The Group boosts its retail portfolio and adds vitality to neighbourhoods
The Group boosts its retail portfolio and adds vitality to neighbourhoods

集团扩大商场网络  为社区增添动力

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

本文所载列的相片、图像、绘画或素描显示的纯属画家对该发展地盘之想像感觉。有关图片并非按照比例绘画或/及可能经过电脑图象修整处理。

准买家如欲了解本发展项目的详情，发展商建议买方到该发展地盘作实地考察，以获取对该发展地盘以及其周围地区的公共设施及环境较佳的了解。
The Group boosts its retail portfolio and adds vitality to neighbourhoods

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

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

Flagship mall in north and west New Territories
YOHO MALL is the aggregated retail space in the Group’s YOHO developments linked by footbridges. Sun Hung Kai Real Estate Agency Limited General Manager (Leasing) Henry Lam said: “YOHO MALL now includes Sun Yuen Long Centre and the retail podiums of YOHO Midtown and Grand YOHO, but the brand cluster will expand in future when the retail podium of West Rail Yuen Long Station development is done and nearby Transport Plaza gets an enhancement of facilities and tenant mix. That will take the gross YOHO MALL floor area to about 102,200 square metres (1.1 million square feet) spanning five retail podiums linked by footbridges to draw consumers from the north and west New Territories, similar to New Town Plaza in Sha Tin. The two megamalls will form a ‘consumer gateway’ from the New Territories east to west.”

The YOHO MALL I Extension opening this summer will have more than 100 retail stores occupying over some 46,500 square metres (500,000 square feet), bringing the total number to over 300 stores offering fashions, beauty, food and beverages, kids goods, entertainment and lifestyle superstores. The overall traffic is expected to see double-digit growth and sales per square foot should rise 15 to 20%.

Restaurants will take up nearly 25% of the total floor area and fashion brands almost 35%; making them the largest tenant groups. There will be 55 international eateries and specialty restaurants featuring Chinese, western, Japanese, Korean and southeast Asian cuisines, popular desserts, baked goods, family-style dining and more. The strong food and beverages collection
will serve the rising population in the New Territories north and west and growing
demand for premium dining. YOHO MALL I Extension will also have a kids’ zone to
serve young families in the area with some 20 stores, kids’ facilities and an outdoor
park. Other specialty outlets will include a new generation flagship cinema with
seven standard screens and the largest IMAX cinema in the New Territories west
plus the first YATA supermarket in Yuen Long.

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

**Full transport bringing customers from near and far**

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

**PopWalk 2 and PopWalk 3 in Tseung Kwan O coming soon**

The PopWalk series will bring together the retail portions of the Group’s
developments in Tseung Kwan O South in four stages to finally cover over 22,300
square metres (240,000 square feet) of gross floor area. The first phase of PopWalk
opened last August while PopWalk 2 and PopWalk 3 are coming soon.

**Shopping in the park**

The different PopWalk phases will be built along the proposed Central Avenue
running through Tseung Kwan O South with each connected to the proposed
69,700-square-metre (750,000-square-foot) park. On completion, visitors can get
to the park directly from the mall. The retail podiums will have vast windows to
let in light and views so it is like shopping in the park. All-weather walkways from
MTR Tseung Kwan O Station to PopWalk and PopWalk 2 will draw nearby residents
and visitors to the waterfront promenade, cycle track and pet garden.
Over 11,100 square metres (120,000 square feet) of outdoor green space at YOHO MALL perfect for grand festive events

YOHO MALL 形點擁有逾 11,100 平方米（120,000 平方呎）的戶外綠化空間，可舉辦大型節慶活動

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

PopWalk 2 and PopWalk 3 will be across the street from the first, with a combined floor area of about 8,830 square metres (95,000 square feet) that is fully taken up. PopWalk 2 at The Wings IIIA will have 40 shops, mostly lifestyle brands and restaurants, plus an outdoor area offering superb views. PopWalk 3, which is at the podium of the neighbouring The Wings IIIB, will have 10 shops, mostly education centres. Ocean PopWalk will be on a prime seafront site with extensive views designated for alfresco dining and fine dining with sea view. Pre-leasing of this last phase will begin soon.

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

Good results since PopWalk opened last summer
天晉自去年暑假开业以来·表现理想

Over 11,100 square metres (120,000 square feet) of outdoor green space at YOHO MALL perfect for grand festive events
YOHOMALL 形點擁有逾 11,100 平方米（120,000 平方呎）的戶外綠化空間，可舉辦大型節慶活動

PopWalk footbridges to MTR Tseung Kwan O Station
天晉设有行人天桥接驳港铁将军澳站

專題故事
Vol 84  •  Q2  2017  •  SHKP Quarterly
集團擴大商場網絡 为社区增添动力

集團扩大商场网络时，均做出精心安排，务求新项目可与区内其他项目互相配合，提升项目潜力，为社区带来活力。集團在元朗的YOHO MALL形点及将军澳的天晉汇系列商场，为项目上盖住户提供购物休闲便利，同时也与其他项目发挥协同效应，促进区域发展。YOHO MALL形点I扩展部分以及天晉汇2与天晉汇3快将开幕，两者凭借不同定位及特色，为消费者带来多姿多采的购物休闲体验，进一步巩固集团的零售物业组合。

元朗YOHO MALL形点I扩展部分将在本个暑假开通
元朗YOHO MALL形点从2015年首阶段开业以来，表现理想，YOHO MALL形点I及YOHO MALL形点II的人流及商户营业额与日俱增。YOHO MALL形点I扩展部分将在本年暑假开业，令商场成为新界西及新界北最大型的购物总汇。

新界西及新界北旗舰商场
YOHO MALL形点由集团YOHO系列项目的零售部分组成，以大型天桥连接。新鸿基地产代理有限公司租务部总经理林家强表示："YOHO MALL形点由新元朗中心、YOHO Midtown及Grand YOHO的基座商场组成，这个YOHO品牌都会圈在未来会进一步扩大，并入西铁元朗站上盖项目的商场部分及毗邻交通广场。待元朗站基座商场落成，以及交通广场的配套原化及商户重组完成后，YOHO MALL形点的总楼面面积将进一步扩展至约102,200平方米（110万平方呎），分布在五个以行人天桥接驳的基座商场，凝聚新界西及新界北的消费力，与沙田新城市广场相辅相成，成为新界西及新界东的‘消费门廊’。"

YOHO MALL形点I扩展部分的楼面面积约46,500平方米（500,000平方呎），商铺数目超过100间，即将在暑假期间开业。届时，整个YOHO MALL形点的商户数目将增至超过300间，涵盖时尚服饰、美容、餐饮、亲子、娱乐及生活百货六大主题。预期整体人流可录得双位数字升幅，每呎营业额可望上升15至20%。

Over 300 retailers will make YOHO MALL a retail flagship in the north and west New Territories
YOHO MALL形点将设有超过300间商户，为新界西及新界北的旗舰购物商场

Shoppers flock to YOHO MALL, particularly locals
YOHO MALL形点人流畅旺，深受本地市民欢迎

WELCOME TO ORIGAMI PLAYGROUND
商户组合方面，餐饮餐厅及潮流服饰为场内面积最大的租客群，分别占商场楼面面积近25%及近35%。以餐饮餐厅为例，商场特别引入多间特色食店，云集55间国际餐饮品牌，包罗中、西、日、韩、东南亚等地名菜、人气甜品店、烘焙店及亲子餐厅等，为新界西及新界北带来最强餐饮组合，满足区内人口增长对优质餐饮的需求。另外，考虑到区内年轻家庭的需要，YOHO MALL形点!扩展部分设有儿童用品专区，除了有20多间亲子主题商户外，也有儿童专属设施及亲子主题户外休闲公园。其他特色商户包括设有七个标准影院及一个全新界西最大IMAX影院的新世代旗舰影院，以及首次在元朗开业的一田超市。

即将开通的YOHO MALL形点!扩展部分，里里外外种满绿色植物及设有流水建筑，糅合人、林、水、鸟四大自然元素，以多媒体形式展现大自然山水形态，营造悠然自得的购物环境。

交通配套优越 广纳区内外客群
YOHO MALL形点位于西铁元朗站上盖，连接港九新界铁路网络。项目基座设有交通枢纽，有住户专线来回区内，巴士线及小巴专线直达区内外，以及跨境巴士路线及深圳机场预办登机服务的贵宾候车室。此外，商场提供约1,500个车位，配备智能化导航泊车及车辆搜寻系统，方便驾车人士前来。

Fashion brands will be the largest tenant group in YOHO MALL with some duplex flagship stores
潮流服饰品牌为YOHO MALL形点的最大租客群，部分更为复式旗舰店

PopWalk restaurants appeal to residents nearby
天晋汇的餐饮餐厅备受区内居民欢迎
将军澳天晋汇2及天晋汇3即将投入服务

天晋汇系列位于将军澳南，由集团在区内多个项目的零售部分组成，总楼面面积逾22,300平方米（240,000平方呎），分四期发展。第一期天晋汇已在去年八月投入服务，天晋汇2及天晋汇3也快将营业。

庭园式休闲购物体验

天晋汇各期均沿著将军澳南拟建的中央大道而建，将贯通场外占地约69,700平方米（750,000平方呎）的拟建绿化公园。待公园落成后，游人可在商场与公园之间随意游走。商场更大量采用玻璃外墙，引入自然光线，让购物人士感受到户外大自然气息，打破内外空间界限，体验庭园式休闲购物。天晋汇及天晋汇2更设有全天候行人天桥接驳港铁将军澳站，不但方便区内居民出入，更可吸纳前往海濱长廊、单车径和宠物公园的外区游人到访。

照顾区内居民需要

随着近年将军澳南多个大型住宅项目相继落成，区内人口大幅增长，加上区内以高收入年轻家庭为主，带动对优质购物及悠闲的需求。天晋汇系列主力为区内居民服务，照顾日常生活需要。新鸿基地产代理有限公司租务部总经理钟秀莲表示：“第一期天晋汇出租率达100％，自开业以来人流及商户营业额持续增加；场内餐厅更被居民视作‘饭堂’，在假日用餐时段往往大排长龙。天晋汇2及天晋汇3将于今年九月开业，至明年第四季最后一期海天晋汇落成后，商户数目将增至140个，涵盖餐饮、超级市场、生活时尚用品及教育等范畴。居民即使‘足不出区’，也可享受到多元化的优质购物及悠闲选择。”

与天晋汇一路之隔的天晋汇2及天晋汇3，总楼面面积合共约8,830平方米（95,000平方呎），商铺现已全部租出。天晋汇2位于天晋IIIA，设有40间商铺，以生活时尚用品店及餐厅为主；商场特别预留露天区，让游人可以欣赏附近的优美景致。天晋汇3位于相邻的天晋IIIB基座，共有10间商铺，主要为补习社及儿童教育中心。最后一期海天晋汇位处临海地段，坐拥壮阔海景，现正准备洽租工作，计划用作露天餐厅及高级海鲜餐厅。

集团在将军澳的商场组合包括天晋汇、东港城、将军澳中心、PopFood及PopDeli，为区内居民及游人服务。
Brisk sales at Cullinan West atop MTR Nam Cheong Station

港铁南昌站汇玺销情炽热

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

Facing the sea with two private clubhouses

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

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

Convenience of double railway lines in the heart of the city

The prime location above MTR Nam Cheong Station means that Cullinan West will offer the convenience of extensive transport connections. MTR Nam Cheong Station is the only MTR interchange station connecting West Rail Line and Tung Chung Line, extending in all directions to Hong Kong Island, Kowloon, North West New Territories as well as Hong Kong International Airport. It only takes about nine minutes* to MTR Hong Kong Station or about six minutes* to MTR Kowloon Station by MTR from MTR Nam Cheong Station.

There will be a large-scale shopping mall at the Development’s podium with about 300,000 square feet of retail area housing a diversity of tenants for the convenience of Cullinan West residents.
發展項目期數名稱：滙玺發展項目的第2A期（“期數”）

（期數中住宅發展項目的第1座（1A及1B）、第2座（2A及2B）、天鉦匯、月鉦匯、星鉦匯、日鉦匯及海鉦匯稱為“滙玺”）

區域：西南九龙

期數的街道名称及门牌号数：深旺道28号

卖方就期数指定的互联网网站的网址：
www.cullinwest.com.hk

本广告/宣传资料内载列的相片、图像、绘图或素描显示纯属画家对有关发展项目之想像。有关相片、图像、绘图或素描并非按照比例绘画及/或可能经过电脑修饰处理。准买家如欲了解发展项目的详情，请参阅售楼说明书。卖方亦建议准买家到有关发展地盘作实地考察，以对该发展地盘、其周边地区环境及附近的公共设施有较佳了解。

卖方：南昌物業發展有限公司（作为“拥有人”）、仲益有限公司（作为“如此聘用的人”）（备注： “拥有人”指期数的法律上的拥有人或实益拥有人。“如此聘用的人”指拥有人聘用以统筹和监管期数的设计、规划、建造、装配及完成及销售的进程的人。）

卖方的控权公司：南昌物業發展有限公司（作为“拥有人”）、仲益有限公司（作为“如此聘用的人”）（备注： “拥有人”指期数的法律上的拥有人或实益拥有人。“如此聘用的人”指拥有人聘用以统筹和监管期数的设计、规划、建造、装配及完成及销售的进程的人。）
Eight Regency in Tuen Mun sees strong sales

屯门珀御销情持续热烈

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

First hotel-style residence in the area

Eight Regency will offer a chic lifestyle with the materials used, layouts, clubhouse facilities and management as found in hotels. There will be 321 residential units from studios to two-bedroom and special units with saleable areas of typical units from 296 to 497 square feet\(^3\). Most units will have one bedroom. Practical designs and 3.325m floor-to-floor height among typical units\(^3\) will offer a spacious feel and flexibility in furnishings, with units perched on an extra-high podium for better views.

An energetic, stylish clubhouse\(^4\) planned by an internationally renowned interior designer will have a wide range of facilities including a large 24-hour gym\(^5\), coffee lounge\(^5\), banquet room\(^5\), Internet corner\(^5\), game place\(^5\), party venue\(^5\) and reading corner\(^5\). Hotel-style living will be accentuated by a concierge and butlers for exceptional service by the property management company.

Well connected with comprehensive facilities

Eight Regency is within walking distance of the Light Rail Kin Sang Stop, which connects to the West Rail Line in about seven minutes\(^6\) offering access to Hong Kong Island, Kowloon and the New Territories. There are additionally a bus terminus and residents’ service bus stops\(^7\) nearby with routes to the cores of Hong Kong Island and Kowloon and Hong Kong International Airport, along with minibuses to Lok Ma Chau or Sheung Shui for easy access to the mainland\(^8\).

The project will have a retail podium, plus convenient restaurants and retail shops in the well-established neighbourhood. There are also recreational facilities nearby like a swimming pool, sports centre, sports ground and playground.
The photographs, images, drawings or sketches shown in this advertisement/ promotional material represent an impression of the development concerned only. They are not drawn to scale and/or may have been processed 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.

Vendee: Top State Development Limited
Holding companies of the Vendor: Vendee, Limited, Time Effort Limited, Sun Hung Kai Properties Limited
Authorized Person: Lee Kar-yan, Douglas
The firm or corporation of which the Authorized Person is a proprietor, director or employee in his or her professional capacity: Andrew Lee King Fun & Associates Architect Limited
Building Contractor: Yee Fai Construction Company Limited

The photographs, images, drawings or sketches shown in this advertisement/promotional material represent an impression of the development concerned only. They are not drawn to scale and/or may have been processed 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.

Vendee: Top State Development Limited
Holding companies of the Vendor: Vendee, Limited, Time Effort Limited, Sun Hung Kai Properties Limited
Authorized Person: Lee Kar-yan, Douglas
The firm or corporation of which the Authorized Person is a proprietor, director or employee in his or her professional capacity: Andrew Lee King Fun & Associates Architect Limited
Building Contractor: Yee Fai Construction Company Limited

The photographs, images, drawings or sketches shown in this advertisement/promotional material represent an impression of the development concerned only. They are not drawn to scale and/or may have been processed 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.

Vendee: Top State Development Limited
Holding companies of the Vendor: Vendee, Limited, Time Effort Limited, Sun Hung Kai Properties Limited
Authorized Person: Lee Kar-yan, Douglas
The firm or corporation of which the Authorized Person is a proprietor, director or employee in his or her professional capacity: Andrew Lee King Fun & Associates Architect Limited
Building Contractor: Yee Fai Construction Company Limited

The photographs, images, drawings or sketches shown in this advertisement/promotional material represent an impression of the development concerned only. They are not drawn to scale and/or may have been processed 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.

Vendee: Top State Development Limited
Holding companies of the Vendor: Vendee, Limited, Time Effort Limited, Sun Hung Kai Properties Limited
Authorized Person: Lee Kar-yan, Douglas
The firm or corporation of which the Authorized Person is a proprietor, director or employee in his or her professional capacity: Andrew Lee King Fun & Associates Architect Limited
Building Contractor: Yee Fai Construction Company Limited

The photographs, images, drawings or sketches shown in this advertisement/promotional material represent an impression of the development concerned only. They are not drawn to scale and/or may have been processed 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.

Vendee: Top State Development Limited
Holding companies of the Vendor: Vendee, Limited, Time Effort Limited, Sun Hung Kai Properties Limited
Authorized Person: Lee Kar-yan, Douglas
The firm or corporation of which the Authorized Person is a proprietor, director or employee in his or her professional capacity: Andrew Lee King Fun & Associates Architect Limited
Building Contractor: Yee Fai Construction Company Limited

The photographs, images, drawings or sketches shown in this advertisement/promotional material represent an impression of the development concerned only. They are not drawn to scale and/or may have been processed 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.

Vendee: Top State Development Limited
Holding companies of the Vendor: Vendee, Limited, Time Effort Limited, Sun Hung Kai Properties Limited
Authorized Person: Lee Kar-yan, Douglas
The firm or corporation of which the Authorized Person is a proprietor, director or employee in his or her professional capacity: Andrew Lee King Fun & Associates Architect Limited
Building Contractor: Yee Fai Construction Company Limited

The photographs, images, drawings or sketches shown in this advertisement/promotional material represent an impression of the development concerned only. They are not drawn to scale and/or may have been processed 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.

Vendee: Top State Development Limited
Holding companies of the Vendor: Vendee, Limited, Time Effort Limited, Sun Hung Kai Properties Limited
Authorized Person: Lee Kar-yan, Douglas
The firm or corporation of which the Authorized Person is a proprietor, director or employee in his or her professional capacity: Andrew Lee King Fun & Associates Architect Limited
Building Contractor: Yee Fai Construction Company Limited

The photographs, images, drawings or sketches shown in this advertisement/promotional material represent an impression of the development concerned only. They are not drawn to scale and/or may have been processed 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.
New metro link for Guangzhou IGC mall
广州IGC商场接通地铁

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

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

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

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

IGC is the first mall in Southern China with a moving-walkway link to the metro. IGC设有自动行人道连接地铁站，为华南区商场独有。
The Group signs HK$22,000 million syndicated credit facility

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

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

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

Co-ordinating arrangers for the syndicated credit facility

<table>
<thead>
<tr>
<th>Bank Name</th>
<th>Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bank of China (Hong Kong) Limited</td>
<td>Bank of China (Hong Kong) Limited</td>
</tr>
<tr>
<td>The Hongkong and Shanghai Banking Corporation Limited</td>
<td>The Hongkong and Shanghai Banking Corporation Limited</td>
</tr>
<tr>
<td>Sumitomo Mitsui Banking Corporation Ltd.</td>
<td>Sumitomo Mitsui Banking Corporation Ltd.</td>
</tr>
<tr>
<td>The Bank of Tokyo-Mitsubishi UFJ, Ltd.</td>
<td>The Bank of Tokyo-Mitsubishi UFJ, Ltd.</td>
</tr>
<tr>
<td>Hang Seng Bank Limited</td>
<td>Hang Seng Bank Limited</td>
</tr>
<tr>
<td>China Construction Bank (Asia) Corporation Limited</td>
<td>China Construction Bank (Asia) Corporation Limited</td>
</tr>
<tr>
<td>CITI</td>
<td>CITI</td>
</tr>
<tr>
<td>Mizuho Bank, Ltd.</td>
<td>Mizuho Bank, Ltd.</td>
</tr>
<tr>
<td>Industrial and Commercial Bank of China (Asia) Limited</td>
<td>Industrial and Commercial Bank of China (Asia) Limited</td>
</tr>
<tr>
<td>Bank of Communications Co., Ltd., Hong Kong Branch</td>
<td>Bank of Communications Co., Ltd., Hong Kong Branch</td>
</tr>
<tr>
<td>Overseas-Chinese Banking Corporation Limited, Hong Kong Branch</td>
<td>Overseas-Chinese Banking Corporation Limited, Hong Kong Branch</td>
</tr>
<tr>
<td>DBS Bank Ltd.</td>
<td>DBS Bank Ltd.</td>
</tr>
<tr>
<td>Standard Chartered Bank (Hong Kong) Limited</td>
<td>Standard Chartered Bank (Hong Kong) Limited</td>
</tr>
<tr>
<td>United Overseas Bank Limited</td>
<td>United Overseas Bank Limited</td>
</tr>
<tr>
<td>The Bank of East Asia, Limited</td>
<td>The Bank of East Asia, Limited</td>
</tr>
<tr>
<td>BNP Paribas</td>
<td>BNP Paribas</td>
</tr>
<tr>
<td>Crédit Agricole Corporate &amp; Investment Bank</td>
<td>Crédit Agricole Corporate &amp; Investment Bank</td>
</tr>
<tr>
<td>Nanyang Commercial Bank, Ltd.</td>
<td>Nanyang Commercial Bank, Ltd.</td>
</tr>
<tr>
<td>Shanghai Commercial Bank Limited</td>
<td>Shanghai Commercial Bank Limited</td>
</tr>
</tbody>
</table>

The Group currently has one of the highest credit ratings among Hong Kong property companies: A1 with a stable outlook from Moody’s and A+ with a stable outlook from Standard & Poor’s.
Allen Fung: Focusing on people
冯玉麟：专注“以人为本”的理念

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

Learning from history
Allen used to be a global director of management consulting firm McKinsey before he joined the Group. In fact he was the first Hong Kong Chinese to be a director in McKinsey's history. Before McKinsey he studied history at Oxford and Harvard, and was an assistant professor at Brown. If you suspect his management philosophy to be likely rooted in his study of governments and companies in history, you will be right. One of the lessons Allen shared is that all institutions, including the best ones, are prone to being destabilised from within and without. “It is easy to become complacent when you have success, as we have repeatedly seen in Chinese history.” Hence, the ability to adapt is the cornerstone for success. To Allen, the fact that the Group has grown so much over the last 45 years is evidence of its relentless commitment to continuous adaptation and improvement.

In Allen’s mind, a key pillar in sustaining the Group’s future growth is the recruitment and development of young talent. The Group has been running its management trainee programme for many years, nurturing generations of leaders, and Allen appreciates its growing influence on the Group’s future. The world is changing, and it seems that the change is not only much broader than ever before, but also faster than ever before. “The rise of social media, for instance, means that we cannot engage our customers like we used to – we must be fast, direct, and much more willing to listen.” These are all big adaptations the Group needs to learn, said Allen, “Our young staff understand these changes much better than we do because they grow up in them.”
Contributions from non-property businesses
The Group will always be first and foremost a property company, but the current non-property business portfolio is broad and with many strategic assets. This includes SmarTone (a leading mobile operator), SUNeVision (the biggest data centre operator in Hong Kong), Transport International, the Wilson Group, the Hong Kong Business Aviation Centre, YATA (the Japanese-style department store and supermarket) and others. Non-property businesses produced over HK$4,000 million in operating income in the last financial year. The synergies with the property business are also material. “For instance,” says Allen, “some customers tell us that having YATA in their residential development adds another layer of convenience in daily life. There are also now many joint promotions between the property and non-property businesses for our SHKP Club members.”

Be faster, be adaptive
In Allen’s view, there is an increasing risk that old economy companies are not acting fast enough. “It is not about accelerating initiatives unnecessarily and damaging quality, but about being faster when we can. E-commerce heavyweight Jeff Bezos says that companies should make more decisions when it only has 70% of information, because by the time you have full information you will be too late. This is certainly very true.” Allen feels the key is to experiment with new ideas more and reduce the planning time: “Trial and error is a virtue, or you’ll miss the market.”

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

Life at SHKP
In the midst of changes, some things never change. A successful enterprise, Allen says, is a people-oriented one that acts for the benefit of both customers and staff. The Group has long made people a priority and Allen feels this is a key reason for the Group’s success. The Group invests heavily in developing staff at all levels, and has been very open to feedback. Allen reflects himself: “I must take the initiative to listen. Our colleagues are full of new ideas both to improve on how we work and how we engage our customers, and we must especially listen to our frontline staff who know what our customers want.”

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

Allen values work-life balance but admits management has a responsibility to ensure staff can achieve it. He says: “We have to clarify priorities so that our colleagues can arrange their work accordingly and not be overwhelmed!” What does Allen do for his leisure time? “I love music and travelling, especially to Japan. It helps me renew myself and maintain a clear, agile mind for the tasks ahead. Because of my background I still read a lot of history books. Hopefully one day I will have time to complete my research on modern China!”
集團旗下的地產業務組合帶來重要的經常性收益。集團執行董事馮玉麟自三年半前加入新地，便一直掌管這些業務。他深信有關項目與集團的地產業務均展現相價值：一方面對顧客竭誠用心，另一方面同時積極為員工提供福利及發展機會。

馮玉麟在加入集團前曾任環球管理諮詢公司麥肯錫全球資深董事，更是該公司首名香港華人資深董事。在此之前，他分別在牛津及哈佛攻讀歷史，也曾出任布朗大學歷史系客席教授。歷史能叫人鑒古知今，馮玉麟就是在鑽研歷代政權及企業發展之中領悟到管理之道。他深知即使是最好的制度都有可能受內外因素所動搖，“盛世容易令人過分自滿，這情況在中国歷史不斷出現。”因此，擁有應變能力是成功的先決條件。他相信集團在过去45年间不断壯大，正是因為一直追求進步，靈活變通。

馮玉麟認為，吸纳及培育年輕人才是集團未來持續發展的支柱之一。他提到集團多年來通過舉辦管理培訓生計劃，培育一代又一代的管理人員，對集團未來發展的影響愈來愈重要。世界正急剧变化，范围之廣、步伐之快均前所未有。“例如社交媒體的興起令企业必須改變傳統接觸客戶的方式 — 我們要快速直接響應，并要更願意聆聽客人的想法。”馮玉麟認為“面對這些改變，年輕同事比我們掌握得更好，因為他們就這個環境中成長。”

敏捷靈活把握機遇
馮玉麟認為，傳統大企業愈見出現行事不夠果斷的危機。“這並不是說要倉卒行事，自損品質，而是尽可能及早行動，早著先機。電商界名人貝索

非地產業務的角色
集團堅持以地產項目為本業，並經營一系列非地產業務，涵蓋多個範疇的策略性資產，包括流動電訊業龍頭之一數碼通、香港最大數據中心營運商新意網、載通國際、威信集團、香港商用航空中心，以及日式百貨及超市品牌一田等。非地產業務於上個財政年度為集團帶來超過40億香港元的營運收益，有盈利貢獻之余，更可與地產項目產生重大協同效應。他以一田百貨为例：“有些顧客曾告訴我們，住宅項目引入一田能為他們的日常生活帶來更多方便。集團旗下的地產項目也时常与非地產項目合作推廣，為新地會會員提供優惠。”

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

面對社交媒体兴起，我们必须快速直接响应，并要更愿意聆听客人的想法。
斯（Jeff Bezos）便提出，企业只要掌握七成信息便应尽快付诸行动，因为等到有百分百把握时已经为时太晚。事实的确如此。”他认为关键是敢于试验新意念，缩短制订计划的时间。“只能通过不断尝试寻找出路，否则便会耽误良机。”

在此瞬息万变的时代，企业必须愿意在适当时候改变营运模式，才能把握机会。天际100就是成功例子。天际100位于西九龙环球贸易广场100楼，是香港著名的观景台，从开业至今依然是旅游胜地，但数年前旅游业发展放缓，管理层便有将之开发成高级商务活动及婚宴场地的构思，结果深受市场欢迎，更被视为最有特色的婚宴场地之一。目前天际100的收益有不少是来自活动相关的业务。“其实这是改变了天际100原来的商业运作模式，要不是团队愿意放下本来思路，敢于改变，根本难以成功。”

活在新地

虽然世事不断转变，但有些事情永不变更。冯玉麟认为，一家成功的企业无论向外对顾客，抑或是对内部员工，都必须做到“以人为本”。他更认为集团单成的关键正正在此。集团投放不少资源为不同职级的同事提供发展机会，并十分欢迎不同意见。冯玉麟反思：“我必须主动聆听。同事在工作上及对于如何联系顾客都有自己新点子，前线员工的想法尤其重要，因为他们十分清楚顾客需要。”

谈到加入集团初期的印象，冯玉麟说：“印象最深刻就是集团‘以人为本’的文化。从前在麦肯锡公司工作时，见过自称‘以人为本’的企业最后也难以坚持，但新地不同。简单一个例子，就是集团仍为同事提供免费午膳。听来虽是小小一项福利，但大部分企业在遇上经济不景气时，就会为节省成本而不再提供。集团没有这样做，证明集团真心善待员工。”

冯玉麟深信平衡工作与生活是十分重要，但笑言管理层也有责任确保同事能够做到：“首先你要明确厘清什么工作是重要，什么是次要，同事才可按先后缓急分配工作，否则大家只能拼命忙著。”被问到公余时的兴趣，冯玉麟说：“我喜欢听音乐和旅游，特别是到日本旅游，因为能让我恢复精神，保持清晰和灵活的头脑，以应付工作。而且因为从前修读历史，我至今仍常常阅读相关书籍，希望终有一天有空完成对现代中国的研究！”

It's important for Allen to spend generous time with family

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

Five key areas of the report are summarized below:

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

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

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

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

**Community investment**
The Group has a three-pronged approach to community investment: reading and education, sports for charity and healthy living, and care for the underprivileged. The SHKP Reading Club organizes a variety of activities to promote happy reading. New sports for charity initiatives during the year included taking on title and charity sponsorships of the Sun Hung Kai Properties Hong Kong Cyclothon. The Group has committed to donate a 930-square-metre (10,000-square-foot) site in Yuen Long to charity for developing the first inter-generational integrated service building in town.
集团提倡健康及可持续生活，鼓励员工多做运动，实践健康平衡生活。不久前，集团派队参加多项慈善体育活动，为不同团体筹款，包括善宁会登山善行、扶轮香港超级马拉松、世界自然基金会香港总部及联合国儿童基金会慈善跑，代表队更在活动中取得佳绩。

以下简单介绍报告内容的五大范畴：

**环境保护**
绿色建筑认证是衡量发展项目环境品质的指针，集团持有由美国能源和环境设计领先认证及香港建筑环境评估法所颁发的认证合共35张。由集团管理的物业大部分通过ISO 14001环境管理系统认证。在绿色管理方面，主要投资物业的电耗电量在过去五年下降逾10%；年内，回收逾2,700公吨废纸，回收金属较上年增加四倍。多个发展项目参与厨余回收先导计划，以珀丽湾表现最为突出，在环境及自然保育基金支持下的住宅厨余循环再造项目中，成为平均参与率最高的住宅项目。

**关顾员工**
集团鼓励员工终身学习，新地优质学堂自推出以来，共有近258,000人次参与。为表彰员工，集团每年举办“提升素质意见奖励计划”及“提升工作效率意见奖励计划”等。集团关心员工的身心健康，不但委派职安健委员会负责监管工作安全与健康，建筑及物业管理方面的附属公司均具备通过OHSAS 18001认证的安全生产系统。在2015/16家庭友善雇主奖励计划中，集团获颁“杰出家庭友善雇主”最高荣誉。

**以客为先**
集团重视客户需求，致力提供优质产品及服务。自2013年起，将旗下一手物业的保修优惠延长至首三年，让买家加倍安心。在定期进行的客户意见调查中，逾96%受访商场及写字楼租户对客户服务给予“良好”或“极佳”评级。新地会在1996年成立，为集团与现有客户及准客户提供一道有效的沟通桥梁。

**回馈社会**
集团通过三大方面服务社群：推广阅读和教育、支持运动行善和健康生活以及关怀弱势社群。新阅会举办多元化活动，鼓励大众培养愉快阅读的兴趣。集团贯彻运动行善精神，在年内首次冠名及慈善赞助新鸿基地产香港单车节。另外，集团承诺捐出元朗一幢面积约3930平方米（10,000平方呎）的地皮予慈善团体兴建香港首幢跨代共融综合服务大楼。

**与业务伙伴一同创造价值**
集团将可持续发展理念应用到供应链上，与业务伙伴共建更美好将来。集团每年对旗下酒店的食品供货商进行严格审核，年内全体会员的评价结果均令人满意。在采购方面，共有38%货品及服务源自支持环保的承商和供货商。为确保地盘外判工人在工作上的健康及安全，集团除了制订安全指引外，更要求外判工人参加加强强制性安全训练课程；年内包括集团工人在内，逾750,000人次曾接受相关培训。

**Backling sport for charity**
**支持运动行善**

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

集团支持运动行善有方，今年分别参加包括狮子会慈善健行、扶轮香港超级马拉松、世界自然基金会香港总部及联合国儿童基金会慈善跑等，代表队更在活动中取得佳绩。

---

**环境**

绿色建筑认证是衡量发展项目环境品质的指针，集团持有由美国能源和环境设计领先认证及香港建筑环境评估法所颁发的认证合共35张。由集团管理的物业大部分通过ISO 14001环境管理系统认证。在绿色管理方面，主要投资物业的电耗电量在过去五年下降逾10%；年内，回收逾2,700公吨废纸，回收金属较上年增加四倍。多个发展项目参与厨余回收先导计划，以珀丽湾表现最为突出，在环境及自然保育基金支持下的住宅厨余循环再造项目中，成为平均参与率最高的住宅项目。

**关顾员工**

集团鼓励员工终身学习，新地优质学堂自推出以来，共有近258,000人次参与。为表彰员工，集团每年举办“提升素质意见奖励计划”及“提升工作效率意见奖励计划”等。集团关心员工的身心健康，不但委派职安健委员会负责监管工作安全与健康，建筑及物业管理方面的附属公司均具备通过OHSAS 18001认证的安全生产系统。在2015/16家庭友善雇主奖励计划中，集团获颁“杰出家庭友善雇主”最高荣誉。

**以客为先**

集团重视客户需求，致力提供优质产品及服务。自2013年起，将旗下一手物业的保修优惠延长至首三年，让买家加倍安心。在定期进行的客户意见调查中，逾96%受访商场及写字楼租户对客户服务给予“良好”或“极佳”评级。新地会在1996年成立，为集团与现有客户及准客户提供一道有效的沟通桥梁。

**回馈社会**

集团通过三大方面服务社群：推广阅读和教育、支持运动行善和健康生活以及关怀弱势社群。新阅会举办多元化活动，鼓励大众培养愉快阅读的兴趣。集团贯彻运动行善精神，在年内首次冠名及慈善赞助新鸿基地产香港单车节。另外，集团承诺捐出元朗一幢面积约3930平方米（10,000平方呎）的地皮予慈善团体兴建香港首幢跨代共融综合服务大楼。

**与业务伙伴一同创造价值**

集团将可持续发展理念应用到供应链上，与业务伙伴共建更美好将来。集团每年对旗下酒店的食品供货商进行严格审核，年内全体会员的评价结果均令人满意。在采购方面，共有38%货品及服务源自支持环保的承商和供货商。为确保地盘外判工人在工作上的健康及安全，集团除了制订安全指引外，更要求外判工人参加加强强制性安全训练课程；年内包括集团工人在内，逾750,000人次曾接受相关培训。

**Backling sport for charity**

**支持运动行善**

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

集团支持运动行善有方，今年分别参加包括狮子会慈善健行、扶轮香港超级马拉松、世界自然基金会香港总部及联合国儿童基金会慈善跑等，代表队更在活动中取得佳绩。

---

**环境**

绿色建筑认证是衡量发展项目环境品质的指针，集团持有由美国能源和环境设计领先认证及香港建筑环境评估法所颁发的认证合共35张。由集团管理的物业大部分通过ISO 14001环境管理系统认证。在绿色管理方面，主要投资物业的电耗电量在过去五年下降逾10%；年内，回收逾2,700公吨废纸，回收金属较上年增加四倍。多个发展项目参与厨余回收先导计划，以珀丽湾表现最为突出，在环境及自然保育基金支持下的住宅厨余循环再造项目中，成为平均参与率最高的住宅项目。

**关顾员工**

集团鼓励员工终身学习，新地优质学堂自推出以来，共有近258,000人次参与。为表彰员工，集团每年举办“提升素质意见奖励计划”及“提升工作效率意见奖励计划”等。集团关心员工的身心健康，不但委派职安健委员会负责监管工作安全与健康，建筑及物业管理方面的附属公司均具备通过OHSAS 18001认证的安全生产系统。在2015/16家庭友善雇主奖励计划中，集团获颁“杰出家庭友善雇主”最高荣誉。

**以客为先**

集团重视客户需求，致力提供优质产品及服务。自2013年起，将旗下一手物业的保修优惠延长至首三年，让买家加倍安心。在定期进行的客户意见调查中，逾96%受访商场及写字楼租户对客户服务给予“良好”或“极佳”评级。新地会在1996年成立，为集团与现有客户及准客户提供一道有效的沟通桥梁。

**回馈社会**

集团通过三大方面服务社群：推广阅读和教育、支持运动行善和健康生活以及关怀弱势社群。新阅会举办多元化活动，鼓励大众培养愉快阅读的兴趣。集团贯彻运动行善精神，在年内首次冠名及慈善赞助新鸿基地产香港单车节。另外，集团承诺捐出元朗一幢面积约3930平方米（10,000平方呎）的地皮予慈善团体兴建香港首幢跨代共融综合服务大楼。

**与业务伙伴一同创造价值**

集团将可持续发展理念应用到供应链上，与业务伙伴共建更美好将来。集团每年对旗下酒店的食品供货商进行严格审核，年内全体会员的评价结果均令人满意。在采购方面，共有38%货品及服务源自支持环保的承商和供货商。为确保地盘外判工人在工作上的健康及安全，集团除了制订安全指引外，更要求外判工人参加加强强制性安全训练课程；年内包括集团工人在内，逾750,000人次曾接受相关培训。
SHKP Reading Club promotes the joy of reading

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

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

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

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

**“Wheelchair Angel” Sharing Session**
New reading sessions will be held at different locations, and reading activities will be held to promote reading in society.

**“Finding Wan Chai” Cultural Tour**
New reading sessions will be held at different locations, and reading activities will be held to promote reading in society.

**Summer Festival Preview**
New reading sessions will be held at different locations, and reading activities will be held to promote reading in society.
Caring for young and old
扶老携幼 关怀社区

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

Modern Apprenticeship Programme nurtures young people for 15 years

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

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

SHKP-Science & Innovation Project for Gifted grooms school kids

The Group took students in its SHKP-Science & Innovation Project for Gifted to International Commerce Centre to take a look at the features and operations of Hong Kong’s tallest skyscraper and how science, technology, engineering and mathematics (STEM) applies to its construction and architecture.

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

Building Homes with Heart Caring Initiative for the elderly

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

The Group additionally worked with the Social Welfare Department and community organizations to host Chinese New Year Poon Choi lunches for a seventh year, taking about 1,700 seniors from Tai Po and Southern District to Noah’s Ark for lunch and treats to take home this year. Some of the guests put on a variety show, playing music, dancing and doing tai chi to liven up the festive event.
集团热心公益事务，与不同机构合作，为社会上有需要的人士提供帮助。今年继续为公开试成绩欠佳的青少岁提供更多实习机会，集团员工更担任师傅，陪同他们学习生活知识及待人接物等技巧。集团日前安排了一批基层资优儿童参观环球贸易广场，让他们以有趣的方式学习，扩阔视野。此外，集团更为长者举办了各种节庆活动，与他们共度温暖的传统节日。

“‘见’未来师徒创路学堂”

“‘见’未来师徒创路学堂”踏入15周年，今年共有26位青少年参与一系列生涯规划活动及个人成长训练课程。随后他们便进入集团旗下的建筑公司、物业管理公司、酒店及挪亚方舟，展开为期10星期的工作实习。期间，集团员工更会担任师傅，陪伴他们面对职场种种挑战。

“新地资优科学创意发展计划”

鼓励学童

新地日前邀请“新地资优科学创意发展计划”的学员参观环球贸易广场，让他们了解这幢全港最高摩天大楼的建筑特色及实际运作情况，以及科学、科技、工程和数学（STEM）在建筑工程上的实际应用。

“以心建家送暖行动”关怀长者

“以心建家送暖行动”继续在传统节日期间关怀长者。于端午佳节前夕，集团为观塘及葵青共约3,000位独居及双老长者户，赠送盛载应节粽子及食粮的爱心福袋，让他们感受节日气氛。

此前，集团连续第七年与社会福利署及地区社福机构合作，为长者举办新春盆菜宴。今年共招待来自大埔及南区约1,700位长者，在挪亚方舟享用盆菜，并送上丰富实用的爱心福袋。部份长者更参与综艺表演，弹奏乐器、跳舞及表演太极等，欢度佳节。
Group announces interim results

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

Property development

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

Property investment

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

Positive outlook

The Group's business of property development for sale will continue to perform satisfactorily, supported by a strong project launch pipeline. The Group's land bank is sufficient to meet development needs for five years, as it plans to complete over 278,700 square metres (three million square feet) of residential floor area for sale per annum in Hong Kong over the next few years. Meanwhile, it is seeking opportunities for land acquisitions, particularly in Hong Kong, through various channels including the conversion of agricultural land. This will help the Group to sustain a high volume of residential production in the medium-to-long term and achieve continuous growth in its core business of property development for sale. In addition, several major investment projects in Hong Kong and on the mainland are expected to be completed over the next five to six years, representing approximately 35% of the Group's existing portfolio in terms of floor area, including the YOHO MALL extension, Harbour North, a premium shopping mall at MTR Nam Cheong Station, ITC in Shanghai Xujiahui and Nanjing IFC. These new developments are expected to significantly boost the Group's leading position in the market and overall rental income on completion.

Group Chairman & Managing Director Raymond Kwok (fourth right) announcing interim results with top management

集團主席兼董事總經理郭炳聯（右四）聯同管理團隊公布中期業績
SmarTone Telecommunications Holdings Limited announced its results for the six months ended 31 December 2016. During the period under review, total revenue decreased to HK$5,372 million due to changes in market conditions. Service revenue was HK$2,674 million, a decline of 4% over the same period last year. The decline in service revenue was due to customers continuing to migrate to SIM Only plans, weakness in the prepaid segment and the increasing use of OTT services affecting voice roaming revenues. Operating profit excluding the handset business was HK$484 million; net profit was HK$393 million, representing a year-on-year decline of 2%. The Hong Kong customer numbers increased to two million during the period under review.

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

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

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

SUNeVision 2016/2017 third quarter results
新意网公布2016/2017第三季业绩

新意网集团有限公司公布截至2017年3月31日止九个月的业绩，公司股东应占溢利为4.104亿港元，较去年同期上升9%。受惠于数据中心的营运收益增加，期内收益增至8.472亿港元。期内毛利上升至5.176亿港元，毛利率为61%。

将军澳全新旗舰设施MEGA Plus的工程进入最后阶段，按进度将在2017年第三季度落成。项目是首个设于数据中心专属用地的准Tier 4数据中心，按照客户最新需要而设计，可灵活应付各客户对不同弹性程度及电力功率密度的要求。沙田MEGA Two的全面改造项目同样处于最后阶段，工程完成后，整幢大厦将成为顶尖数据中心。新意网也正提升现有数据中心，同时加强销售推广资源，以提高服务能力。

SmarTone’s interim results
数码通公布中期业绩

数码通电讯集团有限公司公布截至2016年12月31日止六个月的业绩。回顾期内，受市场环境的变化影响，总收入下跌至53.72亿港元，当中服务收入为26.74亿港元，较去年同期下跌4%。服务收入下跌主要由于客户转用SIM Only月费计划的情况持续，预付收入疲弱及OTT互联网服务用量增加影响话音漫游收入。扣除手机业务后的经营溢利为4.84亿港元；净溢利为3.93亿港元，按年下跌2%。期内，香港客户人数增至200万。

数码通将维持专注发展核心流动通讯业务，积极开拓更多收入来源的同时，也会在市场上为不同的客户群提供切合所需的服及计划。数码通也将继续投资，加强其品牌定位，进一步提升客户体验及继续拓展其技术上的领导地位。
Best Real Estate Company in Asia for the 11th time
集团第11度荣膺“亚洲最佳地产公司”

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

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

在《FinanceAsia》举办的“2017年亚洲最佳公司选举”中, 集团凭借整体优秀表现，第11度荣膺“亚洲最佳地产公司”大奖，同时以高分获得“香港最佳公司（排名第一）”、“香港最佳企业管治（排名第一）”、“香港最佳投资者关系（排名第一）”及“香港最佳企业社会责（排名第一）”殊荣。

权威财经杂志《FinanceAsia》每年均举办“亚洲最佳公司选举”，邀请投资者及分析员根据区内企业的整体管理、企业管治、与投资者关系及企业社会责任等方面，就企业表现进行评分。集团在本届选举中共获得五大奖项，足证实力雄厚，管理团队表现出色，深受投资界及分析员认同。

Group clinches Platinum Trusted Brand Award for the 12th consecutive year
集团连续12年荣获“信誉品牌白金奖”

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

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

集团致力发展优质物业，为客户提供卓越服务，优质品牌深受信赖。集团连同旗下多个业务项目在今年的《读者文摘》亚洲品牌调查中，继续获得消费者投下信心一票，合共获得两个白金奖及三个金奖。

在有关调查中，新鸿基地产再获消费者投选为香港地产发展商界中最具信誉的优质品牌，连续12年荣获“信誉品牌白金奖”最高殊荣。集团旗下商场APM在商场界别连续第三年获颁发金奖；两家物业管理公司康业及启胜连续六年获颁物业管理公司界别金奖；威信停车场则在停车场界别连续第五年勇夺白金奖。

Five honours for the Group and business units in the Reader’s Digest Trusted Brands Asia survey
集团及旗下业务项目在《读者文摘》亚洲品牌调查中囊括五大奖项
The Group named a Caring Company for 15th straight year
集团连续第15年获“商界展关怀”嘉许

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

SHKP-Kwoks’ Foundation offers scholarships for Xi’an Jiaotong University students
新地郭氏基金资助学生升读西安交通大学

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

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

新地郭氏基金致力培育人才，为优秀的清贫学生提供经济资助，协助他们完成大学本科课程。自2002年成立以来，除了资助本地学生外，也与多间内地著名学府合作设立奖学金，同时资助内地学生往外地深造及交流，增广见闻。

基金此前与西安交通大学合作，设立奖学金，资助家境贫困但品学兼优的学生入读该校，让他们可以放下财政压力，专心学习，名额约有150个。基金也将计划联系受助学生设立同学会，鼓励他们积极关怀社区，帮助其他有需要的人士，回馈社会。
New sky-high dining experience at Café 100
Café 100带来全新高空餐饮体验

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

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

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

Left: 由天际100总经理黄慧仪、天际100副主席林宝彤、新鸿基地产（酒店业务）行政总裁邓力高、新鸿基地产执行董事兼天际100主席冯玉麟、万豪国际集团大中华区首席执行官何国祥、香港丽思卡尔顿酒店总经理戴万杰及香港丽思卡尔顿酒店酒店总经理彼得凡为Café 100主持开幕仪式

IFC Residence in Shanghai named the Best Luxurious Serviced Apartment of China
上海国金汇荣获“中国最佳奢华酒店式公寓”

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

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

The group, located in Shanghai, offers a range of luxurious services for its tenants including a personal concierge service, 24/7 in-room dining, 24-hour gym, a private lounge, a co-working space and a private dining room. IFC Residence aims to provide a luxurious lifestyle experience for its residents, whether it be for one night or longer stays.

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

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