

**SYLVIA TANG AND VICKY LAM**  
FOUNDERS, APEX PROPERTY



Apex Property 聯合創辦人

**鄧許詩韻及林煒琦**

“ 新雪谷勢將成為一個四季皆宜的大熱度假勝地



## NISEKO IS THE NEXT BIG DESTINATION FOR ALL SEASONS

### You've just announced a new project, the Hanacreek property development in Niseko. What's special about it?

**Sylvia Tang:** We first came to Niseko 12 years ago and we love it for the snow, the nature and the food. What drew us to this particular site was its natural beauty. Hanacreek has a natural hot spring, Mount Yotei views and a creek, so properties have waterfront access. Just having these three elements is unique, the first of its kind to be offered within Niseko.

**Vicky Lam:** Hanazono's very convenient, but at the same time, it's less skied-out than Hirafu. There's a lot of room to do your own thing.

### Niseko is best known as a winter destination, but what about the other seasons?

**Lam:** More and more Japanese and Asian travellers are coming here during the summer – there's golfing, fishing and outdoor activities.

**Tang:** After infrastructure like ziplining and tree-trekking becomes ready, Niseko is going to be the next big holiday destination for all seasons.

### What's it like being a women-led development company in a male-dominated industry?

**Lam:** I think female entrepreneurs tend to be more sensitive to the environment and others' needs. But in the end, I don't think gender matters too much.

**Tang:** We have a team of smart men and women who bring many great ideas to the table. For me, the skillsets that you have are the most important thing.

### What trends do you see for luxury travel coming up?

**Tang:** It's not only nature that people are looking for any more. People want design and architecture beyond the norm, and there's also an increasing appetite for luxury services. At our second project, Hanaridge, we'll be the first in Niseko to offer a dedicated butler, a private car and a private chef.

### What are your favourite getaway destinations?

**Tang:** I like to ski and I love food and wine, so all my holiday destinations are places where you can have great experiences with those things. I go to Spain and Italy for food, France for wine. I guess in the end, all of those elements are also in Niseko, which is why I'm drawn to it – the good food, good wine and snow.

Below: A rendering of the Hanacreek development

下圖: Hanacreek發展項目的模擬繪圖



### 你們剛剛宣佈推位於新雪谷的新地產發展項目 Hanacreek。這個項目有何特色？

**鄧許詩韻:** 我們大約在12年前初次踏足新雪谷，已不由自主地對那裡的優質粉雪、自然環境及美食一見傾心，尤其是壯麗的天然景色，驅使我們作出選址決定。Hanacreek坐擁天然溫泉和羊蹄山山景等優勢，而且臨近溪流，從物業地段可以直接通往溪畔。目前在新雪谷的房地產項目中，Hanacreek是只此一家擁有以上三種特色。

**林煒琦:** 新雪谷花園滑雪場的位置十分便利，不像比羅夫滑雪場般人山人海，讓遊人有更寬敞的空間自得其樂。

### 新雪谷是著名的冬日景點，其他季節是否也適合前來度假？

**林:** 其實愈來愈多日本以至來自亞洲地區的遊客選擇夏天到訪，享受高爾夫球和釣魚等戶外活動。

**鄧:** 新雪谷不斷開發適合其他季節使用的度假設施，如高空滑索和樹頂步道等。我們預見新雪谷勢將成為一個四季皆宜的大熱度假勝地。

### 在男性主導的地產界中，你們作為發展商有何感想？

**林:** 我認為從商女性較懂人情世故及關顧其他人的需要，不過性別之差對於在這個行業的影響不大。

**鄧:** 我們的團隊不論男女，都各展所長作出不同的貢獻，所以對我而言，實力總是勝於一切。

### 你對豪華旅遊的未來趨勢有何展望？

**鄧:** 遊客的期望不再只是單純地觀光，而是希望欣賞到更多別具一格的设计和建築風格，同時，愈來愈多人希望獲得尊貴貼心的款待。有見及此，我們的第二個發展項目Hanaridge將會提供專屬管家、私家車和私人廚師，在新雪谷可謂前所未有。

### 你最愛到哪裡度假？

**鄧:** 我喜愛滑雪、品嚐美酒和佳餚。可以讓我盡情享受這三件事的地方，就是最理想的度假好去處，譬如我會專程到西班牙和意大利大飽口福，而為了一嚐優質葡萄酒，到法國去便最適合了。總歸一句，還是新雪谷深得我心，皆因那裡齊集所有我最愛的元素——美食、佳釀和皚皚白雪。



Hanacreek's master plan includes serviced apartments, high-end dining options, a spa, gym and clubhouse

Hanacreek的發展藍圖包含服務式住宅、高級食肆、一間水療中心、健身室和會所

hanacreek.com