



Darling market on the rebound

Russian travellers, who represent a prized source market for Asia, are gradually returning to the region

By Paige Lee Pei Qi

While Russia's outbound tourism industry took a tumble following the economic and political crises in recent years, there are hints of a silver lining emerging from the gloom, according to Russian buyers at the PATA Travel Mart.

Pointing to the stabilising Russian ruble, Artem Alekseev, CEO of Ros Business Travel, said there has been at least a 10 per cent recovery in his business this year compared with 2015.

He said: "There are still a lot of people who want to spend time and money travelling out of the country and we see that the economic situation is becoming more stable now, which gives Russians confidence to travel again."

According to Alekseev, Thailand, Vietnam and India are key destinations in Asia that his travellers are considering again.

Likewise for Viacheslav Akaevich, director of Russia-based Samolet, who has seen business returning over the past six months, he said: "There are signs that our people want to travel again and of course we hope the situation will get better. It is already a good sign to see the currency be-

coming stable."

Akaevich shared that 30 per cent of his most selling destinations are in Asia, with a majority in Thailand and Indonesia – especially beach destinations like Phuket and Bali.

Hence, he is hopeful to discover new beach spots in Asia to raise greater interest among Russian travellers.

Meanwhile, the Russian outbound luxury travel market appears more resistant to the shocks.

Julia Lukyanova, director of sales in Corona Travel Russia, said: "It was the middle-class travel segment that was

killed the most. The upper premium class are still travelling and in fact this market even grew by five per cent, while the middle class one dipped by 35 per cent in 2014."

Nonetheless, tweaks have been made to their itineraries.

She shared: "Of course

there have been some cost considerations so these luxury clients have reduced their accommodation from five- to four-star hotels, and re-

duced their length of stay from 14 to 10 days."

Highlighting the importance of Russian outbound travellers, Lukyanova said: "The Russians are good clients because they spend a lot of money and they are still travelling – they should not be forgotten."

Lukyanova said that the Maldives, Malaysia and South Korea are her top three selling destinations, and added that improved air connectivity and visa-free regimes will be key factors to encourage travel.

Svetlana Kamenkova, leading specialist of corporate and business travel department in Luxe Travel Russia, said cost remains the top priority for her clients, and exotic experiences in Asia like Bali and Lombok are products she is keen to consider promoting again.

While her business has remained "steady with no major collapse", she said: "We are hopeful that travel will pick up and increase again."

The Russians are good clients because they spend a lot of money and they are still travelling – they should not be forgotten.

Julia Lukyanova
Director of sales, Corona Travel



Indonesian OTAs paves path to mobile

By Mimi Hudoyo

Mobile is touted to be the most lucrative channel for OTAs in Indonesia to conquer the country's swelling ranks of travellers, as the archipelago becomes the fastest-growing online travel market in Asia-Pacific.

Speaking at PATA Travel Innovation Forum yesterday, Chetan Kapoor, research analyst, Asia-Pacific at Phocuswright, shared: "Next year we estimate that Indonesia will account for one-third of the South-east Asian travel market, with online accounting for 25 per cent of them."

This is a significant growth from 2012, when Indonesia accounted for just one-fifth of the South-east Asia's travel market, of which online contributed only nine per cent, according to Phocuswright findings.

The growth of LCCs and emergence of local OTAs have been key factors driving travellers to migrate from offline to online, according to Kapoor.

"There are more than 12 (sharing economy) intermediaries mobilising Indonesians to shop and book travel services online and on mobile, and we believe that by 2020 (mobile) will account for between 20-25 per cent," he said.

Indonesia's major OTAs are also witnessing rapid growth in mobile shopping and booking.

Caesar Indra, head of product of Traveloka.com, said a majority of the OTA's business is on mobile, echoing Google's findings that 71 per cent of online bookings in Indonesia are made via mobile apps.

Similarly, mobile accounts for 70 per cent and 50 per cent of business at Pegipegi and Nusatrip.com respectively. Tiket.com, which launched its mobile apps last year, has seen mobile business increasing four-folds in the last six months.

This is a major change from merely two years ago, when Indonesians used mobile devices for chatting and texting only, a phenomenon that Tiket.com co-founder and managing director Gaery Undarsa attributes to the government's drive to implement 4G network across major cities in the country and the availability of cheap smartphones for the lower-end market.

Ryan Kartawidjaja, deputy CEO of Pegipegi.com, said: "Indonesians are very (price sensitive). We create promotions which are only available on apps to stimulate mobile (purchases)."

As well, Indonesian OTAs claim to have fared better than their global counterparts in capturing the growth of interest from both travel suppliers and customers over

the last four years due to their agility in adjusting their services to meet domestic market preferences and needs.

One notable strategy is the flexibility between online and offline payments. Said Tiket.com's Gaery: "We are not only selling online. We also partner more than 4,000 sub agents across Indonesia."

"If we look at Papua, Aceh and other remote areas, it is (hard) to get (Internet) connections, so we partner small travel agents there. They can use our system and sell our products."

He also said that having a combination of air, rail and accommodation products also suit the needs of travellers in a diverse, archipelagic country.

Refunding and rescheduling for online bookings has been a challenge for customers, pointed out Traveloka's Caesar.

"A client needs to go to (the airline) sales office or call their customer service to alter their bookings. This is a big inconvenience," he said.

To tackle the problem, Traveloka recently launched the rescheduling channel as part of its after-sales service for online customers.

Caesar added: "Traveloka designs mobile apps not only as a means for transactions but (also) as a travel companion."

Meanwhile, Pegipegi.com has reached out to more hotels by creating video training to operate its system.



Gaery: flexible payment options

Guam to begin year-long courtship

The Guam Visitors Bureau (GVB) has unveiled the *Visit Guam 2017: Year of Love* campaign to spotlight the Pacific island as a romantic destination.

The NTO hopes the upcoming campaign will attract over 1.5 million visitors through more than a dozen events, GVB's marketing manager – Pacific Regina Nedlic told the *Daily*.

Kicking the campaign off is the Shop Guam e-Festival, which will take place from December 1, 2016 to February 4, 2017 to showcase Guam's tax-free shopping and island activities.

Other highlights include the New Year's Eve Fireworks, 5th Annual Guam International Marathon, 2017 Cocos Crossing, Guam Micronesia Island Fair and Guam Live International Music Festival.

Recent improvements in air connectivity from its core markets in North Asia and the Philippines could be a further boon for Guam.

Last year, South Korea's Air Busan and T'Way Air launched services to Guam, while China Airlines raised frequency to four weekly flights from Taipei. In March 2016, Cebu Pacific began four times-weekly Manila-Guam flights. – S Puvaneswary



Nedlic: goal of 1.5 million

Snapshots/News

Electrifying conversations

Industry experts get the floor buzzing at the Travel Innovation Forum. By Caleb Richard Lai



Incentive in the Sky of Macau

One-stop-shop comprehensive hospitality service

An experience of excellence for all business travelers

Enquiry: (853) 2893 3339
www.macaotower.com.mo
info@macaotower.com.mo
 Macau Tower
 澳門旅遊塔
 Macau Tower

Connecting the World to PRD

Linking the Pearl River Delta with our seamless high-speed ferry services was only the beginning. Today, we are connecting the airports of Hong Kong, Macau, Shenzhen and Nansha with our air-sea inter-modal service, which means the entire world is only a doorstep away for over 100M clientele we serve in the region.

YOUR SEAMLESS CONNECTION ON LAND

Premier Plus provides Premier Grand Class passengers with complimentary land transfer between HK Macau Ferry Terminal and HK International Airport.
 Reservations: premierplus@turbojet.com.hk

Tuen Mun land transfer service connects passengers between Tuen Mun Ferry Terminal and HK International Airport in about 30 minutes.
 Reservations: enquiry@turbojet.com.hk

Enquiries: enquiry@turbojet.com.hk

TURBOJET
 捷航
 Connecting the World

MACAU - HONG KONG - KOWLOON - TUEN MUN - SHENZHEN - SHEKOU - GUANGZHOU (NAN SHAN)

Demand cools for Malaysia

By S Puvaneswary

The closure of the Outdoor Theme Park at Resorts World Genting (RWG) since September 2013 has affected arrivals from India to Malaysia, with recovery of the market much dependent on the debut of the 20th Century Fox World Malaysia as part of the mountaintop casino complex's revamp scheme, said Indian buyers at PATA Travel Mart.

Previously scheduled for completion by this year-end, the opening of the 20th Century Fox World Malaysia has been delayed to end-2017.

Abhineesh Anand, director at New Delhi-based Kamal Tours & Travels, told the *Daily*: "Indians used to ask for Malaysia (because of Genting), but now we have to (try harder to) sell Malaysia."

Despite the abundance of other attractions at Genting, none has RWG's cool mountaintop weather, opined Abhineesh. Furthermore, other major theme parks like Legoland Malaysia Resort in Johor and the soon-to-open Movie Animation Park Studios in Perak do not boast Genting's proximity – less than an hour's drive – from Kuala Lumpur.

As a result of the greater challenges in selling Genting, the company has lost some 40 per cent of business. Clients too are increasingly voting with their feet, with Dubai – which boasts many new attractions for families – and Bali overtaking Malaysia as outbound destinations of choices for Indians.

Similarly, the Outdoor Theme Park closure has led to a 25 per cent drop in demand for Malaysia, said Sanjeev Chopra, CEO at New Delhi-based Aayan Journeys.

Even with the 20th Century Fox World Malaysia's debut, it will take time to build up demand for Genting again and promotions need to be done early in India in or-

der to entice prospective visitors with the "new Genting and what it has to offer", he added.

But insufficient marketing and promotion in India remains Sanjeev's biggest grouse at present. He said while the destination has other attractions such as the Petronas Twin Towers and numerous shopping malls in the capital city, as well as beach destinations in other parts of the country, none parallels Genting's huge draw.

Neeraj Rustagi, director of New Delhi-based Regency Tours, laments the reduced support from the Malaysian NTO.

"Tourism Malaysia used to support Indian agents keen to promote Malaysia," he remarked. "Now with thin profit margins and no incentives from Tourism Malaysia, we still sell Malaysia upon request but we do not actively promote the destination through advertisements."



Indians used to ask for Malaysia (because of Genting), but now we have to (try harder to) sell Malaysia.

Abhineesh Anand
 Director, Kamal Tours & Travels

Macao International Music Festival

1-30
OCTOBER
2016

Magnificent performances by artists from China and the world are set to mesmerise visitors and music enthusiasts at the 30th anniversary edition of Macao's most acclaimed music festival

Be moved by the magic of music this October in Macao when the Macao International Music Festival (MIMF) welcomes the world with a blockbuster line-up under the theme "Glorious 30. The Sinophone Rhapsodies".

Organised by the Cultural Affairs Bureau, the 30th Macao International Music Festival will kick off on October 1, 2016, bringing together outstanding musicians and ensembles from Russia, the United States of America, Germany, France, the United Kingdom, Portugal, Mongolia, Mainland China, Hong Kong and Macao. A total of 27 extraordinary performances from 20 programmes will be presented at this grand annual musical event.

The Festival will open with its own production, joining hands with internationally renowned Italian stage director Giancarlo del Monaco and acclaimed set and costume designer William Orlandi to present Giacomo Puccini's opera in three acts *Turandot* from October 1-4. This production tells the story of the romance of life and death between Chinese



the production is a commemoration of the 400th anniversary of his death.

MIMF 2016 will also feature the Macao International Music Festival Forum and the launch of the *30th Macao International Music Festival Special Commemorative Edition*.

Come to Macao this October for a truly extraordinary musical treat!

www.icm.gov.mo/fimm/30/en/



Princess Turandot and Prince Calaf of Tartary.

On October 29-30, renowned American conductor Timothy Brock will lead the Macao Orchestra on the live accompaniment of the silent films "City Lights" and "The Gold Rush" by comedy genius Charlie Chaplin, bringing to a close the MIMF's pearl jubilee at Park of Dr. Carlos d'Assumpção under a starry sky.

Another headline act is the chamber opera *A Dream of Fragrancy*, an adaptation of playwright Tang Xianzu's travel to Macao in 1591. Specially commissioned for the MIMF 2016,



Macao Government Tourism Office

Alameda Dr. Carlos d'Assumpcao, n°s 335-341, Edificio "Hot Line", 12º andar, Macao
Tel: +853 2831 5566 Hotline: +853 2833 3000
E-mail: mgto@macaotourism.gov.mo
www.macaotourism.gov.mo

EXPERIENCE
MACAO

Your
Own
Style



MACAO GOVERNMENT TOURISM OFFICE
www.macaotourism.gov.mo



Snapshots

Power networking

By Caleb Richard Lai



Blue Poppy Tours & Treks Bhutan's Choki Dorji and Dolkar Bhutan's Tshering Dolkar



Include Japan's Rick Vogel and PATA Japan's Takako Koseki



Nepal Tourism Board's (NTB) Santosh Kumar Ghimire, Kantipur Publications Nepal's Suraj Kunwar, and NTB's Deepak Raj Joshi and Shradha Shrestha



TTG Asia Media Singapore's Michael Chow and Sevenfold Asia Singapore's Arief Gunawan



Amar Mahal India's Nitendra Singh Rathore



Ministry for Investment and Development of the Republic of Kazakhstan's Mukanova Dilyara and Sakhmetova Maral



PATA Nepal's Suman Pandey and Himalayan Guides Nepal's Iswari Paudel



Himalayan Holidays Thailand's Bhagaban Dash Shrestha and Nisco Travel Thailand's Minmunta Pantong



Asie Voyages France's Philippe Roussel and Heritage Trails Consulting France's Walaimas Cantos



Eur Tours Russia's Natalia Mikulskaya and Flamingo Travel Agency Russia's Katerina Stroganova



The Caption Indonesia's Lugas Asa



Princess International Travel Japan's Masaki Murata, Time Design Japan's Shigehiro Oyama and West Japan Railway Hotel Development's Rika Amano



eroam Australia's Anthony Hill and Cadabra Incentives Poland's Jerzy Staw



tourism
SELANGOR

HEART OF
Discover
SELANGOR
MALAYSIA

Discover SELANGOR

Heart of Malaysia



**Your Preferred Venue for M.I.C.E
Meetings, Incentives, Conferences, & Exhibitions**

**With unique destinations, cultural experiences,
and world-class business facilities. Selangor,
Malaysia is an inspiring and welcoming
destination for your next event!**

#DiscoverSelangor #SmartSelangor

For more info,
visit: www.tourismselangor.my

TOURISM SELANGOR
(COMPANY NO 290472-W) (RKKR) 1, 5829)

Lot P7 Indah 14/12, Section 14, 40000 Shah Alam, Selangor Darul Ehsan, Malaysia.

☎ +603 5513 2000 📠 +603 5513 6268 ✉ info@tourismselangor.my 🌐 www.tourismselangor.my

Download 'Discover Selangor'
Mobile Application available on:



Spreading the benefits

Given that the rise in global tourism is set to be driven by young travellers – especially from countries in the Asia-Pacific region – how can the world’s most popular destinations still ensure they give these travellers the high-quality experience they expect, and ensure that their spending is spread widely? By [PATA’s Strategic Intelligence Centre](#)

At Pacific Asia Travel Association (PATA), we believe that there is a smarter way for destinations to encourage tourists to disperse over a wider area and give them reasons to visit outside of peak season.

As more young people set out from Asia to discover the world for the first time, the travel and tourism industry has the responsibility to help them travel in a responsible way, and help them seek the experiences that they are looking for. Fortunately, Asia’s highly-connected, globally-aware youth are demonstrating their interest and ability to seek authentic experiences that take them away from the crowds. Linking both of these factors to help our members and industry partners motivated us to create the report *Stepping Out of the Crowd*.

Why millennials?

The world’s most popular destinations draw travellers of all ages from around the globe so it is relevant to ask ‘why focus on millennials?’, and ‘why focus on millennials from Asia?’

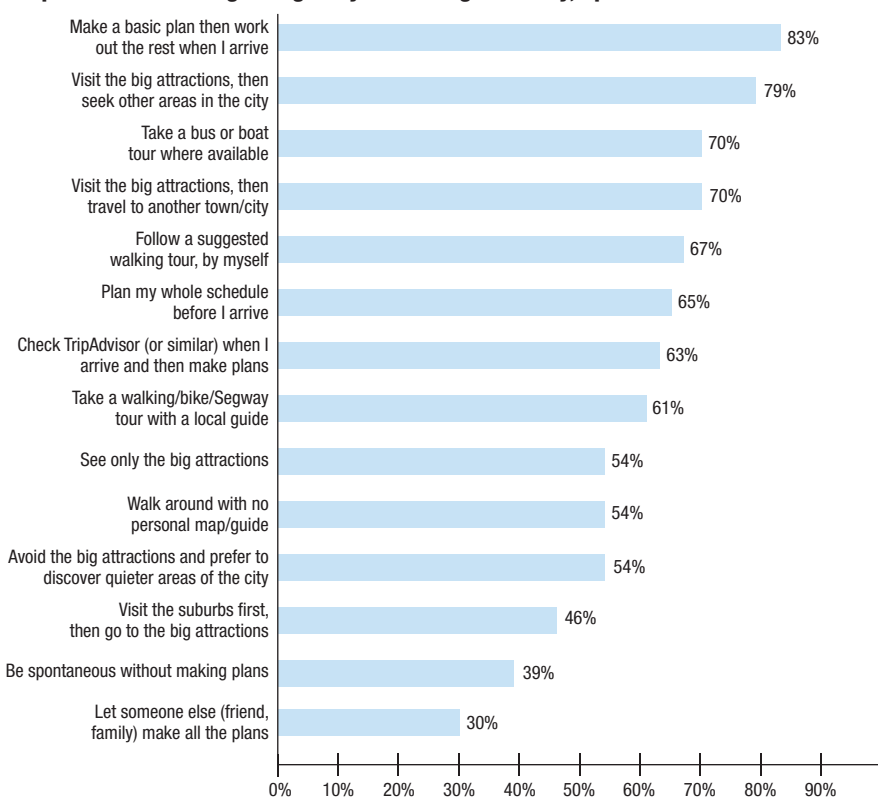
Over the next 10 to 15 years, the future growth in international visitor arrivals for tourism is set to be driven by travellers especially from Asia, where a range of economic, social and demographic factors will converge to make travel an attractive and realistic option for this generation – millennials aged 16-35 years old – who also appear to be leading the growth of free and independent (FIT) travel. When travellers become FIT, they are liberated to seek alternative experiences that are off the beaten track. In a survey of destination management organisations (DMOs) carried out for this report, all destinations recognised the millennial generation as occupying an increasing share of visitor arrivals, as well as being the most frequent and adventurous FIT travellers.



What did we find?

On city trips, Asian millennials prefer to plan on the ground but make the best use of their time with tours of the highlights, before exploring further afield.

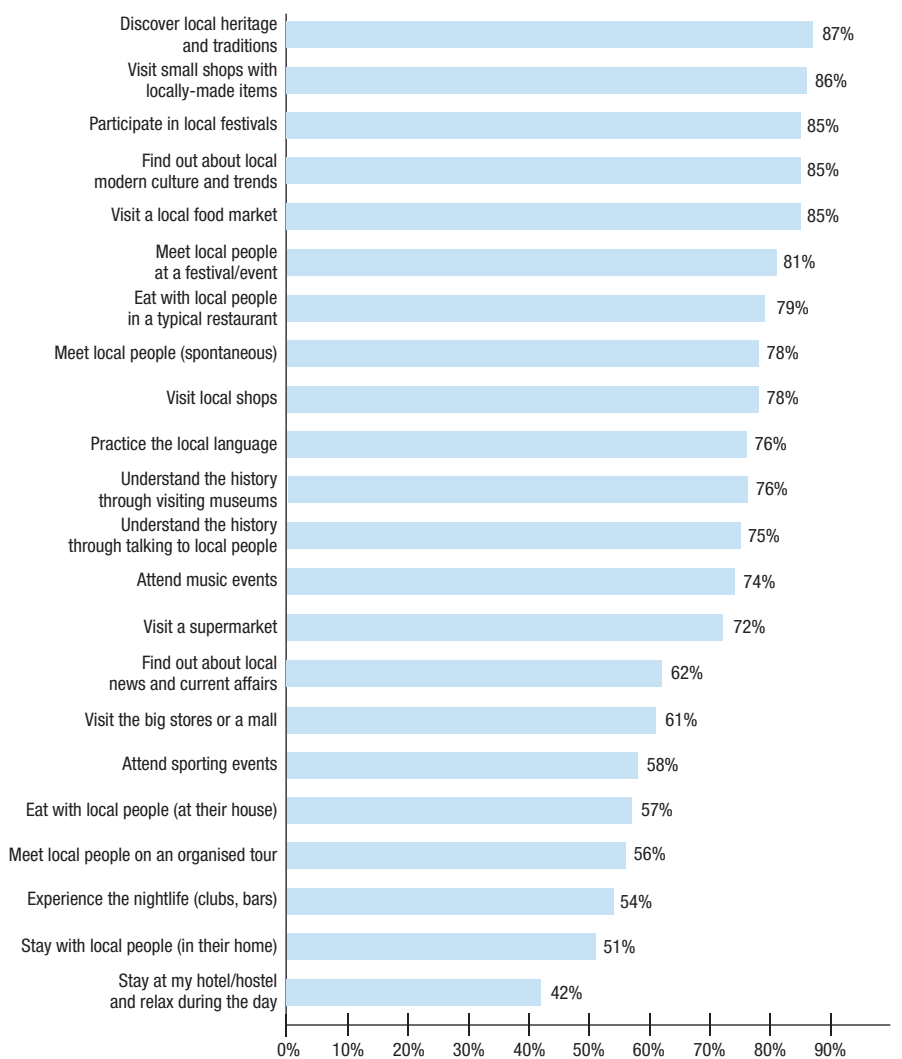
Graph 1: When visiting a large city in a foreign country, I prefer to...



- 83 per cent of respondents said they make a basic plan of what they will see in advance, then work out the rest once they arrive, often with a mobile device. This means that those who offer services such as city tours need to consider at what point they are getting on Asian millennials’ ‘path-to-purchase’ and via which online channels.
- Asian millennials highly prioritise seeing the big attractions first, seeing the city with an organised tour (e.g. especially by bus or boat), or doing a pre-designed walking tour by themselves. Joining a city tour can take the frustration out of getting lost and wasting valuable time. Practical information and pre-planned itineraries will therefore be highly appreciated by young Asian travellers.

Discovering a new city through the eyes of a local is by far the favourite option

Graph 2: When visiting a large city in a foreign country, how important are the following elements of your visit?



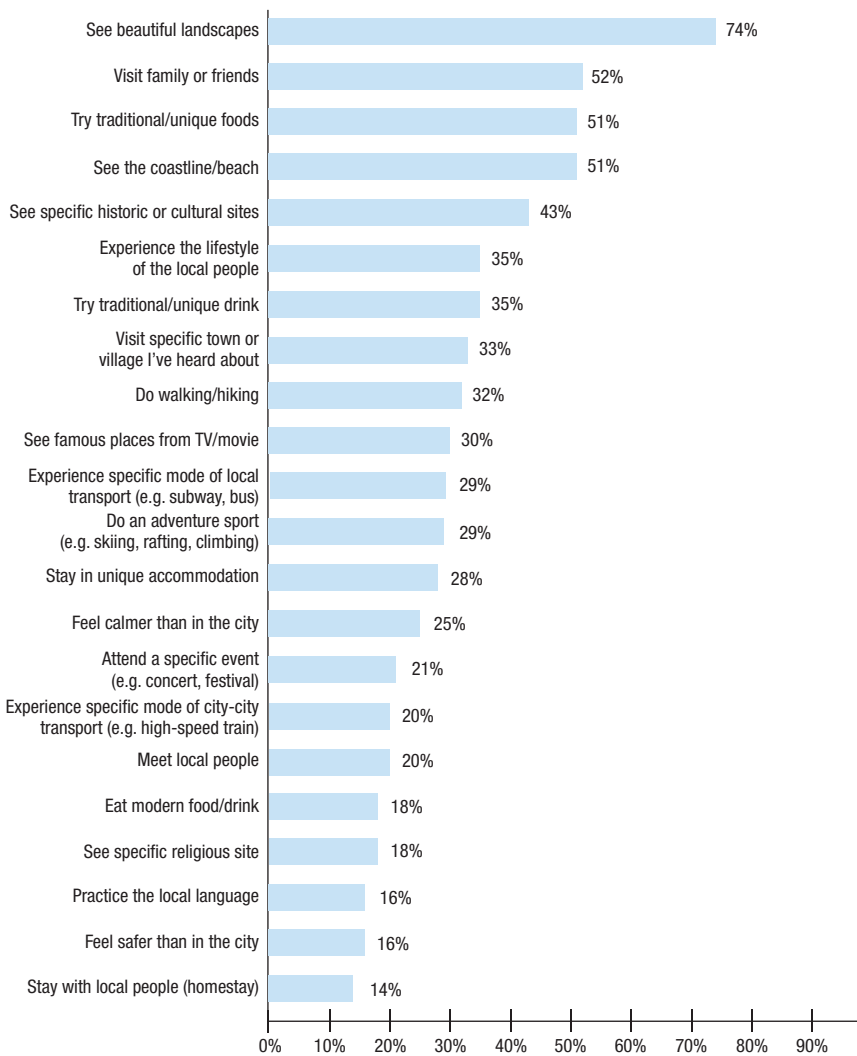
- Making a connection with the city through its heritage, traditions, events and locally-produced items is a major priority for 87 per cent of respondents, but modern culture and cool things to do for local youth are also a major attraction for 85 per cent. This means that it’s time to think about where local youth like to do their shopping, hang out for a coffee or spend their free time. How can destinations easily curate this kind of experience for young Asian visitors?
- Food is fundamental – but in the streets and at the supermarket, rather than at the table since 85 per cent of respondents say that they love to visit a food market, and 72 per cent like to visit a supermarket when in a foreign city. These places usually provide the perfect introduction to local people and the food that they eat.





Luscious landscapes and local cuisine draw young Asian travellers out of the cities

Graph 3: What motivated you to take a trip outside of the city?



The opportunity to see beautiful landscapes is by far the biggest draw for Asian millennials when it comes to taking a trip out of the city. Crowded, polluted cities are growing fast in Asia, and so opportunities for escape are becoming popular. Therefore, it is a good idea to highlight distinctive and attractive landscapes nearby your city, describing its features and practical advice on how to get there.

- Discovering local cuisine is also rated highly as a reason for travelling out of the city. The concept of traditional and unique food is strongly associated with the authenticity of ingredients and cooking methods, and seen as a connection to the destination's past. Creating experiences based around local food could prove to be a big attraction.
- Leaving the city is seen as a good way to experience the life of local people. This means that every day activities (with a local flavour) could provide a good attraction to helping young Asian visitors feel part of the local crowd.



About the report

Stepping Out of the Crowd was released earlier this year by PATA. It was authored by Peter Jordan, a leading expert on millennial traveller trends, and produced in partnership with Visa Inc. and Toposophy Destination Marketing Agency.

The report draws on unique consumer research on the millennial generation carried out among 13 Asian outbound markets, expert opinion, case studies from leading travel brands and data from PATA's own forecasts on cross-border travel. It also provides practical recommendations on where to start when putting a dispersal strategy in place.

For more information, and to download the full report, please visit www.pata.org/store.



JAYAKARTA HOTELS & RESORTS

"Well Located and Friendly Hotels"

Visit us at Booth B3



The Jayakarta Bali
Beach Resort & Spa



The Jayakarta Suites Komodo-Flores
Beach Resort, Diving & Spa

CORPORATE & SALES OFFICE
 Jl. Hayam Wuruk 126, Jakarta 11180 - Indonesia,
 Ph. (021) 649 0101 - 02, Fax. (021) 659 8395
 Email : rsvocorp@jayakartahotelsresorts.com

[f Jayakarta Hotels & Resorts](#) |
 [@JayakartaID](#) |
 [jayakartahotelsresorts](#)

Jakarta | Bandung | Anyer | Cisarua | Yogyakarta | Bali | Lombok | Flores

www.jayakartahotelsresorts.com

Managed by **Jayakarta Hotels & Resorts**
 Affiliated Hotels


www.MarbellaIndonesia.com

Meet the sellers



Jayakarta Hotels & Resorts

Jayakarta Hotels & Resorts specialises in business and leisure concepts, and runs with the tagline, Well Located and Friendly Hotels.

Its portfolio of hotels comprises mostly four-star properties, with one in the five-star category. It also recently launched a budget property, J-Hotel, in Kuta Bali.

At PATA Travel Mart 2016, Jayakarta Hotels & Resorts will be promoting the Jayakarta Suites Komodo-Flores package for a three-day/two-night itinerary, which includes trips to Mirror Cave, Rinca Island and Komodo Island as well as snorkeling at Pink Beach.

For the Middle-Eastern market, Jayakarta Hotels & Resorts offers a seven-day/six-night package that covers Jakarta, Puncak and Bandung. Guests can visit Taman Mini Indonesia Indah in Jakarta, take a trip to the Taman Safari theme park and head to either Kota Bunga or tea plantations in Puncak, before finally spending a day at Tangkuban Perahu and taking a dip at Ciater's hot spring in Bandung.

Contact: rsvocorp@jayakartahotelsresorts.com

Themed Attractions Resorts & Hotels

Themed Attractions Resorts & Hotels in Malaysia is promoting its current projects in Johor, namely Sanrio Hello Kitty Town, Thomas Town and Legoland Malaysia Resort as well as the upcoming development in Desaru Coast.

Desaru Coast is a premium integrated destination resort scheduled to be completed in 2017/2018. It spans 1,578 ha along a pristine 17km unspoilt beachfront that faces eastwards over clear ocean waters. The resort is expected to welcome a wave of new travellers to its shores, attracted by international hotel brands, two championship golf courses, a water park, a conference centre and retail outlets.

Contact: olivia.ooi@tarh.com.my



HGH Travel

HGH Travel is a full-service DMC in Indochina, specialising in innovative and exclusive tour packages and services throughout the region, including culture, heritage programmes as well as adventure, eco- and community-based tourism.

It also offers custom tour programmes, particularly for MICE groups.

With over 20 years of experience in tourism, HGH Travel ensures the quality of services will meet and exceed the expectations of its customers.

At PATA Travel Mart 2016, HGH Travel will be promoting attractive programmes in Vietnam from its eco- and community-based collection, such as trekking, hiking, cycling, homestays and cultural exchanges.

Travellers can discover wildlife and immerse themselves in the local life.

New highlights to watch for are Pu Luong Retreat, authentic homestays in Thon Chi, Nghia Lo and Phong Nha-Ke Bang National Park, street food tours and cycling down the Ho Chi Minh Trail.

HGH Travel promises to bring the most authentic experiences to its customers as well as contribute to the preservation of local wildlife and culture.

Contact: info@hghue.com

Tourism Selangor

Tourism Selangor will run the *Discover Selangor* campaign at PATA Travel Mart with focus areas such as Sports & Wellness, MICE and Lifestyle. The campaign is aimed at increasing tourism arrivals and overnight stays by introducing new products and services.

Such products include Sunway Lagoon, Royal Klang Heritage Walk, Kanching Waterfalls, Setia City Convention Centre and Shah Alam Convention Centre.

The tourism promotion body will also be promoting events the likes of Selangor Food Mega Festival, Malaysia Women Marathon and Raja Muda Selangor International Regatta,

At this show, Tourism Selangor is targeting Indonesia, India, Singapore, China, Brunei, Australia, Japan and South Korea.

Contact: khuzaimah@tourismselangor.my; nazri@tourismselangor.my

Almulla Tourism

Almulla Tourism is the number one choice for destination services in Dubai and the UAE, delivering personalised, high quality and reliable end-to-end leisure services to guests and business partners alike.

Its team is made up of dedicated professionals who deliver efficient and inspiring events and leisure services with a personal touch, all while being backed by a network of local trade partners.

It handles individual and group tours and provides airport meet-and-greets, visa assistance, transfers and hotel reservation services. It can also tailor tours, excursions and special events.

At PATA Travel Mart 2016, Almulla Tourism will showcase Dubai and the UAE as the most exciting destinations in the world and highlight its extensive personalised programmes to the Arabian Desert, the Arabian Gulf, traditional villages and cuisine, enchanting souks and modern architectural splendour.

Contact: b.raj@almullatourism.com

Asian Overland Services Tours & Travel

Asian Overland Services Tours & Travel, better known as AOS, is a Malaysian company with more than 39 years' experience in the travel hospitality sectors of tourism. Started in 1976 with a staff strength of five, AOS today is a leading and reputable inbound operator with over 130 committed and dedicated staff members and its own fleet of vehicles. Being in the business for such a long time gives the company the advantage to pool experience and expertise and specialise in providing high quality tour services and interesting and fun programmes – such as eco and nature tours ranging from leisure to adventurous levels, tailor-made incentive programmes, shore excursions, special interest tours like golf ours and many others – to suit the different requirements of the clients.

Having its own fleet of vehicles allows the company to provide quality transportation and transfers at competitive rates.

AOS is headquartered in Kuala Lumpur, with branch offices in strategic cities such as Langkawi, Penang, Kota Kinabalu and Sarawak. Its overseas offices in Singapore and Cambodia facilitate and provide personalised service to clients. Having extensively invested in technology, AOS is a leading DMC that provides worldwide hospitality products online through its B2B booking system that has XML capability.

AOS will be presenting its brand new brochure at PATA Travel Mart 2016. It has 30 packages ranging from classic roundtrips and adventure programmes to specialist programmes that showcase the heart and soul of Malaysia.

Celebrating its 40th anniversary this year, AOS announced some new exciting programmes to be introduced in this brochure, including the Maliau Basin in Sabah, a journey to the interiors of Sarawak and a nature tour in Ulu Muda Kedah, a state in Peninsular Malaysia.

Contact: aos@asianoverland.com.my

Travel Motivations

Based in Bangkok, Travel Motivations is a Tourism Authority of Thailand and PATA certified DMC that caters to a niche clientele. It promotes themed packages such as spa and wellness, diving, golf, weddings and honeymoons, culinary, educational, events and medical tours, etc.

Three themes will be highlighted at PATA Travel Mart 2016: golf, diving and MICE.

Travel Motivations' unique golf experience packages include accommodation, airport transfers, play at various golf courses, green fees, caddies and many more.

Complete packages for scuba and open water diving is available with PADI certifications.

As for MICE, the company will showcase its extensive logistical and operational support for a range of events such as meetings, trade shows, corporate outings and teambuilding programmes.

Contact: contact@travelmotivations.com





18-20 April 2017
 Shanghai • China
 Shanghai Convention & Exhibition Center
 of International Sourcing

IT&CM 中国(上海)
CHINA
 国际会展旅游博览会 | Incentive Travel & Conventions, Meetings

The Leading International MICE Event In China

中国首屈一指的专业会议、奖励旅游、会议和展览的商业和交流平台

For outbound, inbound, and domestic travel in China
 汇聚了出境、入境及中国国内MICE



Over 70 business, education and networking sessions
超过70场商务、教育和社交活动

USD 170 million of Procurement Value Generated On The Show Floor
2016年展会预计将产生超过美元1亿7000万采购价值



Over 440 Buyers from MICE, Association and Corporate Sectors
超过440名买家 (MICE, 协会, 企业差旅)



76% of Exhibitors Expect Orders After The Event
超过76%的参展商预期在2016年展会结束一年内获取订单



80% Chinese to 20% International Buyers
大比率 (80%) 的中国国内买家; 20%国际买家

Variety of Educational and Networking Platforms for Exposure:
各种教育及交流平台的接触机会:

Association Day Forums, Campfire Sessions, Destination Presentations, Media Briefings, Hosted Luncheon, Dinners and Cocktails, Pre- and Post-Event Tours and more!
 协会日会议论坛, 专题讨论会, 目的地推介演讲会, 媒体见面会, 招待午餐, 晚宴及鸡尾酒会, 展前及展后旅游等活动!



400 Hosted Delegates
400名特邀买家及媒体享受全程招待的特邀权益



BUYER 买家

The event was very successful. I met potential suppliers who gave detailed explanations about their products and I gained updated knowledge about their offerings.

PT. Multi Holiday, Indonesia

Rudy Techrisna Satyadi, Managing Director

这个展会给我们搭建一个很好的平台。这个平台有很多我们需要的供应商,也非常适合我这一块业务的发展。

深圳新景界国际会议展览有限公司
 吴立辉, 会议文化交流中心主管

EXHIBITOR 展商

It was the first time that we participated at IT&CM China and I felt that the 3-day event was organised efficiently. I interacted with many professional Chinese and International buyers and media and look forward to developing my relationship with them in the future.

Daimaru Matsuzakaya Department Store, Japan

Li Meng Ying, Project Manager

眼见为实。作为本次开幕典礼及欢迎晚宴的主办方,我们借此机会邀请有影响力的业内人士前来参观我们的酒店,以及我们举办这种活动的的能力。所以我相信这次合作会给我们带来巨大的惠宜。

上海宝华万豪酒店, 中国
 Johnnie Chen, 驻店经理



Buyers 买家 | Exhibitors 展商 | Media 媒体

Scan This QR Code 扫描此二维持码

To Learn More About Participating
 已获取更多参展信息

Hosting Programme For Buyers and Media Available.
 为买家和媒体特设的招待计划现已开放申请。



Contact 联络方式:

Follow Us On WeChat For The Latest Updates 关注我们的微信号
 WeChat ID: ITCMCH

For International Delegates 国际代表
 Email: itcmchina@ttgasia.com | Tel: (65) 6395 7575

For Chinese Delegates 国内代表
 Email: itcmchina@citsmice.com.cn | Tel: (86-10) 8522 7997



Supported By 支持单位:



Onsite Technology Partner 展会科技伙伴单位:



Official Media 官方媒体:



Destination Vietnam

A taste for adventure

More are drawn to Vietnam for its gritty, alternative offerings and cuisine.

Marissa Carruthers reports

Food and easy access to off-the-beaten-track trips and adventure products have gotten tourists talking about Vietnam.

Vietnam's wealth of traditional dishes have become a popular selling point for travellers, with visitors flocking to the country to try pho, bánh mì, and Vietnamese coffee, all gaining popularity globally. This was given a boost this year, when US President Barack Obama was pictured sitting with American celebrity chef, Anthony Bourdain, eating bún cha in a street-side restaurant during his visit in May.

Anita Ngai, general manager at Viator Asia Pacific, said: "People are starting to recognise how good Vietnamese food is. There is a real opportunity for the industry and tourism department to work together to create tours and activities that let visitors access more authentic and hard-to-find restaurants and stalls to experience the food, as well as hands-on cooking lessons."

This year has seen Viator enjoy a rise in guests opting for food-related tours, such as Hanoi Street Food Walking Tour.

"There is a global awareness about Vietnam and its food offerings," added Robert Tan, business development director and cofounder of Lac Hong Voyages, who believes developing food tourism in the country will be the next trend.



Tourists sampling street food in Vietnam

Vietnam's natural variety and increasing accessibility to off-the-beaten-track destinations, such as Sapa, Mui Ne and Quy Nhon, has also seen a spike in tourists seeking an insight into local life.

Florencia Allo Moreno, country manager of Khiri Travel, said: "Over the last year and half we have seen many partners and clients (becoming more and more) interested in the off-the-beaten-track destinations, and avoiding crowds seems a number one priority."

Vietnam has also recently witnessed a surge in visitors seeking adventure sports programmes. Kayaking in Ha Long Bay, kite surfing in Mui Ne, snorkeling in Phu Quoc and biking across Hai Van mountain pass are some activities Noel Cameron, Vietnam general manager of Minor Hotels, observed are popular among guests.

Business travel is another rapidly growing sector, with the government keen to increase MICE tourism. A string of new

hotels are tapping into this burgeoning market by providing state-of-the-art facilities, such as Eastin Duten Ha Resort in Cam Ranh, which is slated to open in 1Q2017, and Crowne Plaza Phu Quoc Starbay, also set to open next year. The Grand Ho Tram Strip is gearing up to increase its offerings after receiving US\$75 million investment to expand the luxury, integrated complex to host 1,100 rooms, doubling capacity.

The latest figures from Vietnam's General Statistics Office show 4.7 million people visited the country in 1H2016 – a 21.3 percent increase on last year's figures, generating more than US\$9 billion. Friendlier visa regulations, including exemptions for 22 countries and a year-long visa waiver extension for five European countries, new direct flights and an international push by the National Board of Tourism (NBT) have helped boost figures.

Destination in numbers

8.5 million

The number of foreign visitors Vietnam hopes to attract in 2016, generating more than US\$16.8 billion in revenue

697,200

The increase in arrivals from Italy, Spain, the UK, France and Germany in the first five months of 2016, equating to 13.9 per cent after the introduction of visa waivers

1.2 million

The number of Chinese tourists visiting Vietnam in the first six months of 2016, a 47.5 per cent growth. This accounts for a quarter of international visitors

In 2015, the Ministry of Foreign Affairs funded a *Welcome to Vietnam* project. The video campaign was deployed in nine languages and aims to portray Vietnam's diverse beauty while positioning it as a peaceful nation with time-honoured culture and beautiful topographies. The NBT also recently launched an e-commerce department to increase competitiveness on a global scale.

However, more work is needed to continue to drive the industry forward. Said Cameron: "Local people need a tourism department and government organisation to train them about services, foreign languages and how to create diverse tourism products. Furthermore, the government should work hand-in-hand with both non-profit and hospitality organisations to raise public awareness, preserve traditional culture and protect the environment for sustainable development in hospitality."

PRODUCTS

1 Fansipan Sapa Cable Car

In February, a cable car system opened in Lào Cai, Sapa, taking visitors from Muong Hoa Valley to the 3,143m-high peak of Fansipan Mountain – Indochina's highest summit. It smashed Guinness records for having the world's longest three-rope cable car route (6,282m) and the biggest ascent from start to end point (1,410m). The climb takes 15 minutes, compared to two days sans cable car. It is expected to boost visitors to Sapa by 30 to 40 per cent YOY, hitting three million by 2020.

2 Ha Long Ocean Park

The US\$267 million Ha Long Ocean Park, when open, will reflect the history and mythology of Ha Long Bay. With layout based on the Disneyland model, it will include a 115m giant wheel, a water park and resort, private beach, commercial buildings and the world's longest free span double-decker cable car. Covering 195ha in Hong Gai and Bai Chay Wards, the park will open in two phases. The first, which includes the cable car, ferris wheel, private beach and a portion of the entertainment park, will open by the end of 2016, with the remainder wrapping up by 2019.

3 Park Lane Q2

Opening in the capital's District 2 in July, Park Lane Q2 is the area's first outdoor, glow-in-the-dark mini-golf course. Ca-



The Reverie Saigon

tering specifically to families and children, the venture features a Western menu restaurant and a sports bar, while plans to launch a weekend market are underway. Sharing green space with neighbouring Family Garden, ongoing plans include offices, a coworking space and water feature.

4 Royal Lotus Danang

Opened in April 2016, Royal Lotus Danang is helping position the area as a MICE hub – a focus that local government pledged to strive for in June. Situated a three-minute stroll from the beach, the 192-room hotel boasts Danang's largest conference hall, which can accommodate

more than 1,000 people. A fine dining restaurant, sky bar offering 360-degree views of the city and ocean, fitness centre and spa with an outdoor swimming pool are also featured at H&K Hospitality's flagship hotel.

5 The Reverie Saigon

The Reverie Saigon hotel lit up the capital's skyline when it opened its doors in late 2015. Seven years in the making, the 286-room, 39-storey Times Square building features three restaurants, a cafe, spa, gym and 15 versatile function spaces. Times Square building is home to The Reverie Residence – with 89 one- and two-bedroom serviced apartments.

VIEWPOINTS

Which source markets will perform best for you this year and why?



Florencia Allo Moreno,
country manager of
Khiri Travel

Europe and the US will definitely do well this year. One of the main reasons for Europe to boom is the extension of visa exemption, which will allow five more countries from Europe to visit Vietnam for free without having to arrange for a visa. We saw a growth in arrivals from these countries compared to last year, and are expecting visitorship from Europe to continue growing.

Robert Tan, business
development
director and
cofounder of Lac
Hong Voyages



As far as the market is concerned, the Asian market stands out for us, with more tourists from China, India, South Korea, Taiwan and Hong Kong. In terms of other markets, most of Europe has stood still due to the economic woes that continue there. America is doing alright, as are France and Germany when considering Europe.

Destination Hong Kong

Pressing on in tough times

Hotels are hoping that the few new attractions in Hong Kong will lift arrival numbers. By Prudence Lui

Hong Kong's tourism industry has been battered by both the soft global economy and aggressive destination marketing by competing destinations in Asia.

According to Hong Kong Tourism Board's (HKTB) executive director, Anthony Lau, the sluggish global economy since early 2016 has hurt consumer's travel and spending confidence.

"They are opting for more short-haul travel," Lau said. "As a result, we have invested our marketing budget on short-haul markets, including South-east Asia. We are collaborating with local trade partners, hotels, and tourist attractions to roll out *Family Fun* and *Getaway to Hong Kong* campaigns."

Longhaul markets are not neglected though, as HKTB is pursuing these travellers through partnerships with destinations in the Pearl River Delta region as well as "exploring opportunities brought about by China's One Belt, One Road initiative to boost arrivals from longhaul markets".

Cross-border partnerships in marketing Hong Kong are necessary, as over 90 per cent of longhaul visitors travel to Hong Kong adopt multi-destination itineraries, according to Lau.

In 2H2016, HKTB will bump up its events and festival line-up with a new phase of Hong Kong Pulse 3D Light Show, a larger Hong Kong Cyclothon as well as a number of high profile international sports events such as Hong Kong Tennis Open and Formula E.



Hong Kong observation wheel

Nature lovers can also look out for new guided activities and hiking guidebooks that will roll out this year with heightened promotions of the *Great Outdoors Hong Kong* campaign, which showcases the commercial city's lush, green side.

In terms of tourism hardware, Hong Kong has nothing major to show this year besides a new Iron Man themed attraction (opening late 2016) and a third hotel called Explorers Lodge (2017) within Hong Kong Disneyland.

Visitors to Ocean Park can look forward to quicker, easier access with the opening of the MTR's South Island Line later this year, which will have an Ocean Park Station. Journeys between Admiralty and the theme park will only take a mere four minutes.

Hong Kong hotels are excited about the hardware improvements, believing that

they will help reenergise the destination's tourism business and arrest the sliding trend in hotel occupancy and room rates.

Sherona Lau, director of marketing for China South, Hong Kong and Taiwan with The Peninsula Hong Kong, said: "We welcome the opening of new attractions in the city as they will draw more visitors to Hong Kong, which ultimately benefits the hotel industry."

Lau shared that her hotel is playing its part to offer travellers more reasons to visit Hong Kong. The Peninsula Academy conducts a culture programme that highlights Hong Kong's time-honoured arts. Guests may reminisce the past through paper-lantern-making workshops with a master and go on a tour of an original joss paper shop prior to the class.

New World Millennium Hotel, meanwhile, is banking on its refurbished fa-

Destination in numbers

HK\$7 million

The amount in the Matching Fund for Overseas Tourism Promotion by Tourist Attractions that has been set aside to tackle Hong Kong's declining arrivals. The money will be channelled to eight local attractions, covering 95 proposed promotional programmes in 10 visitor source markets

13.3%

The percentage decline in Russian arrivals to Hong Kong in the first five months in 2016, making it the biggest loser among five new source markets. The weakened ruble has been blamed

cilities to lure more travellers. Work had started in 2015 and beneficiaries of the project include the lobby, lobby lounge, guestrooms, meeting and event spaces and restaurants.

The hotel's director of sales and marketing, Francesco Wong, said: "Our hotel has been striving to diversify our feeder markets. With the unveiling of the new facilities (later this year), we will be able to uplift our hotel's profile and take advantage of it when promoting (our property) to our clients."

George Wang, general manager of sav Hospitality, said Hong Kong should use the "down time" now to improve on its hardware, events and activities. Wang said his team is walking the talk by fine-tuning service during the current slow period, which he believes will build customer loyalty when travel picks up again.

PRODUCTS

1 Hong Kong Movie Tour

Launched in mid-July, this 2.5-hour activity takes Hong Kong movie fans on a walking tour to nine sites near Sheung Wan, Hollywood Road, Wing Lei Street and Man Mo Temple to trace the footprints and memories of local movie stars. Participants will also hear about the interesting happenings when eight local movies were filmed on these sites. Available every Saturday from 14.30, the tours are led by veteran movie critics and conducted in Mandarin, Cantonese and English tours are available upon request.

2 Hotel sáv Hong Kong

The hotel has added more specialty floors, following the debut of its Floor of Love in 2015. The latest addition is the Floor of Ocean, which will be made available in 4Q2016. The rooms will celebrate arts, fashion and nature. Additionally, the hotel has installed Wi-Fi capability into its shuttle buses and private cars. Taking its technology enhancements further, a system is now in place to identify guests' needs, from housekeeping to check-outs.

3 Kerry Hotel, Hong Kong

Shangri-La Hotels and Resorts will take

the Kerry Hotel brand to Hong Kong this December. The 545-room hotel on Kowloon's waterfront will feature a uniquely designed podium that will provide hotel guests with indoor and outdoor spaces that come with spectacular views. More than 60 per cent of the guestrooms promise harbour views. For meetings and events, there is a 1,756m² Grand Ballroom with capacity for 1,030 people in banquet style as well as 17 flexible meeting rooms for 30 to 660 people.

4 Ferry service to Hong Kong Geopark

Accessibility to Hong Kong Geopark has been improved with a new ferry service between Ma Liu Shui (Sundays and public holidays) as well as Lai Chi Wo (weekend, Sundays and public holidays). A shuttle bus tour service has also been added in May, plying the Sai Kung and Geopark route.

5 Hong Kong Disneyland

The Space Mountain at Tomorrowland area within Hong Kong Disneyland now tantalises with a new Star Wars facility. From June 11, guests have been able to enjoy the *Star Wars: Tomorrowland Take-over* attraction that comes with special experiences that are unique in Asia. A three-hour VIP tour is also available for groups of up to six people.

VIEWPOINTS

Which source markets do you think will perform best this year?



Christina Cheng,
general manager,
Harbour Plaza 8
Degrees

FIT markets from the UK, the US, Canada and Australia grew over 30 per cent while shorthaul markets like India rose over 75 per cent. We think it is due to initiatives like flexible room types with extra beds, availability of Halal certified menus and our participation in HKTB campaigns to offer attractive accommodation deals to travellers.

Paul Leung, managing director, Holiday World Tours

South-east Asian markets did well, with the Philippines performing the best. This may be attributed to the 20-30 per cent decline in hotel rates during this challenging time, plus Hong Kong is a popular destination for Filipinos.



Broadwalk Geopark



Destination Japan

Fixing an accommodation crunch

The government is taking rapid steps to boost hotel room inventory for the 2020 Olympics, reports **Julian Ryall**

Japan is suffering from a shortage of accommodation across all hotel categories in the country, and it is most acutely felt in the cities most popular with tourists.

In a 2015 report, property analysts CBRE suggested that Tokyo is likely to have a shortage of 14,000 rooms per night by 2020 – the year the country hosts the Olympic Games.

In an effort to fix the problem, the Japanese government has introduced a number of new initiatives.

Earlier in June, the Ministry of Land, Infrastructure, Transport and Tourism announced in June that it had agreed on a plan to relax the floor area ratio of new buildings by 1.5 times, effectively enabling hotels with significantly larger floor space to be built.

At present, the City Planning Law limits the maximum floor area for a hotel to 400 per cent of the land area on which it stands. For a plot of land that is to be exclusively for a hotel, that ratio is to be raised to 600 per cent of the land area. Similar increases have been recommended for buildings



Hotel Gracery Kyoto Sanjo North

that have half their floor space set aside for hotels.

Local governments have been informed of the change and are expected to review their own ordinances before end 2016.

“We feel that altering the laws on accommodation facilities is one way of adapting to the growing needs of visitors,” said Maiko Zenki, assistant manager of the general affairs and public relations section of the Japan National Tourism Organisation (JNTO).

Meanwhile, hotel companies have embarked on massive development campaign.

No fewer than seven hotels have opened in the Ginza district of Tokyo in the 18 months up until June 2016, while work has

begun on a further 59 hotels across the city in the fiscal year that ended in March. That figure is double that of the previous year.

Moreover, a panel set up by the Ministry of Health, Labour and Welfare and the Japan Tourism Agency has also recently given its seal of approval to property owners who wished to rent out accommodation in private homes that are not registered as hotels.

Known in Japan as *minpaku*, owners will be limited to renting out private accommodation to 180 days a year, with a new bill to be submitted before the end of the fiscal year in March.

“While there is a shortage of accommodation in large cities currently, there are still plenty of options in rural areas of

Japan. JNTO’s mission is to promote these rural areas and to decentralise the concentration of visitors to one area, as well as promote ryokans as an accommodation option,” Zenki added.

On July 12, 2016, prime minister Shinzo Abe further instructed his minister for economic revitalisation to make the tourism industry one of the main pillars of Japan’s economy in the years to come. As part of the 10 trillion yen (US\$97.5 billion) plan, money is to be invested in the development of ports and harbours for cruise ships, and high-speed railway infrastructure such as the Tokyo-Nagoya train. Additional funds are also being earmarked to help small and medium-size companies in the tourism sector expand their operations.

The Japanese government has also introduced a number of measures designed to attract more visitors to Japan, such as relaxing visa regulations for tourists from other parts of Asia, but the industry has also been assisted by growth in LCCs in the region, a growing middle-class and a relatively weak yen.

The government initially set a target of 20 million visitors to Japan for 2020, but the total number of arrivals was 19.7 million last year, and is certain to break the 20-million barrier this year.

As a result, the Japanese government has now raised the bar to 40 million arrivals for the Olympics year.

Destination in numbers

47.1

The percentage increase in inbound tourists to Japan in 2015, bringing the total for the year to 19.7 million, according to the JNTO

78 million yen

The amount, equivalent to US\$751,511, that will be spent on recreating a mediaeval Japanese town at Nagoya castle

32.6 billion yen

The amount, equivalent to US\$314 million, spent by foreign tourists in Japan in 2015, up 70 per cent from 2014

VIEWPOINTS Which source markets will perform best for you this year and why?



Shuichi Ohno, director of sales and marketing, Andaz Tokyo Toranomon Hills

Our best-performing source market changes every year, depending on the status of the Tokyo market, but we have been receiving more enquiries from overseas since Tokyo was confirmed as the host city for the 2020 Olympic Games. We generally receive many enquiries from the leisure, business and MICE sectors.



Kotaro Takada, corporate officer, Huis Ten Bosch

The biggest market for us this year is going to be Taiwan, primarily because we have a sales office in Taipei and the sales team there has been very successful in attracting customers to our theme park. I would say that around 50 per cent of all our foreign guests will be from Taiwan, followed by around 25 per cent from South Korea, where we also have a sales office. Another big help to our business are the direct flights from Taiwan to Fukuoka Airport, which is not too far from us.

PRODUCTS

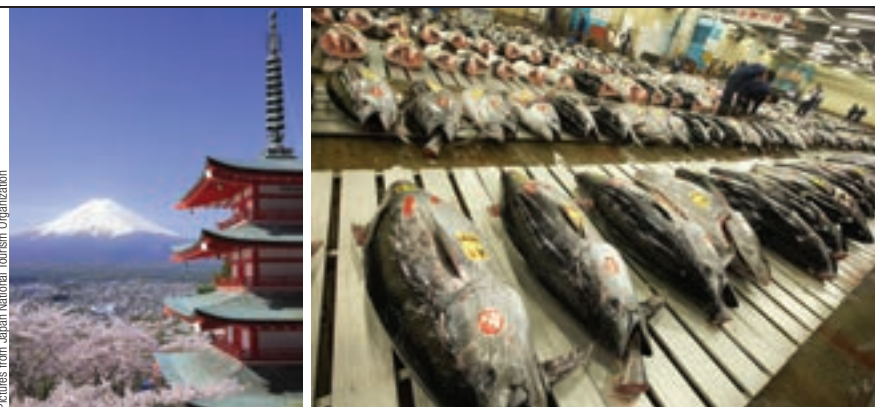
1 Tokyo Skytree

Overseas visitors to Japan now have a shorter wait time and smoother visit at the Tokyo Skytree thanks to an exclusive fast-track ticketing system and a simplified admission fee. Launched in July, the Fast Skytree Combo ticket allows access to both the tower’s observation decks, Tembo Deck and Tembo Galleria, and costs 4,000 yen (US\$39).

A mere 6.8 per cent of foreign visitors had the Skytree on their agenda in 2013, but that number rose to more than 15 per cent last year.

2 Shochu from Izu Oshima

The island of Izu Oshima, a ferry ride south of Tokyo, is looking to attract visitors with a unique new product: locally-produced *shochu* spirits aged for six months at a depth of 20 metres off Akino-hama beach. The island was in the path of a major typhoon in 2013, which killed 36



From left: Mount Fuji and the Chureito Peace Pagoda; Tsukiji Market

and crippled the local tourism industry. Locals are trying to attract travellers once again with a *shochu* that ages undersea – more mildly due to the stable temperature, reduced sunlight and gentle motion of the current on the seabed.

3 All Nippon Airways

All Nippon Airways is extending the benefits of its frequent-flyer programme to the LGBT community. This means that

passengers in same-sex partnerships will be able to share their miles with each other. ANA will also relabel its multipurpose bathroom facilities at Haneda, Narita and Osaka airports to make it clear they are for the use of passengers of either gender as well as transgender travellers.

The airline has also announced that it is embarking on a number of initiatives to promote diversity and inclusion policies among its employees.

4 Mount Fuji

From this summer, Mount Fuji will boast 49 free Wi-Fi stations. These have been installed at accommodation huts and other public facilities on the 3,776m-high mountain, enabling foreign tourists to use their own smartphones to send messages, images and videos while on their trip.

The Mount Fuji climbing season opened on July 1 and will run until September 10, with the Wi-Fi facilities to be operational again next summer.

5 Tsukiji Market

Tokyo’s world-famous Tsukiji Fish Market will close its doors for good on November 2, although visitors to the city need not fret as its replacement is due to open five days later.

The new market in Koto Ward – about 3km east of the current site – will be a state-of-the-art facility that incorporates a sushi-making school, restaurants and shopping for the thousands of visitors who are expected to flock there daily.

Destination Indonesia

Investing in infrastructure

The push for destination and infrastructure development has begun in fervour. By **Mimi Hudoyo**

Airport developments are leading the way in Indonesia's infrastructure development – the number one priority in president Joko Widodo's tourism development programme – as more than 90 per cent of arrivals into the country are by air.

Recently in August, Jakarta opened its new Terminal 3 in Soekarno-Hatta International Airport. Earlier in July, Sultan Thaha Jambi Airport in Jambi City opened its new terminal, increasing its capacity from 700,000 passengers a year to 1.5 million.

This is good news for the tourism industry as the lack of infrastructure has been identified as a major hurdle in developing the country's tourism sector, which is targeting 20 million arrivals and a revenue of 240 trillion rupiah (US\$18.3 million) by 2019.

Airport development is not limited to major cities and are also being built in secondary cities. As well, 15 new airports in third-tier cities have started construction, and are expected to open in 2019.

At the opening Sultan Thaha Airport, president Joko Widodo remarked that airports like these should be built "before they are over the capacity like Soekarno-Hatta International Airport." He added that the congested airport caused many delays due to the overcapacity, and should have been expanded a long time ago.

Apart from airports, the government is also focusing on the development of 10 destinations beyond Bali.

The 10 destinations are Lake Toba (North Sumatra), Tanjung Kelayang (Be-



Soekarno-Hatta International Airport's Terminal 3

litung), Tanjung Lesung (Banten), Kepulauan Seribu (Jakarta), Borobudur (Central Java), Bromo-Tengger-Semeru (East Java), Mandalika (Lombok), Labuan Bajo (Komodo), Wakatobi (Sulawesi), and Morotai (Maluku).

I Gde Pitana, deputy minister for international marketing development, Ministry of Tourism, said: "Currently, 40 per cent of arrivals into Indonesia are through Bali. We need to develop new destinations to disperse travellers. These 10 destinations are rich in nature and culture, but are less popular due partly to the lack of infrastructure."

For example, Lake Toba is the largest volcanic lake in the world, but lacks tourist traffic due to its inaccessibility.

As such, development in the area will include highway development between Medan and Parapat (116km), Medan-Kuala Namu-Tebing Tinggi (62km) and Lake Toba's outer ring road. Silangit Airport near Lake Toba is also currently undergoing expansion.

Meanwhile in Lombok, more than 1,100 hectares have been set aside for an

ecotourism development, where 51 per cent of the tourism-related mixed use development will be dedicated green space. This plan includes 10,532 hotel rooms, 1,586 residential units, and have facilities such as a theme park and MICE venues.

Ricky Baheramsjah, head of investment & marketing division, Indonesia Tourism Development Corporation, said: "This year and next we will witness the groundbreaking of five hotels, and have a total of 1,500 rooms opening in the next two to three years. Other facilities include the Mandalika Kuta Beachwalk, a hospital and a mosque with a 1,500 capacity."

The efforts of these developing destinations have received support from the travel industry.

For instance, an MOU has been signed between Emirates Airlines and the local authority to direct traffic to Lombok.

In March, Garuda Indonesia started flights from Jakarta to Silangit, allowing travellers to fly to Lake Toba in about three hours. Garuda also plans to connect Silangit to other cities in Sumatra like Medan,

Destination in numbers

4.1 million

The number of arrivals from the 15 countries which have a visa reciprocal agreement (mostly ASEAN countries) with Indonesia. The 144 countries that received visa free facilities last year contributed 2.9 million arrivals between June 2015 and June 2016

37.7 million

The total number of domestic visitors between January 2016 and June 2016, an increase of 16.6 per cent year on year

5.3 million

The total number of arrivals to Indonesia between January 2016 and June 2016, an increase of 5.9 per cent year on year

Sibolga, Dumai and Pekanbaru.

The recently launched chartered flights, a joint effort between Rainbow Tours Poland and Panorama Destination Indonesia, have helped to promote other destinations like Java, Flores, Tanjung Puting, Toraja and Papua.

Szymon Chojnacki, director of product at Rainbow Tours, said that over the last few years there has been a high number of travellers from Poland who want to visit Indonesia, and the chartered service was meant to direct more traffic to other parts of the country aside from Bali.

Renato Domini, CEO of Panorama Destination, said: "The strategy – to bring tourists by chartered flights – has two benefits. It is easier for tourists to visit, and helps direct them to other parts of Indonesia."

PRODUCTS

1 Four Seasons Jakarta

On June 28, the 125-suite Four Seasons Jakarta opened on Jalan Gatot Subroto within the city's CBD. The property boasts four F&B outlets, a spa, a 24-hour fitness centre, an outdoor pool on the fifth floor and 1,850m² of flexible function space. Meeting facilities include the Grand Ballroom that can accommodate up to 350 people, two salons, three meeting rooms and a pool terrace.

2 Meliá Makassar

Meliá Hotels International has opened Meliá Makassar in South Sulawesi's capital. The hotel is located a 25-minute drive from the Sultan Hasanuddin International Airport and a five-minute walk from the main shopping and business areas. The four-star hotel features 135 rooms, several meeting rooms, a pool, spa, restaurants, and Society, a rooftop bar.

3 Artotel Sanur Bali

Artotel Indonesia, a home-grown art inspired design hotel operator, has opened its third property, the Artotel Sanur Bali.

The property is located a 25-minute drive from the Ngurah Rai International



Meliá Makassar

Airport and a five-minute walk from the beach. The design of the hotel is a mixture of modern architecture and local design that reflects traditional Balinese kites.

The 89 rooms each feature a 49-inch flatscreen TV, Dolce Gusto coffee machine, and complimentary Wi-Fi. Amenities include an all-day dining restaurant, a rooftop bar and pool, the Artspace gallery, and a meeting room for up to 100 people.

4 Rumah Luwih

The beachfront Rumah Luwih has opened in Gianyar, Bali. Designed by prominent Indonesian architect Hendra Hadiprana, the resort's architecture is inspired by the Ujung Water Palace in Karangasem – a

historical site known for its combination of Balinese and European architecture.

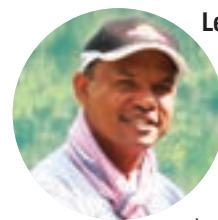
The resort has 75 luxurious rooms – including three suites – that range from 40m² to 200m², and they come with private balconies. F&B facilities include the all-day dining Andrawina Restaurant, The Living Room for light meals and refreshments, and the Beach Pavilion.

5 Garuda Indonesia

In June this year, Garuda Indonesia restarted Singapore-Medan daily services after it was suspended in 2002, opening up access for travellers to Medan and North Sumatra. The route is served with a Boeing 737-800 and has a capacity of 156 seats.

VIEWPOINTS

Which source markets will perform best for you this year and why?



Leonardus Nyoman,
managing director,
Flores Exotic Tours

The European market will continue to perform best for us. We are seeing international tour agencies sell Flores and East Nusa Tenggara more than before. (It helps that there is a) focus on development in Labuan Bajo and Flores such as the airport expansion and Garuda's flights between Bali and Labuan Bajo.

Ng Sebastian,
managing director,
Incito Travel



The Europeans are still the main market for us. Although the performance is not great compared to last year, it is still the biggest. South Sulawesi has been promoting in the Asian market but we have yet to see any result. The lack of direct flights to Makassar could be a reason.

Host city

A capital city welcome

Mimi Hudoyo shares her recommendations on how to make good use of your time in Jakarta

MUST DO



Hop on free city tour

Take a free city tour on TransJakarta's double-decker buses to enjoy the icons and landmarks of Jakarta.

The Wisata Keliling Ibukota (capital city) bus covers three day-tour routes: History of Jakarta, Art and Culinary, and Modern Jakarta/Shopping Experience.

On weekends, TransJakarta operates evening tours of Kota Tua (old city of Jakarta). All buses depart from the City Hall, and travellers can hop on or off at any busstop along the route.

The tours highlight food haunts in Jakarta's old culinary street of Pecunongan; shopping icons such as Plaza Indonesia, Sarinah and Pasar Baru; and historic sites like the National Archive Building, National Museum and Museum Bank Indonesia.

Tours operate 09.00-17.00 from Monday to Saturday and 12.00-20.00 on Sunday, with evening tours running between 17.00 and 23.00.

Website: transjakarta.co.id

Indulge your physical shell

Rid that post-meeting stress with a thor-

ough spa treatment! Taman Sari Royal Heritage Spa and Martha Tilaar Salon Day Spa both offer an array of treatments based on Javanese royal tradition. Their spa products are made in Indonesia using modern technology and royal recipes that date back several centuries.

For something more modern and unique, Bimasena Spa offers a chocolate treatment, caviar and escutox facial, and a hot stone massage.

Website: tamansariroyalheritagespa.com / marthatilaarspa.com / bimasena.co.id

Go play some golf

Jakarta and the surrounding areas of Bogor, Depok, Tangerang and Bekasi are a golfer's paradise, with more than 35 courses to choose from.

Damai Indah Golf & Country Club boasts two international championship courses – Bumi Serpong Damai course in Bumi Serpong Damai and Pantai Indah Kapuk in North Jakarta. These courses are regarded as some of Jack Nicklaus' finest creations.

The 18-hole Sentul Highlands Golf Club, designed by Gary Player, has transformed the mountainous Bogor region into a world-class golf destination. Hole 12 is particularly fun to play, being surrounded by boulders and bunkers that



add to its challenge while offering a beautiful scenery for players to behold.

The Royale Jakarta Golf Club, designed by Bob Moore Jr and JMP Group in East Jakarta, boasts a green paradise concept with expansive meadows decorated with Sea isle Supreme Paspalum in every area of its 27 holes, and enhanced further with purple carpets of plants and sparkling lakes.

Website: damaiindahgolf.com / sentulhighlands.com / royalejakarta.com

Eat, shop and have fun

Tangerang, an industrial and manufacturing hub away from Jakarta's city centre, is buzzing to life with new facilities includ-

ing shopping centres.

Aeon Mall is the latest star addition to Tangerang's new entertainment appeal. It is located five minutes on foot from Indonesia Convention Exhibition where PATA Travel Mart 2016 is being held, making it a great place for after-work retail therapy.

Another mall worth checking out is Teraskota in Greater Jakarta, known for housing a large number of restaurants and cafes, as well as the region's largest cinema.

For even more lifestyle shops and dining option, head down to Living World.

Website: aeonmall-bsdcity.com / livingworld.co.id / teraskota.com

MUST EAT



Indonesian fine dining

Located in the posh district of Jalan Dharmawangsa, South Jakarta, Plataran Dharmawangsa Venue & Dining serves up authentic Indonesian cuisine in a royal Javanese setting.

The restaurant's main seating area occupies an aged Javanese Joglo house, which has its interior filled out with relics from around the country, from old wood carvings to puppets and antique plates.

Bellies are indulged with cuisine from different parts of Indonesia, such as gado-gado vegetable salad, sate, rendang beef curry and snapper with salted egg.

Website: plataran.com / dharmawangsa

House of grilled delights

Fancy something freshly grilled in local spices? Taman Santap Rumah Kayu at Gading Serpong is your answer. The restaurant is famous for its grilled dishes and seafood. Feast on grilled prawns, black pepper crabs and grilled chicken with honey.

It is a fun place to dine too, as dining areas are divided into huts of different sizes, spread out across a vast land that also houses fish ponds and children playgrounds.

Taman Santap Rumah Kayu is about 20 minutes from Indonesia Convention Exhibition.

Website: rumah-kayu.co.id



A spicy treat

For those who enjoy having some heat on the palate, Warung SS BSD, about 15 minutes from Indonesia Convention Exhibition, is the place to go. The menu features Indonesian comfort food, like fried tofu, *sayur asam* (sour vegetable soup), *pecel* (vegetable salad) and various fried fish, all served with a delicious variety of spicy *sambal* chilli sauces.

Website: waroengss.com



Clockwise from above left: Plataran Dharmawangsa's delicious creations and elegant dining area; Taman Santap Rumah Kayu



From left: Museum Bank Indonesia, Art:1 New Museum

MUST SEE



Understanding the history of money

Featuring showpieces and multimedia presentations, Museum Bank Indonesia traces the history of Indonesia's old central bank from pre-colonial times to the formation of Bank Indonesia in 1953. Exhibits also touch on the country's monetary policies and their impact on citizens.

Also a draw in itself is the museum's architecture. It occupies a neo-classical build-

ing that was built in 1828 to house the De Javasche Bank during the Dutch colonial period.

Website: www.jakarta-tourism.go.id/content/bank-indonesia-museum

Art therapy

For those who enjoy the arts, Edwin Gallery is one of the most active and longest running private art galleries in Indonesia. It started off as a small gallery and photography studio, but is now a 500m² exhibition space on a 2,000m² plot of land in Kemang, South Jakarta. Edwin Gallery has hosted more than 150 exhibitions and presented more than 200 established local and international artists.

Another gallery worth visiting is Art:1 New Museum in Kemayoran, a 4,000m² attraction dedicated to arts, art development and related activities. Now on display are original artworks by old and modern Indonesian masters and contemporary artists.

Website: [edwingsgallery.com / mondecor.com](http://edwingsgallery.com/mondecor.com)

MUST STAY



Opulent new stay

The 125-suite Four Seasons Jakarta is one of the newest upscale hotels in the city.

Located on Jalan Gatot Subroto within the city's CBD, the hotel offers four

F&B outlets, a spa, a 24-hour fitness centre, an outdoor pool and more than 1,800m² of flexible function space including a Grand Ballroom, two salons on the second floor and meeting rooms on the third floor.

The hotel will soon be unveiling further additions – a Presidential Suite, an Ambassador Suite, an Italian restaurant and bar, and a woman's beauty salon.

Website: fourseasons.com/jakarta/

Pop goes this hotel

POP! Hotel Pasar Baru Jakarta is the youngest member in the TAUZIA Hotel Management's family.

The 108-room budget property provides guests with a choice of rooms with twin or king bed. Rooms are all equipped with air conditioning, flat-screen TV with international cable channels and free Wi-Fi connection.

What's interesting is the hotel's lobby area, called PitStop, which reinvents the typical hotel lobby space by providing a living space experience through a fun blend of cafe lounge and convenience store which opens around the clock.

The hotel is a short walk from the famous Pasar Baru shopping arcade and

minutes from popular tourist attractions such as Gereja Ayam, the National Monument, Istiqlal Mosque and Ancol Beach City.

Website: www.tauzia.com

Home for event delegates

Hotel Santika Premiere ICE BSD City is a contemporary, four-star property within the Indonesia Convention and Exhibition.

There are 285 rooms and suites that come equipped with high speed Wi-Fi Internet access, LED televisions and interactive IPT. Facilities on offer for guests include a fitness centre, a swimming pool, a restaurant and a roof-top lounge.

Guests will appreciate the hotel's location, which puts them within an hour's drive from Soekarno-Hatta International Airport, minutes from Cisauk Comuter Line Station, and within walking distance of the APTB shuttle bus stop. Both the train and bus services go direct access into central Jakarta.

Website: santika.com/premiereicebsd



Four Seasons Jakarta

If you have time for just one activity...



Our Editor for Indonesia, Mimi Hudoyo, recommends exploring Kota Tua should you have time for just one attraction in the city.

Kota Tua, an old town which was once known as Batavia, was established by the Dutch as its commercial centre in the 16th century. Buildings within the 1.3km² area of Kota Tua provide a precious glimpse of that era.

Begin the tour of Kota Tua at the Jakarta History Museum, built in 1710 to function as the City Hall.

Next stop, Wayang Museum which displays various types of puppets from Indonesia and beyond, including India and France. This Dutch colonial architecture on the western side of the

main square used to be a warehouse belonging to Geo Wehry & Co.

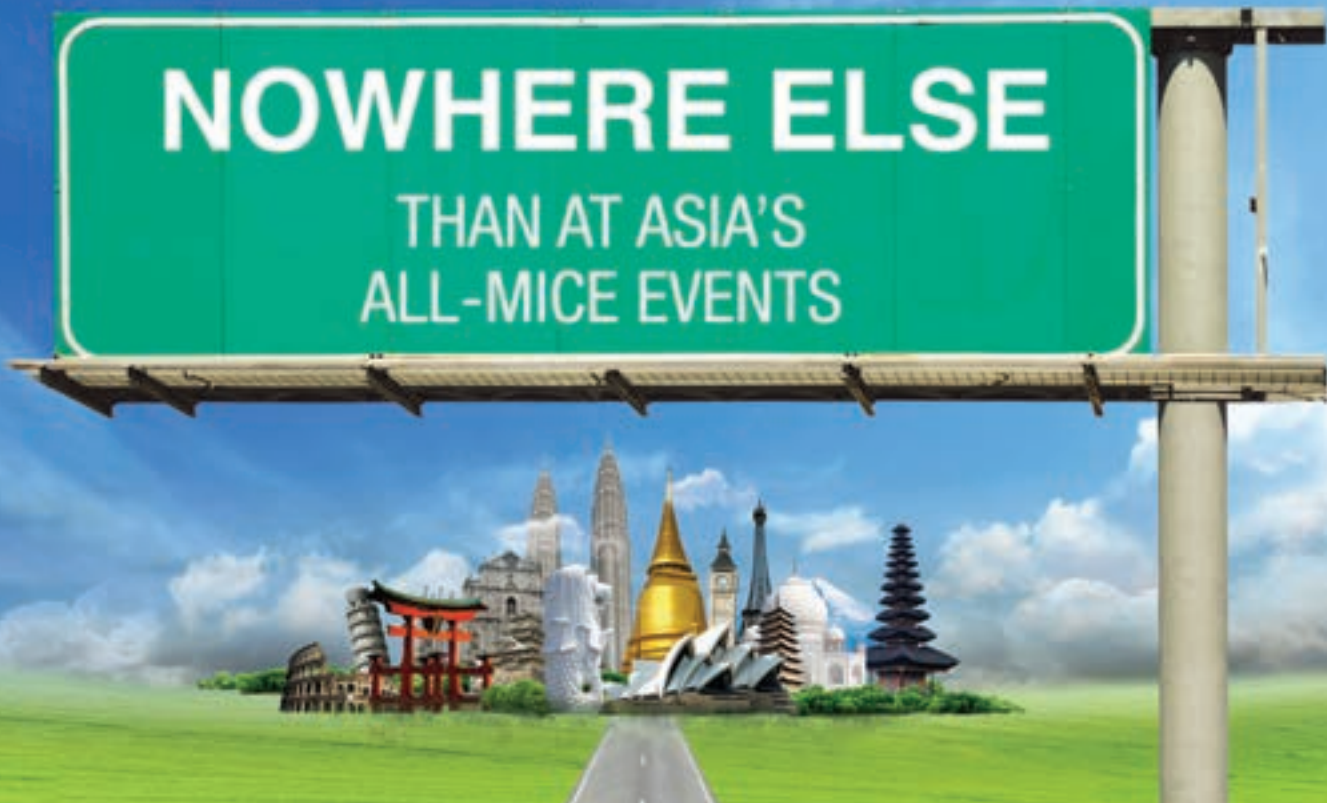
Make time as well for the Fine Art and Ceramic Museum which during the Dutch period was the Court of Justice, built in 1870, as well as the Bank Indonesia Museum and Bank Mandiri Museum which are two historic financial buildings.

Then, take a 10-minute stroll from the square to the Maritime Museum, once the warehouse of the Dutch East India Company in the 17th century.

If walking is not preferred, visitors can explore Kota Tua on a bicycle. There are colourful bicycles with matching helmets for rent at the main square. Alternatively, hop on a bicycle taxi – ojek seeda onthel as the locals call it – and have the driver take you from one museum to another.

Here's a tip: make time to stop for lunch or even a snack at Café Batavia which sits within a century-old building in the area.





No other event series in Asia delivers
The Largest Congregation of International Convention Visitor Bureaus
for a focused MICE experience with serious players in the industry.

Associations • Corporates • PCOs • PEOs • AMCs • Agencies • Meeting Planners • Incentive Houses

Your Unparalleled Road To MICE Starts Here

- 1 Largest Congregation** of Asia-Pacific MICE and Corporate Travel delegates
- 2 Over 500** Hosted Delegates
- 3 International MICE Buyers** including those from **Association, Corporate and Luxury Travel** sectors
- 4 Dedicated Association Day** programme
- 5 Education and Networking** opportunities for all delegates
- 6 Proven Business Platform** with 40% of buyers confirming procurement on-site last year, with 84% of exhibitors expecting to receive orders within a year of the event.

27 - 29 Sep 2016

26 - 28 Sep 2017

Bangkok, Thailand

IT&CMAsia
Incentive Travel & Conventions, Meetings

18 - 20 Apr 2017

Shanghai, China

IT&CM中国(上海)
CHINA
国际会展旅游 | Incentive Travel & Conventions, Meetings
博览会

News

TTG | Publishing
Travel Trade

TTG Travel Trade Publishing is a business group of TTG Asia Media

EDITORIAL

Karen Yue Group Editor

Xinyi Liang-Pholsena

Deputy Editor, TTG Asia and TTG India

Dannon Har Assistant Editor, TTG Asia Online

Paige Lee Pei Qi Assistant Editor, Singapore

Rachel AJ Lee, Yixin Ng Sub Editors

S Puvaneswary Editor, Malaysia/Brunei

Mimi Hudoyo Editor, Indonesia

Caleb Richard Lai Photographer

Redmond Sia, Goh Meng Yong

Creative Designers

Lina Tan Editorial Assistant

CONTRIBUTORS

Prudence Lui, Rohit Kaul, Julian Ryall,

Rosa Ocampo, Rebecca Elliott, Feizal Samath,

Marissa Carruthers, Bernie Rosenbloom,

Michael Sanderson

SALES & MARKETING

Michael Chow Group Publisher

Pierre Quek Publisher, Online Section

Shirley Tan Senior Business Manager

Ingrid Chung Business Manager

Cheryl Lim Advertisement

Administration Manager

Cheryl Tan Corporate Marketing Manager

Kwek Wan Ling Marketing Executive

PUBLISHING SERVICES

Tony Yeo Division Manager

Lynn Lim Web Executive

Katherine Leong Circulation Executive

TTG ASIA MEDIA

Darren Ng Managing Director

Raini Hamdi Senior Editor

Year-end debut for Johor CVB

The new bureau is expected to improve the Malaysian state's MICE prospects

By S Puvaneswary

With an eye on attracting the lucrative business events segment, Johor is establishing a convention and exhibition bureau by this year-end, a development that the trade expects would unlock the state's MICE potential.

Initial funding will come from the state government and the bureau is tasked to attract more international business events to the southern-most state of Peninsular Malaysia.

Mohammad Rosly Md Selamat, senior vice president, economic intelligence (tourism) at Iskandar Regional Development Authority, said: "Having a bureau will be a natural progression of the state's aim to (attract) more high-yield tourists from the region and beyond. The state can then have a strategic plan to market the destination to the regional and international business events communities."

According to Mohammad Rosly, a local consultant will be appointed by the state government to collaborate with a foreign-based MICE consultancy to devise a comprehensive five-year strategic road map of the conventions and exhibitions business.

The setting up of the bureau, Mohammad Rosly pointed out, is in tandem with new MICE hardware coming online as well as improved direct air connectivity between Johor Bahru (Senai International Airport) and key regional cities the likes of Guangzhou, Bangkok and Ho Chi Minh City.

Looking forward to the CVB's launch is Mahadi Mathana, general manager at KSL Resort. "We're only a few minutes from Singapore, which is doing so well in business events. Our rates are around 45 per cent lower – and yet we're not seen as an attractive MICE destination," he said. "A bureau will definitely help to address this."

Muhammad Zainal Ashikin, CEO destinations resorts & hotel portfolio of Themed Attractions Resorts & Hotels, has equally high expectations of the new bureau.

He commented: "Through the work of the bureau, we can expect more business events tourists. This will (tap onto) Johor's strategic location at the tip of the peninsula, especially for the SME growth segment."

"Our support for the MICE industry is

evident with our investment in the Desaru Coast Conference Centre and Hotel Jen Puteri Harbour as business and trading hubs to bid for conferences," he elaborated.

Simon McGrath, vice president, Malaysian Association of Hotels, Johor Chapter, said: "With the additional convention centres coming up in the next few years, a convention bureau will be beneficial to effectively market the destination to the corporate tourism sector within South-east Asia and beyond."

He added: "It will help build a new (business tourism) market segment and increase the length of stay of the corporate segment, which is currently one to two nights."

Johor has been beefing up its MICE hardware. While the main convention centre at the moment is Persada Johor International Convention Center in Johor Bahru, which can accommodate a maximum of 4,000 delegates, the state government has projected four new convention centres will be up in Iskandar Malaysia and Desaru Coast by 2020.

The state capital of Johor Bahru currently offers 3,494 rooms in the four-star category and 725 in the five-star category.



Muhammad Zainal: more business events

Zika not biting travel yet: buyers

By Paige Lee Pei Qi

Even as the surging number of Zika cases in Singapore prompted a plethora of travel advisories worldwide, buyers attending the PATA Travel Mart are unfazed by the outbreak of the mosquito-borne virus.

Among the nations warning against travel to Singapore – especially for those who are pregnant or planning to conceive – are Indonesia, Australia, Taiwan, the UK, the US and South Korea.

Nevertheless, buyers who spoke to the *Daily* expressed positive sentiments about the destination.

Joey Escobar, managing director of US-

based Pacific Gold Adventure, who is currently arranging for a group of 25 pax to Singapore, said the travel plans are "definitely unaffected".

He explained: "Singapore is still a very clean city...it is not as if Zika is (an) epidemic and tourists will want to stay away from it. We just have to take the necessary precautions like putting on insect repellent and dressing properly."

"There have been worse scenarios like SARS in the past, so this is not anything major," Escobar added.

Likewise, George Lee, general manager of Taiwan-based Cool Tour & Travel Service, said: "We foresee no change in travel bookings. No one is getting worried so it is not a big problem at all."

Lee added that Zika is "not a crisis" and travellers still have a lot of confidence in travelling to the popular city.

Arief Gunawan, CEO of Transtravel in Indonesia, who just returned from Singapore with a group of travellers yesterday, said: "It is still business as usual and Zika actually has zero impact on us."

Sharing similar sentiments, Robyn Gallaway, managing director of New Zealand-based Innovative Travel Company, remarked: "My travellers are a robust

For corporate groups, there is the chance that the company policy will be more sensitive to travel advisories.

Nur Zahra

Operation executive, Zahra Tour and Travel

bunch and the Zika virus will not stop them from travelling."

However, Nur Zahra, operation executive of Indonesia's Zahra Tour and Travel – who is handling a corporate group of 20 pax planning a trip to Singapore next year – is exercising more caution.

She pointed out: "For corporate groups, there is the chance that the company policy will be more sensitive to travel advisories."

Meanwhile the Singapore Tourism Board has stated in response to the virus outbreak that Singapore remains a safe travel destination.

Seed funds bring Triip.me to bloom

Sharing economy provider of tours and activities Triip.me is set to become profitable for the first time by this year-end, marking a major milestone for the three-year-old Vietnamese startup.

Ha Lam, co-founder and CEO of Triip.me, told the *Daily* that revenue had soared 5,000 per cent in the three months after the startup received US\$500,000 in seed funding from venture capitalists Gobi Partners earlier this year.



Ha: competition a good sign

The funds were mainly channelled into new hires, customer acquisition and new market penetrations. From only operating in six countries in South-east Asia in 2013, the platform now offers private tours in 98 nations.

At the PATA Travel Innovation Forum yesterday, Lam announced the company's plans to go on to raise Series A funding.

With this, Lam intends to maintain Triip.me's presence in existing markets, adding that the focus is on garnering more traffic and bookings for local hosts.

On Airbnb's foray into the tours and activities segment with the City Hosts programme, which is currently in beta phase, Lam remarked: "I feel happy, because (it shows) Airbnb, the big guy, sees the potential of the market."

"The more competitors there are in the industry the better we grow, as it demonstrates the market potential," she added.

Triip.me has just launched the Global Travel Entrepreneur Challenge 2016 for millennials and young professionals looking to operate their own travel startup via its platform. – **Dannon Har**

My travellers are a robust bunch and the Zika virus will not stop them from travelling.

Robyn Gallaway

Managing director, Innovative Travel Company

HOT LEADS

Niche products wanted

Robyn Gallaway, managing director of New Zealand-based Innovative Travel Company, is seeking in-depth travel experiences in Asia. She is looking for niche tour offerings in Indonesia, Japan and Nepal like cooking schools and spa packages. Contact: robyn@innovative-travel.com

Kathmandu buyer seeks suppliers

Mahendra Paudel, director of Kathmandu-based Global Asia Tours & Travel based, is looking at growing his outbound business to South-east Asia, particularly Thailand, Myanmar, Malaysia, Indonesia and Vietnam. He is looking for suppliers in these countries. Last year, the company brought around 1,000 people to the region. Contact: tours@globalasia.com.np

In search of exotic golfing destinations

Joey Escobar, US-based Pacific Gold Adventure's managing director, is seeking unique golfing destinations beyond Bali in Indonesia for his premium clients. Contact: escobar.joey@gmail.com



Snapshots

Who's up for a great show? Caleb Richard Lai



Banten West Java Tourism Development's Rahadini MH and President University Indonesia's Chelsy Philycia



TTG Asia Media Singapore's Dannon Har, and Vietnam National Administration of Tourism's Ng Thi Tho, Ng T Thanh Huong and Nguyen Thi Thu Nhan



Access China Tours Canada's Mark Huang



Chamber of International Commerce of Kazakhstan's Assel Nurkebayeva and Gulnar Tleuova

FES Tour & Travel Service Taiwan's Jon and Alex Chang, Cool Tour & Travel Service Taiwan's George and All Star Bali Wisata Indonesia's Elina Lee



Vacation Indonesia Tours' Darwin Sumang, with Adri Boka



Luxury Travel Vietnam's Nguyen Huyen, Sunrise Nha Trang Beach Hotel & Spa's Jane Nguyen Thi Thoi, Sunrise Premium Resort Hoi An's Pham Thi Phuong Hanh and Starcity Nha Trang Hotel's Bui Nguyen To Ha



Intourist Russia's Julia Andreeva, Intourist Indonesia's Rudi Santoso and Intourist Russia's Litsa Constantinou



Banten West Java Tourism Development's Tengku Nur Husin and Helya Resviena, and Tanjung Lesung Beach Hotel Indonesia's Nadya Aranti



Senior Travel Counselors Japan's Hiroshi Nakata and I Route Service Japan's Kazuo Ito



PATA Philippines' Maria Paz Alberto, Henann Group of Resorts Philippines' Isabel Garcia, Celebrate Life TLC Philippines' Simon Ang, Chroma Hospitality Philippines' Thea Victorino and Arfel Travel & Tours Philippines' Fe Ablang Yu



Indonesia Convention & Exhibition Center's Aage Hansen



Southeast Asia
feel the warmth

A S E A N

ASEAN CELEBRATING



Fifty Years

A SPECIAL ANNIVERSARY ISSUE

Endorsed by the 10 ASEAN NTOs

LEISURE EDITION

EDITORIAL CONTENT



Features

50 Most Established Travel Agencies in ASEAN: A look at the 50 most enduring travel companies in ASEAN and the next-gen agencies/travel tech start-ups to watch

50 ASEAN Home-grown Hotel Brands: Discover 50 native brands stories and their expansion in the region and beyond, and why ASEAN is favoured by international chains

50 Best ASEAN Travel Experiences: Industry experts' guide to the best ASEAN travel experiences



Spotlight

50 Movers and Shakers in ASEAN: Spotlight on the outstanding individuals who have made a mark in the region and/or have contributed immensely to the growth of ASEAN tourism



Infographics

How ASEAN destinations have grown in the last 50 years and the who's who that make the ASEAN tourism industry go round

And many more!

TO ADVERTISE

SINGAPORE **Shirley Tan** | shirley.tan@ttgasia.com | (65) 6395 7535

HONG KONG **Ingrid Chung** | ingrid.chung@ttgasia.com | (852) 2237 7262

Wonderful Indonesia without a Visa

The government of Indonesia has extended a visa-free facility to 169 countries and territories.



Aside from the beautiful and exciting destinations, nothing lifts the mood of an avid traveler better than a free visa. After all, a visa-free facility eliminates one more barrier standing between a traveler and his destination. Indonesia, the largest archipelago in the world known for its pristine beaches, lush tropical forests and diverse culture, has recently extended its visa-free facility to no fewer than 169 countries and territories.

The policy to grant visa-free facility to a much larger number of countries and territories was made as part of the government's efforts to boost the country's economy through tourism. The government has announced its aims to reach 20 million visitors by 2019. Presidential decree no. 21 of 2016, which was signed by President Joko Widodo on March 2 this year, details the policy's terms and conditions and encloses the list of countries.

Visitors from enlisted 169 countries and territories, which include the United States and Australia, are required to have their passports with minimum validity of six months and a return ticket upon entry. Meanwhile, nationals of Afghanistan, Cameroon, Guinea, Israel, Liberia, Niger, Nigeria, North Korea, Pakistan and Somalia, still need a visa approval from the Immigration Office in Indonesia prior to their travel. The visa-free facility, which is granted for the purpose of leisure or tourism, family, social, art and cultural, governmental, educational, business meetings and transit visits, is valid for up to 30 days. It is non-extendable and non-convertible.

Entry and Departure Points

There are designated points of entry and departure as well. But visitors need not worry, as, according to the Indonesian Directorate General of Immigration, there are up to 124 immigration checkpoints composing of 29 airports (including Soekarno-Hatta, Tangerang, 30 kilometers from Jakarta; Halim Perdanakusuma, Jakarta; I Gusti Ngurah Rai, Bali; Juanda, Surabaya; Hang Nadim, Batam; and Kuala Namu and Polonia,



Mount Bromo, East Java • Indonesia

Medan among others), 88 harbors and 7 land borders. Visitors may enter and depart through all of the listed checkpoints. The full list, along with the list of countries, is available on the Directorate General of Immigration's website.

Indonesia has come a long way in granting free visa for short visits. The government had previously granted visa-free status to neighboring Southeast Asian countries, such as Thailand, Malaysia, Singapore, Brunei Darussalam, the Philippines, Cambodia, Laos, Myanmar and Vietnam, as well as territories and countries, such as Hong Kong, Chile, Morocco, Peru and Ecuador, through presidential decree no. 69 of 2015. Later last year, it amended the policy with presidential decree no. 104 of 2015, which added 75 other countries eligible for the visa-free facility.

Mount Prau, Central Java • Indonesia

