Thomas Cook (India) Ltd.

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

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



22nd March, 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

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

Fax No.: 2659 8237/38

The Manager,

Listing Department

Mumbai - 400 051

Scrip Code: THOMASCOOK

National Stock Exchange of India Limited

G Block, Bandra-Kurla Complex, Bandra (E),

NCD: THC10.52; Thomas Cook 9.37% 2018 SERIES 1,

Exchange Plaza, 5th Floor, Plot No. C/1,

Requirements) Regulations, 2015.

Sub: Press Release

We are enclosing herewith the Press Release dated March 22, 2018 titled: Thomas Cook India capitalizes on the strong growth potential of India's new age mono-destination group traveler ~ Launches Hello Series-a One Week Getaway featuring a single standalone destination.

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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Thomas Cook Press Office: 022 42427380

## News Release

## Thomas Cook India capitalizes on the strong growth potential of India's new age mono-destination group traveller

~Launches Hello Series-a One Week Getaway featuring a single standalone destination~

Mumbai, March 22, 2018: Thomas Cook (India) Ltd., India's leading integrated travel and travel related financial services company, has introduced a unique "Hello Series" portfolio of group holidays offering an in-depth exposure to a standalone exotic destination- at an affordable price point.

India's group travellers are coming of age and Thomas Cook India's consumer analytics has revealed two interesting trends from its group traveller segment: a significant and rising demand (over 36%) for mono-destination itineraries that explore a destination in-depth as against ticking off multiple bucket-list destinations in a single trip. In addition, the company's data also highlights an increasing preference among India's group travellers for fresh, new and exotic destinations.

Thomas Cook India's *Hello Series* was hence conceptualized as a weeklong getaway for travellers wanting to discover the nuances of exotic destinations at leisure, along with the comfort/reassurance and affordability of an escorted group tour.

An important differentiator that the *Hello Series* offers travellers is the flexibility/freedom to top up the tour's basic sightseeing with additional sightseeing elements/experiences, based on their specific interests/preferences.

The all-inclusive *Hello Series* (accommodation, airfare ex Mumbai, meals, visa & sightseeing) are attractively priced, starting from Rs. 56,500. The unique international destinations featured include Portugal, Russia, Japan, Azerbaijan, Ukraine, Armenia, Greece, Namibia and Kazakhstan.

The packages are available across Thomas Cook India's omni-channel network: its online platforms (mobile & website), call centers & extensive offline outlets.

Mr. Rajeev Kale, President & Country Head - Holidays, MICE, Visa & Passport Services said, "While India's new age travellers are hungry to explore different facets of a single destination and at their own pace, they also need the reassurance of an experienced tour manager with the added comfort of a group tour. Our Hello Series will do all this and more—with unique flexibility of top-up sightseeing tours, and all of this at attractive price points!"

He added, "This unique tour package "The Hello Series" provides our customers with the opportunity to discover unknown lands, make friends with new people and spread more Hello's around the globe."

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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'. 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 <a href="https://www.thomascook.in">www.thomascook.in</a>

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 67.03%. 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: <a href="http://www.quesscorp.com">http://www.quesscorp.com</a>

**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="https://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 <a href="www.sotc.in">www.sotc.in</a>

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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