







Dear Retailers

Welcome to Style File, where we update you on all the latest news and happenings from Sands Retail and our properties.

We are delighted to announce the installation of a new escalator at Sands Cotai Central, located between Level 1, near the Sheraton Lobby, and Level 2. This will enhance traffic flow to retailers on Level 2 and increase visitation to our fabulous range of family-friendly shops and boutiques at Shoppes at Cotai Central.

Development of Shoppes at Parisian continues apace with the retail venue set to make its mark on Macao's shopping scene soon. Offering more than 300,000 square feet of retail space and over 150 boutiques in French-themed surroundings, its shops have been leasing fast. For more information and details on rental opportunities, please contact leasing@sandsretail.com.

Eye-catching campaigns continue to take over Sands Shoppes with the recent "Fashion Food Chain" and "Shop & Stay" campaigns incorporating all that our integrated resorts have to offer and further encouraging visitors to shop with you whether they are dining or staying over.

Sands Retail Academy continues to grow and the recent graduation saw a 55 per cent increase in participation. To date over 1,000 employees from 220 retailers have participated in courses at Sands Retail Academy and we look forward to welcoming many more of our retailers to the programme.

尊敬的商戶:

歡迎閱覽《金沙商戶》·我們特別為您報道金沙商戶與我們旗下物業的最新消息及活動·讓您時刻掌握市場的脈搏。

我很高興宣佈·金沙城中心一樓近喜來登酒店大堂及二樓之間安裝了全新的自動扶手梯·有助為二樓商戶提高人流量·以及引領更多顧客到適合全家同行的金沙廣場商鋪選購琳琅繽紛的商品。

蓄勢待發的巴黎人購物中心即將落成,勢必成為澳門的購物新熱點。這個廣達300,000平方呎的購物區,網羅逾150間具法國經典建築風格的商鋪。商鋪租賃反應踴躍,如有興趣承租,歡迎電郵leasing@sandsretail.com洽談。

澳門金沙購物城邦的精采活動亦接踵不絕,包括剛結束的「時尚·食尚」及現正進行的「購物賞住宿禮遇」,結合金沙度假區的獨有優惠,進一步鼓勵訪客在商場享用美饌或住宿時,盡情搜購各式精品。

此外,金沙零售學院反應熱烈,迄今共有來自220個商戶逾1,000名員工曾報讀學院的各項課程,新一批的畢業人數更較去期增加百分之五十五。我們期待更多商戶踴躍支持。

D-GL

David Sylvester Executive Vice President of Global Retail 施偉達 環球零售業務行政副總裁

SANDS SHOPPES

澳門金沙購物城邦

Shoppes has been rebranded to Sands Shoppes. Within Sands Shoppes please address the malls as Shoppes at Four Seasons, Shoppes at Venetian and Shoppes at Cotai Central.

金光名店區已重新命名為澳門金沙購物城邦, 歡迎各位實客繼續蒞臨四季名店、威尼斯人 購物中心及金沙廣場選購各式精品。

SUMMER STYLE

夏日時尚

Sands Shoppes' S Style magazine is packed with this season's go-to designers, must-have accessories and hottest beauty buys. The magazine previews accessible and aspirational products while highlighting the best in dining and entertainment. Guests can find complimentary copies of the magazine – covering all aspects of style – in hotel rooms, on Cotai Water Jet and at Sands Shoppes customer service counters. Ready, steady, shop!

澳門金沙購物城邦的《S Style》網羅了最新的 潮流服裝、大熱配飾和美容護膚品,並掌握當季 脈搏,預覽漂亮的繽紛精品,以及提供精采的 娛樂消遣和美食情報。包羅最新時尚資訊的 雜誌於酒店客房、金光飛航及金沙購物城邦的 諮詢部供免費取閱。快快起動,盡情買個痛快!



S STYLE ADVERTISING 富告聯絡

With distribution of more than 200,000 copies in China, *S Style* magazine offers fantastic opportunities for advertising collaborations.

最新一期的《S Style》已經出版! 我們每期在中國的發行量達到200,000本, 提供商戶卓越的廣告效益。

To advertise please contact: 刊登廣告,敬請聯繫:

Pauline Chow

(852) 2859 4388 pauline.chow@edipressemedia.com

Daniela Oliveira daniela.couto@sands.com.mo

CATALOG

From its very name, Catalog is instantly recognised by shoppers for its vast and stylish "catalogue" of appealing items, ranging from branded fashion sneakers and trendy footwear to specially selected apparel and accessories. Since 2000, Catalog has expanded upon its reputation for top fashion sneakers to offer young trendsetters a dizzying array of head-to-toe, mixand-match possibilities.

Shop 812, Shoppes at Venetian

Catalog以匯聚眾多品牌集合店的概念·銷售各款經典限量版運動鞋、時尚休閒鞋·以及與知名潮流單位合作推出的人氣服飾等·吸引一眾年輕時裝達人熱捧。自2000年成立以來·

Catalog時刻引領潮流, 為走在時代尖端的新世代 引入時尚服飾及鞋履, 不斷為品牌注入

新鮮感及衝擊。 威尼斯人購物中心 812鋪



H&M

It's the brand that puts a youthful and covetable spin on everything from sleek tailoring to cocktail dresses – and it's all fit for tackling the urban environment. H&M is every man, woman and child's affordable go-to for relaxed separates that feel entirely modern and on-point.

Shop 205, Shoppes at Venetian

從剪裁流麗的西服至酒會洋裝,以及所有大都會打扮,H&M自有一套富青春氣息和令人趨之若鶩的演繹方式。H&M是男女老少均負擔得來,又輕鬆自在的現代品牌,難怪廣受歡迎。





Creative Director Riccardo Tisci's seventies-inspired Spring/Summer 2015 collection for Givenchy is sexy, sensual and self-confident, and it's in store now at the new boutique at Shoppes at Four Seasons. From long boots to lace dresses and high-waisted leather trousers, incorporating a host of mixed materials, Givenchy brings its signature style with attitude to Macao.

Shop 2851, Shoppes at Four Seasons

品牌創意總監Riccardo Tisci的2015年春夏系列以70年代風尚為靈感·格調流麗性感·自信滿盈·於四季名店的全新專門店有售。新系列融合不同的物料設計·包括長靴、蕾絲裙子和高腰皮褲等造型·把Givenchy的招牌瀟灑氣度帶到澳門。

四季名店2851鋪

MANCHESTER UNITED STORE

曼聯旗艦店

The Manchester United store recently re-opened and it's better than ever before. Discover the largest selection of Manchester United merchandise in Hong Kong and Macao, with so much more than football shirts on offer. Check out authentic apparel for men, women and children, as well as footballs, caps, stationery and more. With plenty of historical memorabilia on display too, the refreshed store is well worth a visit. Shop 867, Shoppes at Venetian

曼聯旗艦店再次在威尼斯人發揮紅軍力量·規模 更勝從前·包羅了香港及澳門最多樣化的曼聯 精品·除了球衣外·還有多不勝數的選擇·包括 男裝、女裝、童裝·甚至足球、帽子、文具等·或透過 店內展出的大事紀·漫遊於紅軍的歷史世界中。

尼斯人腊物中心867舖



SCOTCH & SODA

High in quality and rich in detail, yet stylish and, to top it all off, affordable, Amsterdam-based fashion brand Scotch & Soda brings its sleek simplicity to Sands Shoppes. Discover pieces ranging from party wear to beachwear, work gear to holiday must-haves, for men, women, girls and boys, at the brand's first and only boutique in Macao.

Shop 100, Shoppes at Venetian

這個來自阿姆斯特丹的時裝品牌以上乘質料和豐富 細節見稱,不但時尚美觀,最重要是價格合理,從派對 打扮到沙灘裝、上班服及度假裝束一應俱全。品牌在 澳門金沙購物城邦開設的首間及唯一澳門專門店, 齊備男裝、女裝及童裝,延續其簡約風尚。

威尼斯人購物中心100舖





SHOP & STAY

購物賞住宿

It's never been so easy to shop and redeem fabulous offers at Sands Shoppes. This summer, starting with a spend of just MOP20,000, visitors can enjoy one night in a Deluxe Room at Sheraton Macao Hotel, Cotai Central. Spends of MOP30,000 earn a night in a Royale or Bella Suite at The Venetian® Macao, while expenditure of MOP60,000 at Sands Shoppes will grant visitors one night in a Deluxe Room at Four Seasons Hotel Macao, Cotai Strip®. The Shop & Stay promotion launched on 20 May and running until 31 August is the biggest retail and leisure promotion developed by Sands Shoppes to date. Check out our customer service and sales tips below to enhance visitor spending.

夏季蒞臨,澳門金沙購物城邦推出了購物賞住宿禮遇, 訪客輕鬆簡單便可享受不同的住宿體驗! 只要消費滿澳門幣20,000元, 便可換領澳門喜來登金沙城中心酒店豪華客房住宿一晚; 消費滿澳門幣30,000元, 可換領澳門威尼斯人。皇室套房或貝麗套房住宿一晚; 若消費滿澳門幣60,000元, 更可換領路氹金光大道。澳門四季酒店豪華客房住宿一晚。活動從5月20日起至8月31日, 是澳門金沙購物城邦有史以來最大規模的零售及休閒推廣活動。請參考下列的顧客服務及銷售心得, 為訪客呈奉更貼心的購物體驗。



Sheraton Macao Hotel, Cotai Central 澳門喜來登金沙城中心酒店



The Venetian® Macao 澳門威尼斯人®酒店











We are thrilled to hear that over 80% of our Sands Rewards Club partners believe that the programme drives more sales

and revenue. Sands Rewards Club strives to create value for our shared customers, reinforcing their decision to choose us for entertainment, shopping, dining and more. Thanks to your feedback we have made changes to the programme that seek to drive shopping in new and creative ways.

Our Shop & Stay promotion, which offers shoppers one night's accommodation on spending a certain amount at Sands Shoppes, will drive sales and is just the beginning of a greater investment in the "earn side" of shopping. For this reason, Sands Rewards Club has decided to change the loyalty programme earn rate from 3% of a purchase in points to 1%, which better aligns with standard credit card benefits. It also enables enhanced promotional support from Sands China Ltd, which continues to fund the points earned.

In other areas you spoke, we listened - and responded. Sands Rewards Club has increased the daily point cap on redemption from 10,000 to 25,000 points to better serve our best customers. We have also standardised responses to frequently asked questions on our service hotline to ensure consistent and accurate information.

We are currently working on granting easy access to Sands Rewards Club programme information to members through point-of-sale QR codes that will lead to a digital version of the information packet. We also hope to improve the processes around PIN usage and validation, which has been an ongoing challenge. We continue to explore optimal technology and security solutions in this area and will keep you posted on improvements.

We encourage you to update your teams on these changes and thank you for your partnership and support as Sands Rewards Club continues to expand. We currently have over

3 million members, more than 300 million points available for redemption, and an ever-increasing presence in Sands Shoppes with over 350 retail partners.

Sands Rewards Club also offers training opportunities. To enrol in training, to join Sands Rewards Club or to learn more about the benefits of partnership, please get in touch with your leasing contact or with Vincci Tai at vincci.tai@sands.com.mo. Your partnership is appreciated.

金沙會一直貫徹為會員提供多項禮遇的宗旨,讓他們選擇在我們旗下商場 參加活動、購物和享膳。我們很高與得悉超過八成的合作零售商認為 金沙會尊賞計劃有助促進商鋪的銷售及營業額。在此感謝大家提出的 意見·我們本著不斷追求新穎購物體驗的宗旨·特別改進金沙會尊賞計劃· 務求令計劃更精益求精,讓參與商戶盡享所得。

我們推出的「購物賞住宿禮遇」優惠,讓顧客在澳門金沙購物城邦消費滿 指定金額,便可換領酒店客房住宿,藉此推高銷售額和商戶收入,但同時 在購物「積分」方面增加了投資成本。有見及此、金沙會決定調整尊賞計劃 零售購物積分,由現時的3%調整至1%,與標準信用卡優惠對齊,從而 支持提升我們的推廣活動,金沙中國則繼續支付購物積分部分。

金沙會亦秉承「您的意見・我們細心聆聽及回應」的理念・提升顧客每日 積分消費限額,從10,000分提高至25,000分,讓顧客得到更理想的購物 體驗。我們亦向金沙會熱線人員準備了標準及擬定的應答,以解答零售 商戶的常見問題。

我們目前正努力開發於收款處展示的QR碼·讓顧客立即接通至電子資 訊包·更快更方便地接收金沙會的資訊。我們亦致力改善PIN碼的使用和 驗證過程,竭力尋求最佳的技術及安全的解決方案。這是對於會員和合作 商戶的一大挑戰,我們會鍥而不捨地研探,並會通知您有關的進展。

很多謝大家一直以來對尊賞計劃的支持和參與,希望您能與團隊分享相關 事宜。與此同時·金沙會獎賞計劃亦持續發展·目前擁有逾300萬名會員· 累積了超過三億可供兑換的積分。我們會繼續招納更多金沙購物城邦的 商戶加入計劃,現已有350多家合作夥伴。此外,金沙會亦提供培訓課程, 有意參加或查詢加入金沙會的詳情,或瞭解合作計劃的優點,歡迎 聯絡租賃部或Vincci Tai,電郵:vincci.tai@sands.com.mo。再次多謝您 一直以來的參與和支持!







FOSSIL GRAND OPENING FOSSIL全新概念店開幕禮

At the grand opening of Fossil at Shoppes at Venetian, guests tried their hands at embossing leather and personalising their own tote bags, while enjoying complimentary drinks and nibbles. The American accessories brand, which designs watches, handbags, jewellery and wallets, opened its new concept store on 8 May, with a ribbon cutting ceremony carried out by Fossil and Sands China Ltd management teams to a soundtrack from a live musician. The brand-new summer collection is in store now.

Shop 736, Shoppes at Venetian

美國配飾品牌Fossil的全新零售概念店於5月8日在澳門威尼斯人購物中心隆重開幕,出席嘉賓一邊享用美酒及小吃,一邊欣賞精美的壓紋皮具,還享有手袋刻字服務。新店有售精美腕錶、皮袋、珠寶、銀包,款式琳琅滿目。開幕當天,特別請來Fossil和金沙中國有限公司的管理團隊剪綵,現場更有歌手現場演唱,氣氛熱鬧。

威尼斯人購物中心736鋪

ROGER DUBUIS EXHIBITION

羅傑杜彼展覽

Introducing its skeleton philosophy to Asia, Swiss luxury watchmaker Roger Dubuis presents the Astral Skeleton Exhibition at T Galleria by DFS, Macau, which runs until 30 June. The brand showcases its pioneering skeleton calibres within the skeleton star installation and invites visitors to don a pair of Oculus glasses for an all-round sensorial 3D experience.

T Galleria by DFS, Macau, Shoppes at Four Seasons

瑞士奢華腕錶品牌羅傑杜彼領先創造當代鏤空哲學,獨步錶壇。品牌於澳門DFS旗下T廣場舉行的「Astral Skeleton星辰鏤空」展覽,展期至6月30日,透過精雕細琢的鏤空機芯展現星辰的概念,參觀者還可以利用Oculus眼鏡體驗三維的虛擬視覺感受,領略羅傑杜彼的非凡世界。

四季名店澳門DFS旗下T廣場





SANDS RETAIL ACADEMY GRADUATION CEREMONY

金沙零售學院畢業禮

Three hundred and fifty additional retail front-line team members graduated from Sands Retail Academy on 12 May in the programme's third graduation ceremony. Launched in 2013, Sands Retail Academy strives to improve service standards and the customer experience across Sands Retail.

The Academy is constantly updating its syllabus, adding a module on leadership

aimed at senior team members, supervisors and managers in August 2014. May's graduation ceremony also honoured the first cohort of Leadership Programme graduates.

For more information and all Sands Retail Academy matters, contact Winkey Lee at winkey.lee@sands.com.mo. To enrol team members, contact Sammy Tong at sammy.tong@sands.com.mo.

今年5月12日·再有350名前線零售員工出席金沙零售學院第三屆畢業典禮·正式從學院畢業·可喜可賀!學院於2013年正式開辦·宗旨為提升澳門金沙購物城邦商戶的服務質素和顧客的購物體驗。

課程不時推陳出新,增加全新單元,包括2014年8月 針對資深成員的領導才能培訓課程,首批就讀這項 課程的學員亦於5月順利畢業。

如欲了解更多詳情·歡迎聯絡 Winkey Lee·電郵: winkey.lee@sands.com.mo:若替員工報名則聯絡 Sammy Tong·電郵:sammy.tong@sands.com.mo。



PINK CONRAD

粉紅革命



Display cabinets are available for October which must be filled with pink-themed products or displays. Retailers can participate by designing their shop windows in shades of pink for the month of October too.

Conrad Macao is also seeking retailers to donate pink items valued at MOP5,000 for the Hotel Package lucky draw. A charity

lunch will take place with gift bags provided to attendees, and retailers are needed to donate 350 pink items for gift bags. Sponsorship of prizes valued at MOP1,500 is also available for the lucky draw at the charity lunch. In return retailers will receive their logo on marketing and PR collateral, sponsor acknowledgement in the official press release, and promotion on Conrad Macao social media platforms. For more information please contact Daniela Oliveira at daniela.couto@sands.com.mo and Kimberley Lau at kimberley.lau@sands.com.mo.

今年10月·澳門金沙城中心康萊德酒店再度抹上優雅的粉紅色·為香港癌症基金會籌款。酒店已經第三年參與活動·透過賓客和員工捐款,以及售賣康萊德粉紅泰迪熊的收益,今年已籌得港幣200,000元。

商戶亦可透過不同途徑為慈善出力,如商戶可於10月租用櫥窗並以粉紅色裝飾櫥窗,以行動支持活動。

康萊德酒店亦邀請商戶參與,為慈善大抽獎捐贈價值澳門幣5,000元

的粉紅商品,共襄善舉!慈善午宴會向赴宴者送出精美的禮品包,商戶需合力捐出350件粉紅商品作為禮品,或於慈善午宴贊助價值澳門幣1,500元的抽獎獎品。屆時所有推廣及宣傳品也會印上參與商戶的品牌標誌,並於新聞稿感謝商戶的贊助及於康萊德酒店社交網站宣傳,以茲銘謝。查詢詳情,請聯絡Daniela Oliveira,電郵:daniela.couto@sands.com.mo,以及Kimberley Lau,電郵:kimberley.lau@sands.com.mo。



DIGITAL & SOCIAL MEDIA

網絡盲傳

Our social media platforms are growing rapidly. We have also joined Instagram so make sure to follow us at **sandsshoppes**. We aim to provide more channels and exposure for our retailers through these digital and social media channels with postings on our Facebook and Weibo pages. Our posts can include summaries of events, information on new products, special promotions and details of exclusive and/or limited edition pieces. For more information, contact Anka Lei at anka.lei@sands.com.mo.

我們積極拓展社交媒體渠道,最近開啟了Instagram帳戶,歡迎關注**sandsshoppes**。我們也不停更新Facebook和微博的狀態,藉此為旗下商戶提供更多元的宣傳和曝光途徑。我們會於社交網站貼上活動概覽、新產品資料、獨有優惠、專有或限量產品推介等。查詢詳情,請聯絡Anka Lei,電郵:anka.lei@sands.com.mo。







EVENTS & EXHIBITIONS

展覽活動

Showcase your latest products or new store with an event or exhibition – it's a great way to bring shoppers through your doors. Whether it's a grand opening party, new season or special collection launch, VIP shopping event, ladies' night or celebrity guest styling session, we're here to help. For more information on events and exhibitions, contact your retail marketing manager: Marcelo Alves for Shoppes at Four Seasons and Shoppes at Venetian at marcelo.alves@sands.com.mo, or Daniela Oliveira for Shoppes at Cotai Central, at daniela.couto@sands.com.mo.

何不透過展覽或活動,好好宣傳最新的產品或全新店鋪?無論是盛大的開幕儀式、推出季度或系列新品、VIP購物活動、女士專夜,還是名人嘉賓造型設計等,我們都會樂意幫忙,吸引購物人士蒞臨商戶惠顧。如欲瞭解舉行展覽或活動的詳情,可聯絡各零售市場推廣經理:四季名店及威尼斯人購物中心Marcelo Alves,電郵:marcelo.alves@sands.com.mo:金沙廣場Daniela Oliveira,電郵:daniela.couto@sands.com.mo。



BEAUTY AND THE BEAST 美女與野獸

Beauty and the Beast is the latest show to descend on Macao as part of Sands China Ltd.'s long-term plans to bring world class entertainment to visitors and retailers. Based on the 1991 Academy Award-winning animated film, the production premiered on Broadway in 1994, where it was nominated for nine Tony Awards and ran for 13 years. Tickets for the show, which runs from 13 June to 26 July, are available at cotaiticketing.com. For packages visit sandsresortsmacao.com. Both are selling fast, so book now to enjoy these fantastic offers!

金沙中國秉承為旅客及商戶提供世界級娛樂享受的策略·於6月13日至7月26日在澳門引入萬眾矚目的迪士尼音樂劇《美女與野獸》。這個盛大製作以1991年榮獲奧斯卡「最佳影片獎」的動畫片為藍本·於1994年首次登上百老匯舞台·連續上演了13年·並獲九項東尼獎提名。音樂劇門票於cotaiticketing.com有售:或登入sandsresortsmacao.com瀏覽酒店住宿優惠套票詳情。門票有限·現在就立即行動,趕快訂票吧!

