

THE GATEWAY TO INDIA'S OUTBOUND TRAVEL MARKETS

The Leading Travel Show in Asia

OTM[®]

1, 2 & 3 FEBRUARY 2027

Jio World Convention Centre, Mumbai



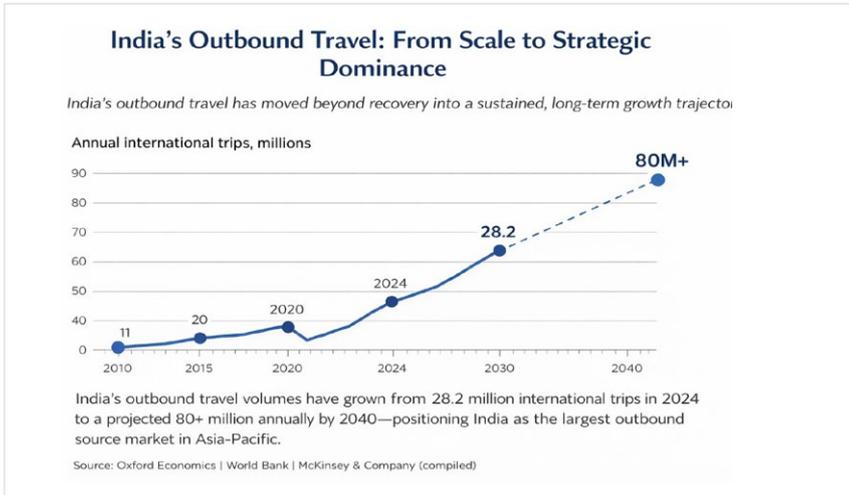
OTM 2028
3, 4 & 5 February

OTM 2029
1, 2 & 3 February

THE STRATEGIC POWER OF INDIA'S OUTBOUND TRAVEL MARKET

India's outbound travel market has moved from promise to performance. Growth is no longer projected — it is accelerating. In 2024, Indian travellers spent USD 31.7 billion overseas, placing India among the world's most influential outbound markets. For global destinations and travel brands, the question is not whether to engage with India, but how to do so effectively, at scale, and with the right partners.

OTM exists at the centre of this shift.



MUMBAI: INDIA'S OUTBOUND TRAVEL EPICENTRE

Mumbai remains the epicentre of India's outbound travel economy. As the country's financial and corporate hub, it drives a significant share of international departures and is home to the nation's leading travel companies. With an additional international airport and growing long-haul connectivity, outbound capacity is entering a new phase of scale. Mumbai is also the gateway to the booming travel markets of Gujarat and Southern India.

As home to India's best convention infrastructure, Mumbai is uniquely positioned to bring together the country's top travel decision-makers — including senior leaders from Delhi NCR and North India — thousands of whom attend OTM each year.

WHY OTM? THE LEADING TRAVEL TRADE SHOW IN ASIA

OTM 2026 set new benchmarks in scale and global participation.



2,200+
EXHIBITORS



60+
COUNTRIES



50,000+
TRADE VISITORS



1,100+
HOSTED & VIP BUYERS



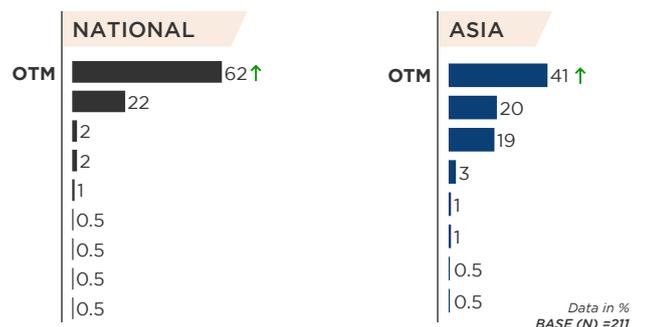
50,000+
PRE-SCHEDULED B2B MEETINGS

OTM CERTIFIED AS LEADING TRAVEL TRADE SHOW IN INDIA AND ASIA THIRD YEAR IN A ROW

For the third consecutive year, OTM has been certified as the 'Leading Travel Trade Show in India and Asia' in a customised study led by NielsenIQ in 2024 and 2025, and by Ipsos in 2023, commissioned by Fairfest Media.

Full report available at otm.co.in/nielsenIQ. May not be reproduced without the prior written consent of the publishers. All rights reserved.

Significantly higher quantum of respondents stating OTM (Mumbai) to be the leading show at a National & Asia.



Q9. According to you, at a national level which is the leading travel trade show in India?
Q9A. According to you, which is the leading travel trade show in Asia?

↑% sig higher @ 95% vis-à-vis other shows in the list

BUYER DISTRIBUTION

ACROSS INDIA

OTM's attendee distribution closely mirrors the structure of India's outbound travel demand, reflecting where purchasing power and travel decision-making are most concentrated.

Western India accounts for over half of all non-local trade buyers, reinforcing OTM's role as the natural gateway to one of the country's most commercially active outbound corridors. At the same time, strong representation from Delhi NCR and other North Indian markets ensures meaningful access to India's largest outbound hubs beyond Mumbai. Strong attendance from South and East India extends OTM's reach to leading metros as well as fast-growing Tier II markets.

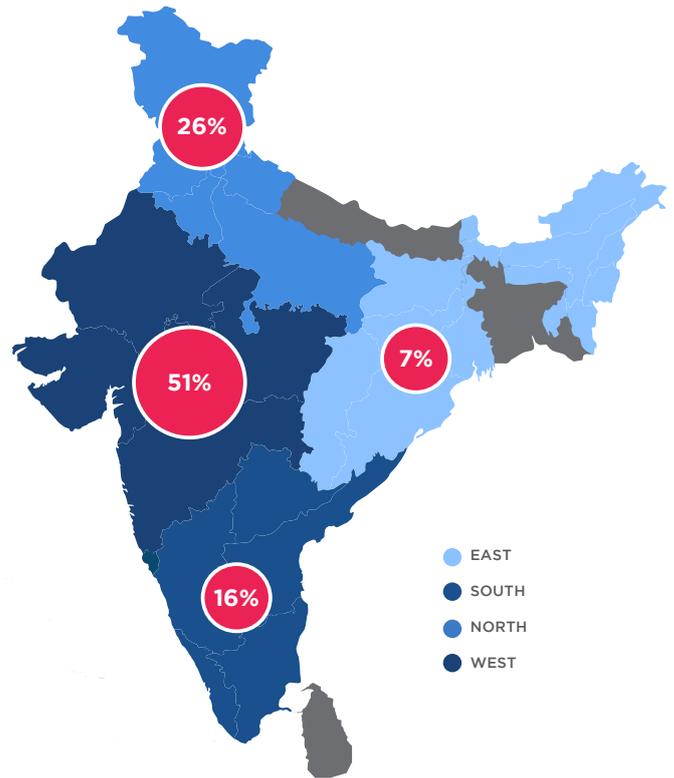


"OTM is one of the most important trade shows for tourism boards and travel operators to meet decision-makers and explore new initiatives. I would recommend all tourism boards and DMCs to be part of OTM."

**Jassim Mahmoud, PR & Communication
Director, Visit Qatar**



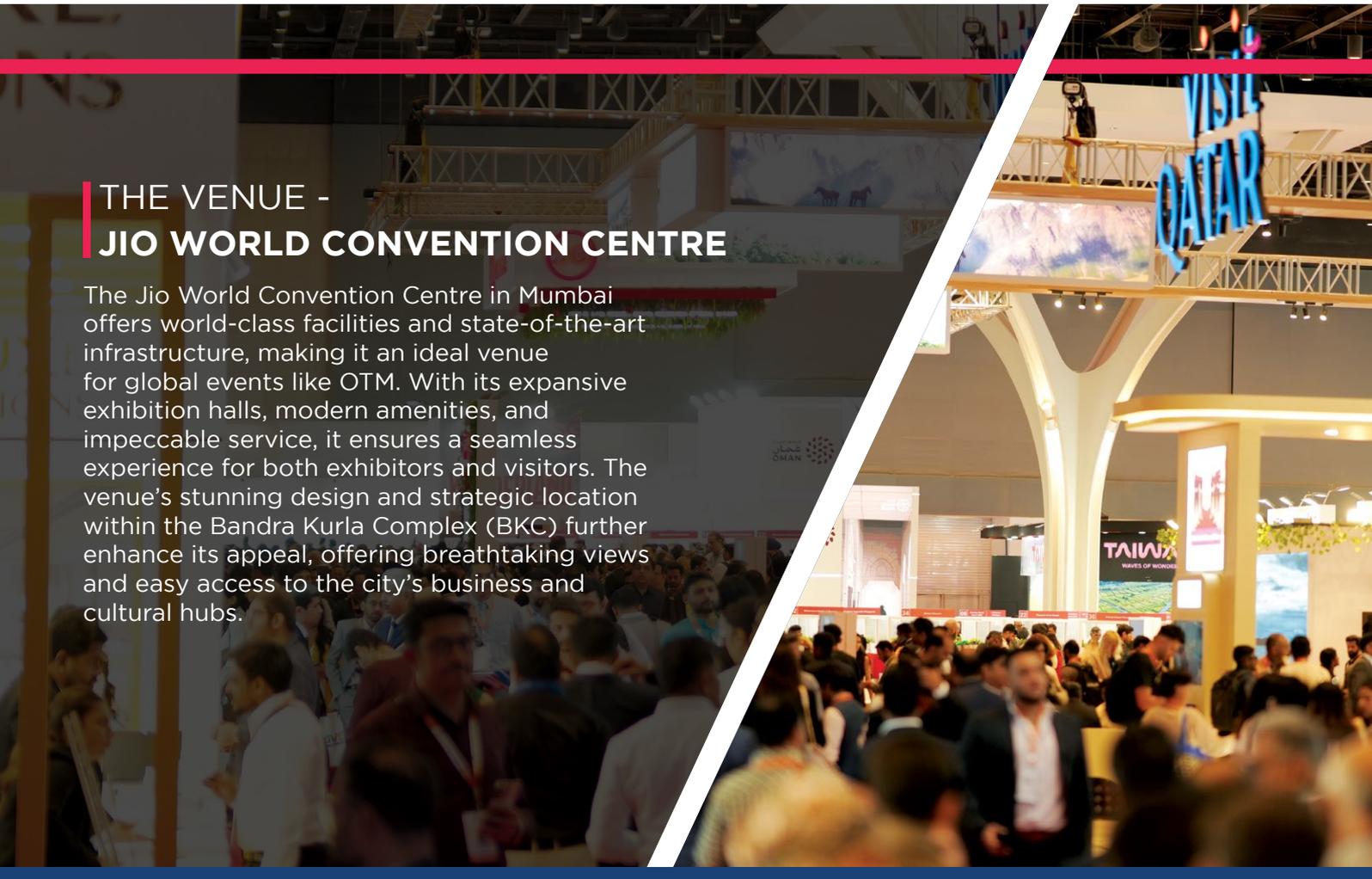
Trade Visitor Representation by Region - OTM 2026



**Percentages reflect regional buyer distribution excluding local visitors*

THE VENUE - JIO WORLD CONVENTION CENTRE

The Jio World Convention Centre in Mumbai offers world-class facilities and state-of-the-art infrastructure, making it an ideal venue for global events like OTM. With its expansive exhibition halls, modern amenities, and impeccable service, it ensures a seamless experience for both exhibitors and visitors. The venue's stunning design and strategic location within the Bandra Kurla Complex (BKC) further enhance its appeal, offering breathtaking views and easy access to the city's business and cultural hubs.



ENGAGE WITH INDIA'S OUTBOUND TRAVEL DECISION-MAKERS

OTM brings together India's most commercially active outbound buyers, travel agency owners, senior management teams, corporate travel heads, MICE planners, luxury specialists, and high-volume tour operators, all under one roof.

TRAVEL AGENTS AND TOUR OPERATORS

OTM attracts over 50,000 qualified trade professionals annually, including 1,100+ Hosted and VIP Buyers representing India's leading outbound markets. These buyers manage significant travel portfolios across metros and fast-growing Tier II and III cities, driving international travel demand at scale.

With structured pre-scheduled meetings and curated networking formats, exhibitors connect directly with decision-makers, not intermediaries, enabling focused conversations, faster partnerships, and measurable business outcomes.



CORPORATE TRAVEL MANAGERS & MICE PROFESSIONALS

OTM connects exhibitors with senior corporate travel and MICE decision-makers from leading Indian and multinational companies. These leaders manage multimillion-dollar travel and event budgets and influence global venue and destination selection. In 2026, OTM hosted **190+ curated corporate buyers** overseeing large-scale business travel, incentives, conferences, and international events.

“Platforms like OTM enable the ecosystem to evolve and deliver value-driven travel solutions.”

**Ajay Bhatt, Group Head -
Corporate Services, Godrej
Industries Group**





DESTINATION WEDDING PLANNERS

India's USD 50+ billion wedding industry is a major driver of premium outbound travel. Destination weddings generate multi-day celebrations, large guest movements, and substantial room-night volumes across international markets.

OTM connects exhibitors with **100+ leading destination wedding planners and associations**. OTM's long-standing partnership with WeddingSutra brings together wedding professionals who control venue selection, vendor partnerships, and high-value group travel budgets.



MODERATOR

PANELISTS



Parthip Thyagarajan
Co-founder & CEO
WeddingSutra

Harshal Kothari
Founder
Rising Events

Karan Soorma
Co-Founder
Morani & Soorma

Nikhil Murarka
Director
Centre Point Events



LUXURY TRAVEL EXPERTS

India's luxury outbound segment is growing at double-digit rates, with India's high-net-worth population projected to rise by over **50% by 2027**.

OTM offers structured access to leading luxury travel designers and high-value outbound specialists providing destinations and hospitality brands direct entry into one of the world's fastest-growing high-spend markets.

"India will be a leading travel market globally. OTM is the best platform to build strong relationships with the Indian travel trade and discuss real business."

Jamal Kilito, Country Manager, India, Moroccan National Tourism Office

OTM stands out not just for its scale, but for the quality of business professionals and trade representatives it attracts. I am very happy with the performance of this year's turnout.

Florian Sengstschmid
CEO, Azerbaijan Tourism Board



PREMIER FEATURES & THOUGHT LEADERSHIP PROGRAMS



Cine Locales at OTM offers a unique opportunity to connect with top production houses like Yash Raj Films, Netflix, and Amazon Studios. This star-studded platform brings together film, TV, and OTT producers, as well as location scouts from Bollywood and regional Indian cinema, connecting them with stunning global destinations for their next international projects.



The OTM Forum is a leading knowledge-sharing platform that brings together influential travel leaders from around the world. Through panel discussions, masterclasses, and workshops; executives from top global organisations, including IndiGo, MakeMyTrip, Thomas Cook, SOTC, Reliance, TBO.com will share insights on the travel trends shaping 2026.

DESTINATION SHOWCASE

The Destination Showcase provides exhibitors a structured stage to present new products, campaigns, and investment opportunities directly to qualified buyers. These focused sessions enhance visibility and reinforce brand positioning among decision-makers across leisure, MICE, weddings, and luxury travel segments.

ONLINE MEETING DIARY

OTM's AI-powered meeting platform enables pre-scheduled, relevance-based appointments between exhibitors and buyers. By aligning interests in advance, the system maximises productive engagement during the show, increasing meeting efficiency and measurable return on participation.

SUCCESS STORIES: WHAT PARTICIPANTS SAY



"OTM is an important platform for us to engage with India, a very promising and fast-growing market."

Christian Harold Richard Duval, Hon'ble Minister of Tourism, Mauritius



"OTM is a must-attend event. With more than 40 NTOs present and industry professionals attending from across India, it provides an exceptional opportunity to engage directly with Indian operators and trade stakeholders."

Datuk Manoharan Periasamy, Chairman, Tourism Malaysia



"Our participation at OTM enabled us to connect with leading agencies, OTAs, and airline partners under one roof. The quality of meetings and the strong pipeline of leads generated reaffirm OTM's importance as a strategic gateway to the Indian outbound market."

Nicolás Echeverrito, Director of Marketing, Visit Argentina



"OTM helps us connect with buyers from all over India. Everyone comes together in Mumbai, allowing us to showcase our tourism offerings."

Christian Schoch, Director - India, Switzerland Tourism



"Our participation has delivered strong results and a clear return on investment, making it a highly successful experience for us."

Ruma Chatterjee, U.S. Commercial Service, U.S. Consulate General - Mumbai, India

PARTICIPATION

PACKAGE (Rate per sq.m. per event)

OTM 2027		RATE (USD*/INR*)	CORNER (USD*/INR*)	PENINSULA (USD*/INR*)	ISLAND (USD*/INR*)
Super Early Bird	Before 31st May 2026	US\$ 435/ ₹ 40,000	US\$ 475/ ₹ 44,000	US\$ 515/ ₹ 48,000	US\$ 555/ ₹ 52,000
Early Bird	1st June 2026 to 31st Oct 2026	US\$ 490/ ₹ 44,000	US\$ 535/ ₹ 48,000	US\$ 580/ ₹ 52,000	US\$ 625/ ₹ 56,000
Standard		US\$ 545/ ₹ 48,000	US\$ 595/ ₹ 52,000	US\$ 645/ ₹ 56,000	US\$ 695/ ₹ 60,000

Standard Shell Scheme comes with: Spotlights, display panels, chairs & table, plug points.

Add 50% of Standard Rate for Mezzanine Space, if any.

* Payment is due at the time of booking with GST extra @ 18%.

SPONSORSHIP OPPORTUNITIES

Host Country / State	US\$ 2,50,000*	₹ 2 Crores*
Lanyard	US\$ 37,500*	₹ 30 lakhs*
Badge	US\$ 37,500*	₹ 30 lakhs*
Entrance Branding	US\$ 37,500*	₹ 30 lakhs*
Exclusive Partner for 200 Hosted Buyers	US\$ 37,500*	₹ 30 lakhs*
Networking Lunch / Dinner for 200 Buyers & Sellers	US\$ 37,500*	₹ 30 lakhs*
Registration Area	US\$ 37,500*	₹ 30 lakhs*
VIP / Business Lounge	US\$ 37,500*	₹ 30 lakhs*
Show Carry Bags	US\$ 37,500*	₹ 30 lakhs*
Event App Partner	US\$ 37,500*	₹ 30 lakhs*

For more exciting sponsorship options, please visit www.otm.co.in/sponsorship

* Payment is due at the time of booking with GST extra @ 18%.

RESERVE YOUR SPOT TODAY

Don't miss your chance to connect with India's booming outbound travel market.

Please fill the enclosed **Space Booking Form** and email to contact@fairfest.in or send to **Fairfest Media Ltd., 305, 3rd Floor, The Summit Business Bay, Off Andheri - Kurla Road, Andheri East, Mumbai - 400 093**



2, 3 & 4 SEPTEMBER 2026

Yashobhoomi (IICC), Dwarka, New Delhi

Along with OTM, participation in BLTM in Delhi will guarantee the highest return on your investment since BLTM is a high-quality travel tradeshow with a special focus on Bleisure (Business+Leisure) and MICE travel.

Participation in OTM and BLTM can be the most effective combination of your tradeshow promotions in 2026, covering all segments of travel trade in India.

SOME OF OUR PARTNERS AND SUPPORTING ORGANISATIONS

Partner Airline



Host State



Featured Exhibitors



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