



Indian Association of Tour Operators

(National Apex Body of Tour Operators)

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2nd July 2020

Shri Amitabh Kant
Chief Executive Officer
Niti Aayog
Government of India
New Delhi

Dear Mr. Kant,

Sub: Inbound Tour Operators who bring in foreign tourists and earn valuable foreign exchange for the country, collapsing - need urgent help to survive

Greetings from Indian Association of Tour Operators (IATO) !

At the outset on behalf of members of IATO and on behalf of Presidents of ADTOI and ATOAI. I would like to thank you for giving us an opportunity to meet you in your office and giving us a very patient hearing on the problems our members are facing due to Covid-19 pandemic.

However, we are confident that Indian tourism would bounce back immediately after the situation is improved and our members will make all their efforts to bring inbound tourism back on track within 6 to 12 months. Our members will also make all their efforts that jobs are secured in the tourism industry.

As I mentioned to you, most of our members are small and medium self-employed entrepreneurs. Presently business of all our members is closed with zero billing and no cash flow and all our members are facing financial crisis. They do not have funds to survive and even pay salaries to their staff. There is uncertainty amongst the tour operators as to how and when they are going to revive their business.

Therefore, we need following support from the Government :-

1. **Financial Support for Survival:-** Financial support to tour operators so that tour operators do not close down and continue their business with their experience staff after the Covid - 19 is controlled and tourism is back to business. If no financial support is provided, all these young tourism

professionals will have no other option but to be without job and wait for the tourism to revive or to leave the tourism industry and wait for long to learn other jobs and join other industries, which will be great loss of skilled tourism professionals and service providers.

2. **Under MSME, Non-Collateral and Interest Free Loans for revival:-** Under MSME, Special Non-collateral and interest free long term loans (5-10 years) to be provided to the tour operators for revival of business and aggressive marketing once tourism is back to business.
3. **Increase in SEIS (Service Export from India Scheme) for Tour Operators:-** Besides the above, may I also request that our request for increase in SEIS from 7 % to 10% for the tour operators be favourably considered. We have sent our request to the Ministry of Commerce, Government of India and request if this could also be recommended by your good office to Ministry of Commerce for favourable consideration. This will help our members to offer competitive packages comparing to our neighbouring countries and also they will have additional funds not only for promotion and marketing in overseas markets but also help to breath for a few months.

We sincerely hope that our above request for survival and revival of the tour operators will be favourably considered, which help the tour operators to remain in business.

Thanking you and with best regards,

Sincerely,



Pronab Sarkar
President
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