

SUCCESS STORY

Maximising Returns at an Iconic European Luxury Resort



THE CHALLENGE

One of Europe's largest and most iconic luxury resorts engaged our company based on our proven track record of driving exceptional returns in the hospitality sector.

The owner sought to increase revenues and profits through an enhanced guest experience and operational improvements.

OUR SOLUTION

We implemented a comprehensive asset management strategy focused on revenue maximisation, cost efficiency and realigning the operating model.

Revenue Growth Initiatives - We developed two signature restaurant concepts to elevate food & beverage offerings and capture higher spends. Implemented a new commercial strategy and identified additional revenue streams and expanded client base.

Cost Savings - We conducted operations analysis identifying €5 million in cost reductions through process improvements and expenditure efficiencies.

Incentive Management Structure - We restructured compensation to align owner and operator incentives around maximising total revenue and profitability.

OUR RESULTS

Over a 4-year engagement our strategic initiatives produced impressive results:

NOI x 2

NOI increased from €18 million to an impressive €36 million over the same four year period.

Food and Drink Profit Margins

Optimised costs and operations, increasing outlet profit margins to over 35%.



Through developing elevated guest experiences, implementing profit-driven operating initiatives and aligning incentives, we transformed performance at this landmark luxury resort. Our ability to maximize asset values and drive bottom-line results for owners continues to make us a partner of choice for hospitality investors.

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