

TPARK

Right Warehouses... Winning Locations

ISSUE

13

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No.1
Industrial/Warehouse
Developer
in Thailand

Ranked by
Euromoney Real Estate
Awards 2012

Automotive Industry Growth

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Message from the General Manager



Mr. Patan Somburanasin
General Manager
TICON Logistics Park Co., Ltd.

Welcome to the year 2013. I sincerely hope that your business will enjoy great success in this year. TICON Logistics Park Co., Ltd. (TPARK) ended the year 2012 with record-breaking operating results. Our leased space of new warehouses totaled 243,717 sq m. Although certain customers relocated from TPARK Wangnoi due to the flood issue, its space was fully occupied by our customers again at the end of 2012.

Currently, TPARK has 22 projects, some were already developed while others are to be developed, which account for a total of 4,000 rai of land, and the developed warehouse space of 650,000 sq m. According to our construction plan, TPARK will complete new buildings with 350,000 sq m. ready for lease in 2013.

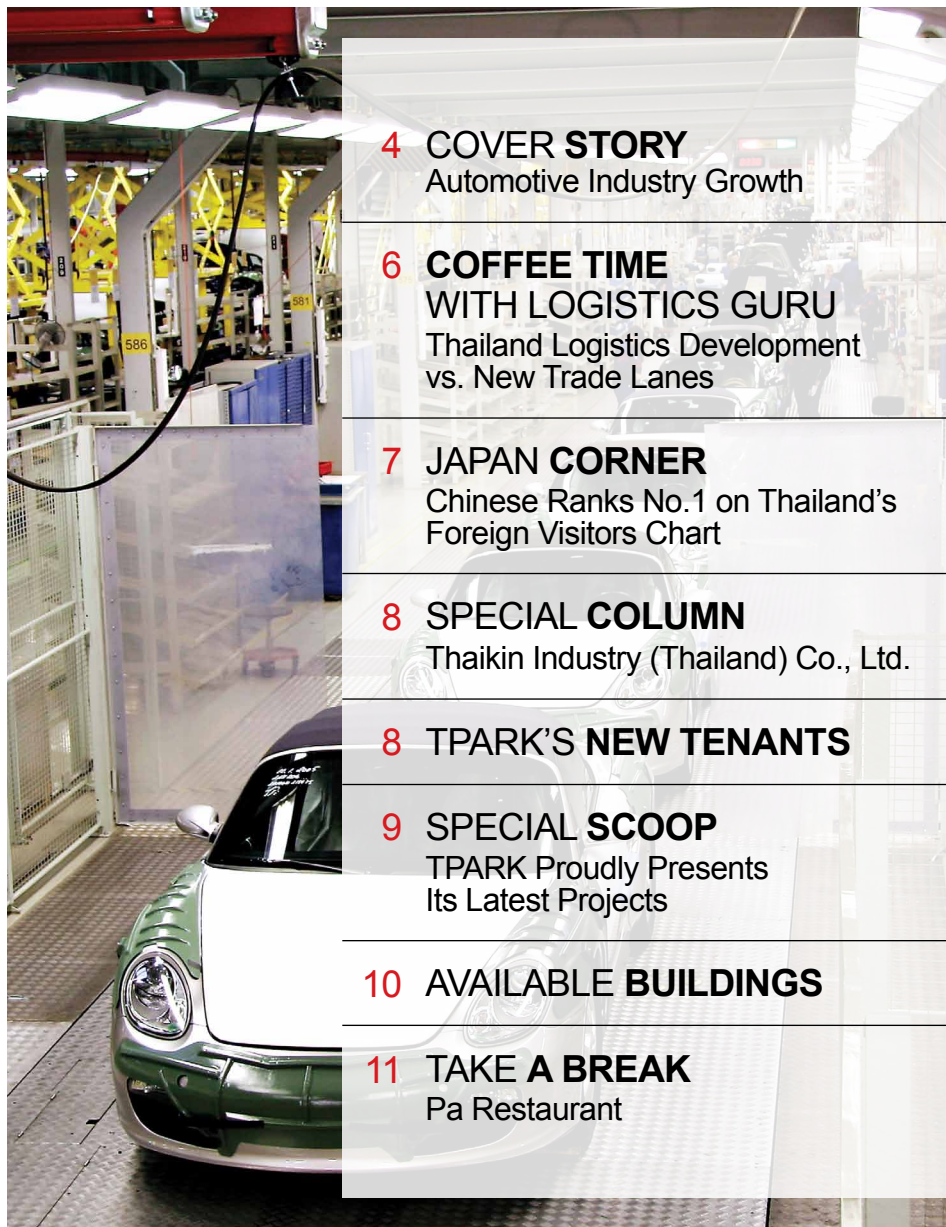
All projects of TPARK have received good feedbacks from customers. One of the key indicators is the total fleet traffic of all TPARK projects, which has risen to around 3,000 trips per day. Such number is a solid proof that TPARK projects are situated in strategic locations and our RBW (Ready-Build Warehouses) are accepted by and truly beneficial to our clients.

This issue features information on warehouses leased by automotive business operators in all TPARK projects. This is because a number of our new customers in the past year are in the automotive industry while our existing customers in this industry are among our most important customer base all along.

Finally, I would like to affirm and give my word as the executive of the Company, which is the leader in the warehouse leasing business, that we will develop our top quality warehouse projects in strategic locations for the optimal benefits for our clients and we will take the best care for our customers in all projects.

MARCH 2013 ISSUE 13

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TPARK
Right Warehouses... Winning Locations

TPARK NEWSLETTER

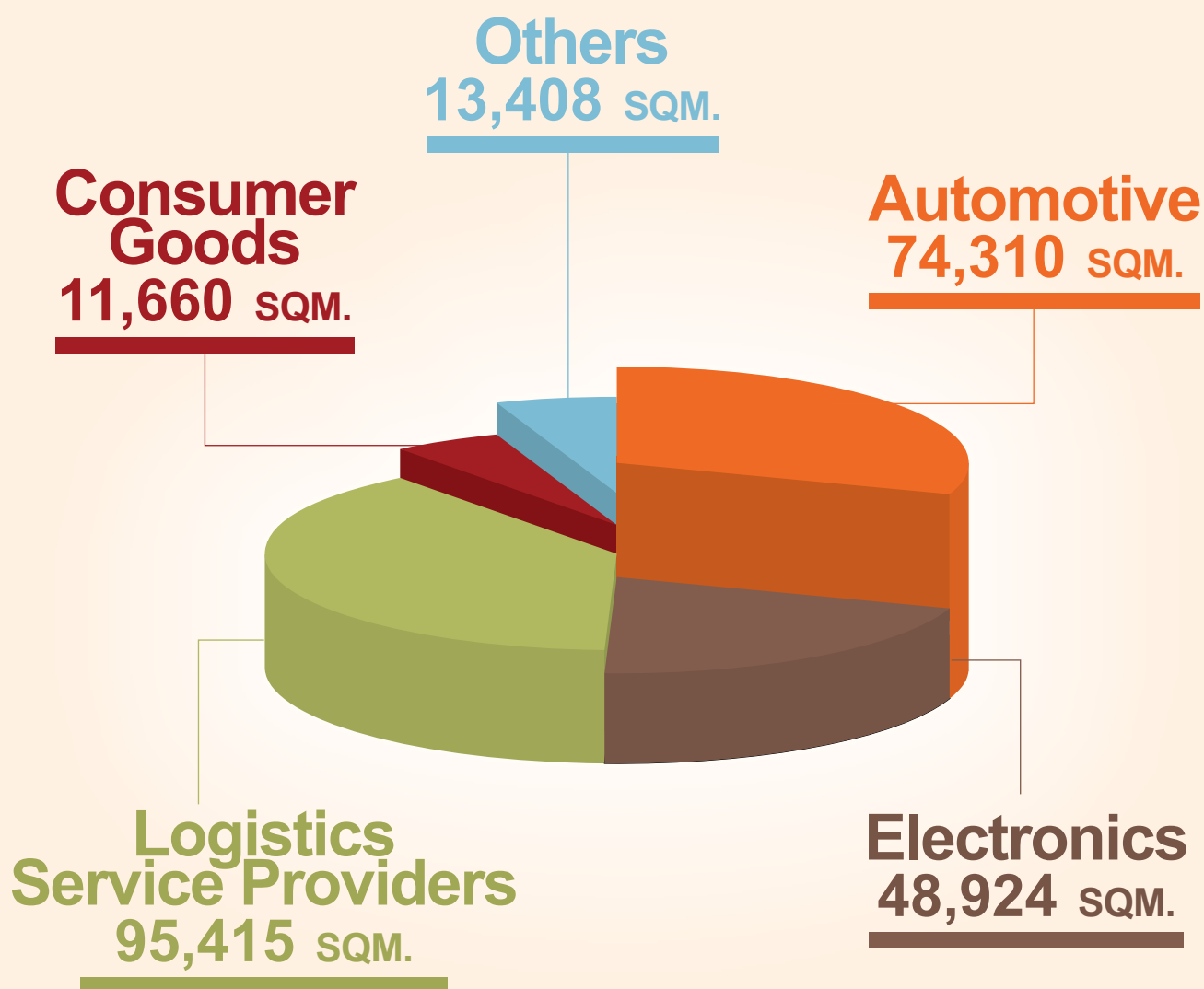
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TPARK BREAKS
THE RECORD
AS IT ACHIEVES THE
HIGHEST
RENTED WAREHOUSE SPACE IN **7** YEARS
SINCE ITS INCORPORATION



TOTAL RENTED WAREHOUSE SPACE **243,717** SQM.

Auto-motive Industry Growth

2012 SAW THE RECORD-BREAKING PRODUCTION AND SALES VOLUMES OF THE AUTOMOTIVE INDUSTRY IN 51 YEARS. SUCH SUCCESS IS DRIVEN BY SEVERAL FACTORS, MAINLY FROM THE FIRST-TIME CAR BUYER TAX CUT POLICY OF THE GOVERNMENT. THE MEASURE ENCOURAGED THAI PEOPLE TO PURCHASE CARS IN THE PAST YEAR TO ENJOY THE TAX BENEFIT. MOREOVER, THE DEMAND FOR ECO-CARS HAS CONTINUED TO INCREASE TO THE EXTENT THAT IT HAS BECOME A DRIVE OF THE AUTOMOTIVE INDUSTRY ALONG WITH PICK-UP TRUCKS--THE LONG-TIME **PRODUCT CHAMPION** OF THAILAND'S AUTOMOTIVE INDUSTRY. AS A RESULT, THAILAND NOW REPLACES SPAIN AS THE 9TH BIGGEST AUTOMOTIVE PRODUCER IN THE WORLD.

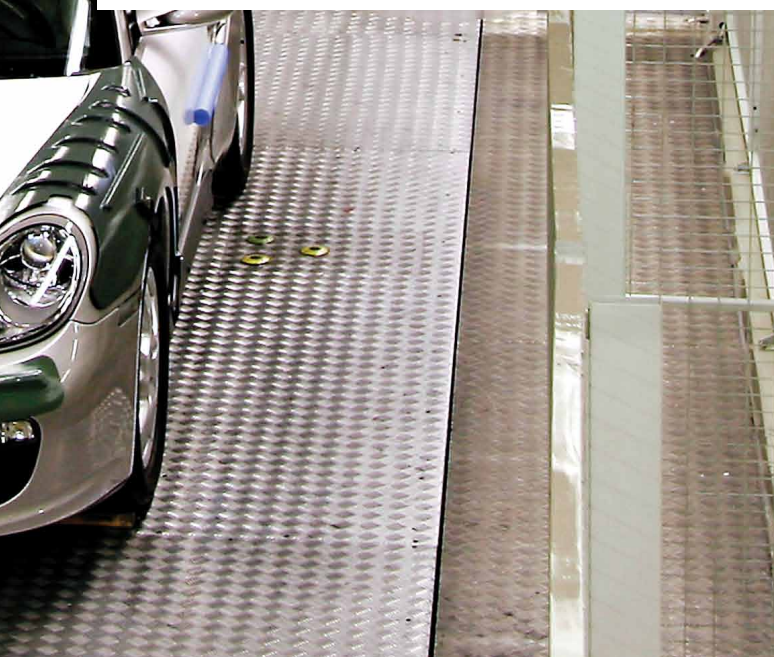
Thailand ranks among top attractive countries for foreign investments in production bases due to several factors. The country has skilled labors and lower living costs when compared to other countries. At the same time, Thailand offers convenience and friendliness of Thai people, as well as attractive investment privileges offered to operators by the public sector. Consequently, large corporations with production bases in Thailand have continuously expanded. In addition, Thailand is chosen by global companies like TOYOTA, HONDA, NISSAN, and General Motor (GM) to be the production hub for export. These names draw great interests for manufacturers and related service providers to invest in Thailand.

The automotive industry extends beyond finished goods i.e. cars as they also consist of auto parts, engines, interior accessories, and others. As such, the rising auto sales result in the increasing production volumes of auto parts and other related items as well.



Automotive Statistic (Units)

YEAR	PRODUCTION	DOMESTIC	EXPORT
2000	411,721	262,189	152,835
2001	459,418	104,502	175,299
2002	584,951	409,362	181,471
2003	750,512	533,176	235,122
2004	928,081	626,026	332,053
2005	1,125,316	703,405	440,705
2006	1,188,044	682,161	538,966
2007	1,287,346	631,251	690,100
2008	1,394,029	615,270	776,241
2009	999,378	548,871	535,563
2010	1,645,304	800,357	895,855
2011	1,457,795	794,081	735,627
2012	2,453,717	1,436,000	1,026,671



Growth in 2013 is expected not to be as high as that of 2012 as the government's first-time car buyer tax cut policy expired in the end of last year and the domestic demand for cars is expected to decrease at a certain level. However, since most car makers select Thailand to be their production hub for export, TPARK is confident in the potential of Thailand in being the automotive and auto part manufacturing leader. We have strengthened our readiness as we are developing new projects in various locations to serve the business expansion of our clients. ■

Source of information

- **Automotive Industry Club, The Federation of Thai Industries**
- www.fti.or.th
- www.taia.or.th/thai/statisticsdetail.aspx?id=2
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THAILAND LOGISTICS DEVELOPMENT VS. NEW TRADE LANES



AT PRESENT, IT IS QUITE CLEAR THAT THAILAND CAN'T DENY LOGISTICS DEVELOPMENT, WHICH LIMITS THE COUNTRY'S TRADE AND ECONOMIC STRENGTH NOW AND HEREAFTER.

It is quite a good news that the current government really pay attention, and plan to put more than 2 trillion baht for the logistics development projects both domestics and international transportations.

Parts of the projects include the new double track railway lines throughout the country; the three new seaports at Chumphon, Songkhla, and Satun (Pak-bara), the new motorway between Bang

Yai – Kanchanaburi, and lots of new facilities at border-gateways to neighboring countries.

With these kinds of needed projects, the government expects that Thailand will stay competitive and be able to increase country's logistics efficiency, and also create more "Trade Lanes" linking Thailand to the fast-moving economies nearby like Cambodia, Laos, Myanmar, and Vietnam.

The projects will help upgrading the existing trade lanes and provide more new lanes for Thailand and regional economy, especially the road and railway linkages among countries in Southeast Asia. The new infrastructures will not only benefit Thailand in the short-term economic stimulus, but also put Thailand as the regional logistics hub in the future.

The new key trade lanes via land transportations will be in line with the three important economic corridors for the Greater Mekong Subregion (GMS) agreement.

1 Thailand will be able to expand their trading to Kunming, Yunnan along **the northern trade lane** through Laos at Chiang Rai – on the *North-South Economic Corridor*

2 and also to Nanning, Guangxi and Hanoi, Vietnam along the northeast trade lane through Laos at Mukdahan. Besides that Thailand will be able to trade with Myanmar along **the western trade lane** at Tak – on the *East-West Economic Corridor*.

3 and to Cambodia and Ho Chi Minh city, Vietnam along **the southeast trade lane** at Aranyaprathet-on the *Southern Economic Corridor*.

The new trade lanes will also include the linkage between Dawei deep sea port & industrial estate project in Myanmar and Laemchabang sea port in Thailand, where emerging economic activities and market will take place and should eventually benefit Thailand a lot.

It is quite obvious that Thailand really needs these kinds of logistics infrastructure development. It will benefit the country in a long-term and will definitely position Thailand as the Logistics hub in the region after ASEAN Economic Community (AEC) taking place in 2015. It is time for Thailand to upgrade the logistics capability. It may seem costing the country lots of money but it will definitely worth in the future of Thailand Logistics. ■



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

Chinese Ranks No.1 on Thailand's Foreign Visitors Chart

THE TOURISM AUTHORITY OF THAILAND (TAT) REVEALS THAT IN 2012, THE NUMBER OF FOREIGN TOURISTS WHO VISITED THAILAND WAS 22,300,000 PERSONS OR 16% MORE THAN IN 2011

the largest number of which consisted of 2,789,000 Chinese (58.4% increase from 2011), the second largest was 2,561,000 Malaysians (3.6% increase) and the third largest was 1,371,000 Japanese (21.8% increase). The surprising fact was that Russians came in at No.4 of the list as the number has risen at a significant level over recent years, from only tens of thousands per year to almost the same level as Japanese in 2012 (or 30% increase from the previous year). Hotel signage in Russian language and the rumor about the presence of Russian mafia in various places of Thailand could be a clear proof of more Russian people in Thailand.

The table shows that Malaysians topped the list until the year 2011. The assumption was that the low prices of various goods in Thailand attracted Malaysian people to travel by cars to the South of Thailand for shopping. Japan has remained second on the chart after Malaysia until the year 2009, but the number of China surpassed Japan in 2010 and it exceeded the number of Malaysians in 2012. The number of Japanese tourists in 2012 increased by approximately 22%, but it was still outpaced by the growth of Chinese tourists. This was partly caused by the Senkaku island dispute between Japan and China, which affected their relationship and both countries' citizens prefer not to travel to the counterparty's country. It appears that both decided to travel to Thailand instead, which has been beneficial to the country.

The research center of a commercial bank in Thailand reported that the forecasted number of foreign tourists visiting Thailand in 2013 will increase to 24,500,000 persons (or 10% increase from 2012). The No.1 rank will remain to be Chinese tourists, the number of which will increase to 3,400,000 persons or 20% increase from last year (accounts for 14% of total foreign tourists visiting Thailand). A large number of Chinese tourists have visited Thailand during 2013 Chinese New Year period (especially to Chiang Mai and Chiang Rai provinces), which leads to affirmation that Chinese tourists will rank at the top of the list this year again.

Tourism income of Thailand is worth over a trillion baht. The government plans to promote tourism as one of the key industries. The indispensable element to the development of tourism industry is improvement and solutions of such issues as easing of traffic congestion, improvement of quality of taxi drivers, knowledge enhancement for tourism-related service

providers, cancellation of double-standard fees for Thais and foreigners at sightseeing spots, securing labor forces for the labor-intensive tourism industry and so on. These issues require collaborative effort of both public and private sectors in order to attain the AMAZING THAILAND status and attract more tourists to visit the country.

TABLE ON CHANGE OF NUMBER OF TOURISTS BY COUNTRIES IN THE PAST 7 YEARS

(Unit: 1,000 persons)

Country	Year	2006	2007	2008	2009	2010	2011	2012
Malaysia		1,591	1,540	1,825	1,758	2,059	2,471	2,561
Japan		1,312	1,278	1,147	1,005	994	1,126	1,371
Korea		1,093	1,084	888	618	805	1,014	1,169
China		949	907	819	778	1,122	1,761	2,789
UK		851	859	822	841	811	844	870
USA		694	682	664	627	612	684	767
Singapore		687	605	570	-	604	670	821
Australia		550	658	693	647	698	854	931
Germany		517	544	-	-	607	603	-
India		460	536	532	614	760	917	1,016
Russia		188	278	321	-	645	1,014	1,31

Source: (Immigration Bureau)

By the way, did you know that the number of Thai tourists who visited Japan was at record high in 2012? The Japan National Tourism Organization (JNTO) reported that a total of 260,800 Thai tourists visited Japan in 2012 which represents an increase of 80% from 2011 (around 145,000 tourists) and an increase of 20% in comparison with 2010 (215,000 tourists that was the highest record back then). In 2012, a total of 8,368,000 tourists came to Japan, 3.1% of which were Thai. Thailand has been ranked at No.7 in terms of number of visitors for 2 consecutive years of 2010 and 2011, but rose No. 6 last year getting ahead of Australia. Numbers of foreign visitors to Japan last year according to the countries were 2,044,000 tourists from Korea, 1,467,000 from Taiwan, 1,430,000 from China, 717,000 from the USA, 482,000 from Hong Kong and 261,000 from Thailand.

The factors causing the increase of Thai visitors to Japan were, among others, 1) successful tourism promotion of Japanese government; 2) increase of seats by increase of chartered flights; 3) grant of multiple entry visa; 4) Thais working in Japanese corporations in Thailand came to Japan to work in Japan after the flood and; 5) the new direct flight between Bangkok and Hokkaido by Thai Air commencing in October 2012.

The cheaper Japanese Yen against the Baht makes it easier for Thais to visit Japan. We strongly hope that there will be more and more Thai and Japanese tourists travel to each country and that the friendly relationship between the two countries will be further strengthened. ■



THAIKIN INDUSTRY (THAILAND) CO., LTD.



AT TKI QUALITY IS OF GREAT IMPORTANCE FIRST OF ALL, WE ARE DEDICATED TO CLEARLY DEFINING THE NEEDS OF OUR CLIENTS. THIS IS THE MOST BASIC YET MOST ESSENTIAL DEFINITION OF QUALITY.

Secondly, we emphasize on selecting quality Raw materials from reliable suppliers for customer. We emphasize on choosing quality staff to effectively perform the production tasks. Now we have been entrusted from customer with production process (cutting, blending and welding). Success in managing the aforementioned inputs, processes, and outputs is what we have reached. The emphasis on safety and our ability to meet customers' demand reflect our. In consequence we choose the best warehouse (TPARK) which system can safety your product and Located at center of the easy delivery quickly. ■

TPARK'S NEW TENANTS



HazChem Logistics Management Co., Ltd.

As one of affiliates under Triple I Logistics Group, **HazChem Logistics Management Co., Ltd.** is an international freight forwarding and logistics company specialized in handling hazardous chemicals and dangerous goods for the chemical and pharmaceutical industries. HazChem, as our existing tenant, the beginning of 2013, they decided to lease another unit of TPARK's warehouse with an area of 5,775 sq m in TPARK Bangna in order to serve the growth of their business.



Recall Enterprises (Thailand) Limited

Recall Enterprises (Thailand) Limited is an international leading company in total information management, offering Document Management, Digital Solutions, Data Protection and Secure Destruction. Recall Enterprises leased one of TPARK's warehouses with an area of 8,475 sq m inside TPARK Bangna for serving data collection services to their customers.



Sammitr Green Power Co., Ltd.

Sammitr Green Power Co., Ltd. is a manufacturer and provider of NGV auto parts for leading Japanese automotive companies. In late 2012, Sammitr Green Power leased an additional of TPARK warehouse with an area of 1,200 sq m in TPARK Bangna. Currently, Sammitr Green Power leased a total area of 2,400 sq m to store their NGV automotive products for supplying their customers.



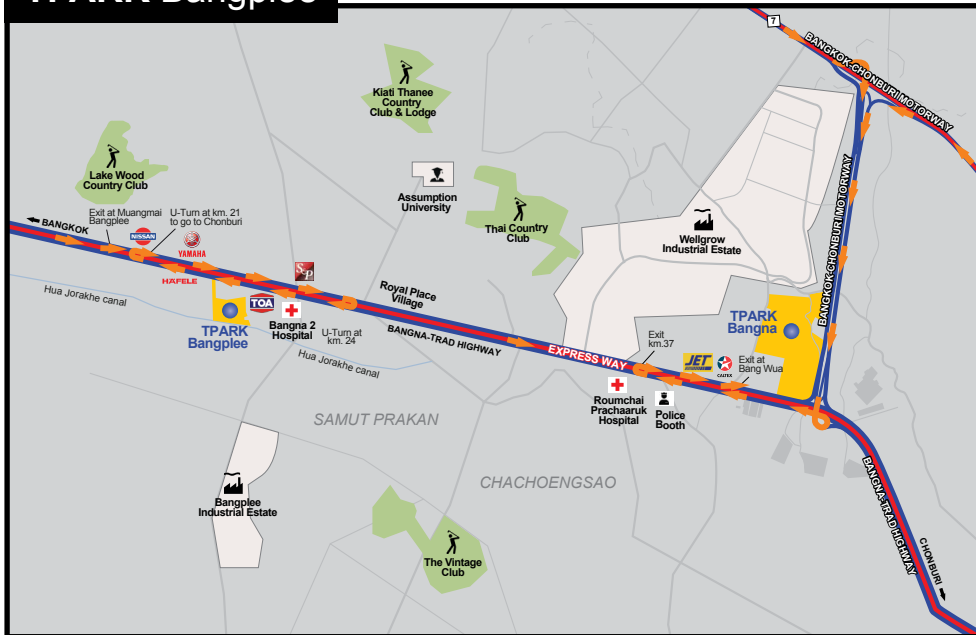
UTi Worldwide Co., Ltd.

UTi Worldwide Co., Ltd. is an international logistics service provider with air, ocean and land freight forwarding, contract logistics, customs brokerage and other supply chain management services. UTi Worldwide is specialized in providing logistics and planning optimization solutions for its customers. In late 2012, UTi Worldwide decided to lease an additional warehouse space with an area of 2,900 sq m inside TPARK Laemchabang 1 to serve the expansion of their business.

TPARK PROUDLY PRESENTS ITS LATEST PROJECTS

ON PRIME STRATEGIC LOCATIONS TO ENHANCE THE COMPETITIVE
ADVANTAGES OF OUR CUSTOMERS' BUSINESSES.

TPARK Bangplee



Located on Bangna-Trad Road km. 22 (inbound to Bangkok), the project is suitable for warehousing and distribution of goods in Bangkok and vicinity.

TPARK Bangplee

PROJECT SPECIFICATIONS:

Project Size: 121 rai

Total Rentable Area: 100,000 sq m

SITE ACCESS:

- **From Bangkok-Chonburi Tollway:**
Take the Muangmai Bangplee exit and make a U-turn at Bangna-Trad road km. 24.
- **From Chonburi province:**
Using Bangna-Trad Road (Highway 34): The project is adjacent to the highway, on left.

TPARK Phan Thong 1 and 2



To accommodate manufacturing in AmataNakorn Industrial Estate, TPARK has developed TPARK Phan Thong 1 and 2 projects, which fit for operators who would like to provide logistics support for their clients with industrial facilities around the areas.

TPARK Phan Thong 1

PROJECT SPECIFICATIONS:

Project Size: 70 rai

Total Rentable Area: 55,000 sq m

SITE ACCESS:

- **From Sukhumvit-Phan Thong Road (Highway 3346):**
Turn left 200 meters before the Eastern Route Railroad, then turn right. The project is on almost opposite to Phan Thong Train Station.

TPARK Phan Thong 2

PROJECT SPECIFICATIONS:

Project Size: 46.5 rai

Total Rentable Area: 35,000 sq m

SITE ACCESS:

- **From Amata Nakorn Industrial Estate (Phase 9):**
Turn left to Highway 3127, go straight for 1.5 km. The project is on left.

Available BUILDINGS



TPARK BANGNA

Location: Bangna Trad Highway km. 39

Free Zone

Warehouse Sizes: 1,250 - 2,450 sq m

Floor Load: 2 - 3 tons / sq m

Clear Height: 7 - 10 m



TPARK BOWIN

Location: Located inside the EPZ (Export Processing Zone), Chonburi Industrial Estate

General Zone

Warehouse Sizes: 2,000 - 3,200 sq m

Floor Load: 3 tons / sq m

Clear Height: 10 m



TPARK EASTERN SEABOARD 2 (A)

Location: Located on Highway 331

General Zone

Warehouse Sizes: 2,450 - 5,700 sq m

Floor Load: 3 tons / sq m

Clear Height: 10 m



TPARK LAEMCHABANG 1

Location: Approximately 4 km to U-turn

General Zone

Warehouse Sizes: 1,000 - 1,450 sq m

Floor Load: 3 tons / sq m

Clear Height: 10 m



TPARK LAEMCHABANG 2

Location: Second U-turn after TPARK Laemchabang 1 and then enter at Soi Mo Yoi Bowin

General Zone

Warehouse Sizes: 2,000 - 9,000 sq m

Floor Load: 3 tons / sq m

Clear Height: 10 m

Free Zone

Warehouse Sizes: 2,450 - 3,900 sq m

Floor Load: 3 tons / sq m

Clear Height: 10 m



TPARK SRIRACHA

Location: Located on Highway 7 (outbound), approximately 14 km from Laemchabang Port

General Zone

Warehouse Sizes: 2,450-10,050 sq m

Floor Load: 3 tons / sq m

Clear Height: 10 m



TPARK WANGNOI 2

Location: Phaholyothin Road km. 57

General Zone

Warehouse Sizes: 2,450 sq m

Floor Load: 3 tons / sq m

Clear Height: 10 m

FOR MORE INFORMATION

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“PA” Restaurant

Hello lovely readers of the Take a Break column. In the first issue of the Year of Snake, we continue to find great restaurants for our readers to enjoy delicious dishes. This time, we will please the palate of our readers, especially those residing around TPARK Sriracha. This restaurant is a can't-miss one!

“PA” restaurant offers an authentic Thai cuisine in a relaxing ambience. The restaurant has both open-air and air-conditioned zones. PA's menu may be similar to others, but we guarantee you will feel the difference. Raw materials, ranging from vegetable, meat, seafood and so on, are carefully selected to ensure quality and freshness. The only downside of the place is that it is located quite deep in a Soi. However, we dare say the taste is definitely worth the effort.

Our recommendation goes to *Chuche Pla Nuay Orn* (Small Scomber in Chilli Paste Sauce), *Som Tum Goong Pao* (Papaya Salad with Grilled Prawn), *Gai Ban Tod Gluea* (Fried Chicken with Salt), *Hoy Jor Pu* (Crispy Crab Rolls), *Kang Pa Hed Kone* (Termite Mushroom in Spicy Soup), *Pla Muek Tod Kra Tiem* (Deep Fried Squids with Garlic), *Pla Gam Nan Rad Nam Pla* (Deep Fried Gam Nan Fish Marinated in Fish Sauce), *Tom Yum Poong Kai Pla Shon* (Tom Yum With Guts And Eggs of Snake-Head Fish), and *Nam Prik Kai Pu* (Chilli Paste Dip with Crab Eggs).

Finish a delightful meal with various yummy desserts like *Tub Tim Krob* (Stuffed Water Chestnut in Syrup and Coconut Milk served with Crushed Ice) and *Glauy Buad Chee* (Banana in Coconut Milk). ■

TASTE ★★★★★
PRICE ★★★★★
ATMOSPHERE ★★★★★

“PA” RESTAURANT

Open daily from 11.00 A.M. - 9.00 P.M.

Location: close to TPARK Bowin

Address: 299/25 Moo 3 Tumbol
Bowin Amphur Sriracha
Chonburi Province 20230

Tel. 081-415-0503



Don't forget to mention that you know about “PA” restaurant from TPARK Newsletter to enjoy 10% discount for food.



Som Tum Goong Pao



Gai Ban Tod Gluea



Chuche Pla Nuay Orn



Kang Pa Hed Kone



Pla Muek Tod Kra Tiem



Pla Gam Nan Rad Nam Pla



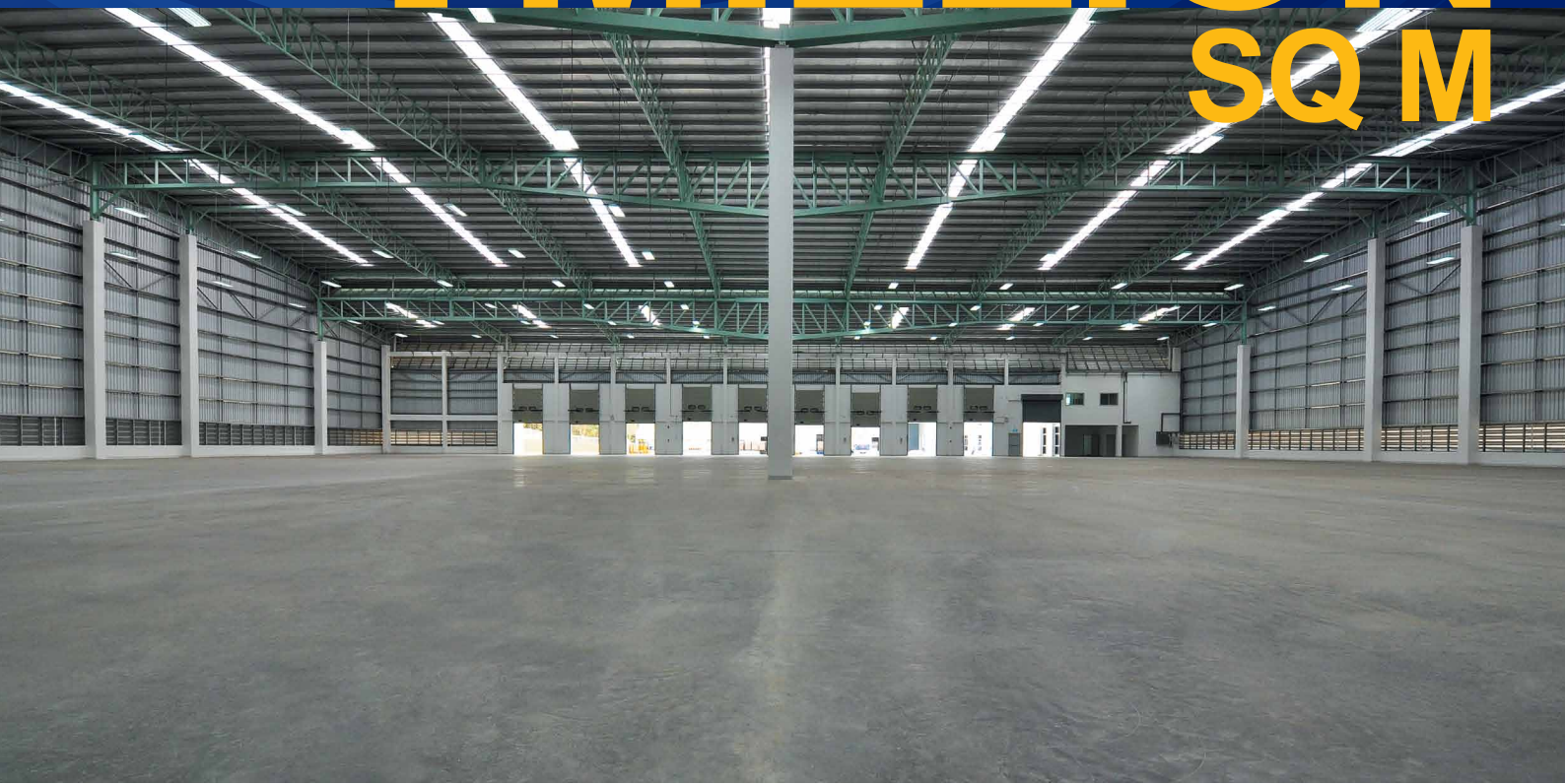
Tom Yum Poong Kai Pla



Nam Prik Kai Pu

**WAREHOUSES
FOR RENT**

23 LOCATIONS
TOTAL
1 MILLION
SQ M



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TPARK

Right Warehouses... Winning Locations