

Thomas Cook (India) Limited

11th Floor, Marathon Futurex
N. M. Joshi Marg, Lower Parel (East),
Mumbai - 400 013.
Board No.: +91-22-4242 7000
Fax No. : +91-22-2302 2864



May 16, 2024

The Manager,
Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001
Scrip Code: 500413
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
Fax No.: 2659 8237/38

Dear Sir/ Madam,

Sub: Revised Analyst and Investor Earnings Conference Call Presentation

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in continuation to our earlier intimations dated May 7, 2024 and May 15, 2024, please find enclosed a copy of revised Investor Presentation on financial and business performance of the Company for the quarter and year ended March 31, 2024, for the earnings call scheduled to be held on May 17, 2024.

This is for your information and records.

Thank you.

Yours faithfully,

For Thomas Cook (India) Limited

AMIT
JYOTINDRA
PAREKH

Digitally signed by AMIT
JYOTINDRA PAREKH
Date: 2024.05.16
12:52:15 +05'30'

Amit J. Parekh

Company Secretary and Compliance Officer

Encl: a/a

Holidays | Foreign Exchange | Business Travel | MICE | Value Added Services | Visas

Registered & Corporate Office:

Thomas Cook (India) Limited, 11th Floor, Marathon Futurex, N. M. Joshi Marg, Lower Parel (East), Mumbai - 400 013.
Email id: enquiry@thomascook.in CIN No.: L63040MH1978PLC020717
www.thomascook.in

Thomas Cook India Group records highest ever profits in FY24

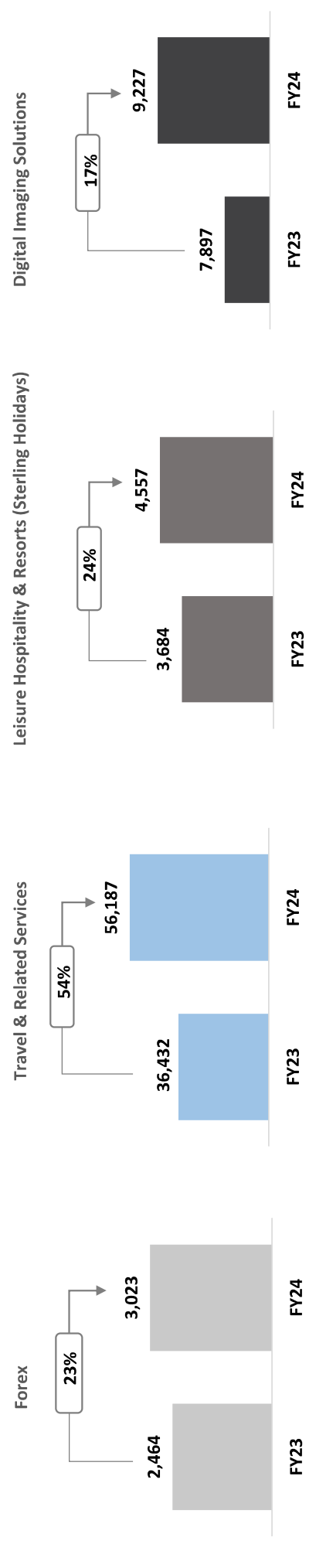


	Total Income from Operations	EBITDA	PBT
Q4FY24	Rs 16,926 mn ↑ 28% YoY	Rs 1,200 mn ↑ 156% YoY	Rs 607 mn ↑ Vs loss of (62) mn in FY23
FY24	Rs 74,357 mn ↑ 45.0% YoY	Rs 5,718 mn ↑ 137% YoY	Rs 3,449 mn ↑ 13x YoY

Recommends dividend of Re. 0.60 per Re. 1 share – inclusive of a special dividend of Re. 0.20 per share

EPS grows from Re. 0.10 to Rs. 5.57 for FY24

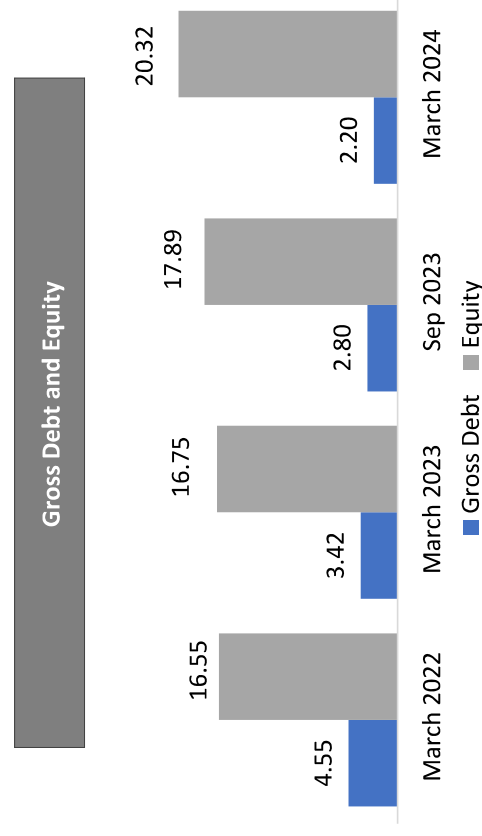
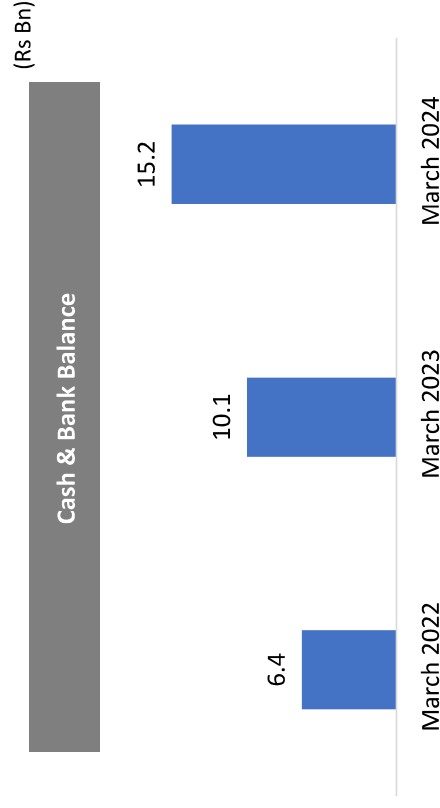
Significant growth in Income from Operations across all Business segments



Group's Strong Financial Position

Particulars (Rs mn)	Consolidated		
	Q4FY24	Q4FY23	FY23
EBITDA	1,200	469	2,414
EBITDA %	7.1%	3.5%	4.7%
PBT	607	(62)	262
PBT %	3.6%	-	0.5%

Particulars (Rs mn)	Standalone		
	Q4FY24	Q4FY23	FY23
EBITDA	430	155	832
EBITDA %	13.1%	3.9%	5.6%
PBT	265	(0.3)	187
PBT %	8.1%	-	1.3%





Foreign Exchange & Related Services

- Retail & Wholesale
- Forex Cards
- Remittance



Digital Imaging Solutions

- Digiphoto Entertainment Imaging Ltd. (DEI)



Travel & Related Services

B2C:
Leisure Holidays
(Long haul & Short haul)

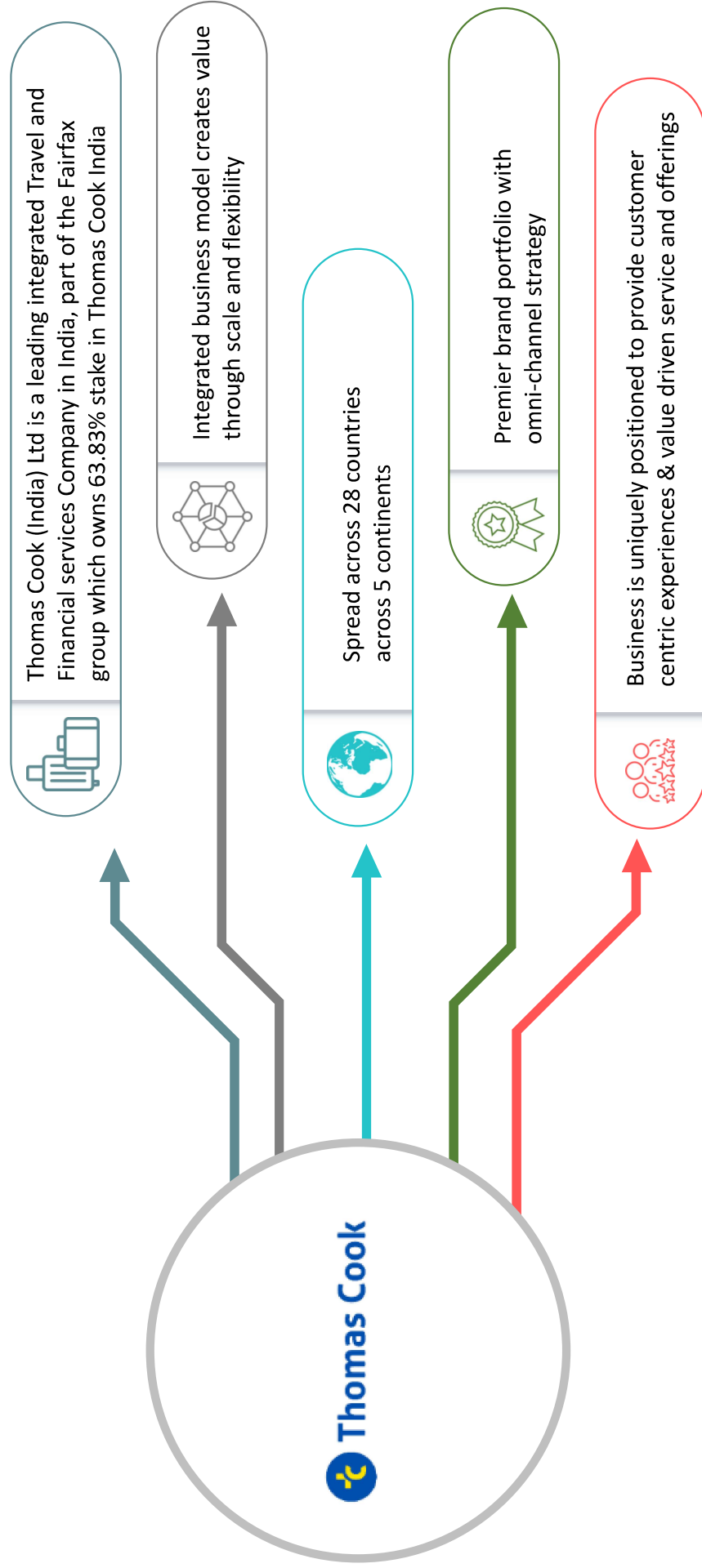
B2B:
MICE, Corporate Travel,
Destination Management
Services – DMS
(India + International)



Leisure Hospitality & Resorts

- Sterling Holiday Resorts Limited

Thomas Cook India Group at a glance



Executive Chairman's comments



Mr. Madhavan Menon,

Executive Chairman,
Thomas Cook (India) Limited

“Thomas Cook India Group has delivered record profits for both the quarter and FY24. What makes this even more special is that every business and geography has contributed to the profitability. My appreciation and congratulations to all our teams, customers, partners and shareholders for making this possible. I am also glad to announce the dividend of Re. 0.60 per Re. 1 share that is inclusive of a special dividend of Re. 0.20 per share, to our valued shareholders.

Personally, I believe the Group's results reflect the buoyancy in the Indian and global travel services sector and therefore, our robust forward bookings, reflecting an 18% growth Vs. last year – is very encouraging!”

Update on Business operations : Foreign Exchange

Wholesale

- Banks and large financial institution
- Forex agents

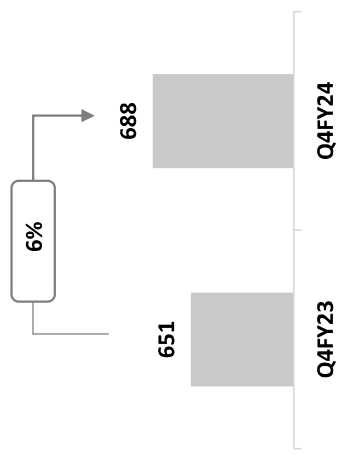
Retail

- Prepaid cards
- FX for leisure
- FX for Corporates
- Airports

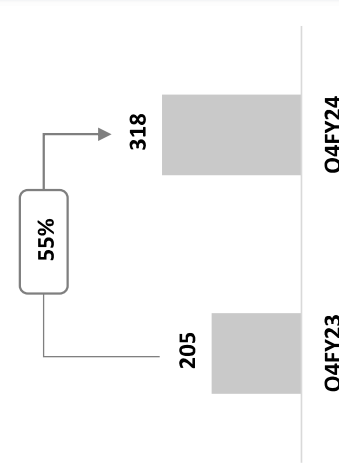
Remittance

- International Money Transfer
- Remittance To India

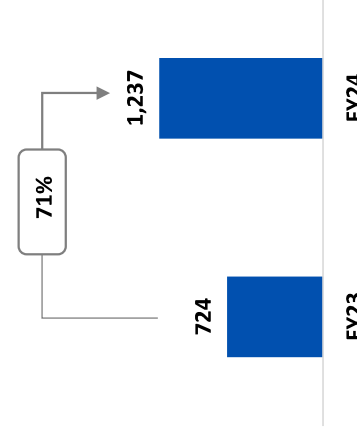
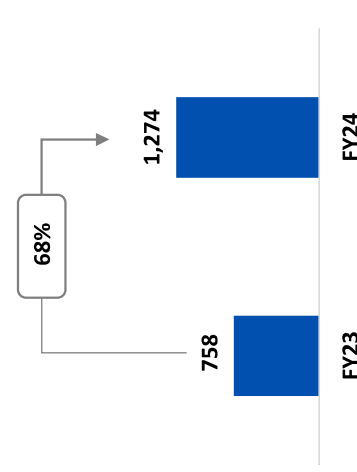
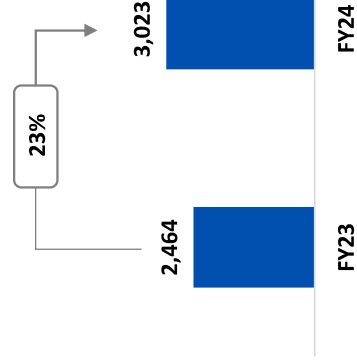
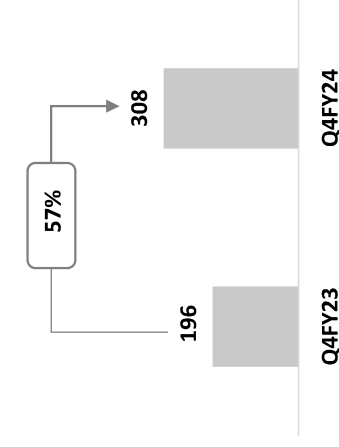
Income from Operations (Rs mn)



EBITDA (Rs mn)



EBIT (Rs mn)



Key Highlights

- Growth in Turnover: 24% y-o-y for FY24; 6% y-o-y for Q4 FY24
- Retail growth: 19% for FY24; 18% YoY for Q4 FY24
- Holiday sales growth: 88% for FY24; 26% for Q4 FY24
- Overseas Education growth: 14% for FY24; 24% YoY for Q4 FY24

Prepaid card:

- Card loads: 35% for FY24; 21% YoY for Q4 FY24
- New prepaid card issuance up by 23% for FY24; 5% YoY for Q4 FY24

Network :

- Outlet opened in Bhuj, Gujarat

Update on Business operations : Foreign Exchange

A Forex card with the power to plant trees.

Presenting
INDIA'S FIRST RECYCLED FOREX CARD

EnterpriseFx by Thomas Cook.

Presenting a Corporate forex card that not only offers you customized & competitive rates with no additional costs, but also travel eco - friendly. The Thomas Cook EnterpriseFx is India's first ever recycled forex card. For every 25 cards issued, a tree is planted and your company receives an e-certificate for reducing carbon footprint.

That's not all. Here's everything else that the Thomas Cook EnterpriseFx card has to offer.

- Free membership of 'Thomas Cook Edge' Reward program. Use points to book flights, hotels and holidays.
- Complimentary lounge access at international airports in India.
- A free international SIM card.
- Access to deals globally with the Youth ISIC card.

Thomas Cook
 India Ka Forex Specialist

- India's first eco-friendly prepaid forex corporate card, made entirely of recycled material
- EnterpriseFx Card is customised to meet the unique needs of the global business traveller and launched in partnership with Visa & Mastercard

- Customers across channels including Fx NOW app, WhatsApp channel, retail network, website, are eligible for participation between March 27 - June 30

- Best Price Guarantee and Price Match Offer for customers

Thomas Cook
 India Ka Forex Specialist

BUY FOREX, & you could win a HARLEY-DAVIDSON® X™440

GRAND FOREX FESTIVAL
 27th March to 30th June

Monthly Prize:
HARLEY-DAVIDSON® X™440
 EVERY MONTH

FOREX MAY-HEM

Get Best Rates on Forex all of May.

If you find a better rate anywhere, not only will we match it, but also give you a Travel Voucher worth ₹ 500.00!

It's a challenge!

Thomas Cook
 India Ka Forex Specialist

Update on Business operations : Foreign Exchange



Video KYC

Ab Forex, Ghar Baithe.

Introducing **Video KYC. Easy & Paperless.**

Gone are the days of tedious and time-consuming paper work for Forex transactions. With Thomas Cook's Video KYC, you can now avail Forex, completely online, saving you valuable time and effort.

Here's how it works:

Convenience:

Avail your Forex from the comfort of your home.

Efficiency:

Skip the paperwork and branch visits, complete the entire process online.

Security:

Rest assured that your video KYC is conducted securely and in compliance with regulatory standards.

Doorstep delivery:

Post-video KYC, your Forex will be delivered right to your doorstep in 2 hours.

Follow the below steps:

1. Visit thomascCook.in
2. Choose your currency
3. Select 'Video KYC' with 'Home Delivery' option.
4. Upload your documents
5. Verify your identity to our rep.
6. Get Forex home delivered.



1800-2099-100
thomascCook.in



Thomas Cook
India (a Forex Specialist)

TCPay for smooth and seamless transactions

Send Money Abroad
in a few clicks
with **TCPay**

Thomas Cook

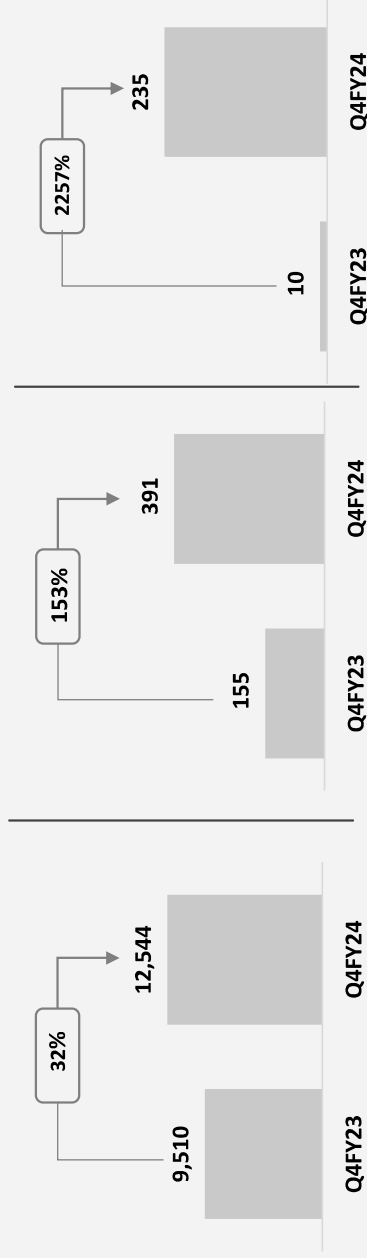
Paperless transfer | No need to visit a branch

- Convenience of 24x7 access
- Paperless transfers
- Simple & Seamless digital interface, across Thomas Cook's Digital Tools: FXNOW (B2C app), Portal; Call Center for assistance
- Video KYC - seamless digital process for convenient, safe and quick transactions

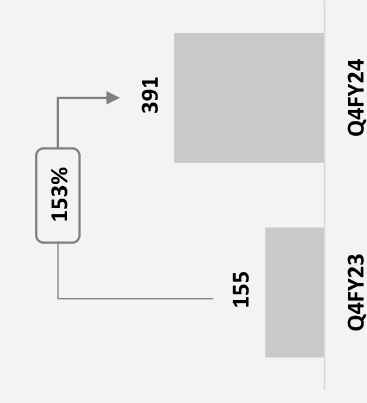
Update on Business operations : Travel & Related Services



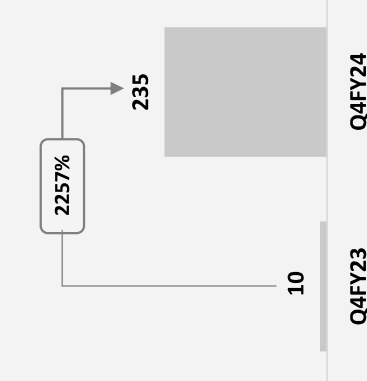
Income from Operations (Rs mn)



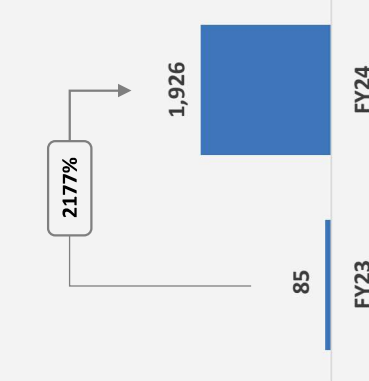
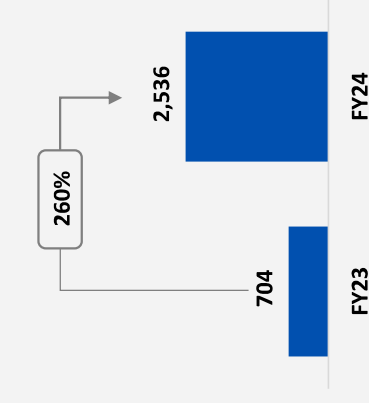
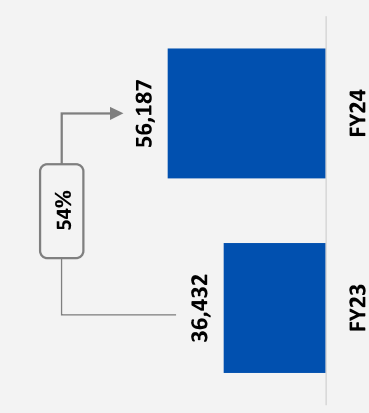
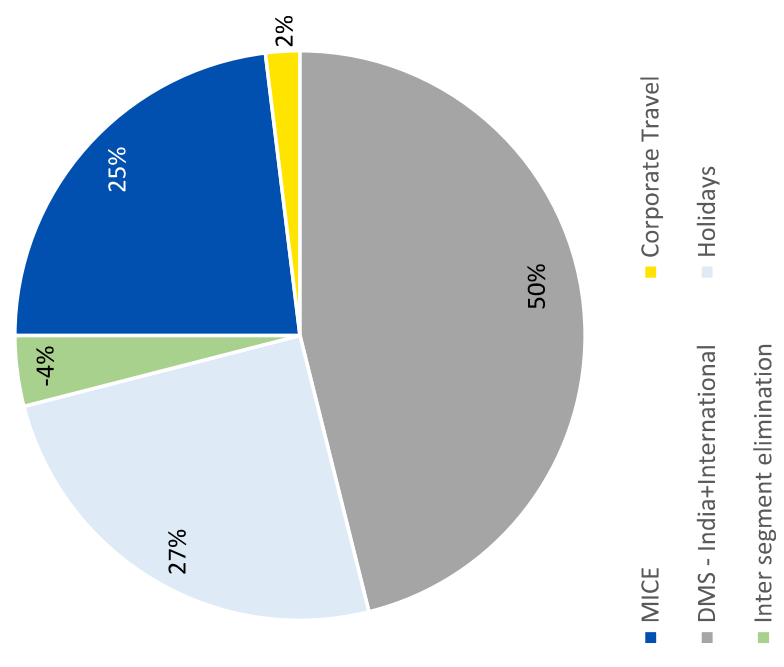
EBITDA (Rs mn)



EBIT (Rs mn)



Travel Segment Revenue mix – FY24



Update on Business operations : Travel & Related Services

Corporate Travel:

- Q4 FY24: Acquisition of new accounts across sectors like Infrastructure, IT& ITES, Consulting; retention of key global accounts
- Over 47% adoption by clients on the corporate self-booking tool in Q4 FY24
- Non-Air business has grown by 25% - Hotel by 23%, Car by 92%
- Focus on marine sector business witnessing 20% growth
- Productivity efficiency has increased by 8%
- Air ticketing from US ARC (US office corporate travel ticketing) is witnessing growth

Meetings-Incentives-Conferences-Exhibitions (MICE)

- Q4 FY24: Managed over 140 groups, size ranging from 5- 3000 per group to Switzerland, France, Netherlands, Italy, USA, Singapore, Malaysia, Thailand, Hong Kong, Indonesia, Azerbaijan, UAE; also Jammu & Kashmir, Goa, Himachal Pradesh, Rajasthan, Assam, Uttarakhand, Kerala, Hyderabad
- Successfully managed the Vishwa Marathi Sammelan in Navi Mumbai with delegates from over 12 countries
- Thomas Cook India wins 'MICE Tour Operator of the Year - Outbound' at SATTE (South Asia's Travel & Tourism Exchange)

Leisure Travel:

- Thomas Cook and SOTC announce exclusive charter flights to Bhutan Special Summer departures from Bengaluru
- Thomas Cook India repositions Holidays with a fresh new approach - How Thomas Cook holidays enable customers to "Have Great Stories to Tell"
- Franchise outlets opened in Varanasi, Mumbai (Panvel and Goregaon) and Jaipur

Destination Management Services (DMS) Network

- **India DMS - Travel Corporation (India) Limited:** Reported significant growth in turnover of 122% YoY for FY24; 82% YoY for Q4 FY24
- **Overseas DMS** grew 27% YoY for FY24; 16% YoY for Q4 FY24
- **Middle East - Desert Adventures:** Q4 FY24 witnessed good volumes driven primarily by CIS countries, Subcontinent and sports segment. UK, EU, and the rest of Europe have slowed down due to geo-political issues and economic pressures
- **Private Safaris:**
 - **East Africa:** Sales in Q4 FY24 exceeded Q4 FY23 with good volumes generated from traditional markets such as Germany, USA and Romania
 - **South Africa:** Q4 FY24 has shown encouraging volumes driven by key European markets
- **USA - Allied TPro:** Q4FY24 was a strong quarter; volumes higher than LY primarily driven by FIT segment
- **Asia Pacific - Asian Trails:** Strong volumes in Thailand, Malaysia, Singapore and Vietnam with gradual recovery in key countries such as Laos and Cambodia resulting in sales exceeding pre-pandemic levels

Update on Business operations : Travel & Related Services



Like everyone, I too love romantic movies.
But the Dal Lake made me actually feel the romance.
**Every holiday moment comes with a story.
How many will you bring back?**



DAL LAKE, KASHMIR

Choose from the widest range of India and Around Holidays

Family Holidays

- 7 D - Aashika with Polina (Flight Included) @ ₹ 48,500++
- 11 D - Mysore Laksh with Dohi (Flight Included) @ ₹ 77,000++
- 8 D - Bhutan @ ₹ 41,999++

Pilgrimage Holidays

- 4 D - Aashika with Ananya Min @ ₹ 33,000++
- 5 D - Anu Kalach and Divyansh Anu Divansh @ ₹ 10,100++
- 12 D - Chagbhai Yatra @ ₹ 43,800++

Homepinion Special

- 7 D - Independence Laksh @ ₹ 1,00,999++
- 3 D - Ardama Nagi, Momata @ ₹ 59,900++
- 4 D - Affectionate Kerala @ ₹ 80,299++

Senior Citizen Group Tour

- 7 D - Bhosha @ ₹ 31,191++
- 7 D - Sri Lanka Banzari Asant Yatra @ ₹ 46,900++
- 9 D - Siddham and Durgelling @ ₹ 54,914++

Best Price Guaranteed

International Holidays with Flights

- 4 D - Dubai with Abu Dhabi @ ₹ 90,300++
- 7 D - Vietnam @ ₹ 94,000++
- 7 D - Singapore Weekend with Cruise @ ₹ 151,000++
- 8 D - Swiss French Magic @ ₹ 2,59,500++
- 4 D - Malaya & Singapore @ ₹ 1,10,000++
- 3 D - UK, Belgium @ ₹ 2,10,000++
- 3 D - Japan Extravaganza @ ₹ 2,71,100++
- 11 D - Australian Extravaganza @ ₹ 3,10,000++

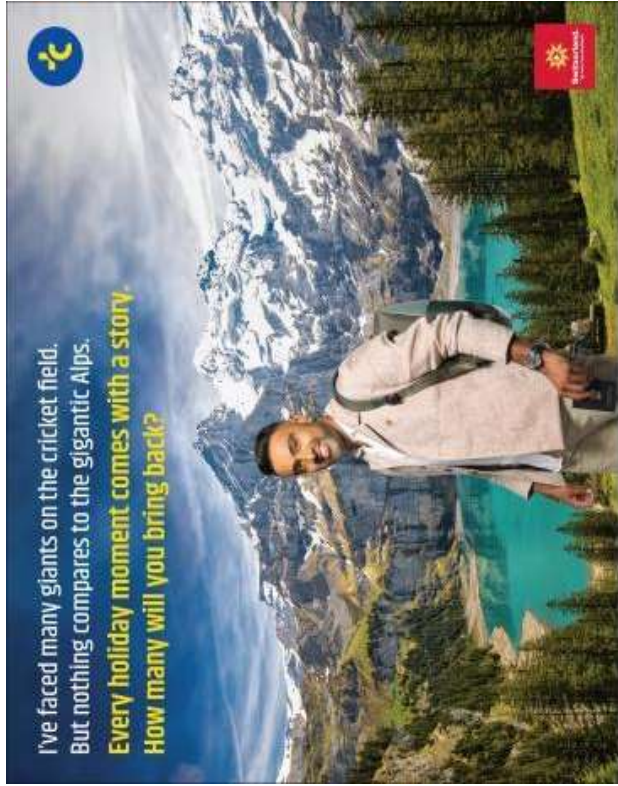
Common Inclusions: Hotels, Meals, Visa, Insurance, Signposting & Services of our Tour Manager as per itinerary
Why choose us?
 - Highest rated Operator since - Most experienced Tour Managers - Best 5 star happy customers - Curated travel with Indian local hopes
 - Feedback taken from our 2 million customers over years - Itinerary designed to offer comfort, all less 3 star time - Operational guarantees
 - Consistently awarded 5 star service - Exclusive sight seeing and atmospheric content - Cruise from our 3rd star air-ambulance planes

Scan for a video consultation or visit thomascook.in or call 1800 2099 100



have great stories to tell

Thomas Cook India signs on ace cricketer Ravichandran Ashwin and popular actor Vikrant Massey to position the brand as the as the best at creating holiday experiences that make for great stories for their customers - while reiterating the promise of Thomas Cook quality for assurance



I've faced many giants on the cricket field.
But nothing compares to the gigantic Alps.
**Every holiday moment comes with a story.
How many will you bring back?**

Thomas Cook Signature Experiences:
15 Days - European Extravaganza
 @ ₹ 97,500++

- River Cruise - Visit a Dutch Fishing Village
- Taste Authentic Pasta in Italy - Romantic Gondola Ride in Venice - Get A Bird's Eye View of The Alps
- Stay in England's most romantic cottage destination
- Visit the most beautiful lakes in the Alps
- Champagne Lunch at Jambouk

Europe, Best Experienced with Thomas Cook (Flight inclusive holidays)

Best Sellers in Europe

- 19 D - Berlin, Prague, Vienna, Budapest @ ₹ 2,14,000++
- 11 D - Stockholm, Tallinn @ ₹ 1,20,000++
- 10 D - Amsterdam, Prague, Vienna, Budapest @ ₹ 1,19,000++
- 11 D - Amsterdam, Prague, Vienna, Budapest @ ₹ 1,17,000++

Senior Citizen Special

- 11 D - Swiss French Alps @ ₹ 2,14,000++
- 11 D - European France @ ₹ 2,12,000++
- 11 D - European France @ ₹ 2,12,000++
- 11 D - European France @ ₹ 2,12,000++

Senior Citizen Special

- 11 D - Paris, Rome, Athens @ ₹ 2,14,000++
- 11 D - European France @ ₹ 2,12,000++
- 11 D - European France @ ₹ 2,12,000++
- 11 D - European France @ ₹ 2,12,000++

Don't miss out on the world's most beautiful holiday

- 4 D - Abu Dhabi with Abu Dhabi @ ₹ 1,14,000++
- 4 D - Oman with Abu Dhabi @ ₹ 1,14,000++
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Thomas Cook Signature Experiences:
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 @ ₹ 97,500++

Scan for a video consultation or visit thomascook.in or call 1800 2099 100



have great stories to tell

HEMBAH | Tel: 08 9593343 | E: gsm@thomascook.com | Jember: 94502305 | Bantul: 94502305 | Cirebon: 987903107

Update on Business operations : Travel & Related Services

SOTC collaborates with Mumbai Indians as an Official Partner for the ongoing T20 cricket season



SOTC | **75**
A FAIRFAX Company

Sound Of Thundering Cheers

SOTC For Holidays Official Partner

MUMBAI INDIANS

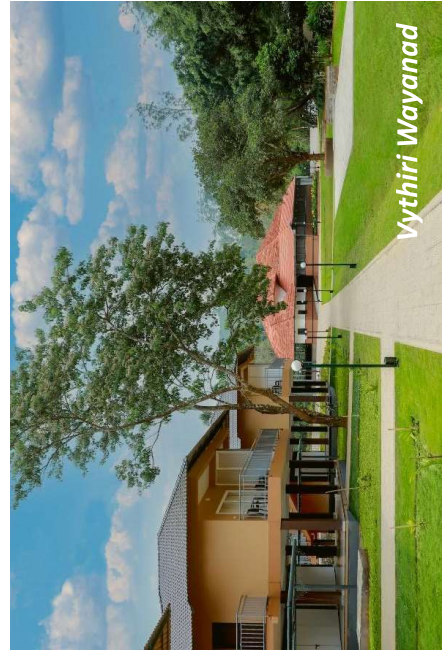
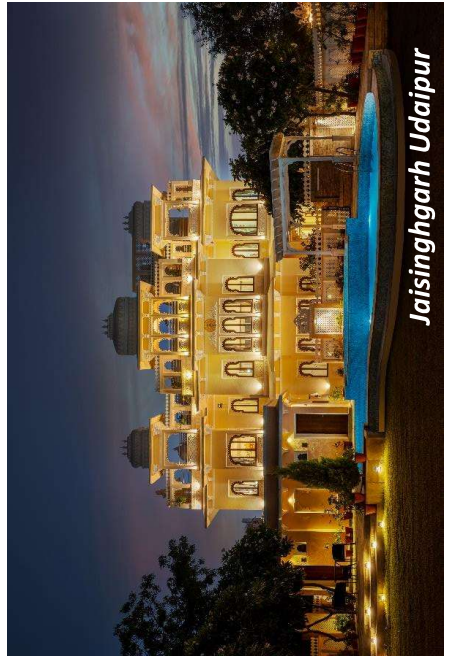
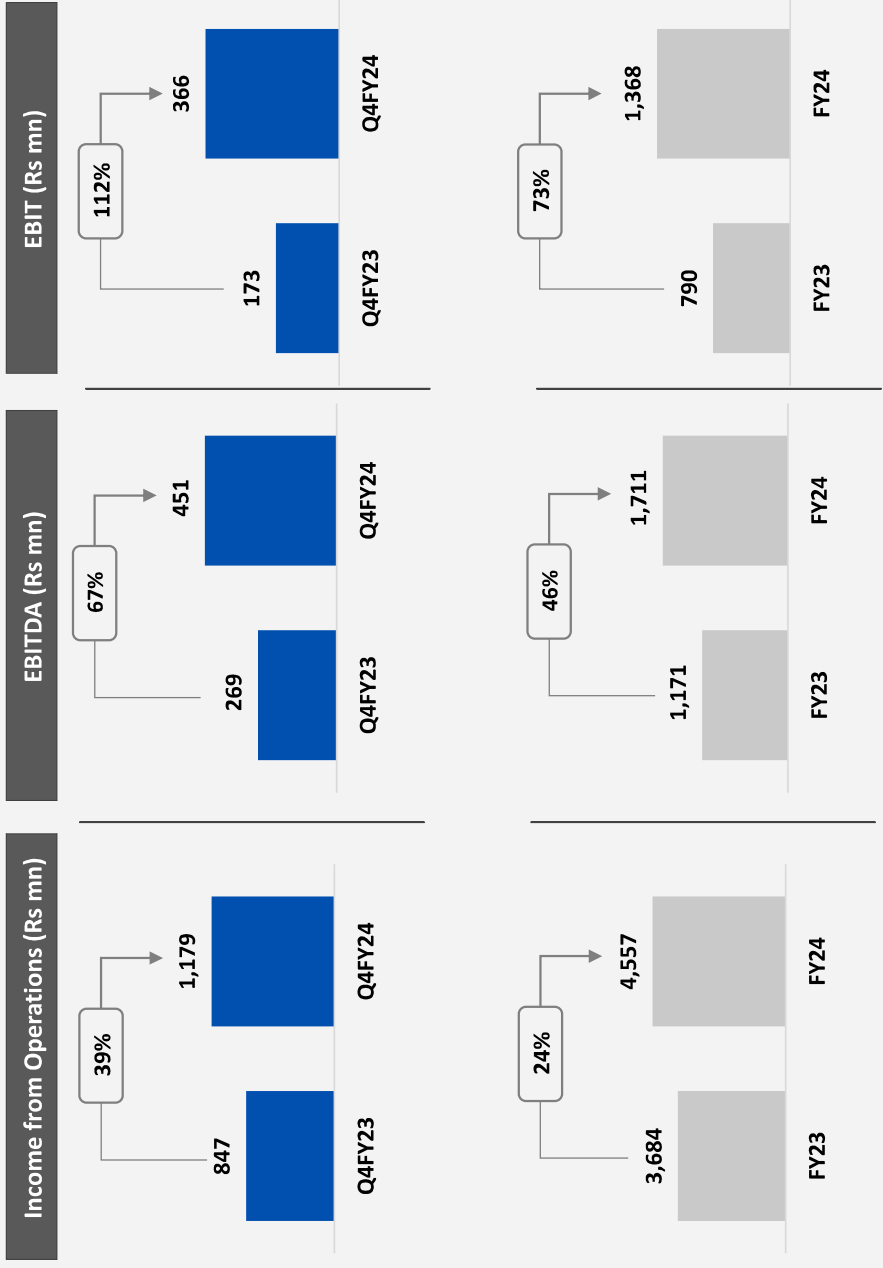
Customer Carnivals & Roadshows

Branch Celebrations

Matches at Wankhede - Tickets to Employees, Partners & Clients

Store Signages

Update on Business operations: Leisure Hospitality (Sterling Resorts)



Update on Business operations: Leisure Hospitality (Sterling Resorts)



Resort Occupancy

58% (Q4 FY24)

Network

48 Resorts;

2,672 rooms

15 Owned resorts,
33 Partnered model

Room capacity

↑ 12% Y-O-Y

New resorts launched

3

Average Room Rate (ARR)

Rs. 6,405



(Q4 FY24)

71%

9% Y-O-Y

Guest Ratio

(FY24)

69%

7% Y-O-Y

Food & Beverage (F&B) revenues



9% YoY in Q4 FY24 as well as FY24

Sterling is now debt free led by improved cash generation

Trip Advisor Traveler's Choice Awards Best of the Best for 2nd consecutive year

Athirapally



Sariska



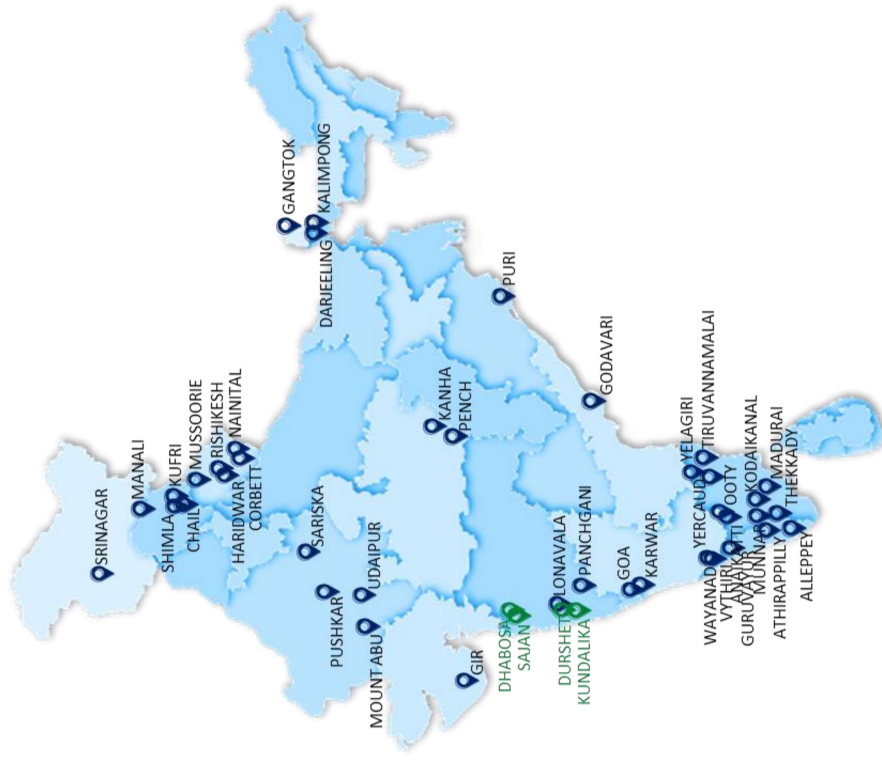
Pushkar



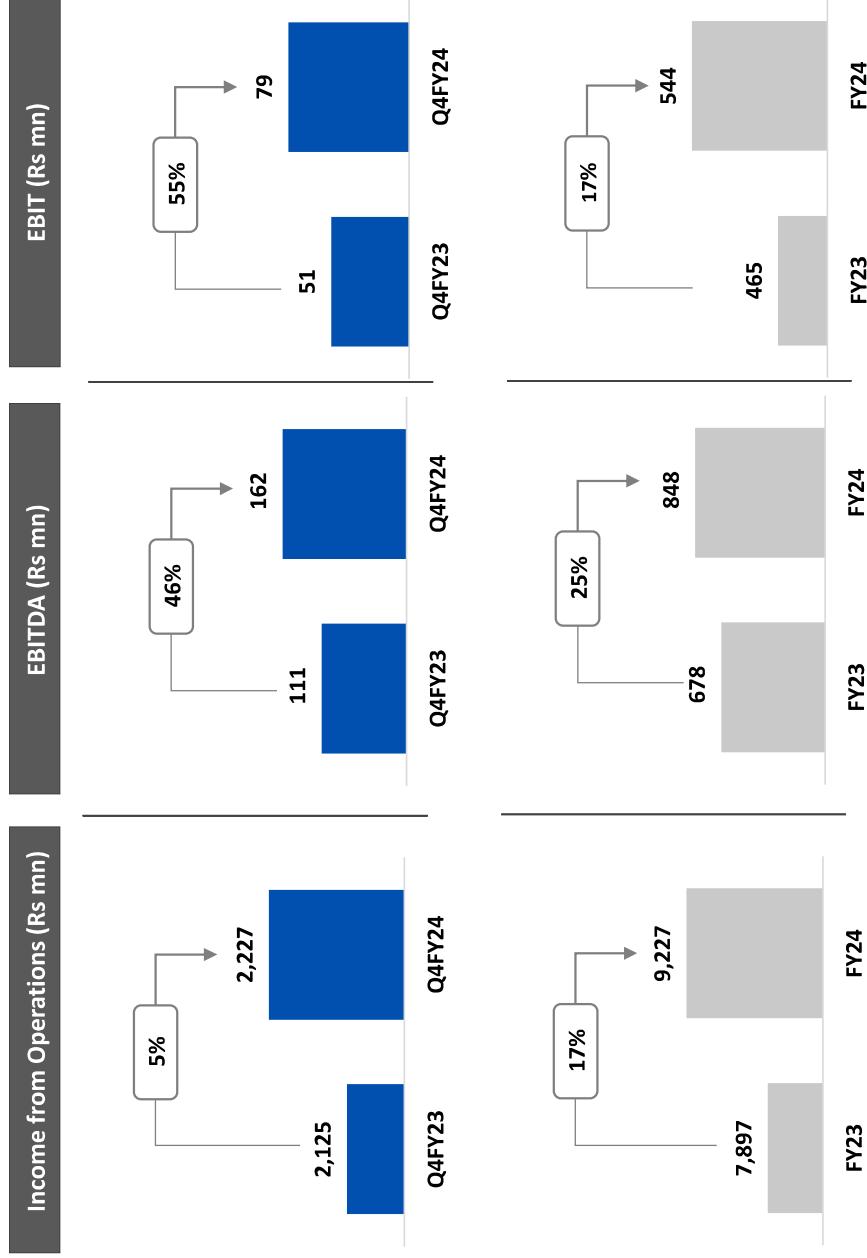
Leisure Hospitality & Resorts (Sterling Resorts) : Network



	Hill Station	Beach	Waterfront	Heritage / Pilgrimage	Jungle	Adventure & Theme Parks
North	<ul style="list-style-type: none"> Mussoorie Nainital Kufri Manali Shivalik Chail Legacy Shimla 		<ul style="list-style-type: none"> Palm Bliss Rishikesh De Laila Srinagar 	<ul style="list-style-type: none"> Mantra Haridwar Balicha Udaipur Jaisinghgarh Udaipur Pushakar 	<ul style="list-style-type: none"> Corbett Kanha Sariska Padam Pench 	
East	<ul style="list-style-type: none"> Darjeeling Gangtok OV Park Kalimpong 			<ul style="list-style-type: none"> Puri 		
West	<ul style="list-style-type: none"> Lonavala Mount Abu Panchgani 	<ul style="list-style-type: none"> Goa - Varca Karwar 			<ul style="list-style-type: none"> Gir 	<ul style="list-style-type: none"> Sajan (NT) Durshet (NT) Kundalika (NT) Dabhosa (NT)
South	<ul style="list-style-type: none"> Munnar Vythiri Yelagiri Yercaud Ooty - Elk Hill Ooty - Fern Hill Kodai - Lake Kodai - Valley 		<ul style="list-style-type: none"> Anaikatti Palavelli Godavari Lake Palace Alleppey Athirapally 	<ul style="list-style-type: none"> Guruvayur Arunai Anantha Tiruvannamalai V Grand Madurai 	<ul style="list-style-type: none"> Thekkady Wayanad - Vythiri 	



Update on Business operations : Digiphoto Entertainment Imaging Ltd. (DEI)



Key Highlights

Q4 FY24:

- 22 partnerships renewed in UAE, Malaysia, Singapore, Indonesia, India, Macau, Maldives and Thailand
- 17 new partnerships signed in UAE, Saudi Arabia, Malaysia, Singapore, Indonesia, Maldives and India
- 8 partnerships operationally launched in UAE, Malaysia, Indonesia and India

FY 2023-24:

- 34 partnerships renewed
- 50 new partnerships signed

We are across the world





Q4 & FY24 Performance

Results – Q4 & FY24 Consolidated

Particulars (Rs. mn)	Q4 FY24	Q3 FY24	Q4 FY23	Y-o-Y (%)	FY24	FY23	Y-o-Y (%)
Income from Operations	16,638	18,931	13,132	27%	72,994	50,477	45%
Other Income							
I. Mark to market gain on Investment	-	28	-	-	112	-	-
II. Others	288	450	107	169%	1,251	635	97%
Total Income from Operations	16,926	19,408	13,239	28%	74,357	51,112	45%
Expenses							
- Cost of services	11,673	13,825	9,343	25%	53,080	35,940	48%
- Employee benefits expense	2,481	2,544	2,013	23%	9,614	7,698	25%
- Other expenses							
I. Mark to market loss on Investment	1	-	50	(99%)	-	353	-
II. Others	1,572	1,398	1,365	15%	5,945	4,707	26%
Total Expenses	15,726	17,767	12,771	23%	68,639	48,698	41%
EBITDA	1,200	1,642	469	156%	5,718	2,414	137%
Depreciation / Amortization	328	332	299	10%	1,276	1,240	3%
EBIT	872	1,310	170	413%	4,442	1,174	278%
Interest and Finance cost	265	242	232	14%	992	891	11%
Exceptional Items	-	-	-	-	-	(20)	-
PBT	607	1,068	(62)	-	3,449	262	1,215%
Tax expense	42	172	46	(8%)	738	165	348%
PAT	565	896	(107)	-	2,711	98	2,678%
Share of Profit / (loss) of associates (net of income tax)	17	9	5	233%	0.1	6	(98%)
Reported PAT	582	905	(102)	-	2,711	104	2,514%

Segmental Results – Q4 & FY24 Consolidated

Particulars (Rs. mn)	Q4 FY24	Q3 FY24	Q4 FY23	y-o-y (%)	FY24	FY23	y-o-y (%)
Segment Revenue							
(a) Financial Services	688	644	651	6%	3,023	2,464	23%
(b) Travel and Related Services	12,544	14,630	9,510	32%	56,187	36,432	54%
(c) Leisure Hospitality & Resorts business	1,179	1,243	847	39%	4,557	3,684	24%
(d) Digiphoto Imaging Services	2,227	2,414	2,125	5%	9,227	7,897	17%
Total	16,638	18,931	13,132	27%	72,993	50,477	45%
Segment Results (EBIT)							
(a) Financial Services	308	211	196	57%	1,237	724	71%
(b) Travel and Related Services	235	687	10	2247%	1,926	85	2177%
(c) Leisure Hospitality & Resorts business	366	378	173	112%	1,368	790	73%
(d) Digiphoto Imaging Services	79	224	51	55%	544	465	17%
Total	988	1,500	430	130%	5,074	2,063	146%
Less : Interest and Finance expenses	265	242	232	14%	992	891	11%
Less : Common Expenditure	116	190	260	(55%)	633	889	(29%)
PBT before exceptional	607	1,068	(62)	-	3,449	283	1,121%
Add: Exceptional Items	-	-	-	-	-	(20.3)	-
PBT	607	1,068	(62)	-	3,449	262	1,215%

For further information please contact

Debasis Nandy

President and Group CFO

Tel: +91 22 4242 7000

Email: Debasis.Nandy@thomascook.in

Corporate Identification No: L63040MH1978PLC020717

Investor e-mail id: sharedept@thomascook.in

Website : www.thomascook.in

Urvashi Butani

General Manager- Investor Relations

Tel: +91 22 4242 7095

Email: Urvashi.Butani@thomascook.in

Regd. Office: Thomas Cook India Ltd, Marathon Futurex, A Wing, 11Th & 13th Floor, N.M. Joshi Marg, Lower panel (E), Mumbai 400013

Rahul Agarwal / Abhishek Shah

Strategic Growth Advisors - Investor Relations Advisors

Tel: +91 98214 38864 / +91 9930651660

Email: rahul.agarwal@sgapl.net / abhishek.shah@sgapl.net

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