

Ventive Hospitality enters Goa’s leisure scene with Hilton acquisition

Transaction valued at INR 320 crore marks entry into India’s leisure hospitality market.



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

Enterprise Value and Cash Outlay

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 INR 320 crore, represents a significant milestone.

The initial cash outlay of INR 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 INR 100 crore. Proceeds from villa sales are expected to further strengthen the company’s cash flows.

Entry into Leisure Hospitality Market

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 sq.m each. In FY25, the resort achieved an ADR of INR 11,873 at 76% occupancy.

Refurbishment and Expansion Plans

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.