

Data-Driven Insights for Hospitality Revenue Optimization

Click to report:



Property Name

All

City

AII ~

Booking Status

JI

 \vee

Booking Platform

All

Month

May

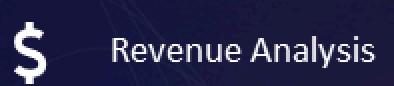
Week

All ~





Overall Analysis





Booking Analysis



Rating Analysis

\$

582M
Revenue



40.88%

Occupancy %



3.63
Average Rating



46K
Total Bookings

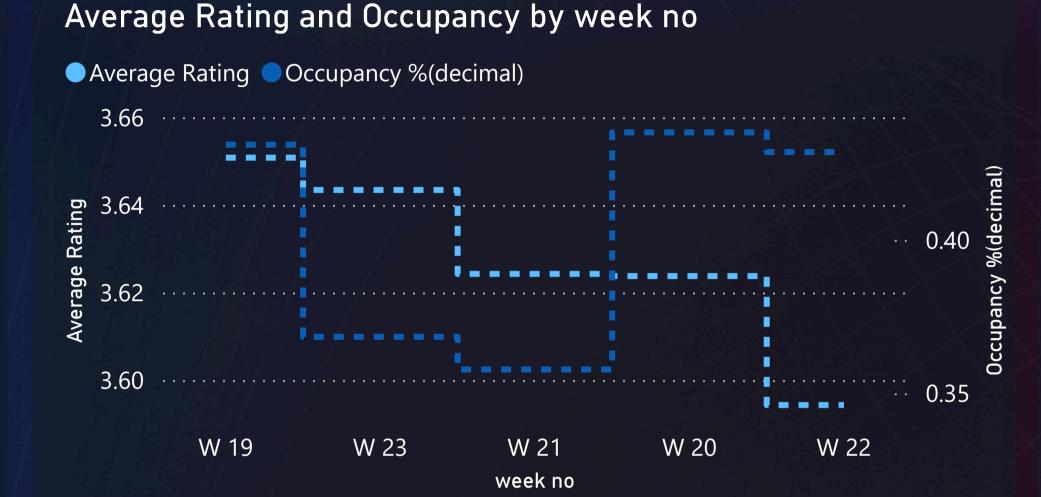


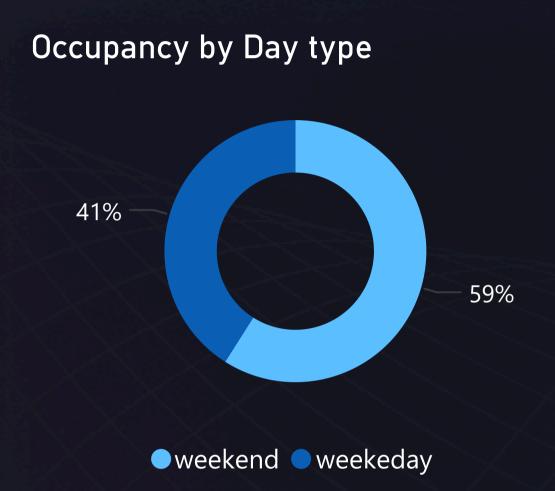
24.95%

Cancellation Rate

Total Bookings by booking_platform







Overall Tabular Analysis

Property	Revenue	Bookings	Successful Bookings	Capacity	Occupancy %	Cancellation %	Average Rating
Atliq Seasons	22M	1349	959	3007	31.89%	24.09%	2.34
Atliq Grands	73M	5832	4085	10912	37.44%	24.67%	3.10
Atliq Exotica	109M	7982	5612	13795	40.68%	24.64%	3.65
Atliq Bay	88M	7282	4996	12338	40.49%	25.65%	3.71
Atliq City	98M	7970	5635	13206	42.67%	24.69%	3.71
Atliq Palace	103M	8043	5559	13268	41.90%	25.44%	3.76
Atliq Blu	89M	7424	5191	11842	43.84%	24.70%	3.94
Total	582M	45882	32037	78368	40.88%	24.95%	3.63

Revenue Generated by city and Room Class



We need to focus more on **Elite customers** across the cities as they drive the revenue boost. Hence the **RT2 Room type** should be prioritized more as it has the highest influence on revenue.

We should make good connections with makeyourtrip and logtrip platforms.

Last two weekends should be in focus to create a balance in realized revenue.



Property Name

All

City

AII ~

Booking Status

All ~

Booking Platform

All

Month

July

Week

All





Overall Analysis

Revenue Analysis



Booking Analysis



Rating Analysis

\$ 573M Total Revenue



99M Revenue Loss







24.46% Cancellation Rate

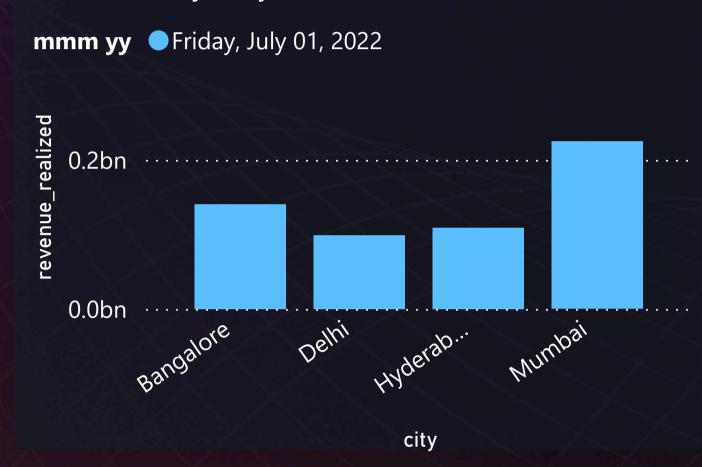
Revenue by Room Category



Revenue by Property



Revenue by City & Month



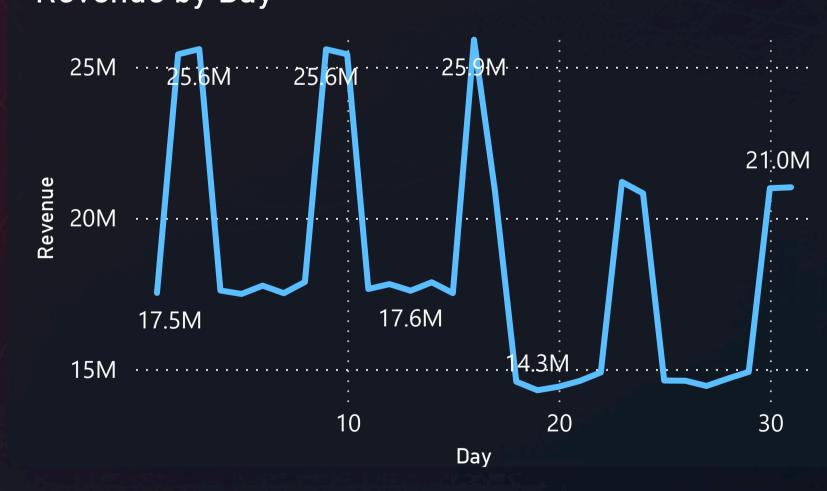
Revenue by Booking Platform



Revenue by Month & Room Class



Revenue by Day



Revenue declined by 28.17% in the last four days of the month. **RT2 led in revenue** by 32.70% followed by RT3, RT4, and RT1.

The last two weekends of July saw a below-average revenue trend.

Elite group customers contributed the most followed by Premium, Presidential, and Standard segments.



Property Name

All

City

All

Booking Status

AII ~

Booking Platform

All

Month

All

Week

All ~





Overall Analysis



Revenue Analysis



Booking Analysis



Rating Analysis



233K
Total Capacity



135K
Total Bookings



33K
Total Cancelled
Bookings



40.59%
Occupancy %



24.83%

Cancellation Rate





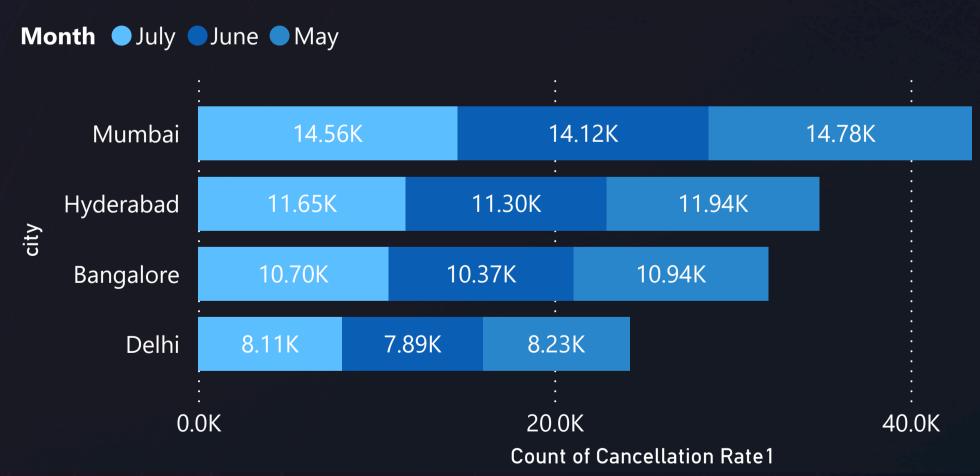
Total Successful Bookings by city and Month



Total Bookings by Booking Platform



Cancellation Rate by city and Month



Across all metrics, Total Bookings trended down, decreasing by 28.29% (1,106) in the last 4 days.

Makeyourtrip had the highest bookings at 26, 898 which was 298.19% higher than direct offline bookings(6, 755).

Mumbai contributed 13.59% of the revenue realized.

June month saw the highest cancellation rate (25.09%), lowering the Occupancy Rate by 0.24% from the average.



Property Name

All \vee

City

All \vee

Booking Status

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Booking Platform

Month

ΑII

Week

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Overall Analysis



Revenue Analysis



Booking Analysis



Rating Analysis



233K **Total Capacity**



135K Total Bookings



40.59%

Occupancy %

計

2.37

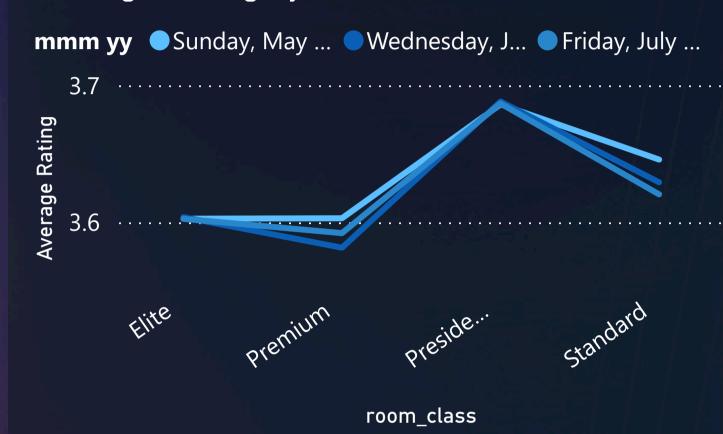
Average Stay



3.62

Average Rating

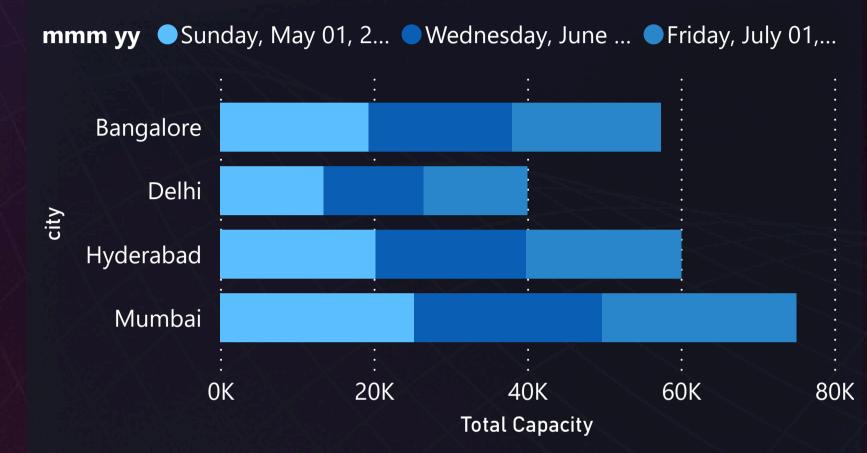
Average Rating by Room Class & Month

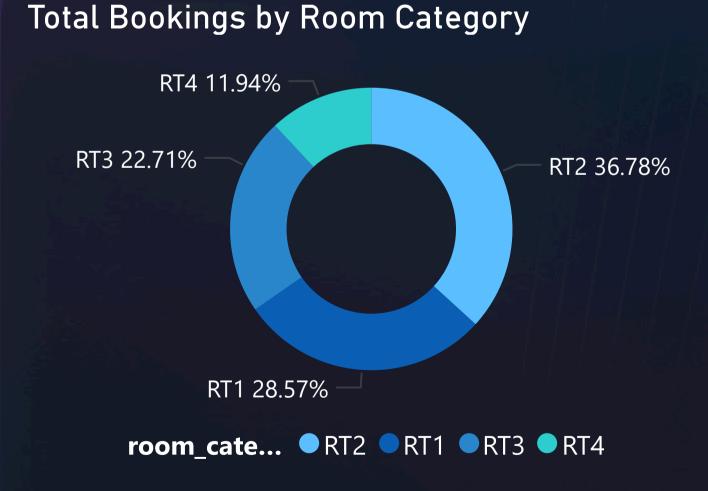


Average Rating by Property



Total Capacity by City and Month





Total Bookings by Property Name



Total Bookings by Room Class & Month



Week 19 (May 2022) recorded the highest average rating, 1.63% higher than Week 30 (July 2022), which had the lowest at 3.59. May led in average Total Successful Bookings at 8,009.25, followed by July (7,943.25) and June (7,650.25).

May also had the highest total Cancellations at 45,882, followed by July (45025) and June (43,683). Atliq Blu had the highest Average Rating at 3.96, which is 72.54% higher than Atliq Seasons (2.29).