

Full Year Q1 2023

Reimagining F&B Analytics -

Insight to CBD Bengaluru Luxury and Upper
Upscale Hotel's Food and Beverage
Performance

COMPSET

CBD Bengaluru Luxury and Upper Upscale Hotels Food and Beverage Performance

Quarter 1 - 2023

By Compset Vision Technosoft Private Limited™

We are pleased to present the Q1 2023 performance report for the food and beverage sector in hotels across CBD area of Bengaluru city. The report provides an analysis of the sector's performance during the first quarter of 2023, comparing it with the same period in Q1 2022.

The hotel industry in Bengaluru has witnessed several changes and challenges in recent years, including the impact of the COVID-19 pandemic on business operations. However, the food and beverage sector has remained a vital component of the industry and a key revenue generator for hotels.

This report provides a comprehensive overview of the food and beverage sector's performance, including revenue, occupancy rates, and average checks. We have also analysed the factors that have influenced the sector's performance.

The report aims to provide you with valuable insights and data-driven analysis that will help you make informed decisions for your business. We hope you find the report informative and useful in understanding the current state of the food and beverage sector in CBD Bengaluru's hotel industry.

Quarter 1 snapshot

- The total food and beverage revenue witnessed an astounding growth of 127% soaring from an average of INR 2.56 Crore per month in Q1 2022 to INR 5.81 Crore in Q1 2023.
- This remarkable growth was primarily fuelled by a 22% increase in Average Per Cover (APC), rising from INR 1,611 to INR 1,962.
- The Banquets and Coffee Shop outlets remained the top contributors to the overall food and beverage revenues, showcasing their significance and popularity.
- The Coffee Shop had the highest occupancy in both Q1 2022 and Q1 2023, with 47% and 74% respectively, indicating its consistent appeal among customers.
- The substantial revenue growth in Q1 2023 was driven by the Banquets outlet, with an additional INR 1.8 Crore per month, followed by the Coffee Shop with an additional INR 44 lacs per month and the Indian outlet with an additional INR 29 lacs per month.
- The Indian speciality outlet experienced the highest growth in APC, with a notable increase of 42%, followed by the Pan Asian outlet with a growth of 37%. Pan Asian also had the highest APC at INR 3,405.
- The total average daily revenue for food and beverage surged from INR 8.5 lacs to INR 19.4 lacs, accompanied by an increase in footfall from 536 covers to 988 covers.

In summary, the food and beverage department witnessed an impressive growth in Q1 2023, with a considerable increase in revenue, driven by the Banquets and Coffee Shop outlets. The Coffee Shop maintained high occupancy, while the Indian and Pan Asian outlets showed notable growth in APC.

Food and Beverage Q1		Full Year						
		Banquets	Coffee Shop	Indian	Pan Asian	IRD	Bar	Total
Occupancy %	Q1 2023	18%	74%	23%	18%	9%	19%	24%
	Q1 2022	7%	47%	18%	9%	7%	9%	11%
APC	Q1 2023	2680	1147	3197	3405	1060	2490	1962
	Q1 2022	2275	995	2248	2486	1059	1960	1611
RevPas	Q1 2023	482	845	735	625	100	483	471
	Q1 2022	155	468	405	226	78	171	177
Average Revenue	Q1 2023	2,75,92,382	1,10,78,026	66,45,569	51,34,479	29,27,139	39,06,813	5,81,95,671
	Q1 2022	95,19,236	66,75,638	36,88,408	21,93,868	24,40,070	13,96,343	2,56,71,666
% Change Vs.Ly	% Change Occupancy	11%	27%	5%	9%	2%	11%	13%
	% Change APC	18%	15%	42%	37%	0%	27%	22%
	% Change RevPas	212%	81%	82%	176%	27%	183%	166%
	% Change Average Revenue	190%	66%	80%	134%	20%	180%	127%

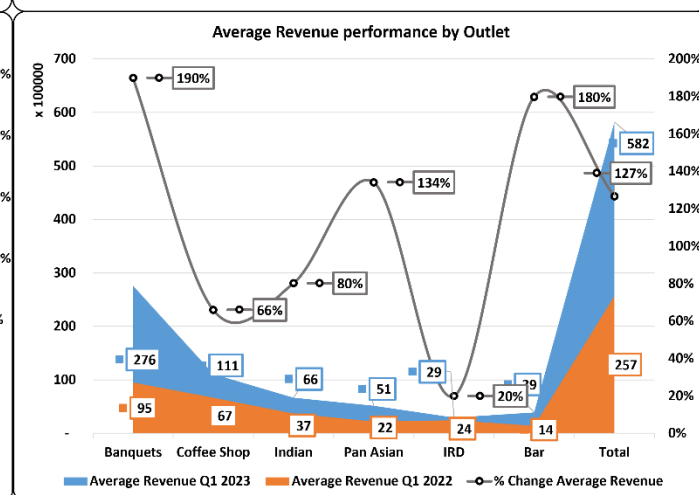
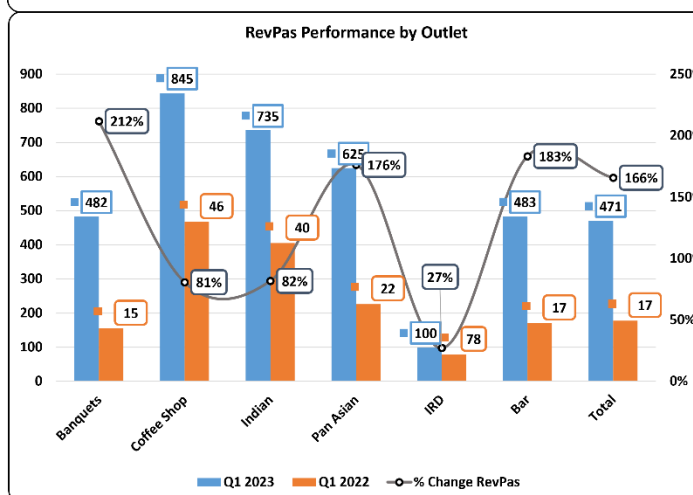
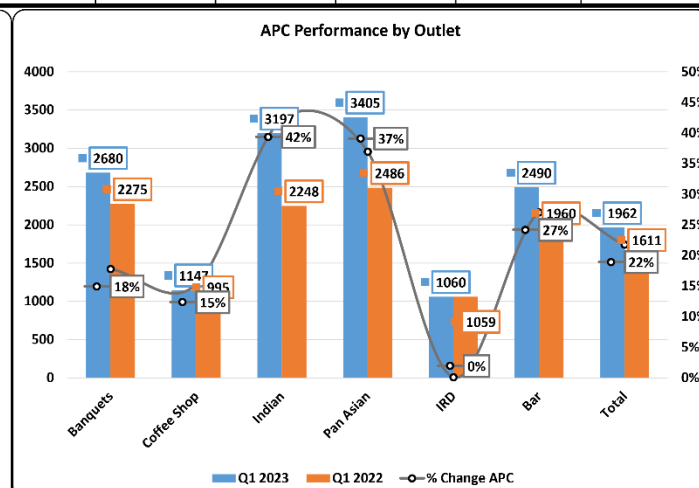
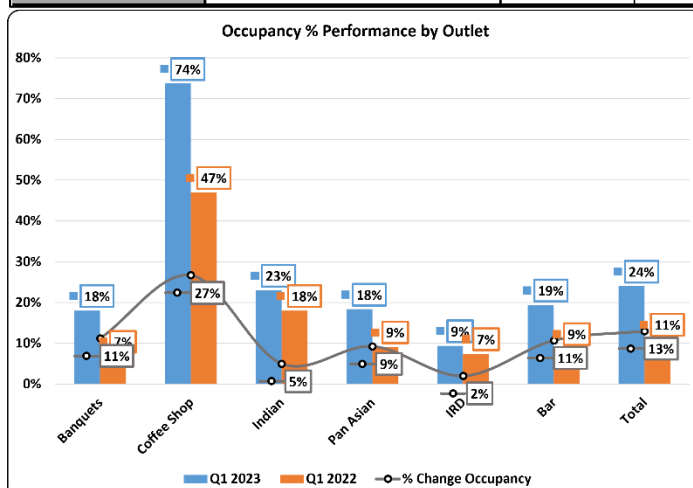


Illustration 1: Quarter 1 Outlet wise break up of Occupancy, APC, RevPas and Average revenue along with % Change vs Q1 2022 done by the F&B department in a luxury and upper upscale hotel.

In Q1 2023, Banquets accounts to 47% of total food and beverage revenue followed by Coffee shop at 19%, vs 35% and 26% in Q1 2022. IRD's contribution dropped from 10% in Q1 2022 to 5% in Q1 2023 owing to a clean operational Q1 2023 unlike a scare of 3rd wave in January 2022.

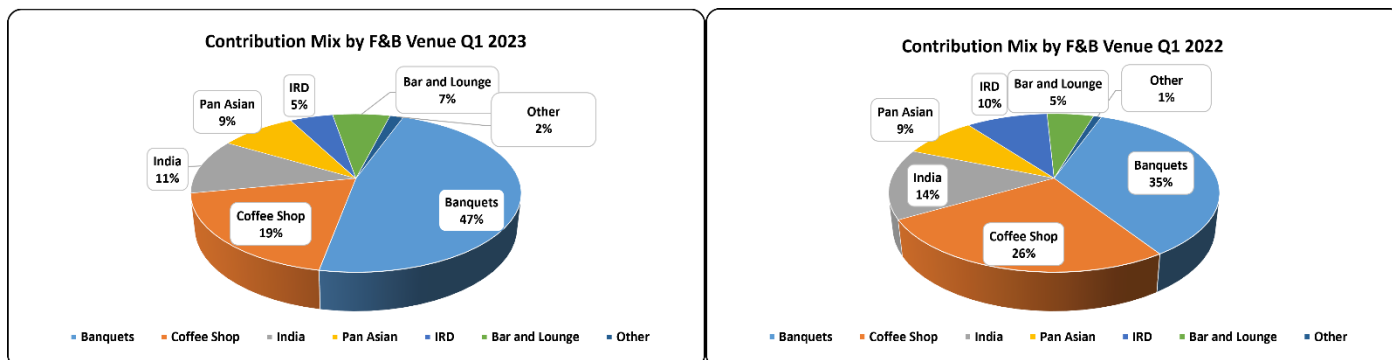


Illustration 2: Contribution mix by Food and Beverage Venue to total food and beverage revenue.

- **Customer Demand:** The food and beverage department experienced substantial growth in average daily covers during Q1 2023 compared to Q1 2022. The total average daily covers increased by 452 from 536 to 988 in Q1 2023, indicating a strong growth rate.
- **Outlet Performance:** The Banquets and Coffee Shop outlets were the primary contributors to the increase in average daily covers, with growth of 203 and 115 covers, respectively. Other outlets, including Indian, Pan Asian, IRD, and Bar, also showed varying degrees of growth.
- **Revenue Growth:** Average daily revenue for Q1 2023 increased significantly from INR 8.55 lacs to INR 19.49 lacs, compared to Q1 2022 accounting to an increase of INR 10.94 lacs.
- **Revenue Contribution:** The Banquets outlet had the highest average daily revenue of INR 9.25 lacs followed by the Coffee Shop with INR 3.69 lacs. Other outlets, such as Indian, Pan Asian, IRD, and Bar, also contributed to the overall revenue growth.

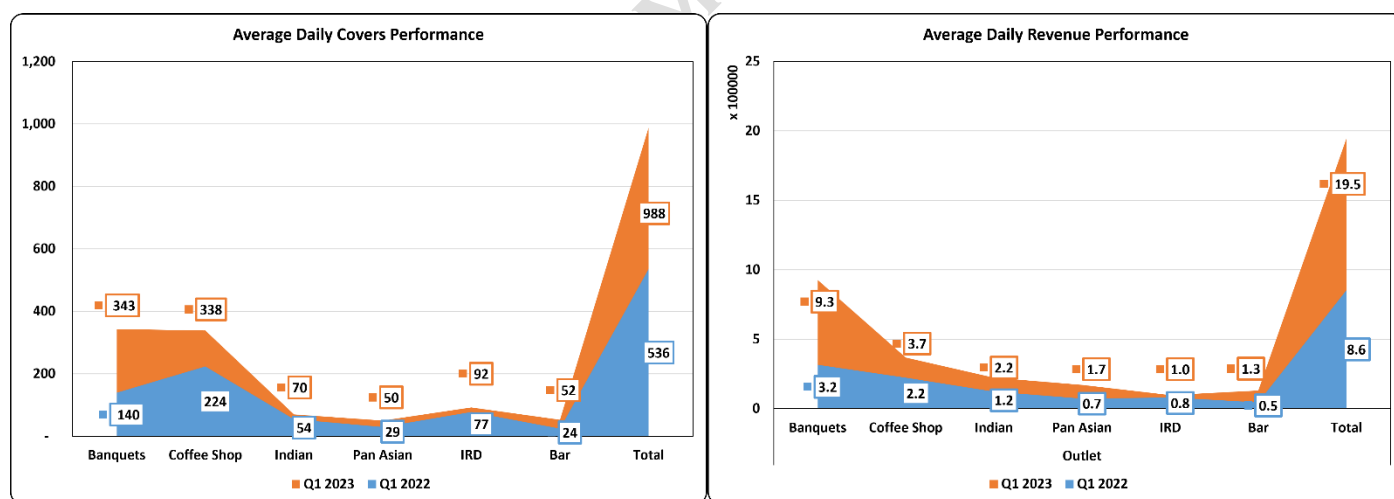


Illustration 3: Day wise Cover and Revenue performance done by the F&B department in a luxury and upper upscale hotel.

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

1. Overall / Total Food and Beverage
2. Banquets
3. Coffee Shop
4. Indian
5. Pan Asian
6. Bar & Lounge
7. In Room Dining

1. Overall / Total Food and Beverage

- Q1 2023 revenue has grown by 127% vs Q1 2022. Dinner meal period with INR 2.27 Cr., increase has accounted for 70% of Q1 2023's growth.
- Total Food and Beverage revenue has averaged at INR 5.81 Cr. per month. With INR

6.29 Cr., February was the strongest month of the quarter.

- Full Year Q1 2023 APC's have seen a significant growth of 22% vs Q1 2022. March recorded highest APC with INR 2,007.

Total F&B	2022				2023				% Change			
	January	February	March	Q1	January	February	March	Q1	January	February	March	Q1
Occupancy %	6%	12%	17%	11%	22%	29%	22%	24%	16%	17%	6%	13%
APC	1468	1569	1691	1611	1958	1927	2007	1962	33%	23%	19%	22%
RevPas	91	183	279	177	437	553	450	471	380%	203%	61%	166%
Average Total Revenue	1,31,09,708	2,38,37,435	4,00,67,853	2,56,71,666	5,50,57,485	6,29,34,868	5,65,94,660	5,81,95,671	320%	164%	41%	127%
Average Breakfast Revenue	9,83,228	14,77,921	30,45,157	18,22,688	45,69,771	49,71,855	56,02,871	50,63,023	365%	236%	84%	178%
Average Lunch Revenue	45,88,398	64,83,782	88,54,996	72,13,738	1,22,77,819	1,46,00,889	1,43,18,449	1,37,34,178	168%	125%	62%	90%
Average Dinner Revenue	75,38,082	1,58,75,732	2,81,67,701	1,66,35,239	3,81,54,837	4,33,62,124	3,66,73,339	3,93,98,469	406%	173%	30%	137%
Food Mix %	79	76	74	76	74	74	70	73	-5%	-2%	-4%	-4%
Beverage Mix %	19	21	21	20	21	22	23	22	2%	1%	2%	2%
Other Mix %	2	3	5	3	5	4	7	5	3%	1%	2%	2%
Breakfast Mix %	8	6	8	7	8	8	10	9	1%	2%	2%	2%
Lunch Mix %	35	27	22	28	22	23	25	24	-13%	-4%	3%	-5%
Dinner Mix %	58	67	70	65	69	69	65	68	12%	2%	-6%	3%

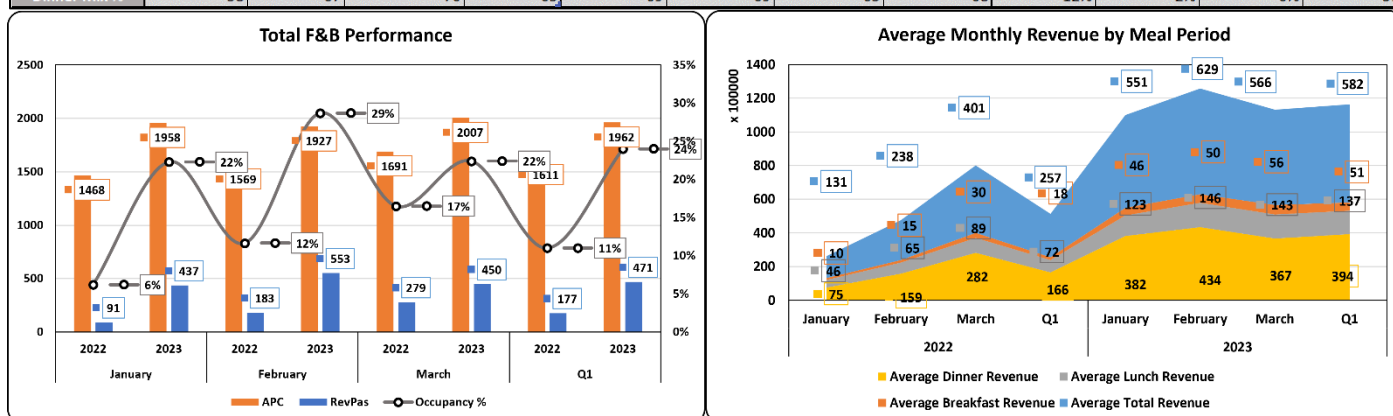


Illustration 4: Month wise break up of Occupancy, APC and RevPas along with average revenue done by the F&B department in a luxury and upper upscale hotel.

- In Q1 2023, food sales constituted 73% of the total revenue, while beverage sales accounted for 22%, and the remaining 5% came from other revenue sources. This represents a slight shift compared to Q1 2022, where the food, beverage, and other revenue mix was 76%, 20%, and 3% respectively.
- In terms of meal periods, Q1 2023 revenue breakdown shows that 9% of the total revenue comes from breakfast, 24% from lunch, and 68% from dinner. This differs from Q1 2022, where the revenue mix for breakfast, lunch, and dinner was 7%, 28%, and 65% respectively.

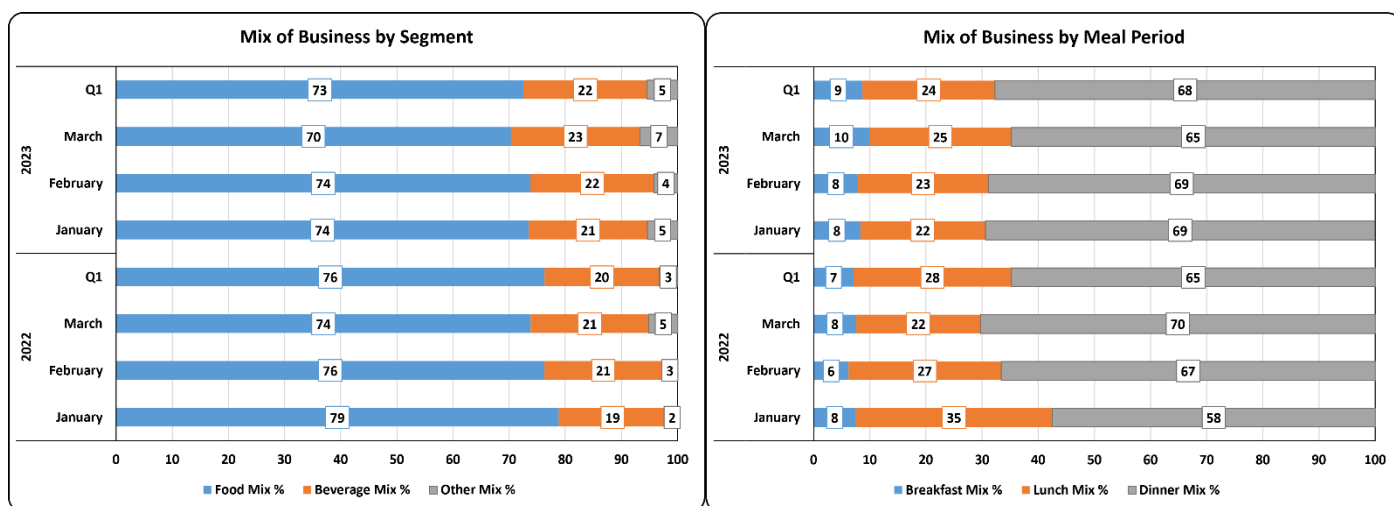


Illustration 5: Month wise break up of Mix of Business by Segment and Meal period done by the F&B department in a luxury and upper upscale hotel.

- Weekdays account for 59% of the total business with Thursday being the strongest weekday contributing to 15.5% of the total revenue.
- Weekends account for 41% of the total revenue with Friday being the strongest weekend-day with 15% share.

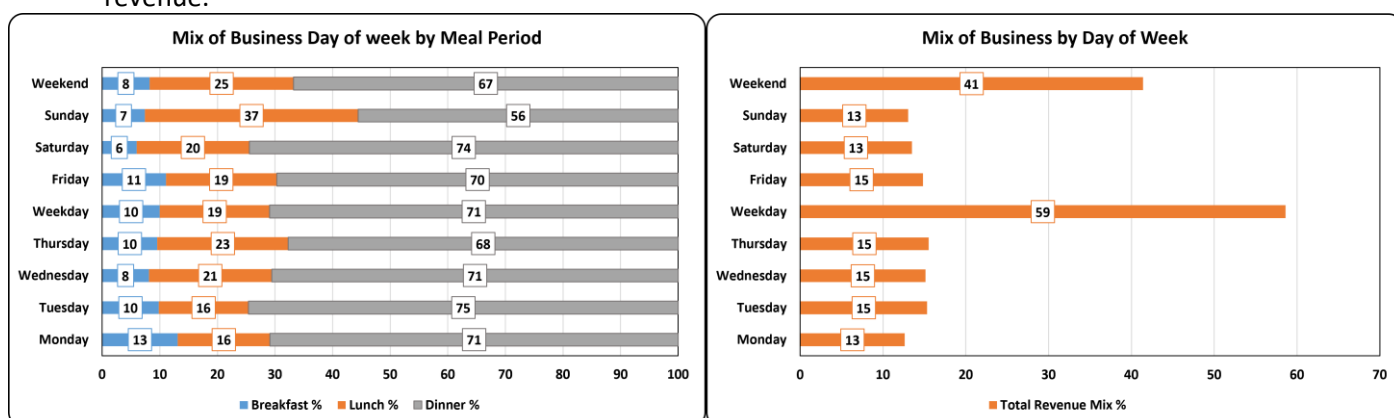


Illustration 6: Full Year Q1 2023 Revenue contribution by Day of week and Mix of Business by Day of Week and Meal period done by the F&B department in a luxury and upper upscale hotel.

- Average daily covers for Q1 2023 increased from 536 covers to 988 covers a growth of 452 covers vs Q1 2022. The growth in covers was driven by dinner meal period which increased from 267 covers in Q1 2022 to 477 covers in Q1 2023.
- Daily revenue for Q1 2023 averaged INR 19.5 lacs vs INR 8.56 lacs in Q1 2022 The increase in revenue was driven by dinner meal period which saw an increase of INR 7.47 lacs per day.

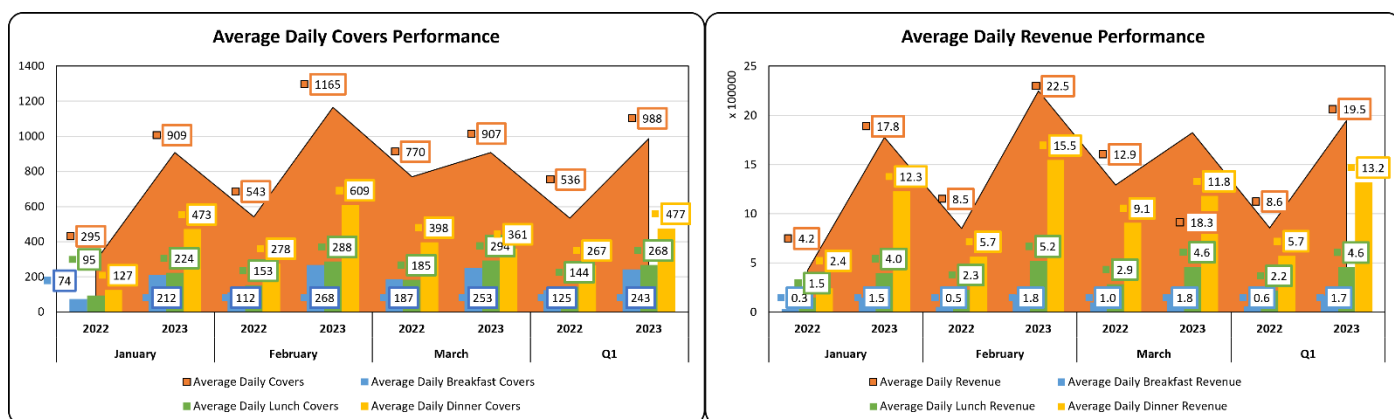


Illustration 7: Day wise Cover and Revenue performance by Meal period done by the F&B department in a luxury and upper upscale hotel.

2. Banquets

- Banquets revenue has grown from an average of INR 95.19 lacs per month in Q1 2022 to INR 2.75 Cr. per month in Q1 2023 a growth of 190%. Majority of the growth was driven by dinner revenues, which saw a staggering growth of INR 1.25 Cr per month vs Q1 2022.
- Banquets accounts to almost 47% of total hotel food and beverage revenue, averaging

INR 2.75 Cr per month. February 2023 with INR 3.06 Cr was the strongest month of Q1 2023.

- APC's have seen a year-on-year growth of 18% and March with INR 3,506 was the best month for Q1 2023.

Banquets	2022				2023				% Change			
	January	February	March	Q1	January	February	March	Q1	January	February	March	Q1
Occupancy %	2%	7%	10%	7%	18%	25%	12%	18%	16%	18%	2%	11%
APC	2834	1915	2380	2275	2533	2345	3506	2680	-11%	22%	47%	18%
RevPas	57	134	238	155	456	594	421	482	704%	343%	77%	212%
Average Total Revenue	37,59,133	78,95,406	1,69,03,170	95,19,236	2,70,47,238	3,05,70,386	2,51,59,524	2,75,92,382	620%	287%	49%	190%
Average Breakfast Revenue	3,19,526	60,795	3,54,967	3,60,779	14,33,504	11,00,534	16,85,688	14,34,804	349%	1710%	375%	298%
Average Lunch Revenue	12,89,383	16,92,775	29,74,958	23,27,136	51,66,022	78,26,019	74,72,379	68,42,911	301%	362%	151%	194%
Average Dinner Revenue	21,50,224	61,41,836	1,35,73,246	68,31,321	2,04,47,712	2,16,43,833	1,60,01,457	1,93,14,668	851%	252%	18%	183%
Food Mix %	83	84	79	82	77	81	74	77	-6%	-3%	-5%	-5%
Beverage Mix %	17	9	12	13	16	13	14	14	-1%	4%	1%	1%
Other Mix %	1	7	8	5	8	6	12	9	7%	-1%	4%	3%
Breakfast Mix %	9	1	2	4	5	4	7	5	-3%	3%	5%	1%
Lunch Mix %	34	21	18	24	19	26	30	25	-15%	4%	12%	0%
Dinner Mix %	57	78	80	72	76	71	64	70	18%	-7%	-17%	-2%

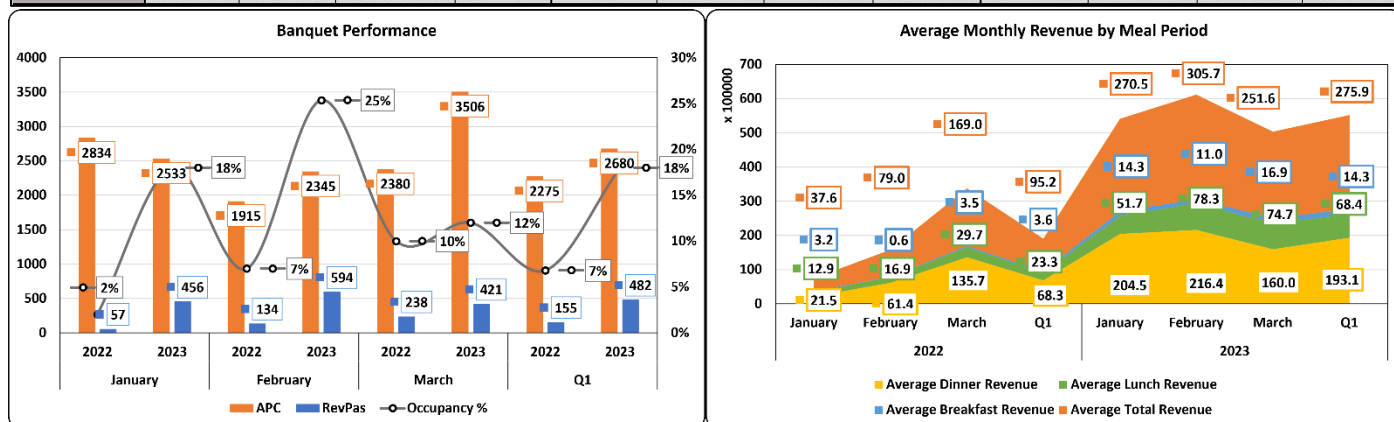


Illustration 8: Month wise break up of Occupancy, APC and Revpas along with average revenue done by Banquets in a luxury and upper upscale hotel.

- Food sales account for 77% of revenues, while beverage sales account for 14% and other revenue accounts for 9% vs a mix of 82%, 32% and 5% in Q1 2022.
- Of the total revenue, 5% comes from breakfast, 25% from lunch, and 70% from dinner, vs a mix of 4%, 24% and 72% in Q1 2022.

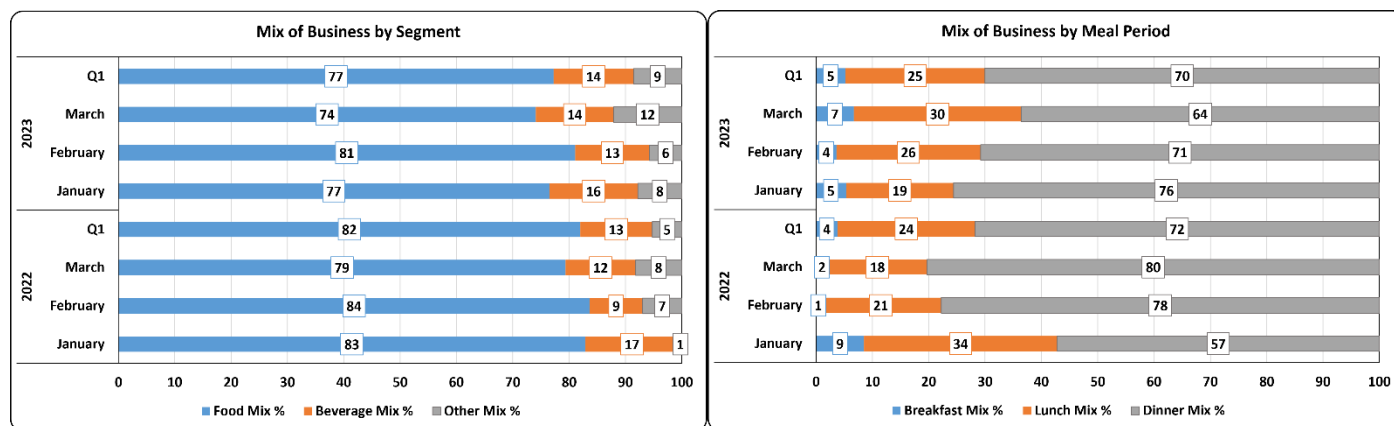


Illustration 9: Month wise break up of Mix of Business by Segment and Meal period done by Banquets in a luxury and upper upscale hotel.

- Weekdays account for 57% of the total business with Tuesday being the strongest weekday at 15.4% contribution mix.
- Weekends account for 43% of the total revenue with Friday being the strongest weekend-day with 18% share.

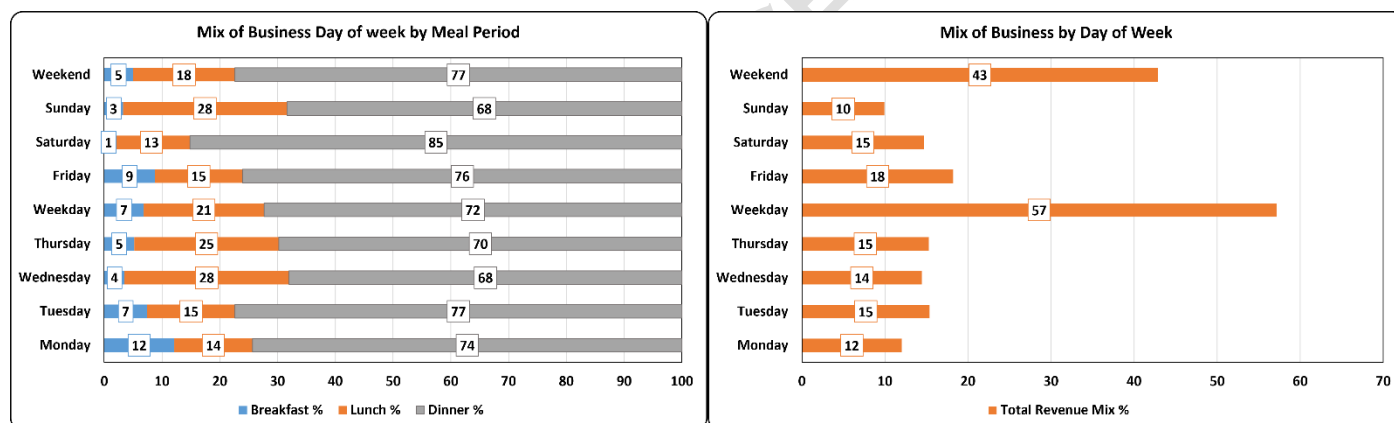


Illustration 10: Full Year Q1 2023 Revenue contribution by Day of week and Mix of Business by Day of Week and Meal period done by Banquets in a luxury and upper upscale hotel.

- Average daily covers for Q1 2023 increased from 140 covers to 343 covers a growth of 203 covers vs Q1 2022. The growth in covers was driven by dinner meal period which increased from 103 covers in Q1 2022 to 219 covers in Q1 2023.
- Daily revenue for Q1 2023 averaged INR 9.3 lacs vs INR 3.2 lacs in Q1 2022. The increase in revenue was driven by dinner meal period which saw an increase of INR 4.07 lacs of per day.

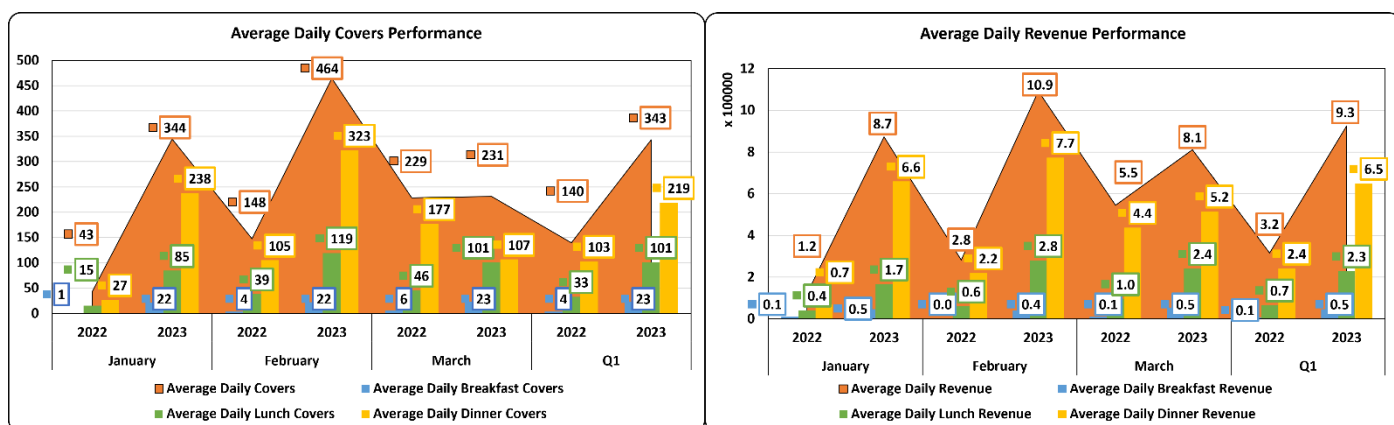


Illustration 11: Day wise Cover and Revenue performance by Meal period done by Banquets in a luxury and upper upscale hotel.

3. Coffee Shop

- Q1 2023 witnessed a remarkable growth of 66% compared to Q1 2022. The average monthly revenue increased from INR 66 lacs in Q1 2022 to INR 1.10 Cr in Q1 2023.
- The growth in Q1 2023 can be attributed to notable increases in dinner and breakfast revenues. The dinner revenue saw a significant monthly increase of INR 20.79 lacs, while the breakfast revenue witnessed a

monthly increase of INR 13.46 lacs. These improvements in both meal periods played a crucial role in driving the overall revenue growth.

- Q1 2023 APC's have seen a good growth of 15% vs Q1 2022, the increase is driven by a 21% and 22% growth in Lunch and Dinner APC's.

Coffee Shop	2022				2023				% Change			
	January	February	March	Q1	January	February	March	Q1	January	February	March	Q1
Occupancy %	29%	47%	64%	47%	71%	78%	73%	74%	42%	31%	9%	27%
APC	966	1060	965	995	1106	1189	1146	1147	14%	12%	19%	15%
RevPas	280	498	618	468	790	921	832	845	182%	85%	35%	81%
Average Total Revenue	41,43,399	66,74,756	92,08,758	66,75,638	1,07,27,333	1,14,40,372	1,10,66,373	1,10,78,026	159%	71%	20%	66%
Average Breakfast Revenue	9,36,408	13,61,650	21,45,641	14,75,316	26,92,561	26,99,928	30,65,385	28,21,204	188%	98%	43%	91%
Average Lunch Revenue	18,23,095	24,69,660	31,67,813	25,67,895	38,61,840	34,66,433	32,86,713	35,44,968	112%	40%	4%	38%
Average Dinner Revenue	13,83,895	28,43,446	39,04,514	26,32,426	41,72,932	52,74,012	47,14,275	47,11,854	202%	85%	21%	79%
Food Mix %	90	89	87	89	88	85	86	87	-2%	-4%	-1%	-2%
Beverage Mix %	10	11	13	11	12	15	14	14	2%	4%	1%	2%
Other Mix %	0	0	0	0	0	0	0	0	0%	0%	0%	0%
Breakfast Mix %	23	20	23	22	25	24	28	25	3%	3%	4%	3%
Lunch Mix %	44	37	34	38	36	30	30	32	-8%	-7%	-5%	-6%
Dinner Mix %	33	43	42	39	39	46	43	43	6%	4%	0%	3%

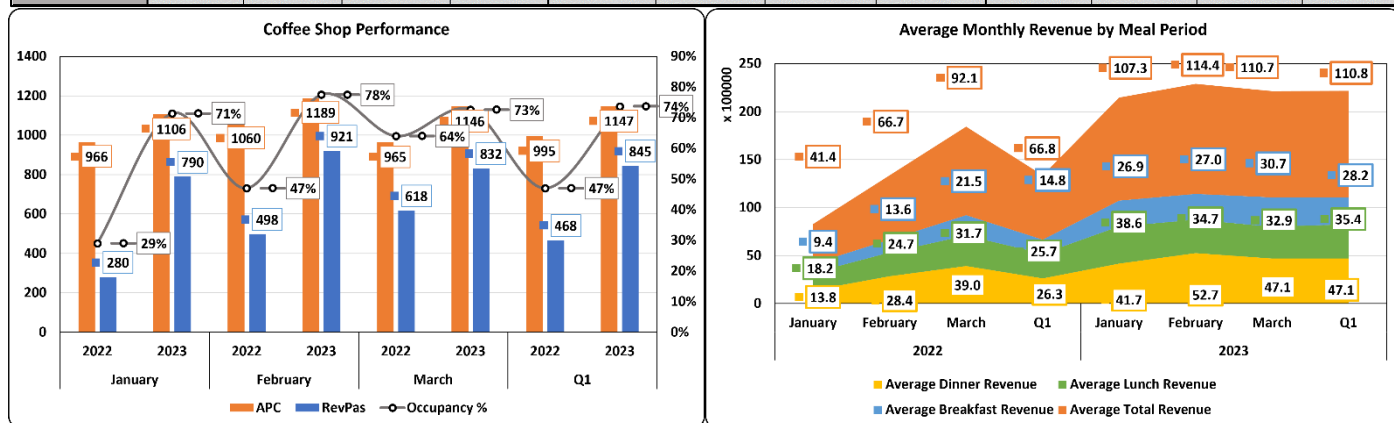


Illustration 12: Month wise break up of Occupancy, APC and Revpas along with average revenue done by the Coffee shops in a luxury and upper upscale hotel.

- Food sales account for 88% of revenues, while beverage sales account for 12% vs a mix of 89% and 11% in Q1 2022.
- Of the total revenue, 25% comes from breakfast, 32% from lunch, and 43% from dinner vs a mix of 22%, 38% and 39% in Q1 2022.

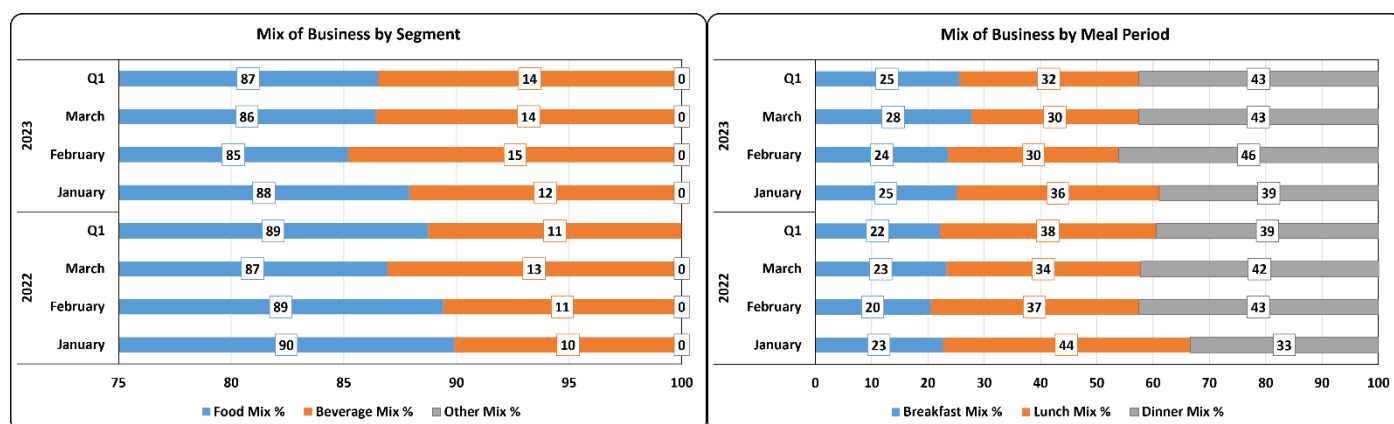


Illustration 13: Month wise break up of Mix of Business by Segment and Meal period done by Coffee shops in a luxury and upper upscale hotel.

- Weekdays account for 55% of the total business with Wednesday being the strongest weekday contributing to 15% of the total revenue.
- Weekends account for 45% of the total revenue with Sunday being the strongest with 20% share.

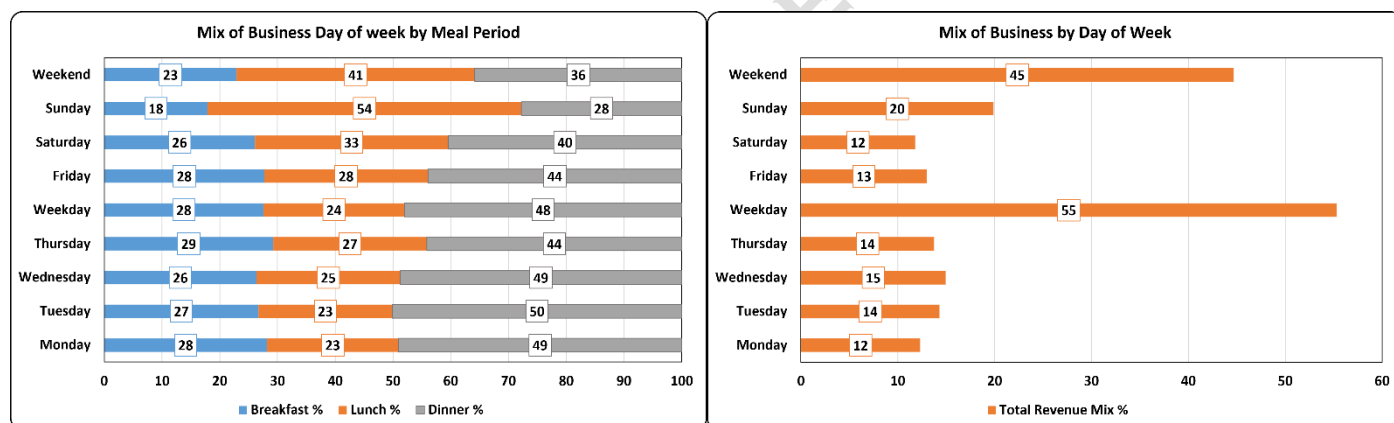


Illustration 14: Q1 2023 Revenue contribution by Day of week and Mix of Business by Day of Week and Meal period done by Coffee shops in a luxury and upper upscale hotel.

- Average daily covers for Q1 2023 increased from 224 covers to 338 covers a growth of 115 covers vs Q1 2022. The growth in covers was driven by breakfast meal period which increased from 116 covers in Q1 2022 to 199 covers in Q1 2023.
- Daily revenue for Q1 2023 averaged INR 3.7 lacs vs INR 2.2 lacs in Q1 2022. The increase in revenue was driven by dinner meal period which saw an increase of INR 67 thousand per day.

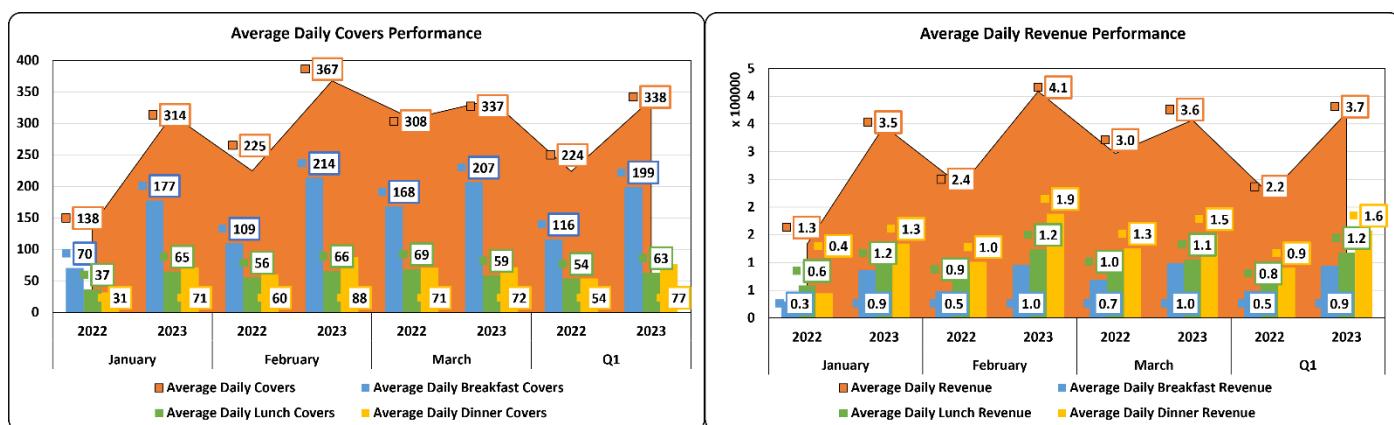


Illustration 15: Day wise Cover and Revenue performance by Meal period done by the Coffee Shop.

4. Indian

- Q1 2023 has grown by 80% averaging at INR 66.4 lacs per month vs INR 36.8 lacs in Q1 2022.
- The growth was driven by INR 25.6 lacs increase in dinner revenues.
- With a growth of 42% in APC's, Indian restaurants have had the highest growth in comparison to other F&B outlets. The increase is driven by an INR 1,098 increase in dinner APC.

Indian	2022				2023				% Change			
	January	February	March	Q1	January	February	March	Q1	January	February	March	Q1
Occupancy %	10%	20%	24%	18%	24%	26%	20%	23%	13%	6%	-4%	5%
APC	1912	2220	2497	2248	2722	3424	3493	3197	42%	54%	40%	42%
RevPas	199	444	597	405	648	886	709	735	226%	100%	19%	82%
Average Total Revenue	1861897	3697041	5506284	3688408	5985426	7396673	6554610	6645569	221%	100%	19%	80%
Average Breakfast Revenue	0	0	0	0	47,883	51,777	65,546	55,380	0%	0%	0%	0%
Average Lunch Revenue	4,44,807	5,16,107	8,49,069	6,54,938	10,35,479	10,72,518	8,58,654	9,94,620	133%	108%	1%	52%
Average Dinner Revenue	14,17,090	31,80,934	46,57,215	30,33,469	49,02,064	62,72,378	56,30,410	55,95,569	246%	97%	21%	84%
Food Mix %	75	69	67	70	73	69	71	71	-2%	0%	4%	1%
Beverage Mix %	24	30	31	28	27	31	29	29	4%	1%	-3%	0%
Other Mix %	2	1	1	2	0	0	0	0	-2%	-1%	-1%	-1%
Breakfast Mix %	0	0	0	0	1	1	1	1	1%	1%	1%	1%
Lunch Mix %	24	14	15	18	17	15	13	15	-7%	1%	-2%	-3%
Dinner Mix %	76	86	85	82	82	85	86	84	6%	-1%	1%	2%

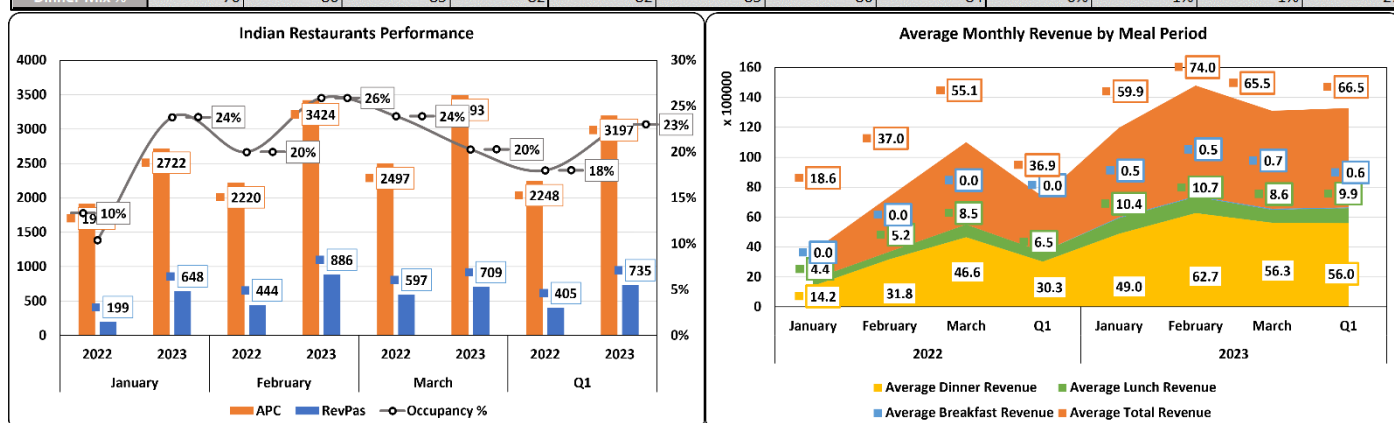


Illustration 16: Month wise break up of Occupancy, APC and Revpas along with average revenue done by an Indian Restaurant in a luxury and upper upscale hotel.

- Food sales account for 71% of revenues, while beverage sales account for 29% vs a mix of 70% and 28% in Q1 2022.
- Of the total revenue, 1% comes from breakfast, 15% from lunch, and 84% from dinner vs a mix of 0%, 18% and 82% in Q1 2022.

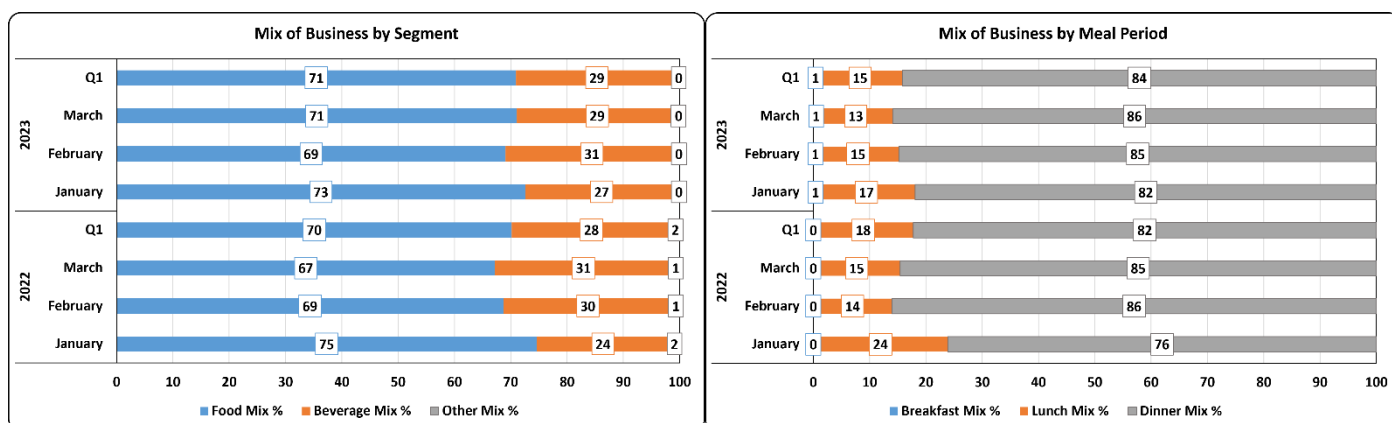


Illustration 17: Month wise break up of Mix of Business by Segment and Meal period done by a Indian Restaurant in a luxury and upper upscale hotel.

- Weekdays account for 61% of the total business with Tuesday being the strongest weekday contributing to 18% of the total revenue.
- Weekends account for 39% of the total revenue with Sunday being the strongest with 16% share.

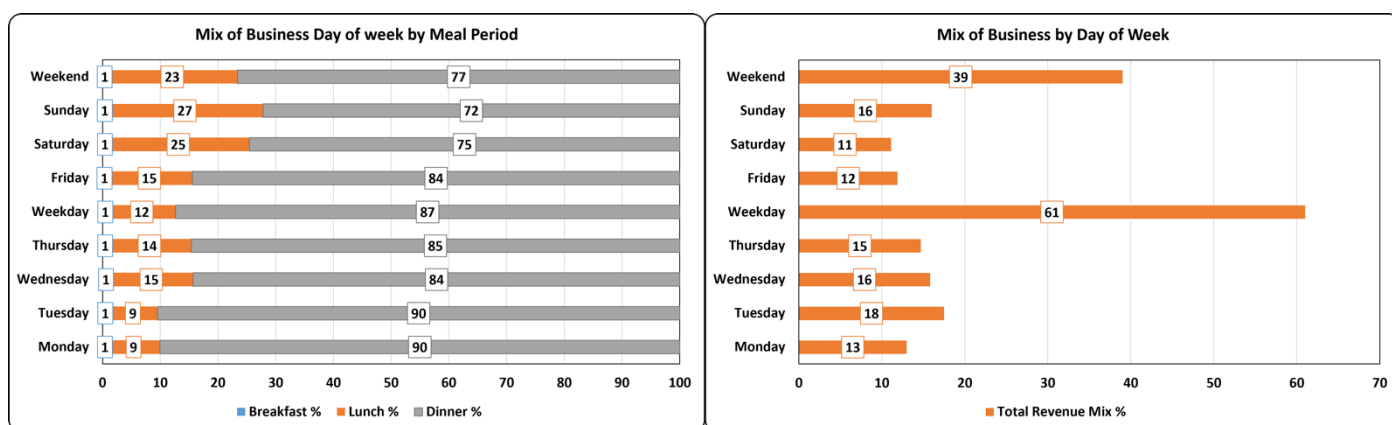


Illustration 18: Q1 2023 Revenue contribution by Day of week and Mix of Business by Day of Week and Meal period done by an Indian Restaurant in a luxury and upper upscale hotel.

- Average daily covers for Q1 2023 increased from 54 covers to 70 covers a growth of 15 covers vs Q1 2022. The growth in covers was driven by dinner and lunch meal period which increased by 10 covers and 5 covers vs Q1 2022 respectively.
- Daily revenue for Q1 2023 averaged INR 2.22 lacs vs INR 1.23 lacs in Q1 2022 the increase in revenue was driven by dinner meal period which saw an increase of INR 84 thousand per day.

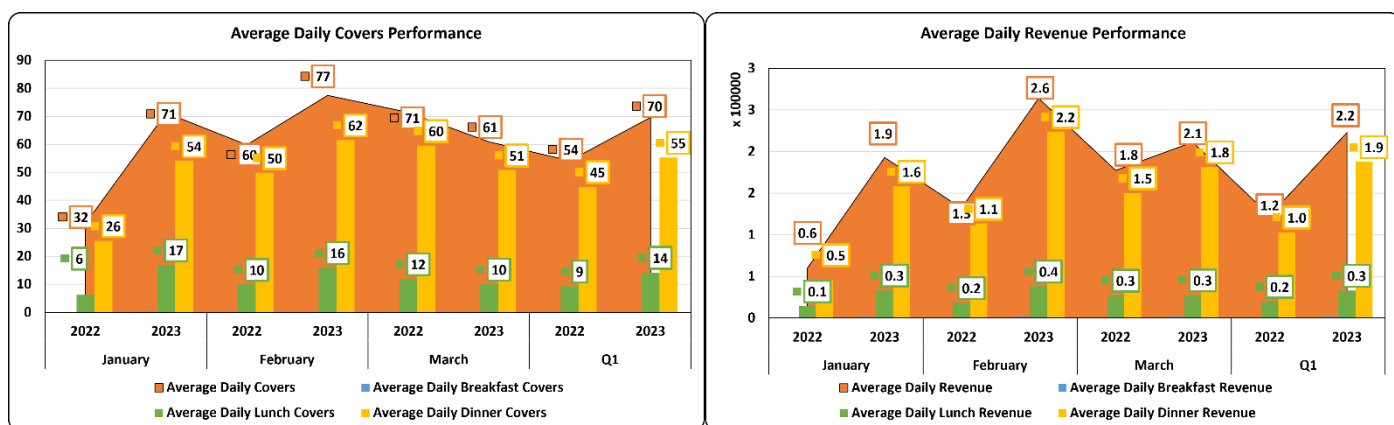


Illustration 19: Day wise Cover and Revenue performance by Meal period done by an Indian Restaurant in a luxury and upper upscale hotel.

5. Pan Asian

- Q1 2023 has grown by 134% vs Q1 2022 averaging INR 51.3 lacs per month vs INR 21.9 lacs in Q1 2022.
- The growth was driven by INR 26.2 lacs increase in dinner revenues.
- Q1 2023 APC's have seen a good growth of 37% vs Q1 2022, the increase is driven by INR 901 increase in dinner APC.

Pan Asian	2022				2023				% Change			
	January	February	March	Q1	January	February	March	Q1	January	February	March	Q1
Occupancy %	5%	10%	11%	9%	17%	19%	16%	18%	13%	9%	5%	9%
APC	2175	2493	2668	2486	3072	3734	3478	3405	41%	50%	30%	37%
RevPas	100	244	299	226	528	713	567	625	428%	192%	90%	176%
Average Total Revenue	10,68,809	23,45,318	31,67,477	21,93,868	46,85,969	56,89,917	50,27,551	51,34,479	338%	143%	59%	134%
Average Breakfast Revenue	213	323	506	363	37,488	4,552	55,303	33,888	17525%	1307%	10826%	9229%
Average Lunch Revenue	4,32,013	6,42,852	6,31,278	6,41,779	10,16,855	9,38,836	7,99,381	9,25,918	135%	46%	27%	44%
Average Dinner Revenue	6,36,584	17,02,143	25,35,693	15,51,725	36,31,626	47,46,529	41,72,867	41,74,674	470%	179%	65%	169%
Food Mix %	77	72	65	72	68	62	67	65	-10%	-9%	1%	-6%
Beverage Mix %	23	28	35	28	33	38	34	35	10%	9%	-1%	6%
Other Mix %	0	0	0	0	0	0	0	0	0%	0%	0%	0%
Breakfast Mix %	0	0	0	0	1	0	1	1	1%	0%	1%	1%
Lunch Mix %	40	27	20	29	22	17	16	18	-19%	-11%	-4%	-11%
Dinner Mix %	60	73	80	71	78	83	83	81	18%	11%	3%	11%

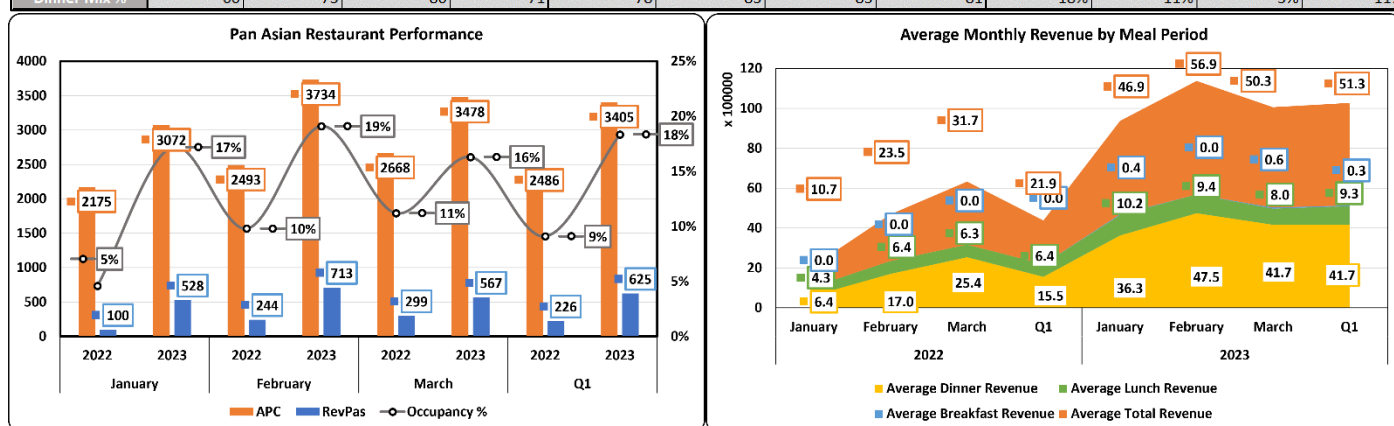


Illustration 20: Month wise break up of Occupancy, APC and Revpas along with average revenue done by Pan Asian Restaurant in a luxury and upper upscale hotel.

- Food sales account for 65% of revenue, while beverage sales account for 35% vs a mix of 72% and 28% in Q1 2022.
- Of the total revenue, 1% comes from breakfast, 18% from lunch, and 81% from dinner vs a mix of 0%, 29% and 71% in Q1 2022.

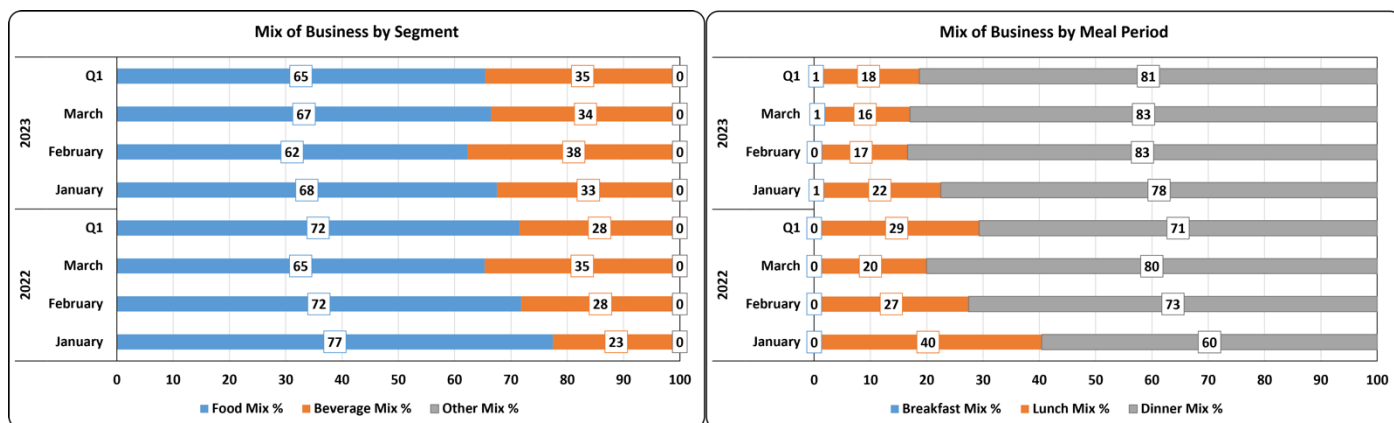


Illustration 21: Month wise break up of Mix of Business by Segment and Meal period done by Pan Asian Restaurant in a luxury and upper upscale hotel.

- Weekdays account for 58% of the total business with Thursday being the strongest weekday contributing to 16% of the total revenue.
- Weekends account for 42% of the total revenue with Sunday being the strongest with 17% share.

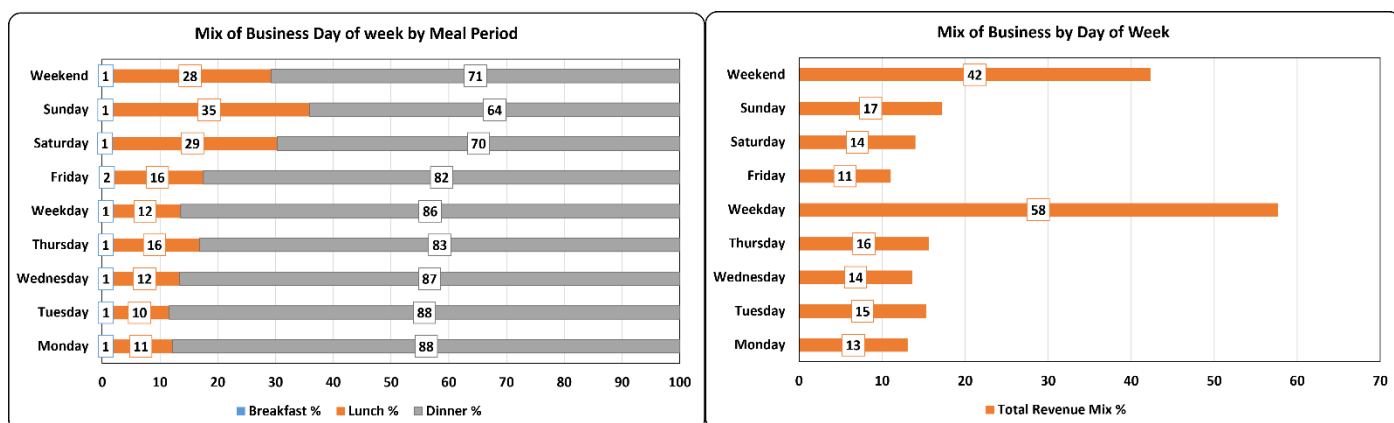


Illustration 22: Q1 2023 Revenue contribution by Day of week and Mix of Business by Day of Week and Meal period done by Pan Asian Restaurant in a luxury and upper upscale hotel.

- Average daily covers for Q1 2023 increased from INR 29 covers to 50 covers a growth of 21 covers vs Q1 2022. The growth in covers was driven by dinner meal period which increased by 19 covers vs Q1 2022.
- Daily revenue for Q1 2023 averaged INR 1.72 lacs vs INR 73 thousand in Q1 2022 the increase in revenue was driven by dinner meal period which saw an increase of INR 86 thousand per day.

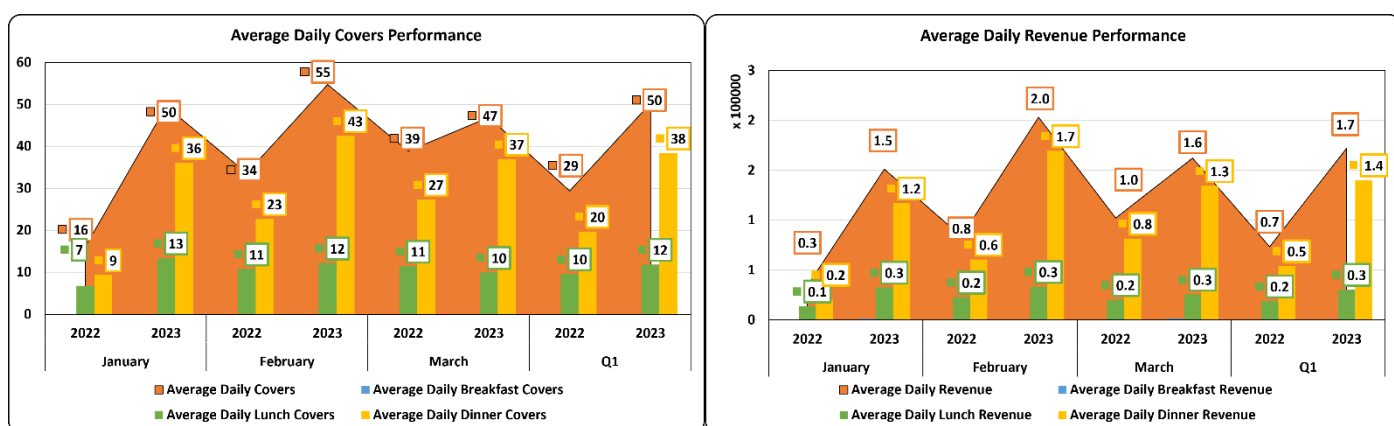


Illustration 23: Day wise Cover and Revenue performance by Meal period done by the Pan Asian Restaurant in a luxury and upper upscale hotel.

6. Bar & Lounge

- Q1 2023 has grown by 183% vs Q1 2022 averaging INR 39.06 lacs per month vs INR 13.96 lacs in Q1 2022.
- The growth was driven by INR 22.3 lacs increase in dinner revenues.
- Q1 2023 APC's have seen a good growth of 27% vs Q1 2022, the increase is driven by an INR 451 increase in dinner APC.

Bar & Lounge	2022				2023				% Change			
	January	February	March	Q1	January	February	March	Q1	January	February	March	Q1
Occupancy %	5%	8%	10%	9%	16%	22%	19%	19%	11%	14%	9%	11%
APC	1311	1933	2278	1960	2669	2402	2433	2490	104%	24%	7%	27%
RevPas	62	154	232	171	422	524	457	483	584%	239%	97%	183%
Average Total Revenue	5,93,783	13,53,739	22,41,506	13,96,343	36,50,946	41,03,403	39,66,089	39,06,813	515%	203%	77%	180%
Average Breakfast Revenue	156	325	493	337	40,160	41,034	59,491	46,882	25617%	12530%	11964%	13831%
Average Lunch Revenue	2,34,129	2,98,635	3,98,091	3,68,867	5,07,481	5,66,270	7,25,794	5,99,045	117%	90%	82%	62%
Average Dinner Revenue	3,59,498	10,54,780	18,42,921	10,27,139	31,03,304	34,96,099	31,80,804	32,60,886	763%	231%	73%	217%
Food Mix %	25	28	28	27	37	27	28	31	11%	-1%	1%	4%
Beverage Mix %	74	70	71	72	63	72	71	68	-11%	2%	0%	-3%
Other Mix %	0	2	2	1	1	1	1	1	0%	-1%	-1%	0%
Breakfast Mix %	0	0	0	0	1	1	2	1	1%	1%	1%	1%
Lunch Mix %	39	22	18	26	14	14	18	15	-26%	-8%	1%	-11%
Dinner Mix %	61	78	82	74	85	85	80	83	24%	7%	-2%	10%

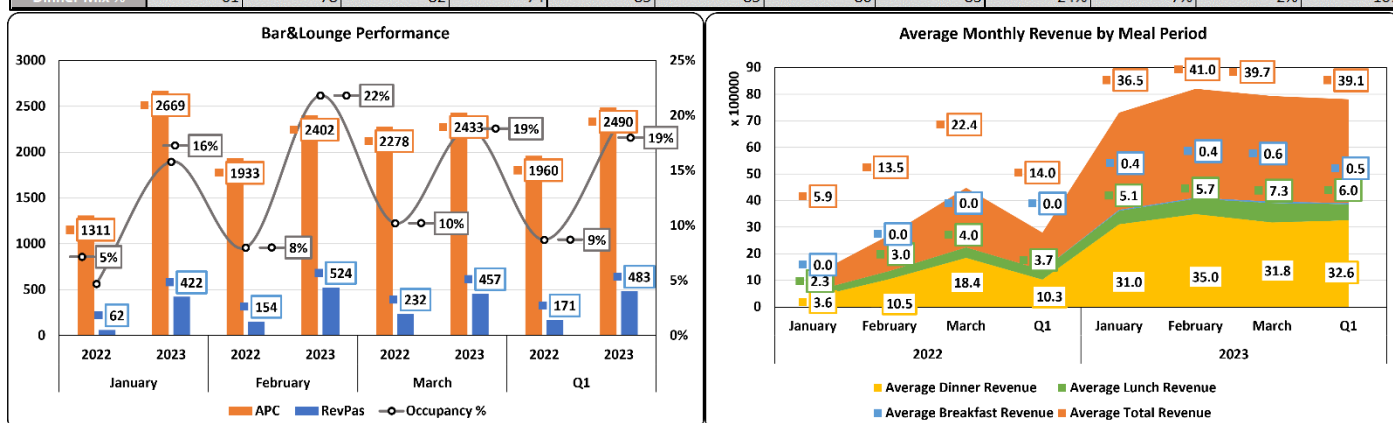


Illustration 24: Month wise break up of Occupancy, APC and Revpas along with average revenue done by Bar & Lounges in a luxury and upper upscale hotel.

- Food sales account for 31% of revenue, while beverage sales and other revenue account for 68% and 1% vs a mix of 27%, 72% and 1% in Q1 2022.
- Of the total revenue, 1% comes from breakfast, 15% from lunch, and 83% from dinner vs a mix of 0%, 26% and 74% in Q1 2022.

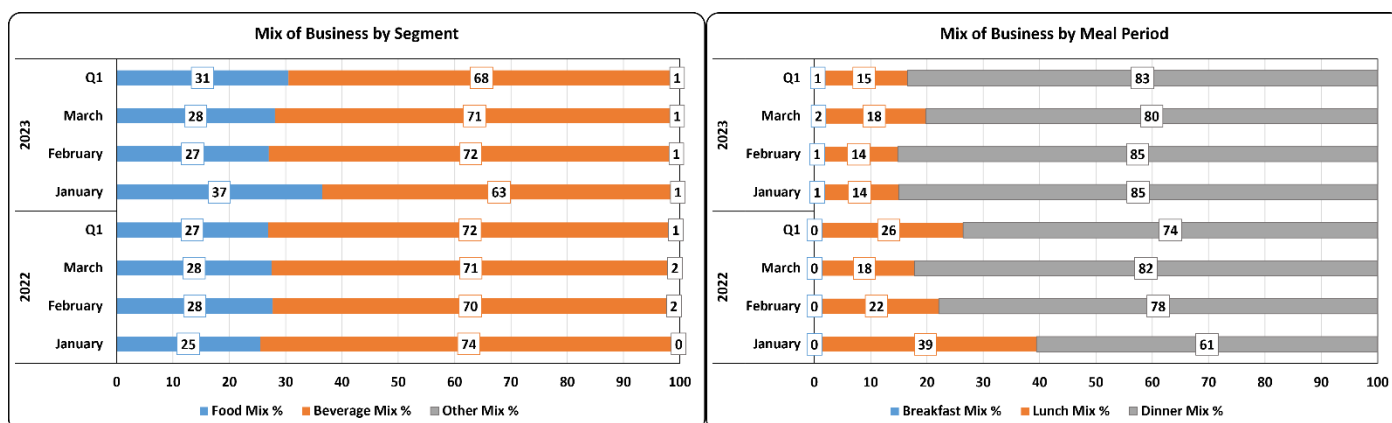


Illustration 25: Month wise break up of Mix of Business by Segment and Meal period done by Bar & Lounges in a luxury and upper upscale hotel.

- Weekdays account for 61% of the total business with Thursday being the strongest weekday contributing to 18% of the total revenue.
- Weekends account for 39% of the total revenue with Sunday being the strongest with 16% share.

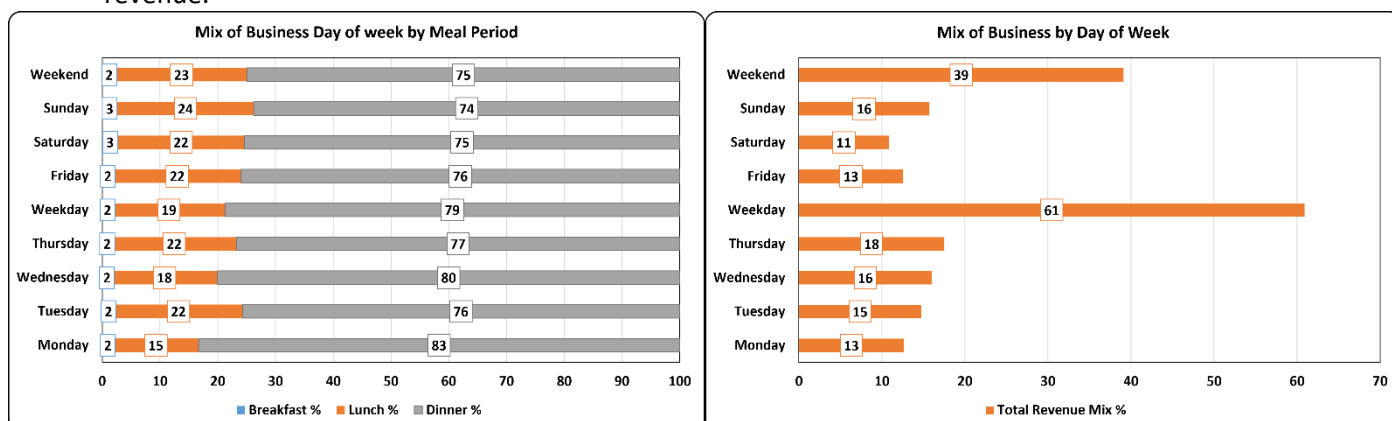


Illustration 26: Q1 2023 Revenue contribution by Day of week and Mix of Business by Day of Week and Meal period done by Bar & Lounges in a luxury and upper upscale hotel.

- Average daily covers for Q1 2023 increased from 24 covers to 52 covers a growth of 28 covers vs Q1 2022. The growth in covers was driven by dinner meal period which increased by 23 covers vs Q1 2022.
- Daily revenue for Q1 2023 averaged INR 1.3 lacs vs INR 47 thousand in Q1 2022 the increase in revenue was driven by dinner meal period which saw an increase of INR 73 thousand per day.

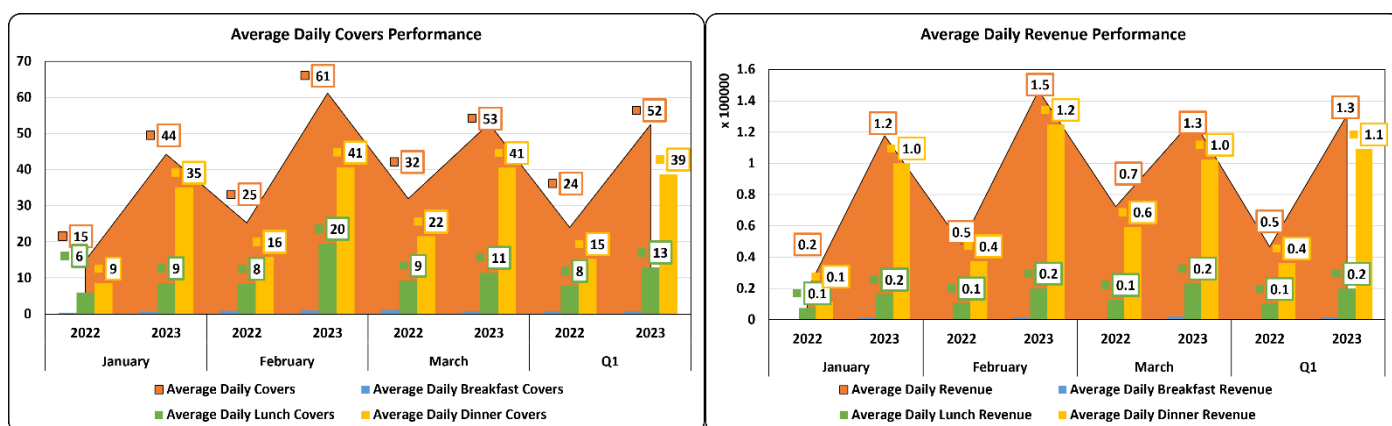


Illustration 27: Day wise Cover and Revenue performance by Meal period done by the Bar & Lounges in a luxury and upper upscale hotel.

7. In Room Dining

- Q1 2023 has grown by 20% vs Q1 2022. Lowest YOY growth in comparison to other F&B outlets averaging INR 29.4 lacs per month vs INR 24.4 lacs in Q1 2022.
- The growth was driven by INR 3.55 lacs increase in dinner revenues.

IRD	2022				2023				% Change			
	January	February	March	Q1	January	February	March	Q1	January	February	March	Q1
Occupancy %	5%	6%	9%	7%	7%	11%	10%	9%	2%	5%	1%	2%
APC	1044	1062	1065	1059	1163	958	1087	1060	11%	-10%	2%	0%
RevPas	54	64	93	78	81	105	107	100	50%	65%	15%	27%
Average Total Revenue	17,87,542	22,78,321	32,54,346	24,40,070	26,65,551	29,12,976	32,02,892	29,27,139	49%	28%	-2%	20%
Average Breakfast Revenue	1,51,941	1,52,647	3,41,706	2,09,033	2,98,542	4,19,469	4,19,579	3,77,601	96%	175%	23%	81%
Average Lunch Revenue	6,13,127	8,20,195	9,47,015	8,08,476	7,35,692	7,57,374	8,16,737	7,71,789	20%	-8%	-14%	-5%
Average Dinner Revenue	10,22,474	13,05,478	19,65,625	14,22,561	16,31,317	17,36,134	19,66,576	17,77,749	60%	33%	0%	25%
Food Mix %	83	80	80	81	84	83	81	83	1%	3%	1%	2%
Beverage Mix %	17	19	20	19	16	17	19	17	-1%	-3%	-1%	-2%
Other Mix %	0	0	0	0	0	0	0	0	0%	0%	0%	0%
Breakfast Mix %	9	7	11	9	11	14	13	13	3%	8%	3%	4%
Lunch Mix %	34	36	29	33	28	26	26	26	-7%	-10%	-4%	-7%
Dinner Mix %	57	57	60	58	61	60	61	61	4%	2%	1%	2%

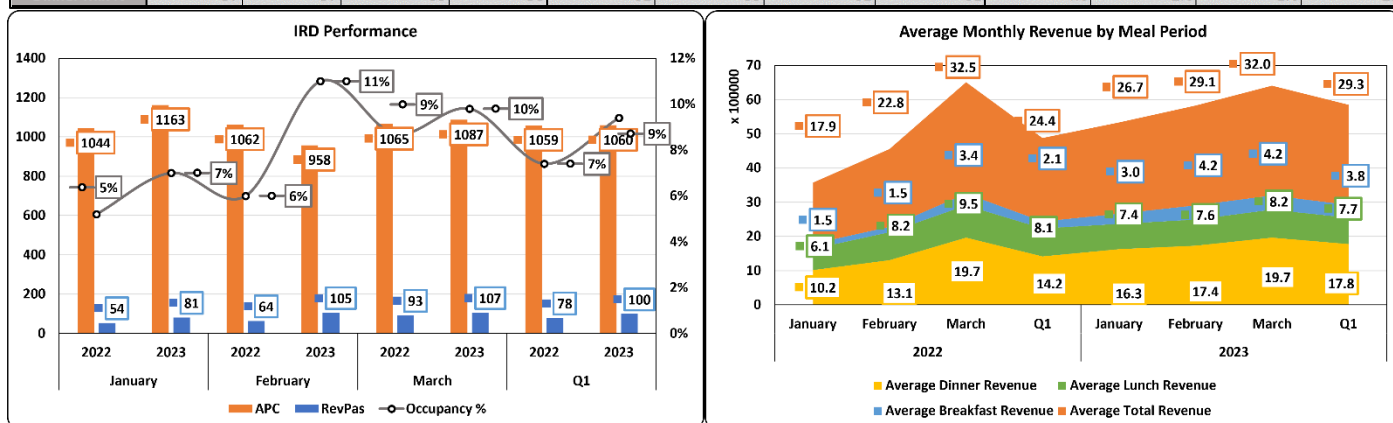


Illustration 28: Month wise break up of Occupancy, APC and Revpas along with average revenue done by in room dining in a luxury and upper upscale hotel.

- Food sales account for 83% of revenues, while beverage sales account for 17%. vs 81% and 19%.
- Of the total revenue, 13% comes from breakfast, 26% from lunch, and 61% from dinner vs 9%, 33% and 58%.

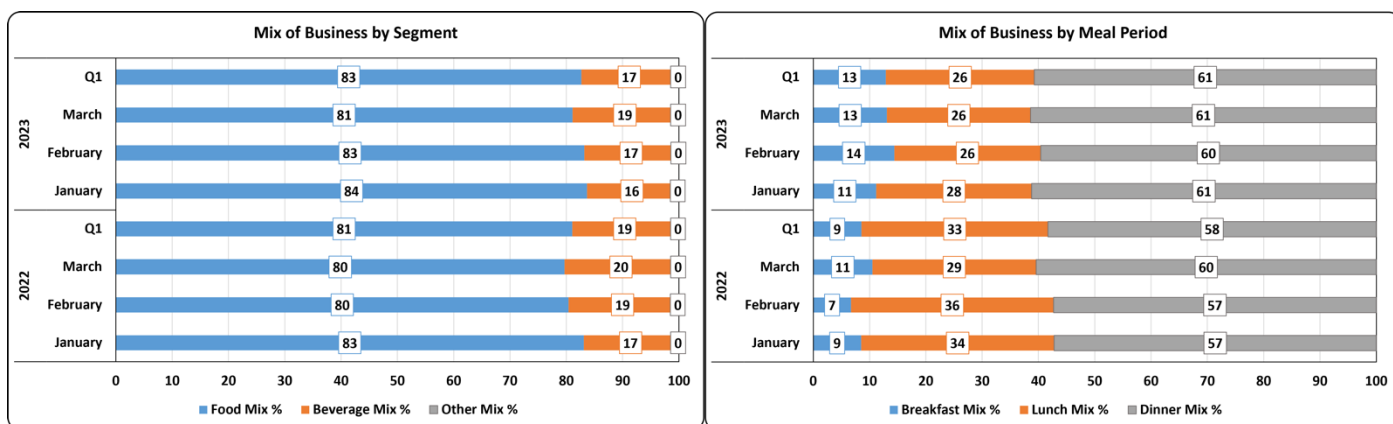


Illustration 29: Month wise break up of Mix of Business by Segment and Meal period done by in room dining in a luxury and upper upscale hotel.

- Weekday accounts for 59% of the total business with Thursday being the strongest weekday at 15.46%.
- Weekends account for 41% of the total revenue with Friday being the strongest weekend-day with 14.49% share.

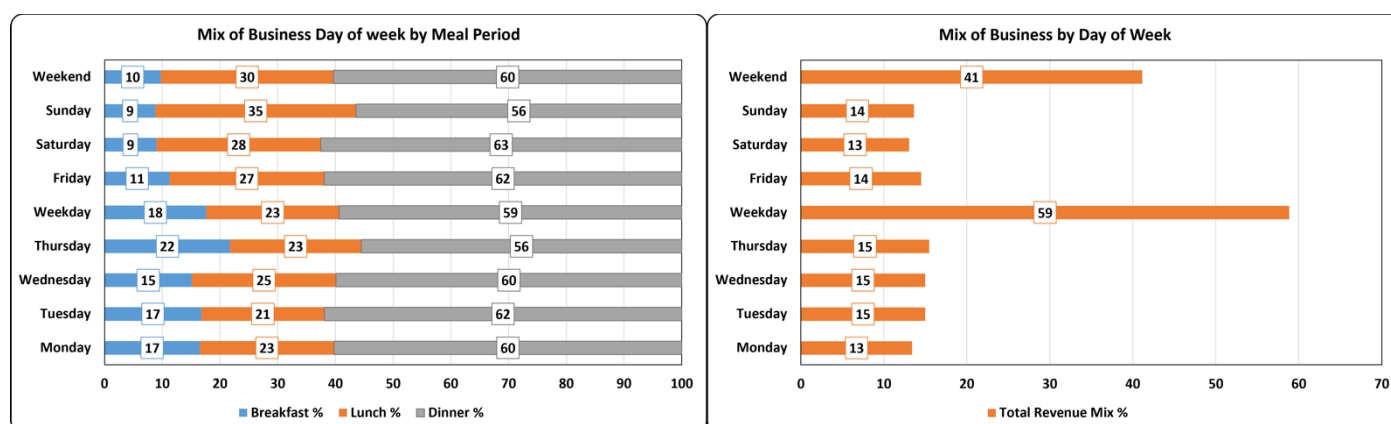


Illustration 30: Full Year Q1 2023 Revenue contribution by Day of week and Mix of Business by Day of Week and Meal period done by in room dining in a luxury and upper upscale hotel.

- Average daily covers for Q1 2023 increased from 77 covers to 92 covers a growth of 15 covers vs Q1 2022. The growth in covers was driven by dinner meal period which increased by 9 covers vs Q1 2022.
- Daily revenue for Q1 2023 averaged INR 98 thousand vs INR 82 thousand in Q1 2022 the increase in revenue was driven by dinner meal period which saw an increase of INR 12 thousand per day.

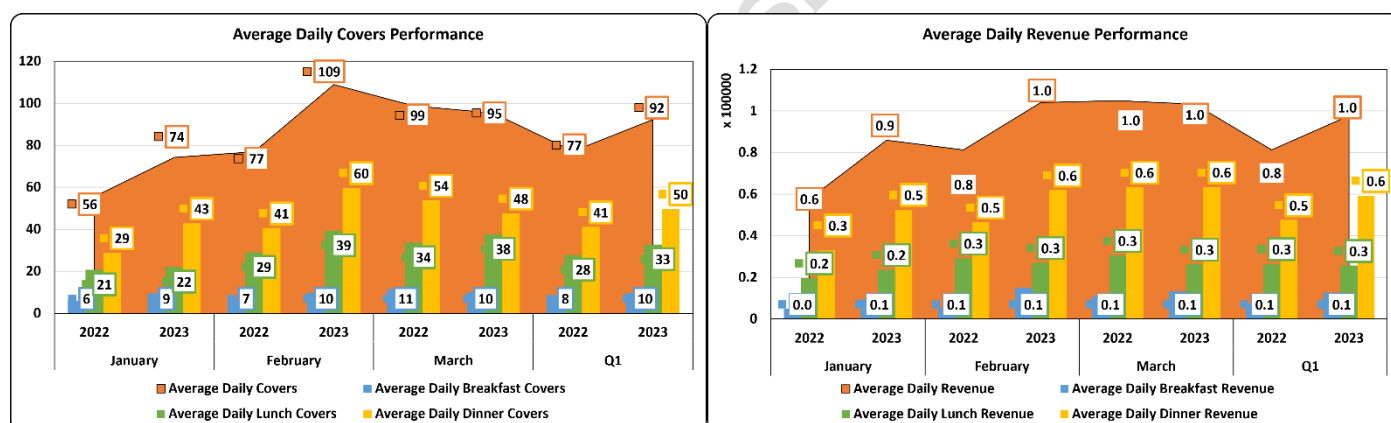


Illustration 31: Day wise Cover and Revenue performance by Meal period done by In room dining in a luxury and upper upscale hotel.

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