NEWSLETTER FROM TICON GROUP

FORWARD

January-March 2018 | ISSUE 17

Supply Chain Revolution 4.0

(Part 2)

Ford Motor Company Invests Bt.100 Million

in New Parts Distribution Center in **TPARK Bangplee**

ICO

(Initial Coin Offering)







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Message from

Editor

e year 2017 was another memorable milestone of TICON Group. We welcomed Frasers Property Ltd. as our new major shareholder. With the capital injection, we have an even stronger financial position and our capability is enhanced by the seasoned experience of our new alliance that has significantly expanded our real estate development horizon with a comprehensive industrial coverage. Our performance is greatly satisfactory, both in respect of rent business unit, which successfully hit its annual target, and the global recognition aspect i.e. our products received the LEED-Gold certification, which accentuated our position as the leader in the sustainable building development industry while securing our top rank in the business. Another key success in 2017 was the expansion of a new project in Makassar and Banjamarcin in Indonesia, the project of which was entrusted by a key global player—Unilever Indonesia—to be our first customer of the project. TICON ended the year with fruitful achievement of the merger of TICON's property funds to TREIT. TREIT is currently the largest industrial trust of Thailand. Thus, ended the year 2017 of TICON Group.

Moreover, Mr. Sopon Racharaksa, President, said that the year 2018 will be a challenging one for TICON to follow the 3-year roadmap. We will expand from the factory and warehouse development business by elevating industrial property development to a more challenging business such as mixed use real estate business. We will adopt innovative technology to develop projects with an emphasis on sustainable development as well as the aligned growth with business and social partners to reach for our goal of being the leader of the full-scale real estate development industry on ASEAN level.



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FORWARD

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Supply Chain Revolution

(Part 2)





RETAILERS, REGARDLESS OF ITS SIZE, SERVE AS THE MEDIATION PLATFORM THAT BRINGS THE GOODS CLOSER TO CONSUMERS FOR THEIR BUYING CONVENIENCE. THESE MIDDLEMEN ARE FEELING AN IMPACT FROM THE INTERNET WHERE BUYERS

AND SELLERS CAN MEET DIRECTLY VIA VARIOUS APPLICATIONS ON SMARTPHONE, ELIMINATING THEIR NEEDS TO TRADE THROUGH MEDIATORS.

A couple of months ago, I was looking for a small spare part of the camera at several shops without success. All the shops I asked told me either it was sold out or unavailable. So, I got an idea to search for such item online via shopping application until, finally, I found the exact piece I wanted at a very cheap price. So, I paid for it using credit card and got an email to confirm my purchase, followed



by order tracking emails of the delivery status until the day the mail order was delivered to my house 4 to 5 days afterwards. That was when I found out that the spare part was shipped directly from Shenzhen by China Post and delivered to my house by Thai Post. It means that now a buyer in Thailand can buy a single, small piece of product directly from a producer or manufacturer in China whereby mediators and retailers were removed from the supply chain from their routine operations.

In the past, the supply provider needed capital as well as a sizable market to import or store and offer products for buyers by negotiating with overseas producers. A large order was preferred to leverage the product price and shipping cost. As the products enter Thailand, they must be kept at a warehouse for distributors nationwide to place orders and store the goods for their customers. Each process incurred inventory, both during the overseas shipment where the goods were under oversight of the importers, those at the distributor's warehouses, and those on the shelf of retailers. They were all costs. In addition, products distributed nationwide were controlled by the estimates with a fancy name called demand forecast, which was never accurate and hardly differed from a guess. These were the causes of hidden costs in the traditional supply chain system.

Nowadays, shipping has improved its speed while purchase and order can be made easily via the Internet. Each order is no longer a demand forecast, but a real demand which incurs neither inventory cost nor margin of importer, retailer, wholesaler, or retailer. The only increasing cost is the shipment cost per unit. Nevertheless, it is apparent that the total cost is cheaper than the traditional supply chain.

This is the concept of what I call the supply chain revolution. Not only retailers would be impacted, but also importers as well as provincial and regional distributors who act as mediators for they will be removed from the trading system that covers almost everything consumed and traded in the market in general.

Most convenience stores are adjusting their position to become convenience store/restaurant while discount stores have ventured more on online distribution platform and applications. Products are now being delivered with minimal fee, if not free at all. With this rising trend, their outlets would become more of a distribution hub injecting goods to its surrounding community with more frequency at less cost.

Needless to say, what would be the future of anyone who is still not aware of the impact coming his way from this supply chain revolution, and those who are aware of it, but makes no adaptation. May I end this article with...

"The **Internet** is bringing about disruptive changes to the world trade, accelerated by technology and motivated by consumer's behavior."



TICON'S Path to Sustainability

Leads to a Bright Future

NOWADAYS, GREEN BUILDINGS AND ENVIRONMENTAL CONSERVATION PROJECTS ARE NO LONGER REPUTATION-ORIENTED, BUT THEY HAVE BECOME ACTION-ORIENTED TO BRING ABOUT THE BENEFITS TO STAKEHOLDERS AND THE SOCIETY.

AS SUCH, FWD MAGAZINE REVEALS TO READERS THE ROADMAP OF TICON AND HOW IT ALIGNS WITH THE TREND OF GREEN BUILDING FOR SUSTAINABILITY FOR NOW AND THE FUTURE... LET'S GO GREEN TOGETHER.

SUSTAINABILITY: THE BEGINNING

The building development concept was based on the determination of executives to drive for business growth along with sustainability. Finally, in 2014, it collaborated with DEMCO PLC. (DEMCO) to install solar panels on roofs for electricity generation of TPARK Sriracha, TPARK Laem Chabang 2 and TPARK Bangna, with the total space of 9,900 sqm. Such installation produced the electricity of over 953.36 watts. This project marked the first solar energy production of TICON Group.

Sustainability: The Journey



TICON **SPOTLIGHT**



Dr. Taweeporn Pulket, Deputy General Manager of TICON Industrial Connection PLC, has summarized the benefits of green buildings as follows.

LEED- certified buildings shall consume energy less by 20-53%, depending upon the level of certification i.e. certified, silver, and gold. Only modern equipment is adopted to ensure more energy saving. To name a few, the roof was translucent to allow sufficient interior lighting, highly efficient LED light bulbs and solar panels were installed while the electrical wiring was equipped with a monitoring system for a more detailed energy consumption assessment in line with the ASHRAE standard (a globally accredited building's







energy consumption rating standard). In addition, water consumption could be reduced by over 42% when benchmarked against ordinary buildings or around 750 cubic meters per year. The ecosystem inside the building was carefully designed to ensure ASHRAE-standard ventilation system to allow further energy-saving activities while enhancing the quality of life of employees.

In a Nutshell: Green Building's Energy Consumption for each level



Water and electricity consumption can be reduced by

or above

Water and electricity consumption can be reduced by

or above

Water and electricity consumption can be reduced by

or above

Water consumption can be reduced by

and electricity

consumption can be reduced by

or above



for FWD Magazine Team.

lopment. To achieve future sustainability of TICON Group, the Company has policy to design and develop all factories and warehouses to be built from the year 2018 onwards in compliance with the green building standards and it is studying the proper approaches to modify the existing properties to comply with the

green building standards as well.

"Our next target is to the Platinum recognition. In addition, we are considering the solar rooftop project expansion to generate more solar power in alignment with the sustainability policy of TICON Group"

> Dr. Taweeporn Pulket Deputy General Manager of TICON Industrial Connection PLC.



TODAY'S WORLD SEES RAPID CHANGES IN TECHNOLOGY AND WE ARE GETTING MORE AND MORE FAMILIAR WITH HAVING NEW AND NOTEWORTHY GADGETS THAT MAKES OUR DAILY LIFE EASIER AND MORE CONVENIENT. ESPECIALLY COMMUNICATIONS DEVICES WHICH HAS SHRUNK THE WORLD TO BE IN OUR HANDS, HOWEVER, THE CHANGE OF SUCH TECHNOLOGY DOES NOT STOP THERE.

FinTech or financial technology have been applied to enhance the efficiency of financial products and services as well as investments. For example, the online money transfer service or the stock analysis information are among most services, which are offered via online platforms.

In addition, the disruptive changes gave birth to the blockchain technology, which is a form of database without any servers, but fully reliable and fraud-resistant. The transparency of the system and reliability of the data are key elements that gain the blockchain technology its wide popularity in data recording, verification, and storage of financial transactions. The verifier must be rewarded for each verification of the blockchain's financial transaction data in a form of digital token.

The value of these tokens is determined by the token issuers. In recent years, digital currencies have been introduced in payment for both online and offline payment transactions. In addition, the digital currencies are also exchanged into paper currencies whereby the exchange rates were determined by mutual agreement within the exchange network.

On this platform, crowd funding was invented through ICO (Initial Coin Offering) where fund mobilizer would issue a certain amount of digital coins for sale to investors and the fund will be utilized for business expansion. So far, various types of crowd funding were launched in the market as follows.



This type of coins is sold to digital currency investors for use within the issuer's network. Investors stand to gain dividend denominated in the form of currency in which the investment was made. As a result, the value of this type of coins lies primarily on the trust of investors in coin issuers.

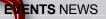


The value of this coin type lies in its use. Investors can use this coin for specific purpose allowed by the issuer, often times it serves as a key to unlock the gate for specific purposes of the investors. An example of this type is the Kodak Coin where the issuer allows investors to spend these coins in paying for royalty of pictures under Kodak's copyright. As such, it serves as the key to access the products and service on Kodak's platform.



This type of token is quite similar to the utility tokens, but the difference is that asset token is resembles physical or actual asset. Therefore, the value of the token does not only depend on the ability to access the asset's benefit,





TICON Group gives Love – 5th Year

TICON Group led by Top management team and staff from group of companies recently participated in "TICON Group gives love Year 5" social contribution activities organized for the 5th consecutive year for giving back to the society. Participants jointly gave computers and blankets as well as renovated computer room and playground, recreation

activities, and treated lunch for students and teachers at Ban Kae Noi School, Muang District, Surin Province. The program is for sharing smiles and happiness to children and community in rural by providing the educational tools and other necessities for their better quality of life.





Gallery of **TICON Group gives Love**











TICON announces Success in 2016 as the Leading Industrial Property Developer and Unveils Strategy to become ASEAN's No. 1 in 3 Years



From left

Dr. Thaveeporn Pulket, Deputy General Manager of TICON Industrial Connection PCL., Dr. Somsak Chaiyaporn, General Manager of TICON Industrial Connection PCL. Ms. Lalitphant Phiriyaphant, Chief Financial Officer of TICON Industrial Connection PCL., Mr. Sopon Racharaksa, President of TICON Industrial Connection PCL., **Mr. Virapan Pulges** Chief Executive Officer of TICON Industrial Connection PCL., **Mr. Peerapat** Srisukont, Managing Director of TICON Management Co., Ltd. Ms. Kamonkarn Kongkathong, Head of Strategic Planning of TICON Industrial Connection PCL., Mr. Samart Rusmeerojwong, Head of Corporate Governance & Risk Management of TICON Industrial Connection PCL

6 March 2561, Bangkok - Mr. Virapan Pulges (5th from left), Chief Executive Officer, together with Mr. Sopon Racharaksa (4thfrom the left), President of TICON Industrial Connection PCL., recently announced its milestone achievements as Thailand's leading provider of integrated industrial properties in ASEAN at Kandhavas Place on the 4th floor of the Athenee

Hotel Bangkok. To steer TICON towards the position of ASEAN's no.1 industry leader, the company also took this opportunity to reveal a three-year roadmap grounded on the ethos of "Delivering Valuable Experiences" as well as worthwhile insights on logistics, e-commerce, and industry.



TICON teams up with SSIA to build world-class warehouses for clients

TICON in collaboration with SSIA, a major property developer in Indonesia, recently established a company named "PT SURYA INTERNUSA TIMUR (SIT)" with an initial





registered capital of USD15 million. Winning a deal with Unilever Indonesia as its first customer, the company has developed two built-to-suit warehouses in key Indonesian cities, Makassar and Banjarmasin. The new warehouses fulfill the company's ambitious goal of building a strong foundation for business continuity and growth.



NEW TENANTS

TIKƏN

CELCO (Thailand) Co., Ltd.

CELCO CELCO (THAILAND) CO.,LTD.

Celco (Thailand) Co., Ltd. is an electronics parts manufacturer from Japan, supplying their products to well-known companies. Recently,

Celco (Thailand) leased TICON factory with an area of 1,450 sq m. inside Pinthong Industrial Estate to manufacture their products.

TS Coating (Thailand) Co., Ltd.

TS Coating (Thailand) Co., Ltd. is a paint spray mist treatment products manufacturer from Japan. Lately, TS Coating leased TICON factory with an area of 1,875 sq m. inside

Hi-Tech Industrial Estate in order to manu-facture their products.

SC Homemart Co., Ltd.

SC Homemart Co., Ltd. is a manufacturer distributor of construction

materials from Thailand. Recently, SC Homemart Co., Ltd. leased TPARK warehouse with an area of 2,450 sq m. inside TPARK Eastern Seaboard 1 (B) in order to store their products.

Sumiso (Laem Chabang) Co., Ltd.

Sumiso (Laem Sumiso International Logistics Chabang) Co., Ltd.

is a Japanese logistics service provider that operates international and domestic airfreight forwarding, import and export, transportation and distribution. Lately, Sumiso (Laem Chabang) Co., Ltd. decided to lease TPARK warehouse with an area of 5,058 sq m. inside TPARK Laemchabang 1 for serving their business expansion.



Based on the opening statement, any organization that adapts best to this situation would enjoy unprecedented, competitive advantages in further developing their business. As a System Integrator, ACETEC Technology Company Limited can source, deal, select, and offer the best solutions for individual types of business or industry. ACETEC leverages from the fact that it is not a representative nor a dealer of any manufacturer or distributor whether locally or overseas. As a result, it has maximum flexibility to mix and match the best system solutions, custom-

with 'Robot-Operated Warehouse' (Ep.1)



IN TODAY'S SITUATION WHERE LABOR IS BECOMING HARDER TO FIND AND THE COST OF WAGES AND LAND PRICE KEEP ON RISING, THE TECHNOLOGY AND HIGH-EFFICIENCY ROBOT-OPERATED WAREHOUSE HAVE INTERESTINGLY BECOME MORE AND MORE A PREFERRED OPTION FOR VARIOUS BUSINESSES WHICH REALIZE THE NECESSITY OF AUTO-MATIC AND SEMI-AUTOMATIC WAREHOUSES FOR STORAGE OF RAW MATERIALS, WORK IN PROCESS AND OTHER ITEMS TO FINISHED GOODS. THE CONTROL SYSTEMS OF THESE SMART WAREHOUSES WILL OPTIMIZE EFFICIENCY, PRODUCTIVITY, AND UTILIZATION OF RESOURCES.





ized to fit different requirements. Its mission is to contribute to the competitive edge of Thailand on an international level. Warehouse jobs are currently unpopular among graduates, for they are still misunderstood as labor-intensive type of work. The nanotechnology, robots traveling on rail working with high precision and accuracy 24 hours a day without having to

use electricity, are therefore becoming the game changer for industries as they significantly lift the standard of warehouse management.

A highly efficient warehouse would enhance operational management, ranging from supply of raw material, stock keeping, inventory control, etc. Businesses that deal with stock control and inventory usually suffer the issues of slow-moving items or disarrayed products, while others encounter dead stock problems and the consequential need to procure new supplies, which leads to unnecessary, additional costs.

It is also vital for warehouse management providers to improve their service. Various businesses may still find that the labor cost in Thailand is not yet as high as in some other countries. Nevertheless, there is always a tendency that this will eventually go up and it would become harder to find labor in inventory related industries.





ACETEC Technology Company Limited, located at 503 Rama II Road, Bangkok, has high expertise in sourcing and selecting the latest and best suited innovative warehouse management solutions for customers. ACETEC do not only work with new warehouses, but also retrofitting existing warehouse into an efficient and productive warehousing operation. Our team of professional system designers and programmers are always happy to provide consultancy, suggestions and recommendations, to ensure that the customers receive the most suitable and effective answers to their requirements.

AS/RS (Automated Storage & Retrieval System)



The fully-automated warehouse management system enhances the efficiency of inventory movement, minimizes the loss of products, and optimizes the human capital of businesses. This is the warehouse revolution and the innovation that could enhance the business growth in a most unexpected way.

Mr. Michael Chung, the owner of ACETEC Technology Company Limited, was the person behind the success of several fully-automated warehouse businesses such as Ichitan, a beverage giant that operates over 60,000 pallets with only 5 people, down from the original hectic traffic of 80 officers and 50 forklifts.

(To be continued)



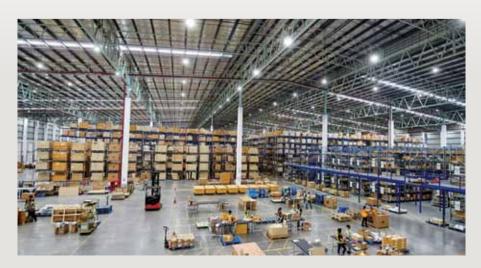
Ford Motor Company Invests Million

in New Parts Distribution Center in TPARK Bangplee FORD MOTOR COMPANY ANNOUNCED THE OFFICIAL

OPENING OF A NEW 100 MILLION BAHT (\$3 MILLION) PARTS DISTRIBUTION CENTER (PDC) IN BANGNA-TRAD IN TPARK BANGPLEE 4 TO HELP SUPPORT THE COMPANY'S SERVICING OF CUSTOMER VEHICLES NATIONWIDE MORE EFFICIENTLY AND EFFECTIVELY AS FORD'S GROWTH CONTINUES IN THE MARKET.

Leveraging advanced technology, including Ford's proprietary PANDA Warehouse Management System (WMS), the new PDC has full access to Ford's

parts inventory across all 9 Asia-Pacific markets to locate and retrieve part, enhancing the availability of any service part needed.





"New facility in Bangna-Trad features advanced technology and design, and helps support more efficient aftersales servicing of Ford vehicles in Thailand and export markets."



Boasting a modern, rectangular design that fully optimizes the PDC's operational area for logistics efficiency, the new facility stocks over two million pieces of parts and over 38,000 SKUs within its 26,000 square-meter storage space. The area can be extended to 79,000 square-meters in the future to support growth.





The PDC optimizes parts storage and distribution to Ford's rapidly growing nationwide dealer network and the fast increasing customer base that they serve.



About **Ford Motor Company**

Ford Motor Company is a global company based in Dearborn, Michigan. The company designs, manufactures, markets and services a full line of Ford cars, trucks, SUVs, electrified vehicles and Lincoln luxury vehicles, provides financial services through Ford Motor Credit Company and is pursuing leadership positions in electrification, autonomous vehicles and mobility solutions. Ford employs approximately 202,000 people worldwide. For more information regarding Ford, its products and Ford Motor Credit Company, please visit www.corporate.ford.com.

PROPERTY HIGHLIGHT INVITES READERS TO EXPLORE TOP QUALITY, READY-BUILT FACTORIES AND WAREHOUSE OF TICON, WHICH ARE CONSTRUCTED UNDER THE CONCEPT OF GREEN BUILDING CERTIFIED BY THE LEED STANDARDS OR LEADERSHIP IN ENERGY AND ENVIRONMENTAL DESIGN OF U.S. GREEN BUILDING COUNCIL (USGBC), LET'S GO AND CHECK OUT TOGETHER WHERE ARE THEY LOCATED.

TICON: Asia Industrial Estate Suvarnabhumi (AIES)

The first green building in our line-up for this issue is in the Asia Industrial Estate Suvarnabhumi (AIES). This pilot project adopts for T5 eco lightbulb which consume less energy than ordinary kinds. Moreover, ventilators were installed to reduce the interior temperature while watersaving sanitary ware was installed and the recycled construction materials were utilized. Apart from saving the cost and energy, this building has improved the quality of life of operating officers as well.

Asia Industrial Estate Suvarnabhumi (AIES) is located near Bangkok and other prime locations such as Suvarnabhumi Airport, Inland Container Depot: ICD, and other industrial estates. In addition, the Project is situated near automotive and electronics industries, which offers fast and convenient operation while saving cost in several aspects... Call us if you are interested in this area.



Available **Buildings**

Location: Inland Container Depot: ICD

Asia Industrial Estate Suvarnabhumi

550-4,200 sqm. Floor Fitness: 3 tons / sgm. 7 meters Height:



For more information or appointment for site visit:

Tel: +66 (0) 805 805 005

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

Check Available Buildings here!





TPARK Wangnoi 2

TPARK Wangnoi 2 is the best answer to businesses that place significance on prime logistics location, excellent warehouse as well as the environment and surrounding communities. The Project offers green buildings certified by the LEED standard—silver, which guarantees its energy and water saving attributes while enhancing the quality of life of workers. Furthermore, TPARK Wangnoi 2 is located on a strategic location i.e. on Paholyothin Road, the Highway 1, which is only 200 meters away from the outer ring road. As such, it facilitates the convenient logistics and distribution activities from Bangkok to the Northern and Northeastern regions. The Project is in the central location, surrounded by various distribution centers while the duty-free zone and BOI privileges are available in the Project.

TPARK

For more information or appointment for site visit:

Tel: +66 (0) 805 805 005 Email: logistics@ticon.co.th

> Check Available Buildings here!



Available **Buildings**

Location: TPARK Wangnoi 2 2,450-20,000 sqm. Size: Floor Fitness: 3 tons / sqm. Height: 7 meters









Krua Sator Restaurant

Sriracha

This issue, Take a Break invites you to try the food from the South of Thailand without actually having to travel South. Just visit Sriracha, and check out Krua Sator Restaurant near TPARK Laemchabang 2 Project. Located on the local road that runs in parallel with Motorway No. 7 Chonburi (Adjacent

to Motorway No. 7 outbound to Chonburi, before the Sriracha intersection). This restaurant is opposite to J-Park Sriracha, with big signboard and spacey parking lot in front of the restaurant.

Krua Sator offers chillaxing ambience and seats are artistically decorated in various corners. Just

a few minutes after we chose our table, a waiter came to greet and offer menu recommendations. We ordered only a few...dozens of dishes, including Kang Tai Pla (Spicy soup with fish kidney), Kang Som Pla Kapong (Seabass in red spicy sour soup), Kang Moo Look Rieng (Curry with pork and Gnemon), Kao Yum (Rice with herbs, dried shrimp, shrimp paste, and spice), Kua Gling Moo (Fried minced pork in yellow chili paste), Bai Liang Pad Kai (Fried Gnemon with egg), Pla Kapong Tod Nam Pla (Fried seabass in fish sauce), Pak Liang Tom Kati Koong Sod (Gnemon and shrimp

soup with coconut milk), Pad Sator Koong Sod (Fried pakria with shrimp), and Yum Takrai Koong Sod (shrimp and lemongrass spicy salad). Teabass in red spicy sour soup came with chunky fish meat and great taste of spiciness. If you want to celebrate quality time with your family or friends, the restaurant can accommodate you with private rooms, karaoke rooms, and catering service. At night, a live band with a great lead singer is available to add more pleasure to your dinner. Next time you come to TPARK Laemchabang 2, do check out Krua Sator Sriracha to spice up your pallet. ■

Krua Sator Sriracha

Opening hours: Daily from 11:00 hrs. - 23:59 hrs. Location: Near TPARK Laemchabang 2 Project

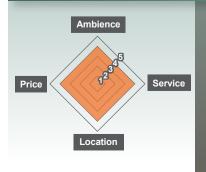
Address: 152/171 Moo 7 Tambon Surasak, Amphoe Sriracha (Laemchabang) Chonburi province 20110

Tel. 095-896-5225, 091-789-8514











LEADING PROVIDER OF QUALITY FACTORIES

IN INDUSTRIAL ESTATES IN THAILAND





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