

HOTSTATS

Hospitality Intelligence

“Without data you are just another person with an opinion”

William E Deming



HOTSTATS

Hospitality Intelligence



12,000+
Hotels Worldwide



1000+
Data Providers



160
Countries



500+
KPI's

Our Products



Market Reporting

On-demand Full Profit & Loss Statements and Subscriptions for markets where you do not operate hotels. Better inform your Development or Investment strategies with P&L information covering trends with up to 72 months history.

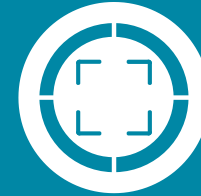
For Owners, Asset Managers,
Hotel Operators



External Benchmarking

Compare your property against a minimum of 4 consolidated competitor properties. Understand your market position across a range of revenue, costs and profitability metrics and outperform your competition.

For Owners, Asset Managers
& Hotel Operators



Profit Finder

The new Operational Benchmarking Platform from HotStats that turns Data into Action. Unlock your Full Business Potential with Hotel Profit Finder. Actionable insights from the market-leading profitability benchmarking platform

For Owners, Asset Managers
& Hotel Operators



Internal Benchmarking

Start by comparing your hotel. Amongst those from your own portfolio, identify best-in-class operations and ensure best practices are being shared across all your properties. Strive for portfolio-wide-profit growth.

For Owners & Operators

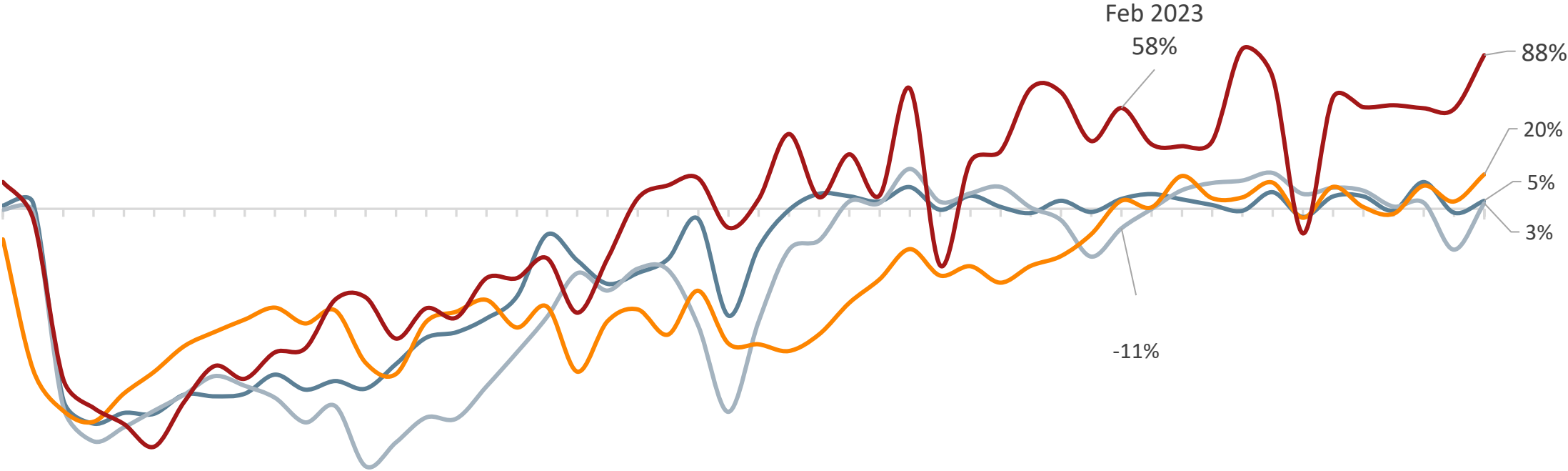
That Recovery Chart

Month to Month Index vs 2019 – GOP Per Available Room

Jan-20

Feb-24

— United States — Europe (inc UK) — APAC — Middle East

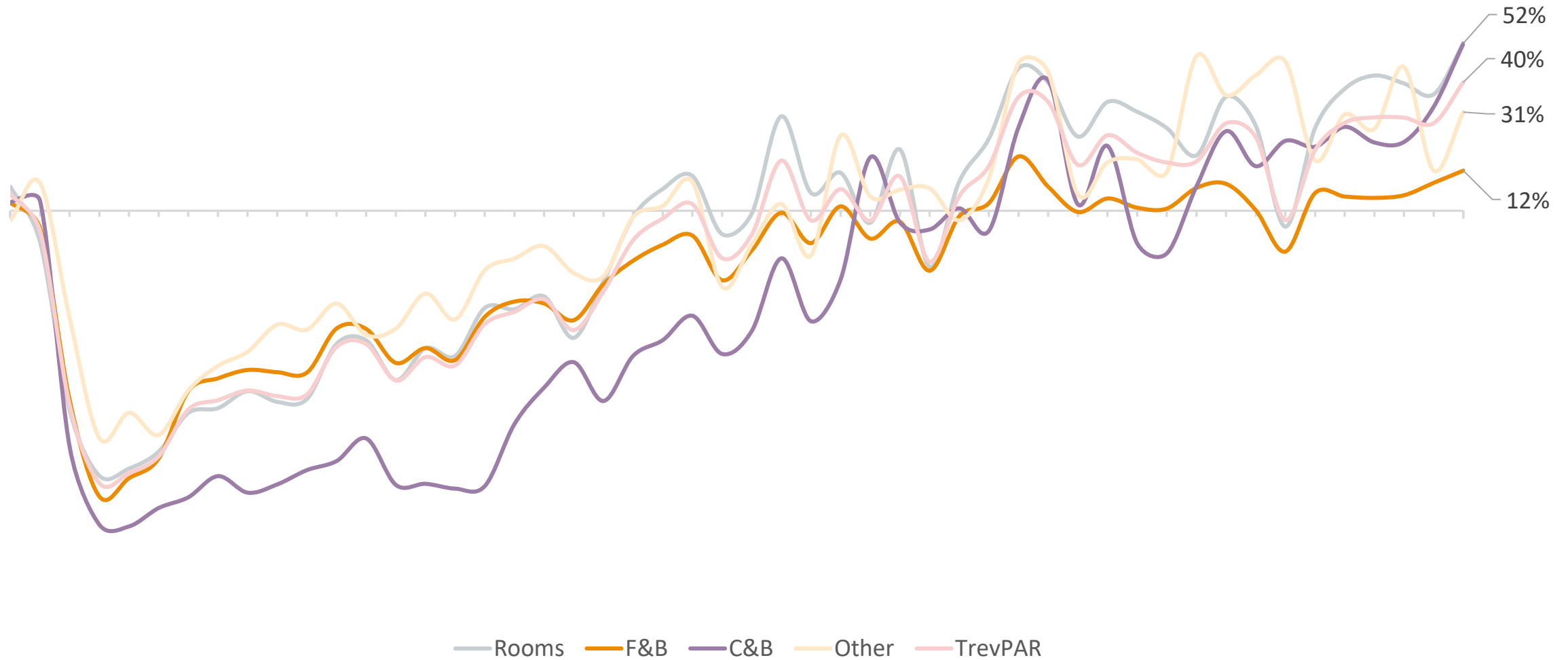


The Recovery Position

Month to Month Index vs 2019 – Revenue PAR– Middle East

Jan-20

Feb-24

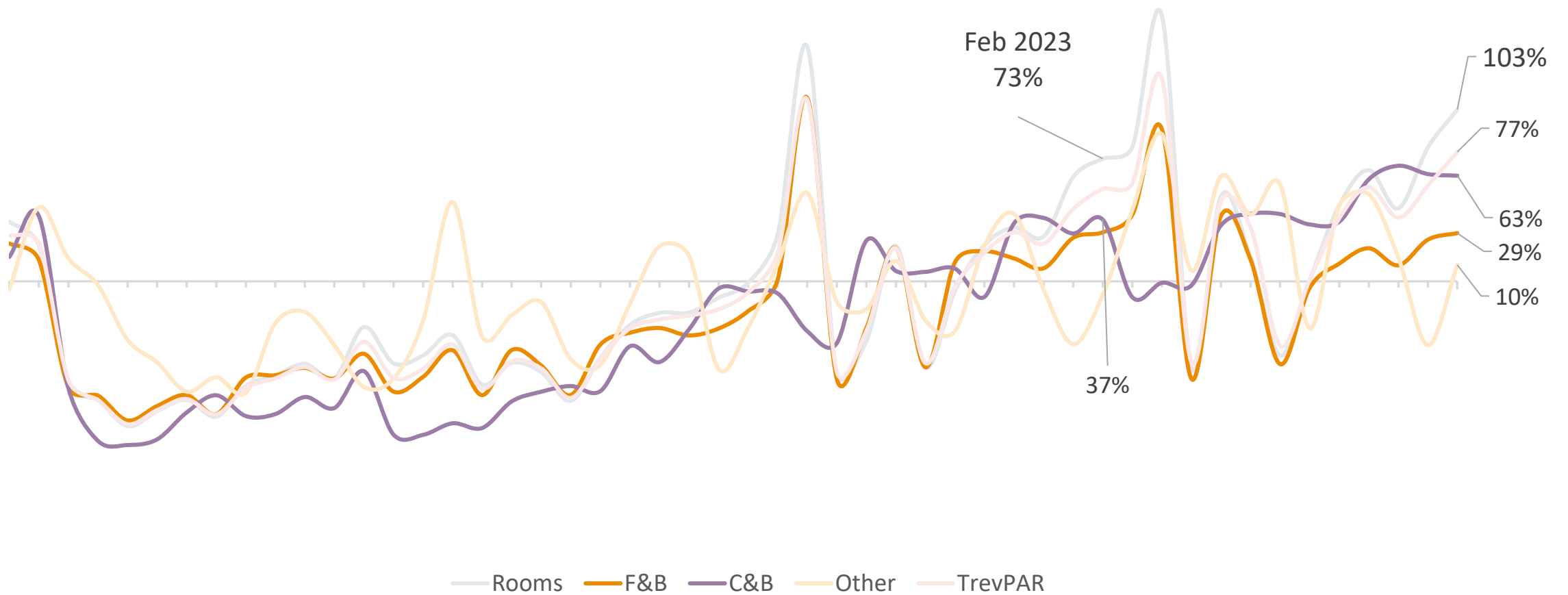


The Recovery Position

Month to Month Index vs 2019 – Revenue PAR– Saudi Arabia

Jan-20

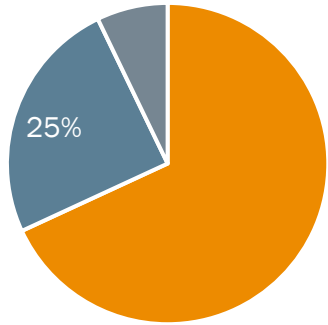
Feb-24



Sharing platter.....

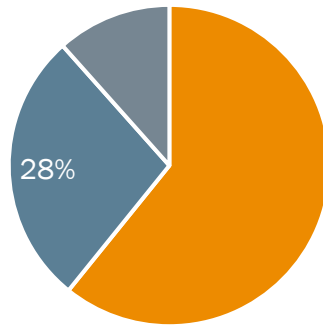
Hotel Revenue Mix – 12 month rolling average

Saudi Arabia



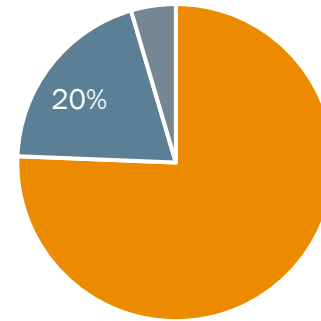
Rooms F&B Other

Riyadh



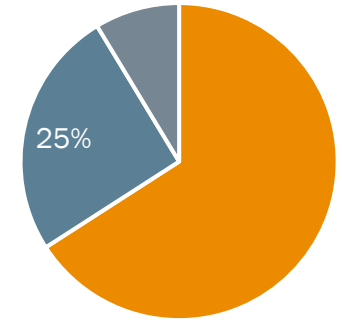
Rooms F&B Other

Makkah & Medina



Rooms F&B Other

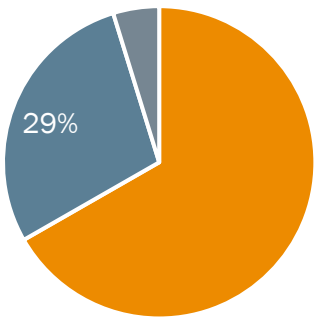
Jeddah



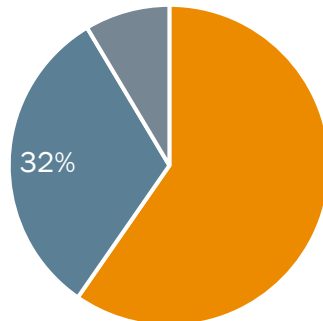
Rooms F&B Other

2023

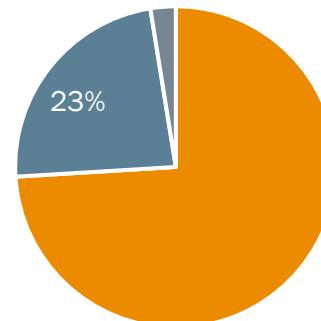
2019



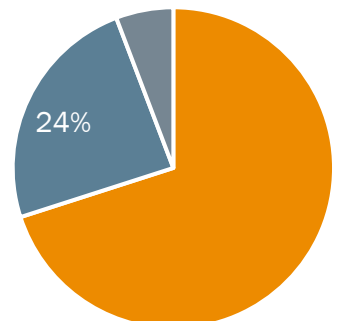
Rooms F&B Other



Rooms F&B Other



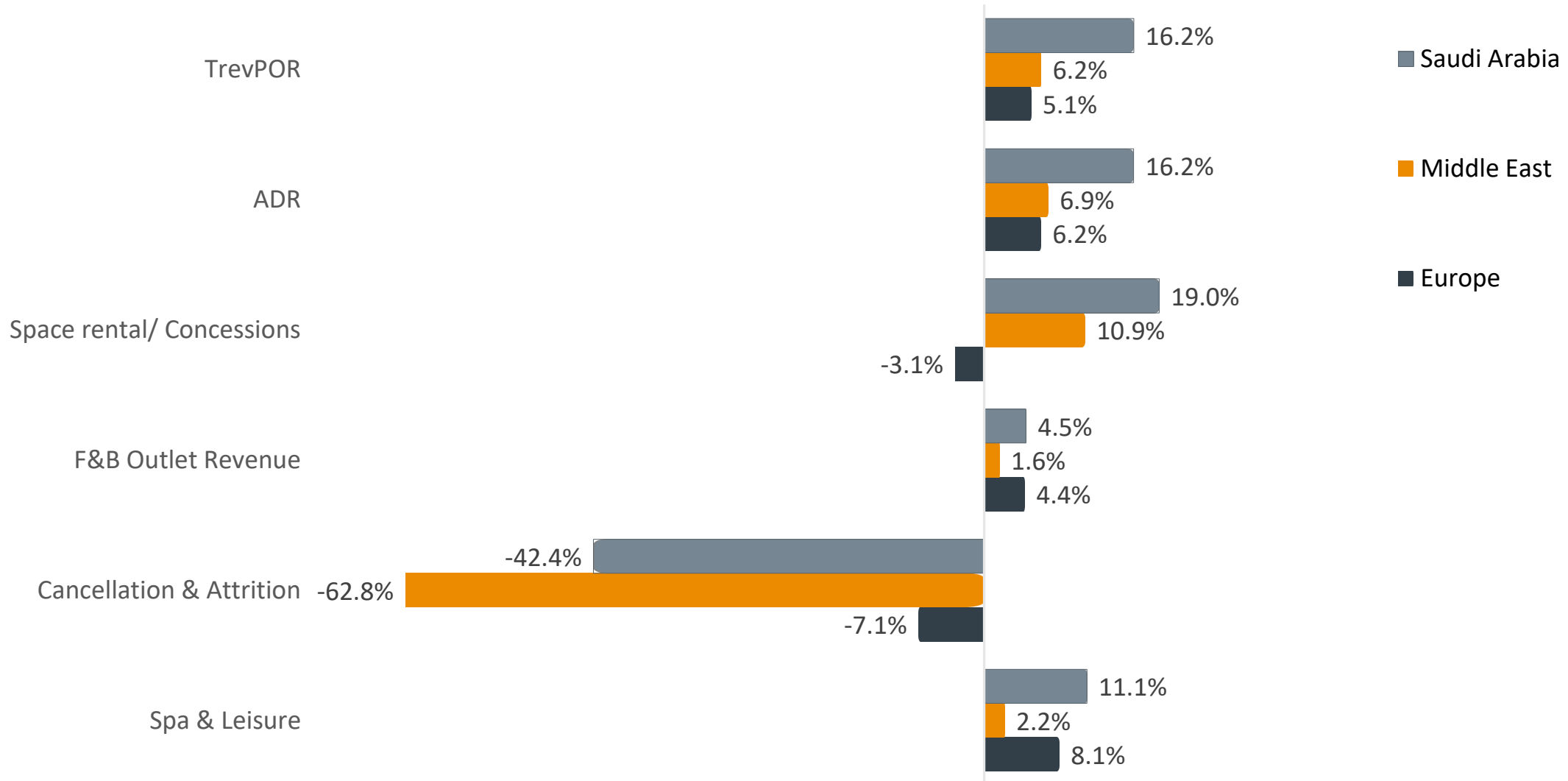
Rooms F&B Other



Rooms F&B Other

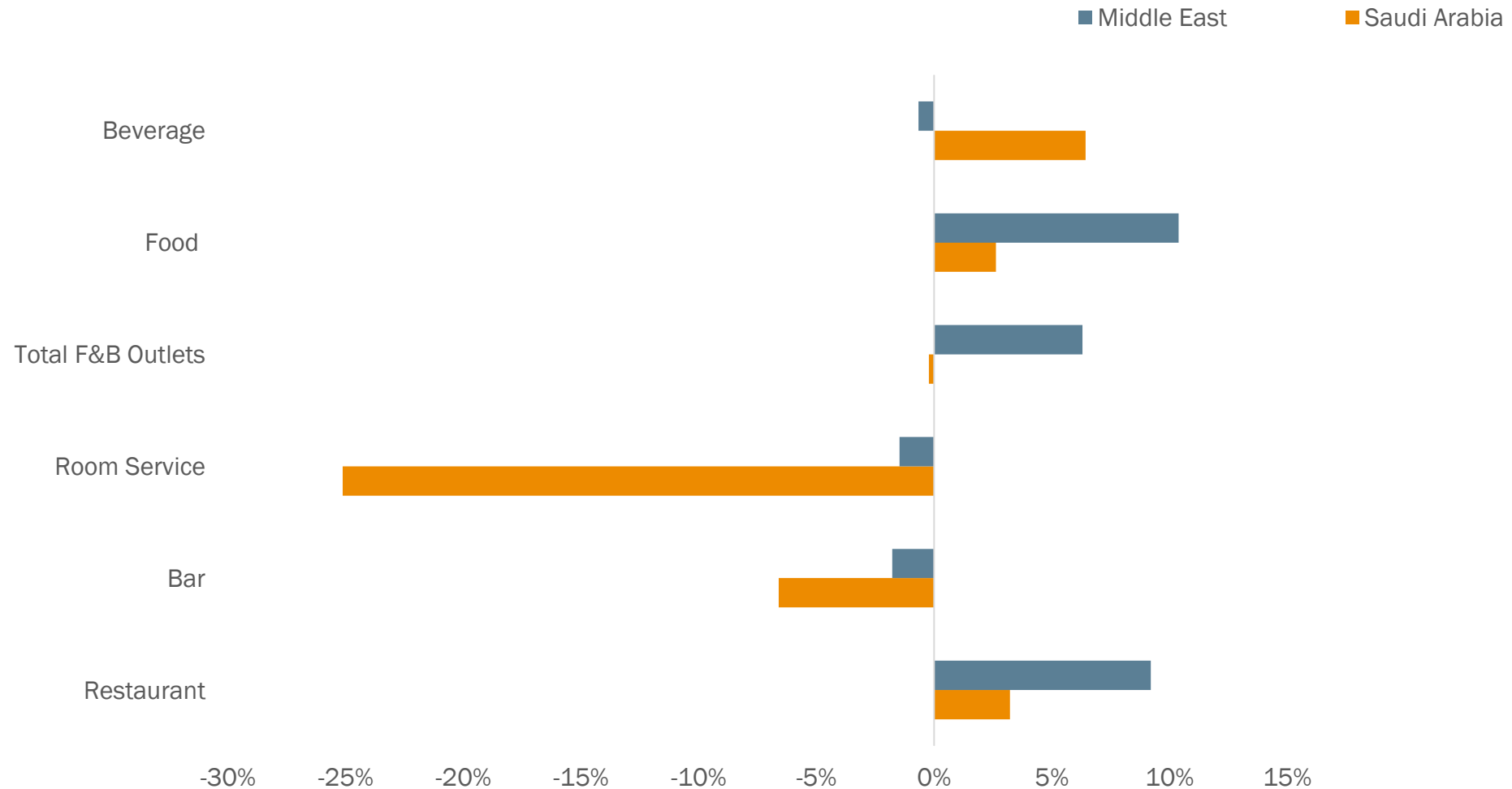
Hey Big Spender

Total Revenue POR– 12 Month Rolling (Feb) – 2024 vs 2023



Hey, Big Spender- In House Opportunity?

F&B Revenue Per Occupied Room – Rolling 12 months Feb 2024 v 2019



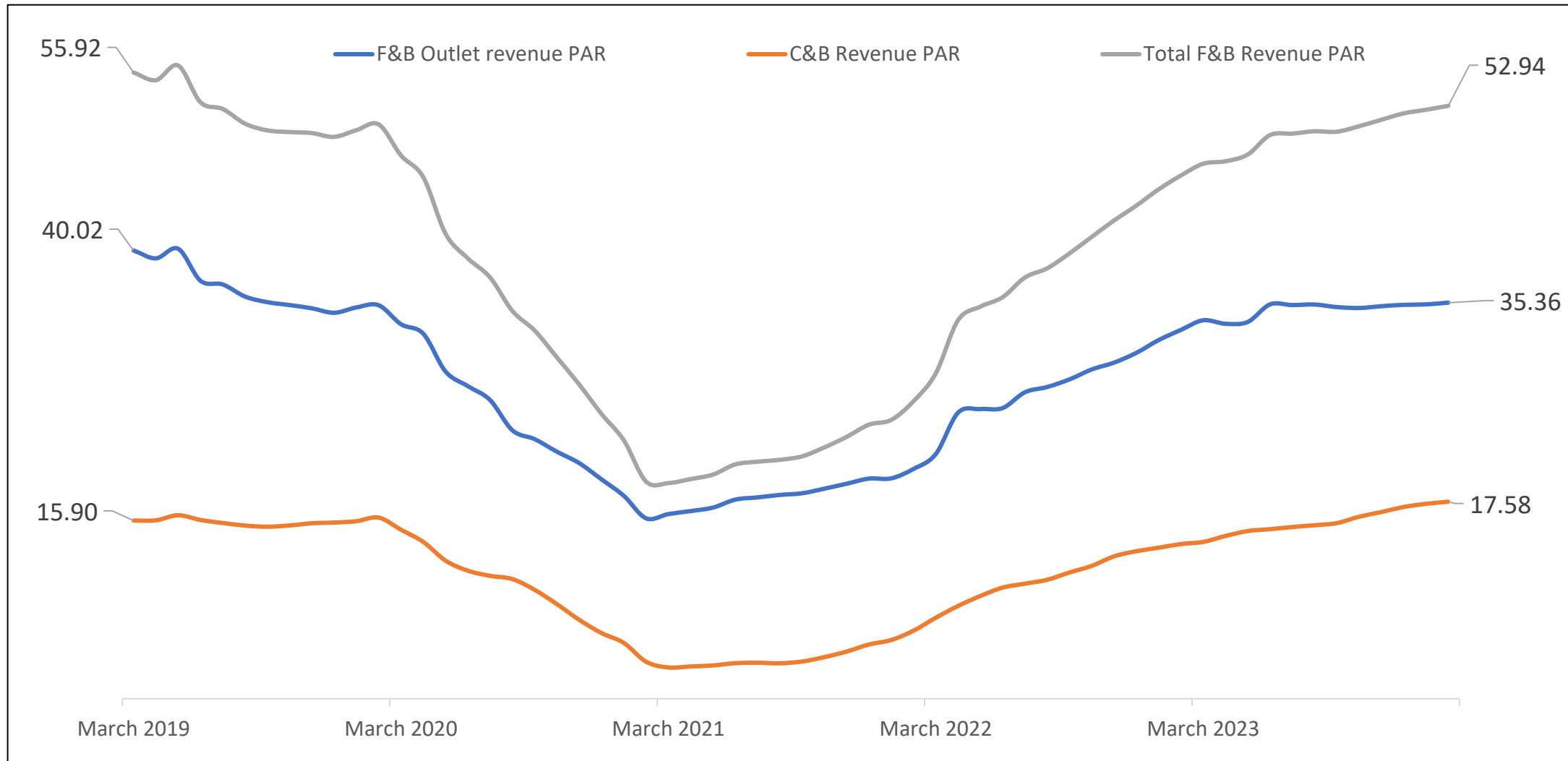
Now you C&B me..

Conference & Banqueting Revenue \$ per Sqm Rolling 12 months Feb 2024



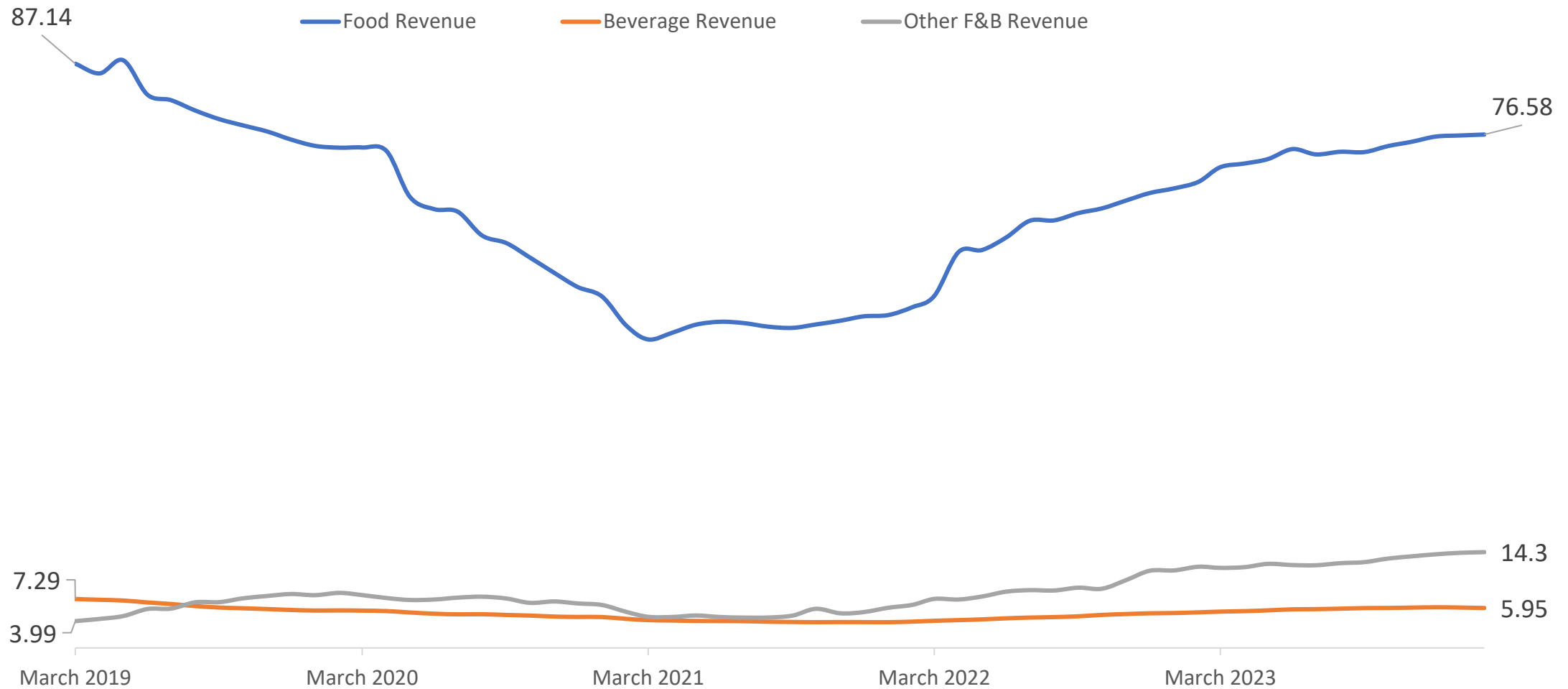
Now you C&B me...

F&B Revenue Performance – 12 month rolling average \$ – Saudi Arabia



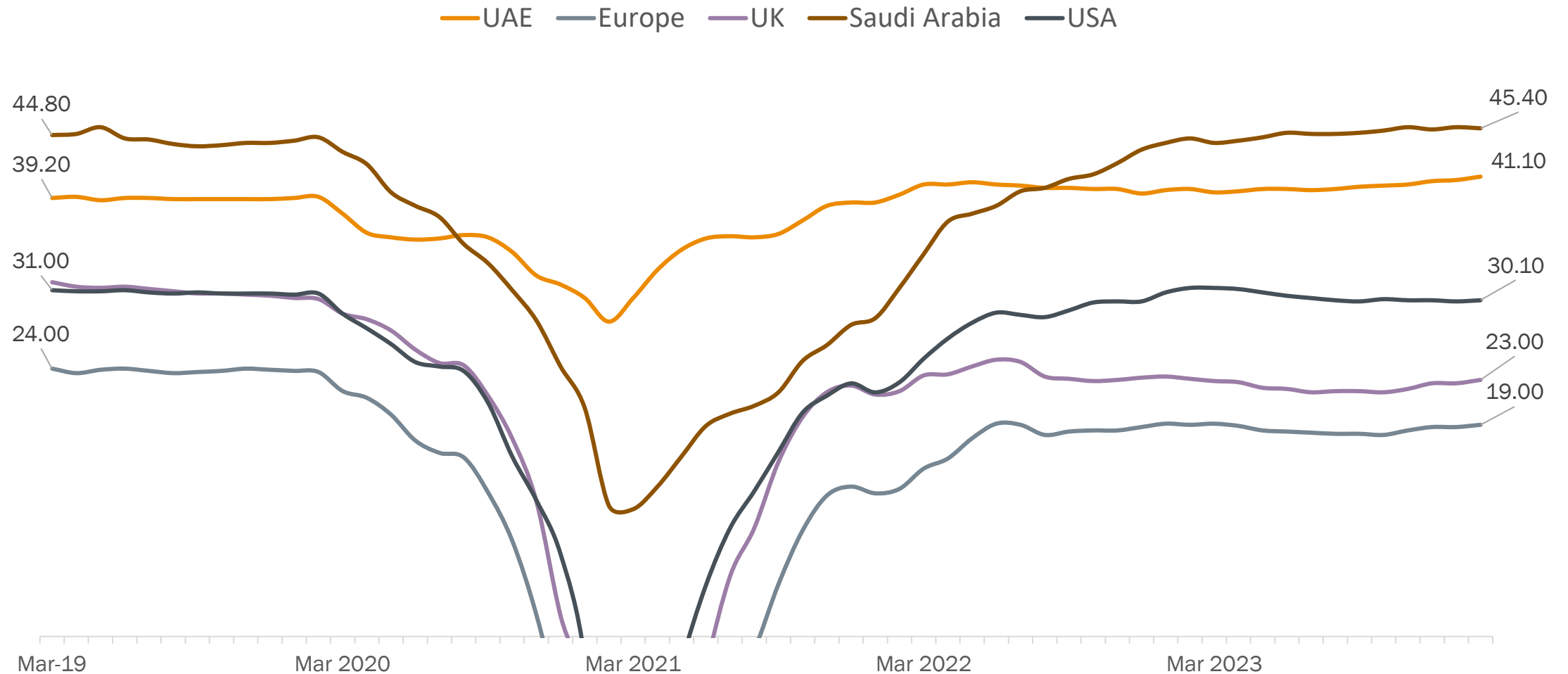
Eating Away

F&B Revenue Performance – 12 month rolling average – Saudi Arabia – \$ Per Available Room



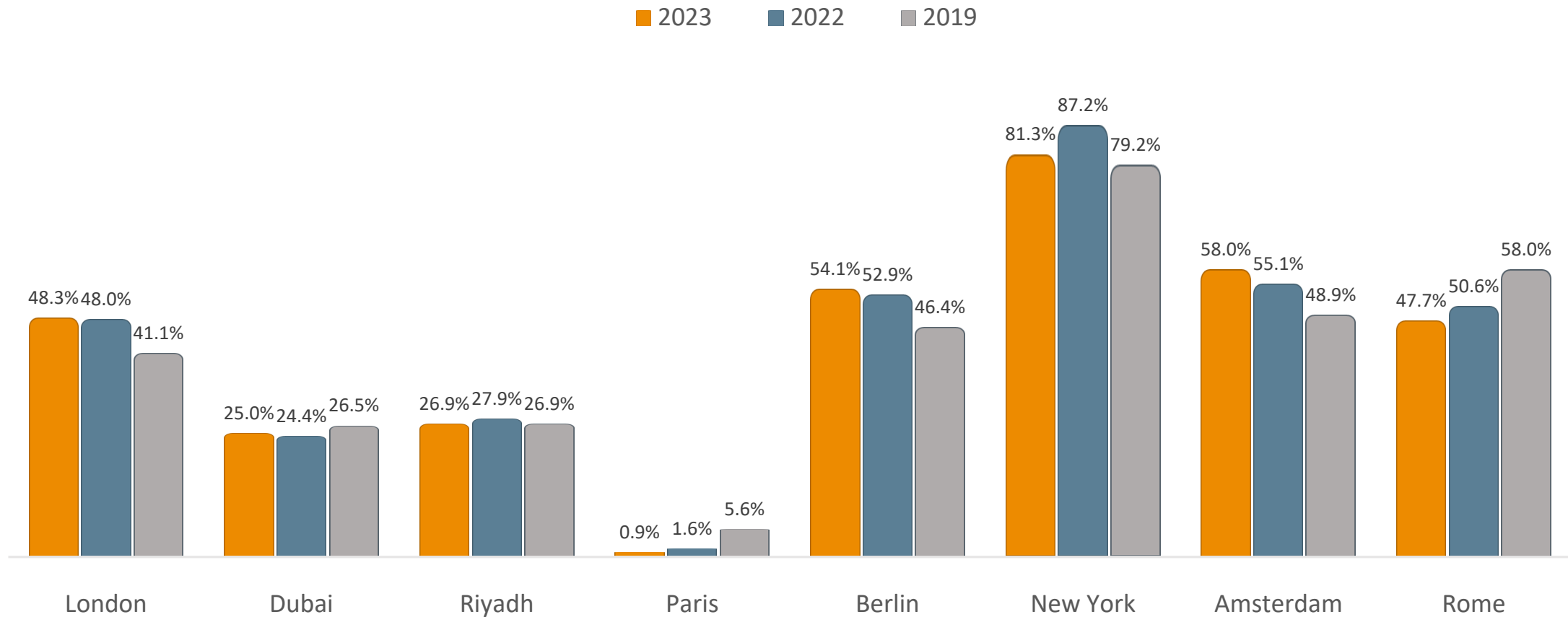
A Global Challenge?

F&B Profitability % –Average MAT –Feb 2024



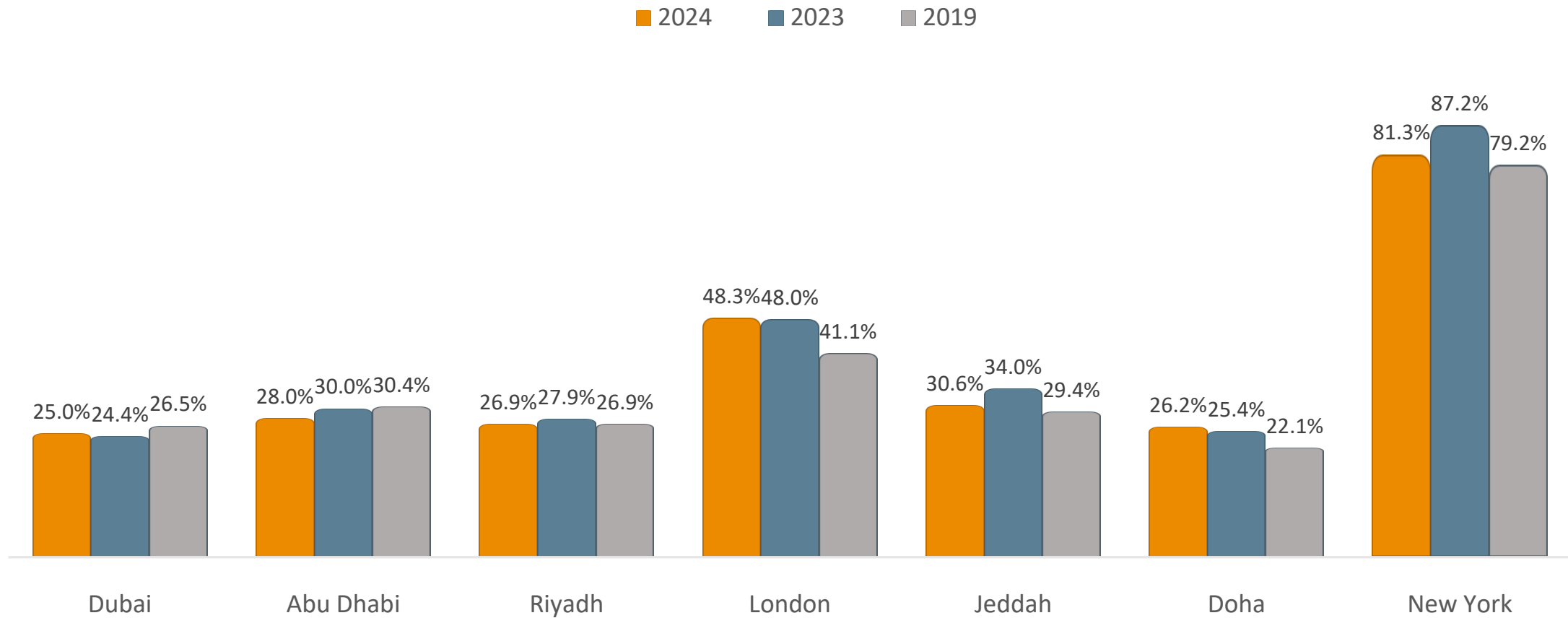
The Cost of F&B..

F&B Labour Margin– 12 months rolling Feb 2024



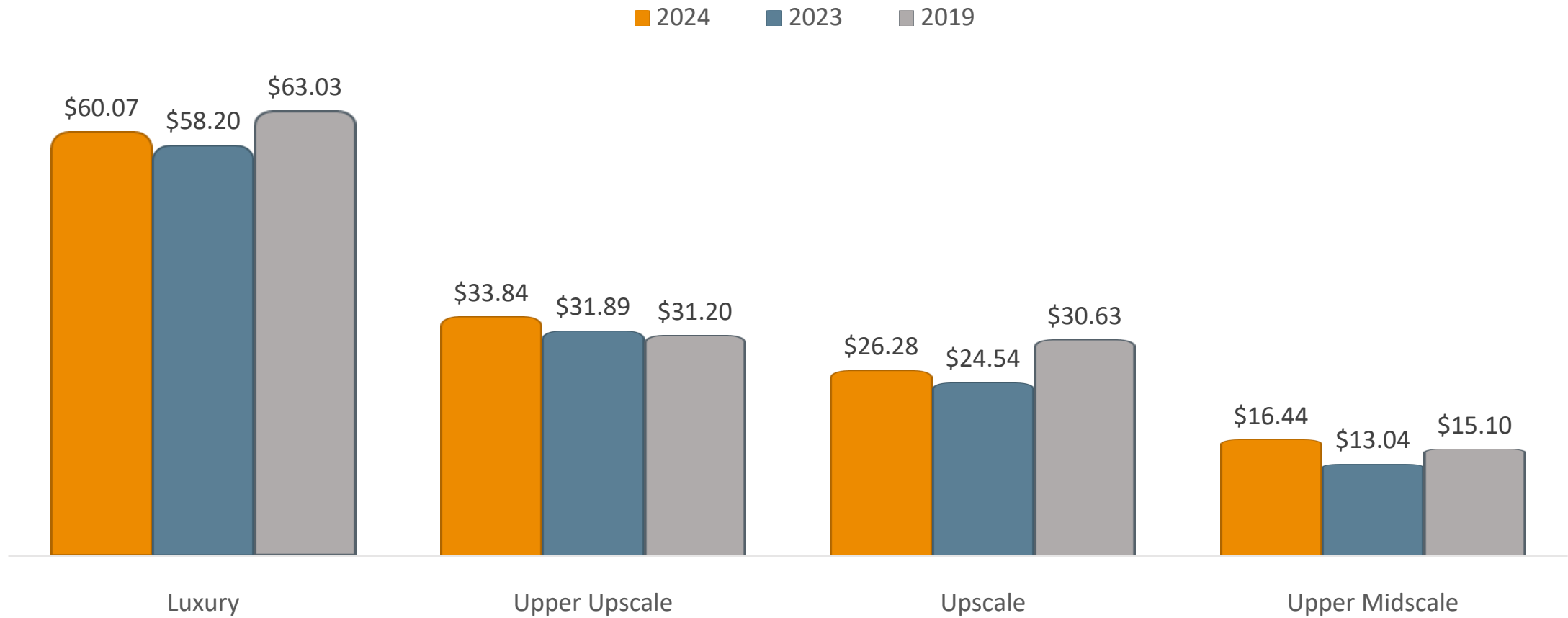
The Margins

F&B Labour Margin– 12 Month Rolling Feb 2024



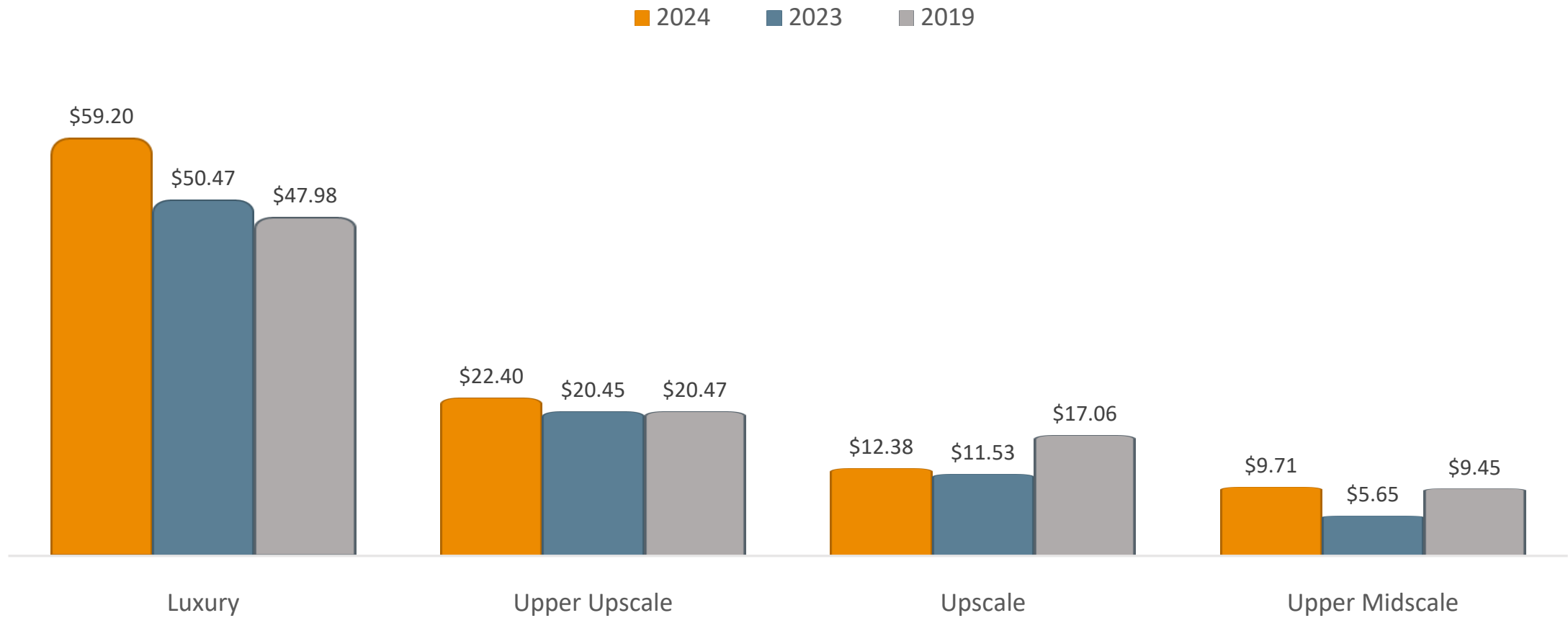
Posh Nosh..

F&B Outlet Revenue by Brand Scale – PAR– Saudi Arabia 12 months Rolling Feb 2024



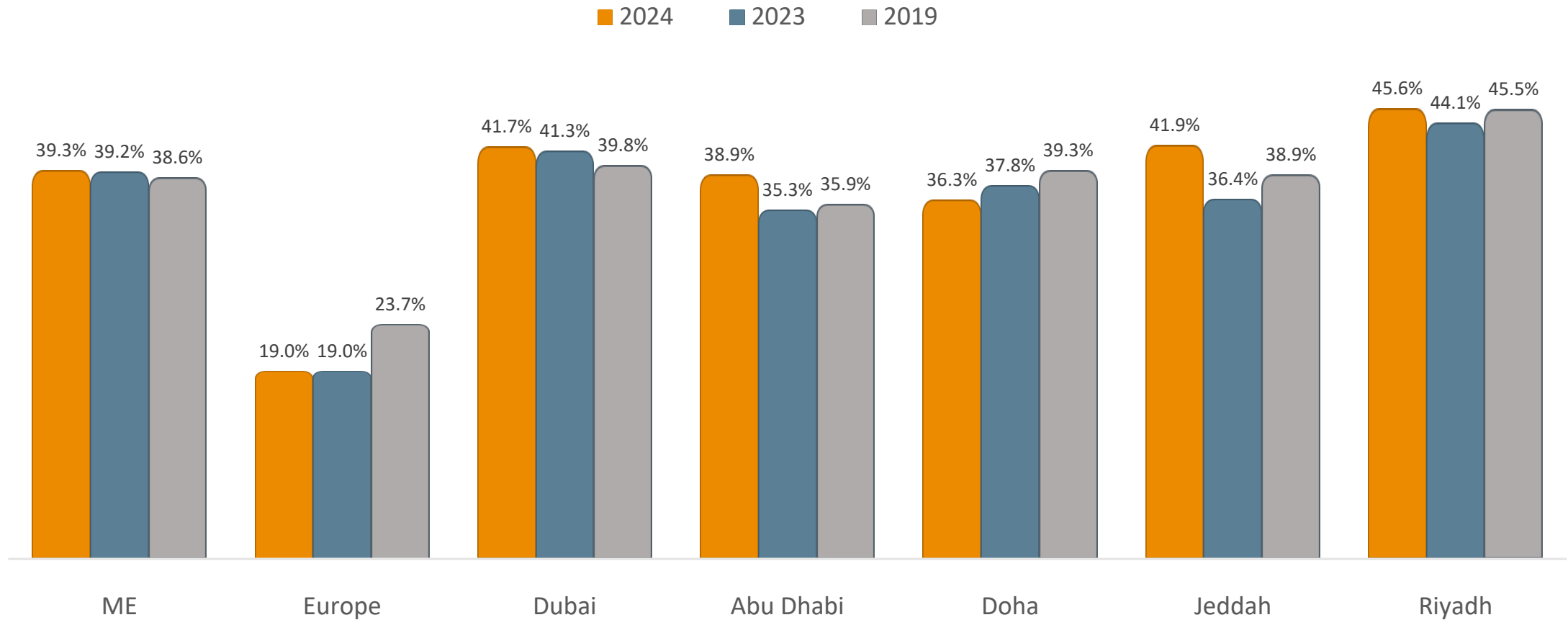
In the Pocket...

F&B Profit by brand Scale— PAR – Saudi Arabia Rolling 12 months Feb 2024



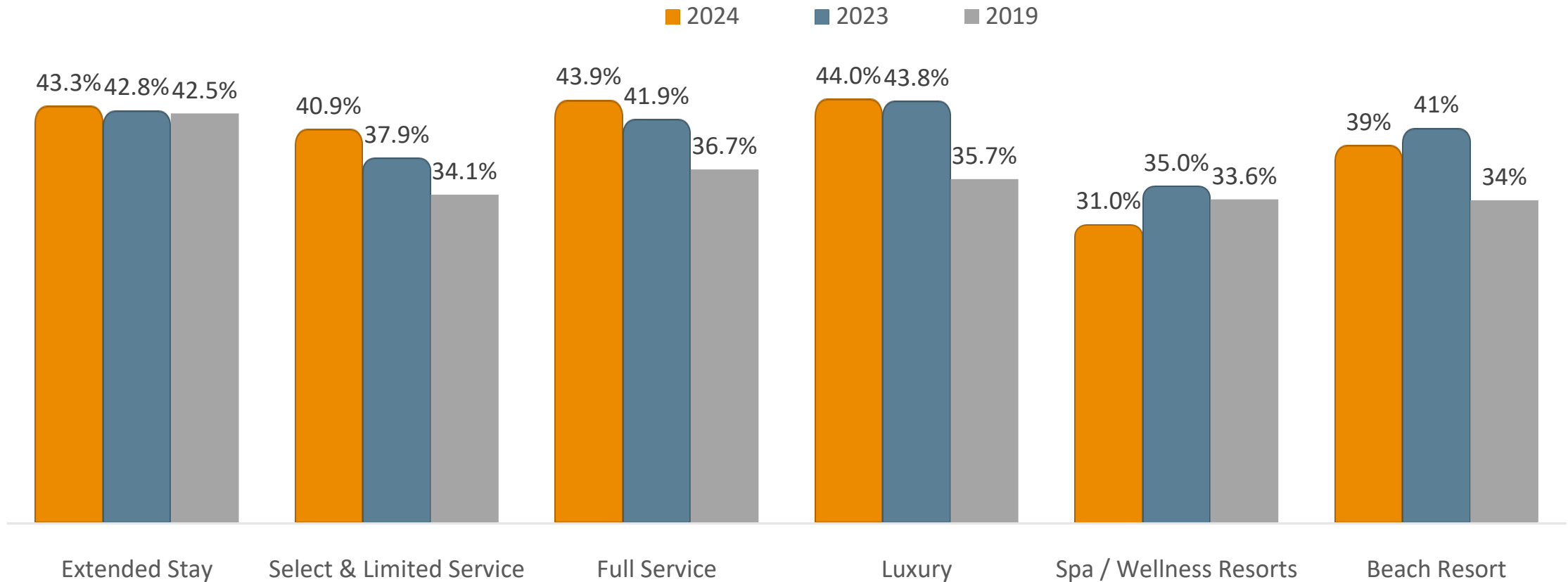
Marginal Impact

F&B Profit Margin – 12 months rolling Feb 2024



The Margins

Gross Operating Profit Margin – Asset Type 12 Months rolling Feb 2024 – **Middle East**



Thank you...

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