

# 1 IN CIRCULATION & READERSHIP

SOUTH ASIA'S LEADING TRAVEL TR

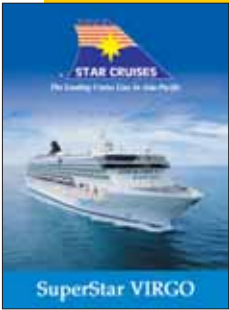
ddppl.com

TRAVTALK

inside NEPAL TALK

TravTalkIndia

Published from : ★ India ★ Middle East



STAR CRUISES  
The Leading Cruise Line in Asia-Pacific

Connecting Oceans Worldwide

ARK HOLIDAYS

Tel.: +91-22-42461919 / 31 operations@arktravels.com

(Fitur)

SPECIAL

January 20 - 24, 2016

Feria de Madrid

Madrid, Spain

Bali Roadshow

"Show Casing Bali Like Never Before"

Inviting all trade partners for Bali Roadshow in  
Delhi, Chennai, Bengaluru, Ahmedabad & Mumbai from 05-12 Feb 2016

EVENT PARTNERS

- Sheraton Bali Kuta Resort
- Holiday Inn Resort Baruna Bali
- Bali Dynasty Resort
- Risata Bali Resort & Spa
- Bali Zoo

- W Retreat & Spa Bali
- Four Points by Sheraton Bali, Kuta
- The Kayana Seminyak Bali
- Uppala Villa Seminyak
- Kuta Central Park
- Villa Jerami

- Ayana Resort & Spa Bali
- Mandapa, A Ritz Carlton Reserve
- The Ritz -Carlton, Bali
- Lifestyle Retreat Bali
- Melia Bali - The Garden Villas
- Double Six Luxury Hotel - Seminyak

- Alila Seminyak
- Pan Pacific Nirwana Bali Resort
- Queens of India
- The Royal Pita Maha
- Sense Hotel Seminyak
- Platenogroup

PREMIER MEDIA PARTNER

SUPPORTED BY

TECHNOLOGY PARTNER

EMBASSY OF THE REPUBLIC OF INDONESIA, NEW DELHI  
CONSULATE GENERAL OF THE REPUBLIC OF INDONESIA, MUMBAI

A Destination Management Company

CONTACT US ON:

T: +91 22 61453500

W: www.uandiholidays.com

H.O.: 4C2A/4C2B, Gundecha Onclave, Kherani Road, Sakinaka, Andheri (E), Mumbai – 400072

RSVP: Ms. Ekta Patel

marketing@uandiholidays.com



# Hopeful for better inbound by 2016

Despite a less than expected growth of just 4.4 per cent in Foreign Tourist Arrivals (FTAs) during January-December 2015, the tourism industry remains optimistic. During this period, 80.16 lakh tourists visited India as compared to 76.79 lakh in Jan-Dec 2014, a growth of 10.2 per cent over the same period in 2013. Discerning trade players hope for better numbers in 2016.



TT BUREAU



The inbound tourism will grow and I think there will be a significant growth but what we have to keep in mind is that the numbers are still very small. I think the industry in India today recognises that our future will come from domestic travellers, but that's not going to be our bread and butter. The question we should be asking is what we really are doing to create tourism products for the domestic market. It could be more resort locations, better connectivity, better infrastructure etc. Wealthy Indians are not taking long vacations anymore, they do short vacations. We have to make products to meet that kind of demand. That's where the future is.

**Dilip Puri**

Managing Director India, and Regional Vice President South Asia, Starwood Hotels & Resorts



In 2016, I think inbound tourism should grow. e-Tourist Visa is a great help for the tourism industry. This is a major step that has been taken to push tourism in India forward. But it depends on how the world economy is because people travel on that basis. For example, India today is one of the best 'value for money' destination. Government has promised to take tourism very seriously. I presume we would see a better year ahead and this industry will grow.

**Anil Madhok**

Managing Director Sarovar Hotels



Inbound tourism to India was below average in 2015, although the FTA data from the Ministry of Tourism showed an increase. This data is often not authenticated as far as leisure travellers are concerned. Inbound industry is bleeding and most of the companies have seen

a drop in business by 20 to 30 per cent. It is a critical time that the industry and government together, evaluate and take steps to improve the situation because in my opinion 2016 will not be a different year. I think we, the tour operators, need to be careful and work collectively to capitalise on whatever business we have. Industry must refrain from bad business practises and sub standard services which can defame tourism in India.

**Ravi Gosain**

Managing Director Erco Travels



Inbound tourism in 2015 to India was slow and not as good as expected, due to many unavoidable factors, such as slow economic growth around the world. We are hoping 2016 will be more fruitful for the industry and have a better turnout in terms of foreign tourist arrivals. The latest addition to our portfolio is a special luxury division VILASA, with focus on quality tourism, by attracting long-staying and high-spending tourists to India.

**H.S. Duggal**

Managing Director Minar Travels



Introduction of e-visas, investments in real estate and hospitality and the proactive and pragmatic approach of the government has seen a rapid growth in tourism. Marketing India as a tourism destination has worked well too. In the past, it was travel to Goa, Kerala, Golden Triangle and Rajasthan. Today, we have all our state tourism boards going aggressive in their campaigns to promote each and every destination in India.

**Jay Bhatia**

Hon. National Treasurer & Chairman – Tourism Council, Travel Agents Association of India



I think inbound tourism is showing slight improvement. The rates are in a depression stage because domestic and inbound travellers are extremely rate sensitive and we need to see how situations change based on world economies. With e-Tourist Visa coming into place, we are hopeful to see an increase in inbound tourism in the following months. The way India is moving forward, we are increasingly becoming less dependent on inbound tourism and the focus is shifting towards domestic tourists.

**Sanjeev Pahwa**

Senior Vice President-Operations South Asia, Carlson Rezidor Hotel Group



India faces a lot of competition in the inbound tourism sector today. While South East Asia was always a competition, the new emerging countries of the previous USSR are rapidly emerging as a new segment which is attracting a lot of tourism in place of India. To combat this trend, we have to continue to focus on our heritage sites. We need to start marketing and talking our culture to the outside world. Today Thailand, Vietnam, Indonesia are far ahead.

**Kanika Hasrat**

General Manager Courtyard by Marriott, Gurgaon



2016 looks far more positive in terms of growth of inbound numbers and we expect to see a good response to our products and thus an increase in numbers in this segment. Theme based tours are high in demand and the right approach will lead to growth. We deal in special interest tours and

a lot of new programmes have been received well by the inbound market in 2015.

**Surpal S Deora**

Director Maxxfun Holidays



As far as inbound tourism is concerned in 2015 the numbers have not been encouraging. Despite e-visas and visa on arrivals not much is happening and the numbers of tourists remain low. This basically is happening because of the events in Russia. The number of tourists from Russia has decreased and Goa especially has been affected because of this. Also, in 2015 the hotel occupancy rates remained low. In fact I would like to add January, February and March 2016 also don't look very encouraging.

**Anurag Agarwal**

Hony. General Secretary, ADTOI



The inbound market did not do very well in 2015 but we identified some new sectors and destinations to explore that will definitely support the inbound segment in the coming year. In 2016, we are expecting more number of tourists in new areas and hope that the government is going to facilitate the inbound segment's growth. In 2016, we will encourage more government-private partnerships.

**Atul Singh**

Director, Travel Connections



The inbound tourism segment did not fare at all to its potential. We are still far from the curiosity and desire of international travellers and hence from the numbers. I hope in 2016, India's image is rebuilt and trust is reinstated in India as a valid destination for tourists to have their vacations. We, the industry, need to put additional efforts to market India and not to carry the anxiety of marketing our respective companies. We need to have more number of qualified people in the decision making organisations, acquire the knowledge and understanding of inbound tourism and its requirements.

**Anil Kumar**

Co-owner and Director (Marketing, Product Development Operation), Senkay Tours and Travels



The inbound segment of tourism has fared very badly in 2015. In 2016, we are hopeful that destinations like Odisha, Chattisgarh and Northeastern states will receive a better response. I feel that Odisha Tourism should market the state better as the incentive is lacking.

**Sanghamitra Jena**

Founder Director Eastern Treasure India Tours



# MOT focuses on international presence

With the commencement of 2016, the Ministry of Tourism, Government of India, reveals plans to ensure year-round tourist footfalls to the country with the Incredible Himalayas campaign. Suman Billa, Joint Secretary, Ministry of Tourism, discloses developments on the campaign and feels that once the visa issues are cleared, the campaign will be a very interesting product for tourists.

 AHANA GURUNG

Recent statistics from the Ministry of Tourism revealed a 3.2 per cent growth in foreign tourist arrivals for December 2015, over the same month in the previous year. In an attempt to further boost the tourist arrival numbers, MOT has come up with the 'Incredible Himalayas' campaign that will set into play in the coming months.

### Mountain tourism expansion

Billa says that it is not a very well-known fact that a large part of the Himalayas is in India. "Two years ago, the 777 Days of Great Indian Himalayas was introduced to promote mountain tourism in India," he says. "Since the

“We will be participating at Fitur this year where yoga will be the main attraction. The Spanish market is very important for us and we are hoping to get a good response at the trade fair.”

**Suman Billa**  
Joint Secretary, Ministry of Tourism

duration for that campaign, which is 777 days, has come to an end, we are now rebranding it as Incredible Himalayas and launching a stronger platform that will once again showcase the Himalayas to the world as core strength of India." He further reveals a few things that

are being worked on in tandem for this campaign. "We are working with the Ministry of Space to map trek routes through satellites for the benefit of the tour operator and will serve as a guide with all the important destinations in the Himalayas for trekking and adventure routes," he informs. "Addressing safety issues, the tour operators will also be provided with a satellite phone from the Tourism Office which is a very important addition especially if we are talking about an international market," he shares.

Billa feels that once the visa issues are cleared, the campaign will be a very interesting product for tourists.

IATO is also working with the Tourism Ministry to promote Incredible

Himalayas for which funds to the tune of ` 3.5-4 crore have been earmarked, disclosed IATO President, **Subhash Goyal** at a recent conference.

Eight states benefit from mountain tourism where roughly 25 per cent of total tourists visit the mountains each year. Goyal stated that 30 per cent growth

in the number of tourist arrivals is expected in 2016.

### Building international relations

When asked if India would face stiff competition with Nepal on mountain tourism,

Billa states that it is not about competition. "It is not a question of sharing the pie, it's about increasing the size of the pie. Working together will only

paign," he adds. Apart from working on common itineraries for Incredible Himalayas, Billa comments that they are also collaborating on the Buddhist and Ramayana circuits, owing to their cultural similarities.

According to Billa, inbound tourism in 2015 was not as good as it should be. "We have more or less laid the ground work for factors that were affecting the inbound numbers, so hopefully, 2016 will prove to be a good year for us," he says.

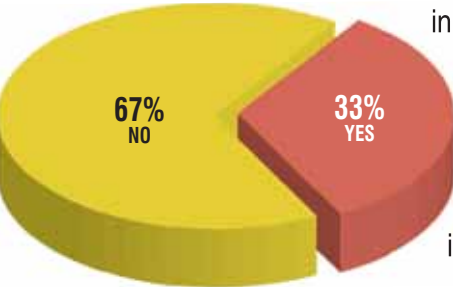
He also talks about the importance of strengthening Incredible India's international presence which is why they are relying on India's gift of yoga to attract more tourist footfalls. "We will be participating at Fitur this year where yoga will be the main attraction," he comments. "The Spanish market is very important for us and we are hoping to get a good response at the trade fair."

### India Tourism at a Glance

- 9.13 lakh FTAs in India during December 2015, growth of 3.2 per cent
- ` 3.5-4 crore funds have been earmarked for Incredible Himalayas
- Signed MoU with the Ministry of Trade Industry and Tourism of Colombia for strengthening cooperation in the field of tourism

## Need better training institutes

Addressing the quality of education offered in tourism training institutes, **TRAUTALK** conducted a poll to find out if the institutes meet the demands of the industry. A majority of the industry feels that the standards are not met with and need improvement, especially in terms of faculty, training and courses.



Some suggestions from readers: ❖ Training on areas like international and domestic destinations for selling DOM/International Travel packages ❖ Better teaching staff ❖ Lack of travel related knowledge ❖ Courses must be designed for preparing students in strategic planning, research and development of newer areas and products and effective marketing ❖ Inclusion of guest speakers (not just the heads) from the industry ❖ Train students on practical knowledge, not bookish knowledge.



Special Deals and Discounts for B2B on

**HOTELS AND PACKAGES**


For

**Andaman Islands**

upto 50% off on Water Sports with Packages and Hotel Booking

call us : +91 810 1221 000

email us : info@mountainedge.in



**Mountain Edge**

DESTINATION MANAGEMENT COMPANY

ANDAMAN ISLANDS

visit : www.mountainedge.in



virgin atlantic  
Let it fly

**LONDON.**

**MAKE HISTORY BEFORE SUNSET**

Flying daily from Delhi to London

For more information call 1800 102 3000 or visit [vsflyinghub.com](http://vsflyinghub.com)



# DESTINATION MANAGEMENT COMPANY

SINGAPORE | DUBAI | MALAYSIA | THAILAND | SRI LANKA | VIETNAM | BALI | CHINA  
HONG KONG & MACAU | TURKEY



Proud Winner Of

**north  
india  
TRAVEL  
awards**



In the Category of

**BEST DESTINATION  
MANAGEMENT COMPANY**

To ensure that our personal attention  
will be a key to an outstanding travel  
experience, a hallmark of The Leaf Holidays ...  
Our Client's Comfort & Satisfaction is our Top Priority –  
It's all about you



**STHI HOLIDAYS INDIA PVT. LTD.**

H.O. Delhi: 111 RG Complex II Prashant vihar, Rohini – Sector 14, New Delhi - 110085.

Tel: 011- 40414041 | Mobile +91 9540004411/22/55/66/77 | +91 9643209502/03/04/05.

Jalandhar +91 9023344041 | Amritsar +91 9023944041 | Jaipur +91 9950760009 | Surat +91 7228904041, 0261-4004041

Ahmedabad +91 7226904041 | Mumbai +91 9004424041 | Bengaluru +91 9591364041

Overseas: Singapore | Malaysia | Thailand | China | Bali | Sri Lanka | Dubai | Vietnam | Turkey

India: Punjab | Jaipur | Gujarat | Mumbai | Bengaluru | Chennai | Kolkata.

Visit us at: [www.theleafholidays.com](http://www.theleafholidays.com) | Mail us at : [info@theleafholidays.com](mailto:info@theleafholidays.com)



# Reshuffle at PATA India

PATA India Chapter recently declared the names of its office-bearers on its new executive committee for 2016-17.

TT BUREAU

**SanJeet**, Director, DDP Group, is the new Vice Chairman of PATA India Chapter; **Jatinder S. Taneja**, Chairman, Travel Spirit International is the Honorary Secretary, while **Vikram**

mously selected, revealed **Runeeep Sangha**, Executive Director, PATA India Chapter. He also revealed that they had received many nominations for the new executive committee. However, the office-bearers for 2016-17 were selected uncontested.



**Vikram Madhok**  
Honorary Treasurer  
PATA India Chapter



**Runeeep Sangha**  
Executive Director  
PATA India Chapter



**SanJeet**  
Vice Chairman  
PATA India Chapter



**Jatinder S. Taneja**  
Honorary Secretary  
PATA India Chapter

**Madhok**, MD, Abercrombie and Kent India, is the new Honorary Treasurer. The new office-bearers were unani-

Talking about the roadmap for the new term, he said, "PATA India Chapter is now working towards develop-

ing its plans for 2016. We have a busy calendar ahead and we will be focusing on education, training and organising trade seminars, including the prestigious PATA Travel Mart in

the coming year." **Vinod Zutshi**, Secretary, Ministry of Tourism, Government of India, automatically assumes the position of the Chairman, PATA India Chapter.

We have a busy calendar ahead and we will be focusing on education, training and organising trade seminars, including the prestigious PATA Travel Mart in the coming year.

*Runeeep Sangha, Executive Director, PATA India Chapter*

### ROYAL DESERT CAMPS

Camel Safaries, Village Safaries by Jeep, Cross Country Drives, Nature Walks, Dune Walks, Gala Dinners in the Desert, Special Camps, Weddings in the Desert, Conferences, Cycle Tours, Special Interest Tours, Desert Games, Adventure activities

**A UNIT OF ROYAL DESERT SAFARIES PVT. LTD. JAISALMER**  
Nachna Haveli, Gandhi Chowk, Jaisalmer - 345 001 | T: +91-293225238/251402  
M: +91-9414149636, +91-992993380  
info@campandsafaries.com / sales@campandsafaries.com  
www.campandsafaries.com, www.royaldesertcampjaisalmer.com

## wbī

बोई बोन इंडिया

CULTURE + TRAVEL

Winner of Best Conference Organizer in Delhi - NCR' 2015

Best MICE Operator - 2015

Best Corporate Incentive Tours Operator - 2014

Premium Holidays | Adventure & Wildlife | Hotel Booking & Business Tours | Conference & Conventions | Events & Banquets

# +91 11 4443 4443, info@wbī.co.in | www.wbī.co.in

## WINGSPAN holidays

go places...

Your Trusted Partners with 17 Years of Expertise in Russia and CIS

FLY | STAY | TRAIN | TRANSFER  
GUIDED EXCURSIONS & MORE....

◀ **RUSSIA**  
2N Moscow & 2N St P'sburg  
₹ 57,999/-

**UZBEKISTAN** ▶  
3N Tashkent  
₹ 31,999/-

◀ **KYRGYZSTAN**  
3N Bishkek  
₹ 36,999/-

**ARMENIA** ▶  
3N Yerevan  
₹ 49,999/-

◀ **GEORGIA**  
3N Tbilisi  
₹ 49,999/-

Above packages are all inclusive of Airfare, Stay, Land & Visas

Call us for detailed Itinerary and Special FIT & MICE enquiries  
**+022 6624 9000**  
info@wingspanindia.com  
www.wingspanindia.com

**WINGSPAN HOLIDAY: I6, Raheja Centre, Ground Floor, Nariman Point, Mumbai- 400021.**



## Looking inwards

It is said, all the answers lie within. India seems to be in the process of such an introspection. Airlines, Indian as well as international, seem to be taking active interest in exploring the potential of smaller cities. They are now willing to take risks – albeit calculated – and actually adding Tier II and even Tier III cities to their network. This has opened up the possibilities of huge passenger movement and exponential growth.

Indian states are now training their focus on domestic traffic and taking them much more seriously than they have done in the past. Not just those that have been spending serious money on marketing themselves, but even those who have thus far focused mainly on international markets.

At a time when even small regions from international countries are breaking away from their parent tourism boards (Island of Crete is one such example) to tap the Indian market, it is only right that we do the same – to tap both international tourists as well as our domestic travellers, who today have deep pockets and the urge to experience their own country.

## Building new ties

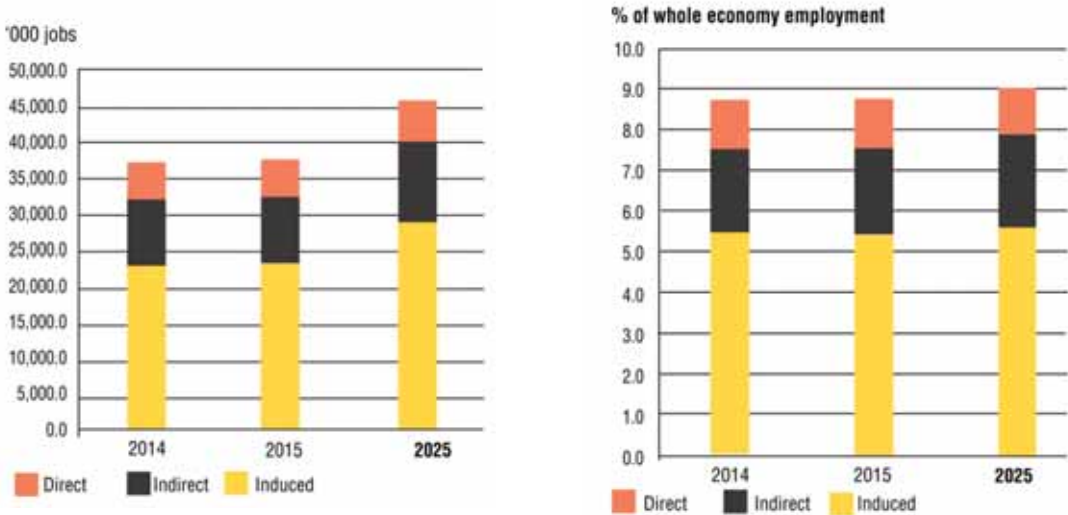
With the basic foundation for development laid in 2015, the Ministry of Tourism is geared up to bring about revolutionary changes this year. The industry awaits with bated breath the launch of the National Tourism Policy, and the amendments it will bring about. Top priority is being given on building strong international relations in the form of MoUs in the areas of tourism and civil aviation, which have been signed with several countries such as Cambodia, Colombia and Korea, to name a few.

Furthermore, increasing focus on developing the resources at hand and making complete use of products that were previously not utilised to their full potential will surely prove to be a fruitful decision in the long run. The latest statistics reveal that FTAs during the period January-December 2015 were 80.16 lakh with a growth of 4.4 per cent, as compared to the previous year, and with a number of campaigns and initiatives well under way, growth is inevitable. From here, the only way is forward!

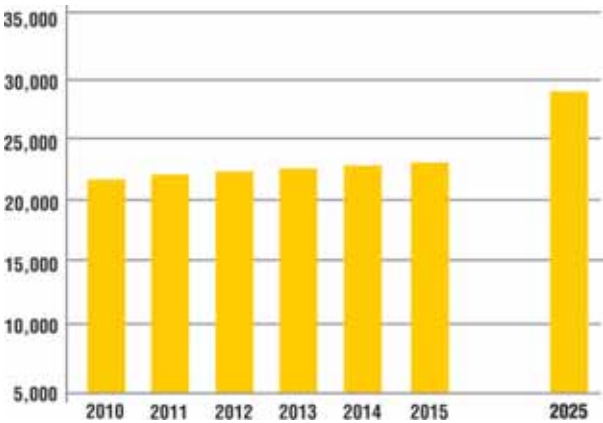
# 29 mn Tourism jobs by 2025

In 2014, Travel & Tourism directly supported 23,024,000 jobs (5.5% of total employment). This is expected to rise by 1.9% in 2015 and rise by 2.2% pa to 29,020,000 jobs (5.7% of total employment) in 2025.

INDIA: Total Contribution of Travel & Tourism to Employment



INDIA: Direct Contribution of Travel & Tourism to Employment



Source: WTTC Travel & Tourism economic impact 2015

Travel & Tourism generated 23,024,000 jobs directly in 2014 (5.5 per cent of total employment) and this is forecast to grow by 1.9 per cent in 2015 to 23,455,500 (5.5% of total employment). This includes employment by hotels, travel agents, airlines and other passenger transportation services (excluding commuter services). It also includes, for example, the activities of the restaurant and leisure industries directly supported by tourists. By 2025, Travel & Tourism will account for 29,020,000 jobs directly, an increase of 2.2 per cent pa over the next 10 years.

## TRAVTALK archives: Then & Now

Then



Ranvir Bhandari has been promoted as the Food and Beverage Manager of Hotel Oberoi Grand, Calcutta. He has been with the same hotel since 1985.

Digging through the TRAVTALK archives we found the movement of Ranvir Bhandari in 1992. From there to the COO of ITC Hotels today... our heartiest congratulations!

### ITC Hotels

With the recent shuffle at the top management at ITC Hotels, Ranvir Bhandari is the new Chief Operating Officer, ITC Hotels, and is responsible for expansion and management of both ITC and WelcomHotel brand. Before this, Bhandari was the Vice President, Operations at ITC Hotels. The 55-year-old hospitality veteran started his career with the Oberoi Hotels and joined the ITC Group in 2002, and also did a small stint with with Max India Ltd in between, before coming back to ITC Hotels in 2012.

Now





# Intra-state air service in MP soon

Continuing in the spirit of the Year of Tourism in 2015-16, Madhya Pradesh Tourism has a host of new products and events lined up in the New Year. Hari Ranjan Rao, Commissioner Tourism & Managing Director, Madhya Pradesh Tourism, shares plans and strategies of the state.

 **ANKITA SAXENA**

**QWhat are your plans for 2016?**

Madhya Pradesh (MP) is focusing on an intra-state air service, initiated by MP Tourism and Ventura Air Connect to facilitate tourists and corporate travellers. We have started an innovative transport initiative called Caravan Tourism. Caravans are specially designed vehicles with carrying capacity of eight adults and tourists can hire them to any place of their choice. The state is promoting Water Tourism at Tawa-Madhai and Bargi-Mandla, cruises being the main attraction. River rafting at the Betwa River in Orchha is also a popular activity being promoted.

**QWhich are the most important tourism circuits in MP and what is being done to promote them?**

We plan to showcase the hidden jewels of the state like architectural marvels at Mitawali, Padawali and Bateshwar near Gwalior. The rich state museum and remnants of the empire of Raja Chhatrasal at Dhabela, natural wonder Bhedaghat near Jabalpur, historical treasure troves of and around Vidisha and the under-exploited Buddhist circuit are sites that we intend to focus upon in the coming year.

**QHow has eTV facility helped in increasing number of tourists coming to MP?**


The eTV scheme facilitated many tourist arrivals to MP. In 2014 we saw a total of 63,930,720 tourists out of which 63,614,525 were Indians and 316,195 were foreign tourist arrivals.

**QElaborate on your engagements with travel trade partners.**

MP Tourism successfully completed the three day travel mart organised from October 16-18, 2015. The second edition of Travel Mart highlighted 200

hosted buyers and media from 15 countries and major travel markets of India. We focused on Wildlife, Heritage, Culture and Tourism. This event provided impetus to the growth of travel trade in the state.

**QElaborate on your efforts to boost tourists' safety?**

MP has set up the state's first Tourist Police Post at Pachmarhi. 288 police personnel, trained as tourist police, will be deployed at 12 tourist police posts across the state. These posts will provide information, security and assistance to domestic and foreign tourists visiting MP. 



“We have started an innovative transport initiative called Caravan Tourism. The state is promoting Water Tourism at Tawa-Madhai and Bargi-Mandla, cruises being the main attraction. River rafting at the Betwa River in Orchha is also a popular activity being promoted.”







**Hari Ranjan Rao**  
Commissioner Tourism & Managing Director  
Madhya Pradesh Tourism


# atlastravelsonline

Most simple, user-friendly online travel portal

B2B BOOKING ENGINE FOR TRAVEL AGENTS

## KEY FEATURES

-  White Label & API Solutions
-  Best Commissions
-  Online Cancellation
-  24 X 7 Support
-  Instant Refunds
-  MIS Reporting



We have been awarded  
“Best Travel Portal 2015”

Atlas Travels Online is an ambitious venture of a 25+ Year Old Travel Solutions Company

Corporate Office: 53, M. A. Road, Mumbai 400003 | 022 6141 1000 | atlastravelsonline.com

**Major events of 2016**

-  Simhastha 2016 (Festival of Faith) from April 22-May 21, 2016 in Ujjain
-  Jal Mahotsav 2016 (Water Festival) from February 12-21, 2016 in Hanuwantiya, Khandwa



## 40% surge in Indian arrivals in the Philippines

■ The Philippines has recorded a growth of 40.54 per cent in visitor arrivals from India in October 2015, a remarkable surge over the previous year. The Department of Tourism (DOT), Philippines, has confirmed that there were 6,590 visitor arrivals in October 2015 against 4,689 in October 2014.

During January-October 2015, 61,155 Indian tourists travelled to the Philippines, recording an increase of 24.13 per cent. The Indian market continues to be one of the important contributors of international visitors to the Philippines.

Sanjeet, Tourism Attaché, Philippines Tourism Marketing Office India, has attributed the showing to be in line with DOT's plan of achieving 100,000 Indian tourist arrivals by 2017.

He said that the double-digit growth in arrivals can also be attributed to major metros as well as feeder markets. "One of the main reasons is the increase in disposable income for leisure and travel related pursuits amongst middle and affluent class travellers. There has also been a steady increase in MICE movements as well as FITs and small groups travel from India," he said.

## Strengthening ties with agents

Bhutan Airlines recently opened its office in Connaught Place, New Delhi. Phala Dorji, CEO, Bhutan Airlines, tells TRAVTALK about their plans for the Indian market.



KANCHAN NATH

Optimistic about the Indian sector, Dorji said, "We had started operating flights to Calcutta as early as October 2013 and we started operations in Delhi from September 2015. The frequency of the flights is twice a week—Sunday and Wednesday. We are working very closely with a lot of Indian agents and with our new office in Delhi, this will further strengthen our relationship."

Noting that the load factor from Delhi to Bhutan has significantly increased, Dorji said, "In the last two years we have done fairly well. The Indian market is very lucrative for us. Apart from tourists coming from abroad; we have a lot of tourists coming from India. The load factor from Delhi, India, to Bhutan has increased over a period of time. We are optimistic that Bhutan Airlines will do very well in the Indian sector."

The airline operates seven flights per week to



**Phala Dorji**  
CEO  
Bhutan Airlines

Calcutta and Thailand and two flights per week to Delhi. "We are thinking of increasing one more flight, Paro-Kathmandu-Delhi and Delhi-Kathmandu-Paro. We will also operate point to point Delhi-Paro, depending on the traffic."

**Ashwani Sharma**, Director, RAAS Ventures, said, "We are the exclusive OTA for Bhutan Airlines and right now I am also helping them with operations set-up. Bhutan Airlines is planning to fly out of Delhi to Paro, to connect to Kathmandu and maybe Rangoon is on the cards."



**Ashwani Sharma**  
Director  
RAAS Ventures

"We have recently tied up with TBO Group to sell and promote Bhutan. We all know that Nepal is in a bit of political turmoil, but I think Bhutan has huge potential," he added.

### Ambitious Plans

- Bhutan Airlines operates 7 flights per week to Kolkata & Thailand
- Other than its existing 2 flights to Delhi, it plans to add one more

## Charter market to grow by 10-15%

Ajuka Mahajan, Head - Charter Sales, Foresee Aviation, remains optimistic about the future of charters in India.



TT BUREAU

India is bracing itself for an economic impetus with rapidly growing industry and a large, young population. Mahajan says, "Since the economic downturn of 2009-10 the charter aircraft market in India has made a gradual recovery with wealthy individuals and large corporations resuming their travel plans. Moreover, there has been a substantial demand for charter aircraft from Tier-II and Tier-III cities like Indore, Surat, Bhopal, Ludhiana, Kanpur, etc."

Talking about the market condition, she added, "The current scenario is however, quite disappointing. The majority of aircraft owners like GMR, GVK and DLF who bought their planes about 7-8 years ago to visit their set-ups in India and abroad are today saddled with debt and are selling their assets to repay loans. Some of them have managed to sustain them



**Ajuka Mahajan**  
Head - Charter Sales  
Foresee Aviation

by chartering their aircraft in the open market."

Commenting on the future of business in India, she concluded, "I'm still upbeat that this market will grow within next couple of years at the rate of 10-15 per cent considering that the government is making all the possible efforts to ensure that the entire industry grows. Some efforts in the areas of infrastructure, permission procedures especially in unmanned airstrips, airport charges needs to be put in to fuel this growth."

**APG IET**  
INTERLINE E-TICKETING



**HELI AIR MONACO**

validating carrier YO -747

**100+ AIRLINES X 1 VALIDATING CARRIER  
YO-747 = THOUSANDS OF POSSIBILITIES!!**

**Earn 5% IATA Commission**

### Major benefits of issuing tickets on YO-747

- Travel agents can sell airlines which are not members of BSP India.
- Ability to issue a single document for multiple airline partners as YO allows third party ticketing.
- Travel agents earn 5% IATA commission upon issuing SOTO's on participating carriers.
- Compatible with all GDSs currently being used in India.
- Passenger/Travel agent is fully protected in the event of airline insolvency/bankruptcy.
- Passengers are also insured against denied boarding due non reception of 747 document.
- Servicing through local helpdesk in India Tel: +91 11 41517121 / 41, email: heliair@bird.in.

Logon to [www.apgiet.com](http://www.apgiet.com) or refer to your GDS for the updated list of participating carriers.

**APG**  
The Network for Airline Services


APG India : E-9, Connaught House, Connaught Place, New Delhi-110001

Tel: +91 11 43640489 | Email: [india@apg-ga.com](mailto:india@apg-ga.com) | visit: [www.apg-ga.com](http://www.apg-ga.com) | [www.facebook.com/apgindia.yo](https://www.facebook.com/apgindia.yo)



# WORLD'S BEST wants to **PARTNER** INDIA'S BEST!

JTB – One of The World's Largest Tour Operators  
with its subsidiary Europamundo - is now ready to change  
the way India handles Travel.

**Europamundo**  wishes to join India's top Tourism Agencies to offer

**Holiday Programmes with the best possible Price/Quality Ratio.**

Programmes are specially designed for today's travellers

## TIE-UP ADVANTAGES

- It's a B2B Model, bookings are only accepted through Authorized Travel Agents & Payment Policy is cut & pay.
- Book through an online versatile user-friendly system from your end.
- 'In City' Hotels: Enjoy full Buffet Breakfast.
- On most evenings, courtesy transfer to lively Downtown areas! Feel the atmosphere; dine at choicest restaurants – Indian, Chinese, Local or Fast Food Joints. Indian Restaurant Dinner Vouchers available.
- Sightseeing includes entrances to many attractions.
- Inter-city drives have visits to quaint places enroute - like Hamelin of Pied Piper fame, Verona of Romeo Juliet fame & more.
- Programmes offer many flexibilities; Buy sector tours or multiple part tours. Customization options easily available. Take breaks between tours!
- There are Group Discounts, Senior Citizen & Child Discounts, also Triple Discounts. Considerate cancellation policy.
- Gratuities & Land Tour Insurance included.
- Travel agents effect air bookings based on customer's requirement thus avoiding deviation charges, processes visas.
- All listed departures are guaranteed.

## ITINERARIES

- Berlin – Prague; Amsterdam – Paris; Madrid – Barcelona & more 5 days: From E 370 only
- Paris – London – Bruges – Amsterdam & more 8 days: From E 855 only
- Spain & Portugal 10 days: From E 840 only
- Spain & Morocco 11 days: From 1375 only
- Rome to Paris 9 days: From E 960 only
- Rome to London 11 days: From E 1220 only
- Eastern & Imperial Capitals 14 days: From E 1360 only
- East to West Europe 18 days: E 1940 only
- Greece, Bulgaria and Turkey 15 days: From E 1610 only
- England, Scotland, Ireland 7 days: From E 950 only

*There are many more Tours / Customization Options available.*

To know more, log on to [www.europamundo.com](http://www.europamundo.com) and/or email us at [india@europamundo.com](mailto:india@europamundo.com) with your agency profile.  
Webinar available.

*Europamundo carries over 125000 passengers annually worldwide.*

*Our B2B Model & the online system has been the key to our success worldwide.*

**COME BE A PART OF US!**



**Europamundo**   
**vacations** **JTB**  
Perfect moments, always

[www.europamundo.com](http://www.europamundo.com)

[wave/engthindia.com](http://wave/engthindia.com)



# Rush of European tourists in Kerala

Tourist arrivals from Europe to Kerala registered a 4.8 per cent increase until October 2015.

**TT BUREAU**

A total of 420,247 European travellers arrived in the state between January-October, 2015, compared to 401,063 during 2014 amid many West European countries struggling to protect their economies in the aftermath of the Greek debt crisis and the downturn in China. A number of tourists continued to arrive in Kerala 2015 even from countries like Italy, Finland, the Netherlands, Portugal and Germany, whose less than expected economic growth is worrying financial analysts.

“Europe remains the number one traditional market for Kerala while we have been able to create strong markets in several countries abroad along with finding new ones,” said **A.P. Anilkumar**, Tourism Minister, Government of Kerala. “This is evident from the fact that more number of



**A.P. Anilkumar**  
Tourism Minister  
Government of Kerala

tourists from European countries have visited our state in 2015 compared to 2014 despite of their economies encountering hurdles in a full recovery,” he added.

“The Chinese downturn and the turmoil in many emerging economies have had a negative impact on the European economy slowly recovering from the 2009 financial meltdown, but Europe will certainly rebound from the present situation,” said the Minister.

# MTOA plans knowledge sessions

The Maharashtra Tour Organisers' Association (MTOA) wants to conduct knowledge sessions on topics that are relevant to its small-sized tour operator members located across Maharashtra.

**HAZEL JAIN**

Until 1969, there was no association that focused on small tour operators in Maharashtra, which was when the Maharashtra Tour Organisers' Association (MTOA) was formed. The current leadership is intent on revamping its focus as well as its image. **Sudhir Patil**, President of Maharashtra Tour Organisers' Association (MTOA) and Founder & Director, Veena World, says, “We are making an effort to bring the tour operators together so that they can discuss their problems, which are unique and different from travel agents. My main focus is to raise this association to a new level. Our members are small tour operators and we want to expose them to the industry – at the state, national and even international levels – and guide them on how they can grow their business.”

Patil clarifies that he isn't just referring to Fam trips,

“Our members are small tour operators and we want to expose them to the industry – at the state, national and even international levels – and guide them on how they can grow their business.”



**Sudhir Patil**  
President, Maharashtra Tour  
Organisers' Association  
(MTOA) and Founder &  
Director, Veena World

but increasing their overall education level and facilitating interactions between members. “The challenge is that a lot of new developments that are happening in the industry aren't reaching them. Other associations mostly focus on travel agents. So the smaller tour operators despite being members don't benefit because everyone is talking about tickets and airlines,” he adds.

Patil says that their challenges are local in nature and a lot of it has to do with railway bookings, coach companies and hotels. Some of them even do their own catering. “We have not touched the inbound tour operators yet. Our main focus right now is to elevate the smaller tour operators. We do bi-monthly meetings and have interactions on key topics, which we will gear up in the coming

six months,” Patil adds. In the past, the association has conducted sessions on insurance, international medical insurance and domestic insurance and forex.

With 130 members, the association isn't looking to add members just for the sake of it. “First, we should be able to help those who are already with us. We have an online presence at mtoa.co.in where they can download membership forms,” Patil reveals. The association also takes up issues on the government level. It had recently discussed on-ground problems with the J&K government as well as the Himachal government when there was a taxi strike. “I have also highlighted the problems our members face in Rajasthan – about road tax, lackadaisical response from hotel GMs, etc. Now there's a private body in the form of the Federation of Hospitality & Tourism of Rajasthan to push that,” Patil says.



**SPICE**  
INDIAN SPECIALTY RESTAURANT

**MOSAIC**  
Global Cuisine Restaurant

**PB&G**  
POOL • BAR • GRILL

Nestled under a canopy of trees, the hotel is an oasis designed to provide guests with world-class amenities and exceptional service. While you are at the hotel, you can enjoy free high-speed Internet access, heavenly beds, an outdoor swimming pool, on-site dining and banquet facilities, a fitness studio, SPA and a business centre with private meeting rooms.

Country Inn & Suites By Carlson, Mysore  
Plot No 345/A , Hebbal Area , Near Infosys Campus,  
Mysore, Karnataka- 570016 , India  
M : 91 821 6642000 , 91 8884102700 • dosm@cismysore.in  
countryinns.com/mysorein • cis.mysore.in • @cismysore

**COUNTRY**  
INN & SUITES  
BY CARLSON



This is one of the greatest temples.  
This is more than 3,000 years of defiance.

# THIS IS EGO



NILE VALLEY

Egypt

Where it all begins



# NEWS

- ❖ Goa Carnival from Feb 6-9, 2016
- ❖ VFS Global to train TAAI members on visas
- ❖ 7 Emirates to conduct joint road-show in India in Feb
- ❖ Delhi-Gorakhpur on Air India 6 times a week
- ❖ IRCTC to partner with self-help groups to boost e-catering
- ❖ Radisson Udaipur opens with 56 rooms
- ❖ SpiceJet launches new holiday site, SpiceVacations.com, offering a range of themed, customisable holiday packages
- ❖ In the year ending September 2015, the UK granted over 360,000 visitor visas to Indian tourists, a 16.5% increase year on year
- ❖ J&K to organise 15 roadshows starting Jan 15
- ❖ MTDC starts helicopter tours in Mumbai from Juhu airport

## An experiential travel concept

In an attempt to promote wildlife conservation in India, the management team of Singinawa Jungle Lodge – Kanha invited over 100 guests from the travel and indigenous art fraternity and discussed various wildlife conservation and experiences, along with the future of indigenous art in central India at Hyatt Regency Delhi.



## More flights to the Seychelles and Mauritius

Air Seychelles offers more flight options from Mumbai to Seychelles with an increase from four to five flights a week, effective 29 January 2016.

In addition, flights between the Seychelles and Mauritius will also increase from four to five flights a week, effective 4 February 2016.

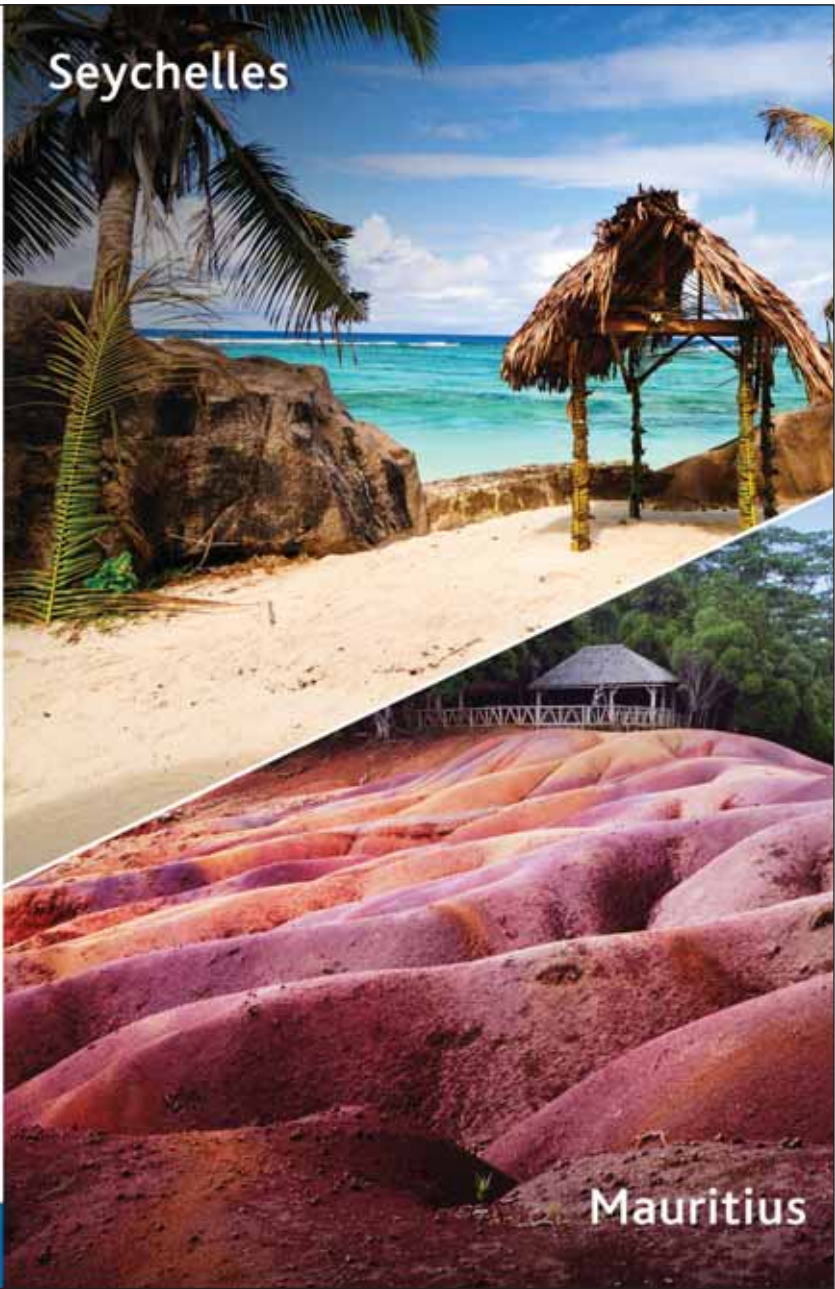
	BUSINESS SAVER fares from	ECONOMY SAVER fares from
Seychelles	INR 58,868	INR 32,761
Mauritius	INR 84,649	INR 33,961

## BOOK NOW!

For more information, refer to you GDS, contact us on +91 22 22040685/82 or email [hmres@jetair.co.in](mailto:hmres@jetair.co.in)



Terms and Conditions apply. These fares are "starting from fares" and are inclusive of taxes.







# simply enjoy

## Your leisure stay at pleasing packages

Experience a delightful stay with us and get upto 25% off.



AMRITSAR AIRPORT

[parkinn.com/amritsar-airport](http://parkinn.com/amritsar-airport)



# GPS 2016: The centre of action

Global Panorama Showcase (GPS), which put the spotlight on Central India, received 700 buyers in two days of B2B event. A whopping 98 per cent agents were from Tier-II and Tier-III cities. With the theme ‘On the Move’, GPS will travel to four other cities – Coimbatore, Kolkata, Chandigarh and Ahmedabad in the coming months.





# Discover India's best destinations with the world's best low-cost airline



**WORLD'S BEST  
LOW-COST AIRLINE**  
7 YEARS RUNNING



Map not drawn to scale.

#### AirAsia international routes

- ..... Route operated by Thai AirAsia
- ..... Routes operated by Malaysia AirAsia

#### AirAsia India routes

- ..... Domestic routes

To join us as a Sky Agent, contact  
Sales Support: **080-4667 6762**  
[india\\_salesupport@airasia.com](mailto:india_salesupport@airasia.com)

For group enquiries, contact  
Group Desk: **044-4221 8201**  
[in\\_groupdesk@airasia.com](mailto:in_groupdesk@airasia.com)

Lowest fares @ **airasia.com**

**AirAsia**

All India domestic flights are operated by AirAsia India Ltd. and all international flights are operated by either AirAsia Berhad, Thai AirAsia Co. Ltd., AirAsia X Berhad or PT. Indonesia Co. Ltd. Our seats are limited and may not be available on all flights during public holidays, school breaks and weekends. All-in fares include fares, fuel surcharges and airport taxes. Inclusive of one-way only. A payment processing fee is applicable to all payments made via credit, debit or charge cards. Our other terms and conditions of carriage apply.



# UNLIMITED BUSINESS OPPORTUNITIES FOR THE GLOBAL TOURISM FRATERNITY!!



**April 17 - 19, 2016 (Sunday - Tuesday)**

Inaugural Venue: The Lalit, Jaipur &  
Exhibition and B2B Venue: JECC, Jaipur, Rajasthan, India

## B2B meetings with the Foreign Tour Operators!

Log on to [www.greatindiantravelbazaar.com](http://www.greatindiantravelbazaar.com) to fix your meetings online.

B2B meetings will be organized at the booth(s) of the registered Indian sellers only.

**Around 262 Booths to showcase your products...BOOK NOW !**

**Around 270 Foreign Tour Operators participating from 46 Countries !**

Argentina | Australia | Austria | Azerbaijan | Belgium | Brazil | Bulgaria | Canada | Chile | China | Colombia | Czech Republic | Denmark | Finland | France | Germany  
Hong Kong | Hungary | Indonesia | Israel | Italy | Kazakhstan | Korea | Latvia | Lithuania | Malaysia | Mexico | Norway | Peru | Philippines | Poland | Romania  
Russia | Singapore | South Africa | Spain | Sweden | Switzerland | Taiwan | Thailand | The Netherlands | Turkey | Ukraine | United Kingdom | USA | Vietnam

## FOR BOOTH REGISTRATION AND PARTNERSHIP OPPORTUNITIES

PLEASE CONTACT:

**TRAVEL BAZAAR SECRETARIAT**

Federation of Indian Chambers of Commerce and Industry

Phone : 011-23487490, 23311720, 23322539 (New Delhi)

Email : [rahul.chakravarty@ficci.com](mailto:rahul.chakravarty@ficci.com), [samanda.syiem@ficci.com](mailto:samanda.syiem@ficci.com), [arshad.danish@ficci.com](mailto:arshad.danish@ficci.com) | Web : [www.greatindiantravelbazaar.com](http://www.greatindiantravelbazaar.com)

Kindly Note: Entry is strictly for buyers and sellers. There is no visitor entry.

## Partners

Host State



Supported by



Partner States



Platinum Partner



Inaugural Dinner Hosted by



Diamond Partners



Gold Partners



Exclusive Airline Partners





# France steps up security

France has beefed up security for the safety of overseas tourists. But this will not interfere with their holiday plans. Here's an update on the current security procedures and conditions that your clients visiting France should know.

TT BUREAU

The Consulate General de France in Mumbai has communicated updated information on the current situation in France in terms of measures taken for safety and security of overseas visitors. It has reassured that France's borders are not closed, but the President of the French Republic has decided to establish systematic checks at entry points to the French territory (road, rail, port and airport crossing points).



## Tourist attractions and shopping

All public cultural establishments in Paris, the Île-de-France and France more generally are open. Open sites include (non-exhaustively): Eiffel Tower, Louvre Museum, Château de Versailles, Disneyland Paris, Grand Palais, Centre Georges Pompidou, Notre Dame de Paris, Paris Lido, Crazy Horse, Bateaux Parisiens, and the Moulin Rouge. Security and controls have been enhanced at the entrance to major monuments, but do not result in additional waiting times of more than 15 minutes compared to normal times.

Restoration of border controls means that the documents that must be presented during border controls are the same as those usually required for nationals of your country. However, longer waiting times are to be expected at airports and stations served by international services (Thalys, Eurostar, etc). Waiting time for controls in Paris airports remains reasonable, at less than 45 minutes.

Citizens of European Union Member States need a valid identity document (ID card or passport). Generally, the documents required to

enter France are the same as usual. The visas issued prior to the establishment of border controls remain valid to enter France. Visa issuance times remain unchanged compared to the period prior to November 13, 2015.

### Key Contacts

- Paris Tourist Office:  
www.parisinfo.com  
traveltrade@parisinfo.com  
- +33 1 49 52 42 68
- Trains: www.voyages-sncf.com
- Metro: www.ratp.fr

# Bahwan forays into India

Outbound Konnections has been named as the sales and marketing representative of Bahwan Tourism LLC, Sultanate of Oman, to develop the market and promote the group and its services in India with an emphasis on the B2B segment.

TT BUREAU

With a view to develop and promote Bahwan Tourism's services in India, Bahwan Tourism LLC of Oman has appointed Mumbai-based Outbound Konnections as its India representative.

Speaking about the appointment, **Anjum Lokhandwala**, Founder and Director, Outbound Konnections, says, "It is a proud moment for us and we are thrilled at being appointed as the Indian arm of Bahwan



Anjum Lokhandwala  
Founder and Director  
Outbound Konnections

ages and quality of services for all travel segments — FITs, MICE, group, special

India. Destination Oman has a lot to offer in terms of culture, scenic beauty and products targeted at the niche, evolved traveller."

**S.A. Gururaj**, General Manager, Bahwan Tourism LLC, Sultanate of Oman, says, "We are delighted to announce the appointment of Outbound Konnections as our representative in the India market for sales and marketing. We believe that they have the credentials to promote our unique services that Bahwan Tourism and its hospitable team has to offer, to the discerning Indian clientele."

We believe that they have the credentials to promote our unique services to the discerning Indian clientele.

**S.A. Gururaj**  
General Manager, Bahwan Tourism LLC, Sultanate of Oman

Tourism Oman in India. Bahwan Tourism is the leader in providing competitive pack-

interest tours, etc. — and we are very keen to develop and multiply their market share in

### New Avenues

- Bahwan Tourism provide competitive packages and quality of services for all travel segments such as FITs, MICE etc.
- Destination Oman has a lot to offer in terms of culture, scenic beauty

YOUR TRAVEL PARTNER  
FOR CENTRAL ASIA

# TRAVELS MANTRA™

## DESTINATION MANAGEMENT COMPANY

UZBEKISTAN TASHKENT KYRGYZSTAN ARMENIA  
SAMARKAND KHIVA BISHKEK YEREVAN  
BUKHARA GEORGIA TBILISI TAJIKISTAN DUSHANBE KHUJAND KAZAKHSTAN  
ALMATY

UZBEKISTAN - Hotel Uzbekistan, 11th Floor, 45 Musakhanov Street Tashkent Uzbekistan, 100047,  
Call us: +99897 4700 136, Email Us: [uzbek@travelsmantra.com](mailto:uzbek@travelsmantra.com)  
NEW DELHI- 86- B, Ground Floor, Main Road Anar Kali Garden, Jagat Puri Near Preet Vihar, New Delhi-110051,  
Call Us: 9999 444 955, Email Us: [nd@travelsmantra.com](mailto:nd@travelsmantra.com)  
MUMBAI- Office No. 108, A Wing, 1st Floor, Royal Sands, Behind Citi Mall, Andheri West, Mumbai — 400 053.  
Call Us: 9999 444 900, Email Us: [bom@travelsmantra.com](mailto:bom@travelsmantra.com)

VISA SUPPORT, LAND PACKAGES, TRANSPORTS, GUIDED, HOTELS & MORE...



# 16.5% rise in domestic traffic in 2015

According to CAPA, 2015 has been a good year overall for the aviation sector, due to the lower crude oil prices, resulting in 40-45 per cent decline in domestic ATF prices. However, the lack of aviation infrastructure can set back the industry in times to come.



ANKITA SAXENA

“Indian airlines, which are at the core of the aviation value chain, reported over 30 per cent decline in combined losses to \$1.2 billion in 2015, from \$1.7 billion in 2014. The growth has been robust for airports in 2015. In the first six months of 2015, total passenger handled at Indian airports increased to 124 million, witnessing a growth of 16.5 per cent compared to same period last year,” says **Gurdeep Aggarwal**, Manager, CAPA Advisory.

According to an updated report on passenger growth forecast by International Air Transport Association (IATA), India is expected to displace the United Kingdom as the third-largest market in 2026. “In terms of routes, Indonesia-East Timor will be the fastest growing route (13.9 per cent), followed by India-Hong Kong (10.4 per cent), within Honduras (10.3 per cent), within Pakistan (9.9 per cent) and

UAE-Ethiopia (9.5 per cent),” says **Tony Tyler**, Director General and CEO, IATA.

Responding to the forecast, Aggarwal says, “India is among the fastest growing aviation markets in the world today with over 16.5 per cent increase in domestic traffic this year (YTD). The strong growth projections together with the deficient and lagging airport and allied infrastructure, calls for an urgent need, to build and augment India’s aviation infrastructure.”

Talking about the Indian perspective, Aggarwal says, “There has been no serious, detailed study conducted on the structural capacity of Indian airports and the situation may be even more challenging than presumed. This issue has the potential to be a major bottleneck for the growth of aviation in India. Apart from the time involved in construction of airport infrastructure, there is a need of several years of urban planning involving land acqui-



**Gurdeep Aggarwal**  
Manager  
CAPA Advisory

Removing sales tax on ATF is the single greatest benefit that the government could deliver to the airline industry

sition and development of surface connectivity to the airport.”

Elucidating the predictions in the report, Tyler says,



**Tony Tyler**  
Director General and CEO  
IATA

As a result of economic & political events over 2014, we expect nearly 400 mn fewer people to be travelling in 2034

“As a result of economic and political events over the last year, we expect nearly 400 million fewer people to be travelling in 2034 than we did at this

time last year. The economic impact of fewer travellers is significant. It is important that we do not create additional headwinds with excessive taxation, onerous regulation or infrastructure deficiencies.”

Expressing his views on the issue of taxation on Aviation Turbine Fuel, Aggarwal says, “Removing sales tax on ATF is the single greatest benefit that the government could deliver to the airline industry. ATF is the largest cost input for airlines and yet this is the factor where the cost disadvantage faced by Indian carriers is by far the highest. In 2015 ATF accounted for around 45-50 per cent of operating costs for most Indian airlines. This compares with 32.3 per cent globally.”

He adds, “We see one or two new pan-India airlines entering the market in next 12-18 months. The new entrant may also form Joint ventures (JVs) with foreign airlines. Post DNCAP, we see increased

interest in regional and commuter airlines, considering significant concessions provision provided under RCS (Regional Connectivity Scheme).” However, Aggarwal warns the new airlines to possess adequate capitalisation to sustain operations.

## Top 5 fastest growing markets (additional passengers per year over the forecast period)

- China**  
758 million new passengers for a total of 1.196 billion
- United States**  
523 million new passengers for a total of 1.156 billion
- India**  
275 million new passengers for a total of 378 million
- Indonesia**  
132 million new passengers for a total of 219 million
- Brazil**  
104 million new passengers for a total of 202 million

india inspiring experiences



Visit us at FITUR  
Pavilion 4, Stand G02

INDIA • NEPAL • BHUTAN • SRI LANKA • TIBET • MALDIVES



**Vasco Travel**  
Inspiring Experiences!

www.vascotravel.net

global office : n- 12, 3rd floor, sector - 18, noida - 201301 (UP), INDIA, t :- +91 120 4601390, e : vasco@vascotravel.net





JÜSTA LAKE NAHARGARH PALACE, CHITTORGARH

# THE JOY OF JÜSTA



JÜSTA BRIJ BHOOMI, NATHDWARA



JÜSTA RAJPUTANA, UDAIPUR



JÜSTA BAY15, GOA



JÜSTA SANCHAL FORT, BARMER



*For Special Offers & Packages. Contact:*

+91 9590 777 000 | [RESERVATIONS@JUSTAHOTELS.COM](mailto:RESERVATIONS@JUSTAHOTELS.COM) | [WWW.JUSTAHOTELS.COM](http://WWW.JUSTAHOTELS.COM)



# Expansion in Western Europe      Emphasis on medical tourism

After witnessing a slow economic growth all over the world last year, H.S. Duggal, Managing Director, Minar Travels, talks about strategies to increase business in 2016 and their latest offerings.



## What are your strategies to improve business in 2016?

The Minar business strategy was finalised at the Managers' Meet which was attended by our senior professionals and representatives from Argentina, Mexico, Iran, Korea and China. While we will continue our participation in different exhibitions and roadshows, our primary focus will be on markets like the U.S, Australia and Scandinavia. Ayurveda in countries like Germany and Middle East is also on our radar. Furthermore, the Aviation Division of the company is working with new airlines to bring them to India. These airlines will contribute immensely in the development of tourism as well from the hub countries. Minar's outbound division, which is in its 5th year of existence, is doing great. While we continue to sell Far East/ Emirates, our thrust is on exotic destinations and cruises.



**H.S. Duggal**  
Managing Director  
Minar Travels

Minar is extensively using social media to popularise events in India and are pushing MICE activities abroad

Another focus in the current year is to improve our thrust into the Western European market.

## Please tell us about any new additions to the company's portfolio.

The latest addition to our portfolio is a special luxury division VILASA, with focus on quality tourism, by attracting long-staying and high-spending tourists to India. We have received a good response and have engaged services of professional companies in target countries to create awareness about VILASA, and promoting the unique luxuries available in India.

## What are some of your promotional activities?

Minar is extensively using social media to popularise events in India and are pushing MICE activities abroad as India is now emerging as a good MICE destination. Our portal TRAVBOON is a user-friendly platform and ready for launch. We are determined to achieve our goals in 2016 and contributing to the Indian tourism industry.



Talking about the uniqueness of the company, Shorey says, "Specialisation is the key to survival of any business. In order to create an identity for ourselves, we forayed in beach getaways and launched the first and only exclusive website, [www.sunnsandvacation.com](http://www.sunnsandvacation.com), in India. The portal features exotic beach locales ranging from Caribbean to Tahiti and everything in between."

Discussing the new initiatives in 2016, Shorey explains, "Medical tourism is a growing sector in India and is expected to experience an annual growth rate of 30 per cent. In the coming year, our emphasis will continue to promote outbound tourism to countries like Seychelles, Kazakhstan, Tahiti and Fiji, in addition to exploring other, newer destinations. In August 2015, we opened an office in Almaty, Kazakhstan to foster medical tourism from CIS region to India." Shorey also adds, "We also offer holis-



**Rohit Shorey**  
Director  
Destination Travel Services

With our knowledge about the region, we are able to part valuable information to our agents which assists them further in selling the destination

tic and wellness holidays for people who are looking for something different apart from the usual shopping and sightseeing."

Speaking about newer destinations to be brought on the tourism map, Shorey adds, "I am hoping that some off-beat destinations like Iceland, Russia, CIS countries such as Kazakhstan, Moldova and Bhutan will play a major role in 2016."

Talking about the support of the travel trade to the business, Shorey says, "Since last year, we have been catering to the B2B market specifically for Seychelles as it is our stronghold and we have direct contracts with many hotels. With our extensive knowledge about the region, we are able to part valuable information to our agents which assists them further in selling the destination to their clients."

## Road Ahead

Our emphasis will continue to promote outbound tourism to countries like Seychelles, Kazakhstan, Tahiti and Fiji

# Skål Bombay rejoices in festivities

It was a season of festivities in December 2015 as members of the Skål International Bombay celebrated Christmas together on a somewhat warm evening in Mumbai at Hotel Sofitel Mumbai BKC.





# JEWEL IN THE CITY OF TAJ MAHAL

Agra's iconic hotel, **The Clarks Shiraz**, with the distinction of hosting legends like Jackie Kennedy, Neil Armstrong, Mohammed Ali, is recently renovated and become the latest 5 star deluxe hotel in the city.

A long table banquet at the world famous **Mughal Room**, High Tea or Sun-downer, Bar-b-que at the terrace **Sunset Lounge**, over looking the Taj Mahal & Agra Fort, an AV for the group at **Arjumand hall**, the new **Checkers Buffet**, the refurbished rooms & bathrooms, Gym by the garden, recreation center and signature massage at **Adiba Spa**, enrich the overall holiday experience.

Located in the prestigious Cantonment area, adjoining the Agra Golf Course, Clarks Shiraz offers views of open spaces, greenery and dense trees all around, looking like the greenest part of India to many visitors. A unique campus of serenity, only 2 km from The Taj Mahal.

**Awarded Best Luxury Wedding & MICE Resort 2015 (North & East)**  
**Awarded Game Changer 2015 (North & East)**  
**Awarded Best Leisure Hotel 2015 (North & East)**



**HOTEL CLARKS SHIRAZ**

★★★★★

54, Taj Road, Agra 282 001, India

**Phone:** (+91 562) 2226121-32

**E-mail:** sales@hotelclarks.in, resv@hotelclarks.in





OUR  
MOTIV  
YOUR  
ASSUR



# ATION.



Being honoured by the TravTalk - World Travel Market Award, indeed motivates us to strive harder in the years ahead.

We thank you all for the support and encouragement.



The Accommodation Specialist

# RANCE.



# 1 IN CIRCULATION & READERSHIP

SOUTH ASIA'S LEADING TRAVEL TRADE FORTNIGHTLY

ddppl.com

NEPAL TALK

TravTalkIndia.com

Published from : ★ India ★ Middle East

Nominate Now

india TRAVEL AWARDS 2016

Supported by Incredible India TRAVELTALK

www.indiatravelawards.in

# Targeting 8 lakh visitors in 2016

Defying the test of time, the tourism industry of Nepal has fortified itself faster than ever through several campaigns and efficient cooperation, informs **Deepak Raj Joshi**, CEO, Nepal Tourism Board.



**Deepak Raj Joshi**  
CEO  
Nepal Tourism Board

**AHANA GURUNG**

The Nepal Tourism Board (NTB) has been on its toes to change the perception about the country in the aftermath of the 7.8 magnitude earthquake. Just like every other country struck by disaster, the tourism industry suffered a huge blow as a consequence of the natural calamity and tourist arrival numbers plummeted by more than half in 2015.

“Fortunately, we have healed faster than anticipated,” says **Deepak Raj Joshi**, CEO, Nepal Tourism Board. “Several measures are being taken to spread the news about the recovery progress. Firstly, we are trying to reach out to a number of potential tourists, tour operators and Nepal sellers to pass the message that Nepal has bounced back and that travelling in Nepal is not a problem at all. This we are doing through online promo-

tional campaigns and our social media channels, to circulate real-time user-generated news and pictures of Nepal as it is now,” he informs.

He adds that even in the wake of the earthquake, several steps were immediately implemented by Nepal Government and NTB to protect tourism interests. “Kathmandu’s heritage sites were reopened within two months after the earthquake.

Correspondence and conveying of the right message to the concerned embassies in Kathmandu helped in moderating sharp travel advisories,” he says. Similarly, Miyamoto International, a global structural and earthquake engineering firm, was invited to survey the prime tourist areas i.e., Everest and Annapurna, and both were deemed safe for present travelling.

Contd. on page 28 ►

## Nepal Knowhow

- Online promotional campaign through [www.nepalnow.org](http://www.nepalnow.org) that shows the current status of the country
- Majority of tourism hotspots like Lumbini, Pashupatinath, etc., escaped damage
- 33 out of a total of 35 trekking routes were unaffected
- International and national events such as Pokhara Street Festival, Chitwan Elephant Festival, Kathmandu International Film Festival, Kathmandu Mountain Bike Fest, along with cultural celebrations took place

## New Fastest Growing Hotel Chain in India

Lords Hotels and Resorts is being recognised as one of the fastest growing chain and is widely appreciated and applauded by the Indian Hospitality Industry. Lords warm hospitality and a multiple range of services are oriented towards the business and also the leisure traveler.

The long term vision of the chain encompasses full service Hotels and Resorts across the country, located in the places of strategic business and leisure destinations.

Blue Coriander | Distil | Lime Tree  
L Café | Indulge | Aleenta  
Toll Free : 1800 200 2888

AHMEDABAD: +91-9327102888 | BENGALURU: +91-9341094888  
DELHI: +91-9312656888 | HYDERABAD: +91-7226011888  
KOLKATA: +91-9330046888 | MUMBAI: +91-9324720888  
PUNE: + 91-7228862888

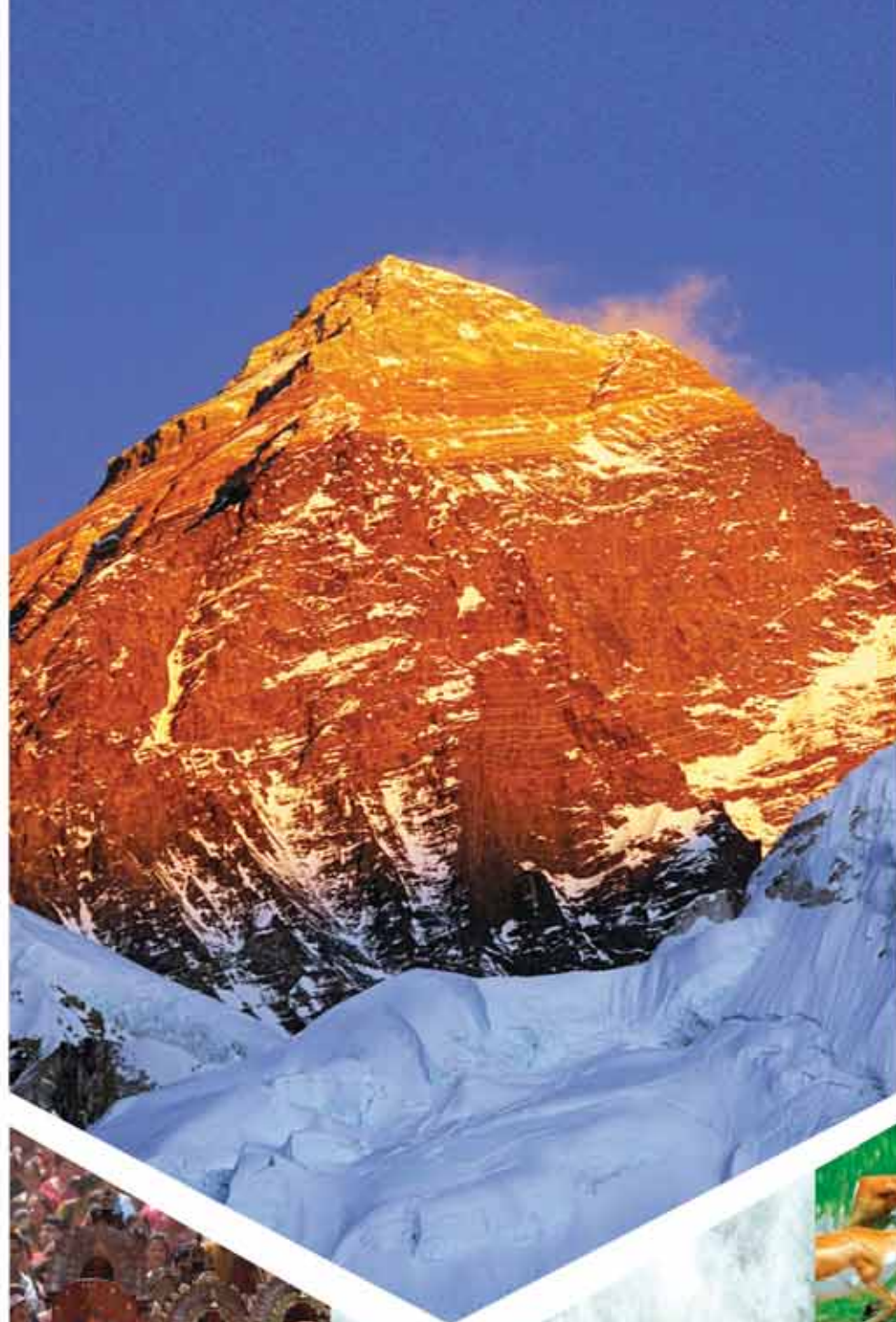
**Lords**  
HOTELS & RESORTS  
[www.lordshotels.com](http://www.lordshotels.com)

Plaza | Resort | Inn | Eco-Inn

CORP OFF: 513-514, 5th Floor, 38 Ansal Tower, Nehru Place, New Delhi - 110 019  
T: +91 11 41090290 - 296 F: +91 11 41090297  
E: [info@lordshotels.com](mailto:info@lordshotels.com)

OPENING SHORTLY : AGRA | BENGALURU-JAYANAGAR | BHAKTAPUR-NEPAL | DELHI | GOA | JAMMU | LUCKNOW | MUDUBA-SHIMOGA | MUMBAI







# 2 new Lords hotels in Nepal

Lords Hotels and Resorts is opening two new properties in Bhaktapur and Birgunj in Nepal, a sign of a robust hospitality industry in the country, says **Rishi Puri**, General Manager, Lords Hotels and Resorts.

**TT BUREAU**

Talking about the USP of Lords Hotels' foray in Nepal, Puri says, "Lords Hotel is the first mid-market hotel chain to mark its entry in Nepal amongst the largely unorganised and 5-star category hotels. We are currently operating Lords Mirage Inn in Kathmandu and have two properties coming up in Bhaktapur and Birgunj."

Explaining the situation of the hotels in Nepal post the earthquake, Puri says, "Post the quake, the occupancy dipped majorly. The internal political turmoil and Madheshi issue further reduced the occupancy and guest arrivals. There was no major Mansarovar group movement seen this year either. The percentage occupancy from April to December 2014 was at a decent 55 per cent which dipped to 35 per cent in the corresponding period of 2015. To try and cover the occupan-

cy, there was a dip in ARRs by almost 22 per cent."

Discussing the strategies to improve the occupancies and RevPar in Nepal, Puri explains, "We are trying to tap the Nepalese domestic market and



**Rishi Puri**  
General Manager  
Lords Hotels and Resorts

drawing Chinese business visitors, apart from creating multiple rate plans for better conversion. Short-term promotions with key channel partners like Cleartrip, MMT etc have been undertaken while maintaining

sell rate parity across all channels. We are following flexible pricing during high and low occupancy periods."

Speaking about the source markets of guests visiting the hotel, Puri adds, "We are expecting tourists primarily from India and China. In addition, a fair sprinkling of tourists is also expected from the Middle East, Europe and Korea." Puri sees the tourism segment improving but admits that it will take some time before boom is seen again.

Discussing the incentives being offered to agents to promote Nepal better, Puri says, "We are promising agents to provide transport facilities and local guide to tourists. The earthquake and fuel crisis has brought down the business by almost 40 percent and to attract Indian tourists again, we would need to offer them attractive new packages offering better rates and facilities."

## Nepal: A Himalayan treasure

In April 2015, a massive earthquake struck central Nepal followed by severe aftershocks that affected some heritage sites in Kathmandu Valley and a few trekking trails. **TRAVELTALK** brings you some popular tourist sites which escaped unscathed and are absolutely safe for tourists to visit.

**Before**



▲ Pashupatinath Temple complex ▶

**After**



▲ Bouddhanath Stupa complex ▶



▲ Bhaktapur Durbar Square ▶



Source: Nepal Association of Tour Operators (NATO)

# MICE business in Nepal to multiply

Giving an insight into Nepal's hospitality industry, **Upaul Majumdar**, General Manager, Soaltee Crowne Plaza, talks about the increase in guests from neighbouring countries and what he expects this year.

**TT BUREAU**

Soaltee Crowne Plaza Kathmandu, claims to be one of the finest hotels in Nepal. Managed by the IHG Group, it boasts three speciality restaurants, a new external 10,000 sq ft venue, and a casino, among other things.

Referring to the aftermath of the earthquake, Majumdar

informs that the property, as well as the industry bounced back as quickly as it weakened in 2015. "We had a drop of almost 15 per cent in overall revenue in 2015 compared to 2014," he shares. "The second quarter of 2015 saw relief workers pour in from all over the world and most hotels were sold out. From July onwards, we witnessed rebuilding of most tourist sites and certification of various circuits to be

safe by international safety rating agencies," he elaborates. Majumdar adds that several Fam trips were organised to showcase the normality of the country post earthquake.

He says that the hotel accommodates highest number of Chinese and Indian guests, other than Americans, Spanish and Asians. "Another growing market is Bangladesh, which

has seen an increase in recent times," he adds.

Owing to the fact that Nepal and India have opened borders that are connected to the states of West Bengal, Sikkim, Uttar Pradesh, and Bihar, as well as the easing of leave travel concession (LTC) by the Government of India, Majumdar anticipates a large number of tourists from

India this year. "After the reintroduction of Nepal Airlines' flights to India, the MICE business is also expected to look up and many hotels have closed large movements in the months of March and April," he adds. "Our Casino Mahjong is also a big draw for leisure groups, while the destination itself attracts numerous adventure and nature lovers," he comments.



**Upaul Majumdar**  
General Manager  
Soaltee Crowne Plaza

## NEPAL BACK TO NORMAL

### KATHMANDU SPECIAL CASINO PACKAGE

**21499/-PP**

- Airfare
- 3 Nights Stay
- All Meals Casino
- 5000 Casino Coupon
- Sightseeing

### KATHMANDU WITH POKHARA

**29999/-PP**

- (3 Nights Kathmandu, 2 Nights Pokhara)
- Kathmandu-Pokhara-Kathmandu-Surface

### THAILAND SPECIAL PACKAGE

(Group departure every week) till JUN 2016

**31499/-PP**

- Airfare
- 3 Nights stay in Bangkok & 2 Nights in Pattaya with breakfast
- All transfers, Coral Island Tour with lunch
- City tour
- Lot of other attractions



**Diamond Tours (A Unit of Diamond Air Services Pvt. Ltd.)**

E2 2nd floor Main Road Kalkaji

Tel: 01140550707 9810018427 9873718427

E-mail: diamondholiday2015@gmail.com, intl@diamondtoursindia.in

Special Rate For

**B2B**  
Market

Also available best discounts & better rates (than online) for  
**GRAND HYATT**  
**GOA**





# 77% load factor on Nepal Airlines

Despite a few setbacks in 2015, **Ram Hari Sharma**, Director Corporate, Nepal Airlines Corporation, stresses on Nepal’s strong inbound segment that has been on a steady incline over the past decade and Nepal Airlines’ performance in the past year.

 **AHANA GURUNG**

For Nepal, 2015 was filled with challenges to say the least. In spite of several obstacles in the way, the country is already on its path to recovery and is bouncing back slowly but surely.

Passenger movement recorded at Tribhuvan International Airport (TIA) in 2014 was 3.51 million and dropped six per cent to 2.66 million in the first 10 months of 2015, mainly due to the earthquake that occurred in late April 2015. However, the inbound tourism in Nepal has been going strong for over a decade. “Since 2002, we have noticed more tourist arrivals than Nepalese travelling abroad,” says **Ram Hari Sharma**, Director Corporate, Nepal Airlines Corporation. “Additionally, the last decade has seen an annual average growth rate (AAGR) of 10 per cent in the TIA passenger movement,” he adds.

2015 also saw the national carrier Nepal Airlines reintroduce three routes, viz., New Delhi, Mumbai and Bengaluru, to India, apart from already flying to several other international destinations such as Hong Kong, Bangkok, Kuala Lumpur, etc. Sharma says, “The average load factor for NAC for the year 2015 is estimated at 77 per cent and we forecast an 85 per cent average load factor for 2016. We’ve noticed that the most popular routes are New Delhi, Hong Kong and Bangkok and are also contemplating on starting a Kathmandu-Kolkata route soon,” he comments.

Despite the hurdles, Sharma is optimistic about 2016 and what the year has in store for them. “Though the natural disaster and the embargo have set the whole tourism and Nepalese economy in the doldrums, we are hopeful that the year 2016 would be a year of recovery,” he says. “Several tourism

organisations are bringing out campaigns and other such initiatives to increase the flow of air and land passengers to Nepal. Furthermore, the Government of Nepal is very positive and supporting towards tourism-related activities in the country. So, we are expecting a sizeable improvement,” he concludes.

“We’ve noticed that the most popular routes are New Delhi, Hong Kong and Bangkok and are also contemplating on starting a Kathmandu-Kolkata route soon.”

**Ram Hari Sharma**  
Director Corporate  
Nepal Airlines Corporation



  
**SOALTEE**  
**CROWNE PLAZA**  
KATHMANDU

## TRAVELLING FOR SUCCESS

Soaltee Crowne Plaza Kathmandu is a preferred destination for Business Meetings, Leisure and all Celebrations.

We are also proud recipient of Today's Traveller Award for Best International Business Hotel in Nepal 2013 & 2014, TripAdvisor Excellence Award 2013 & 2014, TripAdvisor Travellers Choice Award 2013 & 2014, Safari India South Asia Travel Awards 2014 for Best Luxury Hotel in Nepal & TripAdvisor Hall of Fame Award 2015.

[WWW.CROWNEPLAZA.COM/KATHMANDU](http://WWW.CROWNEPLAZA.COM/KATHMANDU)

+977-1-4273999

### Rising against odds

- Several tourism organisations are bringing out campaigns to increase the flow of air and land passengers to Nepal
- The average load factor for NAC for the year 2015 is estimated at 77 per cent and forecast an 85 per cent average load factor for 2016
- In 2015, Nepal Airlines reintroduced three routes, viz., New Delhi, Mumbai and Bengaluru, to India, apart from already flying to several other international destinations such as Hong Kong, Bangkok, Kuala Lumpur



# Nepal on revival route

Sunil Nagpal, Managing Director, Diamond Tours and Travels, gives an insight into selling Nepal tour packages and the aspects that will help raise the demand once again.



Talking about the packages offered by the company, Nagpal says, "With over 10 years of experience in dealing with tours to Nepal, we have dealt with approximately 4,000 passengers in a year. Since last year, we have been in direct touch with most of the major hotels in Nepal and offer a special fare from Jet Airways and IndiGo."



Sunil Nagpal  
Managing Director  
Diamond Tours and Travels

Talking about the support required from the travel trade partners to sell Nepal better, Nagpal adds, "Nepal should get involved in promoting the peace and calm everywhere around the world, especially India, so that the clients are aware of the current situation and development there. This will definitely help boost tourism traffic."

Nagpal also adds, "The fact that airfare to Nepal is still reasonable, approximately



Explaining the revival of tourism industry in Nepal post the earthquake, Nagpal says, "Tourism in Nepal was affected after the earthquake but most of the damaged monuments have been repaired." Expressing hope for revival and support required from tourism related industries, Nagpal says, "We are confident that Nepal packages will sell well in the coming year, especially if the hotels and airlines reduce

price for the leisure market. Casinos should also provide attractive schemes that will definitely appeal to large groups."

9,500 to 10,000, gives a boost to a lot of MICE groups and helps us promote more packages to Nepal."

# India, a prime value market

Contd. from page 24

Joshi conveys that Nepal witnessed approximately 50 per cent drop of tourists including Indians from the previous year's arrival, which averaged about 800, 000. "Our aim is to

Europe and Scandinavian countries. "India, of course is our prime value and volume market, always, keeping our close geographic and cultural proximity in view," says Joshi. "In the last decade, the annual trend of Indian tourist arrivals

is becoming a part of Indian and Chinese tourists' itinerary, which was very unlikely previously. Similarly, our popular destination Pokhara is evolving into a world-class adventure and leisure destination.



get back those numbers in 2016," he states. "For that, we will focus immensely on our prime markets, Europe, the US, India and China." While the major source markets for Nepal are India, China, USA, Europe, and Japan, Joshi says they have also targeted the South East Asian countries as a potential and upcoming market. Along with the rapid growth of Chinese tourists, the country has generated interest in certain sections of the European market like Russia, East

to Nepal by air has been between 100,000-150,000."

Commenting on the ongoing trends in the industry, Joshi reveals that he has witnessed a shift of tourists from prime hotspots, with travellers more curious to discover the undiscovered. "Apart from Golden Triangle- Kathmandu-Pokhara-Chitwan, tourists now have options to venture to places beyond, which are yet pure and undiscovered," he says. "Adventure tourism

With all their homework and hard work, Joshi is certain that 2016 will be a year of revival and recovery. "NTB has worked very closely with the Government of Nepal and our private and international counterparts in the last year," he states. "The teamwork and perseverance from our resilient tourism industry must be given due credit for the swift planning in the face of crisis. The brand Nepal has stood the test of time and Nepal is definitely back on top of the world."



Best way to  
**Visit Kathmandu**  
with Direct Flights from  
Delhi, Mumbai & Bangalore

SECTOR	FLIGHT NO	DEPARTURE	ARRIVAL	FREQUENCY
*DEL-KTM	RA 206	1040	1240	DAILY
*KTM-DEL	RA 205	0800	0940	DAILY
BOM-KTM	RA 202	1725	2010	MON,WED,FRI
KTM-BOM	RA 201	1400	1630	MON,WED,FRI
BLR-KTM	RA 226	1745	2100	TUE,THU,SAT
KTM-BLR	RA 225	1400	1645	TUE,THU,SAT

\* From February 2016 Additional Convenient evening weekly departure (Mon, Wed & Fri) to KATHMANDU  
- DEL - D-19:35 A-21:35 / KTM - D-16:55 A-18:35

OUR USP's  
1 Full service carrier with liquor onboard on both the classes  
2 On time performance  
3 Brand new- A320 on India sectors

For further information please contact



(GSA Bird Travels)

Delhi : 011-43640473 43640497/98  
Email: pch@bird.in, res.nac@bird.in

Mumbai : 022-24932012/13/14  
Email: bomsales.nac@bird.in, bomres.nac@bird.in

Bengaluru : 080-42041456/57  
Email: bomsales.nac@bird.in, birres.nac@bird.in

Our Sales network:

Kolkata : 09830043257, E-mail: ccusales@bird.in

Chennai : 09884926852, E-mail:- maasales@bird.in

Hyderabad : 09000785802, 09666009092  
E-mail : hydsales@bird.in

Jaipur : 09829311179 Email: jaisales@bird.in

Jalandhar : 09915994089 Email: qjusales@bird.in

Avail  
**7%**  
IATA COMMISSION



# India looking for a grand Fitur

After hosting over 9,000 exhibitors in the 2015 edition, Fitur 2016 is set to commence from January 20-24 in Madrid. Ana Larrañaga, Director, Fitur, gives a preview of what to expect this year.

TT BUREAU

With the onset of 2016, Fitur is all geared up to take place for its 36<sup>th</sup> staging from January 20-24 in Madrid. The last edition of the international tourism trade fair witnessed 9,419 exhibiting companies from 165 countries/regions and 125,084 trade participants where trade visitor attendance increased by 5 per cent. Similarly, while the number of visitors from abroad went up by 12 per cent, the



Ana Larrañaga  
Director  
Fitur

India's participation in Fitur, in terms of exhibitors and square metres, is among the largest and most important from Asia and has grown in recent years

number of exhibiting companies and stand holders increased by 4 per cent and 13 per cent respectively.

Ana Larrañaga, Director, Fitur, informs that this year, there have been both new national and international entries. "For the coming edition, the prominent new participants are The Netherlands, Indonesia and Gabon. We also want to highlight the presence of important international tourism schools, which had not attended the past editions," she adds.

Revealing interesting aspects of the fair, she shares, "The Fitur Partner this year is Andalusia. We have also reinforced the sections that associate new technologies and tourism, such as Fitur Tech and Fitur Know-how, along with

those signed up to new market niches such as shopping and health tourism through the Fitur Shopping and Fitur Health monographic sections, which we are organising for the second time after good results from the last staging."

In Larrañaga's opinion, India is a market of great

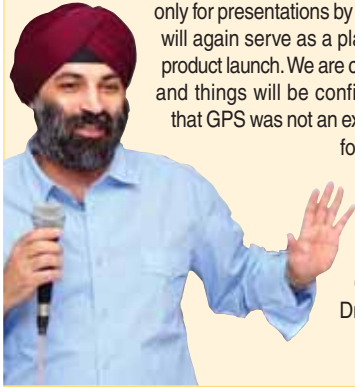
tourist value, with important growth potential and possibilities of developing new, tourism-associated business segments and niches. "In this regard, Fitur is a good opportunity for India," she says. "India's participation in Fitur, in terms of exhibitors and square metres, is among the largest and most important from Asia

and has grown in recent years," she elaborates.

The last staging of Fitur saw 21 Indian companies as the main stand holders and 24 as co-exhibitor companies, with a 34 per cent growth on surface area contracted by Indian exhibitors as compared to the previous staging.

## GPS 2017 from Jan 6-7

The Global Panorama Showcase (GPS) that recently concluded its fourth edition in Nagpur, has announced January 6-7, 2017 as the dates for its fifth annual show that puts the spotlight on Central India. Harmandeep Singh Anand, MD, Jagsons Travels, organiser and promoter of GPS, said, "Next year, we may do away with the B2C day as the exhibitors are keen on having only B2B meetings. January 5 has been kept only for presentations by the sellers. GPS 2017 will again serve as a platform for a pan-India product launch. We are currently in discussions and things will be confirmed soon." He said that GPS was not an exhibition but a platform for 'travel and tourism interactions' adding that they are even considering taking GPS onboard Genting Hong Kong's Dream Cruises.



Enjoy deliciousness at Oasis, our multi-cuisine restaurant  
Come over to Floats Bar and uplift your spirits.  
Swim a few laps in our huge pools  
Savor the warmth of our spacious and elegant rooms



UDAIPUR | PUSHKAR

make reservations @ 91-7210115461  
www.anantahotels.com





# Mega Expo debuts in Kolkata

The Mega Tourism & Hospitality Expo was held on the sidelines of the annual Mega Trade Fair for the first time in Kolkata from December 23-27. The tourism expo, organised by Incredible India, along with the Bengal Chamber of Commerce & Industry in association with Travel Agents Federation of India, was inaugurated by West Bengal Tourism Minister Bratya Basu.



# India: Steady market for Minor

Minor Hotel Group (MHG) saw an increase of 60 per cent in room nights exclusively from the Indian market in 2015 vis-a-vis 2014. TRAVELTALK found out more at their roadshow in New Delhi.

KANCHAN NATH

At the roadshow held in Delhi, the MHG had 19 participants, out of which six were GMs from different properties, such as the Middle East, Thailand, Seychelles and Sri Lanka. Talking about the same, **Shannon Creado**, Regional Director of Sales - India at Minor Hotel Group, said, "Our hotels have witnessed a steady increase from India which has prompted a wider participation. With the right partners onboard and with a wider portfolio, we are optimistic in 2016."

He added, "The Minor Hotel Group launched its first hotel, the Anantara Hua Hin in 2004. Today we have a portfolio of 135 hotels and resorts. We have recently taken over the Tivoli brand in Portugal and South America. Currently, MHG has hotels in Thailand, Vietnam, Cambodia, Bali, the Maldives, Portugal, South America, Tanzania, Kenya, Mozambique, Qatar, Dubai, Abu Dhabi. We



**Shannon Creado**  
Regional Director of Sales - India at Minor Hotel Group

would soon be opening two hotels in Oman. Sri Lanka is another growing market. With three existing hotels and another one opening in March, we are looking forward to welcoming a lot of Indians."

Talking about the travel trade, he said, "We have a few select contracted partners, and encourage our travel agents to book through these partners. Every travel agent is looking for a channel that gives them good deals. Our B2B partners are updated with our offers and have the right product knowledge. Therefore, they can

handle any queries and ensure speed to market.

**Anantara Kalutara**  
**Edoardo Giuntoli**, GM, Anantara Kalutara and AVANI Kalutara said, "Anantara Peace Haven Tangalle Resort opened in December 2015 and Anantara Kalutara is likely to open by March. This will be a positive shock for the hospitality industry in the country. We get 10 to 12 percent from the Indian market depending on the season. For Anantara opening this year we would like to bring it to 30 per cent. That is why we are here to promote our properties and we will continue to come. The main challenge of Hospitality in Sri Lanka is the infrastructure, which needs to be improved, though people there are extremely hospitable. Key elements are very much present to make holidays of travellers fantastic. Occupancies have been at 70 per cent for our hotels in Kalutara. We keep growing with the opening of Anantara in 2016."

# Deltin, Daman eyes weddings, MICE

The Deltin, Daman, is eyeing luxury weddings and corporate conferences. Akarsh Mathur, GM, The Deltin, Daman, tells more.

TT BUREAU

**Q**What markets are you focusing on right now?

Currently, we are looking at three categories such as leisure tourists, weddings and corporate events. Indians like to celebrate their weddings with much fanfare and grandeur and The Deltin, Daman is well-equipped for the same. With a bouquet of offerings in terms of banquets and pool parties, The Deltin, Daman, offers the perfect backdrop for all pre-wedding ceremonies and even post-wedding functions.

**Q**What is the property's USP?

The Deltin, Daman, has a grand, pillar-less ballroom that can accommodate up to 2,000 people in cluster-style seating, which works perfectly for corporate events and weddings. It also has a large poolside area with the capacity of more than 500 pax for a perfect outdoor function.



**Akarsh Mathur**  
GM  
The Deltin, Daman

**Q**What is your strategy to promote The Deltin, Daman in India?

In the hotel industry customer is always the king and so we would like to give the best treatments to our guests. Considering that it is one of the premium hotels in Daman, we would like to bring international level of experience in all the categories, be it food and beverage, services or stay. We are looking at promoting our property through several channels both offline and online. We also have our own internal sales force.

# Egypt roadshows in Feb

Ismail A. Hamid, Egyptian Tourism Counsellor, Regional Director India & Far East, details on his expectations from the Indian market and their agenda for 2016.

TT BUREAU

Egyptian Tourism has increased its focus on India and is set to introduce several changes that will draw more Indian tourists to the country. After a dismal turnover of about 60,000 Indian tourist arrivals in 2014, **Ismail A. Hamid** imparts that 2015 was much better for them. "Although we still don't have the exact figures for 2015, we estimate around 78 to 80 thousand tourists from India, which is a 30-33 per cent increase over 2014," he says.

Hamid revealed some plans that will give fillip to more tourist arrivals in 2016. "Our plans of expansion include the increase of direct flight frequency, enhancing the connectivity from more metros, introducing new products such as the Red Sea resorts, MICE, wedding tours and movie shooting tours," he explains. "We are also working on expanding our promotion coverage to Tier II cities, develop-



**Ismail A. Hamid**  
Egyptian Tourism Counsellor  
Regional Director India & Far East

We are working on expanding our promotion coverage to Tier II cities

ing partnership relations with tour operators in the market and introducing a new advertising campaign which will use totally new visuals and will focus more on online activities."

He also mentions that the comparative proximity between the two countries, the variety and uniqueness of the Egyptian tourist products, along with the oriental Indian friendly environment in cuisine, heritage and spirit are all factors that will bring Egypt soon to the top of Indian travellers' bucket list.

The Egyptian Tourism Office also offers an online training programme for travel agents. Hamid comments that the programme has been a successful one which has attracted over 800 travel agents pan India. "We are now organising a Fam trip to Egypt for the top five agents from the training program and plan to develop it to provide further knowledge," he says. "We are also in discussion with our partners to organise roadshows in early February in the main Indian metros and will be launching a website dedicated only to travel trade which will secure a direct communication platform for them to interact with our office," he concludes.

# 3<sup>rd</sup> Hyatt property opens in Goa

Hyatt Place Goa/Candolim is the latest Hyatt-branded hotel, which has opened in Goa. The 147-room hotel brings the Hyatt Place brand's intuitive design, casual atmosphere and practical amenities to the Goa area. With the addition of this property, the Hyatt portfolio in Goa grows to three properties, including Park Hyatt Goa and Grand Hyatt Goa. "The opening of Hyatt Place Goa/Candolim is a significant milestone for the Hyatt Place brand as it continues to expand in India and across the globe," said **Kurt Straub**, Vice President, Operations (India), Hyatt. This is the fourth Hyatt Place hotel to open in India, joining Hyatt Place Hampi, Hyatt Place Pune/Hinjewadi and Hyatt Place Gurgaon/Udyog Vihar. Ideally located in the heart of North Goa, the property is in close proximity to the state's beaches, including Candolim Beach, Calangute Beach and Fort Aguada, as well as popular entertainment and nightlife destinations. "The Hyatt Place brand is designed to offer seamless experiences suitable for both business and leisure travellers. We know that our guests will appreciate the comfortable and functional amenities offered at Hyatt Place Goa/Candolim," said **Sanjay Patti**, General Manager, Hyatt Place Goa/Candolim.



CSTF PRESENTS  
**TRAVEL TRADE**  
**SOIREE**  
**30 JAN**  
**7:00 PM**  
ONWARDS

**BLOCK YOUR PASSES NOW**

#PREMIUM COCKTAILS #DANCE #ROCKING PARTY #NETWORKING #FUN  
#MUSIC #LUCKYDRAW #SCRUMPTIOUS FOOD #TRAVEL TRADE NETWORKING

Venue

The Nest, Lado Sarai, New Delhi

Per Person @ ₹2500/-

PREMIUM  
EVENT PARTNER



DESTINATION  
PARTNER



CRUISE  
PARTNER



TRADE ASSOCIATION  
PARTNER



PREMIUM  
MEDIA PARTNER



**TO BUY YOUR PASSES CONTACT**

Ankur Kalra  
+91 9811600075  
(Delhi)

Siddharth Jain  
+91 9811330099  
(Delhi)

Ajay Chhabria  
+91 9820098298  
(Mumbai)

Rohit Shorey  
+919717777883  
(Delhi)

Hiral Somani  
+91 9998048844  
(Ahemdabad)

Gaurav khandelwal  
+97 1565204455  
(Dubai)

Sanjeev Sharma  
+91 98156 55299  
(Jalandhar)

Jayesh Ashar  
+91 9823075355  
(Pune)

Prateek Shah  
+91 8099359377  
(Hyderabad)

Merlyn  
+91 9880845540  
(Bengaluru)

Umesh Kapur  
+91 9815510162  
(Chandigarh)

Vikash Tibarewala  
+91 9903840359  
(Kolkata)

**EVENT PARTNER**



GLOBAL DESTINATIONS





# 2016

## Nominations Open



Friday, April 8<sup>th</sup>



Friday, April 8<sup>th</sup>



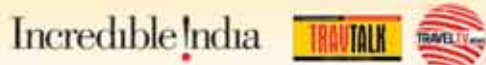
Friday, August 5<sup>th</sup>



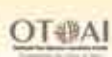
Friday, November 25<sup>th</sup>



SUPPORTED BY



ENDORSED BY



Gunjan: +91 96503 99905 gunjan@ddppl.com, Amit: +91 96509 13334 amit.bhasin@indiatravelawards.in,  
Arit: +91 88003 96007 arit.gandhi@ddppl.com, Seema: +91 96501 96531 seema.datt@indiatravelawards.in



# Goa to focus on weddings & eco-tourism

**Sanjeev C. Gauns Dessai**, the recently appointed Director, Department of Tourism, Government of Goa, talks about promoting Goa as a 365-day destination even to the international market through its collection of new products.

 **HAZEL JAIN**

**QWhat is Goa Tourism's focus for 2016?**

Safety and security will always be our top priority. I will oversee the department's role in the maintenance of the state's beach cleanliness, beach safety, and tourist policing. Goa Tourism is adding new activities, events and policies. All this will go a long way in increasing the tourist footfalls to the state. Our focus this year will also be to promote the e-Tourist Visa facility available for international tourists and our new products, especially niche tourism products.

**QWhat products is Goa Tourism promoting this year?**

Goa is promoting MICE in a big way including our banqueting facilities and convention centres that will draw foreign tourists and global corporate houses to Goa. Projects such as marinas, luxury resorts for high-end weddings and luxury yachts are some of the attractions for 2016.

Other areas of interest like heritage, wedding and honeymoon tourism; festivals, fashion and film tourism are some of the aspects we want to underline. We are also aggressively promoting eco-tourism, including AV tourism, adventure tourism, hinterland tourism, wellness and medical tourism, as well as sports tourism. In the months to come we will also be adding new tourism initiatives like rope-ways, horse-riding, bungee jumping, segway tours, paragliding and so on.

**QCan you share some inbound statistics for Goa for 2015?**

While data is still being compiled and analysed, it is a delight to note that for the first half of 2015 (January-June) we saw an overall increase in footfalls by 51 per cent. There was an eight per cent increase in foreign tourist arrivals as against the corresponding period for 2014. We received a total of 21.81 lakh tourists in the first six months of 2015 as against 14.37 lakh tourists in the same period in 2014. Of this, 2.54 lakh foreign tourists visited Goa between January to June 2015 as against 2.51 lakh in 2014.

**QHow many international tourists are you expecting this year?**

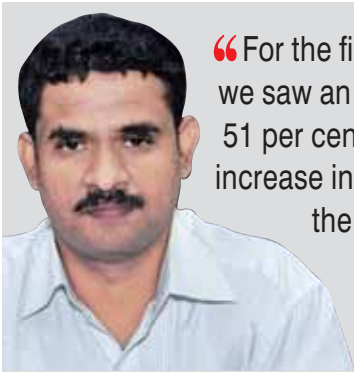
As the year has just commenced, it is difficult to comment on the exact figures for

2015. However, Goa received approximately 4.5 lakh tourists in 2014 and we are expecting an eight to 10 per cent growth in international arrivals for 2015-16. Foreign tourists are availing the e-Tourist Visa facility in a big way and more than 50,000 tourists have already availed of it at the Goa airport at Dabolim. In addition to foreign tourists arriving through charters and cruise liners,

there is a big increase in foreign FITs. Our new initiatives are also targeting high-end foreign and special interest tourists.

**QWhat countries is Goa keen on tapping?**

GTDC is tapping countries like Russia, UK, Germany, France, Middle East and South East Asia. 



“For the first half of 2015 (January-June) we saw an overall increase in footfalls by 51 per cent. There was an eight per cent increase in foreign tourist arrivals as against the corresponding period for 2014.”

**Sanjeev C. Gauns Dessai**  
Director, Department of Tourism  
Government of Goa



## Travelport Smartpoint



### Were redefining your selling experience

Travelport Smartpoint provides travel agencies with real-time access to 400 airlines, including the leading LCCs and 610,000 unique hotel properties. It's smart features and user-centric design enable agents to sell more, earn more and give their customers the right travel choices.



Contact your local sales consultant today..!!

Visit us at [itq.in](http://itq.in) and follow us on    





network talk  
a social networking session

# Women of the



Green was the theme colour for the ladies-only Network Talk organised by **TRAUTALK** and The Park Hotel, New Delhi. The women turned up dressed in dapper greens and raised a toast to a fun evening.





# trade go green for fun

**THE**  
PARK  
New Delhi





Dubai Parks

AND RESORTS

EXPERIENCE AMAZING

# ENTERTAINMENT DOESN'T GET ANY BIGGER & BETTER THAN THIS!

## motiongate™ Dubai

Embark on an immersive journey into the fantastic world of Hollywood films! Play the hero with your favorite characters across 27 action-packed rides and attractions.

## LEGOLAND® Dubai

The ultimate theme park destination for families with children aged 2-12 featuring 40 LEGO® themed rides, shows and attractions.



motiongate™  
DUBAI

Bollywood™  
PARKS | DUBAI

LEGO  
LEGOLAND  
DUBAI



Welcome to Dubai Parks and Resorts, the first integrated resort destination in the Middle East. From LEGOLAND® Dubai and LEGOLAND® Water Park to motiongate™ Dubai and Bollywood Parks™ Dubai, experience the wonders of three world-class theme parks and one waterpark with over 100 attractions in all. It will also host Riverland™ Dubai, a grand entrance plaza with premium retail and dining along the waterfront, as well as Lapita™ Hotel, a Polynesian-themed family resort. So come 2016, experience a world of fun, adventure and hospitality unlike any other.

# OPENING 2016

## LEGOLAND® Water Park

Splash your way through the only water park in the UAE designed for children 2-12 and their families. Experience 20 LEGO themed water slides and attractions including a wave pool and the unique Build-A-Raft River.

## Bollywood Parks™ Dubai

The first theme park in the world dedicated to all things Bollywood! From simulation rides to a Broadway-style epic Bollywood musical, get ready for an experience unlike any other.

[dubaiparksandresorts.com](http://dubaiparksandresorts.com)





# 5-city Bali roadshow from Feb 4-14

Shyam Upadhyay, Director, U&I Holidays, talks about his company's plans and gives insights on the upcoming five-city Bali roadshow starting February 4-14, 2016.

TT BUREAU

**QWhat is the focus of the roadshow?**

Our focus is mainly on products from Bali. We have invited around 25 participants from Bali including a variety of hotels and other allied services. Our primary focus is to promote Indonesia as a destination. Last year, around 90,000 Indian tourists travelled to Bali alone. We have been in this industry since the last six years and have seen the market grow really well. So this is the year when we thought of strengthening our base in the industry and one of the ways we are doing this is by organising the Bali roadshow.

**QWhat is the schedule of the roadshow?**

It will be a five-city show starting from Delhi on February 5, 2016 from 10 am to 4 pm. There will be a one-on-one talk session in the evening with operators from Bali. This will be followed by a cocktail session at 7 pm in which Indonesian corporates are expected to join



“We will have all the key market players and are expecting more than 100 travel agents from every city to join us as we have a good base here and have a lot of business coming in from the agents.”

**Shyam Upadhyay**  
Director, U&I Holidays

us along with our other partners. On February 8, we will be going to Chennai followed by Bengaluru on February 9 and Ahmedabad on February 11. It will end in Mumbai on February 12 with a cocktail party. We hope to get the Indonesian Consulate and the Indonesian embassy as well as the Indonesian officials to attend the Bali roadshow. All the key market players will be there and we are expecting more than 100 travel agents from every city to join us as we have a good base here and

have a lot of business coming in from the agents.

**QWhat are your focus areas for 2016?**

Last year we booked with around 11,000 passengers including MICE and other events. This year we will try to outdo the numbers with the focus remaining on Bali. Other destinations like Jakarta, Bandung, Ubud, Lombok, and Komodo Islands are some places which we will also be focusing on. Since we are a destination management com-

pany, we do complete product packages including hotel bookings, transfers, sightseeing, etc. We do all types of travel tours such as MICE movements, weddings, and educational tours.

**QWhat upcoming trends do you predict in 2016?**

The year 2016 looks promising in terms of increase in numbers of tourists. Certain sectors like MICE are getting picked up very well. There are a lot of weddings taking place

in Indonesia. Bali is also a famous wedding destination for the Indian market and a lot of hotels are promoting themselves for destination weddings as well.

**QWhat is the USP of U&I Holidays?**

Our reservation is centralised from Mumbai so there is no international call, no language problem and reverts are quick. Most of our packages are designed for India market and accordingly we negotiate with hotels, so our rates are very competitive for this market.

**QWhat is your company's strategy for growth in 2016?**

In 2016, we are launching our portal which will help us to penetrate the market. We are also developing our event team which will be taking care of big events like weddings in Bali.

**QHow was 2015 in terms of business for U&I Holidays?**

We saw 14 per cent growth in 2015 as compared to 2014. We had handled around 12,000 passengers to Indonesia from India market in 2015.

**QHow has terrorism affected tourism?**

Fortunately, Indonesia has not been affected by the recent ongoing terrorism activities. Indonesia is a peaceful country and the people involved in the tourism industry there are friendly and helpful. Indonesia remains a tourist-friendly destination.

**Show on the Road**

- The company will also focus on destinations like Jakarta, Bandung, Ubud, Lombok, and Komodo Islands
- The reservation is centralised from Mumbai so there is no international call, no language problem and reverts are quick.

## Xperience India Hotels & Resorts

### Now in Leh- Ladakh

**Our Hotels in Uttarakhand**

F-210 D, 2nd Floor, Old M.B Road, Lado Sarai, New Delhi 110030  
 Mob: +91-9871140305/ +91-9958126253  
 Tel: 011- 41036163 / 41315858  
 Mail id: info@xperienceindia.in  
 website: www.xperienceindia.in

Corbett | Kausani | Ranikhet | Nainital | Bhimtal | Munsiyari  
 | Mukteshwar | Binsar | Mussoorie | | Dehradun | Rishikesh | Chamba |  
 Chardham | Kanha (MP) | Bandhavgarh (MP) | Raipur | Sariska | Delhi |  
 Kawardha | Leh- Ladakh |

## Yesterday Once More.

**Trips to Odisha, Nagaland, Chhatisgarh, Gujarat Ethnic communities**  
**Temple Architecture Trips to East & North East India**  
**Tigers at Sundarban & Rhinos of Kaziranga.**  
**Cruise tour experience on Ganges & Brahmaputra.**

**Your Trusted Agent for East & North East India Destinations.....**

**Eastern Treasure India Tours**  
 Specialised Agent for East & North East India  
 Contact @ 09437029989, 09937299896  
 Land lines @ 0674 – 6533812, 2341578/655

[www.easternindiatours.com](http://www.easternindiatours.com) & [www.naturecampindia.com](http://www.naturecampindia.com)



# DDPexhibitions

helping grow your business

## 2016 EVENTS



FITUR Spain, 20<sup>th</sup> Jan



BIT Italy, 11<sup>th</sup> Feb



TTE UK, 24<sup>th</sup> Feb



BTS UK, 24<sup>th</sup> Feb



MITT Moscow, 23<sup>rd</sup> Mar



UITT Ukarine, 30<sup>th</sup> Mar



Connections LUXURY Italy, 3<sup>rd</sup> Apr



AITF Azarbaijan, 7<sup>th</sup> Apr



COTTM China, 12<sup>th</sup> Apr



SITT Russia, 14<sup>th</sup> Apr



KITF Kazakhstan, 20<sup>th</sup> Apr



CXSRITE China, 22<sup>nd</sup> Apr



Connections MEETINGS Spain, 29<sup>th</sup> May



Connections LUXURY Thailand, 19<sup>th</sup> Jun



BITE China, 24<sup>th</sup> Jun



LA CITA USA, 30<sup>th</sup> Aug



Connections MEETINGS Europe, 18<sup>th</sup> Sept



ASTANA LEISURE, Kazakhstan, 21<sup>st</sup> Sept



JATA Japan, 22<sup>nd</sup> Sept



Connections LUXURY Brazil, 16<sup>th</sup> Oct



CITE China, Dec



To participate in any of the above event, please contact:

**Sarika:** [sarika@ddppl.com](mailto:sarika@ddppl.com), +91 9810191852

**Devika:** [devika@ddppl.com](mailto:devika@ddppl.com), +91 9818767141



EVENT TALK

JANUARY 2016

South African Tourism roadshow	Kolkata	Jan 18
ASEAN Tourism Forum (ATF)	Manila, Philippines	Jan 18-25
South African Tourism roadshow	Delhi	Jan 19
Destination NSW, Tourism Queensland & Tourism Victoria Travel Trade Workshop- Best of Australia roadshow	Kolkata	Jan 20
FITUR	Spain	Jan 20-24
South African Tourism roadshow	Hyderabad	Jan 21
South African Tourism roadshow	Mumbai	Jan 22
IITE	Nagpur	Jan 22-24
World Travel Trade Mart	Mumbai	Jan 22-24
Singapore Tourism Board session	Mumbai	Jan 27
Singapore Tourism Board session	Delhi	Jan 28
EMITT	Istanbul	Jan 28-31
SATTE	Delhi	Jan 29-31
Sirpur National Music & Dance Festival	Chhattisgarh	Jan 29-31
CSTF	Delhi	Jan 30

FEBRUARY 2016

Tourism Authority of Thailand- Koh Samui roadshow 2016	Mumbai	Feb 1
Global Destinations event	Kolkata	Feb 1
Surajkund International Crafts Mela	Surajkund, Haryana	Feb 1-15
Singapore Tourism Board Session	Bengaluru	Feb 2
Global Destinations event	Ahmedabad	Feb 2
Singapore Tourism Board Session	Chennai	Feb 3
Global Destinations event	Bengaluru	Feb 3
Global Destinations event	Mumbai	Feb 4
India International Travel Mart	Kolkata	Feb 4-6
Tourism Fiji roadshow	Chennai	Feb 5
India Travel Mart	Chandigarh	Feb 6-8
U&I Holidays Bali roadshow	Chennai	Feb 8
Tourism Fiji roadshow	Mumbai	Feb 9
Austrian National Tourist Office roadshow	Mumbai	Feb 9
U&I Holidays Bali roadshow	Bengaluru	Feb 9
Austrian National Tourist Office roadshow	Ahmedabad	Feb 10
Tourism Fiji roadshow	Mumbai	Feb 10
6 <sup>th</sup> India International Hotel, Travel & Tourism Research Conference (BCIHMCI)	Delhi	Feb 10-12
Tourism Fiji roadshow	Ahmedabad	Feb 11
Austrian National Tourist Office roadshow	Delhi	Feb 11
U&I Holidays Bali roadshow	Ahmedabad	Feb 11

For more information, contact us at: [talk@ddpl.com](mailto:talk@ddpl.com)

Changing dynamics of Aerocity

Aerocity still remains a construction site even as few hotels have opened doors and started operations here. We find out how this active space is changing and how the hotels currently open there are faring.

KANCHAN NATH

JW Marriott New Delhi Aerocity

JW Marriott New Delhi Aerocity started operating October 2013. It has 523 rooms and all the rooms are functional.



While the hotel has been in a ramp-up phase, we have seen a tremendous growth in volumes at the hotel. The pricing has been rationalised and that has helped increase the occupancy of the hotel by almost 65 per cent compared to 2014. The ARR's are now more in line with the market and immediate competition set. The ADR has seen a slight dip of 5 per cent over last year. Aerocity as a destination is still a construction site. Hence, the buy in from customers to believe in this destination takes longer.

Antony Page  
General Manager, JW Marriott New Delhi Aerocity

Pullman Novotel New Delhi Aerocity

Of the 270 keys, Pullman Aerocity has 99 operational, and out of 400 rooms, Novotel Aerocity has 207 operational rooms.



With top of the line 14 luxury hotels and more than more than 5,000 hotel rooms, the 43-acre hospitality and commercial district named as the New Delhi Aerocity is expected to usher in volumes and growth for hospitality industry. Industry experts foresee an increase in stiff competition as Aerocity will be crucial for hotels in the next two or three years with some top hotel brands being fully operational and others being launched soon.

Tristan Beau De Lomenie  
General Manager Delegate, Pullman Novotel New Delhi Aerocity

ibis Delhi Aerocity

The ibis New Delhi Aerocity is currently operating with 316 keys.



It's been little over a year now, from then we have seen continuous growth on average daily rate. As a strategy it was our cautious approach of penetrating all the segments with our competitive price points, once that was done we kept altering our approach; which is yielding a higher on Average Daily rate with sustainable occupancy. A major challenge is the underdeveloped infrastructure. GMR is still under the planning phase to provide basic amenities like drainage and water supply to its occupants.

Matthieu Firmin  
General Manager, ibis New Delhi Aerocity

Lemon Tree Premier, Delhi Airport

Lemon Tree Premier, Delhi Airport has 280 rooms and is operating with full inventory.



We have only grown from strength to strength. There is a significant increase in our both ARR's and occupancies as compared to last year. We have seen a growth of 20 per cent in RevPar over last year. However, being close to both domestic and international airports there are very limited local residences in its periphery. There are also no malls, entertainment or shopping options around the hotel presently, which are usually added attractions to draw leisure travelers and FITs.

Sukhbeen Singh Tara  
Hotel Manager, Lemon Tree Premier, Delhi Airport

Tapping half a million India visitors

Dubai Parks & Resorts is set to be the region's largest multi-themed leisure and entertainment destination when it opens in October 2016. Nevil D'Souza, Head – Sales, Dubai Parks & Resorts, tells more.

ANUPRIYA BISHNOI

What is the USP of your property?

Dubai Parks and Resorts will become the Middle East's largest multi-themed leisure and entertainment destination comprising three separate theme parks: motiongate Dubai, a Hollywood movie inspired theme park concept; LEGOLAND Dubai; and Bollywood Parks Dubai, a first-of-its-kind, authentic Bollywood movie experience. Dubai Parks & Resorts will house the Lapita Hotel, a four-star themed hotel

which will be managed by the Marriott Group, and Riverland Dubai, a complementary and centrally located retail, dining and entertainment district connecting the three theme parks and hotel.

What kind of sales are you expecting from India?

In 2014, the approximate statistics was one million. For Dubai Parks & Resorts specifically, we are looking for at least half a million visitors from India in a year at least. Our target across the

globe would be about 5.5 million visitors and 6.5 million visits to the destination.

Are you providing exciting deals to travel agents to promote Dubai Parks & Resorts?

We will be working with local travel trade partners as well as other partners in India. We have various packages for clients looking for different options. We have flexibility in our packages for people who have limited time or for that matter for people who







Nevil D'Souza  
Head – Sales, Dubai Parks & Resorts

will be here for leisure and will have ample time at their disposal.




# Hotel Charu Palace

Awaits your arrival at  
roof top of the world  
Leh - Ladakh



Khakshal, Near Lamdon School  
Leh, Ladakh - 194101, (J & K)  
Tel: + 91 1982 - 258838 / 258839  
+ 91 9818456532/ 9871547272  
www.hotelcharupalaceleh.com  
info@hotelcharupalaceleh.com







TRAVEL BAGS



TRAVEL ADAPTOR



ELECTRONIC LUGGAGE SCALE



PENDRIVES



AIR TICKET JACKETS



T-SHIRT WITH LOGO



SIPPERS AND FLASKS



BAGGAGE TAGS



MUGS



UMBRELLA

**Customized**  
Air Ticket Jackets, Passport Covers, Baggage Tags,  
Travel Bags, Sling Bags, Promotional T-Shirts, Caps, Key Chains,  
Pens, Mouse Pads, Umbrellas, Jute Bags & Folders,  
Mugs, Shoe Covers, Desktop Souvenirs & Corporate Gifts

Download our App Prowez



## DUGGAL BROTHERS


New Delhi:  
T: +91 11 23677983  
Mob: +91 9810560930  
E: feedback@prowez.com

Mumbai Marketing Office:  
T: +91 8693813270  
Mob: 9881053763 (Sachin More)  
E: sales@prowez.com

MEET US AT:  
SATTE 2016, New Delhi  
29<sup>th</sup>, 30<sup>th</sup>, 31<sup>st</sup> January 2016  
Stand C 63



OTM MUMBAI  
18<sup>th</sup>, 19<sup>th</sup>, 20<sup>th</sup> FEB 2016

www.prowez.com



# Atulya Rajasthan

B2B  
TIRUPATI HOLIDAYS JAIPUR  
(www.tirupatiholidays.net)



Best Buying  
Rajasthan Tour Packages  
Including  
Delhi NCR, Agra, Varanasi

ROAD TRANSPORTS  
CAMEL CARTS / SAFARI  
DUNES TENTS  
WILD SAFARI TOUR  
VILLAGE TOURISM

For Reservations  
**TIRUPATI HOLIDAYS**  
Level-2 Opp. Zanana Hospital Station Road,  
Jaipur – Rajasthan, INDIA  
Postal code-302006  
Tel -+91 141-4025973 /4025983  
Mob. +91 94142 55973 /+91 90249 60903  
Mail: mahesh@tirupatiholidays.net,  
tirupatiholidays@hotmail.com, thjaipur@gmail.com  
Above Mobile available with what'sapp / Viber  
SKYPE-tirupati.holidays



Thomas Cook India

**Mumbai**  
Thomas Cook (India) has announced the appointment of **Vishal Suri** as MD of Kuoni Travel (India). Prior to the appointment, Suri headed the outbound portfolio as Chief Executive Officer - Tour Operating, Kuoni India. He comes with an experience of over 22 years across a gamut of consumer centric industries like telecom, internet, and office automation; including over a decade in running travel businesses. Suri is an engineering graduate with B.E. in Electrical. Suri joined Thomas Cook in 2005 and progressed to become the Chief Operating Officer – Leisure Travel (Outbound & Domestic) in 2007.



Clarks Shiraz Agra

**Agra**  
**Mahipal Singh** has joined Clarks Shiraz Agra as Senior Vice President. Singh's 33 years of vast experience with the Taj Group of Hotels in India and abroad will bring in rich professional experience to the city of Agra. His multicultural and cosmopolitan experience includes career stints as a General Manager in eight locations both in leisure and business hotels across the country. Over the span of his hospitality career, Singh had garnered experience in handling key hotels in unique locations. He holds an MBA in Marketing from Institute of Management Development Research Pune (1982).



Starwood Hotels and Resorts

**New Delhi**  
Starwood Hotels and Resorts has promoted **Dhananjay Saliankar** to Regional Director, Sales & Marketing and Starwood Sales Organisation, South Asia. A business management graduate, Saliankar comes with over 25 years of experience in the hospitality industry. He began his career with Centaur Hotels, moved on to The Oberoi Hotels and has worked with The Regent International and Le Meridien before joining Starwood Hotels & Resorts. With this new role, Saliankar will be responsible for sales and marketing activities and Starwood Sales Organisation for the South Asia region.



Taj Falaknuma Palace

**Hyderabad**  
**Ritesh Sharma** has been appointed the new General Manager of Taj Falaknuma Palace. Sharma started his career with the Taj family 15 years ago, as Front Office Associate with the Taj Coromandel, Chennai. Sharma holds a degree in Hotel Management from S.R.M Institute, Chennai. To further develop his management skills, he joined the Executive Management Program at the well renowned S.P Jain Institute of Management and went on to attain the Six Sigma Black Belt certification from the Indian Statistical Institute.



Courtyard Marriott Agra

**Agra**  
**Abhishek Sahai** has been appointed as the new General Manager of Courtyard Marriott Agra, where he will be managing diverse leadership responsibilities of Guest Services, Rooms Division Management, F&B Operations, Administration, Project Management, conceptualising events, among other things. Sahai comes with over 15 years of experience. He was previously associated with chains like The Oberoi Group and The Leela Hotels, and held the role of General Manager at The Leela Palace Udaipur. He started his professional career with The Oberoi Group and was associated with the brand for a decade.



The Imperial

**New Delhi**  
**Indira Banerjee** has been appointed as Director- Sales and Strategic Planning at The Imperial New Delhi. She is a seasoned Hospitality professional with over three decades of experience. In her new position Banerjee would helm global sales and international portfolios while spearheading strategic planning for the hotel. This is her third tenure at The Imperial, filled with enriched experience of her past association with the brand as Director-Travel/ Trade to Director-Sales and Marketing. She was previously associated with The Oberoi Group, Sujana Luxury Hotels & The Claridges Hotels & Resorts.



Holiday Inn Amritsar

**Amritsar**  
**Vishal Kumar** has been appointed as Director of Sales for Holiday Inn Amritsar. Kumar brings with him almost 15 years of experience in the hospitality and aviation industry. In his current role, Kumar would look into the Sales & Marketing section of the hotel. His experience ranges from corporate, travel trade and online business. His new role will include planning and strategising the marketing plans for the hotel, directing all sales and marketing efforts towards achieving the operational goals of the hotel.



Novotel Kolkata Hotel & Residences

**Kolkata**  
**Prabhakar Singh** has joined Novotel Kolkata Hotel and Residences, the flagship property of Accorhotels in Eastern India, as the Director of Sales and Marketing. His previous assignment was at Vivanta by Taj – President, Mumbai as Director of Sales and Marketing. His tenure with Taj Hotels, Resorts and Palaces spans a period of 10 years across three geographies in the West, South and North of India. He has also worked with The Leela Palaces, Hotels and Resorts in Mumbai prior to his stint with the Taj Group.



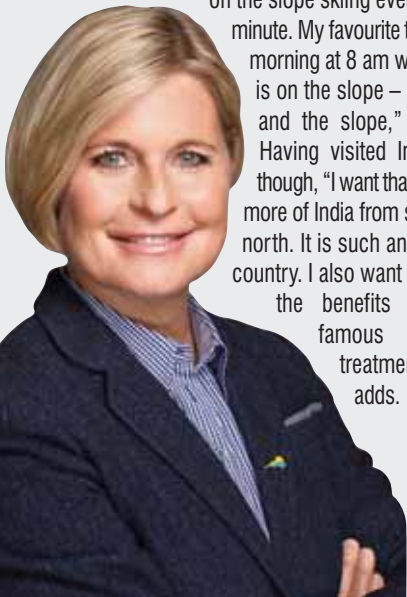
Pullman & Novotel New Delhi Aerocity

**New Delhi Aerocity**  
**Vishrut Gupta** has been appointed Director of Food & Beverage at Pullman & Novotel New Delhi Aerocity. Gupta comes with 13 years of experience in the hospitality industry. In his new role, Gupta will head the entire F&B Division for the signature restaurants and bars of both the hotels. He shall oversee the smooth functioning of the F&B department. Gupta was previously the F&B Director at Starwood Hotels and Resorts, The Westin Pune Koregaon Park. He has worked with brands like Reliance Industries, The Leela Kempinski, Mumbai, ITC Grand Central, Mumbai and ITC Mughal Agra.



TALKING PEOPLE

**Ariane Ehrat**, CEO, Tourism Organisation Engadin St. Moritz, a former ski racer, won the silver medal at the World Ski Championships in 1985 at the age of 24. At 51, she continues to pursue her passion. "During winters in St Moritz, I ski. I'm on the slope skiing every available minute. My favourite time is early morning at 8 am when no one is on the slope – it's just me and the slope," she says. Having visited India briefly though, "I want that we explore more of India from south to the north. It is such an interesting country. I also want to discover the benefits of India's famous ayurvedic treatments," Ehrat adds.



Morning walks, yoga and meditation help **Hector Dsouza**, Director – India, SouthWest German Tourism, to de-stress each day. Speaking about his favourite holiday moment, he says, "Sighting my 25<sup>th</sup> tiger at Kanha Tiger Reserve a couple of years ago is something I will never forget." South Goa in India and Europa Park in SouthWest Germany are his favourite holiday destinations.



**Aseem Kapoor**, Area Director-Northwest India and General Manager Hyatt Regency Delhi, is an ardent reader. "During off hours I enjoy reading about innovation around the world; that keeps me going. I also have a keen interest in studying about the booming digital segment." Kapoor absolutely endorses the Hyatt brand and Park Hyatt Milan hotel is his favourite. He loves to dine at Hyatt restaurants- The China Kitchen and TK's Oriental Grill. Kapoor is a Thai food lover and when in Singapore he just doesn't miss dining at StraitsKitchen, which offers the best of local cuisines. While Mumbai is where his heart is, Kapoor says he prefers travelling with SWISS Airlines.







FROM COZY RENDEZVOUS TO GRAND EVENTS



Our two Exotic properties in Goa make for an ideal getaway. The perfect family holiday awaits you at the Grand Mercure Goa Shrem Resort in Candolim. Loose yourself to the cheerfulness Goa has to offer at the Novotel Goa Shrem Resort.

And don't forget to try our beach front restaurant, La Brise to savor the true essence of Goa.



Lavish Rooms | Special Kids Club | 20,000 sq ft of Banquet and Convention Spaces  
Award Winning Restaurants | Beachfront Dining Experience at La Brise

Book Direct, H8861-SL4@accor.com or Call : +91 (832) 2494848

[www.accorhotels.com](http://www.accorhotels.com)



# Thomas Cook: What's in a name?

While Thomas Cook India will rebrand Kuoni as SOTC India and compete in the market, the acquisition will not affect either of the franchisees and the franchise network of both Thomas Cook India and SOTC will remain separate.



HAZEL JAIN

“Acquisition is all about timing and has nothing to do with the market,” says **Madhavan Menon**, Chairman and MD of Thomas Cook (India). Having maintained a radar silence over the last three months since the announcement of its acquisition

It will continue to run the outbound business – packages holidays, corporate travel, MICE and domestic travel that will be launched. Thomas Cook India will de-merge SITA – Kuoni India’s inbound brand – and merge it with TCI. This company will be known as TCI, headed by **Dipak Deva**, which will incor-

acquired companies – Kuoni India and Kuoni Hong Kong – to operate independently the way they do with their own management teams. Thomas Cook and SOTC will compete with each other in the B2C marketplace simply because we have customers who are loyal to each of the brands. But the back-end will be a shared services platform.”



“Travel agents who have relationships with us and share a relationship with SOTC, are at free will to service anybody they wish. We will not interfere with the market structure or with the distribution structure that either company has.”

**Madhavan Menon**

Chairman and MD, Thomas Cook (India)

of Kuoni India because of necessary regulatory approvals, Menon shed some light on the restructuring. He said, “With the acquisition of Kuoni India, we have acquired three strong brands, that enjoy strong consumer connect: 66-year-old SOTC, SITA, which is a 52-year-old brand and Distant Frontiers which is a new brand. While India is indeed a highly fragmented market, our acquisition consolidates us into the largest organised player in the travel space – be it in the outbound packaged holiday business or in the MICE business or corporate travel.”

## The Kuoni brand

Explaining the new structure, he said that Kuoni India will be rebranded as SOTC India and will operate independently. The company has started the process of discontinuing the Kuoni brand in India. He said, “The Kuoni brand is available to us in India for one year and we plan to migrate to SOTC. Kuoni was introduced to the India market, but a few years ago, and if I look at SOTC or SITA, they are far better known and enjoy a significant brand recall with Indian consumers. We have already changed the email IDs to sctc.in.”

Kuoni’s outbound business will be known as SOTC India Pvt Ltd. SOTC will have an independent management team.

porate the three brands– TCI, SITA and Distant Frontiers.

## The Thomas Cook brand

The Thomas Cook India Group is allowed use of the Thomas Cook brand till 2025. As part of its Brand Transition Strategy, the plan is to hence leverage the strengths of these brands and draw up a strategy to replace the Thomas Cook brand in the long term. “We will allow the

## Franchise network

Menon assured that the development will not affect trade partners in any way and that the franchise network of Thomas Cook India and that of SOTC will remain separate. “We do not intend to merge them at this point in time. At some point in the future if we see this as of value for our trade partners or us, we may. Travel agents who have relationships with us and share a relationship with SOTC, are at free will to service anybody they wish. We will not interfere with the market structure or with the distribution structure that either company has. In a mature market, we would have found distributors selling two franchises simultaneously. I don’t think we are ready to do that yet,” he says.

## Numbers as of Dec. 2014

- Total travel revenue of the combined entity in India is ₹ 756 crore
- Total travel revenue including Hong Kong is about ₹ 850 crore

The year 2015 has been a challenging year with the Russia charter business suffering a setback in spite of which we managed to do some good business. In 2016, the Global economy is showing signs of recovery, which is promising for India as a destination. As a historic step for the tourism sector towards liberalisation of the visa regime, the government took a great step with granting eTV on arrival to more than 117 countries in the span of the last one year. It remains a landmark step but due to lack of adequate infrastructure this might emerge as the biggest-most challenge in showing a positive result for the travel industry. India’s tourism market is also picking up with initiatives such as Make in India and Digital India.

**Dipak Deva**

Chief Executive Officer –India & South Asia  
SITA (Thomas Cook India Group)



**GRNconnect.com**  
Global Reservations Network

## Winter Carnival

Celebrate this winter with GRNconnect.com by booking online & win amazing prices.

For more information, log in to GRNconnect.com  
\*Terms and Conditions apply

**Punctuality: truly German.**  
**Precision: truly German.**  
**Hospitality: truly Indian.**

More Indian than you think

Nonstop you

**Lufthansa**

LH.com