



# HEMARAJ

## Newsletter

The World Class Developer  
in Thailand

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## Hemaraj Expands Ready Built Factory Business @ Prachinburi



Highlights

Hemaraj recently signed a contract with Hi-Tech Kabin Logistics Corp., Ltd. to purchase land of 55 rai initially in Hi-Tech Kabin Industrial Park. *(continue on page 2)*

In the picture: Mr. Sawasdi Horrungruang (center left), Chairman of Advisors to the Board of Directors of Hemaraj Land And Development Plc., exchanges the contract with Mr. Thavich Taychanavakul (far right), President of Hi Tech Kabin Logistics Corp., Ltd., while Mr. David Nardone (far left), President & CEO of Hemaraj, and Gen. Sampao Choosri (center right), Former Supreme Commander of Supreme Command Headquarters, look on.

## SET Congratulates Hemaraj in Joining SET50



Mr. Chanitr Charnchainarong, Executive Vice President, Issuer & Listing Division of the Stock Exchange of Thailand (SET) & President of the Market for Alternative Investment, recently paid a courtesy visit to Hemaraj to congratulate the company's management on the occasion

that "HEMRAJ" stock has been added to the SET50 index. Following the results of the semiannual index review announced by the SET, the new index will be implemented in the second half of 2012.

In the picture: The Hemaraj executives welcoming Mr. Chanitr Charnchainarong (3rd from left) are Ms. Pattama Horrungruang, Senior Vice President; Mr. Thongchai Srisomburananonta, Chairman of the Executive Committee; Mr. Sawasdi Horrungruang, Chairman of Advisors to the Board of Directors; Mr. David Nardone, President & CEO; Mr. Thavorn Anankusri, Chairman of the Executive Committee; and Mr. Chavalit Sethameteekul, Chairman of the Board of Directors.

## Gulf Energy Development Buys Land for SPP Plants in Hemaraj's Industrial Estates



Gulf Energy Development Co., Ltd., a major power developer in Thailand, recently signed a contract to purchase 113 rai of land in Hemaraj's industrial estates. This involves two plots totaling 63 rai in ESIE and another two plots totaling 50 rai in Hemaraj ESIE. Gulf Energy Development has been selected under the SPP Program to enter into a Power Purchase Agreement with the Electricity Generating Authority of Thailand to sell 90 MW each. Under the agreement, Gulf Energy Development will develop and construct a 120 MW gas-fired cogeneration power plant in each land plot.

In the picture: Mrs. Porntipa Chinvetkitvanit (4th from right), Director of Gulf Energy Development, and Mr. David Nardone (6th from left), President & CEO of Hemaraj, exchange the land purchase contract, while Mr. Rattaphol Cheunsomchit (3rd from right), Director of Gulf Energy Development, Ms. Pattama Horrungruang (5th from left), Hemaraj's Senior Vice President and Chief Financial Officer, Mr. Vivat Jiratikarnsakul (4th from left), Hemaraj's Executive Vice President, and executives from both companies look on.

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  - Hemaraj Eastern Seaboard Industrial Estate
  - Hemaraj Rayong Industrial Land
  - Hemaraj Saraburi Industrial Land
  - Ready Built Factories
  - Hemaraj Logistics Parks 1, 2, 3 & 4
  - The Park Chidlom, High-end residential condominium

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# Highlights

## Hemaraj Expands Ready Built Factory Business @ Prachinburi

*(continue from page 1)*

Hemaraj recently signed a contract with Hi-Tech Kabin Logistics Corp., Ltd. to purchase land of 55 rai initially in Hi-Tech Kabin Industrial Park. The new expansion

project is Hemaraj Ready-Built Factory Park 1 @ Hi-Tech Kabin. The project is the first step to expand factory rental business to serve customers in new location or outside Hemaraj's existing industrial estates.

David Nardone, President & CEO of Hemaraj, disclosed: "Due to the increasing demand for ready-built factories, Hemaraj has plans to expand our Ready Built Factory (RBF) business to serve a wider range of customers in larger industrial areas outside of our existing 6 industrial estates in Chonburi, Rayong and Saraburi provinces. Today's land purchase of 55 rai is the initial business expansion plan in Prachinburi province.

We plan to build 42,000 square meters of RBF over a period of 18 to 24 months to serve our expanding customers demand. Hi-Tech Kabin Industrial Park was chosen for location of our first RBF expansion project due to its strategic location. Situated on Km. 78 on highway 304, Ladtakhien sub-district, Kabin Buri district, Prachinburi province, Hi-Tech Kabin IP is centrally located between Bangkok and the Northeastern Region of Thailand and can be easily accessed by ground, sea and air transportation. In addition, there has been increasing demand from investors in Kabin Buri for BOI promoted industrial zone 3."

# Customer Showcase

## Acushnet Titleist (Thailand) Ltd.

Combining High-Tech and Good People to Remain No. 1



Acushnet Titleist (Thailand) Ltd. is where cutting-edge technology and hard-working people come together with magnificent results. The factory has more than 200 employees and all of them take pride in doing quality work. In fact,

since production started in April 2010, over 6 million dozen balls have been shipped with zero customer returns.

"We all focus on the quality of our products," said Mr. Matt Horris, the plant's Managing Director.

Located in Hemaraj Eastern Seaboard Industrial Estate, the facility is the fourth Titleist golf ball factory worldwide for the Acushnet Company, which has headquarters in the U.S. state of Massachusetts, 4,000 employees and US\$1.4 billion in annual sales. Known in corporate parlance as "Ball Plant 4," the Thai factory uses process-control technologies and manufacturing equipment that are exact duplicates of the highly sophisticated systems at the other Titleist production facilities. "This gives us consistent product presentation throughout the world," Mr. Horris said.

To ensure a consistently superior product, each golf ball manufactured undergoes 235 quality steps along the whole process. It is quality, product performance and R&D innovation that put the company in front of competitors. By far Titleist is the No. 1 ball in golf. Of 23,000 worldwide professional golfers, an overwhelming 70% use Titleist balls.

The ball plant is one of two Acushnet manufacturing facilities in Thailand. Acushnet FootJoy Thailand Ltd., which makes all of the global enterprise's golf gloves, has been operating in the country since 1990.

Production at Acushnet Titleist (Thailand) focuses on the Pro V1 (single core) and

Pro V1x (dual core) models, two of the six different golf balls of various constructions that Titleist offers. The Thai facility accounts for 50% of total output of ProV balls.

*The 2015 launch of the ASEAN Economic Community (AEC), which eliminates trade barriers between 10 countries in the region, was also a justification for investing in Thailand. "We stand to gain from the AEC. This is absolutely a good place to be."*

With an initial investment of US\$31 million, the 137,000 sq.ft. plant will reach output of 270,000 balls a day by October 2012. And growth continues. Under a Phase 2 project, a rubber mill will be constructed as an equal-sized expansion to the current factory building. This will enable Acushnet Titleist (Thailand) to make the cores of the balls itself instead of having them shipped in from overseas. Production at the mill, which will create 80 more jobs, is targeted for Q2 2013.

The company sees numerous advantages to locating at the Hemaraj ESIE Free Zone. Mr. Horris explained that the industrial estate's proximity to the Leam Chabang deep-sea port is especially



important because the plant's raw materials are imported from the United States. Moreover, Hemaraj provides an excellent infrastructure with reliable water and power supplies. He also said he appreciates the administrative skills training available at the ESIE Plaza.

Thailand was selected as the site for Ball Plant 4 because of the country's affordable skilled labor, strong government support of business, and strategic export location in Asia. "The Asia-Pacific is the world's fastest-growing golf market. About 65% of this plant's output goes to the Asia-Pacific," Mr. Horris noted.

The 2015 launch of the ASEAN Economic Community(AEC), which eliminates trade barriers between 10 countries in the region, was also a justification for investing in Thailand. "We stand to gain from the AEC. This is absolutely a good place to be," he said.

Social care is a very important part of life at Acushnet Titleist (Thailand). The company regularly helps communities in the country, donating supplies and providing financial assistance for various local projects. The plant's relief for victims of Thailand's massive 2011 flood covered areas from Ayutthaya to Chonburi to Rayong. "Distributing goodness," is how Mr. Wittawat Ritteerangsan, Senior Manager of Human Resources at the plant, described it.

He added: "Often our workers themselves come up with the ideas for helping the needy. We want workers who are not only good employees but also good people in society."

Despite being essentially a chemical operation, with urethane and rubber as main materials, Ball Plant 4 is a very clean house. Besides the strict production controls on relative humidity and temperature, waste is recycled and employees adhere to a program on water and energy conservation. There is also extensive training on workplace safety.

"From their first day, our workers learn to protect the environment and be safe," said Mr. Pongpituk Ruksaken, Safety and Environmental Manager at the plant. "If the company has a good worker, the company will improve. If the worker has a good company, the worker will benefit."

#### Contact Information

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## Piper Plastics (Thailand) Co., Ltd.

### Precision Machining & Assembly of Plastic Components



Piper Plastics (Thailand) Co., Ltd. conducts high-tolerance machining and assembly of plastic components, with a strong emphasis on quality and customer satisfaction. The company caters to the medical devices, semiconductors, aerospace, food and energy industries. Supplying top brands such as Applied Materials, Medtronic, Roche Medical, Flextronics, Benchmark and Lockheed Martin, its products go into everything from computers to jet engines to off-shore oil drilling rigs.

Production began in May 2012 at the company's 2,000 sq.m. Ready Built Factory in Eastern Seaboard Industrial Estate (Rayong). Work at the plant stresses precision machining and cost-efficiency through very minimal waste.

"We process what we call 'net near shapes,'" said Kevin Watkins, General Manager of Piper Plastics (Thailand). "Typical machining from available plastic shapes may waste about 80% from a square of material --we have reduced that to just 15%. This saves the customer a lot of money."

Exports currently account for all of output. While plastic products make up 90% of production at the factory, some metal components are also manufactured, using mainly aluminum.

A full-service plastics machining, fabrication and distribution company, the U.S. parent Piper Plastics, Inc. was established in 1980. Its main operations are located in Libertyville, Illinois and Chandler, Arizona. Besides the new plant

in Thailand, the company also has a facility in China.

Piper Plastics' competitive edge is that they use only the best materials and they meet and even exceed customers' expectations by using state-of-the-art equipment in the designing and manufacture of high-quality products. "We pride ourselves in our quality control. You know that you will be getting a good product up to your tight specs," Mr. Watkins said.

*"We pride ourselves in our quality control. You know that you will be getting a good product up to your tight specs."*

To stay at the forefront of the industry, Piper Plastics invests heavily in R&D of processes and plastic materials that continue to achieve higher temperatures, better strength and longer-lasting wear.

Seeking to expand in Asia, Piper Plastics investigated several low-cost countries and concluded that Thailand offered the best capability. The country's strategic export location at the heart of Southeast Asia and the tax benefits offered by the Thai government were seen as major advantages. "It's also United States-friendly here," Mr. Watkins noted.

The capability and demeanor of Thai workers is another plus. "Thais are fantastic," he said. "We have really great workers, all the way from our office manager to our machinists. They are very well qualified, very well educated."

Excellent support is one reason that Hemaraj's facilities were selected. "Hemaraj helps you get a business started and running effectively. If you are looking to hire somebody, they post openings at different places for you." Mr. Watkins said.

Steady growth is anticipated at Piper Plastics (Thailand). The factory plans to bring on more machines and employees in 4Q this year, possibly ramping up a second shift. Although production will remain export-oriented at the plant, sales within Thailand have already started as well.

#### Contact Information

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## Mizuki (Thailand) Co., Ltd.

Maker of Transportation Machines,  
Equipment Creating New Value  
with Passion and Devotion



Mizuki (Thailand) Co., Ltd. was established by Mizushima Kiko Co., Ltd., which is headquartered in Kurashiki city in Okayama, Japan, as a manufacturer of automobile parts related to engines, transmissions and suspensions.

Mizuki (Thailand) started operation in April 2012 in Hemaraj Eastern Seaboard Industrial Estate. The company is the first production base overseas for the Mizushima Kiko group, which set up in Thailand in order to strengthen its global production network.

Mr. Masaaki Takizawa, Former President & CEO of Mizuki (Thailand), said: "We are really lucky to decide to expand our business to Thailand. The help and assistance from various people enabled us to build this factory, which is now ready for production. Although our business is still in the first step, we would like to learn more and absorb Thai culture while walking steadily step by step and making our company essential for all the people."

He added: "We are also continuing to promote the automation of the production line and establish a consistent system that includes all aspects of production, from unique processing of materials

to grinding and assembly as well as preparation of internal production of the jig and other equipment of the parent company."

"Furthermore, we continue to make compatible the production line in Thailand with Japan," Mr. Takizawa said, explaining his ambitions for his brand new factory, where the opening ceremony has just been held.

*"We will of course continuously try to improve the level of quality, make the cost lower, and shorten the delivery period, which is a duty of all manufacturers."*

Mr. Takizawa stated that one of the characteristics of their business deployment in Thailand is swift decision making. "We decided to establish a company in Thailand around October of 2010, but as for the selection of land for building the factory, we made the decision in short time. The reason why we instantly chose there is the logistic service, the proximity to the Laem Chabang port and the robust ground. Also, we valued the extensive and reliable communication lines and ability to build a high-quality line with Japan and kindly get Hemaraj's support. We are grateful that we are lucky to choose the Eastern Seaboard Industrial Estate (Rayong) as a global production base," he added.

Mr. Takizawa continued: "As for the business field, our company may respond to requests from clients swiftly and make them satisfied. Besides, we would like to make a flexible system

which is able to support all by transferring necessary authority to local staff."

In addition, he said: "We will of course continuously try to improve the level of quality, make the cost lower, and shorten the delivery period, which is a duty of all manufacturers. Other than that, we want to make our company unique, with some particular taste, even if it is a minute matter, such as the design of our buildings or company culture, so that we can be fond of our company."

Mr. Takizawa expressed that he wants his company to continuing questioning new things and making changes. "I would like to create 'new values' and 'sensation,' which are included in our management principles."

He also puts value on "innovation," "imagination" and "integrity," which has become the base of everything he does. He further explained his visions for his company: "I want to make the company be ever changing and challenging so the people would expect it to accomplish new things. And I want our corporate culture to make changes daily, so that we have a high intention and continue to grow steadily."

The company also considers that they should think a great deal about basic matters such as energy conservation in an effort to protect the environment. In addition, by providing the employees with proper education, they plan to expand those efforts to social contribution.

Listening to Mr. Takizawa talk passionately about his vision on business, one would feel that Mizuki (Thailand), which just started operation this year, is full of enthusiasm to create value.

### Contact information

Mr. Masaaki Takizawa  
Former President & CEO

## Hemaraj News

### Hemaraj and Gulf JP Enter into Joint Venture to Develop SPP Power Project

Hemaraj Energy Company Limited (Hemaraj Energy), a subsidiary of Hemaraj, has signed an agreement with Gulf JP Co., Ltd. to jointly invest in Gulf JP NLL Co., Ltd. (GNLL). With a total investment of 5.5 billion baht, GNLL will develop a 126 megawatt SPP Project to supply power to the Electricity

Generating Authority of Thailand and industrial estate customers. Under the joint-venture agreement, Hemaraj Energy will hold a 25.01 percent share in GNLL.

In the picture: Mr Sarath Ratanavadi (4th from right), President of Gulf JP, and Mr. David Nardone (6th from left), President & CEO of Hemaraj, are seen exchanging the joint-venture agreement, while Mr. Yoshiki Onoi (3rd from right), Director of Gulf JP, Ms. Pattama Horrunguang (5th from left), Hemaraj's Senior Vice President & Chief Financial Officer,

Mr. Vivat Jiratikarnsakul (4th from left), Hemaraj's Executive Vice President, and other executives from both companies look on.





# Hemaraj News

## Hemaraj Congratulates Sino Thai for 50th Anniversary



Mr. Sawasdi Horrungruang (right), Chairman of Advisors to the Board of Directors of Hemaraj, congratulates Mr. Chavarat Charnvirakul (center), Founder of Sino-Thai Engineering and Construction Plc., at the 50th Anniversary Grand Celebration of Sino-Thai's construction business. The celebration was held in the Centara Grand at Central World Hotel, Bangkok.

## Hemaraj Congratulates New IEAT Governor



On behalf of Hemaraj, Mr. Sunthorn Kongsunthornkitkul (2nd from right), Vice President, and Mr. Tanin Subboonrueng (far right), Director, Industrial Estate Development, paid a courtesy visit to congratulate Dr. Veeraphong Chaiperm (center) for his appointment as new Governor of the Industrial Estate Authority of Thailand (IEAT).

## Hemaraj Welcomes Study Group from Silpakorn University Phetchaburi IT Campus



Ms. Siyaphas Chantachairoj (front row, center), Director, Corporate Marketing and Residential Customer Development of Hemaraj, recently welcomed a study group from Silpakorn University Phetchaburi IT Campus on its visit to ESIE. During the trip, the 25-person group observed the operations of ESIE as well as some manufacturing plants located in the industrial estate.

## Hemaraj Welcomes Study Group from University of Washington



Ms. Siyaphas Chantachairoj (front row, 2nd from left), Director, Corporate Marketing and Residential Customer Development of Hemaraj, recently welcomed the MBA Global Study Group from the University of Washington, USA, on its visit to ESIE. During the tour of the industrial estate, the group also visited AutoAlliance (Thailand) and other leading automobile manufacturing plants located in ESIE.

## Hemaraj Sponsors Eastern Seaboard Social Networking for Chambers of Commerce



Hemaraj recently sponsored an Eastern Seaboard Social Networking Evening, jointly organized in Pattaya by the American Chamber of Commerce in Thailand, British Chamber of Commerce Thailand and Australian-Thai Chambers of Commerce. During the event, guest speaker Mr. Anthony Nafte, Senior Economist from CLSA, gave a special talk on "Regional Economy" to over

80 businessmen and entrepreneurs in attendance.

In the picture: Mr. David Nardone (center), President & CEO of Hemaraj and Vice President of AMCHAM, presents a token of appreciation to Mr. Nafte (2nd from right), while Ms. Judy Benn (first from left), Executive Director of AMCHAM, and other guests look on.

## Hemaraj Welcomes Study Group from Virginia Polytechnic Institute and State University



Mr. David Nardone (front row, 4th from right), President & CEO of Hemaraj, and Ms. Siyaphas Chantachairoj (front row, 2nd from right), Director, Corporate Marketing & Residential Customer Development of Hemaraj, recently welcomed a group of 19 administrators and MBA executive students from Virginia Polytechnic Institute and State University, USA. The group was on a study visit to the Hemaraj offices at UM Tower, Bangkok, during which they received a briefing on Hemaraj's business operations.

## Hemaraj Welcomes Korean Investors



Mr. Pichit Dejneranat (standing, 5th from left), Director of the Thailand Board of Investment (BOI), Seoul Office, recently led a group of 20 investors from South Korea to visit ESIE. On the same occasion, the group also visited Halla Climate Control (Thailand) Co., Ltd. located in ESIE. Seen welcoming the group is Mr. Sun Jin Kim (standing, 3rd from left), Managing Director of Halla Climate Control (Thailand).

## Hemaraj Welcomes Vietnam Delegates



Mr. Vivat Jiratikarnsakul (front row, 6th from left), Executive Vice President of Hemaraj, and Mr. Tomoyuki Onogi (front row, 5th from left), Managing Director of TT Techno Park Co., Ltd, recently welcomed delegates from Vinh Phuc, a northern province of Vietnam. Led by Mr. Nguyen Xuan Son (front row, 4th from left), Standing Member and Chief of the Administrative Office of the Vinh Phuc People's Committee, the group was on a study trip of the automotive and electronics manufacturing industries as well as industrial estate management in Thailand. On this occasion, the delegation also visited TT Techno Park in ESIE.

## Hemaraj Welcomes Media Delegation from North America



Ms. Supisara Chomparn (2nd from left, front row), Director of the Thailand Board of Investment (BOI), New York Office, recently led a media group from the United States and Canada to observe automotive industrial investment in Thailand. On this occasion, the group visited the ESIE and the manufacturing facilities of leading automobile companies located in Hemaraj's industrial estates, including General Motors (Thailand) Ltd., Ford Motor Company (Thailand) Limited and Dana Spicer (Thailand) Ltd.

In the picture: Ms. Siyaphas Chantachairoj (center, front row), Hemaraj's Director,

Corporate Marketing and Residential Customer Development, welcomes the group.

## Hemaraj's Annual School Contribution 2012



Hemaraj recently organized its School Contribution Program 2012. For more than 16 years, Hemaraj has annually coordinated with industrial estate customers to contribute school supplies for students in Rayong and Chonburi provinces. A part of Hemaraj's CSR activities, the program now reaches 14,000 students from 51 schools in the Eastern Seaboard area.

In the picture: Mr. Sunthorn Kongsunthornkitkul (5th from left, back row), Vice President of Hemaraj, and Ms. Siyaphas Chantachairoj (3rd from left, back row), Director, Corporate Marketing and Residential Customer Development of Hemaraj, together with Hemaraj's customers and staff pose with students of Wat Map Cha Lood School, Rayong Province.

## Hemaraj Supports Traffic Light Installation



Hemaraj has donated 1,918,900 baht to Rayong Highway District to support installation of traffic lights at the Hemaraj ESIE intersection on Highway No. 3138, aiming to reduce traffic congestion and help ensure public safety. Mr. Suwad Kidsophon (2nd from right), Senior Site Superintendent, Industrial Estate Operations of Hemaraj, is seen presenting the donation to Mr. Wallop Pratchayasanti (center), Director of Rayong Highway District.

## Hemaraj Welcomes Study Group from University of Virginia



Mr. David Nardone (center, 2nd row), President & CEO, and Ms. Siyaphas Chantachairoj (front row, 7th from left), Director, Corporate Marketing and Residential Customer Development of Hemaraj, recently welcomed a group of 26 students and professors from the McIntire School of Commerce, University of Virginia, USA. The group was on a visit to study and observe Hemaraj's industrial estate development business. While making a tour of ESIE, Hemaraj ESIE, Ready Built Factories and Hemaraj Logistics Parks, the group also visited Futuris Automotive (Thailand) located in Hemaraj ESIE.

## Hemaraj Welcomes Group from Australian Auto Week



Ms. Siyaphas Chantachairoj (front row, 4th from right), Director, Corporate Marketing and Residential Customer Development of Hemaraj, recently welcomed a group of 25 visitors from Australian Auto Week Exhibition hosted by the Australian Trade Commission. Aimed at exploring potential partnerships and further investment opportunities in Thailand, the group received a briefing on Hemaraj's industrial estate development. It also had a tour of automotive factories located in Hemaraj's industrial estates, including General Motors (Thailand), Ford Motor Company (Thailand), ANCA Manufacturing (Thailand), Tinfish (Thailand), Off Road Accessories and Futuris Automotive (Thailand).



# Hemaraj News

## Hemaraj Welcomes Group from BOI Investment Services Center



Ms. Siyaphas Chantachairoj (standing front row, 4th from right), Director, Corporate Marketing and Residential Customer Development of Hemaraj, recently welcomed the BOI Investment Services Center. Led by Mrs. Varaporn Choeysa-ard (standing front row, 8th from right), Executive Director, Investment Services Center of the Board of Investment, the group was on a visit to update information and observe the operations of ESIE and Hemaraj ESIE.

## Shareholders Visit Hemaraj's Industrial Estates in Eastern Seaboard



A group of 55 shareholders of Hemaraj recently made a trip to visit Hemaraj's industrial estates in the Eastern Seaboard. After a presentation on Hemaraj's industrial estate development operations, the group was taken on a tour of the estates. On the same occasion, they also visited Thai Summit Eastern Seaboard Auto Parts Industry Co., Ltd. and the Gheco-One power plant.

## Hemaraj Welcomes Delegates from Tomorrow Hiroshima Club



Mr. Kenichi Yuasa (far right) Advisor, Japanese Customer Development of Hemaraj, recently welcomed delegates from the Tomorrow Hiroshima Club of Hiroshima Bank, Japan. The group was on a study visit to ESIE to observe and collect information on industrial investment in Thailand for investors in Japan.

# What's New with Our Customers

## Ling Long Tyres Purchases 306 Rai in Hemaraj ESIE



Ling Long Tyres (Thailand) Co., Ltd., one of the world's top 20 tyre manufacturers from China, recently signed a contract with Hemaraj to purchase land of 306.32 rai (122.53 acres or 49 hectares) in Hemaraj ESIE in Rayong province for its new manufacturing facility in Thailand. Ling Long Tyres has been granted privileges from Thailand's Board of Investment for the first phase project for production of radial tyres with an investment of 3,500 million baht.

Construction of the plant will be completed by January 2014 and production will start from June 2014 at a capacity of 2 million pieces per year.

In the picture: Mr. David Nardone (5th from left), President & CEO of Hemaraj, exchanges the contract with Mr. Wang Feng (4th from right), Chairman of the Board of Directors of Shangdong Ling Long Tyres Co., Ltd., while Mr. Liu Zhancun (3rd from right), Vice President of Ling Long Group Co., Ltd., Mr. Liu Chengwen (2nd from right), Executive Director of Ling Long Tyres (Thailand) Co., Ltd., Mr. Sawasdi Horrungruang (5th from right), Chairman of Advisors to the Board of Directors of Hemaraj, Mr. Chavalit Sethameteekul (3rd from left), Chairman of the Board of Directors, Mr. Thongchai Srisomburananonta (4th from left), Chairman of the Executive Committee, and Mr. Vivat Jiratikarnsakul (2nd from left), Executive Vice President of Hemaraj, look on.

# What's New with Our Customers

## Takahata Purchases Land in Hemaraj ESIE



Takahata Precision (Thailand) Ltd. signed a contract with Hemaraj to purchase 30 rai of land for its new factory in Hemaraj ESIE. Expected to start operation in October 2012, the plant will produce plastic injection molding for automotive precision parts, office automation, household electrical parts and medical parts.

In the picture: Mr. Vivat Jiratikarnsakul (2nd from left), Executive Vice President of Hemaraj, exchanges the contract with Mr. Kazuhiro Mochizuki (3rd from right), President of Takahata Precision (Thailand), while Mr. Watthana Trakarnpasakula (2nd from right), Vice President of Takahata Precision (Thailand), and executives of Hemaraj look on.

## Mitsubishi Gas Chemical Buys ESIE Land for First Thai Manufacturing Base



MGC Electrotechno (Thailand) Co., Ltd., a subsidiary of Mitsubishi Gas Chemical Company, Inc. – Japan's leading manufacturer of electronic materials, copper-clad laminates and prepreps – has signed a contract to purchase 77 rai of land in Hemaraj ESIE. The land will be used for MGC's first manufacturing base in Thailand, in line with the company's business continuity plans

for market expansion from East to Southeast Asia in the future. With construction scheduled to be completed in April 2013, the new plant will start commercial operation toward the end of 2013 at a capacity of 250,000 m<sup>2</sup> copper-clad laminates per month.

In the picture: Mr. Vivat Jiratikarnsakul (4th from left), Executive Vice President of Hemaraj, exchanges the contract with Mr. Mazakazu Motegi (3rd from right), Senior Manager, Electronics Materials Division of Mitsubishi Gas Chemical, while Mr. Masahito Watanabe (4th from right), President of MGC Electrotechno (Thailand), and other executives look on.

## Summit Corporation Purchases Land in Hemaraj ESIE



Summit Corporation Co., Ltd. – a leading automotive parts manufacturer in Thailand – has signed a contract to purchase 193 rai of land in Hemaraj ESIE for expansion of the company's manufacturing facilities.

In the picture: Mrs. Hatairatn Jurangkool (3rd from right), Executive Vice President of Summit, Mr. David Nardone (2nd from left), President & CEO of Hemaraj, Mr. Vivat Jiratikarnsakul (far right), Executive Vice President of Hemaraj, and executives of both companies.

## Tadano (Thailand) Purchases Land in Hemaraj ESIE

Tadano (Thailand) Co., Ltd. – a subsidiary of one of the world's leading manufacturers of hydraulic cranes – has signed a contract with Hemaraj to purchase 18 rai of land in Hemaraj ESIE. The land will be used for the company's plant to

manufacture truck-mounted cranes for Asia, the Middle East and Africa. The plant is expected to start production by the second quarter of 2013.



In the picture: Mr. Vivat Jiratikarnsakul (3rd from left), Executive Vice President of Hemaraj, exchanges the contract with Mr. Koichi Tadano, CEO/President of Tadano Ltd., while Mr. Yasumasa Kuramae (2nd from right), President of Tadano (Thailand), and executives from both companies look on.

## Hakueisya Purchases Land in ESIE



Hakueisya (Thailand) Co., Ltd., has signed a contract with Hemaraj to purchase land in ESIE for its new plant. Expected to begin operation in October 2012, the factory will produce automotive control panel parts at a capacity of 2 million pieces per year.

In the picture: Ms. Ladda Rojanavilaivudh (center right), Director, Customer Development of Hemaraj, exchanges the contract with Mr. Yusake Hirano (center left), President of Hakueisya (Thailand), while Mr. Ryota Furuhashi (far left), factory manager Hakueisya (Thailand), looks on.



# What's New with Our Customers

## Thai Summit Purchases 161 Rai of Land in Hemaraj ESIE



Thai Summit Group, the largest automotive parts manufacturer in Southeast Asia, recently signed a contract to purchase 161 rai of land in Hemaraj ESIE. The land will be used for construction of Thai Summit's new manufacturing facilities to expand the company's industrial base.

In the picture: Mr. David Nardone (5th from left), President & CEO of Hemaraj, exchanges the contract with Dr. Somporn Juangroongruangkit (4th from right), President of Thai Summit, while Mr. Kunodom Tharmmaphornphilas (3rd from right), Senior Advisor of Thai Summit, Ms. Orasa Sretthapramote (4th from left), Assistant to the President of Thai Summit, Mr. Sawasdi Horrungruang (5th from right), Hemaraj's Chairman of Advisors to the Board of Directors, Mr. Vivat Jiratikarnsakul (2nd from left), Hemaraj's Executive Vice President, and management of both companies look on.

## Danieli Far East Purchases More Land in ESIE



Danieli Far East Co., Ltd., an affiliate of the Danieli group from Italy, a global leader in the designing, manufacturing and assembly of equipment for the steel industry – recently signed a contract to purchase an additional 10 rai of land in ESIE for expansion of the company's manufacturing facilities.

In the picture: Mr. David Nardone (3rd from left), President & CEO of Hemaraj, exchanges the contract with Mr. Giacomo Mareschi Danieli (center), CEO of Danieli Far East, while Mr. Boonnarg Mockmongkonkul (3rd from right), CEO of Danieli Far East, Mr. Vivat Jiratikarnsakul (2nd from left), Executive Vice President of Hemaraj, and executives of both companies look on.

## IDEC Buys Land in Hemaraj SIL



IDEC Asia (Thailand) Co., Ltd., a leading manufacturer of industrial automation and control devices, recently signed a contract to purchase 10 rai of land for its new factory in Hemaraj SIL. Scheduled to complete construction in March 2013, the new factory will produce control devices and systems, factory automation system components and equipment, and other electrical devices.

In the picture: Mr. Hideyuki Kitayama (center right), President of IDEC Asia (Thailand), exchanges the land purchase contract with Mr. David Nardone (center left), President & CEO of Hemaraj, while Mr. Wataru Tokumoto (3rd from right), Managing Director of IDEC Asia (Thailand), Mr. Vivat Jiratikarnsakul (3rd from left), Executive Vice President of Hemaraj, and executives from both companies look on.

## Shibakawa Buys Land at Hemaraj SIL

Shibakawa (Thailand) Co., Ltd., a leading manufacturer and supplier of electrical and mechanical instruments and components from Japan, recently signed a contract to purchase 6 rai of land in Hemaraj SIL. The land will be used for expansion of the company's manufacturing facilities.



In the picture: Mr. David Nardone (center left), President & CEO of Hemaraj, exchanges the contract with Mr. Naotake Sei (center right), President of Shibakawa Seisakusho Co., Ltd., Japan, while Mr. Naito Kanenori (3rd from right), Director of Shibakawa Japan, Mr. Naoji Kanno (2nd from right), Managing Director of Shibakawa (Thailand), and Mr. Vivat Jiratikarnsakul (3rd from left), Executive Vice President of Hemaraj, look on.

## Delta Hydraulics Purchases 20 Rai in Hemaraj RIL



Delta Hydraulics Pty Ltd. – a major supplier of precision manufactured components and products to the power generation, processing, transport, mining and defense industries from Australia – recently signed a contract with Hemaraj to purchase 20 rai of land in Hemaraj RIL for its new manufacturing facilities. Expected to start operation in 2013, the new plant will provide solutions for hydraulic engineering and manufacturing.

In the picture: Mr. David Nardone (center), President & CEO of Hemaraj, exchanges the contract with Mr. John F. White, Managing Director of Delta Hydraulics, while executives from both companies look on.

# What's New with Our Customers

## Metalsa Leases Ready Built Factory in Hemaraj ESIE



Metalsa (Thailand) Co., Ltd., which is owned by Metalsa S.A. de C.V. from Mexico, has signed a contract with Hemaraj to lease a Ready Built Factory in Hemaraj ESIE. Metalsa, a subsidiary of Grupo Proeza, manufactures structural components for the light and commercial vehicle markets, with operations and commercial activities throughout America, Asia, Europe and Australia. Its new plant in Thailand is expected to start operation in 2013 and will produce side rails for heavy trucks.

In the picture: Mr. David Nardone (center), President & CEO of Hemaraj, exchanges the contract with Mr. Miguel Roberto Cortes Varas (3rd from right), Managing Director of Metalsa Thailand, while Mr. Jesus Andres Pena Trenino (2nd from right), Director of Metalsa Thailand, Mr. Vivat Jiratikarnsakul (3rd from left), Executive Vice President of Hemaraj, and executives of both companies look on.

## Suga Steel Leases Ready Built Factory in Hemaraj ESIE



Suga Steel Company Limited, a leading steel sheet maker from Japan, recently signed a contract with Hemaraj to lease a Ready Built Factory in Hemaraj ESIE. Scheduled to start operation in August 2012, the new factory will produce press parts for excavators supplied to Thai Kobelco.

In the picture: Mr. David Nardone (center), President & CEO of Hemaraj, exchanges the contract with Mr. Yoichi Hoshino (3rd from right), President of Suga Steel Corporation, while Mr. Kazuhiro Matsuzawa (2nd from right), Director of Suga Steel Corporation, Mr. Akihito Sekihara (far right) Director of Suga Steel Corporation, Mr. Vivat Jiratikarnsakul (2nd from left), Executive Vice President of Hemaraj, and executives of both companies look on.

## Mann & Hummel Leases Ready Built Factory in Hemaraj ESIE



Mann & Hummel (Thailand) Ltd., a leading development partner and supplier of original equipment for automotive filtration systems from Germany, has signed a contract with Hemaraj to lease a 3,756 sq.m. Ready Built Factory in Hemaraj ESIE. The new factory is expected to start operation in June 2013.

In the picture: Vivat Jiratikarnsakul (seated, far left), Executive Vice President of Hemaraj, is seen signing the contract with Mr. Claude Mathieu (seated, center), Managing Director of Mann & Hummel (Thailand), and Mr. Henning Foelster (seated, far right), Vice President Finance (CFO) Asia Pacific of Mann & Hummel, while executives of both companies look on.

## Ford Motor Company Opens New Assembly Plant in Hemaraj ESIE

Ford Motor Company recently celebrated the Grand Opening of its new, state-of-the-art manufacturing facility, Ford Thailand Manufacturing, on 468 rai of land (187 acres or 74.88 hectares) in Hemaraj ESIE. With a total investment of 14 billion baht, the highly flexible plant has an initial capacity of 150,000 units per year, and will begin producing the all-new Ford Focus

for the domestic market and export across the region.



In the picture: Mr. David Nardone (center), President & CEO of Hemaraj, congratulates Mr. Joseph R. Hinrichs (2nd from right), President, Asia Pacific and Africa, of Ford Motor Company, while Mr. Sunthorn Kongsunthornkitkul (far left), Vice President of Hemaraj, and other executives look on.

## Stone Laying Ceremony of Nagano Engineering (Thailand) at Hemaraj ESIE



Nagano Engineering (Thailand) Co., Ltd, a leading Japanese manufacturer of machining parts and assembly parts for machines, has held a Foundation Stone Laying Ceremony for its new factory at Hemaraj ESIE. Production at the plant was scheduled to start in July 2012.

In the picture: Mr. Toshio Kaneda (5th from right), Chairman of Seishin High Tech Co., Ltd., Mr. Katsuto Mizutani (7th from right), Executive Director of N. E. Co., Ltd. and President of Nagano Engineering (Thailand), and Mr. Hiroshi Takeo (2nd from left), Managing Director of Nagano Engineering (Thailand), pose with Mr. David Nardone (6th from right), President & CEO of Hemaraj, Mr. Vivat Jiratikarnsakul (6th from left), Executive Vice President of Hemaraj, and other guests at the ceremony.



# What's New with Our Customers

## Foundation Stone Laying of Takahata Factory in Hemaraj ESIE



Takahata Precision (Thailand) Ltd. recently held the Foundation Stone Laying Ceremony for its new factory on 30 rai of land at Hemaraj ESIE. Expected to start operation in October 2012, the plant will produce plastic injection molding for automotive precision parts, office automation, household electrical parts and medical parts.

In the picture: Mr. Kazuhiro Mochizuki (4th from right), President of Takahata Precision (Thailand), and Mr. Watthana Trakarnpasakula (2nd from right), Vice President of Takahata Precision (Thailand), pose with Mr. David Nardone (center), President & CEO of Hemaraj, and other guests at the ceremony.

## Sanko Gosei Technology (Thailand) Spirit House Ceremony at Hemaraj ESIE



Sanko Gosei Technology (Thailand) Ltd. – a subsidiary of Japan's leading supplier of high-quality automotive components and systems, Sanko Gosei Group – organized a Spirit House Ceremony for its new plant at Hemaraj ESIE. Located on 43 rai of land, the plant started operating in April 2012 to provide automotive-related solutions on interior and exterior systems and produce automotive components at a capacity of 4,000 pieces per day.

In the picture: Mr. Shin' Ichi Nakao (center, front row), President of Sanko Gosei Technology (Thailand), poses with Mr. Suwad Kidsopon (5th from right, front row), Senior Site Superintendent, Industrial Estate Operations of Hemaraj, together with executives and staff of both companies at the event.

## Foundation Stone Laying of MAX Factory in Hemaraj ESIE



MAX (Thailand) Co., Ltd. – a 100% subsidiary of MAX Co., Ltd., Japan's leading manufacturer of nailers – recently held the Foundation Stone Laying Ceremony for its new factory on 30 rai of land in the Free Zone of Hemaraj ESIE. MAX (Thailand) started operation in 2005 with a Ready Built Factory in the Free Zone of ESIE. Expected to begin operation in January 2013, the new plant will serve as an expansion of MAX's production base for time card, auto stapler and nailer pneumatic nailing tools, and for paper staplers.

In the picture: Mr. Vivat Jiratikarnsakul (3rd from right, front row), Executive Vice President of Hemaraj, congratulates Mr. Takashi Miida (2nd from left, front row), President of MAX Co, Ltd., Japan, while Mr. Atsushi Saito (far left, front row), Managing Director of MAX (Thailand), and other guests look on.

## Clarion Asia (Thailand) Grand Opening at Hemaraj Industrial Estate

Clarion Asia (Thailand) Co., Ltd. – a leading provider of automotive multimedia solutions under the Clarion Group from Japan – recent held the Grand Opening Ceremony for its new factory at Hemaraj ESIE. An expansion to reach the Asia

market, the plant will produce automotive multimedia and navigation accessories such as multimedia stations, navigation system accessories, and rear vision cameras at a capacity of 2 million units.



In the picture: Clarion executives and VIP guests celebrate the occasion. From the left are Mr. Shigeo Takarada, Vice President of Renesas Easton Co., Ltd.; Mr. Kazuo Karasawa, Managing Director of Hitachi Asia (Thailand) Co., Ltd.; Mr. Tatsuhiko Izumi, President of Clarion Co., Ltd.; Mr. David Nardone, President & CEO of Hemaraj; Mr. Shigeo Araki, Director and Executive Vice President of CMK Corporation; and Mr. Tadashi Wada, Managing Director of Clarion Asia (Thailand).

## Foundation Stone Laying of Tadano (Thailand) Factory in Hemaraj ESIE



Tadano (Thailand) Co., Ltd. – a subsidiary of one of the world's leading manufacturers of hydraulic cranes – recently held the Foundation Stone Laying Ceremony for its new factory on 18 rai in Hemaraj ESIE. Expected to complete construction and be ready for operation by the second quarter of 2013, the plant will produce truck mounted cranes for Asia, the Middle East and Africa.

In the picture: Mr. Vivat Jiratikarnsakul (center right, front row), Executive Vice President of Hemaraj, congratulates Mr. Yasumasa Kuramae (center left, front row), President of Tadano (Thailand), while executives from both companies look on.

# What's New with Our Customers

## Futuris Automotive Ground Breaking Ceremony in Hemaraj ESIE



Futuris Automotive (Thailand) Co., Ltd. recently held the Ground Breaking Ceremony of its second factory in Hemaraj ESIE. Covering an area of 8,234 sq.m., the new factory will produce automotive seating and interior products for the Thailand market and for export. Construction of the plant is expected to be completed by February 2013.

Futuris, a global leader in automotive seating and interior design, is owned by Australia's Elders Limited which has manufacturing facilities in Australia, Thailand, China, North America and South Africa. Futuris supplies automotive interior solutions to many of the world's top carmakers, including General Motors, Ford, Toyota, Chery, JAC and Tesla.

In the picture: Mr. Mark De Wit (far left), Managing Director of Futuris, and Mr. Ron Fisher-Stamp (2nd from left), Futuris' Executive General Manager (South Asia), during the Ground Breaking Ceremony.

## Unitika Plastics Factory Grand Opening at Hemaraj's Industrial Estate

Unitika Plastics (Thailand) Co., Ltd., a leading manufacturer and developer of plastic parts and plastic compounds from Japan, recently held the Grand Opening Ceremony for its new plant in Hemaraj ESIE. Covering a total area of 2,092 sq.m., the new plant will manufacture plastic parts for sensor devices at a capacity of 4 million pieces per year.



In the picture: Mr. Kenji Yasue (center), President & CEO of Unitika Ltd., and Mr. Masanori Takezaki (5th from right), President of Unitika Plastics (Thailand), pose for a group photo with Mr. David Nardone (4th from right), President & CEO of Hemaraj, Mr. Sunthorn Kongsunthornkitkul (2nd from right), Vice President of Hemaraj, and other honorable guests attending the ceremony.

## Minoru (Thailand) Grand Opening at ESIE



Minoru (Thailand) Co., Ltd. – a Japanese manufacturer of auto parts – recently held the Grand Opening of its factory in ESIE. The new plant will produce A/C ducts, spoilers and HVAC cases (blow molding and injection molding) at a capacity of 150,000 pieces per month for supply to automotive manufacturers and primary parts makers.

In the picture: Mr. David Nardone (center left), President & CEO of Hemaraj, congratulates Mr. Takahisa Ikumoto (center right), Senior Managing Director of Minoru Kasei Co., Ltd., while executives from both companies look on.

## MK Kashiwama Factory Grand Opening at Hemaraj's Industrial Estate

MK Kashiwama (Thailand) Co., Ltd., a leading manufacturer of automotive brake

components from Japan, recently held the Grand Opening Ceremony for its new plant in ESIE. Located on a 7-rai piece of land, the 3,600 sq.m. factory has started operation from May this year to produce automotive brake shoes, brake pads and liners at an initial capacity of 30,000 sets. Plans are to increase to 50,000 sets in three years.



In the picture: Mr. Takashi Kashiwama (far left), Chairman of MK Kashiwama Corp., and Mr. Tsuyoshi Kashiwama (3rd from right), President of MK Kashiwama Corp., pose for a group photo with honorable guests attending the ceremony: (from left) Mr. Kazuyuki Nakajima, Managing Director of Hachijuni Bank; Mr. David Nardone, President & CEO of Hemaraj; Mr. Chamrus Nenthong, Director, office of ESIE; and Mr. Wongthep Khamvirat, Sheriff of Pluakdaeng District.

## Electrolux Lays Foundation Stone of New Factory at Hemaraj RIL



Electrolux (Thailand) Co., Ltd., a global leader in household appliances and appliances for professional use, recently organized a Foundation Stone Laying Ceremony for its new factory at Hemaraj RIL. Scheduled to start operation in 2013, the plant will manufacture Electrolux refrigerators for export to markets in the Asia-Pacific region and Australia.

In the picture: Mr. David Nardone (left), President & CEO of Hemaraj, congratulates Mr. Marc Absillis (right), GM of Electrolux (Thailand).



# What's New with Our Customers

## Foundation Stone Laying of TSN Wires Factory in Hemaraj RIL



TSN Wires Co., Ltd. – a joint venture between Siam Industrial Wire Co., Ltd. and Nichia Steel Works Ltd., a direct affiliate of Nippon Steel Corporation – recently held the Foundation Stone Laying Ceremony for its new factory on 35 rai in Hemaraj RIL. Expected to start operation in July 2013, the new factory will produce zinc-plated wire at a capacity of 36,000 tons per year for supply to the local and overseas markets.

In the picture: Ms. Rungruethai Kittipinyochai (far left), Senior Manager, Customer Development Division of Hemaraj, congratulates Mr. Yeoh Choon Kwee, Managing Director of TSN Wires, while other guests look on.

## Construction Commencement Ceremony of IDEC Factory in Hemaraj SIL



IDEC Asia (Thailand) Co., Ltd., a leading manufacturer of industrial automation and control devices, recently held

the Construction Commencement Ceremony for its new factory on 10 rai in Hemaraj SIL. With construction scheduled for completion in March 2013, the new factory will produce control devices and systems, factory automation system components and equipment, and other electrical devices.

In the picture: Mr. David Nardone (center), President & CEO of Hemaraj, congratulates Mr. Hideyuki Kitayama (3rd from left), President of IDEC Asia (Thailand), while Mr. Vivat Jiratikarnsakul (far right), Executive Vice President of Hemaraj, and other guests look on.

## Hi-Tech Nittsu (Thailand) Grand Opening at HLP 1



Hi-Tech Nittsu (Thailand) Co., Ltd. – a Thai-Japanese joint venture between Thai Industrial Estate Corp., Ltd. and Nippon Express, Japan – recently held the Grand Opening Ceremony for its Laem Chabang Logistics Center at Hemaraj Logistics Park 1 (HLP1). Located on 85 rai of land, the new logistics facility will provide high-quality and cost-effective logistics services to Hi-Tech Nittsu customers and manufacturers in the Eastern Seaboard area. These include a 50,000 sq.m. warehouse service, domestic and international trucking/container hauling, freight forwarding and customs clearance.

In the picture: Mr. David Nardone (4th from left), Hemaraj's President & CEO, Mr. Vivat Jiratikarnsakul (3rd from left), Executive Vice President, and other Hemaraj executives congratulate Mr. Thavich Taychanavakul (3rd from right), President of Hi-Tech Nittsu (Thailand), Mr. Hiroyuki Arikawa (2nd from right), Managing Director of Hi-Tech Nittsu (Thailand), and other executives of the company at the ceremony.

## Noritake SA (Thailand) Grand Opening at Hemaraj SIL



Noritake SA (Thailand) Co., Ltd. – a subsidiary of Noritake Co., Limited, Japan's leading manufacturer of high-quality grinding wheels for a wide range of products such as mechanical parts, electronic appliances and automotive parts – recently held the Grand Opening Ceremony for its new factory in Hemaraj SIL. The plant has started production of super abrasives since July 2012 at a capacity of 180 tons per year.

In the picture: Mr. Sunthorn Kongsunthornkitkul (4th from right), Vice President of Hemaraj, congratulates Mr. Hitoshi Tanemura (3rd from left), President of Noritake Co., Ltd., and Mr. Kenji Hayasaka (2nd from left), President of Noritake SA (Thailand), while other executives look on.

# From the Clubs

## Hemaraj Investor Club Seminar



Hemaraj recently held an Investor Club Seminar titled "BOI Entities in Automotive Sector Must Know" for its customers. Taking place at ESIE Plaza I, Eastern Seaboard Industrial Estate (Rayong), the seminar was conducted by Ms. Nippawan Passarapark, Director, and Mr. Paiboon Tarpanwong, Manager,

of KPMG Phoomchai Tax Ltd. Topics included benefits and privileges of companies promoted by the Thailand Board of Investment, common mistakes of such companies, importation of raw materials for use in manufacturing at BOI-promoted businesses, the sale of goods and scrap from these companies, caution regarding tax computation, and possible problems to be considered when employing foreign workers. A total of 80 senior managers from companies operating in Hemaraj's industrial estates attended the event.



Solutions For Your Infrastructure's Efficiency and Availability." Held at ESIE Plaza I, ESIE, the seminar provided the latest knowledge for manufacturers in Hemaraj's industrial estates. Conducted by Mr. Prasit Puapatarakul, Country Manager, and Mr. Kittisak Junthamun, Industrial Vertical Manager, of Emerson Network Power Thailand, topics included "Industry Trends and Challenges," "Best Practices in IT Infrastructure Design" and "Optimizing Operation Through Industrial Power Solutions."

## Hemaraj Investor Club Organizes 'NextGen Industrial Solutions' Seminar

Hemaraj recently organized an Investor Club Seminar titled "NextGen Industrial

# Social Contribution

## Hemaraj Supports Rayong Football Club



Hemaraj recently provided cash support of 1 million baht to Rayong Football Club. Mr. Rukphol Kungnoi (2nd from left), Director, Industrial Estate Operations of Hemaraj, is seen handing over the support to Mr. Piya Pitutecha (3rd from right), Head of Rayong Provincial Administration Organization (PAO) and Chairman of Advisors to Rayong Football Club, and Mr. Adul Niyomsamarn (2nd from right), member of Rayong PAO and Vice President of Rayong Football Club.



In the picture: Mr. Thiang Amarit (center), Moo 8 Village Headman, and Mr. Sanit Phutasong (2nd from right), Chairman of Nonglajok Subdistrict Administrative Organization Council, receive the cash support from Mr. Rukphol Kungnoi (2nd from left), Director, Industrial Estate Operations of Hemaraj.

blood donation activity at the Hemaraj EIE office. A total of 43,400cc of blood was donated from 98 employees of Hemaraj and its customers participating in the event. The blood will be handed over to the Thai Red Cross Society, Rayong, for use at hospitals in the province.

## Hemaraj Supports Local Muslim Community in Rayong



## Hemaraj Supports Health Promoting Hospital

Hemaraj recently donated 20,000 baht to Ban Lahanrai Health Promoting Hospital to support improvement of concrete pavement in front of Ban Lahanrai Health Station in Nonglajok Sub-district, Bankhai District, Rayong.

## Blood Donation at Hemaraj EIE



The Safety and Environmental Club (ESEC) of Hemaraj EIE (Map Ta Phut) recently organized its 18th annual

Hemaraj recently donated 50,000 baht to the Muslim community in Rayong Province to support education and the renovation of Nurul-Hidayah Mosque. Presiding over the donation presentation ceremony was Mr. Rakphol Kangnoi (back row, 3rd from left), Director, Industrial Estate Operations of Hemaraj.



# Social Contribution

## Hemaraj Donates Water to Tasith and Pluakdaeng



Hemaraj, in cooperation with the Disaster Prevention and Mitigation Center of the Tasith and Pluakdaeng Sub-District Administrative Organizations, recently donated water to communities in those two sub-districts to help relieve a water-shortage situation in their areas.



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# Hemaraj

## Organizes 2012 Community Relations Program

Hemaraj Land And Development Public Company Limited, Thailand's leading developer of Industrial Estates, Utilities, and Property Solutions continues its determination to enhance and build up good rapport with communities around its industrial estates in Chonburi and Rayong provinces. As a corporate citizen of the Thai society, Hemaraj has made it a policy to ensure that industrial estates, communities and nature co - exist in a harmonious and sustainable manner. The company has continuously organized various projects on quality of life improvement, environmental care, career development and other community support activities since its establishment in 1988.



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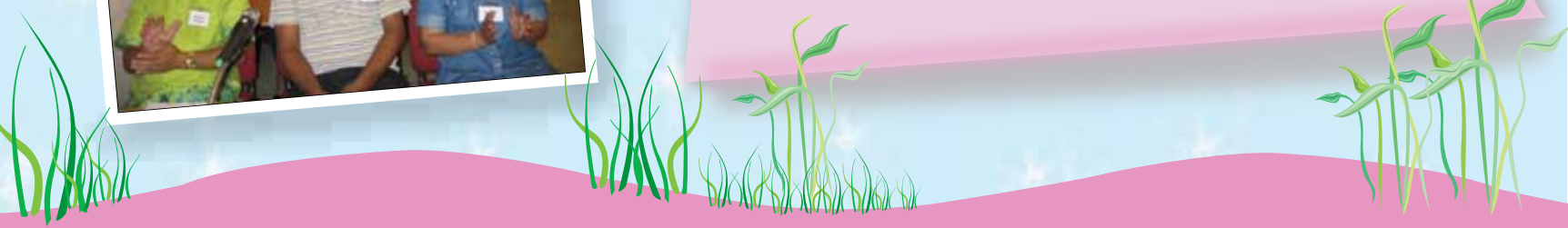


The community relations activity organized annually is aimed at building up close relationship and promoting good understanding between Hemaraj and community members as well as providing updated useful information for community members. This year 150 representatives comprising community leaders, housewives and residents around Hemaraj industrial estates joined the program. Participants from Rayong include representatives from sub - districts of Ban Pluak Daeng, Pluak Daeng, Ta Sith, Chao Praya, Mae Nam Koo, Map Yang Porn, Map Chalood, Nong Fab, Nong La Lok, and Ban Payoon 1,2,3. From Chonburi the representatives are from Nong Rai, Laharn, Kansong, Nong Sue Chang and Bo Win.

The one - day program started with a warm welcome by Khun Sunthorn Kongsunthornkitkul (picture Ⓐ), Vice President of Hemaraj and Khun Siyaphas Chantachairoj (picture Ⓑ), Director - Corporate Marketing and Residential Customer Development of Hemaraj, followed by an introduction of Hemaraj's executives and staff, briefings on Hemaraj's corporate and industrial estate operations, and a tour of Hemaraj industrial estates. The morning program ended with a Sea Food Lunch by the beach in Sattahip, Chonburi. In the afternoon the group visited "Silver Lake Vineyard" in Chonburi and had a tour of "Suan Supatra Land" fruit plantation in Rayong. The atmosphere of the vineyard and plantation was enjoyable and relaxing. Participants could pick "all you can" wild mangosteens, rambutans and grapes from a number of fruit stalls specially arranged for the group.

Hemaraj hopes that the community relations program organized every year will help strengthen relationships and promote good understanding between the company and the communities around its industrial estates, which will eventually bring about a warm and peaceful co - existence in long term.

**See you all again next year.**





# Training Programs

Hemaraj Training Center, Eastern Seaboard Industrial Estate (Rayong)

September-December 2012

No.	Course	Date	Time	No. of Participants	Course/ person (Baht)	Sep'12	Oct'12	Nov'12	Dec'12
1	การขับรถ Forklift อย่างถูกวิธีและปลอดภัย Operation Technique of Forklift Truck	1 day	9:00-16:00	25	1,800.00		Fri,19		Fri,21
2	การขับรถ Forklift อย่างถูกวิธีและปลอดภัย Operation Technique of Forklift Truck	1 day	9:00-16:00	25	1,800.00	Fri,21		Fri,23	
3	เจ้าหน้าที่ความปลอดภัยในการทำงานระดับ หัวหน้างาน SAFETY OFFICER : SUPERVISOR LEVEL	2 days	9:00-16:00	30	2,200.00	Mon-Tue 10-11		Mon-Tue 12-13	
4	คณะกรรมการความปลอดภัยอาชีวอนามัยและสภาพแวดล้อมในการทำงาน SAFETY OFFICER : MANAGEMENT LEVEL	2 days	9:00-16:00	30	2,300.00		Mon-Tue 15-16		
5	เจ้าหน้าที่บุคคลมืออาชีพ (Professional Human Resources officer)	1 day	9:00-16:00	20	1,900.00	Fri,7			
6	กฎหมายแรงงานสำหรับผู้จัดการ (Labor Laws for Managers and Executives)	1 day	9:00-16:00	20	1,900.00		Tue,9		
7	เทคนิคการใช้มาตรการทางวินัยสำหรับผู้บังคับบัญชา Techniques in Handling Disciplinary Actions for Supervisors	1 day	9:00-16:00	20	1,900.00			Fri,9	
8	การปฐมพยาบาลเบื้องต้นและการช่วยฟื้นคืนชีพ First Aid & CPR Course	1 day	9:00-16:00	20	1,900.00	Mon,10		Mon,19	
9	20 เครื่องมือสร้างหัวหน้างานอัจฉริยะ: (20 Tools for Making Genius Supervisor/Foreman)	1 day	9:00-16:00	20	1,600.00		Thur,11		
10	เป็น "หัวหน้างาน" อย่างไรให้ใต้ใจผู้ร่วมงาน E.Q. for Great Supervisor	1 day	9:00-16:00	20	1,900.00	Fri,14			
11	สุดยอดหัวหน้างาน (Excellent Supervisor) สำหรับหัวหน้างานตั้งแต่ระดับกลางขึ้นไป	1 day	9:00-16:00	20	1,900.00			Fri,16	
12	7 ทักษะสำหรับหัวหน้างาน (7 Supervisor skill) สำหรับหัวหน้างานใหม่และหัวหน้างานในระดับต้น	1 day	9:00-16:00	20	1,900.00				Thu,13
13	Excel for HR	1 day	9:00-16:00	10	1,800.00	Wed,12		Wed,7	
14	Microsoft Excel2007:Basic	1 day	9:00-16:00	10	1,800.00		Fri,19		
15	Microsoft Excel2007:Intermediate	1 day	9:00-16:00	10	1,800.00			Fri,16	
16	Microsoft Excel2007:Advanced	1 day	9:00-16:00	10	1,800.00	Fri,21			Fri,21
17	Microsoft Powerpoint2007: Intermediate-Advanced	1 day	9:00-16:00	10	1,800.00		Fri,21		
18	Microsoft Wordl2007:Basic	1 day	9:00-16:00	10	1,800.00		Mon,15		
19	Microsoft word2007:Intermediate	1 day	9:00-16:00	10	1,800.00			Mon,12	
20	Microsoft word2007:Advanced	1 day	9:00-16:00	10	1,800.00	Fri,14			Thu,13

## Remarks

- Discount 10% for Hemaraj's Customer.
- Prices include hand out, coffee break and/or lunch and excluded of VAT.
- This is withholding tax of 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.

For more information, please call Khun Wanna at  
tel: 038 955 263, 038 955 282, 038 955 283 fax: 038 955 281 or e-mail: [training@hemaraj.com](mailto:training@hemaraj.com)



## Looking for new staff?

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Free of Charge for Hemaraj Customers. Send your recruitment tot [jobpool@hemaraj.com](mailto:jobpool@hemaraj.com).



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# Hemaraj Training Center

## Hemaraj

offers space for meetings and training

SAVE  
**20-40%** on  
your next meeting

When you need to arrange meetings or training sessions for your company, there are a lot of details. The good news is that at Hemaraj, you don't have to waste your time organizing catering, equipment, and messy set-ups. We offer a wide range of professional services that take the hassle out of setting up a meeting.

Letting Hemaraj handle the details takes the stress out of your next meeting. We offer several designs of conference & training rooms, meeting rooms, interview rooms, as well as a computer training room.

In addition, we can support your Public Training Courses and Equipment Service needs on an as-needed basis.

Hemaraj customers holding meetings and training at our facilities receive a 20-40% discount from standard rates.

**For more Info:**

Tel. 038 955 263, 038 955 282,  
038 955 283  
Fax. 038 955 281

**Standard equipment provided in room includes:**

- \* Whiteboards/ Screens
- \* Flipcharts
- \* Microphones
- \* Podiums

**Special Equipment**

- \* LCD 3,000/1,500 Baht/ day
- \* LCD + Visualizer 4,000/2,000 Baht/day

**Coffee break and set lunch**

- Coffee Break with snack: 50 Baht/Person/Break
- Japanese Food (set Lunch):

For more information, please contact  
Shibuya Restaurant Tel. 0 38955 183

Room Type	Description	Rate (per day) Hemaraj Customer
• Siam Food Executive Conference	A big conference room (144 sq.m.) suitable for 40 to 70 persons, standard equipment provided	5,500/3,500
• Hemaraj A Conference	80 sq.m. room, suitable for up to 26 people, standard equipment provided	3,500/2,500
• Hemaraj B&C Conference	40 sq.m. computer room equipped with 15 computers and standard equipment	5,000/4,000

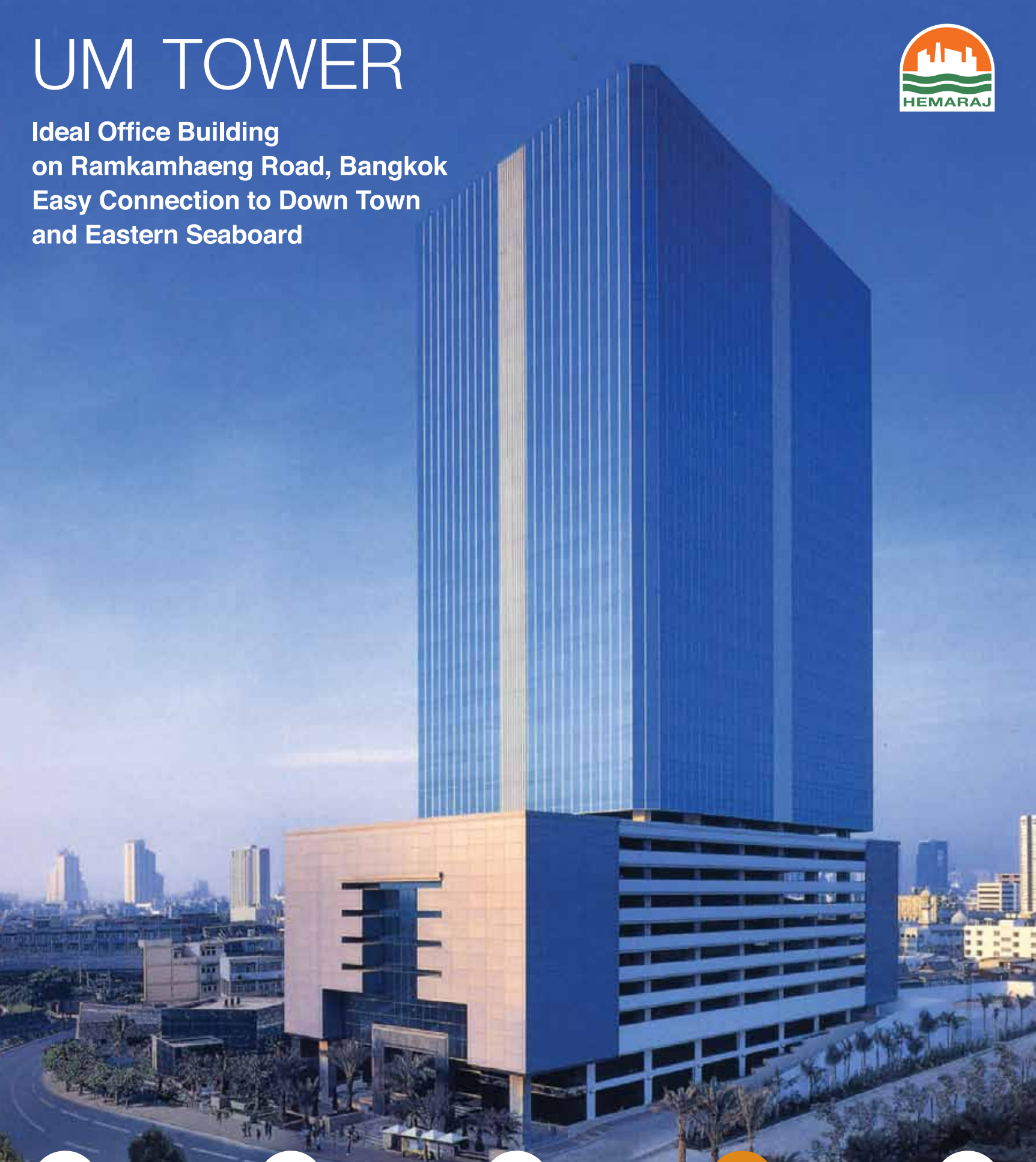
Remarks :

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 :  
Eastern Seaboard Industrial Estate (Rayong) Company Limited  
18th Floor, UM Tower, 9 Ramkhamheang Road, Suanluang, Bangkok 10250 Company I.D. Tax No. 3011504864

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**For leasing enquiries, please contact :**

**Tel : 02 719 9555**

**Fax : 02 719 9546-7**

**E-mail : [info@um-tower.com](mailto:info@um-tower.com)**

**Website : [www.um-tower.com](http://www.um-tower.com)**

UM Tower  
Hemaraj Land And Development Plc.  
9 Ramkhamhaeng Road, Suanluang, Bangkok 10250



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**PARK**  
*The*  
CHIDLOM

\*Conditions apply for the fully fitted units only. We reserve the right to change conditions without prior notice.

The Park Chidlom - The Park Residence Company Limited. A development of Hemaraj Land And Development PLC. Project: The Park Chidlom, residential condominium with 2 towers: 28 storeys with 116 units and 35 storeys with 102 units, Total of 218 units Project location: The Park Chidlom. No. 1 Chidlom Road, Pathumwan, Bangkok 10330, Thailand. Total Project Area: 5.461 Rai Land Title Deed: No.247, and 248 Project Developer and Owner: Hemaraj Land And Development Public Company Limited. Office Location: 18th Fl., UM Tower, 9 Ramkhamhaeng Road, Suanluang, Bangkok 10250, Thailand. President & CEO: David Nardone. Registered Capital: 6,000 MB (Paid up 3,882 MB) Construction Completed. Building Permit: 515/46 EIA Permit Number: 1009/1295. Juristic Person is registered. Common area fees will be paid by buyers to the project's Juristic Person.

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Email: [marketing@hemaraj.com](mailto:marketing@hemaraj.com)  
Website: [www.hemaraj.com](http://www.hemaraj.com)



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- Both truck and container loading with handling flexibility
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# Logistics Parks

# Hemaraj



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**Hemaraj Logistics Park 2:** Free Zone  
@ Hemaraj Eastern Seaboard Industrial Estate

**Hemaraj Logistics Park 3:** General Zone  
@ Hemaraj Eastern Seaboard Industrial Estate

**Hemaraj Logistics Park 4:** General Zone  
@ Eastern Seaboard, Rayong

**Call (66 2) 719 9555**

Email: [marketing@hemaraj.com](mailto:marketing@hemaraj.com) for more information

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