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**HAMMER**

# HOTEL

**Business Review**

An Exclusive Business Magazine for the Hotel Industry

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Managing Revenues

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## Sustainability of Hotels



## Sinclairs Grew During Hard Times

Sinclair's Hotels Limited, which owns and operates hotels and resorts at Siliguri, Darjeeling, Dooars, Ooty and Andamans, has posted revenues of Rs.225.30 million during the last financial year ending 31st March 2014, which was higher as compared to that of Rs.195.94 million during 2012-13, reflecting an increase of 15 percent.

The modest growth in revenues is praiseworthy as it came amidst a very difficult period for the hospitality industry. The gross operating profit of Sinclair's Hotels Limited for the 2013-14 fiscal was Rs 61.50 million as compared to Rs 40.71 million during its previous financial year of 2012-13.

On this occasion, Navin Suchanti, CEO and Managing Director at Sinclair's Hotels Limited, said, "Sinclair's' performance is a reflection of the quality of its products and service at all locations. Our customer-centric approach focuses on delivering outstanding value for money and a truly memorable guest experience. With strong performance of its existing properties and two new properties to be commissioned in the current year, Sinclair's is well poised to post high growth in the year. "

Sinclair's is presently implementing three greenfield projects at Kalimpong, Burdwan and in Kolkata. In a significant development, the company received the final sanction for its 114 room upscale business hotel project on one acre of land, in New Town Rajarhat, Kolkata. Meanwhile, its 48 room and suite luxury resort project in Kalimpong will open in the second quarter of this fiscal year. In addition, the company's Tourist Resort project in Burdwan is in final stages of implementation and will be commissioned during the current fiscal year as well. Both Kalimpong and Burdwan are located in West Bengal.