

# Hotel Portfolio Insights

Room Class

Elite

Premium

Presidential

Standard

City

Bangalore

Delhi

Hyderabad

Mumbai

Category

Business

Luxury

Platform

direct offline

direct online

journey

logtrip

makeyourtrip

others

tripster

Total Bookings

135K

Total Revenue

1709M

RevPar

7.35K

Occupancy %

57.87%

ADR

12.70K

Cancellation %

24.83%

No show %

5.02%

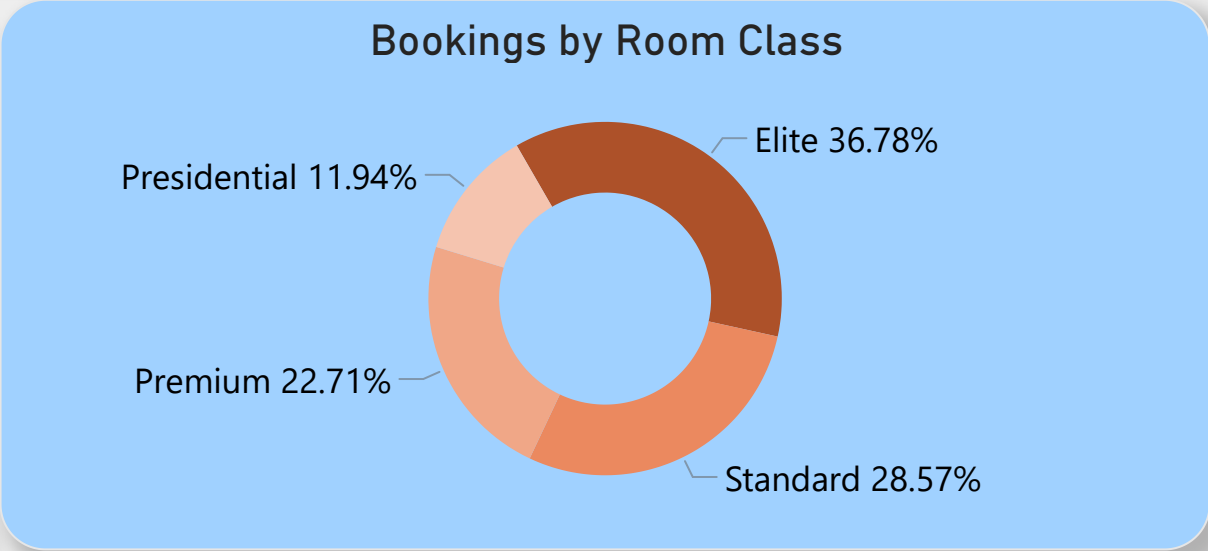
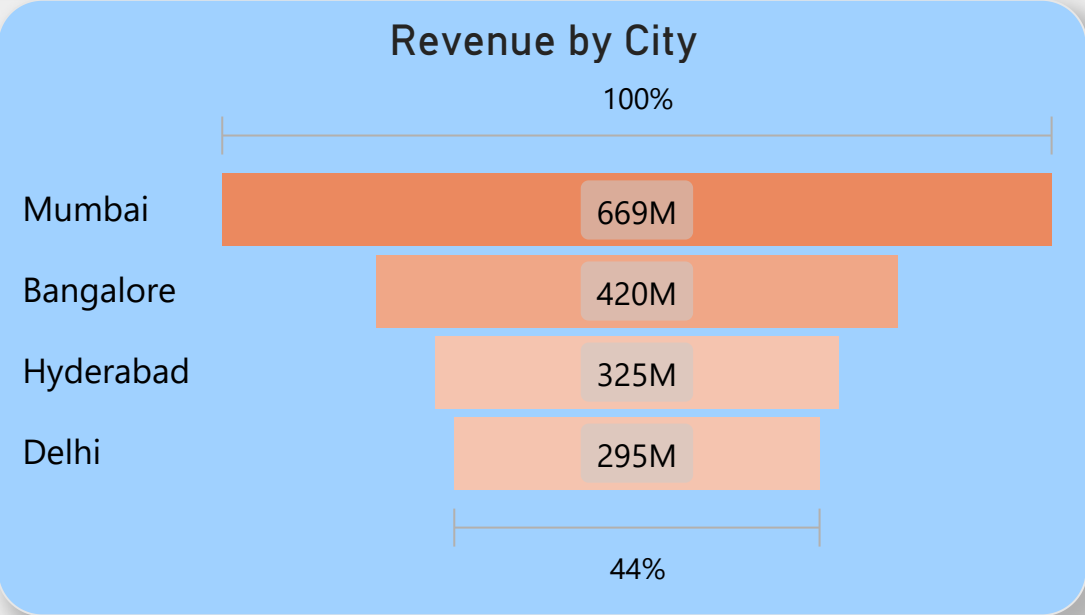
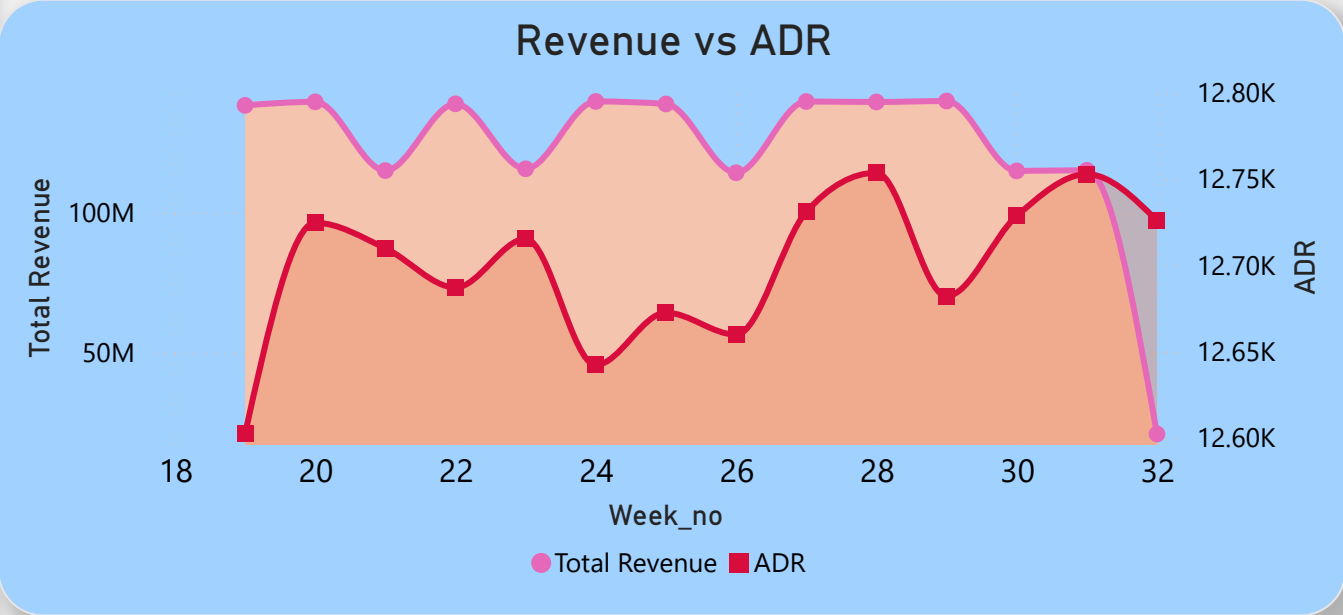
Realization %

70.15%

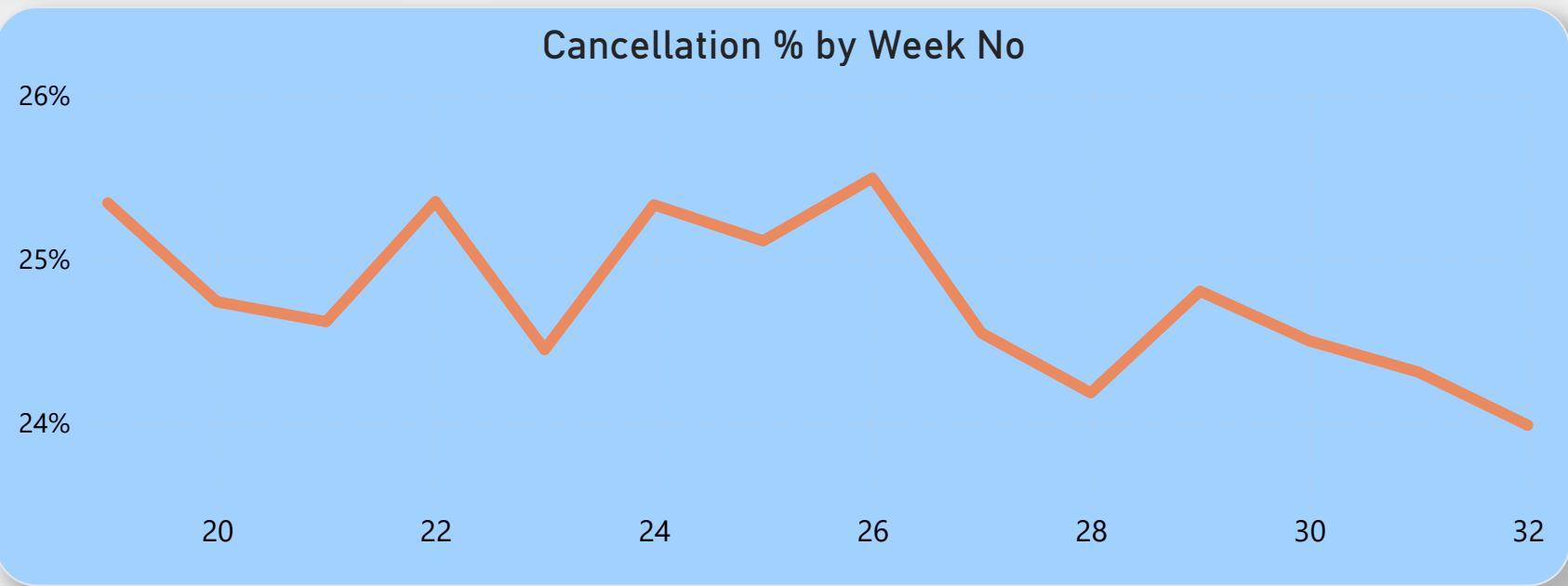
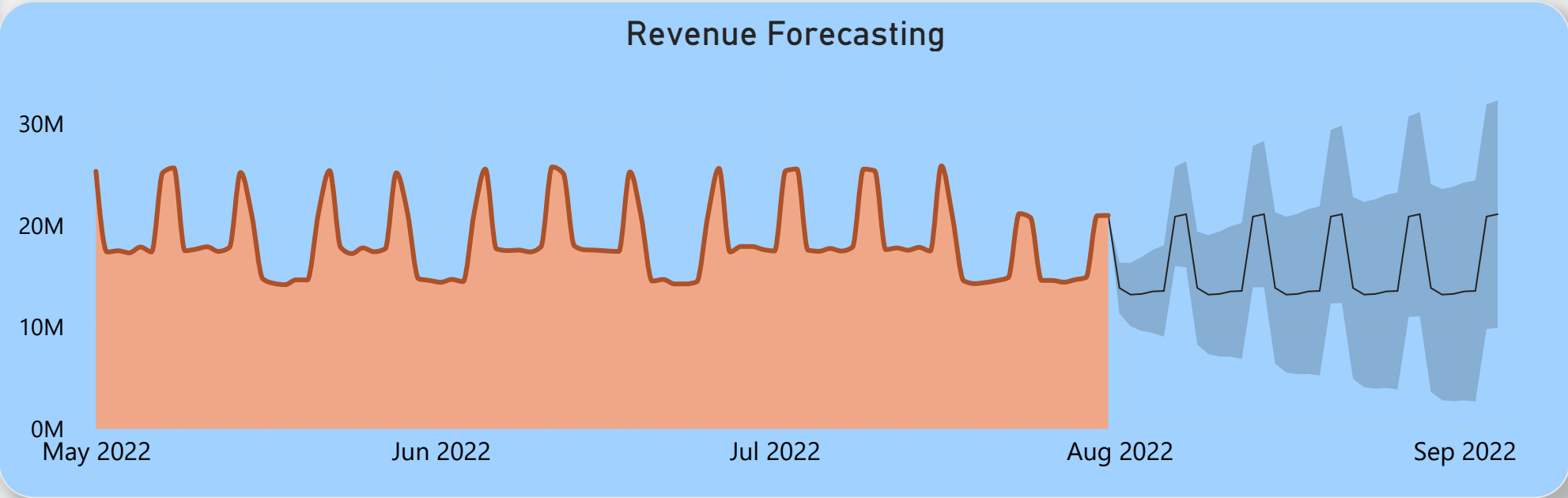
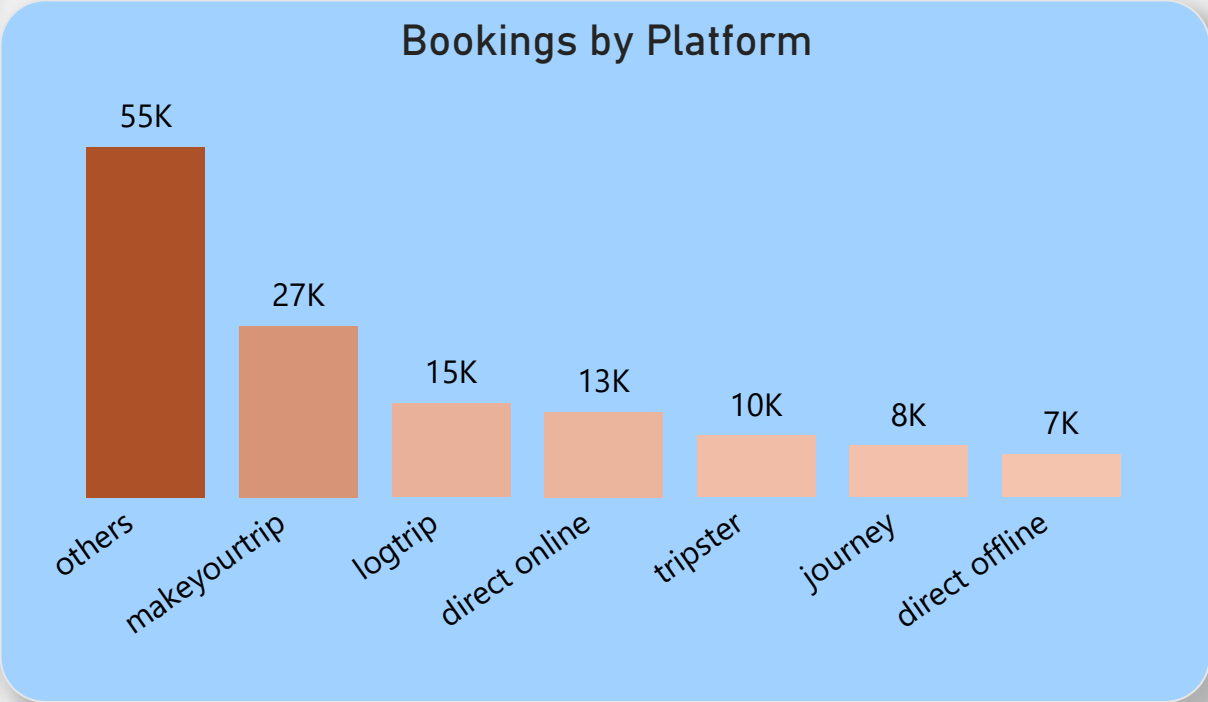
Week No

19

32



Property Wise Details											
property_name	Total Revenue	Total Bookings	RevPar	Occupancy %	ADR	DBRN	DURN	Realization %	Cancellation %	Average Rating	No show %
Atliq Exotica	320M	23441	7,824	57.26%	13,665	255	180	70.63%	24.37%	3.62	5.00%
Atliq Palace	304M	23625	7,723	60.00%	12,871	257	180	69.98%	25.18%	3.75	4.84%
Atliq City	286M	23323	7,293	59.51%	12,255	254	178	70.17%	24.92%	3.69	4.92%
Atliq Blu	261M	21795	7,422	62.02%	11,969	237	166	70.05%	24.65%	3.96	5.30%
Atliq Bay	260M	21389	7,102	58.41%	12,158	232	163	69.97%	24.84%	3.71	5.19%
Atliq Grands	212M	17035	6,532	52.60%	12,418	185	130	69.94%	25.08%	3.10	4.98%
Atliq Seasons	66M	3982	7,410	44.62%	16,606	43	31	70.59%	24.79%	2.29	4.62%



Segmentation & Optimisation

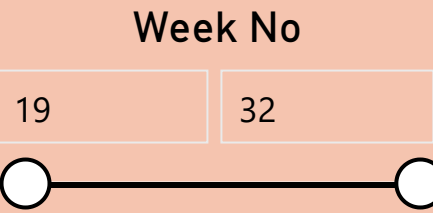
Ancillary Revenue  
532.47M

Ancillary Revenue %  
31.16%

ADR WoW change %  
-0.21%  
ADR 12.70K

Occupancy WoW...  
28.11%  
Occupancy % 57.87%

Revenue WoW change %  
-81.74%  
Current Revenue 21M



- Category
- ☐ Business
- ☐ Luxury

Spending Behavior

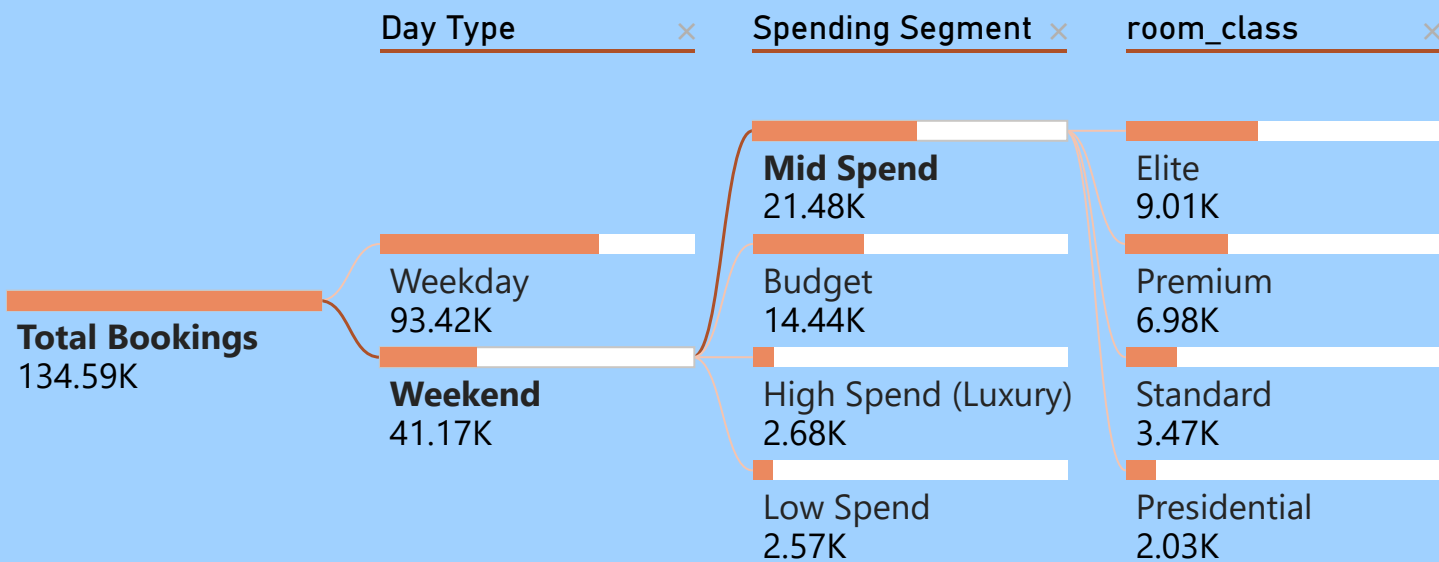
Spending Segment	Total Bookings	Total Revenue	Realization %	RevPar	Cancellation %
Mid Spend	69737	1054M	89.47%	4,534	4.14%
Budget	47545	353M	50.02%	1,516	46.38%
High Spend (Luxury)	8824	273M	93.33%	1,172	0.00%
Low Spend	8484	29M	0.00%	125	100.00%

Cancellation Analysis

Cancellation Window Group	Count	Revenue Generated	Revenue Realized	Revenue Lost
Advance (8–14 Days)	1986	29M	12M	18M
Last-Minute (0–1 Days)	10677	160M	64M	96M
Medium Notice (4–7 Days)	9901	147M	59M	88M
Short Notice (2–3 Days)	10856	162M	65M	97M
Total	33420	498M	199M	299M

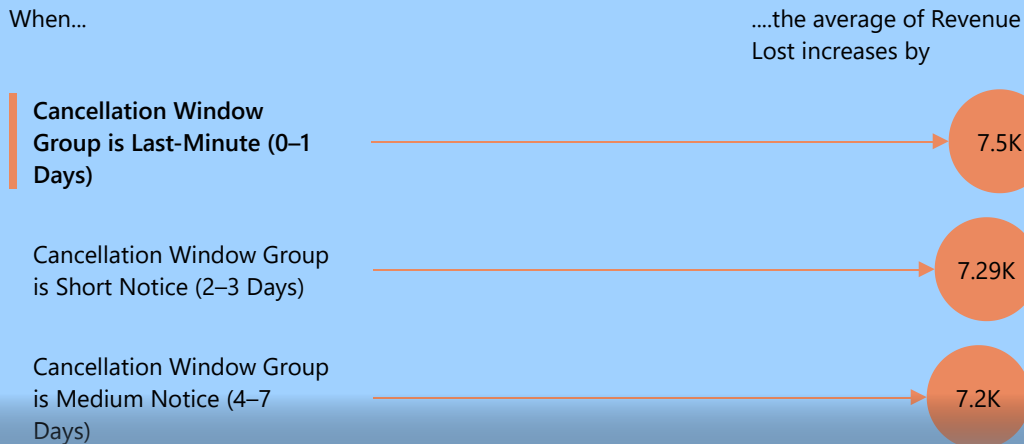
Weekday vs Weekly Trend

Day Type	Total Bookings	Total Revenue	Realization %	Cancellation %	Occupancy %	ADR
Weekday	93K	1185M	69.95%	24.97%	55.99%	12,68
Weekend	41K	524M	70.59%	24.52%	62.64%	12,72

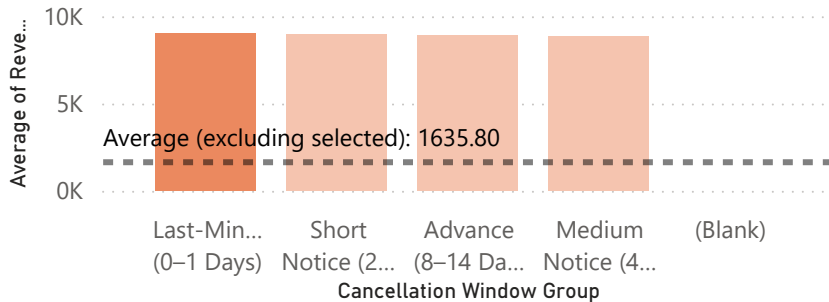


Key influencers Top segments

What influences Revenue Lost to Increase ?



← Revenue Lost is more likely to increase when Cancellation Window Group is Last-Minute (0–1 Days) than otherwise (on average).



☐ Only show values that are influencers

Strategic ROI Snapshot

Potential Cancellation Savings  
10.85M

Projected Bundle Uplift  
3.73M

OTE to Direct Margin Shift  
12.07M

Revenue recovered by reducing last-minute cancellations through stricter policies

Additional revenue from bundling premium rooms with value-added services like spa or meals

Profit gained by shifting bookings from high-commission OTAs to low-cost direct channels

Uplift %

0.08

% ROI Impact vs Revenue

1.56%

Estimated revenue uplift based on selected strategy adoption level