



इण्डिया ट्रेड प्रमोशन आर्गनाइजेशन  
India Trade Promotion Organisation

भारत सरकार का उद्यम  
A Government of India Enterprise

संदर्भ  
Reference :

दिनांक  
Date :

फोन  
Phone :

No. ITPO/ FS-I/ Foire International De Marseille/2019 July 25, 2019

23371782/  
9999344423

Dear Sir,

India Trade Promotion Organisation (ITPO), a Government of India's premier trade promotion is organising India's national level participation in Foire International De Marseille, France from September 20-30, 2019 at Parc Chanot Marseille, France.

The economic reforms process in India and the growing French interest in establishing their presence in Asian markets prominently in India, have all contributed to a broadening of economic links. The series of high level visits in the commercial and economic field reflects the growing interest of both the governments in expanding trade between the two countries. The economic and commercial linkages are an important component of India's bilateral relations with France.

India's main exports to France have registered an increase in textile & textile articles, organic chemicals, footwear, leather articles, articles of apparel & clothing accessories, knitted or crocheted and gems and jewellery.

In past years, the total trade in goods between France and India was worth Euro 8.58 billion, registering an increase of 0.49% from 2015.

The focus sectors at the exhibition will be consumer goods, food & beverages, fashion accessories, handmade crafts, handicrafts & garments, home decorations, interior & decorative, green energies, gemstone, jewellery, watches, gifts, household tips & gadgets, beauty/ herbal goods, house ware, souvenirs etc.

The event will be publicised through electronic and print media in cooperation with the Indian embassy to attract visitors from all around. Booths are available in the modules of 9 sq.m. and large booths in multiple of 3 sq.m.each. The package of services will include fully built up stands with carpeting, partition walls, fascia, electric box, 3 spotlights and assistance in visa without shipment facility.

The event being a B2C and B2B fair as well, will give opportunity to exhibitors to network and increase their products' presence. It will help them to create breakthrough in European market. The participants may be entitled to get reimbursement of one economic air ticket for Director/ Partner/ Proprietor with a ceiling of Rs.70,000/- under MAI Guidelines subject to approval from DoC. The fair is governed by general terms & conditions for participation in international trade fairs organised by ITPO. The companies participating with MAI support rental shall follow the MAI Guidelines available at website of Department of Commerce.

Space can be booked by making payment @ Rs.12,500/- per sq.mtr.+10% extra for corner charges, only by RTGS in favour of India Trade Promotion Organisation payable at New Delhi. It may be noted that allotment will be made on first-come-first serve basis and possession of booth shall be given upon deposition of total participation fee.

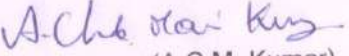
Contd....2

Exhibition at Foire International De Marseille, France, 2019 will provide you with an unrivalled opportunity to meet and engage with buyers and potential business partners from across the country.

For further clarification, please feel free to forward your queries to [acmkumar@itpo.gov.in](mailto:acmkumar@itpo.gov.in) or 9999344423 or Ms.Medni at 8882911129.

Thanking you,

Yours faithfully,

  
(A.C.M. Kumar)  
Deputy General Manager

**INDIA TRADE PROMOTION ORGANISATION**

**95th FOIRE INTERNATIONALE DE MARSEILLE**

Sept. 20-30, 2019, Marseille (France)

**Application for Participation**

1. Name of the Company.....  
ITPO Membership Number (Mandatory).....  
Address: .....  
.....  
Phone: ..... Fax (with STD code).....  
E Mail: ..... Website.....  
PAN No..... TAN No.....  
DIN No. .... GST No.....
2. Contact Person: .....  
Email ..... Mobile .....
3. Import Export Code (IEC) No. : .....  
(Attach photocopy)
4. Annual Export Turnover ( **2017-18**) Rs. lakhs.....
5. Participation fee (Shell Scheme) **Rs.**.....
6. a) Area applied for..... sq. mtrs.  
b) Corner Booth : YES / NO
7. Products for Display: .....  
.....
8. We have participated in Foire Internationale De Marseille, 2018. YES / NO
9. **Your payment details:** UTR No..... dated.....  
Bank Name ..... Account No. ....  
For Rs..... Lakh (Rs.....) in favour of **India Trade Promotion Organisation**, New Delhi, as advance application money. Payment is acceptable through NEFT / RTGS only.

**RTGS DETAILS - HDFC BANK LTD.**

Name of the Beneficiary	India Trade Promotion Organisation
Name of the Bank	HDFC Bank
Branch Name	G-3/4, Suryakiran Building, 19 Kasturba Gandhi Marg, New Delhi - 110 001.
Account Number	00031110005078
Type of Account	Savings
IFSC/NEFT Code	HDFC0000003
PAN of ITPO	AAATI 2955C

10. We have read the rules and regulations of participation and we agree to abide by the same.

Place :  
Date :

Signature of Authorized Representative of the firm  
(Company Seal)

Name.....  
Designation.....

Please complete and return this form to:

**Mr. A.C.M Kumar, Deputy General Manager**  
**India Trade Promotion Organisation**  
Pragati Bhawan, Pragati Maidan, New Delhi – 110001  
E-mail [acmkumar@itpo.gov.in](mailto:acmkumar@itpo.gov.in)  
Mobile No. 099993 44423

## **India Trade Promotion Organisation**

### **Rules and Regulations for Participation in 95th Foire International De Marseille**

Sept. 20-30, 2019, Marseille (France)

1. Application in prescribed proforma for participation in overseas activities of ITPO is to be submitted alongwith participation fee through NEFT / RTGS for booking of space. Space is offered with an area of 9 sq. mtrs.(minimum) and multiples of 3 sq. mtrs..

#### **2 Allotment of Space to the Participants :**

- a) Membership of ITPO has been made mandatory for participation in ITPO organised events. Non members are requested to apply for membership as per application form attached and deposit the same along with requisite fee to ITPO.
- b) Allocation will be done on first come first served basis.
- c) ITPO would make allocation of available space in the show premises at its discretion and its decision in this regard will be final and binding on all.
- d) Submission of application for booking of space does not automatically confer a right for allotment of space. Approval of application for space will rest with ITPO.
- e) The space allotted to the approved participants is to be exclusively used by them for display of their exhibits as approved by ITPO. Sub letting of space is not permissible. Violation of this clause may lead to cancellation of space allotted, forfeiting of space rent, security deposit etc., paid to ITPO and debarring the participation from the future participation in ITPO's events.

#### **a. Refund of Participation Fee:**

Part-Refund of participation fee will be considered in case where:

- a. The space rent paid by the participant is in excess of the actual amount due to ITPO.
- b. The participants after approval withdraw 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 20% of the total amount payable.
- c. There is a change in the venue and date of an event and due to this the participant is unable to participate.
- d. Non-availability of space, rejection of application or in the event of cancellation of participation due to unforeseen circumstances.
- e. In the event of withdrawal 3 months before the start of the event, only 50% (per cent) of the total participation fee will be considered for refund, if the space is re-allotted.
- f. No refund will be considered if the withdrawal request is received less than 3 months before the start of the event.

#### **4. Visa :**

- a. ITPO, as a Trade Promotion Organisation, will provide necessary assistance to the representatives of the participating Company by issuing recommendatory letter to the concerned Mission for obtaining visa.
- b. Visa recommendation letter will be issued only in favour of the Chief Executive/ Proprietor/Senior Level Officer dealing with exports of the Company who can take on the spot decision.
- c. ITPO shall not be liable, in case the concerned Mission of the host/transit country denies visa to a representative of the participating Company for any reason.
- d. Since ITPO, on behalf of the participating company, has already committed for certain financial bindings by booking of space, construction/decoration of stand, catalogue 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.

**Contd...2/-**

- e. The representative would come back to India after the Event/ Fair is over and would submit the proof of his/her departure/arrival, wherever necessary.

**5. General :**

- a. Only goods of Indian origin will be allowed for display in Indian Pavilion. Participants will be allowed to display only those products which have been selected and approved by ITPO.
- b. Exhibits of participants whose representatives do not turn up at the Fair/Show will not be displayed.
- c. ITPO will not arrange shipment of exhibits for display. Participants will make their own arrangements for dispatching the exhibits at their own cost.
- d. Participants will make their own arrangements for removing exhibits from the packing cases and displaying them in the booth. Likewise, after the Fair, participants will make their own arrangements to repack and send the exhibits back to India.
- e. Participants will comply with instructions regarding packing and dispatch of exhibits and other matters concerning their participation. All payments with regard to import duty, any local taxes and forwarding the exhibits back to India will be made/ borne by the participants in foreign exchange.
- f. Participants will not be allowed to remove the exhibits during the show without specific written permission from ITPO or show Organisers.
- g. Participants will be required to furnish complete information on orders booked, enquiries generated, retail sales, etc. during and after the close of the Show. Compliance with this rule will be one of the criteria for selection of the participants for future ITPO programmes.
- h. All expenses for travel to & fro, and stay abroad including boarding, lodging, medical treatment, insurance, etc. will be borne by the participants themselves.
- i. Participants will adhere to such other regulations as may be prescribed by the country in which the show is held and/or the Fair Organisers.
- j. In the event of postponement/abandonment/cancellation of the Fair/ Exhibition/Show, or in case of exhibits not being displayed due to any reason, ITPO shall be under no liability to compensate expenditure or loss, if any, incurred by the participants.
- k. In case of default of any payment due from the participants, ITPO reserves the right to debar them from participation in ITPO's Fairs in India & abroad and bring to the notice of appropriate authority.
- l. Any dispute/differences arising out of these terms and conditions of participation shall be referred to the Chairman and Managing Director of India Trade Promotion Organisation whose decision or award shall be final and binding.
- m. The space allotted to the approved participants is to be exclusively used by them for display of their exhibits as approved by ITPO. Subletting of space is not permissible. Violation may lead to cancellation of space allotted, forfeiting of space rent, security deposit etc. paid to ITPO, and debarring the participant from future participation in ITPO events.
- n. The terms and conditions of participation shall be subject to the jurisdiction of courts in the State of Delhi.

**DECLARATION**

We have studied the rules and regulations for participation carefully and agree to abide by the same.

Signature of the Authorised Representative

Place:  
Date:

Name : .....  
Designation:.....  
(Company Seal)

**INDIA TRADE PROMOTION ORGANISATION**

**Foire International De Marseille, 2019**

**FACT SHEET**

Name of the Fair	95 <sup>th</sup> Foire International De Marseille, 2019															
Date	Sept. 20 - 30, 2019															
Venue	Parc Chanot, Marseille, France															
Space Rental	Rs.12,500/- per sq.mtr.+10% extra for corner booth															
Bookable area	Minimum bookable area 9 sq.m. or multiples of 3 thereof															
Government sponsorship	<p>The event is being organised with MAI support of Department of Commerce.</p> <p>Reimbursement of one economy air ticket for Director/ Partner/ Proprietor with a ceiling of Rs.70,000/- under MAI Guidelines subject to approval of DoC.</p> <p><b>Conditions for MAI support:-</b></p> <p>a) Companies having IEC Code No., 6 digit HS Code, PAN, GST No.etc., are eligible for availing subsidy.</p> <p>b) MAI grant has not claimed for this event in three financial years.</p> <p>c) MAI support is only provided to company for a maximum of two MAI events in the financial year 2019-20</p>															
Display profile	Handicrafts & garments, jewellery & gemstones, Decorative items, gift items, leather goods, kitchenware, food & beverage, coffee, herbs, beauty products, ayurvedic products, textiles, home decor, bed sheets, photo prints, souvenirs, fashion accessories, handmade crafts, green energies, health items															
Payment of rentals through RTGS/ NEFT	<table border="1"> <tr> <td>Name of the Beneficiary</td> <td>INDIA TRADE PROMOTION ORGANISATION</td> </tr> <tr> <td>Name of the Bank</td> <td>HDFC BANK LIMITED</td> </tr> <tr> <td>Branch Address</td> <td>G-3/4, SURYA KIRAN BUILDING 19, KASTURBA GANDHI MARG, NEW DELHI-110001.</td> </tr> <tr> <td>Account No.</td> <td>00031110005078</td> </tr> <tr> <td>Type of Account</td> <td>SAVINGS</td> </tr> <tr> <td>IFSC Code</td> <td>HDFC 0000003</td> </tr> <tr> <td>PAN of ITPO</td> <td>AAATI2955C</td> </tr> </table>		Name of the Beneficiary	INDIA TRADE PROMOTION ORGANISATION	Name of the Bank	HDFC BANK LIMITED	Branch Address	G-3/4, SURYA KIRAN BUILDING 19, KASTURBA GANDHI MARG, NEW DELHI-110001.	Account No.	00031110005078	Type of Account	SAVINGS	IFSC Code	HDFC 0000003	PAN of ITPO	AAATI2955C
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PAN of ITPO	AAATI2955C															
Contact Details	<p>Mr.ACM Kumar, Deputy General Manager, Mobile:9999344423, email: <a href="mailto:acmkumar@itpo.gov.in">acmkumar@itpo.gov.in</a>, Tel.: 011-23371782</p> <p>Ms.Medni, Mobile: 8882911129</p>															