



**2018 Australia
Hotel Industry
Survey of Operations**

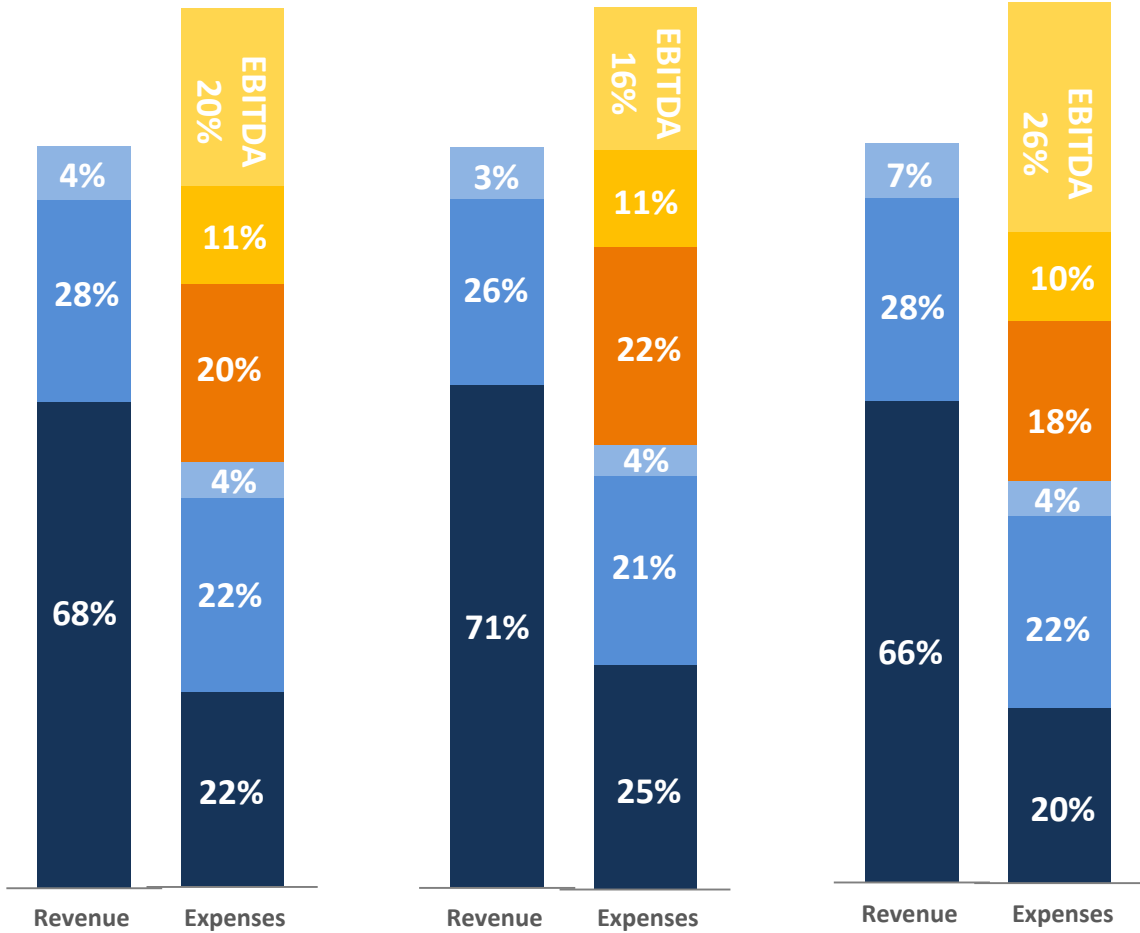
2017 Calendar Year

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● Fixed Charges ● Undistributed ● Other Depts ● Food & Beverage ● Rooms



All Hotels

ADR: \$208
 \$90,007 Total Rev PAR

Other 12% F&B Rev
 Bev 24% Mix
 Food 64%

F&B Rev POR: \$86

Total Labour Cost To Revenue **35%**

32% Gross Operating Profit

Hotels \$100-\$200

ADR: \$157
 \$62,540 Total Rev PAR

Other 10% F&B Rev
 Bev 22% Mix
 Food 68%

F&B Rev POR: \$58

Total Labour Cost To Revenue **37%**

28% Gross Operating Profit

Hotels Above \$300

ADR: \$362
 \$175,975 Total Rev PAR

Other 14% F&B Rev
 Bev 22% Mix
 Food 63%

F&B Rev POR: \$152

Total Labour Cost To Revenue **34%**

36% Gross Operating Profit