

# TEN YEAR OPERATING STATISTICS

	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010
<b>a) The Peninsula Hotels (Note 1)</b>										
<b>Hong Kong</b>										
Occupancy rate	50%	70%	75%	72%	73%	75%	72%	79%	74%	70%
Average room rate (HK\$)	5,401	5,845	4,875	4,843	4,760	5,144	5,170	5,133	4,503	4,197
RevPAR (HK\$)	2,706	4,082	3,659	3,473	3,477	3,870	3,731	4,072	3,347	2,926
<b>Other Asia (excluding Hong Kong) (Note 2)</b>										
Occupancy rate	72%	73%	68%	67%	70%	65%	66%	63%	57%	58%
Average room rate (HK\$)	2,851	2,694	2,661	2,599	2,265	2,146	2,065	2,179	2,156	2,100
RevPAR (HK\$)	2,059	1,966	1,802	1,753	1,581	1,390	1,361	1,367	1,221	1,214
<b>United States of America and Europe</b>										
Occupancy rate	72%	72%	70%	71%	68%	74%	74%	72%	69%	65%
Average room rate (HK\$)	5,892	5,997	5,861	5,625	5,807	5,471	4,858	4,627	4,550	4,403
RevPAR (HK\$)	4,243	4,333	4,130	3,993	3,962	4,059	3,573	3,346	3,135	2,856
<b>b) Residential (Notes 1 &amp; 3)</b>										
Occupancy rate	96%	95%	94%	91%	93%	85%	89%	92%	91%	92%
Average monthly yield per square foot (HK\$)	48	46	46	45	45	42	42	41	38	36
<b>c) Shopping Arcades (Notes 1 &amp; 4)</b>										
Occupancy rate	86%	87%	89%	93%	95%	97%	99%	99%	97%	96%
Average monthly yield per square foot (HK\$)	165	169	174	184	202	206	191	179	168	153
<b>d) Offices (Notes 1 &amp; 3)</b>										
Occupancy rate	98%	99%	95%	100%	99%	97%	92%	96%	100%	98%
Average monthly yield per square foot (HK\$)	63	62	55	56	55	52	48	45	45	42
<b>e) Peak Tram</b>										
Patronage ('000)	3,159	6,050	6,179	6,259	6,359	6,325	6,272	5,918	5,777	5,385
Average fare (HK\$)	24	23	20	19	19	19	19	19	19	17
<b>f) Full Time Headcount (as at 31 December)</b>										
Hotels	6,016	6,148	6,123	6,121	6,201	6,308	5,878	5,617	5,475	5,444
Commercial Properties	356	358	359	360	363	362	347	333	323	331
Clubs and Services	1,079	1,088	1,052	993	1,318	1,317	1,325	1,260	1,224	1,180
Total headcount	7,451	7,594	7,534	7,474	7,882	7,987	7,550	7,210	7,022	6,955

## 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 to Aug 2017 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: being The Landmark, Vietnam; The Peninsula Residences, Shanghai; 21 avenue Kléber, Paris; and 1-5 Grosvenor Place, London (demolished in 2017).
- 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.