



  
**SINCLAIRS**  
HOTELS *and* RESORTS

## CORPORATE PRESENTATION

AUGUST 2022



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



Nine Exciting  
destinations.  
One signature brand



# A Glimpse



Sinclairs Burdwan



Sinclairs Retreat Kalimpong



Sinclairs Siliguri



Sinclairs Darjeeling



Sinclairs Retreat Ooty



Sinclairs Gangtok



Sinclairs Retreat Dooars



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

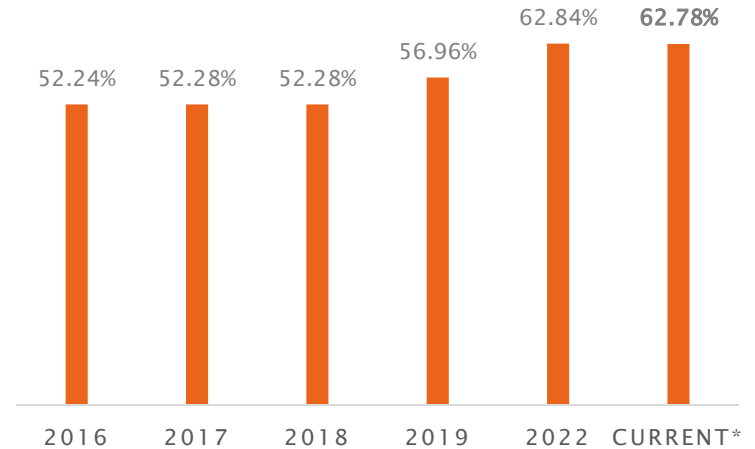
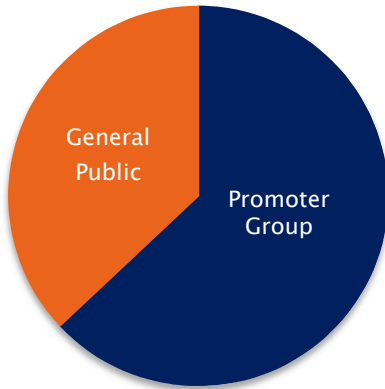
## **Dr Niren Suchanti**

Dr Niren Chand Suchanti is a PhD in Chemical Engineering from the University of Cincinnati, USA. He has 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 – 62.78% (No shares are pledged)  
General Public – 37.22 (Over 12,000 shareholders)

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

## Stable and experienced Core Management Team

**B L Soni**

Chief Financial Officer

Working in Sinclairs for last 31 years

**Swajib Chatterjee**

Chief Operating Officer

Working in Sinclairs for last 15 years

**Somnath Das**

Dy General Manager – Sales

Working in Sinclairs for last 14 years

**Ashis Chatterjee**

Manager Purchase & Procurement

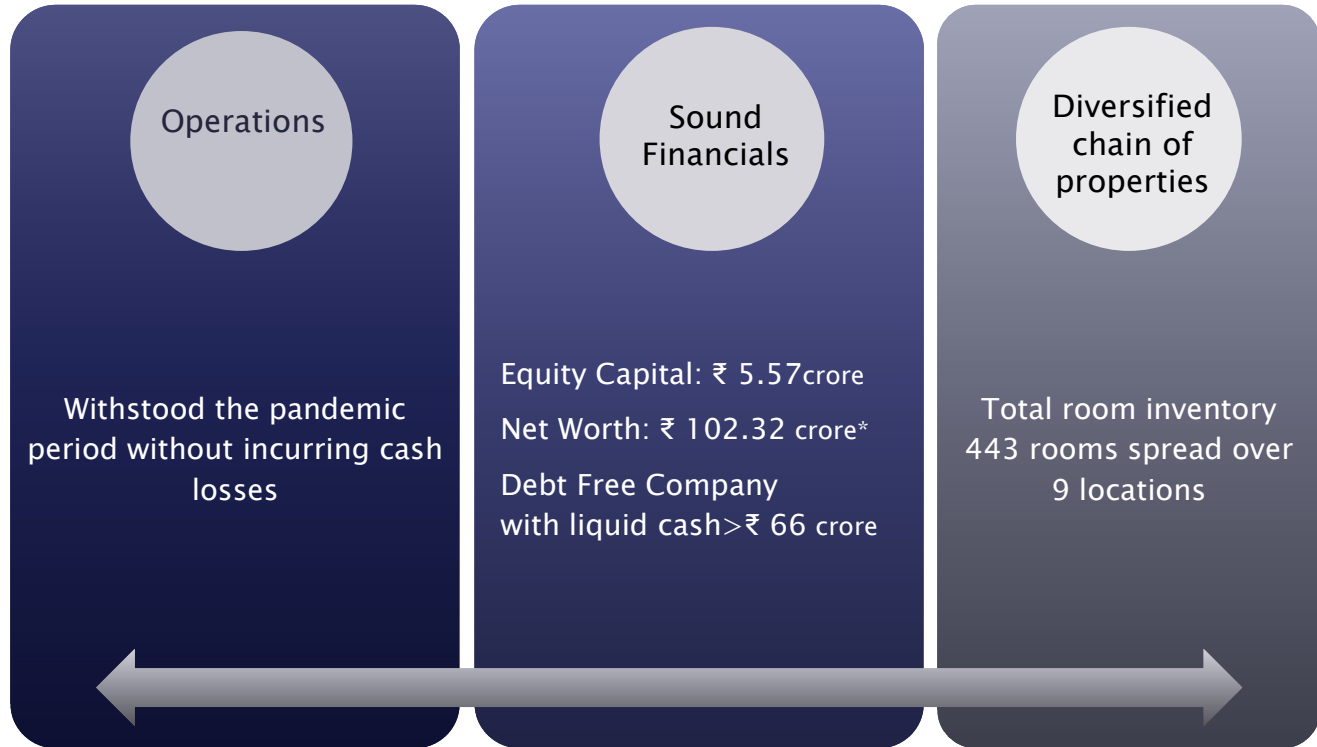
Working in Sinclairs for last 13 years

**Rumpa Bhattacharya**

Senior Manager Reservations

Working in Sinclairs for last 14 years

# Our Strengths – Strong financials



\* As on 30<sup>th</sup> June 2022



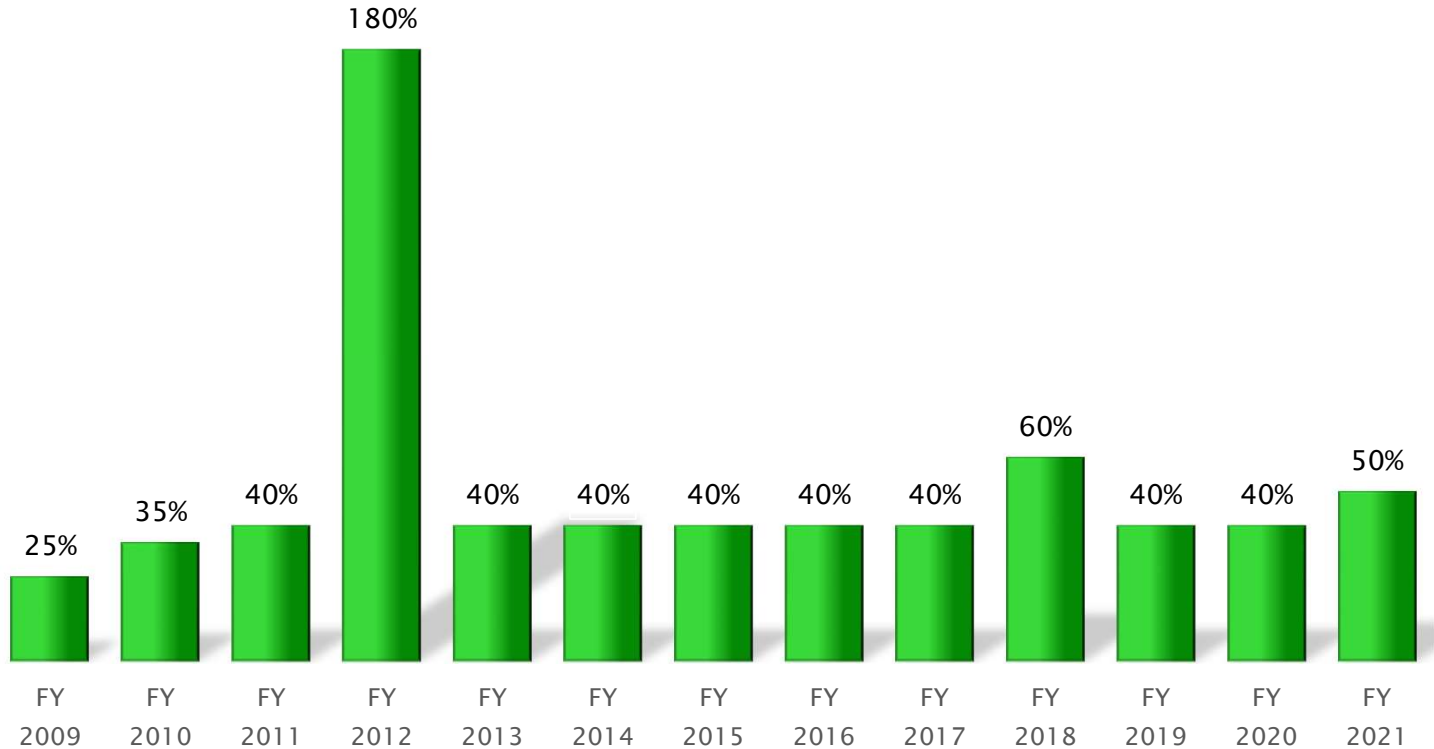
# Financial Highlights

	Q.E. June'22	FY' 22	FY' 21	FY' 20	FY' 19
Revenue From Operation	1833.43	3032.37	1727.20	4544.93	4575.23
Other Income	34.65	400.65	586.68	171.73	383.08
Total Revenue	1868.08	3433.02	2313.88	4716.66	4958.31
Expenditure	977.72	1939.10	1292.78	2862.60	2797.21
EBIDTA	890.36	1493.92	1021.10	1854.06	2161.10
EBIDTA Margin	47.66%	43.52%	44.13%	39.31%	43.59%
Depreciation	106.95	453.71	544.80	675.62	752.59
Finance Cost	27.87	105.99	53.14	–	–
Profit Before Tax	755.54	943.22	423.16	1178.44	1408.51
Tax	182.97	221.50	72.04	229.54	433.82
Net Profit After Tax	572.57	712.52	351.12	948.90	974.69
Share Capital	557.00	557.00	557.00	557.00	557.00
Other Equity (excluding Revaluation Reserve)	9689.31	10347.62	9850.22	9711.72	9159.04
Net Worth	10232.31	10904.62	10407.22	10268.72	9716.04
Earning Per Share (₹ 2)	2.06	2.56	1.26	3.41	3.50
Dividend	–	50%	40%	40%	60%
Investment	6604.49*	6976.90	6230.58	5612.50	4808.33

\* Value of Investment is post buyback and its related expenses totalling to Rs.12.51 crores.

## CONSISTENT DIVIDEND SINCE LAST 13 YEARS

The total dividend paid by the Company utilising its General Reserves is Rs. 3863.56 lakh



# BUYBACK OF SHARES

## □ 27<sup>th</sup> April 2022

Company announced its second buyback of up to 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 will be 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

Total payout Rs. 10,01,00,000

## □ 17<sup>th</sup> October 2013

Company announced buyback of up to 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


Total payout Rs. 19,31,36,580

## REWARD TO SHAREHOLDERS


The Company has rewarded its shareholders with Rs. 6795.93 lakh in form of payment of dividend and buyback of shares since year 2009.




# The Future Outlook




- After large scale vaccinations in the country, the COVID situation has come down and the tourism industry is slowly coming back to normalcy. The performance in the first quarter is the best ever quarterly performance by the Company.



- Sinclairs Hotels has a programme for on-going refurbishment and renovation by building additional capacities in our existing properties. Work on doubling the capacity of the Dooars property has commenced and expected to be completed by the end of this fiscal year.



- Sinclairs Yangang has commenced operations in May this year. The country's highest ropeway from Yangang to the top of Bhalehunga mountains is being built and will commence operations by October this year. On its opening, Yangang is likely to witness large tourist movement.



- If there are no further disruptions and barring any unforeseen circumstances, the performance of the Company in the current year will be extremely strong. 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:

Sinclair's Burdwan  
Sinclair's Darjeeling  
Sinclair's Retreat Dooars  
Sinclair's Retreat Kalimpong  
Sinclair's Siliguri

## Sikkim:

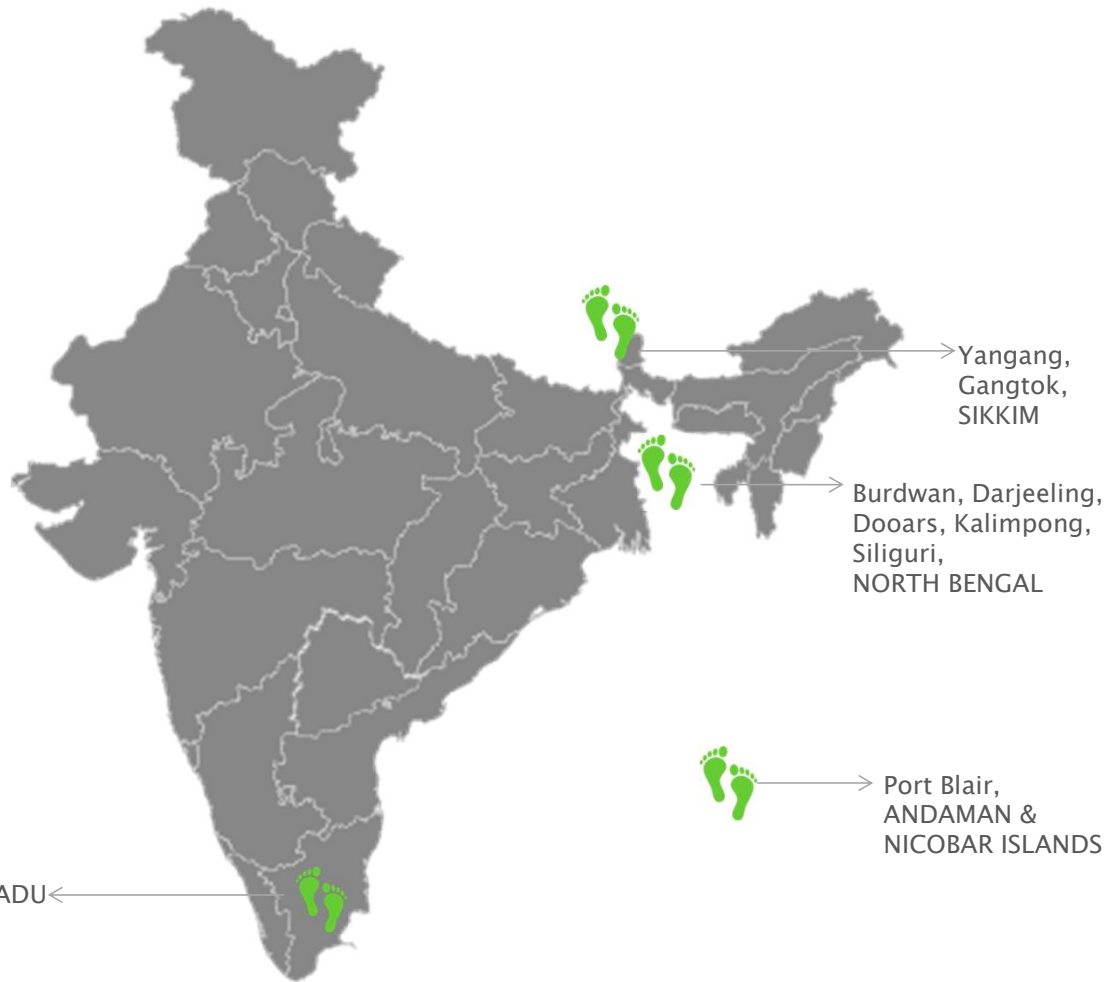
Sinclair's Gangtok  
Sinclair's Yangang

## Tamil Nadu:

Sinclair's Retreat Ooty

## Andaman & Nicobar Islands:

Sinclair's Bayview Port Blair



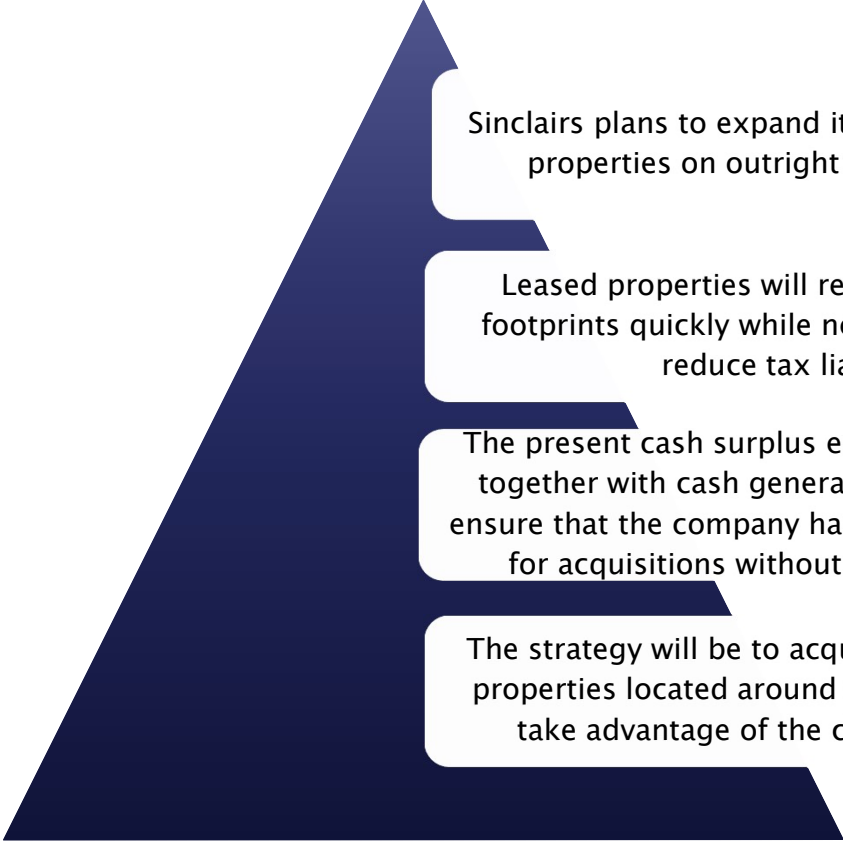
# Our Strengths

## Growth Story





# Future Plans



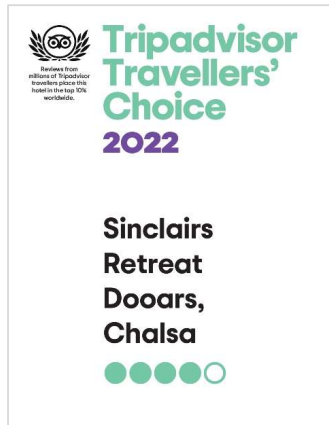
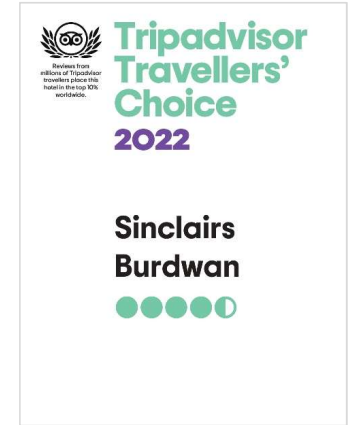
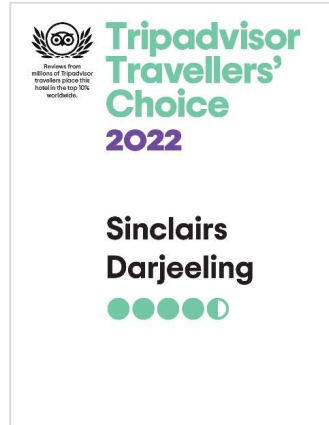
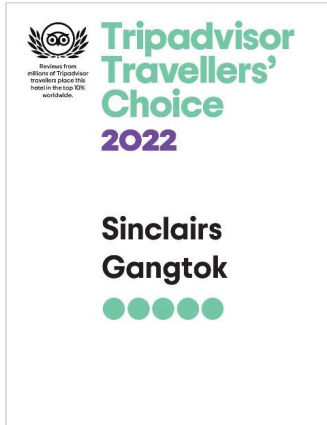
Sinclairs plans to expand its chain by acquiring properties on outright purchase/lease.

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

The present cash surplus exceeding ₹ 66 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.

We are privileged to be amongst **top 10%** of hotels worldwide.  
Seven out of nine properties received  
Tripadvisor Travellers' Choice 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	4 of 257	(4.5 star)
Dooars	1 of 9	(4 star)
Gangtok	7 of 381	(5 star)
Kalimpong	1 of 52	(4.5 stars)
Ooty	14 of 232	(4.5 star)
Port Blair	8 of 142	(4 star)
Siliguri	7 of 135	(4 star)
Yangang	–	(4.5 star)

\* As on 22<sup>nd</sup> August, 2022



# SINCLAIRS BURDWAN

On NH2 – undoubtedly  
the best address in town





# SINCLAIRS BURDWAN

<b>Ownership – Freehold/ Leasehold</b>	<b>30 years lease + renewable as per defined formula</b>
<b>Land Area (in acres)</b>	<b>2</b>
<b>Built-up Area (in sq ft)</b>	<b>60,625</b>
<b>Year of property completion</b>	<b>2015</b>
<b># Room &amp; Sizes for each category:</b>	
<b>Premier # Rooms</b>	<b>19</b>
<b>Size (sq ft)</b>	<b>338</b>
<b>Suite # Rooms</b>	<b>1</b>
<b>Size (sq ft)</b>	<b>930</b>
<b>Total No of Rooms</b>	<b>20</b>
<b>No. of additional rooms possible</b>	<b>Yes</b>
<b>Restaurant Size (sq ft)</b>	<b>1,200 + 2,040*</b>
<b>Coffee Shop / Barb Q (sq ft)</b>	<b>1,394</b>
<b>Bar (sq ft)</b>	<b>105</b>
<b>No of covers</b>	<b>42 + 28*</b>
<b>No. of Banquets</b>	<b>3</b>
<b>Power demand</b>	<b>130 KVA</b>
<b>Power outage trends</b>	<b>Almost zero</b>

\* Covered Deck



Impressive Façade



Entrance to the Resort



Inside view of the Resort



Front Office



Forum – AC Lounge



The Palm Terrace



The Palm Terrace – Outdoor



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





# 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



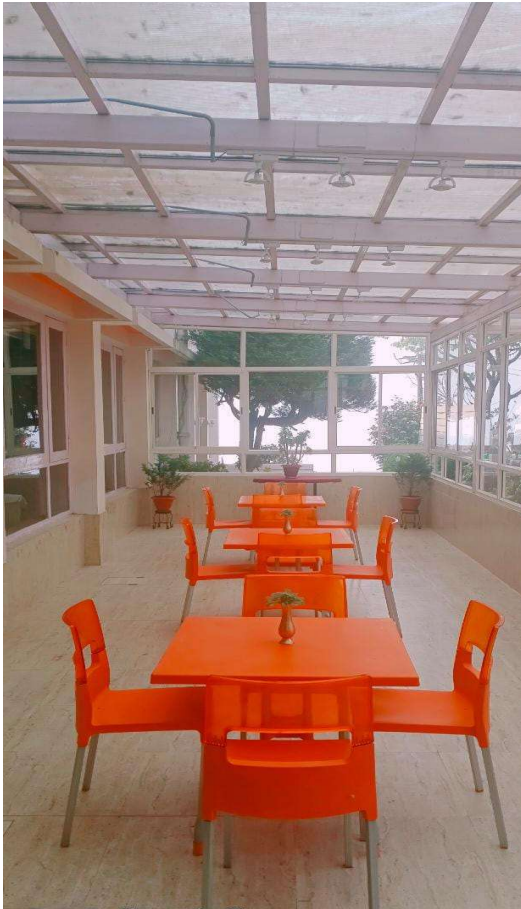
Breathtaking view of hills from balcony of Kanchenjunga room



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

\* Covered Deck



## SINCLAIRS RETREAT DOOARS



Expansive lawns



Tree lined pathways



Scenic lobby



Garden Sit-out



Outdoor Sit-out



The Palm Terrace – Restaurant & Bar



The Pavilion



Outdoor deck

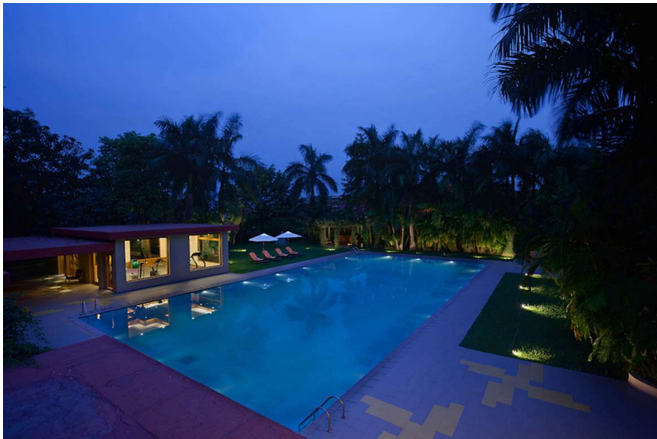




Laya Spa @ Sinclairs



The Spa Area



The Pool



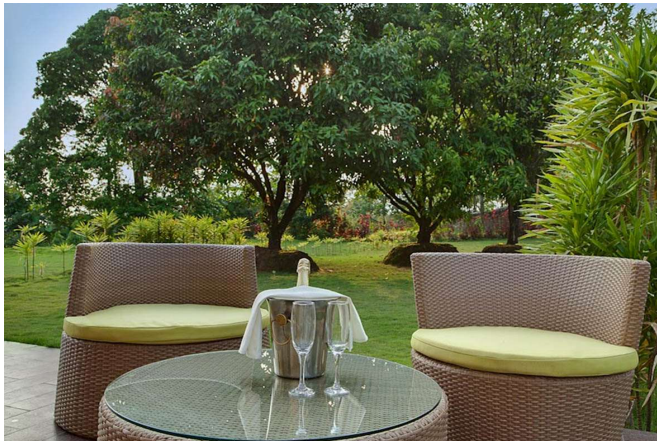
The Kid's Pool



The Library



Deluxe Room



Garden facing Deluxe Room



Premier Suite – Burra Sahib Kothi





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



The Birch – Coffee Shop



Alto Espíritu, 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

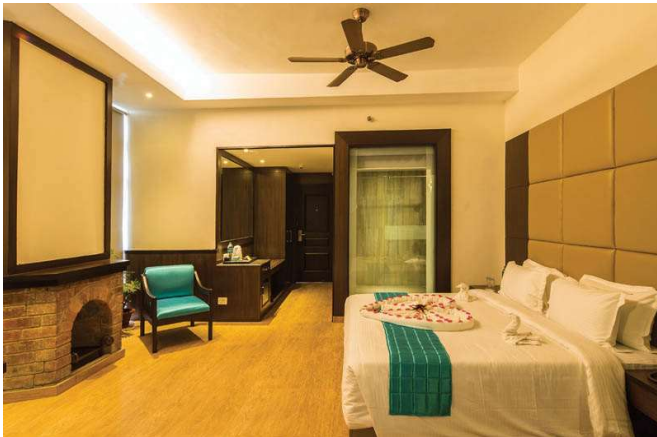




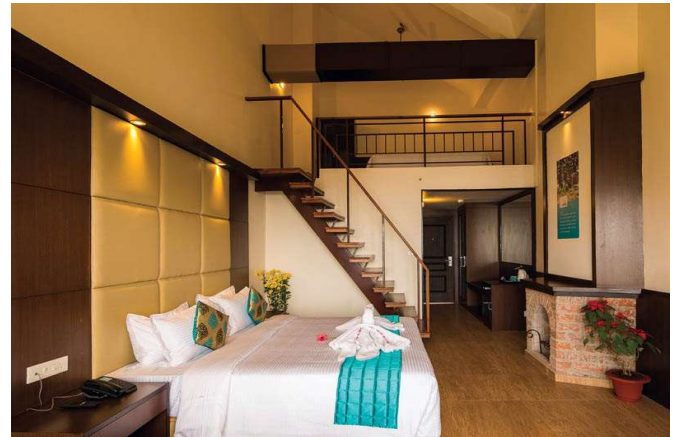
Billiards in the lounge bar



Premier Room with a private balcony

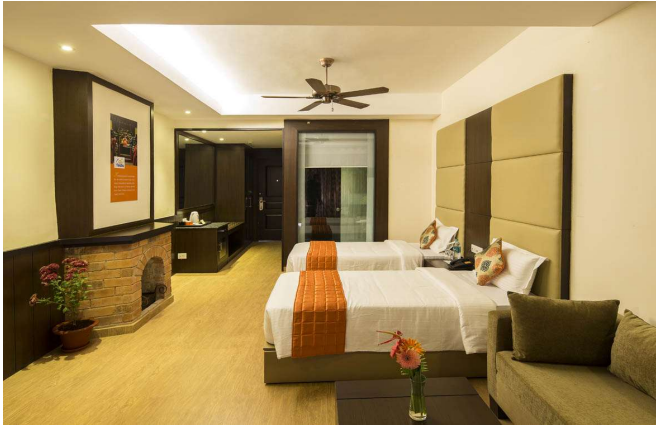


Premier Plus Room



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

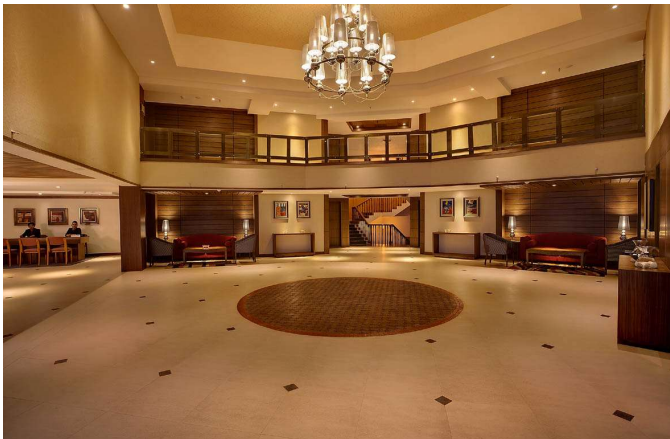
\*\* 6 rooms in 2 Villas



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



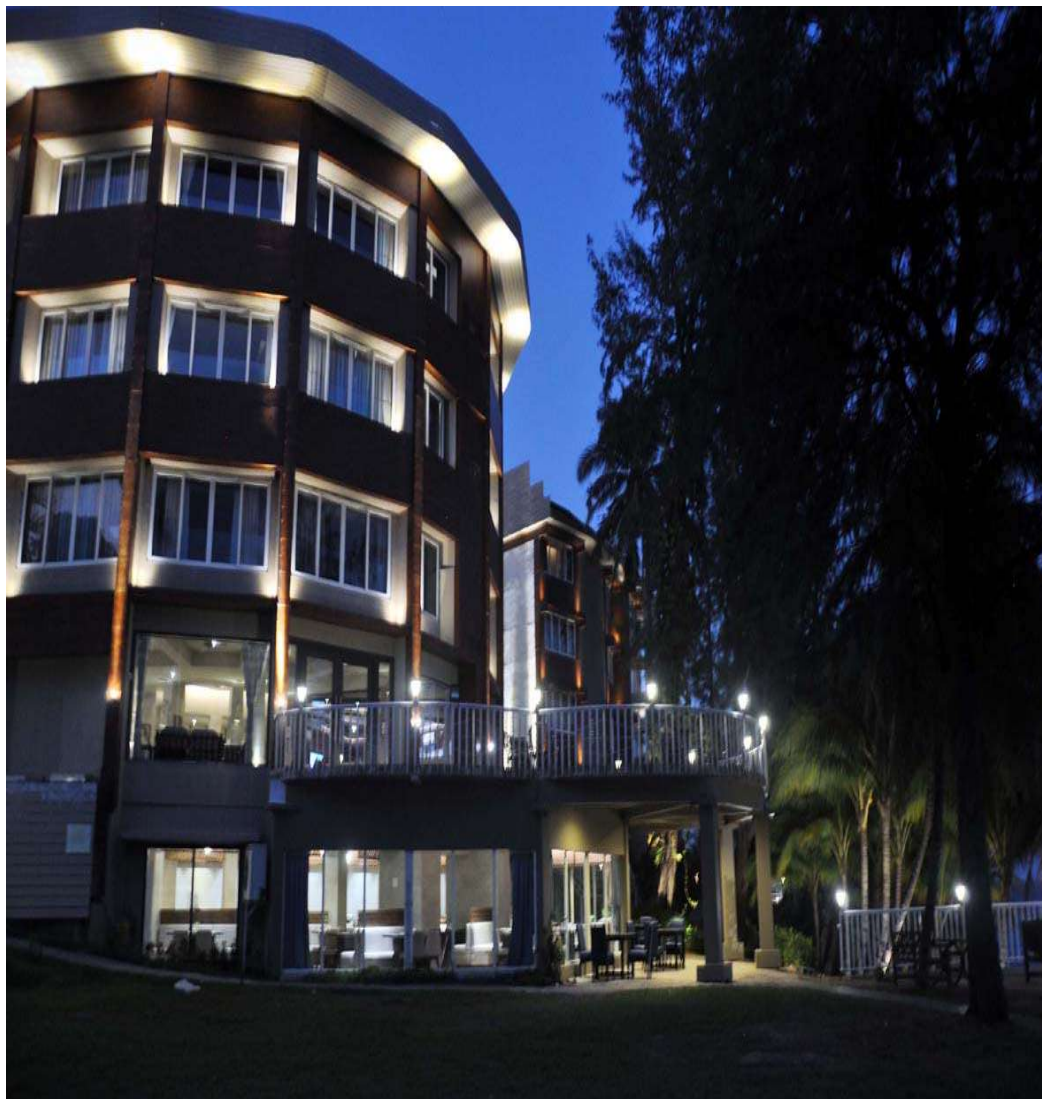
The Windsor Room – Conference hall



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



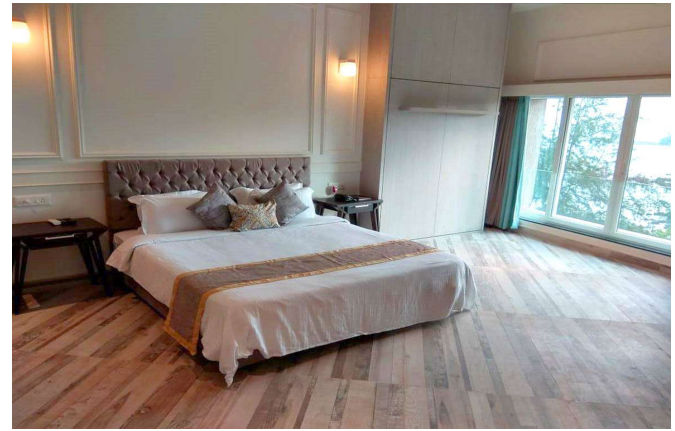
The Deck



The Deck with garden



Premier Room



Premier Family Suite





Premier Attic Room



Valentine Room



The Woodhouse – 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

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

\* Each Family Room is 2-rooms combined making it 8-rooms

\*\* Uncovered Deck





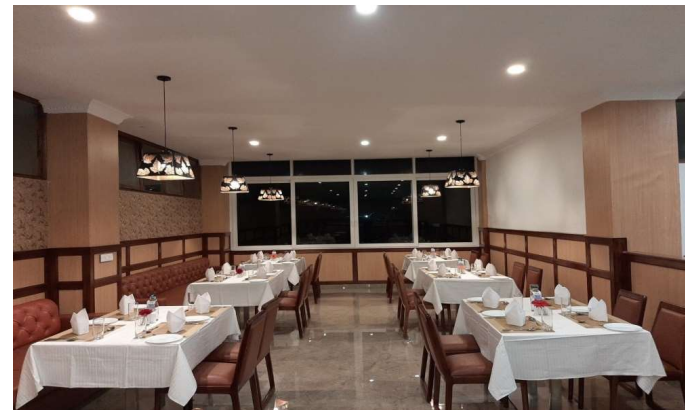
Lobby



Lobby



Guras Bar & Lounge



Magnolia – Multicuisine Restaurant



Premier Room



Premier Suite



Deluxe Room



Valentine Room





Infinity Swimming Pool



View from the Hotel



Banquet Seating Area



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**

147 Block G, New Alipore  
Kolkata 700053

### **Email**

[ir@sinclairshotels.com](mailto:ir@sinclairshotels.com)

### **Website**

[www.sinclairshotels.com](http://www.sinclairshotels.com)

### **Investor Information Website**

[www.sinclairsindia.com](http://www.sinclairsindia.com)