2023

DynamEat

Simply Smarter

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70% Total Revenue is generated by

Room Revenue and a lot of technology is out there

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Dear Opportunities
We are coming!

30% **of revenue**

= Other Revenues
BUT it lacks **Culture**, **Technology**, **People** and **Processes**

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$110bn*

Huge opportunity. That’s what it’s all about!

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*2019 Oher revenues Incomes StockApps.com

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WE ARE SUPPORTING THE HOTEL INDUSTRY TO **OPTIMIZE OTHER REVENUE STREAMS**

...STARTING WITH **F&B**

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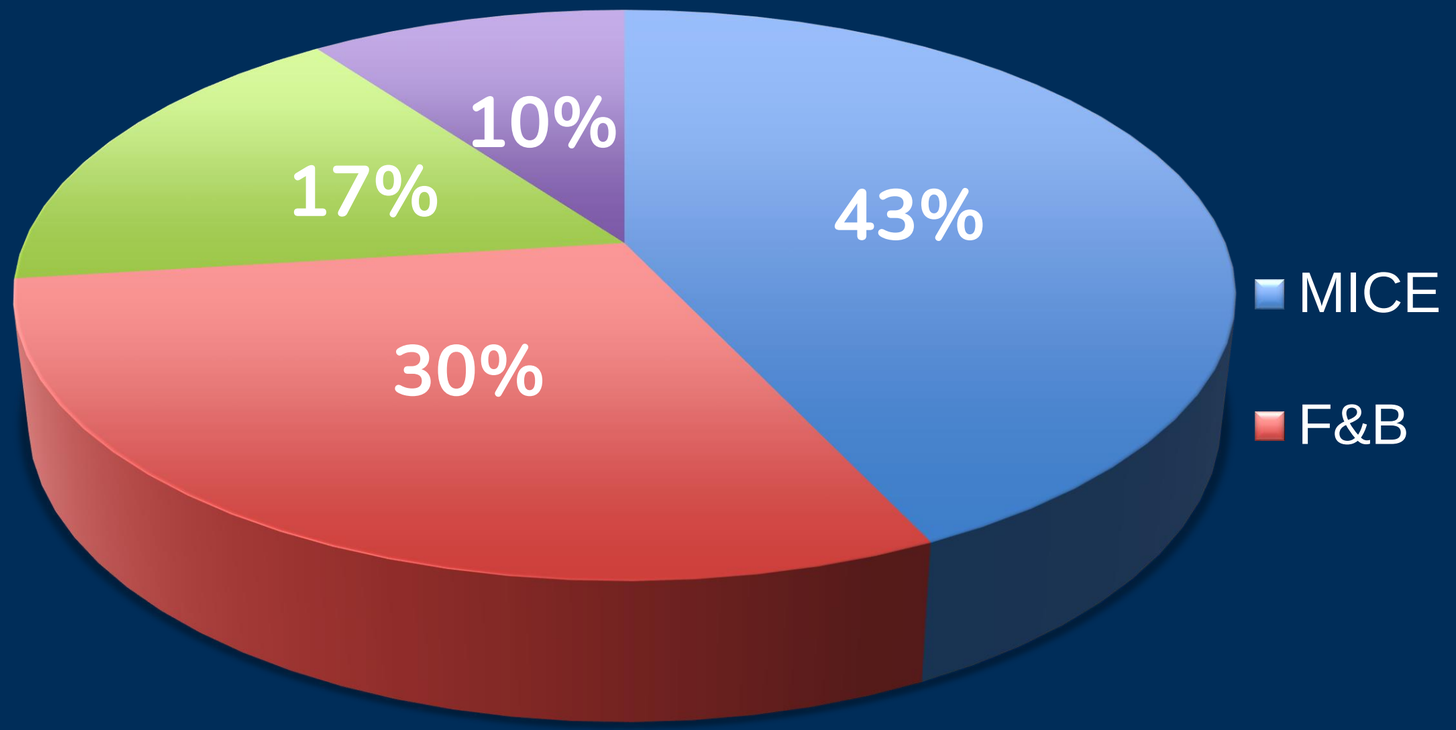
Four main Other Revenues areas identified to focus:



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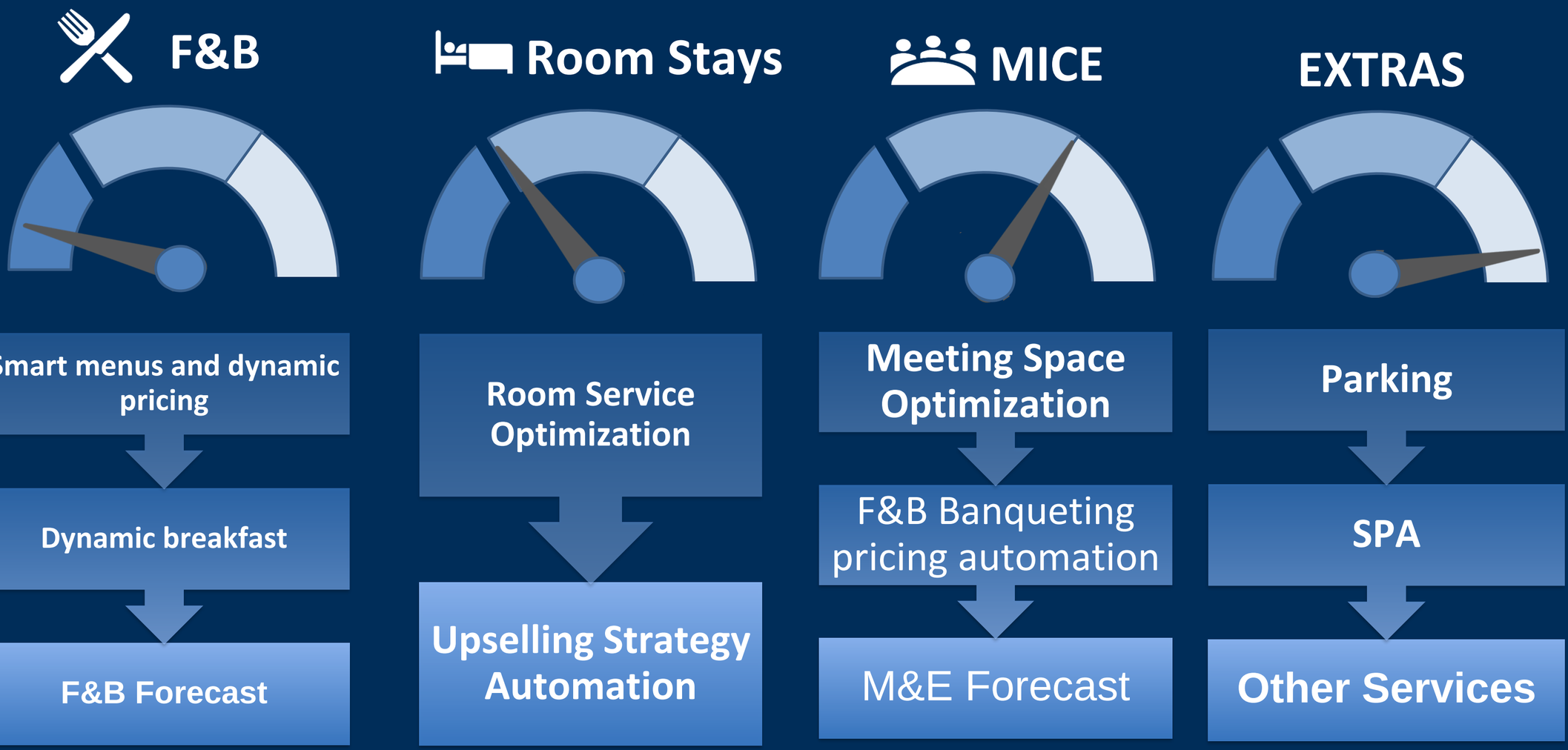
Opportunities breakdown:



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Today DynamEat applies Artificial Intelligence to adapt restaurants pricing & digital menus in 3 simple steps

1

Forecast

2

Pricing

3

Menu

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HOW DO WE DO IT?

1 **Integration with POS/PMS** for automatic price update and sales data collecting

2 Platform for daily **dynamic pricing management** and **smart menus**

3 **Identification of the strategy pricing** based on several parameters

- Forecast occupancy
- Forecast demand of each dish
- Speed
- Contribution margin
- Demand elasticity

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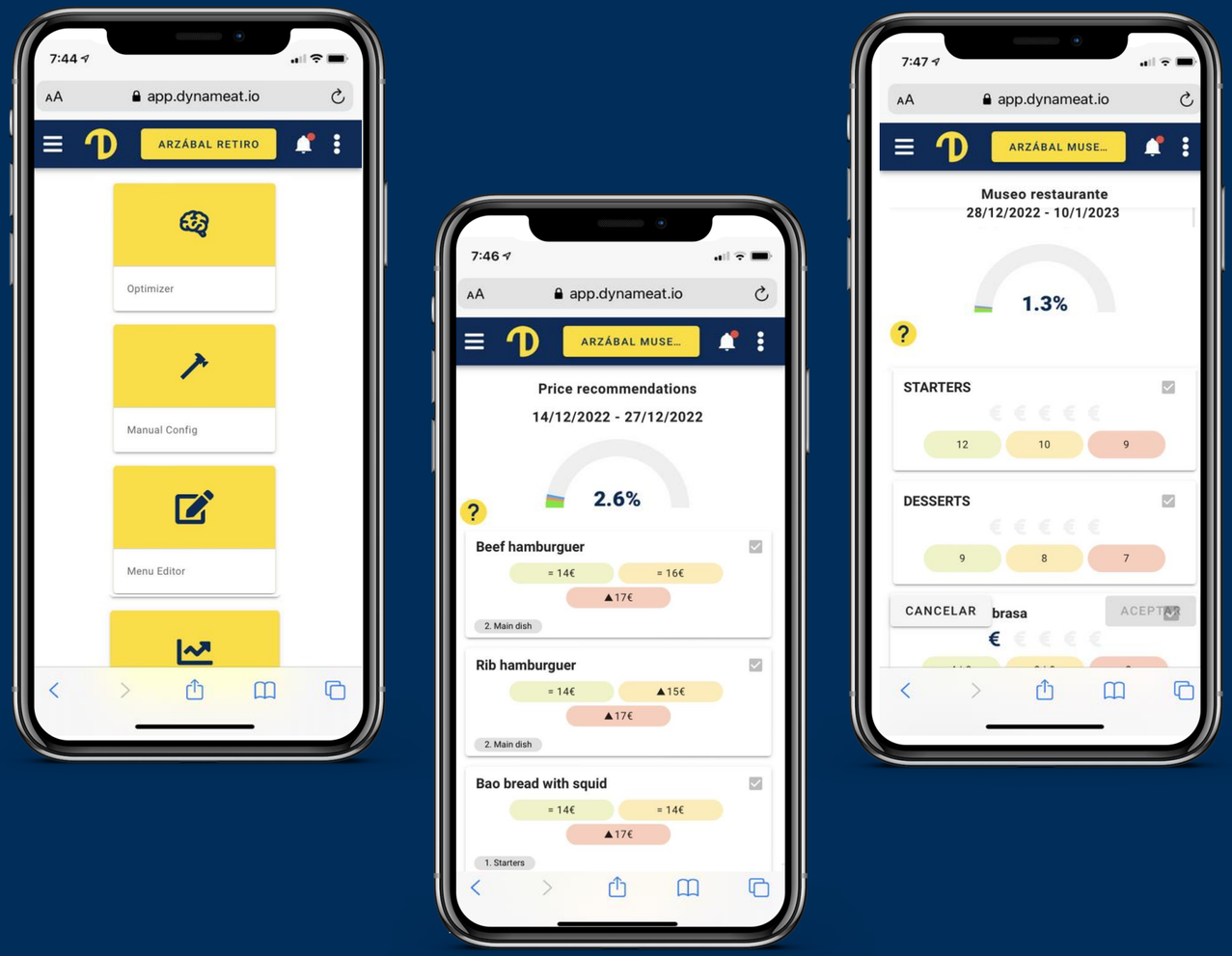

COMPLICATED?
NO WAY!

USING JUST YOUR SMART PHONE

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Who trusts DynamEat

among others...

RADISSON HOTELS

Group with over 600 properties

LARRUMBA

Group with 26 restaurants

PALLADIUM HOTEL GROUP

Group with over 40 properties

GRUPO LALALA

Group with 20 restaurants

grupo ARZÁBAL

Group with 3 restaurants

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Words aren’t unnecessary

Where **numbers** are the only thing that matter

Up to **10%-15%** increase in

Profitability with **DynamEat**

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Airport hotel

266 keys

Main segments: Transient Leisure & Crew

Restaurant capture ratio: 70%

Length of Stay: 5,1

DynamEat's Profit Impact

+€ 22k

in 2 months

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City Center hotel

52 keys

Main segments: Transient Leisure & Cor.

Restaurant capture ratio: 40%

Length of Stay: 2,7

DynamEat's Profit Impact

+€ 6k

in 2 months

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Resort

415 keys

Main segments: Transient Leisure & LGR.

Restaurant capture ratio: 72%

Length of Stay: 3,8

DynamEat's Profit Impact

+€ 17k

in 1.5 months

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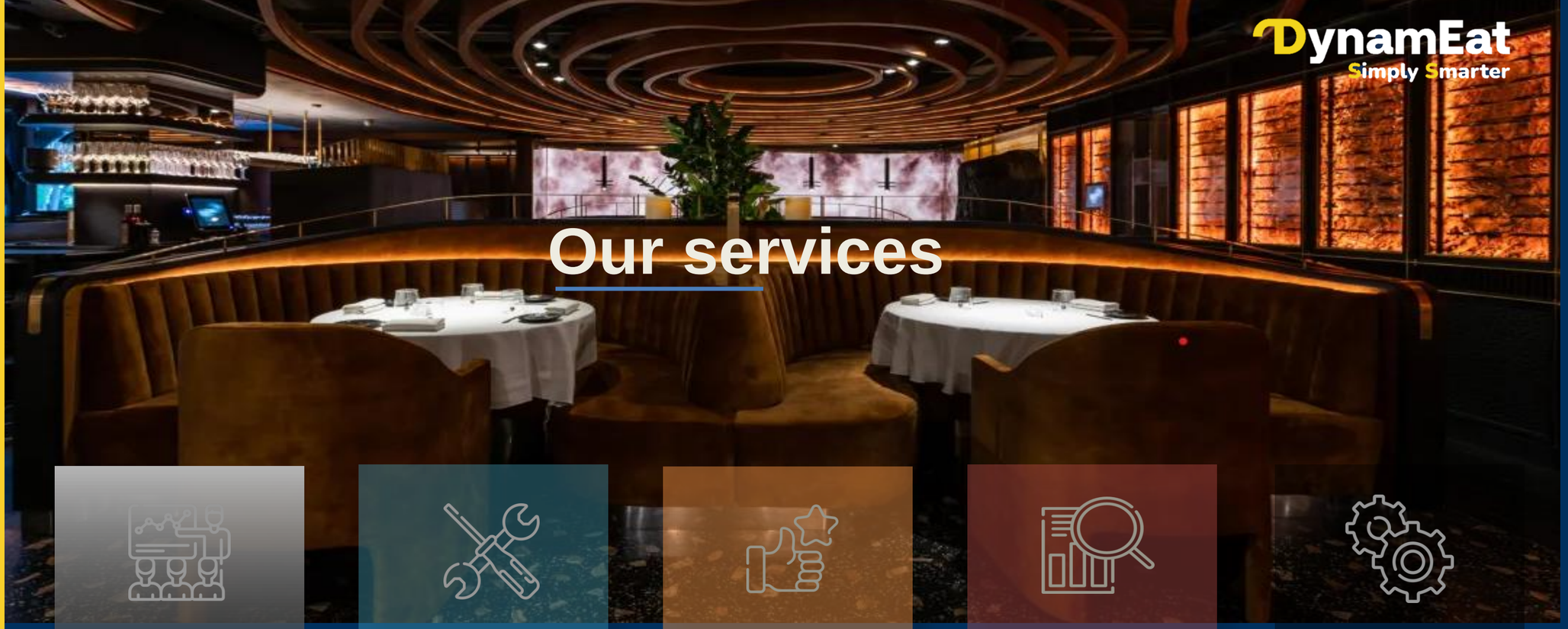
Your success is ours

What is included



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Our services

Menu Consulting

Maintenance

Customer Success

Result’s Analysis

System’s Development

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What our customers and industry leaders think about DynamEat

Gianni Di Fede

Senior Vice President RM, BI & Distribution

Radisson Hotel Group

“Being able to control and centralize our F&B pricing thanks to a platform like DynamEat is a very important leap for us”

Fernando Vives

Chief Commercial Officer

NH Hotel Group

“I believe that it is the right time for Dynamic Pricing for restaurants because the customer is ready.”

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Our team: Founders

Javier Espinosa

CEO & Co Founder

- University professor Revenue Management
- > 6 years experience in senior executive roles in NH Hotel Group and Selina

Alessio Di Gaetano

CRO & Co Founder

- University professor Revenue Management
- >15 years experience in the tourism industry

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Simply Smart to catch up

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