



Date: February 12, 2025

To,

National Stock Exchange of India Limited Exchange Plaza, C-1, Block G Bandra Kurla Complex Bandra (E), Mumbai – 400 051	BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400 001
Symbol: VENTIVE	Scrip Code: 544321

Subject: Intimation under Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirement) Regulations 2015 for Investor / Analyst Presentation

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations'), we are enclosing herewith a copy of the presentation for the Conference Call scheduled to be held i.e. on Thursday, February 13, 2025 at 11.00 a.m. (IST), in respect of the Unaudited Standalone and Consolidated Financial Results for the quarter and nine months ended December 31, 2024.

We request you to take the above information on record.

Thanking You.

For Ventive Hospitality Limited

Pradip Bhatambrekar
Company Secretary & Compliance Officer
Membership No: A25111

Encl As Above

————— VENTIVE HOSPITALITY LIMITED —————

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Tel.: +9120 6906 1900 | Fax: +9120 6906 1901
(Formerly known as VENTIVE HOSPITALITY PRIVATE LIMITED) | (Formerly known as ICC REALTY (INDIA) PRIVATE LIMITED)



VENTIVE
HOSPITALITY LIMITED

INVESTOR PRESENTATION | Q3 FY 2025

12TH FEBRUARY 2025

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Certain statements in this presentation concerning our future prospects are forward-looking statements. Forward-looking statements by their nature involve a number of risks and uncertainties that could cause actual results to differ materially from market expectations.

These risks and uncertainties include, but are not limited to macroeconomic factors, geopolitical events affecting tourism, regulatory environment, our ability to manage growth, competition within the industry, various factors which may affect our profitability, such as, our ability to attract and retain highly skilled professionals, reduced demand for office space, our ability to successfully complete and integrate potential acquisitions, political instability, legal restrictions on raising capital, cyclicity and operating risks associated with the hospitality sector.

VHL may, from time to time, make additional written and oral forward-looking statements, including our reports to shareholders. These forward-looking statements represent only the Company's current intentions, beliefs or expectations, and any forward looking statement speaks only as of the date on which it was made. The Company assumes no obligation to revise or update any forward-looking statements.

1. Portfolio Overview

THE LARGEST LUXURY FOCUSED HOSPITALITY PLATFORM

Portfolio - Key Stats

11

Hotels

2

Countries

2k + 3.4 Msf

Keys + Annuity Area

80%

Luxury Focus⁽¹⁾

Rs 22k/ \$257

Q3 FY25 ARR

95%

Q3 FY25 Annuity
Occupancy



1. 80% of hospitality revenue is contributed by Luxury assets

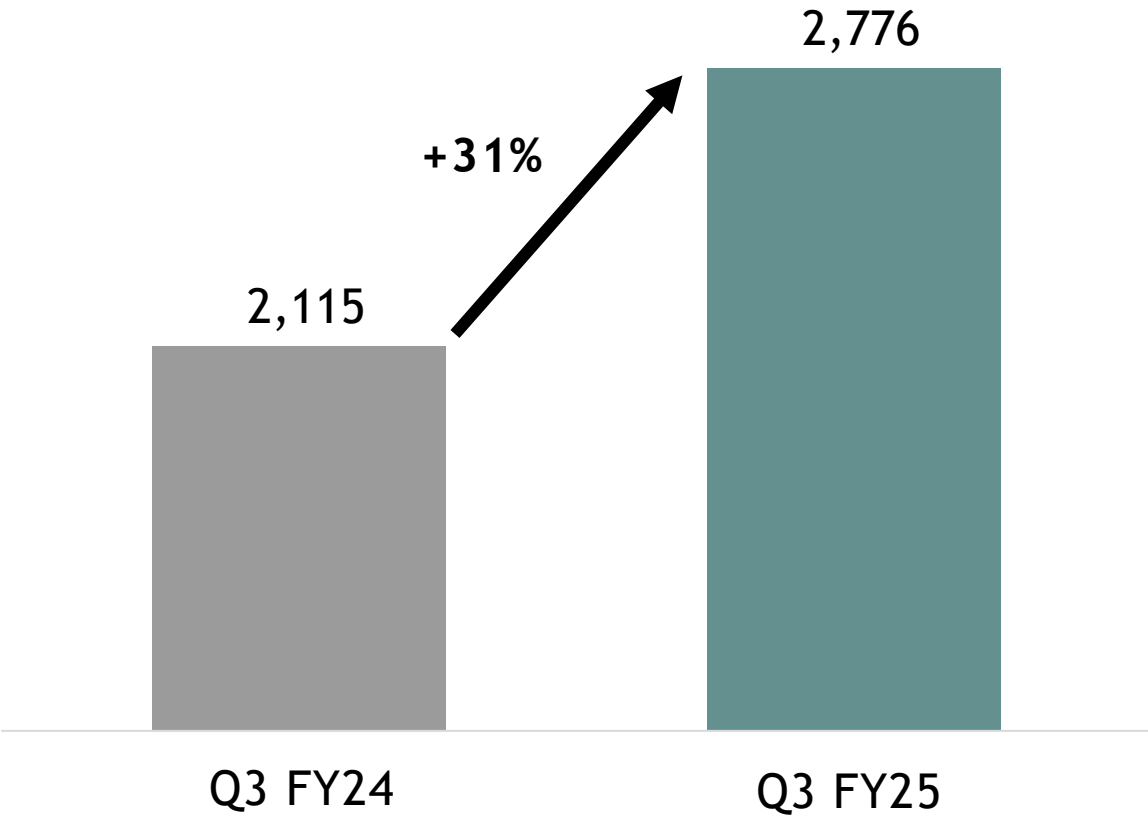


EXECUTIVE SUMMARY

IPO Raise (Dec'24)

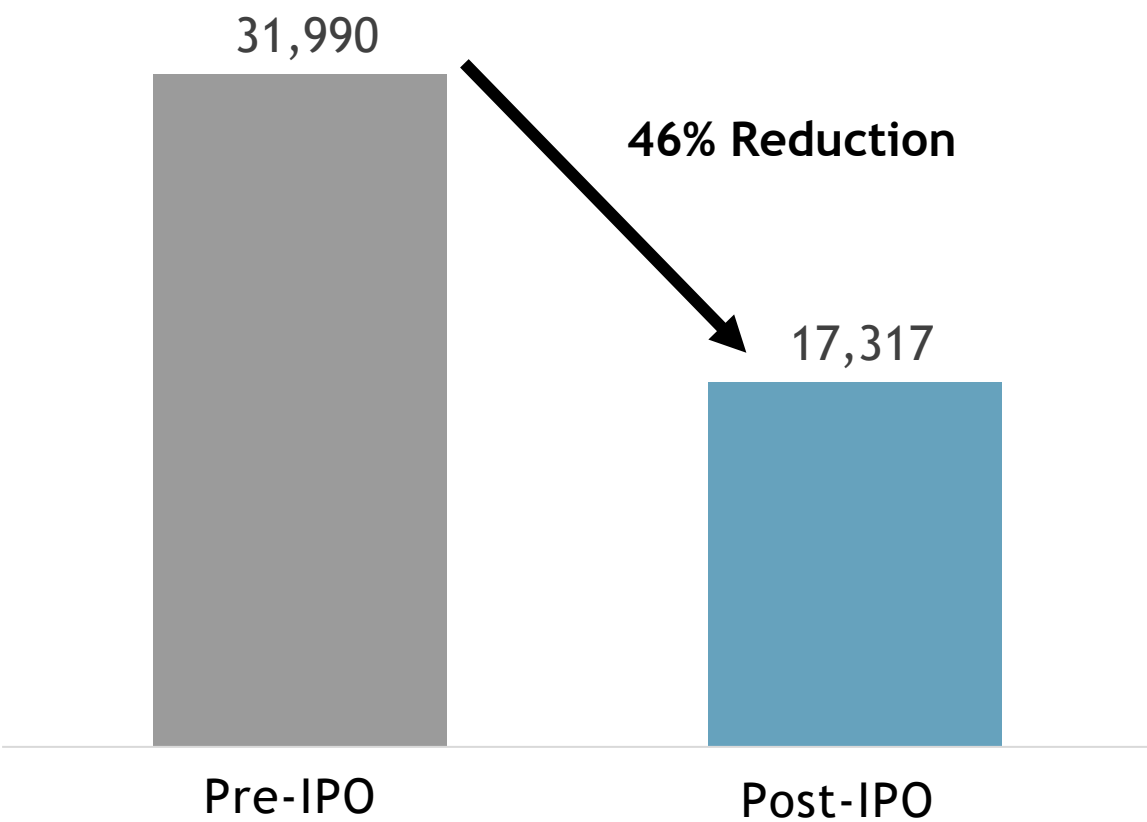


Consolidated EBITDA (Rs. M)

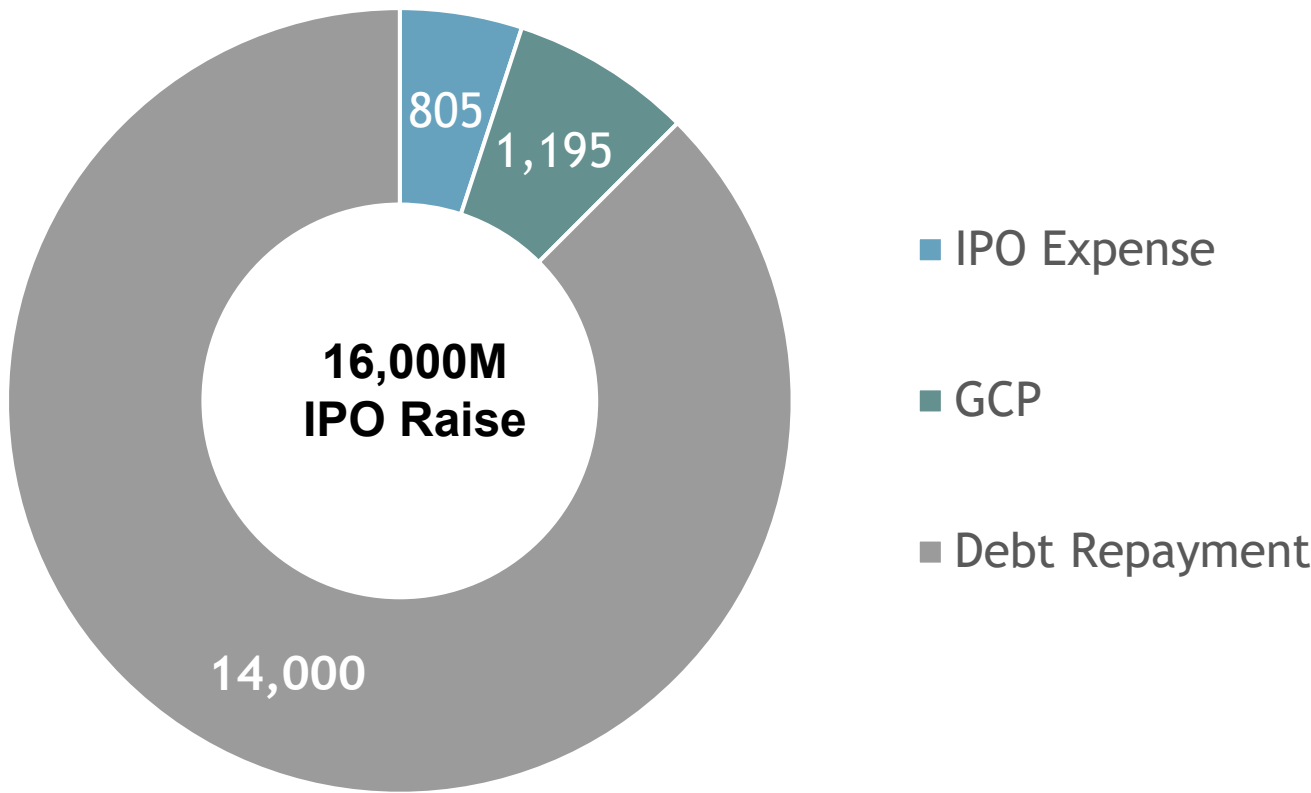


Net Debt (Rs. M)

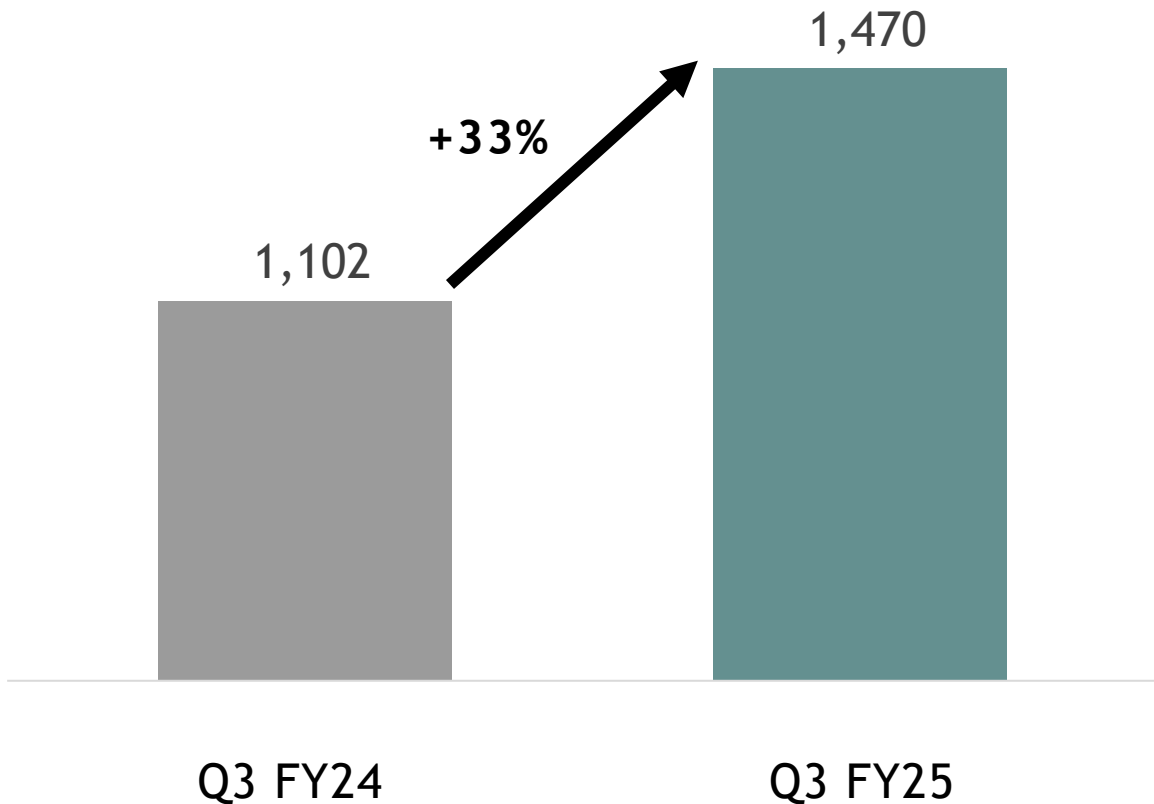
Interest cost reduced by 210bps through refinancing Maldives debt



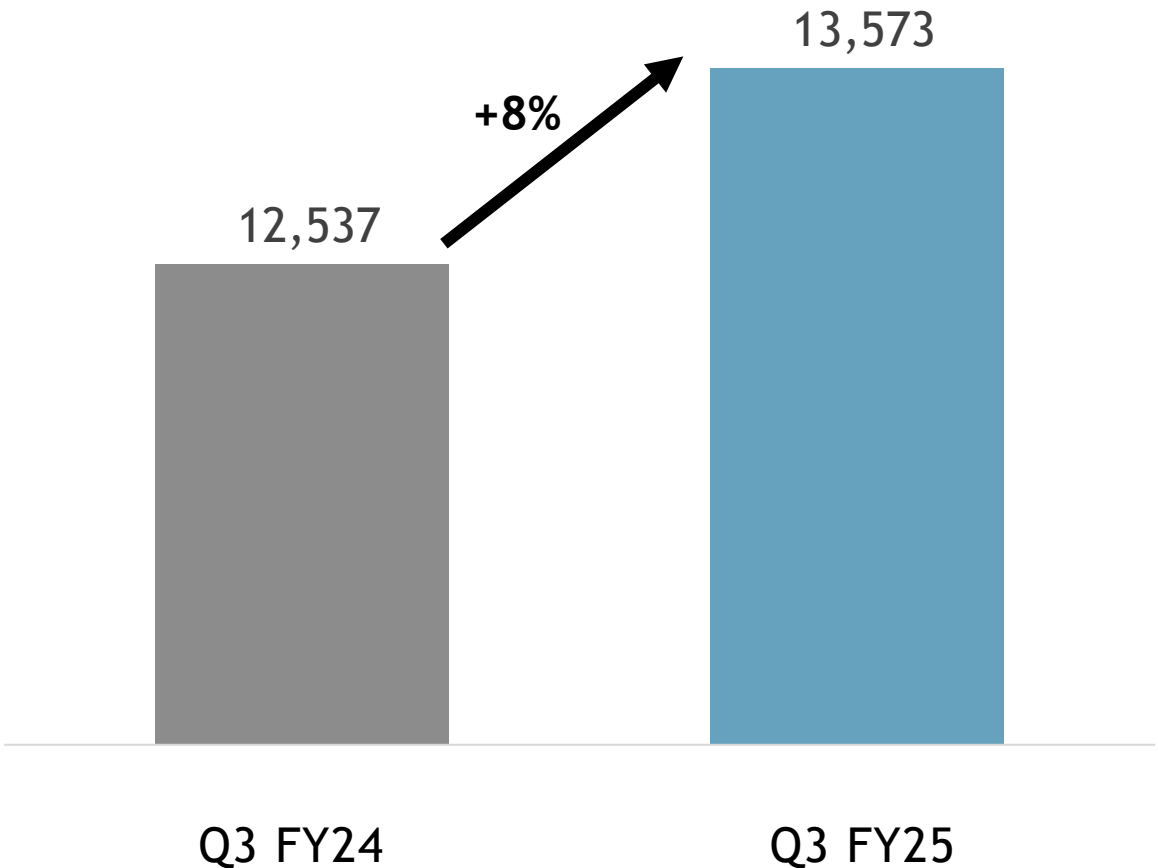
Use of Proceeds (Rs. M)



Hospitality EBITDA (Rs. M)



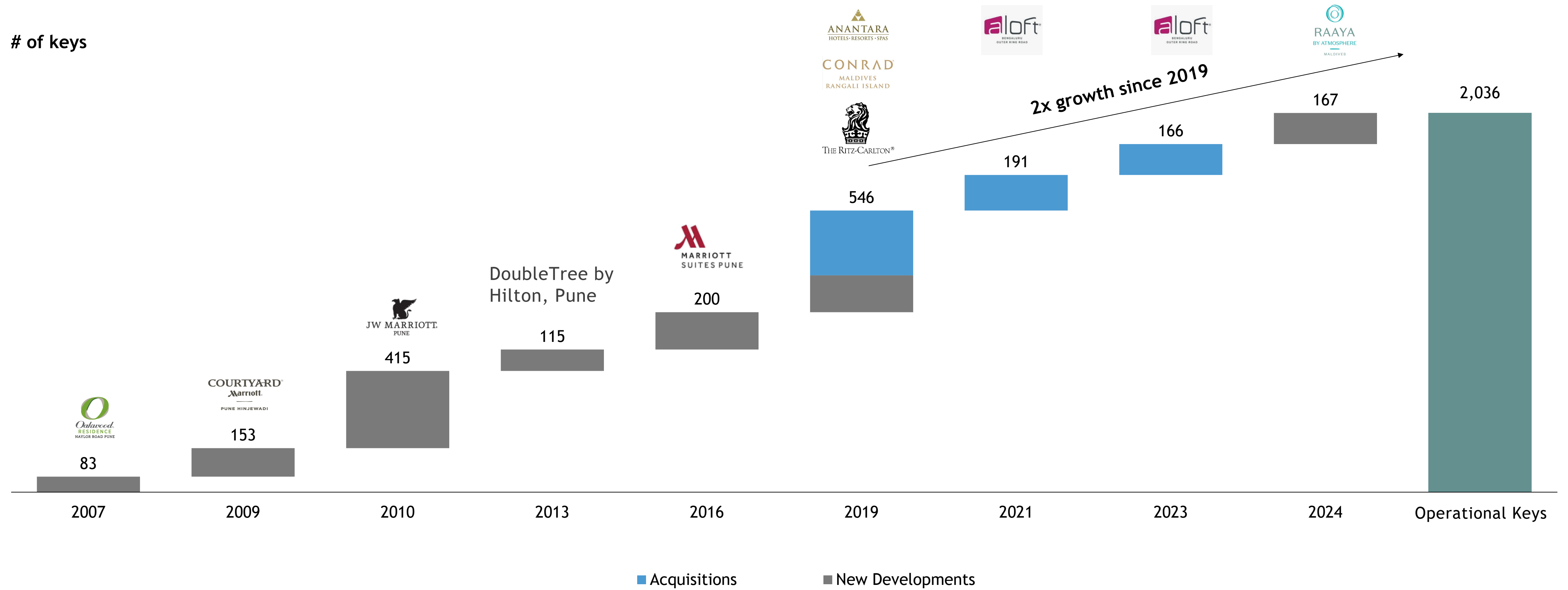
RevPAR (Rs.)



Note: All subsidiaries were acquired in August 2024; therefore, the numbers presented in this presentation are on the basis of pro-forma financial statements



STRONG TRACK RECORD OF ACCRETIVE BROWNFIELD AND GREENFIELD DEVELOPMENT

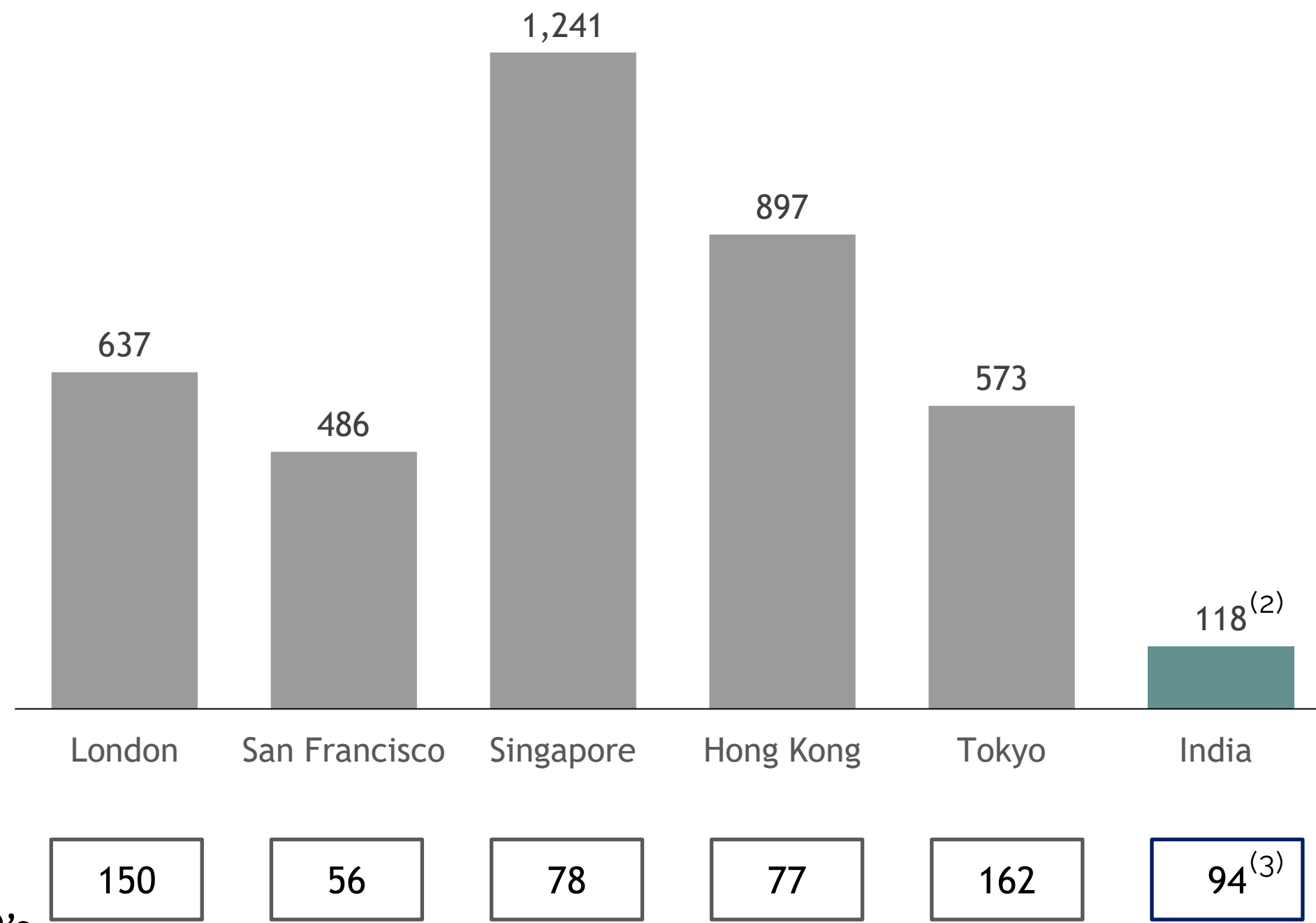


2. Hospitality Macro

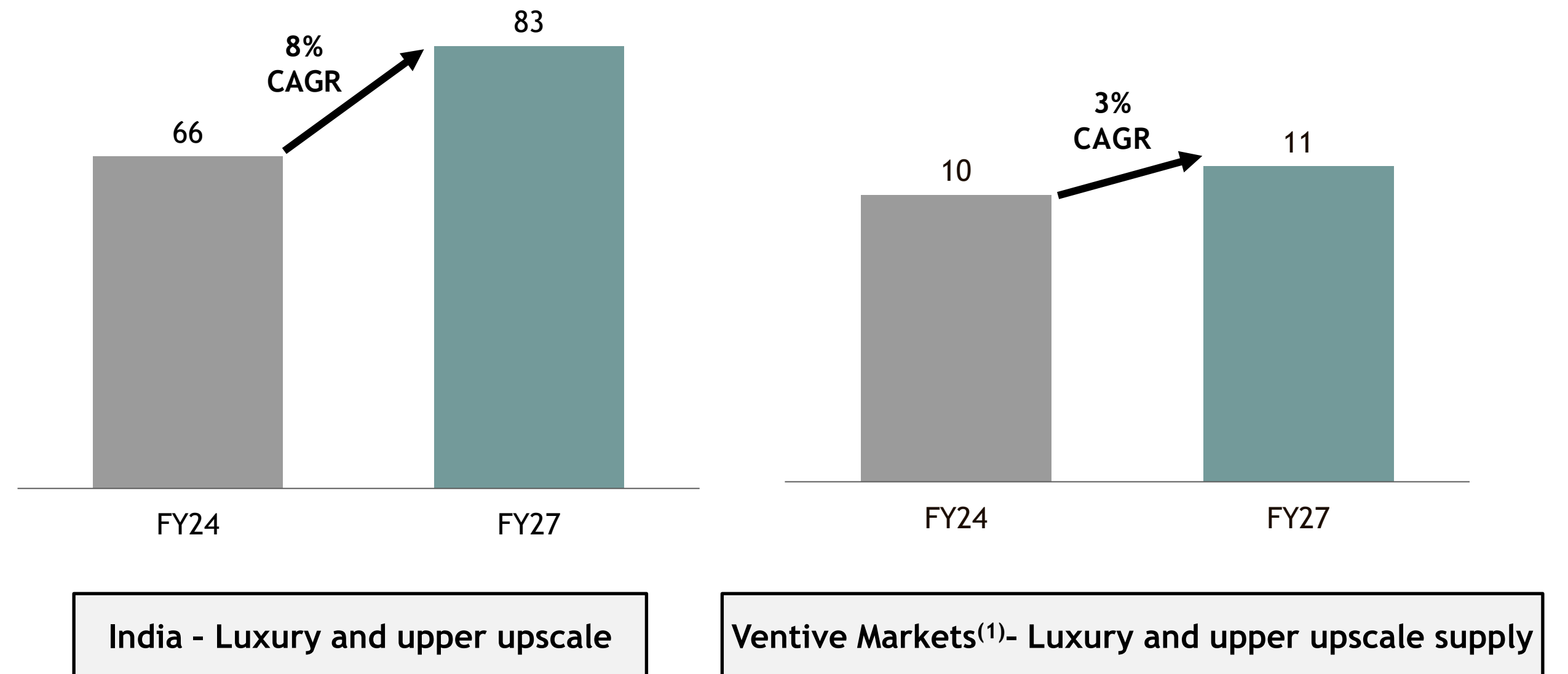
INDIAN HOSPITALITY - UNDERPENETRATION

Existing stock of India, especially in Ventive markets⁽¹⁾ is significantly low
 No near-term luxury supply expected in Pune however office absorption is strong (6.9M sf in CY24, +23% YoY)

Low Penetration in India
 Hotel Keys Per Msf Of Office Space



Low supply in Ventive Markets
 Hotel Inventory ('000 KEYS)



Source: Horwath HTL

1. Ventive Markets- (Pune, Bengaluru & Varanasi)

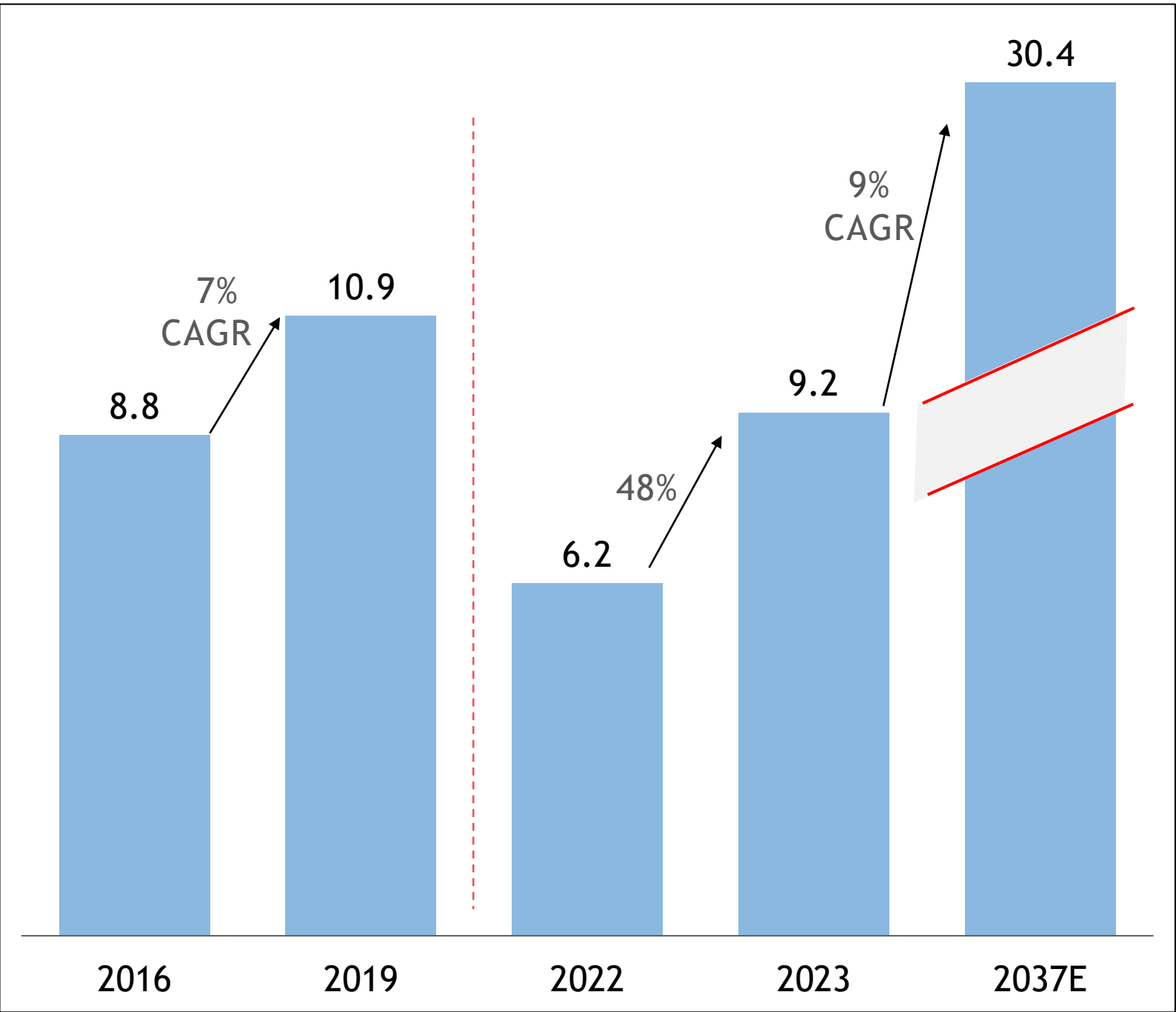
2. Represents average for top 8 hotel markets in India; 3. Simple average for top 8 hotel markets in India.



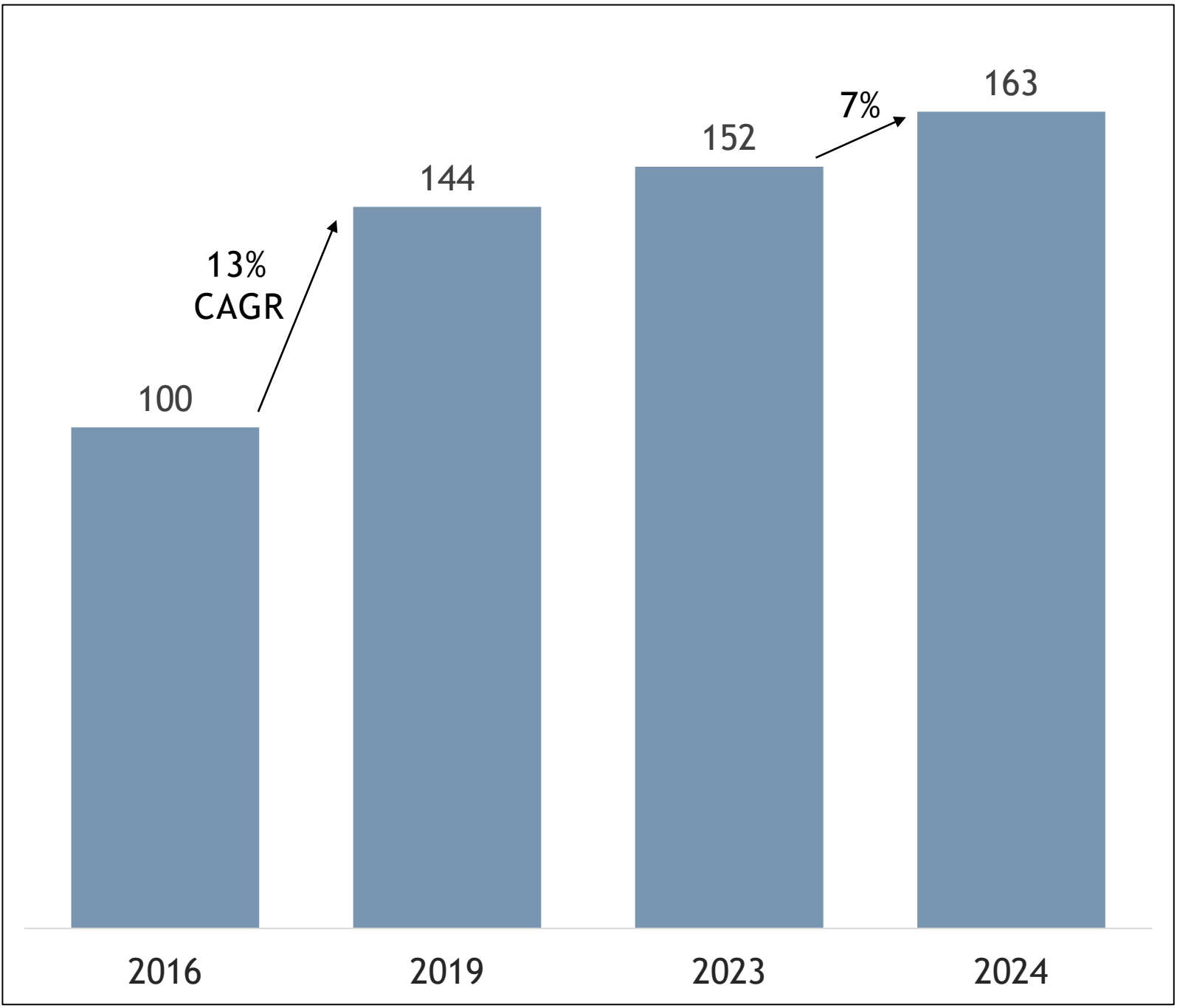
INDIAN HOSPITALITY - GROWING TRAVEL AND TOURISM

Rising foreign and domestic travel to boost hospitality demand

FTA projected to grow by 9%
Foreign Tourist Arrivals (in millions)



Growing Domestic Air Traffic
Domestic Air Passengers (in millions)

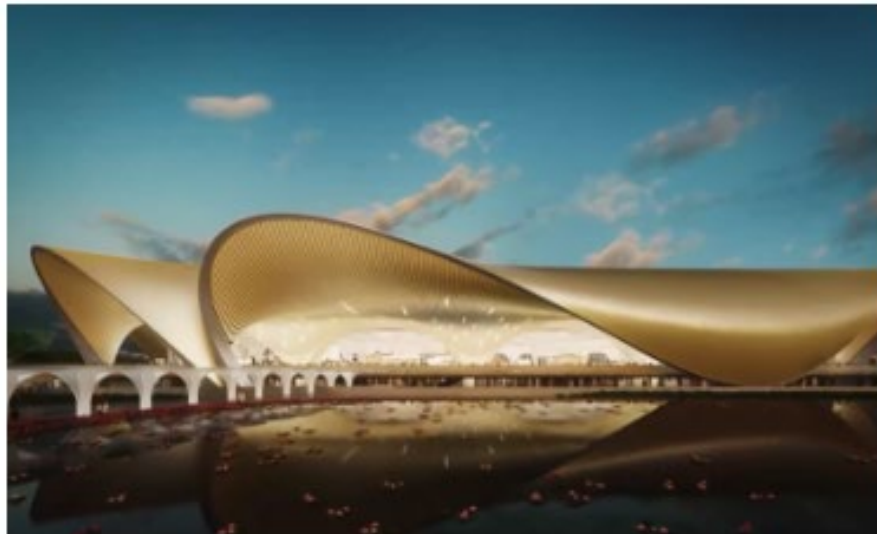


Air Infra Upgrades
(Near Pune)



PUNE'S NEW AIRPORT TERMINAL

Improved capacity 12M passengers p.a.
(vs 7.1M previously)



NAVI MUMBAI INTERNATIONAL AIRPORT

Full operational capacity of 90M
passengers p.a.
(90min from Pune)

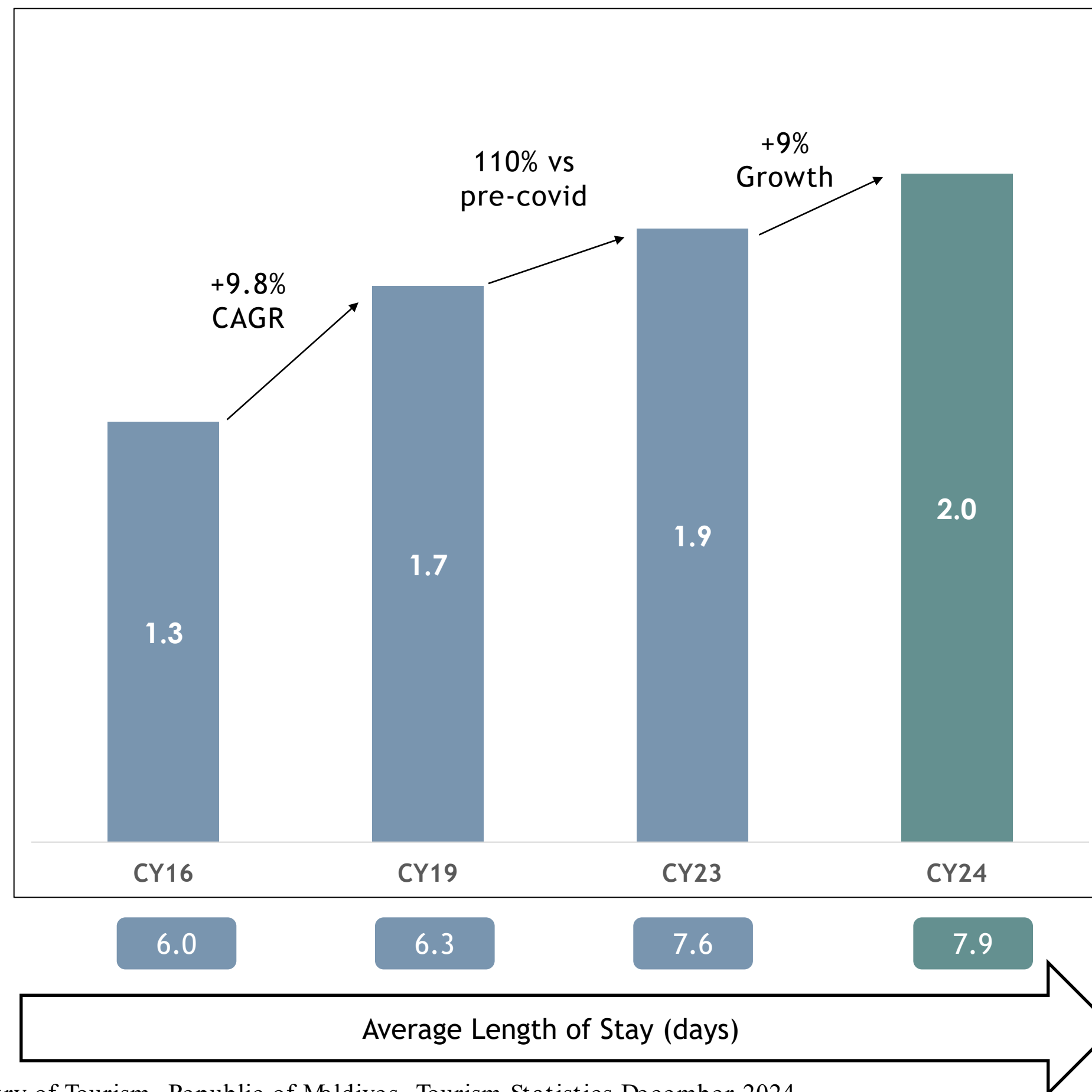
Source: Horwath HTL and IATA



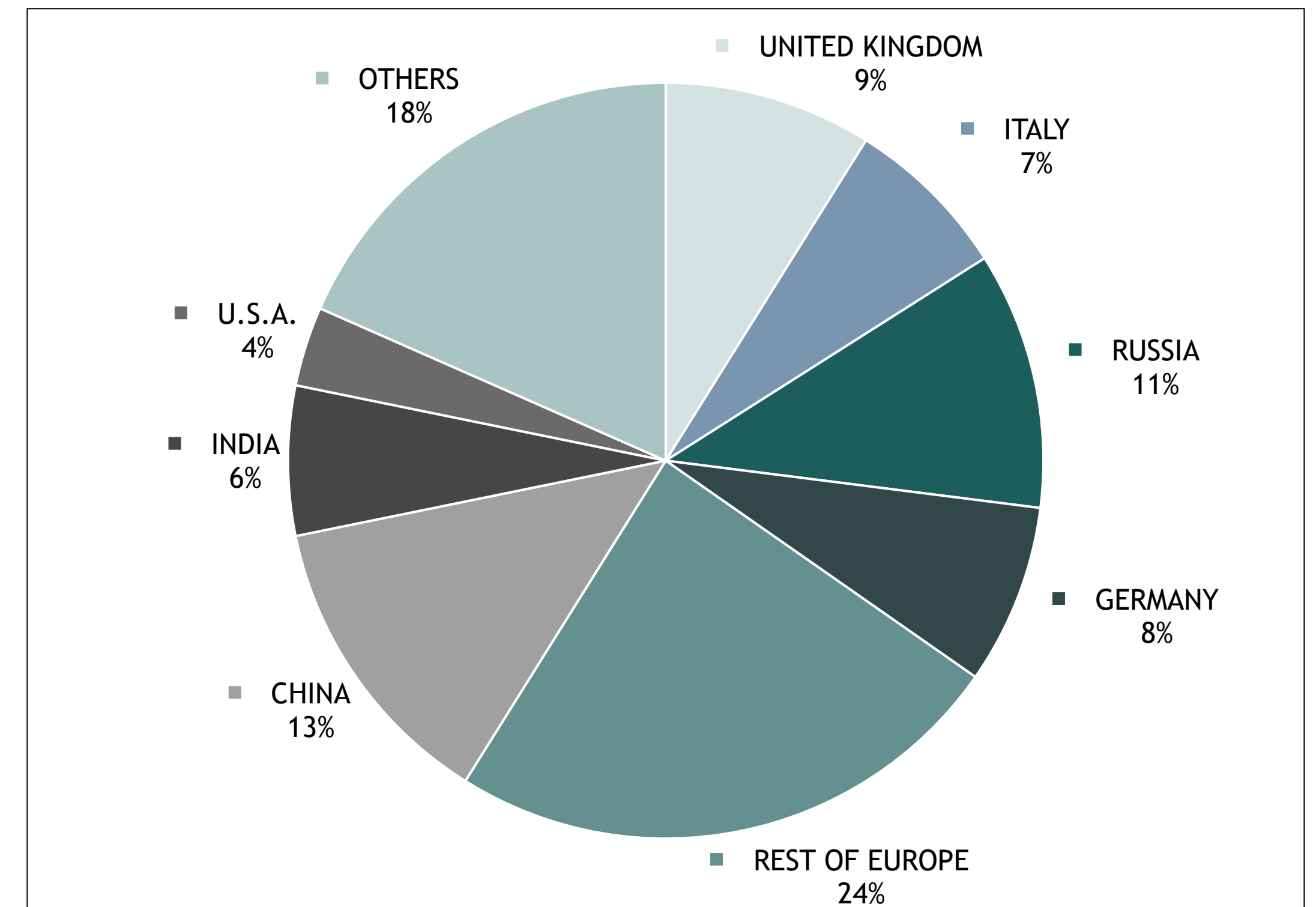
MALDIVES - GROWING TRAVEL AND TOURISM

Maldives has a diverse pool of demand from across the globe
 3x expansion airport capacity expansion with new airport expected to open in H2'25

Growing Foreign Tourist Arrivals
 (in millions) ¹



Diversified Customer Base
 (% Share In Arrivals in CY24) ¹



1. Source: Ministry of Tourism, Republic of Maldives- Tourism Statistics December 2024


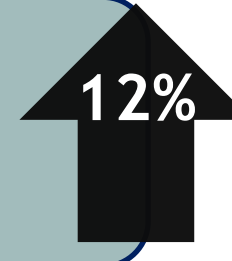
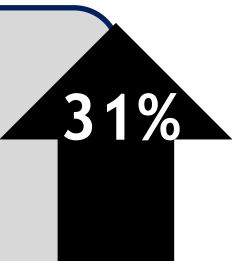
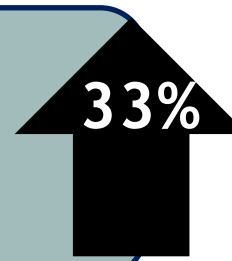
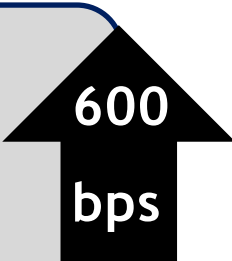
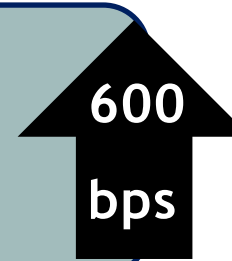
A tropical beach scene with palm trees, a turquoise ocean, and outdoor seating under a large white umbrella. The scene is set on a sandy beach with a clear blue sky. In the foreground, there is a large white umbrella providing shade over a seating area. The seating includes a wicker sofa with white cushions and a yellow pillow, and several wooden chairs and tables. The background shows a beautiful turquoise ocean and a line of palm trees. The overall atmosphere is relaxed and luxurious.

3. Financial Performance

FINANCIAL HIGHLIGHTS – Q3 FY25

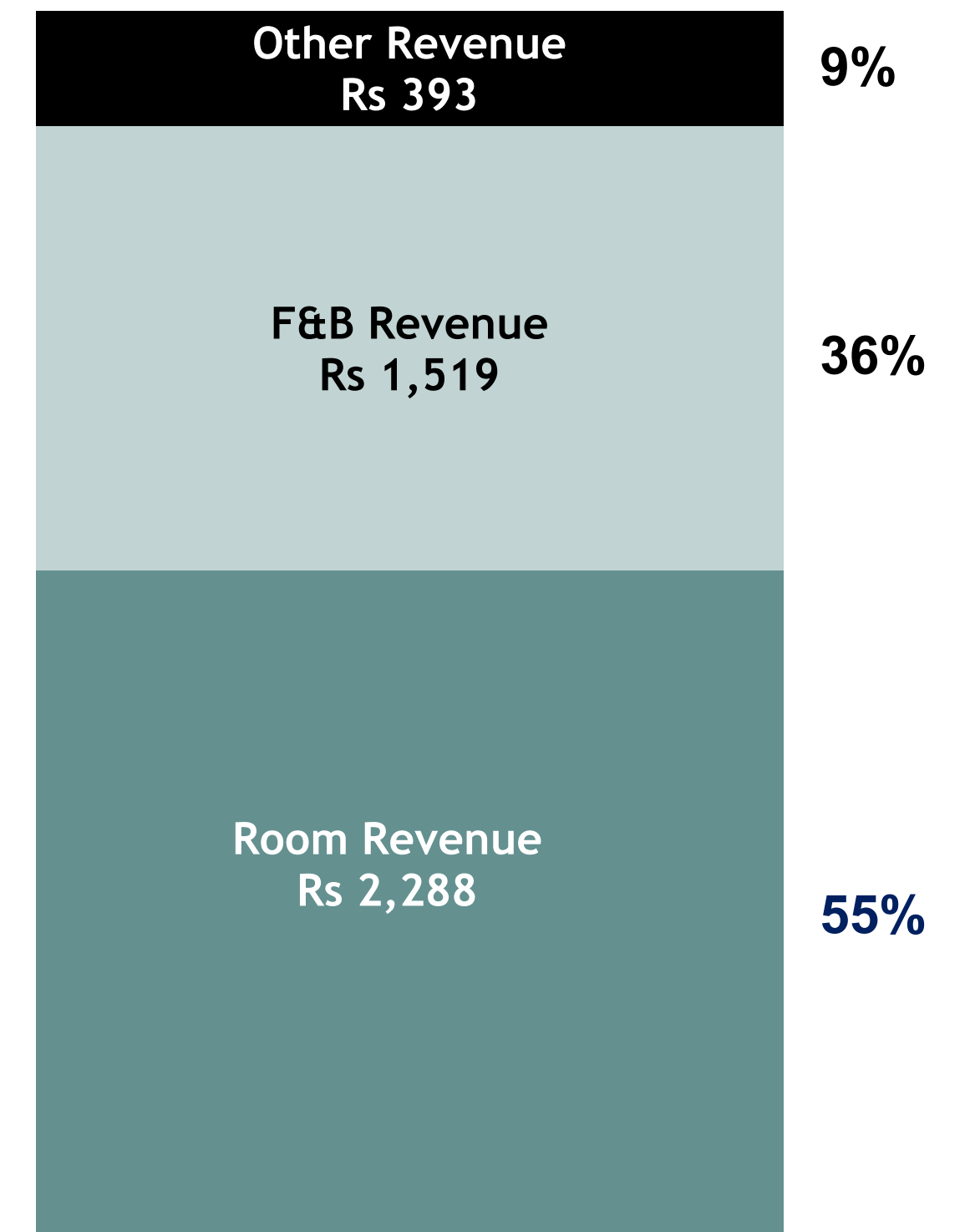
Strong performance in the quarter with 33% growth in Hospitality EBITDA
31% growth in overall consolidated EBITDA

Financial Highlights

	Consolidated	Hospitality
Revenue	Rs 5,664 M 	Rs 4,200 M 
EBITDA	Rs 2,776 M 	Rs 1,470 M 
EBITDA Margin (%)	49% 	35% 

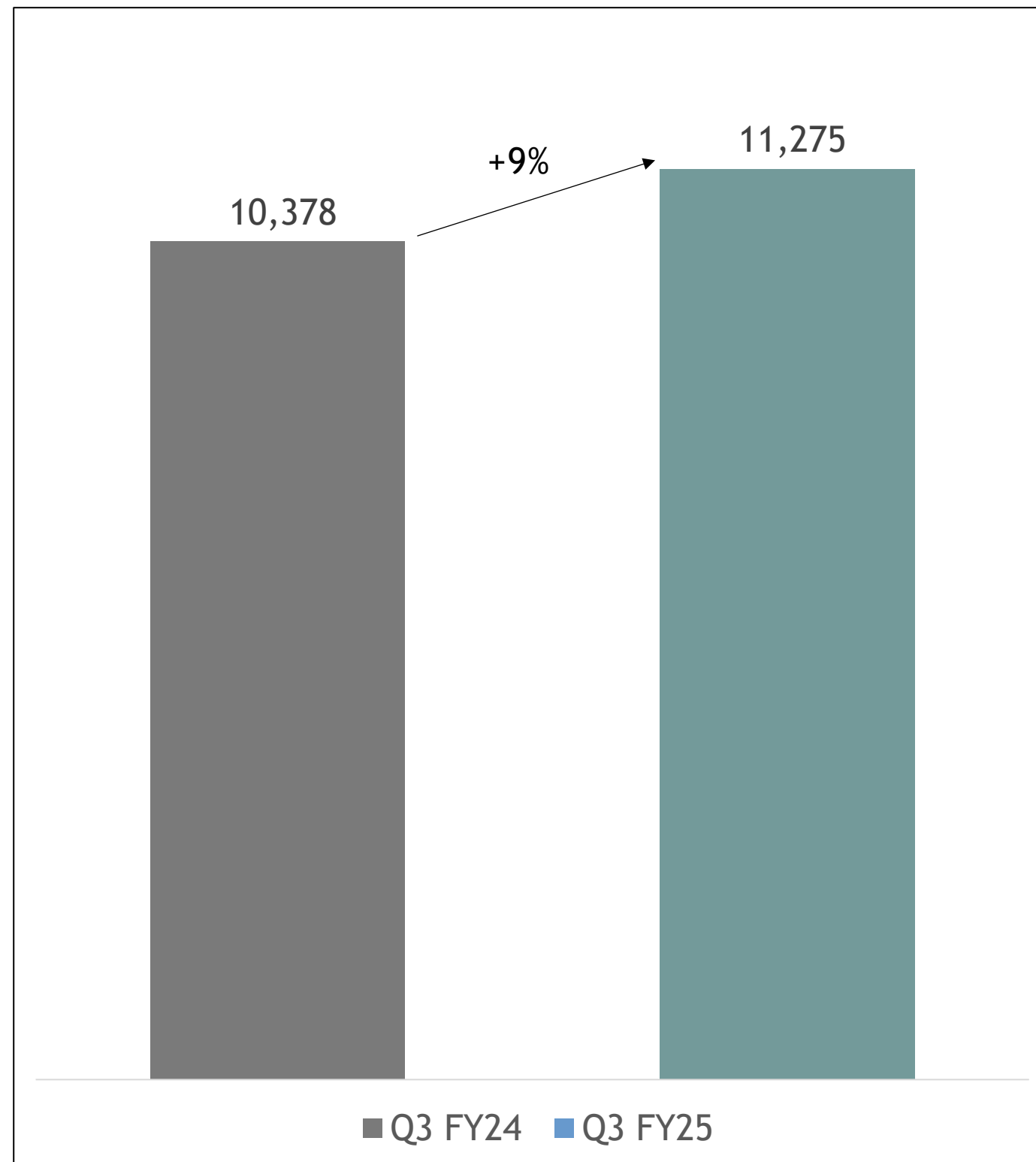
 Represents YoY growth

Hospitality Revenue (Rs M)

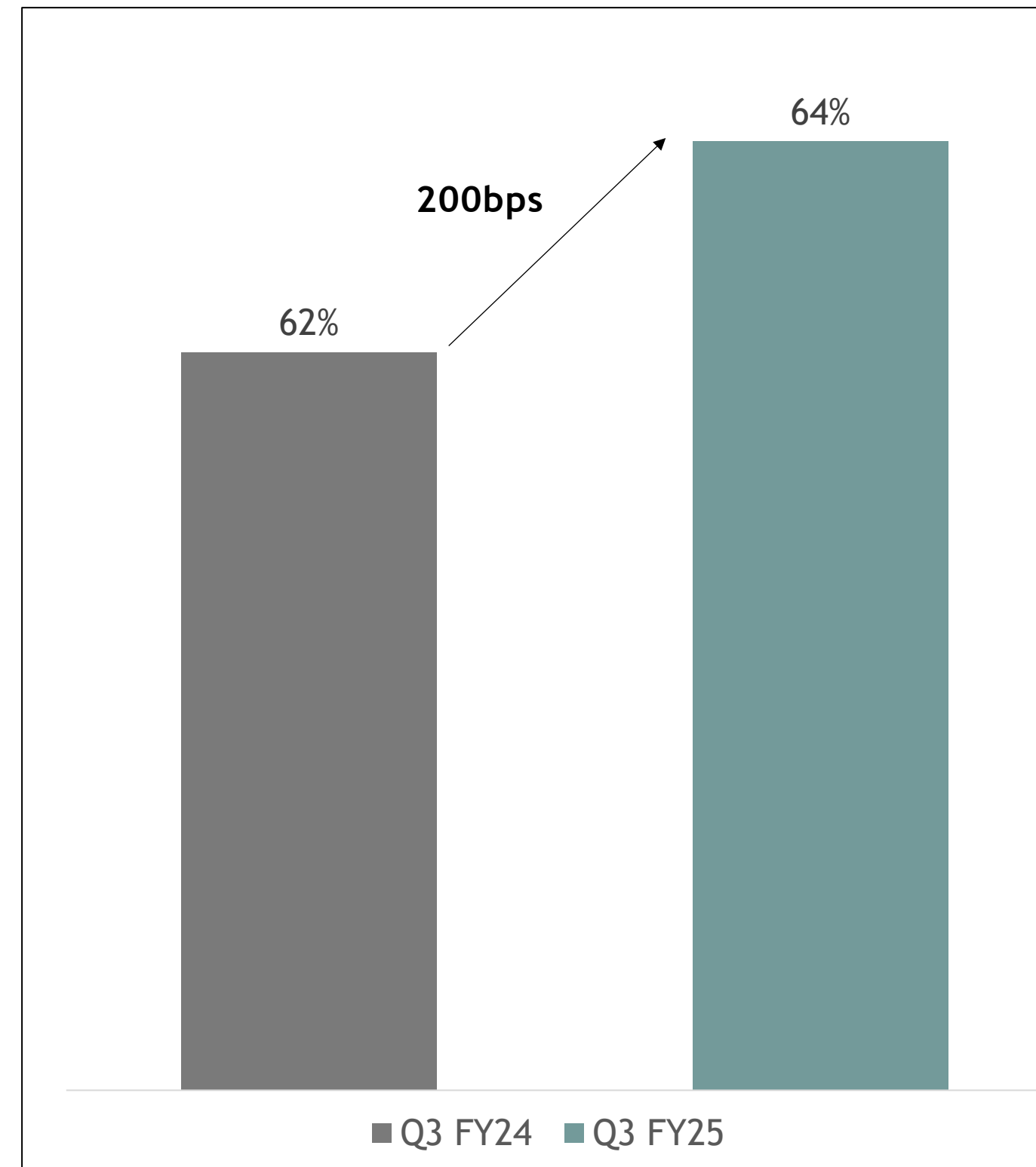


INDIA HOSPITALITY KPIs

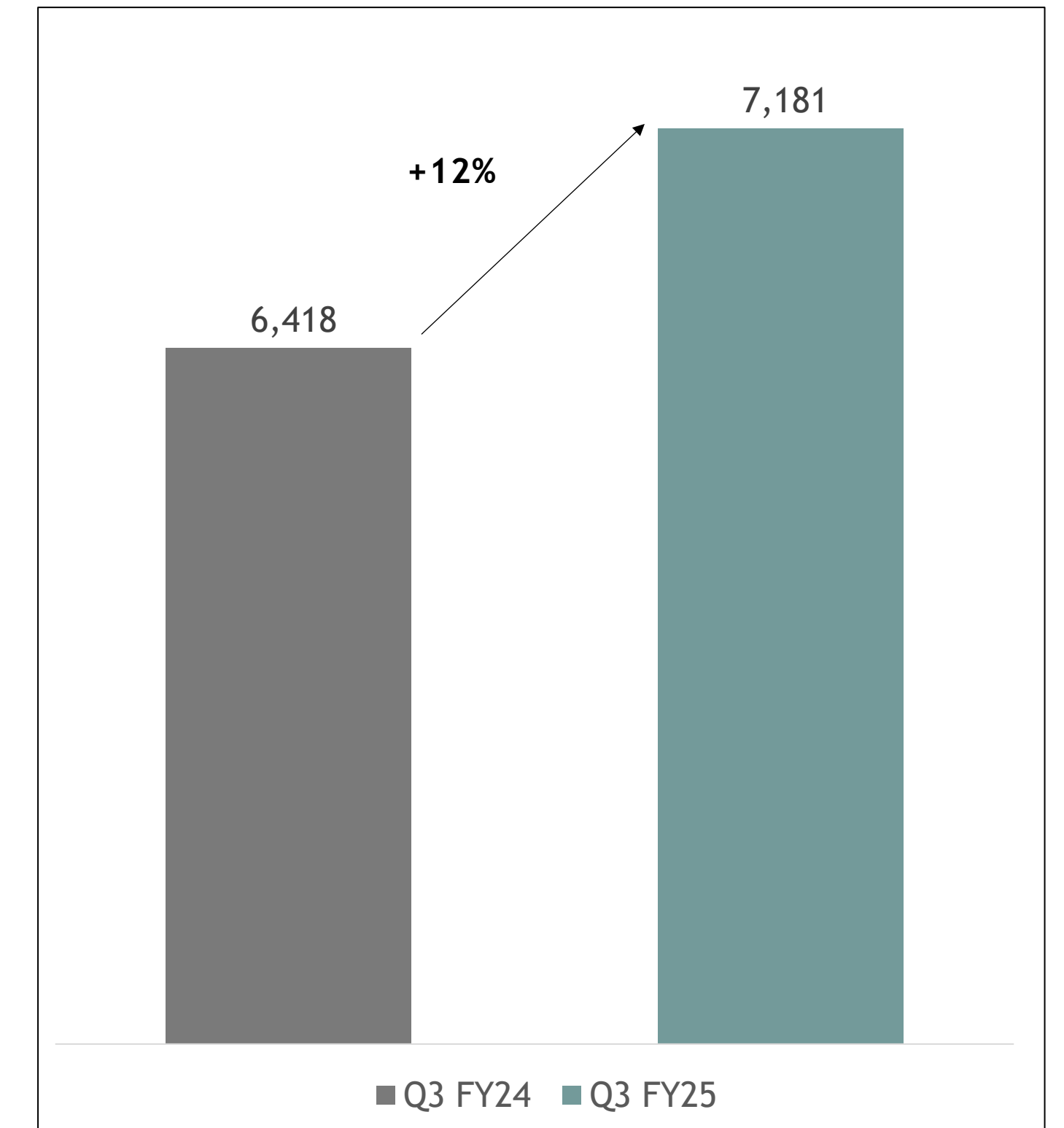
ADR (Rs.)



Occupancy (%)

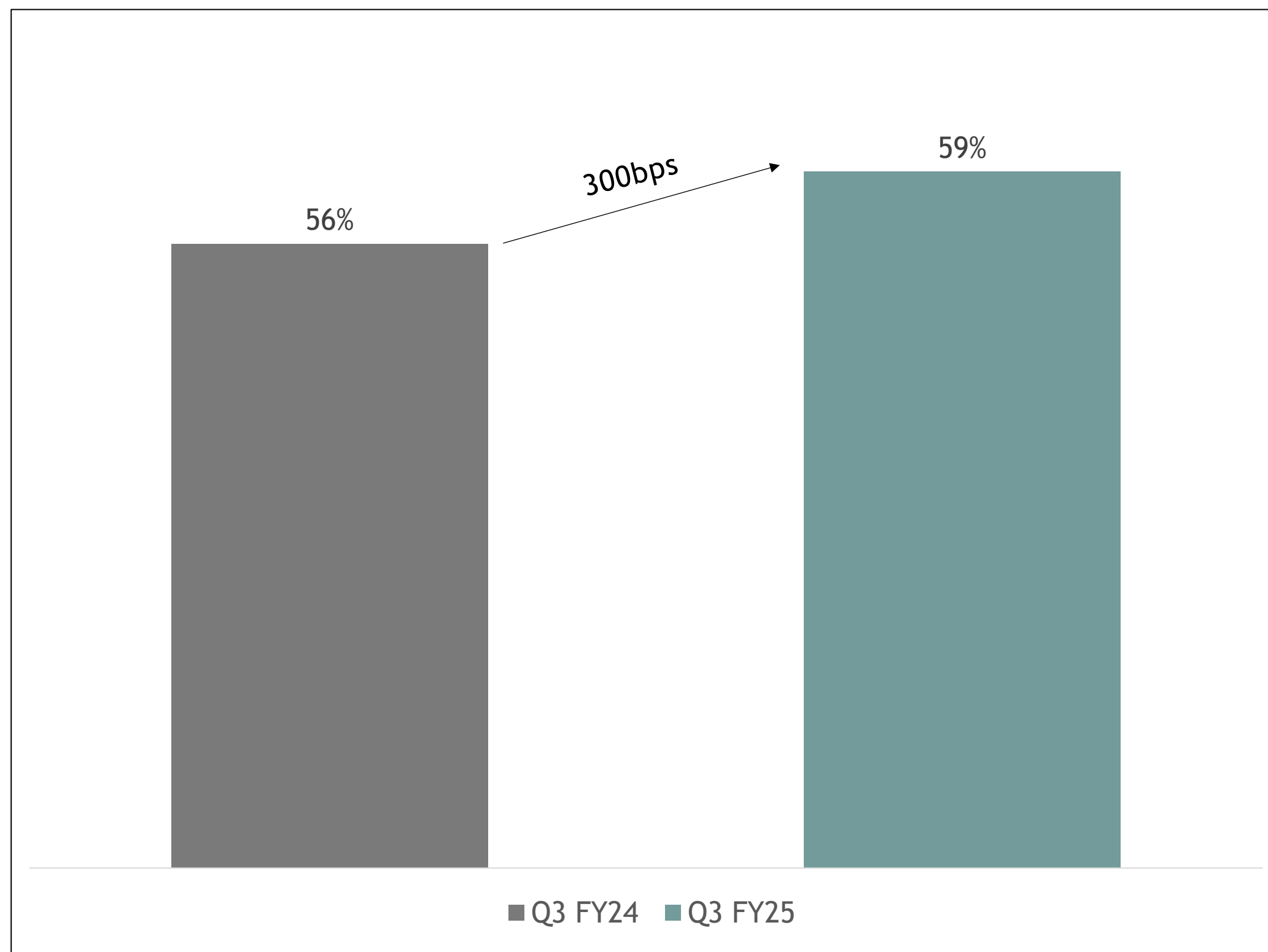


RevPAR (Rs.)

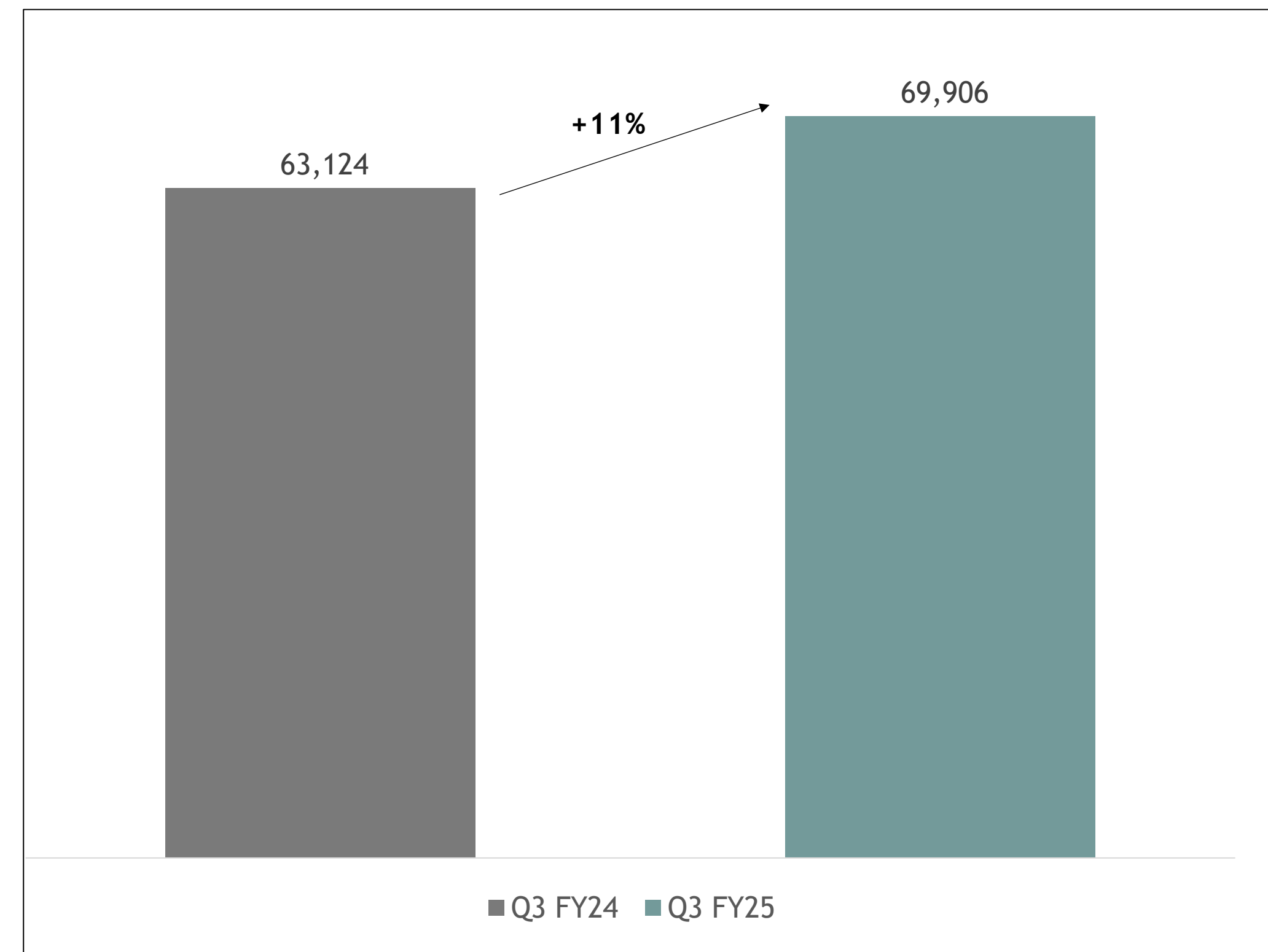


MALDIVES HOSPITALITY KPIs

Occupancy (%)



TRevPAR (Rs.)

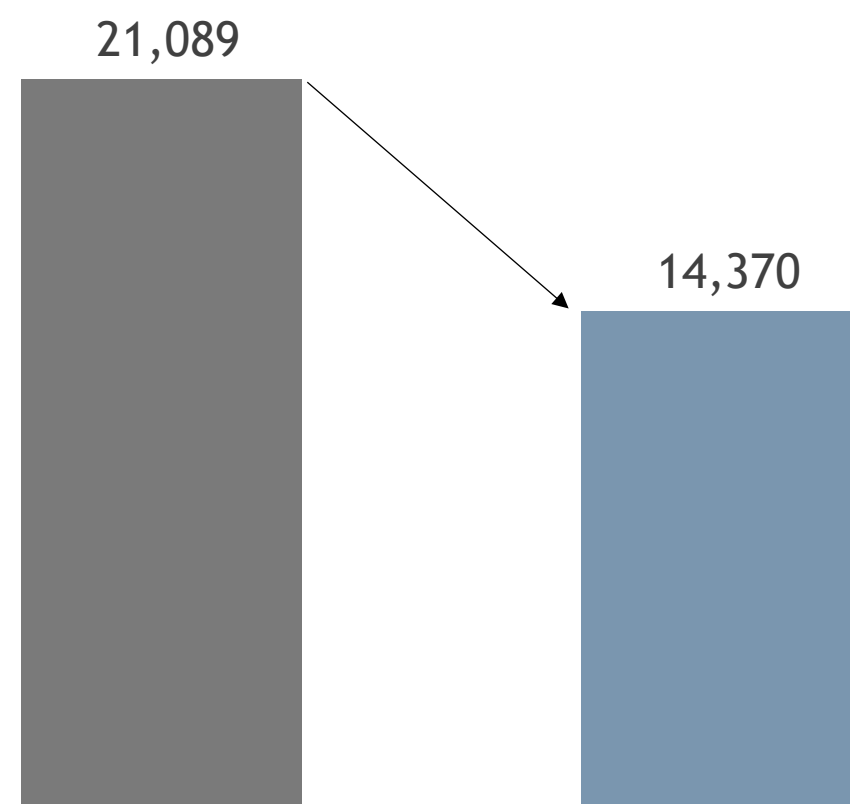


SIGNIFICANT DEBT HEADROOM

With low leverage, Ventive has significant headroom for growth

Rs Debt (Rs M)

**Rs 6,719M
Reduction**



■ Pre-IPO ■ Post-IPO

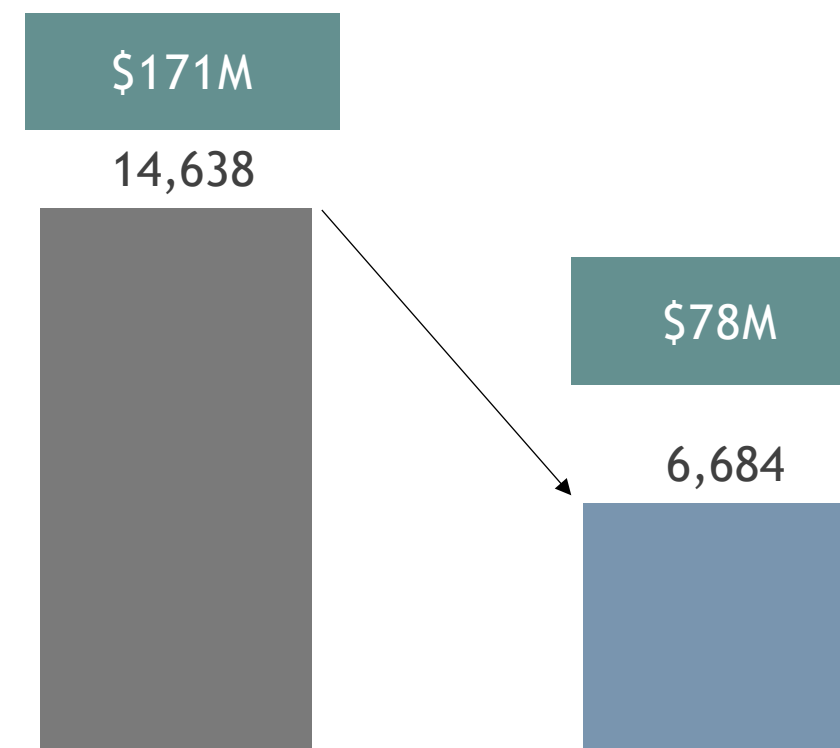
8.3%

8.3%

Avg. Cost of Debt p.a.

USD Debt (Rs /\$ M)

**Rs 7,954M
Reduction**



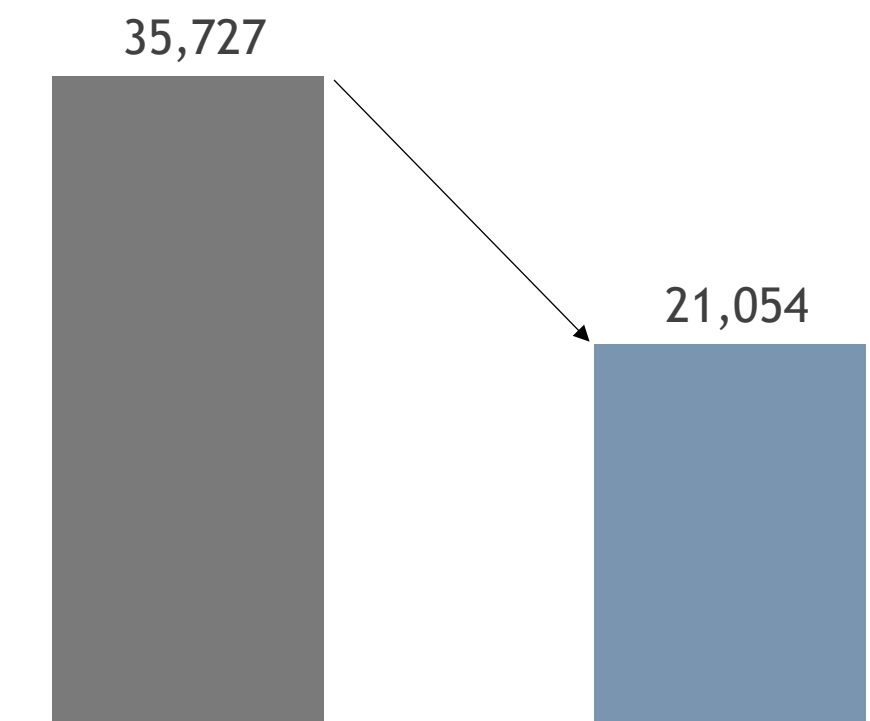
■ Pre-IPO ■ Post-IPO

9.5%

7.4%

Total Debt (Rs M)

**Rs 14,673M
Reduction**



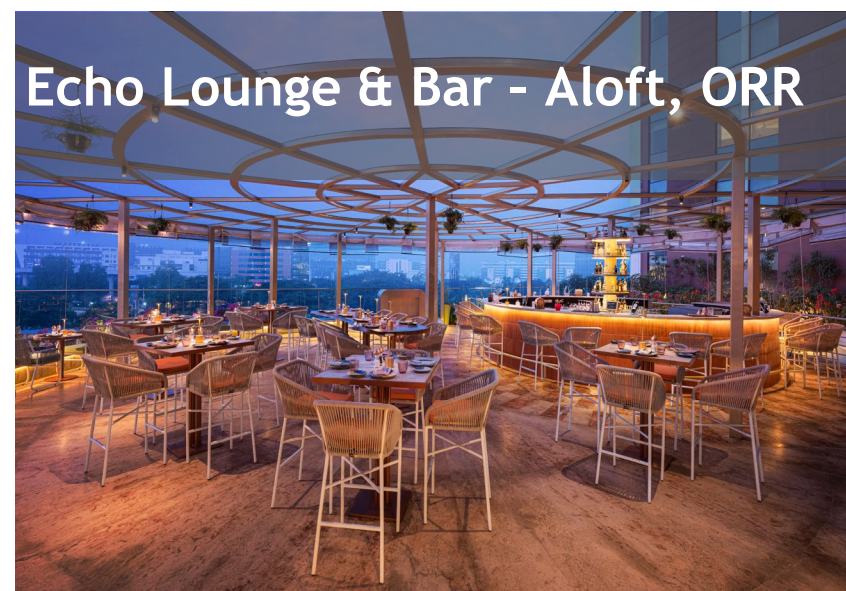
■ Pre-IPO ■ Post-IPO

Net Debt
Rs 17,317M

Cash & Cash
Equivalents
Rs 3,737M

70+ F&B OFFERINGS

Our Top F&B Offerings



Leveraging our F&B Experience

- ✓ Multiple award-winning restaurants across the portfolio
- ✓ 6 out of 10 Pune's top restaurants in our portfolio⁽¹⁾
- ✓ Proactive refurbishments and repurposing initiatives enhancing customer experience
- ✓ Largest ballroom in Western India among luxury hotels (JW Marriott, Pune)
- ✓ Demonstrated turnaround capabilities (developed un-utilized terrace / repurposed restaurant)

1. Based on TripAdvisor Rankings

GROWTH PIPELINE

Bengaluru

Expansion + Development



Conversion of brand

Varanasi

Brownfield Development



Strategically located near airport

Sri Lanka

Greenfield Development

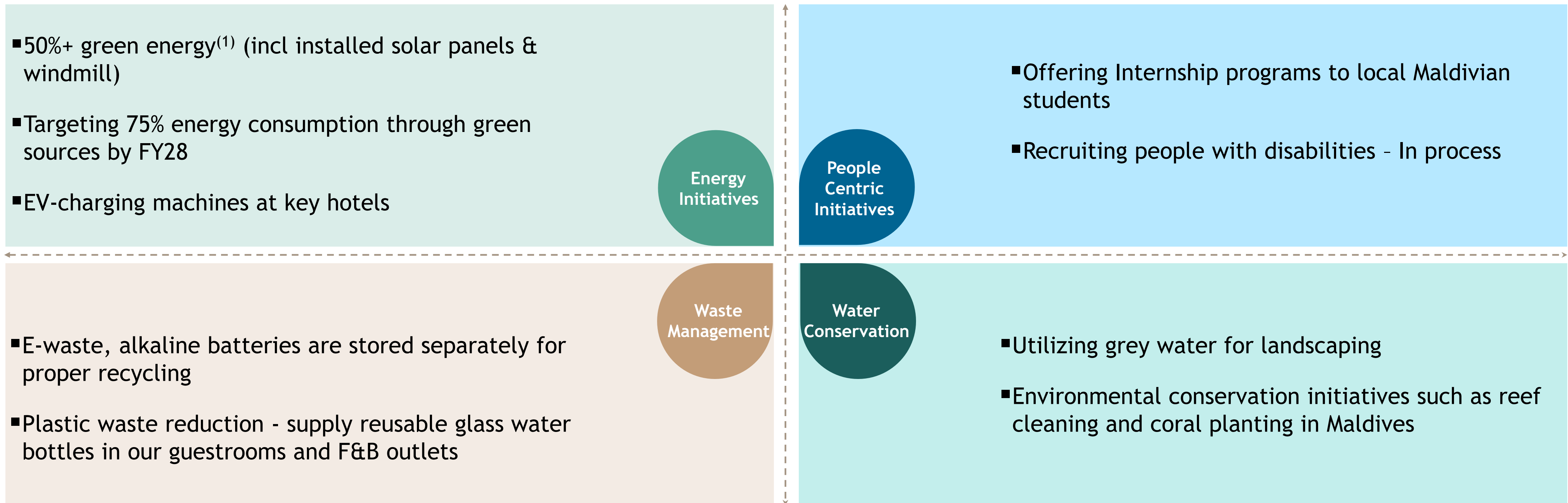


Located near Yala East National Park



4. Governance and Others

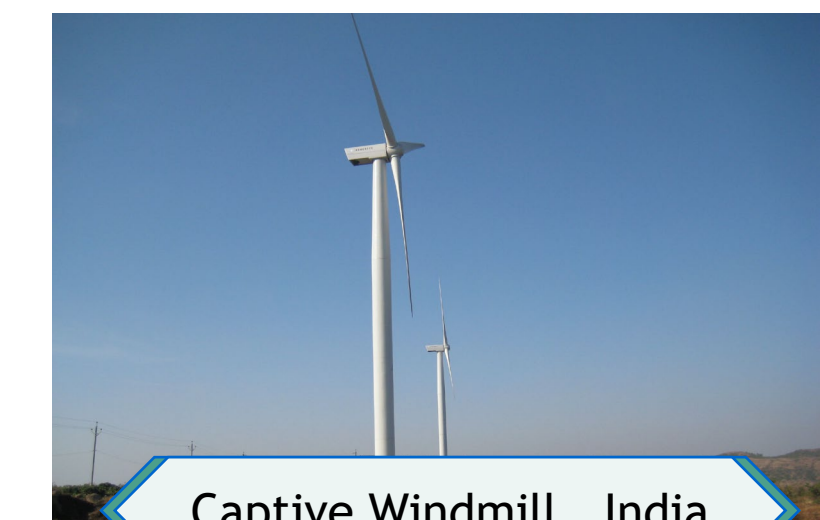
ESG



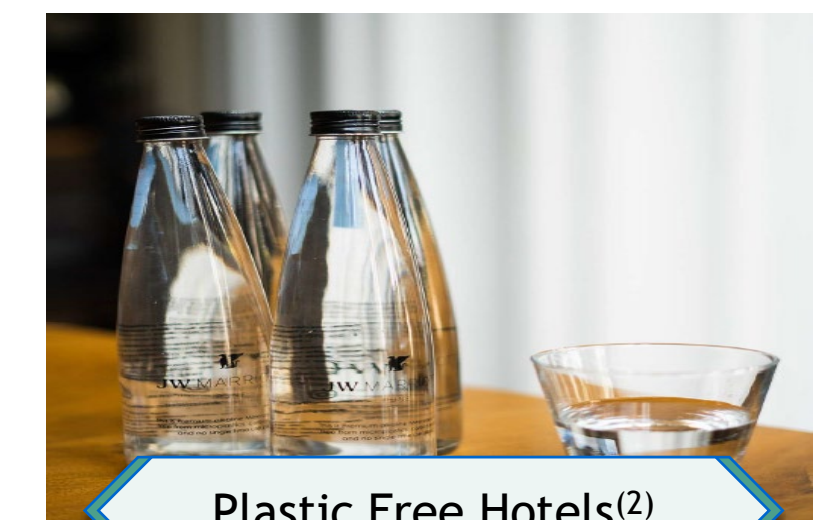
Coral planting at Anantara



Solar installation, Maldives



Captive Windmill, India



Plastic Free Hotels⁽²⁾

1. In JW Marriott, Pune, Courtyard by Marriott, Pune, Marriott Suites, Pune and The Ritz-Carlton, Pune for FY24

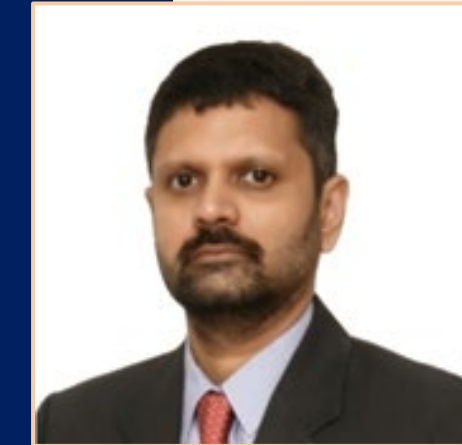
2. Supply of reusable glass water bottles in the guestrooms and F&B outlets with the aim of reducing the usage of single use plastic. The resorts in Maldives also adhere to strict plastic free environment guidelines

BOARD OF DIRECTORS



Atul I. Chordia

- Founder of Panchshil Realty
- Awarded the Hoteliers Award - Developer of the Year, Asia One-World's Greatest Leaders



Tuhin Parikh

- Head of Blackstone Real Estate India
- Director, Nexus Select Mall Management Private Limited



Nipun Sahni

- Advisor at Apollo Global Management & Founder of Rezone Investments
- Previously at: Apollo Global Management, DSP Merrill Lynch Capital Ltd, GE Capital Services India and IVCA



Bharat Khanna

- Managing Director and Head of India at BGO
- Previously at: Och-Ziff Asia Real Estate, Morgan Stanley Real Estate Investing



Punita Kumar Sinha

- Director at Lupin Limited, Tata Asset Management Private Limited & Embassy REIT
- Previously at: Blackstone Asia Advisors, Infosys Limited and JSW Steel Limited



Thilan Manjith Wijesinghe

- Founder and Chairman of TWC Corp Pvt Ltd and director at MJF Leisure
- Previously at: Overseas Realty (Ceylon) PLC as group Managing Director

PORTFOLIO OVERVIEW

HOTELS	LOCATION	POSITIONING	KEYS (#)
JW MARRIOTT	SHIVAJINAGAR, PUNE	LUXURY	415
THE RITZ-CARLTON	YERWADA, PUNE	LUXURY	198
ANANTARA	DHIGU, VELI AND NALADHU MALDIVES	LUXURY	197
CONRAD	RANGALI, MALDIVES	LUXURY	151
RAAYA BY ATMOSPHERE	RAAYA, MALDIVES	LUXURY	167
MARRIOTT SUITES	KOREGAON PARK, PUNE	UPPER-UPSCALE	200
DOUBLETREE BY HILTON	CHINCHWAD, PUNE	UPSCALE	115
OAKWOOD RESIDENCES	NAYLOR ROAD, PUNE	UPSCALE	83
MARRIOTT ALOFT ORR	OUTER RING ROAD, BANGALORE	UPSCALE	191
COURTYARD BY MARRIOTT	HINJEWADI IT PARK, PUNE	UPSCALE	153
MARRIOTT ALOFT WHITEFIELD	WHITEFIELD, BANGALORE	UPSCALE	166
TOTAL COMPLETED HOTELS			2,036

ANNUITY ASSETS	LOCATION	AREA (MSF)
BUSINESS BAY	YERWADA, PUNE	1.80
ICC OFFICES	SHIVAJINAGAR, PUNE	0.93
PANCHSHIL TECH PARK	HINJEWADI IT PARK, PUNE	0.22
ICC PAVILION (RETAIL SPACE)	SHIVAJINAGAR, PUNE	0.44
TOTAL ANNUITY ASSETS		3.40 / 95% OCCUPIED

COMPLETED PORTFOLIO

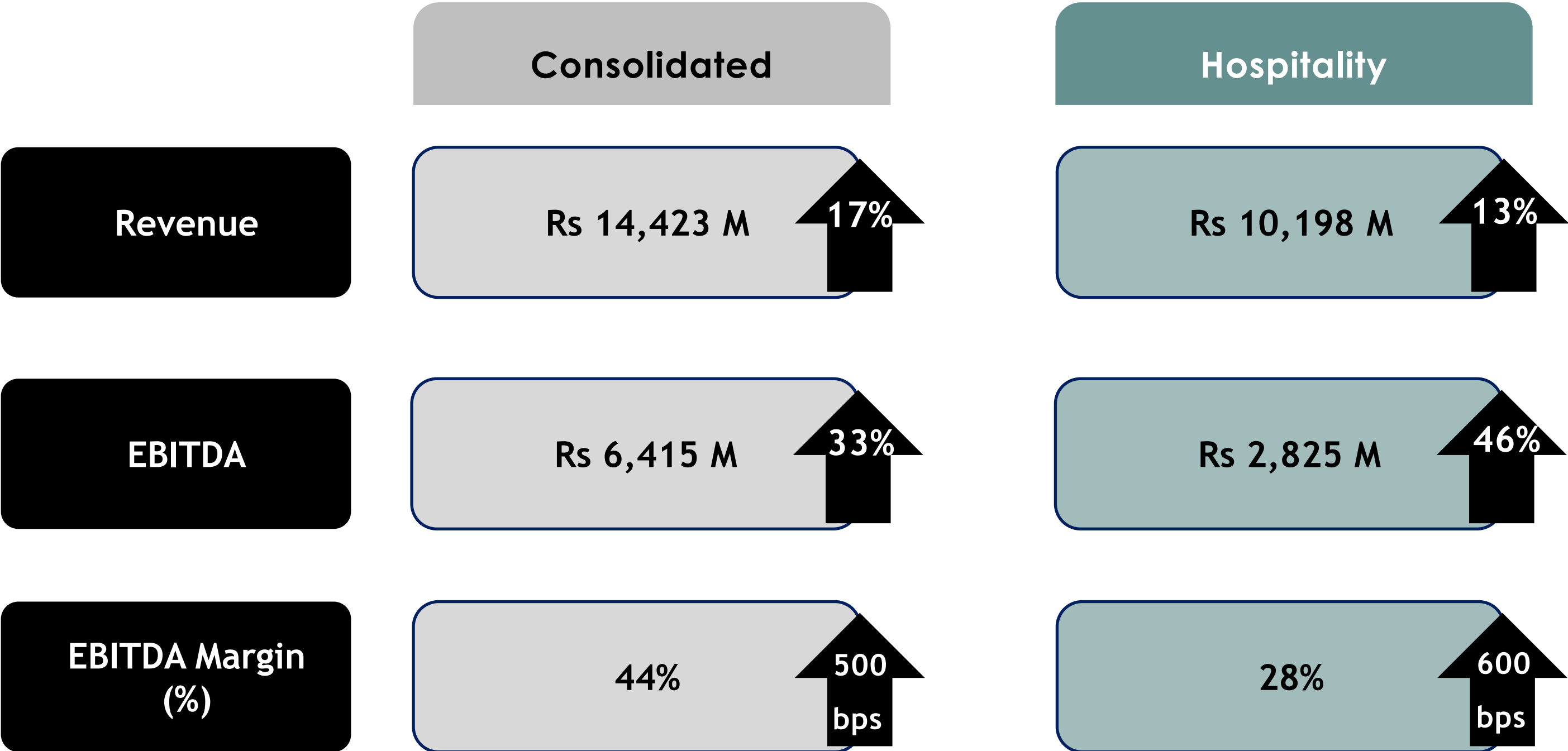
2,036 KEYS / 3.40 MSF



FINANCIAL HIGHLIGHTS – 9M FY25

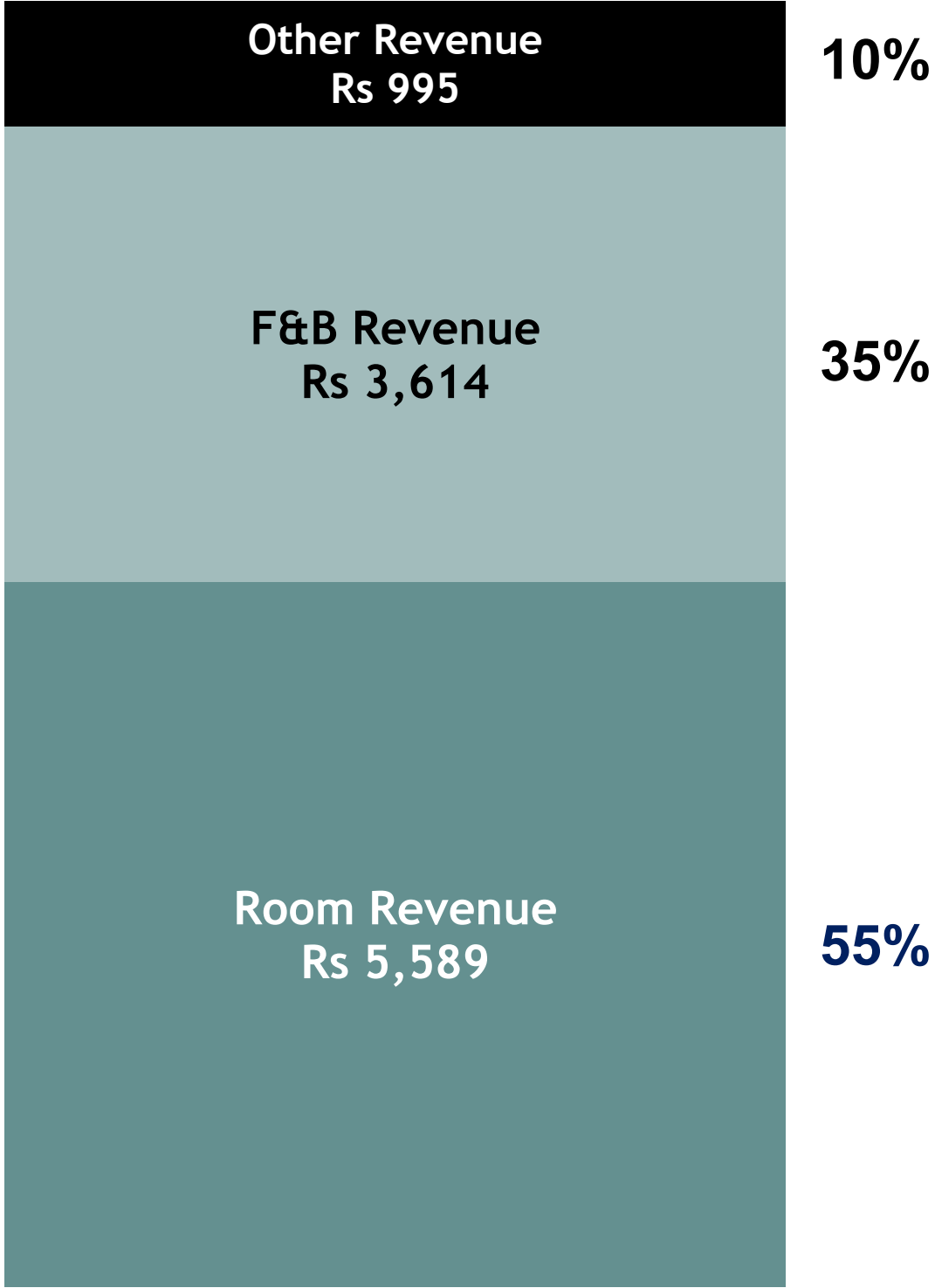
Strong YTD performance with 46% growth in Hospitality EBITDA and 33% growth in overall consolidated EBITDA

Financial Highlights



 Represents YoY growth

Hospitality Revenue (Rs M)



GENERAL NOTES & DEFINITIONS

Notes:

- All figures in this presentation are as of Dec 31, 2024, unless otherwise specified
- All subsidiaries were acquired in August 2024; therefore, the numbers presented in this presentation are on the basis of pro-forma financial statements for 9MFY25. Q3FY24 and 9MFY24 numbers are based on company Management Information System data.
- All figures corresponding to year denoted with “FY” are as of or for the one-year period ending (as may be relevant) March 31st of the respective year. Similarly, all figures corresponding to year denoted with “CY” are as of or for the one-year period ending (as may be relevant) December 31 of the respective year
- Some of the figures in this Presentation have been rounded-off to the nearest decimal for the ease of presentation
- All details included in the presentation considers 100% stake in Ritz Carlton, Pune. Our Company owns 50% economic interest in PCPPL entity which owns Ritz Carlton
- Other than the number of hospitality assets and the number of keys, all operational and financial data presented in this Presentation excludes data relating to Raaya by Atmosphere, Maldives, which was launched in July 2024. Our Company indirectly owns a 50.28% equity interest in Kudakurathu Island Resort Private Limited (which holds Raaya by Atmosphere, Maldives)
- Unless otherwise indicated, industry, macroeconomic and market data and all industry related statements have been extracted from Horwath HTL

Term	Definition
3Q/Q3/Three Months ended	Quarter ending Dec'24
K / M / B	Thousands / Millions / Billions
M sf	Million square feet
Average Room Rate or ARR or ADR	Average room rate, being room revenues (plus service charges with respect to our Maldives hospitality assets) during a given year divided by total number of room nights sold in that year
Occupancy	For hospitality assets, total room nights sold during a relevant year divided by the total available room nights during the same year
GCP	General corporate purposes as defined in our prospectus
Revenue per Available Room or RevPAR	Revenue per available room, calculated by multiplying ARR charged and Occupancy. RevPAR does not include other ancillary, non-room revenues, such as revenue from the sale of food and beverages and other hotel services including banquet income and membership fees generated by a hospitality asset
Total Revenue per Available Room or TRevPAR	Total revenue per available room, calculated by dividing the revenue from operations for the relevant hospitality asset(s) by the total number of room nights available in that year. TRevPAR includes other ancillary, non-room revenues, such as revenue from the sale of food and beverages and other hotel services including banquet income and membership fees generated by a hospitality asset
Horwath HTL	Crowe Horwath HTL Consultants Private Limited
CAGR	Compounded Annual Growth Rate
F&B	Food and beverage
KPI or KPI's	Key performance indicators
QoQ	Quarter on quarter
Basis points or bps	Basis points
FTA	Foreign tourist arrivals