

ARE YOU READY FOR USALI 12?

The new financial standard takes effect: January 1, 2026



The Uniform System of Accounts for the Lodging Industry (USALI) is the industry's definitive standard for financial transparency. For global 4-star brands and above, compliance is now mandatory for accurate financial comparison and stakeholder trust.

The new USALI 12 is here, and it demands more from your systems than ever before.

Are You Impacted by USALI 12?

It affects every department—from finance to front office.



Hotel Owners & Operators



Revenue Managers



IT Team



Financial & Reporting Teams



Sustainability & ESG Teams



Is Your Current System Failing the Test?



Heavy reliance on manual processes



Disparate data sources and rigid system limitations



Limited support for new USALI 12 schedules



No ESG reporting structure in place



Your USALI 12 Solution is Already Built

Forget starting from scratch. TRG International's templates align with all 16 USALI 12 schedules, ready for immediate use.

Flexible Reporting Explore multiple reporting options tailored to your

Views preferences, featuring both Excel-based views and

dynamic, customised dashboard views.

Operational No matter your size—whether a local boutique or an

Scalability international chain, with 1 or 100 hotels—TRG's approach

adapts and tailors to your complexity.

Seamless Tap into your existing data. Leverage a familiar user

Integration interface with advanced, customisable reporting

templates.

The 7 Pillars of TRG International's Solution

RAPID DEPLOYMENT LOW DISRUPTION

Templates and mappings are Mapping occurs externally to prebuilt minimise operational impact

FUTURE-PROOF HOSPITALITY-SPECIFIC

Ready for upcoming industry

standards

Purpose-built for hospitality
businesses

TRUSTED EXPERIENCE SUSTAINABILITY READY

Already adopted by premium Built-in ESG dashboards support brands your green initiatives

FLEXIBLE DEPLOYMENT

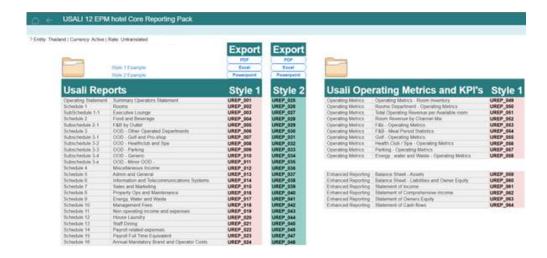
Choose cloud or on-prem options to suit your operational needs

Check out our sample reporting and dashboard packages in the following pages to learn more.



REPORT

Core Reporting Pack



REPORT

Payroll FTEs





REPORT

Operating Statement



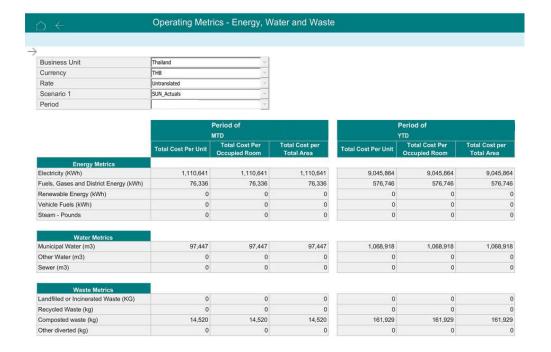
	Period of Gurrent Period						Period of Year to Date					
Show Variance Column	SUN Actuals		Bodget-1		LAST YEAR	51	SUN Actuals		Budget 1		LAST YEAR	
	MTD	. %	MTD	N	MTD	76	YTO	%	YTO	.%	OTY	- 3
KP17 Statistics												
Rooms Available	7,874		7,874		7,874		61,537		61,722		61,610	
Rooms Sold	5,277		8,065		5,343		39,641		40.334		35,370	
Occupancy	67.02%		77.03%		67.86%		64.42%		65.35%		57,41%	
NOR .	1,679		1.683		1,508		1,580		1,719		1,684	
Room REVPar	1,057		1,297		1,078		1,018		1,123		956	
Total RevPar	1,438		3,302		1,476		1,492		3.145		1,335	
Operating Revenue												
Rooms	8,325,639	74%	10,208,882	39%	8,486,968	7.3%	62,628,228	70%	69,319,170	36%	58,870,605	
Food & Berverage	2,188,498	26%	5,767,272	22%	2,609,049	24%	21,654,867	24%	44,947,634	23%	20,124,405	
Other Operated Department	170,938	2%	10,020,652	39%	293,526	3%	2,406,750	3%	79,819,763	41%	3,264,470	
Miscellaneous Income	0	0%	0	0%	0	0%	0	0%	0	0%	6	
TOTAL OPERATING REVENUE	10,691,076	94%	25,996,508	100%	11,619,564	100%	86,689,866	97%	194,116,537	100%	82,259,481	10
Departmental Expenses												
Rooms	1,715,627	15%	2,290,262	9%	2,024,314	17%	14,054,324	16%	15,617,500	8%	12,019,546	
Foed & Berverage	516,038	5%	579,626	2%	500,007	4%	3,813,743	4%	4,517,139	2%	6,069,181	
Other Operated Department	0	8%	1,112,106	4%		0%	1,100	0%	8,894,453	5%	51,307	
TOTAL DEPARTMENTAL EXPENSES	2,231,665	20%	3,982,015	15%	2,524,412	22%	17,899,168	20%	29,029,151	15%	18,140,035	
TOTAL DEPARTMENTAL PROFIT	8459411.019	76%	22014491.558	85%	9095152.084	78%	68790698.092	77%	165087385.83	85%	64119446.502	
Undistributed Operating Expenses	188.517	1%	182 921	4%	550,890	5%	4 300 705	5%	7.508.466	4%	4.057.888	
dominative and General formation and Telecommunications systems	188,517	1%	367,746	1%	135,965	1%	4,390,705 2,410,657	3%	7,508,466 2,652,15J	1%	1,409,826	
Sales and Merketing	190,143	0%	0	8%	135,003	0%	2,410,907	0%	2.002.137	6%	0.409,020	
Property Operation and Maintenance	490,997	4%	420,843	2%	672,636	6%	3,670,380	4%	3.297.301	2%	2,995,107	
Inergy, Worler and Waste	1284,424	11%	1,724,000	7%	1,407,330	12%	10.691.526	12%	13,575,495	7%	10,738,256	
TOTAL UNDISTRIBUTED OPERATING EXPENSES	2,054,052	18%	3,495,971	13%	2,766,820	24%	21,153,250	34%	27,033,419	14%	19,201,107	2
GROSS OPERATING PROFIT	6,405,359	57%	18,518,521	21%	6,328,332	54%	47,637,448	53%	138,053,967	71%	44,918,339	
MANAGEMENT FEES	235,204	2%	16,872	0%	583,467	5%	3,729,330	4%	134,976	0%	4,781,155	
MANAGEMENT PEES	235,204	25	10,012	9%	563,467	974	3,729,330	474	134,970	654	4,781,100	
INCOME BEFORE NON-OPS INCOME AND EXP	6,170,156	55%	18,501,649	71%	5,744,865	49%	43,908,117	49%	137,918,991	71%	49,137,184	4
Non-Operating Income and Expenses												
Cost Resovery - Income	U.	9%	0	9%	9	0%		0%	0	0%	0	
asse income	0	0%	0	0%		0%	0	0%	0	6%	6	
storest Income	0	0%	0	9%	0	0%	0	0%	0	0% 0%	0	
Sher Income and and Building	0	0%	0	0%	0	0%	0	0%	0	0%	0	
and and useding Yes: Property and Equipment	0	05	0	0%		0%		0%		6%	0	
Fusiness and Occupation Taxes	0	9%	0	9%		0%		0%	. 0	9%	0	
Personal-Property Taxes	0	0%	0	0%	0	0%		0%	0	0%	0	
toal Estato Taxes	0	9%	0	9%		0%		0%		0%	0	
Other Tacons and Assessmenter-ths	0	0%	0	0%		05		0%	0	6%		
luiding and Contrats	280,967	2%	783,802	3%	126,317	19.	413.459	7%	6.228.492	3%	962.475	
kishiliy	à	0%	0	0%		0%		0%		6%		
reductible	0	9%	0	9%	9	0%	0	0%	0	9%	0	
lost Recovery - Expense	n n	0%	0	0%	0	0%	0	0%	0	0%	0	
ain/Lass on Sales of Fixed Assets	0	0%	0	0%	0	9%	0	0%	9	0%	0	
west	0	6%	0	6%		0%	6	0%	. 0	6%		
re-spering	0	9%	0	9%	9	0%	0	0%	0	6%	0	
Freedised Investment Gains or Louses	a	0%	0	0%		0%		0%	D	6%	0	
Presided FOREX Gare or Loose	0	9%	0	9%	9	0%	0	0%	0	0%	0	
Other Non-Operating Expenses	0	0%	0	0%	0	0%	0	0%	D	0%	0	
OTAL NON-OPERATING INCOME AND EXPENSES	260,967	2%	783,802	3%,	128,317	1%	483,459	1%	6,220,492	3%	982,475	
EBITDA	5,909,189	52%	17,717,847	68%	5,616,548	48%	43,424,659	40%	131,695,499	68%	39,154,710	
Interest, Depreciations, and Americation												
forest	0	0%	0	0%	0	0%		0%	- 0	0%	0	
opreciation	416,798	4%	2,964,982	10%	9	0%	3.390,466	4%	20,619,856	11%	0	
motization	0	0%	0	0%	0	0%	0	0%	20.519.856	6%	0	
TOTAL INT, DEPRECIATIONS & AMORTIZATION	415,796	4%	2,564,982	10%	9	0%	3,390,465	4%	20,519,656	11%	q	
			15.152.865	58%	5 616 548	48%	49 034 194	45%	111,178,643	57%	39 154 710	
NCOME BEFORE INCOME TAX	5,492,392	49%	15,152,865	58%	0,010,040	4070	40,034,184	40%	111,110,010	0194	39,104,110	
INCOME BEFORE INCOME TAX	5,492,392	0%	15,152,865	9%	9	0%	0	0%	0	0%	0	



DASHBOARD

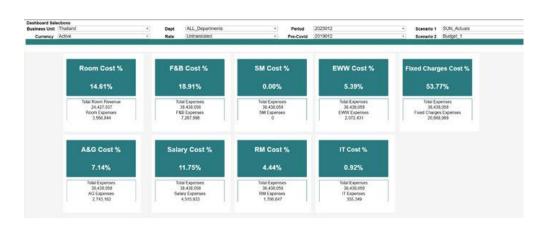
Operating Metrics

Energy, Water & Waste



DASHBOARD

Hotel Costs





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TAKE ACTION TODAY!

See the difference, get compliant, accurate, and actionable reports from day one.

Contact TRG for a USALI 12 Consultation now: sales@trginternational.com



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