



To speak of USALI, was understood as part of the Accounting, this way of thinking accompanied us during years (1990-2018), even in the conferences that on the matter (USALI) we have had to give, because well it has taken an important qualitative leap, it is no longer so, in our SHMS, an automatic and daily module of emission has been added for the budgetary control of the income to the purest style of the formats USALI.

It is reinforced with a series of accounting reports for better monitoring of them, just as the option is given that the main report instead of daily is weekly (for example every Monday).

This USALI-style balance is generated daily in the Hotel program and sent to the Management and Finance departments fully automatically so that they can make and take the pertinent measures.

This example even contemplates options for hotels that have TS Time Sharing, the concepts of income are grouped as each hotel sees fit, always in 3 large groups "Room Sales", "F&B" and "Others".

In the generators, in addition to the classic USALI, in the same format can be done for a budgetary follow-up of Rates, Channels, Segments, Client Type, Room Type, Regime, Channels Group, Segments Group and Rate Profile. **What does it mean?**, that our directors of Operations, Revenue, ..., can make their strategic follow-ups that they consider opportune for a better control of their functions?



Y&R Management Analysis – Budget Style USALI Budget Concepts

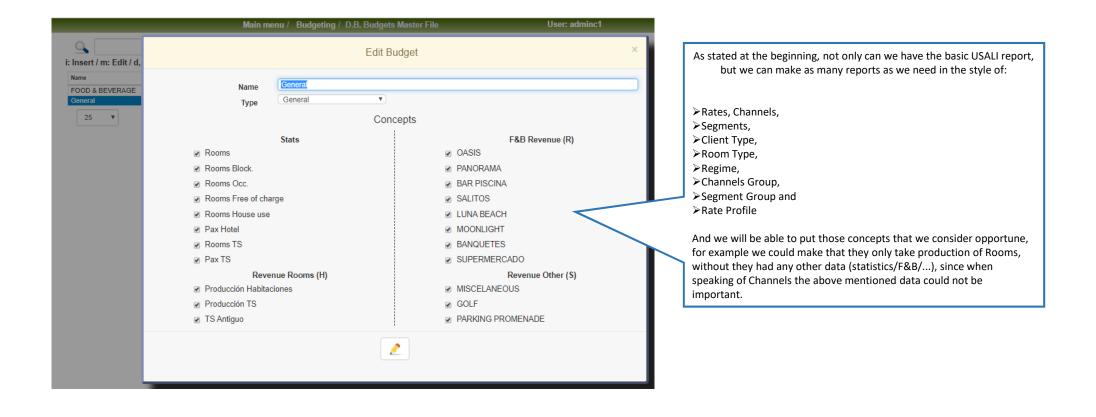


Orden 1 Nombre TS/Hotel Summation section in Tipo AF(H), B+(H), C+(H), C-(H), C=(H), D=(H), E+(H), G+(H), L+(H), MEN1(H), 0 Room Sa Hote MEN2(H) MEN3(H) PER3(USALI Time sharing 75(H), AF(H), B+(H), C+(H), C+(H), C=(H), D=(H), E+(H), G+(H), L+(H), MEN1(H), MEN2(H), MEN3(H), PER3(H), PER4(H), S+(H), 0 TS Sales +(H). H= Room Sales, R= Hotel + Time sharing 20 Upgrades 02(H) F&B, S= Others 0 TS Old 75(H) Hotel + Time sharing We will configure the lines 03(R), 04(R) 0 Oasis Hotel + Time sharing of our USALI reports 05(R) 1 Panorama Hotel + Time sharing according to the groupings 13(R) 1 Supermarket Hotel + Time sharing of the concepts that we 0 Salitos Hotel + Time sharing 21(R), 22(R), 61(R) 0 Swimming Pool 06(R), 07(R) Hotel + Time sharin wish (the set of all of them, 08(R), 18(R) 0 Moonlight Hotel + Time s ing are the ones that appear in 0 Luna Hotel e sharing 11(R), 12(R) our Production Squares). 0 Banquetes Time sharing 55(R), 56(R), 57(R), 58(R), 59(R), RB(R) 0 Prod Régimenes Hotel + Time sharing DS(R), H(R) Hotel + Time sharing 26(S) 0 Golf Hotel + Time sharing 71(S) 0 parkir 09(S), 10(S), 14(S), 16(S), 17(S), 20(S), 23(S), 24(S), 25(S), 27(S), 28(S), 29(S), 30(S), 32(S), 33(S), 36(S), 42(S), 43(S), 4... 0 Hotel + Time sharing Advance Payments Hotel + Time sharing ANT(S) 0.00 309299.8 484805.2 60358.84 34188.02 39630.21 2573.58 77.51 0.00 0.00 119.09 139632.58 2573.58 77.51 0.00 0.00 3893.83 112.74 510.64 0.00 0.00 -1.64 802.50 89.42 1568.09 558.36 45.95 0.00 37.91 0.00 -1217.18 -537.86 0.00 413.22 22302.65 119.09 694.55 1568.09 694.55 1424.46 1450.8 0.00 0.00 0.00 45.95 0.00 436.37 0.00 37.91 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 466.23 0.00 6972.95 287.24 6972.95 287.24 DRACK SRCCLU 267.24 -2261.12 1225.04 334.10 0.00 2101.86 0.00 0.00 0.00 .2261.1 1225.04 -537.86 334.10 0.00 2033.49 413.22 JNO BREA Production Square. 176.15 0.00 O DRTO EV 62.56 0.00 0.00 0.00 16068.61 25358.09 143.62 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 81.82 4044.41 0.00 2000.00 408.64 267.47 -290.52 0.00 External Departments are also included in the 143.62 0.00 14.54 Production Scale and may therefore form part of the 0.00 Budgets. -290.52 11744.41 9742.93 IVAS BILL 0.00 3733.53 ERES VAR 2220.74 PACK SBCCLU 8034.17 0.00 TOS ESPECIALE ONES RENTACA 0.00 521.48 1191.10 513.64 216.14 3719.01 1191.10 513.64 UERIA PISCINA 216.14 0.00 IVAS DEPOR



Y&R Management Analysis – Budget Style USALI Budget Master File







Y&R Management Analysis – Budget Style USALI



Budget Generation

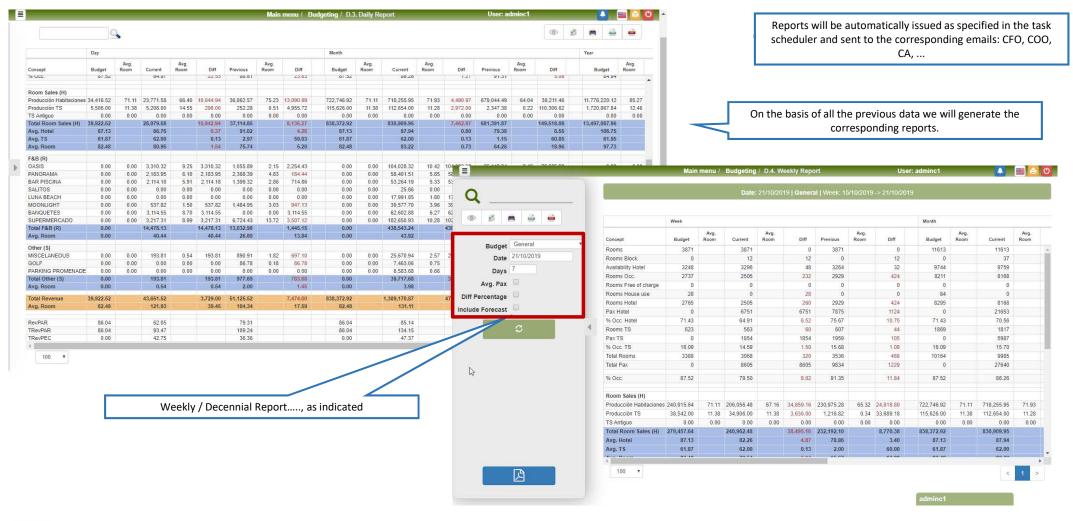




Y&R Management Analysis – Budget Style USALI



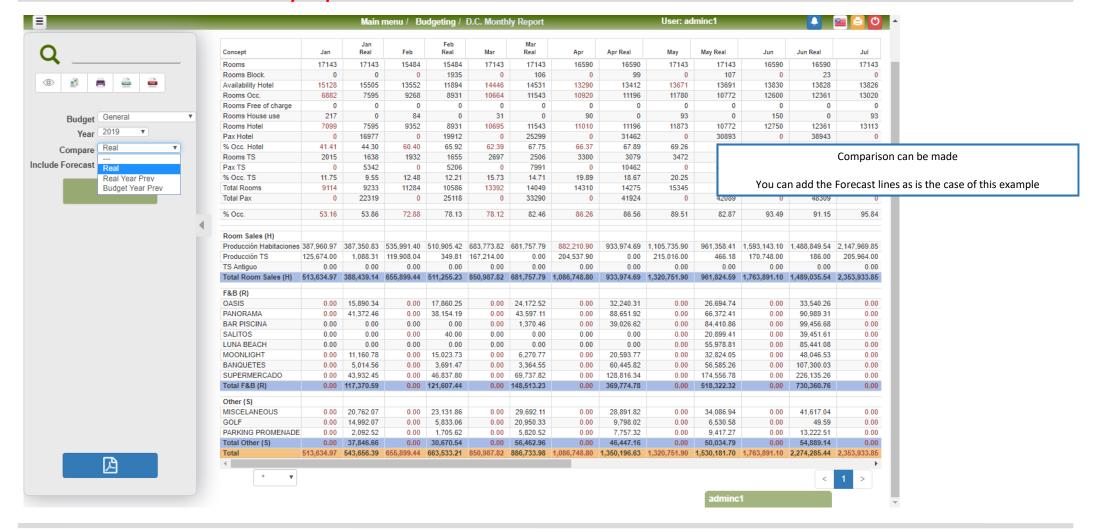
Daily Report





Y&R Management Analysis – Budget Style USALI Monthly Report







Y&R Management Analysis – Budget Style USALI



Budget Charts

