

Presentation to Investors

SINCLAIRS HOTELS LIMITED

The Sinclairs Story

Sinclairs Hotels and Resorts (NSE: SINCLAIR, BSE: 523023) is an Indian hospitality company listed in National Stock Exchange and Bombay Stock Exchange. The chain comprise of ten hotels and resorts in India.

At Sinclairs, we endeavour to blend India's long-standing tradition of heart-felt hospitality with avant-garde facilities and services. The brand consists of intimate sized properties in locations steeped in history - immersing guests into local and traditional cultures.

Our team of professionals are passionate about creating unforgettable memories for our guests.

The Sinclairs Logo



The five petals in the logo signifies the five major seasons – winter, summer, monsoon, spring and autumn.

Our brand colours are yellow and green. Yellow symbolises joyfulness, energy and happiness, whereas green represents nature and is a universal symbol of growth. Together these colours strive for good cheer and forward movement.

Our Mission

"To curate a collection of value hotels that reflect the local culture and provide guests a truly memorable experience"



Our Destinations

Sinclairs currently embraces 10 hotels and resorts, in locations namely, Burdwan, Siliguri, Darjeeling, Kalimpong, Dooars, Gangtok, Ooty, Port Blair and Udaipur.



Burdwan is known as 'rice bowl of India'.It is a historical city in West Bengal known for its rich cultural heritage



Siliguri is a bustling city in West Bengal and serves as a gateway to the popular hill stations of Darjeeling, Kalimpong and Sikkim as well as Nepal, Bhutan and Bangladesh



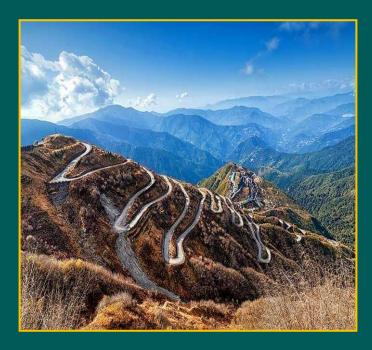
Darjeeling nestled in the heart of the Kanchenjunga mountains, beckons with its misty mountains, aromatic tea gardens and old-world culture, and offers one of the most enchanting views of the third-highest mountain in the world



Kalimpong is a quaint hill town famous for its cheerful flowers. At Kalimpong, you can indulge in absolute serenity, panoramic vistas and unparalleled natural beauty



Dooars is known for its rich wild-life, deciduous forests and rolling tea plantations



Perched on a mountain ridge, Gangtok is a popular family holiday destination in the Northeast and woos travellers with its abundant natural beauty, spirituality and lively cafes



Set against the backdrop of the Blue Mountain range, Ooty or Ootacamund is known for its stunning landscapes, pleasant climate and fragrant eucalyptus forests



Port Blair is an inviting holiday destination round the year and is a base to explore the Andaman Islands. The blue sea, rain forests and clean tropical air make it an ideal destination for nature lovers



Udaipur known as the 'City of Lakes' is renowned for its ornate palaces, serene lakes and bustling markets

Our Hotels:

* Sinclairs Burdwan

* Sinclairs Gangtok

* Sinclairs Siliguri

* Sinclairs Retreat Ooty

* Sinclairs Darjeeling

* Sinclairs Bayview Port Blair

* Sinclairs Retreat Kalimpong

* Sinclairs Udaipur

* Sinclairs Retreat Dooars

* Sinclairs Palace Retreat Udaipur (opening shortly)

Our commitment to a sustainable future

We strive to promote positive and sustainable development to ensure a good and clean environment.

- Extensive tree plantation
- Water conservation such as rainwater harvesting
- Replacing traditional incandescent bulbs with energy-efficient LED
- Using organic, locally sourced ingredients to reduce transportation emissions
- Waste reduction through recycling
- Empowering local community



Our Promoters

The two brothers Dr Niren Suchanti and Navin Suchanti, together with their families own 62.66% shares of the company. They have been at the helm of Sinclairs for more than three decades.

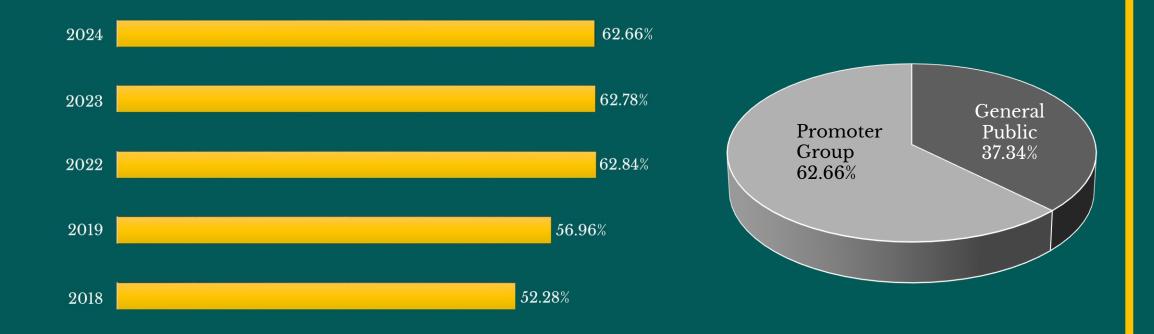
Our Management Team

- Swajib Swapan Chatterjee- Chief Operating Officer
- B L Soni- Chief Finance Officer
- Ashis Kumar Chatterjee- Project & Procurement Manager
- Somnath Das- DGM- Sales
- Rumpa Bhattacharya- Senior Manager (Revenue Management)

Our Operations Managers

- Prantik Sengupta Sinclairs Burdwan
- Arup Sarkar- Sinclairs Retreat Dooars
- Zigme Bhutia- Sinclairs Darjeeling
- Nilavra Sanyal- Sinclairs Gangtok
- Arnab Chakraborty Sinclairs Retreat Kalimpong
- J Senthil Kumar- Sinclairs Retreat Ooty
- Navneet Gupta- Sinclairs Bayview Port Blair
- Samrat Sarkar- Sinclairs Siliguri
- Shubhajit Sen- Sinclairs Udaipur and Sinclairs Palace Retreat Udaipur

High Promoters Stake, Zero Pledge of Promoters' Shareholding



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

The shares are not pledged.

Financial Highlights

					Rs. in lakh
	H1 FY25	FY' 24	FY' 23	FY' 22	FY' 21
Revenue From Operations	2462.94	5587.54	5377.96	3032.37	1727.20
Other Income	661.90	925.05	355.13	400.65	586.68
Total Revenue	3124.84	6512.59	5733.09	3433.02	2313.88
Expenditure	1642.40	3378.42	3195.97	1939.10	1292.78
EBIDTA before exceptional item	1482.44	3134.17	2537.12	1493.92	1021.10
EBIDTA Margin	47.44	48.12%	44.25%	43.52%	44.13%
Depreciation	218.34	487.00	471.00	453.71	544.80
Finance Cost	60.21	104.62	110.58	105.99	53.14
Profit Before Tax	1203.89	2542.54	1955.54	934.22	423.16
Exceptional item	-	-	1888.90	-	-
Tax	294.84	488.35	721.24	221.50	72.04
Net Profit After Tax	909.05	2054.19	3123.20	712.72	351.12
Share Capital	1025.20	1025.20	543.00	557.00	557.00
Other Equity					
(excluding revaluation reserve)	9356.44	9356.44	11962.37	10347.62	9850.22
Net Worth	10381.64	10381.64	12505.37	10904.62	10407.22
Earning Per Share (₹ 2)*	1.77	3.88*	11.43	2.56	1.26
Dividend	_	50%*	75%	50%	40%
Investment	7771.18	7181.81	9202.03	6976.90	6230.58

Our Unique Strengths

High Profit Margin

	EBIDTA Margin	Net Profit Margin
H1 FY 2024-25	47%	29%
FY 2023-24	48%	32%
Five years average	46%	34%

Consistent Growth

Sales Growth 3-year CAGR: 47.91%

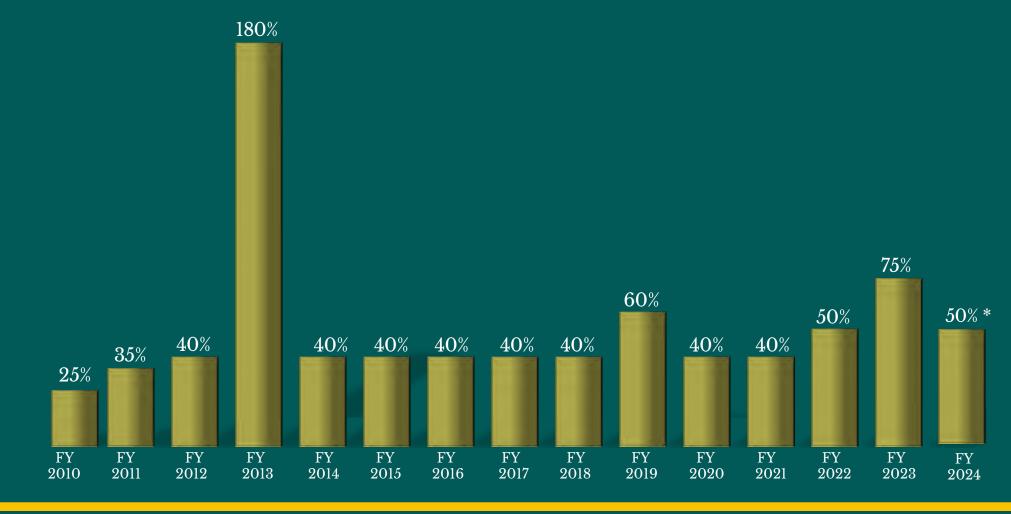
Profit Growth 3-year CAGR: 80.20%

Price Earnings Ratio: 26.01 (Industry average 73.29)

Return on Equity: 17.42% (as on 31st March 2024)

Consistent dividend since last 14 years

Total dividend paid by the Company utilising its General Reserves Rs. 4783.41 lakh



^{*} On expanded capital after 1:1 bonus

Buyback of Shares

25th October 2023

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. Total payout Rs.30,40,00,000 excluding Company's expenses for the Buyback and tax.

27th April 2022

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. Total payout Rs.10,01,00,000 excluding Company's expenses for the Buyback.

17th October 2013

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. Total pay-out Rs.19,31,36,580 excluding Company's expenses for the Buyback.

1:1 BONUS ISSUE

30th January 2024

2,56,30,000 Bonus Equity Shares of Rs. 2 each in the ratio of 1:1 out of its free reserves created out of profits issued and allotted to the shareholders.

REWARD TO SHAREHOLDERS

The Company has rewarded its shareholders with Rs.107.55 crore in form of payment of dividend and buyback of shares since year 2009.

Plimsoll

The 2025 edition of the Plimsoll Report on Indian Hotels and Resorts examines the latest results achieved by the 287 leading companies in Indian market and gives interesting thoughts on market trends over the next 12 months.

Findings from the report of the 287 leading companies in the market:

Sinclairs is one of the most profitable in the Indian market.

Sinclairs has achieved a strong performance rating.

Sinclairs is among the companies with the lowest risk of failure.

Our plans ahead

- ✓ Expanding footprints in new states
- ✓ Present Room Inventory 486 keys
- ✓ Further addition in FY 24-25 95 keys
- ✓ Expected additions in FY 25-26 Around 200 keys
- ✓ Target to achieve an inventory of 1000 rooms by FY 26-27

Tripadvisor Ranking- consistently high standards of service

Burdwan	1 of 9	4.5 stars
Darjeeling	2 of 322	4.5 stars
Dooars	1 of 8	4.5 stars
Gangtok	22 of 532	5 stars
Kalimpong	1 of 58	5 stars
Ooty	22 of 283	4.5 stars
Port Blair	11 of 177	4 stars
Siliguri	7 of 156	4 stars

Ranking as on 31st October 2024

Tripadvisor- Awards of excellence















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
No. of Covers	42 + 28*
Bar (sq ft)	1050
No. of Banquets	3

^{*} Covered Deck



One of the most renowned hotels in the region



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

^{*} Covered Deck



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 ca	
Deluxe# Rooms	25
Size (sq ft)	227
Premier # Rooms	20
Size (sq ft)	254
Suite	
Size (sq ft)	486
Room with terrace	
Size (sq ft)	325
Total No of Rooms	47
No. of additional rooms possible	No
Restaurant Size (sq ft)	987 + 432*
No of covers	46 + 12*
Coffee Shop / Barb Q (sq ft)	224
Lounge with Bar (sq ft)	485
No. of Banquets	1
Size (sq ft)	1,000

* Covered Deck



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 cat	
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

^{*} Covered Deck



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 ea	ach 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

^{*} Covered Deck





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	
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	2
Size (sq ft)	2,240+600

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

** Open Deck





SINCLAIRS RETREAT OOTY

Ownership - Freehold/ Leasehold	Freehold
Land Area (in acres)	, I
Built-up Area (in sq ft)	70,184
Year of property completion	2004
# Room & Sizes for each cate	
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

^{*} Covered Deck

^{** 6} rooms in 2 Villas





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 categ	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
Restaurant (sq ft)	2000
No of covers	75
No. of Banquets	1
Size (sq ft)	1,734





SINCLAIRS UDAIPUR

Ownership - Freehold/ Leasehold	9 years lease
Land Area (in acres)	0.34
Built-up Area (in sq ft)	27000
Year of property completion	2024
# Room & Sizes for each	category:
Queen # Rooms	16
Size (sq ft)	172-200
Premier # Rooms	36
Size (sq ft)	290
Premier Suite # Rooms	2
Size (sq ft)	410
Premier Family# Rooms	2
Size (sq ft)	410
Total No of Rooms	56
No. of additional rooms possible	No
Restaurant Size (sq ft)	950
No of covers	50
No. of Banquets	1
Size (sq ft)	3500



SINCLAIRS HOTELS LIMITED CIN: L55101WB1971PLC028152



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Website- www.sinclairshotels.com

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