

MILLENNIUM & COPTHORNE HOTELS plc
TRADING UPDATE
Nine months and third quarter results to 30 September 2017

Nine months 2017:

	9 mths 2017	Reported Currency			Constant Currency		
		9 mths 2016	Change		9 mths 2016	Change	
RevPAR	£82.41	£73.94	£8.47	11.5%	£79.26	£3.15	4.0%
Revenue - total	£748m	£665m	£83m	12.5%	£716m	£32m	4.5%
Revenue - hotel	£649m	£581m	£68m	11.7%	£624m	£25m	4.0%
Profit before tax (Note 1)	£118m	£102m	£16m	15.7%	£109m	£9m	8.3%

Third quarter 2017:

	Q3 2017	Reported Currency			Constant Currency		
		Q3 2016	Change		Q3 2016	Change	
RevPAR	£89.75	£85.78	£3.97	4.6%	£87.57	£2.18	2.5%
Revenue - total	£263m	£247m	£16m	6.5%	£251m	£12m	4.8%
Revenue - hotel	£231m	£221m	£10m	4.5%	£224m	£7m	3.1%
Profit before tax (Note 1)	£55m	£46m	£9m	19.6%	£47m	£8m	17.0%

Note 1:

Pre-tax profit for the nine months of 2017 includes property impairment losses of £9m and the reversal of a loan impairment of £12m which were recognised during the first half of this year. The nine months pre-tax profit also includes a foreign currency exchange gain of £7m. As for Q3 2017, the exchange gain impact was only £1m.

- Reported Group RevPAR for the nine months of 2017 increased by 11.5%. In constant currency, Group RevPAR grew by 4.0% with increases in occupancy and average room rate of 2.2% points and 0.8% respectively.
- Like-for-like* Group RevPAR for the nine months of 2017 increased by 1.4% and was up in all regions except for Asia (down by 2.1%) and Rest of Europe (down by 0.2%). London and New York registered like-for-like RevPAR growth of 5.2% and 1.1% respectively.
- For Q3 2017, like-for-like Group RevPAR increased by 0.3% with New York up by 1.2%, London down by 2.5% and Singapore down by 2.1%.
- Group revenue increased by 4.5% in constant currency for the nine-month period. In reported currency, Group revenue increased by 12.5% to £748m (2016: £665m) reflecting a foreign currency exchange gain of £51m.
- In constant currency, hotel revenue for the first nine months of 2017 increased by 4.0%. The higher revenue was mainly from newly refurbished hotels and new property added to the Group's hotel portfolio.

* Like-for-like comparisons exclude the impact of acquisitions, closures and refurbishments; and are stated in constant currency terms.

FINANCIAL PERFORMANCE

For the nine months ended 30 September 2017, Group reported revenue increased by 12.5% to £748m (2016: £665m). On a constant currency basis, Group revenue increased by 4.5%.

	9 mths 2017 £m	Reported Currency			Constant Currency		
		9 mths 2016 £m	Change		9 mths 2016 £m	Change	
			£m	%		£m	%
Hotel	649	581	68	11.7	624	25	4.0
Property	51	42	9	21.4	47	4	8.5
REIT	48	42	6	14.3	45	3	6.7
Total Revenue	748	665	83	12.5	716	32	4.5

In constant currency, hotel revenue for the first nine months of 2017 increased by 4.0%. The higher revenue was driven mainly by contributions from Millennium Hilton New York One UN Plaza (previously known as ONE UN New York) which was closed for refurbishment during the same period last year and Grand Millennium Auckland which was added to the Group's hotel portfolio at the end of 2016. Excluding these two properties, like-for-like hotel revenue was flat compared to the same period last year.

Property revenue for the period increased by 8.5% in constant currency, mainly because of higher contribution from New Zealand land sales. REIT revenue benefited partly from newly acquired hotels in Europe.

Profit before tax increased by £16m or 15.7% to £118m (2016: £102m) for the nine-month period. This includes property impairment losses of £9m, the reversal of a loan impairment of £12m and an exchange gain of £7m. Newly refurbished properties and additions to hotel portfolio further contributed to the higher profit. In constant currency, pre-tax profit increased by 8.3%. Excluding non-trading items relating to impairment, pre-tax profit was £115m (2016: £104m). All these non-trading items were recognised in the first half of the year.

Hotel operations

In constant currency, Group RevPAR increased by 4.0% to £82.41 (2016: £79.26). Like-for-like RevPAR increased by 1.4%.

9 months 2017	RevPAR			Occupancy			Average Room Rate		
	9 mths 2017 £	#9 mths 2016 £	Change %	9 mths 2017 %	9 mths 2016 %	Change %pts	9 mths 2017 £	#9 mths 2016 £	Change %
New York	156.36	142.15	10.0	84.0	74.8	9.2	186.19	189.93	(2.0)
Regional US	65.80	64.14	2.6	62.9	61.1	1.8	104.64	104.96	(0.3)
Total US	95.62	89.83	6.4	69.8	65.6	4.2	136.93	136.87	-
London	110.73	105.29	5.2	84.3	81.1	3.2	131.42	129.78	1.3
Rest of Europe	54.03	54.16	(0.2)	71.3	72.8	(1.5)	75.77	74.36	1.9
Total Europe	82.86	80.05	3.5	77.9	77.0	0.9	106.38	103.92	2.4
Singapore	84.67	85.87	(1.4)	86.8	84.8	2.0	97.59	101.22	(3.6)
Rest of Asia	62.11	63.85	(2.7)	64.6	64.1	0.5	96.08	99.56	(3.5)
Total Asia	70.84	72.37	(2.1)	73.2	72.1	1.1	96.77	100.32	(3.5)
Australasia	71.88	58.69	22.5	80.4	79.4	1.0	89.38	73.90	20.9
Total Group	82.41	79.26	4.0	73.9	71.7	2.2	111.46	110.61	0.8

Q3 2017	RevPAR			Occupancy			Average Room Rate		
	Q3 2017 £	#Q3 2016 £	Change %	Q3 2017 %	Q3 2016 %	Change %pts	Q3 2017 £	#Q3 2016 £	Change %
New York	178.91	162.77	9.9	91.3	82.1	9.2	196.04	198.30	(1.1)
Regional US	75.01	75.48	(0.6)	70.0	68.5	1.5	107.15	110.26	(2.8)
Total US	109.22	104.22	4.8	77.0	72.9	4.1	141.83	142.88	(0.7)
London	129.13	132.48	(2.5)	89.6	92.0	(2.4)	144.10	144.01	0.1
Rest of Europe	58.62	58.25	0.6	74.6	76.9	(2.3)	78.59	75.76	3.7
Total Europe	94.75	95.84	(1.1)	82.3	84.5	(2.2)	115.15	113.37	1.6
Singapore	87.28	89.12	(2.1)	87.6	90.1	(2.5)	99.58	98.92	0.7
Rest of Asia	63.51	61.03	4.1	66.2	64.8	1.4	95.88	94.12	1.9
Total Asia	72.71	71.91	1.1	74.5	74.6	(0.1)	97.57	96.36	1.3
Australasia	64.85	54.18	19.7	74.8	74.1	0.7	86.74	73.16	18.6
Total Group	89.75	87.57	2.5	77.3	76.4	0.9	116.18	114.63	1.4

In constant currency, whereby 30 September 2016 RevPAR and average room rates have been translated at average exchange rates for the period ended 30 September 2017.

US

US RevPAR for the first nine months of 2017 increased by 6.4% to £95.62 (2016: £89.83). Occupancy increased by 4.2% points and average room rate was flat.

New York RevPAR grew by 10.0% for the nine-month period, mainly reflecting the increased contribution from Millennium Hilton New York One UN Plaza whose East Tower was closed for refurbishment during the same period last year. Excluding this property, RevPAR for New York and US increased by 1.1% and 1.8% respectively.

RevPAR for Regional US for the nine months of 2017 increased by 2.6% to £65.80 (2016: £64.14) with an increase of 1.8% points in occupancy offset by lower average room rate.

Europe

Europe RevPAR for the first nine months of 2017 increased by 3.5%. RevPAR for London grew by 5.2% to £110.73 (2016: £105.29) with increases in both average room rate and occupancy. Both the average room rate and occupancy at The Bailey's Hotel London continued to improve after its refurbishment, completed in Q1 2016.

RevPAR for Rest of Europe during the same period fell by 0.2%.

Asia

Asia RevPAR for the nine months of 2017 fell by 2.1% to £70.84 (2016: £72.37). Occupancy increased slightly by 1.1% points and average room rate dropped by 3.5%.

Singapore RevPAR dropped by 1.4% with average room rate lower by 3.6% offset by higher occupancy of 2.0% points. Rest of Asia RevPAR decreased by 2.7%. This is mainly due to reduced room rates in order to optimise occupancy especially at the Group's hotels in Seoul and Taipei.

Australasia

Grand Millennium Auckland joined the region's hotel portfolio in September 2016. This hotel was a major contributor to the 22.5% increase in the region's RevPAR for the first nine months of 2017. Like-for-like Australasia RevPAR grew by 7.8%.

Acquisition

CDL Hospitality Trusts ("CDLHT") which is consolidated within the Group's accounts under IFRS 10 and in which the Group owns a 37% stake, acquired The Lowry Hotel in Manchester for £52.9m on 4 May 2017 and the Pullman Hotel Munich plus office and retail components for €102.5m (£90m) on 14 July 2017.

The Group took up its full entitlement of new stapled securities for a total cost of S\$94.4m (£52m) in the rights issue of CDLHT in July 2017.

Developments

Design for the Yangdong development project in Seoul continues to be reviewed for the most optimal and efficient design to be achieved. Construction is intended to commence once the design has been finalised.

Design of the proposed mixed-use development of the Group's 35,717m² freehold landsite at Sunnyvale, California remains under review by the management team.

Hotel refurbishments

Preliminary work on refurbishment of Millennium Hotel London Mayfair is planned to commence before the end of this year. Refurbishment of Millennium Hotel London Knightsbridge is anticipated to commence next year.

The renovation of 260 deluxe guest rooms at Orchard Hotel Singapore will be carried out by the end of this year for completion in H1 next year. The interior renovations works at the hotel's Chinese restaurant, Hua Ting commenced in August 2017 and it is scheduled for completion in the first quarter next year.

The final phase of the refurbishment of Grand Millennium Kuala Lumpur relating to the guestrooms at levels 7 and 8 is postponed to H2 next year. The rest of the guest rooms on levels 9 to 19 were completed late last year.

M Social Auckland (previously known as Copthorne Hotel Auckland Harbourcity) had its soft opening in early October 2017. During the coming months all of the hotel's 190 guest rooms and facilities will be commissioned in weekly releases, with the aim of having the new hotel fully operational by the end of December 2017.

Asset disposals

On 31 July 2017 the Group, via its subsidiary company, City Hotels Pte Ltd., disposed of its 50% interest in Fena Estate Co.,Ltd. in exchange for a token payment ("Disposal of Fena"). Fena is the owner of Pullman Bangkok Grande Sukhumvit (formerly "Grand Millennium Sukhumvit Bangkok"). There was no carrying book value on the Group's balance sheet for this investment, which had been impaired in previous years. In conjunction with the transaction, there was repayment of a shareholder's loan which had also been fully impaired. The Group re-instated the loan on its balance sheet and an income of £12m was recognised in the income statement.

The Group continues to engage with the developer of Birmingham's Paradise Circus redevelopment scheme, under previously agreed commercial arrangements, regarding the closure and acquisition by the developer of the Copthorne Hotel Birmingham and possible acquisition by the Group of an alternative site for development of a new hotel within the scheme.

As previously reported, in March 2017 the Scottish Ministers approved an order that allows Network Rail Infrastructure Limited ("Network Rail") to take permanently and to demolish the 1970s-built, 51-room extension of the Millennium Hotel Glasgow, in connection with the redevelopment of Queen Street Station. In July 2017, 56 guestrooms were permanently removed from the hotel in connection with the development. The property now has 60 guestrooms compared to 116 previously.

The Group is entitled to compensation, which will either be negotiated with Network Rail or settled at the Lands Tribunal. Separation and other works arising from the order are expected to be completed in November 2017, with demolition of the extension anticipated to commence in Q1 2018. The Group is continuing to consider its options with respect to the refurbishment of the remaining hotel areas.

Other Group operations

Joint ventures and associates contributed £11m to profit during the nine months of 2017 (2016: £9m). The Group has an effective interest of 36% in First Sponsor Group Limited, which is listed on the Singapore Exchange and reports its results publicly.

Financial position

At 30 September 2017, the Group had net debt of £668m (Dec 2016: net debt £707m). Excluding CDLHT, net debt at 30 September 2017 was £192m (Dec 2016: net debt £232m).

Possible offer by CDL for the Group

On 19 October 2017, the boards of CDL and Agapier Investments Limited ("Bidco") and the independent non-executive directors of the Company announced further details of a possible recommended cash offer, pursuant to which Bidco would acquire the entire issued and to be issued ordinary share capital of the Company not already held by CDL and its subsidiaries. For further details please see the Company's website at <https://investors.millenniumhotels.com/regulatory-announcements-and-news/city-developments-ltd-offer-documents>.

Current trading

On a constant currency basis, Group RevPAR was up by 1.8% for the three weeks ended 21 October 2017. RevPAR for New York and Regional US were up by 7.5% and 7.0% respectively. RevPAR for London and Rest of Europe were down by 1.7% and 5.0% respectively. In Asia, RevPAR for Singapore and Rest of Asia were down by 5.3% and 0.8% respectively. Australasia had a RevPAR growth of 16.2%. In reported currency basis, Group RevPAR was up by 9.1%.

On a like-for-like basis, Group RevPAR increased by 0.7% with New York up by 3.3% and Australasia up by 8.0% respectively.

This trading update contains certain statements that are or may be forward-looking with respect to the financial condition, results or operations and business of Millennium & Copthorne Hotels plc. By their nature forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future. There are a number of factors that could cause actual results and developments to differ materially from those expressed or implied by such forward-looking statements. Undue reliance should not be placed on forward looking statements which speak only as of the date of this document. The Group accepts no obligation to publicly revise or update these forward-looking statements or adjust them to future events or developments, whether as a result of new information, future events or otherwise, except to the extent legally required.

**Condensed consolidated income statement (unaudited)
for the nine months ended 30 September 2017**

	Third Quarter 2017 £m	Third Quarter 2016 £m	Nine Months 2017 £m	Nine Months 2016 £m	Full Year 2016 £m
Revenue	263	247	748	665	926
Cost of sales	(108)	(101)	(324)	(283)	(395)
Gross profit	155	146	424	382	531
Administrative expenses	(101)	(99)	(304)	(274)	(382)
Other operating income	-	-	12	2	13
Other operating expense	-	-	(9)	(4)	(55)
Operating profit	54	47	123	106	107
Share of profit of joint ventures and associates	5	4	11	9	26
Finance income	5	6	10	10	7
Finance expense	(9)	(11)	(26)	(23)	(32)
Net finance expense	(4)	(5)	(16)	(13)	(25)
Profit before tax	55	46	118	102	108
Income tax credit/(expense)	6	(7)	2	(15)	(10)
	<i>Note 1</i>				
Profit for the period	61	39	120	87	98
Attributable to:					
Equity holders of the parent	50	29	92	59	78
Non-controlling interests	11	10	28	28	20
	61	39	120	87	98

Note 1:

The Group recorded an income tax credit of £2m for the first nine months of 2017 (tax expense 2016: £15m). This comprised a tax charge of £15m (2016: tax charge £15m) offset by the release of £17m (2016: £nil) tax provision in relation to exposures in Singapore that are now finalised.

The financial results above were derived from continuing activities.

**Condensed consolidated statement of financial position (unaudited)
as at 30 September 2017**

	As at 30 Sept 2017 £m	As at 30 Sept 2016 £m	As at 31 Dec 2016 £m
Non-current assets			
Property, plant and equipment	3,141	3,217	3,238
Lease premium prepayment	102	107	107
Investment properties	610	556	534
Investment in joint ventures and associates	312	293	320
	4,165	4,173	4,199
Current assets			
Inventories	4	4	5
Development properties	84	92	93
Lease premium prepayment	2	2	2
Trade and other receivables	97	94	95
Cash and cash equivalents	331	308	337
	518	500	532
Total assets	4,683	4,673	4,731
Non-current liabilities			
Interest-bearing loans, bonds and borrowings	(663)	(964)	(951)
Employee benefits	(23)	(13)	(23)
Provisions	(9)	(9)	(10)
Other financial liabilities	(2)	-	-
Other non-current liabilities	(13)	(14)	(14)
Deferred tax liabilities	(198)	(238)	(220)
	(908)	(1,238)	(1,218)
Current liabilities			
Interest-bearing loans, bonds and borrowings	(336)	(64)	(93)
Trade and other payables	(223)	(218)	(214)
Provisions	(1)	(2)	(1)
Income taxes payable	(14)	(29)	(35)
	(574)	(313)	(343)
Total liabilities	(1,482)	(1,551)	(1,561)
Net assets	3,201	3,122	3,170
Equity			
Issued share capital	97	97	97
Share premium	844	843	843
Translation reserve	428	490	537
Treasury share reserve	(4)	(4)	(4)
Retained earnings	1,272	1,184	1,195
Total equity attributable to equity holders of the parent	2,637	2,610	2,668
Non-controlling interests	564	512	502
Total equity	3,201	3,122	3,170

Notes to the condensed consolidated financial statements

1. Operating segment information

	9 months 2017								
	New York £m	Regional US £m	London £m	Rest of Europe £m	Singapore £m	Rest of Asia £m	Australasia £m	Central Costs £m	Total Group £m
Revenue									
Hotel	111	113	91	52	98	127	57	-	649
Property operations	-	4	-	-	2	7	38	-	51
REIT	-	-	-	15	12	15	6	-	48
Total revenue	111	117	91	67	112	149	101	-	748
Hotel gross operating profit	14	26	45	12	40	42	28	-	207
Hotel fixed charges ¹	(26)	(16)	(17)	(7)	(3)	(27)	(4)	-	(100)
Hotel operating profit/(loss)	(12)	10	28	5	37	15	24	-	107
Property operating profit	-	-	-	-	1	7	21	-	29
REIT operating profit/(loss)	-	-	-	3	(3)	4	5	-	9
Central costs	-	-	-	-	-	-	-	(25)	(25)
Other operating income	-	-	-	-	-	12	-	-	12
Other operating expense	-	-	-	(4)	-	(5)	-	-	(9)
Operating profit/(loss)	(12)	10	28	4	35	33	50	(25)	123
Share of joint ventures and associates profit	-	-	-	2	-	9	-	-	11
Add: Depreciation and amortisation	7	10	5	5	10	17	2	2	58
Add: Impairment	-	-	-	4	-	5	-	-	9
EBITDA ²	(5)	20	33	15	45	64	52	(23)	201
Less: Depreciation, amortisation & impairment									(67)
Net finance expense									(16)
Profit before tax									118

	9 months 2016								
	New York £m	Regional US £m	London £m	Rest of Europe £m	Singapore £m	Rest of Asia £m	Australasia £m	Central Costs £m	Total Group £m
Revenue									
Hotel	92	103	88	56	92	115	35	-	581
Property operations	-	3	-	-	2	7	30	-	42
REIT	-	-	-	8	10	14	10	-	42
Total revenue	92	106	88	64	104	136	75	-	665
Hotel gross operating profit	11	23	45	13	38	38	15	-	183
Hotel fixed charges ¹	(22)	(17)	(16)	(7)	(3)	(25)	(3)	-	(93)
Hotel operating profit/(loss)	(11)	6	29	6	35	13	12	-	90
Property operating profit/(loss)	-	(1)	-	-	1	6	17	-	23
REIT operating profit/(loss)	-	-	-	2	(4)	5	9	-	12
Central costs	-	-	-	-	-	-	-	(17)	(17)
Other operating income	-	-	-	-	-	-	2	-	2
Other operating expense	-	-	-	-	(4)	-	-	-	(4)
Operating profit/(loss)	(11)	5	29	8	28	24	40	(17)	106
Share of joint ventures and associates profit	-	-	-	3	-	6	-	-	9
Add: Depreciation and amortisation	6	8	5	4	9	16	1	1	50
Add: Revaluation deficit	-	-	-	-	4	-	-	-	4
EBITDA ²	(5)	13	34	15	41	46	41	(16)	169
Less: Depreciation, amortisation & revaluation deficit									(54)
Net finance expense									(13)
Profit before tax									102

¹ Hotel fixed charges include depreciation, amortisation of lease premium prepayments, property rent, taxes and insurance, operating lease rentals and management fees.

² EBITDA is earnings before interest, tax and, depreciation and amortisation.

APPENDIX 1: KEY OPERATING STATISTICS
for the nine months ended 30 September 2017

	Nine Months 2017 Reported currency	Nine Months 2016 Constant currency	Nine Months 2016 Reported currency	Full Year 2016 Reported currency
Owned or leased hotels*				
Occupancy (%)				
New York	84.0		74.8	77.9
Regional US	62.9		61.1	58.6
Total US	69.8		65.6	65.0
London	84.3		81.1	81.9
Rest of Europe	71.3		72.8	72.2
Total Europe	77.9		77.0	77.1
Singapore	86.8		84.8	84.2
Rest of Asia	64.6		64.1	65.4
Total Asia	73.2		72.1	72.7
Australasia	80.4		79.4	81.3
Total Group	73.9		71.7	71.8
Average Room Rate (£)				
New York	186.19	189.93	174.14	186.85
Regional US	104.64	104.96	96.23	98.12
Total US	136.93	136.87	125.49	133.18
London	131.42	129.78	129.78	130.83
Rest of Europe	75.77	74.36	72.32	72.86
Total Europe	106.38	103.92	102.96	104.04
Singapore	97.59	101.22	93.83	95.22
Rest of Asia	96.08	99.56	90.26	92.66
Total Asia	96.77	100.32	91.88	93.81
Australasia	89.38	73.90	65.37	71.84
Total Group	111.46	110.61	103.18	106.78
RevPAR (£)				
New York	156.36	142.15	130.32	145.64
Regional US	65.80	64.14	58.80	57.49
Total US	95.62	89.83	82.35	86.52
London	110.73	105.29	105.29	107.18
Rest of Europe	54.03	54.16	52.67	52.61
Total Europe	82.86	80.05	79.32	80.24
Singapore	84.67	85.87	79.60	80.21
Rest of Asia	62.11	63.85	57.88	60.63
Total Asia	70.84	72.37	66.29	68.21
Australasia	71.88	58.69	51.92	58.40
Total Group	82.41	79.26	73.94	76.71
Gross Operating Profit Margin (%)				
New York	12.7		11.9	15.9
Regional US	23.2		22.6	20.9
Total US	18.0		17.5	18.4
London	49.8		50.5	49.8
Rest of Europe	22.6		22.9	19.1
Total Europe	39.9		39.8	37.8
Singapore	40.8		41.0	40.8
Rest of Asia	32.9		32.8	34.0
Total Asia	36.3		36.5	37.0
Australasia	48.6		43.1	46.5
Total Group	31.9		31.3	31.6

For comparability, the 30 September 2016 Average Room Rate and RevPAR have been translated at average exchange rates for the period ended 30 September 2017.

* excluding managed, franchised and investment hotels.

APPENDIX 2: KEY OPERATING STATISTICS
for the quarter ended 30 September 2017

Owned or leased hotels*	Q3 2017 Reported currency	Q3 2016 Constant currency	Q3 2016 Reported currency	FY 2016 Reported currency
Occupancy (%)				
New York	91.3		82.1	77.9
Regional US	70.0		68.5	58.6
Total US	77.0		72.9	65.0
London	89.6		92.0	81.9
Rest of Europe	74.6		76.9	72.2
Total Europe	82.3		84.5	77.1
Singapore	87.6		90.1	84.2
Rest of Asia	66.2		64.8	65.4
Total Asia	74.5		74.6	72.7
Australasia	74.8		74.1	81.3
Total Group	77.3		76.4	71.8
Average Room Rate (£)				
New York	196.04	198.30	192.54	186.85
Regional US	107.15	110.26	106.79	98.12
Total US	141.83	142.88	138.56	133.18
London	144.10	144.01	144.01	130.83
Rest of Europe	78.59	75.76	74.30	72.86
Total Europe	115.15	113.37	112.72	104.04
Singapore	99.58	98.92	97.13	95.22
Rest of Asia	95.88	94.12	92.63	92.66
Total Asia	97.57	96.36	94.74	93.81
Australasia	86.74	73.16	70.79	71.84
Total Group	116.18	114.63	112.29	106.78
RevPAR (£)				
New York	178.91	162.77	158.04	145.64
Regional US	75.01	75.48	73.10	57.49
Total US	109.22	104.22	101.06	86.52
London	129.13	132.48	132.48	107.18
Rest of Europe	58.62	58.25	57.13	52.61
Total Europe	94.75	95.84	95.29	80.24
Singapore	87.28	89.12	87.51	80.21
Rest of Asia	63.51	61.03	60.07	60.63
Total Asia	72.71	71.91	70.70	68.21
Australasia	64.85	54.19	52.42	58.40
Total Group	89.75	87.57	85.78	76.71
Gross Operating Profit Margin (%)				
New York	22.3		18.9	15.9
Regional US	28.4		30.0	20.9
Total US	25.3		24.7	18.4
London	54.3		55.4	49.8
Rest of Europe	25.2		26.5	19.1
Total Europe	44.1		44.9	37.8
Singapore	41.0		41.7	40.8
Rest of Asia	33.7		31.3	34.0
Total Asia	36.9		36.1	37.0
Australasia	45.3		38.5	46.5
Total Group	35.0		34.4	31.6

For comparability, the 30 September 2016 Average Room Rate and RevPAR have been translated at average exchange rates for the period ended 30 September 2017.

* excluding managed, franchised and investment hotels.

APPENDIX 3: HOTEL ROOM COUNT AND PIPELINE
as at 30 September 2017

Hotel and room count	30 Sep 2017	Hotels 31 Dec 2016	Change	30 Sep 2017	Rooms 31 Dec 2016	Change
Analysed by region:						
New York	4	4	-	2,238	2,238	-
Regional US	15	15	-	4,559	4,559	-
London	8	8	-	2,651	2,651	-
Rest of Europe	21	19	2	3,528	3,081	447
Middle East	31	26	5	10,346	7,805	2,541
Singapore	7	7	-	3,011	3,011	-
Rest of Asia	26	27	(1)	9,694	10,036	(342)
Australasia	25	25	-	3,641	3,641	-
Total	137	131	6	39,668	37,022	2,646

Analysed by ownership type:						
Owned or Leased	66	66	-	19,481	19,534	(53)
Managed	16	42	(26)	4,100	11,924	(7,824)
Franchised	38	7	31	11,437	1,091	10,346
Investment	17	16	1	4,650	4,473	177
Total	137	131	6	39,668	37,022	2,646

Analysed by brand:						
Grand Millennium	9	9	-	3,734	3,732	2
Millennium	52	49	3	17,418	15,960	1,458
Copthorne	35	35	-	6,923	6,944	(21)
Kingsgate	7	7	-	671	671	-
Other M&C	14	12	2	4,647	3,617	1,030
Third Party	20	19	1	6,275	6,098	177
Total	137	131	6	39,668	37,022	2,646

Pipeline	30 Sep 2017	Hotels 31 Dec 2016	Change	30 Sep 2017	Rooms 31 Dec 2016	Change
Analysed by region:						
Middle East	10	17	(7)	3,239	5,465	(2,226)
Asia	4	4	-	1,587	1,608	(21)
Regional US	1	1	-	263	263	-
Rest of Europe	1	1	-	152	153	(1)
Total	16	23	(7)	5,241	7,489	(2,248)

Analysed by ownership type:						
Managed	3	21	(18)	1,045	6,684	(5,639)
Owned	2	2	-	805	805	-
Franchised	11	-	11	3,391	-	3,391
Total	16	23	(7)	5,241	7,489	(2,248)

Analysed by brand:						
Grand Millennium	2	2	-	539	847	(308)
Millennium	8	11	(3)	2,715	3,079	(364)
Copthorne	2	2	-	666	666	-
Kingsgate	-	2	(2)	-	559	(559)
Other M&C	4	6	(2)	1,321	2,338	(1,017)
Total	16	23	(7)	5,241	7,489	(2,248)

The Group's worldwide pipeline comprises 16 hotels offering 5,241 rooms, which are mainly franchise contracts.