

Group announces 2017/18 interim results 集團公布2017/18中期業績

The Group reported underlying profit attributable to the Company's shareholders for the six months ended 31 December 2017, excluding the effect of fair-value changes on investment properties, of HK\$19,973 million. Underlying earnings per share were HK\$6.90. The directors declared an interim dividend payment of HK\$1.20 per share, an increase of 9% from the corresponding period last year.

Revenue from property sales for the period under review as recorded in financial statements, including revenue from joint-venture projects, was HK\$34,583 million. Profit generated from property sales was HK\$13,895 million. Since July 2017, the Group's total contracted sales reached about HK\$35,000 million in attributable terms. Contracted sales in Hong Kong were impressive, mainly contributed by Wings at Sea and Wings at Sea II, Cullinan West II and PARK YOHO Genova.

Gross rental income, including contributions from joint-venture projects, rose 7% year-on-year to HK\$11,506 million and net rental income increased by 7% year-on-year to HK\$8,891 million during the period. The healthy growth was driven by continuing positive rental reversions, both in Hong Kong and on the mainland, and contributions from new investment properties.

Prosperous outlook

The Group's development business for sale will continue to perform well with satisfactory development margins. Although the existing land bank is sufficient to meet its development needs of five to six years, the Group will continue to seek opportunities for land bank replenishment in Hong Kong to fulfil its long-term development needs. The Group is confident of its performance in property sales during the current financial year. About 40% of residential floor area scheduled for completion in the coming financial year has already been pre-sold. The Group's medium-term target for its Hong Kong's annual property sales value is HK\$40,000 million.

The Group's rental income is expected to show steady and satisfactory growth, driven by the expansion of its investment property portfolio, high occupancies and positive rental reversions. V Walk in West Kowloon, Hong Kong and the mall



Group Chairman & Managing Director Raymond Kwok (fourth right) announcing 2017/18 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2017/18中期業績

at One ITC in Shanghai are planned to open in 2019. In the next five to six years, rental properties covering about 2.9 million square feet of attributable gross floor area are scheduled for completion in Hong Kong. On the mainland, the Group's rental properties comprising about 11.9 million square feet of attributable gross floor area are expected to be completed during the same period.

集團公布截至2017年12月31日止六個月，在撇除投資物業公平值變動的影響後，可撥歸公司股東基礎溢利為199.73億港元；每股基礎盈利為6.90港元。董事局宣布派發中期股息每股1.20港元，較去年同期增加9%。

連同合作項目的收益，回顧期內財務報表錄得的物業銷售收益為345.83億港元；來自物業銷售的溢利達138.95億港元。自2017年7月起計，按所佔權益計算，集團的合約銷售總額已達約350億港元。香港合約銷售表現理想，主要來自晉海及晉海II、匯璽II和PARK YOHO Genova。

回顧期內，連同合作項目租金計算，總租金收入按年上升7%至115.06億港元，淨租金收入按年上升7%至港幣88.91億港元。租金收入穩健增長是由於香港及內地投資物業的續租租金持續上升，以及新投資物業帶來收益。

未來將可繼續蓬勃發展

集團的物業發展業務將持續表現理想，並有滿意的發展回報。雖然現有的香港土地儲備足以滿足在未來五至六年的發展需要，但集團會繼續物色機會，補充土地儲備，以配合集團長期的發展需要。集團對本財政年度的物業銷售表現充滿信心，並已預售約40%預計於下一個財政年度落成的住宅樓面。在香港物業銷售的中期目標為年金額400億港元。

受惠於投資物業組合擴大、出租率高及續租租金上升，預計集團的租金收入可錄得穩定和滿意的增長。預計香港西九龍的V Walk及上海國貿匯的商場於2019年開幕。在未來五至六年，按所佔總樓面面積計算，集團在香港約有290萬平方呎出租物業落成，在內地則約有1,190萬平方呎出租物業落成。

New independent non-executive director 新增獨立非執行董事

Henry Fan Hung-ling was appointed as an independent non-executive director with effect from 1 March 2018. His extensive experience in the commercial sector will be a valuable asset for the Group's long term development.

董事局委任范鴻齡為公司的獨立非執行董事，自2018年3月1日起生效。范先生在商界擁有豐富經驗，對集團長遠業務發展將有莫大裨益。

SmarTone's 2017/18 interim results

數碼通公布2017/18年度中期業績

SmarTone Telecommunications Holdings Limited announced its results for the six months ended 31 December 2017. While the period under review saw the intensification of competition, SmarTone's customer-centric approach has helped achieve growth in customer base of 10% year-on-year to 2.2 million and reduction of average postpaid churn rate to a low of 0.8%.

Postpaid service revenue, net of handset subsidy amortisation, remained stable against the previous corresponding period and increased 3% over the previous half, reflecting the resilience of the core postpaid service business. Nonetheless, profitability has been impacted by the increase in amortisation of spectrum utilisation fee and lower handset and accessory sales. Profit attributable to shareholders fell by 17% year-on-year to HK\$328 million.

During the period under review, SmarTone continued to invest in network performance. In October 2017, the Company became the first operator in the city to trial FDD Massive MIMO, a technology which will play a crucial role in improving capacity and user throughput. Moreover, after successfully conducting Hong Kong's first LAA trial in August 2017, SmarTone plans to implement the latest LAA technology in mid-2018 which will enable peak network speed exceeding 1Gbps. Supported by exceptional network performance, SmarTone's customer-centric strategy will further facilitate growth in the core service business through the Company's distinctive brand and superior service offerings for target customer segments.

數碼通電訊集團有限公司公布截至2017年12月31日止六個月的業績。於回顧期內，雖然市場競爭日趨激烈，然而數碼通以客為本的方針成功令客戶人數按年增長10%

至220萬人，並將月費計劃的平均客戶流失率降至0.8%的低水平。

扣除手機補貼攤銷後，月費計劃服務收入與去年同期相比維持穩定，並較上一個半年增長3%，反映核心月費計劃業務維持穩定。儘管如此，盈利仍受頻譜使用費攤銷增加，以及手機及配件銷售下降所影響。股東應佔淨溢利為3.28億港元，按年減少17%。

於回顧期內，數碼通繼續進行網絡投資。於2017年10月，公司成為本地首間試行FDD Massive MIMO技術的網絡商，這項嶄新技術對將來提升網絡容量及用戶吞吐量非常重要。此外，數碼通於2017年8月在香港首次成功試行LAA技術測試，並計劃於2018年中應用最新的LAA技術，並將支援超過1Gbps的最高網絡速度。憑著超卓的網絡表現，數碼通將繼續藉著以客為本的策略，透過與眾不同的品牌，及針對特定客戶群的卓越服務及產品，進一步推動核心業務的增長。

The Group wins Platinum in The Asset Corporate Awards for five straight years

集團連續五年獲頒「最佳公司治理獎」鉑金獎



Group Corporate Planning & Strategic Investment (Corporate Planning) General Manager Brian Sum (left) receives the Platinum Award at The Asset Corporate Awards
集團公司策劃及策略投資部（公司策劃）總經理沈康寧（左）領取「最佳公司治理獎」鉑金獎

SHKP's commitment to achieving the highest standards of corporate governance, driving corporate social responsibility initiatives and maintaining good investor communications has resulted in the Group capturing a host of prestigious awards over the years. The latest honour was taking Platinum at The Asset Corporate Awards sponsored by *The Asset* magazine. This represents the fifth consecutive year the Group has won this valuable recognition from investors and analysts.

The Asian financial magazine *The Asset* organizes The Asset Corporate Awards annually to recognise and pay tribute to listed companies for their excellence in environmental, social and corporate governance. Scores are awarded based on information submitted by participating companies, including financial performance, corporate governance, social responsibility, environmental

responsibility and investor relations. The organizer then obtains feedback from the investment community at large before making a final overall assessment. The Group has received the highest Platinum honour for five straight years due to its strong performance in categories across the board.

集團多年來恪守高水平的企業管治，積極履行企業社會責任，與投資者維持緊密聯繫，屢獲各界嘉許。早前再獲《財資》雜誌頒發「最佳公司治理獎」鉑金獎，為連續第五年獲此殊榮，足證集團的優秀表現備受投資者及分析員持續肯定。

亞洲財經雜誌《財資》每年均舉辦「最佳公司治理獎」選舉，以表揚在環境保護、企業社會責任及企業管治上表現卓越的上市公司。主辦機構邀請企業就財務表現、企業管治、企業社會責任、環境保護及投資者關係等各方面提交資料，並進行評分；隨後就所得資料，諮詢投資業界的意見，再作出全面評審。集團在各評審範疇均獲高度評價，連續第五年獲頒最高級別的鉑金獎項。

YATA Supermarket opens in Metroplaza, Kwai Fong 一田超市進駐葵芳新都會廣場

YATA Limited has been expanding its portfolio with new supermarket openings at the Sai Wan Hong Kong Plaza, Tseung Kwan O East Point City, and at Yuen Long YOHO MALL last year. The list continues to grow with the addition of a new outlet at Kwai Fong Metroplaza this past January, marking the 11th store in the YATA chain.

The more than 15,000-square-foot YATA Supermarket (Kwai Fong) offers up a nature theme with stylishly rustic decorations. The store features quality Japanese-Western style gourmet items as well as a health and organic zone to create a Japan-meets-West style healthy supermarket. Over 60% of the stock is imported from Japan, with other premium products from around the world. A major highlight of the new store is the “Three Corners” area dedicated to a fine food grocery from southern France, a traditional English tea brand, and a health and organic zone offering low sodium, low sugar, gluten-free items and superfoods. There is also a “Japanese-Western style food zone” that features a “kushikatsu” restaurant that is new to Hong Kong, and a healthy grab-and-go light food bar to attract customers.

一田有限公司近年積極擴充業務，繼去年在西環香港商業中心、將軍澳東港城及元朗YOHO MALL開設超級市場後，剛於今年一月在葵芳新都會廣場開設第11間分店。

一田超市（葵芳）面積逾15,000平方呎，以型格自然風為設計風格，簡約時尚。新店以高級和洋食材作賣點，並設有健康主題專區，打造成和洋風健康精品超市。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「三大超市Corner」，引入南法精品雜貨店、英國百年茶舖和三低一高有機潮食區；另外更設有「二大和洋食事處」，帶來首度進駐香港的日式串炸料理屋及清新洋風輕食Bar，為顧客送上美食驚喜。



YATA CEO Susanna Wong (fourth right) with guests at the YATA Supermarket (Kwai Fong) opening ceremony
一田百貨行政總裁黃思麗（右四）連同嘉賓主持一田超市（葵芳）的開幕典禮

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SHKP-Kwoks' Foundation supports talented students to pursue studies at CUHK for 12th consecutive year 新地郭氏基金連續12年資助優才生升讀中大

Since 2005, the SHKP-Kwoks' Foundation has set up a scholarship programme to support talented local and mainland students to pursue undergraduate studies at The Chinese University of Hong Kong (CUHK). The scholarship enables recipients to focus on studies and engage in campus life without financial worries. To date over 60 students have benefitted from this programme.

CUHK former Vice-Chancellor and President Joseph Sung, Council Chairman Norman Leung and Pro-Vice-Chancellor/Vice-President Fok Tai-fai visited the Foundation office with academic staff and scholarship recipients to share the latest updates on the programme with the Foundation Executive Director Amy Kwok and other representatives. During the sharing session, some beneficiaries mentioned that the scholarship support

greatly reduced their families' financial burdens, giving them more time to study and take part in extra-curricular activities and volunteer work to serve the community. At the same time, several beneficiaries recalled the valuable overseas exchange experience and learning opportunities they received at CUHK. Some graduates secured their dream jobs while others are pursuing master's degrees at CUHK.

新地郭氏基金於2005年設立「新地郭氏基金 — 中大優才獎學金」，資助本港及內地優才生升讀香港中文大學的學士課程，讓受助學生能夠解決學費問題，專注學業，融入大學生活，至今受助學生逾60人。

早前，時任中大校長沈祖堯、中大校董會主席梁乃鵬及副校長霍泰輝率領教職員及受助學生到訪，與基金執行董事郭



SHKP-Kwoks' Foundation Executive Director Amy Kwok (front, fifth left), Director Kwong Chun (front, fifth right), CUHK former Vice-Chancellor and President Joseph Sung (front, centre), CUHK Council Chairman Norman Leung (front, fourth left) and Pro-Vice-Chancellor/Vice-President Fok Tai-fai (front, fourth right) with scholarship recipients and guests after the sharing session
新地郭氏基金執行董事郭婉儀（前排左五）、董事鄺準（前排右五）、時任中大校長沈祖堯（前排中）、中大校董會主席梁乃鵬（前排左四）及副校長霍泰輝（前排右四）與一眾受助學生及嘉賓在交流分享會後合照

婉儀及基金代表進行交流，分享獎學金項目的最新情況。部分受助學生在會上表示，獎學金大大減輕了家庭經濟負擔，讓他們可以專注學習之餘，亦可以多參與課外活動及義務工作，服務社區，回饋社會。受助學生表示，在中大學習期間，獲得不少海外交流及學習機會，實屬成長中的寶貴經驗；部分畢業學生現時已經獲得理想工作，部分則選擇留在中大修讀碩士課程。