

Evaluation of Scheme of MDA: Component of the Plan Scheme of Overseas Promotion Including MDA

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Contents

Topic	Page No.
List of tables and figures	2
Acknowledgement	3
Executive summary	4

Chapters

1. Introduction	7
2. Marketing Development Assistance (MDA) Scheme	16
3. Analysis of the sanctions made under MDA & MDA beneficiaries in the 11 th five year plan	21
4. General Profile of the MDA scheme beneficiary organizations	29
5. Analysis of various benefits being offered to approved Stake holders under the scheme	33
6. Evaluation of the impact of the scheme and its effectiveness in promotion of tourism to the country	40
7. Observations and recommendations of respondents & trade associations	44
8. Conclusions and recommendations	47

Annexure

Annexure I	:	Data tables	51
Annexure II	:	Survey schedule	54
Annexure III	:	Details of beneficiaries	60

List of Tables and Figures

Table 1	Distribution of sample
Table 2	List of MDA beneficiaries city wise/year wise
Table 3	Details of no. of beneficiaries and amount released
Table 4	Average amount per beneficiary sanctioned component wise / year wise
Table 5	Evaluation of components of the scheme
Table 6	View perception of the beneficiaries on the impact & effectiveness of the MDA scheme
Fig. 1	Scheme & year wise MDA beneficiaries
Fig. 2	Number of beneficiaries year wise
Fig. 3	Number of beneficiaries component wise
Fig. 4	Details of number of beneficiaries and amount released year wise and component wise
Fig. 5	Year wise average amount released during 11 th 5 year plan
Fig. 6	Average amount per beneficiary released during 11 th 5 year plan component wise
Fig. 7	Type of ownership of organizations availing benefits under MDA during 11 th 5 year plan
Fig. 8	Type of business of organizations availing benefits under MDA during 11 th 5 year plan
Fig. 9	Source of information about MDA scheme
Fig. 10	Average number of employees in the beneficiary organizations
Fig. 11	Average turnover of organizations availing benefits under MDA during 11 th plan
Fig. 12	Evaluation of components of the scheme
Fig. 13	View perception of beneficiaries on component of travelling by Air India only
Fig. 14	View perception of beneficiaries on financial assistance for travel within India
Fig. 15	View perception of beneficiaries on problems in availing MDA Scheme
Fig.16	View perception of the beneficiaries on the response of MoT officials in granting the MDA
Fig. 17	View perception of the beneficiaries on the impact & effectiveness of the MDA scheme

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Executive Summary

Tourism is an important source of income and employment for India and to attract the tourists towards India, an effective and all-round marketing of the various tourism products is very crucial. Hence the Ministry of Tourism, Government of India undertakes various promotional activities in important and potential markets overseas for positioning India as a preferred tourist destination, with the objective of increasing foreign tourist arrivals to the country and in turn earning more foreign exchange and creating more avenues for employment generation.

So in order to promote India in potential inbound markets, Ministry of Tourism, Govt. of India provides financial support to approved tourism service providers (i.e. hoteliers, travel agents, tour operators, tourist transport operators, etc.), for undertaking tourism promotional activities abroad, including **Sales-cum-Study Tours, Participation in Fairs / Exhibitions and Publicity through printed material, under the Market Development Assistance(MDA) Scheme.**

A survey of travel agents, tour operators, hoteliers and transport operators who had availed MDA scheme benefits during the 11th Five year plan was conducted at Delhi/NCR, Jaipur, Kochi, Kottayam, Mysore, Thiruvananthapuram, Mumbai, Pune, Goa, Puri, Kolkata and Bhubaneswar to find out the following:

- The various benefits being offered to approved stakeholders under the scheme
- The impact of the scheme and its effectiveness in promotion of tourism to the country
- Recommendations on any corrective measures needed to be taken to make the scheme more effective for the 12th five year plan

The findings and recommendations of the study along the lines of terms of reference are:

1. The various benefits being offered to approved stakeholders under the scheme

Major Findings:

- During 11th five year plan a total of 745 beneficiaries have availed MDA scheme out of which 623 beneficiaries are from Delhi/NCR area accounting for 83.62 percent of the total with the remaining 16.38 per cent from rest of the country.
- This distribution of beneficiaries is skewed majorly towards north India.
- Participation in fairs and exhibitions is the most popular component of scheme in terms of number of beneficiaries and the funds released.
- Average of Rs 1,09,087/- per beneficiary has been granted including the three components of sale cum study tour, participation in fairs/exhibitions and publicity through printed material.
- Majority of the organizations that have availed the benefits of the MDA scheme are either travel agents or tour operators.

Recommendations

- Service providers in other parts of the country should be encouraged to make use of benefits offered.
- A more wider and effective publicity of the MDA scheme is required so that the assistance reaches to all stakeholders of tourism throughout India.

2. The impact of the scheme and its effectiveness in promotion of tourism to the country

Major Findings

- After availing MDA scheme beneficiaries have got greater visibility in the source markets for their companies.
- Due to MDA scheme beneficiaries have observed increased business opportunities with foreign customers.
- MDA scheme has also resulted in increased income and employment opportunities.
- MDA scheme has benefitted tourism as now there is more awareness and knowledge about India which has changed the attitude and behavior of the tourists and also improved image of India.

MDA beneficiaries were of the opinion that they have a better understanding of foreign tourists and markets, post participation in events abroad.

Recommendations

- As there is a strong positive opinion about the effectiveness of the scheme with a vast majority overall agreeing that the MDA scheme has been very effective, so the continuance of scheme is suggested.

3. Recommendations on any corrective measures needed to be taken to make the scheme more effective for the 12th Five year plan

Major Findings

- A good majority of the respondents were of the view that financial assistance to the same person in a financial year should be doubled.
- Majority of the respondents want the benefits to be extended for participation in more fairs than three.
- Respondents were of the opinion that the current ceiling of two sales cum study trips to a service provider in a financial year should be increased.
- Respondents wanted that for production/printing of publicity material, assistance once in a financial year should be increased.
- Majority of the respondents want the ceiling on funds to be raised for all the three scheme components.
- The scheme component of travel by Air India was strongly opposed by respondents.

Recommendations

- The continuation of scheme is recommended in the current form with consideration on inflation, the ceiling on eligibility of foreign exchange can be increased as linked to inflation.
- Ceiling on financial support can be increased taking into account inflation linked to the various support components.
- The mandate of travel by Air India may be waived in case of places which are not directly connected by Air India.

Introduction

Tourism in India is the largest service provider with total contribution (including direct, indirect and induced impacts) to GDP as INR 6.7 billion, around 6.4 percent of total GDP. This compares to 3.3 percent for automotive manufacturing, 4.5 percent for education and 3.7 percent for the mining industry. Supporting 39 million direct, indirect and induced jobs in India, around 7.9 percent of total employment in India, Travel & Tourism generates more jobs than the mining industry and communications services. [1] In 2011, total Foreign Tourist Arrivals (FTA) in India were 6.29 million and foreign exchange earnings were 16.56 Billion US dollars. The majority of foreign tourists come from USA and UK. Maharashtra, Tamil Nadu, Delhi, Uttar Pradesh and Rajasthan are the top five states to receive inbound tourists. Domestic tourism in the same year was 850.86 million. Uttar Pradesh, Andhra Pradesh, Tamil Nadu, Karnataka and Maharashtra received the big share of these visitors. [2]

Travel & tourism is a significant source of export revenue for India. In 2011, visitors exports totaled \$17.2 billion which is 12.0 percent of all service exports and 3.9 percent of all exports (including goods & services) placing tourism as the tenth largest Indian export industry, as Inbound tourists purchase goods & services with foreign currency indicating the benefits of inbound tourism to India. The importance of inbound tourism to Indian economy can also be gauged from the fact that in India, \$1 million in travel & tourism spending generates \$1.3 million in GDP and only a mere 10 percent of Travel & tourism spending leaks out of the economy through imports as compared to 22 percent & 17 percent leakage in chemicals industry and automobile industry respectively.[3]

¹ <http://www.wttc.org/news-media/news-archive/2012/tourism-india-contributes-more-gdp-automotive-manufacturing/>

² Indian Tourism Statics 2011, Ministry of Tourism, Government of India

³ 3 India: How does Travel & Tourism compare to other sectors?, WTTTC, 2012

With the forecasted average growth rate of 7.7 percent, tourism presents itself as a promising industry and it is necessary to attract tourists and present India as potential holiday destination for which overseas marketing is very important in the current and potential markets. Ministry of Tourism is the nodal agency to formulate national policies and programs for the development and promotion of tourism in collaboration with other stakeholders in the sector including various central ministries/agencies, the state governments and union territories and the representatives of the private sector.

Tourism is an important source of income and employment for India and to attract the tourist towards India, an effective and all-round marketing of the various tourism products is very crucial. Hence the ministry of tourism, government of India undertakes various promotional activities in important and potential markets overseas for positioning India as a preferred tourist destination, with the objective of increasing foreign tourist arrivals to the country and in turn earning more foreign exchange and creating more avenues for employment generation.

In addition, the Ministry also provides financial support to approved tourism service providers (i.e. hoteliers, travel agents, tour operators, tourist transport operators, etc.), for undertaking tourism promotional activities abroad, including sales-cum-study tours, participation in fairs / exhibitions and publicity through printed material, under the Market Development Assistance(MDA) Scheme.

To evaluate the MDA scheme, the Ministry of Tourism, Govt. of India has communicated its approval vide letter no. F.No.8 (45)/2012/MRD dated 18/12/2012 to IITTM to undertake the study on a pan India basis.

1.1 Objectives (Terms of Reference)

The following are the Terms of Reference (TOR) of the study:

1. To suggest a methodology for evaluating the impact of the Marketing Development Assistance scheme.
2. To adopt the proposed methodology to :
 - a) Examine the various benefits being offered to approved stakeholders under the scheme.
 - b) Evaluate the impact of the scheme and its effectiveness in promotion of tourism to the country.
 - c) Analyze the result and in the light of analysis, give recommendations on any corrective measures that need to be taken to make the scheme more effective for the 12th five year plan.

1.2 Research questions

To operationalize the objectives, following questions were examined through the secondary and primary sources:

1. What were the various assistances received by the organization from MoT?
2. Were the organization able to avail the scheme easily or were the officials helpful?
3. What were the benefits of the scheme availed by the beneficiaries?
4. Have the view perceptions of the beneficiaries on the various scheme components.
5. What is the view perception of the beneficiaries on the impact of the scheme and its effectiveness in promotion of tourism to the country?

1.3 Sample size

- I. 5 percent of the total projects sanctioned, during the 11th Plan, for each of the following category were to be evaluated:

Category of Service Provider	Hotelier	Tour Operator	Travel Agents	Tourist Transport Operator	Others
Component					
Sales cum study tour	i. Approved by the Ministry of Tourism, Govt. of India ii. By the State Tourism Department in the case of Jammu & Kashmir and the North Eastern States (Arunachal Pradesh, Assam, Manipur, Meghalaya, Mizoram, Nagaland, Sikkim and Tripura)				
Participation in Fairs / Exhibitions					
Publicity through printed material					

- II. In selection of projects preference shall be given to the completed projects. If for any category, less than 10 projects have been sanctioned, during the 11th Plan, all the projects will be evaluated.
- III. In the 11th five year plan, a total of 745 beneficiaries have been granted assistance under the scheme. **As per the TOR, 5 percent of the total beneficiary stake holders in the 11th five year plan were to be covered for the evaluation, which comes to 37.5. But to give a fair representation of the sample size to the study, a total of 91 sample surveys were conducted giving a representation to the four regions of India – east, west, north and south.** Beneficiaries from at least two cities of each region have been covered to give a fair pan India representation to the sample.
- IV. Adequate representation has also been given to the various components of the MDA scheme and the various categories of beneficiaries.
- V. Beneficiaries from North-East India were also contacted for participation in the study survey, but despite best efforts made, none of them provided any data and therefore the north-east India beneficiaries are not represented in the sample.

The following table gives the sample distribution for the study:

Table: 1 **Distribution of Sample**

S.NO.	Location	Sample size
1.	Delhi-NCR (Covering Delhi, Noida, Faridabad, Gurgaon and Ghaziabad)	51
2.	Jaipur	06
3.	Kochi	08
4.	Kottayam	01
5.	Mysore	04
6.	Thiruvananthapuram	04
7.	Kolkata	05
8.	Bhubaneswar	02
9.	Mumbai	05
10.	Pune	03
11.	Goa	02
	TOTAL	91

Given the time constraint, efforts were made to give a fair representation to the various beneficiaries - component and region wise.

1.4 Methodology

TOR	Parameters used to draw inferences	Source of information
To suggest a methodology for evaluating the impact of the Marketing Development Assistance scheme	Opinion of beneficiaries. Analysis of the secondary data available.	Primary survey through structured and open ended survey instrument. Secondary data.
Examine the various benefits being offered to approved stakeholders under the scheme	Opinion of the beneficiaries on the various benefits under the scheme	Information from MOT on extent of benefits extended Opinion of beneficiaries

Evaluate the impact of the Scheme and its effectiveness in promotion of tourism to the country	Opinion of beneficiaries on the impacts and effectiveness of the scheme	Information from MOT on extent of benefits extended Opinion of beneficiaries on extent of benefits extended and their impacts to evaluate the effectiveness
Analyze the result and in the light of analysis, give recommendations on any corrective measures that need to be taken to make the scheme more effective for the 12th five year plan	Opinion of the beneficiaries on the various benefits of the scheme. Opinion of beneficiaries on the impacts and effectiveness of the scheme	Primary survey through structured and open ended survey instrument. Secondary data.

The research methodology for this study has an exploratory-cum-analytical framework. It envisages retrospection and prospection of the MDA Scheme as an effective tool of assistance by Ministry of Tourism, Government of India for overseas promotion by tourism stakeholders.

1.5 Secondary literature survey

An exhaustive review of existing documentation on evaluation of overseas promotion and related dimensions of travel and tourism sector has been done to assure the most economic use of previous research in the completion of the study. Relevant documents related to the beneficiaries have also been evaluated to come to conclusive analysis.

1.6 Primary field survey

The primary field survey included 91 beneficiaries of MDA scheme under 11th five year plan including tourism stakeholders such as:

- Hoteliers
- Travel agents
- Tour operators

On the basis of secondary literature survey and in light of the study objectives, survey instrument was developed in consultation with the officials of the Ministry of Tourism, Govt. of India and it is a questionnaire containing structured and open ended questions. Appropriate tools have been employed to analyze the data sets. Survey destinations that have been covered are as per the table no. 1 on page no.11.

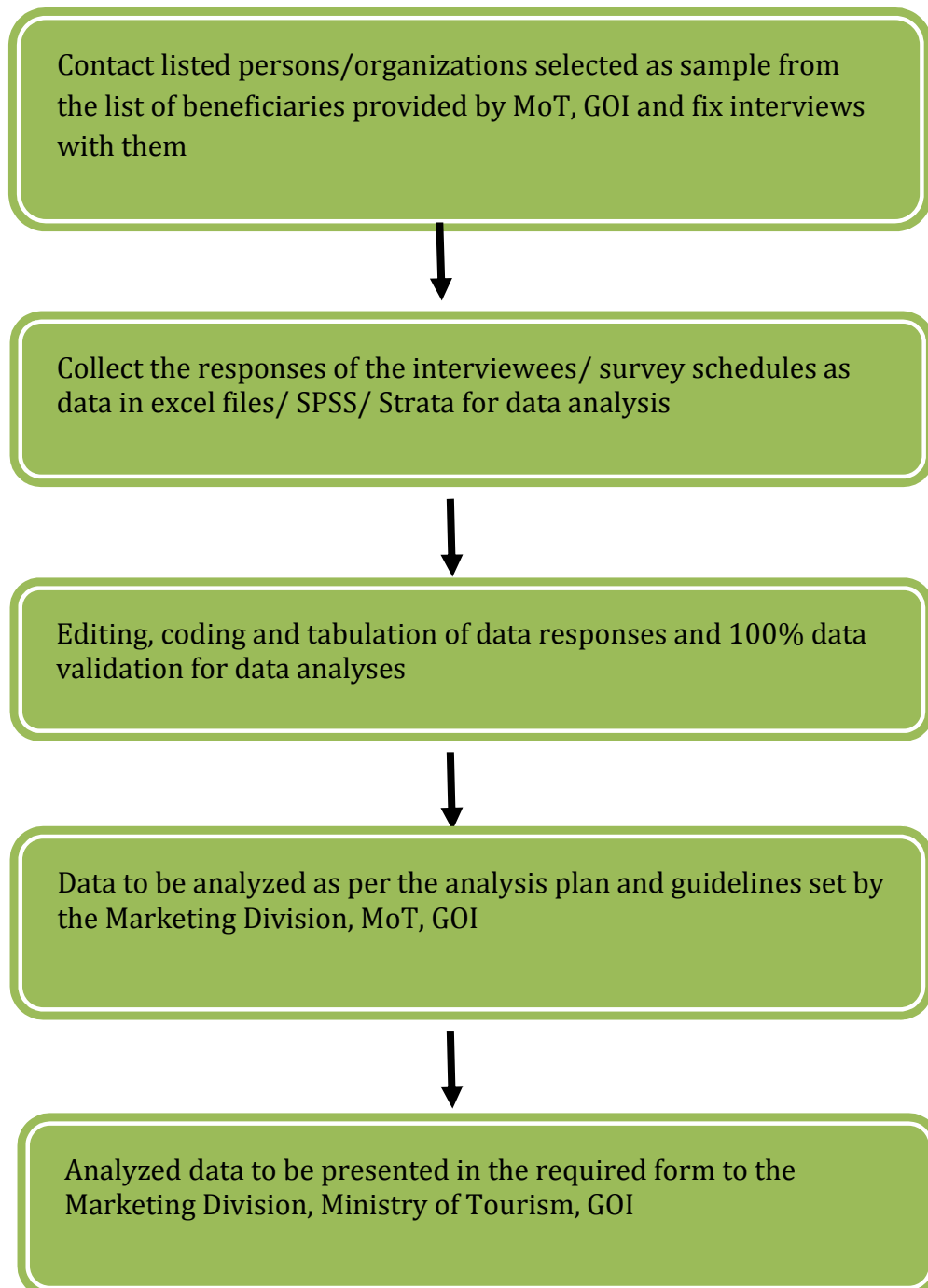
1.7 Selection of sample

According to the list of sanctioned projects under the MDA scheme, 5 percent of the total set is to be covered (totaling 38). IITTM on its part tried to target 100 samples to be picked up randomly and while selecting the random sample, efforts were made to have a fair representation of the whole universe sample. A total of 91 beneficiaries from the cities of Delhi/ NCR, Jaipur, Kochi, Kottayam, Mysore, Thiruvananthapuram, Kolkata, Bhubaneswar, Mumbai, Pune and Goa could be covered in the time available, as time was the biggest limiting factor and the analysis in this report has been done on the basis of the data provided by these 91 beneficiary organizations.

Efforts were made to gather data from beneficiary organizations from across the country and in the time available 94 beneficiaries responded, out of which 3 responses were rendered unusable due to lack of proper and adequate information.

1.8 Approach to study

The following flowchart provides a graphical representation of the approach of study to gather relevant information from respondents:



1.9 Study Instrument Development

Considering the nature of the subject of inquiry, most data requirements were to be fulfilled through primary sources, especially schedule-based survey. There was a single schedule of questions with four parts focusing on the three areas in which assistance is provided (sales cum study tour, participation in fairs/exhibitions and publicity through printed material) and the respondents were to provide the data accordingly.

The four parts covered in the survey instrument are general information about the beneficiary organization, details of MDA scheme availed, perceived benefit of the MDA scheme availed and evaluation questions related to the various conditions and components of the MDA scheme. The survey instrument developed for collection of data is attached as annexure II.

1.10 Collection of Data

The study team members visited the various beneficiaries for the sensitization and collection of data at their respective offices post initial telephonic conversation. Local field staff was also hired where ever required to cover up the sample on time. The field staff hired was given proper sensitization and training for the instrument and other requirements.

Chapter 2

Marketing Development Assistance (MDA) Scheme

The Marketing Development Assistance (MDA) scheme, administered by the Ministry of Tourism, Government of India, provides financial support to approved tourism service providers, i.e. hoteliers, travel agents, tour operators, tourist transport operators, approved by the Ministry of Tourism, Govt. of India or by the State Tourism Department in the case of Jammu & Kashmir and the North Eastern States (Arunachal Pradesh, Assam, Manipur, Meghalaya, Mizoram, Nagaland, Sikkim and Tripura) for undertaking the following tourism promotional activities abroad:-

2.1 Sales-cum-study tour

In order to encourage the small and medium level service providers to go and promote Indian tourism products abroad, Ministry of Tourism, Government of India provides financial assistance to tourism service providers approved by the Ministry of Tourism, Govt. of India or by the State Tourism Department in the case of Jammu & Kashmir and the North Eastern States, for undertaking sale-cum-study tours to foreign countries.

2.1. a Terms and Conditions

1. Financial Assistance would be permissible on travel expenses by air from India to any other country and/or by air/euro rail from one country to another country abroad, in economy excursion class fare @ 75 percent of the fare. This would, however be subject to an upper ceiling of Rs. 1,50,000/-(Rupees one lakh and fifty thousand only) per tour. No financial assistance is provided for travel within India.
2. One sale-cum-study tour by the tourism service provider to a particular country in one financial year is eligible for MDA assistance.
3. The tour to single country or a group of countries shall be for a minimum of two-night stay abroad excluding journey period.

4. Assistance shall be permissible to one regular employee/Director/partner/proprietor of the company.
5. The assistance would be available to tourism service providers with foreign exchange earnings upto Rs. 20.00 crore (Rupees twenty crore only) during the preceding financial year. In respect of tourism service providers from Jammu & Kashmir and the North Eastern States, the total turnover of the company will be upto Rs. 20.00 crore (Rupees twenty crore only) not necessarily including foreign exchange earnings.
6. The company shall not be under investigation or charged/ prosecuted/debarred/black listed by Ministry of Tourism, Govt. of India or any other Government agency. The service provider should furnish a declaration to this effect.
7. The applicant would furnish a declaration in the prescribed format as under: "I hereby declare that I have not claimed/received any financial assistance for this sale-cum-study tour from Government/Government agency."
8. In case of more applications, priority would be given to those service providers who have not availed financial assistance in the past under MDA Scheme.

2.2 Participation in fairs/exhibitions

The Ministry of Tourism, Government of India provides financial assistance to tourism service providers approved by the Ministry of Tourism, Govt. of India or by the State Tourism Department in the case of Jammu & Kashmir and the North Eastern States for participation in tourism related trade fairs and exhibitions abroad.

2.2.a Terms and Conditions

1. Financial Assistance would be permissible on travel expenses by air from India to any other country & by air/euro rail from one country to another country abroad, in economy excursion class fair and/or charges of the built up furnished stall, electricity and water charges etc. @75 percent to the service providing companies. This would, however, be subject to an upper ceiling of

- Rs. 2, 00,000/- (Rupees Two Lakh only) per participation. No financial assistance is provided for travel within India.
2. Assistance for travel expenses would be permissible to one regular employee/ Director/partner/proprietor of the company.
 3. The assistance would be available to companies with foreign exchange earnings up to Rs. 20.00 crore (Rupees twenty crore only) during the preceding financial year. In respect of tourism service providers from Jammu & Kashmir and the North Eastern States, the total turnover of the company will be up to Rs. 20.00 crore (Rupees twenty crore only) not necessarily including foreign exchange earnings.
 4. The company shall not be under investigation or charged/ prosecuted/debarred/ black-listed by Ministry of Tourism, Government of India or any other Government Agency. The service provider should furnish a declaration to this effect.
 5. The applicant would furnish a declaration in the prescribed format as under: "I hereby declare that I have not claimed/received any financial assistance for participation in this fair/exhibition from Government/Government Agency."
 6. In case of more applications, priority would be given to those service providers who have not availed financial assistance in the past under MDA Scheme.

2.3 Publicity through printed material

The Ministry of Tourism, Government of India provides financial assistance under the MDA Scheme to tourism service providers approved by the Ministry of Tourism, Govt. of India or by the State Tourism Department in the case of Jammu & Kashmir and the North Eastern States for production of tourism related publicity material for distributing in foreign countries and in tourism related fairs and festivals abroad in order to promote Indian tourism products.

2.3.a Terms and Conditions

1. Cost of production of publicity material like product catalogue, brochure, information handout etc., for use abroad during sales cum study tour, participation in trade fair/exhibition, MOT sponsored buyer cum seller meet/trade delegation etc., would be permissible for assistance under MDA scheme @25 percent of the total approved cost subject to an upper ceiling of Rs. 30,000/- (Rupees Thirty Thousand only).
2. Assistance would be provided once in a financial year.
3. A copy of the publicity material is to be submitted along with the claim.
4. Quotations from a minimum of three printers are to be obtained and submitted along with the claim. Assistance will be allowed on the lowest quotation subject to the upper ceiling as mentioned above.
5. The company shall not be under investigation/charged/prosecuted/Debarred/blacklisted by Ministry of Tourism, Government of India or any other Government Agency. The service provider should furnish a declaration to this effect.
6. The applicant would furnish a declaration in the prescribed format as under:
“I hereby declare that I have not claimed/received any financial assistance for production of this publicity material from Government/Government Agency.”
7. In case of more applications, priority would be given to those service providers who have not availed financial assistance in the past under MDA Scheme.

2.4 General Conditions Governing the MDA Scheme

1. In order to avail the benefit of reimbursement of air fare under the MDA Scheme, all tourism service providers may travel only by Air India/Indian Airlines. For travel to stations not connected by Air India, the tourism service providers may travel by Air India/Indian Airlines to the hub/point closest to their eventual destination, beyond

which they may utilize the services of another airline which should also preferably be an alliance partner of Air India.

2. For sale-cum-study tour, a tourism service provider is eligible for financial assistance under MDA Scheme for a maximum of two trips in one financial year.
3. For participation in fairs/exhibitions abroad, a tourism service provider is eligible for financial assistance under MDA Scheme to participate in three exhibitions/fairs abroad in one financial year.
4. For production/printing of publicity material, MDA would be available once in a financial year.
5. The financial benefit under MDA Scheme would be given up to a maximum of only two times to the same person in one financial year, irrespective of the number of tourism service providing companies he/she is associated with.
6. These revised MDA guidelines are in supersession to guidelines issued earlier.
7. These Revised Guidelines have come in force with effect from 19th November, 2009 and till further orders.

Analysis of the sanctions made under the MDA scheme & MDA beneficiaries in the 11th five year plan

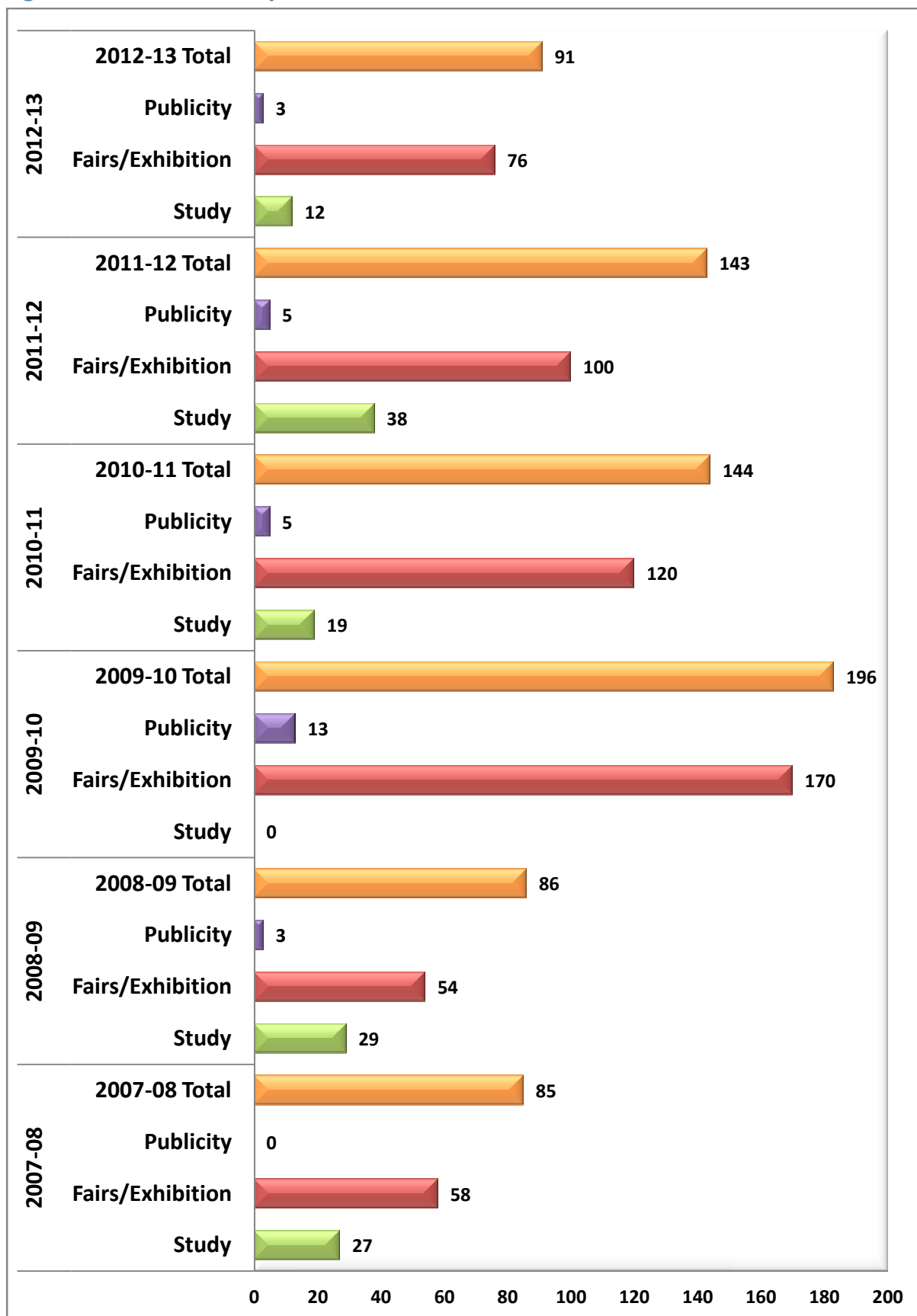
To evaluate the effectiveness of the scheme, analysis of the various sanctions made under the MDA scheme and the various beneficiaries has been done. It is based on the secondary data as provided by the Ministry of Tourism, Govt. of India for the period 2007-08 to 2011-12.

Table 2 List of MDA beneficiaries city wise/year wise

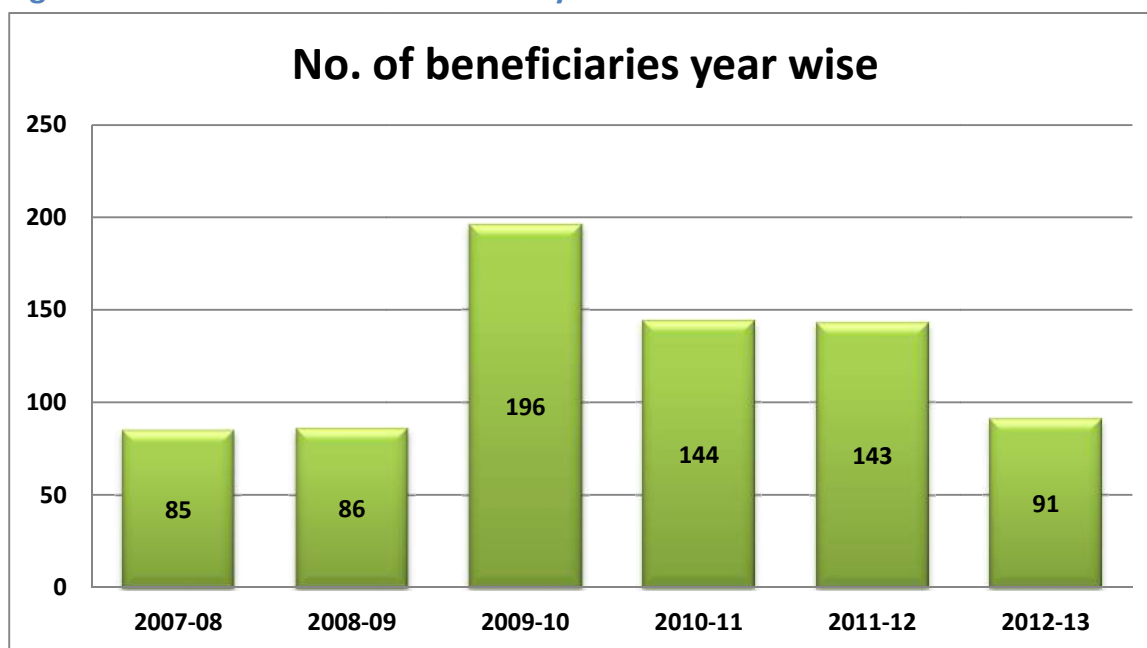
Sr No.	Destination	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	Total
1	Delhi	61	71	149	104	98	68	551
2	Uttaranchal	2	-	-	-	-	-	2
3	Jaipur	4	3	-	4	6	1	18
4	Jodhpur	1	-	-	-	-	-	1
5	Gurgaon	6	6	16	9	7	2	46
6	Kerala(Others)	3	-	1	-	-	-	4
7	Cochin	2	3	3	3	1	4	16
8	Goa	2	-	3	-	-	-	5
9	Mumbai	2	2	1	-	3	1	9
10	Dehradun	1	-	1	-	-	-	2
11	Bhubaneshwar	-	1	7	3	1	1	13
12	Ghaziabad	-	-	-	-	2	-	2
13	Noida	-	-	7	3	12	2	24
14	Trivandrum	1	-	2	2	-	1	6
15	Bangalore	-	-	1	-	-	1	2
16	Faridabad	-	-	1	-	-	-	1
17	Mysore	-	-	2	-	1	1	4
18	Munnar	-	-	1	1	1	-	3
19	Guwahati	-	-	1	2	2	-	5
20	Kolkata	-	-	-	3	1	2	6
21	Puri	-	-	-	1	-	-	1
22	Gangtok	-	-	-	2	-	-	2
23	Kabini	-	-	-	3	1	2	6
24	Thekkady	-	-	-	-	1	-	1
25	Chennai	-	-	-	1	2	2	5
26	Kumarakom	-	-	-	-	1	-	1
27	Pune	-	-	-	1	2	-	3
28	Mohali	-	-	-	1	1	1	3
29	Chandigarh	-	-	-	1	-	-	1
30	Rajgir	-	-	-	-	-	2	2
	Total in numbers	85	86	196	144	143	91	745

Source: Ministry of Tourism, Govt. of India

Figure 1 Scheme & year wise MDA beneficiaries



Source: Ministry of Tourism, Govt. of India

Figure 2 Number of beneficiaries year wise

Source: Ministry of Tourism, Govt. of India

3.1 The service providers from the north India particularly from the Delhi/NCR region are deriving maximum benefits of the scheme.

Out of the total 745 beneficiaries, 623 beneficiaries are from Delhi/NCR area accounting for 83.62 percent of the total with the remaining 16.38 per cent from rest of the country. 630 (84.56 percent) beneficiaries are from northern region compared to 145 (15.54 percent) from the other regions of the country (table 2).

This distribution may mean the greater propensity to avail the benefits of the scheme in select pocket of the country. Service providers in other parts of the country shall be encouraged to make use of benefits offered.

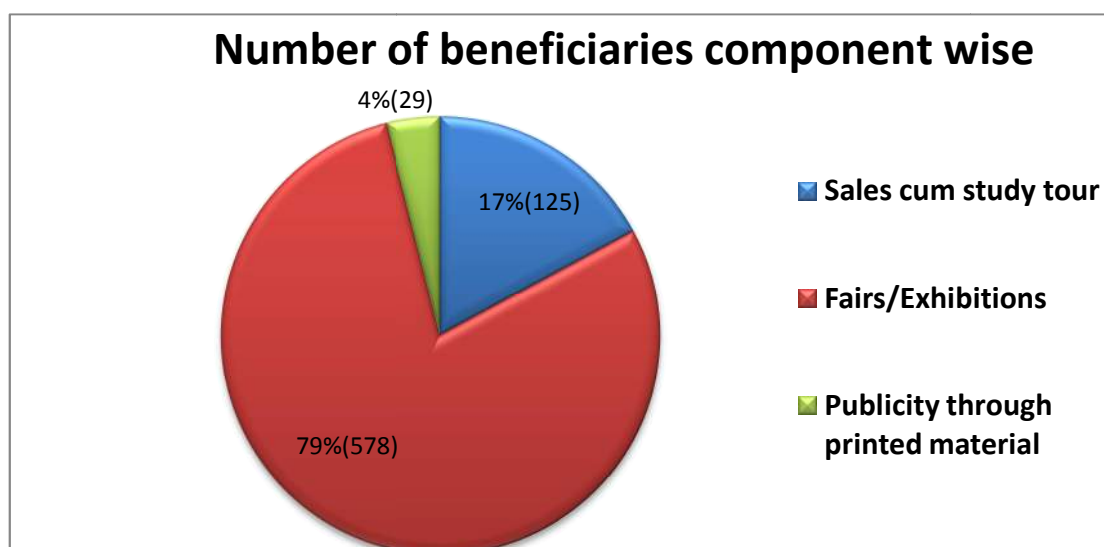
3.2 Out of the total sanctions made during the plan period highest sanctions have been done during the year 2009-10 at 196 nos. followed by 144 during the year 2010-11. Years 2007-08 and 2008-09 accounted for 85 and 86 sanctions respectively, whereas 143 sanctions had been made in the year 2010-11 and 93 sanctions were made in 2012-13 till October 31, 2012. The no. of MDA sanctions had more than doubled during 2009-10, year on year, but since then has only shown a declining trend (table 2 & figure 2).

However, no inferences can be derived for this. It might have depended on the applications/ requests received.

3.3 Participation in fairs and exhibitions is seen as the most popular component of scheme in terms of number of beneficiaries and the funds released. Out of the total sanctions to 745 beneficiaries, 578 (77.58 percent) beneficiaries have availed funds worth 7,20,16,795/- Rs. for participation in Fairs/Exhibitions followed by 125 (16.78 percent) that availed fund support of Rs. 68,91,653/- for the Sale-cum-Study tour. Only 29 (3.89 percent) have availed funds of Rs. 8,34,358/- for Publicity through printed material (figure 3 & table 3).

No inferences are derived here as it might be demand based.

Figure 3 Number of beneficiaries component wise



Source: Ministry of Tourism, Govt. of India

Table 3 Details of No. of Beneficiaries and Amount Released

Year	Study Tour		Fair/Exhibitions		Publicity		Total	
	NOB	TAR (Rs)	NOB	TAR(Rs)	NOB	TAR(Rs)	NOB	TAR(Rs)
2007-08	27	1100206	58	15654321	-	-	85	16754527
2008-09	29	1131878	54	4824475	3	44690	86	6001043
2009-10	-	-	170	14506619	13	447098	196	14953717
2010-11	19	1091220	120	13875332	5	138898	144	15105450
2011-12	38	2686426	100	12746061	5	138891	143	15571378
2012-13	12	881923	76	10409987	3	64781	91	11356691
Total	125	6891653	578	72016795	29	834358	745	79742806

Source: Ministry of Tourism, Govt. of India

Note: (NOB) No of Beneficiaries; (TAR) Total Amount released

Figure 4 Details of no. of beneficiaries and amount released year wise & component wise

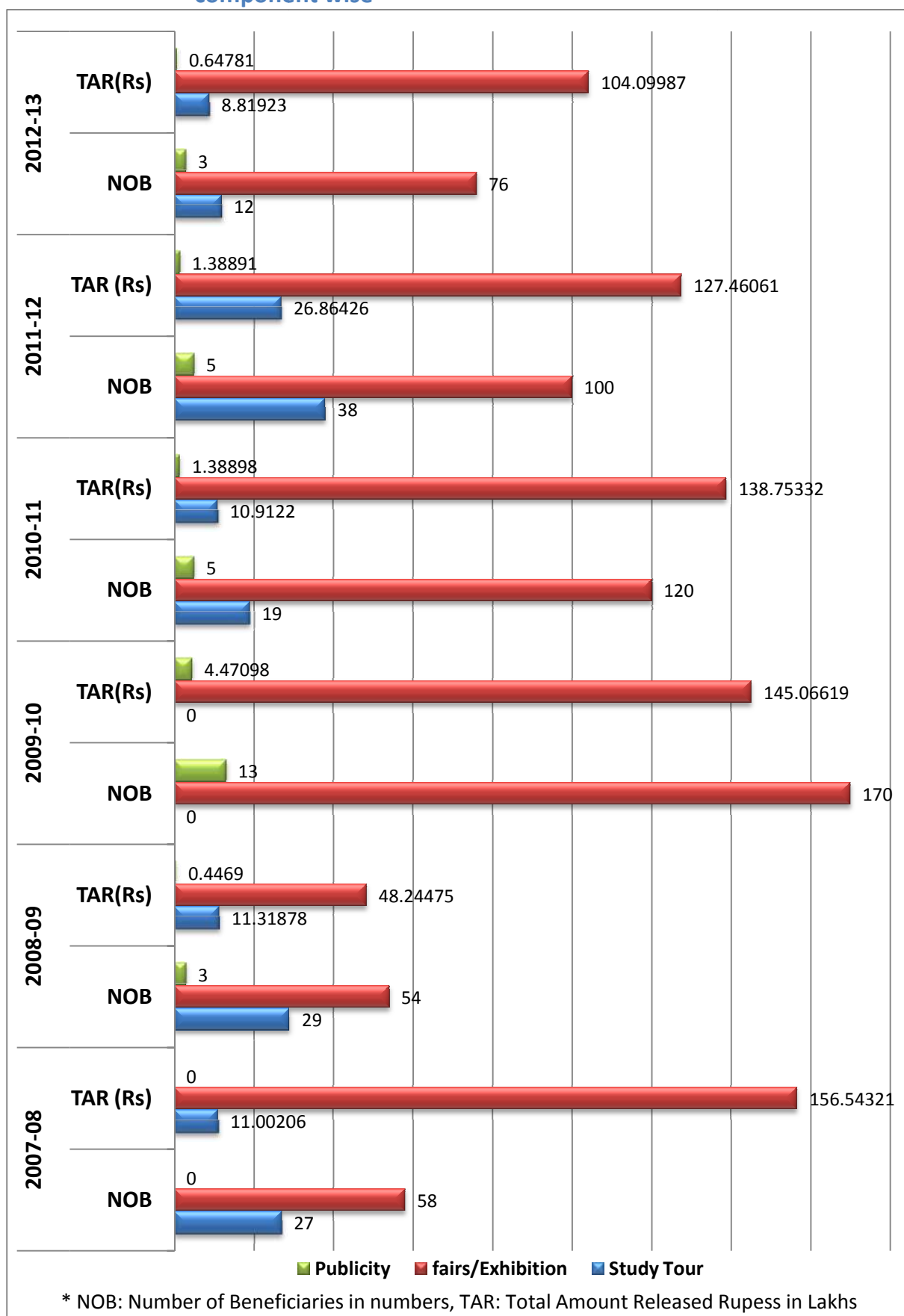
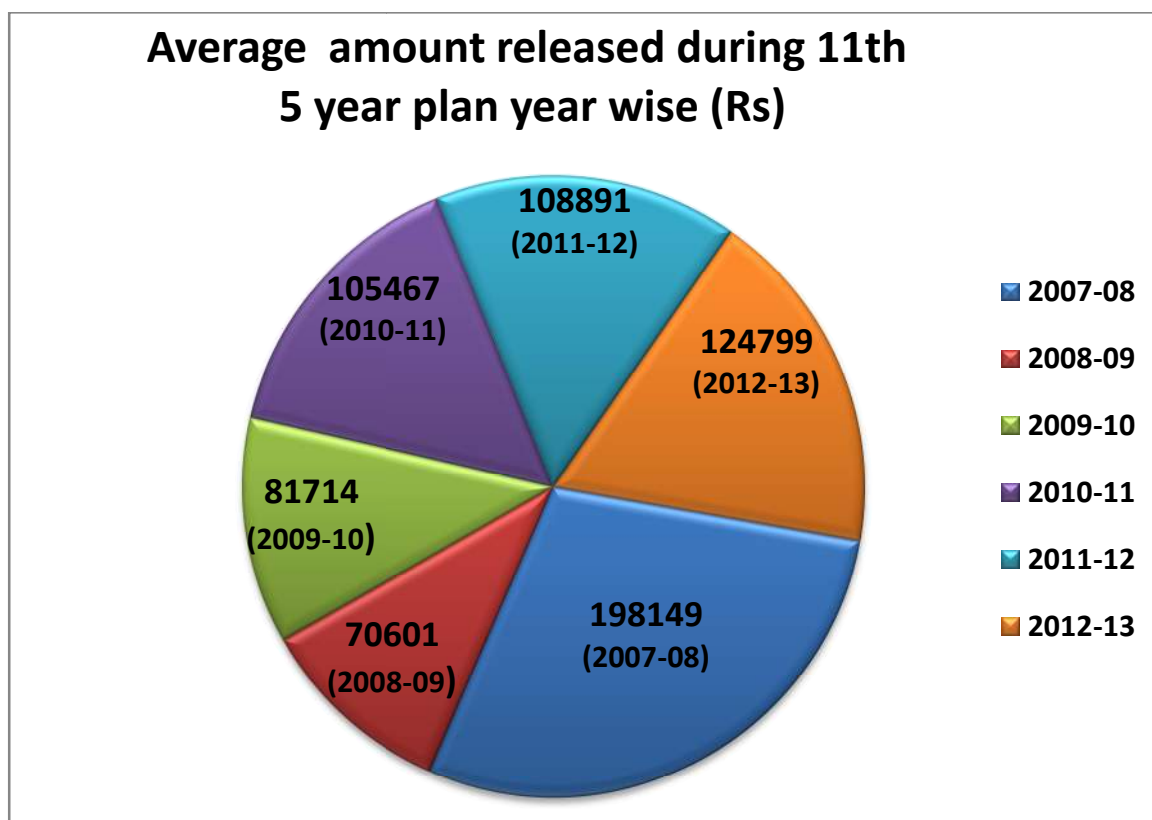


Table 4 Average amount per beneficiary sanctioned component wise / year wise

Purpose/ component	2007-08 (Rs)	2008-09 (Rs)	2009-10 (Rs)	2010-11 (Rs)	2011-12 (Rs)	2012-13 (Rs)	Total
Sales cum Study tour	40748	39030	---	59308	70695	73494	55133
Participation in Fair/Exhibition	272707	91028	85333	115628	127461	136974	124812
Publicity through printed material	---	14897	34392	27780	27778	21594	28771
Total	198149	70601	81714	105467	108891	124799	109087

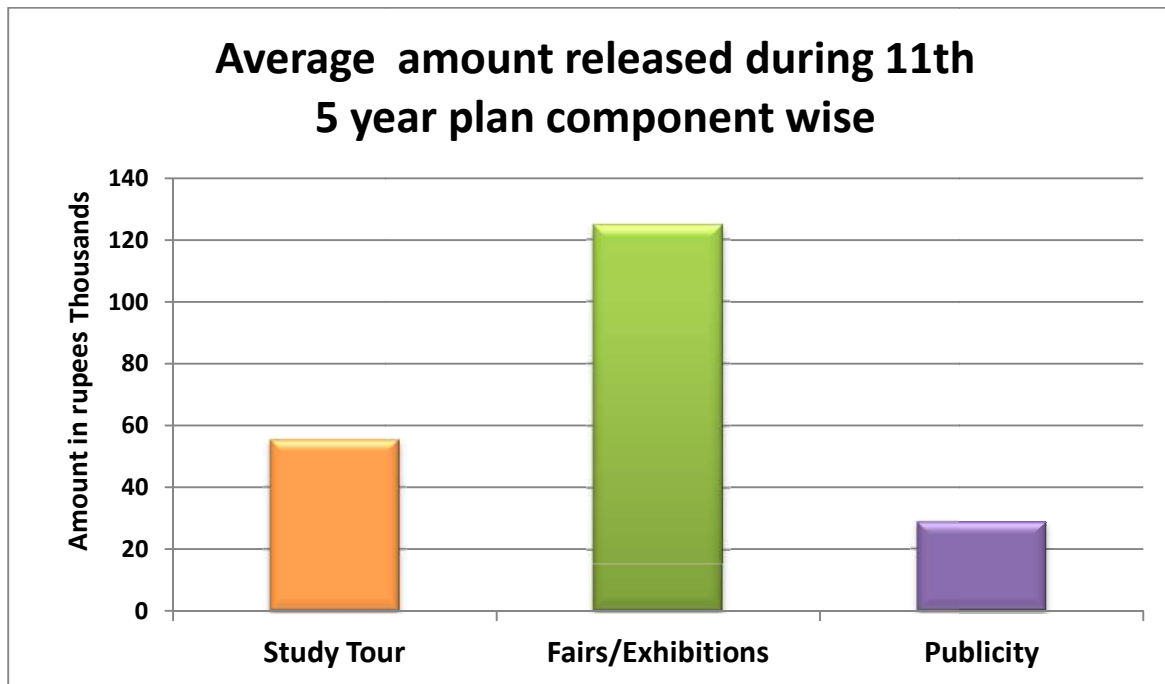
Source: Ministry of Tourism, Govt. of India

Figure 5 Average amount released during 11th 5 year plan year wise (Rs)



Source: Ministry of Tourism, Govt. of India

Figure 6 Average amount per beneficiary released during 11th 5 year plan component wise



Source: Ministry of Tourism, Govt. of India

3.4 The financial support extended under the MDA scheme has been analyzed to know the average amount released per beneficiary for each component of the scheme and in aggregate. Results are presented in table 4 and figures 5 and 6. It show that an average of Rs 1,09,087/- per beneficiary has been granted including the three components of sale cum study tour, participation in fairs/exhibitions and publicity through printed material.

This average during the year 2007-08 was Rs 1,98,149/- with 85 beneficiaries which came down to Rs 70,601/- with 86 beneficiaries in the year 2008-09. In the subsequent years it increased to Rs 81,714/- (2009-10), Rs 1,05,467 (2010-11), Rs 1,08,891 (2011-12) and Rs 1,24,799 in 2012-13 (upto October 31)-, thereby averaging Rs 1,09,203/- for the entire period for all the components.

Number of beneficiaries has also been changing every year and again no conclusions are derived from above. It is only indicative of pattern.

3.5 For the period under study, 125 beneficiaries have availed the sales cum study tour and the average of amount released per beneficiary during this period has been Rs 55,133/- as against the maximum allowable grant of Rs 1, 50,000/-per beneficiary per tour.

During the same period, 578 beneficiaries availed the assistance under the participation in fairs/exhibition component of the scheme and the average of the amount released per beneficiary is Rs 1, 24,812/- as against the maximum allowable grant of Rs 2,00,000/- per beneficiary per participation.

3.6 As for the component of promotion through publicity material, only 29 beneficiaries have taken assistance under this component and the average of amount granted has been Rs 28,771/- as against the maximum of Rs 30,000/- allowed once in a year(table 4, figures 5-6).

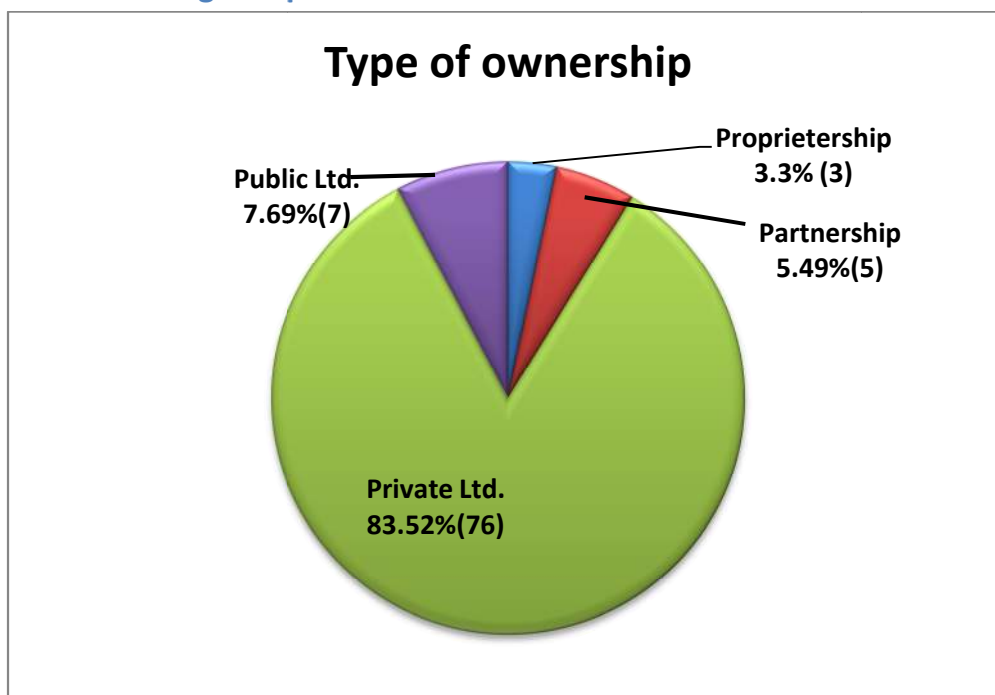
The sanction is given against requests and is the reason for variations between average and maximum permissible grant.

General Profile of the MDA scheme beneficiary organizations

4.1 Type of Organization

As is evident from figure 7, out of the total 91 samples collected, 76 were private limited companies (83.52 percent) and 7 organization were public enterprises followed by partnership firms and sole proprietorship firm with 5 & 3 respectively.

Figure 7 Type of ownership of organizations availing benefits under MDA during 11th plan

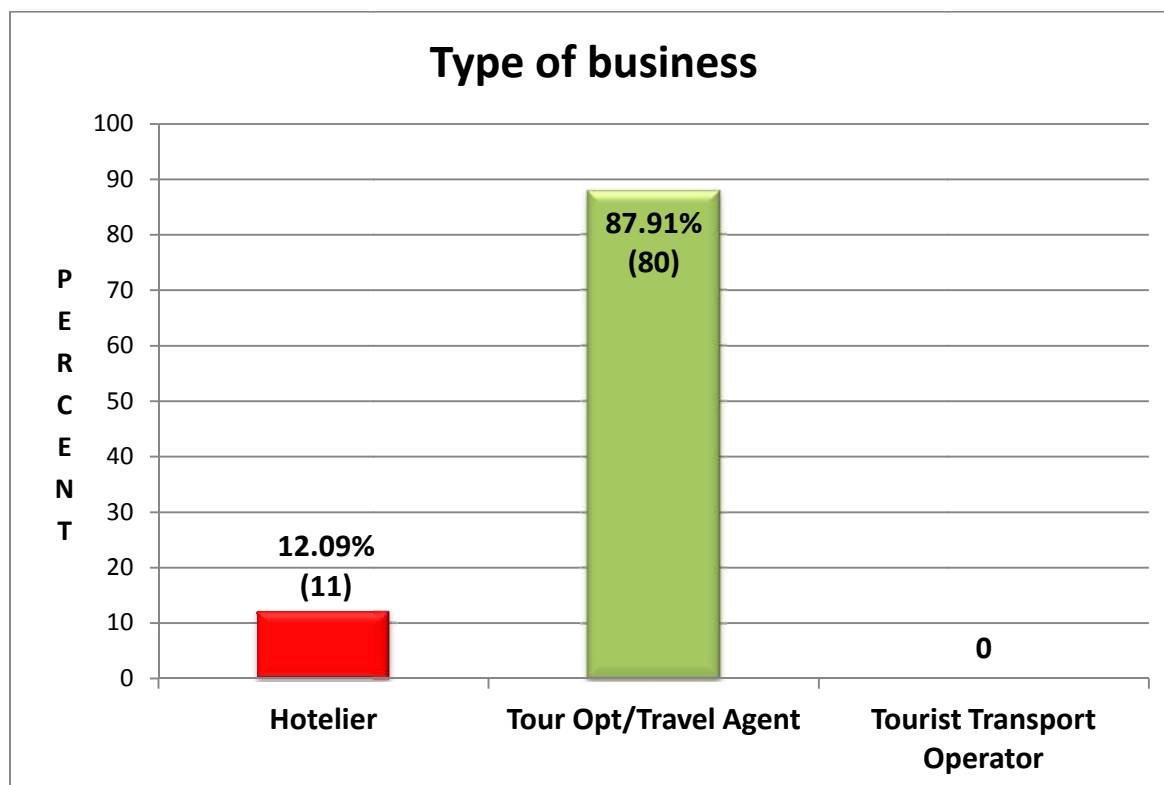


Source: Primary Survey

4.2 Type of Business

Out of 91 beneficiaries surveyed 80 have been travel agents or tour operators and 11 hoteliers. It has been observed from the list of beneficiaries that the majority of the organizations that have availed the benefits of the MDA scheme are either travel agents or tour operators followed by few hoteliers and no tourist transporters (figure 8).

Figure 8 Type of business of organizations availing benefits under MDA during 11th plan

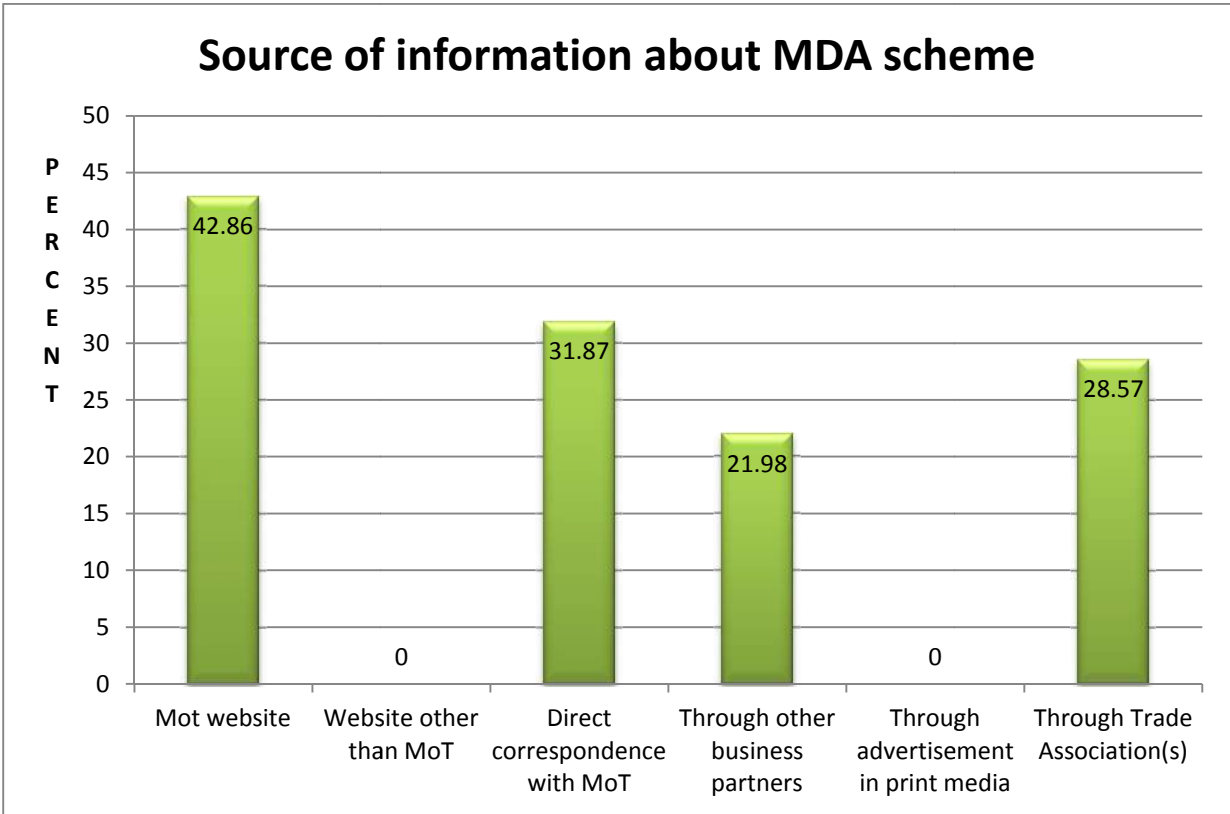


Source: Primary Survey

4.3 Source of information about MDA scheme

As for the source of information regarding the MDA scheme, 42.86 percent of the respondents came to know about it through Ministry of Tourism website. However 32.87 percent of the respondents came to know about the scheme through direct correspondence with the Ministry officials and 28.57 percent came to know through Indian Association of Tour Operators (IATO) and other trade organizations. 21.98 percent of the respondents came to know about the scheme through each other, i.e. business partners. None of the beneficiaries got information from advertisement in print media. (Figure 9). This indicates that ministry website and direct correspondence with Ministry officials and are the most important sources of information about the scheme.

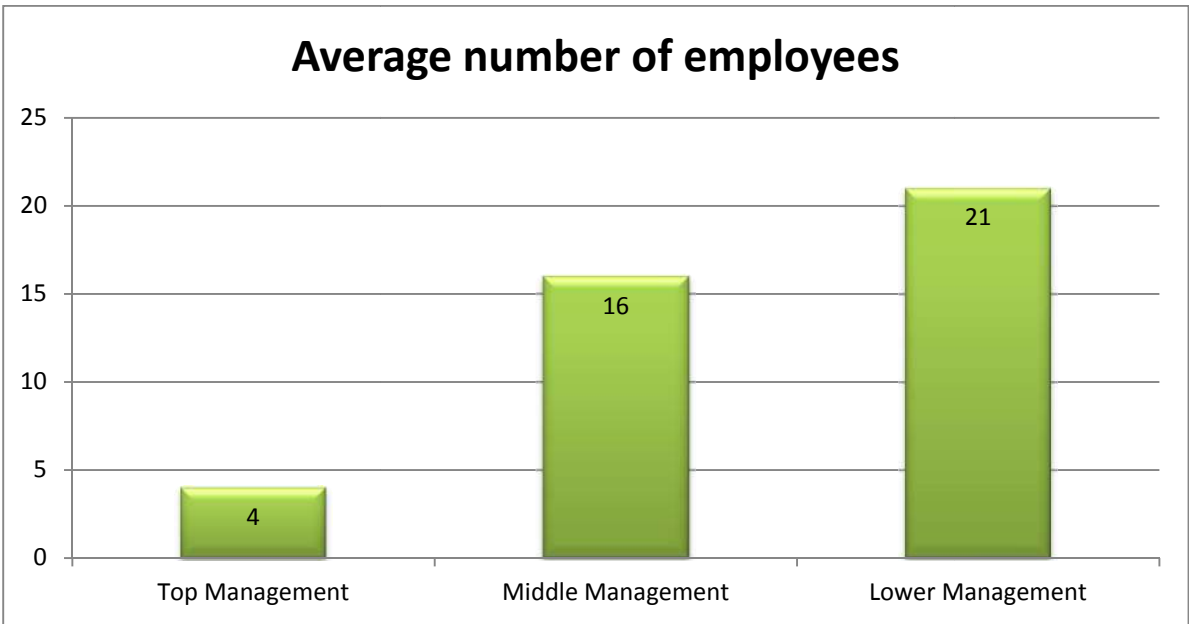
Figure 9 Source of information about MDA Scheme



Source: Primary Survey

4.4 Employee Status of the organizations availing benefits under MDA scheme during 11th 5 year plan

Figure 10 Average number of employees in the beneficiary organizations



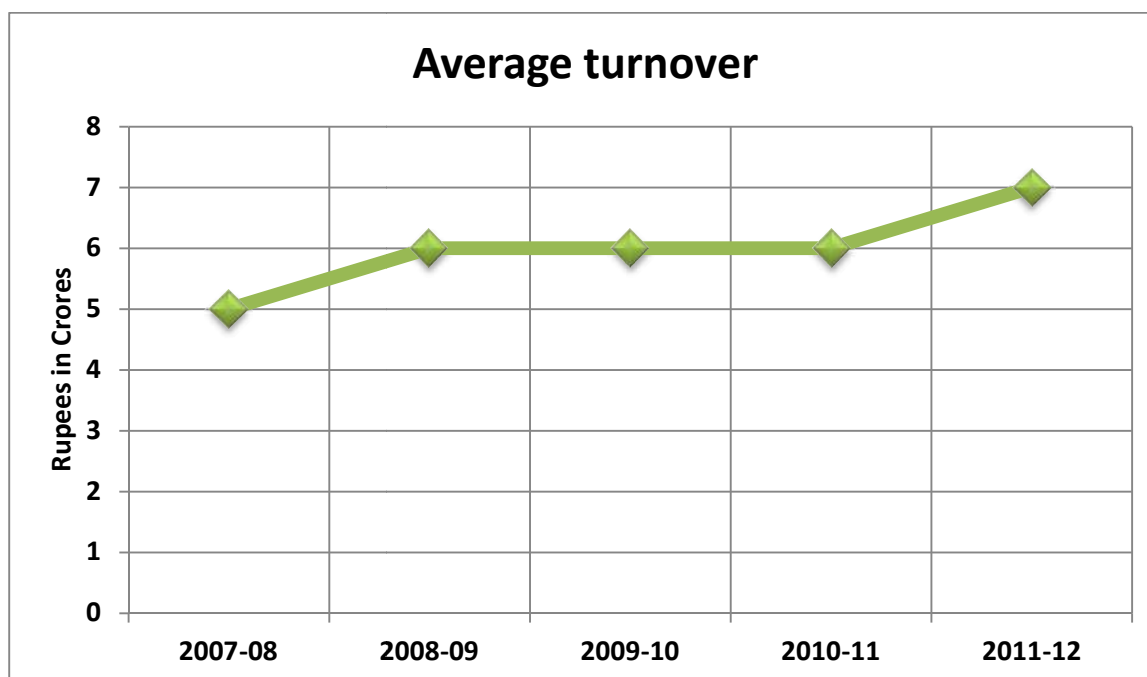
Source: Primary Survey

The organizations availing benefits are small as majority are travel agencies and tour operations firms with average number of employees in the 21 employees in lower management and 16 & 4 respectively at middle level and top levels. (Figure. 10)

4.5 Average turnover

The scheme has a upper ceiling of 20 crores for foreign exchange earnings for organizations approved the Ministry of Tourism, Govt. of India and 20 crores as output for the organizations approved by J&K, and the North Eastern states of India but the survey reveals that the beneficiaries availing the scheme have a much lesser turnover. Average annual turnover of the beneficiary organizations has been Rs 5 crores in 2007-08, Rs 6 crores in 2008-09, 2009-10 and 2010-11. It was Rs 7 crores in 2011-12 (figure 11).

Figure 11 Average turnover of the organizations availing benefits under MDA during 11th 5 year plan



Source: Primary Survey

Analysis of various benefits being offered to approved stake holders under the scheme

In order to evaluate the various scheme components and the benefits, a structured question was administered on the respondents to solicit their opinions on various components of scheme. They were asked to opine if benefits offered shall - remain same at the same level, increase, and decrease and done away with. The data on the same are presented in figure 12 & table 5.

The reading of data indicates :

5.1 A good majority of the respondents (86.81 percent) were of the view that financial assistance to the same person in a financial year shall be doubled.

5.2 As for the financial assistance to be available to tourism service providers with foreign exchange earnings of upto Rs 20 crores & total turnover of Rs 20 crores for the organizations of J&K and N.E.states , a majority with 40.66 percent said that it should remain same. There was a split vote as to whether this ceiling should be increased or decreased, with 24.18 percent saying that it should be decreased whereas 26.37 percent had the opinion that the ceiling of maximum 20 crores should be increased.

It is to be noted that the average annual turnover of the organizations availing scheme benefits was between Rs 5 crore and Rs 7 crore still 26.67% respondents want ceiling to go up.

The continuation of scheme is recommended in the current form. However more organizations from across the country should be encouraged to use it. Since the past five years have seen inflation, the ceiling on eligibility of foreign exchange can be increased as linked to inflation.

5.3 Sales-cum-Study tour

- The respondents had a strong resistance to the scheme component of allowing a maximum of **TWO** trips to a service provider in a financial year. 82.42 percent of the respondents were of the opinion that the condition of tourism provider being eligible for financial assistance for a maximum of TWO trips in financial year should be **increased**.
- For the scheme ceiling of **75 percent of air fare & maximum upto Rs 1,50,000/-**, 64.84 percent of the respondents were of the opinion that this ceiling should be **increased**. 7.69 percent of the respondents were of the opinion that it should be decreased, 6.59 percent wanted this ceiling to be done away with whereas 20.88 percent wanted it to remain same.

The responses above are along expected lines that more support will be demanded but it shall be read with non-representation of beneficiaries from across the country.

The continuance of scheme in the same format is suggested with broader coverage from across the country. Ceiling on financial support can be increased taking into account inflation linked to the air fare.

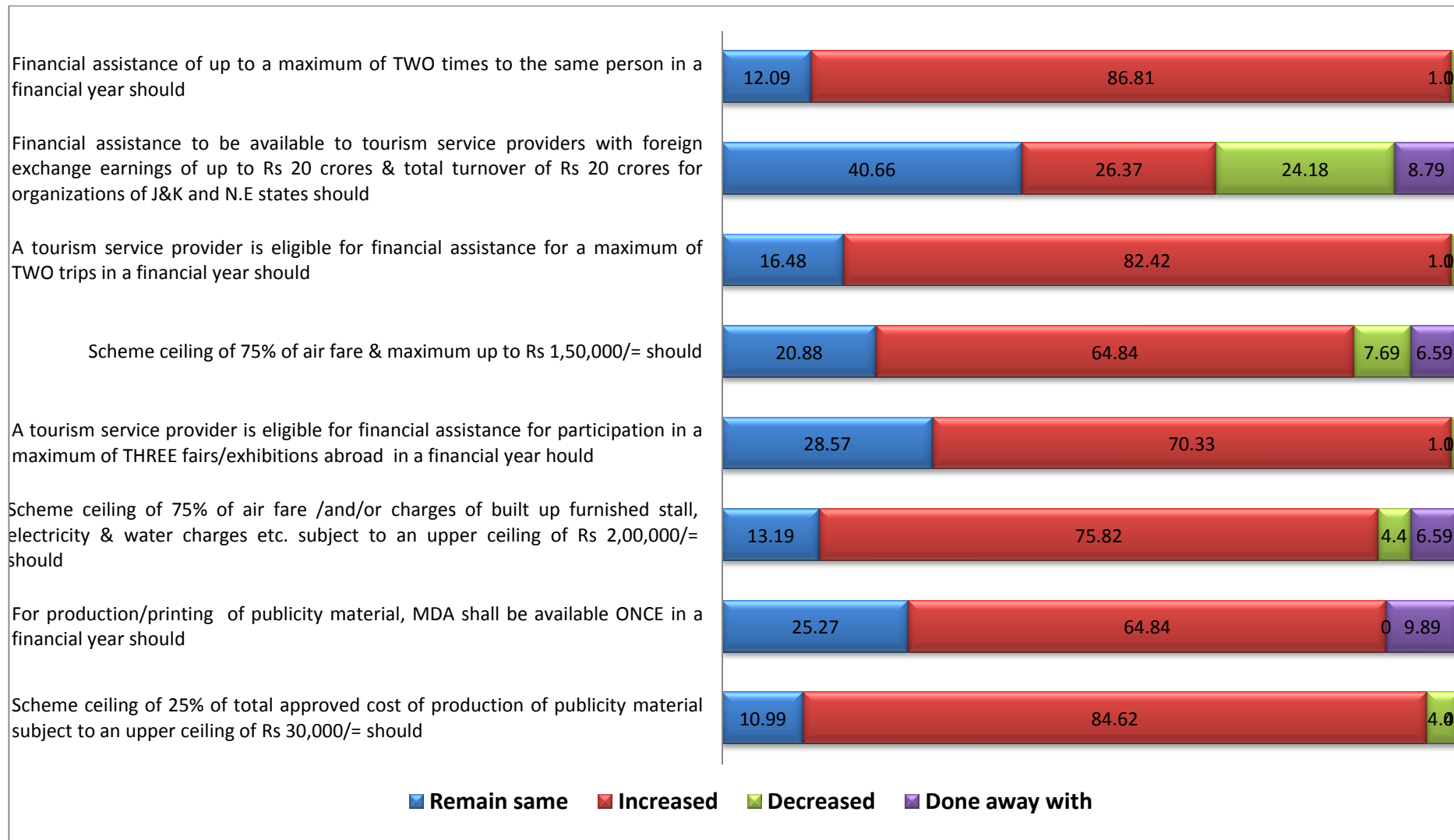
5.4 Participation in Fairs/Exhibitions

- A vast majority of 70.33 percent of the respondents wanted that a service provider's eligibility for financial assistance for participation in a maximum of **THREE fairs/exhibitions** abroad in a financial year should be **increased**. They wanted it to be increased from the current no. of three fairs/exhibitions. However, 28.57 percent were also of the opinion that this ceiling of participation in a maximum of three fairs/exhibitions should remain as it is.
- For the scheme ceiling of 75 percent of air fare /and/or charges of built up furnished stall, electricity & water charges etc. subject to an upper ceiling of Rs 2,00,000/-, a majority with 75.82 percent of the respondents were of the opinion that this upper ceiling of Rs 2,00,000/- should be **increased** and 13.19 percent wanted it to remain same whereas 9.89 percent wanted it to be done away with.

The opinion of beneficiaries is on the lines as expressed for sales cum study tours. They want the benefits to be extended for participation in more fairs than three and ceiling on funds to be raised.

It is suggested that more participants should be covered and ceiling can be price linked.

Figure 12 Evaluation of components of the scheme



Source: Primary Survey

Table 5 Evaluation of components of the scheme

Scheme components	Remain same		Increased		Decreased		Done away with		Total
	Frequency	%	Frequency	%	Frequency	%	Frequency	%	
Financial assistance of up to a maximum of TWO times to the same person in a financial year should	11	12.09	79	86.81	1	1.1	0	0	91
Financial assistance to be available to tourism service providers with foreign exchange earnings of up to Rs 20 crores & total turnover of Rs 20 crores for organizations of J&K and N.E states should	37	40.66	24	26.37	22	24.18	8	8.79	91
Sale cum Study Tour									
A tourism service provider is eligible for financial assistance for a maximum of TWO trips in a financial year should	15	16.48	75	82.42	1	1.1	0	0	91
Scheme ceiling of 75% of air fare & maximum up to Rs 1,50,000/= should	19	20.88	59	64.84	7	7.69	6	6.59	91
Participation in Fairs/Exhibitions									
A tourism service provider is eligible for financial assistance for participation in a maximum of THREE fairs/exhibitions abroad in a financial year should	26	28.57	64	70.33	1	1.1	0	0	91
Scheme ceiling of 75% of air fare /and/or charges of built up furnished stall, electricity & water charges etc. subject to an upper ceiling of Rs 2,00,000/= should	12	13.19	69	75.82	4	4.4	6	6.59	91
Publicity through Printed Material									
For production/printing of publicity material, MDA shall be available ONCE in a financial year should	23	25.27	59	64.84	0	0	9	9.89	91
Scheme ceiling of 25% of total approved cost of production of publicity material subject to an upper ceiling of Rs 30,000/= should	10	10.99	77	84.62	4	4.4	0	0	91

Source: Primary Survey

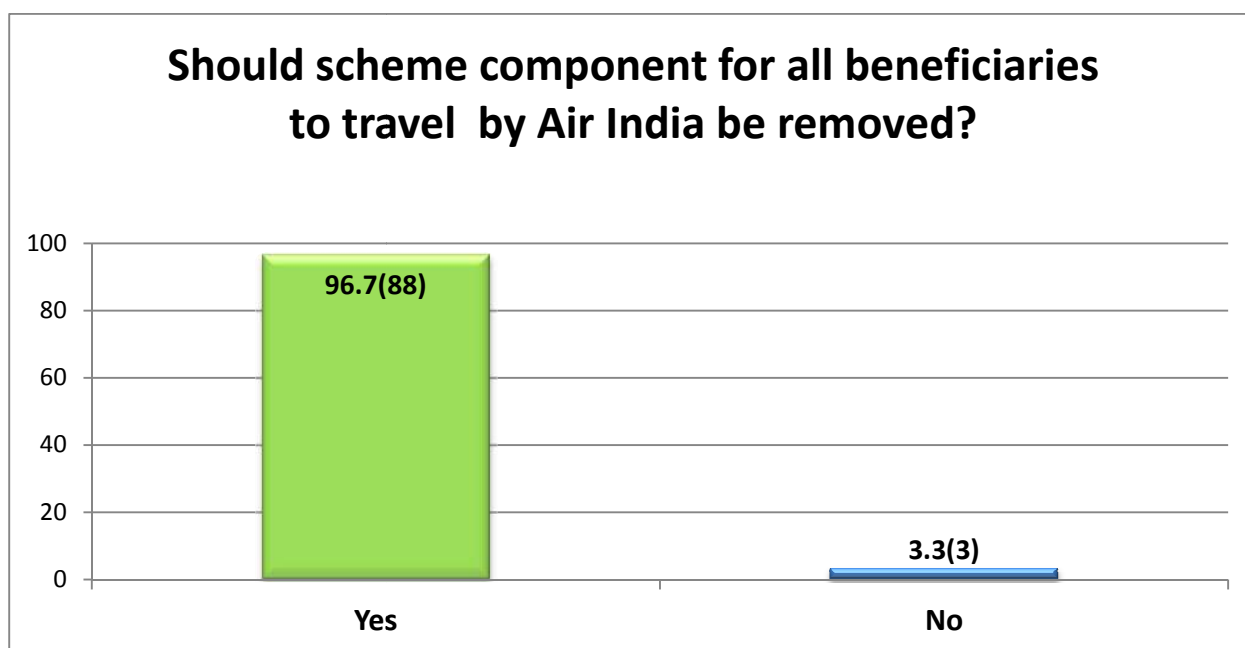
5.5 Publicity through Printed Material

- 64.84 percent respondents wanted that for production/printing of publicity material, MDA which is currently available **ONCE** in a financial year should be **increased** followed by 25.27 percent of the respondents who wanted it to remain same as it is.
- 84.62 percent of the respondents wanted the scheme ceiling of **25 percent of the total approved cost of production of publicity material subject to an upper ceiling of Rs 30,000/-** should be **increased** followed by 10.99 percent who wanted it to remain same.

Here also the benefits can be broad based to include more participants and price linked enhancement in ceiling is suggested.

5.6 When asked about the scheme component of **travel by Air India 96.7 percent(88)** respondents were of the opinion that the condition of travel by Air India should be **done away with** and they should be allowed to travel by other airlines also (figure 13).

Figure 13 View perception of beneficiaries on component of travelling by Air India only



Source: Primary Survey

5.7 As per the scheme no financial assistance is provided for travel within India (see point 2.1.a.1, p15 & 2.2.a.1, p17). Respondents were asked to give their opinion on whether financial assistance should be given within India? On this a big majority with 87 percent suggested that financial assistance to travel within India should also be provided to the beneficiary (figure 14).

This was a hypothetical query as MDA is for overseas promotion.

Figure 14 View perception of beneficiaries on financial assistance for travel within India

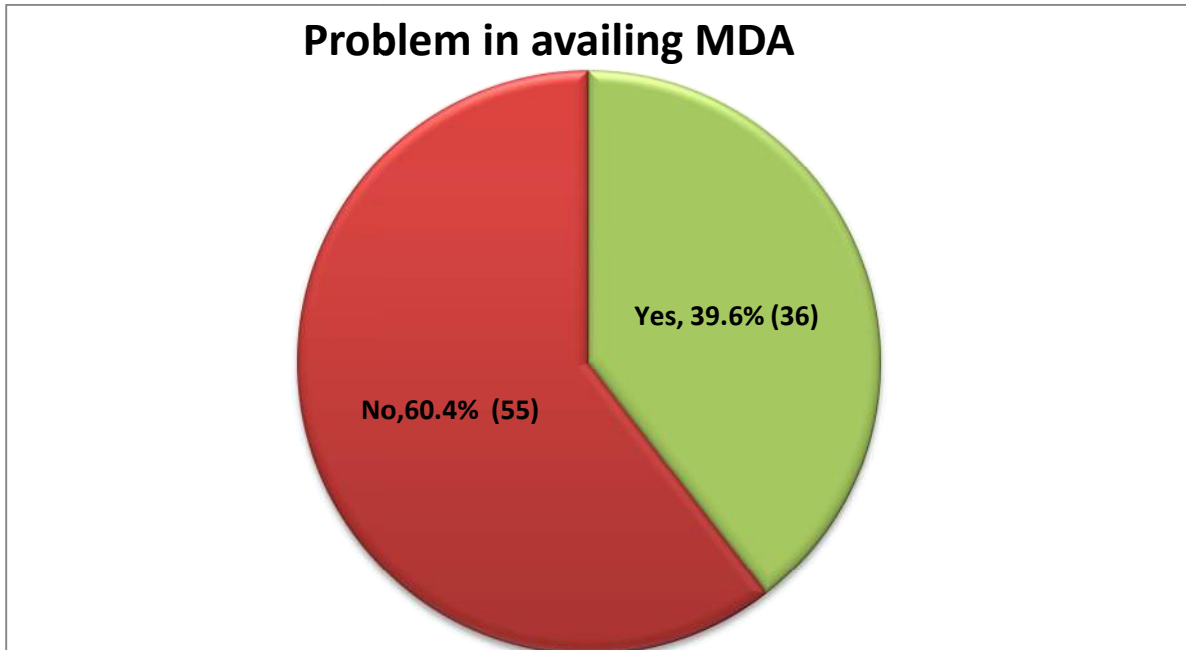


Source: Primary Survey

5.8 When asked, whether the respondents faced any problem while availing MDA scheme 60.4 percent of the respondents were of the opinion that they did not face any problem while availing the scheme where as 39.6% had faced some or the other problem. (Figure 15)

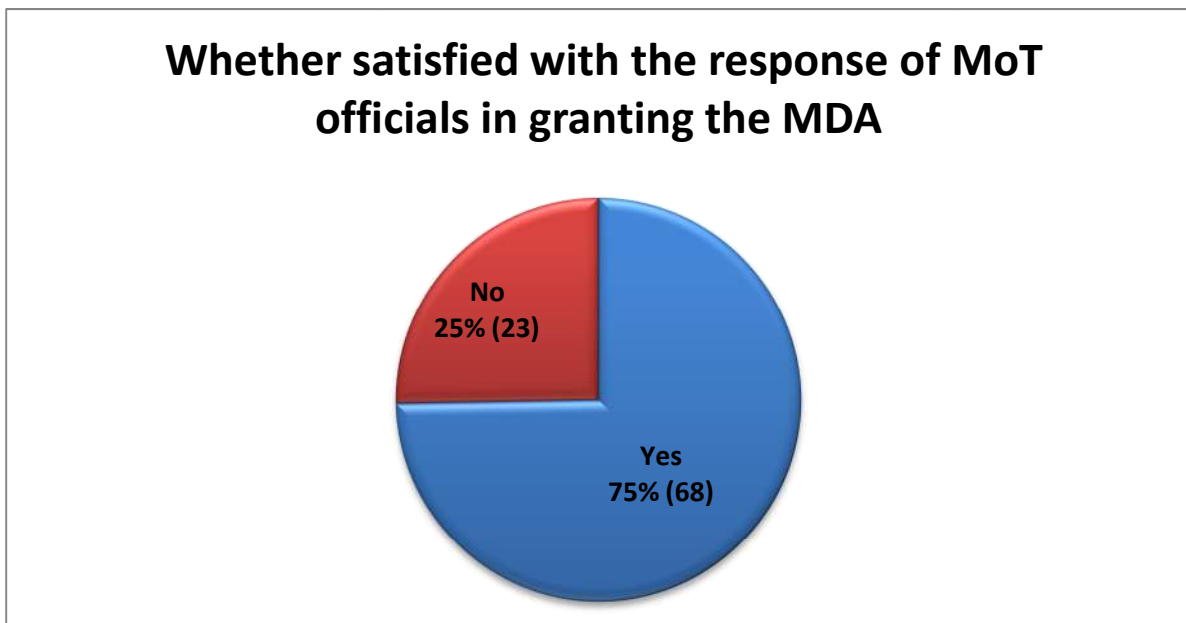
5.9 75 percent of the respondents were satisfied with the response of MoT officials in granting the MDA where as only 25 percent were unsatisfied. (Figure 16)

Figure 15 View perception of beneficiaries on problems in availing MDA Scheme



Source: Primary Survey

Figure 16 View perception of beneficiaries on the response of MoT officials in granting MDA



Source: Primary Survey

Chapter 6

Evaluation of the impact of the scheme and its effectiveness in promotion of tourism to the country

Beneficiaries surveyed were positive of the outcomes of the scheme and suggested that many benefits accrued such as higher visibility for them in client markets, increased business, enhanced awareness of Indian product etc. The important outcomes are as under.

6.1 Structured questions were asked to the respondents to evaluate the impact and effectiveness of the MDA scheme and its various components. An absolute majority of 95.6 percent respondents strongly agreed or agreed that the **assistance availed through the scheme has provided them with greater visibility and they are now more known** (table 6 & figure 17).

6.2 87.91 percent respondents strongly agreed or agreed that post availing the benefits under the scheme the **business has increased and the flow of inbound/outbound tourists for the organization has increased.**

6.3 A vast majority again expressed that their **business opportunities with foreign customers has increased** due to the MDA scheme benefits. 58.24 percent strongly agreed and 32.97 percent agreed that their foreign clientele has increased. There were no disagreements and only 8.79 percent respondents neither agreed nor disagreed.

6.4 As for increase in income and employment opportunities, 27.47 percent strongly agreed and 53.85 percent agreed that there has been an **increase in the income and employment opportunities due to the scheme.**

6.5 98.9 percent respondents strongly agreed or agreed that due to this scheme **awareness of tourism products of India has increased overseas.**

6.6 51.65 percent of the respondents agreed that the **attitude and behavior of tourists has changed due to increased awareness**, with 25.27 percent strongly agreeing to this fact. A small minority of respondents, 2.2 percent, disagreed to this parameter with remaining having a neutral position.

6.7 Of the total number of respondents, 93.4 percent either strongly agreed or agreed that **knowledge of tourist places has increased**. While 6.59 percent remained neutral.

6.8 90.11 percent of the respondent beneficiaries were of the opinion that due to the benefits of the scheme **image of India as a tourist destination has improved**. However 3.3 percent respondents disagreed with it and 6.59 percent had a neutral opinion.

6.9 One of the questions asked was did MDA assistance helped in **increasing the general business of the organization?** To this question 85.71 percent of the beneficiary organizations responded in affirmative while 12.09 percent had a neutral view. Only 2.2 percent responded in negative.

6.10 Of the total respondents, 96.71% either strongly agreed or agreed that the organizations **ability to deal with foreign clients has improved** and MDA assistance has helped them in doing so.

6.11 89.01 percent agreed that after availing the MDA assistance their **organization has a better understanding of the foreign markets and have broaden their horizons**. There were no negative responses to this with only 10.99 percent respondents neither agreed nor disagreed to this parameter.

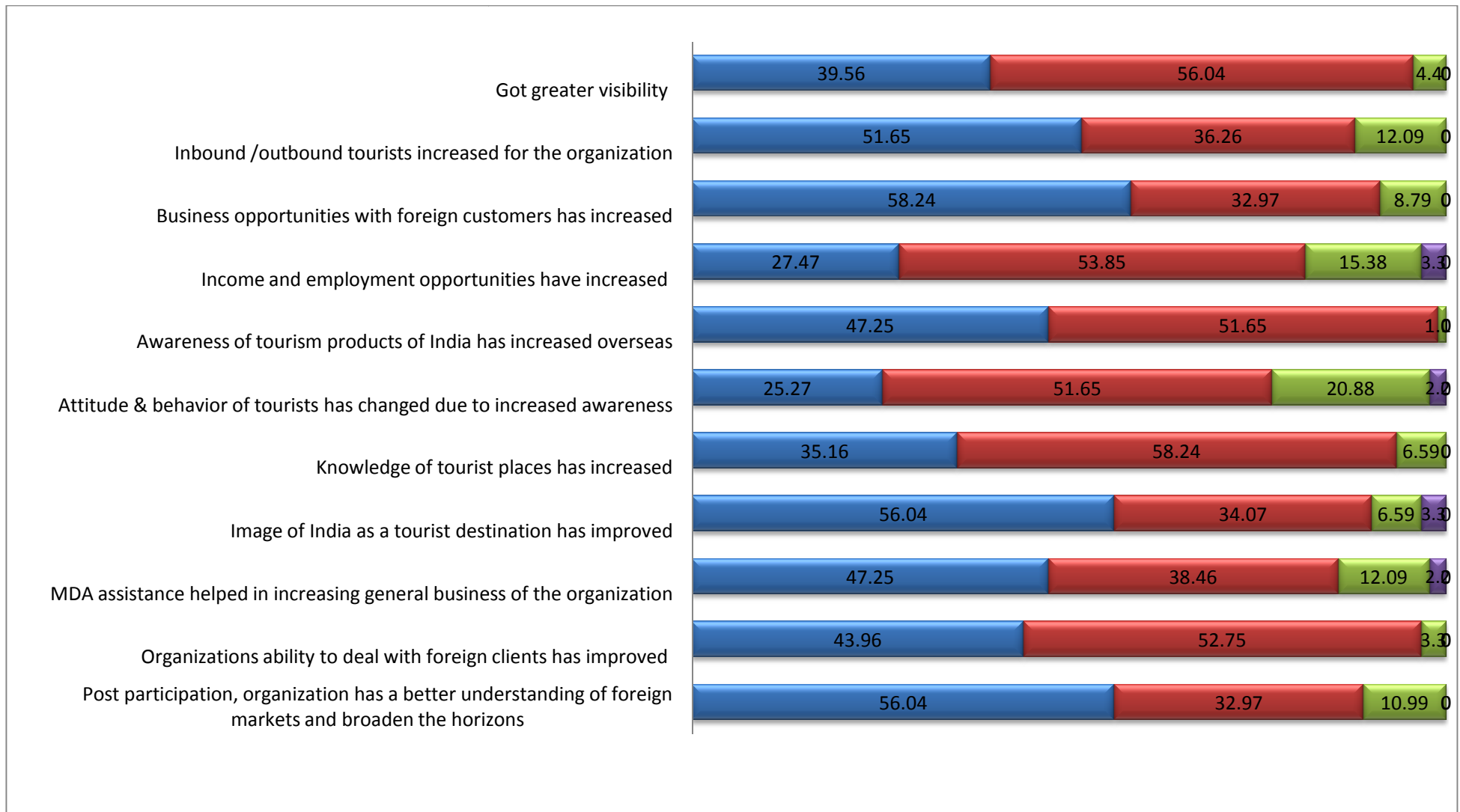
Over all there is a strong positive opinion about the effectiveness of the scheme with a vast majority overall agreeing that the MDA scheme has been very effective on the above given parameters.

Table 6 View perception of the beneficiaries on the impact & effectiveness of the MDA scheme

Parameters	Strongly agree		Agree		Neither agree nor disagree		Disagree		Strongly disagree		Total
	%	Frequency	%	Frequency	%	Frequency	%	Frequency	%	Frequency	
<i>Got greater visibility</i>	39.56	36	56.04	51	4.4	4	0	0	0	0	91
<i>Inbound /outbound tourists increased for the organization</i>	51.65	47	36.26	33	12.09	11	0	0	0	0	91
<i>Business opportunities with foreign customers has increased</i>	58.24	53	32.97	30	8.79	8	0	0	0	0	91
<i>Income and employment opportunities have increased</i>	27.47	25	53.85	49	15.38	14	3.3	3	0	0	91
<i>Awareness of tourism products of India has increased overseas</i>	47.25	43	51.65	47	1.1	1	0	0	0	0	91
<i>Attitude & behavior of tourists has changed due to increased awareness</i>	25.27	23	51.65	47	20.88	19	2.2	2	0	0	91
<i>Knowledge of tourist places has increased</i>	35.16	32	58.24	53	6.59	6	0	0	0	0	91
<i>Image of India as a tourist destination has improved</i>	56.04	51	34.07	31	6.59	6	3.3	3	0	0	91
<i>MDA assistance helped in increasing general business of the organization</i>	47.25	43	38.46	35	12.09	11	2.2	2	0	0	91
<i>Organizations ability to deal with foreign clients has improved</i>	43.96	40	52.75	48	3.3	3	0	0	0	0	91
<i>Post participation, organization has a better understanding of foreign markets and broaden the horizons</i>	56.04	51	32.97	30	10.99	10	0		0	0	91

Source: Primary Survey

Figure 17 View perception of the beneficiaries on the impact & effectiveness of the MDA scheme



Source: Primary Survey

Chapter 7

Observations and recommendations of respondents & trade associations

The beneficiaries also suggested a few areas of scheme that can be relooked to improve the processes and to make it more effective.

7.1 The observation and recommendations from the respondents:

- The process of availing MDA scheme from prior approval to re-imburement is very lengthy and time consuming so the whole process should be fast tracked.
- A lot of paper work is involved for availing the MDA scheme which unnecessarily complicates and lengthens the process so application submission should be made online.
- The same sets of documents are asked for on repeated basis which increases unnecessary hassle and delays the process.
- There are no direct Air India flights to many destinations so for these type of destinations connectivity through Air India increases both time and money which results in wastage as cheaper options are available in other airlines hence condition to travel by air India only should be removed.
- Restrictions on number of visit by same person needs to be either increased or removed as then only he would be able to develop expertise in a given market.
- Grants for same destination should be increased to churn out more business out of the target market.
- Many of the service providers are unaware of the scheme so more publicity of the scheme is required.
- The reason/s for rejection of MDA scheme should be mentioned so that same problems do not rise again.
- The past data of a company should be archived or data base management system (DBMS) be used so that it can be used in further availing of the schemes which will shorten the whole process.
- The time frame to disburse the reimbursement should be shortened.

- Status of prior approval of application is known very late; hence the company is in the condition of uncertainty for a very long time.
- Feedback on the approval is mostly delayed till post arrival from the exhibition or sales cum study tour.
- There is no update on the final realization of the approval from MoT side, till personal follow-up numerous times.
- There is lack of promptness on part of the MoT in granting approval for the MDA Scheme.
- The ministry should give specific relief for promoting Buddhism, rural tourism or other niche products.
- Accommodation assistance or a 50 percent re-imbursement should also be included.
- Assistance in **organizing road shows** in lesser known markets and in organizing **FAM trips for foreign tour operators (FTO)** should also be included under MDA Scheme.
- The Indian pavilion needs to remain alive and active through display of crafts and artists and folk artists in order to increase foot falls into the stalls.
- Companies having turnover more than 20 crores do not need assistance so the upper ceiling of 20 crores should remain same and small and medium scale companies should be given more opportunities and preference while choosing the beneficiaries.
- The format of the application form should be upgraded and be made component specific.

7.2 The observation and recommendations from the industry associations:

Response was also sought from various industry associations on the various components of the scheme and their effectiveness. The following points sum up the response from the associations:

- Participation in at least five sales cum study tour in a year instead of two.
- A set allowance of USD200/Euro 150 for hotel room tariff (per night) be allowed for duration of the fair/exhibition plus two additional nights with maximum limit of 6nights.

- MDA should be allowed to all the MoT recognized tour operators without any restriction of turnover ceiling in the FEE, which is 20 crores at present.
- For sales cum study tour, a set allowance of USD 200/Euro150 for the hotel room tariff(per night) may be sanctioned on the following basis
 - Sales cum study tour of one week-5 nights stay
 - Sales cum study tour of two week-10 nights stay
 - Sales cum study tour of three week-15 nights stay
- Clauses regarding travelling by Air India should be removed and members be allowed to travel by any airline for participation in overseas fairs/exhibitions or sales cum study tour.
- As per the present norms a person can go for participation in fairs/exhibitions for maximum of two times, though the entitlement of a company is three times. However, it should be increased to five times.
- The present maximum limit for production of publicity material is 30,000/- which should be increased to 1, 00,000/- per annum.
- Re-imbursement should be streamlined and a time limit for re-imbursement can be fixed so that beneficiaries get their dues in time.

Conclusions and Recommendations

The focus of study was to evaluate MDA scheme of Ministry of Tourism and to recommend on any corrective measures that need to be taken to make the scheme more effective for the 12th five year plan.

The study involved analysis of both secondary and primary data. Secondary data was provided by Ministry of Tourism, Govt. of India and primary data was collected via scheduled questionnaires.

The interferences drawn and outcome recommendations that follow are:

8.1 Coverage of beneficiaries under scheme

- The spread of beneficiaries of the scheme was skewed towards **Delhi/NCR region** (83.62 percent) and **tour operators & travel agencies** have mostly availed the scheme.
- It is recommended that more publicity be given to the scheme to generate excitement about it among wider set of service providers. The results of the study depict that existing beneficiaries are finding the scheme very rewarding and effective and can be shared with all service providers.

8.2 MDA scheme overall effectiveness and operational issues

8.2.1 Overall effectiveness

Beneficiaries under the scheme have found the scheme useful and have indicated the following benefits as an outcome of efforts made after availing funds under the Scheme:

- Greater visibility in the source markets for their companies.
- Increased business opportunities with foreign customers.
- Increased income and employment opportunities.

- More awareness and knowledge about India now which has changed the attitude and behavior of the tourists and also improved image of India.
- Better understanding of foreign tourists and markets, post participation in events abroad.

The above list of positives supports the conclusion that scheme shall be continued.

8.2.2. Operational issues

- MDA scheme has three components of fairs/exhibitions, sales cum study tour and publicity/printing material. Out of these participation in fairs and festivals is most preferred.
- The average amount released per beneficiary for 2007-2012 period is **Rs 1,09,087** with maximum average amount of Rs 1,98,149 released in year 2007-08.
- The **maximum average amount** was released under **Fairs/exhibition** which amounted to **Rs 1,24,812/-**.
- The most participated fairs/exhibitions were:
 - ITB, Berlin
 - WTM, London
 - IFTM Top Resa, Paris
 - FITUR, Madrid
 - BIT, Milan
- The destinations targeted mostly under sales cum study tour were:
 - USA
 - UK
 - Germany
 - France
 - China

This shows that the main target market was US and European countries where in some companies also went to China.

It is noteworthy that UK, Germany & France are also among the top 10 source countries for foreign tourists arrivals in India (Source: India Tourism Statistics, 2011, Ministry of Tourism).

8.3 MDA Scheme component terms and conditions

- Beneficiaries under the scheme were of the view that financial assistance of upto **TWO** times to the same person in a financial year should be **increased**.
- **Upper ceiling of upto Rs 20 crores be increased.**
- For scheme component of travel by Air India, respondents were of the opinion that the condition of travel **by Air India** should be **done away with**.

8.3.1 Sale-cum-Study tour

- According to the respondents the scheme component of allowing a maximum of **TWO** trips to a service provider in a financial year should be **increased**.
- For the scheme ceiling of **75 percent of air fare & maximum upto Rs 1, 50,000/-**, respondents were of the opinion that this ceiling should be **increased**.

Continuance of scheme in the current format is recommended with raise in ceiling of financial support to match price increases. The mandate of travel by Air India may be waived in case of places which are not directly connected by Air India.

8.3.2 Participation in Fairs/Exhibitions

- A vast majority of the respondents wanted that a service provider's eligibility for financial assistance for participation in a maximum of **THREE fairs/exhibitions** abroad in a financial year should be **increased**.
- For the **scheme ceiling of 75 percent of air fare /and/or charges of built up furnished stall, electricity & water charges etc. subject to an upper ceiling of Rs 2,00,000/-**, a majority of the respondents wanted it to be **increased**.

Continuance of scheme in the current format is recommended with raise in ceiling of financial support to match price increases. Broad basing of beneficiaries is also suggested.

8.3.3 Publicity through Printed Material

- According to the respondents, **production/printing of publicity material** under MDA which is currently available **ONCE** in a financial year should be **increased**.
- Majority of the respondents wanted the scheme ceiling of **25 percent of the total approved cost of production of publicity material subject to an upper ceiling of Rs 30,000/-** to be increased.

Continuance of scheme in the current format is recommended with raise in ceiling of financial support to match price increases. Broad basing of beneficiaries is also suggested

DATA TABLES

Data Table 1 Type of beneficiary organization

S. No.	Type of organization	Frequency	percentage
1	Sole Proprietorship	3	3.3
2	Partnership	5	5.49
3	Private Limited	76	83.52
4	Public	7	7.69
5	Total	91	100

Source: Primary Data

Data Table 2 Type of business

S. No.	Type of Business	Frequency	percentage
1	Hotelier	11	12.09
2	Tour Operators /Travel agent	80	87.91
3	Tourist Transport Operators	0	0
4	Total	91	100

Source: Primary Data

Data Table 3 Total no. of employees working in the organization

S. No.	Number of employees	Frequency	percentage
1	0-10	21	23.07692
2	11 - 20	34	37.36264
3	21 - 30	1	1.098901
4	31 - 40	13	14.28571
5	41 and more	22	24.17582

Source: Primary Data

Data Table 4 Average number of employees

S. No.	Avg. no. of employees	Male	Female	Total
1	Top Management	3.66	1.10	4
2	Middle Management	11.96	3.91	16
3	Lower Management	16.92	2.74	21

Source: Primary Data

Data Table 5 Annual turnover of the organization

S. No.	Year	Average turnover (in Crores)
1	2007-08	5
2	2008-09	6
3	2009-10	6
4	2010-11	6
5	2011-12	7

Source: Primary Data

Data Table 6 Source of information about MDA Scheme

S. No.	Source of information about MDA Scheme	Frequency	percentage
1	MoT website	39	42.86
2	Website other than MoT	0	0
3	Direct correspondence with MoT	29	31.87
4	Through other business partners	20	21.98
5	Through advertisement in print media	0	0
6	Through Trade Association(s)	26	28.57
7	Others	13	14.29
	Total	127	139.56

Source: Primary Data

Data table 7 Problem(s) in availing the MDA scheme

S. No.	Problem(s) in availing the MDA scheme	Frequency	percentage
1	Yes	36	39.56
2	No	55	60.44
3	Total	91	100

Source: Primary Data

Data Table 8 Scheme component of all beneficiaries to travel only by Air India should be removed

S. No.	Component for all beneficiaries to travel by Air India be removed?	Frequency	percentage
1	Yes	88	96.7
2	No	3	3.3
3	Total	91	100

Source: Primary Data

Data table 9 Assistance for travel within India be provided?

<i>S. No.</i>	<i>Assistance for travel within India be provided?</i>	<i>Frequency</i>	<i>percentage</i>
1	Yes	79	86.81
2	No	12	13.19
3	Total	91	100

Source: Primary Data

Data table 10 Satisfied with the response of MoT officials in granting the MDA

<i>S. No.</i>	<i>Satisfied with the response of MoT officials in granting the MDA</i>	<i>Frequency</i>	<i>percentage</i>
1	Yes	68	74.73
2	No	23	25.27
3	Total	91	100

Source: Primary Data

QUESTIONNAIRE

Incredible India

**EVALUATION OF SCHEME OF MDA: COMPONENT OF THE PLAN
SCHEME OF OVERSEAS PROMOTION INCLUDING MDA**

A Study conducted for

Ministry of Tourism

Govt. of India

By



INDIAN INSTITUTE OF TOURISM & TRAVEL MANAGEMENT

(An Organisation of Ministry of Tourism, Govt. of India)

Pusa, New Delhi, India

Greetings from IITTM !!!!

This study on “Evaluation of Scheme of Market Development Assistance (MDA)” is commissioned to IITTM by the Ministry of Tourism (MoT), Govt. of India. Since your organization has been a beneficiary of the scheme, kindly spare a few minutes from your valuable time to fill-up the schedule to help us to evaluate the effectiveness of the scheme and to improve. All the information collected shall be kept strictly confidential and will be used exclusively for the research purposes.

Thank you.

For study team
Chief Investigator
IITTM, Delhi
011-25842135

drpawan.gupta@yahoo.com

Survey Destination :

Name of the interviewer :

I. GENERAL INFORMATION

1. Name and complete address of the organization

2. Type of organization (pls. tick)

1. Proprietorship	2. Joint family	3. Partnership	4. Private Ltd. Co.	5. Public Limited Co.
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3. Type of business (pls. tick)

1. Hotelier	2. Travel Agent	3. Tour Operator	4. Tourist Transport Operator	5. Others (Specify)
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4. Total no. of employees working in the organization

Level	No. of Employees		
	Male	Female	Total
Top Management			
Middle Management			
Lower Management			

5. Annual turnover of the organization

(Rupees in Crores)

2007-08	2008-09	2009-10	2010-11	2011-12

6. Revenue of the organization from different business activities

	Domestic Tsm.	Inbound Tsm.	Outbound Tsm.	Air tckts.	Hotel rooms	Tourist transport
2007-08						
2008-09						
2009-10						
2010-11						
2011-12						

II. DETAILS OF MDA SCHEME AVAILED

7. Your organization has taken financial assistance from MoT under MDA scheme for which of the following:

Scheme	Year(s)	No. of times	Amount sanctioned (Rs)
A. Sale cum study tour			
B. Participation in Fairs/Exhibitions			
3.Publicity through printed material			

8. Details of assistance taken (Fill the appropriate one)

8.A Sales-cum-study tour

- 8.A.1 Name of the study tour attended _____
- 8.A.2 Countries visited _____
- 8.A.3 Year and duration of stay _____
- 8.A.4 Amount sanctioned under MDA scheme _____
- 8.A.5 Name and designation of the person who represented your organization _____

8.B Participation in Fairs/Exhibitions

- 8.B.1 Name(s) of fair/exhibition attended _____
- 8.B.2 Countries visited _____
- 8.B.3 Year and duration of stay _____
- 8.B.4 Amount sanctioned under MDA scheme _____
- 8.B.5 Name and designation of the person who represented your organization _____
- 8.B.6 Type of fair (tick the appropriate)
 - a. B to B
 - b. B to C
- 8.B.7 Did you set up a stall in the fair/exhibition: Yes No

8.C Publicity through printed material

8.C.1 Specify the type of publicity material published

Brochure	Pamphlets	Flyers	Handouts
Books	Product catalogues	Any other(specify)	

- 8.C.2 Amount sanctioned under MDA scheme _____
- 8.C.3 Name and designation of the person who represented your organization _____
- 8.C.4 Countries targeted under the scheme assistance

9. How did you come to know about MDA scheme?

S.no	Source	✓
1.	MoT website	
2.	Website other than MoT	
3.	Direct correspondence with MoT	
4.	Through other business partners	
5.	Through advertisement in print media	
6.	Through trade association(s)	
7.	Others (pls. specify)	

III. BENEFITS OF MDA SCHEME

10.1 Effectiveness of the MDA scheme

S.No	Parameters	Strongly agree	Agree	Neither agree nor disagree	Disagree	Strongly disagree
1	Got greater visibility					
2	Inbound /outbound tourists increased for the organization					
3	Business opportunities with foreign customers has increased					
4	Income and employment opportunities have increased					
5	Awareness of tourism products of India has increased overseas					
6	Attitude & behavior of tourists has changed due to increased awareness					
7	Knowledge of tourist places has increased					
8	Image of India as a tourist destination has improved					
9	MDA assistance helped in increasing general business of the organization					
10	Organizations ability to deal with foreign clients has improved					
11	Post participation, organization has a better understanding of foreign markets and broaden the horizons					

10.2 Did you face any problem(s) in availing the MDA scheme? YES NO

10.3 If yes, pls. specify the problem(s) faced

IV. MDA SCHEME COMPONENTS

11.1 Scheme component of all beneficiaries to travel only by Air India should be removed YES NO

11.2 Should financial assistance for travel within India be provided?

YES NO

11.3

S.no	Scheme components	Remain same	Increased	Decreased	Done away with
1.	Financial assistance of up to a maximum of TWO times to the same person in a financial year should				
2.	Financial assistance to be available to tourism service providers with foreign exchange earnings of up to Rs 20 crores & total turnover of Rs 20 crores for organizations of J&K and N.E states should				
3.	Sale- cum-study tour				
	i. A tourism service provider is eligible for financial assistance for a maximum of TWO trips in a financial year should				
	ii. Scheme ceiling of 75% of air fare & maximum up to Rs 1,50,000/= should				
4.	Participation in Fairs/exhibitions				
	i. A tourism service provider is eligible for financial assistance for participation in a maximum of THREE fairs/exhibitions abroad in a financial year should				
	ii. Scheme ceiling of 75% of air fare /and/or charges of built up furnished stall, electricity & water charges etc. subject to an upper ceiling of Rs 2,00,000/= should				

5.	Publicity through printed material				
	i. For production/printing of publicity material, MDA shall be available ONCE in a financial year should				
	ii. Scheme ceiling of 25% of total approved cost of production of publicity material subject to an upper ceiling of Rs 30,000/= should				

12. Are you satisfied with the response of MoT officials in granting the MDA?

YES

NO

12.1 If NO, pls specify the reasons

13. What improvements do you suggest for MDA on the lines of :

13.1 Choosing beneficiaries

13.2 Processing of requests

13.3 Including additional areas for MDA

14. Any other suggestion:

Thank You !

ANNEXURE-III

BENEFICIARIES DETAILS

2007-08 Beneficiaries

S. NO	Name of the Persons	Name of Company	Countries/ Fairs visited	Dates of visit	Amount released	Sanction No.
1.	Mr.V.H.Veigas,Proprietor	M/S Varun Voyages,New Delhi	WTM London	14/10/06 to 11/11/06	87,640	5(80)/06 -MDA
2.	Mr.Nidhish Sharma Director	M/S Garhwal Tours&Trckking Uttarachal	Sale Cum Study tour to Germany & Austria	9/1/07 to 4/2/07	65,374	5(98)/06 -MDA
3.	Mr.Debabrata Das General Manager	M/S Travelite (India) New Delhi	Sale Cum Study tour to Spain	28/1/07 to 3/2/07	36,485	5(95)/06 -MDA
4.	Mr.Shivarjun Singh General Manager	M/S The Desert Resort Mandawa Haveli Jaipur	WTM in London	6/11/06 to 9/11/06	91,857	5(75)/06 -MDA
5.	Mr.Sujit Bannerjee Director	M/S Yatrik.Com Tours & Travels Pvt.Ltd N.Delhi	ILTM at Cannes	2/12/06 to 8/12/06	1,10,000 ,00	5(81)/06 -MDA
6.	Mr.Vibhas Prasad Dirctor	M/S The Corbett Hideaway Uttaranchal	Sale Cum Study tour to UK	1/11/06 to 12/11/06	21,454	5(84)/06 -MDA
7.	Mr.Thakur Sunder Singh	M/S Hotel Karni Bhawan jodhpur	WTM in London	4/11/06 to 29/11/06	22,500	5(88)/06 -MDA
8.	Mr.Ajay Thakur	M/S India Vision Tours & Travels N,Delhi	Sale Cum Study tour to Turkey	13/2/07 to 20/2/07	22,704	5(3)/07-MDA
9.	Mr.Gaurav Sethi Executive Director	M/S Ashoka Holidays Jaipur	Sale Cum Study tour to Australia	25/8/06 to 24/9/06	34,750	5(52)/06 -MDA

10.	Mr.Vipan Sharma Managing Director	M/S AirCruise Holidays Pvt.Ltd N.Delhi	ITB in Berlin	6/3/07 to 11/3/07	1,10,000	5(20)/07 -MDA
11.	Mr.Sanjay Razdan Partner	M/S Razdan Holidays New Delhi	ITB in Berlin	6/3/07 to 14/3/07	79,875	5(15)/07 -MDA
12.	Mr.R.K.Gupta Director	M/S Amar Tours&Travels Gurgaon	ITB in Berlin	6/3/07/t o 12/3/07	1,10,000	5(2)/07- MDA
13.	Mr.Tajbir Singh Anand	M/S Holiday Moods Adventures Pvt.L N.Delhi	ITB in Berlin	5/3/07 to 14/3/07	70,883	5(6)/07- MDA
14.	Mr.Vinayak Koul Director	Snowlion Expeditions Pvt.Ltd N.Delhi	Sale Cum Study tour to Germany & Switzerland	5/3/07 to 21/3/07	36,031	5(18)/07 -MDA
15.	Ms.Shobha Menon	Paradise Tours & Travels Kerala	ITB in Berlin		6,459	5(13)/07 -MDA
16.	Mr. Lally Mathews	Sanction No. and Dateacations Travels & Tours(p) Ltd N,Delhi	ITB in Berlin	6/3/07 to 17/3/07	61,672	5(8)/07- MDA
17.	Mr.Bhim Singh	Rajasthan Tours Pvt.Ltd Jaipur	ITB in Berlin		18,000	5(19)/07 -MDA
18.	Mr.Vijay Thakur	India Vision Tours & Travels N,Delhi	ITB in Berlin		61,697	5(9)/07- MDA
19.	Mr.S.K.Mehta	Raag Travel PRO New Delhi	WTM in London		83,592	5(89)/07 -MDA
20.	Ms.Shobha Menon	Paradise Tours & Travels Kerala	ITB in berlin		61,380	5(7)/07- MDA
21.	Mr.Ranju Joscph	Pioneer Personalised Holidays (p) Ltd Cochin	ITB 2007 in Berlin		93,000	5(5)/07- MDA

Evaluation of Scheme of MDA

22.	Mr.Rajesh Mudgil	Planet Indai Travels (p) Ltd New Delhi	ITB 2007 in Berlin		61,230	5(1)/07-MDA
23.	Mr.Captain Swadesh Kumar	Shikhar Travels (India)Pvt Ltd NewDelhi	IMEX 2007 in Frankfurt		1,10,000	5(24)/07-MDA
24.	Mr.Sharat Chandra	State Express Tours Pvt,Ltd New Delhi	FITUR 2007 in Madrid		85,063	5(99)/07-MDA
25.	Mr.Akshay Kumar	Mercury Himalayan Exploration Ltd N,Delhi	ITB 2007 in Berlin		18,000	5(28)/07-MDA
26.	Mr.K.C.Chandrah asan	Kerala Travels Interserve Ltd Thiruvanthapuram	ITB 2007in Berlin		93,000	5(17)/07-MDA
27.	Mr. Mandip Singh Soin	Ibex Expeditions Pvt Ltd New Delhi	WTM in London		82,776	5(90)/06-MDA
28.	Mr.Naresh Trehan	Twenty First Century Travels Pvt Ltd New Delhi	Sale Cum Study tour to USA		48,537	5(27)/07-MDA
29.	Mr.Ashok Koul	Snowlion Expeditions Pvt Ltd New Delhi	ITB 2007 in Berlin		61,995	5(14)/07-MDA
30.	Mr.S.P.Ahuja	Mercury Himalayan Explorations L New Delhi	Sale Cum Study tour to Los Angeles & North Carolina		40,712	5(103)/06-MDA
31.	Mr.Jatinder S Taneja	Travel Spirit Interational New Delhi	BIT in Milan		91,841	5(102)/06-MDA
32.	Mr.Ralph de Souza	Aldeia Santa Rita Calangute Goa	Sale Cum Study tour to London		75,000	5(26)/07-MDA
33.	Mr.Zuber Patrawala	Travels & Tours Mumbai	Sale Cum Study tour to Norway & France		41,947	5(29)/07-MDA

Evaluation of Scheme of MDA

34.	Mr.Vishwas Makhija	India Insight Tours Gurgaon	Sale Cum Study tour to France, Holland, Germany & Spain		60,538	5(91)/06 -MDA
35.	Mr.Sharat Chandra	State Express Travels New Delhi	Sale Cum Study tour to China		23,537	5(38)/07 -MDA
36.	Mr.Sandeep Jain	Special Holidays Travel New Delhi	WTM in London	5/11/06 to 11/11/06	85,913	5(71)/06 -MDA
37.	Mrs.Rekha Gupta	State Express Tours New Delhi	Sale Cum Study tour to Holland & Italy		30,067	5(32)/07 -MDA
38.	Mr.V.H.Veigas	Varun Voyages New Delhi	ATM in Dubai		76,161	5(23)/07 -MDA
39.	Mr.Zuber Patrawala	AIZ Travels & Tours Mumbai	Sale Cum Study tour to South Africa & UAE	4.8.07 to 7/8/07	27,870	5(33)/07 -MDA
40.	Mr.Ajeet Bajaj	Snow Leopard Adventures New Delhi	PATA Travel Mart		66,490	5(36)/07 -MDA
41.	Mr.Prashant Tomar	Indo Holidays New Delhi	Sale Cum Study tour to South Korea	22/9/07 to 2/10/07	28,803	5(35)/07 -MDA
42.	Mr. Vinayak Koul	Snowlion Expeditions New Delhi	Sale Cum Study tour to UK	10/11/07 to 10/11/07	27,699	5(56)/07 -MDA
43.	Mr. R.K.Gupta	Amar Tours & Travels Gurgaon	Sale Cum Study tour to Russia & Ukraine	16/9/07 to 29/9/07	22,137	5(43)/07 -MDA
44.	Mr.Ranju Joseph	Pioeer Personalised Holidays Kerala	Participation in Top Resa in Deauville,France	24/9/07 to 1/10/07	94,975	5(34)/07 -MDA
45.	Mr.Raghu	B B Voyage Pvt.Ltd	Participation in Top Resa in	23/9/07 to	1,10,000	5(47)/07

Evaluation of Scheme of MDA

	Narayan Swamy	New Delhi	Deauville,France	22/10/07		-MDA
46.	Mr.Vinayak Koul	Snowlion Expeditions Pvt.Ltd New Delhi	Sale Cum Study tour to UK	10/11/07 to 17/11/07	27,699	5(56)/07 -MDA
47.	Mr.Sanjeev Chandra	State Express New Delhi	BIT in Milan	19/2/07 to 26/2/07	1,05,398	5(101)/06-MDA
48.	Mr.Ashok Koul	Snowlion Expeditions Pvt.Ltd New Delhi	WTM in London	10/11/07 to 16/11/07	1,10,000	5(55)/07 -MDA
49.	Mr.Rajesh Mudgill	Planct India Travels New Delhi	WTM in London	10/11/07 to 15/11/07	1.10.000	5(60)/07 -MDA
50.	Ms.Radhika Rana	Dynamic Tours Pvt Ltd New Delhi	WTM in London	9/11/07 to 18/11/07	1,10,000	5(64)/07 -MDA
51.	Mr.Ubaid-Ur-Rehman	Travelite (India)New Delhi	Sale Cum Study tour to Mexico & USA	16/10/07 to 30/10/07	1,07,332	5(39)/07 -MDA
52.	Mr.Akshay Ahuja	Zutshi Travel World Services New Delhi	WTM in London	10/11/07 to 18 11/07	55,487	5(53)/07 -MDA
53.	Mr.S.N.Sharma	Scenic Journeys New Delhi	WTM in London	10/11/07 to 18/11/07	1,10,000	5(63)/07 -MDA
54.	Mr.Ravi Raman Gosain	Erco Travels New Delhi	Participation in FTUR in Madrid	24/1/07 to 12/2/07	97,375	5(97)/06 -MDA
55.	Mr.K.K.Basu	Ideas Cell Tours New Delhi	Sale Cum Study tour to USA	1/10/07 to 12/10 /07	35,702	5(69)/07 -MDA
56.	Mr.Sarabjit Singh	Travelite (India) New Delhi	PATA Travel Mart in Bali	24/9/07 to	71,873	5(40)/07 -MDA

Evaluation of Scheme of MDA

				29/9/07		
57.	Mr.Muthu Kumar	Apollo Voyages New Delhi	WTM in London	10/11/07 to 16/11/07	1,10,000	5(61)/07 -MDA
58.	Mr.J.S.Nayal	Era Tours & Travels New Delhi	Travel Mart in Kunming in China	30/10/07 to 3/11/07	22,494	5(54)/07 -MDA
59.	Mr.Gian Taneja	Mystic Tours New Delhi	WTM in London		3000	5(62)/07 -MDA
60.	Mr.S.N.Sharma	Scenic Journeys New Delhi	EIBTM in Barcelona	26/11/07 to 1/12/07	1,10,000	5(71)/07 -MDA
61.	Mr.David K Singh	Eco Adventures New Delhi	WTM in London	4/11/07 to 24/12/07	1,10,000	5(86)/07 -MDA
62.	Mr.Mehak Prasad	KTC (India)New Delhi	Sale Cum Study tour to USA	11/11/07 to 20/11/07	27,547	5(65)/07 -MDA
63.	Mr.Timir Baran Pattanaik	Toshali Tours & Travels Gurgaon	WTM in London	5/11/06 to 12/11/06	21,720	5(100)/06-MDA
64.	Mr.Prabodh Badoin	Chariotindia New Delhi	Sale Cum Study tour to USA	21/9/07 to 9/10/07	41,174	5(46)/07 -MDA
65.	Mr.Manish Mehra	Excel Network Tours & Conference New Delhi	Sale Cum Study tour to UK	10/11/07 to 18/11/07	28,060	5(73)/07 -MDA
66.	Mr.Rashmikant Gandhi	Indai Vision Tours & Travels New Delhi	Participation in Top Resa in Deauville	23/9/07 to 30/9/07	66,895	5(41)/07 -MDA
67.	Mr.Sharat Chandra	State Express Travels New Delhi	Participation in FITUR in Madrid	18/1/06 to 5/2/06	95,511	5(20)/06 -MDA
68.	Mr.Ravi Raman	Erco Travels Delhi	WTM in London	11/11/06	1,10,000	5(68)/07

Evaluation of Scheme of MDA

	Singh			to 22/11/06		-MDA
69.	Mr.Avjit Kalha Bose	Mystic Toues New Delhi	WTM in London	11/11/07 to 16/11/07	1,10,000	5(50)/07 -MDA
70.	Mr.Ranju Joseph	Pioneer Personalised Holidays Cochin	WTM in London	7/11/06 to 18/11/06	1,10,000	5(52)/07 -MDA
71.	Mr.Marius Monteiro	Cavala The Seaside Resort Goa	Sale Cum Study tour to UK & Spain	27/1/08 to 10/2/08	66,055	5(86)/07 -MDA
72.	Mr.P.K.Marwah	Indian Travel Promotion Co Gurgaon	WTM in London	9/11/07 to 11/11/07	64,447	5(66)/07 -MDA
73.	Mr.S.K.Yadav	Wanderlust Travels New Delhi	WTM in London	11/11/07 to 17/11/07	1,10,000	5(58)/07 -MDA
74.	Mr.Anubhav Gupta	Sharp Travels (India) New Delhi	TTG-Incrontri in Italy	8/10/07 to 22/10/07	85,495	5(45)/07 -MDA
75.	Mr.Avijit Kalha Bose	Mystic Tours New Delhi	FITUR in Madrid	28/1/08 to 4/2/08	1,10,000	5(81)/07 -MDA
76.	Mr.Anubhav Gupta	Sharp Travels (India)New Delhi	Sale Cum Study tour to Switzerland,Germ any,France,Belgiu m & UK	2/12/07 to 10/12/07	49,570	5(77)/07 -MDA
77.	Mr.Sharat Chandra	State Express Tours New Delhi	FITUR in Madrid	29/2/08 to 8/2/08	1,10,000	5(82)/07 -MDA
78.	Mr.S.K.Yadav	Wanderlust Travels New Delhi	ITB in Berlin	6/3/07 to 12/3/07	71,680	5(21)/07 -MDA
79.	Mr.P.Balasubra manyam	Namaste Tours Gurgaon	FITUR in Madrid	29/2/08 to 4/2/08	1,10,000	5(85)/07 -MDA

80.	Ms.Radhika Rana	Dynamic Tours New Delhi	ITB in Berlin	5/3/08 to 9/3/08	1,10,000	5(100)/07-MDA
81.	Ms.Rita Shah	Hotel Hans Plaza New Delhi	FITUR in Madrid	28/1/08 to 4/2/08	1,10,000	5(87)/07-MDA
82.	Mr.Nidhish Sharma	Gartwal Tiurs & Trekking Dehradun	Sale Cum Study tour to Austria & Germany	11/1/08 to 22/1/08	37,274	5(80)/07-MDA
83.	Mr.Raghu Narayan Swamy	B B Voyage Janak Puri Delhi	Participation in Brussels Travel Expo	2/12/07 to 17/12/07	1,10,000	5(92)/07-MDA
84.	Mr.Bhim Singh	Rajasthan Tours Jaipur	WTM in London	7/11/07 to 24/11/07	26,947	5(76)/07-MDA
85.	Mr.N.N.Satapathy	Travelite (India) New Delhi	Sale Cum Study tour to Portugal & Spain	16/1/08 to 4/2/08	36,148	5(89)/07-MDA

2008-09 Beneficiaries

Sr. No.	Name of the Person	Name of Company	Countries/ Fairs visited	Dates of visit	Amount released	Sanction No.
1	Mr. Swarup De Chowdhury	Indebo India Pvt. Ltd., New Delhi	ITB in Berlin	04-03-08 to 10/03/08	1,10,000	5(1)/08-MDA
2	Mr. Ravi Ramaswamy	Indebo India Pvt. Ltd., New Delhi	Sale Cum Study tour to Belgium, Germany & Sweden	4/3/08 to 20/3/08	32,447	5(3)/08-MDA
3	Mr. Vinay Kumar Marwah	Uday Tours & Travels Pvt. Ltd., New Delhi	Participation in Brussels Travel Expo	2/12/07 to 15/12/07	68,720	5(79)/07-MDA

Evaluation of Scheme of MDA

4	Mr. Naresh Trehan	Twenty First Century Travels, New Delhi	Sale Cum Study tour to Norway	8/1/08 to 17/1/08	33,787	5(84)/07- MDA
5	Mr. Jatinder Taneja	Travel Spirit International Taneja, New Delhi	Participation in BIT Fair in Milan	21/2/08 to 27/2/08	1,10,000	5(98)/07- MDA
6	Mr. Ashok Koul	Snowlion Expedition, New Delhi	Participation in ITB Fair in Berlin	3/3/08 to 9/3/08	98,088	5(105)/07- MDA
7	Mr. Jawahir Koul	Snowlion Expedition, New Delhi	Sale Cum Study tour to Germany	3/3/08 to 9/3/08	30,123	5(104)/07- MDA
8	Mr. Pankaj Kohli	Indebo India, New Delhi	Sale Cum Study tour to Sri Lanka, Singapore & Thailand	19/3/08 to 30/3/08	41,701	5(2)/08- MDA
9	Mr. Surinder Singh	Holizon Travelwide, New Delhi	Participation in FITUR in Madrid	27/1/08 to 11/2/08	64,318	5(91)/07- MDA
10	Mr. Nidheesh Sexena	Pragama Travels, New Delhi	ITB in Berlin	03-3-08 to 14/3/08	97,294	5(16)/07- MDA
11	Mr. Sanjay Aery	Eternity Travel & Tour, New Delhi	Sale Cum Study tour to Finland & UK	14/8/07 to 22/8/07	25,027	5(31)/07- MDA
12	Mr. P Balasubramanian	Namaste Tours, Gurgaon	WTM in London	2/11/07 to 11/11/07	1,10,000	5(59)/07- MDA
13	Mr. Ravi Raman Gosain	Erco Travels, Delhi	FITUR in Madrid	25/1/08 to 4/2/08	27,028	5(88)/07- MDA
14	Mr. J. S. Nayal	Era Tours & Travels, New Delhi	Sale Cum Study tour to China	9/6/08 to 27/6/08	28,474	5(26)/08- MDA

15	Mr. S.K. Yadav	Wanderlust Travels, New Delhi	ITB in Berlin	4/3/08 to 9/3/08	95,620	5(97)/07- MDA
16	Mr. Sarabjit Singh	KTC India, New Delhi	MITT Fair in Mascow	16/3/08 to 22/3/08	1,10,000	5(21)/08- MDA
17	Mr. Amandeep Singh	Jasbhag Tour & Travels, Jaipur	Production of Publicity Material		15,000	5(17)/08- MDA
18	Mr. Sanjeev Chandra	State Express, New Delhi	TTG Fair in Rimini, Italy	8/10/07 to 20/10/07	61,000	5(44)/07- MDA
19	Mr. Sanjeev Chandra	State Express, New Delhi	BIT Fair in Milan	19/2/08 to 25/2/08	93,732	5(93)/07- MDA
20	Mr. Ajeet Bajaj	Snow Leopard Adventures, New Delhi	WTM in London	11/11/08 to 16/11/08	1,10,000	5(51)/07- MDA
21	Mr. Akahay Kumar	Mercury Himalayan Exploartion, New Delhi	Sale Cum Study tour to Germany	1/3/08 to 10/3/08	29,401	5(20)/08- MDA
22	Mr. Raman S. Taneja	Flexi Tours, New Delhi	ITB in Berlin	4/3/08 to 10/3/08	97,105	5(15)/08- MDA
23	Mrs. A. Bose	Mystic Tours, New Delhi	Participation in International Travel Expo in Hong Kong	10/6/08 to 16/6/08	1,10,000	5(25)/08- MDA
24	Mr. Satish Gupta	Sharp Travels India, New Delhi	BIT Fair in Milan	14/11/08 to 25/11/08	1,10,000	5(4)/08- MDA
25	Mr. Heera Lohiya	Indo Journeys, New Delhi	ITB in Berlin	2/3/08 to 22/3/08	1,10,000	5(6)/08- MDA
26	Mr. Muthu	Apollo Voyages,	ITB in Berlin	4/3/08 to	90,288	5(103)/07-

Evaluation of Scheme of MDA

	Kumaran	New Delhi		10/3/08		MDA
27	Ms. Monisha Makhija	Luxury India Holidays, Gurgaon	Sale Cum Study tour to USA	25/4/08 to 12/5/08	44,834	5(24)/08- MDA
28	Mr. R.K. Gupta	Amar Tours & Travels, Gurgaon	ITB in Berlin	4/3/08 to 10/3/08	1,10,000	5(99)/07- MDA
29	Mr. Zuber Patrawala	AIZ Travels & Tours, Mumbai	Sale Cum Study tour to South Africa	6/6/08 to 29/6/08	33,904	5(29)/08- MDA
30	Mr. Satish Gupta	Sharp Travels India, New Delhi	Sale Cum Study tour to Germany	4/3/08 to 9/3/08	62,500	5(5)/08- MDA
31	Mr. Aditya Loomba	ET Trav Aides New Delhi	Sale Cum Study tour to USA	13/4/08 to 22/4/08	74,250	5(106)/07- MDA
32	Mr. Avjit Samajdar	Indo Holidays New Delhi	Distribution of Publicity		14,690	5(13)/08- MDA
33	Mr. Lally Mathews	Vacations Travels & tours New Delhi	ITB in Berlin	4/3/08 to 16/3/08	1,00,995	5(10)/08- MDA
34	Mr. Vinay Marwah	Uday Tours & Travels, New Delhi	Operators International Conference in Paris	25/10/07 to 29/10/07	69,934	5(49)/07- MDA
35	Mr. Aditya Loomba	ET Trav Aides New Delhi	Publicity Material for Distribution at USA		15,000	5(33)/08- MDA
36	Mr. Tejbir Anand	Holiday Moods Adventures, New Delhi	ITB in Berlin	3/3/08 to 13/3/08	1,10,000	5(102)/07- MDA
37	Mr. Satish Gupta	Sharp Travels India, New Delhi	ATM in Dubai	5/5/08 to 10/5/08	78,320	5(28)/08- MDA
38	Mr. Ubaid-Ur-Rehman	KTC India, New Delhi	Sale Cum Study tour to Russia & Ukraine	20/3/07 to 31/3/07	22,850	5(22)/07- MDA

Evaluation of Scheme of MDA

39	Mr. Vijay Thakur	India Vision Tours & Travels, New Delhi	Sale Cum Study tour to Malasia & China	22/6/08 to 4/7/08	31,375	5(30)/08- MDA
40	Mr. Ashish Jain	Holiday Pleasure, New Delhi	Sale Cum Study tour to Austria & Poland	10/9/08 to 14/9/08	35,469	5(35)/08- MDA
41	Mr. Tejbir Anand	Holiday Moods Adventures, New Delhi	ITB in Berlin		15,000	5(101)/07- MDA
42	Mr. Zuber Patrawala	AIZ Travels & Tours, Mumbai	Sale Cum Study tour to Finland & Norway	3/8/08 to 13/8/08	35,109	5(36)/08- MDA
43	Mr. Swadesh Kumar	Shikhar Travels, New Delhi	ITB in Berlin	3/8/08 to 10/8/08	1,10,000	5(12)/08- MDA
44	Ms. Richa Nayal	Era Tours & Travels, New Delhi	The Beijing International Travel Expo	9/6/08 to 27/6/08	28,089	5(27)/08- MDA
45	Mr. Gaurav Sathi	Ashoka Holidays, Jaipur	Participation in AIME in Melbourne	15/2/08 to 18/2/08	95,239	5(96)/07- MDA
46	Mr. Amandeep Singh	Jasbhag Tour & Travels, Jaipur	ITB in Berlin	4/3/08 to 21/3/08	92,636	5(19)/08- MDA
47	Mr. Ajay Thakur	India Vision Tours & Travels, New Delhi	ITB in Berlin	5/3/08 to 9/3/08	99,311	5(18)/08- MDA
48	Mr. Rajiv Bajaj	D Paul,s Travel & Tours, New Delhi	ITB in Berlin	3/3/08 to 11/3/08		5(7)/08- MDA
49	Mr. Balasubraman ayam	Namaste Tours, Gurgaon	Sale Cum Study tour to USA	5/11/08 to 16/11/08	51,375	5(37)/08- MDA
50	Mr. Sanjeev	State Express,	TTG Fair in Rimini	20/10/08 to	97,530	5(45)/0

Evaluation of Scheme of MDA

	Chandra	New Delhi		29/10/08		8- MDA
51	Mr. Pankaj Kohli	Indebo (India), New Delhi	Participation in Russia Business Travel Congress in Mascow	8/9/08 to 11/9/08	1,10,000	5(39)/0 8- MDA
52	Mr. G.S. Josar	KTC India, New delhi	Sale Cum Study tour to Singapore	20/10/08 to 25/10/08	26,857	5(46)/0 8- MDA
53	Mr. Monikuttan Sreedharan	Pioneer Personalized Holidays Cochin	Sale Cum Study tour to Singapore & Australia	20/10/08 to 1/11/08	49,760	5(50)/0 8- MDA
54	Mr. Ajay Ahuja	Zutshi Travel World Service, New Delhi	Sale Cum Study tour to USA	13/10/08 to 20/10/08	44,674	5(48)/0 8- MDA
55	Ms. Radhika Rana	Dynamic Tours, New Delhi	WTM in London	8/11/08 to 15/11/08	1,10,000	5(54)/0 8- MDA
56	Ms. Monisha Makhija	Luxury India Holidays, Gurgaon	Sale Cum Study tour to Spain & Germany	11/1/08 to 5/2/08	59,350	5(90)/0 7- MDA
57	Mr. Ajay Thakur	India Vision Tours & Travels, New Delhi	WTM in London	8/11/08 to 23/11/08	1,10,000	5(67)/0 8- MDA
58	Mr. Nidheesh Sexena	Pragama Travels, New Delhi	WTM in London	9/11/08 to 15/11/08	1,10,000	5(64)/0 8- MDA
59	Mr. Shakti Kumar	Red Rose Tours & Travels, New Delhi	Participation in Warsaw Trade Fair	20/9/08 to 30/9/08	1,10,000	5(42)/0 8- MDA
60	Mr. Mandip Singh Soin	Ibex Expedition, New Delhi	WTM in London	10/11/07 to 18/11/07	29,554	5(70)/0 7- MDA
61	Mr. Bharatdeep	Trade Wings Tours, New	Sale Cum Study tour	8/11/08 to	23,934	5(55)/0

	Singh Bedi	Delhi	to UK	21/11/08		8- MDA
62	Mr. Bharatdeep Singh Bedi	Trade Wings Tours, New Delhi	Sale Cum Study tour to Cannes Feance	8/12/08 to 16/12/08	35,938	5(77)/0 8- MDA
63	Mr. Gagan Sarangi	Dove Tours N. Holidays, Bhubaneshwar	Sale Cum Study tour to UK & France	9/11/08 to 18/11/08	37,375	5(66)/0 8- MDA
64	Mr. Uday Marwah	Uday Tours & Travel, New Delhi	Participation in Agriculture in Tokyo	22/10/08 to 28/10/09	1,10,000	5(53)/0 8- MDA
65	Mr. Ajeet Bajaj	Snow Leopard Adventures, New Delhi	WTM in London	7/11/08 to 14/11/08	1,10,000	5(69)/0 8- MDA
66	Mr. S.N. Sharma	Scenic Journeys, New Delhi	EIBTM in Barcelona	1/12/08 to 6/12/08	1,10,000	5(70)/0 8- MDA
67	Mr. S.N. Sharma	Scenic Journeys, New Delhi	WTM in London	9/11/08 to 15/11/08	1,10,000	5(68)/0 8- MDA
68	Mr. Ranju Joseph	Pioneer Personalized Holidays Cochin	TTG fair in Rimini, Italy	20/10/08 to 31/10/08	1,10,000	5(47)/0 8- MDA
69	Ms. Rita Shah	The Hans Plaza, New Delhi	WTM in London	9/11/08 to 14/11/08	26,656	5(59)/0 8- MDA
70	Mr. Saurabh Mehta	Raag Travel PRO, New Delhi	Participation in Top Resa in Paris	14/9/08 to 26/9/08	1,10,000	5(40)/0 8- MDA
71	Mr. Sanjay Razdan	Razdan Holidays, New Delhi	ITB in Berlin	3/3/08 to 12/3/08	1,02,124	5(11)/0 8- MDA
72	Mr. Ranju Joseph	Pioneer Personalized	WTM in London	5/11/08 to	1,10,000	5(58)/0 8- MDA

Evaluation of Scheme of MDA

		Holidays Cochin		16/11/08		
73	Mr. Babu Alex	State Express, New Delhi	Sale Cum Study tour to Italy, Germany, Austria, Switzerland & England	22/10/08 to 17/11/08	43,028	5(63)/08- MDA
74	Mr. Uday Marwah	Uday Tours & Travel, New Delhi	Travel Expo in Brussels	9/12/08 to 12/12/08	66,633	5(79)/08- MDA
75	Mr. Mandip Singh Soin	Ibex Expedition, New Delhi	WTM in London	8/11/08 to 18/11/09	1,10,000	5(71)/08- MDA
76	Mr. Maharaj I S Wahi	Travel Promotion Bureau, New Delhi	Sale Cum Study tour to USA, Canada & Mexico	24/11/08 to 3/1/09	72,167	5(81)/08- MDA
77	Mr. Sharat Chandra	State Express, New Delhi	FITUR in Madrid	21/1/09 to 6/2/09	30,000	5(96)/08- MDA
78	Mrs. Rita Shah	Hotel Hans, New Delhi	FITUR in Madrid	27/1/09 to 3/2/09	1,32,870	5(98)/08- MDA
79	Mr. Manish Mehta	Excel Network Tours & Conference Organisers, New Delhi	Sale Cum Study tour to London	30/12/08 to 12/1/09	21,404	5(90)/08- MDA
80	Mr. Sanjay Aery	Eternity Travel & Tour, New Delhi	Sale Cum Study tour to Finland, USA & Lithuania	14/2/09 to 24/1/09	53,102	5(83)/08- MDA
81	Mr. Sharat Chandra	State Express, New Delhi	Sale Cum Study tour to Hungary, Italy & Serbia	24/2/09 to 5/3/09	41,125	5(110)/08- MDA
82	Mr. Anubhav Gupta	Sharp Travels India, New Delhi	EMITT fair in Istanbul, Turkey	11/2/09 to 15/2/09	61,138	5(97)/08- MDA

83	Mr. Ramesh Chandra	Travelite India, New Delhi	Sale cum study tour to Bangkok	14/2/09 to 18/2/09	10,538	5(112)/08-MDA
84	Mrs. A. Bose	Mystic Tours, New Delhi	Participation in New York	6/2/09 to 8/2/09	1,50,316	5(89)/08-MDA
85	Mr. Gyan Taneja	Mystic Tours, New Delhi	Distribution at New York	6/2/09 to 8/2/09	30,000	5(80)/08-MDA
86	Mr. Nitin Sambhi	Worldview Tours, Gurgaon	FITUR in Madrid	28/1/09 to 1/2/09	84,937	5(84)/08-MDA

2009-10 Beneficiaries

Sr. No.	Name of the Person	Name of Company	Countries/ Fairs visited	Dates of visit	Amount released	Sanction No.
1	Mr. Sarab Jit Singh Managing Director	M/s Travelite (India), New Delhi	FITUR, 2009	27/1/09 to 1/2/09	139619	5(88)/08-MDA 1/7/09
2	Mr. R.K. Mathur Managing Director	M/s Top Travel & Tours (P) Ltd., New Delhi	SST to Australia, Malasia & Singapore	25/2/09 to 5/3/09	61110	5(119)/08-MDA 1/7/09
3	Mr. Raman S. Taneja, Managing Director	M/s Flexi Tours Pvt. Ltd, New Delhi	EMITT Exhibition, Istanbul, Turkey	11/2/09 to 16/2/09	73199	5(103)/08-MDA 30/6/09
4	Mr. Vishwamitra Singh, Managing Director	M/s Leisure & Pleasure International Pvt. Ltd, Gurgaon	SST to China	1/12/08 to 8/12/08	23954	5(75)/08-MDA 26/6/09
5	Mr. Abhijit Das Gupta, Dy. General Manager	M/s Indian Holiday Pvt. Ltd., New Delhi	SST to Lithuania	26/2/09 to 28/2/09	29444	5(109)/08-MDA 26/6/09

Evaluation of Scheme of MDA

6	Mr. Gian Taneja, Director	M/s Mystic Tours Pvt. Ltd., New Delhi	Boston Global Travel Show, USA	16/2/09 to 24/2/09	137443	5(105)/08- MDA 26/6/09
7	Mr. Vishesh Kumar, Proprietor	M/s SVIS Tours and Travel, New Delhi	TTG INCONTRI Tourism Trade Fair, Italy during	22/10/08 to 27/10/08	91376	5(49)/08- MDA 17/6/09
8	Ms. Radhika Rana, Marketing Manager	M/s Dynamic Tours Pvt. Ltd. New Delhi	ITB Berlin 2009 during	10/3/09 to 15/3/09	200000	5(117)/08- MDA 9/6/09
9	Mr. Mukesh Arora, Director	M/s Vacations Travels and Tours (P) Ltd., New Delhi	ITB Berlin 2009	6/3/09 to 17/3/09	85858	5(130)/08- MDA 9/6/09
23	Mr. Shyam Mohan Saigal, Proprietor	M/s Travel With Us, New Delhi	EMITT Exhibition, Istanbul	8/12 Feb 2009	88493	5(104)/08- MDA 14/7/09
24	Mr. Unnikrishnan Nair, MD	M/s Royal Indian Voyages Pvt. Ltd., New Delhi	ITB Berlin 2009	10-18 March 2009	71063	5(23)/09- MDA
25	Capt. Swadesh Kumar, MD	M/s Shikhar Travels India Pvt, Ltd., New Delhi	SST to Japan	8-12 Feb 2009	36446	5(111)/08- MDA 14/7/09
26	Mr. Jose T. Ramapuram, Director	M/s Orange County Resort and Hotel Ltd., Banglore	ITB Berlin 2009	5-18 March 2009	200000	5(18)/09- MDA 14/7/09
27	Mr. Sharat Chandra	M/s State Express Tours Pvt. Ltd., New Delhi	FITUR, 2007	Release of remaining amount	15611	5(99)/06- MDA 24/7/09
28	Mr. P.N. Narayanaswamy, MD	M/s Travel Scope (I) Pvt. Ltd., Gurgaon	USA	23/3/09 to 9/4/2009	81861	5(39)/09- MDA 10/7/09
29	Mr. B.P. Iyer, Sales Executive	M/s Nameste Tours Pvt. Ltd., Gurgaon	ITB Berlin 09	10/3/09 to 16/3/09	82500	5(131)/08- MDA 28/7/09
30	Mr. Sanjeev Chandra	M/s State Express Tours Pvt. Ltd., New Delhi	BIT Milan	15-23 Feb 2009	104263	5(102)/08- MDA 27/7/09
31	Ms Preeti Mahajan, Director	M/s Ambassador Holidays India Pvt. Ltd., New Delhi	ITB Berlin 2009	10-19 March 2009	75924	5(132)/08- MDA 31/7/09

Evaluation of Scheme of MDA

32	Mr. J.S. Nayal, Director	M/s Era Tours and Travel (India) Pvt. Ltd., New Delhi	MIIT Moscow	18-21 March 2009	20856	5(121)/08- MDA 31/7/09
33	Mr. Bharat Atree, MD	M/s Caper Travel Company Pvt. Ltd., New Delhi	FITUR 2009	23/1/09 to 1/2/2009	168226	5(85)/08- MDA 10/8/09
34	Mrs. Avjit Bose, MD	M/s Mystic Tours Pvt. Ltd., New Delhi	COTTM 2009 China	22-24 April, 2009	112821	5(40)/08- MDA 10/8/09
35	Mr. Anil Sharma, Manager	M/s Trail Blazer Tours India Pvt. Ltd., Noida	Spain	27/1/09 to 5/2/09	26064	5(92)/08- MDA 10/8/09
36	Mr. Parmod Singla, Director	M/s Service International Ltd., New Delhi	FITUR 2009	28/1/09 to 1/2/09	139923	5(106)/08- MDA 11/8/09
37	Mr. Sanjay Razdan, Partner	M/s Razdan Holidays, New Delhi	ITB Berlin 2009	9-17 March 2009	83059	5(25)/09- MDA 7/8/09
38	Capt. Swadesh Kumar, MD	M/s Shikhar Travels India Pvt, Ltd., New Delhi	EIBTM 2008	1-6 Dec 2008	110000	5(78)/08- MDA 11/8/09
39	Mr. Atul Rai, MD	M/s Ananya Tours Pvt. Ltd., New Delhi	ITB 09 Berlin	11-15 March 2009	84845	5(123)/08- MDA 11/8/09
40	Mr. Anand Singh, Manager	M/s Ananya Tours Pvt. Ltd., New Delhi	EMITT 2009 Turkey	12-15 Feb 09	40441	5(101)/08- MDA 11/8/09
41	Mr. Vinay Maheshwary, Partner	M/s Service International Ltd., New Delhi	Spain and Portugal	26/1/09 to 13/2/09	48243	5(107)/08- MDA 12/8/09
42	Mr. Anand Singh, Manager	M/s Ananya Tours Pvt. Ltd., New Delhi	BIT Milan 2009	19-22 Feb 2009	58176	5(100)/08- MDA 11/8/09
43	Ms Garima Shamsukha, Manager	M/s Service International Ltd., New Delhi	Australia	28/3/09 to 13/4/09	30220	5(42)/09- MDA 11/8/09
44	Mr. Vijayendra Thapiyal, Director	M/s Peak Adventures Pvt. Ltd. Noida	ITB Berlin 2009	6-2 March 09	75255	5(22)/09- MDA 18/8/09
45	Mr. Ramesh Kumar Wattal, MD	M/s Welcome Travels, New Delhi	ITB Berlin 2009	9-27 March 2009	81849	5(11)/09- MDA 17/8/09
46	Mr. Amaresh Kumar Tiwari,	M/s A.T. Seasons and	ITB Berlin 2009	11/3/09 to 25/3/09	80198	5(118)/09- MDA

Evaluation of Scheme of MDA

	Director	Vacations Travel (P) Ltd., New Delhi				18/8/09
47	Ms Ankur Rara, GM	M/s Raj Palace Jaipur	ITB 2009 to USA	10/3/09 to 25/3/09	101945	5(44)/09-MDA 18/8/09
48	Mr. Mohan Singh Panwar, Director	M/s Decent Indo Tours Pvt. Ltd. Delhi	South Korea and Japan	5/4/09 to 14/4/09	32925	5(41)/09-MDA 18/8/09
49	Mr. Vinayak Koul, MD	M/s Snowlion Expedition Pvt. Ltd., New Delhi	Germany	9/3/09 to 16/3/09	32775	5(8)/09-MDA 10/7/09
50	Mr. Bilal Ahmed Chapri, Director	Discovery Journey India Pvt. Ltd. Gurgaon	ITB Berlin 2009	10-29 March 2009	79908	5(26)/09-MDA 21/8/09
51	Capt. Ajay Sud, Director	M/s Banjara Campa and Retreats Pvt. Ltd., New Delhi	UK Production of Publicity Material	19-25 March 2009	48078	5(33)/09-MDA 21/8/09
52	Mr. Vijay Kumar Thakur, President	M/s India Vision Tours and Travels, New Delhi	USA and Canada	11-22 May 2009	63476	5(59)/09-MDA 25/8/09
53	Mr. Ram Anuj Kumar, MD	M/s Maghadh Travels and Tours Pvt. Ltd., New Delhi	Thailand and Indonesia	27/2/09 to 9/3/2009	22950	5(12)/09-MDA 25/8/09
54	Mr. Anoj Kumar Verma, manager	M/s Apollo Voyages Pvt. Ltd., New Delhi	ITB Berlin 2009	11-15 March 2009	76437	5(129)/08-MDA 24/8/09
55	Mr. Parmod Singla, Director	M/s Service International Ltd., New Delhi	FITUR 2009	Publicity material distributed in FITUR 2009	13125	5(108)/08-MDA 25/8/09
56	Mr. Homa Mistry, CEO	M/s Trail Blazer Tours India Pvt. Ltd., Noida	FITUR 2009	28/1/09 to 4/2/09	67500	5(94)/08-MDA 26/8/09
57	Mr. Anurag Rathore, Manager	M/s Erco Travels Pvt. Ltd., Noida	ITB Berlin 2009	10-16 March 2009	76365	5(124)/08-MDA 26/8/09
58	Mr. Rahul Sharma, MD	M/s Indian Holiday Pvt. Ltd., New Delhi	ITB 2009	1-15 March 2009	189156	5(9)/09-MDA 26/8/09
59	Mr. Ubaid Ur	M/s KTC India	UITT, Kiev,	22-29	186419	5(54)/09-

Evaluation of Scheme of MDA

	Rahman, Manager	Pvt. Ltd., New Delhi	Ukraine	March 2009		MDA 26/8/09
60	Mr. J.K. Mohanty, Director	M/s Swosti Travels and Export Pvt. Ltd., Bhubaneshwar	Production of Publicity material	2-11 March 2008	15000	5(31)/08- MDA 26/8/09
61	Mrs. Veronique Narayan Swamy, Director	M/s B.B. Voyages Pvt. Ltd. Gurgaon	FUTUR 2009	27/1/09 to 1/2/09	167763	5(87)/08- MDA 27/8/09
62	Maj S.K. Yadav, MD	M/s Wanderlust Travel Pvt. Ltd., New Delhi	ITB Berlin 2009	11-15 March 2009	84135	5(46)/09- MDA 31/8/09
63	Mr. Sarab Jit Singh Managing Director	M/s Travelite (India), New Delhi	MIIT Russia	10-21 March	200000	5(64)/09- MDA 31/8/09
64	Mr. Sharat Chandra, Director	M/s State Express Tours Pvt. Ltd., New Delhi	FITUR 2009	21/1/09 to 7/2/2009	82058	5(91)/08- MDA 31/8/09
65	Mr. Nidheesh Saxena, Director	M/s Pragema Travels Pvt. Ltd., New Delhi	ITB Berlin 2009	11-15 March 2009	81961	5(49)/09- MDA 31/8/09
66	Mr. Sanjay Basu, MD	M/s Far Horizon Tours Pvt. Ltd., Faridabad	ITB Berlin 2009	9-16 March 2009	200000	5(28)/09- MDA 8/9/09
67	Maj S.K. Yadav, MD	M/s Wanderlust Travel Pvt. Ltd., New Delhi	WTM 2008	10-13 Nov 2008	110000	5(134)/08- MDA 8/9/09
68	Mr. Sreekumar Menon, MD	M/s Chalukya Grace Tours Pvt. Ltd., Trivandrum	ITB Berlin 2009	10-23 March 2009	78327	5(36)/09- MDA 14/9/09
69	Mr. Mathews Verghese, Director	M/s Eastend Lakesong (Edassery Enterprise), Kottayam	ITM Berlin	9-16 March 2009	76605	5(29)/09- MDA 15/9/09
70	Mr. Bilal Ahmed Chapri, Director	M/s Discovery Journey India (P) Ltd., Gurgaon	ITB Berlin 2009	11-15 March 2009	11789	5(27)/09- MDA 16/9/09
71	Mr. Nidheesh Saxena, Director	M/s Pragema Travels Pvt. Ltd., New Delhi	ITB 2009	11-15 March 2009	27500	5(48)/09- MDA 18/9/09
72	Mrs. Bipasa Mohanti, Director	M/s Swosti Travels and Export Pvt. Ltd., Bhubaneshwar	ITB 2009	11-15 March 2009	14400	5(31)/09- MDA 18/9/09
73	Mr. C.N. Mathur,	M/s Top Travel	FITUR 2009	27/1/09 to	86204	5(86)/08-

Evaluation of Scheme of MDA

	Director	& Tours (P) Ltd., New Delhi		21/2/09		MDA 23/9/09
74	Mr. Gursharan Singh Johar, Director	M/s Travelite (India), New Delhi	ITB 2009	10/3/09 to 15/3/09	112040	5(47)/09- MDA 23/9/09
75	Mr. Vipin Sharma, MD	M/s Vue India Tours Pvt. Ltd., New Delhi	ITB 2009	10/3/09 to 15/3/09	200000	5(1)/09- MDA 25/9/09
76	Ms Geema De La Flor Bru Overseas Mkt. Manager	M/s Luxury India Holidays Pvt. Ltd., Gurgaon	BIT Italy	19-22 Feb 2009	54265	5(116)/08- MDA 29/9/09
77	Mrs. Bipasa Mohanti, Director	M/s Swosti Travels and Export Pvt. Ltd., Bhubaneshwar	ITB Berlin 2009	9-22 March 2009	83085	5(19)/09- MDA 5/10/09
78	Mr. Radhey Kishan Gupta, Partner	M/s Amar Tours and Travels, Gurgaon	ITB Berlin 2009	11-15 March 2009	169354	5(133)/08- MDA 6/10/09
79	Mr. Ravi Raman Singh Gosain	M/s Erco Travels Pvt. Ltd., New Delhi	WTM 2008	9-16 Nov 2008	110000	5(62)/08- MDA 6/10/09
80	Mr. Vivek Khanna, Manager	M/s Flexi Tours Pvt. Ltd, New Delhi	COTTM 2009 China	22-24 April 2009	103407	5(62)/09- MDA 6/10/09
81	Mr. Ashish Jain, Proprietor	M/s Holiday Pleasure, New Delhi	Austria & Hungry	20-29 June 2009	25277	5(82)/09- MDA 9/10/09
82	Mr. R.K. Mathur Managing Director	M/s Top Travel & Tours (P) Ltd., New Delhi	ITB Berlin 2009	10-30 March 09	83020	5(3)/09- MDA 12/10/09
83	Ms. Nirupama Jain, Manager	M/s Holiday Pleasure, New Delhi	Poland and Slovakia	20-29 June 2009	25277	5(80)/09- MDA 12/10/09
84	Mr. Sarab Jit Singh Managing Director	M/s KTC India Pvt. Ltd., New Delhi	KIFT 2009 Almaty	21-25 April 2009	130083	5(69)/09- MDA 12/10/09
85	Mr. Ubaid Ur Rahman, Manager	M/s Travelite (India), New Delhi	ATM 2009 Dubai	4-8 May 2009	190085	5(81)/09- MDA 14/10/09
86	Mr. David K. Singh, Product Manager	M/s Eco Adventure (P) Ltd., New Delhi	ITB Berlin 2009	11-17 March 2009	157554	5(51)/09- MDA 16/10/09
87	Mr. Anthony Pereira, MD	M/s Alpha Holidays Pvt. Ltd., Goa	ITB Berlin 2009	11-15 March 2009	27696	5(24)/09- MDA 20/10/09

Evaluation of Scheme of MDA

88	Mr. Harihar Patra, Director	M/s Toshali Tours and Travels, Gurgaon	ITB Berlin 2009	10-25 March 2009	72678	5(35)/09-MDA 21/10/09
89	Mr. Rahul Mishra, Manager	M/s Toshali Tours and Travels, Gurgaon	MIIT Moscow	10-25 March 2009	26145	5(67)/09-MDA 21/10/09
90	Mr. Vishwas Makhija, MD	M/s India Insight Tours Pvt. Ltd., Gurgaon	Spain, Germany, Switzerland, France	1-17 Nov 2008	38000	5(72)/08-MDA 26/10/09
91	Mr. Kalyan Kumar Basu, Proprietor	M/s Ideas Cell Tours, Delhi	USA and Canada	9-30 May 2009	66600	5(79)/09-MDA 26/10/09
92	Mr. E.M. Najeeb, Chairman	M/s The Great India Tours Co. Ltd., Trivandrum	ITB Berlin 2009	9-17 March 2009	84606	5(5)/09-MDA 26/10/09
93	Mr. Babu Alex Mkt. Manager	M/s State Express Tours Pvt. Ltd., New Delhi	Publicity Material distributor in ITB 2009	11-15 March 2009	30000	5(37)/09-MDA 28/10/09
94	Mr. Raghu Narayan Swamy, Director	M/s B.B. Voyages Pvt. Ltd. Gurgaon	Travel Expo Greenfra Spain	17-19 April 2009	91053	5(68)/09-MDA 21/10/09
95	Mr. Gouri Shanker Singh, Director	M/s A.G. Tours (P) Ltd. New Delhi	Netherlands & Spain	17-18 May 2009	40203	5(86)/09-MDA
96	Mr. Babu Alex Mkt. Manager	M/s State Express Tours Pvt. Ltd., New Delhi	ITB Berlin 2009	9-29 March 09	86415	5(38)/09-MDA 29/10/09
97	Mr. Amandeep Singh, CEO	M/s Jashbagh Tours and Travels, Jaipur	Publicity Material distributor in ITB 2009	11-15 March 2009	12350	5(50)/09-MDA 4/11/09
98	Mr. Gurjinder Singh, Manager	M/s Apollo Voyages Pvt. Ltd., New Delhi	FITUR 2009 Madrid	22/1/09 to 3/2/09	82056	5(95)/08-MDA 6/11/09
99	Mrs. Richa Nayal, MD	M/s Era Tours and Travel (India) Pvt. Ltd., New Delhi	Taiwan Hongkong, Shangai & Xiamen	5-28 June 2009	45125	5(94)/09-MDA 6/11/09
100	Mrs. Rekha Gupta, Manager	M/s State Express Tours Pvt. Ltd., New Delhi	USA	29/5/09 to 16/9/09	59385	5(77)/09-MDA 6/11/09

Evaluation of Scheme of MDA

101	Mr. Abhijit Chowdhury	M/s Incentive Destination Pvt. Ltd., New Delhi	ALTM China	13-19 June 2009	200000	5(102)/09-MDA 11/11/09
102	Mr. V. Jayaraman, MD	M/s Exotique Expeditions Pvt. Ltd., New Delhi	France & Maxico	20/4/09 to 18/5/09	67157	5(71)/09-MDA 11/11/09
103	Mr. Anthony Pereira, MD	M/s Alpha Holidays Pvt. Ltd., Goa	ATM 2009 Dubai	16/4/09 to 12/5/09	73721	5(70)/09-MDA 11/11/09
104	Mr. J.S. Nayal, Director	M/s Era Tours and Travel (India) Pvt. Ltd., New Delhi	BITE, China	5-28 June 2009	21102	5(90)/09-MDA 18/11/09
105	Mr. Nagamananda Satapathy, Manager	M/s Vasco Travels (P) Ltd. Noida	Columbia & Argentina	25/4/09 to 9/5/09	80629	5(57)/09-MDA 18/11/09
106	Mr. Sanjay Razdan, Partner	M/s Razdan Holidays, New Delhi	USA and Canada	9-29 May 2009	77873	5(85)/09-MDA 20/11/09
107	Mr. Satish Gupta, MD	M/s Sharp Travel (I) Ltd., New Delhi	ATM 2009 Dubai	4-11 May 2009	150231	5(88)/09-MDA 20/11/09
108	Capt. Swadesh Kumar, MD	M/s Shikhar Travels India Pvt. Ltd., New Delhi	IMEX 2009 Frankfurt	24-30 May 2009	128418	5(74)/09-MDA 20/11/09
109	Mr. Ram Anuj Kumar, MD	M/s Maghadh Travels and Tours Pvt. Ltd., New Delhi	COTTM China	22-24 April 2009	104757	5(65)/09-MDA 24/11/09
110	Mr. Mukesh Kumar, GM	M/s Maghadh Travels and Tours Pvt. Ltd., New Delhi	China	20/4/09 to 2/5/09	20576	5(66)/09-MDA 24/11/09
111	Mr. Zuber Patrawala, Partner	M/s AIZ Travels and Tours, Mumbai	South Africa	13/6/09 to 17/7/09	37862	5(103)/09-MDA 24/11/09
112	Mr. Rashmikant Gandhi, Director	M/s India Vision Tours and Travels, New Delhi	UK and Ireland	17/3/09 to 25/3/09	13707	5(43)/09-MDA 26/11/09
113	Mr. Monikuttam Sreedharan Pillai, Manager	M/s Pioneer Personalized Holidays Pvt. Ltd., Cochin	TUR, Gotherburg, Sweden	19-22 March 2009	124591	5(60)/09-MDA 26/11/09
114	Mr. Ravi Raman	M/s Erco Travels	USA, Canada	10-31 May	74676	5(73)/09-

Evaluation of Scheme of MDA

	Singh Gosain	(P) Ltd., New Delhi	and Netherlands	2009		MDA 26/11/09
115	Mr. Vipan Sharma, MD	M/s Vue India Tours Pvt. Ltd., New Delhi	Publicity Material distributor in ITB 2009	10-15 March 2009	20767	5(2)/09-MDA 1/12/09
116	Mr. Mukesh Manra, Director	M/s Dominion Travel Pvt. Ltd., New Delhi	UK	1-22 June 2009	20000	5(91)/09-MDA 2/12/09
117	Mr. Jitendra Kumar Mohanty, MD	M/s Swoati Plaza Ltd. Bhubaneshwar	Dubai, Bahrain & Muscat + Production of publicity material	5-14 May, 2009	42573	5(87)/09-MDA 2/12/09
118	Mr. Vikas Abbott, Director	M/s Vasco Travels (P) Ltd. Noida	Canada	17/5/09 to 12/6/09	69422	5(84)/09-MDA 2/12/09
119	Mr. Nidhish Sharma, Director	M/s Garhwal Adventure Pvt. Ltd., Dehradun	England, Austria, France and Germany	27/6/09 to 11/7/09	46350	5(110)/09-MDA 7/12/09
120	Mr. Chander Mansharamani, MD	M/s Alpcort Network Travel & Conferences Management Co., New Delhi	MIIT Moscow	18-21 March 2009	98908	5(16)/09-MDA 7/12/09
121	Mr. Vikas Abbott, Director	M/s Vasco Travels (P) Ltd. Noida	Publicity Material distributor in Canada	19/5/09 to 10/6/09	29900	5(58)/09-MDA 9/12/09
122	Mr. R. Rajesh, GM	M/s Trail Blazer Tours India Pvt. Ltd., Noida	ATM 2009 Dubai	4/5/09 to 8/5/09	80991	5(78)/09-MDA 15/12/09
123	Mr. Jatinder Kumar Dhingra, Director	M/s Impact Holiday (P) Ltd. Delhi	UK and Canada	12/7/09 to 28/7/09	51042	5(108)/09-MDA 15/12/09
124	Mr. Anup Nair, MD	M/s Incentive Destination Pvt. Ltd., New Delhi	Sweden and Belgium	8-22 May 2009	48029	5(76)/09-MDA 16/12/09
125	Mr. Naveen Jain, Director	M/s Noble House Tours (P) Ltd., New Delhi	USA and Canada	9-25 May 2009	66601	5(83)/09-MDA 17/12/09
126	Mr. Vikas Kumar, Manager	M/s Maghadh Travels and Tours Pvt. Ltd., New Delhi	Sri Lanka	28/6/09 to 4/7/09	10633	5(100)/09-MDA 17/12/09

Evaluation of Scheme of MDA

127	Mr. Naresh K. Sharma, MD	M/s INPAC Tours Pvt. Ltd., New Delhi	Germany	10-27 March 2009	32048	5(10)/09-MDA 18/12/09
128	Mr. Rashmikant Gandhi, Director	M/s India Vision Tours and Travels, New Delhi	Top Resa, 2009	22-25 Sept 2009	103683	5(119)/09-MDA 24/12/09
129	Mr. Gagan Sarangi	M/s Dove Tours Pvt. Ltd., Bhubaneshwar	ITB Berlin 2009 + Production of publicity material	9-21 March 2009	104214	5(52)/09-MDA 30/12/09
130	Mr. R.K. Mathur Managing Director	M/s Top Travel & Tours (P) Ltd., New Delhi	Top Resa, 2009 Pars	20/9/09 to 26/9/09	130040	5(125)/09-MDA 30/12/09
131	Mr. Satish Gupta, MD	M/s Sharp Travel (I) Ltd., New Delhi	BIT Milan, Italy	18/2/09 to 26/2/2009	84293	5(56)/09-MDA 30/12/09
132	Mr. Varun Gupta, GM	M/s Jetair Tours Pvt. Ltd., New Delhi	Top resa Paris 2009	22/9/09 to 25/9/09	124500	5(141)/09-MDA 30/12/09
133	Mr. Rahul Sharma, MD	M/s Indian Holiday Pvt. Ltd., New Delhi	USA	12/9/09 to 27/9/09	56653	5(128)/09-MDA 30/12/09
134	Ms. Rani Gupta, Director	M/s Ruck Sack Tours Pvt. Ltd., New Delhi	Australia, New Zealand, Thailand	5-20 Sept 2009	53531	5(117)/09-MDA 31/12/09
135	Ms. Rani Gupta, Director	M/s Ruck Sack Tours Pvt. Ltd., New Delhi	Publicity material distributed in Australia & New Zealand	5-19 Sept. 2009	9375	5(118)/09-MDA 31/12/09
136	Mrs. Anita Veigas, Manager	M/s Varun Voyages, New Delhi	Switzerland, Italy, France, Spain	27/6/09 to 15/7/09	45333	5(104)/09-MDA 1/1/10
137	Mrs. Anita Veigas, Manager	M/s Varun Voyages, New Delhi	Publicity material distributed in Swiss, Italy, France Spain	29/6/09 to 15/7/09	30000	5(99)/09-MDA 6/1/10
138	Mr. Vijendra Thapliyal, Director	M/s Peak Adventures Pvt. Ltd. Noida	WTM 2009	6-12 Nov 2009	120875	5(146)/09-MDA 8/1/10
139	Mr. Ajay Thakur, Executive Director	M/s India Vision Tours and Travels, New Delhi	WTM 2009	6-16 Nov 2009	123673	5(147)/09-MDA 8/1/10

Evaluation of Scheme of MDA

140	Mr. Mohan Ticoo, MD	M/s Kash Venture Travel (P) Ltd., New Delhi	Austrailiya and New Zealand	5-19 Sept. 2009	53531	5(115)/09-MDA 8/1/10
141	Mrs. Richa Nayal, MD	M/s Era Tours and Travel (India) Pvt. Ltd., New Delhi	PATA travel	16-27 Sept. 2009	19265	5(137)/09-MDA 11/1/10
142	Mr. Mukesh Arora, Director	M/s Vacations Travels and Tours (P) Ltd., New Delhi	UK	6-14 Oct. 2009	36430	5(135)/09-MDA 11/1/10
143	Mr. Ubaid Ur Rahman, Manager	M/s Travelite (India), New Delhi	Leisure, Moscow	19-26 Sept. 2009	199631	5(120)/09-MDA 12/1/10
144	Mr. Tejbir Singh, Anand, MD	M/s Holiday Moods Adventure Pvt. Ltd., New Delhi	Austrailiya and New Zealand + Distribution pf publicity material	5-19 Sept. 2009	64041	5(113)/09-MDA 14/1/10
145	Mr. Radhey Kishan Gupta, MD	M/s Casanova India Tour (P) Ltd. Gurgaon	Leisure Travel and Tourism Exhibition, Moscow	22-25 Sept 2009	106555	5(116)/09-MDA 21/1/10
146	Mr. Rajesh Mudgil, MD	M/s Planet India Travels (P) Ltd., New Delhi	WTM 2009	28/10/09 to 15/11/09	122730	5(150)/09-MDA 20/1/10
147	Mr. Amit Sankhala, MD	M/s Dynamic Tours Pvt. Ltd. New Delhi	USA and Canada	28/4/09 to 10/6/09	43477	5(92)/09-MDA 21/1/10
148	Mr. Ranju Joseph, CEO	M/s Pioneer Personalized Holidays Pvt. Ltd., Cochin	Top Resa, 2009	21-30 Sept. 2009	130762	5(143)/09-MDA 21/1/10
149	Mr. Jitendra Kumar Mohanty, MD	M/s Swosti Premium Ltd. Bhubaneshwar	Publicity material distributed in ITB 2009	11-15 March 2009	13125	5(105)/09-MDA 21/1/10
150	Mr. Ranju Joseph, CEO	M/s Pioneer Personalized Holidays Pvt. Ltd., Cochin	WTM 2009	6-15 Nov 2009	130692	5(155)/09-MDA 21/1/10
151	Mr. Anubhav Gupta, Director	M/s Sharp Travel (I) Ltd., New Delhi	Italy	25/3/09 to 7/4/09	29853	5(17)/09-MDA 25/1/10
152	Mr. Vishwas	M/s India Insight	USA	24/4/08 to	44834	5(23)/08-

Evaluation of Scheme of MDA

	Makhija, MD	Tours Pvt. Ltd., Gurgaon		12/5/08		MDA 25/1/10
153	Mr. Bharatdeep Singh, Sr. VP	M/s Trade Wings Pvt. Ltd., New Delhi	France	6-13 Dec 2009	38250	5(165)/09- MDA 25/1/10
154	Mr. Sarab Jit Singh Managing Director	M/s Travelite (India), New Delhi	WTM 2009	6-15 Nov 2009	148785	5(149)/09- MDA 25/1/10
155	Mr. P.O. Ahuja, MD	M/s Holiday Maker (India) Pvt. Ltd., New Delhi	USA	18/9/09 to 21/10/09	33020	5(153)/09- MDA 27/1/10
156	Mr. Sanjeev Aery, Director	M/s Eternity Travels & Tours Pvt. Ltd., New Delhi	Frankfurt	25-29 May 2009	29760	5(75)/09- MDA 1/2/10
157	Mrs. Rita Shah, Chief Operating Officer	M/s Hotel Hans Plaza	WTM 2009	7-14 Nov 2010	124555	5(166)/09- MDA 1/2/10
158	Mr. Ajeet Bajaj, MD	M/s Snow Leopard Adventure Pvt. Ltd., New Delhi	PATA travel Mart China	20-26 Sept. 2009	87160	5(122)/09- MDA 3/2/10
159	Mr. Krishan Muthu Kumaran, Manager	M/s Apollo Voyages Pvt. Ltd., New Delhi	WTM 2009	8-13 Nov 2009	122213	5(179)/09- MDA 3/2/10
160	Mr. Ajeet Bajaj, MD	M/s Snow Leopard Adventure Pvt. Ltd., New Delhi	Adventure Travel Word Submmit Canada	19-22 Oct. 2009	47751	5(129)/09- MDA 3/2/10
161	Mr. Maharaj I.S. Wahi, Chairman	M/s Travel Promotion Bureau Pvt. Ltd., New Delhi	USA & Canada	26/7/09 to 17/8/09	39675	5(112)/09- MDA 5/2/10
162	Mr. Anthony Pereira, MD	M/s Alpha Holidays Pvt. Ltd., Goa	International Travel Show, Warsaw Poland	21-30 Sept 2009	62808	5(145)/09- MDA 5/2/10
163	Mr. Akshay Kumar, CEO	M/s Mercury Himalayan Explorations Ltd. New Delhi	Australia & New Zealand	5-20 Sept. 2009	53531	5(123)/09- MDA 5/2/10
164	Mr. Prabodh Badoni, Proprietor	M/s Chariot India, New Delhi	The Trade Show, USA	11-28 Sept. 2009	151705	5(144)/09- MDA 5/2/10
165	Mr. Saurabh Mahajan,	M/s Ambassador	Scandinavia & USA	24/8/09 to 17/9/09	59957	5(106)/09- MDA

Evaluation of Scheme of MDA

	Director	Holidays India Pvt. Ltd., New Delhi				5/2/10
166	Mr. Vijay Arora, Director	M/s Ancient India Travels Pvt. Ltd., New Delhi	Publicity Material distributed in top resa	22-25 Sept 2009	27675	5(139)/09-MDA 5/2/10
167	Mr. Balasubramanian	M/s Nameste Tours Pvt. Ltd., Gurgaon	WTM 2009	8-14 Nov 2009	116466	5(154)/09-MDA 9/2/10
168	Mr. SN Sharma, Director	M/s Scenic Journeys Pvt. Ltd., New Delhi	WTM 2009	8-14 Nov 2009	116466	5(188)/09-MDA 9/2/10
169	Mr. Babu Alex Mkt. Manager	M/s State Express Tours Pvt. Ltd, New Delhi	WTM 2009	8-25 Nov 2009	122002	5(189)/09-MDA 10/2/10
170	Mr. Jose T. Ramapuram, Director	M/s Orange County Resort and Hotel Ltd., Kabini, Mysore	WTM 2009	6-17 Nov 2009	82296	5(167)/09-MDA 10/2/10
171	Mr. Abhishek Gupta, Director	M/s Sharp Travel (I) Ltd., New Delhi	TTG INCONTRI Rimini Italy	15-18 Oct. 2009	100867	5(142)/09-MDA 10/2/10
172	Mr. Atul Rai, MD	M/s Ananya Tours Pvt. Ltd., New Delhi	WTM 2009	7-14 Nov 2009	116159	5(183)/09-MDA 12/2/10
173	Mr. Vinayak Koul, MD	M/s Snowlion Expedition Pvt. Ltd., New Delhi	UK	7-12 Nov 2009	22521	5(184)/09-MDA 12/2/10
174	Mr. Chander Mansharamani, MD	M/s Alpcort Network Travel & Conferences Management Co., New Delhi	IMEX 2009 Frankfurt	26-28 May 2009	117165	5(89)/09-MDA 15/2/10
175	Mr. Ashok Koul, MD	M/s Snowlion Expedition Pvt. Ltd., New Delhi	WTM 2009	7-13 Nov 2009	115333	5(171)/09-MDA 12/2/10
176	Mr. Jitendra Kumar Mohanty, MD	M/s Swosti Travels and Export Pvt. Ltd., Bhubaneshwar	Finland, Sweden, Norway	23-25 Aug 2009	33668	5(111)/09-MDA 15/2/10
177	Cmdt. S.P. Ahuja, GM	M/s Mercury Himalayan Explorations Ltd. New Delhi	Los Angeles & North Carlina, USA	17/4/2009 to 4/5/09	47161	5(72)/09-MDA 15/2/10
178	Mr. V.H. Veigas,	M/s Varun	USA & Canada	7/6/09 to	62782	5(98)/09-

Evaluation of Scheme of MDA

	Proprietor	Voyages, New Delhi		17/7/09		MDA 5/2/10
179	Mrs. Nidhi Kapoor, Director	M/s Vietrade Tours and Travels Pvt. Ltd. New Delhi	Vietnam	26/9/09 to 4/10/09	26693	5(131)/09-MDA 16/2/10
180	Mr. Mukesh Kumar, GM	M/s Maghadh Travels and Tours Pvt. Ltd., New Delhi	CITM, China	17-22 Nov 2009	33787	5(169)/09-MDA 17/2/10
181	Mr. Amresh Kumar Tiwari, Director	M/s Zutshi Travel World Services Pvt. Ltd. New Delhi	WTM 2009	8-14 Nov 2009	116466	5(186)/09-MDA 18/2/10
182	Mr. SN Sharma, Director	M/s Scenic Journeys Pvt. Ltd., New Delhi	EIBTM Barcelona	30/11/09 to 5/12/09	156444	5(185)/09-MDA 18/2/10
183	Mr. Akshay Kumar, Director	M/s Zutshi Travel World Services Pvt. Ltd. New Delhi	USA and Canada	21-30 Oct. 2009	55056	5(157)/09-MDA 19/2/10
184	Mrs. Rita Shah, Chief Operating Officer	M/s Hotel Hans Plaza, New Delhi	PATA China	20-26 Sept. 2009	147024	5(126)/09-MDA 18/2/10
185	Mr. Bharat Atree, MD	M/s Caper Travel Company Pvt. Ltd., New Delhi	Leisure Moscow	13-26 Sept 2009	200000	5(133)/09-MDA 25/2/10
186	Mr. C.N. Mathur, Director	M/s Top Travel & Tours (P) Ltd., New Delhi	WTM 2009	8-13 Nov 2009	117475	5(187)/09-MDA 25/2/10
187	Mr. Vijay Arora, Director	M/s Ancient India Travels Pvt. Ltd., New Delhi	Top Resa 2009	22-25 Sept 2009	125073	5(136)/09-MDA 25/2/10
188	Mr. Cherian T. Ramapuram, Director	M/s Orange County Resorts, Kabini, Mysore	ILTM France	6-29 Dec 2009	200000	5(203)/09-MDA 25/2/10
189	Mr. Sujit Kumar Banerjee, Director	M/s Yatrik.com Tours and Travel Pvt. Ltd., New Delhi	ILTM France	4-12 Dec 2009	200000	5(198)/09-MDA 16/3/10
190	Mr. Uday Marwaha, Director	M/s Uday Tours and Travel, New Delhi	Agriculture Tour Operators Conf. UK	5-21 Nov 2009	73254	5(192)/09-MDA 18/3/10
191	Mr. Amit	M/s Dynamic	Australia and	5/8/09 to	53531	5(134)/09-

	Sankhala, MD	Tours Pvt. Ltd. New Delhi	New Zealand	29/9/09		MDA 18/3/10
192	Mr. Sudhir Kochar, Ex. Director	M/s Vue India Tours Pvt. Ltd., New Delhi	WTM 2009	8-12 Nov 2009	113840	5(190)/09- MDA 23/3/10
193	Mr. Sohan Singh Panwar, Direc cor	M/s Decent Indo Tours Pvt. Ltd. Delhi	Istanbul	10-16 Feb 2010	26036	5(214)/09- MDA 23/3/10
194	Mr. Harminder Singh Saini, CEO	M/s Apollo Voyages Pvt. Ltd., New Delhi	FITUR 2010	19-25 Jan 2010	120900	5(206)/09- MDA 23/3/10
195	Mr. Arijit Purkayastha, Proprietor	M/s Koyeli Tours and Travel, Guwahati	WTM 2009	7-15 Nov 2009	25310	5(175)/09- MDA 25/3/10
196	Mr. E.V. Mathews, Director	M/s Edassery Eastend, Munnar	WTM 2009	8-13 Nov 2009	118537	5(182)/09- MDA 29/3/10

2010-11 Beneficiaries

S.NO	Name of the Persons	Name of Company	Countries/ Fairs visited	Dates of visit	Amount released	Sanction No.
1.	Mr. Udai Marwah, Director	M/s Udai Tours & Travel Pvt. Ltd., New Delhi	Brussels Travel Expo- 2009, Belgium	8-11 Dec. 2009	1,09,183	5(200)/09 -MDA Dated 5.5.2010
2.	Mr. Satish Gupta, MD	M/s Sharp Travels(India) Ltd., New Delhi	BIT-2010, Milan	18-21 Feb. 2010	1,21,089	5(7)/10- MDA Dated 11.5.2010
3.	Mr. Vikas Abbott, Director	M/s Vasco Travel Pvt. Ltd, NOIDA	FITUR-2010 Spain	18-31 Jan. 2010	1,69,277	5(212)/09 Dated 13.5.2010
4.	Mr. Vishi Kumar, GM	M/s Razdan Holidays, New Delhi	WTM-2009	7-15 Nov. 2009	22,185	5(180)/09 Dated 25.5.2010
5.	Mr Surinder Singh, Partner	M/s Horizon Travel, New Delhi	TTG Incontri Fair, Italy	16-24 Oct. 2009	88,605	5(159)/09 MDA Dated 25.5.2010
6	Mr. Balasubramanya n, Director	M/s Namaste Tours Pvt. Ltd., Gurgaon	EIBTM-2009	30 th Nov. to 8 th Dec. 2009	1,50,661	5(173)/09 -MDA Dated 1.6.2010
7	Mr. Vivek Khanna,	M/s Flexi Tours Pvt. Ltd., New	EMITT-2010	8-16 Feb. 2010	62,012	5(5)/10- MDA

Evaluation of Scheme of MDA

	Manager	Delhi				Dated 2.6.2010
8	Maj. S.K. Yadav	M/s Wanderlust Travels Pvt. Ltd., New Delhi	ITB-2010	10-14 March 2010	51,988	5(37)/10- MDA Dated 2.6.2010
9	Mr. Maharaj I.S. Wahi	M/s Travel Promotion Bureau, New Delhi	Sale cum study tour	26.7.09 to 17.8.09	23,672 (balance amount)	5(112)/09 -MDA Dated 3.6.2010
10	Mr. Atul Khanna, Manager	M/s A-La-Carte Tours Pvt. Ltd., New Delhi	Sale-cum- study tour	5-11 March 2010	34,500	5(13)/10- MDA Dated 3.6.2010
11	Mrs. Avjit Bose, MD	M/s Mystic Tours Pvt. Ltd., New Delhi	FITUR-2010	17-24 Jan. 2010	1,44,393	5(202)/09 -MDA Dated 10.6.2010
12.	Mr. Keshav Kumar, GM	M/s Perfect Travels & Tours Pvt. Ltd., New Delhi	FITUR-2010	19-29 Jan. 2010	83,448	5(6)/10- MDA Dated 14.6.2010
13	Mr. Heera Lohia, MD	M/s Indo Journeys Pvt. Ltd., New Delhi	Sale cum study tour	14-31 Jan. 2009	43,188	5(93)/08- MDA Dated 18.6.2010
14	Mr. Anindya Biswas, Market Manager	M/s Indebo (India) Pvt. Ltd., New Delhi	FITUR-2010	19-30 Jan. 2010	1,94,220	5(209)/09 -MDA Dated 18.6.2010
15	Mr. Debjit Dutta	M/s Impression Tourism Services(India) Pvt. Ltd., Kolkata	WTM-2009	9-12 Nov. 2009	1,31,853	5(195)/09 -MDA Dated 23.6.2010
16	Mr. Ashok Koul, MD	Snowline Expeditions Pvt. Ltd., New Delhi	ITB-2010	10-14 March, 2010	84,898	5(17)/10- MDA Dated 28.6.2010
17.	Mr. Rahul Sharma, MD	Indian Holiday Pvt. Ltd., New Delhi	WTM-2009	7-14 Nov. 2009	2,00,000	5(176)/09 -MDA Dated 28.6.2010
18.	Mr. Ram Anuj Kumar, MD	M/s Magadh Travels & Tours Pvt. Ltd., New Delhi	ITB Asia- 2009, Singapore	19-29 Oct. 2009	78,385	5(161)/09 -MDA Dated 28.6.2010
19	Mr Sharat Chandra,	M/s State Express, New Delhi	FITUR-2010	10-25 Jan. 2010	1,33,110	5(204)/09 -MDA

Evaluation of Scheme of MDA

	Manager					Dated 28.6.2010
20	Mr. O.P. Ahuja, CMD	M/s Holiday Maker Pvt. Ltd., New Delhi	Sale cum study tour to USA	18.9.09 TO 21.10.09	33,020	5(152)/09 -MDA Dated 28.6.2010
21	Mr. Ravi Gosain, Director	M/s Erco Travels Pvt. Ltd., New Delhi	FITUR-2010	19-25 Jan. 2010	1,10,906	5(213)/09 -MDA Dated 28.6.2010
22	Mr. Abhimanyu Singh, Director	M/s Dynamic Tours Pvt. Ltd., New Delhi	WTM-2009	9-13 Nov. 2009	1,42,942	5(178)/09 -MDA Dated 30.6.2010
23.	Mr. Rajesh Looma, MD	M/s Ecos (I) Mobility & Hospitality Pvt. Ltd., New Delhi	Production of Publicity Material	20 th Jan to 6 th Feb. 2010	21,168	5(218)/09 -MDA Dated 30.6.2010
24.	Mr. Pramod Singla, Director	M/s Services International Limited	FITUR-2010	20-24 Jan. 2010	1,76,972	5(1)/10- MDA Dated 29.6.2010
25	Mr. Heera Lohia, MD	M/s Indo Journeys Pvt. Ltd., New Delhi	ITB-2010	7-20 March 2010	1,94,464	5(21)/10- MDA Dated 2.7.2010
26	Mr. A. Krishan Mohan, MD	M/s Southern Travel Pvt. Ltd., New Delhi	Sale-cum- study tour to USA	1-16 July 2009	51,993	5(109)/09 -MDA Dated 1.7.2010
27	Mr. Ramesh Kumar Wattal, MD	M/s Welcome Travels, New Delhi	ITB-2010	9-15 March 2010	80,382	5(27)/10- MDA Dated 6.7.2010
28	Mr. Gian Taneja, Director	M/s Mystic Tours Pvt. Ltd., New Delhi	Boston Global Show- 2010, USA	18-23 Feb. 2010	1,36,759	5(220)/09 -MDA Dated 6.7.2010
29	Mr. Vipul Bhandari	M/s Blossom Holidays Pvt. Ltd., Jaipur	FITUR-2010	19-26 Jan. 2010	81,623	5(211)/09 -MDA Dated 8.7.2010
30	Mr. Rajesh Looma, MD	M/s ECOS(I) Mobility & Hospitality, New Delhi	Sale cum study tour, USA	23 Jan to 2 nd Feb. 2010	1,16,625	5(219)/09 -MDA Dated 8.7.2010
31	Mr. Thomas K. Cherian, GM	M/s Orange County Resort,	ITB-2010	8-18 March	2,00,000	5(31)/10- MDA

Evaluation of Scheme of MDA

		Kabini (Karnataka)		2010		dated 14.7.2010
32	Mrs. Z.Karnik, ED	M/s Business & Tourist Services, New Delhi	Sale cum study tour	21 June to 5 th July 2009	48,468	5(101)/09-MDA Dated 26.7.2010
33	Mr. Sanjeev Chandra, Manager	M/s State Express Tours Pvt. Ltd., New Delhi	TTG, Rimini-2010 Italy	12-30 Oct. 2010	87,106	5(163)/09-MDA Dated 26.7.2010
34	Mr. Mandip Singh Soin, MD	M/s Ibex Expeditions Pvt. Ltd., New Delhi	Sale cum study tour to Australia & New Zealand	5-18 Sept. 2009	54,904	5(174)/09-MDA Dated 28.7.2010
35	Mr. Hemant Das, GM	M/s Network Travels, Guwahati	WTM-2009, London	9-12 Nov. 2009	29,898	5(194)/09-MDA Dated 28.7.2010
36	Mr. Manoj Atri, Manager	M/s Travel Sprit International Pvt. Ltd., New Delhi	BIT-2010, Milan.	17-22 Feb. 2010.	92,587	5(221)/09-MDA Dated 28.7.2010
37	Mr. Atul Rai, MD	M/s Ananya Tours Pvt. Ltd., New Delhi	ITB-2010	8-15 March 2010	79,972	5(22)/10-MDA Dated 3.8.2010
38	Mr. Swadesh Kumar, MD	M/s Shikhar Travels(India) Pvt. Ltd., New Delhi	ITB-2010	8-15 March 2010	2,00,000	5(35)/10-MDA Dated 3.8.2010
39	Ms. Radhika Rana, Manager	M/s Dynamic Tours Pvt. Ltd., New Delhi	ITB-2010	9-14 March 2010	2,00,000	5(14)/10-MDA Dated 3.8.2010
40	Mr. Unnikrishnan Nair, MD	M/s Royal Indian Voyages Pvt. Ltd., New Delhi	ITB-2010	9-15 March 2010	81,903	5(53)/10-MDA Dated 11.8.2010
41	Mr. Gagan Sarangi, MD	M/s Dove Tours Pvt. Ltd., Bhubaneswar	ITB-2010	9-16 March 2010	78,669	5(40)/10-MDA Dated 10.8.2010
42	Mr. Paras Gupta, Director	M/s Soby Satellite Pvt.Ltd., New Delhi	ITB-2010	9-22 March 2010	1,57,882	5(54)/10-MDA Dated 9.8.2010
43	Mr. Paras Gupta, Director	M/s Soby Satellite Pvt.Ltd., New	Publicity Material for	9-22 March	30,000	5(33)/10-MDA Dated

Evaluation of Scheme of MDA

		Delhi	ITB-2010	2010		9.8.2010
44	Mr. Heera Lohia, MD	M/s Indo Journeys Pvt. Ltd., New Delhi	ITB-2009	4-24 March 2009	1,81,545	5(125)/09 -MDA Dated 10.8.2010
45	Mr. Anup Nair, MD	M/s Incentive Destination Pvt. Ltd., New Delhi	ASTA Trade show, Las Vegas-2009	11-27 Sept. 2009	51,551	5(121)/09 -MDA Dated 12.8.2010
46	Mr. A.R. Madanagopal, MD	M/s Chariot Beach Resort, Chennai	ITB-2010	8-16 March 2010	2,00,000	5(38)/10- MDA Dated 12.8.2010
47	Mr. V.N. Swamy, Director	M/s B.B. Voyage Pvt. Ltd., Gurgaon	Travel Expo Map (La Monde A' Paris)-2009	20 th Sept. To 11 th Oct. 2009	1,13,272	5(148)/09 -MDA Dated 12.8.2010
48	Mr. Nidheesh Saxena, Director	M/s Pragema Travels Pvt. Ltd., New Delhi	ITB-2010	9-20 March 2010	94,188	5(58)/10- MDA Dated 12.8.2010
49	Mr. Raman S. Taneja, MD	M/s Flexi Tours Pvt. Ltd., New Delhi	IMTM-2010, Israel	8-16 Feb. 2010	50,250	5(4)/10- MDA Dated 12.8.2010
50	Mr. Ravi Ramaswamy, ED	M/s Indebo India Pvt. Ltd., New Delhi	EIBTM-2009, Barcelona	30 th Nov. to 15 th Dec. 2009	1,95,707	5(196)/09 -MDA Dated 3.8.2010
51	Mrs Bahram B. Pashutanizadeh, Director	M/s Napolitan Travel Agency Pvt. Ltd., Pune	ATM-2010	1-9 May 2010	1,63,111	5(48)/10- MDA Dated 18.8.2010
52	Mrs. Z. Karnik, ED	M/s Business & Tourist Services, Gurgaon	TOP Resa- 2009, France	19 th Sept. to 1 st Oct. 2009	2,00,000	5(148)/09 -MDA Dated 18.8.2010
53	Mr. Bharatdeep Singh Bedi, Vice President	M/s Trade Wings Tours Ltd., New Delhi	Sale cum study tour, South Africa	8-22 March 2010	34,382	5(18)/10- MDA 19.8.2010
54	Mr. Chander Mansharamani, MD	M/s Alpcord Network Travel & Conferences Management Co., New Delhi	IMEX-2010, Frankfurt	24-28 May 2010	1,05,928	5(64)/10- MDA Date d 25.8.2010
55	Mr. V.H. Veigas, Proprietor	M/s Varun Voyages, New Delhi	Sale cum study tour to USA &	6-28 June 2010	95,499	5(71)/10- MDA Dated

Evaluation of Scheme of MDA

			Canada			25.8.2010
56	Mr. Snjeev Chandra, Director	M/s State Express Tours Pvt. Ltd., New Delhi	BIT-2010, Milan	18-21 Feb. 2010	1,09,500	5(10)/10-MDA Dated 25.8.2010
57	Mr. Abhijit Das Gupta, DGM	M/s Indian Holiday Pvt. Ltd, New Delhi	ITB-2010	10-14 March 2010	2,00,000	5(51)/10-MDA Dated 27.8.2010
58	Mr. Rajesh Gupta, Director	M/s Eastwind Holidays (India), New Delhi	Top Resa-2009	21-26 Sept. 2009	1,30,762	5(138)/09-MDA Dated 27.8.2010
59	Mr. Rahul Misra, DGM	M/s Toshali Tours & Travels, Gurgaon	MITT-2010, Moscow	16-21 March 2010	49,119	5(45)/10-MDA Dated 27.8.2010
60	Mr. Harihar Patra, Director	M/s Toshali Tours & Travels, Gurgaon	ITB-2010	8-15 March 2010	50,687	5(46)/10-MDA Dated 27.8.2010
61	Mr. Naresh K. Sharma, MD	M/s Inpac Tours Pvt. Ltd., New Delhi	ITB-2010	8-16 March 2010	81,278	5(62)/10-MDA Dated 18.8.2010
62	Mr. M. Sreedharan Pillai, Manager	M/s Pioneer Personalized Holidays(P) Ltd., Cochin	ATM-2010	3-12 May 2010	93,190	5(63)/10-MDA Dated 31.8.2010
63	Mr. Anurag Rathore, AGM	M/s Erco Travels Pvt. Ltd., New Delhi	ITB-2010	9-15 March 2010	78,796	5(50)/10-MDA Dated 31.8.2010
64	Mr. Vipul Bhandari, Director	M/s Blossom Holidays Pvt. Ltd., Jaipur	ITB-2010	9-15 March 2010	90,113	5(42)/10-MDA Dated 8.9.2010
65	Mr. Mohit Saigal, Manager	M/s Travel With us, New Delhi	AIME-2010, Melbourne	28 th Feb to 14 th March 2010, Australia	1,44,728	5(15)/10-MDA Dated 6.9.2010
66	Mr. Shyam Mohan Saigal, Proprietor	M/s Travel With us, New Delhi	EMITT-2010, Turkey	11-14 Feb-2010	1,56,633	5(16)/10-MDA Dated 6.9.2010
67	Mr. Janeesh J., Director	M/s Chalukya Grace Tours Pvt.	ITB-2010	9-16 March	78,076	5(57)/10-MDA

Evaluation of Scheme of MDA

		Ltd., Trivandrum		2010		Dated 6.9.2010
68	Mr. Sarabjit Singh, MD	M/s Travelite (India), New Delhi	KITF-2010, Almaty	19-24 April 2010	1,68,454	5(97)/10-MDA Dated 6.9.2010
69	Mr. Mohinder Khanna, Director	M/s A.La-Carte Tours Pvt. Ltd., New Delhi	ITB-2010	10-17 March 2010	27,707	5(30)/10-MDA Dated 16.9.2010
70	Mr. Sejo Jose, MD	M/s Marvel Tours Pvt. Ltd., Cochin	ITB-2010	8-20 March 2010	1,10,019	5(34)/10-MDA Dated 16.9.2010
71	Mr. Sanjeev Chandra, Director	M/s State Express Tours Pvt. Ltd., New Delhi	BIT-2010, Milan	18-21 Feb. 2010	30,000	5(9)/10-MDA Dated 16.9.2010
72	Mr. Shaji Thomas, MD	M/s Thomas Hotels and Resorts Pvt. Ltd., Trivandrum	ITB-2010	10-19 March 2010	1,52,274	5(47)/10-MDA Dated 16.9.2010
73	Mr. Sharat Chandra, Manager	M/s State Express, New Delhi	AIME-2010, Australia	28 th Feb. to 11 th March 2010	1,21,456	5(24)/10-MDA Dated 28.9.2010
74	Ms. Shikha Kalra, Manager	M/s Indebo India Pvt. Ltd., New Delhi	ITB-2010	10-14 March 2010	2,00,000	5(2)/10-MDA Dated 28.9.2010
75	Mr. Nigmanand Satapathy, Manager	M/s Vasco Travels Pvt. Ltd., Noida	Sale cum study tour, Colombia & Argentina	19 th June to 23 rd July 2010	1,21,241	5(85)/10-MDA Dated 12.10.2010
76	Mr. Amaresh Kumar Tiwari, Director	M/s A.T. Seasons & Vacations Travel Pvt. Ltd., New Delhi	ITB-2010	9-15 March 2010	86,605	5(43)/10-MDA Dated 19.10.2010
77	Mr. Ajay Thakur, ED	M/s India Vision Tours & Travels, New Delhi	ITB-2010	10-14 March 2010	89,420	5(23)/10-MDA Dated 19.10.2010
78	Mrs. Ranjana Mudgill, Director	M/s Planet India Travels Pvt. Ltd., New Delhi	ITB-2010	9-15 March 2010	81,241	5(19)/10-MDA Dated

Evaluation of Scheme of MDA

						19.10.2010
79	Mr. Rajesh K. Sharma, Director	M/s Indian Holidays Pvt. Ltd., New Delhi	MITT-2010, Moscow	17-20 March 2010	2,00,000	5(23)/10-MDA Dated 19.10.2010
80	Mr. Vipin Sharma, MD	M/s VUE India Tours Pvt. Ltd., New Delhi	ITB-2010	9-15 March 2010	2,00,000	5(36)/10-MDA Dated 19.10.10
81	Mr. Vikas Abbott, Director	M/s Vasco Travels Pvt. Ltd., NOIDA	Study tour	10 th May to 25 th June 2010	1,07,548	5(74)/10-MDA Dated 29.10.10
82	Mr. Yashwant Singh, Director	M/s Professional Tours Management Co. Ltd., New Delhi	ATM-2010	Dubai from 3-13 May 2010	1,11,970	5(84)/10-MDA Dated 9.11.2010
83	Mrs Richa Nayal, MD	M/s Era Tours & Travels (I) Pvt. Ltd., New Delhi	BITE-2010, Beijing	from 8 June to 10 th July 2010	1,38,019	5(77)/10-MDA Dated 9.11.2010
84	Mr. Abhishek Gupta, Director	M/s Sharp Travels (India) Ltd., New Delhi	ATM-2010, Dubai	From 3-8 May 2010	94,028	5(73)/10-MDA Dated 9.11.2010
85	Mr. Radhy Kishan Gupta	M/s Casanova India Tours Pvt. Ltd., Gurgaon	ITB-2010	From 9-21 March 2010	1,54,098	5(32)/10-MDA Dated 19.11.10
86	Mr. Harihar Patra, Director	M/s Toshali Tours & Travels, Bhubaneswar	OTYDYKH Leisure show-2010, Moscow	From 19-27 Sept. 2010	60,931	5(91)/10-MDA Dated 19.11.10
87	Mr. Rashmikant Gandhi, Director	M/s India Vision Tour & Travels, New Delhi	Top Resa-2010, Paris	France, from 21-24 Sept. 2010	99,092	5(94)/10-MDA Dated 19.11.10
88	Mr. A.R. Madhangopal, Director	M/s Chariot Beach Resort, Mahabalipuram	MITT-2010, Moscow	Moscow 16-21 March 2010	2,00,000	5(44)/2010-MDA dated 29.11.2010
89	Mr. Sarbjit Singh, MD	M/s Travelite (India), New Delhi	ATM-2010	Dubai, 3-7 May 2010	2,00,000	5(69)/10-MDA Dated 25.11.10

Evaluation of Scheme of MDA

90	Mr. Keshav Kumar, GM	M/s Perfect Travels & Tours Pvt. Ltd., New Delhi	WTM-2010	6-13 Nov. 2010	1,30,485	5(107)/10-MDA Dated 20.12.10
91	Mr. Ravi Raman Gosain	M/s Erco Travels Pvt. Ltd., New Delhi	TOP Resa-2010, Paris	19-28 Sept. 2010	1,32,470	5(99)/10-MDA dated 20.12.2010
92	Mr. Manoj Atri, Manager	M/s Travel Sprit International Pvt. Ltd., New Delhi	TTG Rimini-2010, Italy	20-26 Oct. 2010	60,570	5(103)/10-MDA dated 20.12.2010
93	Mr. Uday Marwah, Director	M/s Uday Tours and Travels Pvt. Ltd., , New Delhi	ATOI Conference-2010, Chicago	1-18 Oct. 2010	1,33,879	5(109)/10-MDA Dated 24.12.10
94	Mr. Saurab Mehta, Director	M/s Raag Voyages India Pvt. Ltd., New Delhi	TOP Resa-2010, Paris	12 th Sept. to 2 nd Oct. 2010	1,26,182	5(96)/10-MDA Dated 24.12.2010
95	Mr. Mohit Saigal, Manager	M/s Travel With us, New Delhi	Sale cum study tour to USA & Canada	8-23 May 2010	74,485	5(88)/10-MDA Dated 27.12.10
96	Mr. Atul Khanna, Manager	M/s A-La-Carte Tours Pvt. Ltd., New Delhi	Study Tour to Turkey & Sweden	6-14 Aug. 2010	47,221	5(89)/10-MDA Dated 27.12.10
97	Mr. Mandeep Singh Soin, MD	M/s Ibex Expeditions Pvt. Ltd., New Delhi	Adventure Travel Summit-2010	3-10 Oct. 2010	32,350	5(110)/10-MDA Dated 27.12.10
98	Mr. Ajay Thakur, Director	M/s India Vision Tours & Travel, New Delhi	WTM-2010	6-14 Nov. 2010	1,27,103	5(125)/10-MDA Dated 27.12.10
99	Mr. Radhy Kishan Gupta, MD	M/s Casanova India Tours Pvt. Ltd., Gurgaon	OTDYKH Show-2010, Moscow	19 th Sept. to 1 st Oct. 2010	78,999	5(95)/10-MDA Dated 27.12.10
100	Mr. Uday Marwah, Director	M/s Uday Tours & Travels Pvt. Ltd., New Delhi	NTA Convention-2010, Montreal	9-19 Nov. 2010	96,849	5(137)/10-MDA Dated 6.1.2011

Evaluation of Scheme of MDA

101	Mr. Debjit Dutta, Director	M/s Impression Tourism Services (India) Pvt. Ltd., Kolkata	ITB-Asia- 2010	19-23 Oct. 2010	85,346	5(108)/10 -MDA Dated 5.1.2011
102	Mr. Sanjeev Godha, Director	M/s Nainika Tours & Travels Pvt. Ltd., Jaipur	WTM-2010	8-17 Nov. 2010	28,137	5(114)/10 -MDA Dated 5.1.2011
103	Mr. V.H. Veigas, Proprietor	M/s Varun Voyages, New Delhi	Travel & Adventure Show-2010, USA	12-31 Oct. 2010	81,730	5(106)/10 -MDA Dated 10.1.2011
104	Mr. Anish Veigas, Manager	M/s Varun Voyages, New Delhi	Travel Mart- 2010, Thailand	3-8 Oct. 2010	70,800	5(105)/10 -MDA Dated 10.1.2011
105	Mr. Ajeet Bajaj, MD	M/s Snow Leopard Adventure Pvt. Ltd., New Delhi	WTM-2010, London	7-13 Nov. 2010	1,31,134	5(119)/10 -MDA Dated 10.1.2011
106	Mr. Jose T. Ramapuram, Director	M/s Orange County Resorts & Hotels Ltd., Kabini (Bangalore)	Pure Life Experience Show-2010, Morocco	6-11 Nov. 2011	2,00,000	5(142)/10 -MDA dated 10.1.2011
107	Mr. Gian Taneja, Director	M/s Mystic Tours Pvt. Ltd., New Delhi	BITE-2010, Beijing	22 nd June to 1 st July 2010	1,26,331	5(80)/10- MDA Dated 10.1.2011
108	Mr. Sonam Norgay Lachungpa, Proprietor	M/s Galaxy Tours & Treks, Gangtok	WTM-2010	9-14 Nov. 2010	38,263	5(133)/10 -MDA Dated 13.1.2011
109	Mr. Ranju Joseph, Director	M/s Poiner Personalized Holidays Pvt. Ltd., Cochin	WTM-2010	7-22 Nov. 2010	99,801	5(134)/10 -MDA Dated 13.1.2011
110	Mr. Arijit Purkayastha, Proprietor	M/s Koyeli Tours & Travels, Guwahati	WTM-2010	6-13 Nov. 2010	27,382	5(124)/10 -MDA Dated 13.1.2011
111	Mr. Anup Nair, MD	M/s Incentive Destinations Pvt. Ltd., New Delhi M/s Incentive Destinations Pvt. Ltd., New Delhi	EIBTM-2010, Barcelona	29 th Nov. to 10 th Dec. 2010	1,44,859	5(140)/10 -MDA Dated 24.1.2011
112	Mr. Palzor Lachungpa	M/s Blue Sky Tours & Travels,	WTM-2010	14-17 Nov. 2010	38,263	5(131)/10 -MDA

Evaluation of Scheme of MDA

		Gangtok				Dated 24.1.2011
113	Maj. S.K. Yadav, MD	M/s Wanderlust Travels Pvt. Ltd., New Delhi	WTM-2010	6-11 Nov. 2010	1,24,863	5(127)/10 -MDA Dated 27.1.2011
114	Mr. Anup Nair, MD	M/s Incentive Destinations Pvt. Ltd., New Delhi	IMEX-2010, Frankfurt	23 rd May to 7 th June 2010	2,00,000	5(82)/10- MDA Dated 25.1.2011
115	Mrs Richa Nayal, MD	M/s Era Tours & Travels Pvt. Ltd., New Delhi	Sale cum study tour to China	16-21 Nov. 2010	21,199	5(150)/10 -MDA Dated 27.1.2010
116	Mr. Palzor Lachungpa	M/s Blue Sky Tours & Travels, Gangtok	Publicity Material	9-14 Nov. 2010	30,000	5(130)/10 -MDA Dated 28.1.2011
117	Mr. B.S. Bedi, Vice President	M/s Trade Wings Tours Ltd., New Delhi	Sale cum study tour to UK	7-17 Nov. 2010	36,214	5(128)/10 -MDA Dated 2.2.2010
118	Mr. Rajesh Mudgill, MD	M/s Planet India Pvt. Ltd., New Delhi	WTM-2010	6-15 Nov. 2010	1,28,070	5(118)/10 -MDA Dated 2.2.2010
119	Mr. B.S. Bedi, VP	M/s Trade Wings Tours Ltd., New Delhi	Publicity Material- WTM-2010	7-10 Nov. 2010	30,000	5(129)/10 -MDA Dated 3.2.2011
120	Mr. Charian T. Ramapuram	M/s Orange County Resort, Kabini (Bangalore)	ILTM-2010, Cannes	2-12 Dec. 2010	2,00,000	5(157)/10 -MDA Dated 7.2.2011
121	Mr. Satish Gupta, MD	M/s Sharp Travels India Ltd., New Delhi	TTG Rimini- 2010, Italy	19-25 Oct. 2010	1,23,709	5(104)/10 -MDA Dated 9.2.2011
122	Mr. Bilal Ahmed Chapri, Director	M/s Discovery Journeys India Pvt. Ltd., Gurgaon	ITB-2010	10-27 March 2010	49,725	5(60)/10- MDA Dated 9.2.2011
123	Mr. Abhijit Das Gupta, GM	M/s Indian Holidays Pvt. Ltd., New Delhi	ILTM-2010	6-11 Dec. 2010	2,00,000	5(160)/10 -MDA Dated 7.2.2011
124	Mr. G.S. Johar, Director	M/s Travelite India, New Delhi	WTM-2010	6-19 Nov. 2010	1,89,111	5(146)/10 -MDA Dated

Evaluation of Scheme of MDA

						10.2.2011
125	Mr. Ajeet Bajaj, MD	M/s Snow Leopard Adventures Pvt. Ltd., New Delhi	Adventure Travel World Summit- Scotland	3-9 Oct. 2010	84,146	5(98)/10- MDA Dated 10.2.2011
126	Mr. Sujit Singh, Manager	M/s Toshali Sands, Puri	WTM-2010	7-13 Nov. 2010	32,625	5(138)/10 -MDA Dated 10.2.2011
127	Mr. Sanjeev Chandra, Director	M/s State Express Tours Pvt. Ltd., New Delhi	TTG, Rimini- 2010, Italy	19-30 Oct. 2010	94,066	5(117)/10 -MDA Dated 15.2.2011
128	Mrs. Seema Godha, Director	M/s Nainika Tours & Travels, Jaipur	Sale cum study tour to UK	8-17 Nov. 2010	33,552	5(113)/10 -MDA Dated 15.2.2011
129	Mr. K.M. Kumaaran, Manager	M/s Apollo Voyages Pvt. Ltd., New Delhi	WTM-2010	7-13 Nov. 2010	1,26,226	5(149)/10 -MDA Dated 15.2.2011
130	Mr. Rajendra Kumar	M/s Top Travel & Tours, New Delhi	ILTM-2010, Cannes	5-11 Dec. 2011	2,00,000	5(153)/10 -MDA Dated 17.2.2011
131	Mr. Sudhir Kochar, Director	M/s Vue India Tours Ltd., New Delhi	Intl. Golf Travel Mart- 2010, Spain	15-20 Nov. 2010	1,19,683	5(135)/10 -MDA Dated 17.2.2010
132	Mr. Mukesh Kumar	M/s Magadh Travels & Tours, New Delhi	IT & CTW- 2010, Bangkok	4-8 Oct. 2010	66,843	5(102)/10 -MDA Dated 17.2.2011
133	Mr. Amit Sankhala	M/s Dynamic Tours Pvt. Ltd., New Delhi	Pure Life Experience Show-2010, Morocco	14-21 Nov. 2010	2,00,000	5(144)/10 -MDA Dated 15.2.2011
134	Mr. Vishal Singh, Director	M/s Royal Expedition Pvt. Ltd., New Delhi	Advt. Travel World Summit- 2010, Scotland	2-10 Oct. 2010	99,862	5(100)/10 -MDA Dated 21.2.2011
135	Mr. Keshav Kumar, GM	M/s Perfect Travels & Tours Pvt. Ltd., New Delhi	FITUR-2010	17-24 January 2011	59,132	5(163)/10 -MDA Dated 21.2.12
136	Mr.	M/s Namaste	WTM-2010	7-13 Nov.	1,30,431	5(122)/10 -MDA

	Balasubramanya n, Director	Tours Pvt. Ltd., Gurgaon		2010		Dated 24.2.2011
137	Capt. Swadesh Kumar, MD	M/s Shikhar Travels Pvt. Ltd., New Delhi	USTO Conference-2010, New Orleans, USA	10-12 Dec. 2010	42,469	5(162)/10-MDA Dated 25.2.2011
138	Mr. Harihar Patra, Director	M/s Toshali Tours & Travels, Bhubaneswar	WTM-2010	7-19 Nov. 2010	45,030	5(139)/10-MDA Dated 25.2.2011
139	Mr. Vipin Sharma, MD	M/s Vue India Tours Pvt. Ltd., New Delhi	Publicity Material for ITB-2010	10-14 March 2010	27,730	5(39)/10-MDA Dated 25.2.2011
140	Mr. Rajesh Nair, GM	M/s Edassery Eastend, Munnar	WTM-2010	6-13 Nov. 2010	1,19,100	5(145)/10 Date 11.3.2011
141	Mr. Ram Anuj Kumar, MD	M/s Magadh Travels & Tours, New Delhi	ITE HCMC-2010, Vietnam	28 th Sept. to 8 th Oct. 2011	20,220	5(101)/10-MDA Dated 11.3.2011
142	Mr. Anubhav Gupta, Director	M/s Sharp Travels Ltd., , New Delhi	Study tour to Netherland, Finland & Norway	10-24 Jan. 2011	89,012	5(164)/10-MDA Dated 11.3.2011
143	Mr. Debjit Dutta, Director	M/s Impression Tourism Services Pvt. Ltd., Kolkata	Study tour to UK	6-17 Nov. 2010	24,497	5(141)/10-MDA Dated 11.3.2011
144	Mr. Vinayak Koul, Director	M/s Snowlion Expeditions Pvt. Ltd., New Delhi	WTM-2010	6-13 Nov. 2010	1,27,968	5(121)/10-MDA Dated 15.3.3011

2011-12 Beneficiaries

S.No	Name of the Company	Name of the person	Countries/ Fairs visited	Dates of visit	Amount released	Sanction No.
1.	Apollo Voyages Pvt. Ltd., New Delhi	Mr. Harminder Singh Saini, CEO	Study tour to Canada & Mexico	26 th Nov. to 16 th Dec. 2010	1,13,475	5(161)/10-MDA Dated 5.5.2011
2	LTC Travel Pvt. Ltd, New Delhi	Mr. Sanjeev Baluja, Director	Study tour to Poland	16-23 March 2011.	54,307	5(11)/11-MDA Dated 5.5.2011

Evaluation of Scheme of MDA

3	Horizon Travel Worldwide, New Delhi	Mr. Rajinder Singh, Partner	Top Resa-2010	19-30 Oct. 2010	1,38,794	5(97)/10-MDA Dated 5.5.2011
4	Vasco Travel Pvt. Ltd., Noida	Mr. N. Satapathy, Manager	Study tour to Colombia, Mexico and Argentina	4 th Feb. to 9 th March 2011	1,42,992	5(186)/10-MDA Dated 5.5.2011
5.	Planet India Travels Pvt. Ltd., New Delhi	Mr. Rajesh Mudgill, MD	ITB-2011	7-15 March 2011	1,00,366	5(187)/10-MDA Dated 10.5.11
6	A-La-Carte Tours Pvt. Ltd., New Delhi	Mr. Atul Khanna, Manager	EMITTS-2011, Turkey	8-13 Feb. 2011	71,008	5(181)/10-MDA Dated 10.5.2011
7	Ibex Expeditions Pvt. Ltd., New Delhi	Mr. Mandeep Singh, MD	Pure Life Experience-2010, Marrakeech	6-20 Nov. 2010	2,00,000	5(154)/10-MDA Dated 10.5.2011
8	Koyeli Tours & Travels, Guwahati	Mr. Arijit Purkayastha, Proprietor	ITB-2011	8-14 March 2011	99,451	5(3)/11-MDA Dated 10.5.2011
9	Zutshi Travel World Services Pvt. Ltd., New Delhi	Mr. Ajay Ahuja, MD	Study tour to Brazil	8-15 August, 2010	1,07,369	5(92)/10-MDA Dated 10.5.2011
10	State Express, New Delhi	Mr. Sharat Chandra, Manager	Production of publicity material fir FITUR-2011	17-28 Jan. 2011	30,000	5(192)/10-MDA Dated 12.5.2011
11	Indian Holiday Pvt. Ltd., New Delhi	Mr. Rahul Sharma, MD	FITUR-2011	18-23 Jan. 2011	1,31,421	5(175)/10-MDA Dated 12.5.2011
12	Erco Travels Pvt. Ltd., New Delhi	Mr. Ravi Raman Singh	FITUR-2011	18-24 Jan. 2011.	58,336	5(170)/10-MDA Dated 12.5.2011
13.	Indian Vision Tours & Travels, New Delhi	Mr. Ajay Thakur, Director	ITB-2011, Berlin	7-15 March, 2011	99,601	5(4)/11-MDA Dated 12.5.121
14	Sai Voyages India Ltd., New Delhi	Mr. Ashish Prabhakar	FITUR-2011, Madrid	17-24 Jan. 2011	61,596	5(179)/10-MDA Dated 18.5.12

Evaluation of Scheme of MDA

15	State Express, New Delhi	Mr. Sharat Chandra, Manager	FITUR-2011	17-28 Jan. 2011	66,273	5(167)/10- MDA Dated 18.5.2011
16	Special Holidays Travel Pvt. Ltd., New Delhi	Mr. Sandeep Jain, Director	Sale cum study tour to Mauritius & South Africa	3-13 March 2011	58,270	5(9)/11- MDA Dated 13.5.2011
17	Flexi Tours Pvt. Ltd., New Delhi	Mr. Vivek Khanna, Manager	IMTM-2011, Israel	7-17 Feb. 2011	22,912	5(184)/10- MDA Dated 18.5.2011
18	Casanova India Tours Pvt. Ltd., Gurgaon	Mr. Radhy Kishan Gupta, Director	ITB-2011	3-13 March, 2011	1,53,664	5(177)/10- MDA Dated 24.5.2011
19	The Travel Makers, Jaipur	Mr. Ajay Kumar Sharma	ITB-2011, Berlin	7-15 March, 2011	1,00,118	5(188)/10- MDA Dated 27.5.2011
20	Snowlion Expeditions Pvt. Ltd., New Delhi	Mr. Vinayak Koul, Director	Sale cum study tour to Germany	7-13 March, 2011	33,667	5(22)/11- MDA Dated 27.5.2011
21	Travel Sprit International Pvt. Ltd., New Delhi	Mr. Manoj Atri, Manager	BIT-2011, Milan	15-20 Feb. 2011	1,30,519	5(191)/10- MDA Dated 31.5.2011
22	Apollo Voyages Pvt. Ltd., New Delhi	Mr. Harminder S. Saini, CEO	FITUR-2011, Madrid	17-24 Jan. 2011	58,005	5(190)/10- MDA Dated 7.6.2011
23	India Trails Sourcing Services Pvt. Ltd., Noida	Mr. Shariq Jamil, Director	FITUR-2011, Madrid	16 th Jan. to 10 th Feb. 2011	81,229	5(172)/10- MDA Dated 7.6.2011
24	Sarao Hotels, Mohali	Mr. Nirankar Singh	Hospitality Show-2011, UK	18-31 Jan. 2011	32,025	5(166)/10- MDA Dated 8.6.2011
25	State Express, New Delhi	Mr. Babu Alex, Director	Sale cum study tour to Italy, Croatia, Slovenia and Czech	6-22 Feb. 2011	43,705	5(182)/10- MDA Dated 27.6.2011
26	Ambassador	Ms. Preeti	ITB-2011,	8-13	64,050	5(19)/11- MDA

Evaluation of Scheme of MDA

	Holidays India Pvt. Ltd., New Delhi	Mahajan, Director	Berlin	March, 2011		Dated 28.6.2011
27	Select World Tours Pvt. Ltd., New Delhi	Mr. Dimple Sing Arora, VP	WTM-2010, London	7-15 Nov. 2010.	1,30,433	5(148)/10-MDA Dated 27.6.2011
28	Sharp Travels India Ltd., New Delhi	Mr. Satish Gupta, MD	BIT-2011, Italy	15-20 Feb. 2011	1,00,980	5(178)/10-MDA Dated 27.6.2011
29	Razdan Holidays, New Delhi	Mr. Sanjay Razdan, Partner	ITB-2011, Berlin	7-17 March, 2011	96,286	5(12)/11-MDA Dated 27.6.2011
30	Orange County Resort, Kabini	Mr. Thomas K. Cherian, GM	ITB-2011, Berlin	7-18 March, 2011	2,00,000	5(33)/11-MDA Dated 27.6.12
31	India's Invitation (Rajasthan's Invitation Travels Pvt. Ltd.), Jaipur	Mr. Abhilash Shekhawat, Director	MAP Le Monde-2011, Paris	13-28 March, 2011	1,79,440	5(25)/11-MDA Dated 27.6.2012
32	Eastend Lake Song, Kumarakom	Mr. Rajesh Kalapuram, GM	ITB-2011, Berlin	7-21 March, 2011	1,16,100	5(40)/11-MDA Dated 28.6.12
33	Peak Adventure tours Pvt. Ltd., Noida	Mr. Vijayendra Thaplial, MD	WTM-2010, London	6-13 Nov. 2010	1,00,367	5(116)/10-MDA Dated 29.6.2011
34	Snowline Expeditions Pvt. Ltd., New Delhi	Mr. Ashok Koul, MD	ITB-2011, Berlin	7-14 March, 2011	98,704	5(38)/11-MDA Dated 30.5.12
35	Trade Wings Tours Ltd., New Delhi	Mr. B.S. Bedi, VP	Sale cum study tour to South Africa	27 th Feb. To 10 March, 2011	64,256	5(6)/11-MDA Dated 30.6.2011
36	Abyss Tours, New Delhi	Mr. Abid Hussian Zarger, Director	ITB-2011, Berlin	7-21 March, 2011	1,05,424	5(31)/11-MDA Dated 30.6.2011
37	Vasco Travel Pvt. Ltd., Noida	Mr. Vikas Abbott, Director	FITUR-2011, Madrid	18 th Jan. To 6 th Feb. 2011	2,00,000	5(169)/10-MDA Dated 30.6.2011

38	Era Tours & Travels India Pvt. Ltd., New Delhi	Mr. J.S. Nayal, Director	Sale cum study tour to Thailand, Cambodia and Vietnam (Road Show)	8-15 May, 2011	44,092	5(53)/11-MDA Dated 8.7.2011
39	Royal Indian Voyages Pvt. Ltd., New Delhi	Mr. Unnikrishnan Nair, MD	ITB-2011, Berlin	7-16 March, 2011	98,479	5(21)/11-MDA Dated 8.7.2011
40	Divine Tours and Travels, Noida	Mr. Ranjan Priyadarshi, Manager	Publicity material for KITF-2011, Almaty	18-23 April, 2011	28,875	5(42)/11-MDA Dated 8.7.2011
41	Shikhar Travels Pvt. Ltd., New Delhi	Capt. Swadesh Kumar, MD	ITB-2011, Berlin	7-14 March, 2011	2,00,000	5(26)/11-MDA Dated 12.7.2011
42	Top Travels & Tours Pvt. Ltd., New Delhi	Mr. Rajendra Kumar, MD	ITB-2011, Berlin	8-16 March, 2011	64,508	5(20)/11-MDA Dated 12.7.2011
43	Namaste Tours Pvt. Ltd., Gurgaon	Mr. Balasubramanyan, Director	EIBTM-2010	29 TH Nov. to 4 th Dec. 2010	1,79,026	5(159)/10-MDA Dated 12.7.2011
44	Pioneer Personalized Holidays Pvt. Ltd., Cochin	Mr. M.S. Pillai, Manager	TUG-Gotenburg-2011	22-29 March, 2011	1,20,614	5(36)/11-MDA Dated 12.7.2011
45	Akshya India Tours & Travels, Chennai	Ms. Padmini Narayanan, MD	ITB-2011	8-19 March, 2011	1,16,107	5(1)/11-MDA Dated 13.7.2011
46	Sharp Travels India Ltd., New Delhi	Mr. Anubhav Gupta, Director	Sale cum study tour to Russia & Sweden	14-29 March, 2011	93,880	5(14)/11-MDA Dated 13.7.2011
47	Excel Network, New Delhi	Mr. Manish Mehra, Partner	FITUR-2011, Madrid	18-27 January, 2011.	70,012	5(23)/11-MDA Dated 14.7.2011
48	Indian Holiday Pvt. Ltd., New Delhi	Mr. Rajesh K. Sharma, Director	MITT-2011, Moscow	15-19 March, 2011	2,00,000	5(37)/11-MDA Dated 14.7.2011
49	Jetair Tours Pvt. Ltd., New Delhi	Mr. Varun Gupta, GM	ITB-2011	7-13 March,	61,020	5(18)/11-MDA

Evaluation of Scheme of MDA

				2011		Dated 13.7.2011
50	K.V. Tours & Travels, Mumbai	Mr. Vijesh K. Thakkar, Partner	Study tour to China	12-17 April, 2011	18,828	5(30)/11-MDA Dated 18.7.2011
51	India's Invitation (Rajasthan's Invitation Travel Pvt. Ltd.,) Jaipur	Mr. Abhishek Shekhawat, Director	SITC-2011, Barcelona	7-10 April, 2011	1,33,383	5(43)/11-MDA Dated 18.7.2011
52	Amar Tour Pvt. Ltd., Gurgaon	Mr. Sanyog Gupta, Director	Sale cum study tour to USA	6-14 December, 2010	53,872	5(156)/10-MDA Dated 22.7.2011
53	Service International Ltd., New Delhi	Mr. Pramod Singla, Director	FITUR-2011, Madrid	18-28 Jan. 2011	1,47,665	5(173)/10-MDA Dated 25.7.2011
54	K.V. Tours & Travels, Mumbai	Mr. Ketan V. Thakkar, Partner	Sale cum study tour to UK	7-23 April, 2011	28,525	5(46)/11-MDA Dated 27.7.2011
55	Vue India Tours Pvt. Ltd., New Delhi	Mr. Sudhir Kochar, Director	ITB-2011, Berlin	7-14 March, 2011	2,00,000	5(41)/11-MDA Dated 27.7.2011
56	Divine Tours & Travels, Greater Noida	Mr. Ranjan Priyadarshi, Director	KITF-2011, Kazakhstan	18-23 April, 2011	24,112	5(44)/11-mda Dated 28.7.2011
57	Concord Travels & Tours, Ghaziabad	Mr. Sammi K. Alex Carter, Vice President	MITT-2011, Moscow	10-23 March, 2011	2,00,000	5(7)/11-MDA Dated 28.7.2011
58	Travelite India, New Delhi	Ms. Amrita Ahluwalia, Director	IMEX-2011, Frankfurt	22-28 May, 2011	2,00,000	5(56)/11-MDA Dated 3.8.2011
59	Excel Network, New Delhi	Ms. Jaya Mehra, Partner	Sale cum study tour to Spain	18-27 Jan. 2011	36,262	5(180)/10-MDA Dated 4.8.2011
60	State Express, New Delhi	Mr. Sharat Chandra, Manager	Sale cum study tour to Hungry & Portugal	22 nd Feb. to 5 th March, 2011	41,414	5(8)/11-MDA Dated 26.7.2011
61	Edassery Eastend,	Mr. P. Bhattathiri, Manager	MITT-2011, Moscow	14-21 March,	70,279	5(35)/11-MDA

	Munnar			2011		Dated 8.8.2011
62	Incentive Destinations Pvt. Ltd., New Delhi	Mr. Anup Nair, MD	Sale cum study tour to Germany	22-26 May, 2011	50,710	5(58)/11-MDA Dated 8.8.2011
63	Era Tours & Travels India Pvt. Ltd., New Delhi	Ms. Richa Nayal, MD	BITE-2011, Beijing	14 th June to 3 rd July, 2011	1,28,614	5(65)/11-MDA Dated 11.8.2011
64	India Vision Tours & Travels, New Delhi	Mr. Ajay Thakur, Director	PATA Road show, UK & Ireland	6-19 June, 2011	62,089	5(66)/11-MDA Dated 16.8.2011
65	Indo Journeys Pvt. Ltd., New Delhi	Mr. Heera Lohia, MD	ITB-2011, Berlin	4-19 March, 2011	1,90,984	5(16)/11-MDA Dated 16.8.2011
66	Travel Sprit International, New Delhi	Mr. J.S. Taneja, MD	FITUR-2011, Madrid	17-22 Jan. 2011	1,81,113	5(174)/10-MDA Dated 16.8.2011
67	Alpcord Network Travel, New Delhi	Mr. Chander Masharamani, MD	IMEX-2011, Frankfurt	22-27 May, 2011	2,00,000	5(57)/11-MDA Dated 23.8.2011
68	Holiday Pleasure, New Delhi	Mr. Ashish Jain, Proprietor	Sale cum study tour to Austria, Poland, Czech and Israel	22 nd May to 3 rd June, 2011	54,017	5(62)/11-MDA Dated 24.8.2011
69	A G. Tours Pvt. Ltd., New Delhi	Mr. Gouri Shankar Singh, Director	Sale cum study tour to Italy, Netherland, Spain	15 th Feb. to 2 nd March, 2011	40,117	5(50)/11-MDA Dated 26.8.2011
70	Insight India Voyages, New Delhi	Mr. Dinesh Baloni, Proprietor	Sale cum study tour to Belgium, France.	6-15 Dec. 2010	45,053	5(171)/10-MDA Dated 26.8.2011
71	Aquaterra Adventures India Pvt. Ltd., New Delhi	Mr. Vaibhav Kala, Director	Sale cum study tour to USA	15 th April to 6 th May, 2011	43,308	5(51)/11-MDA Dated 8.9.2011
72	A-La-Carte Tours Pvt. Ltd., New Delhi	Mr. Atul Khanna, Manager	Sale cum study tour to Turkey	18-24 July, 2011	22,899	5(74)/11-MDA Dated

Evaluation of Scheme of MDA

						14.09.2011
73	Napolitan Travel Agency Pvt. Ltd., Pune	Mrs. Behnaz Pashutanizadeh, Director	ATM-2011, Dubai	1-6 May, 2011	2,00,000	5(54)/11-MDA Dated 21.9.2011
74	Blossom Holidays Pvt. Ltd., Jaipur	Mr. Vipul Bhandari, Director	Sale cum study to USA, UK, Czech, Germany	7 th April to 11 th June, 2011	96,628	5(61)/11-MDA Dated 20.9.2011
75	Mystic Tours Pvt. Ltd., New Delhi	Mrs. Avijit Bose, MD	Cultural Global Heritage Travel Show-2011, Ecuador	18-28 June, 2011	98,971	5(71)/11-MDA Dated 20.9.2011
76	Varun Voyages, Gurgaon	Mr. V.H. Veigas, Proprietor	Sale cum study tour to USA & Canada	23 rd April to 26 th May, 2011	1,36,000	5(60)/11-MDA Dated 23.9.2011
77	Spectrum Holidays Pvt. Ltd., New Delhi	Mr. Animesh Kapoor, Director	Sale cum study tour to China	12-22 May, 2011	33,457	5(50)/11-MDA Dated 27.9.2011
78	Truly India Tours & Travels, New Delhi	Mr. Sanyog Gupta, Partner	FITUR-2011	19-23 Jan. 2011	1,00,888	5(2)/11-MDA Dated 29.9.2011
79	Shikhar Travels India Pvt. Ltd., New Delhi	Capt. Swadesh Kumat, MD	IMEX-2011, Frankfurt	22-27 May, 2011	Rs, 2,00,000	5(67)/11-MDA Dated 29.9.2011
80	Incentive Destinations Pvt. Ltd., New Delhi	Mr. Gaurav Jain, Director	ILTM-2011, Shanghai	11-19 June, 2011	2,00,000	5(64)/11-MDA Dated 29.9.2011
81	State Express Tours Pvt. Ltd., New Delhi	Mr. Sanjeev Chandra, Director	BIT-2010, Milan	7-21 Feb. 2010	1,58,270	5(185)/10-MDA Dated 13.10.2011
82	Indebo India Pvt. Ltd., New Delhi	Mr. Ravi Ramaswamy, CEO	Sale cum study tour to USA	15-28 Feb. 2011	1,18,123	5(24)/11-MDA Dated 13.10.2011
83	Travel Sprit International	Mr. Jatinder S. Taneja, MD	ITB-2010, Berlin	9-16 March,	1,01,745	5(20)/10-MDA

Evaluation of Scheme of MDA

	Pvt. Ltd., New Delhi			2010		Dated 14.10.2011
84	Akshaya India Tours & Travels Pvt. Ltd., Chennai	Mr. A. Vaidyanathan, Chairman	Sale cum study tour to France, Switzerland	4-12 August, 2011	64,318	5(75)/11-MDA Dated 17.10.2011
85	Exotique Expeditions Pvt. Ltd., New Delhi	Mr. V. Jayaraman	Sale cum study tour to USA & Mexico	27 th April to 20 th May, 2011	79,112	5(52)/11-MDA Dated 17.10.2011
86	Ideas Cell Tours, Delhi	Mr. K.K. Basu, Director	Sale cum study tour to Argentina, Uruguay and Colombia	24 th March to 23 rd April, 2011	1,21,964	5(34)/11-MDA Dated 14.10.2011
87	LTC Travel Pvt. Ltd., New Delhi	Mr. Sanjeev Baluja, Director	Sale cum study tour to Poland, Germany, France & Switzerland	26 th Aug. to 10 th Sept. 2011.	96,375	5(78)/11-MDA Dated 19.10.2011
88	Abyss Tours, New Delhi	Mr. Abid H. Zergar, Partner	WTM-2010	1-15 Nov. 2010	1,28,092	5(123)/10-MDA Dated 19.10.2011
89	Sachiya Travels Pvt. Ltd., Jaipur	Mr. Deepak Mehta, MD	ITB-2011, Berlin	8-14 March, 2011	96,940	5(27)/11-MDA Dated 01.11.2011
90	Indian Trails Sourcing Services Pvt. Ltd., Noida	Mr. Danish Jamil, MD	ITB-2011, Berlin	2-17 March, 2011	1,07,604	5(48)/11-MDA Dated 03.11.2011
91	India Vision Tours & Travels, New Delhi	Mr. Rashmikant Gandhi	Top Resa-2011, Paris	20-23 Sept. 2011	93,473	5(88)/11-MDA Dated 9.11.2011
92	Trade Wings Tours Ltd., New Delhi	Mr. B.S. Bedi, VP	Sale cum study tour to Poland & UK	8-18 May, 2011	54,808	5(59)/11-MDA Dated 16.11.2011

Evaluation of Scheme of MDA

93	Indebo India Pvt. Ltd., New Delhi	Mr. Anindya Biswas, Manager	IMEX-2011, Frankfurt	23-27 May, 2011	2,00,000	5(68)/11-MDA Dated 22.11.2011
94	Sharp Travels India Ltd., New Delhi	Mr. Satish Gupta, MD	OTDYKH Fair-2011, Moscow	21-24 Sept. 2011	1,30,748	5(86)/11-MDA Dated 22.11.2011
95	Horizon World Wide, New Delhi	Mr. Surinder Singh, Partner	TTG Fair-2010, Italy	20 th Oct. to 4 th Nov. 2010	1,10,195	5(158)/10-MDA Dated 21.11.2011
96	Indian Holidays Pvt. Ltd., New Delhi	Mr. Rajesh K. Sharma, Director	OTDYKH Leisure Travel Fair-2011, Moscow	20-24 Sept. 2011	1,46,025	5(87)/11-MDA dated 24.11.2011
97	Travel With us, New Delhi	Mr. Shyam Mohan Saigal, Proprietor	EMITT-2011, Istanbul	6-20 Feb. 2011	91,888	5(15)/11-MDA Dated 15.12.2011
98	Varun Voyages, Gurgaon	Mr. V.H. Veigas	Production of Publicity material	24 th April to 25 th May, 2011	30,000	5(63)/11-MDA Dated 14.12.2011
99	Royal Expeditions Pvt. Ltd., New Delhi	Mr. Vishal Singh Shankhla, Director	Intl. Tourism Fair of America-2011, Mexico	19-29 September, 2011	1,73,096	5(83)/11-MDA Dated 15.12.2011
100	AIZ Travels & Tours, Mumbai	Mr. Zuber Patarawala	Sale cum study tour to South Africa & Zambia	13 th June to 31 st July, 2011	92,773	5(77)/11-MDA Dated 21.12.2011
101	Perfect Travel & Tours Pvt. Ltd., New Delhi	Mr. Raj Bajaj	OTDYKH Leisure show-2011, Moscow	20-28 Sept. 2011	90,277	5(84)/11-MDA Dated 21.12.2011
102	Uday Tours & Travel Pvt. Ltd., New Delhi	Mr. Uday Marwah	Agricultural Tour operators	12-17 Oct. 2011	90,299	5(110)/11-MDA Dated

Evaluation of Scheme of MDA

			Fair-2011, Stocklom			22.12.201 1
103	Toshali Tours & Travels, Bhubaneswar	Mr. Harihar Patra, Director	Leisure Intl. Travel Fair- 2011, Moscow	19-25 Sept. 2011	1,19,955	5(93)/11- MDA Dated 22.12.201 1
104	Welcome Travels, New Delhi	Mr. Sunny Wattal, Manager	Top Resa- 2011, Paris	19-30 Sept. 2011.	1,17,237	5(91)/11- MDA Dated 23.12.201 1
105	Vue India Tours Pvt. Ltd., New Delhi	Mr. Sudhir Kochar, Director	Production of Publicity material for ITB-2011, Berlin	9-13 March, 2011.	20,866	5(45)/11- MDA Dated 23.12.201 1
106	Travel Inn India Tours Pvt. Ltd., New Delhi	Mr. Ravinder Singh Kalra, MD	FITA-2011, Mexico	20 th Sept. to 4 th Oct. 2011	1,56,277	5(85)/11- MDA Dated 26.12.201 1
107	Indian Trails Sourcing Services Pvt. Ltd., Noida	Mr. Shariq Jamil, Director	Sale cum study tour to Spain & Portugal	12 th Sept. to 8 th Oct. 2011	72,903	5(97)/11- MDA Dated 27.12.201 1
108	Indebo India Pvt. Ltd., New Delhi	Ms. Pratiksha Tayal,	ITB-2011, Berlin	8-12 March, 2011	2,00,000	5(49)/11- MDA Dated 3.1.2012
109	Koyeli Tours & Travels, Guwahati	Mr. Arijit Purkayastha, Proprietor	ITB Asia- 2011, Singapore	18-22 Oct. 2011	79,554	5(101)/11- MDA Dated 3.1.2012
110	Apollo Voyages Pvt. Ltd., New Delhi	Mr. H.S. Saini, CEO	WTM-2011, London	8-11 March, 2011	1,60,908	5(98)/11- MDA Dated 6.1.2012
111	Era Tours & Travels Pvt. Ltd., New Delhi	Mrs. Richa Nayal, MD	Sale cum study tour to China & Hong Kong	25-31 Oct. 2011	40,355	5(118)/11- MDA Dated 6.1.2012
112	Planet India Travel Pvt. Ltd., New Delhi	Mr. Rajesh Mudgil	WTM-2011, London	5-17 Nov. 2011	1,23,183	5(123)/11- MDA Dated 10.1.2012
113	Ibex Expeditions	Mr. Mandip Singh	Pure Life	29 th Oct.	2,00,000	5(122)/11-

Evaluation of Scheme of MDA

	Pvt. Ltd., New Delhi	Soin	Experience-2011, Morocco	to 1 st Nov. 2011		MDA Dated 10.1.2012
114	Snow Leopard Adventure Pvt. Ltd., New Delhi	Mr. Ajeet Bajaj	Adventure Travel world summit-2011, Mexico	16-23 Oct. 2011	1,03,605	5(104)/11-MDA Dated 10.1.2012
115	Casanova India Tours Pvt. Ltd., Gurgaon	Mr. Radhy Kishan Gupta	OTDYKH Travel Fair-2011, Moscow	11-25 Sept. 2011	89,532	5(82)/11-MDA Dated 18.1.2012
116	Vasco Travel Pvt. Ltd., Noida	Mr. Vikas Abott, MD	Sale cum study tour to Canada & Mexico	5 th Sept. to 3 rd Oct. 2011	1,15,065	5(92)/11-MDA Dated 18.1.2011
117	Uday Tours & Travels Pvt. Ltd., New Delhi	Mr. Uday Marwah, Director	Intl. Golf Travel Market-2011, Turkey	13-19 Nov. 2011	1,18,969	5(129)/11-MDA Dated 20.1.2012
118	Ananya Tours Pvt. Ltd., New Delhi	Mr. Atul Rai, MD	WTM-2011, London	5-13 Nov. 2011	1,21,912	5(122)/11-MDA Dated 20.1.2012
119	LTC Travel Pvt. Ltd., Gurgaon	Mr. Sahil Baluja, Director	Sale cum study tour to UK & USA	12-22 Dec. 2011	1,47,793	5(139)/11-MDA Dated 20.1.2012 2
120	Truly India Tours & Travels, New Delhi	Mr. Sushil Kumar Gupta, Director	EMITT-2011, Istanbul	9-21 Feb. 2011	84,479	5(70)/11-MDA Dated 20.1.2012
121	Seth Consultants Pvt. Ltd., New Delhi	Mr. Shantum Seth	Sale cum study tour to UK & USA	24 th Aug. to 27 th Sept. 2011	88,330	5(89)/11-MDA Dated 23.1.2012
122	Namms Tours & Travels, New Delhi	Mrs. Neelam Kapoor, Proprietor	WTM-2011, London	5-12 Nov. 2011	1,57,197	5(109)/11-MDA Dated 20.1.2012
123	Raag Voyages India Pvt. Ltd., New Delhi	Mr. Saurab Mehta, Director	Top Resa-2011	17-26 Sept. 2011	1,30,282	5(95)/11-MDA Dated 30.1.2012
124	Ibex Expeditions Pvt. Ltd., New Delhi	Mr. M.S. Soin, MD	Production of publicity material for WTM-2011	1-10 Nov. 2011	29,150	5(113)/11-MDA Dated 30.1.2012

Evaluation of Scheme of MDA

125	Wanderlust Travels Pvt. Ltd., New Delhi	Maj. S.K. Yadav, MD	WTM-2011, London	6-14 Nov. 2011	1,52,891	5(114)/11-MDA Dated 30.1.2012
126	Incredible Destination Management Services Pvt. Ltd., New Delhi	Mr. Vishal Yadav	WTM-2011	6-12 Nov. 2011	1,53,725	5(126)/11-MDA Dated 23.2.2012
127	Skyway International Travels, Mysore	Mr. S. Mahalingiah	WTM-2011	2-12 Nov. 2011	1,23,187	5(111)/11-MDA Dated 24.2.2011
128	Incentive Destination Pvt. Ltd., New Delhi	Mr. Anup Nair	EIBTM-2011, Spain	28 Nov. To 3 Dec. 2011	2,00,000	5(142)/11-MDA Dated 27.2.2011
129	Snowlion Expeditions Pvt. Ltd., New Delhi	Mr. Ashok Koul, MD	Study tour to UK & Switzerland	5-28 Nov. 2011	28,384	5(137)/11-MDA Dated 1.3.2012
130	Royal Expeditions Pvt. Ltd., New Delhi	Mr. Vishal Singh Shankhla	ILTM-2011, France	4-9 Dec. 2011	2,00,000	5(143)/11-MDA Dated 1.3.2012
131	Bestway Tours & Safaris Pvt. Ltd., New Delhi	Mr. Amit Malhotra	WTM-2011, London	5-13 Nov. 2011	1,95,339	5(124)/11-MDA Dated 1.3.2012
132	Peak Adventure Pvt. Ltd., Noida	Mr. V. Thapliyal, MD	WTM-2011, London	5-16 Nov. 2011	1,20,160	5(115)/11-MDA Dated 6.3.2012
133	Travel Inn India Pvt. Ltd., New Delhi	Mr. Ravinder Singh Kalra	WTM-2011	6-14 Nov. 2011	2,00,000	5(117)/11-MDA Dated 6.3.2012
134	Green Woods, Thekkady	Mr. Rahul Tom, CEO	WTM-2011, London	6-13 Nov. 2011	1,53,390	5(134)/11-MDA Dated 9.3.2012
135	Napolitan Travel Agency Co. Pvt. Ltd., Pune	Ms. Behnaz Pashutanizadeh	WTM-2011	2-12 Nov. 2011	1,53,106	5(120)/11-MDA Dated 9.3.2012
136	Varun Voyages, New Delhi	Mr. Anish Veigash	IT & CME-2011, Bangkok	2-8 Oct. 2011	83,357	5(105)/11-MDA Dated 9.3.2012

Evaluation of Scheme of MDA

137	Concord Travels & Tours, Ghaziabad	Mr. Harish Mathur, MD	WTM-2011, London	5-11 Nov. 2011	1,55,507	5(102)/11-MDA Dated 15.3.2012
138	Sharp Travel India Ltd., New Delhi	Mr. Abhishek Gupta, Director	TTG Incontri-2011, Italy	5-10 Oct. 2011	1,30,794	5(148)/11-MDA Dated 15.3.2012
139	Vasco Travel Pvt. Ltd., Noida	Mr. N. Satapathy, Director	Sale cum study to Mexico, Argentina & Colombia	16 th Sept. to 20 th Oct. 2011	1,09,020	5(100)/11-MDA Dated 15.3.2012
140	Interactive Tours to India Pvt. Ltd., Jaipur	Mr. Dilip Chauhan, Director	ITB-2011, Berlin	6-16 March, 2011	93,483	5(183)/10-MDA Dated 19.3.2012
141	Impression Tourism Services Pvt. Ltd., Kolkata	Mr. Debjit Dutta	ITB Asia-2011, Singapore	16-22 October, 2011	88,631	5(108)/11-MDA Dated 19.03.2012
142	State Express Tours Pvt. Ltd., New Delhi	Mr. Sanjeev Chandra	TTG Rimini-2011, Italy	2-15 Oct. 2011	1,36,212	5(99)/11-MDA Dated 23.03.2012
143	Indian Trails Sourcing Pvt. Ltd., Noida	Mr. Shariq Jamil	FITUR-2011, Spain	15-30 January, 2012	79,571	5(158)/11-MDA Dated 22.03.2012

2012-13 Beneficiaries

S. No	Name of the Company	Name of the person	Countries/ Fairs visited	Dates of visit	Amount released	Sanction No.
1.	Vasco Travel Pvt. Ltd., Noida	N. Satapathy, GM	FITUR-2012	16-23 January, 2012	1,87,908	5(162)/11-MDA Dated 17.5.2012
2	LTC Travel Pvt. Ltd, New Delhi	Mr. Sanjeev Baluja, Director	Study tour to Czech Republic and Austria	17-25 March 2012.	88,200	5(181)/11-MDA Dated 17.5.2012
3	Indian Holidays Pvt. Ltd., New Delhi	Mr. Abhijit Das Gupta, Manager	ILTM-2011, Cannes	5-12 Dec. 2011	2,00,000	5(147)/11-MDA Dated

Evaluation of Scheme of MDA

						17.5.2012
4	Era Tours & Travels, New Delhi	Mr. Sourabh Dixit, Manager	GITF-2012, China	28 th Feb. To 4 th March, 2012	21,196	5(01)/12-MDA Dated 25.05.2012
5	Orange County Resorts & Hotels, Bangalore	Mr. Jose T. Ramapuram	Pure Life Experience Show-2011, Marrakech	29 th Oct. to 13 th Nov. 2011.	2,00,000	5(125)/11-MDA Dated 21.5.2012
6	Indo Journeys Pvt. Ltd, New Delhi	Mr. Hira Lohia	AT & RTCM-2011, Pokhara	7-14 Feb. 2011	50,638	5(176)/10-MDA Dated 29.05.2012
7	Kash Venture Travels Pvt. Ltd., New Delhi	Mr. Ravinder Tickoo	WTM-2011, London	5-21 Nov. 2011	1,50,067	5(131)/11-MDA Dated 25.5.2012
8	Special Holidays Travel Pvt. Ltd., New Delhi	Mr. K. Narasimhan	ITB Asia-2010	19-23 Oct. 2010	1,14,982	5(115)/10-MDA Dated 24.05.2012
9	India Vision Tours & Travels, New Delhi	Mr. Ajay Thakur, Director	AIME-2012, Melbourne	18-26 Feb. 2012	1,53,138	5(176)/11-MDA Dated 25.5.2012
10	Snowlion Expeditions, New Delhi	Mr. Vinayak Koul, Director	WTM-2011, London	5-11 Nov. 2011	1,50,762	5(121)/11-MDA Dated 30.5.2012
11	Special Holidays Travel Pvt. Ltd., New Delhi	Mr. Sandeep Jain, Director	WTM-2010, London	7-11 Nov. 2010	1,27,642	5(147)/10-MDA Dated 31.05.2012
12	Excel Network, New Delhi	Mr. Manish Mehra, Partner	Travel Turkey-2011, Izmir	7-13 Dec. 2011	43,461	5(144)/11-MDA Dated 31.05.2012
13	Ajanta Travel Services, New Delhi	Mr. Manoj Dewan, Proprietor	WTM-2011, London	5-12 Nov. 2011	1,53,157	5(116)/11-MDA Dated 31.5.2012
14	Erco Travels Pvt. Ltd., New Delhi	Mr. Tarun Nath Mathur, Manager	Top Resa-2011, Paris	19-26 Sept. 2011	1,17,853	5(94)/11-MDA Dated 31.05.2012
15	Travelite India, New Delhi	Mr. G.S. Ahluwalia, Director	FITUR-2012, Spain	13-22 January, 2012	2,00,000	5(150)/11-MDA Dated

Evaluation of Scheme of MDA

						5.6.2012
16	Casanova India Tours Pvt. Ltd., Gurgaon	Mr. Sanyog Gupta, Director	ITB Asia-2011, Singapore	18-22 Oct. 2011	1,57,438	5(103)/11-MDA Dated 5.6.2012
17	Raag Voyages India Pvt. Ltd., New Delhi	Mr. Saurabh Mehta, Director	EMIT-2012, Turkey	7-14 Feb. 2012	92,151	5(171)/12-MDA Dated 7.6.2012
18	Special Holidays Travel Pvt. Ltd., New Delhi	Mr. Sandeep Jain, Director	WTM-2011, London	6-11 Nov. 2011	1,68,448	5(128)/11-MDA Dated 7.6.2012
19	Concord Travels & Tours, Ghaziabad	Mr. Harish Mathur, Partner	Sale cum study tour to China	18-23 Dec. 2011.	23,826	5(141)/12-MDA Dated 6.6.2012
20	Era Tours & Travels India Ltd., New Delhi	Mr. Sourabh Dixit, Manager	GITF-2012, China	28 Feb. to 4 March, 2012	21,196	5(01)/12-MDA Dated 25.5.2012
21	Varun Voyages, New Delhi	Mrs Anita Veigas	Sale cum study tour to USA	8-25 May, 2011	1,02,863	5(81)/11-MDA Dated 8.6.2012
22	Incredible Destination Management Services Pvt. Ltd., New Delhi	Mr. Pramod Bhatnagar, Director	ITB-2012, Berlin	5-13 March, 2012	1,20,099	5(10)/12-MDA Dated 8.6.2012
23	Special Holidays Travel Pvt. Ltd., New Delhi	Mr. K. Narasimhan, Manager	ITB Asia-2011, Singapore	19-23 Oct. 2011	1,55,174	5(106)/11-MDA Dated 6.6.2012
24	Erco Travels Pvt. Ltd., New Delhi	Mr. Tarun Nath Mathur, Manager	Top Resa-2011, Paris	19-26 Sept. 2011	1,17,853	5(94)/11-MDA Dated 31.05.2012
25	Impression Tourism Services India Pvt. Ltd., Kolkata	Mr. Debjit Dutta, Director	ITB-2012	5-13 March, 2012	1,27,940	5(11)/12-MDA Dated 14.6.2012
26	Sharp Travels India Ltd., New Delhi	Mr. Anubhav Gupta	Sale cum study tour to Germany & Netherland	8-16 January 2012	53,148	5(149)/11-MDA Dated 14.06.2012
27	Dynamic Tours Pvt. Ltd., New	Mr. Amit Sankhala, MD	Pure Life Experience-	15 th Oct. to 5 th	2,00,000	5(130)/11-MDA

	Delhi		2011, Marrakech	Nov. 2011		Dated 21.06.2012
28	Excel Network, New Delhi	Mr. Manish Mehra, Director	FITUR-2012, Spain	17-25 January, 2012	77,968	5(163)/11-MDA Dated 22.06.2012
29	Concord Travels & Tours, Ghaziabad	Mr. Sammi K. Alex Carter, VP	MITT-2012, Moscow	20-25 March, 2012.	1,31,216	5(09)/12-MDA Dated 22.06.2012
30	Razdan Holiday, New Delhi	Mr. Sanjay Razdan, Partner	ITB-2012, Berlin	5-14 March 2012	1,14,961	5(17)/12-MDA Dated 26.06.2012
31	State Express, New Delhi	Mr. Sharat Chandra	Publicity material for FITUR-2012	16-27 Jan. 2012.	30,000	5(157)/11-MDA Dated 27.06.2012
32	Pilgrims Bay, Jaipur	Mr. Jaideo Rathore, Director	Sale cum study tour to USA	3 rd Feb. to 18 th March, 2012.	Rs.74,748	5(7)/12-MDA Dated 27.6.2012
33	Excel Network, New Delhi	Mrs. Jaya Mehra	Sale cum study tour to Spain	17-25 January, 2012	55,468	5(159)/11-MDA Dated 20.06.2012
34	State Express, New Delhi	Mr. Sharat Chander	FITUR-2012	16-28 January, 2012	86,524	5(169)/11-MDA Dated 29.06.2012
35	Paul Merchants Ltd., Chandigarh	Ms. Suchi Sharma	ITB-2012	7-12 March, 2012	73,710	5(5)/12-MDA Dated 29.06.2012
36	Scenic Journeys New Delhi	Mr. S.N. Sharma	EIBTM-2011, Barcelona	28 th Nov. To 10 th Dec. 2011.	1,61,317	5(146)/11-MDA Dated 2.7.2012
37	Pioneer Personalized Holidays Pvt. Ltd., Cochin	Mr. Raju Joseph	ILTM-2011, Cannes	5-12 Dec. 2011	2,00,000	5(167)/11-MDA Dated 3.7.2012
38	Dynamic Tours Pvt. Ltd., New Delhi	Ms. Radhika Rana, Manager	WTM-2011	4-11 Nov. 2011	1,45,168	5(154)/11-MDA Dated 03.07.2012
39	Vue India Tours	Mr. Vipin	Golf Travel	6-20	1,07,059	5(155)/11-

Evaluation of Scheme of MDA

	Pvt. Ltd., New Delhi	Sharma	Market-2011, Turkey	Nov. 2011		MDA Dated 4.7.2012
40	Skyway International Travels, Mysore	Mr. S. Mahlingaiah	ITB-2012, Berlin	6-18 March, 2012	74,367	5(3)/12- MDA Dated 6.7.2012
41	Indebo India Pvt. Ltd., New Delhi	Mr. Ravi Ramaswamy	Study tour to USA	2-30 July, 2011.	1,18,763	5(80)/11- MDA Dated 6.7.2012
42	Welcome Travels, New Delhi	Mr. Ramesh Kumar Wattal, MD	WTM-2011	29 th Oct. to 12 th Nov. 2011	1,50,381	5(153)/11- MDA Dated 09.07.2012
43	Saraho Hotels, Mohali	Mr. Nirankar Singh	Hospitality Show-2012, UK	26 th Feb. to 4 th March, 2012	43,050	5(178)/11- MDA Dated 9.7.2012
44	Snowlion Expeditions Pvt. Ltd., New Delhi	Mr. Vinayak Koul, Director	ITB-2012, Berlin	7-12 March, 2012	1,13,497	5(14)/12- MDA Dated: 10.7.12
45	Alpcord Network Travels & Conferences Company, New Delhi	Mr. C. Mansharamani , GM	AIME-2011, Melbourne	19-24 Feb. 2012	98,533	5(160)/11- MDA Dated: 10.07.12
46	Indian Holiday Pvt. Ltd., New Delhi	Mr. Rajesh K. Sharma	MITT-2012	20-31 March, 2012	2,00,000	5(30)/12- MDA Dated 12.07.2012
47	Travelite India, New Delhi	Mr. Ubaid-Ur- Rehman, GM	MITT-2012	18-24 March, 2012	2,00,000	5(21)/12- MDA Dated 12.07.2012
48	Indo Journeys Pvt. Ltd., New Delhi	Mr. Heera Lohia,	PATA AT & RTCM-2012, Paro	3-9 Feb. 2012	65,289	5(151)/11- MDA Dated 13.07.2012
49	Travel Sprit International Pvt. Ltd., New Delhi	Mr. J.S. Taneja	FITUR-2012, Spain	16-23 Jan. 2012	2,00,000	5(161)/11- MDA Dated 16.07.2012
50	Hans Holidays, Rajgir	Mr. Kaulesh Kumar	MATTA-2012, Malaysia	14-26 March, 2012	16,125	5(20)/12- MDA Dated

Evaluation of Scheme of MDA

						13.07.2012
51	Pioneer Personalized Holidays, Cochin	Mr. M.S. Pillai, Manager	TUG-Gotenburg-2012, Sweden	20-27 March, 2012	1,37,557	5(28)/12-MDA Dated 16.7.2012
52	Kash Venture Travels Pvt. Ltd., New Delhi	Mr. Ravinder Tikoo, Director	ITB-2012, Berlin	5-12 March, 2012	2,00,000	5(27)/12-MDA Dated 18.07.2012
53	Pioneer Personalized Holidays, Cochin	Mr. Jitheesh Jose, Manager	ITB-2012, Berlin	5-12 March, 2012	1,23,490	5(16)/12-MDA Dated 18.07.2012
54	The Travel Planners, Trivandrum	Mr. Anish Kumar, CEO	ITB-2012, Berlin	6-12 March, 2012	73,740	5(180)/11-MDA Dated 18.7.2012
55	TWU Travel With us Pvt. Ltd., New Delhi	Mr. Shyam Mohan Saigal, GM	EMITT-2012, Istanbul	6-13 Feb. 2012	1,11,078	5(179)/11-MDA Dated 19.7.2012
56	Jetair Tours Pvt. Ltd., New Delhi	Mr. Varun Gupta, GM	Top Resa-2011, Paris	19-24 Sept. 2011	89,518	5(90)/11-MDA Dated 19.7.2012
57	Snowlion Expeditions Pvt. Ltd., New Delhi	Mr. Ashok Koul, MD	Study tour to Germany	5-18 March, 2012	35,213	5(15)/12-MDA Dated 20.7.2012
58	Indian Trails Sourcing Pvt. Ltd., Noida	Mr. Shariq Jamil, Director	SITC-2012, Barcelona	15 th April to 1 st May, 2012	93,958	5(40)/12-MDA Dated 20.7.2012
59	Namms Tours & Travels, New Delhi	Mrs. Neelam Kapoor, Proprietor	Publicity Material for WTM-2012	5-12 Nov. 2012	5,906	5(166)/11-MDA Dated 24.7.2012
60	Erco Travels Pvt. Ltd., Delhi	Mr. Anurag Rathore, GM	BIT-2012, Milan	14-20 March, 2012	1,25,872	5(177)/11-MDA Dated 25.7.2012
61	Varun Voyages, New Delhi	Mr. Anish Veigash, Manager	ITB-2012, Berlin	6-12 March, 2012	1,30,828	5(4)/12-MDA Dated 26.7.2012
62	Namaste Tours	Mr. B.	ITB-2012	7-13	1,23,574	5(23)/12-MDA

Evaluation of Scheme of MDA

	Pvt. Ltd., Gurgaon	Parthasarthy Iyer		March, 2012		Dated 26.7.2012
63	Incentive Destinations Pvt. Ltd., New Delhi	Mr. Anup Nair, MD	IMEX-2012, Frankfurt	21-25 May, 2012	2,00,000	5(43)/12- MDA Dated 31.07.2012
64	Welcome Travels, New Delhi	Mr. Ramesh K. Wattal, MD	ITB-2012, Berlin	2-18 March, 2012	1,18,391	5(24)/12- MDA Dated 1.8.2012
65	Royal Indian Voyages Pvt. Ltd., New Delhi	Mr. U. Nair, MD	ITB-2012, Berlin	5-14 March, 2012	72,754	5(22)/12- MDA Dated 6.8.2012
66	Vue India Tours Pvt. Ltd., New Delhi	Mr. Sudhir Kochhar, Director	ITB-2012, Berlin	6-11 March, 2012	2,00,000	5(18)/12- MDA Dated 7.8.2012
67	Shikhar Travels India Pvt. Ltd., New Delhi	Mr. Swadesh Kumar, MD	ITB-2012, Berlin	29 th Feb. to 11 th March, 2012	2,00,000	5(13)/12- MDA Dated 8.8.2012
68	Sharp Travels India Ltd., New Delhi	Mr. Abhishek Gupta, Director	BIT-2012, Milan	15-19 Feb. 2012	1,48,342	5(45)/12- MDA 8.8.2012
69	Exotique Expeditions Pvt. Ltd., New Delhi	Mr. V. Jayaraman	ATM-2012, Dubai	29 th April to 6 th May, 2012	1,18,875	5(36)/12- MDA Dated 13.08.2012
70	Hans Holidays, Rajgir	Mr. Kaulesh Kumar	Publicity Material for MATTA-2012, Malaysia	16-18 March, 2012	28,875	5(42)/12- MDA Dated 17.8.2012
71	Toshali Tours and Travels, Bhubaneswar	Mr. Sujit Singh, Manager	MITT-2012, Moscow	8-20 March, 2012	81,208	5(17)/12- MDA Dated 17.8.2012
72	Spice land Holidays & Entertainment Ltd., Cochin	Mr. Riyaz U.C., MD	ATM-2012, Dubai	29 th April to 5 th May, 2012	2,00,000	5(37)/12- MDA Dated 16.08.2012
73	Indebo India Pvt. Ltd., New Delhi	Ms. Jothsna Rajan	ATM-2012, Dubai	21 st May to 2 nd June, 2012	2,00,000	5(46)/12- MDA Dated 24.8.2012
74	Royal Expeditions Pvt. Ltd., New	Mr. Vishal Singh	Travel Week- 2012, Sao Paulo	8-22 April,	2,00,000	5(39)/12- MDA

Evaluation of Scheme of MDA

	Delhi	Shankhla, Director		2012		Dated 27.8.2012
75	Indo Journeys Pvt. Ltd., New Delhi	Mr. Heera Lohia, MD	ITB-2012, Berlin	1-23 March, 2012	1,84,101	5(12)/12- MDA Dated 28.8.2012
76	Alpcord Network Travel & Conferences Management Co., New Delhi	Mr. C. Mansharamani , Proprietor	IMEX-2012, Frankfurt	21-25 May, 2012	2,00,000	5(41)/12- MDA Dated 29.8.2012
77	TWU Travel With Us Pvt. Ltd., New Delhi	Mr. Mohit Saigal, Director	AIME-2012, Melbourne	20-25 Feb. 2012	1,62,464	5(2)/12- MDA Dated 6.9.2012
78	Indebo India Pvt. Ltd., New Delhi	Ms. Jothsna Rajan, Marketing Specialist	ITB-2012, Berlin	5-13 March, 2012	2,00,000	5(25)/12- MDA Dated 4.9.2012
79	State Express, New Delhi	Mr. Sharat Chandra, Manager	BTL-2012, Lisbon	26 th Feb. to 7 th March, 2012	70,921	5(8)/12- MDA Dated 4.9.2012
80	Uni Crystal Holidays Pvt. Ltd., New Delhi	Mr. Viney Tyagi, Director	IGLTA Show- 2012, Brazil	10-21 April, 2012	27,572	5(38)/12- MDA Dated 6.9.2012
81	Indebo India Pvt. Ltd., New Delhi	Ms. Lilly Kurin, Manager	New York Times Travel Show- 2012, USA	1-8 March, 2012	2,00,000	5(31)/12- MDA Dated 5.9.2012
82	Orange county Resort & Hotels Ltd., Kabini(Bangalore)	Mr. C.T. Ramapuram, Director	ILTM-2011, Cannes	30 th Nov. to 9 th Dec. 2011.	2,00,000	5(156)/11- MDA Dated 7.9.2012
83	Orange county Resort & Hotels Ltd., Kabini(Bangalore)	Mr. Thomas E. Ramapuram, Director	ITB-2012, Berlin	5-14 March, 2012.	2,00,000	5(35)/12- MDA Dated 10.9.2012
84	Dynamic Tours Pvt. Ltd., New Delhi	Ms. Radhika Rana, Manager	ITB-2012, Berlin	5-11 March, 2012	2,00,000	5(175)/11- MDA Dated 11.9.2012
85	India's Invitation (A Unit of Rajasthans Invitation Travel Pvt. Ltd.),	Mr. Abhilash Shekhawat	BIT-2012, Milan	14-23 Feb. 2012	1,25,476	5(6)/12- MDA Dated 11.9.2012

	New Delhi					
86	Ancient India Travels Pvt. Ltd., New Delhi	Mr. Vijay Arora, Director	MITT-2012, Moscow	20-25 March, 2012	2,00,000	5(19)/12-MDA Dated 14.09.2012
87	Incentive Destinations Pvt. Ltd., New Delhi	Mr. Gaurav Jain, Director	ILTM-2012, Shanghai	3-19 June, 2012	2,00,000	5(49)/12-MDA Dated 8.10.12
88	LTC Travel Pvt. Ltd., New Delhi	Mr. Sanjeev Baluja, Director	Sale cum study tour to France, Germany, Switzerland, Italy	24 th Aug. To 1 st Sept. 2012.	1,04,310	5(54)/12-MDA Dated 8.10.2012
89	Dominion Travel Pvt. Ltd., New Delhi	Mr. Mukesh Manra, Director	Sale cum study tour to UK	8 th June to 2 nd July, 2012	38,073	5(48)/12-MDA Dated 15.10.2012
90	AIZ Travels & Tours, Mumbai	Mr. Zuber Patrawala	Study tour to South Africa.	11 th June to 20 th July, 2012	37,311	5(52)/12-MDA Dated 15.10.2012
91	Indebo India Pvt. Ltd., New Delhi	Mr. Ravi Ramaswmy, MD	Study tour to USA, Brazil, Germany etc.	24 th April to 10 th May, 2012	1,50,000	5(44)/12-MDA Dated 16.10.2012

Study Team Members

Prof. Manjula Chaudhary	:	Project Director
Dr Pawan Gupta	:	Chief Investigator
Dr Charu Sheela Yadav	:	Investigator
Ms Ankita Devnath	:	Co-Investigator