Kans Capital Acquires Majority Stake in Two Marriott-Branded Hotels in Stamford, Connecticut, for Over $30 Million

Stamford, Connecticut, November 12, 2024 – Kans Capital, a Mexican private equity firm, announced a transaction worth over **$30 million** to acquire a majority stake in two Marriott-branded hotels in Stamford, Connecticut, totaling more than 270 rooms. This move is part of the firm's strategy to acquire premium assets that generate consistent cash flows in high-demand markets.

"Our investment broadens Kans Capital's portfolio through cross-border diversification, strengthening our footprint in the United States. This transaction also reinforces our commitment to creating long-term value through strategic investments", said Adriana Sandoval, Strategy & Investments Founding Managing Partner at Kans Capital.

Over the past decade, Stamford has experienced consistent growth, becoming Connecticut's second-largest city and a hub for major corporations in the financial, technology, and media sectors. Additionally, its proximity to New York City has fueled a steady demand for high-quality accommodations, catering to both corporate and leisure travelers, with these Marriot-branded properties well-positioned to serve both audiences.

With its strong global reputation, the Marriott brand enhances these hotels' appeal benefiting from the extensive Marriott Bonvoy loyalty program, which connects over 190 million members worldwide.

According to Euromonitor, **Marriott International** led U.S. hotel retail sales value in 2023 with a 23.0% share, and the U.S. hotel market is projected to surpass $200 billion in retail sales value by 2028, reflecting a compounded annual growth rate of 3.4% from the 2023 baseline.

Kans Capital will retain **Janus Hotels** as the operator of these properties, ensuring continuity in management and guest services. Janus Hotels, which manages over 35 hotels across the United States, including 15 Marriott-branded properties, brings extensive experience in managing premium brands and upholding Marriott's service standards.

"*We are pleased to continue managing these Marriott-branded hotels and to support Kans Capital's vision for these assets*", commented Mike Nanosky, President of Janus Hotels. "*Our team remains focused on delivering a high-quality service and operational consistency to ensure an outstanding guest experience*", added Todd Lindvall, General Manager of both hotels.

"*With Janus Hotels' experienced management and Marriott's reputation, we are well-positioned to enhance the value of these properties while meeting the demand in this established market*," Sandoval concluded.

Winston & Strawn, Chávez Vargas Abogados, Kaufman Rossin, Partner Engineering & Science, Muñoz Manzo y Ocampo, and Deloitte advised Kans Capital.

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About Kans Capital

Kans Capital is a Mexican private equity fund that invests in high-value companies across various industries. Focusing on creating value and supporting long-term growth, Kans Capital partners with dynamic businesses to help them achieve their strategic goals.

About Janus Hotels

Janus Hotels is a U.S.-based hospitality management company operating over 35 hotels nationwide, including 15 Marriott-branded properties. Known for its operational expertise and commitment to guest satisfaction, Janus partners with leading hotel brands to deliver high-quality hospitality experiences across key U.S. markets.

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