



SERVICES EXPORT PROMOTION COUNCIL
(Set up by Ministry of Commerce and Industry, Government of India)

सेवा निर्यात संवर्धन परिषद
(वाणिज्य एवं उद्योग मंत्रालय भारत सरकार द्वारा स्थापित)

Incredible India Pavilion
at
World Travel Market (WTM)
06 – 08 November 2023 | Excel, London, UK

Dear Sir/Madam,

Greetings from Services Export Promotion Council (SEPC)!

We are pleased to apprise you that that SEPC, with the support of the Department of Commerce, Ministry of Commerce & Industry, Government of India, is organizing, **Incredible India Pavilion** at **World Travel Market (WTM)** which is scheduled to be held from **06 – 08 November 2023** at **ExCel**, London, UK.

WTM London has grown beyond belief in the past four decades. 40 countries, 221 exhibitors and 9,000 trade visitors took part in the first ever WTM at London Olympia in 1980. Two moves (Earls Court in 1992 and ExCeL in 2002) and 40 years later, now WTM London facilitates £2.8 billion in industry deals and has around 5,000 exhibitors from 182 countries and regions and more than 51,000 participants. In 2022, WTM welcomed **over 35,000 professionals** from **184 countries**. As for exhibitors, they had over **5,000 pre-vetted buyers** with 61% direct buying responsibility. WTM London is truly the ultimate place for the industry to meet and do business with over **18,000 pre-scheduled meetings** held in 2022.

SEPC, in collaboration with the Ministry of Commerce & Industry, Government of India, is delighted to announce an opportunity for interested exporters from various sectors, including MICE (Meetings, Incentives, Conferences, and Exhibitions), Corporate, Leisure and Travel & Technology, Hotels & Hospitality Chains, State Tourism Boards, Tour Operators, Aviation Companies, Airlines, and Travel Service Providers, to reserve space under the Incredible India Pavilion at WTM.

Subsidized Participation Fee:

Under the Market Access Initiative (MAI) Scheme, SEPC is offering a subsidized fee for participation. We invite all exporters to apply for this unique opportunity and take advantage of the support provided by the government to promote their businesses on an international platform. Please find below the costing as follows:

Participation Type	Minimum Built-Up Area (sqm)	Area 4 sqm (₹)	Inclusions	Remarks
For Members	4 (2 X 2)	2,24,000	Customized Wooden Structure with maximum possible amenities. Final layout with dimensions will be shared two weeks before the event	• Area can be increased in multiples of 4 sqm. And 5 sqm
For Non-Members	4 (2 X 2)	2,40,000		



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For Members	10 (4 X 2.5)	5,60,000	Customized Wooden Structure with maximum possible amenities. Final layout with dimensions will be shared two weeks before the event	<ul style="list-style-type: none">• Can go up to 40 sqm.• Corner, 10% extra.• Corner preference will be given to bigger booths.
For Non-Members	10 (4 X 2.5)	6,00,000		

Participation Guidelines:

- The above cost is subsidized as per the MAI approval from the Ministry of Commerce, GOI.
- Eligible exhibitors can also claim air fare reimbursement (economy excursion class) up to the maximum ceiling limit of ₹ 90,000/- as per MAI guidelines upon submission of their claims in prescribed format, with subject to the approval from Ministry of Commerce, GOI, based on documentation and discretion as per MAI scheme.
- Interested companies must have an Import Export Certificate (IEC).
- SEPC Members must have a valid RCMC number.
- Non-members companies with IEC number can become a member. This membership will be applicable for all events in a FY, or till the yearly membership is valid.
- Booth allocation will be done on first-come-first-serve basis.
- Corner booth will be charged extra 10% extra.

How to apply:

Please find enclosed the application form. To reserve your space, please submit your application along with the 100% payment to SEPC. Your support will go a long way in enhancing the reach and impact of our efforts.

Should you require any further information please feel free to contact the following officials:

- Mr. Siddhartha Mishra | siddhartha.mishra@servicsepc.org | 9999913164 | 011-43563656 (ext-109)
- Ms. Hansika Gupta | hansika.gupta@servicsepc.org | +91-9990401916 | 011-43563656 (ext-120)

We look forward to your enthusiastic participation and collaboration in making Incredible India shine at the WTM 2023.

Thank you!

Yours sincerely,

CA Sunil H. Talati
Chairman



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Space Application Form

Incredible India Pavilion
at
World Travel Market (WTM)
06 – 08 November 2023 | Excel, London, UK

Last Date for submission: 15th September 2023

1	Name of the Organization*	
2	Import Export Code*	
3	SEPC Membership No. (RCMC)	
4	PAN*	
5	GST*	
6	MSME UDHYAM Registration No.	
7	CIN*	
7	Address For Correspondence *	
8	Telephone*	+91-
9	Fax	+91-
10	Mobile no. *	+91-
11	Email*	
12	Website*	
13	Size of Stand requested*	<input type="checkbox"/> 4 sqm <input type="checkbox"/> 5 sqm <input type="checkbox"/> 8 sqm <input type="checkbox"/> 10 sqm No. of Stands* -
14	Status of the Company*	<input type="checkbox"/> Private Limited <input type="checkbox"/> Proprietor <input type="checkbox"/> Partnership <input type="checkbox"/> State / Central Govt. Organization <input type="checkbox"/> Others
15	Organization Type*	<input type="checkbox"/> SC <input type="checkbox"/> ST <input type="checkbox"/> General <input type="checkbox"/> Women
16	Name of Proprietor/Partners /Directors [Please Provide Director Identification No. (DIN) in case of Limited Co./ Pvt. Ltd Co.] *	NAME Director Identification No. [DIN]
17	Services to be Displayed*	Services details HS CODE [Mandatory]

18	Export Performance of Services <i>AMOUNTS IN RS [LAKH*]</i>	2019 – 2020	2020 – 2021	2021 – 2022
19	Have You Participated Earlier in WTM, UK, YES/NO [IF YES - PELASE TICK] *	2018 <input type="checkbox"/>	2019 <input type="checkbox"/>	2020 <input type="checkbox"/> 2021 <input type="checkbox"/> 2022 <input type="checkbox"/>
20	BANK DETAILS FOR PAYMENT (RTGS/NEFT)	Beneficiary	Services Export Promotion Council	
		Address	DPT-417, 4 th Floor, DLF Prime Towers, Plot No. 79 & 80, Pocket-F, Okhla Industrial Estate, Phase – 1, New Delhi – 110020, Delhi, India	
		Bank	IDBI Bank	
		Branch	CGH Building, D-823, Main Road New Friends Colony, New Delhi – 110065	
		Account No.	167104000118514	
		RTGS/IFSC Code	IBKL0000167	
		MICR Code	110259019	

NEFT/RTGS Number: _____ Dated _____ for 100 % advance payment drawn in favor of Services Export Promotion Council, New Delhi for the participation in WTM, London scheduled to be held from 06 -08 November 2023 at ExCel, London, United Kingdom.

I have noted the terms and conditions of SEPC as per the event circular and participation terms & conditions as in the application form.

Place:

Signature & Stamp: _____

Date:

Name, Designation: _____

PARTICIPATION TERMS & CONDITIONS

1	<p>SPACE BOOKING</p> <ul style="list-style-type: none"> Participation application should be in prescribed format and be submitted within the prescribed date for booking of space. Submission of application to SEPC does not automatically confer a right for allotment of space. Approval of application for space will rest with SEPC. The space allotted to the approved participants is to be exclusively used by them for display of their services as approved by SEPC. Subletting of space is not permissible. Violation of this clause may lead to cancellation of space allotted, forfeiting of space charges, security deposit etc., paid to SEPC and debarring the participation from the future participation in SEPCs event
2	<p>ALLOTMENT OF SPACE TO THE PARTICIPANTS</p> <ul style="list-style-type: none"> Space allotment will be done on first-come-first basis. SEPC reserves the right to select the participants.
3	<p>WITHDRAWAL & REFUND OF PARTICIPATION FEE</p> <ul style="list-style-type: none"> Members may please note that after allotment of booth, withdrawal will not be allowed and the amount deposited along with application will be forfeited. <p>However, Part-Refund of participation fee will be considered in case where:</p> <ul style="list-style-type: none"> The participant after approval withdraws from the participation but space is subsequently let out to some other participant who pays for the space. In such cases the first party can be allowed the refund after deducting 10% of the total amount payable. There is a change in the venue and date of an event, non-availability of space, rejection of application or in the event of cancellation of participation due to unforeseen circumstances, if organizer refunds to SEPC.
4	<p>VISA</p> <ul style="list-style-type: none"> The Council will provide necessary assistance by way of issuance of recommendation letter to the concerned Mission for obtaining visas. Visa recommendation letter will be issued only in favour of the Chief Executive/Director/Proprietor/Senior Officer of the company. Since SEPC, on behalf of the participating company, has already committed for certain financial bindings by booking of space, construction/decoration of stand, catalogue/addendum entry, general publicity support etc., it will not be possible to consider any refund on account of denial of visa/delay in receipt of visa.
5	<p>GENERAL</p> <ul style="list-style-type: none"> Only services of Indian origin will be allowed for display at India Pavilion. In case representative of the participants will not report at booth during the show. SEPC reserve its right to obtain reason from participants for NO SHOW. In case SEPC is not satisfied with clarification of participants, SEPC may initiate the necessary action against such participants. Participants will not be allowed to remove the services display during the show without specific written permission from SEPC or show Organisers. Participants will be required to furnish complete information in SEPC Feedback form about "Business Generated on the spot" "Expected Business to be generated" and "Number of Enquiries" etc. on the last day of the fair. Compliance with this rule will be one of the criteria for selection of the participants for future of SEPC programmes. Participants will adhere to such other regulations as may be prescribed by the country in which the show is held and/or the Fair Organizers. In case of default of any payment due from the participants, SEPC reserves the right to debar them from participation in SEPC's Fair in India & abroad and bring to the notice of appropriate authority. Participants will make own arrangement for sending their services in terms of handling/clearing in India as well as at destination, and Council will not have any responsibility towards the same. Please ensure your exhibits should reach at exhibition venue at least one day before the opening of exhibition. All expenses for travel to & fro, and stay abroad including boarding, lodging, medical treatment, insurance, etc. will be borne by the participants themselves. In the event of postponement/abandonment/cancellation of the Fair/Exhibition/Show, or in case of services not being displayed due to any reason, SEPC shall be under no liability to compensate expenditure of loss, if any incurred by the participants.