



## Hospitality Management

Filter By City

All

Filter By Room Class

All

Filter By Month

May

Jun

Jul

Filter By Week

W 27

W 30

W 28

W 31

W 29

Clear all slicers

Home

Revenue Analytics

City & Room Class...

Key Insights

Recommendations

Total Revenue

551.90M

Current Week: 115M

Last Week: 115M

Change: 0.20% ▲

RevPAR

7.28K

Current Week: 6.50K

Last Week: 6.49K

Change: 0.20% ▲

DSRN

2.53K

Current Week: 2.53K

Last Week: 2.53K

Change: 0.00% ▲

Occupancy %

57.2%

Current Week: 50.98%

Last Week: 50.97%

Change: 0.01% ▲

ADR

12.72K

Current Week: 12.75K

Last Week: 12.73K

Change: 0.19% ▲

Realisation %

70.56%

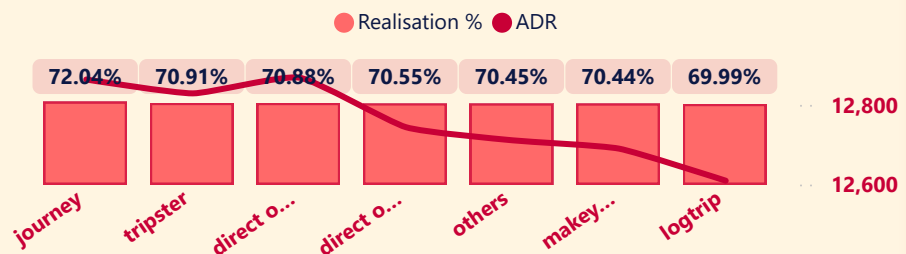
Current Week: 70.36%

Last Week: 70.38%

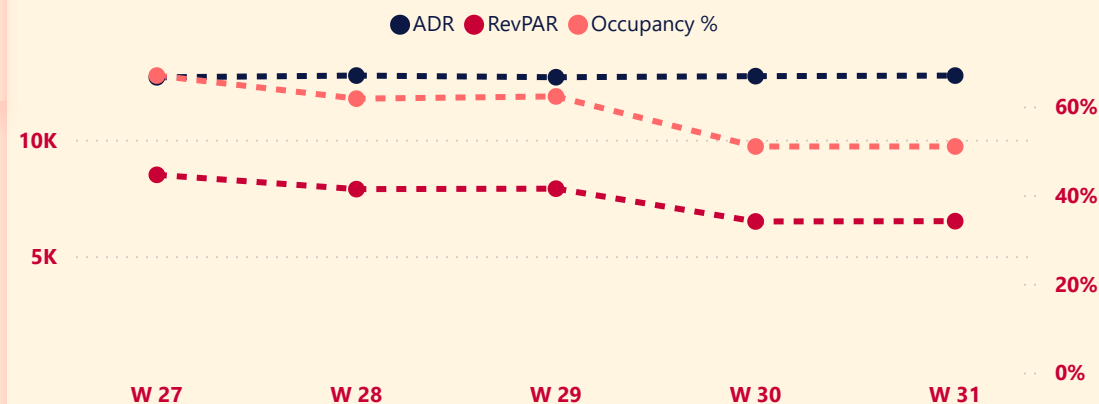
Change: -0.03% ▼

Day Type	RevPAR	Occupancy %	ADR	Realisation %	Cancellation %
Weekend	7,980.70	62.4%	12,784.50	71.25%	23.79%
Weekday	6,925.35	54.6%	12,689.66	70.16%	24.87%
Total	7,277.13	57.2%	12,724.16	70.56%	24.48%

Realisation % and ADR by booking\_platform

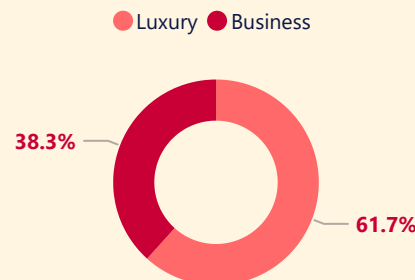


Trend By Key Metrics



category booking\_platform

Total Revenue by category



Property_id	Property_name	City	Revenue	RevPAR	Occupancy %	ADR	DSRN	DBRN	DURN	Realisation %	Cancellation %	Average Rating
16558	Atliq Grands	Delhi	12M	7,497	65.4%	11,454	52	34	24	70.81%	24.49%	4.34
17561	Atliq Blu	Mumbai	24M	9,420	66.0%	14,282	85	56	39	69.92%	23.90%	4.34
18562	Atliq Bay	Hyderabad	23M	6,233	65.7%	9,491	121	79	57	71.81%	23.24%	4.30
16559	Atliq Exotica	Mumbai	39M	10,704	65.5%	16,339	121	79	57	71.99%	23.30%	4.30
17559	Atliq Exotica	Mumbai	30M	9,983	65.2%	15,308	101	66	46	70.29%	24.09%	4.29
19562	Atliq Bay	Bangalore	27M	9,226	65.3%	14,125	96	63	44	69.70%	25.09%	4.28
19560	Atliq City	Bangalore	26M	8,775	64.7%	13,567	99	64	44	68.77%	27.17%	4.27
17563	Atliq Palace	Mumbai	33M	10,515	65.9%	15,956	104	69	49	71.25%	23.98%	4.27
18560	Atliq City	Hyderabad	20M	6,009	65.2%	9,212	109	71	51	71.07%	24.38%	4.26
16563	Atliq Palace	Delhi	29M	8,132	65.0%	12,513	117	76	55	71.68%	24.24%	4.25
18561	Atliq Blu	Hyderabad	18M	5,572	64.3%	8,669	107	69	48	70.24%	24.77%	4.23
Total			552M	7,277	57.2%	12,724	2,528	1,446	1,020	70.56%	24.48%	3.62

RevPAR - Revenue per available Room | DSRN - Daily Sellable room nights | ADR - Average Daily Rate | DBRN - Daily Booked Room Nights | DURN - Daily Utilized Room Nights

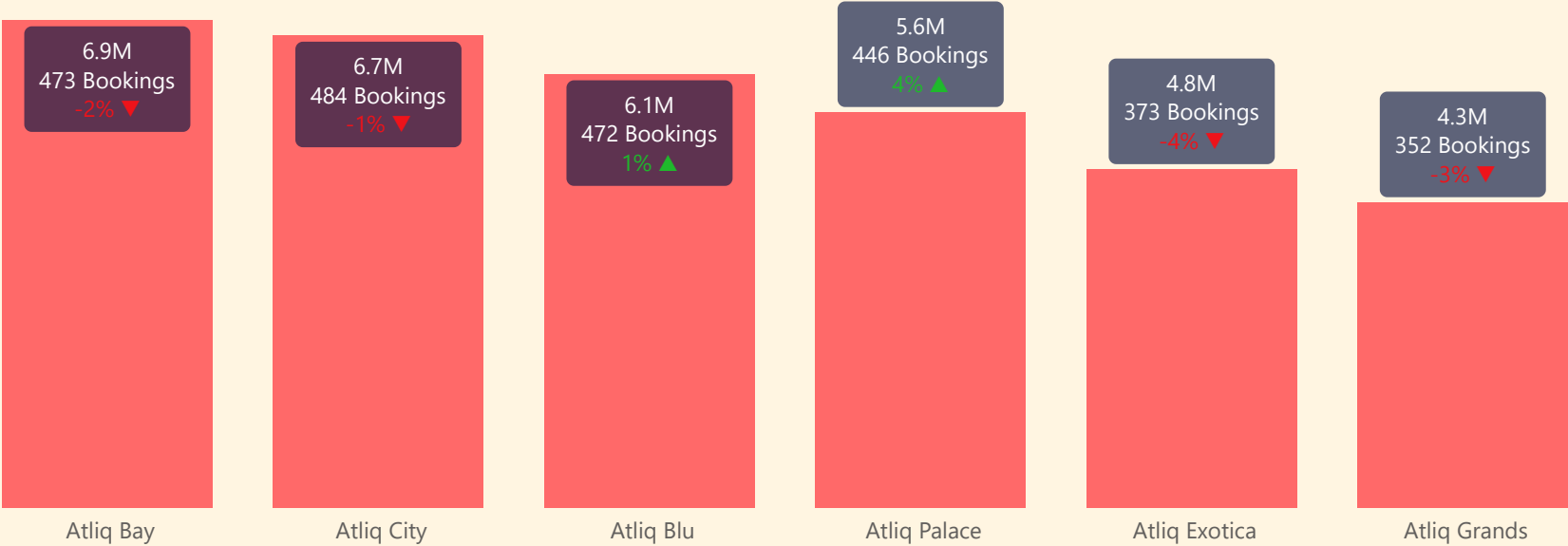
Select Week



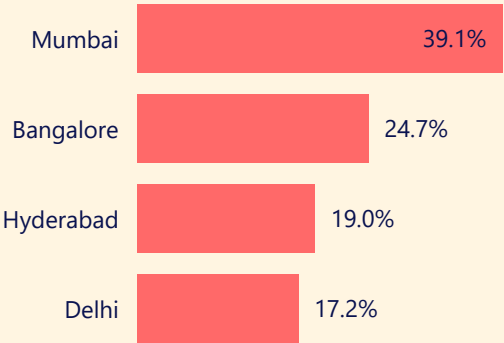
Select City



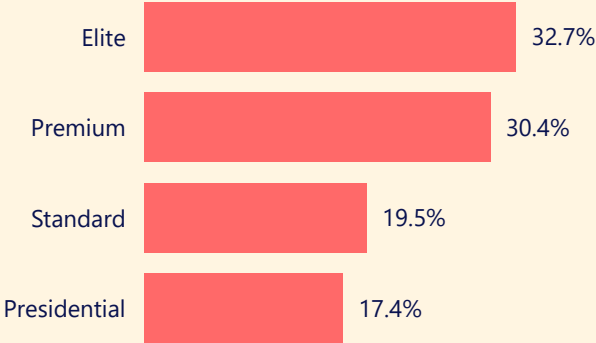
Revenue Booking and Change %



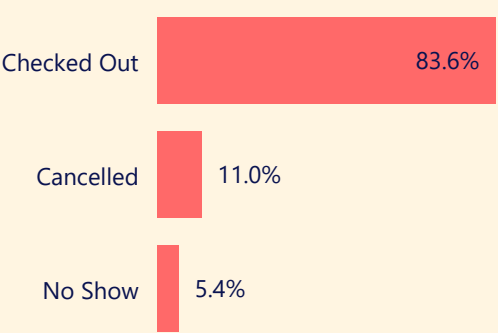
Revenue by City



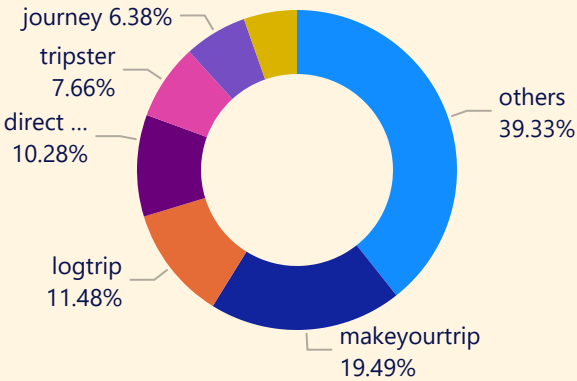
Revenue By Room Class



Revenue By Booking Status



Revenue by Booking Platform



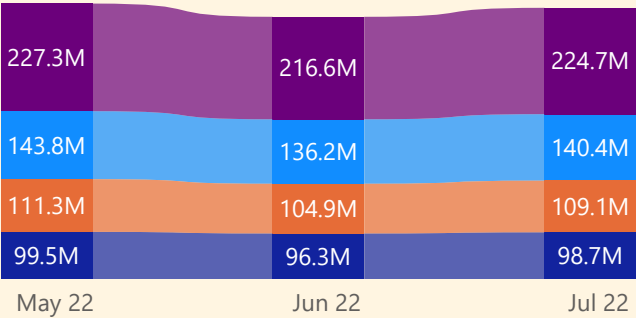
City Analytics

Average Revenue Per Booking



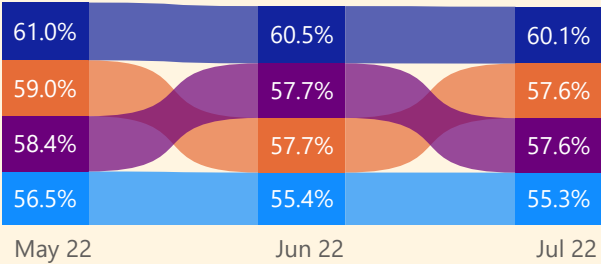
Revenue

Bangalore Delhi Hyderabad Mumbai



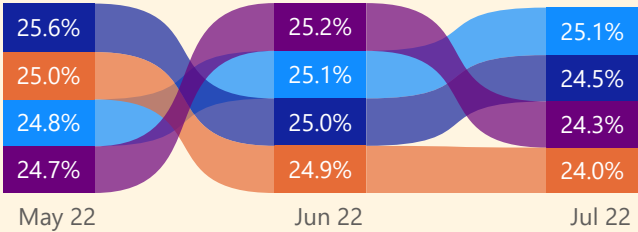
Occupancy %

Bangalore Delhi Hyderabad Mumbai



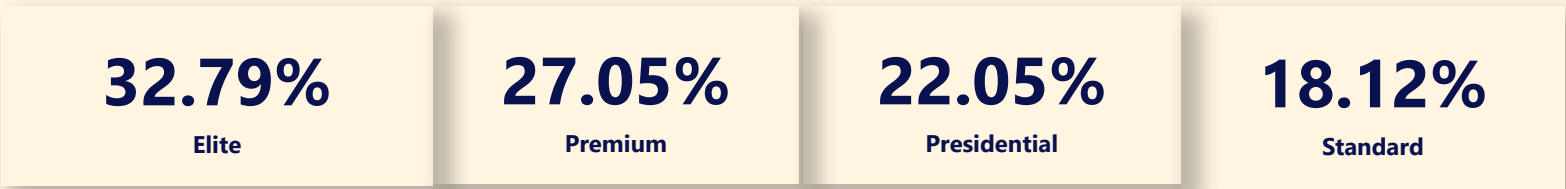
Cancellation %

Bangalore Delhi Hyderabad Mumbai



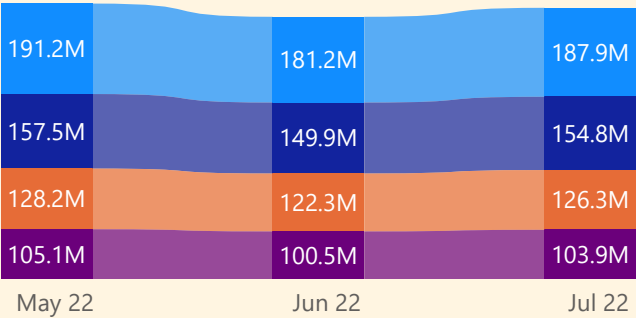
Room Class Analytics

Room Class Revenue Contribution



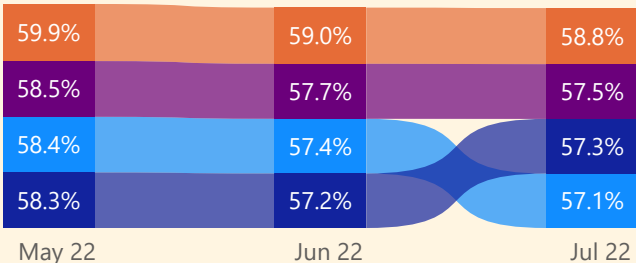
Revenue

Elite Premium Presidential Standard



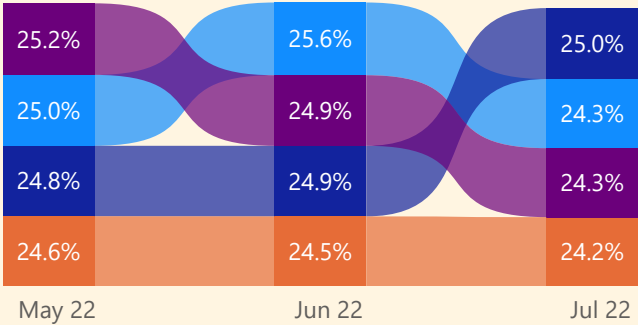
Occupancy %

Elite Premium Presidential Standard



Cancellation %

Elite Premium Presidential Standard



## Key Insights

- Mumbai generated highest revenue (669M), and Delhi generated lowest revenue(290.92M)
- Luxury generated more revenue (61.62%) as compared to business category(38.82%)
- Occupancy highest in Delhi (60.44%), inspite of lowest DSRN(435) and Bangalore lowest 55.68%
- AtliQ Exotica is the best performer among all the properties 316M revenues average rating 3.62, occupancy 57.20% and cancellation rate is 24.39%
- On Weekend (Fri-Saturday) Occupancy% is 7% more but RevPAR is difference is negligible
- May is the highest revenue month (581.93M) compared to June and July
- Elite Room Class generated the highest revenue (553.74M) Standard the lowest(305.74M)
- Other Sources(19K) and MakeYourTrip(9K) provides the maximum number of booking
- Overall revenue is (1.69B), occupancy % is 57.79% cancellation is 24.84% and average rating is 3.62
- RevPAR is highest for Mumbai 8.9k and lowest for Hyderabad(5.4K)
- There is a gradual decrease in the total revenue across 3 months(May, June and July)

## Recommendations

- In this modern era Customer Ratings play a major role. AtliQ must take care of it by improving the service, cleanliness, food and other amenities, as it got direct impact on bookings and revenue
- ADR is almost same for everyday (Weekdays and Weekends), hence dynamic pricing strategy is required to increase the revenue, May June is the month of Kids Summer Vacation so dynamic pricing will directly have a great impact in the revenue
- Dynamic Room pricing is required for the lower occupancy properties
- Cancellations is Twenty Five Percent around so the management must take a notice of it as it might impact in the search results for online booking sites
- As there is gradual decrease in the total revenue AtliQ must think of giving promotional offers for increasing occupancy rate