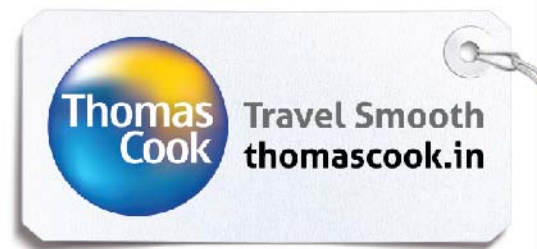


**Thomas Cook (India) Ltd.**  
Thomas Cook Building, Dr. D. N. Road,  
Fort, Mumbai - 400001  
Board: +91-22-6160 3333  
CIN: L63040MH1978PLC020717  
A FAIRFAX Company



2nd February, 2018

The Manager,  
Listing Department  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400 001  
Scrip Code: 500413  
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  
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

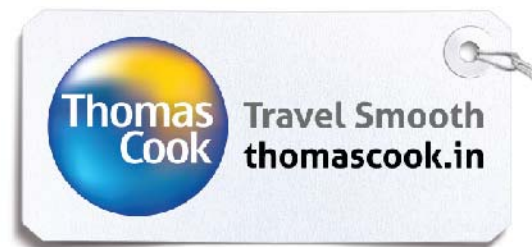
We are enclosing herewith the Press Release dated February 02, 2018 titled: Thomas Cook India Group announces strong results for the Quarter ending December 31, 2017.

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



## News Release

# Thomas Cook India Group announces strong results for the Quarter ending December 31, 2017

**Mumbai, February 2, 2018:** Thomas Cook (India) Ltd., India's leading integrated travel and travel related financial services company, today announced its financial results for the quarter ended December 31, 2017 with a strong all round performance across its various lines of business.

### 3Q FY18 highlights:

#### TCIL standalone:

- The standalone operating revenue of TCIL for the quarter rose by 23.4% from Rs. 274.2 crore to Rs. 338.5 crore.
- Standalone EBT includes Rs. 535.5 crore profit, resulting from a 5.42% stake sale in Qess Corp during the quarter.
- Utilization of the proceeds from this OFS is expected to contribute approximately Rs. 36 crore to TCIL's bottom-line annually.

#### Group Consolidated:

- Revenues up 51.6% to Rs. 3044.1 crore as against Rs. 2008.5 crore in 3Q FY17
- Profit before tax increased by 4.6 times to Rs. 87.8 crore as against Rs. 18.9 crore in 3Q FY17

### YTD FY18 highlights:

#### Consolidated:

- Revenues up 31.9% to Rs. 8749.5 crore as against Rs. 6632.8 crore in Apr-Dec FY17
- Profit before tax up 44.6% to Rs. 247.2 crore as against Rs. 171 crore in Apr-Dec FY17

### Highlights of segment performance:

#### Financial services

Financial services revenues fell by 4.2% YoY (10.9% QoQ), while EBIT decreased by 32.5% YoY (63.3% QoQ) largely as a result of the positive impact of demonetisation on volumes and margins in Q3 2016 that skewed wholesale performance for the period.

#### Travel & related services

Travel & related services revenues grew 28.7% YoY (63.1% QoQ), while EBIT grew 13.4% YoY

- The Travel Services Group registered a 63.1% (QoQ) growth in Revenue from Operations from Rs. 794.6 crore to Rs. 1295.8 crore. Margin management remained a focus area during this quarter.

**Thomas Cook (India) Ltd.**

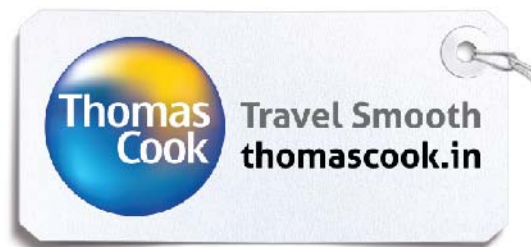
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- The quarter which ended on December 31, 2017 also includes revenues of the Kuoni Global Destination Management (DMS) units, TC Forex and TC Travel units which were acquired during 2017.

Vacation ownership & resorts business (Sterling Holiday Resorts Limited)

Revenues grew by 6.2% YoY (14.2% QoQ) and the EBIT for the Quarter improved to a Profit of Rs.1.8 Cr as compared to a loss of Rs. 17.9 Cr

- Resort Revenues grew by 15% QoQ driven by increased Non-Member room night sales (21%) and increase in ARR (6%)

Human resource services business (Quess Corp Limited)

Human resource services business revenues grew 39.4% YoY (48.5% QoQ) from Rs 1062.9 crore to Rs.1577.9 crore in Q3 '17, while EBIT grew 50.6% YoY (55.9% QoQ).

- For further details on Quess Corp's results, please refer to Quess Corp's website <http://quesscorp.com/investor/index.php>

**Material events & outlook:**

- The proceeds from TCIL's stake sale in Quess Corp during the quarter are being used for repayment of TCIL's long term borrowings as well as for working capital requirements.
- Repayment of borrowings and efficient use of the proceeds is expected to contribute approximately Rs. 36.0 crore to TCIL's bottom-line annually.
- TCIL remains open to suitable and attractive M&A opportunities.
- Forward bookings show marked improvement, up by 32% on a YoY basis.
- TCIL opened 5 new foreign exchange counters across Bhubaneswar, Varanasi, Guwahati, Madurai & Gaya in CY 2017

**Management comments:**

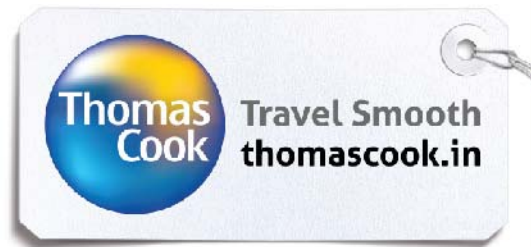
Commenting on the results, Mr. Madhavan Menon, Group Chairman and Managing Director, said:

*"This has been a challenging but extremely satisfying quarter. Despite the multiple continuing challenges of adapting to GST across the eco system, our core travel businesses have delivered strong results, thanks to our focused initiatives - to not just grow volumes & productivity, but also protect and enhance margins.*

*He added "We are investing heavily in both back end and customer facing technology, as well as in marketing & sales analytics to ensure we deliver a better customer experience and better return on our investments."*

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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.

The Thomas Cook India Group spanning 21 countries across 4 continents, a team of over 198,500 and a combined revenue in excess of Rs. 8700 crore (over \$ 1.34 billion), 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 reaffirmed 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.

Thomas Cook (India) Ltd has been felicitated with The French Ambassador's Diamond Award for Exemplary Achievements in Visa Issuance 2015, 2016 & 2017; 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 67.61%. 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 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. Quess has over 212,500 employees (including Manipal Integrated Services and Terrier Security Services) and market cap of over INR 11,551 Crores as on September 30, 2017. For further details on Quess Corp Ltd. please visit: <http://www.quescorp.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 [www.sterlingholidays.com](http://www.sterlingholidays.com)

**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 holds 100% 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.

**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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