

## Frasers Property recognised as Thailand's leading integrated real estate developer by Frost & Sullivan

**BANGKOK, 10 August 2023**

**Frasers Property (Thailand) Public Company Limited ("FPT")**, Thailand's leading integrated real estate platform, has earned an industry accolade from Frost & Sullivan, a renowned global research company with 2023 Thailand Company of the Year Award as leading integrated real estate developer. This accolade acknowledges FPT's exceptional performance and leadership in the real estate sector across international markets, encompassing business and financial performance, growth strategy, total customer experience, innovation and branding equity.

**Mr. Thanapol Sirithanachai, Country CEO of Frasers Property (Thailand) Public Company Limited**, said: "We are pleased to receive this recognition, which highlights the strength and adaptability of Frasers Property Thailand's integrated real estate platform from its diverse asset classes. As a leading real estate developer in Thailand, we are steadfast in fortifying Frasers Property Thailand through a balanced portfolio and sustainable revenue streams, while remaining at the forefront of market trends and expanding our market presence. Our unwavering commitment to community engagement and environmental stewardship, as exemplified by our 2050 net-zero commitment, remains a cornerstone of our corporate values. Moving forward, we will continue to grow responsibly and sustainably, upholding our holistic approach to achieving success."

Despite navigating market headwinds and economic uncertainties, FPT has demonstrated remarkable profitability growth. According to Frost & Sullivan, the company's success can be attributed to strategic initiatives, including:

- **Internal Improvement Measures:** FPT has implemented capital management strategies and operational transformation. The company has achieved a balanced integrated portfolio, with revenue from selling properties from the residential business and a recurring income stream from industrial and commercial business.
- **Expanding Opportunities:** FPT has diversified its offerings to cater to a wide range of customer needs. It now provides flexible options that match customer demands at all price points.
- **Inorganic Growth:** FPT's expansion of its industrial business into Indonesia and Vietnam has strengthened its recurring revenue stream.

"FPT's exceptional capabilities in meeting customer needs, enhancing productivity, and elevating overall experiences are commendable. The driving force behind their sustainable and resilient growth lies in their unwavering commitment to delivering high-quality solutions and services, coupled with a strong focus on sustainability-driven assets," said **Melvin Leong, Senior Director of Frost and Sullivan**.

FPT remains at the forefront of the competitive Thai market by seamlessly integrating spaces for live, work and play aspects. The company distinguished itself with unique and holistic propositions in the residential, industrial, and commercial property segments.

### **Integrated focus around residential, industrial and commercial**

As a leader in the local residential real estate segment, FPT deploys "Build upon old foundations, growth on new grounds" strategy which maintain the quality and innovative products and launch housing projects at every price point particularly the luxury segment which target customers with high purchasing power. Sustainability is prioritised through eco-friendly practices, like green materials, energy recovery ventilation, and electric vehicle charging. The Home+ mobile app facilitates efficient communication for homebuyers, enabling tasks like home booking, loan application, house inspection, and loyalty programs. By 2023, the app will evolve into a marketplace platform for local businesses and residents to trade goods and services within their community.

With a position as the leader for factories and warehouses developer in ASEAN, boasting an asset under management of 3.5 million square meters, FPT has diversified its recurring revenue stream by managing its portfolio in Thailand while also expanding its presence to Indonesia and Vietnam. Employing the Be prompt, Be Different strategy, FPT offers an on-demand Ready-Built solution, catering to customers with minimal requirements, as well as a customized Built-to-Suit solution, tailored to specific functions. Moreover, in response to the evolving market demand, FPT has introduced the "Built-to-Function" solution, specifically designed to cater to logistics providers and owner occupiers in need of specialized warehouse functions. FPT is leveraging cloud-based technology and AI applications such as AI-driven security systems, remote monitoring, and drone inspections ensure sustainability for customers. Aligned with the Group's 2050 net-zero carbon goal, FPT's dedication to green buildings has earned over 500,000 square meters LEED Gold, Silver, or Certified endorsements.

With a robust portfolio of 5 grade A office buildings in Bangkok's CBD, namely, Park Ventures, Sathorn Square, FYI Centre, Samyan Mitrtown, and Silom Edge, FPT is known for their prime grade office buildings. It strives to maintain its high standards and services while staying ahead of market trends in various aspects, including innovation and sustainability. FPT commercial portfolio has received multiple recognitions and awards such as LEED's highest level of platinum and gold, platinum-level wins from BSA Building Safety Awards, and the recent WiredScore Platinum and Gold certificates which acknowledge buildings with future-proof technology infrastructure and best-in-class digital connectivity.

FPT has introduced "Core & Flex," a comprehensive office space service that combines standard office spaces (Core) with flexible spaces (Flex), catering to diverse needs. Tenants now have the flexibility to choose from a range of Core and Flex office offerings situated in prime office buildings within the capital city, ensuring their specific requirements are met.

**END**

#### **About Frasers Property (Thailand) Public Company Limited**

Frasers Property (Thailand) Public Company Limited ("FPT"), a subsidiary of Frasers Property Group is a leading integrated real estate platform with multi-asset class expertise. FPT through its subsidiary, Golden Land Property Development Public Company Limited ("GOLD") has businesses in Industrial, Residential, Commercial and Hospitality property in Thailand.

FPT is also the sponsor and manager of Thailand's largest industrial REIT, Frasers Property Thailand Industrial Freehold & Leasehold REIT ("FTREIT"), which is focused on industrial and logistics properties in Thailand; while GOLD is a sponsor and property manager of Golden Ventures Leasehold Real Estate Investment Trust ("GVREIT"), a REIT focused on commercial properties. FPT, FTREIT and GVREIT are listed on the Stock Exchange of Thailand.

For more information on FPT, please visit: [frasersproperty.co.th](https://frasersproperty.co.th)

#### **About Frasers Property Limited**

Frasers Property Limited ("Frasers Property" and together with its subsidiaries, the "Frasers Property Group" or the "Group"), is a multinational investor-developer-manager of real estate products and services across the property value chain. Listed on the Main Board of the Singapore Exchange Securities Trading Limited ("SGX-ST") and headquartered in Singapore, the Group has total assets of approximately S\$40.1 billion as at 31 March 2023.

Frasers Property's multinational businesses operate across five asset classes, namely, residential, retail, commercial & business parks, industrial & logistics as well as hospitality. The Group has businesses in Southeast Asia, Australia, Europe and China, and its well-established hospitality business owns and/or operates serviced apartments and hotels in over 20 countries and more than 70 cities across Asia, Australia, Europe, the Middle East and Africa.

Frasers Property is also the sponsor of two real estate investment trusts ("REITs") and one stapled trust listed on the SGX-ST. Frasers Centrepoint Trust and Frasers Logistics & Commercial Trust are focused on retail, and industrial & commercial properties, respectively. Frasers Hospitality Trust (comprising Frasers Hospitality Real Estate Investment Trust and Frasers Hospitality Business Trust) is a stapled trust focused on hospitality properties.

## PRESS RELEASE



In addition, the Group has two REITs listed on the Stock Exchange of Thailand. Frasers Property (Thailand) Public Company Limited is the sponsor of Frasers Property Thailand Industrial Freehold & Leasehold REIT, which is focused on industrial & logistics properties in Thailand, and Golden Ventures Leasehold Real Estate Investment Trust, which is focused on commercial properties.

The Group is committed to inspiring experiences and creating places for good for its stakeholders. By acting progressively, producing and consuming responsibly, and focusing on its people, Frasers Property aspires to raise sustainability ideals across its value chain, and build a more resilient business. It is committed to be a net-zero carbon corporation by 2050. Building on its heritage as well as leveraging its knowledge and capabilities, the Group aims to create lasting shared value for its people, the businesses and communities it serves. Frasers Property believes in the diversity of its people and is invested in promoting a progressive, collaborative and respectful culture.

For more information on Frasers Property, please visit [frasersproperty.com](https://frasersproperty.com) or follow us on [LinkedIn](#).

**For media queries, please contact:**

**Frasers Property (Thailand) Public Company Limited**

Dolhatai Likanasudh | Saranporn Chandharatana

T +66 2 483 0493 | +66 2 483 0497

E [dolhatai.l@frasersproperty.com](mailto:dolhatai.l@frasersproperty.com) | [Saranporn.c@frasersproperty.com](mailto:Saranporn.c@frasersproperty.com)