

OUTBOUND

the outbound business magazine

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MiCEtalk

Meetings • Incentives • Conferences • Events

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THE LAGOON DECK

SPECTACULAR VENUE, MEMORABLE EVENTS



Banyan Tree Phuket's newest and largest venue, featuring 454 sqm of event space with magnificent floor to ceiling windows, is specially equipped for sophisticated celebrations with up to 500 guests, glamorous dinners for up to 300 guests, and prestigious corporate meetings for up to 220 guests. Pillar-free and purpose built to host activities of all kinds, The Lagoon Deck is Phuket's most versatile event space. It combines the beauty of the surrounding outdoor space with a large and welcoming interior which is easily adaptable to every occasion.

Specially equipped for sophisticated celebrations with up to 500 guests, glamorous dinners for up to 300 guests, and prestigious corporate meetings for up to 220 guests. Pillar-free and purpose built to host activities of all kinds, The Lagoon Deck is Phuket's most versatile event space. It combines the beauty of the surrounding outdoor space with a large and welcoming interior which is easily adaptable to every occasion.

From sunset cocktails on the deck, to an idyllic ceremony overlooking the lagoon, to a formal meeting in a resort setting, The Lagoon Deck provides the ideal canvas for creative event planners to arrange marvelous soirées. The venue is also capable of hosting intimate Board of Directors retreats to large corporate incentive groups to exquisite Indian weddings.



Round Table
300



Classroom
220



Theatre
400



U-shape
130



Boardroom
100



Free Standing
500



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FORECAST India will account for 50 million outbound tourists by 2020, with outbound travel from India growing at 15-18 per cent annually

Source: UNWTO



COUNSELLOR 17
Counsellor
Shivani Misri
Sadhoo
shares why
team building
exercises are
critical to
the corporate
culture and
must be
included
regularly
in training
processes

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NEWS

TOP 10

Paris claimed the top spot with 212 meetings in 2018, as per ICCA's Country & City Rankings report.

1 Paris – 212

In 2017, Paris and Vienna held joint second place, with 190 meetings each.

2 Vienna – 172

With 172 meetings, the city underscored its performance of 2017, when it did 190.

3 Madrid – 165

Madrid entered the top five for the first time since 2015 to reach third place with 165 meetings.

4 Barcelona – 163

While in 2017 Barcelona was number one, it fell to the fourth place in 2018.

5 Berlin – 162

With 162 meetings Berlin falls to fifth place from fourth in 2017.



6 Lisbon – 152

Lisbon climbed three spots to hold sixth place with 152 meetings in 2018.

7 London – 150

With 150 meetings, London dropped to the seventh position from its 2017 rank.

8 Singapore – 145

Singapore claimed the number eight spot with 145 meetings in 2018.

9 Prague – 136

Prague stood at the ninth spot with 136 meetings in 2018.

10 Bangkok – 135

Bangkok rose seven places from 17th to 10th, knocking Seoul out of the top 10.

”

Radisson Hotel Group unveils Radisson Meetings

Eric De Neef, Executive Vice President & Global CCO, Radisson Hotel Group, said, “We are investing in our meeting venues at our 1100-plus hotels worldwide, in training of our teams and in technology.”



Hyatt and BTG Homeinns Hotels Group have unveiled a mid-scale hotel brand in China to be known as UrCove. The brand, positioned as a premium travel experience, will target Chinese business travellers.

TTM+ 2019 showcases 351 buyers and 371 sellers

Themed ‘New Shades of Emerging Destinations’, TTM+ 2019 was held at the Ocean Marina Yacht Club, Pattaya. The focus of the show was Thailand’s emerging destinations that included 55 provinces with spectacular heritage, cultural, and culinary attractions.



Expo 2020 goes leafy green

Fresh produce grown will be served at Expo 2020 Dubai as part of a collaboration with Emirates Flight Catering (EKFC). EKFC’s 130,000 sqft vertical farm, located next to the Expo 2020 site in Dubai South, will produce 2700 kgs of herbicide and pesticide-free leafy greens every day, using 99 per cent less water than outside fields.





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SKYTRAX AIRLINE
AWARDS WINNER
2012 - 2019

NEWS



**Seoul's newly-revamped
'Plus Seoul' corporate meetings and
incentives packages will enhance international
events hosted in the city.**



Air France-KLM & Accor announce loyalty programme partnership

Accor and Air France-KLM are offering a dual reward scheme to their entire global loyalty customer base. Members of the Flying Blue and Le Club AccorHotels loyalty programmes will now be able to enjoy miles and points. Each time a customer travels on a flight marketed and operated by Air France and/or KLM, or stays a night at an Accor hotel, he would simultaneously earn both Flying Blue miles and Le Club AccorHotels reward points.



Raffles to open in Singapore and Bali

Accor plans to add two projects to the portfolio with Raffles Bali, to open in 2020, and Raffles Sentosa Resort & Spa Singapore planned for 2022. "We are proud to be growing the brand through curated additions in the world's best locations," says **Michael Issenberg**, Chairman & CEO, Accor Asia Pacific.



We will be conducting the first Nepal Tourism Investment Summit in January 2020. We are doing it as a strategy to bring Nepal back to the forefront.

Suraj Vaidya
National Coordinator, Visit Nepal 2020



Atlantis, The Palm, Dubai launches exclusive Wedding Lounge

Atlantis, The Palm will continue to enhance its renowned credentials as a world-class wedding destination with the launch of the resort's exclusive wedding lounge. Home to a leading team of experts versed in the important traditions and culinary expectations of Indian nationals, the lounge will provide all for dream weddings. The resort saw wedding bookings increase 30 per cent in 2017 over 2016.



2020 ICCA AMP in Tirol, Austria



The International Congress and Convention Association (ICCA) has announced that the 2020 edition of Association Meetings Programme (AMP) will be held in the Tirol region of Austria. The four hosts of the ICCA AMP 2020 are Convention Bureau Tirol, Convention Service Innsbruck, Congress Messe Innsbruck, and Congress Centrum Alpbach. AMP brings together ICCA members and Association executives from all over the world.



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Meetings Incentives
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A few holiday ideas around the world. Prices (₹) are indicative and approximate

Dubai 4 Days 55,000	Russia 6 Days 1,30,000	Phuket 4 Days 40,000	Norway 6 Days 1,50,000	Bali 4 Days 55,000	Prague 4 Days 1,05,000	Baku 5D (Ex-Delhi) 65,000	Jaipur 4 Days 20,000	Thailand 4 Days 40,000
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Tour prices are per person on twin sharing basis, based on a group size of minimum 30 pax and to be paid in full INR at the time of booking. Tours are Ex-Mumbai (except where otherwise mentioned) and include airfare, visa fees, insurance*, hotel stay, breakfast, lunch, dinner, sightseeing, tips and tour manager services. Thailand (Phuket) tour price excludes visa fee. Any Increase in YQ Taxes, Fuel Surcharges, Airport Taxes, Visa fees will be borne by the Guests. GST extra. *T&C apply.

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Technology follows the **Indian** traveller

With Indian travellers setting trends in outbound travel, service providers are enhancing their technology quotient through comprehensive online platforms to serve their agents

Kanchan Nath



"We are pitching at the three and two-star markets for responsible tourism. Millennials care more

about what is going to happen in the future than existing travellers. In terms of trends, hotels need to become more user-friendly, less fussy, and provide exactly what the client wants. **Most trends would revolve around ecological advantages.** We are looking at collaborating with the Indian travel trade, especially during the launch of our new hotels in India. We have a factory that produces modular hotels with a zero-carbon footprint in Pune. By the end of the year, our factory in India will be able to produce 600 square metres per day of modular hotel construction. This is a first for India and also for the world."

Gavin Brooking
Chief Hospitality Officer
Eco Hotels



"By 2020, upto 50 million passengers will be travelling out of India. Given the passport growth, the

Indian market is likely to be the second player in the world. All the generations are travelling with the rise of the middle class and experience-driven desires. People are now willing to venture further to places like London, San Francisco, and New York. We provide the technology to power hotel bookings, inventory and distribution to about 500,000 properties globally. **Through a single API, we deliver this technology, content, and pricing to our travel agent partners so that they have one API to manage,** one single source of inventory, and a source of settlement within India as well."

Josh Ziegler,
Founder & CEO,
Zumata



"The latest trends are the shortened time windows of somebody who'd like to book taxis in two or three

hours. The window for somebody who'd like to take the taxi transfer is shortened from what it used to be. The Indian market from the outbound perspective is still under development; a lot of international travel companies are looking at travel trends that Indians are following. We are offering chauffeur service for the business traveller. For leisure travellers, we offer the meet-and-greet service. **We do not compete with local taxi providers as we work closely with partners and look to integrate with OTAs, tour operators, etc.** We offer the health and safety net as well as indemnity which other taxi services cannot."

Falk Rudolph
Head of Sales—EMEA & India
HolidayTaxis.com



"In places like Japan, China, South Korea, Thailand and Taiwan, messaging Apps like WeChat, Line, Gojek, Grab, and Kakao Talk are very popular. **They are providing services beyond messaging like shopping, payments, and travel services.** For example, WeChat has started providing booking services for flights, hotels, and rails. For us in Japan, LINE TRAVEL jp is providing metasearch services for flights, hotels, and tour packages through LINE messaging platform. I have heard that it's already a big business in China with over 100,000 transactions happening in the flight space. Over 100,000 room nights are being booked on the WeChat platform."

Kei Shibata
Co-founder & CEO, Venture Republic
LINE TRAVEL jp & Trip101



New event space by **Banyan Tree**

Shannon Creado,
Director of Sales &
Marketing at Banyan
Tree Phuket, talks about
The Lagoon Deck

MT Bureau

What are the event spaces at the property?

We have five meeting rooms equipped with internet, audio-visual equipment and breakout rooms with dedicated meeting planners. The rooms range anywhere between 30 and 450 sqm, and the biggest room – The Lagoon Deck – can accommodate a maximum of 300 people in a reception-style setting. The four other meeting spaces are Cassia Room, Banyan Room, Angsana Room, and Wine Rack.

The property is idyllic for incentives as group attendees can be part of our CSR and sustainability activities. In the meantime and mostly on weekends, we host intimate gatherings and weddings in our villas and gardens.

Tell us more about The Lagoon Deck.

The newly-renovated and reimagined event venue, The Lagoon Deck, was unveiled in May this year. Featuring 454 sqm of event space with magnificent floor-to-ceiling windows, The Lagoon Deck offers a 180-degree view overlooking the resort's main lagoon and lush green surroundings. This is the property's largest event space and specially



equipped for celebrations with up to 500 guests, dinners for up to 300 guests, and corporate meetings for up to 220 guests. Pillar-less and purpose-built to host activities of all kinds, The Lagoon Deck combines the beauty of the surrounding outdoor space with a large and welcoming interior, easily adaptable to every occasion.

Banyan Tree Phuket is completing 25 years. How are you celebrating the milestone?

In September 2019, Banyan Tree Phuket, the flagship property of Banyan Tree Hotels & Resorts,



Shannon Creado

TRIVIA

When Banyan Tree Phuket's founders realised the land they purchased was too toxic to support development, they embarked on a regeneration programme and planted more than 7,000 trees to cleanse the acid-laden soil.

will complete 25 years. Over the years, we have continuously aimed to be a sanctuary for the senses with a vision to offer guests a naturally-luxurious, ecological, culturally-sensitive experience. This year, Banyan Tree Phuket is focusing on product enhancement as well as a year-long celebration with guests through events, associate activities, and anniversary experiences and offers. Until December 18, guests will save 25 per cent on the best available rate, spa, food & beverage, when staying for at least two nights. In addition, they will be able to enjoy a complimentary 'Exceptional Experience'. For MiCE, we have launched 'The Power of One,' an extra incentive for those who host events at Banyan Tree Phuket.

POWER OF ONE is an incentive to
host events at the property



Weddings made easy in Antalya?

While Antalya makes for a great wedding destination, language and working styles need to be balanced

Nisha Verma



Sabbas Joseph
Director
Wizcraft International Entertainment

Asking the right questions

The moderator for the session, Joseph put forth the following questions to panellists, most of who had organised weddings in Turkey: How easy is it to organise an Indian wedding in Turkey; what have been the main advantages and challenges; what areas do they suggest for improvement and what direction do they want to set for the future? "In any country, challenges must be overcome for the better," he said.

What are the **CHALLENGES** and **ADVANTAGES** of organising an Indian wedding in Turkey?



Rajeev Jain
Director
Rashi Entertainment

An ideal wedding destination

“There are hurdles and there will be many more as people from two countries work together, but we have to keep on improving. I only have one suggestion, which is to have transparency in the rates for service providers in case Indian companies want that. The kind of services and hospitality on offer in Antalya is unprecedented and Antalya, Turkey, is certainly coming up as the most vouched for wedding destination for Indians.

There must be **TRANSPARENCY** in the rates given by service providers, if Indian companies want that



Pawan Mirchandani
Managing Director
Horizon WIE

Unmatched infrastructure

“I have done six weddings in Turkey, including some in Bodrum and Antalya. Though the infrastructure and hospitality in this part of the world is unmatched, it can be expensive for many. However, not many can offer the quality and facilities available here at this price. I have faced challenges in terms of food and in terms of compatibility and working styles of hotels and Indian catering companies that we bring with a wedding group.

There are challenges in terms of food as well as **COMPATIBILITY** and working styles of hotels and Indian catering companies



Vijay Arora
Director
Touchwood Group

A wedding planner's haven

“ I have done one wedding in Antalya and one in Bodrum. According to me, apart from India, the best hospitality on offer across the world is in Turkey. All wedding planners love the culture, food, facilities and the quality of service in this country. In terms of suggestions for the future, we would need more clarity and faster communication from the team here as that would help speed up processes, in turn helping us serve the client better. In terms of rates, we want to be a bit independent in checking the rates with the vendors, especially when the client is asking for it in order to see the market trend. Also, they should have a list of best rates ready for various services like entertainment, acts, décor and whatever we can offer to the client, so that they know we have the best agency in terms of rates.

There should be more **INDEPENDENCE** in checking rates with the vendors, especially when the client wants it



Prateek Tandon
Director
Copper Events

A receptive team

“ We have done two weddings in Antalya recently, and thanks to the team here, they were a huge success. Getting the first wedding here was difficult as we had to keep client expectations in mind, but after we finalised the venue, it was smooth sailing. We organised the weddings at Maxx Royal, which was new for Indian weddings and hence we had to face a few issues, especially in terms of using the space in a certain way and the food as well. In fact, we hired the same catering company—Foodlink, for both the weddings to avoid any overlap. The team here is open and receptive, hence they take initiatives and that's why such successful Indian weddings are happening in Turkey.

We faced some issues in terms of **USING** the **SPACE** a certain way and with regard to food as well



Aditya Motwane
Managing Director
Motwane Entertainment
& Weddings

Accommodation stands out

“ I am a big fan of Antalya as a destination and what they have done so far in terms of executing Indian weddings. Although I haven't organised a single wedding here yet, I would love to bring one to Turkey. My company has dealt with many celebrity weddings, and I am really impressed with the luxurious hotels available here that offer a class and quality that is unmatched.

I am really impressed with the luxurious hotels available here that offer a quality that is **UNMATCHED**



Amanveer Singh
Founder & Director
TEN Events & Entertainment

Maintaining profit margins

“ Our company has worked in Turkey before, and we organised a milestone wedding in February this year at Antalya. According to me, it was the best coordinated team effort put up by both our teams and it was great to work with them. In terms of execution, we have the best partner we could have in Turkey. We are all in this business to make profit, and till the clients can afford it we can keep the cost high. While there is a debate on transparency between the two parties, let's work on getting the profitability higher.

While there is a debate on transparency, we must work towards higher **PROFITABILITY**



Bünyat Özpak
Managing Partner
Inventum Global

Simplification is key

“ The problem is not pricing, but the execution which is the responsibility of the DMC and we know what each supplier can offer. It's not easy to work with multiple service providers. The idea is to simplify things for wedding planners and their clients. We are not selling just décor, light, sound and entertainment, but we are selling service and execution, which is very important.

We know what each supplier can offer; the idea is to **SIMPLIFY** things for planners and clients

Rayong touch to Indian weddings

If fairy-tale weddings are on your wishlist, we tell you why Rayong Marriott Resort and Spa should figure as your destination of choice

Peden Doma Bhutia from Rayong, Thailand



We all know that fairy-tale ending: “And the prince and princess got married, and lived happily ever after.” Today’s brides and grooms are scripting their own happily-ever-afters, beginning with a fairy-tale wedding. The setting for such a dream wedding is a suitably exotic destination, and Thailand, offering many such stunning locales, is a popular choice.

As more and more Indian wedding crowds throng the beaches and hills of Thailand, the country is opening up new venues for Indian brides and grooms to explore. Rayong is one such beach destination. A relatively new market for Indians as well as foreigners, Rayong has made it to the

top three weekend beach getaways from Bangkok alongside Pattaya and Hua Hin. However, unlike Pattaya, which is known for its nightlife, Rayong offers a quiet, green setting that lets you connect with nature.

The Rayong Marriott Resort and Spa is the first five-star international hotel chain that has opened in the area and is already a big hit among Indians scouting for venues for their dream wedding.

Talking about what makes the property a popular destination for Indian weddings, the hotel’s General Manager,



Parichart Kotrajarus

Parichart Kotrajarus says, “I think our appeal lies in the location itself. The property has much to offer in terms of venues: you can have a function by the beach, by the pool, up on the hill, or on the lawns. The second thing is that we have the expertise to handle it. We have one person who is solely responsible for all the functions- a one-point contact for all our guests, which makes for better coordination.”

Coordination is key, as anyone hosting an Indian wedding would confirm. After all, it’s not just a day-long affair, with the revelry extending for three or four days. How well is the hotel equipped to handle the continuing celebrations? Kotrajarus says, “Most of the time we work very closely with wedding planners, who

The property has already hosted 8 INDIAN WEDDINGS in Q1, 2019



we hosted 14 Indian weddings, this year we had three in January, four in February and one in March. But that's just in the first three months of 2019. We are hoping to get many more towards the end of the year, which is the peak season," Kotrajarus says.

The majority of the hotel's Indian clientele is from Mumbai. Kolkata comes a close second as proximity is an advantage: Bangkok is only a short 2.5-hour flight away.

Talking figures, Kotrajarus informs that while the maximum number of guests they have handled at a time at an Indian wedding has been 450-500, their longest wedding lasted four days.

On a lighter note, she quips, "I wish we had festivities lasting for seven

There is much to keep kids busy as well.

As a family resort, it offers a kids' club and also organises activities such as treasure hunts which children and their parents can enjoy. While the resort is a favourite among Thai locals, India comprises one of their top three markets. It's not just wedding revellers, but also corporate guests that the resort would like to host.

Kotrajarus says, "We work very closely with Indian wedding planners to whom we offer incentives. We also work with OTAs like MakeMyTrip and some Indian agents. Looking at the potential of the Indian market, we are also keen on getting the MiCE crowd from India.

Our ballroom can easily seat around 400 people in theatre setup, while in a banquet setting we can

CAPACITY OF THE VENUES

MEETING ROOM	CAPACITY							
	Sq.M.	Theater	U-Shape	Boardroom	Classroom	Banquet		Cocktails
						No Stage	With Stage	
Grand Ballroom	420	400	—	—	216	280	240	400
Ballroom I	137	100	30	30	60	60	50	100
Ballroom II	137	100	30	30	60	60	50	100
Ballroom III	137	100	30	30	60	60	50	100
Ballroom Foyer	232	—	—	—	—	—	—	150
Phupha 1&2	136	100	24	24	50	60	50	60
Tara 1&2	136	100	24	24	50	60	50	60
Koh Kaew	44	—	—	12	—	—	—	—

have their supplies ready in terms of decoration, light and sound, but if clients request us to make the arrangements, we contact vendors for them.

We have an Indian chef, who prepares excellent Indian

food and I guess that's the reason we are so popular for Indian weddings."

The number of Indian weddings the hotel hosts, about 14-20 a year, is testament to its popularity. "Last year,

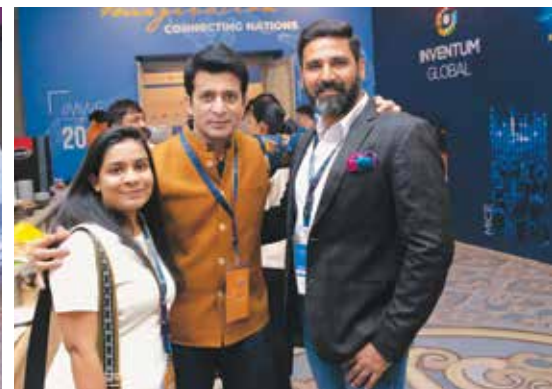
days. I wouldn't mind two weeks even!"

An active nightlife is not Rayong's unique selling point. Instead, it offers opportunities aplenty for people who want to connect with nature.

host around 250 guests. Even though we promote the property as a family resort, we have a lot of activities lined up for MiCE groups; our team building programmes for MiCE groups are also very popular."

IMWFF 2019 snapshots

Here are glimpses from International MICE & Wedding Forum (IMWF) 2019





Turkey's best for India

Necip Fuat Ersoy, Managing Partner, IMWF and **Bünyat Özpak**, Managing Partner, Inventum Global, share why Turkey is an intriguing destination for Indian weddings

Nisha Verma from Turkey

The fourth edition of IMWF, held between May 12 and 16, 2019, banded together the best names in the international destination wedding, congress, meetings and events sector from a number of countries, including India. Speaking at the event, which was powered by Inventum Global in partnership with Turkish Airlines and held at Rixos Premium Belek in Antalya, Turkey, Ersoy claimed that IMWF 2019 brought together the best names in MiCE and the destination wedding sector. "The previous edition had led to a huge increase in demand by resonating its impact all over the world. As a reflection, IMWF 2019 received a record number of applications. We chose the best, most effective ones among them and brought them together," he said.

Sharing that earlier Indians had no idea about Antalya as a wedding destination, Bunyat Özpak said, "We kept telling Indian agencies that Antalya would be the number one destination for Indian weddings and we will do it, early or late. We have everything here to suit their needs, which gives us an edge over many other destinations. The kind of service and hospitality we offer is unmatched, and that too at a much lower price. We are a B2B company and we are working with Indian wedding planners to educate them about offerings in Turkey."

With an Indian majority of attendees at IMWF 2019, Ersoy is positive that Antalya has touched the right chord with the country. "India is still a fresh market. I believe that we can understand the needs



Necip Fuat Ersoy



Bünyat Özpak

USP Turkey hotels offer a flexibility and speed of service that is crucial for Indians

of Indians since we are very similar and share the same roots. Apart from that, the hospitality industry in Turkey offers a flexibility and speed of service that is very crucial for Indians. All this gives confidence to wedding planners to talk to their customers. In fact, once a client has done a wedding here, they are likely to suggest the destination to

their family and friends." Ersoy revealed that IMWF had seen an increase of more than 200 per cent every year as far as number of applications was concerned. "In terms of number of participants, last year we had 350 buyers and this year we had 250. This is not because of less demand, but because our strategy has changed," he said.

Business in **Bali**

Ketut Diana, Managing Director, Indo Jaya Wisataku, says that experienced staff and an in-house transportation service make them a preferred choice of Indian agents

MT Bureau

Why does Bali remain a popular destination for MiCE from India?

Bali is still a favourite destination not only for honeymoons but also for MiCE from the Indian market. Our company is rapidly developing due to the rising potential of the Indian market.

We are thrilled to seek and create new products outside Bali such as in Komodo Island, Gili Island, Bandung, Jakarta, Ijen, and Mount Bromo. Our target for arrivals from the Indian market has doubled this year.

We facilitate every tour package directly as requested by the corporation or agent.

Demand for MiCE is rapidly increasing in Bali and Jakarta with their popular nightlife.

Kindly share your growth story with us.

Established in 2018, Indo Jaya Tours witnessed rapid growth in just one year. Each month we handle up to 2000 clients. Although we just started only a year ago, we have previous experience in handling the Indian market for over 10 years.

We have had our representatives in Delhi, Punjab and Gujarat, and are happy to say that our business has been a success and we will keep it that way to provide the best service for our clients.



What is your USP?

As a local company, we are able to give better service to clients because we are very familiar with the local area and have in-depth knowledge of our products.

We are able to give a reasonable price because we



Ketut Diana

have our own transportation, we have a strong team of local staff with outstanding experience in handling international guests, especially from India.

We are quick to respond to all inquiries as we are officially open from 10:00 am to 7:00 pm with extended office hours.

Our well-trained staff offers personalised services to guests, with full service from a pick-up at the airport, facilities during their time here, until they are ready to leave Bali.

We always update our information with standard SOP, free water bottles, wet tissues, and a garland during arrival. We also do regular checks of our transportation to make sure there won't be any problems.



We offer a REASONABLE PRICE and are well-experienced in handling Indian guests



Collaboration for GROWTH

Counsellor **Shivani Misri Sadhoo** shares why team building is essential for corporate training processes



Shivani Misri Sadhoo
Founder
Saarthi Counselling
Services

Team-building exercises are critical to constituting a corporate culture where people enjoy coming to work, co-operate easily, and trust each other. As a business leader, you should never expect a strong team to just happen when you hire competent, good people. Make it a priority to routinely conduct small team-building exercises rather than depending on one or two big events every year. Here are some pointers.

EMBRACE DIVERSITY AMONG EMPLOYEES

When you conduct team-building exercises like a cultural potluck, you invite people into a comprehensive environment, celebrating diversity. It is only natural for people to mingle with those they find something in common with. Team-building exercises revolving around diversity help open the paths of communication and teach people how they can be colleagues and may even become friends.

ENCOURAGING INNOVATIVE IDEAS

When you get your team together and people gel, brilliant ideas froth to the top. Corporates with an open floor plan, like Google and Facebook, where creative people sit and interact regularly

provide new innovations. They are leaders not just through team-building exercises but also by creating an atmosphere of interaction because they understand that helps give them an edge in creating technological innovations.

MAKE HAPPY TEAMS

Customers and clients will be happier because your team is happier. When your employees work as a team and are eager to perform for you, they are less likely to change the job. This decreases turnover costs associated with hiring and on-boarding of new employees. Your clients will become more loyal as well, because they enjoy coming to do business with you and your team which works to achieve common goals.

BETTERING PRODUCTIVITY METRICS

When your team is getting along, office stress reduces drastically. When stress is reduced, there's more energy to do more work. The straight result of spending time and money to build your team is productivity. When people are less stressed, they simply perform well. Plus, when the workload increases, a team works together to get the job done on time. The outcome is a more efficient system where everyone is contributing optimally. Many business owners think it is a waste of time and money to go for team building work. This is a mistake that might not be visible until you have a dysfunctional team and have to fix things.

TAKEAWAY When employees work as a team and are eager to perform, they are less likely to leave the organisation or move elsewhere

NEWS

”

220,900 Indians cruised in 2018, a growth of 28.1%: CLIA

CLIA's report on the India market states that 80% of Indians cruised in Asia (up 4.7%), with a considerable fly-cruise market out of Singapore. It also stated that 8.4% sailed in Europe, while 9% cruised to the Americas.



GPS 2019 unveils new format in Hyderabad

Global Panorama Showcase (GPS) kick-started its 2019 season from Hyderabad with a new format and approach. "We had 170 hosted buyers flown into Hyderabad by our airline partner IndiGo, and have buyers from more than 40 cities including Visakhapatnam, Amravati, Vijaywada and Triupati among others. A large number of buyers from Hyderabad are also present," said **Harmandeep Singh Anand**, Managing Director, GPS.



TAT confirms visa-on-arrival fee waiver extension till October. The decision was announced in the Royal Thai Government Gazette on April 30, reasoning it as a measure to stimulate and promote tourism.

Sabre

Corporate travel is on the rise in Asia Pacific: Sabre

The survey discloses that as economic growth continues, more companies are expecting their corporate travel managers for door-to-door booking solutions. Almost 65 per cent respondents admit they are asked to identify cost savings, and this approach is encouraging travel managers to find new ways to minimise spending.

TCEB taps MiCE in Hyderabad, Kolkata and Lucknow

Thailand Convention & Exhibition Bureau (TCEB) aims to tap into secondary MiCE cities in India through its MiCE roadshows, to attract more than 13,000 visitors into Thailand and generate over 1,000 million Baht of revenue. India is the second largest in number of MiCE travellers after China.



Sri Lanka continues visa on arrival for Indians



In 2017, Sri Lanka saw 383,000 Indian nationals visiting the country. In 2018, this number jumped to 426,000 but still fell short of the targeted 450,000. Sri Lanka is looking to promote the destination for weddings and film shoots as well as to the FIT leisure segment.



6-9	Caribbean Meeting & Incentive Travel Exchange	Curaçao
13-20	Asian Destinations Expo 2019	Sri Lanka
25-28	Meeting & Incentive Forum - The Americas	Chicago
26-27	ACTE Global Summit	Macau
28-29	IBTM China	Beijing

SEPTEMBER 2019

4-5	Beijing International Travel Mart	Beijing
5-6	World Travel Market Asia	Pasay
5-7	ITE HCMC	Ho Chi Minh City
9	Business Traveller & MICE Fair (BTMF)	The Netherlands
10-12	IMEX America	Las Vegas
11-13	Global MICE Summit (GMS)	Nairobi
12-13	MICE Industry	St. Petersburg
14-21	Skål International World Congress	Miami
17-23	Asian Destinations Expo 2019	Japan
18-20	PATA Travel Mart	Astana
23-26	ILTM North America	Riviera Maya

OCTOBER 2019

1	Luxury Travel Mart Moscow (Autumn Edition)	Moscow
1-4	IFTM Top Resa	Paris
2-4	Ukraine International Travel Market	Kiev
9-11	TTG Incontri	Rimini
14-16	Cancun Travel Mart	Mexico
16-18	ITB Asia	Singapore
22-23	MICE Exhibition & Conference	Belgrade
26-27	Tourism Expo Japan 2019	Osaka



Business travel takes priority at IFTM Top Resa

IFTM Top Resa is launching two special events: the AFTM & IFTM Business Travel Night and the Marco Polo Grand Prize



IFTM Top Resa will take place from October 1-4, 2019, at the Place de la Porte de Versailles in Paris, France. Valued at around €30 billion in France in 2019, the business travel sector continues to grow. AFTM and IFTM are launching the Business Travel Night in 2019 for sector professionals to let loose after the show on October 2, until 1:00 am the next morning!

The Marco Polo Grand Prize – IFTM: Marco Polo is a business travel think tank where experts analyse and anticipate changes and developments in the sector. This Grand Prize is in step with Marco Polo's goal of "placing people at the heart of debate and foresight" and will focus on a specific business travel theme every year. A jury composed of Marco Polo members, national carriers and Frédéric Lorin, Director of IFTM Top Resa, will assess entries and select the finalists. The most advanced company in terms of the year's main theme will be recognised during an awards ceremony at the Business Club to round off the International Business Travel Days (JIVA) on October 3.

The Business Club: Every year, this dedicated area brings together business travel operators including sales platforms, carriers, and professionals providing accommodation and technological solutions. The IFTM business travel offering will include over 40 exhibitors in 2019.

Movements **Abroad**



Gareth Martin
Chief Executive Officer
Perth Convention Bureau

Perth Convention Bureau (PCB) has appointed Gareth Martin as its Chief Executive Officer. Martin has worked with PCB and its membership for 12 years, and moves to the new position from that of Acting CEO at the Bureau. Together with PCB Chairman Kevin Skipworth, he will work towards a renewed long-term strategic plan to transform the Bureau into 2020 and beyond. Backed by an extensive business event, sales and marketing experience, Martin has earlier performed senior executive roles at PCB including Director Business Development.



James Colquhoun
VP of Finance and CFO
RoomIt by CWT

RoomIt by CWT, the hotel distribution division of CWT, has appointed James Colquhoun as Vice President of Finance and CFO. He is a proven leader in the hospitality and travel industry, with senior roles in partnerships, business development, distribution, finance, operations and marketing, including more than 10 years with Hyatt Hotels. His expertise lie in improving revenue and profitability for both large corporations and start-ups, developing and executing disruptive strategies in the digital and distribution space.



Geoffrey Waldmiller
VP of Revenue Optimisation
RoomIt by CWT

RoomIt by CWT has also appointed Geoffrey Waldmiller as Vice President of Revenue Optimisation. Waldmiller will be responsible for improving the traveller experience through the use of data science and technology. He will help streamline the shopping process for CWT's travellers and improve conversion at the point of sale, while also providing leadership to the RoomIt loyalty and advertising teams. Waldmiller previously held several executive roles with MGM Resorts International.



Mathieu van Alphen
Area General Manager
IHG's Dubai Festival
City Hotels

Mathieu van Alphen, who has worked within IHG for 28 years, has been appointed Area General Manager for IHG's Dubai Festival City Hotels. In the present role, he will be responsible for InterContinental, InterContinental Residence Suites, Crowne Plaza and Holiday Inn at Dubai Festival City, as well as the 6,000 sqm events venue Festival Arena. Van Alphen began working with IHG in 1987, across Europe, Russia and the Middle East in the luxury arena. He also worked in Abu Dhabi in 2005, where he was Cluster General Manager of Beach Rotana's flagship location.



Paul Halford
General Manager
OZO Phuket

ONYX Hospitality Group has appointed Paul Halford as General Manager of the recently-opened OZO Phuket at Kata Beach, Thailand. The Group has a strong network that spans Asia Pacific and Indian Ocean regions. Paul joins ONYX with close to 20 years of experience in the hospitality industry at hotels and resorts in Australia, Vanuatu, Fiji and Thailand, including a 10-year tenure across multiple Radisson Hotel Group locations. Most recently, he was General Manager of Park Plaza Bangkok Soi 18. In the current role, Halford will lead the pre-opening and positioning of the 255-room OZO in Phuket.



Saraswati Subadia
Director of Sales & Marketing
The Westin Resort Nusa Dua
Bali

Saraswati Subadia has been promoted as Director of Sales & Marketing at The Westin Resort Nusa Dua, Bali after she worked in a parallel capacity for the past year as Assistant Director of Sales & Marketing. Subadia first joined the resort in 2013 when she assumed the position as Director of Sales MiCE, shortly after an extensive revitalisation of Bali International Convention Centre. Her prior experiences include stints at the World Bank, Tour East and Smiling Tour, as well as Hard Rock and InterContinental Hotels Group.

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MiCEtalk

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EXHIBITIONS

CONFERENCES

OUTDOOR

SPECIAL EVENTS

contents

Autumn 2019

the inbound business magazine
MiCEtalk
Meetings • Incentives • Conferences • Events



QUICK FACT

Udaipur is the most preferred destination among Indians for domestic weddings, followed by Goa and Kerala in the number two and three spots, respectively

Source: Travel Wedding Show, 2018

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Analysing domestic destination weddings

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NEWS

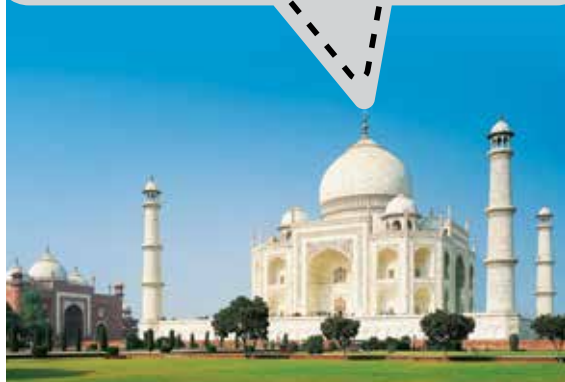


Agartala airport will soon become the third international airport in Northeast India, post completion of a ₹438 crore project to upgrade it to international standards.

”

Now, visitors to Taj Mahal get only a three-hour time limit

Visitors will now get only three hours to finish sightseeing at Taj Mahal, from time of entry to exit. The monument complex now has 14 entry gates as well as 10 exit gates for ease of movement of tourists.



IHCL unveils new Taj hotel in Agra with sizeable event space

Indian Hotels Company has launched a new property in Agra – Taj Hotel & Convention Centre. The hotel, spread over 4.5 acres, is ideally located within walking distance from the Taj Mahal. The 239 spacious rooms make it an ideal destination for large conferences and destination weddings. It offers 40,000 sqft of indoor and outdoor banqueting space including a 14,000 sqft pillar-less hall which is one of the largest in North India.

“

In 2018, MiCE tourism in India is pegged at ₹25,000 crore, growing at a CAGR of nearly 8% y-o-y. The industry is estimated to have a space of about 5 lakh sqm, which is expected to cross 15 lakh sqm over the next 2-3 years, resulting in doubling of growth.

FICCI-Yes Bank Report, titled 'India Inbound Tourism: Unlocking the Opportunities'

”

Orchha makes it to tentative list of UNESCO World Heritage sites

Orchha, the historical town in district Niwari, Madhya Pradesh, has been included in UNESCO's tentative list of world heritage sites. **Surendra Singh Baghel**, Minister of Tourism & Narmada Valley Development Authority (NVDA), shared in a statement that a detailed proposal was made by the tourism department in collaboration with Archaeological Survey of India (ASI) and was sent to the UNESCO in this regard. Mandu is already included in UNESCO's tentative list.



ITC Royal Bengal launched with 61,000 sqft of banquet and convention facilities



The 456-key ITC Royal Bengal will make Kolkata a preferred destination for global MiCE tourism, with a sprawling 16,400 sqft pillar-less ballroom, pre-function areas and attached outer courtyards, and the Grand Ballroom together adding approximately another 33,000 sqft with exquisite arrival lobbies and huge lawns. For both business meetings as well as events, the property offers a total banquet and convention facilities area of 61,000 sqft.

12th Conventions India Conclave from August 29-31, 2019

The theme of the Conclave is 'Mapping the sustainable MICE future of India'. **Chander Mansharamani**, Vice Chairman, ICPB, says, "We are holding two important panel discussions and are in touch with **Senthil Gopinath**, ICCA Chairman, to be the keynote speaker. We are looking forward to receiving 75 exhibitors this time and around 30-35 foreign hosted buyers and 75-100 Indian buyers. There will be B2B fixed meetings, post and pre-Fam tours as well."



DEMAND FOR DIGITAL SOLUTIONS

According to the study titled the 'Digital Business Traveller Research 2019', in the planning and booking phase, nearly three quarters, 72 per cent of business travellers in India have used voice search to investigate items like flight times, hotel options and the weather at their destinations. Two-thirds, 66 per cent have also researched and booked a business trip entirely on their smartphone.

As per a survey carried out by CWT, Indians expressed the greatest preference globally for in-person meetings, as 72% of respondents from India said they're most productive when they can talk to their colleagues and business associates face-to-face.



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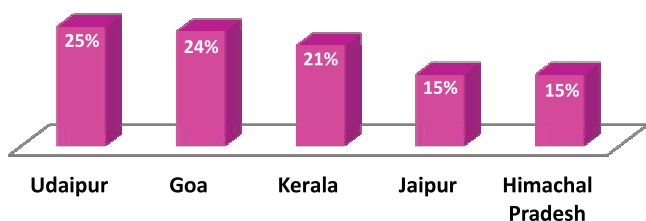
Analysing domestic destination weddings

We share a survey conducted by DDP Exhibitions on destination weddings, which are in demand and have led to a boom in the industry

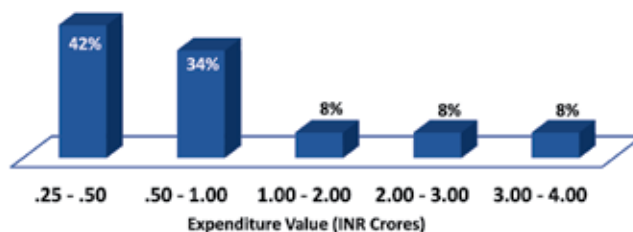
India is blessed with exotic locations for weddings of all types. As the survey indicates, destination weddings are booming in Udaipur, Goa, Kerala, Jaipur and Himachal Pradesh. Indian weddings also mean big business, with 34 per cent of the people spending between ₹50 lakh to ₹1 crore on the weddings. As the trend for travelling is on

the rise, 67 per cent of clients do not like to have the wedding near their hometown. The survey on expenditure percentage reveals that entertainment gets top priority, and Bollywood remains a popular choice for entertainment. The major challenges faced while planning and executing a wedding remain travel and logistics.

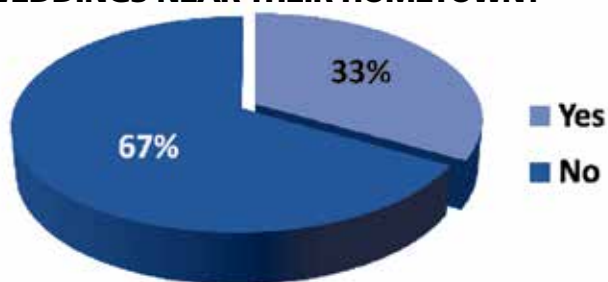
TOP 5 PREFERRED WEDDING DESTINATIONS IN INDIA



EXPENDITURE FOR DESTINATION WEDDINGS



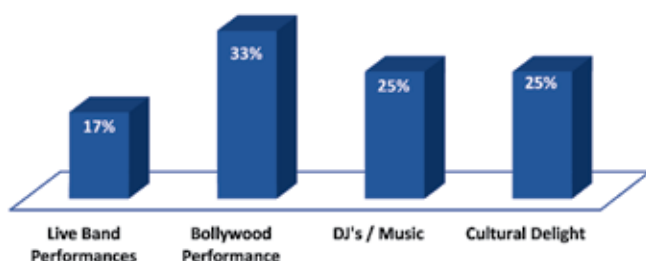
DO PEOPLE PREFER DESTINATION WEDDINGS NEAR THEIR HOMETOWN?



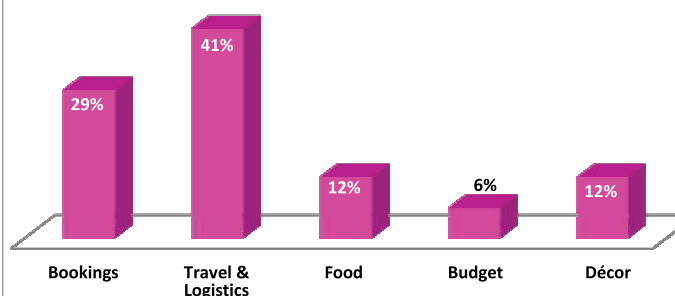
PERCENTAGE OF EXPENDITURE ON FOOD, DECOR, LOGISTICS AND ENTERTAINMENT



KIND OF ENTERTAINMENT PREFERRED



MAJOR CHALLENGES FACED DURING DESTINATION WEDDINGS



Source: DDP Exhibitions Survey for Travel Wedding Show, 2018

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Delhi's MiCE hotspot

Phil Chung, CEO, Kinexin Convention Management, provides details on the latest developments at India International Convention & Expo Centre (IICC), Dwarka

Kanchan Nath

Could you elaborate on the collaboration between Kinexin and IICC Dwarka?

Kinexin Convention Management, the official operator of IICC, was officially selected by the Indian government through a competitive bid. IICC is the Special Purpose Vehicle (SPV) under the Ministry of Commerce & Industry of India, to fund, build, and maintain the general infrastructure of all IICC complex-related projects. Being a national project, both Ministry of Commerce & Industry and Government of India have enthusiastically

been supporting the project. Until the completion of the venue, Kinexin will also serve as the official consultant for pre-marketing and operability in all aspects of the facility.

By when is the project expected to be complete? Any challenges delaying the process?

Until this day, the construction has been quite smooth. Larsen & Toubro (L&T), our construction partner, is well-known for completing projects on time. We're expecting the first phase of the venue,



Phil Chung

which comprises two indoor exhibition halls of 60,000 sqm, a seven-storey indoor convention centre of 60,000 sqm and meant for 12,000 pax, and a 240,000 sqm site to be used as an outdoor exposition or parking space, to be completed by mid-2020.

Considering your vast experience in the conventions business, what is your vision for IICC?

My vision is very clear; numerous global exhibition and convention organisers and planners are going to consider India as the new hotspot. Together with IICC, they will grow in number and size, boosting the positive economic impact on every industry. India is going to be positioned as the new top player in the world of MiCE and business tourism industries, and IICC's development will not only be our own growth but also mark the progress of the MiCE industry of India.

ABOUT IICC

- Situated close to Aerocity and IGI Airport
- Post completion of phase-I, it will provide 2 pillarless 60,000 sqm halls
- Catering service will be available
- The convention centre will have 28 conference and meeting rooms

NEWS FLASH The first phase of IICC is expected to be completed by mid-2020





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in Center 1 Building, ground floor



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Weddings made to

As millennials continue to opt for customised ceremonies for their big day, we bring you a list of hotels that ensure imaginations are made a reality

Jessy Iype



Rohit Chopra
Regional Director of
Global Sales, India
Accor

A hit with millennials

“ At Fairmont Jaipur, we provide customised cuisines and menus as per the celebration theme and airport transportation. Another of our hotels Novotel Visakhapatnam Varun Beach has one of the largest conventions. A unique aspect of this hotel is that all rooms including the infinity swimming pool and the convention hall overlook the sea. Pre-wedding shoots and a special entrance sequence for the bride and groom have become popular, while Instagrammable decorations continue to be in high demand.

No of rooms: 245

Banqueting space: Seven different venues; Lawn: 25,000 sqft.

TRENDS A special entrance sequence for the bride and groom has become popular, while Instagrammable decorations are in demand



Elgish V Andrews
General Manager
Vasundhara Sarovar
Premiere, Vayalar,
Kerala

Weddings that are affordable

“ With the rise in disposable income and with the change in consumer behaviour, sprinkled with customised packages that hotels offer, having a wedding in a luxury hotel is becoming increasingly affordable. We have a green leaf certified Ayurveda centre where we have customised therapies like *Abhyangam* - full body massage, *Njavarakizhi* - beneficial for skin nourishment and various Ayurvedic face packs for bride and bridegroom. We have chefs who are adept in various Indian and international cuisines.

No of rooms: 60

Banqueting space: 3000 sqft, capacity of 200 pax in banquet and 1500 in lawns

USP We organise many customised and curated activities to keep guests engaged in between ceremonies



Nabendu Acharjee
General Manager
Hometel Chandigarh -
A Sarovar Hotel

Plethora of options

“ The options available today are enormous, from farmhouses and *pandals* to auditoriums. Hometel Chandigarh offers customisation of the venue and décor based on the requirements of guests. Pre-wedding functions, bachelorette party, cocktail dinner is the most preferred. Wedding functions are now an amalgamation of traditional, yet modern themes that render ample opportunities to the hotel to showcase its skill in culinary offerings, décor, and bar counters with creative cocktails and mocktails.

TRENDS Wedding functions are now an amalgamation of traditional and modern themes that create opportunities for hotels



order



Ameet Raj Kundu
Director of Sales & Marketing
Radisson Blu Resort Temple Bay Mamallapuram

Ceremonies to remember

“ At our resort, there are dedicated wedding planners who guide you through everything. Whether it's a bachelor's party, a fun-filled pool party coupled with rain dance, or a traditional *baraat* with a 400-metre-long procession, at Radisson Blu Resort Temple Bay Mamallapuram, we can make any ceremony extra special. With customisation options you can also add personalisation.

No of rooms: 157

Banqueting space: Expansive lawns: 65,000 sqft; infinity pool: 27,000 sqft, pillarless ballroom: 20,000 sqft, can accommodate guests numbering from 200 to 3000; grand ballroom: more than 10,500 sqft.

USP A bachelor's party, a fun-filled pool party coupled with rain dance, or a traditional *baraat* can make any ceremony extra special



Devika James
Director of Sales
Sheraton Grand Chennai Resort & Spa

Memoirs made with family

“ On an average, India celebrates more than 10 million weddings every year. These wedding estimates range between ₹5 lakh to ₹5 crore. Every wedding is unique and must be treated with close attention to detail. We offer various venues to choose from. Couples prefer celebrations with immediate family. While the 'big fat Indian wedding' megatrend is not going to cease any time soon, people are now gradually opting for more intimate affairs.

No of rooms: 125

Banqueting space: Ballroom: 7000 sqft; Lawns: 25,080 sqft

TRENDS Every wedding is unique in its own way and it must be treated with close attention to detail, each and every time

Under the Pune sky

Radisson Blu Pune Hinjawadi is evolving the events landscape with its customised banqueting services. Its ballrooms and open-air venue are unique MiCE options

MT Bureau



Radisson Blu Pune Hinjawadi presents its open-air banqueting space, The Lawns, as a great venue for weddings, social events, cocktail dinners, and corporate events in the city. Spread across an area of 12,000 sqft, the spacious venue provides ample scope for customisation of any event with an accommodating capacity of 1000 people.

The team of experts at the hotel assists in planning and conducting events from start to finish. It offers specialised services of renowned wedding planners, decorators, home chefs, and audio visual equipment partners

for wedding clients. The banquet offers unique gastronomic experiences, and clients can select from a range of menus featuring local and global cuisines or design their own menu in consultation with the chefs here. There is an emphasis on fresh ingredients, live stations, innovation and authenticity, and the décor is further enhanced with exquisite detailing and stage co-ordination.

The hotel also offers customised packages and a host of services to pamper guests with spa and beauty salon services, to complete the grand experience of a celebratory occasion. Speaking about the changing trends he sees



Pankaj Saxena

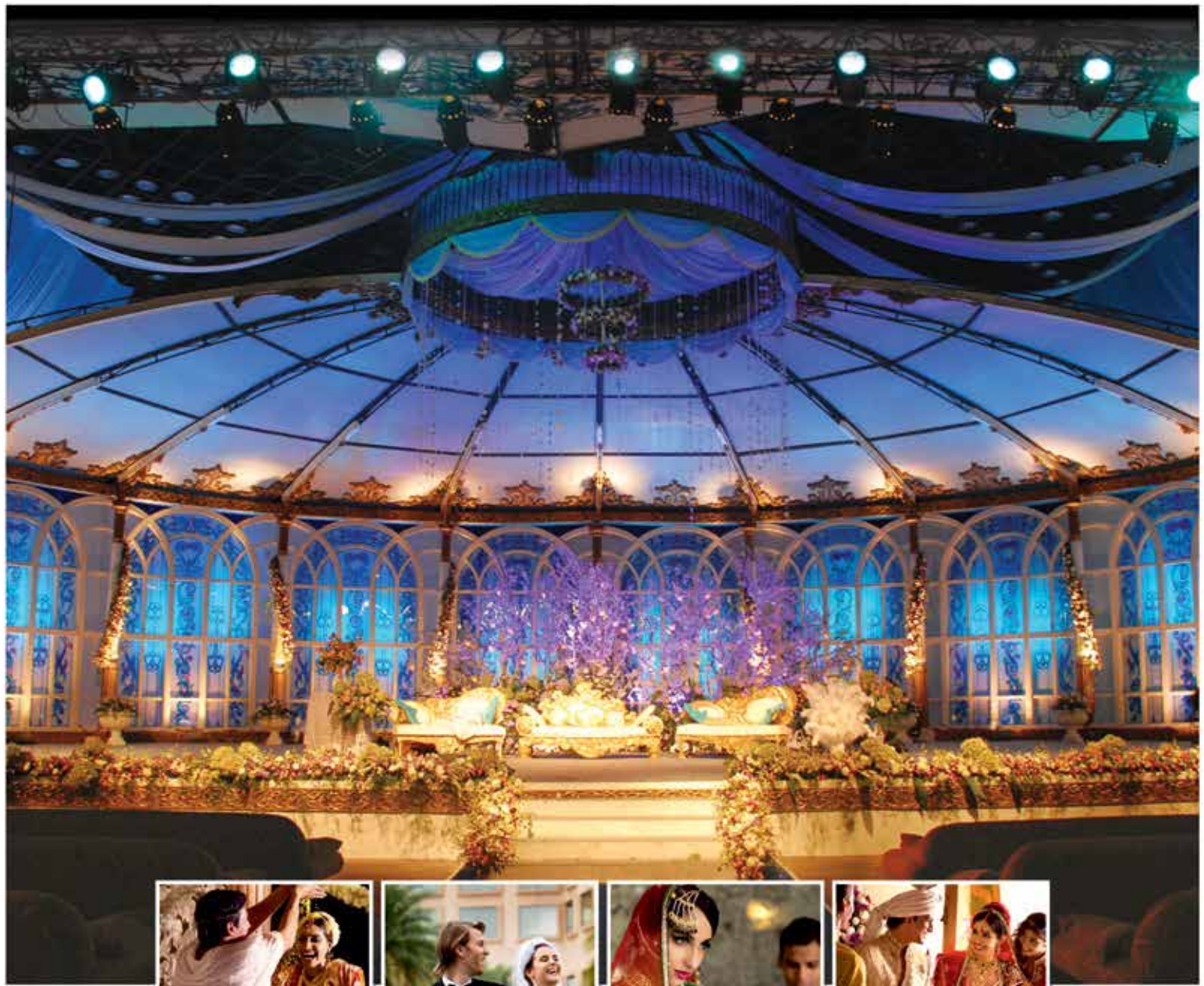
with respect to weddings, **Pankaj Saxena**, General Manager, Radisson Blu Pune Hinjawadi, says, "Today, weddings have evolved into an event requiring a high level of customisation along with a first-of-its-kind experience that can create everlasting memories for families. This reflects in many ways – from creating modern Indian cuisine menus to lots of surprise elements included as part of the ceremony to make it a fun-filled and a lifestyle event. The wedding market in India will become more promising in the years to come with nearly US\$ 2 billion expected to be spent in food and hospitality requirements alone.

Since most of the times weddings take place during weekends, it's a great opportunity for business hotels to increase their occupancy levels and overall revenues."

WEDDINGS have evolved into an event requiring first-of-their-kind experiences for guests

ABOUT THE VENUE

- Ballroom 1 is 2800 sqft meant for 210 pax in theatre style
- Ballroom 2 & 3 together can accommodate 250 pax in casual dinner style
- The Lawn is an 11,000 sqft open-air venue that can fit 700 guests in casual-dinner style



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Commending the best in the South

The sixth edition of India Travel Awards – South brought together the travel, MiCE, and hospitality industries in a splendid evening of networking and glitz

Nisha Verma from Chennai



India Travel Awards – South wrapped up its sixth edition with a glitzy ceremony at Sheraton Grand Resort & Spa, Chennai. The event witnessed bigwigs from the travel, MiCE, and hospitality industries of southern India under one roof. The chief guest for the evening was **Shreevats Sanjay**, Deputy Director General & Regional Director – South, Ministry of Tourism, Government of India, who felicitated and congratulated the winners for their contribution to the industry. The awards were handed out by him and **Dr Radhika Kopikar**, first runner-up at Gladrags Mrs India (Maharashtra) 2018. Attended by around 100 guests, the award ceremony acknowledged achievers in their

respective fields. Winners were selected through an online nomination process followed by online voting, and finalised after a jury verdict. Voting was carefully monitored through the entire process to avoid duplication and maintain transparency. Speaking on the occasion, Sanjay said, “This award entrusts the winners with additional responsibility to strive to improve their performance and achieve new heights in the future. Tourism is doing a great service to the nation by generating a lot of foreign exchange.”

To this, **Sanjeet**, Mentor, India Travel Awards, added, “It is our aim to recognise and reward outstanding contributors to the travel industry. Indian tourism is the fastest growing among G20 countries, and is responsible for 12 per cent of all jobs in India. Today, this industry is synonymous with progress, development, and opportunity.” He claimed that the awards aimed to celebrate not just the large global players but also the smaller ones who often went unnoticed.

INDIAN tourism is the fastest growing among G20 countries and accounts for 12% of jobs in India

Saluting trade excellence

India Travel Awards - South kept up the tradition of recognising those who had made unending contributions to the MiCE industry, year-in, year-out



GALLERY OF LEGENDS VS Abdul Kareem



DDP GAME CHANGER Manish Kriplani



DDP TRAILBLAZER Amarnath Reddy



TORCH BEARER OF WELLNESS TOURISM Sunil Varghese



BEST 5 STAR CORPORATE HOTEL The Oterra



BEST DESIGNED BUSINESS HOTEL Aloft Bengaluru Cessna Business Park





BEST LUXURY RESORT Sheraton Grand Chennai Resort & Spa



BEST MICE TRAVEL AGENCY Dream Destinationz



BEST LUXURY HOTEL Park Hyatt Chennai



FASTEST GROWING HOTEL BRAND TGI Hotels & Resorts



BEST LUXURY BUSINESS HOTEL Park Hyatt Hyderabad



BEST WEDDING AND MICE HOTEL Sheraton Grand Bengaluru Whitefield Hotel and Convention Center



BEST GREEN RESORT Glyngarth Resorts



BEST BUSINESS HOTEL The Westin Hyderabad Mindspace



BEST SERVICED APARTMENTS Oakwood Residence Kapil Hyderabad



BEST BOUTIQUE HOTEL Purity at Lake Vembanad



BEST FOREIGN EXCHANGE COMPANY Zenith Leisure Holidays



MOST PROMISING HOTEL CHAIN Crossway Hotels & Resorts



BEST TOURIST TRANSPORT COMPANY Kerala Associated Travels, Calicut



BEST CONVENTION CENTRE Four Points by Sheraton Mahabalipuram Resort & Convention Center



MOST OPULANT SERVICED APARTMENTS Park Hyatt Hyderabad



BEST CITY HOTEL Turyaa Chennai


AUGUST 2019

1-3	Eemagine 2019	Delhi
6-7	GPS	Kochi
16-18	ADTOI Convention	Ahmedabad
21-22	GPS	Kolkata
29-30	GPS	Pune
29-31	12 th Conventions India Conclave	Kochi

SEPTEMBER 2019

6-8	TTF	Surat
10	DCT Abu Dhabi Roadshow	Chandigarh
11-12	Switzerland Travel Experience	Delhi
12	DCT Abu Dhabi Roadshow	Ahmedabad
13	DCT Abu Dhabi Roadshow	Kolkata
13	Switzerland Travel Experience	Chennai
16	Switzerland Travel Experience	Kochi
17	Switzerland Travel Experience	Bengaluru
18-19	Switzerland Travel Experience	Mumbai
19-22	Tamil Nadu Travel Mart	Chennai
20-22	TTF	Pune
23-25	India Tourism Mart (ITM)	Delhi
27	ACTE Global Regional Conference	Delhi

OCTOBER 2019

1	Jumeirah Group of Hotels Jumeirah Roadshow	Ahmedabad
2- 10	Odisha Travel Bazaar	Bhubaneswar
3	Jumeirah Group of Hotels	Delhi
3-5	Islamic Travel Mart	Mumbai



35+ exhibitors to connect with 60+ buyers at Travel Wedding Show

The event will also focus on Tier-II and III cities for weddings

Slated to take place between July 13 and 14, 2019, at The Westin Mumbai Garden City, the exclusive Travel Wedding Show will connect the travel trade and the wedding fraternity. One-on-one meetings will be held with more than 35 wedding planners on day-one and more than 30 wedding specialists on day-two. Travel Wedding Show is a table-top event that gives exhibitors the opportunity to showcase their products and services, demonstrate their expertise and increase awareness about their product, generating sales from a qualified audience with maximum exposure.

India's only B2B wedding show, the event offers unrivalled inspiration and ideas for every style of wedding, with an opportunity for buyers to meet carefully hand-picked wedding planners in a closed-door, professional business environment through pre-scheduled meetings.

Speaking about the success of the show year in, year out, **Sarika Bhambani Rawal**, Vice President, Travel Wedding Show, says, "The show continues to make headway in connecting the right partners to take the industry forward. At each edition of Travel Wedding Show, buyers and exhibitors have been able to make good connections and build their business, sowing the seeds for progress." Last year, Travel Wedding Show concluded with over 1800 meetings, where representatives from hotels and tourism boards exhibited their products for the wedding tourism industry.

6th Edition

India's Premium & Opulent B2B Luxury Show

Travel

LUXURY SHOW

Sept. 14 - 15, 2019 (Sat - Sun)

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- 1800+ tailored one-on-one meetings
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To Exhibit, please contact:

Sarika Bhambhani Rawal: sarika@ddppl.com, +91 98101 91852

Punam Singh: punam.singh@gmail.com, +91 98111 58785

Sonia Guru: sonia.guru@ddppl.com, +91 8800396009



Movements in India



Kapil Pant
Representation Director
(India & Subcontinent)
Penang Convention &
Exhibition Bureau

Kapil Pant, Director, Alfa Destinations Marketing, has been appointed as Representation Director — India & Subcontinent of Penang Convention & Exhibition Bureau (PCEB). In this role, he will represent the Bureau and manage travel trade strategy, public relations, and industry alignment. He will also enhance the 'Experiences Unfiltered' campaign under PCEB through cooperative strategies with key wholesale, airline and trade partners, as well as increase awareness with key media stakeholders. Pant enjoys the advantage of good relationships with travel industry partners and has over two decades of experience in the MiCE sector.



Alan Peter Chacko
Sales Manager India
LOT Polish Airlines

LOT Polish Airlines has appointed Alan Peter Chacko as Sales Manager India. Chacko will oversee the commercial activities and key account relationships on behalf of the Polish Star Alliance member. Before joining LOT Polish Airlines, Chacko held various senior positions within the Lufthansa Group in India. For the past four years, he was Senior Manager Sales Products and Programs & Service Provider Coordination with responsibility for the entire South Asian market. From 2006 till 2009, he was the group's GM - Passenger Sales North India.



Mohammed Shoeb
Associate Vice President
Pride Plaza Hotel Aerocity
New Delhi

Pride Hotels has appointed Mohammad Shoeb to the post of Associate Vice President, Pride Plaza Hotel Aerocity, New Delhi. Shoeb brings with him over 30 years of hospitality experience, having held senior management positions in premium hotel brands across the country. He is a hotel opening specialist and has opened four hotels from 2005 till 2015 in the southern part of India. Shoeb will be responsible for providing strategic guidance in operating the hotel in line with International brand standards, and more.



Subhabrata Roy
General Manager
DoubleTree Suites by Hilton
Hotel Bangalore

Subhabrata Roy has been appointed as the General Manager of the 172-room DoubleTree Suites by Hilton Bangalore. Here, he will spearhead business operations, overall implementation, and business development of the hotel. He will also be responsible for the hotel's performance in the market. Prior to the new appointment, Roy served as the General Manager of Four Points by Sheraton, Vashi in Mumbai. In the past, he has also been associated with Keys Hotels, Accor, and the Taj group of hotels.



George Bennet Kuruvilla
General Manager
Radisson Blu Atria Bengaluru

George Bennet Kuruvilla is the new General Manager at Radisson Blu Atria Bengaluru. He comes in with close to 25 years of experience in the luxury hotel segment. In his current role, Kuruvilla will be in charge of the overall operations of the hotel. Spearheading multiple roles in the industry, he has an in-depth knowledge of every facet of managing a hotel. Before taking over this position, Kuruvilla was Regional General Manager with MGM Muthu Hotels, Spain. He was also General Manager of award-winning hotels.



Anoop Pandey
General Manager
The Westin Sohna Resort & Spa

The Westin Sohna Resort & Spa has designated Anoop Pandey as General Manager for the resort. Pandey comes with nearly two decades of experience with expertise in all departments of hospitality. During his entire career span, he has played diverse roles in different departments including front office, food & beverage, and rooms division. Prior to this new position, he served as Resident Manager at The Westin Gurgaon where he was responsible for developing business plans and implementing new ideas to improve guest satisfaction and profitability.