

HotelTALK

hoteltalk.in

Volume 4 | Issue 4
July-August 2026

RNI No.: DELENG/2023/87484
Pages 60 | ₹20



LUXURY TRAVEL
PIVOTS TO INDIA

**Anuraag
Bhatnagar**

**Enkay Group
adds Sheraton
TO HOSPITALITY
PORTFOLIO**

IFB Commercial Dishwashers are now **BIS CERTIFIED**

COMPLETE RANGE



UNDERCOUNTER GLASSWASHER



UNDERCOUNTER DISHWASHER



HOOD TYPE DISHWASHER



RACK CONVEYOR

BIS COMPLIANT FOR QUICK APPROVALS



PAN India service network



Ready to ship and install

Trusted by leading hotels, QSR's and institutions across India.

GET QUOTE TODAY



080 45845678 / +91 95139 91116



query_industrial@ifbglobal.com



www.ifbappliances.com



The invisible hotel owner: When capital builds, brands take the bow



66

Is hotel ownership simply a business, or does it become an addiction?

E

very hotel has two stories. One is visible: the brand on the facade, the logo on the key card, and the loyalty programme that guests remember. The other is largely unseen: the entrepreneur who acquired the land, raised the capital, endured years of approvals and construction challenges, and assumed the financial risk of creating the hotel in the first place.

Behind every successful hotel is an owner's story, often one of ambition, uncertainty, patience, and extraordinary perseverance. Long before the first guest walks through the lobby, he has already spent years imagining what that empty piece of land could become. There are architects and consultants to manage, permissions to secure, finances to arrange, costs that inevitably escalate, and deadlines that rarely remain unchanged.

And then comes the wait.

Unlike many businesses where returns can be relatively quick, hotels demand patience. Capital is locked in for years, operating performance takes time to stabilise, and the road to profitability can be long. Yet many hotel owners, having completed one property, go on to build another, and another.

So, is hotel ownership simply a business, or does it become an addiction?

Perhaps there is something deeply personal about watching a building rise from the ground and eventually come alive. The first lights switched on, the first guest checking in, the first wedding celebrated, or the first full house: these are moments that rarely appear on a balance sheet, yet may explain why owners continue to build despite the challenges.

HotelTALK aims to bring hotel owners into the spotlight, exploring what drives them, the challenges they overcome, and what keeps them building despite long gestation periods and uncertain returns.

Dear Readers, thank you for your continued readership. I would deeply value your feedback.

Cheers,
Sunil Ghadiok

Leading top hotel chains furnished by King Koil

in Year 2025 - 2026



King Koil, the globally preferred brand is catering to worldwide presence with its premium mattresses and bedding products. With the expertise of over 125+ years, King Koil is among the world's oldest premium mattress brands that bring technology-driven innovative products for a better sleep experience.



WORLDWIDE PRESENCE



KING KOIL®

PREMIUM GLOBAL MATTRESS BRAND

World's top hospitality groups currently using King Koil bedding solutions



Real Innerspring Technologies Private Limited
B-7, Sector-3, Noida - 201301, Uttar Pradesh.

Contact Us: 9999222552
9999222559

E-mail: crm.hospitality@kingkoil.in
www.kingkoil.in/hospitality



Talk to our
King Koil representative

[Download Brochure](#)

Contents

Re-engineering Hospitality Special

Cover picture credit
The Leela Palaces, Hotels and Resorts



12 Scaling growth through luxury differentiation

As it completes 40 years, The Leela Palaces, Hotels and Resorts is strengthening its position in luxury, by taking its overall portfolio to 24 from 15 and adding 5,200+ luxury keys.



18 The journey behind every hotel asset

Driven by the entrepreneurial vision of three dynamic brothers, Enkay Group successfully diversified from automotive and real estate into hospitality.

24

Redistributing tourism beyond saturated hubs

Industry leaders share insights into how Dekho Apna Desh 2.0 can drive tourism diversification while unlocking new opportunities for regional economic growth.



HOMESCAPES
LUXURY LINEN & BEDDING

*a world of luxury awaits to fascinate
Touch... Feel... Live.....*

CHOSEN BY INDUSTRY LEADERS



Room & Bath Linen | F&B & Banquet Linen | Soft Furnishings

Manufactured & Marketed by :
KESRI TRANSCONTINENTAL SINCE 1986

Plot No. 345-346, HSIIDC Industrial Estate Refinery Road,
Panipat-132140, Haryana, India | 011-45093987, 9310622128

<https://www.homescapesindia.com>
corporate@homescapesindia.com

Oeko Tex
STANDARD 100

ISO 9001:2015 Certified
ISO 14001:2015 Certified

32 The expansion formula: Partnerships meet opportunity

Citing India's rich heritage in Ayurveda & holistic wellness, Sonu Shivdasani says Sosei sees significant potential in India, which aligns with their long-term vision.

40 Brand boom beyond necessity

With focus on personalisation & flexibility, Philip Barnes prioritises maximising the value of its existing brands and properties instead of launching new labels.



52 Cinnamon puts India at the centre of its growth strategy

Hishan Singhawansa noted that India is emerging as Sri Lanka's leading source market, with tourist arrivals from India surpassing 500,000 last year.

54 A seamless dialogue between indoor & outdoor spaces

As his final hotel project, Geoffrey Bawa's the Blue Water Hotel stands as the culmination of his lifelong exploration of space, nature, and form.



**HANDICRAFTS
INDIA
YEAR BOOK**

PUBLISHER
Sanjeet

CONSULTING EDITOR
Sunil Ghadiok

CHIEF EDITOR
Nisha Verma
nisha.verma@ddppl.com

EXECUTIVE EDITOR
Lipla Negi
lipla.negi@ddppl.com

EDITORIAL DESK
Potshangbam July

DESIGN HEAD
Neelam Verma

ADVERTISING
Delhi

meetu.malhotra@ddppl.com
+91-9650911399
jaspreet.kaur@ddppl.com
+91-9650196532

Mumbai
harshal@ddppl.com
+91-9619499167
samantha.pereira@ddppl.com

ADVERTISEMENT DESIGNER
Nitin Kumar,
Aditya Pratap Singh,
Anil Khatri Chhetri

ECOMMERCE
Ashish Chakraborty

GM - PRODUCTION
Anil Kharbanda

PRODUCTION MANAGER
Ramesh Gupta

CIRCULATION MANAGER
Vivekanand Maurya

GM - BUSINESS
Ashok Rana



New Delhi
72, Todarmal Road,
New Delhi - 110 001
Phone No: +91 11 233 44179

Mumbai
504 Marine Chambers,
43 New Marine Lines
Mumbai 400 020, India
Tel: +91-22-22070129

UAE
P.O. Box: 9348,
Sharjah, UAE
Tel: +971 6 5528954



EMPOWER YOUR KITCHEN WITH OUR COMMERCIAL EXCELLENCE.



Sterling Solutions
A COMPLETE COMMERCIAL KITCHEN SOLUTION

BRANDS



STERLING SOLUTIONS
Plot no.1705
Sector 45 Gurgaon,
Haryana 122002



Please Scan for
more information

Phone : +91 124 438 9020
Mobile : +91 96540 25492
E-mail : info@sterlingsolutions.in
Website : www.sterlingsolutions.in

All information in HotelTalk is derived from sources, which we consider reliable. Information is passed on to our readers without any responsibility on our part. The contents of this publication contain views of authors and are not the views of HotelTalk. Similarly, opinions/views expressed by any party in abstract and/or in interviews are not necessarily shared/do not necessarily reflect any opinion of HotelTalk. All rights reserved throughout the world. Reproduction strictly prohibited. Material appearing in HotelTalk cannot be reproduced in whole or in part without prior written permission. The same rule applies when there is a copyright or the article is taken from another publication. Publications reproducing material either in part or in whole, without permission would face legal action.
Editorial enquiries: (concerning reproduction of articles): talk@ddppl.com
Advertising enquiries: meetu.malhotra@ddppl.com
The publisher assumes no responsibility for returning unsolicited material nor is he responsible for material lost or damaged in transit. Any material submitted to HotelTalk will not be returned. The publisher reserves the rights to refuse, withdraw, amend or otherwise deal with all advertisements without explanation. All advertisements must comply with the Indian Advertisements Code as well as the Advertisements Code of South Asia. The publisher will not be liable for any damage or loss caused by the late publication, error or failure or advertisement or editorial to appear.
HotelTalk is published & printed by Devika Jeet on behalf of DDP Publications Pvt. Ltd. Printed at Modest Print Pack Pvt. Ltd., C-52, DDA Sheds, Okhla Industrial Area, Phase-I, New Delhi-110020. Published from 72, Todarmal Road, New Delhi - 110 001.

India hotel sector performance (May 2026), according to HVS Anarock's monthly update



Chandigarh leads India's occupancy growth

India's hotel sector saw a seasonal slowdown in May but registered a strong year-on-year recovery from May 2025, with ARR up by 9–11%.

WORDS BY HT BUREAU

As per HVS Anarock's June report, India's hotel sector witnessed a moderation in performance in May 2026 compared to April 2026, as seasonal demand softened and geopolitical uncertainties weighed on travel sentiment. Despite the month-on-month slowdown, the industry recorded a strong year-on-year recovery from May 2025, when hotel demand was adversely impacted by war-like conditions in the country.

Nationwide occupancy levels stood at 63–65 per cent, representing an improvement of 6–8 percentage points (pp) over May 2025. Revenue per Available Room (RevPAR) reached ₹4,977–5,265, registering a robust 22–24 per cent year-on-year increase, reflecting the sector's continued recovery and healthy demand fundamentals.

ARR trends

India's key hotel markets continued to report healthy growth in Average Room Rates (ARR) during the month of May 2026, supported by resilient domestic travel demand, steady corporate movement, and continued meetings, incentives, conferences, and exhibitions (MICE) activity.

ARR across major cities ranged between ₹7,900 and ₹8,100, reflecting a 9–11 per cent increase

compared to May 2025. With the exception of Kolkata, all key markets recorded year-on-year growth in room rates, underscoring strong pricing power across the industry.

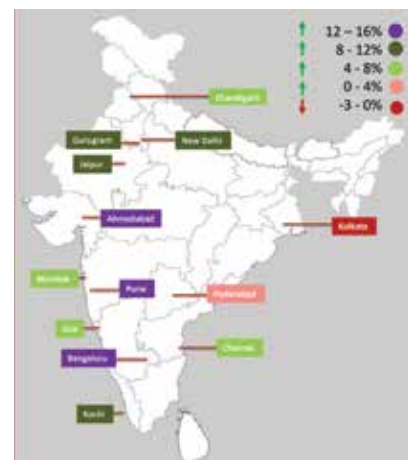
Occupancy trends

Occupancy levels across most key Indian hotel markets recorded a strong year-on-year improvement

over May 2025, when demand had been impacted by war-like conditions in the country.

Chandigarh recorded the highest increase in occupancy, rising by 22–24 percentage points, followed by Goa and Ahmedabad. Nearly all major markets reported year-on-year growth in occupancy levels, with Kochi being the only exception. **HT**

ARR across major cities ranged between ₹7,900 and ₹8,100, reflecting a 9–11% increase compared to May 2025



ARR Trends
Across Key Indian Markets
(Year-on-Year Growth: May 2026)



Occupancy Trends
Across Key Indian Markets
(Year-on-Year Growth: May 2026)

Source: HVS ANAROCK Research; Data for Calendar Year; pp - percentage points

HOSPITALITY LINEN SOLUTIONS



Delivering premium linen solutions that combine luxury, durability, and exceptional craftsmanship for hotels, resorts, serviced apartments, and hospitality spaces.

OUR PRODUCT RANGE



BED LINEN
Luxurious, breathable, and long-lasting comfort.



BATH LINEN
Ultra-soft, absorbent, and crafted for indulgence.



MATTRESS
Comfortable, breathable, and made to last.



BANQUET & ACCESSORIES
Finishing touches for every hospitality setting.

+91 78712 75000, +91 78712 76000

www.istalinen.com

Sales@istalinen.com

India's luxury hospitality is at a crossroads

Anuraag Bhatnagar believes the opportunity is not just to attract more visitors, but to establish India as one of the world's most distinctive luxury destinations.

WORDS BY LIPLA NEGI

Q. How do you see the concept of luxury hospitality evolving in the years ahead, and how does Leela's legacy position the brand to lead rather than simply adapt to this shift?

A. As The Leela Palaces, Hotels and Resorts completes 40 years, one thing has become increasingly clear: luxury

is becoming more personal, more intentional, and more experience-driven. Guests today are looking for authenticity, cultural immersion, wellness, and meaningful human connection. They want experiences that feel unique to a destination and aligned with their individual values. In many ways, these expectations



▲ The Leela Coorg Forest Sanctuary, Karnataka ▼



Anuraag Bhatnagar
Whole-time Director and
Chief Executive Officer
**The Leela Palaces,
Hotels and Resorts**



▲ Kovalam Palace, The Leela Kovalam



▲ The Leela Bhartiya City Bengaluru

are bringing hospitality back to its fundamentals.

What positions The Leela strongly for this evolution is that many of these principles have always been embedded in our DNA. For four decades, we have celebrated the individuality of every destination, drawing from local culture, art, architecture, cuisine, and traditions to create experiences that are distinctive and deeply rooted in place. Guided by the ethos of Atithi Devo Bhava — Guest is God, our approach has always centred on creating emotional connections rather than transactional experiences.

Luxury will continue to evolve, but the brands that will lead are those with a strong sense of identity. As

we celebrate 40 years, our focus is on strengthening our position in the true Indian luxury space, deepening guest engagement, enhancing brand visibility, and scaling the culture of The Leela across a growing portfolio.

Q Looking ahead, could you share Leela's short and long-term growth plans? How do you envision the brand's international presence and domestic growth evolving in the years to come?

A. India is entering a compelling phase for luxury hospitality. Rising affluence, increasing premium consumption, and a favourable demand-supply dynamic are creating significant long-term opportunities

▼ Lifestyle, The Leela Palace Jaipur



We aim to take our overall portfolio to 24 properties and over 5,200 luxury keys

for established luxury brands. Today, The Leela portfolio includes 15 operational hotels with 4,162 keys and has a pipeline of 9 additional hotels comprising 1,065 keys, taking our overall portfolio to 24 properties and over 5,200 luxury keys.

Our immediate focus is on bringing upcoming destinations such as Srinagar, Ayodhya, Agra, Bandhavgarh, Ranthambore, Jaisalmer, and Sikkim into the portfolio while continuing to strengthen our presence across both business and leisure markets. In addition to hotels, we are also building adjacent luxury ecosystems through initiatives such as branded luxury residences, wellness-led resorts, and Arq By The Leela, our private members' only club.

Internationally, our foray into Dubai marks an important milestone. We see growing appreciation globally for Indian hospitality, wellness

traditions, and service culture. Our approach will remain selective, focusing on markets where The Leela can bring a differentiated luxury proposition and build long-term brand equity.

Q. While the industry continues to benefit from strong domestic travel demand, how sustainable is long-term growth without a significant increase in international arrivals?

A. Domestic demand has become an extraordinary growth engine for Indian hospitality and continues to demonstrate remarkable resilience. We have seen this firsthand, including during periods of global uncertainty when strong domestic travel helped offset softer inbound demand.

That said, for India to fully realise its tourism potential, inbound travel must become a larger part of the growth story. Few countries



▲ The Leela Palace Udaipur



▲ Jamavar, The Leela Palace Jaipur



▲ Jamavar, The Leela Palace Jaipur



▲ Jamavar, The Leela Palace Jaipur

Luxury will evolve, but brands with a strong identity will lead

can offer the breadth and depth of experiences that India can. From heritage, spirituality, and wellness to wildlife, cuisine, craftsmanship, and the arts, India possesses a richness that aligns closely with what global luxury travellers are seeking today: authenticity, cultural immersion, and meaningful experiences.

As a homegrown luxury brand that has spent four decades celebrating the spirit of true Indian luxury, we see a significant opportunity to help shape how India is experienced on the global stage.

At The Leela, every hotel is conceived as a reflection of its destination, drawing inspiration from local history, culture, and traditions. Whether through The Leela Ceremonial Rituals, destination-led culinary experiences, Aujasya by The Leela, our signature wellness programme, or partnerships that celebrate Indian art, literature, and craftsmanship, our aim is to create a

deeper connection between travellers and stories that define India.

This philosophy comes to life through initiatives such as The Leela Palace Trail, a curated itinerary that connects some of India's most iconic palace and resort destinations through a single journey. The trail presents an opportunity for international travellers to experience the diversity of India through its heritage, culture, cuisine, art, and living traditions.

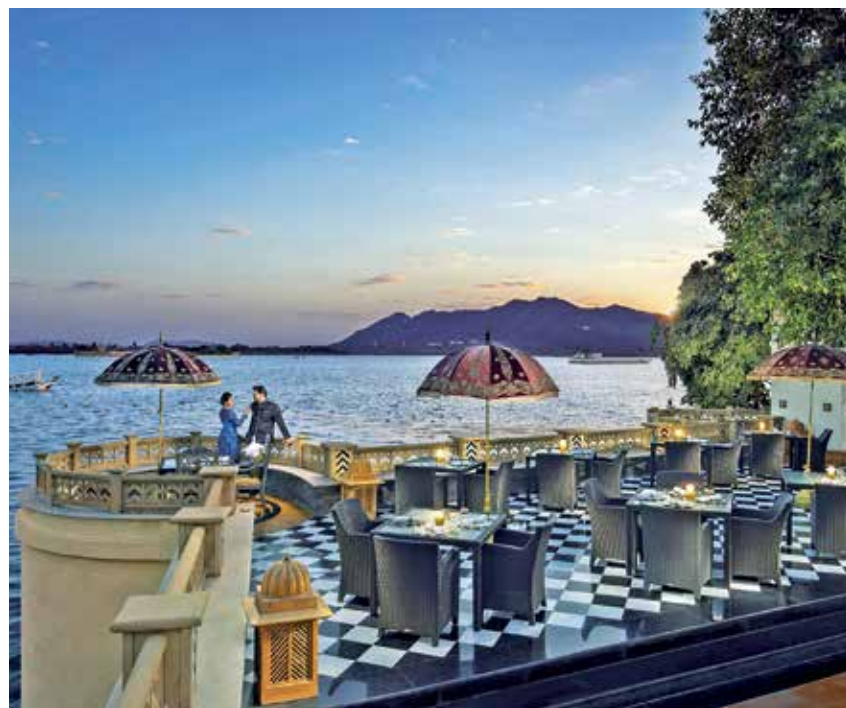
I see domestic and inbound tourism as complementary growth engines. Domestic travel provides resilience and scale, while international travel elevates India's visibility, strengthens destination ecosystems, and enhances the country's position within the global luxury travel landscape. The opportunity ahead is not simply to attract more visitors, but to ensure that India is recognised as one of the world's most distinctive and compelling luxury destinations.

Q. From your perspective, what does India need to do differently to strengthen its positioning as a global tourism destination and attract a larger share of international travellers?

A. India already possesses one of the most diverse tourism offerings in the world. Few destinations can bring together heritage, spirituality, wellness, wildlife, cuisine, craftsmanship, and contemporary luxury at the scale that India can.

The opportunity now is to package and present these experiences more cohesively to international travellers. Today's traveller increasingly plans journeys around interests rather than geography, whether that is wellness, food, nature, adventure, or culture. India is uniquely positioned to meet that demand.

Continued investments in infrastructure, connectivity, and ease of travel will remain important, but equally important is building stronger



▲ Sheesh Mahal, The Leela Palace Udaipur

destination circuits and encouraging travellers to explore India beyond a single city or landmark.

India's challenge is no longer one of product; it is one of positioning. The countries that will lead global tourism over the next decade are those that tell compelling stories around their experiences, and India has one of the richest stories in the world to tell.

Q. At a time when automation, AI, and digital upgrades are reshaping guest experiences at an unprecedented pace, do you believe the hospitality industry risks becoming overly technology-driven?

A. Technology is transforming hospitality, enabling better personalisation, more efficient operations, and deeper guest insights. The question is not whether technology should be adopted. The question is how it is applied.

At The Leela, we see technology as an enabler of hospitality rather than a substitute for it. AI can effectively help us understand preferences, anticipate needs, and remove friction from the guest journey. What it cannot replace is intuition, empathy, warmth, and the ability to create moments that guests remember long after they leave. Luxury hospitality remains fundamentally a people business. As technology advances, the value of

genuine human connection will only become more important. Our focus is on combining intelligent systems with a service culture that remains deeply personal and guest-centric.

Q. What strategic considerations led to the creation of Leela Centre of Excellence alongside initiatives such as the LLDP, Butler Development Programme, LEAD, and Shefs at Leela?

A. As The Leela expands from 15 hotels today to a portfolio of 24 hotels,

building a strong talent pipeline becomes a strategic imperative. Growth can only be sustained when culture, service standards, and leadership capability scale alongside the business.

The Leela Centre of Excellence was created with precisely this objective. Developed in collaboration with Le Cordon Bleu and GD Goenka University, it brings together leadership development, functional capability building, and service excellence under a unified platform. Programmes such as the Leela Leadership Development Programme (LLDP), Leela Executive Accelerated Development Programme (LEAD), The Leela Palace Service Development Programme, and Shefs at The Leela are designed to build future leaders while preserving the values that define the brand.

The hospitality leaders of the future will need a combination of business acumen and human intelligence. Technical competency and digital fluency will be important, but equally critical in hospitality will be empathy, adaptability, cultural awareness, resilience, and the ability to lead diverse teams through change.

Hospitality remains a profession centred around people. The leaders who will stand out are those who can combine operational excellence with emotional intelligence and inspire others to deliver experiences that create lasting memories. **HT**

▼ The Leela Ashtamudi, A Raviz Hotel



PREMIUM HOTEL TOILETRIES



CRAFTED INTENTIONALLY • DELIVERED RELIABLE • TRUSTED ACROSS INDIA

isvara
naturals

SEA BREEZE

QUPO

TRUST AROUND

WYNDHAM GRAND

sunday

MOUS|ACHE

BW
Best
Western.

HIREAVILLA

TREAT
HOTELS & RESORTS



Indulge in the best. Your guests deserve it.

CONNECT WITH US

+91 96500 26494 || +91-76782-72521 || info@frillhospitality.com
www.frillhospitality.com || www.isvaranaturals.com || Gurugram, India

Engineering the art of hospitality

From real estate to room keys, Enkay Group has transformed its diversification strategy into a successful hospitality portfolio shaped by a long-term vision.



Forthcoming Sheraton Hotel in Gurugram

WORDS BY HT BUREAU

While some family businesses inherit an enterprise, others reinvent it. The story of the Enkay Group is that of three brothers, each with distinct expertise yet united by a shared entrepreneurial vision, who transformed a business founded by their father into one of North India's most diversified business groups.

The legacy began with the late **Narinder Singh Kohli**, whose entrepreneurial journey laid the foundation for what would become the Enkay Group. Building on that vision, his sons — **Urvinder Singh Kohli**, a Chartered Accountant and Shri Ram College of Commerce alumnus; **Parvinder Singh Kohli**, also an SRCC graduate with a deep understanding of real estate development; and **Kulvinder (Kavi) Singh Kohli**, an IIT Delhi-trained mechanical engineer and entrepreneur, combined their complementary strengths in finance, construction, engineering, travel, and infrastructure to steer the group

into new sectors. Along with his elder brothers, Kulvinder Singh Kohli co-founded Enkay Travels, an IATA-accredited travel company, and later went on to serve as Chairman of the Travel Agents Association of India.

Today, the Enkay Group has interests spanning automotive dealerships and financing, real estate, hospitality, and allied businesses. The group's hospitality journey began with the Lemon Tree Hotel in Sector 29, Gurugram, followed by a second Lemon Tree property in Sector 68. Its most ambitious venture to date is the 225-room Sheraton Gurugram, complete with expansive banqueting facilities and multiple dining venues, marking Enkay's evolution from a diversified business house into a significant player in India's branded hospitality landscape.

As part of *HotelTALK*'s ongoing series on the owners and developers shaping India's hotel industry, we trace the journey of the Kohli brothers, whose diverse backgrounds, shared values, and long-term vision have helped build not only hotels but also a diversified enterprise that continues to evolve with changing market dynamics.



(L-R) Kavi Kohli, Urvinder Singh Kohli, and Parvinder Singh Kohli, Founders, Enkay Group

Q. What first drew Enkay Group into hospitality?

A. We were already involved in businesses such as automotive and real estate, so hospitality felt like a natural extension. We saw an opportunity to create assets with long-term value and to enter a business that is about people and experiences. Developing hotels has the added excitement of engaging one's creative sensibilities in all areas of design, be it in rooms or food.



Q. When you developed your first hotel, what was the vision behind it?

A. The idea was not simply to build a hotel, but to create quality assets that would remain relevant for many years. We wanted to develop something we could be proud of and partner with the right brand to make that vision a success. To us, every stakeholder is an important and integral part of our business, be it our people, our guests, or our investors.

Q. What was the biggest challenge in bringing that first hotel to life?

A. There were challenges at almost every stage, from planning and approvals to construction, costs, and timelines. The biggest learning was that developing a hotel requires enormous patience because many things do not move according to the original plan. It is important to add here that, as owners, we always had to stay strong and committed.

Q. What do you remember most about the day your first hotel opened?

A. It was truly a very satisfying moment. For years, you see drawings,

“We saw an opportunity to create assets with long-term value and to enter a business that is about people and experiences.”





construction, and an unfinished building, and suddenly there are guests walking through the lobby. That is when the project finally feels real. You can finally visualise your achievements, and one almost feels an ecstatic sense of accomplishment on a different level.

Q. Hospitality requires significant investment and patience. What keeps you investing in hotels?

A. Hotels are long-term investments. It is like running a marathon, definitely not a sprint. Returns matter, but there is also the satisfaction of creating an asset, generating employment, and seeing a property establish itself over time. Once

you understand the business, you also begin seeing opportunities differently.

Q. Guests know the hotel brand, but rarely the owner behind it. How do you view that?

A. That is part of the business. Brands are our most important partners. The brand is what the guest should recognise and trust. As owners, our role is often behind the scenes, making the investment, creating the asset, and ensuring the hotel has what it needs to succeed.

Q. What do people underestimate about developing hotels?

A. People see the finished hotel, but

they do not see the years behind it — the investment, approvals, construction, financing, risk, changing market conditions and developments, and countless decisions. Opening the hotel is actually the end of one journey and the beginning of another.

Q. How has Enkay Group's approach to hospitality evolved since your first hotel?

A. With every project, our understanding of hospitality has become more deep-rooted. Today, we look beyond developing the physical asset; we think about positioning, the right brand partnership, operational efficiency, and what will keep the hotel competitive over the long-term.

Our thrust is on developing larger assets with international brands. There has been a change in our investment policy, with greater confidence in this business.

Q. What would you like guests to know about the people behind the hotel they stay in?

A. That every hotel has a story that encompasses years of planning, investment, risk, and the effort of many people, and that every happy guest is the biggest reward for any owner. **HT**



TABLE WARE

For the Professionals, By the Professionals.



Premium Tableware for Professional Use

We have dealers in most cities across India. If the product is not available in your city, Please contact us

KING METAL WORKS

Showroom: Unit No.5, Steel Made Industrial Estate Marol, Andheri (East), Mumbai - 400059.

Tel: 022-40275700/54 | **Mob:** +91- 9930675752 **Email:** sales@kingmetal.com/contactus@kingmetal.com

www.kingmetal.com

We have more than 4000+ products range for Hospitality Industries

For Catalogue



Follow us:



Available On:
amazon

Manufacturing Unit: Andheri (Mumbai) & Vasai (Palghar)

www.wonderfloor.co.in

MADE
in
INDIA

REAL
LVT
HOT PRESS
TECHNOLOGY



Scan the QR code to
visit Wonderfloor website

WONDER HOTEL *by* WONDERFLOOR

Manufacturers of: Residential Flooring • Sports Flooring • School Flooring • Hospital Flooring
• Transport Flooring • Office Flooring • Semi-commercial Flooring • Hotel Flooring • Commercial Flooring + more

Disclaimer: Sample shown is for reference only, actual product may vary in shade and appearance

WONDERFLOOR

Contact: Email: mkt@rmgpoly.com
Call: +91 9015313059 (Available between 10am-6.30pm)

Can redistribution rev up India's tourism story?

Dekho Apna Desh 2.0 proposes to redistribute tourism demand away from saturated destinations & promote emerging locations. Industry stakeholders weigh in on the opportunity...

WORDS BY LIPLA NEGI



Brunton Boatyard, CGH Earth

India is a repository of hidden gems



Michael Dominic
CEO & MD
CGH Earth Experience Hotels

“Investing ahead of demand can be successful when there is a strong belief in the intrinsic value of a destination.”

The redistribution of tourism away from saturated destinations is increasingly necessary. Over-tourism has placed immense pressure on infrastructure, local communities, and fragile ecosystems in many established destinations. At the same time, India has a vast repository of lesser-known regions with extraordinary natural and cultural assets that remain underrepresented in mainstream tourism circuits. Initiatives like Dekho Apna Desh 2.0 can play an important role in shifting traveller awareness and creating demand for these emerging destinations.

However, transforming lesser-known destinations into sustainable tourism markets requires a long-term approach. Hospitality companies can act as catalysts, but they cannot work in isolation. Meaningful development requires supportive policy frameworks, improved connectivity, destination management plans, skill development initiatives, and active participation of local communities. Equally important is ensuring that tourism growth does not compromise the very attributes that make these destinations unique.

Our experience has shown that investing ahead of demand can be successful when there is a strong belief in the intrinsic value of a destination and a commitment to responsible tourism principles. Many of our destinations were considered niche or remote when we first entered them, such as, Spice Village in Thekkady or Marari Beach in Mararikulam, but over time they evolved into sought-after experiences because they remained authentic, community-driven, and environmentally sensitive. ■



Mantra Koodam, CGH Earth

Policy & private capital go hand-in-hand



Nikhil Sharma
Managing Director & COO
South Asia, Radisson Hotel Group

“Over 50% of our portfolio already located across tier II, tier III, and emerging destinations.”

As travellers seek authentic, experiential, and culturally immersive journeys, we are seeing strong demand emerging beyond traditional gateway cities. At Radisson Hotel Group, we have long believed in the potential of these markets, with over 50 per cent of our portfolio already located across tier II, tier III, and emerging destinations. Our expansion has been guided by long-term fundamentals rather than short-term demand, enabling us to establish an early presence in destinations that are now witnessing accelerated tourism growth.

Converting lesser-known destinations into sustainable tourism markets, however, requires a collaborative ecosystem. Continued investment in physical and digital infrastructure, seamless multimodal connectivity, destination marketing, skill development, and policy measures that encourage responsible hospitality development will be critical to unlocking their full potential. As a hospitality brand, we are prepared to invest ahead of the demand curve where we see strong long-term fundamentals and alignment with regional development priorities. When policy support, infrastructure development, and private sector investment come together, they create a virtuous cycle that not only broadens India's tourism landscape but also generates employment, strengthens local economies, and delivers more balanced, sustainable growth for the sector. ■



Radisson Blu Hotel, Nagpur



Radisson Blu Hotel & Suites GRT, Chennai



Rahool Macarius
Market Managing Director
Eurasia, Wyndham
Hotels & Resorts

“Initiatives like Dekho Apna Desh 2.0 encourages travellers to explore new regions amid rising costs and geopolitical uncertainty.”

The opportunity is to shape where that demand goes

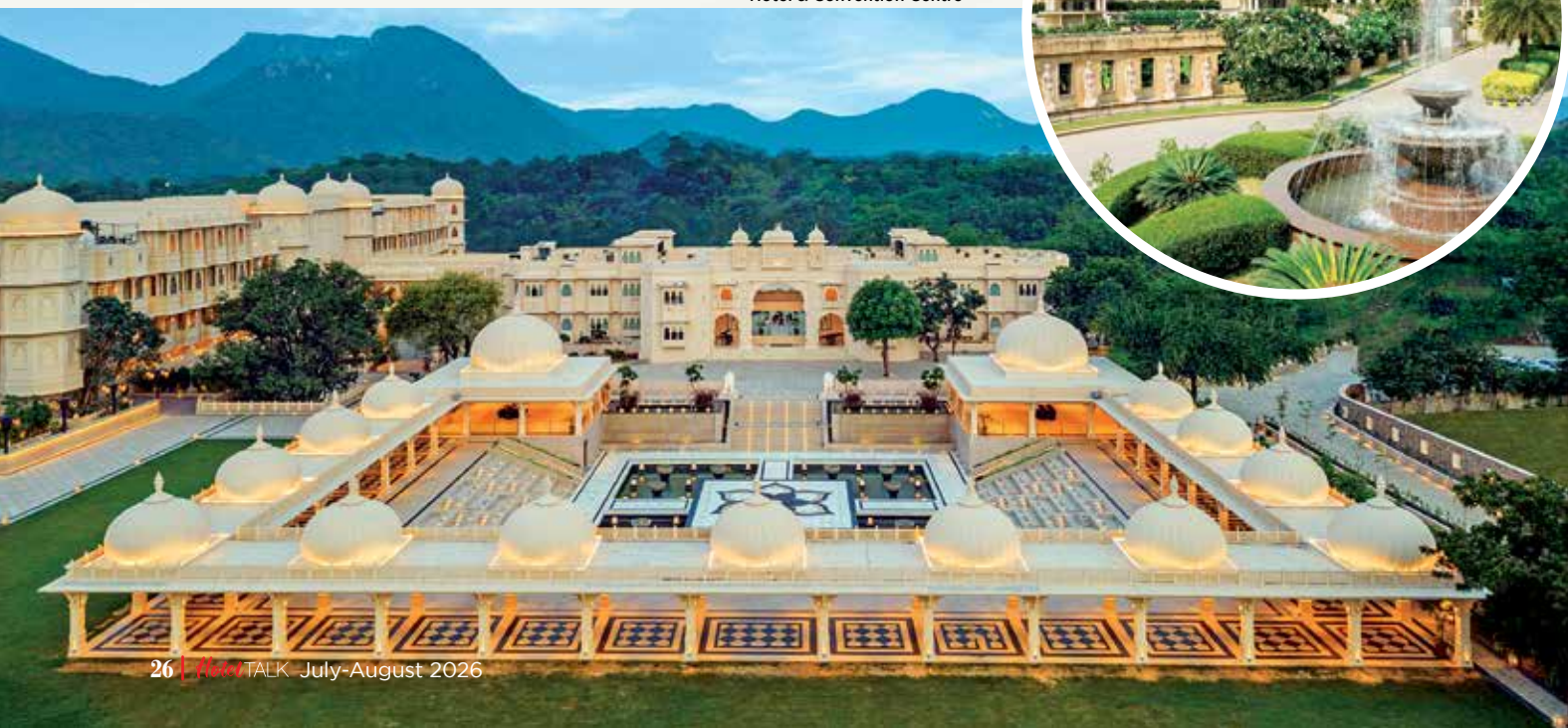
India's tourism sector is entering a new phase of growth, where the opportunity is not just to accommodate rising demand, but to shape where that demand goes. Redistributing tourism flows beyond saturated destinations is both feasible and necessary, though it requires a long-term approach combining infrastructure development, destination promotion, and private-sector investment. Travellers today increasingly seek authentic, experience-led journeys, whether centred around culture, nature, wellness, microcations, workcations, spirituality, or adventure, creating strong opportunities for emerging destinations to gain prominence alongside established hubs. Initiatives such as Dekho Apna Desh 2.0 play an important role in raising awareness and encouraging travellers to explore new regions, particularly as rising travel costs and geopolitical uncertainty reshape choices.

That said, turning a lesser-known destination into a sustainable tourism market requires a multi-dimensional approach, one built on strong connectivity, quality accommodation, local experiences, skilled workforce availability, and responsible destination management. Sustainable growth must benefit local communities, preserve cultural and environmental assets, and create year-round economic opportunities rather than seasonal spikes. On the policy front, continued focus on multimodal connectivity, regional aviation expansion, and destination infrastructure, backed by schemes like Swadesh Darshan and PRASHAD, is encouraging. Streamlined approvals and stronger public-private collaboration can accelerate this further.

Hospitality brands are increasingly prepared to invest ahead of demand in markets showing clear signs of future growth. At Wyndham, our asset-light, franchise-led model allows us to partner with local owners and enter promising markets early, while maintaining a disciplined approach to expansion. We are seeing strong momentum build across tier II and tier III cities and emerging spiritual and leisure destinations, and will continue expanding our mid-scale footprint in markets such as Vrindavan, Ayodhya, and Kochi. As India's travel landscape evolves, we remain focused on signing and opening more hotels across high-potential destinations, in service of our purpose to make hotel travel possible for all. ■

▼ Wyndham Grand, Udaipur

► Ramada by Wyndham Lucknow Hotel & Convention Centre



Dr Jyotsna Suri
CMD, The Lalit Suri
Hospitality Group

“What these emerging markets need, beyond hotel investment, is consistent destination marketing.”

Tap into the potential of the regions lying low

India's next chapter of tourism growth will come from discovering new destinations, empowering local communities, and creating meaningful travel experiences. Transforming lesser-known destinations into thriving tourism markets requires the hospitality industry to invest ahead of demand, while governments strengthen connectivity, infrastructure, ease of doing business, and destination marketing. Sustainable tourism is built through partnership.

Dekho Apna Desh 2.0 perfectly aligns with The Lalit's philosophy of developing destinations, not just hotels. Long before destination-led tourism became a national priority, we believed that every region in India has a unique story worth discovering. Our recent "Dekho Bharat" campaign celebrates this very spirit by encouraging travellers to look beyond the familiar and experience the incredible diversity of our country.

This is reflected in where we have invested. Take Khajuraho, a UNESCO World Heritage site that is not always top of mind for the average traveller. We did not just build one hotel there; we built two, The Lalit Temple View and The Lalit Traveller, side by side, so that both the luxury guest and the more value-conscious domestic traveller could enjoy the same destination on their own terms. The same philosophy shaped our resort in Bekal, North Kerala, where we pivoted into a quieter, wellness- and Ayurveda-oriented property in sync with the natural aesthetics. Be it investing in Srinagar in the 90s or South Goa, we always like to harness the potential of the regions lying low. The Lalit Mangar, on the outskirts of Delhi, is another example of our commitment to developing destinations responsibly. ■

► Khajuraho Facade, The Lalit



▲ The Lalit Resort and Spa Bekal



Chander K Baljee
CMD
Royal Orchid Hotels
Limited (ROHL)

“Faster approvals, infrastructure status, and fiscal incentives for tourism projects can spur private investment.”

Investment follows long-term development roadmap

Today's travellers are increasingly looking beyond traditional destinations in search of authentic experiences, wellness retreats, nature, culture, and regional heritage. This presents a strong opportunity to unlock the potential of emerging destinations.

However, converting these locations into sustainable tourism markets requires more than awareness campaigns. It demands a collaborative ecosystem involving improved connectivity, robust infrastructure, destination marketing, skilled local workforce, safety measures, and consistent policy support. Incentives such as faster approvals, infrastructure status for tourism projects, and fiscal benefits can further encourage private sector participation.

From a hospitality standpoint, investing ahead of demand is a calculated decision. Established hotel brands are willing to enter high-potential destinations, provided there is a clear long-term tourism development roadmap and commitment from state and local authorities. Early investments not only create accommodation capacity but also stimulate employment, local entrepreneurship, and ancillary businesses.

If implemented with sustained policy support and public-private collaboration, Dekho Apna Desh 2.0 can successfully diversify India's tourism landscape while creating balanced regional economic growth and long-term value for both travellers and the hospitality industry. ■



► ROHL, Dapoli



◄ Asian Village, ROHL



▲ ROHL, Mysore



MP Bezbaruah
Secretary-General
Hotel Association of India (HAI)

“Hotel brands are aligned with the new realities of demand and looking beyond the classic tourism hubs.”

Build a resilient tourism ecosystem with balance

The mission of distributing tourism demand under the Dekho Apna Desh 2.0 initiative is both essential and timely for various reasons. First, it is well-known that India's tourism growth has not been balanced with five to six states receiving 50-60 per cent of the tourists, both foreign and domestic. As a result, the much-talked-about economic and employment benefits of tourism have perhaps been lopsided. Second, with tremendous growth of domestic tourism, the existing destinations face the danger of becoming unsustainable unless the demand is dispersed. Third, India has vast unexploited tourism resources which can be harnessed for the welfare of the people. Encouraging travel to emerging destinations can help create a more balanced and resilient tourism ecosystem while unlocking new avenues for regional economic development.

From a hospitality perspective, this shift is certainly feasible, but likely to face at least three major implementation challenges. First, the adequate and timely supply of accommodation. Second, seamless connectivity. Third, proper destination management, such as robust infrastructure, safety, digital access, skilled local talent, and a consistent visitor experience.

There is evidence that hotel brands are aligned with the new realities of demand and looking beyond the classic tourism hubs, especially as domestic travel keeps widening its range. But hospitality investments are long-term commitments, and they are usually driven by basic economic and business sense and a careful assessment of future demand. That is why policy support becomes critical. Attention to Ease of Doing Business, faster approvals, rational taxation, better complementary infrastructure investments, destination-specific incentives like infrastructure status, and ongoing promotional push can go a long way in improving investor confidence. Hospitality investments being capital-intensive and time-consuming, planning and successful implementation of Dekho Apna Desh 2.0 will depend on closely coordinated action across government, industry, and local communities. ■

▼ Kadamba Suite, Isai Karai, CGH Earth





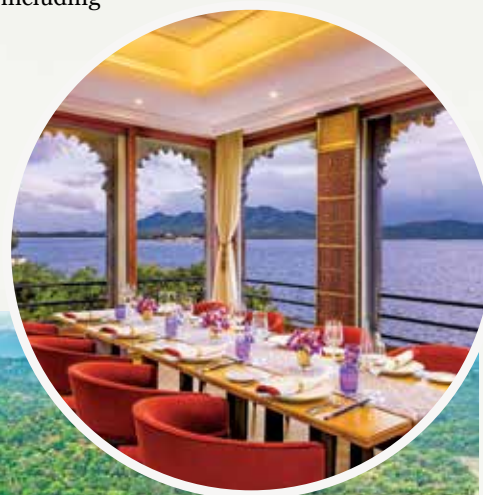
Suma Venkatesh, EVP - Real Estate & Development, IHCL

“Demand buoyancy and India’s undersupplied market will add over 1,00,000 rooms, taking chain-affiliated supply to 3,00,000 by 2030.”

Travellers are seeking diverse experiences

The industry has witnessed sustained demand led by a permanent shift in consumer behaviour, with travel becoming a non-discretionary spend, India’s growing economic stature, and significant growth of the country’s transportation infrastructure. This demand buoyancy of the sector, coupled with India being an undersupplied market, will see an addition of over 1,00,000 rooms, taking the chain-affiliated room supply in the country to 3,00,000 by 2030. IHCL, with its comprehensive brandscape, is well-placed to capture this rising demand across segments and meet its guidance of 700 hotel portfolio by 2030. IHCL has a portfolio of 645 hotels, including a pipeline of 263 hotels across our brandscape with Taj, Claridges Collection, Brij, SeleQtions, Clarks, Vivanta, Gateway, Tree of Life, Ginger, and amā Stays and Trails.

Travellers are increasingly seeking wellness, spirituality, immersive local culture, and destination-focused stays. IHCL, having pioneered tourism in Kerala, Goa, Rajasthan, and, more recently, has put North East, Andaman, and Lakshadweep on the global tourism map. Recently, our expansion of the brandscape includes experiential leisure brands of Brij, Tree of Life, and Atmantan, the integrated wellness offering. Recognising the growing demand for spiritual tourism in India, IHCL brands are present in over 50 destinations, including our presence along the Ganges from Rishikesh, Haridwar, and Varanasi to Raichak, and our recent openings in Vrindavan, Puri, and Ayodhya. **HT**



► Zhen Zhu at Taj Fateh Prakash Palace, Udaipur (IHCL)



► Pilibhit House, Haridwar (IHCL)

► Taj Madikeri Resort & Spa, Coorg (IHCL)

Energy in Excellence
CORNELL[®]
INDIA’s own Food Service Equipment

Now available
with all major
Kitchen Contractors,
across India.

Reliable.

Efficient.

Affordable.

Truly INDIAN.

MSME ZED GOLD CERTIFIED

CORNELL INDIA

96 06 42 33 77

82 96 22 33 77

reachus@cornellindia.in

www.cornellindia.in

India's challenge is access, not demand

Sonu Shivdasani believes accessibility is holding some travellers back from visiting India, and that better air links, airport infrastructure, and visa ease could transform arrivals.

WORDS BY LIPLA NEGI

Q. Through your iconic resorts, you have helped put destinations on the global tourism map. What key changes does India need to strengthen its positioning as a global tourism destination?

A. India possesses one of the richest tourism offerings anywhere in the world. Few countries can match its diversity of landscapes, cultures, spiritual traditions, wildlife, cuisine, and history. The challenge has never been the product. Rather, I suspect

that accessibility is one aspect holding back some travellers from visiting India. Continued improvements in international air connectivity, airport infrastructure, and ease of obtaining visas would make an enormous difference. The easier it becomes to visit India, the more international travellers will discover everything it has to offer.

Equally important is continuing to develop exceptional hospitality products that celebrate India's extraordinary cultural richness rather than imitate experiences



Sonu Shivdasani
Founder
Sosei

found elsewhere. Many outstanding Indian hotel operators are already doing exactly that by creating deeply authentic destinations that could stand alongside the finest hospitality experiences anywhere in the world. The opportunity now is to make access as compelling as the destination itself.

Q. You were among the first to challenge conventional notions of luxury by introducing the concept of 'barefoot luxury'. How are the expectations of Gen Z travellers reshaping the future of high-end travel and hospitality?

A. When we introduced 'barefoot luxury' nearly thirty years ago, it was not about taking shoes off. It was about taking layers off. Layers of formality, distraction, and convention that had become confused with luxury itself.

I have always believed that hospitality is rather like theatre. For a great performance to work, the audience must suspend disbelief. Similarly, a great hotel experience invites guests to step into another rhythm, one where they reconnect with nature, with themselves and with those around them. That philosophy remains just as relevant today.

Many people ask whether Gen Z is fundamentally different. I am not convinced they are. Technology, behaviours, and booking patterns change, but human nature changes very little. Every generation responds to beauty, to meaningful human connection, and to nature's magnitude and mystery. What has changed is that younger travellers are exceptionally well-informed. They value authenticity over status, purpose over excess, and experiences that genuinely transform them rather than simply impress them. They are less interested in luxury as a display of wealth and more interested in luxury as freedom: freedom from noise, from

"Many outstanding Indian hotel operators are creating deeply authentic destinations that could stand alongside the world's finest hospitality experiences."

constant connectivity, and from the pressures of modern life.

Q. Reinvention has been a recurring theme throughout your journey. As technology and AI become increasingly embedded in the travel experience, what will define the wellness resorts of the future?

A. Absolutely. The spa model that we helped pioneer in the late 1990s was innovative at the time, but I believe that model has now reached the end of its evolution. The wellness resort of the future will be built around health rather than treatments. Guests will increasingly expect personalised diagnostics, nutritional guidance, movement programmes, recovery technologies, longevity interventions, emotional well-being support, and meaningful follow-up after they return home.

Ironically, as AI becomes more sophisticated, the human aspects of hospitality become even more valuable. Artificial intelligence can personalise recommendations, analyse health data, and remove

operational friction, but it cannot replace empathy, intuition, or genuine human connection.

The greatest luxury of the future may not be access to more technology, but the opportunity to disconnect from it intentionally. Hospitality has an important role to play in creating environments where people can switch off from constant digital stimulation and reconnect with themselves, with nature, and with each other.

Q. As travel demand becomes increasingly sensitive to external headwinds, how can wellness hospitality stakeholders build resilience and meaningful recreation-led growth?

A. When I founded Six Senses in the mid-1990s, a spa was considered an amenity. Today that is no longer sufficient. Guests are increasingly informed about longevity science, metabolic health, mental well-being, and preventative healthcare. They expect hospitality to contribute meaningfully to their long-term health, not simply provide relaxation.





Periods of uncertainty often reinforce this shift rather than weaken it. During times of stress, people place even greater value on experiences that restore physical resilience, emotional balance, and mental clarity.

For our industry, that means redefining what wellness hospitality actually delivers. Hotels should evolve beyond traditional spas into genuine health platforms that combine diagnostics, movement, nutrition, recovery, ancient healing traditions, and evidence-based medicine wherever appropriate.

Q. Could you share your growth and expansion plans for the coming years? How important is India in your long-term strategy, and what opportunities do you see in this market?

A. Our ambition is to create hospitality that genuinely improves people's lives by bringing together extraordinary design, exceptional service, nature, and the latest thinking in health and well-being. We are actively looking at opportunities internationally, but we would be delighted to be involved in the right project in India. Given India's rich history and traditions of Ayurveda, meditation, yoga, spiritual

“Hospitality has an important role to play in creating environments where people can switch off from constant digital stimulation.”

healing, and holistic wellbeing, it is a market that aligns naturally with our long-term vision.

For us, however, expansion has always been about finding the right partners, the right locations, and

the opportunity to create something genuinely distinctive. If the right opportunity presents itself in India, we would be extremely excited to become part of its next chapter in luxury hospitality. **HT**



Scan to
schedule a
test drive

TRUSTED BY INDIA'S LEADING HOTELS, RESORTS & ESTATES

Zero emissions. Zero compromise.

From guest transport to back-of-house cargo.
One electric fleet, nationwide support.



Tri Electric Private Limited,
F-38, SIPCOT Industrial Park,
Gummidipoondi, Tiruvallur,
Tamil Nadu, 601201



+91 95001 10593



info@trielectric.in

WORDS BY MANSI CHAUHAN

A hotel announces itself in many ways. Through the hush of its lobby, the gleam of polished stone, the warmth of a greeting, or the quiet precision with which a door is opened. But often, the first thing a guest truly remembers is not seen at all.

It is a fragrance. It does not demand attention. It simply changes the way a space feels. That is the quiet power of scent in hospitality. It softens the threshold between the outside world and the hotel's inner rhythm. It creates atmosphere. More importantly, it builds memory.

For luxury hotels, this is no longer incidental. Scent is moving from

"pleasant smell" to brand language — from a diffuser in the lobby to an invisible design layer, considered as carefully as lighting, music, uniforms, amenities, and service rituals.

"A hotel signature scent reflects the brand's identity and creates emotional recall," said **Taljinder Singh**, Senior Vice President, IHCL. "At IHCL, fragrance begins with the

A hotel's scentprint never checks out



Before guests notice the lobby's marble or music, the invisible power of scent has already shaped emotions & memories that stay vivid long after they depart the hotel.



Taljinder Singh
Senior Vice President
IHCL

brand's core identity — what the hotel stands for, the emotion it wants to evoke, and the guest it seeks to welcome. The final scent is shaped by guest profile, location, humidity, wellness positioning, and the larger personality of the property," he explained.

Memories that linger

Emphasising the significance of brand identity, **Rishi Chhabria**, Founder and Managing Director, Aéromé, said that the process should begin even before fragrance notes are discussed. "The first conversation should never be about whether the hotel prefers jasmine, citrus, or sandalwood. It should begin with the brand," he asserted.

For him, the real questions are more emotional than technical. What is the hotel promising its guests? Should the experience feel intimate, energising, restorative, contemporary, culturally rooted, or quietly luxurious? Which moment

should become the strongest memory — arrival, the room, the spa, or the farewell?

A scent that works beautifully on a blotter may behave very differently in a marble lobby, a humid resort, or a high-traffic business hotel. This is where a signature scent separates itself from a room freshener. A freshener solves a problem, and a cleaning fragrance signals hygiene. But a signature scent has intention, authorship, and consistency. It is designed to communicate something specific about the brand and to create a memory guests can recognise over time. Chhabria said, "The aim is for guests to return months later, encounter the fragrance, and immediately feel that they are back with the brand."

Expressing brand identity

For hotel groups, scent strategy becomes more layered. Should a signature fragrance be brand-wide, property-specific, or space-specific? The answer, increasingly, is all three but with hierarchy.

Chhabria compares it to a family resemblance. Members of a family share certain characteristics, but each has an individual personality. A resort may feel airier and more botanical, a business hotel more structured and contemporary, and a heritage property warmer and more textural. The goal is consistency that creates recognition, not repetition.

IHCL's portfolio reflects that layered approach. Singh shared that Taj carries a rich, evocative fragrance language, drawing from classic Indian notes such as patchouli, jasmine, and



Scent is evolving from a subtle detail into a defined pillar in brand standards





Rishi Chhabria
Founder & Managing
Director, **Aéromé**

subtle spices. These are interpreted in a refined, contemporary way to evoke warmth, grandeur, and nostalgia. SeleQtions, by contrast, is more narrative-led. Its fragrances are inspired by the hotel's location, history, or design story, allowing each property to smell distinct and memorable. Every property expresses its own identity while remaining aligned with the brand's overall ethos.

Subtle yet distinct

In India, the possibilities for scent are both rich and risky. Jasmine, sandalwood, khus, mogra, rose, incense, vetiver, and mitti carry deep cultural memory. Yet a modern hotel cannot simply recreate an attar shop, a temple courtyard, or a wedding garland unless that is genuinely part of its story. When used too heavily, these elements can mar the experience.

"Indian identity does not need to announce itself loudly," noted

A signature scent is created with intention and consistency, designed to communicate something specific about the brand



Chhabria. A small yet thoughtfully judged reference, he believes, can create far greater emotional recognition than an obvious collection of traditional notes. Mogra can become a transparent floral accent. Sandalwood can act as a smooth architectural base. Vetiver can feel cool and mineral. Mitti can suggest rain touching warm stone.

As hospitality becomes more memory-driven and immersive, Singh put in that scent is evolving from a subtle detail into a defined pillar in brand standards, shaping how guests feel as much as what they see.

Perhaps that is the real power of scent in hospitality. It does not need to be photographed, posted, or explained. It only needs to be felt. **HT**



FEED your HEART with Olives from Spain

Carolina Marín
Badminton World Champion

Try snacking something NEW!

OLIVES SPAIN
olivesfromspain.in

The brand boom nobody ordered

With brand proliferation blurring real value for travellers, **Philip Barnes** says the answer is not more labels, but greater flexibility within existing brands to serve diverse needs.



Philip Barnes
Country General Manager
The Ascott Limited - Indonesia

WORDS BY RAHUL BHADANA

The race to capture every segment has produced an industry overflowing with choices. Owners have more flags to select from than ever before. Travellers, meanwhile, often find themselves navigating an increasingly crowded landscape of names, concepts, and positioning statements.

Philip Barnes, Country General Manager, The Ascott Limited – Indonesia, however, is unconvinced that adding more brands is always the answer, stressing, “We are not looking at trying to create more and more brands.” This approach stands out in a sector where growth is frequently accompanied by the launch of new sub-brands to target niche segments.

Instead, Philip emphasised flexibility within an existing portfolio. He explained, “We have a multi-typology across our brands that allows us the flexibility to create more personalisation for the traveller.”

Challenges behind the choices
Modern travel patterns have

“We have a multi-typology across our brands that allows us the flexibility to create more personalisation for the traveller.”

become increasingly difficult to categorise. Today, business travellers extend stays, leisure guests work remotely, and wedding groups arrive with expectations shaped as much by cuisine and culture as accommodation.

“A lot of it is lifestyle-led, and a lot of it is driven by personalisation,” said Philip. This complexity is reflected across Ascott’s Indonesian portfolio, which spans 88 properties and a diverse range of accommodation

formats. The portfolio encompasses hybrid hospitality brands such as Ascott, Somerset, Citadines, and Oakwood; the lifestyle and MICE-focused offerings of Harris; the distinctive personalities of Fox and Yello; the bleisure-driven positioning of Vertu; the value-oriented appeal of Pop!; and the boutique upper-upscale experience of Preference. Together, these brands cater to an increasingly diverse spectrum of traveller needs, preferences, and lifestyles.

While the hospitality sector may continue to add flags to the skyline, Philip suggested that the bigger challenge lies elsewhere — helping travellers understand what each existing brand stands for before introducing the next one.

Growth strategy

Growth remains firmly on the agenda, with the company expected to cross the 100-property milestone within the next 12 to 18 months. However, Philip emphasised that the priority remains on maximising the potential of the Indonesian portfolio as the company continues to expand. **HT**

Zanuff[®]
FOOD SERVICE PRODUCTS

CORVUS[®]
SERVE YOUR BEST

FOOD GRADE.
SAFE.

Zanuff: Food-grade **304** stainless steel.
Professional performance.



ZANUFF INDUSTRIES INDIA PVT. LTD.

Mumbai : 225, Kaliandas Udyog Bhavan, S.H. Tandel Marg, Near Century Bazar, Worli, Mumbai -25

☎ 86558 83720 ✉ info@zanuff.com | sales@zanuff.com 🌐 www.zanuff.com



DS Group brings W Hotels to Aerocity

Slated to open in the second half of 2027, the hotel marks the brand's entry into Delhi NCR and will cater to both business and leisure demand with a lifestyle-led offering.

WORDS BY LIPLA NEGI

While the hospitality sector currently contributes about 3-4 per cent to DS Group's revenues, it remains an important strategic pillar for the company. Its latest ₹400 crore partnership with Marriott International to bring W Hotels to Delhi NCR underscores its long-term commitment to the segment.

The development, which marks the debut of W Hotels in Delhi-NCR and the brand's second property in India after Goa, will feature a 200-room luxury hotel near Indira Gandhi International Airport and is slated to open in the second half of 2027.

Strategically located near Aerocity, the hotel will cater to both business and leisure demand while introducing a lifestyle-led offering to a market traditionally dominated by legacy luxury formats. "This project is a significant step for the DS Group

as we expand our hospitality footprint with a target of 10-12 hotels by FY29," said **Nathan Andrews**, Business Head, Hospitality, DS Group.

Expanding presence

Alongside the project, the company is adding 60 rooms at Holiday Inn Express Kolkata next month, taking its inventory from 125 to 185 rooms. It is also developing 85 rooms in Guwahati in addition to the existing inventory at Radisson Blu Guwahati,

We aim to expand our hospitality footprint with a target of 10-12 hotels by FY29



Nathan Andrews
Business Head, Hospitality
DS Group

while 25 rooms are being added through a full renovation in Corbett.

"These projects will come on stream by 2027. We also have one or two longer-term projects under development and are exploring further acquisitions. While these could include greenfield opportunities, our primary focus is on brownfield assets. These are likely to come on stream between 2028 and 2029," said Andrews.

Key stumbling blocks

Scaling hospitality comes with its own challenges, given the long gestation periods. "The challenge I have with hospitality is that the group is growing very fast. The gestation period in hospitality is slow," he said.

Beyond room growth and revenue expansion, DS Group views hospitality as a long-term asset class, where value creation extends beyond operational performance to include asset appreciation over time.

"You must look at hospitality as a real estate player. So, you also have the long-term growth and asset valuation, which you don't have in some of the other businesses," he said. **HT**

Efficiency by Design

Madhu Chauhan on the evolution of commercial kitchens and the role of smart equipment.

Madhu Chauhan

Co-Founder, DMA Design Services Pvt Ltd

A hospitality design professional with nearly 20 years of industry experience, Madhu Chauhan is the Co-Founder of DMA Design Services and a driving force behind some of India's most impactful hospitality projects. Having worked with leading brands such as Taj and IHG, she brings a unique blend of design expertise, operational insight, and strategic vision. Through her work, she continues to shape hospitality spaces that balance operational efficiency, functionality, and exceptional guest experiences.

How has kitchen design changed over time?

Kitchen design has changed a lot during the last 20 years and continues to evolve with new innovations. With increasing real estate prices, kitchen areas have shrunk, resulting in the use of multifunctional equipment and more efficient layouts. Supply chain improvements and the availability of processed raw materials have also reduced storage and preparation area requirements. At the same time, energy-efficient equipment, better HVAC and drainage systems, and stricter fire and life safety regulations have improved both operational efficiency and staff safety.

What are some common mistakes you still see in commercial kitchen planning today? And how important is choosing the right equipment for long-term efficiency?

One of the most common mistakes is compromising the flow of work within the kitchen, often due to planning limitations or budget constraints. This can increase both space requirements and operational costs. Choosing the right equipment is equally important, and factors such as capacity, electrical consumption, and water usage should always be carefully reviewed. While energy-efficient equipment may involve a higher initial investment, the long-term savings in operating costs can be substantial.

From your perspective, how do modern equipment solutions like combi ovens, smart systems, and integrated setups help improve kitchen operations?

These solutions help save space and reduce energy costs. Smart equipment can also store recipes, helping maintain consistency in food preparation and product quality.

You've emphasized reducing manpower, cost, and space through design. How does equipment innovation play a role in this?

We now have multifunctional and multi-utility equipment that can perform multiple tasks simultaneously, reducing the need for several pieces of equipment. This results in direct savings in both operating costs and space requirements.

What trends will define the next generation of commercial kitchens?

I believe automation will play a major role. As real estate and energy costs continue to increase, we will see more multifunctional, automated, and energy-efficient equipment being adopted across commercial kitchens.

If you had to give one key piece of advice to hotel owners or F&B operators planning a new kitchen, what would it be?

Trust what the designer is proposing and avoid diluting specifications purely to reduce initial costs. Investing in energy-efficient equipment may require a higher upfront investment, but it can generate significant savings in the long run.



Micro-vacations are the new norm

Curated add-ons have become vital in shaping booking decisions, especially in the leisure & micro-vacation segment, opines **Anurag Rai**.



WORDS BY LIPLA NEGI

Between the three to four annual long vacations, the new-age traveller's calendar is now dotted with multiple micro-vacations. Making the most of limited time and opportunities to unwind with some 'we-time', shorter stays are emerging as consistent growth drivers for hotels, beyond weekends and holiday seasons. "We have seen a clear and sustained increase in demand for one- to two-night micro-vacations over the past two to three years. We are also seeing a more diverse mix of guests in this segment — couples, small families, and even solo travellers looking for quick resets without extensive planning," said **Anurag Rai**, General Manager, Holiday Inn New Delhi Mayur Vihar Noida.

Shorter yet merrier

A shorter holiday, however, still needs to deliver the same sense of fun,



Anurag Rai
General Manager
Holiday Inn New Delhi
Mayur Vihar Noida

Pre-book, upgrade, indulge

From dining experiences to recreational activities, guest expectations remain unchanged — the more, the merrier. Rai explained, "Guests are no longer choosing hotels purely on room rates; they are actively looking for experiences. Offers such as brunches, wellness services, and pool access often become the deciding factor when comparing similar properties. They help us differentiate our positioning and improve conversion on our direct website." From a revenue standpoint, these add-ons have also significantly strengthened ancillary income streams. Packaging experiences acts as a subtle nudge, encouraging guests to pre-book services or opt for upgrades at the time of reservation.

Luxury begins in the room

According to Rai, one key innovation has been the introduction of premium rooms and suites with in-room steam facilities, which has significantly strengthened the hotel's positioning in the premium and wellness-driven leisure segment. "This has resonated strongly with guests seeking more private, restorative experiences, particularly for short getaways and micro-vacations," he stated. **HT**

Short-stay guests are seeking greater convenience and enhanced value, while also contributing to stronger ancillary revenue

Equipsol
KEEPING YOUR MEALS WARM

Commercial Induction Warmer
With Display & Touch Key



Drop-in Single Burner Hob
INDUCTION WARMER

Experience precision heating and reliable performance with our advanced induction warmers

RATED POWER 500W

MAIN FEATURES :

- Designed for Drop-in type with fully powder coated metal body.
- Equipsol 5mm indigenous Induction Glass is 10 times stronger than other imported inductions' glass.
- Pre Programmed 9 temperatures' control level & Timer.
- Automatic Switch-off Features if Pan not placed.
- Dual IGBT Based, Specially designed for 24X7 Use.
- Designed with Dual Fan, This combination helps machine to work in any environment.
- Errors Display for quick support.



Model	Power	Watt	Dimensions	Remote	Cutout Size	Remote Size	Weight
INS101D	230VAC 50HZ	500	340x340x100mm	External	314x314mm	144x50mm	5.2Kg
INS62D	230VAC 50HZ	500	380x380x100mm	External	360x360mm	97x100mm	6.2Kg
INSP20D	230VAC 50HZ	500	296x370x75mm	Inbuilt	275x350mm	Inbuilt	4.5Kg
INS2BRA	230VAC 50HZ	1000	800X400X100mm	Inbuilt	787X387mm	Inbuilt	9.700Kg
INS3BRA	230VAC 50HZ	1500	1200X500X82mm	Inbuilt	1205X505mm	Inbuilt	25.338Kg

EQUIPSOL INNOVATIONS

Plot no.1705 Sector 45 Gurgaon, Haryana 122002



9654025492, 9625143423



support@equipsolinnovations.com



www.equipsolinnovations.com



Leading through people

Ashwni Kumar Goela discusses how a people-first culture gives Radisson an extra edge in Delhi's competitive Aerocity market.

WORDS BY NISHA VERMA

Q. What has enabled Radisson Blu Plaza Delhi Airport to sustain leadership and relevance over the years despite intensifying competition in Aerocity?

A. Honestly, competition in Aerocity has intensified over the years, and we have seen some very strong players enter the market. However, the focus has always remained very simple — quality service and genuine hospitality.

We do not try to do too many things. We focus on doing the right things consistently well. I genuinely believe our people are the differentiator. When you invest in your team, empower them, and create the right culture, they naturally deliver exceptional guest experiences. That has significantly helped us continue to stay number one in RGI for last 5 years in the entire Aerocity, even in such a competitive environment.

Q. What are the key operational priorities that are shaping your strategy in 2026 across service delivery, profitability, and guest satisfaction?

A. Putting it simply, team well-being is the most critical priority. I strongly feel that if your team is motivated, supported, and fairly treated, everything else — service delivery, guest satisfaction, and even profitability will follow.

We put a lot of emphasis on ensuring our team members are paid fairly, and we do not just benchmark ourselves within hospitality. We look

at other industries as well, because we want to attract and retain the best talent, not just compete within our own sector. We are having an attrition rate of 19 per cent and hope to bring this down further this year. It is about creating an environment where people feel valued and want to stay and grow with us.

Q. With new supply rising around Aerocity, how does Radisson Hotel Group differentiate its offerings to stay ahead in a competitive hospitality environment?

Radisson Hotel Group has partnered with hotel management institutes like IHM Pusa to keep students and faculty aligned with industry trends



Ashwni Kumar Goela
Vice President Operations –
Radisson Blu Plaza Delhi Airport &
Area General Manager, South Asia,
Radisson Hotel Group

A. For us, it's always been about quality over quantity. We focus mainly on consistency, warmth, and personalisation.

Guests today remember how you made them feel, not just what you offered physically. That's where our team makes the difference. Today, we have 57 per cent of our guests as repeat clientele.

Q. With business travel, MICE, weddings, and leisure demand all evolving, what trends are you currently witnessing in Delhi?

A. We are seeing a blend now — business travel, leisure, MICE, and social events all evolving together. Guests are more aware, more demanding, and they are looking for personalised experiences.

Our approach has been to stay agile and responsive. But again, adaptability comes from having a well-trained and engaged team, because they are the ones who truly understand guest expectations.

Q. Sustainability and technology are becoming central to hotel operations. How are these two pillars being integrated across your properties in South Asia?

A. On the technology side, we are using it in a very practical and meaningful way. We leverage technology to analyse guest behaviour and preferences, which helps us continuously adapt and stay aligned with changing expectations. But

at the same time, we are very clear — technology is there to support hospitality, not replace it.

The human connect remains central to everything we do. From a sustainability standpoint, we have been early adopters in several areas. We were among the few hotels to implement in-house bottling plants, EV charging infrastructure, and our hotel is HSB certified by SGS, which ensures that our operations align with sustainable practices.

Q. What is your vision for the property and the broader growth roadmap for the company?

A. Going forward, the vision is very clear — we want to continue leading through quality, not scale. We will keep investing in our people, because that is our strongest foundation.

In addition, we have taken an initiative to partner with hotel management colleges like IHM Pusa to do a cross-exposure of the students and faculty to guide the fraternity in what is latest in the industry. **HT**

WE DIDN'T START WITH SHOES. WE STARTED WITH A QUESTION.

WHAT DOES THE HOTEL ACTUALLY NEED?

Years ago, while working with hotels, we noticed most suppliers were focused on selling what they had. Very few were focused on understanding what hotels truly needed.

That question changed the direction of our journey and became the foundation of Tungsten Shoes.

Since then, we have spent years listening, learning and building footwear solutions that deliver comfort, durability and professional reliability—every single day.

In hospitality, shoes are just the product. Trust is what people walk away with. **And trust is what we build, every day.**

WE LISTEN FIRST We understand your challenges before we recommend a solution.	WE DELIVER CONSISTENTLY From quality to timelines, consistency is our promise.	WE STAND BY OUR WORD Because service isn't an afterthought, it's our responsibility.	WE BUILD RELATIONSHIPS Not just with departments, but with people	WE GROW TOGETHER Your trust drives us to keep getting better, every day.
300+ Tungsten Shoes. Across India	PAN INDIA PRESENCE Proudly serving hotels across every state and major city.	OUR FOOTPRINT IN ASIA NEPAL Serving trusted hotel partners.	BHUTAN Delivering quality with reliability.	

QUALITY FOOTWEAR

TUNGSTEN SHOES™
BY STANDARD MRO

BUILT FOR HOSPITALITY.
BUILT ON TRUST.



Prasanna Deshpande

Founder, Tungsten Shoes

✉ founder@tungstenshoes.in

Sales Enquiries, Please Contact Here

✉ sales@tungstenshoes.in

✉ standardmroindore@gmail.com

☎ 8269990031

RELIABLE SERVICE.
STRONG RELATIONSHIPS.
LASTING TRUST.



Fairmont Udaipur Palace

India speaks the global language of celebration

Once driven by outbound demand, **Vishrut Gupta** avers that the destination wedding market is seeing a reversal as more international and NRI weddings gravitate towards India.

WORDS BY LIPLA NEGI

Q. For years, affluent Indian families looked overseas for destination weddings, but we are now witnessing a growing trend of choosing India. What factors are driving this shift, and how significant could this trend become over the next few years?

A. For a long time, overseas destinations represented aspiration. Today, many global Indian families are looking for celebrations that feel more personal and connected to their roots. They are seeking destinations that offer not just beautiful venues, but

a sense of place, culture, and occasion. India is uniquely placed in that regard. The scale of our celebrations, the richness of our traditions, and the diversity of experiences, combined with the evolution of India's luxury hospitality landscape over the last decade, families no longer feel they need to travel abroad to create a wedding of international standards. As India strengthens its position as a luxury travel destination, weddings are naturally becoming an extension of that larger story.

Q. What kind of economic opportunity does the destination



Vishrut Gupta
General Manager
Fairmont Udaipur Palace

SPOTLIGHTING

Excellence in the Industry

SOME OF OUR CATEGORIES

- Tourism Ambassador
- Gallery of Legends
- DDP Gamechanger
- Best Luxury Hotel
- Best MICE Hotel

and many more...

INDIA
TRAVEL
AWARDS
2026

15 October, New Delhi

NOMINATE NOW

devika@ddppl.com, meetu@ddppl.com
www.indiatravelawards.in

Media Partners



Hospitality Partner





wedding segment represent for India, and how can the industry better capitalise on it?

A. Wedding tourism creates value far beyond the venue hosting the celebration. Every wedding activates an entire ecosystem, from airlines and transport providers to event designers, artisans, entertainers, florists, photographers, and local businesses. What makes the opportunity particularly significant is that destination weddings often encourage guests to extend their stay and explore the destination. Many arrive before the celebrations begin, while others choose to continue their travels afterwards. This translates into greater tourism spending and wider economic impact for the region.

For India, the opportunity lies in positioning weddings as immersive

travel experiences rather than simply as events. The more destinations that showcase their local culture, cuisine, craftsmanship, and heritage alongside the celebrations, the stronger their appeal will be to international and NRI audiences.

The foundations are already in place. What is needed now is continued investment in connectivity, infrastructure, and destination-led storytelling that presents India as one of the world's most compelling places to celebrate life's biggest milestones.

Q. With rising travel uncertainties impacting traditional overseas wedding destinations, are more families choosing to host their wedding celebrations in India instead?

A. As we look ahead to the winter season, we expect demand for destination weddings in India to remain strong, supported by growing confidence in the country's ability to host celebrations that are every bit as sophisticated, distinctive, and memorable as those traditionally associated with overseas destinations.

The outlook for the upcoming winter wedding season remains extremely encouraging. Conversations are beginning earlier, planning

horizons are becoming longer, and we continue to see strong interest from both domestic and international markets, particularly among NRI families looking to bring loved ones together in a destination that feels both celebratory and familiar.

Q. Udaipur has emerged as one of India's most sought-after wedding destinations, particularly among affluent NRIs and global travellers. What makes the city so appealing for luxury weddings?

A. Some destinations provide a backdrop for a wedding, and then there are destinations that become part of the celebration itself. Udaipur belongs firmly in the latter category.

What makes Udaipur particularly compelling for global Indians is that it offers grandeur without losing its authenticity. There is an emotional connection to the destination that resonates across generations. Its palaces, living heritage, vibrant culture, and deep sense of history create an atmosphere that guests always remember.

The selection of Udaipur as the host city for the 17th Destination Wedding Planners (DWP) Congress underscores India's growing stature in the global luxury wedding market. Scheduled for 6-8 October 2026 at Fairmont Udaipur Palace, the Congress will come to India for the very first time.

We believe Udaipur deserves to be spoken about in the same breath as destinations such as the French Riviera or Sicily, not because it seeks to emulate them, but because it offers something entirely its own. **HT**

Every wedding activates an ecosystem spanning airlines, transport, events, and local businesses



Fairmont Udaipur Palace

JOIN AN EXCLUSIVE GROUP OF PROPERTIES WORLDWIDE THAT SET THE GLOBAL BENCHMARK

THE WORLD'S GOLD STANDARD IN HOTEL SUSTAINABILITY IS HERE

GSTC CERTIFICATION NOW IN INDIA

MORE GUESTS.
LOWER COSTS.
STRONGER BRAND.
SMARTER SUSTAINABILITY.

AUDITED BY QUALSTAR, CERTIFIED BY UCSL

QualSTAR United Certification Systems GSTC

+91 9871003279 QUALSTAR.CO.IN



Cinnamon bets big on India

With Indian tourist arrivals to Sri Lanka soaring past half a million last year, Cinnamon Hotels & Resorts is positioning itself at the heart of this travel boom.

WORDS BY HAZEL JAIN

In a significant vote of confidence for the Indian travel market, Cinnamon Hotels & Resorts is ramping up its presence across the subcontinent. The hospitality giant, which operates 17 properties across Sri Lanka and the Maldives, is riding a wave of unprecedented demand from its northern neighbour.

“We have 17 hotels and resorts across Sri Lanka and Maldives,” said **Hishan Singhawansa**, CEO, Cinnamon Hotels & Resorts. He highlighted that India is the biggest source market for Sri Lanka, adding, “We have had over 500,000 tourists coming into Sri Lanka last year, which is about 25 to 30 percent growth year-on-year and we expect this growth to continue this year.”

Capitalising on demand surge

To cater to surging demand, the group is leveraging its most ambitious project to date: Cinnamon Life at City of Dreams Sri Lanka. Opened in August 2025, the sprawling complex

is designed to redefine luxury and entertainment in the region. “It is the only integrated resort in South Asia, with two hotels, Cinnamon Life and Nuwa, a world-class gaming facility, a mall, office, and apartment towers.”

The scale of the investment underscores the importance of the Indian traveller to the group’s future. “It is the largest private sector investment in Sri Lanka at US\$ 1.2 billion, and it is mostly purpose-built for Indians,” he stated.

A major draw for corporate and social groups is the resort’s massive MICE facilities. The complex is equipped to handle large-scale events that were previously not possible at a single venue in the region. “City of Dreams Sri Lanka has world-class conference facilities. We have an overall capacity for 5,000 pax, with big ballrooms, all in one hotel,” said Singhawansa. “Along with that, gaming and entertainment are a big part of what Cinnamon Life at City of Dreams has to offer.” The response from the Indian market has been immediate and robust. He noted, “All



Hishan Singhawansa
CEO
Cinnamon Hotels & Resorts

in all, every month we get about two or three big events from India, but we feel it is just the start, and we expect these numbers to grow two-fold, even three-fold, over the next couple of years.”

Winning strategies

Beyond the hardware of the resort, Cinnamon is focusing on guest experience. In a move to make Indian travellers feel completely at home, the group has integrated the



Cinnamon Life at City of Dreams Sri Lanka is a US\$ 1.2 billion integrated resort, the largest private sector investment in Sri Lanka

Unified Payments Interface (UPI) across its entire portfolio. “UPI is a big part of our strategy towards getting more Indians to come to Sri Lanka,” Singhawansa confirmed. “As a government, as a country, and as a hotel we have enabled it. We welcome all Indians to come in and be able to pay seamlessly, reduce the friction

in terms of all payments across Cinnamon properties.”

To ensure the message reaches every corner of the diverse Indian market, the CEO is leading a hands-on, ground-level B2B campaign. Recognising that India cannot be treated as a single entity, the company is investing heavily in direct

relationships with the travel trade. “B2B is a big, big part of our push to India,” he emphasised.

This outreach is already in full swing, with top executives making frequent visits to connect with partners. “We have big plans around it to engage with the community and the travel trade,” he revealed. **HT**

Uniforms Unlimited

Styling Hospitality

The look That Cooks

Chefs UNLIMITED

Hospitality Uniforms • Chefwear • Designer Uniforms

Mumbai • Delhi • Bangalore • Kolkata • Chennai • Hyderabad

Soniya Gore +91-7045877488 | Zubin Mehta +91-9820236276

www.uuindia.com | sales@uuindia.com



Where architecture meets nature

Designed by **Geoffrey Bawa**, The Blue Water Hotel, Wadduwa, Sri Lanka, captures his 'Tropical Modernism' ethos, creating a dialogue between structure & natural surroundings.

WORDS BY HT BUREAU

The Blue Water Hotel is a timeless architectural landmark, standing along Sri Lanka's south-western coastline. It is considered one of the final masterpieces of legendary Sri Lankan architect **Geoffrey Bawa**, widely regarded as the pioneer of "Tropical Modernism."

Conceived as his last supervised hotel project, the property remains a powerful expression of Bawa's philosophy, where architecture and nature exist in seamless harmony. His thoughtful design speaks volumes of his creative vision and deep sensitivity to the local environment.

A seamless dialogue

The property represents the culmination of Bawa's lifelong exploration of space, nature, and form, where architecture is never imposed on its surroundings, but allowed to exist in quiet harmony with them. It is designed to dissolve boundaries between indoors and outdoors rather than define them.

It unfolds through a carefully choreographed sequence of open corridors, shaded courtyards, expansive verandas, and long axial vistas that gently lead the eye from land to sea. Guests enter through a lofty porch that opens onto a grand garden court, culminating in uninterrupted views of the Indian

Ocean — an intentional spatial journey demonstrating that architecture should be experienced as a movement through space, not a static form.

This deliberate openness reflects the architect's belief that architecture should connect people to their environment, rather than shelter them from it.

Thoughtful design

The use of natural materials lies at the heart of the design, creating a deep connection to Sri Lanka's cultural and environmental context. These natural materials include cool terracotta floors, polished stone, locally sourced timber, handcrafted wood carvings, and carefully selected tiles. Iconic



The property is a powerful expression of Geoffrey Bawa's architectural vision that belongs to its land, climate & culture

columns appear to merge seamlessly with surrounding coconut groves, producing a subtle visual illusion where built form and nature seem to fuse — an embodiment of Bawa's site-responsive approach.

Drawing inspiration from its coastal setting, Bawa wove a nautical narrative into the hotel's design. Spaces such as the Clipper Bar, Porthole Bar, and Admiral Dining Room echo the language of a ship,

while long sightlines and reflective water features mirror the rhythm of the sea. Even the palette of colours and textures reflects the shifting hues of sand, foliage, and ocean, enveloping guests in a multisensory experience.

A living legacy

The Blue Water Hotel is more than a place of stay — it is a living testament to Geoffrey Bawa's legacy. Every corridor, courtyard, and vista speaks

to his mastery of scale, light, and restraint, offering guests an intimate encounter with one of Sri Lanka's most influential architectural voices.

Today, the property is not only a luxury beachfront retreat but also a living architectural narrative. More than twenty years after its completion, it continues to stand as a powerful embodiment of Geoffrey Bawa's architectural vision that belongs to its land, climate, and culture. **HT**

SWEETEN EVERY SIP, NATURALLY.

Natural sweetness for tea, coffee, refreshing drinks, and everyday wellness.



So Sweet Stevia is a versatile natural sweetener, perfect for coffee, tea, shakes, mocktails, and all your favorite sweet desserts.

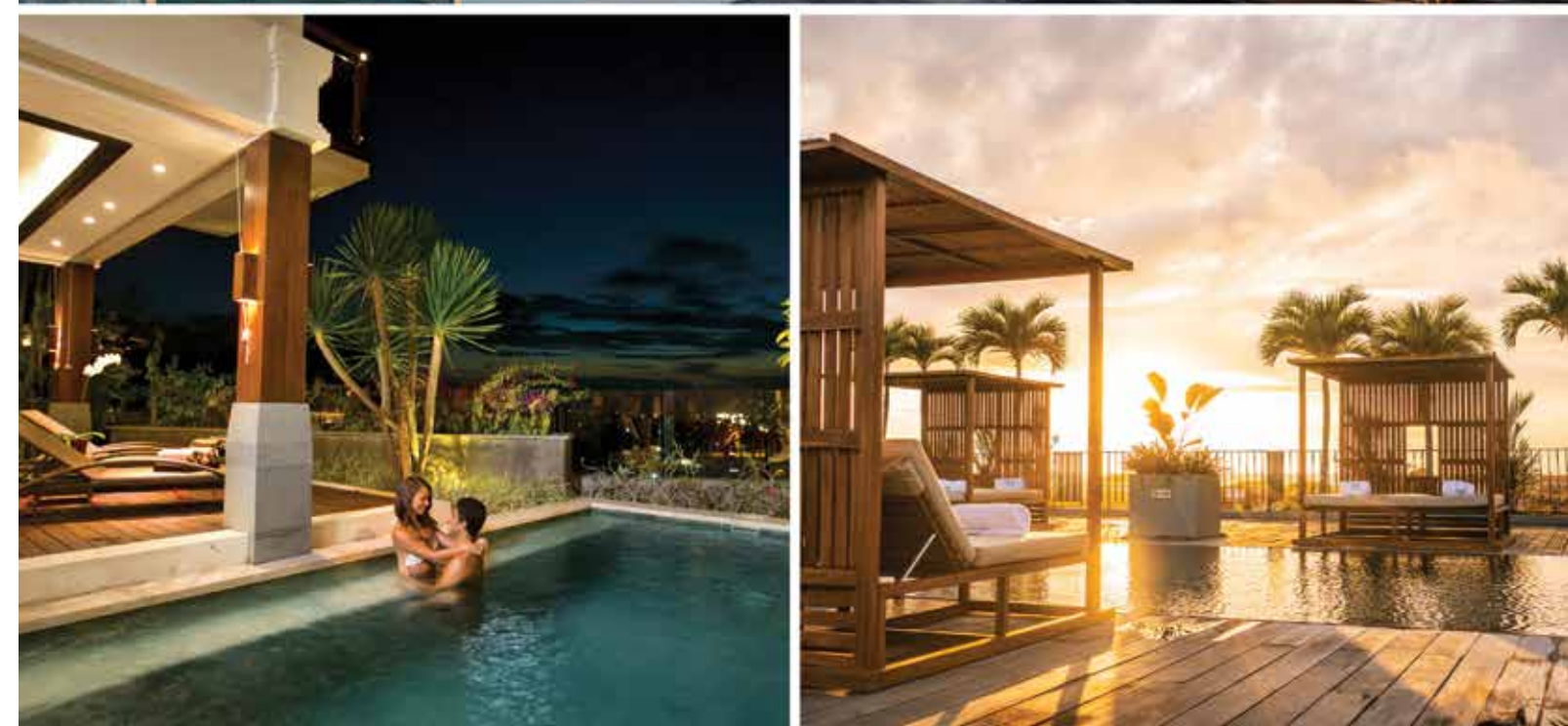
World's top hotels using our brand of Stevia Sweetener

Pullman | Novotel | Ibis | Crowne Plaza Off Eregorio | Espire Resorts | Royal Holiday Inn | Fairmont | The Leela Ambience Grand Mercure | Hotel Mourya | Hotel Andaz & Hyatt | DLF Emporio | Espire Resorts | Royalcalcutta Golf Club | Ahana Resort | Reesate House | Green Park Hotel | Avana Hotel | Kamigad Hotel | Hilltop Hotel | Jai Hotel | Central Heritage | Advani Hotels & Resorts | Bis Mynore | The World | The Grand | The Imperial | Welcome Hotel By Itc | Sir Sanaa Fort Baravara | Renaissance Bha Hotel | Pir Amritsar Airport | Balaji Sarovar Premiere | Andaz Delhi

shankar@herboveda.co.in | +91 98112 74853, 96506 64242 | www.sosweet.co.in

A fresh vision for India's tourism future

The 2nd FAITH Conclave 2026 returned to Delhi stronger, uniting policymakers & industry icons to shape India's next tourism-led growth story.



MOVEMENTS



Balvinder Sahrawat
Vice President
Development
South Asia, **Accor**

Accor has elevated Balvinder Sahrawat to Vice President of Development for South Asia, marking a significant milestone in his 17-year tenure with the company. He will steer the group's development strategy across the region — driving portfolio expansion across segments, new signings, and ensuring the right brand reaches the right destination. ■



Rajneesh Kumar
General Manager
Novotel Kolkata Hotel & Residences

Rajneesh Kumar has taken over as General Manager of Novotel Kolkata Hotel & Residences. He will lead the property into its next phase of growth while further strengthening its position as a preferred destination for business, weddings, and culinary experiences. He brings more than two decades of experience in the industry. ■



Sonam Phogat
Director, Sales
& Marketing
Grand Hyatt Gurgaon

Grand Hyatt Gurgaon has appointed Sonam Phogat as its new Director of Sales & Marketing. A seasoned hospitality professional, who is equipped with more than 15 years of experience across luxury and upper-upscale hotel brands, Phogat brings expertise in revenue generation, strategic sales leadership, customer engagement, and business development. ■



Vishwajeet Singh
Director, Sales
& Marketing
JW Marriott New Delhi Aerocity

Vishwajeet Singh has taken over as Director of Sales & Marketing at JW Marriott New Delhi Aerocity. With over 16 years of experience in the industry, Singh will oversee sales, marketing, revenue strategy, and guest engagement. He will also work closely with the leadership team to strengthen the hotel's positioning as a leading luxury hospitality destination. ■



Saurav Batabyal
Director, Sales
& Marketing
The Leela Bhartiya City Bengaluru

The Leela Bhartiya City Bengaluru has appointed Saurav Batabyal as Director of Sales & Marketing. In his new role, he will lead the Sales & Marketing function for the hotel, convention centre, and residences. In addition, Batabyal will focus on strategic growth, brand visibility, luxury positioning, and expanding the property's presence across key markets. ■



Subham Saha
Director
Catering Sales
Sheraton Grand Bangalore Hotel

Subham Saha has been appointed Director of Catering Sales at Sheraton Grand Bangalore Hotel at Brigade Gateway. He will be responsible for driving the hotel's catering sales strategy across weddings, corporate events, and MICE segments. Saha brings more than 10 years of experience in hospitality sales, business development, and revenue generation. ■



Gangaprasad Choudhari
Associate Director
Sales, **Hyatt Regency Pune and Residences**

Hyatt Regency Pune and Residences has appointed Gangaprasad Choudhari as Associate Director of Sales. In his new position, Choudhari will focus on strengthening the hotel's sales strategy, expanding corporate partnerships, and driving overall business growth in alignment with Hyatt Regency Pune's vision for excellence and market leadership. ■

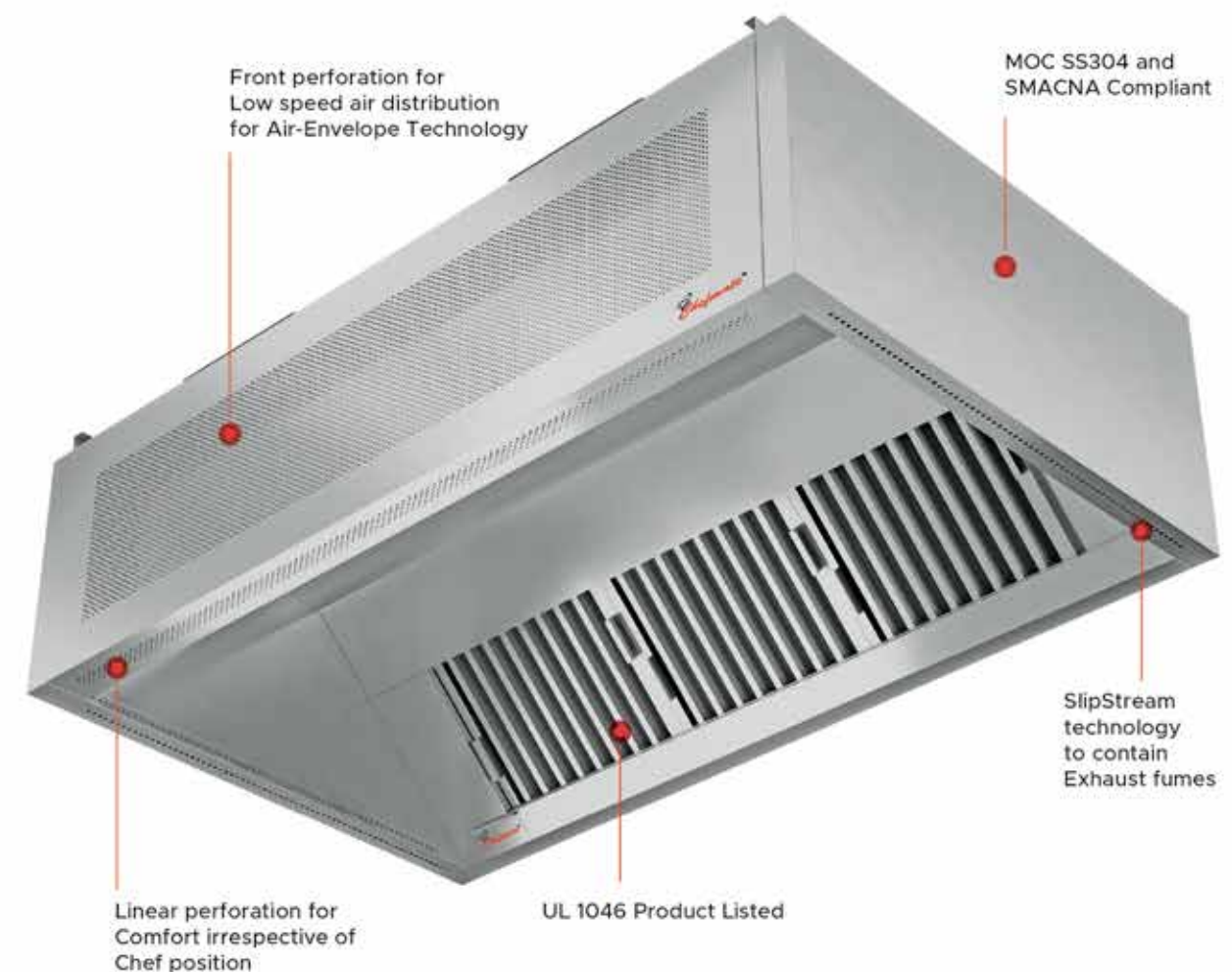


Shiva Kalra
Associate Director
F&B, **JW Marriott Mussoorie Walnut Grove Resort & Spa**

JW Marriott Mussoorie Walnut Grove Resort & Spa has appointed Shiva Kalra as Associate Director of Food & Beverage, effective February 2026. He brings more than 13 years of comprehensive F&B experience. In his current role, he will oversee the resort's full F&B portfolio, including signature restaurants, bar operations, in-room dining, and specialty destination dining experiences. ■

WHAT MAKES CHEFMATE BESPOKE?

We achieve the compliance benchmarks



CHEFMATE TECHNOLOGIES

#100, Padmanagar, Chintal, Hyderabad-500054. INDIA

Call: +91 92463 77652

sales@chefmateindia.com

chefmateindia.com



VENTILATE WITH





**TOTAL PERFORMANCE
IN YOUR KITCHEN**

**HOBART FLOWLINE SERIES
FLIGHT TYPE DISHWASHER**

HOBART AI-SUPPORTED
WAREWASHING TECHNOLOGY



**HOBART CS SERIES RACK
CONVEYOR DISHWASHER**

THE PERFECT SOLUTION
FOR ALL SECTORS OF
INDUSTRY



**LOW PRICE
HIGH PERFORMANCE**

GLASS & DISHWASHERS



made in germany

For more information on products and solutions contact us:

ITW India Pvt Ltd

Delhi NCR Head Office: 503, 5th Floor, Tower 2, Capital Business Park,
Sector-48, Sohna Road, Gurgaon-122018

Bangalore branch office: 2nd Floor, 120/1, shiva bhavan,
airport bellary road, yelahanka, Bengaluru - 560064

Contact : +91-9650044434, 0124-4245430 E-mail : info@itwfeg.in
Country Manager : razi.haider@itwfeg.in, +91-9920384666

**CALL US
NOW**

**HOTLINE NUMBER
+91-9650044434**