

MAIL TODAY

NEW DELHI | LONDON | CHANDIGARH

**FREE
PULLOUT**

*5th Anniversary
Countdown: 1*

NEW DELHI, Tuesday, July 31, 2012 www.mailtoday.in / www.mallonline.in

Vol. 5 No. 258 | Pages 36+IV+48 | ₹ 2.50

MAN WITH THE MAGIC CARPET



ARJUN SHARMA

Managing Director,
Le Passage to India

ARJUN SHARMA doesn't have to make an effort to cite big numbers — he's used to them. His travel company, Le Passage to India, handled the largest number of international tourists — 140,000 of them — as a single company. His mall, Select Citywalk Saket, gets 50,000-60,000 people visiting it on weekends and there's hardly any vacant spot in the parking area.

As the joke goes, Sharma, who's from the SITA World Travel family, must have recovered the cost of building the mall from parking fees alone. With 175 outlets spread over 1.2 million square feet offering just about anything you could ask for, from doner kebabs to designer pens, Select Citywalk literally is like a little city with a life and pace, and a cultural programme, of its own.

And the pace promises to pick up when Buddha Bar, renamed the B Bar, opens its doors to the ₹70-

WAY FORWARD

TUI India is getting into the business of sports tourism in a big way, cashing in on the growing

propensity of Indian fans to travel wherever a major international sporting event is on

50-60K

People who visit Select Citywalk on weekends; the number rises to 90,000 when sales are on

crore interiors.

A Modern School alumna with a B.Com. from Shahid Bhagat Singh College, Sharma joined his family business when he was 18, internalising all that is good about the travel business. He draws people towards him with his ready smile, and you'll never feel he has a lot on his plate. But he has. He's the Indian partner of TUI, the world's

largest travel company; in the inbound travel business, as chairman of Le Passage to India, he's Incredible India for the world; and he also owns and operates two hotels — the Heritage Village Club Goa, the country's only resort to give deals that include all meals, and the Heritage Village Manesar, a much sought-after destination for corporate off-sites.

"Tourism is in my DNA," says the former chairperson of the World Travel and Tourism Council India Initiative. "It is a business that gives the lowest returns but the highest satisfaction." We now know why Arjun Sharma manages to be the picture of contentment in a city crowded with people driven insane by career goals.