

Hotel de Capricho, s.l.

sales

sales	ene-21	feb-21	mar-21	abr-21	may-21	jun-21	jul-21	ago-21	sep-21	oct-21	nov-21	dic-21	Total
Estancia Hotelera	1.910	1.910	2.258	2.431	2.779	2.952	3.474	3.474	3.126	2.779	2.431	2.779	32.304
Cafetería, Comida y Bebida	3.246	3.246	3.836	4.131	4.722	5.017	5.902	5.902	5.312	4.722	4.131	4.722	54.890
Comunic., Alquil.loc. 229 m2 y Varios	1.289	1.289	1.523	1.640	1.874	1.992	2.343	2.343	2.109	1.874	1.640	1.874	21.789
Spa & Wellness Center	1.222	1.222	1.444	1.555	1.777	1.888	2.221	2.221	1.999	1.777	1.555	1.777	20.655

Cost of error producción

Cost of error producción	ene-21	feb-21	mar-21	abr-21	may-21	jun-21	jul-21	ago-21	sep-21	oct-21	nov-21	dic-21	Total
Estancia Hotelera	69.211	49.763	53.831	39.243	30.761	15.758	0	0	7.930	30.761	39.243	30.761	367.261
Cafetería, Comida y Bebida	5.092	3.661	3.960	2.887	2.263	1.159	0	0	583	2.263	2.887	2.263	27.019
Comunic., Alquil.loc. 229 m2 y Varios	3.554	2.556	2.765	2.015	1.580	809	0	0	407	1.580	2.015	1.580	18.861
Spa & Wellness Center	338	243	263	192	150	77	0	0	39	150	192	150	1.795
Cost of error producción	78.196	56.223	60.819	44.338	34.754	17.804	0	0	8.959	34.754	44.338	34.754	414.936
% Cost of error producción	34,4%	27,4%	25,7%	19,0%	13,8%	7,2%	0,0%	0,0%	3,5%	13,8%	19,0%	13,8%	14,2%

Cost of error producción 414.936

Additional sales targets

Additional sales targets	ene-21	feb-21	mar-21	abr-21	may-21	jun-21	jul-21	ago-21	sep-21	oct-21	nov-21	dic-21	Total
cold zone													
Estancia Hotelera	401	289	312	228	178	91	0	0	46	178	228	178	2.130
PRICES	75,53	75,53	75,53	75,53	75,53	75,53	75,53	75,53	75,53	75,53	75,53	75,53	75,53
Cafetería, Comida y Bebida	682	490	531	387	303	155	0	0	78	303	387	303	3.620
PRICES	19,04	19,04	19,04	19,04	19,04	19,04	19,04	19,04	19,04	19,04	19,04	19,04	12,02
Comunic., Alquil.loc. 229 m2 y Varios	271	195	211	154	120	62	0	0	31	120	154	120	1.437
PRICES	5,71	5,71	5,71	5,71	5,71	5,71	5,71	5,71	5,71	5,71	5,71	5,71	5,71
Spa & Wellness Center	257	185	200	146	114	58	0	0	29	114	146	114	1.362
PRICES	0,84	0,84	0,84	0,84	0,84	0,84	0,84	0,84	0,84	0,84	0,84	0,84	0,84
temperate zone													
Estancia Hotelera	361	260	281	205	161	82	0	0	41	161	205	161	1.917
PRICES	82,81	82,81	82,81	82,81	82,81	82,81	82,81	82,81	82,81	82,81	82,81	82,81	82,81
Cafetería, Comida y Bebida	614	441	477	348	273	140	0	0	70	273	348	273	3.258
PRICES	21,42	21,42	21,42	21,42	21,42	21,42	21,42	21,42	21,42	21,42	21,42	21,42	12,02
Comunic., Alquil.loc. 229 m2 y Varios	244	175	190	138	108	55	0	0	28	108	138	108	1.293
PRICES	6,43	6,43	6,43	6,43	6,43	6,43	6,43	6,43	6,43	6,43	6,43	6,43	6,43
Spa & Wellness Center	231	166	180	131	103	53	0	0	26	103	131	103	1.226
PRICES	0,91	0,91	0,91	0,91	0,91	0,91	0,91	0,91	0,91	0,91	0,91	0,91	0,91
hot zone													
Estancia Hotelera	241	173	187	137	107	55	0	0	28	107	137	107	1.278
PRICES	92,55	92,55	92,55	92,55	92,55	92,55	92,55	92,55	92,55	92,55	92,55	92,55	92,55
Cafetería, Comida y Bebida	409	294	318	232	182	93	0	0	47	182	232	182	2.172
PRICES	22,61	22,61	22,61	22,61	22,61	22,61	22,61	22,61	22,61	22,61	22,61	22,61	11,12
Comunic., Alquil.loc. 229 m2 y Varios	162	117	126	92	72	37	0	0	19	72	92	72	862
PRICES	6,78	6,78	6,78	6,78	6,78	6,78	6,78	6,78	6,78	6,78	6,78	6,78	6,78
Spa & Wellness Center	154	111	120	87	68	35	0	0	18	68	87	68	817
PRICES	0,96	0,96	1.907,59	1.898,72	2.052,91	2.040,60	2.246,68	2.246,68	2.087,89	2.052,91	1.898,72	2.052,91	23.945,44

estimated benefits behind the strategy

Expected total benefits	ene-21	feb-21	mar-21	abr-21	may-21	jun-21	jul-21	ago-21	sep-21	oct-21	nov-21	dic-21	Total
Benefits previous strategy	- 33.551	- 11.579	- 8.057	12.483	30.184	51.192	81.172	81.172	64.096	30.184	12.483	30.184	339.960
cold zone	36.744	26.419	28.579	20.834	16.331	8.366	-	-	4.210	16.331	20.834	16.331	194.980
temperate zone	37.350	26.855	29.050	21.178	16.600	8.504	-	-	4.279	16.600	21.178	16.600	198.194
hot zone	27.799	19.988	21.622	15.762	12.355	6.329	-	-	3.185	12.355	15.762	12.355	147.514
estimated benefits behind the strategy	68.343	61.684	71.193	70.257	75.470	74.391	81.172	81.172	75.770	75.470	70.257	75.470	880.647

Benefits previous strategy 339.960
estimated benefits behind the strategy 880.647
Diferencia 540.687

**We have a detailed 28-page
report.**