

2024

# REIMAGINING F&B ANALYTICS -

Insight to Bengaluru Luxury and Upscale  
Hotels Food and Beverage Performance



# SAVOURING THE TRENDS: BENGALURU'S LUXURY F&B MARKET IN 2024

Insights and Analysis from Compset Vision Technosoft Private Limited™

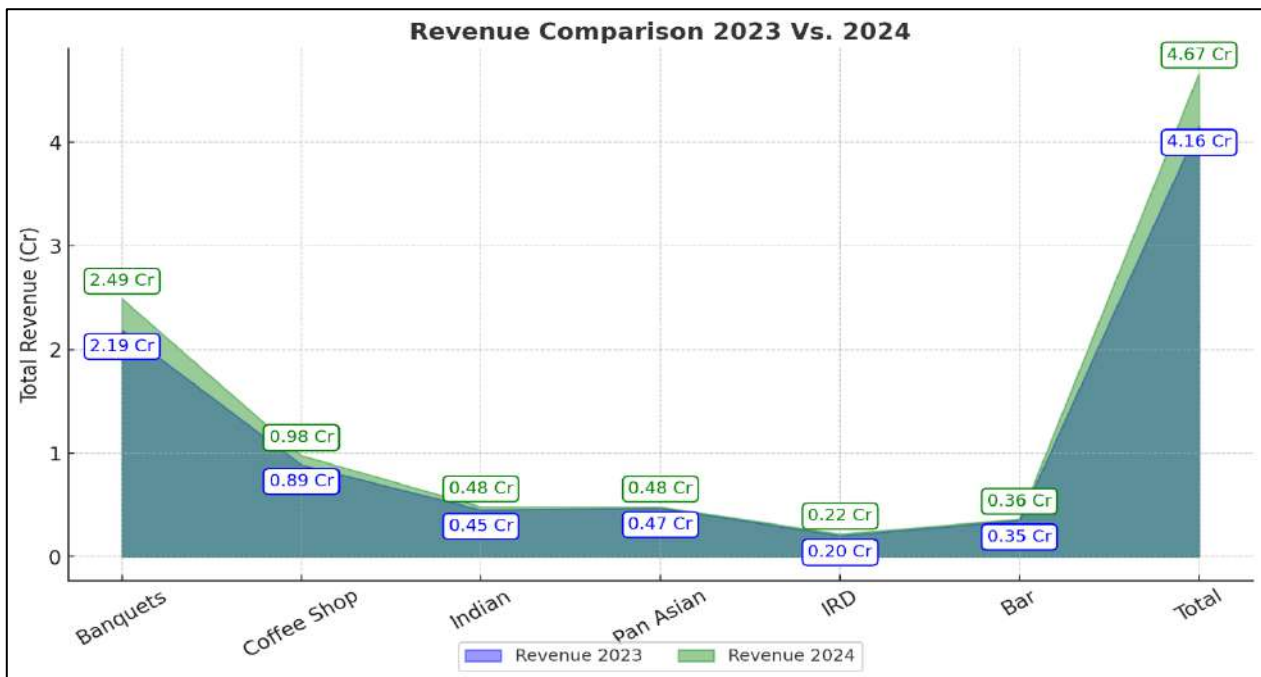
## A Year of Transformation in Bengaluru's Luxury Hotel F&B Market

Bengaluru's luxury hotel F&B sector in 2024 witnessed a **year of evolution rather than revolution**—a **maturing market refining its approach** after the rapid post-pandemic growth of 2022 and 2023. This year solidified **premium dining as the cornerstone of revenue generation**, with hotels fine-tuning pricing strategies, elevating guest experiences, and responding to **shifts in consumer behaviour**.

The numbers tell a compelling story:

- **Total F&B revenue grew by 12% YoY**, driven by a mix of **higher guest spending (APC +7%)** and a **steady occupancy rate (+1%)**.
- **RevPas saw a strong 12% increase**, demonstrating **sustained demand for premium dining and beverage-led experiences**.
- **Luxury bars, specialty dining, and banquets emerged as key revenue drivers**, capturing rising consumer interest in **high-end dining and social experiences**.
- **Weekday dining stabilized, but weekends saw a surge**, reinforcing that discretionary spending remained robust for the right experiences.

Average Monthly Performance		Banquets	Coffee Shop	Indian	Pan Asian	IRD	Bar	Total
Occupancy %	2024	26%	81%	39%	31%	8%	31%	27%
	2023	26%	78%	40%	29%	8%	34%	26%
APC	2024	2,845	1,003	3,172	3,274	1,207	2,620	1,918
	2023	2,528	955	2,957	3,415	1,153	2,322	1,790
Covers	2024	8,756	9,734	1,520	1,467	1,818	1,385	24,335
	2023	8,676	9,282	1,530	1,376	1,757	1,536	23,220
RevPas	2024	745	815	1,250	1,028	97	815	512
	2023	657	745	1,172	1,006	90	786	458
Average Revenue	2024	2.49 Cr	97.68 L	48.22 L	48.03 L	21.95 L	36.29 L	4.67 Cr
	2023	2.19 Cr	88.68 L	45.23 L	47.01 L	20.26 L	35.00 L	4.16 Cr
% Change Vs.Ly	Occupancy	0%	3%	0%	2%	0%	-3%	1%
	APC	13%	5%	7%	-4%	5%	13%	7%
	Covers	1%	5%	-1%	7%	3%	-10%	5%
	RevPas	13%	9%	7%	2%	7%	4%	12%
	Average Revenue	14%	10%	7%	2%	8%	4%	12%



Unlike the sharp **rebound of 2022-23**, where sheer demand drove numbers up, 2024 was about **optimization—higher average checks, strategic menu pricing, and experience-led revenue growth**. Hotels and their F&B outlets have now reached a point where **quality, curation, and positioning matter as much as volume**.

Let's break down how 2024 unfolded, quarter by quarter.

## Breaking Down 2024 – A Year in Four Acts

### Q1 2024: A Strong Start with Controlled Growth:

- The year opened on a **stable note**, with a **1% increase in occupancy** compared to Q1 2023. While 2023 had seen a sharp **5% recovery from 2022**, Q1 2024 signalled a shift to a **more predictable and mature demand pattern**.
- **APC increased by 5% YoY**, reflecting **hotels' success in optimizing pricing** without impacting guest volumes.

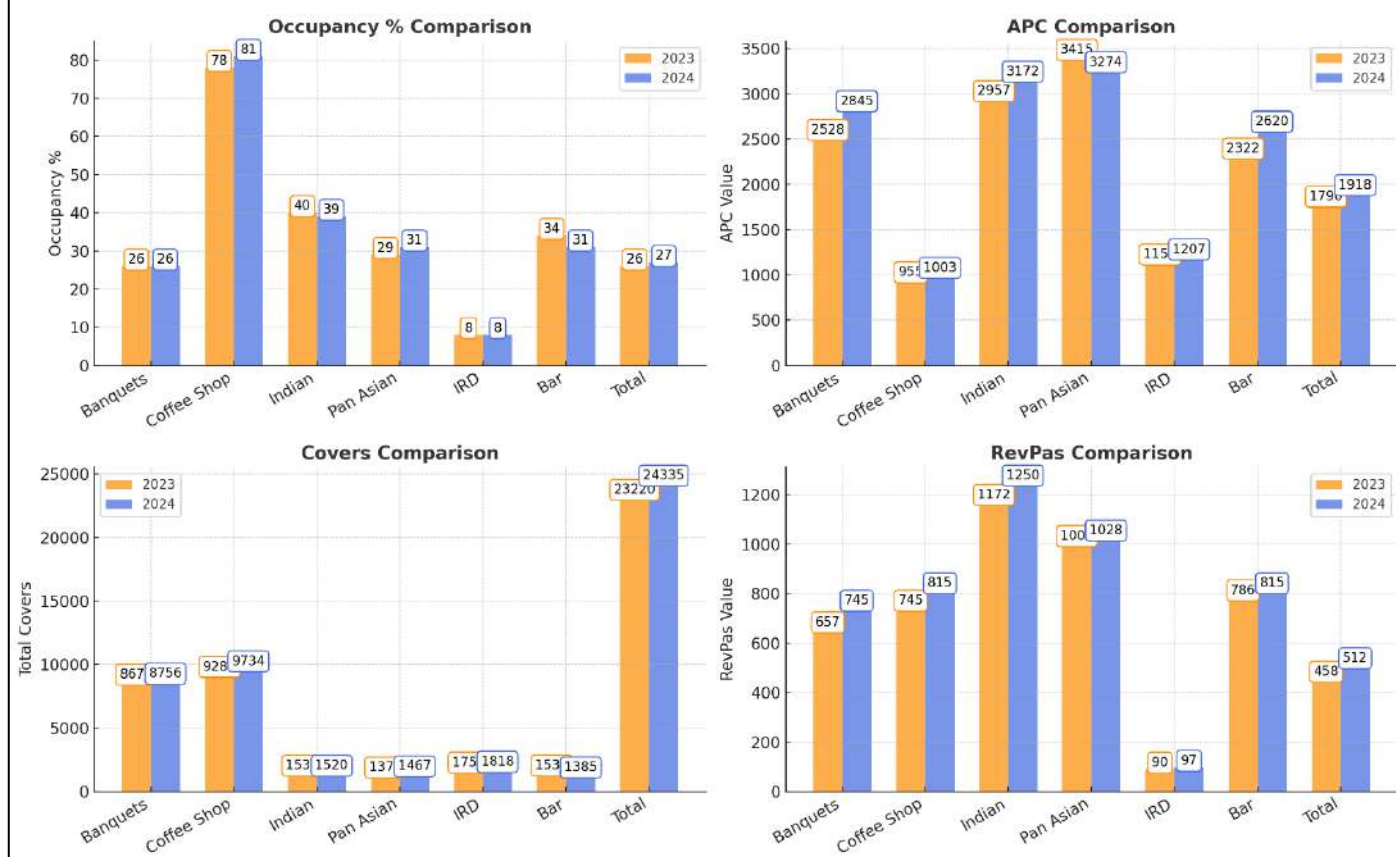
- **RevPas showed an 8% improvement**, proving that demand remained strong despite a slowdown in occupancy growth.
- **Corporate dining stabilized, but weekend revenue surged**, setting the tone for the year ahead.
- **Biggest Win:** Sustained demand for premium experiences in coffee shops and specialty venues.

### Q2 2024: Market Stability Meets Strategic Pricing

- The second quarter was defined by **pricing-led revenue expansion** rather than volume growth. While **occupancy remained flat YoY**, **APC saw a strong 10% increase**, helping push **RevPas up by 10%**.
- A shift in weekday vs. weekend dining patterns emerged, with weekends growing.
- Beverage sales were a key driver, contributing significantly to total revenue growth.
- Banquets venues benefited the most, as consumer preference for high end curated events gained traction.
- **Biggest Win:** Hotels successfully **drove revenue per cover higher**, capitalizing on premiumization trends.

### Q3 2024: The Breakout Quarter – Peak Performance Unlocked

### Outlet-wise 2023 vs 2024 Comparison



- Q3 2024 was the **best-performing quarter** of the year, with **RevPas jumping 19% YoY**
- **APC saw a 9% increase**, proving that guests were **spending more on experiential dining**.
- **Weekend footfall reached record levels**, with ADD and fine dining recording their highest-ever revenues.
- **Events, celebrations, and corporate gatherings boosted banquet performance**, ensuring a **strong revenue mix**.
- **Biggest Win:** The quarter proved that **luxury F&B venues are now seen as destinations in themselves**, not just hotel amenities.

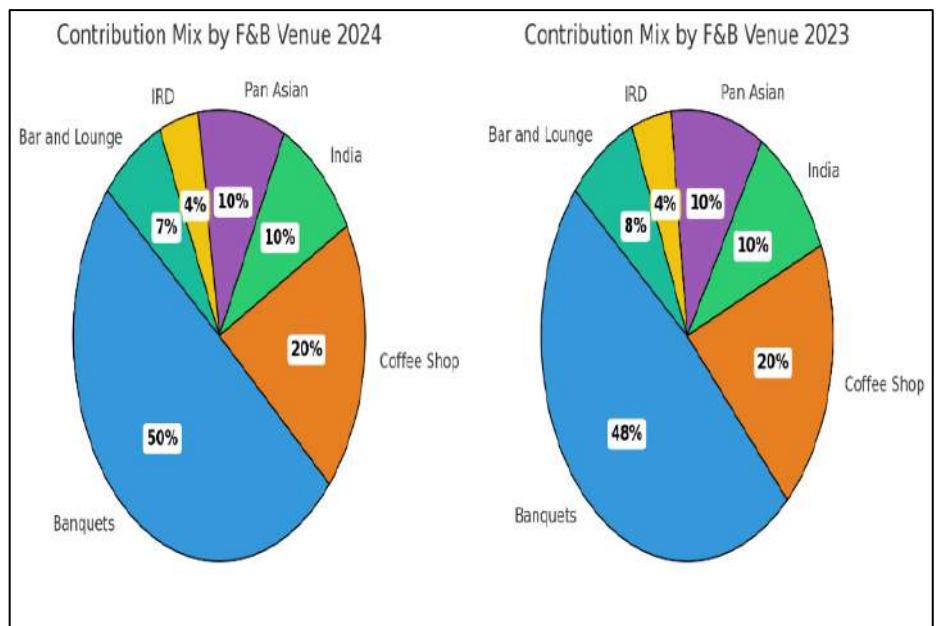
- The final quarter saw a strong **12% YoY revenue increase**, led by seasonal demand, corporate celebrations, and the wedding season rush.
- Occupancy climbed 2%, while APC remained strong **at +6% YoY**, ensuring sustained profitability.
- Banquets and Indian Speciality capitalized on the festive rush, closing the year with record-breaking revenue figures
- **December was the single highest-performing month**, reinforcing that year-end travel and social dining remain the strongest drivers of F&B performance.
- **Biggest Win:** The market ended on a high, with **momentum carrying over into 2025**.

### Q4 2024: The Festive Finale – A Grand Year-End Surge

## Evolving F&B Revenue Mix: Key Shifts in 2024:

**Bengaluru's luxury hotel F&B landscape saw strategic shifts in revenue contribution, with banquets strengthening their dominance, while bars saw a slight dip.**

- ◆ **Banquets:** The biggest growth driver, increasing to 50% share (from 48%), fuelled by corporate events, weddings, and MICE business.
- ◆ **Coffee Shops:** A steady 19.5% share, proving their consistent appeal across all guest segments.
- ◆ **Bars & Lounges:** Dropped to 7% (from 8%), as competition from high-end standalone bars impacted hotel traffic.
- ◆ **Fine Dining (Indian & Pan Asian):** Held steady at 20% combined, with premium dining experiences driving sustained demand.
- ◆ **In-Room Dining (IRD):** A niche 4% share, stable but facing competition from dine-out and cloud kitchens.



**Asian):** Held steady at 20% combined, with premium dining experiences driving sustained demand.

- ◆ **In-Room Dining (IRD):** A niche 4% share, stable but facing competition from dine-out and cloud kitchens.

**WITH THIS FULL-YEAR PERSPECTIVE IN PLACE, WE NOW TAKE A DEEP DIVE INTO BENGALURU'S LUXURY HOTEL F&B LANDSCAPE—BREAKING DOWN PERFORMANCE OUTLET BY OUTLET, FROM BANQUETS TO BARS AND EVERYTHING IN BETWEEN.**

1. [BANQUETS](#)
2. [COFFEE SHOP](#)
3. [INDIAN](#)
4. [PAN ASIAN](#)
5. [BAR](#)
6. [IRD](#)
7. [TOTAL FOOD & BEVERAGE](#)

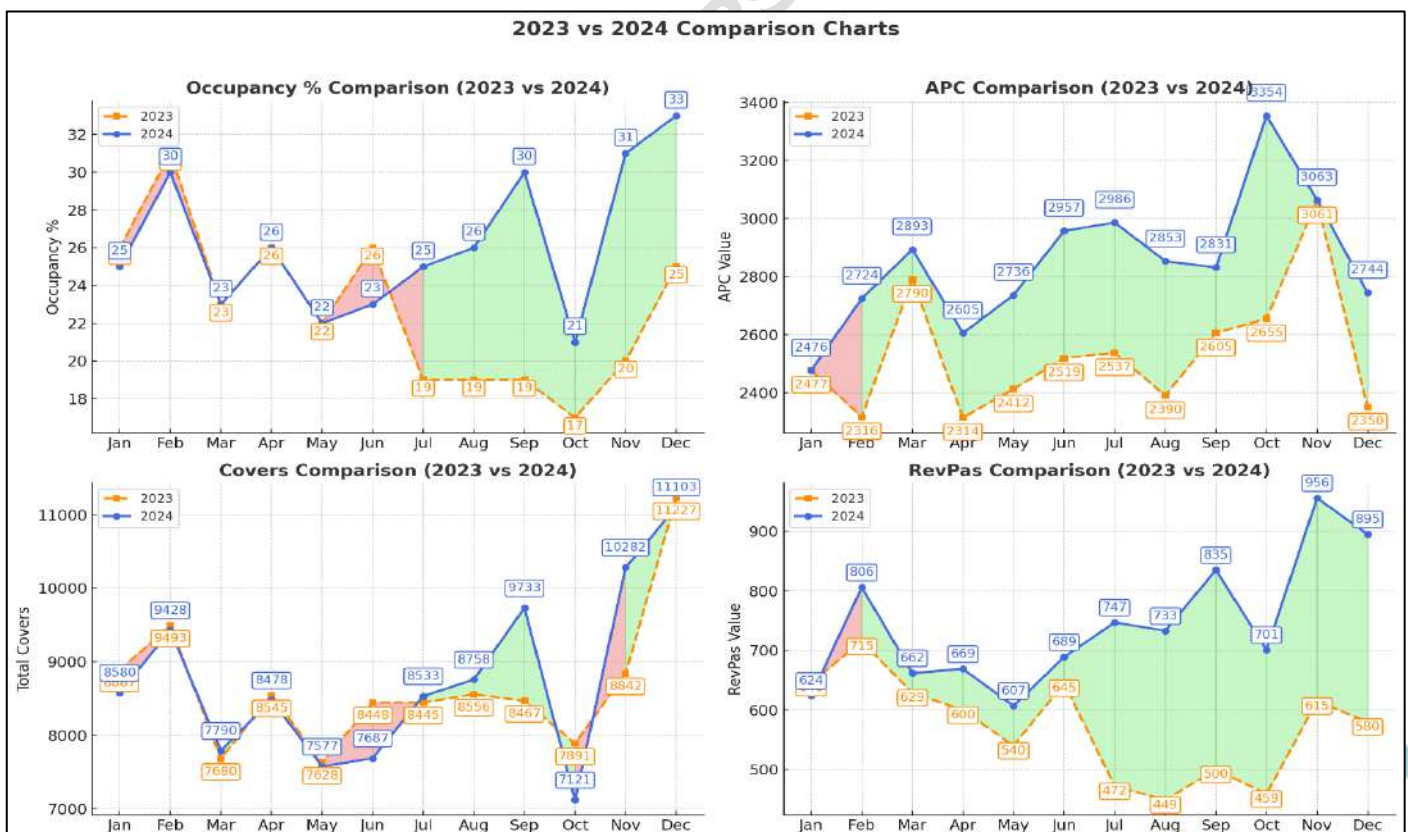
## Banquets: The Premier Choice for Celebrations & Events

The banquet segment in Bangalore's luxury and upscale hotels has showcased strong performance in 2024, building on last year's trends. With increased guest spending and improved revenue efficiency, Banquets remain a key revenue driver. Below is a structured breakdown of the key performance insights:

	Banquet	Q1		Q2		Q3		Q4		FY	
		2023	2024	2023	2024	2023	2024	2023	2024	2023	2024
Overall	Occupancy %	26%	26%	25%	24%	19%	27%	21%	28%	26%	26%
	APC	2511	2693	2415	2761	2510	2887	2661	3011	2528	2845
	RevPas	665	697	595	655	474	772	551	850	657	745
	Average Total Covers	26060	25798	24621	23743	25467	27024	27960	28507	104108	105071
	Average Total Revenue	6.54 Cr	6.95 Cr	5.95 Cr	6.55 Cr	6.39 Cr	7.80 Cr	7.44 Cr	8.58 Cr	26.32 Cr	29.89 Cr
Meal Period	Average Breakfast Revenue	34.09 Lac	35.34 Lac	29.74 Lac	31.70 Lac	30.92 Lac	37.73 Lac	28.71 Lac	41.65 Lac	1.23 Cr	1.46 Cr
	Average Lunch Revenue	1.52 Cr	2.04 Cr	1.37 Cr	2.06 Cr	1.61 Cr	2.44 Cr	1.84 Cr	2.40 Cr	6.34 Cr	8.94 Cr
	Average Dinner Revenue	4.68 Cr	4.56 Cr	4.28 Cr	4.18 Cr	4.48 Cr	4.99 Cr	5.31 Cr	5.77 Cr	18.75 Cr	19.48 Cr
Segmentation By Revenue	Food Revenue	4.91 Cr	5.24 Cr	4.64 Cr	4.90 Cr	4.89 Cr	5.91 Cr	5.62 Cr	6.35 Cr	20.06 Cr	22.40 Cr
	Beverage Revenue	84.08 Lac	89.51 Lac	74.29 Lac	74.95 Lac	78.13 Lac	85.97 Lac	85.34 Lac	98.29 Lac	3.22 Cr	3.49 Cr
	Other Revenue	79.50 Lac	81.29 Lac	55.78 Lac	90.11 Lac	71.92 Lac	1.04 Cr	96.61 Lac	1.25 Cr	3.04 Cr	4.00 Cr

### 1. Key Performance Metrics

- **Occupancy Rate:** Maintained at 26%, consistent with 2023, indicating stable demand for banquets.
- **APC (Average Per Cover):** Increased 12.5% YoY to INR 2,845, reflecting a willingness to spend more per guest.
- **RevPAS (Revenue Per Available Seat):** Increased 13.4% YoY to INR 745, demonstrating improved revenue efficiency.



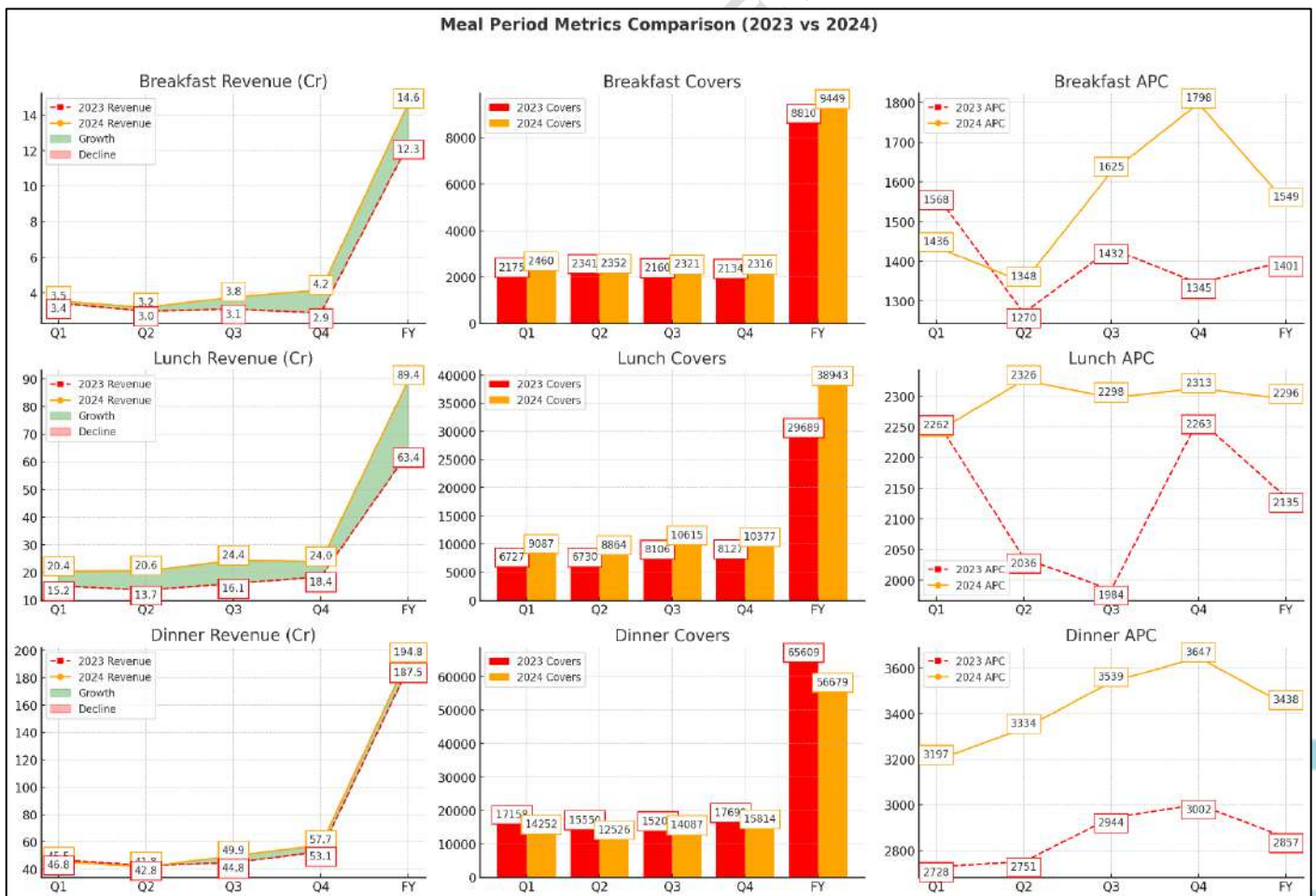
- **Total Revenue:** Banquets generated INR 29.88 Cr, a 13.5% increase from 2023, with major gains in Q3 and Q4.

## 2. Monthly & Quarterly Performance Trends

- **November, December, and September** were the best-performing months, each witnessing revenue growth of over **20% YoY**
- Q3 saw the strongest growth, with a 22% revenue increase driven by higher APC and event frequency.
- Dinner remains the primary driver of banquet revenue, but lunch events are gaining traction.



## 3. Meal Period Insights

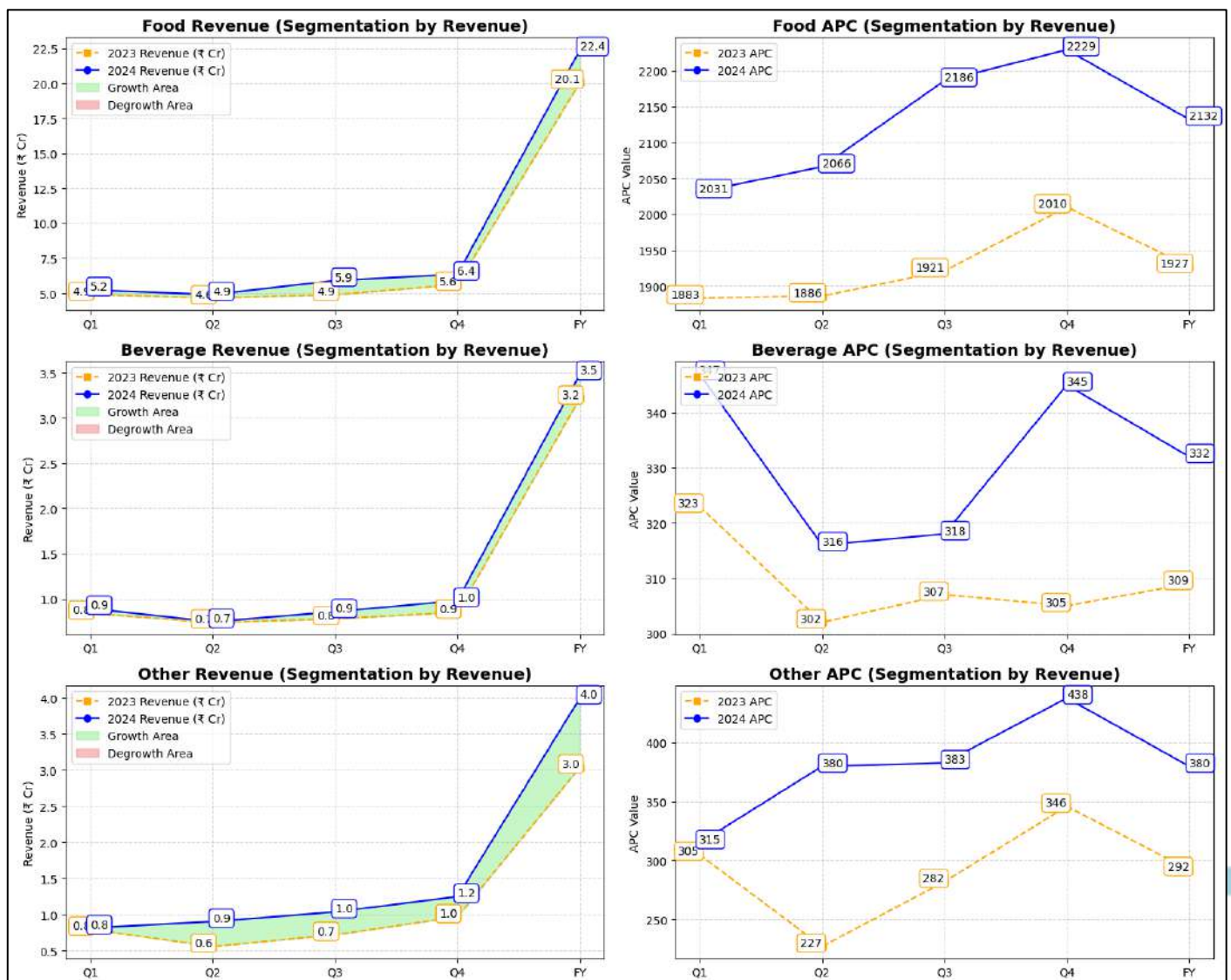


- **Breakfast Revenue:** Increased **18.6% YoY**, reaching **INR 1.46 Cr annually**, driven by an increase in corporate breakfast meetings and premium morning events.
- **Lunch Revenue: Strongest growth at 41% YoY**, now totalling **INR 8.94 Cr annually**. The increase is attributed to a rise in corporate luncheons, business meetings, and weekend brunch trends.
- **Dinner Revenue: Increased by 3.9% YoY**, reaching **INR 19.48 Cr annually**. Despite slower growth compared to lunch, dinner remains the dominant revenue contributor due to its **higher APC and strong demand for large-scale events**

**Key Observations:**

- **Lunch revenue now represents 30% of total banquet revenue**, marking a **7-percentage point increase from 2023**.
- **Breakfast events are gaining momentum**, especially on weekdays, as corporate gatherings and early networking sessions increase.
- **Dinner remains the highest-revenue segment** but shows slower growth compared to lunch, indicating an opportunity for diversification in evening banquet offerings.

**4. Revenue Segmentation**



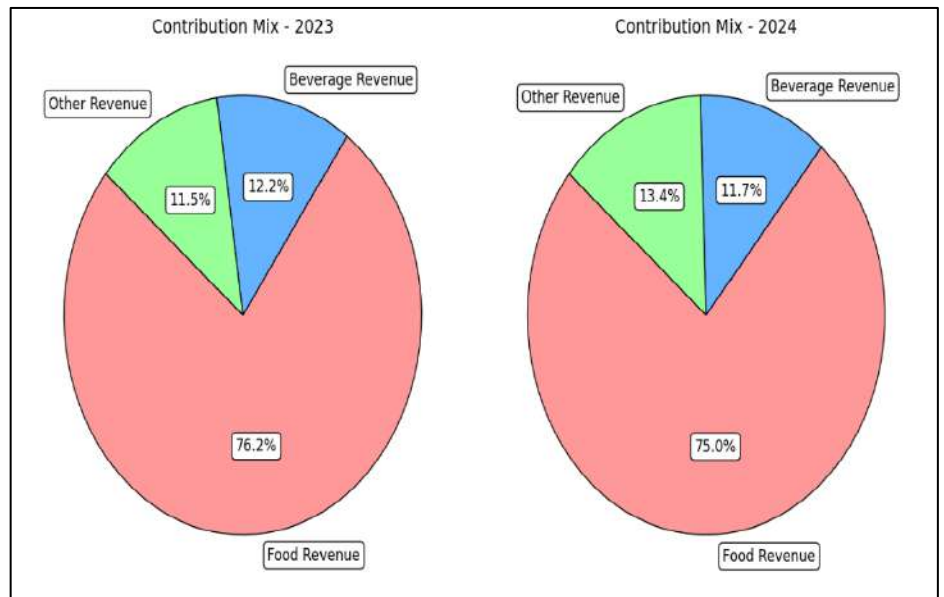


**🍽️ Food Revenue:** Increased by 11.7%, contributing 75% of total banquet revenue.

**🍹 Beverage Revenue:** Saw an 8.3% increase, despite a minor APC dip.

**🏠 Other Revenue (Venue Rental, AV, etc.):** Grew by 31.6%, now contributing 13.3% of total revenue.

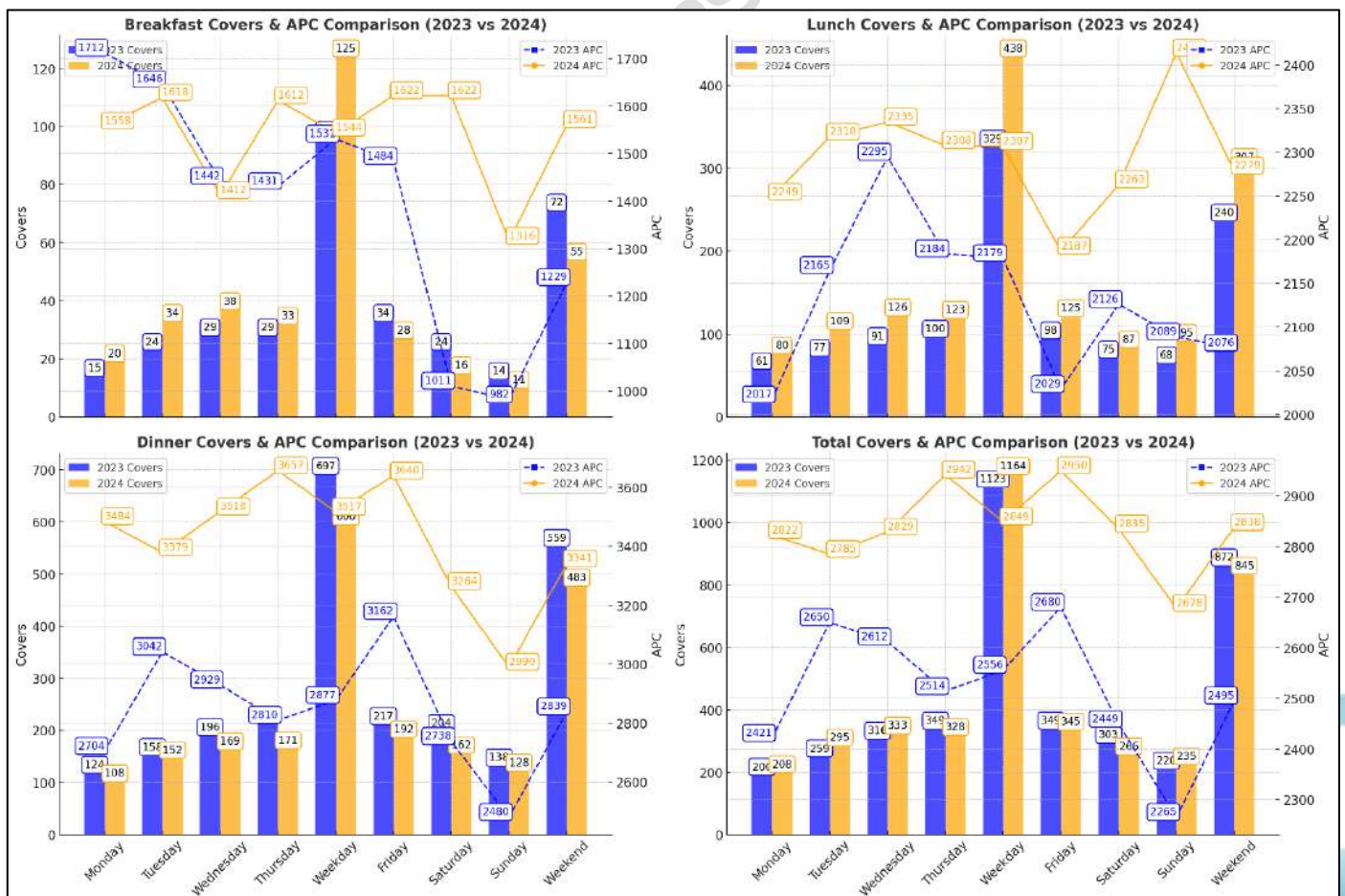
❖ **Strategic Opportunity:** The growth in ancillary revenue suggests demand for premium services and value-added offering.



## 5. Day-of-the-Week Performance

### 📅 Weekdays (Mon-Thu):

- Strong performance with **APC at INR 3,517**, higher than weekends.



- **Lunch revenue grew 41% YoY**, reinforcing weekday lunch as a key growth area.

#### Weekends (Fri-Sun):

- **Dinner remains dominant**, contributing 67% of weekend revenue.
- **Lunch covers increased by 28% YoY**, showing rising weekend lunch demand.

## 6. Conclusion & Strategic Takeaways

- **Banquets remain a high-growth segment** in Bangalore's luxury and upscale hotels, with strong revenue performance and increasing guest spend.
- **Key Areas of Focus for 2025:**
  - **Leverage lunch events** – With **lunch revenue up 41% YoY**, optimizing pricing and promotional offers can drive further growth.
  - **Enhance beverage offerings** – Despite modest growth, beverages present an opportunity for premium upselling.
  - **Expand premium services** – The **31.6% growth in other revenue** suggests increased ability to pay hall rentals and AV charges.
- **The strong YoY growth** across key metrics positions Banquets as a key revenue pillar, making strategic pricing and premium service expansion essential for sustained success.

## 7. Outlook for 2025

### Continued Growth & Expansion:

- **Premiumization of banquet services** is expected to drive revenue growth, with customers willing to pay for bespoke, high-end event experiences.
- **Corporate event demand is set to increase**, leading to a higher frequency of business luncheons and networking events.
- **Growth in digital and hybrid events** will further boost demand for AV and tech services within banquet spaces.
- **With a projected revenue of INR 32.5 Cr for 2025, strategic pricing, premium offerings, and digital transformation will be key to sustained banquet growth.**

## All-Day Dining: The Growth Engine of Hotel F&B

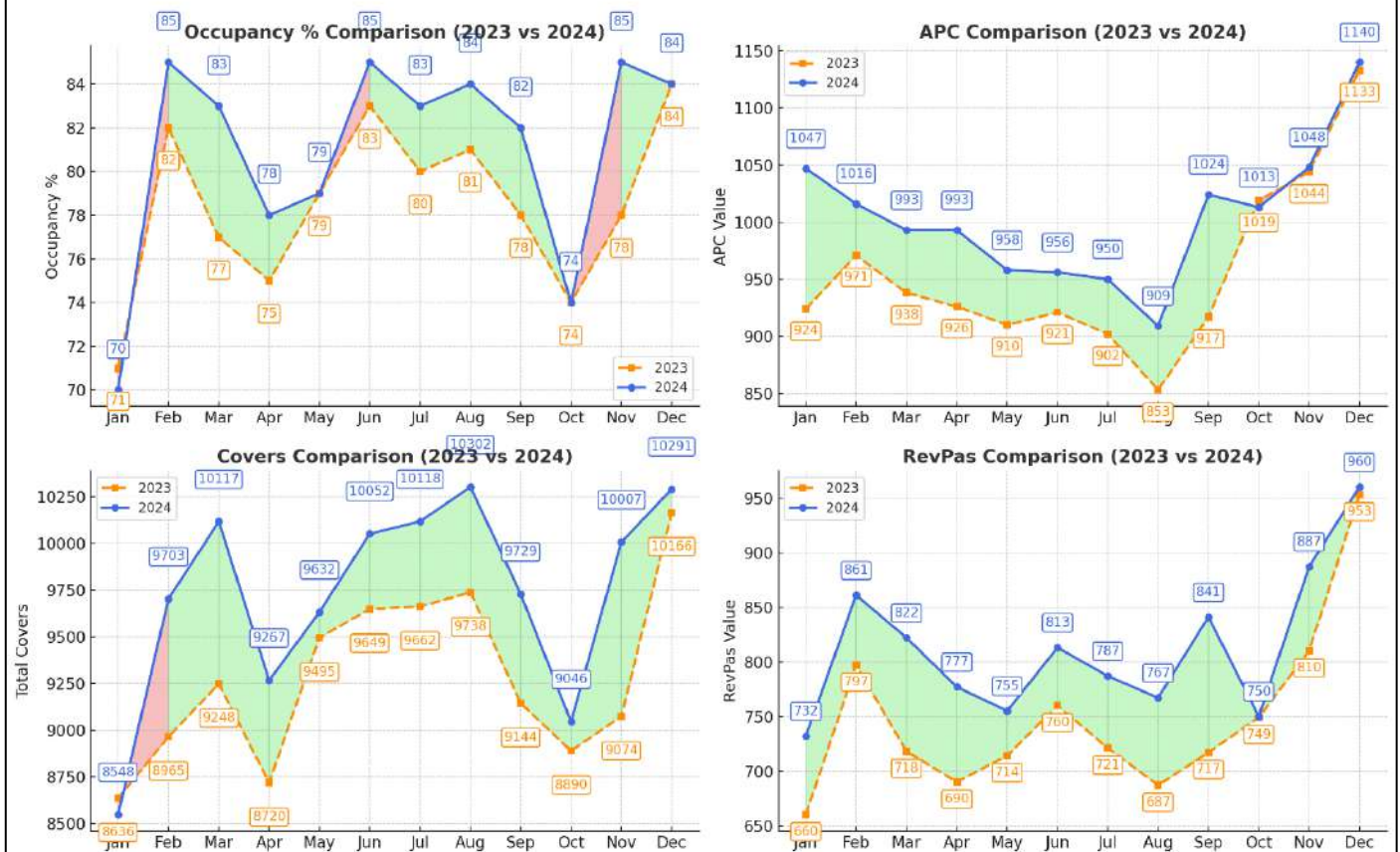
The All-Day Dining (ADD) segment continues to be a critical driver of food & beverage revenue in Bangalore's upscale and luxury hotels. 2024 has shown consistent performance improvements, especially in breakfast, which is a key revenue contributor. Below is a structured breakdown of the performance insights:

	ADD	Q1		Q2		Q3		Q4		FY	
		2023	2024	2023	2024	2023	2024	2023	2024	2023	2024
Overall	Occupancy %	77%	79%	79%	81%	80%	83%	78%	81%	78%	81%
	APC	945	1017	919	968	890	960	1068	1070	955	1003
	RevPas	724	805	721	782	708	798	837	866	745	815
	Average Total Covers	26848	28368	27864	28951	28545	30149	28130	29345	111387	116813
	Average Total Revenue	2.54 Cr	2.89 Cr	2.56 Cr	2.80 Cr	2.54 Cr	2.89 Cr	3.00 Cr	3.14 Cr	10.64 Cr	11.72 Cr
Meal Period	Average Breakfast Revenue	69.16 Lac	99.02 Lac	69.25 Lac	98.80 Lac	70.84 Lac	98.40 Lac	89.68 Lac	97.04 Lac	2.99 Cr	3.93 Cr
	Average Lunch Revenue	80.46 Lac	81.02 Lac	83.46 Lac	79.92 Lac	83.31 Lac	83.71 Lac	91.23 Lac	93.94 Lac	3.38 Cr	3.39 Cr
	Average Dinner Revenue	1.04 Cr	1.08 Cr	1.03 Cr	1.02 Cr	99.98 Lac	1.07 Cr	1.20 Cr	1.23 Cr	4.27 Cr	4.40 Cr
Segmentation By Revenue	Food Revenue	2.23 Cr	2.57 Cr	2.28 Cr	2.54 Cr	2.25 Cr	2.62 Cr	2.67 Cr	2.80 Cr	9.43 Cr	10.53 Cr
	Beverage Revenue	30.95 Lac	31.55 Lac	27.44 Lac	26.33 Lac	28.87 Lac	27.55 Lac	33.67 Lac	33.40 Lac	1.21 Cr	1.19 Cr
	Other Revenue	0.08 Lac	-0.18 Lac	0.09 Lac	0.02 Lac	0.05 Lac	0.22 Lac	0.04 Lac	0.34 Lac	0.27 Lac	0.40 Lac

## 1. Key Performance Metrics

- **Occupancy Rate:** Improved to **81%** from **78%** in 2023, reflecting higher guest demand.
- **APC (Average Per Cover):** Increased **5% YoY** to **INR 1,003**, showing improved guest spending behaviour.
- **RevPAS (Revenue Per Available Seat):** Increased **9.4% YoY** to **INR 815**, reflecting higher revenue efficiency.
- **Total Revenue:** ADD generated **INR 11.72 Cr**, a **10.2% increase from 2023**, with notable growth in breakfast and dinner segments.

2023 vs 2024 Comparison Charts



## 2. Monthly & Quarterly Performance Trends

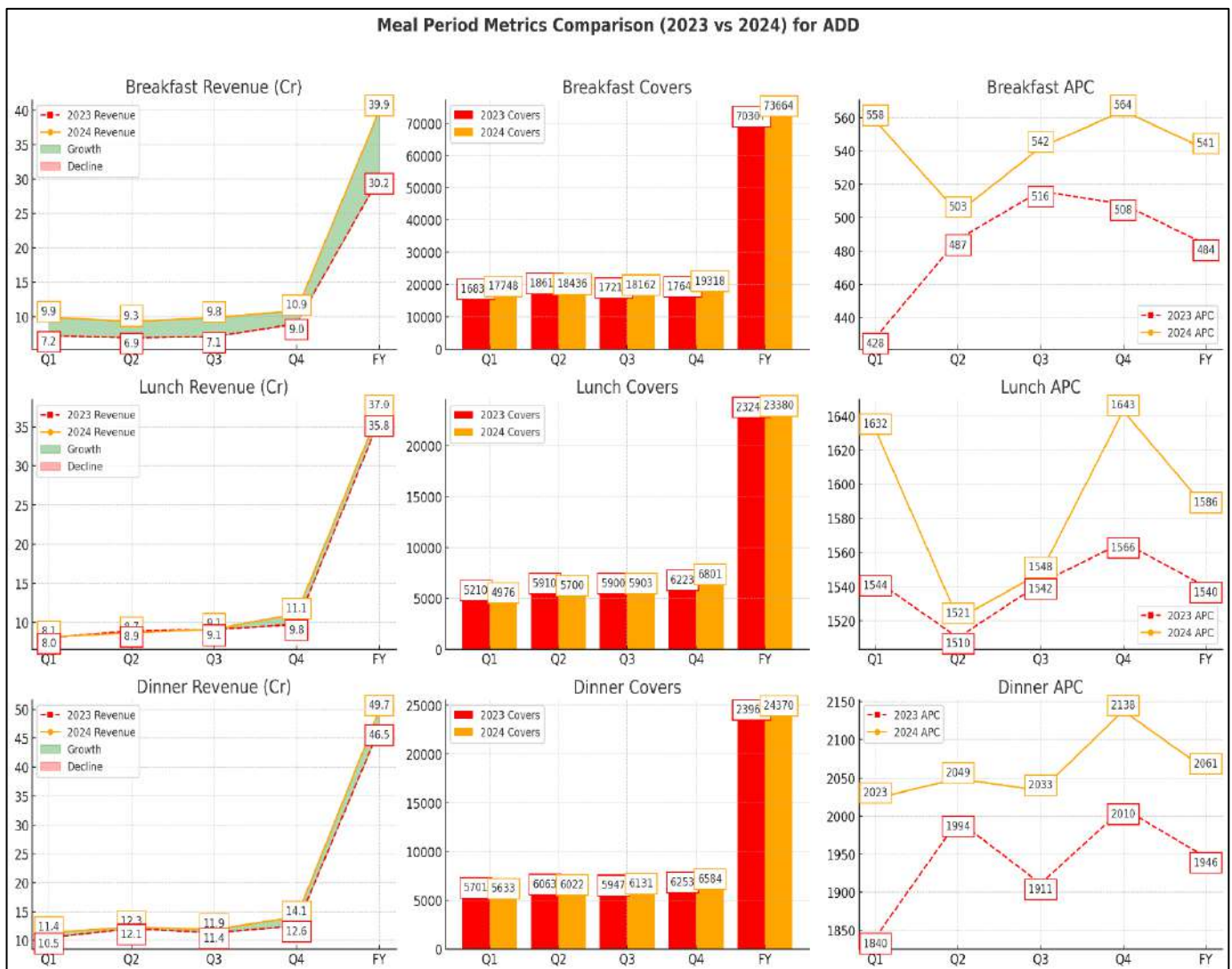
- **December, February, and November** were the best-performing months, each witnessing revenue growth of over **12% YoY**
- **Q4 recorded the highest growth**, with a **14% increase**, driven by seasonal demand and higher APC.



- **Breakfast and Dinner continue to be the dominant meal periods, while lunch performance remains steady.**

### 3. Meal Period Insights

- **Breakfast Revenue:** Increased **32% YoY**, reaching **INR 3.93 Cr**, supported by **corporate breakfast meetings and premium morning menus.**
- **Lunch Revenue:** Remained stable at **INR 3.39 Cr** but showed slight growth in premium business dining.
- **Dinner Revenue:** Increased **3% YoY**, reaching **INR 4.40 Cr**, reaffirming its role as the highest contributor.



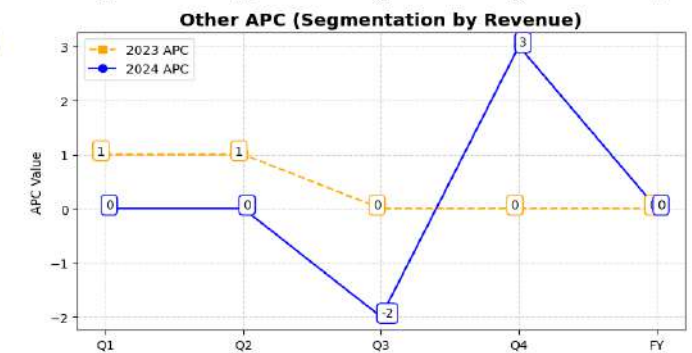
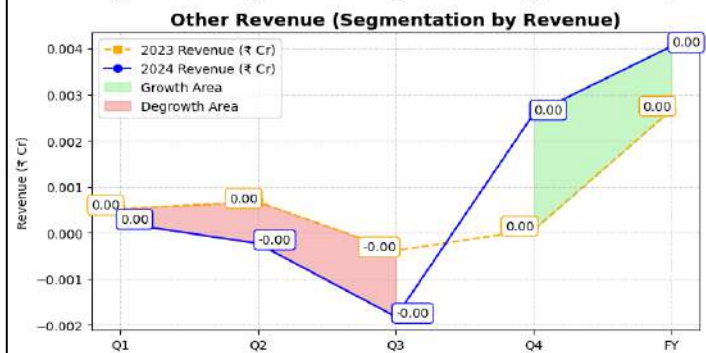
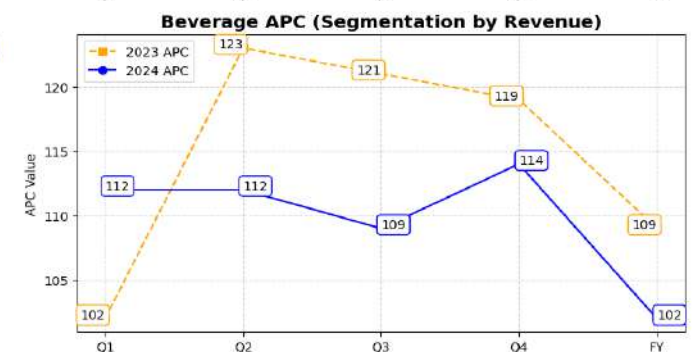
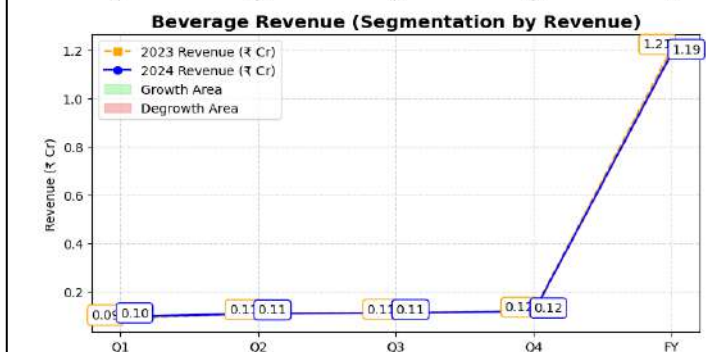
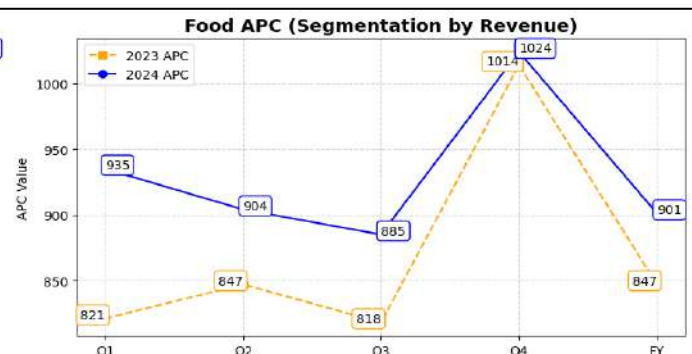
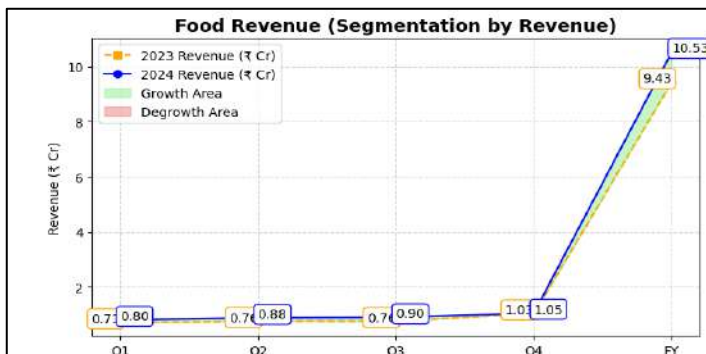
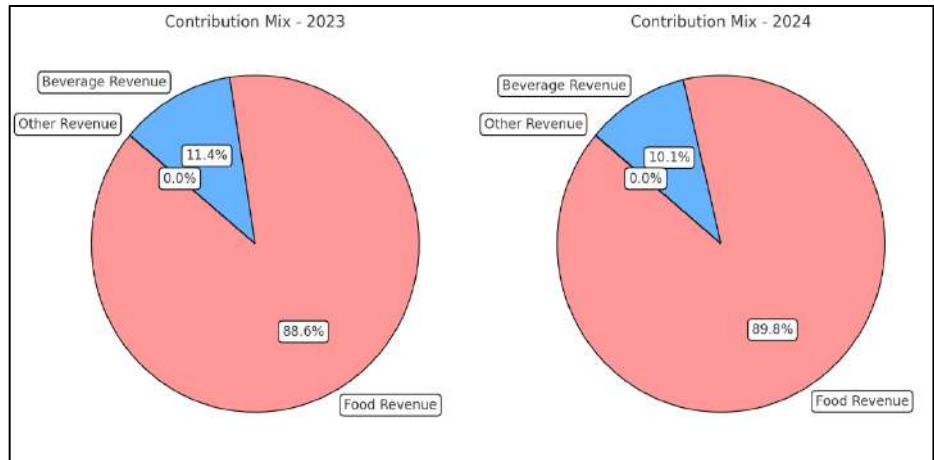
#### Key Observations:

- Breakfast events are gaining popularity, particularly among corporate guests.
- Dinner remains the highest-revenue segment, but with moderate YoY growth.
- Lunch segment growth is steady, driven by business meetings and group bookings.

## 5. Revenue Segmentation

**🍽️ Food Revenue:** Increased by **11.7% YoY**, now contributing **90% of total ADD revenue**.

**🍹 Beverage Revenue:** Declined slightly by **1.7% YoY**, indicating a shift in consumer preference



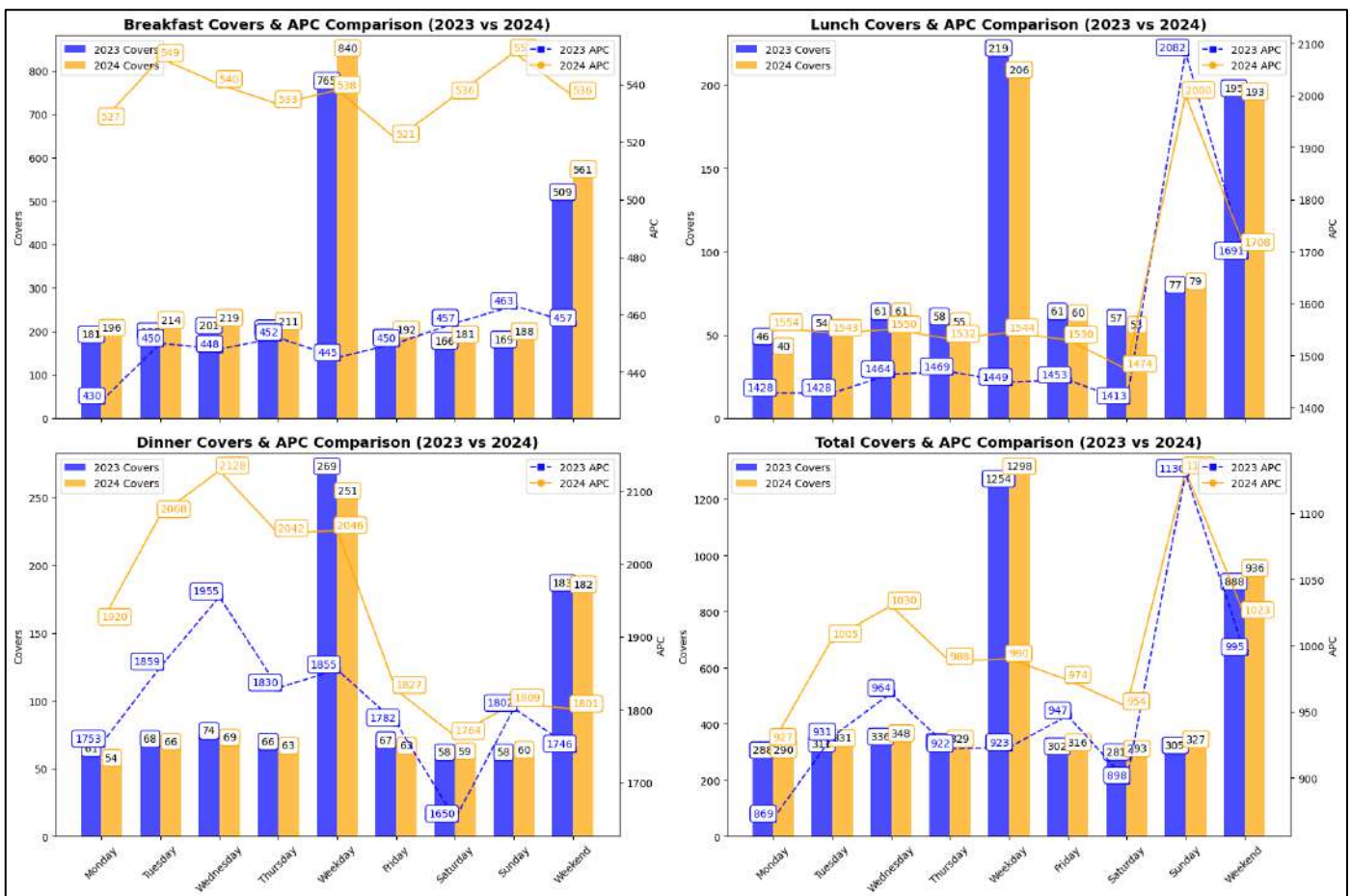
#### 4. Day-of-the-Week Performance

##### Weekdays (Mon-Thu):

- Higher occupancy and APC on weekdays, driven by corporate footfall.
- Lunch revenue remained stable, while breakfast saw significant growth.

##### Weekends (Fri-Sun):

- Dinner remains the biggest contributor, accounting for 38% of total weekend revenue.
- Brunch trends are emerging, indicating potential for premium weekend offerings.



#### 7. Conclusion & Strategic Takeaways


- **Sustained Growth Potential:** The All-Day Dining segment is poised for continued expansion, driven by rising APC, strong breakfast demand, and increasing corporate dining.
- **Key Focus on Meal Periods:** Breakfast continues to be the highest growth meal period, while dinner remains the dominant revenue contributor. Lunch shows steady improvement with opportunities in premium dining experiences.
- **Revenue Diversification:** With food revenue dominating, hotels should focus on expanding beverage and ancillary revenues through curated experiences and upselling opportunities.

- By leveraging these strategies, All-Day Dining outlets can drive higher guest engagement, maximize revenue streams, and solidify their position as a core revenue center for hotels

## 8. Outlook for 2025

### Continued Growth & Optimization:

- Premiumization of All-Day Dining offerings expected to increase revenue per cover.
- Corporate dining demand will rise, driving weekday lunch growth.
- Weekend brunch and experiential dining expected to be major growth areas.

 With a projected revenue of INR 12.8 Cr for 2025, strategic menu innovation, premium offerings, and pricing optimization will be the key drivers of growth.

### *Indian Speciality: A Growing Niche in Hotel F&B*

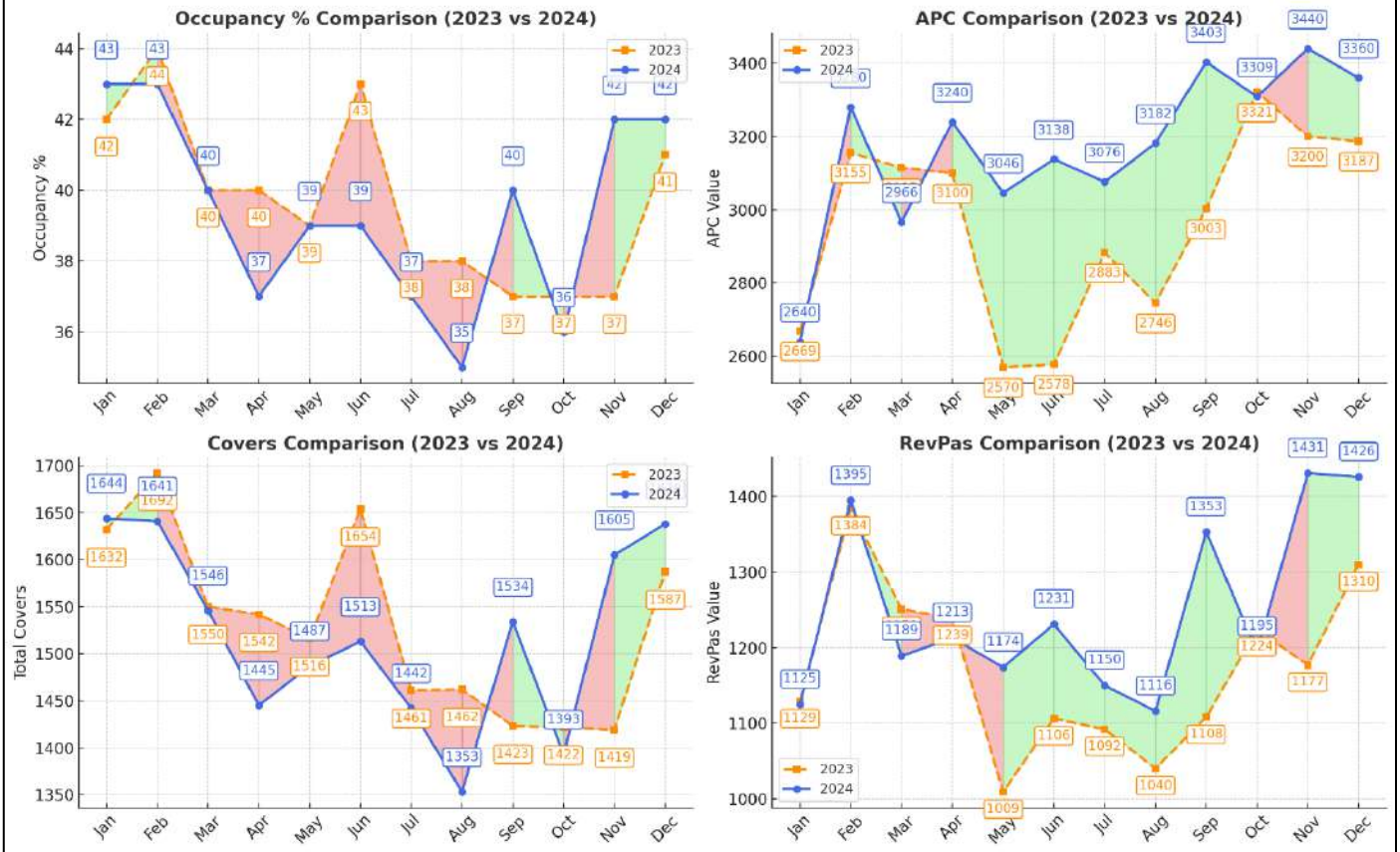
The Indian Specialty Restaurant (ISR) segment continues to be a key contributor to food & beverage revenue in Bangalore's upscale and luxury hotels. 2024 showcased stable growth, particularly in **dinner and weekend dining**, which are primary revenue drivers. Below is a structured breakdown of performance insights:

	Indian	Q1		Q2		Q3		Q4		FY	
		2023	2024	2023	2024	2023	2024	2023	2024	2023	2024
Overall	Occupancy %	42%	42%	41%	38%	38%	37%	38%	40%	40%	39%
	APC	2979	2962	2746	3140	2877	3225	3234	3372	2957	3172
	RevPas	1255	1236	1118	1206	1080	1206	1237	1351	1172	1250
	Average Total Covers	4875	4831	4712	4445	4345	4329	4427	4636	18359	18242
	Average Total Revenue	1.45 Cr	1.43 Cr	1.29 Cr	1.40 Cr	1.25 Cr	1.40 Cr	1.43 Cr	1.56 Cr	5.43 Cr	5.79 Cr
Meal Period	Average Breakfast Revenue	1.06 Lac	0.67 Lac	1.35 Lac	0.63 Lac	0.94 Lac	0.63 Lac	0.70 Lac	0.78 Lac	4.06 Lac	2.71 Lac
	Average Lunch Revenue	20.83 Lac	19.61 Lac	20.58 Lac	21.24 Lac	19.55 Lac	21.76 Lac	20.80 Lac	24.72 Lac	81.76 Lac	87.33 Lac
	Average Dinner Revenue	1.23 Cr	1.23 Cr	1.07 Cr	1.18 Cr	1.05 Cr	1.17 Cr	1.22 Cr	1.31 Cr	4.57 Cr	4.89 Cr
Segmentation By Revenue	Food Revenue	99.37 Lac	99.90 Lac	92.13 Lac	96.84 Lac	87.37 Lac	98.60 Lac	99.16 Lac	1.07 Cr	3.78 Cr	4.02 Cr
	Beverage Revenue	45.47 Lac	43.16 Lac	36.83 Lac	42.05 Lac	37.03 Lac	40.81 Lac	43.24 Lac	48.29 Lac	1.63 Cr	1.74 Cr
	Other Revenue	0.40 Lac	0.04 Lac	0.43 Lac	0.69 Lac	0.59 Lac	0.21 Lac	0.77 Lac	1.18 Lac	2.19 Lac	2.13 Lac

### 1. Key Performance Metrics

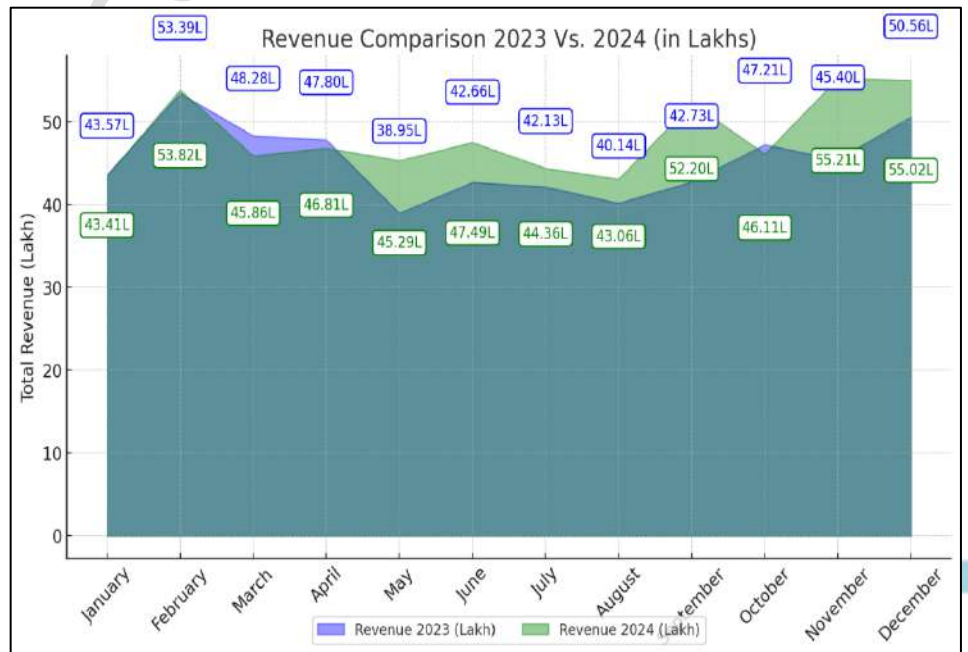
- **Occupancy Rate:** Slight decline to **39%** from **40%** in 2023, reflecting marginal fluctuations in demand.
- **APC (Average Per Cover):** Increased **7% YoY** to **INR 3,172**, indicating improved guest spending.
- **RevPAS (Revenue Per Available Seat):** Increased **7% YoY** to **INR 1,250**, driven by higher average per cover.
- **Total Revenue:** ISR generated **INR 5.79 Cr**, a **7% increase from 2023**, with strong growth in **dinner revenue**.

### Indian Outlets: 2023 vs 2024 Comparison Charts



## 2. Monthly & Quarterly Performance Trends

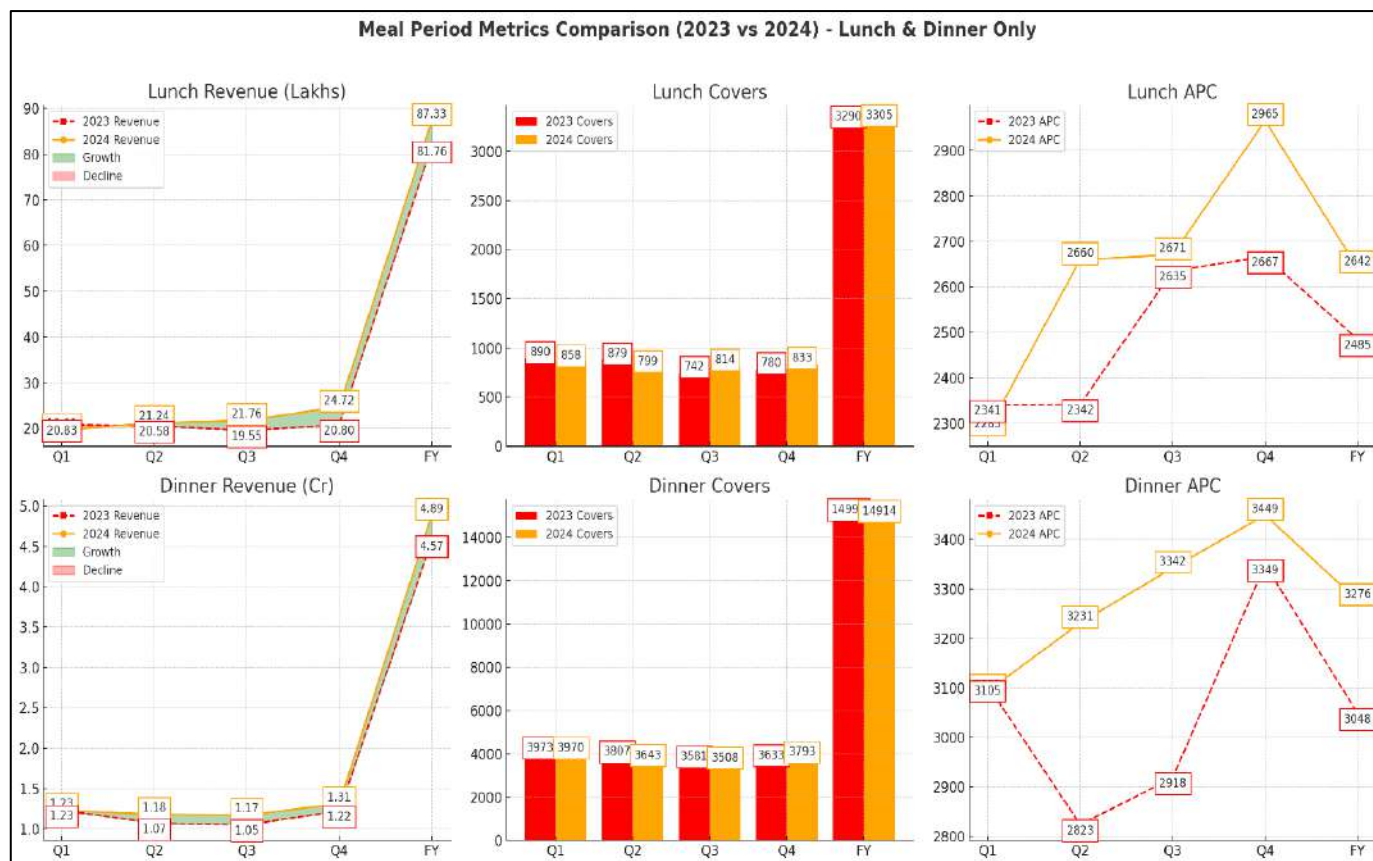
- **December, November, and September** were the top-performing months, each witnessing revenue growth of over **8% YoY**.
- **Q4 recorded the highest growth**, with a **9% increase**, driven by festive demand and premium dining experiences
- **Dinner remains the dominant meal period**, while **lunch has stabilized** with modest growth.





### 3. Meal Period Insights

- **Lunch Revenue:** Grew 7% YoY, reaching **INR 87.33 Lac**, driven by business dining and set menu offerings
- **Dinner Revenue:** Increased 7% YoY, reaching **INR 4.89 Cr**, confirming its position as the highest revenue contributor



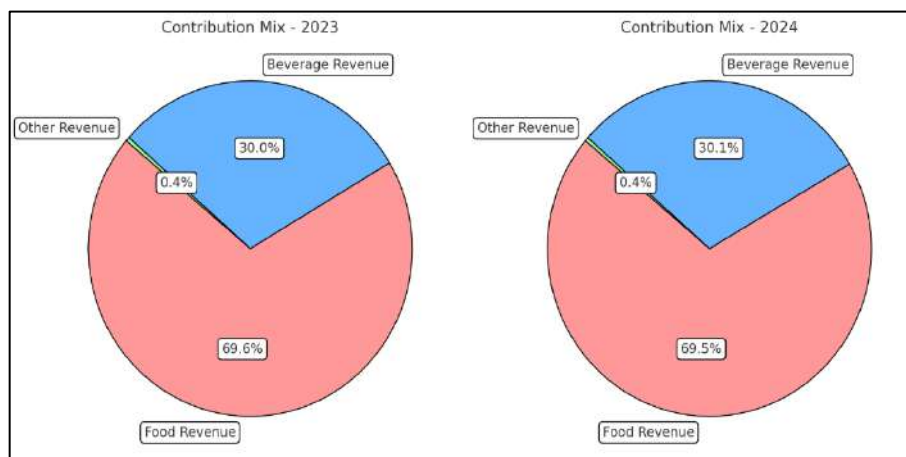
#### Key Observations:

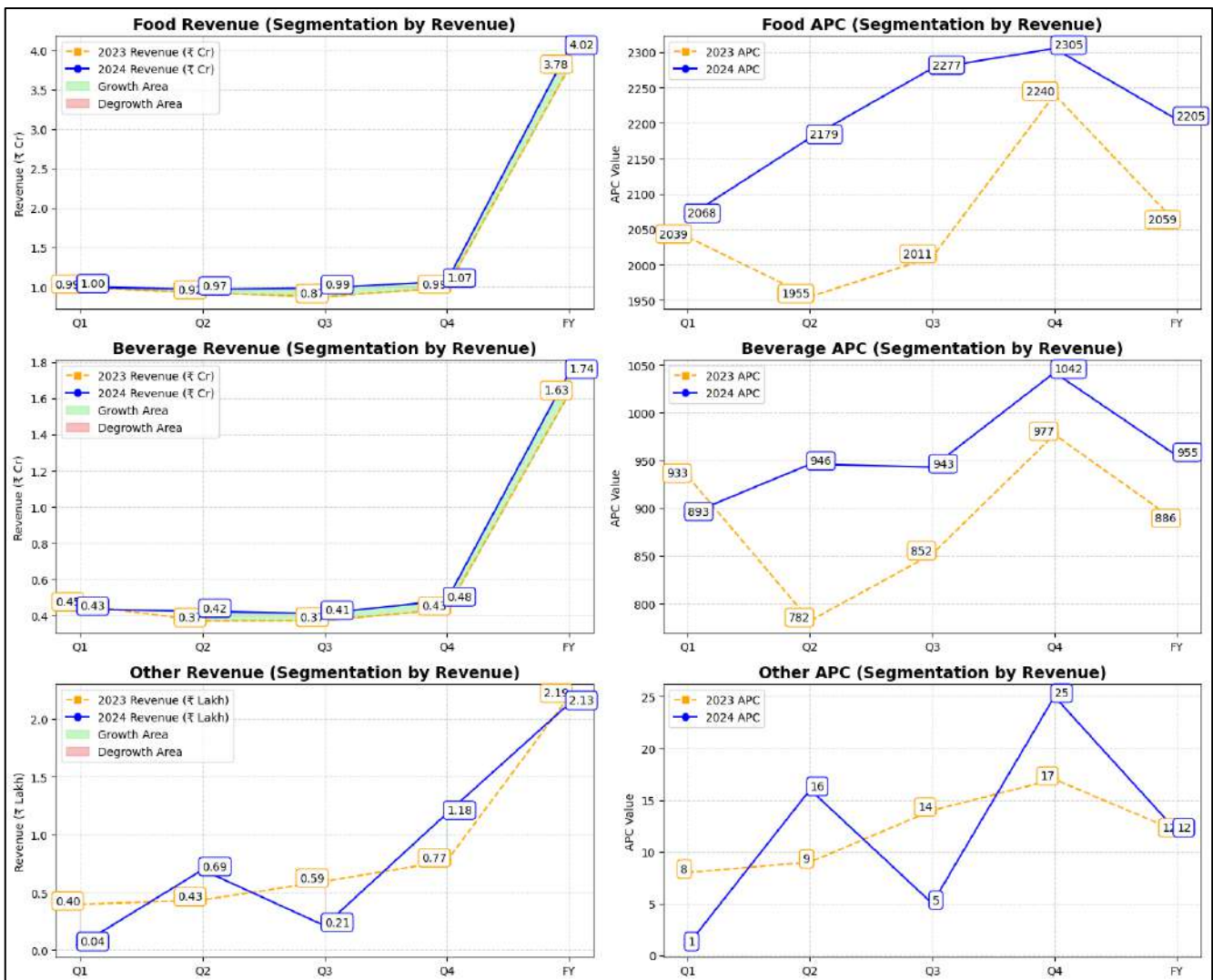
- **Dinner remains the most significant revenue stream, contributing over 80% of total revenue.**
- **Lunch segment shows stability, with opportunities in premium dining offerings.**

### 5. Revenue Segmentation

🍴 **Food Revenue:** Increased by 6% YoY, now contributing **69.4% of total ISR revenue.**

🍹 **Beverage Revenue:** Increased 7% YoY, with strong performance in premium beverage sales.





#### 4. Day-of-the-Week Performance

##### 📅 Weekdays (Mon-Thu):

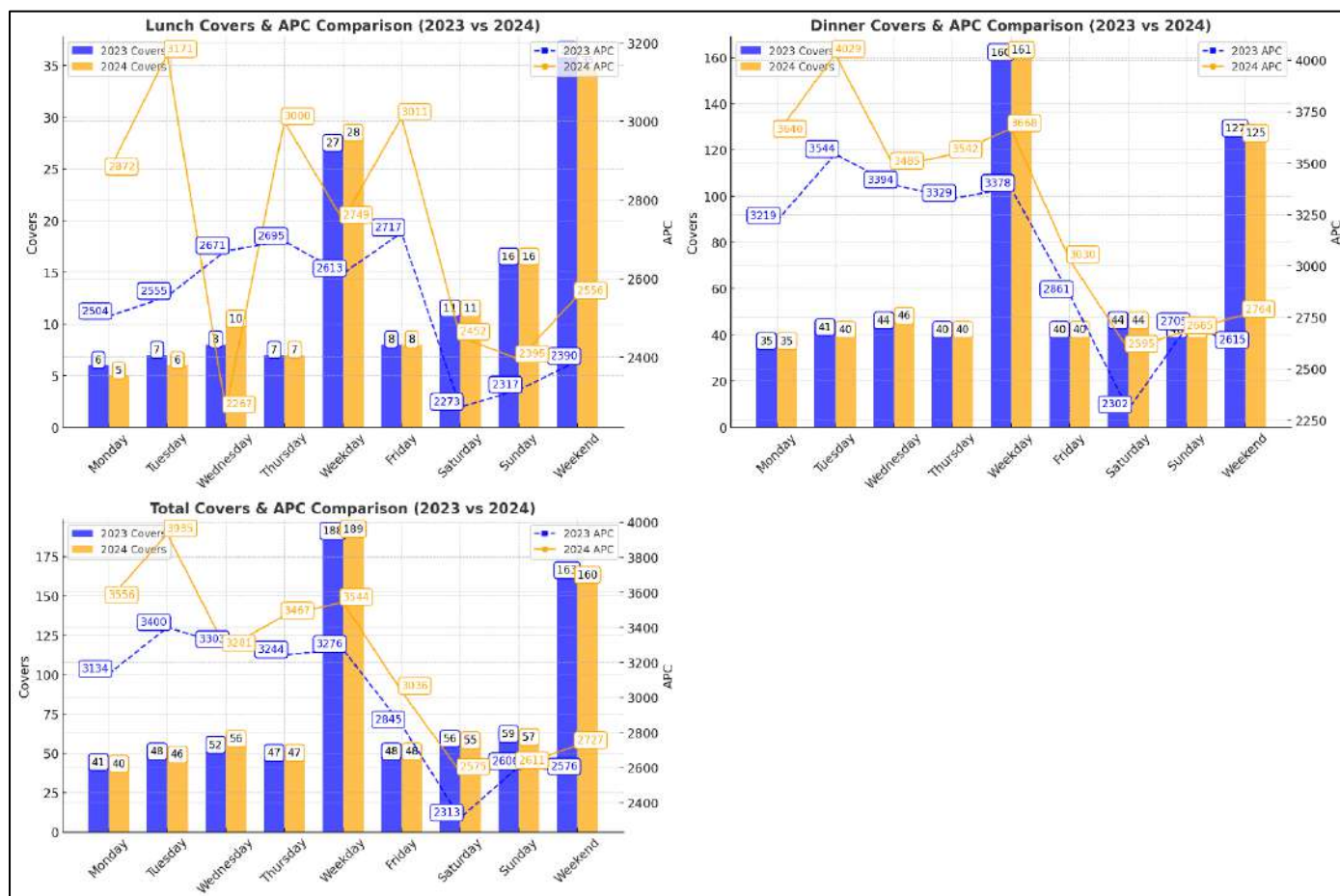
- **Higher occupancy and steady APC on weekdays**, driven by business dining.
- **Dinner contributes the most**, while lunch revenue remains consistent.

##### 📅 Weekends (Fri-Sun):

- **Dinner dominates with 79% of total weekend revenue**, highlighting consumer preference for evening dining experiences.
- **Weekend footfall higher but covers per seating remain unchanged.**

#### 7. Conclusion & Strategic Takeaways

- **Stable Market Presence:** Indian Speciality Restaurants continue to maintain a strong position in hotel F&B, with moderate growth and stable consumer demand.



- **Dinner Leads the Segment:** Evening dining remains the key revenue generator, while lunch holds steady, and breakfast needs strategic focus.
- **Diversification of Revenue Streams:** Enhancing beverage sales and leveraging exclusive dining events will be critical for long-term sustainability.
- **2025 Growth Strategy:** Hotels should prioritize premium menu enhancements, experiential dining, and beverage program expansion to maximize profitability.

By capitalizing on these strategies, Indian Specialty Restaurants can drive higher guest engagement, maximize revenue streams, and strengthen their role as a premium dining segment.

## 8. Outlook for 2025

### Optimizing Revenue Streams:

- **Enhancing** menu premiumization to **increase APC**.
- Focusing on **weekend** experiential dining for **increased footfall**.
- **Improving beverage** revenue through curated **pairings and promotions**.

With a projected revenue of **INR 6.3 Cr** for 2025, focusing on premiumization, experience-driven dining, and revenue optimization will drive success.

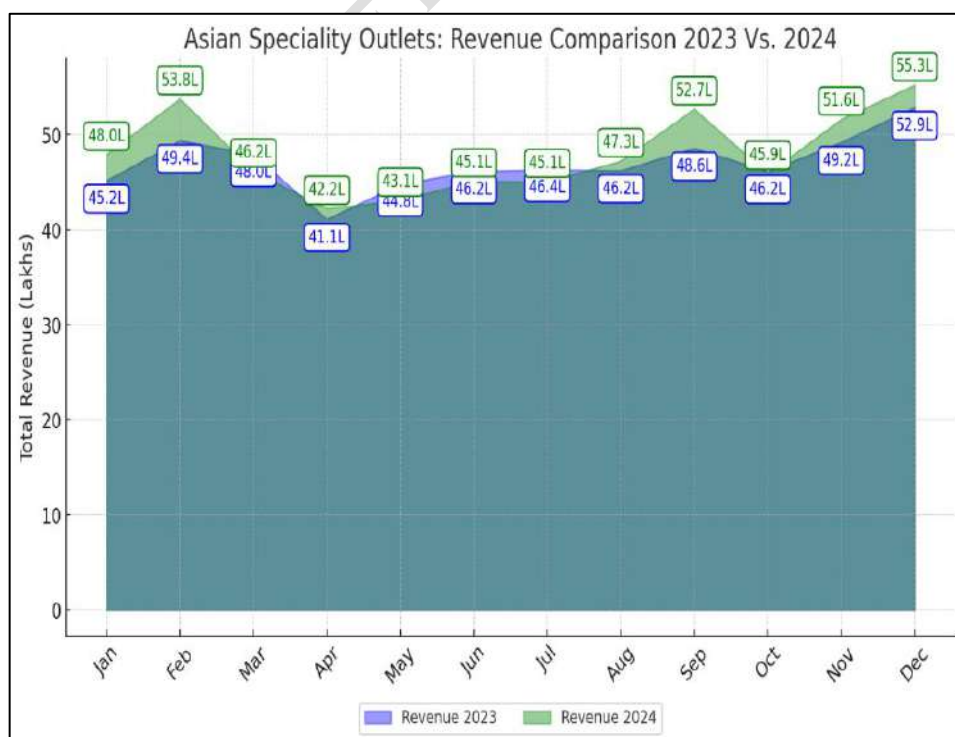
## Asian Speciality: A Key Revenue Contributor in Hotel F&B

The Asian Specialty Restaurant (ASR) segment has demonstrated steady performance in Bangalore's luxury and upscale hotels, with **dinner and weekend dining** being the primary revenue drivers. The following analysis highlights the key trends and insights for 2024.

	Asian	Q1		Q2		Q3		Q4		FY	
		2023	2024	2023	2024	2023	2024	2023	2024	2023	2024
Overall	Occupancy %	31%	31%	29%	28%	28%	35%	30%	33%	29%	31%
	APC	3332	3459	3198	3354	3559	2997	3581	3323	3415	3274
	RevPas	1017	1055	943	931	1007	1035	1058	1090	1006	1028
	Average Total Covers	4278	4277	4132	3890	3967	4840	4141	4599	16518	17606
	Average Total Revenue	1.43 Cr	1.48 Cr	1.32 Cr	1.30 Cr	1.41 Cr	1.45 Cr	1.48 Cr	1.53 Cr	5.64 Cr	5.76 Cr
Meal Period	Average Breakfast Revenue	1.05 Lac	2.36 Lac	1.01 Lac	3.25 Lac	0.75 Lac	3.33 Lac	1.45 Lac	0.69 Lac	4.25 Lac	9.63 Lac
	Average Lunch Revenue	28.23 Lac	30.92 Lac	30.06 Lac	28.36 Lac	27.20 Lac	33.27 Lac	30.00 Lac	30.16 Lac	1.15 Cr	1.23 Cr
	Average Dinner Revenue	1.13 Cr	1.15 Cr	1.01 Cr	98.88 Lac	1.13 Cr	1.08 Cr	1.17 Cr	1.22 Cr	4.44 Cr	4.44 Cr
Segmentation By Revenue	Food Revenue	99.23 Lac	1.04 Cr	95.30 Lac	92.30 Lac	97.60 Lac	1.00 Cr	1.02 Cr	1.09 Cr	3.94 Cr	4.06 Cr
	Beverage Revenue	43.13 Lac	44.31 Lac	36.80 Lac	38.15 Lac	43.50 Lac	44.36 Lac	46.32 Lac	43.25 Lac	1.70 Cr	1.70 Cr
	Other Revenue	0.18 Lac	0.06 Lac	0.03 Lac	0.04 Lac	0.09 Lac	0.36 Lac	0.12 Lac	0.26 Lac	0.42 Lac	0.72 Lac

### 1. Key Performance Metrics

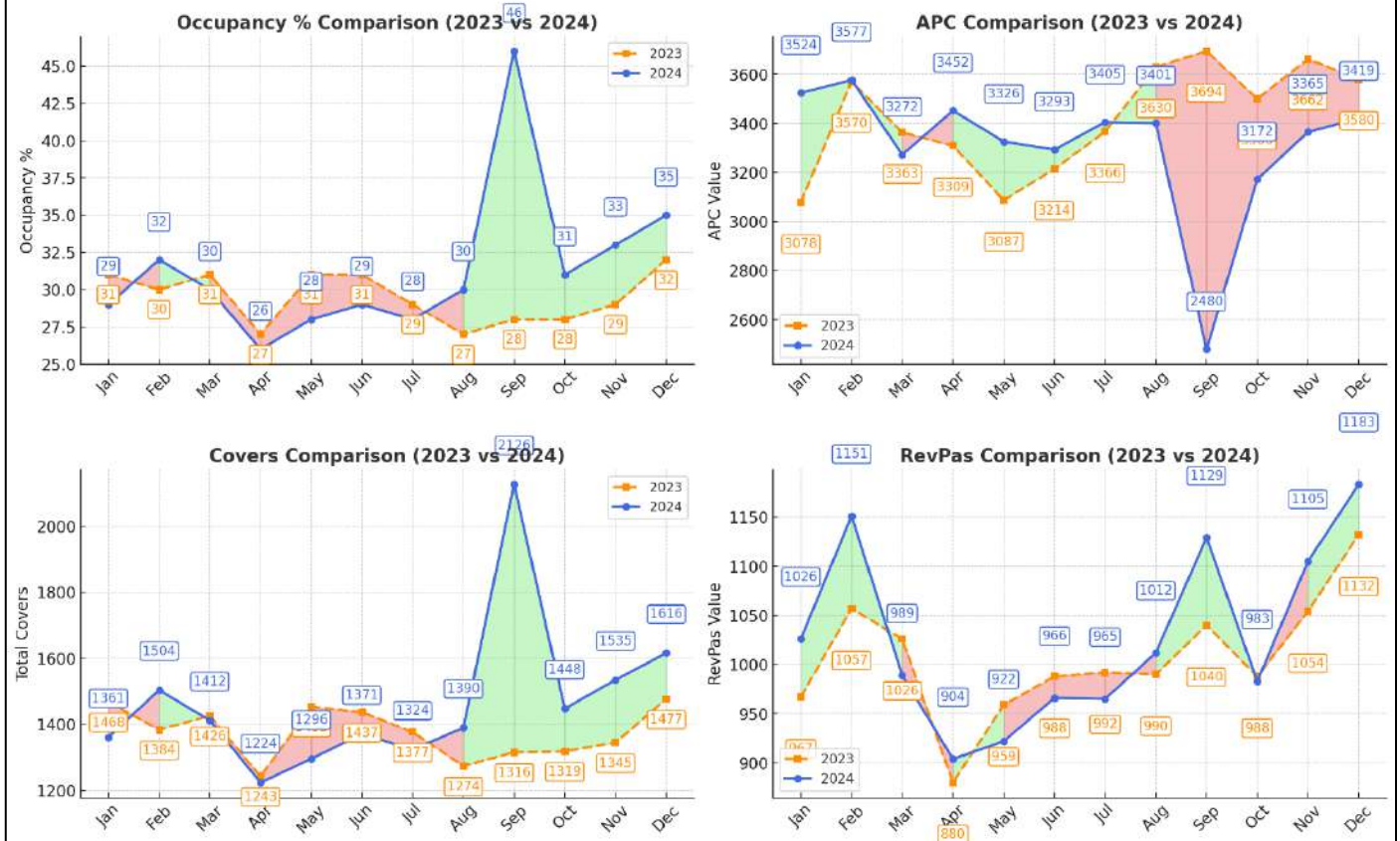
- Occupancy Rate:** Increased slightly to **31%** from **29%** in 2023, indicating a stable guest preference.
- (Average Per Cover):** Declined **4% YoY** to **INR 3,274**, reflecting pricing adjustments and guest behavior shifts.
- RevPAS (Revenue Per Available Seat):** Increased **2% YoY** to **INR 1,028**, driven by optimized table turnover and dining efficiency.
- Total Revenue:** ASR generated **INR 5.76 Cr**, marking a **2% increase from 2023**, with strong **dinner revenue contribution**.



### 2. Monthly & Quarterly Performance Trends

- **October, November, and December** were the highest-performing months, each achieving **3-4% revenue growth YoY**.
- **Q4 saw the strongest growth**, with a **3% increase**, primarily driven by premium dining experiences.
- **Dinner** remains the **dominant** meal period, while **lunch** has shown **stable performance**.

### Asian Speciality Outlets: 2023 vs 2024 Comparison Charts



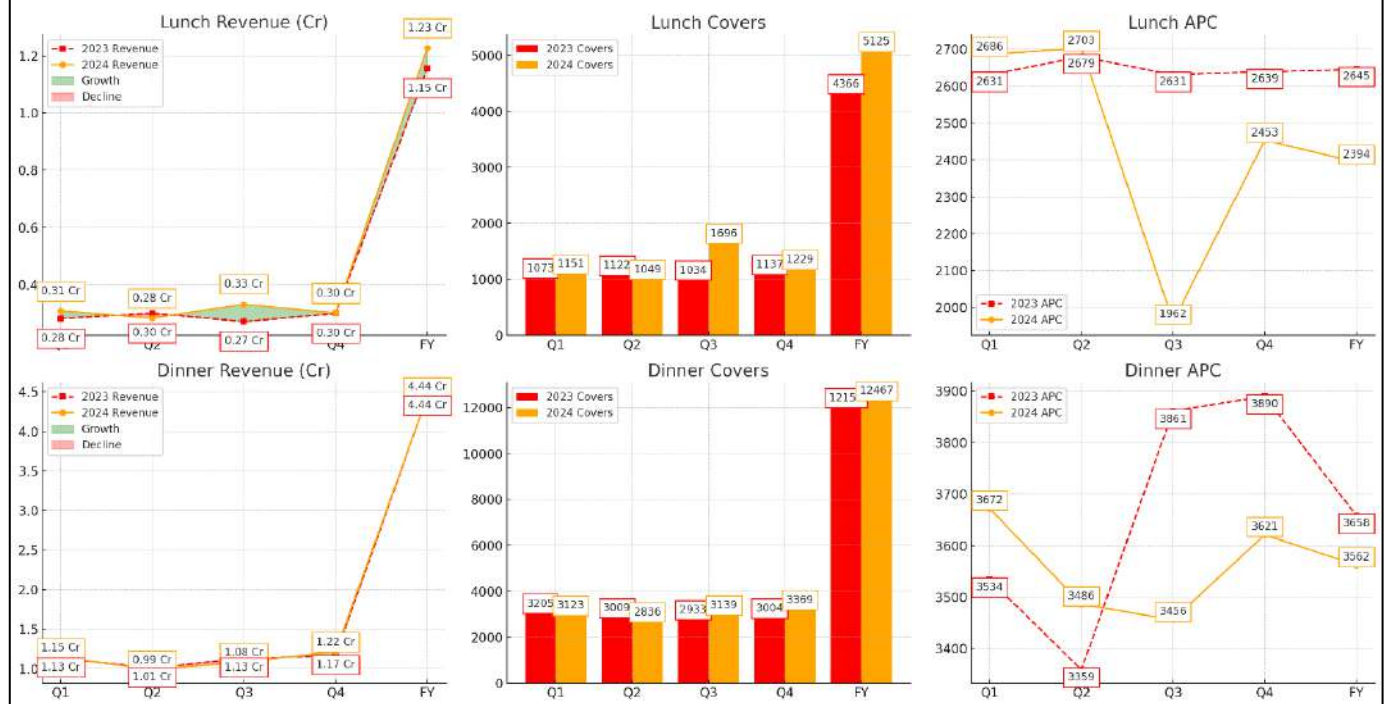
### 3. Meal Period Insights

- **Lunch Revenue: Grew 6% YoY**, reaching INR 1.23 Cr, driven by business dining and group bookings
- **Dinner Revenue: Remained stable YoY**, contributing INR 4.44 Cr, confirming its role as the primary revenue generator.

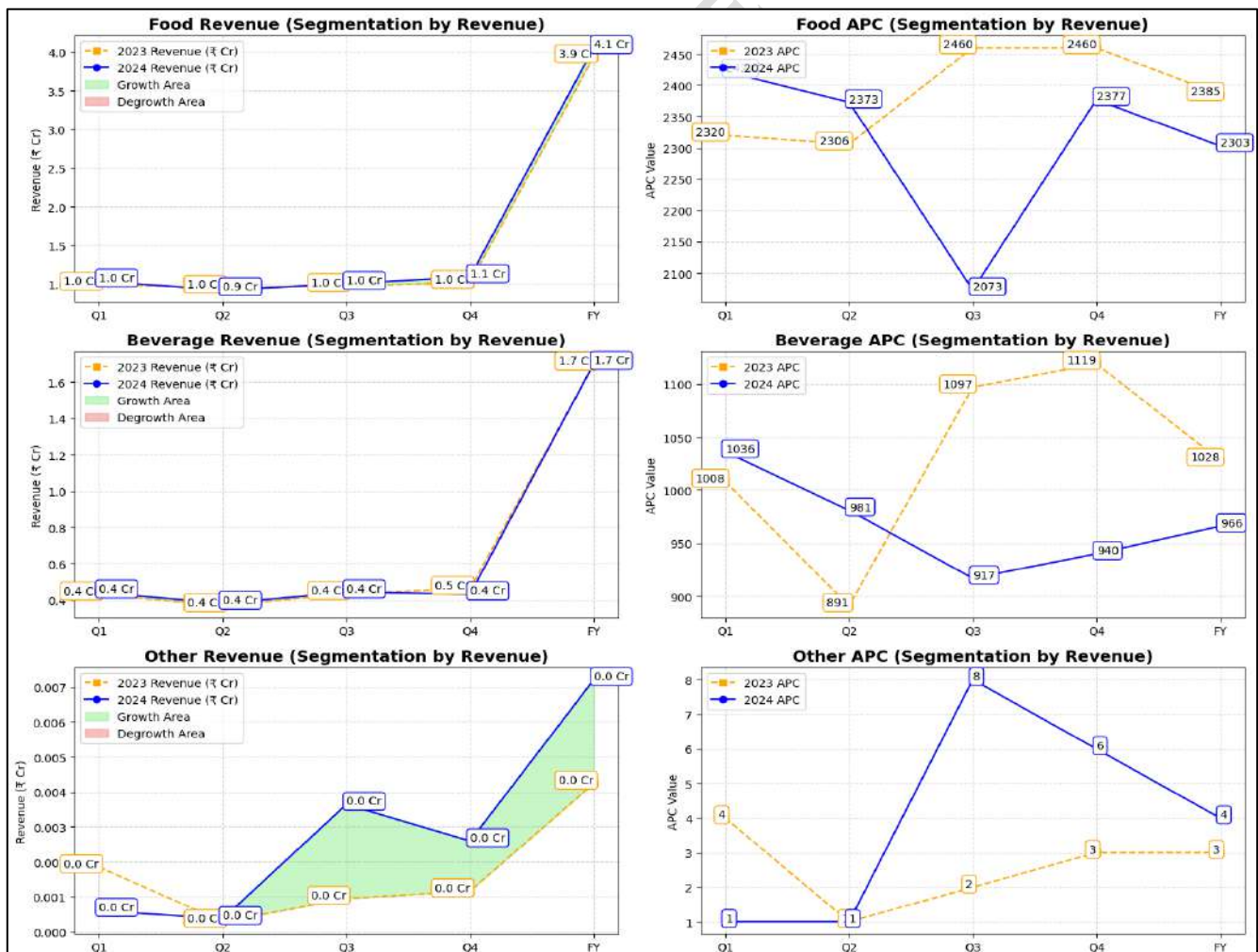
#### Key Observations:

- **Dinner contributes over 75% of total revenue**, solidifying its importance.
- **Lunch revenue shows consistent growth**, driven by business clients and curated menus.

### Asian Speciality Outlets - Lunch & Dinner Metrics Comparison (2023 vs 2024) in Cr

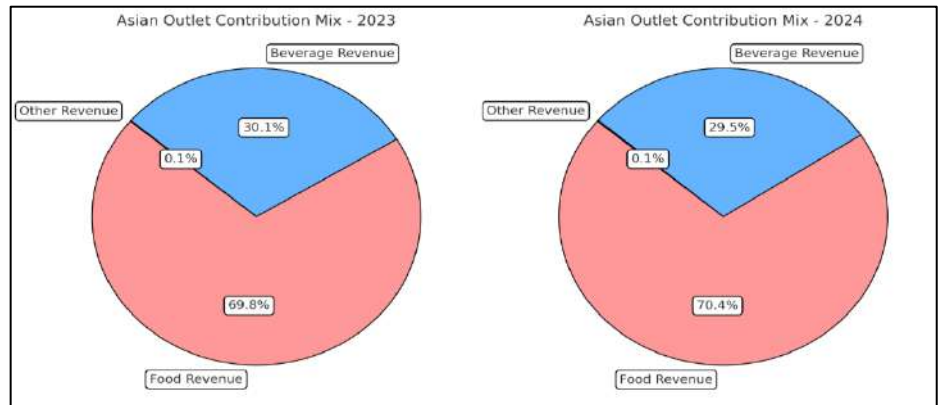


## 5. Revenue Segmentation



**🍽️ Food Revenue:** Increased by **3% YoY**, contributing **70.4%** of total ASR revenue.

**🍹 Beverage Revenue:** Remained **flat YoY**, with steady demand for premium beverages.



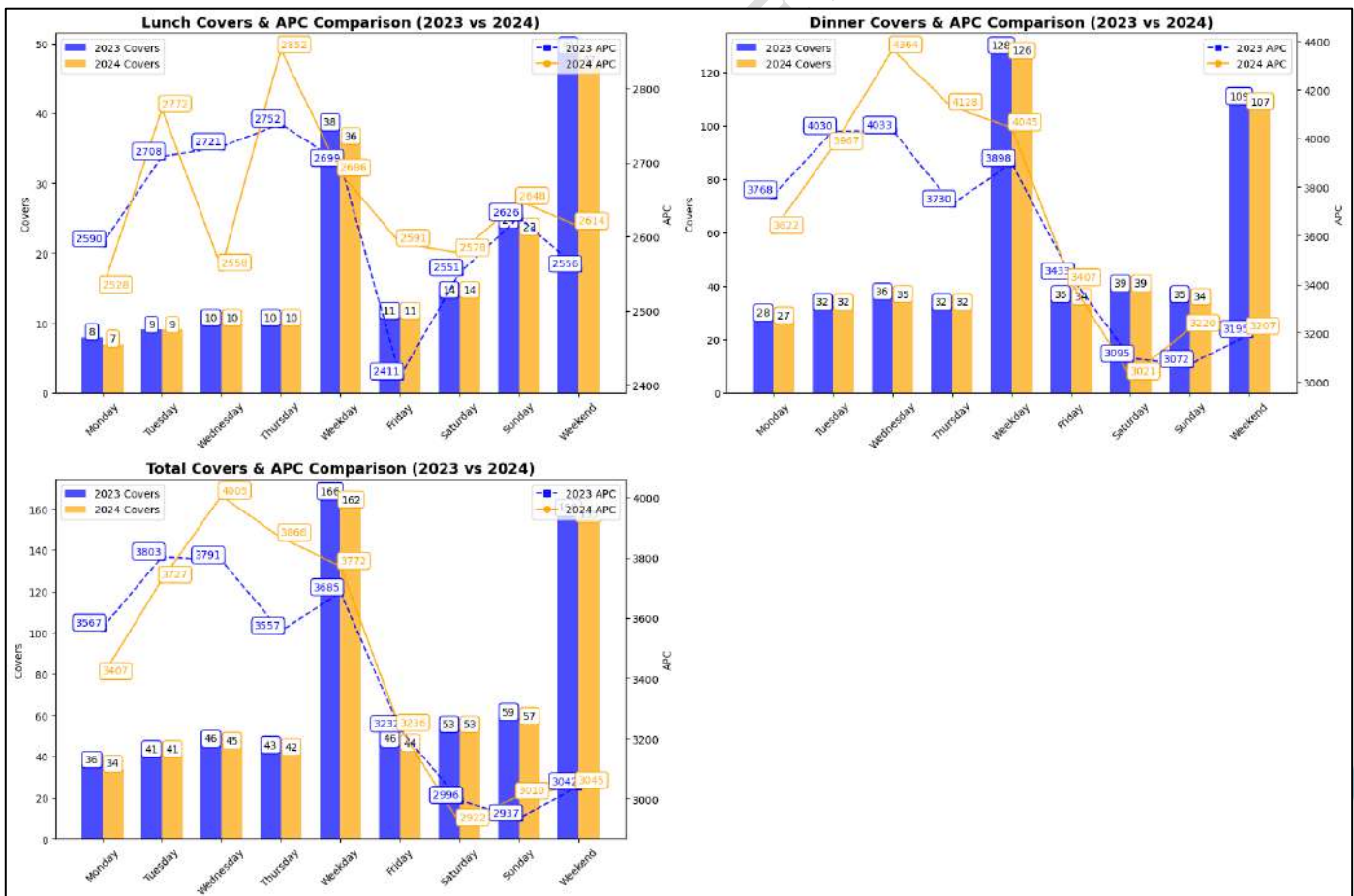
#### 4. Day-of-the-Week Performance

##### 📅 Weekdays (Mon-Thu):

- **Weekday occupancy is stable**, with strong performance in **lunch and dinner service**.
- **APC remains steady**, indicating guest spending consistency.

##### 📅 Weekends (Fri-Sun):

- **Weekend dining contributes 42%** of total revenue, driven by dinner bookings.



- **Brunch and group dining saw increased traction**, highlighting an opportunity for expansion.

## 7. Conclusion & Strategic Takeaways

- **Stable Performance with Growth Potential:** Asian Specialty Restaurants have a strong market presence, with steady revenue growth and opportunities in experiential dining.
- **Dinner is the Key Revenue Driver:** It continues to be the most significant meal period, while lunch remains stable, and breakfast shows emerging
- **Enhancing Revenue Streams:** Focused strategies on beverage pairings, weekend brunches, and exclusive events will drive higher profitability.
- **2025 Growth Strategy:** Hotels should prioritize premium menu enhancements, experiential dining, and beverage program expansion to maximize profitability.
- **By leveraging these strategies, Asian Specialty Restaurants can drive stronger guest engagement, boost revenue streams, and reinforce their premium positioning in the market.**

## 8. Outlook for 2025

### Strengthening Market Position:

- Curated dining experiences to enhance revenue per cover.
- Expansion of premium weekend offerings to attract high-value guests.
- Private dining events and themed experiences expected to drive incremental revenue.

With projected revenue of INR 6.1 Cr in 2025, strategic investments in menu innovation, premiumization, and guest experiences will be essential for continued growth.

### **Bar & Lounge: A Key Revenue Driver for Hotel F&B**

The Bar & Lounge segment remains a crucial component of hotel F&B operations, catering to both casual and premium clientele. 2024 showcased **stable occupancy levels and strong APC growth**, particularly in **weekend and evening operations**, which continue to be the dominant revenue drivers

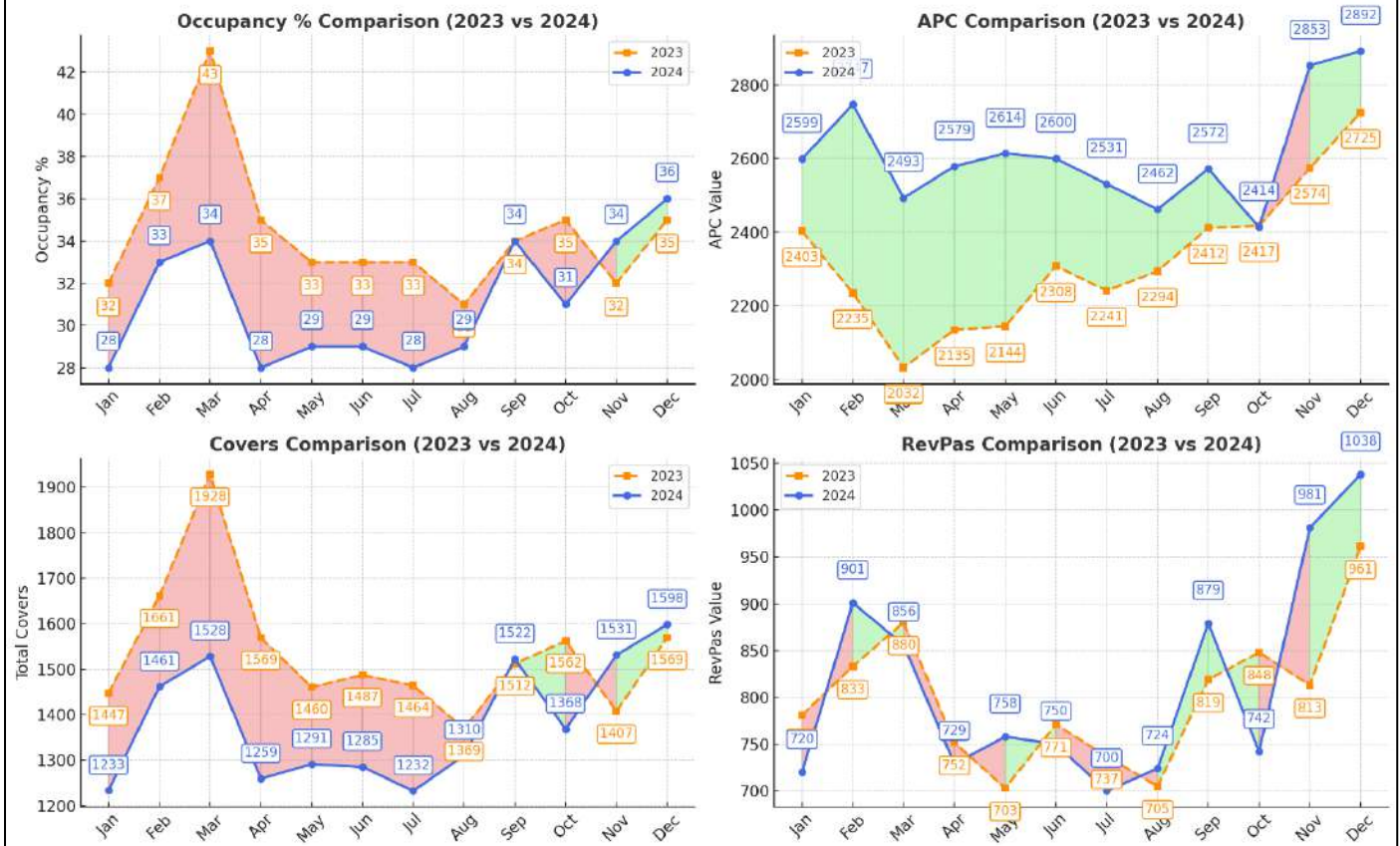
	Bar	Q1		Q2		Q3		Q4		FY	
		2023	2024	2023	2024	2023	2024	2023	2024	2023	2024
Overall	Occupancy %	38%	32%	34%	29%	33%	30%	34%	34%	34%	31%
	APC	2206	2612	2195	2598	2317	2524	2572	2733	2322	2620
	RevPas	831	826	742	746	754	768	874	920	786	815
	Average Total Covers	5036	4222	4516	3834	4344	4064	4538	4497	18435	16618
	Average Total Revenue	1.11 Cr	1.10 Cr	99.13 Lac	99.62 Lac	1.01 Cr	1.03 Cr	1.17 Cr	1.23 Cr	4.28 Cr	4.35 Cr
Meal Period	Average Breakfast Revenue	0.64 Lac	1.00 Lac	0.71 Lac	0.46 Lac	0.55 Lac	0.52 Lac	0.97 Lac	0.57 Lac	2.87 Lac	2.54 Lac
	Average Lunch Revenue	14.93 Lac	15.00 Lac	13.68 Lac	16.23 Lac	17.78 Lac	16.52 Lac	17.35 Lac	22.25 Lac	63.74 Lac	70.01 Lac
	Average Dinner Revenue	95.50 Lac	94.29 Lac	84.74 Lac	82.93 Lac	82.34 Lac	85.55 Lac	98.43 Lac	1.00 Cr	3.61 Cr	3.63 Cr
Segmentation By Revenue	Food Revenue	41.04 Lac	40.02 Lac	36.63 Lac	35.78 Lac	36.58 Lac	36.60 Lac	41.10 Lac	47.87 Lac	1.55 Cr	1.60 Cr
	Beverage Revenue	69.28 Lac	69.82 Lac	61.96 Lac	63.34 Lac	63.48 Lac	65.37 Lac	74.97 Lac	73.56 Lac	2.70 Cr	2.72 Cr
	Other Revenue	0.76 Lac	0.45 Lac	0.54 Lac	0.49 Lac	0.61 Lac	0.62 Lac	0.68 Lac	1.50 Lac	2.58 Lac	3.06 Lac



## 1. Key Performance Metrics

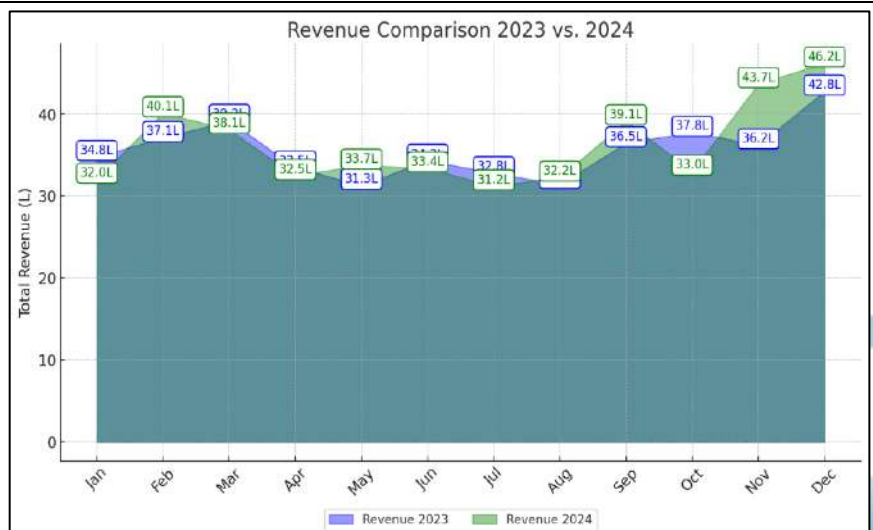
- **Occupancy Rate:** Slight decline to 31% from 34% in 2023, reflecting minor fluctuations in demand.
- **APC (Average Per Cover):** Increased 13% YoY to INR 2,620, signalling higher guest spending.
- **RevPAS (Revenue Per Available Seat):** Increased 4% YoY to INR 815, driven by increased guest spending.
- **Total Revenue:** The Bar & Lounge segment generated INR 4.35 Cr, a 2% increase from 2023, with consistent growth in beverage revenue.

Bar Outlets - 2023 vs 2024 Comparison Charts



## 2. Monthly & Quarterly Performance Trends

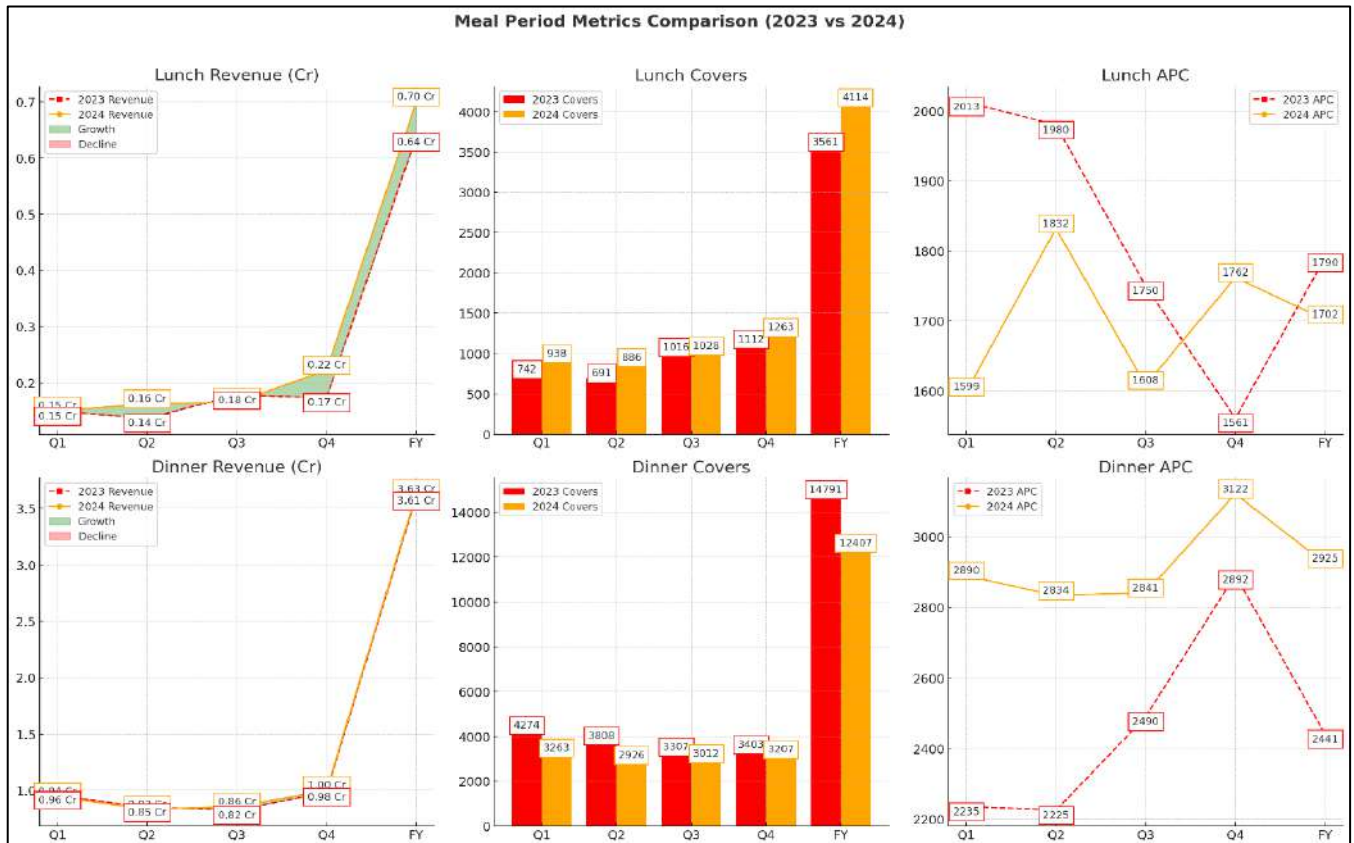
- **December, November, and September** were the top-performing months, each witnessing revenue growth of over 5% YoY
- **Q4 recorded the highest growth**, with a 5% increase, driven by festive gatherings and premium beverage offerings.



- Dinner remains the dominant time slot, while lunch revenues showed stability.

### 3. Meal Period Insights

- **Lunch Revenue:** Grew 10% YoY, reaching INR 70.01 Lac, supported by business clientele and afternoon social gatherings
- **Dinner Revenue:** Increased by 1% YoY, reaching INR 3.63 Cr, confirming its role as the highest revenue contributor.



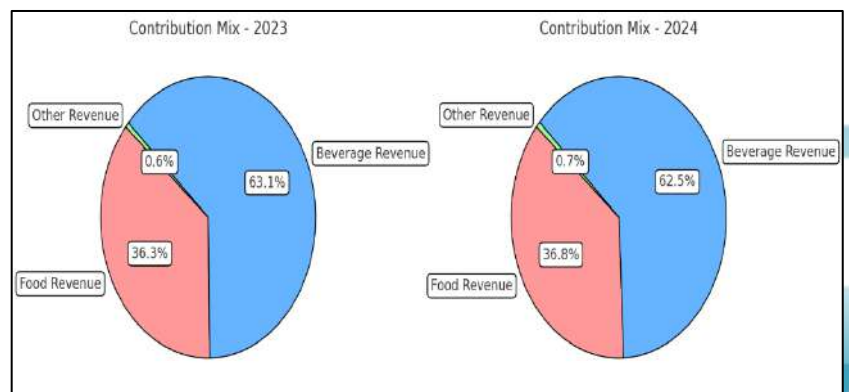
#### Key Observations:

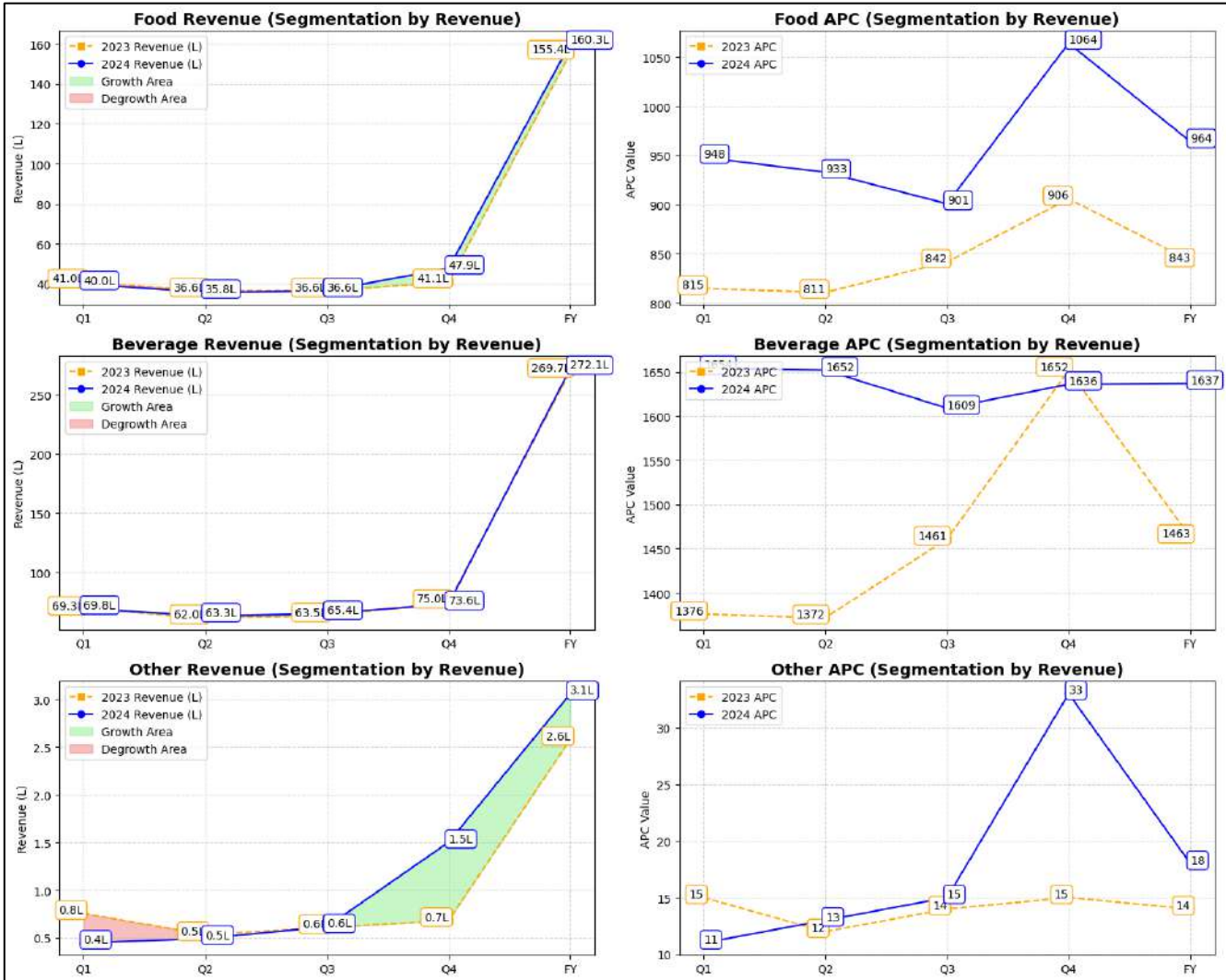
- Dinner remains the most significant revenue stream, contributing over 80% of total revenue.
- Lunch segment continues to grow, presenting an opportunity for upscale set menus and corporate promotions.

### 5. Revenue Segmentation

🍴 **Food Revenue:** Increased by 3% YoY, contributing 37% of total bar revenue.

🍹 **Beverage Revenue:** Increased by 1% YoY, with sustained demand for premium liquor and cocktails.





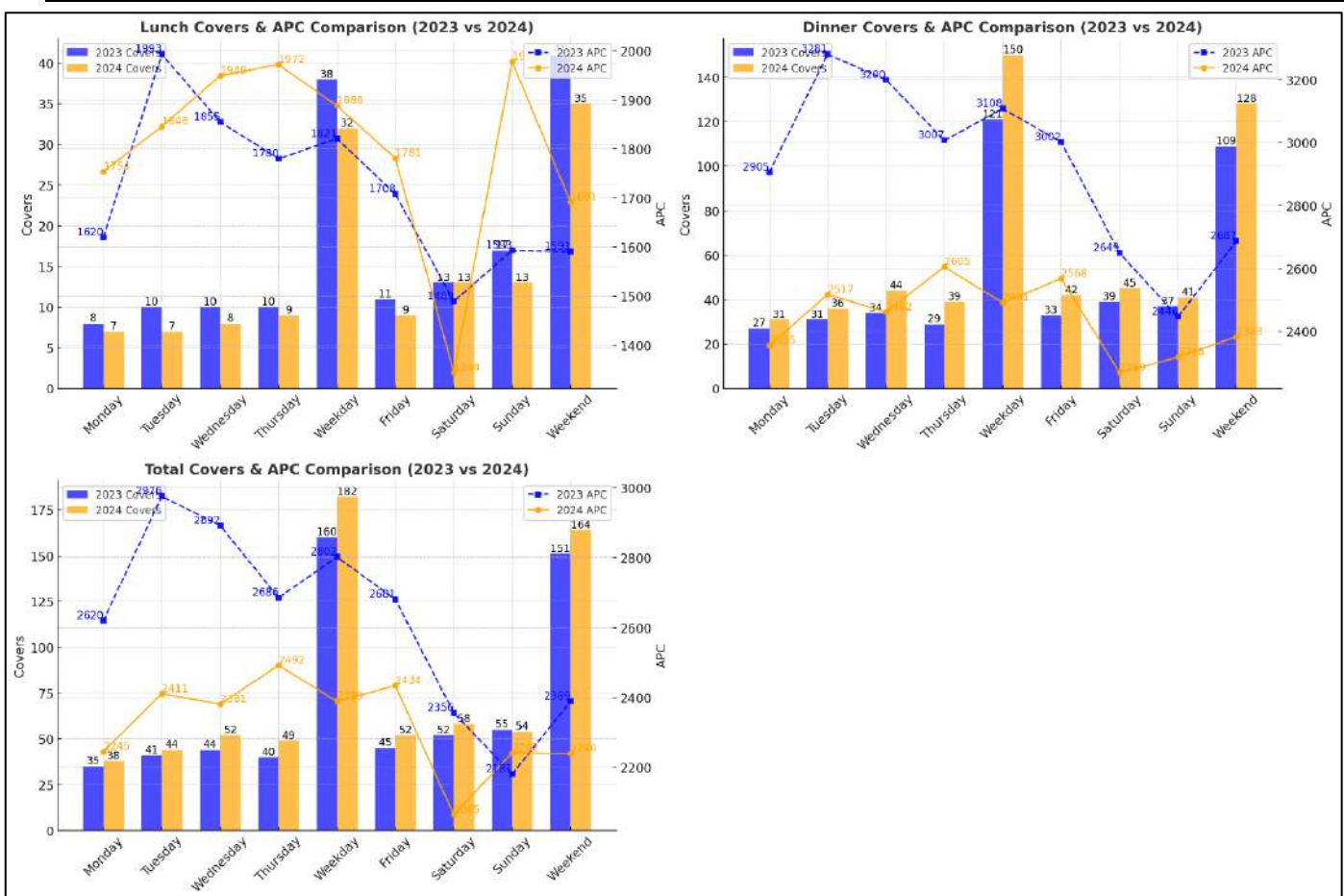
#### 4. Day-of-the-Week Performance

##### Weekdays (Mon-Thu):

- **Stronger** performance in evening sessions, driven by corporate and social events.
- **Monday to Thursday revenue** consistently higher than weekend breakfast and lunch sales.

##### Weekends (Fri-Sun):

- **Weekend dinner contributes over 80% of total weekend revenue**, reflecting strong consumer preference for nightlife.
- **Slight decline in overall weekend revenue compared to 2023 (-2%)**, suggesting an opportunity for premium experiences.



#### 7. Conclusion & Strategic Takeaways

- **Stable Market Position:** Bars & Lounges continue to be a major contributor to hotel F&B revenues, with minor fluctuations in demand
- **Beverage Revenue is the Key Driver:** Strong potential exists in whiskey pairings, exclusive cocktails, and mixology events.
- **Opportunities in Themed Nights & Experiences:** Introducing exclusive lounge events, live entertainment, and premium tasting menus will drive incremental revenue.
- **2025 Growth Strategy:** Hotels should focus on **weekend experiences, premium beverage promotions, and enhanced lounge offerings** to maximize profitability.

- By capitalizing on these strategies, Bar & Lounge outlets can further elevate their positioning, increase guest engagement, and drive higher revenue streams.

## 8. Outlook for 2025

### Optimizing Revenue Streams:

- Expanding premium cocktail and whiskey programs to drive beverage revenue.
- Curating exclusive mixology events and themed nights for enhanced engagement.

With a projected revenue of INR 4.7 Cr for 2025, focusing on premium experiences, beverage innovation, and curated events will be key drivers for growth.

## IRD: A Stable Yet Evolving Hotel Segment

In-Room Dining (IRD) remains an essential but evolving segment in the hotel F&B ecosystem, catering to guests seeking privacy, convenience, and premium dining experiences within their rooms. In 2024, IRD showed **moderate growth in total revenue** despite challenges in **occupancy rates** and **guest spending patterns**. The following report highlights key insights into performance trends, revenue drivers, and future opportunities for IRD in Bangalore's luxury hotel market.

	IRD	Q1		Q2		Q3		Q4		FY	
		2023	2024	2023	2024	2023	2024	2023	2024	2023	2024
Overall	Occupancy %	8%	8%	8%	8%	7%	8%	7%	8%	8%	8%
	APC	1074	1136	1157	1142	1165	1282	1225	1270	1153	1207
	RevPas	89	89	94	95	86	101	90	103	90	97
	Average Total Covers	5538	5291	5477	5622	5058	5361	5012	5541	21085	21816
	Average Total Revenue	59.46 Lac	60.11 Lac	63.38 Lac	64.21 Lac	58.95 Lac	68.71 Lac	61.38 Lac	70.36 Lac	2.43 Cr	2.63 Cr
Meal Period	Average Breakfast Revenue	9.92 Lac	9.05 Lac	9.79 Lac	8.96 Lac	9.06 Lac	10.02 Lac	8.87 Lac	10.80 Lac	37.64 Lac	38.82 Lac
	Average Lunch Revenue	12.76 Lac	16.56 Lac	14.20 Lac	17.35 Lac	14.26 Lac	17.17 Lac	16.24 Lac	19.19 Lac	57.46 Lac	70.27 Lac
	Average Dinner Revenue	36.78 Lac	34.51 Lac	39.39 Lac	37.91 Lac	35.63 Lac	41.53 Lac	36.27 Lac	40.37 Lac	1.48 Cr	1.54 Cr
Segmentation By Revenue	Food Revenue	50.49 Lac	50.95 Lac	53.84 Lac	54.94 Lac	50.13 Lac	58.48 Lac	51.96 Lac	60.56 Lac	2.06 Cr	2.25 Cr
	Beverage Revenue	8.51 Lac	8.84 Lac	9.16 Lac	8.95 Lac	8.40 Lac	9.90 Lac	9.02 Lac	9.32 Lac	35.10 Lac	37.00 Lac
	Other Revenue	0.47 Lac	0.32 Lac	0.38 Lac	0.32 Lac	0.41 Lac	0.33 Lac	0.39 Lac	0.48 Lac	1.65 Lac	1.45 Lac

### 1. Key Performance Metrics

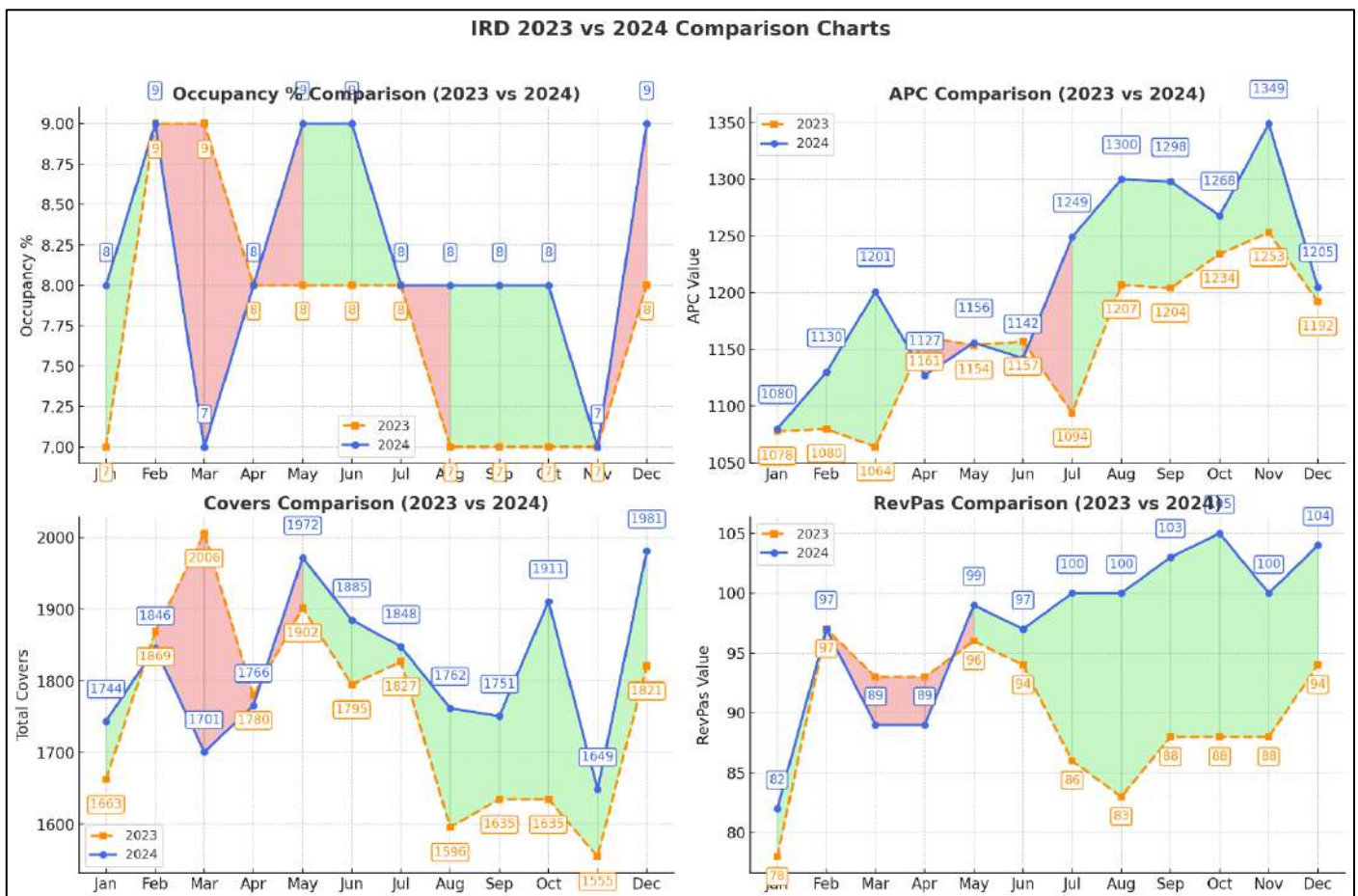
- Occupancy Rate:** Remained steady at **8%**, showing **no significant** change YoY. **APC (Average Per Cover):** Increased by **5% YoY** to **INR 1,207**, reflecting improved guest spending on premium dining.
- RevPAS:** Increased **7% YoY** to **INR 97**, driven by a slight rise in overall guest spending.



- **Total Revenue:** IRD generated **INR 2.63 Cr**, marking an **8% growth from 2023**, primarily driven by **higher APC and lunch revenue growth**.

## 2. Monthly & Quarterly Performance Trends

- **December, October, and August** recorded the highest revenues, with December seeing the **highest APC at INR 1,349**.
- **Q4 witnessed the strongest revenue growth**, increasing by **15% YoY**, mainly from lunch and dinner orders.
- **Lunch revenue saw the biggest YoY jump (+22%)**, indicating a shift in guest behavior toward in-room business dining.



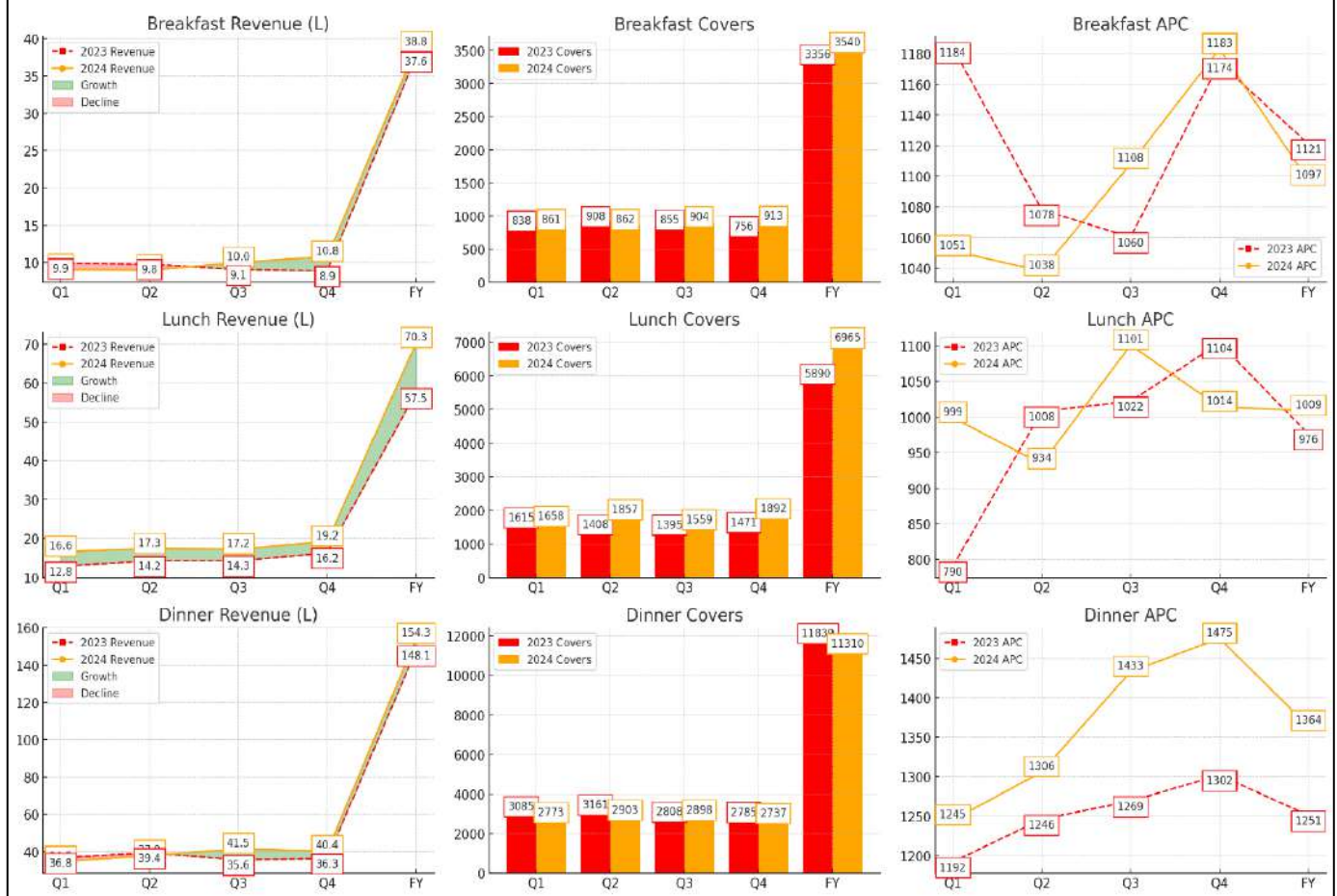
## 3. Meal Period Insights

- **Breakfast Revenue:** Increased **3% YoY to INR 38.8 Lakhs**, with fluctuations in APC.
- **Lunch Revenue:** Grew significantly by **22% YoY**, reaching **INR 70.2 Lakhs**, supported by business travellers.
- **Dinner Revenue:** Increased by **4% YoY**, reaching **INR 1.54 Cr**, continuing to be the primary revenue driver.

### Key Observations:

- Dinner remains the dominant segment, **contributing 58.6% of total IRD revenue**.

### Meal Period Metrics Comparison (2023 vs 2024)



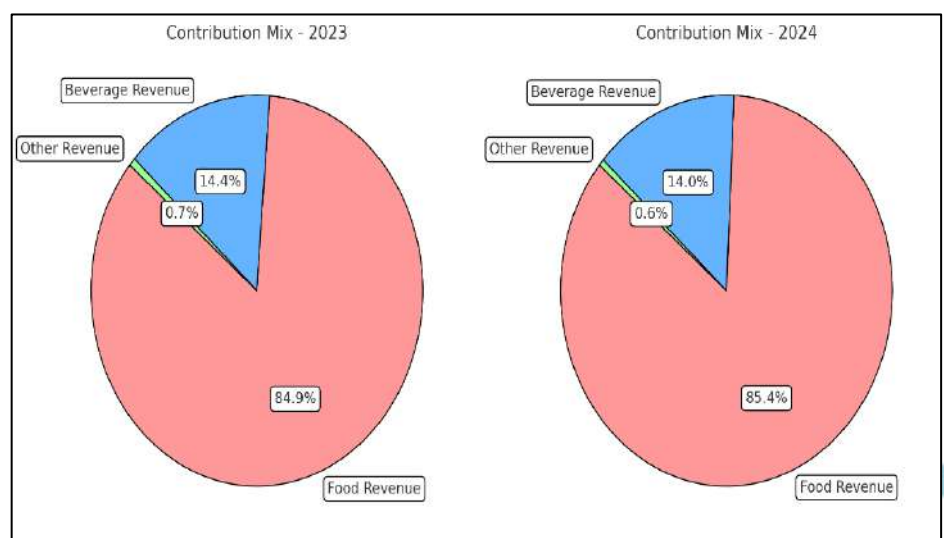
- **Lunch revenue growth signals** rising guest preference for in-room business dining.
- Breakfast remains stable, though with some challenges in guest ordering behavior.

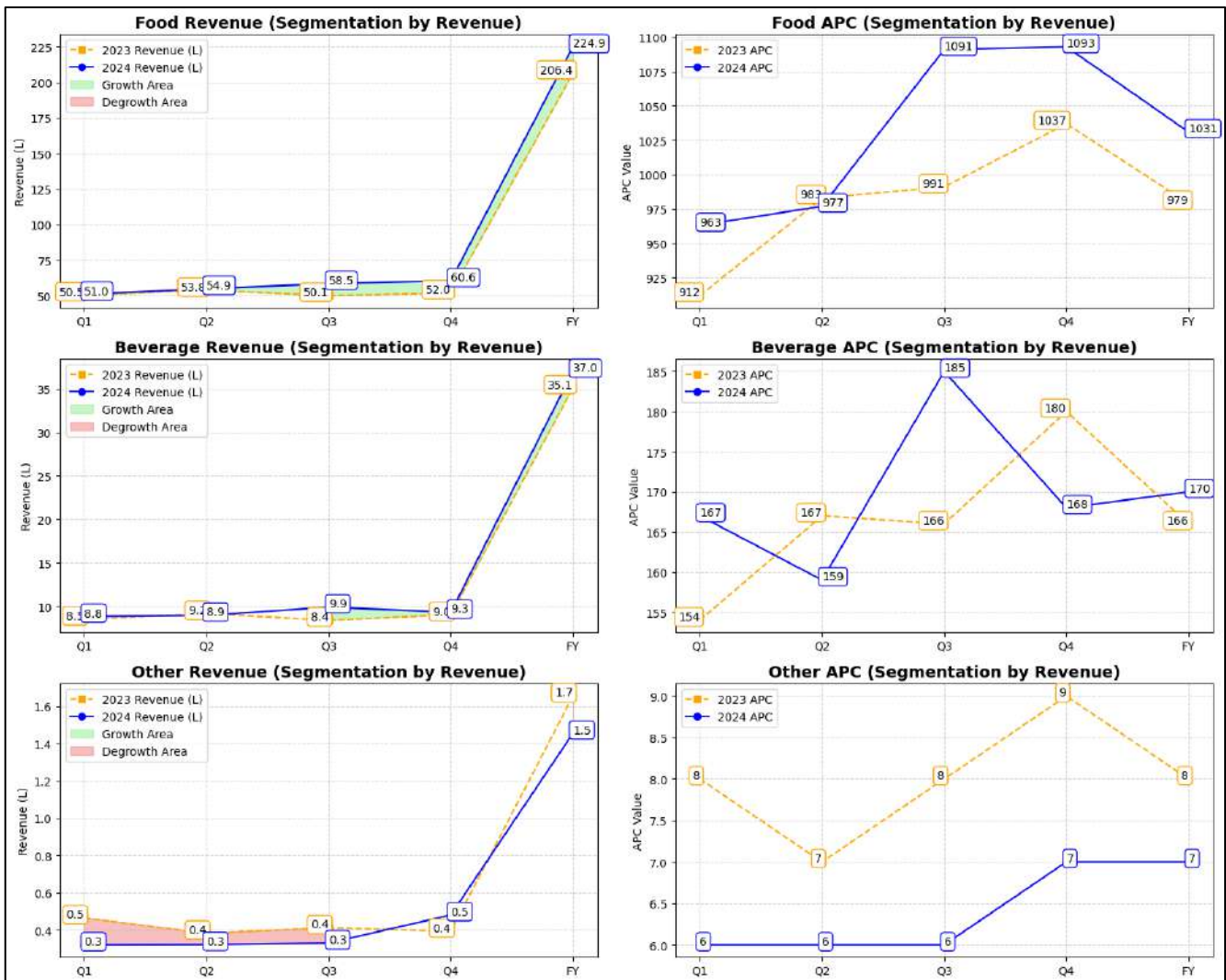
### 5. Revenue Segmentation

🍽️ **Food Revenue:** Increased by 9% YoY, now contributing **85.3%** of total IRD revenue.

🍹 **Beverage Revenue:** Grew by 5% YoY, with a higher demand for premium non-alcoholic options.

◊ **Strategic Opportunity:** Hotels can leverage **customized business dining packages, healthier meal options, and premium late-night dining experiences** to maximize revenue.





#### 4. Day-of-the-Week Performance

##### 📅 Weekdays (Mon-Thu):

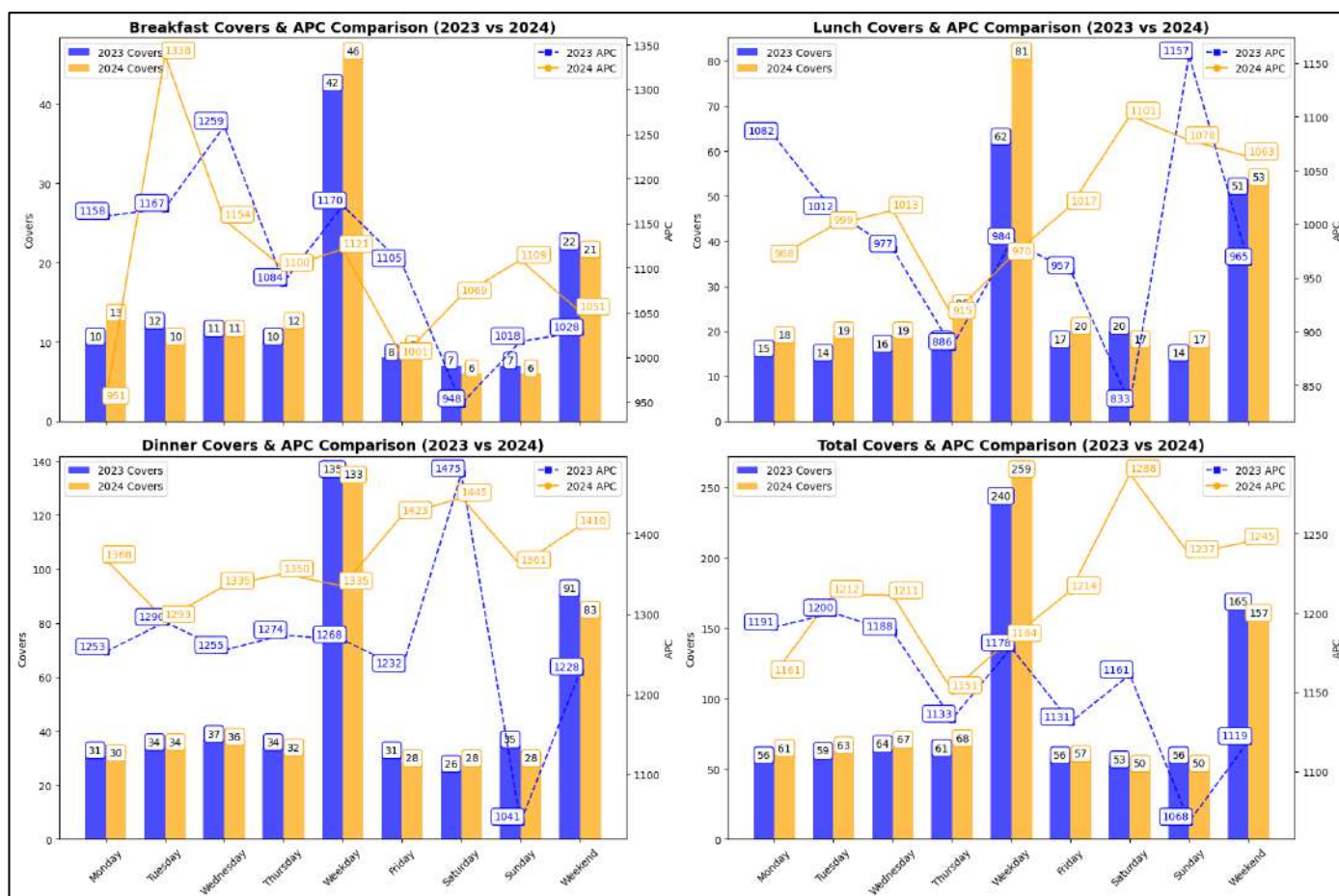
- Stronger revenue performance, especially for **lunch and dinner orders**.
- **Mo Tuesday and Wednesday** had the highest APC at INR 1,212 and INR 1,211, respectively.
- **Lunch orders surged on weekdays**, indicating business dining trends.

##### 📅 Weekends (Fri-Sun):

- **Total weekend revenue grew by 6% YoY**, with dinner still being the top contributor.
- **Saturday and Sunday** recorded strong dinner APCs (INR 1,445 and INR 1,361, respectively).
- **Weekend lunch orders increased** significantly, signalling changing guest preferences.

#### 7. Conclusion & Strategic Takeaways





- **Steady Performance with Growth Potential:** IRD remains a key service, with growth in lunch revenue and stable dinner performance.
- **Lunch Is the Fastest-Growing Segment:** Business travellers and corporate guests are driving demand, creating an opportunity for customized meal offerings.
- **Repositioning Late-Night Dining & Special Requests:** Hotels need to restructure their other revenue streams to maintain overall growth.
- **2025 Growth Strategy:** Focus on lunch, expand premium beverage offerings, and enhance personalized guest dining options.
- **By leveraging these strategies, IRD can further establish itself as a premium, high-revenue segment within the hotel F&B landscape.**

## 8. Outlook for 2025

### Optimizing Revenue Streams:

- **Enhancing lunch offerings** to maintain strong revenue growth.
- **Expanding premium beverage options** to boost per-order spending.

With a projected revenue of INR 2.75 Cr for 2025, IRD's future success will depend on guest-centric meal innovations, premium pricing strategies, and enhanced convenience-driven services.

## Total F&B: Comprehensive F&B Performance Across All Outlets

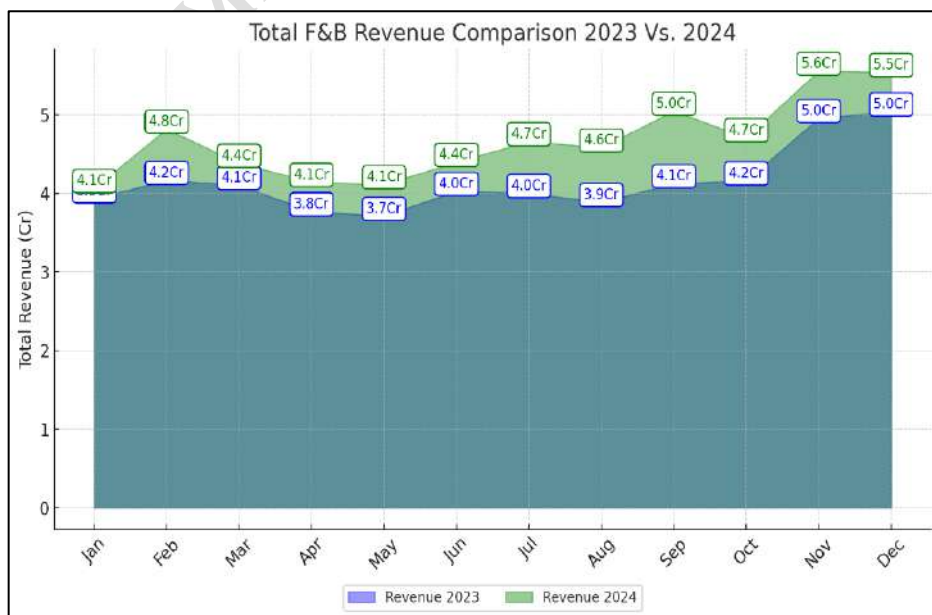
The **Total F&B** in upscale and luxury hotels in Bangalore exhibited **steady revenue growth in 2024**, primarily driven by **dinner and weekend dining trends**. Increased **APC (Average Per Cover)** and strategic menu positioning contributed to revenue expansion, despite marginal fluctuations in **occupancy rates**. Below is a structured analysis of 2024 performance insights:

	Total F&B	Q1		Q2		Q3		Q4		FY	
		2023	2024	2023	2024	2023	2024	2023	2024	2023	2024
Overall	Occupancy %	26%	27%	25%	25%	25%	28%	26%	28%	26%	27%
	APC	1765	1855	1681	1843	1748	1896	1959	2067	1790	1918
	RevPas	458	492	425	467	439	523	517	578	458	512
	Average Total Covers	69130	71523	68478	68667	68760	75365	72270	76462	278637	292016
	Average Total Revenue	12.20 Cr	13.27 Cr	11.51 Cr	12.65 Cr	12.02 Cr	14.29 Cr	14.16 Cr	15.81 Cr	49.89 Cr	56.02 Cr
Meal Period	Average Breakfast Revenue	1.18 Cr	1.51 Cr	1.13 Cr	1.46 Cr	1.16 Cr	1.57 Cr	1.47 Cr	1.62 Cr	4.94 Cr	6.15 Cr
	Average Lunch Revenue	2.87 Cr	3.46 Cr	2.79 Cr	3.47 Cr	3.03 Cr	3.91 Cr	3.47 Cr	4.17 Cr	12.15 Cr	15.02 Cr
	Average Dinner Revenue	8.15 Cr	8.30 Cr	7.59 Cr	7.73 Cr	7.83 Cr	8.81 Cr	9.22 Cr	10.02 Cr	32.79 Cr	34.86 Cr
Segmentation By Revenue	Food Revenue	8.87 Cr	9.74 Cr	8.63 Cr	9.34 Cr	8.82 Cr	10.65 Cr	10.35 Cr	11.70 Cr	36.68 Cr	41.43 Cr
	Beverage Revenue	2.46 Cr	2.62 Cr	2.23 Cr	2.39 Cr	2.38 Cr	2.60 Cr	2.59 Cr	2.86 Cr	9.66 Cr	10.47 Cr
	Other Revenue	87.03 Lac	90.02 Lac	65.54 Lac	92.76 Lac	81.93 Lac	1.04 Cr	1.21 Cr	1.25 Cr	3.55 Cr	4.12 Cr

### 1. Overall Performance: A Strong Year for Total F&B

The **Total F&B** revenue for the hotel demonstrated a **solid 12% YoY growth** in 2024, driven by higher guest spending, an increase in banquet revenues, and strong weekend dining trends.

- Total F&B Revenue:** INR 56.02 Cr, up 12% YoY, led by banquets and dinner service across all outlets.
- APC Growth:** +7% YoY, reaching INR 1,918, indicating higher guest spending per dining experience.
- Occupancy Rate:** Increased slightly to 27%, reflecting steady dining demand from hotel guests and local patrons.
- Strongest Growth Outlets:** Banquets and All-Day Dining (ADD), leveraging wedding season, corporate events, and premium buffet offerings.

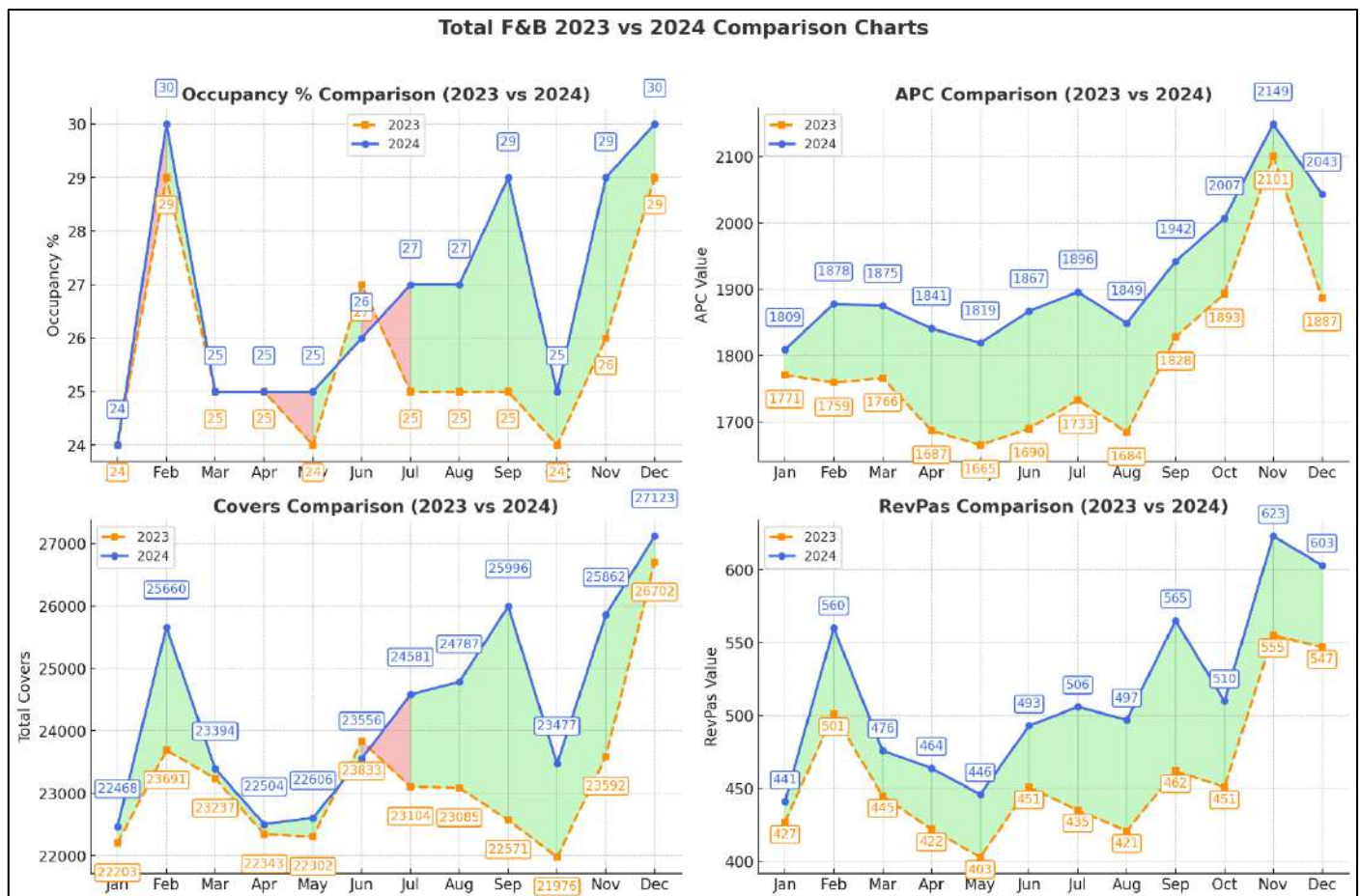


- **Weekend Revenue Contribution:** Over 45% of total revenue, reinforcing dining as a weekend-driven business.

**Key Insight:** Hotels are successfully driving **higher guest spending and increasing banquet utilization, making F&B a major revenue contributor** beyond just rooms division.

## 2. Monthly & Quarterly Performance Trends

- **Quarterly Revenue Growth (YoY):**
  - **Q1:** +9% (Driven by MICE events, corporate dining).
  - **Q2:** +10% (Increased summer leisure travel, room service).
  - **Q3:** +19% (Festive and social events, peak banquet demand).
  - **Q4:** +12% (Year-end corporate events, strong December demand).

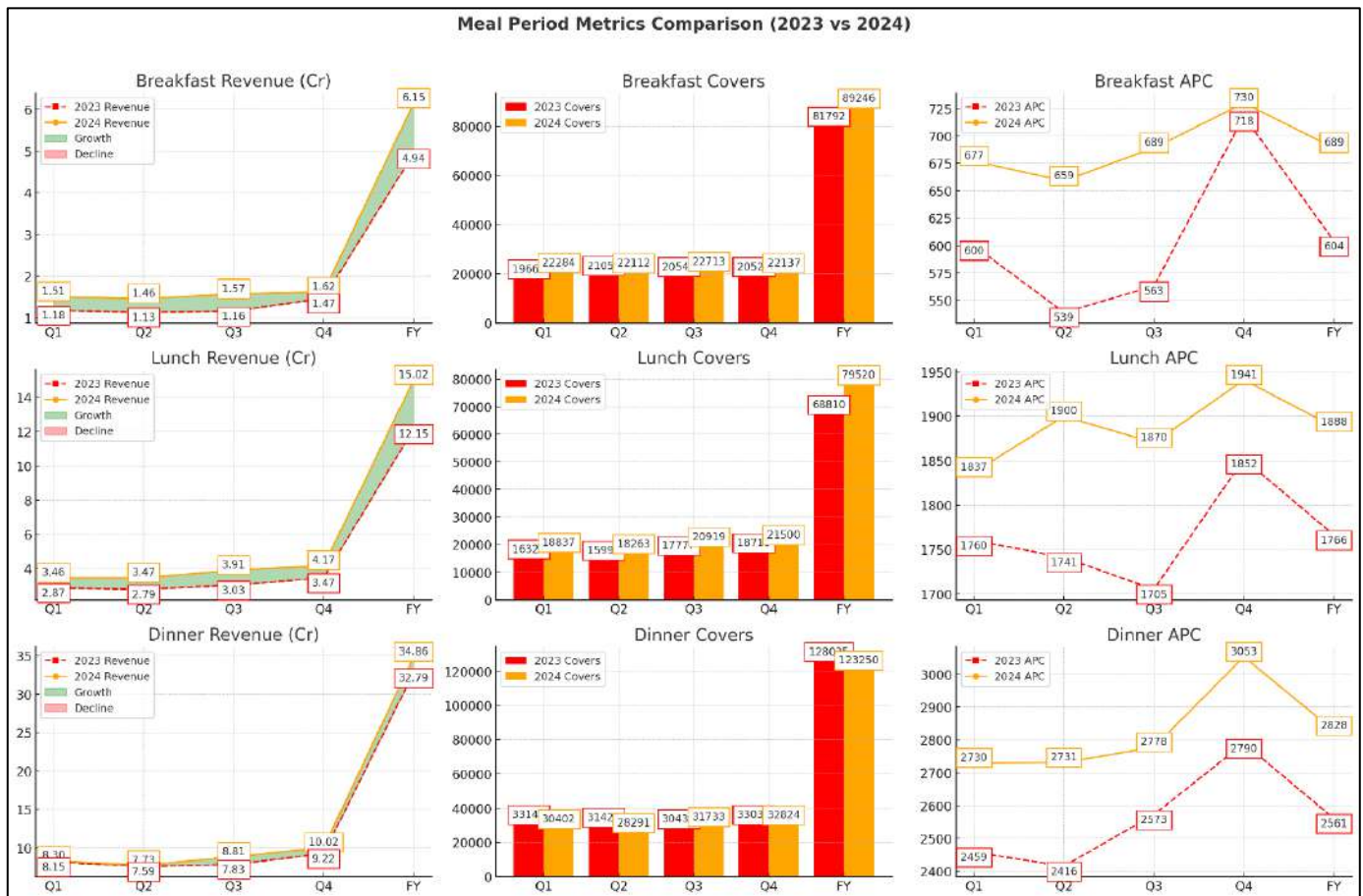


- **Monthly Trends:**
  - **August and September** saw the highest YoY growth, for F&B sales, particularly for banquets.
  - **January** saw a slowest growth, though still strong in banquet-driven revenue

## 3. Meal Period Insights

- **Breakfast Revenue:** Grew 24% YoY, reaching INR 6.14 Cr, driven by **higher corporate occupancy, and increase in Breakfast meal component.**

- **Lunch Revenue:** Up **24% YoY**, contributing **INR 15.02 Cr**, primarily due to **business lunches in ADD, banquets, and corporate meetings**.
- **Dinner Revenue:** The largest contributor, growing **6% YoY to INR 34.85 Cr**, supported by weekend dining, fine dining demand, and bar revenues.



#### Key Observations:

- **Dinner remains the highest revenue-generating meal period**, accounting for **60% of total F&B revenue**.
- **Breakfast is showing strong potential**, benefiting from **hotel occupancy recovery and premium pricing strategies**.
- **Lunch, especially in banquets and ADD**, continues to drive consistent revenue from corporate guests and events.

#### 4. Outlet-Wise Performance Trends

##### All-Day Dining (ADD):

- **APC:** INR 1,003+, up 5% YoY.
- **Revenue:** Steady YoY growth, contributing 20 % of total F&B revenue.
- **Key Trends:** Increased demand for buffet promotions, Sunday brunches, and increased meal component for Breakfast.

### Banquets & Events:

- YoY Revenue Growth: 14% – the fastest-growing F&B segment.
- Peak Demand: Q3 & Q4, driven by weddings, MICE (Meetings, Incentives, Conferences, and Exhibitions), and social events.
- Forecast: 2025 to see further 15% growth, backed by strong wedding bookings and corporate functions.

### Bars & Lounges:

- Revenue Growth: 2% YoY, supported by premium beverage pricing and cocktail-led promotions.
- APC Increase: 14% YoY, with an average of INR 2,620.
- Key Trends: Rise in cocktail pairings, whiskey tastings, and bar takeovers.

### In-Room Dining (IRD):

- Steady Performance, up 8% YoY, fuelled by higher APC in room service dining.
- Late-Night IRD Demand: Increased orders from business travellers and late-night guests.

### Key Insight:

- Banquets is the leading growth driver for Total F&B, while rest continue to see stable growth.
- Bars & IRD are benefiting from higher APC, though volume growth remains stable.

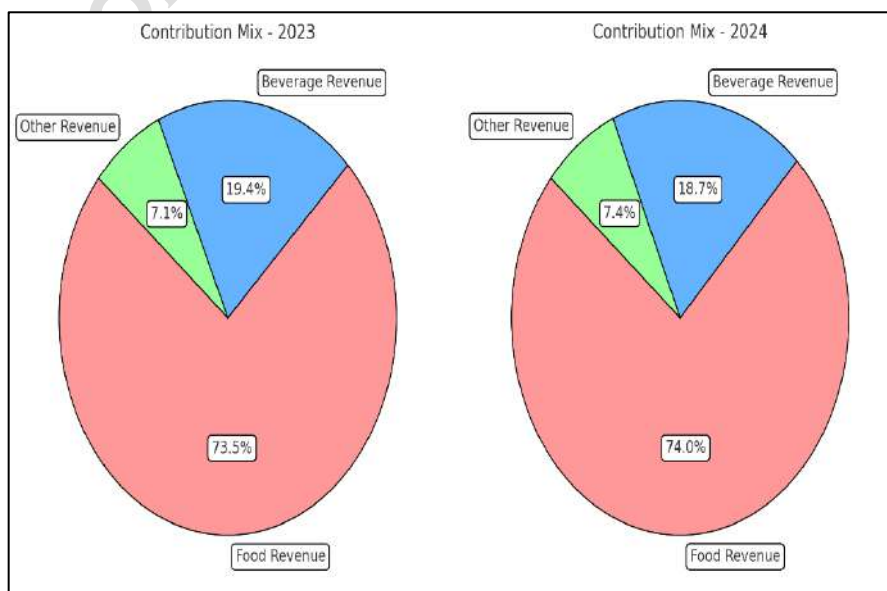
## 5. Revenue Segmentation

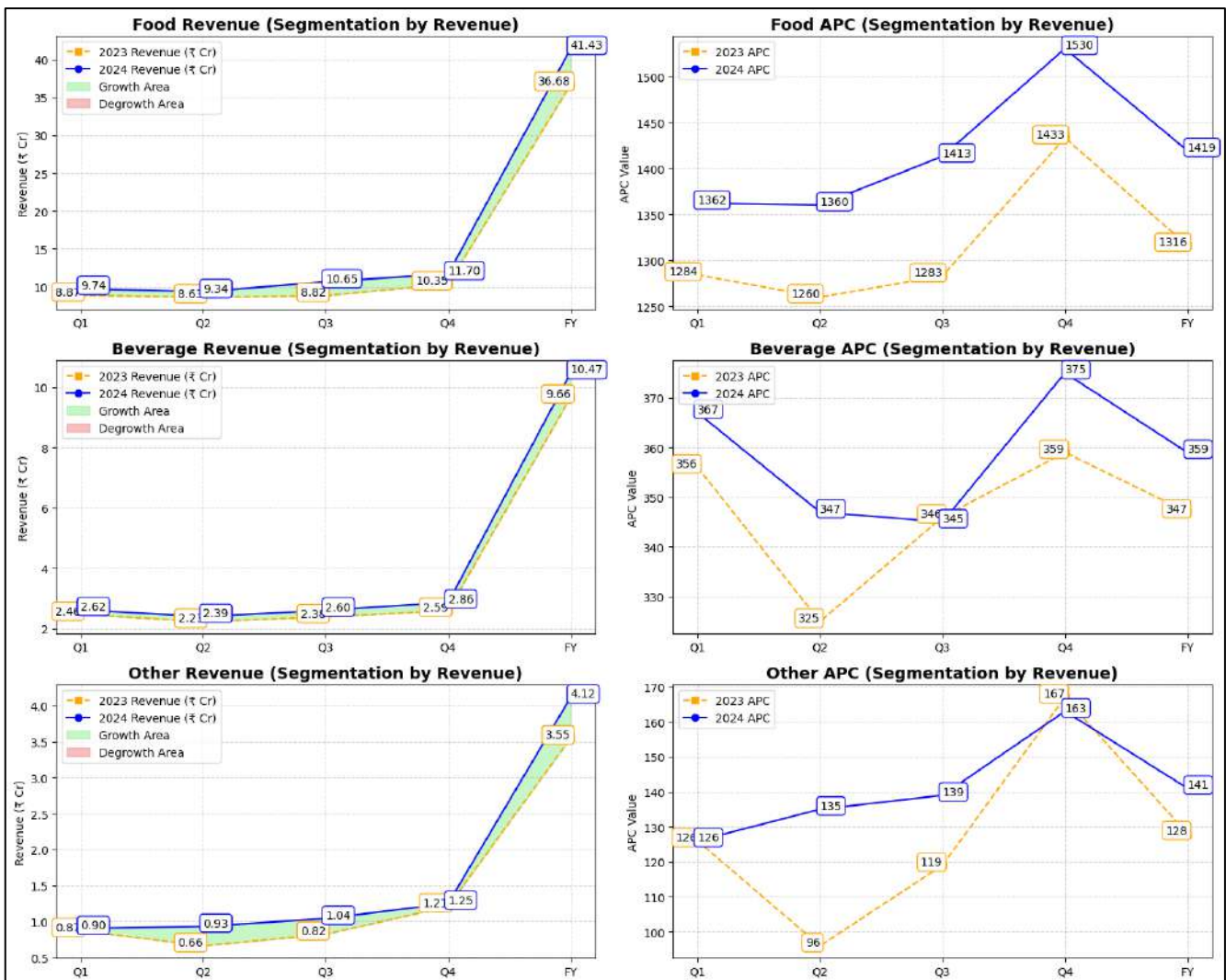
### Food Revenue:

- Increased **13% YoY**, now at **INR 41.43 Cr.**
- Accounts for **74% of total F&B revenue.**

### Beverage Revenue:

- Up **8% YoY**, contributing **INR 10.47 Cr.**
- **Bar revenues, beverage pairings, and premium wines drive growth.**





#### ◇ Strategic Opportunity:

- Increasing high-margin beverage sales in bars, ADD, and banquets can further boost overall F&B revenue.
- Premium menu engineering and curated wine pairings will help drive a higher APC across all outlets.

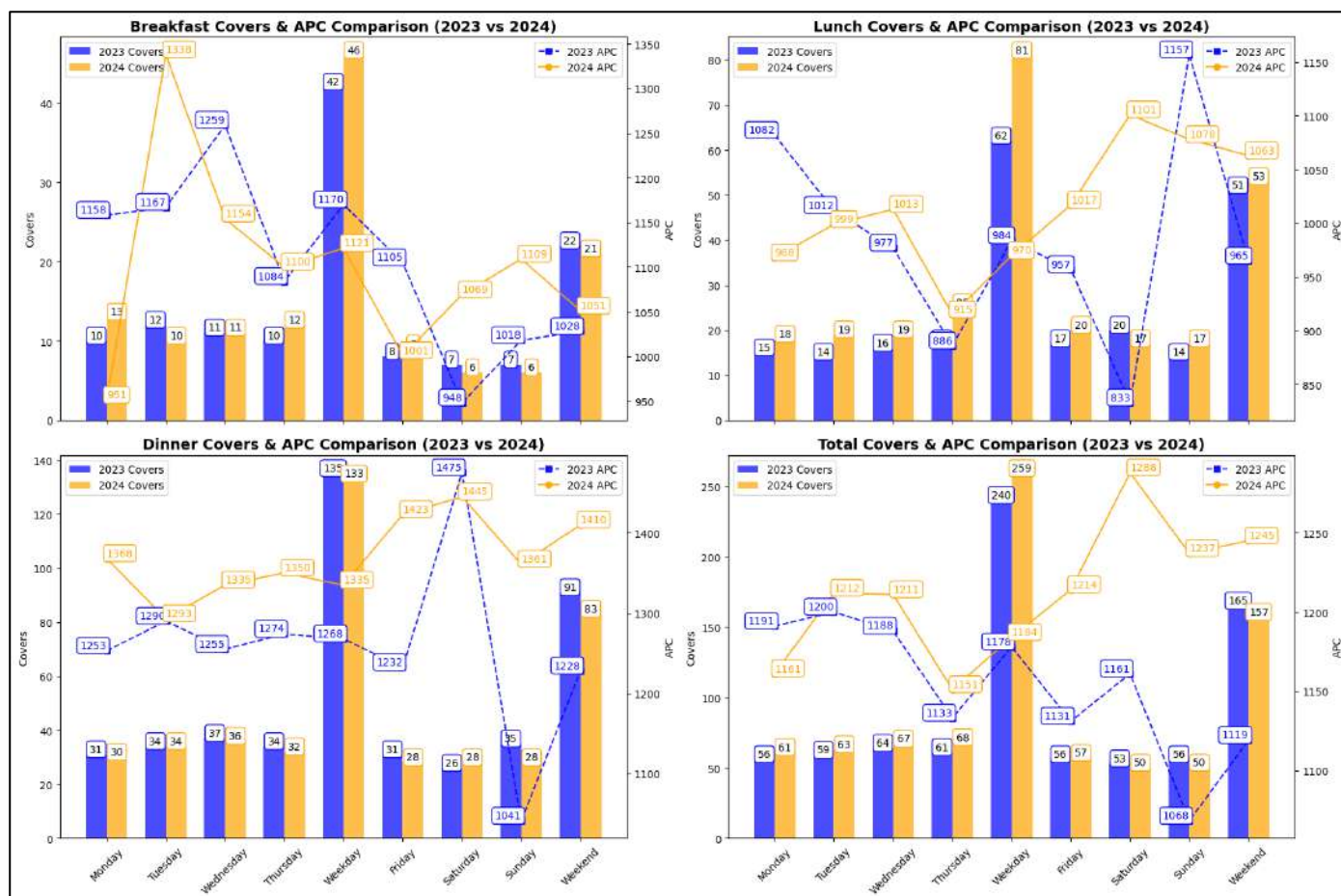
#### 4. Day-of-the-Week Performance

##### 📅 Weekdays (Mon-Thu):

- Corporate dining drives lunch performance, especially in banquets and ADD.
- Steady dinner sales in ADD and IRD, particularly among in-house guests.

##### 📅 Weekends (Fri-Sun):

- Highest APC observed on Friday.
- Sunday brunch and Saturday evening dining emerge as key revenue drivers.



## 7. Conclusion & 2025 Growth Strategy

- Banquets will continue driving growth, with hotels focusing on premium event offerings.
- Bars & Lounges will need more experiential promotions to enhance guest spending.
- Weekend dining trends to be leveraged further through brunches, live entertainment, and fine dining initiatives.

With Total F&B projected at INR 61 Cr in 2025, hotels must continue focusing on premium pricing, beverage strategies, and experiential dining to maintain strong revenue growth.

## Conclusion

### *Wrapping Up a Stellar 2024 for Bangalore's Luxury and Upscale Hotel F&B Sector*

The **full year of 2024** has been a defining period for the **Food & Beverage sector within Bengaluru's luxury and upscale hotels**, witnessing **steady growth, evolving consumer preferences, with good growth in spending**. This report has extensively analysed key performance trends across all F&B outlets, reflecting a **dynamic and resilient market**.

### *A Look Ahead: Strengthening Market Position in 2025*

As the industry moves into **2025**, the outlook for **luxury hotel F&B remains positive**, with expectations of **steady occupancy (~27%) and an upward trajectory in APC (~7%)**. **RevPAS growth** is anticipated to remain **strong at 8-10%**, while **total revenue is projected to expand by 10-12%**, driven by **rising event demand, premium dining experiences, and strategic pricing initiatives**. The **banquet segment** is expected to continue its **dominance**, while **coffee shops and fine dining will play a critical role in sustaining revenue stability**.

### *Final Thoughts: Charting the Path Forward*

The **2024 data highlights an industry that has adapted and evolved**—leveraging **data-driven decision-making, premium experiences, and consumer-centric offerings**. As competition intensifies, **innovation, operational efficiencies, and market intelligence will be key differentiators**.

Compset remains committed to **empowering hoteliers with precise, comprehensive analytics**, ensuring **sustained profitability and strategic growth in 2025 and beyond**.

## About Compset:

Elevating your F&B venture? Compset offers elite data benchmarking and insights, tailored for the global hotel food and beverage sector. Beyond intuition lies our data-driven strategies, setting you apart in a cutthroat market. Dive into analytics, benchmark against competitors, and make growth-centric decisions with precision.

Our commitment? Accurate, comprehensive insights for spotting opportunities and forecasting trends, propelling your business forward. **Contact us at [satpal@compset.com.au](mailto:satpal@compset.com.au) or +91 90226 48532**, and let's turn data into your competitive edge. With Compset, innovation meets excellence, propelling you to the industry forefront.

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