



**2018 VIETNAM,
CAMBODIA,
LAOS
& MYANMAR**
Hotel Industry
Survey of Operations

2017 Calendar Year

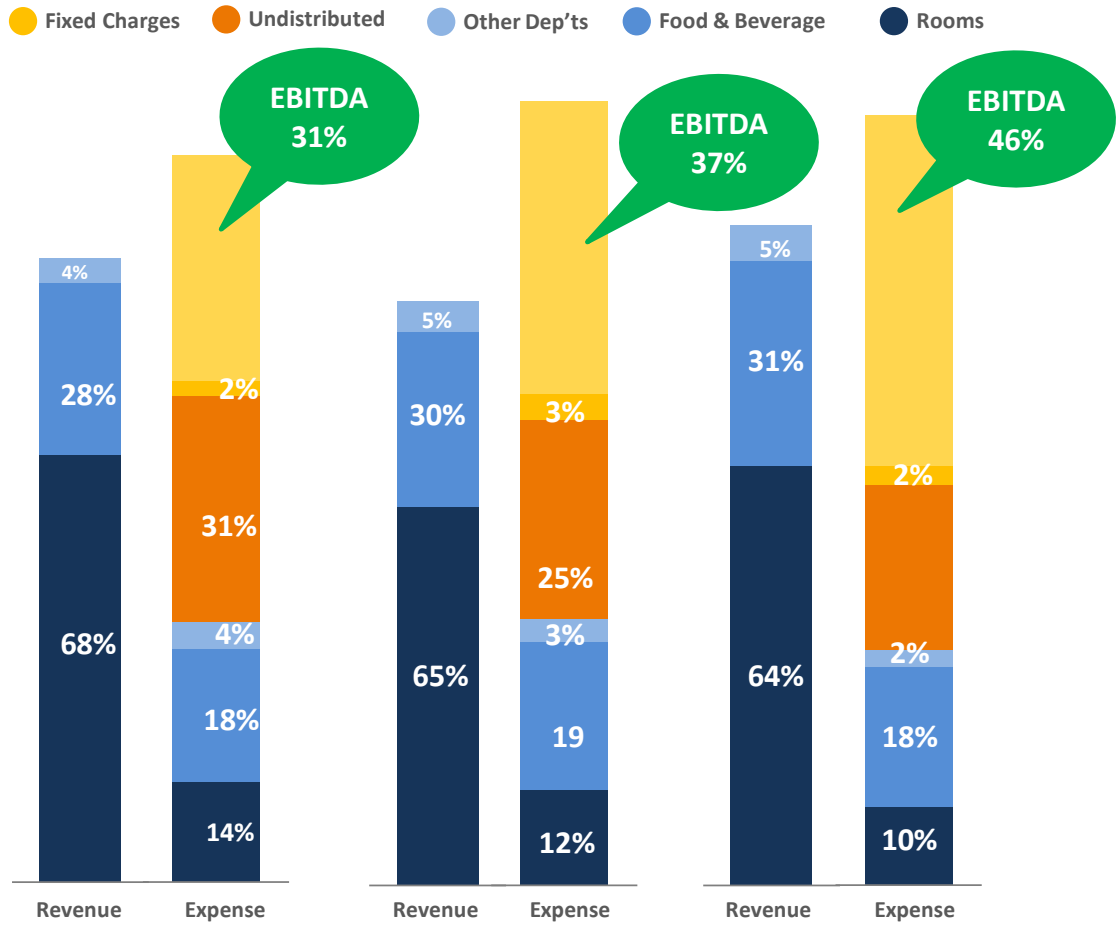
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Hotels \$80

ADR: \$65
 \$24,923 Total Revenue PAR

F&B Rev Mix: Other 8%, Bev 11%, Food 82%

F&B Rev POR: \$26

Total Labour Cost To Revenue: **24%**

Gross Operating Profit: **36%**

All Hotels

ADR: \$140
 \$57,176 Total Revenue PAR

F&B Rev Mix: Other 8%, Bev 17%, Food 74%

F&B Rev POR: \$65

Total Labour Cost To Revenue: **22%**

Gross Operating Profit: **44%**

Hotels \$120 - \$200

ADR: \$145
 \$60,258 Total Revenue PAR

F&B Rev Mix: Other 8%, Bev 17%, Food 76%

F&B Rev POR: \$71

Total Labour Cost To Revenue: **20%**

Gross Operating Profit: **50%**