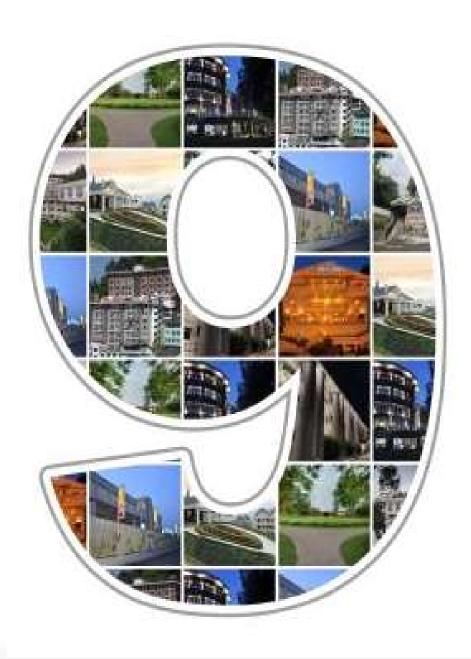




CORPORATE PRESENTATION

MARCH 2023





Nine Exciting destinations. One signature brand



A Glimpse





Sinclairs Burdwan



Sinclairs Darjeeling



Sinclairs Retreat Dooars



Sinclairs Retreat Kalimpong



Sinclairs Retreat Ooty



Sinclairs Bayview Port Blair



Sinclairs Siliguri



Sinclairs Gangtok



Sinclairs Yangang

Sinclairs Hotels - a unique chain of 9 properties



- Sinclairs is the preferred destination for business and leisure travellers going to Burdwan, Siliguri, Darjeeling, Kalimpong, Chalsa in Dooars, Gangtok, Port Blair, Ooty and Yangang.
- Periodic modernization and refurbishments, based on guest feedback, have ensured that all the Sinclairs properties are well maintained.
- ❖ For the best view of Kanchenjunga in all its glory, the place to be in is Sinclairs Darjeeling.
- Sinclairs Burdwan is situated in the richest district of West Bengal, right on the National Highway.
- ❖ If you wish to spend a quiet holiday in pristine surroundings and blooming flowers of myriad colours, Sinclairs Retreat Kalimpong in the right choice.

- Set amidst 20 acres of greenery Sinclairs Retreat Dooars in Chalsa, is a destination where literally you live with nature.
- Sinclairs Bayview Port Blair is set on a cantilever on the sea and you get an amazing 270° view of the Bay of Bengal.
- Sinclairs Retreat Ooty, in the lap of Nilgiri blue mountains is the highest located hotel in South India.
- Strategically situated, Sinclairs Siliguri is the best business hotel in town, ideal for hosting conferences and seminars.
- Sinclairs Gangtok, located at posh Zero Point in the town gives you an unforgettable view of the town in the backdrop of Himalayas.
- Sinclairs Yangang has a picturesque location with a panoramic view of the Maenam Hills popularly known as Bhalay-Dhunga.

The Promoters

Dr Niren Suchanti

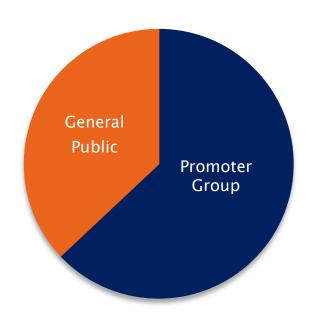
Dr Niren Chand Suchanti is a PhD in Chemical Engineering from the University of Cincinnati, USA. He has 50 years' experience in the field of Industry, Business and Management which includes consultancy assignment in USA.

Navin Suchanti

Mr Navin Chand Suchanti is a Honours Graduate in Physics with 48 years' experience in advertising, hospitality and tourism. He was earlier a Committee Member of Bengal Chamber, ASSOCHAM and CII and a member of Tourism Advisory Council, Government of West Bengal.

Shareholding Pattern







Promoter Group – 62.78% (No shares are pledged)

General Public – 37.22% (Over 11,000 shareholders)

Promoters have high stake, reflecting their confidence in the Company.

^{*} Post Buyback, as on 31st March 2023

Core Team



Stable and experienced Core Management Team

B L Soni Chief Financial Officer Working in Sinclairs for last 32 years

Somnath Das

Dy General Manager - Sales

Working in Sinclairs for last 15 years

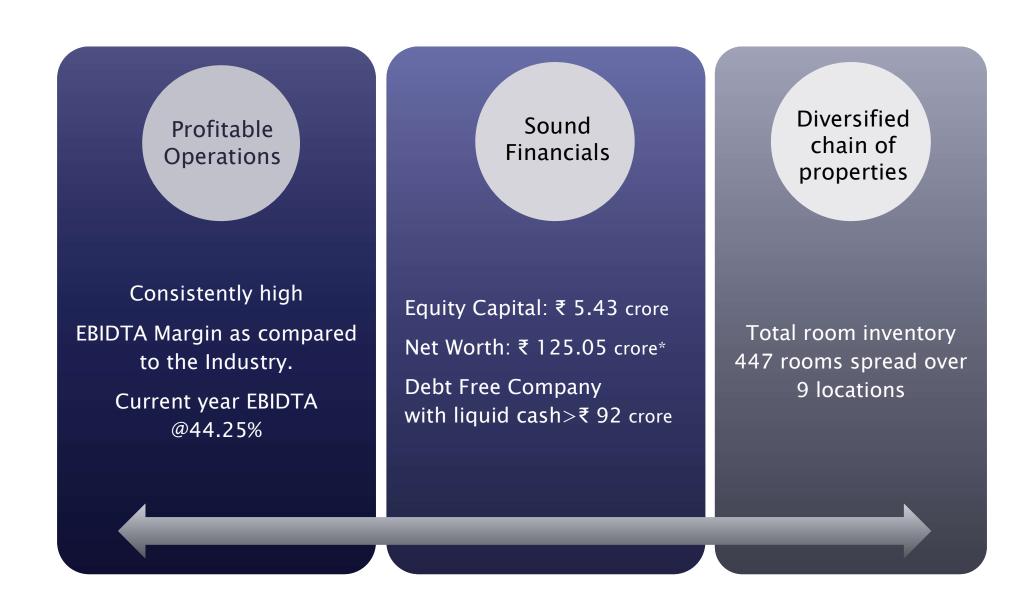
Swajib Chatterjee Chief Operating Officer Working in Sinclairs for last 16 years

Ashis Chatterjee
Manager Purchase & Procurement
Working in Sinclairs for last 14 years

Rumpa Bhattacharya Senior Manager Reservations Working in Sinclairs for last 15 years

Our Strengths - Strong financials





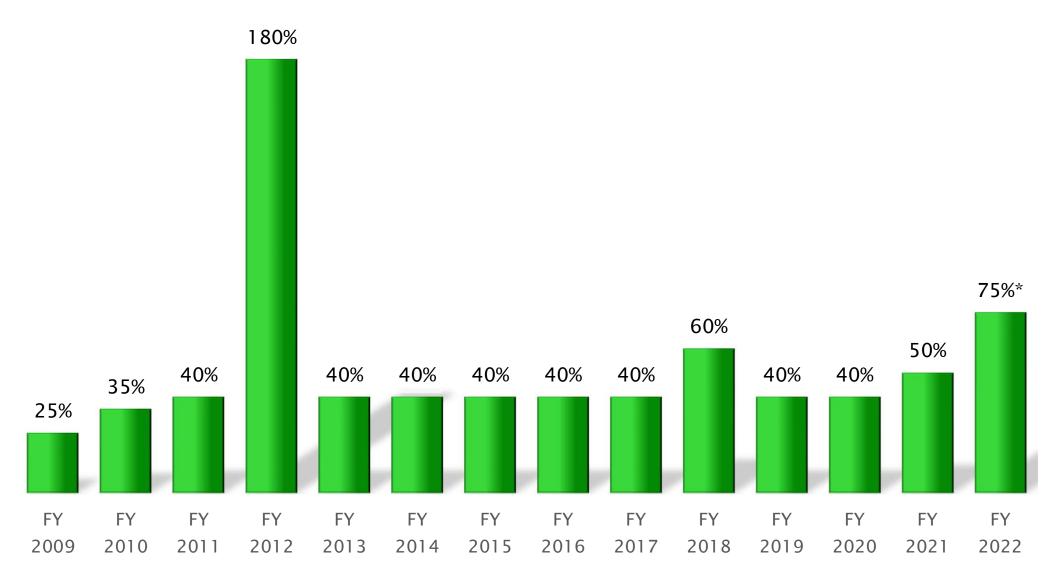
Financial Highlights



					in iakn
	FY' 23	FY' 22	FY' 21	FY' 20	FY' 19
Revenue From Operation	5377.96	3032.37	1727.20	4544.93	4575.23
Other Income	355.13	400.65	586.68	171.73	383.08
Total Revenue	5733.09	3433.02	2313.88	4716.66	4958.31
Expenditure	3195.97	1939.10	1292.78	2862.60	2797.21
EBIDTA before exceptional item	2537.12	1493.92	1021.10	1854.06	2161.10
EBIDTA Margin	44.25%	43.52%	44.13%	39.31%	43.59%
Depreciation	471.00	453.71	544.80	675.62	752.59
Finance Cost	110.58	105.99	53.14	_	-
Profit Before Tax	1955.54	934.22	423.16	1178.44	1408.51
Exceptional item	1888.90	-	-	-	-
Tax	721.24	221.50	72.04	229.54	433.82
Net Profit After Tax	3123.20	712.72	351.12	948.90	974.69
Share Capital	543.00	557.00	557.00	557.00	557.00
Other Equity (excluding Revaluation Reserve)	11962.37	10347.62	9850.22	9711.72	9159.04
Net Worth	12505.37	10904.62	10407.22	10268.72	9716.04
Earning Per Share (₹ 2)	11.43	2.56	1.26	3.41	3.50
Dividend	75%	50%	40%	40%	60%
Investment	9202.03	6976.90	6230.58	5612.50	4808.33

CONSISTENT DIVIDEND SINCE LAST 14 YEARS

The total dividend paid by the Company utilising its General Reserves is Rs. 4270.81 lakh



^{*} Recommended by the Board subject to approval of members at the ensuing Annual General Meeting

BUYBACK OF SHARES

☐ 27th April 2022

Company did its second buyback of 7,00,000 equity shares of face value of Rs. 2 each at a price of Rs. 143 per equity share payable in cash. The Buyback was on proportionate basis by through the Tender Offer process. The total payout towards buyback would be Rs.10,01,00,000 excluding Company's expenses for the Buyback.

Rs.143/share 7,00,000 shares of Rs 2 each

Total payout Rs. 10,01,00,000

□ 17th October 2013

Company did a buyback of 4,95,222 equity shares of face value of Rs. 10 each at a price of Rs. 390 per equity share payable in cash. The Buyback was carried out on proportionate basis by through the Tender Offer process. The total pay-out towards buyback was Rs.19,31,36,580 excluding Company's expenses for the Buyback.

Rs.390/share

4,95,222 shares of Rs 10 each

Total payout Rs. 19,31,36,580

REWARD TO SHAREHOLDERS

The Company has rewarded its shareholders with Rs.7203.18 lakh in form of payment of dividend and buyback of shares since year 2009.

Our footprints

West Bengal:

Sinclairs Burdwan Sinclairs Darjeeling Sinclairs Retreat Dooars Sinclairs Retreat Kalimpong Sinclairs Siliguri

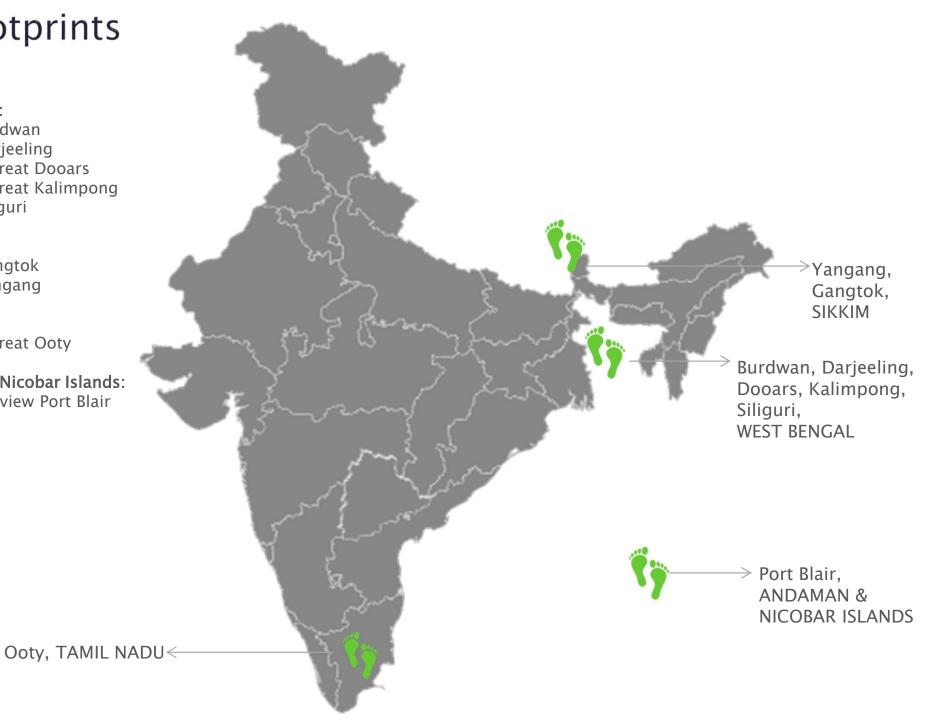
Sikkim:

Sinclairs Gangtok Sinclairs Yangang

Tamil Nadu:

Sinclairs Retreat Ooty

Andaman & Nicobar Islands: Sinclairs Bayview Port Blair



Our Strengths





Future Plans



Sinclairs plans to expand its chain by acquiring properties on outright purchase/lease.

Leased properties will result in expanding footprints quickly while new acquisitions will reduce tax liability.

Present cash surplus of nearly ₹ 100 crore together with cash generated every year and proceeds from sale of Kolkata land will ensure adequate cash flow for acquisitions without any borrowings.

The strategy will be to acquire and/or take on lease properties located around the present ones to take advantage of the cluster approach.

We are privileged to be amongst top 10% of hotels worldwide. Seven out of nine properties received Tripadvisor Travellers' Choice 2023 Certificate of Excellence



SINCLAIRS GANGTOK





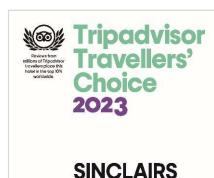
SINCLAIRS DARJEELING





SINCLAIRS RETREAT OOTY

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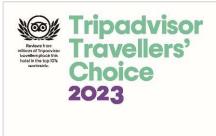
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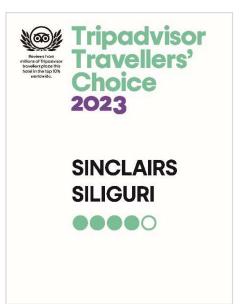
SINCLAIRS RETREAT DOOARS. **CHALSA**





SINCLAIRS RETREAT **KALIMPONG**





Property wise - Tripadvisor Ranking *



Tripadvisor Ratings

A reflection of complete focus on guest satisfaction

Burdwan	1 of 10	(4.5 stars)
Darjeeling	2 of 275	(4.5 star)
Dooars	1 of 10	(4.5 star)
Gangtok	9 of 419	(5 star)
Kalimpong	1 of 59	(4.5 stars)
Ooty	18 of 246	(4.5 star)
Port Blair	12 of 153	(4 star)
Siliguri	6 of 144	(4 star)
Yangang	_	(5 star)

^{*} As on 30th May 2023





On NH2 - undoubtedly the best address in town





Ownership – Freehold/ Leasehold	30 years lease + renewable as per defined formula			
Land Area (in acres)	2			
Built-up Area (in sq ft)	60,625			
Year of property completion	2015			
# Room & Sizes for each category:				
Premier # Rooms	20			
Size (sq ft)	338			
Suite # Rooms	4			
Size (sq ft)	930			
Total No of Rooms	24			
No. of additional rooms possible	Yes			
Restaurant Size (sq ft)	1,200 + 2,040*			
Coffee Shop / Barb Q (sq ft)	1,394			
Bar (sq ft)	105			
No of covers	42 + 28*			
No. of Banquets	3			
Power demand	130 KVA			
Power outage trends	Almost zero			

^{*} Covered Deck





Impressive Facade



Entrance to the Resort



Forum Lounge



Reception





The Maharaja Suite- Bedroom



The Maharaja Suite- Living Room







Junior Suite





Badminton Court



Swimming Pool







Playzone





Crystal Room: Ideal for meetings



The Saffron Hall



Restaurant



Restaurant- Outdoor





Regal Room - Pre function area



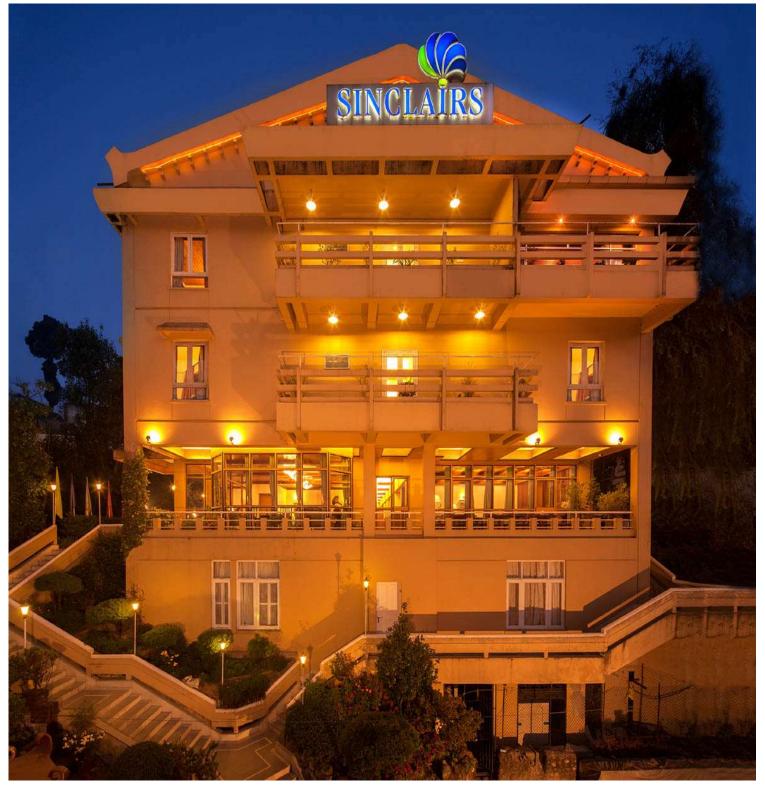
Regal Room







Library





Enchantress of Hills





Ownership – Freehold/ Leasehold	Freehold			
Land Area (in acres)	0.5			
Built-up Area (in sq ft)	25,423			
Year of property completion	1984			
# Room & Sizes for each category:				
Deluxe # Rooms	25			
Size (sq ft)	227			
Premier # Rooms	20			
Size (sq ft)	254			
Suite # Rooms	1			
Size (sq ft)	486			
Attic # Rooms	1			
Size (sq ft)	325			
Total No of Rooms	47			
No. of additional rooms possible	No			
Restaurant Size (sq ft)	987 + 432*			
Coffee Shop / Barb Q (sq ft)	224			
Bar (sq ft)	485			
No of covers	46 + 12*			
No. of Banquets	1			
Size (sq ft)	1,000			
Power demand	125 KVA			
Power outage trends	Almost zero			

^{*} Covered Deck





Lobby in colonial style with a panoramic view of mountains



Relish the Darjeeling tea at Mountain View Cafe



Lobby Area



The Dorje Lounge – A colonial style bar set out with a wonderful view of the mountains





Kanchenjunga – Multicuisine restaurant



Mount View Café - Coffee shop



Burra Sahib Suite - Bedroom



Burra Sahib Suite - Living room





Kanchenjunga Room



Premiere Room



Breathtaking view of hills from balcony of Kanchenjunga room



Family Room





The Outdoor deck



Pagoda in the hotel



The Pinnacle - A medium sized conference hall





Nature at its best





Ownership – Freehold/ Leasehold	99 years lease with option to perpetually renew every 99 years			
Land Area (in acres)	20.22			
Built-up Area (in sq ft)	74,893			
Year of property completion	1999			
# Room & Sizes for each category:				
Premier # Rooms	66			
Size (sq ft)	292			
Suite # Rooms	3			
Size (sq ft)	607			
Wooden Cottage #	2			
Size (sq ft)	282			
Total No of Rooms	71			
No. of additional rooms possible	Yes			
Restaurant Size (sq ft)	2,076 + 2,140*			
Bar (sq ft)	265			
No of covers	55 + 35*			
No. of Banquets	4			
Size (sq ft)	6,000+1600+1500+300			
Power demand	150 KVA			
Power outage trends	Almost zero			

^{*} Covered Deck



Expansive lawn



Outdoor Sit out



Tree lined pathways



Kids Play Zone





Lobby

Deluxe Room





Premier Suite

Premier Suite Living room





Library



The Palm Terrace - Restaurant & Bar







Outdoor deck





The Spa



The Spa Area







SINCLAIRS RETREAT DOOARS





Hibiscus – For medium size conferences



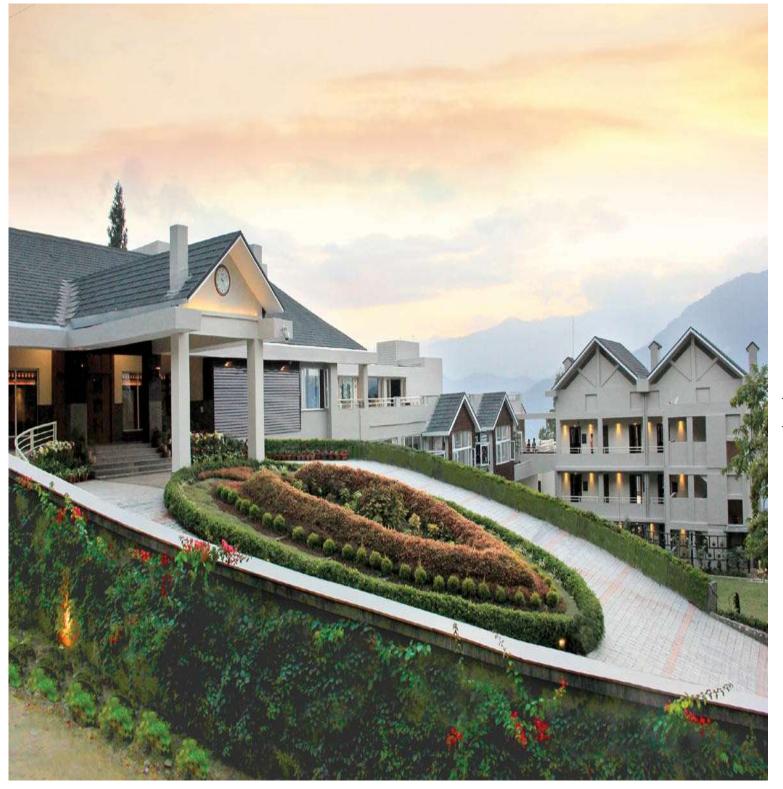
The Iris - 6000 sq.ft. pillarless banquet hall



Carnation for medium size conferences



The Iris - 6000 sq.ft. pillarless banquet hall





An ideal retreat for nature lovers



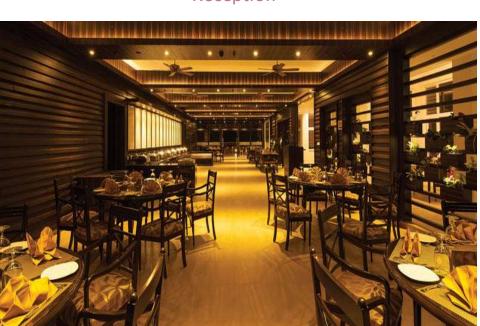


Ownership – Freehold/ Leasehold	Freehold	
Land Area (in acres)	5	
Built-up Area (in sq ft)	53,795	
Year of property completion	2014	
# Room & Sizes for each category:		
Premier # Rooms	28	
Size (sq ft)	420	
Suite # Rooms	2	
Size (sq ft)	900	
Attic # Rooms	16	
Size (sq ft)	524	
Wooden Cottage #	2	
Size (sq ft)	450	
Total No of Rooms	48	
No. of additional rooms possible	Yes	
Restaurant Size (sq ft)	1,955 + 875*	
Coffee Shop / Barb Q (sq ft)	615	
Bar (sq ft)	900	
No of covers	58 + 16*	
No. of Banquets	4	
Size (sq ft)	3,828	
Power demand	118 KVA	
Power outage trends	1 hour / Day	





Reception



The Golden Oak - Multicuisine Restaurant



The terrace adjoining the reception



Night View





Alto Espirito, the Spanish bar with a wide collection of drinks



Swimming pool amidst lush green surroundings



The cottage blocks in the backdrop of the hills



Fitness Centre



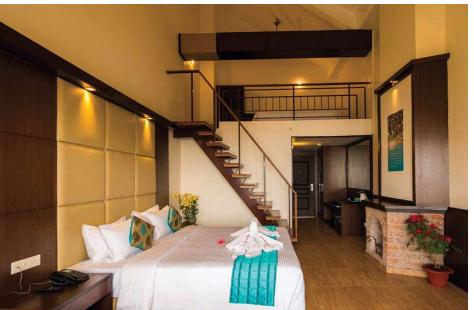


Billiards in the lounge bar





Premier Plus Room



Premier Room with attic - perfect for a family





Premier Room with twin beds



Luxury suite's spacious living room



Luxury suite's bedroom



Wooden Cottage Room built out of recycled wood





The Orchid I and II - Conference Hall



The Juniper - Meeting Room/Board Room



The Fern - Conference Hall



An aerial view of the Retreat





Nestled in the Nilgiris



SINCLAIRS HOTELS and RESORTS

Ownership – Freehold/ Leasehold	Freehold	
Land Area (in acres)	1	
Built-up Area (in sq ft)	70,184	
Year of property completion	2004	
# Room & Sizes for each category:		
Deluxe # Rooms	42	
Size (sq ft)	215	
Premier # Rooms	27	
Size (sq ft)	215	
Suite # Rooms	7	
Size (sq ft)	555.09	
Superior # Rooms	3	
Size (sq ft)	331	
Villa # Rooms	6 **	
Size (sq ft)	1959	
Total No of Rooms	85	
No. of additional rooms possible	No	
Restaurant Size (sq ft)	1,360 + 1,466*	
Coffee Shop / Barb Q (sq ft)	-	
Bar (sq ft)	1,086	
No of covers	60 + 20*	
No. of Banquets	3	
Size (sq ft)	4,950	
Power demand	150 KVA	
Power outage trends	1 hour / Day	

^{*} Covered Deck

^{** 6} rooms in 2 Villas





Ootacamund's highest located hotel



Expansive Lobby



Façade - Night View



Majestic view of sunset from hotel view of balcony



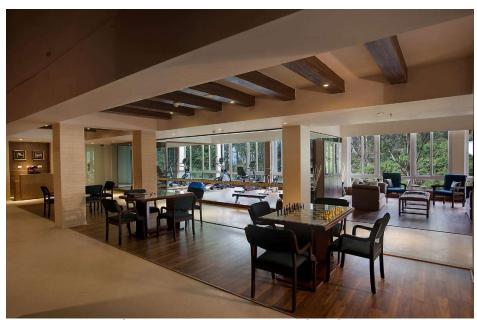




Multicuisine Restaurant



The Spanish Bar



Indoor Games Arena with Library





The Library - Unwind with your favorite book



Tic Tac Toe – A Vibrant Entertainment Zone







Premier Room





Suite Room



The Regal Room - large banquet hall



Nilgiris Suite



Superior Room





The Windsor Room - Conference hall



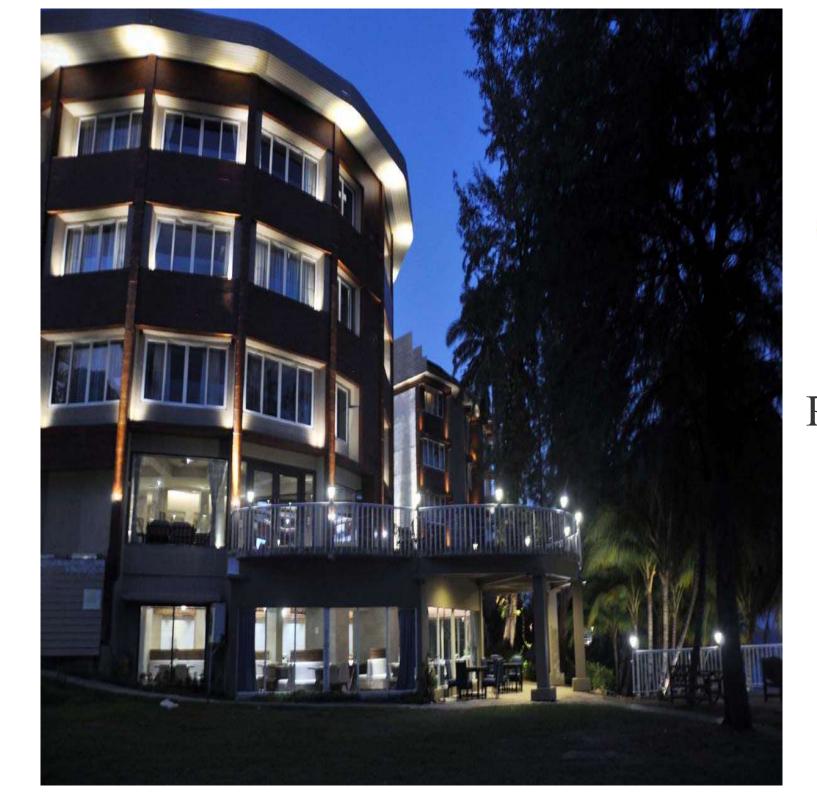
The three level landscaping with a panoramic view



The Windsor Room - Conference hall



The Terrace





In Waves of Delight





Ownership – Freehold/ Leasehold	Freehold
Land Area (in acres)	1.5
Built-up Area (in sq ft)	46,126
Year of property completion	1991
# Room & Sizes for each catego	ory:
Premier # Rooms	36
Size (sq ft)	383
Suite # Rooms	3
Size (sq ft)	640
Attic # Rooms	5
Size (sq ft)	550
Valentine # Rooms	2
Size (sq ft)	182
Total No of Rooms	46
No. of additional rooms possible	No
No of covers	75
No. of Banquets	1
Size (sq ft)	1,734
Power demand	150 KVA
Power outage trends	Almost zero





Expansive Lobby



Alto Espirito - Spanish Bar



Breathtaking view of the sunset



Multicuisine Restaurant





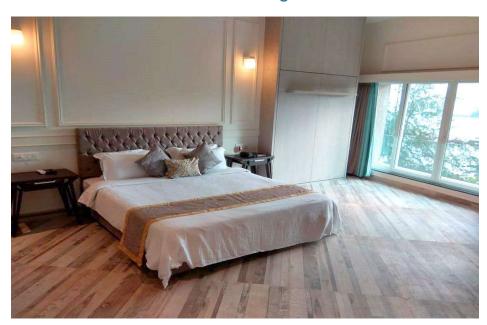
The Deck



The Deck with garden



Premier Room



Premier Family Suite





Premier Attic Room



Forum- Conference Hall



Valentine Room



Infinity Swimming Pool





The best address in town





Ownership – Freehold/ Leasehold	Freehold	
Land Area (in acres)	2.47	
Built-up Area (in sq ft)	56,046	
Year of property completion	1976	
# Room & Sizes for each category:		
Premier # Rooms	46	
Size (sq ft)	201	
Suite # Rooms	3	
Size (sq ft)	406	
Total No of Rooms	49	
No. of additional rooms possible	Yes	
Restaurant Size (sq ft)	810 + 490*	
No of covers	38 + 28*	
No. of Banquets	5	
Size (sq ft)	5,270	
Power outage trends	1–3 hours / month	







Lobby







Restaurant Deck area

The Palms - Multicuisine Restaurant





Premier Room



Premier Suite



Garden Suite



Garden Suite

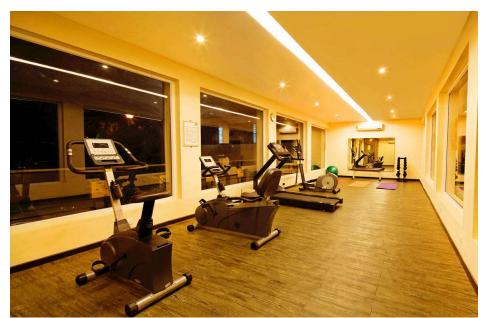




Premier Twin Room



Sinclairs Spa







The Pool





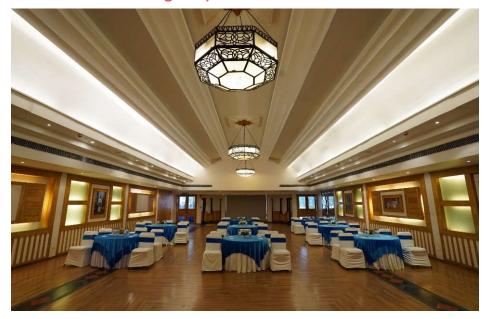
The Imperial – large Conference Hall



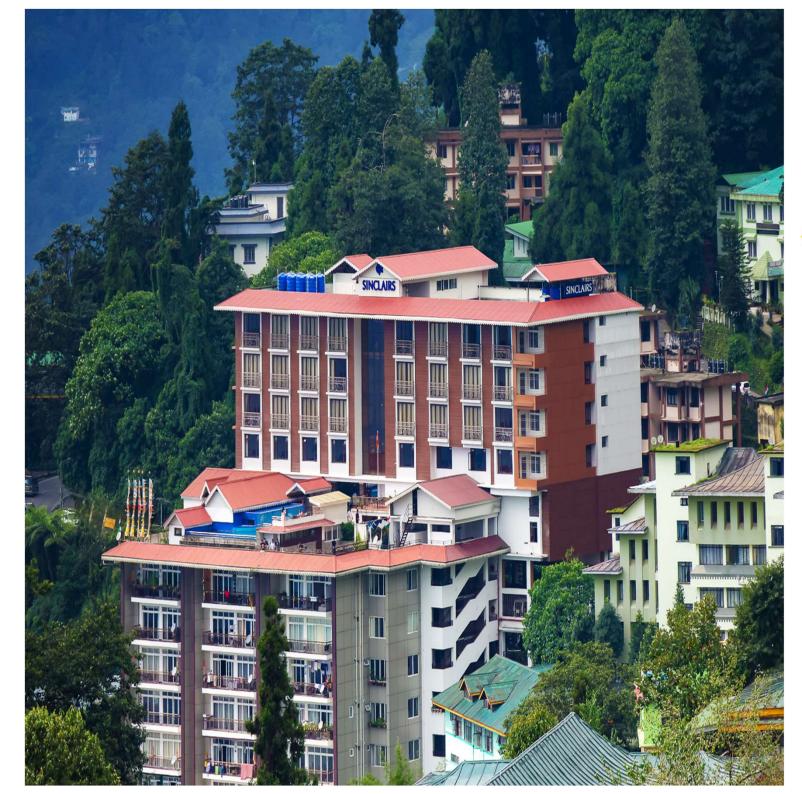
The Summit - another Conference Room



The Regency – Conference Room



The Darbar - large Banquet Hall





Paradise of the north east





Ownership – Freehold/ Leasehold	9 years lease
Land Area (in acres)	0.17
Built-up Area (in sq ft)	64,029
Year of property completion	2020
# Room & Sizes for each ca	ategory:
Deluxe # Rooms	20
Size (sq ft)	270
Deluxe Family # Rooms	8 *
Size (sq ft)	554
Premier # Rooms	24
Size (sq ft)	340
Suite # Rooms	4
Size (sq ft)	525
Valentine # Rooms	4
Size (sq ft)	340
Total No of Rooms	60
No. of additional rooms possible	No
Restaurant Size (sq ft)	1,933 + 378**
Coffee Shop / Barb Q (sq ft)	1,716
Bar (sq ft)	1,978
No of covers	66 + 16**
No. of Banquets	1
Size (sq ft)	2,240
Power demand	200 KVA
Power outage trends	2 hours /month

^{*} Each Family Room is 2-rooms combined making it 8-rooms

^{**} Uncovered Deck





Lobby



Guras Bar & Lounge



Lobby



Magnolia - Multicuisine Restaurant





Premier Room



Premier Suite



Deluxe Room



Valentine Room





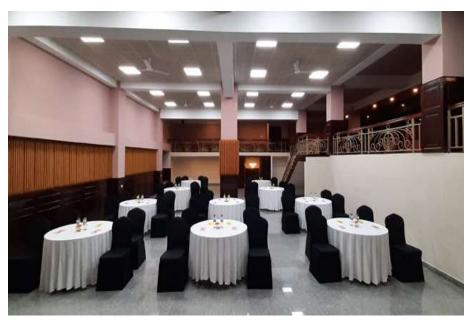
Infinity Swimming Pool



View from the Hotel



Jasmine Hall



The Cherry Hall





Enchanting views of the Maenam Hills





Ownership – Freehold/ Leasehold	10 years lease
Land Area (in acres)	1
Built-up Area (in sq ft)	
Year of property completion	2022
# Room & Sizes for	each category:
Premier # Rooms	6
Size (sq ft)	168-196
Premier with Balcony # Rooms	3
Size (sq ft)	195
Premier Plus	3
Size (sq ft)	323
Deluxe Triple Room	2
Size (sq ft)	310
Junior Suite	1
Size (sq ft)	381
Senior Suite	2
Size (sq ft)	448
Total No of Rooms	17
No. of additional rooms possible	Yes
Restaurant Size (sq ft)	504
No of covers	28 (inside)+ 24 (outside)
No. of Banquets	1
Size (sq ft)	518
Power demand	62.5 KVA
Power outage trends	5–6 Hours/Day

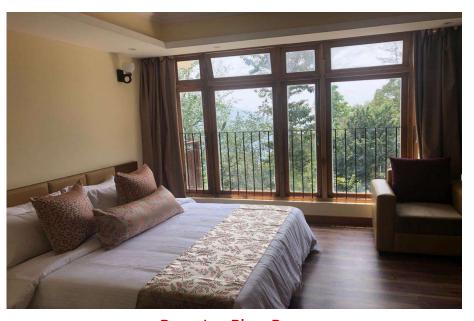




Premier Room with Balcony



Deluxe Triple Bed Room



Premier Plus Room



Premier Room





Senior Suite Room



Junior Suite Room



Lobby Reception









Restaurant

Meeting Area





View from Hotel

Sitting Area



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Website

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