



India Trade Promotion Organisation
(A Government of Enterprise)
Pragati Maidan, New Delhi-110001

Exh: ITPO/FS-I/TIF 2024/1/2024

24/05/2024

Sub: 88th Thessaloniki International Fair, Thessaloniki, Greece (September 07-15, 2024)

Sir/Madam,

We are pleased to inform you that **India Trade Promotion Organisation**, (a Government of India Enterprise), will organize India Pavilion in the **88th Thessaloniki International Fair from September 07-15, 2024** at the Thessaloniki International Exhibition & Congress Centre in HELEXPO, 154, Egnatia Street, 54636, Thessaloniki, Greece.

2. Thessaloniki International Fair is an institution; an established exhibition event that is integrally linked to the history of Greece's economic and cultural growth. To this day, since its foundation in 1926, it reflects the momentum and trends of domestic and international entrepreneurship. At the same time, during a 9-day celebration, it hosts and organizes several entertainment events for all ages. Besides all else, TIF is the annual meeting point of Greece's given political leadership with its citizens, aiming to inform them about its political and economic agenda for the upcoming year as the Prime Minister of Greece traditionally inaugurates this event and the leader of opposition concludes it. This is the event for policy advocacy of Greece.

3. It is an ideal place for the enterprises to make new contacts, strengthen existing ones and provides an opportunity to promote & develop their business through the exhibition as sellers and artisans/companies come in direct contact. It is the most important Business to Consumer (B2C) event of multi-products and small businesses more than 1500 exhibitors, over 2,00,000 visitors and 18 countries present and is organized in an area of 60,000 sq.mtr. The 9 days event in central Thessaloniki creates an atmosphere of celebrations and, also providing the opportunity for a wealth of business contacts.

4. Greece's own manufacturing base is narrow and heavily dependent on global imports. India's participation in the fair will provide an appropriate platform to Indian Companies to explore business opportunities not only in Greece, but also in the neighborhood. Thessaloniki is the second largest port city of Greece and the gateway to the Balkans.

5. The product profile of the show is - Information Technology (IT), Science and Technology, Tourism, Engineering Products, IT&ICT, New Technologies, Start Ups, Shipping, Space, Technology, Defence, Engineering, Infrastructure, Agricultural and Equipment, Leather Products, Beauty Products, Motor Car and Auto Components, Medical Equipments, Pharmaceuticals, Ayurvedic Medicines, Processed Foods, Organic Foods, Hotel and Bakery Equipment, Coir Products, Fitness & Sports Goods, Footwear, Tea, Coffee, Spices, Renewable Energy Sources, Bicycles, Bicycle components, Building Materials, Decoration Gifts, Jewellery, Furniture, Handicrafts, Jute Handloom, Readymade Garments, Textiles, Carpet, Jute Products, Bags & accessories, Textiles, Carpet, etc.

6. The minimum size of the booth is 9 (Nine) sqm (3X3). Larger space can also be booked in multiple of three sqm. thereof. ITPO's package of services under Shell Scheme will include carpeting, adequate lighting, standard display aids & furniture and publicity support. Shipment/Fair freighting and clearance of exhibits will be responsibility of individual exhibitor.

7. The participation charges are under finalization. However, the estimated rentals would be Rs. 1,44,000/- (tentative) for a booth of 9 sqm. Premium/corner charges will be extra @ 10% subject to availability.

Booking of space will be on **first-come-first served basis**. Corner booth will be subject to availability. The space booking will commence from **27th May, 2024, at 10.00 am**. The priority/ seniority of the exhibitors for space allocation will be based on the date/time of advance received in ITPO's bank account maintained in HDFC bank. Exhibitors may please note that the payments received in ITPO's HDFC bank account prior to 10.00 a.m. on 27.05.2024 will be rejected. The valid payments i.e. payments received at 10.00 am and onwards will only be considered for ascertaining seniority for booth allocation

8. The space can be booked by making an advance payment of Rs.1,00,000/- (Rs. One lakh only) online through NEFT/RTGS in favour of **India Trade Promotion Organisation**, New Delhi. ITPO reserves the right to accept/reject any application without assigning any reasons. The seniority for booth booking will be based on the bank statement as and when the amount is credited in the ITPO's account. The Bank detail of ITPO is as under:

Name of the Beneficiary	INDIA TRADE PROMOTION ORGANISATION
Name of the Bank	HDFC BANK LIMITED
Branch Address	G-3/4, SURYA KIRAN BUILDING 19, KASTURBA GANDHI MARG NEW DELHI
Account No.	00031110005078
Type of Account	SAVING
IFSC Code	HDFC 0000003

9. The event is governed by general terms and conditions for participation in international trade fairs. A copy of fact-sheet, application form alongwith brief rules and regulations for participation in international trade fairs are attached herewith.

10. The VISA recommendation letter will be issued on receipt of full participation charges. ITPO only issues VISA recommendation letter and there is no refund in case VISA is not issued.

For any further information please revert to Sh. Ashok Kumar, Manager(Finance) (Email: ashokkumarfin@itpo.gov.in, Mobile 9810300913,) and the undersigned at Email: ashokkumar@itpo.gov.in, Mobile: 9999885677),

Thanking you,

Yours faithfully,

(Ashok Kumar)
Dy. General Manager

Encl: Above

India Trade Promotion Organisation

FACT SHEET

87th Thessaloniki International Fair, Thessaloniki (Greece)(September 07-15, 2024)

Name of the event	88th Thessaloniki International Fair, Thessaloniki (Greece)	
Duration & Timing	Saturday 07 to Sunday 15 September 2024 (9 days) Weekdays: 16:00 – 22: 00 Saturday & Sunday: 10:00 – 22:00	
Venue	International Exhibition & Congress Centre Address: 154 Egnatias Street, Thessaloniki, Greece 546 36	
Products at display	<u>Multi - Products</u> Information Technology (IT), Science and Technology, Tourism, Engineering Products, IT&ICT, New Technologies, Start Ups, Shipping, Space Technology, Defence, Engineering & Infrastructure, Agricultural and Equipment, Leather Products, Beauty Products, Motor Car and Auto Components, Medical Equipments, Pharmaceuticals, Ayurvedic, Medicines, Processed Foods, Organic Foods, Hotel & Bakery Equipment, Coir Products, Fitness & Sports Goods, Footwear, Tea, Coffee, Spices, Renewable Energy Sources, Bicycles, Bicycle components, Building Materials, Decoration Gifts, Jewellery, Furniture, Handicrafts, Handloom, Readymade Garments, Jute Products, Bags & accessories, Textiles, Carpet, etc.	
Total No. of Exhibitors	More than 1500 exhibitors	
No. of Visitors	2,00,000+	
Local Currency	Euro	
Nature of the Show	Business to Business (B2B) & Business to Consumers (B2C)	
Participation Fee	Rs. 16000/- per sqm (Tentative) (10% premium charges for two side open booth)	
Area Requirement	Minimum 9 (3 X 3) sqm and in the multiple of 3 thereof	
Last participation	18 countries participated at the 87th TIF including Bulgaria as the Honoured Country, India, South Korea, Moldova, Thailand,Cyprus, Bangladesh, Indonesia, Vietnam, Uruguay, Ukraine, Armenia, Iran, Italy, Poland, Serbia and Nepal.	
Package of Services by ITPO	Fully Built-up booth with standard display aids and furniture	
Contact Details for Space Booking	Ashok Kumar Dy. General Manager India Trade Promotion Organisation Pragati Maidan, New Delhi – 110001 Tel: Mob: 9999885677 Email: ashokkumar@itpo.gov.in	Ashok Kumar Manager(Finance) India Trade Promotion Organisation, Pragati Maidan, New Delhi – 110001 Mob: 9810300913 Email: ashokkumarfin@itpo.gov.in



Application for Participation

88th Thessaloniki International Fair, Thessaloniki (Greece)(September 07-15, 2024)

1.	Name of the Registered Firm/Company :	
2.	Registered Address :	
3.	Type of Organization : Proprietorship / Partnership/ Company / NGO / Govt. Org	
4.	Phone :	
5.	Fax (with ISD/STD code) :	
6.	Mobile No. :	
7.	E. Mail :	
8.	Website:	
9.	IEC No	
10.	PAN No. : (please enclose copy of PAN)	
11.	Products on display:	
12.	Space requirement (in Sq Mtr.):	Area in Sqm Shell Corner.....
13.	CIN No : (For Company incorporated)	
14.	HS Code 6digit:	
15.	Director Name and DIN No :	
16.	Name & Designation and Passport No.of theperson participating in the event	
17.	Are you registered as small scale industry(MSME/NSIC)? If yes, please attach self attested copy of Registration Certificate :	Yes / No
18.	Are you a member of ITPO/EPC/ Commodity Board/FIEO or any other(specify the name with RCMC copy)	

19.	Whether belongs to: General/SC/ST/ category/women exporter	
20.	Whether participated in the same event previously	
21.	No. of events participated with MAI support during the current year(Pl specify the region)	
22.	Whether participated in the same event previouslySF/MAI	
23.	Total turnover of Company: (US\$ / Rs.)(CA Certificate)	
24.	Export turnover: (US\$ / Rs.)	
25.	Participation charges : UTR No. Dated Bank Code.....	Rs..... In words (Rs.....
26.	Brief profile of company (not more than 25words) :	
27.	Would you like to avail MAI airfare subsidy, subject to T&Cs of DoC if approved for the event	Note :Applicable as self-financing

We have read the rules & regulations of participation and we agree to abide by the same.

Place :

Signature.....

Date :

(Company Seal)

Name.....

Designation.....



India Trade Promotion Organisation

Rules and Regulations for Participation in

88th Thessaloniki International Fair, Thessaloniki (Greece)(September 07-15,2024)

1. Space Booking:

Application in prescribed format for participation is to be submitted within the prescribed date for booking of space. Space is offered in an area of 9, 12 and 15 sq mtr. (and in larger size also) and as per availability in layout plan. ITPO's package of services under Shell Scheme will include carpeting, adequate lighting, standard display aids & furniture and publicity support. Shipment/Fair freighting and clearance of exhibits will be responsibility of individual exhibitor.

2. Allotment of space to the participants:

Submission of application for booking of space does not automatically confer a right for allotment of space. Approval of application for space will rest with India Trade Promotion Organization.

3. Cancellation and Refund of Application Money/Space Rent

Requests for refund of amount shall be processed under the rules, after closure of the fair. The refund process may take one month approximately.

(A) Full refund is allowed when:

(a) There is a change in the venue or date of the event by ITPO and due to this the applicant is unable to participate.

(B) Refund of space rent/application money, on account of cancellation by the applicant after allotment by ITPO, will be made as per the following guidelines:

- a. Cancellation request made 45 days or less before start of the event (the start day will not be included), 100% application money deposited will be forfeited, irrespective of the date of allotment of stall.
- b. Cancellation request made between 45 days and 90 days before the start of the event (the start day will not be included), 50% of the application money deposited will be forfeited, irrespective of the date of allotment of stall.
- c. Cancellation request made before 90 days of the start of the event (the start day will not be included), 100% of the application money deposited will be refunded, irrespective of the date of allotment of stall.

4. Arbitration

All matters of dispute arising out of this shall be governed by Indian law and subject to Court jurisdiction in New Delhi. Except where otherwise provided in the contract, all questions and disputes relating to the meaning of the specifications, design, drawings here-in before mentioned as to the quality of workmanship or materials used on the work or as to any other question, claim, right, matter or thing whatsoever in any way arising out of or relating to the contract, designs, drawings, specifications, estimates, instructions, orders of these conditions or otherwise concerning the works or the execution or failure to execute the same whether arising during the progress of the work or after the cancellation, termination, completion or abandonment thereof shall be dealt with as mentioned hereinafter within the jurisdiction of New Delhi. Both the parties (i.e. ITPO and the applicant) shall make all effort to resolve any dispute by way of reconciliation. In the event of any doubt, dispute or difference arising out of the participation/application (except as to matters, the decision to which is specifically provided under this Terms and Conditions document) remains unresolved, the same shall be referred to CMD, ITPO for appointment of Sole

Arbitrator and the decision given by Sole Arbitrator shall be binding on both the parties. The provisions of Indian Arbitration & Conciliation Act 1996 shall also apply on both the parties. The venue of the arbitration proceeding shall be the Head Quarters of ITPO in New Delhi. The fee payable to the Arbitrator shall be paid equally by both the parties.

5. Terms and conditions: -

- a. Dispute Regarding Quality Problems etc.: ITPO shall not be a party to any disputes arising out of quality problems.
- b. In case ITPO is put to any loss for any act of omission and/ or commission of / by the participant, ITPO shall be made indemnified by such participant.
- c. Unauthorized Occupation of Space: Unauthorized occupation of any space inside the hall including passages or outside the halls shall attract confiscation of exhibits and imposition of penalty, as deemed fit by ITPO.
- d. Deviation in Display Profile: The display of products other than that mentioned in their application shall be treated as unauthorized and may also attract penalty as deemed fit by ITPO.
- e. Stall Alteration: No alteration of the size or position of an exhibitor's stall is permitted. ITPO, however, reserves the right to modify the layouts of stall sites and gangways.
- f. Passage: Participants may ensure that their exhibits must not obstruct passages. Public passages and gangways should be left clear. No hindrances, protrusion of exhibits shall be permitted. Noncompliance shall attract penalty.
- g. Temporary Staff: ITPO shall not be responsible for any dispute arising out of hiring of services of casual workers/ hostesses by the participants.
- h. Attendance at the stand: No stand should be left unattended during the exhibition hours. The participants will not carry out any activity, which in the opinion of ITPO amounts to nuisance or annoyance. ITPO shall have the right
- i. to take remedial action as deemed fit, in such cases.
- j. Submission of application for booking of space does not automatically confer a right for allotment of space. Approval of application for space will rest with ITPO.
- k. The space allotted to the approved participants is to be exclusively used by them for display of their exhibits as approved by ITPO. Subletting of space is not permissible. Violation of this clause may lead to cancellation of space allotted, forfeiting of space rent, security deposit etc., paid to ITPO and debarring the participation from the future participation in ITPO's events.

6. VISA:

- a. A Notarized Affidavit (executed on a stamp paper of Rs.10/-) as per Annexure-III is required before issuing Visa Recommendatory letter.
- b. ITPO, as a Trade Promotion Organisation, will provide necessary assistance to the representatives of the participating Company by issuing recommendatory letter to the concerned Mission for obtaining visa.
- c. Visa recommendation letter will be issued only in favour of the Chief Executive/ Proprietor/Senior Level Officer dealing with exports of the Company who can take on the spot decision.
- d. ITPO shall not be liable, in case the concerned Mission of the host/transit country denies visa to a representative of the participating Company for any reason.
- e. Since ITPO, on behalf of the participating company, has already committed for certain financial bindings by booking of space, construction/decoration of stand, catalogue entry, general publicity support etc., it will not be possible to consider any refund on account of denial of visa/delay in receipt of visa.
- f. Applicant is requested to apply for visa well in time.

7. General :

- a. Only goods of Indian origin will be allowed for display in Indian Pavilion. Participants will be allowed to display only those products which have been selected and approved by ITPO.
- b. Participants will make their own arrangements for removing exhibits from the packing cases and displaying them in the booth. Likewise, after the Fair, participants will make their own arrangements to repack and send the exhibits back to India.

- c. Participants will not be allowed to remove the exhibits during the show without specific written permission from ITPO or Show Organisers.
- d. Participants will be required to furnish complete information on orders booked, enquiries generated, retail sales, etc. during and after the close of the Show. Compliance with this rule will be one of the criteria for selection of the participants for future ITPO programmes.
- e. ITPO shall not be responsible for any loss of business / property arising out of the participation in the event. No action for indemnification shall lie against ITPO.
- f. All expenses for travel to & fro, and stay abroad including boarding, lodging, medical treatment, insurance, etc. will be borne by the participants themselves. The participants should arrange sufficient funds to meet such eventualities.
- g. Participants will adhere to such other regulations as may be prescribed by the country in which the show is held and/or the Fair Organisers.
- h. In the event of postponement/abandonment/cancellation of the Fair/ Exhibition/Show, or in case of exhibits not being displayed due to any reason, ITPO shall be under no liability to compensate expenditure or loss, if any, incurred by the participants.
- i. In case of default of any payment due from the participants, ITPO reserves the right to debar them from participation in ITPO's Fair in India & abroad and bring to the notice of appropriate authority, including EPCs and Department of Commerce.

Terms & conditions accepted

(Signature)

Name & Designation of authorize representative

Place :

Date : . .2024

Annexure: II

Bank Details for online payment of Participation charges –HDFC Bank Ltd.	
Name of the Beneficiary	India Trade Promotion Organisation
Name of the Bank	HDFC Bank
Branch Name	G-3/4, Suryakiran Building, 19 KasturbaGandhi Marg, New Delhi - 110 001.
Account Number	00031110005078
Type of Account	Saving
IFSC/NEFT Code	HDFC0000003
Pan Number of ITPO	AAATI 2955C

Annexure-III

(To be executed on stamp paper of Rs. 50 and attested by Notary)

AFFIDAVIT

I,.....son/daughter/wife of.....
Resident of (address).....
..... That I am the proprietor/partner
of the (name of the entity/ company)..... having its office
at..... do solemnly affirm and declare as under :

1. That our company M/sis participating at
..... from
2. That our company will be represented at the exhibition by
(i) Mr./Ms.....Designation
(ii) Mr./Ms Designation
Who has / have good background in the field of products being displayed by
our company.
3. That the above official(s) needs to apply for Business visa to enter(**Name of
the country**) as per governing law of the land. You are requested to issue the
Business Visa recommendation letter accordingly.
4. That the above named official (s) will return to India after the conclusion of the fair
and submit a proof of his/her arrival. We agree that if the representative (s)don't
return to India, the company may be blacklisted by ITPO and appropriate legal
action may also be taken by ITPO.
5. That our company will bear his/her /their cost of air-travel and boarding & lodging
expenses in (name of country)
6. That our company will adhere to all the rules and regulations of fair authorities as
well as ITPO for participation in the above fair.

DEPONENT

VERIFICATION

Verified at New Delhi on thisday of2024 that the
contents of the above said affidavit are true and correct to the best of my knowledge and
belief.

DEPONENT

