

### 董事總經理寄語

### MESSAGE FROM MANAGING DIRECTOR

今年是甲辰龍年，中國龍予我們的感覺是能飛騰萬里、傲視天下，亦代表祥瑞及優秀。

作為亞洲四小龍之一的香港，去年繼續受全球及內地波動的經濟環境影響。逆全球化的趨勢，正對香港傳統金融、貿易、服務業等帶來結構性的沖擊。面對轉變，去年不少企業都要暫作潛龍，穩守摸索國家<十四五規劃綱要>及<粵港澳大灣區發展規劃綱要>下帶來的轉機及當中的競爭。

本地各類物業的跌價，除了反映經濟週期的調節，也反映供求的結構性改變，或許本地成本價格下調對業主而言是壞消息，但對企業而言，成本下降才有利可圖，才能重新引入投資動力。

今個龍年，香港房地產的價格而至企業的價格相信仍是處於變動及不可預測性高的一年。然而香港的企業精神，正是迅速面對競爭及改變，力求精益求精，再次重拾領導地位。因應內地力求穩中帶進的經濟政策導向，期待今年香港是卧龍再次騰飛的一年，是起動投資、爭取商機的一年。

今年我們將致力與大灣區客戶包括香港客戶的聯動，提升香港專業服務的精、專、誠，迎接未來融入大灣區、24小時通關帶來的行業挑戰及市場商機。

劉詩韻 MH 太平紳士  
董事總經理

This year is the year of the Dragon. In Chinese culture the Dragon is proud and can fly for countless miles, it is also seen as a symbol of prosperity and good luck.

As one of the Asian tigers, Hong Kong continued to surf by the volatile global and mainland economic environment last year. The trend of deglobalization is causing structural shocks to Hong Kong's traditional financial, trade, and service industries. In the face of change, many businesses in Hong Kong had to "lie low" last year, consolidating their positions and exploring the opportunities and competition brought about by the National 14th Five-Year Plan and the Guangdong-Hong Kong-Macao Greater Bay Area Development Plan.

The decline in prices of various types of local properties reflects not only the adjustment of the economic cycle, but also the structural changes in supply and demand. While the decline in local cost prices may be bad news for landlords, it is good news for businesses, as lower costs can lead to profitability and renewed investment momentum.

In this year of the Dragon, it is likely that the prices of Hong Kong real estate and businesses shall remain volatile and unpredictable. However, the entrepreneurial spirit of Hong Kong is well adapted to face rapid competition and changes, striving for excellence and regaining leadership. In response to the mainland's economic policy direction of seeking stability and progress, it is expected that Hong Kong will have a soaring and rising year of the Dragon, regaining investment and seeking business opportunities.

This year, our focus shall be on collaborating with Greater Bay Area clients, including Hong Kong clients, to enhance the professionalism, expertise, and integrity of Hong Kong professional services, and to meet the challenges and market opportunities brought about by the future integration into the Greater Bay Area in light of the 24-hour border crossing arrangement.

Serena Lau MH JP  
Managing Director

## 綜合房地產顧問及產業測量 REAL ESTATE SOLUTION & SURVEYING PRACTICE

### 政府擴大標準金額補地價安排

政府宣布擴大土地契約修訂標準金額補地價安排。

第一，恆常化為一九八七年前落成工業大廈（工廈）重建而設的安排，並擴展至特殊工業用途工廈（例如皮革鞣製、成衣製造和食品製造）。

第二，推出適用於新發展區以外新界農地的試行計劃，首階段涵蓋元朗、北區和屯門內四個現有新市鎮分區和六個現有或擬議鐵路站分區，以引導市場集中資源在交通配套完善及社區規劃和配套較佳的農地推行高密度發展，釋放土地的潛力，以加快土地房屋供應。  
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### GOVERNMENT EXTENDS ARRANGEMENT FOR CHARGING LAND PREMIUM AT STANDARD RATES

The government has announced the extension of the arrangement for charging land premium at standard rates for lease modifications.

On one hand, to regularize the arrangement for redevelopment of industrial buildings constructed before 1987 with the scope expanded to cover the same for special industrial use including leather tanning, garment manufacturing and food production).

On the other hand, to introduce a pilot scheme applicable to agricultural land in the New Territories outside New Development Areas, the first phase shall cover the 4 zones of existing new towns and 6 zones of existing or proposed railway stations within Yuen Long, North, and Tuen Mun districts which targets to steer the market to focus resources on the agricultural land that is well supported by transport infrastructure and better community planning and infrastructure to carry out high-density development, and further release the land potential therein and expedite land and housing supply.

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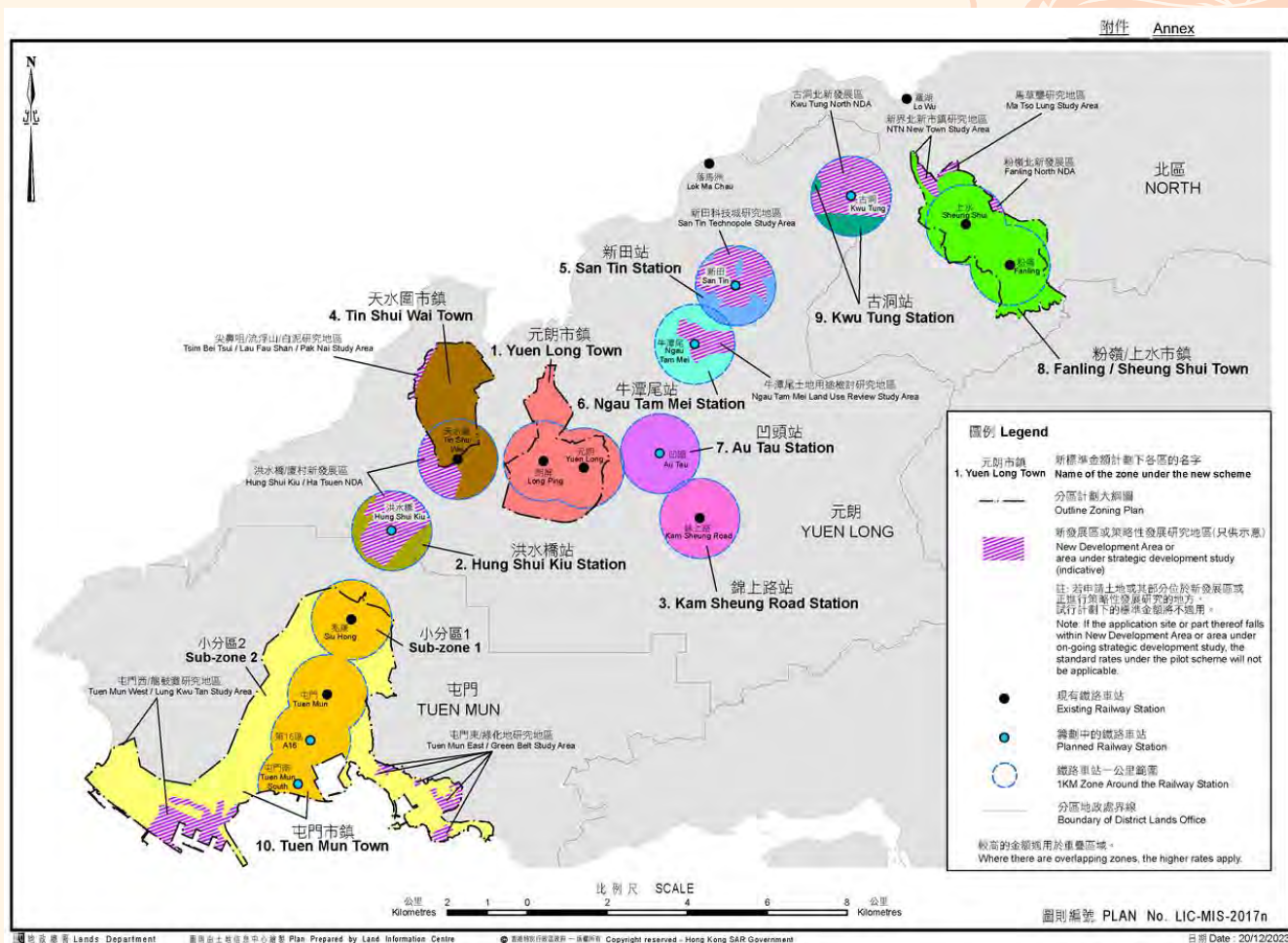
## 綜合房地產顧問及產業測量 REAL ESTATE SOLUTION & SURVEYING PRACTICE

地政總署會為以上不同分區及不同修契前後用途訂立標準金額，金額水平每年檢討一次。

有關安排相信能為有意重建工廈的業權人，提供明確的補地價預算和縮短地價商議時間，同時鼓勵特殊工業用途工廈重建；及加快新界北部都會區的土地發展速度。

The Lands Department will set the standard rates for different zones and different uses before and after lease modification for the above, and the level of rates will also be reviewed annually.

It is believed that such arrangement can provide a certainty on premium amount for owners who wish to redevelop their industrial buildings and shorten the time needed for premium negotiation, and at the same time encourage the redevelopments for special industrial uses; concurrently, the pace of developments within the Northern Metropolis is expected to be expedited.



## 企業評值及諮詢 CORPORATE VALUATION & ADVISORY

### 行業分析與可行性研究的前瞻性規劃

隨著市場的復甦和大灣區結構性變革的加速，專案預算計劃和尋找在財務上可行的項目對於公共和私營機構的可持續發展至關重要。鑑於對土地利用研究和以財務潛力為重點的行業分析的需求不斷增長，永利行很榮幸最近能夠參與地區政府的土地研究，並為我們的客戶提供有關基礎設施、交通和物流產業的可行性研究分析。從考慮土地問題和財務影響的角度，為我們的尊貴客戶進行未來規劃並在各自行業中獲得競爭優勢。隨著亞洲地區人口老化和人們對環境問題的認識不斷提高，預計除了傳統的房地產開發和製造領域外，行業研究將重點關注人工智慧、人口老化服務和綠色技術。

### PLANNING AHEAD WITH INDUSTRY ANALYSIS AND FEASIBILITY STUDIES

With a recovering market and hasten structural changes within the Greater Bay Area on hand, budgeting and seeking financially viable projects become critical to a sustainable development for both the public and private sectors. Having seen an increasing demand for both territorial land use studies and industry analysis with a focus on financial potential, RHL is proud to take part recently in both regional government territorial studies and provide industry analysis in building infrastructure, transportation and logistics sector feasibility studies for our clients, taking into account the perspective of land matters and financial impact for planning forward and gaining a competitive edge in their respective industries for our prestigious clients. Along with an aging demography and increasing awareness of environment issues in Asia, it is anticipated that industry researches shall focus on AI, servicing for aging population and green technology, besides the traditional property development and manufacturing sectors.



## 企業評值及諮詢 CORPORATE VALUATION & ADVISORY

### 永利行再次助力客戶投資東南亞市場

永利行估值團隊為客戶在越南意向投資當地一個標準工業廠房項目進行投資價值估值。該廠房位於越南胡志明市的郊區工業區，我們為客戶提供了該位置的土地市場價值估值，以及同類廠房的工程建設成本的計算。永利行近年先後涉足了位於新加坡、馬來西亞、越南、印尼等國家的土地、商業、工業等類別的物業估值項目，緊隨客戶的業務拓展或轉移，去提供我們的專業服務。

### RHL SUPPORTS CLIENT FOR THEIR MOVING FORWARD TO SOUTHEAST ASIAN MARKET

Our valuation team just finished a valuation for a client's potential investment project in Vietnam, a typical industrial factory. The factory is located in a suburban industrial zone in Ho Chi Minh City, Vietnam. We provided the client with an estimation of market value of land parcel, as well as an estimation of the construction costs of buildings. In recent years, we have been involved in land, commercial, industrial and other types of property valuation projects in Singapore, Malaysia, Vietnam, Indonesia and other countries, providing our professional services following the expansion or relocation of customers' businesses.



## 新聞 NEWS

### 永利行獲頒發連續十年或以上「商界展關懷」榮譽 RHL AWARDED AS 10 YEAR PLUS CARING COMPANY AGAIN

這是我們連續第14年獲頒發「商界展關懷」的榮譽。感謝香港社會服務聯會的肯定，我們會繼續用行動去關愛社區、員工和環境。

This is our consecutive 14th year awarded as the "Caring Company". We appreciate the acknowledgment from The Hong Kong Council of Social Service and will continue to take action to care for the community, employees, and the environment.



### 永利行再次獲頒發「開心企業5+」榮譽 AWARD OF 5 YEARS PLUS OF "HAPPY COMPANY"

今年永利行再一次獲頒「開心企業5+」的開心工作間榮譽！

我們定會繼續保持員工友善的愉快工作環境，肩負起企業關愛精神，向「開心企業10+」邁進。

This year, RHL is awarded the 5 years plus of "Happy Company" once again!

We would continuously keep carrying on this caring spirit and creating a friendly workspace. And we are looking forward to be one of the 10 years plus of "Happy Company".



### 10+「友商有良」嘉許狀 10+ PARTNER EMPLOYER AWARD

永利行十分榮幸再次獲得香港中小型企業總商會頒發的「友商有良」企業嘉許狀。雖然已連續超過十年得到嘉許，但我們定會一如既往，積極履行社會責任，為本地畢業生及社會上有需要人士提供不同就業機會。

It is our honored to be awarded the "Partner Employer Award" again, which is proudly organized by The Hong Kong General Chamber of Small and Medium Business. Despite the fact that we have been awarded for more than 10 consecutive years, we would continue to actively fulfill our social responsibilities and provide various employment opportunities for local graduates and disadvantaged groups.



## 新聞 NEWS

### 基督教家庭服務中心長者沙畫同樂

#### HAPPY SAND DRAWING DAY WITH THE CHRISTIAN FAMILY SERVICE CENTRE (CFSC) ELDERLY

我們的義工隊參與由基督教家庭服務中心舉辦的長者同樂活動，內容是發揮創意的沙畫工作坊。讓長者們與義工一起學用沙繪圖，陪伴他們創作藝術作品。

過程中，導師以簡單易明的方式教導，讓長者與義工學習到沙畫的技巧。在過程所有說有笑，完全忘卻站立一個多小時的勞累，共享歡樂時光。

我們期待在未來的日子裡，繼續參與更多活動，為社區帶來更多的愛與歡樂！

Our Volunteer team has participated in a special event organized by the Christian Family Service Centre (CFSC): A creative workshop on Sand Drawing. It was a fun morning for the participants to learn the basic technique of sand drawing.

Everyone including our elderly friends enjoyed the lesson so much that we managed to stand by the sand drawer for one and a half hours without a break!

We look forward to more activities serving our pals to bring more love and joy to the community.



### 為「義務工作發展局」籌募經費－慈善演唱會「胡渭康 - LOVE RETURNS」的支持機構 FUNDING RAISING FOR AGENCY FOR VOLUNTEER SERVICE (AVS) — BEING THE SUPPORTING ORGANIZATION OF WILLIAM WU - LOVE RETURNS CHARITY CONCERT

永利行一向支持公益事務，是次作為慈善演唱會支持機構。慈善演唱會所籌得的善款將用於「義務工作發展局」推動義務工作的持續發展，鼓勵更多市民，特別是青年人和年長人士加入義工行列，共建關愛共融社會。我司的董事總經理劉詩韻測量師出席，並代表韻律動力基金有限公司(亦即慈善演唱會發起單位)參與慈善演唱會贊助儀式。

RHL always support charitable initiatives. This time, we are one of the supporting organization of this fundraising charity concert, which aimed at fund raising for the Agency for Volunteer Service (AVS) to promote the sustainable development of volunteer work and encourage more people, especially young people and the elderly, to join the ranks of volunteers and build a caring and inclusive society. Our Managing Director, Sr Serena Lau has attended the concert and also being a representative of the initiating organization, the Paoa Paoa Foundation Limited to participate in the sponsorship ceremony before the start of the concert.



## 新聞 NEWS

### 永利行月曆 2024 RHL CALENDAR 2024

今年永利行的月曆想讓大家深入認識我們最近的業務，加上資深插畫師麥東記用心為我們配上業務相關的構圖，令各方好友更了解我們的服務範疇和項目。

This year, our calendar is for you to understand in depth what our scope of service recently is. A professional illustrator, Don Mak making a heartfelt illustrations that are relevant to our business, allowing you all to have a better understanding of our current service scope and projects.



## 活動 EVENTS

### 「中小企ESG最佳實踐表現嘉許計劃」 SME ESG BEST PRACTICES RECOGNITION PROGRAM

由大新銀行和香港地球之友攜手合作主辦的「中小企ESG最佳實踐表現嘉許計劃」。旨在鼓勵中小企業實踐最佳ESG，同時通過行業領袖在專題論壇上分享知識，讓本地中小企認識到ESG實踐與行業生態系統的相關性，從而達致可持續發展的營運。

很榮幸我們獲頒發卓越表現證書，讓我們在可持續發展方面繼續進步，延續一個可持續發展的未來。

SME ESG Best Practices Recognition Program is co-organized by Friends of The Earth (HK) and Dah Sing Bank. The Program emphasizes encouraging SMEs to adopt ESG best practices and enabling local SMEs to understand the relevance of ESG practices to the industry ecosystem for sustainable operations.

We are honored to be one of the corporates to attain the Certificate of Recognition this year, which allows us to continue improving in sustainable development and eventually creating a sustainable future.





## 活動 EVENTS

### 香港地產行政師學會周年晚宴暨大獎頒獎禮2023 HONG KONG INSTITUTE OF REAL ESTATE ADMINISTRATORS (HKIREA) ANNUAL DINNER & AWARD CEREMONY 2023

香港地產行政師學會於11月舉行香港地產行政師學會周年晚宴暨香港地產行政師學會大獎頒獎禮。是次晚宴主題為「融入國家發展·滙聚建港專才」，旨在點出香港業界需要團結專業人士，為融入國家發展大局及建設香港出一分力，我們很榮幸能到場支持並歡渡了整個晚上。

HKIREA held the Annual Dinner & Award Ceremony in November 2023. The theme of the dinner was "Integrate into National Development, Gather Built Professionals Synergy" to emphasize the need for unifying among professionals in different industries to contribute to national development and the construction of Hong Kong. We were honored to attend and support the event, and had an enjoyable evening.



### 2023年度香港特別行政區勳銜頒授典禮 HKSAR HONOURS AND AWARDS PRESENTATION CEREMONY 2023

我們很榮幸向大家宣佈，我們的董事總經理劉詩韻測量師在香港特別行政區勳銜頒授典禮2023上獲頒榮譽勳章。該勳章是為了表彰在地區或某個範疇長期為社區服務的人士，這肯定了我們的董事總經理對社區的貢獻。讓我們在此再次恭賀我們的董事總經理劉詩韻測量師獲頒榮譽勳章。

We are honored to know that our Managing Director, Sr Serena Lau, received the Medal of Honour in HKSAR Honours And Awards Presentation Ceremony 2023. It is awarded in recognition of community service in a district or in a particular field over a long period of time, and this affirmed the contribution of our Managing Director to the community. Let us once again congratulate our Managing Director, Sr Serena Lau, on being awarded the Medal of Honour.



## EVENTS 活動

### 出席2024至25年《財政預算案》諮詢會 ATTENDING THE 2024-25 BUDGET CONSULTATION SESSION

董事總經理劉詩韻測量師以建築、測量、都市規劃及園境界選舉委員會委員身份出席由財政司司長辦公室舉行的2024至25年《財政預算案》諮詢會。席間，她考慮到所有中小企同業近年來面對的挑戰，向財政司司長提供了業界相關的意見。

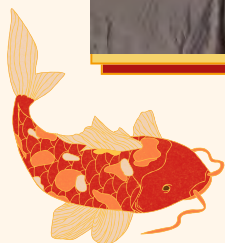
Our Managing Director, Sr Serena Lau has attended the consultation session about the 2024-25 Budget organized by the Financial Secretary's Office. Being a member under the Architectural, Surveying, Planning and Landscape Functional Constituency of the Election Committee of Hong Kong, Sr Lau shared her views and proposals regarding the challenges facing by all SME counterparts in recent years to Financial Secretary.



### 擔任頒獎嘉賓 頒發義務工作發展局年度十大愛心屋苑表彰獎勵證書 AWARDING GUEST OF AGENCY FOR VOLUNTEER SERVICE (AVS) — TOP 10 CARING ESTATE COMMENDATION AWARD

義務工作發展局在新一年舉辦了香港義工獎頒獎禮，以表揚在過去一年展現出關懷和幫助他人精神的義工們。我司的董事總經理劉詩韻測量師被邀請擔任頒獎嘉賓，向屋苑義工團隊頒發了年度十大愛心屋苑表彰獎勵證書。同時，她亦代表韻律動力基金有限公司接受義務工作發展局的表彰獎勵證書。

Agency for Volunteer Service (AVS) held its annual Hong Kong Volunteer Award Ceremony to commend volunteers who have demonstrated the spirit of caring and helping others over the past year. Our Managing Director, Sr Serena Lau was invited to be one of the awarding guests to present the Top 10 Caring Estate Commendation Award to various housing estate volunteer teams. In the meanwhile, she also accepted the Award on behalf of Paso a Paso Foundation Limited from the AVS.



## 員工活動 STAFF ACTIVITIES

### 2023中秋佳節雙份祝福 2023 DOUBLE BLESSING IN THE MID-AUTUMN FESTIVAL

永利行支持由香港路德會社會服務處舉辦的「愛祝福 路同行」慈善義賣。我們購買超過200盒的路德名茶，贈予我們的客戶及好友在中秋佳節品嚐。所得善款將用作於各項社會服務事工及過渡性房屋項目，惠澤人群。

RHL participated in the Lutheran Tea 2023 Fundraising activity held by Hong Kong Lutheran Social Service. We purchased over 200 boxes of Luther Tea Gift sets and shared them with our clients and friends during this Mid-Autumn Festival. The proceeds from this campaign will focus on funding various social service missions and transitional housing projects in Hong Kong.



### 2023 聖誕及冬至聚餐 2023 CHRISTMAS & WINTER SOLSTICE LUNCH GATHERING

今年我們實行中西合璧，於冬至當日聚餐慶祝，及後進行令人期待的聖誕禮物交換環節。大家對於同事準備的禮物都感到非常高興，不停拍照留念，充滿聖誕氣氛。

This year, we had a lunch gathering in a Chinese restaurant to celebrate this festive season, as well as the exciting Christmas gift exchange session. We were so happy and graceful to the gifts from our colleagues. Everyone enjoyed the festival celebration with lots of photo-takings.



## 員工活動 STAFF ACTIVITIES

### 內部持續專業發展 IN-HOUSE CPDS

- 土地政策事務和租約修改  
LAND ADMINISTRATIVE MATTERS AND LEASE MODIFICATION
- 房地產市場最新消息、相關法案和藍圖  
LATEST MARKET NEWS, THE BILLS AND BLUEPRINTS
- 發展區評值  
DEVELOPMENT SITE APPRAISAL



## 集團簡介 OUR GROUP INTRODUCTION

永利行國際成立於1972年，為亞洲區主要的專業評值及房地產顧問服務公司，為客戶提供高質素的企業評值及諮詢，以及綜合房地產顧問及專業測量服務。我們活躍於業界多年，服務對象涵蓋商業機構、政府、公營機構及團體，憑藉敏銳的市場觸覺及專業嚴謹的態度，我們竭誠為客戶提供度身定造的優質服務以滿足其獨特的業務要求。

RHL International is one of the pioneering professional valuation and real estate consultants in Asia. Established since 1972, our group offers high quality professional services on Corporate Valuation & Advisory and Real Estate Solution & Surveying Practice. As an active participant in exchanging ideas and experiences with regulators, government institutions and corporations, our group maintains vigilant to the dynamic changes in the market. Leveraging our extensive track records, technical resources and market intelligence, we are dedicated to provide tailored made services to meet with the unique needs of our clients.

## 董事及高級管理人員 DIRECTORS & SENIOR MANAGEMENT

### 劉紹鈞教授

創辦人及董事長

劉教授是香港首位華人私人執業產業測量師、香港測量師學會前會長、香港大學名譽院士及名譽教授，及香港大學基金榮譽會長。早於1970年代，劉教授已為中國政府提供房地產諮詢服務，亦曾任北京中國人民大學客座教授、上海同濟大學顧問教授以及中國土地估價師協會顧問。

### Prof. Francis S. K. Lau BBS

FHKIS, FRICS, FHIREA, RPS (GP)

Founder and Chairman

Prof. Francis S. K. Lau is the first Chinese Chartered General Practice Surveyor in private practice in Hong Kong. He was Past President of the Hong Kong Institute of Surveyors. He is an Honorary University Fellow and Honorary Professor of the University of Hong Kong, and a Patron of the Hong Kong University Foundation. Prof. Lau has been providing professional real estate and construction consultancy advices to various Chinese government bodies since 1979. He has also served as Visiting Professor of People's University of Beijing, Advisory Professor of Tong Ji University of Shanghai and Advisor of China Association of Land Appraisal of PRC.

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劉測量師為香港測量師學會資深會員、澳洲產業學會會員、英國特許測量師學會會員。劉測量師是香港測量師學會前會長(2011-2012)，目前正出任青年發展委員會委員、香港房屋委員會委員、中醫藥發展基金諮詢委員會委員及法律援助局成員，亦是香港房屋協會監事會成員。

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Sr Lau is a Fellow of Hong Kong Institute of Surveyors, an Associate of Australian Property Institute, a member of the Royal Institution of Chartered Surveyors. Sr Lau was the Past President of Hong Kong Institute of Surveyors (2011-2012). Currently she is the member of Youth Development Commission, member of Hong Kong Housing Authority, member of Advisory Committee on Chinese Medicine Development Fund and member of Legal Aid Services Council. She is also the member of Supervisory Board of Hong Kong Housing Society.

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