



## CHAIRMAN'S STATEMENT 40<sup>th</sup> Annual General Meeting

Ladies & Gentlemen,

It is my honour and privilege to extend a very warm welcome to you all to the 40<sup>th</sup> Annual General Meeting of ITPO.



The Directors' Report and the Audited Accounts and Consolidated Accounts for the financial year 2016-17, 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 2016-17 have received 'Nil' comments from C&AG of India. With your permission, I take them as read.

**Challenges and opportunities ahead**

The exhibition industry is closely linked to sustained growth in economy and trade. The promotional events through exhibitions play a vital role in catalysing the trade and commerce.

Your Company is poised to take up the challenges and opportunities and contribute to the growth of economy by showcasing India's potential through trade fairs/exhibitions in India and abroad. ITPO has taken up the theme "**Start up India:Stand up India**" during IITF, 2017 (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 "Start-up India: Stand up India".

### **FINANCIAL PERFORMANCE**

I am happy to mention that the total income generated by the Company during the year is **Rs.388.97 crore** against **Rs. 375.56 crore** of the previous year. The outstanding performance by your company is reflected by **total Income i.e. Rs. 388.97 crore which is the highest ever total income generated by your company since its inception. Your company has earned a record Revenue from Operations of Rs. 263.14 crore which is the highest during the last five years.**

### **MAJOR ACHIEVEMENTS/ HIGHLIGHTS OF ACTIVITIES OF ITPO**

#### **Performance rating under MoU**

Your Company achieved MOU "**Very Good**" rating for 2015-16 which would have been "excellent" but for the pension scheme impact of Rs. 23 crore. For the year 2016-17, as per self-evaluation, the MOU rating is also likely to be "**Very Good**" which would have also 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.

During the year, many significant initiatives have been undertaken for improving and augmenting the infrastructure capacity and service delivery of ITPO. Some of them are:

- 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.
- E-payment/E-refund functional
- Wi fi facility in all AC halls
- Use of social media – Facebook, Twitter and YouTube
- Seven new telecom towers installed for better network connectivity
- Comprehensive Mobile Apps of ITPO are at final stages.
- Implementation of 'Help Desk' during third party events.
- 50 % discount in ITPO events for start-ups.
- Regular interaction and debriefing with participants/ organizers.
- Online space booking for third party events is under active consideration.

## **PARTICIPATION IN FAIRS HELD ABROAD**

During the year 2016-17, ITPO organized India's national level participation in 26 overseas events including exclusive India shows in various regions of the world. Of these 26 events, 5 were held in Europe, 6 in Africa/WANA, 3 each in NAFTA, LAC, NEA and SAARC and one each in ASEAN, CIS and South Asia Region.

ITPO has been regularly participating in world major events like AAPEX – Las Vegas (Auto Parts), National Hardware Show – Las Vegas (Hardware), SIAL – Paris, Summer Fancy Food Show – New York, Foodex – Saudi (Food & Beverages), MEDICA – Dusseldorf (Pharmaceutical), Africa's Big seven/ SAITEX, Africa Health (Johannesburg), AFL' Artigiano in Fiera – International Handicrafts Fair in Milan (Italy).

With a view to promoting "Brand India" – six exclusive India Sourcing Fairs were organized, that is, two in LAC Region viz., Chile and Peru; three in SAARC Region viz., two in Bangladesh and one in Sri Lanka; and one in CIS Region viz., Russia. ITPO also organized its annual concurrent Shows at Osaka (Japan) i.e., India Garments Fair and India Home Furnishings Fair. ITPO has been organizing these twin shows for more than two decades that have established India's Brand image and presence in the exclusive Japanese market. Your organisation is making its best efforts to increase the number of fairs abroad.

## **DOMESTIC FAIRS**

- During 2016-17, 15 national and international trade fairs/ exhibitions were organized in India by your Company. Of these, 10 were organized in Delhi and 5 in other cities. The events organized in Pragati Maidan during the year included 2<sup>nd</sup> Edition of India International Leather Fair; 36<sup>th</sup> India International Trade Fair; 32<sup>nd</sup> edition of Aahar – The International Food & Hospitality Fair; 19<sup>th</sup> India International Security Expo; and Tex-Styles India.
- The 36<sup>th</sup> India International Trade Fair, (IITF, 2016) was held. The Theme of the Fair was “Digital India”. The fair was inaugurated by the Hon’ble President of India, Shri Pranab Mukherjee. As many as 285 foreign companies from 24 foreign countries and over 7,000 domestic companies participated in the event. The Government’s participation came from 47 departments apart from 27 States and 04 Union Territories, having exclusive pavilions. The fair was also visited by 64 foreign delegations comprising of 464 visitors. The fair attracted about 14 lakhs visitors during the 14 days of the event which makes it the largest of its kind in the world.
- The 32<sup>nd</sup> edition of Aahar – The International Food & Hospitality Fair was held depicting two concurrent exhibitions, namely, “Food India” and “Hospitality India”. The show was organized where a total of 1141 exhibitors including 51 overseas exhibitors participated from 17 countries.
- The 22<sup>nd</sup> edition of Delhi Book Fair was organised by ITPO at Pragati Maidan. The Theme Pavilion depicting Selfie-stations on MAKE IN INDIA, CLEAN INDIA – SWACHH BHARAT ABHIYAN, DIGITAL INDIA, SKILL INDIA, STANDUP INDIA, SMART CITIES, STARTUP INDIA AND UMANG (Unified Mobile App for New-age Governance) was set-up in Hall-8.
- 2<sup>nd</sup> edition of India International Footwear Fair (IIFF) was organized. It was co-sponsored by Confederation of Indian Footwear Industries (CIFI). It covered a net area of 6550 sq.mtr. There were 263 exhibitors including 103 from overseas (from Brazil, China, Iran, Italy and Taiwan etc.).

- The 18<sup>th</sup> edition of Tex-Styles India was organised at Pragati Maidan. The display profile of Tex-Styles India had the whole supply chain of the textile industry covering from yarns to finished products and textile machinery. The 2017 edition of Tex-Styles India was organized with around 70 participants from the entire gamut of the textile industry. The show was visited by around 1000 business visitors including 50 overseas buyers and buying agents from Australia, New Zealand, China, Japan, Sri Lanka, Turkey, UK and USA.
- Your company during the year held some major fairs outside Pragati Maidan. One of them was 32<sup>nd</sup> edition of India International Leather Fair (IILF) which was organized in Chennai where 12,630 registered business visitors including 415 overseas visitors from 59 countries visited the fair.
- 22<sup>nd</sup> edition of India International Leather Goods Fair (IILGF) was organized at Kolkata. Almost 2000 domestic visitors from all over India visited the Fair too. Almost 63 leading companies including constituents from various sectors of the leather showcased their exhibits in the fair
- For the benefit and development of the North East Region, 8<sup>th</sup> East Himalayan Expo, 2016 was organized in Gangtok, Sikkim. The major participants in the expo were Ministry of DONER, Constituents of Ministry of Social Justice & Empowerment, KVIC, North Eastern Handicrafts and Handloom Development Corporation Ltd., Sikkim Tourism Development Corporation Ltd., National Jute Board, Ministry of AYUSH, Central Council for Research in Ayurvedic Science (Yoga and Naturopathy) and National institute of Homeopathy etc. Royal Embassy of Thailand had participated in the fair.

#### **EVENTS ORGANISED BY OTHERS AT ITPO**

86 third party events were held in Pragati Maidan during 2016-17. Of these, there were 11 new exhibitions/ events, which were held for the first time in Pragati Maidan. The popular events organized during the year were PowerGen India, Ambiente/HeimtextilIndia, India Warehousing Show, India International Garment

Fair, Smartcard Expo, Delhi Jewellery and Gems show, Franchise India, LED Expo, PapereX, IFSEC, SATTE, ET Acetech India etc. The 1<sup>st</sup> BRICS Trade Fair was organized at Pragati Maidan in New Delhi. The BRICS Trade Fair was completely an interactive business engagement and was organized with an objective to promote trade and investment opportunities amongst the participating BRICS nations i.e. Brazil, Russia, India, China and South Africa. 397 companies participated at the BRICS Trade Fair to showcase the capability of each of the BRICS nations in the identified sectors. About 910 companies participated at various BRICS business engagements and nearly 1601 Business-to-Business (B2B) Meetings took place over three days. The BRICS Trade Fair, like the other business to business International Trade Fairs was a unique platform for showcasing technologies, goods and services, exploring opportunities for business and entering into dialogues and discussions for joint venture partnerships and collaborations.

## **OTHER TRADE PROMOTIONAL ACTIVITIES**

Trade visitors visited various Trade Fairs organized by India Trade Promotion Organization from April 2016 till March 2017 to explore the possibility of collaboration in trade promotion efforts. Major delegations from Sri Lanka that visited IITF showed interest in Handicrafts and Textiles, Delegation from Vietnam for Textile goods, handloom, handicrafts, jewellery etc., delegation from Suriname, keen on sourcing coconut, bamboo, sugar products and processing machinery, solar energy products, hydro pumps, wind energy and small baking machinery visited the Ministry of New and Renewable Energy, Kerala and Assam Pavilion and Delegation from Nairobi for multi-products. ITPO provides a package of services to exporters enrolled as members. Trade Information is being provided through Bulletin, Trade Portal, etc.

## **REDEVELOPMENT PLAN(IECC)**

ITPO is in the process of establishing a world class iconic Integrated Exhibition-cum-Convention Centre (IECC) at Pragati Maidan, New Delhi. The proposed centre will have world class convention facilities befitting India's economic, political and strategic importance and place in the comity of nations. The proposed infrastructure is likely to fill gaps in requirements for MICE (Meetings, Incentives, Conferences, Events) sector in NCR. It is expected to increase substantially 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 Countries and other countries of the world. This Complex will be a unique symbol of the Hon'ble prime Minister's vision of 'New India'.

The project proposal includes the development of 3,82,188 sqm of total built up area including 1,51,687 sq. mtr. of exhibition area in Phase-I.

The Convention Centre will be 32.4 meter tall a state of the art landmark structure on par with the best in the world and will have a 7000 pax seating facility in single format (with a plenary hall of 3000 pax capacity and functional hall of 4000 pax) alongwith various appurtenant facilities like meeting halls, lounges, services and underground parking

space for about 4800 passenger car units (PCU). There will be six new modern Exhibition Halls with 1,00,388 sqm of covered exhibition space. Traffic decongestion interventions vital for better access to IECC and for the benefit of general public have also been proposed. Essentially, Mathura Road/ Purana Quila Road will be connected to Ring Road through an underground 6 lane divided tunnel cutting across Pragati Maidan and Mathura Road made signal free.

The GRIHA-3 rating for Exhibition Halls and GRIHA-4 rating for the Convention Centre have been planned.

The green cover of 5800 trees will be available at the Complex on completion of the project in Pragati Maidan. All environmental concerns have been addressed while executing the IECC Project.

The Cabinet Committee on Economic Affairs (CCEA) approved on January 24, 2017 the IECC project at an estimated project cost of Rs.2,254 crore. ITPO will utilise Rs.1,200 crore out of its free reserves towards funding of the project and will raise the balance amount through institutional loan and /or land monetization for hotel in the Complex.

The National Buildings Construction Corporation Ltd. (NBCC) is working as a Project Management Consultant for the project. On the basis of Global bidding, Shapoorji Pallonji has been selected as the project executor for construction of the project. The project is to be completed within 24 months from September, 2017. All the necessary approvals/statutory clearances have been obtained and this happened in a record time of 6-7 months of the CCEA approval. The execution of the project has been planned in a manner that there would be no hindrance whatsoever to the exhibitions/events being scheduled to be held in the existing AC Halls 7 to 12A in Pragati Maidan.

## **TOWARDS ICT ENABLEMENT**

Keeping in line with the “Digital India” campaign of the Government of India, e-governance initiatives in ITPO took a broader dimension in 2016-17 with emphasis on enhancing transparency and digitization of the exhibitor /visitor-centric services. On-going e-governance projects and some new projects were revamped/implemented with the key principle of transformation.



Online space booking system for domestic events being organized by ITPO in Pragati Maidan was revamped and provision for making online payments was introduced for the first time during India International Trade Fair (IITF), November, 2016 which has been subsequently adopted for other events as well.

Online system for booking of entry tickets was launched for the first time during IITF, November 2016. This provided an ease of booking tickets to the visitors to Pragati Maidan.

Major exhibition halls (of Pragati Maidan) and their surrounding areas were Wi-Fi enabled and facilities of leased line services and Wi-Fi internet connectivity were provisioned.

### **HINDI RAJ BHASHA**

To ensure proper implementation of the Official Language Policy of the Govt. of India in ITPO, Hindi workshops are being organized every year to help create a proper atmosphere for executing the official work in Hindi.

### **SUBSIDIARY COMPANIES:**

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

TNTPO continues to perform well. During 2016-17, the Company organised 108 exhibitions in the Exhibition Halls of Chennai Trade Centre with 78 events taking place in the Convention Centre. TNTPO earned a total income of Rs. 47.49 crore as compared to Rs. 42.23 crore in the previous year. The net surplus is Rs. 31.53 crore as against Rs.21.56 crore 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 sq. mtrs. under expansion plan of TNTPO. After the expansion, there will be a total of 2 halls for convention and 4 halls for exhibition in the total area of 31,063 Sq. mtrs. The estimated project cost will be in the range of Rs. 289 crore.

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

During 2016-17, 35 events were held in Trade Centre, Bangalore and the total income was Rs.8.00 crore as compared to Rs 7.99 crore in the previous year. However, the overall surplus for the year was Rs.53.16 crore mainly on account of compensation received for the part of the land given to Bangalore Metro Corporation.

**HUMAN RESOURCE MANAGEMENT**

Guidelines on reservation were complied 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)**

As a committed socially responsible organisation, under the CSR Initiative for the year 2016-17, ITPO continued its efforts towards promotion of sanitation by contributing Rs. One crore each towards “Swachh Bharat Kosh” and “Clean Ganga Fund” of the Govt. of India. In addition, the proposals amounting to Rs.0.92 crore in respect of activities such as Sponsorship of Two Ambulances, Sponsorship of five distribution vehicles to transport cooked meals to schools under Mid-Day Meal programme, Donation of Charkha to Khadi Artisans (200 nos.) and contribution towards Health Minister’s Cancer Patient Fund are under implementation.

**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 2016-17. 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 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**  
**September 26, 2017**

**( L.C. Goyal )**  
**Chairman and Managing Director**  
**India Trade Promotion Organisation**