

WHA... Newsletter

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December 2019, Vol. 45 : No.4

A background image of vibrant green leaves, some in sharp focus and others blurred, creating a natural and fresh atmosphere.

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WHA Group
Corporate Marketing Department
Tel: +66 (0) 2 719 9555 | Fax: +66 (0) 2 719 9546
Email: marketing@wha-group.com | <https://www.wha-group.com>

GROUP CEO TALK

WASTE MANAGEMENT



Ms. Jareeporn Jarukornsakul

Chairman and Group CEO
WHA Corporation PCL

The rapidly rising levels of urbanization and industrialization are resulting in enormous amounts of waste. A source revealed that in 2017, approximately 27 million tons of solid waste were generated in Thailand, or 74,998 tons a day. This means that each person generated 1.13 kilograms per day.

Thailand processes 33 million tons of industrial waste a year; 31 million tons of which are non-hazardous and 2 million hazardous. **According to the Thailand Development Research Institute (TDRI), large volumes of hazardous industrial waste are being disposed of and treated improperly, through illegal dumping activities and waste disposal businesses.** This is in line with a report by the Pollution Control Department (PCD), revealing that illegal dumping activities by unlicensed companies have been occurring in Rayong, Samutprakarn and Chonburi provinces for the past year.

Systematic methods are needed in order to address waste management issues. It is necessary to **increase the number of disposal service providers using the newest technologies.** Today, there are very few such companies that tend to monopolize the situation and control the prices. The problem can be addressed by using the latest waste management methods, and one of the most remarkable technologies is waste-to-energy, converting trash to renewable energy.

Some of the most technologically-advanced economies already have ultra-efficient waste disposal systems in place. **In Europe, many countries have enforced laws regarding solid waste disposal, requiring polluters to be responsible for waste disposal at their own expense.** For instance, in Germany, where waste disposal is highly-organized, the private sector is encouraged to invest in this issue. This way, the government is not burdened by huge electricity costs related to waste disposal.

In Thailand, the *Alternative Energy Development Plan 2015-2036* (AEDP 2015) and the *Power Development Plan 2018-2037* (PDP 2018) have set the amount of energy generated from waste to 550 and 520 megawatts respectively. **However, in my opinion, this is not enough and should be raised as the increasing amount of municipal solid waste and industrial waste becomes a major problem for the country.** To this end, the Eastern Economic Corridor (EEC) could be a role model by building a waste-to-energy plant that can process the increasing amount of waste using advanced technologies. This could provide a substantial supply of energy to help meet the rising demand from the industrial sector, as the government launches a stimulus plan to boost investment in the EEC.

Converting waste to electricity is only one way to tackle the tremendous waste problem. **Strict controls involving data disclosure are also necessary, so people will be encouraged to get involved in monitoring waste management issues. Greater transparency and efficiency will help secure a more sustainable and cleaner environment for Thailand.**

HIGHLIGHTS



WHA Industrial Development Signs Double Deal with Chinese Investor GESAC for Land Purchase and Ready Built Factory Lease

WHA Industrial Development PLC, a subsidiary of WHA Group – Thailand’s leader in fully-integrated Logistics, Industrial Estates, Utilities & Power and Digital Platform – announced the signing of a double agreement with Golden Egret Cement Carbide (Thailand) Co., Ltd, a subsidiary of China-based and state-owned company Xiamen Golden Egret Special Alloy Co., Ltd (GESAC).

The agreement covers the purchase by GESAC of 56 rai of land and the 3-year lease of a 4,700 sq.m. Ready-Built-Factory (RBF) at WHA Eastern Seaboard Industrial Estate 1 (WHA ESIE 1). GESAC will use WHA’s RBF facility to start production during the construction period of its own plant on its newly acquired piece of land.

As the world’s largest tungsten powder and tungsten carbide powder supplier and exporter, GESAC is a

major manufacturer of premium cemented carbide and cutting tools. Ms. Jareeporn, Chairman and Group Chief Executive Officer of WHA Corporation PCL, added “This will enable our new customer, GESAC, to start their operations with no delay at the leased RBF, while constructing their own plant.”

Established in 1989, GESAC is one of the core subsidiary corporations of the listed state-owned Xiamen Tungsten Group, and specializes in the manufacture and sale of various kinds of tungsten powder, cemented carbide and cutting tools.

“We are very pleased to welcome Chinese investor GESAC to the WHA community,” said Mr. David Nardone, Group Executive - Industrial and International of WHA Industrial Development PLC. “WHA ESIE 1’s world-class facilities, with excellent infrastructure, utilities and its

strategic location make it the ideal choice for GESAC’s operations in Thailand,” he explained.

“Our collaboration with WHA Group is a significant step in our company’s international development,” said Mr. Jiang Tao, General Manager of GESAC. “WHA ID’s valuable expertise in industrial management and operations, great customer service and reliability, coupled with WHA ESIE 1’s excellent infrastructure with state-of-the-art utilities and power supply, were instrumental in our decision to establish our presence in Thailand. Being at the center of the Eastern Economic Corridor (EEC) makes it the perfect location for our operations.”

WHA ESIE 1 is located in Chonburi and Rayong provinces. Situated approximately 30 kilometers from the Laem Chabang deep seaport and Sri Racha city, it comprises an area of

“

GESAC's total investment in the project at WHA ESIE 1 represents THB 2.5 billion (USD 81.3 million) within the next 3-4 years.

"This double agreement is the perfect illustration of WHA Group's ability to offer a total solution package to local and international investors," declared

- Ms. Jareeporn Jarukornsakul.

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8,003 rai (3,201 acres or 1,280 hectares) with easy access from Highway 3574. After starting operations in 2006, today WHA ESIE 1 counts over 103 customers representing 164 contracts for a total investment of over USD 6.5 billion. As one of the EEC's industrial promotion zones, WHA ESIE 1's specialty covers automotive, plastics and polymers, metal fabrication, electronics, building materials, agro and consumer products, logistics, and others.

WHAUP Joins Forces with Aquaone to Develop Water Infrastructure in Vietnam

WHA Utilities and Power PLC (WHAUP) and Aquaone Corporation recently held the signing ceremony of the *Strategic Cooperation Agreement* under the witness of H.E. Tanee Sangrat, Ambassador of Thailand to Vietnam and H.E. Vu Tien Loc, Chairman and President of the Vietnam Chamber of Commerce and Industry.

This first milestone highlights long-term cooperation between the two conglomerates. In August 2019, WHAUP (SG) 2DR Pte. Ltd. (WUPSD), WHAUP's wholly-owned subsidiary, signed the Share Purchase Agreement with Duong River Surface Water Plant Joint Stocks Company (SDWTP) to acquire a 34% stake, valued at approximately THB 2,762.96 million.

"In Vietnam, with rapid expansion of the economy, demand for environmental-related business such as water production and wastewater treatment is huge. The mission of Aquaone is to be the pioneer in the sector and provide services for every single citizen in Vietnam. We are very happy and honored to have WHAUP as our partner to fulfill that mission," Ms. Do Thi Kim Lien, Chairwoman of the Board of Directors of Aquaone Corporation, commented on the signing ceremony.

Ms. Jareeporn Jarukornsakul, Chairman and Group Chief Executive Officer of WHA Corporation PCL said, "Today is an auspicious moment as it is the date at which Aquaone and WHAUP start our long-term collaboration to develop water infrastructure business in Vietnam. The *Strategic Cooperation Agreement* marks a significant step for Aquaone and WHAUP to join hands in improving the quality of life of the people of Hanoi today via provision of quality clean water and we aim to expand the collaboration into other parts of Vietnam in the near future."

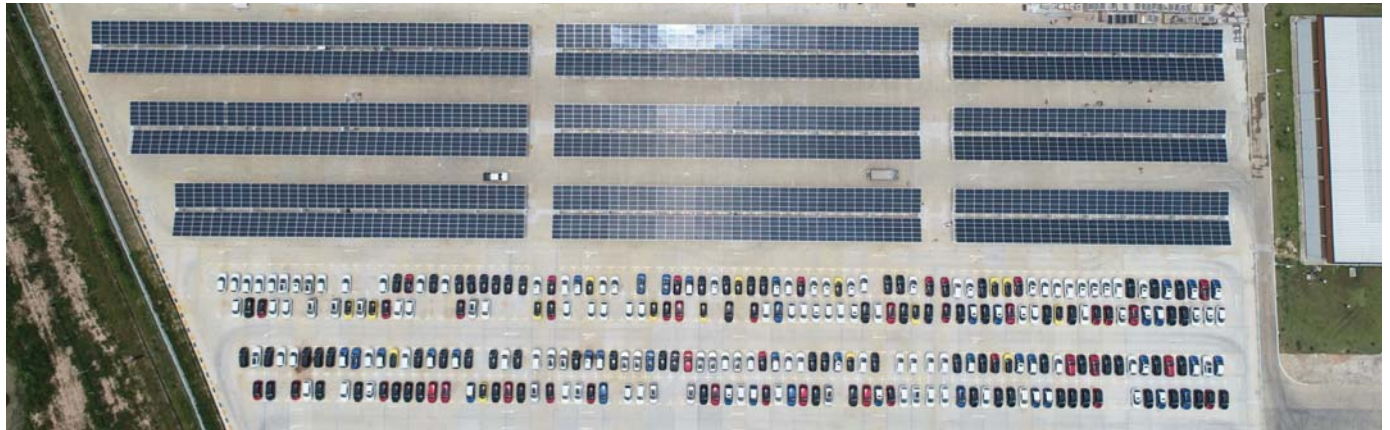
"This *Strategic Cooperation Agreement* between Aquaone and WHAUP is another chapter for Vietnam-Thai investment cooperation in utilities business," said H.E. Mr. Tanee Sangrat, Ambassador of Thailand to Vietnam, "and it will pave the way for a new era in collaborations between the two countries."

The signing ceremony was held just a day before the ceremony of the Official Commercial Operation Date of Phase 1B of Duong River Water Treatment Plant on 5 September 2019, which applied German technology and will double the capacity of the plant from 55 million cubic meters per year to 110 million cubic meters per year.

THỎA THUẬN HỢP TÁC CHIẾN LƯỢC STRATEGIC COOPERATION AGREEMENT



WHAUP Presses on with Thailand's Largest Solar Carpark Project Annual Revenue Expected to Increase by THB 20 Million and 2019 Solar Target to Reach 25 MW



WHA Utilities and Power Public Company Limited (WHAUP) is progressing well on a 4.88-MW solar carpark project installation, with a total area of 31,000 sq.m. on the car park area of MG cars manufacturing plant owned by SAIC Motor-CP Co. Ltd. The largest solar carpark in Thailand, it is expected to be completed within the first quarter of 2020 and to generate an average annual revenue of THB 20 million throughout the 20 year-contract.

The company's Chief Executive Officer, Mr. Wisate Chungwatana, has adjusted WHAUP's target for this year to 25 MW from the initial target of 15 MW, and the company aims to complete the investment of 100 MW solar rooftops by 2022.

“Clients today are more interested in green energy, which helps reduce costs, save energy and protect the environment”

– Mr. Wisate Chungwatana, WHAUP CEO

Located in WHA Eastern Seaboard Industrial Estate 2 (WHA ESIE 2), the newly constructed roof structure will provide shading for approximately 2,000 vehicles and generate a total electricity capacity of 4.88 MW for MG's plant's consumption.

“For this project, WHAUP will assign its subsidiary WHASL to be responsible for the investment and installation of the car park structure and solar system,” Mr. Wisate outlined. “The project will require an investment budget

of approximately THB 175 million. The company's fully-integrated service encompasses the entire project development process including permitting and licensing, design and engineering, construction and installation, as well as operation and maintenance throughout the contract period. Customers can rely on the expertise and professionalism of our working team that has long-term experience in serving our industrial customers for their energy and utility needs. Our solar rooftop service will help to save energy costs for customers as well as fulfill their environmental targets,” he said.

WHAUP's CEO revealed that many customers, both inside and outside WHA industrial estates, have expressed interest in solar rooftops. During the first half of 2019, the target for solar roof power has already exceeded 15 MW per year. WHAUP plans to adjust its target to 25 MW for this year. When combined with over 10 MW solar rooftops already installed and commercially operational since early this year, WHAUP's solar rooftop portfolio will already reach a total of 35 MW. It is confidently on course to fulfill the 5-year target to complete the investment of 100 MW solar rooftops by 2022.



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WHA Utilities and Power Public Company Limited
(66) 2 719 9559 www.wha-up.com
email: marketing@wha-group.com

WHA Group and BOI Co-Host 165th Market Place Program to Promote Local Suppliers

WHA Group and the Thailand Board of Investment, in collaboration with Thai Subcontractors Promotion Association, recently organized this year's edition of the "Vendors Meet Customers to WHA Industrial Estates" at Pattana Golf Club & Resort, Chonburi.

This was the perfect occasion for manufacturers from different industries and sectors to meet local suppliers, aiming to build new business relationships. Face-to-face meetings were organized for target buyers from WHA Industrial Estates and local suppliers searching for new opportunities and the right partner to grow their business.





Ms. Siyaphas Chantachairoj, Director – Corporate Marketing, WHA Corporation PCL welcomed over 200 participants and gave the opening speech at this special matching event that also showcased the latest trends in the manufacturing sector. “This is a proactive way for buyers and suppliers to meet in a very easy, effective and enjoyable way,” she said. “This unique experience is designed to fulfill meaningful connections and to add value to business goals for all.” Aside from brief presentations from each company, there was also a mini exhibition that showcased both products and opportunities, providing a glimpse into the latest trends in the manufacturing sector through companies such as Gentos, Bosch, Siam Compressor Industry and Linak.



There was also a seminar with Mr. Wirat Tatsaringkansakul, Director, Regional Investment and Economic Center 4, who explained specific aspects of the BOI Investment Policy.



CUSTOMER SHOWCASE

SCHÜTZ (THAILAND) LTD.

CUSTOMER PROXIMITY IS THE KEY OF THE BUSINESS



Established in 2016, Schütz (Thailand) Ltd. is the local subsidiary of family-owned Schütz company, based in Germany. It was founded in 1958 by Mr. Udo Schütz. Comprising about 60 plants all over the world, the company specializes in the manufacture of packaging systems known as Intermediate Bulk Containers (IBCs).



"IBCs can be used for filling any liquid products, from hazardous products and chemicals to food liquids, while adhering to the highest safety and cleanliness standards," explains Mr. Jaturon Au-Jean, General Manager of Schütz (Thailand). The automated plant produces Ecobulk IBCs and reconditioned

products, called Recobulk, at an average of one unit per minute. Schütz IBCs are the only ones in Thailand to benefit from UN 1.9 approval for hazardous goods and to be FSSC 22000-certified for food safety.

Located at WHA Eastern Seaboard Industrial Estate 1 (WHA ESIE 1), Schütz (Thailand) currently occupies a 4,620 sq.m. Ready Built Factory (RBF) on a total land area of 11,000 sq.m. "In our business, customer proximity is the key. This is the reason why we established our plant at WHA ESIE 1, close to Map Ta Phut where we count many customers in the petrochemical industry. With its easy access to the road network, this is a central location that enables us to serve our existing customers while prospecting new ones in the Eastern Economic Corridor and beyond," continues Mr. Au-Jean.

A large power consumer in constant need of stable electricity supply, Schütz (Thailand) highly values WHAUP's utilities services. After only three years of operations, the management is already looking forward to expansion and foresees the construction of its own plant in one of WHA industrial estates in the EEC.

"We will definitely look for a similar central location that will enable us to accompany our clients in the Thai market as well as neighboring countries such as Vietnam and the Philippines," says Mr. Au-Jean.



Contact Information:

Mr. Jaturon Au-Jean
General Manager
Schütz (Thailand) Ltd.
Tel. +66 33 069 911 up to 5
E-mail: jaturon.au-jean@schuetz.net
www.schuetz.net

TOTO (THAILAND) CO., LTD

BRINGING COMFORT AND FACILITATING
IMPROVEMENTS IN EVERYDAY LIFE

TOTO (THAILAND) CO., LTD. is the group company of TOTO Ltd., Japan's first sanitary ware company founded in Kitakyushu in 1917. Local production in Thailand started in 2012 and approximately 80% of finished products are currently exported. Due to increasing demand, a third factory site will operate from April 2020, launching the manufacture of "WASHLET™" signature product (a kind of toilet seats). Primarily targeted to the Japanese market, and would like to supply it to Thai domestic market in the near future.



More consumers in Southeast Asia can now afford to spend money on sanitary ware, and bring comfort to their lives. They have found value in a clean and convenient life, and our company has carried on product development and marketing efforts, taking into account the values our customers hold.

— Mr. Takayasu Shimada, President of TOTO (Thailand)



The demand for sanitary ware and "WASHLET™" are expanding in all areas of Southeast Asia including Thailand, explains Mr. Takayasu Shimada, President of TOTO (Thailand). Behind this trend is the growing interest in clean and hygiene bathroom space. "When Thai people visit Japan for business or sightseeing, what they notice first at the airport, hotel, and commercial facilities is the Japanese culture of water utilization with cleanliness and harmony," he says, "and it is not only full functionality, but also on being clean and making users feel comfortable and calm."



TOTO (Thailand) decided to build its factories in WHA Saraburi Industrial Land, with the convenience of procuring raw materials and established local infrastructure. A stable electricity supply is essential for ceramic production, Mr. Shimada explains, because precision of the products is seriously affected if a blackout occurs. "However," he says, "this industrial estate is free from such worries and factories can continue their operations with peace of mind." The company is also very satisfied with the customer support service provided by WHA staff, through routine patrol service around factories, consultations for various issues, and proposals of appropriate countermeasures promptly in case any problem arises. "By receiving advice before the factory employees become aware of the issues, there is a growing sense of trust as good partners," he declared.

With the third factory bringing the total TOTO (Thailand) sites to a combined 150,000 sq.m., the company plans to continue aggressive business development, looking ahead to the next ten years and further facilitating the improvement of people's lifestyle and culture.



Contact Information:

Mr. Takayasu Shimada, President
Toto (Thailand) Co., Ltd.
Tel. +66 (0)2 117 9520
<https://th.toto.com/en>



NEWSCAST WHA GROUP

Assumption College Class '89 Visits WHA ESIE 1 and ESIE (Rayong)



Ms. Jareeporn Jarukornsakul, Chairman and Group CEO of WHA Corporation PCL, together with Ms. Siyaphas Chantachairoj, Director - Corporate Marketing, WHA Corporation PCL, welcomed alumni from Assumption College Class '89 led by Admiral Praphruetporn Aksharamat, Committee of His Royal Highness Admiral Prince Abhakara of Chumphon's Family Foundation.

During their site visit to WHA Eastern Seaboard Industrial Estate 1 and Eastern Seaboard Industrial Estate (Rayong) which comprise Thailand's automotive cluster, the group was given a comprehensive tour of world-class facilities offered to both domestic and international clients.

WHA Group Welcomes Jiangsu Delegation to WHA ESIE 1 and ESIE (Rayong)



WHA Group recently hosted a business delegation from China's Jiangsu province that came to explore cooperation and investment opportunities in Thailand's Eastern Economic Corridor (EEC), led by Ms. Aree Ngamsiripattanagul (center), BOI Shanghai Consul. Ms. Ladda Rojanavilaivudh (9th right), Vice President - Industrial Land Customer Development, WHA Industrial Development, and Ms. Siyaphas Chantachairoj (6th right), Director - Corporate Marketing at WHA Corporation gave the group a tour of WHA Eastern Seaboard Industrial Estate 1 (WHA ESIE 1) and Eastern Seaboard Industrial Estate (Rayong) (ESIE) to show them the world-class infrastructure, utilities and services available for its customers.

WHA Group Hosts DBS Vickers Securities at ESIE

Ms. Patthaya Mungkorn (right), Manager - Corporate Marketing, and Mr. Suppasit Sitthasate (2nd left), Finance Manager, Corporate Finance and Investor Relations, WHA Corporation PCL, recently welcomed investors from Jaguar Listed Property and Capital Dynamics at Eastern Seaboard Industrial Estate (Rayong). Upon the invitation of DBS Vickers Securities (Thailand), the group paid an exclusive visit to study international business operations at state-of-the-art facilities and to tour WHA's industrial estate.



WHAUP Congratulates PTT on Stone Laying Ceremony of Intelligent Operations Center



Mr. Wisate Chungwatana (middle right), Chief Executive Officer, together with Mr. Varanon Laosuwan (fourth right), Director - Utilities Project Development, of WHA Utilities and Power PLC, congratulated Mr. Wittawat Svasti-xuto (middle left), Chief Technology and Engineering Officer of PTT PLC, during the stone laying ceremony for their Intelligent Operations Center at EECi, the Wang Chan Valley project in Rayong province.

Schneider Electric Management Team Visits WHA Infonite



WHA's Data Center selected the EcoStruxure™ platform from Schneider Electric, the leader in digital transformation of energy management and automation. WHA Infonite welcomed top executives from Schneider Electric at WHA's Data Center in Samut Prakarn, which provides digital services for WHA Group companies and industrial customers. This project will enable WHA Group to operate data centers according to best practices, and in accordance with top-tier compliance and high-standard specifications.

WHA Industrial Development Welcomes Maenam Forum Members

Ms. Patthaya Mungkorn, Manager - Corporate Marketing, WHA Corporation PCL, welcomed a Japanese delegation from the Maenam Forum Network that came to the EEC. The group was given a comprehensive on-site tour of WHA Eastern Seaboard Industrial Estate 1 (WHA ESIE 1) and Eastern Seaboard Industrial Estate (Rayong) to observe the world-class infrastructure and services that are now ready to serve target industries that use advanced technologies.



T. Rowe Price Management Tours WHA ESIE 1 and ESIE (Rayong)



Ms. Siyaphas Chantachairoj (2nd right), Director - Corporate Marketing of WHA Corporation PCL, welcomed Mr. Jai Kapadia (2nd left), Portfolio Manager from T. Rowe Price, a global investment management organization. Upon the invitation of Goldman Sachs (Singapore), he was given a comprehensive tour of WHA Eastern Seaboard Industrial Estates and explored investment opportunities on behalf of his clients.

With 4 data centers located in Thailand, WHA Digital offers new Infrastructure as a Service (IaaS) capabilities, such as Disaster Recovery Site (DR Site) and Data Storage, bringing business continuity to its customers



WHA Digital Platform Boosts Cloud Services Offer

WHA Digital Platform, through WHA Infonite Company Limited – a subsidiary of WHA Group, Thailand’s leader in fully-integrated logistics, industrial estates, utilities & power and digital platform – has enhanced its cloud services offer to answer the growing IT and data needs of its customers. As part of new Infrastructure as a Service (IaaS) capabilities, the company now proposes back-up and disaster recovery site (DR Site) plus data storage to its customers.

A dedicated business unit since 2018, WHA Cloud Services has a flexible approach, offering public and private, multi-cloud and hybrid cloud services, currently used by over 20 business customers from various industries. With 4 data center locations in Thailand, WHA Cloud Services can provide 24/7 network operations support.

WHA Cloud Services business unit targets both corporations present in WHA industrial estates, where they can enjoy fast speed, high security and low latency thanks to FTTx infrastructure, and outside businesses. The main sectors currently using or interested in the services are from the retail, healthcare and financial sectors. Compared to international providers, the advantage of WHA Cloud Services includes faster data transfer, thanks to the location of its data centers in Thailand.

In addition, WHA also provides various managed services and digital solutions to serve its logistics and industrial clients, including FTTx, equipment rental, IT outsourcing,

“One of the key objectives of our Cloud Services is to ensure business continuity for our customers,” said Mr. Kraitos Ongchaisak, Chief Executive Officer, WHA Infonite Co. Ltd. “Whether it is due to natural disasters, human error, power outage or hardware failure, statistics show that 93% of businesses that lose their data for 10 days go bankrupt within one year. Forty-three per cent of companies experiencing disasters never reopen, and 29% close within two years. Our Cloud Services unit offers a pro-active approach to deal with any type of risks, so our customers’ business operations can continue on,” he explained.



VMS-video management service, telephony with IP-PBX technology, and call center, email, website, firewall, security and storage, backup system, colocation and access control system. Customers can choose these services and solutions on a pay-per-use basis, according to their specific requirements.

WHA has a dedicated team of experts trained for equipment maintenance and data center management to ensure the best services and solutions 24 hours around the clock, every day of the year.



For more information on WHA Cloud Service, please visit



WHA Group Welcomes Delegation from OSS, Office of the Permanent Secretary for Interior

WHA Group, led by Ms. Siyaphas Chantachairoj (middle row, 6th right), Director - Corporate Marketing, WHA Corporation, recently welcomed delegates from the One Start One Stop Investment Center (OSS), Office of the Permanent Secretary for Interior, for a tour of WHA Eastern Seaboard Industrial Estate 1 (WHA ESIE 1) and Eastern Seaboard Industrial Estate (Rayong) (ESIE). To better provide investment-related information and efficient services for foreign investors, the group came to study WHA's international standard operations and services, and also visit Thailand's Automotive Cluster in the EEC.



CIMB Business Researchers Visit WHA ESIE 1 and ESIE (Rayong)

A group of business researchers from CIMB Thai was recently in Rayong to visit WHA Eastern Seaboard Industrial Estate 1 (WHA ESIE1) and Eastern Seaboard Industrial Estate (Rayong) (ESIE). Ms. Siyaphas Chantachairoj (3rd left), Director - Corporate Marketing, WHA Corporation, welcomed the group and provided information regarding the world class facilities and technologically-advanced infrastructure offered to all customers, in alignment with the visitors' current research on the industrial estates in the Eastern Economic Corridor (EEC).



Four of WHA Industrial Estates Receive Recognition as Eco Industrial Towns



Four of WHA Industrial Estates received Eco Industrial Town Awards in the Eco-Champion category during the recent ECO Innovation Forum 2019 co-organized by the Industrial Estate Authority of Thailand, Department of Industrial Works, The Federation of Thai Industries, and the Water and Environment Institute for Sustainability. WHA Eastern Seaboard Industrial Estate 1 (WHA ESIE 1), WHA Chonburi Industrial Estate 1 (WHA CIE 1), WHA Eastern Industrial Estate (Map Ta Phut) (WHA EIE) and Eastern Seaboard Industrial Estate (Rayong) (ESIE) were recognized for their outstanding commitment in operating a conscious business that drives sustainability, in line with the smart and sustainable industrial town concept.

CUSTOMER NEWS

APEX International Purchases Land at WHA ESIE 2



APEX International, a subsidiary of Taiwan-based Special Rivets Corp (SRC), recently finalized its purchase agreement with WHA Industrial Development PLC, for 28 rai of land at WHA Eastern Seaboard Industrial Estate 2 (WHA ESIE 2) in Chonburi province. A cutting-edge facility will be built on the site to manufacture high-quality blind rivets for its growing number of industrial clients in the region.

Max Flow Procures Land at WHA ESIE 2 as Its New Facility



Max Flow Industry, an affiliated company of HCP Pump Manufacturer Co. Ltd, Taiwan, recently signed a land purchase agreement with WHA Industrial Development PLC. Located at WHA Eastern Seaboard Industrial Estate 2 (WHA ESIE 2), the new facility will optimize the company's production capacity to serve rising demand from its domestic and international customers in the future.

Yamasei Thai Inks WHA ESIE 2 Land Purchase Deal



Yamasei Thai Co., Ltd, manufacturer of pressure feed hoses, tubes of power steering systems, copper brazing parts of power steering systems and engines, and pipes for seat belt retractor systems, recently finalized the purchase agreement for land located at WHA Eastern Seaboard Industrial Estate 2 in Chonburi. The high-performance facility to be built on the site will further strengthen the company's operations at Eastern Seaboard Industrial Estate (Rayong), and increase its production capacity to serve its customers in the region.

Brose (Thailand) Signs Land Purchase Deal with WHA Industrial Development

Brose (Thailand), a well-respected German manufacturer of mechatronic systems for the automotive industry, recently signed a land purchase agreement with WHA Industrial Development PLC for its new plant in WHA Eastern Seaboard Industrial Estate 2 (WHA ESIE 2) in Chonburi province. This second facility in Thailand's Eastern Economic Corridor (EEC), in addition to its plant in the Eastern Seaboard Industrial Estate (Rayong), will help boost the company's production capacity to meet increasing demand from international car makers.



Enrich Industrial (Thai) Inks Land Purchase Contract for New Plant at WHA ESIE 2



Enrich Industrial (Thai), a subsidiary of Vanguard Industrial (Jiaying), global-scale manufacturer of high-end leather sofas, sofa beds and a broad range of seating facilities, recently signed a land purchase agreement with WHA Industrial Development for its new production facility at WHA Eastern Seaboard Industrial Estate 2 (WHA ESIE 2). The future plant in Chonburi province will enable a large-batch production of customized, high-quality seating items in order to better serve the growing demand of its customers worldwide.

Continental Holds Ground Breaking Ceremony for Motorcycle Tyres Plant in WHA ESIE 4

Continental Tyres (Thailand) Co. Ltd, a world-class manufacturer of tyres, recently held the ground breaking ceremony for its motorcycle tyres plant in WHA Eastern Seaboard Industrial Estate 4 (WHA ESIE 4), Rayong province. With use of the latest technology, the new facility will be built adjacent to its passenger car tyres plant that started operations in March 2019. Scheduled for completion in 2021, the new plant will enable Continental to better serve the increasing demand of its customers in the automotive markets.



Off Road Accessories Commences Operations at New Plant



Off Road Accessories, a subsidiary of ARB, Australia's largest manufacturer and distributor of accessories for 4x4 vehicles, recently launched its state-of-the-art manufacturing plant located at WHA Eastern Seaboard Industrial Estate 1 (WHA ESIE 1). Using the most advanced technologies, the new facility is geared up to produce a complete range of high-standard automotive parts and accessories for its growing clientele around the globe.

Hi-tech Moulds Holds Spirit House Blessing Ceremony at New Plant in WHA ESIE 1



Hi-tech Moulds, a pioneer in product design and manufacturing of wide-ranging injection moulds, recently held a spirit house blessing ceremony at its new production plant in WHA Eastern Seaboard Industrial Estate 1 (WHA ESIE 1). Equipped with the most advanced machineries, the new facility will boost the firm's production capacity to meet customer demand for high-quality moulds across various industries.

Merit Making Ceremony for TOTO's 3rd Factory in WHA Saraburi Industrial Land

TOTO (Thailand), a subsidiary of Japan's leading sanitary ware manufacturer, recently held a merit making ceremony for its third factory in the country, located at WHA Saraburi Industrial Land (WHA SIL). Mr. Tanin Subboonrueng (right), Vice President of Industrial Estate Development, Industrial and International, WHA Industrial Development PLC, joined the event to pray for blessings for the company and its staff, and handed over a gift to Mr. Takayasu Shimada (left), President of TOTO (Thailand) Co., Ltd.



Thai JE Technology Kicks Off Operations at New Plant in WHA ESIE 1

Thai JE Technology, manufacturer of high quality network cables, recently held the grand opening ceremony of its new manufacturing plant in WHA Eastern Seaboard Industrial Estate 1. The new facility, strategically located in the EEC, will help the company boost production of its wide-ranging network cabling products for major data communications companies.



Kuraray GC Advanced Materials and Kuraray Advanced Chemicals (Thailand) Hold Foundation Stone Laying Ceremony at WHA EIE (Map Ta Phut)



Kuraray GC Advanced Materials and Kuraray Advanced Chemicals (Thailand), manufacturers of super engineering plastic products, recently laid the foundation stone for their new plant in WHA Eastern Industrial Estate (Map Ta Phut). Ideally located in Thailand's Eastern Economic Corridor (EEC), the new manufacturing facility will optimize the firm's production capacity to meet continuously growing demand from local and international clients in the automotive, electronics and appliance industries.

Draexlmaier Inaugurates New Built-to-Suit Factory in WHA CIE 1



DTS Draexlmaier Automotive Systems (Thailand), one of the world's leading automotive suppliers and a long-standing partner of the BMW Group, recently held a grand opening ceremony for its new cutting-edge facility in the Eastern Economic Corridor (EEC). Located in WHA Chonburi Industrial Estate 1 (WHA CIE 1), the new built-to-suit factory will help the company ramp up its production of high voltage batteries, as the only supplier for BMW worldwide.

FROM THE CLUB

WHA Group Hosts Investors Club Seminar on Management System with Cloud



WHA Investors Club recently held an interactive seminar entitled *Warehouse Management on Cloud and ERP on Cloud* at WHA Saraburi Industrial Land (WHA SIL). With the aim to inform WHA SIL customers on the importance of the enterprise cloud platform, the seminar covered current topics including WHA Cloud Service, SAP on Cloud, and Warehouse Management System. The guest speakers, Mr. Panich Thaiprasansub, WMS System Consultant, Mr. Pantana Na Takuathung, General Manager of the Cloud Business Unit, SiS Distribution, and Mr. Weerawong Jiraphat, Business Development Manager from SiS Distribution, shared their insights with participants.

WHA Group Introduces New Requirement AIAG-VDA FMEA Manual at Investor Club Seminar



WHA Group recently held its Investors Club Seminar to introduce the new requirement AIAG-VDA FMEA manual at Eastern Seaboard Industrial Estate (Rayong). The seminar, attended by various WHA customers, presented the AIAG-VDA FMEA manual which is the new automotive industry reference manual to be used as a guide to assist suppliers in the development of Failure Modes and Effects Analysis (FMEA). Sharing an overview of the new manual was Mr. Chad Kymal, Founder and CTO, Omnex Inc., and Dr. Ravipat Phudpong, Director of Collaboration Development Department, EECi.

WHA Industrial Development and Dassault Systèmes Jointly Launch Transportation and Mobility Solutions Workshop



WHA Industrial Development in collaboration with Dassault Systèmes recently organized its Investor Club Seminar entitled *Dassault Systèmes Electro-Mobility Playground Thailand Edition* at Pattana Golf Club & Resort. The objective was to introduce highlights of the Dassault Systèmes 3DEXPERIENCE platform and to demonstrate how a new electrical vehicle (AI and Automation) can help companies achieve their business goals. The workshop was attended by 55 participants from foreign and local companies located across WHA industrial estates.



SOCIAL CONTRIBUTION



WHA Group Provides Safer, Cleaner Classrooms to Ban Nong Rai School in Rayong



Ms. Siyaphas Chantachairoj (3rd row, center), Director - Corporate Marketing, WHA Corporation PCL and Mr. Sunya Baopoonthong (3rd row, 4th left), Corporate Affairs Manager, WHA Industrial Development PLC, recently attended a delivery ceremony of newly-installed bird netting at Ban Nong Rai School in Rayong province. This project, made possible by funds raised by WHA Group and generous donors from the WHA Investors Club & Golf charity event, aims to create a cleaner and safer classroom environment for students.

WHA Group Organizes 40th Blood Donation Campaign for Rayong Red Cross



WHA Group, in cooperation with the Rayong Provincial Red Cross Chapter, recently held its 40th blood collection activity at WHA Eastern Industrial Estate (Map Ta Phut) (WHA EIE). A total of 86,450 cc. of blood was collected from 195 donors, including WHA employees, customers, local government officers and residents. Through blood donations, participants help to protect the blood supply and save lives of needy community members.

WHA Industrial Development Holds Afforestation Activity to Build a Greener Community



WHA Industrial Development PLC, together with the Industrial Estate Authority of Thailand (IEAT), recently held an afforestation activity in Wat Si Phum Pho, Rayong province, to create more green areas for the community. Led by Mr. Suwat Kitsophon (4th left), Senior Site Superintendent at ESIE (Rayong), and Mr. Kittiwat Treecharoensomboon (3rd right), Director of IEAT Eastern Seaboard (Rayong) office, this event brought together WHA clients, local government officials and community members, with the aim of promoting sustainable landscaping and increasing awareness of environmental protection.

WHA GROUP NURTURES YOUNG MINDS THROUGH ART CAMP ACTIVITIES



For WHA Corporation PCL, (WHA Group) enriching the lives of community members living in Thailand's Eastern Economic Corridor (EEC) is one of its top priorities. The company's engagement to the people continues to grow each year, with programs in education, community care and the environment. WHA aims to make sustainable contributions that can help improve the plight of families and communities, as well as assure a brighter future for the youth.

Since its establishment in 2003, the Group has held many activities to support schools located near its industrial estates and help school-age children develop a love for art. Through a series of Art Camp activities in collaboration with local schools, WHA strives to develop the children's creativity, freedom of expression and communication skills. In 2019, 3 different Art Camps were held for both students and teachers in an effort to touch lives through art.

Art Camp for Teachers: Passing on Valuable Lessons

For the 9th consecutive year, WHA Group held the Art Camp for Teachers to train educators to impart a love for art to their young students. A group of 38 teachers from 16 schools in the EEC joined the 4-day activity centered around 'water', the essential element of human life and of our planet's ecological balance. Using watercolor, crayons, pastels and colored pencils for paintings, sketches and drawings, the teachers learned basic art techniques and were encouraged to give personal interpretations of water based on their feelings, experiences, observations, and imagination.

WHA Group firmly believes that by developing art appreciation for schoolteachers, art awareness and skills can be passed on to the children to help boost confidence and increase the chances of success in the future.



Art Camp at Hometown: Contributing to Empower the Community



WHA Art Camps engage the minds and imagination of both teachers and children.

Creative expression helps us all articulate our feelings and teaches us to think out of the box," said Ms. Siyaphas Chantachairoj, Director of Corporate Marketing, WHA Corporation PCL. "In addition, I truly believe that instilling environmental values at a young age will make the world a better place. Since art can bring powerful results, our interactive camp activities are dynamic experiences that can encourage young generations to get involved in positive ways to protect our world."

Initiated in 2009, Art Camp at Hometown focuses on developing students' interest in the arts to use their creativity in a productive manner. Moderated by the team from InspireSight, an organization dedicated to bringing art, culture and history to different communities, the all-day event also includes character-building games designed to boost self-esteem and teach the youth to live in harmony within the community.

This year's edition was held from July through September in 20 different schools surrounding WHA Industrial Estates. Under the theme *Water Conservation in my Community*, more than 600 students from Prathom 4-6 unleash their inner artistry through brushes and paints while reflecting on their role in protecting the environment.



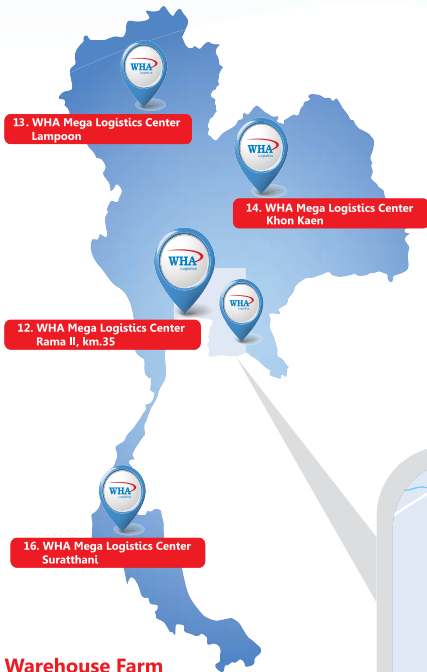
Art Camp Trip

The annual "Art Camp Trip" is organized to give Matthayom 1-3 students the opportunity to explore nearby historical and cultural sites, and to integrate this with art concepts. This year's 3-day outing for creative kids from 9 schools in Rayong and Chonburi started with introductory lessons on art composition, watercolor and still life. To combine theory and practice, they toured the wastewater treatment lagoon in WHA Chonburi Industrial Estate 2 (WHA CIE 2) and discussed the concept of protecting natural resources to promote sustainability in their community. They listened to interesting presentations on water and sustainability by WHA staff, and expanded their knowledge on water preservation, while discussing ways to get involved in their community. The children then packed their materials to explore Wat Khao Tabaek and Nong Kho reservoir, where they were encouraged to express themselves through art.



Today, WHA continues to support, organize and initiate education-based projects that could make an impact on the lives of children. The Group is committed to initiating development projects and activities to promote sustainability and create better lives for everyone in the community.

WHA's strategic locations for your investment



Warehouse Farm

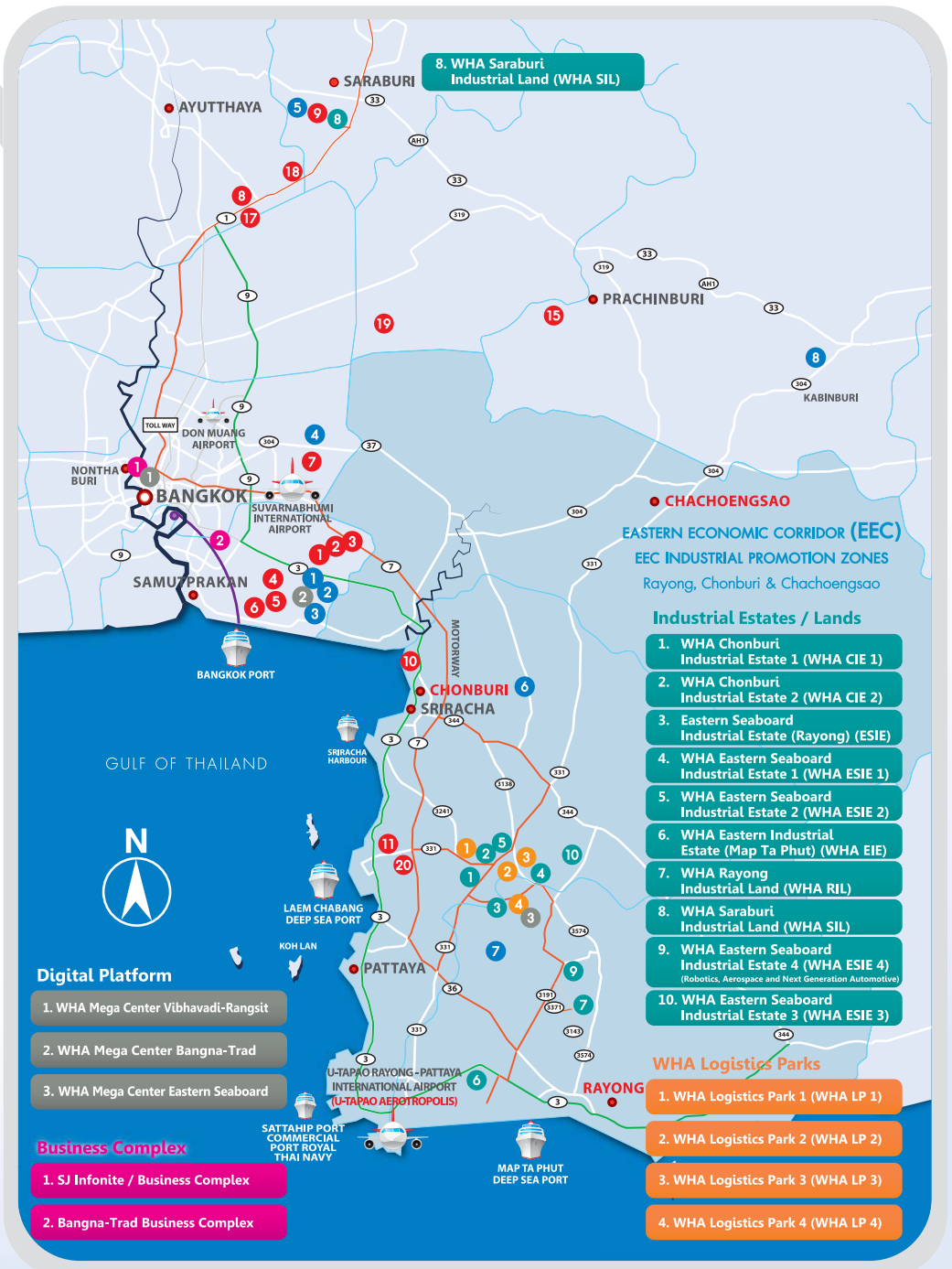
1. WHA Mega Logistics Center Bangna-Trad km.18
2. WHA Mega Logistics Center Bangna-Trad km.19
3. WHA Mega Logistics Center Bangna-Trad km.23 (2 Phases)
4. WHA Mega Logistics Center Chonlaharnpichit km.3 (2 Phases)
5. WHA Mega Logistics Center Chonlaharnpichit km.4
6. WHA Mega Logistics Center Chonlaharnpichit km.5
7. WHA Mega Logistics Center Ladkrabang
8. WHA Mega Logistics Center Wangnoi 61
9. WHA Mega Logistics Center Saraburi
10. WHA Mega Logistics Center Panthong, Chonburi (2 Phases)
11. WHA Mega Logistics Center Laemchabang
12. WHA Mega Logistics Center Rama II, km.35
13. WHA Mega Logistics Center Lampoon
14. WHA Mega Logistics Center Khon Kaen
15. WHA Mega Logistics Center Kabinburi
16. WHA Mega Logistics Center Suratthani
17. WHA Mega Logistics Centers Wangnoi 61 Phase 2
18. WHA CENTRAL Mega Logistics Center Wangnoi 63
19. WHA Mega Logistics Center Lum Luk Ka
20. WHA Mega Logistics Center Laemchabang 2

Built-to-Suit Factories and Warehouses

1. Consumer Goods Distribution Center
2. Healthcare Air-Con Distribution Center
3. Hazardous Goods Distribution Center
4. Ladkrabang Logistics Center (2 Phases)
5. Diaper Manufacturing
6. Consumer Goods Distribution Center
7. Aerospace Manufacturing
- Motorbike Manufacturing
- Automation & Robotics
- Aerospace Factory
8. WHA Ready Built Factory Park 1 @Hi-tech Kabin

50+ Locations in Thailand

- 10+ Industrial Estates
- Eastern Economic Corridor (EEC)
- Built-to-Suit Factories & Warehouses
- Ready Built Factories & Warehouses



2020 Training Program

WHA Training Center, Eastern Seaboard Industrial Estate (Rayong)
January-December 2020

No.	Course	Date	Time	"Course/ person (Baht)"	Jan'20	Feb'20	Mar'20	Apr'20	May'20	Jun'20	Jul'20	Aug'20	Sep'20	Oct'20	Nov'20	Dec'20
1	Operation Technique of Forklift Truck	1	9:00-16:00	1,800	Fri,24	Fri,21	Fri,20	Fri,24	Fri,22	Fri,19	Fri,24	Fri,21	Fri,25	Fri,16	Fri,20	Fri,18
2	Health, Safety and Working Environment Committee	2	9:00-16:00	2,200	Tue- Wed 21-22		Tue- Wed 17-18		Wed- Thu 19-20		Tue- Wed 14-15		Tue- Wed 22-23		Tue- Wed 17-18	
3	Safety Officer : Supervisor Level	2	9:00-16:00	2,200		Tue- Wed 18-19		Tue- Wed 21-22		Tue- Wed 16-17		Tue- Wed 18- 19		Tue- Wed 20-21		Tue- Wed 15-16
4	Safety Officer : Management Level	2	9:00-16:00	2,500					Tue- Wed 12-13						Tue- Wed 10-11	
5	Welfare Committee in the Workplace	1	9:00-16:00	2,200		Fri,7						Fri,7				
6	Accident Investigation Report Technique	1	9:00-16:00	2,200					Fri,15					Fri,9		
7	First Aid & CPR Course	1	9:00-16:00	1,600			Tue,10			Tue,9			Tue,15			Tue,1
8	Writing training course techniques to request a course certification and expense approval according to skill development promotion ACT B.E.2545	1/2	13:00- 16:00	1,200	Sat,25						Sat,18					
9	Staff Activity Techniques for HR	1	9:00-16:00	2,200			Thu,12						Wed,16			
10	Google form for smart HR	1	9:00-16:00	2,200		Sat,15			Sat,16			Sat,22				
11	Creating VDO on mobile phone	1	9:00-16:00	2,200			Sat,14			Sat,13			Sat,19			
12	Defensive Driving	1	9:00-16:00	2,200				Wed,1					Tue,1			
13	Service mind for maid	1	9:00-16:00	2,200		Tue,4					Wed,1					
14	Leadership Development	1	9:00-16:00	2,200	Tue,28						Fri,17					
15	7 Supervisor skill	1	9:00-16:00	2,200				Fri,3						Tue,6		
16	Excellent Supervisor	1	9:00-16:00	2,200						Tue,23						Wed,2
17	Excellent Arts of Supervisory skill	1	9:00-16:00	2,200			Fri,13						Fri,11			
18	E.Q. for Great Supervisor	1	9:00-16:00	2,200		Fri,14						Tue,25				
19	Positive thinking for Supervisor	1	9:00-16:00	2,200					Fri,8						Fri,6	
20	Communication skill for leader	1	9:00-16:30	2,200		Tue,25						Thu,6				
21	Leadership for Leader	1	9:00-16:30	2,200			Fri,6							Tue,27		
22	Train the trainer	1	9:00-16:30	2,200						Fri,12					Fri,13	
23	Microsoft Excel 2016 : Basic level	1	9:00-16:00	2,200	Thu,23						Thu,16					
24	Microsoft Excel 2016 : Intermediate level	1	9:00-16:00	2,200		Thu,20						Thu,20				
25	Microsoft Excel2016 : Advanced level	1	9:00-16:00	2,200			Thu,19						Thu,17			
26	Microsoft PowerPoint 2016 : Intermediate-Advance	1	9:00-16:00	2,200				Tue,28						Thu,15		
27	Microsoft Word 2016 : Intermediate-Advance	1	9:00-16:30	2,200					Thu,21						Thu,19	

- For more information, please contact Khun Wanna at WHA Training Center Tel 0 3301 7224-6 Fax 0 3301 7223 E-mail : wannaw@wha-group.com
- Discount 10% for WHA's Customer.
- Prices include hand out, coffee break and/or lunch but excluded of VAT.
- This is withholding tax of 3% deductible.
- Please reserve the course 2 weeks in advance.
- Date and time is subjected to change, please call to confirm.

Other Training Programs

WHA Training Center, Eastern Seaboard Industrial Estate (Rayong)
January-December 2020

No.	Course	Date	Time	Jan'20	Feb'20	Mar'20	Apr'20	May'20	Jun'20	Jul'20	Aug'20	Sep'20	Oct'20	Nov'20	Dec'20
1	TOEIC Test at ESIE	1	9:00-12:00 13:00-16:30		Thu,27		Thu,30				Thu,27		Thu,1		Thu,3

For more information or reservation of TOEIC Test, please contact CPA Tel. 0 2260 7061, 0 2259 3990



WHA
Industrial Estate



WHA

Eastern Seaboard Industrial Estate



**Eastern Economic Corridor (EEC) Special Promotion Zone for
Robotics, Aviation, Logistics and Next Generation Automotive**

- Strategic Location for Automotive, High Technology, Aerospace, Consumer Products, and Other Industry
- Near Laem Chabang Deep Sea Port
- 10 KM. to Eastern Seaboard Industrial Estate (Rayong) and WHA Eastern Seaboard Industrial Estate 1
- 8 KM. to Highway 344



WHA Industrial Development PLC
T. 662 719 9555 www.wha-industrialestate.com
Email: marketing@wha-group.com