

HEMARAJ

Newsletter The World Class Developer in Thailand



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Hemaraj Launches Logistics Parks Projects

Highlights



As part of its strategy to expand industrial services to manufacturing customers and logistics companies, particularly on Thailand's vibrant Eastern Seaboard, Hemaraj Land And Development Plc, Thailand's leading developer of industrial land and solutions has announced the launch of its first two Logistics Parks. The two Logistics Parks are considered the largest scale warehouses ever built in Southeast Asia.

Construction at **Hemaraj Logistics Park 1** began in July 2011, and it will be ready to rent in early 2012. Located on 280 rai on New Highway 331 in Chonburi, Hemaraj Logistics Park 1 is adjacent to Hemaraj Chonburi Industrial Estate and less than 20 km from both Laem Chabang Deep Sea Port and Hemaraj Eastern Seaboard Industrial Estate. *(continue on page 2)*

Hemaraj Donates Life Jackets for Flood Victims

Hemaraj recently contributed 500 life jackets to support a total donation of 6,000 jackets from the Stock Exchange of Thailand to The Chaipattana Foundation and Thai Red Cross Society for flood victims.

Photo shows Ms. Chantana Hinkaew (far right), Director of Corporate Marketing of Hemaraj hand over the life jackets to Dr. Pichit Siriwan, Deputy Director of The Thai Red Cross Society and Ms. Nongram Wongwanich, Chief Operating Officer of The Stock Exchange of Thailand.



Hi-Tech Nittsu (Thailand) Holds Groundbreaking Ceremony at Hemaraj Logistics Park 1



In the picture above: At the Groundbreaking Ceremony, Mr. Yasuo Ito, (seated, 4th from right), Vice President of Nippon Express, Mr. Thavich Taychanavakul (seated, center), President of Hi-Tech Nittsu (Thailand), Mr. Hiroyuki Arikawa (seated, 4th from left), Managing Director of Hi-Tech Nittsu (Thailand), and Mr. David Nardone (seated, 3rd from right), President & CEO of Hemaraj pose for a group picture with executives and staff from both companies.

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World Class Development by Hemaraj

- Hemaraj Logistics Parks
- Hemaraj Chonburi Industrial Estate
- Hemaraj Eastern Industrial Estate (Map Ta Phut)
- Hemaraj Seaboard Industrial Estate (Rayong)
- Hemaraj Eastern Seaboard Industrial Estate
- Hemaraj Saraburi Industrial Land
- Hemaraj Rayong Industrial Land
- The Park Chidlom, high-end residential condominium

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Hemaraj Logistics Park 1 will offer customers distribution warehouses for rent, with size ranges from 2,400 to 25,000 square meters. The factories will be nine meters high, and can accommodate both container loading and light truck deliveries. The floors will be specially built with loading capacity of five tons per sq.m. In addition, the special floor design will enable them to achieve high abrasion resistance with optimal floor flatness and floor levelness to ensure safe forklift maneuvering and floor quality endurance. Other premium features include dock levelers at container loading, large 250 KVA transformers, motorized gates, integrated fire fighting systems, canopies over loading areas and roof gutters.

As evidence of the demand for specific and sophisticated logistics services, on the day it launched the project, Hemaraj signed an agreement with Hi-Tech Nittsu (Thailand) Co., Japan's leading logistic service provider, for the purchase of 40% of the land area at Hemaraj Logistics Park 1.

David Nardone, President & CEO of Hemaraj said: "Hemaraj sees a great potential in the continued development of logistic parks which can meet all aspects of logistics requirements of customers. The decision of Hi-Tech Nittsu to purchase 85 rai in Hemaraj Logistics Park 1 reaffirms our confidence in the business potential and Hemaraj Logistics Park 1's competitive edge."

Mr. Vivat Jiratikarnskul, Executive Vice President of Hemaraj added, "Because of its location and superior specifications, we believe Hemaraj Logistics Park 1 will be very competitive in the market as many customers have shown interest in this new warehouse logistic park service from Hemaraj."

Construction of **Hemaraj Logistics Park 2** will begin in the fourth quarter of 2011 and it is expected to be operational in mid-2012. Hemaraj Logistics Park 2 will be located in between Eastern Seaboard Industrial Estate (ESIE) and Hemaraj Eastern Seaboard Industrial Estate, making it well-suited to support logistics services for Hemaraj's customers in the automotive clusters in both industrial estates.

The development of Hemaraj Logistics Parks is the latest step in the company's efforts to provide world-class solutions to our industrial customers.

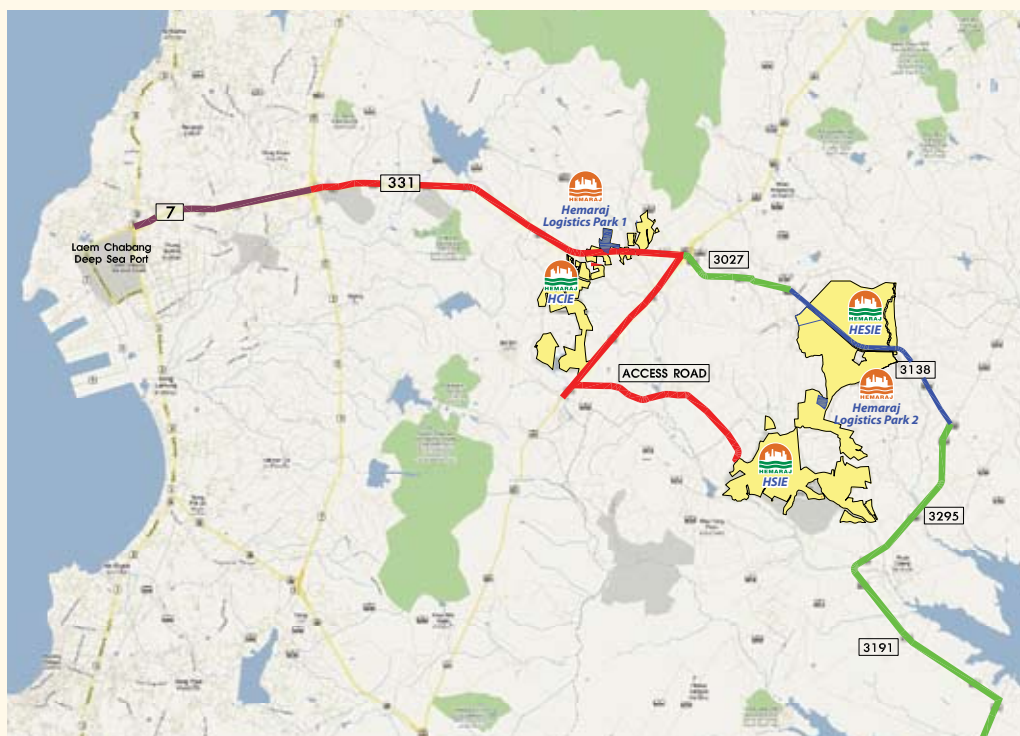
For more information about Hemaraj Logistics Park, please contact 02 719 9555 or hlp@hemaraj.com

Hemaraj Awarded AMCHAM's CSR 2010 Excellence Recognition



Hemaraj was recently awarded The American Chamber of Commerce (AMCHAM)'s Corporate Social Responsibility 2010 Excellence Recognition. The award intends to raise CSR awareness and share best practices among AMCHAM's member companies. For more than 20 years, Hemaraj has been committed to serving as a good corporate citizen by practicing good governance and implementing various sustainable social projects.

In the picture: The Hemaraj team led by Mr. David Nardone (center), President & CEO, and Ms. Chantana Hinkaew (3rd from left), Director, Corporate Marketing, poses for a picture with Mr. Richard Bernhard (2nd from left) and Mr. Alex Mavro (far right) of AMCHAM's CSR Committee at the award presentation ceremony.



Investment Flows Remain Strong in Thailand

Hemaraj Develops New Product to Meet Growing Demand for Logistic Services

Halfway through 2011, it seems clear that Thailand remains an attractive location for investment by both foreign and domestic businessmen. During the first five months of the year, the Board of Investment received 725 applications for investment promotion privileges, 51 percent more than during the first five months of 2010, and the value of those applications increased by more than 25 percent to 208 billion baht (US\$6.9 billion).

The renewed interest in Thailand is the result of increased confidence on the part of foreign investors about the Thai economy, as well as the prospects for the ASEAN Economy Community.

The Thai economy expanded by 7.8 percent in 2010 and is projected to grow by 4-5 percent this year. Thai exports continue strong, growing by 28.5 percent in 2010, and showing no signs of slowing down, as exports increased by more than 27 percent in the first four months of 2011.

This renewed confidence in Thailand is reflected not only by the increase in number and value of investments, but also by several recent international surveys, which rank Thailand highly as an efficient and lucrative investment destination, recognizing the country's many advantages as a regional and global business hub.

For example, in the World Bank's *Ease of Doing Business 2011* rankings, Thailand was rated the #19 easiest country in the world in which to do business, placing in 2nd in Southeast Asia, behind only Singapore, as a result of top 12 rankings in ease of registering property, ease of dealing with licenses, ease of trading across borders, and protecting investors.

At the same time, Thailand was the top-ranked country in terms of expat lifestyle in HSBC's 2010 Expat Experience Report and Thailand's public-sector efficiency was ranked third best in Asia by the Political and Economic Risk Consultancy Ltd (PERC).

In addition, Thailand has made great strides in corporate governance practices. In a 2010 study conducted by the Asian Corporate Governance Association and CLSA Asia-Pacific Markets, Thailand was ranked the biggest improver in Asia-Pacific. The report noted, "For over 10 years, the government in Thailand has been diligently working to improve corporate governance, and it is encouraging to see that Thailand now stands among the leaders in Asia."

Thailand will become even more attractive as an investment location as the surrounding region fuses into a massive single pan-Asian market called the ASEAN Economic Community as planned by 2015. As ASEAN edges ever closer to realizing that vision, investments in Thailand today can reap the benefits of Thailand's numerous bilateral and multilateral free trade agreements. In addition to the ASEAN Free Trade Area (AFTA), and ASEAN Free Trade Agreements with China, Japan, Korea, Australia and New Zealand and India (trade in goods), Thailand has bilateral FTAs with Japan, Australia, New Zealand and Peru.

The combination of ease of doing business, free trade agreements across Asia-Pacific and quality of life for expats makes Thailand a sound choice for investment now and in the future.

Over the past year, a lot of companies from both western countries and across Asia-Pacific have relocated production to Thailand.

As Thailand's leading developer of industrial estates, utilities, and property customer solutions, Hemaraj can offer unmatched convenience to industrial customers in a wide range of industries. Hemaraj's unique clustering approach enables it to provide customers with the right utilities and infrastructure to meet the needs of specific industries.

Hemaraj has developed a world-class automotive cluster at its Eastern Seaboard Industrial Estate and Hemaraj Eastern Seaboard Industrial Estate, with more than 200 production facilities spread over 17,000 rai (6,700 acres) at the two industrial estates.

In addition to the automotive cluster, Hemaraj Eastern Industrial Estate in Map Ta Phut supports a downstream petrochemical cluster, and Hemaraj Chonburi Industrial Estate (Hemaraj CIE) houses electronics, steel, and power clusters. Hemaraj Saraburi Industrial Land is an excellent choice for the electronics sector, as well as a gateway to Thailand's north and northeastern regions, and to China, Laos and Cambodia, while Hemaraj Rayong Industrial Land is a cost-effective location for the automotive and polymers/plastics industries.

Hemaraj now owns and operates six estates covering roughly 31,300 rai or 13,000 acres, both on Thailand's vibrant Eastern Seaboard and north of Bangkok's Don Mueang Airport. In addition to industrial land, Hemaraj offers Ready Built Factories for rent at most of its industrial estates.

The newest addition to the Hemaraj product mix is Hemaraj Logistics Parks, with two strategic locations under development on Thailand's vibrant Eastern Seaboard. Hemaraj Logistics Park 1 will be operational in early 2012 and Hemaraj Logistics Park 2 expected to be completed by mid-year.

Hemaraj offers not only great locations with land, factories and warehouses, but also high-quality infrastructure and utilities, as well as a wide range of excellent after-sales services to ensure smooth set-up and operations for industrial investors.

The Ultimate Waterway Logistics Solution for Exporters at Hemaraj SIL

Manufacturers and exporters at Hemaraj Saraburi Industrial Land now have a low-fuel-consumption and environment-friendly option for transporting goods to Bangkok or Leam Chabang Ports.

Conveniently located only 38 kilometers from Hemaraj Saraburi Industrial Land, the Ayutthaya Port & ICD Co., Ltd. operates as a one-stop inland waterway port and warehouses. With the quay expanding to 276 meters in length and 4.5 meters in depth, the Ayutthaya Port & ICD represents a logistics alternative for inland waterway transport to industrial estates in the central region of Thailand. Covering an area of 700 rai, and situated only 13 kilometers from Asia Highway No. 32, this facility helps to decrease congestion on roadways, reducing operational costs, lowering environmental pollution and optimizing trucks' turn-around time to boost their productivity.

The quay is equipped with a rail-mounted yard crane, gantry crane, 40-ton lifting capacity and secured 10,000 sq.m. warehouses. To deliver goods to Leam Chabang Port, the trip will take 19 hours by 40-70 teu diesel self-propelled barges. Even more conveniently, Ayutthaya Port & ICD also offers truck-feed service with over 700 trucks for picking up and delivering goods to the port.

This inland waterway port helps optimize logistics network integration in the central region of Thailand while offering benefits in lower-cost warehousing and fleet management.

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Resilient Thai Auto Industry Cruising to Top 10 Goal

After a brief slowdown earlier this year, Thailand's automotive industry is back near top speed, resuming progress toward the goal of becoming the world's 10th biggest automaker. Rising steadily by one notch in 2009 and by another in 2010, Thailand currently ranks as the 12th largest auto manufacturing country.

Industry experts predict the country will enter the global top 10 on output of 2.3 million units in three or four years. Looking further, on the strength of its good fundamentals and untiring optimism, the Thai automotive industry is projected to keep advancing and turn out 2.5 million units by 2020.

Japan's powerful earthquake and tsunami in March had a significant but short-term impact on auto production in Thailand this year. The tragedy disrupted the operations of auto parts suppliers in Japan, resulting in a parts shortage for several months that prevented many carmakers in Thailand from being able to produce certain models.

In April, as a demonstration of the immediate effect of the Japan tsunami, Thailand's total vehicle production was uncharacteristically weak at just 89,179 units, down 15.16% y-o-y and 48.5% m-o-m, the Federation of Thai Industries reported. In comparison, the targets set earlier by industry experts were for output of 130,000 units in April and 150,000 in May.

Nevertheless, indicative of the local industry's potency, even with the dip in April overall production for the first four months of 2011 rose 14.4% y-o-y to 558,160 units. Most makers in Thailand expect their output to return to 100% sometime between July and September this year.

In the wake of the temporary slowdown, Thailand's automotive output for the whole of 2011 will likely be limited to between 1.65 million and 1.80 million units. Still, the former matches last year's output and the latter figure would represent impressive growth considering the brief down period.

Showing the resolute nature of the local industry, during the parts shortage many automakers in Thailand acted to turn adversity into opportunity. For

example, Toyota Motor Thailand, the biggest maker in the country, kept all of its workers on-shift while production was cut back temporarily. The company provided intensive skills-enhancement training courses for all personnel, strengthening operations even during the downtime.

Another positive development for the local industry is that more parts and components suppliers based in Japan are considering relocation to Thailand to avoid tsunami and yen appreciation concerns. An influx of the small and medium enterprises or SMEs would spur greater growth in Thailand's bustling automotive industry and expand local capability. Thailand stacks up as a perfect investment site for these automotive parts suppliers, as they could carry out production here at lower cost, without interruption and in proximity to their major customers.

Robust and Racing Ahead

The Thai automotive industry is coming off a robust performance in 2010. Last year exports of motor vehicles grew 55.2%, production climbed 20.7% and sales of automobiles increased 18.6% y-o-y, according to the Office of Industrial Economics.

Right in step with that strong growth are the numerous projects sprouting up across Thailand's investment landscape this year. In fact, 2011 has already seen an explosion of new factories and operational expansions by automotive companies. Major developments are taking place on nearly a weekly basis, adding to the muscularity of the local industry.

Toyota has reached a milestone by producing its 5 millionth car in Thailand. This follows a project to increase capacity at the company's plant in Ban Pho, Chachoengsao Province, by 83%. Ford this year begins construction on a US\$450million state-of-the-art passenger car plant covering 750,000sqm at its Rayong Province site.

The company in May also announced plans to open 30 more showrooms and service centers nationwide by 2012 to support its introduction of eight new vehicles in five years. Ford currently has 100 showrooms in the country.

Mitsubishi is preparing to start work on a 15 billion baht eco-car manufacturing plant in Chonburi Province, the company's largest-ever investment in

Thailand and its biggest facility outside Japan. Chevrolet Thailand's plant at Rayong has been awarded landfill-free status certifying that it produces no waste for landfills and recycles for reuse. Audi, Volkswagen and the U.S. firm Navistar, a manufacturer of commercial and military vehicles, each recently expressed an interest in building production plants in Thailand.

In other industry developments, Mazda started to delivery of its Mazda3 2.0 car to Thai customers in June 2011. Tata intends to launch more truck models domestically in September, adding to its local presence of one-ton pickups.

Suzuki has set aside 380 million baht for marketing in 2011. Chery also unveiled a major marketing campaign to boost sales.

Peugeot said it will increase its automobile sales in Thailand in 2011 under a strategy to brand for the mass market instead of as a niche product. GM aims to lift its local content to US\$1.6 billion worth of annual purchases of Thai-made components and services within three years.

Leading tire maker Bridgestone is pouring out 140 million baht to upgrade its car service network in Thailand this year. In 2010, the company announced a 5.95 billion baht expansion of its local production facilities. AGC Automotive (Thailand) in April this year revealed plans to expand its automotive glass production with a major new investment, and Siam Fukoku is increasing its rain wiper output with an 854 million baht project. In the first quarter, Inergy Automotive Systems said it intends to expand its manufacture of plastic oil tanks for vehicles.

World-Class Production Base

Born in 1961 with just one assembly plant and output that year of only 525 units, the Thai automotive industry has matured into a world-class production base. There are now 16 car and truck makers and seven motorcycle assemblers. In fact, nearly all of the world's leading vehicle makers, assemblers and parts manufacturers operate production bases in Thailand. The list of foreign companies with production centers here includes Ford, General Motors, BMW, DaimlerChrysler, Mitsubishi, Mazda, Toyota, Isuzu, Honda and Nissan.

One-ton pickups remain the largest product category, accounting for more than half of local automotive output. In fact, Thailand continues to rank No. 1 globally for production of 1-ton pickups. The country is Southeast Asia's largest sales market for such vehicles.

Parallel to its vibrant pickup truck and passenger car segments, Thailand is also home to a lively motorcycle manufacturing sector. Producing 1.9 million motorcycles in 2010, makers focus heavily on family models that account for 94% of output, with sports models constituting a lesser line. The vast majority of production is for the domestic market. Honda and Yamaha are currently the top two motorcycle brands in Thailand. As the local market is saturated, forward-looking manufacturers are trying out innovative models to stimulate sales.

Thailand's automotive industry is likewise attractive to some makers as an affordable R&D location with strong supporting facilities. Several foreign companies have established auto R&D facilities in the country, including Toyota as a prime example with an advanced technical center for product design, testing and evaluation.

Energetic Parts Sector

With annual value estimated at 400 billion baht, parts and components already represent a strong-growth sector in the Thai automotive industry. Local parts manufacturers supply nearly 100% of the requirement used in the assembly of motorcycles, about 85% of parts used in pickup truck assembly, and about 70% of those for passenger cars.

There are approximately 2,500 automotive parts and components

suppliers in Thailand, of which about 700 are OEMs or original equipment manufacturers.

The breakdown of the sector is 70% small companies, 20% medium sized ones and 10% large companies. Major foreign parts manufacturers here include France's Valeo, Germany's Bosch, U.S.-based TRW, Britain's GKN, and Japan's Denso, Mitsuba and Mitsubishi Electric Thai Auto-Parts Co., Ltd.

The Japan Automobile Manufacturers Association describes the quality of Thailand-made automotive parts as the highest of any ASEAN nation. The sector continues to offer ample investment opportunity, as the domestic market and local manufacturers have a parts and components import requirement totaling 250 billion baht each year.

Among the numerous organizations extending substantial assistance to Thailand's automotive industry, the Thai Auto-Parts Manufacturers Association has proposed a blueprint for boosting the technology, automation, innovation and human resources of local parts and components suppliers through 2020.

The association said the plan would increase productivity in this sector by 10% annually.

Prime Investment Location

Thailand is seen as an excellent investment location for international

carmakers due to its strategic location at the heart of Asia, highly skilled but low-cost workforce, and efficient industrial estates that focus on the automotive industry. Another big factor is the government's strong automotive support, including promotion benefits granted by the Thailand Board of Investment (BOI).

Eco-cars, for example, are one of the initiatives currently receiving high-level support. The BOI and Ministry of Finance are actively promoting eco-car development in the country, with no fewer than five global auto assemblers having proposed investments totaling an annual production capacity of 585,000 such environment-friendly vehicles.

Joining early arrivers Honda and Nissan, Mitsubishi has become the latest company to launch an eco-car in the Thai market.

Honda and Nissan have even announced plans to offer four-door models of eco-cars within the next two years.

The steady flow of new investment projects, eager plans to launch innovative products and reliable government support ensure the continued growth of Thailand's automotive industry.

Source: http://www.boi.go.th:8080/issue_content.php?issueid=77;page=0

Customer Showcase

Futuris Automotive (Thailand) Co., Ltd.

Leading Car Interiors Maker Sets Up Plant



Futuris may be a new name in the Eastern Seaboard Industrial Estate (Rayong) but they come with a prominent global reputation for quality and innovation.

In May 2010, the Australia-based tier 1 supplier of automotive seating, interiors

and control systems established Futuris Automotive (Thailand) Co., Ltd. at Hemaraj's estate in Rayong province. Production commenced just a few months later in September.

Futuris designs and manufactures automotive products for many of the world's top carmakers. Its major OEM customers include General Motors, Ford, Toyota, Chery, JAC and Mercedes-Benz. Futuris also has a range of aftermarket accessories to complement the automotive portfolio.

After gearing up production, the new plant has an estimated 120 direct operators by March 2011 and increase progressively to 400 workers. Initially, output will be 30% for domestic and 70% for export, the bulk of shipments going to Australia. But once business kicks in significantly, this will gradually flip over to where most production goes to the bustling Thai automotive market. To support this growth, Futuris is building a

new and state of the art manufacturing and assembly facility in the estate.

Futuris incorporates a wide range of leading technologies to produce full seating systems, seat hardware, door trim, headliners, floor carpet, NVH systems, steering, pedals and window regulators. Full styling, prototype, design, development and testing services are also provided.

"We offer a complete solution to our customers, from concept right through to final assembly," says Mr. Ron Fisher-Stamp, head of Futuris' South Asia and Africa business.

Futuris' decision to locate in Thailand was based partly on the country's well-developed infrastructure, especially its efficient transport network. "That makes a big difference. A lot of the other countries in Asia were caught napping while 10 years ago Thailand was busy building up its infrastructure," Mr. Fisher-Stamp said.

The Futuris executive team also recognized that Thailand is a major player in the automotive industry. The skill level of Thai workers was another

attraction. "We started training here on June 1, 2010 and it was supposed to be a program of six to eight weeks. After just one week personnel had reached the level planned for week eight," commented Mr. David Mariadas, who was responsible for the setting up of Futuris' initial facility.

He added: "The resource pool available in Thailand is fantastic. Besides high skills, we find honesty and integrity across the board here."

Eastern Seaboard Industrial Estate (Rayong) was selected over other sites the company looked at because of Hemaraj's quality facilities and the proximity to several OEMs supplied by Futuris that are also operating in the estate.

Futuris is an in-line vehicle sequence supplier, meaning that it supplies products in exactly the same sequence as its OEMs build their cars. The company also serves the aftermarket quite substantially with vehicle electronics, security, car care, safety, entertainment and packaging products.

Futuris' manufacturing procedures can deal with a significant number of complexities. Many major carmakers used to produce their seats in-house. Eventually, however, they could not handle the design intricacy as consumers demanded added value. "We see ourselves as specialists in that level of complexity," Mr. Mariadas said.

Examples of special features that Futuris can incorporate in its products include 10-way power memory seat control, side-impact air bags, DVD headrests, heated and cooled seats, massage lumbar systems, and engineering so the load path flows through the seat not through the passenger's body. In addition, the company has "black box" development capability for steering and pedal box systems as well as technology for a wide range of interior and acoustic products.

To help protect the environment, Futuris is also working on "green" products with various OEM customers. A key project is the company's trademarked enviroTUF™ carpet technology that can use material from recycled PET bottles.

The Thailand plant's parent company, Futuris Automotive Interiors (Australia) Pty Ltd. in Melbourne, is part of the Elders group. Elders has 4,000 employees worldwide and interests in automotive, agriculture and other industries. Futuris itself has approximately 900 employees in Australia and 400 in China, along with its South Africa and North America operations and several joint venture partnerships. Futuris posted worldwide revenue of circa US\$400 million in 2010 and has significant growth forecast.

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Welding Alloys (Thailand)

Welding Products Leader on the Growth Path



Established in 2001 at Hemaraj Saraburi Industrial Land (Hemaraj SIL), Welding Alloys (Thailand) Co., Ltd. is a subsidiary of Welding Alloys Ltd., which was founded in Cambridge, England, in 1966.

With more than 30 subsidiaries in Europe, America, South America, the Middle East, India and Asia, the Welding Alloys group is a global leader in the manufacture of flux cored and metal cored welding wire and custom-designed modular welding equipment. It also provides quality welding services. The group caters to the steel, construction, waste management, power plant, petrochemical and cement industries, among others.

Welding Alloys (Thailand) benefits from the 44 years' worth of knowledge and experience developed by the group. The ISO 9001:2008-certified plant concentrates on the manufacture of wear resistance plates and the provision of a full range of "Integra" welding services to clients.

Mr. Phansaeng Choomung, Managing Director of Welding Alloys (Thailand), explained that the "Integra" concept refers to the integration of products

and services. With its vast knowledge of surface protection, parts, and their working conditions, the plant is able to recommend appropriate welding methods and materials to achieve exceptional component service life for clients.

"Our advantage over competitors is that we provide a total solution. This includes giving consultation to the client. As we have the expertise to predict the lifetime of parts, we can fabricate to the customer's lifetime expectation," Mr. Phansaeng said.

In addition, the Thai factory also produces the wear plates, using local mild steel to which it adds alloy to make the steel very hard, for the hardfacing and cladding of clients' worn components.

Out of the total annual sales 60% are from the domestic market and 40% from exports. Welding Alloys (Thailand) focuses on the cement industry, which accounts for nearly half of sales. Two of the plant's largest clients are the Siam Cement Group (SCG) and Siam City Cement.

"Market proximity was a big factor in our decision to locate to Thailand and in this industrial estate. Both SCG and Siam City are in this area," Mr. Phansaeng said.

The high capability, low cost and good discipline of Thai labor was another attraction. He further noted that Hemaraj SIL is an excellent site for the plant because of the wide and well-designed roads and its location along the region's North-South Economic Corridor.

The plant is experiencing strong growth, having already expanded to four times its initial size over the past 10 years. A second factory is scheduled for construction on the site, which measures 5.5 rai. Growth plans include efforts to boost exports to the vigorous China cement market. Moreover, last year the Welding Alloys group established a "daughter" company in Vietnam, another key cement market. "We invested in the Vietnam company totally from Thailand," Mr. Phansaeng noted.

A key ingredient of the company's success is its extensive employee training. On the global, regional and local levels, Welding Alloys helps workers better themselves while improving output through activities ranging from precise one-on-one instruction to the larger group workshops. In fact, during March 2011, the Thailand facility hosted the Innovation Management workshop for group operations in the ASEAN region.

Mr. Phansaeng, who is also president of a Buddhist association, further pointed out that the Thai plant has a program where employees are encouraged to practice meditation. "When someone works for the whole day, they can feel stress. If you meditate at home for 20 minutes in the morning or the evening, you can reduce stress," he said.

At Welding Alloys (Thailand), the concept of helping others also extends to the community. Mr. Phansaeng is a Rotary Club member, and the plant has engaged in many projects with the club. These include donating wheelchairs to people who need them and presenting bicycles to students in the region and in the northeast of Thailand.

"It is important for any company to help communities in the country," Mr. Phansaeng explained. "It is part of Thai culture. When you earn something, you should give back by sharing with those in need."

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DSG International (Thailand)

Diaper Maker Places Emphasis on Quality and Innovation



At DSG International (Thailand) Plc., the formula for market leadership combines innovation and quality. Located at Hemaraj Saraburi Industrial Land (Hemaraj SIL), the company manufactures disposable baby and adult diapers.

Listed on the Stock Exchange of Thailand, DSG International (Thailand)

has 300 employees. It ranks No. 1 in the Thai market for sales of disposable adult diapers and No. 2 locally for disposable baby diapers. Most of output is sold domestically. Popular brands include BabyLove Play Pants, BabyLove baby diapers and Certainty adult models.

Mr. Peerapong Krinchai, Plant Director of DSG International (Thailand), said the company's emphasis on innovation and quality gives it an edge over competitors. "Through continuous product development, each of our brands is specially designed to meet consumers' demands. We are constantly pushing to improve products and come up with new ones," he noted.

The company uses special polymer as material on its innovative designs. Unique features on baby diapers include locking away wetness quickly with efficient dry liners and enhancing waist comfort with soft stretch tape. On adult diapers, some of the unique features are frontal tape that is easy to adjust, superior absorbency, and a highly comfortable waist fit.

Along with striving to always be first in the market with unique products, the company also emphasizes quality work. Quality management at the factory is assured through ISO 9001, QMS001 and UKAS certification.

DSG International (Thailand) Plc. was established in 2004 as a subsidiary of DSG International Limited. The mother company's structure also encompasses Disposable Soft Goods (Malaysia) Sdn Bhd; Disposable Soft Goods (S) Pte Ltd. in Singapore; and PT DSG Surya MAS Indonesia.

Besides its market-leading products, DSG International (Thailand) also stands out with the ultra-modern look of its production facility at Hemaraj SIL. Angular architecture and the prominent use of wood and glass give the building a creative feel. "The building's style is a reflection of the company's principle of encouraging creative minds. We want workers here to be imaginative," Mr. Peerapong said.

DSG International (Thailand) has embarked on an aggressive strategy to maintain market leadership. "In the past two years, our growth has been consistent double digits," the plant director noted. "We want to continue expanding quickly as a leader."

As part of this, new teams are being assembled at the factory. The company is even attracting workers from surrounding provinces to accommodate rapid growth.

Mr. Peerapong added that being located in Hemaraj SIL is advantageous to growth because of the estate's good logistics and infrastructure. The factory also receives incentives from the Thailand Board of Investment that promote development.

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TSTT

Lubricant and Surface Treatment Maker Offers Individualized Solutions



TSTT Co., Ltd. was established in Eastern Seaboard Industrial Estate (Rayong)-ESIE in 2003 to provide surface treatment of parts made from various materials, and to produce and distribute special lubricant agents that solve friction problems in manufacturing processes.

The company was set up by STT, a Takata group subsidiary and manufacturer of seatbelts and air bags that also owns excellent special lubrication technology. TSTT's business in Thailand caters mainly to customers in the automotive industry, although it also serves companies in the electronics industry.

"Our strength is providing surface treatment technology that best suits each customer with a prompt response," company's president Mr. Isao Sotomura said.

Problems caused by friction vary significantly, depending on the type of industry, and there is no single solution for all. Therefore, TSTT has adopted the approach of using the most suitable method for solving each customer's particular problem. The company calls this "a customized order-made solution provided by professional advisors."

Such individualized work is enabled by TSTT's high developmental capability and sophisticated technology. The company's trademark "Solvest" series of special lubricant agents is an important part of this.

While the company offers various types of "Solvest," in Thailand it is focusing on providing customers with the "Dry-Coat" model, which is a surface-coating material with a lubricating function.

In the field of coating treatments, TSTT has achieved excellent results over the past eight years, and many Japanese companies rely on its products. Ever since the factory opened, consistent efforts have been made to develop new clients, and today revenue continues to increase.

Mr. Tonomura emphasizes that one of the company's characteristics is localization. As an example of this, TSTT manufactures the Dry-Coat lubricant agent locally so that it can help Japanese companies in Thailand who order the product save on time and cost.

As for why TSTT chose ESIE, Mr. Tonomura points to the estate's solid soil bearing capacity and well-prepared infrastructure for wastewater treatment, electricity and water supply, essential aspects to operations. He adds that this industrial estate was also attractive because the company could receive services from Hemaraj in the Japanese language.

Going forward, Mr. Tonomura will be working on his vision of business expansion. TSTT aims to broaden the range of opportunities by expanding the clientele to Thai and Western companies, and increasing the export ratio to ASEAN countries and India. Business development of a grease-type product suitable for high-load and long-life lubrication of rubber and plastic materials is also in the works.

Contact information

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Tri-Wall Packaging (Thai)

Production and Services in Packaging Materials for Heavy Goods

Offering proprietary service of highest quality from Thailand

Tri-Wall Packaging (Thai) Ltd., established in Hemaraj Eastern Seaboard Industrial Estate in October 2010, is a manufacturer of industrial packaging materials for heavy goods. The company also provides distribution and consultation services related to the product.

The third enterprise set up in Thailand by the Tri-Wall group, the company is positioned as a strategic base in Southeast Asia. Mr. Yuji Suzuki, President of the Tri-Wall group, explained that the new plant was located in this estate because many of the group's customers are also in the area.

"It is likely that the number of client companies will continue to increase. We can provide our proprietary, one and only, service of the highest quality from proximity to the users," Mr. Suzuki said during a visit to Thailand for the plant's opening ceremony.

The heavy-duty packaging materials manufactured by Tri-Wall Packaging (Thai), including the popular "Tri-Wall Pack" which is similar to trilaminar structured cardboard, are widely used in the automotive industry. With their high performance and quality, they support the logistics of various industrial products exported from Thailand. The company's industrial packaging materials for heavy goods have won worldwide recognition, as well as very favorable evaluation from enterprises operating in Eastern Seaboard Industrial Estate.

With headquarters in Japan, the United States, the United Kingdom, Israel and Australia, the Tri-Wall group provides a wide range of supporting services to users. These include checking the status of goods delivery and supplying information on logistics needs in the destination country. This is done through the group's international follow-up system that utilizes Tri-Wall's extensive global network.

Mr. Suzuki said this supporting service gives customers a strong sense of safety. He further explained that behind the achievement of client trust lies the "One And Only" management principle of Tri-Wall, which emphasizes the group's intention to "continue to be absolutely necessary for the clients."



Drawing from Charles Darwin's theory of evolution, Tri-Wall spends the time, money and energy necessary for constant improvement, following a "survival of the fittest" concept as it strives to be the best in the world.

The group is also promoting localization in each country where it has operations, a strategy that enhances productivity and contributes to the local community. Of the group's 50 companies located outside of Japan, only three of them are headed by Japanese executives.

Efforts in promoting environmental preservation are also part of the localization strategy.

The group believes in making dynamic investments in the fields where it foresees significant future growth. The 38 rai of land purchased at the Hemaraj industrial estate and the plant's state-of-the-art equipment are good examples.

Over the next five years, Tri-Wall Packaging (Thai) expects to increase production volume to 100,000 tons per year, representing a 200% increase from current volume. Potential for such substantial growth is seen because of the plant's proximity to the huge market in India.

Meanwhile, Tri-Wall Packaging (Thai) will continue making efforts to improve costs, efficiency and environmental protection in the field of logistics, using its rich experience and global reach.

Contact information

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Tokai Eastern Rubber (Thailand)

High Quality, Low Cost, Stable Supply at Maker of Auto Rubber Products

Tokai Eastern Rubber (Thailand) Ltd. (TER) was established in Rayong Province in 1995 to respond to the local parts supply needs of car manufacturers who opened factories in Thailand. A subsidiary of Tokai Rubber Industries Ltd. from Aichi Prefecture in Japan, TER in 2006 opened a second factory in Eastern Seaboard Industrial Estate (Rayong)-ESIE, which is also in the same province.

The first factory mainly produces anti-vibration rubber for automobiles, whereas the second factory in ESIE

makes precision rubber parts for audio equipment mounted in automobiles, seals for wire harnesses and plastic fuel hoses, in addition to anti-vibration rubber. TER supplies these parts to major car manufacturers and their related companies in Thailand by making use of its excellent human resource and technical capabilities.

The company's president, Mr. Kyoji Tanaka, is evaluating the high potential of the Thai employees at TER, based on his 19 years of experience in setting up factories in various locations around the world. He is concentrating his efforts on developing human resources for positions as TER executives in the future.

Mr. Tanaka recognizes the importance of localization in terms of quality and cost, as well as human resources. "We must develop manufacturing methods which enable us to compete with China and India on cost. The days are gone when products sell only because their quality is high," he said.

He added: "We find that Thailand has an environment in which you can make products of high quality with low cost. With the support of highly capable Thai engineers, and by local procurement of materials and production equipment, TER continues to improve production performance for survival in the global competition for high quality and low cost."

Moreover, the company has now initiated two new projects aimed at maintaining its edge in the developing Asian market. One project involves the establishment of a Technical Center at the second factory in ESIE. Focusing

on human resources development, the company intends to make the Technical Center its base for product development and evaluation in Southeast Asia, and it aims to develop products by Thai engineers eventually.

Another new project is for the establishment of a patty rubber manufacturer and distributor, Tokai Rubber Compounding (Thailand) Ltd. (TRCT), in ESIE as a joint venture with TER's mother company, Tokai Rubber Industries. TRCT is expected to start full operations in January 2013. By establishing TRCT, and processing patty rubber for export in Thailand, a major producer of natural rubber, it will be possible to supply high-quality patty rubber stably to each overseas production base of the Tokai Rubber Industries group.

Mr. Tanaka explained that TER chose ESIE over other industrial estates as the location for the second factory because of Hemaraj's reliable infrastructure, environmental consciousness and well-established management system for customers in the estate.

The Tokai Rubber Industries group, with a 16% share of the world anti-vibration rubber market, has accumulated reliable technological capability over the years. With high-tech capability as a core competency and a belief that customers are most important, TER aims to be evaluated by clients as the best in high quality, low cost and stable supply.

Contact information

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Hemaraj News

Hemaraj Eyes 30% Growth in 2011

Hemaraj Land And Development Plc. recently held a press conference titled "Hemaraj Business Outlook 2011" at the JW Marriott Hotel in Bangkok. Mr. David Nardone (far right), President & CEO, Mr. Vivat Jiratikarnsakul (center), Executive Vice President, and Mr. Sunthorn Kongsunthornkitkul (far left), Vice President, jointly briefed the media on operation highlights of 2010 and announced business plans for 2011. Growth of 30% is projected this year from targeted land sales of 1,700 rai, industrial utilities and new property launches.



Hemaraj Receives Best Services Company Award From AustCham Thailand



Hemaraj received "Best Services Company" recognition at the Australia Day Business Awards Ceremony held recently by the Australian-Thai Chamber of Commerce (AustCham Thailand) to celebrate its 15 years of business success in Thailand. Hemaraj was recognized for world-class professional services in industrial estates development over the company's two decades of operation. The picture shows Ms. Chantana Hinkaew, Director, Corporate Marketing of Hemaraj, receiving the award.

Hemaraj RIL Receives CSR-DIW 2010 Recognition



Hemaraj RIL recently received the CSR-DIW Award 2010 from the Department of Industrial Works (DIW), Ministry of Industry, for outstanding practices of corporate social responsibility (CSR) in the industrial sector. The picture shows Mr. Sunthorn Kongsunthornkitkul (2nd from right), Vice President of Hemaraj, receiving an accolade from Mr. Yongyuth Thongsuk, Deputy Permanent Secretary of the Ministry of Industry, as Mr. Taweewat Eiamsuwan (far left), Assistant Site Superintendent of Hemaraj RIL, receives a certificate of honor from Mr. Supachai Siri wattanacharoenchai, Deputy Director-General of the DIW.

Hemaraj SIL Gains 2010 CSR-DIW Continuous Recognition



Hemaraj SIL recently received the CSR-DIW Continuous Award from the Department of Industrial Works (DIW), Ministry of Industry, for outstanding performance in corporate social responsibility (CSR) through the year 2010.

Hemaraj SIL first joined the CSR-DIW Program in 2009, when it was listed among 80 qualified organizations. In 2010, Hemaraj SIL was one of 66 organizations to receive the award.

In the picture: Mr. Sunthorn Kongsunthornkitkul (left), Vice President of Hemaraj, accepts the accolade from Mr. Surapong Pongdegkhajorn, former Secretary to the Minister of Industry, at the award ceremony held recently at the Grand FourWings Convention Hotel in Bangkok.

Hemaraj Donates 2 Million Baht to RTA for Flood Relief



Hemaraj recently donated 2 million baht to the Royal Thai Army Disaster Relief Fund to support flood relief in southern Thailand. Seen presenting the donation to Army Chief Gen. Prayuth Chan-ocha (center right) are Mr. David Nardone, President & CEO of Hemaraj, and Mr. Sawasdi Horrunguang (far left), Chairman of Advisors to the Board of Directors.

Hemaraj Welcomes BOI



Ms. Chantana Hinkaew (5th from left), Director, Corporate Marketing of Hemaraj, recently welcomed visitors from the Investment Service Center of Thailand's Board of Investment (BOI). Aiming to update the BOI's information on Hemaraj's industrial estates, the visitors went to Hemaraj Rayong Industrial Land (Hemaraj RIL), Eastern Seaboard Industrial Estate (Rayong) (ESIE) and Hemaraj Eastern Seaboard Industrial Estate (Hemaraj ESIE).

Hemaraj Welcomes Australian Business Mission



Hemaraj recently welcomed a business mission from Australia on its visit to Eastern Seaboard Industrial Estate (Rayong) and ANCA Manufacturing (Thailand) Ltd. at the estate. Led by Thailand Board of Investment Australia, the mission's main objective was to observe and explore investment opportunities in renewable energy, automotive parts and construction equipment in Thailand.

Ms. Chantana Hinkaew (front row, 3rd from right), Director, Corporate Marketing of Hemaraj, poses for a group picture with members of the Australian business mission, led by Ms. Kanchana Noppun (front row, 4th from right), Director, Thailand Board of Investment Australia.

Palmer & Turner (Thailand) Wins Asia Pacific Property Awards for Excellent Design of The Park Chidlom



Palmer & Turner (Thailand) Ltd. recently won the “Asia Pacific Property Awards 2011 – Highly Commended Architecture Multiple Residence, Thailand” for its architectural design of The Park Chidlom.

The announcement was made in Shanghai by International Property Awards in association with Bloomberg Television.

The Park Chidlom is the luxurious residential condominium developed by

Hemaraj Land And Development Plc. Located at Soi Chidlom and Somkid, Bangkok, the iconically designed condominium prides itself as a home in the heart of the city that offers a symphony in living, combining luxury, privacy and harmony with nature.

In 2008, The Park Chidlom was also awarded the “Best High Rise Development Thailand – Five Star Award” of the prestigious CNBC Asia Pacific Property Awards, based on the quality of the project’s concept, architecture, interiors, construction, overall development and marketing.

“Health Properties of Red Wine & Wine Tasting” Exclusive Event @ The Park Chidlom

The Park Chidlom, Bangkok’s luxurious residential condominium developed by Hemaraj, recently organized a special event titled “Health Properties of Red Wine & Wine Tasting” for its residents. Held at a fully furnished unit of The Park Chidlom condominiums ready for moving in, the exclusive



event included the lecture “Health Properties of Red Wine: Why Moderate Wine Drinkers Tend to Live Longer and Have Better Health” by Dr. Karl J. Neeser, one of Switzerland’s leading anti-aging scientists and a professor at the College of Public Health Sciences, Chulalongkorn University. It concluded with a wine tasting session by Mr. Suppached Sasomsin, Assistant Winemaker of Siam Winery Co., Ltd.

In the picture: Dr. Karl J. Neeser (3rd from left), Anti-Aging Scientist of Chulalongkorn University, and Mr. Suppached Sasomsin (4th from left), Assistant Winemaker of Siam Winery Co., Ltd., pose for a group picture with Ms. Jinnapat Tongviseskul (8th from left), Director, Residential Customer Development of Hemaraj, Ms. Chantana Hinkaew (2nd from right), Director, Corporate Marketing of Hemaraj, staff and residents of The Park Chidlom who participated in the event.

What’s New with Our Customers

Hitech Nitsu (Thailand) Holds Groundbreaking Ceremony at Hemaraj Logistics Park 1

(continue from page 1)

Hi-Tech Nitsu (Thailand) Co., Ltd., a Thai-Japanese joint venture between Thai Industrial Estate Corp., Ltd., and the Nippon Express group of Japan, recently held a Groundbreaking Ceremony for its Laem Chabang Logistics Center at Hemaraj Logistics Park 1. Located on 85 rai of land at

Chonburi New Highway 331, the new logistics facility will start operation in early 2012. It will provide high-quality and cost-effective logistics, including a 50,000 sqm warehouse service, domestic and international trucking/container hauling service, freight forwarding service, and customs clearance service for Hi-Tech Nitsu customers and manufacturers in the Eastern Seaboard area.

Seen earlier in the picture at right exchanging the land purchase contract are Hemaraj President & CEO, Mr. David Nardone (center left), Hi-Tech Nitsu (Thailand) President Thavich (center right), Mr. Hiroyuki Arikawa (4th from right), Managing



Director of Hi-Tech Nitsu (Thailand), and Hemaraj executives Mr. Chavalit Sethameteekul (center), Chairman of the Board, Khun Sawasdi and Khun Thongchai, 4th and 3rd from left. Chariman of the Executive Committee, and Mr. Vivat Jiratikarnsakul (2nd from right), Executive Vice President.

What's New with Our Customers

Kerry Logistics Purchases 34 Rai in Hemaraj ESIE



Kerry Logistics (Thailand) Limited, Asia's premier logistics service provider, recently signed a contract to purchase 34 rai of land in Hemaraj ESIE for setting up a service center for integrated logistics, international freight forwarding and supply chain solutions. Kerry Logistics expects to start providing full logistics solutions for customers in early 2012.

Seen exchanging the contract are Mr. Vivat Jiratikarnsakul (3rd from left), Executive Vice President of Hemaraj and Mr. Kledchai Benja-athongsirikul (2nd from right), Managing Director of Kerry Logistics (Thailand) Limited. Looking on are Mr. Sawasdi Horrungruang (center), Hemaraj's Chairman of Advisors to the Board of Directors, and Mr. Alex Ng (3rd from right), General Manager, and Mr. Dusit Boonyakawin (far right), Senior Business Development Manager, of Kerry Logistics (Thailand).

Mizuki (Thailand) Purchases Land at Hemaraj ESIE



Mizuki (Thailand) Co., Ltd., a Japanese automotive parts manufacturer and a 100% subsidiary company of Mizushima-kiko Co., Ltd., purchased 9 rai (15,440 sq.m.) of land at Hemaraj

ESIE. The new factory, scheduled to begin operations in December 2011, will produce machining automotive parts related to engines, transmissions, and suspensions. Floor space of the factory at initial operations will be about 2,000 sq.m., with plans to expand gradually depending on the order situation in the future.

In the picture: Mr. Vivat Jiratikarnsakul (3rd from left), Executive Vice President of Hemaraj exchanges the contract with Mr. Koichi Takizawa (3rd from right), President/CEO of Mizushima-kiko Co., Ltd. Looking on are Mr. Sawasdi Horrungruang (center), Hemaraj's Chairman of Advisors to the Board of Directors, Mr. Thavorn Anankusri (4th from left), Hemaraj's Advisor to the Board of Directors, Mr. Masaaki Takizawa (2nd from right), Director of Mizushima-kiko, and Mr. Kansuke Adachi (right), Executive Director of Mizushima-kiko.

Tanaka Ai Industries (Thailand) Expands Factory in ESIE



Tanaka Ai Industries (Thailand) Co., Ltd, a Japan-based company specialized in slitting and rewinding of non-woven fabrics, recently signed a contract to purchase an additional 12 rai (4.8 acres) of land for its second plant in ESIE. With the new expansion, Tanaka Ai Industries (Thailand)'s manufacturing facilities will now cover a total area of 92 rai (36.8 acres) in ESIE.

In the picture: Mr. David Nardone (middle left), President & CEO of Hemaraj, exchanges the contract with Mr. Tatsuya Tanaka (middle right), President & CEO of Tanaka Ai Co., Ltd, while Mr. Vivat Jiratikarnsakul (2nd from right), Executive Vice President of Hemaraj, Mr. Keiji Kobayashi (2nd from left), Managing Director of Tanaka Ai Industries (Thailand) and Mr. Takayuki Horiuchi (far right), General Manager of Tanaka Ai Industries (Thailand), look on.

Koide (Thailand) Holds Stone Laying Ceremony at ESIE

Koide (Thailand) Co., Ltd, a leading Japanese manufacturer of high-quality precision steel tubing, recently held a ground-breaking ceremony for its factory at ESIE. With an investment of 74 million baht, the manufacturing facility will serve as Koide's production base in Thailand. Construction of the plant started in December 2010 and operations are slated to begin in May 2011.



In the top picture: Mrs. Anchalee Parsertchand (2nd right), Director, Customer Development of Hemaraj, congratulates Mr. Yoshichika Koide (2nd left), Chairman of Koide Kokan Co., Ltd., while Mr. Ryuki Haruki (left), President of Koide (Thailand), looks on at the stone laying ceremony.



In the picture above: Previously at the signing ceremony for purchase of the land for the factory, Mr. David Nardone (middle right), President & CEO of Hemaraj, exchanges the contract with Koide Kokan's Chairman, Mr. Yoshichika Koide. Joining the proceedings were Mr. Ryuki Haruki (2nd left), President of Koide (Thailand), and Mr. Vivat Jiratikarnsakul (2nd right), Executive Vice President of Hemaraj.

What's New with Our Customers

Nissan Spring (Thailand) Purchases Land at Hemaraj's Industrial Estate



Nissan Spring (Thailand) Co., Ltd., an affiliated company of Nissan Spring Co., Ltd. in Japan, recently signed a contract to purchase 9 rai of land for its new plant in Hemaraj Eastern Seaboard Industrial Estate. An expansion from the first factory in Eastern Seaboard Industrial Estate (Rayong), the new manufacturing facilities will start operation in July 2012. The plant will produce metal springs for automotive parts, common-rail injectors, audio and video equipment, office equipment, home electrical appliances, spray pumps, automobile starters, automobile brakes, and a range of other equipment and appliances at a capacity of 1,000 million pieces per year.

In the picture: Seen exchanging the contract are Mr. Vivat Jiratikarnsakul (center left), Executive Vice President of Hemaraj, and Mr. Michio Tanno (3rd from right), President of Nissan Spring (Thailand). Mr. Yasumi Eguchi (3rd from left), Marketing Advisor, Mr. Hitoshi Odagiri (2nd from right), Factory Manager, and Mr. Ampol Tilagul (2nd from left), General Manager, of Nissan Spring (Thailand) and executives from both companies look on.

Jelly Belly Expands Facility at Hemaraj's Industrial Estate



Jelly Belly Candy Company (Thailand) Ltd. – the world's biggest jelly bean candies manufacturer, with headquarters in the United States – recently held a Groundbreaking Ceremony for its facility expansion in Eastern Seaboard Industrial Estate (Rayong). The expansion adds 4,800 sq.m. of space to the existing 4,700-square-meter manufacturing facility. The company is eyeing a substantial increase in production capacity for jelly beans and other candy products from 5 million tons to 8 million tons over the next few years.

In the picture: Mr. Suwad Kidsopon (center right), Senior Site Superintendent, Industrial Estate Operations, and Ms. Suvanee Suwannajitr (far right), Manager, Customer Development of Hemaraj congratulate Mr. Herman G. Rowland, Jr. (center left), Managing Director of Jelly Belly Candy (Thailand), on the occasion.

Caterpillar Purchases another 138 Rai in Hemaraj RIL



Caterpillar Inc., the world's leading manufacturer of construction and mining equipment and a Fortune 500 company, recently signed a second contract over a 6-month period with Hemaraj to purchase 138 rai of land in Hemaraj Rayong Industrial Land (Hemaraj RIL). Scheduled to begin production in late 2013, the new 40,000-square-meter factory will produce Caterpillar Medium Tractors for customers around the world, increasing the company's global production in response to demand growth. Once in full operation, the factory will employ about 900 people.

In January this year, Caterpillar purchased 140 rai in Hemaraj RIL for its first manufacturing facility in Thailand

to produce a full range of underground mining articulated trucks and loaders. Construction of the plant is now under way, and production is expected to start in late 2012.

In the picture: Mr. David Nardone (3rd from left), President & CEO of Hemaraj, exchanges the contract with Mr. James D. Sickinger (2nd from right), Thailand Program Manager, Medium Tractor Products, Caterpillar Inc. Looking on are Mr. Brian Overly (far right), PE, SE Senior Project Team Leader, Global Facilities Planning, Caterpillar, Mr. Sawasdi Horrungruang (3rd from right), Hemaraj Chairman of Advisors to the Board of Directors, and Mr. Vivat Jiratikarnsakul (2nd from left), Hemaraj Executive Vice President.

Toyoda Seiko (Thailand) to Open Auto Parts Factory in Hemaraj's ESIE (Rayong)



Toyoda Seiko (Thailand) Co., Ltd., a mold designer and manufacturer from Japan, recently signed a contract with Hemaraj to lease a Ready Built Factory in ESIE for producing low-pressure casting molds and shell molds. The factory will start operations in May 2011.

The picture shows Mr. David Nardone (center), President & CEO of Hemaraj, exchanging the contract with Mr. Kazumasa Toyoda, (2nd from right), President of Toyoda Seiko (Thailand) Co., Ltd., while Mr. Vivat Jiratikarnsakul (2nd from left), Executive Vice President of Hemaraj, and executives from both companies look on.

What's New with Our Customers

Horiuchi Technology (Thailand) Leases Ready Built Factory in Hemaraj's Industrial Estate



Horiuchi Technology (Thailand) Co., Ltd., a leading molds and press dies designer and manufacturer from Japan, recently signed a contract with Hemaraj to lease a Ready Built Factory at ESIE. The 732-sq.m. factory started operations since April 2011, designing and producing industrial molds and press dies with a 200-ton mold machine, at a capacity of 10 pieces per month.

Seen exchanging the contact are Mr. David Nardone (center), President & CEO of Hemaraj, and Mr. Harutoshi Horiuchi (2nd from right), President of Horiuchi Technology Co., Ltd., while Mr. Vivat Jiratikarnsakul (2nd from left), Hemaraj's Executive Vice President, and executives from both companies look on.

Ryoko Trading Leases Ready Built Factory at ESIE



Ryoko Trading (Thailand) Co., Ltd., a Japanese supplier of machinery parts, recently signed a contract with Hemaraj to lease a Ready Built

Factory of 996 sq.m. at ESIE. Opened on 18 April 2011, the new plant is used as a supply warehouse to store machine tubes such as exhaust tubes, suction tubes, air intake tubes and return tubes, mainly for Thai Kobelco Construction Machinery Limited.

Seen exchanging the contract are Mr. Vivat Jiratikarnsakul (center right), Executive Vice President of Hemaraj, and Mr. Hideo Nagai, Managing Director of Ryoko Trading (Thailand), while executives from both companies look on.

Yokoyama Kogyo (Thailand) to Open Factory in Hemaraj's Industrial Estate



Yokoyama Kogyo (Thailand) Co., Ltd, a Japanese automotive seat parts manufacturer, recently signed a contract to purchase a Ready Built Factory at ESIE. The factory is fully operational since April 2011, producing automotive seat presses and frames for supplying the world's leading automotive manufacturers. Capacity will be 200,000 sets per year.

In the picture: Mr. David Nardone (center right), President & CEO of Hemaraj, exchanges the contract with Mr. Masahisa Yokoyama (center left), President of Yokoyama Kogyo Co., Ltd. Looking on are Mr. Eisuke Yokoyama, (3rd from left), Director of the Automobile Division, Yokoyama Kogyo Co., Ltd; Mr. Fukuyasu Ujihara, (2nd from left), Managing Director of Yokoyama Kogyo (Thailand); Mr. Vivat Jiratikarnsakul (3rd from right), Executive Vice President of Hemaraj; and Ms. Chantana Hinkaew (far right), Director, Corporate Marketing of Hemaraj.

U-Shin (Thailand) Foundation Stone Laying Ceremony at Hemaraj ESIE



U-Shin (Thailand) Co., Ltd, a leading manufacturer of key sets and heater controls from Japan, recently held the Foundation Stone Laying Ceremony for its new plant in Hemaraj ESIE. An expansion from the company's first plant located in ESIE, the new facility is scheduled to start operations in October 2011. It will produce automobile key sets, heater controls and latches for supplying mainly to leading automotive manufacturers such as AutoAlliance, Honda, Mitsubishi, Suzuki, and Isuzu.

In the picture: At the ceremony, executives of Hemaraj, led by President & CEO Mr. David Nardone (center left) and Vice President Mr. Sunthorn Kongsunthornkitkul (3rd from left), congratulate Mr. Matsui Yoshitake (center right), Managing Director of U-Shin (Thailand) Co., Ltd., and Mr. Yukiharu Miyashita (2nd right), Director, Senior Executive Officer, Automobile Sales Division of U-Shin Ltd.

Thai Summit Rayong Autoparts Industry Holds Auspicious Pilot Piling Ceremony at Hemaraj ESIE

Thai Summit Rayong Autoparts Industry Co., Ltd recently held an Auspicious Pilot Piling Ceremony for its new automotive parts factory in Hemaraj ESIE. Located on 106 rai of land, the plant will produce plastic auto parts at a capacity of 33,300 pieces per month and steel auto parts at 216,250 pieces per month.

(continue on page 15)

What's New with Our Customers



In the picture: Mr. Vivat Jiratikarnsakul (right), Executive Vice President of Hemaraj, congratulates Dr. Somporn Jungroongruangkit (center), President of Thai Summit Group, on the occasion.

Komatsu Seiki (Thailand) Foundation Stone Laying Ceremony at Hemaraj ESIE



Komatsu Seiki (Thailand) Co., Ltd., a leading Japanese designer and manufacturer of precision machinery parts of the TT Techno Park Group, recently organized a Foundation Stone Laying Ceremony for its new plant in Hemaraj ESIE. Expected to start operation in July 2011, the plant will design and produce common rail injection systems. Komatsu Seiki's first plant is located in TT Techno Park at Hemaraj ESIE. The opening of the second plant in Hemaraj ESIE is part of the expansion of TT Techno Park, which is a value-added service supplier for Japanese clients.

In the picture: Mr. David Nardone (right), President & CEO of Hemaraj, congratulates Mr. Makoto Komatsu, Senior Managing Director, Plant Manager of Komatsuseiki Kosakusho Co., Ltd, at the Foundation Stone Laying Ceremony of its new plant in Hemaraj ESIE.

Foundation Stone Laying of JFE Steel Galvanizing (Thailand) at Hemaraj ESIE



Mr. David Nardone (right), President & CEO of Hemaraj, congratulates Mr. Kazuo Asai, Managing Director of JFE Steel Galvanizing (Thailand) Co., Ltd., at the Foundation Stone Laying Ceremony of JFE Steel's new plant located on 108 rai of land in Hemaraj ESIE. This will be JFE Steel's first continuous galvanizing line for automobiles in Thailand, serving the increasingly sophisticated demands of automakers in the country for high-end automotive steel sheet. With an investment of US\$300 million, the plant is expected to start operations in April 2013 to produce hot-dip galvanized steel sheet at a size of 0.4-2.3mm in thickness and 800-1,880mm in width. Capacity will be 400,000 tons per year.

Mizuki (Thailand) Holds Foundation Stone Laying Ceremony at Hemaraj-ESIE



Mizuki (Thailand) Co., Ltd., a Japanese automotive parts manufacturer and a 100% subsidiary company of Mizushima Kiko Co., Ltd., recently held a Foundation Stone Laying Ceremony for its new plant. Located on a 9-rai piece

of land at Hemaraj Eastern Seaboard Industrial Estate, the new plant will start operations in December 2011 to produce machining automotive parts related to engines, transmissions, and suspensions. Initial operations will cover a floor space of about 2,000 sqm, with plans to expand gradually depending on the order situation in the future.

In the picture: At the ceremony, Mr. Koichi Takizawa (center), President & CEO of Mizushima Kiko, Mr. Masaaki Takizawa (6th from right), President of Mizuki (Thailand), and Mr. Yutaka Kiguchi (6th from left), Vice President/COO of Mizuki (Thailand), pose for a group picture with Hemaraj executives, including Mr. David Nardone (4th from right), President & CEO, and Mr. Vivat Jiratikarnsakul (5th from left), Executive Vice President.

Acushnet Titleist (Thailand) Opens New Plant at Hemaraj ESIE



Acushnet Titleist (Thailand) Co., Ltd, a world-leading manufacturer of golf balls, recently celebrated the grand opening of its Ball Plant IV located in the Free Zone of Hemaraj ESIE. The company's new facility in Thailand is set to be a regional base for golf ball manufacturing and distribution to Asian and European markets. The plant will produce 1 million dozen golf balls during the first year, with a plan to grow aggressively to support expansion of the golf market in the Asia region.

In the picture: Mr. David Nardone (center), President & CEO, and Ms. Chantana Hinkaew (right), Director, Corporate Marketing, of Hemaraj pose for a picture with Mr. Matthew Horris (far left), Managing Director, and Mr. Bill Frye (2nd right), Vice President, of Ball Plant IV, and Mr. Jerry Bellis (2nd left), President of Titleist Golf Balls, at the grand opening celebration.

Automotive Cluster in Hemara

1 MANUFACTURING AND ASSEMBLY PLANT

- AutoAlliance (Thailand) Co., Ltd. (Ford & Mazda)
- Ford Motor Company (Thailand) Ltd.
- General Motors (Thailand) Co., Ltd.
- Starutama (Motorcycle)
- Suzuki Automobile Manufacturing (Thailand) Co., Ltd.

2 SUSPENSION

- Off Road Accessories Ltd.
- Somboon Somic Manufacturing Co., Ltd.
- Takao Eastern Co., Ltd.
- THK Rhythm (Thailand) Co., Ltd.
- Tokai Eastern Rubber (Thailand) Ltd.
- TRW Steering & Suspension Co., Ltd.
- Yorozu (Thailand) Co., Ltd.

3 AIR CONDITIONER

- Air International Thermal Systems (Thailand) Ltd.
- EngineTech (Thailand) Co., Ltd.
- Halla Climate Control (Thailand) Co., Ltd.
- KDAC (Thailand) CO., Ltd.
- Minoru (Thailand) CO., Ltd.
- Valeo Clutch (Thailand) Co., Ltd.
- Valeo Compressor (Thailand) Co., Ltd.

4 ENGINE/TRANSMISSION PART

- Gates Unitta (Thailand) Co., Ltd.
- Hanil Forging (Thailand) Co., Ltd.
- Kanemitsu Pulley Co., Ltd.
- Kitagawa (Thailand) Co., Ltd.
- Mizuki (Thailand) Co., Ltd.
- M&T Allied Technologies Co., Ltd.
- Parker Hannifin (Thailand) Co., Ltd.
- Seimitsu Thai Co., Ltd.
- Stars Technologies Industrial Ltd.
- STB Textile Industry Co., Ltd.
- Sunlit (Thailand) Co., Ltd.
- Tokai Eastern Rubber (Thailand) Ltd.
- Toyota Boshoku Filtration System (Thailand) Co., Ltd.
- Yanagawa Techno Forge (Thailand) Co., Ltd.

5 COOLING SYSTEM PARTS

- CNK Manufacturing (Thailand) Co., Ltd.
- Halla Climate Controls (Thailand) Co., Ltd.
- KDAC (Thailand) CO., Ltd.
- Siam Chuyo Co., Ltd.
- Unity Industrial Co., Ltd.

6 ELECTRICAL SYSTEM PART

- Siam CM Electronics (Clarion)
- Siam Furukawa Co., Ltd. (FB Battery)
- Thai Summit Mitsuba Electric Manufacturing Co., Ltd.
- Visteon (Thailand) Ltd.
- Yuanda (Thailand) Co., Ltd.

7 BUMPER PARTS

- DaikyoNishikawa (Thailand) Co., Ltd.
- Hicom Automotive Plastics (Thailand) Ltd.
- Off Road Accessories Ltd.
- Unity Industrial Co., Ltd.

8 HEAD LIGHTS PART

- T.I.T International Co., Ltd.

9 PRECISION PARTS

- Aoyama Thai Co., Ltd.
- CNK Manufacturing (Thailand) Co., Ltd.
- Fuserashi (Thailand) Co., Ltd.
- Inergy Automotive Systems (Thailand) Ltd.
- Koide (Thailand) Co., Ltd.
- Miyasaka Component (Thailand) Co., Ltd.
- Nissan Spring (Thailand) Co., Ltd.
- NRB Bearings Ltd.
- NTN Manufacturing (Thailand) Co., Ltd.
- Piolax (Thailand) Ltd.
- Sekisui S-Lec (Thailand) Co., Ltd.
- Siam Chuyo Co., Ltd.
- Suruga (Thailand) Co., Ltd.
- Thai Asakawa Co., Ltd.
- Thai Okawa Co., Ltd.
- Thai Summit Harness Public Co., Ltd.
- Togo Seisakusyo (Thailand) Co., Ltd.

10 RUBBER PARTS

- Maruyasu Industries (Thailand) Co., Ltd.
- Miyasaka Component(Thailand) Co., Ltd.
- Ryoko Trading (Thailand) Co., Ltd.
- Yokohama Rubber (Thailand) Co., Ltd.

13 BODY PARTS

- Asno Horie (Thailand) Co., Ltd.
- Eftec (Thailand) Co., Ltd.
- Hicom Automotive Plastics (Thailand) Ltd.
- ALESCO Kansai Resin (Thailand) Co., Ltd.
- Sanko Gosei Technology (Thailand) Ltd.
- Summit Laemthong (Thailand) Co., Ltd.
- Thai Kansai Plastics (Thailand) Co., Ltd.
- Thai Summit Automotive Plastics (Thailand) Ltd.
- Thai Summit Electric (Thailand) Co., Ltd.
- Industry Co., Ltd.
- Toyota Boshoku Filtration System (Thailand) Co., Ltd.
- Unity Industrial Co., Ltd.



11 BREAK SYSTEM PARTS

- Bosch Chassis Systems (Thailand) Ltd.
- CCI Automotive Products Co., Ltd.
- Delphi Automotive Systems
- FMP Group (Thailand) Ltd.
- Kiriu (Thailand) Co., Ltd.
- Maruyasu Industries (Thailand) Co., Ltd.
- Nisshinbo Somboon Automotive Co., Ltd.
- Thai Okawa Co., Ltd.

12 INTERIOR AND CONSOLE PANEL

- Auto Interior Products Co., Ltd.
- Daikyo Nishikawa (Thailand) Co., Ltd.
- Faurecia Interior Systems (Thailand) Co., Ltd.
- Feltol Manufacturing Co., Ltd.
- Futuris Automotive (Thailand) Co., Ltd.
- Hicom Automotive Plastics (Thailand) Ltd.
- Nakagawa Sangyo (Thailand) Co., Ltd.
- Plases (Thailand) Co., Ltd.
- Sanko Gosei Technology (Thailand) Ltd.
- U-Shin (Thailand) Co., Ltd.

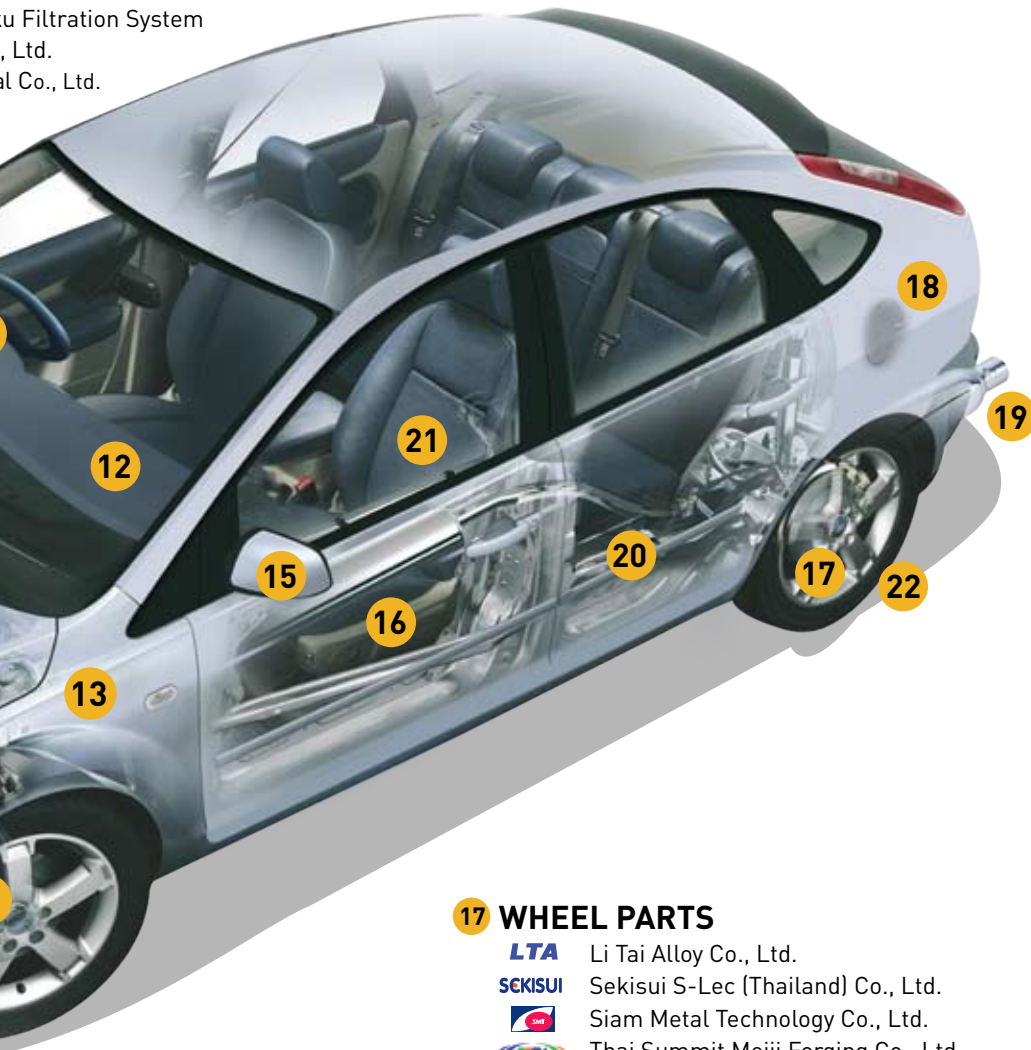
14 STEERING PARTS

- Johnson Controls (Thailand) Co., Ltd.
- KDAC (Thailand) CO., Ltd.
- NTN Manufacturing (Thailand) Co., Ltd.
- Somboon Somic Manufacturing Co., Ltd.
- Summit FujiKiko (Thailand) Co., Ltd.
- THK Rhythm (Thailand) Co., Ltd.
- Tokai Eastern Rubber (Thailand) Ltd.
- TRW Steering & Suspension Co., Ltd.
- Yamasei (Thailand) Co., Ltd.

15 WINDSHIELD/SID

- Bolwell Holding (Thailand) Co., Ltd.
- Brose Delloyd Automotive (Thailand) Co., Ltd.
- EngineTech (Thailand) Co., Ltd.
- Guardian Industries (Thailand) Co., Ltd.
- Hori Glass (Thailand) Co., Ltd.
- Itakura (Thailand) Co., Ltd.
- M&T Allied Technologies (Thailand) Co., Ltd.
- Saint-Gobain Sekurit (Thailand) Co., Ltd.
- SMR Automotive (Thailand) Co., Ltd.

(Thailand) Co., Ltd.
 Co., Ltd.
 Automotive Plastics (Thailand) Ltd.
 (Thailand) Co., Ltd.
 Technology (Thailand) Ltd.
 Chabang Auto Body Work Co., Ltd.
 Paint Co., Ltd.
 Autoparts Industry Co., Ltd.
 Eastern Seaboard Autoparts
 Ltd.
 Filtration System
 Co., Ltd.
 Co., Ltd.



16 DOOR PARTS

-  Auto Interior Products Co., Ltd.
-  Daikyo Nishikawa (Thailand) Co., Ltd.
-  Faurecia Interior Systems(Thailand) Co.,Ltd.
-  Ingress Autoventures Co., Ltd.
-  Matsui Eastern (Thailand) Co., Ltd.
-  Narumi (Thailand) Co., Ltd.
-  Unity Industrial Co., Ltd.
-  U-Shin (Thailand) Co., Ltd.

17 WHEEL PARTS

-  Li Tai Alloy Co., Ltd.
-  Sekisui S-Lec (Thailand) Co., Ltd.
-  Siam Metal Technology Co., Ltd.
-  Thai Summit Meiji Forging Co., Ltd.
-  TT Assembly East Co., Ltd.

18 FUEL SYSTEM PARTS

-  Asno Horie (Thailand) Co., Ltd.
-  Chalybs Cylinders Ltd.
-  Inergy Automotive Systems (Thailand) Ltd.
-  Kobatech (Thailand) Co., Ltd.
-  Komatsu Seiki (Thailand) Co., Ltd.
-  Maruyasu Industries (Thailand) Co., Ltd.
-  NT Seimitsu (Thailand) Co., Ltd.
-  NTN Manufacturing (Thailand) Co., Ltd.
-  Toyota Boshoku Filtration System (Thailand) Co., Ltd.
-  Natural Gas Cylinder (Thailand) Co., Ltd.

19 EXHAUST SYSTEM PART

-  BASF Chemcat (Thailand) Ltd.
-  Cataler (Thailand) Co., Ltd.
-  Dongwon Thailand Co., Ltd.
-  Faurecia Emissions Control Technologies (Thailand) Co., Ltd.
-  Tokai Eastern Rubber (Thailand) Ltd.

20 DRIVESHAFTS/CHASSIS PARTS

-  American Axle & Manufacturing (Thailand) Co., Ltd.
-  Dana Spicer (Thailand) Ltd.
-  GKN Driveline (Thailand) Co., Ltd.
-  GKN Driveline JTEKT Manufacturing Ltd.
-  Hanil Forging (Thailand) Co., Ltd.
-  KDAC (Thailand) Co., Ltd.
-  Mizuki (Thailand) Co., Ltd.
-  Somboon Advance Technology (PLC)
-  Thai Kohwa Precision Co., Ltd.
-  Thai Summit PK Corporation Co., Ltd.
-  ZF Lemforder (Thailand) Co., Ltd.

21 SEATING AND CARPETING PARTS

-  Aquafil Asia & Pacific Co., Ltd.
-  Aunde (Thailand) Co., Ltd.
-  General Seating (Thailand) Ltd.
-  Johnson Control & Summit Interior Co., Ltd.
-  JTEKT Automotive (Thailand) Co., Ltd.
-  Futuris Automotive (Thailand) Co., Ltd.
-  Yokoyama Kogyo (Thailand) Co., Ltd.

















22 TIRE PARTS

-  BARBE (Thailand) Ltd.
-  Bridgestone Metalpha (Thailand) Co., Ltd.
-  Maxxis International (Thailand) Co., Ltd.
-  Michelin Siam Co., Ltd.
-  SwitzMcLAREN Industries (Thailand) Co., Ltd.
-  TT Assembly East Co., Ltd.
-  Lion Tyres (Thailand) Co., Ltd.
-  Vuteq Thai Co., Ltd.

23 AUTOMOTIVE LOGISTICS

-  Autoconsol (Thailand) Co., Ltd.
-  Autrans (Thailand) Co., Ltd.
-  Katoen Natie (Thailand) Co., Ltd.
-  Kerry Logistics
-  Logistic Alliance (Thailand) Co., Ltd.
-  Misumi (Thailand) Co.,Ltd.
-  Sankyu Laem Chabang (Thailand) Co.,Ltd.
-  Thai VMI Service Co., Ltd.

24 OTHER PARTS/SERVICES

-  Daifuku (Thailand) Ltd.
-  Dowa Thermotech Co., Ltd.
-  Eftec (Thailand) Co., Ltd.
-  Furukawa Unic (Thailand) Co., Ltd.
-  Horiuchi Technology (Thailand) Co., Ltd.
-  KA Shin Manufacturing (Thailand) Co., Ltd.
-  KUKA Systems Corporation
-  Off Road Accessories Ltd.
-  Sankei (Thailand) Ltd.
-  Steel Alliance Service Center Co., Ltd.
-  Thai Fine Sinter Co., Ltd.
-  Thai Parkerizing Co., Ltd.
-  Thai Summit Engineering
-  TSTT Co., Ltd.
-  Toyoda Seiko (Thailand) Co., Ltd.
-  Umetoku Thailand Co., Ltd.

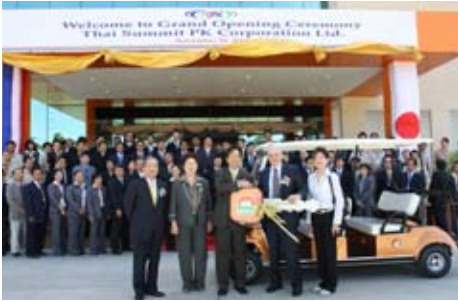
Summit Interiors Ltd.
 Co., Ltd.
 (Thailand) Co., Ltd.
 Manufacturing Co., Ltd.
 Kurata Manufacturing Co., Ltd.
 (Thailand) Co., Ltd.
 Rubber (Thailand) Ltd.
 Suspension Co., Ltd.
 Co., Ltd.

25 MIRROR PARTS

(Thailand) Co., Ltd.
 Automotive Co., Ltd.
 (Thailand) Co., Ltd.
 Industries Group Ltd.
 (Thailand) Co., Ltd.
 Technologies
 tekurit
 re System (Thailand) Ltd.

What's New with Our Customers

Thai Summit PK Corporation Opens New Plant at Hemaraj Eastern Seaboard Industrial Estate



Thai Summit PK Corporation Ltd., Thailand's leading manufacturer of chassis frames and rear axle housing for 1-ton pickups, recently held a Grand Opening Ceremony at its new factory in Hemaraj ESIE. Operating on 100 rai of land, the new plant will manufacture auto parts to supply the world's leading automotive manufacturers such as Isuzu Motors Co., (Thailand) Ltd., AutoAlliance (Thailand) Co., Ltd. and General Motors (Thailand) Limited. Production includes completed chassis frames at a capacity of 250,000 pieces, semi-finished chassis at 500,000 pieces and rear axle housing at 500,000 pieces per year.

In the picture: Mr. David Nardone (2nd from right), President & CEO of Hemaraj, hands over a golf cart as a congratulatory gesture to Mr. Charnnarong Leelanapapan (center), President of Thai Summit PKK Group, while Dr. Somporn Juangroongruangkit (2nd from left), President of Thai Summit Group, and Mr. Shuichi Magara (far left), President of Press Kogyo Co., Ltd. (Japan), look on.

Grand Opening of Eurokera (Thailand) Factory in Hemaraj ESIE

Eurokera (Thailand) Limited, a leading manufacturer of glass ceramic cooktops for a variety of applications, recently held a grand opening ceremony for its new factory in Hemaraj ESIE. The factory will produce ceramic glass for kitchen appliances to supply Thai



Samsung Electronics Co., Ltd. The factory has a production capacity of 1 million units per year.

Representatives from Hemaraj led by Mr. Sunthorn Kongsunthornkitkul (center right), Vice President; and Mr. Apisak Kamwan (4th from right) Senior Manager, Customer Development; congratulate Mr. Jean Eric Vermont (center left), Vice President Manufacturing Eurokera; Mr. Albert Di Giovanni (5th from left), Chief Executive Officer Eurokera; and Mr. Gilles Grandpierre (3rd from left), General Manager Eurokera Thailand; at the event.

SASC's Spirit House Ceremony Held at Hemaraj-ESIE



Steel Alliance Service Center Co., Ltd. (SASC), a joint venture between JFE Shoji Trade Corporation from Japan and Summit Corporation Group in Thailand, recently held a Spirit House ceremony for its plant at Hemaraj ESIE. With a capacity of 6,000 tons per month, the plant serves as a steel processing center mainly for the automotive industry.

In the picture: Mr. Kornkrit Jurangkool (seated, far right), Director of Summit Auto Body Industry Co., Ltd.; Mr. Hiroaki Yano (seated middle), Managing Director of Steel Alliance Service Center Co., Ltd.; Mr. Yuji Kasama (seated far left), Senior Associate Officer, Eastern District Division No.1 of JFE Shoji Trade (Thailand) Ltd.; poses for a group picture with executives from Hemaraj and other guests at the ceremony.

Hemaraj Congratulates SMR Automotive System (Thailand)

SMR Automotive System (Thailand) Ltd., a leading provider of value-added automotive products, services and innovative solutions from India, recently held a Bhumi Pujan Ceremony (a traditional Hindu ritual to start construction of a new building) for its new plant in Hemaraj Eastern Seaboard Industrial Estate. Expected to start full operation by March 2012, the new facility will provide automotive-related services and solutions, including production of automotive parts for electrical distribution systems (EDS) and automotive rearview mirrors, and polymer processing.

In the picture: Mr. Sunthorn Kongsunthornkitkul (3rd from right), Vice President of Hemaraj, congratulates Mr. Naresh Handa (far left), Senior Vice President of Mother Auto Ltd., and Mr. Manoj Maggon, General Manager of SMR Automotive System (Thailand), at the ceremony. Mr. Apisak Kamwan (2nd from right), Senior Manager, Customer Development of Hemaraj, and executives from both companies look on.

Feltol Manufacturing Purchases Ready Built Factory at Hemaraj CIE



Feltol Manufacturing Co., Ltd., a manufacturer of fiber plastic carpet for automobiles, recently signed a contract to purchase a Ready Built Factory with a total area of 1,008 sq.m. at Hemaraj CIE. The plant will produce automotive sound insulation parts and floor carpet sheets at an approximate capacity of 340,000

What's New with Our Customers

pieces per year. It will supply leading automotive manufacturers such as AutoAlliance (Thailand) and General Motors (Thailand).

Mr. David Nardone (center), President & CEO of Hemaraj, exchanges the contract with Mr. Dhirapong Trakulkoosri, Managing Director of Feltol Manufacturing, while Mr. Lertsak Wuthiprasitphol (4thrd from right), Senior General Manager of Feltol Manufacturing, and representatives from both companies look on.

Grand Opening of Laem Chabang Tank Services at Hemaraj CIE



Laem Chabang Tank Services Co., Ltd. (LCTS) recently organized a grand opening ceremony for its first tank container refurbishment facility in Thailand, located in Hemaraj CIE. On this occasion, Mr. Nirut Somboonsup (2nd from left), Site Superintendent of Hemaraj, congratulates Mr. Sompong Sakesuwan (right), Managing Director of LCTS.

Caterpillar Holds Foundation Stone Laying Ceremony at Hemaraj RIL



Caterpillar Underground Mining Pty Ltd., an Australian subsidiary of Caterpillar USA – the world's leading manufacturer of construction and mining equipment and a Fortune 500 company – recently held a Foundation Stone Laying Ceremony for its first manufacturing facility in Thailand at Hemaraj Rayong Industrial Land (Hemaraj RIL). Located on 140 rai of land, the facility is scheduled to begin operation in late 2012. It will produce a full range of underground mining articulated trucks and loaders, which are used by Caterpillar customers around the world in hard-rock underground mining applications.

In the picture: Mr. David Nardone (3rd from right), President & CEO of Hemaraj; and Mr. Vivat Jiratikarnsakul (far right), Executive Vice President of Hemaraj; congratulate Mr. David Bozeman (3rd from left), Vice President of Caterpillar Inc.; Ms. Tamera J. Nelson (2nd from left), Managing Director of Caterpillar Underground Mining; and Mr. Philip

Pennington (far left) General Manager, Asia Operations of Caterpillar Inc., at the ceremony.

Seki Corp. (Thailand) Purchases Land at Hemaraj SIL



Seki Corp. (Thailand) Co., Ltd., a leading manufacturer of AV equipment from Japan, recently purchased 11 rai of land for a new plant at Hemaraj SIL. Expected to start operations in February 2012, the new plant will produce digital camera and audio-related parts at a capacity of 60,000,000 pieces per year.

In the picture: Mr. David Nardone (2nd left), President & CEO of Hemaraj, exchanges the land purchasing contract with Mr. Yoshihiko Nakamura (2nd right), Managing Director of Seki Corp. (Thailand) Co., Ltd., while Mr. Vivat Jiratikarnsakul (far left), Hemaraj's Executive Vice President, and Mr. Inouchi Takashi (far right), President of Nippon Consulting Co., Ltd., look on.

From the Clubs

Hemaraj Gives Heads-up on Carbon Footprint

Hemaraj recently held an Investor Club Seminar titled "Go Green: Carbon Footprint, what's there to know for Automotive Industry" for its

customers at ESIE Plaza I, Eastern Seaboard Industrial Estate (Rayong). Conducted by speakers from Thailand Greenhouse Gas Management Organization (Public Organization), the seminar touched on carbon footprint issues and opportunities for Thai manufacturers, the Carbon Reduction Label, and carbon credits.

In the picture: Speakers at the seminar from Thailand Greenhouse Gas Management Organization included Ms. Phakamon Supappunt (front row, 3rd from right), Assistant Senior Officer, Carbon Business Office, and Mr. Thada Varoonchotikul (front row, far right), Assistant Senior Officer, Carbon Business Office. They



are shown here in a group picture with executives and staff of Hemaraj, led by Ms. Chantana Hinkaew (2nd from right), Director, Corporate Marketing, and other participants of the event.

Hemaraj Hosts 13th Eastern Seaboard Industrial Cup



The 13th Eastern Seaboard Industrial Cup 2010-2011, held jointly by Hemaraj, Eastern Seaboard Industrial Sport Club (Rayong), ESIE Human Resources Club and Pluakdaeng Sport Club, recently ended successfully with a final match between GM and J-Tech at Hemaraj Stadium. GM was crowned the champion of the tournament after defeating J-Tech 1-0.

In the picture: Mr. Pansak Keitwattha (center), Manager of the Pattaya United team and Secretary to the Chief Executive of the Chonburi Provincial Administrative Organization, presented the trophy to the head of the winning GM team, on behalf of Mr. Wittaya Khunpluem, Chief Executive of the Chonburi PAO.

Hemaraj and KPMG Organize Tax Seminar for Customers

Hemaraj recently held an Investor Club Seminar titled "Be Prepared – Best Practices for Customs Clearance" for its customers at ESIE Plaza I, Eastern Seaboard Industrial Estate (Rayong). Conducted by speakers from KPMG Phoomchai Tax Ltd., the seminar

included talks on useful topics and information related to customs clearance such as Customs' Perspective on Case Studies, Conducting Import and Export Clearance under the Customs Act and other Applicable Laws, and the consequence of non-compliance to the laws.

In the picture: Ms. Chantana Hinkaew (far right), Director, Corporate Marketing of Hemaraj, welcomes speakers from KPMG Phoomchai Tax Ltd. and participants at the event.



Social contribution

Hemaraj's Annual School Contribution 2011

Hemaraj recently organized School Contribution Program 2011 as part of the company's CSR activities. For more than 15 years, Hemaraj has annually coordinated with industrial estate customers and suppliers to contribute school supplies for students in the Eastern Seaboard area. This year the program covers 14,000 students from 54 schools in Rayong and Chonburi provinces.



In the picture: At the event Mr. Sunthorn Kongsunthornkitkul (4th from left), Vice President of Hemaraj and Mr. Sunya Baopoonthong (2nd from left), Community Affairs Manager

of Hemaraj, together with Hemaraj customers and staff pose for a group picture with students of Ban Nong Bon Child Development Center, Rayong province.



Thank You for Your Support
to
Our Annual School Contribution



Hemaraj Supports Holistic Training for Teachers

Hemaraj recently organized a field trip for “Adopt-A-School: Train the Trainers” – a continual training program for primary school teachers aimed at improving teaching effectiveness. Thirty teachers from schools in Rayong and Chonburi were selected to join the seven-day training at Lamplaimat Pattana School in Burirum, which has been certified for outstanding performance in practicing a holistic learning curriculum. Ms. Chantana Hinkaew (front row, 4th from right), Director, Corporate Marketing of Hemaraj, joins the group picture with participating teachers and staff of Lamplaimat Pattana School.



Hemaraj and Customers Organize Youth Camp



Representatives of manufacturers in Hemaraj SIL, in cooperation with schools in the Nongpling, Bualoy, Nong Pla Mor, and Kotchasit sub-districts of Saraburi Province, recently organized the 13th Youth Camp on Environment Preservation and Fight against Drug Abuse. The event was held at Saraburi Provincial Police Training School 1. Participating in the youth camp were 60 students of ages 9 to 12 from 15 schools in the four sub-districts.

Hemaraj Sponsors Football Clinic



Hemaraj recently sponsored a Football Clinic session held during the closing day of the 13th Eastern Seaboard

Industrial Cup 2010-2011, which was jointly organized by Hemaraj, Eastern Seaboard Industrial Sport Club, ESIE Human Resources Club and Pluakdaeng Sport Club. Players from Chonburi FC, one of Thailand’s most successful football teams, provided tips and techniques on football playing to participating youths from the Eastern Seaboard area during the session.

Free Mobile Medical Unit from Hemaraj



Ms. Chantana Hinkaew (2nd from left), Director, Corporate Marketing of Hemaraj; Mr. Sunya Baopoonthong (3rd from right), Community Affairs Manager; and team members pose for a picture with Mr. Somchai Lerdrirwiriyakul (2nd from right), Mayor of Chom Phon Chao Phraya Subdistrict Municipality, at the event.

Hemaraj recently provided free mobile medical service, including basic physical checkups, for people in Chom Phon Chao Phraya Subdistrict Municipality. The service is part of corporate social responsibility (CSR) activities organized annually by Hemaraj.

Free Eyeglasses from Hemaraj



Hemaraj recently arranged a mobile unit to provide free optical checkups and eyeglasses for the Tasith Subdistrict Administrative Organization. Held at Wat Khao Noi, Tasith Subdistrict, Rayong Province, the service was part of the Corporate Social Responsibility (CSR) activities organized annually by Hemaraj.

Hemaraj Makes Contribution to Tasith Community

On behalf of Hemaraj, Mr. Sunthorn Kongsunthornkitkul (4th from left), Hemaraj Vice President, and Mr. Sunya Baopoonthong (4th from right), Community Affairs Manager of Hemaraj, recently handed over to Mr. Pairoj Suemueng (center), Chief of the Tasith Subdistrict Administrative Organization, a warehouse and rest rooms donated for the Finance Department of Tasith SAO.



company's Community Relations Plan, the Hemaraj SIL Blood Donation will be held four times a year.



Blood Donation at Hemaraj SIL

Hemaraj SIL, in cooperation with Thai Red Cross Society, Saraburi, recently organized a blood donation day at the Hemaraj SIL office. Some 159 representatives of Hemaraj SIL's customers joined the activity, with a total blood donation of 63,600cc. The event is organized four times a year.



Blood Donation at Hemaraj SIL

Hemaraj SIL recently held the first Blood Donation of 2011 at its office, with a total number of 146 staff joining the event. The donated blood will be handed over to the Saraburi Red Cross for use in local hospitals. Part of the

Hemaraj RIL Joins "Tree Planting in Factory" Campaign



Hemaraj Rayong Industrial Land (Hemaraj RIL) recently joined "Tree Planting in Factory in Celebration of the King's 7th Cycle Birthday Anniversary on 5 December 2011," a campaign organized by the Department of Industrial Works, Thailand Ministry of Industry. On behalf of Hemaraj RIL, Mr. Phisit Suksawat (right), Maintenance Supervisor Water and Waste Water Treatment Plant, received a certificate for industrial organizations with protection strip from Dr. Witoon Simachokedee, Permanent Secretary, Ministry of Industry at the press conference of the campaign.

Hiring People?



Try Job Pool @ Hemaraj Website

Send your recruitment to jobpool@hemaraj.com





Teaching Art at Hometown

by Hemaraj

Hemaraj Land And Development Plc. has recently organized **“Teaching Art at Hometown”** workshop to provide art training to teachers in Rayong and Chonburi to ease the lack of art teachers in these areas. Hemaraj recognizes art as a crucial element in building children’s creativity and emotional development as well as a good way for them to spend time. The 4-day workshop provides basic knowledge on the principles of art, aesthetics, history and art criticism as well as promotes understanding of elements of art and composition to the workshop participants by giving them an opportunity to practice drawing and coloring objects, buildings and other topics of interest.

Ms. Chantana Hinkeaw

Corporate Marketing Director, Hemaraj Land And Development Plc. said, “Hemaraj considers education and children development as important issues for us to support and we have been working on many projects to promote improvements in these areas. Although people usually see the Eastern Seaboard as a modern, developed zone, most primary schools around Hemaraj still do not have enough teachers, especially art teachers. On top of that, teachers who are assigned to teach art usually do not

have adequate background in the subject and have to train themselves. We see a room for improvement in this. And this is why we organize this **“Teaching Art at Hometown”** workshop to support the teachers who do not have former background or training in art as well as those who may need additional training so that the teachers themselves are better equipped and prepared to teach art to their students.”

The 4-day Workshop takes place at ESIE Plaza, Eastern Seaboard Industrial Estate (Rayong) and was conducted in March by a team of trainers from Inspiresight with about 30 participants from 20 schools near the Industrial Estate zone joining.

Mr. Sawan Tangtrongsittikul

Director of Inspiresight and head of the trainer team said, “Inspiresight and Hemaraj have been working together since 2009 to organize Art at Hometown workshop for students, which is more like downstream development. But today we are focusing at upstream development, which is teacher development. As a result, **“Teaching Art at Hometown”** workshop has been initiated as a pilot project for the first year. We expect the teachers to have better understanding of art and sow in them positive attitude in teaching and learning art.”

Mr. Tee-ieng Sae-ping

A trainer from Inspiresight also said, “I want people to recognize the importance of art. Art lifts up your heart and soul. The way we train the teachers to teach art to children is by being the role model for them to see, building their confidence, and providing them the encouragement. So when they go back to teach, they will be able to teach their students with a higher level of confidence and understanding because they have been trained and have practiced doing it themselves. Children will benefit from this. This workshop is very useful. It is something the private sector could do to support the public. If everybody works together, good things will happen.”

Mr. Wuttikorn Pinla-or

A workshop participant from Mab Toey School said, “I teach art, science, social studies, physical education and history. I’ve a degree in Sports Science but I do some research myself so that I’ve some background knowledge of what I’ve to teach. This workshop is really good because it gives me an opportunity to improve my art skills which can be applied in the classroom.”

Ms. Waraporn Rodthong

Another participant from Nong Rai Schol said, “This is very interesting training. I learn about aesthetics and understand that every aspect of life is beautiful. I’ve gained much knowledge on color, composition and drawing techniques. These things I can be integrated in my teaching.”

Ms. Pornchanit Kongkamkai

From Pluak Dang School also said, “I can use what I’ve learned from **“Teaching Art at Hometown”** by Hemaraj to organize learning activities for my students.”





Mr. Wichian Chaiyabang, the Headmaster of Lamplaimat Pattana School (right)

Hemaraj

going strong with Eastern Seaboard teachers training



Hemaraj Land And Development Plc. and the American Chamber of Commerce Foundation have joined hands in organizing Adopt A School: Train the Trainers Program to improve teaching skills and effectiveness of primary school teachers in the Eastern Seaboard area since 2008.

During the past 3 years, approximately 300 teachers from 40 primary schools around the Hemaraj Industrial Estate area have participated in seminars, workshops or field trips to Lamplaimat School in Buriram, which is a model school. The teachers received training on curriculum design and project-based approach, which enable students to learn and reflect on the chosen subjects instead of memorization.



This year Hemaraj has organized a series of activities to make more progress on this project.

In March, There was “a Show and Share Exhibition and a Forum on Innovative Classroom” at ESIE Plaza 1, Eastern Seaboard Industrial Estate (Rayong). Works from 7 child-centered pilot schools in Rayong and Chonburi: Wat Weruwan School, Wat Mabchalud School, Ban Kaodin School, Nikom 2 School, Ban Sapan 4 School, Ban Kao Tabak School and Wat Piboonsanhatam School, were presented in this event to illustrate how child-centered learning method could be applied to replace the traditional memorization approach through the display of integrated learning activities, discussions and experience sharing sessions. A forum on “Innovative Classroom” also took place to provide a window for teachers to share their reflections of the current education system as well as processes and solutions for achievement. The forum has generated a wide range of useful discussions on various aspects of education. The day ended with new registrations of interested schools for the program.



The remaining programs in 2011 focused on recruiting more committed schools to learn the innovative way of teaching thoroughly so they could implement the know-how in their selected classes.

Consequently, during the summer school break, Hemaraj sponsored 30 teachers from 12 schools to 7-day integrated teaching training at Lamplaimat Pattana School in Buriram.

From June onwards were periods for follow-ups and additional coaching. Teachers from Lamplaimat Pattana School came to visit to the participating schools to observe the classes and impart additional advice.

Following the need to improve capabilities of students in math and Thai reading, teaching workshops for about 50 teachers was also organized in October this year with help from Lamplaimat team. The sessions were well attended by teachers in Eastern Seaboard area.

Hemaraj strongly believes that these activities could help improve quality of students and overall academic performance in the Eastern Seaboard area and will continue the project further.



Dr. Nittaya Rojratanaowanij (left picture – right), Director, Office of Strategy Management and Education Integration Region 5 / Mr. Asnee Srisuk, Director, Office of Primary Education Chonburi Region 3 awarding certificates to the representatives from the pilot schools. / Mr. Thongchai Mankong (right picture), Director, Office of Primary Education Rayong Region 1

Training Programs

Hemaraj Training Program, Eastern Seaboard Industrial Estate (Rayong)

July-December 2011

NO.	Course	Institute	Dates	Time	No. of Participant	Course/person (Baht)	Oct'11	Nov'11	Dec'11
1	Operation Technique of Forklift Truck	IQS, www.iqs-training.com	1 day	9:00-16:00	25	1,700.00		Mon,21	
2	Operation Technique of Forklift Truck	Siam Inspection & Engineering	1 day	9:00-16:00	25	1,700.00	Fri,21		
3	SAFETY OFFICER: SUPERVISOR LEVEL	Siam Training	2 days	9:00-16:00	30	2,100.00		Mon-Tue 14-15	
4	SAFETY OFFICER: MANAGEMENT LEVEL	Siam Training	2 days	9:00-16:00	30	2,400.00			
5	Health, Safety and Working Environment Committee (กบอ.)	Siam Training	2 days	9:00-16:00	30	2,100.00	Mon-Tue 17-18		
6	บริหารจัดการสำหรับ พรบ.ความปลอดภัย อาชีวอนามัยและสภาพแวดล้อมในการทำงาน พ.ศ. 2554	Siam Training	1 day	9:00-16:00	20	1,900.00			Fri,2
7	Techniques in Handling Disciplinary Actions for Supervisors	A.Chamnan	1 day	9:00-16:00	20	1,800.00			
8	First Aid Course	Hospital	1 day	9:00-16:00	20	1,500.00	Mon,10		
9	The explicit 30 tools for making genius supervisor	Faibukkol, www.faibukkol.com	1 day	9:00-16:00	20	2,000.00	Mon,19		
10	Leadership	Faibukkol, www.faibukkol.com	1 day	9:00-16:00	20	1,800.00			
11	Excellent Arts of Supervisory skill	Faibukkol, www.faibukkol.com	1 day	9:00-16:00	20	1,800.00			
12	E.Q. for Great Supervisor	Faibukkol, www.faibukkol.com	1 day	9:00-16:00	20	1,800.00		Fri,11	
13	Excellent Supervisor	Faibukkol, www.faibukkol.com	1 day	9:00-16:00	20	1,800.00			Thu,1
14	7 Supervisor skill	Faibukkol, www.faibukkol.com	1 day	9:00-16:00	20	1,800.00			
15	Business English Conversation and Writing program	Sriracha International Language Center	30 Hours	18:00-21:00	10	4,500.00	Dates will be set according to group of student.		
16	Business English Conversation with practice for the TOEIC test program	Sriracha International Language Center	30 Hours	18:00-21:00	10	4,500.00	Dates will be set according to group of student.		
17	Basic Japanese Conversation program	Sriracha International Language Center	30 Hours	18:00-21:00	10	4,500.00	Dates will be set according to group of student.		
18	Basic Thai Conversation program	Sriracha International	30 Hours	18:00-21:00	10	4,500.00	Dates will be set according to group of student.		
19	Excel for HR	ACC	1 day	9:00-16:00	10	1,700.00		Mon,21	
20	Microsoft Excel2007: Basic	ACC	1 day	9:00-16:00	10	1,700.00			
21	Microsoft Excel2007: Intermediate	ACC	1 day	9:00-16:00	10	1,700.00		Mon,7	
22	Microsoft Excel2007: Advanced	ACC	1 day	9:00-16:00	10	1,700.00	Mon,17		Fri,16
23	Microsoft Powerpoint2007: Intermediate-Advanced	ACC	1 day	9:00-16:00	10	1,700.00			
24	Basic Computer	ACC	1 day	9:00-16:00	10	1,500.00	Fri,14		Sat,17

Remarks

- Discount 10% for Hemaraj's Customer.
- Prices include hand out, coffee break and/or lunch and excluded of VAT.
- This is withholding Tax 3% deductible.
- Date and time is subjected to change, please call to confirm.
- Please send in the reservation at least 2 weeks before the starting date.

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• Siam Food Executive Conference	A big conference room (144 sq.m.) suitable for 40 to 70 persons standard equipment provided	5,500/3,500
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• Hemaraj B&C Conference	40 sq.m. computer room equipped with 15 computers and standard equipment	3,500/2,500

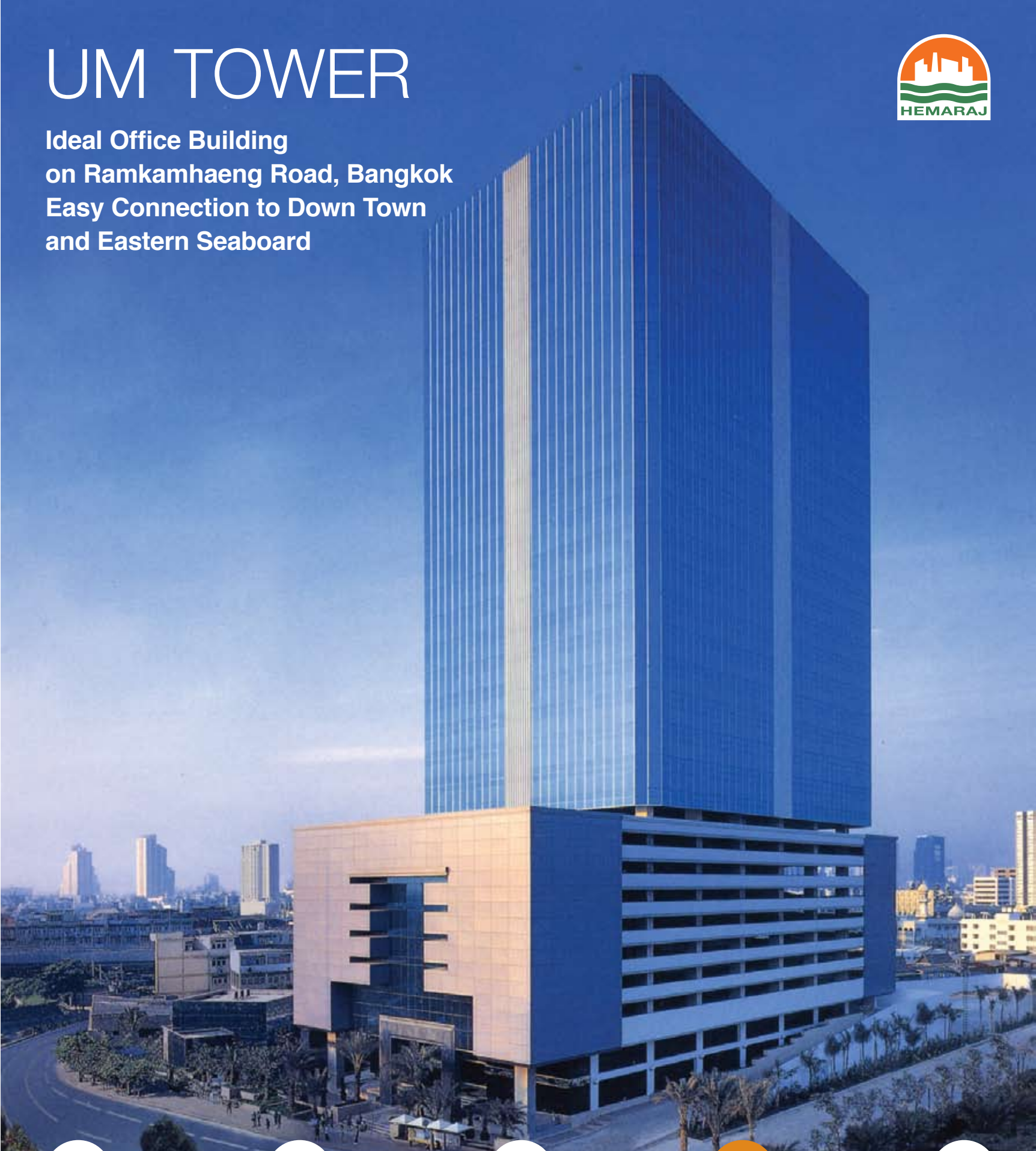
Remarks :

1. Computer room (Hemaraj B&C) of Hemaraj Training Center only provides hardware and Windows XP operating system. The trainer or the training institute would need to install software for their own training and must uninstall the software after use.
2. Payment should be paid before the conference. Cheques should be made payable to :
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