



# Definitions and Glossary of Technical Terms

## ***“Commercial Hotels”***

hotels in which the Group holds Hotel Interests or which are owned by the third parties but managed by the Group, which have obtained or are expected to obtain 3-star or 2-star ratings (excluding Jin Jiang Pacific Hotel, New Asia Hotel and Metropole Hotel which are categorised as Landmark Hotels of the Group and other 3-star and 2-star hotels managed by Jin Jiang Inn), according to the criteria set by the Group

## ***“Company”***

Shanghai Jin Jiang International Hotels (Group) Company Limited

## ***“Franchisee(s)”***

third parties who have entered into franchise agreement(s) with the Group for the licence to use the Jin Jiang trademark or Jin Jiang Inn trademarks

## ***“Group”***

the Company and its subsidiaries or, where the context so requires, in respect of the period prior to the date of incorporation of the Company, those entities and businesses which were contributed to and operated by the Company upon its establishment


## ***“Hotel Interests”***

the equity interests held by the Group in companies engaged in hotel operations which are associated companies, jointly controlled entities or subsidiaries of the Company

## ***“Jin Jiang Inn”***

Jin Jiang Inn Company Limited

## ***“Jin Jiang Inn Budget Hotels”***

budget hotels in which the Group holds Substantial Hotel Interests and managed by Jin Jiang Inn, or which are owned by third parties to which Jin Jiang Inn has granted a franchise, most of which are operating under the trademarks of 锦江之星 and 

## ***“Landmark Hotels”***

Jin Jiang Hotel, Peace Hotel, Park Hotel, Metropole Hotel, New Asia Hotel and Jin Jiang Pacific Hotel

## ***“Luxury Hotels”***

hotels in which the Group holds Hotel Interests or which are owned by third parties but managed by the Group which have obtained or are expected to obtain 5-star or 4-star ratings (excluding Jin Jiang Hotel, Peace Hotel and Park Hotel, which are categorised as Landmark Hotels), according to the criteria set by the Group

## ***“Prospectus”***

the prospectus issued by the Company on 30 November 2006

## ***“Star-Rating Standard Manual”***

the star-rating standard for tourist hotels published by the National Tourism Administration of the PRC

## ***“Substantial Hotel Interests”***

the equity interests held by the Group in companies engaged in hotel operations which are jointly controlled entities or subsidiaries of the Company



This glossary of technical terms contains explanations of certain terms used in this annual report in connection with the Group and its businesses. These terminologies and their given meanings may not correspond to those standard meanings and usage adopted in the hotel industry.

<b><i>“ADR”</i></b>	room revenue divided by rooms in use
<b><i>“Available Rooms”</i></b>	number of rooms available of each hotel after deducting Permanent House Use
<b><i>“F&amp;B Services”</i></b>	hotel-related food and beverage services
<b><i>“Occupancy Rate”</i></b>	rooms in use divided by Available Rooms for a given period
<b><i>“Permanent House Use”</i></b>	guestrooms which have been removed from the saleable inventory for a period longer than six months
<b><i>“RevPAR”</i></b>	room revenue per Available Room
<b><i>“Star-rating” or “Star-rated”</i></b>	number of star conferred by the National Tourism Administration of the PRC to a hotel according to the Star-rating Standard Manual and a Star-rated hotel refers to a hotel with Star-rating conferred as mentioned above
<b><i>“Total Rooms”</i></b>	number of hotel rooms available in each hotel