

Thomas Cook (India) Ltd.  
A Wing, 11th Floor, Marathon Futurex  
N. M. Joshi Marg, Lower Parel  
Mumbai 400 013  
Board No.: +91-22-4242 7000  
Fax No.: +91-22-2302 2864



Travel Smooth  
[thomascook.in](http://thomascook.in)

A FAIRFAX Company

14th February, 2017

The Manager,  
Listing Department  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400 001  
**Scrip Code: 500413**  
**NCRPS Scrip Code: 715022**  
**NCD Scrip Code: 949099, 952673, 952674,**  
**952675**  
Fax No.: 2272 2037/39/41/61

The Manager,  
Listing Department  
**National Stock Exchange of India Limited**  
Exchange Plaza, 5th Floor, Plot No. C/1,  
G Block, Bandra-Kurla Complex, Bandra (E),  
Mumbai – 400 051  
**Scrip Code: THOMASCOOK**  
**NCRPS Scrip Code: Thomas Cook CRNCPS 8.50% 2022**  
**NCD: THC10.52; Thomas Cook 9.37% 2018 SERIES 1,**  
**Thomas Cook 9.37% 2019 SERIES 2 Thomas Cook**  
**9.37% 2020 SERIES 3**  
Fax No.: 2659 8237/38

Dear Sir/ Madam,

Ref: Submission of Information pursuant to Regulation 30(4) of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015.

**Sub: Press Release**

We are enclosing herewith the Press Release dated February 14, 2017 titled: Thomas Cook India Group announces strong Consolidated Results for the Quarter ended December 31, 2016.

This is for your information and records.

Thank you,  
Yours faithfully,  
For Thomas Cook (India) Limited

Amit J. Parekh  
Company Secretary and Compliance Officer

Encl.: a/a

Holidays | Foreign Exchange | Business Travel | Visas | Insurance

Corporate Office: A Wing, 11th Floor, Marathon Futurex, N. M. Joshi Marg, Lower Parel, Mumbai - 400 013.

Registered Office : Thomas Cook Building, Dr. D. N. Road, Fort, Mumbai - 400 001.

Email id: [enquiry@in.thomascook.com](mailto:enquiry@in.thomascook.com) CIN No.: L63040MH1978PLC020717

[www.thomascook.in](http://www.thomascook.in)

## News Release

### Thomas Cook India Group announces strong Consolidated Results for the Quarter ended December 31, 2016

#### Highlights for the Quarter:

- Growth in Income from Operations by 41.7%; EBI&T 59.3%; PBT 116.1%
- Financial Services and Travel Services Growth in Revenue from Operations by 106%
- Quess Revenue growth of 13.3%; EBITDA growth of 40.9%
- Sterling Holidays sees growth in Income from Operations of 13.3%

Mumbai, February 14, 2017: Thomas Cook (India) Ltd. today declared its consolidated Financial Results for the quarter ended December 31, 2016, with an increase in Income from Operations of 41.7% (Rs. 13.7 Bn to Rs. 19.5 Bn); Earnings Before Interest & Tax growth of 59.3% (Rs. 325.2 Mn to Rs. 518.1 Mn); Profit Before Tax growth of 116.1% (Rs. 73.3 Mn to Rs. 158.5 Mn) against the corresponding quarter of 2015.

The nine month period ended December 31, 2016, also registered significant growth with an increase in Income from Operations of 54.4%; PBT growth of 105.8%.

#### Thomas Cook Travel and Financial Services

The combined travel and financial services businesses of Thomas Cook India, SOTC, TCI-Sita and Kuoni Hong Kong, have delivered well with growth in Revenue from Operations by 106% (Rs. 4.2 Bn to Rs. 8.7 Bn) against the corresponding quarter of 2015.

#### Quess Corp Limited

The Company registered another strong Quarter. At the Revenue level it showed a growth of 13.3% from Rs. 9.1 Bn to Rs. 10.3 Bn, and healthy improvements in EBITDA margin of 107 bps to 5.5% with EBITDA increasing to Rs.0.56 Bn in 2016 against Rs. 0.40 Bn in the corresponding quarter of 2015.

#### Sterling Holiday Resorts Limited

The Company's income from operations grew by 13.3% from Rs. 525.3 Mn to Rs. 595.1 Mn despite reduction in discretionary spends due to demonetisation and other regional disturbances; Growth was primarily driven by its Resorts segment with increase of 21% in the room nights sold, 29% in Resort Income and increase in occupancies from 59% to 62% on an increased available room base.

Commenting on the results of the Group, **Mr. Madhavan Menon, Chairman & Managing Director, Thomas Cook (India) Ltd.** said, "*The Demonetisation announcement in the last quarter has seen a very limited impact and as a result of our technology and ecommerce focus over the past few years, actually placed us in an advantageous position to tap into opportunities that the digital economy offers us; including creating a level playing field versus the unorganised sector. We see mid to long term benefit and will continue to invest and focus on these areas going forward. Having planned well in anticipation of the GST changes, our systems and processes across the Group are in readiness for the impending rollout.*"

*"From a macro perspective, the nine month period ended December 31, 2016 saw the industry having to tackle multiple headwinds with an increasingly challenging global travel environment due to global terrorism, Schengen biometrics, Brexit, the European migrant crisis and increased border controls across many of our key destinations. Despite these challenges, the Thomas Cook India Group has continued to deliver strong results across our core businesses."*

He concluded by stating, "Our earlier announced plan to leverage backend synergies for the Group, via consolidation across our travel businesses of TCIL, SOTC, TCI-Sita and Kuoni Hong Kong, have begun to deliver well and we are confident we will see increased benefits of lower costs and increased productivity accruing as a result."

**About Thomas Cook (India) Limited:** Thomas Cook (India) Ltd (TCIL) is the leading integrated travel and travel related financial services company in the country offering a broad spectrum of services that include Foreign Exchange, Corporate Travel, MICE, Leisure Travel, Insurance, Visa & Passport services and E-Business. The company set up its first office in India in 1881.

TCIL's footprint (exclusive of its subsidiaries) currently extends to over 234 locations (including 17 airport counters) in 92 cities across India, Mauritius & Sri Lanka and is supported by a strong partner network of 110 Gold Circle Partners and 111 Preferred Sales Agents in over 130 cities across India.

ICRA has retained the long-term rating of Thomas Cook (India) Limited's non-convertible debenture programme at 'ICRA AA/Stable'. CRISIL has assigned a long term rating of 'CRISIL AA- / stable' to the non-convertible debenture programme and long-term banking facilities, and a short-term rating of 'CRISIL A1+' to TCIL's banking facilities. Further, ICRA has retained the rating of 'ICRA AA- / Stable' on the Company's preference share programme.

Thomas Cook (India) Ltd has been voted as **Favourite Outbound Tour Operator at the Outlook Traveller Awards 2015; Best Tour Operator-Outbound at the CNBC AWAAZ Travel Awards 2015, 2014 & 2013; Best Company providing Foreign Exchange at the CNBC AWAAZ Travel Awards 2015 & 2014;** felicitated with **The French Ambassador's Diamond Award for Exemplary Achievements in Visa Issuance 2015 & 2016; Condé Nast Traveller Readers' Travel Awards 2016 to 2011.** Thomas Cook India's Travel Quest was honoured at **PATA Gold Awards 2015 and Thomas Cook India's Centre of Learning has received IATA accreditation as Top 10 South Asia IATA Authorized Training Centers 2016, 2015, 2013 & 2012.** For more information, please visit [www.thomascook.in](http://www.thomascook.in)

Thomas Cook (India) Limited is promoted by Fairfax Financial Holdings Limited through its wholly-owned subsidiary, Fairbridge Capital (Mauritius) Limited and its controlled affiliates which holds 67.7%. Fairbridge is responsible for the execution of acquisition and investment opportunities in the Indian subcontinent on behalf of the Fairfax family of companies.

**About Fairfax Financial Holdings Limited:** Fairfax Financial Holdings Limited is a holding company which, through its subsidiaries, is engaged in property and casualty insurance and reinsurance and investment management. The company is headquartered in Toronto, Canada and has a global presence in insurance and reinsurance, including ICICI Lombard (India). The company, founded in 1985 by the present Chairman and Chief Executive Officer, Prem Watsa, has, over the past 30 years, demonstrated a strong and consistent financial track record. For the year ended December 31, 2015, the company increased book value per share at a compounded annual growth rate of 20.4% since its inception with a corresponding compounded annual increase in share price of 19.4%.

The company, through Thomas Cook (India) Ltd., owns 62.2% of Quess Corp Limited (formerly IKYA Human Capital Solutions Limited), a provider of integrated business services, and 100% of Sterling Holiday Resorts Limited (formerly Thomas Cook Insurance Services (India) Limited), a company engaged in time share and resort business.

**About Quess Corp Limited:** Quess Corp Limited (BSE: 539978, NSE: QUESS) is one of India's leading integrated business services providers operating in four broad segments: Global Technology Solutions, People and Services, Integrated Facilities Management and Industrial Asset Management. Headquartered in Bengaluru, it has pan-India presence with 65 offices across 34 cities, as well as operations in North America, the Middle East and South East Asia. As of December 31, 2016, it employed over 158,000 employees. For further details on Quess Corp Ltd. please visit: <http://www.queesscorp.com>

**About Sterling Holiday Resorts Limited:** Sterling Holiday Resorts Limited, a leading holiday lifestyle company in India, was incorporated in 1986 with the vision of delivering great holiday experiences to Indian families. To achieve this vision, the company pioneered Vacation Ownership in India and set about building a network of leisure resorts at some of the best holiday destinations in India. Currently, Sterling Holidays has 27 resorts (1963 operational rooms) in 24 scenic holiday destinations in India.

In pursuance of the Order of Hon'ble High Court, Bombay, dated July 2, 2015 sanctioning the Composite Scheme of Arrangement and Amalgamation between Sterling Holiday Resorts (India) Limited (SHRIL) and Thomas Cook Insurance Services (India) Limited (TCISIL) and Thomas Cook (India) Limited (TCIL) and their respective shareholders and creditors (Scheme), the time share and resort business division and undertaking of SHRIL was Demerged into TCISIL and the residual business of SHRIL was Amalgamated with TCIL.

Post implementation of composite scheme, Sterling Holiday Resorts Limited (formerly Thomas Cook Insurance Services (India) Limited) continued the vacation ownership and resort business. In March 2016, Sterling acquired 100% stake in Nature Trails (an adventure holiday company) and this will add 93 rooms + Tents and Dorms [400 beds] to the total room inventory of Sterling. The company also has 17 additional sites where it plans to add new resorts in the coming years. For more information visit: [www.sterlingholidays.com](http://www.sterlingholidays.com)

**About SOTC Travel Services Pvt Ltd (formerly Kuoni Travel (India) Pvt. Ltd) & Travel Circle International Services Limited (Formerly Kuoni Travel (China) Limited) :** SOTC Travel Services Pvt Ltd (Formerly "Kuoni Travel (India) Pvt. Ltd.") is a step-down subsidiary of Fairfax Financial Holdings Group; held through two companies, its Indian listed subsidiary, Thomas Cook (India) Limited (TCIL) and TCIL's subsidiary Travel Corporation (India) Ltd. SOTC is a leading travel and tourism company active across various travel segments including Leisure Travel, Incentive Travel, Business Travel, Destination management Services and Distribution Visa Marketing Services.

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**Registered Office:** Thomas Cook Building,  
Dr. D. N. Road, Fort, Mumbai - 400 001.

CIN: L63040MH1978PLC020717

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TCIL through its step down Subsidiary Travel Circle International Limited (formerly Luxe Asia Travel (China) Limited ) held 100% stake in Travel Circle International Services Limited (formerly Kuoni Travel (China) Limited), which has an attractive business in the travel sector backed by a trusted brand name, and a stable and motivated professional management team. The company is a premium outbound travel operator in Hong Kong. The Company Travel Circle International Services Limited has been merged with Travel Circle International Limited w.e.f. Dec 13, 2016

**Media Enquiries:**

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