Thomas Cook (India) Ltd.

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

CIN: L63040MH1978PLC020717

A FAIRFAX Company

10th December, 2018

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) **Travel Smooth** 

thomascook.in

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 10, 2018: 'Thomas Cook India eyes strong growth in Gujarat, opens new office in Vesu, Surat'.

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

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## News Release



## Thomas Cook India eyes strong growth in Gujarat, opens new office in Vesu, Surat

~Increases consumer access with a new outlet at Shop 8–9 Agam Emporio, University Road, Vesu, Surat - 39500~

Mumbai/Surat, December 10, 2018: Thomas Cook (India) Ltd., India's leading integrated travel and travel related financial services company, strengthened its presence in Surat with the inauguration of its second outlet at **Shop No. 8-9 Agam Emporio, University Road, Vesu, Surat - 395007,** inaugurated by Mr. Romil Pant, Sr. Vice President, Thomas Cook (India) Ltd.

This expansion augments Thomas Cook India's distribution and reach in Gujarat to **11** consumer access centres: **5** owned branches and **6** Gold Circle Partner (franchise) outlets.

Thomas Cook India's internal data had highlighted Surat, Gujarat as a high potential source market for its holiday business. Hence, in an initiative to harness this opportunity, the company has identified Vesu, Surat to set up its new Gold Circle Partner franchise outlet.

The Thomas Cook Gold Circle Partner programme is an exclusive franchise partner initiative that increases the brand's presence-reach across the country, giving consumers access to the company's products & services in metros/mini-metros and strongly emerging Tier 2 & 3 markets. The Gold Circle Partner benefits via brand association with the leading travel company in India, along with knowledge sharing/training and expertise to manage a travel business. In addition, a Gold Circle Partner is equipped with sales & marketing support to further business development and acquisition of a wider customer base.

The new Gold Circle Partner outlet in Surat offers consumers end-to-end travel solutions with a bouquet of travel and travel related financial services, including:

- International & Domestic Holidays (Group Tours, FIT Personalised holidays, Cruises, Rail)
- Travel Insurance

Mr. Rajeev Kale, President & Country Head Leisure Travel & M.I.C.E, Thomas Cook (India) Limited said, "Gujarat has been identified as a prime growth driver and continues to deliver strong growth of 35% YoY for our Leisure Travel business. Surat offers us significant potential and we have selected one of the prime localities of the city for our new branch. Shop No. 8 – 9 Agam Emporio, University Road, Vesu is a key locality in Surat, providing us with a viable catchment of consumers across families, business professionals, senior citizens and NRIs."

Gold Circle Partners Mr. Umesh Sirvi and Mr. Kumar Gaurav Patel, are prominent businessmen based in Surat. Their relationships/contacts will assist Thomas Cook in establishing and growing the market.

## **Contact Details:**

Thomas Cook (India) Ltd, **Shop No. 8-9 Agam Emporio, University Road, Vesu , Surat – 395007** 

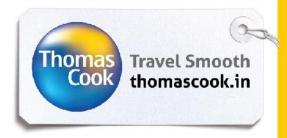
Phone no: 8460013205

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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 24 countries across 4 continents, a team of over 7590 and a combined revenue in excess of Rs. 11,411.6 Cr. (over \$ 1.75 Bn), 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.

The long term rating of 'ICRA AA' under rating watch with developing implications stands withdrawn as the NCD's have been prepaid and there is no amount outstanding against the rated instrument. CRISIL has placed its rating of 'CRISIL AA-' on the long-term bank facilities of TCIL on 'rating watch with developing implications', while reaffirming its 'CRISIL A1+' rating on the short-term bank facilities and short-term debt of the Company.

Thomas Cook (India) Ltd has been felicitated with The Best Outbound Tour Operator and Leading Company with Cutting Edge Travel Innovation at the Times Travel 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 Diamond Award for Exemplary Achievements in Visa Insurance– 2015, 2016 & 2017 and the Condé Nast Traveller – Readers' Travel Awards from 2011 to 2016. 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 66.95%. 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: Quess Corp Limited (BSE: 539978, NSE: QUESS), is India's leading business services provider. At Quess, we excel in helping large and emerging companies manage their non-core activities by leveraging our integrated service offerings across industries and geographies which provides significant operational efficiencies to our clients. Quess has a team of over ~261,700 employees across India, North America, South America, South East Asia and the Middle East across segments such as Industrials, Facility Management, People Services, Technology Solutions and Internet Business. Quess serves over 1,700+ clients worldwide. Established in 2007, Quess is headquartered in Bengaluru, India and has a market cap of over USD 2.3 Bn as on March 31, 2018. http://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 <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="https://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 Services Limited (Formerly known as TC Travel and Services Limited) (TC Travel). TC Forex offers travel related foreign exchange products including Currency notes, Travel Cards and Traveller's cheques and TC Travel 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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