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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 – Third 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 30 Sep 2018)	2018				2017			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Hong Kong	300	80	64	57		76	70	71	84
Other Asia	1,615	70	74	73		68	67	66	70
USA and Europe	969	63	75	79		63	72	77	70

Average Room Rate (HK\$)	2018				2017			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Hong Kong	5,883	5,661	5,485		4,859	4,499	4,437	5,568
Other Asia	2,699	2,825	2,410		2,454	2,808	2,426	2,933
USA and Europe	5,600	5,920	6,276		5,390	5,968	6,085	5,924

RevPAR (HK\$)	2018				2017			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Hong Kong	4,717	3,618	3,148		3,684	3,132	3,150	4,664
Other Asia	1,901	2,088	1,750		1,673	1,889	1,596	2,040
USA and Europe	3,511	4,413	4,927		3,418	4,271	4,659	4,158

LEASING

Occupancy Rate (%)	2018				2017			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Residential	95	94	95		92	95	93	96
Shopping Arcades	88	87	87		90	89	89	89
Office	94	100	100		98	95	92	93

Average Monthly Yield per available square foot (HK\$)	2018				2017			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Residential	46	46	46		45	46	45	47
Shopping Arcades	172	169	167		173	173	174	175
Office	59	62	63		57	56	53	54

Note for All Operations:

- All amounts are expressed in HK\$

Notes for The Peninsula Hotels:

- 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
- Occupancy Rate is the number of rooms sold / rooms available for sale
- Average Room Rate is the total rooms revenue / number of rooms sold
- RevPAR is the total rooms revenue / rooms available for sale
- Occupancy rates, average room rates and RevPAR are weighted averages for the hotels in each grouping
- 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:

- Occupancy Rate is the area leased / area available for lease
- Average Monthly Yield per available square foot is the total rental income / area available for lease
- Occupancy rates and average monthly yield per available square foot are weighted averages based on the area available in each grouping
- 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
- 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

Shareholders and potential investors of the Company are reminded that the above operating information has not been reviewed or audited by the Company's independent auditor. Shareholders and potential investors of the Company should therefore exercise caution when dealing in the securities of the Company.

For and on behalf of the Board
The Hongkong and Shanghai Hotels, Limited
Christobelle Liao
Company Secretary

1 November 2018

As at the date of this announcement, the Board of Directors of the Company comprises the following Directors:

Non-Executive Chairman
The Hon. Sir Michael Kadoorie

Non-Executive Deputy Chairman
Andrew Clifford Winawer Brandler

Executive Directors
Managing Director and Chief Executive Officer
Clement King Man Kwok

Chief Operating Officer
Peter Camille Borer

Chief Financial Officer
Matthew James Lawson

Non-Executive Directors
William Elkin Mocatta
John Andrew Harry Leigh
Nicholas Timothy James Colfer
James Lindsay Lewis
Philip Lawrence Kadoorie

Independent Non-Executive Directors
Dr the Hon. Sir David Kwok Po Li
Patrick Blackwell Paul
Pierre Roger Boppe
Dr William Kwok Lun Fung
Dr Rosanna Yick Ming Wong
Dr Kim Lesley Winser
Ada Koon Hang Tse