



TMC'S " MEMBERS SPEAK "

21st IN THE SERIES OF TMC's NEWEST
UNIQUE EVENING CONCEPT



Nirmalan Nagendra to speak on "PROTECTING BOTTOM LINE IN TRYING TIMES IN THE HOTEL INDUSTRY"

Our Partners



Service Partners



ON 17th October 2019 - 5.45 PM at Galadari Hotel

Nirmalan Nagendra a veteran hotelier would be talking on the undernoted topics.

- Budgeting and re-forecasting, Working as a team in declining revenues to protect bottom line. Working as a team in keeping room rate high causing win-win situations for all / with hotels in the province, Understand rooms profit.
- Revenue management, including Room rate and revenue per room, Room amenity costs, Food & beverage profit and loss, Other profit.
- Banquet profit, Food cost & beverage cost, Sales and marketing cost/maintenance in line with industry standards, How to reduce HLP & MTC (need to define what HLP & MTC), Fixed cost per day / How many rooms to sell to cover fixed cost.
- Salaries and manning, Wages and on cost, Depreciation, Multi skilling / Hire for attitude and attitude, Ensuring compliance to government regulations, Risk management and ensuring adequate insurance cover, Ensuring adequate monthly provisions, Driving KPIs for Rooms, Food & Beverage and others in line with industry standards.

Nirmalan Nagendra is a veteran hotelier with over 33 years of experience in the hospitality industry. He currently serves as consultant with the Hotel Advisory practice of KPMG Sri Lanka, providing consultancy services to leading hospitality establishments in Sri Lanka. Nirmalan has more than 20 years of strong financial administration experience of being the operation and commercial oriented Director of Finance at five star hotels in various regions of the world such as USA, Caribbean, Middle East and Singapore.

He was also a Director of Finance at Le Meridien Al Aqa Beach Resort. Nirmalan worked as a Financial Controller and Executive Assistant Manager at Le Meridien Kuwait, where he was selected as the Regional Trainer for the Le Meridien Finance Programs in 1999. He was also the only Financial Controller selected by the Middle East Regional Office to attend the Cornell University General Manager Program in New York in 1998. He was the Financial Controller at Le Meridien Singapore, EAM at Forte Nassau Beach Bahamas, Le Royal Meridien Abu Dhabi, Le Meridien Kuwait and the exclusive five star deluxe resort Sandy Lane Hotel Barbados.

All Members and Guests are welcome to listen, learn, enjoy, interact and network. Members may bring Guests who may be interested in joining TMC. Rs 750/- will be charged from the Members of TMC, CMI and Rs 900/- from the Partner Members and Rs 1000/- from the Guests for light refreshments and Drinks.

This Presentation will be held on 17th October 2019 at 5.45 pm,
at the VIP Lounge - Galadari Hotel.

Members and Guests are requested to confirm their participation early to
TMC Office Joseph/ Ashley on 071 5860000 / 011 5860000 or
by emailing tmc.srilanka@gmail.com