

## **Ventive to Acquire Hilton Goa Resort in Strategic Foray**

Ventive Hospitality Limited has taken a decisive step in its growth journey with the proposed acquisition of a 76% stake in Soham Leisure Ventures Pvt. Ltd., the owning company of Hilton Goa Resort, Candolim. Valued at an enterprise value of approximately INR 320 crore, the transaction marks Ventive's entry into the country's most vibrant leisure hospitality market and strengthens its long-term partnership with Hilton.

The acquisition delivers immediate scale with 104 operational keys at the Hilton Goa Resort, alongside clear growth potential with the planned addition of 60–65 rooms, a full-service spa, and refreshed F&B concepts. A four-acre land parcel included in the deal, earmarked for branded villas with an estimated gross sales potential of over INR 100 crore, further enhances the project's ability to unlock both hospitality and real estate value.

For Ventive, this move is firmly aligned with its strategy of doubling its room portfolio over the next five years while maintaining a disciplined capital allocation framework. The company will deploy an initial cash outlay of INR 120 crore, securing an asset that not only generates stable operating cash flows but also offers development-led upside.

The Hilton Goa Resort, perched on the banks of the Nerul River and a short drive from Goa's cultural and culinary hubs, is positioned to become an upper-upscale lifestyle destination following refurbishment. With large 55 sq.m rooms, robust food and beverage credentials, and FY25 performance of INR 11,873 ADR at 76% occupancy, the resort already demonstrates strong fundamentals that Ventive intends to elevate further.

“The Hilton Goa Resort acquisition is a landmark for Ventive, marking our foray into the leisure market in Goa,” said Atul Chordia, Chairman and Executive Director, Ventive Hospitality Ltd. “This move reinforces our commitment to building a diversified portfolio across business and leisure segments while maintaining capital discipline.”

Expanding on the vision, Ranjit Batra, CEO of Ventive Hospitality Ltd., added: “With planned refurbishments and new room additions, the Hilton Goa Resort will evolve into a marquee leisure destination. This acquisition is a strategic fit with our vision of selective expansion into high-barrier-to-entry markets that offer long-term growth.”

Beyond strengthening its leisure portfolio, the transaction also brings a balance sheet advantage. The structure refinances a significant portion of existing debt at a lower interest rate, enhancing leverage metrics at the company level. At deal closure, Ventive expects an attractive 13% yield on capital deployed based on trailing FY25 EBITDA.

With this move, Ventive not only enters Goa—India’s most competitive leisure market—but also lays the groundwork for future hospitality and branded residence projects in partnership with local expertise. The acquisition underscores the company’s stated ambition of building a ~4,000 key portfolio over the next five years, in step with India’s rising disposable incomes and expanding appetite for both business and leisure travel.

By securing Hilton Goa Resort, Ventive Hospitality has positioned itself at the intersection of hospitality, lifestyle, and real estate, creating a new benchmark in the way capital-efficient growth can be pursued in India’s high-potential leisure segment.