



*IN COLLABORATION WITH:*



# **2018 MALAYSIA** Hotel Industry Survey of Operations

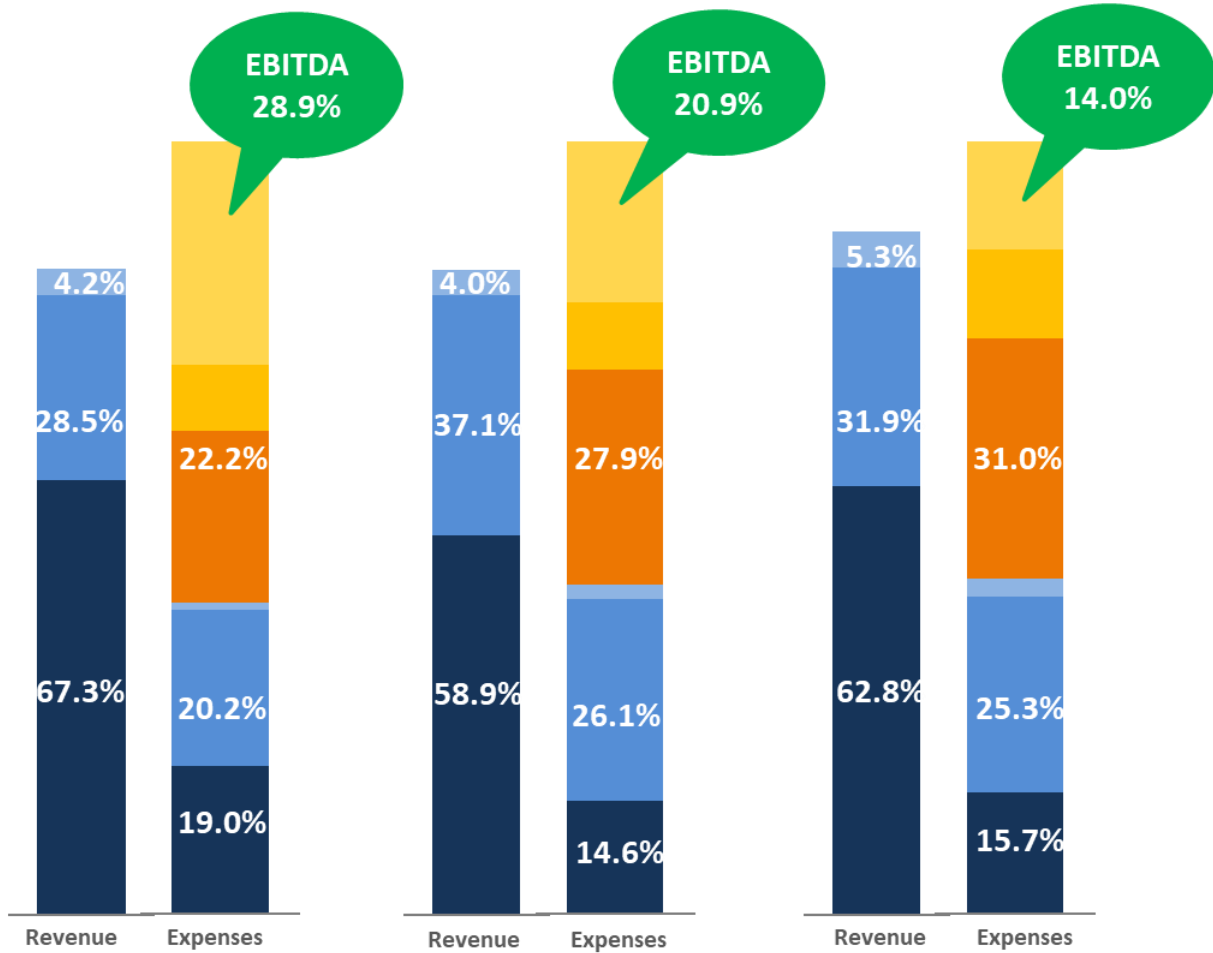
**2017 Financial Year**

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



**Under MYR 200**

**ADR: MYR 99**  
 MYR 42,847 Total Rev PAR

Other 6% F&B Rev Mix  
 Bev 7% Food 87%

F&B Rev POR: MYR 42

Total Labour Cost To Revenue **26%**

**38%** Gross Operating Profit

**MYR 200 – MYR 300**

**ADR: MYR 248**  
 MYR 102,547 Total Rev PAR

Other 8% F&B Rev Mix  
 Bev 11% Food 81%

F&B Rev POR: MYR 156

Total Labour Cost To Revenue **28%**

**30%** Gross Operating Profit

**Above MYR 300**

**ADR: MYR 459**  
 MYR 181,413 Total Rev PAR

Other 11% F&B Rev Mix  
 Bev 13% Food 76%

F&B Rev POR: MYR 233

Total Labour Cost To Revenue **26%**

**37%** Gross Operating Profit