



## 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 2012

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#### HOTELS

<b>Occupancy (%)</b>	<b>Current number of rooms</b>	<b>Q3 2012</b>	<b>Q3 2011</b>	<b>Change (pp)</b>
Hong Kong (refer note 3)	300	76	75	1
Other Asia	1,941	61	58	3
United States	771	80	80	-

<b>Average Room Rate (HK\$)</b>	<b>Current number of rooms</b>	<b>Q3 2012</b>	<b>Q3 2011</b>	<b>Change %</b>
Hong Kong	300	4,295	3,791	13
Other Asia	1,941	1,866	1,897	(2)
United States	771	4,429	4,502	(2)

<b>RevPAR (HK\$)</b>	<b>Current number of rooms</b>	<b>Q3 2012</b>	<b>Q3 2011</b>	<b>Change %</b>
Hong Kong (refer note 3)	300	3,257	2,858	14
Other Asia	1,941	1,130	1,096	3
United States	771	3,561	3,585	(1)

#### COMMERCIAL PROPERTIES

<b>Occupancy (%)</b>	<b>Q3 2012</b>	<b>Q3 2011</b>	<b>Change (pp)</b>
Residential	92	91	1
Commercial	99	100	(1)
Office	93	100	(7)

<b>Average monthly yield per available square foot (HK\$)</b>	<b>Q3 2012</b>	<b>Q3 2011</b>	<b>Change %</b>
Residential	42	39	8
Commercial	182	181	1
Office	44	46	(4)

#### Notes:

1. pp = percentage points
2. ( ) = the change is a decrease compared with last year
3. The Peninsula Hong Kong is under renovation from mid-January 2012. The occupancy and RevPAR are based on a reduced inventory of 165 rooms from mid-January to end of August 2012 and 135 rooms from September 2012, being the total number of rooms not under renovation.

## HOTELS

OCCUPANCY (%)	Current Number of Rooms	2012				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	Q1	Q2	Q3	Q4
		Hong Kong	300	82	77	76	73	67	75	81	71	62	67	78	57	46	55	71	75	70	71	70	80	74	73
Other Asia	1,941	61	64	61	54	56	58	59	55	58	60	58	48	45	46	54	63	60	55	52	68	71	68	67	
United States	771	59	76	80	57	70	80	69	52	68	71	69	48	58	64	64	62	73	73	65	69	79	79	79	

AVERAGE ROOM RATE (HK\$)	Current Number of Rooms	2012				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	Q1	Q2	Q3	Q4
		Hong Kong	300	4,225	4,126	4,295	4,104	4,044	3,791	4,410	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	3,565
Other Asia	1,941	1,897	2,046	1,866	1,968	1,916	1,897	2,150	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	4,334	4,672	4,429	4,508	4,443	4,502	4,746	4,187	4,161	4,184	5,025	4,382	4,078	4,034	4,679	4,578	4,894	4,945	5,312	4,345	4,762	4,709	5,483	

REVPAR (HK\$)	Current Number of Rooms	2012				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	Q1	Q2	Q3	Q4
		Hong Kong	300	3,460	3,195	3,257	3,010	2,721	2,858	3,578	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	2,586
Other Asia	1,941	1,155	1,310	1,130	1,068	1,069	1,096	1,260	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	2,540	3,561	3,561	2,574	3,100	3,585	3,269	2,163	2,824	2,966	3,454	2,081	2,369	2,597	2,985	2,854	3,579	3,621	3,454	2,990	3,742	3,710	4,353	

### Notes:

1. Occupancy: Rooms occupied/Rooms available
2. Average Room Rate: Total rooms revenue/Rooms occupied
3. RevPAR: Total rooms revenue/Rooms available
3. The Peninsula Hong Kong is under renovation from mid-January 2012. The occupancy and RevPAR are based on a reduced inventory of 165 rooms from mid-January to end of August 2012 and 135 rooms from September 2012, being the total number of rooms not under renovation.

### 5. 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.

## COMMERCIAL PROPERTIES

OCCUPANCY (%)	2012				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	Q1	Q2	Q3	Q4
Residential	89	91	92		92	94	91	87	89	93	92	93	91	88	86	87	95	95	92	93	89	91	93	95
Commercial	98	99	99		96	95	100	98	96	96	96	95	96	95	94	97	98	97	97	97	97	97	97	97
Office	98	99	93		100	100	100	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\$)	2012				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	Q1	Q2	Q3	Q4
Residential	39	41	42		37	39	39	38	35	37	36	37	40	37	36	35	38	39	39	40	34	35	36	38
Commercial	176	173	182		163	164	181	171	148	153	155	156	169	166	165	171	160	164	168	170	141	145	147	149
Office	45	46	44		43	45	46	46	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.