

NEWSLETTER FROM  
**TICON GROUP**

# FORWARD

JANUARY-MARCH 2015 | ISSUE 5

**TICON** Expands  
Factory Project in  
**Amata City  
Industrial Estate**

in Line with  
Demand Surge

**Bangkok:**  
Hub of  
Thai Logistics  
and AEC

Investment in  
Thailand in 2014

**Filing Tax Credit**  
on Dividend Income

## Let's Take a Tour to **TPARK Wangnoi 2**

**Strategic Location  
For Distribution Centres**

Across Thailand

## Message from the Managing Director



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

In early 2015, TICON Group launched our first fund of the year called "TICON Freehold and Leasehold Real Estate Investment Trust" ("TREIT"). Assets from the sale of properties will be used to acquire more land and for the development of new factories and warehouses. This year, the Group aims to expand by a further 300,000 sq m of factory and warehouse space; 100,000 sq m of which will be allocated for factories while the other 200,000 sq m will be for warehouses, in both new and existing projects. Such expansion will ensure our readiness for market demand prior to the commencement of the AEC in January next year.

In 2015, the confidence of TICON Group in the ready-built factory and warehouse for rent market remains strong due to the continuous recovery of the overall economy and signals from investors in the automotive and electronics industries as more of these utilize Thailand as their production base.

TICON continues to drive forward with our key strength – the availability of strategic locations in all regions of Thailand, which is the core leverage that we offer to our customers. It is our absolute promise always to deliver the best quality to our clients.

ISSUE 5 JANUARY-MARCH 2015

# CONTENTS



### FACTORY SPOTLIGHT

TICON Expands  
Factory Project  
in Amata City  
Industrial Estate  
in Line with Demand  
Surge **4**



### WAREHOUSE SPOTLIGHT

Let's take a tour to  
TPARK Wangnoi 2:  
Strategic location  
for distribution  
centres across  
Thailand **6**

### PROPERTY HIGHLIGHT **3**

#### JAPAN CORNER **8**

Investment in Thailand in 2014

#### INVESTOR FOCUS **10**

Filing Tax Credit on Dividend  
Income

#### EVENTS NEWS **11**

### NEW TENANTS **11**

#### SPECIAL COLUMN **12**

TSUTA (THAILAND) CO., LTD.

#### COFFEE TIME WITH GURUS **14**

Bangkok:  
Hub of Thai Logistics and AEC

#### TAKE A BREAK **15**

Phu Tawan Restaurant

## FORWARD

#### Consultants

MR. VIRAPAN PULGES  
MR. TAN JITAPUNKUL

#### Executive Editor (English)

MS. HATAIKAN DUTTADINTORN  
MR. RUAIRIDH WATTERS

#### Executive Editor (Japanese)

MR. TAKASHI FUSE

#### Executive Editor /

#### Art & Design Director

MS. HATAIKAN DUTTADINTORN

#### Editorial Staff

MR. THANATDECH SIRIVORANAN

**TICON TPARK TMAN**

Published on Behalf of:

#### TICON GROUP

175 Sathorn City Tower, 13th Floor,  
Suite 1308, South Sathorn Road,  
Sathorn, Bangkok  
10120 Thailand

Tel: +66 (0) 2679 6565

Fax: +66 (0) 2679 6569

Email: [logistics@ticon.co.th](mailto:logistics@ticon.co.th)

[www.ticon.co.th](http://www.ticon.co.th)

Follow us on

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FOR THE FIRST ISSUE OF 2015, THE PROPERTY HIGHLIGHT COLUMN IS DELIGHTED TO BRING TO YOU GREAT FACTORY AND WAREHOUSE PROJECTS TO ENHANCE YOUR INSIGHT ON STRATEGIC LOCATIONS.

Let's begin with Ready-Built factories by TICON in some popular locations for the automotive industry, starting with the **Amata City Industrial Estate** in Rayong province. TICON has recently developed an additional 20,000 sqm. at this project in response to demand from manufacturers and operators seeking locations near Laemchabang Port. The extended phase is now ready for service.

Another interesting project is the **Rojana Industrial Park (Prachinburi site)**, which is located on highway 304 in Prachinburi province. The Project offers a suitable location for various industries, including the automotive and electronics sectors. Also, it is situated in a strategic area which offers great convenience for logistics and distribution of products to various regions throughout Thailand. Interested parties please contact us for a further site visit.

#### Available Buildings

**Location:** Amata City Industrial Estate

**Size:** 1,750 - 5,100 sqm.

**Floor Loading:** 3 tons / sqm.

**Clear Height:** 7 meters



**Location:** Rojana Industrial Park (Prachinburi site)

**Size:** 2,000 - 4,000 sqm.

**Floor Loading:** 2 tons / sqm.

**Clear Height:** 7 meters

**For more information or a site visit, please call:**



**Tel:** +66 (0) 2679 6565

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



Check  
**Available Buildings**  
here!



In this issue, we proudly present the **TPARK Sriracha** Project, which is located in a strategic location between the Amata Nakorn Industrial Estate and Laemchabang Port. The Project is highly suitable for logistics operators supporting the manufacturing industry as well as operators of distribution centers for import and export activities at Laemchabang Port. The Project is ready to be moved into and offers full-scale services.

#### Available Buildings

**Location:** Highway 7 (outbound) before Sriracha Tiger Zoo

**General Zone**

**Size:** 2,250 - 5,400 sqm.

**Floor Loading:** 3 tons / sqm.

**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

## Expands Factory Project in

# Amata City

## Industrial Estate

## in Line with Demand Surge

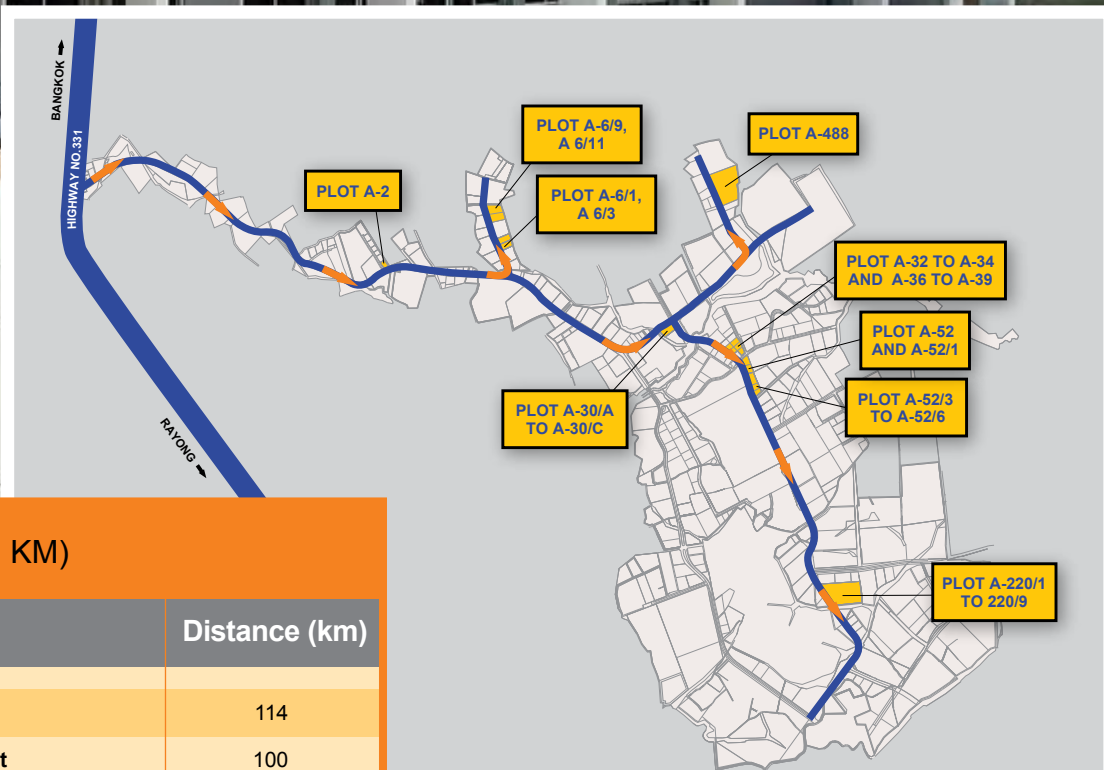
FACTORY SPOTLIGHT WELCOMES THE YEAR OF THE GOAT WITH A TRIP THAT TAKES READERS TO ANOTHER HIGHLY POPULAR PROJECT AMONG OPERATORS IN AMATA CITY INDUSTRIAL ESTATE.

**TICON's factory project** in Amata City Industrial Estate is located on Highway 331 in Rayong province, in the heart of the automotive industry in the East of Thailand. It is surrounded by various industrial estates and positioned near the Laemchabang Port. The Project has received overwhelming feedback and has full occupancy in most of its buildings. Therefore, TICON has decided to expand by an additional 20,000 sqm. of space to accommodate the surge in demand by automotive manufacturers. After completion, the Project will be offering over 120,000 sqm of available-for-rent factory space.

### Highlights

- TICON project is in a prime strategic area for the automotive manufacturing industry in Rayong province.
- The Project is near Laemchabang Port, which is also suitable for operations by importers and exporters.
- The Project has never suffered any floods.
- The Project is surrounded by several significant industrial estates.
- TICON offers Ready-Built factories in various sizes, and this provides total convenience for customers in search of fast-track business commencement; operators can save valuable time as they do not have to find the land and build a factory of their own.





### Distance (Unit: KM)

Locations	Distance (km)
Bangkok	114
Suvarnabhumi Airport	100
Don Muang Airport	142
Sriracha City	29
Pattaya City	36
Laemchabang Port	27
Hemaraj Chonburi Industrial Estate	7
Pinthong Industrial Estate 1	13
Pinthong Industrial Estate 2	12
Pinthong Industrial Estate 3	11

### Details of the Project

**Total factory space:** 20,000 sqm.  
(total space of the Project in Amata City Industrial Estate)

**Factory sizes:** 1,750 - 5,100 sqm.

**Floor Loading:** 3 Tons / sqm.

**Clear Height:** 7 meters



# Let's Take a Tour to **TPARK** Wangnoi<sup>2</sup>

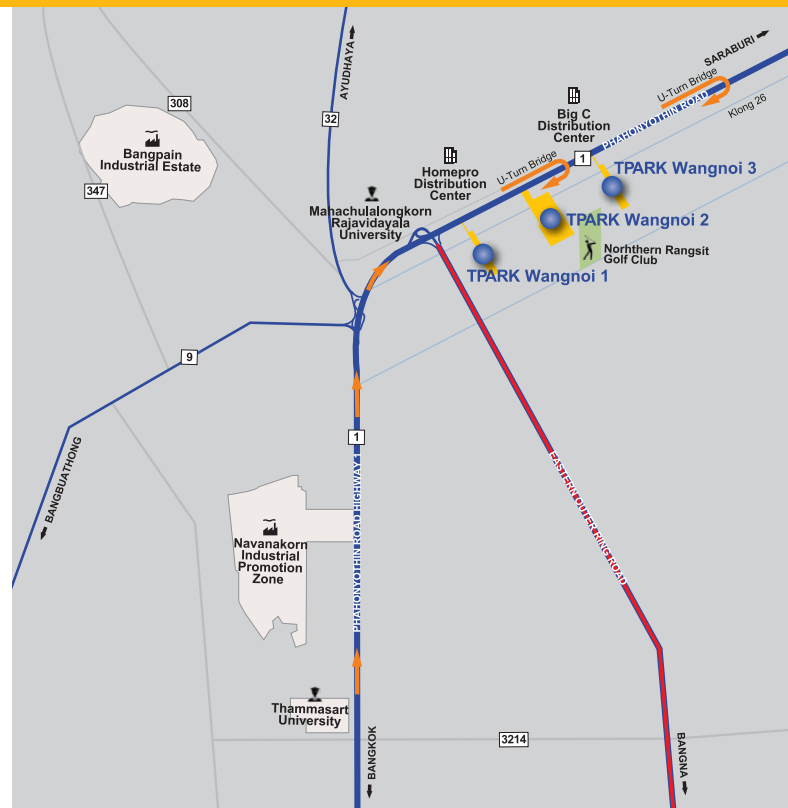
## Strategic Location for Distribution Centres Across Thailand

HELLO DEAR READERS. THE FIRST ISSUE OF FORWARD IN 2015 TAKES YOU TO ONE OF TPARK'S LATEST PROJECTS TO GIVE YOU AN INSIGHT INTO THIS TPARK PROJECT WHICH IS IN THE SPOTLIGHT AT THIS MOMENT. IT ONLY TAKES 40 MINUTES FROM BANGKOK TO TPARK WANGNOI 2 PROJECT, LOCATED ON THE INBOUND PAHOLYOTHIN ROAD KM. 57.



**Khun Piyanath Sritapanu  
(Cherry)**  
Head of Sales, TPARK

First, let's get to know our beautiful tour guide of the day, the one-and-only **Khun Piyanath Sritapanu (Cherry)**, Head of Sales. Khun Cherry took the team for a tour around TPARK Wangnoi 2 and explained the background of the Project for us in a cheery voice.



#### Project details

### TPARK Wangnoi 2

**Size:** 650 rai

**Total space:** 400,000 sqm.

**Location:** Paholyothin Road KM. 57

#### Project access

From Bangkok-Saraburi: Make a U-turn at the U-turn bridge on Paholyothin Road KM. 58. Drive inbound and turn left into Soi Paholyothin Road KM. 57 and drive for 300 meters

### So, what's the story of TPARK Wangnoi 2?

"Originally, we only set up the TPARK Wangnoi 1 Project on Paholyothin Road KM. 55. The project offered approximately 150,000 sqm of rental space in an area of 230 rai. It was really well-received and we reached full occupancy. In response to high demand, we have developed the TPARK Wangnoi 2 Project on the inbound Paholyothin Road KM. 57, consisting of 650 rai of land. The Project will be developed in 2 phases, the first of which will offer up to 200,000 sqm of warehouse space and is expected to be completed by the middle of 2015. Various customers have already commenced their operations in our ready-built warehouses. In the future, we plan to build another 200,000-sqm space in phase 2. Therefore, a total of 400,000 sqm will be available for service and make TPARK Wangnoi 2 our largest project."

Distance of TPARK projects  
in kilometers

### TPARK Wangnoi 2

Locations	Distance (km)
Bangkok	58.6
Laemchabang Port	169
Inland container Depot	62
Khlongluang Transportation Station	18
Don Muang Airport	46
Suvarnabhumi Airport	66
Outer Ring Road	2
Bangpa-in Industrial Estate	7
Hi-tech Industrial Estate	19
Navanakorn Industrial Promotion Zone	15.5
Rojana Industrial Park	24



### Can you share with us, which industries are most TPARK Wangnoi 1 & 2 customers involved in?

"Our customers are in several industries; to name a few, logistics, FMCG, modern trade, and construction supply companies. Many of them are leading domestic and international players in their industry."



### What is the outstanding feature of TPARK Wangnoi 2 Project?

"TPARK Wangnoi 2 is outstanding for its location, which offers ideal space for distribution centres. This is because the Project is located only 2 kilometers from the Karnchanapisek Eastern Outer Ring Road and 4 kilometers from the West Outer Ring Road. Therefore, the Project is highly convenient for distribution to Bangkok and vicinity. In the future, the Project will also be connected to Highway 6 (Bang Pa-In-Nakorn Ratchsima), which will facilitate logistics to and from the Northeastern region."

**After Khun Cherry gave us a tour around the TPARK Wangnoi 2 Project,** it was time for us to bid farewell to our lovely guide. We would like to thank Khun Cherry again for the insight and the tour around TPARK Wangnoi 2 Project. Please stay tuned for the next warehouse tour in the next issue. Ciao! ■





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

# Investment in Thailand in 2014

AS ALL READERS ARE WELL AWARE, THAI GOVERNMENT ANNOUNCED THE NEW INVESTMENT POLICY EFFECTIVE FROM JANUARY 2015 THAT COVERS 7-YEAR PERIOD OF FROM JANUARY 2015 TO THE END OF 2021.

**The first idea** of the new investment policy was announced in early 2013 which contained exclusions of various investment incentives for many industries. The government had a plan to put the new policy in force in mid 2013 and had public hearings with domestic companies and foreign chambers of commerce. However, the government faced with strong criticism and dissatisfaction at the hearings and consequently was obliged to review the announced new policy. It was expected that the reviewed idea would be announced within 2013 which was not done due to protests, Bangkok shutdown and coup. The government kept silence until November 2014 and suddenly announced new policy and its enforcement in December 2014.

Under the new policy, the existing zoning system was terminated and the format and details of getting investment incentives were changed rather drastically. However, knowing the Bol's announcement that the terms and conditions of existing Investment Promotion Act will be applied if the applicants submit their investment applications to Bol until the end of December 2014, many

companies (applicants) rushed to Bol to submit their applications overwhelming right

until the last minute of 2014, as seen in the tables below.

## TOTAL INVESTMENT AMOUNT

(Unit: billion Baht)

	January~November 2014		January~December 2014	
	Number of projects	Investment amount	Number of projects	Investment amount
<b>Applied</b>	1,388	766.2	3,469	2,192.7
<b>Approved</b>	1,463	635.3	1,662	729.4

**Table 1** shows the tendency of total of domestic and foreign investments. Please see the numbers and figures up to November. The number of projects applied (1,388) and the amount (766.2 billion Baht), as well as the number of projects approved (1,463) and the amount (635.3 billion Baht) were close to those of previous years. However, these numbers for the year including December suddenly surged, i.e. the number of the projects applied jumped from 1,388 to 3,469 projects or 2.5 times more. The investment amount applied shot up from 766.2 billion Baht to 2 trillion 192.7 billion Baht or 2.9 times increase. In other words, 2,081 applications with the amount of 1 trillion 425.5 billion Baht were submitted to Bol in December alone.

## AMOUNT OF FOREIGN INVESTMENTS

(Unit: billion Baht)

	January~November 2014		January~December 2014	
	Number of projects	Investment amount	Number of projects	Investment amount
Applied	816	434.4	1,573	1,023.0
Approved	818	419.2	912	483.5

**Table 2** summarizes foreign investments. The number of projects applied (816) and amount (434.4 billion Baht) until November as well as the number of projects approved (818) and amount (419.2 billion Baht) for the same period were close to those of the past years. However, the numbers of projects applied through the year including December surged sharply, i.e. application jumped to 1,573 or 1.9 times more than the total of the 11 months and the amount 1 trillion 23 billion Baht or 2.4 times increase.

## SHARE OF JAPAN'S INVESTMENT IN FOREIGN INVESTMENT (Unit: billion Baht)

		2012	2013	2014
Amount of foreign investment applied	Total amount applied	648.0	524.8	1023.0
	Amount applied by Japan	374.0	282.8	293.3
	Japan's share	58%	54%	29%
Amount of foreign investment approved	Total amount applied	549.0	478.9	483.5
	Amount approved for Japanese investors	348.4	290.5	181.9
	Japan's share	63%	61%	38%

**Table 3** shows the change of shares Japanese investment occupied in foreign investment in the past 3 years. In 2012 and 2013, the Japan's investment amount for both of the applied and approved accounted around 50%~60% of the total foreign investment which was outstandingly number one position among all of foreign countries. However, the share decreased in 2014. While the total foreign investment applied exceeded 1 trillion Baht or 1.9 times more than 2013, Japanese investment amount applied was 293.3 billion Baht which was merely 2.3% increase from 2013 and occupied only 29%. The amount approved decreased from 290.5 billion Baht in 2013 to 181.9 billion Baht, a decrease of 37%.

get investment incentives under the old Investment Promotion Act. On top of this, new investment policy has high hurdles to get tax-related incentives. I, therefore, have a view that the number of applications and the amount should drop in 2015 in comparison with 2014.

It will be difficult for small and medium sized enterprises with limited funds and technology to be granted the basic incentives, including exemption of type-A corporate income tax. Even though they are entitled to get so-called merit-based privileges, more funds will be required for their doing research and development. Moreover, new policy says that if projects are located in special economic zones determined by the government or 20 remote and low-income provinces, tax incentives are granted. But, there are no industrial estates and parks in these remote areas. It would be more difficult to find capable human resources in the areas far from Bangkok. Needless to say, the locations being far from Bangkok will incur the higher cost of logistics for raw materials and products. Large-sized companies with sufficient funds may endure such conditions while small and medium-sized ones are likely to struggle.

The sudden announcement of new investment policy replacing the old Investment Promotion Act which is significantly different from the old ones and its enforcing in very short period of time caused some confusion among Japanese investors that may lead to the investment delays by Japanese.

**It is said that** social unrest and political instability caused by the protests, Bangkok shutdown, the coup and the imposition of martial law were the reasons of sharp decrease of Japanese investment share in 2014 in comparison with the previous two years. I would like to elaborate the details of the decrease in the next issue.

The major focus in the year 2015 is Thailand's investment outlook. It is said that Bol approves over 90% of the investment projects applied. Therefore, the majority of projects applied in 2014 (3,469 projects with

the amount of more than 2 trillion Baht) will gradually be approved by Bol and, consequently, I believe that high level of number of projects approved and the amount thereof will be shown in the first half of 2015. The question in 2015 and onward is the situation of investment application under the new investment policy.

It is undeniable that the number of new investment applications will surely decrease in the first half of 2015 because a large number of applications were already submitted to Bol in December last year to

**Currently**, the Japanese Chamber of Commerce is scrutinizing the content of the new investment policy and is in the process of summarizing questions and views of Japanese companies. It is not known as of the end of February what opinions and views were collected, but it will be likely that Japanese investors require flexibility in terms of policies, extension of incentive schemes, amendment of certain terms and conditions and so on. ■



Chief Investor Relation  
TICON Industrial Connection Plc.

In this issue, Investor Focus walks you through cases of investors in TICON securities who received dividend on profit incurred in the tax year 2013, whereby the dividend was paid in 2014 at 1 baht per 1 ordinary share. In this case, the investors are entitled to file for tax credit from the government in the tax year 2014 and the filing must be completed prior to 1st April, 2015. In the tax year 2013, the types of paid corporate income tax and dividend were appeared in the table below.

Type of operating profit in tax year 2013	Corporate income tax for tax year of 2013	Dividend paid out operating profit in the tax year 2013 per share (baht)
Non-BOI profit	Paid at the rate of 20%	0.5910
BOI profit	Tax exemption	0.0419
Income from dividend of EISCO*	Paid at the rate of 10%	0.0218
Profit from sale of buildings per financial lease	Payment has not yet been made	0.3453

\*(Eco Industrial Services Company Limited: EISCO)

# Filing Tax Credit on Dividend Income

For accounting purposes, the Company was obliged to recognize the net profit from sale of buildings as per financial lease in the tax year 2014 as stated in item 4 which is incorporated in the financial statements for the year 2013. For tax purposes, the Company was obliged to pay tax on net profit from the sale of buildings as per financial lease on a gradual basis throughout the lease period. As such, investors in the securities of the Company receiving the dividend paid from the above operating profit for the tax year 2013 are therefore subject to withholding tax at the rate of 10% and they are not entitled to file tax credit on this dividend amount since the corporate income tax on such net profit was not paid in full amount in the tax year 2013, but will be paid on a gradual basis in the future.

**With regards to filing of Por.Ngor.Dor 90**, investors are to fill in the details of dividend received in Item 3, Taxable income as per Section 40 (4) under the sub-category 4. Dividend from companies or registered partnerships established under Thai law (only those not opting for 10% tax payment)

### No. 3 Assessable Income Under Section 40 (4)

Payor of Income

Taxpayer Identification No. \*

- Interest, negotiable or debt instrument discount  
*(only the income that taxpayer does not select to pay tax at the rate of 15 percent)*
- Share of profits from mutual fund *(only the income that taxpayer does not select to pay tax at the rate of 10 percent)*
- Dividends from foreign companies
- Dividends from company or juristic partnership incorporated under Thai law *(only the income that taxpayer does not select to pay tax at the rate of 10 percent)*

\*Por.Ngor.Dor 90 form

**However**, the dividend from BOI profit and that from net profit of sale of buildings as per financial lease are not entitled for tax credit filing. In addition, if the taxpayers choose to fill in details of dividend received from the Company in item 4, those received from other sources shall be filled into item 4 as well. ■





## TREIT TRADES AS THE FIRST REIT OF 2015

Mrs. Kesara Munchusree (5th from left), President of the Stock Exchange of Thailand recently congratulated Mr. Virapan Pulges (Center), Managing Director of TICON Industrial Connection Public Company Limited (TICON) and Mr. Amorn Chulaluksananukul (5th from right), Managing Director of TICON Management Company Limited (TMAN) in the first trading day of "TICON Freehold and Leasehold Real Estate Investment Trust (TREIT)" as the first REIT in 2015 at SET building. ■

## FamilyMart Opens new Distribution Center at TPARK Sriracha



Mr. Patan Somburanasin (4th from left), Managing Director of TPARK or TICON Logistics Park Co., Ltd. and Mr. Nath Vongphanich (center), Chief Executive Officer of Central FamilyMart Co., Ltd. pose for group picture with other executives.

Central FamilyMart Co., Ltd., the operator of the original FamilyMart Convenience Store in Thailand, recently hold an Official Opening of its new Distribution Center in TPARK Sriracha. The Center, covering a total area of 18,500 sq.m., will be responsible for distribution of retail and consumer products to over 300 FamilyMart stores in the Eastern region covering Chonburi, Pattaya, Rayong, etc. The strategic location of TPARK Sriracha which is adjacent to Highway No.7 provides easy access to main roads connecting all regions and thus helps improve operational efficiency and reduce supply chain costs. The Built to Suit facilities also operates fully computerized logistics management with ASRS System (A System Automated Storage and Retrieval System) and Picking System which will help facilitate fast transportation to deliver products to FamilyMart's customers within 24 hours. ■



## Qual-Pro Corporation (Thailand) Ltd.

Qual-Pro Corporation (Thailand) Ltd. is an Electronics Manufacturing Service (EMS) company for medical, industrial control, aerospace and aviation OEMs. Headquartered in America, Qual-Pro expanded its manufacturing operations to Thailand to support customer growth. Recently, Qual-Pro leased TICON factory space with an area of 2,500 sq m inside Hi-Tech Industrial Estate. Qual-Pro aims to use its TICON factory for manufacturing and testing printed circuit board level and full box electronic products.



## Kawashima (Thailand) Co., Ltd.

Kawashima (Thailand) Co., Ltd. is an interior materials manufacturer for the automotive and transportation industries from Japan. Kawashima (Thailand) decided to lease mini TICON factory with an area of 550 sq m. inside Asia Industrial Estate in order to manufacture auto parts products.



## Nissei Plastic Industrial Group

Nissei Plastic Machinery (Thailand) Co., Ltd. and Nissei Plastic (Thailand) Co., Ltd., subsidiaries of Nissei Plastic Industrial Group from Japan, are the developer, manufacturer of injection molding machines, molds, composite materials, auto-molding systems and measuring instruments. Recently, Nissei Plastic leased TPARK warehouses with total area of 2,450 sq m. inside TPARK Bowin in order to store their machine products.



## UTi Worldwide Co., Ltd.

UTi Worldwide Co., Ltd. is a world 's leading contract logistics provider covering wide ranges of services included warehouse & inventory management, freight management, distribution and cross border trucking. UTi Worldwide decided to expand its warehouse facilities to support growth of customers in Eastern Seaboard with an area of 6,500 sq m inside TPARK Eastern Seaboard 1 (B).



**TSUTA (THAILAND) CO., LTD.**

“Tsuta Kosakusho” which was a predecessor of the current “Tsuta Metals & Machinery Co., Ltd.” was founded in the city of Himeji in 1922. The Company started off with the production of spinning machinery for all types of equipment for chemical works. In the Showa period, the Company expanded to the manufacture of equipment for shipbuilding, aircraft, and electronics parts using the die casting technique. Tsuta Metals & Machinery Co., Ltd. established “Tsuta (Thailand) Co., Ltd.” in 2011 and has secured its position as the leader in *mass production technology*.



Mr. Tsuta Masaki President

**From the information available on the company's website, Tsuta has 3 manufacturing facilities in Japan and 1 in Thailand. How does the Company find Thailand and what is its background?**

First of all, our customers have operations in Thailand and our mission is to manufacture products of good quality for mass production purposes, even though the products are not produced in Japan. Our main task is to manufacture large auto parts, which would incur high logistics costs if they were imported from Japan. As such, our duty is to develop the technology and innovations that respond to our customers' demand in order to ensure that the “QCD” of our clients in Thailand is at the same level as it is in Japan.

Regarding the background, it all began with the Japan financial crisis where various Japanese companies, including our clients, sought overseas expansion

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“Tsuta is the world's only developer of ‘Laminar-Flow Die Casting’ technology for the enhanced mass production technique.”

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from the year 2000 onwards. In those days, globalization was on the rise and we were well aware of this trend as well as the necessity to establish our production facilities in foreign countries. In 2005, we considered many attractive locations, including Thailand, the Philippines, Indonesia, and China and our eyes were on Thailand as it was a very interesting option. However, we had to postpone our consideration as we were not yet fully ready.

We resumed our plan to invest in Thailand again in 2007 and our customers were looking forward to such movement, but we had to park it one more time because there were other goals and missions to be accomplished in Japan. After the fall of Lehman Brothers and the fast and dramatic appreciation of the Japanese Yen in 2008, we decided to move forward with our plan to operate in Thailand and we successfully established our business in Thailand in 2011.

**We believe that the most important factor of doing business in Thailand is location. So, what are the rationales behind selecting Pinthong Industrial Estate in Chonburi province in the Eastern region?**

Most of our clients are auto part manufacturers for which the industrial estates in

the Eastern region of Thailand (Eastern Seaboard) are famous. Also, we took into account the suitable environment for the size of our SME business. As a result, Pinthong Industrial Estate was the right choice for us and it offered the right facility size as well.

Not long after we commenced our operation, the flood disaster hit Thailand in 2011. Luckily, the area where our facility was located was unaffected. It is important for us that we do not have to be concerned about any possibility of flooding. Furthermore, die casting machinery is heavy and therefore we needed to locate on hard and solid ground. The Pinthong Industrial Estate fits all our requirements. **With cooperation of TICON, the developer of top-quality, ready-built factories, our operation was smooth from the location selection to the commencement of our operation.**

**There are several peers and competitors in Thailand. What makes your company stand out from others?**

Our main products are electrical parts for automobile, motorcycle engine, and transmission parts. Our products weigh within the range between 135 and 500 tons and almost all of them are manufactured for domestic use. Imported counterparts would incur high logistics costs and therefore the technology and expertise are required





for such production. In addition, if moulds of the same quality as those in Japan are available, our clients are enabled to manufacture products of the same quality although they are located in Thailand and to ensure the Quality, Cost, and Delivery (QCD) as stated in the quotation.

However, QCD is normal among Japanese manufacturers so it is not our only outstanding qualification. The quality that we are proud to present is the “top quality mass production technology”. To elaborate on this, our production average of alternators in Japan is around 1.2 -1.3 million units per month, which accounts for 8% of all alternators utilized around the world. We never saw that as anything special, but it always makes others wonder how we can produce at such a high volume. We realized that this is our forte although we feel that such capacity should also be achieved by other Japanese manufacturers.

**Regarding future expansion, what are the “innovations” or “sales target” foreseen by the company?**

This year, we are the first manufacturer – not only in Japan, but in the world – to introduce the equipment for the “laminar-flow die casting” technique. This equipment will enhance the strength of die casting works and add a variety of uses.

Normally, die casting requires high



Mr. Hiroichi Koji Managing Director

speed and pressure, but the laminar-flow die casting adapts the normal die casting equipment to produce moulds with low speed and pressure. As a result, the pressure is adequate for the area where the metal is thick and the finished products are of better quality. A similar technique called ‘gravity casting’ is available, but it is a handmade technique while the laminar-flow die casting enables mass production although at a lower speed than normal die casting. This is a remarkable feature in the production industry. Currently, we are test-running the laminar-flow die casting production and we will be ready for

mass production as soon as any purchase orders are placed.

Since our establishment, the Company has focused on grooming and developing engineers of all fields. Our engineers are nurtured with the desire to “face new challenges” and “develop enhanced technology for enhanced quality” (density and durability) and yields. Our knowledge management is the key part that assists us in achieving such development.

We are determined to maintain the QCD level and the technological ability to be on par with counterparts in Japan and we plan to raise the bar by increasing sales in Thailand. We are working hard to double sales in 2015 and aim for another double in sales by 2016. ■

**TSUTA (THAILAND) CO.,LTD.**

**Address:** PINTHONG(2) INDUSTRIAL ESTATE,  
150/57-8 Moo 9  
Nongkham, Sriracha  
Chonburi, 20110, Thailand  
**Tel:** (038) 347-240-1  
**Fax:** (038) 347-242  
**Email:** [info@tsuta-thailand.com](mailto:info@tsuta-thailand.com)  
**Website:** <http://www.tsuta.co.jp/>,  
<http://www.tsuta-thailand.com/>



Article by  
**Khun Worawit Chareonwattanapant**  
President of TTLA

DECEMBER 31, 2015 MARKS THE COMMENCEMENT OF THE ASEAN ECONOMIC COMMUNITY AND A SHIFT IN ASEAN THAT ENHANCES ITS STRENGTH AND BARGAINING POWER IN THE GLOBAL ECONOMY. SUCH LEVERAGE CAN BE ACHIEVED THROUGH 3 MAIN PILLARS: SOCIO-CULTURAL, ECONOMIC, AND POLITICAL SECURITY IN THE COMMUNITY.

# Bangkok

## Hub of Thai Logistics and AEC

flood disaster in 2011 that put a halt on the nation's economy. Thus, it could be said that Bangkok and vicinity are deemed the logistics hub of Thailand.

To be the hub of ASEAN, it is essential that Thailand understands the definition of an international hub. The reasons why airlines of virtually every country make a stop at Dubai International Airport and why almost every ocean liner visits the port of Singapore could give direction to our improvement

in the same fashion as Hong Kong or Shenzhen. The government should prioritize in boosting the economy of Bangkok first and follow by infrastructure projects. Hypothetically, if Siam Square were declared a tax free zone, international brands would have an enhanced sales opportunity in the area. Next, it should consider the infrastructure that attracts ASEAN tourists to enjoy shopping, which could be the sky train directly connecting Don Mueang Airport and Suvarnabhumi Airport to the area so that arriving tourists can collect their luggage and then visit Siam Square straight away. Accommodation and other tourist destinations can be connected along the route. The next part of the infrastructure to be considered is the area for logistics and distribution to support such special economic zones.

**In my opinion**, the only suitable area for now would be Phutthamonthon where over 400 companies are located. However, certain infrastructure needs improvement to better serve the abovementioned activities. The next step would be establishing special economic zones at borders adjacent to neighboring countries or provinces that offer unique character or activities, which are different from Bangkok. For instance, Buriram province is developing the F1 circuit in Thailand while other border provinces like Songkhla and Yala may need a shift in their economic direction to be more than just duty free zones. ■

**Thailand enjoys a geographical advantage**, especially with its borders being adjacent to neighboring countries, namely Myanmar, Cambodia, Vietnam, Laos, Malaysia, Singapore, and China. Such leverage indicates that the government should pay attention to the mainland and railway logistics to reach the goal of being the mainland hub of the AEC. In other words, if Thailand aims to be a logistics center, it needs to accommodate storage and distribution facilities, as well as ensure excellent trade convenience

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Take a Break



The star dish at Phu Tawan Restaurant is *Gai Fai Dang* (Grilled chicken in secret sauce); this offers yummy grilled chicken bathed in secret-recipe sauce. Other top hit dishes are *Pad Dok Chom Chan* (Stirred fried moonflower), which pleases health-lovers as the moonflower is nutritious yet has low calories; *Sai Grok Kai Kem* (Minced chicken stuffed with salted yolk); *Koong Yok* (Shrimp salad); *Nua Pu Pad Pong Ga Ree* (Stirred crab meat in curry paste); *Tom Yum Pla Gapong* (Sea bass in Tom Yum Soup); *Pla Gapong Tod Nam Pla* (Fried Sea bass in fish sauce).

# Phu Tawan Restaurant

**Hello dear readers!** Once again, Take a Break is taking you on a culinary adventure. In this issue, please join us in experiencing great food in a relaxing ambience at **Phu Tawan Restaurant** near TPARK Wangnoi Project 1 and 2. The restaurant is located on Asia Highway in Amphoe Bang Pa-In, Ayudhaya province. Diners come in to enjoy a meal in a beautiful, lush garden. You can choose to dine in the open-air zone to enjoy the fresh air and the green garden, or you can dine in the cool air-conditioned room. Furthermore, you can shake off the stress from work and sing along with friends and colleagues while having a fine meal in Phu Tawan's karaoke rooms.



Enjoy a special discount of 10% (food only) when paying in cash. Just inform the restaurant that you know about the place from Forward magazine. ■

TASTE ★★★★★

PRICE ★★★★★

AMBIENCE ★★★★★

## PHU TAWAN RESTAURANT

Open daily  
from 10.00 hrs. - 22.00 hrs.

**Location:** Near TPARK Wangnoi  
Project 1 and 2

**Address:** 58 Moo 5, Tambon  
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Bang Pa-In, Ayudhaya  
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