

Optimizing Revenue Leakage & Profitability in the Hospitality Sector

Business Insights from Data Analysis

Dashboard

Revenue & Leakage Insights – Hospitality Business Intelligence

Room class

Elite

Premium

Presidential

Standard

Week No.

All

Total Revenue

2bn

Avg. RevPAR

13K

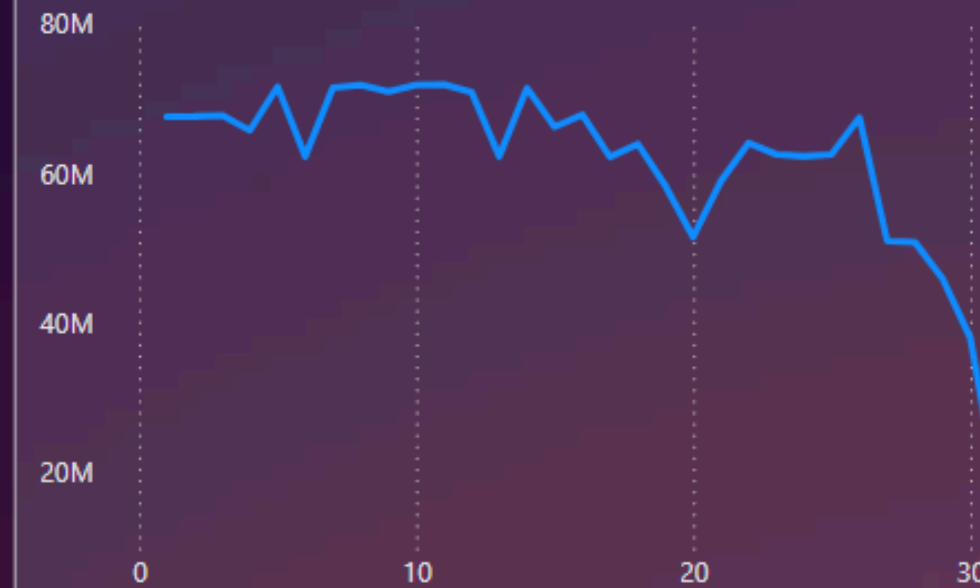
Rev. Leaked

286M

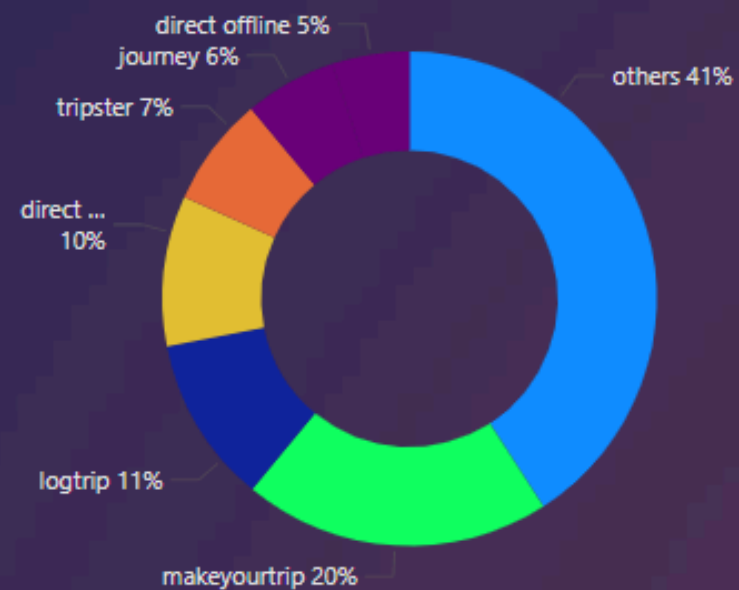
Occupancy %

62

Sum of revenue_generated by Day



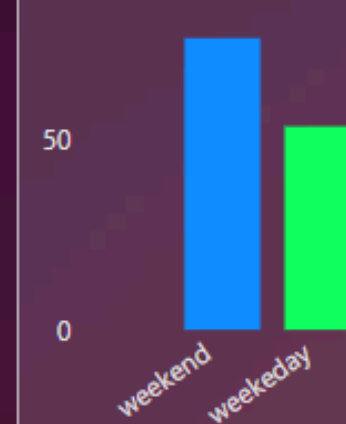
Booking Platforms



Revenue Generated



Average Occupancy

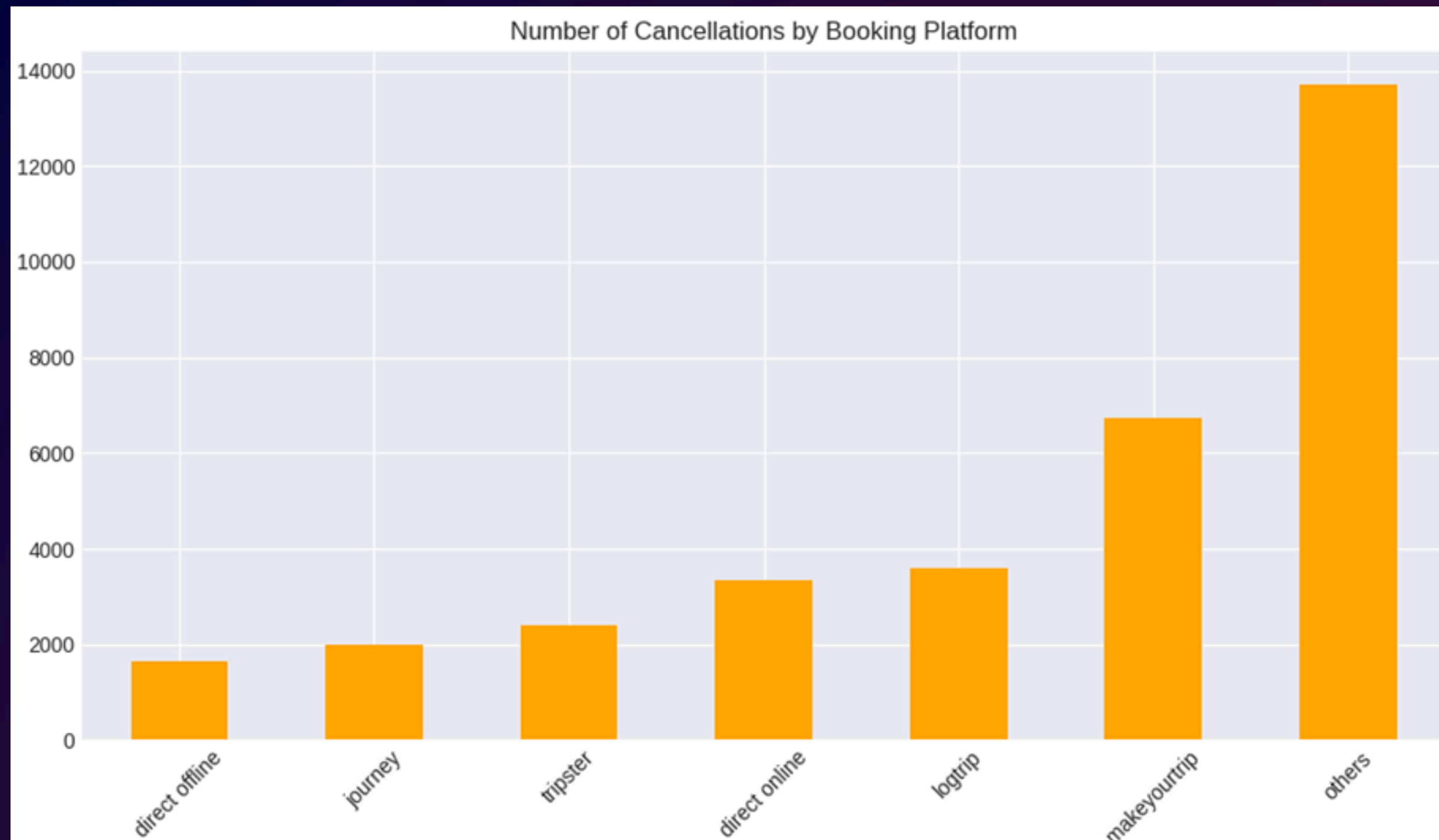


Revenue Leaked

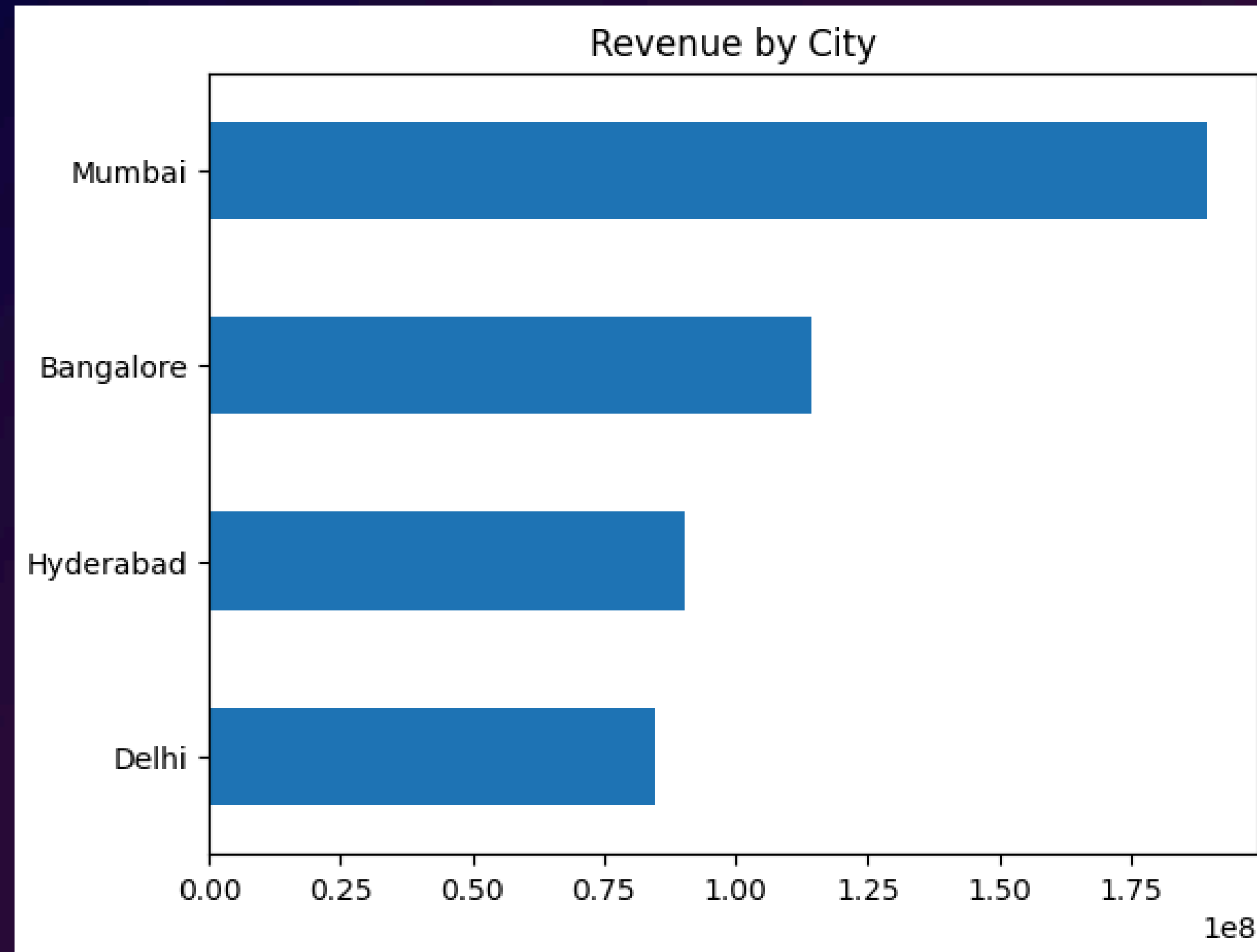


Key Findings & Data-Backed Insights

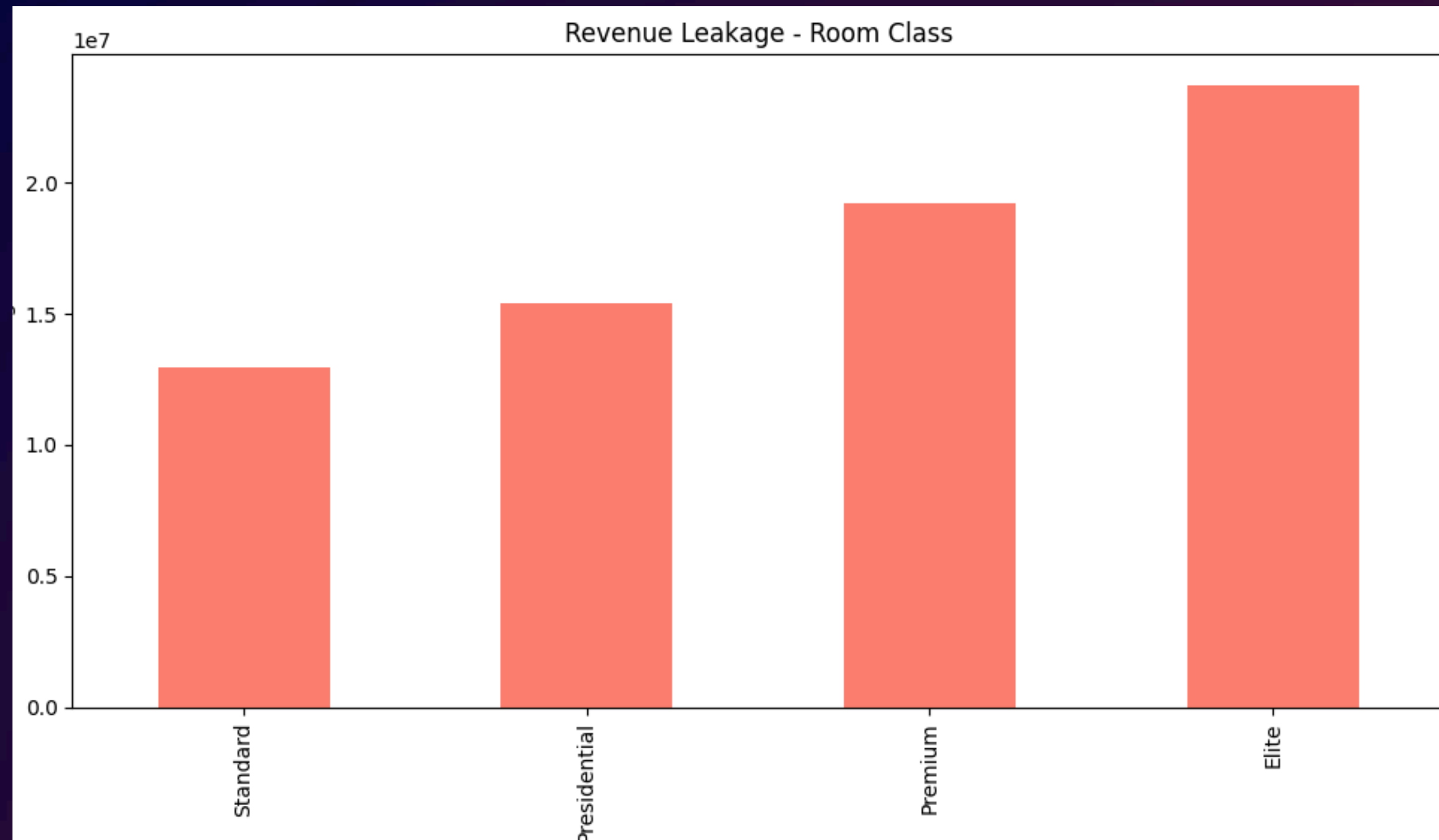
- A significant portion of leakage is due cancellations, majorly from online travel agencies.



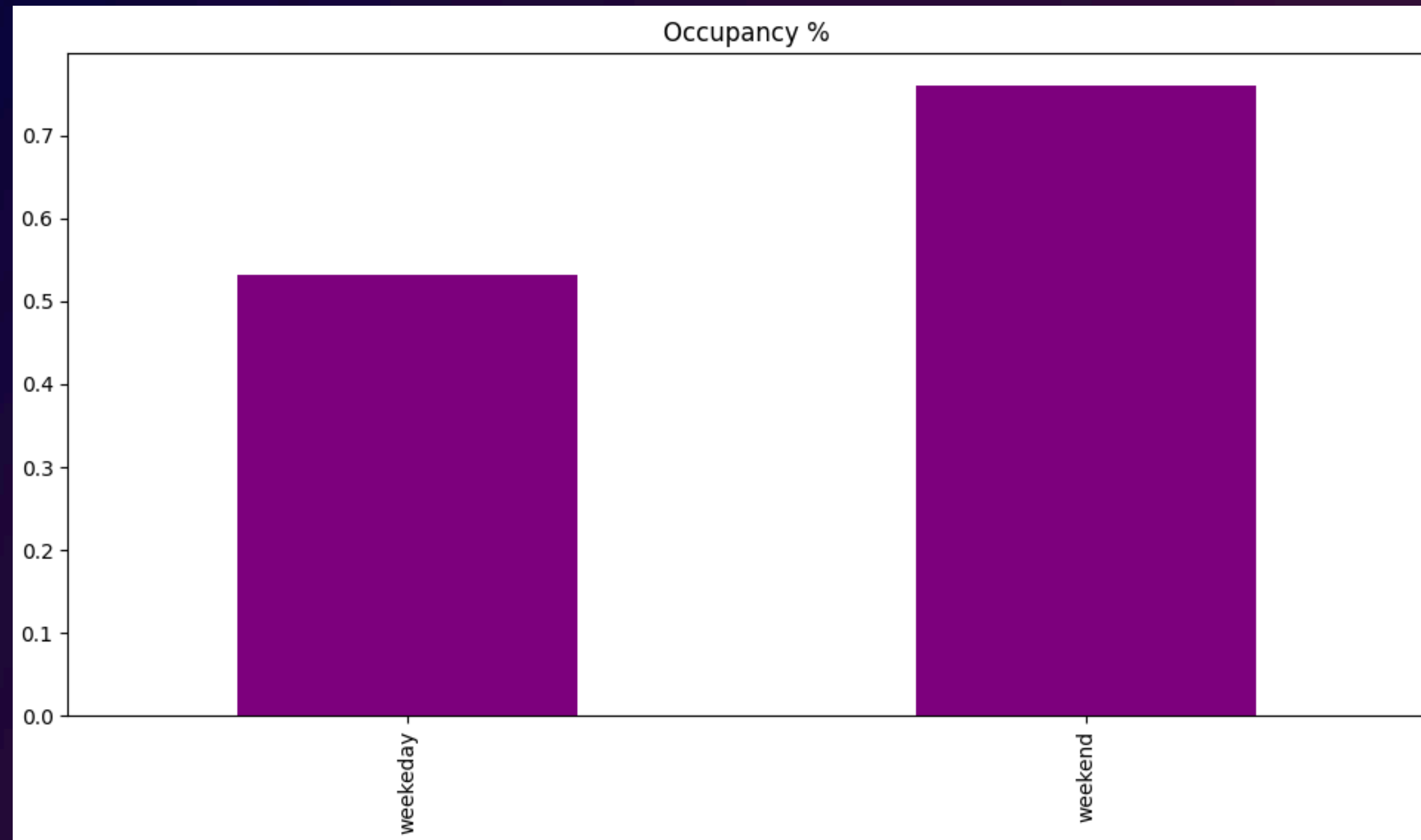
- Mumbai leads as top revenue-generating city, while some cities show low performance.



- Elite and Premium room categories are having high cancellation rates, impacting their profitability.



- Weekend occupancy rate are higher than weekdays, revealing untapped weekday potential.



Recommendations

- Cancellation terms with high-leakage platforms should be renegotiated to minimize revenue loss.
- New offers or service bundles could be introduced to increase occupancy on Weekdays

- Pricing or Purpose of Elite room could be re-evaluated to reduce losses.
- Staffing and Inventory could be scheduled according to the occupancy trends .
- Direct bookings and Platforms with low revenue leakage could be promoted .

Business Justification

Implementing the recommended strategies offers a strong business case based on high potential returns and minimal upfront cost.

Based on the analysis:

- Annual Revenue Leakage Identified: ₹286 million
- Estimated Recoverable Leakage: 10% to 20% = ₹28.6M to ₹57.2M
- Estimated Cost of Implementation: ₹2 million (including staff training, operational updates, and technology support)

Scenario Analysis:

- Best Case: 20% leakage reduction, 10% occupancy rise = Strong profitability boost
- Most Likely: 10% leakage reduction and 5% occupancy improvement
- Worst Case: Slight drop in volume due to tighter policies, but improved revenue integrity

Payback Period Calculation:

If savings are evenly distributed monthly hotel recovers its investment in under 1 month, yielding a very high ROI and fast realization of benefits.