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Nanjing IFC  
set to become a new landmark  
南京國金中心勢將成為市內全新地標





## Nanjing IFC set to become a new landmark 南京國金中心勢將成為市內全新地標

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以心建家 Building Homes with Heart

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Editor's Note 編者按：

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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# Nanjing IFC

## set to become a new landmark

Nanjing IFC is the Group's first ever investment in Nanjing and the third IFC project after Hong Kong and Shanghai. Situated in a prime location, the 3.4 million-square-foot project will be one of the few major integrated developments in the area, comprising offices, a shopping mall and hotel. Built with international standards, from project design, construction quality to variable facilities and professional management services, and having gained invaluable experience from Hong Kong IFC and Shanghai IFC, this new integrated project is poised to become a new landmark in Nanjing.

### Hexi CBD prime site with convenient access

Located in Hexi Central Business District, one of the major CBDs in Eastern China comparable to the Lujiazui Finance and Trade Zone in Shanghai Pudong, the wholly-owned large-scale integrated project will feature two super grade-A office towers, a one-million-square-foot-plus high-end shopping mall and a five-star hotel to be built on three buildings interconnected on the podium.

Built atop Metro Yuantong Station, the integrated project will enjoy seamless connection to the metro at Basement 1 on completion. By then, Metro Yuantong Station will become one of the few Nanjing Metro interchange stations with direct linkage to major commercial complexes and the only interchange station at Hexi CBD which connects the existing Nanjing Metro Line 2 and Line 10.

Strategically located at the junction of main roads Hexi Street and Jiangdong Middle Road in front of an existing tram station, Nanjing IFC is easily accessible by road and underground to other districts, mainland cities or even the international airport, with about 15 minutes' drive to CRH Nanjing South Railway Station and about 40 minutes' drive to Nanjing Lukou International Airport.

Major landmarks such as the Hexi Central Park, Nanjing International Expo Center are located in the area, and with office clusters and the development of over a dozen of commercial projects, further upside is anticipated.

### Stylish design backed by comprehensive facilities

Nanjing IFC is being built by a world-renowned architectural firm. Inspired by the concept of crystal clusters, the tower form, tower crowns and facades of the towers are finely constructed to resemble giant crystals with well-scattered raindrop-like fins as touch ups. Reflections will sparkle differently depending on the vantage points to give a chic and shiny look.

With a total area of over two million square feet, the two super grade-A office towers Nanjing One IFC and Nanjing Two IFC are being built according to international standards, with efficient layouts and modern facilities. Visitors taking the express escalators



Featuring super grade-A offices, a high-end shopping mall and five-star hotel, Nanjing IFC will set new standards for commercial developments in the area and become a new landmark  
 南京國金中心結合超甲級寫字樓、高級商場及五星級酒店於一體，預期可為南京商業項目帶來新標準，成為市內地標項目

**Expected completions of Nanjing IFC**  
南京國金中心的預計落成日期

Expected completion 預計落成	Section 項目部分	Location 位置
Late 2018 2018年底	Office Tower (198-metre tall) 寫字樓 (樓高198米)	Nanjing One IFC 南京國金中心一期
	Shopping Mall 商場	Podium 平台
	Hotel 酒店	Hotel Tower 酒店大樓
Late 2019 2019年底	Office Tower (290-metre tall) 寫字樓 (樓高290米)	Nanjing Two IFC 南京國金中心二期



to the elevated lobby on the fifth level will be able to enjoy the sunken plaza view through the glass facades.

The 198-metre tall Nanjing One IFC will provide 26 floors of super grade-A offices with each floor covering about 15,000 square feet and clear ceiling heights of about 2.75 metres and raised floors of approximately 100 mm. The 290-metre tall Nanjing Two IFC, the tallest of the three, will have 46 levels of super grade-A offices with each floor covering almost 27,000 square feet, ideal for companies looking for offices with large floor plates.

Mirroring the success of Shanghai IFC Mall, the Nanjing IFC mall which will house international top-tier tenants and new comers to Nanjing is set to become a much sought-after shopping destination for luxury products. The one million-square-foot-plus retail space will be spread out on nine levels at the towers' podium. Pre-leasing response has been very encouraging.

Managed by Hyatt Hotels Corporation, the 29-storey five-star hotel will cover a gross floor area of over 300,000 square feet, which allows guests easy access to shopping and gourmet restaurants from both the Nanjing IFC mall as well as the hotel itself.

**First phase to complete by late 2018**

The entire project is expected to be completed in two phases. The first phase of the project will include Nanjing One IFC offices, shopping mall, hotel, podium and basement. The two towers have been topped out with curtain walls being installed and expected to be completed by the end of 2018. The 290-metre tall offices Nanjing Two IFC which belongs to the second phase of the project is now under the superstructure construction. Progress is on schedule and the project is expected to be completed in late 2019.

Located in a prime district, the stylish Nanjing IFC is destined to become a premium development backed by all-round facilities and professional, caring management service, representing a new symbol in the city.



Nanjing IFC office lobby will be stylishly elevated on the fifth level, presenting a shimmering glass box like design  
南京國金中心寫字樓入口挑空五層·設計型格·仿如玻璃盒子



Located in Hexi Central Business District, Nanjing IFC will be atop Metro Yuantong Station  
 南京國金中心座落於河西中央商務區，為地鐵元通站上蓋物業

## 南京國金中心勢將成為市內全新地標

南京國金中心為集團在南京市首個投資項目，亦是集團繼在香港和上海後，第三個興建的國金中心。項目位置優越，總樓面積達340萬平方呎，匯聚寫字樓、商場及酒店於一身，屬區內罕見的大型綜合發展項目。項目由設計、建築質素以至配套設施及專業管理服務均達致國際級標準，並引入集團在發展香港國金中心和上海國金中心時的豐富經驗，項目勢將成為南京市全新地標。

### 商務區黃金地段 河西交通樞紐

南京國金中心座落於河西中央商務區，為華東地區其中一個主要中央商務區，可媲美上海浦東陸家嘴金融貿易區。該大型綜合發展項目由集團全資擁有，包括兩幢超甲級寫字樓、逾百萬平方呎高級商場及一間五星級酒店，分布於三幢大樓，並於平台層連繫接通。

南京國金中心為地鐵元通站上蓋物業，地庫一層將與地鐵無縫接通，盡享交通優勢。待項目落成後，地鐵元通站將成為整個南京地鐵網絡中，少數與大型商業綜合發展項目直接連接的交匯站之一。該站亦是河西中央商務區內唯一交匯站，連繫現有南京地鐵2號線和10號線。

項目位處河西大街與江東中路兩條主要道路交界，前方為現行有軌電車站，不論地上、地下均四通八達，前往市內各區、其他內地城市以至國際機場輕鬆便捷。項目前往高鐵南京南站僅約15分鐘車程，距離南京祿口國際機場亦只需約40分鐘車程。

項目毗鄰河西中央公園及南京國際博覽中心，區內主要為寫字樓群，建設中的商業項目亦有10多個，發展迅速，潛力優厚。

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The project will be atop Metro Yuantong Station which is a major interchange station in Nanjing (The plan is simplified and may not be accurate in all respects)  
 項目座落地鐵元通站上蓋，屬南京市重要交匯站（地圖經簡化處理，不可作準）





The first phase of the project will be completed by the end of 2018 (site photos taken on 30 November 2017)

項目分兩期落成，第一期將於2018年底完工（2017年11月30日於項目實景拍攝）



The Nanjing IFC mall will feature international top-tier tenants and new comers to Nanjing

南京國金中心商場將匯聚國際一線品牌，並為市內引入多個全新品牌

### 設計型格 配套完善

南京國金中心由國際著名建築事務所主理，設計靈感源於水晶簇。大樓外型、塔頂以至外牆精心設計，外型仿如巨型水晶柱，以疏密有致的水滴動態造型點綴。隨著觀賞者所處的位置不同，折射出變化多端的光芒，時尚璀璨。

項目共有兩幢寫字樓南京國金中心一期及南京國金中心二期，合共提供逾200萬平方呎超甲級寫字樓樓面，以國際規格建造，間隔方正，實用率高，配套設施現代化。寫字樓入口挑空達五層，配以玻璃外牆，讓訪客乘搭高速電梯前往寫字樓大堂時，可欣賞前方下沉式廣場的景致。

樓高198米的南京國金中心一期將有26層超甲級寫字樓，每層面積約15,000平方呎，樓底淨高約2.75米，設有約100毫米架高地台。南京國金中心二期為三幢大樓中最高，樓高290米，共有46層超甲級寫字樓，每層面積近27,000平方呎，尤其適合需要使用大型空間的企業。

南京國金中心商場將參考上海國金中心商場的成功經驗，以高級奢華作定位，匯聚國際一線品牌，並為市內引入多個全新品牌，為南京帶來嶄新購物體驗。商場設於三幢大樓的基座部分，總樓面面積逾100萬平方呎，共有九層。預租反應非常理想。

項目內的五星級酒店樓高29層，面積逾300,000平方呎，由凱悅酒店集團營運。酒店賓客屆時可穿梭酒店及南京國金中心商場部分，盡情購物消閒，享受環球美食。

### 首階段2018年底完工

整個發展項目分兩期落成。第一期包括寫字樓南京國金中心一期、商場、酒店、平台及地庫部分，相關的大樓已經平頂，現正安裝幕牆，預計可於2018年底落成。第二期為樓高290米的寫字樓南京國金中心二期，現正進行上蓋工程，進度理想，預期於2019年底完工。

南京國金中心憑著優越的地理位置，以及獨特的外型，再配合集團的高質素建築、完善的配套設施以及專業細心的物業管理服務，定可成為市內全新地標。

Graphics are computer generated unless otherwise stated  
除特別列明外，圖片為電腦模擬圖

# Cullinan West II atop MTR Nam Cheong Station on the market

## 港鐵南昌站匯璽II現正開售

The Group is developing a major residential project above MTR Nam Cheong Station. Cullinan West, Phase 2A of the development, attracted a strong response at the sales launch in this first half. The momentum continued when Cullinan West II, Phase 3 of the development, had its initial release in late November.

### Facing the sea with two clubhouses

Cullinan West II will comprise two residential towers with over 1,000 residential units in diverse layouts, from studios to four-bedroom units. The stylishly designed towers will spread out, enabling the units to enjoy sea views<sup>1</sup>.

The Cullinan West Development will include two private clubhouses built in two phases<sup>2</sup>, which together with communal gardens and play areas will cover an area of over 180,000 square feet. A wide range of recreational facilities will be available in the clubhouses, including an approximately 50-metre outdoor swimming pool and jacuzzi, an approximately 25-metre children's swimming pool, a BBQ area, restaurant, multi-purpose function room, gym, boxing ring, children's area and more<sup>2</sup>.

### Transport hub in the heart of the city

Cullinan West II will be situated above MTR Nam Cheong Station, which is the only MTR interchange station connecting West Rail Line and Tung Chung Line. It will be a major integrated development along the harbour front<sup>1</sup> enjoying the convenience of double railway lines, with connection to the Tsuen Wan Line, Island Line and Airport Express within only three stations. Cullinan West II will also have easy access to the future terminus of the Guangzhou-Shenzhen-Hong Kong Express Rail Link Hong Kong Section<sup>3</sup>. From MTR Nam Cheong Station, it only takes about four minutes<sup>4</sup> to Austin Station and approximately six minutes<sup>4</sup> to Kowloon Station, which are both within walking distance to the future terminus of the Guangzhou-Shenzhen-Hong Kong Express Rail Link Hong Kong Section<sup>3</sup>.

From MTR Nam Cheong Station, it only takes about six minutes<sup>5</sup> to Kowloon Station, about seven minutes<sup>4</sup> to East Tsim Sha Tsui Station, about nine minutes<sup>4</sup> to Hong Kong Station and Hung Hom Station, and approximately 28 minutes<sup>4</sup> to Airport Station. Additionally, the Guangzhou-Shenzhen-Hong Kong Express Rail Link Hong Kong Section<sup>3</sup> is scheduled for completion in the third quarter of 2018, bringing convenient access to the high-speed rail network in Mainland.

The Cullinan West Development will include V Walk<sup>5</sup>, which will be a large-scale two-storey podium mall with about 300,000 square feet of retail space, housing a supermarket, restaurants, kindergarten as well as other fashion brands and entertainment facilities.

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The multi-purpose function room at the clubhouses (computer simulated photo)

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

住客會所內的多用途宴會廳 (電腦模擬圖)

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集團現正在港鐵南昌站上蓋，發展全新大型住宅項目。項目第2A期匯璽於今年上半年推出時，市場反應熱烈。承接優勢，項目第3期匯璽II剛於11月底推售。

### 迎海而建 雙會所設計

匯璽II由兩座高座住宅大樓組成，共提供逾1,000個住宅單位，由開放式至大戶型四房設計，間隔多元化。時尚設計配合橫排式建築，為單位引入開揚海景<sup>1</sup>。

匯璽發展項目以雙會所設計，會所分兩期<sup>2</sup>發展。會所連公用花園及遊樂地方逾180,000平方呎，設有多元化康樂設施，包括約50米室外泳池及按摩池、約25米兒童專用泳池、燒烤場、餐廳、多用途宴會廳、健身室、拳擊擂台及兒童區等<sup>2</sup>。

### 都會核心 交通樞紐

匯璽II位處港鐵南昌站上蓋，是迎海<sup>1</sup>而立的大型綜合發展項目，亦是唯一西鐵綫及東涌綫的交匯點，坐擁雙鐵路優勢，三站以內連接荃灣綫、港島綫及機場快綫。匯璽II可便捷到達未來高鐵香港段總站<sup>3</sup>，於港鐵南昌站前往柯士甸站或九龍站分別只需約四分鐘<sup>4</sup>及約六分鐘<sup>4</sup>，便可步行抵達未來高鐵香港段總站<sup>3</sup>。

由港鐵南昌站起，約六分鐘<sup>4</sup>到九龍站，約七分鐘<sup>4</sup>抵步尖東站，約九分鐘<sup>4</sup>可達香港站及紅磡站，約二十八分鐘<sup>4</sup>至機場站。加上預計於2018年第三季通車的廣深港高鐵香港段<sup>3</sup>，彈指間駁通內地高鐵網絡。

此外，匯璽發展項目包括約300,000平方呎的雙層大型基座商場V Walk<sup>5</sup>，設有超市、餐廳及幼稚園，時尚娛樂一應俱全。

### Notes

<sup>1</sup> The view is affected by the unit of the Phase of the Development's floor level, orientation, surrounding buildings and environment, and is not applicable to all units. The buildings and environment around the Phase of the Development may change from time to time. The Vendor does not make any offer, representation, undertaking or warranty whatsoever, whether express or implied, regarding the view and surrounding environment.

<sup>2</sup> The facilities and completion date of the clubhouses, communal gardens, play areas and/or recreational facilities are subject to the final approval of Buildings Department, Lands Department and/or other relevant Government departments. The clubhouses, communal gardens, play areas and/or recreational facilities may not be available for immediate use at the time of handover of the residential units of the Development.

<sup>3</sup> Source of the future Hong Kong Section of the Guangzhou-Shenzhen-Hong Kong Express Rail Link: the Hong Kong Section of the Guangzhou-Shenzhen-Hong Kong Express Rail Link website (www.expressrailink.hk). The information is for reference only and is subject to actual traffic condition. Details of the future Hong Kong Section of the Guangzhou-Shenzhen-Hong Kong Express Rail Link (including but not limited to its name, completion and opening dates etc) are subject to the final decision of the Government or relevant organizations and may change from time to time due to various factors. The information is for reference only.

<sup>4</sup> Source of the estimated journey time from MTR Nam Cheong Station to other MTR stations: MTR Corporation Ltd website (www.mtr.com.hk). The estimated journey time is for reference only and is subject to actual traffic condition.

<sup>5</sup> The 300,000-square-foot shopping mall is still under construction and may not be completed upon handing over of residential units in the Phase of the Development. The vendor reserves the absolute right to change any part of the Development according to the latest plans approved by the Government, including the design of the shopping mall. The name of the shopping mall is a promotional name appearing in promotional materials only. Such name will not appear in the Deed of Mutual Covenant and Management Agreement, the Preliminary Agreement for Sale and Purchase, Agreement for Sale and Purchase, Assignment or any other title deeds.

### 備註

<sup>1</sup> 所述景觀發展項目期數單位所處層數、座向及周邊建築物及環境影響，並非適用於所有單位，且發展項目期數周邊建築物及環境會不時改變。賣方對景觀及周邊環境並不作出任何不論明示或隱含之要約、陳述、承諾或保證。

<sup>2</sup> 會所、公用花園、遊樂地方及/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、公用花園、遊樂地方及/或康樂設施於發展項目住宅物業入伙時未必能即時啟用。

<sup>3</sup> 未來廣深港高速鐵路(香港段)之資料來源:廣深港高速鐵路(香港段)網站(www.expressrailink.hk)。相關資料僅供參考，並受實際交通情況限制。未來廣深港高速鐵路(香港段)的詳情(包括但不限於其名稱、竣工及啟用時間等)均以政府或相關機構之最終決定為準，並因應各種因素不時變更，僅供參考。

<sup>4</sup> 由港鐵南昌站至其他港鐵車站之預計乘車時間之資料來源: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。

<sup>5</sup> 約30萬平方呎商場仍在興建中，於本發展項目期數入伙時可能尚未完成。賣方保留權利根據政府最新批准的圖則更改發展項目任何部份，包括商場設計之絕對權利。商場的名稱為推廣名稱並僅於推廣資料中顯示，將不會在公契及管理協議、臨時買賣合約、買賣合約、轉讓契或其他業權契據中顯示。

Name of the Phase of the Development: Phase 3 ("the Phase") of Cullinan West Development (Tower 3 (3A & 3B) and Tower 5 (5A & 5B) of the residential development in the Phase is called "Cullinan West II")

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.cullinanwest2.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 onsite 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"), Joinyfield 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 Owner: West Rail Property Development Limited

Holding companies of the 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 June 2019. 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: 20 December 2017

發展項目期數名稱: 匯璽發展項目的第3期(「期數」)  
(期數中住宅發展項目的第3座(3A及3B)及第5座(5A及5B)稱為「匯璽II」)

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.cullinanwest2.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。)

擁有人之控權公司: 西鐵物業發展有限公司

如此聘用的人之控權公司: 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

期數的承建商: 新輝建築有限公司

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

已為期數的建造提供貸款或已承諾為該項建造提供融資的認可機構: 香港上海滙豐銀行有限公司

已為期數的建造提供貸款的任何其他人: Sun Hung Kai Properties Holding Investment Limited  
畫方所知之期數的預計關鍵日期: 2019年6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12月20日

# Wings at Sea and Wings at Sea II at MTR LOHAS Park Station draw keen interest

## 港鐵康城站晉海及晉海II銷情暢旺

The Group<sup>1</sup> is building Wings at Sea<sup>2</sup> and Wings at Sea II<sup>3</sup> at MTR LOHAS Park Station, making up Phases IVA and IVB of the LOHAS Park Development (“the Development”) respectively. Situated along the coastline, the phases will be adjacent to the Development’s one million-square-foot-plus of open spaces<sup>4</sup>, as well as excellent community planning and a complete transport network with close access to Island East and Kowloon East CBDs, presenting a brand new seafront metropolis. Wings at Sea has seen strong response from buyers since its debut in late September, and Wings at Sea II went on the market shortly thereafter.

### Comprehensive premium layouts and well-equipped clubhouse

Wings at Sea and Wings at Sea II will each have two high-rise residential towers. As well as typical units, there will be special units with flat roofs and/or roofs in diverse layouts available to cater for the housing needs of different family sizes. Wings at Sea will have 1,040 residential units with typical saleable areas from 337 to 1,120 square feet with one to four bedrooms, while Wings at Sea II will have 1,132 residential units with typical saleable areas from 342 to 634 square feet in one to three bedrooms. All residential units will feature large windows that capture extensive outdoor views<sup>5</sup>.

Wings at Sea will have a private clubhouse<sup>6</sup>, communal gardens and play area covering more than 100,000 square feet in total. The wide array of recreational facilities will include three poolside villas, barbeque sites, indoor and outdoor pools, kids’ pool, gymnasiums, indoor cycling modules, a multi-function sport court, saunas and steam rooms. A kids’ kingdom will have reading space, indoor and outdoor play areas, large climbers and workshop area.

### MTR access and full neighbourhood facilities

Wings at Sea and Wings at Sea II will enjoy convenient MTR network with quick access to the hearts of both Hong Kong Island and Kowloon. From MTR LOHAS Park Station, Island East<sup>7</sup> is only four stations away and Kowloon East<sup>8</sup> is only five stations away, a quick connection to CBDs. It takes around 17 minutes to travel to Kwun Tong<sup>9</sup>, around 16 minutes to Quarry Bay<sup>9</sup> and around 32 minutes to Central<sup>9</sup>.

Tseung Kwan O is a well-established community with varied leisure, entertainment and shopping choices including PopCorn, PopWalk and Park Central. The Development is building a 480,000-square-foot large-scale mall<sup>10</sup> and over a million square feet of open spaces<sup>4</sup>. Other neighbourhood facilities include the Tseung Kwan O Sports Ground, Hong Kong Velodrome and Velodrome Park, Tseung Kwan O Waterfront Park and Waterfront Promenade, and the Wan Po Road Pet Garden.



Rendering of Wings at Sea and Wings at Sea II<sup>11</sup>  
晉海及晉海II的模擬效果圖<sup>11</sup>

## Notes

<sup>1</sup> Vendor of Phase IVA and Phase IVB of LOHAS Park are MTR Corporation Limited (as "Owner") and Globaluck Limited (as "Person so engaged").

<sup>2</sup> Tower 1 (1A & 1B) and Tower 2 (2A & 2B) of and in Phase IVA of LOHAS Park ("Phase IVA") are called "Wings at Sea". Please refer to the section "Information on the Phase" of the sales brochure of Phase IVA for details of the Name of Phase IVA.

<sup>3</sup> Tower 3 (3A & 3B) and Tower 5 (5A & 5B) of and in Phase IVB of LOHAS Park ("Phase IVB") are called "Wings at Sea II". Please refer to the section "Information on the Phase" of the sales brochure of Phase IVB for details of the Name of Phase IVB.

<sup>4</sup> The over one million square feet of open spaces within the Development, including The Park and Activity Green with a total area over 200,000 square feet will be completed in phases. Part of the facilities may not be completed upon handover of the Phase. MTR Corporation Limited reserves the right to amend the name of the parks, the use of the area, the facilities and their date of commencement of use. The aforesaid information is for reference only and does not constitute and shall not be construed as constituting any offer, promise, representation or warranty, whether express or implied, regarding the aforesaid by the Vendor.

<sup>5</sup> It is only a brief description of the surrounding area and view of "Wings at Sea" and "Wings at Sea II" and is for reference only. It does not represent all units can enjoy the said view. The view is affected by the unit's floor level, orientation, surrounding buildings and environment, and is not applicable to all units of the Phase. The buildings, facilities and environment around the Phase may change from time to time. The aforesaid information is for reference only and does not constitute and shall not be construed as constituting any offer, undertaking, representation or warranty whatsoever, whether express or implied, regarding the view and surrounding environment of the Phase by the Vendor.

<sup>6</sup> The clubhouse facilities are in Phase IVA and are shared between the residents in Phase IVA and Phase IVB. The information provided in this advertisement does not represent the final appearance of the clubhouse and recreational facilities of Phase IVA and is for reference only, and does 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 actual design, orientation, layout, construction, location, fittings, finishes, appliances, furniture, decoration, plants, landscaping and other items of the clubhouse and landscaped garden or the surrounding places, facilities, buildings or construction. The colour, materials, fittings, finishes, appliances, decoration, plants, landscaping and other items in the clubhouse and landscaped garden are not standard provisions to be handed over to buyers upon completion and may not appear in the actual Development, Phase IVA or Phase IVB or any other part thereof. The Vendor reserves its absolute right to amend and change any part of the clubhouse, landscaped garden and all of their facilities, without the need to give prior notice to any buyer. Buyers must not rely on this advertisement for any use or purpose. For details of Phase IVA and Phase IVB, 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/or recreational facilities may not be available for immediate use at the time of handover of the residential properties in Phase IVA and Phase IVB. 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.

<sup>7</sup> From MTR LOHAS Park Station to MTR Quarry Bay Station.

<sup>8</sup> From MTR LOHAS Park Station to MTR Kwun Tong Station.

<sup>9</sup> Estimated journey time from MTR LOHAS Park Station to other MTR stations. Source: MTR Corporation website (www.mtr.com.hk). The estimated journey time is for reference only and is subject to actual traffic condition. The Vendor does not make any offer, representation, undertaking or warranty whatsoever, whether express or implied, regarding the aforesaid.

<sup>10</sup> The mall is under construction, and the future design and area are subject to final approval, so an immediate use may not be possible at the time when Phase IVA and Phase IVB are handed over to buyers. The shopping mall under construction is located on Site C1 of the Development and is not in Phase IVA and Phase IVB of the Development. The Vendor (as Owner) reserves the right to change the area and opening date of the mall.

<sup>11</sup> The computer generated photo has been processed and edited with computerized imaging techniques and is for reference only. Phase IVA and Phase IVB are still under construction. The image shows an approximate appearance of Phase IVA and Phase IVB upon completion and does not reflect the actual view, external appearance, final appearance or surrounding area upon completion of Phase IVA and Phase IVB. The facilities, fittings, finishes, appliances, decoration, plants, landscaping and other items in the computer generated photo may not appear in Phase IVA and Phase IVB or the area near them upon completion. The colour, materials, fittings, finishes, appliances, decoration, plants, landscaping and other items in the computer generated photo are not standard provisions to be handed over to buyers upon completion and may not appear in the actual Phase IVA or Phase IVB or any other part thereof. The water pipes, pipelines, air-conditioners, grilles that may appear on the façade, podium and rooftop of Phase IVA and Phase IVB and the surrounding area and buildings of Phase IVA and Phase IVB are not fully reflected. The Vendor 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. The image does not and shall not be construed as any offer, undertaking, representation or warranty whatsoever, whether express or implied, on the part of the Vendor in respect of Phase IVA or Phase IVB or any other part thereof (whether related to view or not).

<sup>12</sup> The computer generated photo and the information in it is not taken at the Development, Phase IVA or Phase IVB and the actual recreational facilities and is not produced according to the Development, Phase IVA or Phase IVB, nor do they represent the final appearance of the Development, Phase IVA or Phase IVB or its clubhouse and facilities. Information is for reference only and does not constitute or shall not be considered to constitute any offer, undertaking, representation or warranty whatsoever, whether express or implied, regarding the actual design, orientation, layout, construction, location, features, plan, fittings, finishes, appliances, furniture, decoration, plants, landscaping and other items of the Development, Phase IVA or Phase IVB or its clubhouse and landscaped garden or the surrounding places, facilities, buildings or construction. The colour, materials, fittings, finishes, appliances, decoration, plants, landscaping and other items in the computer generated photo are not standard provisions to be handed over to buyers upon completion and may not appear in the actual Development, Phase IVA or Phase IVB or any other part thereof. The Vendor reserves its absolute right to amend and change the design, specification, characteristics, plan, materials and any other part of the facilities of the Development, Phase IVA or Phase IVB or its clubhouse. Buyers shall not rely on the computer-generated photo for any use or purpose. See the sales brochure for detailed information of Phase IVA and Phase IVB.

## 備註

<sup>1</sup> 日出康城的第IVA期及第IVB期的賣方為香港鐵路有限公司 (作為“擁有人”) 及寶殿有限公司 (作為“如此聘用的人”)。

<sup>2</sup> 日出康城的第IVA期 (“第IVA期”) 中的第1座 (1A及1B) 及第2座 (2A及2B) 稱為「晉海」。有關發展項目第IVA期名稱詳情，請參閱第IVA期售樓說明書「期數的資料」一節。

<sup>3</sup> 日出康城的第IVB期 (“第IVB期”) 中的第3座 (3A及3B) 及第5座 (5A及5B) 稱為「晉海II」。有關發展項目第IVB期名稱詳情，請參閱第IVB期售樓說明書「期數的資料」一節。

<sup>4</sup> 發展項目逾百萬呎綠化休憩空間將分期完成，當中包括總面積超過20萬平方呎的日出公園及動感公園。部分設施於發展項目期數入伙時可能尚未完成。香港鐵路有限公司保留更改相關公園名稱、區域劃分、設施及其啟用日期之權利。上述內容僅供參考，並不構成亦不得被詮釋成賣方對此作出任何不備明或隱含之要約、陳述、承諾或保證。

<sup>5</sup> 上述僅為「晉海」及「晉海II」周邊環境及景觀的大概描述，並不代表所有單位同時享有相關景觀。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、設施及環境會不時改變。上述內容僅供參考，並不構成亦不得被詮釋成賣方對期數的景觀及周邊環境作出任何不備明或隱含之要約、陳述、承諾或保證。

<sup>6</sup> 會所設施位於第IVA期，並由第IVA期及第IVB期的住客共同使用。此廣告內的資料並非代表第IVA期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境花園之實際設計、布局、間隔、建築、位置、裝置、裝修物料、設備、傢俱、裝飾物、園境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要約、承諾、陳述或保證。會所及園境花園的顏色、用料、裝置、裝修物料、設備、裝飾物、園境及其他物件等並非交樓標準，未必會在實際發展項目、第IVA期或第IVB期或其任何部分出現。賣方保留其修改及改變會所及園境花園任何部分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。有關第IVA期及第IVB期的詳細資料，請參閱售樓說明書。會所、園境花園及/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、園境花園及/或康樂設施於第IVA期及第IVB期住宅物業入伙時未必能即時啟用。部分設施及/或服務的使用或操作可能受制於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證，或需額外付款。

<sup>7</sup> 由港鐵康城站至港鐵鰷魚涌站。

<sup>8</sup> 由港鐵康城站至港鐵觀塘站。

<sup>9</sup> 由港鐵康城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。賣方對此並不作出任何不備明或隱含之要約、陳述、承諾或保證。

<sup>10</sup> 該商場正在興建中，未來之設計及面積以最終批核之圖則為準，於本發展項目第IVA期及第IVB期入伙時未能即時啟用。興建中的商場位於發展項目地盤C1，並非位於發展項目第IVA期及第IVB期內，賣方 (作為擁有人) 保留更改商場面積及開幕日期的權利。

<sup>11</sup> 該模擬效果圖經電腦合成及修飾處理，僅供參考。第IVA期及第IVB期仍在興建中，此圖像僅作顯示第IVA期及第IVB期落成後的大概外觀之用，並不反映第IVA期及第IVB期落成後的實際景觀、外觀、最後完成之面貌或周邊環境。模擬效果圖內的設施、裝置、裝修物料、設備、裝飾物、園境及其他物件等未必會在日後落成的第IVA期及第IVB期或彼等的附近範圍內出現。模擬效果圖內的顏色、用料、裝置、裝修物料、設備、裝飾物、園境及其他物件等並非交樓標準，未必會在實際第IVA期或第IVB期或其任何部分出現。賣方保留其修改及改變會所及園境花園之實際設計、布局、間隔、建築、位置、特色、圖則、裝置、裝修物料、設備、傢俱、裝飾物、園境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要約、承諾、陳述或保證。電腦模擬圖內的顏色、用料、裝置、裝修物料、設備、裝飾物、園境及其他物件等並非交樓標準，未必會在實際發展項目、第IVA期或第IVB期或其任何部分出現。賣方保留其修改及改變發展項目、第IVA期或第IVB期或其會所之設計、規格、特徵、圖則、用料及/或其所有設施部分之絕對權利。買家切勿依賴此電腦模擬圖作任何用途或目的。有關第IVA期及第IVB期的詳細資料，請參閱售樓說明書。

<sup>12</sup> 此電腦模擬圖及電腦模擬圖內的資料並非於發展項目、第IVA期或第IVB期及康樂設施實景拍攝或非依據發展項目、第IVA期或第IVB期製作，亦不代表發展項目、第IVA期或第IVB期或其會所及設施最終落成之面貌。資料僅供參考，並不構成或不應被視為任何有關發展項目、第IVA期或第IVB期或其會所及園境花園之實際設計、布局、間隔、建築、位置、特色、圖則、裝置、裝修物料、設備、傢俱、裝飾物、園境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要約、承諾、陳述或保證。電腦模擬圖內的顏色、用料、裝置、裝修物料、設備、裝飾物、園境及其他物件等並非交樓標準，未必會在實際發展項目、第IVA期或第IVB期或其任何部分出現。賣方保留其修改及改變發展項目、第IVA期或第IVB期或其會所之設計、規格、特徵、圖則、用料及/或其所有設施部分之絕對權利。買家切勿依賴此電腦模擬圖作任何用途或目的。有關第IVA期及第IVB期的詳細資料，請參閱售樓說明書。

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.

(Note) Information below is applicable to Phase IVA of the Development:

Tower 1 (1A & 1B) and Tower 2 (2A & 2B) of and in Phase IVA of LOHAS Park ("Phase IVA") are called "Wings at Sea". Please refer to the section "Information on the Phase" of the sales brochure for details of the Name of Phase IVA. District: Tseung Kwan O Name of the street and the street number of Phase IVA: 1 Lohas Park Road The website address designated by the Vendor for Phase IVA: www.wingsatsea.com.hk

Vendor: MTR Corporation Limited (as "Owner"), Globaluck Limited (as "Person so engaged") (Notes: "Owner" means the legal or beneficial owner of Phase IVA. "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 Phase IVA.) Holding company of the Vendor (Owner): Not applicable Holding companies of the Vendor (Person so engaged): Mount East Limited, Time Effort Limited, Sun Hung Kai Properties Limited Authorized Person of Phase IVA: Cheung Man Ching, Anthony The firm or corporation of which the Authorized Person of Phase IVA is a proprietor, director or employee in his or her professional capacity: Ronald Lu & Partners (Hong Kong) Limited Building Contractor for Phase IVA: Yee Fai Construction Company Limited The firms of solicitors acting for the Owner in relation to the sale of residential properties in Phase IVA: Deacons, Slaughter and May, Woo Kwan Lee & Lo, Mayer Brown JSM Authorized institution that has made a loan, or has undertaken to provide finance, for the construction of Phase IVA: Not Applicable Any other person who has made a loan for the construction of Phase IVA: Sun Hung Kai Properties Holding Investment Limited The estimated material date for Phase IVA to the best of the Vendor's knowledge: 31 October 2019. ("Material date" means the date on which the conditions of the land grant are complied with in respect of Phase IVA. The estimated material date is subject to any extension of time that is permitted under the agreement for sale and purchase.) Prospective purchaser is advised to refer to the sales brochure for any information on the development or Phase IVA. This advertisement is published by the Person so engaged with the consent of the Owner.

(Note) Information below is applicable to Phase IVB of the Development:

Tower 3 (3A & 3B) and Tower 5 (5A & 5B) of and in Phase IVB of LOHAS Park ("Phase IVB") are called "Wings at Sea II". Please refer to the section "Information on the Phase" of the sales brochure for details of the Name of Phase IVB. District: Tseung Kwan O Name of the street and the street number of Phase IVB: 1 Lohas Park Road The website address designated by the Vendor for Phase IVB: www.wingsatsea2.com.hk

Vendor: MTR Corporation Limited (as "Owner"), Globaluck Limited (as "Person so engaged") (Notes: "Owner" means the legal or beneficial owner of Phase IVB. "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 Phase IVB.) Holding company of the Vendor (Owner): Not applicable Holding companies of the Vendor (Person so engaged): Mount East Limited, Time Effort Limited, Sun Hung Kai Properties Limited Authorized Person of Phase IVB: Cheung Man Ching, Anthony The firm or corporation of which the Authorized Person of Phase IVB is a proprietor, director or employee in his or her professional capacity: Ronald Lu & Partners (Hong Kong) Limited Building Contractor for Phase IVB: Yee Fai Construction Company Limited The firms of solicitors acting for the Owner in relation to the sale of residential properties in Phase IVB: Deacons, Slaughter and May, Woo Kwan Lee & Lo, Mayer Brown JSM Authorized institution that has made a loan, or has undertaken to provide finance, for the construction of Phase IVB: Not Applicable Any other person who has made a loan for the construction of Phase IVB: Sun Hung Kai Properties Holding Investment Limited The estimated material date for Phase IVB to the best of the Vendor's knowledge: 31 December 2019. ("Material date" means the date on which the conditions of the land grant are complied with in respect of Phase IVB. The estimated material date is subject to any extension of time that is permitted under the agreement for sale and purchase.) Prospective purchaser is advised to refer to the sales brochure for any information on the development or Phase IVB. This advertisement is published by the Person so engaged with the consent of the Owner. Date of Printing: 20 December 2017

集團<sup>1</sup>現正在港鐵康城站發展日出康城（「發展項目」）第IVA期晉海<sup>2</sup>及第IVB期晉海II<sup>3</sup>。兩者位據臨海地段，毗鄰發展項目逾百萬平方呎綠化休憩空間<sup>4</sup>，加上優質社區規劃及完善交通配套，緊緊港島東及九龍東核心商業區，締造康城全新海濱都會。晉海自九月底開售以來，備受買家歡迎，晉海II亦緊隨推出應市。

#### 多元化優質戶型 會所設施繁多

晉海及晉海II均由兩座高座住宅大樓組成，單位間隔多元化，設有標準戶型及連平台及/或天台的特色戶，切合不同大小家庭的居住需要。晉海提供1,040個住宅單位，標準戶型實用面積由337至1,120平方呎，由一至四房均有；晉海II則提供1,132個住宅單位，標準戶型覆蓋一至三房，實用面積由342至634平方呎。住宅單位採用大型窗戶設計，為單位引入戶外開揚景致<sup>5</sup>。

晉海設有私人會所<sup>6</sup>，連同公用花園及遊樂地方總面積超過100,000平方呎，備有多元化休閒設施，包括三間池畔別墅、燒烤場地、室外及室內游泳池、兒童嬉水池、健身室、室內單車場、多用途運動場館、桑拿房和蒸汽室。兒童專屬天地設有閱讀室、室內外相連玩樂區、大型攀爬活動設備及趣味工作坊。

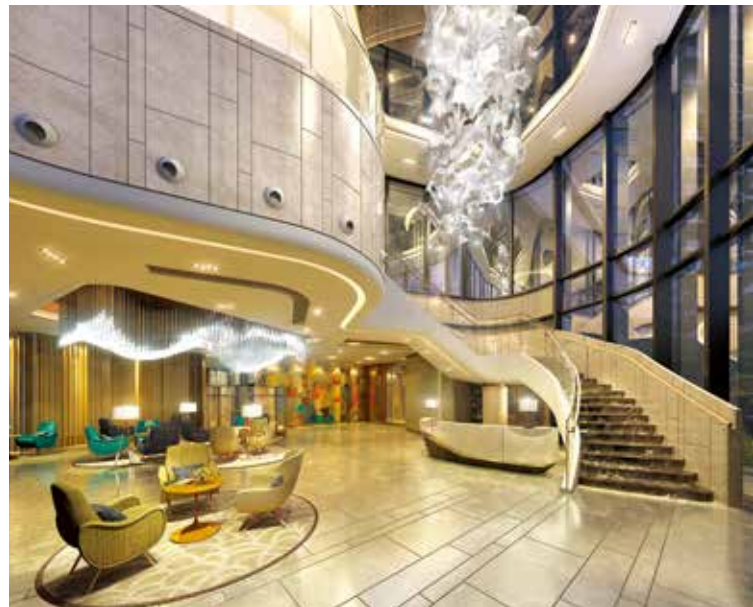
#### 連繫核心鐵路網 區內配套成熟

晉海及晉海II具備便捷港鐵優勢，來往港九市中心相當方便。由港鐵康城站出發，僅四站之隔可到達港島東<sup>7</sup>，五站之隔即可抵步九龍東<sup>8</sup>，快速駁通核心商業區，前往觀塘僅約17分鐘<sup>9</sup>，鯉魚涌只需約16分鐘<sup>9</sup>，中環亦只需約32分鐘<sup>9</sup>。

將軍澳配套成熟，休閒娛樂購物設施應有盡有。區內有PopCorn、天晉匯及將軍澳中心，加上發展項目現正興建約480,000平方呎大型商場<sup>10</sup>及逾百萬平方呎綠化休憩空間<sup>4</sup>。區內亦有多元化配套及設施，包括將軍澳運動場、香港單車館及單車公園、將軍澳海濱公園及海濱長廊以及環保大道寵物公園等。



Kids' kingdom at clubhouse (computer generated)<sup>12</sup>  
會所內的兒童專屬天地（電腦模擬圖）<sup>12</sup>



Clubhouse lobby (computer generated)<sup>12</sup>  
會所大堂（電腦模擬圖）<sup>12</sup>

12

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。

（註）下文適用於發展項目第IVA期：

日出康城的第IVA期（「第IVA期」）中的第1座（1A及1B）及第2座（2A及2B）稱為「晉海」。有關第IVA期名稱詳情，請參閱售樓說明書「期數的資料」一節。

區域：將軍澳

第IVA期的街道名稱及門牌號數：康城路1號

賣方就第IVA期指定的互聯網網站的網址：

[www.wingsatsea.com.hk](http://www.wingsatsea.com.hk)

賣方：香港鐵路有限公司（作為「擁有人」）、寶隆有限公司（作為「如此聘用的人」）（備註：「擁有人」指第IVA期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第IVA期的設計、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：不適用  
賣方（如此聘用的人）的控權公司：Mount East Limited、Time Effort Limited、新鴻基地產發展有限公司  
第IVA期的認可人士：張文政  
第IVA期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：呂元祥建築師事務所（香港）有限公司  
第IVA期的承建商：怡輝建築有限公司  
就第IVA期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

師樓、胡關李羅律師行、孖士打律師行  
已為第IVA期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：不適用  
已為第IVA期的建造提供貸款的任何其他人：Sun Hung Kai Properties Holding Investment Limited  
盡賣方所知的第IVA期的預計關鍵日期：2019年10月31日。（「關鍵日期」指根據批地文件的條件就第IVA期而獲符合的日期。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，以了解發展項目或第IVA期的資料。本廣告由如此聘用的人在擁有人同意下發布。

（註）下文適用於發展項目第IVB期：

日出康城的第IVB期（「第IVB期」）中的第3座（3A及3B）及第5座（5A及5B）稱為「晉海II」。有關第IVB期名稱詳情，請參閱售樓說明書「期數的資料」一節。

區域：將軍澳

第IVB期的街道名稱及門牌號數：康城路1號

賣方就第IVB期指定的互聯網網站的網址：

[www.wingsatsea2.com.hk](http://www.wingsatsea2.com.hk)

賣方：香港鐵路有限公司（作為「擁有人」）、寶隆有限公司（作為「如此聘用的人」）（備註：「擁有人」指第IVB期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第IVB期的設計、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：不適用  
賣方（如此聘用的人）的控權公司：Mount East Limited、Time Effort Limited、新鴻基地產發展有限公司  
第IVB期的認可人士：張文政  
第IVB期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：呂元祥建築師事務所（香港）有限公司  
第IVB期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：呂元祥建築師事務所（香港）有限公司  
第IVB期的承建商：怡輝建築有限公司  
就第IVB期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、司力達律師行、孖士打律師行  
已為第IVB期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：不適用  
已為第IVB期的建造提供貸款的任何其他人：Sun Hung Kai Properties Holding Investment Limited  
盡賣方所知的第IVB期的預計關鍵日期：2019年12月31日。（「關鍵日期」指根據批地文件的條件就第IVB期而獲符合的日期。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，以了解發展項目或第IVB期的資料。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12月20日

# V Walk mall to build a strong presence in the core of Southwest Kowloon

## 全新商場V Walk進駐西南九龍核心

The Group is developing a new shopping mall named V Walk above MTR Nam Cheong Station to meet rising demands for shopping, entertainment and leisure facilities from residents and office workers in the neighbourhood. With the completion of major residential projects and grade-A offices in the coming years, V Walk is poised to become a shopping and leisure hotspot in the area. The 300,000-square-foot mall is expected to strengthen the Group's retail network while creating synergy with the major residential development atop.

### Adding vibrancy to the area

Riding on the theme of "We Walk Together", V Walk suggests an energetic meeting place and, upon completion, is expected to grow with the community and adding vibrancy to the neighbourhood.

V Walk will have a 400-metre outer wall with vast windows offering unrivalled sea views and creating a spacious feel through letting in more natural lights. Featuring a scale rarely found in the district, the flagship mall will have about 150 retailers in six categories including fashion, skin care and cosmetics, watch and jewellery, audio-visual and electrical appliances, food and beverages and a large-scale supermarket to offer trendy, premium leisure experience to young customers.

Scheduled for opening in the first half of 2019, pre-leasing for V Walk has been encouraging with the signing up of a major supermarket and a renowned kindergarten while various international fashion brands and popular restaurants are under negotiations.

### Enjoying the convenience of double railway lines

Sitting atop MTR Nam Cheong Station, V Walk will benefit from the interchange station linking West Rail Line and Tung Chung Line to enjoy easy access to different destinations on Hong Kong Island, Kowloon or the New Territories. Additionally, a 24-hour all-weathered indoor walkway and bridge adjoining nearby residential projects and schools will be built to draw family customers in the neighbourhood.

集團現正在港鐵南昌站上蓋，發展一個樓面面積約300,000平方呎的全新商場V Walk。隨著區內近年不斷發展，多個大型住宅項目及甲級商廈將逐漸落成，鄰近居民及上班族對購物、娛樂及消閒的需求持續增加。V Walk將成為區內的購物娛樂熱點；同時增強集團的商場網絡，並與商場上蓋發展的大型住宅項目產生協同效應。

### 為區內注入活力新元素

項目名稱V Walk，喻意為活力匯聚之點；商場以「We Walk Together」為主題，代表與社區一起躍動成長，致力為區內添加更多活力新景氣。

V Walk長達400米，採用玻璃幕牆設計，讓顧客可以欣賞前臨開闊海景，同時引入自然光，提升空間感。場內約有150間商舖，屬區內罕有的大型旗艦商場，將為年輕顧客提供時尚優質的玩樂體驗。商戶組合分為六大主題，包括潮流服裝、美容及化妝品、鐘錶珠寶、電子影音、特色餐飲及大型超市。

V Walk預計於2019上半年開幕，預租反應理想；已落實進駐的商戶包括大型超市及著名國際幼稚園，另與多個國際潮流時裝品牌及人氣食肆洽談中。

### 匯聚雙鐵路優勢

V Walk位於港鐵南昌站上蓋，匯聚西鐵綫與東涌綫的兩鐵優勢，可輕鬆到達港九新界。此外，項目將設有24小時全天候室內行人通道及天橋，連接附近多個住宅項目及學校，方便區內家庭到訪。



V Walk will house about 150 retailers, representing one of the few flagship malls in the district (rendering)  
V Walk將匯聚約150間商戶，屬區內罕有的大型旗艦商場（效果圖）

# The completed King's Hill on Island West offers boutique hotel-style living

## 港島西明德山交樓 體驗精品酒店式生活

King's Hill, the Group's latest stylish residential development on Island West, has been completed and new owners are in the process of taking possession of their units. In close proximity to MTR Sai Ying Pun Station, the project features premium materials, thoughtful designs, twin clubhouses and open views that set a new standard for carefree hotel-style<sup>1</sup> living on Hong Kong Island.



Victoria's Feast<sup>2</sup> at the 1/F clubhouse<sup>4</sup>  
位於一樓會所的「維多利亞薈」<sup>2,4</sup>

### Premium, thoughtful design

The King's Hill facade is comprised of glass curtain walls with low-E double glazing for better insulation. This type of external wall material is rarely found in the neighbourhood. All units come with outdoor areas such as balconies, utility platforms, flat roofs and/or rooftops. Balconies span the living and dining rooms to allow natural light into the premises to create a spacious and comfortable feel. Additionally, the units have en-suite bedrooms and the attached bathrooms have doors leading to both the bedroom and the living and dining rooms to allow flexibility yet maintain privacy. There is also ample storage space for household appliances, including floor-to-ceiling concealed roll-out drawers next to the shower cabinets.

### Twin clubhouses and starred management service

King's Hill features twin clubhouses<sup>2</sup> for residents. The clubhouse area is around 3,600 square feet and the area of communal gardens and play area is around 3,400 square feet, adding up to a total of over 7,000 square feet of stylishly designed leisure area that highlights the outstanding lifestyle taste of the residents. Two clubhouses, located on the 1/F and 25/F of the development, are equipped with all-round facilities to cater for the different needs of residents.

The management team offers a wide range of personalized services<sup>3</sup> for a complete hotel-style<sup>1</sup> living experience, including house cleaning, intelligent window cleaning, pickup/drop-off of laundry and dry cleaning, newspaper and magazine delivery and grocery ordering and delivery. The services extend to party planning,

pet-care arrangements, booking of air-tickets and accommodation, limousine services and yacht rental. A one-stop professional tenancy management service is also available for long-term investors who may appoint the management company to collect rental income, settle property-related expenses or arrange maintenance and decoration on their behalf.

With the rapid development of new technology, the management team applies smart technology to daily operations. Residents can access the lobby, clubhouses, their respective units and smart mailboxes with just one smart card. A mobile app is also available to show management notices, clubhouses activities, management fee enquiries and nearby shop information. The mobile app also serves as a mobile smart card for access to the development.





The 24-hour Sky Gym<sup>2</sup> at the 25/F clubhouse<sup>4</sup>  
位於25樓會所，24小時開放的「空中健身室」<sup>2,4</sup>

集團位於港島西的全新型格住宅項目明德山已經落成，業主亦已陸續收樓。項目鄰近港鐵西營盤站，配合優質建築用料及窩心細節，加上雙會所設計及開揚景觀，勢必成為港島區精品酒店式<sup>1</sup>生活新典範。

### 優質設計 盡顯心思

明德山採用同區少見的玻璃幕牆設計，全面配置高效能低反光中空雙層玻璃，隔熱效能較一般玻璃窗為佳。所有單位設有戶外空間如露台、工作平台、平台及/或天台。露台連接客飯廳，為室內引入天然光線，加強空間感，開揚舒適。此外，所有單位均設有套房，浴室設置兩邊門，分別連接睡房及客飯廳，提升靈活性之餘，亦可保留私隱。為方便收納家居物品，單位設有大量儲物空間；淋浴間旁特別設置全高度隱藏式側拉櫃，內藏一排排收納層架，設計貼心。

### 雙會所設計 星級物業管理服務

明德山設有雙子式會所<sup>2</sup>，會所面積約3,600平方呎，另公用花園及遊樂地方約3,400平方呎，合共面積逾7,000平方呎，設計富有時尚氣息，凸顯住戶的非凡品味。會所分別位於一樓及25樓，提供多元化設施，切合住戶生活的不同需要。

管理團隊提供全方位的個人化貼心服務<sup>3</sup>，讓住客享受酒店式<sup>1</sup>生活體驗。多元化的家居服務包括家居清潔、智能抹窗、洗衣乾衣及送遞、報章雜誌送遞、超市訂購及送貨服務，甚至派對策劃服務、寵物護理服務安排、代訂機票及住宿、轎車接送及遊艇租賃服務等。為體貼長線投資業主的需要，特別設有一站式專業租務托管服務，讓管理公司代業主向租客收取租金、繳交相關物業費用，甚至安排維修或裝修工程等。

管理團隊更緊貼新科技發展，將智能技術應用於日常運作。住客手執一張住客智能卡，即可在明德山內暢通無阻，出入大堂、會所及自家居所，以至開啟智能信箱，非常方便。屋苑設有專屬手機應用程式，提供屋苑通告、會所活動資訊、管理費查詢及周邊商舖等資料，亦可讓住客用作流動住客卡出入屋苑範圍。

#### Notes

<sup>1</sup> 'Hotel-style' 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.

<sup>2</sup> The names of the clubhouse facilities are promotional names appearing in promotional materials. Such names will not appear in the Preliminary Agreement for Sale and Purchase, Agreement for Sale and Purchase, Assignment, or any other title documents. The Clubhouse/part of management services may not be immediately available for use upon the date of occupation of the residential properties of the development. Use or operation of certain facilities and/or management services shall also be subject to issuance of the relevant consents or licenses from the relevant Government departments and payment of additional fees.

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

<sup>4</sup> This photograph was taken at King's Hill on 14 December 2017. It has been edited and processed with computerized imaging technique and is for reference only.

#### 備註

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<sup>4</sup> 相片於2017年12月14日於明德山拍攝，並經電腦修飾處理，僅供參考。

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The glass facades give Metroplaza a brand new facelift  
新都會廣場外牆以全落地玻璃幕牆設計，感覺煥然一新



## The revamped Metroplaza set to evolve as a sought-after shopping and leisure destination for office workers

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### 新都會廣場全面優化 勢成上班族購物消閒熱點

Regular renovations and tenant-mix refinement are carried out continuously to enhance the Group's shopping-mall portfolio and its competitiveness. Sitting next to MTR Kwai Fong Station, Metroplaza has completed a large-scale reconfiguration with added facilities, enhanced tenant mix and enlarged outdoor green space, offering more shopping and leisure options to the large working population in the area. The revamped mall's overall traffic and average spending per visitor are expected to record double-digit growth, and rental income is expected to increase significantly.

#### Facilities enhanced and tenant mix refined

A highlight of the Metroplaza's renovation has been the installation of floor-to-ceiling glass for the external facade to allow more natural light into the indoor area, making it more spacious and comfortable. Glass facade shops, including a duplex, are available for the first time at Level 3.

In addition to the renovations, Metroplaza has fine-tuned its tenant mix to better serve office workers nearby. The number of retailers has increased to 230 covering three major categories, namely beauty, food and beverages, and fashion and sportswear. 45% of the retailers are new to the mall with more than half being the only outlets of their kind in the neighbourhood.

Beauty lovers will be drawn to the new 30,000-square-foot beauty paradise, which contains over 40 international skin-care, cosmetics and personal care stores, of which nearly 60% are the only outlets within the district. Fashion and sportswear retailers take up nearly 30% of the total floor area, representing about 90 stores with over 70% of the brands being exclusively available in the vicinity. Sportswear retailers are now grouped at Level 1, offering 15 sports brands and representing the biggest collections in the neighbourhood. Specialty food-and-beverage outlets take up about 30% of the total floor area comprising 30 restaurants, of which over 80% are only available at Metroplaza within the district. Visitors can also dine amidst the greenery at the piazza.

#### New piazza with all-round facilities

Another revamp highlight is the 40,000-square-foot-plus piazza featuring five new facilities for relaxation and offering exciting new experiences. These include an alfresco dining zone, seasonal garden, starlight corridor, urban farm and fun park. The 15,000-square-foot outdoor terraced garden on Level 3 to 5 features 'selfie' walls and staircases made of seasonal flowers. The starlight corridor on Level 3 is decorated with LED lights, making it an ideal place for romantic photos.

Caring experience has also been introduced. Based on a Five Senses Therapy concept, the mall uses flowers, aroma and music to create a total healing environment to help young people and office workers relieve their stress and enjoy their leisure moments at Metroplaza.



The 15,000-square-foot terraced garden at the plaza is embedded with seasonal flowers, which is exclusively available in the vicinity  
露天廣場的層梯式花園面積約達15,000平方呎，當中的主題花海為區內獨有

集團定期為現有商場進行翻新工程及優化租戶組合，以持續提升質素及競爭力。毗鄰港鐵葵芳站的新都會廣場最近完成大型優化工程，增添場內設施，強化商戶組合，開放更多戶外綠化空間，為區內龐大的上班族帶來更豐富多姿的消閒購物選擇。優化後，商場整體人流及人均消費預期可以錄得雙位數增長，租金收入亦預計有可觀升幅。

#### 優化硬件配套 商戶組合重新分佈

新都會廣場優化工程的其中一個重點，是把商場外牆改作全落地玻璃幕牆設計，引入自然光線，增強採光度之餘，亦令場內空間感及舒適度大增。商場三樓首度設置以全落地玻璃設計的店舖，其中一間商戶更橫跨兩層。

隨著優化工程完成，商戶組合亦作出重組，為區內上班族帶來更切合需要的購物享受。商戶數目現增至230間，匯聚美容、餐飲以及時尚服飾與運動服裝三大範疇；當中四成半商戶為首度進駐，過半數品牌屬區內獨有。

為配合愛美人士的需要，商場特別打造佔地約30,000平方呎的美容天堂，國際知名美容化妝品牌專門店及個人護理商店增至超過40間，當中接近六成品牌屬區內獨有。潮流服飾及運動用品店更提升至大約90間，佔商場面積近30%，當中超過七成品牌屬區內獨有。商場一樓特設運動主題專層，結集15個運動服裝品牌，冠絕同區商場。特色餐飲品牌達



International skin care and cosmetic brands at the 30,000-square-foot beauty paradise  
佔地約30,000平方呎的美容天堂，匯聚國際知名美容化妝品牌

30間，佔商場面積約三成，超過八成食府屬區內獨有。遊人亦可到露天茶座，在綠意盎然的露天環境下，品嚐美食。

#### 全新露天廣場 增添多元化設施

優化工程另一個重點，為逾40,000平方呎的戶外露天廣場。露天廣場設有五個全新設施，為遊人提供調適心情的空間及多元化體驗，包括戶外露天餐飲區、季節主題花海、星光長廊、都市農莊及歷奇公園。露天花園面積約達15,000平方呎，以層梯式連貫商場三至五樓，並以季節花海為主題，設有花系自拍牆及花海階梯。位於三樓的星光長廊以漫天燈海佈置，氣氛浪漫寫意，是理想的拍攝好去處。

商場更以「五感治癒」的新概念為客戶帶來貼心設施，運用花藝、香氛及音樂營造全方位的治癒效果，讓年輕人及上班族在商場內舒緩壓力，感受身心放鬆的消閒新體驗。



The specialty restaurants are popular  
場內特色食店深受歡迎



Shanghai IFC Mall won several major awards for its Tsum Tsum Christmas campaign last year  
上海國金中心商場憑著去年的「Tsum Tsum閃耀聖誕」項目，獲取多個業界大獎

## Shanghai IFC Mall and IAPM continue to excel 上海國金中心商場及環貿IAPM商場持續創佳績

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Being prominent shopping destinations in the city, Shanghai IFC Mall and IAPM are situated atop metro stations in CBD cores with heavy traffic. The malls use specialized concepts with diversified trade mix and creative promotions to offer the finest in shopping and leisure. The malls recorded notable growth in tenant sales and rental reversions during the 2016/17 financial year.

Shanghai IFC Mall, which is part of the Shanghai IFC integrated development, is home to over 240 top-tier international retailers and global flagship stores including the world's largest Louis Vuitton flagship store on one level, the first mainland Apple Store flagship store and more than 30 showcases for world-renowned brands. The tenant mix is broadened from time to time to give a unique array including international clocks and watches, premium jewellery, deluxe skin care, high-end menswear, trendy fashions and Michelin-starred restaurants.

IAPM in the integrated Shanghai ICC complex is an upscale, trendy mall that introduces an innovative lifestyle and late night shopping concept to the city with some 240 international high-end trendy retailers, of which 10% new to the mainland and 15% new to Shanghai. The shops close at 11 pm while the restaurants are open until midnight offering more shopping and leisure for busy white collars and night owls.

### Using interactive technology

The malls ride the new technology wave using VR and AR interactive games, iBeacon location-based technology, H5 webpage, holographic videos and interactive WeChat technologies for major promotions for customers to sample the latest interactive technology while shopping. Shanghai IFC Mall received gold and IAPM silver for Emerging Digital Technology at the ICSC China Shopping Centre Awards. Recognition for Shanghai IFC Mall went beyond the greater China region with a silver for Emerging Digital Technology at the ICSC Asia Pacific Shopping Centre Awards.

In the Tsum Tsum Christmas campaign last year, Shanghai IFC Mall had customers blending into a European village backdrop with Tsum Tsum characters via new interactive technology in 360-degree camera on decorations. The event brought crowds of Tsum Tsum fans to the mall and recognition including a Prize of the Year – Gold Award of Shopping Mall Strategic Promotion from Disney. It is the only top gold winner among the mainland malls.

IAPM also deploys interactive technology in promotions. 3D holographic projection and AR brought new excitement to its Pirates of the Caribbean themed events with a haunted ship, skulls and other virtual images projected onto pyramids for a spooky effect and there were interactive AR games where shoppers could join pirates on adventurous voyages.

### Enhancing value added service

Shanghai IFC Mall and IAPM stay connected with young customers through regular mall updates and privilege feeds on social networks and mobile apps, and a VIC programme for loyal customers. The malls have upgraded their WeChat systems to provide full service including navigation, shop location, restaurant booking and buying movie tickets. VIC members can register spending points and redeem gifts online at the WeChat system. Additionally, an intelligent parking system has been introduced, allowing customers to drive in without stopping at ticket machines, locate their cars easily afterwards and use the self-service payment system to cut out waiting time.

上海國金中心商場及環貿IAPM商場為市內著名購物熱點。兩者位處繁盛的商業區核心地段，坐落地鐵站上蓋，盡享人流優勢；配合獨特的營運概念、多元化的商戶組合以及豐富多姿的創意推廣活動，為顧客帶來頂級購物及消閒體驗。兩者在2016/17財政年度中，商戶銷售額及續租租金顯著上升。

上海國金中心商場屬於上海國金中心綜合項目的一部分，雲集逾240間國際頂級品牌及全球旗艦店，當中包括全球單層最大的路易威登旗艦店、全中國第一間蘋果全球旗艦店，以及逾30間世界級品牌旗艦店。商場不斷引進多元化商戶組合，如國際鐘表廊、頂級珠寶區、奢寵美容專區、奢華男士區、潮流時尚品牌及米芝蓮星級食府等，提升獨特性。

環貿IAPM商場則為上海環貿廣場綜合項目的商場部分，是上海首個糅合「品味生活雜誌」及「夜行消費購物模式」的商場。場內約有240個國際高端潮流品牌，其中一成商戶是首次進入內地市場，一成半為首度進駐上海。商場營業時間至晚上11時，餐飲食肆更營業至凌晨，讓工作繁忙的白領及夜遊族不受時間束縛，盡情購物消閒。

#### 緊貼潮流 應用互動科技

隨著新興科技的發展，兩間商場將VR及AR互動遊戲、iBeacon定位技術科技、H5網站、立體影片及微信互動科技等融入大型推廣活動中，讓顧客一邊購物，一邊體驗最新最潮的互動科技。上海國金中心商場與環貿IAPM商場在「ICSC中國購物中心大獎」中，分別獲得「新興技術」金獎及銀獎殊榮。上海國金中心商場更衝出大中華區，於「ICSC亞太區購物中心大獎」中，再獲「新興技術」組別銀獎。

在去年的「Tsum Tsum閃耀聖誕」項目中，上海國金中心商場特別在裝飾上加入360度全景拍攝裝置，讓顧客與Tsum Tsum公仔融入歐式莊園背景，體驗最時尚的互動科技。活動不但吸引大量Tsum Tsum粉絲光臨，更為商場帶來多個殊榮，當中包括迪士尼「策略商場推廣項目年度大獎」金獎，屬於唯一獲取最高級別金獎的內地商場。

環貿IAPM商場亦在多個推廣活動中，加入互動科技。在「加勒比海盜」電影主題推廣活動中，商場應用3D立體投影技術及AR擴增實鏡科技，為顧客帶來感官新體驗，將鬼船及骷髏等虛擬影像投射到金字塔內，帶來疑幻似真的視覺效果。活動更設有互動AR遊戲，讓顧客參與海盜歷險的驚險旅程。

#### 不斷提升增值服務

上海國金中心商場及環貿IAPM商場著重與顧客保持聯繫，定期透過社交網絡及手機應用程式發放最新商場資訊及優惠，並為現有顧客設立VIC計劃，緊貼新世代的需要。上海國金中心商場及環貿IAPM商場更優化微信系統，提供一站式導航、店舖搜索、餐廳訂位、購買電影票等服務；VIC會員亦可透過微信在網上自助登記積分及換領禮品。此外，透過全新的智能泊車系統，顧客毋須再停車等候取票即可進場，更可輕鬆找回座駕及進行自助繳費，享受零等候、免排隊的泊車新體驗。



IAPM introduces new interactive technology to promote exciting, interactive shopping and leisure  
環貿IAPM商場在推廣活動中融入創新互動科技，為顧客帶來更好玩的互動消閒購物空間



Susanna Wong  
黃思麗

YATA Chief Executive Officer  
一田行政總裁

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## Susanna Wong: quality and flexibility take modern Japanese lifestyle department store to new heights

黃思麗：崇優·靈活——重新詮釋日式生活百貨

Despite intense competition in the local retail industry, YATA continues to thrive rapidly. Three supermarkets were opened during the year and new stores are being planned for Kwai Fong and North Point. These, together with the Sha Tin store renovation due to complete in late 2018, are expected to bring sustained growth for the company. Chief Executive Officer Susanna Wong says that instead of following others in selling their products at cut prices, she emphasizes flexibility and quality because she believes that is the key to winning in a competitive market.

### Industry on the move

Japanese goods are always much sought-after by the people of Hong Kong for their quality and variety. In the 1980s, Japanese department stores were everywhere in the city, but many of them were eventually forced out. So how does YATA, positioned as a modern Japanese lifestyle department store, manage to secure a firm footing in the market? Susanna said: "Japanese department stores used to operate

by gathering a variety of retailers in a large establishment, but times have changed and this approach to department stores was replaced by shopping malls long ago. We must therefore be bold to innovate; take the initiative in understanding customer needs and respond promptly to the changing market. Susanna thinks there is no shortcut to success, the only way is to always observe and listen to customers. "For example, if a

particular candy isn't selling well, you need to ask what has gone wrong? Is it on racks too high for kids to notice, or doesn't it meet consumer tastes? We need our frontline staff to observe and communicate with customers to get this information." As the Chinese idiom goes, 'Speed is the most valuable in war.' and the same applies to the retail industry. "If the situation does not improve after we relocate the product and reduce price, we need to

adjust the quantity and variety of our stock. Susanna thinks that in running a supermarket, one has to be responsive and decisive because many products have a limited shelf life. A product may expire if you do not act quickly enough."

### Quality over price

Competition in the retail industry is fierce and price wars among industry players have a direct impact on profit. According to Susanna, YATA's operating strategy is not to engage in price wars but to make greater efforts in sourcing goods that consumers want and which are lacking in the market, so you can attract a group of discerning customers. She said: "Price reductions don't help build customer loyalty. Only by offering unique, quality products will customers have the incentive to make continuous patronage. That said, sometimes when others in the industry launch cut-throat price wars, we have no alternative but to make difficult decisions. All in all, we need to follow the trends and adapt to the changing circumstances."

Online shopping has grown rapidly in recent years. The YATA team recognized this and took steps to meet the challenge. Susanna said: "We don't plan to develop online shopping on a large scale at this stage because of the high logistics costs, but we find that our young customers do have a preference for online shopping so we have a strategic approach to attracting more customers to use our online shopping service, for example by making specific goods exclusively available from YATA's online store."

### A flexible, efficient team

In the eyes of Susanna, the success of YATA comes from a team where everyone supports and helps each other and is also self-motivated, and this is evident even in just a frontline employee. When YATA has Shopping Days, Susanna often works together with the frontline staff, usually helping to bag at the cashier because this gives her a direct understanding of customer preferences. She remembered one time when there was a difficult customer: "She kept coming back asking for plastic bags to hold her refrigerated food. I asked her why she needed so many



Susanna thinks only quality products and services can build customer loyalty  
一田百貨近年擴展迅速·黃思麗認為堅持提供優質產品和服務·才能建立顧客的忠誠度

of them and she started hurling abuse at me saying I did not bag her groceries properly so she needed more bags to rearrange her goods. It wasn't true and I felt very upset hearing her cursing. Fortunately, my colleagues stood up for me. At that moment, I truly appreciated the patience of all our frontline staff who can remain calm despite having to stand all day long."

Colleagues are willing to contribute because the company cares for them. Susanna said: "We insist on giving staff sufficient room for development so they feel this isn't just the business of a company but also their career, and this way they work hard." The company limits frontline staff to work 8.5 hours a day so they do not wear themselves out. It also provides a reasonable place for breaks so they can take as much rest as possible when they are off duty. "Sometimes, we treat staff with popular, seasonal fruits or specialty food. It may not be a big favour, but at least it represents the company's appreciation for staff for their contributions and hard work", she said.

### Failure drives innovation

To Susanna, innovation comes at a cost. "For any new attempts, there's a chance of failure as well as success. Instead of blaming anyone in the team, you should treat failure as a learning opportunity. Only then can you encourage the whole team to innovate."

Leading a team of around 1,000, Susanna feels a heavy responsibility is rested on her. She follows an aphorism by the late American President Theodore Roosevelt as her management philosophy — "Keep your eyes on the stars, and your feet on the ground." "As management, it's important that we set our sights high, but not chase castles in the air."

### Special back up

As a mother of two, Susanna feels blessed to have her family as strong support. Every weekend, she spends some time visiting YATA stores with her family, both to see how business is doing and buy groceries. She said her family is used to the routine and is even very dedicated to her work: "Whenever they see something new while shopping, they will call me right away to see if that can be an inspiration to my work." She joked that while she was a consultant in the retail industry before joining the Group, her husband is now her personal consultant. "My husband is seasoned in management, so whenever I run into problems, I talk to him and he gives me advice." At work, Susanna has good colleagues. Outside, she has the full support of her family. These are the most important driving force for her work and life.

本地零售業雖然競爭十分激烈，但一田百貨仍然迅速發展，今年更先後開設三間超市，並計劃進駐葵芳及北角區。加上明年尾沙田總店翻新工程竣工，業務持續向前發展。一田百貨行政總裁黃思麗認為，要跳出業界爭相減價求售的思維，以崇優、靈活反應快的管理，才能突破市場的限制。

#### 不能被動的行業

香港人向來熱衷質優款多的日貨，八十年代日式百貨公司更開得成行成市，惟大部分最終都被市場淘汰。以現代日式生活百貨為定位的一田又如何能在市場站穩？「當日日資百貨的賣點，在於邀請外來的店舖加盟，但時移世易，現在早已被商場取代；因此我們一定要敢於創新，主動了解顧客需要，並因應市場變

化即時作出反應。」要做到上述要求，黃思麗認為沒有捷徑，只有不斷觀察和聆聽顧客需要：「例如一款糖果銷情平平，你就要先想想究竟哪裡出了問題？是貨品放得太高令小朋友看不到嗎？還是不合顧客口味？這一切都要靠前線同事觀察和與客人溝通。」所謂「兵貴神速」，零售行業同樣如是，「如果換了擺放位置，做過減價推廣促銷，情況亦未如理想，便要及早調節入貨的種類和數量。黃思麗坦言經營超市，反應一定要快和果斷，因為很多產品的保鮮期有限，稍一猶豫貨物便不能出售。」

#### 以質優取勝 不打價格戰

零售百貨競爭激烈，同業之間的減價戰更直接影響企業的利潤。黃思麗表示一田的經營策略是盡量不參與「減價

戰」，寧願花精力發掘一些市場缺乏和顧客感興趣的產品，凝聚一班「崇優」的客群。「減價無助建立消費者的忠誠度，唯有你能夠為他們提供獨特而優質的產品，顧客才有意願持續性光顧。當然，有時面對同行突然大幅『劈價』，我們也要果斷地作出一些艱難決定。總之要因勢而行，隨機應變。」

近年網上購物愈見盛行，一田的團隊亦看到此趨勢並作出部署。「一田暫時未會大規模發展網購，因為當中涉及大量物流成本計算，但我們發現一田的年輕客群確實較多選擇網購，所以會作出針對性策略，例如一些特定的產品只有在「一田」網店才能買到，藉此吸引更多消費者使用我們的網購服務。」

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“ As management, it's important that we set our sights high, but not chase castles in the air.

作為管理層，我們要將目光放得高一點，可是千萬不要『離地』。

”



Susanna cares about every frontline staff and the company is committed to providing a good working environment for all employees  
黃思麗重視每一位前線同事，公司亦致力為員工創造一個良好的工作環境



The YATA Team embraces success and faces setbacks together  
一同迎接成功，一起面對失敗，是一田百貨這個團隊的寫照



Susanna helps at YATA Shopping Days to back up frontline staff and understand consumer behaviour  
每逢一田購物優惠日，黃思麗都會到門市幫忙，給予前線同事支持之餘，亦可親身了解顧客的購物習慣

### 靈活高效的團隊

在黃思麗眼中，一田的成功，源於擁有一支互相協力、自覺性甚高的團隊。即使是站在前線的一名普通同事，也能見到這份特質。黃思麗表示，每當舉行「一田購物優惠日」，自己都會落場與前線同事一起工作，通常她會選擇到收銀處協助入膠袋，因為可以直接觀察到客人的喜好，可是有次卻遇到一位女顧客刁難：「她來來回回，就是不斷問我拿雪袋，多要了幾次後，我便問她為何有此需要，之後她便對我破口大罵，說我貨物入袋入得太亂，才令她需要更多雪袋重新整理，但我自問收拾算很整齊，聽她這樣大聲責罵，心裡不是味兒，幸好我身旁的同事立刻替我解圍。此時我想到所有前線同事長時間站立工作，還要時刻保持著很高的情商，這份能耐其實很令人佩服。」

當然，同事願意用心付出，也是源於公司對他們有情。黃思麗表示：「我們堅持要給予同事足夠發揮空間，讓他們覺得這不只是公司的生意，也是自己的事業，大家自然會努力工作。」此外，公司安排前線同事每天工作8.5小時，

免他們過份勞累，亦會提供一個合理的休息空間，讓他們食飯時可以爭取時間休息。「有時當我們引入了一些暢銷的時令水果或特色食物，也會請每位同事食，雖然這不是甚麼大福利，但至少表達公司對同事的付出和辛勞的謝意。」

### 接受失敗 方能創新

黃思麗笑言，要團隊敢於創新，其實也要付出代價：「所有新嘗試，有可能會成功，亦有機會失敗。當遇上失敗，應該要視為團隊上下一次學習機會，而不是要怪責任何一個人，這樣才能鼓勵團隊敢於創新。」

帶著一田百貨約1,000人的團隊，黃思麗自然任重道遠，她以美國已故總統羅斯福的一句格言作為其管理哲學：Keep your eyes on the stars, and your feet on the ground — 「作為管理層，我們要將目光放得高一點，可是千萬不要『離地』，這一點十分重要。」

### 「特別團隊」作後援

作為兩名孩子的母親，黃思麗慶幸得到家人的支持，成為她工作背後的重要團

隊 — 每逢週末，她與家人總必花一兩個小時，逛逛一田的分店，既為視察，也順道買些餸菜和日用品。黃思麗稱家人已很習慣這種生活模式，甚至對她的工作很著緊：「我的家人在逛商場時，每有新發現，也會立即致電，看看能否為我的工作帶來啟發。」她笑言加入集團前，是從事零售消費行業的顧問工作；今天她的角色改變了，丈夫則成為她的「私人顧問」：「我丈夫亦是一位資深的管理人員，每當我遇到困難時也會跟他傾訴，他也會給我一點意見。」工作上有一班好同事，工作以外亦有家人的全力支援，這兩個重要「團隊」，亦成為黃思麗工作和生活的最大原動力。



Family support gives the strongest impetus to Susanna's work  
黃思麗坦言家人的支持，是她工作最大的原動力



## SHKP Malls 'Serving with Heart' Customer Care Ambassador Election celebrates its 10th anniversary 新地商場「以心服務」親客大使選舉邁進第10年

The Group has set up customer care centres in its major malls staffed with customer care ambassadors for caring service since 1997 to put the Serving with Heart spirit into practice, offering shoppers an all-round shopping and leisure enjoyment. SHKP Malls 'Serving with Heart' Customer Care Ambassador Elections are held annually to continuously enhance overall performance. Celebrating its 10th anniversary, the elections demonstrate the Group's pursuit of excellence and commitment to quality.

The Customer Care Ambassador Elections assess different attributes with recognition given to top performers, as well as performance evaluations and areas for improvement for all participants. The elections also help ambassadors build stronger teams and deliver more professional, caring service.

### Make you feel like home

The theme this year is 'Make You Feel Like Home'. Over 100 full-time and part-time customer care ambassadors from 20 malls take part. Most-like Customer Care Ambassador Awards will again be based 100% on customer votes, while other awards will include mystery shopper assessments and customer satisfaction surveys to ensure fairness.

**Sun Hung Kai Real Estate Agency Limited Retail Marketing and Customer Relations General Manager Cris Fung** said: "The Group aims to build alternate 'homes' at its malls with advanced facilities and comprehensive value-added service. Our customer care ambassadors are always ready to go the extra mile and make customers feel at home while shopping. We hope customers will continue participating in the elections, which are now in the tenth year, and help our customer care ambassadors grow."

### Customer service moving with the times

Comprehensive value-added service is provided at the Group's shopping mall customer care centres, with popular ones including free mobile phone charging, free WiFi, lockers, baby stroller loan, baby bottle warming and taxi hailing. Last year, it started letting customers return borrowed

umbrellas, scarves or reusable bags at any of 20 SHKP malls for added convenience. Some malls even have special services to suit local lifestyles like lending bicycle repair tools at New Town Plaza and pet strollers at Mikiki and YOHO MALL.

There is all-round professional training for customer care ambassadors to ensure continuous service enhancement, including customer service professional courses, role playing, make-up and image-building courses and overseas study trips. Top performers can be promoted to supervisory roles or switched to back-end duties in property management to pursue further careers.



Customers can return borrowed umbrellas, scarves or reusable bags at any of 20 SHKP mall customer care centres  
新地商場顧客服務中心設有「處處還服務」，讓顧客於全港20間新地商場任何一間歸還借用的雨傘、披肩及環保袋



集團商場一直貫徹「以心服務」的宗旨，早於1997年已在重點商場設立顧客服務中心，並率先創立親客大使為顧客提供貼心服務，讓顧客感受全方位購物消閒的樂趣。為持續提升整體表現，集團每年舉辦新地商場「以心服務」親客大使選舉，至今已踏入第10個年頭，可見集團對優質服務的追求和堅持。

親客大使選舉從不同範疇考核親客大使的服務，嘉許表現傑出者，亦讓參賽者更了解自己的表現，改善不足之處，提升團隊間的默契，以便提供更專業貼心的服務。

#### 摯誠服務 家•倍親切

今年選舉以「摯誠服務 家•倍親切」為主題，共有20個商場參與，逾100名全職及兼職親客大使角逐多個獎項。當中的「顧客至讚親客大使獎」繼續百分百由顧客投票選出，其他獎項則設有神秘顧客專業評審及顧客滿意度調查等環節，以確保結果公平客觀。

新鴻基地產代理有限公司租務部總經理（商場市務及客戶關係）馮翊琳表示：「集團商場致力為顧客打造另一個『家』，不但配備與時並進的設施及提供多元化的增值服務，親客大使更時刻留意顧客需要，主動行多一步，以無微不至的服務感動每位顧客，讓他們感受到家的溫暖，體驗愉悅的購物旅程。今年選舉踏入第10屆，期盼可以繼續得到顧客的支持，讓親客大使的服務熱誠一直傳承下去。」

#### 與時並進的顧客服務

集團商場的顧客服務中心提供多元化增值服務，包括免費手提電話充電、免費WiFi、儲物櫃、嬰兒車借用、奶瓶加熱及電召的士等熱門服務。自去年起更推行「處處還服務」，顧客於集團商場借用雨傘、披肩及環保袋，可於全港20間新地商場任何一間歸還，方便顧客。部分商場更因應區內顧客的生活習慣，設有特別服務，如新城市廣場提供單車維修工具借用，Mikiki與YOHO MALL則提供寵物車借用。

為持續提升服務質素，集團特別為親客大使提供全面的專業培訓，包括顧客服務專業課程、角色扮演實習、化妝及個人形象指導以至外地考察團。表現優異的親客大使可獲晉升至主管級別，或調往物業管理部門擔當後勤工作，擴闊事業發展。

### 10th SHKP Malls 'Serving with Heart' Customer Care Ambassador Election 第10屆新地商場「以心服務」親客大使選舉

#### Election closes 截止投票日期

14 January 2018 (Sunday)  
2018年1月14日(星期日)

#### Vote online 網上投票

[www.shkp.com/CCAelection.htm](http://www.shkp.com/CCAelection.htm)

#### Vote in person 親身投票

Please visit the customer care centres at these participating malls:  
請親臨以下參賽商場的顧客服務中心：

#### APM

Chelsea Heights 卓爾廣場

East Point City 東港城

#### HomeSquare

Landmark North 上水廣場

Metroplaza 新都都會廣場

Metropolis Plaza 新都廣場

#### Mikiki

MOKO MOKO新世紀廣場

New Town Plaza I 新城市廣場一期

New Town Plaza III 新城市廣場三期

Park Central 將軍澳中心

Tai Po Mega Mall 大埔超級城

The Sun Arcade 新太陽廣場

Tsuen Wan Plaza 荃灣廣場

Uptown Plaza 新達廣場

#### V City

WTC WTC世貿中心

#### YOHO MALL

Yuen Long Plaza 元朗廣場



Customer care ambassadors receive credits by offering professional, caring service with cheerful smiles  
親客大使展現親切開朗的笑容，提供專業貼心的服務，表現備受顧客認同

[www.facebook.com/CCAelection/](https://www.facebook.com/CCAelection/)

## SHKP Vertical Run for Charity – Race to Hong Kong ICC and Sun Hung Kai Properties Hong Kong Cyclothon conclude with success

### 「新地公益垂直跑—勇闖香港ICC」及「新鴻基地產香港單車節」圓滿結束

The sixth SHKP Vertical Run for Charity – Race to Hong Kong ICC ('Race to Hong Kong ICC') and the third Sun Hung Kai Properties Hong Kong Cyclothon ('SHKP Cyclothon') closed successfully with a record number of participants, showing that more people are aware of the need for exercise while supporting sports for charity. Apart from organizing the Race to Hong Kong ICC and being the title and charity sponsor for the SHKP Cyclothon, the Group has made extra donations to these two events each year in a bid to support underprivileged children and youth programmes. These donations have now gone to more than a dozen programmes, covering children with special educational needs, disabled youth and gifted children from underprivileged families.



Chief Secretary for Administration of the HKSAR Government Matthew Cheung (fourth right), Event Organizing Committee Co-chairman Edward Cheung (third right), Group Deputy Managing Director Mike Wong (third left), Executive Directors Adam Kwok (second right) and Christopher Kwok (second left), The Community Chest of Hong Kong Campaign Committee Chairman Simon Kwok (first left) and The Hong Kong Council of Social Service Chief Executive Chua Hoi-wai (first right) officiate at the Race to Hong Kong ICC 香港特區政府政務司司長張建宗(右四)、活動籌委會聯席主席張永銳(右三)、集團副董事總經理黃植榮(左三)、執行董事郭基輝(右二)及郭基泓(左二)、香港公益金籌募委員會主席郭少明(左一)及香港社會服務聯會行政總裁蔡海偉(右一)為「勇闖香港ICC」揭開序幕

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#### Race to Hong Kong ICC encourages healthy living and social inclusion

Hosted by the Group, the sixth SHKP Vertical Run for Charity – Race to Hong Kong ICC attracted over 1,900 runners from 35 countries and regions across the world, of which about 90% were locals, hitting a new record in the number of participants. The male-to-female ratio was about 7:3 while ages ranged from 10 to 74. The event also saw runners with vision or hearing impairment, amputees and autistic runners, as well as serving and retired professional athletes. The race was again the grand finale of the Vertical World Circuit ('VWC').

To cater for different vertical run enthusiasts, a variety of races were organized including Elite, Individual, Team Relay and Fun Climb. The Elite Race gathered nearly 30 vertical run elites from around the world competing for the men's and women's titles, and world championships for the VWC were born. The Individual Races saw over 930 runners competing for the men's and women's titles. The two overall winners will be given sponsorships to attend the 2018 VWC

with the aim of promoting sports for charity. Competitions for the Team Relays were intense, particularly those for secondary and tertiary students with over 60 teams of enrolment. Corporate and open teams also fought closely.

#### SHKP Cyclothon features the new UCI Asia Tour Class 1.1 Road Race

This year, the Group continued to be the title and charity sponsor for the Sun Hung Kai Properties Hong Kong Cyclothon, which attracted some 4,900 local and international cyclists. A total of nine events were scheduled, including the new Sun Hung Kai Properties Hong Kong Challenge, which represented the first Union Cycliste Internationale (UCI) Asia Tour Class 1.1 Road Race in Hong Kong and the only one in Asia in 2017. About 100 top cyclists on 17 professional teams from 12 countries and regions competed in the exciting 20-lap, 103km competition. Other events included Men's and Women's Open Races, Team Time Trial, 50km Ride, 30km Ride, CEO Charity & Celebrity Rides, Kids & Youth Rides and a Family Fun Ride.



Group Deputy Managing Director Mike Wong (first right) presents souvenirs and trophies to men's and women's champions Piotr Lobodzinski (second right) and Suzy Walsham (second left) in the VWC 集團副董事總經理黃植榮(右一)頒發紀念品及獎牌予2017「垂馬世巡賽」的男女子冠軍Piotr Lobodzinski(右二)及Suzy Walsham(左二)



Race to Hong Kong ICC student relay attracted over 60 teams this year 「勇闖香港ICC」學生組接力賽今年吸引了超過60隊參加

第六屆「新地公益垂直跑－勇闖香港ICC」(「勇闖香港ICC」)和第三屆「新鴻基地產香港單車節」(「新地單車節」)順利完成，活動的參與人數均創新高，反映市民多做運動之餘，亦支持「運動行善」的理念。集團除了舉辦「勇闖香港ICC」，以及冠名及慈善贊助「新地單車節」外，每年更為兩個活動額外捐款，用於發展社福項目，照顧基層兒童及青少年；至今已支持十餘個項目，對像涵蓋有特殊學習需要的幼兒、殘障少年及基層資優兒童等。

### 「勇闖香港ICC」帶動健康生活與共融

由集團主辦的「新地公益垂直跑－勇闖香港ICC」踏入第六屆，有逾1,900名跑手參與，人數乃歷年之冠。參加者來自全球35個國家和地區，本地居民約佔九成，總男女比例約七比三，年齡由10至74歲，另包括視障、聽障、截肢者及自閉症患者，亦有現役及前港隊運動員參賽。活動同時繼續成為「垂直馬拉松世界巡迴賽」(「垂馬世巡賽」)的壓軸賽站。

活動設有精英賽、個人賽、隊際接力賽及滿Fun體驗組別，吸引不同類型的垂直跑愛好者參與。精英賽雲集近30名世界級垂直跑精英爭奪男女子冠軍寶座，而「垂馬世巡賽」的男女子組終極王者亦順利誕生。個人賽有逾930名跑手參加，男女子組全場總冠軍獲大會贊助參與2018年「垂馬世巡賽」，宣揚運動行善的精神。隊際接力賽競爭非常激烈，尤其是中學組及大專組，有超過60隊參賽；企業組及公開組的賽事亦非常緊湊。

### 「新地單車節」新增亞巡賽1.1級公路賽

由集團繼續冠名及慈善贊助的「新鴻基地產香港單車節」，今年吸引了約4,900位海外及本地單車愛好者參與。活動共有九個項目，當中包括新增設的「新鴻基地產香港挑戰賽」，為本港首次舉辦的亞洲巡迴賽1.1級公路賽，更屬亞洲今年唯一一個同類賽事；項目共有17支來自全球12個國家及地區的車隊，近100名海內外頂級車手參加，進行20個圈長達103公里的激戰。其他項目包括男女子公路繞圈賽、隊制計時賽、50公里組、30公里組、總裁慈善及名人單車遊、兒童及青少年單車樂以及家庭單車樂。



About 4,900 local and international cyclists participate in the SHKP Cyclothon

「新地單車節」約有4,900位海外及本地單車愛好者參與



Chief Executive of the HKSAR Government Carrie Lam (front, second right), Hong Kong Tourism Board Chairman Peter Lam (front, second left) with Group Executive Directors Adam Kwok (front, first right) and Christopher Kwok (front, first left) presenting the prizes to the awardees of the Sun Hung Kai Properties Hong Kong Challenge  
香港特區政府行政長官林鄭月娥(前排右二)、旅發局主席林建岳(前排左二)連同集團執行董事郭基輝(前排右一)及郭基泓(前排左一)頒發予「新鴻基地產香港挑戰賽」得獎者



Over 1,900 local and international runners join the Race to Hong Kong ICC this year  
今年有超過1,900名國際及本地跑手參加「勇闖香港ICC」



Group Deputy Managing Directors Victor Lui (first right) and Mike Wong (second right) and Executive Director Adam Kwok (first left) lead in the Fun Climb 82  
集團副董事總經理雷霆(右一)及黃植榮(右二)連同執行董事郭基輝(左一)帶領一眾「滿Fun體驗」跑手，挑戰82層樓梯



## SHKP Reading Club's Read On, Move On series spread the fun of reading and exercise

### 新閱會「悅動·閱樂」齊享閱讀與運動樂趣



Participants learn more about the history and culture of Yuen Long and Kam Tin at the cycling tour

參加者一邊踏著單車，一邊了解元朗及錦田的歷史和文化特色



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The SHKP Reading Club organized a series of Read On, Move On sports activities this fall for different reading experience. Going beyond books, cycling and stairway cultural tours as well as author sharing were held to encourage people to develop the habit of reading and exercise.

Participants of the Kam Tin cycling cultural tour rode all the way from Yuen Long to Shui Tau Tsuen and Shui Mei Tsuen where they visited heritage sites, including Yi Tai Study Hall, Tang Tsing Lok Ancestral Hall, Chou Wong Yi Kung Study Hall, Tin Hau Temple and Kam Tin Tree House, in addition to walled villages built by the Tang clan to learn more about the history and culture of Yuen Long and Kam Tin. Related books were recommended for extended reading.

For the stairway cultural tour, Walk in Hong Kong founder Paul Chan led a tour of special stairways and roads in Sheung Wan, covering Wing Wo Street, Gough Street, Shing Wong Street, Ladder Street, Hollywood Road and Sai Street, and shared interesting stories on local printing and newspaper industries in the golden days. Participants also visited a letterpress printer which has been operated by a family for more than half a decade.

Yoga instructor and author Caren Lau shared with participants tips on exercise and healthy living and talked about her own writing experience at How Yogis Read. The session was concluded with some relaxing basic yoga practice.

新閱會在秋季舉辦了一系列以運動為焦點的「悅動·閱樂」主題活動，跨越文字界限，以有趣互動的單車及樓梯文化遊以及作家分享形式，為參加者帶來不一樣的閱讀體驗，鼓勵大家培養多閱讀、勤運動的生活好習慣。

在「單車『書』暢遊錦田」文化導賞團中，參加者騎著單車由元朗市中心出發，到訪水頭村及水尾村內多個古蹟，包括二帝書院、清樂鄧公祠、周二公書院、天后宮和錦田樹屋等，又參觀了鄧氏家族圍村，認識元朗及錦田的歷史和文化特色，並獲介紹多本與景點相關的好書。

在「足·印」樓梯文化導賞團中，「活現香港」創辦人陳智遠帶領參加者漫步上環舊區，穿梭永和街、歌賦街、城皇街、樓梯街、荷李活道及西街等特色樓梯和街道，細聽昔日區內印刷及報業的有趣人和事，更探訪經營了超過半世紀的家庭式活字印刷店，與參加者一同細味本地工藝文化。

另外，瑜伽導師兼作家劉凱琳在「『瑜』何閱讀」分享會中，分享了運動與健康心得以及寫書經驗，並即場作瑜伽示範，與參加者一起放鬆身心。



Practicing relaxing yoga with the yoga instructor and author  
瑜伽導師兼作家帶領參加者一起練習瑜伽，放鬆身心



Participants love reading printed books more after the stairway tour  
透過樓梯之旅，參加者增加對紙本閱讀的鍾愛



The Group's volunteer team receives recognition at the Hong Kong Volunteer Award with a Corporate Award  
集團義工隊在「香港傑出義工獎」中獲頒企業獎



The volunteer team works with people from different backgrounds at A Hundred People's DIY Activity to support social inclusion  
義工隊派員參與「百人手作大聯盟」，與社會上不同人士合作，支持社會共融

## Serving the community relentlessly

### 服務社群 關懷無間

Established in 2003, the SHKP Volunteer Team leverages corporate expertise and creativity to help those in need and to live out the Group's Building Homes with Heart spirit.

**More recognition for dedicated service**  
Supported by the Group's management, the volunteer team is made up of staff and their relatives and friends. To spread the spirit of volunteering, residents of properties managed by the Group are encouraged to participate. Even the beneficiaries are influenced to serve others in need.

In recognition of their dedication, the Group's volunteer team received a Corporate Award at the 7th Hong Kong Volunteer Award organized by the Agency for Volunteer Service, representing the one-and-only corporate winner this year. The team's efforts were further praised at the Hong Kong Volunteer Award presentation ceremony hosted by the Social Welfare Department where, in recognition of serving more than 120,000

hours last year, they received a second runner-up in the 2016 Highest Service Hour Award for Private Organisations – Category 1. This is the eighth consecutive year that the team has been ranked among the top three.

**Supporting social inclusion**  
At a Social Inclusion Carnival featuring A Hundred People's DIY Activity organized by the Christian Family Service Centre, the volunteers worked with the disabled to make leather crafts to show the public the abilities and contributions made by people of different abilities. At the carnival, the team also arranged games at their booth to further spread social inclusion.

**集團義工隊「新地義工Team力量」自2003年成立至今，一直秉承集團「以心建家」的理念，運用企業專長及創意，持續為社會上有需要的人士提供協助。**

**投入服務 再獲表揚**  
義工隊獲得管理層的支持，匯聚員工及親友服務社群，並且鼓勵集團轄下屋苑

的住戶參與義務工作，同時感染受助者投入義工行列，回饋社會，令義工精神得以薪火相傳。

義工隊投入助人，表現出色，屢獲肯定。早前在義務工作發展局主辦的「第七屆香港傑出義工獎」中，獲頒企業獎，成為今屆唯一得獎企業。另外，在社會福利署主辦的「香港義工嘉許禮」中，義工隊憑著去年逾120,000服務小時，獲得2016年度最高服務時數獎（私人團體 – 組別一）季軍，更是連續第八年獲最高服務時數獎頭三名。

**身體力行 支持共融**  
義工隊早前參與了基督教家庭服務中心主辦的「百人手作大聯盟」暨共融嘉年華，與殘疾人士合作，共同製作皮革手工，讓公眾人士確認不同能力者的才能和貢獻。義工隊更派員負責嘉年華攤位，協助公眾人士與殘疾人士一起玩小遊戲，以實際行動支持社會共融。



The Cheung Sha Wan hotel site overlooks panoramic sea views with easy access  
長沙灣酒店地皮前臨寬闊海景·交通方便

## New hotel site in Cheung Sha Wan 集團投得長沙灣酒店用地

The Group has continued to top up its land bank in Hong Kong with the latest acquisition of a hotel site in October. With a maximum gross floor area of 374,000 square feet, the site, New Kowloon Inland Lot No. 6550, is located off Hing Wah Street West in Cheung Sha Wan.

With unrivalled sea views and being close to MTR Nam Cheong Station which connects West Rail Line and Tung Chung Line, the site is easily accessible to all parts of Hong Kong Island, Kowloon and North West New Territories as well as the Hong Kong International Airport. On completion, the hotel is expected to create synergy with the Group's residential and retail developments in the neighbourhood.

集團繼續補充在香港的土地儲備。於10月期間，集團投得長沙灣與華街西對出的新九龍內地段第6550號酒店用地，項目總樓面面積可達374,000平方呎。

地皮前臨寬闊海景，毗鄰港鐵南昌站，乘搭西鐵綫及東涌綫前往港九市中心、新界西北以至香港國際機場均十分便捷。項目落成後勢將與集團在區內的住宅及商場項目產生協同效應。

## SUNeVision's latest data centre MEGA Plus in full operation 新意網全新數據中心MEGA Plus投入服務

With the full operation of MEGA Plus, SUNeVision's latest Tier-4 ready data centre in Tseung Kwan O, Hong Kong is one step closer to becoming the data centre hub of the Asia Pacific region.

Representing the first purpose-built facility on land designated for data centre use by the Hong Kong government, Mega Plus boasts a 474,000 square feet gross data centre space meeting the green building standards of LEED and BEAM Plus. The new data centre is capable of providing high IT load capacity, supporting more than 5,000 racks. The modular and flexible design of the new centre meets the varied and dynamic requirements for telco carriers, cloud service providers and large enterprises, enabling it to readily tap into opportunities arising from increased industry requirements for high power density, low-latency and high-availability data centres.

MEGA Plus further enhances the connectivity advantage of the MEGA Connect service together with the existing MEGA-i and MEGA Two to form a virtual data centre network called MEGA Campus, which is connected with high-resilience, high-performance dedicated fibres to offer customers the best data centre service with a high degree of flexibility, scalability and reliability. The powerful MEGA Connect is capable of fulfilling current and future demands from many of the world's largest cloud service providers, hyper-scale internet companies, over-the-top (OTT) players and enterprise customers in setting up their network equipment and cloud infrastructure at the premises.

新意網位於將軍澳的準Tier 4數據中心MEGA Plus現已投入服務，標誌著香港再跨前一步，邁向成為亞太地區數據技術中心的目標。

MEGA Plus是首個建於香港政府規劃作高端數據中心指定用途地段的數據中心，總數據中心空間面積達474,000平方呎，並採納了LEED和BEAM Plus的綠色建築認證的標準。MEGA Plus具備高數據容量，可以支援逾5,000個機架。其模組化和具彈性的設計能切合眾多電訊商、雲端服務供應商和大型企業的多樣化用量需要，以高能源功率、低網絡延遲和高可用性的特點，迎合不斷提高的行業需求。

MEGA Plus連同現有的MEGA-i和MEGA Two組成MEGA Campus虛擬數據中心網絡，進一步增強MEGA Connect服務的連接優勢。MEGA Campus與高抗禦性及高

性能專用光纖相連，服務靈活、可擴展，亦極為可靠，為客戶提供最佳的數據中心服務。MEGA Connect的網絡功能可協助全球領先雲端服務供應商、互聯網巨頭、OTT服務供應商及企業客戶，滿足他們對現在及未來在網絡設備和雲端基礎設施方面的需求。



From left: SUNeVision Executive Director and Chief Executive Officer Peter Yan, Group Executive Director and SUNeVision Vice Chairman and Non-Executive Director Allen Fung, Secretary for Innovation and Technology of the HKSAR Government Nicholas Yang, Government Chief Information Officer of the HKSAR Government Allen Yeung, SUNeVision Vice Chairman & Non-Executive Director Edward Chung, and Group Executive Director and SUNeVision Non-Executive Director Christopher Kwok at the MEGA Plus Xperience ceremony

左起：新意網執行董事兼行政總裁任景信、集團執行董事及新意網副主席兼非執行董事馮玉麟、香港特區政府創新及科技局局長楊偉雄、香港特區政府資訊科技總監楊德斌、新意網副主席兼非執行董事張永銳以及集團執行董事兼新意網非執行董事郭基泓主持MEGA Plus Xperience慶祝儀式



## YATA Supermarket opens in YOHO MALL, Yuen Long 一田超市進駐元朗YOHO MALL

YATA Limited, the Group's subsidiary which operates department stores and supermarkets, celebrated the opening of its 10th store in Yuen Long in October.

The 21,000-square-foot-plus YATA Supermarket (Yuen Long) in YOHO MALL I presents a Go Style and Go Nature design with contemporary Japanese decorations to give a simple, basic look. Over 60% of the stock is imported from Japan, with other premium products from around the world. Special features include a "Japanese x Western food zone" which consists of four Japanese food counters and two Western food counters, as well as vegetables from Kyoto for more variety.

Meanwhile, the new YATA Supermarket at Kwai Fong Metroplaza is entering its final stage of preparation and is expected to open in January 2018.

集團旗下經營百貨公司和超級市場的一田有限公司，於10月在元朗開設第10間分店。

一田超市（元朗）位於YOHO MALL I，佔地逾21,000平方呎。新店以Go Style及Go Nature為設計概念，糅合和洋風格，營造出自然簡約風。店內逾六成貨品由日本進口，亦有來自世界各地的優質食材。新店特別設有「和洋潮食專區」，引入四大和食專櫃及兩大洋風美饌，並首度增設京野菜專櫃，為顧客帶來多元化的飲食體驗。

另外，一田位於葵芳新都會廣場的全新超級市場現正進入籌備開業的最後階段，即將於2018年一月投入服務。



YATA CEO Susanna Wong (second left), Ambassador and Consul-General of Japan in Hong Kong Kuninori Matsuda (second right), Sun Hung Kai Real Estate Agency Limited General Manager (Leasing) Henry Lam (first left) with guest at the YATA Supermarket (Yuen Long) opening ceremony  
一田百貨行政總裁黃思麗（左二）、日本駐港總領事松田邦紀大使（右二）、新鴻基地產代理有限公司租務部總經理林家強（左一）連同嘉賓主持一田超市（元朗）的開幕典禮

## ICC offices awarded BEAM Plus platinum certificate 環球貿易廣場寫字樓獲頒綠建環評鉑金證書



From left: Hong Kong Green Building Council Chairman Bay Wong, Kai Shing General Manager (Property Management) Irene Wai, ICC Deputy Project Director Tony Tang, Sun Hung Kai Real Estate Agency Limited Office Leasing Department Assistant General Manager Albert Yang and Hong Kong Green Building Council Executive Director Cary Chan receive the BEAM Plus Existing Buildings V2.0 platinum certificate

左起：香港綠色建築議會主席黃比、啟勝總經理（物業管理）韋韓淑貞、環球貿易廣場項目副總監鄧偉文、新鴻基地產代理有限公司寫字樓租務部助理總經理楊震宇以及香港綠色建築議會執行董事陳永康領取「綠建環評既有建築2.0版」鉑金級證書

The dedicated green efforts and the application of advanced technology to enhance building management have earned ICC offices a top platinum certificate in the BEAM Plus Existing Buildings V2.0, awarded by the Hong Kong Green Building Council.

Applying innovative technology to daily operations, the ICC office-management team works with tenants to implement green management to achieve sustainable development. For example, an advanced building-management system has been adopted to keep track of real-time operational data and, based on analysis of data variations, adjustments are made to maximize energy efficiency. The all-round energy saving initiatives have been very successful, resulting in a 15% reduction in overall energy consumption in the past five years.

In addition, the office section continues to be rated top Excellent Class by the Environmental Protection Department's Indoor Air Quality Certification Scheme. Among other initiatives,

a comprehensive waste-management scheme has been implemented to encourage tenants to recycle and reduce waste. To promote green initiatives, seminars are organized for tenants while other activities are held for the general public.

環球貿易廣場憑著多年來的環保工作及應用先進科技提升大廈管理質素，寫字樓部分獲得香港綠色建築議會頒發「綠建環評既有建築2.0版」最高級別的鉑金級證書。

環球貿易廣場寫字樓團隊將最新科技應用於日常營運，並與租戶聯手實施綠色管理，從而達致可持續發展。大樓利用先進管理系統，實時監控寫字樓設備的運作數據，並因應數據的變化作出分析，調節能源使用。在全方位的節能措施下，整體耗電量於過去五年減少15%。

另外，在環保署「室內空氣質素檢定計劃」中，大樓持續維持最高卓越評級。大樓亦制定全面的廢物管理計劃，協助租戶提升回收量及減少製造廢物，為租戶舉辦相關講座，並向社區推廣環保訊息。

## More energy-saving recognition for property management teams

### 物業管理團隊再獲環保節能嘉許



Aria won a Smart Business Energy Saving Award and gold in Property Management – Residential at the CLP GREEN PLUS Awards

峻弦在「環保節能機構」嘉許計劃中，榮獲「智能營商節能大獎」及「物業管理 – 住宅」金獎

The Group's property management teams make great efforts to save energy with recognition received over the years. Hong Yip, Aria and APM rose above over 7,000 contenders to win CLP GREEN PLUS Awards. Aria got a Smart Business Energy Saving Award and gold in the Property Management – Residential sector. APM took a silver in Property Management – Industrial & Commercial while Hong Yip won a Joint Energy Saving Award.

Aria brought smart energy management to its estate and clubhouse's gym operations, particularly in lighting system, air conditioning and ventilation system, along with high-consumption functions. Lights in stairs and car parks now use LED tubes with built-in sensors. The green initiatives have reduced related power use over 60%. The estate uses the Meter Online service with Energy Saving Signal operations guidelines to adjust the air conditioning in the clubhouse and lobbies based on the outdoor temperature. Energy-saving information and tips are posted on the estate's mobile app for residents and a green stamp recognition programme encourages residents to reduce waste.

集團的物業管理團隊致力參與環保節能工作，表現優秀，屢獲嘉許。康業、峻弦及APM在中電舉辦的「環保節能機構」嘉許計劃中，在超過7,000份申請中勝出。峻弦獲「智能營商節能大獎」及「物業管理 – 住宅」金獎，APM在「物業管理 – 工商業」組別獲銀獎，康業則獲頒「齊心節能大獎」。

峻弦在屋苑及會所健身室引入智能管理系統，應用於照明系統、空調及抽風系統等用电量大的區域，並把樓梯及停車場的燈具更換成內置感測器的LED燈，成功節省超過60%相關用电量。團隊亦採用「電錶在線」服務，編訂「節能燈號」運作指引，因應室外溫度調節會所及大堂的空調系統運作。屋苑透過手機應用程式，向住戶發放節能資訊及小貼士，實行「綠色印記獎勵計劃」，並且鼓勵住戶從源頭減廢。

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## SHKP-Kwoks' Foundation assists young people in undergraduate studies

### 新地郭氏基金資助年輕人完成大學課程

The SHKP-Kwoks' Foundation helps develop talent by offering financial assistance to promising students with limited means to extend their studies. Recently, another donation agreement was signed by Foundation Executive Director Amy Kwok with Hunan University Deputy Party Secretary Yu Xiangcheng to support its students in the completion of their undergraduate studies. An exchange session for representatives of sponsoring universities has also been arranged to discuss the long-term management of the scholarships.

The Foundation pledged to donate RMB2.5 million to Hunan University over the 2017-2019 academic years providing bursaries to help students in financial difficulty to complete their studies, with additional scholarships for those with top academic results, a total of 472 counts of beneficiaries. Between 2005 and 2016, the Foundation donated over RMB11 million for almost 1,990 scholarships to help underprivileged students complete undergraduate studies.

Additionally, the Foundation organized an inter-university Exchange Session on Effective Long-Term Scholarship Management at Guizhou University, where representatives from eight sponsored universities discussed ways to manage scholarships effectively.

新地郭氏基金致力培育人才，為優秀的清貧學生提供經濟援助，讓他們得以繼續升學。基金執行董事郭婉儀早前與湖南大學黨委副書記于祥成簽署捐贈協議，協助學生修讀本科課程；並且安排多間受資助的大學代表互相交流，促進各資助項目的長遠管理。

基金承諾於2017-2019學年，向湖南大學捐贈人民幣250萬元，提供助學金資助有經濟困難的學生完成課程，基金更會挑選成績優秀的受助學生額外頒發獎學金，受助學生達472人次。此前，基金在2005至2016年期間，已先後向大學捐贈逾人民幣1,100萬元，協助家境清貧的本科生完成大學課程，受惠人數近1,990人次。

另外，基金早前在貴州大學舉辦了跨校「獎助學金長效管理機制交流會」，邀請八間受助大學的代表出席，就獎助學金的效益管理進行交流，並對相關項目進行深入討論。



SHKP-Kwoks' Foundation Executive Director Amy Kwok (front, left) and Hunan University Deputy Party Secretary Yu Xiangcheng (front, right) with guests at the scholarship signing ceremony. 新地郭氏基金執行董事郭婉儀(前排左)與湖南大學黨委副書記于祥成(前排右)及嘉賓於獎助學金簽約儀式上合照



SHKP-Kwoks' Foundation representatives with the universities' senior management and Guizhou University scholarship recipients after the exchange session. 出席交流會的新地郭氏基金代表、各大學主管領導及受助的貴州大學學生

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