

EVENT TALK

MAY 2015

INTERNATIONAL

4-7	Dubai	Arabian Travel Mart
9-11	Durban	Indaba 2015, South African Tourism
21-23	Dhaka	Bangladesh International Tourism Fair (BITF)
26-29	Ontario	Rendezvous Canada 2015, Canadian Tourism Commission

NATIONAL

8-10	Kochi	Hoteltech Kerala
25	Chennai	B2B Roadshow, Oman Tourist Office
27	Bengaluru	B2B Roadshow, Oman Tourist Office
29	Delhi	B2B Roadshow, Oman Tourist Office

JUNE 2015

INTERNATIONAL

9-11	Chicago	IBTM
21-25	Melbourne	Australian Tourism Exchange (ATE)

NATIONAL

1	Mumbai	B2B Roadshow, Oman Tourist Office
10	Kolkata	Why Spain? – Presentation & Networking Dinner for Travel Trade
11	Ahmedabad	Why Spain? – Presentation & Networking Dinner for Travel Trade
11-13	Pune	India Hospitality Expo
12	Pune	Why Spain? – Presentation & Networking Dinner for Travel Trade
25	Kolkata	East India Travel Awards

JULY 2015

NATIONAL

10	Delhi	VKonect MICE: B2C
10-12	Bengaluru	India International Travel Mart
11	Delhi	VKonect MICE: B2B
13-14	Mumbai	Kiwi Link India workshop, Tourism New Zealand
13	Goa	Learn South Africa
14-15	Ahmedabad	Learn South Africa
15	Mumbai	Tourism New Zealand Frontline Training
16	Delhi	Tourism New Zealand Frontline Training
16	Jaipur	Learn South Africa
17-19	Chennai	India International Travel Mart
17-19	Kolkata	Tourism Expo India
20	Jalandhar	Learn South Africa
20	Kolkata	Thailand Road Show
22	Lucknow	Learn South Africa
22	Delhi	Thailand Road Show
23	Kolkata	Learn South Africa
24	Mumbai	Thailand Road Show
24	Mumbai	Learn South Africa
24-26	Hyderabad	Travel & Tourism Fair
25	Pune	Learn South Africa
27	Hyderabad	Learn South Africa
29	Trichy	Learn South Africa
31	Bengaluru	Learn South Africa
31-Aug 2	Kolkata	Travel & Tourism Fair

AUGUST 2015

INTERNATIONAL

5-7	Beijing	CIBTM
-----	---------	-------

NATIONAL

1	Cochin	Learn South Africa
3	Mumbai	Learn South Africa
4	Nagpur	Learn South Africa
4	Kolkata	Tourism Authority of Thailand B2B Roadshow
4	Bengaluru	Mauritius Tourism Promotion Authority B2B Roadshow
5	Delhi	Mauritius Tourism Promotion Authority B2B Roadshow
6	Mumbai	Mauritius Tourism Promotion Authority B2B Roadshow

For more information, contact us at: talk@ddppi.com

India largest volume-based market

Along with increasing market share in India, which is the largest volume-based market in Asia for TrawellTag Cover-More, the company is also introducing new products for the market by the end of this year. **TRAVTALK** gets more details



Cover-More made its presence felt in India through collaboration with TrawellTag and now offers hassle-free travel insurances. A combination of TrawellTag's local knowledge and established distribution with Cover-More's global experience and track record in customer service made India a prime market for this travel insurance giant. TravTalk speak to George Sunders, CEO-Asia, Cover-More Group, and discuss their plans.

“Another important development in India will be the launch of our global SIM cards in the next six-nine months. This will allow you to stay connected and is cheaper than a normal phone.”



George Sunders
CEO-Asia, Cover-More Group

Presently the conversion rate from India is 20 per cent, which means that 80 per cent Indians still don't buy insurance before travelling. Of this, 90 per cent of the insurance in India is sold through travel agents.

In India, because of the size of the agency business, the agents continue to be an essential arm for the insurance providers. We are only entering the online market now but with respect to the agency business we have a market share of 30-35 per cent, making us the second largest.

Cost of medical care in the US

A simple case of appendicitis and a two-night stay in a New York hospital could cost a traveller more than \$75,000 according to Cover-More. Or worse, if you are involved in a car accident in the United States and require intensive care, the medical bill could climb to more than \$300,000. Plus if you require lengthy hospitalisation, be prepared for a medical bill approaching \$1 million.

How important is the Indian market in terms of overall growth strategy?

Today, to be a global player one needs to be in the Chinese, South East Asian and Indian markets. Therefore

our expansion into India was an important part of the overall growth. It brings volume to the business and adds credibility to our name.

While Cover-More, an Australian company, exercises

a strong hold in that continent, India has added to our trading results in both volume and profit. In Asia, India is our largest volume based market. But in Australia we sell close to 90 per cent of all agencies and we have over 40 per cent of the market share.

Do you see the Indian market maturing?

The efforts we are putting in India are now about the transformation in the mindset. It's very important to get the appropriate assistance while travelling. The focus is to educate the traveller about the importance of insurance and getting the right assistance.

What new products will you bring to India this year?

We plan to bring more advance pre-existing medical products to the marketplace. We have just introduced a limited cover for first aid treatment in the market and we are looking to expand that. In Asia, insurance is not a common thing and it's becoming imperative for us to cover the condition of aged people. We are working on enhancing customer service and offering duty of care to the best available. It's important that travel insurance covers more than the basic requirements.

The Ashok dons a new hat

The Ashok, New Delhi recently hosted a FAM and Cocktail dinner in order to showcase upgraded and renovated rooms and suites at the hotel. The event was graced by various travel agents.



Charting out new roadmap for inbound

The industry's optimism has doubled after the introduction of eTV. Eagerly awaiting the release of the New Tourism Policy in May, industry stalwarts speak to TRAVELTALK about how this will boost inbound arrivals.



MEGHA PAUL

Inbound has been a challenge till now. However, with the government's new initiative of the eVisa, things will be back on track soon. The new eTV will prevent line-ups in front of the visa desks at airports, reduce the workload of staff working at airports, save time for staff at Indian consulates and embassies, provide easier visa facilitation for foreigners that visit India for tourism and business purposes and increase the number of the visitors as well as tourism and foreign trade revenue.



Jyotsna Suri
India Travel Award Winner and President, FICCI

With the recent introduction of eTV, we only see happy times for the inbound market. The inbound from many of our conventional markets, especially the US will grow tremendously. However, there has been a sharp decline in Russian tourists due to steep fall in rouble and the Ukraine crisis. Offbeat destinations like North East will see better growth than previous years and so will specialised luxury and wedding segments. Other segments which will see good growth are the adventure and sports segments. Educational travel and incentive travel will show significant increases as compared with the previous year.



Dipak Deva
CEO- Destination Management, India & South Asia
Kuoni Destination Management



The PM was talking about tourism even before he came to power. The good news for us is that he understands our sector. But now we are a trifle disappointed as we continue to see the flattening of the tourism curve. Investors are still not too encouraged. The mood is right but we need to see more momentum on the ground.

Arjun Sharma
MD, Select Group



Luxury travel is on the rise from markets such as the US and Far East. An important development that we should watch out for is the entry of AirAsia and Tata-SIA airlines in the domestic skies. Also, the introduction of eTV by government has removed bottlenecks for foreign visitors planning to come to India. We can expect more customers opting for experiential holidays as this is the new trend.

Vikram Madhok
Managing Director
Abercrombie & Kent India

Contd. on page 68 ▶

Monsoon India Tours

Come and visit
Real Royal
Rajasthan



www.monsoonindiatours.com

- Hotel Reservation
- Car & Coach Rental Services
- Tailor made Tours
- Safaris-Camel, Horse, and Jeep
- Adventure Tours
- Conference & Convention Management Services
- Ticketing
- Package Tours/Study (Educational) Tours/Honeymoon Packages
- Local Sightseeing Tours
- Dream/Royal Weddings

+91-94141-41499

+91-94143-53916

Tourist Reception Centre, R.T.D.C. Hotel Ghoomar,
High Court Road, Jodhpur - 342001
Ph: +91-291-2555658

Email: info@monsoonindiatours.com, mitjdh@gmail.com

Branches at: Agra, Jaipur, Udaipur, Jaisalmer, Bikaner