



CHAIRMAN'S STATEMENT 38th Annual General Meeting

Ladies & Gentlemen,

It is my proud privilege to extend a very warm welcome to you all to the 38th Annual General Meeting of ITPO.

The Directors Report and the Audited Accounts and Consolidated Accounts for the financial year 2014-15, 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 2014-15 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. India is currently the 7th largest economy in terms of nominal GDP, 3rd largest economy by Purchasing Power Parity (PPP) and the world's fastest growing major economy with an expected annual growth rate of close to 8%. It has the potential and strength to become the world's 3rd largest economy by the next decade. According to the IMF, the Indian economy is the "bright spot" in the global landscape. In this backdrop, exhibition industry has a vast potential in India. Further, strong performance will be seen in trade fair markets in India due to growing stature of India as one of the most favoured destinations for FDI under

“Make in India” initiative of the Government under the dynamic leadership of the Hon’ble Prime Minister, Shri Narendra Modi.

Since exhibitions are a sector that creates mass employment opportunities, skill and training programmes are the need of the hour. To meet the needs of the MICE (Meetings, Incentives, Conventions and Exhibitions) participants, bureaus, industry organisations, corporates & education departments should develop courses to produce world class MICE professionals. The other key challenges in India comprise the state-of-the-art exhibition infrastructure, simplification in processes and procedures and ease in temporary imports for Expos.

Your Company is poised to take up the challenges and opportunities and will contribute immensely to the growth of economy by showcasing India’s potential through trade fairs/exhibitions in India and abroad. ITPO has taken up the theme “Make in India”, during IITF, 2015 (14-27 November), to contribute towards the mission where all States and Government Organisations will showcase their capabilities to give boost to the mission which will not only improve the economic growth, but also generate ample employment opportunities.

FINANCIAL PERFORMANCE

I am happy to mention that **in spite of one of the major events with an expected revenue of Rs. 40 crore shifted from Pragati Maidan and continuing global economic slowdown**, your company during 2014-15 has achieved a surplus of Rs. 207.84 crore as compared to Rs.180.01 crore in the preceding year registering an increase of 15.46%. The total income generated by the Company during the year is Rs. 387.90 crore compared to Rs. 351.86 crore in the previous year which shows an increase of 10.24%.

MAJOR ACHIEVEMENTS OF ITPO

Restoration of Income Tax Exemption

The Hon’ble High Court delivered its judgment in favour of ITPO and the Income Tax Department has accordingly restored the income tax exemption. As a result of the same, the income tax liability of about Rs. 450 crore will not devolve on ITPO.

Mini-Ratna Category-I Status

On fulfilling the prescribed eligibility criteria of the financial and non-financial parameters laid down by DPE, the Competent Authority has conferred the Categorisation of ITPO as **Mini-Ratna Category-I** Status.

Performance rating under MoU

ITPO has achieved MOU “**Excellent**” rating for the years 2011-12, 2012-13 and 2013-14. The journey of “**Excellence**” is continuing in both Financial & Non-Financial targets since MOU rating has been “**Excellent**”, as per self-evaluation, for the year 2014-15 also.

During the year, the following initiatives and improvements were taken for the benefit of all the stakeholders:-

- Letters to concerned Embassies and Indian Missions requesting them to have a proactive role to showcase the recent Govt. initiative of “Make in India” campaign.
- 25 countries participated in IITF 2014 as against 20 in IITF 2013.
- Exclusive Women Entrepreneur Pavilion was set up with participation charges almost half of the normal rates.
- An increase in Capacity utilization, net area sold, footfalls, exhibitors in IITF 2014 as compared to IITF 2013.
- Providing/ replacement of energy efficient fittings/ fixtures in Administration Building and in all exhibitions/stalls during exhibitions/ events organized by ITPO and third party organizers.
- The Online Ticket Booking system was accomplished successfully during the New Delhi World Book Fair.
- In IILF Chennai 2015, Mobile App was launched to inform visitors/exhibitors about fair facilities, floor plans, profiles, etc.
- To make Pragati Maidan as the most preferred destination for organizers, the following steps were taken:
 - Categorization of halls into three categories based on demand and utilization pattern to get more 3rd party events at Pragati Maidan.
 - Introduction of policy of differential rentals for set-up / dismantling and exhibition period.
 - Time Gap Policy between two fairs of similar product profile done away with to facilitate better participation by organizers.

PARTICIPATION IN FAIRS HELD ABROAD

During the year 2014-15, the company organized India’s national level participation in 22 overseas trade fairs including two Mini India shows in Osaka (Japan), one India Sourcing Fair, Santiago (Chile).

Some of the major events included Africa’s Big Seven, Johannesburg (South Africa), Summer Fancy Food Show, New York(USA), SIAL, Paris(France), India Garment Fair & India Home Furnishing Fair, Osaka(Japan), AAPEX, Las Vegas(USA), MEDICA, Dusseldorf (Germany), Saudi Agro Food, Riyadh(Saudi Arabia), and AFL’ Artigiano in Fiera -International handicrafts fair, Milan(Italy).

The 35th and 25th (Silver Jubilee edition) of its long established India Garment Fair and India Home Furnishing Fair, respectively in Osaka (Japan) was highly successful. These two events together generated business worth US \$ 37.81 million and attracted 2642 business visitors. IGA Perth Royal Show (Guest Nation status), Perth (Australia) generated business worth Rs.142.93 lakhs and hosted 1.75 lakhs visitors. India Sourcing Fair, Santiago (Chile) generated business US\$ 5.71 lakhs and attracted 51000 visitors to the show.

DOMESTIC FAIRS

During 2014-15, 12 national and international trade fairs/ exhibitions were organized in India by your Company. Out of these, 7 were organized in Delhi and 5 in other cities. The events organized in Pragati Maidan during the year included 4th Edition of India International Leather Fair, July 3-5, 2014; 34th India International Trade Fair (IITF 2014), November 14-27, 2014; 30th edition of Aahar - The International Food & Hospitality Fair, March 10-14, 2015; India International Security Expo, Sept 25-28,2014; and Nakshtra Feb.14-22, 2015.

HIGHLIGHTS OF FAIRS HELD AT PRAGATI MAIDAN, NEW DELHI

- **India International Trade Fair, 2014**

The 34th India International Trade Fair, 2014 (IITF, 2014) was held during November 14-27, 2014 in Pragati Maidan. The Theme of the Fair was “Women Entrepreneurs”. The fair was inaugurated by the Hon’ble President of India, Shri Pranab Mukherjee. South Africa was “Partner Country”, “Thailand” was the Focus Country and Delhi was the “Focus State” of IITF, 2014.

As many as 6,800 exhibitors participated in IITF, 2014. About 282 overseas exhibitors from 25 countries displayed their exhibits in the fair. 15 countries, viz. Afghanistan, Iran, South Africa, South Korea, Kuwait, Thailand, Indonesia, China, Kyrgyzstan, Cuba, Tibet, Pakistan, Bangladesh, Sri Lanka and Japan had set up their national pavilions. .

Giving the Fair a pronounced business dimension, entry to the Fair in the first five days viz. November 14-18, 2014 was exclusively reserved for business and trade visitors. More than 15 Lakh visitors including about 45,000 business visitors visited the fair during November 14-27, 2014. In addition, 369 foreign delegates from 41 countries including 63 business delegations visited the fair.

- **30th Aahar – The International Food & Hospitality Fair, 2015, Delhi**

The company organized the 30th edition of Aahar – The International Food & Hospitality Fair depicting two concurrent exhibitions, namely, “Food India” and “Hospitality India” during March 10-14, 2015 in Pragati Maidan. As in the past, the event was organized with the support of the Ministry of Food Processing Industries and other Associates. The show was organized in a gross area of 44,877 sq.mtrs. where a total of 863 exhibitors including 38 overseas exhibitors participated from 22 countries.

- **20th Delhi Book Fair, 2014**

The 20th edition of Delhi Book Fair was organised by ITPO during August, 23-31, 2014 at Pragati Maidan. There were 227 exhibitors from India and abroad who participated in this Fair in a gross area of 14000 sq.mts. ‘Literature in cinema’ was chosen as the theme for the event.

- **16th Stationary & Office Automation Fair, 2014**

The 16th edition of Stationary Fair was organised by ITPO from August, 23-31,2014 at Pragati Maidan coinciding with Delhi Book Fair. A total of 40 participants exhibited their products in a gross area of 1700 sq. mts. in the Fair.

- **India International Security Expo, 2014**

The 17th edition of India International Security Expo (IISE) was organized by ITPO at Pragati Maidan during September 25-28, 2014 in a gross area of 9000 sq. mtrs. with the support of the Ministry of Home Affairs, CISF and other Government agencies and with Security Promotion Group of India as the co-organizer. There were 104 companies which displayed their products in the exhibition. This year's event attracted prominent companies such as Godrej, ECIL, BEL, IJS, Robocam India, etc. The theme pavilion "Made in India" that showcased completely indigenous products featured 15 India companies.

- **India International Leather Fair (IILF), 2014, Delhi**

The third edition of International Leather Fair (IILF) was organized at Pragati Maidan from July 03-05, 2014 in a gross area of 9000 sq.mtr. There were 116 exhibitors including 30 from overseas mainly from China, Taiwan, France, Iran and Turkey.

FAIRS HELD OUTSIDE DELHI

- **Auto Ancillary Show, Pune**

The Auto Ancillary Show, 3rd in series, was held at Auto Cluster Exhibition Complex, Pune from October 10-13, 2014. The Automotive Component Manufacturers' Association and Auto Cluster Development & Research Institute (ACDRI), were the co-organisers of the Show. AAS, 2014 was supported by the Ministry of Heavy Industries and Public Enterprises/ Ministry of Commerce and Industry/ Ministry of Micro, Small & Medium Enterprises, Govt. of India, and the Automotive Research Association of India. 63 companies participated from Corporate Sector, Government Sector, SMEs, etc. and 1950 trade visitors visited the event. The State of Jharkhand was the "Focus State".

- **India International Leather Fair (IILF), 2015, Chennai**

30th edition of India International Leather Fair (IILF) was organized in Chennai during February 1- 3, 2015 in a covered gross area of 20000 sqm. 11455 registered business visitors including 375 overseas buyers from various countries visited the fair. The number of visitors to IILF Chennai '2015 grew by 14.91% over the 2014 edition.

- **20TH India International Leather Goods Fair (ILGF), 2015, Kolkata**

India International Leather Fair (IILF) in its 20th edition, was organized during March 13 - 15, 2015 at Milan Mela Complex, Kolkata in collaboration with the Council for Leather Exports (CLE) and Indian Leather Products Association (ILPA). The gross area of the event was 1100 sq. mtr. The fair was also actively supported by Indian Footwear Components Manufactures Association (IFCOMA) and the Government of West Bengal. A total of 56 leading Indian companies from different parts of the country participated. 21 overseas buyers also visited the fair.

- **6th East Himalayan Expo, 2014, West Bengal**

6th East Himalayan Expo was organized in Siliguri, West Bengal during 7-15 December, 2014. ITPO put up an attractive large size Colorful façade of Assam, Arunachal Pradesh, Meghalaya, Manipur, Mizoram, Tripura, Nagaland, Sikkim depicting Tourism, Trade and unexplored natural Beauty with slogan "Nature at its Pristine best" which was highly appreciated and the Expo was successful.

EVENT MANAGER FOR MICE (MEETINGS, INCENTIVES, CONVENTIONS & EXHIBITIONS)

ITPO, as Event Manager organized "Innovation in Science Pursuits in Inspired Research (INSPIRE)" by the Ministry of Science & Technology in the month of October, 2014. This event was aimed to build required critical human resource pool for strengthening and expanding the science and technology system and R&D base in the country.

OTHER EVENTS

There were 75 third party events in Pragati Maidan during 2014-15. Some of the popular business events organized during the year were Aquatech, PowerGen, Heimtextile India and Ambiente India, India International Garment Fair, Light India, LED Expo, ET Acetech, IFSEC India, Rubber Expo, New Delhi World Book Fair, Medical Fair etc. A fair for promotion of Indian system of medicine named as "Arogya/World Aryurveda Congress" was also held which was inaugurated by Hon'ble Prime Minister of India. Successful arrangement of the show of , i.e., "Aap Ki Adalat" celebrated completion of 21 years, where the President of India, Prime Minister, Cabinet Ministers, and other eminent personalities/dignitaries including from Bollywood were present during this special kind of event held in Pragati Maidan for the first time.

OTHER TRADE PROMOTIONAL ACTIVITIES

A total of 665 Trade visitors visited various other Trade Fairs organized by ITPO during 2014-15 to explore the possibility of collaboration in trade promotion efforts. Delegation from different countries visited IITF to source their products of interest.

ITPO has been actively participating in Asian Trade promotion Forum (ATPF), a gathering of Trade Promotion Organizations (TPOs) since the very beginning. ITPO has become the Member of UFI - The Global Association of the Exhibition Industry, France, an organization for promoting the Exhibition Industry.

FUTURE EXPANSION /REDEVELOPMENT PLAN

With the objective of meeting new business challenges, maintaining growth of the organisation, supporting G2G, G2B and B2B exhibitions and conventions, ITPO is contemplating an ambitious future expansion/redevelopment project which has been long pending, in spite of many efforts, for one or other reasons. A serious attempt will be done in the coming year to take this project forward. ITPO's focus would also be to improve public perception about the organisation and Pragati Maidan, with better delivery of services and higher level of customer satisfaction.

IT INITIATIVES

During 2014-15, Company's Information Technology capabilities were further strengthened, aiming at enhanced web applications for operational excellence. E-governance activities were implemented aiming at enhanced transparency, accuracy and reliability.

The inaugural function, all State Day Functions / Celebrations and Cultural Programmes in connection with IITF 2014 held at Hamsadhwani Theatre and Lal Chowk Theatre were covered through webcasting, which could be viewed through ITPO's Corporate website and IITF 2014's website.

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 2014-15, the Company organised 116 exhibitions in the Exhibition Halls of Chennai Trade Centre with 95 events taking place in the Convention Centre.

TNTPO earned a total income of Rs. 43.55 crore as compared to Rs. 40.02 crore in the previous year. The net surplus is Rs.23.43 crore as against Rs.27.48 crore in the previous year.

Karnataka Trade Promotion Organisation (KTPO):

During 2014-15, 35 events were held in Trade Centre, Bangalore and the total income was Rs.15.35 crore as compared to Rs 8.24 crore in the previous year. The net surplus is Rs.12.46 crore as against Rs.4.64 crore in the previous year.

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.

VRS Scheme 2014-15 was introduced. Targets of training set under MoU for Skill upgradation of engineering officials and Training on Project Management were achieved. For development of human resources, in-house training programmes in areas of Skill Upgradation, IT Skills, Risk Management, Training to engineering personnel and training to Security personnel were given to the officers/officials .

CORPORATE SOCIAL RESPONSIBILITY (CSR)

Under the CSR Initiative for the year 2014-15, ITPO contributed towards “Swachh Bharat Kosh” of the Govt. of India and also provided CSR support to small artisans of leather goods in the form of free space to display their products in the India International Leather Fair 2014, Delhi. The unspent amount for the year 2014-15 which could not be spent for various reasons has been carried forward and initiatives have been taken to spend the statutory amounts in the year 2015-16 for the development of the weaker and under-privileged sections of the society.

SUSTAINABLE DEVELOPMENT

All efforts are made towards sustainable development and conservation of energy/water etc. These include saving in water consumption of around 10%; saving in electric energy consumption of 10% by encouraging usage of LED/CFL light and other measures, providing/replacement of energy efficient electrical fittings/fixtures in Office Blocks.

CORPORATE GOVERNANCE

Your company complies with the best Corporate Governance practices in true letter and spirit. The Company submitted each of the four Quarterly Reports on Compliance on Corporate Governance to the Department of Commerce during 2014-15, within the specified timelines and reported to qualify for "Excellent Grade".

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 Urban Development, Ministry of External Affairs, including the Indian Missions, for their continued guidance and assistance. We are also grateful to the CPWD, 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 to continue more quality services as has been done in the past. 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 through which the company could continue excellent performance. I am sure that with this 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 29, 2015

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