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

A FAIRFAX Company



8th August, 2017

The Manager, The Manager, Listing Department Listing Department **BSE Limited** National Stock Exchange of India Limited Phiroze Jeejeebhoy Towers, Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (E), Dalal Street, Mumbai - 400 001 Mumbai - 400 051 Scrip Code: 500413 Scrip Code: THOMASCOOK NCRPS Scrip Code: 715022 NCRPS Scrip Code: Thomas Cook CRNCPS 8.50% 2022 NCD: THC10.52; Thomas Cook 9.37% 2018 SERIES 1, NCD Scrip Code: 949099, 952673, 952674, 952675 Thomas Cook 9.37% 2019 SERIES 2 Thomas Cook 9.37% 2020 SERIES 3

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

Dear Sir/ Madam,

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

Fax No.: 2659 8237/38

Sub: Press Release

We are enclosing herewith the Press Release dated August 8, 2017 titled: Thomas Cook India targets Middle India's high growth Honeymoon Travel Market ~ Launches unique Group Tours, 'Romantic Getaways '~

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.

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

A FAIRFAX Company



Thomas Cook Press Office: 022 42427380

## News Release

## Thomas Cook India targets Middle India's high growth Honeymoon Travel Market

~Launches unique Group Tours, 'Romantic Getaways'~

August 8, 2017, Mumbai: Thomas Cook (India) Ltd., India's leading integrated travel and travel related financial Services Company, has recently launched a unique group tours portfolio, '*Romantic Getaways'*, to tap into Middle India's high growth honeymoon travel segment.

Online statistics indicate that 'honeymoon' features as the second highest searched keyword of Google's holidays category from Middle India. Thomas Cook India's internal research-consumer analytics reiterates this with two distinctive opportunities: 1. The significant and growing potential of honeymoon/romantic travel emerging from Middle India's regional towns, mini metros, and smaller localities within a city- with a YoY increase of 25%. 2. Noteworthy that a majority of such honeymoon couples tended to book on Thomas Cook's Group Tours- the reassurance of Thomas Cook's experienced Tour Manager, Indian co-travellers and Indian cuisine on tour, a strong comfort factor. However being surrounded by families/kids did create a challenge!

This gap-opportunity formed the genesis of Thomas Cook's unique product line of Honeymoon Group Tours-'Romantic Getaways'- exclusively for couples. The tours have been designed to delight honeymooners with a relaxed/easy paced itinerary (starting late morning and ending by early evening) ensuring couples time together-away from the group, must-see attractions, special value-adds like candle-light dinners, a couple spa, wine and chocolates, stretch-limousine transfers, etc.

Thomas Cook's Romantic Getaways feature India's favourite romantic destinations: Singapore with a Cruise, France & Switzerland, New Zealand, Bali and Mauritius with Dubai.

Commenting on the launch of *Romantic Getaways*, **Mr. Rajeev Kale – President and Country Head –** Leisure Travel & MICE, Thomas Cook (India) Ltd. said, "The honeymoon travel segment is witnessing exponential growth emerging from Middle India, but managing a honeymoon, a once-in-a-lifetime occasion, and negotiating potential challenges that emerge on tour is truly daunting/ stressful. And for Middle India's first time travellers this is even more so. Our new 'Romantic Getaways' are hence of great value: leaving the dayto-day execution to the expertise of Thomas Cook's experienced tour manager; delightful inclusions, the comfort of Indian meals and co-travellers ensuring a happy spouse and the start of a blissful wedded life!" Thomas Cook (India) Ltd. Thomas Cook Building, Dr. D. N. Road, Fort, Mumbai - 400001 Board: +91-22-6160 3333 CIN: L63040MH1978PLC020717



A FAIRFAX Company

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, Kuoni Hong Kong, Luxe Asia, 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; 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

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 67.65%. 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 62.17% of Quess Corp 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 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 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 <u>www.sterlingholidays.com</u>

**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: Thomas Cook (India) Limited: Suzanne Pereira: <u>+91-22-42427380</u>; <u>+91-9820297665</u>; <u>suzanne.pereira@in.thomascook.com</u> Adfactors PR: +91 7795420310; <u>ankita.mohanty@adfactorspr.com; gayatri.sethi@adfactorspr.com; +91 9769306266</u>

Holidays • Business Travel • Foreign Exchange • Visas • Insurance

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