

# DOMESTIC + OUTBOUND



The 7th Edition of India's Most Popular  
B2B & B2C Industry Exhibition & Conference



US \$ Billion: International Tourism Receipts - 2018



**GOA**

14 - 16 JUNE 2020, Panaji  
Dr. SP Mukherjee AC Stadium



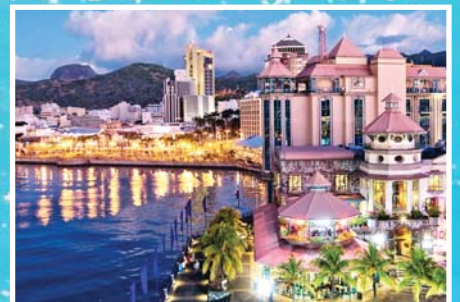
**MUMBAI**

3 - 5 DECEMBER 2020, Goregaon  
BEC, Nesco Complex



**MAURITIUS**

Contact for Foreign Events at  
Ebene & Other Venues Abroad



## INDIA'S MOST POPULAR EVENT

We are back with yet another mega show - The 7th edition of TRAVEL & TOURISM INDIA ( TTI ), co-located with OUTBOUND TOURISM INTERNATIONAL world expo & conference. An exclusive showcase guaranteed to draw thousands of your target-audience being both B2B - during morning & noon business visitor hours & B2C during evening general visitor hours. None covers Western & Southern India (Goa, Gujarat, Maharashtra, Karnataka, Tamil Nadu, Telengana, Andhra, Kerala, etc.) better than Trinity does having organized here events over last 20 years. We are doing our best to give the TT industry - one of its finest trade / industry shows. Thanks to government subsidies & sponsorships to give exhibitors - value for money with cost-effective rates.

## UNION TOURISM MINISTERS & MAURITIUS TOURISM MINISTER

We are grateful to Hon. Shri. Prahlad Singh Patel, Union Tourism Minister (IC), Government of India for his support and encouragement to TRAVEL & TOURISM INDIA and the co-located event OUTBOUND TOURISM INTERNATIONAL exhibitions and conferences. His predecessor Union Tourism Ministers - Hon. Shri KJ Alphons and Hon'ble Shripad Naik - have also been similarly supportive. Also seen in the picture below is then Mauritian Tourism Minister at our event inaugurated by then Mauritian President - Do get in touch for our next shows abroad.



के. जे. अल्फोंस  
K. J. ALPHONS



I am happy to note that Trinity Group, supported by the Chamber of Impex, Traditional & Integrated Health is organising a business to business trade fair - Travel and Tourism India focussing on domestic tourism and marketing India to the international tourism market.

I am given to understand that Indian industry market brands and leaders will exhibit innovative products, systems, machinery and equipments related to this sector, many of whom have multinational joint ventures. This mega event will also have under one roof experts from the industry, who will share knowledge and latest developments at seminars or workshops being held for the benefit of hundreds of business visitors.

I have also noted that Travel and Tourism India will contribute to making Indian goods and services more competitive in the international markets, thus contributing to generation of revenue , foreign exchange and employment, besides making made in India products cost effective and energy efficient.

I wish the exhibitors and delegates a fruitful interaction at the show, leading to increased tie-ups, business, information flow, skilled services, etc.



MINISTER OF STATE (IC) FOR TOURISM  
GOVERNMENT OF INDIA, NEW DELHI



## SPECIAL THANKS



President of Mauritius & CMD of Impex Chamber



Sri Lankan Minister & Kerala Health Minister



India's Minister Shripad & Celebrity Chef V Inamdar



Governor of Maharashtra & Impex Chamber Mg. Dir.



Maharashtra's Industries Minister inaugurating



## EXHIBITION HIGHLIGHTS

- Spread across 25,000 sq. ft. Area
- National & International Participation
- 200 + Corporate Buyers & HNIs Lounge
- Online Business Matchmaking & Promotion
- 400 + Hosted Buyers from 2 & 3 Tier Cities
- 3000 + Proposed Appointments & Major Travelers
- VIP Delegates & Foreign Buyers
- National & International Speakers
- Gala Awards & Networking Dinner
- Destination Promotion Workshops
- 3 Day Conference / Panel Discussions
- 150+ Wedding Planners & Event Managers

## VISITORS PROFILE

- 🌐 Business Travellers & Lifestyle Tourists
- 🌐 Corporate Travel Decision Makers, etc.
- 🌐 Leisure & Holiday Travellers (FIT / Groups)
- 🌐 Location planners from TV & Film Production
- 🌐 DMC, Tour Operators & Travel Agents
- 🌐 Travel Trade Investors & Professionals
- 🌐 Event Managers, Wedding Planners, etc.
- 🌐 Decision-makers for Joint-Ventures & Tie-ups

## EXHIBIT AND YOU CAN

- 🌐 Meet with those currently interested in your business
- 🌐 Network with influential clients & generate leads
- 🌐 Market your products, services and destinations
- 🌐 Strengthen relations with existing customers
- 🌐 Sign long-term deals & explore new markets
- 🌐 Expand or create a network of partners
- 🌐 Recruit new agents and distributors
- 🌐 Launch new products and packages
- 🌐 Test the market & collect feedback
- 🌐 Survey trends & make contacts
- 🌐 Target your right audiences



## BENEFITS OF BEING AT - TTI EXPO

- 🌐 Meet the hottest destinations, Airlines, FIT, Hotels, Cruises
- 🌐 Build business relationships through direct communication
- 🌐 Get the best quotes directly from the suppliers
- 🌐 Close business deals at best rates & terms
- 🌐 Do more business through volume sales



## T & T - BOOSTING ECONOMIES

The Government of India & foreign countries, with State Governments focus on the tourism & hospitality industry. The world over, it is one of the key drivers of growth among the services sector. Indian Tourism has huge potential considering the rich cultural, religious & historical heritage, variety in ecology & terrains. Rapid strides have been made in adventure, wellness, medical, coastal, business, leisure & sports tourism.

Various governments see Tourism & Travel as a large employment generator & also a great source of foreign exchange / revenue. The sector in India accounted for 8 % of total employment opportunities in 2017, providing employment to 41.6 million people. This is expected to rise by 2 % annually to provide 52.3 million jobs by 2028.

## STATE TOURISM AUTHORITIES



## WHY OUTBOUND TOURISM - ADVANTAGE INDIA

The UNWTO predicts over 50 million Indians will travel the world in 2020. India's outbound tourism market is expected to generate revenues of about US\$ 62 billion by 2026. With 74 million passport holders in 2017, India is a huge outbound travel market. Boasting the world's second-largest population and the fastest-growing major economy, Indian outbound travelers spent US \$ 19.2 billion on outbound tourism-related expenses in 2016. This puts it among top 20 countries for outbound tourism - WTO

Indian outbound visitors will grow with a CAGR of 10 % by 2022. The Indian Outbound Tourism Market is to grow to US \$ 45 Billion by 2022. Between 1997-2017, outbound tourists from India grew from 3.5 million to 21.9 million, making it the fastest-growing market behind China. Studies projected a Indian outbound tourism spending of US \$ 14,700 million in 2017, which was surpassed & reached a spending of US \$ 18,000 million. It advanced India - four positions in the world rankings to be placed at the seventeenth place.

An estimated 3.6 million Indians currently take a luxury trip abroad each year, which could increase by as much as 8.6 % annually. An average per-person, per-visit expenditure of US \$ 876 is estimated. The CAPA India and Expedia Report calculates the average spending by Indian outbound travelers on short-haul trips to be about US \$ 857 per trip per person, and long-haul trips to be US \$ 1,687. Between 1996 and 2016, the compound growth rate of outbound tourism expenditure for India, at 23%, was higher than China at 17% annually. The luxury sector expanding with the market forecast to grow from US \$ 7 billion to US \$ 100 billion in 8 years.

## INDIA - THE WORLD'S TT SUPERMARKET

Indian tourists are among the world's highest-spending globetrotters with a spending power estimated to be four times that of the Chinese and Japanese. The average Indian traveller spends \$1,200 per visit as compared with Americans who spend about \$700, and British who spend US \$ 500 approx. There have been almost 2 billion domestic trips & the Indian outbound tourism market is estimated to surpass US \$ 42 Billion by 2024 according to The Indian Outbound Travel Market, UNWTO report. India has now passed France in nominal terms with a US \$ 2.6 trillion economy, which is about 3.3% of the global total. India's luxury travel market has projected an annual growth rate of 12.8 % between 2015 and 2025. This is the highest growth of any of the top 25 economies. Luxury travel is growing at a much faster rate than overall travel in India, which is also forecast to increase by 7.5 % in the same time period.

During January-July 2018 foreign exchange from tourism increased 12.1 % year-on-year to US\$ 17.09 billion. The sector's total contribution to India's GDP stood at US \$ 208.9 billion (9.6 % of GDP) in 2016 and is forecast to rise by 6.7 % in 2017, and further rise by 6.7 % to Rs 28,491.8 billion (US \$ 424.5 billion) later up to 10 % of GDP by 2027. Some of the reasons that led Indian tourism to grow are - an increase in GDP, development of a middle class that could reach 500 million by 2025, increase in the number of women making business trips, growing presence of elderly seniors, improvement of air connections with different tourist destinations, over 330 million Internet users (second after China) who use it for searching information and making bookings.

## MULTI-PRONGED WORLD MARKETING

- The second fastest growing outbound travel market in the world
- Mumbai and South India accounts for 63 % of the outbound travel market
- To grow at a double digit CAGR to hit 50 million outbound travellers by 2020
- The Indian Govt. has made travel and tourism a key priority in the coming years
- The outbound travel spend by Indians is forecast to grow to US\$ 45 Billion by the year 2022
- The median spend by an Indian traveller was nearly \$1000 more than the global median spend
- The spend on outbound travel from India increased rapidly by from \$ 17.3 billion (2016) to \$ 19 billion in 2017
- Median spend per foreign trip by Indian travellers in 2015 was \$ 4500 & that of Global travellers were \$ 3500 only
- Cruise passengers rose from 10 million (2000) to more than 25 million (2017) & is projected to be 40 million - 2025

## EX - EXHIBITORS SPEAK

86% were happy with visitor quality & traffic

97% Exhibitors said they will exhibit again at TT India

95% Exhibitors were extremely satisfied with the exhibition

67% exhibitors felt that TT India Expo helped them to build their brand

74% exhibitors said that the fair help them to collect effective market information

77% said that they were able to achieve their business goals of contacting business partners





# SOME OF TRINITY'S 2018 - 2019 TOURISM & GOVERNMENT PAVILIONS



ANDHRA PRADESH



ARUNACHAL PRADESH



ASSAM



BIHAR



CHANDIGARH



CHATTISGARH



GOA



GUJARAT



JAMMU & KASHMIR



JHARKHAND



KARNATAKA



KERALA



# SOME OF TRINITY'S 2018 - 2019 TOURISM & GOVERNMENT PAVILIONS



LAKSHADWEEP



MADHYA PRADESH



MAHARASHTRA



MANIPUR



NAGALAND



ODISHA



RAJASTHAN



SIKKIM



TAMIL NADU



TELANGANA



UTTARAKHAND

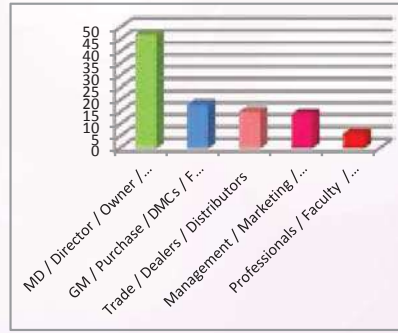
**And  
many  
more...**

& MANY MORE

## VISITOR ANALYSIS

### Business Visitor Analysis at the Last Show

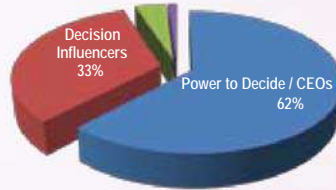
- MD / Director / Owner / Partner 47 %
- GM / Purchase / Agents & Operators 18 %
- Trade / Dealers / Distributors / DMCs 15 %
- Management / Marketing / Sales 14 %
- Professionals / Faculty / Others 6 %



**BUSINESS VISITORS**  
**7,138**  
**LAST EXPO**

### Purchasing Decision Potential

- Power to Decide / CEO 62 %
- Decision Influencers 33 %
- Future Decisions 4 %
- No Power 1 %

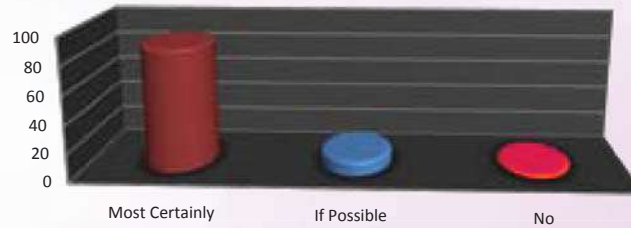


### Geographical Demographics

- Goa 43 %
- Karnataka 12 %
- Maharashtra 27 %
- Gujarat 8 %
- South India 6 %
- North India 2 %

### Visit Next Edition?

- Most Certainly 87 %
- If Possible 10 %
- No 3 %



### Visitor Response

- Well Satisfied 82 %
- OK & Satisfied 15 %
- Dissatisfied 3 %

## BEST OF INDIA AWARDS & CITATIONS

Trinity has over the years recognized individual stalwarts and companies related to different verticals in the travel & tourism industry. For instance in 2018, the Mauritius Tourism Minister & State Government Tourism Boards of Andhra Pradesh, Rajasthan & Tamil Nadu were awarded in the Platinum, Gold, Silver and Bronze categories. The excellence, successes and innovations of other stakeholders is also celebrated at a gala networking cocktails-dinner covering a range of segments including foreign tourism authorities, travel agencies, tour operators, cruise liners, destinations, Airlines, DMCs, OTAs, etc.

## MULTI-PRONGED WORLD MARKETING



Social Media & Telecom



Associations & Chambers



Media Briefings



English Newspapers



Special Invitations



Radio FM



Vernacular Dailies



TV & Cable Channels



In Venue Displays



Outdoor Publicity



Online Marketing



Business Visits



## WHY YOU SHOULD EXHIBIT WITH US -

- Opportunity to conduct business with over 15,000 + qualified industry buyers and trade visitors
- Spread across more than 25,000 sq. ft. of area
- Showcase your products and services to the global travel trade community
- A series of sponsorship and branding avenues to maximize your brand exposure
- Unrivalled networking opportunities through events that occur throughout Travel & Tourism India Expo, including the popular welcome dinner, networking lunches and other show stoppers at the venue
- Pre - Scheduled B2B Meetings, serving as an effective tool to do quality business on a global scale
- Create strong connect with the travel trade community
- Be a part of strong line-up of speakers at the Travel & Tourism India Expo conference discussing current industry scenarios

## FOREIGN & PRIVATE SECTOR

The Partner Country for the last editions has been the Democratic Republic of The Congo and there are also country exhibitors like Malaysia for notable mention.

Private sector players like SOTC, Thomas Cook, Club Mahindra, Vidharbha Tiger Tourism, Malee Hospitality, Anand Niketan, etc. also marked their presence at the event & have assured repeat participation at forthcoming events.



MALAYSIA



CONGO



SOTC



THOMAS COOK



CLUB MAHINDRA HOLIDAYS



VIDHARBHA TOURISM



MALEE HOSPITALITY



ANAND NIKETAN



## EXHIBITOR PROFILE

Adventure Tourism • Air Charter Companies • Airlines – Domestic and International • Airport Authorities • Car Rental Companies • Convention Centres • Cruise Liners • Educational Institutes • Golf Courses & Resorts • Health Spas & Resorts • Hotel & Hotel Chains • Hotels & Resorts • Insurance, Foreign Exchange, Banks, Credit Cards • International Tourism Organizations • IT Companies • Medical Tourism • National / Regional Tourist Organizations • Spas and Wellness Centres • Sports Tourism Products • State Government Tourism Departments • State Tourism Departments • Technology and Communication Service Providers • Tour Operators • Travel Agents • Wellness Tourism • Adventure Gears • Adventure Sports Operators • Adventure Tourism • Aero Sports Operators • Air Transport Service Providers • Amusement Theme Parks • Aqua Sports Operators • Art & Culture • Ayurvedic Centers • Baggage Companies • Business Travel • Car Rental Service Providers • Convention And Exhibition Centers • Convention Centers • Corporate Clubs • Credit Cards Providers • Cruise (Sea / River) • Destination Management Companies • Differently Able Groups • Eco-Tourism Camps • Educational Institutions • Financial Institutions • Fit Travel • Foreign Exchange Dealers • Golf • Golf Resorts • Golf Resorts • Group Travel • Group Travel Operators • Handicrafts • Health Care Services • Health Spas • Heritage • Holiday Packages And Holiday Financiers • Honeymoon / Private Celebrations • Hotel Reservation Networks • Hotels & Resorts • Jungle Camping • Leisure & Family • Luxury Manufacturers • Medical Tourism • MICE Operators (Meetings, Incentives, Conference & Exhibition Organisers) • Mountaineering • National Tourist Organizations • Nature & Wildlife • Online Travel Portals • Passenger Transport Service Providers • Photography Equipment And Accessories • Property Management Systems • Publications • Rail Transport Service Providers • Rural Transport Service Providers • Shipping & Cruise Liners • Silver Years • Specialty Vehicles • Spiritual Tourism • Sports Tourism • State Tourism Promotion Boards • Student Exchange Terrestrial Adventure Operators • Time-Share Resorts • Tour Operators • Trade Associations • Travel Accessories Providers • Travel Agents • Travel Insurance Services • Trekking • Weddings & Special Events • Wellness / Yoga / Spa • Wild Life Resorts • Wildlife And Eco Tourism Resorts • Women Travel



## COST-EFFECTIVE RATES

- Raw Space - ₹ 17,000 /- per sq.mtr ● Built-up Shell - ₹ 18,000 /- per sq mt
- Overseas Exhibitors ( Tariffs in US \$ or Euros ) • Space - US \$ 240 or Euro € 215 per sq mt. • Shell - US \$ 250 or Euro € 230 per sq mt.
- Shell includes table, chairs, lights, panels, carpet, fascia, plug, etc.
- 15 - 20 % Premium on Corner Stalls. 18% GST applicable.



## PROFESSIONAL ORGANIZERS



### TEAM TRINITY

Incorporated in 1994, it has over the last almost 25 years emerged as India's pioneers and premium producers of International B2B exhibitions and specialized events. Trinity has been official event managers for many world shows, including for the Government of Sri Lanka's TRADMED Expo and also produced India Trade Fair with the Government of Mauritius, inaugurated by H.E. Vyapoori, the Mauritian President. Trinity has received support of various Government agencies & this one is no different.



Trinity Ventures is an ISO 9001 : 2015 company, recognised by the American National Standards Institute - ANSI. Trinity events for MSMEs / SSIs (Micro, Small & Medium Enterprises) are supported by NSIC (National State Industries Corporation) subsidies. Trinity is also a member of number of trades, professional and industrial associations – European Union Chambers of Commerce, All India Association of Industries, Mahratta Chamber of Commerce, Industries, etc. and works actively with these agencies.





# PARTNERS & GOVERNMENT SUPPORT

PARTNER COUNTRY		HOST STATE		PLATINUM		DIAMOND	
MALAYSIA	THE CONGO	MAHARASHTRA	GOA	BIHAR	RAJASTHAN	MADHYA PRADESH	ARUNACHAL P.
<b>GOLD</b>		<b>SILVER</b>		<b>BRONZE</b>			
							<b>And many more...</b>
ANDHRA PRADESH	GUJARAT	JHARKHAND	LAKSHADWEEP	ASSAM	CHATTISGARH	UTTARAKHAND	

## 2018 - 2019 Exhibitors from Foreign Countries

EUROPE	THE CONGO	SOUTH AFRICA	HONG KONG	AFGHANISTAN	CHINA	KUWAIT	TURKEY	THAILAND

## Government of India Agencies / Boards 2018 - 2019 Exhibitors

AGRO PRODUCTS	MARINE PRODUCTS	FOOD TECH	CSIR - IIIM	TEA BOARD	COFFEE BOARD	SPICES BOARD	COIR BOARD	COCONUT BOARD

## Participated State Government 2018 - 2019 Exhibitors

ANDHRA PRADESH	ARUNACHAL	ASSAM	BIHAR	CHANDIGARH	CHATTISGARH	GOA	GUJARAT
JAMMU & KASHMIR	JHARKHAND	KARNATAKA	KERALA	LAKSHADWEEP	MADHYA PRADESH	MAHARASHTRA	MANIPUR
							<b>And many more...</b>
NAGALAND	ODISHA	RAJASTHAN	SIKKIM	TAMIL NADU	TELENGANA	UTTARAKHAND	& MANY MORE

## Special Thanks

Government Boards & Depts	All India Association of Industries	All India Food Processors' Association (AIFPA)	Association of Food Scientists & Technologies	Federation of Hotel & Restaurant Associations of India	Hotel And Restaurant Association (Western India)	Retailers Association of India	Western India Culinary Association	Hospitality Purchasing Managers' Forum
Association of Hotel And Restaurant India	I Professional Housekeepers Association	Poona Hoteliers Association	Culinary Forum of Goa	Goa Chamber of Commerce & Industry	Travel & Tourism Association of Goa	Goa Hotel & Restaurant Association	GOA STATE INDUSTRIES ASSOCIATION	



India's Minister Suresh P. & Vijay K. AIAI President



Union Secretary, A Sharan & Dr. Nagendra, PM's Guruji



H. E. Governor Rao & CM Fadnavis of Maharashtra



President of Goa Chamber of Commerce welcomed



Hotels & Restaurants Association President



## UNION GOVERNMENT INITIATIVES

The Indian government has realised the country's potential in the tourism industry and has taken several steps to make India a global tourism hub. The tourism industry is also looking forward to the expansion of E-visa scheme which is expected to double tourist inflow. India's own swelling, monied middle class - 250 million smartphone-toting young professionals out of a population of 1.3 billion - is starting to emulate its regional rival. In less than 10 years, the World Travel & Tourism Council expects India to become the fourth-largest travel and tourism economy behind China, US and Germany.

**Some of the major initiatives planned by the Government of India to give a boost to the tourism and hospitality sector of India are as follows:**

- Ministry of Tourism launches Audio Guide facility App called Audio Odigos for 12 sites including iconic sites.
- Prime Minister, Mr Narendra Modi urged people to visit 15 domestic tourist destinations India by 2022.
- Statue of Sardar Vallabhbhai Patel - 'Statue of Unity' - inaugurated in October 2018 is the highest standing statue in the world at a height of 182 metre. It is expected to put India on the world tourism map and the total revenue generated till November 2019 is Rs 82.51 crore (US\$ 11.81 million)..
- The Government of India is working to achieve 1 per cent share in world's international tourist arrivals by 2020 and 2 per cent share by 2025.
- Under budget 2019-20, government introduced a Tax Refund for Tourists (TRT) scheme like in countries such as Singapore to encourage tourists to spend more in India and boost tourism.
- Under budget 2019-20, the government allotted Rs 1,160 crore (US\$ 160.78 million) for development of tourist circuits under Swadesh Darshan. An additional fund Rs 1,854.67 crore (US\$ 269.22 million) was also sanctioned for new projects
- Under Union Budget 2019-20, US\$ 82.27 million was allocated for promotion & publicity of various programmes & schemes of the Tourism ministry.
- In September 2019, Japan joins a band of Asian countries, including Taiwan and Korea among others to enter into the Indian tourism market.
- The Ministry of Tourism sanctioned 18 projects covering all the North Eastern States for Rs 1,456 crore (US\$ 211.35 million) for development and promotion of tourism in the North Eastern Region under the Swadesh Drashan and PRASHAD Schemes.

### Professional Producers



Certified by 

**American National Standards Institute  
International Conformance Veritas**



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