

Australia and New Zealand Representative Employment Agreement

Agreement No. 66-107

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 December 1st, 2023, 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

CLOCKWISE CONSULTING PTY LTD, company registration number is 617150704, which has registered as a juristic person at Australia, having its place of business at 33 Middle Street, Ascot Vale, VIC 3032, Australia, represented by the authorized person, Ms. Nicole Tingey, who held the passport's number PA2013102, 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 for the Project Conventions' Overseas Marketing Representatives Employment which be according to the Terms and Conditions of this Agreement and Scope of Work that specified in Appendix 1 Terms of Reference ("TOR"), Appendix 2 Clockwise Consulting's proposal, Appendix 3 Services by Clockwise Consulting, Appendix 4 Reimbursement of Expenses and Appendix 5 Representative KPIs FY2024 (hereinafter referred as "the Work").

The Representative is obligated to perform the Work as required by TCEB for a period of 12 (twelve) months, commencing on October 1st, 2023 until September 30th, 2024.

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 Clockwise Consulting's proposal, all 5 (five) pages.

- 2.3 Appendix 3 Services by Clockwise Consulting, all 3 (three) pages.
- 2.4 Appendix 4 Reimbursement of Expenses, all 1 (one) pages.
- 2.5 Appendix 5 Representative KPIs FY2024, all 1 (one) page.
- 2.6 Appendix 6 Clockwise Consulting's Quotation, all 1 (one) page.
- 2.7 Appendix 7 Clockwise Consulting's corporate documents and passport, all 7 (seven) 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 Appendix 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, transferred to TCEB's bank account, in the amount of AUD 4,500 (four thousand five hundred Australian 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.

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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 in the amount of AUD 90,000 (ninety thousand Australian dollars only) (Thailand's VAT included).

TCEB shall effect payment the Service fee to the Representative on a monthly basis at the amount of AUD 7,500 (seven thousand five hundred Australian 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 % of the value of the undelivered work, but not less 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.

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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.

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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 personnel 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.

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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 are 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 extension 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.

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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 specified in Term 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.

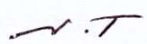
Clause 15. Copyright

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. Personal Data

The Representative is deemed as the personal data processor pursuant to this Agreement, having the duties to implement the procedure of personal data collection, use or disclosure for or on behalf of TCEB in accordance with the Personal Data Protection Act B.E. 2562 and other laws enacted in accordance with the Personal Data Protection Act B.E. 2562, hereinafter referred to as the "Personal Data Protection Law" being in force and effect at the date of this Agreement and its amendment thereafter. Both parties hereto accept and mutually agree as follows:

(1) TCEB, as personal data controller, agrees to designate the Representative as personal data processor, to implement the procedure of personal data collection, use, or disclosure of target customers in the convention industry in Australia and New Zealand. The personal data includes first name, surname, positions held, telephone number, email address, for press releases distribution, sending marketing information, and as a database to coordinate and for invitations to attend future activities.

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In this regard, the Representative must complete the personal data processing within the specified period of time pursuant to this Agreement, except for the case that the parties agree to amend the Agreement or extend the period of time in performing the work pursuant to the Agreement.

(2) The Representative must explain TCEB's Privacy Notice to the data subject as specified in clause 16 (1) for acknowledgement. The details of which are available at <https://www.businesseventsthailand.com/en/policy> or the documents attached to this Agreement. Additionally, it shall request for the data subject's consent prior to processing of the personal data.

(3) The Representative shall limit the access to the personal data under this Agreement solely to the officer and/or employee, agent or any person assigned and having the duty or necessity to access the personal data under this Agreement only.

(4) The Representative shall control and supervise the officer and/or employee, agent or any person, who perform the duty of personal data processing, to maintain the confidentiality of the personal data with the same standard and to strictly comply with the Personal Data Protection Law. The Representative must process the personal data pursuant to the purpose of the operation as specified in this Agreement only, and shall strictly not reproduce, duplicate, make copy or take photo of the personal data, whether in whole or in part, except that it complies with the terms of the Agreement.

(5) In case the data subject submits the request for exercising the data subject's right in accordance with the Personal Data Protection Law directly to the Representative, then, the Representative shall immediately notify and send such request to TCEB. Additionally, the Representative shall take the action to assist or support TCEB for responding to the data subject's request. In this regard, the Representative shall not respond to such request by itself, except that TCEB shall designate the Representative to take the action for specific matter relevant to such request.

(6) The Representative shall prepare and keep all Record of Processing processed by the Representative within the scope of this Agreement and the data as specified below, and shall deliver such record to TCEB upon the termination of Agreement and/or upon TCEB's request promptly.

- (a) Type of personal data processing;
- (b) Name and contact details of subcontractor (if any, in case of being permitted by TCEB in writing);
- (c) Name and contact details of subcontractor's personal data protection officer (if any, in case of being permitted by TCEB in writing);
- (d) Transfer of data abroad or to the international organization, and the documents specifying the appropriate protection measurement;
- (e) General explanation of technical measurement and administrative measurement for personal data protection;

(7) The Representative shall establish and maintain the appropriate security measurement for data processing as prescribed by the Personal Data Protection Committee and/or in accordance with the international standard, by mainly taking into consideration the nature, scope and purpose of data processing as specified in this Agreement. This aims to protect the personal data from risk in connection with the personal data processing, such as the damage arising from the infringement, accident, unlawful deletion, destruction, loss, alteration, change, access, use, disclosure or transfer of personal data, etc.

(8) Unless specified otherwise by the relevant laws, the Representative shall delete, destroy or return (pursuant to TCEB's notification) the personal data processed under this Agreement within 15 days from the date of completion of the processing or the date at which TCEB and the Representative have agreed in writing to terminate the Agreement or cancel the processing pursuant to this Agreement, as the case may be. The Representative shall confirm the deletion, destruction or return of such personal data in writing with TCEB.

(9) In case the Representative has found any circumstance affecting the security of personal data processed by the Representative under this Agreement which may cause the damage due to the infringement, accident, unlawful deletion, destruction, loss, alteration, change, access, use, disclosure or transfer of personal data, then, the Representative shall immediately notify TCEB, no later than 12 hours from which such circumstance become known to the Representative.

(10) Regarding the notification of personal data infringement under this Agreement, the Representative must specify the cause of infringement and the measurement for preventing the recurrence of such issue. Additionally, the Representative shall provide TCEB with the information under the scope as specified by the Personal Data Protection Law as follows:

- (a) The details, nature and impact possibly occurring from the infringement;
- (b) The measurements used for preventing or mitigating the impact of the infringement;
- (c) Types of personal data and the data subject being infringed (if appearing);
- (d) Other information related to the infringement.

(11) The Representative has the duty to strictly maintain the confidentiality of the personal data known by it.

(12) The Representative shall not subcontract any other persons for TCEB's personal data processing without written permission. In case the permission has been granted, then, such permission shall be granted to the specific subcontractor only. Additionally, the Representative shall sign the Agreement with the subcontractor, by which such Agreement shall contain the personal data protection clauses not less than those applicable to the

Representative pursuant to this Agreement. The Representative shall also be liable to TCEB for the performance of such subcontractor.

(13) The Representative's duty and responsibility to comply with the Agreement shall be terminated from the date of the agreed work completion or the date at which the Representative and TCEB have agreed in writing to terminate the Agreement, as the case may be. However, the termination of this Agreement shall not prejudice to the Representative's duty to delete or destroy the personal data as specified in clause 16 (8) and the confidentiality obligation as specified in clause 16 (4) and clause 16 (11) of this Agreement.

(14) Apart from the duty and responsibility as specified in this Agreement, in case of damage arising from the Representative's noncompliance with TCEB's order in relation to the collection, use or disclosure of the personal data, or breach of the provisions on part of the personal data, then, the Representative shall be responsible for such damage occurring to TCEB. Additionally, the Representative shall be deemed as personal data controller in accordance with the Personal Data Protection Act B.E. 2562 in substitution of TCEB, and in which the Representative shall be responsible as if the Representative were the personal data controller.

(15) In case the Representative does not strictly comply with TCEB's order on part of the personal data, then, TCEB shall be entitled to immediately terminate this Agreement.

Clause 17. 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

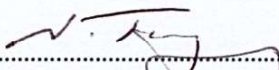
by (Mr. Chiruit Isarangkun Na Ayuthaya)

The authorized person

Thailand Convention & Exhibition Bureau
(Public Organization)

Signed:  Witness
(Ms. Nooch Homrassukhon)

Thailand Convention & Exhibition Bureau
(Public Organization)

Signed:  Representative

by (Ms. Nicole Tingey)

The authorized person

CLOCKWISE CONSULTING PTY LTD

Signed:  Witness
(Mr. Paul Martinucci)

CLOCKWISE CONSULTING PTY LTD

Project number 66099445699

อ.ส.5 ใบสัณห์หลังตราสาร



เลขที่ 03691
วันที่ 13 ธันวาคม 2566

เลขประจำตัว 0994000112165

ชื่อผู้เสียภาษีอากร สำนักงาน ส่งเสริมการค้าประเพณีและนิทรรศการ (องค์การมหาชน)

ในฐานะ ผู้มีหน้าที่เสียภาษี

ที่อยู่ : เลขรหัสประจำบ้าน
หลังเลขที่ -
หมู่บ้าน -
เลขที่ 989 หมู่ 2, 81 และ 82
ตำบล/ตม -
ถนน พระราม 1
เขต/อำเภอ ปทุมวัน
รหัสไปรษณีย์ 10330

ชื่ออาคาร สยามพรีซิชั่นทาวเวอร์
ชั้นที่ 25,26

หมู่ที่ -
แยก -
แขวง/ตำบล ปทุมวัน
จังหวัด กรุงเทพมหานคร



ผู้เสียภาษี

เลขประจำตัวผู้เสียภาษีอากร

เลขที่สาขา

ชื่อ CLOCKWISE CONSULTING PTY LTD.

ได้เสียภาษีแถมเป็นเงินสำหรับตราสารตามบัญชีอัตราภาษีแถมปี ปี 4
ลักษณะตราสาร ดังต่อไปนี้ :



	บาท	สต.
มูลค่าตราสาร	1,992,684	12
ค่าภาษีแถมปี	1,993	00
เงินเพิ่ม	0	00
รวมเงิน	1,993	00

จำนวนเงินเป็นตัวเลข (หนึ่งพันเก้าร้อยเก้าสิบสามบาทถ้วน)

ตามใบเสร็จ เลขที่ 006626

ลงวันที่ 13 ธันวาคม 2566

เลขระบุเอกสาร อ.ส.4 คือ 01003071-25661213-1-01-000016

ลงชื่อ (นางจินดา สุพรรณพงศ์)

ตำแหน่ง นักวิชาการสรรพากรปฏิบัติการ

ใบสัณห์หลังตราสารนี้จะสมบูรณ์เมื่อมีพนักงานเจ้าหน้าที่ภาษีแถมปีของหน่วยงานเก็บภาษีอากร
ได้ลงชื่อและออกใบเสร็จรับเงินเรียบร้อยแล้ว

Terms of Reference
For The Specific Procurement Method

1. Name of the Project

- 1.1 Project: Conventions' Overseas Marketing Representatives Employment
- 1.2 Activity: Australia and New Zealand Representative

2. Budget

Amount of AUD 90,000 (Thailand's VAT included) equivalent to THB 2,205,000
(estimated exchange rate: AUD 1 = THB 24.50)

3. Background of the Project

In 2566, the number of MICE visitors from Australia and New Zealand coming to Thailand for international conferences grew at an average rate of 36% (MICE Travelers Statistics 2023 By Region and Country). Given the huge potential of this market and the opportunity to engage with key decision-makers from this region, TCEB recognizes the crucial need for an Australia and New Zealand representative. Such representation is essential to promote Thailand as the preferred convention destination and attract important businesses to the country.

Moreover, the challenge of different time zones in communication is paramount. Having a dedicated representative in Australia and New Zealand can ensure timely and high-quality service levels are maintained.

4. Objectives of the Project

The contractor will promote, develop and establish Thailand as Asia's premier business events for Convention destination in Australia and New Zealand region and create awareness of Thailand and Thailand Convention and Exhibition Bureau (TCEB) through communication, networking and promotion with the associations, media, 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/networking event, annual meeting and other activities determined by TCEB within the time period specified.

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5.2 Establish a close working relationship with association, association management company (AMC), professional conference organizer (PCO) and/or meeting planner to increase destination's brand awareness and encourage them to choose Thailand as the destination.

5.3 Strengthen the database and build up the new potential leads and update the progress to TCEB.

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

5.5 Coordinate and supply information to association clients and all related parties. Also act as TCEB's one stop information center for MICE industry in Australia and New Zealand region

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

5.7 To strengthen and expand Thailand's MICE industry in Australia and New Zealand region, 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.

5.8 The Contractor must notify about the TCEB's privacy policy to the data subject for acknowledgement, and request for the data subject's consent in order to proceed with the data subject's personal data.

5.9 The Contractor must establish and maintain the appropriate security measurement for data processing, by mainly taking into consideration the nature, scope and purpose of data processing pursuant to the scope of work. This aims to protect the personal data from risk in connection with the personal data processing.

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, 2023 to September 30, 2024

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 the contractor for retainer payment approval, the contractor is required to submit reports which indicate the details of the executed activities as described in scope of work, competitive analysis, MICE industry trend, market intelligence and information update that are beneficial to TCEB.

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

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

8.2.1 Monthly Report – every 25th of each month

8.2.2 Quarterly Report – at the end of each quarter

8.2.3 Annual Report – at the end of September

9. Payment terms

TCEB shall pay the contractor for the provision of the services a total of AUD 90,000 (Thailand's VAT included) during the 12 months period from October 1, 2023 to September 30, 2024. The payment of AUD 7,500 (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 the contractor once the contract is officially completed, whereas the security will be confiscated when the 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 THB 1 of every THB 1,000 or a fraction of THB 1,000 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 THB 100 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. Personal Data Processing

In case the Contractor is the personal data processor for or on behalf of the Employer, then, the Contractor shall strictly keep the personal data confidential, and shall maintain the security measurement for personal data processing as prescribed by the Personal Data Protection Committee and/or in accordance with the international standard for personal data protection.

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The Contractor shall conduct the processing and keep the record of all personal data processing activities (Record of Processing) performed by the Contractor within the scope of work only and the data as specified below and shall deliver such record to the Employer upon the termination of Agreement.

17. 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 project has been approved by TCEB's board members 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 Suparat Veeravattana
Manager, Conventions Department
Email: Suparat_v@tceb.or.th
Telephone 02 694 6000 ext. 6171

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22 September 2023

Ms Nooch Homrossukhon
Director - Conventions Department
Thailand Convention & Exhibition Bureau
Siam Piwat Tower Building, 25th & 26th Floor
989 Rama 1 Road, Pathumwan, Bangkok 10330 Thailand

Dear Ms Nooch Homrossukhon

Conventions Overseas Marketing Representatives Employment –
Australia & New Zealand 2024

Thank you for approaching Clockwise Consulting once again regarding in-market support and representation for Thailand Convention & Exhibition Bureau (TCEB).

As demonstrated in 2023, the team at Clockwise Consulting have both the relevant contacts to reach your required targets and the experience in promoting Thailand as a Business Events destination to ensure your investment sees results. The partners of Clockwise Consulting have been working in Business Events across Australia and New Zealand for 25 years and globally for 15 years. We are able to provide a resource to TCEB who is an expert in working with the Conventions sector.

To maximise on the success of 2023, Oceania needs continued targeting as a source market for Thailand's convention decision makers. Our previous work with TCEB's Conventions department has established a pipeline of business ready for further development.

Thank you again for reaching out. We're excited at the prospect of working with you and the TCEB Conventions team in 2024 and happy to have a further discussion if there's any other considerations you would like to include.

Yours sincerely
Nicole Tingey
Director – Clockwise Consulting

N. Tingey

SITUATION ANALYSIS in brief

Global labour-market conditions remain tight while the inflation outlook remains quite challenging. CPI appears to have peaked and started to reduce from elevated levels but is still high and there is likely to be more interest rate increases to come, placing pressure on both business and household budgets. However, unemployment remains at an all-time low and industries including finance, health-services, consumer goods/retail, I.T. and sustainable resources are seeing continued growth.

We are seeing continual increases in airlift, easing the prospect of international travel.

There has been a surprising turn-around in the readiness of ANZ Associations who traditionally hold their annual convention locally, to consider taking their event to Thailand. This combined with the number of Australian-based PCO's of International Associations has resulted in a higher-than-expected number of leads for Thailand requiring further development

According to Associations Forum Associations Membership and Services Survey 2023 in Australia (to understand the services offered by Associations) Conferences are the most popular service provided and considered the most valued service by members.

RECOMMENDED SCOPE OF WORKS

- Establish a close working relationship with association, association management company (AMC), professional conference organizer (PCO) and/or meeting planner to increase destination's brand awareness and encourage them to choose Thailand as the destination. *Increased time spent in this area is crucial to develop and qualify leads, leveraging off the interest developed in 2023.*
- Assist and support TCEB to plan and enhance the marketing strategies and implement activity programs by arranging and participating in destination promotion on behalf of TCEB or joining TCEB team in other activities within the time period specified.
- Maintain and strengthen the current database and update the progress to TCEB.
- Create awareness of Thailand and TCEB through communication, networking activities and promotion.

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- Coordinate and supply information to association clients and all related parties. Also act as TCEB's one stop information centre for MICE industry in Australia & New Zealand.
- Submit monthly, quarterly and annual reports to TCEB as agreed in order to update TCEB about sales & marketing activities and market intelligence & analysis.
- To strengthen and expand Thailand's MICE industry in Australia & New Zealand, Clockwise would support TCEB in organizing special marketing activities which may fall outside of the Scope of Works upon TCEB's requests. The roles and responsibilities shall be discussed and agreed with the team case by case. The cost of these activities will be an additional charge which requires approval from TCEB prior organizing the activities.

RECOMMENDED MARKETING STRATEGIES & DESTINATION PROMOTION

*** To be finalized based on budget allocation from TCEB*

Professional Conference Organisers Association (PCOA)

Business Partnership

By partnering with the PCO Association, business partners can showcase their products and services to a targeted audience of PCOs and event planners, who are looking for reliable and trustworthy suppliers. This provides business partners with an opportunity to increase their visibility, generate leads, and ultimately grow their business.

PCOA Annual Conference

Attending provides TCEB with an opportunity to gain further insights into buyer expectations within the ANZ market and within the current climate.

Traditionally the annual conference attracts 100+ buyers & supplier attendees including key B2B and Association Congress Organisers, both members & non-members, from around Australia & New Zealand. It provides opportunities for TCEB Representative to initiate conversations around TCEB as an organisation and Thailand as a Business Events destination to a large number of decision makers and influencers.

To achieve this activity within a low spend, we recommend attending as a delegate rather than sponsoring or exhibiting.

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Asia Pacific Incentives & Meeting Event (AIME)

AIME is the leading trade event for the conference and event industry within this region including a knowledge program, exhibition & pre-scheduled meetings. AIME will be held at the Melbourne Convention & Exhibition Centre in February 2024. The pre-scheduled appointment (PSA) format ensures we can take a targeted approach to meetings.

AIME 2023 saw 350 exhibitors, 400 hosted buyers, media and 3000 visitors connecting to deliver over 12,000 meetings. Associations & PCO's made up 30% of hosted buyer demographics.

We would expect to both develop new leads and progress existing leads via in-person engagement to promote the convention destination of Thailand and TCEB's services & support campaign. It is also the most cost-effective opportunity to engage with New Zealand-based buyers.

Marketing plan includes a single Embassy Suite (booth) for TCEB to exhibit jointly with MI. However we recommend TCEB books a larger Thailand Pavilion in conjunction with MI and Thai Private Sector exhibitors to have a greater presence in line with Thailand's competitors.

Sales trip – Sydney &/or Canberra

Canberra is the capital city of Australia and home to government research & direct association contacts. Sydney is the largest city in Australia and the home of international associations for industries including Tech, Finance, Legal & iOS plus PCO's.

With the objective to travel to either destination to meet in person with key PCO or Convention Planners identified as having suitable events for Thailand, we would both develop new and progress existing leads via in-person engagement to promote the convention destination of Thailand and TCEB's support as well as address the needs of the Association & event.

Lunch & Learn – Melbourne

Melbourne is the 2nd largest city in Australia and home of medical & financial associations and some of Aus largest PCO and is where Clockwise Conventions expert is located.

With TCEB Conventions Representative based in Melbourne, this is a popular activity designed to attract local Associations & PCO's for in-person engagement & education.

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KEY DELIVERABLES & MEASUREMENTS

KPI Type	Description	KPI
Qualify leads	To secure qualify lead/bids/RFP	9
Sales Call	Sales calls definition to include telephone, face to face and other structured sales discussions reported in monthly report.	80
Contacts for TCEB database	New contact of B2B and association congress organisers to be added to TCEB database. Details will include name, company, contact and email details and be GDPR compliant.	80
Monthly Report	Submit a monthly report to TCEB's head office by the 25 th of each month in accordance with TCEB's requirements	12
Quarterly Report	Submit a quarterly report to TCEB's head office by the 25 th of December, March, June and September in accordance with TCEB's requirements	4
Annual Report	Submit an annual report to TCEB's head office at the end of the fiscal year by the 25 th of September in accordance with TCEB's requirements	1
Marketing Activities	Depend on budget allocation and to be agreed upon by TCEB	-
e-Newsletter	Design and implement 4 email campaigns to qualified international meeting planners from Rep's database.	4
Disseminate media coverage or article	Disseminate media coverage or article approved by TCEB or requested by TCEB and monitor with clipping report	Upon request

RETAINER FEE

Service	Unit Price per month	Annual Total (AUD)
3-days Representation per week In-market Australia, remotely New Zealand	\$7,500	\$90,000

- Pricing is inclusive of Thailand's 7% VAT (for the monthly retainer) and Australia's 10% GST.
- Cost includes local travel-related expenses within Melbourne, insurance and office expenses
- Cost excludes inter-state or international travel expenses, entertainment and hard costs associated with marketing activities
- Any additional activities will be charged in addition to the monthly fees and will be agreed upon in writing by both parties prior to any costs being incurred.

PROJECT DURATION

Commencement – 1 October 2023

Completion - 30 September 2024

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AUSTRALIA

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Legal

Appendix 3

Services by CLOCKWISE CONSULTING PTY LTD

(Attached to the Australia and New Zealand Representative Employment Agreement between TCEB and representative)

This appendix is for representation services catering specifically to the geographical areas of Australia and New Zealand

Clockwise Consulting PTY LTD ("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 contacts with qualified international planners of association program that have the potential and the interest to send conventions, conferences as well as business events to Thailand.
2. Develop, maintain and utilize a suitable Conventions database for marketing and delegates boosting activities.
3. Assist TCEB's plan and implement the programs of sales missions or road shows to Australia and New Zealand when needed. This includes but is not limited to making land arrangements for the events (on project basis).
4. Design and implement email campaigns (Digital newsletters) to qualified association executives and planner from representative's database.
5. Set up strategies for conventions and conferences with action plans, executing, and evaluation the set of action plans with monthly report to be submitted to the Director of Conventions Department and or the designated of TCEB.
6. Conduct attendance building activities, including advertising and direct-mailing exercises for promotion of specific conventions and conferences to be and being held in Thailand, when needed.
7. Act as the TCEB's one-stop information center for association executives and planner, PCO, AMC, media and the general public in Australia and New Zealand
8. Provide TCEB with effective market research and intelligence related to convention market in Australia and New Zealand

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Public Relations

1. Create awareness of TCEB through the Representative's database and other PR / communication channels in Australia and New Zealand
2. Circulate and distribute TCEB press release through PR / communication channels in Australia and New Zealand, where possible.
3. Monitor TCEB news and prepare clipping report of all TCEB and local market convention industry segments, if any.
4. Initiate, develop and implement and execute PR and Media 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 Australia will be submitted monthly, quarterly, and annually.

The Monthly Report must be in writing with detailed activities undertaken during the preceding month for conventions department. 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;

- a) Leads acquisition
- b) RFPs/Bids Following status
- c) Sales call/visit
- d) Marketing activities
- e) Situation update / Market Intelligence / Business Outlook
- f) News clipping & PR report

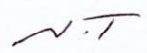
The Quarterly Report must be accumulated the activities and market trends in the past three months and sent to TCEB by the end of December, March, June and September in accordance with TCEB's requirements as follows;

- a) KPIs achievements, number summary of leads acquisition, RFPs/Bids (year-to-date)
- b) Marketing activity achievement highlight of last three months
- c) MICE Market overview and competitive analysis.
- d) Challenges and difficulties, if any
- e) New marketing opportunity identification and recommendation

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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;

- a) Executive Summary
 - b) One year summary on number of leads acquisition, RFPs/Bids, number of delegates and total annual revenue generated to Thailand
 - c) One year summary on MICE intelligence update
 - d) One year overview on market opportunity identification and recommendation
 - e) 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 Australia offices.
 3. Assign at least one (1) dedicated staff of each sector 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 at least 8 hours per day for 3 days per week. 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 Australia and New Zealand
 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. 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 familiarization trip and/or annual meeting organized by TCEB.

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Appendix 4

Reimbursement of Expenses

(Attached to the Australia and New Zealand Representative Employment Agreement between TCEB and representative)

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 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.
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 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.

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Appendix 5

Representative KPIs FY2024

(Attached to the Australia and New Zealand Representative Employment Agreement between TCEB and representative)

Market/Area: Australia and New Zealand

Contract Period: October 1st, 2023 - September 30th, 2024 (12 months)

Performance Evaluation

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

CONVENTIONS

1. Secure 9 Leads acquisition
2. Generate 80 sales call for the year to create new qualified international association buyers, PCOs, AMCs, or congress organizers
3. Establish new database of 80 contacts of associations, PCOs AMCs, congress organizers and maintain accuracy of conventions market database. The database must include name, organization, contact and email details and be GDPR/PDPA compliant. The database information must be reported to TCEB head office on a quarterly basis.
4. Implement marketing activities assigned by TCEB
5. Design and implement 4 digital newsletters to association executives and planners from representative's database.
6. Provide sales outreach to the database of qualified international planners of association programs on behalf of TCEB.
7. Monthly Report to be submitted to the head office of TCEB by 25th of each month, in accordance with TCEB's requirements
8. Quarterly Report to be submitted to the head office of TCEB by the end of each quarter (Fiscal Quarter end in December, March, June and September) in accordance with TCEB's requirements
9. Annual Report to be submitted to the head office of TCEB by the end of fiscal year 30th September, in accordance with TCEB's requirements
10. Disseminate media coverage or news article as approved or requested by TCEB head office and monitor with clipping report (if any).

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Date: 22 September 2023

Ms Nooch Homrossukhon
Director - Conventions Department
Thailand Convention & Exhibition Bureau
Siam Piwat Tower Building, 25th & 26th Floor
989 Rama 1 Road, Pathumwan
Bangkok 10330 THAILAND

Clockwise Consulting
PO Box 322 Flemington
Victoria 3031 AUSTRALIA
ABN: 42 154 012 215

Project Name: Conventions Overseas Marketing Representatives Employment –
Australia & New Zealand 2024

Recipient: Thailand Convention & Exhibition Bureau (TCEB)

No	Description	Unit Price Per month (AUD)	Total (AUD)
1	In-market representation x 3-days per week	\$7,500	\$90,000
	TOTAL		\$90,000

Pricing is inclusive of Thailand's 7% VAT and Australia's 10% GST.



Signature & company stamp

Name: Nicole Tingey

Position: Director

Company Name: Clockwise Consulting