APPENDIX: A

Overview of Revenue from MICE Business during 2002-2004

Overview of International Visitors during 2002-2004

The comparison between MICE Business and overview of International visitors during 2002-2004

Numbers of International Meetings and Participants in Thailand by Provinces, 2001-2002 and 2004

Number of International Meetings and Participants in Thailand by Provinces and Type of Meetings, 2004

Table 1 Overview of Revenue from MICE Business during 2002-2004

<u> 200</u> -	Overview of Travelers	2002	2003*	2004	% Change (2003-2004)
		Corporate Meet	ing		
	Number of Convention Participants (persons)	70,035	64,432	91,838	42.53%
	Number of Conventions (events)	722	664	757	13.96%
	Length of Stay	7.99	7.99	5.50	ı
M	Average expense/person/day (U\$)	264.93	264.93	264.93	ı
	Average expense/person (U\$)	2,116.79	2,116.79	1,457.12	-
	Estimated Revenue (U\$)	148,249,437	136,389,482	133,818,527	-1.89%
	Estimated Revenue (Baht)	6,367,313,305	5,658,799,5 97	5,553,468,885	-1.86%
	Inc	entive Travel (Co	rporate)		
	Number of Incentive Travelers (Persons)	191,732	172,559	108,685	-37.02%
	Number of Incentive Groups (Groups)	1,727	1,554	887	-42.87%
	Length of Stay	6.18	6.18	5.87	-
I	Average expense/person/day (U\$)	250.76	250.76	265.56	1
	Average expense/person (US\$)		1,549.70	1,549.70	1,558.84
	Estimated Revenue (U\$)	297,126,466.86	267,413,820	169,422,221.08	-36.64%
	Estimated Revenue (Baht)	12,761,581,751 .53	11,094,999, 399	7,031,022,174. 90	-36.63%
	Number of Corporate Participant (Persons)	261,767	236,991	200,523	-15.39%
П	Number of Conventions (events)	2,449	2,219	1,644	-25.90%
1 +	Length of Stay	6.66	6.67	5.70	-
Total M+	Average expense/person/day (U\$)	254.55	254.61	265.27	-
Ĭ	Average expense/person (US\$)		1,696.40	1,698.80	1,512.19
	Estimated Revenue (U\$)	445,375,904	403,803,302	303,240,748	-24.90%
	Estimated Revenue (Baht)	19,128,895,056 .70	16,753,798, 996	12,584,491,061	-24.89%
	Association	and Government	: Non Corpore	ate	
С	Number of Non - Corporate Participants (persons)	71,209	65,512	121,756	85.85%
	Number of Conventions (events)	829	763	907	18.87%
	Length of Stay	7.99	7.99	7.8	-

Table 2 (continued)

	Overview of Travelers	2002	2003*	2004	% Change (2003-2004)			
	Number of Exhibitors (Companies)	7,455	7,455	11,280	51.31%			
	Number of Exhibitions (Events)	79	79	120	51.90%			
<u>r</u>	Length of Stay	7.63	7.63	8.00	-			
E (Exhibitor)	Average expense / person / day (US\$)	349.03	349.03	349.03	1			
E (E)	Average expense / person (US\$)	2,663.09	2,663.09	2,792.24	-			
	Estimated Revenue (US\$)	19,853,335.95		- , ,	58.65%			
	Estimated Revenue (Baht)	823,913,441.93		1,307,103,388. 80	58.68%			
	Number of Visitors (Persons)	72,488	68,864	110,040	59.79%			
	Length of Stay		7.81	7.81	7.81			
E (Visitor)	Average expense/person/day (U\$)	245.12	245.12	245.12	1			
Visi	Average expense/person (U\$)	1,914.39		1,914.39	=			
E (Estimated Revenue (U\$)	138,770,302.32	131,831,787. 20	210,659,167.4	59.79%			
	Estimated Revenue (Baht)	5,960,184,484.6 4	5,469,700,85 1.09	8,742,355,450. 75	59.83%			
Total Estimated Revenue in Exhibition Industry								
	Exhibitors & Visitors	79,943	75,946	121,320	59.75%			
Total E	Estimated Revenue (U\$)	158,623,638.27	150,692,456	242,155,634.6	60.70%			
T	Estimated Revenue (Baht)	6,812,885,263. 70	6,252,230,01 4	10,049,458,839 .55	60.73%			

Sources: Data of 2002 from the Tourism Authority of Thailand Data of 2003 from the estimation (* no survey in 2003) Data of 2004 from the survey of 381 Hotels, Convention centers, Exhibition centers, Entrepreneurs, PCOs, PEOs, DMCs, Forwarders, Contractors, and Hosts

Note: Exchange Rate year 2002 1 US\$ = 42.95 Baht year 2003 1 US\$ = 41.49 Baht year 2004 1 US\$ = 41.50 Baht

Table 3 Overview of International Visitors during 2002-2004

				% Change
Overview of Travelers	2002	2003	2004	(2003- 2004)
Number of International Tourists (persons)	10,799,067	10,004,453	11,650,000	16.45%
Length of stay (days)	7.98	8.19	8	-2.32%
Average expense/person/day (US\$)	87.38	90.97	96.38	5.95%
Average expense/person (US\$)	697.29	745.04	771.04	3.49%
Estimated Revenue (US\$)	7,530,107,346	7,453,760,682	8,982,616,000	20.51%
Estimated Revenue (Baht)	321,159,078,3 15	309,256,530,7 07	372,778,564,0 00	20.54%

Source: Tourism Authority of Thailand

Table 4 The comparison between MICE Business and overview of International visitors during 2002-2004

Overview of Travelers	2002	2003	2004
Number of MICE Tourist (persons)	412,919	378,449	443,599
Length of Stay	7.11	7.13	6.86
Estimated Revenue in MICE	32,415,820,4	28,759,687,3	33,075,481,5
industry (Baht)	81	32	89
Proportion of MICE Tourist : International Visitors	3.82	3.78	3.81
Proportion of revenue from MICE Tourist : International Visitors	10.09	9.30	8.87

Source: Tourism Authority of Thailand

Table 5 Numbers of International Meetings and Participants in Thailand by Provinces, 2001-2002 and 2004

		2001				200	02		2004			
Province	No.	No. of	Particip	ants	No.	No. o	f Particij	pants	No.	No. of l	Participa	ants
Trovince	of Event	Total	Forei gn	Thai	of Event	Total	Forei gn	Thai	of Event	Total	Forei gn	Thai
Central Region	537	86,543	62,830	23,713	953	90,158	78,005	12,153	1,091	163,717	29,834	33,883
Bangkok and the peripheral	466	81,942	29,166	22,776	873	85,255	73,953	11,302	1,001	52,698	20,255	32,443
Prachuap Khirikhan (Hua-Hin)	42	1,502	1,110	392	46	1,775	1,346	429	47	4,876	3,985	891
Phetchaburi (Cha Am)	29	3,099	2,554	545	30	2,783	2,534	249	30	5,339	4,914	425
Central Region (Other)	-	-	-	-	4	345	172	173	13	804	680	124
North Region	113	13,362	9,700	3,66	159	15,713	11,853	3,860	125	20,095	15,241	4,854
Chiang Mai	83	10,747	7,510	3,237	149	15,180	11,423	3,757	109	18,929	14,430	4,499
Chiang Rai	27	1,575	1,170	405	7	453	362	91	14	1,014	716	298
North Region (Other)	3	1,040	1,020	20	3	80	68	12	2	152	95	57
South Region	339	23,215	20,73	2,48	329	27,21 6	24,20	3,012	331	31,22 4	24,94 7	6,27 7
Phuket	280	19,626	17,967	1,659	293	23,742	22,329	1,413	258	25,080	20,697	4,383
Songkhla (Hat Yai)	27	1,831	1,668	163	14	2,023	1,036	987	42	3,257	2,132	1,125
Surat Thani	28	1,298	847	451	19	721	691	30	18	998	734	264
Krabi	_	-	-	_	-	-	-	-	7	1,464	1,070	394
South Region (Other)	4	460	250	210	3	730	148	582	6	425	314	111
East Region	71	12,297	9,019	3278	101	38,62 6	26,73 9	11,88 7	98	51,724	42,038	9,686
Chonburi (Pattaya)	67	12,173	8,940	3,233	96	38,362	26,500	11,862	94	51,362	41,743	9,619
East Region (Other)	4	124	79	45	5	264	239	25	4	362	295	67
North East Region	6	1,009	672	337	9	1,250	443	807	19	2,075	1,534	541

(Other) Total	1,066	136,42	102,95	33,47	1,551	172,96	141,24 4	31,719	1,664	268,835	213,594	55,241
North East Region	3	659	556	103	3	516	46	470	8	935	713	222
Khon Kaen	3	350	116	234	6	734	397	337	11	1,140	821	319

Source: Tourism Authority of Thailand

Table 6 Number of International Meetings and Participants in Thailand by Provinces and Type of Meetings, 2004

		C	Mastina				Non	-Corpora	te Meetir	ıgs		
	'	Corporate	vieeting		A	ssociation	Meetings		G	overnmen	t Meetings	6
Province	No. No. of Participants			No.	No. of	Participa	nts		No. of Participants			
	of Even t	Total	Foreign	Local	of Even t	Total	Foreign	Local	No. of Event	Total	Foreign	Local
Central Region	431	57,464	51,797	5,667	298	30,169	24,286	5,883	362	76,084	53,751	22,333
Bangkok and the peripheral	365	48,107	43,434	S4,673	287	29,287	23,553	5,734	349	75,304	53,268	22,036
Prachuap Khirikhan (Hua-Hin)	36	4,284	3,512	772	6	321	241	80	5	271	232	39
Phetchaburi (Cha Am)	23	4,564	4,401	163	4	506	442	64	3	269	71	198
Central Region (Other)	7	509	450	59	1	55	50	5	5	240	180	60
North Region	39	8,388	6,941	1,447	15	1,408	953	455	71	10,299	7,347	2,952
Chiang Mai	39	8,388	6,941	1,447	9	1,068	667	401	61	9,473	6,822	2,651
Chiang Rai	-	-	_	_	6	340	286	54	8	674	430	244
North Region (Other)	-	_	-	-	-	-	-	-	2	152	95	57
South Region	220	21,526	17,522	4,004	17	2,632	2,051	581	94	7,066	5,374	1,692
Phuket	206	19,972	16,289	3,683	8	1,178	1,001	177	44	3,930	3,407	523
Songkhla (Hat Yai)	8	1,155	935	220	4	230	180	50	30	1,872	1,017	855
Surat Thani	2	100	80	20	-	-	-	_	16	898	654	244
Krabi	1	40	20	20	5	1,224	870	354	1	200	180	20
South Region (Other)	3	259	198	61	-	-	-	-	3	166	116	50
East Region	66	19,260	15,563	3,697	10	21,606	17,208	4,398	22	10,858	9,267	1,591
Chonburi (Pattaya)	65	19,033	15,366	3,667	9	21,572	17,184	4,388	20	10,757	9,193	1,564
East Region (Other)	1	227	197	30	1	34	24	10	2	101	74	27
North East Region	1	35	15	20	3	415	280	135	15	1,625	1,239	386
Khon Kaen	1	35	15	20	2	375	250	125	8	730	556	174
North East Region	_	-	-		1	40	30	10	7	895	683	212

(Other)												
Total	757	106,673	91,838	14,835	343	56,230	44,778	11,452	564	105,932	76,978	28,954

Source: Tourism Authority of Thailand

APPENDIX: B

TICA's Services and Activities

Incentive

Activities include:

- Promoting Thailand as a preferred destination for incentives including the hosting and coordination of various familiarization visits.
- Planning and undertaking sales promotional trips, participating in relevant trade shows such as AIME, IMEX, EIBTM, IT&ME and IT&CMA, and joining various promotional activities undertaken by the Tourism Authority of Thailand and Thai Airways International.
- Planning, implementing, executing and evaluating the results of all promotional projects.
- Organizing domestic incentive familiarization trips for corporate executives to encourage the growth of incentives and meeting within the country.
- Developing awareness and knowledge of incentive among service suppliers.

Convention

Activities cover the provision of support facilities and infrastructure for events in Thailand such as:

 Producing and developing educational and training projects, including the annual educational seminars organized in major destination in Thailand with the aim of providing basic information on organizing and holding conventions for interested members.

- Organizing the Convention Promotion Seminar for government officials and corporate executives responsible for organizing meetings and conventions. The seminar aims to encourage the hosting of events by providing knowledge of bidding and organization.
- Promoting Thailand as a preferred destination for conventions and meeting-related including the hosting and inspection visits.
- Planning and undertaking sales promotional trips, participating in relevant trade shows such as International CONFEX and M&IT.
- Developing awareness and knowledge of convention among service suppliers.
- Developing ways and means to provide and improve assistance and convenience to meeting planners and exhibition organizers.
- Liaising with government agencies whose duties concern meetings and conventions.

E x h i b i t i o n

Activities include:

- Educating and building awareness of Exhibition industry and roles to TICA members.
- Educating TICA members that exhibition can be another channel of their marketing and sales.
- Being the platform to co-ordinate with Trade Exhibition Association.
- To PR the movement of exhibition industry including Thailand exhibition calendar of events.

Marketing Support

Activities include:

- Publication of sales aids and promotional materials, such as the Thailand Incentive, Convention and Exhibition Planning Guide which contains a wealth of information on facilities available for events being hold in Thailand, and various audio-visual promotional aids.
- Publication of support materials, including
 - Gift ideas catalogue, suggesting locally-made items suitable for gifts.
 - Incentive Spa brochure
 - MICE Destination brochure
 - Information folders in Thai and English introducing TICA.
 - TICA membership brochure for organizations wishing to join TICA.
- Maintaining TICA database which consists of incentive organizers and meeting planner worldwide.

Membership

Activities include:

- All matters relating to members and the screening of new applications, including the setting of fees, etiquette, and encouraging inter-relations between members.
- Publicity for TICA, its activities and events, and the production of a monthly TICA Update.
- Organizing social events for members to encourage inter-relations, such as the family rally and sport day and the quarterly TICA Members Get-Together Luncheon meetings.

TICA is well equipped, through its excellent consolidation of members, to assist incentive organizers, meeting planners and exhibition organizers holding their events in Thailand.

TICA provides free information about Thailand, venue options, facilities and services available. Also provided are assistance in planning/organizing through inspections of hotel, meeting and exhibition venues; selection of ground operator, transport company and other suppliers; suggestions for spouse programs, social functions and pre/post event tours; suggestions for gifts and meeting materials; and liaison with government agencies such as the Tourism Authority of Thailand, Customs, Immigration, Airport Authority, etc.

TICA consistently tries to ensure that the infrastructure of Thailand's travel industry is developed to its full potential.

APPENDIX: C Questionnaire Distribution

Date		Name of Event	Venue
1-4 Dec 05	1	Bonjour French Fair 2005 Bonjour	QSNC
		Aquitaine	C
		Organizer: Sopexa (Thailand) Ltd., French	
		Embassy in Thailand: Economic Department	
8-11 Dec	2	Japan Food Fair 2005	QSNC
05		Organizer: JETRO Bangkok	C
		http://www.japanfoodfair.com	
22-25 Dec	3	Celebrating the 30 th Anniversary of	QSNC
05		diplomatic relation between Thailand &	C
		China.	
		The 4 th Thailand & China commodity fair and	
		economy & trade cooperation conference	
		Organizer: CM Organizer Public Co., Ltd.	
6 Jan 06	4	1 st International CAD CAM Zirconium	QSNC
		Seminar	C
		Organizer: Art Dental Co. Ltd	
18-20 Jan	5	9 th Bangkok Symposium on HIV Medicine	QSNC
06		Organizer: The HIV Netherlands, Australia,	C
		Thailand Research Collaboration	
		http://www.hivnat.org/bangkoksymposium/	
22-24 Feb	6	Thai RFID Summit 2006	QSNC
06		Organizer: Ministry of Information and	C
		Communication Technology, Software	
		Industry Promotion Agency	
		(Public Organization)	
		http://www.thailandrfidsummit.com	
2-5 Mar 06	7	TAT Consumer Fair 2006	QSNC
		Organizer: Tourism Authority of Thailand	C
18-21 Dec	8	The 4 th China Commodities Fair (Bangkok)	BITE
05		2005 & Economy and Trade Cooperation	C
		Conference	
		Datai International Group (Thailand) and	
		China Council for the Promotion of	
		International Trade Sub- Council of General	
		Industry	

Date		Name of Event	Venue
14-22 Jan	9	Bangkok Furniture Show 2006	BITE
06		The collection of high and modern	C
		technology of furniture	
		Organizer: World Fair Co., Ltd.	
9-12 Feb	10	Thailand Industrial Fair 2006	BITE
06		Big Sale on industrial product.	C
		Organizer: T.B.P. Publication	
2-5 Mar 06	11	HI-FI Show 2006	BITE
		The new phenomenon in Thailand's audio	C
		circle of antiques	
		http://www.gmmmultimedia.com	
30 Nov to	12	Glasstech Asia 2005	IMPA
2 Dec 05		Incorporating Hollow Glass Asia 2005	CT
		The 5 th international Glass products, glass	
		manufacturing, processing & materials	
		Exhibition and Conference.	
		Organizer:	
		1. Conference & Exhibition management	
		services Pte., Ltd	
		http://www.glasstechasia.com	
		2. Production Service and Management Co.,	
		Ltd.	
		http://www.pmsco.org	
1-12 Dec	13	22 nd Thailand International Motor Expo	IMPA
05		Organizer: Inter-Media Consultant Co., Ltd.	CT
		http://www.auto info.co.th/motorexpo/2005	
2-11 Dec	14	Made in Thailand 2005 (MIT2005)	IMPA
05		The largest Exhibition on Thai	CT
		quality product that made by Thai	
		people, such as Food & Beverage,	
		Fashion, health& beauty, home	
		living, electronic and auto part	
		Organizer: Department of Export Promotion	
		Ministry of commerce, Royal Thai	
		Government	

Remark: QSNCC = Queen Sirikit National Convention

Center

BITEC = Bangkok International Trade

and Exhibition Center

IMPACT = Impact Exhibition Center

APPENDIX: D The Interview Questions

- 1. The situation of MICE industry in Thailand.
- 2. The problems and limitations in organizing the conventions.
- 3. The role and ability of the venue to act for development support the MICE industry in Thailand.
- 4. The SWOT analysis of venue facilities and its abilities.
- 5. The factors influence the choice of convention site selection.
- 6. Other suggestions regarding to improve and develop the MICE industry in Thailand.

APPENDIX: E

QUESTIONNAIRE - PARTICIPANT/VISITOR

Meeting, Incentive, Convention and Exhibition Industry in Thailand:

An Assessment of Convention and Exhibition Centers in Bangkok

The purpose of this questionnaire is to collect the data for a **Graduate Thesis** in the Master of Business Administration Program in **Hospitality and Tourism Management** (International Program), Faculty of Service Industries at **Prince of Songkla University**, Phuket Campus.

The aim of survey is to assess the MICE facilities in order to measure the potential of the industry and also provide the best practice recommendations in order to maintain its competitiveness in international market.

The researcher would like to express the special thanks for your kind cooperation and your valuable time in completing this questionnaire. (The study is for academic purpose only)

- 1. Personal Information
- 2. Visit to Thailand
- 3. Satisfaction Measurement and Recommendation
- 4. Trend of future trip to Thailand

		1							
	Mr. Pavit Tansakul (Research								
Note: Please	✓ check in the	☐ which corresponds to your							
answer.									
Part I: Profil	le of Participan	t							
1. Nationality	<i></i>	•••••							
2. Gender	Male	☐ Female							
3. Age	years								

4. O	ccu	pation		
		Professional / Freelance		
		Administrative / Manager	ial I	Executive
		Clerical, Salesman or Con	nme	ercial Personnel
		Labor, Production or Serv	ice	Workers
		Government / State Enterp	oris	e Officer
		Others (Please Specify)	• • • • •	
5. N	atu	re of Business		
		Automobile &		Heavy Industry /
		Accessories		Construction
		Chemical / Cosmetics		Household Products
		Communication (TV/Radio)		Insurance / Assurance
		Computer		Office equipment
		Electronics / Electrical Appliances		Petrol /Oil
		Fashion & Accessories		Pharmaceutical / Medical
		Finance / Banking		Photo / Camera
		Food and Beverage		Publication / Printing
		Garment		Others
6. Y		are visiting the exhibition to Make contract / Visit Sup		r / Customer
		Purchase products		
		Gather Information		
		Attend conference		

☐ Others (please Specify)
 Part II: Visit to Thailand 7. What are the motivating factors for you to participate in this conference? ☐ Topic is in the interest
☐ Organization/ company instruct to join
☐ Usually take participation
☐ Thailand is an attractive venue
☐ To get together with friends
☐ The convenience of MICE facilities
☐ Others (Please specify)
8. Duration of staying in Thailand days

9. How many accompanying persons are traveling with you?Traveling alone
☐ I traveling with my colleague (s)
☐ I traveling with my relative (s)
10 Duration of participation in the conference / exhibition

Part III: Satisfaction Measurement and Recommendation

Please rate your level of satisfaction for each of the following items by using the following

5-point rating scale:

day(s)

(5=Very Satisfied, 4=Satisfied, 3=Neutral, 2=Unsatisfied, 1=Very Unsatisfied)

	Item	5	4	3	2	1
11. Registration	- Terms and Conditions					
	- Communication					
	- Price and Fee					
12. Immigration	- Speed					
	- Hospitality					
13. Customs proce	e - Convenience / Flexibility					
	- Hospitality					
	- Regulation					
14. Vehicle	- Between airport and hotel					
	- Between hotel and venue					
15. Local Transpo	rtation					
16. Hotel and Acc	ommodation					
	- Easy to access					
	- Service and Hospitality					
	- Safety and security					
	- Comfortable					

_			
- Hygiene and sanitation			
standard			

Item	5	4	3	2	1
17. Vent - Location					
- Ease of access					
- Convention rooms					
- Breakout meeting rooms					
- Atmosphere and ambiance					
 Interior and exterior decoration 					
- Dining rooms and restaurants					
- Audiovisual equipments					
- Space and capacity					
- Level of service and hospitality					
- Staff service's quality					
- Public telecommunication					
- Announcement and signage					
- Safety and security					
- Hygiene and sanitation standard					
- Parking lots					
- Toilets and restrooms					
- Overall rating for Venue					
18. Tourist Attraction spots					
19. Souvenir shop/ Shopping					
20. Currency exchange					
21.Overall rating					

(5=Very Satisfied, 4=Satisfied, 3=Neutral, 2=Unsatisfied, 1=Very Unsatisfied)

22.	What i	is your	major co	oncern	when	you	decided	to at	tended	L
the	meeting	g?								

23. What could be done to improve the MICE industry in Thailand and its facilities?

24. Other Comments (if any)	
-	

Part IV: Trend of future Trip to Thailand

25. How possible would you revisit Thailand as a tourist in the next 1,3,5,7 years

Years	Highly possib le	Moder ately possibl e	Hardl y possib le	Impos sible	If Impossible, why?
1 years					
3 years					
5 years					
7 years					

:: Thank you for your kind cooperation ::