

TEN YEAR OPERATING STATISTICS

	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009
a) The Peninsula Hotels (Note 1)										
Hong Kong										
Occupancy rate	70%	75%	72%	73%	75%	72%	79%	74%	70%	57%
Average room rate (HK\$)	5,845	4,875	4,843	4,760	5,144	5,170	5,133	4,503	4,197	4,176
RevPAR (HK\$)	4,082	3,659	3,473	3,477	3,870	3,731	4,072	3,347	2,926	2,401
Other Asia (excluding Hong Kong) (Note 2)										
Occupancy rate	73%	68%	67%	70%	65%	66%	63%	57%	58%	48%
Average room rate (HK\$)	2,694	2,661	2,599	2,265	2,146	2,065	2,179	2,156	2,100	1,904
RevPAR (HK\$)	1,966	1,802	1,753	1,581	1,390	1,361	1,367	1,221	1,214	920
United States of America and Europe										
Occupancy rate	72%	70%	71%	68%	74%	74%	72%	69%	65%	59%
Average room rate (HK\$)	5,997	5,861	5,625	5,807	5,471	4,858	4,627	4,550	4,403	4,292
RevPAR (HK\$)	4,333	4,130	3,993	3,962	4,059	3,573	3,346	3,135	2,856	2,511
b) Residential (Notes 1 & 3)										
Occupancy rate	95%	94%	91%	93%	85%	89%	92%	91%	92%	88%
Average monthly yield per square foot (HK\$)	46	46	45	45	42	42	41	38	36	37
c) Shopping Arcades (Notes 1 & 4)										
Occupancy rate	87%	89%	93%	95%	97%	99%	99%	97%	96%	95%
Average monthly yield per square foot (HK\$)	169	174	184	202	206	191	179	168	153	168
d) Offices (Notes 1 & 3)										
Occupancy rate	99%	95%	100%	99%	97%	92%	96%	100%	98%	91%
Average monthly yield per square foot (HK\$)	62	55	56	55	52	48	45	45	42	36
e) Peak Tram										
Patronage ('000)	6,050	6,179	6,259	6,359	6,325	6,272	5,918	5,777	5,385	4,862
Average fare (HK\$)	23	20	19	19	19	19	19	19	17	16
f) Full Time Headcount (as at 31 December)										
Hotels	6,148	6,123	6,121	6,201	6,308	5,878	5,617	5,475	5,444	5,489
Commercial Properties	358	359	360	363	362	347	333	323	331	339
Clubs and Services	1,088	1,052	993	1,318	1,317	1,325	1,260	1,224	1,180	998
Total headcount	7,594	7,534	7,474	7,882	7,987	7,550	7,210	7,022	6,955	6,826

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.