**Thomas Cook (India) Ltd.**
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Board: +91-22-6160 3333
CIN: L63040MH1978PLC020717
A FAIRFAX Company

Thomas Cook Travel Smooth thomascook.in

3rd May, 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
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 Joint Press Release with Sentosa Development Corporation, Singapore dated May 3, 2019 titled: 'Thomas Cook India inks Strategic Agreement with Sentosa Development Corporation, Singapore.'

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: 2019.05.03 11:26:58 +05'30'

**Amit J. Parekh**
*Company Secretary and Compliance Officer*

**Encl.: a/a**

*News Release*

# Thomas Cook India inks Strategic Agreement with Sentosa Development Corporation, Singapore

## MoU between both parties to enhance Sentosa visibility and visitations with focus on product development and promotions

**Mumbai, May 3, 2019:** Thomas Cook (India) Ltd., India's leading integrated travel and related financial services company, has entered into a strategic agreement with Sentosa Development Corporation (SDC), Singapore to bring more tourists from India to Sentosa, a holiday island-in-the-city that is home to a diverse array of novel leisure experiences. The Memorandum of Understanding (MoU) was signed between **Mahesh Iyer - Executive Director and Chief Executive Officer, Thomas Cook (India) Ltd.,** and **Quek Swee Kuan, Chief Executive Officer, SDC**, at the Thomas Cook India Group headquarters in Mumbai.

Thomas Cook India's internal data has revealed a significant and growing-interest from Indian consumers for engaging experiences. With Singapore being a convenient short haul with extended access across India's metro and regional markets, Sentosa - which was recently named Best Attraction at the Travel Weekly Asia Readers' Choice Awards 2018 and Best Singapore Destination at the Tripzilla Excellence Awards for the second year running - has emerged as a high potential opportunity. Its diversity of attractions, such as Wings of Time, Madame Tussauds™ Singapore, Skyline Luge Sentosa, Sentosa 4D AdventureLand, Trick Eye museum, Universal Studios Singapore™, and the S.E.A. Aquarium™, have been witnessing demand from not just India's children (the new decision makers in family travel), but also Millennials/Gen Z, and groups of friends, b-leisure segments and women travellers. This is also evident in Sentosa's visitorship numbers, with India currently ranked as the island's top source market.

Leveraging this high growth potential, Thomas Cook India and SDC have entered into the three-year strategic agreement to deepen the relationship between both parties, strengthen Sentosa's position as a top-of-mind destination for all Indian tourists visiting Singapore, increase Sentosa's capture rates of the India market particularly in Tier 2 and 3 cities, and grow visitorship to and spend on the island. To this end, both parties will collaborate on a multipronged effort comprising activities such as product development, joint consumer promotions, as well as publicity to raise Sentosa's profile in the India market.

While Sentosa has featured as part of Thomas Cook India's Singapore portfolio, the company has now focussed on curating exclusive Sentosa packages as well. Additionally, as part of the partnership, Thomas Cook India will offer enhanced access to multiple Sentosa attractions, coupled with exciting promotions and special offers on accommodation and attractions.

Speaking on the partnership, **Mahesh Iyer - Executive Director and Chief Executive Officer, Thomas Cook (India) Ltd.,** said, "*Our unerring focus on customer delight has been the cornerstone of our partnership with Sentosa Development Corporation. With experiential travel seeing significant and growing demand, Sentosa offers a perfect fit, with a plethora of engaging and enriching experiences in Singapore- a favourite with Indian holiday makers and B-leisure segments. It is truly an honour to partner with SDC in redefining the Singapore experience via a dynamic range of Sentosa products across both our B2C and B2B markets.*"

Commenting on the MOU, **Quek Swee Kuan, Chief Executive Officer, Sentosa Development Corporation, Singapore**, said, *"Being a leading holiday destination that attracts some 19 million guests annually, Sentosa is undeniably an integral part of the Singapore experience, featuring a range of leisure offerings from beaches to dining experiences, themed attractions and hotels all on one island. Our partnership with Thomas Cook India illustrates SDC's efforts to engage and bring even more value and fun to our international audiences. With India*

*being Sentosa's top inbound market for the last three years, we look forward to collaborating with Thomas Cook India to tap on this growth potential and welcome more tourists to Singapore and Sentosa."*

**GB Srithar, Regional Director, South Asia, Middle East & Africa, Singapore Tourism Board (STB),** witnessing the MOU signing ceremony, said, "*India continues to be the third largest visitor arrival source market for Singapore. Over the last few of decades, Singapore tourism stakeholders have forged deep and mutually beneficial collaborations to bring the city's exciting, multi-faceted experiences to the Indian consumers. Sentosa is a must-visit attraction for Indian travellers to Singapore. The STB is happy to see Thomas Cook India and Sentosa Development Corporation ink a three-year strategic agreement to better engage and entice the Indian audiences to visit Sentosa and live up their passions, enjoying the island's varied offerings."*

**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, Travel Circle International Limited, 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 8226 and a combined revenue in excess of Rs. 11,411.6 Cr. (over $ 1.75 Bn).

TCIL 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 to 2018 and the Condé Nast Traveller – Readers' Travel Awards from 2011 to 2018.**

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 66.93% 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 48.82% 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 (Formerly known as SOTC Travel Private 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.

TCIL owns 100% 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 and more.

Thomas Cook India Group has recently completed its acquisition of 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: http://www.quesscorp.com
Sterling Holiday Resorts Limited: http://www.sterlingholidays.com
SOTC Travel Limited: http://www.sotc.in

**About Sentosa**
Sentosa is Asia's leading leisure destination and Singapore's premier island resort getaway, located within 15 minutes from the central business and shopping districts. The island resort is managed by Sentosa Development Corporation, which works with various stakeholders in overseeing property investments, attractions development, and operation of the various leisure offerings and management of the residential precinct on the island.
The 500-hectare island resort is home to an exciting array of themed attractions, award-winning spa retreats, lush rainforests, golden sandy beaches, resort accommodations, world-renowned golf courses, a deep-water yachting marina and luxurious residences – making Sentosa a vibrant island resort for business and leisure. Making Sentosa its home, too, is Singapore's first integrated resort, Resorts World Sentosa, which operates South East Asia's first Universal Studios theme park.

Situated on the eastern end of Sentosa Island is Sentosa Cove, an exclusive oceanfront and residential enclave bustling with some

2,000 homes, romantic quayside restaurants, retail and specialty shops. The Island is also proud to be home to Sentosa Golf Club and its two acclaimed golf courses, The Serapong and The New Tanjong. Sentosa Golf Club hosts the SMBC Singapore Open and the HSBC Women's World Championship, featuring some of the world's best golf professionals.

Welcoming a growing number of local and international guests every year, Sentosa is an integral part of Singapore's goal to be a global destination to work, live and play. For more information, please visit: www.sentosa.com.sg.

/SentosaOfficial @sentosa_island #thestateoffun

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