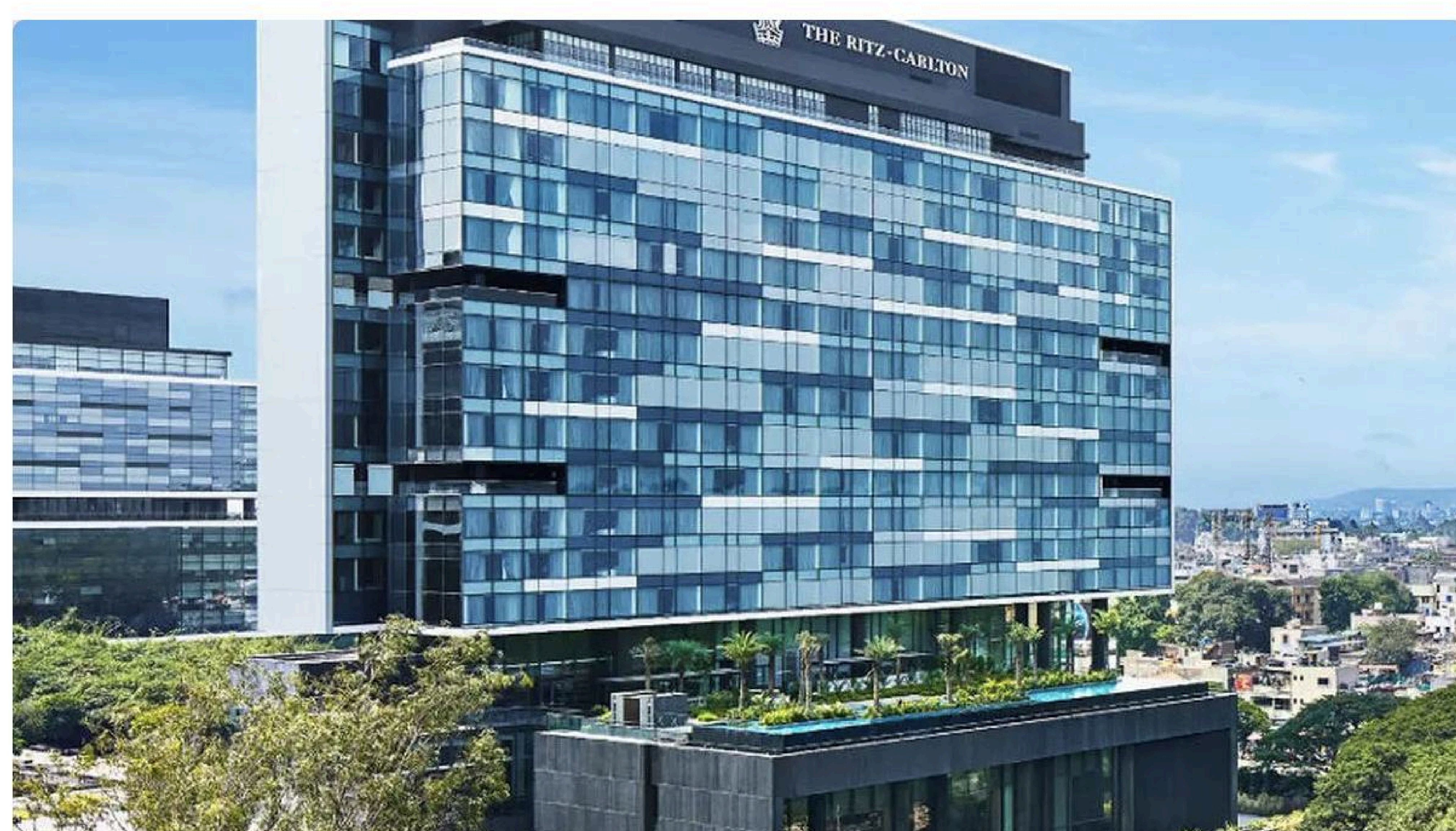


# Ventive Hospitality partners with Marriott to add seven hotels

To add 1,548 keys to its portfolio in the next four-five years

By BL Mumbai Bureau

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Ventive Hospitality has tied up with Marriott International for seven hotels in India and Sri Lanka that will add 1,548 keys to its portfolio in the next four-five years.

This will include a Ritz Carlton Reserve in Sri Lanka, a JW Marriott in Navi Mumbai, hotels under Marriott and Courtyard brands in Varanasi and Mundra plus three properties under lifestyle Moxy brand.

The hotels will help Ventive Hospitality to diversify its presence beyond Pune, Bengaluru and Maldives.

Ventive Hospitality, which is promoted by Panchshil Realty and Blackstone, has 11 operating hotels with 2,036 keys.

“By leveraging Marriott’s global expertise and our deep real estate knowledge, we aim to create distinctive destinations that elevate guest experience, driving growth in the luxury and upscale segments and expanding our footprint beyond Pune, Bengaluru and Maldives,” said Atul Chordia, Chairman, Ventive Hospitality.

## Growth plan

“Our growth strategy focuses on being present where our guests are looking to travel,” said Rajeev Menon, Marriott International’s President for Asia-Pacific (excluding China). Currently, Marriott operates 158 hotels across 17 brands in India. Menon expects India to become Marriott’s third largest market in the next two-three years.

The hotels in Sri Lanka, Varanasi and Mundra will be built with internal accruals and will cost around ₹750 crore. The four properties in Navi Mumbai and Pune are being developed by other group companies and will be taken over on completion by Ventive by way of acquisition or long-term lease.

The company’s revenue rose 13 per cent to ₹2,160 crore in FY25. It generated EBITDA of ₹1,000 crore. Around a third of its revenue is generated by its three hotels in Maldives and the remainder from hotels and commercial assets in India.

Chordia expects an increase in occupancies in hotels in Pune and Maldives in FY26. The company is targeting weekend travellers in Pune. Indians have also started visiting Maldives again and that will contribute to growth. The construction of the new airport terminal in Maldives is also expected to be a growth driver for Ventive properties.