

OTM MUMBAI 2020

February 03, 04 & 05

Bombay Exhibition Centre

www.otm.co.in

The Leading Travel Show in Asia-Pacific



Outbound Travel Mart

100% OUTBOUND

The **Gateway** to **India's** travel markets

SOME OF OUR PARTNERS AND SUPPORTING ORGANISATIONS

Premium Partner



Partner Countries



Host State



Feature Countries



Feature Countries



Digital Studio Partner



Destination Partner



Forum Knowledge Partner



Knowledge Partner



Partner Airline



Official Airline



Partner Hotel



DMC Partner



TV Partner



Online B2B Partners



Supported by



Supported by



Official Publication



Media Partners





OTM IS THE **LEADING OUTBOUND TRAVEL MART** IN **ASIA-PACIFIC**

100%
OUTBOUND

1,000+
Exhibitors

55
Countries

800+
Top Buyers

400+
Hosted Buyers

15,000+
Trade Visitors

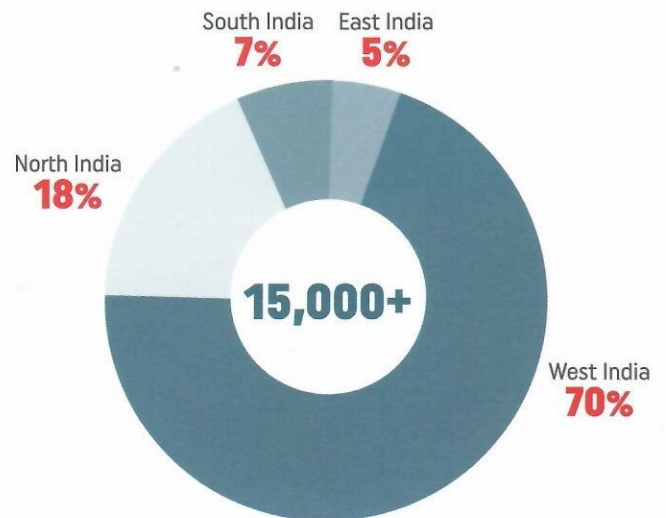
18,000+
Meetings Scheduled

20,000+
Sq. m. Area

WHERE ARE **OTM BUYERS** FROM?*

OTM is indispensable for reaching out to buyers from Mumbai and West India, most of whom do not visit any other travel trade show within the country.

An increasing number of hosted buyers from Tier I and Tier II cities in the West, North, South and East India are being targeted in OTM 2020 and the coming years.

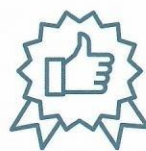


*Based on OTM 2019 registrations



96%

Exhibitors felt that OTM delivers the right target audience for their business.



94%

Exhibitors confirmed they are likely to return to OTM 2020.



99%

Hosted buyers were satisfied with the business meetings at OTM.

OTM IS HELD EVERY YEAR IN MUMBAI - THE GATEWAY TO INDIA'S LARGEST OUTBOUND TRAVEL MARKETS



Mumbai, the financial and business hub of India, is the largest source market of Business, MICE and Leisure Travel in the country.

Major outbound operators like Cox & Kings, SOTC, Thomas Cook and others are headquartered in Mumbai.

OTM 2019 registered **15,000+ trade visitors** from all over India, including **800+ top buyers** with pre-scheduled appointments.



THE INDIAN TRAVEL MARKET



Indian Outbound Tourism Market is estimated to surpass 42 Billion USD by 2024.*



India will account for 50 million outbound tourists by 2020.*

*The Indian Outbound Travel Market, UNWTO

"When travelling abroad, Indian tourists are among the world's highest-spending globetrotters. Their spending power has been estimated to be four times that of the Chinese and Japanese. The average Indian traveller spends \$1,200 per visit as compared with Americans who spend about \$700, and British who spend \$500."



PARTICIPATION PACKAGE (Rate/sq.m.)

Tariff US\$ 395*

Early Bird Offer

Before 31 May 2019	US\$ 295*
01 June to 31 October 2019	US\$ 345*

Firm contract for 3 or more years with rate freeze** US\$ 275*

9 sq.m. Economy Shell-Scheme Booth Package

Before 31 May 2019	US\$ 1,499*
01 June to 31 October 2019	US\$ 1,800*

6 sq.m. Economy Shell-Scheme Booth Package

Before 31 May 2019	US\$ 999*
01 June to 31 October 2019	US\$ 1,200*

Standard Shell Scheme comes with: Spotlights, display panels, chairs & table, plug points.

Add 10% for Corner, 20% for Peninsula and 30% for Island Stand. Add 25% premium for Extra Upper Floor Area, if any.

**** 3 or more years of firm rate contract on the basis of negotiated advance payment terms.**

SPONSORSHIP OPPORTUNITIES

Premium Partner Country / State	US\$ 70,000*
Exclusive Partner for 200 Hosted Buyers	US\$ 20,000*
Focus Countries / States	US\$ 30,000*
Feature Countries / States	US\$ 20,000*
Networking Dinner for 500 Buyers & Sellers	US\$ 17,000*
Hosted Buyer lounge / Media Lounge / Registration Area	US\$ 10,000*
Networking Breakfast / Lunch / High-tea for 500 Buyers & Sellers	US\$ 8,500*
Buyers' Kit / Lanyards / Business Card Holders	US\$ 8,500*

* Payment is due at the time of booking with GST extra @ 18%.

BOOK NOW

Please fill up the enclosed **Space Booking Form** and email to contact@fairfest.in or send to **Fairfest Media Ltd., 25 C/1 Belvedere Road, Alipur, Kolkata, 700 027, India.**

Fairfest Media Limited
(CIN - U74140WB1988PLC045101)

Kolkata (Registered Office)

Tel | +91 33 4028 4028
Fax | +91 33 2479 0019
Address | 25 C/1, Belvedere Road,
Alipur, Kolkata - 700 027

Mumbai

Tel | +91 22 4555 8555
Fax | +91 22 4555 8585
Address | 305, 3rd Floor,
The Summit Business Bay, Near WEH
Metro Station, Off Andheri -Kurla Road,
Andheri East, Mumbai - 400 093

New Delhi

Tel | +91 11 2686 6874 / 75
Fax | +91 11 2686 8073
Address | 216 A/1, Gautam Nagar,
Gulmohar Park,
New Delhi - 110 049



2020.

03, 04, 05 February

Bombay Exhibition Center, MUMBAI

Space Booking Form

Please fill up and Fax / Mail to:

Fairfest Media Ltd. (CIN - U74140WB1988PLC045101)

Registered Office: 25 C/1 Belvedere Road, Alipur, Calcutta 700 027, India

Fax: (91) (33) 2479 0019 Tel: (91) (33) 4028 4028 E-mail: contact@fairfest.in

Please book stand as follows

OTM Mumbai	Per sq m Tariff *	Early Bird Offer **	
		Before 31 May '19	1 June to 31 Oct '19
	US\$ 395	US\$ 295	US\$ 345

Firm contract for 3 or more years with rate freeze: US\$ 275 per year***

- Add 10% for Corner, 20% for Peninsula and 30% for Island locations
- Add 25% surcharge for extra upper floor area

* Add GST @ 18%

* Payment is due at the time of booking

Early Bird Offer is strictly as per date of payment

*** 3 or more years of firm rate contract on the basis of negotiated advance payment terms

No.	Particulars	USD / INR	Area (sq m)	Amount
1.	Exhibit: <input type="checkbox"/> Bare Space <input type="checkbox"/> Shell Scheme			
2.	Extra Requirements (if any)			
3.	Add: Premium Location			
4.	Plus: GST @ 18%			
5.	Total			

A provisional floor plan of OTM 2020 is featured on www.otm.co.in/downloads-center**Location of Preference (if available):** Organiser can not guarantee that one of these locations will be allocated to your company

1. Stand No. _____ 2. Stand No. _____ 3. Stand No. _____

Payment is

☐ Enclosed Cheque / Draft No. _____ dt _____ for USD/INR _____ in favour of Fairfest Media Limited☐ Being transferred to: **Standard Chartered Bank**. Ground Floor, Section B, 22 East Topsia Road, Calcutta 700 046, India.**Account Name:** Fairfest Media Limited **Account Number:** 33305007043 **IFSC Code:** SCBL0036010 **Swift Code:** SCBLINBB**NB :** 1. Payment Terms: 100% with order 2. Cancellation Charges: 50% if more than 30 days of the fair / 100% within 30 days of the fair

3. Last date of Booking: 30 days before the fair 4. Late fee for order/payment received within 30 days of the fair: 5% of the amount payable

We have read the Terms & Conditions mentioned overleaf and accept the same without any reservations.

Date _____ Signature & Seal _____

We are also interested in the following sponsorship & advertising opportunities, please contact us for further discussion.

- ☐ Premium Partner Country / State US\$ 70,000*
- ☐ Exclusive Partner for 200 Hosted Buyers US\$ 20,000*
- ☐ Focus Countries / States US\$ 30,000*
- ☐ Feature Countries / States US\$ 20,000*
- ☐ Networking Dinner for 500 Buyers & Sellers US\$ 17,000*
- ☐ Hosted Buyer lounge / Media Lounge / Registration Area US\$ 10,000*
- ☐ Networking Breakfast / Lunch / High-tea for 500 Buyers & Sellers US\$ 8,500*
- ☐ Buyers' Kit / Lanyards / Business Card Holders US\$ 8,500*
- ☐ Advertisement in Event Directory US\$ 1,000*

(*Payment is due at the time of booking with GST extra @ 18%)

Booking Details (Please fill in BLOCK LETTERS)

Contact Person: _____ Designation: _____

Organisation: _____

Address: _____

City: _____ Postal Code: _____ Country: _____

Mobile/Tel: _____ Fax: _____

E-mail: _____ Web: _____

GSTIN / UIN: _____

Contact Person 2 (Onsite Operations): _____ Designation: _____

*Contact Person for billing and payment: Name: _____

E-mail: _____

Mobile: _____

[illegible]

Signature _____ Stand No. allocated _____

*Terms and Conditions apply

20. Jurisdiction of any dispute will be in the courts of Calcutta, India.