

TEN YEAR OPERATING STATISTICS

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