

An initiative by IATO

IATO SPEAKS

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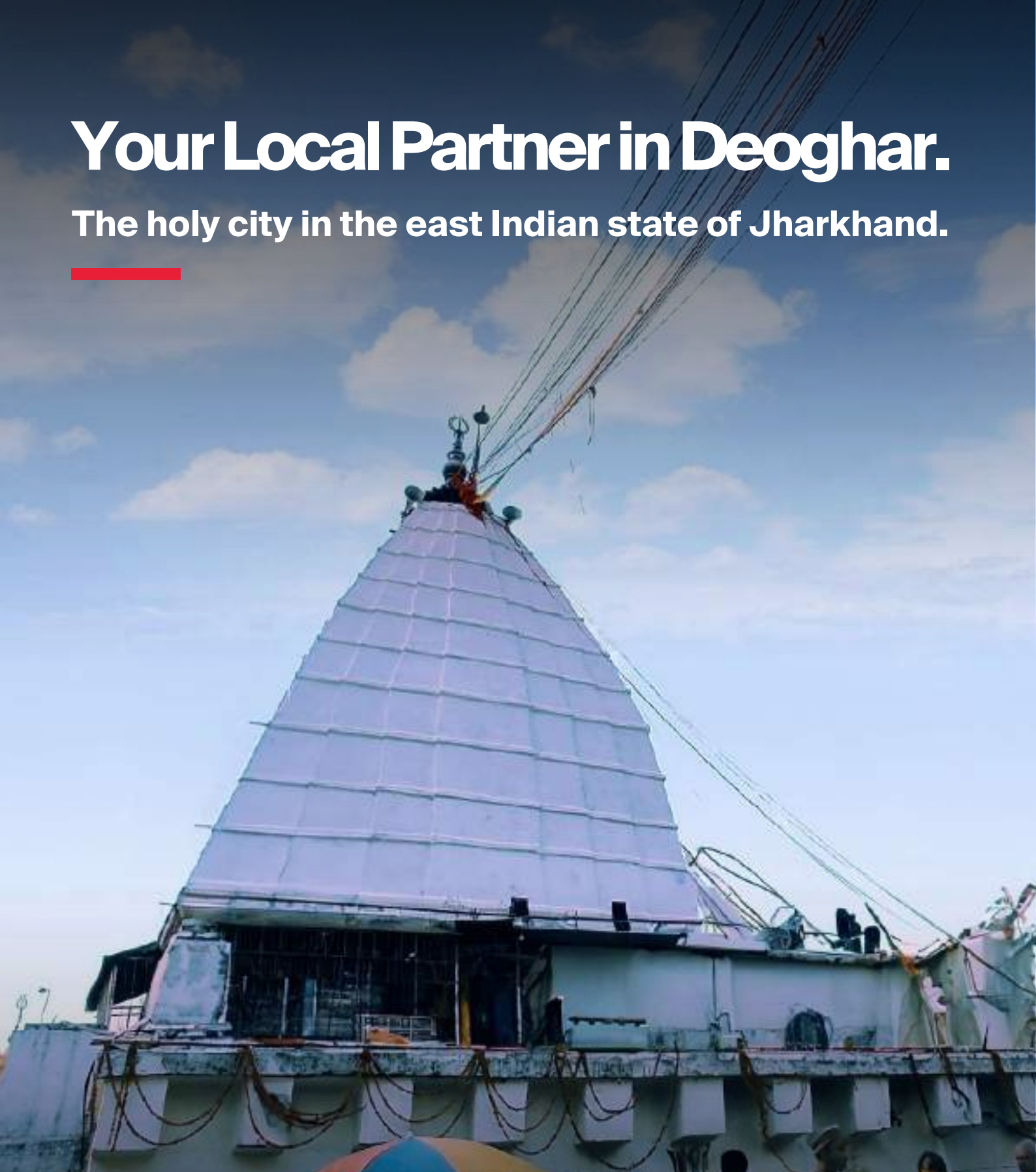
38th IATO Annual Convention

A COMMITMENT TO EXCELLENCE AND
INNOVATION IN THE TOURISM INDUSTRY

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YOUR LOCAL PARTNER



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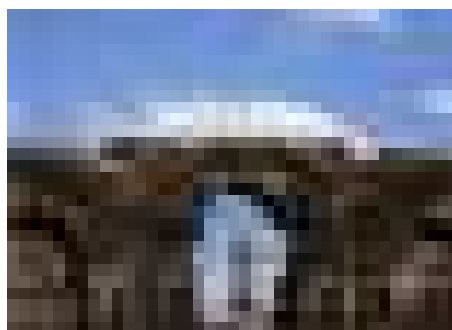
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Dear Friends,

I always see the brighter side of life, and as the President of this association, my endeavour is to put my best foot forward in order to help you grow your business. In the last few months, several initiatives and efforts were taken by the team to resolve the issues pertaining to the industry, and an ample number of measures were taken to strengthen the industry as a whole.

IATO believed that the substantial increase in TCS rates would have a significant negative impact on the Indian travel and tourism industry in comparison to overseas tour operators. As a result, we urged that Smt. Nirmala Sitharaman, Honorable Minister of Finance, remove the 5% to 20% TCS increase on overseas tour packages. In another effort, IATO team raised issues with Shri Rajiv Bansal, Secretary Civil Aviation related to very high domestic and international

airfares, reduction of free baggage allowance by domestic airlines, refunds of travel agents and clients from Go First Airline and the like.

The issue of IATO speaks highlights all the latest happenings in the association and also throws light on the tasks undertaken by the core team of IATO. IATO has also initiated a Special Membership Drive with special offers and has fully waived off the admission (Joining fee) of Rs. 10,000 plus GST for the new membership for all the applicants pan India whose membership applications are received at the IATO office on or before 31st July 2023. This drive was initiated under the guidance of Mr. Ravi Gosain, Vice President, IATO which resulted in an overwhelming response from the industry.

As you all are aware that the 38th IATO Annual Convention is to take place in Chhatrapati Sambhajnagar, (Aurangabad), Maharashtra, from September 29th to October 1st 2023, I personally would like to extend my invitation to you to be a part of our annual convention and make it a grand success. We intend to make the convention more interactive, engaging, and powerful, and this wouldn't be possible without your support. Mark your calendar, and we will see you at the convention.

Rajiv Mehra
President
IATO

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May.

IATO wrote to Mr. Sudesh Poddar, President FHRAI, Mr. Punit Chhatwal, President HAI and Mr. Randhir Vikram Singh, President, IHHA on the issue pertaining to Long Delay in Receiving Bills for Accounting Purposes where 100 per cent of advance payments were made by the IATO Members to Approved/Classified Hotels.

IATO apprised that Post Covid the dynamics have changed and hoteliers mostly demand full advance payment at booking stage. Therefore, IATO requested that a circular may be issued amongst all FHARI, HAI and IHHA members to issue GST invoice to the tour operators immediately on receipt of payment/services are rendered.

All members were informed on the IATO Annual Subscription for the financial year 2023-24 reg : Availing 50 per cent discount by paying before 31st July 2023.

The members of IATO were informed to the Register in Fairview Media International Tourism Conclave (FMITC- Kolkata) 2023.

Shri Bhim Singh Ji was awarded the Paryatan Ratna Outstanding Leadership Award for his contribution to tourism.

All Members were informed on the Invitation for International Museum Expo from 18-20 May 2023 at Pragati Maidan, New Delhi.

All Members were informed that on IATO's efforts, a special discount has been offered by the Ministry of Tourism for Indian Sellers at PATA Travel Mart 2023 from 4th – 6th October, 2023.

All the IATO Regional/State Chapter Chairmen/Co-Chairmen/State in-Charge was informed on the IATO Special Membership Drive – Offer Valid till 31st July 2023.

IATO'S AFFAIR

IATO President, Vice President, Hony. Secretary at the G20 TWG meeting in Srinagar with the Lt. Governor of J&K.



President IATO engrossed in a meaningful tourism promotion plan of action with the Hon'ble Lt Governor of J&K.



All Members were informed on the Advertisement in IATO Speaks (Newsletter) – Digital Edition.

President, Vice President, Hony. Secretary at the G20 TWG meeting in Srinagar.



The members were informed on the Special Drive against Fake GST Registration, GST Evasion.

All Active Members were informed on the Tender Enquiry on Bharat Ko Janiye Yatra 2023.

1st Ever EC Meeting outside Delhi on the 27th and Member Meet at Jaipur Rajasthan at TAJ Amer.



Member Meeting was organized in Jaipur.



June.

IATO wrote to Mr. Vinay Malhotra, Head of Global Sales, IndiGo thanking him for restoring flight on sector Mumbai – Aurangabad – Mumbai from 1st July 2023 and requested support on:-



A late morning flight on sector Delhi – Aurangabad – Delhi from 15th July 2023.



A flight connecting sector Delhi – Khajuraho – Varanasi – Khajuraho – Delhi OR Agra – Khajuraho – Varanasi – Khajuraho – Agra from 15th September 2023.

All members of the association were informed on the Dekho Apna Desh – webinar being organized on Monday, 5th June 2023 at 1100 hrs, presenting DAD Season 02, Episode No. 28 on topic, "Empowering Youth with 'Travel for LIFE!'".

IATO'S AFFAIR

IATO VP addressing the gathering during at the FMITC 2023.



All active members were informed on the reconstitution of IATO Sub Committees for 2023-25.

All active members (Based in Delhi/NCR) were informed on the Outreach Programme of the Income-tax Department on 'TCS provisions for overseas tour packages'.

The members were informed on the invitation from ATOAI for Seminar/Adventure Tourism road show with a B2B mart on 13th July 2023 in Mumbai.

The active members (Recognized by the Ministry of Tourism, Government of India) were informed on the Incredible India Tourism Expo 2023 on 15 - 16 July, 2023 at Icon Siam Mall, Bangkok being organized by Embassy of India, Bangkok.

All members were informed on the Special Offer for IATO Members by SPG Hospitality – Hard Rock Café, Janpath New Delhi.

All Members were informed on the IATO Speaks – June 2023 edition with a link to download it.

IATO wrote to Ms. Rajarajeswari R Joint Commissioner of Income Tax, New Delhi thanking her for organizing 'Outreach Programme on TCC provisions for overseas tour packages'. IATO requested :-



For the clarification on the points noted and sought replies from CBDT and be advised accordingly so that IATO could circulate to its members.



A soft copy of the presentation.



July.

The members were informed on the IATO Interactive Luncheon Meeting on Wednesday, 28th June 2023 at 1100 hours at Hotel Hyatt Regency, New Delhi.

President, IATO with UNTO Secretary General



The EC team of IATO at the Rajniwas Palace Dholpur for the EC meeting.



The members (Tour Operators & Travel Agents) were informed on the Extension of Taj Promo Code Special rates for IATO Members till 30th September 2024.

On invitation the EC visited two hotels in Agra.



IATO organises its Member Luncheon Meeting on 28 June, New Delhi at Hyatt Regency, Bhikaji Cama Place New Delhi. The luncheon meeting witnessed the presence of over 135 members and members of Press and Media participated.

All Active Members were informed on the Publicity of Tender Enquiry of Know India Programme (KIP) 2023-24.



IATO'S AFFAIR

All members were informed on the Co-option of Mr. Deepak Kumarr Bhatnagar, Director, Minar Travels India Pvt. Ltd. in the IATO Executive Committee.

The members of the association were informed on the Rationalization of Fee for Airport Entry Passes Pan India.

Members were informed on the invitation for Webinar, Goa Resorts & Ama Stays & Trails on Thursday, 6th July 2023 at 1500 Hrs.

All Members were informed on the Ganga Vilas Special Varanasi INR Tariff & Itineraries.

The Active Members of IATO were informed on the First Joint Tourism Working Group Meeting between India and Egypt in Cairo from 24 -26 July 2023.

All Members were informed on the Introduction of Aguada Jail Complex - A Captivating Venue for Unforgettable Experiences.

All Members, (recognized by the Ministry of Tourism, Govt. of India) were informed on the List of Proposed Fair/ Tourism Mart 2023-24 where Ministry of Tourism, Govt. of India would be participating.

The Members were informed on the Restructuring of IATO State Chapters.

All Members were informed on the Revision in Guide Fee w.e.f. 1st October 2023 to 30th September 2025.

IATO and TGFI meeting on the revision of Guide Fee.



IATO'S AFFAIR

All IATO Regional Chapter Chairmen and State Chapter Chairmen/-Co-Chairmen/State-in-Charge were informed on the IATO Regional/State Chapter Chairmen meeting on 28th September 2023 in Chhatrapati Sambhajnagar (Aurangabad).

IATO's new Chapter Chair of Madhya Pradesh, Mr. Mahendra Pratap Singh, Managing Director, Travel India Tourism Pvt Ltd being felicitated by Shri Sheo Shekhar Shukla, Principal Secretary, Tourism & Managing Director, Madhya Pradesh Tourism Board.



Madhya Pradesh, explore new destinations, circuits, collaborate with airlines & hotels with support from IATO and its members and also to increase IATO membership base in the state.



MPTB and IATO MP Chapter jointly organized a workshop and Panel Discussion in Bhopal on 26th July 2023 which was attended by about 125 tourism professionals of Madhya Pradesh. Besides the Senior officials of Madhya Pradesh Tourism Board, Madhya Pradesh State Tourism Development Corporation and Office Bearers and Executive Committee members of Indian Association of Tour Operators, about 125 tourism professionals of Madhya Pradesh and Chhattisgarh region were present. The main objective of organizing this workshop in Bhopal was as to gauge as to how we can increase the growth of foreign tourists in



38th IATO Annual Convention

A commitment to excellence and innovation in the tourism industry

This year, the 38th IATO annual convention is taking place in Chhatrapati Sambhajinagar, (Aurangabad) from 29th September to 2nd October 2023 at Welcomhotel by ITC Hotels, Rama International. The objectives have been set for the convention and the team is working hard to achieve the same. In an interview, Rajiv Mehra, President, IATO shares how this year's convention will be unique and different and how it will benefit the delegates.

The 38th IATO Annual Convention is taking place in Chhatrapati Sambhajinagar, (Aurangabad), Maharashtra. As a president of IATO, what will be your objective for a successful convention?

Just like every year, the aim would be to maximize participation, offer value to our members

and engage in marketing and promotion of the host state in specific, besides Incredible India.

What will be the major attraction for this year's convention and how many delegates are you expecting to register for the 38th IATO Annual Convention?

This year, we are expecting around 900 strong participants. Our business sessions, state presentation, India Travel Mart, IATO RUN, entrainment evenings, networking luncheons and gala dinners and the post tours for onsite marketing of Maharashtra will be the major attractions.



What are your priorities and expectations for this year's IATO Annual Convention?

The IATO convention has been considered as one of the biggest networking platforms for the inbound operators, hoteliers, etc. The priority would be that the host state, the participating states and our members benefit from this convention and it should make business sense to all and augment tourism to the host state and India.

With the 38th IATO Annual Convention being organised in Chhatrapati Sambhajinagar, (Aurangabad), how is it going to encourage the inflow of tourists in and around the state?

The business sessions, presentations by the host state, interaction of our members with the authorities of the state, the India Travel Mart and the post tours will encourage the inflow of tourists in and around the state. Through this convention, our members will get first-hand experience of the tourism products and it will surely encourage them to sell

the destination to their inbound clients. The post-tour will surely make them familiar with the state and also enable them to gather maximum information which will boost the tourism inflow.

What makes this year's convention different or unique for the industry's stakeholders?

The place - Chhatrapati Sambhajinagar, (Aurangabad with the heritage sites of Ajanta, Ellora and the post tours will add value to this year's convention. The historic charm of the place will be the highlight for the participants.

What can the participants expect to gain from the convention that will help them create a near-immediate positive impact on their business?

The input from the speakers at the business sessions, addresses and presentations by the host state along with presentations by the participating states and the post tours all will the added value points for the participants.



The tourism capital of Maharashtra – Chhatrāpati Sambhaji nagar (Aurangabad)

A whirlpool of Deccan architecture flaunting the Mughal era with forts and caves and traces of Buddhism, Chhatrapati Sambhaji nagar (Aurangabad) formerly known as Aurangabad is a medieval treasure.

Sambhaji nagar welcomes tourists with a finely woven tapestry of sights after being named the government's Tourism Capital of Maharashtra in 2010. As the former capital of the Mughal Emperor Aurangzeb in the 17th century AD, the city was named Aurangabad. The town serves as a jumping-off point for exploration of the world-famous Ajanta and Ellora caves, the fortified Daulatabad,

known for its formidable defences, and the architecturally stunning Mausoleums of Sambhaji nagar and Bibi-Ka-Maqbara amongst others. The Grishneshwar Temple, one of only 12 Shiva Jyotirlingas in India is the crowning jewel of the city. The tourist attractions in Sambhajnagar draw many travellers from virtually every region due to their historic magnificence.





broken down into several caverns that were created for diverse reasons. It is very obvious from the caves' construction, structure, and form that the early Buddhist monks utilised them for living, learning, and performing religious ceremonies. The murals, paintings, and sculptures on the walls illuminate a wealth of hitherto unrecognised information about the customs, civilizations, and way of life of a bygone era.

Other caves that are magnificent in all its glory are Ellora Caves. An outstanding architecture from the bygone age is a must-see destination close to Sambhaji nagar. The Yadav group of Jains and the Rashtrakuta dynasty of the Buddhist clan constructed this network of caverns, which are around 29 miles from the city centre. This group of caverns in Maharashtra, a must-see UNESCO World Heritage site, also exemplifies the pinnacle of ancient Indian civilization and is the pinnacle of its perfection.

Somewhere in the caves

Ajanta Caves will be one of the top results when looking for places to visit in Sambhaji nagar. Around 30 Buddhist caves made of rock that date back to the second century are included in this collection and create a perfect sight for historians. They are regarded as the pinnacle of ancient buildings and the most magnificent example of Indian art. The Ajanta caverns, a UNESCO World Heritage Site, are further

Mirroring the Indian wonder

Bibi Ka Maqbara,' one of the ancient sites in Sambhaji nagar is a vision of bliss if you continue to believe that the Taj Mahal is the sole true representation of love. The Mughal emperor Aurangzeb's love for his wife DilrasBanu Begum is likewise represented by this ancient structure, despite it not being as substantial and well-known as the Taj, it is constructed



on a raised platform, with four minarets guarding its four corners, and is accessible from three separate sides through a flight of stairs.

This historic monument is deserving of your time while you are considering seeing all the top attractions in Sambhaji nagar. It is adorned with magnificent marble with elaborate carvings and decorations, it displays the eternal love.

In the lap of spirituality

A major Hindu pilgrimage site situated inside the boundaries of the famed Ellora Caves and a charming village about 30 km from Sambhaji nagar. The temple is a recognised name on the list of tourist attractions close to Sambhaji nagar and is regarded as a holy location by Hindu believers. It is also said to be the last or 12th "Jyotirlinga" on earth. The temple, which was first constructed in a prehistoric architectural style out of red bricks and included sculptures of several Hindu gods and goddesses on its walls, was subsequently restored in the 18th century. The holy water heals one's heart and spirit, according to tales, and flows forth from inside the temple.

Scenic Lake odyssey

Salim Ali Lake is one of the top tourist destinations in Sambhaji nagar for you if you prefer serene settings with natural beauty over busy shops and tourist traps. This expansive body of water, which is surrounded by lush green flora, is a nature lover's paradise because of its peaceful atmosphere and ability to listen to the uninterrupted symphony of nature. A huge number of bird enthusiasts like to go bird watching at the bird sanctuary near the lake because of the wide variety of species that can be seen there. This location is worth a visit whether you want to spend the day taking pictures of the lake's natural beauty, taking in its beauty in person, or exploring it in a boat.

Spot countless birds

The intriguing Jayakwadi Dam is another Sambhaji nagar attraction that shouldn't be missed. One of the largest earthen dams in Asia as well as one of the largest irrigation dams in the whole state of Maharashtra, the Marathwada region, which is prone to drought, primarily benefits from its construction for irrigation and other agricultural uses. Visit the Jayakwadi Bird Sanctuary as well as Jayakwadi Dam while you're there. This area is one of the top tourist destin-

ations close to Sambhaji nagar and is made up of 30 little islands created by Nath Sagar. A great number of local and migratory birds can find shelter in this sanc-tuary because of shallow water, good weather, and the availabili-ty of food. More than 200 rare and exotic bird species, such as cranes, flamingos, wigeons, brah-miny, and many others, call it home.

Climb to the hilltop

You can see all of Sambhaji nagar City from the top of Goga Baba Hill, which is only a short walk away. Unquestionably one of the greatest sites to visit in Sambhaji nagar is this hilltop, which is a favourite among hikers, photog-raphers, worshipers, and

environment enthusiasts. Both the little temple at the top of the hill and the temple at the foot of the Goga Baba Hill are places where one can pay homage to the Lord. Enjoy the tranquilly that is all around you by spending some time in nature. It is a sight to witness and capture the sunset as it leaves behind vibrant colours. You will be enchanted by this location's peace and tranquilly.

The city has an array of things to explore for travellers. If you are a history fanatic, look no further and visit the city deeply embedded in Indian history. Sambhaji nagar is the heart of Maharashtra Tourism stretching arms to welcome travellers to explore a treasure trove.



ALLIANCES



IATO apprised Hon'ble G. Kishan Reddy, Minister of Culture, Tourism & North East Region of India on the problem being faced by the Foreign Tourism for online ticket booking Taj Mahal for night viewing

IATO mentioned that The Hon'ble Supreme Court's recent order allowed Online booking of night viewing of the Taj Mahal, which commenced from 1st May 2023. However, the problem being faced is that tourists can book tickets for night viewing maximum seven days in advance to their desired date of visit of Taj Mahal. Whereas Foreign tourists plan their itinerary 3 to 9 months in advance which include travel by air/train/surface, accommodation & sightseeing. They can book their train tickets up to 120 days in advance, which allows them to plan and finalise their visit including Taj Mahal during moonlight. This created significant hardship for them, as they were unable to secure a spot for this unique experience as they do not get the entry ticket of Taj Mahal. In view of the above, it has been requested that booking window for Taj Mahal night viewing should be opened at least 120 days prior to the proposed date of their visit, on the lines of practice being followed by the Indian Railways for train ticket bookings for foreign tourists.

IATO requested the inclusion of the THSC Certificate in MOT Guidelines

A request was shared with Mr Arvind Singh, former Secretary Tourism, Government of India for the inclusion of THSC Certificate in MOT Guidelines for recognition of Tourism Service Providers Qualification. The organization requested the Ministry of Tourism to consider Diploma/Degree/Certificate course holders of the Tourism and Hospitality Skill Council (THSC) as qualified staff and to amend the guidelines for the requirem-

ent of qualified staff accordingly. Also, the RPL (Review Prior Learning) Certificate of THSC certifies the knowledge of Tourism Operation, Marketing and planning for the people who have been working for the last 10+ years in the industry. This will benefit the industry.





ALLIANCES

Importance of participation in the upcoming overseas Travel Marts

IATO wrote to Mr Rakesh Kumar Verma, Additional Secretary (Tourism) for the participation of the Ministry of Tourism, Government of India in the important upcoming overseas travel marts. IATO apprised that marts like –



IFTM – TOP RESA, Paris France 04 – 06 October 2023



TTG Rimini, Italy 11 – 13 October 2023
WTM, London, UK 06 – 08 November 2023



ILTM (luxury show), Cannes, France 04 – 07 December. 2023

are very important for English, French and Italian markets and the ministry needs to plan participation well in advance and information to be sent to stakeholders so that they can plan their participation and inform their foreign tour operators to fix up meetings.

IATO president met Shri Rajiv Bansal to discuss important issues

Mr Rajiv Mehra along with Mr Ravi Gosain, VP met Shri Rajiv Bansal, Minister of Civil Aviation at the latter's office and discussed –



Reduction of free baggage allowance by the Domestic Airlines- It was requested that the Ministry of Civil Aviation/DGCA issue a directive to all the domestic airlines to give free baggage allowance of 20 kg as it was earlier.



Refunds of Travel Agents/clients from GoFirst Airline – It is to be



directed to make a refund of the entire amount pending with them the travel agents including the security amount deposited with them as a bank guarantee so that travel agents can make refunds to their foreign/domestic clients.

It should be made compulsory for all the airlines operating in India to give bank guarantees or financial security to be kept with DGCA or an appropriate statutory body to protect the interest of travel agents /tour operators /airline travellers in a situation

ALLIANCES



when an airline goes bankrupt or ceases to operate like in the case of Jet Airways, Kingfisher and now GoFirst Airline.



The exorbitant increase made by MIAL for Commercial Airport Entry Passes for the tour operators - It was requested that MIAL withdraw an increase in Airport Entry Pass Charges for the tour operators rather they should decrease the charges till the time inbound tourism in India is revived. Charges for Airport Entry Pass for the tour operators should not be more than Rs. 72000/- plus GST for one year (Rs. 6000/- per month) for airports in Tier - II cities and Rs. 36,000/- for airports in Tier I and Tier III cities per pass.



IATO wrote to Mr Niraj Sharan, Assistant DG (TT), Ministry of Tourism on the issues to be addressed with the Minister of Civil Aviation

Very High Domestic and International Airfares - Airfares in India have gone high post covid i.e. almost 3 to 4 times higher than what it was in 2020. These airfares are beyond the reach of budget class travelers and also the general public, similar is the case of International airfares. This has resulted in Indian tour packages becoming cost prohibitive and high compared to our neighbouring countries.



It was requested that

Both MOCA/DGCA should have a meeting with all the airlines and agree on some kind of formula so that the airfare does not go beyond a particular amount.

Reduction of Free Baggage Allowance by Domestic Airlines – A few years ago, the entire domestic airline decided by reducing the free baggage from 20 kg to 15 kg.

It was requested that

Ministry of Civil Aviation/DGCA should emphasise to all the airlines to increase the baggage allowance to 20 Kg in check-in baggage to fulfil the dreams of our Hon'ble Prime Minister for purchasing goods wherever the tourist visit.

Regarding refunds of Travel Agents/clients from GoFirst Airline – The airline is

not following the Ministry of Civil Aviation/DGCA directives and the airline issued credit notes to the travel agents, which can only be used to book GoFirst flights. The issuance of credit notes has irked passengers and travel agents worldwide, as these credit notes are of no use since the airline has suspended operations.

ALLIANCES

It was requested that

GoFirst Airline is to be directed by MoCA/DGCA to make a refund of the entire amount pending with them of the travel agents including money security amount deposited with them as bank guarantee so that travel agents can make refunds to their foreign/domestic clients.



It should be made compulsory for all the airlines operating in India to give bank guarantee / financial security to be kept with DGCA or an appropriate Statutory body to protect the interest of travel agents/tour operators/airline travellers in a situation when an airline goes bankrupt or ceases to operate like in the case of Jet Airways, Kingfisher and now GoFirst Airline.

Regarding the Exorbitant increase made by MIAL for Commercial Airport Entry Passes for Tour Operators -



For the last 27 years i.e. since 1995, tour operator members who are recognized by the Ministry of Tourism Government of India are being issued Commercial Airport Entry Passes on payment, who are permitted to go inside the arrival hall to receive the foreign tourists at the airport and till the departure hall immigration counters to facilitate foreign tourists to check in, especially for senior citizens and those who cannot speak English language and also to ensure that they are not being cheated/hijacked at the airport by the touts or any third party at the airport.



has increased the Charges for Airport Entry Passes exorbitantly for the tour operators i.e. Rs. 168785 plus GST Rs. 30382 total Rs. 199167/- for one year pass with effect from 1st April 2022 to 31st March 2023.

Authorities of Jaipur International Airport owned by Adani Group have even refused to issue Commercial Airport Entry Passes to the tour operators for entry at the airport and have made their high-cost packages of providing meet and greet services to the foreign tourists who are handled by the tour operators which are not accepted by the foreign tourists.



Mumbai International Airport Ltd.



Airport Authority of India and other agencies like MIAL, DIAL, GMR, and Adani's etc. should not consider this as a revenue-generating activity and consider this as a part of providing services to the foreign tourists visiting India and give them a feeling of Indian Hospitality and confidence of safe travel to India.



IATO wrote to Ms Leena Nandan, Secretary Ministry of Environment, Forest and Climate Change regarding the closure of Wildlife Sanctuaries, Tiger Reserves



Tour Operators and Hoteliers have booked FITS as well as group series for the coming months. The season (Oct to Mar) gets booked much in advance and so are the flight tickets. The itineraries are made and frozen with various accommodation/transport/Flight/Safaris/ guides/ monument tickets booking made much in advance. It is extremely difficult to reschedule the already booked safaris as the rescheduling would involve changing the arrival/ departure the accommodation, the transport and in any case the flight tickets. Availability of all of the above would also pose a challenge at such short notice.



Viewing the above a request was made to the National Tiger Conservation Authority (NTCA) to withdraw this order/notification to help the tourism industry and this can be implemented from 1st July 2024. However, if it is not possible to extend it till 1st July 2024, it is requested that Tiger Reserves can be closed for the afternoon safaris and keep the morning safaris ON. A reminder was sent to her on 14th June 2023.

IATO requested Mrs Nirmala Sitharaman Hon'ble Minister of Finance remove a hike from 5 per cent to 20 per cent TCS on overseas tour packages from 01.07.2023



IATO felt that the steep hike in the TCS rate will result in a tremendous negative impact on the Indian Travel and Tourism Industry vis-à-vis overseas tour operators. It is likely that as an alternative, the buyer will book the overseas tour package from a foreign tour operator and avoid the heavy loading of 20 per cent TCS. This will directly jeopardize the business of Indian Tour Operators who are compelled to collect 20 per cent TCS from 1st July 2023 for onward deposit into the Government exchequer.



Further, The Ministry of Finance has recently clarified that International debit and credit card spending of less than Rs.7 lacs in a financial year will not attract TCS under the RBI's Liberalized Remittance Scheme (LRS). Consequently, the tourist from India may book the hotel, travel and other related services directly and make payments through International debit or credit cards and save the burden of 20 per cent TCS. This will further impact the business of Indian Tour Operators who have not yet fully recovered from the business recession on account of the COVID-19 pandemic.



Given the above submissions, IATO requested that the hike in TCS provisions from 5 per cent to 20 per cent w.e.f. 01.07.2023 in the case of travellers booking overseas tour packages



through Indian Tour Operators may be withdrawn and the status quo be maintained in the interest of survival of Indian tourism. For this purpose, a suitable exemption notification may be issued under the 5th proviso to sub-section (1G) of section 206 of the Income Tax Act, 1961.

IATO wrote to Shri Sanjay Malhotra, Revenue Secretary and expressed its gratitude to the Government for partial relief of TCS



IATO thanked the government for giving partial relief by deferring the hike of Tax Collection at Source (TCS) percentage from 5 per cent to 20 per cent on Overseas Tour Packages till 30th September 2023 and also retaining the TCS rate at 5 per cent on the amount charged up to Rs.7 lakh per annum per buyer and the 20 per cent rate will only apply for billing above this limit.

ALLIANCES



IATO requested to kindly look into the following aspects

TCS should be reduced to 2.5 per cent. In case the Government reduces the TCS percentage below 5 per cent on overseas tour packages, a larger number of persons will book their tours through the Indian Tour Operators who are registered in India and pay TCS. Secondly, from the business point of view, the tourists would not rush to book tours from foreign tour operators or book from online tour operators who are not registered in India and consequently, they are not liable to collect TCS.

Remittances through international debit/credit cards should not be included in the LRS Scheme of the RBI.

The question pertains to the applicability of TCS when the overseas tour package is booked from a foreign tour operator by a resident individual. Since the seller, in this case, is the foreign tour operator, we wonder how he will collect and deposit TCS to the Indian Government when the foreign tour operator does not maintain any permanent establishment in India and is not subject to Income tax rules of the Indian Government may be looked into and clarified again to dispel any confusion in the industry.

The new taxation regime with 20 per cent TCS after the limit of Rs. 7 lakhs (w.e.f. 01.10.2023) would put the onus of collection of tax on the tour operators for which tour operators neither have the capability nor the resources which are required for implementing it. Tax regimes should foster ease of doing business while the new regime; may work against its objective.



India saw a 41 per cent increase in airfare

Airport fees have remained constant since the pandemic, although airfares in important regions in Asia-Pacific and the Middle East have rapidly increased. According to a study on regional airfare trends done by Airports Council International Asia-Pacific and Flare Aviation Consulting, the country with the highest increase in airfare was India (41 per cent), followed by the United Arab Emirates (34 per cent), Singapore (30 per cent), and Australia (23 per cent).



US Embassy opens appointments for student visas in July and August

The opening of appointments for student visas for the period of mid-July to mid-August has been announced by the American embassy in India. Indian students can now easily schedule appointments via the official website, which lessens travel time and increases accessibility to the visa application procedure.

PM addresses G20 Tourism Ministers' Meet

G20 ministers meeting was attended by Mr Rajiv Mehra, President and Mr Ravi Gosain, Vice President in Goa on invitation of Ministry of Tourism, Govt of India and had meetings with tourism trade representatives of G20 nations. The Prime Minister said that India's approach to tourism is based on the ancient Sanskrit verse 'Atithi Devo Bhavah' which means 'Guest is God'. The Prime Minister informed that India during its G-20 presidency is organizing nearly 200 meetings in 100 different locations all over the country making every experience different from the other. "If you ask your friends who have already visited India for these meet-ings, I am sure that no two experiences will be alike", he added.

Tourism Sector to boost the economy by 200 Billion dollars

According to the World Travel and Tourism Council (WTTC), India's travel and tourism industry is expected to contribute \$200 billion (Rs16.5 trillion) to the nation's GDP in 2023, just 3.5 per cent less than it did in 2019. Additionally, the industry is anticipated to add over 1.6 million new jobs this year, bringing the total number of employees to almost 39 million, virtually regaining the employment levels lost due to the Covid-19 outbreak.



A big relief for the Industry as government delays the new TCS rules until October 1

The government has delayed the implementation of new Tax Collected at Source rates for international transfers, including travel packages, from July 1, 2023, until October 1. According to the Ministry of Finance, the choice was made to provide banks and card networks enough time to implement the necessary IT-based solutions.



The global market for travel technologies anticipated to reach \$13 billion by 2033

Information and communication technology are relevant to the travel and hospitality industries. To help travel organisations plan and book flights and tours, facilitate easy transactions, and carry out other procedures associated to tours, solution providers offer a variety of software and applications. Travel technology solutions, which mainly rely on online reservation systems, are widely used in the airline business.

Indian tourists can now pay in rupees in France using UPI

India and France have reached a historic agreement to implement the Unified Payments Interface (UPI) in the European country. This occurs during the two-day visit of Prime Minister Narendra Modi to Paris. From the top of the Eiffel Tower, Modi announced that soon, visitors from India will be able to pay in rupees using UPI. At the La Seine Musicale, a performing arts facility on an island in the River Seine, he was speaking to the Indian community.



38th IATO Convention to be organized in Sambhajinagar from 29 Sept-2 Oct

Indian Association of Tour Operators (IATO) stated 38th IATO Convention will be held from 29 Sept-2 Oct in Sambhajinagar, Maharashtra. The convention will be inaugurated on 29th evening, sessions on 30th and the post tours will take place on 1-2 Oct.

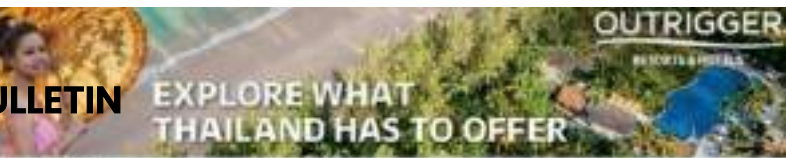


UFTHANS TO EXPAND INDIA NETWORK, ADDS 2 NEW ROUTES

UFTHANS is expanding its India network and adding two new routes. The airline is currently operating flights to various Indian cities and is looking to increase its reach.

EXPLORE WHAT THAILAND HAS TO OFFER

Discover the beauty and culture of Thailand through our travel packages. From beach resorts to cultural heritage sites, we have it all.



Dusit International showcases expanding portfolio @ ATM 2023

Dusit International, one of Thailand's leading hotel and property development companies, is showcasing its expanding portfolio of international properties – including its first hotels in Europe, Japan, and Nepal – at the Arabian Travel Market 2023, being held from May 1 – 4. Led by Mr. Nicholas Maratos, Vice President Commercial, Dusit International; and Mr. Bandar Qaqish, Director of Sales, Middle East, the Dusit team includes representatives from existing Dusit properties such as Dusit Thani Abu Dhabi; Dusit Thani Dubai; Dusit Doha Hotel; DusitD2 Naseem Resort Jabel Akhdar, Oman; Dusit Thani LakeView Cairo; Dusit Thani Laguna Phuket and Dusit Thani Maldives.

Tour Operators Write to PM to Get Sops Restored

Wanted service export incentive scheme back or an alternative scheme in the new foreign trade policy

Dear Sir,

I am writing to you regarding the issue of the Service Export Incentive Scheme (SEIS) which was discontinued in the new Foreign Trade Policy (FTP) 2023. The SEIS was a crucial support for the tourism industry, particularly for tour operators, during the pandemic. Its removal has significantly impacted the industry's ability to offer competitive packages to international tourists.

We request you to consider restoring the SEIS or introducing an alternative scheme that provides similar benefits to the tourism sector. This will help revive the industry and boost the economy.

Yours faithfully,

Rajiv Mehra, President, Indian Association of Tour Operators (IATO)

#FirstOpinion



Ankush Nijhawan,
Co-Founder, Tho.com

"I am extremely delighted to be here at the Arabian Travel Mart this year and I must say that ATM has never..."

BOTT Shots

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IATO writes to PM, appeal to restore incentives for revival of tourism

IATO President Mr. Rajiv Mehra has written to the PM requesting him to restore SEIS (Service Export Incentive Scheme) or introduce an alternative scheme in the new Foreign Trade Policy, as the inbound tourism sector is still suffering and needs hand holding by the government.

IATO promises constant support

Rajiv Mehra thanks IATO members for re-electing him as President, says electing his office-bearers unopposed is 'unprecedented in IATO's history' and promises that his team, elected for the two-year term, will try its best to do whatever it could do for the travel fraternity.

Dear Members,

I am honored to have been re-elected as the President of the Indian Association of Tour Operators (IATO) for the next two years. This is a testament to the trust and support of our members. I assure you that my team and I will continue to work tirelessly to support the tourism industry and address the challenges it faces.

We will focus on advocating for the industry's needs, promoting sustainable tourism, and providing support to our members. I look forward to a successful and productive tenure.

Yours faithfully,

Rajiv Mehra, President, IATO

GM conclave as it looks to embark on major expansion plans

One of India's fastest-growing hospitality chains, Cygnus Hotels & Resorts recently organized its 6th annual GM Conclave TRANSFORMATION 2023 in Jaipur. In the conference, the hospitality chain focused on diverse aspects including Digital Transformation, Leadership Programme and Cultural Transformation. "The prime objective for organizing our GM Conclave was to highlight what our leadership and corporate teams need to do for transforming the company as we look to reach..."



IATO writes to PM pressing on key demands

Rajiv Mehra, President of the Indian Association of Tour Operators (IATO) has recently written a letter to the Prime Minister (Narendra Modi) requesting his intervention to implement key demands of the inbound tourism sector.

Mehra in his communication to the PM, has sought his help to restore SEIS (Service Export Incentive Scheme) or introduce an alternative scheme in the new Foreign Trade Policy, as the inbound tourism sector is facing hardships and needs hand-holding by the government.

RAJIV MEHRA, President

Indian Association of Tour Operators (IATO)



RAJIV MEHRA, President

Indian Association of Tour Operators (IATO)



पर्यटन के लिए विदेश की सैर अब पड़ेगी महंगी

संवाद: राजीव मेहरा

विदेश पर्यटन के लिए महंगी हो गई है। विदेशी पर्यटकों को भारत आने में रुकावट हो रही है। यह मुख्य रूप से सेवा निर्यात प्रोत्तन (SEIS) के हटाने के कारण है। सरकार को इसे वापस लेना चाहिए या एक वैकल्पिक योजना बनानी चाहिए।

संवाद की कड़ी से पर्यटन उद्योग का संकट

पर्यटन उद्योग का संकट गहरा हो रहा है। सरकार को इसे वापस लेना चाहिए या एक वैकल्पिक योजना बनानी चाहिए।

RAJIV MEHRA, President

Indian Association of Tour Operators (IATO)



RAJIV MEHRA, President

Indian Association of Tour Operators (IATO)



समस्त वैकेरान होटलों में बमुश्किल जगह मिल पा रही शिमला हो या गोवा...इस गर्मी घूमना दोगुना महंगा

गुलमर्ग के कई होटल 15 जन तक पैक, मनाली में भी वीकेड पर हाउसफुल

गुलमर्ग में कई होटल 15 जन तक पैक, मनाली में भी वीकेड पर हाउसफुल। इस गर्मी घूमना दोगुना महंगा।

राजीव मेहरा इंडियन एसोसिएशन ऑफ टूर ऑपरेटर्स

खास खबर दिल्ली: विदेश मंत्री जयशंकर



राजीव मेहरा इंडियन एसोसिएशन ऑफ टूर ऑपरेटर्स

खास खबर दिल्ली: विदेश मंत्री जयशंकर



BREAKING news

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E-invoicing compliance costs to increase amid govt reducing turnover threshold repeatedly

IC Kato, Associate & Taxation Consultant, WTO questions regularly with which govt reduced turnover threshold from ₹500 cr to ₹400 cr. "Industry apprehends it to be ₹15 cr, taking up our operators' compliance cost of a invoicing," he added.

KAZAKHSTAN
Discover the beauty of Kazakhstan

BULLETIN

BOTT Weekly Roundup: July 2 – July 8, 2023 |
67th convention of the Travel Agents Associ...
bottindia.com

TRAVEL turtleTRAILS

22nd June 2023

IATO and FAITH delegation meet the Secretary General of UNWTO
Mr. Ravi Gosain, Vice President of IATO and FAITH delegation met the Secretary General of the United Nations World Tourism Organization (UNWTO).

Footfall at monuments still a far cry from pre-pandemic peak
Government is working on various measures to boost tourism and footfall at monuments.

IATO announces special membership drive with new offers & discounts

Mr. Ravi Gosain, Vice President – IATO recently shared details of the IATO Special Membership Drive, which is offering special discount, valid till 31st July 2023. IATO has fully waived off Admission (Joining fee) of Rs. 10000/- plus GST for the new membership for all the applicants pan India, for applications received before July 31, 2023. From August 1, 2023, 300% waiver on Admission (Joining Fee) from the applicants who are based in Andaman Nicobar Islands; Andhra Pradesh, Bihar; Chhattisgarh; Chandigarh; Dadra & Nagar Haveli; Daman & Diu; J&K; Jharkhand; Ladakh; Lakshadweep; North East States; Odisha, Puducherry; Sikkim and Uttarakhand.

#FirstOpinion

Jay Bhacia, Vice President, TAAI

आईएटीओ मापदण्ड के नये वैधतामन बने महोदय

आईएटीओ (International Air Transport Association) के नए वैधतामन (Validity Manual) बने महोदय।

Increased TCS rates to apply from October 1, 2023

The Budget has proposed a change in the rate of TCS on payments under the Standard Tariff Scheme (STS) and on certain other payments. These rates will be effective from July 1, 2023. It was also announced that the TCS on payments under the STS will be increased from 7% to 10%.

Turkiye to welcome highest ever number of Indian travellers in 2023

Turkiye has emerged as a top holiday and wedding destination for Indian visitors over the recent years. According to the latest reports, the country has broken all previous inbound travel records from India this year as it saw an increase of 88.02% travellers until April 2023 alone. The two most visited cities were, Istanbul and Nevsehir. The country has emerged as an ideal destination for the FIT and MICE segments amongst Indian travellers.

BOTT Shots

Read by over **2,58,000+** Travel Professionals

Govt. floats draft National Cruise Tourism Policy

The draft policy released by the government outlines the vision and objectives of the National Cruise Tourism Policy. It aims to promote cruise tourism as a key driver of economic growth and to enhance the cruise tourism infrastructure in India.

#FirstOpinion

Ravi Mehra, President, IATO

विदेश में TCS पर क्रेडिट कार्ड धारकों को राहत

घरेलू टूर ऑपरेटर्स ने कहा, 2.5% रहे TCS

विदेश में TCS पर क्रेडिट कार्ड धारकों को राहत। घरेलू टूर ऑपरेटर्स ने कहा, 2.5% रहे TCS।

BOTT Weekly Roundup: June 18 to June 24, 2023
PM addresses G20 Tourism Ministers' Meet...
bottindia.com

Remade by Wyndham Goa Airports expected to open in 2024

Remade by Wyndham Goa Airports are expected to open in 2024. The project is a joint venture between Remade by Wyndham and the Government of Goa.

TRAVEL turtleTRAILS

6th July, 2023

IATO special membership drive with special offers is valid till 31st July 2023

Mr. Ravi Gosain, Vice President – IATO apprised of the IATO Special Membership Drive with special offers valid till 31st July 2023.

NEW TCS NORMS

FINANCE MINISTRY

Increased TCS Rates To Apply From 1st October, 2023

Ravi Mehra, President, IATO

SENSEX 63915.42

BULLETIN

कल्याण
मिठाई ने
क्याही भी
सोचा था।
चिन्ता, व
सामान्य मि
गुहाल का
भी नहीं
कनी हुई
और उन
नहीं था
बढ़ी
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जब स

पर्यटन को मिलेगा बहाव

DETERMINATION OF THE EFFECT OF
SOLUBLE POLYMER ON THE
GROWTH OF *Escherichia coli*

[illegible]

Cats & travel: Airlines had agreed for 11 years TCS to offer an all-in-one package and payment system.

If govt cuts TCS all-overhead, that package may break with Indian tour operators. **UKTO**

of people will look through Indian eyes," says the late Rajan Naidu, president of the Indian Association of Travel Operators.

Arati Menon, president of the Travel Agents Association of India, is similarly wary. "It is a partial reality for the country's travel agents to see the government's interest in tourism without reducing their competitiveness against global players. We are members of the IATA and the Tourism Promotion Council, which are the two main bodies driving the industry."

That, going ahead, the government needs to consider the complex interrelationship between the travel industry and the tourism industry. The IATA needs to be under the purview of the transporter and the airlines as the agents do have much back-office support, she added.

Menon's first immediate desire is to see the IATA and the Tourism Council of India merged.

charity as prepaid funds cards, the preferred mode of remittance for overseas transferees, now being transferred to credit accounts on the basis of the cardholder's debit card and expatriate remittance. And, considering that the government has introduced a major adverse taxation implication for the local transfer industry on the application of higher rate of tax on the second half of US persons (post September 30) now they can only obtain the spend amount of \$100 per individual per annum which would cover majority of Indian individuals in overseas. Hence, the latter major segment have completely been addressed. The retention of India's current account at negative US\$100 billion in September 30 would however result in a further increase in foreign position to the level trend again as the bookings made overseas through international credit cards would also be on the rise. It is a good sign for India's credit card industry. ■

On Friday, the court directed



Indian Association of Tour Operators (IATO)

जानसमझ कर होकर मैं समझता
थी कि वह जानसमझ से कुछ कर
सकता है। मैं इसकी बात में कुछ ज़रा
हँसी। लेकिन जब किताब की किताब
कुछ पढ़ने में जो उत्तर पाई वह थी
कि इसका जन्म नहीं होने से जो कुछ
पढ़ाव—यह जानने पड़े कि इसकी
परिभाषा हो नहीं है।

सुनील मुक्त, बंगलौर (हिन्द)
पुस्तिकाओं का एक संग्रह
जहाँ से

जहाँ जन्म में होता है। एक
में अर्ध-अर्ध होते के
मध्य में 50-60 पृष्ठों में

31



AJNISH KAISTHA, Senior Vice President

Indian Association of Tour Operators (IATO)



Industry Bodies Seek TCS Relief for Travel Agents

Write to govt, RBI demanding parity on all payment modes and holiday packages

Arumeba Chattervedi
@arumebachattervedi

New Delhi: A host of industry bodies including Association of India (AAI), Indian Association of Tour Operators (IATO), and others have written to the government and RBI demanding parity on all payment modes and holiday packages. The letter, dated June 19, 2023, states that the current TCS (Tax Collected at Source) rate of 7.5% on foreign travel is not in line with the 2% rate levied on domestic travel. It also points out that the TCS on foreign travel is not levied on credit card payments, which is a disadvantage for travel agents who primarily use credit cards for transactions. The letter requests the government and RBI to consider these issues and provide relief to the industry.

GOVT CLARIFICATION AMBIGUOUS

Govt clarification that Int'l credit and debit card spends on foreign travel up to ₹7 lakh will be excluded from LRS limits is ambiguous, they say

WESTERN AUSTRALIA

PM addresses G20 Tourism Ministers' Meet

The Prime Minister, Sri Narendra Modi addressed the G20 Tourism Ministers' Meet held in Goa on Friday morning. He stressed the spirit of inclusivity and said that the tourism industry is a key sector for growth and employment. He also mentioned that India is a leading tourist destination and is committed to providing world-class facilities to its visitors. The Prime Minister also announced that India will be the first country to introduce a 100% TCS exemption on foreign travel up to ₹7 lakh per annum.

IATO and FAITH delegation meet the Secretary General of UNWTO

IATO and FAITH Office Bearers who are in Goa to attend the G20 + 40 Tourism Working Group Meeting in Goa, had an opportunity to meet Mr. Talek Fakhri, the Secretary General of United Nations World Tourism Organization (UNWTO). Mr. Talek Fakhri, Secretary General of UNWTO, welcomed the delegation and expressed his appreciation for India's leadership in the tourism sector. He also discussed the challenges faced by the tourism industry and the need for global cooperation to overcome them.



IATO ATTENDS 4TH TWG MEET HELD FROM 19-22 JUNE 2023 IN GOA

Business

Govt. to clarify TCS on foreign spends

Finance Ministry seeks to resolve persistent doubts over applicability of new 20% tax collected at source on overseas expenditure. Ministry had issued detailed clarifications in May following queries from industry and taxpayers over levy.

Taxing times

Finance Ministry to issue a fresh clarification to address concerns that bank and debit card payments for overseas expenditure are not covered by the new 20% TCS. It is also expected that the government will clarify the applicability of the new 20% TCS on foreign travel up to ₹7 lakh per annum.

No TCS on overseas credit card spendings up to ₹7 lakh

MONIKA TADAV @New Delhi

AFTER coming under criticism for levying 20% tax on overseas credit card payments, the government on Friday announced that any payments by an individual using their international debit or credit cards up to ₹7 lakh per annum would be excluded from the liberalised remittance scheme or LRS limits and will not attract any tax collection at source (TCS).

Concerns have been raised about the applicability of TCS to small transactions under LRS limits from July 1, 2023. To avoid any procedural ambiguity, the Reserve Bank of India (RBI) had introduced a new provision to bring overseas credit card spendings under the LRS scheme as per which the individuals can avail remittances of up to ₹2.5 million per annum.



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