

# The Amata Times

News from the World's Leading Industrial City Developer

Q2 2017



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**STUMPF AMATA  
SOLAR**

## Stumpf Amata brings next-generation power solutions to light

Amata and Stumpf Energy have recently entered into a joint venture to bring clean, reliable solar-generated power to industrial power consumers on Amata's estates. The JV, now named Stumpf Amata Solar Company will initially focus on commercial and industrial rooftop projects. Stumpf Amata will operate through the entire value chain of projects by developing, financing, constructing, and operating the solar photovoltaic (PV) facilities. Power generated from the PV system will be fed directly into the electrical system of the site and power consumers will pay a service fee to Stumpf Amata. The service fee will result in significant savings to the power consumer because the power will be priced lower than current daytime peak pricing. Because the JV pays for all capital and operational expenses, power consumers benefit from immediate savings.

This new financial product offering provides a zero investment opportunity for power consumers to benefit from "energy as a service", which creates immediate and tangible savings on power consumer electricity bills. The Stumpf Amata business model makes solar PV power solutions more accessible to our partners and customers through renewable energy, zero-investment alternatives to utility power generation. These projects, located at point-of-load on customer's roofs can:

- create immediate, Day One savings on power bills;
- provide clean and reliable power;
- operate under a fixed cost;
- include attractive early buy-out options;
- provide a predictable power supply and costs for the term of the agreement;
- eliminate PV power plant operational risk to the customer.

Electricity is generated from PV panels when photons of sunlight excite electrons in silicon cells. In Stumpf Amata's business model, solar panels are placed on a customer's roof. An ideal site will have



## Thailand leads Southeast Asia to a sustainable future

Thailand's meteoric rise in manufacturing this century has been accompanied by a lesser-discussed, but equally impressive, dedication to responsible energy use. By continuing to promote investment in renewable resources such as solar, hydro, wind, bio-energy, biofuels, and other low-impact sources, the Thai government aims to have the country relying on alternatives for a full 30% of its energy consumption by the year 2036.

Thailand has long been a regional leader in the alternative energy field. As highlighted by USAID Clean Power Asia, the country increased its renewable energy capacity by 5,500 megawatts from 2006 to 2014 – a larger increase than any other country in Southeast Asia. USAID itself is partnering with Chulalongkorn University to increase this number by a further 500 megawatts, which would alone reduce carbon emissions by 3.5 million tons.

Such forward-looking partnerships, and the investment opportuni-

ties they create, are essential for a maturing economy with developed cities and a strong manufacturing base. With continued economic growth prompting experts to estimate a tripling of regional electricity demand by 2040, renewable energy sources are an ideal solution for countries looking to avoid the fate of pollution-plagued cities elsewhere on the continent.

no shade on the panels, especially during the prime sunlight hours from 9 a.m. to 3 p.m.; a southern-facing installation usually provides the optimum potential for the system, but other orientations may provide sufficient production. The electricity produced is DC (direct current) and must then be converted to AC (alternating current) suitable for use in the building. An inverter turns the DC electricity generated by the solar panels into AC power that can be put to immediate use by connecting directly to a dedicated circuit breaker in the electrical panel.

In order to finance the projects, the JV is securing a credit facility from Asia Development Bank and Siam Commercial Bank for project's investment capital expenditure. By securing the credit facility in advance of project development, the JV is able to move quickly to construction and operation once an appropriate project is identified and after a revenue agreement is executed. This allows the JV to adapt a nimble approach to project development and remain extremely competitive in the Thai renewables market. Furthermore, Stumpf Amata has secured preliminary approval from lenders for a portfolio approach with a pre-identified EPC, preliminary credit approval and all project documents already in

ties they create, are essential for a maturing economy with developed cities and a strong manufacturing base. With continued economic growth prompting experts to estimate a tripling of regional electricity demand by 2040, renewable energy sources are an ideal solution for countries looking to avoid the fate of pollution-plagued cities elsewhere on the continent.

"Given that Asia is home to more than half of the world's population and continues to grow at a tremendous rate, energy demand is expected to increase dramatically in the next decade," said Glyn Davies, the U.S. Ambassador to Thailand. "Promoting a low-emission power sector is more critical now than ever."

Meeting that goal will depend on other initiatives as well, notably those outlined by the Thai Energy Policy and Planning Office (EPPO). The past four years have each seen increasing numbers of

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place. This further enables the JV to shorten development time and allows power consumers to benefit from lower power costs quickly.

Why solar PV? There are many important reasons to consider a service contract for solar PV power with Stumpf Amata. The primary reason is cost. The government of Thailand has recently decreased the Automatic Tariff Adjustment (Ft) rate, pushing higher the overall cost of power to consumers. This variable rate is often used by the utility to ensure stable power at low costs. It functions as a subsidy for power prices. However, the government cannot provide this subsidy indefinitely and will eventually be forced to allow the true cost of power to drive power pricing.

The Kingdom of Thailand also relies heavily on natural gas, which fuels two-thirds of its electricity generation. As part of the government's fuel-diversification strategy, it has proposed to reduce natural gas-powered generation by increasing its dependence on renewable energy, particularly solar. The licenses to extract natural gas from offshore fields are also currently under review and being transferred to new companies. This transfer will likely take one to

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# A sustainable future

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Thailand's Solar PV Installed Capacity



Source 2002-2014 data from DEDE, 2015-2016 data from ERC

new solar installations, and some observers are expecting a “solar gold rush” this year, as a total of 67 projects have recently been approved to sell power to the national grid.

Renewable biomass energy, though less environmentally friendly than other alternative sources, will form a major part of Thailand’s national power plan over the next two decades. Biomass energy is particularly well suited to Thailand’s rural economy, as the technology involves converting agriculture and other waste into energy.

As Thailand currently produces about 80 million tons of agricultural waste per year, the development of additional biomass power plants is expected to give a substantial boost to the country’s renewable energy resources. The Ministry of Energy estimates that biomass will generate more power than any other renewable energy source in the coming years.

Other initiatives involve the harnessing of energy from biogas, biofuels, municipal solid waste, as well as smaller efforts at utilizing wind and hydropower, as the country aims to efficiently capture and recycle increasing amounts of resources that would otherwise go to waste. Such efforts will help relieve the strains on natural resources while also putting several potential pollutants to beneficial use.

As well as addressing issues of sustainability, Thailand’s determination to increase its renewable energy capacity will have the desirable effect of reducing its dependence on energy imports, whose prices

tend to fluctuate. According to EPPO figures, Thailand’s total energy consumption amounted to the equivalent of two million barrels of oil per day in 2014, with the industrial sector responsible for more energy use than any other.

To ensure the success of these alternative energy technologies, the BOI has made efforts to increase the rate of adoption of all renewable energy sources, including a variety of attractive tax exemptions. Investment grants are also available from the EPPO and the Department of Alternative Energy Development and Efficiency, and other branches of government are considering amending laws and regulations to further promote the use of alternative technologies.

Infrastructure upgrades will be necessary to improve power transmission and distribution, and the Ministry of Energy has proposed a Smart Grid System to maximize efficiency throughout the supply chain. With the path toward a sustainable future clearly in view, all that remains is the need to follow through on a vision that will leave the country in better shape for government, business, and society as a whole.

Although the industrial sector has been largely responsible for Thailand’s increased energy demands, it is also playing a central role in solving the issue. By recycling waste into energy, cleanly capturing available resources, and working in harmony with the natural world, renewable energy technology is set to make Thailand’s green landscape and economy shine brightly for generations to come.

# Stumpf Amata

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three years, as operations need to be re-tooled and handed over. This could cause a disruption in supplies that can negatively affect power prices.

Despite liquid fuel (the main source of power generation in Thailand) prices dropping all around the world to an all-time low, Thai electricity prices have remained steady. Why? The Thai baht and the Thai economy have stabilized but are “soft”. Buying international oil and power costs more due to unfavorable foreign currency exchange. This price increase is then passed on to power consumers. While the baht was strong, Thailand got an advantage buying international natural gas for electricity. But now that the baht is weak, Thailand takes on the burden of paying extra for that natural gas.

EGAT has seen an increase in electricity demand of up to 4% last year and is on track for a similar increase this year. Tight supplies and increased demand also increase the cost of power. In addition, there is currently no appetite for financing the government’s wished increase of 7.5 GW in coal/lignite power plants, further constraining energy supply. In fact, many existing power plants need retrofitting or will be decommissioned. An estimated 25 GW out of the operational capacity of 37 GW needs to be decommissioned.

Stumpf Amata is your best partner for alternative solutions to utility power. The partnership brings together expertise from financing, development, and solar PV engineering to provide our partners with the best-in-class equipment, construction, and operations at the best price possible. Together, Stumpf Amata shifts the power paradigm to favor our customers.

Are you interested? Please contact Stumpf Amata Company Chief Operating Officer Nick Rose at [n.rose@stumpfenergy.com](mailto:n.rose@stumpfenergy.com) to discuss power solutions that might be appropriate for your company.



## Amata inks MOU with Ministry of Energy to spearhead Smart City development



In line with the government of Thailand’s Eastern Economic Corridor initiative and Thailand 4.0 policy, Amata Corporation PCL, Thailand’s leading industrial city developer has inked a Memorandum of Understanding (MOU) with the Energy Policy and Planning Office of the Ministry of Energy to spearhead the development of a “Smart City” at Amata Nakorn located in Chonburi province. The key developmental aspects of the MOU includes: 1) Smart Energy, 2) Smart Mobility, 3) Smart Community, 4) Smart Environment, 5) Smart Economy, 6) Smart Building, 7) Smart Governance, and 8) Smart Innovation.

To support the Thai government’s policy in Smart City, Amata will be working with international partners to execute a Amata Smart City development plan using the Public Private Partnership (PPP) model. Example of key projects in progress include: a 100-MW solar PV rooftop project with Stumpf Energy from Europe, smart traffic monitoring with AAPICO ITS Co., Ltd. from Thailand, smart factories with Hitachi High-Technologies Cor-

poration from Japan, a smart home project with leading Japanese technology partners, smart innovation (Amata Science City) with Japanese Consortium, smart education with KinderWorld from Singapore, smart aerospace city, and Edutown (Amata College).

“Amata is actually a natural partner for Thailand’s Ministry of Energy in our common vision for Smart Cities,” says Dr. Surin Pitsuwan, Chairman of Amata Corporation.

“Any new initiative will need a concrete modality to implement it in actual and pragmatic environments. Amata Nakorn Industrial Estate is ideal for this endeavor. We are able and prepared to help bring this great vision of Smart City into reality,” the Chairman of Amata Corp. reiterates.

Amata, the most preferred industrial city by leading multinational corporations from more than 36 countries currently contributes to 10% of Thailand’s GDP, exceeding US\$40 billion worth of output annually and provided more than 200,000 jobs. With the Smart City development, Amata aims to increase their clients’ base by 50%, increase the use of renewable energy in the estates by 50%, and provide 100,000 additional jobs in the estates.

“Amata is ready to transform to Thailand’s leading Smart City. Our Smart City adopts an ‘All Win’ philosophy: We strongly support the Thai government’s EEC and Thailand 4.0 policies (‘Government Wins’); Amata clients can operate more efficiently in a Smart City (‘Foreign Investor Wins’); and Amata’s Green and Zero Waste discharge policy creates a sustainable society and environment (‘Environment Wins’). I strongly believe this MOU with EPPO will create a good ‘All Win’ model for other smart city projects in Thailand that transform ideas into reality,” states Mr.

Vikrom Kromadit, Chief Executive Officer of Amata Corporation PCL.

Air Chief Marshal Dr. Prajin Juntong, Deputy Prime Minister, attests after witnessing the signing ceremony of the Memorandum of Understanding, titled “Driving the Smart City”, between the Ministry of Energy’s Energy Policy and Planning Office (EPPO) and Amata Corporation PCL (Amata), it conforms to the reform framework of the country’s national strategy. The Ministry of Energy is moving ahead with the Energy 4.0 policy, and one of the key measures is the driving force and the development of intelligent cities. Together with the private sector, Amata wants to develop a balanced and sustainable project area, in terms of economic development, quality of life, and the green environment; and this is in line with government policies.

General Anantaporn Kanchanarat, Energy Minister, asserts that the government has set Thailand 4.0 policy to reform the economic structure of Thailand with a focus on driving the economy with innovation to create a value-oriented economy. The Ministry of Energy plans to drive the country’s energy sector with the Energy 4.0 policy, in line with government policies. The goal is to generate income for the people and the country.

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# Global Matters

## The future of work

There are many challenges in the 21st century workplace that will affect and be reflected in how we work:

- the challenge of communication and culture in work environments that are becoming more and more diverse;
- the challenge of different generational work habits and expectations and how to manage these differences;
- the challenge of demographic changes, especially in the Asia-Pacific region, as workforces become older;
- the effects of technology on job markets and education.

These are all important challenges in the business world. But certainly, from this list, technology will have the most profound effects on the future of work.

Technology has made data collection and data analysis easier and more efficient. Efficient data analysis of ever-increasing amounts of data means that we can now review, and in some cases, challenge traditional assumptions and conventional thinking. This is currently causing disruption in multiple industries, such as medicine, tourism, education, and even politics. It's safe to assume that eventually, every industry will be radically transformed by technology, data, and some form of automation.

A recent joint study by Oxford University and the Oxford Martin School found that "...47 percent of jobs in the US are 'at risk' of being automated in the next 20 years." While automation will make businesses and organizations more efficient, it will come at a cost – the displacement of millions of workers who will lose their jobs to AI technology.

Various solutions to this problem have been proposed. Innovations such as 6-hour workdays (or 4-day work-weeks), and unlimited vacation time (example companies include General Electric, Virgin Group, Netflix, et al) have been adopted in a growing number of companies. And the concept of a universal basic income (UBI) has made headlines recently and is due to be tested in Finland and

the Netherlands this year.

We have all seen the ways that technology has changed our world in the past twenty years. From computers to mobile technologies to cloud computing and "Big Data", technology has transformed entire industries – the music, publishing, and entertainment industries have changed dramatically and are still adapting to the new realities of their markets. The education industry is also facing change – the growing popularity of online, or distance learning, is challenging the notion of the traditional classroom experience.

According to an American futurist, Thomas Frey, "As a rule of thumb, 60% of the jobs 10 years from now haven't been invented yet." These will include jobs that are the result of new technologies (3D Printing Engineers or Nano-medics, for example), but also new jobs in old industries ("Urban Agriculturalists" or "Digital Death Managers").

But it is not just the challenge of completely new jobs that our professionals will face in their careers. It is also the prospect of future work lives consisting of a "portfolio of micro-careers". For much of the 20th century, careers were stable and quite vertical. The expression "working your way up the ladder" perfectly captures the career path of 20th century managers. By contrast, there may be few "ladders" in the 21st century, and for many working professionals, an obstacle course, filled with ups and downs, horizontal and even backward moves, might be a more accurate analogy.

In other words, new university graduates and mid-career workers will face what have been called "complex, sometimes specialized, collaborative and ever-evolving career paths". These are the new realities of a 21st century career, so being equipped with the right career tools and knowledge will be essential to the success of future workers.

The key to the future of work is having the ability to "learn how to learn", regardless of where you are in your career. Individuals must now prepare for careers that are unlike anything that we have seen in the past. And organizations must design their workplaces to reflect the new realities of work – 24-hour connectivity, greater flexibility, and the global competition for talent – and the new expectations and needs of their workers.

## Amata inks MOU

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The drive is divided into two levels: The national level will focus on driving the country's energy innovation to be more modern and to enhance the competitiveness in the global market by promoting research and development on energy and to increase the country's energy businesses to grow. And the community level will focus on making money and reducing expenditures for people and communities through the public Social Support Implementation of Community Energy Projects and the promotion of energy in small and medium businesses (SME).

Smart City is another measure of the importance of Energy 4.0 because it can reduce the demand for energy and reduce the maximum power consumption, which is very high. It can also drive national energy innovation, increasing competitiveness in global markets.

The Ministry of Energy and Amata agreed to drive and develop the Smart City to achieve the results of studies and guidelines for upgrading spatial development. Amata Nakorn Industrial Estate is considered a "genius city" within the Ministry of Energy and is cooperating by giv-

ing suggestions for guidelines and implementation of the project in line with the Energy Ministry's Energy 4.0 guidelines. As well, a team of specialists from Yokohama Smart City, Japan, in cooperation with Amata, is sharing their knowledge and experience to apply the drive to develop the city of genius in Thailand.

Dr. Twarath Sutabutr, the director of the EPPO and the spokesman of the Ministry of Energy, said that the EPPO recognizes the importance of developing the city as a city of genius and supports the growth of the city since intelligent cities are an integral part of sustainable development. A form of integration, urban planning Utility System Intelligence Technology, can be used to develop the city into a green value chain to have a good quality of life and promote efficient uses of energy while reducing resource consumption, thus making a better environment. The EPPO has implemented the Smart Cities-Clean Energy project and launched the project in 2016 to enable the relevant agencies to learn, accept, and adapt towards the direction of urban de-



## Amata Vision

### Thailand 4.0 A smart model for Amata

By Lena Ng, Chief Investment Officer

Many of you have heard about Thailand 4.0. But what is it exactly? "Thailand 4.0" is a new economic model by the Thai government to build a value-based economy. Unlike Thailand 3.0, which focused on heavy industry, a value-based economy is created through the promotion of innovation, creativity, knowledge sharing, capacity building, and sustainability for environment.

So, it brings us to the next question. How can Amata or our FDI clients take part in this new model? To contribute in a concrete way to Thailand 4.0 efforts, Amata launched our 4.0 vision: Amata Smart City. Amata Smart City's vision is "to be a self-reliant, energy-efficient city with renewable energy sources and sustainable environmental management."

Our aim is to become the leading Smart City model in Thailand and ASEAN to promote sustainable and energy-efficient smart living within our cities. To achieve our vision, Amata has agreed on key collaboration areas with the City of Yokohama in early 2017 to learn and adapt from their Smart City experience. With more than 50% of our FDI investors being Japanese, it makes sense to learn from Yokohama. Besides Japan, Amata will also select the "top ten" smart cities around the world to pair with and gain valuable information from Smart Cities' developmental challenges and cost-effective solutions.

Another key milestone for Amata this year is the signing of the Memorandum of Understanding (MOU) on Smart City development

genius. This will have an impact on energy, environment, and sustainable development.

In collaboration with Amata, this will be a learning experience by the exchange of information and study and research results. The EPPO also nominated Amata for the APEC Low-Carbon Model Town project under the Energy Working Group. To be a prototype city for the development of other low carbon cities, it is currently under consideration by the Board. If Amata is selected for the project, it will be supported by data analysis, expert advice, and financial support from APEC, which will further promote Amata's intelligent urban development.

with the Energy Policy and Planning Office, Ministry of Energy (MOE), in March of this year. Policy support is critical for any energy-related projects in Thailand. In Thailand, the Ministry of Energy has been tasked by the Prime Minister's Office to spearhead Smart City development policies nationwide. The key developmental aspects of Amata's MOU with the MOE include: 1) Smart Energy, 2) Smart Mobility, 3) Smart Community, 4) Smart Environment, 5) Smart Economy, 6) Smart Building, 7) Smart Governance, and 8) Smart Innovation.

I absolutely love Henry Ford's quote, "Vision without execution is just hallucination." With our new vision, our team has entered, and will continue to do so, into new joint-ventures with our international partners to provide new Smart solutions and services for our clients and upgrade the overall smart infrastructure for our cities. Some of our latest initiatives include a Smart Energy / Solar Rooftop JV with Stumpf Energy, Smart Factory with Hitachi Hi-Tech, Smart Mobility with AAPICO Hitech and Smart Infrastructure / Fibre Optic Network with ABN, a subsidiary of AIS. We hope to provide our clients with global best practices, state-of-the-art technologies, and reliable partners to elevate their manufacturing business, according to the 4.0 model.

It is all an exciting process. I am proud to help lead Amata towards the Thailand 4.0 model and hopefully inspire our customers to join us in this new journey.

Mr. Vikrom Kromadit, CEO of Amata, the leader in industrial estate development in Thailand and Vietnam, states, "The cooperation is a PPP with the goal of developing Amata Nakorn Industrial Estate. Chonburi province is a perfect genius city to contribute to the development of the Eastern Economic Corridor that defines development areas in Rayong, Chonburi, and Chachoengsao."

"It is one of the mechanisms to propel Thailand 4.0. Amata is ready to step into its role as an intelligent city of the country under the concept of 'All Win', ready to support the EEC, and support Thailand 4.0 to provide entrepreneurs in the industrial estate with its ability to produce products efficiently."

# Customer & Relationship Management News

## Plating expert Surtec Kariya expands into Amata



**Agreement to Purchase and Sell Land Signing Ceremony**  
Between Surtec Kariya (Thailand) Co., Ltd. and Amata Corporation.

Yoshinobu Matsumoto, Managing Director Surtec Kariya (Thailand) Company is seen holding the agreement with Viboon Kromadit, Chief Marketing Officer Amata Corporation. At far right, Tiyanan Gobgest, General Manager Surtec Kariya, and at far left, Yasuo Tsutsui, Marketing Manager Amata Corporation.

Surtec Kariya (Thailand) Co., Ltd. is a subsidiary of Japan's Surtec Kariya, with headquarters in Kariya City, established in 1950. The company grew constantly and expanded, not only within Japan, but also overseas; at present, nine of Surtec's subsidiaries operate in seven countries. As a leader in plating technology, Surtec works hand-in-hand with the automotive industry. The company has since enhanced rust resistance, functionality, and aesthetics of many automotive components, created with a wide variety of materials and taking into consideration the needs of each respective part.

drives engineering professionals to create even better cars. Inevitably, all types of components, with never-before-seen technological improvements, are necessary and are developed with new raw materials and high-performance features. As such, Surtec strives to continually challenge itself to develop new, state-of-the-art plating technologies to meet high-level quality expectations and demands of the future.

With the purchase of land at Amata Nakorn Industrial Estate, Chonburi, Surtec Kariya further expands in Thailand. We not only thank Surtec for choosing us, but, at the same time, wish the company every success to come!

[www.surteckariya.jp](http://www.surteckariya.jp)

There is a constant development taking place in the automotive industry. The aim of producing vehicles with lower environmental impact

## Nitta inaugurates its 18th manufacturing facility



Thailand's Nitta Corporation management team and staff celebrate the completion of its new factory.

Nitta Corporation (Thailand) Limited has entered into the first phase of its Thailand plans with the inauguration of a new 3,600-square-meter large factory at Amata City Industrial Estate, and foresees significant, steady growth in the future. Nitta's new Thailand subsidiary, with the production of automotive parts, such as hoses and tubes, is herewith entering the local market and eyes to

supply the car market throughout ASEAN. The potential of the automotive market is one of the advantages of being located in Thailand; BOI investment incentives for businesses in the automotive industry, as well as ITC regulations for foreign trade and export of goods, are other key advantages. In a second phase, Nitta Corporation has plans to produce parts necessary in hydraulic systems, used in assemblies for construction machineries and vehicles. Nitta Corporation President, Nitta Motonobu, adds, "We will continue working to expand our business by producing high-quality products under the slogan 'NITTA Made in Thailand', and we are pleased to be part of the development of Thailand's economic growth for the better!"

Our heartfelt congratulations to Nitta!

[www.nitta.co.jp](http://www.nitta.co.jp)

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Hole-in-One Prizes



### Amata's CEO invites to exclusive dinner meetings

Amata is organizing a series of dinner meetings throughout 2017 with Amata CEO Vikrom Kromadit. The meetings' objectives are to improve the relationship between Amata and its customers and to provide a platform for top management to discuss economic trends (local, regional, Asian, or global, etc.), exchanging and sharing ideas, and also listen to comments that help improve Amata services, infrastructure, and products. The gatherings take place once a month at Amata Castle in Chonburi.

If you are our member and want to join these exclusive management-only events, please contact Orawan Tungteekha-ayu, Relationship Management Executive, at [Orawan.t@amata.com](mailto:Orawan.t@amata.com) for reservation.



### Amata Nakorn Japanese Society Club

The Amata Nakorn Japanese Society Club (AJS), with members from 170 companies, meets on a regular basis to discuss issues related to doing business or operating a factory, as well as for the purpose to network and to exchange information and ideas. The club meets once a month at the Amata Service Center.

**Companies currently not members yet but are interested to participate, please contact with AJS General Manager, Kuriyama Takafumi, if these conditions are met:**

1. Being a Japanese company with a factory located at Amata Nakorn,
2. The person applying for membership holds a position like President, Managing Director, top management only.

**Kuriyama Takafumi,**  
General Manager AJS and Managing Director of Wako Sangyo Company,  
[kuriyama.t@wako-th.com](mailto:kuriyama.t@wako-th.com)

## Mars Petcare joins the Amata family



At Mars Petcare, we always put pets' needs first (photo © Mars, Incorporated)

Sheba, Cesar, etc., will build its second production facility in Thailand at Amata Nakorn Industrial Estate, Chonburi. Mars Petcare, headquartered in Brussels, Belgium, can be found in 50 countries around the world, employing more than 40,000 people. Mars Petcare Thailand purchased some 66 rai of land, and the new Amata plant will also have a pet care R&D center for pet nutrition and wellbeing, same as in the United Kingdom.

Mars Company started off some 100 years ago in the U.S. Whether it is pet food, chocolate, gum, food, or drinks, the sixty-plus Mars products, services or innovations are world-known since for their very-best quality.

We welcome Mars Petcare to the Amata family and wish the business every success!

[www.mars.com/global](http://www.mars.com/global)

**Mars Petcare Thailand**, the subsidiary of one of the world's leading pet care providers, with top brands such as Pedigree, Royal Canin, Whiskas,

## Amata Vietnam News

**Saitex (Viet Nam) Co., Ltd.** signed a new agreement to lease an additional space of 3,116 square meters at an Amata Ready Built Factory. To date, Saitex has invested USD 26 million in numerous facilities in Amata City Bien Hoa Industrial Park, employing over 4,300 people, with a total production area of 50,375 square meters used for manufacturing premium denim and over-dyed products with over 6 million pieces of garments per year. Premium products are shipped to leading fashion houses in the U.S., Europe, and South America. Saitex is seeing significant growth, over 100% in the last 24 months. Saitex is not only a professional organization, but a company that has set in place a social responsibility program caring for a sustainable world and green environment.

We congratulate Saitex and wish the company on-going success!

[www.sai-tex.com](http://www.sai-tex.com)

**Yulung Paint Company**, the only overseas factory of Yulung Paint Manufacturing Co., Ltd., Taiwan, has just confirmed its confidence in Vietnam by buying out the Amata Ready Built Factory facility at Amata City Bien Hoa, which it has been leasing for just a couple of months. The company also raised its investment capital from USD 500,000 to USD 8,800,000.

Products of Yulung Paint include waterproof, anti-heat, waterproof, and premium wall paint products. Today, Yulung Paint Manufacturing Co., Ltd is considered one of the leading manufacturer in Taiwan, not only in the field of waterproof material, but also in epoxy floor paint, fire-retardant paint, wood-protection paint, environmental paint, and high-performance slate.

Congratulations to Yulung Paint; may your business grow!

[www.kingcatpaint.com.tw](http://www.kingcatpaint.com.tw)

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