

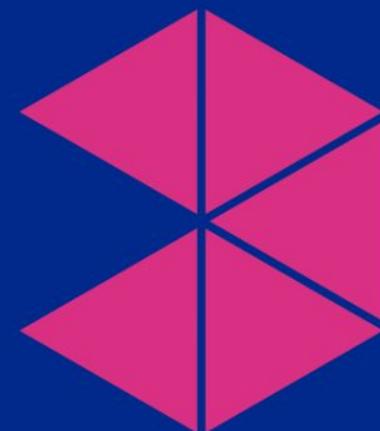


Revenue & Performance 2025:

Insights, Strategien und neue Umsatzquellen



Das weltweite RMS **Nr. 1**,
vier Jahre in Folge



Erica Delfino

Director of Hospitality Solutions, EMEA
Duetto



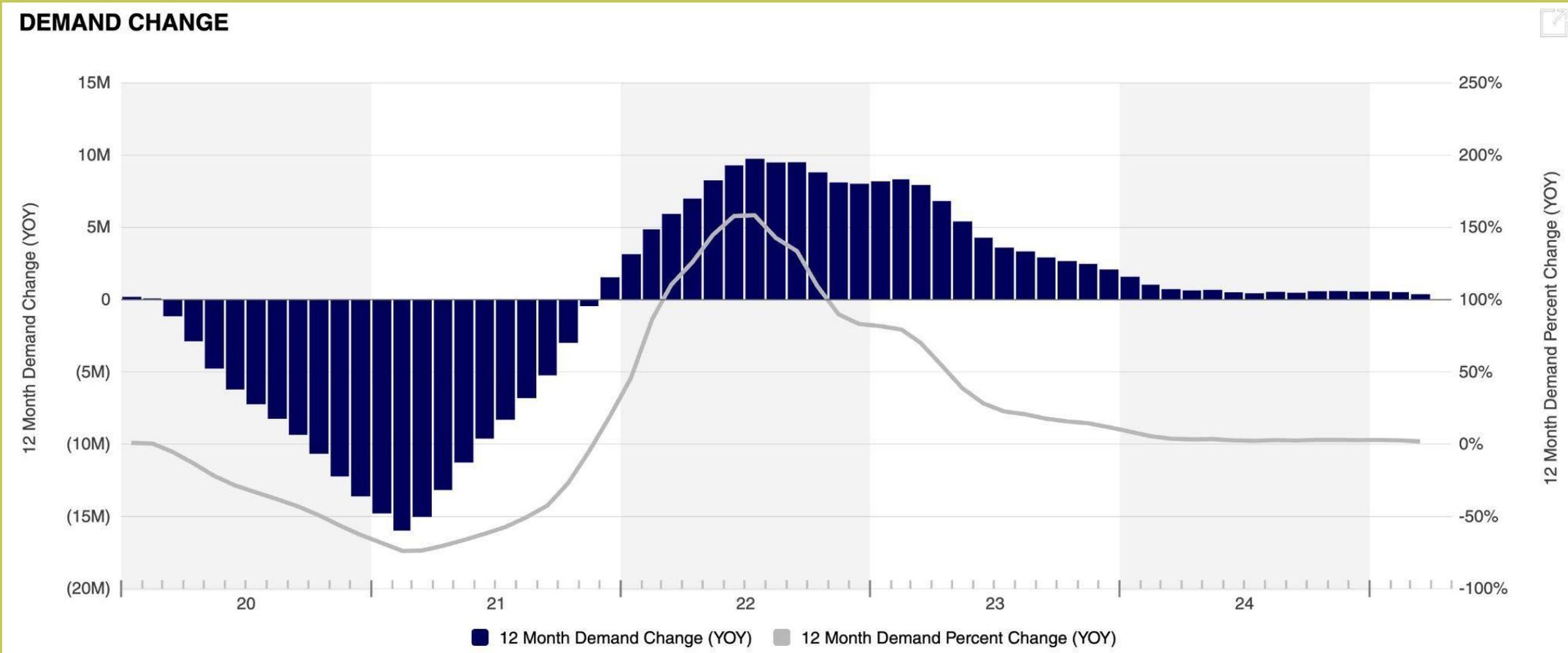
Entscheidungen in beispiellosen Zeiten treffen.



Country	Tariffs Charged to the U.S.A. Including Currency Manipulation and Trade Barriers	U.S.A. Disc. Reciprocal T.
China	67%	34%
European Union	39%	20%
Vietnam	90%	46%
Taiwan	64%	32%
Japan	46%	24%
India	52%	26%
South Korea	50%	25%
Thailand	72%	3%
Switzerland	61%	
Indonesia	64%	
Malaysia	47%	
Cambodia		

Aber...Wir waren schon einmal hier

Berliner Markt während Covid



Was bedeutet das für Hotels?

**Wir treffen
Entscheidungen
anhand von Daten,
die nicht mehr der
Realität
entsprechen.**



Forecast

Unconverted Demand

The screenshot shows a travel booking interface with the following elements:

- Search filters: Lisbon, May 12, 2 guests, and a Search button.
- Message: Guest left site without booking.
- Two hotel listings:
 - Listing 1: Sold Out.
 - Listing 2: €580 per night, with a Book button being clicked by a mouse cursor.

Forecast



Strategie

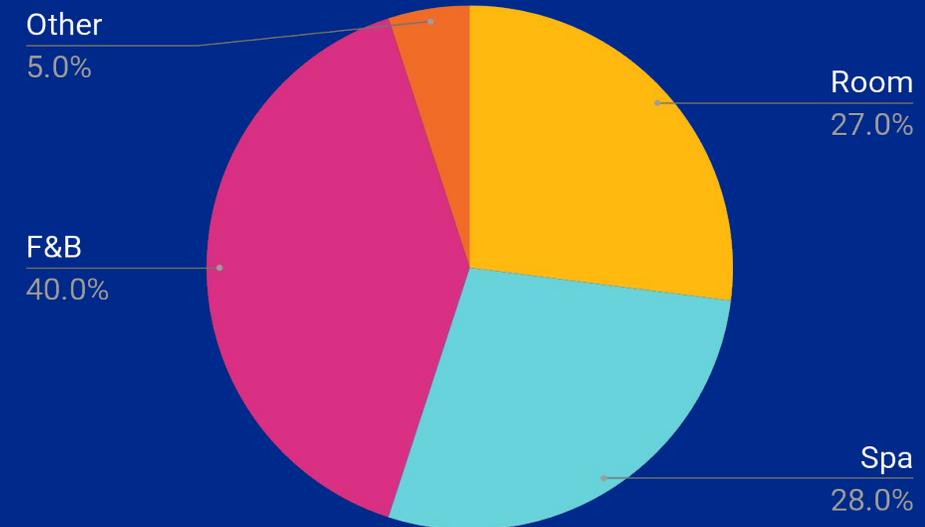


Duetto >

Bei der **Strategie** geht es nicht nur um das Pricing, sondern auch um die Erschließung **anderer Umsatzquellen.**



Gäste sind
mehr als eine
gebuchte
Übernachtung.

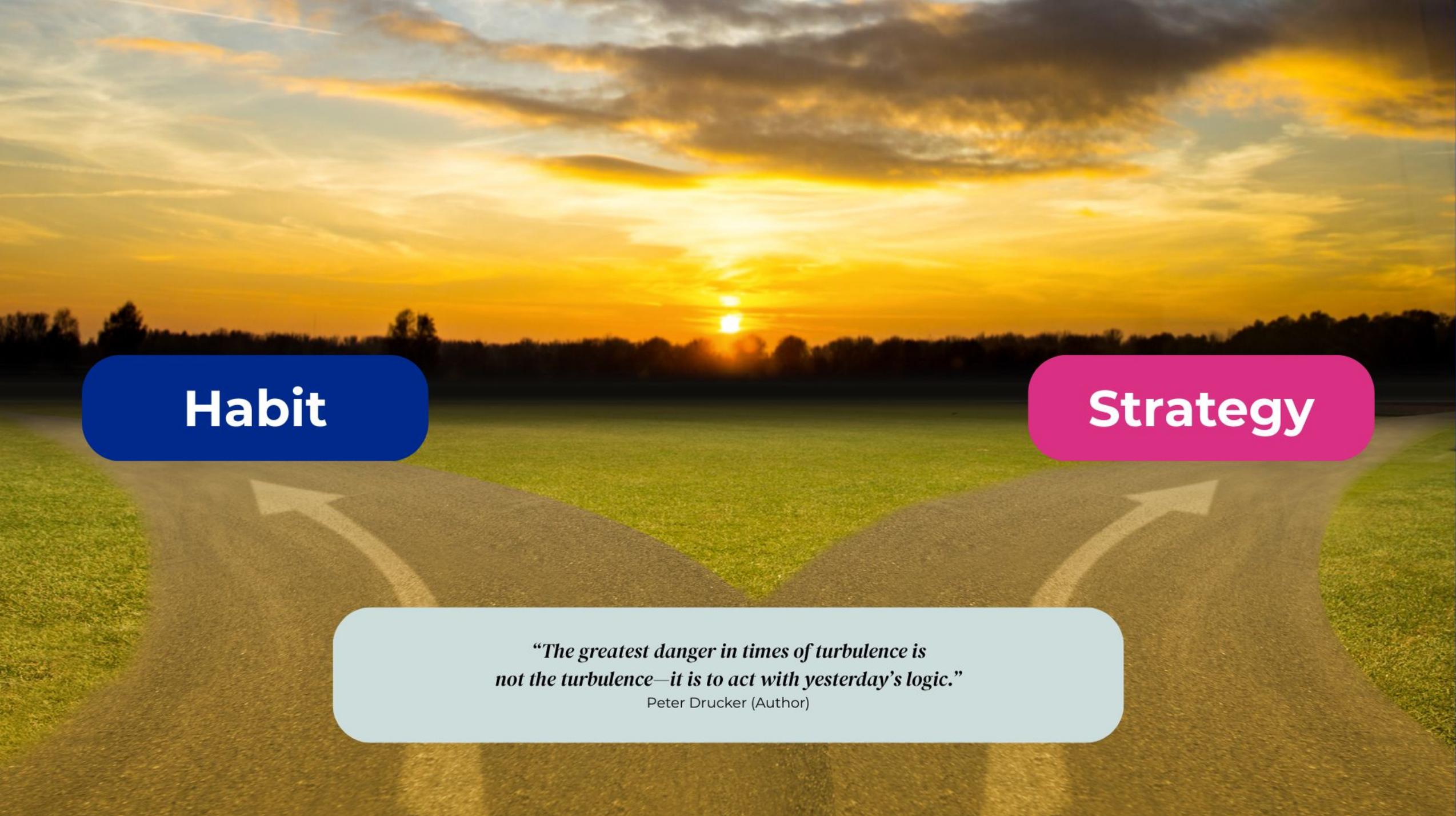


Group & MICE business, eine *strategische Umsatzquelle*

Der MICE-Markt wird bis 2033 auf **1.931** Milliarden Dollar **anwachsen**.

Source: [CMI Research Team](#)



A sunset over a field with two diverging paths. The sun is low on the horizon, casting a golden glow over the sky and the grass. Two paths, marked with arrows, lead away from the center towards the left and right. The path on the left is labeled 'Habit' and the path on the right is labeled 'Strategy'.

Habit

Strategy

“The greatest danger in times of turbulence is not the turbulence—it is to act with yesterday’s logic.”

Peter Drucker (Author)

Duetto >

Danke!