

December 1, 2021

BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai 400 001 The Secretary
The Calcutta Stock Exchange Ltd
7, Lyons Range
Kolkata 700 001

Dear Sir,

Sub: Sinclairs Hotels Limited: Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed investor presentation.

Thanking you, Yours faithfully,

Srushti Mody Company Secretary

Membership No.: A42255

Encl: As above

Regd. Office: Pressman House, 10A Lee Road, Kolkata 700 020, t: 9007540731 e: cs@sinclairshotels.com, CIN: L55101WB1971PLC028152



SINCLAIRS HOTELS LIMITED

Burdwan, Darjeeling, Dooars, Gangtok, Kalimpong, Ooty, Port Blair, Siliguri



Corporate Presentation
December 2021

A Glimpse



Eight exciting destinations. One signature brand.



Sinclairs Burdwan



Sinclairs Darjeeling



Sinclairs Retreat Dooars



Sinclairs Retreat Kalimpong



Sinclairs Retreat Ooty



Sinclairs Bayview Port Blair



Sinclairs Siliguri



Sinclairs Gangtok

Sinclairs Hotels - a unique chain of 8 properties



- Sinclairs is the preferred destination for business and leisure travellers going to Burdwan, Siliguri, Darjeeling, Kalimpong, Chalsa in Dooars, Gangtok, Port Blair and Ooty.
- 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.

The Promoters

Dr Niren Suchanti

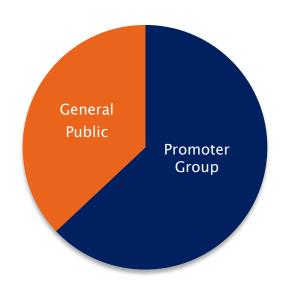
Dr Niren Chand Suchanti is a PhD in Chemical Engineering from the University of Cincinnati, USA. He has 48 years' experience in the field of Industry, Business and Management which includes consultancy assignment in USA.

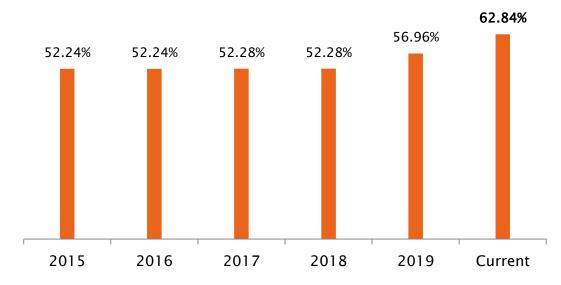
Navin Suchanti

Mr Navin Chand Suchanti is a Honours Graduate in Physics with 46 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 - 62.84% (No shares are pledged)
General Public - 37.16% (Over 10,000 shareholders)

Promoters have increased their 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 28 years

Swajib Chatterjee Chief Operating Officer Working in Sinclairs for last 14 years

Somnath Das

Dy General Manager – Sales Working in Sinclairs for last 13 years Ashis Chatterjee

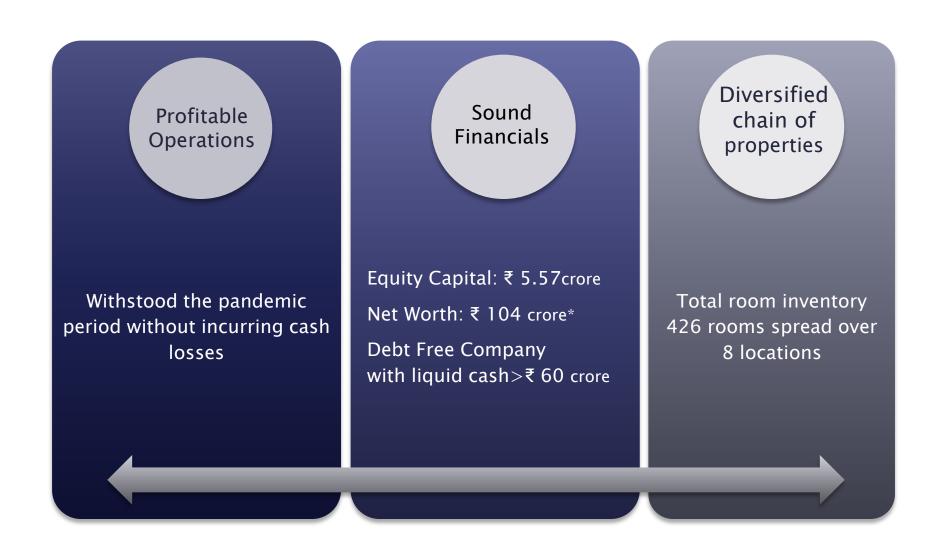
Manager Purchase & Procurement Working in Sinclairs for last 12 years

Rumpa Bhattacharya

Senior Manager Reservations Working in Sinclairs for last 12 years

Our Strengths - Strong financials





Financial Highlights



₹ in lakh

	H1 FY'22	FY '21	FY '20	FY '19	FY '18
Income					
Revenue from Operations	645.78	1727.20	4544.93	4575.23	4591.28
Other Income	253.37	586.68	171.73	383.08	225.91
Total Revenue	899.15	2313.88	4716.66	4958.31	4817.19
Expenditure	965.51	1345.92	2862.60	2797.21	2683.82
EBIDTA	236.34	1021.10	1854.06	2161.10	2133.37
EBIDTA Margin	26.28%	44.13%	39.31%	43.59%	44.29%
Depreciation	249.02	544.80	675.62	752.59	738.27
Finance Cost	53.68	53.14	-	-	_
Profit Before Tax	(66.36)	423.16	1178.44	1408.51	1395.10
Tax	5.77	72.04	229.54	433.82	221.31
Net Profit after Tax	(72.13)	351.12	948.90	974.69	1173.79
Share Capital	557.00	557.00	557.00	557.00	557.00
Other Equity (without Revaluation Reserves)	-	9850.22	9711.72	9159.04	8452.50
Net Worth	-	10407.22	10268.72	9716.04	9009.50
Earnings per Share (₹ 2)	(0.26)	1.26	3.41	3.50	21.07*
Dividend	-	40%	40%	60%	40%
Investments	6108.95	6230.58	5612.50	4808.33	4172.44
*EPS for the year 2018 is at ₹ 10 per share					

The Future Outlook



- •The Company's business was severely impacted by the second wave of the Covid-19 pandemic which began in early April 2021. The restrictions were partially relaxed beginning July 2021 which resulted in slight increase in the movement of tourists and business travellers, but was far below the normal levels during the quarter.
- •The third quarter has started with a strong revival in business and revenues as well as occupancies are almost at pre-pandemic levels. The rapid vaccination drive and easing of travel restrictions for double-vaccinated people has resulted in a surge in leisure travel.
- •The company is actively pursuing opportunities to expand its chain in leisure destinations and talks to acquire a boutique property in Sikkim is in an advanced stage.

• The Company's properties are well maintained with all safety protocols in place.

Status of Kolkata Land



The Company owns one acre of prime freehold land in Rajarhat, New Town, Kolkata.

Earlier plans of setting up a 114-room business hotel has been shelved.

The market value of land has appreciated and it is proposed to unlock this value at a suitable time.

Our footprints

West Bengal:

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

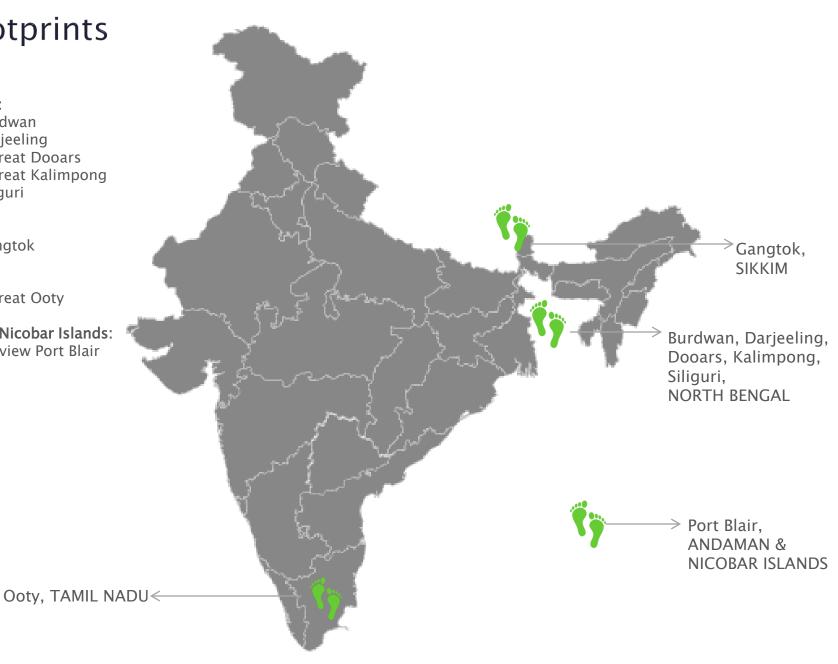
Sikkim:

Sinclairs Gangtok

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.

The present cash surplus exceeding ₹ 60 crore together with cash generated every year will ensure that the company has adequate cash flow for acquisitions without any borrowings.

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

Property wise - Tripadvisor Ranking *



Tripadvisor* Ratings

A reflection of complete focus on guest satisfaction

Burdwan	1 of 10	(4.5 stars)
Darjeeling	2 of 235	(4.5 star)
Dooars	1 of 8	(4 star)
Gangtok	3 of 335	(5 star)
Kalimpong	1 of 49	(4.5 stars)
Ooty	8 of 207	(4.5 star)
Port Blair	7 of 135	(4 star)
Siliguri	7 of 126	(4 star)

^{*} As on 1st December 2021



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	19			
Size (sq ft)	338			
Suite # Rooms	1			
Size (sq ft)	930			
Total No of Rooms	20			
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





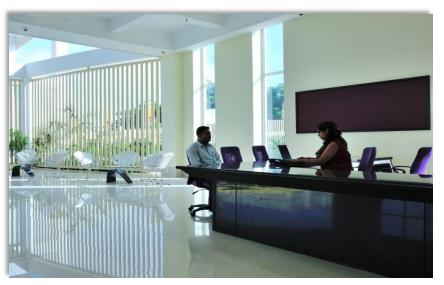
Impressive Façade



Entrance to the Resort



Inside view of the Resort



Front Office







The Palm Terrace - Outdoor



The Palm Terrace



The Saffron : Fine Dining Indian Restaurant





O3: Lounge Bar



Swimming Pool



Gymnasium



Playzone





Library

Premier Room



The Maharaja Suite



Crystal Room: Ideal for meetings





Regal Room - Pre function area



Regal Room



Another view of Regal Room



Twilight view of the property



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

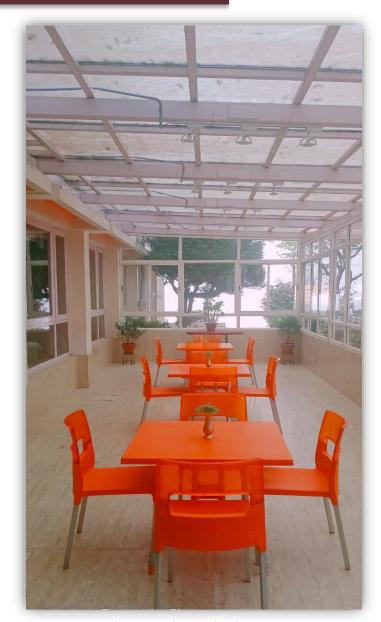


Breathtaking view of hills from balcony of Kanchenjunga room



Family Room





The Outdoor deck



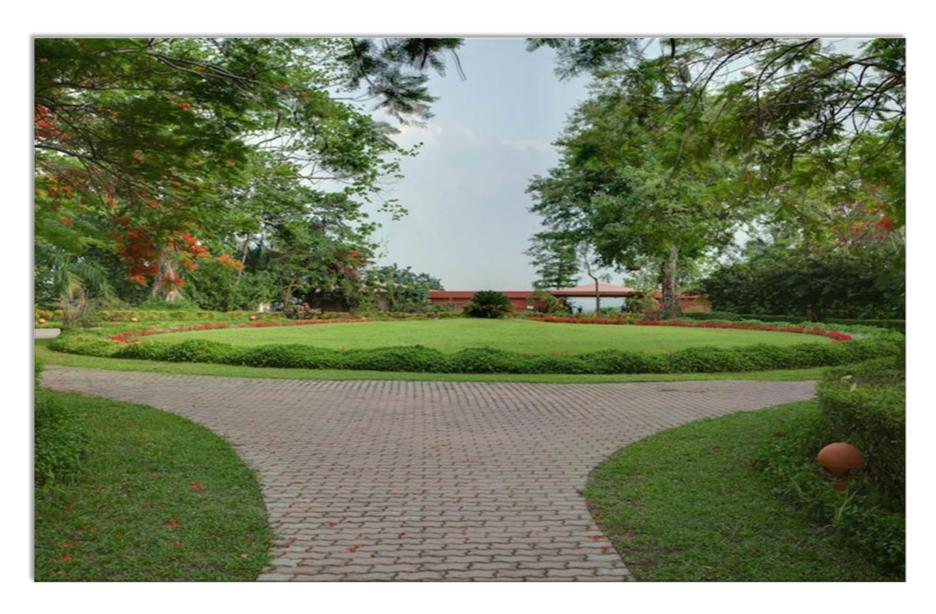
Pagoda in the hotel



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)	5,739	
Power demand	150 KVA	
Power outage trends	Almost zero	

^{*} Covered Deck



Expansive lawns



Scenic lobby



Tree lined pathways



Garden Sit-out





Outdoor Sit-out



The Pavilion



The Palm Terrace - Restaurant & Bar



Outdoor deck





Laya Spa @ Sinclairs



The Spa Area



The Pool



The Kid's Pool







Garden facing Deluxe Room



Deluxe Room



Premier Suite - Burra Sahib Kothi





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

SINCLAIRS RETREAT KALIMPONG



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	

^{*} Covered Deck





Reception



The Golden Oak - Multicuisine Restaurant



The terrace adjoining the reception



The Birch - Coffee Shop





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

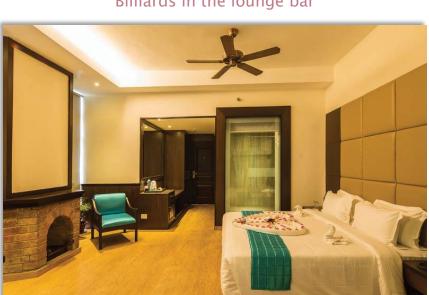


Fitness Centre





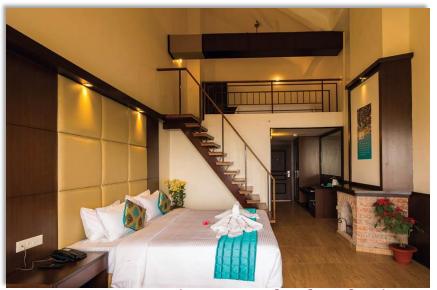
Billiards in the lounge bar



Premier Plus Room



Premier Room with a private balcony



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





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







Multicuisine Restaurant



The Spanish Bar

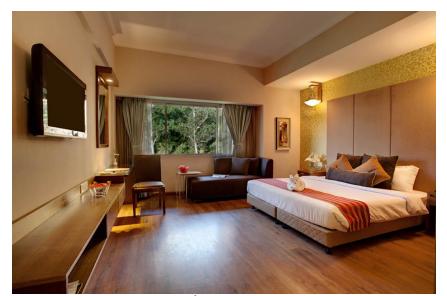


Indoor Games Arena with Library





The Library – Unwind with your favorite book



Deluxe Room



Tic Tac Toe - A Vibrant Entertainment Zone



Premier Room





Deluxe Suite



The Regal Room - large banquet hall



Nilgiris Suite



The Windsor Room - Conference hall





The Windsor Room - Conference hall



The three level landscaping with a panoramic view



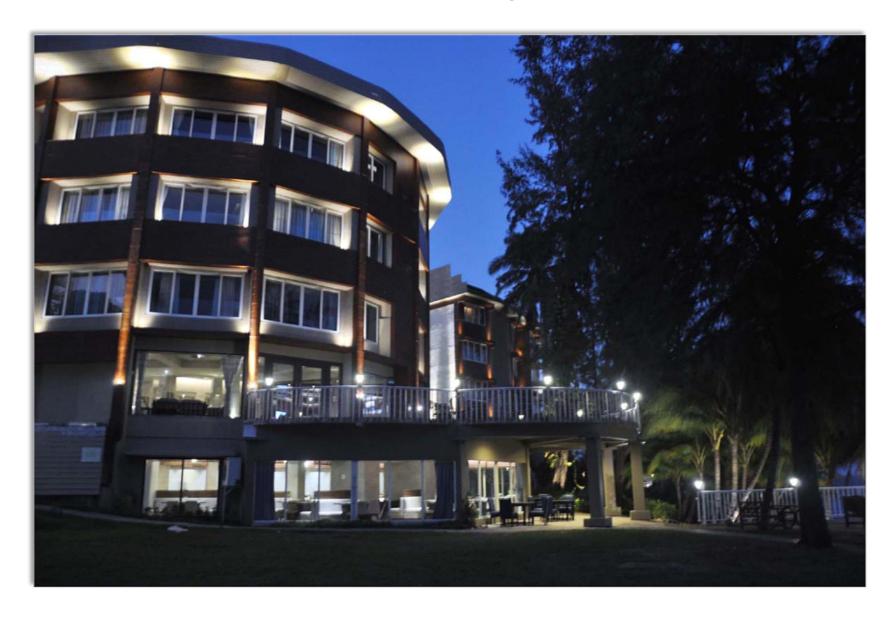
The Lawn



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

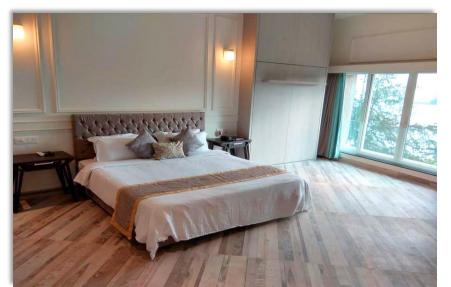




The Deck

The Deck with garden





Premier Room

Premier Family Suite





Premier Attic Room

Valentine Room





The Woodhouse - Conference Hall

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	

^{*} Covered Deck







Lobby



Lobby



Restaurant Deck area

The Palms - Multicuisine Restaurant





Premier Room

Premier Suite





Garden Suite Garden Suite





The Imperial - large Conference Hall



The Summit - another Conference Room



The Regency – Conference Room



The Darbar - large Banquet Hall





The Heritage Garden



Sinclairs Spa



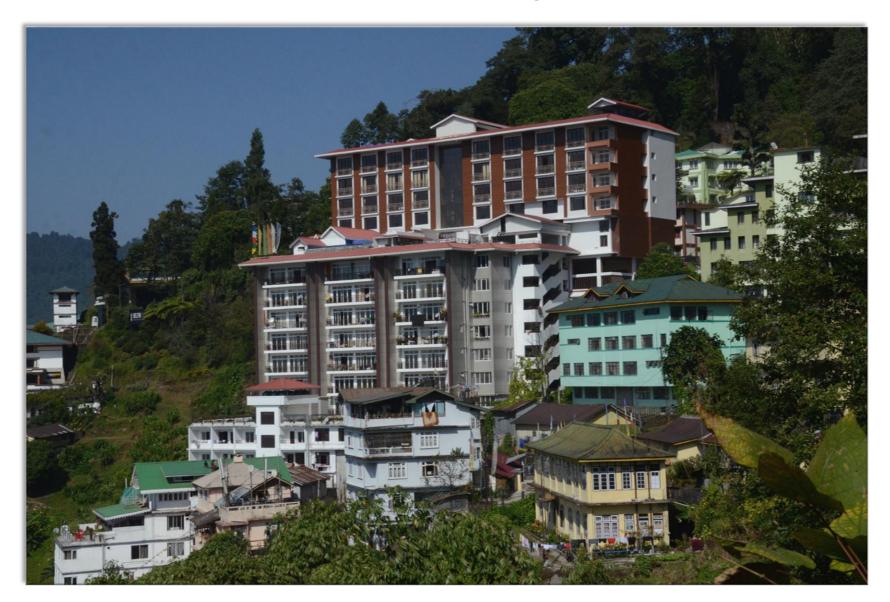
The Gym



The Pool



A new landmark in 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







Guras Bar & Lounge

Magnolia - Multicuisine Restaurant



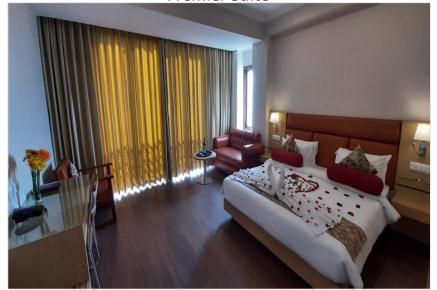




Premier Room



Premier Suite



Deluxe Room

Valentine Room





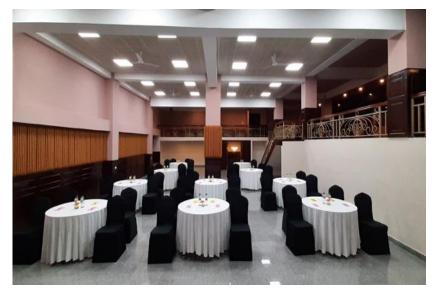
Infinity Swimming Pool



Banquet Seating Area



View from the Hotel



The Cherry Hall



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Website

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