

# TEN YEAR OPERATING STATISTICS

	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
<b>a) The Peninsula Hotels: (Note 1)</b>										
<b>Hong Kong</b>										
Occupancy rate	<b>72%</b>	73%	75%	72%	79%	74%	70%	57%	71%	77%
Average room rate (HK\$)	<b>4,843</b>	4,760	5,144	5,170	5,133	4,503	4,197	4,176	4,504	4,151
RevPAR (HK\$)	<b>3,473</b>	3,477	3,870	3,731	4,072	3,347	2,926	2,401	3,219	3,182
<b>Other Asia (excluding Hong Kong) (Note 2)</b>										
Occupancy rate	<b>67%</b>	70%	65%	66%	63%	57%	58%	48%	57%	68%
Average room rate (HK\$)	<b>2,599</b>	2,265	2,146	2,065	2,179	2,156	2,100	1,904	2,237	1,668
RevPAR (HK\$)	<b>1,753</b>	1,581	1,390	1,361	1,367	1,221	1,214	920	1,284	1,139
<b>United States of America and Europe</b>										
Occupancy rate	<b>71%</b>	68%	74%	74%	72%	69%	65%	59%	68%	76%
Average room rate (HK\$)	<b>5,625</b>	5,807	5,471	4,858	4,627	4,550	4,403	4,292	4,936	4,844
RevPAR (HK\$)	<b>3,993</b>	3,962	4,059	3,573	3,346	3,135	2,856	2,511	3,378	3,701
<b>b) Residential (Note 1 &amp; 3)</b>										
Occupancy rate	<b>91%</b>	93%	85%	89%	92%	91%	92%	88%	94%	92%
Average monthly yield per square foot (HK\$)	<b>45</b>	45	42	42	41	38	36	37	39	35
<b>c) Shopping Arcades (Note 1 &amp; 4)</b>										
Occupancy rate	<b>93%</b>	95%	97%	99%	99%	97%	96%	95%	97%	97%
Average monthly yield per square foot (HK\$)	<b>184</b>	202	206	191	179	168	153	168	165	148
<b>d) Offices (Note 1 &amp; 3)</b>										
Occupancy rate	<b>100%</b>	99%	97%	92%	96%	100%	98%	91%	98%	99%
Average monthly yield per square foot (HK\$)	<b>56</b>	55	52	48	45	45	42	36	35	27
<b>e) Peak Tram</b>										
Patronage ('000)	<b>6,259</b>	6,359	6,325	6,272	5,918	5,777	5,385	4,862	5,006	4,939
Average fare (HK\$)	<b>19</b>	19	19	19	19	19	17	16	16	16
<b>f) Full Time Headcount (as at 31 December)</b>										
Hotels	<b>6,121</b>	6,201	6,308	5,878	5,617	5,475	5,444	5,489	5,239	5,138
Commercial Properties	<b>360</b>	363	362	347	333	323	331	339	339	329
Clubs and Services	<b>993</b>	1,318	1,317	1,325	1,260	1,224	1,180	998	1,056	1,027
Total headcount	<b>7,474</b>	7,882	7,987	7,550	7,210	7,022	6,955	6,826	6,634	6,494

## Notes:

- Occupancy rates, average room rates, RevPAR and average monthly yield per square foot are weighted averages in each grouping
- The saleable inventory in The Peninsula Beijing was reduced from the start of 2015 as preparations were made for renovation, impacting Occupancy Rate and RevPAR
- The operating statistics for residential and offices 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 planned redevelopment
- 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