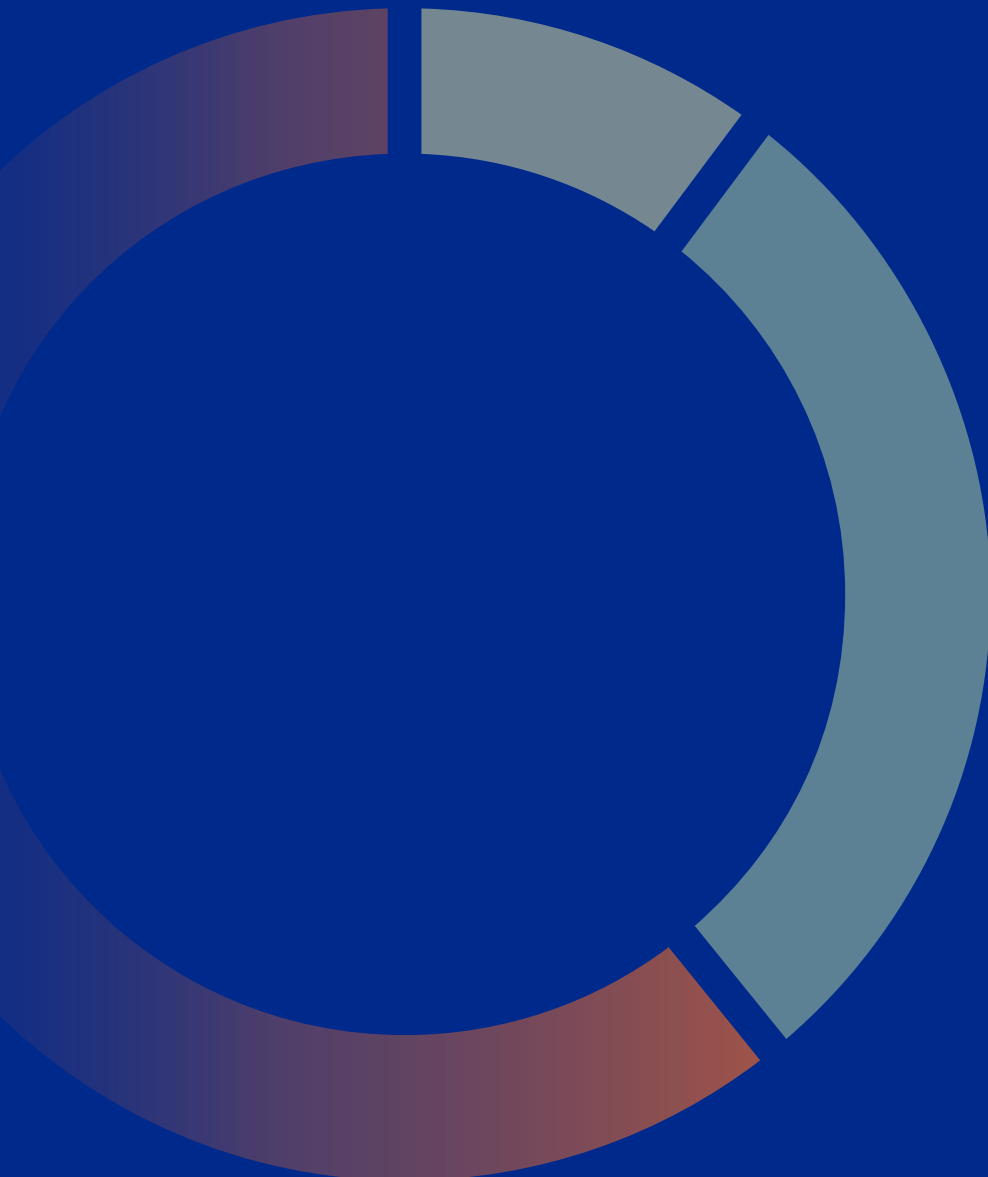


Intelligent hotel market analysis and benchmarking.

Understand hotel profitability like never before.

Smart benchmarking, financial performance reporting, market data and insights—all in one place. At its core, HotStats focus is squarely on profitability and owner returns.



Market insights

Hotel profitability data

Comprehensive market data and profit & loss information for the hotel industry compiled using intelligence from 120 global brands. Reports offer unparalleled opportunities to understand revenues, costs and profit like never before.

- **Summary P&L report:**
Market trends with 4 years of historical data
- **KPI report:**
Occ, ADR, RevPAR, Segmentation, TRevPAR, Total Hotel Payroll+ GOPPAR
- **RevPAR +:**
Occ, ADR, RevPAR, Segmentation, TRevPAR

The screenshot displays the HOTSTATS dashboard for January 2025. The interface includes a navigation menu on the left with categories like Overview, Performance, and Financials. The main content area is titled 'Current Financial Year - January 2025 to April 2025' and features a complex table with multiple columns for 'This Year', 'Last Year', and 'Variance' across various metrics. The table is organized into sections: 'P&L Statement', 'P&L Statement by Segment', and 'P&L Statement by Brand'. The 'P&L Statement' section includes rows for Revenue, Expenses, and Profit, with sub-rows for different segments like 'Hotel' and 'Resort'. The 'P&L Statement by Segment' section provides a breakdown of these metrics for each segment. The 'P&L Statement by Brand' section shows the same metrics for individual brands. The table uses a color-coded system to highlight positive and negative variances, with green for positive and red for negative. The dashboard also includes a 'Download Report' button and a 'Test data' link.

Category	Metric	This Year			Last Year			Variance		
		YTD	QTD	MTD	YTD	QTD	MTD	YTD	QTD	MTD
P&L Statement	Revenue	100.00	100.00	100.00	95.00	95.00	95.00	5.00	5.00	5.00
	Expenses	60.00	60.00	60.00	55.00	55.00	55.00	5.00	5.00	5.00
	Profit	40.00	40.00	40.00	40.00	40.00	40.00	0.00	0.00	0.00
P&L Statement by Segment	Hotel	80.00	80.00	80.00	75.00	75.00	75.00	5.00	5.00	5.00
	Resort	20.00	20.00	20.00	20.00	20.00	20.00	0.00	0.00	0.00
	Total	100.00	100.00	100.00	95.00	95.00	95.00	5.00	5.00	5.00
P&L Statement by Brand	Brand A	50.00	50.00	50.00	45.00	45.00	45.00	5.00	5.00	5.00
	Brand B	30.00	30.00	30.00	25.00	25.00	25.00	5.00	5.00	5.00
	Brand C	20.00	20.00	20.00	25.00	25.00	25.00	-5.00	-5.00	-5.00

Benchmarking

HotStats focus on operational benchmarking, allowing hoteliers to identify areas of underperformance and outperformance in order to make nimble decisions along the P&L that can gainfully impact the bottom-line.

- Our data comprises more than **500 key performance indicators** of revenue and expense across the operated and undistributed departments down to GOP, including market segmentation
- Normalize the numbers by remapping all trial balance data to the latest edition of the USALI
- We work with a myriad of stakeholders, including brands, owners, third-party management companies, asset managers, advisories, and REIT's financial firms



Turn your hotel's P&L into *strategic, profit-driving actions*

From topline revenue to bottom-line profit: ProfitFinder benchmarks your P&L against competitors, revealing clear opportunities to improve your results.

➤ Identify your profit positioning

Analyze your P&L data in detail

Benchmark against your comp sets

Visualize your position with the Competitive Profitability Quadrant (CPQ)

➤ Quantify your profit potential

Break down profit and revenue indexes by department

Identify areas with the highest potential gain

➤ Set objectives and track progress

Set clear targets with timelines

Engage your team with early wins

Monitor ongoing improvement over time



Follow your path to
profitability with

HOTSTATS
a Duetto company >