



**SINCLAIRS**  
HOTELS *and* RESORTS

# CORPORATE PRESENTATION

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SEPTEMBER 2023



Burdwan • Darjeeling • Dooars • Gangtok • Kalimpong • Ooty • Port Blair • Siliguri • Yangang



Nine Exciting  
destinations.  
One signature brand



**SINCLAIRS**  
HOTELS *and* RESORTS

# A Glimpse



Sinclairs Burdwan



Sinclairs Retreat Kalimpong



Sinclairs Siliguri



Sinclairs Darjeeling



Sinclairs Retreat Ooty



Sinclairs Gangtok



Sinclairs Retreat Doars



Sinclairs Bayview Port Blair



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 is 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

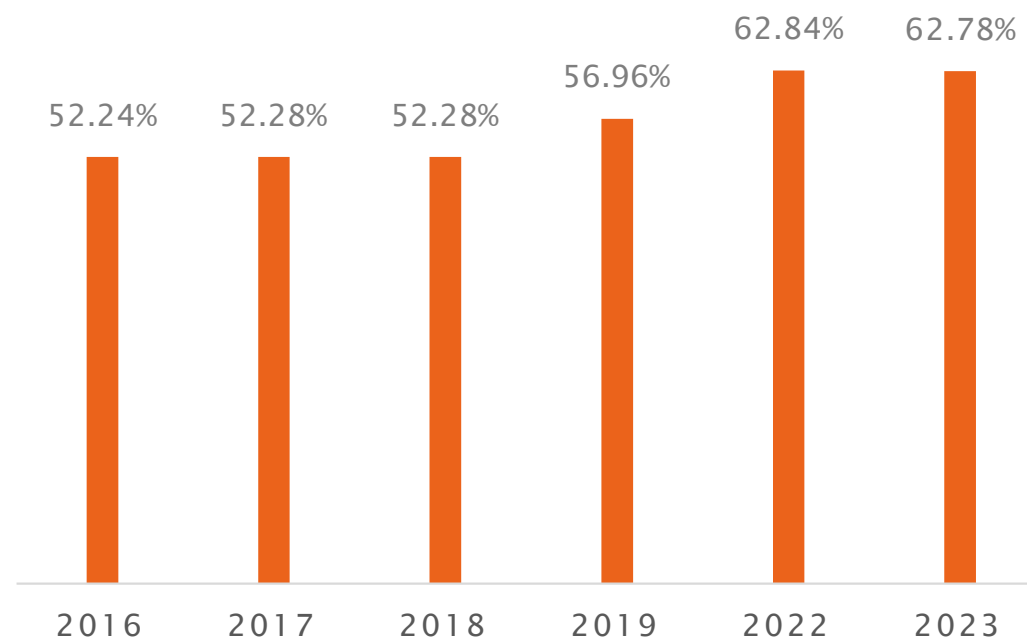
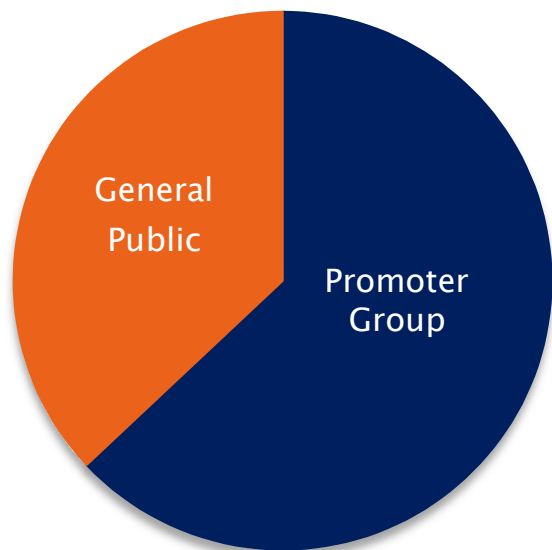
## Dr Niren Suchanti

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% ( 10,888 shareholders)

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

# Core Team

## Stable and experienced Core Management Team

**B L Soni**

Chief Financial Officer

Working in Sinclairs for last 32 years

**Swajib Chatterjee**

Chief Operating Officer

Working in Sinclairs for last 16 years

**Somnath Das**

Dy General Manager – Sales

Working in Sinclairs for last 15 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

## Profitable Operations

Consistently high  
EBIDTA Margin as compared  
to the Industry.

Current year EBIDTA  
@44.25%

## Sound Financials

Equity Capital: ₹5.43 crore

Net Worth: ₹125.05 crore\*

Debt Free Company  
with liquid cash > ₹ 100 crore

## Diversified chain of properties

Total room inventory  
447 rooms spread over  
9 locations



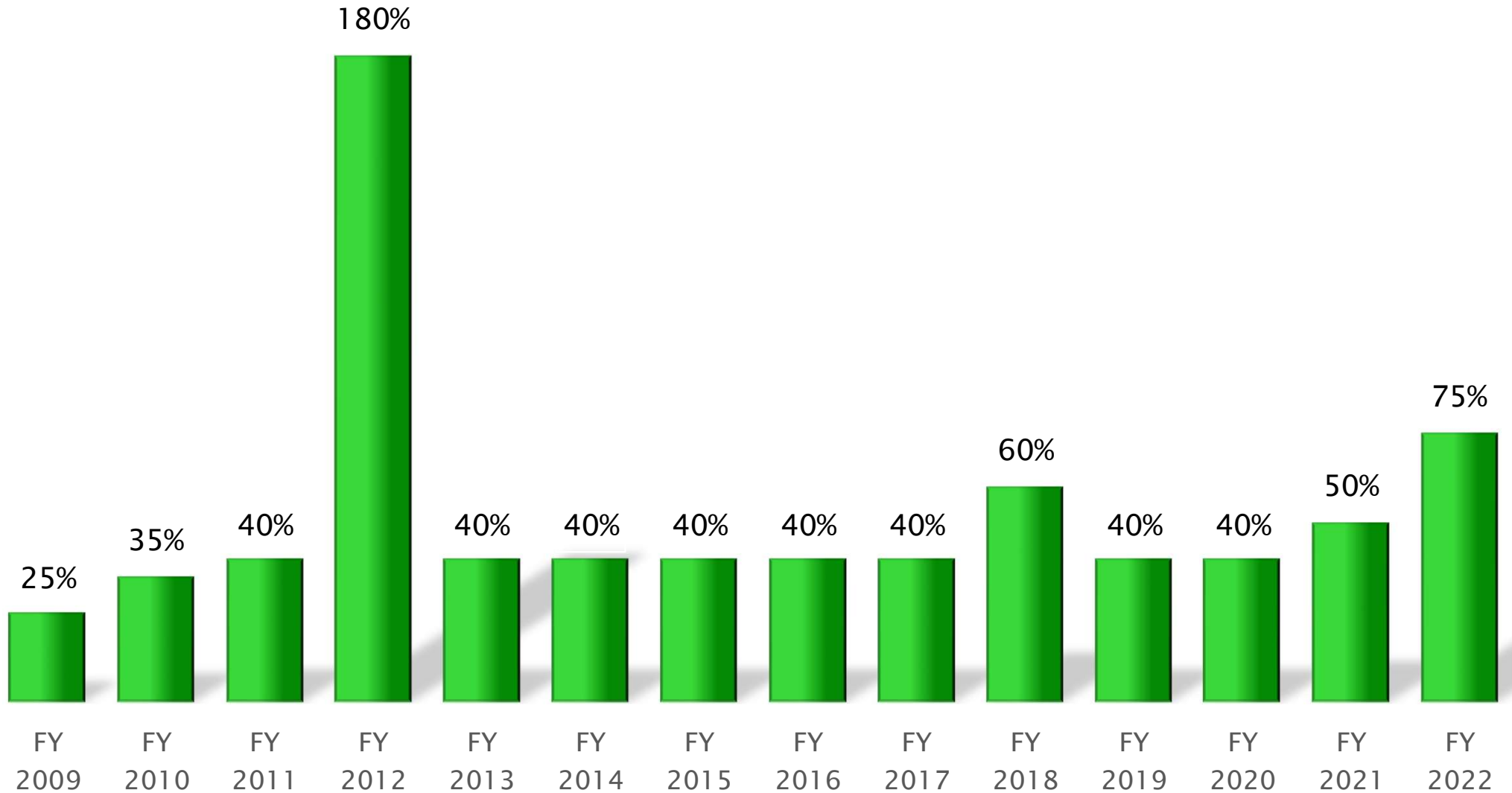
# Financial Highlights

	H1* FY'24	FY' 23	FY' 22	FY' 21	FY' 20
Revenue From Operation	2697.96	5377.96	3032.37	1727.20	4544.93
Other Income	516.53	355.13	400.65	586.68	171.73
Total Revenue	3214.49	5733.09	3433.02	2313.88	4716.66
Expenditure	1632.73	3195.97	1939.10	1292.78	2862.60
EBIDTA before exceptional item	1581.76	2537.12	1493.92	1021.10	1854.06
EBIDTA Margin	49.21%	44.25%	43.52%	44.13%	39.31%
Depreciation	265.54	471.00	453.71	544.80	675.62
Finance Cost	53.36	110.58	105.99	53.14	–
Profit Before Tax	1262.86	1955.54	934.22	423.16	1178.44
Exceptional item	–	1888.90	–	–	–
Tax	288.17	721.24	221.50	72.04	229.54
Net Profit After Tax	974.69	3123.20	712.72	351.12	948.90
Share Capital	543.00	543.00	557.00	557.00	557.00
Other Equity (excluding Revaluation Reserve)	12527.48	11962.37	10347.62	9850.22	9711.72
Net Worth	13070.48	12505.37	10904.62	10407.22	10268.72
Earning Per Share (₹ 2)	3.59	11.43	2.56	1.26	3.41
Dividend	–	75%	50%	40%	40%
Investment	9170.20	9202.03	6976.90	6230.58	5612.50

\*H1 figures are unaudited

# CONSISTENT DIVIDEND SINCE LAST 14 YEARS

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



# BUYBACK OF SHARES

## ❑ 25<sup>th</sup> October 2023

Company completed its third buyback of 15,20,000 equity shares of face value of Rs. 2 each at a price of Rs. 200 per equity share payable in cash. The Buyback was on proportionate basis through the Tender Offer process. The total payout towards buyback was Rs.30,40,00,000 excluding Company's expenses for the Buyback and tax.

Rs. 200/ share

15,20,000 shares of Rs. 2 each

Total Payout Rs. 30,40,00,000

## ❑ 27<sup>th</sup> 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 was 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

## ❑ 17<sup>th</sup> 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.102.43 crore 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:

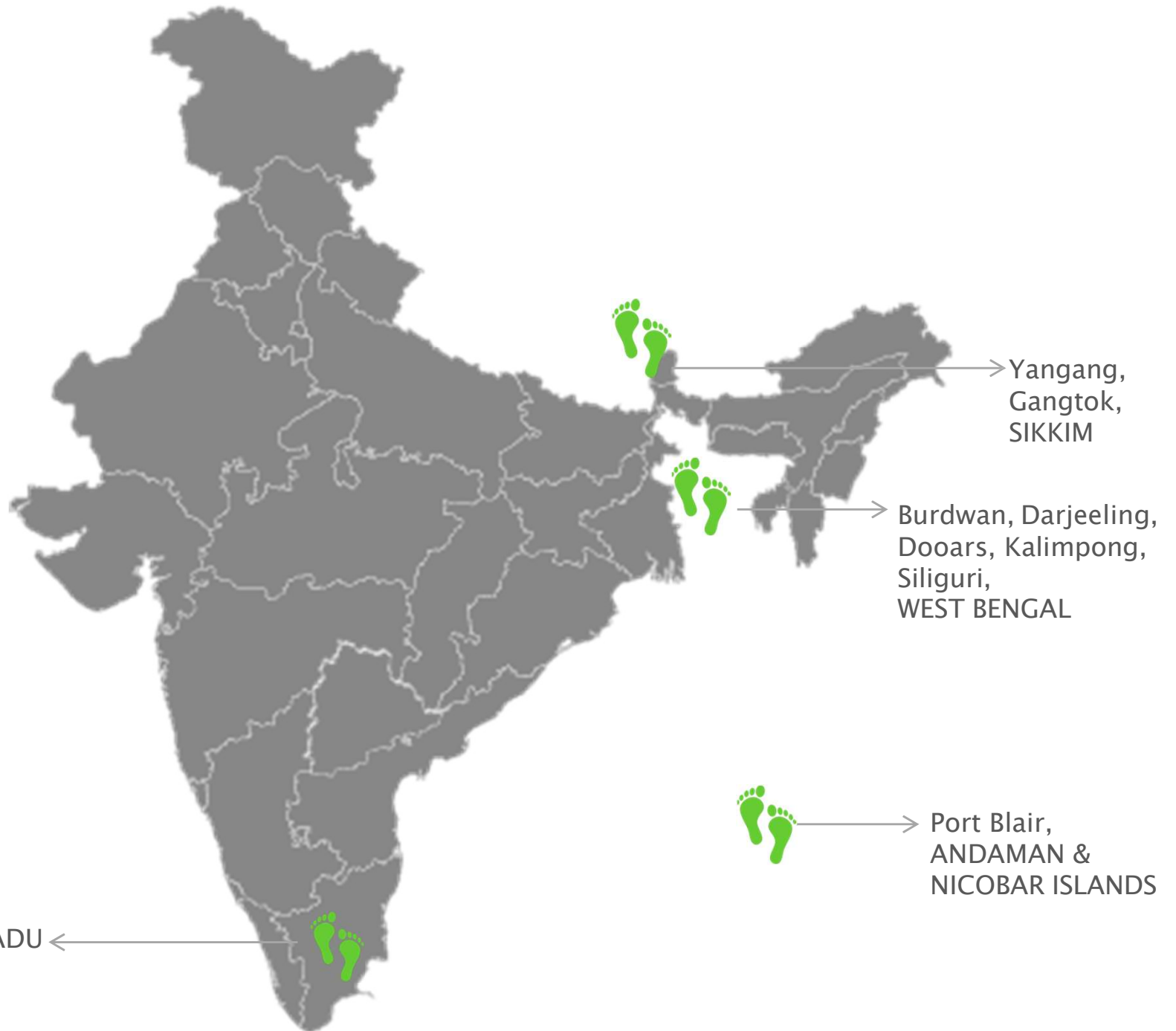
Sinclairs Gangtok  
Sinclairs Yangang

## Tamil Nadu:

Sinclairs Retreat Ooty

## Andaman & Nicobar Islands:

Sinclairs Bayview Port Blair



Yangang,  
Gangtok,  
SIKKIM

Burdwan, Darjeeling,  
Dooars, Kalimpong,  
Siliguri,  
WEST BENGAL

Port Blair,  
ANDAMAN &  
NICOBAR ISLANDS

Ooty, TAMIL NADU

# Our Strengths

## Growth Story

- 1 Sales Offices at Kolkata, Siliguri, Burdwan, Port Blair.
- 2 Blue Chip Corporate Customer Base – ITC, Nestle, Uniliver, Sun Pharma, Alkem Lab, Zudus Cadila, ICICI Bank, Axis Bank, LIC, IndianOil, HPCL etc.
- 3 Excellent relationship with Online Travel Aggregators – MakeMyTrip & Golbibo, Yatra & Travelguru, Booking.com, Agoda.com, Expedia, Cleartrip etc.
- 4 Regular business relationship with important Travel Agents – Thomas Cook, Sita, Le Passage, Travel Corporation of India, Trail Blazer Tours India, FCM Travel etc.
- 5 Strong Online Presence – Dynamic website, active social media pages, sustained Digital Marketing on Google Platform.

# Future Plans

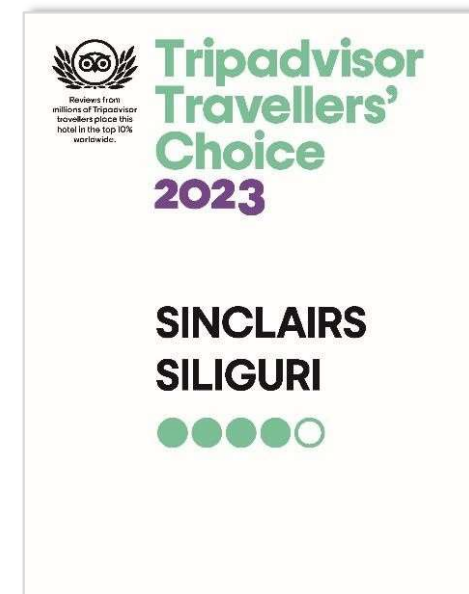
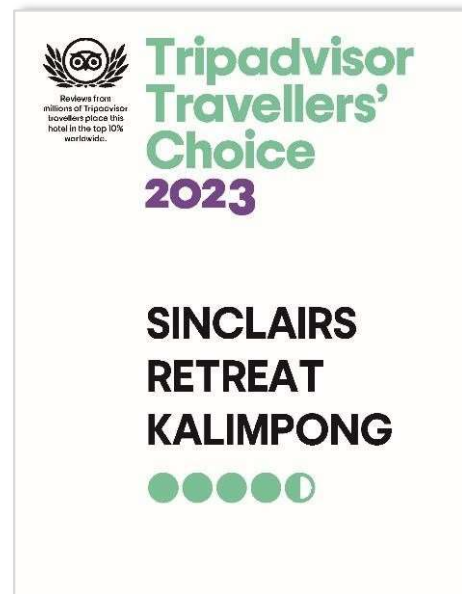
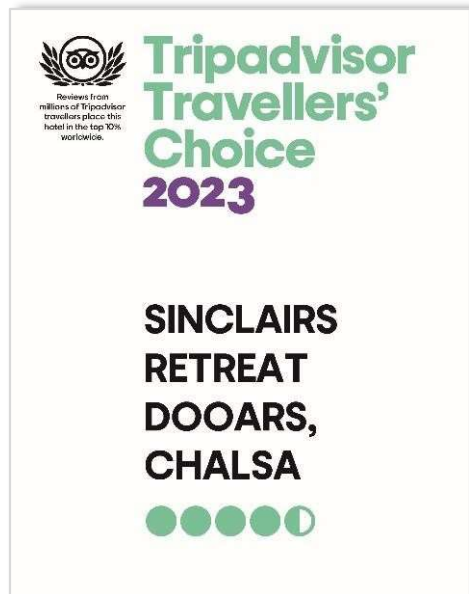
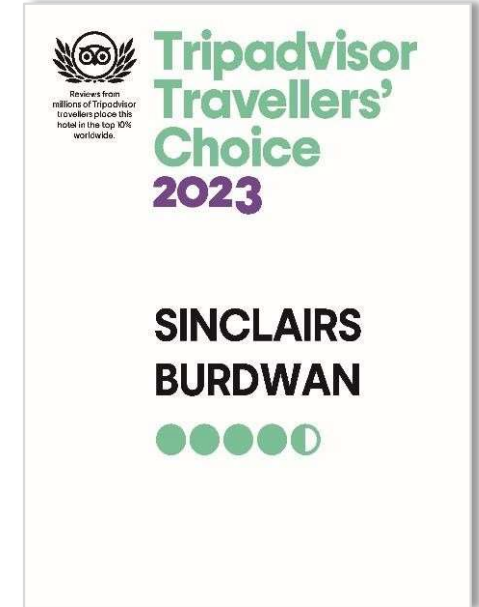
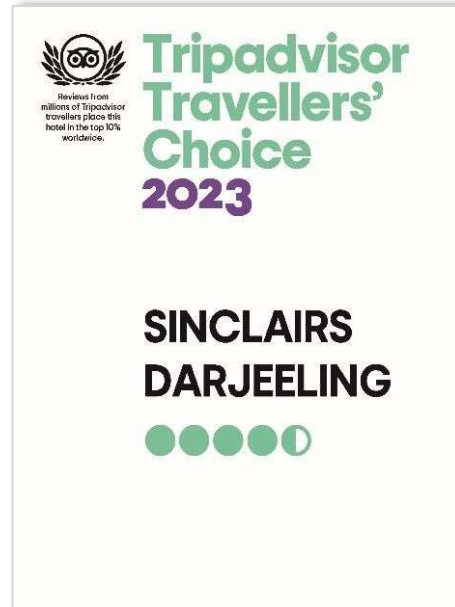
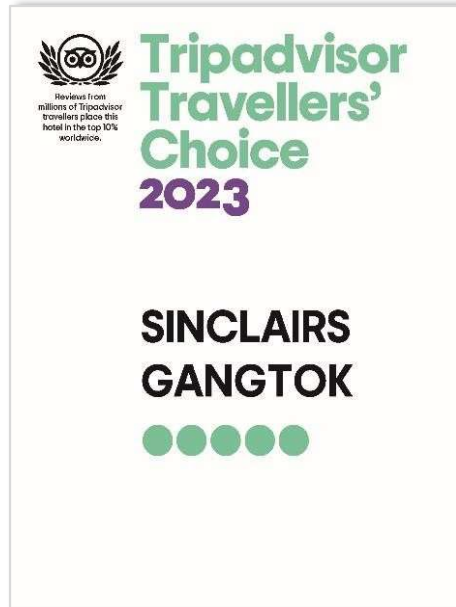
Sinclair's plans to expand its chain by acquiring properties on outright purchase/lease.

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

Present cash surplus of over ₹100 crore along with cash generated every year 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





# Property wise – Tripadvisor Ranking \*

## Tripadvisor Ratings

A reflection of complete focus on guest satisfaction

Burdwan	1 of 10	(4.5 stars)
Darjeeling	1 of 284	(4.5 stars)
Dooars	1 of 11	(4.5 stars)
Gangtok	16 of 445	(5 star)
Kalimpong	1 of 60	(5 stars)
Ooty	20 of 258	(4.5 stars)
Port Blair	11 of 157	(4 stars)
Siliguri	6 of 148	(4 stars)
Yangang	1 of 1	(5 stars)



# SINCLAIRS BURDWAN

On NH2 - undoubtedly  
the best address in town



# SINCLAIRS BURDWAN

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



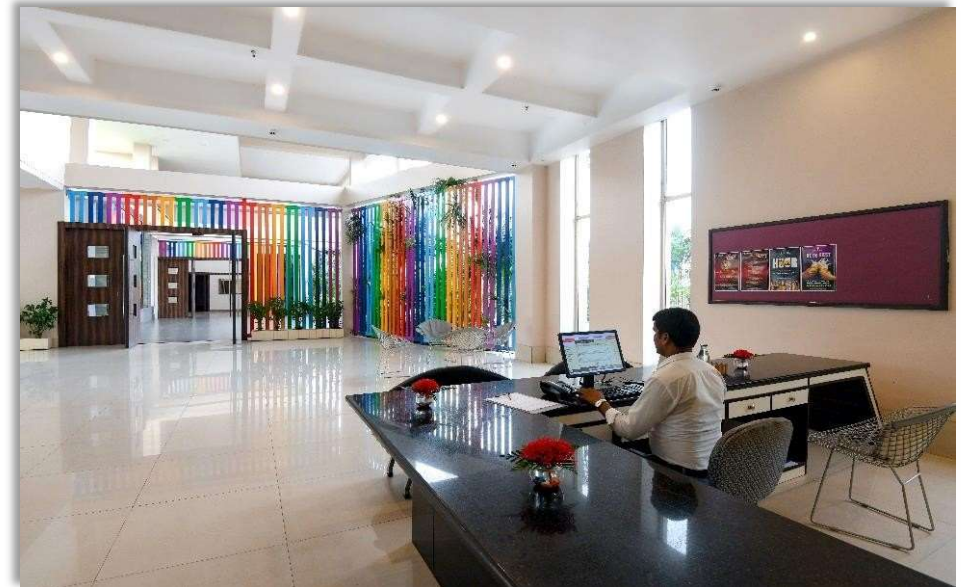
Impressive Facade



Entrance to the Resort



Forum Lounge



Reception



The Maharaja Suite- Bedroom



The Maharaja Suite- Living Room



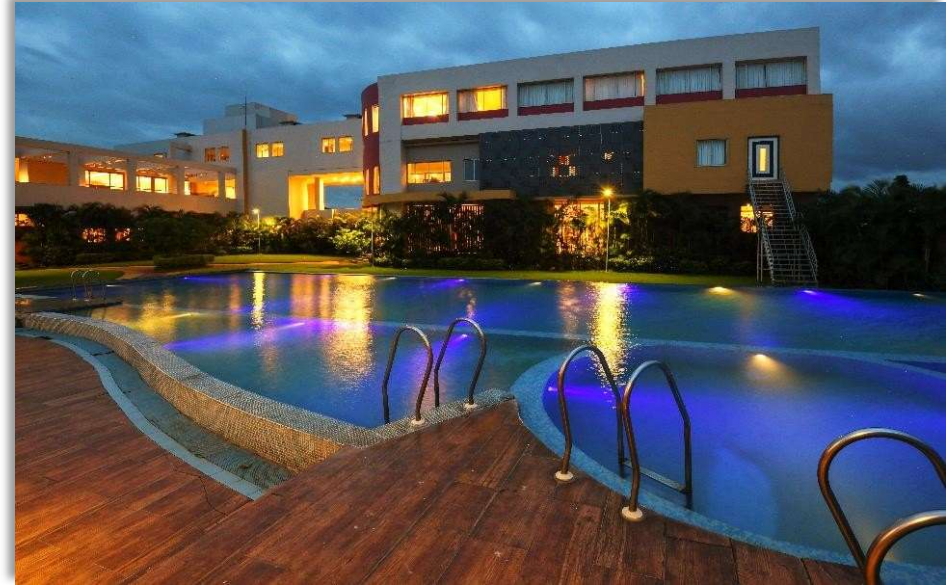
Premier Room



Junior Suite



Badminton Court



Swimming Pool



Gymnasium



Playzone



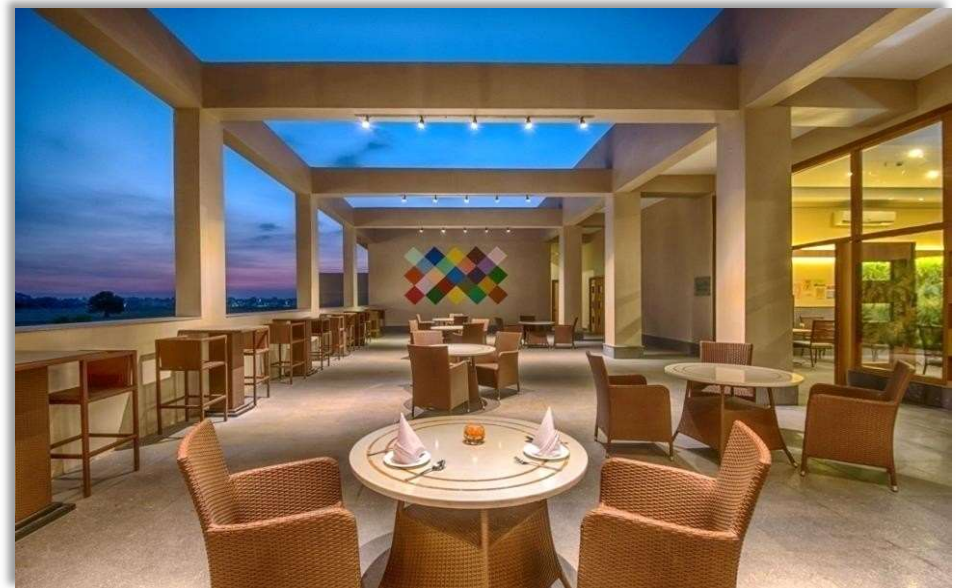
Crystal Room: Ideal for meetings



The Saffron Hall



Restaurant



Restaurant- Outdoor



Regal Room - Pre function area



Regal Room



Lounge Bar



Library





# SINCLAIRS DARJEELING

Enchantress of Hills



# SINCLAIRS DARJEELING

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



Lobby Area



Relish the Darjeeling tea at Mountain View Cafe



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



Breathtaking view of hills from balcony of Kanchenjunga room



Premiere Room



Family Room



The Outdoor deck



Pagoda in the hotel



The Pinnacle - A medium sized conference hall



# SINCLAIRS RETREAT DOOARS

Nature at its best



# SINCLAIRS RETREAT DOOARS

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



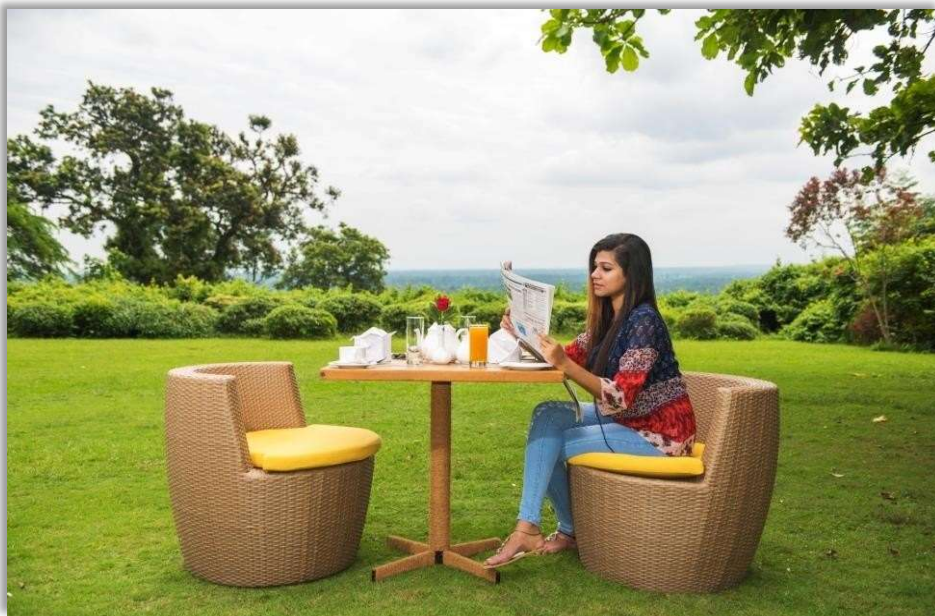
## SINCLAIRS RETREAT DOOARS



Expansive lawn



Tree lined pathways



Outdoor Sit out



Kids Play Zone



Lobby



Deluxe Room



Premier Suite



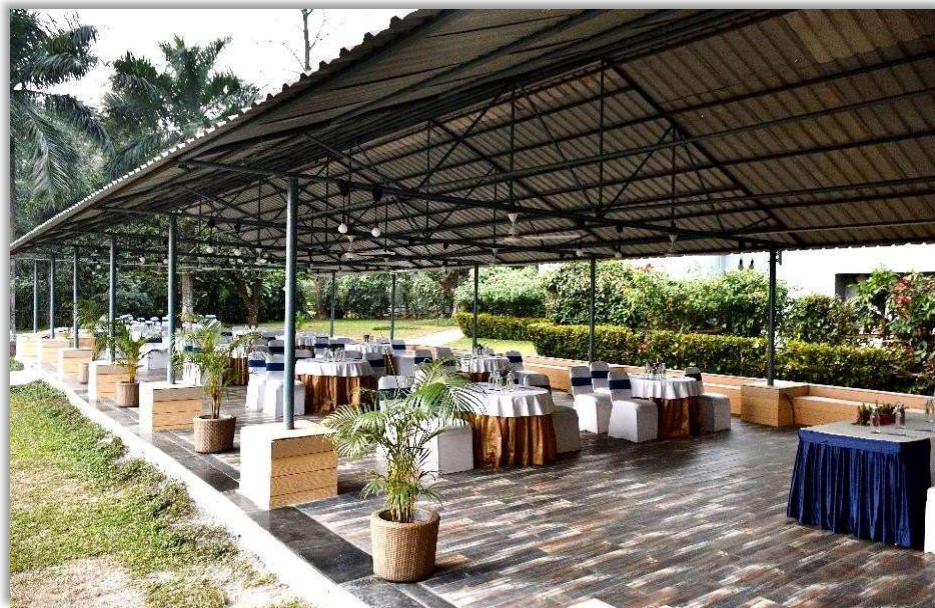
Premier Suite Living room



Library



The Palm Terrace - Restaurant & Bar



The Pavilion



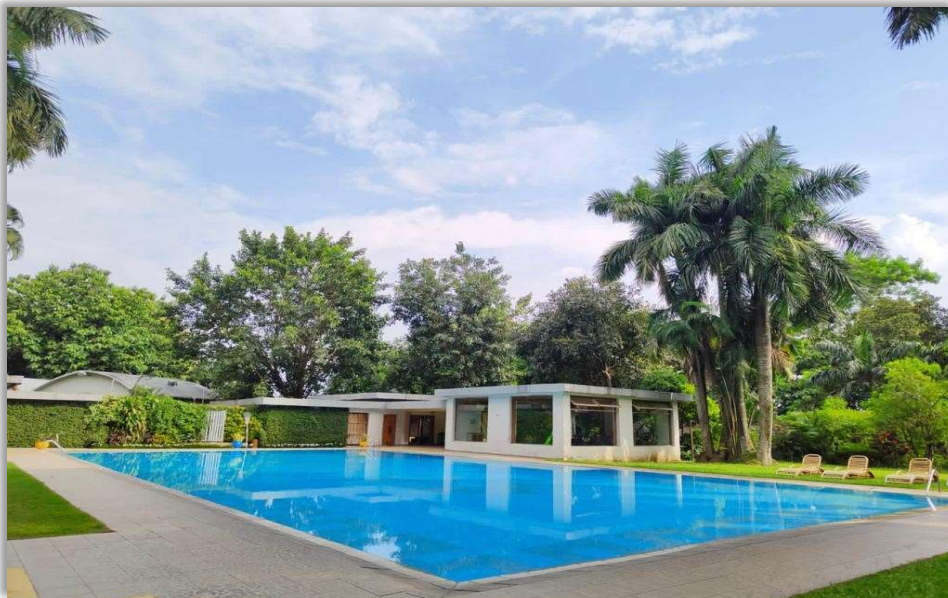
Outdoor deck



The Spa



The Spa Area



The Pool



The Kid's Pool



Hibiscus - For medium size conferences



Carnation for medium size conferences



The Iris - 6000 sq.ft. pillarless banquet hall



The Iris - 6000 sq.ft. pillarless banquet hall



# SINCLAIRS RETREAT KALIMPONG

An ideal retreat for nature  
lovers



# SINCLAIRS RETREAT KALIMPONG

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

\* Covered Deck



Reception



The terrace adjoining the reception



The Golden Oak - Multicuisine Restaurant



Night View





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



The cottage blocks in the backdrop of the hills



Swimming pool amidst lush green surroundings



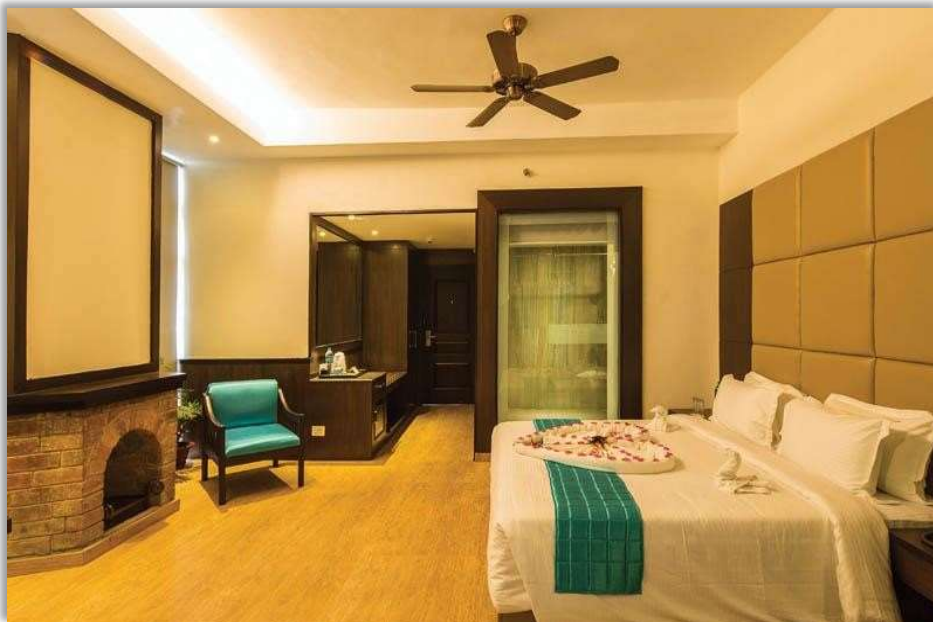
Fitness Centre



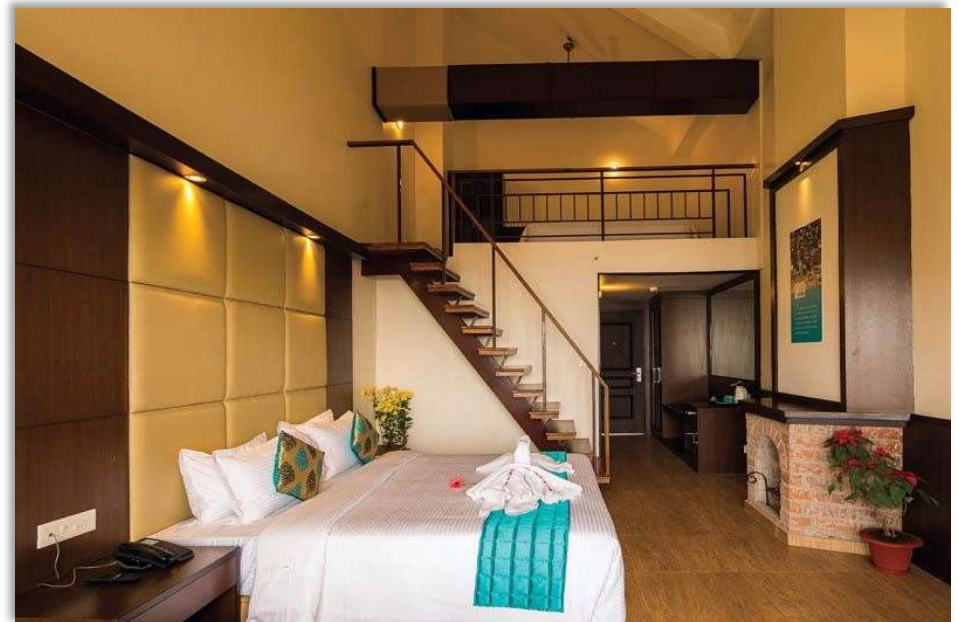
Billiards in the lounge bar



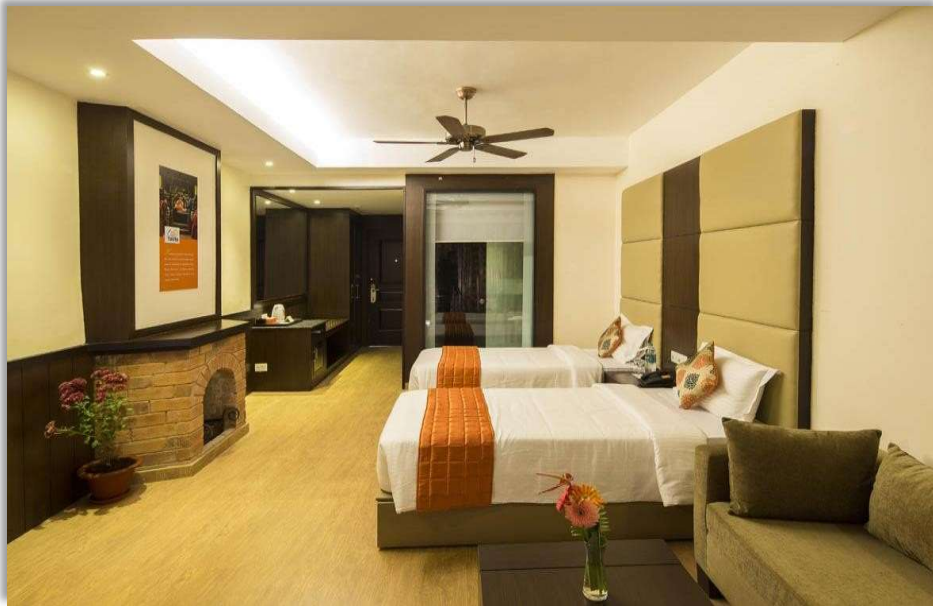
Premier Room with a private balcony



Premier Plus Room



Premier Room with attic – perfect for a family



Premier Room with twin beds



Luxury suite's bedroom



Luxury suite's spacious living room



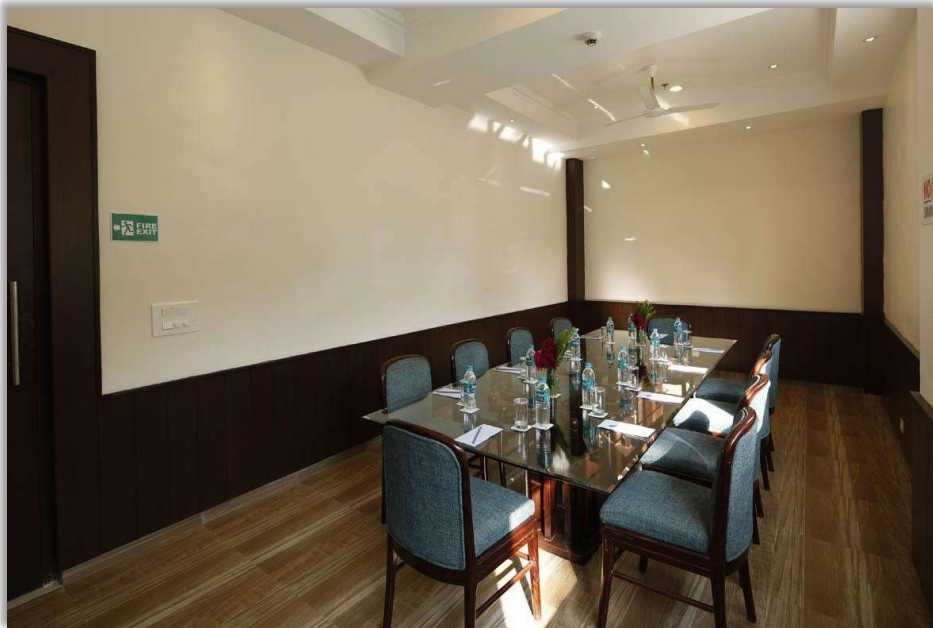
Wooden Cottage Room built out of recycled wood



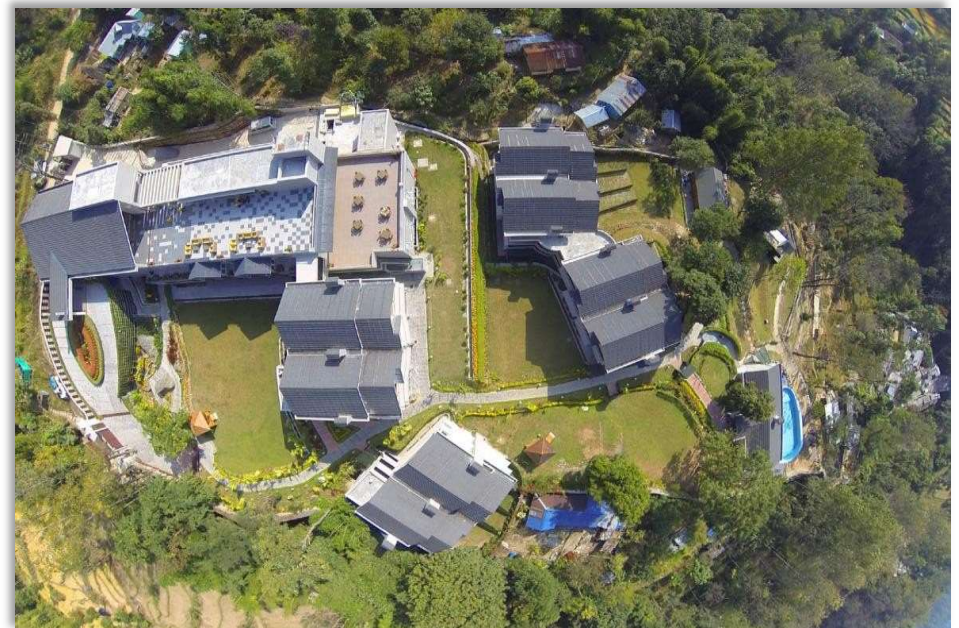
The Orchid I and II - Conference Hall



The Fern - Conference Hall



The Juniper - Meeting Room/Board Room



An aerial view of the Retreat



# SINCLAIRS RETREAT OOTY

Nestled in the Nilgiris



# SINCLAIRS RETREAT OOTY

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

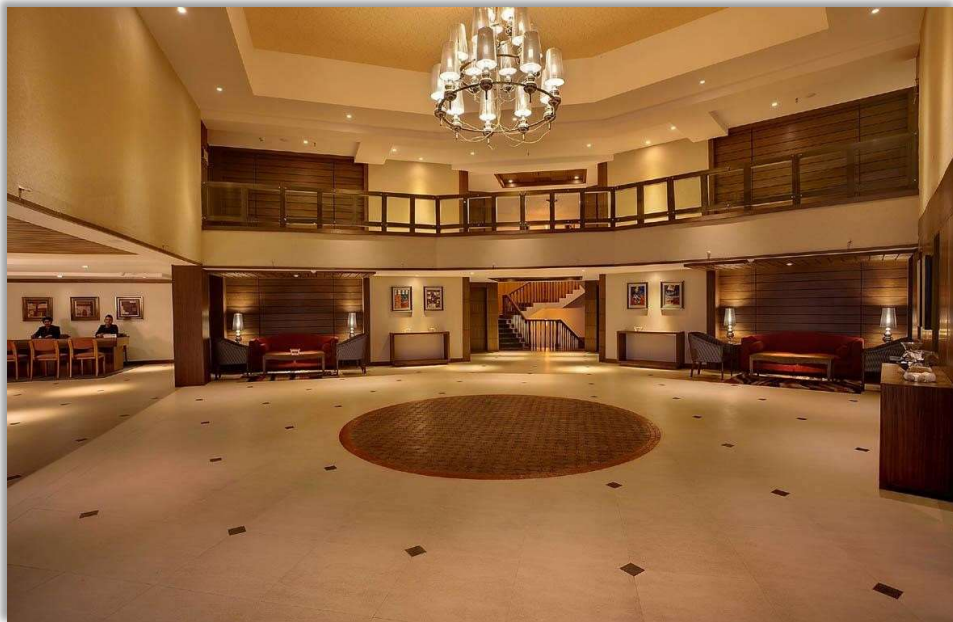
\*\* 6 rooms in 2 Villas



Ootacamund's highest located hotel



Façade - Night View



Expansive Lobby



Majestic view of sunset from hotel view of balcony



Coffee Shop



The Spanish Bar



Multicuisine Restaurant



Indoor Games Arena with Library





The Library – Unwind with your favorite book



Tic Tac Toe – A Vibrant Entertainment Zone



Deluxe Room



Premier Room



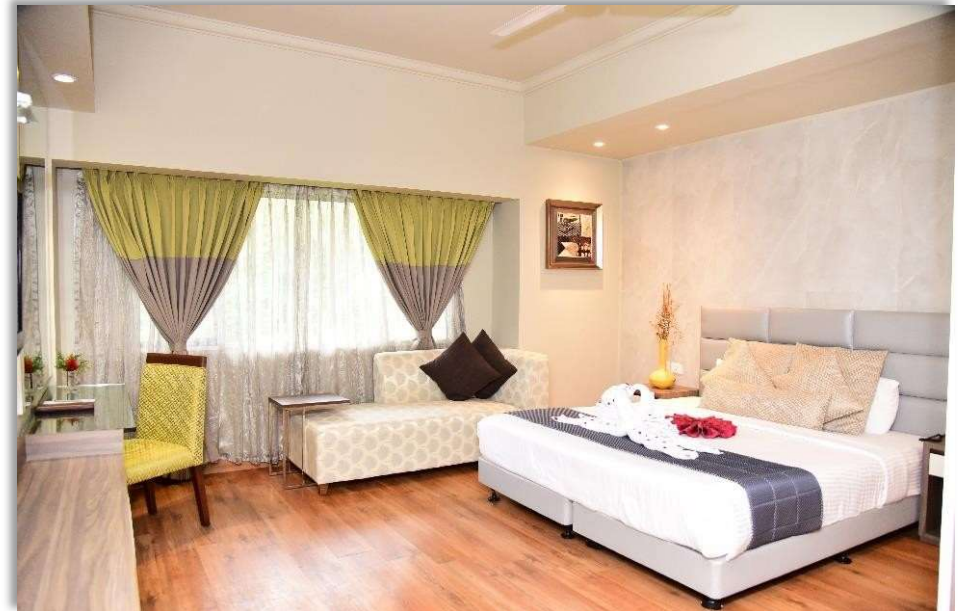
Suite Room



Nilgiris Suite



The Regal Room - large banquet hall



Superior Room



The Windsor Room – Conference hall



The Windsor Room – Conference hall



The three level landscaping with a panoramic view



The Terrace



# SINCLAIRS BAYVIEW PORT BLAIR

In Waves of Delight



# SINCLAIRS BAYVIEW PORT BLAIR

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 category:	
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



Breathtaking view of the sunset



Alto Espirito – Spanish Bar



Multicuisine Restaurant



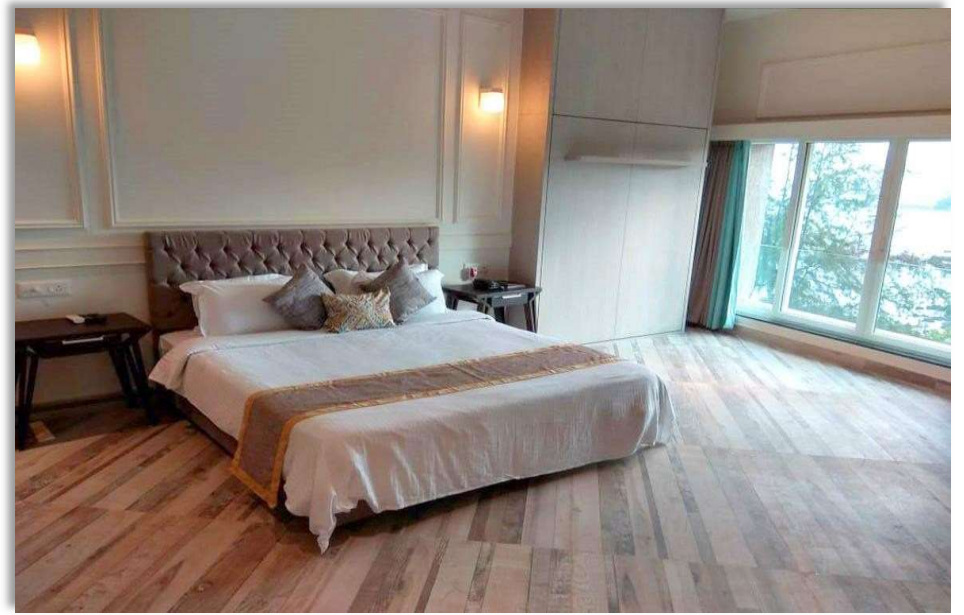
The Deck



The Deck with garden



Premier Room



Premier Family Suite



Premier Attic Room



Valentine Room



Forum- Conference Hall



Infinity Swimming Pool





# SINCLAIRS SILIGURI

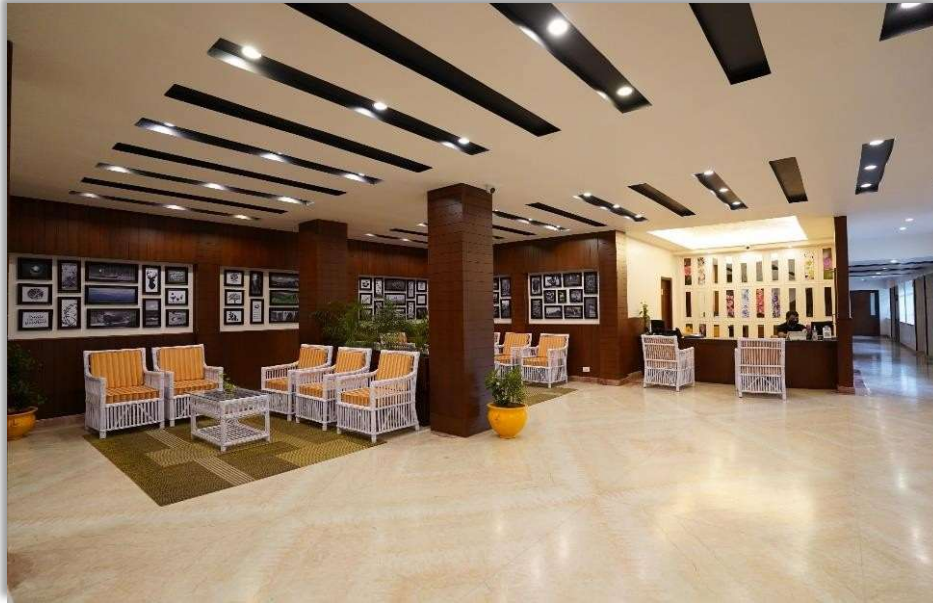
The best address in town



# SINCLAIRS SILIGURI

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

\* Covered Deck



Lobby



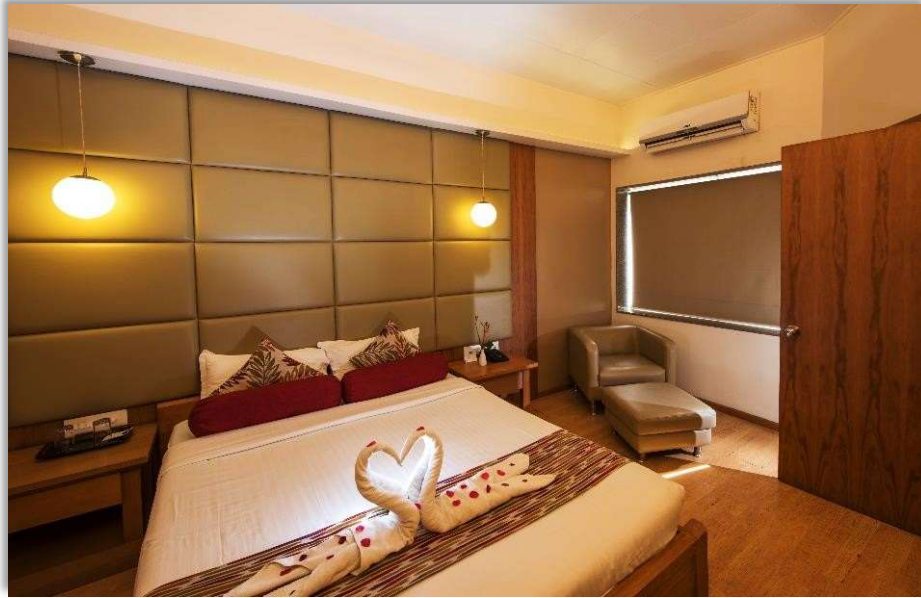
Lobby



Restaurant Deck area



The Palms - Multicuisine Restaurant



Premier Room



Premier Suite



Garden Suite



Garden Suite



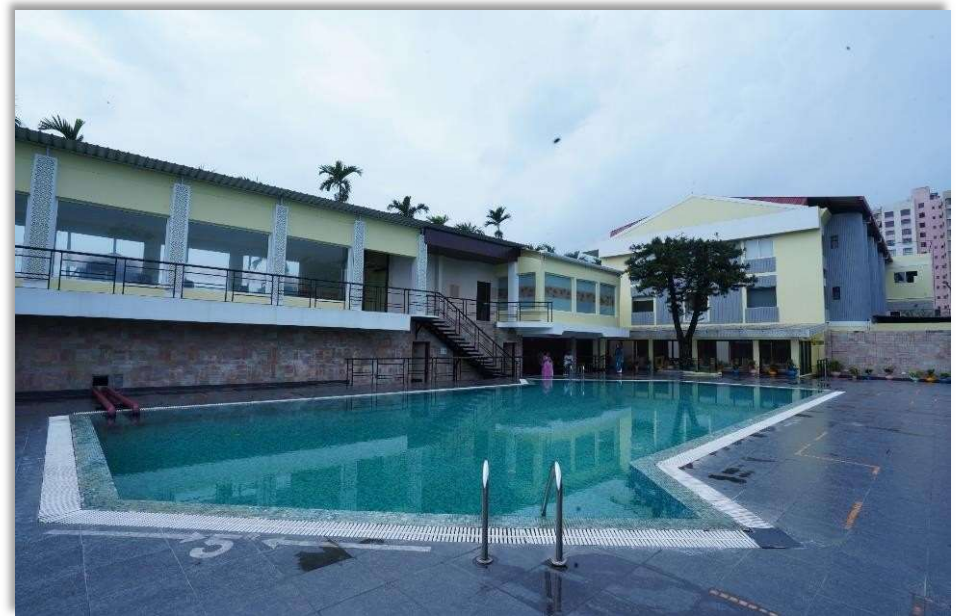
Premier Twin Room



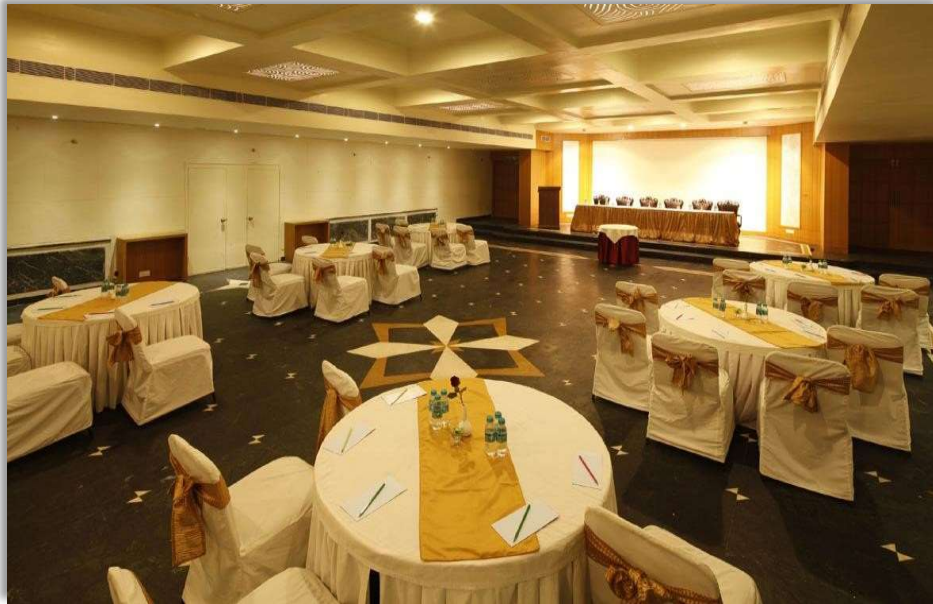
Sinclairs Spa



The Gym



The Pool



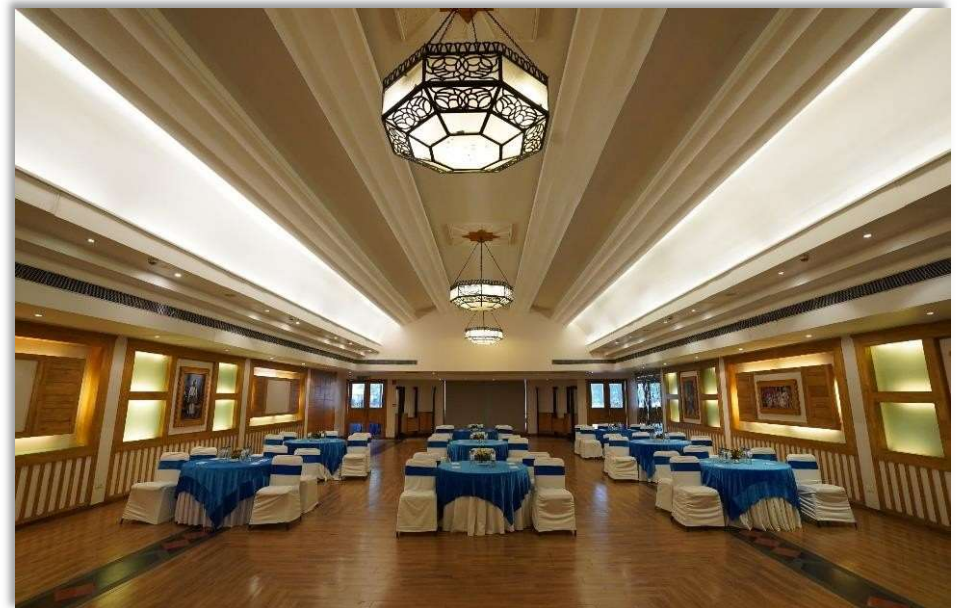
The Imperial - large Conference Hall



The Regency - Conference Room



The Summit - another Conference Room



The Darbar - large Banquet Hall



# SINCLAIRS GANGTOK

Paradise of the north east



# SINCLAIRS GANGTOK

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 category:	
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



Lobby



Guras Bar & Lounge



Magnolia - Multicuisine Restaurant



Premier Room



Premier Suite



Deluxe Room



Valentine Room



Infinity Swimming Pool



View from the Hotel



Jasmine Hall



The Cherry Hall



# SINCLAIRS YANGANG

Enchanting views of  
the Maenam Hills



# SINCLAIRS YANGANG

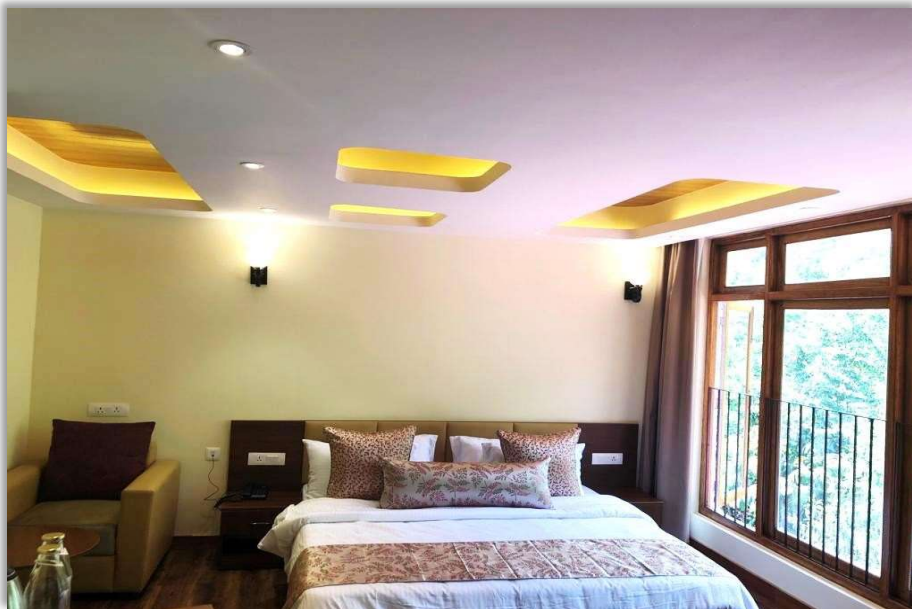
Ownership – Freehold/ Leasehold	10 years lease
Land Area (in acres)	1
Built-up Area (in sq ft)	
Year of property completion	2022
# Room & Sizes for each category:	
Premier # Rooms	6
Size (sq ft)	168-196
Premier with Balcony # Rooms	3
Size (sq ft)	195
Premier Plus	3
Size (sq ft)	323
Deluxe Triple Room	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



Premier Plus Room



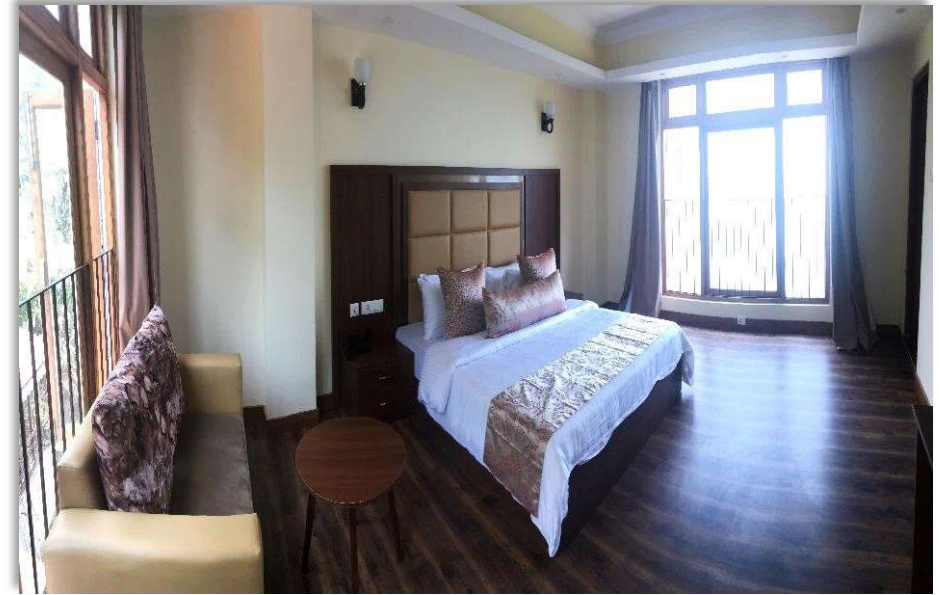
Deluxe Triple Bed Room



Premier Room



Senior Suite Room



Junior Suite Room



Lobby



Reception



Restaurant



Meeting Area



Sitting Area



View from Hotel





## SINCLAIRS HOTELS LIMITED

### Registered Office Address

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