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



A FAIRFAX Company

13th June, 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,

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 June 13, 2017 titled: This Monsoon, Indian travellers bullish on Domestic Holidays with a 60% increase in demand, says Thomas Cook India.

This is for your information and records.

Thank you,

Yours faithfully,

For Thomas Cook (India) Limited

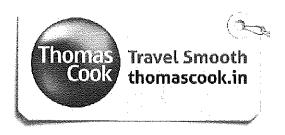
Company Secretary and Compliance Officer

Encl.:a/a

Holidays | Foreign Exchange | Business Travel | Visas

Thomas Cook (India) Ltd.
Thomas Cook Building, Dr. D. N. Road,
Fort, Mumbai - 400001
Board: +91-22-6160 3333
CIN: L63040MH1978PLC020717

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Thomas Cook Press Office: 022 42427380

## News Release

## This Monsoon, Indian travellers bullish on Domestic Holidays with a 60% increase in demand, says Thomas Cook India

- Trend of 'travel savers': Indians leveraging off-season rates to book mini-vacays
- Weekend & extended weekends in high demand
- · Short driveable holidays seeing strong uptake
- . Key growth segments: DINKs, Millenials, Ad hoc groups of friends and family

June 13, 2017, Mumbai: Thomas Cook (India) Ltd., India's leading integrated travel and travel related financial Services Company, has observed an exponential increase in demand for domestic travel during the Monsoons. Despite being a traditional low or off-season, the Company has witnessed a significant 60% increase in demand for Monsoon 2017; with a sustained Y-o-Y uptake of aprox. 55%, over the last 3 years.

Monsoons being a traditional low season for travel, the dip in demand vs supply works well to the consumer's advantage: special deals/discounts offered by airlines and hotels create strong allure/incentive to inspire "travel savers". Additionally, value-options like complimentary transfers, dining or spa-vouchers make Monsoon travel a truly attractive value proposition for Indians.

Statistics available with Thomas Cook India reveal that travel-hungry Indian consumers leverage the Monsoon opportunity to avail of savings of 15-20% or more on domestic packages, compared to peak season rates. This

"travel saver" trend is especially high with value seekers; strong uptake seen across DINKs, Millennials, ad hoc groups of friends and family; equally corporate incentives/ team activities.

The Monsoons offer India's work-weary warriors potential for much needed rest & relaxation- a mini-break from work pressures. And with 3 to 4 long weekends during this period, scope for both weekend and extended weekend getaways.

The Monsoons showcase India at her best, with pleasant weather, a refreshing green cover and waterfalls- water bodies in full flow, hence offering today's protagonist traveller eclectic travel experiences: self-drive holidays and outdoor-adventure journeys of discovery (including nature trails and landscape photography tours to The Valley of Flowers at Uttarakhand, Maharashtra's picture perfect Kaas-Pathar Valley, etc). This is also the best time for Kerala's famed ayurveda treatment and a laintagh hack waters tour also includent one wellpage.

 Popular Domestic Destinations: Goa, Kerala and hilly destinations such as Ooty, Coorg, Wayanad

 Popular locales: Ladakh, Himachal, Bhutan Uttarakhand & Gujarat; Orissa and West Bengal

- Emerging destinations:
   Meghalaya & Sikkim in the NE
- Key Segments: DINKs, Millennials, Ad hoc groups of friends and family Thomas Cook offers unique Domestic Monsoon itineraries ranging from Rs.4,999 onwards (per person, twin share basis)

treatment and a leisurely back-waters tour; also indulgent spa-wellness getaways.

In India, Kerala continues to be a favorite with strong preference for the beaches of Kovalam and Varkala, hill retreats of Munnar and Vagamon; equally the pristine backwaters of Kumarakom and forests of Thekkady and

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the Silent Valley. Thomas Cook India has also observed an increasing demand for Auroville in Puducherry, Bhutan and Ladakh this season too.

Travellers in/around Delhi are keen on short & drivable holidays to Manali, Dharamshala, Mcleodganj, Mussoorie. For travellers based in Mumbai/Maharashtra: Harishchandragadh, Raimachi, Lohagad, Igatpuri, Lonavala, Matheran and Mahableshwar feature prominently.

This year the Thomas Cook India Monsoon portfolio extends across popular locales like The Andamans; Ooty, Kodaikanal, Kerala backwaters, the rainforest areas of Wayanad, Coorg, Uttarakhand, Manali, Shimla, Nainital, Corbett, Kashmir, Himalayan ranges and off-beat destinations like Chamba, Dharamshala, Odisha; equally strongly emerging destinations like Meghalaya & Sikkim in the North-East; also Goa, a year-round favourite.

Mr. Rajeev Kale, President & Country Head - Leisure Travel, MICE, Thomas Cook (India) Ltd highlighted, "Monsoons in India have a truly special allure- an experience in itself to witness the rains across different parts of the Country. The value seeking Protagonist Traveller of today looks beyond the ordinary, inspiring us to curate special offers and unique Monsoon destination/experiential packages at Thomas Cook India."

He added, "Monsoons being a traditional off-season, offered us an opportunity to feature discounted rates and special offers - hence great bang for the buck for our customers!"

Below are a few selected Domestic packages: (Rates are per person on twin share basis)

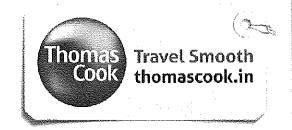
Mahabaleshwar Duration: 2 nights / 3 days	Kodaikanal Duration: 2 nights / 3 days
Goa	Puri
Duration: 2 nights / 3 days	Duration: 2 nights / 3 days
INR 6,999 per person	INR 9,699 per person
lgatpuri	Yercaud
Duration: 2 nights / 3 days	Duration: 2 nights / 3 days
INR 9,999 per person	INR 9,999 per person
Manali	Ooty
Duration: 2 nights / 3 days	Duration: 2 nights / 3 days
INR 9,999 per person	INR 8,999 per person
Munnar & Thekkady	Kovalam
Duration: 3 nights/ 4 days	Duration: 2 nights / 3 days
INR 8,999 per person	INR 6,999 per person
/ibrant Goa - Flight Inclusive	Simply Andamans (Budget)- Flight Inclusive
Duration: 3 nights/ 4 days	Duration: 5 nights/ 6 days
INR 7,999 per person (ex Bengaluru)	INR 24,999 (ex Chennai)
Simply Kerala (Budget)- Flight Inclusive	Simply Sri Lanka (Budget)- Flight Inclusive
Duration: 4 nights/ 5 days	Duration: 3 nights/4 days
INR 20,199 (ex Chennai)	INR 25,773 (ex Chennai)

For Monsoon Specials- log onto www.thomascook.in

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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 223 locations (including 21 airport counters) in 85 cities across India, Mauritius & Sri Lanka and is supported by a strong partner network of 91 Gold Circle Partners and 81 Preferred Sales Agents in over 87 cities across India.

ICRA has retained the long-term rating on TCIL's non-convertible debenture programme at 'ICRA AA/Stable' and on the preference share programme at 'ICRA AA-/ Stable'. CRISIL has reaffirmed the long term rating of 'CRISIL AA-/ Stable' on TCIL's non-convertible debenture programme and long-term banking facilities, and the short-term rating of 'CRISIL A1+' on the banking facilities.

TCIL 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. TCIL's Travel Quest was honoured at PATA Gold Awards 2015 and TCIL'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

TCIL is promoted by Fairfax Financial Holdings Limited through its wholly-owned subsidiary, Fairbridge Capital (Mauritius) Limited and its controlled affiliates which holds 67.66%. Fairbridge is responsible for the execution of acquisition and investment opportunities in the Indian subcontinent on behalf of the Fairfax family of companies. Equity shares of TCIL are listed on BSE and NSE under the Scrip Code – 500413 and THOMASCOOK respectively.

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 62.17% 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), established in 2007, is India's leading integrated business services provider. Based out of Bengaluru, Quess today has a pan-India presence with 65 offices across 34 cities along with overseas footprint in North America, the Middle East and South East Asia. It serves over 1700+ customers across 4 segments namely, Global Technology Solutions, People & Services, Integrated Facility Management and Industrials. In FY17, Quess generated revenues of INR 4,157 Crores and has over 189,000 employees (including Terrier Security Services & Manipal Integrated Services). Quess has a Market Capital of over INR 10,000 Crores as on April 30, 2017. For more information, please visit <a href="https://www.quesscorp.com">www.quesscorp.com</a>

About Sterling Holiday Resorts Limited: Sterling Holiday Resorts Limited is a leading holiday lifestyle company in India. Sterling 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 (including Nature Trails Resorts) has an inventory of 2124 rooms spread across 32 resorts located in Agra, Anaikatti, Corbett, Daman, Darjeeling, Dindi, Dhabosa, Dharamshala, Durshet ,Gangtok, Goa, Karwar, Kodaikanal, Kufri, Kundalika, Lonavala, Manali, Munnar, Mussoorie, Nainital, Ooty, Puri, Sajan, Sariska, Shirdi, Thekkady, Yelagiri and Yercaud. The company also has 16 additional sites where it plans to add new resorts in the coming years.

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="https://www.sterlingholidays.com">www.sterlingholidays.com</a>

About SOTC Travel Private Limited: 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.

## Media Enquiries:

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