

Month

6

Room Type

All

City

All

Property

All

Room Class

All

Room Category

All

Cancelled Bookings

276 516 386 342

Guests

2.4K 4.2K 2.3K 2.8K

Total Bookings

1.1K 2.0K 1.1K 1.4K

Cancellation

24.19% 26.87% 24.37% 22.83%

No Show

4.65% 5.90% 4.38% 4.67%

Revenue

14M 26M 14M 18M

25.09% Cancellation -30.70% vs PM

57.60% Occupancy -26.82% vs PM

1bn Revenue -70.90% vs PM

4.86% No Show rate... 5.23% vs PM

89K Guests 9334 vs PM

44K Total Bookings -69.41% vs PM

Metrics Trend by Week

Week	Cancellation %	Occupancy %	Revenue	No Show rate %	Total Guests
23	24.19%	50.49%	65M	4.65%	23
24	26.87%	57.60%	140M	5.90%	24
25	24.37%	57.60%	139M	4.38%	25
26	22.83%	55.42%	114M	4.67%	26
27	24.56%	59.94%	97M	4.80%	27

Revenue Analysis

Room Category

RT2	181M
RT3	150M
RT4	122M
RT1	101M

Room Class

Elite	161M
Premium	133M
Presidential	108M
Standard	89M

Room Type

Luxury	0.30bn
Business	0.19bn

Booking Platform

others	226M
makeyourtrip	112M
logtrip	61M
direct online	54M
tripster	40M

Property Name

Atliq Exotica	93M
Atliq City	83M
Atliq Bay	75M
Atliq Blu	75M
Atliq Grands	60M

City

Mumbai	193M
Bangalore	121M
Hyderabad	93M
Delhi	85M

Overview of property my Metrics

property_name	Revenue	Total Capacity	Total Succesful Bookings	Occupancy %	Cancellation %	No Show rate %	Average Rating	Total Guests
Atliq Seasons	21594930	2910	1299	44.64%	24.56%	3.62%	2.26	
Atliq Grands	67656317	10560	5509	52.17%	26.70%	4.76%	3.09	
Atliq City	92607726	12780	7549	59.07%	24.94%	5.36%	3.68	
Atliq Palace	99045904	12840	7689	59.88%	25.48%	4.58%	3.76	
Atliq Bay	84469313	11940	6921	57.96%	24.56%	4.67%	3.71	
Atliq Blu	84462790	11460	7077	61.75%	24.80%	4.99%	3.98	
Atliq Exotica	104095375	13350	7639	57.22%	24.52%	4.97%	3.60	
Total	553932355	75840	43683	57.60%	25.09%	4.86%	3.62	

Change in Occupancy affected by Cancellation

Week	Occupancy %	Cancellation %	Revenue WoW change %
23	50.49%	24.19%	24.74%
24	57.60%	26.87%	25.33%
25	57.60%	24.37%	5.04%
26	55.42%	22.83%	4.92%
27	59.94%	24.56%	4.72%

Change in Cancellation and Bookings affected by cancellation

Week	Total Succesful Bookings	Total cancelled bookings	Occupancy WoW change %
23	1299	276	23
24	5509	516	24
25	7549	386	25
26	7689	342	26
27	6921	342	27

Usage of booking platforms in tier -1 cities

City	Platform	Usage
Bangalore	direct online	226M
	logtrip	112M
	makeyourtrip	61M
	tripster	54M
Hyderabad	direct online	226M
	logtrip	112M
	makeyourtrip	61M
	tripster	54M
Delhi	direct online	226M
	logtrip	112M
	makeyourtrip	61M
	tripster	54M
Mumbai	direct online	226M
	logtrip	112M
	makeyourtrip	61M
	tripster	54M

Bookings by Platform

Platform	Total Bookings	Total cancelled bookings
direct offline	2K	2K
direct online	4K	4K
journey	3K	3K
logtrip	5K	5K
makeyourtrip	9K	9K
others	18K	18K
tripster	3K	3K

OVERVIEW OF METRICS BY CITY

Cancellation%

Mumbai	25.24%
Bangalore	25.12%
Delhi	25.05%
Hyderabad	24.90%

Occupancy%

Delhi	60.48%
Mumbai	57.68%
Hyderabad	57.67%
Bangalore	55.42%

Total Successful Bookings

Mumbai	14.1K
Hyderabad	11.3K
Bangalore	10.4K
Delhi	7.9K

Total Guests

Mumbai	29K
Hyderabad	23K
Bangalore	21K
Delhi	16K

Daily Booked Room Nights: 238.70

Average Daily Rate: 12.68K

Daily Utilized Room Nights: 167.22

Daily Sellable Room Nights: 414.43

BOOKINGS OVERVIEW BY PROPERTY

Change in Occupancy after variation in Daily Rate

Property	Occupancy %	ADR
Atliq Bay	57.96%	12.2K
Atliq Blu	61.75%	11.9K
Atliq City	59.07%	12.3K
Atliq Exotica	57.22%	13.6K
Atliq Grands	52.17%	12.3K
Atliq Palace	59.88%	12.9K
Atliq Seasons	44.64%	16.6K

Change in Bookings after Cancellation

Property	Cancellation %	DBRN
Atliq Bay	24.56%	38
Atliq Blu	24.80%	39
Atliq City	24.94%	41
Atliq Exotica	24.52%	42
Atliq Grands	26.70%	30
Atliq Palace	25.48%	42
Atliq Seasons	24.56%	7

Available Rooms by Occupancy

Property	Occupancy %	DSRN
Atliq Bay	57.96%	65
Atliq Blu	61.75%	63
Atliq City	59.07%	70
Atliq Exotica	57.22%	73
Atliq Grands	52.17%	58
Atliq Palace	59.88%	70
Atliq Seasons	44.64%	16

Utilized rooms by Cancellation

Property	Cancellation %	DURN
Atliq Bay	24.56%	27
Atliq Blu	24.80%	27
Atliq City	24.94%	29
Atliq Exotica	24.52%	29
Atliq Grands	26.70%	21
Atliq Palace	25.48%	29
Atliq Seasons	24.56%	5