

**Thomas Cook (India) Limited**

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July 31, 2023

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, 5<sup>th</sup> Floor, Plot No. C/1,  
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Mumbai – 400 051  
Scrip Code: THOMASCOOK

Fax No.: 2659 8237/38

Dear Sir/Madam,

**Ref: Press Release – Intimation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

We are enclosing herewith the Press Release dated July 31, 2023 titled “Thomas Cook India & SOTC Travel ink MOU with Sentosa Development Corporation - Reiterates Strategic Partnership to target the high growth India market.”

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

## Thomas Cook India & SOTC Travel ink MOU with Sentosa Development Corporation Reiterates Strategic Partnership to target the high growth India market

**Mumbai, July 31, 2023:** Thomas Cook (India) Limited, India's leading omnichannel travel services company and its Group Company, SOTC Travel's consumer data indicates significant and growing Indian demand of 82% for multiple mini-cations; hence closer to home destinations with easy visas are witnessing increasing uptick. To leverage this high potential market opportunity, Thomas Cook and SOTC have respectively signed a strategic agreement with Sentosa Development Corporation (SDC), Singapore, the premier island resort getaway and Asia's leading leisure destination. The strategic partnership aims at capitalizing on the Companies' viable leisure segments. The multi-pronged initiative focusses on deepening product development and marcom to create top of mind visibility and drive visitations to Sentosa.

Singapore's e-visa and extensive air connectivity offers easy/convenient access for multiple getaways to Sentosa. With Thomas Cook & SOTC's consumer data revealing high Indian appetite for experiential travel, Sentosa's diversity of unique leisure and entertainment makes it an Indian favourite. Exciting developments include The Palawan @ Sentosa, Shangri-La Group's first standalone lifestyle and entertainment precinct which features eight distinct experiences like HyperDrive (electric go-kart circuit with gamification features), UltraGolf (an 18-hole mini golf course) and two beach clubs. Additionally, Topsy Unicorn Beach Club (only beach club in Sentosa with live bands) to be launched in September. These new experiences add to perennial favourites like Madame Tussauds Singapore, S.E.A. Aquarium, Singapore Cable Car, SkyHelix Sentosa, Skyline Luge Sentosa, Trickeye Museum, Universal Studios Singapore, and Wings of Time.

The Memorandum of Understanding aims to deepen the relationship between Thomas Cook, SOTC and Sentosa, and drive destination awareness to increase Sentosa's capture rates from the Country's powerful metros-mini metros; equally the strongly emerging Regional India/Bharat's tier 2 and 3 cities.

**Mr. Abraham Alapatt, President & Group Head - Marketing, Service Quality, Value Added Services & Innovation, Thomas Cook (India) Limited** said, *"Indians are travelling like never before! With short hauls and exciting experiential travel steering demand, Sentosa is perfectly poised to capture the strong and growing appetite from the India market. Our MoU with Sentosa Development Corporation hence aims to showcase the premier island getaway's engaging and enriching experiences – to India's families/multigenerational families, Young India's Millennials/Gen Z, couples, ad-hoc groups of friends/colleagues and our power driver corporate MICE segment. Our strategic partnership with Sentosa will focus on extensive product curation, consumer engagement and promotions to drive visitations."*

**Mr. Daniel D'souza President & Country Head - Holidays, SOTC Travel Limited** said, *"Singapore's convenient e-visa and extensive air connectivity have served to drive demand for the premier island getaway of Sentosa – its diversity of attractions and experiential elements making it a preferred destination for Indians. Our strategic partnership is aimed at deepening our relationship with Sentosa while creating vibrant products that appeal to our customers from across metros, mini metros, and Regional India/Bharat's tier 2 and 3 cities. To inspire demand, our joint marketing campaign intends to promote the destination across optimal media platforms."*

**Mr. Chin Sak Hin, Assistant Chief Executive, Sentosa Development Corporation** said, *"As a key leisure destination in Singapore with a diverse range of experiences to be discovered, Sentosa remains a favourite for travellers from around the world. We hope that the partnership with Thomas Cook India and SOTC Travel will further enable Indian travellers to discover new possibilities in Sentosa, whether it be enjoying leisure time with the family or participating in extraordinary MICE events on Sentosa's shores. The Sentosa team will continue to collaborate with our valued travel and MICE trade partners in India and position Sentosa as a destination of choice as the tourism industry recovers."*



**About Thomas Cook (India) Limited:** Set up in 1881, Thomas Cook India Limited. (TCIL) is the leading omnichannel travel company in the country offering a broad spectrum of services including Foreign Exchange, Corporate Travel, MICE, Leisure Travel, Value Added Services and Visa Services. It operates leading B2C and B2B brands including Thomas Cook, SOTC, TCI, SITA, Asian Trails, Allied TPro, Australian Tours Management, Desert Adventures, Luxe Asia, Travel Circle International Limited (TCI 勝景), Sterling Holiday Resorts Limited, Distant Frontiers, TC Tours, Digiphoto Entertainment Imaging (DEI), Go Vacation, 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 28 countries across 5 continents

TCIL has been felicitated with The Outbound Tour Operator of the Year 2022 & 2019 at the SATTE Awards, IAMAI India Digital Awards 2022, CNBC-TV18 & ICICI Lombard India Risk Management Award - Travel & Leisure Category 2022 & 2021, CIO100 Award for digital innovation 2022, 'Innovation in Omni-experience' Award at International Data Corporation's (IDC) Industry Innovation Awards 2021, The Best Travel Agency – India at TTTG Travel Awards 2019, The Best Outbound Tour Operator at the Times Travel Awards 2019 & 2018, Silver award for Asia's Best Integrated Report (First Time) category at the Asia Sustainability Reporting Awards 2019-2021, Best Risk Management-Framework & Systems at the India Risk Management Awards 2019; The French Ambassador's Award for Exemplary Achievements in Visa Issuance 5 years in a row and the Condé Nast Traveller – Readers' Travel Awards from 2011 to 2019.

CRISIL has reaffirmed the rating on debt programmes and bank facilities of Thomas Cook (India) Limited - '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](http://www.thomascook.in)

Fairbridge Capital (Mauritius) Limited, a subsidiary of Fairfax Financial Holdings Limited promotes TCIL by holding 72.34% 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) Limited:**

Sterling Holiday Resorts Limited, a wholly owned subsidiary of TCIL, is a leading Indian Leisure Hospitality company with 37 resorts across the country, providing a variety of offerings: Leisure holidays through FIT packages, Meetings & Conferences, Weddings, Reunions, Picnics and Holidays through Memberships.

SOTC Travel Limited, a wholly owned subsidiary of TCIL, is a leading omnichannel travel and tourism company active across various travel segments including Leisure Travel, Incentive Travel and Business Travel.

Travel Corporation (India) Limited (TCI), a wholly owned subsidiary of TCIL, 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 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>

**About SOTC Travel:** SOTC Travel Limited (Formerly SOTC Travel Pvt. Ltd.) is a step-down subsidiary of Fairfax Financial Holdings Group; held through its Indian listed subsidiary, Thomas Cook (India) Limited (TCIL). SOTC India is a leading omnichannel travel and tourism company active across various travel segments including Leisure Travel, Incentive Travel and Business Travel. SOTC was established in 1949. Since then, it has escorted lakhs of travellers across the globe for more than 70 years to various destinations around the world. A new age innovative holidaymaker, SOTC strives to make holidays a priority for every Indian. 'We are for holidays' and we want Indians to prioritize their holidays.

#### **Media Enquiries:**

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## About Sentosa

Sentosa, where discovery never ends, 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. Sentosa is also home to Singapore's first integrated resort, Resorts World Sentosa, which operates Southeast Asia's first Universal Studios theme park.

Situated on the eastern end of Sentosa Island is Sentosa Cove, an exclusive waterfront residential enclave bustling with more than 2,000 homes, 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 Tanjong. Sentosa Golf Club has hosted a number of high-profile professional and amateur tournaments, including the Singapore Open and HSBC Women's World Championship, welcoming international star players and world-class golf professionals from across the world.

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](http://www.sentosa.com.sg).

## About Sentosa Development Corporation

Sentosa Development Corporation (SDC) was established on 1 September 1972 as a Statutory Board under the Ministry of Trade and Industry. As a master planner, its charter since inception has been to oversee the development, management, marketing and promotion of the island of Sentosa as a resort destination for locals and tourists. SDC wholly owns its subsidiaries Sentosa Cove Resort Management Pte Ltd and Sentosa Golf Club Pte Ltd. SDC also owns the Singapore Cable Car Sky Network, managed by Mount Faber Leisure Group Pte Ltd, a wholly owned subsidiary which operates as an autonomous commercial arm. As a testament to its commitment to sustainability, SDC has been conferred the Global Sustainable Tourism Council – For Destinations (GSTC-D) certificate, making Sentosa the first island destination in Asia to receive this accolade.

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