



THE LEADING CORPORATE TRAVEL MANAGEMENT CONFERENCE FOR THE ASIA-PACIFIC

22 to 24 September 2020

Bangkok, Thailand | www.corporatetravelworld.com/apac

CTW
Asia-Pacific
Corporate Travel World



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OUR 2019 HIGHLIGHT VIDEO



CTW APAC 2020

CORPORATE TRAVEL WORLD (CTW)
ASIA-PACIFIC

CO-LOCATED WITH INCENTIVE TRAVEL &
CONVENTIONS, MEETINGS ASIA

Asia-Pacific's Only Doublebill Event in
MICE and Corporate Travel

23rd Edition of The Leading Corporate Travel
Management For The Asia-Pacific

Expect **more than 150** Corporate Travel
Professionals and **over 3000** MICE Professionals
Through IT&CMA in 2020

Validated **Bona Fide And Quality**
Corporate Buyers



WHY CTW APAC 2020

BENEFITS OF
CTW APAC



2-Day Programme

Mornings: Appointments and Business Meetings
Afternoons: CTW Conferences

Comprehensive Opportunities

Business, Knowledge
And Networking

Up to *100%*
Pre-scheduled
appointments

Innovative Buyer
Engagement
Platforms

Customised
Integrated Marketing
Solutions

Global Media
Exposure

WHY CTW APAC 2020

BENEFITS OF
CTW APAC



2-Day Programme

Mornings: Appointments and Business Meetings
Afternoons: CTW Conferences

The ***MOST
RELEVANT*** Travel
Management
Topics for Asia-
Pacific

Full-Fledged
Hosting
Programme

***Comprehensive
Opportunities***
Sourcing, Knowledge
And Networking

***Exclusive Corporate
Buyer Invites***
To Functions
(e.g. Luncheons, FAM
Trips...)



EXHIBITOR PROFILE

- Airlines and Airline Alliances
 - Car Rental Companies
- Coach, Car and Railway Operators
- Credit/Charge Card Companies
- Global Distribution Systems
 - Hotel & Resorts
 - Service Apartments
- Travel Management Companies
- Travel/Meetings Technology & Multimedia Companies

and more...

OUR EXHIBITORS & SPONSORS



and more...

CORPORATE BUYER PROFILE

Administration Managers
C-Level Managers
Category Managers
Contract Specialist
Corporate Marketing Managers
Corporate Travel Managers/Planners/Specialists
Executive Assistant
Finance and Accounts
Human Resource Managers
Indirect Procurement Managers
Operations Managers
Purchasing/Sourcing Managers
Vice President

and more...

OUR CORPORATE BUYERS

91% ASIA | 3% AUSTRALASIA | 1% AMERICAS | 5% OTHERS

Bank of America
Merrill Lynch

B | BRAUN
SHARING EXPERTISE

CBRE

Cordis
A Cardinal Health company



HERBALIFE



Johnson & Johnson

L'ORÉAL



abbvie



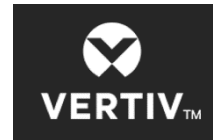
SIEMENS



CitiusTech



luxoft



accenture



Mashida
Healthy Water, Healthier Life

Manulife



TAVANT



VESTIAN

and more...

2020 SHOW HIGHLIGHTS

LEARNING & THOUGHT LEADERSHIP OBJECTIVES



CORPORATE TRAVEL CONFERENCE

From market outlook to technology, travel policies, supplier relationships and more. This conference comprehensively covers issues on the minds of corporate professionals.

CONFERENCE CONTENT AND THEMES*

- APAC Business Travel Market Outlook
- Artificial Intelligence in Corporate Travel
- Corporate Travel Community Clinic and Solutions
- Decentralization of Travel
- Future of Travel
- Hotel 2.0 Accommodation Trends
- Innovation In Corporate Travel
- Integrated Travel Management
- Managing Change and Innovation
- Managing Tech Disruption
- New Business Traveller Needs
- New Distribution Capability (NDC)
- Procurement Best Practices
- Peer-Sharing
- Redefining Travel Manager's Role
- Smart Procurement Trends
- Supplier-Direct Bookings
- Supplier Relationships
- Technology Adoption
- Tightening Travel Budgets
- Travel Policies
- Virtual Payments

** Final conference programme content is at the Organiser's discretion and is subject to change without prior notice.*

2020 SHOW HIGHLIGHTS

LEARNING & THOUGHT LEADERSHIP OBJECTIVES



DRESS DOWN FOR INSPIRATION ^{NEW}

Experience a thematic knowledge “festival” with parallel concurrent tracks on meaningful themes helmed by trendsetters in the industry.



GLOBAL CVB LEADERS DIALOGUE ^{NEW}

Fostering C-level conversations amongst destination leaders to facilitate peer knowledge exchange, information sharing and collaboration.



ASIAN MICE CRUISE CONFERENCE

Produced by TTGmice's award-winning editorial team, this is the only conference of its kind dedicated to ASIAN MICE Cruise.

2020 SHOW HIGHLIGHTS

BUSINESS & BRAND ACTIVATION OBJECTIVES



DOUBLE-BILL MICE AND CORPORATE TRAVEL EXHIBITION SHOWCASE

The only international events in the world with 2 distinct shows dedicated to delivering the best procurement potential for MICE and Corporate Travel suppliers.



STRUCTURED ON-SITE APPOINTMENT SESSIONS

Up to 100% pre-scheduled appointments with buyer profiles of your choice



MEET THE CORPORATES

Most efficient platform to meet IT&CMA suppliers, conducted in a speed-dating format with opportunities for introductions and exchanges.



CORPORATE EXCHANGE, EXCLUSIVELY THAILAND

Conducted in a similar format as "Meet-The-Corporates", a dedicated session exclusively for Corporate buyers to meet Thailand exhibitors.



BUYER PROCUREMENT SHOWCASE **NEW**

MICE, Association and Corporate buyers share their procurement requirements with relevant and interested destination and supplier leads.

2020 SHOW HIGHLIGHTS

NETWORKING & EVENT EXPERIENCE OBJECTIVES



SAY HI TO EVERYONE

A first reveal of attendees during this interactive ice-breaker. Get to know who's who before exhibition days begin and be on the look-out for delegate profiles you want to meet.



STICKY AWARDS LUNCHEON

Be in the running as one of the show's most memorable participants at this prize presentation lunch.



HOSTED LUNCHEONS & DINNERS

A rewarding platform to network and engage your target buyers in a captive session that is exclusively yours.



PRE & POST SHOW TOURS

Perfect for Corporates to better understand the destination and its services.

BUSINESS APPOINTMENT FORMULA

OUR PROVEN PRE-EVENT BUSINESS MATCHING SYSTEM

PSA (Pre-Scheduled Appointment) System

PHASE

1.

MID-AUGUST

Up to **60%** of your allotted appointments will be made via this online matching system. Exhibitors and buyers will submit their preferences before the stipulated deadline and the system will do a series of matches based on mutual, buyer and seller preferences. Appointments and time slots will be allocated.

PHASE

2.

SEPTEMBER

Online Diary Module

The **remaining 40%** of appointments will be fixed in the Online Diary portal where exhibitors are able to select their potential meets through the extensive list of buyers provided on a first-come-first-serve basis. Additions/rejections of appointments can be done here.

EXHIBITION PACKAGES

Price excludes Registration Fee of USD 800

NEW

	Shell Scheme Options In Blocks of 9sqm	Min. Size	Early Bird Rate Register By 31 December 2019	Standard Rate	Inclusions
Basic Shell	Standard *min. 1 side opening (more at organizer's discretion)	9sqm	USD \$7,695.00	USD \$8,100.00	9 sqm system wall partitions (3 x 3sqm) Fascia board with company name Reception Counter x 1 Carpet Round table x 1 Folding chairs x 2 Fluorescent lighting Wastepaper bin 5 amp power point x 1
	Corner *min. 2 side opening (more at organizer's discretion)		USD \$7,925.85	USD \$8,343.00	
	Island	36sqm	USD \$32,319.00	USD \$34,020.00	
Enhance Shell	Standard *min. 1 side opening (more at organizer's discretion)	18sqm	USD \$14,706.00	USD \$15,480.00	18 sqm system wall partitions (6 x 3sqm) Fascia tower with company name Reception Counter x 1 Carpet Round table x 1 Folding chairs x 2 Fluorescent lighting Wastepaper bin 5 amp power point x 1
	Corner *min. 2 side opening (more at organizer's discretion)		USD \$15,147.18	USD \$15,944.40	
	Island	36sqm	USD \$30,882.60	USD \$32,508.00	

EXHIBITION PACKAGES

Price excludes Registration Fee of USD 800

NEW

	Shell Scheme Options In Blocks of 9sqm	Min. Size	Early Bird Rate Register By 31 December 2019	Standard Rate	Inclusions
Raw Space	Standard *min. 1 side opening (more at organizer's discretion)	18sqm	USD \$14,364.00	USD \$15,120.00	N.A.
	Corner *min. 2 side opening (more at organizer's discretion)		USD \$14,794.92	USD \$15,573.60	
	Back to Back / Side to side *3 sides opening		USD \$14,938.56	USD \$15,724.80	
	Island	36sqm	USD \$30,164.40	USD \$31,752.00	

EXHIBITOR ENTITLEMENTS



Exhibitor Badges

Allow entry to exhibition and official event functions (except for functions hosted solely for buyers and media)

Additional badges may be purchased at USD 80 each



Company Profile Listing in the Show Directory

The listing will be made available to all delegates including media and hosted buyers. Take advantage of this to introduce your destination/product.



Sets of 32 appointments



Set of Log-in credentials for Pre-Scheduled Appointments (PSA) & Online Diary

Login access into the appointment scheduling system



Entry to CTW APAC and IT&CMA (By Exhibitor Badge)

SPONSORSHIP TIERS



Up to USD 9,999



USD 10,000
to USD 14,999



USD 15,000
and USD 19,999



USD 20,000
and above

BENEFITS

Pre-event Logo Exposure

- eDM
- Website
- Publicity Feature
- Show Directory



Onsite Logo Exposure

- Conference Slots
- Info Board



Full Hosting of Nominated Corporate Buyers

Subject to validation

1

2

3

4

Complimentary CTW APAC Conference Delegate Passes

1

2

3

4

SPONSORSHIP OPPORTUNITIES

DIFFERENTIATE | ENHANCE | BE VISIBLE

- In-Booth Activities
- CTW Conference Sessions
- Brand Showcase Presentation
- Speaking Slot
- Conference Track
- Hosted Luncheons/Dinners
- IT&CMA and CTW APAC 2020 Show Daily Feature



For rates, drop us an email at sales.ctwapac@ttgasia.com

ADVERTISING & ENGAGEMENT

For rates, drop us an email at sales.ctwapac@ttgasia.com

PRE-EVENT

- Publicity Feature
- Web Banners

ONSITE

- Speaking Slot
- Conference Track
- Meeting Room
- Transportation for Selected Delegates
- IT&CMA and CTW APAC Show Dailies

PREMIUMS & COLLATERALS

- Insertions or Seat Drops
- Thumb-drives
- Video Airtime Before Choice of Conference Session (1min)
- Lanyards
- Delegate Bags
- Conference Folder

HOSTED FUNCTIONS

- Networking Coffee Breaks
- Hosted Luncheon

ALLIED PREFERRED-BUYER PARTNERS (APBP) PROGRAMME

NEW

INVITE YOUR PREFERRED BUYERS* AND ENJOY BONUS BENEFITS!

Why:

- An opportunity to engage your preferred buyers on us
- Meet new quality buyer potentials from our global sourcing network

Who:

- Your preferred existing/potential buyers
- MICE, Association and Corporate buyer recommendations welcomed

**Preferred buyers will be prioritised for validation and hosting by the host committee.
Buyer registration fee applies for all confirmed buyers*

Get More Out of IT&CMA and CTW APAC 2020 By Being An APBP

For Exhibitors / Sponsors: sales.itcma@ttgasia.com

For other enquiries: buyers.itcma@ttgasia.com

**NEXT SLIDE FOR
FULL APBP BENEFITS**



ALLIED PREFERRED-BUYER PARTNERS (APBP) PROGRAMME

NEW

APBP BENEFITS

1. **More Platinum slots during PSA** that prioritises your meeting preferences at this system-matched appointment scheduling phase. (applies to APBP Exhibitors only)
2. **Earlier access to Online Diary** than other exhibitors, allowing you to select and request meets with your preferred buyers before anyone else. (applies to APBP Exhibitors only)
3. Comprehensive **hosting arrangements managed by IT&CMA and CTW Asia-Pacific team** including flight (sponsored / reimbursement) and accommodation for all your preferred confirmed buyers.
4. Option to **personalise your preferred buyers' experience by hosting them on your brand platforms**. (applicable for select travel arrangements such as flights, hotels, transfers etc...)
5. One **fully-hosted space for your company's representative to attend as a Group Leader**, once APBP agreement is fulfilled. (applies to APBP Non-Exhibitors only)
6. **Brand acknowledgement and exposure** on official website and event collaterals.



CORPORATE BUYER ENTITLEMENTS



Entry to **exclusive buyer only events** and all CTW Asia-Pacific and IT&CMA official events and functions



Pre-scheduled sessions with exhibitors



Round trip on economy class in and out of Bangkok



Access to **dedicated CTW Conference Sessions**



Complimentary **hotel accommodation**



Complimentary **airport transfers and local coach transfers** from official hotels to exhibition venue and official events / functions



Complimentary city tours (for international buyers only)



Participation in **post-show tours at special rates** (for international buyers only)

CORPORATE BUYERS' OBLIGATIONS

	BUSINESS APPOINTMENTS	MEET THE CORPORATES + CORPORATE EXCHANGE THAILAND	CTW CONFERENCES
FULLY-HOSTED	15	1	3
SEMI-HOSTED	15	1	3
TRADE	10	1	NA
THAI TRADE	6	1	NA



CORPORATE BUYER REGISTRATION FEE

**EARLY
BIRD
20% off**

- For all buyers who confirm participation by end April.
- Stand a chance to be featured in our marketing collaterals to enhance your presence during the show.

Buyer Type	Rates
Fully-Hosted Buyer	USD 150 (non-refundable)
Semi-Hosted Buyer	USD 150 (non-refundable)
Trade Buyer	Complimentary



Great Resource For Networking

Our networking coffee break allowed us to discuss the outlook and landscape of our business with colleagues, clients and prospective Corporate Travel Managers from various industries. This certainly helped strengthen us as a qualified and validated ground transportation network across the globe.



Christopher J Parker, Sales & Marketing Director

Opportunity To Educate A Focused Audience

As a 3rd year Gold Sponsor, CTW Asia-Pacific provided us with an opportunity to engage and build connections with players around the region. The pulse survey helped maximize our reach and provide an ideal platform to educate a focused audience on the extent of our accommodation solutions, how we work hard to stay abreast, and most of all strengthen our brand.



Marilyn Choong, Marketing Manager, APAC



Still The Region's Leading Event

CTW Asia-Pacific allows us to demonstrate our airline's strong partnership with CTW and strengthen our relationship with corporate travel buyers. As the leading travel management conference for the region, CTW gives us privileged access to travel managers, heightens our exposure, and helps us discover challenges and pain-points faced by CTMs through learning at the education sessions.



JAPAN AIRLINES

Shirley Yuen, Regional Director

EXHIBITOR TESTIMONIALS

Comfortable Range of Suppliers

I found the knowledge gained from the conference very interesting and worthwhile. The speakers were very experienced, and brought up points I had not considered before. This was a learning curve for me and I'm also looking forward to closing some deals with the exhibiting suppliers.



Tutt Bryant Group Limited, Australia
Sarita Verma, Executive Assistant

High Standard of Speakers

“Attending annually keeps me updated on travel trends, new terms and ideas through the pertinent topics. The line-up of speakers and conference sessions this year has been one of the best.”



Mazada Motors of New Zealand Ltd, New Zealand
Swee McGowan, Executive Assistant to MD

A Must-Attend For Any CTM

A great platform to connect with peers, learn new travel strategies and market trends, meet new suppliers, and access very knowledgeable professionals. The post-tour was a great way to further network, relax and get to know other industry professionals while exploring a new destination.

Tavant Technologies India Pvt Ltd, India
Usman E Gani, Manager – Facilities & Travel



CORPORATE BUYER TESTIMONIALS



CONTACT US

CTW APAC 2020

Main: +65 6395 7575 | Fax: +65 6536 0896

Email: sales.ctwapac@ttgasia.com | Website: www.corporatetravelworld.com/apac

TTG ASIA MEDIA PTE LTD

1 Science Park Road #04-07 The Capricorn

Singapore Science Park II Singapore 117528 | Co Registration No: 200003277C