

Ventive Hospitality to acquire 76% stake in Soham Leisure Ventures Private Limited

Soham owns the 104 operational keys Hilton Goa Resort and a land parcel in Goa and the move is in line with Ventive's strategy of doubling its room portfolio and pursuing value-accretive capital allocation.

Ventive Hospitality Limited (Ventive) announced that it proposed to enter into definitive agreements to acquire a 76 percent stake in Soham Leisure Ventures Pvt. Ltd. Soham owns the 104 operational keys Hilton Goa Resort and a land parcel in Goa.

In line with Ventive's strategy of doubling its room portfolio and pursuing value-accretive capital allocation, this transaction, with an enterprise value of approximately Rs 320 crore, represents a significant milestone.

Atul Chordia, chairman and executive director of Ventive Hospitality Ltd, said on the move, "The Hilton Goa Resort acquisition is a landmark for Ventive, marking our foray into the leisure market in Goa. This move reinforces our commitment to building a diversified portfolio across business and leisure segments while maintaining capital discipline."

Ranjit Batra, CEO of Ventive Hospitality Ltd, added, "We are delighted to expand our partnership with Hilton through this resort in North Goa. With refurbishment, new room additions, the Hilton Goa Resort will become a marquee leisure destination. This acquisition reflects our strategy of selective expansion into high-barrier-to-entry markets with strong long-term demand."

The initial cash outlay of Rs 120 crore secures an operational 104-key resort with development potential for an additional 60-65 keys on the existing site, as well as a 4-acre land parcel in Goa earmarked for branded villas with an estimated gross sale value of over Rs 100 crore. Proceeds from villa sales are expected to further strengthen the company's cash flows.

This marks Ventive's first entry into India's growing leisure hospitality market, while also deepening its partnership with Hilton. The Hilton Goa Resort, with its panoramic riverfront setting and vibrant F&B offerings in the culinary capital of India, is uniquely positioned to evolve into an upper-upscale lifestyle resort with a large room footprint of 55 square metre each. In FY25, the resort achieved an ADR of Rs 11,873 at 76 percent occupancy.

Ventive will undertake a refurbishment of the existing resort, alongside the addition of 60-65 new rooms, a spa, and new F&B concepts. The repositioning will establish Hilton Goa as a high-end upper-upscale resort, driving growth in ADR, EBITDA, and ROCE, while delivering a modern and refreshed experience that appeals to loyal patrons as well as a new generation of leisure and lifestyle travellers across the well-connected North and Central Goa markets, said a release.