

# TEN YEAR OPERATING STATISTICS

	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004
<b>a) The Peninsula Hotels:</b>										
<b>Hong Kong (Note 1)</b>										
Occupancy rate	72%	79%	74%	70%	57%	71%	77%	80%	79%	69%
Available rooms	242	155	300	300	300	300	300	300	300	300
Average room rate (HK\$)	5,170	5,133	4,503	4,197	4,176	4,504	4,151	3,551	3,160	2,925
RevPAR (HK\$)	3,731	4,072	3,347	2,926	2,401	3,219	3,182	2,851	2,498	2,020
<b>Other Asia (apart from Hong Kong) (Note 2)</b>										
Occupancy rate	66%	63%	57%	58%	48%	57%	68%	68%	72%	67%
Available rooms	1,941	1,941	1,941	1,941	1,941	1,706	1,706	1,392	1,393	1,398
Average room rate (HK\$)	2,065	2,179	2,156	2,100	1,904	2,237	1,668	1,269	1,073	955
RevPAR (HK\$)	1,361	1,367	1,221	1,214	920	1,284	1,139	858	773	641
<b>United States of America</b>										
Occupancy rate	74%	72%	69%	65%	59%	68%	76%	76%	75%	76%
Available rooms	772	771	771	771	771	771	771	772	774	774
Average room rate (HK\$)	4,858	4,627	4,550	4,403	4,292	4,936	4,844	4,337	3,867	3,318
RevPAR (HK\$)	3,573	3,346	3,135	2,856	2,511	3,378	3,701	3,282	2,902	2,522
<b>b) Residential (Note 3)</b>										
Occupancy rate	89%	92%	91%	92%	88%	94%	92%	91%	82%	77%
Average monthly yield per square foot (HK\$)	42	41	38	36	37	39	35	33	27	25
<b>c) Shopping Arcades (Note 4)</b>										
Occupancy rate	99%	99%	97%	96%	95%	97%	97%	93%	90%	96%
Average monthly yield per square foot (HK\$)	191	179	168	153	168	165	148	148	140	132
<b>d) Offices (Note 5)</b>										
Occupancy rate	92%	96%	100%	98%	91%	98%	99%	100%	95%	84%
Average monthly yield per square foot (HK\$)	48	45	45	42	36	35	27	22	19	18
<b>e) Peak Tram</b>										
Patronage ('000)	6,272	5,918	5,777	5,385	4,862	5,006	4,939	4,430	3,923	4,107
Average fare (HK\$)	19	19	19	17	16	16	16	15	14	14
<b>f) Full Time Headcount</b>										
Hotels	5,877	5,612	5,475	5,444	5,489	5,239	5,138	4,601	4,334	4,814
Commercial Properties	332	314	323	331	339	339	329	316	307	297
Clubs and Services	1,302	1,243	1,224	1,180	998	1,056	1,027	1,004	981	955
Total headcount	7,511	7,169	7,022	6,955	6,826	6,634	6,494	5,921	5,622	6,066

## Notes:

- The renovation in The Peninsula Hong Kong was completed in two phases, resulting in 135 rooms being removed from saleable inventory from January to September 2012, followed by 165 rooms being out of saleable inventory from September 2012 to May 2013.
- The number of rooms increased after the opening of The Peninsula Tokyo in September 2007 and The Peninsula Shanghai in October 2009.
- Residential properties includes all apartments in The Repulse Bay Complex. The statistics are affected by the re-opening of de Ricou tower in August 2013 after an 18-month closure for a complete renovation.
- Shopping arcades are located in The Peninsula Hotels in Hong Kong, Shanghai, Beijing, New York, Tokyo, Bangkok and Manila, as well as The Repulse Bay Complex and The Peak Tower.
- Offices are located in The Peninsula Hong Kong and St. John's Building.

## General notes for hotels in section a) above:

- Occupancy rates, average room rates and RevPAR are weighted averages for the hotels 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.

## General notes for other businesses in sections b) to f) above:

- Occupancy rates are weighted averages based on the space available in each grouping.
- The operating statistics 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 full-time headcount as at 31 December each year.