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## THE HONGKONG AND SHANGHAI HOTELS, LIMITED

### 香港上海大酒店有限公司

(Incorporated in Hong Kong with limited liability)

(Stock Code: 00045)

## Unaudited Operating Statistics – Third Quarter of 2020

The unaudited quarterly operating statistics of The Hongkong and Shanghai Hotels, Limited (the “Company”) for 2020 and 2019 are as follows.

### THE PENINSULA HOTELS

RevPAR (HK\$) *	2020				2019			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Hong Kong	616	352	<b>760</b>		4,164	3,292	1,692	1,714
Other Asia	1,038	516	<b>1,048</b>		1,885	2,134	1,825	2,400
USA and Europe	2,944	975	<b>1,213</b>		3,283	4,565	4,651	4,457

Average Room Rate (HK\$)	2020				2019			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Hong Kong	4,395	2,804	<b>2,929</b>		5,989	5,396	4,857	4,819
Other Asia	2,887	2,456	<b>2,737</b>		2,604	2,996	2,607	3,186
USA and Europe	5,711	4,930	<b>5,047</b>		5,773	5,928	5,800	6,044

Occupancy Rate (%) *	Number of Rooms (as at 30 Sep 2020)	2020				2019			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Hong Kong	300	14	13	<b>26</b>		70	61	35	36
Other Asia	1,500	36	21	<b>38</b>		72	71	70	75
USA and Europe	969	52	20	<b>24</b>		57	77	80	74

\* From mid/end of March 2020, six of the Peninsula hotels in New York, Chicago (reopened in July 2020), Paris, Tokyo (reopened in June 2020), Bangkok and Manila were temporarily closed due to public health concerns, government advisories, travel bans and community lockdowns as a result of the COVID-19 coronavirus. RevPAR and occupancy rates of these hotels have been adjusted to reflect the reduction in room inventory during the closure periods.

## LEASING

Average Monthly Yield per available square foot (HK\$)	2020				2019			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Residential	48	47	44		48	49	47	48
Shopping Arcades	132	136	139		167	166	164	160
Office	64	66	65		63	62	62	63

Occupancy Rate (%)	2020				2019			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Residential	94	92	87		97	97	93	95
Shopping Arcades	83	82	82		87	86	86	85
Office	95	95	95		100	100	96	96

### Note for All Operations:

- All amounts are expressed in HK\$

### Notes for The Peninsula Hotels:

- Number of rooms is the total number of guestrooms in a hotel, whether available for sale or not. Rooms available for sale is the total room inventory less rooms unavailable for an extended period of time and / or permanent house use rooms
- RevPAR is the total rooms revenue / rooms available for sale
- Average Room Rate is the total rooms revenue / number of rooms sold
- Occupancy Rate is the number of rooms sold / rooms available for sale
- RevPAR, average room rates and occupancy rates are weighted averages for the hotels in each grouping
- The Peninsula Hotels are located in:
 

Hong Kong:	Hong Kong
Other Asia:	Shanghai, Beijing, Tokyo, Bangkok and Manila
USA and Europe:	New York, Chicago, Beverly Hills and Paris

### Notes for Leasing:

- Average Monthly Yield per available square foot is the total rental income / area available for lease
- Occupancy Rate is the area leased / area available for lease
- Average monthly yield per available square foot and occupancy rates are weighted averages based on the area available in each grouping
- 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
- The operating statistics do not include information for operations whose results are not material in the Group context: The Landmark, Vietnam; The Peninsula Residences, Shanghai; and 21 avenue Kléber, Paris

**Shareholders and potential investors of the Company are reminded that the above operating information has not been reviewed or audited by the Company's independent auditor. Shareholders and potential investors of the Company should therefore exercise caution when dealing in the securities of the Company.**

For and on behalf of the Board  
**The Hongkong and Shanghai Hotels, Limited**  
**Christobelle Liao**  
*Company Secretary*

Hong Kong, 3 November 2020

As at the date of this announcement, the Board of Directors of the Company comprises the following Directors:

*Non-Executive Chairman*  
The Hon. Sir Michael Kadoorie

*Non-Executive Deputy Chairman*  
Andrew Clifford Winawer Brandler

**Non-Executive Directors**  
William Elkin Mocatta  
John Andrew Harry Leigh  
Nicholas Timothy James Colfer  
James Lindsay Lewis  
Philip Lawrence Kadoorie

**Executive Directors**  
*Managing Director and Chief Executive Officer*  
Clement King Man Kwok

**Independent Non-Executive Directors**  
Dr the Hon. Sir David Kwok Po Li  
Patrick Blackwell Paul  
Pierre Roger Boppe  
Dr William Kwok Lun Fung  
Dr Rosanna Yick Ming Wong  
Dr Kim Lesley Winser  
Ada Koon Hang Tse

*Chief Operating Officer*  
Peter Camille Borer