

THE ECONOMIC TIMES
THE GREAT INDIAN
HOSPITALITY
SHOW 2016



18th October, Delhi

20th October, Mumbai

Brought to you by



An Economic Times Initiative

Overview

The Indian tourism and hospitality industry has emerged as one of the key drivers of growth among the services sector in India. The third-largest sub-segment of the services sector comprising trade, repair services, hotels and restaurants contributed nearly US\$ 187.9 billion or 12.5 per cent to the Gross Domestic Product (GDP) in 2014-15, while growing the fastest at 11.7 per cent Compound Annual Growth Rate (CAGR) over the period 2011-12 to 2014-15. Tourism in India has significant potential considering the rich cultural and historical heritage, variety in ecology, terrains and places of natural beauty spread across the country. Tourism is also a potentially large employment generator besides being a significant source of foreign exchange for the country.

Tourism & Hospitality go Hand in Hand

Tourism in India is the third largest foreign exchange earner of the country after gems, jewelry and readymade garments. The booming tourism industry has had a cascading effect on the hospitality sector with an increase in the occupancy ratios and average room rates. The long term outlook for the Indian hospitality business continues to be positive, both for the business and leisure segments with the potential for economic growth, increases in disposable incomes and the burgeoning middle class.

Emerging Trends

There is an emergence of budget hotels in India to cater to the majority of the population who seek affordable stay. International companies are also increasingly looking at setting up such hotels. An imbalance in increase in tourists both domestic and foreign has not been supported with an equal number of rooms, which has create a latent source of opportunity for growth.

Investments

The tourism and hospitality sector is among the top 15 sectors in India to attract the highest Foreign Direct Investment (FDI). During the period April 2000-September 2015, the hotel and tourism sector attracted around US\$ 8.48 billion FDI, according to the data released by Department of Industrial Policy and Promotion (DIPP).



The Sector in Numbers



1 in 11 people worldwide are employed in Tourism Sector



During FY15, the Ministry of Tourism sanctioned INR 8,449 million to States and Union Territories for developing tourism destinations and circuits.



The number of foreign tourist arrivals (FTAs) in India grew 4.5% during January-November 2015 tourism destinations and circuits.



Medical tourism market in India to reach US\$ 3.9 billion this year having grown at a CAGR of 27% over the last three years



The number of tourists arriving on e-Tourist Visa registered a growth of 21%



India, after China, is considered as one of the most lucrative hotel markets in the world and has the second largest construction pipeline in Asia



Foreign Exchange Earnings (FEEs) from tourism during January-November 2015 was US\$ 16.94B



The Great Indian Hospitality Show 2016

As the Indian Hospitality industry is poised for strong growth in 2017, The Economic Times is proud to present the inaugural edition of The Great Indian Hospitality Show, taking place on the 18th of October in Delhi and the 20th of October in Mumbai. This uniquely designed two day platform, spread over two cities, is set to become the most important annual gathering of the leading stakeholders, decision makers and buyers from the Hospitality industry in the Indian sub-continent, who are leaving no stone unturned to bring the indigenous hospitality industry at par with global standards and drive a new round of investments in the sector.

Through a series of co-located events such as exhibition, conferences, awards and networking receptions, the event will create the most exclusive and candid platform for business in the hospitality sector. Upcoming and existing luxury and mid-scale properties from all corners of India and the sub-continent are coming together to explore opportunities, share best practices, source innovative solutions and products, and analyze solutions to common problems the industry faces in these dynamic times.

Delhi

The Delhi chapter of the event will cover existing and upcoming hospitality projects from the Northern and Eastern part of India.

Mumbai

The Mumbai chapter of the event will cover existing and upcoming hospitality projects from the Western and Southern part of India.

Conferences

Two carefully designed business conferences to address key opportunities in a captive environment and focused audience to make sure that delegates are attending sessions which add value to their bottom line and they go back to their organizations with tangible takeaways. Solution providers also get to meet buyers of their choice over pre-scheduled one on one business meetings to understand their project requirements and offer solutions.

The Hospitality Investment Conference

The Hospitality Investment Conference will bring together leading government policy makers, investors, hotel operators, construction companies and developers, designers, architects and consultants who will deliberate about balancing the demand supply gap and seek answers for challenges related to creating a sustainable and positive environment for holistic growth of the industry

The Hospitality Trade Meet

The Hospitality Trade Meet is a business oriented platform primarily designed for the national and international hotel operators and owners, F&B outlets, restaurants and airlines who are looking to source the latest products and solutions for their existing and upcoming projects and properties. From smart hotels and F&B outlets to the latest in hotel design & architecture, this will cover it all.

The Great Indian Hospitality Awards

The Economic Times, in close association with government bodies and key industry players will identify and acknowledge the work being done by the organizations and brands in the hospitality sector that are changing the way business is done. Nominate your brand and employees under one of the 10 categories and make them stand out amongst your peers

25 cherry picked exhibitors under categories such as Technology and Innovation, F&B, FF&E, Operating Equipment & Hotel Supplies, Engineering, Lighting and Hotel Build



Conference Features

Interactive Panel Discussion

The business leaders address their viewpoints on specific pressing topics, followed by Q&A from the audience, which gives them a chance to add to the conversation and have answers to concerns and doubts immediately

Keynote Presentations

The most influential and important hospitality stakeholders, who have been game changers in their respective fields, share their vision of a resurgent industry and their ideas on how to ride this growth wave

One on One Networking Meetings

Solution providers get to meet leading project buyers in an exclusive closed door environment to discuss potential areas of synergy

Unconferencing Sessions

Innovative fish bowl sessions where delegates get to decide dynamically the topics they want to deliberate upon and have it moderated by industry veterans

Conference Features

Roundtable Discussions

Sit across the table with leaders from your industry and your domain and get real time insights on the current trends with solutions for immediate business challenges

Black Tie Cocktail and Dinner Reception

The conference will be followed by an exclusive and gala "invite only" black tie cocktail reception

25+

International & Regional Speakers

taking part in interactive panel discussions, unconferencing sessions, sharing case studies and benchmarking best practices



Who is coming and why?

Industries

Ministry of Tourism

Hotel Owners

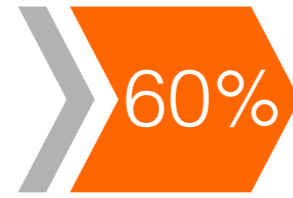
Hotel Operators

Hotel Developers

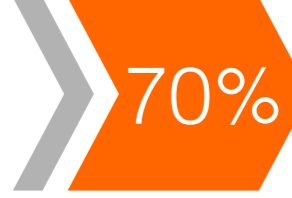
Construction companies, Architects and Interior Designers

F&B outlets and Restaurant Chains

Airlines



Delegates are coming to source solutions for their projects



Delegates have the final authority for buying decisions



Attendees have more than USD 1M budget for immediate buying requirements



Delegates feel that it is a very timely event and help them in their business

Delegate/Buyer Profile

- Purchasing • F&B • IT
- Operations and Logistics • Security • Finance/Revenue
- Housekeeping • Maintenance and Facilities • Cleaning and Laundry
- Engineering • Interior Design • HR and Training • Telecommunications
- Events • Sales and Marketing • Administration

Program Schedule

08.30 – 09.30 – Registration and Refreshments

09.30 – 09.45 – Opening keynote – The future of Hospitality industry in India

09.45 – 10.15 – Special case study – Sustainable Hotels

10.15 – 11.00 – Coffee break and One on One business meetings

Track 1	Track 2
<p>The Hospitality Investment Conference</p> <p>11.00 – 12.00 Interactive Panel Discussion Government's tourism vision and the role of Hospitality industry in realizing the dream</p> <p>12.00 – 13.00 Interactive Panel Discussion Factors contributing in timely delivery of projects</p>	<p>The Hospitality Trade Meet</p> <p>11.00 – 12.00 One on One business meetings (continued)</p> <p>12.00 – 13.00 Interactive Panel Discussion Making your hotels smarter across all departments</p>

13.00 – 14.00 – Networking Lunch



Track 1	Track 2
<p>14.00 – 14.30 Case Study Successful development of a tourism hub and the role played by leading Hotel operators</p> <p>14.30 – 15.15 Interactive Panel Discussion Challenges and opportunities in developing alternate tourism destinations</p>	<p>14.00 – 15.15 Parallel Think Tank Sessions</p> <p>Think Tank 1 – The new age General Manager – Managing various stakeholders and ensuring profits</p> <p>Think Tank 2 – Reinventing F&B options as an alternate source of revenue</p> <p>Think Tank 3 – 5 technologies to watch out for in 2017 for smarter hotels</p> <p>Think Tank 4 – E-procurement and the benefits it brings with it</p>

15.15 – 16.00 - Networking Coffee Break & One on One business meetings round 2

16.00 – 17.00 - The Great Indian Hospitality Awards

17.00 Onwards - Cocktail Reception followed by Dinner

Solution Provider Categories



Technology and Security

Entertainment systems & solutions, surveillance systems, locks & monitoring, room automation systems & technology, information security services, e-commerce & web applications, inventory & control systems & solutions, telecommunication systems, services & equipment, audio visual, conferencing, PA & sound systems, commercial security, management tools & systems, minibar systems, high speed internet access systems, front & back PMS, customer loyalty & dinner programs



Interiors, Lighting and Design

Furniture & furnishing, art, accessories & décor, curtains, upholstery & fabrics, wall coverings, wallpaper & paint, flooring & carpeting, lighting & fit-out consultants



Operating Equipment and Supplies

Dispensers & disposables, amenities, mattresses & bedding, bed linen, table linen, towels, room service equipment, uniforms & clothing, vending machines, mini bars



Facilities Management

Health, safety, energy consumption control systems & services, waste disposal & management systems, recycling systems & facilities, airconditioning & ventilation systems & services, maintenance, repair systems & services



Horeca and foodservice

F&B services & equipment, catering services & equipment, buffetware, glassware, flatware, chinaware, tableware & accessories, cutlery & crockery, refrigeration & storage, menu systems, restaurant consultants, food service & kitchen utensils, bar & restaurant equipment



Hotel Build

Hotel real estate developers, designers & architects, building systems, HVAC, green building systems, window & door manufacturers, hotel building material suppliers, fitting & fixture equipment & supplies, building management systems, emergency evacuation solutions & equipment, elevators, signage



Hotel Services

Valet parking services, car rental services, modeling & staffing, photography & video services, event services & car parking facilities



Kitchens and Bathrooms

Bathroom supplies, refrigeration & storage, automatic hand dryers, bathroom cleaners & dispensers, bathroom fixtures & fittings, chefs cooking accessories & cooking utensils, commercial kitchen appliances, commercial kitchen ovens & cooktops & dishwashing machines



Retail Franchise

Restaurants & hotel franchisers, flowers & ribbons, gifts, souvenirs & giveaways, hair & beauty salons, travel service desks, fashion & jewellery, coffee, bar & tobacco



Cleaning and Laundry

Laundry equipment rental services, commercial laundry equipment, machinery & accessories, textiles & linen, dry cleaning & dyeing equipment & agents, cleaning chemicals, products & services, catering & food hygiene equipment, cleaning machinery equipment & systems



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