



## CHAIRMAN'S STATEMENT 41<sup>st</sup> Annual General Meeting

**Ladies & Gentlemen,**

It is my honour and proud privilege to extend a very warm welcome to you all to the 41<sup>st</sup> Annual General Meeting of ITPO.



The Directors Report and the Audited Accounts and Consolidated Accounts for the financial year 2017-18, along with the observations of Statutory Auditors and the Comments of the Comptroller & Auditor General of India have already been circulated. I am extremely delighted to mention that Annual Accounts of ITPO for the year 2017-18 have received 'Nil' comments from C&AG of India. With your permission, I take them as read.

### **Challenges and opportunities ahead**

The exhibition industry in India is poised for a tremendous growth due to the sustained growth in economy and trade. Indeed, over the next decade or so, Asia and India in particular will be at the forefront of Global Exhibition and Convention Industry. To make best use of the opportunities, Your Company is in the midst of implementing a mega IECC Project which is likely to be completed by the end of September, 2019.

Also Your Company continues with renewed vigour to take up challenges and opportunities and contribute to the growth of economy by showcasing India's strength and potential through trade fairs/exhibitions in India and abroad. Your Company will face competition from the other exhibition centres in existence and upcoming venues. However, with the upgraded infrastructure including the world-class facilities for exhibitions and conventions on completion of IECC Project, ITPO will be able to do better and organise more number of exhibitions and conferences. ITPO has taken a major initiative by setting up a Single Point Contact (SPC) for ease of doing business at Pragati Maidan which facilitates third party organisers to resolve issues through a single window while holding events at Pragati Maidan. Further, action has been initiated so that the requirement of various NOCs can be taken online from DCP(Licensing), instead of seeking individual NOCs from various departments to obtain the permission of DCP (Licensing) for holding any exhibition/conference at Pragati Maidan. ITPO has taken up the theme "**Enterprises from Rural India**" during IITF, 2018 (14-27 November), where all States and Government Organisations and other stakeholders will put their best foot forward for realisation of the Hon'ble Prime Minister's vision of "Sab Ka Sath Sabka Vikas".

### **FINANCIAL PERFORMANCE**

I am happy to mention that the total income generated by the Company during the year is **Rs.359.55 crore** against **Rs. 390.06 crore (Recast as per Ind-AS)** generated in the previous year. The main reasons for marginal decline in total Income are the reduction in Interest rates, the reduction in free reserves and the reduction in exhibition space due to the ongoing IECC Project. In spite of various constraints due to ongoing activities of IECC Project at Pragati Maidan, ITPO could hold various third party exhibitions to the best satisfaction of the organisers.

## MAJOR ACHIEVEMENTS/ HIGHLIGHTS OF ACTIVITIES OF ITPO

### Performance rating under MoU

Your Company has achieved MoU “**Very Good**” rating for 2016-17 which would have been “**Excellent**” without the impact of pay revision, gratuity and leave encashment of Rs.22 Crore (approx.) due to Pay Revision guidelines of 3<sup>rd</sup> PRC w.e.f. 1.1.2017. For the year 2017-18, as per self-evaluation, the MoU rating is likely to be “**Excellent**”.

During the year, significant initiatives have been undertaken for improving and augmenting the infrastructure capacity and service delivery of ITPO. These include the following:

#### **E-Enablement for ease of doing business:**

- Online booking of tickets implemented for IITF and New Delhi World Book Fair.
- Online space booking system in domestic events.
- E-procurement from GEMS/e-tendering introduced.
- Mobile Apps introduced in ITPO’s domestic fairs.
- Functioning of E-payment/E-refund.
- Wi-fi facility in all AC halls.
- Use of social media – Facebook, Twitter and YouTube.
- Comprehensive Mobile Apps of ITPO is at a final stage.

#### **Customer Friendly Measures**

- Implementation of ‘Help Desk’ during third-party events.
- Regular interaction with participants/ organizers.
- Launch of online application system for submission of applications for booking of halls for third-party events.

## PARTICIPATION IN FAIRS HELD ABROAD

During the year 2017-18, the company organized India’s national level participation and organized India shows in 27 no. of overseas trade fairs including EXPO, 2017 Astana(Kazakhstan), two Mini India shows in Osaka(Japan), and three India Sourcing Fairs in Santiago(Chile), Lima(Peru) and St. Petersburg(Russia). Out of these 27 events, 5 were held in Europe, 5 in Africa/WANA, 3 in NAFTA,3 in LAC, 1 in Asia, 1 in South Asia, 7 in

NEA and 2 in CIS Region. Out of these events, 5 were new events. 20 B2B events and 7 B2B/B2C events were organised during 2017-18

Some of the major events included EXPO, 2017 Astana(Kazakhstan), Africa's Big Seven/ SAITEX, Johannesburg (South Africa), Summer Fancy Food Show, New York(USA), Anuga, Cologne(Germany), India Garment Fair and India Home Furnishing Fair, Osaka(Japan), AAPEX ,Las Vegas (USA), MEDICA, Dusseldorf (Germany), Foodex, Japan and AFL' Artigiano in Fiera – International Handicrafts Fair in Milan (Italy).

That apart, the company organised 38<sup>th</sup> and 28<sup>th</sup> editions of its long established overseas events viz., India Garments Fair and India Home Furnishings Fair, respectively, in Osaka (Japan).

### **DOMESTIC FAIRS**

During 2017-18, 19 no. of national and international trade fairs/ exhibitions were organized in India by your Company. Of these, 14 were organized in Delhi and 5 in other cities. The events organized in Pragati Maidan during the year included 3<sup>rd</sup> edition of India International Footwear Fair (IIFF), August 4-6, 2017; 37<sup>th</sup> India International Trade Fair (IITF 2017) November 14-27, 2017; 33<sup>rd</sup> edition of Aahar – The International Food & Hospitality Fair, March 13-17, 2018; 20<sup>th</sup> India International Security Expo, October 05-07, 2017, 13<sup>th</sup> Nakshtra, January 6-14, 2018, Tex-Styles India, February 26-28, 2018 and Aajeevika, March 23– April 1, 2018. To promote Trade and Commerce in the North East Sector, the 9<sup>th</sup> East Himalayan Expo was successfully organized in Shillong, Meghalaya.

- **India International Trade Fair, 2017**

The 37<sup>th</sup> India International Trade Fair, 2017 (IITF"2017) was held during November 14-27, 2017 in Pragati Maidan. The theme of the Fair was "Startup India; Standup India". The fair was inaugurated by the Hon'ble President of India, Shri Ram Nath Kovind. The theme Pavilion was set up by the Department of Industrial Policy and Promotion, Ministry of Commerce. The theme was adopted by all State/Government Pavilions as display concept for the respective pavilions.

The Socialist Republic of Vietnam was the Partner country and Kyrgyzstan was the focus country. Jharkhand was nominated as the Partner State. As many as 220 foreign companies from 20 countries and over 3000 domestic companies participated

in the event. The government's participation came from 46 departments, apart from 27 states and 04 Union Territories, and had exclusive pavilions. The fair registered a record foreign participation from Afghanistan, Bahrain, Bangladesh, Bhutan, China, Hong Kong, Indonesia, Iran, Iraq, South Korea, Myanmar, South Africa, Sri Lanka, Thailand, Turkey, Kyrgyz Republic, Netherlands, UAE, UK and Vietnam.

- **33<sup>rd</sup> Aahar – The International Food & Hospitality Fair, 2018, Delhi**

AAHAR is one of the biggest B2B exhibitions of its kind in South Asia. The 33<sup>rd</sup> edition of Aahar was organized from March 13-17, 2018. As in the past, the event was supported by the Ministry of Food Processing Industries (MOFPI), APEDA and other Industry Associates.

The fair was inaugurated by Shri Suresh Prabhu, the Hon'ble Minister of Commerce and Industry. The show was broadly divided into three categories i.e. 1. Food Products & Beverages 2.F&B equipment (Preparation / Processing /Packing) 3. Hospitality and Décor Solutions. The Culinary competitions organized by the Indian Culinary Forum (ICF) were the centre of the attraction at the fair.

- **23<sup>rd</sup> Delhi Book Fair, 2017**

The Company organized the 23<sup>rd</sup> edition of Delhi Book Fair from 26<sup>th</sup> August to 3<sup>rd</sup> September, 2017 in Halls 8-11, Pragati Maidan, New Delhi. The fair was organized in association with the Federation of Indian Publishers. A theme pavilion depicting “**PADHE BHARAT BADHE BHARAT**” was set-up in Hall-8.

- **India International Security Expo' 2017**

The 20<sup>th</sup> edition of the India International Security Expo was organised with the support of Ministry of Home Affairs, Government of India at Pragati Maidan, New Delhi from October 5-7, 2017. IISE 2017 was inaugurated by Shri C.R. Chaudhary, Hon'ble Union Minister of State for Commerce and Industry.

- **India International Footwear Fair, Delhi, 2017**

The Company organized the third edition of India International Footwear Fair (IIFF) in Halls 14 and 18, Pragati Maidan, New Delhi from August 4-6, 2017. It was co-sponsored by the Confederation of Indian Footwear Industries (CIFI). Shri Santosh Gangwar, Hon'ble Minister of State for Finance, Govt. of India inaugurated the fair on 4th August, 2017. IIFF, 2017 covered a net area of 5700 sq.mtrs.

### **Aajeevika, Delhi**

Aajeevika was held from March 23 – April 1, 2018. In line with Deen Dayal Antyodaya Yojana, the National Rural Livelihood Mission, ITPO recently took up this unique initiative of organising 'Aajeevika' to make its contribution in providing marketing support to rural and small scale craftpersons, entrepreneurs and manufacturers for multiple products produced/manufactured by them. The event was organised with the support of the Ministry of Rural Development (CAPART) and Ministry of Micro, Small & Medium Enterprise. CAPART organised its brand event "SARAS" as a part of the AAJEEVIKA Mela and further, MSME & NSIC organised an event comprising of small scale units.

## **II. FAIRS HELD OUTSIDE DELHI**

### **India International Leather Fair (IILF), 2018, Chennai**

The Company organized the 33<sup>rd</sup> edition of India International Leather Fair (IILF) in Chennai from February 1-3, 2018. The fair was organized in close collaboration with Council for Leather Exports (CLE), Central Leather Research Institute (CLRI), India Shoe Federation (ISF), Indian Finished Leather Manufacturers and Exporters Association (IFLMEA), Footwear Design & Development Institute (FDDI) and Indian Footwear Components Manufacturers Association (IFCOMA). Shri Suresh Prabhu, Hon'ble Minister of Commerce and industry, Govt. of India inaugurated the Fair on 31<sup>st</sup> January, 2018. The fair was open to business visitors from February 1-3, 2018.

### **23<sup>rd</sup> India International Leather Fair (IILF), 2018, Kolkata**

India International Leather Fair (IILF) is a B2B fair with the aim to promote export of leather goods and finished leather from India especially from West Bengal. The 23<sup>rd</sup> edition of India International Leather Fair was successfully organized at Biswa Bangla Convention Centre in Kolkata from February 26-28, 2018.

### **9<sup>th</sup> East Himalayan Expo, 2017, Shillong, Meghalaya**

9<sup>th</sup> East Himalayan Expo, 2017 was organized in Shillong, Meghalaya from December 14 – 20, 2017. The fair was co-organised by Ministry of DONER and was actively supported by Govt. of Meghalaya. His Excellency Hon'ble Governor of Meghalaya, Shri Ganga Prasad inaugurated the Fair on 14th December, 2017.

### **Aahar – The International Food & Hospitality Fair, 2017, Mumbai**

To promote its flagship events in regional centres, ITPO organised the maiden Mumbai edition of “AAHAR” at CIDCO Exhibition Centre, Vashi, Navi Mumbai from October 11-14, 2017. The show was organised in a gross area of 5000 sq.mtrs. and had participation from 84 companies including large scale participation of companies from western, southern and central parts of India.

## **FAIRS ORGANISED BY THIRD-PARTY ORGANISERS AT PRAGATI MAIDAN, NEW DELHI**

A total of 71 third-party events were held in Pragati Maidan during 2017-18. Out of these, 7 were new exhibitions/events, held in Pragati Maidan for the first time.

The popular events organized during the year were Oracle India World (India Chapter), 3<sup>rd</sup> Smart Cities India 2017 Expo, Plast Asia 2017, Delhi Jewellery and Gem Fair, Korean Expo, India Mobile Congress 2017, ET ACETECH 2017 etc. Rashtriya Awas Diwas 2017 was a unique initiative by ITPO to organize the event as an event manager of National House Development Organisation, New Delhi. Pragati Maidan also became the hosting venue for the event Korean Expo 2017 organised by Korea Trade centre, Embassy of Republic of Korea wherein household goods, industry materials & machine equipments were displayed during the three day expo. Pragati Maidan also witnessed the event India Mobile Congress, a mega telecom event during the year 2017-18. Some Halls were demolished in this period due to which some events got cancelled or the scale of some other events got reduced. However, in spite of construction/demolition work, ITPO could provide all the services and Pragati Maidan continues to be the preferred destination as the exhibition venue for events covering all the sectors of the Exhibition Industry.

## **OTHER TRADE PROMOTIONAL ACTIVITIES**

A total of 666 trade visitors visited various Trade Fairs organized by India Trade Promotion Organisation from April 2017 till March 2018 to explore the possibility of collaboration in trade promotion efforts.

## **REDEVELOPMENT PROJECT(IECC)**

ITPO is implementing its ambitious plan of redevelopment of its landmark exhibition ground Pragati Maidan into a modern state-of-the-art International Exhibition-cum-Convention Centre (IECC) in two phases, bringing it on par with the best Exhibition and Convention Centres across the world. The project is of national importance. The infrastructure is likely to fill critical gaps in requirements for MICE (Meetings, Incentives, Conferences and Events) sector in the NCR. It is expected to substantially increase foreign exchange earnings of the country and revenues of the services &

business sector of Delhi, as many events in MICE Sector may shift to New Delhi from East Asian and other countries of the world. The IECC will be a landmark and an iconic spot in Delhi and a unique symbol of the Prime Minister's vision of 'New India' in sync with India aspiring to be a global power. Fulfilling aspirations of expanding business and trade fraternity, IECC will mainly cater to G2G, G2B and B2B activities.

The project proposal includes the development of 3,82,188 sqm of total built up area including a state-of-the-art Convention Centre of an area of 53,399 sq.mtrs., six modern exhibition halls with an area of 1,51,687 sq. mtrs, basement parking for 4800 ECUs (Equivalent car units) of 1,68,305 sq. mtrs. area and an Administrative Building of 8,857 sq.mtrs. in Phase-I. A site of area 3.70 acres on Bhairon Marg with independent entry and exit points is also being monetized for a hotel as a part of the complex in line with the fact that hospitality, worldwide, is an integral part of any modern MICE destination.

The convention Centre will be a 34 m tall landmark building on par with the best in the world. This structure will be on an elevated podium with a unique sloping facade incorporating the rich architectural heritage of Delhi. The Convention Centre will have a seating facility for 7000 pax in a single format ( a Plenary Hall of 3000 pax capacity and a multi-Function hall of 4000 pax), five times that of Vigyan Bhawan, along with 25 meeting rooms of different capacities and comprising G20 and Premium rooms. It will significantly add to the grandeur, stature and profile of the capital city of Delhi. It will also have an amphitheatre of 3,000 seating capacity.

Traffic decongestion interventions vital for better access to IECC and for the benefit of general public are also being taken up. Essentially, Purana Quila Road will be connected to Ring Road through a 6-lane divided tunnel cutting across Pragati Maidan providing an alternative to Bhairon Marg which remains choked beyond capacity. T-junctions of Bhairon Marg with Ring Road and Mathura Road and the entire stretch of Mathura Road from DPS to W-Point will be made single free. All of this would decongest traffic in this area as also will reduce pollution levels.

The project cost for both IECC and traffic decongestion interventions is Rs. 3437 crore. Both the Projects are in a fast track mode and to be completed by the end of September, 2019.

The IECC project at Pragati Maidan will be a real game changer and set a new trend for such exhibition venues across the country. This venue will enable the new opportunities of trade promotion and business growth for not only Indian exhibition and convention industry but also globally. The global exhibition and convention industry is very excited about the upcoming venue and is eagerly looking forward to its commissioning. Overall, the new venue at Pragati Maidan will help position India globally in terms of its growing strength and potential for trade, investment and manufacturing activity.

### **TOWARDS ICT ENABLEMENT**

India Trade Promotion Organisation (ITPO), to sustain in its endeavour to be transparent in its dealings, accountable for its activities, faster and more user friendly in its responses and as a part of good governance initiatives, continued and explained utilization of ICT (Information and Communications Technology) for carrying out its functions and achieving the desired results thereby ensuring equitable access to ITPO's services to the public. This soft aspect of ITPO has become even more necessary and imperative when a world class new Complex is upcoming at Pragati Maidan.

### **HINDI RAJ BHASHA**

To ensure proper implementation of Official Language Policy of Govt. of India in ITPO, an Official Language Committee has been constituted under the Chairmanship of Chairman & Managing Director and its meetings are organized regularly.

### **SUBSIDIARY COMPANIES:**

#### **Tamilnadu Trade Promotion organisation(TNTPO)**

During 2017-18, 114 exhibitions were held in the Exhibition Halls of Chennai Trade Centre and 76 events took place in the Convention Centre. TNTPO earned a total income of Rs 47.56 crore as compared to Rs 47.49 crore in the previous year. The net surplus is Rs. 31.59 crore after considering 'Other comprehensive Income', as against Rs.31.53 crore(Recast as per Ind-AS) in the previous year.

The Board of TNTPO has approved the construction of a multi-purpose (Exhibition/Convention) hall with an area of 15,708 square meters under expansion plan of TNTPO. After the expansion, there will be a total of 3 halls for conventions

and 4 halls for exhibitions in the total area of 31,063 Square meters at an area of 34.61 acres of land. The estimated project cost can be upto Rs. 289 crore.

**Karnataka Trade Promotion Organisation (KTPO):**

During 2017-18, 34 events were held in Trade Centre, Bangalore. KTPO earned a total income of Rs 11.28 crore as compared to Rs 7.99 crore in the previous year. The net surplus is Rs. 19.95 crore (previous year Rs. 53.16 crore) mainly on account of compensation received for a portion of the land acquired by Bangalore Metro Rail Corporation from the company. The Board has approved the construction of a multi-purpose (convention/exhibition) hall with an area of 5000 sq. mtrs. under expansion plan of KTPO. After the expansion, there will be a total of 2 halls for conventions and exhibitions with a total area of 11,871 Sq. Mtrs. The estimated project cost can be upto Rs.67.59 crore.

**HUMAN RESOURCE MANAGEMENT**

Guidelines on reservation were compiled with within ITPO. Liaison Officers have been nominated to look after the interests of SCs/STs & OBC. All the guidelines in respect of SC/ST and minority categories, the provisions contained in Persons with Disabilities (Equal Opportunities, Protection of Rights and Full participation) Act 1995 regarding reservation in posts/services for disabled persons, on Sexual harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013 have been complied with.

**CORPORATE SOCIAL RESPONSIBILITY (CSR)**

The thrust of CSR and Sustainability is on capacity building, empowerment of communities, inclusive socio-economic growth, environment protection, development of backward regions, and uplift of marginalized and under-privileged sections of the society.

ITPO has been strictly adhering to the CSR and Sustainability Guidelines issued by Department of Public Enterprises and the applicable Act & Rules of the Companies Act 2013. During the year, various projects were implemented under CSR for the blinds, leprosy patients, differently-abled persons and for other weaker sections of the society including contribution towards Swachh Bharat Kosh and Clean Ganga Kosh of the Government of India.

## **CORPORATE GOVERNANCE**

Your company complies with the best Corporate Governance practices in true letter and spirit. The Company submitted Reports on Compliance on Corporate Governance to the Department of Commerce during 2017-18. Risk management is also being undertaken to minimise various risks.

## **CODE OF CONDUCT**

The Code of Conduct formulated for the Board members & Senior Management Personnel has been duly complied with. The confirmation of compliance of the same has been obtained from all concerned as per the DPE guidelines and the declaration has been placed as part of the Directors' Report.

## **ACKNOWLEDGEMENTS**

I take this opportunity to thank all the Members of Company for their continued and unstinted support as well as the confidence reposed in the Management. I wish to extend my sincere thanks to the Department of Commerce for the wholehearted and continued support. I am also thankful to other Ministries/Embassies and offices of Central and State Governments and particularly the Ministry of Housing and Urban Affairs, Ministry of External Affairs, including the Indian Missions, for their continued guidance and assistance. We are also grateful to the CPWD, PWD, MCD, Delhi Police, MTNL and other agencies and individuals for co-operation extended to ITPO.

On behalf of ITPO, I seek support from all stakeholders and assure them to make ITPO a better service provider in terms of both quality and delivery. My sincere thanks to all my colleagues on the Board, Auditors and to all the employees of ITPO for their discipline, devotion, dedication and hard work for the company's continued excellent performance. I am sure that with their support and trust, ITPO will achieve many more milestones and newer heights ahead in the future and together we can take ITPO to the next level.

Jai Hind.

New Delhi

October 22, 2018

( L.C. Goyal )

**Chairman and Managing Director  
India Trade Promotion Organisation**

