

# WHA... Newsletter

# CONNECT:



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When opportunity knocks on our door

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# GROUP CEO TALK

## Kunming-Vientiane Railway: When opportunity knocks on our door



In the last few weeks, people may have been hearing about the completion of a 9.5 km tunnel, the last of the 167 tunnels that are part of the Kunming-Vientiane railway line. This rail link will be connecting both travelers and goods between China and Laos, starting 2 December 2021 on the National Day of Laos.

The Kunming-Vientiane railway is part of China's Belt and Road Initiative. With a total length of over 1,000 km, it is expected to cut travel time to less than 10 hours at a train speed of 160 km/hr, compared to 30 hours previously by road. According to a World Bank forecast, by the year 2030, the shift from water to rail transport may increase freight volume to 7.6 million tons between China and Southeast Asian countries. In addition, the World Bank sees the number of Chinese tourists travelling to Laos by train increasing to 1.17 million people by 2030.

From Laos's perspective, the Kunming-Vientiane railway line is one of the most crucial projects that will transform the land-locked country into a land-linked one, and increase its chances of being a strategic center for product sourcing and distribution in the Mekong River Basin area. Aside from the Kunming-Vientiane railway project, two other major projects, the Vung Ang Port in Vietnam and the Vientiane-Vung Ang railway, are due for completion in 2023 and 2025 respectively. The former is 60% owned by Lao-Vietnam Vung Ang Port Development State Enterprise and 40% by the Vietnamese government. The latter will provide easy access via a 555 km route to the deep-sea port closest to Vientiane.

The State Railway of Thailand provides transport for passengers and goods from Nong Khai station in Thailand

to Thanaleng Station in Laos. Plans to collaborate with the private sector for a 683 km electric freight train running from Nong Khai to Laem Chabang will connect with the Kunming-Vientiane railway line to transport goods to Laem Chabang port. According to the World Bank study, transportation costs could decrease by 32% with the opening of the Laem Chabang-Kunming port route, while transport time from Thailand to China could go down to just over 20 hours, instead of several days.

While the Kunming-Vientiane railway route is set to launch in December 2021, connection to the Thai railway system is still in the early planning stages. As time is of the essence, authorities should act now so that clear guidelines can be established early on. Swift action is needed so we will be ready to seize the opportunity when it knocks on our door.

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



# HIGHLIGHTS

## Public Health Minister Opens Samut Prakan Ruamjai 5 (WHA) Field Hospital in Collaboration with WHART

Deputy Prime Minister and Public Health Minister Mr. Anutin Charnvirakul presided over the grand opening of the 1,300-bed field hospital Samut Prakan Ruamjai 5 (WHA), at WHA Mega Logistics Center (Chonlaharnpichit KM.4), managed by WHA Real Estate Management Co., Ltd. (WHART). This temporary site is for treatment of asymptomatic COVID-19 patients or those with mild symptoms, to control and prevent the spread of the virus.



At the opening ceremony, Mr. Anutin was joined by Mr. Wanchai Kongkasem, Samut Prakan Provincial Governor, Ms. Nantida Kaewbuasai, President of Samut Prakan PAO (Provincial Administrative Organization), and Ms. Jareeporn Jarukornsakul, Chairman and Group CEO of WHA Corporation PCL (WHA Group).



**In the picture:** Mr. Anutin Charnvirakul (3<sup>rd</sup> left), Deputy Prime Minister and Public Health Minister, presides over the grand opening of the 1,300-bed field hospital Samut Prakan Ruamjai 5 (WHA), in the presence of Mr. Wanchai Kongkasem (2<sup>nd</sup> right), Samut Prakan Provincial Governor, Ms. Nantida Kaewbuasai (2<sup>nd</sup> left), President of Samut Prakan PAO, and Ms. Jareeporn Jarukornsakul (3<sup>rd</sup> right), Chairman and Group CEO of WHA Corporation PCL, along with other senior public health officers at WHA Mega Logistics Center.

During the ceremony, Ms. Jareeporn remarked that the number of COVID-19 cases in Samut Prakan was on the rise, with both public and private hospitals running out of beds. "The two field hospitals in operation have already reached their full capacity and can no longer take in more patients. Samut Prakan authorities have been urgently looking for suitable locations to set up more field hospitals. Through the joint efforts of the Samut Prakan PAO, Samut Prakan Hospital, WHA Group and WHART, we are pleased to help establish this new facility that will treat local residents who test positive for COVID-19 but are asymptomatic or have only mild symptoms," she said.

In line with the government's efforts to curb the pandemic, WHART is pleased to contribute to the community's well-being by offering one of its warehouse buildings to be used as a field hospital until 31 December 2021. With a usable area of approximately 10,000 sq.m., and the capacity for 1,300 beds, the newly-opened Samut Prakan Ruamjai 5 (WHA) at WHA Mega Logistics Center (Chonlaharnpichit KM.4) strictly follows the security and health standards set by the government and the Internal Security Operations Command (ISOC). As the main hospital at the facility, Samut Prakan Hospital is ready to provide care and treatment for patients, aiming to control the spread of COVID-19 to communities and reduce hospitalization in patients with mild symptoms."

# WHA Office Solutions: Delivering High-Performance Office Premises across Bangkok

WHA Corporation PCL (WHA Group), Thailand's leader in fully-integrated logistics and industrial facilities solutions, is expanding its range of products and services with the launch of WHA Office Solutions.



Specializing in flexibility and adaptability, WHA Office Solutions offers prime rental options that encourage collaboration and vibrancy in the workplace, with accessibility, comfort and convenience, to meet the evolving demands of the flexible workplace. With over 30 years of experience in the country's business, industrial and real estate sectors, WHA Group is adding quality choices to the country's expanding office market.

Suitable for all businesses, from established corporations to early-stage start-ups, WHA Office Solutions currently offers over 100,000 sq.m. of usable office space in prime locations across central Bangkok and Samut Prakan, with quick and easy access to retail, schools, hospitals, alongside Suvarnabhumi Airport, the Eastern Economic Corridor (EEC) and other key business areas.

## Flexibility, convenience and quality the key to success

"With the vaccination rollout now in place, people are preparing their eventual return to the workplace with health and security in mind. Entrepreneurs and companies are starting to shop around for dynamic workplaces that are adapted to the new normal." said Ms. Jareeporn Jarukornsakul, Chairman and Group CEO of WHA Group. "We are happy to offer prime office spaces in our 6 business addresses that focus on safety, flexibility and accessibility. We align with the vision of business owners, company managers and



investors, both local and international, to offer creative places to secure your future office."



WHA Bangna Business Complex

**WHA Office Solution's portfolio of projects include:**

- **WHA Tower:** the newest architectural landmark in Bangna-Trad KM.7, with over 52,000 sq.m. of flexible office space and unique features to foster innovation and collaboration, easy access to the airport, central business district and commercial centers like Mega Bangna. First class, Grade A tower and state-of-the-art gateway to the EEC
- **SJ Infinite I:** an exceptional business complex in Chatuchak, North Bangkok, offering a total of 42,000 sq.m. of premium office spaces with peaceful green settings. Within walking distance to 2 BTS stations and connected to excellent road networks

- **@Premium:** a community-centered building with premium offices offering over 3,800 sq.m. for lease in Greater Bangkok's southeast hub of Samut Prakan. This gateway office is well-connected via public transport, moments away from Sri Thepa MRTA on the Ladprao-Samrong yellow line and only two stops from the Samrong BTS green line interchange which will be operational by 2021
- **WHA Bangna Business Complex:** a modern office space of 10,000 sq.m. with flexible office spaces for lease along Bangna-Trad KM.7 with top floors (6<sup>th</sup> and 7<sup>th</sup>) available immediately, offering the ability to tailor office space
- **WHA KW:** with 9,900 sq.m. of exclusive office and retail spaces along Sukhumvit 25, in the heart of Bangkok's Sukhumvit-Asok area, with convenient access via mass transit routes and low-rise design for privacy and comfort
- **TusPark WHA:** office spaces in a dynamic environment suited for business innovation and development, located at Block 28 of Chulalongkorn University campus in Bangkok's downtown Pathum Wan district. A nurturing ground for science and tech startups with over 1,000 sq.m., TusPark WHA offers a creative work environment and a one-stop service to build a business network to cultivate the entrepreneurial spirit.



@Premium

**Accommodating growth with premium offices**

WHA Office Solutions offers top-of-the-line commercial spaces with Built-to-Suit options that deliver high-value and the best outcome for tenants, employees, investors and the communities in which they are located. Companies today are increasingly in search of offices that support their employees' wellbeing, with modern amenities, modern comfort, pleasant surroundings and a desirable location. This underscores WHA Group's ability to envision the corporate offices of the future and create workspaces that meet the high standards of a healthy and secure business environment.

WHA Office Solutions provides modern solutions to respond to the changing demands of entrepreneurs, prioritizes the concept of flexibility and adaptability, and offers stable and sustainable workspaces for new startups to large corporations.

For more information or to book an appointment, contact 02-719-9555 or email: [marketing@wha-group.com](mailto:marketing@wha-group.com)



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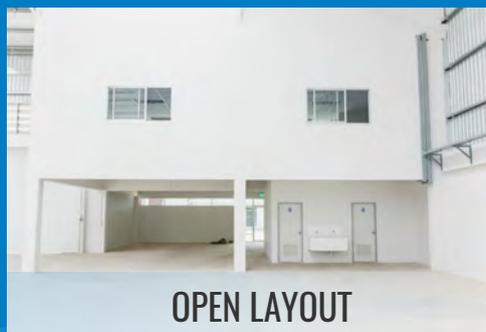
# WHA READY BUILT FACTORIES & WAREHOUSES FOR RENT @ KABINBURI

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# TusPark WHA Partners with Chulalongkorn School of Integrated Innovation for Research and Development Collaboration

Thailand's first TusPark WHA, as an Innovation and Incubation Center in downtown Bangkok, today signed a Memorandum of Understanding (MoU) with Chulalongkorn School of Integrated Innovation (ScII) to jointly engage in enhanced collaboration efforts in the field of science and technology. The aim is to promote cooperation among students, start-ups and businesses, specifically in the industrial and manufacturing sectors, and provide a nurturing environment for research and innovation.

Representing a strategic alliance between the business and education sectors, the MoU was signed by Mr. Vivat Jiratikarnsakul, Chief Operating Officer - Industrial and International, WHA Industrial Development PLC and Director of WHA TUS Co., Ltd; Mr. Francis Chang, CEO of WHA TUS Co., Ltd., and Prof. Worsak Kanok-Nukulchai, Executive Director, Chulalongkorn School of Integrated Innovation.

***The 5-year collaboration aims to create an innovation ecosystem that will promote the exchange of knowledge and information, as well as promote joint research projects and joint development of entrepreneurial ventures in three areas:***

- 1. New technologies including artificial intelligence, robotics or others.***
- 2. Advanced manufacturing and industrial practices including technologies and innovations that can transform, digitalize, and optimize manufacturing operations.***
- 3. Human resources development including studies and projects involving training and development, and various topics such as entrepreneurship, management or others.***



Both parties will also explore the possibility of collaborating and funding of potential innovative business ventures incubated by ScII and/or TusPark WHA.

For ScII students, this collaboration will provide invaluable opportunities to participate in internship programs with WHA Group and TusPark WHA, apply their knowledge and skills in real life work environments to enhance their learnings. They will work on actual pain points experienced by the real sector, in order to train them to analyze problems, research and propose solutions for the company's consideration. TusPark WHA will also offer working spaces in its Incubation Center for ScII students assigned to special projects or business ventures incubated by ScII. As such, the students or business ventures will be able to benefit from the various value-added incubation services, soft landing services or other acceleration programs TusPark WHA is offering to its tenants.

During the signing ceremony, Assoc. Prof. Natcha Thawesaengskulthai, Vice President for Strategic Planning, Innovation and Global Engagement at Chulalongkorn University, said: "This partnership not only meets WHA Group and TUS Holdings' ambitions, but is also synchronized with our School of Integrated Innovation's course specialization, providing unparalleled and invaluable partnership opportunities for our organization, as well as potential synergies between Thailand and China. This collaboration involves academic resource sharing, training, exchange programs, internships, and other activities aimed to create impactful and sustainable innovations that have potential to scale up to Asia-Pacific level."

"Our partnership lays the foundation for training and human resources development for our students and all our stakeholders, among the others in the areas of entrepreneurship, artificial intelligence, and management," said Prof. Worsak Kanok-Nukulchai, Executive Director of ScII. "I am extremely pleased to see that some of our most talented incoming third-year students have already benefitted from this partnership by taking a two-month summer internship in the newly created joint-venture WHA TUS Co., Ltd. here in Bangkok, as well as in WHA Group."

"Thailand's industrial sector is undergoing a digital transformation," said Mr. Vivat Jiratikarnsakul. "We welcome the opportunity for TusPark WHA to be part of ScII's journey in developing future human resources in technology and innovation. These will be young people who are equipped with the necessary competencies to revolutionize the way

factories and workplaces function, to become increasingly more efficient, connected and environment-friendly. We hope this collaboration with ScII will encourage the exchange of knowledge, as well as promote innovation projects that could help the country transition towards Thailand 4.0."

Mr. Xiaowei Ma, Executive President of TusHoldings Co., Ltd. said: "As a leading company in China's science and technology service industry, TusHoldings strives to expand and deepen exchanges and cooperation with the Thai government, universities, enterprises and other sectors. Through

this collaboration with Chulalongkorn University, the oldest and most prestigious university in Thailand, we aim to assist in the development of Thailand's innovation ecosystem and enhance the science and technology cooperation between China, Thailand and ASEAN countries."

## TusPark WHA and NIDA Join Forces for Innovative Research and Training Cooperation

TusPark WHA, Thailand's first innovation and incubation center, signed a Memorandum of Understanding (MoU) with the National Institute of Development Administration (NIDA) to promote academic development through research and development collaborations, networking and knowledge exchange. The 5-year partnership intends to enhance knowledge transfer and promote joint research projects and hands-on training among students and businesses. Establishing a strategic cooperation between the two parties, the MoU was signed by Mr. David Nardone, Group Executive Industrial and International, WHA Industrial Development PLC, Mr. Yuheng Chang, Chief Executive Officer of WHA TUS Co., Ltd., and Prof. Kamphol Panyagometh, President of National Institute of Development Administration (NIDA). Ms. Jareeporn Jarukornsakul, Chairman and Group CEO, WHA Corporation PCL. (WHA Group), presided over the signing ceremony.

Under this partnership, TusPark WHA and NIDA will jointly support the expansion of collaborative networks between higher education institutions and companies, as well as local and international experts in related fields. The joint research projects and trainings proposed to the students will promote professional skills enhancement, especially in the fields of digital economy, digital marketing,



innovative communication, logistics, human resources, entrepreneurship, management, computer sciences, business analytics, and other related areas.

As an expert in innovation and start-up incubation, TusPark WHA will collaborate with NIDA to provide students with a series of training programs related to the abovementioned fields, aiming to enhance their knowledge and capacity. Through this partnership, TusPark WHA will also offer innovative working stations in its Incubation Center for NIDA students assigned to special projects or new businesses incubated by NIDA. Students and staff will get exclusive access to various tailor-made incubation services. TusPark WHA is offering to its customers, including soft landing services and other business acceleration programs. This will help ensure they receive a well-rounded education that prepares them for the real world of business. More importantly, through the program, the students will be able to benefit from an extensive professional network, which is vital for career advancement and business growth in the long run.

"This cooperation will help students develop core skills that will enable them to identify opportunities, design innovative solutions and scale their ventures," said Ms. Jareeporn Jarukornsakul, Chairman and Group CEO of WHA Group.

**“ In this digital era, people are a nation's greatest resource and the building block for its development and long-term success. This will unleash in a new wave of technological innovations and pave the way for breakthroughs that will transform industries in the coming years. ”**

Prof. Kamphol Panyagometh, President of NIDA, said "The MOU signing ceremony today marks a remarkable step for the academic world and the business sector. Empowered by its resources and expertise, TusPark WHA will provide NIDA with a wide range of incubation services that cover a full business life cycle. Under this alliance, we see great opportunities for our students and staff alike. On behalf of NIDA, I would like to extend my sincere thanks to TusPark WHA. Together we will create a comprehensive education-business network, for the benefit of Thai people and society."

# WHA Group Acquires Shares in Storage Asia to Expand Integrated Logistics Portfolio

WHA Corporation PCL (WHA Group), Thailand's leader in fully-integrated logistics and industrial facilities solutions, has recently acquired a 29.40% stake in Storage Asia Co., Ltd., a leading premium self-storage solution, under the brand i-Store Self Storage. The new acquisition is in line with WHA Group's strategy to embrace new market opportunities through meaningful investments and create new value for its customers and industry as a whole.

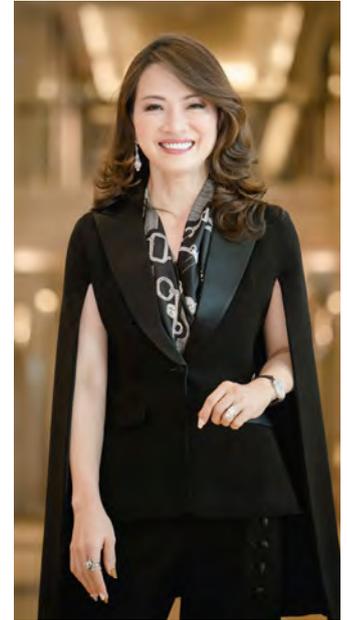
As a leading developer of logistics solutions, commercial properties and industrial estates, WHA Group aims to constantly expand its business footprint, under its long-term strategy to create a value-added, innovative and one-stop service solution that supports customers' needs. Alongside rising urbanization trends and moving forward and growing sustainably in Thailand and across the region, WHA Group has realized a great opportunity in the self-storage industry. The business has proven to be in high demand and continues to grow, as people who are living and working in smaller spaces often have trouble managing their storage space. WHA Group sees great potential in the premium self-storage business, resulting in its decision to invest in Storage Asia, a top player in the business.

Established in 2015, Storage Asia is a leading private storage service business under the brand i-Store Self Storage, offering a wide range of high-quality and reliable private storage solutions. Its customers are both individuals and businesses who are looking for a secure space for their valuable belongings. Clients can enjoy a customized storage size that fits their possessions, with the best self-storage service and of the highest quality. The company currently operates 2 branches in the heart of Bangkok: one in Silom and the other on Sukhumvit 24, and will be opening two more branches on Sukhumvit 71 and in Pattaya city in the first quarter of 2022, with a plan to expand operations nationwide.

## A strategic partnership to offer tech-driven services to support the fast-growing sector

"We are very excited about this new collaboration with Storage Asia. Branching out into new business territories to establish a sustainable and steady growth is part of our corporate DNA," said Ms. Jareeporn Jarukornsakul, Chairman and Group CEO of WHA Group. "Together, we will leverage on our expertise and know-how in the logistics

business to create enhanced self-storage services, using advanced technologies and innovation."



"The acquisition definitely opens new business doors for Storage Asia," said Mr. Pakdee Anivat, Chief Executive Officer of Storage Asia and founder of i-Store Self Storage. "Through WHA Group's nationwide network and strong relationship with key strategic partners, we can expand our client base to more sectors. We firmly believe we are in good hands with WHA Group. We are looking forward to creating innovative one-stop services with them, to tackle today's space and logistics-related challenges".

**“ The demand for smart, integrated solutions is here to stay. We are committed to driving business success with our partners, growing together sustainably and ready to support our customers' needs including coping with sudden disruption and change. ”**

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

"This collaboration is to fulfill and expand the logistics business as well as create synergies to have the value-added products and provide innovative services," explained Ms. Jareeporn. "Over the next few years, WHA Group will continue to seek new investment opportunities with the right partners to diversify its portfolio and contribute to sustainable economic growth for the country and the region."

# CUSTOMER SHOWCASE

## Jalon (Thailand) Co., Ltd.

### Reaching Out to the Global Market from WHA ESIE 2



Established in March 2020, Jalon (Thailand) Co., Ltd. is the first overseas subsidiary of China-based Luoyang Jalon, which specializes in the production of molecular sieves, zeolite powder and activated alumina adsorbents. Known for their drying capabilities, these products are used across various sectors, principally industrial and medical gas, petrochemicals, oil refinery and water treatment.

With an annual capacity of approximately 60,000 tons, Luoyang Jalon is the largest producer of molecular sieves in Asia. As part of its international expansion strategy, it selected Thailand to serve its growing customer base overseas, while the Chinese plant will continue to serve the domestic market.

"Thailand came up as a natural choice for our international operations, as our two countries have a long-standing business relationship and many cultural values in common," says Mr Robert Li, Managing Director of Jalon (Thailand) Co., Ltd. "And here in Thailand, we chose WHA Industrial Development without hesitation, due to the professionalism of its teams, the efficient support we received for documentation, permits and other requirements, plus the world-class infrastructure and services offered at WHA ESIE 2. Its location close to the

Laem Chabang port is also an important advantage for importing our raw materials from China and exporting our finished products overseas."

After purchasing 13.6 rai of land at WHA ESIE 2, the BOI-sponsored company started the construction of its new facility in November 2020. One year later, the plant is nearing completion, with an annual capacity of 12,000 tons, and the two production lines already under trial before full operations start in December 2021. "From here, our plan is to develop further the Thai market, explore new opportunities in Southeast Asia, and grow our sales in Europe and North America. The market is booming," continues Mr Li with a confident smile.

As the newly established company studies the possibility of producing its raw materials locally within the next two years, discussions for further expansion are already underway with WHA Industrial Development's representatives.



#### Contact Information:

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# NEWSCAST WHA GROUP

## Major Donations from Government and WHA Partners to Samut Prakan Ruamjai 5 (WHA) Field Hospital

WHA Corporation PCL (WHA Group), represented by Ms. Jareeporn Jarukornsakul, Chairman and Group CEO, gratefully received generous and wide-ranging donations from government and industry partners towards the new temporary field hospital Samut Prakan Ruamjai 5 (WHA) to help with COVID-19 efforts.

### PTT Global Chemical Provides PPE; National Defence College Donates Essential Items



Dr. Kongkrapan Intarajang (first photo: 2<sup>nd</sup> left), Director and CEO of PTT Global Chemical Public Company Limited presented a donation of 1,000 Greater Care by GC personal protective equipment (PPE) gowns and 50 coveralls to Ms. Jareeporn (2<sup>nd</sup> right). They were also joined by Lt. Gen. Weerachon Sukondhapatipak (second photo: 2<sup>nd</sup> left), Deputy Government Spokesman, and Mr. Apichit Prasoprat (right), Vice Chairman of the Federation of Thai Industries, for the donation of basic necessities offered by Nok Huakwan members of National Defence College, National Defence Course Class 60. All of these essential items will be used by medical personnel and COVID-19 patients at the field hospital.

### Ministry of Industry Donates Disinfectant and Masks



Ms. Jareeporn (2<sup>nd</sup> left) received a donation from the Ministry of Industry, delivered personally by Deputy Permanent Secretaries Mrs. Worawan Chitaroon (2<sup>nd</sup> right) and Mr. Panuwat Triyangkulsri (right). A total of 20 gallons (approx. 75 liters) of disinfectant and 10,000 N95 masks were donated for medical personnel at Samut Prakan Ruamjai 5 (WHA) Field Hospital.

### Water for Medical Staff and Patients



Ms. Jareeporn (center) received a donation of 200 dozen-packs of drinking water from D Pharmacy Co., Ltd. for the Samut Prakan Ruamjai 5 (WHA) Field Hospital. The contribution was delivered by Asst. Prof. Dr. Somchai Patana-Anek (left) and Dr. Mukda Patana-Anek (right).

## Winbest Industrial (Thailand) Co., Ltd. Lend Helping Hand



Ms. Jareeporn (2<sup>nd</sup> left) thanked Mr. Ming Hui Lin (2<sup>nd</sup> right) and Mr. Yiyu Lin (right), Senior Managers of Winbest Industrial (Thailand) Co., Ltd. for their donation of medical equipment. The contribution consisting of 2 medical oxygen generators, 3D masks, PPE gowns, hats and shoe covers will be used at the hospital.

## Bangkok Industrial Gas Donates Medical Equipment



Bangkok Industrial Gas (BIG) Company Limited, led by Mr. Piyabut Charuphen (center right), Managing Director, Mr. Mechai Amornruttanabongkot (3<sup>rd</sup> right), Merchant Gases Business Director, and Mr. Perapat Piboonlarpudom (2<sup>nd</sup> right), Merchant Gas Strategic Industry Senior Manager, handed over medical oxygen cylinders and regulators to help patients in the new field hospital with Ms. Jareeporn (center left) receiving the generous donation. Also present were Mr. Vivat Jiratikarnsakul (3<sup>rd</sup> left), Chief Operating Officer - Industrial and International, WHA Industrial Development PLC, Mr. Pajongwit Pongsivapai (2<sup>nd</sup> left), Chief Operating Officer, and Mr. Nha-Vinh Julien Nguyen (left), Vice President, Strategic Business Development, WHA Corporation PCL.

## PPE and Supplies from SCB Julius Baer



Ms. Jareeporn (center) received a donation from Mr. Adrian Mazenauer (right), Head of Wealth Management, and Mrs. Ruangsiri Meksarikul (left), Executive Director of SCB Julius Baer. The contribution consisting of 100 personal protective equipment (PPE) and other much-needed supplies were donated to both healthcare staff and patients to support the medical mission at Samut Prakan Ruamjai 5 (WHA) Field Hospital.

## M Vision and Thunhoon Provide Helping Hands



Ms. Jareeporn (center) received a donation from M Vision Public Co., Ltd. and Thunhoon Co., Ltd. consisting of alcohol gel, food and water, as well as 500 lunch boxes. The contribution was delivered by M Vision Chief Information Officer Mr. Teerawat Suwannapinit (2<sup>nd</sup> from right) and Human Resources Manager Ms. Boonyanuch Woottiganjanakul, together with Thunhoon Editor Mr. Chalermchai Sirinanthawitthaya (2<sup>nd</sup> from left) and Deputy Editor Ms. Puthithada Sirinanthawitthaya.

# CUSTOMER NEWS

## Toagosei Signs Land Purchase Agreement with WHA to Expand Operations in EEC



**In the picture:** Ms. Jareeporn Jarukornsakul (center), Chairman and Group CEO of WHA Corporation PCL, and Mr. Toshiaki Takei (3<sup>rd</sup> right), President of Toagosei (Thailand) Co., Ltd., recently signed the land purchase agreement to extend Toagosei's operations in the EEC. Also present during the ceremony were company executives Mr. Hiroshi Deguchi (2<sup>nd</sup> right), Director, Plant Manager, Toagosei (Thailand) Co., Ltd., and Ms. Ladda Rojanavilavudh (3<sup>rd</sup> left), Vice President, Industrial Land and Building Customer Development, WHA Industrial Development PLC.

Toagosei (Thailand) Co., Ltd., a Japanese manufacturer of top-grade commodity chemicals and high purity chemical products, recently signed a land purchase agreement that will enable the company to expand its existing operations at WHA Eastern Seaboard Industrial Estate 2 (WHA ESIE 2) in Chonburi province. Equipped with advanced technology and cutting-edge innovations, the new extension will increase production capacity to meet growing demand from international and domestic clients in different industries.

## Master Key Handover Ceremony for Electrolux Professional One Rayong Plant



**In the picture:** Ms. Rungruethai Kittipinyochai (center left), Assistant Director - Industrial Land Customer Development, WHA Industrial Development PLC, presents a special welcome present to Mr. Christopher Dineen (center right), Managing Director, Electrolux Professional (Thailand) Co., Ltd, during the recent Master Key Handover ceremony of the Electrolux Professional One Rayong Plant.

Electrolux Professional (Thailand), part of the Electrolux Professional group, a leading global supplier of professional food preparation, beverage and laundry solutions to the hospitality industry, recently held the Master Key Handover ceremony of its new One Rayong Plant located at WHA Rayong Industrial Land (WHA RIL) in the EEC. The brand new facility, with state-of-the-art technology, will help the company increase its production capacity in the hospitality industry.

## Chance Technology Breaks Ground for New Plant in WHA ESIE 4



Chance Technology Co., Ltd., a Thai company that specializes in digital printable canvas, flags, backlit and blackout textiles, recently held a groundbreaking ceremony for its future facility in WHA Eastern Seaboard Industrial Estate 4 (WHA ESIE 4) in Rayong province. The strategically located and fully-equipped plant will enable Chance Technology to deliver high grade products and services to its customers in the region.

**In the picture:** Ms. Ladda Rojanavilavudh (4<sup>th</sup> right), Vice President, Industrial Land and Building Customer Development, WHA Industrial Development PLC, and Mr. Shao Yinjie, General Manager (center), Chance Technology Co., Ltd. preside over the recent groundbreaking ceremony.

## Thailand's WHA Group: Growing Strong in Vietnam from Initial Site at Nghe An to Looking Ahead at Thanh Hoa

In February 2017, WHA Group, Thailand's leader in fully integrated logistics and industrial facilities, selected Nghe An province as the site of its first industrial zone project in Vietnam. This milestone decision brought to Vietnam WHA's invaluable more than 30-year experience in the development and operations of world-class industrial zones.



Perfectly positioned to meet the needs of local and international investors, WHA Industrial Zone 1 – Nghe An offers easy connections to Vinh International Airport, national highways, nearby sea ports of Vissai, Cua Lo and DKC, and major rail networks. Its world-class facilities and practical one-stop service make it the ideal investment location for projects of significance.

With 11 industrial estates in Thailand representing an area of over 8,000 hectares, notably in the country's Eastern Economic Corridor (EEC), WHA Group leveraged its expertise to expand its operations overseas. Vietnam was WHA's logical choice as the country was increasingly becoming a major destination for foreign direct investments and a gateway to major markets in the region. With its geographical location, a booming economy, an abundant educated labor force, and GDP growth exceeding those posted by neighboring Southeast Asian countries and emerging Asian economies, WHA Group saw Vietnam as the bright new star.

"Vietnam is a major investment destination among ASEAN countries," explained Mr. David Nardone, Group Executive, Industrial and International, WHA Industrial

Development PLC. "With the support of the Vietnamese government and provincial authorities, Nghe An province is becoming an integrated hub for business, education, manufacturing, transportation and logistics, contributing further to the development and economic growth of Vietnam and the region," he said. WHA Group's venture is paying off, as Nghe An province is now poised to become a prime location for major manufacturers and investors, attracting the attention of domestic businesses and foreign investors from Japan, South Korea, Taiwan, Thailand and others for its great industrial potential. A large part of its success can be largely attributed to the state's commitment to creating an attractive business environment for both local and international companies, through the introduction of regulatory changes and business-friendly policies.

### Applying a Smart Eco Industrial Zone Concept

Today, WHA Industrial Zone 1 – Nghe An proposes state-of-the-art infrastructure and utilities. In addition to the initial Phase 1 of 143.5 hectares already under operation, construction of Phase 2 with an additional 354.5 hectares, has begun, strategically located between new CT 01 and existing

1A highways. Once completed, this multimillion-dollar project will comprise a total of 1,850 hectares.

The initial area of 143.5 hectares offers a perfect location for manufacturing for various industries and other business investments looking for an efficient use of land, an abundant local workforce, best practice planning and environmental controls, enabling sustainable and long-term growth. Customers in various industrial sectors such as electronics, food processing, automotive parts, solar energy and building materials have already set up their operations, with more companies following suit.

WHA Group is applying in Vietnam the same top-notch standards as in all its industrial estates in Thailand. The company's objective is to promote its concept of 'Smart Eco Industrial Estates' that use smart technologies and digital innovations to ensure efficiency, reliability, security and safety at all times. A very promising outlook is foreseen for the development of smart solutions in its industrial estates, as the world becomes more connected.

WHA industrial zones are internationally recognized for high quality standard infrastructure and

world-class facilities. In particular, the system of electrical works, water supply and drainage, wastewater treatment, maintenance of technical infrastructure, internal traffic, 24/7 security services, fire protection and maintenance works are built synchronously to meet the demands of foreign and domestic customers.

In addition, investors coming to WHA Industrial Zone 1 – Nghe An enjoy favorable conditions for investment, production and business activities with a competitive lease price, preferential tax policies, favored investment practices, supported construction procedures and labor recruitment. They receive WHA's assistance for investment procedures and many other services during project preparation and implementation, as well as active support from provincial government agencies and authorities.

### Generating Jobs for a Sustainable Economy

Job creation and local economic development are crucial elements of WHA's long-term vision. With 3.3 million people, including a workforce of 2 million, Nghe An is the fourth-most populated province in Vietnam. Creating employment is the best way to uplift living conditions of individuals, families and communities. Job opportunities enable people to contribute to society and make it stronger. With higher employment, many lives can be improved. This also gives the younger generation easier access to education, giving them the tools to develop new skills that will make them attractive to prospective employers.

The province of Nghe An is well-equipped with 7 universities, 9 colleges, 9 professional schools and 19 vocational training schools that provide education to 24,000 new graduates every year. The province also helps workers returning home from abroad settle in, facilitating their recruitment by companies in need.

### WHA Group Targets Thanh Hoa Province for Two New Industrial Zones

Encouraged by its initial success in Nghe An province, WHA Group announced last December 2020 the signing of a Memorandum of Understanding (MoU) with Thanh



Hoa Provincial People's Committee (Thanh Hoa PPC) for the development of two new industrial zones.

Positioned to attract high value technology companies, the first project WHA Smart Technology Industrial Zone – Thanh Hoa will represent a gross area of approximately 540 hectares, plus an additional potential expansion of 270 hectares. The second project WHA Northern Industrial Zone – Thanh Hoa, with a gross area of approximately 340 hectares, will target downstream industries, including plastics, rubber, chemical and biochemical products, metal fabrication and foundries, building materials, automotive parts, mechanical assembly, appliances and others. Once all licenses and approvals are obtained, construction is expected to commence in 2023 and 2024 respectively.

"After successfully launching our first industrial zone in Nghe An province four years ago, we are delighted to embark on this new partnership with Thanh Hoa PPC," declared Mr.

David Nardone, Group Executive - Industrial and International, WHA Industrial Development PLC. "We are looking forward to enticing FDI flows, while promoting long-term development with significant growth prospects. We always prioritize projects using advanced technology, modern and environment-friendly innovations, strictly adhering to environment laws and upholding responsibility to the community and the society," he explained.

With the support of the Vietnamese government and provincial authorities, WHA Group aims to continue initiating solid projects to help attract and nurture foreign investment, explore skills development, promote job creation, introduce smart solutions for industries and contribute to rapid and sustained prosperity. Thailand and Vietnam continue to further deepen the multifaceted relations and economic cooperation enjoyed over the past 45 years, since the two countries set up diplomatic ties in 1976.

## You Sing Science & Technology Signs MOU Deal with WHA IZ 1 – Nghe An for New Production Base



You Sing Science & Technology Co., Ltd., a supplier of components used for manufacturing ventilation equipment, recently signed a Memorandum of Understanding (MOU) with WHA Industrial Zone Nghe An JSC to lease land for its production and trading activities at WHA Industrial Zone 1 – Nghe An, Vietnam. This new facility will help the company boost its operations in the region.

*In the picture:* Mr. Yuan Yu Sheng (right), Director, You Sing Science & Technology Co., Ltd. and Ms. Nguyen Kim Chi (left), Senior Customer Development, WHA Industrial Management Services Vietnam Co., Ltd, during the contract signing ceremony.

# WHA Industrial Zone 1 Nghe An, Vietnam

## Your Manufacturing and Export Base to the Global Market



Smart Eco  
Industrial Zone  
in Nghe An



Preferred Location  
with High Investment  
Incentives



High Quality  
Standard Infrastructure  
and World-Class Facilities



WHA Industrial Zone 1 - Nghe An  
Managed by WHA Industrial Management Services Vietnam Co., Ltd.  
Nghe An Office: (+84) 238 222 9999 Hanoi Office: (+84) 24 3574 6999  
E-mail: [invest@whavietnam.com](mailto:invest@whavietnam.com) [www.whavietnam.com](http://www.whavietnam.com)

## WHA Group Supports School Supplies to Schools in Chonburi and Rayong



Representatives from WHA Corporation PCL, WHA Industrial Development PLC, WHA Utilities and Power PLC, and subsidiaries of WHA Group, recently visited schools surrounding its industrial estates in Chonburi and Rayong to donate much-needed school supplies. Backpacks, notebooks, stationery supplies as well as sports equipment were given to a total of 50 schools and 15 child development centers, benefitting over 20,000 students. The generous contribution aims to enrich the student learning experience when schools reopen safely.

## WHA Group Donates Mobile X-Ray Machine to Pluak Daeng Hospital



**In the pictures:** Mr. Rakphol Kangnoi (3<sup>rd</sup> left), Director of Industrial Estate Operations, WHA Industrial Development, hands over the donation to Mr. Thasanathep Yimyam (3<sup>rd</sup> right), Director of Pluak Daeng Hospital, in the presence of other executives.

WHA Corporation Public Company Limited recently supported a mobile X-ray equipment worth over THB 1.4 million to Pluak Daeng Hospital in Rayong province. The machine will be used to diagnose lung conditions of patients at Pluak Daeng Hospital and field hospitals in the community. WHA Group reaffirms its commitment to help keep community members safe and healthy during the COVID-19 pandemic.

## Governor Inspects Samut Prakan Ruamjai 5 (WHA) Field Hospital



Samut Prakan Provincial Governor Mr. Wanchai Kongkasem (center left), was welcomed by Mr. Vivat Jiratikarnsakul (center right), Chief Operating Officer - Industrial and International of WHA Industrial Development, during his recent inspection of the Samut Prakan Ruamjai 5 (WHA) Field Hospital at WHA Mega Logistics Center. Equipped with 1,300 beds, the facility will be used for the treatment

of asymptomatic COVID-19 patients or those with mild symptoms, to control and prevent the spread of the virus. Also present during the inspection were Col. Prathuang Kaewtui, Deputy Governor of Samut Prakan province, Dr. Pharonong Sri Muang, Samut Prakan Provincial Public Health doctor, and Mr. Paphinvich Laongkaew, Head of the Samut Prakan Disaster Prevention and Mitigation Office.

## WHA Cooperates with Nghe An Police to Support Agricultural Products from Nghi Thuan Commune

WHA Industrial Zone Nghe An JSC recently coordinated with the Executive Committee of Nghe An Provincial Police Youth Union to support the consumption of agricultural products for farmers in Nghi Thuan commune, Nghi Loc district.

Nearly 2 tons of collard greens and turnip greens, after being purchased from Nghi Thuan citizens, were handed over to the kitchens of the Nghe An Provincial Police and independent units in Vinh city such as Nghe An Provincial Police Training and Fostering Center, the Flying Squad Department, Fire & Rescue Police Department, Traffic Police Department and the Internal Security Department, among others.

WHA is proud to support activities of profound humanitarian significance during the period of social distancing because of COVID-19 in Nghe An province, both helping and supporting people to consume agricultural products and contribute towards increases in rations and green vegetables for staff at grassroots units.



# CSR ARTICLES



## WHA's CSR Initiatives Target Community Well-being

WHA Group has been continually looking for new ways to make the neighboring communities of its industrial zones and logistics facilities better places to live and work. With the cooperation of various stakeholders, the company's efforts to improve the residents' conditions are based on the real needs of the local community. Its focus lies mainly on discovering what help could be extended to the people from neighboring villages and districts, so they can become happier, more engaged, healthy and productive. In collaboration with local administrative offices, customers, partners and friends, company officials and staff implement initiatives that take care of the people to make them more resilient as a community.

For the month of June, emphasis was given to ensuring the physical and mental wellbeing of community members, through donations for the medical staff, healthcare workers and volunteers who have been offering their much-appreciated services.



Representatives of WHA Industrial Development PLC (WHAID) visited Ban Khai Hospital in Rayong to provide nourishing meals for the medical personnel. This action conveyed a message of encouragement to healthcare workers on the frontlines of the pandemic, and heartfelt appreciation for their hard work and sacrifice.

WHA Industrial Development PLC (WHAID) and WHA Utilities and Power PLC (WHAUP) made a donation to support a development training program for local volunteers and health leaders. This year's seminar, focusing on caring and providing a safe environment for the elderly, was organized by the Khao Khan Song Subdistrict Administrative Office, in Si Racha, Chonburi.

Several boxes of alcohol-based sanitizing gel and handy carry-all pouches were recently delivered by officers of WHAUP, WHAID and WHA Chonburi Industrial Estate to the Ban Hop Bon Field Hospital in Si Racha to help fight the spread of COVID-19 and lower the risk of infections among medical and health personnel, patients and visitors.

WHA Group also takes care of the youth, so they may develop into responsible adults who can contribute to the common good. This was recently demonstrated by the financing of a project for clean, safe water in the Wat Noen Tong Child Development Center in the village of Nongkham, Si Racha. WHAID provided a 4,000-liter plastic storage tank to ensure a supply of clean water, while WHAUP and WHAID supplied a new water pump to replace the old one. Safe and readily available water is important for children and adults alike, since it is used for drinking, domestic use, food production and recreational purposes. Clean water is very important for the prevention of diseases and the maintenance of good health.





Because of the pandemic, the opening of the new school term has been delayed. To help affected families, the companies also donated food supplies to the Center to provide lunch for children who have no one to take care of them at home while their parents are at work.



## Strong and Safe Society



Building a united society is the key to health, happiness and safety for members of the community, especially those who were impacted by the pandemic. National celebrations are a good occasion to share with people, through programs set up by different charitable groups. On the occasion of the birthday of Her Majesty Queen Suthida, WHAID and WHAUP participated in the Have and Share program by distributing 300 carton packs of milk for the villagers through Pluak Daeng District Office, Rayong.

Company representatives also participated in the Share Kindness During COVID program to visit senior villagers with disability from low-income households and present them with care packages. This goodwill gesture is highly appreciated by families in the community that are facing hard times.

WHAID and WHAUP together sponsored the purchase of hydraulic cutting equipment for the Sintam Samakom Rescue Foundation in Ban Beung, Chonburi. These tools are essential for these rescue volunteers who go to accident sites as first responders to help in emergency situations.



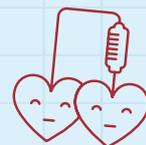


Ban Khai police officers in charge of security and protection were also recipients of a donation from WHA RIL. They received an air conditioning unit for the Ban Khai police station to make it an easier and more efficient workplace, and to make the area comfortable for visitors.

To promote care for the environment, WHAID and WHAUP joined a tree planting activity near Siri Anuson community in Chonburi's Si Racha district. Representatives from the public and private sectors got together in a show of unity to help protect the natural surroundings in a sustainable manner. Keeping the world green is the first step towards improving nature, the environment, the climate and the lives of people.



WHA Group and its business hubs will continue to focus on CSR projects that can foster positive change and encourage members of the community to become more aware of their own impact on society and the environment.



# 2021 Training Programs

WHA Training Center, Eastern Seaboard Industrial Estate (Rayong)  
January-December 2021

No.	Course	Time	*Course/ person (Baht)*	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
1	Operation Techniques of Forklift Truck	9:00-16:00	1,800	Fri, 22	Fri, 19	Fri, 26	Fri, 23	Fri, 21	Fri, 25	Fri, 23	Fri, 20	Fri, 24	Fri, 22	Fri, 19	Fri, 24
2	Health, Safety and Working Environment Committee	9:00-16:00	2,200	Tue-Wed 26-27		Tue-Wed 16-17		Tue-Wed 18-19		Tue-Wed 13-14		Tue-Wed 14-15		Tue-Wed 23-24	
3	Safety Officer : Supervisor Level	9:00-16:00	2,200		Tue-Wed 16-17		Tue-Wed 26-27		Tue-Wed 15-16		Tue-Wed 24-25		Tue-Wed 19-20		Tue-Wed 14-15
4	Safety Officer : Management Level	9:00-16:00	2,500						Wed-Thu 9-10					Tue-Wed 9-10	
5	Welfare Committee in the Workplace	9:00-16:00	2,200			Fri, 12						Fri, 10			
6	Accident Investigation Report Techniques	9:00-16:00	2,200					Fri, 7					Fri, 8		
7	General safety, health and environment in the workplace	9:00-16:00	2,200			Fri, 19						Fri, 3			
8	KYT (Kiken Yochi Training)	9:00-16:00	2,200					Fri, 28						Fri, 26	
9	Defensive Driving	9:00-16:00	2,200	Tue, 19						Tue, 20					
10	First Aid & CPR Course	9:00-16:00	1,600		Fri, 12			Fri, 14			Fri, 6			Fri, 5	
11	Writing training course techniques to request a course certification and expense approval according to skill development promotion ACT B.E.2545	9:00-16:00	2,200		Thu, 4						Fri, 27				
12	Staff Activity Techniques for HR	9:00-16:00	2,200			Thu, 4						Tue, 28			
13	7 Waste for cost reduction	9:00-16:00	2,200				Thu, 22						Thu, 28		
14	Proactive Working for Productivity Mindset	9:00-16:00	2,200					Thu, 13						Fri, 12	
15	Service mind for maid	9:00-16:00	2,200						Mon, 28						Fri, 17
16	Leadership Development	9:00-16:00	2,200	Thu, 28						Fri, 16					
17	7 Supervisor skills	9:00-16:00	2,200		Tue, 23						Tue, 17				
18	Excellent Supervisor	9:00-16:00	2,200			Tue, 23						Fri, 17			
19	Excellent Arts of Supervisory skills	9:00-16:00	2,200				Tue, 20						Tue, 5		
20	E.Q. for Great Supervisor	9:00-16:30	2,200					Mon, 10						Wed, 3	
21	Positive thinking for Supervisor	9:00-16:30	2,200						Fri, 18						Tue, 21
22	Communication skills for leaders	9:00-16:30	2,200		Tue, 9					Tue, 6					
23	Leadership for Leader	9:00-16:30	2,200			Tue, 9						Tue, 7			
24	Train the trainer	9:00-16:30	2,200					Tue, 11						Tue, 16	
25	Microsoft Excel 2016 : Basic Level	9:00-16:00	2,200	Thu, 21						Thu, 24					
26	Microsoft Excel 2016 : Intermediate Level	9:00-16:00	2,200		Thu, 8					Thu, 22				Thu, 18	
27	Microsoft Excel 2016 : Advanced Level	9:00-16:00	2,200			Thu, 25					Thu, 19				Thu, 23
28	Microsoft Power Point 2016 : Intermediate-Advanced	9:00-16:00	2,200				Thu, 22					Thu, 23			
29	Microsoft Word 2016 : Intermediate-Advanced	9:00-16:30	2,200					Thu, 20					Thu, 21		

- For more information, please contact WHA Training Center Tel: 092 690 9596, 089 099 7641
- Discount 10% for WHA Customers.
- Prices include handouts, coffee break and/or lunch but excludes VAT.
- This is withholding tax of 3% deductible.
- Please reserve the course 2 weeks in advance.
- Date and time is subjected to change, please call to confirm.



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