

# 1 IN CIRCULATION &amp; READERSHIP

SOUTH ASIA'S LEADING TRAVEL TRADE FORTNIGHTLY

TravTalkIndia.com

ddppl.com



# TRAVTALK

Published from : ★ India ★ Middle East

TrawellTag

Cover-More

A Zurich company

TravTalk's Preferred Travel Assistance &amp; Insurance Partner

TrawellTag | Cover-More

cozmo travel world

## GLOBAL VISA ASSISTANCE


 UK • USA • SCHENGEN • AUSTRALIA  
 • CANADA • SINGAPORE • TURKEY & MORE...

sales@cozmotravelworld.com

MUMBAI | DELHI | AHMEDABAD | KOCCHI | CHENNAI | BANGALORE | DELHI | PUNE | SURAT | HYDERABAD

# travelbullz

destination management company

## 5 STAR HOLIDAY PACKAGE WITH A SUPER SPECIAL OFFER

Amari Watergate Bangkok + Grande Centre Point Pattaya

Prices starting from USD 278 (Per Person on Twin share)

Limited Period Offer : For travel until 30<sup>th</sup> Jun 2019

TravelBullz Exclusive

Madame Tussaud's  
+ Sea Life  
Combo Ticket  
**FREE**

### Package Inclusions :-

- ✓ 02 nights' accommodation at Grande Centre Point Pattaya (Deluxe Sea View) with breakfast.
- ✓ 02 nights' accommodation at Amari Watergate Bangkok (Deluxe) with breakfast.
- ✓ Complimentary arrival day packed breakfast. (For 8 am & 10 AM SIC arrivals only)
- ✓ Coral Island Tour with Indian Lunch.
- ✓ Suvarnabhumi International Airport to Pattaya Hotel transfer.
- ✓ Pattaya Hotel to Bangkok Hotel transfer.
- ✓ Bangkok hotel to Suvarnabhumi International Airport transfer.
- ✓ All Tours and Transfers are on sharing vehicle basis. (SIC)

\*T&amp;C Apply

\*\*Rates are subject to change as per ROE changes

\*\*Quoted rates are applicable for travel in 30<sup>th</sup> June 2019

\*\*Prices mentioned are indicative and subject to change as per date of travel

Contact us on:

E: online@travelbullz.com/groups@travelbullz.com

T: +91 11 49429900

W: www.travelbullz.com

Follow us on: [f/travelbullz](#) [t/travelbullz](#)

THAILAND | HONG KONG | MACAU





# ACCOR HOTELS

Feel Welcome

TRAVEL PROFESSIONALS

**Exclusive group booking deals**  
IN 1100 HOTELS WORLDWIDE

*pullman*

WHY BOOK ON OUR DEDICATED WEBSITE?



WORLDWIDE  
HOTEL NETWORK



REAL TIME  
AVAILABILITY



NO CONTRACT  
REQUIRED



GUARANTEED  
BEST RATES

Pullman New Delhi Aerocity

[travelpros.accorhotels.com](https://travelpros.accorhotels.com)

RAFFLES

ORIENT  EXPRESS

BANYAN TREE

LEGEND

*Fairmont*

SOY

SOFITEL

onefinestay

*RIXOS*

mantis



*pullman*

swissôtel

ANGSANA

25h  
Twenty Five Hours Hotels

Art Series

MÖVENPICK

GRAND MERCURE

PEPPERS

SEBEL

mantra

NOVOTEL

Mercure

adagio

MAMA  
SHUTTLE

BreakFree

ibis

ibis  
STYLES

ibis  
Budget

JOE  
300

hotelF1

# 1 IN CIRCULATION &amp; READERSHIP

SOUTH ASIA'S LEADING TRAVEL TRADE FORTNIGHTLY

TravTalkIndia.com

# TRAVTALK

ddppl.com

Published from : ★ India ★ Middle East

**Nominate Now**

**INDIA TRAVEL AWARDS SOUTH 2019**

**May 27, 2019**

Sheraton Grand Chennai Resort & Spa\*

priya.singh@ddppl.com, sonia.butalia@indiatravelawards.in, yogita.bhuran@ddppl.com, yashu.mahni@ddppl.com

[www.indiatravelawards.in](http://www.indiatravelawards.in)



## 2019 from Sep 23-25

India Tourism Mart (ITM) will be held from September 23-25, 2019 at The Ashok, New Delhi, confirmed FAITH. The association expects to shortlist around 500 international buyers for the second edition of the show.



Manas Dwivedi

Federation of Associations in Indian Tourism and Hospitality (FAITH) has finalised the dates for the second edition of India Tourism Mart (ITM). The 2019 edition of the trade show will be held from September 23-25, 2019 at The Ashok, New Delhi, informed **Subhash Goyal**, Honorary Secretary, FAITH.

Goyal mentioned that the association expects to shortlist around 500 international buy-

ers in this year's ITM. Around 250 buyers attended the show in 2018. "With every detail available online, the selection process is very transparent. Representatives of Ministry of Tourism will be a part of the process. This year, we are not allowing operators who attended the show last year. We are also in the process of appointing an advertising and marketing promotion agency," he mentioned.

Goyal also reiterated that the objective of ITM is to promote

inbound tourism to India and help all the medium and small tour operators, who cannot attend large-scale trade shows like WTM London and ITB Berlin, interact with international buyers in their country.

Talking about the preparations for the show, he said, "We have written to all the embassies in Delhi to identify outbound tour operators of the respective countries. Through the Ministry of Tourism, we are also in the process of sending messages to all



**Subhash Goyal**  
Honorary Secretary  
FAITH

the overseas offices of the ministry and Indian embassies about the show. We have also

formed a steering committee which is meeting regularly to look after the preparations for the show."

Goyal shared updates from FAITH's board meeting on the association's activities. He informed, "We have finalised a vision for the entire year and are looking forward to hold meetings in all the major states on issues such as GST and others. We are also planning to hold 10 different meetings with 10 different associations

on their respective issues. Finally, we're going to have the mother of conferences around October 2019 where we are trying to get the President of India. The conference will be purely based on pressing issues of the industry."

Stressing on the distinction of ITM as India's only international non-commercial show, he further said that the trade fair is strictly by the industry, for the industry and for the country. 🏹

## Room supply by 4% in '19

The supply of rooms is anticipated to grow by 4 per cent and demand by 7 per cent in 2019, according to a recent 'India Hospitality Industry Review 2018' report by HVS ANAROCK.



TT Bureau

Over the last two years, hotel supply grew by 3.7 per cent in 2017 and 3.5 per cent in 2018, whilst demand grew by 7 per cent and 6.8 per cent in the respective years. While

both the past years have paved way for strong growth in demand for 2019 driven by strong economic growth in the country, some headwinds in 2019 are expected to dampen the performance turnout for the year.

The first major reason is the country's general election, during which the commercial market, the main stay for hotels in the country, puts on hold all decision making in anticipation of the election results that could potentially have a mate-

rial impact on several policy initiatives of the government. Thankfully though, elections will be held in the summer months when demand in the country is comparatively low, limiting its negative impact on hotel performances. The

second major reason is the impact of new hotel supply that is expected to commence operations in the current year. As per our estimates, 8,574 keys will enter the market in 2019, a nearly 19 per cent rise over the last two years.

With a stellar performance in the first two months of 2019, India recorded a staggering growth of nearly 11 per cent in RevPAR, backed by strong growth in both occupancy and ADR in almost all key demand

Contd on page 6 ▶

## Breathtaking Cruises on Lake Lucerne

1-HOUR ROUNDRIP WITH PANORAMA-YACHT «SAPHIR»

INDIAN DINNER CRUISE







## Embark on the polar adventure of a lifetime...

LIMITED TIME  
Save up to  
**25%**

Small  
Ships



Shore  
Excursions



Over 27 Years  
Experience

**27+**

Unique  
Itineraries



Wildlife  
Encounters



Expert  
Guides



For the past 27 years Aurora Expeditions has led small-group, expedition-style travel to the polar regions and other wild and remote destinations. Their aim is to connect like-minded travellers with nature and wildlife, and offer unique experiences and activities in some of the world's most inspiring regions. This includes intrepid areas such as Antarctica, the Arctic, Costa Rica, Scotland, Patagonia and more.

Set to sail in 2019, Aurora Expeditions new state-of-the-art purpose-built expedition vessel, the Greg Mortimer, is the first passenger vessel to feature the patented Ulstein X-Bow®, allowing for faster and smoother sailings - a ship designed by expeditioners, for expeditioners. The Greg Mortimer has also been built to the strictest environmental standards of the latest Polar Code, to ensure non-intrusive and low-impact voyages.

Aurora Expeditions welcomes solo travellers, providing a 'No Single Supplement' option if you're happy to share or an additional 50% surcharge if you prefer your own cabin – the choice is yours!

Aurora Expeditions invites you to discover the range of itineraries they have to offer, designed by their team of experts to inspire your clients' next adventure!

**To learn more about Aurora Expeditions, please join the Webinar to be held on 25<sup>th</sup> April, 23<sup>th</sup> May & 20<sup>th</sup> June at 3 PM (IST).**

**For more information and to register for webinar, contact:  
Exclusive General Sales Agent - India**



**Mazda Travel Inc.**

**Email: [india@mazdatravel.com](mailto:india@mazdatravel.com) • Tel: +91-22-6124 2900**



\*Terms & Conditions apply. Discounts available on new bookings only aboard the Greg Mortimer and must be booked before 30 April 2019. Normal booking terms and conditions apply. To confirm your voyage booking, a completed booking form and non-refundable deposit of \$2,500 pp in the booking currency is required within 7 days of reserved berth/s. Additional terms and conditions may apply. No single supplement if willing to share with the same gender. Zodiac (boat) featured was at a safe distance from glacier. For full terms and conditions visit [auroraexpeditions.com.au](http://auroraexpeditions.com.au)





With a combined chapter of West Bengal and Northeast earlier, ADTOI now has a separate chapter for the latter, shared **PP Khanna**, President, ADTOI. The association currently has nine



destinations, we expect a rise in the tourist arrivals in all states of the Northeast region. We will be promoting Rongali Festival of Guwahati as well as Hornbill festival of Nagaland through our members around the country. I believe that these festivals, usually organised by tribals from the region, can attract tourists who would like to experience the tribal lifestyle," he said.

“We will be promoting Rongali Festival of Guwahati as well as Hornbill festival of Nagaland through our members”

Sudarshan Khound, Treasurer and Shreya Barbara, Lady Entrepreneur Officer. Khanna assured that ADTOI would provide unstinted support by its members on pan-India basis to promote the northeast region among domestic tourists all the year round. "Powered by improved infrastructure facilities and accessibility to

**Arijit Purkayastha**, Managing Director, Koyeli Tours, and Chairman designate of the Chapter, assured to put in best efforts to promote the region extensively with the support of the state government. He claimed that his aim would be to connect the tour operators based in various parts of India to those in the Northeast. 🍀

state chapters in Jammu & Kashmir, Kerala, Gujarat, West Bengal + Northeast, Maharashtra, Chhattisgarh, Rajasthan, Andhra Pradesh and Punjab, Haryana and Chandigarh) in the country. "As we had a good number of ADTOI members in the Northeast, especially in Guwahati, we decided to have a separate Northeast Chapter," said Khanna.

A seven-member team from ADTOI attended the launch of the chapter, led by Khanna, that included **Chetan Gupta**, General Secretary; **Dalip Gupta**, Treasurer; **Anil Rajput**, Joint Secretary; and Executive Committee members Ashish Sehgal, Ved Khanna and Vishal Bhatia. **Debjit Dutta**, West Bengal Chapter Chairman, ADTOI, was also present at the occasion, along with members from the Northeast.



- Stay In Hotels
- Airport Transfer
- Local Coach Service at Disposal for 12 Hrs.
- Guide Service for 3 Hrs.

- Rock Church And Upneskey Cathedral
- Suomenlinna Sea Fortress

North India – 7042312043 - (Mr. Sunil Kumar )  
West India - 8750698066 - (Mr. Sanjay P Sharma)  
Tamil Naidu - 9884899368 - (Mr. Gururaj Rao)  
Andhra Pradesh - 9989810088 - (Mr. Saradhi Sharma)  
Kerala - 8147245242 - (Mr. Anish K Mohan)  
Rajan Joshi - 7042600724,  
What'sup - 9810521494 – Country Head Sales & Marketing  
rajan@globe360dmc.com, divya@globe360dmc.com

**Website: [www.globe360dmc.com](http://www.globe360dmc.com)**

[f #globe360dmc](#) [#globe360dmc](#)



**The Big Forex Bonanza**



**1<sup>st</sup> April 2019 - 30<sup>th</sup> June 2019**

**This season, WIN BIG on your forex sale...**

Be a part of the Big Forex Bonanza and avail exciting benefits of the scheme!

**Metro cities**

Forex card sold worth (in \$)	You win Gift Vouchers worth Rs.*
1.5 lacs - 2 lacs	20,000
2 lacs - 3 lacs	30,000
3 lacs - 4 lacs	50,000
4 lacs+	70,000



**Non- metro cities**

Forex card sold worth (in \$)	You win Gift Vouchers worth Rs.*
50k - 1 lacs	5,000
1 - 1.5 lacs	15,000
1.5 lacs - 2 lacs	20,000
2 lacs+	30,000

**Call us today to partner with us**

Punjab/Chandigarh - 9781900723 - Tarun Arora | East - 8336987792 - Sudipto  
 Mumbai - 9870510755 - Philip fernandes | Pune - 8291989562 - Shahbaaz Pathan  
 Ahmedabad - 9824602436 - Parag Bhatt | NCR /Rajasthan - 9560869058 - Jitendra Arora  
 Chennai - 7299925140 - ArunKumar | Bengaluru - 9686450938 - Leonard

**Toll free**

**1800 833 0700** [offers@ebixcash.com](mailto:offers@ebixcash.com)



# TRAVELTALK

## VIEWPOINT

### Hospitality boom in 2019

After the setback that the hospitality industry faced post demonetisation, GST and liquor ban in 2016-17, the recent HVS ANAROCK study came as a sign of relief for many when it revealed that the average rates grew by approximately 6.25 per cent in 2018. The study recorded that after a long hiatus, the industry-wide ADRs in 2018 grew at a rate faster than long-term inflation rate of 4.5 per cent which indicated that markets are now on a steady path to recovery. In 2018, the industry witnessed an India-wide RevPAR growth of 9.6 per cent over 2017 to arrive at an absolute RevPAR of 3,927. It was also recorded that in the last two years, the hotel supply grew by 3.7 per cent in 2017 and 3.5 per cent in 2018, whilst demand grew by 7 per cent and 6.8 per cent respectively. This is the reason why international brands continue to invest in India. The most recent entrant will now be the Raffles brand by Accor, which would certainly prove to be a major player in the luxury segment. The study reported that in the past three years international operators are continuing to grow unabated, building larger format of hotels compared to majority of their domestic peers who sign much smaller inventory hotels. In 2018, international hotel operators also signed more hotel keys than their domestic peers.

### Is India MiCE ready?

The answer to this question could be a yes as well as a no today. The excitement and the way people are doing business to help make India a thriving MiCE destination is better than ever before. In fact, hubs like Aerocity in Delhi makes one believe that with these many hotel rooms and facilities, handling big groups in India would be a cakewalk. However, this is not true for every city in India. In fact, Delhi itself, while boasting of one of the highest number of rooms in India, is still awaiting the construction of a state-of-the-art convention centre. Cities like Hyderabad with convention centres too are facing infrastructural challenges. We believe that with infrastructure development and ease of moving around, fuelled by increased connectivity within India, the country will establish itself as a MiCE destination.

# How AI can help the industry

The travel and tourism industry is betting high on Artificial Intelligence (AI) for 2019. **Narayan Mallapur**, CEO & Co-Founder, Innowayt, discusses how the foray into deployment of AI is gaining momentum and reckons that the progression will only increase.

The ability of AI would significantly improve customer service and at the same time reduce human intervention, enabling companies to reduce cost in manpower. An example is Heathrow airport in the UK which plans to launch the first end-to-end biometrics bringing facial recognition at each point of the departing (and maybe arriving) passenger's journey. Some of the touch points would be facial recognition at check-in, immigration, baggage drops, security lines and boarding points to create a seamless experience for passengers travelling through Heathrow.

Another exciting and emerging technology in the travel industry is IoT (Internet of Things), involving internet-based interconnectivity between every day devices allowing them to both send and receive data. For instance, hotel rooms can have a single device that connects everything from lights, to ACs to heaters, allowing all to be controlled from one device/place.

Another emerging technology is big data where large companies employ their data collection techniques. One of the most important usage of big data is to improve personalisation, where travel companies can tailor services or products offerings as per individual preferences. Another important user case is analysing business performance in macro as well as to the smallest granular level. An example would be where a hotelier would use big data for their revenue management — using historic room rates and other past trends to better anticipate levels of demand and adjust prices accordingly. When demand is predictable, pricing and strategies for promotions can be optimised to a great extent.

For small, medium and large travel enterprises, customer relationship management (CRM) has become critical and a large number are going in for CRM which enable their team to be highly productive and efficient while servicing the customers' needs.

This brings all the customer data in one place which is critical in customised offering to clients, send personalised greetings on their birthdays and anniversaries, send reminder of passport expiring three months ahead, remind to plan for their annual summer vacation, etc.

We believe we have built something unique in the travel industry — giving a single software for a travel agency to operate their entire business including a strong CRM, and also helping the management in monitoring and controlling by way of MIS and reports to the granular level. Similarly, for travel suppliers like DMCs where they get a system for entering contracts, content, market-wise rates, vendor and inventory management along with a marketplace. Our vision is to provide the best technology and platform for a travel agency and suppliers of any size at an affordable cost, which was earlier available only to large companies.

Innowayt is harnessing the technology to enable the travel ecosystem and ensuring the end customers get a seamless experience. Currently, we are working on Machine Learning which would bring in a better customer servicing by way of chatbots, etc in the near future. It's too early for us for AI and IoT but we are watching this space closely.

*(The views expressed are solely of the author. The publication may or may not subscribe to the same.)*



Narayan Mallapur  
CEO & Co-Founder  
Innowayt

## HVS | ANAROCK : Room for growth

► Contd from page 3

segments in the country, the report states. While 2019 performance may be dampened by the election, HVS ANAROCK predicts the tide to change in 2020 as market sentiments recover on the assumption that the country will enter the year with a stable government and strong economic growth.

Should the above two parameters squarely line up combined with little new supply expected to open in 2020, experts anticipate the hotel industry to record its highest occupancy ever since the beginning of the century, outpacing 2006, which was recorded as a superlative year for the industry in this metric. 📈



Do you want to...  
**WRITE A GUEST COLUMN  
OR  
SHARE NEWS FROM YOUR REGION**  
Contact: devika@ddppl.com





# Who're the new globetrotters?

Dubai aims to boost the numbers from India by conducting roadshows and events in Tier II, III cities across the country, as well as through its Dubai Experts programme for agents.



TT Bureau

Dubai recorded more than 1.5 million Indian visitors from January to October in 2018. **Khalid Al Awar**, Manager—India & Pakistan, International Operations, Dubai Tourism, elaborated, "We continue to see growth from this market and have thus travelled to many Tier-II cities in India. We conducted roadshows and events in 11 cities along with almost 20 stakeholders and companies from Dubai ranging from hotels, attractions, DMCs and other companies. We explored markets that have direct connectivity to Dubai

number of women travellers as Dubai is one of the safest destinations in the world. Apart from that, adventure is another growing segment, and travellers from India now look for destinations where they want to indulge in the most challenging activities."

On the ease of getting visas for Indians, he mentioned that the new regulations which came into effect last year will be implemented this year. "Visas will be free for two children under the age of 18 travelling with parents. Their visa fee will be waived off for the months

July to September. Also, the new VAT refund policy allows people to claim VAT refund on any purchases they made at the airport as well as at certain points in the city."

The target for tourist arrivals to Dubai was projected at 20

million by 2020 in line with the upcoming Expo 2020. "We will also have a new strategy that looks at 25 million visitors by 2025. Today, the share of the Indian market is in line with the 2017 numbers, where India contributed to 13 per cent of total visitors," claimed Al Awar.

In an effort to keep the numbers growing, Dubai will continue to work very closely with the travel trade. "The Dubai Experts programme that enables agents to be certified as a Dubai Expert, is being pitched in the Indian market too," he said. 



**Khalid Al Awar**  
Manager—India & Pakistan  
International Operations, Dubai Tourism

and have huge potential for growth that have not been explored otherwise. We have gone to cities like Ahmedabad, Pune, Jaipur, Lucknow and we plan to continue doing that for 2019 too."

Sharing more plans for the year, Al Awar is committed on focusing on myriad offerings that Dubai has for every travel segment. "Families are a priority because Dubai offers variety to this segment including theme parks and attractions. Other offerings like gastronomy is also big in Dubai with more than 200 nationalities living in the city, all of which bring their own flavour and cuisine to the emirate. Besides, we have witnessed a significant growth in the





CHOOSE FROM OUR  
**WIDE RANGE OF  
ACCOMMODATIONS**  
HOTELS, APARTMENTS,  
GUEST-HOUSES, VILLAS &  
HOME-STAYS

**WHAT SETS US APART**



**Profits**



**20K Partners**



**Quick Search**

 [www.atlastravelsonline.com](http://www.atlastravelsonline.com) |  022 6250 6250

**Did you KNOW**  
United Airlines is adding more than 1,600 United Polaris Business Class and United First seats to nearly 250 international and domestic aircraft



# Splendid isolation vs joint selling

Has the time come for India to move away from the 'stand-alone' tag and align itself with neighbouring countries to attract more tourists or should it continue selling itself the way it is currently doing? Hear it out from agents...



Inder Raj Ahluwalia



**Subhash Goyal**  
Chairman  
STIC Travel Group

“Thanks to its vast size and diversity, India is in the unique position of being successful in selling itself both as a 'stand-alone' destination as well as in alignment with neighbouring countries. Formerly, India, Nepal and Sri Lanka were being sold by most of the tour operators, but the introduction of e-tourist visas that necessitated single entries, hampered this joint country selling.”



**Capt Swadesh Kumar**  
Managing Director  
Shikhar Travels

“Joint selling of a destination or activities is always more beneficial because it enables joint marketing efforts and enhances the overall selling power. In earlier days, India and Nepal were sold together for mountain-related visits, but this stopped. Today, while India is marketing and selling itself well as an individual destination, business would get a boost with joint marketing and publicity campaigns.”



**Rajiv Mehra**  
Vice President, Indian Association of Tour Operators

“A country for all seasons and all reasons, India enables visitors to see the world, making it an ideal 'stand-alone' destination. However, keeping long-term gains in mind, India needs to promote regional tourism. Global trends show that tourists visiting the Indian subcontinent desire to visit neighbouring countries. For this, India has introduced e-tourist visas with multiple entries, 60-days' stay and 28 entry airports. This enables tourists to return to India after visiting some regional countries.”

“We should stick to our 'stand-alone' marketing as we have lots to offer in comparison with our neighbouring countries. There was a time when India used to be the major inbound operating area in the region and the Indian agents used to also sell Nepal, Bhutan and Sri Lanka. However, today all these countries are getting direct business and it is no longer routed through India. This is because all FTOs today prefer to deal with local agents directly rather than through a consolidator. One can see this trend even within India.”



**Rajesh Mudgill**  
Secretary, Indian Association of Tour Operators

“While India has been an independent tourist destination up until now, the time has come for adapting to current scenarios. Most of the long-haul travellers would like to combine and include two or three countries in a visit. So, it would be more beneficial and rewarding for India as a destination if we take along our neighbours also when doing destination promotions. A few examples that can be considered are India/Nepal/Bhutan, India/Bangladesh/Myanmar and India/Sri Lanka/Maldives.”




**Lajpat Rai**  
Chairman cum Managing Director, Lotus Trans Travels

“As a diversified country, India has enough attractions by itself to visit, and does not need to align itself with its neighbouring countries. The average global tourist is now looking for experiences and a 'story' rather than just a 'point and shoot' tour; each of India's cities and states have so much to offer in terms of heritage, architecture, culture, cuisine and experiences. As of now, the average length of stay of a tourist in India is around 12-15 days and the secret to increase this is hidden in India's 600,000 villages.”






**Sanjeev K Nayar**  
MH, General Manager  
WelcomHeritage



**MADHUBAN**  
GROUP OF HOTELS  
DEHRADUN ♦ MUSSOORIE

**THE BEGINNING OF SOMETHING EXTRAORDINARY**

**Hotel Madhuban**  
97, Rajpur Road,  
Dehradun - 248001, Uttarakhand, India  
P. +91-135-2740066 / 77  
Reservations: +91 9927186333  
info@hotelmadhuban.com

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



**Vijay Thakur**  
President, India Vision  
Tours & Travels

“Considering India's size and enormous tourist products and potential, the country should be selling itself as a 'stand-alone' destination. We don't need to align with any neighbouring country because tourists have now started to move away from the trend of taking three or four-week holidays and are instead taking shorter holiday trips. India offers enough to keep them fully engaged and interested. However, efforts should be made to attract more tourists during the lean months, thereby making India a year-round destination.”

“India is a great civilisation and tourist product but it lacks global tourism promotion and marketing. India should definitely do joint marketing with neighbouring countries like Sri Lanka, Nepal, Bhutan, Maldives and Dubai because of their proximity and flight connections to India. Besides India, tour operators are selling all these countries, and this makes sense because it also makes it easier for FTOs to deal with one agent for multiple destinations. The response of joint roadshows is also much better.”



**Homa Mistry**  
Chief Executive Officer  
Trail Blazer Tours

## Ark Travels makes a big bang!



Ark Travels recently concluded its fourth edition of Big Bang Nautical Fiesta – its biggest cruising event held for the first time on-board Genting Dream ex-Singapore. Organised in alliance with Genting Cruise Lines' Dream Cruises, Ark Travels promoted the three-night sailing from Singapore to destinations line Penang and Langkawi and hosted 400 travel agents from across India. It aims to reach the golden mark of 100,000 passengers by 2020 end.



# The burgeoning events market

## IHG®



TT Bureau

The significance of the India market for InterContinental Hotels Group (IHG) is reinforced by its annual showcase in the country. **Ryan Morris**, Director Regional Sales—Middle East, Africa and India, IHG explained, "India is a growing market for all the hotel companies. We bring the world together in India at IHG Showcase so that they can meet local buyers and understand the market requirements. We want to add value to Indian buyers in the market for which it's important for us to get familiarised with their buying habits and thereby get closer to the buyers," he said.

Around 40 hotels from across the world were present at the event held at The Holiday Inn

With India becoming a chosen destination for MiCE and with increasing globalisation, InterContinental Hotels Group is now set to focus on the MiCE and wedding segments from this market for their properties in the country and outside.

Aerocity, New Delhi. "Hotels from Europe, Middle East, Africa, Southeast Asia as well as some representatives from America participated at the event. People have extensively invested in the market and we always try and get new blood into the market who want to invest in the market. The response has been overwhelming in all the cities, right from Bengaluru, Delhi and Mumbai. Those who want to discover India while wanting the safety associated with the brand, can experience it at multiple properties across the country," said Morris.

Morris emphasised that weddings is a big sector in India. "A lot of outbound travel takes place for Indian weddings because travellers are looking for experiential ways to celebrate

their nuptials that quite often includes new locations. Our banqueting space allows for the typical Indian wedding. However, for outbound weddings, we want to make family travel easy and secure when people are travelling far away. A lot of emphasis is laid on people who support wedding activities," he shared.

“With a strong growth in MiCE business in 2018, we are looking to achieve the same this year with a double-digit growth”

Corporate business is one of the mainstays for IHG's business. Morris said, "Corporate isn't just about business travellers but also for a gamut of reasons including product launches, among many others. Corporate is all about people

being away from home on business and looking for a home away from home. Today, it's not just about comfort but also ease of use, good Wi-Fi, easy check-in, and seamless check-out."

He claimed that IHG has invested in India with a semi-ownership model. "We have

with the owners and give them a great return. We also want to be closer to travellers and develop our product that is fit for the local travellers," he shared.

Setting a robust target in 2019, he said, "We enjoyed strong growth in the corporate and MiCE business in 2018. We are looking to witness the same this year with a double-digit growth. In fact, here we find ourselves to be always breaking new grounds because as the Indian economy matures, so does the Indian traveller. We have to constantly find new ways to ensure that people enjoy their stay with

us whilst wanting to come back to IHG."



## Summer Family Escapes TO DUBAI

Embark on a family holiday at Dubai's only true resort and enjoy a world of luxury and comfort. Relax by one of the 4 pools and on the 800m private beach while the little ones explore the kids' club, pony rides and minigolf. Kids under 12 stay for free and complimentary shuttle transfers to Dubai Parks are also available!

For bookings or more information, please call +971 4 814 5800 or email [reservations.ptc@jaresorts.com](mailto:reservations.ptc@jaresorts.com)

[jaresortshotels.com](http://jaresortshotels.com) [@jatheresort](https://www.facebook.com/jatheresort) [@jatheresort](https://www.instagram.com/jatheresort)

**JA**  
**THE RESORT**  
JEBEL ALI BEACH  
DUBAI



# India is priority market

Consider revising your Indonesia itinerary as the country is currently in the process of developing 10 new destinations which can be as popular as Bali.



India ranks second for Indonesia in terms of priority markets after China, according to **Dr R Sigit Witjaksono**, Director of Tourism Marketing—South & Central Asia, Middle East and Africa, Ministry of Tourism, Republic of Indonesia. "The Indian tourist numbers to Indonesia were close to 500,000 in 2017 and approximately 600,000 in 2018. This year, we are targeting around 800,000 arrivals with the help and cooperation from all related stakeholders like tour operators, travel agents and airlines. We expect to achieve the target by participating in exhibitions and organising roadshows in different Indian cities," he shared.

With many Indians already visiting Bali, Indonesia now wants to promote other destinations too. "We are in



**Dr R Sigit Witjaksono**  
Director of Tourism Marketing—South & Central Asia, Middle East and Africa, Ministry of Tourism, Republic of Indonesia

the process of developing 10 new destinations which can be as popular as Bali; for example, Lake Toba in North Sumatra—the only lake with a volcano inside. We also have the biggest Borobudur Buddhist temple in Jakarta and the Hindu Parmanand temple close to that area. Besides, there are Lombok, Komodo and other natural wonders," he added.



The connectivity between India and Indonesia has also been enhanced. According to Witjaksono, "Starting last year from April, we have Garuda Indonesia flying from Mumbai to Denpasar three times a week. We have even started a new programme called Tourism Hub, where we try to utilise our hub, which is our neighbouring country. For example, Scoot flies 70 times a week from more than 10 origin cities in India to Singapore. We try to attract Indian travellers from there with dual or twin destinations to visit Indonesia. For Indonesia, there are three main entries—40 per cent travellers come via Bali, 30 per cent from Jakarta and 20 per cent via Bintan. To promote all these destinations, we conduct Fam trips and sales missions." 🇮🇩

# Inner Mongolia beckons

Enhancing exchanges on India-China relations, the Inner Mongolia Culture & Tourism Festival in Delhi aimed to attract tourists to the region of northern China.



The Department of Culture and Tourism of Inner Mongolia, autonomous region of the People's Republic of China, organised the Inner Mongolia Culture and Tourism Festival as part of the ongoing Chinese New Year festivities. Briefing about the attractions in Inner Mongolia, **Shi Mo**, Deputy General Secretary, People's Government of Inner Mongolia Autonomous Region, introduced the guests while **Ai Lihua**, Vice Chairman, People's Government of Inner Mongolia Autonomous Region and **Zhu Xiaohong**, Cultural Counsellor, Chinese Embassy in India presented the welcome remarks.

On the occasion, **He Zhiliang**, Director of Department of Culture and Tourism, Inner Mongolia Autonomous Region, said, "This is the first



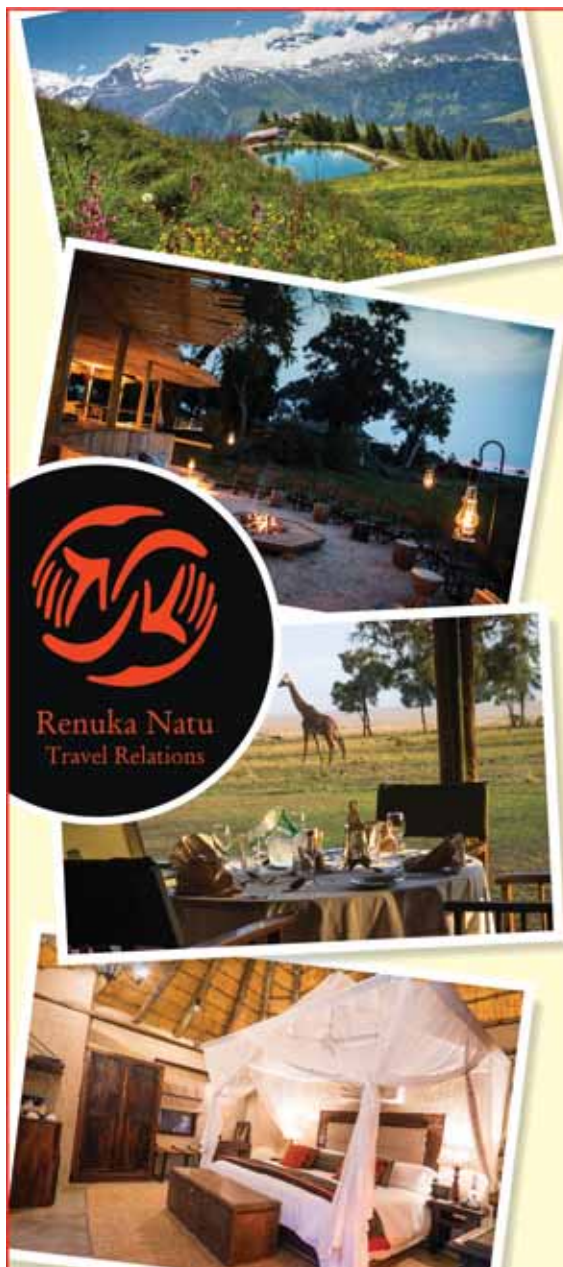
**He Zhiliang**  
Director of Department of Culture and Tourism, Inner Mongolia Autonomous Region

time we have come to India to promote Inner Mongolia province. We are trying to promote the culture of Inner Mongolia by showcasing it through an art performance by 'Anda Union'. I hope the Indian audience will like this event and visit Inner Mongolia."

Representing the travel trade, **Chitra Bhatia**, General Secre-

tary, OTOAI and **Rajeev Sabharwal**, EC Member, OTOAI were also present at the event. A cooperation agreement was also signed between Zhong Xin International Travel Company and Delhi-based Pettitts India Tours.

Zhiliang stated the objective behind the event was to familiarise the Indian market about Inner Mongolia. He mentioned, "Very few Indians know about the province and its culture. Both India and China share a very cordial relationship for tourism and both of them are old civilisations. After last year's meeting between India Prime Minister Narendra Modi and his counterpart, Xi Jinping, both the governments have agreed to enhance the people to people contact and we believe that provincially, we will play a major role in this sector." 🇮🇩



The Sunny-side of Engelberg.  
The authentic and natural Swiss Experience. A must visit on your holiday to Switzerland.  
[www.brunni.ch](http://www.brunni.ch)



The Governors' Camp Collection comprises of 7 Award Winning luxury safari camps and lodges.  
Located in the heart of the best wildlife viewing areas of Kenya and Rwanda, set in some of East Africa's most spectacular scenery.  
[www.governorscamp.com](http://www.governorscamp.com)



Founded in Botswana in 1983, Wilderness Safaris is widely acclaimed as the continent's foremost ecotourism operator, dedicated to conserving and restoring Africa's wilderness and wildlife. We operate over 40 camps & lodges in 8 African countries – Botswana; Namibia; Zimbabwe; Zambia; Kenya; Rwanda; South Africa & Seychelles  
[www.wilderness-safaris.com](http://www.wilderness-safaris.com)



aha Hotels & Lodges is the tourism property management company of Tourvest's Accommodation and Activities division.  
We represent and operate a portfolio of properties in South Africa in provinces Gauteng, Western Cape, North West Province, KwaZulu-Natal, Mpumalanga, Limpopo, as well as outside of South Africa in countries Botswana, Zimbabwe and Zambia.  
[www.aha.co.za](http://www.aha.co.za)



Sense of Africa-East Africa is a leading destination management company operating in Kenya, Uganda, Tanzania and Rwanda. We offer diverse and carefully selected combinations of amazing destinations in East Africa.  
[www.senseofafrica.com](http://www.senseofafrica.com)



Tourvest DMC offers a full spectrum of travel services in South Africa: our technical travel expertise and intimate knowledge of South Africa enables us to tailor make experiences that provide travel packages fitting to guests expectations and needs.  
[www.tourvest-dmc.com](http://www.tourvest-dmc.com)

**Renuka Natu Travel Relations : +91 9930560111, [renuka@renukanatutr.in](mailto:renuka@renukanatutr.in)**



# Explore the polar regions

The Australian-owned expedition cruise specialist, Aurora Expeditions, has named Mazda Travel as its exclusive General Sales Agent in India.

 TT Bureau

Mazda Travel has been appointed by expedition cruise specialist, Aurora Expeditions to be its exclusive General Sales Agent (GSA) in India. It is an Australian-owned polar voyaging company founded by renowned mountaineer and explorer, Greg Mortimer, and his wife Margaret. Over the past 27 years, it has become an expert in small-group, expedition-style travel to the polar regions and other equally wild and remote locations in both hemispheres.

Mernoz Shastri, Director, Mazda Travel, said, "Mazda Travel's partnership with



Mernoz Shastri  
Director  
Mazda Travel

Aurora Expeditions will provide travellers in the region with a chance to experience something truly special - an expedition voyage to the polar regions. Our research shows travellers from India are looking for unique travel experiences to exceptional destinations, which each of Aurora's voyages fulfils."

Aurora Expeditions offers a range of flexible and original itineraries. Some voyages offer sea kayaking, stand-up paddle boarding, camping on ice, polar diving and snorkelling. Others offer skiing and

snow-shoeing, mountaineering and trekking and even expert photography tuition. Alongside these diverse experiences, Aurora Expeditions' experts including naturalists, geologists, historians and polar specialists, help travellers unlock the wonders of these environ-

ments. Air services from India operating via Middle East and European cities will make both the Antarctica and the Arctic regions more accessible to the India consumer.

Craig Upshall, Sales Director – Europe, Middle East and

Africa, Aurora Expeditions, said, "As a result of our new partnership with Mazda Travel, travellers from India will be able to book Aurora Expedition voyages through their local travel agent. Mazda Travel's extensive

experience, along with its superior customer service, makes it the perfect partner for Aurora Expeditions in this region. We look forward to bringing Aurora Expeditions' expertise and travel experience to guests from India."



Craig Upshall  
Sales Director – Europe, Middle East and Africa, Aurora Expeditions



EARN ATTRACTIVE COMMISSIONS  
Through a Profitable Online Business

REGISTER ON

booking.atlasumrah.com

NO MINIMUM  
Group Size

DAILY  
Departures

WIDE-RANGE  
of Packages

Corporate Office: 001, C Wing, Marathon Innova Corporate Centre, Off Ganpat Rao Kadam Marg, Lower Parel (W), Maharashtra - 400013 | T.: 022 61696969

The top five destinations for international visitor arrivals by 2023 will be China, followed by USA, Hong Kong, Turkey and Thailand

THINK



# TBO expands global footprint

TBO Group has announced the acquisition of Island Hopper and Clickitbookit, which are leading companies in terms of passengers visiting the island nations of Mauritius, Maldives and Seychelles.

TT Bureau

The acquisition of Island Hopper and Clickitbookit, which have been a market leader in the Mauritius, Maldives, Seychelles and some Greek islands, is set to boost TBO Group's leisure travel product footprint and scope in these island nations, believes **Ankush Nijhawan**, Co-Founder, TBO Group.

"With this acquisition, we will become an overnight leader in the island world. This would allow Island Hopper to use the extensive distribution which TBO enjoys today as one of the largest agent networks in India. Going forward, we will further penetrate the Southern India market, which I think, is completely virgin for Island Hopper. The other thing we believe is the right team and mix, and hence 24 of the previous employees of Island Hopper have now moved into TBO Group that will be headed by Sandeep Bhasin,



**Ankush Nijhawan**  
Co-Founder  
TBO Group

who was one of the founders of the business."

Nijhawan shared that Bhasin will continue to serve the company as Vice President of Island Hopper under the TBO umbrella. "With the way flights are being added into these islands, especially Maldives, I'm sure the numbers will just double in 2019 and 2020. At TBO, we are sure that we will continue to be the winner for these islands."

**Sandeep Bhasin**, Vice President, Island Hopper,



**Sandeep Bhasin**  
Vice President  
Island Hopper

said that they took up TBO's offer of acquisition for a wider distribution. "What better way to continue the legacy of Island Hopper as a brand! What we bring to the table is the Indian Ocean—Mauritius, Maldives, Seychelles and Greece, of which Island Hopper has been a specialist. This would not only mean a high revenue for TBO but also better margins."

**International exposure**  
TBO, on the other hand, will get excellent contracts and the ground handling in these

islands, which they never had earlier, claimed Nijhawan. "On the technology front, we will enjoy seamless integration. Due to the strength of our technology, the system will become more robust and efficient for travel agents with the amazing contracts and deals we have with all our

also walk into other markets with the brand. In fact, the highest number of stays in Mauritius and Maldives come from the UK, Germany and France. Hence, it's going to be a global company for us, and we will start selling in India for the next few months."

my initial focus will be on South India, apart from Delhi, Mumbai and Ahmedabad, where we have already established our strength," he claimed.

Bhasin discussed the good growth recorded in 2018. "Last year, we closed the Financial Year with about `150 crores for Orange as a company, with 50 per cent going to Clickitbookit and 50 per cent to Island Hopper. The idea will be to double Island Hopper's piece of business to `150 crores. We are anticipating to achieve `150 crores by March 2020."



hotel partners in these islands. Island Hopper is an online business selling hotels in these islands, but what is important is the seaplane transfers, local sightseeing and packages in which Island Hopper excels," he revealed.

On the other hand, Nijhawan added, "Island Hopper and clickitbookit.com will benefit from the size and scale of TBO and give them exposure to international markets. We will

## Focus on South India

Nijhawan shared that Island Hopper will continue functioning as a brand name but the distribution and travel agents would be common. "We would obviously merge the sales team with our current teams. Earlier, Island Hopper had 10 people in sales but today there are 160 people in the sales force promoting Island Hopper with some core senior people from its team responsible for the sales and operations. At TBO,

**Did you KNOW**  
The entire landmass of the Philippines is made up of islands, thereby ranking as the second-largest archipelago in the world

# Robinville woos Indians

Representing European countries, regions and organisations in the Indian subcontinent since 2009, Robinville has added products and services to its existing portfolio to offer attractive packages across India.

TT Bureau

With a growing demand for outbound tourism especially towards Central and Eastern Europe, Robinville has pledged to curate, build and grow its business with new products and services to its clients. **Ishwinder Maddh**, Managing Director, Robinville feels that after getting a high number of repeat clients, it has become the company's responsibility to constantly learn, innovate and identify, whether they be destinations, hotels, attractions, experiences or even food.

"As of 2019, we are now representing the Salzkammergut region. We are now able to offer companies skiing and snowboarding packages,

cog railways – St Wolfgang, cable cars and many more attractions. With over 70 lakes across the region, we can now also offer several boating activities. Additionally, with an increasing demand for experiencing different cultures, Robinville has signed with Vienna Mozart Orchestra and Tyrolean Folklore Show as its GSA in India to truly immerse the outbound traveller in the Austrian culture," he informed.

Talking about growth and success in the last one year, Maddh said that 2018 was an exceptional year for Robinville. "We had the benevolent opportunity to represent Central and Eastern European regions. Austria was the key market for us and we superseded our client's targets. We also



**Ishwinder Maddh**  
Managing Director  
Robinville

discovered the hidden gems across Innsbruck, Austria and began to offer attractive packages across India. Our recent representation of the Innsbruck tourism board has enabled Innsbruck to see growth of more than 50 per cent over the past four months," he added.

In an endeavour to boost the demand of Indian tourists

across the Central and Eastern European regions, Robinville's marketing plan is to harness the power of social media marketing to promote its partners products and services across India. Maddh said, "We will be using influencers to drive exposure, where the goal is

Robinville Productions to focus on identifying film production locations as well as creating international productions across Europe, targeted towards the Indian market. The company is also expanding into the region of Graz in Austria titled the 'Cultural Capital

ski pistes, free-ride routes and fun slopes for everyone while being a cheaper alternative compared to other winter sport destinations, claimed Maddh.

The winter adventure sports sector has been rapidly growing in new directions as it adapts to new consumer patterns and behaviours. "It is no longer just about skiing or snowboarding but a lot more that makes up the entire winter experience. The average Indian traveller is also beginning to jump on this bandwagon and engage in completely new experiences. Austria, one of the market leaders in winter sports, has seen an increase in terms of Indian travellers coming to experience numerous winter sports and activities," he concluded.

**“ Our recent representation of the Innsbruck tourism board has enabled Innsbruck to see growth of more than 50 per cent over the past four months ”**

to find someone who creates content that relates to our partners' businesses and whose audience would be interested in their offerings."

Robinville has also announced to create a new vertical called

of Europe'. Robinville will soon start offering skiing in Zell am See - Kaprun, Schladming - Dachstein region, Stubai Glacier Innsbruck and its holiday villages. This means that the Indian traveller will get to experience perfectly-groomed



# Multilink gets an investor

The third investment made in 2019 alone, Shri Mahalaxmi Vacations has taken up a challenge to reach a combined turnover of ` 10,000 crore by 2020.



Hazel Jain

**Parag Thakker**, Director, Shri Mahalaxmi Vacations, has announced that they have now acquired a stake in online consolidator Multilink for an undisclosed amount. This is the third company that they have invested in this year, the most recent one being Just-ClickKaro.com in March 2019. They had acquired Arzoo.com in January 2019. Mumbai-based Multilink is headed by Nikhil Shah who has forayed into utilities as well, thereby offering a wide range of products in the online segment.

Thakker says, "We have found an able partner in Multilink. The three companies will now work as a group. Right now, I see all the three companies working differently, with their own set of distributors and retailers. With all of them coming together,



we will have deeper penetration across India. That is the idea behind bringing all these companies together. For us, the focus right now is to have better penetration in the market and reach more and more travel agents. We as a group have taken up a challenge to reach a turnover of Rs 10,000 crore by FY 2020. We are not stopping here; there will be more announcements soon."

He adds, "Together, we already record a turnover of ` 5,000

crore. Our target is to be the fastest growing and leading aggregators in the travel industry."

**Nikhil Shah**, Co-Founder & CFO, Multilink, says, "Parag Thakker has a clear roadmap drawn up for the future. With this development, we will go to the next level and grow individually as well as together. It is a win-win situation for all. We are working in many areas together and we have similar products; so there are opportunities for more synergy." 🐦

# Atlas bets big on Umrah

Atlas Tours & Travels has launched five categories of Umrah products this year that can be combined with international holiday destinations.



TT Bureau

**Atlas Tours & Travels**, synonymous with Hajj, Umrah and Halal tourism in India, has made further inroads into the business. Led by **Hasan Patel**, Director, Atlas Tours & Travels, the division is seeing a surge of new travellers from the interiors of India. "This provides us with a great opportunity to empower our partners present in various cities, towns and districts in India. Our on-ground capabilities combined with technology and distribution makes us a formidable strength in the industry," he says.

To further widen its reach in the country, the company had launched India's first online Umrah booking portal in 2018. The platform serves as an end-to-end reservation and servicing tool for its booking centres. With listings of various tour



Hasan Patel  
Director  
Atlas Tours & Travels

programmes year-round, it serves as an easy-to-use booking engine for its partners.

"With the online Umrah system, our B2B channel partners can add a new product to their business that can be managed with ease. It enables Atlas Umrah booking centres to be more informed and communicate better with their clients. They

can check live availability of over 350 departure dates from 14 cities in India. Understanding each customer's needs, they can choose from a variety of packages that suit every budget. One of our USPs is that we do not require a minimum group commitment from our booking centres. They can pick any date available online, and the tour requirements will be fulfilled by our 50-member operations team in Saudi Arabia," Patel explains.

This year, the company has launched five categories of Umrah products that can also be combined with international holiday destinations. "We have groups for Turkey with Umrah, Dubai with Umrah, Jerusalem, Baghdad, and many more. Our large distribution capabilities and pre-purchased inventories guarantee the best deals," shares Patel. 🐦

## NOW REPRESENTING

**HTCey Leisure**

Pathika is now representing **Sri Lanka's** Premier Destination Management Company in India - HTCey Leisure.

HTCey Leisure is an experiential travel specialist for individual and group travel.

## PREFERRED PARTNER

**.italo**

Pathika is now the "Preferred Partner" for Italo - Italy's leading Private Train Operator.

Italo operates Next generation high speed luxury trains at high speeds of upto 360Km/hr connecting 21 Italian Cities.



A MINAR GROUP COMPANY



For B2B Rates, Please Get in Touch

**www.pathikareps.com**

M 34, Outer Circle, Connaught Place, New Delhi - 110001

E: info@pathikareps.com

P: +91 11 4341 6454



# EKTTA puts spotlight on the 'local'



Enterprising Knot of Travel & Tourism Associates (EKTTA) organised its first annual convention in Bhubaneswar in an effort to develop local tourism and bring forward the unexplored destinations of the state to the limelight. More than 150 tour operators, including 70 of the association's registered members and 15 club members attended the convention.





# Stay abreast of the latest trends

Even though there's no direct generation of business from ITB Berlin, the Indian trade feels that the forum helps them establish contacts with their client base whilst providing a good networking platform.



 Karishma Khanna & Harshal Ashar from Berlin



**Jatinder Taneja**  
Managing Director  
Travel Spirit International

“ I had a couple of interesting meetings and successfully renewed my contracts with old people. With the new business, I don't think any of the exhibitions are important for getting business. ITB Berlin is essentially a platform to meet your old partners whilst creating awareness for our brand, and most importantly to keep in touch with our old contacts. It is a very powerful networking tool. ”



**Sowmya Rao Vijaymohan**  
Partner  
RARE India

access to the European market. It's also a place where we can generate new business. ”

“ ITB surprisingly has been consistent through the years. This year too has been a good show. It's also not only about talking about your products but also getting familiarised about the updates. It's when you come here and meet a particular operation that you get to know that they have been selling X or Y property or they have changed their business. Meeting new operators is also key here. The exhibition gives us access to the European market. It's also a place where we can generate new business. ”



**Rajesh Kaushik**  
Vice President  
Trans India Holidays

“ We have had some fruitful meetings with existing buyers and met more buyers where we can explore the possibility of new beginnings. These solely depend on your connections and the number of appointments you get out of those. We do get a few walk-ins but mostly we come with pre-fixed meetings and these meetings need our time and attention; so it can't be over in just a matter of a few minutes. We need to start working on them way earlier. ”

“ This was our first year at ITB 2019. We recently started our inbound division and are happy to say that we are getting good response from overseas partners. Without appointments, these exhibitions cannot give any results. We need to improve on space allocation too. The Ministry of Tourism, Government of India, needs to strategise in the future about participation at such events. ITB is important for us but before visiting, the ministry should do some more publicity, both online and offline. They need to involve more tour operators. ”



**Sudhir Patil**  
Founder & Director  
Veena World

“ ITB is one of the most well-known travel exhibitions globally. It is a very important forum for us to showcase our property. Even if it doesn't generate any business, it definitely helps us to generate leads. Every year, we evaluate our presence in some of the most prestigious international exhibitions. Depending upon the response, we take a call on whether to come back next year. We had some quality meetings on the first day and towards the end of second day meetings had picked up, it was better and busier. ”



**Nikhil Kapur**  
Managing Director  
Atmantan Wellness Centre

“ ITB Berlin presented the latest products and trends of the global tourism industry. It was a great networking platform to foster stronger connections with our participating brands as well as a key relationship building opportunity with our potential clientele. The ITB Berlin Convention was also a key attraction that brought close to 400 leading speakers to discuss forward-looking trends in travel. Even in the age of digitalisation, conventions like these cannot replace the power of face-to-face conversations. ”



**Lubaina Sheerazi**  
Chief Operating Officer  
Blue Square Consultants

JA Manafaru

YOUR ULTIMATE ISLAND VACATION THIS SUMMER

Escape to an award-winning resort and create everlasting memories through an extensive list of leisure activities from scuba diving, fishing, parasailing, kitesurfing in the crystal-clear waters of the Indian Ocean to learning the techniques of Maldivian cuisine during a cooking class at our Chef's herb garden. Feast around our seven world-class restaurants, and reconnect with your senses at our exotic spa and wellness facilities.

Special summer offer includes:

Complimentary upgrade from Beach Bungalow to Sunrise Water Villa  
Complimentary upgrade from Sunrise Water Villa to Sunset Water Villa  
Both upgrades are subject to availability at the moment of booking  
Travel period: From 1st May till 30th September 2019

For bookings and more information please contact your preferred partner or [reservations.manafaru@jaresorts.com](mailto:reservations.manafaru@jaresorts.com)  
Offer valid for bookings on HB, FB and All Inclusive\*

jaresortshotels.com

/Manafaru

@JAManafaru\_Maldives

LEGEND  
Preferred  
HOTELS & RESORTS

MANAFARU  
MALDIVES



# Choose from 1500+ itineraries



TT Bureau

CruiseBay is India's first cruises-only company founded 10 years ago, claimed the company's CEO, **Nikhil Thakurdas**. Sharing further details, he said, "CruiseBay is essentially a B2C platform where we allow people or visi-

As cruising in India is still at its nascent stage, CruiseBay is committed to grow the market in the country. The company also works closely with Cruise Professionals for joint marketing initiatives as well as bookings for certain cruise brands.

tors on our website to research cruise options from over 35 cruise companies. We feature over 1,500 itineraries on the website as part of completing 10 years. We have also recently launched a mobile-friendly website. We may look at signing on three to four more franchise partners this year to grow the business."

Sharing how they are closely working with Cruise Professionals for joint marketing, Thakurdas revealed, "Coincidentally, Cruise Professionals and we have completed 10 years simultaneously a few months ago. Our association dates back to a time when we founded our respec-

tive companies. As Cruise Professionals represents big cruise brands in India like Princess Cruises, Cunard Cruises, P&O Cruises; we work closely with its team for all our bookings for these brands along with some joint marketing initiatives. As a pure B2C company, I believe that Cruise Professionals sees value in

on a joint marketing or a joint promotional level. This year, we are doing a joint digital marketing campaign for two brands—Princess Cruises and Hurtigruten."

With Jalesh Cruises set to become a game changer, Thakurdas said, "We've done a fair amount of business with

to see how this new product by Zen Cruises performs. The Indian cruise market is an extremely new avenue, and we are here to grow its sphere."

Despite lamenting about the current scenario of the growth of cruising in India, he is hopeful about the rising number in the future. "Only 175,000 out of 16 or 20 million people who travel abroad take a cruise which means that not even one per cent of travellers are choosing cruises. Thus, it's a huge upside in terms of being able to sell cruises to our clientele. The market looks promising in the future. If the 1 per cent becomes 3 per cent, the numbers will increase from 175,000 to 500,000 people. That should happen in the next year too as Indians are big spenders. The popular destinations for cruises

include the Far East, Mediterranean, Alaska and Scandinavia. Scandinavia has picked up dramatically in the last couple of years because travellers now want to explore the Baltic in the summer. Earlier, the skew was entirely towards Mediterranean, but now we are witnessing an equal split between Scandinavia and the Mediterranean," he explained. ➔

**“If the 1 per cent becomes 3 per cent, the numbers will increase from 175,000 to 500,000 people. That should happen in the next year too as Indians are big spenders. The market looks promising in the future”**

working with us to reach out to a wide base of consumers. The partnership has worked well because almost every year we do something together

Costa Cruises' India product which sails from December to March. We see a lot of potential in the domestic cruise product to grow and we are excited



THINK



Nikhil Thakurdas  
Chief Executive Officer  
CruiseBay

## Celebration over cocktails

Tirun Travel Marketing recently organised a networking event at Tote on the Turf in Mumbai for the Mumbai travel fraternity. Present on the occasion were its CEO, **Ratna Chadha** and COO, **Varun Chadha** along with celebrity Chef Ranveer Brar.





# IndiGo strengthens base

IndiGo has temporarily added approximately 20 new departures each from Mumbai and Delhi in a phased manner from April 15, 2019 for summers.



TT Bureau

IndiGo has announced six new routes, out of which four will be serving Ude Desh ka Aam Nagrik (UDAN) RCS scheme, starting June 22, 2019. The airline has also announced new non-stop daily flights from Mumbai to Jeddah and Abu Dhabi from June 5. From July 5, IndiGo will also be set to fly to Dammam daily from Mumbai.

Sharing the details, **William Boulter**, Chief Commercial Officer, IndiGo said "As major cultural and commercial centres in the UAE, Jeddah and Dammam are critical markets for strengthening our presence in the Middle East. Mumbai is the commercial hub of India and we see great potential connecting the Middle East with this city. With the addition of these new international flights and enhanced domestic



**William Boulter**  
Chief Commercial Officer  
IndiGo

to provide flexibility of choice to our customers as IndiGo continues to offer on-time, affordable, courteous and hassle-free flying experience consistently."

The UDAN routes include Kolkata-Allahabad, Allahabad-Kolkata, Raipur-Allahabad, Allahabad-Raipur. On the other hand, the airline launched new flights between Kolkata, Allahabad, Raipur and Jabalpur, while developing regional hubs

“As major cultural and commercial centres in the UAE, Jeddah and Dammam are critical markets for strengthening our presence in the Middle East”

frequency, we are committed to expanding our network to meet the requirements of both business and leisure travellers. It is our constant endeavour

at Allahabad and Kolkata. The routes will be serviced by an ATR aircraft and boost IndiGo's connectivity in Tier-II cities with fares starting from ₹1,999. ✈️

# Hahn Air adds 10 partners

Celebrating a successful first quarter, Hahn Air has integrated 10 carriers into its global network of more than 350 air, rail and shuttle partners, so far.



TT Bureau

Among the new partnerships, two are new interline agreements. The flights of the Thai low-cost airline Nok Air (DD) and of Precision Air (PW) from Tanzania can now be issued on the insolvency-safe HR-169 ticket. Travel agents can find and book their flights under the airlines' own two-letter-codes in selected GDSs even in markets where the carriers are not members of the local payment systems (BSPs).



**Rahim Virmani**  
Regional Vice President—Airline  
Business Group, Hahn Air Lines

100,000 travel agents in 190 markets can book their flights and issue them on the HR-169 ticket.

**Rahim Virmani**, Regional Vice President—Airline Business Group, Hahn Air Lines said, "Airlines without a GDS presence benefit from global distribution solution H1-Air via one of our companies Hahn Air Systems. They can outsource their complete indirect distribution to us and can enter all major GDSs immediately. We are pleased that more partners opt for a dual partnership with the Hahn Air Group, which means they are combining an interline agreement with our H1-Air product."

Four existing partners extended their cooperation with Hahn Air by entering into a dual partnership with the leading provider of distribution services. ✈️



In addition, eight new carriers joined the network of H1-Air partners of the global consolidation service Hahn Air Systems. On behalf of the President Travel and Tours, four Nepalese carriers are now using the H1-Air product

— Buddha Air, Himalaya Airlines, Shree Airlines and Yeti Airlines. Moreover, AB Aviation from the Comoros Islands, Flair Airlines from Canada, Skyway CR from Costa Rica and Germania Flug from Switzerland opted for the H1-Air solution. As a result, all eight carriers are now available under the designator H1 in all major GDSs. Over



## 80 additional airlines in your GDS!

➔ Find more flight options with H1-Air

### Your benefits:

- flights of airlines that are normally not available in your GDS
- easy ticketing with the standard GDS ticketing process
- Securtix® insolvency-insurance automatically included

Simply select the designator H1 and issue the ticket on the insolvency-safe HR-169 document.

To see all partners, visit [www.hahnair.com](http://www.hahnair.com)



**Local contact** Email: [serviceindia@hahnair.com](mailto:serviceindia@hahnair.com) (daily) Toll-free India: 1-800-1021-169 (Mon-Fri)  
**Service Desk** Email: [service@hahnair.com](mailto:service@hahnair.com) Phone: +49-6103-7331-200



## Explore Europe in 'low season'

Travelling to Europe in summers is being challenged by Globus with its 'Escapes by Globus' for low season with travel starting at \$699 for 2019-20.



TT Bureau

'Escapes by Globus' is a compilation of best itineraries offered during the low season travel. Escapes showcases vacations to destinations which are attractive even during the winter months from October to April. Travelers can now visit the must-see landmarks and experience the culture without the crowds—and even better—without the high-season prices. Starting from as low as \$100 per person per day, these Escapes offer the trademark premium quality that Globus provides to all its travellers. Just like a regular Globus tour, an expert tour director escorts them around and indulges them in authentic destination experiences. The group comprises international travelling companions.

"Escapes by Globus is for the travellers who are looking



Vares Chopra  
Regional Director - South Asia and Middle East, Globus family of brands

experience the local culture," says Vares Chopra, Regional Director - South Asia and Middle East, Globus family of brands. "We are very excited with the selection of new tours for the 2019-20 season, with such great itineraries we envisage an even greater success of the Escapes by Globus for this year," he said.

For 2019-20, new vacations have been introduced for Italy, Scotland, Spain and the

“With such great itineraries for 2019-20, we envisage an even greater success of the Escapes by Globus for this year”

to explore Europe hotspots without the high price tag and deluge of summer tourists. Besides travellers paying less for their Globus tour, with far less tourists about there will be plenty of opportunities to

much-awaited vacation to Egypt. Travel agents will be spoilt for choice when offering winter vacations on Escapes by Globus to their clients and can capitalise on getting more business during the dull season. 🇮🇳

## Of network & negotiation

Danielle Curtis, Exhibition Director—ME, ATM, speaks on how innovative technologies have revolutionised the travel, tourism and hospitality sector.



TT Bureau

**Q**What is new at Arabian Travel Market (ATM) this year?

Cutting-edge technology and innovation will be adopted as the show theme and launched as a platform to inspire the travel and hospitality industry about the next generation of technology whilst bringing together senior travel executives to conduct business with innovative tech providers.

Launching this year will be the inaugural Arabian Travel Week from April 27 – May 1, an umbrella brand which comprises four co-located shows: ATM 2019; CONNECT Middle East, India and Africa – a new route development forum, ILTM Arabia and new consumer-led event – ATM Holiday Shopper. Arabian Travel Week will take place at the Dubai World Trade Centre. This year's edition is expected to bring together



Danielle Curtis  
Exhibition Director—ME Arabian Travel Market

almost 40,000 travel professionals representing over 150 country pavilions showcasing over 2,800 products and destinations from around the world.

**Q**Are there any new countries or exhibitors this year?

ATM 2019 will welcome more than 100 new exhibitors including Expo 2020 Dubai, flynas, Belarus National

Tourism Agency, Moscow Committee for Tourism and Montenegro National Tourism Organisation, South Africa Tourism Bureau and Zimbabwe Tourism Authority.

**Q**This year has some interesting seminars lined up. Could you share more details about them?

Debuting this year is Arabia China Tourism Forum on April 28. With China set to account for a quarter of international tourism by 2030, an expert panel will discuss how destinations around the world can capitalise on this growth. The forum will also include a 30-minute networking session with over 80 Chinese buyers. Another debutant this year is ATM Hotel Industry Summit which will host various expert panels to provide an insight on the latest hotel developments shaping the future of the hospitality sector. 🇮🇳

# Casino nights & cruises in Mumbai

The Travel Agents Association of India (TAAI) Western Region along with Travel Agents Federation of India (TAFI) recently hosted a special evening of cocktails and dinner in Mumbai to give their members an opportunity to mingle with the region's committee and other members. The attendees enjoyed the special casino night theme that was interspersed with presentations by Qantas and Jalesh Cruises made by Guideline Travels.





# IATO works with state govt

The association is now part of the government think tank that deliberates on showcasing Maharashtra as a destination for tourism, art, culture and entertainment.



Hazel Jain

Ever since she has taken over the position, **Vasuki Sundaram**, Chairman (Maharashtra Chapter), Indian Association of Tour Operators (IATO) has been immersed in activating the association's regional arm. She is now part of the government think tank that was formed by Vijay Kumar Gautam (IAS), Former Principal Secretary—Tourism, Government of Maharashtra. Vinita Vaid Singhal has since been named as the state's new Tourism Secretary.

Speaking about the think tank, Sundaram says, "Stakeholders from various segments of the industry are part of this. We have people from the Federation of Hotel & Restaurant Associations of India (FHRAI), from Bollywood and various



**Vasuki Sundaram**  
Chairman (Maharashtra Chapter), Indian Association of Tour Operators (IATO)

production houses, from the tourism industry, artists, etc. It is necessary to have representation from different segments to get a wider perspective. We deliberate on how to showcase Maharashtra and Mumbai to the rest of the country and the world. We have been talking about opening up all recreation centres. In fact, we recently had a show where all the gardens were

opened and about 100-plus artists had performed on a Sunday. So they are trying to have a single-window license wherein people can access and perform in various spots."

This, she said, will ensure greater footfalls into Mumbai with visitors enjoying live entertainment. IATO's Maharashtra chapter is also working on



pushing cruise tourism and taking stock of the development of the new cruise terminal. 🐦

# Ladakh creates buzz in Delhi

Representatives from various tourism bodies discussed how they can ensure sustainable tourism in Ladakh at Ladakh Travel Meet held recently in Delhi.



TT Bureau

The Ladakh Travel Meet was attended by 70 delegates including tour operators, members and government officials. **Tsetan Angchuk**, President, All Ladakh Tour Operators Association of India (ALTOI) said, "The purpose of this event is to give an overview of the development, sustainable tourism, and all the facilities and infrastructure in Ladakh over the decade. We also want to promote Ladakh's adventure and culture. We invited 40 agents and 30 officials that included our own members and government officials from J&K Tourism."

With almost 110 peaks, most of which are bordering China or Pakistan, Ladakh is a great opportunity for adventure lovers, Angchuk informed. "The Ministry of Home Affairs



**Tsetan Angchuk**  
President, All Ladakh Tour Operators Association of India

(MHA) has opened nine routes among which five are cultural routes for jeep safari and four are new adventure trekking routes. The inner line permit to places like Nubra Valley, Pangong Lake, Samori Lake and Aryan Valley has been extended to 15 days from the earlier seven days," he said.

The connectivity to Ladakh has been enhanced to further

boost numbers to the destination. "As Ladakh airport is maintained by the Indian Air Force (IAF), there are some restrictions during military exercises. Indian Air Force has given us two extra bases so that the maximum number of flights can be accommodated. Currently, we have about 14 to 15 flights operating directly from Delhi, Mumbai and Chandigarh," said Angchuk.

Ladakh is cut-off from the rest of the world for six months during winters. "In the six months of summer, tourists can visit through Leh-Manali from the Srinagar highway. The roads are better now and the travel time has reduced by three to four hours. We have 16,000-17,000 bed capacity of hotels in Leh alone," he concluded. 🐦

# IAAI welcomes Maha team

With the new team in place for its Maharashtra chapter, IAAI has also announced new plans including formation of a women's cell.



TT Bureau

The IATA Agents Association of India (IAAI) welcomed its new committee members for its Maharashtra chapter in Mumbai recently. Presided over by **Biji Eapen**, National President, IAAI, the team conducted its Annual General Meeting followed by a networking evening. Eapen said, "The previous Maharashtra Committee headed by Chetan Gandhi and Siddharth Shah couldn't get enough time to actively take forward IAAI matters due lack of time and support. So, an extraordinary AGM was called on December 29, 2018 to form an ad-hoc committee to take up the responsibility and nominated a new committee headed by **Manish Syngal**, Director, Dimaz Aviation."

The members unanimously accepted the new team for the Maharashtra chapter which comprises Manish Syngal of Dimaz Aviation as President,



**Manish Syngal**  
Director  
Dimaz Aviation

**Rajesh Acharya** of Balaji Travels as Vice President, **RT Iyer** of Farsak Travels as Secretary and **Sarosh Parakh** of Aero Agencies as Treasurer. The Managing Committee members include Arvind Tandon, Ark Travels, Rosita Haribal of Travel Forte, Neelu Bhat of Welcome Travels, Chetan Gandhi of Travel 360 Tours & Travels and Siddhartha Shah of Primark Travel House.

**Commercialising i-Top** Eapen informed the members

that during the National Managing Committee meet in March 2019, it was decided to commercialise the i-Top project so that all the members who are also the stakeholders in this project will get their respective share. "We are in the process of formulating a strategy. Many products are already integrated in the i-Top platform and we need a dedicated team to work for its promotion and marketing. i-Top offers three different platforms — ticketing through GDS, access to OTAs and consolidators pricing and NDC via internet," he said.

**IAAI Women's Cell** Eapen also announced the formation of an 'IAAI Women's Cell' to be headed by Aruna Shetty, Director, IAAI and requested her to co-opt members from all other states to form an official committee before June 2019. 🐦

## The reason why our tribal tours are so expansive

Because not every day you live such infinite enduring moments!

As you step away from your daily, mundane grind, you will discover a world that you really know exists. Away from the hustle bustle of the cities and modernity, lies a world that rarely has been influenced by the materialistic fervor. A world where the ancient Indian tribes like Saura, Konah, Bonda, Paraja etc continue to thrive.

What surely will catch your attention as you enter these hamlets is the bonhomie that is shared with the nature. Whether it's the food habits or ancient forms of dance or the attire, most are inspired by the Mother Nature. As you continue to explore, you may end up getting goose bumps while walking through the weekly market places in their most colorful avatar with variety of tribal products on offer or looking at the village crafts in the most ancient forms.

For an exhilarating and overwhelming experience, book your package today!

★ Customized Package also Available

**DURATION: 13 NIGHTS / 14 DAYS**  
PLACES COVERED: Bhubaneswar-Puri-Konark-Chilika  
Gopalpur-Raygada-Jepore-Jagdalpur-Kanker-Raipur

Ph: 0674-2536227 | M: 09338091727 / 09337115780  
E: info@swosti.com | W: swostiindia.com, swostitravels.com  
103, Janpath, Unit-81, Bhubaneswar-751001, Odisha  
Offices: Bhubaneswar - Kolkata - Gowhaty - Jaipur - New Delhi

swostitravel swostitravel ASTA PATA



# Seminal year for New York City

Outlining the newest developments, openings, events and destination highlights, **Fred Dixon**, President & CEO, NYC & Company tells us why 2019 will be a monumental year for New York City.



Manas Dwivedi

On its recent visit to India, NYC & Company, New York City's official destination marketing organisation, presented a new global initiative—'2019: A Monumental Year'—spotlighting several iconic openings and developments debuting in the city along with a historic anniversary that will make New York a must-visit destination this year. The NYC team promoted new developments, attractions and hotel openings across eight key cities in India through one-on-one meetings and workshops.

"It is a particularly exciting time in New York City with unprecedented developments in terms of attractions and hotel openings. We want to encourage visitors to enjoy these brand-new attractions



NYC & Company visits Mumbai and Delhi

and plan ahead for what is regarded as a seminal year for New York City," said **Fred Dixon**, President & CEO, NYC & Company.

The number of visitors to New York from India increased approximately by 6.8 per cent in 2018 as compared to last year.

The city welcomed a record 65.2 million global visitors in 2018 holding its position in being the number one US destination for international visitation, visitor spending and economic impact.

Some of the major new large-scale developments

opening in New York City in 2019 include Hudson Yards on Manhattan's far west side—the largest private real estate development in the history of the United States; The Shed, a multi-arts centre dedicated to global displays of visual art, design, media; and Vessel, a climbable urban

landmark created by British designer Thomas Heatherwick.

"2019 will also see the opening of the new Statue of Liberty Museum, which is expected to debut in May along with the opening of the TWA Hotel at JFK Airport in Queens. Additionally, the Mu-

Equinox will also open its first hotel within Hudson Yards," informed Dixon.

In June 2019, New York City will also welcome WorldPride, the first time the event will be held in the United States with three million expected over the 30-day event (majority of the events will be held from

The number of visitors to New York from India increased approximately by 6.8 per cent in 2018 as compared to last year

seum of Modern Art (MoMA) is undergoing renovation and expansion that will increase gallery space by 30 per cent and enhance public spaces. The first phase of renovations is now complete and the next phase will be completed later this year. Fitness brand

June 25 to 30). The LGBTQ celebration coincides with the historic 50<sup>th</sup> anniversary of Stonewall Uprising. Talking about hotel development in the city, Dixon said that the company is expected to raise rooms' inventory to 136,000 by the end of 2021. 📌

## Get the island experience



Atout France organised a three-city workshop for Reunion Island and its tourism suppliers in Delhi, Mumbai and Chennai to develop close synergies with the Indian market and augment Indian visitor arrivals to the island. A delegation of seven suppliers showcased the island's tourism offers to members of the trade in the cities. An informative presentation on the island followed by meetings with suppliers led to an in-depth understanding of the destination.

## Luring business travellers

Effotel Hotel by Sayaji, Gurugram does not fail to impress guests with its efforts to create unforgettable experiences.



TT Bureau

Situated right opposite a newly-opened mall, Effotel Gurugram by Sayaji has the distinction of being located near the metro station, hospital, eating joints and amusement park, all at a walking distance. Adding another feather in its crown, **Abhishek Narain**, General Manager, Effotel Hotel by Sayaji, Gurugram informs that the hotel has been completely refurbished recently.

"We are looking to target weddings and corporate events at the hotel. The competition is never ending with the growing number of hotels in the NCR region, but with a zeal to fight it with our past, present and future connections, we are looking to do better than our competitors," said Narain.

The hotel is looking to attract business travellers essentially.



**Abhishek Narain**  
General Manager  
Effotel Hotel by Sayaji

"We want to promote ourselves among the corporates and the travel agents with an approach to focus on MICE events. We are also looking forward to welcome the niche clientele including expats along with our regular F&B clients," he mentioned.

Besides providing accommodation with 50 spacious rooms, the hotel is equipped with facilities and services to host weddings, events,

seminars, meetings and conferences at the refurbished banquet space with a total capacity of 250 pax along with a 200 sq ft board room.

Talking about the hotel's current marketing and promotional plans, Narain said that he wants to make the hotel visible online. "We would like to plan in a way that our hotel is easily searchable online; we would do remarketing time and again with an appropriate budget for promotion. We want to target the right audience for which we are looking to introduce incentives, memberships and customer loyalty programmes. Most important would be to market the location," he added.

The Indian hospitality industry boomed at one point of time but Narain believes that the government's tax policies for hotels, among others, have been a roadblock to growth. 📌



# Relevance of trade shows

Underlining the worth of international travel trade shows like ITB Berlin, WTM London and ATM Dubai, winners of India Travel Awards and India MiCE Awards explain why these platforms are important for their business.



**Fastest Growing Luxury Travel Agency**  
**T3: Takeoff-Transit-Travel**

“According to Dhruv Somaiya, Director, T3: Takeoff-Transit-Travel, it is crucial to attend major travel trade shows like WTM, ITB, ATM, among others owing to the kind of recognition and acknowledgment they get for their hard work. “Our company, T3 will soon be coming with a very exciting range of products and shall also be spreading nationwide by the first quarter of 2019. We are following a distributor model that will be a major opportunity for us,” he said about his plans.”



**Best Destination Management Company- Domestic**  
**Mountain Edge Tours & Holidays**

“Prakash Kumar Raj, Director, Mountain Edge Tours & Holidays feels that major trade shows hold a great relevance to the industry where travel suppliers and agencies get the opportunity to interact under a single roof. “These shows are the biggest sources for getting current updates about the industry from across the globe. It is also an important forum for us to showcase our products to buyers from all over the world in just three days,” he said.”



**Best Business Car Rental Company**  
**Niljyoti Travel Agency**

“For Sanjib Acharjee, Proprietor, Niljyoti Travel Agency, shows like WTM and other major international trade events have helped his business grow in his state. “Travel trade shows like WTM are very useful for my business. After getting the travel trade award, the numbers of tourists are increasing day by day, who love visiting our state, Tripura. Most of them are bestowing their trust on us and are choosing our company as their travel partner.”



**Best Luxury Camp**  
**The Ultimate Travelling Camp**

“Dhun Cordo, Co-Founder, TUTC, believes that travel trade shows like WTM and ITB are a vibrant global platform to exchange notes on travel, destinations and offerings with the best industry professionals. “It is a great platform to exhibit our offerings to the travel and tourism industry. On our business front, TUTC has opened bookings for Chamba Camp Thiksey and Chamba Camp Diskit in Ladakh. The mobile luxury camp will be operational from May 15 to October 10, 2019,” she said.”

## Indian agents explore new regions

The Indian trade delegation recently attended the two-day ‘Rendezvous en France 2019’ in Marseilles hosted by Atout France India and explored the potential of regions yet unfamiliar to the Indian travellers. The 32-member delegation included tour operators from Mumbai, Delhi, Ahmedabad, Chennai and Bengaluru who met with vendors from different regions.





EVENT TALK

Media Partners:



APRIL 2019

Asian Destinations Expo 2019	Cambodia	15
Incredible India roadshow	Sydney	15
COTTM	Beijing	15-17
Incredible India roadshow	Melbourne	16
KITF	Almaty	17-19
Asian Destinations Expo 2019	Laos	17-19
Incredible India roadshow	Auckland	18
Asian Destinations Expo 2019	Vietnam	21-24
Asian Destinations Expo 2019	Thailand	26-29
Indian Golf and Turf Expo	Delhi	26-27
Great Indian Travel Bazaar (GITB)	Jaipur	28-30
ILTM Arabia	Dubai	28-29
Arabian Travel Market	Dubai	28-May1

MAY 2019

Azerbaijan Tourism Roadshow	Bengaluru	6
Africa's Travel Indaba	Durban	6-9
Azerbaijan Tourism Roadshow	Mumbai	8
PATA Annual Summit 2019	Cebu, Philippines	9-12
Azerbaijan Tourism Roadshow	Delhi	10
Germany Travel Mart	Wiesbaden	12-14
ILTM Latin America	Sao Paulo	14-17
ITB China	Shanghai	15-17
IMEX	Frankfurt	21-23
ILTM Asia Pacific	Singapore	27-30
India Travel Awards- South	Chennai	27
Oman Tourism Roadshow	Bengaluru	27
Oman Tourism Roadshow	Pune	29
IBTM Americas	Mexico City	29-30
Oman Tourism Roadshow	Mumbai	31

JUNE 2019

75th IATA Annual General Meeting	Seoul, South Korea	1-3
Best of Australia roadshow	Pune	4
Best of Australia roadshow	Ahmedabad	5
Dubai MICE Workshop	Hyderabad	10
Dubai MICE Workshop	Chennai	11
Dubai MICE Workshop	Bengaluru	13
Dubai MICE Workshop	Kolkata	14
Beijing International Tourism Expo 2019	Beijing	18-20
Asian Destinations Expo 2019	Malaysia	21-24
Asian Destinations Expo 2019	Singapore	26-29

JULY 2019

Asian Destinations Expo 2019	Indonesia	2-5
International Conference on Tourism and Hospitality (ICTH)	Singapore	4-5
TTF	Hyderabad	5-6
Kiwi Link India 2019	Mumbai	8-9
Kiwi Link India 2019	Kolkata	11
Kiwi Link India 2019	Delhi	12
Travel Wedding Show	Mumbai	13-14
MICE INDIA and Luxury Travel congress	Delhi	17-18

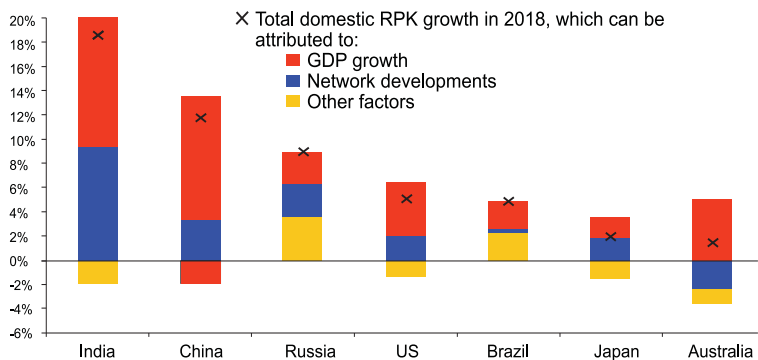
For more information, contact us at: [talk@ddppl.com](mailto:talk@ddppl.com)

## 20% growth in new air routes

The growth of more than 20 per cent in the number of new routes in India provided a sizeable boost to passenger demand in the market, according to a latest report by International Air Transport Association (IATA).

### New airport pairs connections propel India growth to 1st place

% year-on-year (2018 calendar year)



Although the combination of GDP and network developments explain more than three quarters of the variation in domestic revenue passenger kilometers (RPK) growth rates over time, other factors such as tourism attractiveness, availability of travel alternatives, trade flows and demographics account for the residual growth in traffic in the country.

The surging number of international flyers is drawing airlines to new air routes in India.

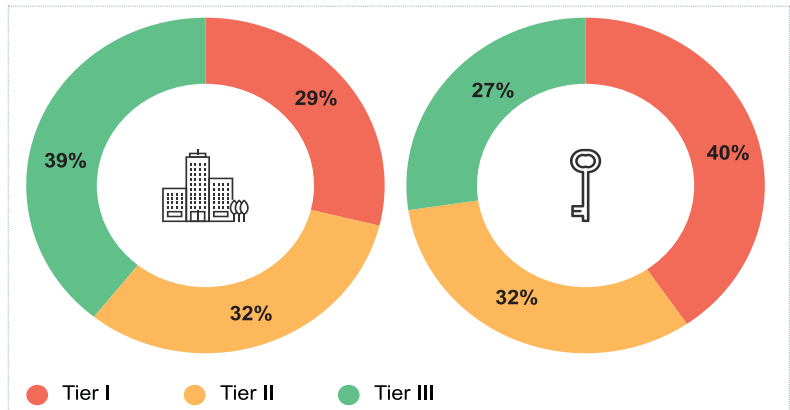
The increase in international air traffic from India and a focus on business and leisure travellers has prompted not only foreign airlines such as Air Italy and NokScoot to launch new routes to destinations in the country but has also got several Indian carriers including Jet Airways and IndiGo to start operations on foreign routes.

Sources: IATA Economics, IMF, SRS Analyser

## 1/3 hotel signings from Tier-III

Rapid urbanisation in India is increasingly making Tier-III markets more relevant in the eyes of the hotel brands, according to a 'India Hospitality Industry Review' report by HVS ANAROCK.

### Brand Singings: Tier Classification



Nearly a third of new hotel signings emerge from these markets despite hotels being much smaller than those located in Tier-I markets. This is also happening on account of newer hotel management companies setting shop as also the smaller ones looking to grow rapidly through franchise or management agreement of smaller stand-alone hotels in Tier II, III cities.

Source: Source: HVS Research

## Medical tourism to flourish

Medical tourism in India by international travellers is expected to grow to USD13.3 bn by 2022, according to a report published by KPMG India and Google.

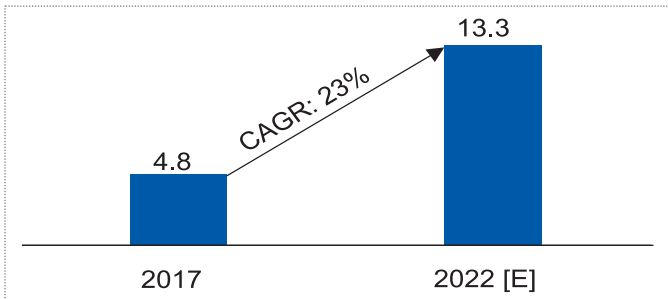
About 1.5 million medical tourists are expected to visit the country in 2022. The medical tourism market in India has grown rapidly over the past decade with India becoming one of the largest global medical tourism hubs.

Growth has been driven by a rise in international awareness of India's affordable healthcare, qualified healthcare professional base, coupled with investment into healthcare infrastructure and privately funded healthcare.

Source: Source: HVS Research

### Opportunity assessment for Indian players from medical tourists

Medical Tourism market in India (USD bn) [106]







## एसवीयू : ट्रेवल & वेकेशंस SBU: Travel & Vacations

निश्चित अवधि के आधार पर वेकेशंस व्यवसाय में नियुक्तियां  
Positions on Fixed Term Contract Basis in the  
Vacations Business

उप प्रबंधक / प्रबंधक - एफआईटी उत्पाद  
और संचालन  
Deputy Manager / Manager - FIT Products  
& Operations

1 पद - मुंबई  
1 position in Mumbai

को-ऑर्डिनेटर / सीनियर को-ऑर्डिनेटर  
(प्रचालन) - यूरोप

Co-ordinator / Sr. Co-ordinator  
(Operations) - Europe

1 पद - मुंबई  
1 Position in Mumbai

को-ऑर्डिनेटर / सीनियर को-ऑर्डिनेटर  
(टिकटिंग और एयरलाइन कांट्रैक्टिंग)

Co-ordinator / Sr. Co-ordinator  
(Ticketing and Airline Contracting)

1 पद - मुंबई  
1 Position in Mumbai

कनिष्ठ अधिकारी (ट्रेवल)  
Junior Officer (Travel)

2 पद - हैदराबाद और चेन्नई में  
2 positions - one each in Hyderabad and Chennai

कनिष्ठ अधिकारी (वीज़ा)  
Junior Officer (VISA)

1 पद - दिल्ली  
1 Position in Delhi

अधिक जानकारी एवं आवेदन करने हेतु कृपया  
<http://www.balmerlawrie.com/pages/currentopening>  
पर लॉग-ऑन करें।

आवेदन जमा करने की अंतिम तिथि:  
30 अप्रैल, 2019

For details & to apply, log-on to Careers at  
<http://www.balmerlawrie.com/pages/currentopening>

Last date for submission of Applications:  
30<sup>th</sup> April, 2019



बामर लॉरी एण्ड कं. लिमिटेड  
(बामर लॉरी एण्ड कं. लिमिटेड)  
Balmer Lawrie & Co. Ltd.  
(A Government of India Enterprise)  
(A Mini Ratna - I PSE)

पंजीकृत कार्यालय 21, एन. एस. रोड, कोलकाता - 700001  
Regd. Office: 21, N. S. Road, Kolkata - 700001  
सीआईएन/CIN: L15492WB1924GOI004835  
वेबसाइट/Website: [www.balmerlawrie.com](http://www.balmerlawrie.com)  
फोन/Phone: 011-46412240  
ईमेल/Email: [nr.admin@balmerlawrie.com](mailto:nr.admin@balmerlawrie.com)



## Marketing Executive Virgin Atlantic

Experience & Qualifications required: Basic  
Graduation/Masters in Communication; Minimum  
3 years of experience; Must have relevant  
experience in Marketing

### Job description

- Implement digital marketing campaigns that successfully deliver ROI for the business and ensure that all marketing activities are on-brand
- Responsible for planning and executing B2B events and promotions for travel agents on a regular basis
- Collateral & asset development and updating web content on a regular basis
- Manage public relations activities with key stakeholders
- Establishing relations and liaising with teams in HQ
- Responsible for financial reporting on marketing budget and producing monthly reports
- Implementation of on-ground events, ensuring optimum brand visibility
- Limited domestic and international travel for marketing events and meetings

## Business Analyst Virgin Atlantic

Experience: 4-6 years of experience in a similar capacity; Education: Graduate with educational background in Data Analysis, Market Research, Airline & Airport Economics, Forecasting and Research Methodology

### Job Description

- Business Analysis: Assists Business Unit Head/Reporting Manager in developing tactical and strategic product, services and/or programs to support the business unit's goals
- Analysing the business unit's activities and trends and comparing analyses against the service standards and best practices.
- Market Research: Conducts and coordinates financial, product, market, operational, and related research to support strategic and business planning for the BU.
- Reports/Presentations/Data Interpretation: Interprets, evaluates, and interrelates research data, and develops integrated business analyses and projections for incorporation into strategic decision-making.
- Business Development: Identification of new business opportunities & ensure proper application of resources
- Framing & implementing Marketing Strategies to increase Market Share & Profitability
- Develop comprehensive Project Reports in response to Request for Proposal(RFP) received from potential (corporate) clients.

## Reservation & Ticketing Agent Virgin Atlantic

Experience & Qualification required:  
Graduate, having done a course in reservations & ticketing. Minimum 12 months of relevant experience with working knowledge of GDS, preferably Amadeus or Galileo.

### Job Description:

- Telephonic assistance to direct passengers as well as trade partners, i.e. CUGs, TAs, TMCs, OTAs etc.
- Telephonic Sales queries - new reservations
- Walk-in customer handling
- E-mail handling
- Counter handling, ticket issuance and re-issuance
- Preflight Audits
- Upper class support
- Flying Club assistance - miles and tier points

Please send your resume at:  
[sameer.duggal@fly.virgin.com](mailto:sameer.duggal@fly.virgin.com)

## THE ALLURE a boutique hotel

(A Unit of Clark International)



R-57, Greater Kailash, Part-1,  
New Delhi-110048 (INDIA)

T: +91-11-48184818

F: +91-11-48184800,

M: +91-9811023375

E: [info@theallurehotel.com](mailto:info@theallurehotel.com)

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

## A Boutique Hotel



Clark International  
NEW DELHI



Saraswati Marg, Karol Bagh,  
New Delhi-110005 (India)

T: +91-11-4500 5500

F: +91-11+2575 6551

E: [info@hotelclarkindia.com](mailto:info@hotelclarkindia.com)

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

24 Hours Reservation:  
+91-98110 23375



## Indian Association of Tour Operators

### Delhi

**Rahul Chakravarty** has joined Indian Association of Tour Operators (IATO) as its Chief Operating Officer. Prior to this, he was working with Federation of Indian commerce Chambers of Commerce and Industry (FICCI), heading the tourism division for the industry body for the last 15 years. In his new role, Chakravarty will be guided by the Executive Committee (EC) of IATO, put forth the views of IATO members and strive for service to IATO members and in turn to the industry. He started his career in 1985 with India Tourism Development Corporation (ITDC) where he worked for 19 years.



## ITC Hotels

### Delhi

**Anil Chadha** has been designated as Vice President—Operations, ITC Hotels Division. Chadha was responsible for the growth and expansion in the Southern region in both WelcomHotel and Luxury Collection brands. Along with operational excellence, his passion for F&B fructified in new brands for the chain and an award-winning array of restaurants in the South was launched under his watch. His exemplary leadership characterised by excellent people management and team building skills drives the ethical work culture that he inculcates.



## Four Points by Sheraton

### Navi Mumbai, Vashi

### Mumbai

Four Points by Sheraton Navi Mumbai, Vashi appointed **Stephen D'souza** as its General Manager. D'souza has been working in the hospitality business for more than 18 years. He has worked with major brands like The Oberoi Hotels, The Marriott Hotels and InterContinental Hotels. His passion for F&B operations has helped him bolster the opening of hotels over the years. In his current role, he will be responsible for providing guests an enriching experience at Four Points by Sheraton.



## Hyatt Place Hampi

### Hampi

Hyatt Place Hampi is pleased to announce the appointment of **Shalabh Verma** as the new General Manager of the hotel. With over two decades of experience in the industry, Verma will be responsible for the entire operations and will spearhead the growth and development of the hotel. A skilled revenue analyst and market strategist, his core expertise lies in delivering successful outcomes by empowering the teams and building efficient processes. Verma's past experience includes working with hotel brands like InterContinental and Leela. He is an alumnus of the Institute of Advanced Management with a BA in Hospitality.



## Indiana Hotels

### Mumbai

Indiana Hotels announced the appointment of **Sumit Shah** as its General Manager—Sales and Marketing. He brings with him an experience of more than 25 years in the hospitality industry. Shah will spearhead the sales and marketing of both the Jodhpur and Jaipur hotels based out of the corporate office in Mumbai. During his career, Shah has done both corporate and leisure sales, opened and operated regional offices as well as launched and repositioned hotels.



## The Westin Pune Koregaon Park

### Pune

The Westin Pune Koregaon Park welcomes **Abhay Singh** as Director of Operations. He will be responsible for heading and managing the hotel operations and maintaining high standards of guest satisfaction. An industry expert, Singh holds an experience of more than 10 years in hospitality industry converting strategic vision into measurable results at various hotels. Prior to joining Westin Pune, he served as Director of Food & Beverage at Westin Langkawi Resort & Spa and Langkawi International Convention Centre. He has completed his hotel management degree from Institute of Hotel Management Aurangabad.



## JW Marriott Hotel Bengaluru, Sheraton Grand Brigade Gateway & Renaissance Bengaluru Race Course Hotel

### Bengaluru

**Nikita Das** has been appointed as the Senior Cluster Marketing and Communication Head for Marriott International Bangalore Hotels. She started her career with Ogilvy & Mather in 2010. She then moved to DDB Mudra Communications as a Manager Brand Communications. In 2014, she joined Taj Palace Hotel, New Delhi and soon after was promoted as Director PR & Marketing for Taj's flagship hotel in New Delhi.



## UNIGLOBE Mod Travel

### Delhi

UNIGLOBE Mod Travel has appointed **Ankur Khurana** as its Chief Transformation Officer (CTO). During this role, Khurana will be responsible for helping the leadership advance the value creation agenda of the company in the face of the massive, rapid and multiple technology-driven transformations that are occurring today. He is a business transformation leader with over 18 years of experience as a visionary designing blueprints and roadmaps in the technology and travel domain. As a strategy expert, he has transformed and optimised various functions in the course of his professional career.



## Four Seasons Hotel Bengaluru

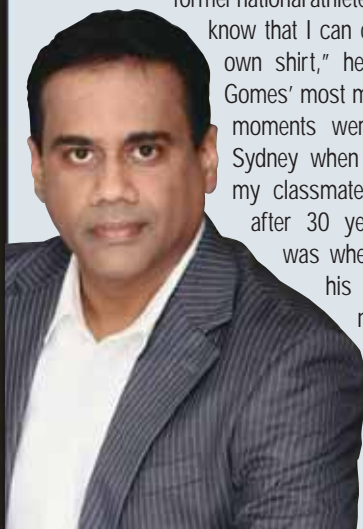
### Bengaluru

**Mahema Bhutia** has been appointed as Director of Marketing at Four Seasons Hotel Bengaluru. In her current role, she is responsible for overseeing the dynamic Sales & Marketing team during the pre-opening phase while positioning the hotel as a leading luxury destination in the Garden City. With over two decades of experience, Bhutia has aced five hotel pre-openings so far. She worked with The Leela Palaces Hotel and Resorts, ITC Hotels; Dusit Devarana New Delhi, Trail Blazer Tours, Thomas Cook France, Hyatt Regency Pune, Renaissance Hotel Mumbai, Oberoi Hotels and Resorts in the past.



## TALKing People

**Kishu Gomes**, Chairman, Sri Lanka Tourism Development Authority, likes to de-stress by sprinting followed by a body-toning workout. "Besides being a former national athlete, not many people know that I can cut and stitch my own shirt," he shared. Two of Gomes' most memorable holiday moments were a vacation in Sydney when he bumped into my classmate and best friend after 30 years and another was when he almost lost his second son at a night market in Malaysia.



Maldives is a favourite for **John Spence**, Founder & Chairman, Karma Group. "I also love the Greek Islands. I first went there when I was 18 years old. I used to sleep on the beach. Today, I don't have to do that because I have hotels there. How things change!" he expressed. Spence's style of travelling now is luxury and he tries his level best to provide to his guests too. He likes sea, food, and a relaxing environment.



**Ibrahim Hakki Guntay**, General Manager—Western & Southern India, Turkish Airlines travels a lot and likes watching movies on a flight. "One of my most memorable holiday moments was when I was travelling on a flight from Niger to Mali in a desert and reading 'The Little Prince' for the first time. Only the ones who have read the book will understand my sentiment," he said. Among his favourite holiday destinations in India is the Taj Mahal in Agra and its garden. Guntay has travelled to more than 30 countries but hasn't seen a city like Porto in Portugal, he confesses.







# A BUSINESS NETWORKING EVENT OF TIER II & III MARKETS

*An opportunity to talk  
to travel professionals directly  
who are in driving seat of their business.*

*Come & exhibit in GPS 2019 –2020 events  
across 12 cities and optimize  
your market reach.*

**Log on to [www.gps-india.com](http://www.gps-india.com) to register**

\*Event dates are subject to change.

GPS 2019	Hyderabad JUN 26-27	Ahmedabad JUL 03-04	Chandigarh JUL 17-18	Lucknow JUL 24-25	Kochi AUG 06-07	Kolkata AUG 21-22	Pune AUG 29-30	Nagpur T.B.A. 2020
ECO CONNECT 2019	Visakhapatnam T.B.A.	Guwahati T.B.A.	Indore T.B.A.	Jaipur T.B.A.	<i>Script your own growth story!</i>			

Call +91 9225248070, +91 9820224272 for details e : [harmandeep@gps-india.com](mailto:harmandeep@gps-india.com) | [madhu@gps-india.com](mailto:madhu@gps-india.com)





# Premium route for virgin atlantic

**David Hodges**, Country Manager—India, Virgin Atlantic, shares that the airline will be getting a new aircraft with an increased number of premium seats for customers on its Delhi-London route.



Nisha Verma

2019, claims **David Hodges**, Country Manager—India, Virgin Atlantic, is going to be an exciting year for the airline. "We are introducing a new A350 aircraft with an all new design that would be servicing our New York route. There will also be some exciting changes for Delhi. We are getting a new aircraft with a huge number of premium seats as well as a fully refurbished upper cabin. A new Business Class onboard the A330 is also coming to Delhi in the next few months," he shared.

Virgin Atlantic's partnership with Jet Airways turned out to be successful, especially for the Mumbai-London route on the Indian full-service carrier. "Delhi is performing very well; the year overall was also positive for us," Hodges said.

The airline is set to conduct interesting campaigns throughout the year. Hodges

## Enjoy new experiences onboard



**Juha Jarvinen**  
Executive Vice President –  
Commercial, Virgin Atlantic

We are now entering a new expansion phase with new aircraft joining the fleet whilst focusing on customer experience and widening our network. We are the first European airline to fly with Airbus A350-1000, the largest version of Airbus A350. We are working to bring new customer experience to our Upper Class, Premium Economy and Economy Class customers.

We have been in the Indian market for close to 20 years now. In 2020 we, will celebrate our 20<sup>th</sup> anniversary in the country. Currently, we fly daily to Delhi from London and get passengers from Mumbai through our partnership with Jet Airways.

This year is very special for us as we are celebrating the fifth anniversary of trans-atlantic partnership with Delta Air Lines on the cooperation on North Atlantic. We have also partnered with Air France- KLM to enhance our presence in Europe and subsequently in the Asian market. This year, we'll take the next step in our journey through an expanded joint venture with Delta, Air France and KLM and we're excited to bring our unrivalled service to even more customers.

films or the best Indian food or the local crew. Among the variety of aspects we're pushing in the Indian market, we are looking to increase our local crew on board from Delhi this year."

For the MICE segment, the airline wants to explore more. "We are an airline which doesn't have the highest

as there is a real opportunity in that cabin. In fact, we have witnessed the growth of conference facilities across Delhi, especially Aerocity, that is going to benefit the market immensely from an international perspective," he said.

Elaborating on sharing a cordial relationship with the travel trade, Hodges explained, "We want to make sure that it's a win-win situation where the travel trade is also very successful in this market. We've got some great partners and I think it's an exciting time for all of us in this sector."

Even students are a major segment for Virgin Atlantic, and currently

Hodges is reviewing the airline's student offer. ➔



**Alamo**

Rent a Car

*Great Vacations  
Begin With Alamo*

**Self Drive Across:**  
North America - Central America -  
South America - The Caribbean &  
Europe - Asia-Pacific & Middle East

**Europe**  
Starting from  
**EURO 47\***  
per day

**USA**  
Starting from  
**USD 47\***  
per day

\*Note: Rates are valid for minimum 7 days rental based on Economy segment car | Write us / contact us for highend / Suv's etc.

Inclusions: Basic protection plan | All taxes & VAT

GSA India: **STIC TRAVEL GROUP**

G-55, Ground Floor, Connaught Circus,  
Opp. Exit Gate of Palika Parking,  
New Delhi - 110001 || Ph: +91-11-46206600  
Contact No.: +91-9818272023  
Email: alamo.carrental@sticgroup.com

“We have on board an amazing customer proposition, which continues to be very popular, whether it is the Bollywood films or the best Indian food or the local crew”

further said, "Catering to the fundamentals of what really excites Indian passengers, we will continue to showcase what Virgin has to offer. We have on board an amazing customer proposition, which continues to be very popular, whether it is the Bollywood

capacity on the Delhi route; so we have certain limits on how much of MICE we can accommodate. However, this is something which we are looking to expand this year, particularly as we grow our premium capacity by 37 per cent from the summer season

**NOKSCOOT**

FLY DIRECT from

**Delhi to Bangkok**

with Boeing 777-200

More information, please contact ☎ +91 124 419 3085 ✉ Contact.India@NokScoot.com

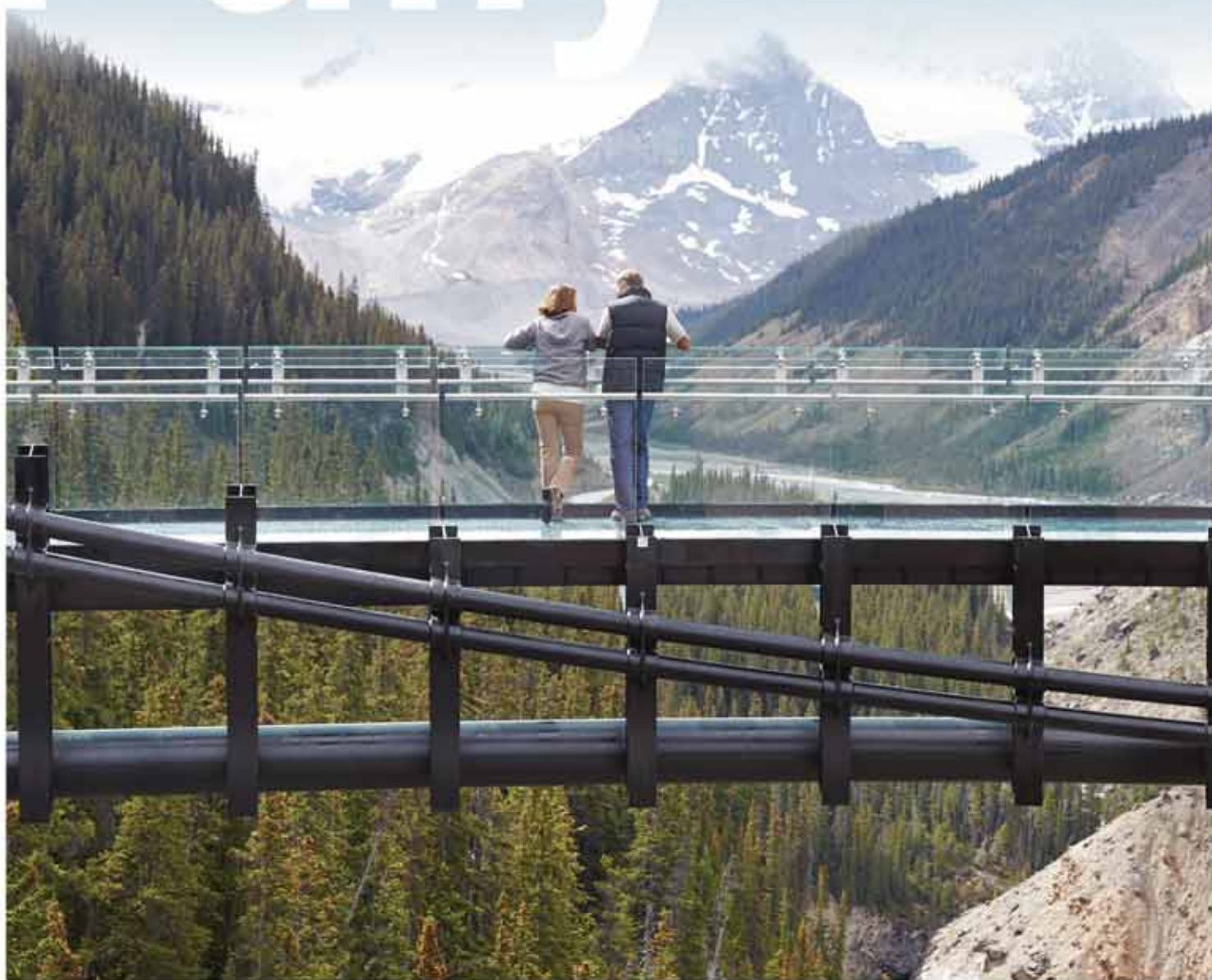
**NOKSCOOT.COM**



# Live Fully

APT

LUXURY TRAVEL



With landscapes this spectacular, you've just got to pause, breathe in the mountainous air, and take it all in. Get ready for the journey of a lifetime on one of our Canada & Alaska adventures, with just the right mix of wilderness and indulgent luxury.

**Rockies Explorer & Alaska Cruise: 19 days from AUD \$15,595\*pp twin share**

**All-inspiring. All taken care of. So you can Live Fully.**

To book your dream getaway, contact Mazda Travel - Exclusive GSA India:



**Mazda Travel Inc.**



**+91-22-6124 2900**



**+91-916 725 4215**



**india@mazdatravel.com**



\*Conditions apply. SEE: [aptouring.com.au/SpecialDeals](http://aptouring.com.au/SpecialDeals) for full conditions. Prices are per person (pp), AUD, twin share. Prices are correct as at 2 April 2019. Price based on UT198EVV: 31 August 2019.  
**ALL OFFERS:** Limited seats and offers on set departures are available and are subject to availability. **DEPOSITS:** A non-refundable deposit of \$3,000 pp is due within 7 days of booking. Australian Pacific Touring Pty Ltd. ABN 44 004 684 619. ATAS accreditation #A10825. APT190\_TT



HONG KONG  
**Disneyland**

MARVEL  
**IRON MAN**  
EXPERIENCE

MARVEL  
**ANT-MAN & WASP**  
NANO BATTLE!  
OPENING MARCH 31



## Enjoy a complete Marvel experience at Hong Kong Disneyland



Check out more on the world's first attraction featuring Ant-Man and The Wasp and download the latest sales materials of Hong Kong Disneyland Resort!

Hong Kong Disneyland Resort situated in the lush beauty of Lantau Island. You will embark on a journey through seven themed lands in the Park - Adventureland, Grizzly Gulch, Mystic Point, Toy Story Land, Fantasyland, Tomorrowland and Main Street, U.S.A. In March 2019, an all-new attraction – "Ant-Man and The Wasp: Nano Battle!" will be opening which is only available at the Hong Kong Disneyland Resort! Enjoy your magical vacation in Hong Kong Disneyland Hotel, Disney Explorers Lodge or Disney's Hollywood Hotel and having breakfast with your favorite Disney friends & 1-Day or 2-Day Park Admission Ticket. It is a friendly and safe oasis for families & Disney fans of all ages.

### Inclusions:

- ✓ 2 nights stay at Disney Themed Hotels with daily breakfast
- ✓ Transfers from HKIA – Hong Kong Disneyland – Hotels in Hong Kong or V.V.
- ✓ 2-Day Park Ticket

### Disney's Hollywood Hotel



From **US\$ 449** pp\*

### Disney Explorers Lodge



From **US\$ 499** pp\*

### Hong Kong Disneyland Hotel



From **US\$ 549** pp\*

**Remarks:** Rates are per person on TWN/DBL sharing basis, commissionable to agents. Rates are indicative prices valid for travel till 31<sup>st</sup> Jul 2019. Rates and offers are subject to change without prior notice & Subject to availability. No refund on any unutilized services. \*Terms & Conditions apply.



### OTTALA INTERNATIONAL PVT. LTD.

Mumbai (Head Office) : 022 6720 5000 | Ahmedabad : 079 2642 3001 | Bengaluru : 080 4152 9351 | Chennai : 044 4214 8280  
Coimbatore : 0422 435 0506 | Hyderabad : 040 4020 0301 | Indore : 0731 4911 373 | Kochi : 07593863900 | Kolkata : 033 2474 0347  
New Delhi : 011 4141 4242 | Pune : 020 4002 6960 | Chandigarh : 011 4141 4242 | Goa : 0832 2517 168 | Jaipur : 011 4141 4242  
Jalandhar : 0181 222 3512 | Nasik : 0253 231 0044 | Trivandrum : 07593863900



For more details  
visit [www.ottala.com](http://www.ottala.com)

The tours and travel services in this advertisement are offered by Ottala International Pvt. Ltd.

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