

## **Fraser's Property Industrial (Thailand) reveals its strategy to boost competitive edge and enhance customer experience**

**Gearing ahead to expand AUM to 4 million SQ.M. by 2026**

**BANGKOK, 19 JULY 2023**

Fraser's Property Industrial (Thailand) or "FPIT", ASEAN's leading provider of modern industrial property development in Thailand, under Fraser's Property Group (Thailand) Public Company Limited or "FPT", highlighted that the industrial real estate market continues to grow from the increases in foreign direct investment and an expanding Thai economy. FPIT experienced continued growth across its presence markets of Thailand, Vietnam and Indonesia with an average occupancy rate of 85%. This year, FPIT is committed to expand 150,000 square metres of warehouse and factory space. By 2026, FPIT has set a goal to increase the total asset under management (AUM) to 4 million square metres, valued at THB 100 billion. The company has also introduced its new "Built-to-Function" solution and further strengthening the sustainability standards to meet growing market demand.

**Mr. Sapon Racharaksa, Chief Executive Officer at Fraser's Property Industrial (Thailand) Company Limited**, revealed that with Thailand's economy on the post-pandemic recovery, the industrial real estate market continues to grow this year. Despite the potential impact of the global economic recession on the export sector, certain industries are experiencing growth, thanks as well to increased overseas investment in the Thai market. Gaining opportunities from the global geopolitical situations, Thailand also holds a strong potential in becoming prominent production hub in the region. In addition, the emerging trend of sustainable business creates more demand for sustainable factories and warehouses in the market. This allows FPIT to thrive as an industrial real estate leader offering Green Building Solutions, enhancing sustainability in the supply chain.

To maintain FPIT status quo as the leader in modern industrial property market, FPIT has been deploying two key approaches: "We Are Ready" and "We Are Different" in navigating through industrial business landscape. FPIT offers the on demand Ready-Built solution and makes a difference in the specialised facility Built-to-Suit solution.

FPIT's performance has reaffirmed its position as the leading industrial real estate developer in ASEAN with a portfolio comprising AUM 3.5 million square metres of warehouse and factory spaces and an average occupancy rate of 85%. To further strengthen FPIT position as the leader, the company has set the goal to increase the total AUM to 4 million square metres by 2026. By the end of this year, FPIT continues investing to expand 150,000 square metres to the portfolio including new park development with investment budget of THB 10 billion.

Currently in FY2023, FPIT has handed over a total of 140,000 square metres of Built-to-Suit warehouse and factory space to customers. FPIT's overseas investments in the industrial park and warehouse in Binh Dong, Vietnam, and the logistics center in Karawang, Makassar, Banjarmasin, Indonesia, have experienced continuous tenant growth with high occupancy rates.

At the **Shaping the Industrial Future, Unlocking Customer Experience** press conference, FPIT announces its plan to increase its competitive edge which gears towards becoming one-stop solution provider within the next 3-5 years. The solutions and services include 1) Introducing the flexible logistics space, the small-scale city warehouse which increases efficiency 2) Continuation of factory and warehouse developments in prime strategic locations 3) Developing industrial township and industrial park that combine different asset classes including factory, warehouse, commercial building, and residential property. This model adds value to the landbank and fosters sustainable development model for the industrial business.

FPIT has introduced the new solution, "Built-to-Function" in response to the evolving market demand. This solution specifically caters to logistics provider customers (3PL) and owner occupiers that require specialised warehouse functions. Leveraging from the existing both Ready-Built and Built-to-Suit assets, the new Built-to-Function incorporates tools and features that meets customers' specific demand and includes sustainability function across all assets.

With the emerging trend for sustainable real estate, FPIT strategically utilises its experience and expertise to design and develop green buildings that meet industrial standards which match its Group-wide 2050 net-zero carbon goal. The company is dedicated to enhancing its assets to comply with international standards such as LEED and EDGE. To date, over 500,000 square metres of factory and warehouse spaces have received either LEED Gold, Silver, or Certified endorsements. FPIT further commits to upgrade all its existing assets to meet international green standards, resulting in tenant's cost and energy savings while fostering the development of a net zero community.

"FPIT firmly believes that its comprehensive range of high-quality solutions and services, coupled with its sustainability-driven assets, is capable of meeting customer needs, boosting productivity, and enhancing overall experience. FPIT considers this as the driving force behind its sustainable and resilient growth."  
**Mr. Sapon concluded.**

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

Frasers Property Industrial (Thailand) Company Limited ("FPIT"), a leading provider of modern industrial property development, is one of the three subsidiaries of Frasers Property Industrial (Thailand) Public Company Limited, or "FPT". It delivers a portfolio of factories and warehouses that occupy over 3.5 million square metres in 50 strategic locations for industrial and logistics businesses. FPIT provides Ready-Built industrial properties and Built-to-Suit developments to comprehensively meet all customers' needs while also placing great emphasis on building design and operations to resonate with green building standards and sustainable developments.

For more information, please visit: [industrial.frasersproperty.co.th](http://industrial.frasersproperty.co.th).

#### **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](http://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.

Fraser's Property is also the sponsor of two real estate investment trusts ("REITs") and one stapled trust listed on the SGX-ST. Fraser's Centrepoint Trust and Fraser's Logistics & Commercial Trust are focused on retail, and industrial & commercial properties, respectively. Fraser's Hospitality Trust (comprising Fraser's Hospitality Real Estate Investment Trust and Fraser's Hospitality Business Trust) is a stapled trust focused on hospitality properties. In addition, the Group has two REITs listed on the Stock Exchange of Thailand. Fraser's Property (Thailand) Public Company Limited is the sponsor of Fraser's 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, Fraser's 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. Fraser's Property believes in the diversity of its people and is invested in promoting a progressive, collaborative and respectful culture.

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

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