

SUNeVision announces 2017/18 full year results 新意網公布2017/18全年業績

SUNeVision Holdings Ltd. achieved a satisfactory performance for the financial year ended 30 June 2018, with a profit attributable to owners of the company of HK\$776.4 million. Underlying profit attributable to owners of the company, excluding the effect of other gain and loss, was HK\$611.5 million; up 10% year-on-year. Revenue for the year rose 20% to HK\$1,364.8 million, largely attributed to increased revenue from the data centre operations. Gross profit amount rose 13% to HK\$799.0 million with gross margin at 59% for the year. Profit from operations for the year increased by 11% over last year to HK\$738.7 million. The company successfully completed the transfer of listing to the Main Board of The Hong Kong Stock Exchange in January 2018.

During the year, SUNeVision subsidiary iAdvantage's data centre business secured new contracts and renewed existing ones with satisfactory rental reversion while continued working on various major expansion and enhancement projects. The new flagship data centre, MEGA Plus, in Tseung Kwan O,

has commenced operations in October 2017. The transformation of the entire MEGA Two facility in Sha Tin into a dedicated data centre building has been completed. Optimization work at MEGA-i is being carried out. In January 2018, SUNeVision acquired a new site in Tsuen Wan for further expansion in future.

Amid keen competition, SUNeVision will continue to upgrade its infrastructures, facilities and services to remain as the Data Centre of Choice in Hong Kong for customers.

新意網集團有限公司在截至2018年6月30日止財政年度表現理想，公司股東應佔溢利為7.764億港元。撇除其他收益及虧損的影響，公司股東應佔基礎溢利按年增長10%至6.115億港元。年內收益上升20%至13.648億港元，主要受惠於數據中心業務的收益增長。毛利上升13%至7.990億港元，毛利率為59%。年內營運溢利上升11%至7.387億港元。另外，於2018年1月，公司成功轉至香港交易所主板上市。



新意網旗下互聯優勢的數據中心業務於年內取得新合約，並與現有客戶續約，續約租金令人滿意，同時繼續進行多個主要擴展及提升項目。位於將軍澳的全新旗艦數據中心MEGA Plus於2017年10月開始營運，沙田MEGA Two整幢改造為專用數據中心的項目已經完成，而MEGA-i的優化項目現正進行。於2018年1月，新意網收購了荃灣一幅地皮，以用作未來擴展。

在劇烈的競爭環境下，新意網將繼續提升基礎建設、設施及服務，以保持作為香港客戶數據中心之選。

SmarTone announces 2017/18 full year results 數碼通公布2017/18全年業績

SmarTone Telecommunications Holdings Limited reported results for the year ended 30 June 2018. During the year, competition has intensified across all segments of the market. In this challenging environment, SmarTone continued to focus on delivering a powerful network performance and exceptional customer care. In doing so, it achieved a healthy growth of 16% in customer number to 2.39 million with a further reduction of the postpaid churn rate to 0.8%.

Underlying service revenue net of handset subsidy amortization delivered a 2% growth, reflecting the resilience of the core postpaid business. Nevertheless, profitability was impacted by the weak prepaid segment and the increase in costs, including spectrum fee amortization. Profit attributable to equity holders of the company fell by 8% to HK\$615 million.

During the year, SmarTone continued to invest in network performance enhancement. After successfully conducting trials in Licensed Assisted Access (LAA) in 2017, it has started

deployment at selected hotspot areas to further enhance customer experience. Following the successful trial of FDD Massive MIMO, preparation for 5G is underway as the company plans for a field trial later this year. Notwithstanding the ongoing competitive pressure, SmarTone will continue to focus on customer growth, expansion of the Enterprise Solutions business, and digitalization initiatives to improve customer experience and drive operational efficiency.

數碼通電訊集團有限公司公布截至2018年6月30日止年度的業績。年內，市場上各個客戶群組的競爭日趨激烈。儘管環境充滿挑戰，數碼通繼續專注為客戶帶來強勢網絡表現及提供卓越服務，客戶人數得以維持穩健增長，增加16%至239萬，並將月費計劃的客戶流失率進一步降至0.8%。

扣除手機補貼攤銷後，月費計劃服務收入增長2%，反映核心月費計劃業務表現維持穩定。儘管如此，盈利仍受



預付產品表現疲弱，加上頻譜費攤銷等成本增加所影響，股東應佔溢利下跌8%至6.15億港元。

於年內，數碼通繼續投放資源提升網絡表現。繼2017年成功試行LAA技術測試後，現已開始於指定熱點部署應用，以提升客戶體驗。數碼通亦已成功試行FDD Massive MIMO技術，5G網絡的準備工作正在進行中，並計劃於今年稍後時間進行實地測試。儘管面對持續的競爭壓力，數碼通將繼續專注吸納客戶、拓展企業方案業務及推行數碼化計劃，以提升客戶體驗和營運效率。