

India Representative Employment Agreement

Agreement no. 64-109

This Agreement is made at Thailand Convention & Exhibition Bureau (Public Organization), having its place of business at 25th -26th Floor, Siam Piwat Tower, 989 Rama 1 Road, Pathumwan District, Bangkok, 10330, Thailand, dated on 13th December, 2021, between Thailand Convention & Exhibition Bureau (Public Organization), represented by the authorized person, Mr. Chiruit Isarangkun Na Ayuthaya, hereinafter referred as the "TCEB" of the one party and

Venture Marketing F.Z.E, Registration Number 26726, which has registered as a juristic person at United Arab Emirates, having its registered office at B.C.1302290, Ajman Free Zone, Ajman, United Arab Emirates, represented by the authorized person, Mr. Nitin Sachdeva, who held passport number Z5635226, hereinafter referred as the "Representative" on the other part.

Now, therefore, both parties agree to enter into this Agreement as follows;

Clause 1. AGREEMENT ON THE COMMISSIONING

TCEB agrees to commission, and the Representative agrees to accept the commission to perform the service of India Representative Employment for the Project of Strengthening Thailand's Competitive Advantage in Overseas Markets, Overseas Marketing Representatives, which be according to the Terms and Conditions of this Agreement including Appendix 1 Terms of Reference ("TOR"), Appendix 2 Venture Marketing F.Z.E's proposal, Appendix 3 Services by Venture Marketing F.Z.E, Appendix 4 Reimbursement of Expenses and Appendix 5 Representative KPIs FY2022, (hereinafter referred as "the Work").

The Representative started working from 1st October, 2021 and shall complete the Work under the Agreement within the day 30th September, 2022.

The Representative agrees to provide labor, materials, tools and equipment, as well as various kinds of good equipment to be use in the Work under this Agreement.

Clause 2. DOCUMENTS THAT ARE PART OF THE AGREEMENT

The following the Appendix shall be regarded as part of the Agreement;

2.1 Appendix 1 Terms of Reference (TOR), all 5 (five) pages.



- 2.2 Appendix 2 Venture Marketing F.Z.E's proposal, all 11 (eleven) pages.
- 2.3 Appendix 3 Services by Venture Marketing F.Z.E, all 4 (four) pages.
- 2.4 Appendix 4 Reimbursement of Expenses, all 2 (two) pages.
- 2.5 Appendix 5 Representative KPIs FY2022, all 1 (one) page.
- 2.6 Appendix 6 Venture Marketing F.Z.E's Quotation, all 1 (one) page.
- 2.7 Appendix 7 Venture Marketing F.Z.E's corporate documents and passport, all 2 (two) pages.

In the event that any text in the Appendix is in conflict with the text of this Agreement, the text of this Agreement shall apply, and in the event that the text of Appendixes conflict with each other, the Representative shall comply with the decision of TCEB. The decision of TCEB is deemed to be final and the Representative has no right to claim any wage or damages or any additional expenses from TCEB.

If anything or any action that is not specified in the Appendixes of this Agreement, but it is necessary to complete the Work correctly or achieve the objectives of this Agreement, the Representative shall arrange that without claiming any damages or compensation

Clause 3. PERFORMANCE SECURITY

At the time of this Agreement, the Representative has provided TCEB with deposit cash, in the amount of USD 3,852 (three thousand, eight hundred and fifty-two US dollars only), as a performance security under this Agreement.

The performance security that the Representative shall provide according to the preceding paragraph, must cover all liability of the Representative throughout the Agreement period. If the performance security provided by the Representative is reduced or deteriorated or does not cover the liability of the Representative throughout Agreement period, for any reason, including the delay in work delivery of the Representative that cause change of the completion period or the due date of liability for defects under the Agreement, no matter what time it occurs, the Representative shall provide TCEB with new or additional performance security to the full amount under the first paragraph within 7 (seven) days from the day after the receipt of a written notice from TCEB.

TCEB will return performance security provided by the Representative under this Agreement to the Representative without interest.



Clause 4. COST OF THE SERVICE FEE AND PAYMENT

TCEB agrees to pay and the Representative agrees to accept the payment of the Service fee which is not exceed in the amount of USD 77,040 (seventy-seven thousand and forty US dollars only) (Thailand's VAT included).

TCEB shall effect payment the Service fee to the Representative on a monthly basis at the amount of USD 6,420 (six thousand, four hundred and twenty US dollars only) (Thailand's VAT included) for a period of 12 months in accordance with the term of payment which set forth in Appendix 1 Terms of reference (TOR).

The Payment herein above will be made after the Delivery work is submitted in accordance with Appendix 1 (TOR) and TCEB's inspection committee or representative has inspected and accepted such the Work under Clause 9.

In the case that TCEB assigns the Representative to perform the Service apart from mentioned under Clause 1, TCEB agrees to pay an additional remuneration or expense to the Representative according to the rate of remuneration for the performance of service as a mutually agreed proposals.

Clause 5. DUTIES AND LIABILITIES OF THE REPRESENTATIVE

5.1 The Representative shall deliver work in accordance with the form and method prescribed in Appendix 1, Appendix 2, Appendix 3 and Appendix 5.

5.2 In the event that the Work of the Representative is defective or does not comply with the terms and conditions under the Agreement or does not proceed correctly according to the academic or professional principles and/or the relevant legal provisions, the Representative, without delay, shall correct it without claiming for any wages or damages or expenses from TCEB. If the Representative avoids or fails to complete the correction within the period specified by TCEB in writing, TCEB has the right to hire other Agreement or(s) to work instead. The Representative will be responsible for paying wages in this respect for TCEB completely.

If there is any damage caused by the Work under this Agreement, whether due to operations that do not comply with the academic or professional principles and/or the relevant legal provisions, the Representative shall correct such damage within the period of time prescribed by TCEB. If the Representative fails to correct such damage, the Representative shall be responsible to pay for damages incurred to TCEB, including the damage that has occurred directly and the damage in connection with the damage caused by the Work under this Agreement.



Endorsement or approval or consent to any work or work of the Representative or payment of wages by TCEB does not to release the Representative from any obligations and responsibilities under this Agreement.

5.3 All the Work and documents that the Representative has prepared regarding this Agreement shall be deemed as confidential and shall be the property of TCEB. The Representative must deliver all the Work and documents to TCEB at the end of this Agreement. The Representative may keep a copy of the document, but shall not use the text in the documents for use in other activities that are not related to the Work without prior written consent from TCEB.

5.4 TCEB is the sole owner of copyright or intellectual property rights, including any rights in the Work that the Representative has performed in accordance with this Agreement only, and the Representative shall not use or disseminate, whether in whole or in part, work and/or details of the Work under this Agreement in other businesses other than those specified in the Agreement, unless obtaining prior written permission from TCEB.

5.5 The Representative shall be responsible for violating the provisions of law or infringement of copyright or other intellectual property rights, including any rights to third party due to the performance of this Agreement.

5.6 If the damage or loss of the property that TCEB is responsible for occurs because the Representative or its personnel also has a fault, the parties shall be jointly liable. The liability of each party depends on how each party has contributed to the offense.

Clause 6. FINE

If the Representative is unable to complete the Work within the time specified in the Agreement and TCEB has not terminated the Agreement, the Representative shall pay the fine to TCEB on a daily basis, at the rate of 0.1 % price of the does not deliver item. However, it must not be lower than 100 baht per day, from the day after the completion date under the Agreement or the end of working period extended by TCEB until the actual completion of work. In addition, the Representative allows TCEB to claim for damages caused by the delay in working of the Representative, only for the excess of the said fine.

While TCEB has not terminated the Agreement, if TCEB considers that the Representative is unable to comply with the Agreement, TCEB may exercise the right to terminate the Agreement and exercise the rights under Clause 13 (Temporary suspension and Agreement termination), and if TCEB has notified the claim to the Representative at the end of completion period and demand the Representative to pay the fine, TCEB has the right to impose the fine against the Representative until the date of termination.



Clause 7. ENFORCE PAYMENT FROM FINE, DAMAGES AND EXPENSES

In the event that the Representative fails to comply with any provision of this Agreement for any reason, causing the fine, damages, or expenses to TCEB, the Representative shall compensate such fine, damages, or expenses to TCEB within 30 (thirty) days from the day after the receipt of written notice from TCEB. If the Representative fails to compensate in full within the prescribed period, TCEB shall have the right to deduct such amount from the Service fee that TCEB shall pay the Representative or enforce payment from performance security immediately.

In the event that the Service fee to be paid to the Representative and performance security are not sufficient to cover the fine, damages, or expenses, the Representative agrees to pay the shortfall of the full amount of the fine, damages or expenses within 30 (thirty) days from the day after the receipt of written notice from TCEB.

TCEB shall refund all the remaining amount of the Service fee after being deducted to pay fine, damages or expenses to the Representative.

Clause 8. CANCELLATION OR REDUCTION OF FINE, OR EXTENSION OF WORK PERIOD ACCORDING TO THE AGREEMENT

In the event that there is a cause caused by the fault or defect of TCEB, or force majeure, or caused by any circumstances that the Representative is not liable under the law, or any other cause as specified in the ministerial regulations issued under the laws on Government Procurement and Supplies Management causing the Representative to not be able to complete the Work according to the conditions and schedule of this Agreement, the Representative shall inform TCEB of such circumstances with evidence in writing for the purpose of cancelling or reducing the fine or extension of the Work period within 15 (fifteen) days from the day after such cause has ended or as prescribed in the said ministerial regulations, as the case may be.

If the Representative fails to comply with the first paragraph, it shall be deemed that the Representative has waived the right to claim or reduce the fines or extend the working hours without any conditions at all, except in the case of the default or the defect caused by TCEB, with clear evidence, or in which TCEB already knows from the beginning.

Cancellation or reduction of fines or extend the working period under the first paragraph is in the discretion of TCEB to consider as appropriate.



Clause 9. ACCEPTANCE OF THE WORK

At the time the Representative prepares or is working on the Work under this Agreement, the Inspection Committee or the representative of TCEB has the right to enter the Work examination at any time. The Representative and staff and personnel of the Representative shall provide cooperation, convenience and reasonable assistance.

The fact that there is the Inspection Committee or the representative of TCEB does not release the Representative free from any liability under any provision of this Agreement.

TCEB or the Inspection Committee, or the representative of TCEB has the right to inspect and control the Work to be in according to in the Agreement and the Appendix attached to this Agreement with the right to order any work relating to this work and the Representative shall comply with that order in all respects

The Work under this Agreement, including any orders made by TCEB or the Inspection Committee or TCEB's representative relating to the Work under this Agreement, shall not cause the relationship between TCEB and the Representative, or between TCEB and staff or personel of the Representative, to become an employee of the government or a relationship as an employee of an employer under labor law or state enterprise labor law or labor protection law in any way.

Determining whether the Work done by the Representative is completed according to the Agreement or the intention of TCEB or not, or which case is considered an act of force majeure or any reason due to the fault or defect of TCEB, or what kind of circumstances that the Representative is not liable under the law, including the event that there is a problem with the interpretation of this Agreement or relating to any matter arising under or in connection with this Agreement, regardless of whether the problem arises during operations or after the Work period under this Agreement ends or after the Representative abandons works, the Representative agrees to decisively accept the decision of TCEB and the Representative agrees to be bound by the results of that decision in all respects.

When TCEB has inspected and accepted the delivered the Work and deem that such work is correct and complete according to the Agreement, TCEB will issue proof of acceptance in writing for the Representative to be used as evidence for requesting the Service fee of such hired work.



If the result of the inspection turnout that the Work delivered by the Representative does not conform with the Agreement, TCEB has the rights to reject such the project. In this case, the Representative shall correct the Work to be in accordance with the Agreement at its own expenses. And the time that is wasted because of the above reasons, the Representative cannot refer to it as the reason for requesting to extend the delivery period according to the Agreement or to cancel or reduce the fines.

Clause 10. MODIFICATION OF WORK AND AGREEMENT RENEWAL

The Representative certifies that it has thoroughly examined and understood the details of the Work already. If it appears that the details of the Work incorrect or deviate from the professional and technical principles, the Representative agrees to comply with the decision of TCEB, the Inspection Committee, in order the complete work. Such decision shall be deem final. The Representative cannot claim for more the Service fee, damages, or any other expenses from TCEB, nor request extention of the Agreement period.

The Representative agrees that TCEB has the rights to change, add or reduce work specified in this Agreement without termination of this Agreement. However, if the change, addition or reduction, including addition or reduction of the Service fee under this Agreement, both parties shall agree in details in writing afterward.

Clause 11. SUB-CONTRACTING

The Representative has not right to sub-contract the Work under this Agreement, whether in whole or in part, except for partially sub-contracting that have been permitted in writing from TCEB. Permission to partially sub-contracting of TCEB does not release the Representative from liability or obligation under this Agreement and the Representative shall be liable for the fault and negligence of the Sub-contractor or the Sub-contractor's representatives or employees in all respect.

In case that the Representative has partially sub-contracted in violation of the provisions of the first paragraph, the Representative shall pay fine to TCEB at the rate of 10 % (ten percentage) of the amount of the sub-contracted works, without prejudice to TCEB's right to terminate this Agreement.

Clause 12. TRANSFER OF THE RIGHT UNDER THE AGREEMENT

The Representative shall not transfer any rights or benefits under this Agreement to others without prior consent from TCEB, except for the transfer of the right to receive the Service fee under this Agreement.



Clause 13. TEMPORARY SUSPENSION AND AGREEMENT TERMINATION

13.1 TCEB has the right to terminate this Agreement in the following cases:

If the Representative does not work within the prescribed period or is unable to complete the Work on schedule or causes TCEB to believe that the Representative is unable to complete the Work on time or completion period already passed or become a person who has been insolvent or becomes bankrupt or commits fraud or neglect to comply with the order of the Inspection Committee, TCEB has the right to terminate this Agreement immediately and has the right to hire a new Agreementor to complete the Representative's works. Exercising the right to terminate the Agreement shall not prejudice the right to claim for damages of TCEB. the Representative shall be responsible for damages that are in excess of the amount of performance security and damages incurred, including the increase in the Service fee due to hiring other people to perform the followings, TCEB has the right to suspend the payment of the Service fee that must be paid for the Work that have been carried out as guarantee of payment of damages, or TCEB may deduct from any amount to be paid to the Representative.

Failure to exercise the right to terminate the Agreement mentioned above by TCEB does not release the Representative from contractual liability.

Termination of the Agreement under Clause 13.1, TCEB has the right to forfeit or enforce repayment from performance security and retention, in whole or in part, and shall have the right to claim for other damages (if any) from the Representative.

13.2 TCEB may serve the written notice to the Representative at any time that TCEB intends to temporarily suspend the Work of the Representative, whether in whole or in part, or to terminate the Agreement. In the event that TCEB intends to terminate the Agreement, such termination of the Agreement shall take effect at least 7 (seven) days after the date the Representative has received the written notice, or may be earlier or later than that period, depending on the agreement of the Parties. Upon receiving such the written notice, the Representative shall stop working immediately. The Representative has no right to receive payment of the Service fee during the temporarily suspension, and take every action to minimize any costs that may be incurred during the suspension.

In the case of temporary suspension of work under Clause 13.2, TCEB will pay the necessary expenses to the Representative as TCEB deems appropriate.

In the event that the Agreement is terminated under Clause 13.2, TCEB will pay the fair and appropriate of the Service fee that specified in Terms of payment of Appendix 1



TOR attached this Agreement to the Representative, calculated from the date of operation until the date of termination. In addition, TCEB will return performance Security, as well as compensation for travelling costs and expenses that have been appropriately and actually advanced, which TCEB has not paid to the Representative as well. However, all compensation and payment already paid shall not exceed the Service fee under Clause 4.

Clause 14. Stamp duty

The Representative has to pay the cost of affixing stamp duty, in accordance with the Revenue Code, Stamp duty charges for services in the amount of 1 baht of every 1,000 baht or fraction of 1,000 baht of the Service fee prescribed or part thereof.

Clause 15. Copyright

The Copyright of all documents prepared by the Agreement or in connection with the Agreement rests with TCEB. All documents prepared by the Agreement or in connection with the Agreement shall be confidential and shall be the property of TCEB. The Agreement or shall deliver all these documents to TCEB upon the completion of the Agreement. The Agreement or may take copies of such documents but shall not use the contents thereof for any purposes unrelated to the Work without the prior written approval of TCEB.


Clause 16. Governing Law


The Agreement shall be construed according to the Law of Kingdom Thailand. Each party shall have the right to institute suit against the other in the Civil Court in Bangkok, Thailand.

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This Agreement is made in duplicate. The parties hereto, each retaining one copy, have read and fully understand the contents therein, and accordingly sign their names and affix their seal (if any) in the presence of witnesses.

Signed:  TCEB
(by Mr. Chiruit Isarangkun Na Ayuthaya)
Thailand Convention & Exhibition Bureau
(Public Organization)

Signed:  Representative
(by Mr. Nitin Sachdeva)
Venture Marketing F.Z.E

Signed:  Witness
Ms. Urailuk Yarangsee
Senior Manager
(Legal and Good Governance Section)
Thailand Convention & Exhibition Bureau
(Public Organization)

Signed:  Witness
(PARUL HERA)
Venture Marketing F.Z.E



อ.ศ.5 ใบสลิปหลังตราสาร

เลขที่ 04836
วันที่ 16 ธันวาคม 2564

เลขประจำตัว 0994000112165

เลขที่สาขา

ชื่อผู้เสียภาษี/ชื่อบริษัท/ห้างหุ้นส่วนจดทะเบียนนิติบุคคล (ชื่อบริษัท/ห้างหุ้นส่วน)

ใบตราสาร: ผู้ถือหุ้นที่เสียภาษี

ชื่อผู้ : เลขประจำตัวประชาชน

ชื่อเอกสาร เลขประจำตัวประชาชน/เลขที่

ชื่อเลขที่

วันที่ 25, 26

เลขที่

เลขที่

เลขที่ 989 หมู่ 2, B1 และ B2

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ชื่อ Venture Marketing F.Z.E.

ใบสลิปหลังตราสารนี้เป็นต้นฉบับสำหรับใช้ยื่นต่อกรมสรรพากรเพื่อขอคืนภาษีเงินได้บุคคลธรรมดา
สำหรับปีภาษี 2564



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จำนวนเงิน เป็นตัวอักษร (สองพันสี่ร้อยยี่สิบเอ็ดบาทถ้วน)

ตามใบเสร็จรับเงิน เลขที่ 004253

เลขที่ 16 ธันวาคม 2564

เลขประจำตัวประชาชน 0-06-000128

เลขที่

เลขที่

(นางสาวสุภาพิชญ์ บัวเกตุ)

เจ้าพนักงานสรรพากรปฏิบัติงาน

ใบสลิปหลังตราสารนี้เป็นต้นฉบับสำหรับใช้ยื่นต่อกรมสรรพากรเพื่อขอคืนภาษีเงินได้บุคคลธรรมดา
สำหรับปีภาษี 2564

Appendix 1



Terms of Reference For The Specific Procurement Method

1. Name of the Project

1.1 Project: Strengthening Thailand's Competitive Advantage in Overseas Markets, Overseas Marketing Representatives

1.2 Activity: India Representative Employment for Meetings and Incentives Department, Thailand Convention & Exhibition Bureau (TCEB)

2. Budget

Amount of USD 77,040 (Thailand's VAT included) equivalent to THB 2,619,360 (estimated exchange rate: USD 1 = THB 34)

3. Background of the Project

As one of the most important markets of meetings and incentives industry with a significant number of outbound travelers generating revenues for its destinations, India needs to be targeted as Thailand's source market for meetings and incentives travelers. Representative in India, called contractor in this Terms of Reference, will promote Thailand as a destination and provide market update for Thailand Convention and Exhibition Bureau (TCEB).

4. Objectives of the Project

The contractor will promote, develop and establish Thailand as an Asia' premier business events for Meetings and Incentives (MI) destination in India and create awareness of Thailand and Thailand Convention and Exhibition Bureau (TCEB) through communication, networking and promotion with media, corporate clients, intermediaries as well as MICE suppliers.

5. Scope of Work

5.1 Assist and support TCEB to plan and enhance the marketing strategies and implement activity programs by arranging and participating in destination promotion such as trade show, road show, familiarization trip, sales mission/corporate function, annual meeting and other activities determined by TCEB within the time period specified.

5.2 Establish a close working relationships with airlines, tour operators, travel agents and other industry partners including Team Thailand in order to do a joint promotion on Thailand and encourage them to become more actively involved in promoting Thailand as MICE destination to their clients.

5.3 Encourage the Meetings and Incentives organizers or any special MICE groups to choose Thailand as the destination and generate MICE visitors to Thailand.



5.4 Maintain and strengthen the current database and build up the new customer targets and update the progress to TCEB.

5.5 Create awareness of Thailand and TCEB through communication, networking activities and promotion.

5.6 Coordinate and supply information to buyers and target groups. Also act as TCEB's one stop information center for MICE industry in India.

5.7 Submit monthly, quarterly and annual report to TCEB as agreed in order to update TCEB about sales & marketing activities and market intelligence & analysis.

5.8 To strengthen and expand Thailand's MICE industry in India, the contractor shall support TCEB in organizing the special marketing activities as which fall outside of the Scope of Works and upon TCEB's requests. The roles and responsibilities shall be discussed and agreed with team for case by case. The cost of these activity conducts will be an additional charge which the contractor needs to receive an approval from TCEB prior organizing the missions.

6. Qualifications of the Contractor

Section 64: Subject to section 51 and section 52, a person who intends to tender a proposal in procurement with a State agency must at least have the qualifications and must not be under prohibitions, as follows:

- (1) Having legal capacity;
- (2) Not being a bankrupt;
- (3) Not being under dissolution of business;
- (4) Not being a person under suspension from tendering proposals or making contracts with State agencies under section 106 paragraph three;
- (5) Not being a person whose name is in a circulated list of persons abandoning work of State agencies under section 109;
- (6) Having other qualifications or being under other prohibitions as prescribed by the Policy Commission as published in the Government Gazette, shall be as determined by the Comptroller General's Department;

7. Duration of the Project

From October 1, 2021 to September 30, 2022



8. Delivery of work

The contractor must deliver the work to TCEB and the work must be approved by the Inspection Committee within the specified period as follows:

8.1 To appraise the monthly performance of contractor for retainer payment approval, contractor is required to submit reports which indicate the detailed of the executed activities as described in Scope of Work, competitive analysis, MICE industry trend and information update that are beneficial to TCEB.

8.2 The contractor must abide by the report content template which advised by TCEB. The report must be submitted as per following timelines;

- Monthly Report – every 25th of each month
- Quarterly Report – at the end of each quarter
- Annual Report – at the end of September

8.3 Formal performance reviews shall be held yearly by TCEB as per agreed Key Performance Indicators (KPIs).

9. Payment terms

TCEB shall pay contractor for the provision of the services a total of 77,040 USD (Thailand's VAT included). During the 12-month period from October 1, 2021 to September 30, 2022, the payment of USD 6,420 (Thailand's VAT included) will be made every month after the Monthly Report is submitted and approved by the Inspection Committee.

10. Performance security

The contractor has to provide a performance security in the amount of 5% of the purchase or contract price to TCEB. The Security will be returned to contractor once the contract is officially completed, whereas the Security will be confiscated when contractor reneges on the contract without proper acknowledgement to TCEB.

11. Stamp duty

The contractor has to pay the cost of affixing stamp duty, in accordance with the Revenue Code, Stamp duty charges for services in the amount of 1 baht of every 1,000 baht or a fraction of 1,000 baht of the remuneration prescribed or part thereof.

12. Penalty fee

TCEB stipulates conditions in the event that the contractor is unable to deliver the work within the time specified in the scope of work, on a daily basis at the rate of 0.1 percent of the value of the undelivered work, but not less than 100 baht per day.



13. Cancellation

TCEB reserves the right to cancel the procurement, employment or contract in the event that it is determined that the most or almost of the contractor's work under the scope of work has been delayed and causes damage, the acceptance of such work is useless, the lack of ability to perform tasks in accordance with the scope of work or the contract for quality and completion as scheduled. TCEB will not be responsible for any expenses incurred to the contractor and if such circumstances cause TCEB damage, the contractor must be responsible and compensate for the damage caused to TCEB also, without any conditions at all.

14. Ownership of data and documents

14.1 Documents/data/workpieces/databases and/or software and anything else that results from the implementation of this project, all work that has been performed, including those that have been delivered and that have not been delivered, shall be the property of TCEB by law, which the contractor must deliver to the TCEB and TCEB has the right to take part or all of the work to be published or reproduced by itself or allow others to publish or reproduce.

14.2 All information (including the names of any potential clients of TCEB) obtained or provided by contractor in the provision of the services shall be the property of TCEB.

14.3 Contractor must take such steps as are necessary to ensure that such information is not disclosed (whether intentionally or unintentionally) without TCEB prior approval in writing to any person other than TCEB unless disclosure is required by law and do not use any such information for any purpose other than for the purpose of performing the services.

14.4 Upon the termination of agreement for any cause, contractor must promptly return the confidential information to TCEB or otherwise dispose of as TCEB may instruct, all confidential information which is the property of TCEB which contractor may have in its possession or in its control.

15. Disclaimer

TCEB reserves the right not to hire the contractor, if it appears that the submission of the proposal does not meet the criteria or conditions specified, or TCEB considers that the employment of such selected person will not be beneficial to TCEB as it should. The expenses of the proposer arising from the selection process for the price examination shall be the burden of the proposer, and the proposer has no right to claim any damages from TCEB.



16. Sub-contracting

The contractor has not right to sub-contract the works under this contract, whether in whole or in part, except for partially sub-contracting that have been permitted in writing from TCEB. Permission to partially sub-contracting from TCEB does not release the contractor from liability or obligation under this contract and the contractor shall be liable for the fault and negligence of the sub-contractor or the sub-contractor's representatives or employees in all respect.

In case that the contractor has partially sub-contracted in violation of the provisions of the first paragraph, the contractor shall pay fine to TCEB at the rate of 10 percent of the amount of the sub-contracted works, without prejudice to TCEB's right to terminate this contract.

Remarks :

1. The decision of TCEB is deemed to be final. The proposers who have not been selected shall accept and shall not dispute the decision of TCEB in any case at all.

2. TCEB reserves the right not to choose the lowest proposer, but it will consider from the criteria used in the overall selection process.

3. The selected proposer must work along with TCEB. Any decision-making must be obtained the prior consent from TCEB.

4. TCEB reserves the right to negotiate the prices with the proposer, whether before and/or after TCEB has decision.

5. TCEB reserves the right to modify or add content as appropriate with the consent of the selected proposer.

6. The contract or the written agreement for this procurement will be signed only once the Annual Expenditure Act of the Fiscal Year of B.E. 2565 (2022) is in effect and the budget allocation from the Budget Bureau is completed. In case there is no such budget allocation to TCEB for the procurement, TCEB is able to cancel the procurement.

For more information, please contact :

Miss Supanich Thiansing
Senior Manager, Meetings and Incentives Department
Email: Supanich_T@tceb.or.th
Telephone 02 694 6000 ext. 6016



Proposed Marketing Activity Plan

for

TCEB India - FY2022



Contents:

1. Activity Details
2. Activity Timeline and Budgeted Expenses



Marketing Activity Plan for FY2022

Objective:

- (1) To have an effective communication strategy, which makes the market understand the new norms of reopening Thailand simple and easy to understand. And create a strong urge for them to organize their meetings & incentives in Thailand once the international borders open.
- (2) To create partnership with various stakeholders, like the Thai private sector, Indian MICE planners and corporate clients.
- (3) To drive growth and generate lead from the Indian market.

Strategy for the market:

Our strategy for FY2022 is built on the anticipation that Thailand will open to the India market and regular flights from India and Thailand will be restored by November 2021.

So, our strategy will be implemented as follows:

1. Digital communication uses online meeting channels to communicate with a larger audience.
2. Industry education, training, and lead generation for the private sector through e-learning.
3. The Familiarization Trips (FAM Trips) for corporate and agents for a successful showcase of the new norms.
4. Face to-face meetings, events, and other activities.

WELCOME BACK HOME – Online event

(Webinar/ Seminar/ Workshop/ Panel discussion for Meeting and Incentive travel agents and planners with partners. The format can be adjusted as appropriate)

According to the meeting and incentive planners in India are focused on Thailand. "WELCOME BACK HOME" is an interactive online event on everything you (Indian buyers) need to know about Thailand's reopening to India.

In the last 4 months, the reopening of international, vaccinated travel to the Phuket Sandbox has created a model for other resort destinations to restart their tourism economies. A key emerging storyline from the island's frenzied runaway to 1st July 2021 has been the remarkable cross-sector partnerships that have become a true catalyst of change.

This marketing activity is an opportunity to hear from industry experts to help Indian planners understand the new norms at the airport on arrival, the new norms for



airlines, the new norms for hotels, the travel recommendation, and the VISA application process. The event will also have an extensive question and answer session. This online event will be particularly useful for those in the MICE planners, corporate clients, and media.

Proposed speakers:

- Visa office from the Royal Thai Embassy
- Official from airlines such as Thai Airways/Thai Smile Airways
- Hotel association representative
- SITE Thailand
- TICA
- TCEB

Moderators: Nitin Sachdeva, TCEB's representative in India

The results of the activity will be as follows:

1. It will attract the whole industry to attend, as all the major stakeholders from Thailand will be speaking.
2. Clear understanding of the market on the process that they need to follow to restart travel to Thailand.
3. It will get us media coverage, as we will invite the media to cover the important information.
4. Generate leads from the planners and corporate based on the confidence generated from the event.

Digital communication and market update in partnership with the private sector of Thailand

- We will use www.micehotspots.com as a media platform to publish the latest news from Thailand for the Indian market.
- The site already has subscriptions from agents and corporates who receive an email when anything is published. However, looking at the closure of business, we will have to rework on getting more visitors to the site.
- More viewership will be our target, as we will increase our distribution through various channels as under.
 - Posting relevant information sourced from the TCEB website.
 - Posting products updates from the Thai private sector.
 - Distributing consolidated information every week to our focused database of planners, including agents and corporates.
 - Using social media like Instagram, Facebook, and LinkedIn to drive more traffic to the website and hence increase viewership.
- We will partner with TICA and the private sector in Thailand to source information on a regular basis.

The results of the activity will be as follows:

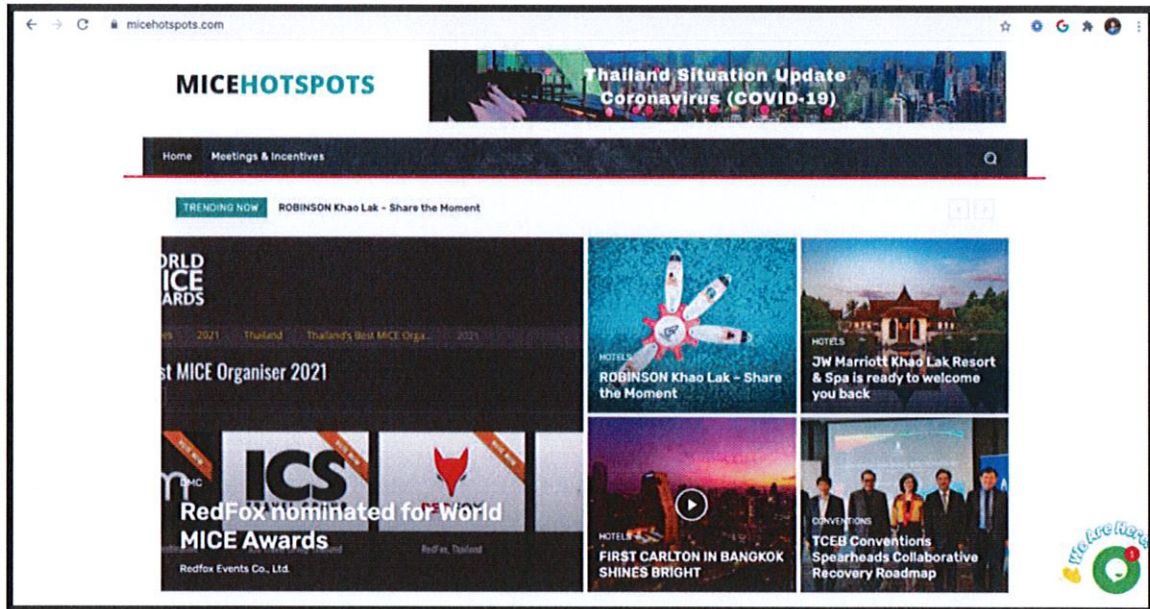
- Exclusive media channel/digital publication in India for Thailand featuring information from the private sector, enhancing our partnership with the private sector.
- Exclusive one-stop content for the Indian market on Thailand updates.



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- Enhanced visibility for Thailand's MICE offerings through increased viewership.
- Achieve 2,000 industry views on the site on a monthly basis.

Website: MICEHOTSPOTS.COM

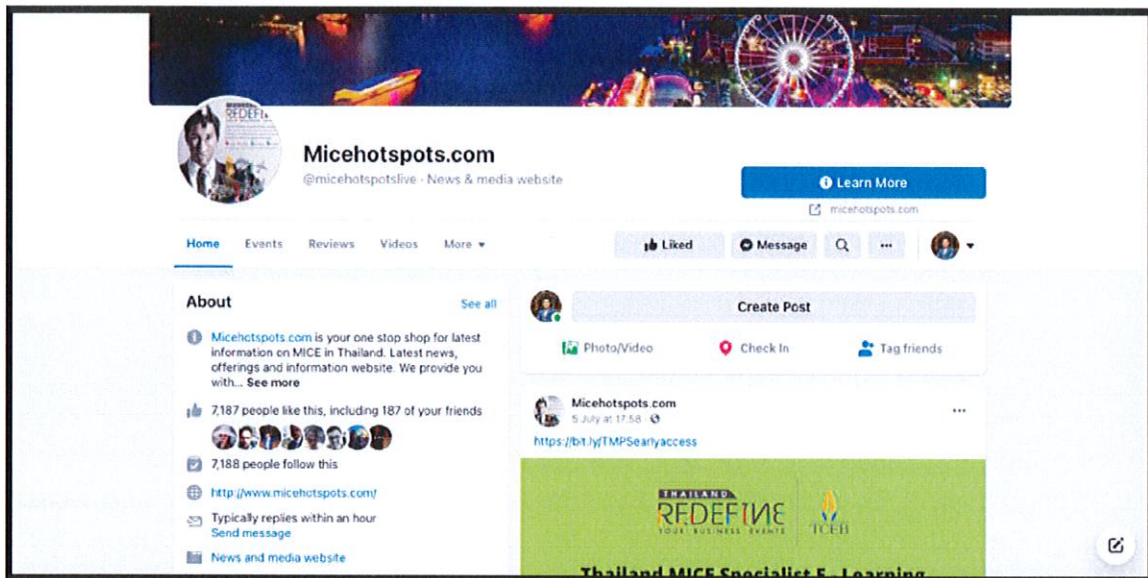


A sample report:



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Facebook: MICEHOTSPOTS.COM



Online Training Program - Thailand MICE Specialist Academy

Expand online training programs, enhance private sector partnerships, and lead generation.

In FY2021, we launched the Thailand MICE Specialist E-Learning Program. We will now focus on individual product programs and name them "Thailand MICE Specialist Academy".

It will have the Thailand MICE Specialist E-Learning Program along with individual bite-sized courses from the private sector.

Currently, the private sector partners have one lesson. However, they will be able to break the lesson into 3-5 bite-sized lessons and have their own course to promote to the Indian market. This will help to generate consistent leads and create an educated seller's market.

This kind of education helps the agent learn at their own pace, ensures they understand the product and get the relevant information that we want them to know.

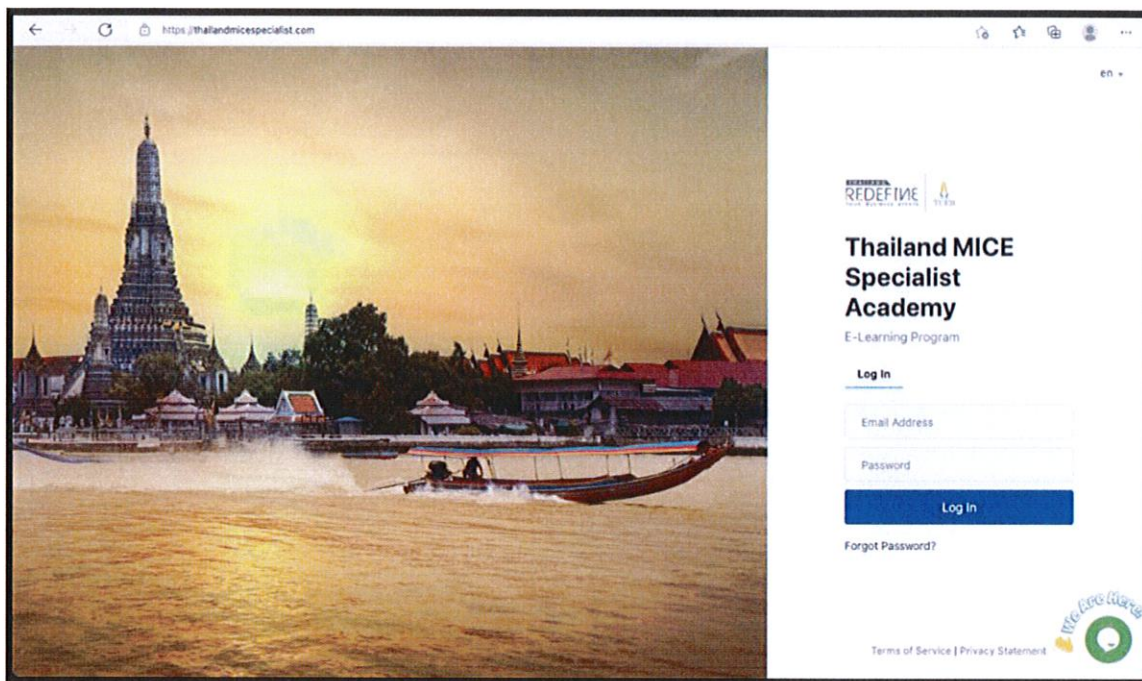
Once the participant completes the course, a digital certificate will be issued for them to print to showcase to their clients and use it for their social media promotion.

Partnership with the private sector:



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1. We can allow the private sector to build the course on a specific format approved by HQ.
2. It provides them with a platform to generate leads/new database and for TCEB to have readymade content to promote all year around.



Framework/Structure of the course for hotels/attraction etc.:

The tentative course outlines can be changed as appropriate.

- o Lesson 1: Introduction of the product
- o Lesson 2: Key USP's of the product like location and its advantages
- o Lesson 3: Number of rooms and type of rooms
- o Lesson 4: Meeting room facilities
- o Lesson 5: New SOP's and new setup styles etc.

Hotels can create content which they want the client to understand, and each lesson will have a quiz which they should pass to complete the course.

Once they complete the same, they will get a certificate for the course completion.

The results of the activity will be as follows:

- We will get an enhanced network of trained MICE agents.
- We will get their updated database.
- Enhanced visibility of TCEB and destination Thailand, as agents will share their certificates on their social media channels.
- Enhanced partnership with the private sector.



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- Lead generation for the private sector

The Familiarization Trip (FAM Trip) for corporate clients upon the reopening of the borders between India and Thailand

We will organize a FAM trip for corporate clients from cities which will have flight operations to Thailand to start with, to increase the confidence of the end customer. The trip will mimic what their people will experience while they travel to Thailand in the new normal.

Number of attendees from corporate clients (PAN India): Approximate 10 - 12 persons.

Results:

1. Generate leads for groups to Thailand
2. Increase confidence of the end clients

Remark:

Because the strategy plan is based on Thailand, it will open to the Indian market and regular flights between India and Thailand will be restored by November 2021.

If international borders are still not re-opened, we propose the option of back-up plans as follows.

- (a) The Hybrid FAM Trip/Virtual FAM trip will take place.
- (b) Arrange the domestic sales call/sales visit/sales mission with potential corporate clients in key cities.

The selected option will be concerned with the market situation, the market demand, client behaviors and corporate trends. Also, we will propose and select the most beneficial to TCEB and in accordance with TCEB consideration.

The Familiarization Trip (FAM Trip) for MICE agents & media clients upon the reopening of the borders between India and Thailand

We will organize a FAM trip for MICE agents & media clients from cities which will have flight operations to Thailand to start with, to increase the confidence of the end customer. The trip will mimic what their people will experience while they travel to Thailand in the new normal.

Number of attendees from MICE agents & media clients (PAN India): Approximate 10 - 12 persons.

Results:

1. Generate leads for groups to Thailand
2. Increase confidence in the MICE Agents
3. Increase visibility of Thailand safely reopening to the media

Remark:



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Because the strategy plan is based on Thailand, it will open to the Indian market and regular flights between India and Thailand will be restored by November 2021.

If international borders are still not re-opened, we propose the option of back-up plans as follows.

- (a) The Hybrid FAM Trip/Virtual FAM trip will take place.
- (b) Arrange the domestic sales call/sales visit/sales mission with potential MICE agents in key cities.

The selected option will be concerned with the market situation, the market demand, client behaviors and agencies trends. Also, we will propose and select the most beneficial to TCEB and in accordance with TCEB consideration.

Corporate networking event in partnership with MICE agents in India & Thai private sector

- We will organize a corporate networking event in New Delhi/Mumbai in partnership with a MICE agent and hotel partner.
- The hotel partner should get good pricing for the venue if we use their chain hotel in Delhi/Mumbai. For example, Marriott, Accor etc.
- If the hotel partner does not have a venue under their brand in India, then TCEB's representative in India will negotiate the venue and advise on the budget.
- In the interest of budget and providing value to corporate buyers, we would like to get more partners. Hence, hotel partner should be open to working with competition, as today it's about collaboration. This will encourage us to invite more people to the event and everyone can benefit.
- If we have 3 partners including TCEB, hotel and MICE agency in India, all pay equally for the expense of the event.

Results:

- 1. Generate leads for groups to Thailand.
- 2. Enhance relationships with corporate clients and collaboration with airline.

Proposed one additional activity (*Subject to budget approval from TCEB's head office)

Thailand MICE Showcase in India 2022:

Organize our face-to-face event inviting the key 80 buyers from across India, as by that time we will be able to ascertain the new orders of existing agencies and corporate trends, and we will be able to select the right audience for this activity.



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Activity Calendar and Proposed Marketing Budget

No	Activity	Objective	Target	Timeline	Budget (THB)	Clients
1.	WELCOME BACK HOME – Online event	Customer contact/ Destination awareness	Meeting & Incentive Planners / Corporate	October 2021/ November 2021	10,000	60 Customer contacts
2.	Online marketing on website Micehotspots.com (Year-round)	Customer contact/ Business promotion	Meeting & Incentive Planners / Corporate	October 2021 - September 2022	120,000	2,000 views per month on the website and 5,000 likes on its Facebook page.
3.	Online Training Program - Thailand MICE Specialist Academy	Customer contact/ Education / Training	Meeting & Incentive Planners	November 2021- August 2022	210,000	100 MICE agents from across India
4.	Travel expenses for India representative on FAM trip/ sales call/ sales visit/ sales mission for corporate clients	Destination awareness	Corporate	November 2021- January 2022	40,000	10 - 12 Corporate clients (PAN India) Excluding 1 TCEB's India representative
5.	Travel expenses for India representative on FAM trip/ sales call/ sales visit/ sales mission for MICE agents & media clients	Destination awareness	Meeting & Incentive Planners/ Media	November 2021- January 2022	40,000	10 - 12 MICE agents & media clients (PAN India) Excluding 1 TCEB's India representative
6.	Corporate networking event in partnership with MICE agents in India & Thai private sector (In Delhi/Mumbai)	Customer contact/ Business promotion	Corporate clients	April 2021 - May 2021	150,000	25 Key corporate clients
7.	Miscellaneous expenses (Year-round)	Customer contact/ Business promotion	-	October 2021 - September 2022	5,000	-
8.	TIME 2022	Destination awareness	Corporate/ Agency	June 2022 - August 2022	HQ	12+1+1
9.	IT & CMA 2022 for meeting with Market Champion and Thai private sector	Networking/ Business opportunities	Meeting & Incentive Planners/ Corporate	September 2022	HQ	-
Total					<u>575,000</u>	

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Proposed budget for one additional activity

(*Subject to budget approval from TCEB's head office)

No	Activity	Objective	Target	Timeline	Budget (THB)	Clients
1.	Thailand MICE Showcase in India 2022 (In Mumbai/ Delhi)	Customer contact/ Business promotion	Meeting & Incentive Planners/ Corporate	February 2022/ April 2022	HQ	30 Thai sellers & 60 buyers from across India

Key Deliverables:

- Positioning of Thailand as the preferred MICE destination for Indian corporates.
- Generate at least 80 new leads from the India market
- Increase partnerships with the private sector in Thailand, resulting in access to information on the ground.
- Establish a new database of 110 contacts for clients and new prospects (including new contacts for corporate clients of approximately 30 accounts and new clients in the Tier 2 & Tier 3 market, approximately 80 contacts.)
- Provide situation updates / market intelligence / business outlook report
- Monthly report, Quarterly report, and Annual report

Professional fee

A monthly retainer fee of US \$6,420 per month, including Indian government taxes and Thailand's VAT 7%.

This will not cover expenses for any out of station sales trips, educational seminars, advertising, or any other activities.

Market Profiles:

Mumbai is the capital city of the Indian state of Maharashtra. Mumbai is the financial, commercial and entertainment capital of India. It is also one of the world's top ten centers of commerce in terms of global financial flow.

Many of India's numerous conglomerates including Larsen & Toubro, State Bank of India (SBI), Life Insurance Corporation of India (LIC), Tata Group, Godrej & Reliance, and five of the Fortune Global 500 companies are based in Mumbai.



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Following are the key industries:

1. Finance
2. Gems & Jewelry
3. Leather processing
4. IT and ITES
5. Textiles
6. Entertainment

Our Office:

Venture Marketing F.Z.E
B.C 1302290,
Ajman Free Zone, Ajman,
United Arab Emirates

India Office:

Venture Marketing
10/37, Old Rajinder Nagar
New Delhi-110060

End of Proposal



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Appendix 3

Services by Venture Marketing F.Z.E

(Attached to India Representative Employment Agreement between TCEB and Representative dated 13th December, 2021)

This appendix is for representation services catering specifically to the geographical areas of India.

Venture Marketing F.Z.E ("Representative") will carry out the following functions on behalf of TCEB with a monthly retainer of fee, except where specified.

Destination Promotion

1. Establish and maintain contact with qualified international planners of corporate and incentive program that have the potential and the interest to send meeting and/or incentive groups to Thailand.
2. Develop, maintain and utilize a suitable MI database for marketing and attendance building activities.
3. Assist TCEB's plans and implement the programs of sales missions or road shows to India when needed. This includes but is not limited to making land arrangements for the events (on project basis).
4. Set up strategies for each sector of meeting and incentive travel business with action plans, execution, and evaluation. The set of strategies, action plans, execution and evaluation to be included in monthly report to be submitted to the Director of Meetings and Incentives Department and or the designated of TCEB.
5. Conduct attendance building activities, including advertising and direct-mailing exercises for promotion of specific meeting and incentive travel to be and being held in Thailand when needed.



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6. Implement approved destination MICE training program for agents and planners for meeting and incentive travel. This may include conducting destination and product seminars/workshops and practical assistance in itinerary planning.
7. Organize and coordinate familiarization trips for qualified buyers and media to Thailand when needed, including negotiating air travel arrangements with airline partners.
8. Act as the TCEB's one-stop information center for meeting and incentive industry, media, and the general public in India.
9. Provide TCEB with effective market research and intelligence related to MI market in India.

Public Relations / Communication

1. Create awareness of TCEB through the Representative's database and other PR / communication channels in India.
2. Circulate and distribute TCEB press releases through PR / communication channels in India, where possible.
3. Monitor TCEB news and prepare clipping report of all TCEB and local market meeting and incentive industry segments, if any.
4. Initiate, develop, implement and execute PR, Media and communication plan as approved by TCEB when needed.

Administration

1. Monitor and report on travel industry trends and developments that may affect demand for Thailand – noted that reports from the offices of Representative in India will be submitted monthly, quarterly and annually.



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The **Monthly Report** must be in writing with detailed activities undertaken during the preceding month. Reports must also be in a format approved by TCEB and be sent to TCEB by 25th of each month, in accordance with TCEB's requirements as follows, if any;

- a) Group movement/update
- b) Leads acquisition
- c) Sales call/visit
- d) Marketing activities
- e) Situation update / Market intelligence / Business outlook
- f) News clippings & PR pieces

The **Quarterly Report** must be accumulated the activities and market trends in the past three months and be sent to TCEB by the end of December, March, June and September, in accordance with TCEB's requirement as follows;

- a) KPI achievements (year-to-date) / Accomplishments
- b) MICE market overview and competitive analysis
- c) Challenges and difficulties, if any
- d) Marketing activities plans for next quarter

The **Annual Report** must be a summary of yearly activities and market overview in the past year and be sent to TCEB by the end of September in accordance with TCEB's requirement as follows, if any;

- a) Executive Summary
- b) One year summary on number of each sales call/visit, activity, group update and leads acquisition and number of visitors
- c) Highlighted marketing activities in past year
- d) One year summary on MICE intelligence update



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- e) One year overview on market opportunity identification and recommendation
 - f) Annual market analysis and future trend of Thailand as destination
2. Supervision the account and matters of TCEB shall be done by the respective head of the India offices.
 3. Assign at least one (1) dedicated staff in each country office to service the account and matters of TCEB and serve as the main contact and liaison for all day to day matters. Working hours of staff shall be Monday to Friday and at least 8 hours per day, starting from 9.00 am (inclusive of any lunch, morning or afternoon tea breaks as long as normal accepted) on working day. Representative is prepared to work any such additional hours as may be directed or as necessary to achieve the objectives under this Agreement.
 4. Monthly 1:1 conference call will be set up between TCEB and Representative for mutual update and discussion on issues that would affect the MICE marketing in India.
 5. Account and matters of TCEB will be designated with a separate incoming telephone number and all calls shall be answered as TCEB. There will also be appropriate signage at the office premises to show TCEB representation, separate stationery and business cards reflecting the TCEB identity as provided by Head Quarter.
 6. At least one (1) Representative staff shall visit TCEB at least once a year, upon TCEB's direction, to obtain an update on the developments. This may coincide with trade familiarization trip and/or annual meeting organized by TCEB.



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Appendix 4

Reimbursement of Expenses

(Attached to India Representative Employment Agreement between TCEB and Representative dated 13th December, 2021)

The following procedures are set primarily for reimbursement of expenses of Representative in carrying out the services on behalf of TCEB with a monthly retainer or fee, except where specified.

Reimbursement of expenses

1. In case there are bank charges associated to the payment, it is agreed that TCEB shall be responsible only for the remitting bank's charges and Representative shall bear the rest of the charges.
2. It is agreed that all expenses claimed by Representative for reimbursement must be in accordance with annual representative marketing plan and budget which are approved in writing by TCEB. Activity and budget or estimated cost to be conducted by Representative must be pre-specified under Project Control Sheet and Travel Request and submitted in advance to TCEB for acknowledgement and approval for a period not less than one (1) month prior to project/activity commencement, if possible.
3. Travel Request must contain clear details of expense breakdown for traveling purpose of each particular e.g. meals, lodging/accommodation, local transportation, telephone, internet, entertainment, and other relevant expenses incurred related to the activity.
4. Reimbursement of pre-approved expenses will be in accordance with complete official receipts underlying all expenses and details of each under each particular provided



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regarding date, amount paid, currency, and brief description of such expenses. The amount claimed shall not exceed pre-approved amount per Travel Request.

5. TCEB reserves the right to verify such expenses claimed and/or request for additional documents or clarification upon disbursement of the expenses.

Marketing Activities

No.	Marketing Activities
1.	Education program/ Webinar/ Seminar/ Workshop/ Panel discussion for Meeting and Incentive travel agents and planners with partners
2.	Online marketing on Micehotspots.com (Year-round)
3.	Online training program
4.	Educational trip/ Familiarization trip/ Sales call / Sales visit / Sales mission (Year-round)
5.	Corporate networking event
6.	Miscellaneous expenses



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Appendix 5

Representative KPIs FY2022

(Attached to India Representative Employment Agreement between TCEB and Representative dated 13th December, 2021)

Market/Area: India

Contract Period: October 1, 2021 to September 30, 2022 (12 months)

Performance Evaluation

Key Performance Indicators (KPIs) are based on the followings;

1. Generate at least 80 new leads which have potential to choose Thailand as a meeting & incentive destination.
2. Establish new database of 110 contacts on clients and new prospects and maintain accuracy of corporate market databases. The database information must be reported to TCEB head office on a quarterly basis.
3. Generate at least 50 key M&I customer profiles to be reported to TCEB.
4. Provide situation updates / market intelligence / business outlook to report to TCEB at least every month, an estimated 12 reports over the 12-month period.
5. Monthly Report to be submitted to the head office of TCEB by 25th of each month, in accordance with TCEB requirements
6. Quarterly Report to be submitted to the head office of TCEB at the end of every quarter (fiscal quarters end in December, March, June, and September), in accordance with TCEB's requirement.
7. Annual Report to be submitted to the TCEB head office at the end of fiscal year by the 30th of September, in accordance with TCEB requirements.
8. Disseminate media coverage or news articles as approved or requested by the TCEB head office and stay current on TCEB engagement pieces.

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QUOTATION

Date: 22 September 2021

From: Venture Marketing F.Z.E.
 B.C. 1302290, Sheikh Rashid Bin Saeed Al Maktoum Street,
 PO Box 932, Ajman, United Arab Emirate

To: Thailand Convention & Exhibition Bureau (Public Organization)
 Siam Piwat Tower Building,
 25th & 26th Floor, Unit A2, B1 and B2
 989 Rama 1 Road, Pathumwan,
 Bangkok, 10330, Thailand

Project Name: Strengthening Thailand's Competitive Advantage in Overseas Markets, Overseas Marketing Representatives

Activity Name: India Representative Employment for Meetings and Incentives Department, Thailand Convention & Exhibition Bureau (TCEB)

No.	Description	Monthly Retainer Fee (USD)	No. of Months	Total (USD)
1	Retainer Fee for FY2022	6,420	12 months (October 2021 – September 2022)	77,040
GRAND TOTAL (USD) inclusive of Thailand's 7% Vat				77,040



Nitin Sachdeva
 CEO
 Venture Marketing F.Z.E



Appendix 7

دولة الإمارات العربية المتحدة

United Arab Emirates

منطقة عجمان الحرة
Ajman Free Zone

Services License

LICENSE NO.	26726	26726	رقم الرخصة
LICENSEE	NITIN SACHDEVA	نيتين ساشديف	صاحب الرخصة
TRADE NAME	Venture Marketing - F.Z.E	المغامر تسويق م م ح - م.م.ح	الاسم التجاري
ACTIVITY	Advertisement Agency	وكالة الدعاية والإعلان	النشاط
LEGAL STATUS	Free Zone Entity - F.Z.E	مؤسسة منطقة حرة - م.م.ح	الشكل القانوني
ADDRESS	B.C. 1302290	B.C. 1302290	العنوان
MANAGER	NITIN SACHDEVA	نيتين ساشديف	المدير
Establishment Date	July 10, 2019	July 10, 2019	تاريخ التأسيس
Expiry Date	July 9, 2022	July 9, 2022	تاريخ الانتهاء

منطقة عجمان الحرة
Ajman Free Zone

Approved electronic document issued from Ajman Free Zone
Document Reference no.: 555539-Yn4z-8X9z-t9lz
To authenticate the letter please visit the below website and enter the
above document reference number

وثيقة إلكترونية معتمدة وصادرة بتوقيع من منطقة عجمان الحرة
رقم الوثيقة المستندة: 555539-Yn4z-8X9z-t9lz
للتحقق من الوثيقة يرجى زيارة الموقع ادناه وادخل رقم الوثيقة الظاهر اعلاه

<https://eportal.secure.force.com/Documents/>

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منطقة عجمان الحرة

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in number of pages. This passport contains 64 pages.

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टिप्पणी / OBSERVATION

विविध सेवा / MISCELLANEOUS SERVICE

पिता / कानूनी अभिभावक का नाम / Name of Father / Legal Guardian

VINOD KUMAR GERA

माता का नाम / Name of Mother

RAMA

पति या पत्नी का नाम / Name of Spouse

पता / Address

10/37

OLD RAJINDER NAGAR, DELHI

PIN: 110060, DELHI, INDIA

पुराने पारंपरिक का नं. और इसके जारी होने की तिथि एवं स्थान / Old Passport No. with Date and Place of Issue

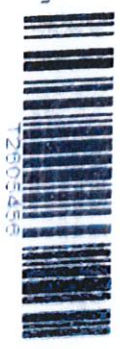
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03/11/2016

DELHI

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DL3073482638819



QUOTATION

Date: 22 September 2021


From: Venture Marketing F.Z.E.
B.C. 1302290, Sheikh Rashid Bin Saeed Al Maktoum Street,
PO Box 932, Ajman, United Arab Emirate

To: Thailand Convention & Exhibition Bureau (Public
Organization)
Siam Piwat Tower Building,
25th & 26th Floor, Unit A2, B1 and B2
989 Rama 1 Road, Pathumwan,
Bangkok, 10330, Thailand

Project Name: Strengthening Thailand's Competitive Advantage in
Overseas Markets, Overseas Marketing Representatives

Activity Name: India Representative Employment for Meetings and
Incentives Department, Thailand Convention & Exhibition
Bureau (TCEB)

No.	Description	Monthly Retainer Fee (USD)	No. of Months	Total (USD)
1	Retainer Fee for FY2022	6,420	12 months (October 2021 – September 2022)	77,040
GRAND TOTAL (USD) inclusive of Thailand's 7% Vat				77,040



Nitin Sachdeva
CEO
Venture Marketing F.Z.E



04 October 2021

Mr. Chiruit Isarangkun Na Ayuthaya
President of Thailand Convention & Exhibition Bureau (Public
Organization)
Siam Piwat Tower Building,
25th & 26th Floor,
989 Rama 1 Road, Pathumwan,
Bangkok, 10330, Thailand

Request to Use Performance Security of 2021 for 2022

Dear Mr. Isarangkun Na Ayuthaya,

Reference is made to 2021 TCEB Overseas Representative Agreement No. 63-101 dated 1 December 2020 between Thailand Convention & Exhibition Bureau (TCEB) and Venture Marketing F.Z.E. Venture Marketing F.Z.E pledges the amount of 3,600 USD for the purpose of performance security.

Venture Marketing F.Z.E would request your kind approval to use the said performance security of the above-mentioned Agreement for the renewal agreement of 2022.

Due to the increased amount of service fee for the 2022 agreement, Venture Marketing F.Z.E will transfer an amount of 252 USD to TCEB which will cover the total amount of 3,852 USD for performance security for the 2022 Agreement.

Yours sincerely,



Nitin Sachdeva
CEO
Venture Marketing F.Z.E

