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

CIN: L63040MH1978PLC020717

A FAIRFAX Company



19th January, 2021

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 19th January, 2021 titled "Thomas Cook targets Gujarat as a strong source market for its Holiday Business – Opens Franchise (Gold Circle Partner) Outlet in Gandhinagar – Extends consumer access in Gujarat to 10 outlets – Across Ahmedabad, Baroda, Rajkot, Surat, Jamnagar and Gandhinagar".

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 targets Gujarat as a strong source market for its Holidays Business Opens Franchise (Gold Circle Partner) Outlet in Gandhinagar

Extends consumer access in Gujarat to 10 outlets – Across Ahmedabad, Baroda, Rajkot, Surat, Jamnagar and Gandhinagar

Mumbai, January 19, 2021: Thomas Cook (India) Ltd., India's leading integrated travel services company has inaugurated a new Gold Circle Partner franchise outlet in Gandhinagar, Gujarat. This expansion augments Thomas Cook India's distribution and reach in Gujarat to **10 consumer access centres**: 6 owned branches and 4 Gold Circle Partner (franchise) outlets across **Ahmedabad, Baroda, Rajkot, Surat, Jamnagar and Gandhinagar**.

Travellers today are seeking the guidance and reassurance of holiday experts to navigate through the complexities and changes in travel and health protocols/documentation. Thomas Cook India's recent <u>Second Holiday Readiness Report (December 2020)</u> reiterates the same, with a significant 71% respondents stating that they require guidance of a holiday expert and preferred to visit an outlet/Virtual Store/video chat to plan their holidays. In addition, a sizeable 84% respondents stated their strong preference for reputed tour companies and travel brands. Hence to support its customers in the high potential Gujarat market, Thomas Cook India has set up a new Gold Circle Partner franchise outlet at Gandhinagar.

With lockdown fatigue and strong pent-up demand, coupled with positive sentiment due to announcements on the vaccine, Gujarat's consumers are displaying strong demand for domestic travel – with destinations like Goa, Andamans, Himachal Pradesh, Kerala seeing high uptake. International destinations such as Maldives, Dubai, Egypt and Turkey are also witnessing encouraging interest.

Thomas Cook India's data reveals that its Gujarati consumers spend an average of Rs. 1.5 lakhs per person for an international vacation, and an average of Rs. 25,000-50,000 per person for a domestic holiday. Key segments driving growth from Gujarat include families, couples and groups of friends/colleagues.

Thomas Cook's Gold Circle Partner outlet in Gandhinagar 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. To build consumer confidence in travel, Thomas Cook India has launched its *Assured* Safe Travel Program in partnership with Apollo Clinics and *end-to-end COVID-negative certification* services.

Mr. Rajeev Kale, President & Country Head – Holidays, MICE, Visa, Thomas Cook (India) Ltd. said, "Gujarat has always been a strong source market for us at Thomas Cook India. We are delighted to extend our services to our growing customer base in Gujarat with the launch of our new Gold Circle Partner franchise outlet in Gandhinagar. Located at Kudasan, our presence in Gandhinagar helps us to cater to not only to the outskirts of Ahmedabad, but also increase our reach to the northern Gujarat belt - including Mehsana, Kadi and Kalol with its significant NRI base. Residents of Gandhinagar and its peripheral area/towns will now benefit by getting all their travel needs fulfilled by our Gandhinagar outlet."

To ensure health and safety of customers, Thomas Cook India has put together a holistic three pronged customer confidence-building program in the form of the *Assured-Insured-Secured* Program that covers every aspect of physical safety as well as mental and financial security to give the customer complete peace of mind. The company has launched several meaningful initiatives: a *Doctor on Call* 24x7 service in partnership with Apollo Clinics; India's first *Safe Holiday Helpline*, a free service offering expert guidance & assistance for safe holiday planning, visa assistance, country specific updates, on-ground health and safety

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measures, health certification, etc. and seamless **COVID-negative certification services** via a tie up with ICMR accredited labs.

Gold Circle Partners Mr. Hemant Desai and Mr. Rahul Desai with their knowledge of the travel industry and extensive network will assist Thomas Cook India to further strengthen its presence in this growing market.

Contact Details:

Address: Office No. 109, Shree Ugati, Heights, Nexa, Kudasan, Gandhinagar, Gujarat 382421

Ph: 7600800325

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, Value Added Services, 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 25 countries across 5 continents, a team of over 8388 and a combined revenue in excess of Rs. 6948.3 Cr. (over \$ 0.93 Bn.) for the financial year ended March 31, 2020.

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, Silver award for Asia's Best Integrated Report (First Time) category at the Asia Sustainability Reporting Awards, 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, Best Outbound Tour Operator at the SATTE awards 2019, Excellence in Domestic Tour Operations at the SATTE Awards 2018, 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 revised the rating on debt programmes and bank facilities of Thomas Cook (India) Ltd to 'CRISIL A+/Negative 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 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.

Travel Corporation India (TCI), a brand owned by TCIL through its wholly owned subsidiary company, is the leading Destination Management Company in India that offers tailor-made travel and related services to India, Nepal, Bhutan and Sri Lanka.

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:

Sterling Holiday Resorts Limited: http://www.sterlingholidays.com

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

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