餐飲組合，滿足區內人口增長對優質餐飲的需求。另外，為照顧區內年輕家庭的需要，YOHO MALL形點I擴展部分設有兒童用品專區，除有20多間親子主題商戶外，亦有兒童專屬設施及親子主題戶外休閒公園。其他特色商戶包括設有七個標準影院及一個全新界西最大IMAX影院的新世代旗艦影院，以及首次在元朗開業的一田超市。

即將開通的YOHO MALL形點I擴展部分，裏裏外外種滿綠色植物及設有流水建築，糅合人、林、水、鳥四大大自然元素，以多媒體形式展現大自然山水形態，營造悠然自得的購物環境。

交通配套優越 廣納區內外客群

YOHO MALL形點位於西鐵元朗站上蓋，連接港九新界鐵路網絡。項目基座設有交通總匯，有屋苑住客專線來回區內，巴士線及小巴專線直達區內外，以及跨境巴士路線及深圳機場預辦登機服務的貴賓候車室。此外，商場提供約1,500個車位，配備智能化導航泊車及車輛搜尋系統，方便駕車人士前來。



Fashion brands will be the largest tenant group in YOHO MALL with some duplex flagship stores
潮流服飾品牌為YOHO MALL形點的最大租客群，部分更為複式旗艦店



PopWalk restaurants appeal to residents nearby
天晉滙的餐飲食肆備受區內居民歡迎



將軍澳天晉滙2及天晉滙3即將投入服務

天晉滙系列位於將軍澳南，由集團在區內多個發展項目的零售部分組成，總樓面面積逾240,000平方呎，分四期發展。第一期天晉滙已於去年八月投入服務，天晉滙2及天晉滙3亦快將營業。

庭園式休閒購物體驗

天晉滙各期均沿著將軍澳南擬建的中央大道而建，將貫通場外佔地750,000平方呎的擬建綠化公園。待公園落成後，遊人可在商場與公園之間隨意遊走。商場更大量採用玻璃外牆，引入自然光線，讓購物人士感受到戶外大自然氣息，打破內外空間界限，體驗庭園式休閒購物。天晉滙及天晉滙2更設有全天候行人天橋接駁港鐵將軍澳站，不但方便區內居民出入，亦可吸納前往海濱長廊、單車徑和寵物公園的外區遊人到訪。

照顧區內居民需要

隨著近年將軍澳南多個大型住宅項目相繼落成，區內人口大幅增長，加上區內以高收入年輕家庭為主，帶動對優質購物及消閒的需求。天晉滙系列主力為區內居民服務，照顧日常生活需要。新鴻基地產代理有限公司租務部總經理鍾秀蓮表示：「第一期天晉滙出租率達100%，自開業以來人流及商戶營業額持續增加；場內食肆更被居民視作『飯堂』，於假日用餐時段往往大排長龍。天晉滙2及天晉滙3將於今年九月開業，至明年第四季最後一期海天晉滙落成後，商戶數目將增至140個，涵蓋餐飲、超級市場、生活時尚用品及教育等範疇。居民即使『足不出區』，也可享受到多元化的優質購物及消閒選擇。」

Existing malls get a boost

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

優化現有商場

除發展新商場外，集團亦定期提升物業資產質素來增加現有商場的吸引力。鄰近港鐵葵芳站的新都會廣場現正進行大型翻新工程，預計於2018年首季完成。商場將重新定位，引入特色商戶，提升顧客體驗。外牆設計將注入更具活力的原素，場內間隔將重新設計，方便顧客穿梭於每個角落之餘，亦可讓更多舖面向人流，帶動商機。另外，觀塘APM亦正進行優化工程，將戶外公共空間進行綠化，引入文化藝術及環保設計概念，為顧客提供更多活動及休憩空間，工程進展理想，預計於明年中完成。

與天晉滙一路之隔的天晉滙2及天晉滙3，總樓面面積合共約95,000平方呎，商舖現已全部租出。天晉滙2位於天晉IIIA，設有40間商舖，以生活時尚用品店及食肆為主；商場特別預留露天區，讓遊人可以欣賞附近的優美景致。天晉滙3位於相鄰的天晉IIIB基座，共有10間商舖，主要為補習社及兒童教育中心。最後一期海天晉滙位處臨海地段，坐擁壯闊海景，現正準備洽租工作，計劃用作露天食肆及高級海景餐廳。

集團在將軍澳的商場組合包括天晉滙、東港城、將軍澳中心、PopFood及PopDeli，為區內居民及遊人服務。

Brisk sales at Cullinan West atop MTR Nam Cheong Station 港鐵南昌站匯璽銷情熾熱

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

Facing the sea with two private clubhouses

Cullinan West will comprise two residential towers and five low rise blocks, offering a total of 1,050 residential units. Saleable areas of units⁹ will range from 267 to 1,977 square feet in diverse layouts from studios to four-bedroom units, suitable for residents with different housing needs. The project will spread out facing the sea⁸ with part of the facades clad with curtain wall so most units have open views⁸.

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

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

Convenience of double railway lines in the heart of the city

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

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

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

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

相片於2017年2月8日於匯璽第1座(1A)38樓A單位之經改動示範單位實景拍攝，並經電腦圖像技術作顏色修飾處理。本經改動示範單位的布局及設計、裝置、裝飾物料、設備、設施、家具、器材、燈飾、藝術品、裝飾品及其他物件並非實際住宅單位的交樓標準，不會在實際住宅單位內提供及與交樓標準及實際狀況不同。相片僅供參考，且不構成任何賣方就期數不論明示或隱含之要約、陳述、承諾或保證。有關交樓標準之裝置、裝飾物料及設備之詳情，請參閱售樓說明書。



集團現正在港鐵南昌站上蓋，發展全新大型住宅匯璽發展項目。發展項目第2A期自三月中開售以來，深受市場歡迎。截至5月31日，已售出該期數的全部住宅單位逾九成，合約銷售總額超過130億港元。

迎海而建 雙會所設計

匯璽由兩座高座住宅大樓及五座低密度住宅大樓組成，共提供1,050個住宅單位。單位實用面積^o由267至1,977平方呎，間隔多元化，由開放式至四房設計均有，滿足不同住客的需求。整個發展項目迎海[#]而建，加上部分外牆選用玻璃幕牆，配合橫排式設計，令大部分單位都可享有開揚景觀[#]。

匯璽設有雙私人住客會所[^]，住客會所連同公用花園及遊樂地方總面積逾180,000平方呎。會所多元康樂設施，包括室外泳池、兒童泳池、按摩池、燒烤場、餐廳、多用途宴會廳、影音娛樂區、健身室、拳擊擂台、多用途球場及兒童區等。

都會核心 享雙鐵路優勢

匯璽座落港鐵南昌站上蓋，位置越優，盡享交通優勢。港鐵南昌站為唯一貫穿西鐵綫及東涌綫的港鐵交匯站，無論是港九市中心、新界西北、以至香港國際機場均四通八達。住客由港鐵南昌站乘搭港鐵，約九分鐘*可直達港鐵香港站，約六分鐘*即可到達港鐵九龍站，交通便捷。

項目基座將設有大型商場，商場樓面約達300,000平方呎，匯聚各類商戶，為匯璽住客帶來生活便利。

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

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

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

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

^o 實用面積包括住宅物業的樓面面積及露台、工作平台及陽台（如有）的樓面面積，是按照《一手住宅物業銷售條例》第8(1)條計算得出。實用面積不包括《一手住宅物業銷售條例》附表2第1部所指明的一項面積。

[#] 所述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契約、陳述、承諾或保證。

[^] 此廣告內的資料並非代表發展項目期數的會所及康樂設施最終落成之面貌，僅供參考，並不構成或不應被視為任何有關會所及園景花園之實際設計、布局、間格、建築、位置、裝置、裝修物料、設備、傢俱、裝飾物、植物、園藝及其他物件或其鄰近地方、設施、樓宇或建築物不論明示或隱含之契約、承諾、陳述或保證。賣方保留其修改及改變會所及園景花園任何部份及其所有設施之絕對權利，事先毋須通知任何買家。買家切勿依賴此廣告作任何用途或目的。有關發展項目期數的詳細資料，請參閱售樓說明書。會所、園景花園及/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、園景花園及/或康樂設施於發展項目住宅物業入伙時未必能即時啟用。部份設施及/或服務的使用或操作可能受制於會所守則及設施的使用守則及政府有關部門發出之同意書或許可証，或需額外付款。

* 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。

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

District: South West Kowloon

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

The website address designated by the Vendor for the Phase: www.cullinanwest.com.hk

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

Vendor: Nam Cheong Property Development Limited (as "Owner"), Joinyield Limited (as "Person so engaged") (Notes: "Owner" means the legal or beneficial owner of the Phase. "Person so engaged" means the person who is engaged by the Owner to co-ordinate and supervise the process of designing, planning, constructing, fitting out, completing and marketing the Phase.)

Holding company of the Vendor (Owner): West Rail Property Development Limited
Holding companies of the Vendor (Person so engaged): Leola Holdings Limited, Wisdom Mount Limited, Data Giant Limited, Sun Hung Kai Properties Limited

Authorized Person of the Phase: Chan Wan Ming

The firm or corporation of which the Authorized Person of the Phase is a proprietor, director or employee in his or her professional capacity: P&T Architects & Engineers Limited

Building Contractor for the Phase: Sanfield Building Contractors Limited

The firm of solicitors acting for the Owner in relation to the sale of residential properties in the Phase: Deacons, Slaughter and May, Mayer Brown JSM, Woo Kwan Lee & Lo, Wong & Poon

Authorized institution that has made a loan, or has undertaken to provide finance, for the construction of the Phase: The Hongkong and Shanghai Banking Corporation Limited

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

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

Prospective purchasers are advised to refer to the sales brochure for any information on the development or the Phase.

This advertisement is published by the Person so engaged with the consent of the Owner.

Date of Printing: 16 June 2017

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）的控權公司：西鐵物業發展有限公司

賣方（如此聘用的人）的控權公司：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

就期數中的住宅物業的出售而代表擁有人行事的律師事務所：的近律師行、司力達律師樓、孖士打律師行、胡關李羅律師行、王澤律師行

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

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。

賣方建議準買方參閱有關售樓說明書，以了解發展項目或期數的資料。

本廣告由如此聘用的人在擁有人同意下發布。

印製日期：2017年6月16日

Eight Regency in Tuen Mun sees strong sales 屯門珀御銷情持續熱烈



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

以上相片於2016年3月26日於發展項目附近上空拍攝，並經電腦修飾處理，發展項目落成後之大概外觀以電腦模擬效果合成加入並經電腦修飾處理，以展示發展項目大約之周圍環境、建築物及設施，並非作展示發展項目或其任何部分最後完成之外觀或其景觀，僅供參考。拍攝時，發展項目仍在興建中。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公共設施有較佳了解。

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

First hotel-style residence in the area

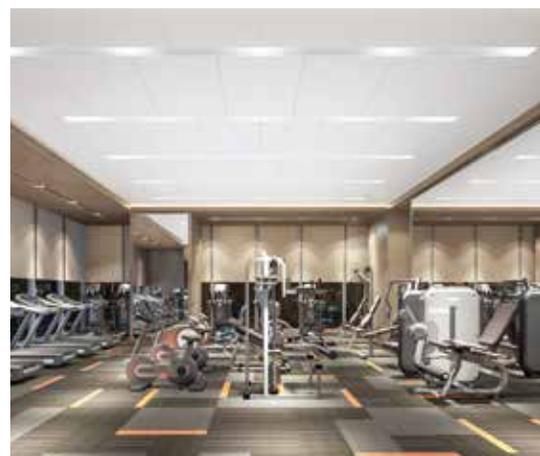
Eight Regency will offer a chic lifestyle with the materials used, layouts, clubhouse facilities and management as found in hotels. There will be 321 residential units from studios to two-bedroom and special units with saleable areas of typical units from 296 to 497 square feet³. Most units will have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

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

Well connected with comprehensive facilities

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

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



Residents can enjoy their leisure time and work out at the clubhouse's 24-hour FITNESS hub⁵ (computer simulated photo)
住客可於會所內24小時開放的大型健身室「FITNESS hub」⁵ 輕鬆享受運動樂趣(電腦模擬圖)

集團經過20多年後，再次在屯門建生區¹發展住宅項目，並為區內引入首個型格酒店式住宅項目²珀御。項目自四月中開售以來反應理想，多次加推應市。截至5月31日，所有已推售住宅單位已經全部售罄，合約銷售總額逾12.7億港元。

區內首個型格酒店式住宅項目

珀御以型格酒店式設計，無論在間隔用料、會所設施以至物業管理服務，均提供時尚生活體驗。項目共提供321個住宅單位，標準單位實用面積由296至497平方呎³，設計多元化，以一房單位為主，另設開放式、兩房及特色單位可供選擇。單位設計以工整實用為原則，標準單位層高為3.325米³，大大提升室內空間感，家俱擺放加倍靈活。項目採用特高基座設計，令單位景觀更見開揚。

住客會所⁴由國際著名室內設計師主理，展現活力時尚風格。會所設施齊備，設有24小時大型健身室⁵、咖啡閣⁵、宴會廳⁵、上網區⁵、遊戲室⁵、派對室⁵及閱讀區⁵等。配合酒店式設計，珀御的物業管理公司更為住客提供禮賓及管家服務，貼心照顧生活所需。

交通便捷 配套完善

珀御地理位置優越，住客迅步可達輕鐵建生站；在建生站乘搭輕鐵，約七分鐘⁶即可接連西鐵綫，輕鬆往返港九新界各區。項目同時毗鄰巴士總站及居民巴士站⁷，多條線路連貫港九核心及香港國際機場。鄰近亦設有多條專線小巴線直達落馬洲及上水等地，方便往來中港兩地⁸。

項目基座設有商舖，加上社區發展成熟，各式食肆及民生商店近在咫尺。區內有游泳池、體育館、運動場及遊樂場等康樂設施，生活便利。

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

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

³ Apply to typical floor. Typical floors at Eight Regency refer to 6/F to 12/F, 15/F to 23/F and 25/F to 30/F. Please refer to the sales brochure for details. The floor-to-floor height of a residential property refers to the distance between the surface of the floor of the residential property and the surface of the floor of the residential property immediately above, excluding the thickness of the floor material.

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

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

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

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

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

¹ 根據2015年區議會一般選舉選區分劃的屯門建生區 (L25)。

² 本文內泛指「酒店式」、「禮賓」或「管家」服務為管理人按其對酒店式服務之合理主觀概念而營造或提供之服務，並須受公契、公契相關因素，或任何其他相關法律文件所訂立的條款規限。管理人可就有關服務之服務條款及細則作出修訂、更改或增減，而不作另行通知，從而有機會令發展項目不時缺減部分或全部酒店式服務。賣方對管理人所提供之任何服務並不作出任何承諾或保證。

³ 適用於標準樓層，珀御之標準樓層為6樓至12樓、15樓至23樓及25樓至30樓，詳情請參閱售樓說明書。住宅物業的層高是指樓板面與上一層樓板面之高度距離，不包括樓板裝修物料厚度。

⁴ 珀御會所為發展項目的住客專屬會所，會所/康樂設施於發展項目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。頁內所述之設施名稱待定，所有名稱未必與會所日後啟用時的設施名稱相同。

⁵ 服務將由發展項目的管理人或任何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就有關服務之服務條款及細則作出修訂、更改或增減，而不作另行通知，惟須受公契、服務合約或任何其他相關法律文件所訂立的條款規限。

⁶ 7分鐘為建生輕鐵站至兆康輕鐵站所需大約時間。資料來源：港鐵公司輕鐵行程指南：http://www.mtr.com.hk/ch/customer/r_r_jp/index.php。行車時間只供參考，實際所需時間可能因應交通狀況而有所不同。

⁷ 資料來源：九巴：<http://www.kmb.hk/tc/> 及運輸處 - 已獲批准的居民服務路線：http://www.td.gov.hk/tc/transport_in_hong_kong/public_transport/buses/non_franchised/list_of_approved_residents_services/index.html

⁸ 資料來源：運輸署 - 香港乘車易：<http://hktransport.gov.hk/?routetype=2003&f=2&l=0> 本宣傳資料內提及之交通運輸服務由第三者公司提供，賣方對服務提供與否、詳情或路線均不作任何承諾或保證。

District: Tuen Mun

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

Website address designated by the vendor for the Development:

www.eightregency.com.hk

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

Vendor: Top State Development Limited

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

Authorized Person: Lee Kar-yan, Douglas

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

Building Contractor: Yee Fai Construction Company Limited

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

Authorized institution that has made a loan, or has undertaken to provide finance, for the construction of the Development: The Hongkong and Shanghai Banking Corporation Limited

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

The Estimated Material Date for the Development to the best of the vendor's knowledge: 31 October 2018 ("Material Date" means the date on which the conditions of the land grant are complied with in respect of the Development. The estimated material date is subject to any extension of time that is permitted under the agreement for sale and purchase.)

Prospective purchasers are advised to refer to the sales brochure for any information on the Development.

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

*The provisional street number is subject to confirmation when the Development is completed.

Date of Printing: 16 June, 2017

區域：屯門

發展項目的街道名稱及門牌號數：

良德街8號*

賣方就發展項目指定的互聯網網站的

網址：www.eightregency.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：高港發展有限公司

賣方的控股公司：Verda Limited/Time Effort Limited、新鴻基地產發展有限公司

認可人士：李嘉胤

認可人士以其專業身分擔任經營人、董事或僱員的商號或法團：李景勳、雷煥庭建築師有限公司

承建商：怡輝建築有限公司

就發展項目中的住宅物業的出售而代表擁有人人事的律師事務所：孖士打律師行、王潘律師行

已為發展項目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

已為發展項目的建造提供貸款的任何其他人：Sun Hung Kai Properties Holding Investment Limited

盡賣方所知的發展項目的預計關鍵日期：2018年10月31日。（「關鍵日期」指批地文件的條件就本發展項目而獲符合的日期。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。）

賣方建議準買方參閱有關售樓說明書，以了解發展項目的資料。

本廣告由賣方或在賣方的同意下發布。

*此臨時門牌號數有待發展項目建成時確認

印製日期：2017年6月16日



Family fun zone with outdoor swimming pool, colourful slides and play facilities[^]
 室外泳池加入親子嬉水區，有色彩繽紛的滑道及玩樂設施[^]



Powerless steppers, spacewalkers, rowing machines and bikes in the kids' gym are all safe to use[^]
 兒童健身室設有踏步機、太空漫步機、划艇機及單車機，全部無需插電，使用安全[^]

Owners collect keys to Grand YOHO in Phase 1 of Yuen Long's Grand YOHO Development

元朗Grand YOHO Development第一期之Grand YOHO交樓

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

Spacious feeling with user-friendly design

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

Grand clubhouse and outdoor landscaped gardens

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

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

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

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

Professional, caring concierge

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

集團位於元朗的Grand YOHO Development第一期之Grand YOHO(「Grand YOHO」)已經落成,業主陸續收樓。項目不論規劃設計、用料以至物業管理服務都經過精心規劃,住客可直達基座商場及接鄰的西鐵綫元朗站*,盡享優質生活。

空間感強 設計窩心

Grand YOHO戶型多元化,單位間隔實用,樓底淨高約9呎半至11呎,空間感寬闊。建築選料優質,單位窗戶採用IGU雙層中空玻璃,具備隔聲隔熱功能;露台趟門選用「提升式推拉門」,推拉輕便。單位配件亦盡顯心思,為方便住戶在廚房吊櫃存放物件,特別附送摺梯;浴室鏡櫃添上LED燈串,型格實用。

偌大會所連戶外園林

Grand YOHO的私人會所[△]連戶外園林面積逾170,000平方呎,提供超過50項多元化設施。游泳區設有約50米長室外泳池、約30米長室內恆溫泳池、按摩池及親子嬉水區等。其他運動設施包括健身室、網球場、小型足球場及三項鐵人室等。當中,三項鐵人室設有單車機、跑步機及可自行調教水力速度的噴流式泳池,方便住戶進行特訓。

為照顧小住客的需要,兒童健身室購置無需插電的踏步機、太空漫步機、划艇機及單車機,使用安全;會所分設兒童玩樂室及嬰幼兒玩樂室,適合不同年齡的小朋友享樂。此外,準新婚業戶更可在歌德式教堂設計的禮堂舉辦婚宴,會所可提供籌備、證婚、攝影以至宴會等一條龍服務[#]。

禮賓服務專業細心

Grand YOHO為住客帶來全方位專業貼心禮賓服務[#],包括提供抹窗機械人、電子燒烤爐、麵包機及光波爐等租用[#],住客無需額外添置用具,亦可節省屋內儲物空間。屋苑平台設有「收·得樂e櫃」衣物代洗服務[#]及網購速遞代取服務[#],方便生活繁忙的住客。

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

△ The clubhouse exclusively for residents of Grand YOHO Development is located at Phase 1 and Phase 2 of the development. The clubhouse/recreational facilities may not be ready for use upon handing over of residential units in the phase of the development. Some of the facilities of the clubhouse belong to or situate at other Phase(s) of the Development and shall not be available for use before completion of such Phase(s) and all the necessary preparation works. The facilities and the date of completion of the clubhouse and/or the various recreational facilities are subject to the final approval by the Buildings Department, Lands Department and/or other relevant government authorities. Uses and opening hours of the clubhouse facilities are subject to the restrictions set out in the relevant stipulations of legislation, land grants and deed of mutual covenant, clubhouse rules as well as actual site constraints.

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

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

* 接駁及出入設施於入伙時未必能即時使用。

△ Grand YOHO Development 住客專屬會所位於發展項目期數的第一期及第二期內,會所/康樂設施於發展項目期數住宅物業入伙時未必能即時啟用。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。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。

物業管理及其他所述服務可能由有關供應商、承辦商及/或第三方服務者提供,服務提供、使用條款、操作時間、收費及期限等由經理人或提供者全權決定,並受經理人或有關之大廈公契、服務合約或其他文件之條款及細則限制和管束。

△ 以上圖片於2017年3月18日拍攝於Grand YOHO,並經電腦修飾處理,僅供參考。

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

District: Yuen Long

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

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

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Vendor: City Success Limited

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

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

Firm or corporation of which the authorized person of the Phase of the Development is a proprietor, director or employee in his professional capacity: Sun Hung Kai Architects and Engineers Limited Building contractor of the Phase of the Development: Sanfield Engineering Construction Limited The firm of solicitors acting for the owner in relation to the sale of residential properties in the Phase of the Development: Winston Chu & Co., Mayer Brown JSM, Wong & Poon

Authorized institution that has made a loan, or has undertaken to provide finance for the construction of the Phase of the Development: The Hongkong and Shanghai Banking Corporation Limited (Note: The relevant undertaking has been cancelled.)

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

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

This advertisement is published by the vendor or by another person with the consent of the vendor. Date of Printing: 16 June 2017

發展項目期數名稱: Grand YOHO Development (「發展項目」)的第一期(「期數」)

(期數中住宅發展項目的第一、二、九及十座(不設第四座,及第三、五、六、七及八座不在本期數)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

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: Ximston Finance S.A., Victory Zone Holdings Limited、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行事的律師事務所: 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(備註: 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由另一人發布。

印製日期: 2017年6月16日

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

元朗PARK YOHO Venezia及PARK YOHO Sicilia交樓

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

Fairyland for residents

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



Striking fields of golden reeds waving at the Fairyland in the autumn and winter breezes⁵
 秋冬的「候花園」滿佈金黃蘆葦叢，隨風搖曳⁵

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

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

Wide views from home

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

Twin clubhouses coupled with full facilities

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

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

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Careful planning at PARK YOHO shows that residential development and wetland conservation can coexist⁶
 集團精心規劃PARK YOHO，展示發展住宅項目與保育可平衡共存⁶

集團位於元朗錦田北的PARK YOHO¹第1B期PARK YOHO Venezia及第1C期PARK YOHO Sicilia已經落成，業主現正陸續收樓。發展項目坐擁沙埔天然優美環境，加上佔地500,000平方呎的濕地「候花園」²，綠意盎然。住客在享受寧靜優雅的生活時，亦可乘搭西鐵迅速前往港九商貿核心，與繁華都會融合。項目勢將成為區內綠意生活新地標。

住客專用「候花園」

PARK YOHO乃結合濕地保育的大型住宅項目，全港罕有。早於規劃初期，集團發現地盤部分地方具有生態價值潛力，委託獨立保育專家視察環境，確認該地曾經是蜻蜓、蝴蝶及雀鳥的棲息地。為保育自然環境，集團精心規劃，將住宅項目與濕地結合，並與保育專家合作，將該地修復成為項目的「候花園」。

經過多重工序，並引入天然蘆葦及紅樹後，原有濕地生態逐步恢復。現時在「候花園」的蜻蜓、蝴蝶及雀鳥等自然物種超過180種，包括近危蜻蜓科廣瀨妹蟥、黃腰柳鶯、大小白鷺以及蜻蜓斑麗翅蜻等。會所將定期舉辦生態導賞團，讓住客可與親友欣賞「候花園」的四季美景。

住宅單位景觀開揚

PARK YOHO坐擁逾120萬平方呎綠意環境³。發展項目第1期住宅單位大量採用雙層中空玻璃幕牆，加上逾九成住宅單位的主人房均設有轉角窗或對流窗，為單位引入廣闊翠綠景色，住客安坐家中亦可欣賞天然優美環境。

雙會所、生活配套完善

項目設有雙住客會所⁴，室內及室外總面積約120,000平方呎，提供約70項文娛康樂設施，包括別墅式獨立大屋、宴會廳、主題花園、室外泳池、室內恆溫泳池、水動單車、水力按摩池、室內單車區、健身房、餐飲區及兒童區等。項目另設有約75,000平方呎的商場⁴，滿足住客日常生活所需。

由於鄰近有多個行山及踏單車熱門路線，PARK YOHO的物業管理服務特別安排單車租借服務，亦會舉辦單車團及行山團²，讓住客享受運動樂，親近大自然。

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

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

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

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

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

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

1. "PARK YOHO" 為「峻巒發展項目」市場推廣之用的名稱，並不會於關於期數的任何公契、臨時買賣合約、買賣合約、轉讓契及契據出現。

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District: Kam Tin North
Name of Street and Street Number of the Phase: 18 Castle Peak Rd Tam Mi
Website addresses designated by the Vendor for the Phases:
Phase 1B www.parkyo.com/venezia;
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Holding companies of the Vendor: Fourseas Investments Limited, Sun Hung Kai Properties Limited
Authorized person for the Phase: Dr. Lu Yuen Cheung Ronald
The firm or corporation of which the authorized person for the Phase is a proprietor, director or employee in his or her professional capacity: Ronald Lu & Partners (Hong Kong) Limited
Building contractor for the Phase: Chun Fai Construction Company Limited
The firm of solicitors acting for the owner in relation to the sale of residential properties in the Phase: Mayer Brown JSM; Winston Chu & Company; Woo Kwan Lee & Lo; Wong & Poon
Authorized institution that has made a loan, or has undertaken to provide finance, for the construction of the Phase: The Hongkong and Shanghai Banking Corporation Limited (Note: The relevant undertakings have been cancelled.)
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Date of printing: 16 June 2017

區域：錦田北
期數的街道名稱及門牌號數：青山公路潭尾段18號
賣方就期數指定的互聯網網站的網址：
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期數的認可人士以其專業身分擔任經營人、董事或僱員的商號或法團：呂元祥建築師事務所（香港）有限公司
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印製日期：2017年6月16日



New metro link for Guangzhou IGC mall 廣州IGC商場接通地鐵

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

More traffic and business

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

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

Industry recognition

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

位於珠江新城中央商務區的IGC，於今年初正式開通連接地鐵站的自動行人道後，人流顯著增長，為商戶帶來更多商機。商場屬於天匯廣場的一部分，與甲級雙子塔寫字樓天盈廣場、華南區首間康萊德酒店、豪華服務式公寓天鑾共同組成大型城市綜合項目。集團在項目持有33.3%權益。

帶動人流 增加商機

IGC共有八個樓層，雲集100多個時尚品牌，部分更是首次進駐廣州或內地市場的國際品牌或旗艦店。商戶組合多元化，包括服飾皮具、珠寶手錶、化妝品、家居用品、健

身中心、兒童主題樂園、知名餐飲以及可容納過千位觀眾的IMAX電影城等。於今年第三季，將有一間高端超級市場開業。

商場地下一層連接地鐵獵德站B出口的自動行人道於今年一月開通，為顧客帶來更大方便。相比自動行人道未開通前，商場人流錄得20%增長，商戶銷售額顯著提升，場內人氣食肆於飯市時間均出現兩至三輪的輪候現象，可謂人氣滿分。

表現備受業界肯定

IGC選用玻璃外牆，再配以多維切割面的造型，令項目外形猶如「江畔鑽石」，晶瑩剔透，提升採光度之餘，亦將藝術公園的綠化景像引入室內，購物消閒倍感舒適。項目早前在「ICSC 2017中國購物中心大獎」中，獲業界人士表揚，在「新開發項目」類別中獲銀獎。

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

IGC在「ICSC 2017中國購物中心大獎」中，獲「新開發項目」銀獎



IGC teeming with shoppers
IGC人流暢旺



IGC is the first mall in Southern China with a moving-walkway link to the metro
IGC設有自動行人道連接地鐵站，為華南區商場獨有



Group Chairman & Managing Director Raymond Kwok (front, fourth left) with bank representatives at the syndicated credit facility signing ceremony
集團主席兼董事總經理郭炳聯（前排左四）在銀團貸款簽署儀式上與銀行代表合照

The Group signs HK\$22,000 million syndicated credit facility 集團簽署220億港元銀團貸款

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

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

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

集團早前簽訂一項220億港元的銀團貸款協議，有關資金將用於日常營運及為部分短期債務作再融資用途。

該項貸款由新鴻基地產（金融服務）有限公司與19間主要本地及國際銀行簽署，由新鴻基地產發展有限公司作擔保。貸款包括三成定期貸款及七成循環貸款，為期五年，年息率為香港銀行同業拆息加70點子。該項貸款獲得銀行業界踴躍支持，錄得大幅超額認購，最終貸款額由50億港元增至220億港元。

集團目前分別獲穆迪及標準普爾給予A1及A+信貸評級，評級展望均為穩定，屬本港獲最高評級的地產公司之一。

Co-ordinating arrangers for the syndicated credit facility 銀團貸款的協調安排行

中國銀行（香港）有限公司	Bank of China (Hong Kong) Limited
香港上海滙豐銀行有限公司	The Hongkong and Shanghai Banking Corporation Limited
三井住友銀行	Sumitomo Mitsui Banking Corporation
三菱東京UFJ銀行	The Bank of Tokyo-Mitsubishi UFJ, Ltd.
恒生銀行有限公司	Hang Seng Bank Limited
中國建設銀行（亞洲）股份有限公司	China Construction Bank (Asia) Corporation Limited
花旗銀行	Citi
瑞穗銀行	Mizuho Bank, Ltd.
中國工商銀行（亞洲）有限公司	Industrial and Commercial Bank of China (Asia) Limited
交通銀行	Bank of Communications Co., Ltd., Hong Kong Branch
華僑銀行	Oversea-Chinese Banking Corporation Limited, Hong Kong Branch
星展銀行有限公司	DBS Bank Ltd.
渣打銀行（香港）有限公司	Standard Chartered Bank (Hong Kong) Limited
大華銀行有限公司	United Overseas Bank Limited
東亞銀行有限公司	The Bank of East Asia, Limited
法國巴黎銀行	BNP Paribas
東方匯理銀行	Crédit Agricole Corporate & Investment Bank
南洋商業銀行有限公司	Nanyang Commercial Bank, Ltd.
上海商業銀行	Shanghai Commercial Bank Limited

Allen Fung: Focusing on people

馮玉麟：專注「以人為本」的理念

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

Learning from history

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

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

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

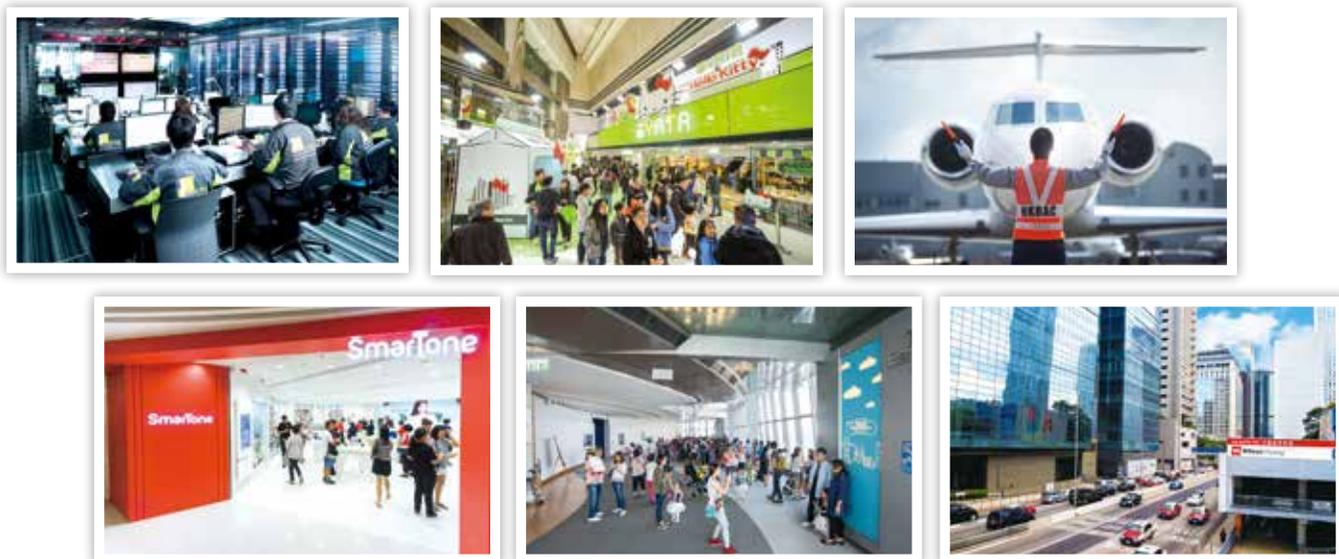
its management trainee programme for many years, nurturing generations of leaders, and Allen appreciates its growing influence on the Group's future. The world is changing, and it seems that the change is not only much broader than ever before, but also *faster than ever before*. "The rise of social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

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Allen Fung 馮玉麟

Group Executive Director
集團執行董事





Non-property business in infrastructure, retail, telecommunications and information technology generates significant earnings for the Group
非地產業務組合涉及基建、零售、電訊及資訊科技等範疇，為集團帶來重要收益

Contributions from non-property businesses

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

Be faster, be adaptive

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

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

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

Life at SHKP

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

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

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

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

集團旗下的非地產業務組合帶來重要的經常性收益。集團執行董事馮玉麟自三年半前加入新地，便一直掌管這些業務。他深信有關項目與集團的地產業務均展現相同的價值：一方面對顧客竭誠用心，另一方面同時積極為員工提供福利及發展機會。

鑑古知今

馮玉麟在加入集團前曾任環球管理諮詢公司麥肯錫全球資深董事，更是該公司首名香港華人資深董事。在此之前，他分別在牛津及哈佛攻讀歷史，亦曾出任布朗大學歷史系客座教授。歷史能叫人鑑古知今，馮玉麟就是在鑽研歷代政權及企業發展之中領悟到管理之道。他深明即使是最好的制度都有機會受內外因素所動搖，「盛世容易令人過分自滿，這情況在中國歷史不斷出現。」因

此，擁有應變能力是成功的先決條件。他相信集團在過去45年間不斷壯大，正是因為一直追求進步，靈活變通。

馮玉麟認為，吸納及培育年輕人才是集團未來持續發展的支柱之一。他提到集團多年來透過舉辦管理培訓生計劃，培育一代又一代的管理人員，對集團未來發展的影響愈來愈重要。世界正急劇變化，範圍之廣、步伐之快均前所未見。「例如社交媒體的興起令企業必須改變傳統接觸客戶的方式——我們要快速直接回應，並要更願意聆聽客人的想法。」馮玉麟認為「面對這些改變，年輕同事比我們掌握得更好，因為他們就在這個環境中成長。」

非地產業務的角色

集團堅持以地產項目為本業，並經營一系列非地產業務，涵蓋多個範疇的策略

性資產，包括流動電訊業龍頭之一數碼通、香港最大數據中心營運商新意網、載通國際、威信集團、香港商用航空中心，以及日式百貨及超市品牌一田等。非地產業務於上個財政年度為集團帶來超過40億港元的營運收益，有盈利貢獻之餘，更可與地產項目產生重大協同效應。他以一田百貨為例：「有些顧客曾告訴我們，住宅項目引進一田能為他們的日常生活帶來更多方便。集團旗下的地產項目亦時常與非地產項目合作推廣，為新地會會員提供優惠。」

敏捷靈活 把握機遇

馮玉麟認為，傳統大企業愈見出現行事不夠果斷的危機。「這並不是說要倉卒行事，自損質素，而是盡可能及早行動，早著先機。電商界名人貝索



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

面對社交媒體興起，我們必須快速直接回應，並要更願意聆聽客人的想法。

”



Allen believes a cohesive team is better at handling challenges and change
馮玉麟重視建立團隊精神，他認為一支凝聚力強的團隊，更願意接受挑戰、面對改變

斯 (Jeff Bezos) 便提出，企業只要掌握七成資訊便應盡快付諸行動，因為待有百分百把握時已經為時太晚。事實的確如此。」他認為關鍵是敢於試驗新意念，縮短制訂計劃的時間。「只能透過不斷嘗試尋找出路，否則便會耽誤良機。」

在此瞬息萬變的時代，企業必須願意在適當時候改變營運模式，才能把握機會。天際100就是成功例子。天際100位於西九龍環球貿易廣場100樓，是香港著名的觀景台，從開業至今依然是旅遊勝地，但數年前旅遊業發展放緩，管理層便有將之開發成高級商務活動及婚宴場地的構思，結果深受市場歡迎，更被視為最有特色的婚宴場地之一。現時天際100的收益有不少是來自活動相關的業務。「其實這是改變了天際100原來的商業運作模式，要不是團隊願意放下本來思路，敢於改變，根本難以成功。」

活在新地

雖然世事不斷轉變，但有些事情永不變更。馮玉麟認為，一家成功的企業無論向外對顧客，抑或是對內部員工，均必須做到「以人為本」。他更認為集團成功的關鍵正在此。集團投放不少資源為不同職級的同事提供發展機會，並十

分歡迎不同意見。馮玉麟反思：「我必須主動聆聽。同事在工作上及對於如何聯繫顧客都有很多新點子，前線員工的想法尤其重要，因為他們十分清楚顧客需要。」

談到加入集團初期的印象，馮玉麟說：「印象最深刻就是集團『以人為本』的文化。從前在麥肯錫任僱問時，見過自稱『以人為本』的企業最後亦難以堅持，但新地不同。簡單一個例子，就是集團仍為同事提供免費午餐。聽來雖是小小一項福利，但大部分企業在遇上經濟不景氣時，就會為節省成本而不再提供。集團沒有這樣做，證明集團衷心善待員工。」

馮玉麟深信平衡工作與生活是十分重要，但笑言管理層亦有責任確保同事能夠做到：「首先你要明確釐清甚麼工作是重要，甚麼是次要，同事才可按先後緩急分配工作，否則大家只能拚命忙著。」被問到公餘時的興趣，馮玉麟說：「我喜歡聽音樂和旅遊，特別是到日本旅遊，因為能讓我回復精神，保持清晰和靈活的頭腦，以應付工作。而且因為從前修讀歷史，我至今仍常常閱讀相關書籍。希望終有一天有空完成對現代中國的研究！」



It's important for Allen to spend generous time with family
馮玉麟珍惜與家人相處的時間



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

第九屆新地商場「以心服務」親客大使選舉

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

Always serving with heart

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

Six awards to recognize exceptional service

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

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

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

Professional, caring team

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

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





Winners of the ninth SHKP Malls 'Serving with Heart' Customer Care Ambassador Election with the Group's management, leasing teams, mall's operations teams and guests at the award presentation ceremony
 第九屆新地商場「以心服務」親客大使選舉頒獎禮各得獎者與集團管理層、租務部、商場管理團隊及嘉賓合照留念

為提升商場服務質素，並嘉許表現卓越的親客大使，集團每年舉辦新地商場「以心服務」親客大使選舉。活動今年進入第九個年度，在為期兩個月的投票期內，收到來自顧客超過九萬張的有效選票，足證新地商場的優質服務備受肯定。

以心服務 永不停步

今屆共有20家商場，合共116名親客大使參賽。選舉主題為「摯誠待客之道·新地為您做到」，帶出親客大使憑著真摯體貼的服務，讓顧客感受到如貴賓一樣的款待。新鴻基地產代理有限公司租務部（商場市務及客戶關係）總經理馮翊琳表示，集團每年舉辦親客大使選舉，藉此嘉許表現卓越的親客大使，協助他們了解自己的表現，改善不足之處，亦提升隊員之間的默契，為顧客提供更專業、更貼心的服務，讓每位顧客都有在家一樣的窩心感覺。由於今屆參賽者表現出色，所以集團將推薦一共18名親客大使參加香港零售管理協會的「2017傑出服務獎」比賽，讓他們藉此跟全港業界精英互相交流，擴闊視野。

六大獎項 嘉許卓越表現

今年選舉共頒發六大獎項，當中有兩個屬新增設獎項，全部按嚴謹準則評審，而大部分獎項均加入神秘顧客專業評審環節，確保結果公平客觀。

「顧客至讚親客大使獎」繼續百分百由顧客投票選出，由得到最多有效票數的

前三名親客大使獲得。「最佳『以心服務』親客大使獎」再次百分百由神秘顧客評審，每家商場得分最高且達指定水平的親客大使便可獲獎，最終今年共有12家商場的親客大使獲獎；而所有參選親客大使中得分最高者更可榮獲「神秘顧客評審最Top服務親客大使獎」，得獎者為HomeSquare的親客大使。另外，今年特別增設「卓越服務親客大使獎」，表揚過往三年連續在神秘顧客評審超越指定分數的親客大使，得獎者共六名。

一如往年，今年有兩大獎項頒發給商場團隊。「最佳表現商場獎」今年加設顧客滿意度網上調查，獎項按網上調查平均得分以及商場參選親客大使神秘顧客評審平均得分，各佔一半計出總分；由HomeSquare勝出。「神秘顧客評審最Top服務商場獎」依舊由神秘顧客在參賽商場進行全面服務評估，測試顧客服務中心的整體表現。HomeSquare在四次評核中均表現優秀，以最高總分奪得獎項。

專業細心的團隊

HomeSquare團隊今次連奪三大獎項，無論是神秘顧客評審或真正顧客的網上調查評分均名列前茅。親客大使團隊對於得到肯定，感到榮幸又興奮。親客大使李美琼表示：「團隊精神十分重要，同事之間緊密溝通，互相信任，甚至互相提點，才可持續提升服務質素。當然，不斷提升知識及增強實力都是不可缺少的。」



The HomeSquare team clinched the Best Performing Mall Award and Mystery Shopper Assessment Top Mall Service Award with ambassador Cally Li taking the Mystery Shopper Assessment Top Customer Care Ambassador Award
 HomeSquare團隊表現突出，連奪「最佳表現商場獎」及「神秘顧客評審最Top服務商場獎」，親客大使李美琼則憑著最高得分，榮獲「神秘顧客評審最Top服務親客大使獎」

作為一站式家居主題商場，HomeSquare的親客大使不但要提供基本客戶服務，更要精通場內各個家居品牌的特色及功能以擔當家居顧問的角色，向顧客推介合適的商品及商戶。顧客服務中心亦特別提供各款包裝家具的工具以及代客召喚客貨車服務。在一年一度的「香港家居折」活動中，親客大使團隊除了解答顧客各式的疑問外，更會為通宵排隊的顧客送上小食及飲品，借用手提電話外置充電器及便攜式風扇等，讓顧客由步進商場開始，直至滿載而歸都稱心滿意。

Group publishes new Sustainability Report 集團最新《可持續發展報告》已經出版

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

Five key areas of the report are summarized below:

Environmental protection

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



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

The Group's full 2015/16 Sustainability Report
集團2015/16《可持續發展報告》全文

Staff care

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

Customers first

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

Creating value with business partners

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

Community investment

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



集團出版第六份獨立的《可持續發展報告》，披露集團於2015/16財政年度期間的可持續發展方面的表現和措施，範圍涵蓋集團在本港的總辦事處及多間非上市全資附屬公司。報告根據香港聯合交易所《環境、社會及管治報告指引》編製，同時參考了全球報告倡議組織(GRI)《可持續發展報告G4指引》內的「核心選項」，並獲獨立方核實。

以下簡單介紹報告內容的五大範疇：

環境保護

綠色建築認證是衡量發展項目環境質素的指標，集團持有由美國能源和環境設計領先認證及香港建築環境評估法所頒發的認證合共35張。由集團管理的物業大部分通過ISO 14001環境管理系統認證。在綠色管理方面，主要投資物業的耗電量於過去五年下降逾10%；年內，回收逾2,700公噸廢紙，回收金屬較上年增加四倍。多個發展項目參與廚餘回收先導計劃，以珀麗灣表現最為突出，在環境及自然保育基金支持下的屋苑廚餘循環再造項目中，成為平均參與率最高的屋苑。

關顧員工

集團鼓勵員工終身學習，新地優質學堂自推出以來，共有近258,000人次參與。為表揚員工，集團每年舉辦「提升質素意見獎勵計劃」及「提升工作安全意見獎勵計劃」等。集團關心員工的身心健康，不但委派職安健委員會負責監管工作安全與健康，建築及物業管理方面的附屬公司均具備通過OHSAS 18001認證的安全管理系統。在2015/16家庭友善僱主獎勵計劃中，集團獲頒「傑出家庭友善僱主」最高榮譽。

以客為先

集團重視客戶需要，致力提供優質產品及服務。自2013年起，將旗下一手物業的保修優惠延長至首三年，讓買家加倍安心。在定期進行的客戶意見調查中，逾96%商場及寫字樓租戶對客戶服務給予「良好」或「極佳」評級。新地會於1996年成立，為集團與現有客戶及準客戶提供一道有效的溝通橋樑。

與業務夥伴一同創造價值

集團將可持續發展理念應用到供應鏈上，與業務夥伴共建更美好將來。集團每年對旗下酒店的食品供應商進行嚴格審核，年內全體供應商的評核結果均令人滿意。在採購方面，共有38%貨品及服務源自支持環保的承辦商和供應商。為確保地盤外判工人在工作上的健康及安全，集團除制訂安全指引，更要求外判工人參加地盤強制性安全訓練課程；年內包括集團工人在內，逾750,000人次曾接受相關培訓。

回饋社會

集團透過三大方面服務社群：推廣閱讀和教育、支持運動行善和健康生活以及關懷弱勢社群。新聞會舉辦多元化活動，鼓勵大眾培養愉快閱讀的興趣。集團貫徹運動行善精神，於年內首次冠名及慈善贊助新鴻基地產香港單車節。另外，集團承諾捐出元朗一幅面積約10,000平方呎的地皮予慈善團體興建本港首幢跨代共融綜合服務大樓。

Backing sport for charity 支持運動行善

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

集團提倡健康及可持續生活，鼓勵員工多做運動，實踐健康平衡生活。早前，派隊參加多個慈善體育活動，為不同團體籌款，包括善寧會登山善行、扶輪香港超級馬拉松、世界自然基金會跑出未來及聯合國兒童基金會慈善跑，代表隊更在活動中取得佳績。



Hike for Hospice: champion in the 14km team event
登山善行：團體賽14公里冠軍



Rotary HK UltraMarathon: third in corporate relay
扶輪香港超級馬拉松：企業隊際接力季軍



Run for Change: second in corporate race 3.5km and third in corporate race 10km
跑出未來：企業組3.5公里亞軍及企業組10公里季軍



UNICEF Charity Run: second in half marathon corporate relay
聯合國兒童基金會慈善跑：半馬拉松企業接力賽亞軍



Guided cultural tour through the settings of winning Young Writers' Debut Competition titles *Memoir of the Sun, Moon and Stars* and *Luard Road No. 20*
 文化導賞團的行程環繞「年輕作家創作比賽」優勝作品《日月星傳》及《盧押道20號》



SHKP Reading Club promotes the joy of reading

新閱會傳送喜「閱」氣氛

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

'Wheelchair Angel' Susan So's sharing

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

Finding the Stories of Wan Chai guided cultural tour

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

Summer activities preview

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

新閱會透過多元化活動，將閱讀的樂趣傳送到社會上不同階層。早前舉辦的活動包括邀請了被譽為「輪椅上的天使」的作家出席分享會，以及為會員而設的灣仔文化導賞團。另外，一連串活動將於今個暑假展開。

「輪椅上的天使」蘇金妹分享會

新閱會不時舉辦作家分享會，早前邀請了有「輪椅上的天使」之稱的蘇金妹出席。蘇金妹少年時因意外導致下肢癱瘓，憑著鬥志，擊敗身體的殘障，擔當義工達40多年，用生命影響生命，更獲香港紅十字會頒發「香港人道年獎」。她近年出版自傳，將樂觀正面的精神傳送出去。蘇金妹在分享會上除講述自己的著作外，亦勉勵讀者多幫助及關懷有需要的人，活出生命的美好。

「尋找灣仔的故事」文化導賞團

新閱會邀請文化導賞員帶領會員走訪灣仔的大街小巷，包括日、月、星街一帶、船街南固臺、盧押道戰前唐樓、皇后大道東、藍屋及北帝古廟等。導賞員透過有趣的故事，帶領會員認識香港歷史及灣仔都市傳說，並且推薦與灣仔有關的好書，讓參加者在活動完結後，可以走進閱讀世界，加強對社區的認識。

夏日節目巡禮

繽紛的暑假即將來臨，新閱會將帶來連串活動。新閱會與三聯書店攜手合辦的第六屆「年輕作家創作比賽」將公布得獎結果，優勝作品隨即出版並在香港書展登場，新一批年輕作家將參與多個講座與愛書人見面，不容錯過。新閱會亦將繼續於書展推廣愉快閱讀，並在書展期間舉辦第10屆「新地齊讀好書」計劃，贊助逾千名基層學童參與不同類型的閱讀活動。



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

蘇金妹(左)與嘉賓主持兼「年輕作家創作比賽」優勝者之一姚楓盈(右)提到，很多生活上的小事已經可以助人，就如送上一碗熱湯，也足以令人感到非常窩心





Group Executive Director Adam Kwok (front, fifth left) and Breakthrough General Secretary Joyce Man (front, fourth right) with 2017 Modern Apprenticeship Programme students, mentors and guests 集團執行董事郭基輝(前排左五)與突破總幹事萬樂人(前排右四)為「『見』造未來—師徒創路學堂2017」主持誓師禮，與一眾學員、師傅和嘉賓合照留念

Caring for young and old 扶老攜幼 關懷社區

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

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Modern Apprenticeship Programme nurtures young people for 15 years

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

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

SHKP-Science & Innovation Project for Gifted grooms school kids

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

mathematics (STEM) applies to its construction and architecture.

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

Building Homes with Heart Caring Initiative for the elderly

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



Children in the SHKP-Science & Innovation Project for Gifted at International Commerce Centre learning how STEM applies to architecture and construction 參與「新地資優科學創意發展計劃」的資優兒童走進環球貿易廣場，學習STEM在建築工程上的實際應用

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



Secretary for Labour and Welfare Stephen Sui (standing front, fifth left) and Group Deputy Managing Director Mike Wong (standing front, fifth right) with over 100 Group volunteers welcome the seniors at the Chinese New Year Poon Choi luncheon
勞工及福利局局長蕭偉強（前排站立左五）與集團副董事總經理黃植榮（前排站立右五）聯同集團過百名義工招待長者享用新春盆菜宴

集團熱心公益事務，與不同機構合作，為社會上有需要的人士提供協助。今年繼續為公開試成績欠佳的青少年提供實習機會，集團員工更擔任師傅，陪同他們學習工作知識及待人接物等技巧。集團早前安排了一批基層資優兒童參觀環球貿易廣場，讓他們以有趣的方式學習，擴闊視野。此外，集團為長者舉辦了不同節慶活動，與他們共度溫暖的傳統節日。

「『見』造未來 — 師徒創路學堂」

扶助青少年15載

「『見』造未來 — 師徒創路學堂」踏入15週年，今年共有26位青少年參與一系列生涯規劃活動及個人成長訓練課程。隨後他們便會進入集團旗下的建築公司、物業管理公司、酒店及挪亞方舟，展開為期10星期的工作實習。期間，集團員工更會擔任師傅，陪伴他們面對職場種種挑戰。

「師徒創路學堂」計劃由集團贊助、突破機構合辦，自2003年起為公開試成績欠佳的青少年提供實習機會，配合人際及個人成長訓練，讓他們認識自我，探索人生方向，創造未來。在15年來，約有300名青少年曾經參與實習，部分學員在完成課程後，更留在集團工作。

「新地資優科學創意發展計劃」

鼓勵學童

集團早前邀請「新地資優科學創意發展計劃」的學員參觀環球貿易廣場，讓他們了解這幢全港最高摩天大樓的建築特色及實

際運作情況，以及科學、科技、工程和數學（STEM）在建築工程上的實際應用。

該計劃由香港小童群益會主辦，由「新鴻基地產香港單車節」所得善款支持。計劃為期兩年，為150名就讀小二至中二的基層資優兒童，提供免費STEM課程，發掘他們在該範疇的潛能，從而提升思考能力和激發創意，為社會培育優秀人才。

「以心建家送暖行動」關懷長者

「以心建家送暖行動」繼續在傳統節日關懷長者。於端陽佳節前夕，集團為觀塘及葵青共約3,000位獨居及雙老長者戶，送贈盛載應節糉子及食糧的愛心福袋，讓他們感受節日氣氛。集團義工更探訪居住葵青、觀塘、深水埗及將軍澳的獨居或雙老長者，與他們閒話家常，送上愛心福袋，分享節日喜悅。另外，集團義工與情緒上有特殊需要的智障青年一起包糉，實踐傷健共融，倍添意義。

較早前，集團連續第七年與社會福利署及地區社福機構合作，為長者舉辦新春盆菜宴。今年共招待來自大埔及南區約1,700位長者，在挪亞方舟享用盆菜，並送上豐富實用的愛心福袋。部份長者更參與綜藝表演，彈奏樂器、跳舞及表演太極等，歡度佳節。



Group volunteers and mentally handicapped young people with special emotional needs make quinoa rice dumplings
集團義工與情緒上有特殊需要的智障青年親手包製藜麥糉子，體會包糉的樂趣



Group volunteers revisit single seniors who previously received basic home decorations at Tuen Ng Festival
集團義工藉著端午佳節，探訪早前曾協助進行家居裝修的獨居長者，聚舊一番

Group announces interim results 集團公布中期業績

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

Property development

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

Property investment

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

Positive outlook

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



Group Chairman & Managing Director Raymond Kwok (fourth right) announcing interim results with top management
集團主席兼董事總經理郭炳聯(右四)聯同管理團隊公布中期業績

集團公布截至2016年12月31日止六個月，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146.08億港元；每股基礎溢利為5.05港元。董事局宣布派發中期股息每股1.10港元，較上年同期增加4.8%。

地產發展

連同合作項目的收益，回顧期內財務報表錄得的物業銷售收益為261.47億港元；來自物業銷售的溢利達83.45億港元。在本財政年度，香港合約銷售表現理想，尤其是元朗Grand YOHO第一期。截至2017年5月31日止11個月，按所佔權益計算，單單香港合約銷售總額已達450億港元，遠超越本年度目標330億港元；內地方面，按所佔權益計算，合約銷售總額超過60億港元，而本年度目標則為70億港元。

投資物業

回顧期內，連同合作項目租金計算，總租金收入按年上升4%至108.03億港元，淨租金收入按年上升4%至港幣82.73億港元。租金收入表現穩健是由於續租和新租租金上升；新投資物業特別是內地項目帶來的收益亦有助帶動租金收入增長。

對前景充滿信心

在強勁的項目推售計劃下，集團的物業銷售業務將繼續表現理想。集團擁有充足的發展中土地儲備，足夠未來五年發展；而在未來數年，每年在香港落成的可供出售住宅樓面將超過300萬平方呎。集團亦正物色增添土地的機會，特別是香港的地皮，並透過不同方式包括更改農地用途添置土地，此舉有助集團在中長期維持住宅落成量在高水平，令物業銷售這項核心業務持續增長。另外，集團在香港和內地多個主要的新投資物業預計於未來五至六年落成，以樓面面積計算，大概相當於集團現有投資物業組合的35%，包括YOHO MALL形點商場的擴展部分、北角匯、港鐵南昌站的優質商場、上海徐家匯國貿中心及南京國金中心。有關項目落成後，將顯著提高集團的市場領導地位和整體租金收入。

SUNeVision 2016/2017 third quarter results 新意網公布2016/2017第三季業績



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

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

新意網集團有限公司公布截至2017年3月31日止九個月的業績，公司股東應佔溢利為4.104億港元，較去年同期上升9%。受惠於數據中心的營運收益增加，期內收益增至8.472億港元。期內毛利上升至5.176億港元，毛利率為61%。

將軍澳全新旗艦設施MEGA Plus的工程進入最後階段，按進度將於2017年第三季落成。項目為首個設於數據中心專屬用地的準Tier 4數據中心，按照客戶最新需要而設計，可靈活應付各客戶就不同彈性程度及電力功率密度的要求。沙田MEGA Two的全面改造項目同樣處於最後階段，工程完成後，整幢大廈將成為頂尖數據中心。新意網亦正提升現有數據中心，同時加強銷售推廣資源，以提高服務能力。

SmarTone's interim results 數碼通公布中期業績

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

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

數碼通電訊集團有限公司公布截至2016年12月31日止六個月的業績。回顧期內，受市場環境的變化影響，總收入下跌至53.72億港元，當中服務收入為26.74億港元，較去年同期下跌4%。服務收入下跌主要由於客戶轉用SIM Only月費計劃的情況持續、預付收入疲弱及OTT互聯網服務用量增加影響話音漫遊收入。扣除手機業務後的經營溢利為4.84億港元；淨溢利為3.93億港元，按年下跌2%。期內，香港客戶人數增至200萬。

數碼通將維持專注發展核心流動通訊業務，積極開拓更多收入來源的同時，亦會於市場上為不同的客戶群提供切合所需的服務及計劃。數碼通亦將繼續投資，加強其品牌定位，進一步提升客戶體驗及繼續拓展其技術上的領導地位。



Best Real Estate Company in Asia for the 11th time 集團第11度榮膺「亞洲最佳地產公司」



Group Corporate Planning & Strategic Investment (Corporate Planning) General Manager Brian Sum (right) receiving the awards from *FinanceAsia* 集團公司策劃及策略投資部(公司策劃)總經理沈康寧(右)領取《FinanceAsia》頒發的多個殊榮

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

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

在《FinanceAsia》舉辦的「2017年亞洲最佳公司選舉」中，集團憑著整體優秀表現，第11年榮膺「亞洲最佳地產公司」大獎，同時以高分數獲得「香港最佳公司（排名第一）」、「香港最致力於企業管治（排名第一）」、「香港最佳投資者關係（排名第一）」及「香港最佳企業社會責任（排名第一）」殊榮。

權威財經雜誌《FinanceAsia》每年均舉辦「亞洲最佳公司選舉」，邀請投資者及分析員根據區內企業的整體管理、企業管治、與投資者關係及企業社會責任等方面，就企業表現進行評分。集團在今屆選舉中共獲得五大獎項，足證實力雄厚，管理團隊表現出色，深受投資界及分析員認同。

Group clinches Platinum Trusted Brand Award for the 12th consecutive year 集團連續12年榮獲「信譽品牌白金獎」

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

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

集團致力發展優質物業，為客戶帶來卓越服務，優質品牌深受信賴。集團連同旗下多個業務單位在今年的《讀者文摘》亞洲品牌調查中，繼續獲得消費者投下信心一票，合共獲得兩個白金獎及三個金獎。

在有關調查中，新鴻基地產再獲消費者投選為香港地產發展商界別中最具信譽的優質品牌，連續12年榮獲「信譽品牌白金獎」最高殊榮。集團旗下商場APM於商場界別連續第三年獲頒金獎；兩家物業管理公司康業及啟勝連續六年獲頒物業管理公司界別金獎；威信停車場則在停車場界別連續第五年勇奪白金獎。



Five honours for the Group and business units in the *Reader's Digest* Trusted Brands Asia survey 集團及旗下業務單位在《讀者文摘》亞洲品牌調查中囊括五大獎項

The Group named a Caring Company for 15th straight year 集團連續第15年獲「商界展關懷」嘉許

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



Now 87 Caring Company business units within the Group
集團旗下獲頒「商界展關懷」標誌的單位增至87個

集團善用資源及網絡，積極履行社會責任，屢獲各界表揚。今年，集團連續第15年獲香港社會服務聯會頒發「商界展關懷」標誌，連同獲表揚的集團公司、商場、商廈、酒店及代管物業項目，獲表揚的單位增加至87個。當中，更有七個單位同屬連續第15年獲表揚，另有61個單位獲此標誌連續五年或以上，反映集團上下一心，不斷發揮關懷精神，扶助弱勢，推動社區發展。

SHKP-Kwoks' Foundation offers scholarships for Xi'an Jiaotong University students 新地郭氏基金資助學生升讀西安交通大學

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

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

新地郭氏基金致力培育人才，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。自2002年成立以來，除資助本地學生外，亦與多間內地著名學府合作設立獎助學金，同時資助內地學生往外地深造及交流，增廣見聞。

基金早前與西安交通大學合作，設立獎助學金，資助家境貧困但品學兼優的學生入讀該校，讓他們可以放下財政壓力，專心學習，名額約有150個。基金亦計劃聯繫受助學生設立同學會，鼓勵他們積極關懷社區，幫助其他有需要的人士，回饋社會。



SHKP-Kwoks' Foundation Executive Director Amy Kwok (left) and Xi'an Jiaotong University Party Committee Deputy Secretary Gong Hui (right) at the scholarship fund signing ceremony

新地郭氏基金執行董事郭婉儀(左)及西安交通大學黨委副書記宮輝(右)於獎助學金捐贈協議書簽約儀式上合照



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

左起：天際100總經理黃慧儀、天際100副主席林寶彤、新鴻基地產（酒店業務）行政總裁鄧力高、新鴻基地產執行董事兼天際100主席馮玉麟、萬豪國際集團大中華地區首席執行官何國祥、香港麗思卡爾頓酒店總經理龐柏賢、香港麗思卡爾頓酒店酒店經理戴萬傑及香港麗思卡爾頓酒店行政總廚范秉達為Café 100主持開幕儀式

New sky-high dining experience at Café 100 Café 100帶來全新高空餐飲體驗

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

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

由天際100香港觀景台與香港麗思卡爾頓酒店攜手開設的Café 100 by The Ritz-Carlton, Hong Kong現已開幕。Café 100座落於觀景台西面，提供40多個座位，讓客人可盡覽廣闊平靜的海景及日落時份的醉人景色。透過落地玻璃窗，客人可一邊欣賞美景，一邊享受酒店團隊以世界各地特式食材炮製的美饌，令整個觀景體驗更加完滿。

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。

IFC Residence in Shanghai named the Best Luxurious Serviced Apartment of China 上海國金匯榮獲「中國最佳奢華酒店式公寓」

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

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

集團位於上海的豪華服務式公寓國金匯，憑藉品味高尚的居住環境及卓越的服務品質，於第十二屆亞洲酒店論壇年會暨中國酒店星光獎頒獎典禮上，在競爭激烈的評選中脫穎而出，榮膺「中國最佳奢華酒店式公寓」獎項。

國金匯位於小陸家嘴核心地段，屬於上海國金中心綜合項目的一部分，坐擁高級購物熱點上海國金中心商場、甲級寫字樓上海國金中心及豪華酒店上海浦東麗思卡爾頓酒店等周邊設施，交通方便。國金匯提供約300個不同面積及間隔的服務式套房，裝修豪華，景致遼闊，設施及休閒配套一應俱全。國金匯秉持「以客為先」的服務精神，按照住客的不同需要，提供專業貼心服務，讓顧客享受到賓至如歸的舒適與妥貼，屢獲高消費人士好評，與賓客成功建立長遠關係。



Sun Hung Kai Development (China) Deputy General Manager Rick Man (centre) and his IFC Residence team are thrilled with the award
新鴻基發展(中國)副總經理文志峰(中)與國金匯團隊喜獲嘉許

Luxurious Stay with Exquisite Dining



Sky Pool

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

(852) 2733 2828



Sky Side Harbour Room

Forbes
TRAVEL GUIDE
RECOMMENDED 2017



MICHELIN

Guide to Hong Kong & Macau

Inagiku Grande Japanese Restaurant
(Four Seasons Hotel)

Dong Lai Shun
(Beijing & Huaiyang Cuisine)

Le Soleil
(Vietnamese Cuisine)

Sabatini Ristorante Italiano



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