



THE HONGKONG AND SHANGHAI HOTELS, LIMITED

香港上海大酒店有限公司

(Incorporated in Hong Kong with limited liability)

(Stock Code: 00045)

Unaudited Operating Statistics – First Quarter of 2018

The unaudited quarterly operating statistics of The Hongkong and Shanghai Hotels, Limited (the “Company”) for 2018 and 2017 are as follows:

THE PENINSULA HOTELS

Occupancy Rate (%)	Number of Rooms (as at 31 Mar 2018)	2018				2017			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Hong Kong	300	80				76	70	71	84
Other Asia	1,615	70				68	67	66	70
USA and Europe	969	63				63	72	77	70

Average Room Rate (HK\$)	2018				2017			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Hong Kong	5,883				4,859	4,499	4,437	5,568
Other Asia	2,699				2,454	2,808	2,426	2,933
USA and Europe	5,600				5,390	5,968	6,085	5,924

RevPAR (HK\$)	2018				2017			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Hong Kong	4,717				3,684	3,132	3,150	4,664
Other Asia	1,901				1,673	1,889	1,596	2,040
USA and Europe	3,511				3,418	4,271	4,659	4,158

LEASING

Occupancy Rate (%)	2018				2017			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Residential	95				92	95	93	96
Shopping Arcades	88				90	89	89	89
Office	94				98	95	92	93

Average Monthly Yield per available square foot (HK\$)	2018				2017			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Residential	46				45	46	45	47
Shopping Arcades	172				173	173	174	175
Office	59				57	56	53	54

Note for All Operations:

1. All amounts are expressed in HK\$

Notes for The Peninsula Hotels:

2. Number of rooms is the total number of guestrooms in a hotel, whether available for sale or not. Rooms available for sale is the total room inventory less rooms unavailable for an extended period of time and / or permanent house use rooms
3. Occupancy Rate is the number of rooms sold / rooms available for sale
4. Average Room Rate is the total rooms revenue / number of rooms sold
5. RevPAR is the total rooms revenue / rooms available for sale
6. Occupancy rates, average room rates and RevPAR are weighted averages for the hotels in each grouping
7. The Peninsula Hotels are located in:

Hong Kong:	Hong Kong
Other Asia:	Shanghai, Beijing, Tokyo, Bangkok and Manila
USA and Europe:	New York, Chicago, Beverly Hills and Paris

Notes for Leasing:

8. Occupancy Rate is the area leased / area available for lease
9. Average Monthly Yield per available square foot is the total rental income / area available for lease
10. Occupancy rates and average monthly yield per available square foot are weighted averages based on the area available in each grouping
11. 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
12. The operating statistics do not include information for operations whose results are not material in the Group context: The Landmark, Vietnam; The Peninsula Residences, Shanghai; and 21 avenue Kléber, Paris