



**ANCA MANUFACTURING (THAILAND)
CO., LTD.**

“Our upgraded plant and new expansion in Thailand will get full support from the government through the BOI and create new jobs in Rayong.”

*-Yanisa Ninlawong
General Manager*

A world-leading manufacturer of Computerized Numerical Control (CNC) cutting tool grinding machines and motion control systems

ANCA is a global tier 1 supplier of CNC tool and cutter grinders with over 35 years experience with a reputation for delivering both flexible software and highly accurate machines. Originally founded in 1974 by Pat McCluskey and Pat Boland in Melbourne, Australia, ANCA chose Thailand to establish their first Southeast Asian production base in 2005, which has since expanded over 200 employees who manufacture sophisticated machine tools together with integrated automation systems. It is now the second largest facility in the ANCA Group outside of their global headquarters, having recently expanded their operation after relocating to Amata City Industrial Estate in Rayong from their previous location. Their new plant features a dedicated sales office and training facilities, as well as a large machine assembly and process development area. Thailand’s central location enables their regional teams to deliver products and industry-leading customer service across all of Asia, an important consideration as over 98% of their product are exported to other countries. ANCA's main business

focuses on three areas, CNC machines, motion control systems, and custom sheet metal fabrication.



Why Thailand

As the growing Australian company originally began looking for an additional location to establish another sales, service and production base, the company initially considered Thailand together with a number of neighboring countries, and eventually chose Thailand based on numerous factors, including population, GDP, and import and export regulations. Thailand’s investor-friendly environment, investment incentives, free trade agreements, and its location close to ANCA’s major customers were also key

decision-making factors leading them to choose Thailand. The Thailand Board of Investment (BOI) granted ANCA both tax and non-tax incentives to encourage their investment in further developing their local facilities and expand their strong infrastructure of technology and skills in Thailand.



Vision for the Future

As a result of their recent move and facility expansion, the world's leading maker of computerized numerical control (CNC) machines plans to increase their production capacity to 85 CNC units per month from 45 units previously. Additionally, they recently signed a memorandum of understanding with the Institute of Field Robotics (Fibo) under King Mongkut's University of Technology Thonburi (KMUTT) to increase their human capital levels and avoid any future shortage of highly skilled and trained employees. Assoc Prof Djitt Laowattana, the founder of Fibo, said both parties will share and exchange know-how on robotics as well as research findings, while the



students should greatly benefit from their work experience and training at ANCA. Other institutions collaborating with

ANCA are the IRPC Technical College and the Ban Khai Technical College, both of whom have students apprenticing at ANCA. The company recognizes that their own greatest resource is a highly skilled workforce, with employees who have the necessary skills and training to ensure the company's products are precisely manufactured and delivered on time.

Supporting Policies from the Government

Cognitive and embedded software has become the driving force behind smart manufacturing and high value services in a range of Thai industries. Many sectors have adopted cutting-edge technologies to enhance production and services by using connectivity, developing advanced software, and implementing remote repair, diagnostics and maintenance (RRDM) protocols, as well as the adopting advanced automation in machine technology. The Thai government has created policies, including the "Thailand 4.0" initiative, that support research and development, innovation, and advanced manufacturing methodologies and enable growth in several targeted industries. This initiative is supported by investment incentives and human

resource development efforts designed to develop a knowledge-centric workforce, and accelerate growth in future innovation and technological advancement. For example, the government's investment promotion policies serve to promote the deployment of AI and robotics technology in order to enhance the production efficiency and competitiveness of Thailand-based manufacturers

Attractive BOI Incentives

The BOI has been an integral part of ANCA's growth in Thailand. The BOI 's support has included providing tax and import benefits, supporting business development, and facilitating the company's efforts to bring in international experts to grow local knowledge and introduce advanced technology to the market.

For companies considering forming new or expanding existing businesses in Thailand, the BOI offers a wide range of tax and non-tax incentives for projects that meet national development objectives. Tax-based incentives include an exemption or reduction of import duties on machinery and raw materials, as well as corporate income tax exemptions of up to eight years. Non-tax incentives include permission to bring in expatriates, own land and take or remit foreign currency abroad.

Recognizing the special importance of the electronics sector, tax incentives are granted to approved projects in numerous activities, including electronics design such as microelectronics and embedded system

design; electronic products and parts using advanced technology, for example telecommunication equipment; electronic parts for medical devices/automotive/industrial works, hard disk drives, and solid state drives; materials for microelectronics such as wafers and materials based on thin-film technology; and advanced technology electrical appliances. In addition, the government's cluster policy has encouraged companies with related activities to physically locate together by providing them additional tax incentives and other support, thus facilitating joint R&D activities, improving supply chain logistics, and creating opportunities for other cooperative ventures.

Additional information about specific activities relating to the electronics industry can be found by clicking [here](#) or contacting the BOI's Investment Promotion Division 2.
