



# HEMARAJ

## Newsletter

The World Class Developer  
in Thailand

www.hemaraj.com

### Hemaraj Expanding to Meet Future Industrial Demand

New Logistics Parks; Expanding Ready Built Factories and Wastewater Treatment



Highlights

Following strong demand in the second half of 2011, Hemaraj Land And Development Plc., Thailand's leading developer of industrial estates, has accelerated its expansion plans for 2012 to ensure it can continue to provide a variety of solutions to serve the needs of industry in Thailand. *(continue on page 3)*

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



Recently, Hemaraj Energy Company Limited (Hemaraj Energy), a subsidiary of Hemaraj Land And Development Plc. signed an agreement with Gulf JP Co., Ltd. to jointly invest in Gulf JP NLL Company Limited (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 (EGAT) and industrial estates 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 Co., Ltd. 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 Co., Ltd. Ms. Pattama Horrungruang (5th from left), Hemaraj's Senior Vice President, & CFO, Mr. Vivat Jiratikarnsakul (4th from left), Hemaraj's Executive Vice President and other executives from both companies look on.

### Auto Alliance (Thailand) Purchases 50 Rai in Hemaraj ESIE



Auto Alliance (Thailand) Co., Ltd. (AAT) – one of the world's leading automobile manufacturers – recently signed a contract with Hemaraj to purchase an additional 50 rai of land in Hemaraj ESIE. The land will be used to construct a parking area for Ford and Mazda vehicles awaiting export. Upon completion in Q1 2012, the area is expected to accommodate approximately 3,000 automobiles.

In the picture: Mr. David Nardone (center left), President & CEO of Hemaraj, exchanges the contract with Mr. Toshinori Kusuhashi, President of AAT, while Mrs. Reiko M. Webster (2nd from right), Executive General Manager, Purchasing, AAT, Mr. Chatchai Archawapongpanish (far right), General Manager, Corporate Affairs Division, AAT, and Mr. Sunthorn Kongsunthornkitkul (2nd from left), Vice President of Hemaraj, look on.

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## World Class Development by Hemaraj

- Hemaraj Chonburi Industrial Estate
- Hemaraj Eastern Industrial Estate (Map Ta Phut)
- Eastern Seaboard Industrial Estate (Rayong)
- Hemaraj Eastern Seaboard Industrial Estate
- Hemaraj Rayong Industrial Land
- Hemaraj Saraburi Industrial Land
- Ready Built Factories
- Hemaraj Logistics Parks 1&2
- The Park Chidlom, High-end residential condominium

**Inquiries on Hemaraj's products and comments on our services and newsletter can be addressed to:**

Corporate Marketing Department  
Hemaraj Land And Development Plc.  
18<sup>th</sup> Floor, UM Tower, 9 Ramkhamhaeng Road,  
Suanluang, Bangkok 10250, Thailand  
Tel : (622) 719-9555, 719-9559  
Fax : 719-9546-7  
Email : [marketing@hemaraj.com](mailto:marketing@hemaraj.com)  
Website : [www.hemaraj.com](http://www.hemaraj.com)

## CEO Talk:



Early in 2012, the Thai economy has recovered quickly from the unfortunate events in Japan and more recent 2011 flood disruptions in Thailand. While having no direct impact to Hemaraj industrial estates, we regret any loss incurred from the people property or supply disruption in Thailand.

Despite this, 2011 was a record year for Hemaraj as we sold or rented (if with buildings) 1,670 rai or 267 hectares. This comprised 74 new contracts with 49 being new customers and 25 expansions from our existing customer base. We also increased factories under rental by 52,000 square meters or 49% from our base rental level.

We just completed our first two warehouses in Hemaraj Logistics Park 1 @New Highway 331. HLP1 with 125,000 square meters at maturity is half way between our Hemaraj Eastern Seaboard Industrial Estates and Laem Chabang port on New Highway 331 at Bowin, Chonburi. Our second project this year, Hemaraj Logistics Park 2 at our Hemaraj Eastern Seaboard Industrial Estate comprises 200,000 square meters at maturity of quality logistics warehouse space with both the Free Zone and General Zone initial warehouses being available at the end of 2012. If you need more information, please call or email Anchalee Prasertchand, Director of Industrial Customer Development at [anchaleep@hemaraj.com](mailto:anchaleep@hemaraj.com).

Investment is at a very high level as Thailand continues to be attractive in expanding the manufacturing base in a number of industries due to cost, currency and access to markets. Certainly automotive has seen a receptive local market for vehicles with slightly lower taxes to encourage domestic consumption. The export base and supplier capability is firmly established and the multitude of models and OEM programs bode well for Thailand to be the Asia Pacific export base for globally competitive leading edge automotive products. However, the technology choices and various countering subsidized fuel costs are at best confusing and not conducive to a long range automotive strategy. We have always advocated encouraging the OEM's to be able sell locally through reasonable duties their best energy and emission technology, thus enhancing the export capabilities and competitiveness of Thailand.

With a heightened level of investment, labor resources are tighter as the technical supply from vocational schools and skill training centers are not keeping pace with the industrial demand. The recent increase in the minimum labor rates to Baht 300 a day has a lot of good merits. While acknowledging the transition could be smoother for small companies and remote provinces, the benefits outweigh the negatives. Labor working in organized industry is still low in Thailand with 30% of labor working in agriculture where 10% of GDP is produced or being underemployed. With the promise of higher incomes and opportunities for higher skill jobs, the labor base should start to expand. The attractiveness of Thailand with the AEC 2015 liberalization, if it progresses smoothly, could also assist in increased human resources.

Another constraint has been the road congestion approaching Laem Chabang port with latent planning of bridges, interchanges, and highway widening and enhancements or a viable rail transportation network. While there are plans for Greater Mekong and other regional routes, my ambitions are more modest to reach local people port and supplier networks. The fuel subsidies and populist spending of recent governments has taken financial resources and attention from infrastructure and logistics competitive improvements. However there are encouraging recent actions in a few highways close to home being upgraded, highway 3138 in 2013, widening of highway 3143, and route interchange design for Laem Chabang port and subsequent construction starting from later this year.

Lower corporate income taxes from 2012 as well as a heightened focus on infrastructure are areas that are encouraging in order to increase the competitiveness of Thailand.

David Nardone  
President and CEO  
Hemaraj Land And Development  
Public Company Limited

# Highlights

## Hemaraj Expanding to Meet Future Industrial Demand

*New Logistics Parks;  
Expanding Ready Built  
Factories and Wastewater  
Treatment*

*(continue from page 1)*

Investment in Thailand picked up noticeably in the last half of 2011 and is expected to remain strong in 2012 and beyond due to a number of factors, including the advent of the ASEAN Economic Community (AEC) in 2015, relocation and diversification of Japanese business, and continued development of the automotive cluster.

### Hemaraj Logistics Parks

To support this belief, Hemaraj announced its first two Logistics Parks projects in the second half of 2011 and there had been strong interest for this new warehouse logistics park service from Hemaraj. The first 8 buildings (49,000 sq.m.) at Hemaraj Logistics Park 1 will be completed in Q2/2012. Hemaraj Logistics Park 2 will be launched in the second half of 2012 and be available for occupancy at the end of 2012.

### Ready Built Factories for Rent

At the same time it is developing the logistics parks, Hemaraj is stepping up construction of Ready Built Factories for Rent, with 85 buildings (100,000 sq.m.) currently under construction at Eastern Seaboard Industrial Estate (ESIE), Hemaraj Eastern Seaboard Industrial Estate (Hemaraj ESIE), Hemaraj Chonburi Industrial Estate (Hemaraj CIE), and Hemaraj Saraburi Industrial Land (Hemaraj SIL), with many of the factories expected to be completed within the second quarter of the year.

### Wastewater Treatment Capacity Triples at Hemaraj RIL

As part of its continued development of Hemaraj Rayong Industrial Land (Hemaraj RIL), whose 100% acquisition was completed in 2010, Hemaraj is undertaking a capacity expansion of its wastewater treatment facilities at Hemaraj RIL from 5,000 cu.m./day to 17,000 cu.m./day.

## Hemaraj Logistics Parks Proving Attractive

- ✓ *Strategic locations*
- ✓ *Flexibility loading areas*
- ✓ *5 ton floor loading*
- ✓ *High abrasion resistance floor*
- ✓ *Optimal floor flatness and floor levelness*
- ✓ *Minimum lease terms*

In June 2011, Hemaraj announced it was developing its first two logistics parks.

Hemaraj Logistics Park 1 (HLP1), located 20 kilometers from Laem Chabang Deep Sea Port along New Highway 331 in Chonburi, offering 129,000 sq.m. of warehouses on its 280 rai site, is on schedule for completion within 2012.

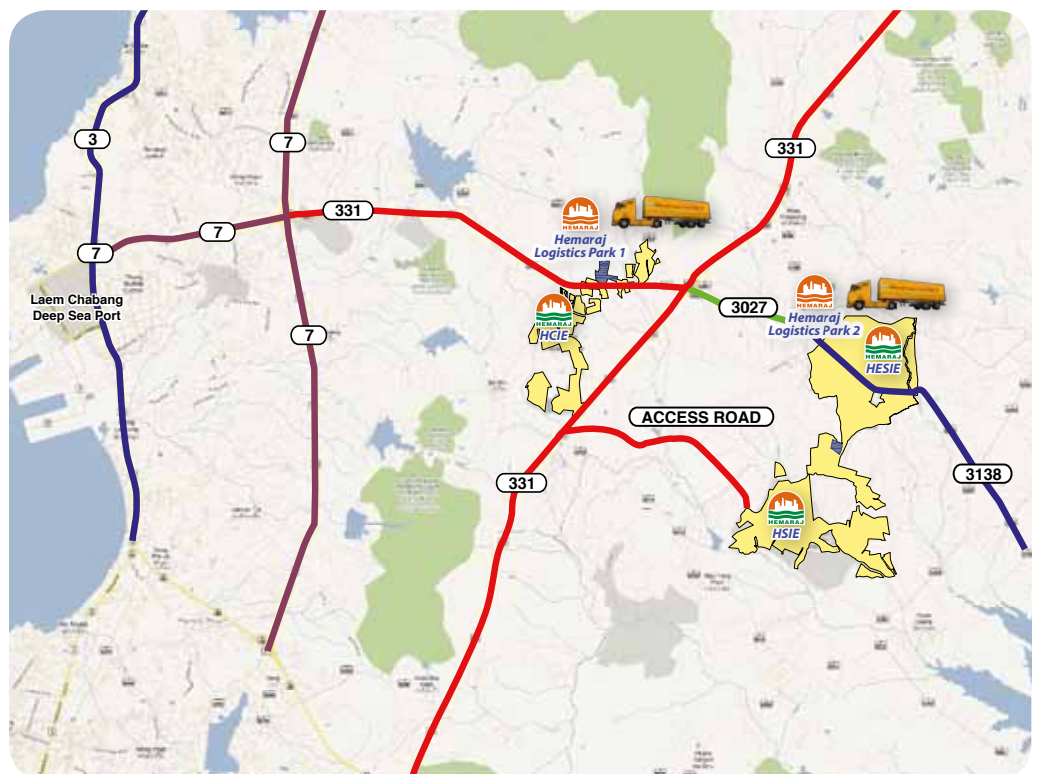
Since launching the project, HLP1 has received very good responses, particularly from multinational 3rd Party

Logistics companies (PL), as well as end-user manufacturing companies looking for new warehouses close to Laem Chabang port.

By the end of the first quarter of 2012, the first two units were completed and the first warehouse (12,000 sq.m.) was handed over to Hemaraj's client. Two more units (4,500 sq.m.) will be ready for occupancy in June, and another two units (3,600 sq.m.) will come on stream in July, followed by warehouses in the Free Zone at the end of August.

Hemaraj has received numerous inquiries regarding the units that are currently under construction. The project is well-designed to serve logistics operations efficiently, both in terms of warehouse structure and location, and the minimum lease terms (3 years for general warehouses and 5 years for large scale warehouses of more than 10,000 sq.m.) are quite attractive as well.

The location along New Highway 331 is a strategic location that is well-suited to serve the increasing demand for logistics





services on the Eastern Seaboard as it is not far from Laem Chabang Port.

Ms. Anchalee Parsertchand, Customer Development Director, pointed out that “Apart from a great location, the unique selling points of Hemaraj’s warehouses are the flexibility of the loading areas, which can serve both trucks and containers. In addition, the floor loading of 5 tons is specially built to achieve high abrasion resistance with optimal floor flatness and floor levelness to ensure enduring use with forklifts and optimally safe forklift maneuvering.”

The conceptual layout design and building layout for Hemaraj Logistics Park 2 (HLP2) are almost completed. The location on highway 3138 and Hemaraj ESIE makes HLP2 ideal to support logistics services for Hemaraj’s customers in the automotive clusters in both industrial estates.

For more information, please e-mail to [marketing@hemaraj.com](mailto:marketing@hemaraj.com)

## Recommended Sources for Recruitment of Shop Floor Workforce

Recruiters have to dig deeper and invest more to find up-country greenhorns, new shop floor operators or vocational graduates and other candidates for new shop floor operators. This is because supply sources could be going down for M3, M6 and vocational graduates at the following.

### I. Villages (Or Bor Tor) Level.

It is essential to build confidence in recruiters or employers, as there are many unscrupulous recruiters that have created an atmosphere of distrust among the parents of young prospects. Building confidence in your company through your good, loyal and trustworthy existing employees at the time that he or she goes back to make merit in their

villages will create trust among peer villagers. Chances are that the good young villagers would then become employees of the company.



### II. Vocational Graduates

- a. Participate in the college Dual Vocational Training Program by giving scholarships and guaranteeing jobs for graduates. Do your own interviews and be selective. Let them work, earn money and get diplomas. Make sure that the employer communicates or makes guarantees with the parents, in addition to showing the benefits they are getting.
- b. Present yourself in the annual open house. Most vocational colleges, whether private or public, organize an open house once a year, usually in January or February, to show off their students’ work before graduation. This is a good time to present them with the employment opportunities and their futures in a good workplace.

### III. Military Camps

This is where you will find M3, M6 or lower possible candidates who have enlisted into the military, as stipulated by law, and are about to complete the program and delist.

### IV. Skill Development Centers Nationwide

The nationwide centers or their 12 regional institutes can be contacted to help coordinate recruitment and pre-employment training at their fully equipped centers with accommodation.

### V. Subcontractors

They will also help shuffle insecure employees who are constantly looking for better places and better-paying employers, which is good for volatile manufacturing patterns and new investors.

There may be other alternatives such as retirees. It is up to your recruitment policy and investment in your employees.

**Need coordination? Call Khun Preeprem at 081 553 1933 or e-mail [preeprem@hemaraj.com](mailto:preeprem@hemaraj.com).**

## Hemaraj Provides Sustainable Economy Training for Communities



Since opening its first industrial estate, at Hemaraj CIE, Hemaraj has placed great emphasis on environmental protection, education and community involvement. The company prides itself on being a good corporate citizen and supporting programs that strengthen the local communities.

Therefore, it comes as no surprise that Hemaraj is taking steps to implement more effective corporate social responsibility (CSR) projects.

In December 2011, Hemaraj sponsored OTOP Training for communities, which was adapted to be Sustainable Economy Training for Communities, following the concepts and projects of His Majesty King Bhumibol Adulyadej.

A 3-day/ 2-night program was conducted by the Mab-uang Agrinature Learning Center in Baan Bung Chonburi, run by Dr. Vivat Salayakamthorn, a high ranking officer who served the King in implementing self-sufficient agriculture projects for 16 years.

The program, which targeted villagers involved in agriculture, as well local merchants and sellers and those needing



to find ways to escape from debt, focused on imparting a better understanding of the sustainable economy concept of His Majesty the King,

Dr. Vivat began with an introduction to good health for the body and mind and useful herbs for daily consumption. He then moved on to discuss financial matters, such as household expense accounting, which helped the group understand how people get into financial difficulty and how they can get out of the debt trap. This includes a testimonial from a farmer whose plantation failed twice, leaving him deep in debt until middle age, and how he made a big turnaround by using agri-nature and engaging in self-reliant consumption.

Hemaraj was proud to be associated with this pilot program, which was conducted for 35 villagers from communities (Tasith Sub-district, Pluakdaeng District, Chomphol Jaopraya Sub-district Municipality, Pluakdaeng District) around Hemaraj ESIE and Pluakdaeng District near ESIE. Hemaraj looks forward to expanding this innovative program to other areas in 2012.

## Hemaraj Opens Doors to Community Leaders

For the better part of 20 years, Hemaraj has demonstrated that it is at the forefront of green industrial estates

and protecting the environment. To carry on our purpose, Hemaraj has installed an infrastructure and special environmental watch unit, EMC<sup>2</sup>, that not only meets, but also in many cases exceeds, government standards for environmental protection, and all of its industrial estates have achieved ISO14001 certification.

In recent years, local communities have become more aware of the importance of the environment and have expressed concerns about waste and discharge management from nearby industrial estates. To allay those concerns, Hemaraj opened its doors to leaders from the local community to explain what Hemaraj and the companies in the estates are doing to reduce emissions.

By inviting 150 community representatives, from 15 nearby communities, to visit and inspect operations at its industrial estates, Hemaraj is demonstrating the commitment to being a good corporate citizen and earning the support and trust of the communities in which it operates.



## Australian Auto Factory Open Day at Hemaraj Wed. 13 June 2012

Did you know that Hemaraj Industrial Estates are home to numerous Australia automotive suppliers? Well now is your chance to see for yourself as Hemaraj Land And Development Plc. will be hosting an Australia automotive factory open day on Wednesday 13 June 2012. This event celebrates the 60th anniversary of bilateral relations between Thailand and Australia and will showcase existing Australian suppliers at Hemaraj Eastern Seaboard

Industrial Estate with products ranging from complete seating systems to 4WD accessories. The open day concludes with a Reception and Automotive Showcase at the Pattana Golf & Sports Resort. To register your interest in attending please email: [sineenart@austrade.gov.au](mailto:sineenart@austrade.gov.au) or [auto@austrade.gov.au](mailto:auto@austrade.gov.au) Further information phone Mr. Leigh Wilmott on +66 (0) 81 909 8776



60<sup>th</sup> ANNIVERSARY OF BILATERAL RELATIONS BETWEEN THAILAND AND AUSTRALIA



# Government Update

## Thailand Remains World-Class Production Base for Hard Drives

by BOI

Thailand's hard disk drives (HDDs) industry has bounced back from last year's flooding and remains a world leader in production. Dubbed the Silicon Valley of the Far East, Thailand accounts for about 40% of global HDD production, exporting more than US\$12 billion worth annually. With nearly every aspect of modern life relying on digital data, demand for data storage devices such as hard drives will soar in coming years, heightening Thailand's importance as a top production base.

All four of the world's HDD manufacturers operate production facilities in Thailand: Western Digital Corporation, Seagate Technology LLC, Hitachi Global Storage Technologies and Toshiba Corporation. As the global industry continues to consolidate, Seagate recently completed its acquisition of Samsung Electronics' hard drive business and Western Digital expects its planned takeover of Hitachi's HDD division to gain regulatory approval in March 2012. With these moves, Western Digital and Seagate will remain the dominant players. Based on September 2011 figures, Western Digital has a slight edge as the world's largest HDD supplier by volume, with a 32% market share.

Western Digital is a shining example of how businesses grow and prosper in Thailand's favorable investment climate. In the 10 years since the California-based company geared up production in Thailand, it has enjoyed a CAGR of 35%. With 38,000 local employees and a total of 650,000 square feet of production space at its two huge factories near Bangkok, Western Digital now produces about 60% of its hard drives in Thailand. Attesting to the country's effectiveness as a site for precision high-tech work, the company also conducts all R&D on its slider and head components in Thailand.

Seagate, also with headquarters in California, has over 11,000 employees in Thailand for production of sliders, head stack and head gimbal assemblies, drives, and finished HDDs. It manufactures more than 50 million hard drives annually in

the country. Toshiba produces 50% of its hard drives in Thailand with 3,900 workers and several plants. Besides such high-powered assemblers, a deep HDD support network has built up. The scores of local component suppliers provide virtually all of the more than 100 parts required for hard drive assembly.

Thailand offers many advantages as a vital investment location for enterprises in the HDD and components sector. One big plus is the "cluster" concept which puts assemblers, parts suppliers, human resources and technologies in proximity to boost efficiency. The country's well-developed road, seaport, airport and communication systems make doing business even more convenient and cost-effective. Thailand's friendly culture and affordable labor are likewise attractive to foreign enterprises. Situated at the heart of Southeast Asia, Thailand also gives exporters quick access to fast-growing regional markets with the 600 million consumers-strong ASEAN Economic Community (AEC) taking shape by 2015.

### Recovering from the Flood

Despite such attractive conditions, unusually heavy storms from July to October 2011 brought on Thailand's worst flooding in more than 50 years, causing about 600 fatalities, swamping the homes of 13 million people, and inundating industrial estates in provinces north of Bangkok. Many factories in the HDD and components sector were flooded for periods ranging from a few weeks to a couple of months. Western Digital's plants in Ayutthaya and Pathum Thani provinces and Toshiba's facilities in Pathum Thani were among those that suffered flooding, with Seagate's Samutprakarn and Nakhon Ratchasima factories largely unaffected by the natural disaster. But even production at plants not hit by the waters slowed due to the constricted supply lines.

As nearly half of Thailand's HDD capacity was affected by the flood crisis, the temporary supply chain disruption had a significant impact on the electronics industry worldwide. Global supply of hard drives fell from 176 million units in the third quarter of 2011 to an estimated 119 million units in Q4, about 30% short of demand. At the same time, this also limited the manufacture of products that rely on hard drives such as PCs, digital cameras and auto electronics.

From the public to the government to industrialists, lessons were learned after the misfortunes of the massive 2011 flood. Companies and the government have since worked hard to restore capacity. And with Thailand's factories gearing back up, the global HDDs supply is expected to return to normal during the second quarter of 2012. Although

one of the hardest hit by the flooding, Western Digital earned praise for also being among the fastest to recover. Its Ayutthaya Province plant had already restarted production on 30 November only 46 days after it was inundated.

### Strong HDD Support By the BOI

Under the government's efforts to develop high-tech industry in Thailand, the HDD sector is robustly promoted by the Board of Investment (BOI), which offers investors generous tax and non-tax incentives.

The BOI also played a major role in helping existing HDD investors recover quickly amid last year's historic flooding. During the inundation, relief measures included allowing promoted factories to outsource production on a temporary basis, bring in foreign experts to rehabilitate flooded plants, import replacement machinery duty-free, and count damaged raw materials under their waste allowances without any tax burden. Under another measure, companies directly affected by the flooding that were still in their tax holidays could receive additional years of corporate income tax exemption. Looking ahead, industrial estates that invest in flood prevention systems are to be provided special tax breaks.

The vibrant and resilient HDD sector is part of Thailand's nearly US\$60 billion electrical appliances and electronics (E&E) industry. Besides being a leading maker of HDDs, Thailand is the largest electrical appliances manufacturing base in ASEAN. It is also the world's second-biggest maker of air conditioners and fourth-largest for refrigerators. Benefitting from consistent government support, the E&E industry contributes almost 30% of the country's export revenues. E&E exports in 2010 totaled 1,689 billion baht on solid 16.9% growth. Toshiba and Hitachi are among the top manufacturers of household products in the country, along with Samsung, Sony, Nikon, Pioneer, Panasonic, Sharp, Mitsubishi, Epson, Minebea, Fujitsu, Acer, LG, Philips, Hana, Canon and many other famous brands.

New projects in the E&E industry indicate that foreign investors remain highly confident in Thailand as a leading production base. Hitachi Asia (Thailand) in October 2011 announced plans to expand its factories for electrical appliances, elevators and auto parts. The company sees Thailand as a springboard to regional opportunities with the AEC promoting the free flow of goods. Hitachi operates about 40 businesses in the country.

In January 2012, Hana Microelectronics said it will expand capacity at its Thai

plants. This includes \$25 million set aside just for new equipment at its integrated circuit factory in the Hi-Tech Industrial Estate. Listed on the Securities Exchange of Thailand, Hana has 11,000 employees, including 4,000 at Hi-Tech.

Canon also affirmed its confidence in Thailand's business environment by recently unveiling plans to pour 6 billion baht into a new copier factory in Prachin

Buri Province. The 280,000 sqm plant is expected to start production in April 2013. This follows Canon's 6 billion baht investment last year in an inkjet printer factory at Nakhon Ratchasima Province.

To help maintain investor confidence, the government is hammering out a master plan to manage the country's river basins so that any future floods would be minimized, protecting industrial estates

and economic areas. On 29 January, Prime Minister Yingluck Shinawatra told the World Economic Forum in Davos, Switzerland, that the government has earmarked US\$11 billion to develop a new water management system with more dams and floodwalls.

Source: [http://www.boi.go.th/upload/content/02-2012\\_49559.htm](http://www.boi.go.th/upload/content/02-2012_49559.htm)

## Customer Showcase

### Valeo Compressor (Thailand) Co., Ltd.

#### Success Comes from Quality Production and Community Care

Valeo Compressor (Thailand) Co., Ltd. possesses all the ingredients of a very successful enterprise. The company has world-class product quality, high output that enables cost benefits, systematic training to nurture employee development, and big emphasis on community care.

Established at Hemaraj's Eastern Seaboard Industrial Estate (Rayong) or ESIE in the mid-1990s, the company's 90,000 sq.m. Rayong site produces compressors for car air conditioners. The facility houses Valeo Compressor (Thailand) and Valeo Compressor Clutch (Thailand), which makes the clutch component for the compressors. The company produces 1.8 million piston-type compressors and 2.8 million magnetic clutches annually.

The company supplies most of the world's top auto makers with 51% in American OE sales, 25% in Asian OE sales, 10% in European Sales and others, notably.

"This is a good location for us to export efficiently, being close to the Laem Chabang deep-sea port," said Mr. Chin Weng Chow, Group Director-ASEAN for Valeo. He added that the company chose ESIE because it regards Hemaraj as one of the top industrial estate developers in terms of infrastructure, services and other aspects.

Valeo is an independent industrial group fully focused on the design, production and sale of components,

integrated systems and modules for the automotive industry, mainly for CO2 emissions reduction. Valeo ranks among the world's top automotive suppliers. The group has 124 plants, 21 research centers, 40 development centers, 12 distribution platforms and employs 68,000 people in 28 countries worldwide.

Valeo's wide global footprint encompasses operations in Europe, Asia, North America and South America. Mr. Chow said: "Thailand continues to be Valeo's major manufacturing hub for ASEAN. There is high growth potential in ASEAN, especially when the ASEAN Economic Community takes effect in 2015, in line with Valeo's growth strategy in Asia, which should reach over 30% of our original equipment sales by 2015."

The Rayong facility currently has about 850 employees but significant expansion is anticipated. This is partly because the company continues to see its customers increase demand. Another sign of growth is the plant's recent launch of an assembly line for latest-generation rotary compressors specially designed for the Thailand eco-car.

Mr. Chow praised Thai workers for their readiness to learn and a good skill set. He is also very happy with progress in localizing the Thailand operations. "It is important to have localized management for better efficiency, deeper knowledge of local business and avoiding cultural barriers. The ultimate goal of succession here is for a Thai to assume the country position," he noted.

The company believes strongly in corporate social responsibility (CSR). In fact, the Rayong site last year won the award for best CSR among the entire Valeo group worldwide. "We feel it is important to give back and be a part of the local community," said Mr. Jurin Meemungtham, Country Human Resources Director for the company's Thailand operations.

Among other social care projects, the company provided substantial

donations to individual victims of Thailand's 2011 flood and the Thai Red Cross Society. In addition, flood victims were given temporary jobs at the Rayong facility.

Health, safety and the environment (HSE) are also of vital importance to the company. And here again, Valeo's Thailand team excels. Under the Rayong site's safety campaign, production recently went 120 days without even a scratch requiring a Band-Aid.

The facility has earned an almost perfect score from an external auditing group for all aspects of its HSE operations. "We are the first site in the Valeo business group to achieve this level," said Mr. Tony Tan, Thailand HSE Manager. He also revealed that such success comes from setting targets, following up and constantly doing a lot of training. "We get suggestions from our plant operators on how to keep improving. The whole company is behind the effort," he said.



Mr. Chin Weng Chow

#### Contact Information

Mr. Chin Weng Chow  
Group Director-ASEAN

Mr. Tony Tan  
Thailand Health-Safety and Environment  
Manager

Mr. Jurin Meemungtham  
Country Human Resources Director  
Tel: 038 958 000  
[www.valeo.com](http://www.valeo.com)

## Shibakawa Thailand

### Developer, Manufacturer and Distributor of Optical Products

Shibakawa (Thailand) Co., Ltd. was established in December 2010 in Hemaraj Saraburi Industrial Land (Hemaraj SIL) by Shibakawa Seisakusho, a leading manufacturer of optical products such as ultra-compact flash built into digital cameras and high-performance external strobe lights. The company supports major camera manufacturers who expand their businesses to Thailand as a lighting specialist.

Mr. Naoji Kanno, Managing Director of Shibakawa (Thailand) Co, Ltd., pointed out that his company's uniqueness is "being able to control light with distinctive skills which other companies don't possess, by integrating advanced technologies in four fields, namely optics, electric, mechanics and software." The company also has an advantage, which is common to the Shibakawa Seisakusho headquarters in Yokohama as well as the group's production base in Southern China, of adopting a system in which it can work on projects starting from the design and development stage, being situated just beside the development departments of camera manufacturers who are its clients.

By making use of the good location of the Hemaraj SIL, which is close to clients' factories, the company aims to shorten the production process and increase customer satisfaction in terms of both speed and quality. This is being done by improving production efficiency, communication density and the quality of services. The approach has resulted in the expansion of product range, with the company receiving orders for camera flash, circuit boards for peripheral components, memories and parts related to batteries.

Mr. Kanno was posted to Thailand from his previous position in the Manufacturing Skill Center (Monozukuri Gijutsu Center) that was established in 2009 at the Shibakawa Seisakusho headquarters. He has set out to enhance the function of the production system in Thailand up to the same level as in Japan, making full use of the merits that IT technology and the global network provide. In other words, he is trying to build a total and consistent system that suits the needs of customers by using the three types of ability that Shibakawa Seisakusho possesses: the power of technology, production and supplying.

Shibakawa works on research and development together with camera manufacturers from the mockup stage. And in the production process, the company responds to a wide range of orders by using the cell system, and supports the camera manufacturers with advanced technology. The company has integrated production and distribution into one, and by providing clients with a control system, it delivers optical products just in time every day.

**"At the time of the great flood in 2011, some staff of companies who suffered from the flood visited the industrial estate, evaluating its water and flood prevention facility highly. It is likely that many more Japanese companies will choose Hemaraj SIL as their factory location, which is one of few industrial estates not affected by last year's flooding."**

Proximity to the camera manufacturers and short travel distance to the capital Bangkok were the main reasons the company decided to locate its factory in Hemaraj SIL. The company's policy is to make proposals and developments just beside the clients, Mr. Kanno reflected.



The company also highly evaluates Hemaraj's support system, as assistance was received in all aspects so that production could start right after Shibakawa moved into the industrial estate. The company currently leases the industrial land and is expanding its factory area according to business growth. It is considering purchasing the land and the factory building in the future.

To protect the environment, the company is promoting energy saving and the reuse of resources. Mr. Kanno is also expressing his positive plan to assist the local community. "We want to contribute to the increase of employment and human resource development by making the precision optics industry develop and grow in this region," he said.

Thanks to the popularity of devices such as smart phones, the demand for LEDs is increasing. Mr. Kanno plans to develop new markets for LED flash with the advanced optical design that is the company's main strength. Shibakawa will make further developments in the future as it co-exists and prospers with camera manufacturers, making lighting technology more familiar to all people.

#### Contact Information

Mr. Naoji Kanno  
Managing Director  
Tel: 036 373 045  
www.shibakawa.co.jp

## Hemaraj News

### Hemaraj Projects Continued Growth in 2012

Hemaraj recently held a press conference titled "2012: Hemaraj Continues Growth" at the JW Marriott Hotel Bangkok. Executives of Hemaraj jointly briefed the media on the record-level operations of 2011 and revealed business plans for 2012, with

projections of 40% revenue growth and a land sales target of 1,500 rai for this year.

In the picture: Mr. Chavalit Sethameteekul (3rd from left), Chairman of the Board; Mr. Thongchai Srisomburananont (4th from left), Chairman of the Executive Committee; Mr. Sawasdi Horrungruang (4th from right), Chairman of Advisors to the Board of Directors; Mr. David Nardone (3rd from right), President & CEO; and other executives of Hemaraj.





## Hemaraj Donates 8.4 Million Baht for Flood Relief

Hemaraj and its group companies donated 8,400,000 baht to the Royal Thai Army to help flood victims. Gen Prayuth Chan-ocha (center right), Commander in Chief of the Royal Thai Army, is seen receiving the support from Mr. Chavalit Sethameteekul (5th from left), Chairman of the Board of Hemaraj, while Mr. Sawasdi Horrurunguang (6th from left), Chairman of Advisors to the Board of Directors, management of Hemaraj, and high-ranking Army officers look on.



## Hemaraj Receives AMCHAM's CSR 2011 Excellence Recognition

For a second consecutive year, Hemaraj was awarded Corporate Social Responsibility 2011 Excellence Recognition by the American Chamber of Commerce (AMCHAM). The award recognizes Hemaraj's commitment to conducting business in a responsible way with environmental care and social care at the heart of its policy.



In the picture: Mr. David Nardone (center), President & CEO of Hemaraj, poses with U.S. Ambassador to Thailand Ms. Kristie A. Kenny (right), and Mr. Peter Eliot (left), President of AMCHAM Thailand, at the award presentation.

## Rajburi Skill Institute Trainees Visit ESIE



Hemaraj recently welcomed 120 participants of the "Preparing for Employment" training program from Rajburi Skill Development Institute, Region 4, at ESIE. Led by Mr. Thonglor Thoypan, Director of the institute, the visit was aimed at providing participants with an opportunity to get firsthand experience in industrial factories. On this occasion, the group also visited the factories of Suzuki Motor Corporation (Thailand) Co., Ltd. and Maxxis International (Thailand) Co., Ltd. located in Hemaraj's industrial estates

In the picture: Mr. Preeprem Malasitt (4th from left), Director, IE Training Center and New Projects of Hemaraj; and Maxis executives pose for a group photo with the participants from Rajburi institute.

## Hemaraj and East Water Donate 400,000 Baht to Support Rayong Government Counter Service

Hemaraj, in cooperation with East Water Resources Development And Management Plc. (East Water), recently donated 400,000 baht to support operation of the Government Counter Service (GCS) of Rayong Province. Aimed at providing efficient and sustainable one-stop service to the public, including applications for various permits, tax payment and pay at post services, the GCS was jointly set up at the Big C Supercenter, Rayong branch, by government agencies, state enterprises and local administrative organizations, with support from the private sector.



In the picture: Mr. Tawatchai Terdpaothai (2nd from left), Rayong Governor, receives the monetary support from Mr. Sunthorn Kongsunthornkitkul (2nd from right), Vice President of Hemaraj, and Col. Chawalit Jalookalus (far right), Public Affairs and CSR Manager of East Water.

## Hemaraj Joins IEAT's Eco Industrial Estate Showcase at BOI Fair 2011



Mr. Prasobsil Chotmongkol (front row, 3rd from left), Deputy Governor (Administration) and Acting Governor of the Industrial Estate Authority of Thailand (IEAT), recently presided over the opening of the Eco Industrial Estate Showcase organized by IEAT at BOI Fair 2011, Challenger Hall 2, Muang Thong Thani. Joining the event are Mr. Verapong Chaiperm (back row, far left), IEAT Deputy Governor (Corporate Strategy and Financial), Mr. Vivat Jiratikarnsakul (front row, far right), Executive Vice President of Hemaraj, along with high-level executives of IEAT and industrial estate developers.

## Hemaraj Honored for Flood Victims Support

Mr. Sunthorn Kongsunthornkitkul (left), Vice President of Hemaraj, receives a plaque of appreciation from Mr. Tawatchai Terdpaotai (right), Rayong Governor, for the company's donation of 200,000 baht to support Rayong Province's projects to help flood victims in various districts in Bangkok and nearby provinces.



## Hemaraj Welcomes American and Canadian Media Delegation

Ms. Jinnapat Tongviseskul (7th from left), Director, Corporate Marketing and Residential Customer Development of Hemaraj, welcomed an American and Canadian media delegation visiting ESIE. The visit was part of a media trip arranged by the Board of Investment to update investment information in Thailand.



# What's New with Our Customers

## Loparex Purchases 35 Rai in Hemaraj ESIE



Loparex Company Limited – a leading global manufacturer of polycoated and silicone-coated papers and films – signed a contract to purchase 35 rai of land in Hemaraj ESIE for its new plant in Thailand. Scheduled to begin production by the end of 2012, the 35,000 sq. m. world-class facility will feature solvent and solvent-free products, poly-coated liners, and printing and slitting capability.

In the picture: Seen exchanging the contract are Mr. David Nardone (center left), President & CEO of Hemaraj, and Mr. Michael Apperson, CEO of the Loparex Group. Looking on are Mr. Andie Ho (2nd from right), Managing Director of Loparex, Asia Pacific; Mr. Robert P. Brownlee (far right), Vice President, Engineering of Loparex LLC, USA; and Mr. Vivat Jiratikarnsakul (2nd from left), Executive Vice President of Hemaraj.

## MAX (Thailand) Purchases 30 Rai in Hemaraj-ESIE

MAX (Thailand) Co., Ltd. – a 100% subsidiary of MAX Co., Ltd., Japan's leading manufacturer of nailers – recently signed a contract with Hemaraj to purchase 30 rai of land in the Free Zone of Hemaraj ESIE for expansion of its manufacturing facility. MAX

(Thailand) started operation in 2005 with a Ready Built Factory in the Free Zone of ESIE. An expansion of MAX's production base, the new plant is expected to begin operation in January 2013 to produce nailers (pneumatic nailing tools).



In the picture: Mr. David Nardone (3rd from left), President & CEO of Hemaraj, exchanges the contract with Mr. Takashi Miida (4th from right), President of MAX Co., Ltd., Japan, while Mr. Atsushi Saito (3rd from right), Managing Director of MAX (Thailand), and Mr. Vivat Jiratikarnsakul (2nd from left), Executive Vice President of Hemaraj, look on.

# What's New with Our Customers

## Thai Dongbu Steel Signs Land Purchase Contract with Hemaraj



Thai Dongbu Steel Co., Ltd. – a subsidiary of South Korea's Dongbu Steel Co., Ltd. – recently signed a contract with Hemaraj to buy 40 rai of land for its new plant at ESIE. A leading manufacturer of steel products, Thai Dongbu Steel will produce various steel products and the PCM line for supplying the world's major home appliances manufacturers, including LG. The new plant is expected to start full operation in December 2012 with a capacity of 80,000 metric tons per year.

In the picture: Mr. Vivat Jiratikarnsakul (center left), Executive Vice President of Hemaraj, exchanges the contract with Mr. Chan-Il Jung, General Manager of Thai Dongbu Steel, while Mr. Soon Young Ku (2nd from right), Business Development Manager of Thai Dongbu Steel, and executives from both companies look on.

## Knauf Gypsum (Thailand) Purchases Land at Hemaraj SIL



Knauf Gypsum (Thailand) Co., Ltd. of the Knauf Group – a leading supplier of building materials from Germany – recently signed a contract with Hemaraj to purchase 35 rai of land for its new plant at Hemaraj SIL. With plans to expand its global business line to Asian countries, Knauf Gypsum (Thailand)'s new plant will be fully operational in early 2013 to produce building materials such as gypsum insulation

boards, plasterboards and drywall accessories at a capacity of 20 million sq.m. per year.

Seen exchanging the contract are Mr. David Nardone (center left), President & CEO of Hemaraj, and Mr. Wayne Studdon, President Director of PT. Knauf Gypsum Indonesia, while Mr. Vivat Jiratikarnsakul (2nd from left), Executive Vice President of Hemaraj, and executives from both companies look on.

## Thai Herrick Purchases 100 Rai at Hemaraj RIL



Thai Herrick Co., Ltd. – a leading structural steel fabricator under The Herrick Corporation, USA – recently signed a contract with Hemaraj to purchase 100 rai of land for its new production facility at Hemaraj RIL. The facility will fabricate structural steel for export at a capacity of 25,000 metric tons per year. Once becoming fully operational in January 2013, the new factory is expected to increase the company's total capacity as market conditions dictate up to 50,000 metric tons per year.

In the picture: Mr. David Nardone (center left), President & CEO of Hemaraj, exchanges the contract with Mr. David A. Ogilvie, President of Thai Herrick, while Mr. Wittawat Smuthranond (5th from right), Vice President of Thai Herrick, Mr. Vivat Jiratikarnsakul (4th from left), Executive Vice President of Hemaraj, Mr. Sunthorn Kongsunthornkitkul (3rd from left), Vice President of Hemaraj, and executives from both companies look on.

## Umemura Buys Ready Built Factory at Hemaraj ESIE

Umemura Corp (Thailand) Co., Ltd. recently signed a contract with Hemaraj to buy a 2,604 sq. m. Ready Built Factory in Hemaraj ESIE. A leading provider

of turn-key factory setup from Japan, Umemura's total-solution services range from location selection, factory design and construction, equipment and machinery sourcing and installation to legal and financial consultation.



In the picture: Mr. David Nardone (center left), President & CEO of Hemaraj, exchanges the contract with Mr. Akihiro Umemura, President of Umemura Corp (Thailand) Co., Ltd. Looking on are Mr. Vivat Jiratikarnsakul (2nd left), Executive Vice President of Hemaraj, Dr. Veerachai Leelalerkiet (2nd right), Structural & Sales Engineer of Umemura, and other executives.

## Shindengen (Thailand) Leases Factory in Hemaraj ESIE



Shindengen (Thailand) Co., Ltd., a leading electronic parts manufacturer, recently signed a contract with Hemaraj to lease land and a Ready Built Factory of 2,988 sq. m. in Hemaraj ESIE. Scheduled to start operation in February 2012, the factory is producing regulators, rectifiers, condenser discharged ignition, and engine control units for motorcycles and bridge diode rectifiers for electronic products under ISO 9001:2008 and ISO 14001.

In the picture: Mr. David Nardone (4th from left), President & CEO of Hemaraj, exchanges the contract with Mr. Tadashi Machida (4th from right), President of Shindengen (Thailand), while Mr. Wichai Khunborivan (3rd from right), General Manager of Shindengen (Thailand), and Mr. Vivat Jiratikarnsakul (3rd from left), Executive Vice President of Hemaraj, look on.

# What's New with Our Customers

## Mektec (Thailand) Leases Factory in Hemaraj ESIE



Mektec Manufacturing Corporation (Thailand) Ltd. – a part of Nippon Mektron Ltd., the world's leading manufacturer of flexible printed circuits (FPCs) from Japan – has signed a contract with Hemaraj to lease a Ready Built Factory of 4,700 sqm in Hemaraj ESIE. Scheduled to start operation in August 2012, the factory will produce FPCs for the hard disk, automotive, and consumer electronics and communications industries.

The photo shows Mr. Vivat Jiratikarnsakul (3rd from right), Executive Vice President of Hemaraj, exchanges the contract with Mr. Sathid Jitjongruck (2nd from left), Managing Director of Mektec Manufacturing Corporation (Thailand), while executives from Mektec Manufacturing Corporation (Thailand) and NOK Precision Component (Thailand) look on.

## General Motors Opens 6 Billion Baht Diesel Engine Plant in ESIE

General Motors recently held the Grand Opening of a 34-rai diesel engine plant located on 400 rai of land in ESIE adjacent to GM's vehicle manufacturing plant. The US\$200 million (6 billion baht) facility, GM's first diesel engine plant in Southeast Asia, is also the world's first to produce the all-new family of Duramax 4-cylinder diesel engines, representing GM's most significant powertrain investment in the region.

The highly flexible plant has the capability to manufacture approximately 120,000 engines per year for use in vehicles built

in Thailand and other global markets. The company expects to source US\$94 million (2.8 billion baht) worth of Thai-built components for the production of engines by 2012.



In the picture: Mr. David Nardone (2nd from left), President & CEO of Hemaraj, congratulates Mr. Marin Apfel (2nd from right), President - General Motors Thailand / Southeast Asia and Chevrolet Sales Thailand, while Mr. David Clarkson (far right), Vice President - Powertrain GM Thailand/ Southeast Asia, looks on.

## AAM Plant Holds Grand Opening in Hemaraj ESIE



American Axle & Manufacturing Holdings, Inc. (AAM) recently held the Grand Opening of its first production facility in Thailand, located on 52 rai of land at Hemaraj ESEI in Rayong Province. The sixth regional manufacturing operation of AAM in Asia will produce highly engineered and proven driveline products for the region, including front axles, rear axles, and driveshafts. The facility has approximately 125,000 sq. ft. of manufacturing space, with an additional 13,000 sq. ft. dedicated to administration.

In the picture: Mr. Steven J. Proctor (3rd from right), President of AAM-Asia (Vice President, AAM Corporate); Mr. John J. Bellanti (3rd from left), AAM's

Executive Vice President - World Wide Operations; Mr. Joseph Tang, (2nd from left), Managing Director of AAM (Thailand); Mr. Allan R. Monich (far left), Vice President-AAM, Warranty & Customer Satisfaction; Mr. Donald Joseph (2nd from right), Executive Director-AAM, Asia Manufacturing Operations; and Mr. Dean Samuels (far right), Executive Director - AAM, Manufacturing Services Asia; at the Grand Opening ceremony.

## Futuris Automotive Holds Factory Grand Opening in Hemaraj ESIE



Futuris Automotive (Thailand) Co., Ltd., a global leader in automotive interior design and solutions, held the Grand Opening of its new factory (7,752 sq.m.) in Hemaraj ESIE. Futuris is owned by Australia's Elders Limited, with manufacturing facilities in China, the Asia-Pacific, North America and South Africa.

Operating on 10 rai of land, the new factory will produce automotive seating and interior products both for the Thailand market and for export. At present, Futuris supplies automotive interior solutions to many of the world's top carmakers, including General Motors, Ford, Toyota, Chery, and JAC.

The photo shows Mr. Vivat Jiratikarnsakul (center left), Executive Vice President of Hemaraj, congratulating Mr. Malcolm Jackman (center right), CEO of Elders. Mr. Mark De Wit (4th from left), Managing Director of Futuris, Mr. Ron Fisher-Stamp (2nd from left), Futuris' Executive GM (South Asia & Africa), and Hemaraj executives look on.

# What's New with Our Customers

## Kyowa Casting (Thailand) Holds Foundation Stone Laying Ceremony at Hemaraj ESIE



Kyowa Casting (Thailand) Co., Ltd. – a joint venture between Kyowa Casting Co., Ltd. (Japan) and Daiki Aluminium Industry Co., Ltd. – held a Foundation Stone Laying Ceremony for its new plant at Hemaraj ESIE. Expected to start operation in May 2012, the factory will manufacture aluminum die casting for the automotive industry, with a monthly capacity of 600 tons.

In the picture: Mr. Tatsuhiro II (center), Managing Director of Kyowa Casting (Thailand), poses for a group photo at the ceremony with (from left) Mr. Mikio Koyama, General Manager of Thai Nakano Co., Ltd.; Mr. Vivat Jiratikarnsakul, Executive Vice President of Hemaraj; Mr. Vinai Ornchoy, General Manager of Kyowa Casting (Thailand); Mr. Shinya Kataoka, Director and Factory Manager of Kyowa Casting (Thailand); Mr. Norimasa Ikeda, Director of Kyowa Casting (Japan); Mr. Masao Montani, Managing Director of Daiki Aluminium Industry (Thailand) Co., Ltd.; Mr. Masayoshi Tokita, Managing Director of Seishin (Thailand) Co., Ltd; and Mr. Osamu Yamashita, Advisor of Seishin (Thailand).

## Hemaraj Congratulates SMR Automotive System (Thailand)

SMR Automotive System (Thailand) Ltd., a leading provider of value-added automotive products, services

and innovative solutions from India, recently held a Bhumi Pujan Ceremony (a traditional Hindu ritual to start construction of a new building) for its new plant in Hemaraj ESIE. Expected to start full operation by March 2012, the new facility will provide automotive-related services and solutions, including production of automotive parts for electrical distribution systems (EDS) and automotive rearview mirrors, and polymer processing.



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

## Saiden (Thailand) to Open Second Factory in Hemaraj's Industrial Estate



Saiden (Thailand) Co., Ltd. – an affiliated company of Saiden Chemical Industry Co., Ltd., a leading manufacturer of pressure-sensitive adhesive and paint

polymers in Japan – recently held a Foundation Stone Laying Ceremony for its second factory in ESIE. The new factory will manufacture the above-mentioned products and enhance production capacity gradually according to market demand. Existing capacity is 15,000 tons per year and that will double to 30,000 tons once the second factory becomes fully operational.

In the picture: Mr. Sunthorn Kongsunthornkitkul (center right), Vice President of Hemaraj, presents a congratulatory flower basket to Mr. Yoshitaka Kagoshima, President of Saiden Chemical Industry, at the ceremony. Mr. Katsuhide Takashi (2nd from left), Managing Director of Saiden (Thailand), Mr. Hiroshi Kiriwara (far left), Director-Factory Manager of Saiden (Thailand), and executives from Hemaraj look on.

## MK Kashiya Performs Stone Laying Ceremony at ESIE



MK Kashiya (Thailand) Co., Ltd. – a leading manufacturer of automotive brake components from Japan – recently held a Foundation Stone Laying Ceremony for its new plant. Located on 7 rai of land at ESIE, the 3,600 sq. m. factory will commence operation in May 2012, producing automotive brake shoes, brake pads and liners at an initial capacity of 30,000 sets, with an increase to 50,000 sets after three years.

In the picture: Mr. Takashi Kashiya (4th from right), Chairman of MK Kashiya Corp., and Mr. Tsuyoshi Kashiya (4th from left), President of MK Kashiya Corp., pose for a group photo with Mr. David Nardone (2nd from right), President & CEO of Hemaraj, and other guests at the ceremony.

# What's New with Our Customers

## Foundation Stone Laying for Caterpillar Facility in Hemaraj RIL



Caterpillar Inc., the world's leading manufacturer of construction and mining equipment and a Fortune 500 company, recently organized a Foundation Stone Laying Ceremony for its new Asia Medium Track Type Tractor Facility located on 138 rai in Hemaraj RIL. Scheduled to begin production in late 2013, the facility will increase Caterpillar's global production of medium track-type tractors in response to demand growth.

In the picture: Mr. Thomas J. Bluth (5th from right, front row), Vice President of Caterpillar Inc., poses with Mr. Tawatchai Therdpaothai (5th from left, front row), Governor of Rayong Province, Mr. Thongsai Burapachaisri (6th from right, front row), Chairman of Metro Machinery Co., Ltd., Mr. David Nardone (4th from left, back row), President & CEO of Hemaraj, Mr. Sunthorn Kongsunthornkitkul (far right), Hemaraj Vice President, and other VIP guests attending the ceremony.

## Foundation Stone Laying of Thai Industrial Gases Plant at Hemaraj EIE, Map Ta Phut

Thai Industrial Gases Public Company Limited (TIG), Thailand's leading industrial gases manufacturer and distributor, recently held the Foundation Stone Laying Ceremony for its Air Separation Unit Plant No. 3 located on 24 rai of land at Hemaraj EIE. Expected to start operation at end of 2013, the new plant will produce industrial, medical and special gases for supplying to the chemical, petrochemical, oil refinery, glass, medical, electronics, metals, fabrication, and food and beverage industries.



In the picture: Dr. Tongchat Hongladaromp (center seated), Chairman of Thai Industrial Gases' Board of Directors, and Mr. Keerin Chutumstid (4th from left seated), Managing Director of Thai Industrial Gases, pose for a group photo with Mr. Vivat Jiratikarnsakul (7th from right, back row), Executive Vice President of Hemaraj, Mr. Sunthorn Kongsunthornkitkul (2nd from right, back row), Vice President of Hemaraj, and other guests at the ceremony.

## Sang Chareon Eastern Galvanize Opens New Plant at Hemaraj CIE



Sang Chareon Eastern Galvanize Co., Ltd. – a Thai galvanizing service provider – recently celebrated the grand opening of its new factory at Hemaraj CIE. A part of the company's business expansion to the eastern region, the plant is equipped with the longest galvanizing tank in Thailand. The latest technology from England, the tank can accept 450 tons of zinc to accommodate a bigger size of products for customers, and it is environment-friendly.

In the picture: Mr. Apisak Kamwan (center left), Senior Manager, Customer Development of Hemaraj, congratulates Mr. Wattana Sujitranurak (center right), Managing Director of Sang Chareon Eastern Galvanize, while executives from both companies look on.

## Hygente (Thailand) Conducts Foundation Stone Laying Ceremony at Hemaraj SIL



Hygente (Thailand) Co., Ltd. – a leading provider of high-tech machining, plating, and ceramic products for telecommunication from Japan – recently held a Foundation Stone Laying Ceremony for its new plant at Hemaraj SIL. Scheduled to start operation in April 2012, the new plant has several automatic coil plating lines at a capacity of 2,000 tons per year. It will produce custom-made plating products for semiconductors, connectors and many other applications.

In the picture: Mr. David Nardone, President & CEO of Hemaraj, (center right) is seen congratulating Mr. Hiroshi Kobayashi, President of Hygente Co., Ltd., while Mr. Tsuyoshi Kobayashi (4th from left, front row), Corporate Strategist of Hygente Co., Ltd., Mr. Vivat Jiratikarnsakul (far left, front row), Executive Vice President of Hemaraj, and executives from both companies look on.

## Thai Herrick's Foundation Stone Laying at Hemaraj RIL

Thai Herrick Co., Ltd. – a leading structural steel fabricator under The Herrick Corporation, USA – recently held a Foundation Stone Laying Ceremony for its new plant located on 100 rai of land at Hemaraj RIL. The new facility will fabricate structural steel for export at a capacity of 25,000 metric tons per year. Once fully operational in January 2013, the factory is expected to increase the company's total capacity as market conditions dictate up to 50,000 metric tons per year.

# What's New with Our Customers



In the picture: Mr. David A. Ogilvie (9th from right, back row), President of Thai Herrick, and Mr. Wittawat Smuthranond (5th from left, back row), Vice President of Thai Herrick, pose for a group photo with Mr. David Nardone, President & CEO of Hemaraj, Mr. Vivat Jiratikarnsakul, Executive Vice President of Hemaraj, and other guests at the ceremony.

## F.T.N. Stone Laying Ceremony at Hemaraj SIL



F.T.N. Co., Ltd., a leading manufacturer of electronic parts and components from Japan, held a Foundation Stone Laying Ceremony for its new plant located on 11 rai of land at Hemaraj SIL. The factory is expected to start operating in April 2012, producing coil/flat springs for O.A. equipment and precision stamping parts for hard disk drive components.

In the picture: Mr. Yutaka Toriumi (7th from left), Managing Director of F.T.N., poses for a group photo with Mr. Apisak Kamwan (5th from right), Senior Manager, Customer Development of Hemaraj, and the company's executives at the ceremony.

## ANCA Celebrates 1,000<sup>th</sup> Installation of Machine RX7 at Hemaraj's Industrial Estate



ANCA Manufacturing (Thailand) Ltd. – a leading manufacturer of high precision CNC grinding machines – recently celebrated the 1,000th installation of its compact manufacturing machine RX7 tool and cutter grinder. Presented to Xiamen Golden Egret at the ANCA Thailand factory in ESIE, the RX7 Millennium marked another step in the success of ANCA's CNC tool cutting business in Thailand.

In the picture: Mr. Grant Anderson (left), Chief Executive Officer of ANCA Pty Ltd., hands over the RX7 1,000th installation certificate to Mr. Wu Qishan (right), Position General Manager of Xiamen Golden Egret, at the presentation ceremony.

## Valeo Lanches Latest Rotary Compressor KC28



April 3rd: Valeo Compressor Thailand held at its Eastern Seaboard Industrial Estate Rayong Plant a Launching Ceremony of the latest generation rotary compressor KC28 production line during the Asean visit of Valeo's Chief Executive Officer Mr. Jacques Aschenbroich, marking another milestone of Valeo's contribution in the growing automotive industries of Thailand.

Ribbon cutting from left to right: Dr. Phornthep Phornprapha, President of Siam Motors Group, Mr. Yukio Uchida VP Purchasing MMTH, Mr. J. Aschenbroich, Valeo's CEO, Mr. Chin Weng Chow, ASEAN National Directorate and Ms. Duangjai Asawachintachit, BOI Deputy Secretary General.

## From the Clubs

### Hemaraj Holds 3<sup>rd</sup> Annual Labor Roundtable for Management

The Hemaraj Investor Club held its yearly seminar, titled the "3rd Annual Labor Roundtable for Management." Guest speakers on various interesting

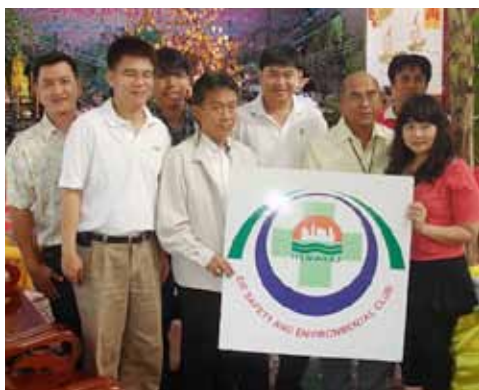
topics included HR professionals and executives from relevant public and private sectors. The half-day seminar received overwhelming interest with over 90 foreign and Thai representatives from manufacturers operating in Hemaraj's industrial estates attending.

In the picture: Mr. David Nardone (3rd from right), President & CEO of Hemaraj, is shown with guest speakers of the seminar: Mr. Somnuek Ngamtrakulchol (far left), HR Vice President of General Motors (Thailand); Mr. Sandod Themsawanglert (2nd from right), Director of the Office of Instructor and Training Technology Development,

Skills Development Department, Ministry of Labor; Mr. Somjate Phirommark (far right), HR Manager of TRW Steering & Suspension Co., Ltd.; Mr. Joseph Tang (3rd from left), Managing Director of American Axle & Manufacturing (Thailand) Co., Ltd.; and Mr. Chamnan Bhimolratana (2nd from left), BLCI Group.



## Safety And Environmental Club (ESEC) Makes Donation to Rayong School



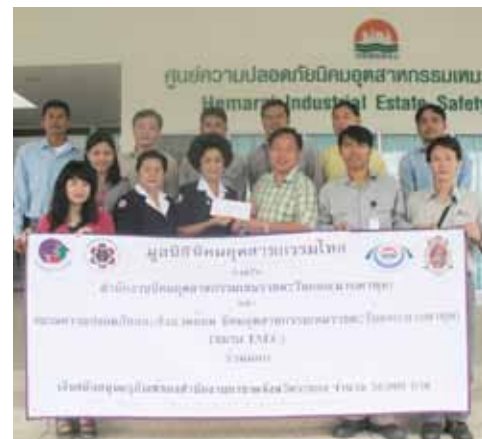
The Safety And Environmental Club (ESEC) of Hemaraj EIE (Map Ta Phut) has donated 50,000 baht to

the scholarship fund of Banchang Kanchanakul Wittaya School. The donation is a part of the fundraising program for Rayong's community service activities. The donation was led by Ms. Areerat Voranuch (far right in photo), President of ESEC, and Mr. Rakphol Kangnoy (far left), Site Superintendent of Hemaraj, in cooperation with the Thai Industrial Estate Foundation.

## Hemaraj EIE (Map Ta Phut) Donates 50,000 Baht to Thai Red Cross, Rayong

The Thai Industrial Estate Foundation, in cooperation with Hemaraj Eastern

Industrial Estate (Map Ta Phut) and the Safety And Environmental Club (ESEC) of Hemaraj Eastern Industrial Estate (Map Ta Phut), has donated 50,000 baht to the Thai Red Cross Society, Rayong, to support equipment for the Society's new office.



# Safety and Environment Corner

## Rayong Province's Emergency Response Drill 2011 Conducted at Hemaraj's Industrial Estate

Rayong Province, in cooperation with Hemaraj, the Pluak Daeng Subdistrict Administrative Organization and various government and private sector groups, recently held the Fire and Chemical Leakage Drill 2011. As a part of Rayong's Provincial Disaster Prevention and Mitigation Plan, the activity took place at Sabc Innovative Plastics (Thailand) Co., Ltd. in ESIE.



In the picture: Mr. Sunthorn Kongsunthornkitkul (back row, 6th from left), Vice President of Hemaraj, and Mr. Chamrus Nenthong (back row,

5th from left), Director, Industrial Estate Office, ESIE, join a group photo with safety officers and local authorities who participated in the event.

## Social Contribution

### Hemaraj Support Fun Fair of Rayong Province Red Cross Chapter

Hemaraj recently supported the "Annual Fun Fair" of the Provincial Red Cross Chapter of Rayong. The picture shows Mr. Tawatchai Terdpaothai (4th from left), Rayong Governor, receiving the monetary support from Mr. Sunthorn Kongsunthornkitkul (2nd from right), Vice President of Hemaraj.





## Hemaraj Assists Don Muang Big Cleaning



Hemaraj, in cooperation with the Disaster Prevention and Mitigation Office of Rayong Province, provided water trucks and a service team to support the big cleaning activity of the Don Muang area in Bangkok. The activity was organized by the Ministry of Interior to help restore flooded areas and bring back "smiles and happiness" to flood victims.

## Hemaraj Donates 200,000 Baht to Support 'Power of Sharing' Project



Hemaraj recently donated 200,000 baht to the Industrial Estate Authority of Thailand (IEAT) to support the "Power of Sharing" project. A cooperative effort by IEAT and business networks from all sectors to promote corporate social responsibility, the project provided monetary support to 20 foundations and social welfare organizations to help the underprivileged.

In the picture: Mrs. Monta Pranootnorapal, IEAT Governor, receives the donation from Mr. Sunthorn Kongsunthornkitkul, Vice President of Hemaraj.

## East Water Contributes to Hemaraj's Tree Planting Project

East Water Resources Development And Management Plc. recently contributed 86,000 baht to support Hemaraj's "Tree Planting Project" in ESIE. The project aims to increase the green area in the industrial estate to help reduce global warming and enhance a sustainable relationship with communities around the estate.



In the picture: Mr. Vivat Jiratikarnsakul (center left), Executive Vice President of Hemaraj, receives the donated cheque from Mr. Wuthiwas Numsangwanich, Marketing Specialist of East Water, while Mr. Sunthorn Kongsunthornkitkul (far right), Vice President of Hemaraj, looks on.

## Blood Donation Takes Place at Hemaraj's ESIE (Rayong)



ESIE recently organized its annual blood donation activity at the ESIE office. A total of 85,950 cc. of blood was donated from 195 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 Organizes Tree Planting in ESIE

Hemaraj held its annual Tree Planting Activity at ESIE. The project followed His Majesty the King's initiative for environmental conservation and aimed to increase the green area in the industrial estate. This year 4,000 trees were planted.



The picture shows Mr. Narapote Thewtanom (standing 6th from right), Deputy Governor of the Industrial Estate Authority of Thailand and chair of the event, and Mr. Sunthorn Kongsunthornkitkul (standing 5th from right), Hemaraj Vice President, posing with executives, factory and community representatives, school teachers and students.

## Hemaraj Donates Drinking Water to Rayong Flood Victims



Hemaraj donated 2,640 bottles of drinking water for flood victims in Moo 6, Ban Nong Tasiang, Nonglalo Subdistrict, Ban Khai District, in Rayong Province. Mr. Jakkapong Piammetta (right), Ban Khai Sheriff, is seen receiving the water bottles from a Hemaraj representative.

## Hemaraj SIL Distributes Relief Supplies for Flood Victims



Hemaraj SIL, in association with various public organizations and representatives from companies operating in the industrial estate, distributed relief supplies for flood victims in Saraburi Province. Food and necessities were handed out to flood victims in Nong Pla More, Nong Pling and Bualoy Subdistrict, Saraburi Province.

## Hemaraj SIL and Hemaraj RIL Receive CSR-DIW Continuous Awards 2011

Hemaraj SIL and Hemaraj RIL have received the "CSR-DIW Continuous Award 2011" from the Department of Industrial Works, Ministry of Industry. The award recognizes industrial sector participation in CSR-DIW Network 2011 with outstanding practices of corporate social responsibility.



Mr. Sunthorn Kongsunthornkitkul (left picture), Vice President of Hemaraj, and Mr. Narongsak Chatchaval (right picture), Manager of Hemaraj SIL, receive the accolade from Mr. Athit Wuthikaro, Director-General of the Department of Industrial Works.

## Hemaraj SIL Organizes Katin 2011



Hemaraj SIL, in cooperation with Nong Kaem community members, organized the Katin 2011 at Wat Nong Ang Thong, Nong Kae District, Saraburi Province. Mr. Narongsak Chatchaval, Senior Site Superintendent of Hemaraj SIL, and manufacturers in the industrial estate jointly offered Charity Katin to the monks. A part of Hemaraj SIL's continuous community activities, proceeds from the Katin will be contributed to support the construction of the main temple of Wat Nong Ang Thong.

## Hemaraj Supports Government Kitchen 'One Province One District'

Hemaraj has donated 200,000 baht to Rayong Province to support the

government kitchen "One Province One District" project. Launched by the Ministry of Interior on November 6, 2011, the project requires each province to provide a mobile cooking unit to serve cooked food for flood victims in various districts in Bangkok.



In the picture: Mr. Sunthorn Kongsunthornkitkul (2nd from left), Vice President of Hemaraj, hands over the donation to Sub Lieutenant Supeepat Jongpanich (far right), Rayong Deputy Governor.

## Hemaraj Helps Ease Teacher Shortage in Map Ta Phut



Hemaraj, in cooperation with the AMCHAM Thailand Charitable Foundation and Glow Group, recently provided extra temporary teachers under the Adopt-A-School: Teacher Fellowship Program to the Wat Map-Chalood School, Ban-Nong-Fab School and Nikom-2 School. Since 2008, Hemaraj and the foundation have funded the program by providing financial support for the hiring of an extra temporary teacher for schools, easing the teacher shortage in the Map Ta Phut area. In 2011, Glow Group joined the program as an additional supporter.

In the picture: Mr. David Nardone (center right), President & CEO of Hemaraj, Mr. Heikki Pudas (back row, 2nd from right), Executive Vice President - Project Development of Glow Energy Public Co., Ltd., and Mr. Thongchai Munkhong, Director of the Office of the Basic Education Commission of Rayong Area 1 (center, left), pose for a group photo with teachers and students from the three schools.

## Blood Donation at Hemaraj EIE



The Safety and Environmental Club of Hemaraj EIE recently organized its annual blood donation activity at the HRD-EIE office. A total of 42,200 cc. of blood was donated from 96 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 Helps Extinguish Fire for Local Community



Hemaraj recently provided a fire truck, water truck and service team to help the Mae Nam Koo Sub-District Administrative Organisation extinguish a fire at a factory located outside of Hemaraj's industrial estate in Mae Nam Koo Sub-District, Pluak Daeng District, Rayong Province.

## Blood Donation at ESIE



ESIE organized its annual blood donation activity at the ESIE office. A total of 59,200 cc. of blood was donated from 134 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 in the province's hospitals.



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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

# Training Programs

Hemaraj Training Center, Eastern Seaboard Industrial Estate (Rayong)

May-June 2012

No.	Course	Institute	Date	Time	No. of Participant	Course/ person (Baht)	May'12	Jun'12
1	การขับรถ Forklift อย่างถูกวิธีและปลอดภัย Operation Technique of Forklift Truck	IQS, www.iqs-training.com	1 day	9:00-16:00	25	1,800.00		Thur,21
2	การขับรถ Forklift อย่างถูกวิธีและปลอดภัย Operation Technique of Forklift Truck	Siam Inspection & Engineering	1 day	9:00-16:00	25	1,800.00	Fri,18	
3	เจ้าหน้าที่ความปลอดภัยในการทำงานระดับ หัวหน้างาน SAFETY OFFICER : SUPERVISOR LEVEL	Siam Training	2 days	9:00-16:00	30	2,200.00		Mon-Tue 11-12
4	เจ้าหน้าที่ความปลอดภัยในการทำงานระดับ บริหาร SAFETY OFFICER : MANAGEMENT LEVEL	Siam Training	2 days	9:00-16:00	20	2,500.00	Mon-Tue 14-15	
5	กฎหมายแรงงานสำหรับผู้จัดการ (Labor laws for Managers and Executives)	A.Chamnan	1 day	9:00-16:00	20	1,900.00	Thur,10	
6	เทคนิคการใช้มาตรการทางวินัยสำหรับผู้บังคับบัญชา Techniques in Handling Disciplinary Actions for Supervisors	A.Chamnan	1 day	9:00-16:00	20	1,900.00		Thur,14
7	สุดยอดหัวหน้างาน (Excellent Supervisor) สำหรับหัวหน้างานตั้งแต่ระดับกลางขึ้นไป	Faibukkol, www.faibukkol.com	1 day	9:00-16:00	20	1,900.00	Thur,24	
8	7 ทักษะสำหรับหัวหน้างาน (7 Supervisor skill) สำหรับหัวหน้างานใหม่และหัวหน้างานในระดับต้น	Faibukkol, www.faibukkol.com	1 day	9:00-16:00	20	1,900.00		Fri,15
9	Excel for HR	ACC	1 day	9:00-16:00	10	1,800.00	Fri,18	
10	Microsoft Excel2007 : Basic	ACC	1 day	9:00-16:00	10	1,800.00	Mon,14	
11	Microsoft Excel2007 : Intermediate	ACC	1 day	9:00-16:00	10	1,800.00		Mon,11
12	Microsoft Powerpoint2007 : Intermediate-Advanced	ACC	1 day	9:00-16:00	10	1,800.00	Mon,21	
13	Basic Computer (คอมพิวเตอร์เบื้องต้น)	ACC	1 day	9:00-16:00	10	1,800.00		Mon,18

## Remarks

- Discount 10% for Hemaraj's Customer (except languages courses on English, Japanese and Thai).
- 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.
- There will be placement test fee of Baht 100 per person for language courses.

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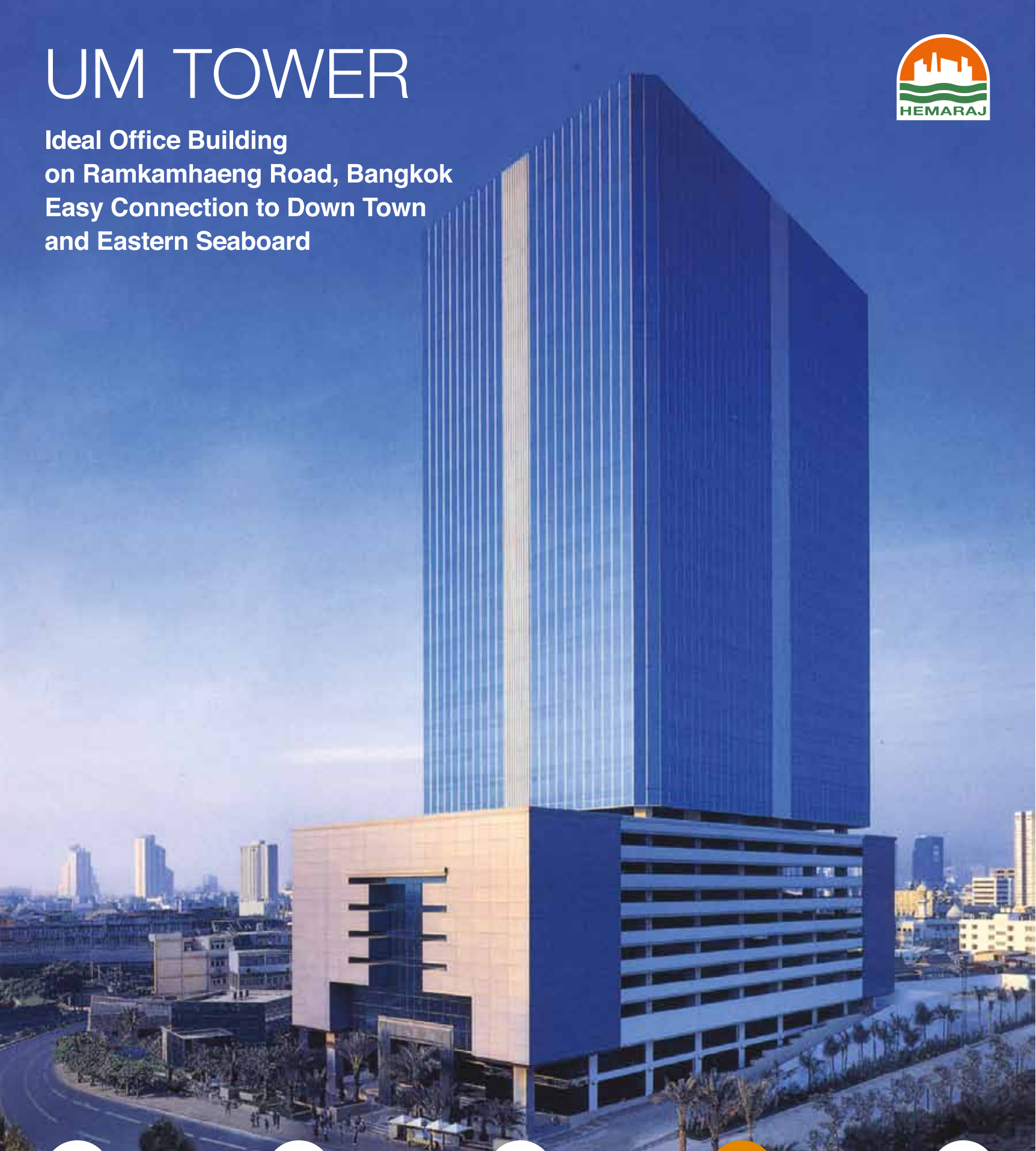
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# THE RIGHT FORMULA

The Park Chidlom has garnered much attention for its sleek design, well thought out interiors, sprawling green spaces and attention to eco-friendly management. When the stunning project was in its final planning stages a few years ago, the aim was to create an environment where people would feel they are really living in their own home. A safe, private location that presented them with luxury ambience under the well-known theme “A Symphony in Living”.



Over the years, developers have sought to design residential project that conformed to a certain unwritten rule, but when the team sat down to work on The Park Chidlom, they may have begun with a blank page, but they had plenty of ideas. One of the most standout features can be seen from a long way and that's the western-inspired architecture with art deco crown, reminiscent of a residential building overlooking New York's Central Park. The modern design perfectly blends tropical and exotic interior and exterior spaces with top class functionality and landscaped recreation areas.

The two towers feature 218 units in total and each residence is served by two double passenger lifts with private lift lobbies for three-bedroom and penthouse units, while two-bedroom units share a lift lobby with only one neighbor. Maximizing interior space was boosted with the installation of high-ceiling as well as the floor-to-ceiling glass in most living, dining and master bedrooms. The large glass windows are double-insulated and made with extra thick design, aiming to provide a peaceful solution to heat and ultra violet light, and unwanted city noises that is likely to permeate to each unit to ensure peaceful night.

A two-bedroom unit features a separate main living area that joins a fully-equipped kitchen. The main living area layout is open-plan to allow for flexible use of the space while the master bedroom is well-designed with standard slumber bed and the bathroom is well-designed, clean, crisp, and bright. The kitchen plays a prominent role and The Park Chidlom provides customers with brand name kitchen appliances to suit a customer's individual requirements and reflect the modern lifestyle.

The Park is finished with the concern of the nature surrounding with a sense of resort ambience. The total area is approximately 5.461 Rai, covering landscape, pool, greenery recreation areas, free-form swimming pool with pavilion amidst lush tropical gardens, ample play area and walking paths. The high-end residential project is consisted of two towers featuring 218 units in total with extensive landscaped gardens, recreation areas, and spacious pools, making it a sanctuary in the city with resort atmosphere. The location is very ideal, providing easy access to major roadways, expressway, BTS station, including Bangkok's most vibrant shopping area, business, and entertainment venues. The intelligent mix of unique design and the cutting-edge technology help to stress or redefine the homey comfort to all residents.

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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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