

# BANGKOK CAN MANUFACTURING CO., LTD.

The first aluminum beverage can manufacturer in Thailand

Bangkok Can Manufacturing Co., Ltd (BCM) is a joint venture formed between Crown Seal Plc., Boon Rawd Brewery Co., Ltd., Thai Namthip Co.,Ltd., Sermsook Plc., Green Sport (Thailand) Co., Ltd., together with a major Japanese packaging manufacturer, Toyo Seikan (Thailand) Co., Ltd. Founded in 1988 in Pathum Thani, Bangkok, they were the first aluminum beverage can manufacturer in Thailand.

One of their largest customers is the Boon Rawd Brewery, the first beer brewery ever licensed to operate in Thailand, best known for their famous Singha and Leo brands, who utilize their 300 and 500 ml ADI (Aluminum Draw and Ironing) cans. In 2017, total sales of BCM were approximately 4,000 million baht.

---

## Why Thailand

For the company, total sales during the past two years have been quite stable, however they are expected to grow significantly in the future. While there are both other bottle and can container manufacturers in Thailand, only 25% of them produce cans, while 75% produces bottles. Hence, glass bottle manufacturers are presently dominant in the Thai liquid-container market. This is in contrast to other countries in ASEAN, where can container manufacturers have a 75-80% market share. Therefore, the expectation is that Thailand will continue to evolve similarly until can containers eventually come to dominate the market in Thailand.

BCM has applied for and received BOI investment promotion privileges for new computerized automation and conveyor systems, as well as additional manufacturing robots. These are mostly imported from the USA, and are very costly, so the import duty reductions have been very helpful to the company.

## Vision for the Future

Increasing demand from its customers has motivated BCM to expand its production capacity, in particular for the 300 and 500 ml can sizes. Currently, BCM is in the process of establishing a new factory in the Rojana Industrial Park, Ayutthaya, because their existing plant has no more free space available for the installation of additional machinery. "Now, we have only one plant in Rangsit with a production limit of 1,200 million cans per year, employing around 400 workers. For the new plant in the Rojana Industrial Park, the production capacity will increase to 1,700 million cans per year. We are relocating because the original factory is no longer expandable." said Mr. Yoshiki Miyatani, president and director of Bangkok Can Manufacturing Co, Ltd. The new factory is expected to start production in the second quarter of 2019.

## Supporting Policies from the Government

One of the government's "Thailand 4.0" goals is to expand the use of automation and robotics in the manufacturing sector, while promoting in-bound and foreign direct investment in Thailand, particularly where technology transfer will occur. Therefore, the government and education centers are focused on supporting the automation and robotics industry with numerous research centers that are actively engaged in robotics research and development and workforce training, including The Institute of Field Robotics (FIBO), the Center for Biomedical and Robotics Technology (Bart Lab), the Intelligent Robotics and Mechatronics Laboratory (SKUBA), as well as the Regional Center of Robotics Technology at Chulalongkorn University. The government's "Thailand 4.0" ambitions to create an environment fostering a digital-based economy will likewise lead to enhanced opportunities for future investments in this sector.

***“ Though automation has reduced the total number of workers required, the company still needs to hire skilled employees in order to use the machines efficiently, particularly those with high vocational certificates.”***

***Mr. Yoshiki Miyatani  
President and Director of  
Bangkok Can Manufacturing Co, Ltd.***

## Attractive BOI Incentives

The Thailand Board of Investment (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 importance of the robotics and automation sectors, tax incentives are granted to approved projects in numerous related activities, including software development and services provisioning such as big data and business process management, IT and cyber-security, software for controlling and/or connecting advanced technology equipment and devices, automation machinery and/or automation equipment, and design engineering, and assembling of robots or automation equipment or parts.

Additional information about measure for improvement of production efficiency can be found by clicking [here](#).