

NEWSLETTER FROM  
TICON GROUP

# FORWARD

April-June 2018 | ISSUE 18

EEC and  
Opportunities  
in Cambodia

Real Estate's  
New Weapons



# TICON 4.0



INTEGRATING  
TECHNOLOGY

TO INDUSTRY IN  
DIGITAL AGE



Advance your Business  
with 'Robot-Operated  
Warehouse' (Ep.2)

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## Message from CEO



Mr. Sopon Racharaksa  
President,  
TICON Industrial Connection PCL.

**Dear readers,** we are entering the second quarter of 2018—the year that Thailand is fully empowered to thrive with the enforcement of the Eastern Economic Corridor Act or EEC, aiming to expedite on investment in the Eastern region of Thailand by the public sector as well as domestic and overseas private sectors. TICON is also moving forward to a major milestone as Frasers Property Limited has fully engaged as a shareholder, ready to direct the business in alignment with the national policy. In early 2018, the Company made significant business moves according to our 3-year roadmap, led by the total dimension strategy with the key focus on 4 dimensions i.e. product-driven strategy, innovative strategy, financial strategy, and customer-driven strategy.

In the first quarter of 2018, the Company emphasized on the **customer-driven strategy** through expansion of prime locations for leasing nationwide, especially in the EEC. As a result, TICON owns a total of 1 million sqm. space on 1,500-rai plots of land, available for investors of all industries. As regards **product-driven and innovation strategies**, TICON is well-prepared with proactive business initiatives to stay ahead in the competition, which is intensified by disruptive technology, and to align with the market growth trend. **TICON Technology Company Limited** was established to tap in the data center industry—a jigsaw to bridge the Company to the world of advanced technology that would increase the value to the Company's assets and to ride on the new wave—the prop tech trend.

In addition, TICON has strengthened its finance for sustainable growth in line with **its financial and investment strategy**, with TREIT as its key tool. In late 2017, TREIT trust fund was established from the combined existing funds and became a single trust fund with over THB 32,000 million assets. With a plan to make an additional THB 3.5-billion investment within this year, TREIT will be the largest trust fund in Thailand and an attractive investment choice for both Thai and international investors.

Furthermore, TICON plans its expansion into other relevant industries such as mixed real estate development, tech-embedded real estate development and management, and recurring-revenue property business, etc. We are confident that our business plan would contribute to the continuous growth of the Company and we will achieve our goal of being No.1 in the ASEAN market within 2020.

We hope that the news, updates, and articles relating to new technology in the property industry as well as those on economy and investment in this issue would be beneficial to all readers. Until next issue. Sawaddee krub.

ISSUE 18 April-June 2018

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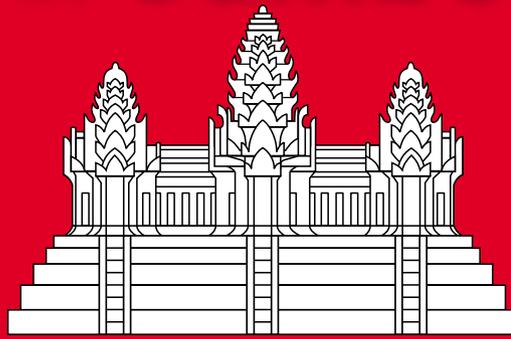


**Thailand is implementing** a new economic strategy under the **EEC** or the **East-ern Economic Corridor** project. The existing infra-structures i.e. 1) *U-Tapao*

*Airport*; 2) *Laem Chabang Seaport*; and 3) *Eastern Sea Board Industrial Estate* are becoming the foundation for the new development. The government plans to inject significant amount of investment into the entire region for several initiatives. The U-Tapao Airport will be further developed to serve the Eastern regional airline business where hi-speed trains, double-railed trains, and motorways will be built to connect Bangkok, vicinity and EEC provinces—Chonburi, Chachoengsao, and Rayong province. These basic structures will boost the new S-curve industries such as new generations of automotive (EV/AV), aviation and logistics, robotics, biochemical, health and wellbeing, and tourism industries. It's not hard to imagine how much the East of Thailand will move forward in the coming 20 years and that the Thai economic advances would not be prominent solely in Bangkok and vicinity.

However, this article would focus on one of our neighboring countries which is in the front row of the EEC's rise—*Cambodia*. A country of only 16 million population, Cambodia's area is just a little larger than the Northeastern region of

# EEC and opportunities in Cambodia



Thailand. The nation's most economic advances are centralized in 3 cities i.e. its capital, *Panom Penh*; its tourist city, *Siem Reap*; and its port city and beach town, *Sihanoukville*. Nevertheless, any visitors to Panom Penh would have noticed recent and rapid growth of the city as new high-rise buildings, large complexes, condominium projects, and department stores, etc. are under construction, funded by foreign investors, especially those from China, Korea, and Vietnam.

Aeon—a Japanese shopping mall—recently opens in the city and it features a supermarket, Major Cineplex, renowned chain restaurants like McDonald's, Burger King, KFC, Bon Chon, Pepper Lunch, Mo Mo Paradise, Starbucks, Amazon, Costa, Krispy Kream, and so on. Everything is now available in Panom Penh along with different other brands that introduce their standalone shops in every corner of the city, especially coffee

brands, which are gaining its popularity among Cambodian and foreigners.

Makro, a major modern trade player, recently opened its door in late 2017, with an aim to open more stores in many major cities, just like Aeon. Big C from Thailand also plans to open its outlet in Cambodia as well. Such moves prove that the government of Cambodia fully facilitates foreign investment, when compared to many other countries that remain defensive and reserve the retail business only for local entities. Not for Cambodia as it welcomes all forms of foreign investments with open arms.

**Doing business in Cambodia** is simple and the required capital is not high. Cambodia allows foreigners to register corporate entities without any local shareholders required and the minimum initial capital is as low as USD 1,000. For tax registration, however, the Revenue Department requires a minimum registered capital of USD 3,000. A corporate is

required to deposit such amount with a bank in Cambodia, where various branches of Thai banks are open for service, the amount of which could be transferred back to Thailand without any conditions nor restrictions after the registration is complete. Another requirement is for a corporate to rent office space in Cambodia, but without any minimum requirements in terms of size and price, provided that the corporate presents the legitimate lease agreement and pays withholding tax for rent on a monthly basis. Moreover, a corporate is required to identify the signatory director whereby the cost is zero for Cambodia nationality director while foreign signatory director is required to present his residency status, including the lease agreement for his residence in Cambodia, the rental fee of which is subject to withholding tax.

Upon completion of company and tax registration, hiring shall be registered at the Ministry of Labor. As such, apart from opening a bank account with Thai banks, a corporate is required to open bank accounts with local banks for salary settlement. Then, the business could commence its operations and ensure that the accounting and audit firms handles the financial documentation for submission of the financial statements at the end of accounting year.

**Regarding financial transactions**, most places accept 2 currencies i.e. US dollars and Cambodian Riel. Larger shops usually transact in US dollars where large change is given in dollars and small one in Riel. In fact, we can pay both in USD and KHR in the same transaction, which reflects how Cambodians are great with math. I noticed that most of them never needed a calculator for currency conversion.

What actually surprised me dearly was when I opened a savings account with *HATTHA KAKSEKAR*, which is not a bank as its origin was an NGO mobilizing funds from overseas to support local people to produce handicraft before it developed to become a corporate where its current major shareholder is Bank of Ayudhya. The fact is Bank of Ayudhya's major shareholder is Mitsui Bank from Japan while the management team consists of Thai people. As such, *HATTHA KAK-*



**“the Eastern region of Thailand, Koh Kong, Sihanoukville, and Panom Penh, will stand among the best and the fastest-growing coasts of the world.”**

SEKAR accepts deposits in USD, KHR, and THB currencies. I can make deposits and withdrawal in Thai Baht in Panom Penh. This company is turning into a microfinance entity with over 200,000 borrowers in its portfolio and around 1,000 branches, making it a very interesting player in the financial sector, with a large customer base and extensive network coverage across the country.

**Cambodia's growing economy** is not only a result of foreign investments, but also the policy of the government that allows foreigners to apply for Cambodian nationality with facilitating investment requirement and fees. More importantly, the applicants are not required to renounce his original nationality. It is estimated that more than a million of Chinese people were granted with Cambodian nationality. Right now, such policy has been temporarily suspended until further notice.

Most Cambodians are fluent in English, which makes it convenient as regards communications. Also, many of them are also fluent in Thai. I met with many of such at companies and wet markets and they love it when Thais talk to them. Like any society recently opened to new cultures, there is quite a room for improvement when it comes to doing with business with foreigners, especially in respect of working attitude, problem-solving skill, and

new knowledge learning. Labor cost is considerably cheap in Cambodia; for example, salary of staff at restaurants or coffee shops averages USD 100-150. Nevertheless, the rising cost of living and economic growth are driving the wages to increase. Specialists in accounting or computer usually get around USD 1,500 -2,000 per month while minimum wages remain among populist policies during general election campaigns to please the labor segment. As a result, minimum wages will increase after each election. For Thailand, there is a tendency that some Cambodian labors may return to work in their homeland in the near future.

**In conclusion**, one of many advantages of the EEC is that it would connect the economic advances of Thailand with that of Cambodia. Moreover, new investments in the EEC will enjoy, not only Thai, but also Cambodia markets next to it. In the future, the Eastern Economic Corridor along the coast of the Gulf of Thailand, from Bangkok and vicinity, the Eastern region of Thailand, Koh Kong, Sihanoukville, and Panom Penh, will stand among the best and the fastest-growing coasts of the world. ■

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# TICON 4.0

The 4.0 industrial revolution where technology plays a major role to businesses in all industries requires operators to adjust and adapt digital transformation to ensure competitive edge in the digital era.

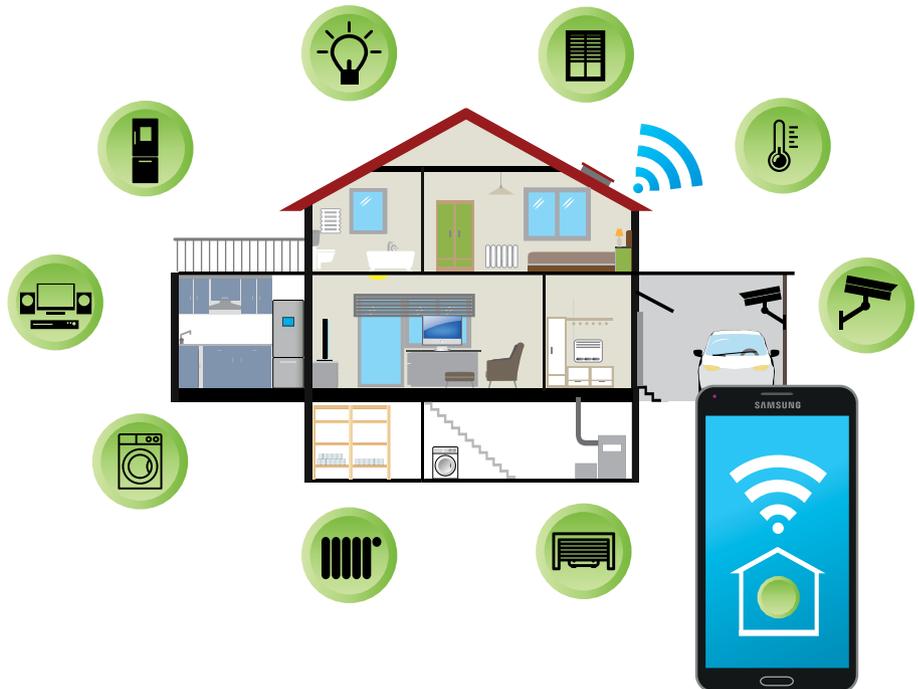
INTEGRATING  
TECHNOLOGY  
TO INDUSTRY IN  
DIGITAL AGE

A hand in a white shirt sleeve holds a tablet displaying a business meeting. Overlaid on the scene is a glowing globe with a network diagram of white lines and nodes. A blue line graph with an upward-pointing arrow is also visible. In the background, a smartphone displays a grid of images, and a laptop is partially visible on the right.

TICON, the leader in industrial property industry, never ceases to advance ahead of economic and technological development. We embrace the digital era with our preparedness to serve businesses and industries operated with high-tech mechanism. Currently, TICON applies property technology (prop tech) to its products, enabling a full-scale, extensive service in line with the demand of customers under the concept of customer centricity.

# PROP TECH Categories

Currently, Prop Tech is applied to the real estate industry in 3 categories.



## 1. SMART REAL ESTATE

**Smart Real Estate** is the integration of technology into buildings. The Internet of Things (IoT) connects smart devices which communicate with each other and users through online network and sensors. The smart system can control operations of the buildings, residences, shopping malls, office buildings, factories, and warehouses; and at the same time, collecting data for property owners to analyze and improve their products to better respond to the customers' demands. For example, big data can be gathered from the **security system** e.g. the smart lock, which enables automatic unlocking via mobile phones or finger scanning, and motion sensor system. Moreover, the **utility system** such as the

temperature scanning system can adjust the temperature to fit the number of people in the room while the lighting sensor can turn the light on and off when there are people moving in and out of the room, and so on.

Smart Real Estate also includes buildings specifically designed to support technological operations such as data center or the data site of customers. These buildings require suitable location with compositions that meet the safety standard and specific requirements to enable necessary connecting devices for uninterrupted operation to ensure the security and readiness of the stored information.

## 2. REAL ESTATE & SHARING ECONOMY



To catch up with the 4.0 trend, real estate developers do not limit themselves with only property trading, but extend business coverage to seek profit from the sharing economy where people can share their daily-life items such as vehicles or accommodation with others, who can enjoy these products without having to own them.

Hence, the real estate as service has become more active in the property industry. For instance, one's home can be shared to interested visitors through Airbnb or empty space in any building can be offered as co-working space, making it more flexible for modern day business owners. This is how technology is applied for improved space management and effective service charges calculation.

## 3. REAL ESTATE FINTECH

**Real Estate Fintech** is development of application for computer and mobile devices with an aim to enhance the efficiency of data management and financial transactions. These applications have gained popularity and they are widely utilized in various types of services such as property search, property purchase and installment calculation, as well as aftersales service, namely repairman service, maid service, payment service, and so on. In addition, the building information modeling (BIM) is applied to build the 3-D building design for pitching to customers prior to commencing the construction.



## TICON and PROP TECH

Although the industrial real estate industry is not rapidly impacted by digital disruption when compared to other segments of real estate sector, TICON is well aware of the coming changes and make effort to ensure its preparedness so as to deliver optimal benefits to all customers of TICON.



With this goal in mind, **TICON Technology Co., Ltd.** was established to lead the tech changes of TICON Group. Its goal is to pursue technological development, especially smart industrial building such as smart logistics park to enhance the capability to construct hi-tech buildings in line with the tech movements of Thai industries.

Recently, **TICON Technology** partners with **ST Telemedia Global Data Centres (STT GDC)**, world-class player and a leading data center service provider from Singapore, with a focus on provision of full-scale data center business in Thailand. The partnership brings to customers a service that comprises

prime location and absolute functionality. STT GDC will be an effective engine of growth for this new business and its major accounts are conglomerates, cloud operators, and e-commerce operators.

This is how TICON expands its growth i.e. to leverage the prop tech to add value to its business based on its strength and customer base. TICON constantly develops its products and services in line with the changing demands of customers and integrates technology to ensure that our service offers complete coverage that would boost its clients' business growth. The future competition expects to see fierce environment as each real estate developer would focus on improving its

technology in the directions as mentioned earlier.

**TICON** is ready to win the market as we enter the era of digital transformation. With new technology in the data center business and future new platforms, TICON will further develop its warehouses and factories to enhance their capabilities as **future smart industrial property** and to maintain the Group's leading position in the industrial real estate development business in the 4.0 digital age. ■



Article by **Ms. Kamonkarn Kongkathong**

Head of Strategic Planning  
TICON Industrial Connection Pcl.

# Real Estate's New Weapons

The Internet plays a vital role in the era that Thailand is evolving into Thailand 4.0 in alignment with the government's main direction. Innovation is being integrated into every aspect of business and big data as well as cutting edge technology are the keys to best respond to today's consumer lifestyle.



**The real estate market** has seen fierce competition and each player is forced to adapt as fast as it can to stay afloat in this blood-red ocean. Hanging on to the same old business mechanism may cause developers to lose business opportunity and that is why they feel the needs to adopt new technologies as well as to invest in

start-ups and tech companies in order to maintain their ability to compete in the digital-disrupted world. These new weapons, with their new and noteworthy technology, can boost the asset value of business and offer enhanced customer experience for consumers.

Prop Tech or property technology is now a part of the real estate industry with the aim of adding value to the asset and meets the lifestyle of tech-savvy consumers, the rising demographic, so as to create a win-win solution for both developers and customers.

An apparent example of how technology is embedded to the property business is smart house. A smart house enables owners to control all the systems through smart application operated via wi-fi like the lighting system, gate control, as well as the entertainment system, including TV or radio. Real estate developers can enjoy the benefit of prop tech by offering their customers an application to connect their services with the customers' devices, allowing them to access the service anytime, anywhere through internet, which would be a great time-saver.

**Overseas real estate developers** now increase the value of their properties by building smart warehouse and smart factory, which suit today's customers better. As technology is integrated to assets, consumers can track and monitor the services provided at such assets. Moreover, labor shortage and human errors would no longer be major pain points of the customers while they can enjoy accuracy and operating efficiency for the best result of both the company and consumers.



Most key players in markets abroad also apply technology to production process and space management. For instance, Ocado, a UK online shopping platform company, substitutes human with robots to handle warehouse management and adopts artificial intelligence (AI) in their production and logistics processes for faster and more effective operations with minimal errors. The robotics and AI system are key drivers in the management mechanism where all dimensions of the facility i.e. space, data, timeline of each SKU as well as their temperature and optimal storage methods are thoroughly studied for speed and quality of logistic procedures that are aligned with customers' demands.



**Thailand 4.0** is all about competition of the best technology and companies need to find ones that can increase their business value and requirements while strengthening its competitive edge. As such, competition in the property industry is getting more and more interesting in the near future. ■

## TICON



### Cream D House & Cosmetic Pharmacy Co.,Ltd.

**Cream D House & Cosmetic Pharmacy Co., Ltd.** engages in OEM production of cosmetics and supplementary food for cosmetics companies. Recently, the Company rented TICON factory with the space of 1,750 sqm. in the Navanakorn Industrial Estate, which will serve as its manufacturing plant.



### TLD (Thai) Electronic Technology Co., Ltd.

**TLD (Thai) Electronic Technology Co., Ltd.** is an electronic parts manufacturer from China, supplying their products to well-known electronics companies. Recently, TLD (Thai) Electronic Technology Co., Ltd. leased TICON factory with an area of 1,400 sq m. inside Rojana Industrial Estate for serving their manufacturing operation.



### TODENKO (Thailand) Co., Ltd.

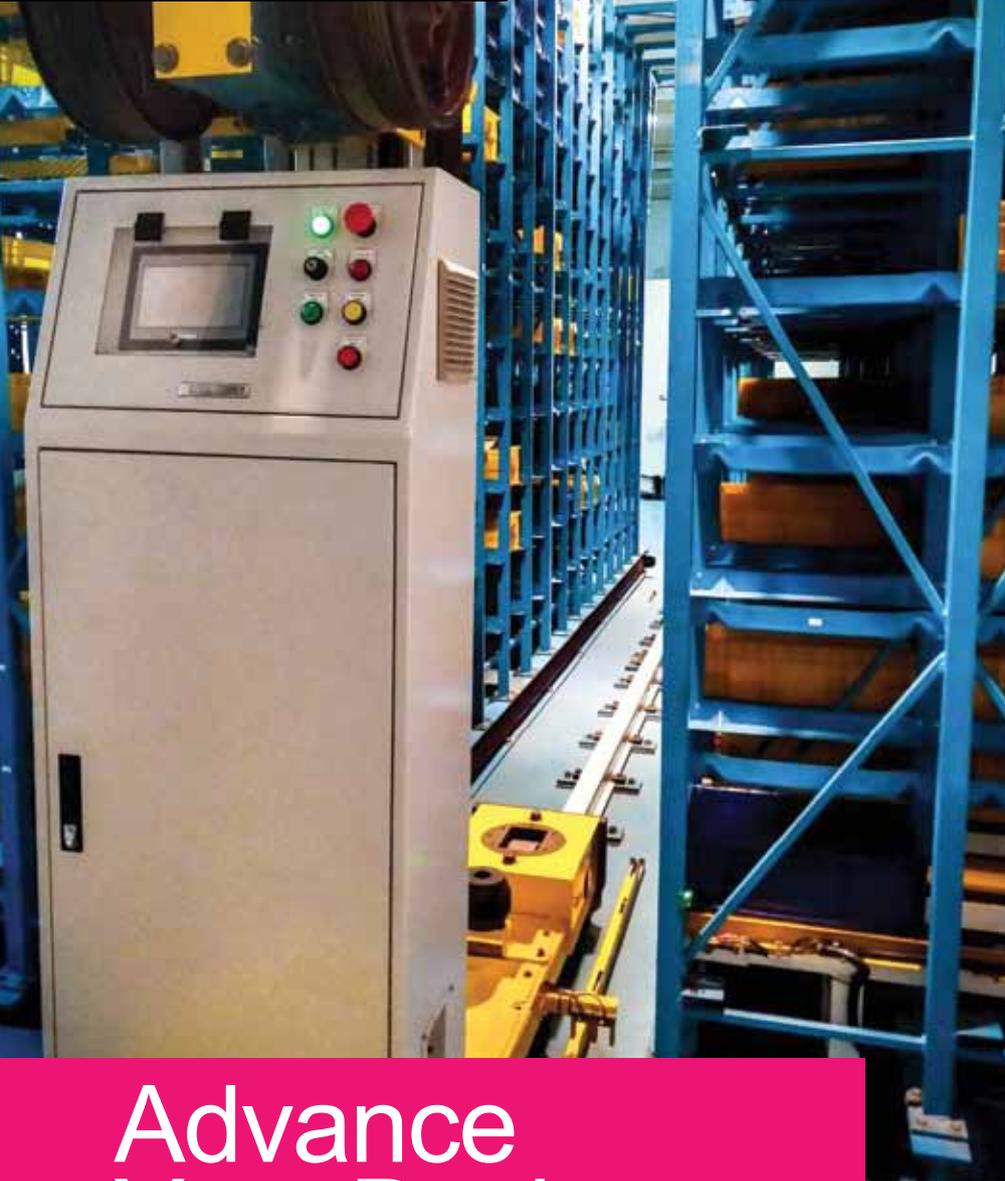
**TODENKO (Thailand) Co., Ltd.** is an electronics parts manufacturer from Japan, located at Amata Nakorn Industrial Estate, supplying their products to global electronics companies. Recently, TODENKO additionally leased TICON mini factory with an area of 300 sq m. inside Amata Nakorn Industrial Estate for serving their manufacturing process.

## TPARK



### Ironman 4 By 4 (Thailand) Co., Ltd.

**Ironman 4 By 4 (Thailand) Co., Ltd.** is a manufacturer of car accessories from Thailand. Recently, Ironman 4 By 4 (Thailand) Co., Ltd. leased TPARK warehouse in Free Zone with an area of 2,450 sq m. inside TPARK Bangna for operating as distribution center and distributing products, accessories and tools for automobiles.



Continued from the previous issue, we have provided readers with the background how various businesses fail to pay attention to their warehouse management system as their labor cost is not as high as it is in other countries. However, the trend indicates that these costs would only go up while it would become harder to find labor for the inventory industry as time goes by. As such, robotics technology has been applied to the warehousing system in different aspects to enhance speed and quality of the operation.

### Business Expansion in the Digital Age



Mr. Michael Chung

The SHUTTLE RACK SYSTEM is a semi-automatic management system to optimize the space while doubling the storage capacity, increasing the speed and safety of inventory keeping system

# Advance Your Business

# with 'Robot-Operated Warehouse' (Ep.2)



ACETEC Technology Company Limited, 503 Rama II Road, Bangkok, is of high expertise and experience in finding the best innovations as well as provision of consultancy, recommendations, and design of the warehouse management system (SMART WAREHOUSES) in line with customer demands by a team of professional system designers to ensure that the most fit solutions are served to each client, which include new warehouse construction or modification of existing warehouse for optimized efficiency.



## Mini-Load Robot-operated Warehouse

as no forklift is required for the pick-up for inner space. This management system requires less people while enhancing accuracy and efficiency. **Mr. Michael Chung** is delighted to provide this operating system to business owners in search for the warehouse management system that could solve their problem with medium investment and short payback period. The innovation of this solution is the radio shuttle technology, which requires small operating space and it is suitable for retrofitting to increase the storage density and minimize the inventory release errors with higher level of safety than the traditional warehouse operation. Such innovation has been adopted aboard for a long period of time—a solid proof of its practicality and effectiveness. The strength of the radio shuttle semi-automatic system is that it is cheaper than new construction and it takes a shorter period to install (example from actual service; it took only 2 weeks for 1,392 pallet size). The system doubles the storage capacity while reducing operating time by 50% and four-fold less labor; at the same time, it enhances the operational safety and could be developed to a fully-automatic system.

One of the latest technologies that fits the Thai business environment today is the min-load warehouse. This warehouse innovation can enhance the capability of small-sized businesses in Thailand as it requires less investment while saving the time and labor for inventory keeping. With the new technology, only one person is needed to simply push a button for goods

to be kept or released automatically without any labor or forklift needed. This mini-load warehouse also automatically records the inventory in and out in an error-free manner. ACETEC Technology Company Limited is delighted to offer demonstration and testing session of the mini-load solution for interested business owners. Please contact ACETEC Technology during Mondays and Saturdays to make appointment. ■



Mini-Load Robot-operated Warehouse

## TICON teams up with a global partner STT GDC to develop and operate data centre business in Thailand



Picture (from left): **Ms. Kamonkarn Kongkathong**, Head of Strategic Planning of TICON Industrial Connection Pcl. **Mr. Sopon Racharaksa**, President, TICON Industrial Connection Pcl. **Mr. Panote Sirivadhanabhakdi**, Chairman of Executive Committee, TICON Industrial Connection Pcl. **Mr. Bruno Lopez**, Group Chief Executive Officer, ST Telemedia Global Data Centres **Mr. Nelson LIM**, Chief Financial Officer, ST Telemedia Global Data Centres **Ms. Rebecca NG**, Head, Investments of ST Telemedia Global Data Centres

**Bangkok** – TICON Industrial Connection Pcl. (TICON), the leading developer and total solution provider of industrial properties, led by Mr. Panote Sirivadhanabhakdi, Chairman of Executive Committee (3rd left), announced establishment of TICON Technology Co., Ltd. in its new milestone to enter proptech. TICON kicked off the new venture by forming a

partnership with ST Telemedia Global Data Centres (STT GDC), a leading data centre service provider headquartered in Singapore. The signing with STT GDC, represented by Mr. Bruno Lopez, Group Chief Executive Officer (4th left), took place recently at Ball Room 1, The Okura Prestige Bangkok. ■

## TICON receives FDI prospects on sightseeing of industrial property space in EEC, reaffirming its capability and readiness to support needs of investors



**Bangkok** – TICON Industrial Connection Plc. (TICON), led by Mr. Sopon Racharaksa, President, recently received visiting investors from Europe, Korea, and the United States, taking them on a guided tour of factory and warehouse buildings developed by TICON in the Eastern Economic Corridor (EEC) to explore the investment opportunities in the EEC. The visit included operating facilities of companies in electronics and

aerospace businesses, which are among industries targeted by policymakers as future drivers of the Thai economy. With enthusiastic participation of the visitors, the visit heightened investor's confidence in the expertise of TICON Group as the leading developer of industrial properties, in addition to supporting EEC development and the country's Thailand 4.0 economic model.

EEC is a special economic zone strategically located in one of the world's most important hubs of marine transport, plus continuing infrastructure developments that make this area a favorable base for foreign direct investors eyeing at Thailand and other ASEAN markets. TICON Group boasts more than one million square meters or 1,500 rai of industrial property space in EEC and the readiness to support investment projects across industries. Beyond, its portfolio of industrial properties nationwide totals over 2.7 million square meters in more than 50 strategic locations across the nation and include both ready-built and built-to-suit properties, giving it the capability to support investors and business operators in any industry. ■

## TICON's net profit grows 173% in Q1

*With bright outlook for second half-year, the company will continue to expand to new businesses and grow its leasehold property spaces in line with its 3-year roadmap.*



**Bangkok** – TICON, the leading developer and total solution provider of industrial properties, announced Q1/2018 net profit of 260.84 million baht, an increase of 173% year on year, while occupancy rate of its leasehold properties has risen to 71%. The company attributed its solid performance to business expansions under its three-year roadmap and effective use of “Total Dimension” strategy. With bright outlook for second half-year, TICON will continue its expansion to new businesses and grow its portfolio of properties for rent to support existing and new investors and tenants with a confidence that it will achieve the vision to become the no. 1 player in ASEAN by year 2020.

Mr. Sopon Racharaksa, President of TICON Industrial Connection Plc. (TICON), revealed, “In Q1/2018 ended March 31, 2018, TICON’s revenues totaled 1,118.77 million baht, representing a growth of 104.6% in comparison to 546.89 million baht in Q1/2017. Net profit soared to 260.84 million baht, an increase of 165 million baht or 173% from the corresponding period last year. The growths were contributed by solid performance of TICON and its subsidiaries in accordance with business targets and the strategic plan announced early



**Mr. Sopon Racharaksa**  
President, TICON Industrial Connection PCL.

this year. Under TICON’s three-year roadmap, we have been driving multi-dimensional progress of the company with our “Total Dimension” strategy. Designed to strengthen TICON’s capabilities and unleash its potentials, the strategy also paves way for expansion to other relevant businesses, including mixed-used property development, pro-tech development and management, and recurring-revenue properties in response to the market uptrend from Industry 4.0 policy and improving investor sentiment.

For TICON, Q1/2018 was characterized by significant growths. Tenancy of leased factory and warehouse spaces grew across ready-built and built-to-suit properties, which sent the overall occu-

pancy rate to 71%. The company also realized income from sales of properties, both undeveloped land and land & building package. Additionally, it also recorded more income from management fees of TICON Freehold & Leasehold Real Estate Investment Trust (TREIT) following the conversion of its property funds into this industrial REIT in late 2017.

“This year marks TICON’s major progress, triggered by acquisition of shares by Frasers Property Ltd. Among many business maneuvers taken recently, we have expanded our properties for rent to several strategic locations nationwide, particularly in the Eastern Economic Corridor (EEC) where we currently manage more than one million square meters of industrial property spaces on more than 1,500 rai of land. TICON is therefore ready to support investors from all industries. We also expanded our tenant base to new prospects, especially those in the targeted S-Curve industries as the new engine for economic growth. Moreover, after merging the property funds, TREIT will demonstrate its full potentials this year as the largest industrial REIT in Thailand. We have also tapped into the potentials of digital economy by establishing TICON Technology Co., Ltd. in our inroads into data center business” Mr. Sopon pointed out.

In Indonesia, TICON continues to expand its development of factories and warehouses for lease by launching the third phase of more than 5,000 square meters after receiving good market response with full occupancy of the existing buildings. TICON currently manages more than 67,000 square meters of industrial property spaces in Indonesia.

“In the second half of 2018, TICON will continue to progress on our three-year roadmap, focusing on expansion to new businesses, expanding development of industrial properties for rent, and reinforcing the key strengths of TICON—expertise and property offerings in strategic locations nationwide, which make it ready to support companies across industries as well as Thai and foreign investors. We are confident that this business roadmap will bring about solid performance and enable us to achieve our vision to become the no.1 player in ASEAN by year 2020,”



# TICON Grows Love ...and Builds Home for Students

## of Por Wittaya School in Chiang Rai under the “TICON Gives Love Year 6” Project

Ten kilometers is the length that children and the locals in Amphoe Vieng Kaen of Chiang Rai province have to commute on foot from their homes to school and back. Such a long trip has become hinderance of children’s education in remote area.

“Por Wittaya School” is among schools that TICON extended its helping hand to lift up the life of underprivileged children under the “TICON Gives Love Year 6” Project, which has been organized for 6 consecutive years. This year, Por Wittaya School was selected as TICON realized the lack of accommodation for children that have been deterred of their chance to study due to the long distance between home and school. As such, the Project provides a budget for construction of 40-



bed building, together with necessary amenities for children in remote area to stay during school days.

**Mr. Sopon Racharaksa**, TICON’s Chief Executive Officer, shares with us the background of the “TICON Gives Love Year 6” Project that “TICON has been involving in CSR activities since 2012 in various areas, including green building and policies as well as community assistance where we actively support development on a continuous basis. In addition, the Company focuses on education for youth since they are the future of Thailand and the key drive for sustainable growth of the nation and society alike. It has been TICON’s determination to provide educational support and opportunity for students living in remote areas.”



โครงการไทคอนมอบรัก  
สร้างรัก...บ้านพักให้น้อง  
สนับสนุนโดย กลุ่มบริษัทไคโนเน็ท ไทคอน อินดัสเทรียล คอนเน็คชั่น จำกัด (มหาชน)

“the Company focuses on education for youth since they are the future of Thailand and the key drive for sustainable growth of the nation and society alike. It has been TICON’s determination to provide educational support and opportunity for students living in remote areas.”

**Mr. Sopon Racharaksa**  
President, TICON Industrial Connection PCL.

That is the rationale behind this year’s CSR initiative to build the accommodation for “Por Wittaya School, Chiang Rai province”, which is in need of a dormitory for its pupils. TICON set a budget for construction of the building for students living in remote area and sent its team of engineer with expertise in building construction to support on design and construction processes in order to ensure maximum efficiency. Furthermore, TICON management and volunteers visited the schools to host edutainment activities and to provide further support to the school i.e. learning materials and sports gears so as to kinder the spirit of learning and happiness to children.



**Mr. Ekkaraj Luecha**, Director of Por Wittaya School, shares that “Our school is an extended school. We have 430 students studying in all levels from kindergarten to 9th grade. The biggest issue here is that we have a lot of students residing outside the educational region who

live so far away in rural and remote area, with some living on the mountain. As such, the school sees it necessary that these children have a place to stay during the school semester, but we never have enough space as we only have one girl dormitory while boys have to sleep on the basement of the teacher’s accommodation. This has been their hardship. Luckily, TICON recognized how such lack could become an obstruction against the studying chance of our youth and; therefore, provides support in a form of dormitory construction to help these underprivileged children to continue their study. Giving the future to the children is a great way of merit making.”



“TICON recognized how such lack could become an obstruction against the studying chance of our youth and; therefore, provides support in a form of dormitory construction to help these underprivileged children to continue their study.”

**Mr. Ekkaraj Luecha**  
Director of Por Wittaya School

Seeing the smile on the face of teachers and students of Por Wittaya School is the best encouragement for TICON management and volunteers to continue reaching out to the community and making a difference for the society, especially for youth, underprivileged, and communities in years to come to achieve sustainable growth and strength of the society and country. ■

This issue, Property Highlight introduces to readers our quality factories and warehouses in strategic locations that fit the demands of various industries, especially automotive and logistics operators. Let's check them out...

### TICON ROJNA Prachinburi

TICON ROJNA Prachinburi Industrial Park consists of quality, ready-built factories of TICON. It is located on the Highway 304—a convenient location for logistics and distribution to all regions in Thailand. This strategic area connects to the town of Nakhon Ratchasima, Bangkok, Chacherngsao, and the Special Economic Zone in Sra Kaeo province, dedicated to be production hub for ASEAN market. It also links to significant seaports such as Laem Chabang Seaport and Mab Tha Phut Seaport. Currently, over 35,000 sqm. is available for rent while the total area after the construction is complete almost reaches 200,000 sqm. The project is highly suitable for various businesses relevant to electronics and automotive industries, since main manufacturing hubs of several world-class automotive companies are situated in this area. Our ready-for-use facilities are ready for operations of businesses with an aim to immediately start their operations at facilities prompt for utilization.



**Available Buildings**

Location: TICON ROJNA Prachinburi Industrial Park

Size: 2,000-4,000 sqm.

Floor Fitness: 3 tons / sqm.

Height: 7 meters

**TICON**

For more information or appointment for site visit:  
Tel: +66 (0) 2679 6565  
Email: marketing@ticon.co.th or info@ticon.co.th (Japanese)

Check Available Buildings here!



### TPARK Phan Thong 1

Check out TPARK Phan Thong 1 if you are looking for quality warehouses for logistics operation for further business expansion near the AMATA City Industrial Estate. We proudly present TPARK Phan Thong 1, located on the Highway 3346 Sukhumvit-Phan Thong. This area is favorable among business owners, especially those in automotive, electronics, and logistics operators, since it is situated only 2 kilometers away from the Phase 7 of the Amata City Industrial Estate. Therefore, there warehouses perfectly serve as the distribution center of products or raw materials prior to shipment to production facilities in the Industrial Estate. Moreover, they are suitable for inventory area of finished goods prior to distributing to customers. If you are looking for immediate commencement or to expand the growing business, this is the solution for you. We are ready to serve!

**TPARK**

For more information or appointment for site visit:  
Tel: +66 (0) 86342 9669  
Email: logistics@ticon.co.th

Check Available Buildings here!

**Available Buildings**

Location: Next to Phan Thong train station (2 kilometers away from Phase 7 of Amata City Industrial Estate)

(General Zone)

Size: 2,000-7,800 sqm.

Floor Fitness: 3 tons / sqm.

Height: 10 meters

## Pay Homage to Luang Po Toh for Luck and Protection at Panun Cheong Temple in Phra Nakhon Si Ayutthaya Province



**This issue,** Take a Break invites readers to make merit and at the same time; boost your luck and protect against bad spirits at **Panun Cheong Temple**, one of the historical temples in Phra Nakhon Si Ayutthaya province. The temple is famous for it houses Luang Po Toh or Sam Pao Kong, a buddha image highly revered among Thai and Chinese people over centuries. Panun Cheong Temple is located on the South of the bank of Pa Sak River, opposite to the Island of Phra Nakhon Si Ayutthaya. It is 5 kilometers away from town and not far away from TPARK Wangnoi 1 and 2. You can take Asia Highway 32, turn left at the Ayutthaya intersection, go straight to the Sam Pleum Temple roundabout, turn left and drive for 4.5 kilometers. Then, you will see the grand signboard with the Temple's name. A large parking lot is ready for service to visitors and tourists.



The homage usually starts at the **Viharn Luang Po Toh** (Pra Put Tri Rattana Nayok) or Sam Pao Kong. The buddha image holds the attitude of subduing Mara, legs fully hunkered. The statue was made of plaster coat with lacquering and gilding and the size of the 14.20 meters width (long measure of the



Buddha statue in the posture of meditation) and 19.20 meters height. This buddha image is considered the biggest one in the province and deemed the state's buddha image of the ancient capital city of Thailand—Ayutthaya—during the Ayutthaya period since the beginning of the capital in 1868 B.E. A tale was passed down from the old days that the tears streamed down from both eyes of the buddha image when the ancient capital was about to perish, which is why Luang Po Tho has been greatly respected by until today. People flock to pay homage to buddha image for luck and blessing on major festive celebrations like the lunar new year, Song Kran festival, Chinese Ghost Festival, and buddha bathing festival. For those whose year of birth is against the current zodiac year, you can pay respect to the **Cai Shen God** at the temple for the God's protec-

tion of your life and your luck and to divert any misfortune away. In addition, there are statues of other gods such as Bodhisattva in thousand hands posture, Soi Dok Mak Dhevi, Ganesh God, etc.

As you finish **merit making**, do enjoy the review view and delightful ambience and find delicious local food and desserts like cotton candy in wraps—the famous dessert of the province—at various shops in the temple to fulfill your stomach after fulfilling your heart. Until we meet next time. ■

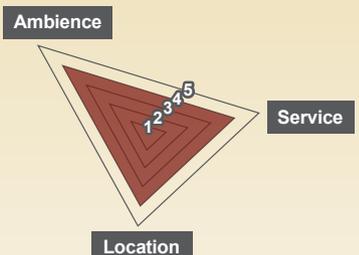
### Panun Cheong Temple

**Opening hours:** Daily from 07:00 hrs.– 18:00 hrs.

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

**Address:** Panun Cheong Temple, Amphoe Muaeng, Phra Nakhon Si Ayutthaya province 13000

**Tel.** 0-3523-4984, 0-3524-1708



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