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POWER-UP

EDUCATION & NETWORKING EVENT

NEW DELHI

7 FEB 2025

meet share learn unwind



FOR COMMERCIAL HOTELIERS



Hosted by:





FROM DATA TO DOLLARS

NEW DELHI

POWER-UP

EDUCATION & NETWORKING

For Commercial Hoteliers



MOHAMMAD ABDUL AHAD

BDM - Indian Subcontinent
Lighthouse





The commercial platform trusted by over 70,000 hotels





Flight Search

Industry Data Trends



Year on Year Increase in Flight searches

GLOBAL

14%

Increase in 2024

21%

Increase in 2025

APAC

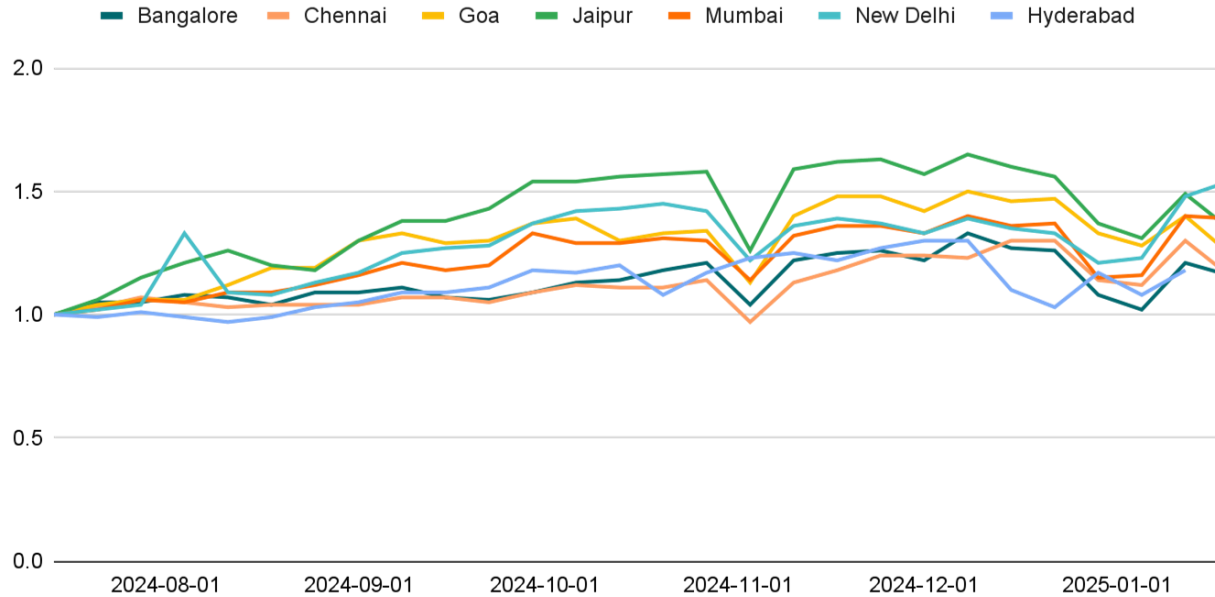
24%

Increase in 2024

22%

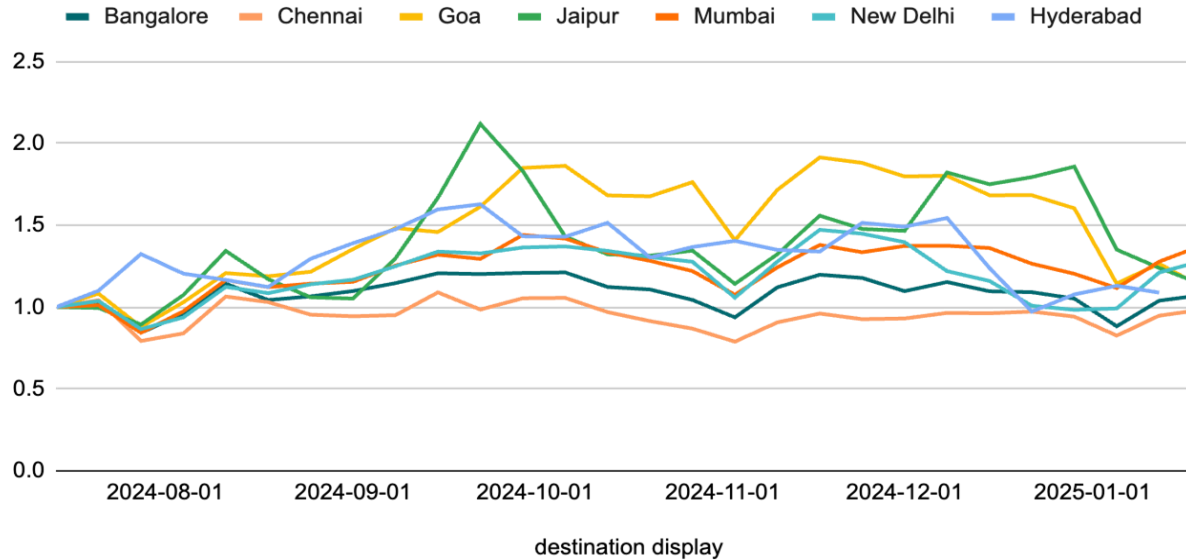
Increase in 2025

Flight Search Evolution



Source: Lighthouse

Hotel Search Evolution



Source: Lighthouse

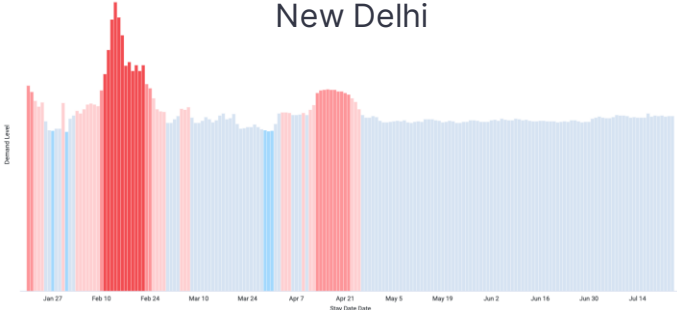


Market Demand

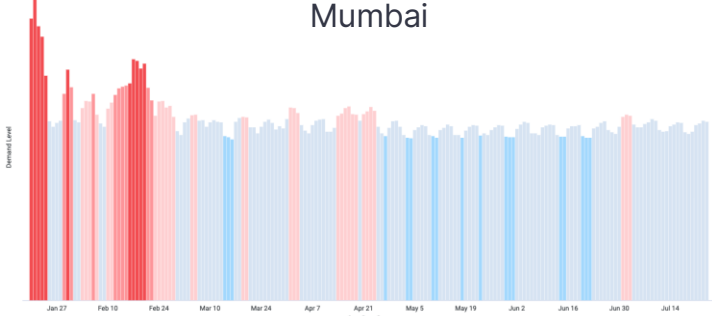
Industry Data Trends

Demand Heat Map - next 180 days

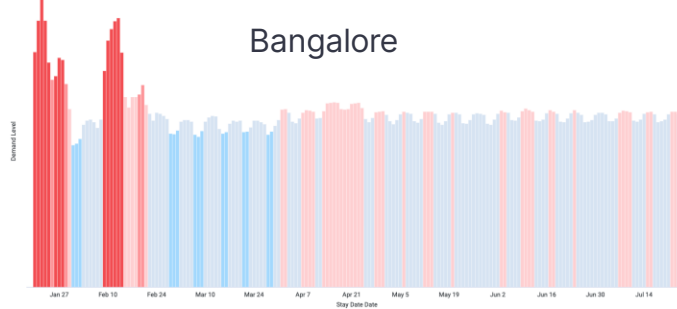
New Delhi



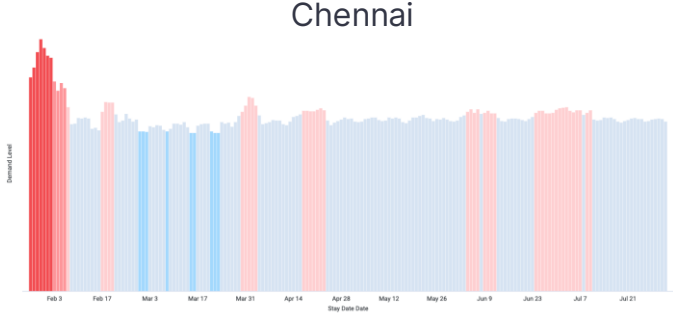
Mumbai



Bangalore

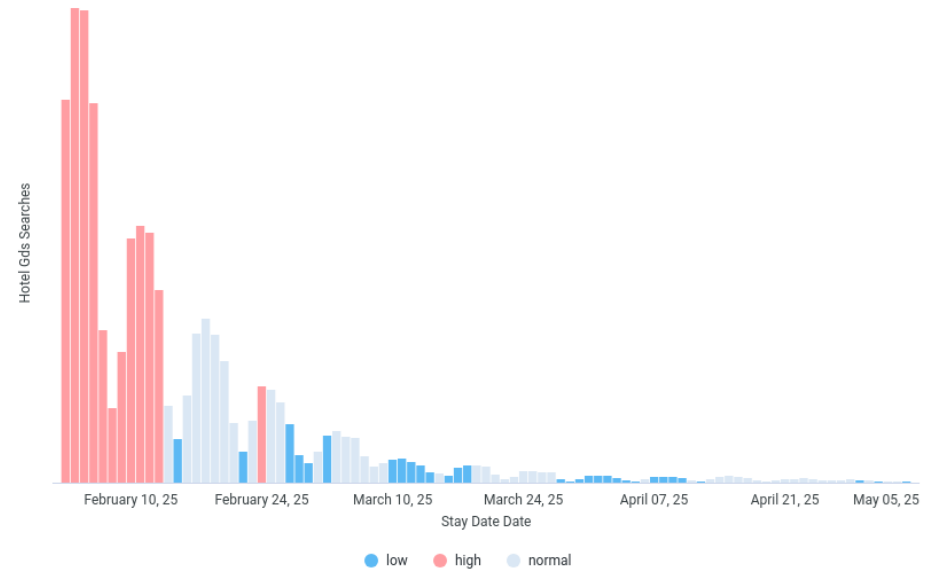
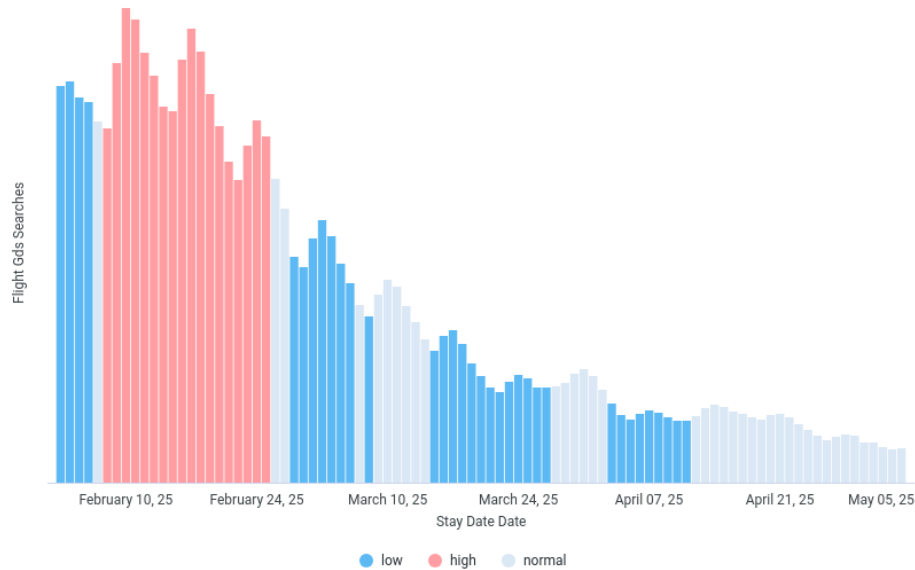


Chennai

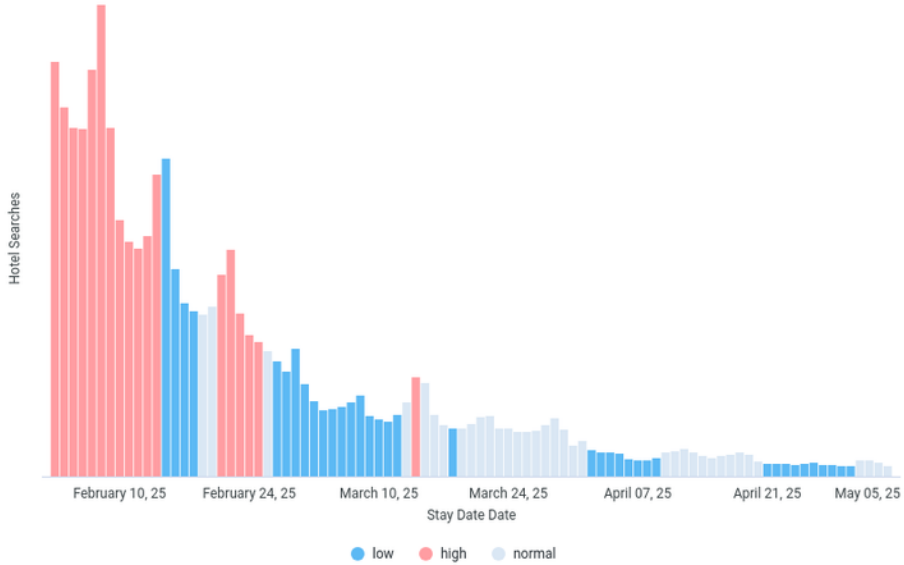
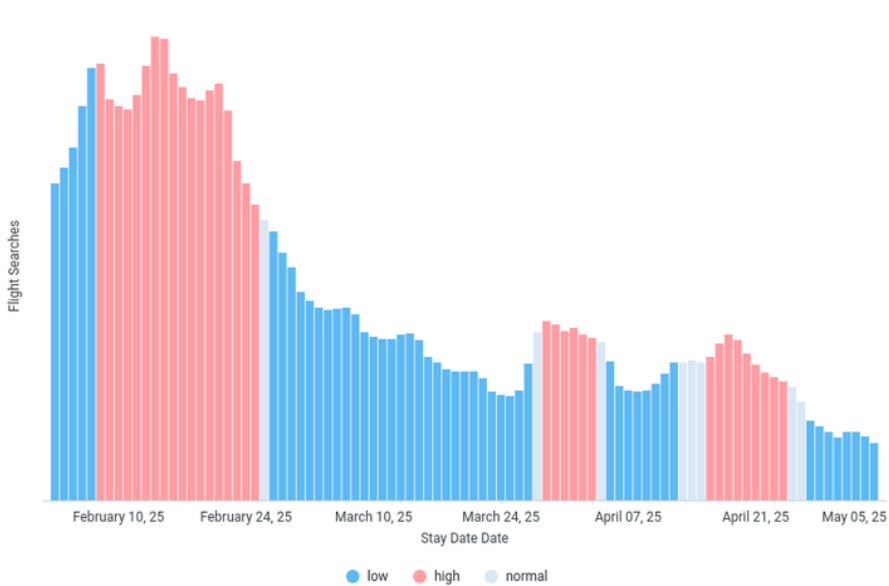


Source:
Lighthouse

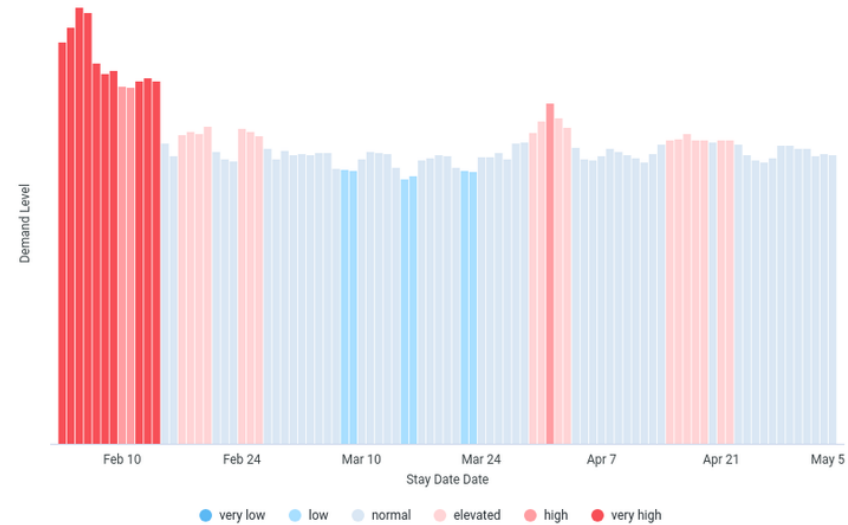
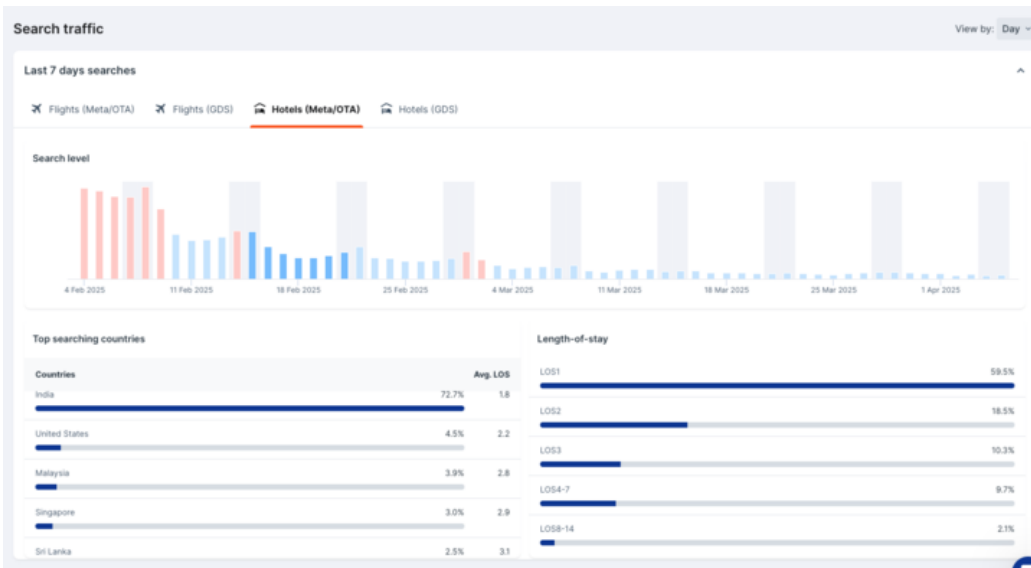
India Demand level for next 120 days



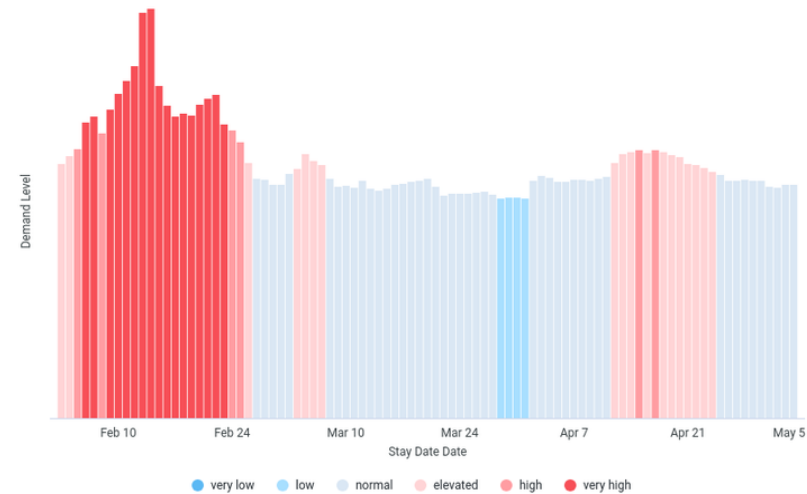
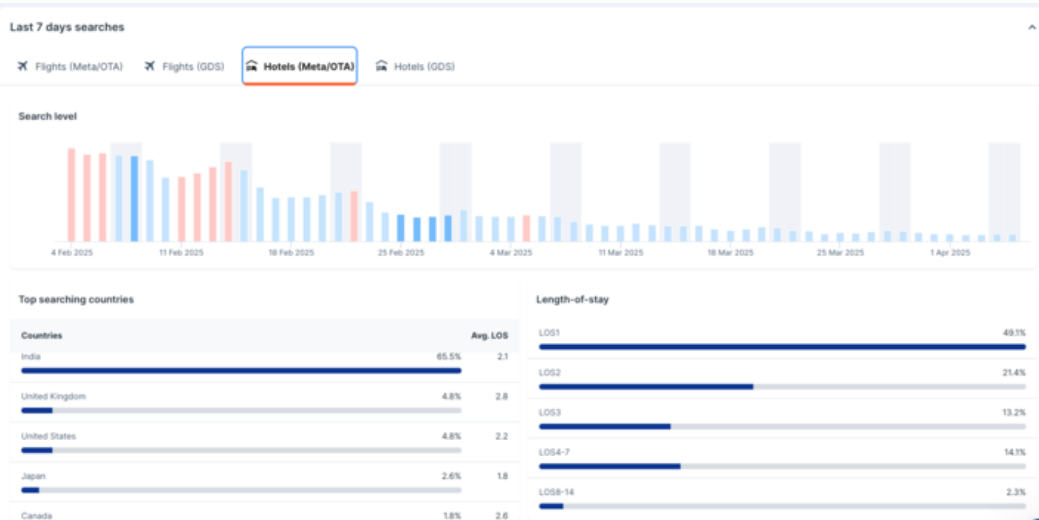
India Demand level for next 120 days



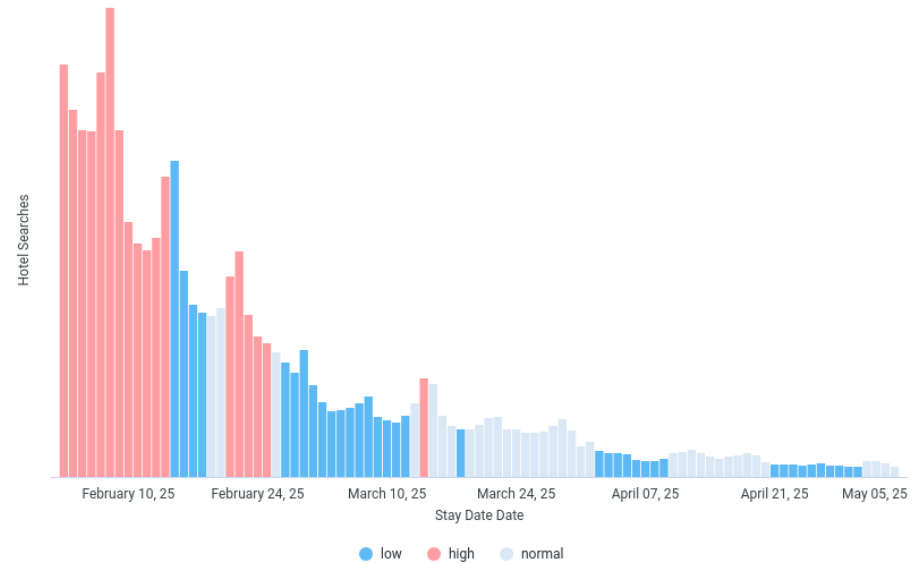
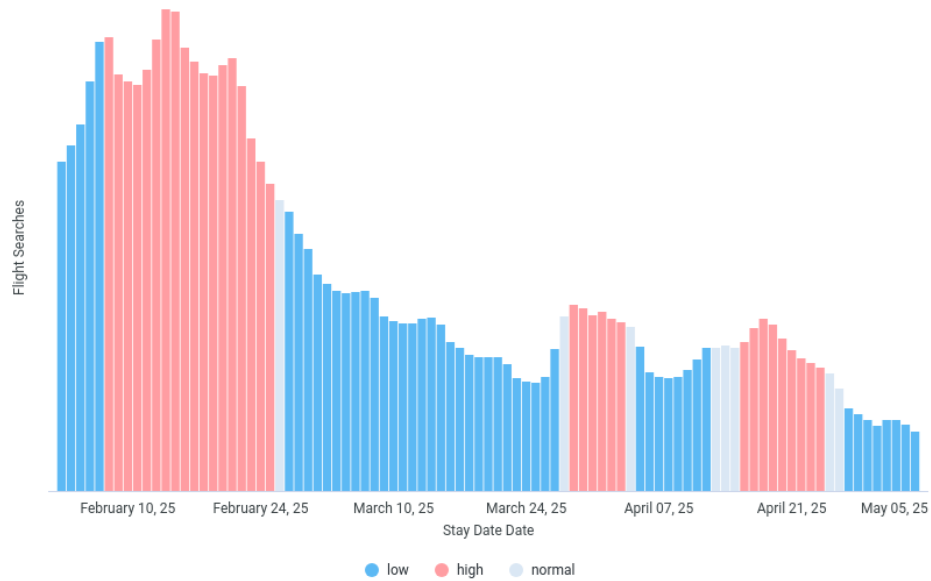
Chennai: Last 7 days searches for next 60 days



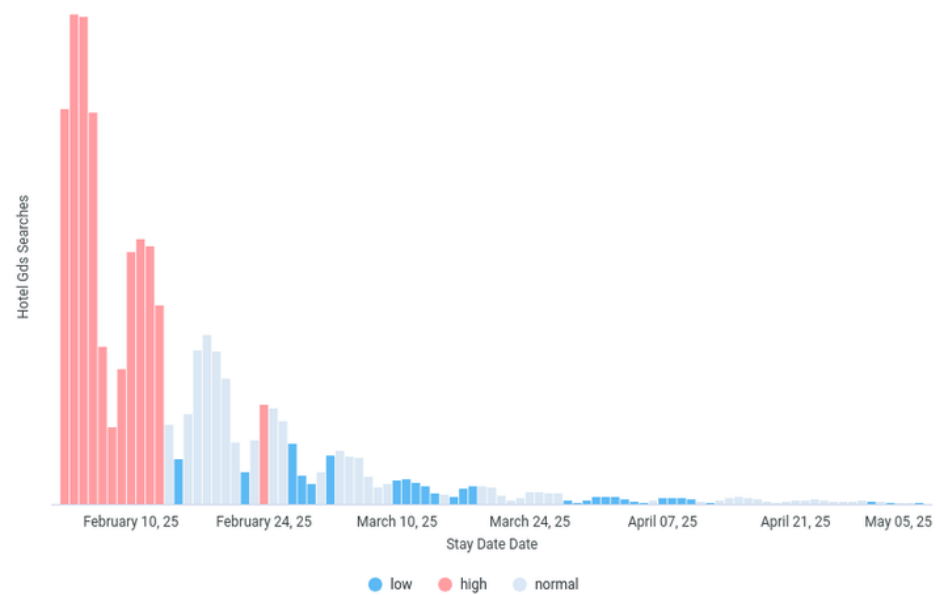
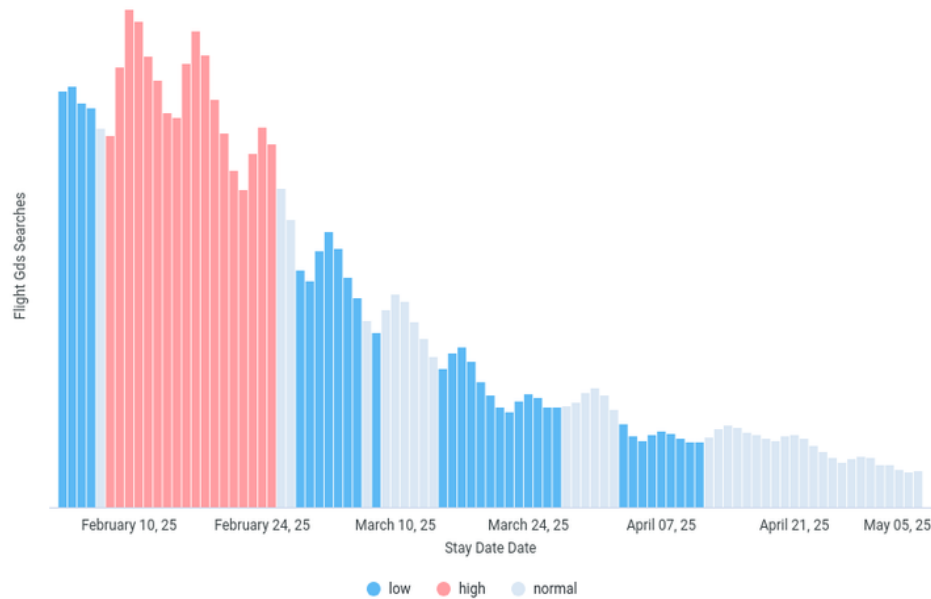
Delhi: Last 7 days searches for next 60 days



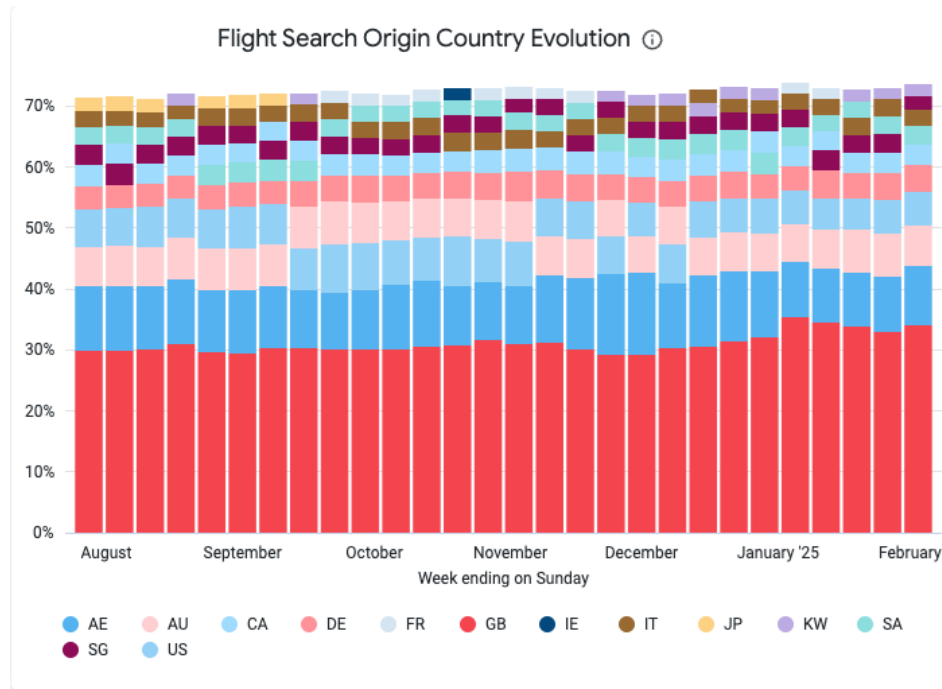
Meta_OTA FLight Searches and Meta_OTA Hotel Searches



GDS Flight Searches and GDS Hotel Searches



Top Feeder market - Flights



Source:
Lighthouse

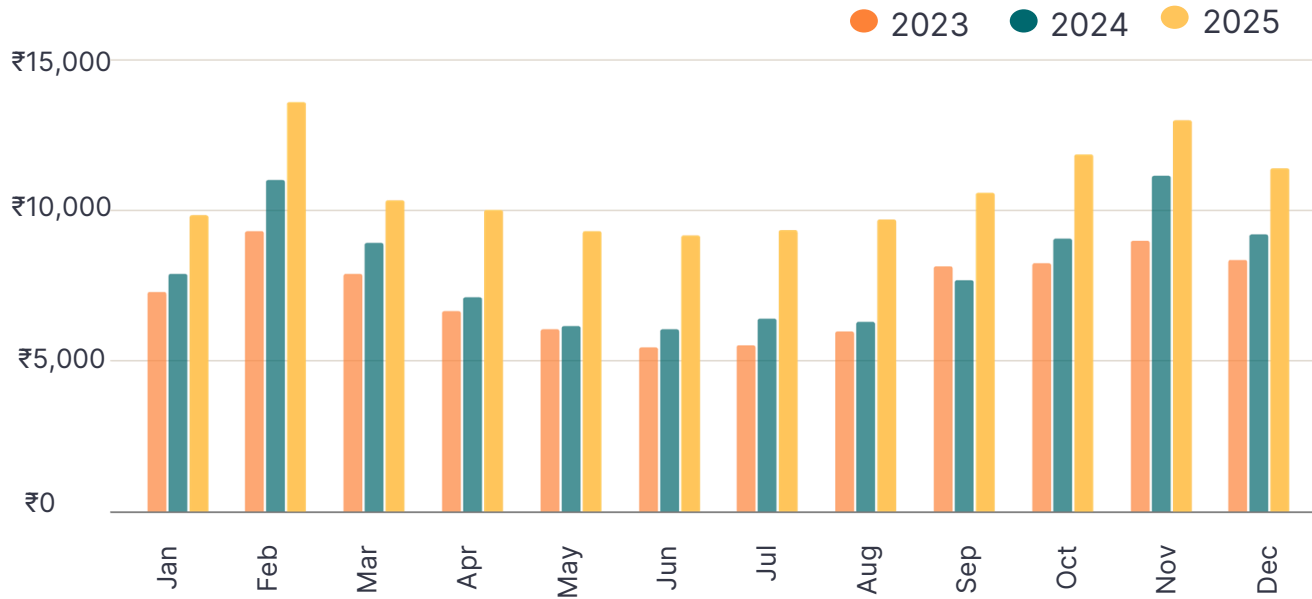


Pricing Trends

Industry Data Trends

New Delhi Hotel Pricing

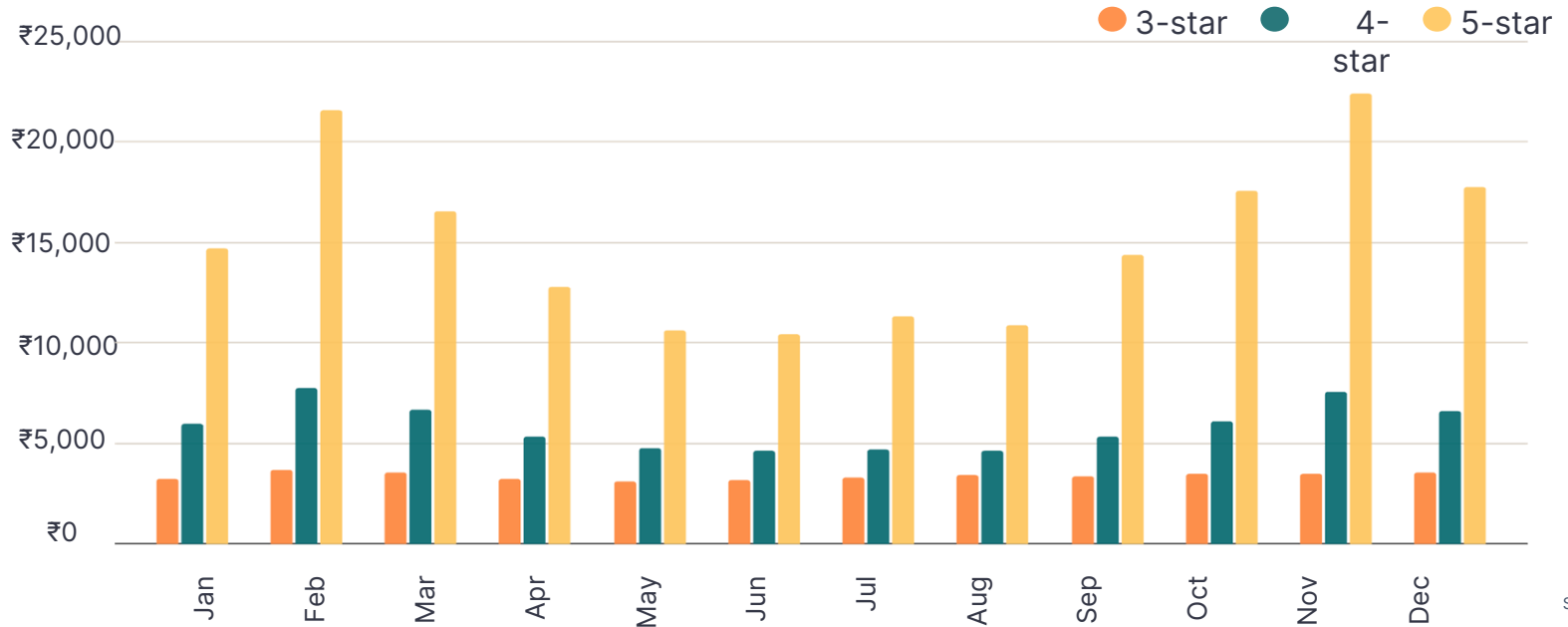
Actualized (2023 through Dec '24) and Advertised (Jan'25 onward)



Source: Lighthouse

New Delhi Hotel Pricing

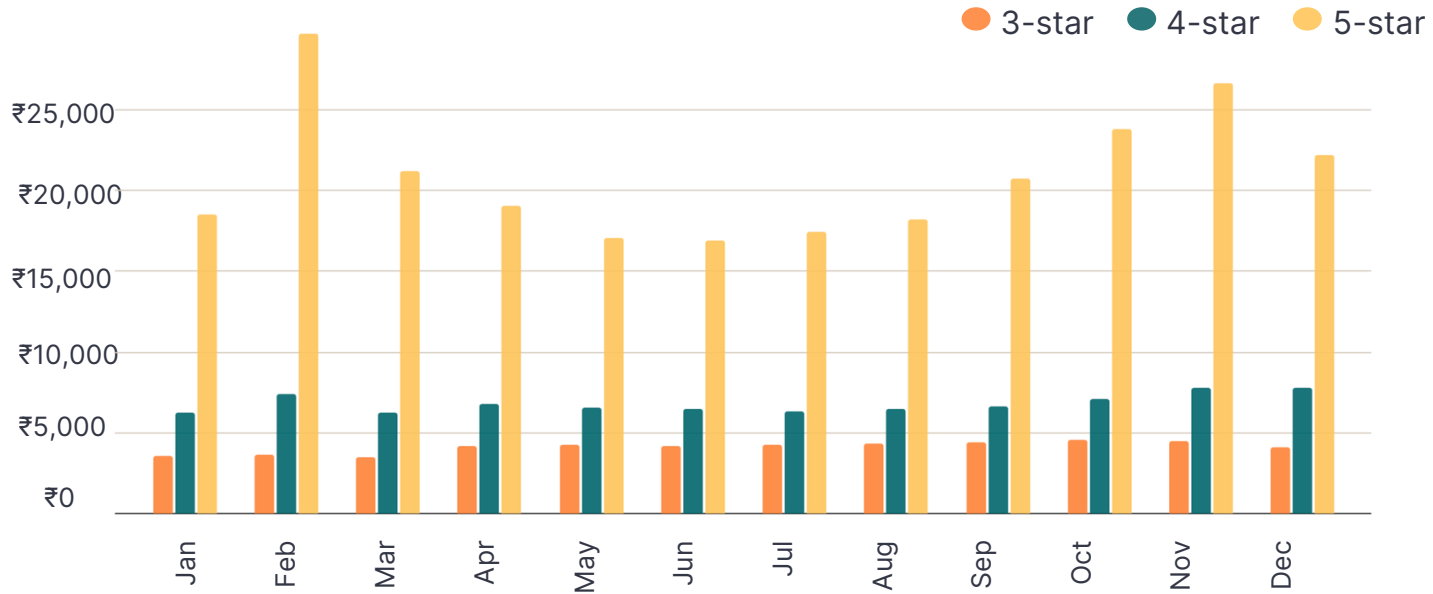
2024 Actualised



Source: Lighthouse

New Delhi Hotel Pricing

2025 Advertised



Source: Lighthouse

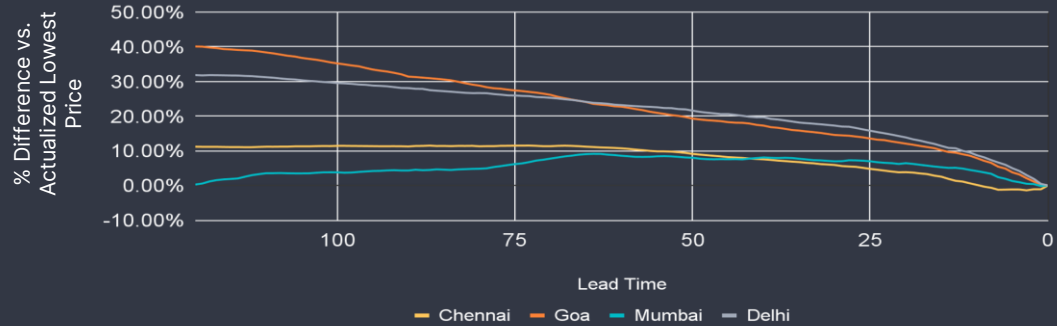


Booking Lead Time

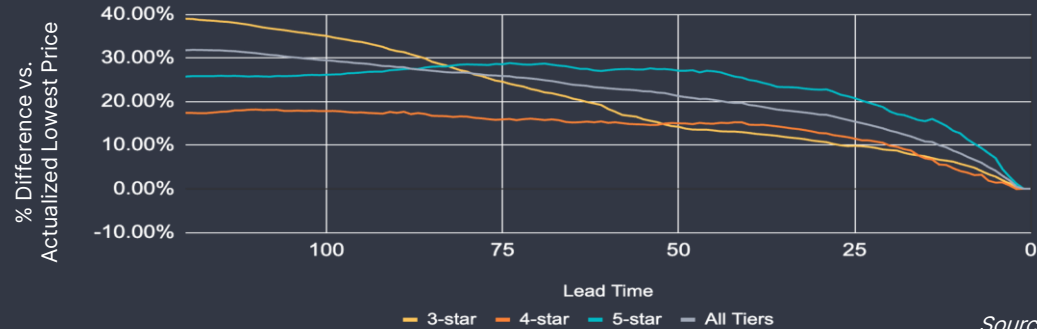
And its impact
on pricing...

Stay date: 22nd Oct 2024

Lead Time Price Impact, by City



Delhi Spotlight - Lead Time Impact by Stars



Source: Lighthouse



Macro trends tend to create winners & losers

Key Takeaways

The **complexity** of data management is increasing

Time and trust issues create the most pain for revenue professionals

Investments and training can **drive revenue**, but need to be aligned with team needs

Larger players are ahead of the curve in AI adoption and are seeing productivity gains in terms of managing more properties per head

We are early in the **AI adoption lifecycle** but there is real risk in failing to train and equip teams for the future



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