Thomas Cook (India) Ltd.

Thomas Cook Building, Dr. D. N. Road,

Fort, Mumbai - 400001 Board: +91-22-6160 3333 CIN: L63040MH1978PLC020717



11th July, 2018 The Manager,

Listing Department **BSE Limited** 

Phiroze Jeejeebhoy Towers,

Dalal Street, Mumbai – 400 001 Scrip Code: 500413

NCD Scrip Code: 952673, 952674, 952675

Fax No.: 2272 2037/39/41/61

Dear Sir/ Madam,

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

NCD: Thomas Cook 9.37% 2018 SERIES 1, Thomas Cook 9.37% 2019 SERIES 2 Thomas Cook 9.37% 2020 SERIES 3

**Travel Smooth** 

thomascook.in

Fax No.: 2659 8237/38

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

Sub: Press Release

We are enclosing herewith the Press Release dated July 11, 2018: 'Thomas Cook India eyes strong growth potential of Rajasthan market~Opens a new Foreign Exchange outlet- at Sri Ganganagar, Rajasthan'

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

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A FAIRFAX Company



## News Release

Thomas Cook Press Office: 022 42427380

## Thomas Cook India eyes strong growth potential of Rajasthan market

~Opens a new Foreign Exchange outlet- at Sri Ganganagar, Rajasthan~

Mumbai, July 11, 2018: Thomas Cook (India) Ltd., India's leading integrated travel and travel related financial services company, has identified the state of Rajasthan as a significant growth market for its Foreign Exchange business and to leverage this opportunity, has opened a new outlet at Sri Ganganagar. The outlet was inaugurated by Mr. Shridatt Sharma – Deputy General Manager, Oriental Bank of Commerce, Sri Ganganagar; in the presence of Thomas Cook India's Associate Vice Presidents-, Mr. Ambreesh Rastogi and Mr. Akul Kumar.

Thomas Cook's internal data highlights that Rajasthan has witnessed strong growth in demand of 20% YoY. Additionally, with Thomas Cook India's research reiterating the significant and growing potential of India's Tier II & III markets, Sri Ganganagar, Rajasthan was selected as a viable location for its Foreign Exchange business.

The new outlet at Sri Ganganagar augments Thomas Cook India's Foreign Exchange distribution and reach for Rajasthan to a total of **4** outlets and extends its network in North India to a total of **36 Foreign Exchange** outlets.

The consumer empowering Foreign Exchange Product-Service portfolio available at the new branch includes:

Prepaid Travel Cards

- Multi-currency Borderless Prepaid Card in partnership with MasterCard- with 8 global currencies
- Thomas Cook One Currency Card India's first prepaid card with Zero cross currency conversion fees

Easy ways to Book for Rajasthan's rapidly evolving on-the-move consumer

• Forex App; Online Forex; Forex on Mobile.

Education Forex for Rajasthan's overseas student segment with discounted air fares, excess baggage, insurance and foreign exchange products

Remittances (both Inward and Outward); its "Send Money Abroad" covering over 120 countries

Mr. Deepesh Varma, Head of Sales & Relationship Management- Foreign Exchange, Thomas Cook (India) Ltd., said, Rajasthan has been identified as a key source market and is a strong growth driver that continues to deliver over 20% YoY for our Foreign Exchange business. We have hence selected the prime location of Sri Ganganagar for our new outlet; its viable catchment of consumers (across families, young professionals and business travellers) offers us significant opportunity."

He added, "Our new outlet at Sukharia Circle, Sri Ganganagar gives our consumers convenient access to a range of foreign exchange products and services. Innovative products like our Borderless Prepaid

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card, the One Currency Card & our Forex mobile app are of great value to -Rajasthan's tech savvy travellers and we are confident of seeing strong uptake."

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.

The Thomas Cook India Group spanning 21 countries across 4 continents, a team of over 6,625 and a combined revenue in excess of Rs. 11,411.6 Cr. (over \$ 1.75 Bn), operates leading B2C and B2B brands including, Thomas Cook, SOTC, TCI, SITA, Asian Trails, Allied T Pro, Australian Tours Management, Desert Adventures, Travel Circle International Limited, Private Safaris East & South Africa. The Group is today one of the largest travel service provider networks headquartered in the Asia-Pacific region.

ICRA has placed the long-term rating of 'ICRA AA' assigned to the non-convertible debenture programme of TCIL on 'rating watch with developing implications'. CRISIL has placed its rating of 'CRISIL AA-' on the long-term bank facilities of TCIL on 'rating watch with developing implications', while reaffirming its 'CRISIL A1+' rating on the short-term bank facilities and short-term debt of the Company.

Thomas Cook (India) Ltd has been felicitated with The Best Outbound Tour Operator and Leading Company with Cutting Edge Travel Innovation at the Times Travel Awards 2018, Excellence in Domestic Tour Operations at the SATTE Awards 2018, Best Travel Entrepreneur of The Year at TTG Travel Awards 2017, The French Ambassador's Diamond Award for Exemplary Achievements in Visa Insurance—2015, 2016 & 2017 and the Condé Nast Traveller — Readers' Travel Awards from 2011 to 2016.
For more information, please visit 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 66.99%. 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 was founded in 1985 by the present Chairman and Chief Executive Officer, Prem Watsa. The company has been under present management since 1985 and is headquartered in Toronto, Canada. Its common shares are listed on the Toronto Stock Exchange under the symbol FFH and in U.S. dollars under the symbol FFH.U.

The company, through Thomas Cook (India) Ltd., owns 49.02% of Quess Corp Limited, a provider of integrated business services, and 100% of Sterling Holiday Resorts Limited, a company engaged in time share and resort business.

About Quess Corp: Quess Corp Limited (BSE: 539978, NSE: QUESS), is India's leading business services provider. At Quess, we excel in helping large and emerging companies manage their non-core activities by leveraging our integrated service offerings across industries and geographies which provides significant operational efficiencies to our clients. Quess has a team of over ~261,700 employees across India, North America, South America, South East Asia and the Middle East across segments such as Industrials, Facility Management, People Services, Technology Solutions and Internet Business. Quess serves over 1,700+ clients worldwide. Established in 2007, Quess is headquartered in Bengaluru, India and has a market cap of overUSD 2.3 Bn as on March 31, 2018. http://www.quesscorp.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 an inventory of 2124 rooms across 32 resorts.

In March 2016, Sterling Holidays acquired 'Nature Trails Resorts Private Limited' - an adventure holiday company that operates resorts at four unique destinations in Maharashtra. For more information, please visit <a href="www.sterlingholidays.com">www.sterlingholidays.com</a>

**About SOTC Travel Limited:** SOTC Travel Limited (formerly known as SOTC Travel Private Limited) is a step-down subsidiary of Fairfax Financial Holdings Group; held through its Indian listed subsidiary, Thomas Cook (India) Limited (TCIL). SOTC is a leading travel and tourism company active across various travel segments including Leisure Travel, Incentive Travel and Business Travel.

TCIL through its Subsidiary holds100% stake in Travel Circle International 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. For more information please visit www.sotc.in

**About the recent acquisitions:** TCIL recently completed the acquisition of TC Forex Services Limited (Formerly known as Tata Capital Forex Limited) (TC Forex) and TC Travel and Services Limited (TC Travel). TC Forex is a wholly owned subsidiary of TCIL offering travel related foreign exchange products including Currency notes, Travel Cards and Traveller's cheques. TCIL through its Subsidiary holds 100% stake in TC Travel which offers a wide range of services including Airline ticketing, Booking Hotel accommodation, Visa and Passport facilitation, Travel insurance etc.

## Media Enquiries:

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