

HORIZON Plus

A Corporate Magazine of the Wheelock and Wharf Group 會德豐及九龍倉集團刊物

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Editorial & Design
編輯與設計

Corporate Communications Department 企業傳訊部
The Wharf Group 九龍倉集團
Enquiry 查詢: pr@wharfholdings.com

ARTISTIC HALL 東西館
artistic_hall@yahoo.com.hk

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AHEAD OF THE GAME

The Wheelock and Wharf Group is poised for another year of growth in 2018

Our group companies have just reported encouraging results for 2017, building solid foundation for continued growth for our businesses. Wheelock and Company recorded an 18-percent increase in Hong Kong properties transactions while The Wharf (Holdings) Limited had a 14-percent increase in its core profit. Subsequent to the IP demerger in November 2017, Wharf Real Estate Investment Company Limited (Wharf REIC) had its first report card with core profit increased by 12 percent.

2017 also ended in a high note for Wharf REIC. The completion of the conservation of the historic Murray Building marks the birth of The Murray, Hong Kong, a Niccolo Hotel, in the heart of Central under the Government's Conserving Central Initiative. A plaque unveiling ceremony was held and officiated by Mrs Carrie Lam, Chief Executive of the HKSAR, on 20th December, 2017, to commemorate the completion of the project and the 20th anniversary of HKSAR.

The "Star" Ferry's franchise has been renewed for 15

years and it will embark on works to enhance attractions of its piers to add vibrancy to the harbour front.

In China, Chengdu International Finance Square (Chengdu IFS) has made great strides to become the "Vertical Wall Street" in Western China, with Standard Chartered Bank moving in recently. Chengdu IFS is the financial centre of Chengdu and serves as a benchmark for our future IFS projects.

Project *WeCan* is growing from strength to strength as more corporates and community institutions have pledged to support this Business-in-Community initiative from the next school year onward. We welcome Café de Coral, CBRE Hong Kong, Centaline, Cushman & Wakefield, Lark International, TVB and Wang On Properties as new partners to help disadvantaged students. Encouraging developments on both the business and community fronts have enabled us to stride into 2018 with confidence to deliver our promises and create even greater value to shareholders and community at large.



邁步向前

會德豐及九龍倉集團在二〇一八年將全力以赴，繼續向前邁進

集團二〇一七年的業績為今年打下強心針。會德豐有限公司香港物業總成交額增加18%；九龍倉集團有限公司核心業務亦錄得14%的增長。九龍倉置業地產投資有限公司於二〇一七年十一月於在香港交易所上市，其核心業務亦有12%的增長。

前身為政府辦公大樓的美利大廈，在「保育中環」項目下，搖身一變成爲The Murray, Hong Kong, a Niccolo Hotel。落成揭匾儀式於十二月二十日舉行，並由香港特別行政區行政長官林鄭月娥女士主持，慶祝將前美利大廈變身為時尚豪華酒店，同時藉以紀念香港特別行政區成立二十週年。

天星小輪獲批十五年新專營權，繼續提供渡輪服務外，亦將進行多項改善工程，為維港兩岸注入新動力。

渣打銀行去年進駐成都國際金融中心（「成都IFS」），成都IFS向成為華西暨立式華爾街的願景再邁進一大步。成都IFS現為成都的金融中心，亦是集團國金系列的楷模。

在公益項目方面，「學校起動」計劃再下一城，由下學年起，將有更多企業加入「學校起動」計劃，支援學習條件稍遜的學生。今年新加入的企業包括大家樂、世邦魏理仕香港、中原地產、戴德梁行、立基集團、電視廣播有限公司及宏安地產。集團業務和關懷社區工作的發展均取得令人鼓舞的成績，使我們能夠在二〇一八年滿懷信心地向目標前進，成就更大可能。

LET'S CELEBRATE! THE COMPLETION OF THE MURRAY, HONG KONG

慶祝THE MURRAY, HONG KONG保育項目落成

As one of the eight historic landmarks under the Conserving Central Initiative introduced by the HKSAR government in 2013, the previously known Murray Building has been given a new lease of life as The Murray, Hong Kong, a contemporary, urban, chic luxury hotel in the city's Central Business District.

A plaque unveiling ceremony was held on 20th December 2017 to commemorate the completion of the preservation project.

Mrs Carrie Lam, Chief Executive of the HKSAR, said at the ceremony that she had worked at Murray Building during two of her previous postings. She is thrilled to see the building has now impressively transformed into a hotel to continue to serve the locals and guests from around the world.

Mr. Peter Woo, Chairman of Wheelock Holdings PTE Limited, highlighted the impressive "before and after" features of The Murray, Hong Kong, "the arches were brought down to the ground, exposing its proportions by opening up the space from the previous car parking deck; inside the hotel, the triangular half window bays used to be arranged in a jigsaw manner were now squared off to every single window, with diagonal layout of hotel rooms; last but not least, the pink and white shower tree, mandated by Mrs Carrie Lam to be saved, is now preserved and liberated from its old square concrete hole."

The Murray, Hong Kong, has obtained its hotel license in late November 2017. It is soft-opened and receiving patrons progressively.

Meanwhile, The Murray, Hong Kong has already been listed among "52 Places to go in 2018" by The New York Times, and in CNN Travel's "Asia's Hot List".

Asia's hot list : 22 luxurious new hotels opening in 2018

(Source: CNN Travel, Kate Springer, CNN Updated 19th January 2018)

Touching down at the beginning of 2018, The Murray is one of the most anticipated hotels of the year.

Designed by Foster + Partners, the hotel has renovated a colonial-era heritage building in the heart of Hong Kong's Central district, right by the Hong Kong Park and the Botanical Gardens.

Built in the 1960s, the original Murray Building (designed by architect Ron Phillips) was best known for its majestic three-story archways and sustainable design, which includes angled windows to minimize direct sunlight.

The majority of the notable architectural characteristics will be preserved, but the interiors will be transformed into a luxury palace worthy of visiting dignitaries and celebrities.

In the 336 rooms, amenities included all-marble bathrooms, harbour views, herringbone wood floors and a muted palette with glamorous bronze accents.

The Murray, Hong Kong, a Niccolo Hotel, 22 Cotton Tree Drive, Central, Hong Kong; +852 3141 8888

「二〇一八年不能錯過的新酒店：THE MURRAY, HONG KONG」

二〇一八年五十二個必到地方系列

The New York Times • 09/01/2018

活化成酒店 美利更美麗

林鄭重回舊地激動：保育古樹成地標

香港文匯報訊（記者 翁麗娜）前身是政府辦公室的中環美利大廈，為「保育中環」計劃的項目之一，由九龍倉集團購入後，以10億美元及4年時間，改建成樓高25層的五星級酒店「The Murray」，共提供336個房間。行政長官林鄭月娥昨日出席酒店揭匾儀式時表示，在多年的公務員生涯中，曾兩度在美利大廈上班，一直認為大廈的潛力未完全開發，對今次重回舊地感到激動。酒店今年9月已收到入伙紙，預計明年初開幕，現時已開始接受預訂。



行政長官林鄭月娥（中）昨日出席中環美利大廈改建的「The Murray」酒店揭匾儀式。



中環美利大廈前身是政府辦公室，為「保育中環」8個活化項目之一。

添馬艦新政總大樓啟用後，在1969年落成的美利大廈寫字樓人去樓空，由於位處黃金地帶，加上其獨特外觀，成為政府「保育中環」8個活化項目之一，並招標改作酒店用途。九龍倉在2013年11月以44億元投得大廈，在保留原有的外牆及窗戶設計的條件下，只能作內部改裝。保育項目工程歷時45個月，比政府規定的60個月建築期提早15個月竣工。

保留車場車道作展覽場地

林鄭月娥表示，自2009年推出「保育中環」後，美利大廈是8個項目中唯一的商業項目，希望客房房價不要定得太高，讓香港市民也能租用。她指活化項目一大難度是保育了大廈範圍內一棵當時瀕死的近百歲古樹「節果決明樹」，古樹現已處於良好狀態，相信會成為酒店的地標。

負責項目的會德豐控股有限公司主席吳光正致辭時表示，酒店保留了原本大廈停車場的行人道，日後可成為藝術展覽場地，原本底層停車場則成為一個寬敞的酒店專用前院，直接連接中環中心地帶。

吳光正讚林鄭為救「樹」恩人

他並向林鄭月娥致謝，感激對方當年出



酒店保留原有的外牆及窗戶設計。



圖為酒店大堂。



酒店餐廳有落地大玻璃可看圍景。

任發展局局長時推動活化計劃，並獨排眾議，成為酒店「節果決明樹」的救命恩人。

吳光正表示，很榮幸有機會改造這座獨特的政府大樓，形容留舊迎新是巨大挑戰，酒店將原有辦公室呈鋸齒形的三角窗口加闊，改用對稱的正方形窗口設計，令室內的住客可看見鄰近的聖約翰座堂，景觀更為開揚。

酒店造價10億美元

九龍倉置業執行董事凌緣庭表示，「節果決明樹」原本位於大樓停車場位置內，生長空間有限，現在得以解放，在戶外有更寬敞的空間讓樹木生長，由於古樹一度垂死，施工要確保工程不影響古樹健康。

同時，由於大樓樓齡不小，地下有較多水電煤管道，保育項目存在較多限制，政府

部門對此亦特別嚴謹，工程有一定難度。凌緣庭不認為10億美元造價過高，因酒店屬保育項目，內部改建亦要符合最新的建築物條例及消防規定。她指在2013年12月接收地皮時計劃4年內完成，如今剛好達標。

前美利大廈原有的建築師Ron Phillips亦有獲邀出席，讚揚翻新後的酒店保留了原來精粹，同時十分美麗。

文匯報，2017年12月21日

2017 GROUP RESULTS: WHEELOCK AND COMPANY STURDY CORE BUSINESS

會德豐集團二〇一七年業績：核心業務維持穩健

Wheelock and Company announced its 2017 final results on 12th March, core business remained sturdy.

Hong Kong Properties Highlights:

- Total Hong Kong properties transactions increased by 18% to a new record of HK\$26.1 billion.
- 8 Bay East was transacted for HK\$9.0 billion evidenced sustainable demand to drive Kowloon East's development.
- Residential sales maintained a steady momentum and achieved HK\$17.1 billion:
 - MONTEREY presold 657 units for HK\$5.9 billion
 - OASIS KAI TAK presold 306 units for HK\$3.0 billion
 - MOUNT NICHOLSON sold an additional five houses and 14 apartments for HK\$9.4 billion, translating to HK\$4.7 billion on attributable basis
- Residential sales recognition increased to HK\$24.2 billion, driven by five developments completed during the year and MOUNT NICHOLSON.
- Land bank spans across Hong Kong's key strategic regions with a diverse products mix of 7.1 million square feet.
- Net order book was HK\$8.8 billion, with contribution from successful launches of MONTEREY and OASIS KAI TAK.

Wheelock Group Financials:

- Group's core profit increased by 2% to HK\$12.0 billion.
- Attributable core profit from Wharf Holdings increased by 18% to HK\$9.8 billion.
- Prudent balance sheet and holding power with Wheelock's own net gearing before consolidation at 12%.

會德豐集團於三月十二日公布二〇一七年全年業績，核心業務維持穩健。

香港物業摘要：

- 香港物業總成交額增加18%至港幣二百六十一億元紀錄新高。
- 8 Bay East 以港幣九十億元成交，證明持續需求帶動九龍東發展。
- 住宅物業銷售維持動力，達港幣一百七十一億元：
 - MONTEREY 預售657個單位，銷售所得為港幣五十九億元
 - OASIS KAI TAK 預售306個單位，銷售所得為港幣三十億元
 - MOUNT NICHOLSON 再售出五幢洋房及 14 個分層單位，銷售所得為港幣九十四億元，集團應佔港幣四十七億元
- 確認入賬住宅物業銷售額增加至港幣二百四十二億元，由在年內落成的五個項目及MOUNT NICHOLSON 帶動。
- 土地儲備達七百一十萬平方呎，遍布香港關鍵策略性地區兼類型多元化。
- 已預售但尚未確認入賬的銷售額為港幣八十八億元，貢獻包括來自銷情理想的MONTEREY和OASIS KAI TAK。

會德豐集團財務狀況：

- 集團核心盈利增加 2%至港幣一百二十億元。
- 集團應佔九龍倉核心盈利增加18%至港幣九十八億元。
- 財務狀況審慎兼持貨力強，綜合前的會德豐淨負債比率為12%。

THE WHARF (HOLDINGS) LIMITED

THE PROPERTY SALES DRIVES CONTINUING BUSINESS

九龍倉集團二〇一七年業績：物業銷售帶動業務持續發展

The Wharf (Holdings) Limited (HKSE:0004) announced its 2017 final results on 8th March. Stephen Ng, The Chairman and Managing Director, shared at the media briefing, "The Group's asset includes development properties in Hong Kong and China, logistics, as well as the new CME2 business. Compared to the same business in previous year, core profit has increased by 36%, which is considered a booster of growth for the Group's businesses."

Results Highlights:

- 2017 core profit increased by 14% to HK\$15.7 billion (2016: HK\$13.8 billion).
- Demerger of Wharf REIC in November makes a simple comparison to 2016 less relevant. Had there been no demerger, 2017 core profit would have increased by 21% to HK\$16.6 billion.
- On the other hand, had the demerger been completed prior to 2016, 2017 core profit would have increased by 36% to HK\$7.1 billion, HK\$6.2 billion or 88% of which from development properties or DP (Mainland: HK\$3.8 billion; Hong Kong: HK\$2.4 billion).
- Demerger and re-investment resulted in consolidated assets excluding cash of HK\$177.0 billion and total equity of HK\$145.5 billion as at 31st December 2017.
- A second interim dividend of HK\$0.95 per share will be paid. Total distribution for 2017 combined with Wharf REIC will amount to HK\$7.7 billion in cash (about 46% of combined core profit), excluding non-cash in-specie distribution of Wharf REIC and i-CABLE shares.

九龍倉集團於(股份代號: 0004)三月八日公布二〇一七年業績發佈，集團主席兼常務董事吳天海於會上表示：「將來集團的資產包括香港及內地物業、物流、及最新加入的CME2。整個業務跟去年業務相比，核心盈利按年增長達36%，是為餘下其他業務增長速度的動力。」

業務摘要：

- 二〇一七年核心盈利增加14%至港幣一百五十七億元（二〇一六年：港幣一百三十八億元）。
- 因十一月分拆九龍倉置業，故將業績與二〇一六年作直接比較的意義不大。假如沒有進行分拆，則二〇一七年核心盈利會增加21%至港幣一百六十六億元。
- 另一方面，假如分拆於二〇一六年之前完成，則二〇一七年核心盈利會增加36%至港幣七十一億元，當中88%或港幣六十二億元來自發展物業（內地：港幣三十八億元；香港：港幣二十四億元）。
- 經分拆及再投資後，於二〇一七年十二月三十一日綜合資產（不包括現金）為港幣一千七百七十億元及總權益為港幣一千四百五十五億元。
- 第二次中期股息每股港幣0.95元將予派發。連同九龍倉置業計算，二〇一七年合共派發現金股息港幣七十七億元（約為合併核心盈利的46%），並不包括非現金實物分派九龍倉置業及有線寬頻的股份。

WHARF REIC'S FIRST RESULTS ANNOUNCEMENT AFTER LISTING

九龍倉置業分拆上市後首次公布業績

Wharf Real Estate Investment Company Limited (“Wharf REIC”) (HKSE:1997) was listed on the Hong Kong Stock Exchange on 23rd November, 2017, with a strong portfolio of six investment properties including Harbour City, Times Square, Wheelock House, Crawford House, luxury hotel The Murray, Hong Kong and Plaza Hollywood.

On 20th December, 2017, Moody's Investors Service assigned a first time A2 issuer rating to Wharf REIC, which endorsed the Company's sizeable and sound asset quality with diversified quality commercial property assets. More recently, Wharf REIC has been included as a constituent stock of Hang Seng Index.

At the company's first results announcement after its listing, Group Chairman and Managing Director Stephen Ng shared, “Hong Kong retail business began to rise in Q2 2017, we are pleased that our core properties, especially Harbour City, out-performed the market. The increment was even more obvious in the second half of 2017, and was continuing in January and February 2018.”

Results Highlights:

- Core profit increased by 12% to HK\$9,500 million, 94% from the six core properties in Hong Kong.
- Retail accounted for 72% of total rental revenue with a 5% growth rate.
- Retail sales of HK\$41 billion was 7.0% higher than 2016 (market: 2.2%) and accounted for 9.2% of total Hong Kong market.
- In particular, Harbour City retail sales grew by 9.1% for the full year and 15.0% for second half year (10-year CAGR: 10.2%).
- Retail tenants averaged HK\$2,300 of sales per square feet per month to anchor Harbour City's standing as one of the most sought-after malls in the world.
- Rare 999-year land leases distinguish the Group's portfolio from others in Hong Kong.
- Total value of the six premium properties amounted to HK\$265 billion.
- Net asset value at HK\$207 billion, equivalent to HK\$68.29 per share.
- Dividend of HK\$0.95 per share making a total amount of HK\$2,884 million, representing 65% of core profit from Hong Kong IP for second half of the year.

九龍倉置業地產投資有限公司(「九龍倉置業」)(股份代於號：1997)去年十一月二十三日在香港交易所上市，持有海港城、時代廣場、會德豐大廈、卡佛大廈、The Murray, Hong Kong豪華酒店及荷里活廣場等，六個無可比擬的投資物業。

二〇一七年十二月二十日，評級機構穆迪首次給予九龍倉置業「A2」發行人評級，反映九龍倉置業具規模及良好資產素質，及其本港優質商業物業資產多元化。最近，九龍倉置業更被納入為恒生指數成份股之一。

九龍倉置業分拆上市後首次公布業績，並於同日舉行記者會及投資者簡報會。

集團主席兼常務董事吳天海於記者會上表示：「香港的零售市道在去年第二季開始回升，集團旗下的兩、三個旗艦物業的表現亦比大市好，特別是海港城。而去年下半年的升勢更見顯著，並一直延續到今年一、二月。」

業務摘要：

- 核心盈利增加12%至港幣九十五億元，94%來自六項香港核心物業。
- 零售佔總租金收入72%，錄得5%增長。
- 零售銷售額為港幣四百一十億元，較二〇一六年高7.0% (市場：2.2%)，佔香港市場9.2%。
- 特別是海港城的零售銷售額，全年增加9.1%及下半年增加15.0% (十年複合年增長率：10.2%)。
- 海港城零售租戶平均每月每平方呎銷售額為港幣2,300元，令海港城穩佔全球最炙手可熱商場其中一席位。
- 組合內多個物業的地契為九百九十九年期，非常罕有，有別於香港其他物業。
- 六項優質物業總值港幣二千六百五十億元。
- 資產淨值為港幣二千零七十億元，相當於每股港幣68.29元。
- 派發股息每股港幣0.95元，總額為港幣二十八億八千四百萬元，佔下半年香港投資物業核心盈利的65%。

去年港售樓套261億破紀錄 會德豐核心盈利120億十年高

會德豐(00020)公布去年業績，核心盈利119.89億元，按年增加1.5%，創10年新高；純利205.7億元，增長26.2%；每股盈利10.09元；派第二次中期息每股95仙，上升11.8%，全年每股派息合計1.425元，增加9.6%。該公司去年在香港物業總成交額達261億元，創紀錄新高，其中171億元為住宅物業；主席兼常務董事吳宗權指出，今年沒有再建商廈，這部分的銷售不多，今年物業總成交仍會多於100億元。

純利增26% 派息95仙

會德豐今年可推售住宅包括將軍澳日出康城第5期MALIBU、啟德GRAND OASIS KAI TAK、山頂蕭歌信山道MOUNT NICHOLSON、將軍澳GRAND MONTEREY、屯門掃管笏GRAND NAPA。

截至上周五，會德豐持有土地儲備790萬方呎，其中97%位於市區；截至去年底，淨負債率降至12%，而香港物業應收賬達95億元，將於未來18個月入賬。吳宗權表示，今年會繼續入標投地，尤其選擇在旗下有項目的地區，雖然中資對手或改變投資目的地，但香港是開放市場，仍有不少競爭，市場資金流仍充裕。

暗示不再購海航啟德地

會德豐上周五以63.59億元收購海航一幅啟德地皮，當時會德豐地產主席梁志堅透露，原本有意收購海航尚餘的另一幅啟德地皮，惟對方傾向留作自行發展。



會德豐2017年度業績摘要

	金額(元)	按年變幅(%)
收入	709.53億	▲17.1
• 投資物業	165.29億	▲5.0
• 發展物業	478.36億	▲30.9
純利	205.70億	▲26.2
核心盈利	119.89億	▲1.5
第二次中期股息	每股95仙	▲11.8

待續

吳宗權(左二)指出，在香港投資業務上會德豐與九倉都會參與，目前對集團架構滿意。

吳宗權暗示會德豐沒有興趣再向海航收購啟德地皮，他說，地皮收購價屬市價，如海航有意出售餘下的一幅啟德地皮，「相信佢哋(海航)會搵其他人傾。如果有資料嘅話，自己同事都會研究，會去睇。」對於去年股本及債券投資大增兩倍至290億元，令投資及其他營業盈利上漲13%至81.1億元，吳宗權稱是「(未動用的資金)泊住先」，也會用於投資

啟德項目。

問及集團有否進一步重組或私有化同系公司的計劃，以及會德豐與九倉(00004)在業務重疊方面如何分工，吳宗權強調，對現在集團架構滿意；在香港投資業務上，九倉及會德豐均會參與，市場不細，兩間公司過往都有投資香港物業發展，視乎各公司資源而作投資決定，將來與過往不會有太大分別。

信報財經新聞，2018年3月13日

Wharf to explore new tech businesses

Developer casts eye towards China and the US but will maintain focus on property

Pearl Liu
pearl.liu@scmp.com

Wharf (Holdings) said it would explore opportunities in new media and technology with a focus on China and the US even as it maintains its traditional focus on property development.

"We believe communications, media and entertainment (CME) are businesses with great potential, but the market in Hong Kong is too small. We decided to step out and put our eyes on larger markets, China, for example, and the US probably," chairman and managing director Stephen Ng Tin-hoi said.

Ng referred to the new focus as "CME2", or new economy themes that go beyond the firm's previous investment track record in media and telecommunications.

"CME2 means those areas we were not in before, such as online platforms," he said.

He gave no details but said some of the investments included familiar names.

In the second half of last year, Wharf put HK\$25.5 billion into listed companies, with about 60 per cent directed to new technology companies.

The company withdrew from the telecommunications businesses after the sale of i-Cable Communications in September last year and Wharf T&T in 2016.

Ng said property development in Hong Kong and on the mainland was still Wharf's backbone, but land supply issues remained a headache.

The company reported a 14 per cent increase in core profit for last year yesterday, in the first results announcement after Wharf Real Estate Investment was spun off from the parent group in November.

Core profit came to HK\$15.72 billion for the year to December, according to a company filing to the stock exchange.

Revenue was HK\$43.27 billion for the year, down 7.2 per cent from 2016. Net profit inched up 2 per cent to HK\$21.88 billion.

Wharf hived off six investment properties in the city last year with a market value of more than HK\$230 billion into its real estate investment unit. These included prime assets such as Harbour City and Times Square as well as The Murray.

純利升73%
派息0.95元

九置去年賺172億 暫無意售核心物業

去年分拆上市的九龍倉置業(1997)，去年全年純利172.18億元，按年增加73.6%；核心盈利95億元，上升12%，每股盈利5.67元，派發股息每股0.95元，總額為28.84億元，佔去年下半年本港投資物業的核心盈利65%，至於餘下35%有關盈利，集團主席吳天海指，將用於減債，令公司可作新投資，不排除在港買地興建投資物業，而目前並無興趣出售核心物業。

九倉置業公告中指，核心盈利的95億元，其中94%來自六項香港核心物業，包括海港城、時代廣場、荷里活廣場、中環區的連卡佛大廈和會德豐大廈，以及由中環美利大廈改建的酒店The Murray。截至去年底，集團負債淨額與總權益比率為19.9%，2016年同期為14.8%。吳天海表示，去年分拆九置上市時，已訂下負債目標範圍，現水平仍在目標範圍之內。他指，九置與其他REITs(房產信託基金)不同之處，在於九置的派息比率定於收租物業盈利的65%，餘下的35%則可用於減債，以致令公司在港尋覓優質物業作投資，也可能買地興建投資物業，視乎機會。

期內，九置收入209.04億元，按年增約24%。投資物業收入增加4%至133.34億元。零售銷售額增加7%至410億元，佔香港市場9.2%，特別是海港城的零售銷售額，全年增加9.1%，平均每月每平方呎的銷售額為2300元。九倉(004)副主席李玉芳指，去年零售業績主要受高檔消費品帶動，部分原因亦來自美元匯價上升，但難以預料是否可持續至今年。

料中環細寫字樓租金升一成

酒店方面，期內酒店收入上升5%至14.03億元。今年1月開張試業的The Murry，造價達10億美元，設336間特大客房及套房。吳天海期望，一至兩個月後可全面開業，惟初期盈利有壓力。問到海港城及兩間馬可李羅酒店有否裝修計畫，吳天海指，由於商場人流暢旺及酒店連月來入住率高，找時間裝修是「好頭痛的問題」。

寫字樓方面，李玉芳指出，中環寫字樓的需求受金融業近年持續暢旺所帶動，相信金融業界率領轉租規模較小的寫字樓，亦不願離開中環，因此中環的細寫字樓單位的租金壓力較大，料今年該類租金有5%至10%升幅。就旗下中環核心寫字樓物業有否接獲收購查詢，吳天海直言「有」，但「問過問，無興趣(出售)」。

至於九置旗下的海港企業(051)，吳天海指，將陸續出售國內的物業，其後該公司暫無計畫重返內地房地產市場。



九龍倉置業去年全年純利172.18億元，按年增加73.6%。

九倉置業2017年度業績

項目	金額(億港元)	按年變幅(%)
收入	209.04	+24.05
全年盈利	172.18	+73.62
核心盈利	95	+12
每股盈利	5.67元	+73.39
股息	每股0.95元	不適用

THE WHEELLOCK AND WHARF GROUP ACQUIRES TWO PRIME SITES

會德豐及九龍倉集團投得兩幅優質地皮

Cheung Sha Wan site nets highest-ever price

Samantha Wong

A consortium of five local and mainland developers led by Sino Land have won a residential plot in Cheung Sha Wan for HK\$17.3 billion yesterday, beating the HK\$16.8 billion price tag for a development site sold in Ap Lei Chau in the southern district in February.

The group – which includes Shimao Property, Wheelock Properties, K Wah International and SEA Holdings – acquired the 208,000-square-foot site on Hing Wah Street West in a government tender.

In 1997, Sino Land bought a residential site in Siu Sai Wan, where it developed the Island Resort housing complex. It paid

HK\$11.8 billion for the site, the highest that year. The Asian financial crisis which erupted in 1997-1998 fuelled steep price declines in the local property market.

The price tag for the Siu Sai Wan site ranks the third highest on record.

Surveyors said the residential project to be built on the waterfront site in Cheung Sha Wan can produce a maximum gross floor area of about 988,000 square feet. It has the potential for 1,200 flats, with average price estimated at about HK\$25,000 per sq ft.

The developers need to earmark 38,000 sq ft for public space and has to build a waterfront promenade according to development conditions stipulated by the government.

Competition for the Cheung Sha Wan

site was stiff as other major local developers also bid for the site.

They included Sun Hung Kai Properties, CK Asset Holdings, Kerry Properties, Henderson Land Development and New World Development.

Lesser-known players, which also chased after the site, included Chime Corporation, Hang Lung Properties, China Overseas Land and Investment, Kingboard Property Development, and Logan Property Holdings.

Last month, SHKP outbid other major developers for a 52,528-sq-ft site in Cheung Sha Wan with an aggressive HK\$5.06 billion offer.

It will build a luxury hotel on the site,

Sky Asia Properties partners

- Sino Land Company (0083)
- Shimao Property Holdings (0813)
- Wheelock Properties (0020)
- K Wah International Holdings (0173)
- SEA Holdings (0251)



described by some analysts as the priciest plot for a hotel venture to date.

The SHKP project will have a total gross floor area of about 374,000 sq ft, including 37,000 sq ft for retail shops and restaurants.

SHKP said it will pay a land premium of HK\$3,319 per sq ft for a plot of farm land in Shap Sze Heung in Sai Kung to be converted to residential use.

samantha.wong@singtaonews.com

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WHARF WINS KOWLOON SITE FOR HK\$12.45b

Potential luxury development for the land parcel likened to the Mount Nicholson project on The Peak

Sandy Li
sandy.li@scmp.com

Wharf (Holdings) outbid nine developers to win a residential site designated for luxury development in Kowloon Tong for HK\$28,531 per square foot, a new record for Kowloon.

The Lands Department awarded the site to the highest bidder, Alpha Pioneer, a wholly owned subsidiary of Wharf, for HK\$12.45 billion yesterday.

Wheelock Properties, the development arm of Wharf's parent Wheelock & Co, will be responsible for developing the site near Beacon Hill, traditionally a luxury residential area, according to a company statement.

Property consultants expect the group's experience in the exclusive Mount Nicholson project on The Peak, which boasts Asia's three most expensive flats, will set a new standard for deluxe homes in Kowloon Tong.

"It will be the Kowloon version of Mount Nicholson," said Vincent Cheung, a deputy managing director for Asia valuations and advisory services at Colliers International.

He said it would comprise houses and mid-to-high-rise flats. House prices could be HK\$80,000 to HK\$100,000 per square foot, and HK\$38,000 to HK\$45,000 per square foot for flats.

Stewart Leung, the chairman of Wheelock Properties, said the site would be developed into large-sized units.

"The design has yet to be finalised, but the flats built on the site will probably measure about 2,000 sq ft each," he said.

Before the land sale, a 1,843

sq ft penthouse at Dymasty Villa, a low-rise project at Beacon Hill, changed hands for HK\$72 million, or HK\$39,060 per square foot, making it the most expensive in per square foot terms in Kowloon Tong, Midland Realty said.

Sammy Po Siu-ming, the chief executive of Midland's residential department, expects existing owners in Kowloon Tong to either raise prices or hold back from selling in view of the surge in land values.

"Home owners will definitely increase their sales price by 10 to 20 per cent in response to the land sale outcome," he said.

Hanson Construction Holdings raised the price for a 1,457 sq ft unit at its new project, Mount Vienna in Fo Tan, by HK\$1 million to HK\$46 million yesterday.

The site, which will yield a total area of 436,417 sq ft, is at the junction of Lion Rock Tunnel Road and Lung Cheung Road.

The winning bid was in the lower range of the market expectations of HK\$10 billion to HK\$16.6 billion, or HK\$24,000 to HK\$38,000 per square foot.

It smashed the previous record for land prices in Kowloon set by a 235,182 sq ft residential site on Lung Cheung Road at Beacon Hill. Kerry Properties won it for HK\$7.3 billion, or HK\$21,016 per square foot, in October 2016.

"The supply of sites with that sort of size and environment for luxurious developments is scarce," said Chiu Kam-kuen, the head of valuation and advisory services, Asia-Pacific, at Cushman & Wakefield.

九倉125億購九龍地王

龍翔道地呎價2.85萬 兩年升35%

【本報訊】再有麵粉貴過麵包！今年首幅出售官地、龍翔道豪宅地皮由九倉(004)以124.5億元擊敗9個財團奪得，以可建樓面面積約43.6萬方呎計算，呎價高見2.85萬元，打破前年由嘉里建設(683)以約72.3億元、呎價2.12萬元投得同區龍翔道地的紀錄，較之高近三成半，創出九龍新地王。

記者：葉焯榮 陳家雄 朱連峰

政府近年於龍翔道一帶接連推出4幅豪宅地，佔地約69.1萬方呎，總值291.3億元，隨著市場轉好豪宅市道，該處地價不斷刷新紀錄。是次開標地皮於上周五共有10個財團入標競逐，包括新地(016)、恒地(012)、嘉華國際(173)、嘉里建設及鷹君集團(041)等，終由九倉以124.5億元奪得，廣九龍地王。九倉發言人指，項目將由會德豐地產負責發展，主力提供中至大型住宅單位。

料投資近200億元

對於是次中標價，母公司會德豐(020)副主席梁志堅昨接受訪問表示：「我認為係市價！環顧呢啲樓都，個區屬於九龍高尚住宅區。現時好多地方都兩萬銀嘅！」是次中標地皮將會興建中至大型單位，他強調肯定戶戶過二千呎。總投資額方面，他坦言，需要視乎整個項目計劃最終版本，「講到係豪宅，就要有豪宅嘅風範出到來！」梁稍後對電子傳媒指投資近200億元。

寮坊高級董事及估價及諮詢部主管林浩文估計發展商有機會以排屋或洋房加高層豪宅設計，總發展成本價170至180億元，而落成後平均呎價可賣4萬元起。不過項目少許不利因素，如龍翔道噴音問題及地皮近隧道，發展商在設計及工程上要處理。

龍翔道地價之熾已實過目前九龍不少豪宅新盤。如華翠的九龍塘賢文樓士，平均呎價近2.5萬元，龍翔道地價較之貴約14%。嘉里發售中的何文田新盤鑽翠，平均呎價約2.5萬元，亦較之貴約12%。至於區內其他二手豪宅如九龍塘華樂山及華樂山一號，平均呎價約2.6萬元及2.9萬元。



龍翔道項目有噴音問題及近隧道，發展商需在設計及工程上處理。左圖為九倉主席吳天海。資料圖片

批地日期	地點	面積 (平方呎)	地價 (億元)	可建樓面面積 (平方呎)	樓面地價 (萬元)	中標財團
2/2015	龍翔道東面	11.5萬	23.9	11.6萬	2.05	嘉里
9/2015	石硤尾大窩坪延坪道	22.0萬	70.2	63.3萬	1.11	世茂
10/2016	龍翔道西面	23.5萬	72.7	34.3萬	2.12	嘉里
1/2018	龍翔道與獅子山隧道公路交界	12.1萬	124.5	43.6萬	2.85	九倉

同區一成業主反價

地王開標前夕，已有買家偷步入市。美聯物業陳泰圖表示，筆架山帝景峰帝景8座頂層複式連天台特色戶，實用面積1,843方呎，另設花園1,804方呎及天台841方呎，屬九龍豪宅罕有大花園放盤，原叫價9,000萬元，雖減價至7,200萬元售出，呎價39,067元，但無論樓價及呎價均創下屋苑歷史新高。

賣方1998年12月以1,945萬元購入，賬面勁賺5,255萬元，20年升值2.7倍。另友和地產劉子明表示，受到地王刺激，同區約一成業主反價，其中華樂山一號10座中層B室，實用面積1,086方呎，原叫價3,050萬元，現反價450萬元至3,500萬元，呎價32,228元。

15 YEARS OF NEW FRANCHISE GRANTED TO THE "STAR" FERRY

天星小輪獲批十五年新專營權

The Chief Executive in Council has decided to grant a new franchise to The "Star" Ferry for continued operation of the two franchised ferry routes, "Central - Tsim Sha Tsui" and "Wan Chai - Tsim Sha Tsui", for a period of 15 years from 1st April, 2018 to 31st March, 2033.

Subsequently, The "Star" Ferry will take up overall management responsibilities for Central Pier No. 7 and the Central Terminal Building, Wan Chai Ferry Pier and Tsim Sha Tsui Ferry Pier. It will embark on works to enhance attractions of its piers to add vibrancy to the harbour front.

DID YOU KNOW ? 你懂嗎 ?

- The "Star" Ferry Company was established in May 1898, with over a hundred years of history
- The National Geographic Traveler named the Hong Kong ferry crossing as one of 50 places of a lifetime
- The "Star" Ferry is the first and only public transport operator in Hong Kong offering free rides to eligible elderly and concessionary fares to those in need, without government subsidies
- 天星小輪公司於一八九八年五月正式成立，超過一百年歷史
- 曾被《國家地理旅遊雜誌》把乘搭天星小輪遊覽維港兩岸譽為「人生五十個必到景點」之一
- 天星小輪是香港首間及唯一一家公共交通營運公司向長者及合資格享用特惠票人士提供免費渡輪服務，並沒有收取政府補貼

天星小輪獲批15年新專營權



■ 天星小輪獲港府批出15年新專營權。
資料圖片

行政長官會同行政會議通過批出新專營權予天星小輪有限公司，下月一日起繼續營運「中環——尖沙嘴」及「灣仔——尖沙嘴」兩條專營渡輪航綫，為期十五年。運輸及房屋局發言人表示，新專營權會整合各天星碼頭的管理，天星小輪將承擔中環七號碼頭及中環碼頭連接大樓、灣仔渡輪碼頭和尖沙嘴渡輪碼頭整體的管理責任，任何因相關改善項目所產生的額外非票務收入，均須用以補貼專營渡輪的營運。

天星小輪獲准繼續營運的「中環——尖沙嘴」及「灣仔——尖沙嘴」兩條渡輪航綫，專營權將由下月一日開始，至二〇三三年三月三十一日，為期十五年。運輸及房屋局發言人表示，新專營權將會整合各天星碼頭的管理，天星小輪將承擔中環七號碼頭及中環碼頭連接大樓、灣仔渡輪碼頭和尖沙嘴渡輪碼頭整體的管理責任，以協助優化海濱。

發言人指，天星小輪現正擬備具體建議，以便與政府再作磋商，並會適時諮詢海濱事務委員會，而任何因改善項目所產生的額外非票務收入，均須用以補貼專營渡輪的營運。局方又表示，天星小輪將於四月開始在碼頭候船位置為乘客提供免費Wi-Fi服務，今年亦會先為兩艘渡輪的柴油發動機改裝為更環保的「柴油—電力驅動系統」，其後每年改裝一艘渡輪，並願意探討日後引入電動渡輪的機會。

星島日報，2018年3月14日

CHENGDU IFS : THE FINANCIAL HUB IN WESTERN CHINA

成都IFS帶領華西新經濟發展

Chengdu International Finance Square (Chengdu IFS) welcomes a new major tenant – Standard Chartered Bank, following the bank's consolidation of its Chengdu Branch and Chengdu Zongfu Road Sub-Branch, to further ride on opportunities arose from "Belt and Road Initiative".

Opened in 2014, Chengdu IFS has lived up to its reputation as the financial centre of Western China as half of Fortune's 500 MNCs have made their presence there. The occupancy of the three Grade-A office towers is also rising steadily.

In recent years, Chengdu has made great strides in its development, and ranked first among the cities in Middle and Western China for its competitiveness in the new economies. The addition of Standard Chartered Bank reaffirms Chengdu IFS' standing and its achievement is surely a role model of other IFS projects in the pipeline.

Prominently located in the CBD, Chengdu IFS is a massive mixed-used high-end complex, providing premium service to financial corporations, which also explained why it fits well with Standard Chartered Bank's strategic positioning.

专访渣打银行丘国光：借力“一带一路” 服务成都新经济建设

在成都建设西部中心城市进程中，金融机构发挥的重要作用不可或缺，其中，亦不乏优秀外资金融机构积极参与进来。日前，渣打银行中国区总经理兼商业银行部中国区总监、成都分行行长丘国光接受了笔者专访。

丘国光表示，作为拥有近160年历史的国际性银行，渣打银行将充分利用自身深耕当地以及全球布局的优势，积极响应“一带一路”倡议。具体到内地四大片区之一、以成都为中心的西区，将积极为企业提供金融需求，助力四川企业“走出去”。

IFS
国际金融中心
CHENGDU IFS

成都金融优势凸显

就在刚刚过去的11月，渣打中国召开了最新一次董事会，会议地点选在了成都。要知道，渣打银行董事会级别会议大多数在上海总部召开，在成都召开董事会是渣打历史上还是第一次”。丘国光特别做了一下说明。

“许多外地同事来到成都分行，惊叹公司办公地环境好。尤其是围绕成都国际金融中心(IFS)和春熙路周边的商业环境、金融氛围和美食美景，令人眼前一亮。”丘国光称，随着中国经济的发展，尤其西部地区近年来发展飞速，渣打银行集团一直有意愿加大西南地区业务力度，此前几年一直在考察西南地区多个城市，以作为集团重要战略落地点。近年来成都发展突飞猛进，金融业优势凸显，令其成为最优选择。已经把成都作为西部区域总部，管辖范围包括重庆、西安(陕西)、武汉(湖北)以及昆明(云南)。

也是在今年，渣打银行将成都分行的办公地点和成都分行总部支行一起迁到了成都IFS。IFS为西部领先的CBD高端大型综合区，聚集了大量优秀金融企业，为企业发展提供了优质服务，其品牌



渣打银行成都分行现已发展为1家分行、3家支行

定位也与渣打银行不谋而合。丘国光称，这也是成都地区在集团内战略地位提升的表现之一。

自1858年在中国上海开设首家分行以来，渣打集团不断拓展在华业务。渣打银行成都分行于1994年成立代表处，2005年12月起正式成立分行。现已发展为1家分行、3家支行，员工100余名。

高度契合“一带一路”助力川企“出海”

最近几年“一带一路”成为渣打银行的关键词。无论是在渣打银行的发展战略还是业务板块，“一带一路”都是反复提及的高频词汇。在这背后，是渣打银行全球网点已覆盖近7个国家和地区，其中有45个国家和地区的网点与“一带一路”范围相重合，重合度极高的背景支撑。

丘国光介绍，相较于一些将业务重心放在欧洲的跨国银行，渣打更注重深耕新兴市场。渣打银行集团在全球最有活力的新兴市场经营超过150多年，拥有超过80000名员工。渣打银行全球布局区域主要划分为在亚洲、非洲和拉美。“一带一路”的路线高度契合，且在当地深耕细作

百年以上，也是目前唯一一家在东盟十国都开展业务的国际银行。超过一个半世纪的发展历史让渣打银行在当地的市场、人

文、政商关系等本土资源上有着难以超越的优势。

渣打银行和四川发展(控股)有限责



渣打银行成都分行成都总部支行(位于成都国际金融中心三号楼)

任公司形成了战略业务联盟，不仅在国际融资方面展开紧密合作，并于今年3月在全球飞机租赁产业高地爱尔兰都柏林完成了合资公司四川发展国际飞机租赁公司的组建。目前，双方已完成对国航飞机租赁公司的首期出资，并借助渣打银行飞机租赁及全球的业务网络，已与西班牙伏林航空和新加坡瑞安航空开展了业务。

不仅是金融创新，事实上渣打银行在四川已经为多个企业提供了优质的金融服务。据丘国光介绍，2016年，渣打银行已经围绕“一带一路”开展了40个项目。

加大扶持中小企业 服务新经济建设

2017年，渣打银行成都分行小微信贷业务继续保持良好发展势头，资产质量好于行业水平。丘国光介绍，能有这样的成绩，是因为在经济增速放缓、市场需求疲软的情况下，渣打银行始终坚持贯彻国家改善中小企业融资环境、扶持中小企业发展的政策。

渣打银行支持中小企业的方向也与成都建设新经济的战略布局不谋而合。近年来，集中于电子信息、生物医药、金融商务、文化创意等领域，一大批“双创”种子和初创高科技企业在成都迅速成长。

丘国光当然看到了这样的机遇。他表示，11月初成都刚刚召开新经济大会，成都新经济竞争力位列中西部城市第一名，成都发展新经济优势明显，政策宽松，人才储备丰富，产业基础牢固，成本优势明显。作为知名外资银行，渣打将积极投身成都西部金融中心建设，服务成都新经济发展。

以渣打成都分行所在的成都国际金融中心为例，目前IFS写字楼吸引了大批跨国公司、500强企业进驻，涵盖金融、医药健康、科技、外贸、地产等多个领域的优质企业，对中小企业也一直秉承兼容并蓄的开放态度，写字楼商厦与入驻企业相互促进，互惠共赢，已成为成都以金融为代表、经济增长重要聚集地。

商业银行方面，渣打银行将致力为快速增长的企业尤其有跨国业务的企业提供全球化的服务。重点支持的行业包括生物制药和大健康、电子终端产品、电子元器件、机械装备、汽车及零部件、快速消费品等等。为企业提供全方位的解决方案包括现金管理、流动资金和贸易融资、金融市场产品等等，满足企业持续的发展。

THE WHARF (HOLDINGS) ACQUIRES 10 QUALITY LAND PARCELS IN THE MAINLAND

九龍倉集團於國內購入十幅優質住宅地塊

The Wharf (Holdings) Limited continues to expand its footprint in China, with first tier cities like Beijing, Shanghai, Suzhou, Hangzhou, Guangzhou and Shenzhen remain key target cities. In the first two months of 2018, the Group has acquired 10 prime sites in Foshan, Guangzhou, Hangzhou and Suzhou.

Among them, in mid-January, the Group acquired a site in Gongshu District in Hangzhou for residential development. With a GFA of around 69,500 square metres, the site was acquired at about RMB2.8 billion. The site is very accessible, connecting the planned Tangziqiao Road in the East, industrial area in the South, Yile Road in the West and planned greenery area in the North.

The Group also acquired another site in Gongshu in early February. With GFA of 41,990 square metres, the site was acquired at about RMB1.64 billion. Located in proximity of two main roads, Dengyun Road and Xueyuan North Road, Wulin Square, West Lake and Xixi National Wetland Park are just within 5.5 km, while the future-Yile station of Line 5 of the Hangzhou Metro is only 300 metres away. With comprehensive commercial, education and medical facilities, the site will be able to provide quality residences for discerning home buyers.

九龍倉集團繼續積極拓展在國內的業務，並以北京、上海、蘇州、杭州、廣州及深圳為重點發展城市。於二〇一八年首兩個月，集團共購入十幅優質住宅地塊，分別位於佛山、廣州、杭州及蘇州。

當中，集團於一月中旬，以逾人民幣二十八億元購入位於杭州拱墅區的優質住宅地塊，可建面積約為六萬九千五百平方米。地塊所處位置四通八達，東至已規劃的棠子橋路，南至工業及建設業務區，西至益樂路，北至已規劃的綠化區域。

另一幅地塊於二月初以人民幣十六億四千萬元購入，同樣位於杭州拱墅區的地塊，可建面積約四萬一千九百九十平方米。地塊鄰近登雲路、學院北路兩條主幹道，前往武林廣場、西湖、西溪濕地等，都不過是5.5公里的路程；而距離興建中的地鐵五號線益樂站亦僅三百米；加上周邊商業、教育及醫療配套齊備，定必能為將來的住戶提供優質的生活享受。



AWARDS & RECOGNITIONS

獎項殊榮



The Wharf Group was awarded “Responsible Brand 2017” in the 7th China Charity Festival

- The Group was awarded “Responsible Brand 2017” in the 7th China Charity Festival, held on 29th – 30th January in Beijing, in recognition of the Group’s excellent performance in corporate social responsibility ¹

1

Chengdu IFS

- “The 2017 Marketing Award” Gold Award in ICSC Asia-Pacific Shopping Center Awards with “All-in-Here – International Style Makes its Mark in Chengdu 2017” ²



2

Shanghai Wheelock Square

- Shanghai Wheelock Square garnered several awards with their excellent management and service:

- All awards under the category of Business Management by the Golden Key International Alliance in 2017: “Alliance 5C Quality Award”, “Alliance Luxury Attitude Award”, “Award of Merit in Service” and “6S Management Innovation Award” ³
- An honorary title “Advanced Individual of Shanghai Commercial Service Excellence” was awarded to Edwin Liu, Deputy General Manager (Center Management) and The “Advanced Group of Shanghai Commercial Service Excellence” for the Concierge Department by Shanghai Commercial Federation
- “Property Management Excellent Building in Jing’an District 2017” by Jing’an District Working-Committee of Shanghai Property Management Association
- “Integrity Commitment Grade AAA Enterprises of Shanghai Property Management Industry in 2018-2019” by Shanghai Property Management Association



3

Modern Terminals

- “Good MPF Employer Award” by Mandatory Provident Fund Schemes Authority
- “Happy Company Label” by Hong Kong Productivity Council and the Promoting Happiness Index Foundation⁴
- “10 Years Plus Caring Company Logo” by The Hong Kong Council of Social Service (HKCSS)



4



| 5

Wharf Real Estate Investment Company Limited

- Harbour City, Times Square and Plaza Hollywood have joined the "Say Yes to Breastfeeding" campaign co-organised by the Hong Kong Committee for UNICEF and Department of Health. The three shopping malls are now certified as "Breastfeeding Friendly Premises"
- Wharf Estates Limited volunteer team was awarded 1st Runner-up of "Highest Service Hour Award" ⁵



| 6

Plaza Hollywood

- "Smart Family Choice – Shopping Mall" in Smart Family Choice Awards 2017
- "Top 25 My Favourite Shopping Malls Events" in Shopping Mall Awards 2017-2018 ⁶
- "Best Family-oriented Shopping Mall" in Best Mall Awards 2017



| 7

Gateway Apartments

- "The Best Serviced Apartment Award" for the seventh year in a row, and "The Best Eco-Friendly Serviced Apartment Award" presented by Squarefoot ⁷
- "Service Awards" for the sixth consecutive year from "Capital Weekly"



| 8

Pacific Club

- Pacific Club was awarded the "18 Districts Caring Employers 2017 Award – a special Award for being awarded for the 5 consecutive years or above", nominated by Hong Chi Association ⁸
- Ranked "Top 100 City Clubs" in Platinum Clubs of the World 2018 – 2019 among over 500 clubs from 34 countries around the globe



| 9

Star Ferry

- "15 Years Plus Caring Company Logo" by HKCSS
- "5 Years Plus Happy Company" by Promoting Happiness Index Foundation
- "2017 Certificate of Excellence" by TripAdvisor ⁹
- Listed on "The Commendation List of Junzi Corporation 2017" by Hang Seng Management College

NATIONAL GEOGRAPHIC WHEELLOCK YOUTH PHOTO COMPETITION

二〇一七國家地理會德豐青年攝影大賽得獎者揭曉

The “National Geographic Wheelock Youth Photo Competition 2017” Award Presentation Ceremony was held on 31st January at Wheelock Gallery, 2/F of Queensway Plaza, Admiralty. Peter Lam, Chairman of Hong Kong Tourism Board; Douglas Woo, Chairman and Managing Director of Wheelock and Company; Stewart Leung, Chairman of Wheelock Properties; and Yungshih Lee, Editor-in-Chief of National Geographic Magazine Chinese Edition officiated the event. All winning photos were exhibited at the Wheelock Gallery and “Gallery by the Harbour” at Harbour City.

Themed “Hong Kong Reminiscence: Places, People & Happenings”, the competition was divided into four categories: “Places in Hong Kong”, “People & Happenings in Hong Kong”, “Future of Hong Kong”, and “Mobile Photography”. The competition attracted more than 3,500 entries from professional and amateur photographers from 13 countries / regions around the world.

「二〇一七國家地理會德豐青年攝影大賽」在一月三十一日於金鐘廊二樓Wheelock Gallery舉行頒獎典禮，並邀請到香港旅遊發展局主席林建岳博士、會德豐集團主席吳宗權、會德豐地產主席梁志堅、大石國際文化執行長兼《國家地理》雜誌中文版總編輯李永適一同頒獎。所有得獎作品亦在頒獎典禮後在Wheelock Gallery及「海港城·美術館」展出，讓公眾人士免費欣賞民間攝影師的作品。

本年度主題是「香港地，人和事」，比賽分為香港地、香港人和事、香港未來及手機組四個組別，收到超過三千五百份參賽作品，而參賽者則是來自全球十三個國家及地區的業餘攝影愛好者和專業攝影師，競爭相當激烈。



Mobile Photography

手機組

Ho Wai Hon Caleb

何維翰

All is well

ION 2017 RESULTS



People & Happenings in Hong Kong

香港人和事組

Wong Chun Heng Henry

黃俊鏗

Spirit of Hong Kong

香港精神

Future of Hong Kong

香港未來組

Chow Marcus Zi Hao

周子皓

Light Years Away

流光歲月



Places in Hong Kong

香港地組

Lee Sai Kit

李世傑

Morning Fog

晨霧



Project WeCan
「學校起動」計劃

Project WeCan

Project WeCan 3 GOING FULL STEAM TO BENEFIT MORE STUDENTS

「學校起動」第三期正式啟動

In its seventh year since launched in 2011, Project WeCan enters Phase 3 and is growing from strength to strength with new force of support. Latest partners joining the project are heavyweights, including Café de Coral, CBRE Hong Kong, Centaline, Cushman & Wakefield (Hong Kong) Limited, Lark International, and Television Broadcasts Limited (TVB).

Savills (Hong Kong) Limited joined in September 2017. Since then it has organised a number of events for its partner school, Pui Ying Secondary School. More activities are being organised, such as mock interviews, company visits and talks.

商界翹楚齊撐「學校起動」計劃

「學校起動」計劃最近獲地產界重量級人物包括中原地產亞太區主席兼行政總裁黃偉雄及第一太平戴維斯董事總經理及投資及銷售部主管袁志光的支持，他們更與九龍倉集團副主席李玉芳及會德豐地產常務董事黃光耀出席「學校起動」計劃第三期宣傳活動，齊撐 Project WeCan 及年輕人。

「學校起動」計劃是一個開放平台，歡迎有心、有能者一起參與，凝聚各方力量，為學習條件稍遜的中學生提供機會和援手。



(左至右)九龍倉集團副主席李玉芳、會德豐地產常務董事黃光耀、中原地產亞太區主席兼行政總裁黃偉雄，以及第一太平戴維斯董事總經理及投資及銷售部主管袁志光。

信報財經新聞 · 2017年12月20日

2017/18 WeCan SCHOLARSHIP PRESENTATION CEREMONY HELD

「學校起動」計劃第三屆獎學金頒授典禮圓滿舉行

WeCan Scholarship Presentation Ceremony 2017/18 was held on 25th November, 2017. The Scheme has benefitted 230 students since its launch two years ago. The ceremony was officiated by Kevin Yeung, Secretary for Education, HKSAR Government, and Stephen Ng, Chairman of Project WeCan Committee. Representatives from the eight UGC-funded universities also joined the Ceremony to support the awardees.

A gathering of Project WeCan Alumni was held after the ceremony, where the Alumni's Executive Committee members shared their experience on how to actively participate in community services and give back to their Project WeCan fellows.



— 〇一七/一八年「學校起動」計劃獎學金頒授典禮於去年十一月二十五日舉行，獎學金至今已惠及二百三十名學生。香港特別行政區政府教育局局長楊潤雄及「學校起動」計劃委員會主席吳天海於當日擔任主禮嘉賓。本港八間教資會資助大學的代表亦一同見證頒授儀式，以示支持。

「學校起動」計劃同學會於典禮結束後舉行聚會，執委會成員與大家分享如何積極參與公益事務，回饋 Project WeCan。



MORE THAN 1,000 STUDENTS' BUSINESS ACUMEN TESTED AT YOUNG INNOVATORS BAZAAR 2018

Project WeCan Young Innovators Bazaar, a unique indoor bazaar staged by secondary school students, was held at Plaza Hollywood, Diamond Hill from 19th to 21st January, 2018. Over 1,000 students from 42 schools made their debut to run businesses from scratch, unleashing their creativity and entrepreneurship to achieve sales targets.

In its sixth year, the 2018 Bazaar is themed "Green & Innovation". Students were encouraged to demonstrate their creativity by coming up with business plans and sell environmental-friendly products in their self-designed booths during the three-day event.

Award Winners:

Best Product

Ko Lui Secondary School

Best Booth Design

Man Kiu College

Best Theme Presentation

Concordia Lutheran School - North Point

My Most Favourite Booth

The Salvation Army William Booth Secondary School

Best Team Spirit

Ko Lui Secondary School

Best Oral Presentation on Business Plan

Concordia Lutheran School - North Point

**「趁墟做老闆」展銷會
中學生戰商界**

自己創業、做老闆，係Kelly同唔少人嘅夢想，不過要創業一啲都唔容易，小妹知道一個名為「學校起動」嘅計劃，專為中學生而設，每年都會舉辦室內展銷會，等一班中學生可以有機會喺實戰中吸取創業經驗，同埋初嚐做老闆嘅滋味，好有意思！

第六屆展銷會「趁墟做老闆」將會由今日至本週日喺鑽石山荷里活廣場舉行，今年以環保創意為主題，超過一千名、來自四十二間中學嘅學生，會開設四十二個攤位，售賣環保及健康產品。呢個活動鼓勵學生發揮創意，所以由起草計劃書，到攤位設計，都係由學生一手包辦，大部份產品亦係佢哋一手一腳製作出嚟㗎！

就好像有學生利用校內收集嘅棄置抹手紙筒，再配合由舊電腦拆出嚟嘅小風扇和USB線，組合出適合應用於辦公室個人空間、家居書房及牀頭嘅「小型空氣淨化器」，好厲害！又有學生廢物利用，將一個個紙包飲品盒，配以中國風嘅染色同裝飾，令佢變成「手工利是封」。

頭條日報，2018年1月19日

“ *The bigger the youngsters' ambition, the further they could reach.* ”

Peter Yuen
Managing Director & Head of Investment & Sales
Savills (Hong Kong) Limited

“ 對年輕人來說，是當他們的心有多大，他們的舞台就有多大。 ”

袁志光
第一太平戴維斯
董事總經理及投資及銷售部主管

參與「學校起動」 為香港未來播種



筆者公司近期成為 Project WeCan「學校起動」計劃的第53間參與機構。Project WeCan是由會德豐於2011年發起，目的是透過一間公司跟一間學校結盟，利用商界的資源網絡，能夠更快更有效率更全面的幫助學校，令學生不致因學校資源所限而未能盡展所長。

經會德豐推介，第一太平戴維斯跟華富邨培英中學結盟。培英中學是一間歷史悠久的學校，運動項目在學界也有名氣，校長及老師們都很有心栽培學生。

短短幾個月間我們已經有不少互動，如筆者曾到學校作人生分享。

與學校互動 分享人生經歷

世界女子重劍排名第五的劍擊女神江旻德 Vivian 也在培英的陸運會分享奮鬥歷程及如何在學業和運動之間取得平衡。

會德豐更安排美國奧運游泳銀牌得主 Lia Neal 去培英分享及指導。Lia 是港美混血兒，過程中很努力用廣東話跟同學溝通，儘管看得出她的母語是流利英文。美國總領事也親臨出席支持。

安排學生 參觀地產服務行業

未來，第一太平戴維斯會多方面與學校互動探討，如安排模擬面試及讓學生參觀地產服務行業不同的工程等等，務求令學生有所裨益。

筆者相信 Project WeCan 能夠令學生擴闊視野，增加見識，人生路可能從此不一樣，只要我們相信未來是屬於年輕人的，今天，我們便應為他們早些打下良好的根基，讓他們將來展翅高飛。

在此呼籲同業及各行各業機構參加 Project WeCan，讓我們一起在新的一年為香港的美好將來播種。

■第一太平戴維斯
董事總經理兼投資及
銷售部主管袁志光



香港經濟日報，2018年1月2日

MOCK INTERVIEW WORKSHOPS FOR STUDENTS

為學生舉行模擬面試工作坊

DBS and BlackRock organised mock interview workshops for their respective partner schools, Lee Kau Yan Memorial School and Hong Kong and Kowloon Chiu Chow Public Association Secondary School. The workshops aimed to help Form Six students to better prepare for their university admission interviews and subsequent job interviews.

Students from Lee Kau Yan Memorial School found the mock interviews very useful, and appreciated DBS volunteers' sharing.

Meanwhile, BlackRock volunteers gave their partner school's students a demonstration on a professional interview, including interview etiquette such as appropriate greetings, tone of voice and body language. Students were able to familiarise themselves with the interview process, and identify own strengths and areas for improvement based on interviewers' feedback.



為協助中六級同學準備升學及就業面試，星展銀行及貝萊德分別為其夥伴學校，李求恩紀念中學及港九潮州公會中學，舉行模擬面試工作坊。

李求恩紀念中學的同學認為模擬面試非常有用，亦感謝星展銀行義工的分享。

而貝萊德的企業義工除了為港九潮州公會中學的同學進行面試，亦親身示範面試應有的儀態，包括應對禮節、聲調和身體語言。同學透過工作坊的演練，不但熟習了面試過程，亦從面試官的意見了解到自己的優勢和不足之處。

JOIN STANDARD CHARTERED FAMILY RUN, JOIN PROJECT WeCan

參加渣打香港馬拉松，投入「學校起動」大家庭

With the support from Standard Chartered Bank, 25 teachers and students from seven Project WeCan schools participated in the 10km Race of the “Standard Chartered Hong Kong Marathon 2018”.

Stephen Ng, Chairman of Project WeCan Committee, and Benjamin Hung, Chief Executive Officer for Greater China and North Asia of Standard Chartered Bank, teamed up with the Principal and students from Lok Sin Tong Leung Kau Kui College, Standard Chartered's partner school, to join the 1km Family Run, with the hope that more corporations, organisations and professionals of different background will join the Project WeCan family to support students who are disadvantaged in learning.



十五位來自七間「學校起動」計劃中學的師生獲渣打銀行支持，參加「渣打香港馬拉松二〇一八」的十公里賽，發揮潛能、挑戰個人耐力。

「學校起動」計劃委員會主席吳天海、渣打銀行大中華及北亞地區行政總裁洪丕正及其夥伴學校樂善堂梁銻琚書院的校長和同學組隊參加一公里「家庭跑」，代表著「學校起動」計劃是一個「大家庭」，希望更多企業、機構及專業人士一起參與，幫助更多學習條件稍遜的學生。

“iPLAN” MENTORSHIP PROGRAM – WHARF ESTATES GROWS WITH THE YOUTHS

「iPlan • 生涯之旅」

九龍倉置業友師與學生同行

Wharf Estates and its partner school, Yan Oi Tong Chan Wong Suk Fong Memorial Secondary School, organised “iPlan” mentorship program, which aims to help the youths to plan their career path in advance. During one of the activities featured “Latte Art Workshop”, the tutor introduced knowledge about premium coffee, brewing techniques and shared an overview of the barista industry. The workshop gave a relaxing environment for students to learn and be inspired.

More recently, 30 mentors and mentees experienced the “hopelessness and helplessness” faced by the underprivileged by participating in a poverty simulation at Crossroads Foundation. A mentee, Zoe, shared, “I kept my head down to work for my living without sparing a minute to look for other paths in my life. I was fascinated when I was given different training and acquired new skills.” Applying to the reality, Zoe reminds herself to take an extra step and seize every chance for her future.



九龍倉置業及其夥伴學校仁愛堂陳黃淑芳紀念中學舉辦的「iPlan • 生涯之旅」職志師友計劃，旨在透過多元化活動，幫助青年人及早制訂適合自己的生涯規劃藍圖。一眾師友去年參加咖啡拉花工作坊，由專業導師向他們介紹關於精品咖啡的知識、沖泡技巧及成為咖啡師行業的概況和入行條件。活動讓師友們加深對精品咖啡的認識，亦加深雙方的了解。

年初時，三十位師友又到位於屯門的國際十字路會，體驗了一小時的「貧民」生活，感受何謂真正的絕望與無助。學員紫諾分享說：「在模擬活動中，大家都為生存而不停低頭工作，沒有思考其他出路，直至我發現了提供模擬培訓的地方，獲得了新技能，生活才現曙光。」套用到現實生活，紫諾亦提醒自已凡事要多行一步，抓緊每個改變命運的機會。

REACHING OUT WITH OUR CARING HEARTS

將關愛傳遍各界

BUSINESS-in-COMMUNITY
-社·企- 共勉-

LST BUDDY – CHINESE NEW YEAR VOLUNTEER SERVICE

樂善之友送暖探訪活動
「新春暖LOVE LOVE」

The “Star” Ferry volunteer team joined the “LST Buddy – Chinese New Year Volunteer Service” hosted by The Lok Sin Tong Benevolent Society Kowloon on 27th January, 2018, and spent a memorable weekend with the elderly. The volunteers formed two groups and visited the elderly who are living alone, or in private residential care homes. Chinese New Year gift packs were also presented to celebrate the festival and show their love and care for the seniors.



天星小輪的義工隊成員於一月二十七日參加由九龍樂善堂發起的「樂善之友 — 新春暖LOVE LOVE」送暖探訪活動，向社區內的長者表達關心。義工團隊分成兩組，上門探訪獨居、雙老，以及居於私營安老院舍的長者，為他們送上新春節目禮物包及祝福，讓他們過一個充滿愛的農曆新年。

KNITTING FOR THE ELDERLY

織出愛送暖活動

Gateway Apartments' annual social initiative, “Knitting for the Elderly”, has been running for the sixth year. This time round, 20 residents and associate members formed a volunteer team and visited The Salvation Army Hoi Lam Centre for Senior Citizens during Christmas period to show their love and care. The volunteers played games and sang Christmas songs and gave out 150 pieces of hand-made scarfs with Christmas goodies to all the elderly. Everyone had a great time and the volunteers are looking forward to next year's event.

由港威豪庭籌辦的「織出愛送暖活動」已經是第六年舉行，二十名由住戶及員工組成的義工隊藉著聖誕節探訪救世軍海嵐長者中心的長者，向他們送上關懷和祝福。活動當日，義工隊將歡樂的節日氣氛帶給長者們，與他們玩遊戲及唱聖誕歌，更送上一百五十條由住戶及員工親手編織、款式不同的毛冷頸巾及聖誕禮物，讓長者們暖在心頭。義工們均享受與長者們共渡的時光，並期待來年再次參與此項活動。



CHOCOLATE TRAIL 2018

@ HARBOUR CITY

海港城「情·尋朱古力」二〇一八

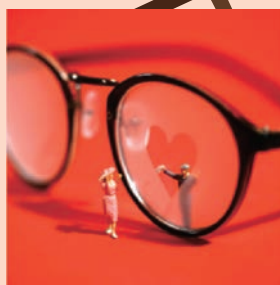
Harbour City held its annual mega event “Chocolate Trail” from 25th January to 25th February, 2018 for the ninth year. This year, the mall collaborated with Japanese Miniature Artist, Tatsuya Tanaka, in hosting “mini CHOCollection” Miniature Exhibition. Tanaka included local elements into his art pieces.

In the meantime, French Australian artist and curator Julia Drouhin from Tasmania hosted “The Sound of Chocolate” Art Exhibition at “Gallery by the Harbour”. Drouhin presented vinyl records made of chocolates, and put Canton-pop songs into her art pieces. A “Chocolate Tasting Bar” was also launched for the first time, introducing nine all-new chocolate brands to the event, including Fifth Dimension, Fu Wan Chocolate, SOMA Chocolatemaker, Le Chocolat de H by 辻口博啓, Manoa Chocolate, Marijn Coertjens Chocolatier, To'ak Chocolate, Auro Chocolate and Palet D'or, of which four are winners of 2017 World Final in the International Chocolate Awards.

海港城於二〇一八年一月二十五日至二月二十五日期間，舉辦第九屆大型活動「情·尋朱古力」。

今年邀得日本著名微型作品設計師田中達也以「mini CHOCollection」為主題舉辦全新個人展，並首次加入很多的香港元素，令展品跟以往更與別不同。

「海港城·美術館」亦同期舉行《The Sound of Chocolate朱古力旋律》藝術展，展示出由來自塔斯曼尼亞的法籍澳洲藝術家Julia Drouhin製作的可播放朱古力黑膠唱片，更首次將經典廣東歌融入其中。另外，今年亦增設「朱古力Tasting Bar」，推介九個首次進駐香港的朱古力品牌，包括 Fifth Dimension, Fu Wan Chocolate, SOMA Chocolatemaker, Le Chocolat de H by 辻口博啓, Manoa Chocolate, Marijn Coertjens Chocolatier, To'ak Chocolate, Auro Chocolate 及 Palet D'or，當中四個更曾獲國際朱古力大獎。



THE ART SEASON BEGINS

藝術的季節由此展開

The month of March has marked the beginning of the art season in Hong Kong where a series of major art happenings took place. Harbour City brought art to the public through different platforms: "Harbour Art Fair 2018" was held from 23rd to 26th March, 2018 at the Marco Polo Hongkong Hotel, gathering over 55 galleries to showcase a variety of contemporary artworks including photography, paintings and sculptures. Art talks and docents were arranged during the Fair, providing an all-rounded experience for art lovers.

Harbour City also invited three up-and-coming Korean artists, Byun Dae-yong, ENJO and Noh Jun, to hold their solo exhibitions in the mall to make art more accessible to all. The exhibitions took place from 14th March to 3rd April at Forecourt, Ocean Terminal, Gallery by the Harbour and Atrium II, Gateway Arcade of respectively.

Across the harbour, The Murray, Hong Kong, was the official hotel partner of Art Basel Hong Kong 2018 - the sixth edition of the international art fair was held at the Hong Kong Convention and Exhibition Centre from 29th to 31st March, which attracted global media, collectors and premier art galleries from over 32 countries.

Visitors experienced The Murray, Hong Kong's hospitality, sophisticated design and diverse culinary offerings with the "For Art's Sake" package, which included one-night stay in its Grand Room, breakfast for two and an one-day ticket for two to Art Basel Hong Kong.

三月是香港的「藝術月」，到處充滿著藝術氣息，海港城亦透過不同平台將藝術延伸至各個領域。

「Harbour Art Fair 2018」在二〇一八年三月二十三日至二十六日期間，於馬哥孛羅香港酒店舉行，匯聚超過五十五間畫廊，展示各種類型的實力派當代藝術作品，包括攝影、繪畫及雕塑。博覽會亦設有藝術講座及導賞服務，為藝術愛好者提供更全面的體驗。

此外，海港城亦邀請到三位實力派韓國藝術家——卞大龍、ENJO和盧濬在商場內舉行首個個人展覽，進一步拉近藝術與大眾的距離。三個特別展覽在三月十四日至四月三日期間，分別於海運大廈露天廣場、「海港城·美術館」及港威商場展覽大堂II舉行。

與此同時，The Murray, Hong Kong成為第六屆巴塞爾藝術展的官方酒店合作夥伴。是次展會在三月二十九日至三十一日期間於香港會議展覽中心舉行，除了來自三十二個國家及地區的頂級藝廊參展外，更吸引到來自世界各地的媒體和收藏家。

參觀人士可透過「以藝術之名」套票入住The Murray, Hong Kong，感受充滿文化氣息的藝術體驗。套票內容包括入住客房一晚、享用雙人早餐及兩張香港巴塞爾藝術展一天門票。





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