

The Leading Travel Show in Asia-Pacific



13, 14, 15 SEPTEMBER 2022

Jio World Convention Centre, BKC, Mumbai

02, 03, 04 FEBRUARY 2023

Jio World Convention Centre, BKC, Mumbai



CELEBRATE THE GRAND
REOPENING OF TRAVEL, LIVE!



MUMBAI - THE #1 TRAVEL SOURCE MARKET OF INDIA

OTM, the leading travel trade show in Asia takes place in Mumbai, the financial and business hub of India. It is the largest source market for Business, MICE, Leisure & Luxury travel, and is the preferred port of exit for the West & South Indian markets, accounting for over 60% of India's outbound travellers.

India is a unique and huge source market, already open for travel in the post-pandemic phase as resumption of international flights and lifting of all restrictions have been announced to take effect from 2022. Indian Outbound travellers are in a position to fill in the gaps left by the Chinese, the Russian and many other source markets that are not fully open to travel yet.

Considering that most of the international destinations missed out on marketing in India for a couple of years, a special edition of OTM has been organised from 13th to 15th September 2022, at the brand-new Jio World Convention Centre in a 5-star setting with world-class infrastructure unmatched in India.



OTM, THE PREMIUM SHOW YOU CANNOT AFFORD TO MISS



“It’s absolutely essential to have physical shows like this and I think OTM with its theme of ‘Restart, Rebuild and Rejuvenate Travel & Tourism Economy’ is very important at this time. When you see the number of people here, you feel that the travel and tourism industry is back! The Indian market has been very significant for Maldives for the last two years, especially as we were recovering from the pandemic. We hope India continues to be the number one market for the Maldives.”

- Dr. Abdulla Mausoom, Tourism Minister, Maldives





“Nothing can replace face-to-face meetings, and it’s a great opportunity for us to meet our trade partners and the trade media. We had 2.1 million visitors in 2019 and we are looking forward to get 5-6 million arrivals by 2030 and India is one of our top priority markets; so OTM is very important to us at this point of time.”


- Philip Dickinson, VP International Markets, Qatar Tourism


QUALITY BUYERS AT OTM


Every year over **20,000 qualified trade buyers** attend OTM.

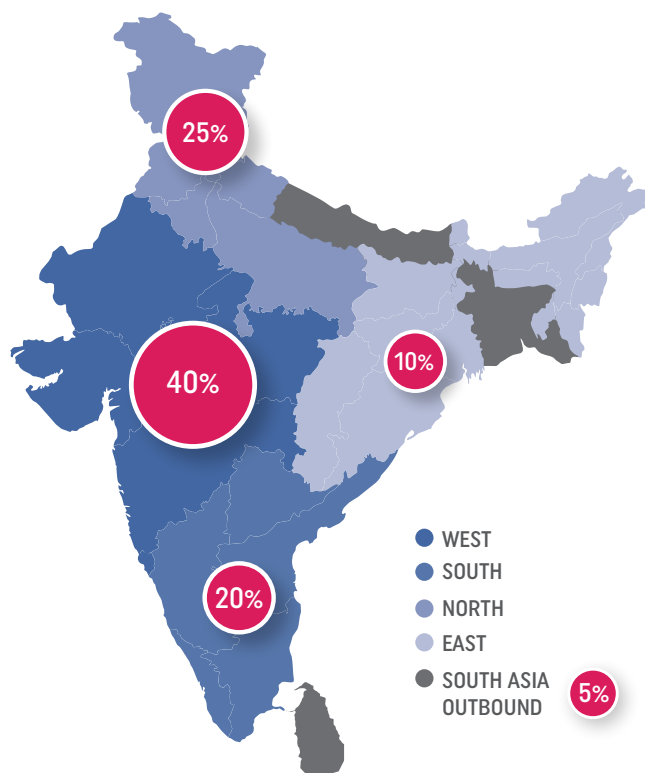
-  Outbound travel buyers from India (Trade visitors from all over India, with a focus on Tier II and Tier III cities)

-  Outbound travel buyers from South Asia

-  Business + MICE & Corporate

-  Wedding Planners

-  Film Production Houses



Buyers from all over India and South Asia

HEAR WHAT OUR PARTICIPANTS HAVE TO SAY ABOUT OTM 2022



“OTM is a key platform for the travel and tourism industry right now. For a show of this scale to happen right after the pandemic was beyond anybody’s expectations and we see a great turnout. With regular scheduled international flights being back on track, India is again going to be a leading source of business for us in the coming months. Azerbaijan Tourism Board is very happy to have joined OTM!” - **Bahruz Asgarov, Deputy CEO, Azerbaijan Tourism Board**



“We have been doing several webinars for two years and everyone, including the travel agents, wanted to be updated in person, at a physical show. That’s why we decided to attend OTM and we are delighted to see the stupendous response.”
- **Young Geul (Ian) Choi, Director, Korea Tourism Organization, New Delhi Office**



“OTM has always been one of my favourite shows and I must commend the team for putting up such a fantastic event! OTM has always delivered more than what we have expected. When we invest in a travel trade show, we look at the quality of trade partners, and we have always got that out of OTM; there’s no doubt about it.” - **Pranav Kapadia, Director, Tourism Fiji**



“OTM is the first major travel trade show after two and a half years, and we thought it was very important for us to be here, meet the crowd and to tell them about the new experiences Singapore has to offer. The response has been absolutely overwhelming. We are extremely happy!” - **Wong Renjie, Area Director (Mumbai), Singapore Tourism Board**



“OTM is playing a very important role in this post-pandemic time. It’s good to see so many people under one roof. I congratulate and thank OTM for taking this initiative. The organisers have shown great thought-leadership by engaging with all segments of the travel and tourism industry in these tough times.” - **Dr. M. Mathiventhan, Minister for Tourism, Government of Tamil Nadu**



“We have been participating in OTM regularly for years now. The response we received at the show has been fabulous. Just after a hard hit time due to Covid, this kind of response is very inspiring.”
- **Santosh Panta, Director, Nepal Tourism Board**



“I have never seen such frenzy at any show as what I saw at this year’s OTM and I am so glad about that! These three days of the show have been extremely fruitful for us and that reflects the optimism of the industry, post the pandemic.”
- **Ankush Nijhawan, Co-Founder & Joint MD, tbo.com**

SPEAKER TESTIMONIALS



“The exchange of ideas and thoughts between buyers and sellers is very important and that is impossible in a virtual space. So OTM is exceptionally crucial and very well-timed. We saw an engaged audience and meaningful panel discussions at the OTM Forum. Very well done OTM!”
- **Joy Ghosh, Regional Vice President, Amadeus, Hospitality**



“I believe that our industry depends highly on face-to-face networking and OTM is the starting point of meetings opening up. The energy here is quite vibrant and hopeful & I think that’s been the highlight for me. I am so happy to be here!”
- **Nitin Sachdeva, CEO, Venture Marketing, International Board of Directors, SITE Global**



OTM stands for Quality of buyers, sellers & meetings



97%

Exhibitors said that OTM delivers the right target audience for their business.



Quality of Buyers and Reputation of the Event were the key factors that influenced exhibitors to take part in the show.



98%

Exhibitors were satisfied with the response they received at OTM.



“People are very happy to see each other and you can see a great footfall. OTM is very close to our heart; it’s the first show we participated in when we launched One Above. The show means a lot to us and we will be there with the OTM team, forever!”

- Vishal Somaiya, Director & Group CEO, One Above



“We have been participating in OTM for over ten years now and the show is just getting better every year. We were tired of meeting people online.

OTM is extremely relevant right now. Footfalls over the three days of the show, in thousands, have been a direct reflection of the revival of the industry.”

- Hussain Patel, Director, Tripjack



OTM Forum is a knowledge-sharing platform that brings together India and Asia's most influential travel leaders on one stage. The Forum was live-streamed in March for guests on Facebook and YouTube, with massive viewers' login from India and abroad and eminent travel leaders brainstorming on the future of travel in thought-leadership interactions.

Panel discussions, master classes, and workshops were conducted by top-level executives from industry leading companies and C-suite executives from over 100 top brands. Sponsored sessions and branding opportunities at OTM Forum help brands present their product offerings to highly targeted audiences.

Cine Locales

Films are an excellent way of marketing destinations and production houses are big buyers of travel services. Cine Locales at OTM invites premier film and TV producers from Mumbai, the home of Bollywood & connects them with global destinations.

Top production houses like Eros International, Salman Khan Films, Reliance Entertainment, Zee Entertainment Enterprises, Yash Raj Films, Sanjay Dutt Productions, Netflix, Amazon Studios and many others attend Cine Locales and engage in conversations with delegations from destinations around the world.

ONLINE MEETING DIARY

OTM's state-of-the-art online tool and mobile app lets sellers and buyers schedule appointments pre-show. It helps sellers find the right buyers, save valuable time and make the most out of their event experience. The matchmaking tool, powered by AI, recommends top buyers and sellers in a simple and easy-to-use way.

SPEED NETWORKING SESSIONS

Sellers meet travel trade and corporate buyers in a speed networking format - a perfect setting to meet multiple top buyers in a short time. Introductions made here help sellers start business interactions that can carry on throughout the event.



"OTM is really unique because it brings everyone from the travel and tourism fraternity - hoteliers, travel agents, event curators, wedding planners, tourism boards, DMCs and many more - all under one roof.

Parthip Thyagarajan, Co-Founder & CEO, WeddingSutra



PARTICIPATION PACKAGE (Rate per sq.m. per event)

OTM 2022 (13-15 SEPT)		RATE (USD*/INR*)	CORNER (USD*/INR*)	PENINSULA (USD*/INR*)	ISLAND (USD*/INR*)
Early Bird	1st Mar 2022 to 30th June 2022	US\$ 445/ ₹ 28,500	US\$ 490/ ₹ 31,350	US\$ 535/ ₹ 34,250	US\$ 580/ ₹ 37,150
Standard		US\$ 495/ ₹ 29,500	US\$ 545/ ₹ 32,450	US\$ 595/ ₹ 35,400	US\$ 645/ ₹ 38,350
OTM 2023 (02-04 FEB)					
Super Early Bird	Before 31st May 2022	US\$ 395/ ₹ 27,500	US\$ 435/ ₹ 30,250	US\$ 475/ ₹ 33,000	US\$ 515/ ₹ 35,750
Early Bird	1st June 2022 to 31st Oct 2022	US\$ 445/ ₹ 28,500	US\$ 490/ ₹ 31,350	US\$ 535/ ₹ 34,250	US\$ 580/ ₹ 37,150
Standard		US\$ 495/ ₹ 29,500	US\$ 545/ ₹ 32,450	US\$ 595/ ₹ 35,400	US\$ 645/ ₹ 38,350

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

Add 25% premium for Extra Upper Floor Area, if any.

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

SPONSORSHIP OPPORTUNITIES

Premium Partner Country / State (inclusive of 200sqm pavilion)	US\$ 150,000*	₹ 96.5 lakhs*
Partner Countries / States (inclusive of 100sqm pavilion)	US\$ 75,000*	₹ 48 lakhs*
Focus Countries / States (inclusive of 60sqm pavilion)	US\$ 45,000*	₹ 28.5 lakhs*
Feature Countries / States (inclusive of 36sqm pavilion)	US\$ 28,000*	₹ 18 lakhs*
Official Partner (inclusive of 18sqm pavilion)	US\$ 19,000*	₹ 12.5 lakhs*
Exclusive Partner for 200 Hosted Buyers	US\$ 30,000*	₹ 22.5 lakhs*
Networking Lunch / Dinner for 200 Buyers & Sellers	US\$ 30,000*	₹ 22.5 lakhs*
Registration Area / Lanyards	US\$ 20,000*	₹ 15 lakhs*
Hosted Buyer Lounge / Media Lounge	US\$ 10,000*	₹ 7.5 lakhs*
Buyers / VIP Kit Bags	US\$ 10,000*	₹ 7.5 lakhs*
Meeting Diary Partner	US\$ 6,000*	₹ 4 lakhs*

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

BOOK NOW

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