Thomas Cook (India) Ltd.
Thomas Cook Building, Dr. D. N. Road,
Fort, Mumbai - 400001
Board: +91-22-6160 3333
CIN: L63040MH1978PLC020717
A FAIRFAX Company

Thomas Cook Travel Smooth thomascook.in

23rd July, 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 Press Release dated July 23, 2019 titled: 'Thomas Cook India reports strong 25% growth in its Student Foreign Exchange business.'

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: 2019.07.23 10:53:25 +05'30'

Amit J. Parekh
Company Secretary and Compliance Officer

Encl.: a/a

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News Release

Thomas Cook India reports strong 25% growth in its Student Foreign Exchange business

Over a lakh student transactions processed annually

- **Introduces a host of offers with its 'Study Buddy' programme, valid till September 30, 2019**
- **The programme is designed to handle the entire life cycle of students studying abroad**

Mumbai, July 23, 2019: Thomas Cook (India) Ltd., India's leading integrated travel and travel related financial services company, has reported a robust growth of 25% Year-on-Year, from its foreign exchange student business. Given the strong growth potential of the segment, Thomas Cook India has announced the second edition of its ***Study Buddy programme*** - a focussed initiative to catalyse demand and expand its student market-share pan India. The introduction of the Study Buddy programme has been strategically timed to target the critical booking window for student travel.

India is today the second largest source of international students. According to the Reserve Bank of India (RBI), overseas travel spends by Indians rose more than 60% Y-O-Y in May (just before the international academic season), thus highlighting a marked increase in overseas education travel & education spends. Thomas Cook India's internal data further validates this strong growth potential with an uptake in queries from student travellers of over 25-30% YoY. To leverage and drive the student opportunity, the Company has launched the second edition of its Study Buddy programme, with a host of special student offers. The Study Buddy programme is available across Thomas Cook India's omni-channel network, including its portal Thomascook.in, its Forex app, its contact centres and over 150+ foreign exchange outlets pan India, and extends over a 3-month period, ending September 30, 2019.

Thomas Cook India's Student portfolio offers a range of significant benefits:

- Attractive rates on purchase of foreign exchange
- Doorstep delivery
- Zero charges on remittances for university/tuition fees and living expenses
- The convenience and security of Thomas Cook India's Borderless and One Currency Prepaid cards
- Free ATM withdrawals
- Currency notes across all global currencies and demand drafts
- Special student airfares
- Excess baggage allowance on select airlines
- Overseas travel Insurance

Study Buddy's **attractive deals** intend to inspire student foreign exchange transactions with a range of special offers coupled with convenience and ease. Under the **Buy More Get More** offer, students are guaranteed a **free holiday at a Sterling Holiday Resort** on university fee remittances above Rs. 5 lakhs and a **BookMyShow** voucher worth Rs. 500/- on purchase of forex cards worth USD 2500 & above- Additionally, **assured gifts** such as a 3-month free membership on Gaana, a 20% discount on Safari Bags, a flat 30% off on Raymond readymade garments and discounts on Park Avenue's select products are on offer.

Mr. Deepesh Varma, Senior Vice President, Sales & Relationship Management – Foreign Exchange, Thomas Cook India said, "Students travelling overseas for education represents a key demographic, and a strong growth driver for our foreign exchange student business. The Thomas Cook India's Study Buddy programme hence serves as a valuable offering, designed specifically to handle the entire life cycle of students looking to study abroad and encompasses a range of products and services from

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university application fees, tuition fees, living expenses, air tickets, insurance, forex cards, and more, with the added benefit of a range of attractive offers."

He added, "Thomas Cook India has been providing university fee remittance services for over 50 years now. Students can avail fee remittances services across any of our 150+ foreign exchange outlets pan India."

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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, 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 29 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 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; 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 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 66.91% 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

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