



THE HONGKONG AND SHANGHAI HOTELS, LIMITED

香港上海大酒店有限公司

HSH'S UNAUDITED OPERATING STATISTICS - THIRD QUARTER OF 2010

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HOTELS

Occupancy (%)

| | Current number of rooms | Q3 2010 | Q3 2009 | Change (pp) |
|---------------|-------------------------|---------|---------|-------------|
| Hong Kong | 300 | 67 | 55 | 12 |
| Other Asia | 1,941 | 60 | 46 | 14 |
| United States | 771 | 71 | 65 | 6 |
| Overall | 3,012 | 63 | 53 | 10 |

Average Room Rate (HK\$)

| | Current number of rooms | Q3 2010 | Q3 2009 | Change % |
|---------------|-------------------------|---------|---------|----------|
| Hong Kong | 300 | 3,578 | 3,605 | (1) |
| Other Asia | 1,941 | 1,891 | 1,686 | 12 |
| United States | 771 | 4,184 | 3,790 | 10 |
| Overall | 3,012 | 2,723 | 2,681 | 2 |

RevPAR (HK\$)

| | Current number of rooms | Q3 2010 | Q3 2009 | Change % |
|---------------|-------------------------|---------|---------|----------|
| Hong Kong | 300 | 2,392 | 1,985 | 21 |
| Other Asia | 1,941 | 1,135 | 773 | 47 |
| United States | 771 | 2,966 | 2,462 | 20 |
| Overall | 3,012 | 1,729 | 1,409 | 23 |

COMMERCIAL PROPERTIES

Occupancy (%)

| | Q3 2010 | Q3 2009 | Change (pp) |
|-------------|---------|---------|-------------|
| Residential | 92 | 86 | 6 |
| Commercial | 96 | 94 | 2 |
| Office | 99 | 89 | 10 |

Average monthly yield per available square foot (HK\$)

| | Q3 2010 | Q3 2009 | Change % |
|-------------|---------|---------|----------|
| Residential | 36 | 36 | - |
| Commercial | 155 | 165 | (6) |
| Office | 42 | 35 | 20 |

Notes:

pp = percentage points

() = the change is a decrease compared with last year

HOTELS

| OCCUPANCY (%) | Current Number of Rooms | 2010 | | | | 2009 | | | | 2008 | | | | 2007 | | | |
|---------------|-------------------------|------|----|----|----|------|----|----|----|------|----|----|----|------|----|----|----|
| | | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Hong Kong | 300 | 71 | 62 | 67 | | 57 | 46 | 55 | 71 | 75 | 70 | 71 | 70 | 80 | 74 | 73 | 80 |
| Other Asia | 1,941 | 55 | 58 | 60 | | 48 | 45 | 46 | 54 | 63 | 60 | 55 | 52 | 68 | 71 | 68 | 67 |
| United States | 771 | 52 | 68 | 71 | | 47 | 58 | 65 | 63 | 62 | 73 | 73 | 64 | 68 | 78 | 79 | 78 |

| AVERAGE ROOM RATE (HK\$) | Current Number of Rooms | 2010 | | | | 2009 | | | | 2008 | | | | 2007 | | | |
|--------------------------|-------------------------|-------|-------|-------|----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| | | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Hong Kong | 300 | 3,725 | 3,840 | 3,578 | | 3,941 | 3,883 | 3,605 | 3,774 | 4,104 | 4,008 | 4,073 | 4,191 | 3,601 | 3,751 | 3,565 | 4,151 |
| Other Asia | 1,941 | 1,728 | 1,939 | 1,891 | | 1,759 | 1,790 | 1,686 | 1,848 | 1,930 | 2,025 | 2,357 | 2,048 | 1,315 | 1,432 | 1,474 | 1,985 |
| United States | 771 | 4,187 | 4,161 | 4,184 | | 4,104 | 3,804 | 3,790 | 4,538 | 4,269 | 4,597 | 4,657 | 4,966 | 4,073 | 4,496 | 4,446 | 5,127 |

| REVPAR (HK\$) | Current Number of Rooms | 2010 | | | | 2009 | | | | 2008 | | | | 2007 | | | |
|---------------|-------------------------|-------|-------|-------|----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| | | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Hong Kong | 300 | 2,659 | 2,388 | 2,392 | | 2,264 | 1,784 | 1,985 | 2,695 | 3,090 | 2,797 | 2,879 | 2,940 | 2,872 | 2,771 | 2,586 | 3,340 |
| Other Asia | 1,941 | 955 | 1,122 | 1,135 | | 844 | 800 | 773 | 999 | 1,213 | 1,215 | 1,296 | 1,060 | 891 | 1,013 | 997 | 1,339 |
| United States | 771 | 2,163 | 2,824 | 2,966 | | 1,917 | 2,220 | 2,462 | 2,865 | 2,645 | 3,344 | 3,408 | 3,180 | 2,766 | 3,494 | 3,512 | 4,024 |

Notes:

1. *Occupancy: Rooms occupied/Rooms available*

2. *Average Room Rate: Total rooms revenue/Rooms occupied*

3. *RevPAR: Total rooms revenue/Rooms available*

4. Hotels in:

- *Hong Kong: The Peninsula Hong Kong*

- *Other Asia: The Peninsula Shanghai*, The Peninsula Beijing, The Peninsula Tokyo**, The Peninsula Bangkok and The Peninsula Manila*

* *The Peninsula Shanghai soft opened in October 2009*

** *The Peninsula Tokyo soft opened in September 2007*

- *United States: The Peninsula New York, The Peninsula Chicago and The Peninsula Beverly Hills. The hotel portion of Quail Lodge Resort was closed on 16 November 2009.*

COMMERCIAL PROPERTIES

| OCCUPANCY (%) | 2010 | | | | 2009 | | | | 2008 | | | | 2007 | | | |
|---------------|------|----|----|----|------|----|----|----|------|----|-----|----|------|----|-----|-----|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Residential | 89 | 93 | 92 | | 91 | 88 | 86 | 87 | 95 | 95 | 92 | 93 | 89 | 91 | 93 | 95 |
| Commercial | 96 | 96 | 96 | | 96 | 95 | 94 | 97 | 98 | 97 | 97 | 97 | 97 | 97 | 97 | 97 |
| Office | 98 | 98 | 99 | | 95 | 83 | 89 | 98 | 95 | 99 | 100 | 97 | 100 | 98 | 100 | 100 |

| AVERAGE MONTHLY YIELD PER AVAILABLE SQUARE FOOT (HK\$) | 2010 | | | | 2009 | | | | 2008 | | | | 2007 | | | |
|--|------|-----|-----|----|------|-----|-----|-----|------|-----|-----|-----|------|-----|-----|-----|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Residential | 35 | 37 | 36 | | 40 | 37 | 36 | 35 | 38 | 39 | 39 | 40 | 34 | 35 | 36 | 38 |
| Commercial | 148 | 153 | 155 | | 169 | 166 | 165 | 171 | 160 | 164 | 168 | 170 | 141 | 145 | 147 | 149 |
| Office | 41 | 41 | 42 | | 37 | 33 | 35 | 39 | 30 | 34 | 38 | 38 | 23 | 24 | 28 | 30 |

Notes:

1. *Occupancy: Occupied area/Area available*

2. *Average monthly yield per available square foot: Total rental income/Area available*

3. *Residential: The Repulse Bay*

4. *Commercial: Arcades of The Peninsula Hong Kong, The Peninsula Shanghai, The Peninsula Beijing, The Peninsula New York, The Peninsula Tokyo, The Peninsula Bangkok, The Peninsula Manila, The Repulse Bay and The Peak Tower*

5. *Office: The Peninsula Hong Kong and St. John's Building*

6. *The operating statistics of The Landmark, Vietnam are excluded.*