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 15, 2024

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.: 2659 8237/38

Fax No.: 2272 2037/39/41/61

Dear Sir/ Madam,

Sub: 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 intimation dated May 7, 2024, please find enclosed a copy of Investor Presentation on financial and business performance of the Company for the quarter and year ended March 31, 2024.

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

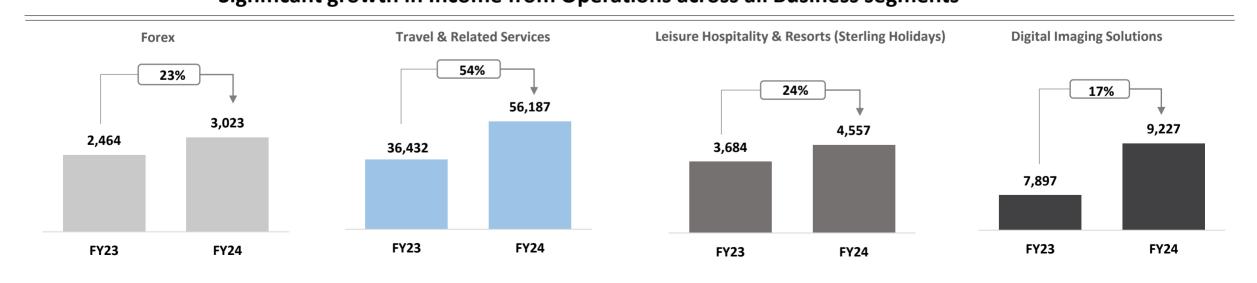
Holidays | Foreign Exchange | Business Travel | MICE | Value Added Services | Visas

Thomas Cook India Group records highest ever profits in FY24





Significant growth in Income from Operations across all Business segments







Thomas Cook (India) Limited (TCIL)

Q4 & FY24 Earnings Presentation

May 15, 2024

























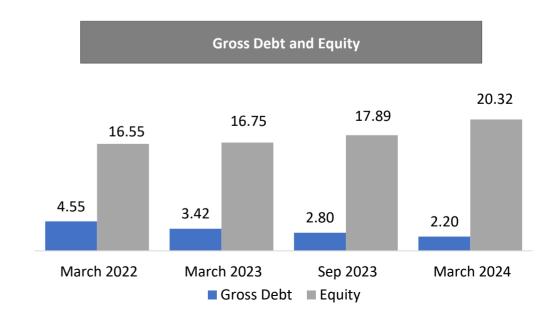
Group's Strong Financial Position



Particulars (Rs mn)	Consolidated					
	Q4FY24	Q4FY23	FY24	FY23		
EBITDA	1,200	469	5,718	2,414		
EBITDA %	7.1%	3.5%	7.7%	4.7%		
PBT	607	(62)	3,449	262		
PBT %	3.6%	<u>-</u>	4.6%	0.5%		

Particulars (Rs mn)	Standalone						
	Q4FY24	Q4FY23	FY24	FY23			
EBITDA	430	155	2,154	832			
EBITDA %	13.1%	3.9%	10.1%	5.6%			
PBT	265	(0.3)	1,521	187			
PBT %	8.1%	-	7.1%	1.3%			







Thomas Cook India Group at a glance





Foreign Exchange & Related Services

- Retail & Wholesale
- > Forex Cards
- Remittance



Digital Imaging Solutions

DigiphotoEntertainmentImaging Ltd. (DEI)



Travel & Related Services

B2C:

Leisure Holidays (Long haul & Short haul)

B2B:

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

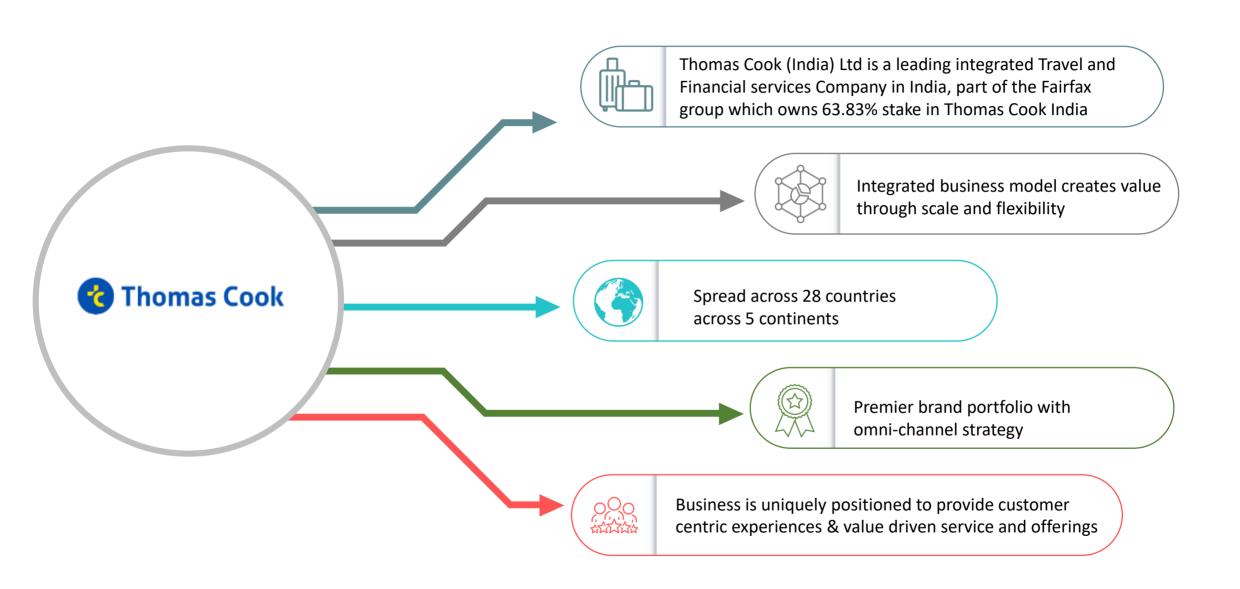


Leisure Hospitality & Resorts

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

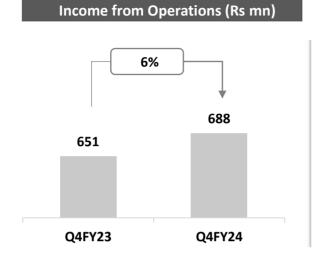
- Banks and large financial institution
- Forex agents

Retail

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

Remittance

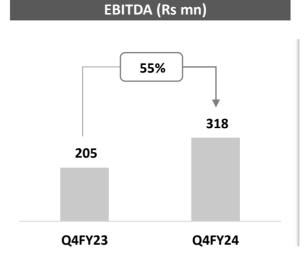
- International Money Transfer
- · Remittance To India

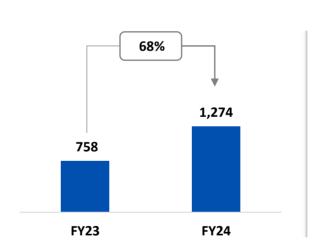


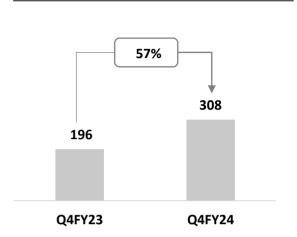
23%

2,464

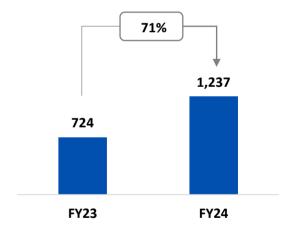
FY23







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:

FY24

3,023

- 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.

2

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.

8

Access to deals globally with the Youth ISIC card.



- 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





Update on Business operations: Foreign Exchange



Video KYC

TCPay for smooth and seamless transactions



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



fficiency:

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:

- Visit thomascook in
- Change your currency
- 3. Select 'Video Kyc' with 'Home Delivery'
- option.
- Upload your documents
- Verify your identity to our rep
- . Get Forex home delivered



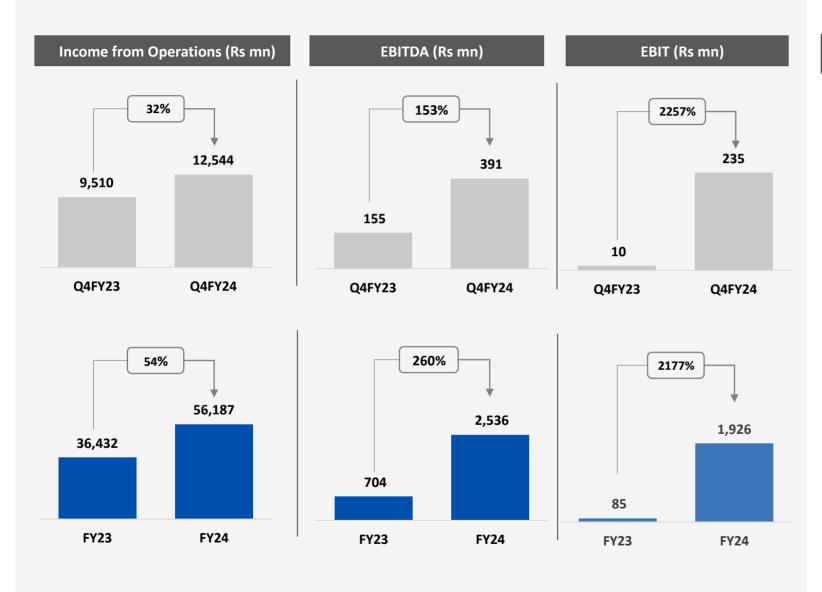


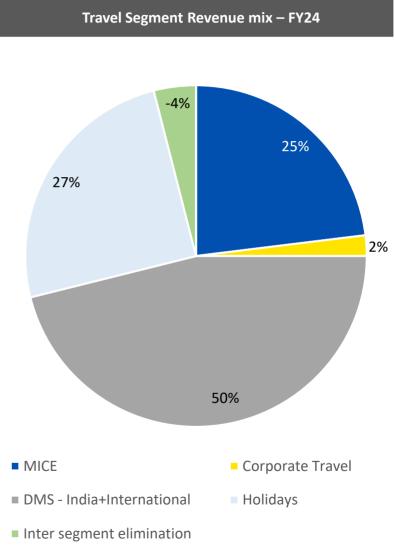


- Convenience of 24X7 access
- Paperless transfers
- Simple & Seamless
 digital interface, across
 Thomas Cook's Digital
 Tools: FXNOW (B2C app),
 Portal; Call Center for
 assistance
- Video KYC seamless digital process for convenient, safe and quick transactions

■ Update on Business operations : Travel & Related Services







ا 👚 ر

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
- o Non-Air business has grown by 25% Hotel by 23%, Car by 92%
- o Focus on marine sector business witnessing 20% growth
- Productivity efficiency has increased by 8%
- o 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"
- o 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 geopolitical 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





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





Update on Business operations : Travel & Related Services

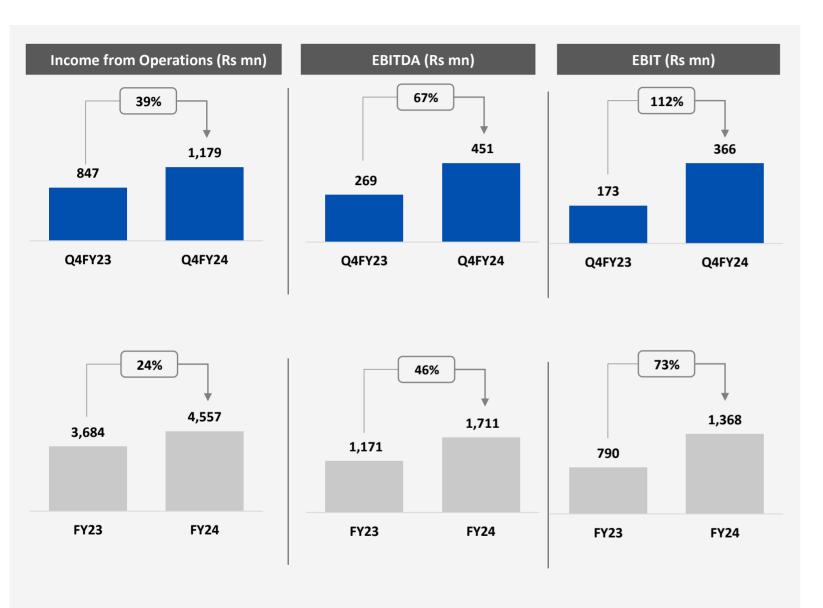


SOTC collaborates with Mumbai Indians as an Official Partner for the ongoing T20 cricket season



Update on Business operations: Leisure Hospitality (Sterling Resorts)









Update on Business operations: Leisure Hospitality (Sterling Resorts)



Resort Occupancy

58% (Q4 FY24)

61% (FY24)

Network

48 Resorts;

2,762 rooms

15 Owned resorts, 33 Partnered model

Room capacity

1

12% y-o-y

New resorts launched

3

Average Room Rate (ARR)

Rs. 6,405

Guest Ratio

(Q4 FY24)

(FY24)

71%

69%

9% y-o-y

7% y-o-y

Sariska



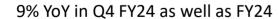
Athirapally



Pushkar



Food & Beverage (F&B) revenues



Sterling is now debt free led by improved cash generation

Trip Advisor Traveler's Choice Awards Best of the Best for

2nd consecutive year

Leisure Hospitality & Resorts (Sterling Resorts): Network













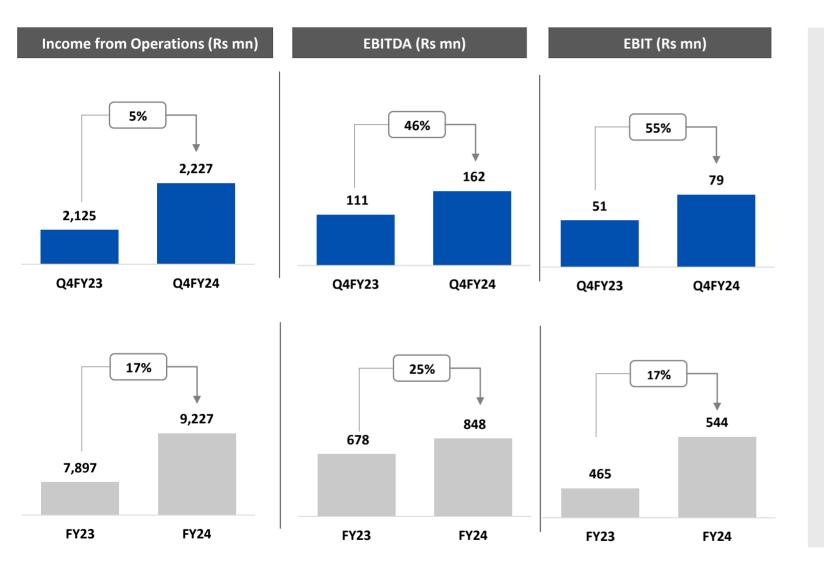


			• • • • • • • • • • • • • • • • • • • •			
	Hill Station	Beach	Waterfront	Heritage / Pilgrimage	Jungle	Adventure & Themeparks
North	MussoorieNainitalKufriManaliShivalik ChailLegacy Shimla		Palm Bliss RishikeshDe Laila Srinagar	 Mantra Haridwar Balicha Udaipur Jaisinghgarh Udaipur Pushakar 	CorbettKanhaSariskaPadamPench	
East	DarjeelingGangtok OVPark Kalimpong			• Puri		
West	LonavalaMount AbuPanchgani	• Goa - Varca • Karwar			• Gir	Sajan (NT)Durshet (NT)Kundalika (NT)Dabhosa (NT)
South	 Munnar Vythiri Yelagiri Yercaud Ooty - Elk Hill Ooty - Fern Hill Kodai - Lake Kodai - Valley 		 Anaikatti Palavelli Godavari Lake Palace Alleppey Athirapally 	 Guruvayur Arunai Anantha Tiruvannamalai V Grand Madurai 	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



3

Continents

18

Countries

170+

Partners









Results – Q4 & FY24 Consolidated



Particulars (Rs. mn)	Q4 FY24	Q3 FY24	Q4 FY23	у-о-у (%)	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)	-
РВТ	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	у-о-у (%)	FY24	FY23	у-о-у (%)
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%	1237	724	71%
(b) Travel and Related Services	235	687	10	2247%	1926	85	2177%
(c) Leisure Hospitality & Resorts business	366	378	173	112%	1368	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)	-
РВТ	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: <u>Debasis.Nandy@thomascook.in</u>

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 parel

(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 /

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.

Disclaimer



- This presentation has been prepared by Thomas Cook (India) Limited ("Company") solely for information purposes without any regard to any specific objectives, financial situations or informational needs of any particular person. This presentation may not be copied, distributed or disseminated, directly or indirectly, in any manner. Failure to comply with this directive may result in a violation of the applicable law in certain jurisdictions.
- This presentation does not constitute or form part of and should not be construed as, directly or indirectly, any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of the Company by any person in any jurisdiction, including in India, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any investment decision or any contract or commitment therefore
- This presentation contains statements that may constitute forward looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. These statements can be recognized by the use of words such as "expects", "plans", 'will", "estimates", "projects", or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ materially from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition, our ability to manage our international operations, government policies, regulations, etc. The Company does not undertake any obligation to revise or update any forward looking statement that may be made from time to time by or on behalf of the Company including to reflect actual results, changes in assumptions or changes in factors affecting these statements. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward looking statements. This presentation may contain certain currency exchange rates and the same have been provided only for the convenience of readers. No representation is made that the Rupee amounts actually represent such USD amounts or could have been, or could be, converted into USD at the indicated rates
- This presentation is not a complete description of the Company and may not be all inclusive and may not contain all of the information that you may consider material. The information contained in this presentation has not been independently verified. No representation, warranty, guarantee or undertaking, express or implied, is or will be made as to, and no reliance should be placed on, the accuracy, completeness, correctness or fairness of the information, estimates, projections and opinions contained in this presentation. Viewers of this presentation must make their own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as they may consider necessary or appropriate for such purpose. Such information and opinions are in all events not current after the date of this presentation. Further, past performance is not necessarily indicative of future results. Any opinions expressed in this presentation or the contents of this presentation are subject to change without notice. This presentation should not be construed as legal, tax, accounting, investment or other advice
- Any person placing reliance on the information contained in this presentation or any other communication by the Company does so at his or her own risk and none of the Company nor any of its affiliates, advisers or representatives, any placement agent, promoters or any other persons that may participate in any offering of any securities of the Company shall have any responsibility or liability whatsoever, whether arising in tort, contract or otherwise, for any errors, omissions, insufficiencies or inaccuracies in such information or opinions or for any loss, cost or damage suffered or incurred howsoever arising, directly or indirectly, from any use of this presentation or its contents or otherwise in connection with this presentation
- This presentation has not been and will not be registered as a prospectus with any Registrar of Companies in India. This presentation is not a prospectus, a statement in lieu of a prospectus, an offering circular, an advertisement, a private placement offer letter or an offer document under the Companies Act, 2013 and the rules made thereunder, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, as amended, or any other applicable law