

强劲势头推动

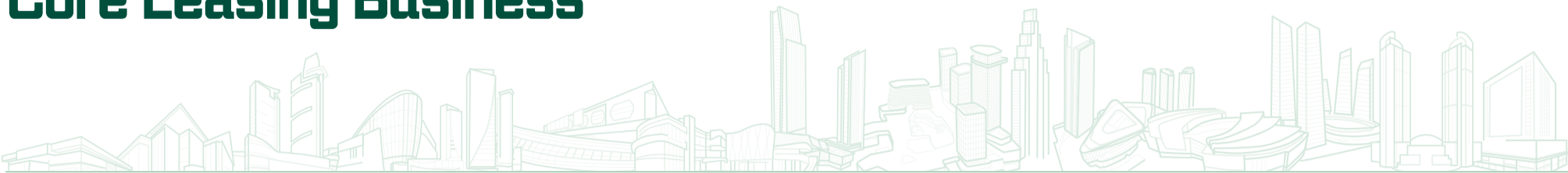
Strong Momentum Drives  
Sustainable Growth in Core Leasing Business

核心租赁业务持续增长



# 强劲势头推动核心租赁业务持续增长

## Strong Momentum Drives Sustainable Growth in Core Leasing Business



▲ (左起) 执行董事陈文博先生、行政总裁卢韦柏先生、董事长陈启宗先生及首席财务总监何孝昌先生  
(From left) Mr. Adriel Chan, Executive Director; Mr. Weber Lo, CEO; Mr. Ronnie C. Chan, Chairman; and Mr. H.C. Ho, CFO

恒隆于2019年1月30日(星期三)举行2018财政年度全年业绩发布会,宣布截至2018年12月31日止年度业绩。

董事长陈启宗先生说:“我们在2018年的租赁业务表现令人鼓舞。尽管部分租赁面积因进行资产优化计划而需暂时关闭,但我们的租赁物业仍持续增长。这些优化计划将提升资产的价值,亦为公司的收入增长提供动力。在2018年,管理层不但带动收入增长,同时也加强了公司的盈利表现。我们下半年内地物业的收入增速,比上半年及之前一年明显加快。由于内地高端市场的表现回稳,我们对租赁市场表示审慎乐观。我们将加强以客为本的策略,进一步带动增长。这将长远提升我们的竞争力和盈利能力。”

陈启宗续表示:“公司成功于杭州购入一幅黄金地块,也提升公司的优势,有助把握内地发展的机遇。新项目将为公司带来增长动力及更多的收入。”

恒隆继续采取审慎稳健的财务管理策略,保持雄厚资本及高度的灵活性,以满足资本承担及长远业务扩展计划。

On January 30, 2019 (Wednesday), Hang Lung held its FY2018 Annual Results Announcement to announce the financial results for the year ended December 31, 2018.

Chairman Mr. Ronnie C. Chan said, “We have achieved an encouraging rental performance in 2018. Our leasing properties have held their positive course in the year even though some areas in the properties were closed for asset enhancement. These upgrades will add value to our assets and provide further impetus for revenue growth. In 2018, management has achieved not only top-line growth but also strengthened our bottom-line performance. Revenue growth of our mainland properties accelerated during the second half when compared with the first half of 2018 and a year ago. We remained cautiously optimistic about the leasing market as the luxury market bounced back from economic uncertainty on the Mainland. Against this backdrop, our portfolio can grow further as we enhance our customer-centric strategies. These will further boost our competitiveness and profitability in the long run.”

“Furthermore, our successful acquisition of a prime plot of land in Hangzhou has increased our ability to capitalize on the opportunities that arise across the country. The new projects will contribute to the growth momentum of the Company and bring in further revenue,” added Ronnie.

We continued to adopt prudent and comprehensive financial management strategies to maintain a strong financial position with a high degree of flexibility to meet Hang Lung’s capital commitments and long-term expansion.

## 2018年度全年业绩概要

		恒隆地产		恒隆集团	
总收入	-16%	至	94.08 亿港元	-15%	至 100.15 亿港元
物业租赁收入	+5%	至	81.81 亿港元	+5%	至 87.84 亿港元
- 内地	+7%	至	42.44 亿港元	+7%	至 46.86 亿港元
- 香港	+3%	至	39.37 亿港元	+3%	至 40.98 亿港元
物业销售收入	-64%	至	12.27 亿港元	-64%	至 12.31 亿港元
总营业溢利	-14%	至	68.22 亿港元	-13%	至 72.49 亿港元
- 物业租赁	+7%	至	60.60 亿港元	+7%	至 64.84 亿港元
- 物业销售	-66%	至	7.62 亿港元	-66%	至 7.65 亿港元
股东应占纯利	-1%	至	80.78 亿港元	-1%	至 52.85 亿港元
股东应占基本纯利	-26%	至	40.93 亿港元	-21%	至 26.31 亿港元
每股股息总计 (港币)	-	至	7角5仙	-	至 8角0仙
- 中期 (已派发)	-	至	1角7仙	-	至 1角9仙
- 末期 (建议)	-	至	5角8仙	-	至 6角1仙

## 2018 Annual Performance at a Glance

In HK\$ Million	Hang Lung Properties		Hang Lung Group	
Total Revenue	-16%	to 9,408	-15%	to 10,015
Property Leasing Revenue	+5%	to 8,181	+5%	to 8,784
- Mainland	+7%	to 4,244	+7%	to 4,686
- Hong Kong	+3%	to 3,937	+3%	to 4,098
Property Sales Revenue	-64%	to 1,227	-64%	to 1,231
Total Operating Profit	-14%	to 6,822	-13%	to 7,249
- Property Leasing	+7%	to 6,060	+7%	to 6,484
- Property Sales	-66%	to 762	-66%	to 765
Net Profit Attributable to Shareholders	-1%	to 8,078	-1%	to 5,285
Underlying Net Profit Attributable to Shareholders	-26%	to 4,093	-21%	to 2,631
Total Dividends Per Share (HK\$)	-	to 0.75	-	to 0.80
- Interim (Paid)	-	to 0.17	-	to 0.19
- Final (Proposed)	-	to 0.58	-	to 0.61



# Exclusive Interview with Weber Lo

## 专访卢韦柏

公司于1月底公布了2018财政年度业绩，核心租赁业务成绩令人鼓舞，亦获媒体广泛报道。公司行政总裁卢韦柏先生首次接受《连系恒隆》的专访，由他亲自阐释今年业绩的重点以及公司于2019年的发展计划。

The Company announced its annual results for FY2018 in late January, with the encouraging performance of our core leasing business being the main headline news. Chief Executive Officer Mr. Weber Lo agreed to be interviewed by *Connections* for the first time. He elaborated on the highlights of the results, and also talked about the way forward for the Company.

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### 回顾2018

当谈及2018年度业绩时，卢韦柏衷心感谢同事的努力和贡献，创造让人欣喜的成果。他指出：“虽然我们出售较少的住宅单位导致总收入下降，但我们的核心租赁业务仍持续增长；同时，我们下半年内地物业的租金收入的增速比上半年更快。”

他表示，外界普遍认为2018年下半年的经营环境转差，包括中美贸易摩擦及内地零售开始放缓等，但卢韦柏指出，公司不论在零售或办公楼方面都有快速的增长，成绩鼓舞。他说：“内地的业绩令我们有点喜出望外，上海以外的地方，增长的速度比上海更加快，所以我们满意今年的成绩，而且来年可以做得更好。”

### 2018 in Review

First of all when talking about the 2018 results, Weber expressed his heartfelt thanks to all colleagues for their hard work and the contributions they made to the achievement of such pleasing results. "Although we have sold fewer residential units, which led to a drop in our total revenue, our core leasing business continued to grow. But at the same time, we saw a faster growth rate in rental revenue from our mainland properties in the second half of the year compared to the first half."

He said the market was of the general opinion that the operating environment in the second half of 2018 was deteriorating. The factors included the Sino-US trade tensions and the slowing of retail sales on the Mainland. However, as Weber stated, despite these negative influences the Company recorded rapid growth in both retail and office leasing, which was encouraging. He said, "The performance on the Mainland came as a bit of a surprise to us. Outside of Shanghai, the growth rate was faster than that of Shanghai, so we are happy with this year's results. Moreover, I think we can do even better in the coming year."



### 五大策略

在当今充满挑战的商业环境下，企业须不断审视自己的表现，与时俱进，进行革新，才可以走在行业之先。上任后，卢韦柏为公司制定了五大策略，让公司达成可持续发展的最终目标。他详细解释这些策略如何推动公司的发展。

卢韦柏表示，在五个策略中，最重要的是“以客为本”。他说：“我们做的每一件事，都要了解客户的需要。我们的客户是高端的一群，也愈见年轻，所以要真正做到‘以客为本’。”另一方面，亦需要发挥恒隆的品牌效应，让每一位客人不论在旗下的任何一个商场或办公楼，都感受到世界级的体验。

第三乃科技应用，卢韦柏表示我们可以运用科技增加生产力，令工作更有效率。他说：“公司要紧贴科技潮流。以往一些不可能发生的事情，都因科技发展而变成可能，所以我们可以运用科技达成目标，但当然，同时要注意网络安全，保障公司的利益。”

谈到高效的执行力，卢韦柏指作为一个发展商，在工程建造和物业管理方面，需要做到准时完工，亦不会超出预算。这包括如何运用和调配资源，加快公司的发展。最后，是如何秉持恒隆的核心价值，在企业管治、道德、诚信等范畴，所有同事都必须遵循最高的诚信和行为标准。

卢韦柏将公司比喻为一辆跑车，并表示：“现在赛道已经画好了，同事也清晰知道这五个（策略），我们一起并肩作战，在这跑道上一起跑得更快。”

### The Five Strategies

In today's challenging business environment, companies need to make regular reviews of their performance and when necessary undergo a transformation in order to stay on top. When Weber arrived at the Company, he set out five strategies which he said were the key to achieving the ultimate goal of sustainable growth. He elaborated on his views about these strategies with which the Company can forge further ahead.

In Weber's view, being customer-centric is the most important of the five strategies. "In absolutely everything we do, we need to understand the needs of our customers, given that our customers are high-end and are getting younger," he said. We need to focus totally on our customers and at the same time increase our capabilities. On the other hand, we also need to enhance our branded experiences, so that each of our customers can enjoy a world-class ambience at every one of our shopping malls and offices.

On the uses of technology, Weber thought we can ride on this scientific knowledge to increase our production and make us more efficient. "We should embrace technology, because things that could not be done earlier can now be achieved with the advances of technology. We should use it to achieve our goal, but of course we also need to stay vigilant about cybersecurity so as to safeguard the Company's interests," he said.

When discussing the concept of disciplined execution, Weber opined that as a real estate developer, we need to be on time and on budget in our construction and asset management. We need to know how to use and redeploy our resources so that the Company can grow even faster. Finally, on the upholding of Hang Lung's core values, all colleagues must comply with the highest standards of corporate governance, ethics and integrity.

Weber compared the Company to a sports car and said, "Now the track has been set, and our colleagues is clear about the five strategies. We can work side by side, together we can run even faster."

## 杭州的大计

恒隆于2018年5月投得位于杭州市的黄金地块，标志着公司的版图成功拓展至第九个内地城市，共11个项目。卢韦柏指对项目非常期待，同事在过去数月也密锣紧鼓去筹备。现时，杭州项目已经定下了蓝图，将发展成为一项商业综合项目，当中包括办公楼、酒店和一个商场。地面的总楼面面积为194,100平方米，也包括一个约30,000至40,000平方米的地库。

## Master Plan for Hangzhou

In May 2018, Hang Lung was successful in its bid for a prime site in Hangzhou. The acquisition extends Company's reach to a total of 11 developments in nine Mainland cities. Weber spoke about this project with much anticipation. For the past few months, our colleagues have been hard at work preparing for this project. According to the blueprint that has now been set, the development will be a mixed-use commercial complex, with office towers, a hotel and a shopping mall. The total gross floor area above ground will be 194,100 square meters and the basement will have about 30,000-40,000 square meters.



## 展望2019

卢韦柏指2019年将是非常忙碌的一年。在香港方面，山顶广场的翻新工程会于下半年落成。内地方面，上海的港汇恒隆广场将会于年底完成为期三年的优化工程。此外，昆明的恒隆广场也会于下半年开幕、无锡的恒隆广场第二座办公楼也会于下半年交付，加上沈阳的康莱德酒店也会于下半年开业。

为带领同事走过如此忙碌又富挑战性的一年，卢韦柏希望与同事一起并肩作战、一起努力。他也再次感谢同事于过往一年的不懈努力，他说：“各同事的努力会大为增强公司的竞争力，亦让我们有能力增加收入。所以于2019年，我期望会有丰盛的一年，亦持续2018年下半年的势头，在2019年做得更好！”

## Looking Ahead

Weber said that 2019 will be a busy year. In Hong Kong, the renovation of The Peak Galleria will be completed in the second half of the year. Meanwhile on the Mainland, Grand Gateway 66 in Shanghai will complete its three-year renovation by the end of the year. In addition, we will also see the opening of Spring City 66 in Kunming, the opening of the second Office Tower at Center 66 in Wuxi, plus the opening of the Conrad Hotel in Shenyang.

To lead the team forward in tackling the challenges during this eventful year, Weber hoped that everyone will work hard together. He thanked all our colleagues for their efforts in 2018. "Because of colleagues' dedication, the Company's competitiveness will increase, and our capability to increase our revenue will be strengthened. So, I believe that 2019 will be a fruitful year, one in which that we can continue the positive momentum we achieved in the second half of 2018 and do even better!"

## 于2019年完成的项目

### 香港 Hong Kong

- 香港山顶广场的优化工程  
The Peak Galleria renovation



- 上海的港汇恒隆广场的优化工程  
Grand Gateway 66 renovation, Shanghai



## Projects to be Completed in 2019

### 内地 Mainland China

- 昆明的恒隆广场  
Spring City 66, Kunming



- 沈阳的康莱德酒店  
Conrad Hotel, Shenyang



- 无锡的恒隆广场第二座办公楼  
Office Tower 2, Center 66, Wuxi



# 大连市、区政府代表团到访恒隆总部

## Dalian Government Officials Visit Hang Lung Headquarters

由大连市市长谭成旭先生率领的市、区政府代表团在1月28日（星期一）到访恒隆总部，与公司的管理层会面交流。行政总裁卢韦柏先生感谢大连市政府对公司的支持，双方在会上交流对大连经济发展的看法，并表示对未来业务表现充满信心。

出席者包括大连市商务局局长王丽英女士、大连市政府办公厅副主任罗卫星先生、大连驻香港经济贸易代表处首席代表薛国先先生、西岗区区长吴开华先生和西岗区商务局局长肖文成先生、恒隆地产执行董事陈文博先生和陈家岳先生、董事—项目管理劳建亮先生及董事—租务及物业管理Mr. Aris Maroulis。

A government delegation led by Dalian Mayor Mr. Tan Chengxu visited Hang Lung headquarters on January 28 (Monday) for a meeting with the Company's management. CEO Mr. Weber Lo thanked the Dalian Government for its support to the Company. They shared views on Dalian's economic development and expressed optimism to the future business performance.

The attendees included Ms. Wang Liying, Administrator of Commerce Bureau of Municipal Government of Dalian; Mr. Luo Weixing, Vice Chairman of the General Office of Municipal Government of Dalian; Mr. Xue Guoxian, Chief Representative of Economic and Trade Representative Office of Dalian in Hong Kong; Mr. Wu Kaihua, District Governor of Xigang District; Mr. Xiao Wencheng, Administrator of Commerce Bureau of Xigang District Government; Mr. Adriel Chan and Mr. Norman Chan, Executive Directors of Hang Lung Properties; Mr. Adrian Lo, Director – Project Management; and Mr. Aris Maroulis, Director – Leasing and Management.



▲ 大连市政府代表团与恒隆管理层会面交流  
Dalian Government Officials meet with Hang Lung's top management

星级服务专区 HL Star Service

## 将心比己 Put Oneself in Another's Shoes

如果你遗失了预备送给父母庆祝金婚的礼物，会是如何焦急的心情？而作为男士的你带着年幼的孙女却不方便带她到洗手间去，又会否感到不知所措？将心比己，才能为客户多做一点。两位“绿宝石客户服务—优异奖”得主就可设身处地为他人着想，展示出优质客户服务精神。

天津的恒隆广场的程怡在商场捡获一对刻有名字的戒指，到专柜查询得知是子女买来庆祝父母金婚，明白戒指意义重大，宁愿牺牲私人休息的时间，也主动于上班前到老夫妇家归还戒指，更送上一束鲜花致意祝福。而在沈阳，皇城恒隆广场的张阳明白到年事已高的男客人不便带着年幼的孙女到洗手间，她主动协助带同四岁的小女孩前往，更在礼宾服务台拿了一本书送给小女孩作为表现良好的奖励。

▶ 皇城恒隆广场的张阳送了一本书给小女孩作为表现良好的奖励  
Zhang Yang from Palace 66 rewards a young girl with a gift book for her good behavior



How anxious can one be when losing a precious gift for celebrating his/her parents' golden wedding anniversary? If you were a grandfather, would it be embarrassing when you cannot take your granddaughter to the restroom? By understanding what customers need, one can go the extra mile. Two Merit Case winners from 2018 Emerald Award have showcased the spirit of customer service excellence by putting themselves into the customers' shoes.

Cheng Yi from Riverside 66 found a pair of rings with engraved names and went to the shop for more information. As she learned that the rings were prepared for celebrating the 50<sup>th</sup> wedding anniversary of the customer's parents, she decided to sacrifice her own time and send the rings to their home before work together with a bouquet of fresh flowers to commemorate the occasion. In Shenyang, Zhang Yang from Palace 66 understood how inconvenient it can be for a grandfather to take his young granddaughter to the restroom. She offered to help by taking the little girl to the restroom and rewarding her with a gift book from the concierge for her good behavior.

◀ 天津的恒隆广场的程怡送回戒指  
Cheng Yi from Riverside 66 returns a pair of rings



# 恒隆智选管理培训生

## TEAMS Day Embraces New Technology to Select Management Trainees



- 透过虚拟实境技术让参加者认识上海的恒隆广场  
Participants explore Shanghai's Plaza 66 using virtual reality technology



恒隆“管理培训生计划”今年收到逾2,000份申请，当中只有200多位大学毕业生通过首两轮甄选中的各项考核，获邀参加在1月23日（星期三）举行的TEAMS Day，争取机会进入最后阶段的评估和面试，加入恒隆成为管理培训生力军。

今年的TEAMS Day特意设计了一个手机应用程序，参加者需按照指示走访公司旗下在香港的不同物业，在限时内完成任务，并运用虚拟实境体验“走进”上海的恒隆广场，接受“跨地域”的挑战。

恒隆“管理培训生计划”自2004年推出，每年皆收到逾千本地及海外大学生报名。每位成功加入管理培训生行列的毕业生，均需接受为期18个月的在职培训，以“岗位轮换”方式在香港及内地不同的部门工作，全面认识恒隆在各个城市的业务发展及运作。培训期内，公司的高级管理人员将担任管理培训生的导师，与他们分享宝贵的工作和生活经验，并为他们的生涯规划提供意见。

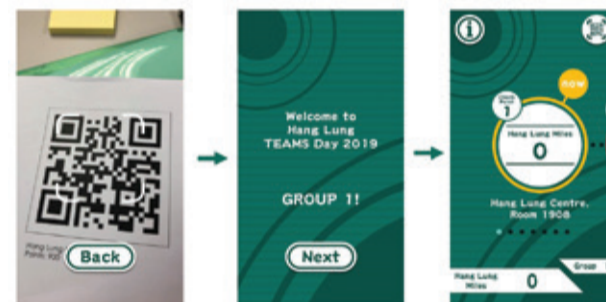


TEAMS代表公司对人才的要求，分别为才能Talented、活力Energetic、分析力Analytical、主动性Motivated、明智Sensible。

- 来自不同部门的同事齐心协力筹备TEAMS Day  
Colleagues from various departments work together for TEAMS Day



- 参加者需要运用手机应用程序TEAMSmile找出当日路线  
Participants need to use the mobile app TEAMSmile to access the route and schedule for the day



The Hang Lung Management Trainee Program has received more than 2,000 applications this year. After the first two rounds of selection, only about 200 university graduate applicants were invited to participate in TEAMS Day on January 23 (Wednesday) to embark on a further round of rigorous selection.

This year, the Company designed a mobile phone app specially for TEAMS Day. Participants had to follow the instructions in the app to visit different Hang Lung

properties around Hong Kong, complete tasks within a limited time, and "pay a visit to" Plaza 66 in Shanghai using virtual reality software.

The Hang Lung Management Trainee Program has been running since 2004 and has received more than a thousand applications from local and overseas university graduates each year. Each graduate chosen as a management trainee is required to undergo an 18-month training program, working in different departments across Hong Kong and the Mainland to fully understand the Company's business and development. During the training period, the Company's senior executives act as mentors and share valuable job and life experience with the management trainees, as well as provide advice on their career plans.

TEAMS represents the Company's talent requirements, and stands for Talented, Energetic, Analytical, Motivated, and Sensible.



恒隆地产  
Hang Lung  
Properties



LinkedIn





除了拜年、逗利是，农历新年当然要到街上行大运！恒隆旗下的香港商场经过一番悉心布置，摇身一变成各具特色的打卡热点，并邀得《芝麻街》的经典角色坐阵，齐齐“型”接新春！

In addition to being a time for family reunions and exchanging auspicious red packets, the Lunar New Year is also a time when it is customary to take a stroll in the streets to usher in luck for the coming year. With special, stylish thematic installations and the presence of much-loved, famous characters from *Sesame Street* among other exciting attractions, Hang Lung's malls were the most festive places to visit this New Year!

# 狂欢同贺

## 寿星《芝麻街》与你贺新年

*Sesame Street Celebrates its Birthday and CNY with You*

适逢《芝麻街》今年50岁大寿，在农历新年期间，位于铜锣湾Fashion Walk的百德新街、食街、京士顿街9号，及位于旺角的雅兰中心、荷李活商业中心、家乐坊，联手打造以Fortune Walk“芝麻开运‘型’新春”为主题的专属《芝麻街》体验！八大经典角色首次齐集香港与大家见面，并参与了多场巡游，吸引大批市民围观，将节日气氛推到最高！。

*Sesame Street is celebrating its 50<sup>th</sup> anniversary this year! During the festive period, Paterson Street, Food Street, and 9 Kingston Street at Fashion Walk in Causeway Bay, and Grand Plaza, Hollywood Plaza, and Gala Place in Mongkok co-launched the Fortune Walk, a *Sesame Street*-themed event, offering a unique and fun-filled celebration of the Lunar New Year. Eight of the show's major characters visited Hong Kong to meet fans for the first time, and crowds were drawn by the festive atmosphere!*



Fashion Walk

### 《芝麻街》角色见面会及“芝麻开运‘型’新春”巡游 Sesame Street Meet & Greet and Sesame Street Parade

雅兰中心、荷李活商业中心、家乐坊  
Grand Plaza, Hollywood Plaza & Gala Place



“盘满钵满”  
猪年金币工作坊  
DIY Piggy Gold  
Coin Workshop



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除了《芝麻街》的一众巨星，康怡广场及淘大商场亦分别带来小猪和喜鹊，与大家欢度了一个热闹的新春！其中，康怡广场的春节市集，吸引不少顾客带同子女办年货。而淘大商场也可谓浪漫至极，璀璨的桃花天幕装置吸引情侣们纷纷在食街拍照打卡，留住甜蜜一刻。两大商场亦为顾客预备了充满节日气氛的贺年节目，包括挥春工作坊和迎财神等活动，提供不一样的购物体验！

This year's Lunar New Year celebrations at Hang Lung's malls not only featured the stars of *Sesame Street*, but also cute piggies and magpies to welcome the Year of the Pig! Many parents brought their children to visit the New Year Market with piggies at Kornhill Plaza. Also, couples enjoyed a captivating romantic experience at Amoy Plaza, where they were able to take breathtaking photos beneath a passionate sea of flowers on Food Street and capture sweet memories. The two malls also arranged a series of festive celebrations, including a Fai Chun Workshop and the Golden Lion Lunar New Year Celebration, among others. Customers experienced a unique Hang Lung-branded shopping experience!

# Celebrating a Hang Lung-branded Lunar New Year!

## 恒隆新年



### 小猪喜鹊 共迎新春

New Year with the Four Piggies and Magpies

### 金狮献瑞贺新春 Golden Lion Lunar New Year Celebration



### “暖恋冬日·创意设计”周末市集 Winter Weekend Market



### 淘大商场 Amoy Plaza 喜气迎财神 God of Wealth Appearance



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### 新春美食展 Lunar New Year Food Exhibition



### 康怡广场 Kornhill Plaza “迎春接福”版画挥春工作坊 DIY Printmaking Stamped Fai Chun Workshop



### 春节·游·市集 Chinese New Year Market with Piggy



### 我的“前世情人”花水瓶工作坊 My Valentine Spark Chamber Making Workshop



### 喜迎财神贺猪年 God of Wealth Blessing

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# 狂欢同贺 恒隆新年

Celebrate the Hang Lung-branded Lunar New Year!

云集猪界明星麦兜、传统年兽、新春年花、童话人物爱丽丝和乐高®大师贺年作品，恒隆旗下的八个内地商场以充满节日气氛的布置、新春市集和特色手作坊打造独一无二的恒隆新年，与顾客共庆新春！

McDull the piggy superstar, traditional Nian, festive flowers, Alice from the Wonderland and creative masterpieces from the LEGO all arrived at Hang Lung's malls on the Mainland for the Lunar New Year celebration! Eight malls prepared festive installations, flea markets and special workshops to create one-of-its-kind Hang Lung-branded Lunar New Year to celebrate the festivities with all customers!

## 恒隆广场·上海 Plaza 66

“年·来了” Here Comes “Nian”



以“年·来了”为主题，上海的恒隆广场打造了两个结合传统古韵和西式浪漫的新年艺术装置，吸引不少顾客拍照打卡的同时，更以互动体验增添新春趣味。由户外的装置参与寻找年兽互动游戏，再到中庭通过手机和装置大屏幕“燃鞭炮”，让顾客在现代都市中都能感受传统新年体验。

Welcome the New Year at Plaza 66! The mall introduced two New Year installations combining traditional artistic and western romance with interactive games as the perfect spots for photo-taking with customers and their families. From nian-hunting interactive game at the outdoor installation to the digital firecrackers at the Atrium, customers all enjoyed the traditional ambience of New Year celebration with a modern twist!



## 港汇恒隆广场 Grand Gateway 66

花舞纸境 Ultimate Beauty of Paper

新春刚至，港汇恒隆广场已是百花齐开、繁花盛放，由纸艺大师吴玉娜 (Lina Wu) 为商场度身打造的“花舞纸境”由大堂蔓延至玻璃廊桥和天花穹顶，展现欣欣向荣的新年愿景。不少顾客沉醉一片花海之中，与家人朋友合影留念，还参与纸艺手作坊，将美好春意带回家。



When the spring has just arrived, the full bloom has decorated Grand Gateway 66 with custom-designed paper flowers created by artist Ms. Lina Wu. From the lobby to the hallway and the ceiling, the installations visualized the New Year vision of prosperity. Not only enjoying the beautiful spring inside the mall and taking photos with friends and families, customers also joined workshops to bring the bloom home!



## 市府恒隆广场 Forum 66

爱丽丝奇境缤纷之旅新春派对  
New Year Party with Alice



在1月26日(星期六)，市府恒隆广场举办了“爱丽丝奇境缤纷之旅”新春派对，邀请了爱丽丝、兔子等等一众童话故事角色来到沈阳与大小朋友欢聚新年，让顾客们走进梦游仙境与爱丽丝互祝新年快乐，加上连场歌舞表演，让狂欢气氛推到最高点！

On January 26 (Saturday), Forum 66 held a New Year party themed Alice's Wonderland Adventure, inviting the charming characters from the tale including Alice and the Rabbit to Shenyang for the cheerful celebration with all customers! The characters not only came to send the best wishes of Happy Chinese New Year to customers but also brought along music and dance to push the celebration atmosphere to the max!

## 恒隆广场·无锡 Center 66

乐高®新年 The LEGO® Celebration

气势磅礴的故宫、精神抖擞的舞狮……由大中华区唯一乐高®专业认证大师洪子健先生带领团队设计、用上近100万颗乐高®积木打造的新年展览，吸引了大小朋友来到恒隆广场感受别树一格的新年氛围。除了展出精致作品，商场更举办多场手作坊让顾客体验砌积木乐趣，开心过新年。

The Forbidden City, the spirited dancing lion... as part of the New Year exhibition created by the team of the only LEGO® certified master Mr. Andy Hung in Greater China with nearly 1 million LEGO® blocks have attracted customers of all ages to Center 66 for a special New Year celebration! Apart from the exquisite exhibits, the mall also organized a series of workshops for all to enjoy the fun of building LEGO® blocks as well as the best entertainment during the Lunar New Year.



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**送**犬迎猪，深受欢迎的麦兜和他的亲友与一众顾客共度与别不同的恒隆新年！在大连、济南、天津的恒隆广场和沈阳的皇城恒隆广场带来四个以“好事成双”、“富贵吉祥”、“缘定三生”、“桃花满愿”为题的新年装置，吸引不少顾客前来添福气。部分商场更设有新春市集，让顾客尽情办年货及享受美食，收获丰足过肥年！此外，麦兜亦会以新春及情人节形象出现于主题装置之上，同时带来不同活动及购物礼遇，为顾客于新年前、新年期间及情人节带来连番惊喜。

Welcoming the Year of Pig with the superstar McDull for the unique Hang Lung-branded celebration! Four malls, including Olympia 66, Parc 66, Riverside 66 and Palace 66, have brought four themed installations for customers to receive the best blessings. Some malls also introduced New Year Markets with rewarding shopping and delicacies for everyone's fruitful Lunar New Year holidays! McDull is featured in installations, events, and numerous shopping offers during Pre-CNY, CNY and Valentine's Day to spread joy for the New Year.

# 恒隆新年

## 麦兜喜迎春

Celebrate the Hang Lung-branded CNY with McDull

### 皇城恒隆广场 Palace 66

### 恒隆广场·大连 Olympia 66



### 恒隆广场·天津 Riverside 66



### 恒隆广场·济南 Parc 66



## 勇夺环岛行10公里赛亚军 Winning First Runner-up at the Green Power Hike

**做** 善事应当不遗余力，能得奖更锦上添花。年度行山盛事“绿色力量环岛行”于1月12日（星期六）圆满举行，香港的恒隆一心义工队共派出四支队伍，共15名同事，参加10公里和25公里的赛事。当中，由租务及物业管理部及资讯科技部同事组成的队伍，更赢得物业管理杯10公里赛事的亚军！

We should spare no effort for a charity cause, but it is even better when hard work pays off! The large-scale annual hiking event Green Power Hike was successfully held on January 12 (Saturday). Hong Kong's Hang Lung As One Volunteer Team sent four teams, a total of 15 colleagues, to compete in the 10km and 25km races. One of the teams from the Leasing and Management and Information Technology Departments even won the first runner-up in the 10km race of the Property Management Cup!

▼ 租务及物业管理部冯淇汉（左）、许志强（右）和资讯科技部黄星照（中）  
Fung Kihon (left), Kelvin Hui (right) from Leasing and Management and Paul Wong (middle) from IT



## 慈善夜行香港之巅 Charity Night Walk to the Highest Peak in Hong Kong

**为** 为鼓励市民实践绿色生活，“绿惜地球”于1月26日（星期六）举行“撑绿惜日跑夜行”，香港的恒隆

一心义工队一行10人参加了慈善夜行的活动，挑战香港最高峰——大帽山。活动当天，义工队由下午4时30分出发，途经大帽山道停车场及大帽山气象雷达站，历时4.5小时，完成全程约6.6公里的登山路线。当站在香港之巅眺望美丽的落霞时，义工队都不约而同大呼值得！

Green Earth organized the Day Run Night Walk for a Greener Earth on January, 26 (Saturday) to promote green living. A group of 10 people from the Hang Lung As One Volunteer Team joined the Night Walk and took the challenge to scale Tai Mo Shan. On the day of the event, the team started at 4:30pm, and scaled the route past Tai Mo Shan Road top carpark and Tai Mo Shan Weather Radar Station. They took 4.5 hours to complete the 6.6km hiking route. When standing at the highest point of Hong Kong to admire the beautiful sunset, all the team members thought that joining the race was truly worthwhile!



## 为残障儿童送暖 Sending Love to Disabled Children

**武** 汉的恒隆一心义工队于1月4日（星期五），在市内一间特殊教育学校举办了“关爱特殊儿童 用心点燃希望”的活动，为该校108名残障儿童设计了一连串益智互动游戏，并安排了趣味DIY课堂，一同发挥创意制作属于自己的手工作品。由于临近农历新年，义工也将御寒冬衣、教学用具等物资送赠予学校，并与老师探访部分学生家庭，送上日用品。义工们希望，社会可多关注残障儿童的需要，让特殊教育有更好的发展。

On January 4 (Friday), Heartland 66's Hang Lung As One Volunteer Team organized an activity day for 108 disabled children at a special education school. They designed a series of interactive games and a DIY workshop for the children. The children had fun in making their own handicrafts. As the Lunar New Year was approaching, the volunteers also sent winter clothes and teaching materials to the school. They also joined the school teachers to visit some of the low-income families and brought them daily necessities. The volunteers hoped that the society can pay more attention to the needs of disabled children and promote the development of special education.



# “恒隆·筑迹” x 活现香港导赏团

## Hang Lung Young Architects Program x Walk in Hong Kong Guided Tours

▼ 屯门 Tuen Mun

恒隆策动的“恒隆·筑迹——年轻建筑师计划”于去年7月选出了三条由中学生设计的精选建筑导赏路线，并于本年1月赞助活现香港举办三场导赏团供市民免费参加，带领近100名参加者游走屯门、荃湾及中上环区，认识学生眼中的香港，了解特色建筑物背后的故事。



▲ 荃湾 Tsuen Wan  
▼ 上环 Sheung Wan

In July last year, the Hang Lung Young Architects Program (Program) selected three winning walking routes. Several months later, the Program sponsored the Walk in Hong Kong to organize and conduct free guided tours for public to join in January this year. The docents took about 100 participants on tours in Tuen Mun, Tsuen Wan, and Central and Sheng Wan Districts, explaining how the youngsters perceive Hong Kong and telling them the stories behind some of the architectural highlights.

绿色·恒隆 HL Sustain

# 中国可持续发展的重任

## China's Sustainability Mission

中国去年全年经济增长6.6%，符合预期。然而，急速的发展却对国家的可持续发展构成威胁。去年，中国全年碳排放增长率不跌反升，由2017年的不足2%，增加至高于4%，情况让人忧虑。此外，环境退化亦是中国近年所面对的严峻问题之一。

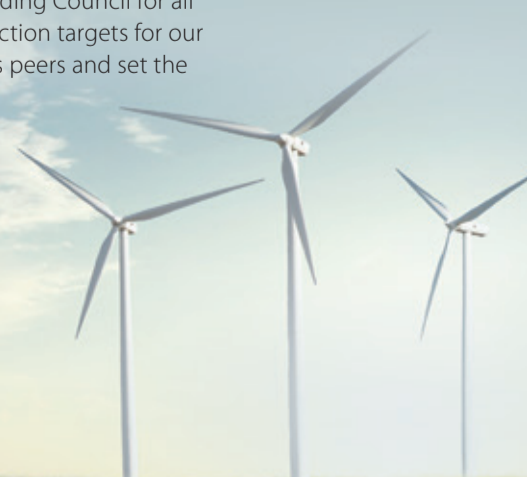
面对种种环保问题，国际社会持续关注中国在推动全球可持续发展的角色。为担起这个责任，在2016年，中央已针对由联合国所提出的《2030年可持续发展议程》公布一项全国性执行计划。国家主席习近平亦在“中国共产党第十九次全国代表大会”中再次确立了国家对可持续发展的承诺，订下四大方针，包括绿色经济转型、解决环境问题、生态保育及有效环境管治系统。

为配合国家在可持续发展上的政策，恒隆亦作出了几项承诺，包括致力为旗下内地新建物业争取由美国绿建筑议会颁发的能源及环境设计先锋奖金奖认证，同时为旗下既有物业订下进取的节能目标。恒隆矢志成为同业间的模范，为国家的长远可持续发展作出贡献。

China experienced 6.6% GDP growth in 2018, in line with the expectations of analysts. However, such rapid advancement comes with a cost that threatens sustainable development. For instance, China's carbon emissions' year-on-year growth rate increased from less than 2% in 2017 to more than 4% in 2018, casting doubts on the ability of China to tackle climate change. Alongside the expanding carbon footprint, environmental degradation in China is also a pressing issue that urgently needs to be addressed.

Therefore, how China can take its share of the responsibility to achieve global sustainability is among the top concerns in the international arena. In response, the Chinese government released a national plan in 2016, to implement the 2030 Agenda for Sustainable Development initiated by the United Nations. At the 19<sup>th</sup> National Congress of the Communist Party of China (CPC), President Xi also emphasized China's commitment to sustainable development in four focus areas: green economy transformation, addressing environmental issues, ecological conservation, and effective environmental regulatory systems.

To tie in with the country's policy on sustainable development, Hang Lung also made a few promises. In particular, the Company committed to attain at least Gold Level under the Leadership in Energy and Environment Design (LEED) Certification Scheme of the U.S. Green Building Council for all new buildings in mainland China, and has set aggressive energy reduction targets for our existing buildings. Hang Lung aspires to be the role model among its peers and set the pace in contributing to the long-term sustainability of the country.



# Shaping The Future!

## 恒隆义工在2018年服务社会超过13,000小时

### Hang Lung's Volunteers Contributed over 13,000 Hours in Total in 2018



恒隆一心义工队在2018年于香港及内地多个城市服务社会总共超过13,000小时，活动次数对比上一年增长15%。为嘉许香港义工过去一年的努力，公司于2月15日（星期五）举行了恒隆一心义工队嘉许礼，由行政总裁卢韦柏先生主礼，向出色义工颁发感谢状。颁奖后，近百位得奖义工及同事一同于UA淘大庆祝，欣赏贺岁电影《廉政风云》。

卢韦柏先生表示：“公司一直鼓励同事运用自己的专长及兴趣贡献社会，既一展所长，亦提升服务成效。义工队自2012年成立至今，有赖逾千名同事和义工的付出，每年在香港及内地多个城市举办超过100项活动，贯彻恒隆的核心价值，为社会作出贡献。”

The Hang Lung As One Volunteer Teams have pushed the bar of excellence higher again with a total of 13,000 service hours in Hong Kong and Mainland cities in 2018, with a 15% increase in number of activities compared to the previous year. To honor their efforts, the Company hosted a recognition ceremony on February 15 (Friday), which was officiated by CEO Mr. Weber Lo who presented certificates of appreciation to outstanding volunteers. After the award presentation, winners and colleagues of close to 100 celebrated the moment by enjoying the New Year movie *Integrity* at UA Amoy.

"The Company encourages all employees to give back to society by sharing professional expertise and personal interests, as part of personal development and our collective effort to better serve the community," said Mr. Weber Lo. "Thanks to the enthusiastic support of 1,000-plus colleagues, more than 100 community-based activities are organized every year in Hong Kong and various cities on the Mainland since the establishment of our volunteering team in 2012, confirming Hang Lung's determination on giving back to society."





◀ 卢韦柏先生(右)颁发嘉许状予年度「恒隆义工王」萧朗然(左)  
Mr. Weber Lo (right) presents certificate of appreciation to Patrick Siu (left), the Top Volunteer of the Year

## 科技达人助基层分析数理

来自资讯科技部的程式分析员萧朗然自2015年起担任“恒隆趣味数学班”的导师，三年来向基层学生提供超过150小时的数学功课辅导。他去年服务时数达138小时，更首度成为“恒隆义工王”。他表示：“我平时工作要利用不同的分析工具及程式解决问题，当中需要运用的技巧，与教授小朋友解决数学问题如出一辙。成为‘恒隆趣味数学班’的导师，给予我满足感，让我发挥所长。”

## Learn Math with IT Expert

Wearing the hat of tutor in Hang Lung Fun Math Tutorial Classes since 2015 is Patrick Siu, Analyst Programmer, who has contributed over 150 service hours to the math classes for underprivileged students in the past three years. His staunch dedication last year, which amounted to 138 service hours, earned him his first Top Volunteer title. He said, "In my professional capacity, I am tasked with problem solving using analysis tools and programs. The skills involved are very much the same as those used to tackle math problems. The tutorial classes are a rewarding experience in that I can use my talents in helping those in need."

## 建筑师培育新一代接班人

恒隆于2017至2018年举办了首届“恒隆·筑迹——年轻建筑师计划”，让中学生透过一系列互动讲座、工作坊、导赏团及路线设计比赛，认识建筑与社区的关系，培育他们成为未来的建筑师。发展及设计部经理陈耀邦以建筑师的身份参与其中，他不单在路线设计比赛中担任评审，更亲自带领胜出队伍到新加坡参观当地的环保建筑，向年轻一代传授专业知识。他表示，能够参与培育年轻一代，把建筑知识传承下去，为其建筑师的身份赋予多一重的意义。

## Nurture The Future Architects

The first Hang Lung Young Architects Program spanning 2017 and 2018 was an initiative aimed at nurturing future architects through talks, workshops, guided tours and the Architectural Tour Design Competition for secondary school students to delve into the relationship between architecture and the community. Godfrey Chan, one of the participating architects from Development and Design Department, joined the design competition judging panel and led the guided tour to Singapore, where he shared knowledge with the winning team in the field trip to green buildings. Chan feels content that his role as an architect is given more than just a profession, through this meaningful program he helps pass on architectural knowledge from generation to generation.

## 恒隆一心创建未来

今年，恒隆一心义工队将继续以Shaping The Future为主题，支持青少年发展、环保活动及长者服务三大服务范畴，包括于下半年展开第二届“恒隆·筑迹——年轻建筑师计划”，发掘新一批年轻建筑师；推出一系列长者探访及体验活动；延续环保工作，在香港及内地项目推出关注空气质素的教育活动，提升大众对空气质素的认识。

## Shaping The Future

This year, the Hang Lung As One Volunteering Teams will continue to build on the Shaping The Future theme in three scopes, namely youth development, environmental protection, and elderly services. This includes the second edition of Hang Lung Young Architects Program, slated to open in the second half of the year to scout future architectural talents; home visits and activities for the elderly; and educational activities to promote awareness of air quality in Hong Kong and on the Mainland.

▼ 恒隆建筑师陈耀邦(中)亲自带领路线设计比赛胜出的队伍到新加坡参观当地的环保建筑，向年轻一代传授专业知识  
Hang Lung's architect Godfrey Chan (center) takes a team of winning students at the Architectural Tour Design Competition on a trip to Singapore and shares his knowledge of green buildings



◀ “恒隆义工王”萧朗然去年服务时数达138小时。他自2015年开始已担任“恒隆趣味数学班”的导师，向基层学生提供免费数学功课辅导  
Contributing 138 service hours in 2018, Top Volunteer Patrick Siu has been a tutor of Hang Lung Fun Math Tutorial Classes for underprivileged students since 2015



Pantone of 2019  
彩通年度代表色

# 活珊瑚橘 Living Coral

要数今年的热门颜色，一定是被彩通 (Pantone) 选为年度代表色的活珊瑚橘 (Living Coral)。活珊瑚橘是一种来自大自然的颜色，不仅出现在海洋的珊瑚群中，也能在每天 Magic Hour 的斜阳中看见。彩通形容：“带着金色底色的珊瑚色调，以较为柔和的感觉带来活力与生机，能轻易打动人心。”不少品牌已推出了一系列以活珊瑚橘为主色调的产品，就让我们把这温暖的色彩带到日常生活中吧！

Among the hottest trending colors of 2019, the stand-out must be Pantone's 2019 Color of the year, Living Coral. A natural color taken from the spectrum of our ecological habitat, Living Coral can be found everywhere from in our oceans to that daily Magic Hour when the sun sets. Pantone describes Living Coral as an animating and life-affirming hue with a golden undertone that energizes and enlivens with a softer edge, which can easily touch people's hearts. Many brands have launched product lines featuring Living Coral. Let's bring this warm color to our daily lives!

## 女生之选 For Her

珊瑚色的女装很常见，想来点不一样的话，不妨试试 M.A.C 推介的蜜桃珊瑚色系彩妆，再搭配浅色衣服，绝对能让人怦然心动。

Coral-colored women's clothing is common. If you want to try something different, you can try M.A.C's See Sheer makeup matched with light-colored clothes. The combination is sure to make onlookers' hearts skip a beat!

## 男生之选 For Him

既热情、开朗又柔和的珊瑚色，绝对不是女生的专利！男生穿起珊瑚色上衣，简单搭配黑色长裤或牛仔裤，不单时尚型格，更能显出暖男形象！

Colors that exude passion and joy while belonging to a softer palette are not the exclusive domain of the fairer sex! Boys who wear Living Coral tops paired with black trousers or jeans are sure to give off an energetic and stylish vibe!

SEE THE FUTURE  
EYE SHADOW (MATTE) | \$160

SEE ME BLUSH  
POWDER BLUSH | \$225

SEE STARS  
EYE SHADOW (FROST) | \$160

SEE SHEER  
LIPSTICK | \$160

SEE ME SHINE  
LIPGLASS | \$160

TRULL TEXTURED  
SLEEVE CREW NECK | \$1,450

TOFF ALL OVER GEO  
CORAL PRINTED POLO | \$950

M.A.C  
地点 | Fashion Walk 记利佐治街 11-19 号地下 26-27 号铺  
Address | Shop 26-27, G/F, 11 - 19 Great George Street, Fashion Walk

TED BAKER  
地点 | Fashion Walk 记利佐治街 11-19 号地下 8、21 号铺及一楼 6 号铺  
Address | Shops 8 & 21, G/F & Shop 6, 1/F, 11-19 Great George Street, Fashion Walk

## 每月奖不停

FunCorner

知道答案的同事请即上内联网互动专区递交答案，或把答案连同中文姓名、所属部门和联络方法，发电邮至 [Connections@HangLung.com](mailto:Connections@HangLung.com)，亦可经内部邮递交到集团传讯部。截止日期为 2019 年 3 月 15 日 (星期五)，我们会每期抽出共 10 位得奖同事，每人更可获得当地币值 100 元的购物礼券。

## 2月号题目：男生太多 (猜一字)

12月号题目：和尚打伞 (猜一歇后语) 答案：无法 (发) 无天

得奖者：

马 硕 市府恒隆广场  
高永梅 皇城恒隆广场  
冯 玺 恒隆广场·济南  
陈 琛 恒隆广场·武汉

杨智媛 恒隆广场·昆明  
杜晋玮 恒隆广场·天津  
王 强 恒隆广场·大连

尤月贇 恒隆广场·无锡  
陈韦晴 香港  
叶靖妍 香港

1月号的答案将于下期公布，敬请留意！

恒隆地產  
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