



SINCLAIRS

Presentation to Investors

SINCLAIRS HOTELS LIMITED

20th May 2025

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 endeavor 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 colors are yellow and green.

Yellow symbolizes joyfulness, energy and happiness, whereas green represents nature and is a universal symbol of growth. Together these colors 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, Doars, 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 Siliguri
- * Sinclairs Darjeeling
- * Sinclairs Retreat Kalimpong
- * Sinclairs Retreat Dooars
- * Sinclairs Gangtok
- * Sinclairs Retreat Ooty
- * Sinclairs Bayview Port Blair
- * Sinclairs Udaipur
- * 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 L E D
- 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.

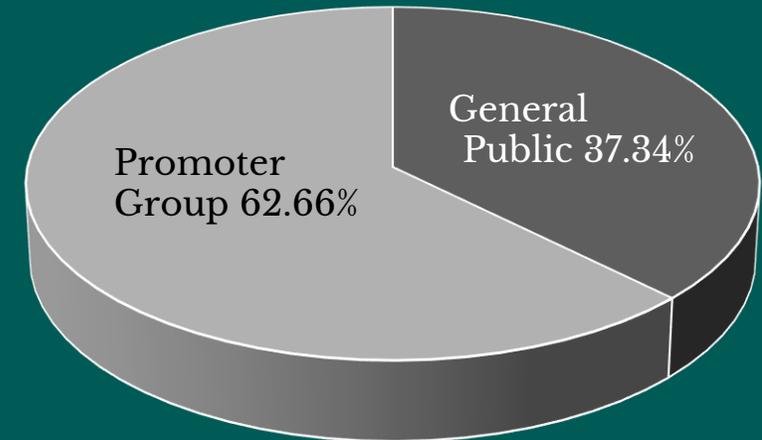
Our Management Team

- Preeti Suchanti Khicha- Vice President
- 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
- Samrat Sarkar - Sinclairs Siliguri
- Sohan Chatterjee- Sinclairs Retreat Dooars
- Zigme Bhutia- Sinclairs Darjeeling
- Prantik Sengupta- Sinclairs Gangtok (Officiating)
- Arnab Chakraborty - Sinclairs Retreat Kalimpong
- Nilavra Sanyal- Sinclairs Retreat Ooty
- Navneet Gupta- Sinclairs Bayview Port Blair
- Shubhjit 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				
	FY' 25	FY' 24	FY' 23	FY' 22	FY' 21
Revenue From Operations	5342.37	5587.54	5377.96	3032.37	1727.20
Other Income	618.99	925.05	355.13	400.65	586.68
Total Revenue	5961.36	6512.59	5733.09	3433.02	2313.88
Expenditure	3510.26	3378.42	3195.97	1939.10	1292.78
E B I D T A before exceptional item	2451.10	3134.17	2537.12	1493.92	1021.10
E B I D T A Margin	41.12%	48.12%	44.25%	43.52%	44.13%
Depreciation	502.76	487.00	471.00	453.71	544.80
Finance Cost	166.88	104.62	110.58	105.99	53.14
Profit Before Tax	1781.46	2542.54	1955.54	934.22	423.16
Exceptional item	-	-	1888.90	-	-
Tax	381.78	488.35	721.24	221.50	72.04
Net Profit After Tax	1399.68	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)	10234.72	9356.44	11962.37	10347.62	9850.22
Net Worth	11259.92	10381.64	12505.37	10904.62	10407.22
Earning Per Share (₹ 2)*	2.73	3.88	11.43	2.56	1.26
Dividend	40%	50%	75%	50%	40%
Investment	7854.00	7181.81	9202.03	6976.90	6230.58

Company's operations in the current fiscal year

- **Decline in Revenue and Profits:**

- Operations at Gangtok, Kalimpong and Darjeeling properties being affected on account of intermittent landslides and floods.
- The initial expenses relating to the new properties in Udaipur and operational losses of Sinclairs Udaipur.
- There will be initial losses on addition of new leased properties and once the operations are fully stabilised, they will contribute to revenue and profits.
- Diminution in value of investments (on account of market conditions). This is notional as the investments are medium term and will appreciate.

Company's operations in the current fiscal year

- **Addition of new properties :**

- **Sinclairs Udaipur** commenced operations on 31st October 2024.
- **Sinclairs Palace Retreat** located in the outskirts of Udaipur will commence operations from June'2025. Spread over 5 acres of land, the property is built like a palace and has a grand banquet hall of 7000 sq.ft.

It will be ideal for destination weddings, social functions and large corporate meetings.

Our Unique Strengths

High Profit Margin

	E B I D T A Margin	Net Profit Margin
FY 2024-25	41%	24%
FY 2023-24	48%	32%
Five years average	44%	27%

Consistent Growth

Sales Growth 3-year C A G R : 20.78 %

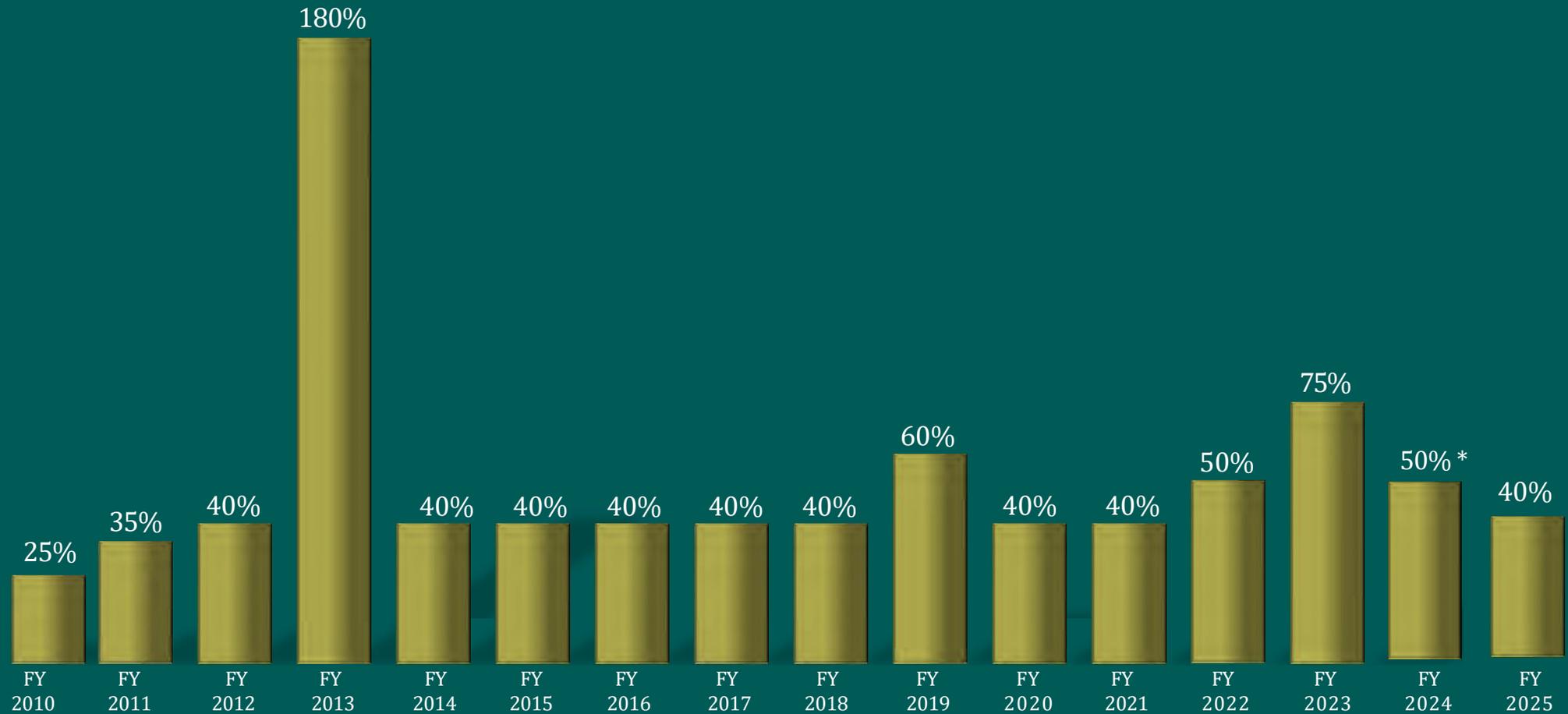
Profit Growth 3-year C A G R : 25.31 %

Price Earnings Ratio: 29.84 (Industry average 86.43)

Return on Equity: 12.53 % (as on 31st March 2025)

Consistent dividend since last 16 years

Total dividend paid by the Company utilising its General Reserves Rs. 5193.49 lakh



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.



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:

Sinclair's is one of the most profitable in the Indian market.

Sinclair's has achieved a strong performance rating.

Sinclair's is among the companies with the lowest risk of failure.

Our plans ahead

- ✓ Expanding footprints in the state of Rajasthan
- ✓ Present Room Inventory of 581 keys is targeted to increase to around 700 rooms by FY 26-27

Tripadvisor Ranking- consistently high standards of service

<i>Burdwan</i>	1 of 5	4.6 stars
<i>Darjeeling</i>	3 of 185	4.6 stars
<i>Dooars</i>	1 of 6	4.5 stars
<i>Gangtok</i>	16 of 261	4.8 stars
<i>Kalimpong</i>	1 of 35	4.8 stars
<i>Ooty</i>	21 of 135	4.3 stars
<i>Port Blair</i>	9 of 113	4.2 stars
<i>Siliguri</i>	4 of 81	4.3 stars
<i>Udaipur</i>	20 of 400	4.9 stars

Ranking as on May 2025

Tripadvisor- Awards of excellence



Booking.com- Awards of excellence

Awarded to
Sinclairs Gangtok

8.3
out of 10

Booking.com
Traveller Review Awards 2025

Awarded to
Sinclairs Retreat Kalimpong

8.1
out of 10

Booking.com
Traveller Review Awards 2025

Awarded to
Sinclairs Burdwan

8.8
out of 10

Booking.com
Traveller Review Awards 2025



SINCLAIRS
BURDWAN

*On NH 2 - undoubtedly
the best address in town*



20th May 2025

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
# R o o m & 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



SINCLAIRS
SILIGURI

*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
# R o o m & 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



SINCLAIRS
DARJEELING
Enchantress of Hills



20th May 2025

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
# R o o m & Sizes for each category:	
Deluxe # Rooms	25
Size (sq ft)	227
Premier # Rooms	20
Size (sq ft)	254
Suite	1
Size (sq ft)	486
R o o m with terrace	1
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



SINCLAIRS RETREAT
KALIMPONG

*An ideal retreat for
nature lovers*



20th May 2025

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
# R o o m & 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

* Covered Deck



SINCLAIRS RETREAT
DOOARS

Nature at its best



20th May 2025

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
# R o o m & 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

* Covered Deck



SINCLAIRS
GANGTOK

Paradise of the north east



20th May 2025

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
# R o o m & 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	2
Size (sq ft)	2,240+600

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

** Open Deck



SINCLAIR'S RETREAT
OOTY

Nestled in the Nilgiris



20th May 2025

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
# R o o m & 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

* Covered Deck

** 6 rooms in 2 Villas


SINCLAIR'S BAYVIEW
PORT BLAIR

In Waves of Delight



20th May 2025

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)	388
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

*A unique hotel in the heart of
the city, ideal for business and
leisure travellers*



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
# R o o m & 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 PALACE RETREAT
UDAIPUR

Where royal charm meets serene comfort



20th May 2025

SINCLAIRS PALACE RETREAT UDAIPUR

Ownership - Freehold/ Leasehold	9 years lease
Land Area (in acres)	5.28
Built-up Area (in sq ft)	75,000
Year of property completion	2025
# Room & Sizes for each category:	
Premier # Rooms	78
Size (sq ft)	317
Premier Plus # Rooms	4
Size (sq ft)	346
Premier Suite # Rooms	8
Size (sq ft)	370
Villa # Villas	5
Size (sq ft)	400
Total No of Rooms	95
No. of additional rooms possible	No
Restaurant Size (sq ft)	2400
No of covers	70
No. of Banquets	2
Size (sq ft)	7604



SINCLAIRS
HOTELS & RESORTS

SINCLAIRS HOTELS LIMITED
CIN: L55101WB1971PLC028152

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