



Pro-Active Tariff Planning

Mitigating U.S. Tariffs through Strategic Manufacturing in Malaysia and Thailand: The Lincoln Technology Solutions Approach

In response to escalating U.S. tariffs on imports, companies are exploring strategies to maintain competitiveness and manage costs. Lincoln Technology Solutions (LTS), a leader in LCD and OLED display solutions, has proactively addressed this challenge by diversifying its manufacturing footprint to include partnerships in Malaysia and Thailand.

LTS's Manufacturing Strategy

LTS specializes in developing, manufacturing, and integrating advanced display technologies for various applications. While the company operates a wholly owned ISO 9001-certified factory in Shenzhen, China, it has established manufacturing partnerships in Malaysia and Thailand to enhance supply chain flexibility and address tariff-related challenges.

Advantages of Manufacturing in Malaysia and Thailand

By leveraging manufacturing facilities in Malaysia and Thailand, LTS benefits from several strategic advantages:

- **Tariff Mitigation:** Products manufactured in these countries may not be subject to the same U.S. tariffs imposed on goods from other nations, reducing additional costs.
- **Strategic Location:** Both countries are situated in Southeast Asia, providing access to regional markets and established shipping routes.
- **Skilled Workforce:** Malaysia and Thailand have invested in developing skilled labor forces, particularly in electronics and automotive sectors.
- **Government Incentives:** Both governments offer incentives to attract foreign investment, including tax breaks and infrastructure support.

Considerations and Potential Challenges

While the benefits are notable, companies should also consider potential challenges:

- **Regulatory Compliance:** Navigating local regulations and ensuring compliance with labor and environmental standards is crucial.



- **Supply Chain Integration:** Aligning new manufacturing sites with existing supply chains requires careful planning to maintain efficiency.
- **Geopolitical Dynamics:** Shifts in trade policies and geopolitical relations can impact the long-term viability of manufacturing in these regions.

Conclusion

Lincoln Technology Solutions' strategic expansion into Malaysia and Thailand exemplifies a proactive approach to mitigating the impact of U.S. tariffs. By diversifying its manufacturing base, LTS not only reduces tariff exposure but also enhances its operational flexibility and resilience in a dynamic global trade environment.

Product manufacturing flexibility is not the only advantage of working with LTS. We work closely with our customers to understand their application and needs and then tailor solutions and shipping options to minimize impacts of tariffs and taxes. We work as your partner to identify and implement the best options to suit your needs.

LTS offers the flexibility, agility, and creativity that you cannot find with other LCD and OLED manufacturers that offer similar services.