

Marriott and Ventive strengthen partnership with the signing of seven new hotels

Ventive Hospitality Ltd., along with its Promoter Group Companies, today announced a significant expansion of its long-standing partnership with Marriott International, signing management contracts for seven luxury, upper-upscale, and upscale hotels comprising a total of 1,548 keys across India and Sri Lanka.

This development marks a major milestone in the Indian hospitality sector and includes multiple brand debuts in key locations such as Sri Lanka, Varanasi, Mundra, Pune, and Navi Mumbai. Additionally, Ventive Hospitality revealed plans to develop a new hotel on its existing leasehold land in Mundra, India.

1,548 Keys Across High-Growth Hospitality Markets

Of the seven signed hotels, three are being directly developed by Ventive Hospitality and its subsidiaries:

- The Ritz-Carlton Reserve: 73 luxury villas and 80 branded residences for sale in Pottuvil, near Yala East National Park, Sri Lanka – a debut for the brand in the region.
- Varanasi Marriott Hotel: 161-key luxury hotel in Varanasi, India.
- Courtyard by Marriott, Mundra: 200-key hotel in Mundra, India.

The remaining four properties are being developed by Promoter Group Companies under a Right of First Offer (ROFO) or alternative structure and will be transitioned to Ventive Hospitality under value-maximizing arrangements:

- JW Marriott, Navi Mumbai – 450 keys
- Moxy Navi Mumbai – 200 keys
- Moxy Pune Wakad – 264 keys

- Moxy Pune Kharadi – 200 keys

Redefining Luxury and Upper-Upscale Hospitality

This alliance, one of the largest of its kind in India, combines Ventive Hospitality's project execution and real estate acumen with Marriott International's global hospitality expertise and brand strength. The partnership aims to unlock significant value by addressing India's rapidly growing demand for luxury and upper-upscale hospitality.

Leadership Perspectives

The signing was announced at a joint event attended by senior leaders from both companies, including:

- Atul Chordia, Chairman & Executive Director, Ventive Hospitality Ltd
- Rajeev Menon, President, Asia Pacific (excluding China), Marriott International
- Ranju Alex, Regional Vice President – South Asia, Marriott International
- Ranjit Batra, CEO, Ventive Hospitality Ltd
- Milind Wadekar, EVP – Finance & Investor Relations, Ventive Hospitality Ltd
- Kiran Andicot, SVP – Hotel Development, Marriott International

Atul Chordia, Chairman & Executive Director, Ventive Hospitality Ltd, said:

“We’re excited to begin FY 2025–26 on a strong note—our first financial year post-listing. This partnership not only strengthens our two-decade-long relationship with Marriott International but also marks a pivotal step in our mission to redefine India’s hospitality sector. By combining Marriott’s global expertise with our strong real estate foundation, we’re creating iconic destinations that enhance guest experience and stakeholder value while maintaining prudent leverage.”

Rajeev Menon, President, Asia Pacific (excluding China), Marriott International, commented:

“Our growth strategy is centered on being where our guests want to travel. We're thrilled to expand our partnership with Ventive Hospitality as we respond to the rising demand for luxury travel experiences. We are especially proud of the upcoming debut of the Ritz-Carlton Reserve in Sri Lanka, a landmark for the region and our brand.”

Ranjit Batra, CEO, Ventive Hospitality Ltd, added:

“This strategic partnership underscores our vision of delivering globally benchmarked hospitality experiences in India and beyond. By aligning with Marriott International, we are well-positioned to create sustainable value, drive operational excellence, and reshape hospitality in high-potential markets.”

Looking Ahead

With this bold expansion, Ventive Hospitality cements its position as a leading developer and asset owner in India's premium hospitality sector. These developments not only reinforce its commitment to long-term growth but also contribute significantly to the evolving luxury travel landscape across South Asia.