

Ten Year Operating Statistics

	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006
a) The Peninsula Hotels: (Note 1 & 2)										
Hong Kong										
Occupancy rate	73%	75%	72%	79%	74%	70%	57%	71%	77%	80%
Average room rate (HK\$)	4,760	5,144	5,170	5,133	4,503	4,197	4,176	4,504	4,151	3,551
RevPAR (HK\$)	3,477	3,870	3,731	4,072	3,347	2,926	2,401	3,219	3,182	2,851
Other Asia (excluding Hong Kong) (Note 3)										
Occupancy rate	70%	65%	66%	63%	57%	58%	48%	57%	68%	68%
Average room rate (HK\$)	2,265	2,146	2,065	2,179	2,156	2,100	1,904	2,237	1,668	1,269
RevPAR (HK\$)	1,581	1,390	1,361	1,367	1,221	1,214	920	1,284	1,139	858
United States of America and Europe										
Occupancy rate	68%	74%	74%	72%	69%	65%	59%	68%	76%	76%
Average room rate (HK\$)	5,807	5,471	4,858	4,627	4,550	4,403	4,292	4,936	4,844	4,337
RevPAR (HK\$)	3,962	4,059	3,573	3,346	3,135	2,856	2,511	3,378	3,701	3,282
b) Residential (Note 1 & 4)										
Occupancy rate	93%	85%	89%	92%	91%	92%	88%	94%	92%	91%
Average monthly yield per square foot (HK\$)	45	42	42	41	38	36	37	39	35	33
c) Shopping Arcades (Note 1 & 5)										
Occupancy rate	95%	97%	99%	99%	97%	96%	95%	97%	97%	93%
Average monthly yield per square foot (HK\$)	202	206	191	179	168	153	168	165	148	148
d) Offices (Note 1 & 4)										
Occupancy rate	99%	97%	92%	96%	100%	98%	91%	98%	99%	100%
Average monthly yield per square foot (HK\$)	55	52	48	45	45	42	36	35	27	22
e) Peak Tram										
Patronage ('000)	6,359	6,325	6,272	5,918	5,777	5,385	4,862	5,006	4,939	4,430
Average fare (HK\$)	19	19	19	19	19	17	16	16	16	15
f) Full Time Headcount (as at 31 December)										
Hotels	6,178	6,300	5,877	5,612	5,475	5,444	5,489	5,239	5,138	4,601
Commercial Properties	348	344	332	314	323	331	339	339	329	316
Clubs and Services	1,318	1,288	1,302	1,243	1,224	1,180	998	1,056	1,027	1,004
Total headcount	7,844	7,932	7,511	7,169	7,022	6,955	6,826	6,634	6,494	5,921

Notes:

- Occupancy rates, average room rates, RevPAR and average monthly yield per square foot are weighted averages in each grouping.
- The average room rates and RevPAR include undistributed service charge, which is levied at 10% in Hong Kong and at 15% in China and Japan.
- The saleable inventory in The Peninsula Beijing was reduced from the start of 2015 as preparations were made for renovation, impacting on occupancy rate and RevPAR.
- The operating statistics for residential and offices do not include information for operations that are not consolidated or whose results are not material in the Group context: The Landmark, Vietnam; The Peninsula Residences, Shanghai; and 21 avenue Kléber, Paris. The operating statistics also do not include information for 1-5 Grosvenor Place, London because of the proposed redevelopment.
- The Group's most significant shopping arcades are located in The Peninsula hotels in Hong Kong, Shanghai, Beijing, New York, as well as The Repulse Bay Complex and The Peak Tower.