Filter By City
All ▾

Filter By Room Type
All ▾

Filter By Month
| May 22 | June 22 | July 22 |

Filter By Week No
| W 19 | W 20 | W 21 | W 22 | W 23 | W 24 | W 25 | W 26 | W 27 | W 28 | W 29 | W 30 | W 31 | W 32 |

Revenue	DSRN	RevPar
2bn	2.53K	7347

Occupancy%	ADR	Realisation
57.9%	13K	70.1%

Occupancy % By Category

Business 38.39%
Luxury 61.61%

Trends By Key Matrix

● RevPAR ● ADR ● Occupancy %

| W 19 | W 20 | W 21 | W 22 | W 23 | W 23 | W 24 | W 25 | W 26 | W 27 | W 27 | W 28 | W 29 | W 30 | W 31 | W 32 |
| | | May | | | | | June | | | | | | July | | |
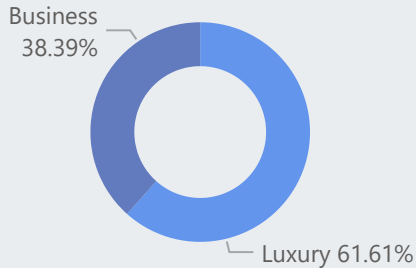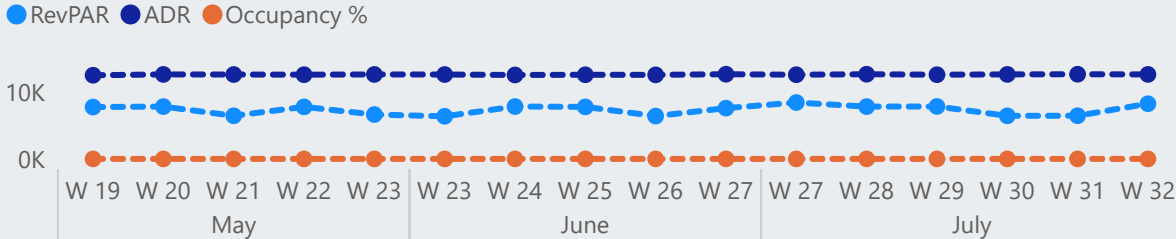
% Values in Bottom are WoW (Week on Week) Change

-81.74%
Revenue WoW change %

27.84%
RevPar WoW change %

0.00%
DSRN WoW change %

28.11%
Occupancy WoW change %

-0.21%
ADR WoW change %

0.64%
Realisation WoW change %

property_id	property_name	city	Revenue	RevPAR	Occupancy %	ADR	DSRN	DBRN	DURN	Realisation %	Cancellation %	Average Rating
16559	Atliq Exotica	Mumbai	118M	10640	65.9%	16142	121	80	56	70.4%	24.61%	4.32
17559	Atliq Exotica	Mumbai	94M	10116	66.1%	15304	101	67	47	70.8%	24.01%	4.32
18562	Atliq Bay	Hyderabad	69M	6221	65.9%	9444	121	80	56	70.2%	24.70%	4.30
17561	Atliq Blu	Mumbai	74M	9452	66.3%	14262	85	56	39	70.0%	24.52%	4.30
17563	Atliq Palace	Mumbai	102M	10609	66.2%	16019	104	69	49	70.7%	24.38%	4.29
19560	Atliq City	Bangalore	82M	8989	65.6%	13694	99	65	45	69.1%	26.38%	4.28
19562	Atliq Bay	Bangalore	82M	9335	65.8%	14185	96	63	45	70.5%	24.33%	4.28
16561	Atliq Blu	Delhi	58M	8626	65.8%	13113	73	48	34	69.9%	25.51%	4.28
16563	Atliq Palace	Delhi	89M	8281	66.4%	12472	117	78	54	70.0%	25.26%	4.27
18560	Atliq City	Hyderabad	61M	6084	66.2%	9191	109	72	51	71.0%	24.03%	4.26
16558	Atliq Grands	Delhi	36M	7538	65.9%	11437	52	34	24	70.0%	25.06%	4.25
18561	Atliq Blu	Hyderabad	56M	5693	65.6%	8678	107	70	49	70.5%	24.17%	4.25
19561	Atliq Blu	Bangalore	73M	6778	53.3%	12720	117	62	44	69.8%	24.65%	3.08
18563	Atliq Palace	Hyderabad	45M	5025	53.0%	9484	97	51	36	69.6%	25.95%	3.07
18558	Atliq Grands	Hyderabad	46M	5524	53.5%	10334	91	49	34	69.8%	24.98%	3.07
16562	Atliq Bay	Delhi	56M	6260	53.5%	11709	98	52	36	69.3%	25.27%	3.07
17558	Atliq Grands	Mumbai	75M	7964	53.7%	14839	102	55	38	69.9%	25.66%	3.05
19559	Atliq Exotica	Bangalore	60M	6868	53.8%	12757	95	51	36	70.8%	24.48%	3.05
17560	Atliq City	Mumbai	88M	7776	53.1%	14634	123	65	45	69.5%	25.06%	3.04
19563	Atliq Palace	Bangalore	69M	6778	53.5%	12672	110	59	41	69.5%	25.35%	3.02
16560	Atliq City	Delhi	55M	6285	53.7%	11705	95	51	36	71.1%	24.12%	3.01
Total			**1709M**	**7347**	**57.9%**	**12696**	**2,528**	**1,463**	**1,026**	**70.1%**	**24.83%**	**3.62**

Day Type	RevPAR	Occupancy %	ADR	Realisation %
Weekend	7972	62.6%	12725	70.6%
Weekday	7101	56.0%	12683	70.0%
Total	**7347**	**57.9%**	**12696**	**70.1%**

Filter By Month

May 22	June 22	July 22

Realisation % and ADR According to Boooking Platform

● Realisation % ● ADR

Realisation % / ADR by Booking Platform:
- logtrip: 70.6%, 12710
- journey: 70.5%, 12649
- direct online: 70.3%, 12634
- direct offline: 70.2%, 12791
- others: 70.1%, 12700
- makeyourtrip: 70.0%, 12671
- tripster: 69.8%, 12780

Revenue By Category

category ● Business ● Luxury

Revenue By Category (Luxury):
- W 29: 87M
- W 24: 86M
- W 27: 86M
- W 20: 86M
- W 28: 86M
- W 22: 85M
- W 25: 85M
- W 19: 85M
- W 23: 71M
- W 31: 71M
- W 21: 70M
- W 30: 71M
- W 26: 70M
- W 32: 8M

Revenue By Category (Business):
- W 29: 53M
- W 24: 54M
- W 27: 54M
- W 20: 53M
- W 28: 53M
- W 22: 53M
- W 25: 54M
- W 19: 53M
- W 23: 44M
- W 31: 44M
- W 21: 45M
- W 30: 44M
- W 26: 44M
- W 32: 13M

Revenue Generated Vs Realized
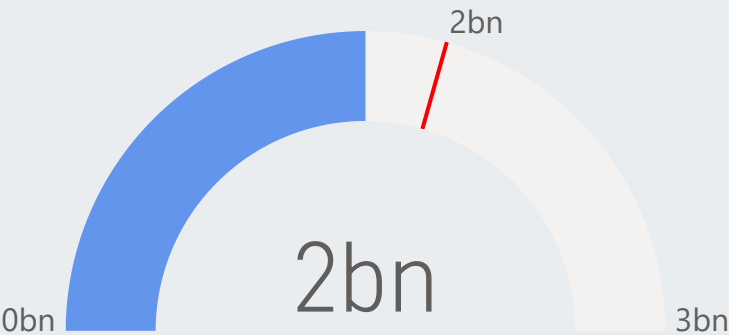
2bn

0bn

2bn

3bn

Revenue By Cities

city ● Bangalore ● Delhi ● Hyderabad ● Mumbai
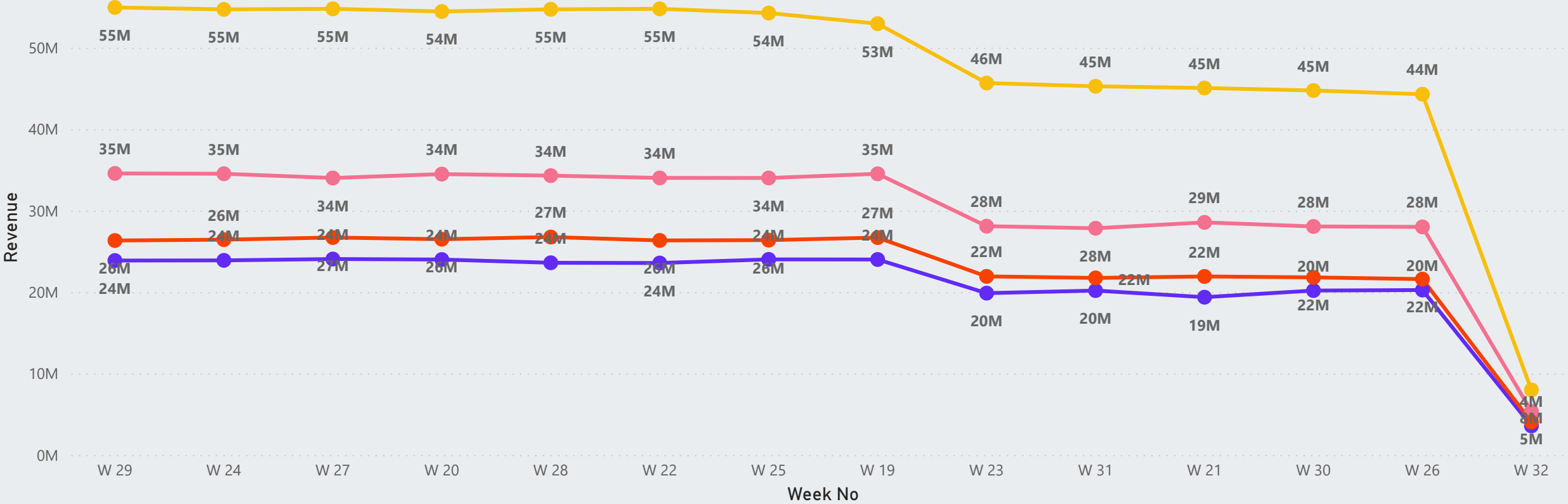
Problem Statement:
The hotel chain, represented in the provided insights, faces several challenges that require strategic attention and intervention. Despite an overall positive trend in revenue generation, there are specific issues that need to be addressed to ensure sustained growth and profitability. Key concerns include:

1.Delayed Revenue Realization :- The observed fluctuations in realized revenue suggest potential delays in payment collection or revenue recognition processes. This poses a risk to the financial health of the hotel chain and requires an investigation into the causes and potential solutions.

2.Regional Disparities in Revenue Generation :- Variability in revenue trends among different cities, notably the volatility observed in Hyderabad compared to the relatively stable revenue in Bangalore, Delhi, and Mumbai, indicates a need to understand the market dynamics in each location. Developing strategies to mitigate the volatility and enhance revenue stability is crucial for overall business success.

3.Unexplained Peaks and Dips:- An unanticipated surge in revenue in week 26 followed by a dip in realized revenue in week 27 raises questions about the underlying factors contributing to these fluctuations. Understanding the drivers behind these sudden shifts is vital for strategic planning and to capitalize on positive trends while addressing challenges promptly.

4.Optimizing Revenue Collection Processes:- With a continuous increase in revenue generation, there is an opportunity to streamline revenue collection processes. Identifying areas of improvement in payment collection efficiency can help the hotel chain enhance cash flow and overall financial performance.

Hospitality Sales Navigator Insights

- The hotel chain seems to be performing well, with an occupancy rate of 57.9% across all properties.
- Revenue is at ₹2 billion, with an ADR of ₹13,000 and RevPAR of ₹7,347.
- There is a slight decrease in occupancy week-on-week (-0.21%).
- Atliq Exotica Mumbai (property ID 16559) is the top-performing property, with an occupancy rate of 65.9% and RevPAR of ₹10,640.
- Atliq Bay Hyderabad (property ID 18562) is the lowest-performing property, with an occupancy rate of 53.5% and RevPAR of ₹6,260.
- Occupancy rates are generally higher on weekends and lower during the week.
- RevPAR is also higher on weekends.
- There is a slight upward trend in ADR.
- There appears to be a steady increase in revenue generated over time. This could be due to a number of factors, such as increased sales, higher prices, or a combination of both.
- Realized revenue generally follows the same trend as generated revenue, but there are some fluctuations. This suggests that there may be some delays in collecting payments or recognizing revenue.

- There is a significant increase in revenue generated in week 26. This could be due to a one-time event, such as a promotion or a seasonal uptick in demand.
- There is a dip in realized revenue in week 27. This could be due to a delay in collecting payments for revenue generated in week 26.
- Revenue generated in Bangalore, Delhi, and Mumbai appears to be relatively stable, while revenue generated in Hyderabad is more volatile. This could be due to a number of factorsuch as the competitive landscape in each city or the types of customers that each hotel caters to.
- Investigate the reasons for the increase in revenue generated in week 26 to see if there are any lessons that can be learned or strategies that can be replicated.
- Monitor the collection of payments to ensure that realized revenue catches up with generated revenue.
- Analyze the reasons for the volatility of revenue generated in Hyderabad to see if there are any steps that can be taken to smooth out the fluctuations.