

Full Year 2022

Reimagining F&B Analytics

Insight to CBD Bengaluru Luxury Hotels
Food and Beverage Performance

COMPSET

CBD Bengaluru Luxury Hotels Food and Beverage Performance

Full Year 2022

By Compset Vision Technosoft Private Limited™

Bangalore's food and beverage business recovered strongly through 2022 following the uncertainties brought on by the pandemic waves over the previous couple of years. The report below breaks down the food and beverage performance of 5-star luxury hotels in the central business district of Bengaluru giving you a detailed breakdown of how diverse types of food and beverage outlets in hotels have performed as of (full year) 2022. You can use the below details to benchmark and compare your food and beverage performance.

The report will provide answers to questions like;

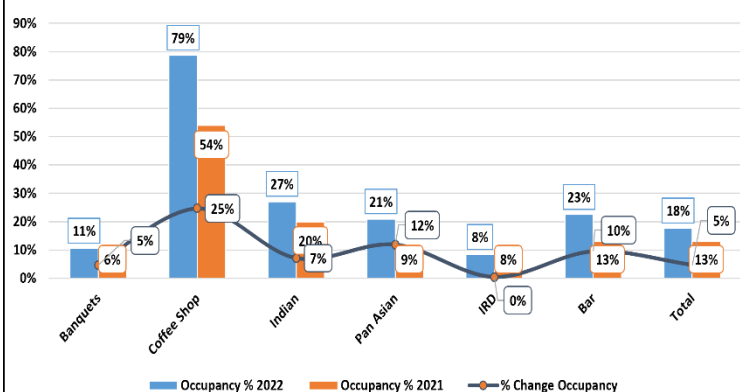
1. How has the recovery been compared to 2021?
2. What kind of average revenues are various outlets making?
3. What kind of occupancy and APC's different outlets are making and how are they in comparison to your outlets.
4. What is the contribution mix of food revenue, beverage revenue and other revenue?
5. What is the contribution mix of meal periods?
6. What is the contribution mix of each day of the week along with weekday-weekend breakup?
7. What is the day of the week contribution mix by meal period?

Full year snapshot

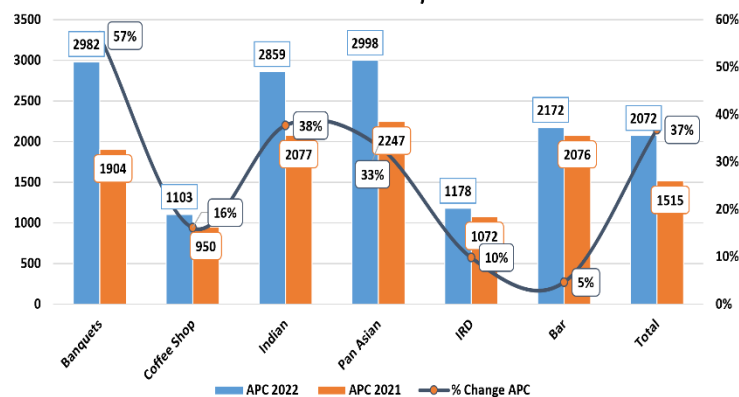
- Total food and beverage saw a whopping growth of 108% growing from an average of 2.41 Cr per month in 2021 to 5.01 Cr in 2022.
- The growth was fuelled by a 37% increase in APC which grew from INR 1515 in 2021 to INR 2072.
- In 2022 the highest revenue earning department was Banquet followed by Coffee Shop, Indian and Pan Asian. Whereas in 2021 the highest revenue earning department was Banquets followed by Coffee shop and IRD.
- Coffee shop in both 2022 and 2021 has the highest occupancy with 79% and 54% respectively.
- The growth over 2021 in monetary terms was driven by Banquets (+1.25 Cr/month) followed by Indian (+46 lacs/month) and Coffee shop (+3.9 lacs/month)
- Banquets with +57% saw the highest APC growth followed by Indian with +38%. Pan Asian has the highest APC with INR 2998.

| Food and Beverage | | Full Year | | | | | | |
|-------------------|--------------------------|-------------|-------------|-----------|-----------|-----------|-----------|-------------|
| | | Banquets | Coffee Shop | Indian | Pan Asian | IRD | Bar | Total |
| Occupancy % | 2022 | 11% | 79% | 27% | 21% | 8% | 23% | 18% |
| | 2021 | 6% | 54% | 20% | 9% | 8% | 13% | 13% |
| APC | 2022 | 2982 | 1103 | 2859 | 2998 | 1178 | 2172 | 2072 |
| | 2021 | 1904 | 950 | 2077 | 2247 | 1072 | 2076 | 1515 |
| RevPas | 2022 | 316 | 868 | 775 | 627 | 99 | 489 | 367 |
| | 2021 | 129 | 515 | 419 | 222 | 85 | 282 | 197 |
| Average Revenue | 2022 | 2,13,76,857 | 99,39,641 | 69,55,779 | 37,07,472 | 26,30,729 | 26,68,193 | 5,01,19,353 |
| | 2021 | 87,90,299 | 66,87,822 | 23,43,972 | 12,36,095 | 24,74,153 | 14,38,137 | 2,41,07,568 |
| % Change Vs. Ly | % Change Occupancy | 5% | 25% | 7% | 12% | 0% | 10% | 5% |
| | % Change APC | 57% | 16% | 38% | 33% | 10% | 5% | 37% |
| | % Change RevPas | 145% | 69% | 85% | 182% | 16% | 73% | 86% |
| | % Change Average Revenue | 143% | 49% | 197% | 200% | 6% | 86% | 108% |

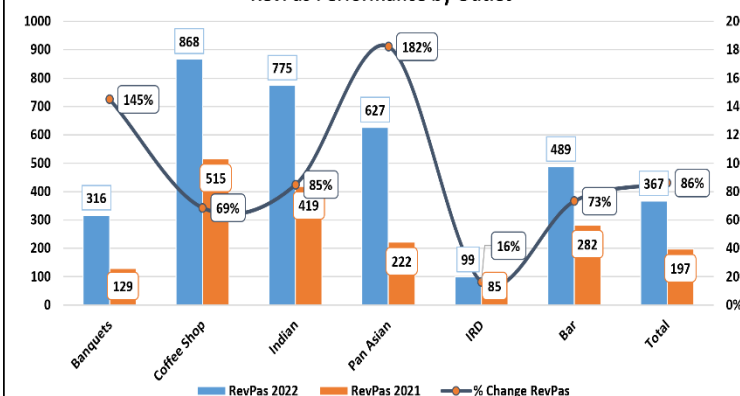
Occupancy % Performance by Outlet



APC Performance by Outlet



RevPas Performance by Outlet



Average Revenue performance by Outlet

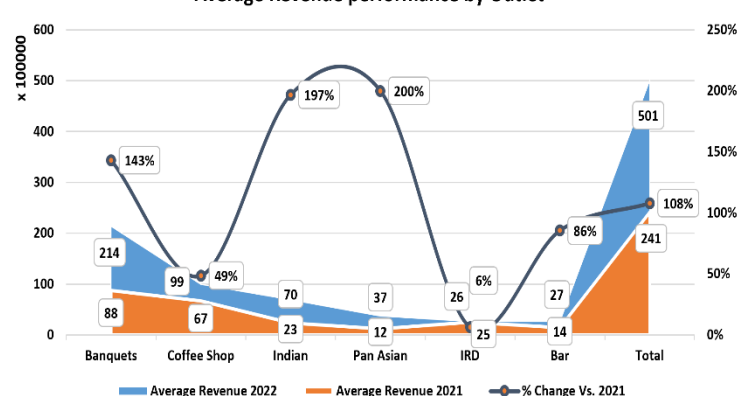


Illustration 1: Full Year Outlet wise break up of Occupancy, APC, RevPas and Average revenue along with % Change vs 2021 done by the F&B department in a luxury hotel.

- Food, beverage, and other revenues have recorded a growth of 99%, 138% and 119% respectively.
- have recorded a whopping growth of 117%, 90% and 113% respectively.
- In 2022, Breakfast sales account for 8% of revenues, while lunch sales account for 22% and
- Banquets is the biggest revenue contributor to Food, beverage, and other revenue. Breakfast, Lunch and Dinner rest 70% comes from dinner revenues vs. a contribution of 7%, 25% and 68% in 2021.
- Coffee shop is the biggest contributor to breakfast revenues and Banquets is for Lunch and Dinner.

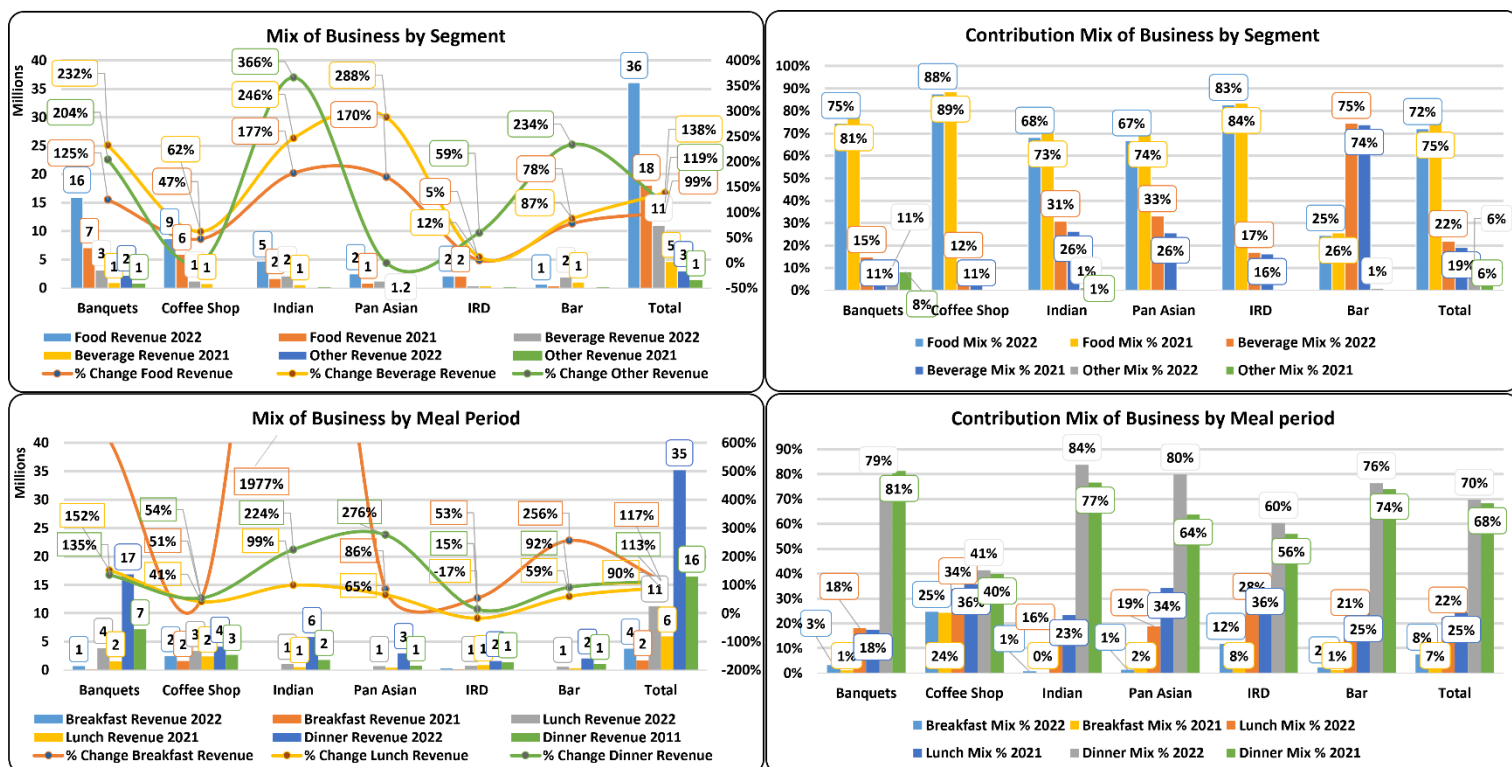


Illustration 2: Full year break up of Mix of Business by Segment and Meal period done by the F&B department in a luxury hotel in CBD Bangalore

- Weekdays account for 54% of the total business with Wednesday being the strongest weekday contributing to 16% of the total revenue.
- Weekends account for 46% of the total revenue with Friday being the strongest weekend-day with 16% share.

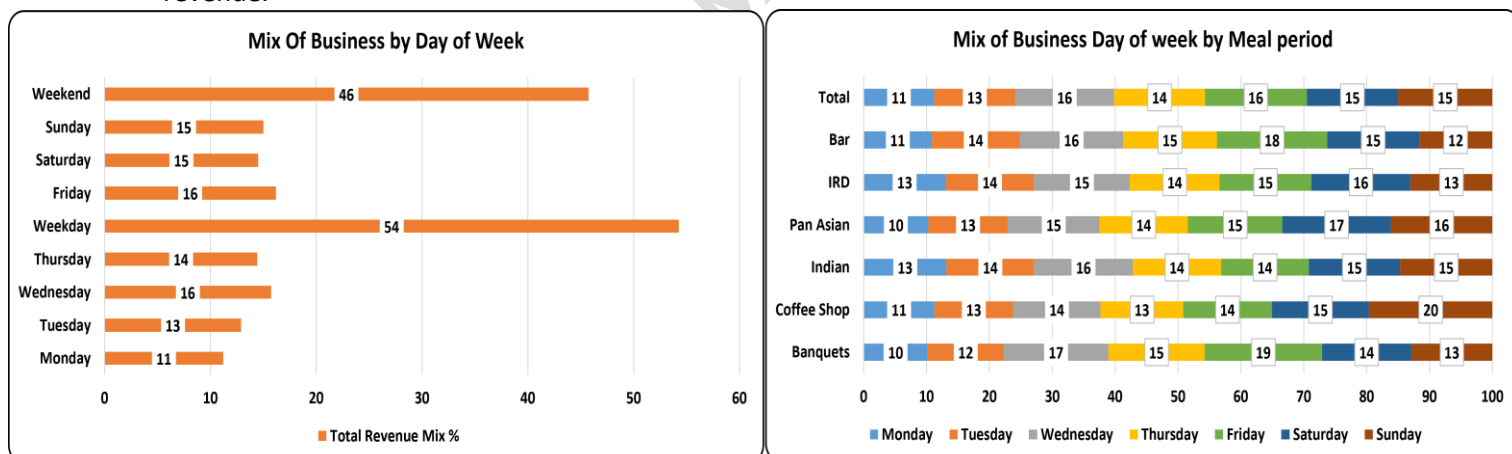
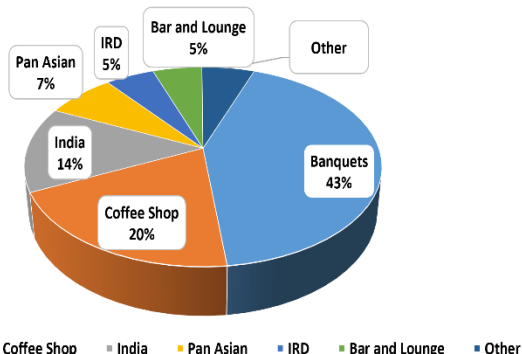


Illustration 3: Full year Revenue contribution by Day of week

- In 2022 Banquets accounts to 43% of total food and beverage revenue followed by Coffee shop at 20%, vs 36% and 28% in 2021. IRD's contribution dropped from 10% in 2021 to 5% in 2022 owing to a 'no lockdown' in 2022.

Contribution Mix by F&B Venue 2022



Contribution Mix by F&B Venue 2021

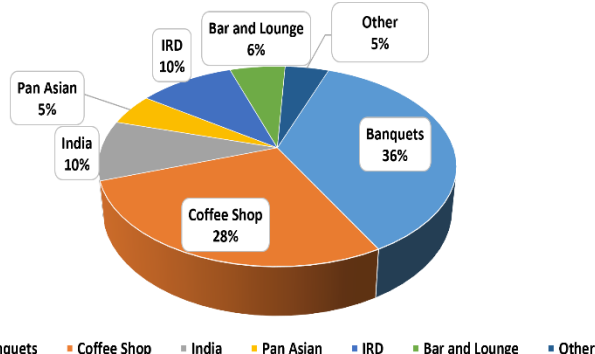


Illustration 4: Contribution mix by Food and Beverage Venue to total food and beverage revenue.

We further drill down into 6 major food and beverage outlets listed below along with a bird's eye view of the total F&B performance –

- Overall / Total Food and Beverage
- Coffee Shop
- In Room Dining
- Banquets
- Pan Asian
- Indian
- Bar and Lounge

1. Overall / Total Food and Beverage

- Full Year 2022 revenue has grown by 108% vs. 2021.
- Total Food and Beverage revenue has averaged at 5.01 Cr. per month. With 6.18 Cr.,

December was the strongest month of the year.

- Full Year 2022 APC's have seen a significant growth of 37% vs. 2021. November recorded highest APC with INR. 2545/-.

| Total F&B | 2022 | | | | | | | | | | | | |
|-----------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | January | February | March | Apr | May | June | July | August | September | October | November | December | YTD |
| Occupancy % | 6 | 14 | 19 | 21 | 20 | 20 | 20 | 17 | 20 | 17 | 20 | 20 | 18 |
| APC | 1592 | 1608 | 1757 | 1793 | 1895 | 2114 | 2163 | 2112 | 2180 | 2231 | 2545 | 2356 | 2072 |
| RevPas | 102 | 219 | 325 | 368 | 383 | 414 | 424 | 365 | 432 | 375 | 506 | 478 | 367 |
| Average Revenue | 1,26,38,758 | 2,43,21,238 | 4,14,11,468 | 4,38,93,900 | 4,79,48,420 | 5,12,77,205 | 5,22,87,758 | 4,65,06,439 | 5,23,24,610 | 4,73,02,745 | 6,10,12,642 | 6,18,93,874 | 5,01,19,353 |
| Food Mix % | 78 | 76 | 73 | 71 | 72 | 74 | 71 | 72 | 71 | 70 | 69 | 72 | 72 |
| Beverage Mix % | 17 | 20 | 23 | 24 | 22 | 22 | 21 | 21 | 23 | 23 | 22 | 20 | 22 |
| Other Mix % | 6 | 4 | 5 | 5 | 6 | 4 | 8 | 6 | 7 | 7 | 10 | 7 | 6 |
| Breakfast Mix % | 8 | 6 | 8 | 8 | 7 | 7 | 8 | 8 | 6 | 10 | 8 | 6 | 8 |
| Lunch Mix % | 34 | 27 | 22 | 20 | 25 | 21 | 20 | 22 | 19 | 21 | 21 | 22 | 22 |
| Dinner Mix % | 58 | 67 | 71 | 72 | 68 | 73 | 71 | 70 | 74 | 69 | 71 | 72 | 70 |

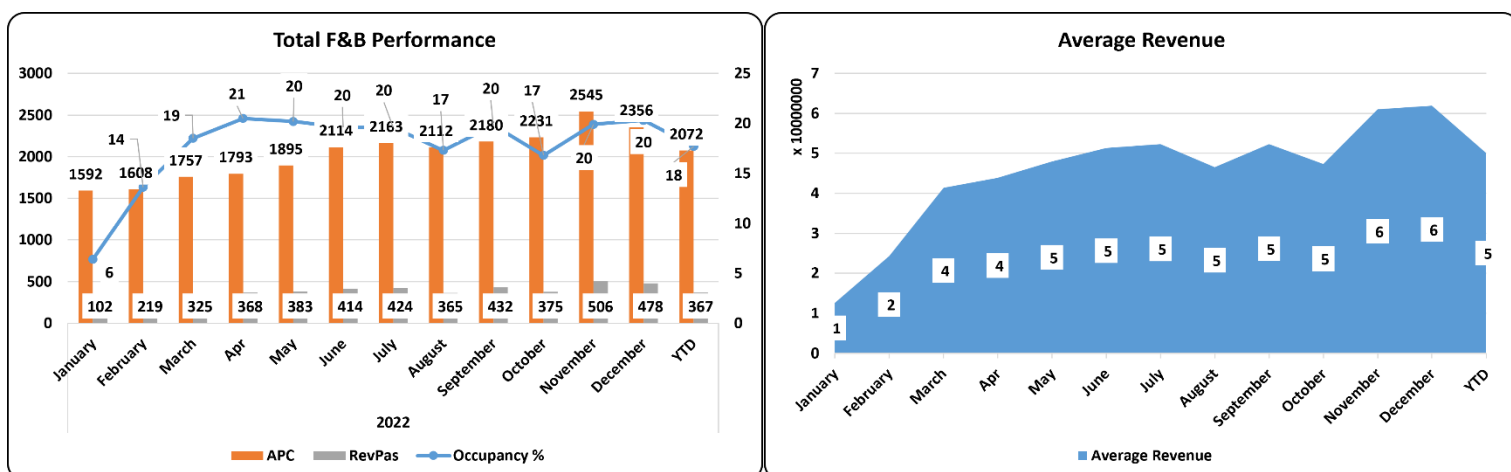


Illustration 5: Month wise break up of Occupancy, APC and RevPas along with average revenue done by the F&B department in a luxury hotel.

- Food sales account for 72% of revenues, while beverage sales account for 22% and rest 6% comes from other revenues.
- Of the total revenue, 8% comes from breakfast, 22% from lunch, and 70% from dinner.

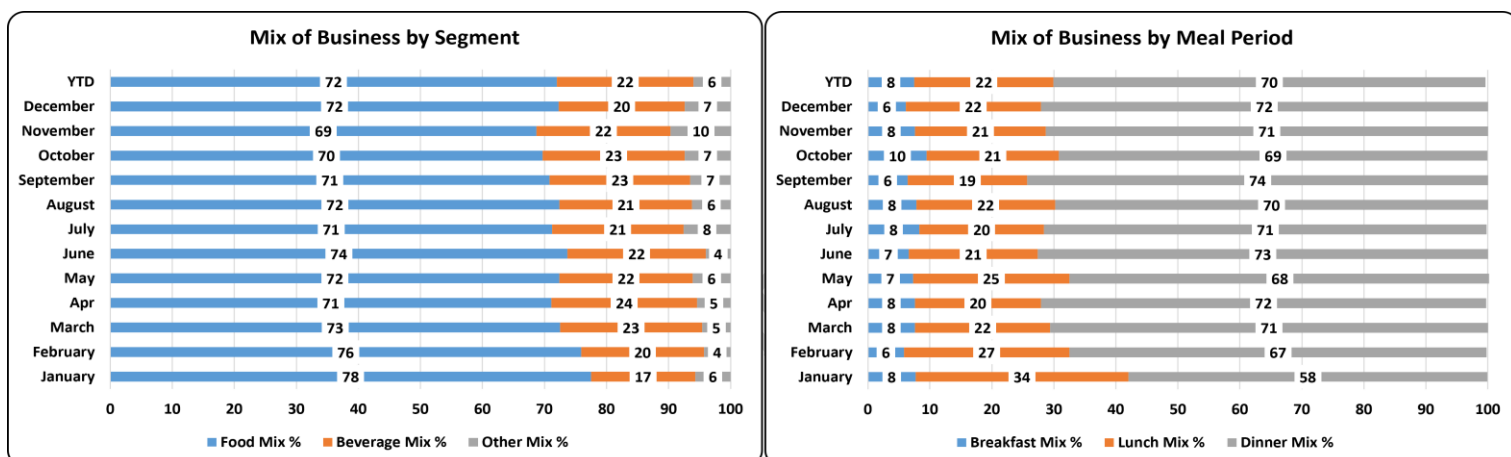


Illustration 6: Month wise break up of Mix of Business by Segment and Meal period done by the F&B department in a luxury hotel.

- Weekdays account for 54% of the total business with Wednesday being the strongest weekday contributing to 16% of the total revenue.
- Weekends account for 46% of the total revenue with Friday being the strongest weekend-day with 16% share.

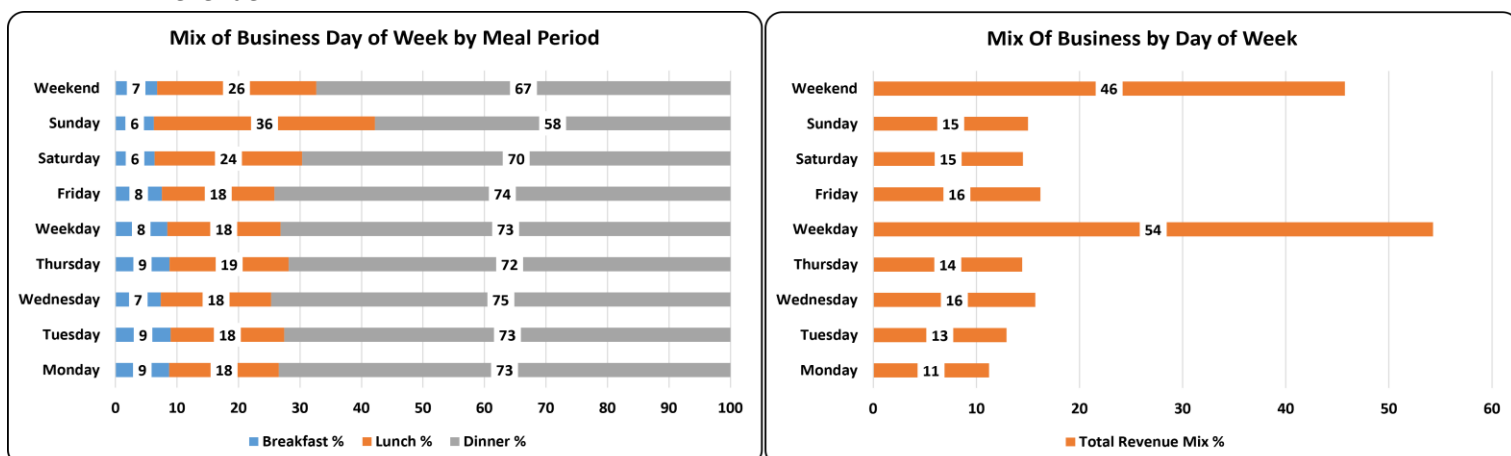


Illustration 7: Full Year 2022 Revenue contribution by Day of week and Mix of Business by Day of Week and Meal period done by the F&B department in a luxury hotel.

2. Coffee Shop

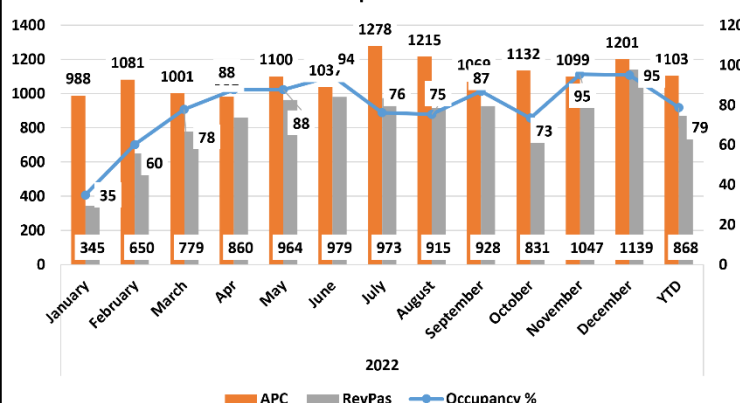
- Ever since the downturn in January, revenues have been increasing gradually. Full Year 2022 has grown by 49% vs. 2021.
- Coffee shop has been the highest revenue generating restaurant in hotels averaging INR

99.4 lakhs per month. With 1.33 Cr. - December was the strongest month.

- Full Year 2022 APC's have seen a good growth of 16% vs. 2021, the increase is driven by a 20% and 18% growth in Lunch and Dinner APC's.

| Coffee Shop | 2022 | | | | | | | | | | | | |
|-----------------|-----------|-----------|-----------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-----------|
| | January | February | March | Apr | May | June | July | August | September | October | November | December | YTD |
| Occupancy % | 35 | 60 | 78 | 88 | 88 | 94 | 76 | 75 | 87 | 73 | 95 | 95 | 79 |
| APC | 988 | 1081 | 1001 | 981 | 1100 | 1037 | 1278 | 1215 | 1069 | 1132 | 1099 | 1201 | 1103 |
| RevPas | 345 | 650 | 779 | 860 | 964 | 979 | 973 | 915 | 928 | 831 | 1047 | 1139 | 868 |
| Average Revenue | 40,43,576 | 67,69,835 | 94,19,694 | 96,87,106 | 1,08,88,090 | 1,07,66,472 | 1,10,15,069 | 1,03,06,032 | 1,04,58,599 | 1,02,82,078 | 1,12,55,167 | 1,33,18,885 | 99,39,641 |
| Food Mix % | 90 | 89 | 86 | 86 | 88 | 88 | 89 | 89 | 87 | 87 | 85 | 88 | 88 |
| Beverage Mix % | 10 | 11 | 13 | 14 | 12 | 12 | 11 | 11 | 13 | 13 | 15 | 12 | 12 |
| Other Mix % | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Breakfast Mix % | 23 | 20 | 23 | 26 | 25 | 25 | 26 | 27 | 26 | 25 | 26 | 21 | 25 |
| Lunch Mix % | 44 | 37 | 34 | 35 | 31 | 33 | 33 | 33 | 34 | 35 | 30 | 36 | 34 |
| Dinner Mix % | 33 | 43 | 42 | 39 | 43 | 42 | 41 | 40 | 40 | 40 | 44 | 43 | 41 |

Coffee Shop Performance



Average Revenue

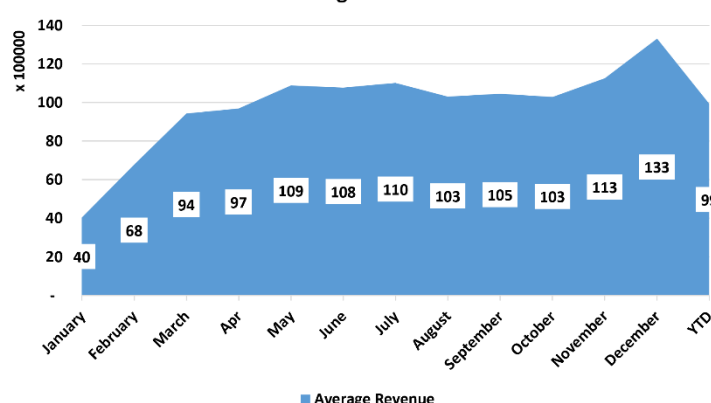
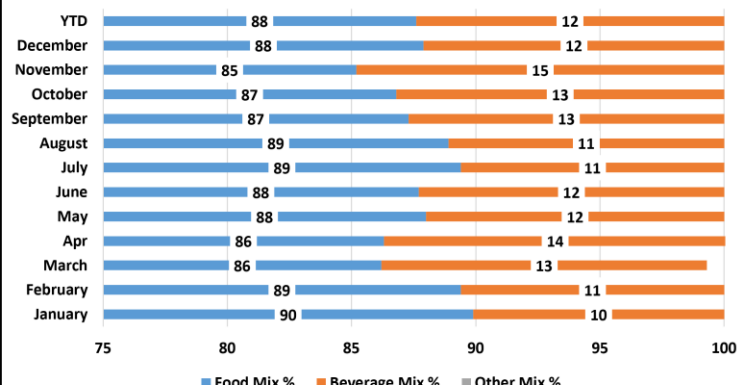


Illustration 8: Month wise break up of Occupancy, APC and Revpas along with average revenue done by the Coffee shops in a luxury hotel.

- Food sales account for 88% of revenues, while beverage sales account for 12%.
- Of the total revenue, 25% comes from breakfast, 34% from lunch, and 41% from dinner.

Mix of Business by Segment



Mix of Business by Meal Period

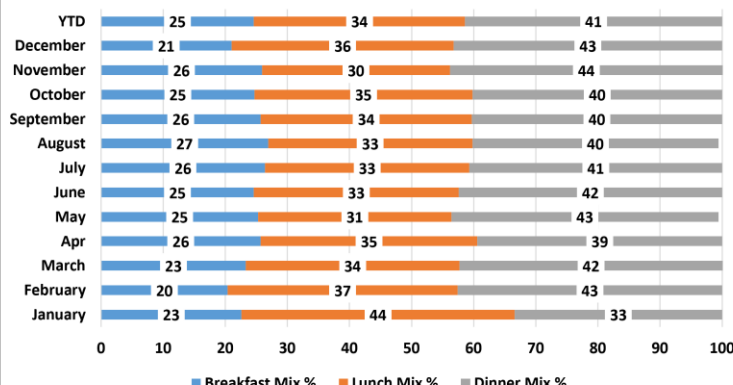


Illustration 9: Month wise break up of Mix of Business by Segment and Meal period done by Coffee shops in a luxury hotel.

- Weekdays account for 51% of the total business with Wednesday being the strongest weekday contributing to 14% of the total revenue.
- Weekends account for 49% of the total revenue with Sunday being the strongest with 20% share.

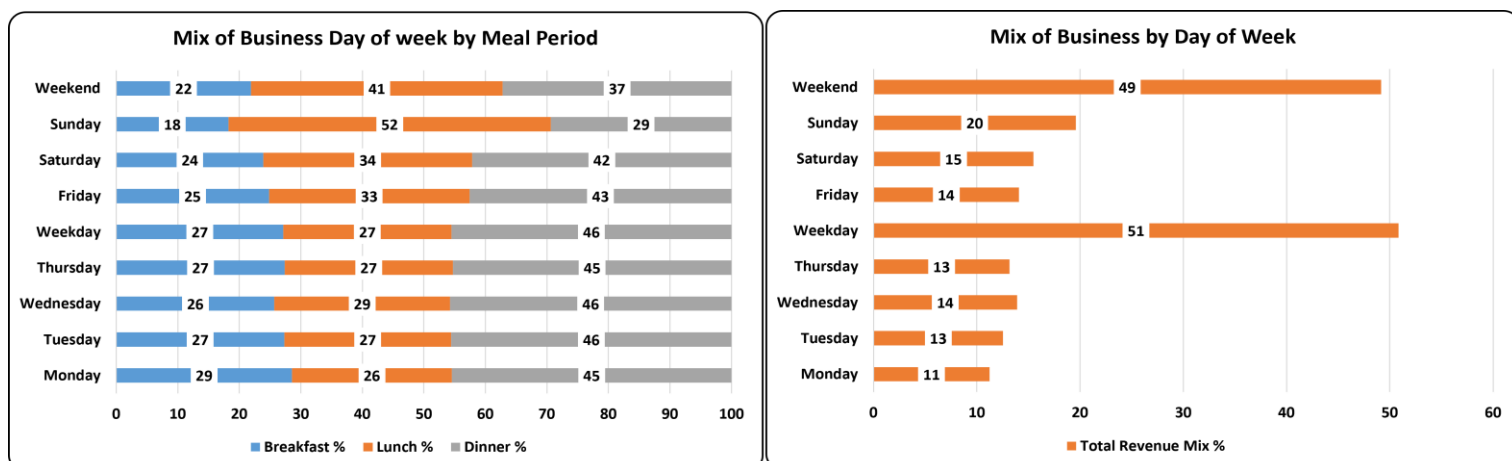


Illustration 10: Full Year 2022 Revenue contribution by Day of week and Mix of Business by Day of Week and Meal period done by Coffee shops in a luxury hotel.

3. In Room Dining

- Full Year 2022 has grown by 6% vs. 2021. Lowest YOY growth in comparison to other F&B outlets.
- IRD's revenue has averaged at INR 26.3 lakhs per month. With 30.18 lakhs March was the strongest month.
- Full Year 2022 APC's have seen a growth of 10% vs. 2021, with November being the strongest month with an APC of INR 1399.

| IRD | 2022 | | | | | | | | | | | | |
|-----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | January | February | March | Apr | May | June | July | August | Septemb | October | November | Decembe | YTD |
| Occupancy % | 5 | 8 | 10 | 9 | 10 | 10 | 9 | 8 | 9 | 6 | 8 | 8 | 8 |
| APC | 1091 | 1089 | 1096 | 1157 | 1125 | 1152 | 1190 | 1188 | 1209 | 1223 | 1399 | 1207 | 1178 |
| RevPas | 57 | 84 | 111 | 104 | 107 | 114 | 106 | 99 | 106 | 78 | 118 | 98 | 99 |
| Average Revenue | 15,55,990 | 20,57,862 | 30,18,016 | 26,98,057 | 29,16,687 | 30,17,702 | 28,79,767 | 26,74,321 | 26,75,919 | 21,53,931 | 29,76,395 | 27,64,059 | 26,30,729 |
| Food Mix % | 83 | 80 | 80 | 83 | 84 | 82 | 83 | 84 | 83 | 84 | 82 | 85 | 83 |
| Beverage Mix % | 17 | 19 | 20 | 18 | 16 | 17 | 17 | 16 | 17 | 15 | 18 | 15 | 17 |
| Other Mix % | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| Breakfast Mix % | 9 | 7 | 11 | 12 | 8 | 14 | 13 | 12 | 14 | 15 | 16 | 9 | 12 |
| Lunch Mix % | 34 | 36 | 29 | 30 | 28 | 24 | 25 | 27 | 24 | 26 | 23 | 28 | 27 |
| Dinner Mix % | 57 | 57 | 60 | 58 | 65 | 61 | 63 | 61 | 62 | 59 | 62 | 62 | 60 |

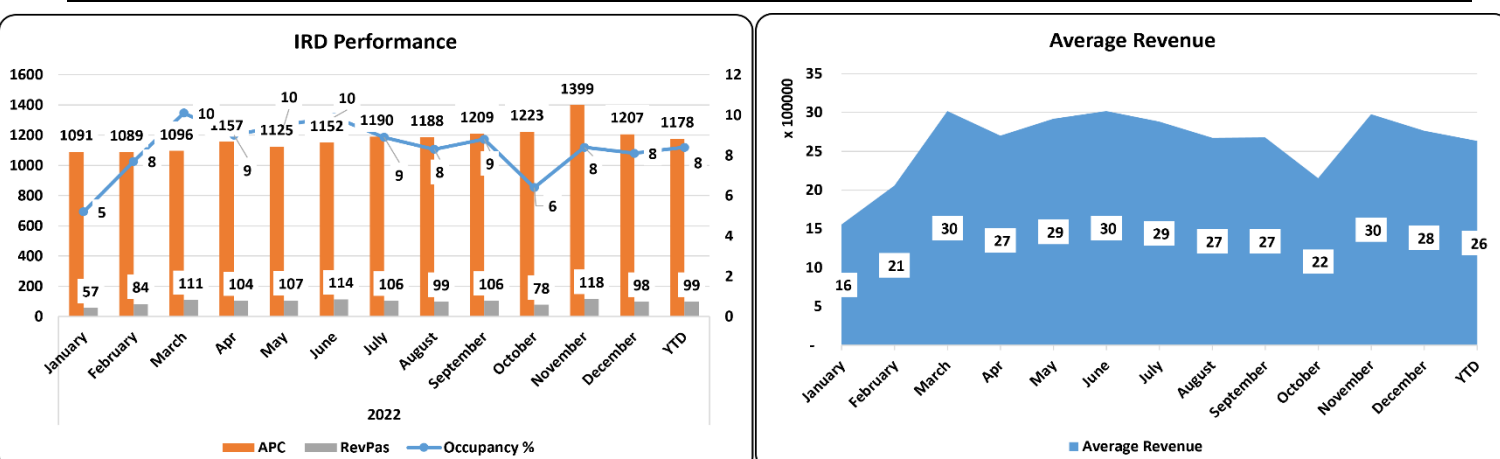


Illustration 11: Month wise break up of Occupancy, APC and Revpas along with average revenue done by in room dining in a luxury hotel.

- Food sales account for 82.7% of revenues, while beverage sales account for 17% and 0.3% comes from other revenue.

- Of the total revenue, 12% comes from breakfast, 28% from lunch, and 60% from dinner.

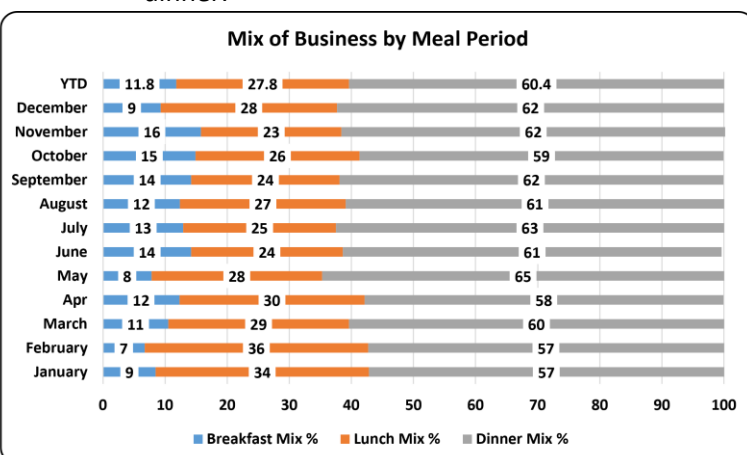
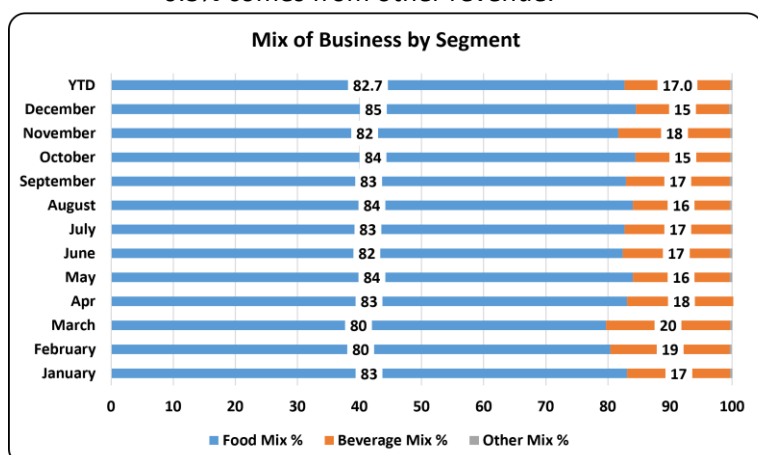


Illustration 12: Month wise break up of Mix of Business by Segment and Meal period done by in room dining in a luxury hotel

- Weekday accounts for 57% of the total business with Wednesday being the strongest weekday at 16%.

- Weekends account for 43% of the total revenue with Saturday being the strongest weekend-day with 16% share.

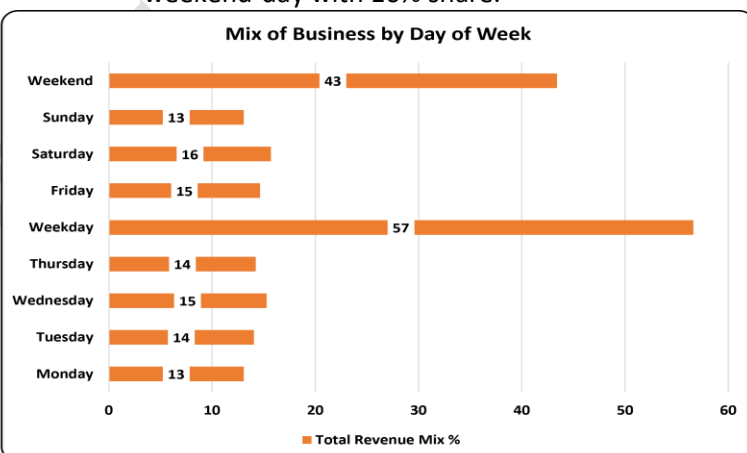
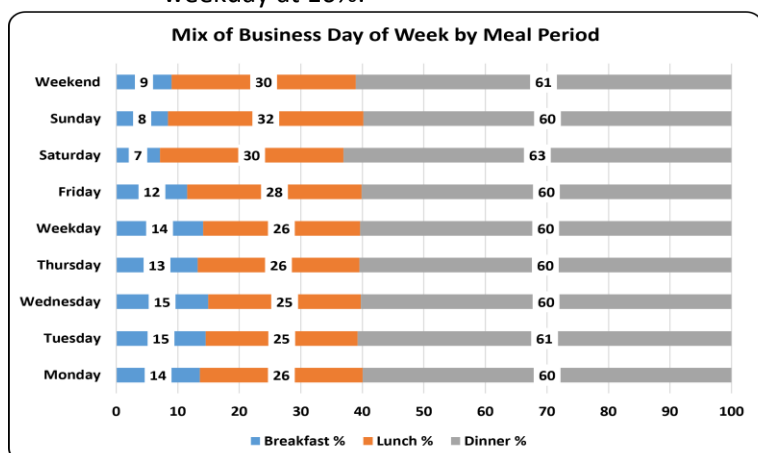


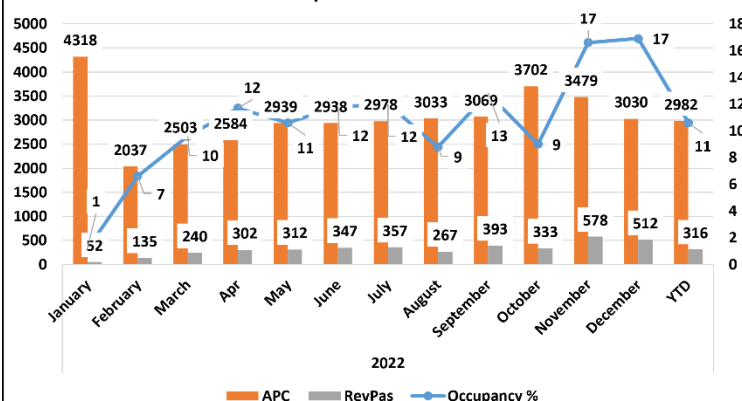
Illustration 13: Full Year 2022 Revenue contribution by Day of week and Mix of Business by Day of Week and Meal period done by in room dining in a luxury hotel.

4. Banquets

- Full Year 2022 has grown by 143% vs. 2021.
- Banquets accounts to almost 43% of total hotel food and beverage revenue, averaging INR 2.13 Cr per month. November with 3.78 Cr. Was the strongest month of 2022.
- APC's have seen a year-on-year growth of 57% and have stabilized above INR. 3000/- for the last 6 months.

| Banquets | 2022 | | | | | | | | | | | | |
|-----------------|-----------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | January | February | March | Apr | May | June | July | August | September | October | November | December | YTD |
| Occupancy % | 1 | 7 | 10 | 12 | 11 | 12 | 12 | 9 | 13 | 9 | 17 | 17 | 11 |
| APC | 4318 | 2037 | 2503 | 2584 | 2939 | 2938 | 2978 | 3033 | 3069 | 3702 | 3479 | 3030 | 2982 |
| RevPas | 52 | 135 | 240 | 302 | 312 | 347 | 357 | 267 | 393 | 333 | 578 | 512 | 316 |
| Average Revenue | 33,38,636 | 80,15,191 | 1,72,30,413 | 2,03,08,958 | 2,22,71,709 | 2,51,02,669 | 2,48,98,517 | 2,02,27,913 | 2,67,26,186 | 2,32,58,342 | 3,78,97,375 | 3,57,41,937 | 2,13,76,857 |
| Food Mix % | 80 | 83 | 78 | 75 | 70 | 76 | 72 | 78 | 76 | 69 | 72 | 75 | 75 |
| Beverage Mix % | 7 | 10 | 14 | 17 | 18 | 18 | 15 | 13 | 14 | 16 | 13 | 15 | 15 |
| Other Mix % | 13 | 7 | 8 | 8 | 12 | 7 | 13 | 10 | 10 | 15 | 15 | 11 | 11 |
| Breakfast Mix % | 1 | 1 | 3 | 2 | 4 | 5 | 7 | 3 | 3 | 5 | 1 | 2 | 3 |
| Lunch Mix % | 27 | 21 | 16 | 15 | 26 | 16 | 13 | 20 | 17 | 18 | 19 | 19 | 18 |
| Dinner Mix % | 72 | 78 | 81 | 83 | 70 | 80 | 81 | 78 | 80 | 78 | 80 | 79 | 79 |

Banquets Performance



Average Revenue

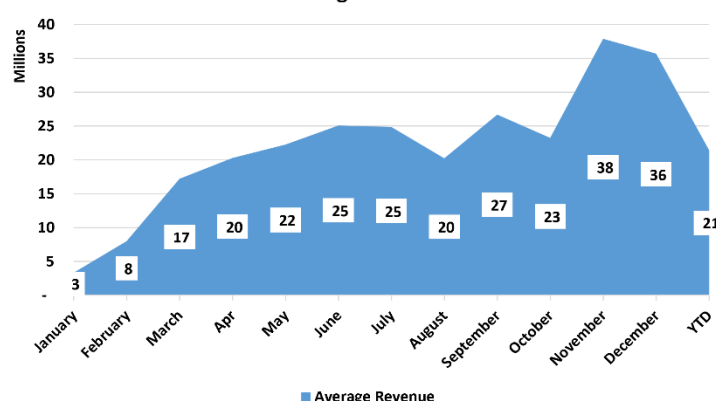
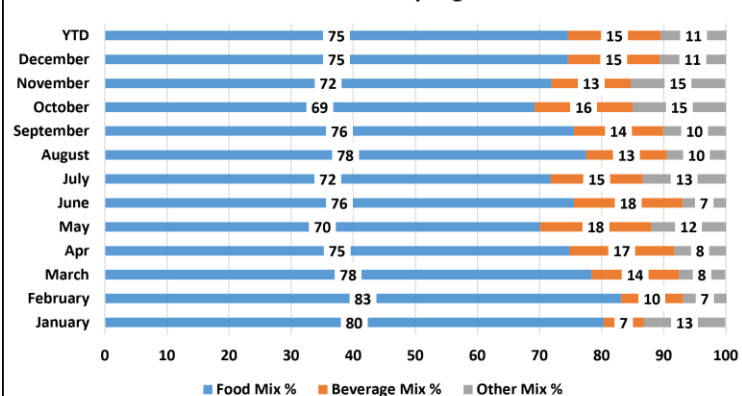


Illustration 14: Month wise break up of Occupancy, APC and Revpas along with average revenue done by Banquets in a Luxury hotel.

- Food sales account for 75.6% of revenues, while beverage sales account for 14.8% and other revenue accounts for 10.6%.
- Of the total revenue, 3.2% comes from breakfast, 18.1% from lunch, and 78.7% from dinner.

Mix of Business by Segment



Mix of Business by Meal Period

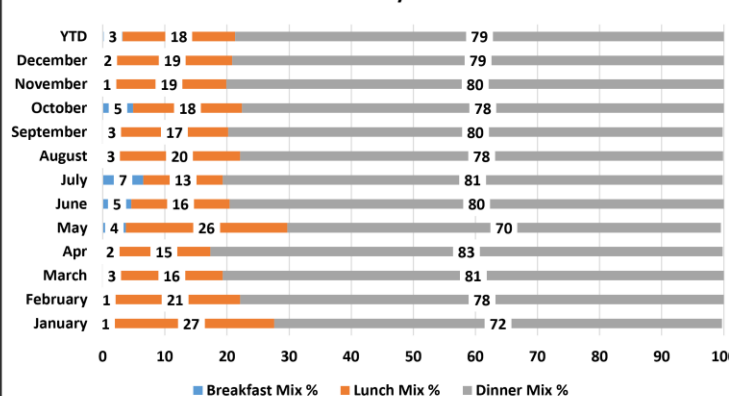
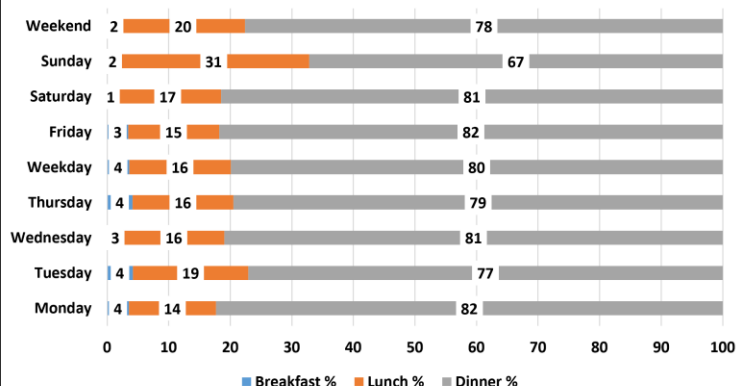


Illustration 15: Month wise break up of Mix of Business by Segment and Meal period done by Banquets in a luxury hotel

- Weekdays account for 54% of the total business with Wednesday being the strongest weekday at 17%.

- Weekends account for 46% of the total revenue with Friday being the strongest weekend-day with 19% share.

Mix of Business Day of Week by Meal Period



Mix of Business by Day of Week

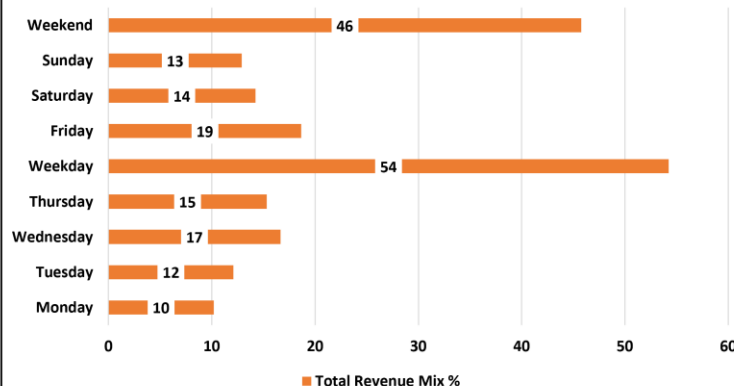


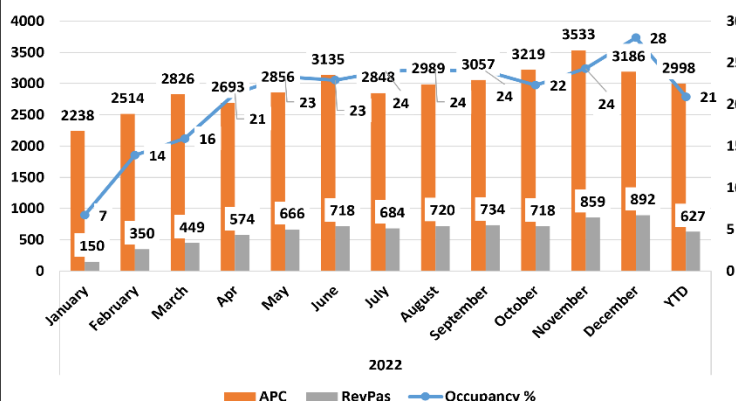
Illustration 16: Full Year 2022 Revenue contribution by Day of week and Mix of Business by Day of Week and Meal period done by Banquets in a luxury hotel.

5. Pan-Asian

- Full Year 2022 has grown by 200% vs. 2021. Pan Asian restaurant has had the highest recovery in comparison the other outlets.
- The monthly income has averaged at INR 37.03 lakhs. With 52.02 lakhs December has been the strongest month.
- APC's have seen a YOY growth of 33%, November with INR 3533/- was the strongest APC month.

| Pan Asian | 2022 | | | | | | | | | | | | |
|-----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | January | February | March | Apr | May | June | July | August | September | October | November | December | YTD |
| Occupancy % | 7 | 14 | 16 | 21 | 23 | 23 | 24 | 24 | 24 | 22 | 24 | 28 | 21 |
| APC | 2238 | 2514 | 2826 | 2693 | 2856 | 3135 | 2848 | 2989 | 3057 | 3219 | 3533 | 3186 | 2998 |
| RevPas | 150 | 350 | 449 | 574 | 666 | 718 | 684 | 720 | 734 | 718 | 859 | 892 | 627 |
| Average | 10,68,790 | 23,45,301 | 31,67,458 | 32,12,822 | 38,22,443 | 39,37,060 | 38,92,257 | 41,11,271 | 41,78,737 | 40,60,509 | 47,34,095 | 52,02,107 | 37,07,472 |
| Food Mix % | 78 | 74 | 65 | 70 | 70 | 69 | 69 | 64 | 62 | 62 | 66 | 67 | 67 |
| Beverage Mix % | 22 | 26 | 35 | 30 | 30 | 31 | 31 | 36 | 38 | 37 | 34 | 33 | 33 |
| Other Mix % | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| Breakfast Mix % | 2 | 2 | 2 | 1 | 1 | 2 | 1 | 1 | 2 | 2 | 2 | 1 | 1 |
| Lunch Mix % | 40 | 30 | 20 | 21 | 18 | 17 | 21 | 17 | 15 | 14 | 16 | 21 | 19 |
| Dinner Mix % | 58 | 69 | 78 | 78 | 81 | 81 | 78 | 82 | 84 | 84 | 83 | 78 | 80 |

Pan Asian Performance



Average Revenue

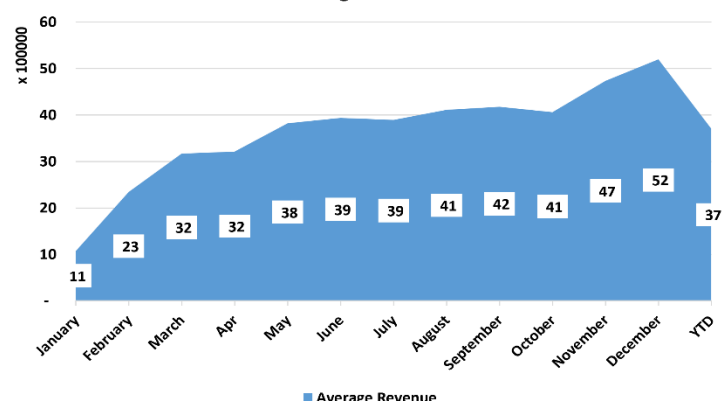


Illustration 17: Month wise break up of Occupancy, APC and Revpas along with average revenue done by Pan Asian restaurants in a luxury hotel.

- Food sales account for 67% of revenues, while beverage sales account for 33%.
- Of the total revenue, 1% comes from breakfast, 19% from lunch, and 80% from dinner.

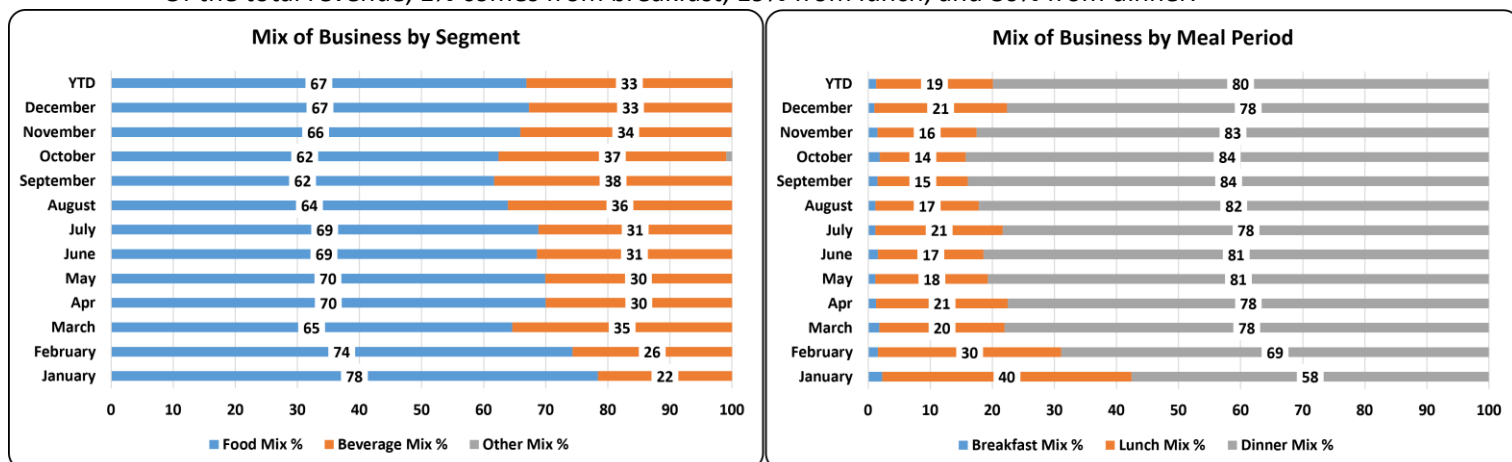


Illustration 18: Month wise break up of Mix of Business by Segment and Meal period done by Pan Asian restaurants in a luxury hotel.

- Weekdays account for 52% of the total business with Wednesday being the strongest weekday at 15%.
- Weekends account for 48% of the total revenue with Saturday being the strongest weekend-day with 17% share.

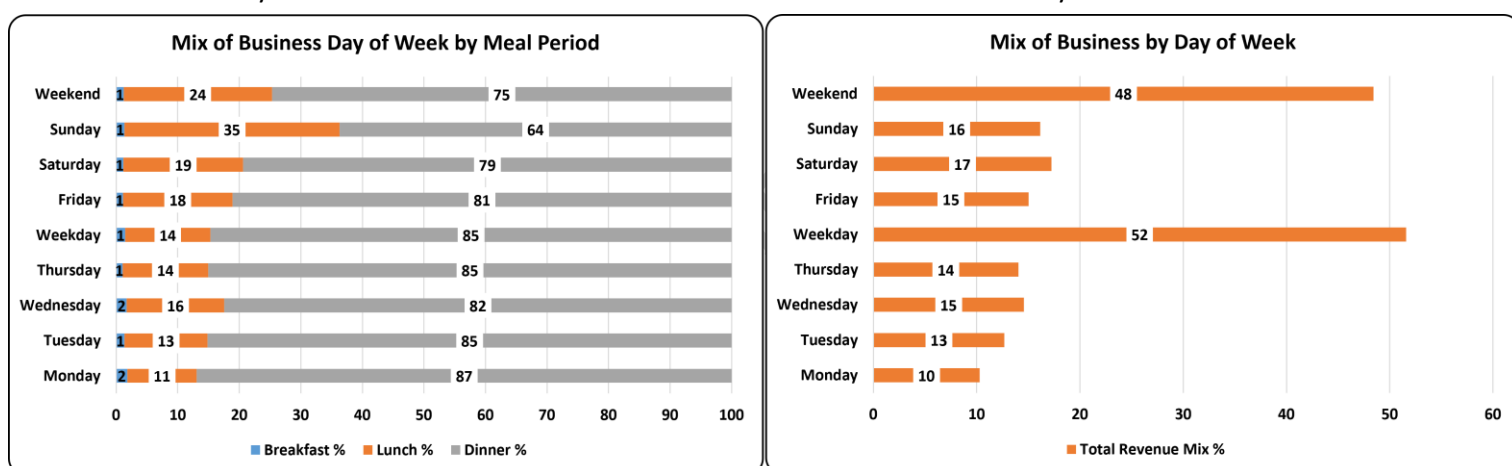


Illustration 19: Full Year 2022 Revenue contribution by Day of week and Mix of Business by Day of Week and Meal period done by Pan Asian restaurants in a luxury hotel.

6. Indian

- Full Year 2022 has grown by 197% vs. 2021.
- Indian specialty restaurant has the 2nd highest revenue per available seat amongst all F&B venues with INR 775/- and averages 69.55 lakhs per month. With 80.8 lakhs, December was the strongest month of 2022.
- APC's have increased by 38% year on year. With November being the strongest month with INR 3462/-.

| Indian | 2022 | | | | | | | | | | | | |
|-----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | January | February | March | Apr | May | June | July | August | September | October | November | December | YTD |
| Occupancy % | 18 | 32 | 39 | 39 | 41 | 39 | 40 | 35 | 36 | 34 | 36 | 30 | 27 |
| APC | 1940 | 2233 | 2549 | 2680 | 2785 | 2641 | 2871 | 3246 | 3087 | 3084 | 3462 | 3208 | 2859 |
| RevPas | 347 | 704 | 984 | 1048 | 1128 | 1038 | 1137 | 1126 | 1099 | 1045 | 1250 | 975 | 775 |
| Average Revenue | 20,97,376 | 40,78,664 | 61,07,100 | 65,13,655 | 72,72,916 | 67,16,604 | 73,60,047 | 70,95,529 | 70,19,779 | 65,49,915 | 76,21,694 | 80,80,287 | 69,55,779 |
| Food Mix % | 75 | 69 | 67 | 67 | 68 | 69 | 69 | 67 | 69 | 66 | 68 | 68 | 68 |
| Beverage Mix % | 23 | 29 | 31 | 32 | 31 | 30 | 29 | 32 | 31 | 33 | 31 | 32 | 31 |
| Other Mix % | 2 | 2 | 2 | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Breakfast Mix % | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Lunch Mix % | 25 | 15 | 16 | 16 | 14 | 16 | 15 | 14 | 13 | 14 | 17 | 19 | 16 |
| Dinner Mix % | 75 | 85 | 83 | 83 | 86 | 84 | 85 | 86 | 86 | 85 | 82 | 81 | 84 |

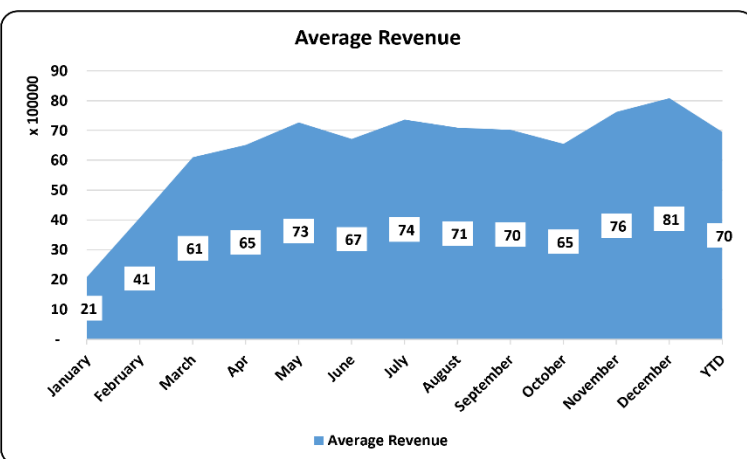
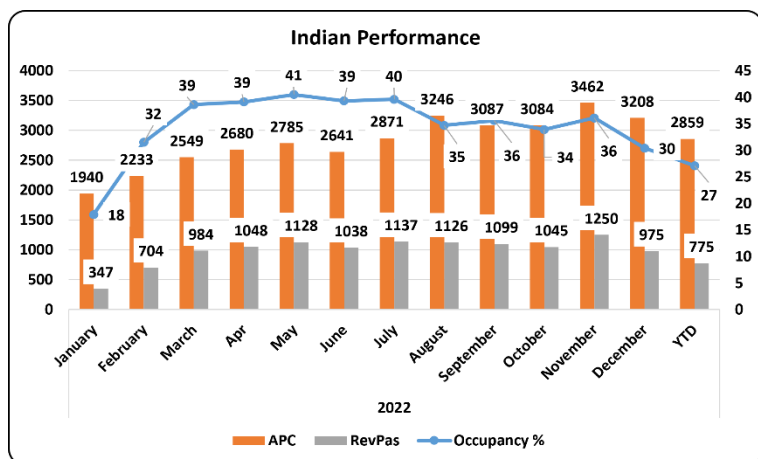


Illustration 20: Month wise break up of Occupancy, APC and RevPas along with average revenue done by Indian restaurants in a luxury hotel.

- Food sales account for 68% of the total revenue, while beverage sales account for 31% and 1% is from other revenue.
- Of the total revenue, 0.7% comes from breakfast, 15.6% from lunch and 83.7% from dinner.

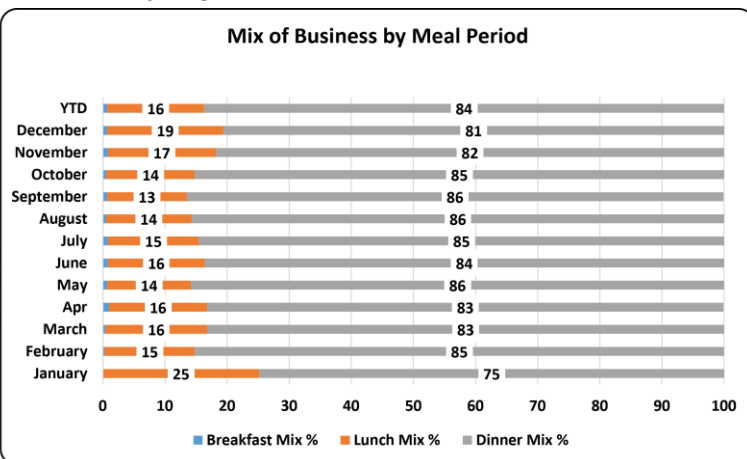
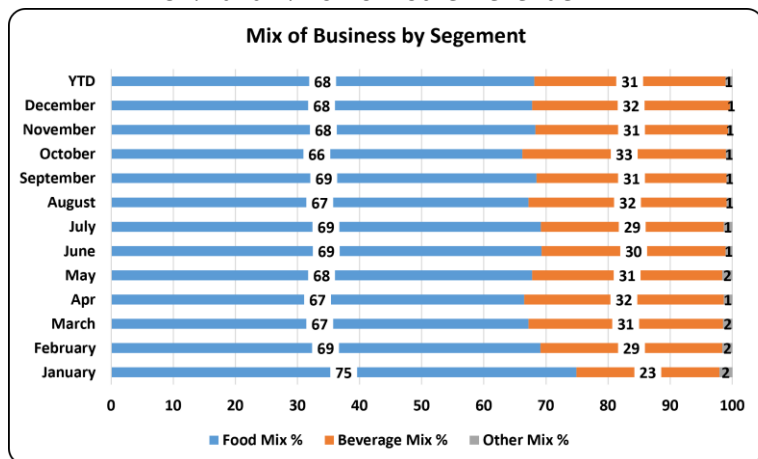


Illustration 21: Month wise break up of Mix of Business by Segment and Meal period done by Indian restaurants in a luxury hotel.

- Weekdays account for 57% of the total business with Wednesday being the strongest weekday at 16%.
- Weekends account for 43% of the total revenue with Sunday being the strongest weekend-day with 14.7% share.

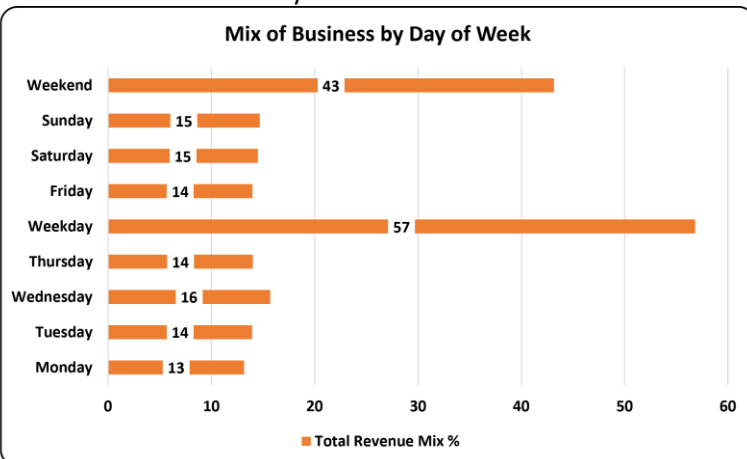
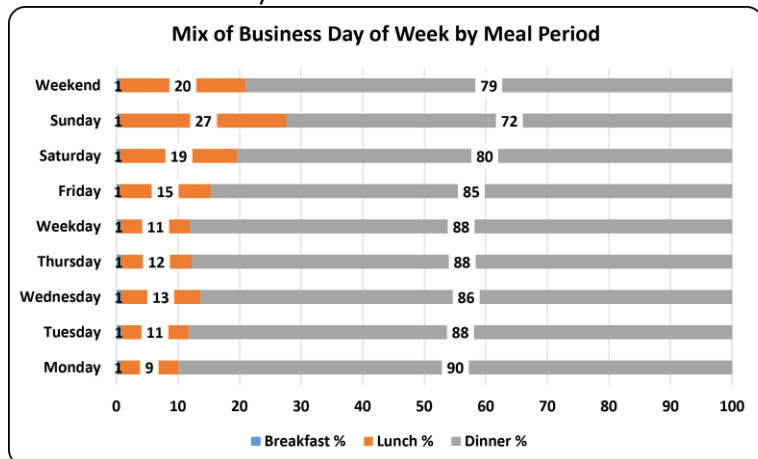


Illustration 22: Full Year 2022 Revenue contribution by Day of week and Mix of Business by Day of Week and Meal period done by Indian restaurants in a luxury hotel.

7. Bar and Lounge

- Full Year 2022 has grown by 86% vs. 2021.
- The monthly income has averaged at INR 26.6 lakhs. With 36 lakhs, November has been the strongest month.

- APC's with 5% was the lowest growth amongst all other F&B outlets.

| Bar and Lounge | 2022 | | | | | | | | | | | | |
|-----------------|----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | January | February | March | Apr | May | June | July | August | September | October | November | December | YTD |
| Occupancy % | 12 | 23 | 27 | 28 | 22 | 25 | 27 | 25 | 27 | 18 | 30 | 25 | 23 |
| APC | 1240 | 1805 | 2194 | 2167 | 2117 | 2102 | 2090 | 1926 | 2325 | 2572 | 2451 | 2572 | 2172 |
| RevPas | 146 | 411 | 597 | 605 | 472 | 534 | 556 | 482 | 635 | 466 | 745 | 635 | 489 |
| Average Revenue | 8,34,944 | 19,27,709 | 30,96,886 | 28,63,499 | 24,53,581 | 26,17,797 | 28,64,402 | 24,87,878 | 30,99,084 | 23,53,981 | 36,07,947 | 35,04,169 | 26,68,193 |
| Food Mix % | 25 | 29 | 29 | 30 | 24 | 24 | 26 | 22 | 26 | 26 | 25 | 32 | 25 |
| Beverage Mix % | 75 | 68 | 68 | 68 | 73 | 74 | 73 | 77 | 73 | 73 | 74 | 67 | 75 |
| Other Mix % | 0 | 2 | 2 | 1 | 3 | 2 | 1 | 0 | 1 | 2 | 2 | 1 | 1 |
| Breakfast Mix % | 4 | 3 | 3 | 3 | 1 | 2 | 3 | 3 | 2 | 2 | 3 | 2 | 2 |
| Lunch Mix % | 32 | 13 | 11 | 10 | 12 | 10 | 11 | 14 | 12 | 13 | 14 | 21 | 21 |
| Dinner Mix % | 64 | 83 | 86 | 88 | 87 | 88 | 86 | 84 | 86 | 85 | 84 | 77 | 76 |

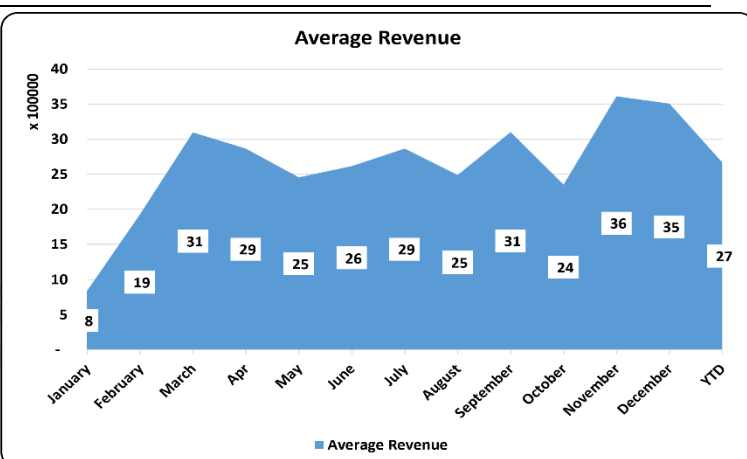
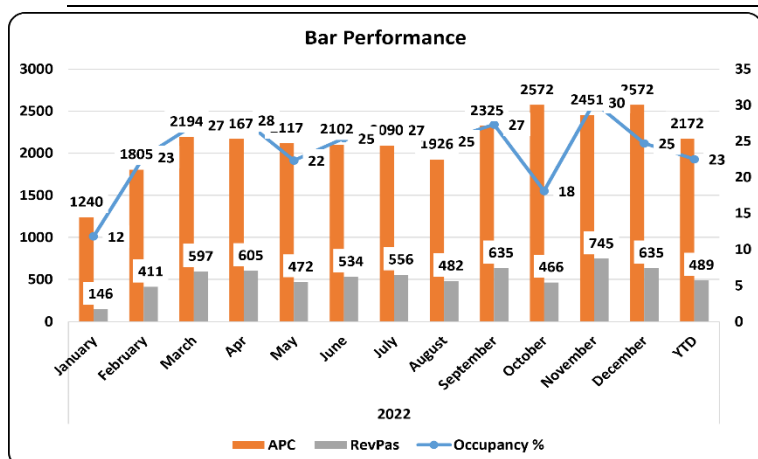


Illustration 23: Month wise break up of Occupancy, APC and Revpas along with average revenue done by Bar and lounges in a luxury hotel.

- Food sales account for 24.5% of the revenue, while beverage sales account for 74.5% and the balance 1% is from other revenue.

- Of the total revenue, 3% comes from breakfast, 21% from lunch, and 76% from dinner.

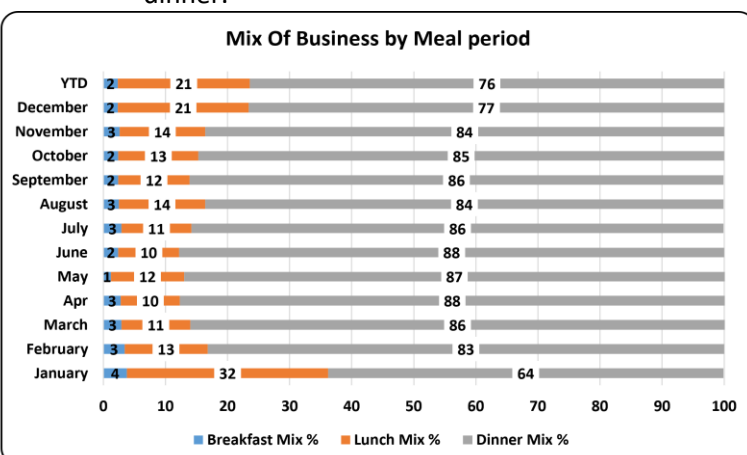
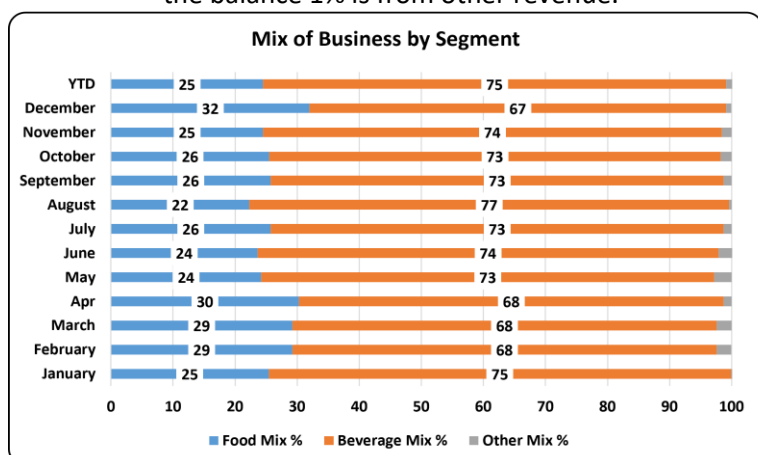


Illustration 24: Month wise break up of Mix of Business by Segment and Meal period done by Bar and lounges in a luxury hotel.

- Weekday accounts for 56% of the total business with Wednesday being the strongest weekday at 16%.

- Weekends account for 44% of the total revenue with Friday being the strongest weekend-day with 18% share

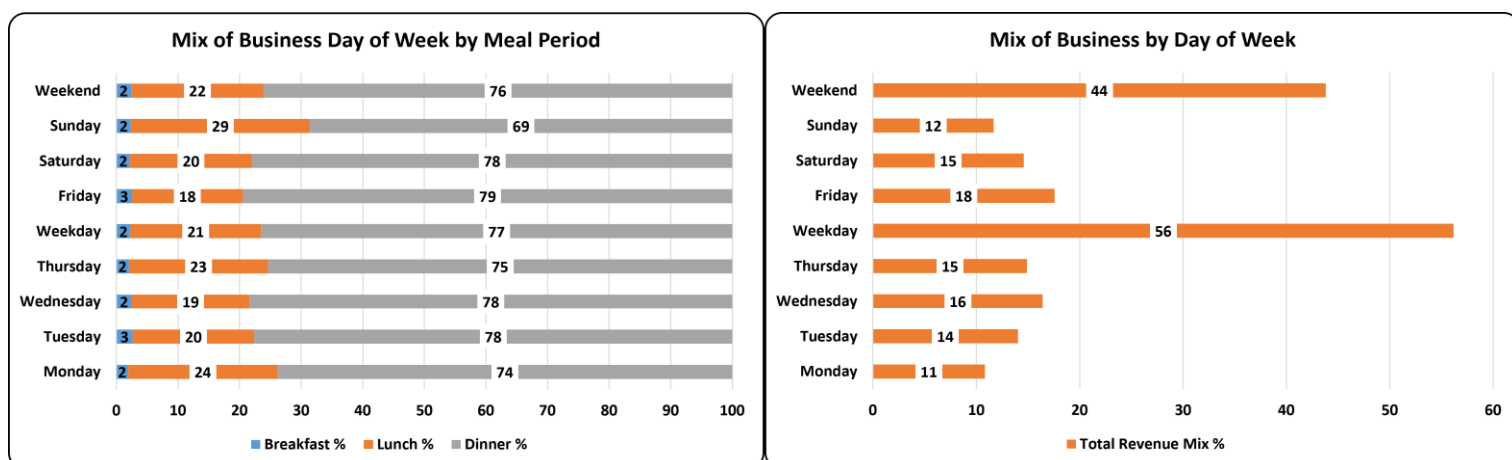


Illustration 25: Full Year 2022 Revenue contribution by Day of week and Mix of Business by Day of Week and Meal period done by Bar and lounges in a luxury hotel.

About Compset:

Compset provides premium data benchmarking, analytics and marketplace insights for the global food and beverage industry in hotels. To benchmark your food and beverage performance against your competition, please reach out to us at support@compset.com.au or +91 90226 48532.