

*All presentations will be in English./ดำเนินการประชุมทั้งหมดเป็นภาษาอังกฤษ

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THAILAND REAL ESTATE INVESTMENT & PROPERTY LAW FORUM 2013

Day One: Thursday, 19 September 2013

8:00 am Registration & Morning Coffee

9:00 am Chairperson's Opening Address

Bill Barnett Managing Director C9 Hotelworks Co., Ltd.

Bill Barnett is the Founder and Managing Director of C9 Hotelworks. C9 is a leading hospitality, tourism and property advisory firm in Asia Pacific which works directly with developers, investors, financial institutions and hotel operators. Their core business focus includes feasibility studies, asset management, operator selection and transactional due diligence. They are considered to be experts in hotel branded residences, blending experience from both a hospitality and real estate perspectives. Bill has over 28 years of Asian experience across all of the regions markets and is well known as a columnist, industry speaker and for insightful market intelligence reports.

Main Plenary Sessions

9:15-10:00 am

BOOMING THAILAND REAL ESTATE & PROPERTY INVESTMENT 2013 & BEYOND: FUTURE INVESTMENT TRENDS, MARKET CHALLENGES AND OPPORTUNITIES

- Identifying trends and market directions for:
 - ✓ Residential property
 - ✓ Hotel/Resort property
 - ✓ Industrial property
 - ✓ Office property
 - ✓ Retail property
- What factors are attracting/turning off investors?
- Forecasting in Thailand's real estate market

Stephen Hinch MBA Senior International Advisor MBMG Group

Stephen Hinch is a senior advisor with MBMG Group and serves in both the Corporate Advisory team and private client Personal Advisory team. With extensive experience as an analyst and a consultant in the United States, Australia and now Thailand, he has an MBA from Herriot-Watt University in the United Kingdom. He has published various white papers and reports on labour market economics, the Australian real estate market and long cycle analysis of stock markets.

10:00 am Morning Refreshments & Networking

10:15-11:00 am

RESIDENTIAL PROPERTY: DEMAND, SUPPLY, PRICE AND MARKET & INVESTMENT TREND

- Latest booming residential property sector in Thailand
- Understanding demand and supply factors: household wealth and developmental conditions for residential sector
- Recommendations on prime areas and high potential areas
- Investment opportunities and key challenges
- Evaluating the property market conditions of the residential sectors

Frank Khan

Executive Director/Head of Residential Knight Frank Chartered (Thailand) Co., Ltd.

Frank Khan is Executive Director of Knight Frank Chartered (Thailand), he has experience in real estate sector more than 8 years. Mr. Khan specializes in sales and marketing, customer services with strong analytical skills and ability to successfully complete complex and multi-disciplined tasks. His clients such as Deutsche Bank, Boathouse HuaHin, Nara 9, StarView, Skywalk and Weltz Residences, Wora 49, Haus 23 and etc.

11:00-11:45 am

NEW BANGKOK LAND USE COMPREHENSIVE PLAN 2013: INVESTMENT IMPACTS & OPPORTUNITIES

- The New Bangkok Land Use Comprehensive Plan 2013 with the change of Bangkok land prices
- Latest developments regarding city planning and land use
- How new city plan affects the price of land in Bangkok opportunities and impairment of property resulting from the new 2013 Bangkok plan
- Practical implications for property players

Dr. Orapim Pimcharoen Senior Urban Planner, Department of City Planning Bangkok Metropolitan Administration

Dr. Orapim Pimcharoen is Senior Urban Planner of Bangkok Metropolitan Administration (BMA). She designs and implements the plans for Bangkok,

comprising of: Bangkok Land Use Comprehensive Plan, district development plan, area specific development plan, land use regulations and land use control measures. She has Ph.D. in Town and Regional Planning and Environment Management and M.A. in Metropolitan Planning from University of Liverpool, United Kingdom.

11:45 am Networking Luncheon

1:15-2:30 pm

EXECUTIVE ROUNDTABLE DISCUSSION: THAILAND'S PROPERTY - OVERSUPPLY OF PROPERTY/REAL ESTATE BUBBLE?

- Market demand and size: condominium and housing focusing on the risk of a crash in Thailand's property markets caused by a bubble in pricing
- Examining the best opportunities in property vs. oversupply and debt concerns
- Key considerations for a sign of a bubble or oversupply
- Thailand's capital faces a looming oversupply of property within the next five years?
- Assessing the risks attached to property investment and risk management

Moderator:

Bill Barnett Managing Director C9 Hotelworks Co., Ltd.

Panelists:

Phanom Kanjanathiemthao Managing Director Knight Frank Chartered (Thailand) Co., Ltd.

Phanom Kanjanathiemthao has over 26 years experience in real estate services in Thailand. His principle expertise includes asset valuation, especially for commercial properties. Phanom has become one of the most respected and experienced valuers in Thailand and previously sat on boards of the Thai Valuers Association, the Valuers Association of Thailand and also a certified valuer listed by the Securities and Exchange Commission of Thailand as well as being a member (MRICS) of the Royal Institution of Chartered Surveyors (RICS).

Andrew Langdon Senior Vice President - Thailand & Indochina Jones Lang LaSalle

Andrew Langdon has been based in Jones Lang LaSalle's Hotel and Hospitality Group, Thailand office, where he joined as Senior Vice President to undertake hotel advisory work, valuations and hotel investment, site and development sales throughout the Indochina region, encompassing Thailand, Myanmar, Cambodia and Vietnam. Andrew has worked in Thailand/Indochina for over 15 years and has over 22 years of diverse property experience in Australia and throughout Indochina.

Kert Stavorn Partner Siam Legal International Co., Ltd.

Kert Stavorn is a Partner at Siam Legal International and specializes in real estate, construction and corporate practice in Thailand and the Asia-Pacific region. He has represented many high profile clients over the years advising in numerous project developments throughout South East Asia with work ranging from project financing, M&As and joint ventures. In recent years, he has been an active speaker and participant in the AEC forums on issues of economic and legal regulatory framework.

2:30-3:15 pm

LATEST DEVELOPMENT STRATEGIES PLAN AND DIRECTION OF TRANSPORTATION & INFRASTRUCTURE IN THAILAND AS REAL ESTATE AND PROPERTY'S KEY DRIVER

- Updates on transportation and infrastructure development in Thailand
- Planning transportation and infrastructure developments and its implications for supporting growth of properties
- Examining how mass-transit expansion dictates new Bangkok city plan
- Forecasting of major infrastructure projects in medium and long terms

Chaiwat Thongkamkoon Deputy Director - General Transport and Traffic Policy and Planning Office

Chaiwat Thongkamkoon is Deputy Director - General of Office of Transport and Traffic Policy and Planning. His practice focuses on Railway Systems (Intercity and Urban area), Road Traffic and Transport in Bangkok and Provincial. Mr. Thongkamkoon has master degree in Transport Planning & Engineering from University of Leeds, bachelor degree in Civil Engineering from Kasetsart University and bachelor degree in Law from Thammasart University.

THAILAND REAL ESTATE INVESTMENT & PROPERTY LAW FORUM 2013

3:15 pm Afternoon Networking Coffee Break

3:30-4:15 pm

CONTRACT STRATEGIES AND LEGAL CONCERNS IN SALE/ PROPERTY CONTRACTS FOR REAL ESTATE BUSINESS

- Legal updates on contract forms for sale/purchase agreements
- Examining different forms of sale/purchase agreements
- Effective management and risk minimization in sale/purchase agreements
- Brief regional comparison of pro forma contract drafting for real estate business in light of the upcoming AEC

Kert Stavorn

Partner

Siam Legal International Co., Ltd.

4:15-5:00 pm

PHUKET AND OTHER KEY RESORT DESTINATIONS

- Phuket environment regulations and implications for property developers
- Situation on foreign private land ownership/title deeds
- Resale segment maturation
- Challenges and situation outlook for property developers in Phuket

Bill Barnett

Managing Director C9 Hotelworks Co., Ltd.

5:00 pm End of Day One

Day Two: Friday, 20 September 2013 BREAKOUT ROOM: PARALLEL SESSIONS: STREAM A & B

Stream A: Regional real estate investment & AEC challenges

8:00 am Morning Coffee

9:00 am Opening Remark by Session Moderator

Dr. Ulrich Eder

Rechtsanwalt und Steuerberater, Managing Director Pugnatorius Ltd.

Dr. Ulrich Eder is a German lawyer (Rechtsanwalt) and Certified Tax Advisor (Steuerberater). As Managing Director of PUGNATORIUS Ltd, he assists European and other overseas investors by providing legal and tax advice on all aspects of direct investments in Southeast Asia. His practice encompasses domestic and cross-border real estate transactions, in which he has an in-depth knowledge and extensive experience.

9:15-10:00 am

2015 AEC INTEGRATION: HOW IT AFFECTS THAILAND REAL ESTATE INDUSTRY

- Encountering opportunities and coping with the challenges toward AEC 2015
- Assessing Thailand's attractiveness as a location for real estate investment vs. countries
- Emerging trends in real estate: Thailand, Vietnam, Laos, Indonesia
- Strategies to invest in ASEAN frontiers real estate
- How to take the full advantage of liberalization towards AEC integration

Speaker to be invited

10:00 am Morning Refreshments & Networking

10:15-11:15 am

FOREIGN OWNERSHIP RESTRICTIONS IN THAILAND AND THE AEC

- Latest announcements and internal policies on foreign ownership requirements
- Strategies and misconceptions of the use of companies and leasehold in the land acquisition process
- Comparison of freehold and leasehold structures in selected ASEAN markets
- Cross-border real estate transactions within the AEC 2015 constraints and opportunities

Dr. Ulrich Eder

Rechtsanwalt und Steuerberater, Managing Director Pugnatorius Ltd.

Dr. Ulrich Eder is a German lawyer (Rechtsanwalt) and Certified Tax Advisor (Steuerberater). As Managing Director of PUGNATORIUS Ltd, he assists European and other overseas investors by providing legal and tax advice on all aspects of direct investments in Southeast Asia. His practice encompasses domestic and cross-border real estate transactions, in which he has an in-depth knowledge and extensive experience.

Stream B: REITs/Property fund

8:00 am Morning Coffee

9:00 am Opening Remark by Session Moderator

Nukarn Suwatikul Associate Director Colliers International Thailand

Nukarn Suwatikul is the Associate Director of the Investment Services Department at Colliers International Thailand. She is responsible for conducting and facilitating investment transactions by liaising with property landlords, domestic and international investors and institutional clients throughout Thailand, and within the region. One of her major projects was the sale of the former Embassy of Japan and Japan International Cooperation Agency in 2011, worth approximately THB2billion, the projects was granted "Best Deal of the Year" in the Thailand Property Awards. Nukarn has transacted deals valuing over US\$200 million and counting.

9:15-10:00 am

REITS INVESTMENT CLIMATE 2013

- New developments in global & Asian REITs markets
- Thailand REITs future and growth potential
- Analyzing country by country comparative
- Evaluating key risks and opportunities

Nicholas McGrath Executive Director and Chief Executive Officer AIMS AMP Capital Industrial REIT Management Limited

Nicholas McGrath was appointed Chief Executive Officer of AIMS AMP Capital Industrial REIT Management Limited, the manager of SGX listed AIMS AMP Capital Industrial REIT (SGX: AIMSAMPIReit; OSRU), in January 2009. As the CEO, he is responsible for the overall planning, management and operation of the REIT. He works closely with the Board of Directors to determine business strategies for the strategic development of the REIT. Prior to joining the Manager, Mr. McGrath was the Chief Executive Officer of SGX listed Allco Commercial REIT and Managing Director of Allco (Singapore) Limited.

10:00 am Morning Refreshments & Networking

10:15-11:00 am

CHALLENGES AND OPPORTUNITIES OF OPERATING A REIT IN THAI MARKET AND TODAY'S ECONOMIC ENVIRONMENT

- REITs feature analysis
- Key considerations for asset management companies: challenges faced and opportunities
- Picking the right investors to ensure appropriate fund allocation and financial growth
- Evaluating the selection criterion of Thailand REITs for investment exposure to real estate
- The future prospects of REITs and property fund

Virapan Pulges Managing Director

TICON Industrial Connection Public Co., Ltd.

Virapan Pulges has been Managing Director of TICON Industrial Connection Public Co., Ltd. since 1994,TICON is the largest industrial property developer for lease with over 1.5 million sq.m. of industrial properties under management in 15 industrial estates and over 20 logistic locations in Thailand. As Managing Director of H&Q (Thailand) Ltd., a Venture Capital fund management company, Mr. Pulges was one of the original founders of TICON in 1990 and has been

THAILAND REAL ESTATE INVESTMENT & PROPERTY LAW FORUM 2013

11:15 am-12:00 pm

KEY LEGAL CONSIDERATIONS FOR INVESTING IN HOTEL DEVELOPMENTS IN MYANMAR

- Owner and operator specific key concerns
- Due diligence
- Local entity establishment, when is the right time?
- Advisability of entering Myanmar under the new FIL
- Repatriation of Funds offshore
- Appropriate dispute resolution mechanisms

Benjamin Hirasawa Senior Consultant DLA Piper (Thailand) Ltd.

Ben Hirasawa represents commercial, hospitality, industrial, retail and residential developers in all real property transactions. His practice focuses on providing practical and commercially sound advice to corporate, hospitality and real estate clients on international business transactions by advising on all aspects of the project development cycle, including private equity financings, joint ventures, start-ups, cross-border mergers and acquisitions, management agreements, operational issues, license agreements, and all real property transactions involving hospitality, leisure, industrial, retail, commercial and residential developments.

12:00 pm Networking Luncheon

a director of the company since then. Mr. Pulges played an important role for TICON in sponsoring an establishment of TICON Property Fund ("TFUND"), a factory property fund, in 1995 and TPARK Logistics Property Fund ("TLOGIS"), a warehouse property fund, in 1999, both of which are listed on the SET.

11:00 am-12:00 pm

PRACTICAL AND LEGAL CONSIDERATIONS FOR SETTING UP REITS

- Recent development on REITs regulatory framework and tax structure
- Identifying legal framework in setting up and managing REITs
- Leveraging on the different classes of property assets
- Analyzing strategies in expanding your REITs business
- Key considerations for developers if utilizing funding vehicle

Duangkamon Amkaew Partner

Baker & McKenzie

Duangkamon Amkaew joined Baker & McKenzie in 2002. She is active in the Corporate & Commercial, Real Estate, Mergers & Acquisitions and Hotel/ Resorts & Property Development practice groups. She has considerable experience in negotiating and drafting contracts, reviewing project documents, as well as in providing corporate structuring/restructuring advice. Duangkamon's experience has also extended to providing legal advice in a broad range of commercial transactions involving mergers & acquisitions; real estate, hotel/resort, and property development; property fund; real estate investment trust; strategic alliances and various types of joint venture arrangements.

12:00 pm Networking Luncheon

MAIN PLENARY SESSIONS

Main Plenary Session Moderator

Dr. Ulrich Eder Rechtsanwalt und Steuerberater, Managing Director

Pugnatorius Ltd.

1:15-2:15 pm

THAILAND'S EXISTING REAL ESTATE LAWS, REGULATIONS AND LEGISLATIONS

- The Condominium Act
 - Recent developments, complications/issues to consider
 - Examining transactions involving foreigner purchasers
- Escrow Act
 - Examining rationales and key concerns of latest Escrow law and treatment
 - Roles of concerned parties
 - ✓ Utilizing Escrow Act in property development transactions
 - Foreign Business Act Revisited
 - Recent developments

Cynthia Pornavalai Partner Tilleke & Gibbins

Cynthia M. Pornavalai is a champion of business rights in Thailand. From advising foreign investors on mergers, acquisitions, and investing in Thailand to counseling major players in the Thai property market to helping lenders or debtors through debt restructuring and business reorganization matters, Cynthia's practice is as varied as the business goals of her successful clients. She received an in-depth legal training at Kyoto University, completing a Doctor of Laws course in 1991. Drawing on her strong Japanese language and legal skills, she has developed a niche practice helping Japanese businesses invest and succeed in Thailand.

2:15-3:15 pm

KEY TAXATION UPDATES FOR INVESTORS AND PROJECT OWNERS

- Property tax law: regulations and frameworks implications for the public, large business owners, offshore investors and owners of undeveloped properties
- Government tax incentives and deductions
- Effective tax planning and tax management
- Tax pitfalls for real estate projects and property development

Paul Ashburn Senior Partner, Tax & Legal Services BDO Advisory Limited

Mr. Paul Ashburn is a Senior Partner of BDO Advisory Limited, a leading provider of tax services to international clients in Thailand and the Asia Pacific region based in Bangkok. Paul has over 25 years of experience in tax consulting, including more than 15 years in Thailand. His expertise includes international tax planning and the development of tax effective structures for real estate transactions in Thailand. Paul is a regular contributor to Thailand Property Report on Thai tax issues for international property investors and is often invited to speak at international property conferences on Thai tax planning for real estate investment.

3:15 pm Afternoon Networking Coffee Break

3:30-4:15 pm

HOSPITALITY SECTOR: EVALUATING HOSPITALITY SECTOR INVESTMENT OPPORTUNITIES IN THAILAND

- Trends and latest hospitality investment outlook in Thailand what is driving the interest and where are the really bright spots?
- Structuring budget hospitality investments and operation models
- Developing critical infrastructure to support tourism growth
- Evaluating locations and suitable cities

Dillip Rajakarier Chief Executive Officer Minor Hotel Group

Dillip Rajakarier is Chief Executive Officer of Minor Hotel Group (MHG), a subsidiary of Minor International (MINT) and in April 2013 was also promoted to Chief Operating Officer for MINT. In this additional new position, he will take on a proactive role in the overall leadership and strategic direction of MINT, in addition to overseeing the Corporate Shared Services of Minor Group, including Legal, IT and Corporate Finance. Mr. Rajakarier has a strong hotel and finance background and as CEO of MHG he oversees the strategic direction, operations and business development of the hotel management division.

4:15-5:00 pm

THE GROWTH OF PRIVATE EQUITY FUNDS AND THEIR IMPACT ON THE REAL ESTATE MARKET

- Overview of the real estate private equity sector in Thailand
- Uncovering alternative financing sources and channels
- Opportunistic development and syndicated funds
- Will the money continue to flow into real estate funds if interest rates rise and the equity markets stabilize?

Suchad Chiaranussati Managing Director SC Capital Partners Pte Ltd.

Suchad Chiaranussati founded Real Estate Capital Asia Partners (RECAP), a series of Pan-Asian real estate investment limited partnership in late 2004. RECAP I and II have invested in excess of US\$410 million capital and the third Fund RECAP III, was closed with US\$530 MM. Mr. Chiaranussati participates in acquisition, value enhancement and realization activities at RECAP and serves as Chairman of the Investment Committee. Before forming RECAP, Mr Chiaranussati spent five years with Westbrook Partners and Westbrook Real Estate Partners (WREP). He opened WREP's Asia office in Singapore in March 1999 and served as a Managing Director responsible for WREP's Asian investment activities.

5:00 pm Chairperson's Closing Remarks and End of the Conference

Dear Executive,

Thailand's property market is considered one of the country's major business sectors which grows in line with the economic development. The growth of Thailand's real estate sector in 2012 and the first half of 2013 has been very impressive and attractive to both local and overseas investors. Despite the fact that the real estate investment is still faced with uncertainties, the outlook of the country's real estate sector for the second half of 2013 and beyond remains very promising. To success in the volatile real estate markets, it is crucial for investors and all key players to assess various factors affecting the risks, returns and exposure to real estate change over time, and to keep monitoring the structural challenges to financing and investment.

Regardless of the compelling attractiveness and opportunities, Thailand's real estate remains a challenge for most players in this sector, including developers, investors and buyers. Looking further, the major change in 2015 will be the establishment of the Asian Economic Community (AEC) which will have an overall positive impact on the real estate sector. It will open up opportunities for Thai investors in other countries in the region. The investors need to pay attention before entering the property sector in those nations. Moreover, as REIT in Asia continues to grow across borders, it is imperative to keep a close watch on major issues such as current market updates, trends, developments, market forecast and regulation updates.

To assist major players in the real estate sector as well as their key decision-makers and supporting team members, **Asia Business Connect** is holding a 2-day crucial conference on **"Thailand Real Estate Investment & Property Law Forum 2013"**. This conference will provide them with the latest trends & developments, updates of the government's policies and regulations, as well as industry insights and research findings. In addition crucial transactions and latest developments regarding new Bangkok land use, sale & purchase contracts, tax planning, etc. will be highlighted at this premier event.

Register now to register and secure seats for yourself and your key team members at this must-attend conference.

Make your choice for the following morning sessions (9:00 am-12:00 pm) on the 2nd day of the conference:

Stream A: Regional real estate investment & AEC challenges

- 2015 AEC integration: how it affects Thailand real estate industry
- Foreign ownership restrictions in Thailand and the AEC by Pugnatorius Ltd.
- Investing in hotel developments in Myanmar by DLA Piper (Thailand) Ltd.

Stream B: REITs/Property fund

- REITs investment climate 2013 by AIMS AMP Capital Industrial REIT Management Limited
- Challenges and opportunities of operating a REIT in Thailand market and today's economic environment by TICON Industrial Connection Public Co., Ltd.
- Practical considerations for setting up REITs by Baker & McKenzie

TOP REASONS TO ATTEND:

- Gain insightful information to make a smart move in Thai real estate market in 2013 & beyond
- Explore new frontiers and access deal opportunities across strategies and property types in Thailand
- Keep abreast of legal requirements and law changes to avoid mistakes and achieve sustainable investment
- Assess factors driving industry growth potential and the latest supply & demand trends for real estate sector development in Thailand
- Review planned transportation and infrastructure developments and their implications for supporting growth of the real estate sector
- Find out challenges and opportunities of operating a REIT in Thai market and today's economic environment
- Understand effective tax planning and tax management for real estate and property investment
- Updates on regional real estate investment in light of the upcoming AEC 2015
- Profit from panel discussions and presentations to bring you up to speed with key industry issues

WHO SHOULD ATTEND:

This conference is specially designed for CEOs, MDs, Heads, GMs, VPs, Directors, and Senior Managers who are involved in the land & property sector and responsible for:

- Business Development/Analysis
- Project Management
- Investment Analysis
- Fund Management & REITs
- Asset Management
- Financial Analysis
- Legal & Compliance
- Private Equity and Venture Capital
- Construction
- Architecture

Sponsorship Opportunities:

This high-profile industry event provides your company with a unique opportunity to capture the interest and influence the decisions of a specially targeted audience. Capitalize on this ideal platform to market your services and form strategic relationships through networking! Limited sponsorship opportunities are available, including:

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1) [Mr/Mrs/Ms] Name:				ay of Conference (9:00 am-12:00 pm)	
Position:	Stream A: Regional real estate investment & AEC challenges				
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2) [Mr/Mrs/Ms] Name:		-		ay of Conference (9:00 am-12:00 pm)	
Position:		Strea	m A: Regional real estate investm	ent & AEC challenges	
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Registration Fee	26,550.00	(Pay after 19 Aug 2013) 29,250.00	29,500.00	(Pay after 19 Aug 2013) 32,500.00	
+7% VAT	1,858.50	2,047.50	2,065.00	2,275.00	
TOTAL PAID (Baht)	28,408.50	31,297.50	31,565.00	34,775.00	
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Registration Fee	USD 985.50	USD 1,075.50	USD 1,095.00	USD 1,195.00	
+7% VAT	USD 68.98	USD 75.28	USD 76.65	USD 83.65	
TOTAL PAID (USD)	USD 1,054.48 🕤	USD 1,150.78	USD 1,171.65	USD 1,278.65	
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Payment prior to the conference is required to complete your registration. An admission form will be sent to you prior to the conference. Walk-in delegates with payment will be admitted subject to space availability.

FOR NORMAL REGISTRATION: In order to avoid any inconvenient circumstances to delegates at the conference, payment should reach us 7 days prior to the conference date.

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ABOUT THE ORGANIZER

Asia Business Connect, Thailand's leading conference and training organizer, is managed by a team of dedicated and talented professionals with more than 15 years experience and expertise in conference management and organization as well as training activities for major businesses and their key executives in Thailand and other countries in Asia, which include Singapore, Malaysia and Vietnam. Visit our website at www.asiabusiness-connect.com.

CANCELLATION AND TRANSFERS

If you are unable to attend, a substitute delegate is welcomed at no extra charge. Kindly provide name and title of the substitute delegate at least 2 working days prior to the conference. A refund less Baht 3,500 administration charge will be made for cancellation received in writing on or before **29 August 2013**. Regrettably, no refund can be made for cancellation received after this date. A complete set of documentation will however be sent to you.

(Asia Business Connect reserved the right to the final decision if any dispute arises.)