

'TrawellTag Cover-More' plans further growth after acquisition by Zurich

In April 2017, Zurich successfully acquired Cover-More Group, a leading global travel insurance and assistance solutions provider and parent company of TrawellTag Cover-More.

Dev Karvat, CEO of TrawellTag Cover-More said, "The steady growth and success of TrawellTag Cover-More in India is attributable in part to the ownership by Cover-More Group and the subsequent integration into Zurich's global travel insurance business. The Zurich brand is well-recognized and has an excellent reputation worldwide. We plan to further leverage the association with Zurich to drive more innovation into our business and achieve stronger growth in the travel insurance market in India. The acquisition by Zurich gives our business the ability to pursue our growth ambitions with the strong backing of Zurich's brand. We expect the next six months to show the



continuing evolution of our customer value proposition."

According to leading market research Company, Finaccord Ltd, the market for travel insurance policies in India is expected to reflect continued trip growth over the period up to 2019, and to grow at a faster rate than previously. Finaccord estimates a compound annual growth rate of 10.6% in outbound trips with gross written premiums expected to grow to USD 235.0 million in 2019, equal to a compound annual growth rate of 20.8% in nominal terms.

Flight Centre Travel Group, Australian Travel Company makes its presence in India

The retail travel and foreign exchange brands of Australia Flight Centre Travel Group (FCTG), launched the retail store in Ludhiana. It has 16 operational Flight Shop & Travel Money stores across India. The new store in Ludhiana, aims at re-defining travel experience from the region by focussing on tailor-made vacations, group holidays and foreign exchange, catering to different customer segments in the city.

Spread over 900 sq. ft., the Flight Shop outlet in Ludhiana is located at a prime location of Pakhowal Road, and will cater to the needs of upmarket urban consumers – families, business travellers, honeymoon couples and groups of travellers.

Mr. Shrawan Gupta, Executive Director - Leisure Businesses, FCM Travel Solutions India (the Indian arm of Flight Centre Travel Group, Australia) said, "Travel Money India will aim to provide

convenient currency exchange, live rate tracking desk and will facilitate remittance for education, family, employment and medical purposes to our patrons. Punjab is a key market for us, the trio of Chandigarh, Jalandhar and Ludhiana together accounts for high travel volumes from the region, USA and Canada being the most popular destinations amongst travellers from Punjab, while vogue cities like London and Paris also witness a large number of holiday bookings".

Flight Shop & Travel Money's currently extended to 16 stores across Mumbai, Delhi, Chandigarh, Jalandhar, Ahmedabad, Vadodara, Pune, Bengaluru, Hyderabad, Kochi and Ludhiana via a combination of owned branches and newly opened franchise outlets. FCTG, Australia plans to open 50 more Flight Shop stores across the country in the next two to three years.

Thomas Cook India eyes strong growth potential of North India

Thomas Cook (India) Ltd., has strengthened its presence with the opening of 4 new outlets in NCR's Rajouri Garden, Pitampura, Lajpat Nagar and Jodhpur, Rajasthan. This expansion augments Thomas Cook India's distribution and reach in North India to 42 consumer access centers: 13 owned branches and 29 Gold Circle Partner (franchise) outlets.

Thomas Cook India's internal data has revealed high demand from India's north markets, with strong growth of 25% for January- August 2017 against the same period of the previous year. The year has seen significant uptake for favorites like USA & Canada, UK, France, Switzerland and Asia's Singapore, Thailand, Malaysia; equally for Australia, New Zealand and South

Africa. Emerging strongly are destinations like Hungary, Czech Republic, Croatia, Romania, Japan and Bali, as also exotic locales like Georgia and Azerbaijan. Thomas Cook's consumer insights for North India indicate that the protagonist traveler of today is a clear value-seeker, with "brag-worthy" experiences driving preferences for engaging outdoor-adventure and nightlife. Family vacations have topped the holiday segment with a 40% growth, followed by a surge in cruise holidays with an impressive growth of over 35% in 2017. Cruise holidays for Singapore, Malaysia, Hong Kong, Macau and Dubai have powered the growth from North this year with the key cruise lines being Star Cruises, Costa Cruises and Royal Caribbean.

Hamleys, opens its Second Outlet at CSIA

Chhatrapati Shivaji International Airport, announced the store launch of the iconic British toy shop chain – Hamleys at the airport's Terminal 1 departures. Launching its first outlet at the domestic terminal, the Hamleys' store will offer an expansive traveler-friendly product range, exclusively curated for customers, on-the-go. The new store offering a vibrant atmosphere at Terminal 1, will present a range of merchandise that includes innovative products like travel games, amongst others, making for a perfect in-flight entertainment. Registering one of the highest footfalls amongst airport stores across the globe, the Hamleys outlet at the domestic terminal will make for an ideal pit stop for buying gifts, souvenirs and toys. CSIA, over the past few years has been

committed to offering an array of renowned global brands. The launch of this store corroborates with GVK MIAL's commitment in setting up a retail area which caters to the needs of travelers from every age group, transforming CSIA into an unparalleled shopping and leisure destination.



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