



INTERCONTINENTAL

FINANCIAL STREET

BEIJING

北京金融街洲际酒店

To whom it may concern,

I have known and experienced HMC's professionalism in both Hong Kong and China market. They have operated and managed our Priority Privilege membership program, which have resulted in an increase revenues through membership sales and usage of membership card in our F&B outlets. With the current expansion of our membership program in Beijing and China I felt it time to acknowledge the important and valuable contribution of the current HMC management team to our hotels success.

It has been a pleasure working with HMC over the last few years. Their commitment and dedication to their obligations has seen our food and beverage revenues increase monthly and annually. We are pleased with the current performance of our Priority Privilege program at all levels.

The program is an essential part of our hotel operation as it generates incremental revenue throughout our hotel and the success of this program is down to the hard work and efforts to boost the sales in our offices and responsiveness of HMC's corporate head office staff in Shanghai. We look forward to our continued beneficial relationship with HMC and look forward to a long and prosperous relationship in the years to come.

Please contact me directly should you wish to discuss personally.

Sincerely yours,

Justin Channe
General Manager
InterContinental Financial Street Beijing

*W*E KNOW WHAT IT TAKES™

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