



**I AMSTAR
Incentive Program 2019**

NOVEMBER 2019 – Performance Hotels

<i>nov-19</i>									
Hotel	Total Score	Subscriptions			% Active		Conversion		
		Done	Goals	Score	Done	Score	Done	Goals	Score
<i>Tuscany</i>	6	5	23	0	100,0%	4	3	3	2
<i>Michelangelo FI</i>	4	17	27	0	88,2%	4	0	4	0
<i>Tourist</i>	6	8	23	0	100,0%	4	4	3	2
<i>Echo</i>	7	24	30	0	95,8%	4	7	4	3
<i>Rosa Grand</i>	5	85	68	4	44,7%	-1	11	10	2
<i>Excelsior</i>	6	22	35	0	81,8%	4	5	5	2
<i>Metropole</i>	4	10	53	0	80,0%	4	5	8	0
<i>Majestic</i>	4	10	28	0	80,0%	4	1	4	0
<i>Splendid Venice</i>	4	12	40	0	91,7%	4	1	6	0
<i>Savoia Excelsior</i>	6	15	28	0	86,7%	4	5	4	2
<i>Ritz</i>	6	36	39	0	91,7%	4	9	6	2
<i>President</i>	4	8	36	0	87,5%	4	3	5	0
<i>Cristallo</i>	4	5	17	0	100,0%	4	1	3	0
<i>Vespucci</i>	4	2	17	0	100,0%	4	0	3	0
<i>Anderson</i>	4	8	22	0	100,0%	4	1	3	0
<i>Business Palace</i>	6	35	48	0	91,4%	4	9	7	2
<i>Michelangelo RM</i>	4	16	41	0	93,8%	4	2	6	0
<i>Terminus</i>	4	13	33	0	84,6%	4	2	5	0
<i>Du Parc</i>	6	17	24	0	82,4%	4	5	4	2
<i>Grand Milan</i>	4	16	43	0	93,8%	4	4	6	0
<i>Hotel D'Inghilterra</i>	6	16	18	0	87,5%	4	3	3	2
<i>H&B</i>	6	9	14	0	77,8%	4	2	2	2
<i>GHC Siena</i>	4	5	8	0	100,0%	4	0	1	0
<i>Villa Michelangelo</i>	6	1	7	0	100,0%	4	1	1	2
<i>Castille</i>	8	32	22	4	75,0%	4	2	3	0
<i>The Gore</i>	9	36	11	4	72,2%	2	17	2	3
<i>The Pelham</i>	9	25	13	4	60,0%	2	7	2	3
<i>The Franklin</i>	11	21	8	4	76,2%	4	2	1	3

2019 – Total Performance Hotels (from March to November)

	TOTAL					
	TOTAL SCORE	subscriptions done	total goal	active users	productives done	total goal
Tuscany		84	231	75,00%	17	35
Michelangelo FI		80	266	87,50%	14	40
Tourist		67	233	89,55%	13	35
Echo		185	296	87,03%	55	44
Rosa Grand		686	682	44,82%	84	102
Excelsior		178	349	77,53%	50	52
Metropole		142	532	86,62%	27	80
Majestic		101	280	92,08%	17	42
Splendid Venice		170	396	81,18%	26	59
Savoia Excelsior		189	279	85,64%	34	42
Ritz		202	389	85,07%	65	58
President		100	358	81,82%	23	54
Cristallo		27	173	92,31%	6	26
Vespucci		22	169	86,36%	5	25
Anderson		59	221	86,44%	12	33
Business Palace		198	483	84,85%	62	72
Michelangelo RM		161	410	86,96%	26	62
Terminus		74	330	89,19%	15	49
Du Parc		103	243	81,55%	29	36
Grand Milan		154	432	84,42%	47	65
Hotel D'Inghilterra		107	184	82,08%	14	28
H&B		63	136	80,60%	13	20
GHC Siena		79	84	85,53%	13	13
Villa Michelangelo		54	66	64,81%	9	10
Castille		190	221	83,16%	25	33
The Gore		223	111	72,65%	49	17
The Pelham		187	126	62,87%	25	19
The Franklin		217	80	67,28%	37	12

The subscriptions and users productives (done) are calculated from March to November 2019.

The Goals of Subscription and Conversion are calculated From March to December (on 10 months: total goal required in 2019)

Goals 2019

	lead generation		quality of subscriptions					conversion				
	subscriptions	lead score	% attivi	lead score	% attivi	lead score	% attivi	malus	% productives > 25% (minimun of prod. users)	lead score	% produttivi > 15% (minimun of prod. users)	lead score
Tuscany	23	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	6	3	3	2
Michelangelo FI	27	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	7	3	4	2
Tourist	23	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	6	3	3	2
Echo	30	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	7	3	4	2
Rosa Grand	68	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	17	3	10	2
Excelsior	35	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	9	3	5	2
Metropole	53	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	13	3	8	2
Majestic	28	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	7	3	4	2
Splendid Venice	40	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	10	3	6	2
Savoia Excelsior	28	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	7	3	4	2
Ritz	39	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	10	3	6	2
President	36	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	9	3	5	2
Cristallo	17	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	4	3	3	2
Vespucci	17	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	4	3	3	2
Anderson	22	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	6	3	3	2
Business Palace	48	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	12	3	7	2
Michelangelo RM	41	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	10	3	6	2
Terminus	33	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	8	3	5	2
Du Parc	24	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	6	3	4	2
Grand Milan	43	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	11	3	6	2
Hotel D'Inghilterra	18	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	5	3	3	2
H&B	14	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	3	3	2	2
GHC Siena	8	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	2	3	1	2
Villa Michelangelo	7	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	2	3	1	2
Castille	22	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	6	3	3	2
The Gore	11	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	3	3	2	2
The Pelham	13	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	3	3	2	2
The Franklin	8	4	> 75%	4	50 % < x < 75%	2	< 50%	-1	2	3	1	2

Score	11	10	9	8	7	6
Bonus	110%	100%	90%	80%	70%	60%

MARCH 2019 – Performance Hotels

MARCH 2019									
Hotel	Total Score	Subscriptions			% Active		Conversion		
		Done	Goals	Score	Done	Score	Done	Goals	Score
<i>Tuscany</i>	2	22	23	0	68,2%	2	2	3	0
<i>Michelangelo FI</i>	4	14	27	0	78,6%	4	2	4	0
<i>Tourist</i>	4	6	23	0	83,3%	4	0	3	0
<i>Echo</i>	6	18	30	0	88,9%	4	4	4	2
<i>Rosa Grand</i>	3	136	68	4	28,7%	-1	5	10	0
<i>Excelsior</i>	2	27	35	0	74,1%	2	4	5	0
<i>Metropole</i>	4	19	53	0	100,0%	4	3	8	0
<i>Majestic</i>	4	14	28	0	85,7%	4	1	4	0
<i>Splendid Venice</i>	4	14	40	0	100,0%	4	0	6	0
<i>Savoia Excelsior</i>	4	26	28	0	92,3%	4	0	4	0
<i>Ritz</i>	4	23	39	0	91,3%	4	1	6	0
<i>President</i>	4	13	36	0	76,9%	4	2	5	0
<i>Cristallo</i>	4	6	17	0	100,0%	4	1	3	0
<i>Vespucci</i>	4	4	17	0	100,0%	4	2	3	0
<i>Anderson</i>	4	5	22	0	100,0%	4	0	3	0
<i>Business Palace</i>	4	27	48	0	81,5%	4	5	7	0
<i>Michelangelo RM</i>	4	24	41	0	83,3%	4	1	6	0
<i>Terminus</i>	4	11	33	0	81,8%	4	0	5	0
<i>Du Parc</i>	2	8	24	0	50,0%	2	0	4	0
<i>Grand Milan</i>	4	14	43	0	92,9%	4	2	6	0
<i>Hotel D'Inghilterra</i>	4	11	18	0	100,0%	4	1	3	0
<i>H&B</i>			14					2	
<i>GHC Siena</i>	8	10	8	4	90,0%	4	0	1	0
<i>Villa Michelangelo</i>	3	15	7	4	26,7%	-1	0	1	0
<i>Castille</i>	8	24	22	4	83,3%	4	0	3	0
<i>The Gore</i>	8	20	11	4	70,0%	2	2	2	2
<i>The Pelham</i>	3	27	13	4	40,7%	-1	0	2	0
<i>The Franklin</i>	8	30	8	4	60,0%	2	1	1	2

<i>apr-19</i>									
Hotel	Total Score	Subscriptions			% Active		Conversion		
		Done	Goals	Score	Done	Score	Done	Goals	Score
<i>Tuscany</i>	6	9	23	0	77,8%	4	4	3	2
<i>Michelangelo FI</i>	4	3	27	0	100,0%	4	1	4	0
<i>Tourist</i>	6	5	23	0	80,0%	4	3	3	2
<i>Echo</i>	7	22	30	0	86,4%	4	8	4	3
<i>Rosa Grand</i>	3	82	68	4	45,1%	-1	5	10	0
<i>Excelsior</i>	6	15	35	0	80,0%	4	5	5	2
<i>Metropole</i>	4	29	53	0	82,8%	4	1	8	0
<i>Majestic</i>	4	9	28	0	100,0%	4	0	4	0
<i>Splendid Venice</i>	4	18	40	0	83,3%	4	2	6	0
<i>Savoia Excelsior</i>	6	23	28	0	95,7%	4	4	4	2
<i>Ritz</i>	6	29	39	0	86,2%	4	9	6	2
<i>President</i>	4	12	36	0	83,3%	4	1	5	0
<i>Cristallo</i>	4	5	17	0	100,0%	4	2	3	0
<i>Vespucci</i>	2	2	17	0	50,0%	2	0	3	0
<i>Anderson</i>	4	5	22	0	100,0%	4	2	3	0
<i>Business Palace</i>	4	18	48	0	83,3%	4	4	7	0
<i>Michelangelo RM</i>	4	22	41	0	100,0%	4	0	6	0
<i>Terminus</i>	4	14	33	0	100,0%	4	2	5	0
<i>Du Parc</i>	4	11	24	0	90,9%	4	1	4	0
<i>Grand Milan</i>	6	16	43	0	81,3%	4	9	6	2
<i>Hotel D'Inghilterra</i>	4	9	18	0	88,9%	4	0	3	0
<i>H&B</i>	4	5	14	0	80,0%	4	0	2	0
<i>GHC Siena</i>	4	6	8	0	100,0%	4	0	1	0
<i>Villa Michelangelo</i>	8	8	7	4	62,5%	2	1	1	2
<i>Castille</i>	6	20	22	0	90,0%	4	5	3	2
<i>The Gore</i>	10	18	11	4	83,3%	4	3	2	2
<i>The Pelham</i>	8	22	13	4	59,1%	2	3	2	2
<i>The Franklin</i>	11	30	8	4	76,7%	4	6	1	3

<i>mag-19</i>									
Hotel	Total Score	Subscriptions			% Active		Conversion		
		Done	Goals	Score	Done	Score	Done	Goals	Score
<i>Tuscany</i>	4	6	23	0	83,3%	4	0	3	0
<i>Michelangelo FI</i>	4	7	27	0	100,0%	4	3	4	0
<i>Tourist</i>	4	8	23	0	100,0%	4	1	3	0
<i>Echo</i>	6	24	30	0	91,7%	4	4	4	2
<i>Rosa Grand</i>	6	68	68	4	51,5%	2	7	10	0
<i>Excelsior</i>	4	22	35	0	68,2%	2	7	5	2
<i>Metropole</i>	4	21	53	0	90,5%	4	7	8	0
<i>Majestic</i>	6	12	28	0	100,0%	4	4	4	2
<i>Splendid Venice</i>	2	18	40	0	66,7%	2	0	6	0
<i>Savoia Excelsior</i>	4	19	28	0	89,5%	4	2	4	0
<i>Ritz</i>	7	31	39	0	80,6%	4	13	6	3
<i>President</i>	4	10	36	0	100,0%	4	2	5	0
<i>Cristallo</i>	4	1	17	0	100,0%	4	1	3	0
<i>Vespucci</i>	4	6	17	0	100,0%	4	1	3	0
<i>Anderson</i>	4	8	22	0	87,5%	4	1	3	0
<i>Business Palace</i>	6	23	48	0	95,7%	4	8	7	2
<i>Michelangelo RM</i>	4	17	41	0	88,2%	4	2	6	0
<i>Terminus</i>	6	5	33	0	100,0%	4	5	5	2
<i>Du Parc</i>	4	10	24	0	90,0%	4	2	4	0
<i>Grand Milan</i>	4	31	43	0	87,1%	4	5	6	0
<i>Hotel D'Inghilterra</i>	2	9	18	0	55,6%	2	1	3	0
<i>H&B</i>	6	14	14	4	64,3%	2	1	2	0
<i>GHC Siena</i>	10	8	8	4	87,5%	4	1	1	2
<i>Villa Michelangelo</i>	9	9	7	4	66,7%	2	2	1	3
<i>Castille</i>	4	16	22	0	81,3%	4	1	3	0
<i>The Gore</i>	11	23	11	4	78,3%	4	5	2	3
<i>The Pelham</i>	9	19	13	4	68,4%	2	3	2	3
<i>The Franklin</i>	9	31	8	4	71,0%	2	9	1	3

<i>giu-19</i>									
Hotel	Total Score	Subscriptions			% Active		Conversion		
		Done	Goals	Score	Done	Score	Done	Goals	Score
<i>Tuscany</i>	4	10	23	0	80,0%	4	0	3	0
<i>Michelangelo FI</i>	4	7	27	0	85,7%	4	1	4	0
<i>Tourist</i>	4	6	23	0	100,0%	4	0	3	0
<i>Echo</i>	4	18	30	0	72,2%	2	5	4	2
<i>Rosa Grand</i>	2	64	68	0	51,6%	2	7	10	0
<i>Excelsior</i>	4	22	35	0	63,6%	2	6	5	2
<i>Metropole</i>	4	9	53	0	100,0%	4	1	8	0
<i>Majestic</i>	4	9	28	0	100,0%	4	1	4	0
<i>Splendid Venice</i>	4	20	40	0	85,0%	4	2	6	0
<i>Savoia Excelsior</i>	2	22	28	0	68,2%	2	2	4	0
<i>Ritz</i>	7	9	39	0	77,8%	4	10	6	3
<i>President</i>	4	10	36	0	80,0%	4	0	5	0
<i>Cristallo</i>	2	2	17	0	50,0%	2	0	3	0
<i>Vespucci</i>	2	2	17	0	50,0%	2	2	3	0
<i>Anderson</i>	2	7	22	0	71,4%	2	1	3	0
<i>Business Palace</i>	4	17	48	0	70,6%	2	9	7	2
<i>Michelangelo RM</i>	6	19	41	0	84,2%	4	6	6	2
<i>Terminus</i>	4	2	33	0	100,0%	4	1	5	0
<i>Du Parc</i>	7	9	24	0	100,0%	4	6	4	3
<i>Grand Milan</i>	6	20	43	0	75,0%	4	7	6	2
<i>Hotel D'Inghilterra</i>	4	6	18	0	83,3%	4	2	3	0
<i>H&B</i>	7	5	14	0	80,0%	4	3	2	3
<i>GHC Siena</i>	10	10	8	4	100,0%	4	2	1	2
<i>Villa Michelangelo</i>	6	4	7	0	75,0%	4	1	1	2
<i>Castille</i>	4	18	22	0	88,9%	4	1	3	0
<i>The Gore</i>	8	26	11	4	84,6%	4	1	2	0
<i>The Pelham</i>	9	15	13	4	53,3%	2	2	2	3
<i>The Franklin</i>	9	22	8	4	59,1%	2	2	1	3

JULY 2019 – Performance Hotels

<i>lug-19</i>									
Hotel	Total Score	Subscriptions			% Active		Conversion		
		Done	Goals	Score	Done	Score	Done	Goals	Score
<i>Tuscany</i>	2	14	23	0	57,1%	2	2	3	0
<i>Michelangelo FI</i>	4	11	27	0	81,8%	4	0	4	0
<i>Tourist</i>	4	4	23	0	75,0%	4	1	3	0
<i>Echo</i>	7	17	30	0	88,2%	4	7	4	3
<i>Rosa Grand</i>	5	92	68	4	40,0%	-1	13	10	2
<i>Excelsior</i>	6	9	35	0	88,9%	4	8	5	2
<i>Metropole</i>	2	12	53	0	67,0%	2	2	8	0
<i>Majestic</i>	4	13	28	0	84,6%	4	2	4	0
<i>Splendid Venice</i>	6	19	40	0	78,9%	4	9	6	2
<i>Savoia Excelsior</i>	8	28	28	4	82,1%	4	3	4	0
<i>Ritz</i>	4	21	39	0	75,0%	4	5	6	0
<i>President</i>	4	10	36	0	70,0%	2	5	5	2
<i>Cristallo</i>	4	3	17	0	100,0%	4	0	3	0
<i>Vespucci</i>			17	0			0	3	0
<i>Anderson</i>	2	4	22	0	50,0%	2	2	3	0
<i>Business Palace</i>	6	10	48	0	80,0%	4	8	7	2
<i>Michelangelo RM</i>	4	16	41	0	100,0%	4	0	6	0
<i>Terminus</i>	4	8	33	0	87,5%	4	0	5	0
<i>Du Parc</i>	2	11	24	0	72,7%	2	3	4	0
<i>Grand Milan</i>	4	17	43	0	88,0%	4	3	6	0
<i>Hotel D'Inghilterra</i>	4	11	18	0	90,9%	4	2	3	0
<i>H&B</i>	4	5	14	0	100,0%	4	1	2	0
<i>GHC Siena</i>	5	6	8	0	66,7%	2	3	1	3
<i>Villa Michelangelo</i>	6	8	7	4	71,4%	2	0	1	0
<i>Castille</i>	6	17	22	0	82,4%	4	3	3	2
<i>The Gore</i>	9	23	11	4	70,0%	2	5	2	3
<i>The Pelham</i>	2	8	13	0	37,5%	-1	3	2	3
<i>The Franklin</i>	6	15	8	4	40,0%	-1	3	1	3

AUGUST 2019 – Performance Hotels

set-19									
Hotel	Total Score	Subscriptions			% Active		Conversion		
		Done	Goals	Score	Done	Score	Done	Goals	Score
<i>Tuscany</i>	6	8	23	0	87,5%	4	3	3	2
<i>Michelangelo FI</i>	4	4	27	0	75,0%	4	2	4	0
<i>Tourist</i>	4	6	23	0	83,3%	4	1	3	0
<i>Echo</i>	6	17	30	0	88,2%	4	4	4	2
<i>Rosa Grand</i>	4	45	68	0	51,1%	2	12	10	2
<i>Excelsior</i>	6	13	35	0	92,3%	4	5	5	2
<i>Metropole</i>	4	11	53	0	81,8%	4	2	8	0
<i>Majestic</i>	4	12	28	0	91,7%	4	3	4	0
<i>Splendid Venice</i>	6	14	40	0	92,9%	4	7	6	2
<i>Savoia Excelsior</i>	6	15	28	0	93,3%	4	4	4	2
<i>Ritz</i>	6	21	39	0	81,0%	4	7	6	2
<i>President</i>	4	10	36	0	80,0%	4	2	5	0
<i>Cristallo</i>	0	0	17	0		0	1	3	0
<i>Vespucci</i>	2	2	17	0	50,0%	2	0	3	0
<i>Anderson</i>	4	6	22	0	100,0%	4	2	3	0
<i>Business Palace</i>	6	22	48	0	86,4%	4	8	7	2
<i>Michelangelo RM</i>	2	7	41	0	71,4%	2	5	6	0
<i>Terminus</i>	4	3	33	0	100,0%	4	0	5	0
<i>Du Parc</i>	7	8	24	0	100,0%	4	6	4	3
<i>Grand Milan</i>	2	7	43	0	71,4%	2	5	6	0
<i>Hotel D'Inghilterra</i>	6	18	18	4	70,6%	2	2	3	0
<i>H&B</i>	6	10	14	0	90,0%	4	2	2	2
<i>GHC Siena</i>	11	12	8	4	83,3%	4	2	1	3
<i>Villa Michelangelo</i>	7	3	7	0	79,3%	4	2	1	3
<i>Castille</i>	10	29	22	4	79,3%	4	4	3	2
<i>The Gore</i>	9	31	11	4	64,5%	2	3	2	3
<i>The Pelham</i>	9	25	13	4	52,0%	2	3	2	3
<i>The Franklin</i>	11	26	8	4	84,6%	4	6	1	3

SEPTEMBER 2019 – Performance Hotels

set-19									
Hotel	Total Score	Subscriptions			% Active		Conversion		
		Done	Goals	Score	Done	Score	Done	Goals	Score
<i>Tuscany</i>	6	8	23	0	87,5%	4	3	3	2
<i>Michelangelo FI</i>	4	4	27	0	75,0%	4	2	4	0
<i>Tourist</i>	4	6	23	0	83,3%	4	1	3	0
<i>Echo</i>	6	17	30	0	88,2%	4	4	4	2
<i>Rosa Grand</i>	4	45	68	0	51,1%	2	12	10	2
<i>Excelsior</i>	6	13	35	0	92,3%	4	5	5	2
<i>Metropole</i>	4	11	53	0	81,8%	4	2	8	0
<i>Majestic</i>	4	12	28	0	91,7%	4	3	4	0
<i>Splendid Venice</i>	6	14	40	0	92,9%	4	7	6	2
<i>Savoia Excelsior</i>	6	15	28	0	93,3%	4	4	4	2
<i>Ritz</i>	6	21	39	0	81,0%	4	7	6	2
<i>President</i>	4	10	36	0	80,0%	4	2	5	0
<i>Cristallo</i>	0	0	17	0		0	1	3	0
<i>Vespucci</i>	2	2	17	0	50,0%	2	0	3	0
<i>Anderson</i>	4	6	22	0	100,0%	4	2	3	0
<i>Business Palace</i>	6	22	48	0	86,4%	4	8	7	2
<i>Michelangelo RM</i>	2	7	41	0	71,4%	2	5	6	0
<i>Terminus</i>	4	3	33	0	100,0%	4	0	5	0
<i>Du Parc</i>	7	8	24	0	100,0%	4	6	4	3
<i>Grand Milan</i>	2	7	43	0	71,4%	2	5	6	0
<i>Hotel D'Inghilterra</i>	6	18	18	4	70,6%	2	2	3	0
<i>H&B</i>	6	10	14	0	90,0%	4	2	2	2
<i>GHC Siena</i>	11	12	8	4	83,3%	4	2	1	3
<i>Villa Michelangelo</i>	7	3	7	0	79,3%	4	2	1	3
<i>Castille</i>	10	29	22	4	79,3%	4	4	3	2
<i>The Gore</i>	9	31	11	4	64,5%	2	3	2	3
<i>The Pelham</i>	9	25	13	4	52,0%	2	3	2	3
<i>The Franklin</i>	11	26	8	4	84,6%	4	6	1	3

OCTOBER 2019 – Performance Hotels

ott-19									
Hotel	Total Score	Subscriptions			% Active		Conversion		
		Done	Goals	Score	Done	Score	Done	Goals	Score
<i>Tuscany</i>	4	4	23	0	75,0%	4	2	3	0
<i>Michelangelo FI</i>	4	6	27	0	100,0%	4	1	4	0
<i>Tourist</i>	4	21	23	0	85,7%	4	2	3	0
<i>Echo</i>	11	30	30	4	75,9%	4	9	4	3
<i>Rosa Grand</i>	4	53	68	0	64,2%	2	13	10	2
<i>Excelsior</i>	6	28	35	0	82,1%	4	7	5	2
<i>Metropole</i>	4	18	53	0	77,8%	4	2	8	0
<i>Majestic</i>	4	18	28	0	94,4%	4	3	4	0
<i>Splendid Venice</i>	4	26	40	0	80,8%	4	3	6	0
<i>Savoia Excelsior</i>	5	17	28	0	64,7%	2	7	4	3
<i>Ritz</i>	4	20	39	0	90,0%	4	5	6	0
<i>President</i>	2	16	36	0	68,8%	2	3	5	0
<i>Cristallo</i>	4	2	17	0	100,0%	4	0	3	0
<i>Vespucci</i>	4	3	17	0	100,0%	4	0	3	0
<i>Anderson</i>	4	12	22	0	83,3%	4	1	3	0
<i>Business Palace</i>	6	36	48	0	80,6%	4	10	7	2
<i>Michelangelo RM</i>	2	22	41	0	68,2%	2	5	6	0
<i>Terminus</i>	2	11	33	0	63,6%	2	2	5	0
<i>Du Parc</i>	6	16	24	0	75,0%	4	4	4	2
<i>Grand Milan</i>	2	15	43	0	73,3%	2	3	6	0
<i>Hotel D'Inghilterra</i>	6	15	18	0	80,0%	4	3	3	2
<i>H&B</i>	6	8	14	0	75,0%	4	2	2	2
<i>GHC Siena</i>	6	10	8	4	70,0%	2	0	1	0
<i>Villa Michelangelo</i>	4	1	7	0	100,0%	4	0	1	0
<i>Castille</i>	4	14	22	0	71,4%	2	5	3	2
<i>The Gore</i>	9	31	11	4	71,0%	2	8	2	3
<i>The Pelham</i>	8	23	13	4	69,6%	2	2	2	2
<i>The Franklin</i>	9	19	8	4	63,2%	2	7	1	3