

TEN YEAR OPERATING SUMMARY

	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002
The Peninsula Hong Kong**										
Occupancy rate	74%	70%	57%	71%	77%	80%	79%	69%	57%	62%
Average room rate (HK\$)	4,094	3,816	3,796	4,095	3,774	3,228	2,872	2,659	2,337	2,670
RevPAR (HK\$)	3,043	2,660	2,182	2,927	2,892	2,592	2,271	1,836	1,332	1,655
The Peninsula Shanghai** (opened October 2009)										
Occupancy rate	59%	63%	42%							
Average room rate (HK\$)	3,221	2,830	2,209							
RevPAR (HK\$)	1,900	1,778	926							
The Peninsula Beijing**										
Occupancy rate	49%	46%	34%	50%	63%	67%	66%	58%	49%	63%
Average room rate (HK\$)	1,472	1,409	1,354	2,116	1,664	1,436	1,219	1,008	845	691
RevPAR (HK\$)	719	650	457	1,065	1,048	958	806	589	414	434
The Peninsula New York										
Occupancy rate	71%	67%	62%	64%	75%	74%	75%	76%	67%	65%
Average room rate (HK\$)	5,841	5,570	5,317	6,338	6,326	5,458	4,902	4,137	3,900	3,958
RevPAR (HK\$)	4,159	3,727	3,317	4,048	4,771	4,066	3,655	3,145	2,613	2,565
The Peninsula Chicago										
Occupancy rate	65%	59%	54%	65%	72%	72%	71%	72%	64%	51%
Average room rate (HK\$)	2,946	2,965	2,987	3,670	3,641	3,398	2,947	2,490	2,437	2,338
RevPAR (HK\$)	1,905	1,762	1,623	2,395	2,638	2,449	2,087	1,781	1,560	1,197
The Peninsula Beverly Hills										
Occupancy rate	74%	72%	61%	80%	85%	83%	83%	84%	81%	78%
Average room rate (HK\$)	5,478	5,147	5,032	5,364	5,017	4,523	4,091	3,634	3,250	3,121
RevPAR (HK\$)	4,027	3,699	3,072	4,275	4,242	3,772	3,395	3,046	2,633	2,439
The Peninsula Tokyo** (opened September 2007)										
Occupancy rate	54%	65%	60%	63%	57%					
Average room rate (HK\$)	4,008	3,861	3,584	3,759	3,853					
RevPAR (HK\$)	2,171	2,522	2,148	2,380	2,206					
The Peninsula Bangkok										
Occupancy rate	51%	49%	48%	65%	70%	71%	72%	77%	66%	73%
Average room rate (HK\$)	1,480	1,398	1,502	1,714	1,708	1,424	1,293	1,155	1,056	986
RevPAR (HK\$)	748	688	725	1,119	1,201	1,010	935	893	697	718
The Peninsula Manila										
Occupancy rate	70%	69%	57%	55%	75%	66%	78%	69%	62%	59%
Average room rate (HK\$)	1,133	1,036	974	1,133	1,005	737	630	606	562	627
RevPAR (HK\$)	792	719	555	626	752	484	493	420	349	370

Notes:

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

** All the average room rates and RevPAR shown above do not include undistributed service charge. Service charge is levied and recorded as revenue in Hong Kong at the rate of 10%, in mainland China at 15% and in Tokyo at 10%.

	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002
The Peninsula Hong Kong**										
Occupancy rate	74%	70%	57%	71%	77%	80%	79%	69%	57%	62%
Average room rate (HK\$)	4,094	3,816	3,796	4,095	3,774	3,228	2,872	2,659	2,337	2,670
RevPAR (HK\$)	3,043	2,660	2,182	2,927	2,892	2,592	2,271	1,836	1,332	1,655
The Peninsula Shanghai** (opened October 2009)										
Occupancy rate	59%	63%	42%							
Average room rate (RMB)	2,670	2,453	1,947							
RevPAR (RMB)	1,575	1,541	816							
The Peninsula Beijing**										
Occupancy rate	49%	46%	34%	50%	63%	67%	66%	58%	49%	63%
Average room rate (RMB)	1,220	1,221	1,193	1,883	1,611	1,471	1,282	1,071	897	734
RevPAR (RMB)	596	563	403	947	1,015	982	848	626	440	461
The Peninsula New York										
Occupancy rate	71%	67%	62%	64%	75%	74%	75%	76%	67%	65%
Average room rate (US\$)	749	714	682	813	811	700	628	530	500	507
RevPAR (US\$)	533	478	425	519	612	521	469	403	335	329
The Peninsula Chicago										
Occupancy rate	65%	59%	54%	65%	72%	72%	71%	72%	64%	51%
Average room rate (US\$)	378	380	383	471	467	436	378	319	312	300
RevPAR (US\$)	244	226	208	307	338	314	268	228	200	153
The Peninsula Beverly Hills										
Occupancy rate	74%	72%	61%	80%	85%	83%	83%	84%	81%	78%
Average room rate (US\$)	702	660	645	688	643	580	525	466	417	400
RevPAR (US\$)	516	474	394	548	544	484	435	390	338	313
The Peninsula Tokyo** (opened September 2007)										
Occupancy rate	54%	65%	60%	63%	57%					
Average room rate (JPY)	40,889	43,183	43,377	49,579	57,792					
RevPAR (JPY)	22,150	28,207	25,996	31,392	33,091					
The Peninsula Bangkok										
Occupancy rate	51%	49%	48%	65%	70%	71%	72%	77%	66%	73%
Average room rate (THB)	5,825	5,675	6,657	7,336	7,051	6,915	6,717	5,977	5,622	5,438
RevPAR (THB)	2,943	2,793	3,216	4,788	4,958	4,903	4,857	4,621	3,710	3,963
The Peninsula Manila										
Occupancy rate	70%	69%	57%	55%	75%	66%	78%	69%	62%	59%
Average room rate (PHP)	6,300	5,925	6,000	6,494	5,831	4,858	4,452	4,316	3,925	4,145
RevPAR (PHP)	4,405	4,114	3,415	3,586	4,362	3,192	3,480	2,991	2,433	2,449

Notes:

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

** All the average room rates and RevPAR shown above do not include undistributed service charge. Service charge is levied and recorded as revenue in Hong Kong at the rate of 10%, in mainland China at 15% and in Tokyo at 10%.

	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002
Quail Lodge Golf Club, USA (accommodation closed from November 2009)										
Occupancy rate	N/A	N/A	56%	64%	71%	65%	61%	54%	28%	54%
Average room rate (HK\$)	N/A	N/A	1,787	2,014	2,062	2,190	2,297	2,288	2,214	1,871
RevPAR (HK\$)	N/A	N/A	1,006	1,298	1,462	1,431	1,393	1,229	624	1,014
The Repulse Bay Apartments										
Occupancy rate	91%	92%	88%	94%	92%	91%	82%	77%	74%	77%
Average monthly yield per square foot (HK\$)	38	36	37	39	35	33	27	25	25	29
The Landmark, Vietnam										
Occupancy rate – Residential	81%	85%	93%	99%	99%	97%	94%	95%	94%	94%
Average monthly yield per square foot (HK\$)	17	18	21	21	18	17	16	16	15	15
Occupancy rate – Office	97%	98%	98%	100%	100%	99%	95%	98%	100%	100%
Average monthly yield per square foot (HK\$)	24	26	32	26	22	19	17	16	16	15
St. John's Building										
Occupancy rate	100%	97%	93%	99%	99%	99%	90%	87%	78%	83%
Average monthly yield per square foot (HK\$)	44	37	35	33	25	21	15	15	14	17
The Peak Tower										
Occupancy rate	100%	100%	99%	100%	100%	72%	31%	100%	100%	98%
Average monthly yield per square foot (HK\$)	84	72	60	60	56	29	6	28	23	25
Peak Tram										
Patronage ('000)	5,777	5,385	4,862	5,006	4,939	4,430	3,923	4,107	3,092	3,714
Average fare (HK\$)	19	17	16	16	16	15	14	14	14	14
Full-Time Headcount (31 December)										
Hotels	5,475	5,444	5,489	5,239	5,138	4,601	4,334	4,814	4,748	4,918
Commercial Properties	323	331	339	339	329	316	307	297	306	315
Clubs and Services	1,224	1,180	998	1,056	1,027	1,004	981	955	946	984
Total headcount	7,022	6,955	6,826	6,634	6,494	5,921	5,622	6,066	6,000	6,217

Notes:

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