

# THE GATEWAY TO INDIA'S OUTBOUND TRAVEL MARKETS

The Leading Travel Show in Asia

# OTM<sup>®</sup>

**1, 2 & 3 FEBRUARY 2027**

Jio World Convention Centre, Mumbai

## 2026 POST SHOW REPORT



The Leading Travel Show in Asia

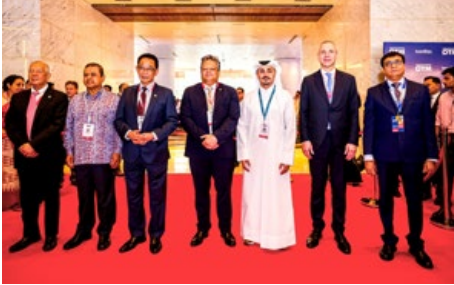


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**5, 6 & 7 FEBRUARY 2026**

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Jio World Convention Centre, Mumbai



# OTM 2026: INDIA TAKES CENTRE STAGE IN GLOBAL TOURISM

Asia's Leading Travel Trade Show  
2,200+ Exhibitors · 60+ Countries · 50,000+ Trade Visitors



# OTM 2026: Reinforcing India's Rise as a Priority Global Travel Market

AS INDIA'S OUTBOUND MARKET ACCELERATES, THE WORLD SHOWS UP AT OTM

**O**TM 2026 concluded in Mumbai with strong international participation, reaffirming its position as Asia's Leading Travel Trade Show at a time when India has firmly emerged as one of the world's most strategically important outbound travel markets. Held from 5, 6 & 7 February at the Jio World Convention Centre, the event brought together **2,200+ exhibitors from over 60 countries**, alongside **50,000+ qualified trade visitors and 1,000+ hosted and VIP buyers**, creating a high-impact marketplace for global tourism engagement with India.

OTM 2026 was formally inaugurated in the presence of a distinguished delegation of senior global tourism leaders, reflecting the platform's growing influence in international destination strategy and market development.



**T**he inauguration and official VIP walk-through of the exhibition were led by:

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

**H.E. Christian Harold Richard Duval,  
Hon'ble Minister of Tourism, Mauritius**

*"OTM is a strong platform for those who want to discover other parts of the world. It brings tourism players together in one place and creates opportunities for meaningful engagement"*

**Dato Sri Abdul Karim Rahman Hamzah,  
Minister for Tourism, Creative Industry  
and Performing Arts, Sarawak**

*"For any destination looking to tap into the growing Indian tourism market, OTM is the ideal platform to showcase their offerings and engage with serious trade partners"*

**Hon. Prof. Ruwan Ranasinghe, Deputy  
Minister of Tourism, Sri Lanka**

*"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**

*"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**

OTM 2026 delivered a high-impact business environment supported by strong official participation from destinations across Europe, Africa, Asia, the Middle East, the Americas and Oceania. Nearly 50 global tourism boards participated, alongside airlines, hotels, destination management companies, cruise operators, attractions and travel technology providers, reflecting broad-based global confidence in India's outbound potential.

Industry leaders including H.E. Christian Harold Richard Duval, Hon'ble Minister of Tourism, Mauritius; H.E. Dato Sri Abdul Karim Rahman Hamzah, Minister for Tourism, Creative Industry and Performing Arts, Sarawak; Datuk Manoharan Periasamy, Chairman, Tourism Malaysia; Hon. Prof. Ruwan Ranasinghe, Deputy Minister of Tourism, Sri Lanka; Gary Hendricks-Dominguez, Deputy Director, International Marketing & Promotion, Cayman Islands Department of Tourism; Bhavin Modi, Chief Commercial Officer, Quest2Travel by MakeMyTrip; Gaurav Shekhar Nagwekar, Group Head - Corporate Travel & Logistics, Reliance Industries; Devendra Saraiya, Executive Director - Procurement & Travel, Deloitte; Shaheen Karoji, Assistant Vice President - Corporate Administration, Aditya Birla Group; Sunny Sodhi, Managing Director, FCM Travel India; Ajay Bhatt, Group Head - Corporate Services, Godrej Industries Group; Hussain Patel, Director, TripJack; Jaal Shah, Founder, Rezlive; Chirag Agarwal, Co-founder, TravClan; Manoj Samuel, CEO and Director, Riya Tours and Travels; Chitra Daga, CEO, Thrillophilia; Daniel Dsouza, Co-founder, Dream Set Go; Sabbas Joseph, Co-Founder and Director, Wizcraft Group; Anurag Jain, Founder and CEO, RateGain; Neel Ghose, Senior Director - Market Development, Skyscanner; and Neeraj Singh Dev, Executive Director and Chief Executive Officer, Thomas Cook India, shared strategic perspectives on corporate mobility, outbound growth, distribution transformation, destination positioning, AI-driven marketing and personalisation, and performance-led travel partnerships, reflecting how public and private stakeholders alike are recalibrating around India's expanding outbound footprint.

OTM 2026, asia's leading travel trade show, showcased high-impact business engagement and strategic collaboration across the global travel ecosystem. The show strengthened india's position as one of the world's most important outbound growth markets. Key participating national tourism organizations included malaysia, sri lanka, zambia, morocco, indonesia, cayman islands and sarawak and thailand, several of whom chose otm as their primary platform to engage the indian travel trade. Indian states such as jammu & kashmir and maharashtra showcased their tourism potential alongside private-sector leaders including tbo.Com, tripjack, rezlive, riya tours & travels while airlines such as malaysia airlines, air india, air india express and uzbekistan airways strengthened their india-focused connectivity presence.

WeddingSutra Engage continued as a defining programme highlight at OTM 2026, bringing together luxury wedding planners, hospitality leaders and destination specialists to examine the accelerating influence of destination weddings on travel demand. The sessions explored evolving consumer expectations, experiential celebrations and the growing intersection between curated travel and high-value wedding tourism.

As OTM 2026 drew to a close, the Valedictory & Awards Function marked the culmination of three days of strategic engagement and industry dialogue. The ceremony recognised destinations, organisations and travel brands that are driving innovation, strengthening market connectivity and contributing to the evolving global travel landscape.

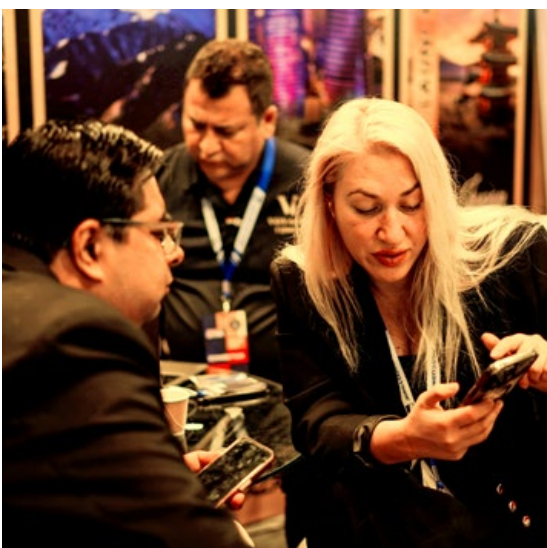
With three days of focused B2B meetings, segment-led conversations and international participation, OTM 2026 strengthened its role as the strategic gateway to India's outbound market, driving high-value global partnerships and long-term industry expansion.





*“OTM continues to reflect the reality of global travel today, where India is no longer an emerging opportunity but one of the most sought-after and strategic travel markets globally. The diversity and depth of participation at OTM 2026, alongside the quality of conversations across the show floor and the Forum, demonstrate how the world is repositioning itself around the Indian traveller in a focused, business-driven environment”*

**Sanjiv Agarwal, Chairman & CEO of Fairfest Media**





## GLOBAL LEADERS AT OTM 2026

SENIOR GOVERNMENT AND TOURISM LEADERS JOINED THE SHOW, REFLECTING THE GROWING GLOBAL IMPORTANCE OF INDIA'S TRAVEL MARKET.



**H.E. Christian Harold  
Richard Duval,**  
Hon'ble Minister of Tourism,  
Mauritius



**Dato Sri Abdul Karim  
Rahman Hamzah,**  
Minister for Tourism, Creative  
Industry and Performing Arts,  
Sarawak



**Hon. Prof. Ruwan  
Ranasinghe,**  
Deputy Minister of Tourism,  
Sri Lanka



The Leading Travel Show in Asia



Is certified as

## Leading Travel Trade Show In India And Asia

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.



The survey was done among participants and visitors who have attended two or more travel trade shows in the region and found a **significantly higher quantum of respondents stating OTM (Mumbai) to be the leading show at a National, Regional and Asia level** - outperforming other major shows in the region, including ITB Asia, ITB India, and SATTE Delhi.

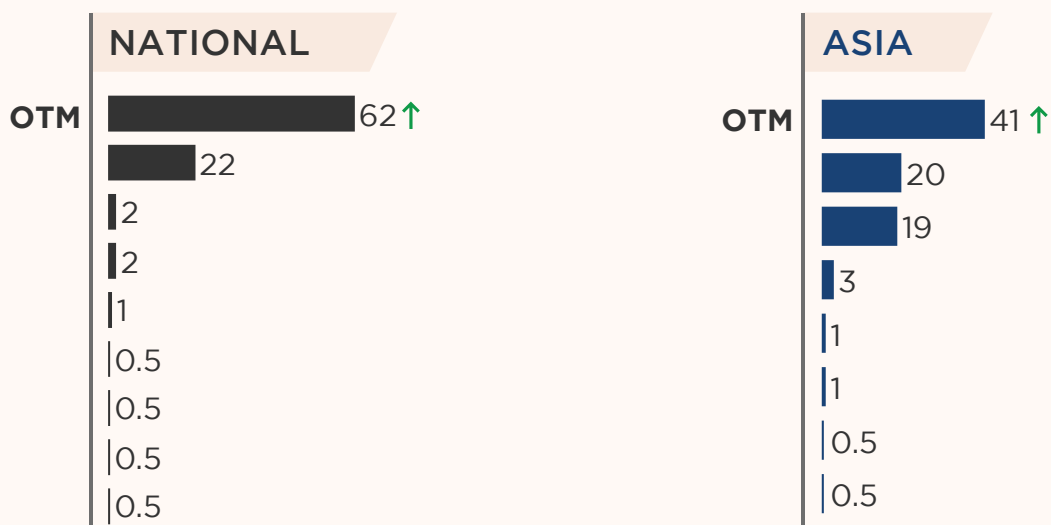


# Key Survey Findings

OTM named the

## Leading Travel Trade Show In India & Asia

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



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?

Data in % **BASE (N) =211**



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

# Survey Parameters

The fieldwork by NielsenIQ is done in an unbiased manner without intervention from Fairfest Media Limited and quality control procedures were followed strictly. The date of the fieldwork was 27<sup>th</sup> March to 22<sup>nd</sup> April 2025.

**Areas covered:** 13 countries

**Population covered:** Exhibitors & Visitors of Travel Trade Shows

**Sample size:** Overall (N=211); Exhibitors (N=56), Visitors (N=155); (N=211 respondents from India)



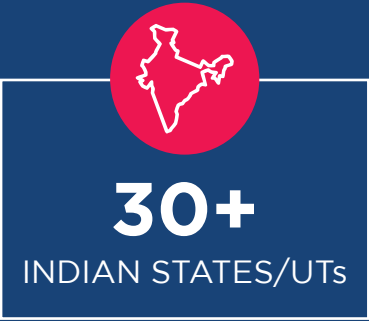
Total usable database of visitors shared with NielsenIQ was over 32,000 and of exhibitors were over 2,800. The sampling method was online, purposive sampling.

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

# OTM

## IN NUMBERS

With the highest number of exhibitors and total rented floor area, OTM is India's most International travel trade show.



Nearly one in four exhibitors project high value revenue impact from OTM connections.



Exhibitors participated for  
Direct Business Growth  
Objectives



Rated the Quality of  
Buyers as Good or  
Excellent

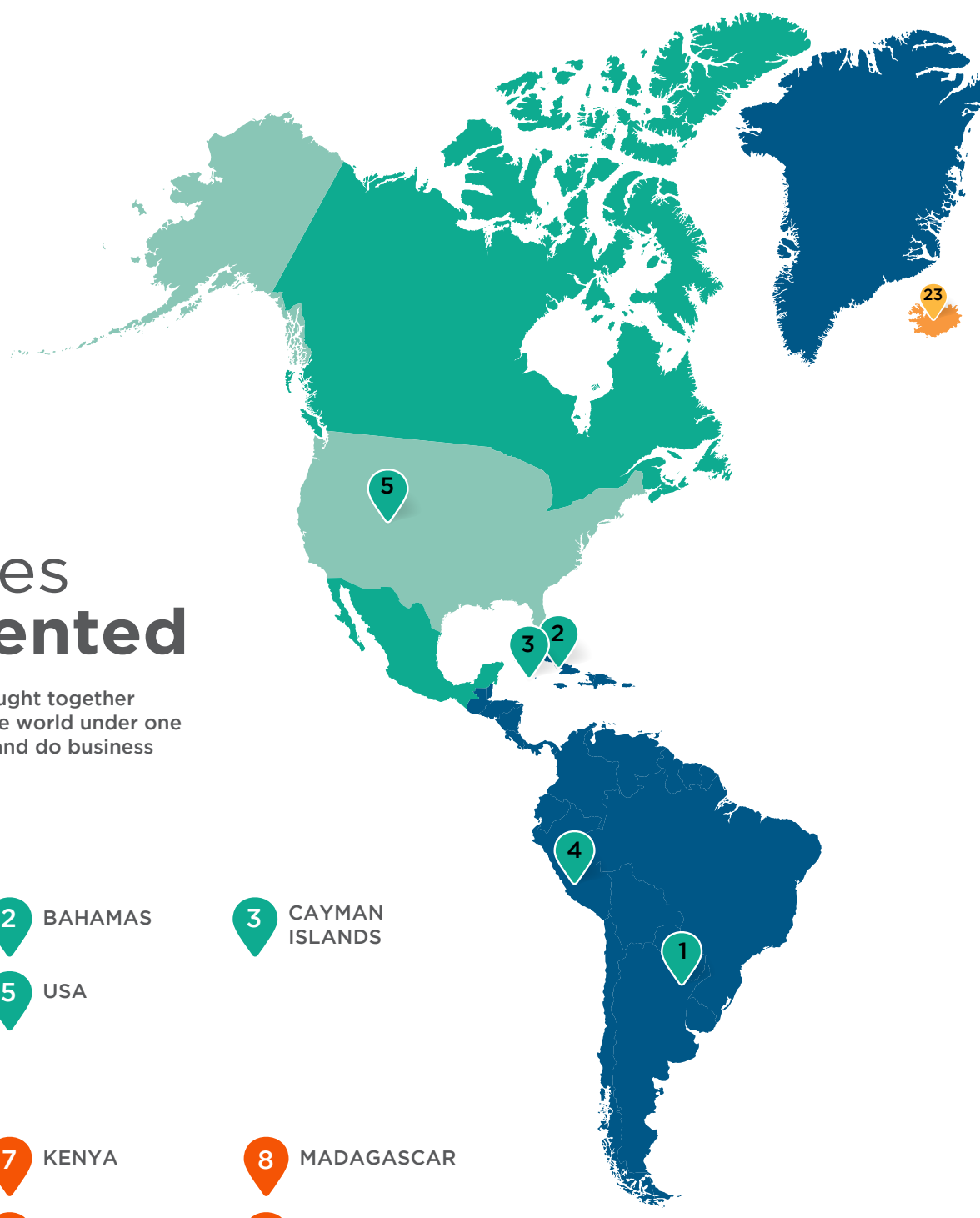


Achieved ROI at or  
Above Expectations

**96% Indicated intent to return for OTM 2027**

# Countries Represented

The 3-day B2B event brought together countries from all over the world under one roof, to exhibit, connect and do business with high-quality buyers.



## AMERICAS

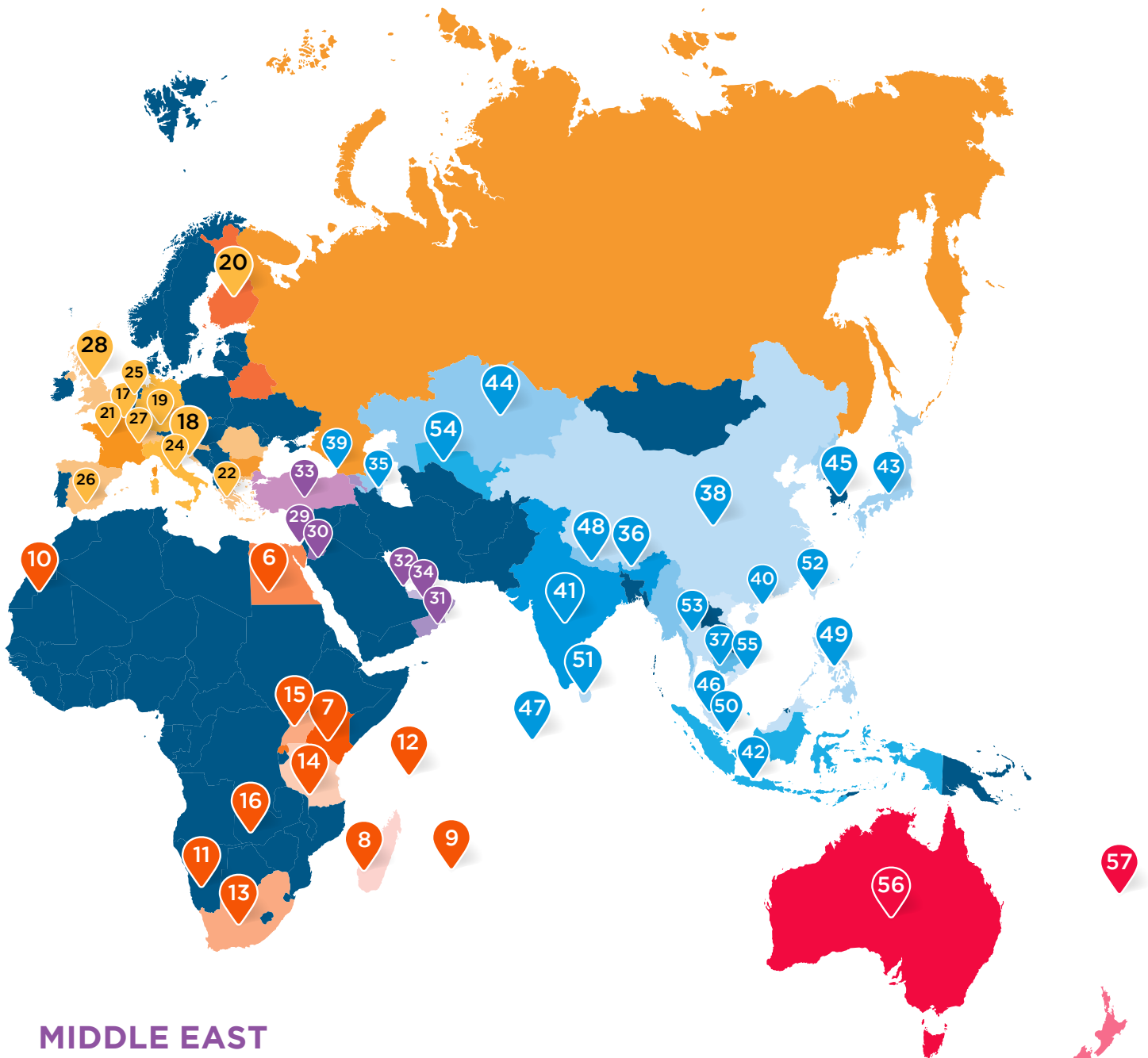
- 1 ARGENTINA
- 2 BAHAMAS
- 3 CAYMAN ISLANDS
- 4 PERU
- 5 USA

## AFRICA

- 6 EGYPT
- 7 KENYA
- 8 MADAGASCAR
- 9 MAURITIUS
- 10 MOROCCO
- 11 NAMIBIA
- 12 SEYCHELLES
- 13 SOUTH AFRICA
- 14 TANZANIA
- 15 UGANDA
- 16 ZAMBIA

## EUROPE

- 17 BELGIUM
- 18 CROATIA
- 19 CZECH REPUBLIC
- 20 FINLAND
- 21 FRANCE
- 22 GREECE
- 23 ICELAND
- 24 ITALY
- 25 NETHERLANDS
- 26 SPAIN
- 27 SWITZERLAND
- 28 UNITED KINGDOM



## MIDDLE EAST

- 29 ISRAEL
- 30 JORDAN
- 31 OMAN
- 32 QATAR
- 33 TURKEY
- 34 UNITED ARAB EMIRATES

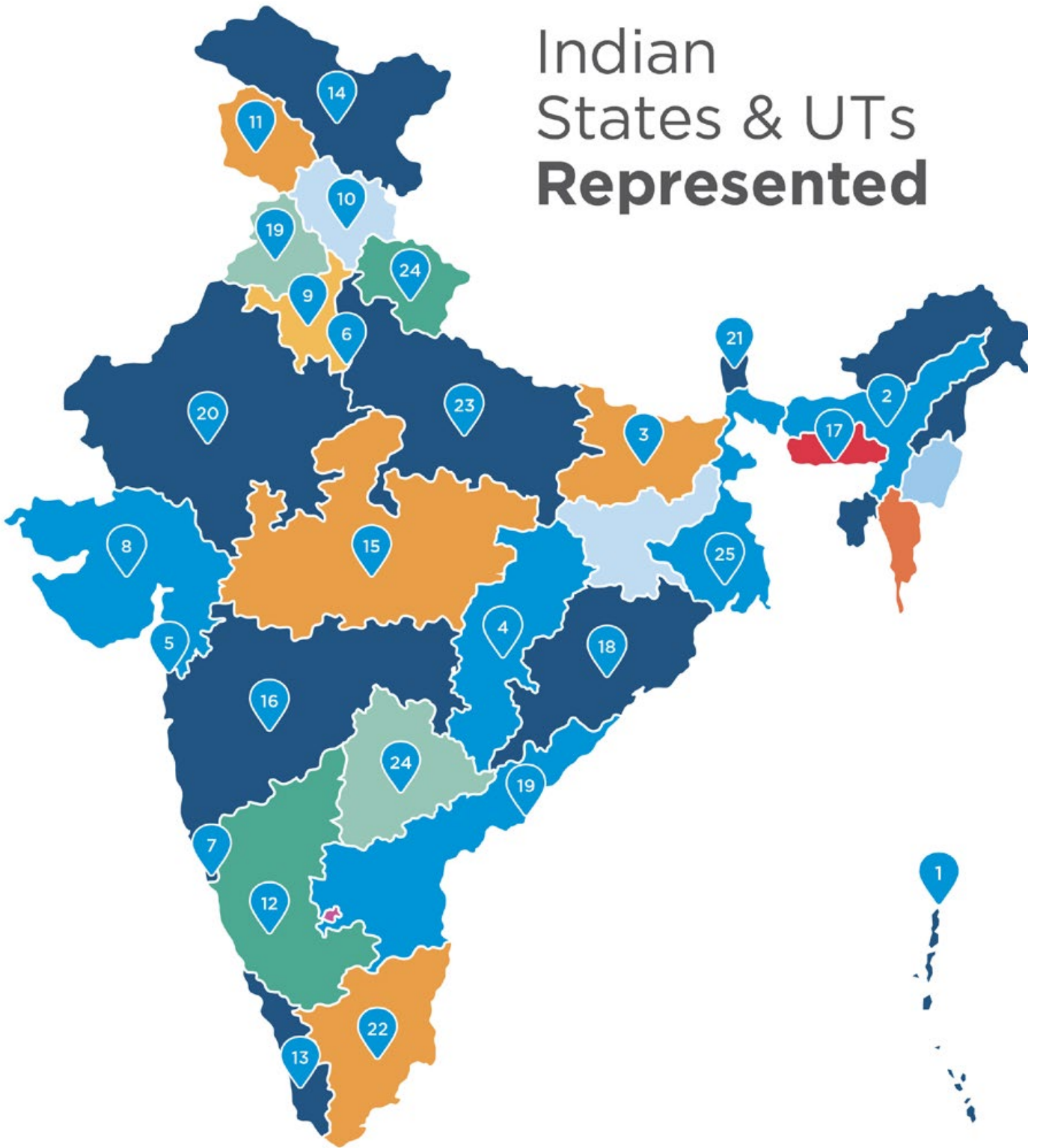
## ASIA

- 35 AZERBAIJAN
- 36 BHUTAN
- 37 CAMBODIA
- 38 CHINA
- 39 GEORGIA
- 40 HONG KONG
- 41 INDIA
- 42 INDONESIA
- 43 JAPAN
- 44 KAZAKHSTAN
- 45 KOREA SOUTH
- 46 MALAYSIA
- 47 MALDIVES
- 48 NEPAL
- 49 PHILIPPINES
- 50 SINGAPORE
- 51 SRI LANKA
- 52 TAIWAN
- 53 THAILAND
- 54 UZBEKISTAN
- 55 VIETNAM

## OCEANIA

- 56 AUSTRALIA
- 57 FIJI

# Indian States & UTs Represented



- |                             |               |                  |                |                        |
|-----------------------------|---------------|------------------|----------------|------------------------|
| 1 ANDAMAN & NICOBAR ISLANDS | 2 ASSAM       | 3 BIHAR          | 4 CHHATTISGARH | 5 DADRA & NAGAR HAVELI |
| 6 DELHI                     | 7 GOA         | 8 GUJARAT        | 9 HARYANA      | 10 HIMACHAL PRADESH    |
| 11 JAMMU & KASHMIR          | 12 KARNATAKA  | 13 KERALA        | 14 LADAKH      | 15 MADHYA PRADESH      |
| 16 MAHARASHTRA              | 17 MEGHALAYA  | 18 ODISHA        | 19 PUNJAB      | 20 RAJASTHAN           |
| 21 SIKKIM                   | 22 TAMIL NADU | 23 UTTAR PRADESH | 24 UTTARAKHAND | 25 WEST BENGAL         |



# HEAR IT FROM OUR EXHIBITORS

“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 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



“OTM plays a key role in our B2B engagement with the Indian travel trade. It enables us to build strong partnerships and position Greece as a preferred destination for Indian travellers.”



**Bimpa Chara**  
Exhibitions Department,  
Public Relations  
Directorate, Greek National  
Tourism Organisation



“I would say meeting people, especially the right people, is the most tangible takeaway.”



**Sheetal Munshaw**  
Director, India,  
Atout France



“We are at OTM because this is serious business. It is one of the most effective platforms in India for building meaningful commercial partnerships. Any destination looking to engage strategically with the Indian outbound market should be part of OTM.”



**Luis Cabello**  
Trade Consul of Peru in India

“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



“In terms of return on investment through OTM, we are very optimistic. We expect our trajectory in the Indian market to be very positive even doubling what we anticipated.”



**Dr. Sharzede Datu Haji Salleh Askor**  
Chief Executive Officer, Sarawak  
Tourism Board



“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

“India is a huge market! It’s a subcontinent. OTM gives us the opportunity to engage with that market and increase awareness about Uganda’s unique experiences.”



**Amb. Richard T. Kabonero**  
Head Economic and Commercial  
Diplomacy, Ministry of Foreign  
Affairs, Uganda





“OTM has given Zambia strong visibility and the opportunity to build networks and engage directly with trade operators. It is an important platform for advancing our business engagement in the Indian market.”



**Dr Andrew Chilufya**  
Acting Permanent Secretary, Ministry of Tourism of Zambia

“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



“Beyond visibility, OTM enables meaningful B2B engagement with the Indian market. It plays a key role in building valuable partnerships with Indian trade operators.”



**Rozalia Jomidava,**  
Chief Specialist, Brand Development Department,  
Georgian National Tourism Association

“OTM is a leading platform in India and Asia, providing an effective environment for tourism companies and hoteliers to engage and develop business partnerships.”



**Yousuf Khalaf Al Mujaizi,**  
Assistant Director,  
Business Development, Ministry of  
Heritage & Tourism, Sultanate of  
Oman.”



“OTM is one of the leading outbound travel platforms, hosted in Mumbai, India’s financial hub. It offers strong visibility and impactful branding opportunities for destinations such as Nepal.”



**Suman Ghimire,**  
Senior Manager, Nepal  
Tourism Board



“This is a very important show for any serious marketer in the region, delivering excellent value for money.”



**Fred Kaigua,**  
CEO, Kenya Association of  
Tour Operators (KATO)

“OTM is a highly professional and effective B2B platform where business partners can connect seamlessly. I strongly recommend participation for organizations seeking meaningful engagement with the Indian market.”



**Ms. Basak Onsal Demir,**  
Counsellor for Culture and  
Tourism Affairs at the Embassy  
of the Republic of Türkiye,





“OTM is a significant marketplace for the Thai tourism industry. With 36 Thai sellers participating, we have been able to connect with a wide range of potential buyers over the three days.”



**Nattachit Oonsiam**  
Director, Mumbai Office  
Tourism Authority of  
Thailand

“For us, OTM is not just about awareness - it is a real B2B opportunity. With five Israeli DMCs participating, we have been engaged in continuous, relevant industry meetings throughout the show.”



**Galit Hoffman**  
Consul - Tourism Affairs, India  
Israel Ministry of Tourism



“Would recommend other tourism boards to join OTM. With more than 40 national tourism organizations participating, real business is happening here.”



**Dedi Ahmad Kurnia**  
Assistant Deputy for  
International Tourism  
Marketing (Southeast  
Asia, South Asia, and  
Central Asia)  
Ministry of Tourism,  
Republic of Indonesia

“OTM is the way to go for the Asian market. It is one of the largest tourism events in Asia.”



**H.E. Kuch Pannhasa**  
Secretary of State  
Ministry of Tourism, Kingdom of Cambodia

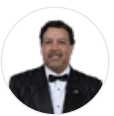


“From an awareness perspective alone, the ROI has been amazing for us.”



**Gary Hendricks - Dominguez**  
Deputy Director, International Marketing and Promotions  
Cayman Islands Department of Tourism

“One of the great strengths of OTM is that it pre-vets tour operators and travel agents. We are meeting partners who not only have the interest, but also the ability to sell our destination.”



**Anthony A. Stuart**  
Senior Director  
Emerging Markets  
The Bahamas Ministry of Tourism,  
Investments & Aviation  
Center of Commerce





“OTM brings together a focused and broad network of suppliers and buyers, giving a very wide capture of the Indian outbound market.”



**Jay Munro-Michell**  
Head of Buyer Network &  
Senior Manager, Central  
Europe  
ETOA

“Our presence at OTM has been tremendous. With over 40 travel agents and business stakeholders participating, our B2B engagements have grown significantly.”



**Sanjit Rodrigues, IAS**  
Secretary, Tourism & Culture / Housing & Urban Development  
Information & Public Relations, Union Territory of Ladakh



“OTM is one of the largest B2B congregations in Mumbai, and we participate every year as it brings together both domestic and international buyers under one platform.”



**Anjan Ku. Barik**  
Assistant Director  
Tourism Division Office,  
Bhubaneswar  
Government of Odisha

“Given the strong response at OTM Mumbai, we anticipate expanding our presence with a larger pavilion for our stakeholders next year.”



**Dr. Vikas Gupta (JKAS)**  
Director Tourism, Jammu  
J&K Tourism Department



“OTM provides a valuable platform for promoting Bihar tourism and engaging with a wide range of industry stakeholders.”



**Rajesh Roshan**  
Additional Director  
Bihar Tourism



“In the past five years, we have seen strong growth from the Indian market, increasing from 48,000 to over 64,000 visitors and that is why we wouldn't miss OTM.”



**Vivian Temi,**  
Marketing Manager  
Tanzania Tourist Board



“For any destination looking to tap into the growing Indian tourism market, OTM is the ideal platform to showcase their offerings and engage with serious trade partners.”



**Mr. Dushan Wickramasuriya,**  
Director-Marketing, Sri Lanka  
Tourism Promotion Bureau



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



**Richard Duval,**  
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

# WHO ARE THE BUYERS AT OTM?

OTM continues to bridge the gap between buyers and sellers from around the world, facilitating fruitful partnerships and showcasing the latest innovations in the industry.

## Quality of Buyers and Meetings

OTM places a strong emphasis on the quality of buyers and meetings. The unique policy of assessing each buyer's purchasing intent and authority results in the rejection of over 30% of registration requests. Known for its dedicated focus on maximizing exhibitors' return on investment, OTM provides access to numerous pre-qualified buyers. This approach also helps manage crowd control, fostering genuine business connections and facilitating effective networking.

Top buyers from the travel trade, MICE, corporate sector, destination weddings, and film production houses come together, offering comprehensive outreach to India's diverse travel industry.

What truly sets OTM apart is its rigorous prequalification process, ensuring only high-caliber buyers attend the event.

## Travel Trade Buyers

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.

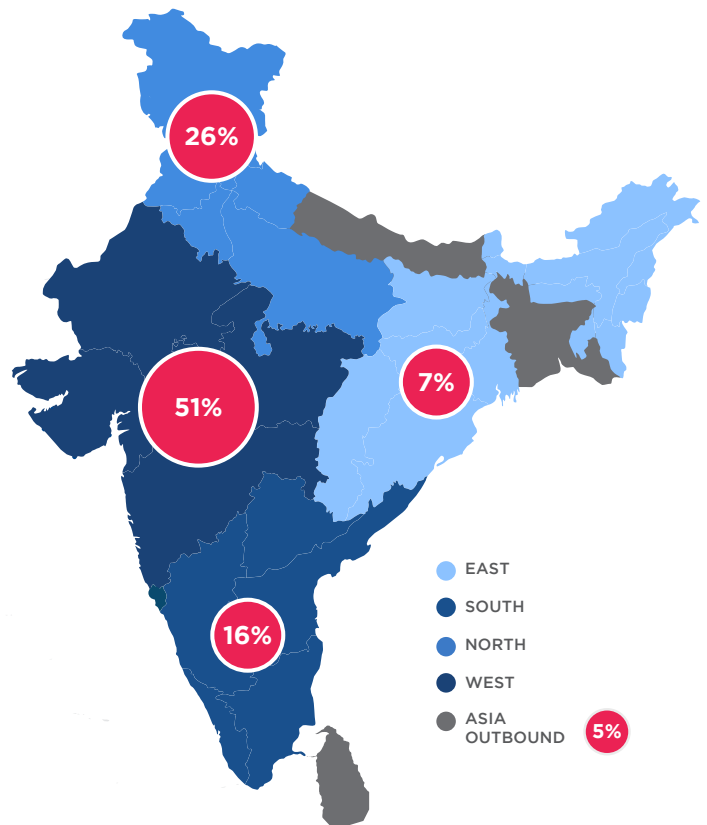
Western India accounts for over half of all non-local trade buyers, reinforcing OTM's role as the natural gateway to one of the country's most commercially active outbound corridors. At the same time, strong representation from Delhi NCR and other North Indian markets ensures meaningful access to India's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

## Corporate & MICE Buyers

At OTM, Travel Managers, Meetings and Events Professionals, and Incentive Travel Planners from India's largest companies are in attendance. OTM 2026 welcomed over 500 leading corporate and MICE buyers, collectively managing multimillion-dollar travel budgets. This was made possible through the exclusive Hosted Buyer Programme, reinforcing OTM's commitment to facilitating valuable business connections.

The first day of OTM 2026 featured a Tourism India Alliance event titled **"Connect & Collaborate @ TIA - Let's Talk Business!"**, offering exhibitors a unique opportunity to connect with over 30 MICE professionals in one place.

Global Admin Heads, VP & Country Admin Heads, Global Travel Category Managers, and Travel Procurement Heads from the following companies attended OTM 2026:



Buyers from across India and Asia

## Destination Wedding Planners

South Asian destination weddings are a rapidly growing and highly lucrative travel niche. An average Indian wedding can draw up to 500 guests and span more than three days. Through key collaborations within the wedding industry, leading destination wedding planners from India and beyond actively participate in OTM.

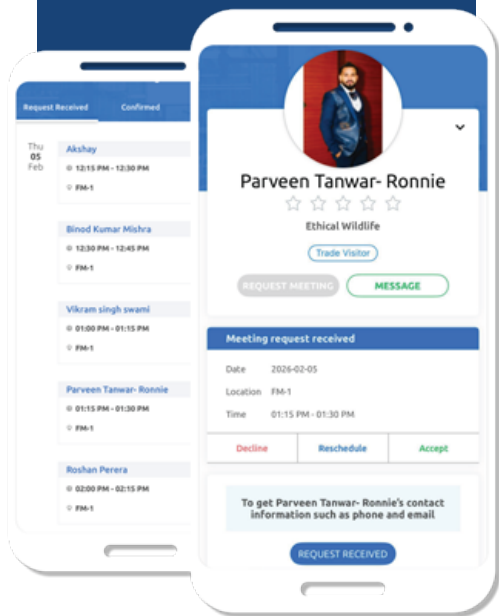
Wedding planners who attended OTM 2026 included WeddingSutra, Designer Events Inc, Morani & Soorma, Plush Weddings, Catering Collective (a unit of K Hospitality), and 40+ others.

## Production Houses

Leading production houses that attended OTM as part of CineLocales included Amazon Studios, Netflix, Reliance Entertainment, Sanjay Dutt Productions, Yash Raj Films, Zee5, Cineyug, Endemol Shine India, Eros International, Publicis and many others.

## ONLINE MEETING DIARY

OTM's state-of-the-art online meeting tool 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 relevant for you in a simple and easy-to-use way.



## HEAR IT FROM OUR BUYERS

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

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

“OTM brings suppliers and corporate buyers together on one platform.”

**Devendra Saraiya, Executive Director – Procurement & Travel,  
Deloitte**

“OTM is a one-stop platform where corporates can discover solutions, ideas, and innovations.”

**Ranjit Nair, Global Operations Head - Travel,  
Tata Consultancy Services**

“India's multi-sector growth will directly translate into stronger inbound and outbound travel, and OTM plays a key role in empowering that ecosystem.”

**Dr. Sanjay Pai, Vice President- Facilities, Corporate Travel, Hospitality & Director Aviation,  
Larsen & Toubro**



## A PLATFORM FOR INDUSTRY INSIGHTS

The OTM Forum continues to serve as a premier knowledge-sharing platform, bringing together influential leaders from global tourism boards, airlines, corporate travel, distribution networks and travel technology on one stage to examine the forces shaping India's outbound ecosystem. Day 1 of OTM 2026 featured "India at 100 Million: The Global Race to Capture the Next Big Traveller Wave," where leaders including Christian Schoch, Director - India, Switzerland Tourism; Dinesh Burrenchobay, Chairman, Mauritius Tourism Promotion Authority; Gary Hendricks-Dominguez, Deputy Director, International Marketing & Promotion, Cayman Islands Department of Tourism; Islom Ibragimov, Representative - International and Local Events Department, Tourism Committee of Uzbekistan; Nuwal Fadhilah Binti Ku Azmi, Director of International Promotion, Tourism Malaysia; and Sheetal Munshaw, Director, India, Atout France, discussed how destinations are recalibrating positioning, partnerships and market strategies to capture India's rapidly expanding outbound opportunity. The day also examined demand shifts through "Indian Online Travel Market: Drivers of Demand Amid a Year of Disruption," featuring Anoop Tiwari, Chief Commercial Officer, ITQ; Manjari Singhal, Chief Business and Growth Officer, Cleartrip; Raj Rishi Singh, Chief Marketing and Business Officer, MakeMyTrip; Vikash Jalan, CEO - Travel and COO - Consumer Payments, Paytm; and Virendra Jain, Co-Founder and CEO, VIDEQ, who explored evolving consumer behaviour, distribution dynamics and the growing role of AI and data-led insights in shaping India's travel marketplace.

On Day 2, attention shifted to corporate mobility through "Building India's Corporate Travel Ecosystem: A \$20B Journey" and "What India's Top Corporate Travel Buyers Expect from the Industry Today." As India strengthens its position as one of the world's fastest-growing economies, its corporate travel segment continues to evolve in scale and sophistication. Leaders including Bhavin Modi, Chief Commercial Officer, Quest2Travel by MakeMyTrip; Gaurav Shekhar Nagwekar, Group Head - Corporate Travel & Logistics, Reliance Industries; Shaheen Karoji, Assistant Vice President - Corporate Administration, Aditya Birla Group; Sunny Sodhi, Managing Director, FCM Travel India; Ajay Bhatt, Group Head - Corporate Services, Godrej Industries Group; Devendra Saraiya, Executive Director - Procurement & Travel, Deloitte; and Ranjit Nair, Global Operations Head - Travel, Tata Consultancy Services, examined procurement transformation, structured travel programmes, AI-led decision-making and performance-driven partnerships that are redefining India's enterprise travel landscape.



## MOROCCO GALA DINNER



Prominent dignitaries included H.E. Mohamed Maliki, Ambassador of the Kingdom of Morocco to India; Mr. Jamal Kilito, Country Manager, Morocco National Tourist Office, India; alongside senior representatives from the Moroccan National Tourism Office, who reinforced Morocco's growing engagement with the Indian outbound market and shared perspectives on strengthening bilateral tourism ties.

The Morocco Gala Dinner at OTM 2026 celebrated the country's growing engagement with the Indian outbound market, spotlighting its cultural heritage, experiential offerings and distinctive hospitality. The curated evening brought together senior travel trade leaders and decision-makers for an immersive showcase of Moroccan cuisine, music and destination storytelling.

Industry leaders engaged in meaningful conversations focused on strengthening bilateral tourism ties and expanding Morocco's presence within India's travel ecosystem. The exclusive gathering deepened trade relationships, advanced market collaboration and highlighted Morocco's long-term commitment to the Indian outbound market.



## WTE MIAMI NETWORKING MEET

The WTE Miami Networking Meet at OTM 2026 spotlighted the United States as the world's largest and most influential travel market, creating a focused platform for engagement between Indian travel stakeholders and the American travel trade. The meet facilitated strategic discussions around outbound potential from the U.S., high-value traveller segments and cross-continental partnerships.

Positioning Miami as a strategic gateway connecting the world, the session reinforced the growing commercial alignment between India and the U.S. travel ecosystem. It highlighted new avenues for collaboration and strengthened trade linkages across long-haul markets.

## EU-INDIA TOURISM CONCLAVE

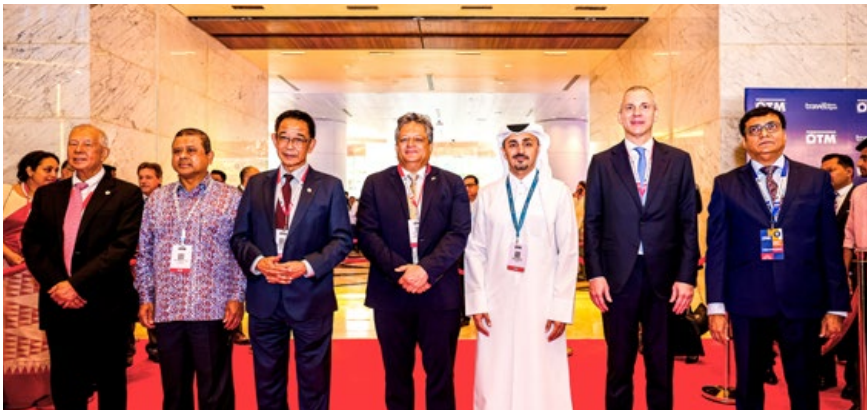
The EU-India Conclave at OTM 2026 brought together senior policymakers, tourism leaders and private-sector stakeholders to unlock opportunities between India and the European Union. The session examined investment trends, visa facilitation, connectivity and destination resilience across the tourism and hospitality value chain.

Industry leaders highlighted the importance of structured dialogue, sustainability alignment and skill exchange in strengthening EU-India engagement. The discussion underscored how deeper cooperation between European destinations and Indian travel stakeholders can facilitate new growth corridors and long-term strategic partnerships.

## WEDDINGSUTRA ENGAGE

WeddingSutra Engage at OTM 2026 brought together leading wedding planners, luxury hospitality brands and destination specialists to explore the growing influence of destination weddings on travel demand. The dedicated programme created a platform for strategic networking, collaboration and discovery, highlighting evolving consumer preferences, experiential celebrations and the expanding intersection between weddings and curated travel experiences.

# GLIMPSES OF THE SHOW



# BEYOND THE USUAL MAPPING WHERE INDIAN TRAVELLERS WILL GO NEXT

## PANELISTS



**Lumkile Tisana**  
Business Development Manager,  
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Wesgro



**Dheera Hettiarachchi**  
Chairman  
Sri Lanka Convention Bureau



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Acting Permanent Secretary  
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**Dr. Sharzede Datu Haji Salleh Askor**  
Chief Executive Officer  
Sarawak Tourism Board



**Hishan**  
Cinnamon



# GLIMPSES OF THE SHOW





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