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

SOME OF OUR **PARTNERS** AND SUPPORTING ORGANISATIONS

Premium Partner





















Partner Countries



















Feature Countries









Digital Studio Partner



Destination Partner



Forum Knowledge Partner



Knowledge Partner







Official Airline



Partner Hotel



DMC Partner



TV Partner













Supported by

Online B2B Partners



















Supported by

































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

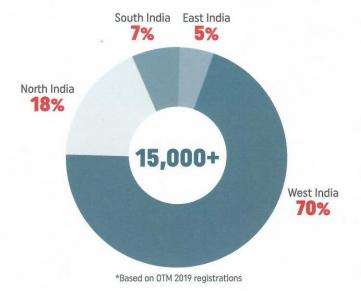
15,000+ Trade Visitors

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.





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.)

ANTION ATION I ACKAOL (Kate/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.

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*
* Designant is due at the time of health with CCT at a C 400	

^{*} 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

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



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

Contact Person 2 (Onsite Operations):

 Per sq m Tariff *
 Early Bird Offer **

 Before 31 May '19
 1 June to 31 Oct '19

 OTM Mumbai
 US\$ 395
 US\$ 295
 US\$ 345

- Add 10% for Corner, 20% for Peninsula and 30% for Island locations

- Add 25% surcharge for extra upper floor area

Designation:

* 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.	Particul	ars		US	D / INF	3	Area	(sq m)		A	moun	t
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	2.	Extra Requirements (if	any)										
	3.	Add: Premium Locatio											
	4.	Plus: GST @ 18%											
	5.	Total											
ie:	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												
Mobile:	Payme	nt is losed Cheque / Draft No		dt		for USI	D/INR			in favou	ur of Fa	irfest M	ledia Limi
	3. Last We ha	Payment Terms: 100% with ord date of Booking: 30 days befor read the Terms & Conditions	re the fair 4. Late	fee for o	rder/paym	ent rece	ived with vithout a	in 30 day ny reserva	s of the fa	ir: 5% of	the an	nount p	ayable
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Fascia Details: Should be communicated at least 10 days before the event								
Organisation Name will be used in case Fascia Details are not given. Last Min	ute intimation / changes will be charged extra @ US	D 50 each						
Company Name:	Accepted on behalf of Fairfest Media Ltd. (for office use only)							
Name & Designation of authorised to act on behalf of the company:	Name & Designation							
	Signature Stand No. allocated							

Shell Scheme includes:

■ Standard prefab shell
■ Display panel walls on 2/3 sides
■ 1Table & 2 Chairs per 9 sq m
■ Nameboard fascia
■ Spotlights
■ Plug Point, General lighting, air conditioning & electricity - Round-the-clock security - Booth cleaning services - Advertising & publicity - Support to the fair - Complimentary visitor invitations *Terms and Conditions apply

Terms & Conditions of Participation

Participation in OTM is subject to the following terms & conditions.

- The Space Booking Form should be duly filled and signed by an authorised person along with company seal and submitted with requisite payment. Alternatively, applications may be made on participant's letterhead with payment. In any case, the booking will be subject to these Terms & Conditions governing participation.
- 2. Order acceptance shall be complete only when our written confirmation and Bill is received by the Applicants.
- 3. The allotment and location of stands shall be at the sole discretion of the Organiser. Even if a location has been indicated, the organiser reserve the right to change the same. No stall numbers are allotted in advance.
- 4. Exhibitors will not be allowed to sub-let or divide their stands unless a special written permission has been obtained from the organisers. Violation of this clause will lead to additional payment liability as decided by the organisers.
- 5. Any Exhibitor failing to occupy its assigned space one hour prior to show opening or who leaves his or her space unattended during the exhibit hours, forfeits their rights to the space. All exhibits must be open for business during the exhibit hours. Exhibitors should not dismantle their display until the event is officially closed by the organiser.
- 6. Exhibits must not be placed beyond the stand booked by the Exhibitor from the Organiser in which case, the Organiser reserves the right to charge @ 200% of the rate contracted, for the additional stand charges, over and above the charges for the actual stand booked. The distribution of brochures from the gangways is strictly forbidden. Equipment presentations, artistic shows and other promotional activities of the Exhibitor must be consulted with the Organiser in advance and cannot hinder or make impossible the operation of other stands or the free movement of participants and public.
- 7. Removing furniture and electrical equipments from another booth will tantamount to snatching and strict action will be taken in such cases. On the spot requisitions will be serviced one by one till the stocks are available, at a premium of 10% on usual rates. Participants are advised to make this extra requisition well in advance.
- 8. Nameboard fascia will be exactly as per this order and no change on-thespot will be entertained. If the fascia name is specified on the-spot, the same may be arranged by our contractors again on additional charge of USD 50, on first-come-first-served basis.
- 9. The Exhibitor shall bear the total financial responsibility for the equipment and stand fittings provided by the Organiser. Costs of all damages and losses arising from improper use of the stand shall be borne by the Exhibitor.
- 10. Amounts due for participation charges and extra services shall be paid in full before taking possession of the stall. The Organiser shall be entitled to annul the Exhibitors' participation in the Fair without the right to damages in virtue the reof if the participation charges has not been paid before taking possession.

11. The Organiser shall not insure or take responsibility for the Exhibitor's

- property against burglary, fire and other Acts of God. The Organiser shall not be liable for damages resulting from theft, fire, gale, stroke of lightning, explosion, flood, cuts in power supply or other causes beyond the control of the Organiser.
- 12. Exhibitors shall not be entitled to cancel this agreement without the express written permission of the organisers and on terms acceptable to the organisers.
- 13. All statutory liabilities arising out of the participants' activities at the fair such as GST, sales tax/VAT, octroi, customs duty, excise duty, service tax and/or any other taxes, levies or licenses required for their activities at the fair will be exclusive responsibility and liability of the participants.
- 14. The exhibitor indemnifies the organisers against all actions, expenses, costs, charges, or claims which the organisers or any of their contractors may be liable for in consequence or damage or injury to any person or property occasioned by or arising out of the act, default or negligence of the exhibitor, his representatives, servants or workmen or any person or persons or persons under his direction or any independent contractor engaged by him.
- 15. Any disputes arising from the fulfillment of provisions contained in "The Terms and Conditions of Participation" shall be submitted to the jurisdiction of a civil court competent at the registered address of the Organiser. Any and all matters pertaining to the event not specifically covered by this contract and the rules and regulations as described in the Exhibitor's Information & Order Book, shall be subject to determination by the organiser. The organisers reserve the right to add or alter these regulations at any time.
- 16. Change in order (change in listing / fascia etc.) should be communicated in writing/through email at least 10 days prior to the event. The Company will not be responsible for any misunderstanding arising due to verbally communicated instruction/request given to any individual sales executive.

17. Force Majeure

The exhibition may be postponed/shortened due to any cause whatsoever beyond the control of the Organisers. The Organisers shall not be responsible for any loss sustained by the exhibitors directly or indirectly, attributable to the elements of nature, force majeure or orders or directives imposed by any Governmental authorities. In such circumstances, the money paid by the exhibitors or any part thereof may be refunded at the sole discretion of the Organisers.

- 18. Use of public address systems, audio-visual systems and height of displays in the space booked is subject to no inconvenience to other participants and the organisers decisions in this regard shall be final.
- 19. Soliciting employment of organiser's staff is prohibited and in the event of a participant hiring organiser's staff, an amount equal to 6 months' of salary offered to said staff will have to paid to the organiser as recruitment and training costs.
- 20. Jurisdiction of any dispute will be in the courts of Calcutta, India.