

NEWSLETTER FROM
TICON GROUP

FORWARD

JULY-SEPTEMBER 2014 | ISSUE 3

TICON Expands
Its Project at
Asia
Industrial Estate
Suvarnabhumi

**Road to
Sustainability:**
Invest in Thailand –
Pave Your Way to
ASEAN

Number of
Golf Links in
the World, Japan
and Thailand

TPARK Spearheads Regional Expansion

ACROSS THAILAND





Mr. Virapan Pulges
Managing Director
TICON Industrial Connection Public
Company Limited

Message from the Managing Director

As political situation in Thailand has apparently moved in the right direction, TICON Group, the leading provider of top quality Ready Built factories and warehouses for lease, has experienced a robust recovery of the investment sentiment, especially among Japanese investors. Recently, Yokohama Industrial Development Corporation, IDEC, signed an MOU with TICON Group to provide support to Japanese SME businesses interested in setting up their production base in Thailand. In this regard, TICON is to provide information about factory rental and necessary utilities via seminars and factory visits for interested parties.

To expand its scope of service, TICON has developed projects to offer additional factory sizes, starting from 550 sq m onwards, to accommodate the SME demands. The first project is located at the Asia Suvarnabhumi Industrial Estate and it is expected to receive great feedback from customers in respect of the factories' top quality and design as well as the prime location near Bangkok for industrial operators.

Even though TICON Group has encountered impacts in various aspects, our focus remains on our planned business expansion with the key strategies of Availability of Ready Built facilities and strategic locations for industrial and logistics operators in all regions of Thailand. To date, over 722 rai of land have been acquired in 2014, all of which are in the pipeline of project development to offer top quality, Ready Built factories and warehouses to our customers.

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FamilyMart

Central FamilyMart Company Limited is the owner of the *"FamilyMart"* convenience store under the management of the Fast Moving Consumer Goods Group (FMCG) of Central Group. Currently, FamilyMart Company Limited in Japan is among the world's largest convenience store franchise chain with a network of 23,262 stores (as of December 2013). Most stores are mostly located in Japan, South Korea, Taiwan, China, and Thailand, respectively.



With Central Group as major shareholder, "FamilyMart" convenience store has managed the leverage of the Group's business diversity, with an aim to make the chain a strong contender in the convenience store industry. We are now ready to be the new top choice convenience store.

FamilyMart recently chose a warehouse of TPARK Sriracha as its distribution center for FamilyMart in the Eastern region due to its strategic location as well as the convenience of logistics and distribution to Eastern provinces.

FamilyMart in Thailand

Currently, there are a total of 1,110 FamilyMart. (as of July 2014)

Products and services

FamilyMart focuses on offering a complete range of products and fast and easy services to all clients. Besides the bill payment, our new stores offer dine-in counters for customers, making FamilyMart more than just an ordinary convenience store. In addition, we reach out to various targeted group; and we ensure constant development in respect of

quality and variety of over 500 own-brand products to ensure our customers find their favorite choices at FamilyMart among the following categories.

- 1) **FamilyMart Collection:** More than 100 Japanese quality products with friendly Thai prices
- 2) **Fami RTE:** Hot meals ready for serve such as grilled and steamed food, O-Deng, and so on.
- 3) **Fami:** Bakery, hot sandwich, chilled and frozen food
- 4) **Sweet+:** Desserts, snacks

Franchise business...

In 2014, FamilyMart plans its business into 80:20 proportion i.e. 20 % franchise business and 80% business under management of the Central FamilyMart Company Limited. We are offering a business opportunity for interested operators to access the worthwhile investment through our franchise business.

FamilyMart will provide close support throughout the franchise partnership period. This year, our focus is to expand the franchise business in Bangkok and vicinity, Chonburi - Pattaya, Phuket and Samui, in 3 models.

- 1) Investors have their own location.
- 2) The Company provides suitable location and stores.
- 3) Professional Manager for employees who would like to own business.



FamilyMart is ready to serve clients in all segments with cozy and homey ambience, just like we serve our own family! ■

TICON

Expands Its Project at

Asia

Industrial Estate

Suvarnabhumi

TICON GETS AHEAD AND LAUNCHES A NEW PROJECT AT ASIA INDUSTRIAL ESTATE SUVARNABHUMI IN RESPONSE TO DEMAND FROM AUTOMOBILE AND ELECTRONICS MANUFACTURERS. IN THIS ISSUE, FACTORY HIGHLIGHT GIVES READERS AN INSIGHT INTO TICON'S LATEST PROJECT.

The TICON project at Asia Industrial Estate Suvarnabhumi consists of several highlights, as follows:

Key Highlights

- The Project offers mini factories of 550 sq m or more for medium-sized manufacturers.
- The Project offers a prime location, connecting Bangkok with other significant ports in Thailand such as Suvarnabhumi airport, Lat Krabang Inland Container Depot Office, and major industrial estates.



■ The Project is situated in a strategic location for the automobile and electronics industries in Samut Prakan and Chachengsao provinces.

With its potential and possibilities, this TICON Ready Built factory project at Asia Industrial Estate Suvarnabhumi is another gem and source of pride for TICON. The first phase of Ready Built factories will be ready for service this coming September.



Key Highlights

Size: 107 rai
Total Factory Space: 67,400 sq m
Factory Sizes: 550 - 4,200 sq m
Floor Load: 2 Tons / sq m
Clear Height: 7 metres

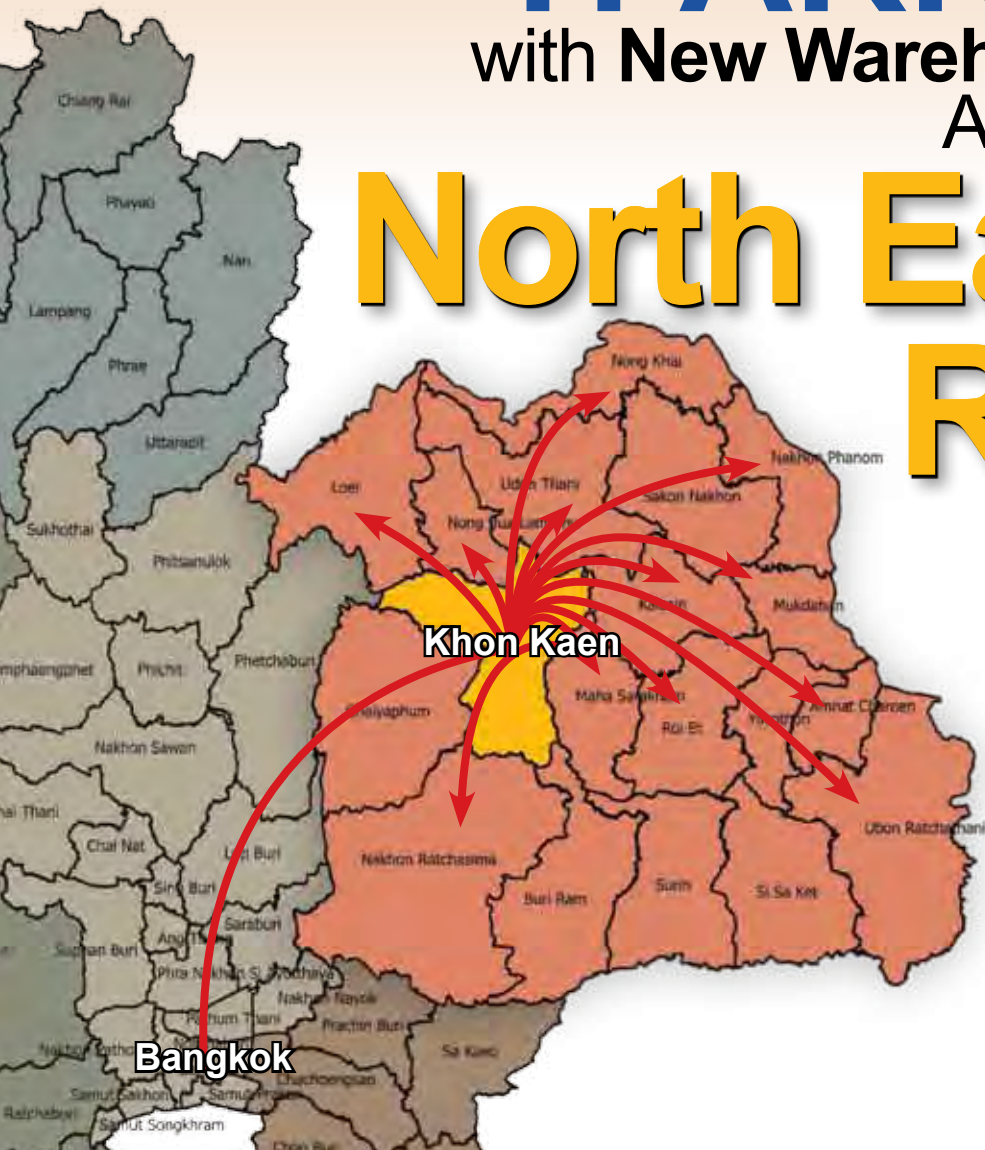


Distance from TICON Project at Asia Industrial Estate Suvarnabhumi (UNIT: Kilometer)

Locations	Distance (km)
Bangkok	35
Suvarnabhumi Airport	21
Don Muang Airport	65
Custom-Free Zone at Suvarnabhumi Airport	19.5
Bangkok Port (Klongtoey)	40
Ladkrabang Inland Container Depot Terminal	16.5
Laemchabang Port	100
Bangplee Industrial Estate	19
Bangpoo Industrial Estate	43
Ladkrabang Industrial Estate	27

TPARK Moves Ahead with New Warehouse Projects Across Thailand:

North Eastern Region



TPARK, the leading provider of high-quality, ready built warehouses for rent, has located the prime area in different regions of Thailand and purchased prime pieces of land for its Ready Built Distribution Center projects in the *North Eastern*, *Northern*, and *Southern* regions. In this issue, the Warehouse Spotlight proudly presents the TPARK Khon Kaen project, which will be ready for business in 2Q of 2015.



Khon Kaen Province – Thailand and ASEAN Logistics Hub

Khon Kaen province offers a competitive edge for logistics operations in the upper North Eastern region as it is convenient for businesses to distribute their products

THE THAI ECONOMY ENJOYS CONTINUOUS EXPANSION, AS REFLECTED IN THE GROSS REGIONAL PRODUCTS INDEX OR GRP, WHICH HAS RISEN EACH YEAR. THE INCREASE DERIVES FROM SEVERAL FACTORS, NAMELY THE HIGHER POPULATION AND THE GOVERNMENT POLICY TO PROMOTE INCOME DISTRIBUTION ON A REGIONAL LEVEL, LEADING TO RISING CONSUMER SPENDING AND CONSUMPTION. AS SUCH, VARIOUS INDUSTRIES, ESPECIALLY THE WHOLESALE, RETAIL, CONSUMER GOODS, AND CONSTRUCTION MATERIAL BUSINESSES ARE EXPANDING AT A FAST PACE IN RESPONSE TO THE GROWTH IN DEMAND. THESE OPERATORS ARE SEARCHING FOR PRIME LOCATIONS FOR THEIR LOGISTICS CENTERS TO ENSURE LOGISTICS LEVERAGE AND CONVENIENCE.



to other provinces in the region. Furthermore, it is the connection hub as per the East-West economic corridor (EWEC) to other ASEAN countries including Myanmar, Laos, Cambodia, Vietnam, and also China. Khon Kaen also houses a route connecting Vientiane with Nong Khai and Khon Kean provinces where a high-speed train agreement is in the pipeline so as to enhance the logistics efficiency.

In addition, there are around 1,800,000 people living in Khon Kaen province, which ranks No. 3 in terms of population density in the North Eastern region, behind Nakhon Ratchasima and Ubon Ratchathani provinces. (Information as of July 2014 by the Institute of Population and Social Research, Mahidol University)

The Top 5 Provinces with Highest Population in North Eastern Region

Rank	Province	Population (capital)
1	Nakhon Ratchasima	2,610,164
2	Ubon Ratchathani	1,836,523
3	Khon Kaen	1,781,655
4	Buriram	1,573,438
5	Udon Thani	1,563,964

Sources

- <http://www.bot.or.th/Thai/EconomicConditions/Thai/Northeast/Pages/index.aspx>
- www.nesdb.go.th
- http://www.ipsr.mahidol.ac.th/ipsr-th/population_thai.html



This is the reasoning behind TPARK's decision to select Khon Kaen province and to develop the TPARK Khon Kaen project as the distribution hub to neighboring provinces.

Project Details

Size: 173 rai

Total Warehouse Space: 136,364 sq m

Site Access: From Khon Kaen town – Nakhon Ratchasima province: Take the Mitrapab Road No. 2 and drive for 15 km., the Project is on the left side and adjacent to the Mitrapab Road at the junction of the Tha Phra Local Administrative Organization's office entrance.

The Next issue features the projects in the Northern and Southern regions. Stay tuned for more details of our projects! ■

Distance from TPARK Khon Kaen Project (Unit: KM)

Locations	Distance (km)
Muang Khon Kaen	15
Khon Kaen Air Port	20
Tha Pra Railway Station	5.6
Muang Mahasarakham	64
Muang Kalasin	96
Muang Roi Et	105
Muang Nong Bua Lumphu	130
Muang Udon Thani	137
Muang Yasothorn	173
Muang Korat	174
Muang Nongkhai	189
Muang Loei	219
Muang Amnat Charoen	229
Muang Mukdahan	259
Muang Ratchathani	276
Muang Nakorn Phanom	311



Mr. Takashi Fuse
Advisor
TICON Logistics Park Co., Ltd.

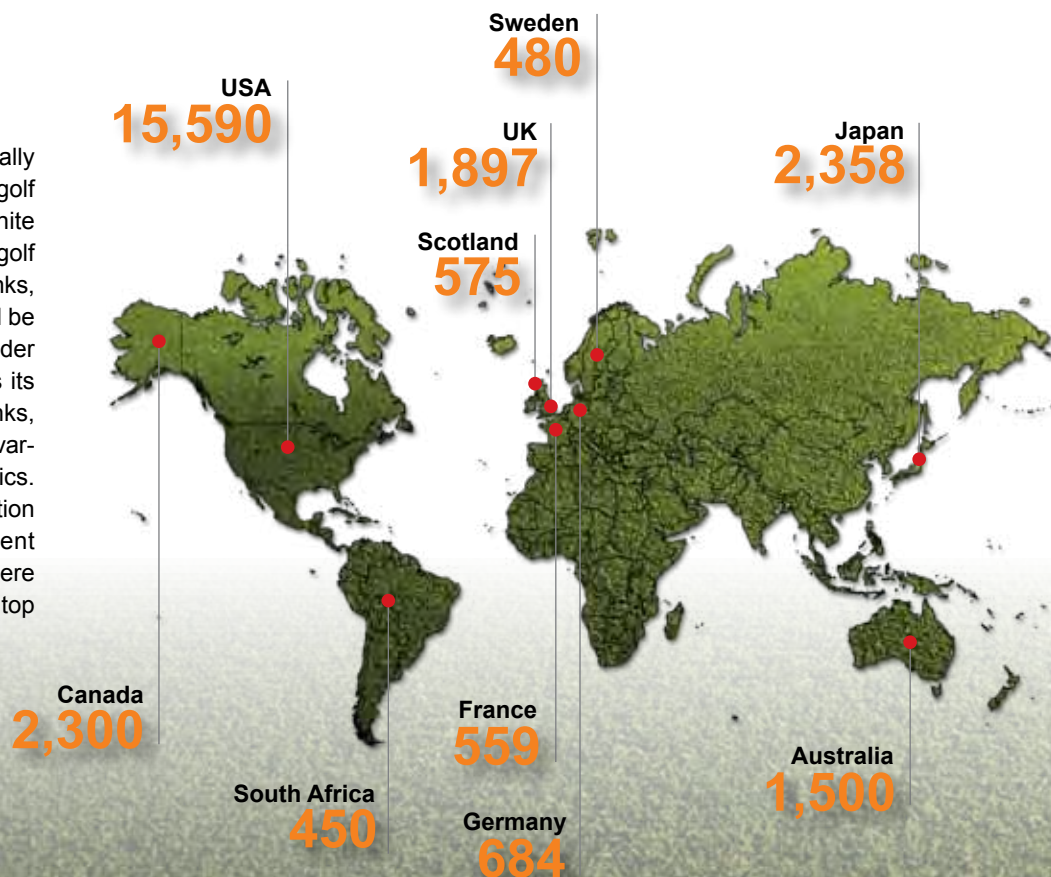
Number of Golf Links in the World, Japan and Thailand

MANY JAPANESE BUSINESS PEOPLE LOVE PLAYING GOLF. SO, I'D LIKE TO GIVE YOU SOME INFORMATION ABOUT THE NUMBER OF GOLF LINKS IN THE WORLD, JAPAN AND THAILAND, WHICH MAY BE NEW TO YOU. THIS COLUMN IS SPLIT TO TWO PARTS AND THE FOLLOWING IS ITS FIRST PART. SECOND PART WILL BE PRINTED IN THE NEXT ISSUE OF "FORWARD".

Number of Golf Links in the World

It seems that there is no internationally established definition or standard for golf links. For instance, there is no definite specification to determine if a 9-hole golf links should be classified as one golf links, or 27-hole or 36-hole golf links should be counted as 1 or 1.5 or 2 golf links. Under the circumstances, each country has its own standard when counting golf links, and therefore, the number of golf links varies depending on the data and statistics.

The information in the special edition of Japan's Gekkan Golf Management magazine for August 2008 says that there are 32,000 golf links in the world and top



10 countries are: USA (15,590), Japan (2,358), Canada (2,300), UK (1,897), Australia (1,500), Germany (684), Scotland (575), France (559), Sweden (480) and South Africa (450).

However, the number differs in Wikipedia, which says that there are 35,112 golf links in the world, 17,672 of which are in the USA, 2,752 in UK and 2,442 in Japan. Japan's Gekkan Golf Management magazine says that there are 500 golf courses in China, but Wikipedia has no data about China. Gekkan Golf Management magazine lists separate numbers of golf links in each of England, Scotland and Ireland (141) while the Wikipedia shows that of England only.

To my regret, the latest information available about the number of golf links is for 2008 only and I was unable to find any other data or statistics in 2009 and thereafter.

Number of Golf Links in Japan

It is no surprise that the country like the USA with its vast flat land and large number of population of golf players has many golf courses. The same goes for countries with plenty of plains like UK, Canada and Australia.

In contrast with this, it is a surprise that Japan having very limited flat land has as many as about 2,400 golf links which is ranked No. 2 or No. 3 in the world. Because of limited flat land, many



Japanese golf links are built in mountainous and hilly land, which is not necessarily suitable for golf links, by leveling land or filling valleys like a big-scale civil construction. Therefore, many of the links have doglegs, out of bound or penalty zones, uphill and downhill and it's hard to find flat and straight golf links in Japan except in Hokkaido prefecture where more flat land is available than other prefectures. Because of steep slope or elevation gap between the holes, some of the links have escalators or monorails to transport golfers and golf gears from a hole to the next. Foreigners who first visit these golf links are excited and enjoy their "first-time experience", as if they visit an amusement park.

Now, let's see the number of golf links in different prefectures in Japan. Based on the number of golf links registered in "Golf

Digest Online" as of June 2013 which is the most renowned golf course reservation website, Hokkaido has the most golf courses in Japan – a total of 169, followed by Hyogo prefecture (159) and Chiba prefecture (155), while the rest of the top 10 are Tochigi (137), Ibaraki (125), Shizuoka (91), Gifu (88), Saitama (85), Gunma (79) and Mie (79). Among the top 10, five prefectures are in the prefectures surrounding Tokyo. The prefectures with the least golf links are Fukui, Shimane and Kochi with only 11 golf courses each.

There is a lot of golf links in Chiba prefecture (where I was born and am living) for its land size. Hyogo prefecture has 159 golf courses in its total area of 8,395 sq. km, while Chiba has similar number of golf links of 155 in a total area of 5,156 sq. km, 60% of Hyogo prefecture. Narita Airport is located in this prefecture and you can see a lot of golf links below from airplane at taking off and landing. It is probably because Chiba offers comparatively warm climate through the year and also is not far from Tokyo, reachable by Tokyo Bay Aqua Line Road connecting Metropolitan area and the prefecture by bridge and tunnel.

The highest number of golf links of 2,460 was recorded in 2002. However, because of decrease of golfer population and bankruptcy caused by price competition, 129 golf links were closed down during 11-year period of from 2003 to 2013 and 2,331 golf links were operating in 2013. This is the registered number in the "Golf Digest Online" website and the actual number will be around 2,400 if the unregistered golf links are included. ■

"the USA with its vast flat land and large number of population of golf players has many golf courses. The same goes for countries with plenty of plains like UK, Canada and Australia. In contrast with this, it is a surprise that Japan having very limited flat land has as many as about 2,400 golf links"

(To be Continued)

In Comparison:

PFund vs REIT



Mr. Samart Russameerojwong

Chief Investor Relation
TICON Industrial Connection Plc.

Today's investment pattern and direction have shifted following the diversity of investment options. Those who are familiar with investing in mutual funds and real estate now have alternatives as they can allocate their investment to property funds or PFUND, which is a combination of mutual fund and real estate investments. However, new investment options are constantly being developed and among them is the Real Estate Investment Trust or REIT, recently introduced to the Thai capital market. The year 2014 therefore marks the first year for REITs to be launched in Thailand.

Although both entities invest in real estate, REIT and PFUND are different in several aspects. To ensure the best interests, investors should be aware of the following information prior to making investment decisions.

A COMPARISON BETWEEN PFUND AND REIT FEATURES

PROPERTY FUND	REAL ESTATE INVESTMENT TRUST
The entity is a juristic person by law	The entity is a trustee, which is not considered a juristic person by law
The Fund is established by an Asset Management company, which is also responsible for public offering and management of the Fund, with a Trustee as Fund Supervisor and Safekeeping Agent.	The Trust is established by a REIT Manager, which is also responsible for public offering of trust units. The trust deed assigns the REIT Manager and Trustee as Supervisor and Safekeeping Agent.
The Fund is managed by a Property Manager, hired by an Asset Management company.	The Trust is managed by real estate experts.
The Fund offers limited choices in real estate investments.	The Trust offers a variety of choices in real estate investments, including overseas real estates.
The Fund is not entitled to initiate any real estate development.	The Trust is entitled to initiate real estate development at not exceeding 10% value of its total assets.
The Fund is entitled to obtain borrowings for investment in or development of any real estate at not exceeding 10% of its total assets.	The Trust is entitled to obtain borrowings for investment in or development of any real estate at not exceeding 35% of its total assets if there is no investment grade rating; or 60% when there is investment grade rating. Moreover, assets may be utilized as collateral.
25% of units are offered to retail investors while the small-lot-first approach is applied to ensure equitable unit allocation for retail investors.	Trust units are allocated to retail investors at not less than 20% of total trust units based on the registered trust certificates.
A person or group of persons shall not hold more than one-third of total fund units.	A person or group of persons shall not hold more than 50% of total fund units.
An Annual General Meeting of Unit holders is not required to be held.	An Annual General Meeting of Unit holders is required to be held within 4 months of the end of accounting year.
Approval of unit holders for acquisition or disposal of assets is not required.	Approval of unit holders for material transactions is required.
There is no requirement on free float.	Total free float shall not be less than 15% of total trust units.
Registered corporate investors holding fund units 3 months prior to, and subsequent to, the date of dividend payment, are exempt from including the dividend as income for corporate income tax calculation.	Registered corporates are required to include the dividend as income for corporate income tax calculation.
Non-Thai individuals and/or juristic persons are exempt from withholding tax deduction.	Non-Thai individuals and/or juristic persons are subject to withholding tax deduction at 10% of dividend amount.

Any investments contain different advantages and disadvantages and no investment is absolutely perfect. However, each investment is likely to better suit one investor than another. Such compatibility can be identified by in-depth consideration of investment background as well as other personal information of each investor. In conclusion, investors should explore and choose their best investment options to enjoy sound returns of which the related risks suit their appetite. ■



TICON



ATS Division Co., Ltd.

ATS Division Co., Ltd. is an Italian air dryer manufacturer used for air compressors. ATS Division has leased TICON factory with an area of 1,800 sq m inside Hemaraj Chonburi Industrial Estate in order to manufacture their products.



Geoclima Asia Co., Ltd.

Geoclima Asia Co., Ltd. is Italian HVAC machines producer, used in many different fields (civil buildings, data centers, industrial plants etc). Recently, Geoclima Asia has leased TICON factory with an area of 1,800 sq m inside Hemaraj Chonburi Industrial Estate in order to serve their manufacturing process.



Mackay Rubber (Thailand) Co., Ltd.

Mackay Rubber (Thailand) Co., Ltd. is a manufacturer of engineered rubber components for automotive and other industries from Australia. Mackay Rubber decided to lease TICON factory with an area of 2,250 sq m inside Amata City Industrial Estate in order to operate manufacturing process.

TPARK



Cargo-Partner Logistics Ltd.

Cargo-Partner Logistics Ltd. is the leading logistics provider from Austria, offering transportation and integrated logistics solutions for general cargo. Recently, Cargo-Partner Logistics leased TPARK warehouse with an area of 1,700 sq m inside TPARK Laemchabang 1 in order to serve logistics operation to their customers.



DHL Supply Chain (Thailand) Ltd.

DHL Supply Chain (Thailand) Ltd. is the global market leader for contract logistics solutions offering road freight transport and end-to-end supply chain management across various industry sectors. DHL Supply Chain has leased additional units of TPARK warehouses with total area of 76,586 sq m inside TPARK Wangnoi 2 and TPARK Bangplee 2. Currently, DHL Supply Chain has total area of rental TPARK warehouses of approximately 106,588 sq m in Bangna, Bangplee Wangnoi and Eastern Seaboard area.



Johnson Controls & Summit Interiors Limited.

Johnson Controls & Summit Interiors Limited is an American automotive parts manufacturer, providing automotive seating, overhead systems, floor consoles, door panels and instrument panels. Johnson Controls & Summit Interiors decided to lease TPARK warehouse with an area of 2,016 sq m inside TPARK Eastern Seaboard 1 (B).



Tokai Inter Trading Co., Ltd.

Tokai Inter Trading Co., Ltd. is a Japanese automotive seats and car seat cover manufacturer under Tokai Trim Group. Recently Tokai Inter Trading leased TPARK warehouse with an area of 2,600 sq m inside TPARK Eastern Seaboard 2 (A) for storing their products.



In this issue, Property Highlight is taking our dear readers to explore a TICON project which is enjoying great attention from many businesses. The project in the hot spot is TICON's Ready Built factories in [Amata City Industrial Estate](#). The project offers a prime location for all supply manufacturers for the automobile industry, since several leading automobile manufacturers are situated in this Estate. In addition, this TICON project is only 25 km. away from Laemchabang Port and therefore provides a great location for import and export businesses. Two key highlights of the project are that it is in a flood-free zone and it is surrounded by other chief Industrial Estates. To accommodate the rising demand from our clients, TICON is constructing an additional 10,000 sq m of space, which will be ready for service by the 4th Quarter of 2014.

[Available Buildings](#)

Location: Amata City Industrial Estate

General Zone

Factory sizes: 1,925 - 5,700 sq m.

Floor Load: 3 Tons / sq m.

Clear Height: 7 meters

For more information or a site visit, please call:



Tel: +66 (0) 2679 6569

Email: marketing@ticon.co.th
or info@ticon.co.th (Japanese)



**Check
Available Buildings
here!**

If you are looking for high-quality, Ready Built warehouses near the Amata Nakorn Industrial Estate, we proudly present [TPARK Phan Thong 1](#), which is highly suitable for logistics operations in the expanding automobile and electronics industries. TPARK Phan Thong 1 is only 2 km. away from the entrance of the Amata Nakorn Industrial Estate, Phase 7. As such, the Project is superb for warehousing products or raw materials prior to delivery to the production sites in the Industrial Estate and/or for storing finished goods for further distribution. We recommend you secure your preferred choice of warehouse before all the buildings are occupied!

[Available Buildings](#)

Location: Adjacent to the Phan Thong train station in Amphoe Phan Thong (2 km. from the Amata Nakorn Industrial Estate, Phase 7)

General Zone

Warehouse sizes: 2,000-7,800 sq m.

Floor Load: 3 Tons / sq m.

Clear Height: 10 meters



For more information or a site visit, please call:



Tel: +66 (0) 86342 9669

Email: logistics@ticon.co.th



**Check
Available Buildings
here!**

TICON and TPARK Announced H1 2014 performance H2 Aggressively Move Ahead with Baht 8,000 Million Investment



Recently, TICON Group comprising TICON Industrial Connection Plc. (TICON) and TICON Logistics Park Co., Ltd. (TPARK), the leading developer of factories and warehouses for lease in Thailand, led by Mr. Virapan Pulges (left), Managing Director of TICON and Mr. Patan Somburanasin, Managing Director of TPARK, announced key performance for the first half of 2014.

TICON Group's net profit as of 30 June 2014 totals Baht 149 million. The group aggressively moved ahead with the expansion of Ready Built Factories and Warehouses space for rent and expects to spend Baht 8 billion within end of 2014 as planned to prepare for increasing demand resulting from the improved political situation and the upcoming AEC which will be fully implemented in 2015. Construction of TICON's Ready Built Factories in the first half 2014 totals 100,000 sq m while construction of TPARK's Ready Built Warehouses totals 250,000 – 300,000 sq m. The Group foresees significantly higher growth of rental factory and warehouse business in the 2nd half due to regained investors' confidence in Thailand and recovery of economic situation. ■

TPARK Spearheads Regional Expansion of Logistics Parks in NorthEast, South and North of Thailand



Mr. Patan Somburanasin (left), Managing Director and Mr. Tan Jitapunkul, General Manager of TPARK or TICON Logistics Park Co., Ltd., the leading logistics warehouses

and facilities developer for lease in Thailand, recently held a press briefing to announce business expansion plan to all regions of Thailand. With an investment budget of Baht 3.6 billion within 3-5 years, the company has already started development of logistics park in Khon Kaen province and will proceed to Surat Thani and Lamphun provinces. Construction of the three projects will add over 300,000 square meters more to TPARK's total warehouse space for rent. Rentable space in the regional locations will be available starting 2nd quarter of 2015. TPARK also plans for overseas investment to serve the economic and industrial growth of ASEAN countries following the AEC due to be effective in 2015. The company has conducted feasibility study of ASEAN countries such as Indonesia, Cambodia, Lao PDR, Myanmar and Vietnam and is likely to invest in Myanmar and Vietnam. ■

TICON Supports Japanese SMEs to Invest in Thailand

TICON Industrial Connection Plc (TICON), the leading developer of high quality Ready Built and Built to Suit factories for lease in Thailand, signed a memorandum of understanding (MOU) on July 8th 2014 with Yokohama Industrial Development Corporation (IDEC) to support Japanese SMEs in expanding their business to Thailand. Under the MOU, TICON will provide information on factory rental and how to set up manufacturing facilities in Thailand via a series of seminars to be organized by IDEC for SMEs in Japan, followed by site visits of

Factory-for-Rent projects in Thailand. The cooperation is aimed at helping Japanese SME manufacturers in the automotive, electronics, electrical appliances and plastics industries who are interested in investing in Thailand.

IDEC is Japanese organization supporting small and medium sized enterprises in Japan to establish their businesses internationally and provide management consultation and solutions to business challenges. ■



TPARK joins hands with Demco in Solar Rooftop Project

TPARK or TICON Logistics Park Co., Ltd. - Thailand's leading developer of logistics warehouses and facilities for lease, recently signed a Memorandum of Understanding with Demco Public Company Limited or Demco – Thailand's leading Electrical Engineering Contractor, to operate Solar Rooftop Projects at TPARK Sriracha, TPARK Laemchabang 2 and TPARK Bangna. The projects aim to install the Photovoltaic Panel or Solar Cell on warehouse rooftops covering a total space of 9,900 sq m. with a capacity to produce 953.36 kilowatts of electricity. The power from the project will be supplied to Provincial Electricity Authority (PEA) under the Feed in Tariff (FIT) of 6.16 baht for a period of 25 years. Construction of the Photovoltaic Panel is expected to be completed by the 3rd quarter of 2014. ■

Road to Sustainability: Invest in Thailand – Pave Your Way to ASEAN



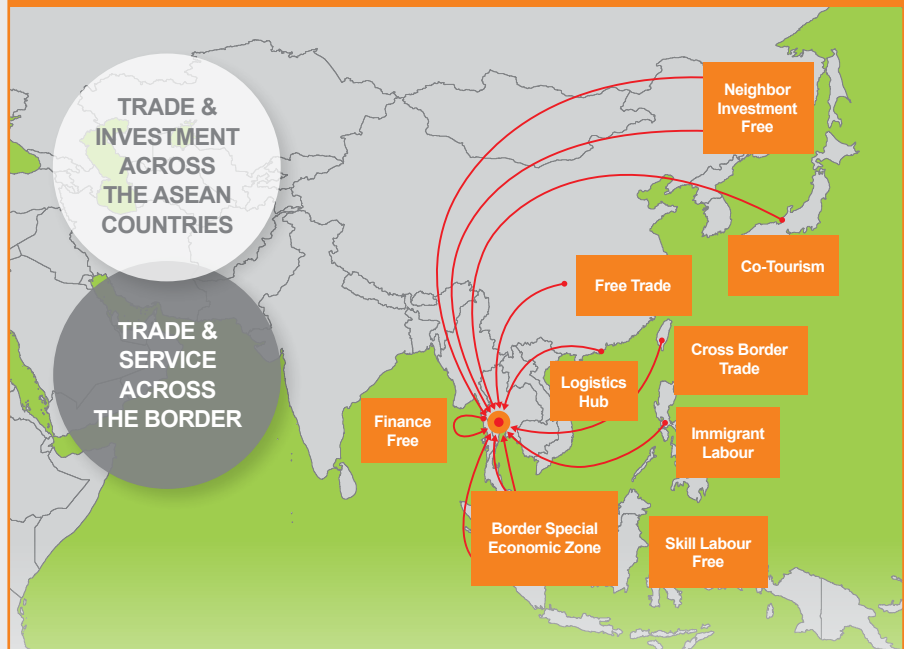
The ASEAN official commencement is approaching, leaving a limited timeline for Thai businesses to ensure proactive and defensive preparedness at the dawn of 2015. During such period, the issue of “competitiveness” has been emphasized in various aspects and intensified by media focus on the readiness of Thailand, especially the Thai economy, which inevitably involves the industrial sector.

It is without doubt that the Thai industrial sector has been driven forward by the capability and strength of Thai and foreign business operators and investors. Having said that, the “readiness” in question would therefore derive chiefly from the readiness of the “operators” and strengthened by the keen support of the public sector.

The reasons that Thailand maintains its charm as a “prime investment location” will be further elaborated, but first, let’s go through an overview of the ASEAN economic forum.



ASEAN Community: Stabilized, Prosperous, and Hospitable



Based on the above chart, the ASEAN Economic Community or AEC, with which we are now familiar, would bring about numerous advantages to the Thai industrial sector as follows:

- 1. Reduction and removal of tariffs to 0%,** except those imposed on sensitive and highly sensitive goods of 6 ASEAN countries, including Thailand, in 2010 while those of the CLMV countries will become effective in 2015. Trade barriers will be lifted and ASEAN will enjoy its leverage as a powerful single market while Thailand stands to gain 22.7% increase on international trade (from 20% in 2009).
- 2. Production costs will be lower due to cheaper raw materials** and intermediate goods for production.
- 3. Investment opportunity is optimal** as a result of capital account liberalization.
- 4. Capability of Thai operators is enhanced** due to co-utilization of resources / business alliance with other ASEAN countries.
- 5. Thailand enjoys a greater leverage in the global trade arena.**

(To be Continued)



Nava Chai Had Restaurant



In this issue, seafood lovers will be super pleased as we take you to a long-established restaurant, famous for its scrumptious tastes and fresh ingredients. “Nava Chai Had Restaurant” is on the Kao Kilo Road. The restaurant offers air-conditioned as well as open-air spaces. Whenever you visit the TPARK Laemchabang 1 or 2 Projects, swing by Nava Chai Had Restaurant for a gourmet’s delight, especially the seafood, which is served in a variety of styles, including Japanese sushi and sashimi dishes.

The can’t-miss dishes include *Pla Muek Nueng Manao* –



fresh and firm squid in tasty sour and spicy lime soup, *Hoi Jor Pu* – a thin and crispy roll with crab stuffing, *Hoi Shell Pud Noey* – Sautéed scallop with butter, and many other dishes like *Mor Fai Kang Som Kai Pla Riew Siew* (Fish egg in sour and spicy tamarind paste soup), *Tom Yum Yen Ta Fo Seafood* (Chinese spicy pink soup with seafood), *Pud Cha Talay* (Fried seafood with spicy herbs), *Pu Nim Tod Krob* (Deep fried soft-shell crab), *Pla Gao Tod Gratiem* (Fried grouper fish with garlic), *Hoi Wan* (Grilled Spotted Babylon). Finish the yummy meal with some *shaved ice with syrup*.

TASTE ★★★★★
PRICE ★★★★★
AMBIENCE ★★★★★

NAVA CHAI HAD RESTAURANT

Open daily
from 11:00 to 22:00

Location: Near TPARK Laemchabang 1 and 2

Address: 100/1-2 Moo 3 (Kao Kilo Road) Tambon Surasak, Amphoe Sriracha, Chonburi province 20110

Tel. 081-649-7380



☒ Yes ☐ No

Don't forget to inform the restaurant that you heard about the venue from FORWARD newsletter to enjoy the 5% discount. ■

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