



## THE HONGKONG AND SHANGHAI HOTELS, LIMITED

香港上海大酒店有限公司

### HSH'S UNAUDITED OPERATING STATISTICS - FIRST QUARTER OF 2011

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#### HOTELS

Occupancy (%)	Current number of rooms	Q1 2011	Q1 2010	Change (pp)
Hong Kong	300	73	71	2
Other Asia	1,941	54	55	(1)
United States	771	57	52	5
Overall	3,012	57	56	1

Average Room Rate (HK\$)	Current number of rooms	Q1 2011	Q1 2010	Change %
Hong Kong	300	4,104	3,725	10
Other Asia	1,941	1,968	1,728	14
United States	771	4,508	4,187	8
Overall	3,012	2,896	2,563	13

RevPAR (HK\$)	Current number of rooms	Q1 2011	Q1 2010	Change %
Hong Kong	300	3,010	2,659	13
Other Asia	1,941	1,068	955	12
United States	771	2,574	2,163	19
Overall	3,012	1,648	1,434	15

#### COMMERCIAL PROPERTIES

Occupancy (%)	Q1 2011	Q1 2010	Change (pp)
Residential	92	89	3
Commercial	96	96	-
Office	100	98	2

Average monthly yield per available square foot (HK\$)	Q1 2011	Q1 2010	Change %
Residential	37	35	6
Commercial	163	148	10
Office	43	41	5

Notes:

pp = percentage points

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

## HOTELS

OCCUPANCY (%)	Current Number of Rooms	2011				2010				2009				2008				2007			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
		Hong Kong	300	73				71	62	67	78	57	46	55	71	75	70	71	70	80	74
Other Asia	1,941	54				55	58	60	58	48	45	46	54	63	60	55	52	68	71	68	67
United States	771	57				52	68	71	69	47	58	65	63	62	73	73	64	68	78	79	78

AVERAGE ROOM RATE (HK\$)	Current Number of Rooms	2011				2010				2009				2008				2007			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
		Hong Kong	300	4,104				3,725	3,840	3,578	4,079	3,941	3,883	3,605	3,774	4,104	4,008	4,073	4,191	3,601	3,751
Other Asia	1,941	1,968				1,728	1,939	1,891	2,157	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	4,508				4,187	4,161	4,184	5,025	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	2011				2010				2009				2008				2007			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
		Hong Kong	300	3,010				2,659	2,388	2,392	3,200	2,264	1,784	1,985	2,695	3,090	2,797	2,879	2,940	2,872	2,771
Other Asia	1,941	1,068				955	1,122	1,135	1,251	844	800	773	999	1,213	1,215	1,296	1,060	891	1,013	997	1,339
United States	771	2,574				2,163	2,824	2,966	3,454	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 and formally opened in March 2010*
- \*\* *The Peninsula Tokyo 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 (%)	2011				2010				2009				2008				2007			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Residential	92				89	93	92	93	91	88	86	87	95	95	92	93	89	91	93	95
Commercial	96				96	96	96	95	96	95	94	97	98	97	97	97	97	97	97	97
Office	100				98	98	99	100	95	83	89	98	95	99	100	97	100	98	100	100

### AVERAGE MONTHLY YIELD PER AVAILABLE SQUARE FOOT (HK\$)

	2011				2010				2009				2008				2007			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Residential	37				35	37	36	37	40	37	36	35	38	39	39	40	34	35	36	38
Commercial	163				148	153	155	156	169	166	165	171	160	164	168	170	141	145	147	149
Office	43				41	41	42	43	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.*