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 Travel Smooth thomascook.in

22nd October, 2018

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

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

Fax No.: 2659 8237/38

Dear Sir/ Madam,

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 October 22, 2018: 'Thomas Cook India witnesses strong growth from Delhi-NCR; opens new outlet in Kamla Nagar'.

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 • Business Travel • Foreign Exchange • Visas • Insurance

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

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News Release



## Thomas Cook India witnesses strong growth from Delhi-NCR; opens new outlet in Kamla Nagar

~Increases consumer access with a new outlet at D-1, Kamla Nagar, Delhi 110007~

**Mumbai/New Delhi, October 22, 2018: Thomas Cook (India) Ltd.**, India's leading integrated travel and travel related financial services company, extended its presence in Delhi-NCR with the inauguration of a new franchise outlet at **D-1, Kamla Nagar, Delhi 110007,** inaugurated by Romil Pant, Sr. Vice President and Jatin Sharma, Associate Vice President, Thomas Cook (India) Ltd.

This expansion augments Thomas Cook India's distribution and reach in Delhi-NCR to **17** consumer access centres: **6** owned branches and **11** Gold Circle Partner (franchise) outlets.

Thomas Cook India's internal data has highlighted Delhi-NCR as a high growth market for its holiday business. Hence, in an initiative to harness this opportunity, the Company has identified Kamla Nagar to set up its new Gold Circle Partner franchise outlet.

The Thomas Cook Gold Circle Partner programme is an exclusive franchise partner initiative that increases the brand's presence-reach across the country, giving consumers access to the company's products & services in metros/mini-metros and strongly emerging Tier 2 & 3 markets. The Gold Circle Partner benefits via brand association with the leading travel company in India, along with knowledge sharing/training and expertise to manage a travel business. In addition, a Gold Circle Partner is equipped with sales & marketing support to further business development and acquisition of a wider customer base.

The new Gold Circle Partner outlet at Kamla Nagar offers consumers end-to-end travel solutions with a bouquet of travel and travel related financial services, including:

International & Domestic Holidays (Group Tours, Personalised holidays, Cruises, etc.), Value Added Services like Travel Insurance; Visa Services, etc.

**Mr. Rajeev Kale, President & Country Head Leisure Travel & M.I.C.E, Thomas Cook (India) Limited** said, "The North market continues to feature strongly as a prime driver, delivering significant growth of 32% YoY for our Leisure Travel business. We have selected Delhi-NCR has as a strategic market basis its significant potential and have hence selected one of Delhi's prime localities for our new franchise outlet."

Our Gold Circle Partners Saraansh Seth & Manish Gupta are industry veterans- their domain expertise and strong network of relationships will be valuable as Thomas Cook grows this market."

The new outlet at **D-1**, **Kamla Nagar, Delhi 110007**, is a prime location providing the Company a viable catchment for a range of consumers: families, business travellers, students, senior citizens and NRIs.

## **Contact Details:**

Thomas Cook (India) Ltd, *D-1, Kamla Nagar, Delhi 110007 Ph no: 9711929282, 9999135369* 

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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 24 countries across 4 continents, a team of over 7590 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.

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 66.98%. 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 over USD 2.3 Bn as on March 31, 2018.

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 <u>www.sterlingholidays.com</u>

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 <u>www.sotc.in</u>

**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 Services Limited (Formerly known as TC Travel and Services Limited) (TC Travel). TC Forex offers travel related foreign exchange products including Currency notes, Travel Cards and Traveller's cheques and TC Travel 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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