

# LUXURY & PREMIUN HOTEL INSIGHTS





Mid↓

High↓

High↑

Mid↑

Neutral +/-

What are the top account environments at Luxury & Premium Hotels, and which are trending?

## Account Environment Mentions as a Proportion of Luxury & Premium Hotel Mentions

POWERED BY GROUND SIGNAL.AI

| onments when posting | g from Luxury & Premium   | For example: Award Winning's sha<br>Hotel mentions increased by 53%  | nre of Luxury & Premium  |
|----------------------|---|--|--|
| Volume               | Index vs.<br>Total On-Premise*  | Environment<br>Ranked by Consumer Mentions   | 3 Year Growth**<br>(2022-2024)   |
|                      | 739%  | ື່ LIVE MUSIC  | +13%   |
|                      | ↑373%   | WATERFRONT   | +12%   |
|                      | ↑533%   | ₿ <sup>,</sup> JAZZ  | <b>⊅</b> 21%   |
|                      | ↑58%  |  | +14%   |
|                      | 159%  | <sup> </sup>   | +13%   |
|                      | 745%  |  | ↑53%   |
|                      | sumers are <b>159% mo</b><br>onments when posting<br>posting from other o<br>Volume | sumers are 159% more likely to mention posting from cher on-premise venues.   Volume   Index vs. Total On-Premise*   1 <tr< td=""><td>sumers are 159% more likely to mention<br/>posting from Luxury &amp; Premium<br/>posting from other on-premise venues.<br/>Volume Index vs.<br/>Total On-Premise*<br/>739%<br/>739%<br/>100 ↑ 373%<br/>↑533%<br/>↑533%<br/>↑533%<br/>↑159%<br/>Cor example: Award Winning's sha<br/>Hotel mentions<br/>For example: Award Winning's sha<br/>Hotel mentions<br/>Environment<br/>Ranked by Consumer Mentions<br/>WATERFRONT<br/>S<br/>PRIVATE EVENTS<br/><sup>10</sup> DOG FRIENDLY</td></tr<> | sumers are 159% more likely to mention<br>posting from Luxury & Premium<br>posting from other on-premise venues.<br>Volume Index vs.<br>Total On-Premise*<br>739%<br>739%<br>100 ↑ 373%<br>↑533%<br>↑533%<br>↑533%<br>↑159%<br>Cor example: Award Winning's sha<br>Hotel mentions<br>For example: Award Winning's sha<br>Hotel mentions<br>Environment<br>Ranked by Consumer Mentions<br>WATERFRONT<br>S<br>PRIVATE EVENTS<br><sup>10</sup> DOG FRIENDLY |

#### What are the top occasions at Luxury & Premium Hotels, and which are trending?

| On-Premise Occas<br>of Luxury & Premiu<br>POWERED BY GROUND SIGN   | m Hotel Mei               |                                |   | nh↑                            |
|--|---------------------------|--------------------------------|---|--------------------------------|
| Top Occas  | ions                      |                                | 🗰 🔁 Trending Occasions  |                                |
| For example: Consum<br>Wedding occasions w<br>Hotels than when pos | hen posting from <b>L</b> | Luxury & Premium               | For example: Valentine's Day's share of<br>Hotel mentions increased by 56% over the |                                |
| Occasion   | Volume                    | Index vs.<br>Total On-Premise* | Occasion<br>Ranked by Consumer Mentions   | 3 Year Growth**<br>(2022-2024) |
| 🖏 WEDDING  |                           | ↑215%                          | BREAKFAST   | +10%                           |
| TRAVEL   |                           | <b>↑171%</b>                   | 歌作 NEW YEARS  | <b>7 47%</b>                   |
| BREAKFAST  |                           | 733%                           |   | ↗19%                           |
|  |                           | 723%                           |   | <b>⊅28%</b>                    |
| 源 NEW YEARS  |                           | <b>↑67%</b>                    | 🖏 VALENTINES DAY  | ↑56%                           |

\*Index compared to national share of occasion mentions

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\*\*Growth percentage represents share of mentions change from 2022-2024



### What are the top cocktails at Luxury & Premium Hotels, and which are trending?

#### 🔲 Mid↓ High↑ **Cocktail Mentions as a Proportion of Luxury & Premium Hotel Mentions** Mid↑ 🔲 High↓ POWERED BY GROUND SIGNAL.AI Neutral +/-Trending Cocktails **Top Cocktails** For example: Consumers are **138% more likely** to mention **Mai** For example: Espresso Martini's share of Luxury & Premium Tais when posting from Luxury & Premium Hotels than when Hotel mentions increased by 50% over the past 3 years. posting from other on-premise venues. Index vs. Cocktail 3 Year Growth\*\* Cocktail Volume Total On-Premise\* Ranked by Consumer Mentions (2022-2024) MARTINI 🛴 ESPRESSO MARTINI **↑50% 743% MOCKTAILS ↑102%** SPRITZ **↑57% MAI TAI 138%** SPRITZ 740% \* Ì **PINA COLADA** SANGRIA +12% **168%** MINT JULEP **OLD FASHIONED 178% ↑54%** NEGRONI **732%** 길 PALOMA 747% \*Index compared to national share of cocktail mentions across all cocktails \*\*Growth percentage represents share of mentions change from 2022-2024

#### What are the top cocktail flavors at Luxury & Premium Hotels, and which are trending?

| Cocktail Flavor Mentions as a Proportion of<br>Luxury & Premium Hotel Mentions<br>POWERED BY GROUND SIGNAL.AI  |        |                                       |  |  |  |
|--|--------|---------------------------------------|--|--|--|
| Top Flavors  |        |                                       |  |  |  |
| For example: Consumers are <b>163% more likely</b> to mention<br><b>Tropical flavors</b> when posting from <b>Luxury &amp; Premium Hotels</b><br>than when posting from other on-premise venues. |        |                                       |  |  |  |
| Flavor   | Volume | Index vs.<br>Total On-Premise*        |  |  |  |
|  |        | 157%                                  |  |  |  |
| TROPICAL   |        | 163%                                  |  |  |  |
| I CHOCOLATE  |        | <b>↑65%</b>                           |  |  |  |
|  |        | ↗16%                                  |  |  |  |
|  |        | 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 |  |  |  |
| B GINGER   |        | ↗18%                                  |  |  |  |
|  |        |                                       |  |  |  |

| <ul> <li>□ High↑</li> <li>□ Mid↑</li> <li>□ Neutral +</li> </ul>  | Mid ↓ High ↓                   |
|---|--------------------------------|
| Trending Flavors  |                                |
| <i>For example: <b>Raspberry's</b> share of Luxury &amp; Pre</i><br><i>mentions increased</i> by <i>89%</i> over the past 3 yea |                                |
| Flavor<br>Ranked by Consumer Mentions   | 3 Year Growth**<br>(2022-2024) |
| B ESPRESSO  | ⊿17%                           |
| B PINEAPPLE   | <b>⊅28%</b>                    |
|   | ↑78%                           |
|   | ↑89%                           |
| VANILLA   | ↗18%                           |
| BLOOD ORANGE  | ⊿19%                           |
|   |                                |

\*\*Growth percentage represents share of mentions change from 2022-2024

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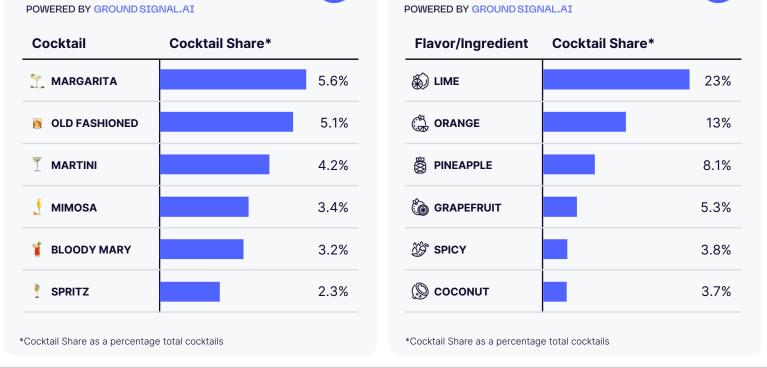
Which cocktails and cocktail flavors appear most frequently on menus within Luxury & Premium Hotels?





#### **Top Cocktail Flavors on Menu** within Luxury & Premium Hotels

POWERED BY GROUND SIGNAL.AI



How are spirits categories performing in terms of sales velocity and total volume growth over the past three years within Luxury & Premium Hotels?

| Spirits Category Sales Performance (9L/Yr)Image: Image: Imag |                                      |                                    |     |  |  |                                     |
|--|--------------------------------------|------------------------------------|-----|--|--|-------------------------------------|
| SPIRIT CATEGORY  | SHARE OF TOTAL<br>SPIRITS VOLUME (%) | CATEGORY SALES<br>Velocity (91/yr) |     | SALES VELOCITY<br>PERFORMANCE VS. TOTAL<br>SPIRITS NATIONAL<br>BENCHMARK | SALES VELOCITY<br>PERFORMANCE VS. EACH<br>CATEGORY NATIONAL<br>BENCHMARK | 3-YEAR CATEGORY<br>Volume trend (%) |
| TEQUILA/AGAVE  | 27%                                  |                                    | 4.8 | <b>⊅20%</b>  | <b>737%</b>  | ↗31%                                |
| WHISKEY  | 24%                                  |                                    | 2.7 | <b>43%</b>   | <b>⊅42%</b>  | +9%                                 |
| VODKA  | 18%                                  |                                    | 8.0 | <b>↑100%</b>   | <b>↑122%</b>   | +8%                                 |
| RUM  | 11%                                  |                                    | 6.0 | <b>↑50%</b>  | <b>⊅46%</b>  | +6%                                 |
| LIQUEUR  | 9%                                   |                                    | 2.8 | <b>30%</b> لا  | <b>⊅47%</b>  | +3%                                 |
| GIN  | 6%                                   |                                    | 3.8 | -5%  | <b>↑100%</b>   | +4%                                 |
| TOTAL  | SPIRITS NATIONAL<br>BENCHMARK        |                                    | 4.0 |  |  |                                     |

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