

Ten Year Operating Summary

Hotels (in Hong Kong dollars)

	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003
The Peninsula Hong Kong**										
Occupancy rate	79%	74%	70%	57%	71%	77%	80%	79%	69%	57%
Average room rate (HK\$)	5,133	4,503	4,197	4,176	4,504	4,151	3,551	3,160	2,925	2,571
RevPAR (HK\$)	4,072	3,347	2,926	2,401	3,219	3,182	2,851	2,498	2,020	1,466
The Peninsula Shanghai* (opened Oct 2009)										
Occupancy rate	59%	59%	63%	42%						
Average room rate (HK\$)	3,603	3,704	3,254	2,540						
RevPAR (HK\$)	2,140	2,185	2,045	1,065						
The Peninsula Beijing*										
Occupancy rate	53%	49%	46%	34%	50%	63%	67%	66%	58%	49%
Average room rate (HK\$)	1,643	1,693	1,621	1,557	2,433	1,914	1,651	1,402	1,160	971
RevPAR (HK\$)	864	827	747	526	1,224	1,206	1,102	927	677	476
The Peninsula New York										
Occupancy rate	73%	71%	67%	62%	64%	75%	74%	75%	76%	67%
Average room rate (HK\$)	5,769	5,841	5,570	5,317	6,338	6,326	5,458	4,902	4,137	3,900
RevPAR (HK\$)	4,200	4,159	3,727	3,317	4,048	4,771	4,066	3,655	3,145	2,613
The Peninsula Chicago										
Occupancy rate	68%	65%	59%	54%	65%	72%	72%	71%	72%	64%
Average room rate (HK\$)	3,002	2,946	2,965	2,987	3,670	3,641	3,398	2,947	2,490	2,437
RevPAR (HK\$)	2,044	1,905	1,762	1,623	2,395	2,638	2,449	2,087	1,781	1,560
The Peninsula Beverly Hills										
Occupancy rate	79%	74%	72%	61%	80%	85%	83%	83%	84%	81%
Average room rate (HK\$)	5,782	5,478	5,147	5,032	5,364	5,017	4,523	4,091	3,634	3,250
RevPAR (HK\$)	4,575	4,027	3,699	3,072	4,275	4,242	3,772	3,395	3,046	2,633
The Peninsula Tokyo* (opened September 2007)										
Occupancy rate	65%	54%	65%	60%	63%	57%				
Average room rate (HK\$)	4,643	4,409	4,247	3,942	4,135	4,238				
RevPAR (HK\$)	2,995	2,388	2,774	2,363	2,618	2,427				
The Peninsula Bangkok										
Occupancy rate	64%	51%	49%	48%	65%	70%	71%	72%	77%	66%
Average room rate (HK\$)	1,360	1,480	1,398	1,502	1,714	1,708	1,424	1,293	1,155	1,056
RevPAR (HK\$)	877	748	688	725	1,119	1,201	1,010	935	893	697
The Peninsula Manila										
Occupancy rate	73%	70%	69%	57%	55%	75%	66%	78%	69%	62%
Average room rate (HK\$)	1,190	1,133	1,036	974	1,133	1,005	737	630	606	562
RevPAR (HK\$)	866	792	719	555	626	752	484	493	420	349

Notes:

Occupancy rates are based on the total number of rooms at each hotel.

Starting from 2012, the Average Room Rate and RevPAR will now be presented including service charge. This has been changed to comply with the 10th Edition of the *Uniform System of Accounts for the Lodging Industry* and the practice in Hong Kong as recommended by the Hong Kong Hotels' Association and the Hotel Controllers and Accountants Association of Hong Kong

* The average room rates and RevPAR include undistributed service charge, which is levied in Hong Kong and Tokyo at the rate of 10%, in mainland China at 15%.

The Peninsula Hong Kong had its first phase of renovation for 135 rooms from January to September 2012. The second phase for the 165 rooms in the original building began in September 2012 and is scheduled for completion in mid 2013. The occupancy and RevPAR are based on the number of rooms not being renovated.

Ten Year Operating Summary

Hotels (in local currency)

	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003
The Peninsula Hong Kong**										
Occupancy rate	79%	74%	70%	57%	71%	77%	80%	79%	69%	57%
Average room rate (HK\$)	5,133	4,503	4,197	4,176	4,504	4,151	3,551	3,160	2,925	2,571
RevPAR (HK\$)	4,072	3,347	2,926	2,401	3,219	3,182	2,851	2,498	2,020	1,466
The Peninsula Shanghai* (opened Oct 2009)										
Occupancy rate	59%	59%	63%	42%						
Average room rate (RMB)	2,931	3,070	2,821	2,239						
RevPAR (RMB)	1,741	1,812	1,772	938						
The Peninsula Beijing*										
Occupancy rate	53%	49%	46%	34%	50%	63%	67%	66%	58%	49%
Average room rate (RMB)	1,337	1,403	1,405	1,372	2,165	1,853	1,692	1,475	1,232	1,032
RevPAR (RMB)	703	686	647	463	1,089	1,167	1,129	975	719	506
The Peninsula New York										
Occupancy rate	73%	71%	67%	62%	64%	75%	74%	75%	76%	67%
Average room rate (US\$)	740	749	714	682	813	811	700	628	530	500
RevPAR (US\$)	538	533	478	425	519	612	521	469	403	335
The Peninsula Chicago										
Occupancy rate	68%	65%	59%	54%	65%	72%	72%	71%	72%	64%
Average room rate (US\$)	385	378	380	383	471	467	436	378	319	312
RevPAR (US\$)	262	244	226	208	307	338	314	268	228	200
The Peninsula Beverly Hills										
Occupancy rate	79%	74%	72%	61%	80%	85%	83%	83%	84%	81%
Average room rate (US\$)	741	702	660	645	688	643	580	525	466	417
RevPAR (US\$)	586	516	474	394	548	544	484	435	390	338
The Peninsula Tokyo* (opened September 2007)										
Occupancy rate	65%	54%	65%	60%	63%	57%				
Average room rate (JPY)	47,868	44,978	47,501	47,715	54,537	63,571				
RevPAR (JPY)	30,875	24,364	31,028	28,595	34,531	36,401				
The Peninsula Bangkok										
Occupancy rate	64%	51%	49%	48%	65%	70%	71%	72%	77%	66%
Average room rate (THB)	5,447	5,825	5,675	6,657	7,336	7,051	6,915	6,717	5,977	5,622
RevPAR (THB)	3,512	2,943	2,793	3,216	4,788	4,958	4,903	4,857	4,621	3,710
The Peninsula Manila										
Occupancy rate	73%	70%	69%	57%	55%	75%	66%	78%	69%	62%
Average room rate (PHP)	6,471	6,300	5,925	6,000	6,494	5,831	4,858	4,452	4,316	3,925
RevPAR (PHP)	4,707	4,405	4,114	3,415	3,586	4,362	3,192	3,480	2,991	2,433

Notes:

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Commercial Properties, Clubs and Services (in Hong Kong dollars)

	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003
The Repulse Bay Apartments										
Occupancy rate	92%	91%	92%	88%	94%	92%	91%	82%	77%	74%
Average monthly yield per average square foot (HK\$)	41	38	36	37	39	35	33	27	25	25
The Landmark, Vietnam										
Occupancy rate - Residential	92%	81%	85%	93%	99%	99%	97%	94%	95%	94%
Average monthly yield per average square foot (HK\$)	19	17	18	21	21	18	17	16	16	15
Occupancy rate - Office	86%	97%	98%	98%	100%	100%	99%	95%	98%	100%
Average monthly yield per average square foot (HK\$)	20	24	26	32	26	22	19	17	16	16
St. John's Building										
Occupancy rate	91%	100%	97%	93%	99%	99%	99%	90%	87%	78%
Average monthly yield per average square foot (HK\$)	44	44	37	35	33	25	21	15	15	14
The Peak Tower										
Occupancy rate	99%	100%	100%	99%	100%	100%	72%	31%	100%	100%
Average monthly yield per average square foot (HK\$)	95	84	72	60	60	56	29	6	28	23
Peak Tram										
Patronage ('000)	5,918	5,777	5,385	4,862	5,006	4,939	4,430	3,923	4,107	3,092
Average fare (HK\$)	19	19	17	16	16	16	15	14	14	14
Full Time Headcount (31 December)										
Hotels	5,612	5,475	5,444	5,489	5,239	5,138	4,601	4,334	4,814	4,748
Commercial Properties	314	323	331	339	339	329	316	307	297	306
Clubs and Services	1,243	1,224	1,180	998	1,056	1,027	1,004	981	955	946
Total headcount	7,169	7,022	6,955	6,826	6,634	6,494	5,921	5,622	6,066	6,000

Notes:

Occupancy rates are based on the total number of rooms or space available at each operation.