

# WHA... Newsletter

# CONNECT:



December 2018, Vol. 41 : No. 3



## EEC & Industry 4.0

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Launches Second Plant  
at WHA CIE 1

## WHA Tower

The Ultimate Living Workplace,  
Gateway to EEC

**WHAUP** Races Forward  
with Solar Rooftop Investment

**AW (Thailand)** Doubles  
Its Production Capacity  
by 2020

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## WHA Group

Corporate Marketing Department

Tel: +66 (0) 2 719 9555 Fax: +66 (0) 2 719 9546

[www.wha-group.com](http://www.wha-group.com)

[marketing@wha-group.com](mailto:marketing@wha-group.com)

## EEC & Industry 4.0

**Ms. Jareeporn Jarukornsakul**  
**Chairman and Group CEO**  
**WHA Corporation PCL**

The industrial world is moving towards a new era of evolution under Industry 4.0. At its core is the merging of technologies between robotics and automation with the Internet of Things (IoT). This convergence will lead to integrated intelligent networks comprising machines, equipment and production units.

The highlight of Industry 4.0 is the connectivity between machines and robotics/automation, resulting in the sharing of information and resources. Consequently, the elements involved in Industry 4.0 become significantly advanced, due to automatic operations, flexibility and adaptability, which are all suitable for manufacturing. *This will enhance the efficiency of the manufacturing sector, help reduce resource consumption and wastage through eco-friendly practices, and ultimately boost the country's competitiveness.*



Thailand is ranked 10th in terms of the use of industrial robots by numbers. *However, when it comes to robot density ratio, Thailand falls far behind the global average.* According to the 2017 International Federation of Robotics Report, with 45 robot units per 10,000 workers, the country's figure is lower than the global average of 74. Among countries within the Asia Pacific region, South Korea, Singapore and Japan have the highest ratio with 631,488

and 303 robot units per 10,000 workers, respectively. One factor for Thailand's low robot density is the lack of robotic skills among Thai workers, which is vital to operate robots in the manufacturing sector. For countries that manufacture robots or have the highest density of robots, the labour market also plays a significant role. This means that they have a large STEM (Science, Technology, Engineering and Mathematics) workforce. If they import robots, it also shows that their workers have good English skills needed to operate robots and machines.



Moreover, we are facing a potential labour shortage due to an aging society and rising wages. Costs related to the use of robots and automation systems are also expected to fall as technology advances, encouraging local entrepreneurs to replace their workers to lower production costs in the long term. *The impact of robots and automation systems on the labour market and unemployment should not be ignored, as most Thai industries still use human labour.* This worked to Thailand's advantage during Industry 2.0 and 3.0, to compete with other countries in terms of production. *But if this continues without a good management plan, it would result in widening the income gap between the employed and the unemployed, as low-skilled workers will eventually be replaced by more efficient robots and systems.*

The public and private sectors should join forces to find ways to cushion the effect, such as introducing upskill or reskill programs, or providing educational support to develop high-quality professionals with Bachelors, Masters, and Doctorate degrees in robotics or other related fields that are in high demand in the Thai labour market, i.e. software engineering and mechatronics engineering. This could help solve unemployment, and at the same time, increase the country's productivity during the Industry 4.0 era.

# BOI's Incentive Schemes Set to Support Infrastructure Development for EEC

To drive concrete development of the Eastern Economic Corridor (EEC), Thailand's Board of Investment has recently approved investment incentive scheme for the bidding winners of U-Tapao Airport's Passenger Terminal 3 and Digital Park Thailand



(EECd) development projects, two among six major development projects in EEC.

With the biddings for the development of both projects planned for late 2018, BOI has offered the incentive scheme to attract more investors to participate in the biddings. The investment incentive scheme is aimed to increase investors' confidence and success opportunity.

When completed, the two projects will play a key role in moving the EEC forward as a new regional business hub and accelerate the government's plan to transform Thai economy.

The bidding winner of U-Tapao Airport's Terminal 3 development project will be granted exemption of import duty on machinery and 8-year corporate income tax (CIT) exemption. In case the developer has cooperation with an educational institution to develop human resources, and BOI will grant 50% reduction of CIT for another three years under the EEC investment incentive scheme.

The U-Tapao Airport's Terminal 3 is part of the Aerotropolis development project. Under public-private partnership format, the Aerotropolis would include

the construction of a 7.1 billion-USD (233-billion-baht) Passenger Terminal 3 which will increase the airport's passenger handling capacity from 5 million passengers to 22 million passengers in 2033, and increase flight handling capacity from currently 25,000 units per year to 120,000 aircraft per year by 2033. When completed, the project will cover additional passenger terminals, cargo zone, cargo & logistics village, commercial gateway, MRO zone, and the aviation training center.

While the development of Aerotropolis is taking shape, the government is working on other infrastructure development to build seamless road, rail, sea and air transportation network. Such infrastructure development to build seamless road, rail, sea and air transportation network. Such infrastructure development includes the construction of the 6.8 billion USD (224-billion baht) high-speed train linking the three airports -- Don Mueang Airport, Suvarnabhumi Airport and U-Tapao, the 4.7-billion-USD (155-billion-baht) development of Laem Chabang Port Phase 3 which increases container throughput from 7.7 million TEUs per year to 18.1 million TEUs per year, and 306-million-USD (10.1-billion-baht) Map Ta Phut Port Phase 3 which be

able to handle 19 million additional tons of cargo (petrochemicals and natural gas) upon completion.

The development of U-Tapao Airport, high-speed train, Laem Chabang Port, Map Ta Phut Industrial Port and MRO Center are included in the Public-Private-Participation (PPP) fast track program which shortens bidding process from 40 months to 8-10 months.

For the bidding winner of the Digital Park Thailand or EECd, BOI will grant import duty exemption on machinery and CIT exemption for eight years. The investment project including cooperation with the educational institution to develop human resources will enjoy an additional four-year tax holiday.

EECd is designed to become the center for digital industry and investment of the region, which will promote commercialized digital innovations that drive Thailand 4.0 transformation. EECd will also play an important part in making Thailand the trade and investment hub for the region's digital business. Targeted activities for EECd include software development, digital services, digital park, data center, innovation incubation center, cloud service, R&D, and relevant services.

The Digital Park Thailand will have comprehensive digital infrastructure, including high-speed optic fiber network, innovation infrastructure such as living lab, and other facilities to support business activities. Built as a Smart City, the EECd will be fully equipped with advanced digital systems, such as face recognition security system, smart tap water system, 5G testing area, etc.

Source: Published by BOI on 13 November 2018 on [www.boi.go.th](http://www.boi.go.th)

## 'WHAUP' Races Forward with Solar Rooftop Investment Completing New 2.6 MW in Q3, with Further 10 MW in Pipeline

WHAUP was appointed by Electrolux to invest and operate a 0.50 MW solar rooftop system at one of its factories in Rayong, WHAUP is also eyeing to sign another 10 MW contract this year.

**Mr. Wisate Chungwatana, Chief Executive Officer of WHAUP, said,** "WHAUP provides a fully integrated solar rooftop service to industrial customers, with 2.6 MW new projects scheduled to achieve commercial operation in Q3/2018. Recently, the company has signed an agreement with Electrolux Thailand Co., Ltd. to invest and operate 0.50 MW solar rooftop system at one of Electrolux factories in WHA Rayong Industrial Land, whereby Electrolux will enjoy savings on electricity cost over 20 years with no investment or operation cost".

**Mr. Chris Dineen, Plant Manager, Electrolux (Thailand) Co., Ltd.,** remarks "At Electrolux, and in line with our "Purpose" mission statement, we continuously focus on energy efficiency and responsibility to the environment. We have already commissioned the first-phase solar rooftop installation of 0.1 MW, using our own funding, and was later pleased to find out about WHAUP's service scheme in which WHAUP will be responsible for the investment and operation of solar rooftop system, while selling the solar-generated electricity back to us at a discounted price. This enables us to achieve an additional 0.5 MW solar system installation at our factory, fulfilling our target

capacity of 0.6 MW, while bearing no additional cost or maintenance burden."

"Once this second phase solar rooftop installation is completed," he added, "the use of this carbon-free energy source will greatly help our sustainability and environmental goals by achieving additional CO2 generation avoidance of 400 tonnes per year."

WHAUP is currently discussing with potential customers in WHA industrial estates and other industrial customers expecting to sign another 10 MW agreement this year. At present, WHAUP already has 9 solar rooftop power plants in operation with total capacity of 4.8 MW. Prospects for growth in solar rooftop are favorable as industrial customers are becoming more and more inclined towards the use of clean energy, while recognizing its economic benefits in saving electricity cost.

"WHAUP offers an all-inclusive solar rooftop service package," WHAUP CEO Mr. Wisate said, "encompassing design, engineering, installation, permitting and licensing as well as operation and maintenance over entire contract life. The customer benefits from cheaper energy bills at no upfront or operation cost. Our team has expertise and long experience in power and utilities services for industrial users, making us well equipped to provide the best energy saving solutions from solar rooftop services for our customers."

### WHAUP Solar Rooftop

Saving upto  
25% on Electricity Bill  
ZERO Investment  
Free Long-term Service

061 394 2111  
02 719 9559

WHA Utilities and Power Public Company Limited

solarroof@wha-up.com  
www.wha-up.com



## AW (Thailand) Co., Ltd. Expansion to Double Production Capacity by 2020 with Extended ‘Family-like’ Workplace for Employees

Japan’s AISIN AW Co. Ltd, a member of the AISIN Group companies, is a manufacturer and distributor of automatic transmission, holding the largest share in the global market.

**AW (Thailand) Co. Ltd** is a subsidiary, established in Thailand in 2015. The company started production in June 2017 at WHA Eastern Seaboard Estate 2 (WHA ESIE 2) and now have over 400 employees. With production at full-scale on two working shifts across day and night, the factory produces 140,000 units per year and mainly supplies the local Thai market.

AW (Thailand) see the country as the center of ASEAN, historically as well as geopolitically, and believe Thailand will continue to be the hub of automotive production for a long time in the future. Previously, AISIN AW Co. Ltd had been exporting 600,000 units per year of automatic transmission (AT) from Japan to the ASEAN region, but considered that starting local production would contribute to mass production and cost reductions in Thailand.

Across Thailand and ASEAN, where the economy has been growing, cars support people’s everyday lives and businesses. The majority of cars in Thailand, mainly 1-ton pickup trucks, are with manual transmission. But the rate of cars with AT has started to rise closer to 50% and in particular, compact cars with AT have been increasing in Thailand recently. This trend is expected to expand to all types of cars in the future.



Currently only half of AW (Thailand)’s factory compound of 18,000 m<sup>2</sup> is utilized for production, with additional production lines being built at a fast pace. By 2020, the company aims to increase production to 300,000 units per year.

Mr. Hiroyuki Hasegawa, President of the local entity, is impressed by the skills of the local workforce. Vice President Mr. Yuichi Iwakawa cites his employees’ “high sensitivity and eagle eyes”, saying “They will report matters to us if they feel something is abnormal. We appreciate their service greatly.” The company prides itself on developing



its staff and maintaining a welcoming, safe, clean and respectful workplace. The factory building is completely air-conditioned and the entrance hall has glass walls to the ceiling, so the inside of the factory is visible, surprising many visitors. The factory compound contains various facilities for employees, such as a football field, fitness room, and company cafeteria, providing spaces where people can work and rest cheerfully with energy and peace of mind.

Mr. Iwakawa notes that they labored to select the right factory location, reviewing many sites before settling on WHA ESIE 2. At a perfect location for traffic, easy access to Laem Chabang port, and also 120 meters above sea level, there is no worry of flooding. Development around the industrial estate area had just started, and it was possible to make arrangements according to the company’s business plan. “More importantly”, Mr. Hasegawa said, “We were impressed by WHA’s sincere and speedy response. They provided us with a feeling of security, which other companies didn’t.”

One year has passed since full-scale production started. Supported by peace of mind and trust, AW(Thailand) Co., Ltd. aims for further leap in their business.

### Contact information

Mr. Hiroyuki Hasegawa, President  
AW (Thailand) Co., Ltd.  
+66 (0)3 308 5111  
<http://www.aw-th.co.th/profile>

# ZF Lemforder (Thailand)

## Solar Rooftop Technology to Enhance Growth while Reducing Energy Costs

**ZF Lemforder (Thailand)** is a subsidiary of ZF Group, a global leader in driveline and chassis components. The group has a worldwide workforce of 146,000 people, with approximately 230 locations in some 40 countries. With global sales of €36.4 billion in 2017, ZF is one of the largest automotive suppliers worldwide, investing 6% of its turnover in R&D.



Established in Thailand since 2002, the company's main plant was moved in 2010 to the Eastern Seaboard Industrial Estate (ESIE), where it leases an 11,000 m<sup>2</sup> built-to-suit and Ready-Built facility. With a workforce of 200 employees, ZF factory produces approximately 60,000 axle units per year, plus other chassis components for car manufacturers such as BMW, Mercedes-Benz, Ford and GM. More recently, ZF expanded its activities in assembly and engine dressing for passenger cars and 1-ton pick-ups as well as for motorcycles.

Seeking to reduce its energy consumption with environment-friendly alternatives, ZF Thailand decided to embark on a solar rooftop project initiated by WHA Utilities and Power PLC. (WHAUP). "WHAUP has installed 8,000 sq.m. of solar rooftop panels at the ZF Thailand facility, representing an installed capacity of 0.8 MW. With the on-grid solar system, the power generated by these solar panels will be sufficient to supply our factory", explains Mr. Sirachat Samaikul (right), ZF Thailand Plant Manager.



**"WHAUP** is responsible for the investment of the solar equipment, its installation and its maintenance. ZF Thailand is expected to be supplied by solar energy up to approximately 49% of its current energy consumption and reduce CO<sub>2</sub> emissions by 550 tons per year. We are delighted to collaborate with WHAUP in this exciting project," declared Mr. Thinus Steyn (left), ZF Lemforder Head of Region South East Asia, India and Pacific for the Chassis Systems Business Unit.

"This fits in perfectly with our group's environmental objectives and we are grateful to WHA Industrial Development and WHAUP for giving us the opportunity to enhance our factory with this win-win agreement", he concluded.

### Contact Information

Mr. Thinus Steyn, Vice President  
Mr. Sirachat Samaikul, Plant Manager  
ZF Lemforder (Thailand)  
+66 (0)38 929200  
www.zf.com

## WHA TOWER : New Headquarters to Rise in Bang Na

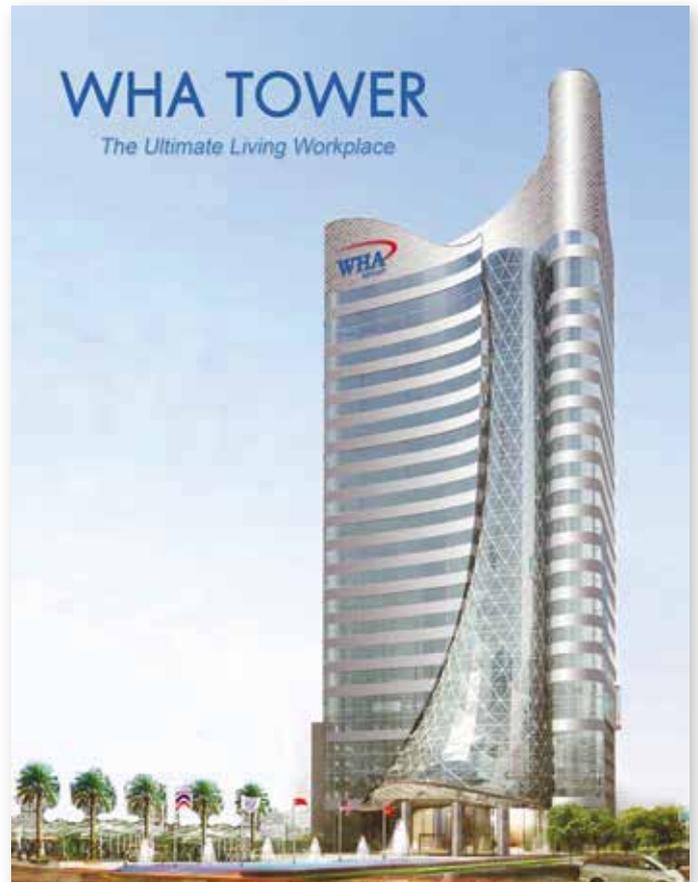
**The Ultimate Living Workplace Will be Ready in 2020  
to Accommodate Investors in S-Curve Industries**

**WHA** Corporation PCL (WHA Group), Thailand's leader in fully-integrated logistics and industrial facilities solutions, announced on 8 August 2018 that the company will soon build its new headquarters in Bang Na, the gateway to the EEC. With a budget of THB 2 billion, the 25-story building will be a major corporate project erected according to the latest world-class standards. It will foster modern office construction offering a flexible working environment.

WHA TOWER is designed by award-winning Palmer & Turner (Thailand), responsible for iconic buildings that now grace Bangkok's skyline, such as The Park Chidlom. WHA TOWER will have a total area of over 53,000 sq.m. approximately a third of which will be occupied by WHA Group offices. The remaining area will be offered for rent to corporations and business entrepreneurs, especially to WHA customers in the S-Curve industries. Its ideal location on Bang Na Trad Highway Km 7 is a short drive to WHA Logistics centers in Bangna Trad, WHA Logistics Parks and WHA industrial estates. It is also within close proximity to Suvarnabhumi airport, Mega Bangna, Central Bangna, residential projects, schools and universities, and upcoming developments such as the mixed-use lifestyle project: The Forestias and The Bangkok Mall.

The foundation stone-laying ceremony was led by Ms. Jareeporn Jarukornsakul, Chairman and Group CEO, WHA Corporation. This event officially launched the start of WHA TOWER which will set a benchmark for sustainability and efficiency in office design and construction.

"This marks a very important milestone for WHA Group and a very exciting time for the management, employees and clients who will benefit from the excellent work environment WHA TOWER will offer," declared Ms. Jareeporn. "The decision to build this new headquarters stems from our desire to deliver quality service to our customers. It will be designed to increase efficiency for all our business units



and will be equipped with state-of-the-art technologies featuring cost-effective and eco-friendly approaches. It will be a first in many levels, as 'The Ultimate Living Workplace', the new landmark in Bangna and the gateway to the EEC."

Expected to be completed in 2020, Bang Na's newest architectural landmark will have outstanding features for security and surveillance, building diagnostics, early fire detection, solar roof outside parking and building management.

WHA Group is investing for the long term, which is one of the keys of the company's success. Its commitment to build new, state-of-the-art corporate headquarters and support thousands of jobs is indicative of its successful strategies and contributions to keep the country's industrial sector moving forward.



## WHA Group Holds Stone Laying Ceremony for New Headquarters WHA TOWER in Bang Na

Ms. Jareeporn Jarukornsakul (center), Chairman and Group CEO of WHA Corporation PCL (WHA Group) led the stone laying ceremony for WHA Group's new headquarters to rise in Bang Na, a new landmark for the area and the gateway to the Eastern Economic Corridor (EEC). With a budget of THB 2 billion, WHA TOWER is expected to be

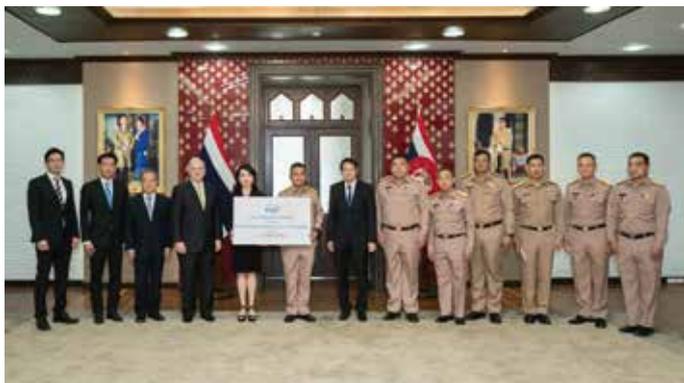
completed in 2020 and will be equipped with state-of-the-art technologies featuring cost-effective and eco-friendly approaches. Under The Ultimate Living Workplace concept, WHA TOWER will accommodate and deliver quality service to corporations, business entrepreneurs and WHA customers in the S-Curve industries.



## WHA Group Meets Investors to Showcase Strategic Plans for EEC

Ms. Jareeporn Jarukornsakul (middle), CEO of WHA Corporation PCL (WHA Group) recently met with investors, analysts and marketing officers to emphasize WHA Group's business plans to drive WHA Logistics, Industrial Estate, Utilities & Power, and Digital Platform business, in response to increasing local and overseas investment, especially in the Eastern Economic Corridor (EEC), and in line with the Thailand 4.0 scheme. The meeting was hosted by Asia Plus Group Holdings PCL, welcomed by its CEO Dr. Kongkiat Opaswongkarn (2nd from left).

## WHA Group Supports Sattahip School as Role Model Private Schools in EEC



WHA Group donated a total of THB 4 million to the Royal Thai Fleet campus and Sattahip Naval Base campus of the Sattahip School in Chonburi province. This contribution will be used to renovate classrooms for English classes and to purchase quality educational materials and teaching aids to enhance learning in these educational institutions. This is part of the Role Model Private Schools in the EEC project initiated by the Ministry of Education, the EEC Office and the Royal Thai Navy to cultivate and train the next generation of workers in line with the government's Thailand 4.0 concept.

In the picture: Ms. Jareeporn Jarukornsakul (5th left), Chairman and Group CEO of WHA Corporation PCL (WHA Group) hands over a THB 4 million donation to Adm. Naris Pratoomsuan (6th left), Commander-In-Chief, Royal Thai Navy. Also present event were: Dr. Kanit Sangsubhan (center), Secretary-General, EEC Office of Thailand and Vice President of the project; Adm. Sophon Wattanamongkol (6th right), Advisory Group, Royal Thai Navy and President of the project; Mr. David Nardone (4th left), Group Executive Industrial and International; and Mr. Vivat Jiratikansakul (3rd left), Chief Operating Officer-Industrial and International, WHA Industrial Development PLC.

## WHA Group Signs MoU with Italian Aerospace Network (IAN)

Together with the Italian Aerospace Network (IAN), WHA Corporation PCL recently announced a cooperation agreement to foster Aerospace Collaboration on Education and Industrial Know-how Transfer. This agreement, in the form of a Memorandum of Understanding (MoU), will bring in experience and expertise in the aerospace industry for overall improvement in skills development.

In the picture: Mr. David Nardone (2nd left), Group Executive Industrial and International, WHA Industrial Development PLC and Ms. Siyaphas Chantachairoj (left), Corporate Marketing Director, WHA Corporation PCL, during the MoU signing ceremony with Mr. Riccardo Coli (center), Secretary General, Italian Aerospace Network, and representatives of the BOI Office in Paris Mr. Choowong Tangkoonsombati (2nd right), Director, and Ms. Souchitra Sassady-Abhay (right), Investment Promotion Officer.



## WHA Industrial Development Hosts Networking Event for European Delegates



WHA Industrial Development PLC, in coordination with the Thailand Board of Investment (BOI) Office in Paris, hosted a dinner reception for European business delegates who were in Thailand to explore investment opportunities. Present at the networking event were Mr. David Nardone, Group Executive Industrial and International, and Ms. Ladda Rojanavilavudh, Vice President-Industrial Estate Customer Development, WHA Industrial Development PLC and Ms. Siyaphas Chantachairoj, Corporate Marketing Director of WHA Corporation PCL. The BOI Paris Office was represented by Mr. Choowong Tangkoonsombati, Director, and Ms. Souchitra Sassady-Abhay, Investment Promotion Officer.

## Jiangsu Business Group Visits WHA ESIE 1

WHA Group recently welcomed a business group from China's Jiangsu province, exploring investment and venture opportunities in Thailand's Eastern Economic Corridor (EEC). Ms. Ladda Rojanavilavudh (4th right), Vice President-Industrial Land Customer Development of WHA Industrial Development PLC, led the delegates on a comprehensive tour of WHA Eastern Seaboard Industrial Estate 1 (WHA ESIE 1) in Rayong province to show the world-class environment and highly reliable infrastructure, utilities and services available for its customers.



## WHA Group Welcomes Taiwanese Delegation to ESIE (Rayong) and WHA ESIE 1



A group of Taiwanese investors, researchers and officials from both the public and private sectors were also warmly received by WHA Group recently. Led by Mr. Thongchai Chasawath, Executive Director of Thailand Trade and Economic Office (Taipei) and Ms. Ratanawimon Naree Sukreekhet, Director of Thailand Board of Investment (Taipei Office), the delegation was in town to study investment opportunities in Thailand. During their tour of Eastern Seaboard Industrial Estate (Rayong) (ESIE) and WHA Eastern Seaboard Industrial Estate 1 (WHA ESIE 1), Mr. Tanin Subboonrueng, Vice President - Industrial Estate Operations and Maintenance, WHA Industrial Development PLC, gave them an overview of WHA Group's world-class services and facilities offered in the Eastern Economic Corridor (EEC).

## Aerospace & MRO Reps Tour ESIE and WHA ESIE 1

WHA Corporation's Director of Corporate Marketing Ms. Siyaphas Chantachairoj hosted a tour of automotive facilities and plants located at the Eastern Seaboard Industrial Estate (Rayong) (ESIE) and WHA Eastern Seaboard Industrial Estate 1 (WHA ESIE 1) for a delegation from the Aerospace & MRO (maintenance, repair and overhaul) industries led by the Thailand Board of Investment (BOI). The group came to the EEC to visit the automotive cluster of Thailand that promotes efficiency of investment in the future, lower cost and greater cooperation.



## Community Development Department Visits ESIE (Rayong) and WHA ESIE 1

Mr. Rakphol Kangnoy - Director of Industrial Estate Operations, WHA Industrial Development PLC, a subsidiary of WHA Corporation PCL, gave a warm welcome to participants in the Executive Program for Community Administration of the Community Development Department recently at Eastern Seaboard Industrial Estate (Rayong) (ESIE) and WHA Eastern Seaboard Industrial Estate 1

(WHA ESIE 1). Led by Ms. Prapa Pannittayakul - Director of Community Development College (Bang Lamung municipal area, Chonburi), the group was there to observe urban development strategies and the private sector's role in the development of the Eastern Economic Corridor (EEC).



## University of Virginia McIntire School of Commerce Students Visit WHA Industrial Development



Ms. Siyaphas Chantachairoj, Director of Corporate Marketing at WHA Corporation PCL, recently welcomed a delegation of students and professors from the University of Virginia McIntire School of Commerce. The group visited Thailand's world-class automotive cluster located in Eastern Seaboard Industrial Estate (Rayong) and WHA Eastern Seaboard Industrial Estate 1 (WHA ESIE 1). They were given an extensive tour to American Axle & Manufacturing (Thailand) Co., Ltd. to observe how companies at the same location interrelate to offer advantages in efficiency, flexibility and effectiveness.

## FROM THE CLUBS

### WHA Group Holds 2018 Investors Club Seminar



WHA Group recently held its annual Investors Club Seminar at the Eastern Seaboard Industrial Estate (Rayong) (ESIE). This year's speaker, Mr. Wirat Tatsaringkansakul (front row, 8th right), Executive Director, Regional Investment and Economic Center 4 of the Thailand Board of Investment (BOI), shared an overview of current investment promotion policy and measures, and discussed a broad range of topics including robotics, smart visas, and the role of the BOI Unit for Industrial Linkage Development Division (BUILD).

### WHA Group Investor Club Seminar on 'The Outward Mindset'



Another WHA Group Investor Club Seminar was held under the theme 'The Outward Mindset' at WHA Training Center, ESIE Plaza 1, Eastern Seaboard Industrial Estate (Rayong). Mr. Karin Posapiwatana (center), Consultant, Southeast Asia Center (SEAC), shared an overview of this new and intuitive concept that focuses on building a unified business vision and culture of collaboration to increase organizational efficiency. The seminar was attended by a range of WHA Industrial Estates customers

## Redflow Finalizes Ready Built Factory Lease Deal with WHA Industrial Development



Australian battery company Redflow has recently finalized a land and building lease contract with WHA Industrial Development PLC. Its existing facility, located at WHA Chonburi Industrial Estate (WHA CIE 1), will be expanded to boost production for its growing markets in the region. Redflow manufactures the world's smallest zinc-bromine flow batteries.

In the picture: Mr. Vivat Jiratikarnsakul (center left), Chief Operating Officer - Industrial and International of WHA Industrial Development PLC, signed the lease agreement with Mr. Richard Aird (center right), Chief Operating Officer of Redflow.

## Carleo Lift (Thailand) Holds Groundbreaking Ceremony at WHA CIE 1

**Carleo Lift**, professional garage equipment manufacturer from Taiwan, held a groundbreaking ceremony for its future plant in WHA Chonburi Industrial Estate 1 (WHA CIE 1). With over 40 years of experience and the latest manufacturing technology, Carleo Lift will produce its wide range of supreme-quality equipment that ensures strength, safety and reliability for its customers in the auto industry.



In the picture: Ms. Ladda Rojanavilaivudh (2nd left), Vice President - Industrial Land Customer Development of WHA Industrial Development PLC, joins Carleo Group executives led by CEO Mr. Chen Shu-Pin (3rd right) and Vice President Mr. Shawn Chen (2nd right) during the groundbreaking ceremony for the new Carleo Lift (Thailand) plant in WHA CIE 1.

## Tayih Kenmos Auto Parts Launches Second Plant at WHA Chonburi Industrial Estate 1

**Tayih Kenmos Auto Parts (Thailand)**, Taiwan-based manufacturer and supplier of automotive exterior accessories, recently held the grand opening ceremony for its second facility at WHA Chonburi Industrial Estate 1 (WHA CIE 1). The new plant will be equipped with cutting-edge technology to keep pace with increasing demand from its customers in the region.



In the picture: Ms. Ladda Rojanavilaivudh (center left), Vice President - Industrial Land Customer Development of WHA Industrial Development PLC, hands over a portrait of His Majesty the late King Bhumiphol Adulyadej to Mr. Chun-I Wu (center right), Chairman of Tayih Group, in the presence of Mr. Yu-Hsien Wu (2nd right), Executive Director of Tayih Group, and Ms. Rungruethai Kittipinyochai (4th left), Assistant Director - Industrial Land Customer Development, WHA Industrial Development PLC.

## Tetra Pak Inaugurates Closures Production Factory at ESIE

**Tetra Pak (Thailand) Ltd.**, the world's leading food processing and packaging solutions company, held a grand opening ceremony for its new production facility dedicated to making closures for carton packaging. This is the third Tetra Pak plant following the straw and strips manufacturing facilities that are also located at Eastern Seaboard Industrial Estate (Rayong), operated by WHA Industrial Development PLC. Tetra Pak has already integrated the Industry 4.0 Thailand initiative into its operations, and has invested in this new plant to better serve consumer demand and ensure faster delivery in the region.



In the picture: Mr. Apisak Kamwan (center right), Assistant Director - Industrial Land Customer Development, WHA Industrial Development PLC, hands over a portrait of His Majesty the late King Bhumiphol Adulyadej to Mr. Johan Loot, (center left), Operations Manager of Tetra Pak (Thailand) during the opening ceremony. Also present were Ms. Siyaphas Chantachairoj (right), Director - Corporate Marketing of WHA Corporation PCL and Mr. Per Roxlin (2nd right), Tetra Pak Plant Manager.

## Grand Opening of New Toagosei Plant in EEC

**Toagosei (Thailand) Co., Ltd.**, manufacturer of premium-grade acrylic and next-generation chemical products, recently held the grand opening ceremony for its new manufacturing plant in WHA Eastern Seaboard Industrial Estate 2 (WHA ESIE 2). This base, located in Thailand's Eastern Economic Corridor (EEC), will enable the company to embark on its overseas business development and expand its high value-added products in the ASEAN market.



In the picture: Mr. Mikishi Takamura (seated, center), President and Representative Director of Toagosei Co., Ltd. (Japan) and Mr. Ichirou Igarashi (seated, 8th left), President of Toagosei (Thailand) Co., Ltd., led the opening ceremony at WHA ESIE 2. Present at the event were WHA Industrial Development executives Mr. Vivat Jiratikarnsakul (2nd row, 10th left), Chief Operating Officer - Industrial and International, and Ms. Ladda Rojanavilaiyudh (2nd row, 9th right), Vice President - Industrial Land Customer Development.

## WHA Group Congratulates SAIC Motor-CP for Launching of All New MG3 'We Are Fun' Models



WHA Corporation PCL (WHA Group), led by Ms. Jareeporn Jarukornsakul (center left), Chairman and Group CEO, Mr. David Nardone (2nd right), Group Executive Industrial and International, and Mr. Vivat Jiratikarnsakul (far right), Chief Operating Officer - Industrial and International, WHA Industrial Development PLC, congratulated SAIC Motor-CP President Mr. Shi Guoyong (center right), and MG Sales (Thailand) President Mr. Zhang Haibo (left) on the official launch of the All New MG3 – 'WE ARE FUN' hatchback models. MG cars are manufactured in the state-of-the-art SAIC Motor-CP manufacturing facility at WHA Eastern Seaboard Industrial Estate 2 (WHA ESIE 2).

# WHA Group Holds First English Boot Camp for Community School Students



As a staunch supporter of education for children, WHA Group has been proactively attending to the various needs of schools, teachers and students in neighboring communities through different activities to enhance the educational experience. Aside from providing materials and financial support, the company aims to give students and teachers alike the opportunity to expand their horizons and knowledge.

Developing the communication skills of children in English has been a priority for WHA from the start, engaging in activities and programs such as Adopt-a-School, Teachers Camp and more, which help provide the youth of today with the right tools to seek fresh opportunities and get good jobs in the future.

## Young Teachers Bring Language Skills Through English Boot Camp for Students

Through the initiative of Ms. Siyaphas Chantachairoj, Director-Corporate Marketing at WHA Corporation PCL, the English Boot Camp was born in August this year, bringing a fresh approach of learning the language outside the classroom. This year, Ms. Grace and Ms. Frang, two young



volunteer teachers on school break in Thailand, contributed their English skills and made learning fun at Ban Khao Hin School in Chonburi province. During the 2-day activity, the WHA team and the young teachers accepted the challenge of hosting the boot camp for approximately 150 students a day from P5 and P6, divided into different groups. They organized a series of practical games and educational activities that effortlessly merged fun with learning. The games and activities were light and enjoyable, helping the children learn vocabulary in a practical way relatable to daily situations. Among the main themes were cooking, where the names of food and ingredients were learnt while the children prepared sandwiches and other snacks. The 'shopping' activity consisted of enriching their vocabulary by purchasing



everyday items such as fruits and food ingredients. In all the activities, vocabulary and grammar were emphasized, as well as self-expression and basic cognitive skills.

One of the most fun-filled activities involved earning to give and follow directions in English. The children were divided into groups and asked to 'guide' their blindfolded teammates by giving instructions to reach the 'finish line'. Each student also received a booklet prepared by the WHA team containing the English vocabulary that they could note and review what they

learnt that day.

*"Being able to communicate in English, even at a basic level, can lead to opportunities as it gives you an edge over others. The aim of this WHA English Boot Camp is to help children feel comfortable in English, so that they learn to express themselves,"*

*Ms. Siyaphas commented. "The teachers motivated them by organizing interesting activities in a fun atmosphere, to enrich their vocabulary, improve their grammar and support their communicative skill development. WHA would like to see*

*them get better opportunities in life if they can communicate in English. Education is an important factor in our daily lives and one that is particularly important in helping children in neighboring communities."*

Learning beyond the classroom is a great way to impart listening, reading and writing skills to the young. With the goal of creating sustainable relationships with local stakeholders, WHA has been playing a proactive role to become an essential partner for schools located near its industrial estates, and to support learning so that students can achieve more and enjoy their learning experiences at the same time.



## WHA Group Sponsors Influenza Prevention Efforts in Rayong

WHA Industrial Development PLC, a subsidiary of WHA Corporation PCL (WHA Group), in collaboration with the Industrial Estate Authority of Thailand (IEAT) and Pluak Daeng Hospital, recently sponsored the influenza vaccine campaign for residents of Pluak Daeng sub-district in Rayong province. As part of its CSR activity, WHA brought health practitioners and at-risk members of the local community together for free flu vaccinations. The importance of staying healthy during the rainy season was discussed, especially efforts towards decreasing the spread of the disease and inhibiting other flu complications.



## WHA Group Holds 8<sup>th</sup> Art Camp for Teachers in EEC



WHA Group recently held the annual Art Camp for Teachers for the 8<sup>th</sup> consecutive year in Rayong province. Thirty primary and secondary school teachers from 15 schools located around WHA industrial estates attended art appreciation classes to further their skills and help encourage their young students to express themselves through creative arts. Ms. Siyaphas Chantachairoj (back row, center), Director - Corporate Marketing of WHA Corporation PCL, was present to congratulate the participants for their achievements.

## WHA Group Presents Contribution to Holt Sahathai Foundation and Baan Nokkamin Foundation



WHA Group, represented by Mr. Preeprem Malasitt, Advisor, and Ms. Siyaphas Chantachairoj, Director - Corporate Marketing, WHA Corporation PCL, recently visited the Holt Sahathai Foundation and the Baan Nokkamin Foundation to distribute boxes of personal care and other items for the children. This donation is part of WHA Group's CSR program that aims to improve the lives of underserved youth in the country.



## WHA Group Promotes Healthy Community with Influenza Vaccinations



WHA Group recently sponsored 400 doses of influenza vaccines for senior citizens in Chonburi's Khao Kan Song sub-district. This preventive health service was provided free for the elderly to boost their immune system and lower the risk of serious illness, disability and hospitalization, especially during the rainy season. Ms. Siyaphas Chantachairoj, Director - Corporate Marketing, WHA Corporation PCL, was present to help promote good health and well-being among the community members.

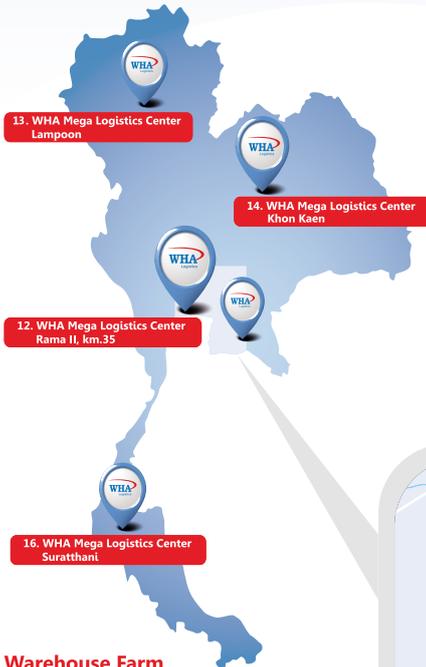
## WHA Group Organizes Blood Donation Campaign for Rayong Red Cross



WHA Group, together with the Rayong Provincial Red Cross Chapter and Rayong Hospital, recently held a blood collection activity at the Eastern Seaboard Industrial Estate (Rayong) (ESIE). A total of 56,300 cm<sup>3</sup> of blood was collected from 126 donors, including WHA employees and customers as well as residents of the neighboring community, to be used for medical treatment and emergencies.



# WHA's strategic locations for your investment



## 50+ Locations in Thailand

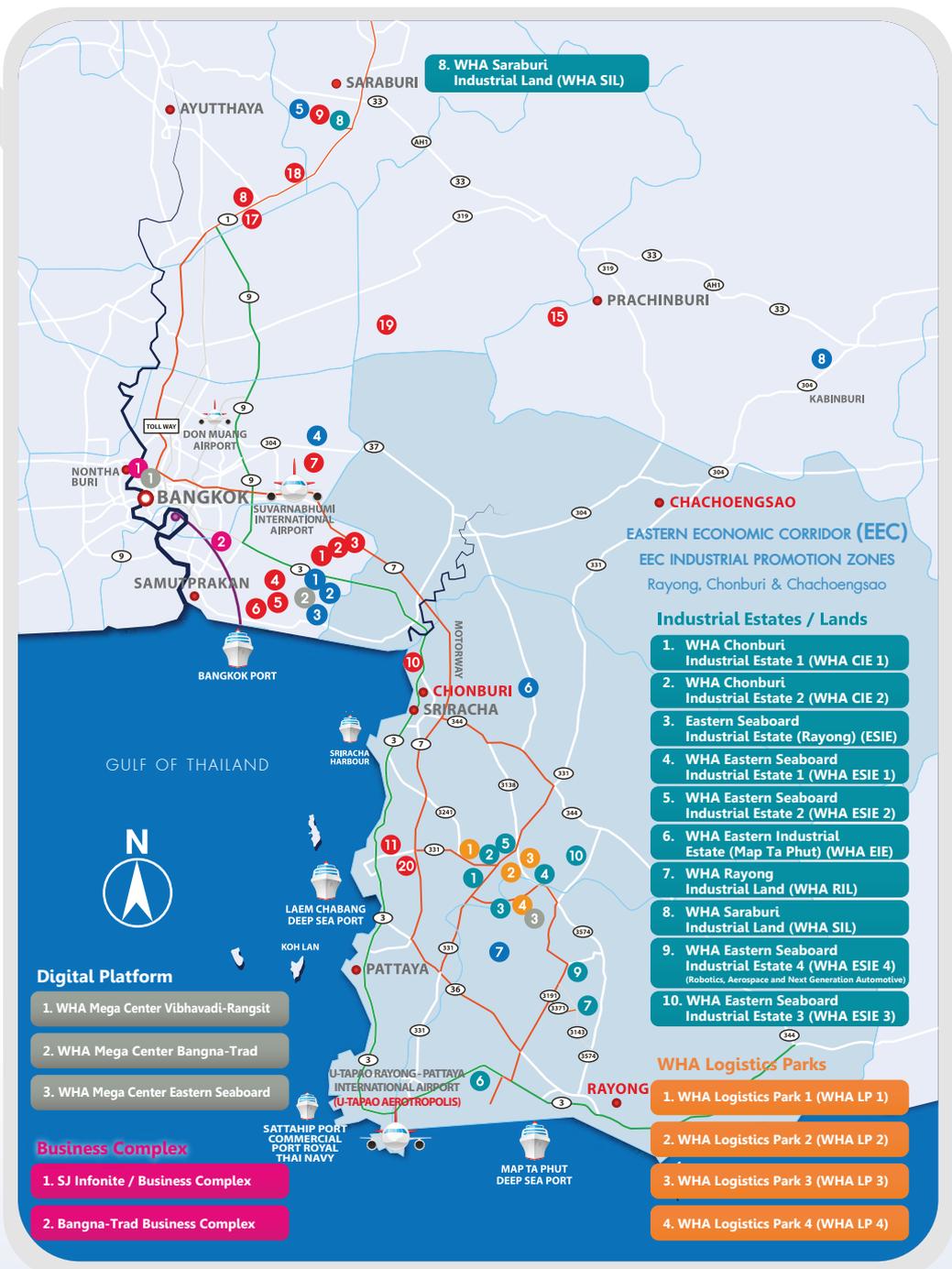
- 10+ Industrial Estates
- Eastern Economic Corridor (EEC)
- Built-to-Suit Factories & Warehouses
- Ready Built Factories & Warehouses

### Warehouse Farm

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

### Built-to-Suit Factories and Warehouses

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



# 2019 Training Program

WHA Training Center , Eastern Seaboard Industrial Estate (Rayong )  
January-December 2019

| No. | Course  | Time       | No. of Participant | Course/ person (Baht) | Jan'19                  | Feb'19        | Mar'19        | Apr'19        | May'19        | Jun'19        | Jul'19        | Aug'19        | Sep'19        | Oct'19        | Nov'19        | Dec'19        |
|-----|---|------------|--------------------|-----------------------|-------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| 1   | Operation Technique of Forklift Truck                   | 9:00-16:00 | 30                 | 1,800                 | Fri,25                  | Fri,15        | Fri,15        | Fri,19        | Fri,24        | Fri,21        | Fri,19        | Fri,16        | Fri,20        | Fri,18        | Fri,15        | Fri,20        |
| 2   | Health, Safety and Working Environment Committee (นุอ.) | 9:00-16:00 | 40                 | 2,000                 | Mon-Tue 28-29<br>Tue-We |               | Tue-Wed 19-20 |               | Wed-Thu 15-16 |               | Tue-Wed 23-24 |               | Tue-Wed 17-18 |               | Tue-Wed 19-20 |               |
| 3   | SAFETY OFFICER : SUPERVISOR LEVEL                       | 9:00-16:00 | 30                 | 2,000                 | Tue-Wed 15-16           | Tue-Wed 12-13 |               | Tue-Wed 23-24 |               | Tue-Wed 18-19 |               | Tue-Wed 20-21 |               | Tue-Wed 15-16 |               | Tue-Wed 17-18 |
| 4   | SAFETY OFFICER : MANAGEMENT LEVEL                       | 9:00-16:00 | 30                 | 2,500                 |                         |               |               |               | Tue-Wed 7-8   |               |               |               | Tue-Wed 10-11 |               |               |               |
| 5   | Welfare Committee in the workplace                      | 9:00-16:00 | 30                 |                       |                         | Tue,26        |               |               |               | Fri,7         |               |               |               | Fri,11        |               |               |
| 6   | First Aid & CPR Course                                  | 9:00-16:00 | 30                 | 1,600                 |                         | Fri,8         |               |               | Fri,10        |               |               | Fri,9         |               |               | Fri,8         |               |
| 7   | Defensive   | 9:00-16:00 | 30                 | 2,000                 |                         |               | Wed,6         |               |               |               | Thu,4         |               |               |               |               |               |
| 8   | Service mind for maid                                   | 9:00-16:00 | 30                 | 2,000                 | Fri,18                  |               |               |               |               |               | Tue,9         |               |               |               |               |               |
| 9   | Leadership Development                                  | 9:00-16:00 | 30                 | 2,000                 |                         | Thu,21        |               |               |               |               |               | Thu,8         |               |               |               |               |
| 10  | 7 Supervisor skill                                      | 9:00-16:00 | 30                 | 2,000                 |                         |               |               | Tue,2         |               |               |               |               |               | Tue,8         |               |               |
| 11  | Excellent Supervisor                                    | 9:00-16:00 | 30                 | 2,000                 |                         |               |               |               |               | Fri,14        |               |               |               |               |               | Thu,19        |
| 12  | Excellent Arts of Supervisory skill                     | 9:00-16:00 | 30                 | 2,000                 |                         |               |               |               | Thu,23        |               |               |               | Fri,13        |               |               |               |
| 13  | E.Q. for Great Supervisor                               | 9:00-16:00 | 30                 | 2,000                 |                         |               |               |               | Fri,17        |               |               |               |               |               | Wed,6         |               |
| 14  | Positive thinking for Supervisor                        | 9:00-16:00 | 30                 | 2,000                 |                         |               | Tue,12        |               |               |               |               | Thu,15        |               |               |               |               |
| 15  | Communication skill for leader                          | 9:00-16:30 | 30                 | 2,000                 |                         | Fri,1         |               |               |               |               | Tue,2         |               |               |               |               |               |
| 16  | Leadership for Leader                                   | 9:00-16:30 | 30                 | 2,000                 |                         |               | Fri,8         |               |               |               |               |               | Fri,6         |               |               |               |
| 17  | Train the trainer                                       | 9:00-16:30 | 30                 | 2,000                 |                         |               |               |               | Mon,6         |               |               |               |               |               | Tue,5         |               |
| 18  | Excel for HR  | 9:00-16:00 | 15                 | 2,000                 |                         |               | Thu,14        |               |               |               |               | Tue,27        |               |               |               |               |
| 19  | Excel for warehouse                                     | 9:00-16:00 | 15                 | 2,000                 |                         |               |               |               | Tue,28        |               |               |               |               | Thu,10        |               |               |
| 20  | Microsoft Excel2016 : Basic levelk                      | 9:00-16:00 | 15                 | 2,000                 | Thu,24                  |               |               |               |               |               | Fri,12        |               |               |               |               |               |
| 21  | Microsoft Excel2016 :Intermediate level                 | 9:00-16:00 | 15                 | 2,000                 |                         | Thu,7         |               |               |               |               |               | Wed,14        |               |               |               |               |
| 22  | Microsoft Excel2016 :Advanced level                     | 9:00-16:00 | 15                 | 2,000                 |                         |               | Tue,26        |               |               |               |               |               | Tue,24        |               |               |               |
| 23  | Microsoft Powerpoint2016 :Intermediate-Advance          | 9:00-16:00 | 15                 | 2,000                 |                         |               |               |               | Fri,3         |               |               |               |               | Thu,24        |               |               |
| 24  | Microsoft Word2016 :Intermediate-Advance                | 9:00-16:00 | 15                 | 2,000                 |                         |               |               |               |               | Tue,25        |               |               |               |               | Thu,21        |               |

\*\*ติดต่อสอบถามรายละเอียดเพิ่มเติมได้ที่ศูนย์รวม : ศูนย์ฝึกอบรมด้านชีวิตอาชีพ โทร. 0 3301 7224-6 หมายเลข 0 3301 7223 E-mail : wannaw@wha-group.com

\*\*ลูกค้าจับชีวิตอาชีพ ส่วนลด 10%

\*\*ราคาค่าลงทะเบียนยังประโยชน์เพิ่ม 7% ครอบคลุมการอบรม อาหารว่างและอาหารกลางวัน

\*\*ค่าลงทะเบียน สามารถหักภาษี ณ ที่จ่าย 3%

\*\*สิ่งอำนวยความสะดวก กรุณาส่งใบสมัครล่วงหน้าอย่างน้อย 2 สัปดาห์ ก่อนถึงวันจัดอบรม-ของแต่หลักสูงสุด

\*\*วัน เวลาการจัดอบรม อาจมีการเปลี่ยนแปลงบ้างตามความเหมาะสม

## Other Training Programs

WHA Training Center, Eastern Seaboard Industrial Estate (Rayong)  
January-December 2019

| No. | Course             | Time                      | No. of Participant | Jan'19 | Feb'19 | Mar'19 | Apr'19 | May'19 | Jun'19 | Jul'19 | Aug'19 | Sep'19 | Oct'19 | Nov'19 | Dec'19 |        |
|-----|--------------------|---------------------------|--------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| 1   | TOEIC Test at ESIE | 9:00-12:00<br>13:00-16:00 | 50                 |        | Thu,28 |        |        | Fri,26 |        | Thu,20 |        | Fri,23 |        | Thu,3  |        | Fri,13 |

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

# 10<sup>+</sup> WHA

## Industrial Estates Primarily EEC Promoted Zones

*Newly Launch*

### WHA Eastern Seaboard Industrial Estate 3

WHA ESIE **3**

นิคมอุตสาหกรรมดับบลิวเอชเอ  
อีสทีร์นซีบอร์ด 3

Hemaraj Chonburi Industrial Estate  
นิคมอุตสาหกรรมนครราชสีมา

**WHA Chonburi**  
Industrial Estate **1**  
WHA CIE **1**

นิคมอุตสาหกรรมดับบลิวเอชเอ  
ชลบุรี 1

**Eastern Seaboard**  
Industrial Estate (Rayong)

ESIE  
นิคมอุตสาหกรรมอีสทีร์นซีบอร์ด  
(ระยอง)

Hemaraj Chonburi Industrial Estate 2  
นิคมอุตสาหกรรมนครราชสีมา 2

**WHA Chonburi**  
Industrial Estate **2**  
WHA CIE **2**

นิคมอุตสาหกรรมดับบลิวเอชเอ  
ชลบุรี 2

Hemaraj Eastern Seaboard Industrial Estate  
นิคมอุตสาหกรรมนครราชสีมาอีสทีร์นซีบอร์ด

**WHA Eastern Seaboard**  
Industrial Estate **1**  
WHA ESIE **1**

นิคมอุตสาหกรรมดับบลิวเอชเอ  
อีสทีร์นซีบอร์ด 1

Hemaraj Eastern Industrial Estate (Map Ta Phut)  
นิคมอุตสาหกรรมนครราชสีมาตะวันออก (มาบตาพุด)

**WHA Eastern**  
Industrial Estate (Map Ta Phut)  
WHA EIE

นิคมอุตสาหกรรมดับบลิวเอชเอ  
ตะวันออก (มาบตาพุด)

Hemaraj Eastern Seaboard Industrial Estate 2  
นิคมอุตสาหกรรมนครราชสีมาอีสทีร์นซีบอร์ด 2

**WHA Eastern Seaboard**  
Industrial Estate **2**  
WHA ESIE **2**

นิคมอุตสาหกรรมดับบลิวเอชเอ  
อีสทีร์นซีบอร์ด 2

Hemaraj Eastern Seaboard Industrial Estate 4  
นิคมอุตสาหกรรมนครราชสีมาอีสทีร์นซีบอร์ด 4

**WHA Eastern Seaboard**  
Industrial Estate **4**  
WHA ESIE **4**

นิคมอุตสาหกรรมดับบลิวเอชเอ  
อีสทีร์นซีบอร์ด 4

Hemaraj Rayong Industrial Land  
เขตประกอบการอุตสาหกรรมนครราชสีมา ระยอง

**WHA Rayong**  
Industrial Land  
WHA RIL

เขตประกอบการอุตสาหกรรม  
ดับบลิวเอชเอ ระยอง

Hemaraj Saraburi Industrial Land  
เขตประกอบการอุตสาหกรรมนครราชสีมา สระบุรี

**WHA Saraburi**  
Industrial Land  
WHA SIL

เขตประกอบการอุตสาหกรรม  
ดับบลิวเอชเอ สระบุรี