A FAIRFAX Company

Thomas Cook Building, Dr. D. N. Road, Fort, Mumbai - 400001 Board: +91-22-6160 3333

CIN: L63040MH1978PLC020717

6th December, 2019

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

**Travel Smooth** 

thomascook.in

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

Mumbai – 400 051

Scrip Code: THOMASCOOK

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 December 6, 2019 titled: "Thomas Cook India's Regional Maharashtra Tours witness a surge in demand of 27% from the State; Announces partnership with Marathi superstar Subodh Bhave, to grow this opportunity."

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

A Wing, 11th Floor, Marathon Futurex N. M. Joshi Marg, Lower Parel

Mumbai - 400 013.

Board No.: +91-22-4242 7000 Fax No. :+91-22-2302 2864

### News Release



# Thomas Cook India's Regional Maharashtra Tours witness a surge in demand of 27% from the State

## Announces partnership with Marathi superstar Subodh Bhave, to grow this opportunity

 Invites its Maharashtra travellers for an exclusive gala event, Ru-Ba-Ru, with the superstar during their Summer Tour in Europe

**Mumbai, December 6, 2019:** Thomas Cook (India) Ltd., India's leading integrated travel and related financial services company, has revealed an impressive 27% growth in demand for its Regional Tours from Maharashtra- led by key source markets of Pune, along with the surrounding regional towns of Nasik, Aurangabad, Kolhapur, Solapur among others.

In a strategic initiative to maximise the growth opportunity from Maharashtra, Thomas Cook India has appointed Subodh Bhave as its Brand Ambassador. Thomas Cook India's customers benefit from this association with an exclusive opportunity to interact with their favourite superstar at a gala event during their Europe holiday. Subodh will spend an evening interacting with Thomas Cook India's customers while sharing his views on films, famous characters that he has portrayed and his journey to stardom. Subodh, who strongly resonates with the Marathi Manus, is highly acclaimed for his roles in renowned films such as Lokmanya - Ek Yug Purush, Bal Gandharva and Ani... Dr. Kashinath Ghanekar.

Thomas Cook India has successfully introduced regional Maharashtrian tours such as Aakarshak and Avismarniya Sahli series across Europe, USA, Asia and Australia, and key elements include a friendly Marathi speaking experienced Thomas Cook Tour Manager, fondly referred to as 'Bhau', the company of Marathi speaking co-travellers and the comfort of delicious Maharashtrian cuisine while on tour (poha, upma, aam ras, etc.).

Thomas Cook India's strategic focus on the Maharashtra market caters to the holiday segment, business travellers, leisure travellers, and its b-leisure segment (business plus leisure). The Company's high growth segments from Maharashtra include the powerful family segment; along with millennials, young working professionals, couples/honeymooners, student study tours, Gen S/Seniors, ladies-only groups and corporate MICE groups. The primary driver segment in the next five years, however, is expected to be made up of millennials, and women travellers.

With accessibility and convenience as a key priority for the company; Thomas Cook India has created an extensive network in Maharashtra that covers 42 consumer access centres: 20 owned branches and 22 Gold Circle Partner (franchise) outlets at key locations such as Mumbai, Pune, Jalgaon, Aurangabad, Kolhapur, Nashik, Nagpur. With its focus on customer delight and personalized service, Thomas Cook India has established itself as a trusted and preferred comprehensive travel solutions provider, among the Maharashtrian audience. In addition to a wide on-ground network, Thomas Cook India's hybrid bricks and click omni-channel platform along with online bookings caters to the millennials, along with customized doorstep delivery.

Mr. Rajeev Kale, President & Country Head - Holidays, MICE & Visa, Thomas Cook (India) Ltd. said, "We are proud of the strong 27% growth in demand that our regional tours from Maharashtra have witnessed. In order to cater to our loyal customers in the region, we have strategically partnered with Subodh Bhave to

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fortify the brand connect, provide an immersive experience and offer a 'once in a lifetime' opportunity to our consumers.

With our special 'Avismarniya Sahli' - Marathi product category across Europe- travellers will get a chance to meet their favourite star, engage and spend some quality time with him as he hosts the exclusive event, Ru-Ba-Ru."

**Mr. Subodh Bhave, Brand Ambassador (Maharashtra),** said, "I am proud to be associated with Thomas Cook India which holds a strong legacy and has been a preferred tour operator for Indian travellers. The brand's regional tour packages have a personalised touch and strongly resonate with Marathi travellers. I look forward to interacting with my fans during the Europe tour and it will be my sincere effort to make this holiday truly unforgettable."

Thomas Cook (India) Limited has operated the Thomas Cook brand name uninterrupted in India since 1881 and has recently signed an agreement to acquire the rights to the Thomas Cook brand in India, Sri Lanka and Mauritius. The agreement ensures brand use rights in perpetuity and means that TCIL can use the brand in perpetuity on a royalty-free basis.

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About Thomas Cook (India) Limited: Set up in 1881, 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 and Passport services and E-Business. It operates leading B2C and B2B brands including Thomas Cook, SOTC, TCI, SITA, Asian Trails, Allied T Pro, Australian Tours Management, Desert Adventures, Luxe Asia, Kuoni Hong Kong, Sterling Holiday Resorts Limited, TC Forex, Distant Frontiers, TC Tours, TC Visa, Travel Circle International Limited, Ithaka, Digiphoto Entertainment Imaging (DEI), Private Safaris East & South Africa.

As one of the largest travel service provider networks headquartered in the Asia-Pacific region, The Thomas Cook India Group spans 29 countries across 5 continents, a team of over 9700 and a combined revenue in excess of Rs. 6718.7 Cr. (over \$ 0.96 Bn.) for the financial year ended March 31, 2019.

TCIL has been felicitated with The Best Travel Agency – India at TTG Travel Awards 2019, The Best Outbound Tour Operator at the Times Travel Awards 2018 & 2019 and Leading Company with Cutting Edge Travel Innovation at the Times Travel Awards 2018, Best Risk Management-Framework & Systems at the India Risk Management Awards 2019; Best Cash Management Solution – India at the Asset Triple A Treasury, Trade, Supply Chain & Risk Management 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 Award for Exemplary Achievements in Visa Issuance – 2015 to 2019 and the Condé Nast Traveller – Readers' Travel Awards from 2011 to 2019.

CRISIL has reaffirmed the rating on debt programmes and bank facilities of Thomas Cook (India) Ltd at 'CRISIL AA-/Stable on the long-term bank facilities of TCIL and CRISIL A1+ rating on the short-term bank facilities and short- term debt of the Company.

For more information, please visit www.thomascook.in

Fairbridge Capital (Mauritius) Limited, a subsidiary of Fairfax Financial Holdings Limited promotes TCIL by holding 65.60% of its paid-up capital and is responsible for the execution of acquisition and investment opportunities.

**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. Founded in 1985 by the present Chairman and Chief Executive Officer, Prem Watsa, the company 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.

About Quess Corp Limited: TCIL owns 48.39% of Quess Corp Limited, a provider of integrated business services.

About Subsidiaries of Thomas Cook (India) Ltd.: Sterling Holiday Resorts Limited, wholly owned subsidiary of TCIL is engaged in time share and resort business.

SOTC Travel Limited, wholly owned subsidiary of TCIL is a leading travel and tourism company active across various travel segments including Leisure Travel, Incentive Travel and Business Travel.

Thomas Cook India Group holds a 51% stake in DEI Holdings Limited (DEI), one of the world's leading imaging solutions and services providers.

For more information, visit:

Quess Corp Limited: <a href="http://www.quesscorp.com">http://www.quesscorp.com</a>

Sterling Holiday Resorts Limited: <a href="http://www.sterlingholidays.com">http://www.sterlingholidays.com</a>

SOTC Travel Limited: http://www.sotc.in

#### Media Enquiries:

**Thomas Cook India Limited**: Suzanne Pereira | +91 98202 97665 | suzanne.pereira@in.thomascook.com **Communicate India**: Kapil Daryani, +91 99872 10099, kapil@communicateindia.com | Natasha D'souza +91 98673 88748, natasha.d@communicateindia.com