

A practical guide to the Taiwanese market

How to export or invest in Taiwan



European Economic and Trade Office
歐洲經貿辦事處

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The original French version of this guide was drafted by Priscille Aeschlimann, IFT

Taiwan in short

Capital	Taipei
Currency	Taiwanese dollar (NT\$ or TWD) Notes: 2000,1000,500,200,100 Coins: 50,20,10,5,1
Land area	36,000 km ²
Population	23 million
Temperature	Summer 30°C and winter 14°C
Country code	886
Time	GMT + 8:00
Official language	Chinese Mandarin
Other languages	Taiwanese, Hakka
Religions	Buddhism, Taoism, Christianity
Political parties	Kuomintang (KMT) Democratic Progressive Party (DPP)
Electricity	110 volts, 60 Hz
Business hours	Administration: Monday to Friday (9:00 to 17:00) Stores: Monday to Sunday (11:00 to 21:30) Convenience stores: 24/7



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Introduction

Born from the experience European companies and representative offices have gained in the Taiwanese market, this guide is intended for European small and medium enterprises wishing to trade with Taiwan. Indeed, the Island of Taiwan has a small physical area, but its market potential is significant for European companies. With a population of 23 million inhabitants, each with high purchasing power and significant spending patterns, the Taiwanese market offers much to those offering imported products.

Moreover, the business environment is stable and rather transparent in Taiwan, explaining why many European companies easily find success. Finally, the evolution of the regional situation and the reinforcement of the economic links between Taiwan and China strengthen interest in this market as it becomes a major regional platform in Asia.

Once you arrive in Taiwan, the European Chamber of Commerce and other representative offices are at your disposal to help in the development of your projects.



Patrick Bonneville
Director of the
French Institute in Taipei



Guy Ledoux
Head of the European
Economic and Trade Office

A market underestimated by European companies

Taiwan, a large importer

Taiwan is the 15th largest world importer with € 150 bln in 2007, behind Mexico (€ 192 bln) but ahead of India (€149 bln). Between 2006 and 2007, Taiwan's imports increased by 8.2%, thanks to a population of 23 million inhabitants, with a high level of consumption and a purchasing power of 30,000 USD, higher than the European average.

The island thus constitutes a considerable market for foreign producers. Taiwan mainly buys (excluding oil) products relating to chemical (11.3%) and metallurgical industries (12.1%), tool machineries, and electronic and electrical equipment (33.1%).

A pronounced interest for European products

The structure of consumption in Taiwan is similar to that in Europe, even though the modes of consumption are closer to those of the Japanese. Taiwanese consumers indeed share the same taste for foreign innovation and products as the Japanese. The role of new media in the Taiwanese market is increasingly crucial (online shopping for example). Taiwan's private consumption increased by 3.7% in 2007; led mainly by increased spending from earners in the top economic bracket. These top earners (representing the wealthiest 10%) are fond of Western products and represent a core market for EU consumer goods.

Two-thirds of European products exported to Taiwan are electronic products, sophisticated equipment goods, chemicals and metallurgical products.

While exporters still face some barriers to enter the Taiwanese market, the local demand for European goods, particularly consumer goods, cars, and luxury items such as wines and spirits has meant that many European exporters have achieved great success in Taiwan. This is in large part due to the fact many European goods are well regarded for their quality and reliability. This makes Taiwan a market of significant potential for European companies.

Bilateral commerce enters the EU and Taiwan

2007 (M€)	Exports to Taiwan	Imports to Taiwan
Chemical products	2,167	829
Machinery tools	1,457	1,648
Transportation equipments	1,169	1,887
Agricultural products	649	85
Metallurgy	431	1,069
Textile and garments	221	534
Telecommunication equipments	208	2,972
Non-agricultural raw materials	115	122
Energy	67	328
Total	13,325	26,098

A safe market

Rule of law: repatriation of profits

Taiwan does not impose major restrictions on the repatriation of profits. The law requires companies to keep 10% of the annual profit as a legal reserve. Other than that, companies can repatriate dividends abroad without restriction.

Protection of intellectual property

In the past, Taiwan was regarded as a workshop for cheap reproductions. However, this period is over. Taiwan, in response to regional competition, has focused on developing into a mature innovative economy – and has put in place the systems and structures



to achieve this. Taiwan is focusing much more on the protection of intellectual property – and has put in place means to track and punish counterfeiters. A court exclusively treating intellectual property cases was inaugurated in July 2008. The development of the judicial procedures will support the ongoing work of the Taiwan Intellectual Property Office (TIPO) who is tasked with improving the regulatory and legislative system and actively engages with many foreign organisations.

Easiness to find a partner

Representative offices and foreign chambers of commerce in Taiwan help companies to establish themselves in the market and to do business in Taiwan. Finding a business partner in Taiwan is relatively easy and safe. In addition to using local knowledge to access the Taiwanese market, many companies also find strategic benefits when developing business partnerships in Taiwan as they can also use Taiwan as a base to access the Chinese market. Taiwan's business community welcomes foreign partnerships for the synergies they bring. You can contact the representative offices and chambers of commerce for more information in this regard (see contact details on page 24).

Undergoing political evolutions

Since the return to power of the Kuomintang (KMT) in May 2008, Taiwan and China resumed direct talks to develop and liberalise direct transport and economic links.

After years of tense relations, positive momentum has fast been built: concrete results have already been achieved. Direct air flights (including cargo), direct shipping and direct postal links have all been established – normalising passenger and freight transportation between Taiwan and China. Financial liberalisation is also progressing (relating to capital movement, investment, exchange of currencies and banking), with further bilateral talks planned. Taiwan is focused on regaining its place as a regional platform. It is succeeding because of its excellent geographical positioning, its skilled workforce, developed business environment and the strong dynamism of its companies operating in Asia, in particular in the Chinese market (where the investments of 76,000 Taiwanese companies represent nearly 200 billion dollars).

A springboard towards China

Taiwan is not a member of the UN and maintains diplomatic relations only with 23 countries. However, the economic and commercial importance of Taiwan - 22nd worldwide and even 15th by the volume of trade - ensured its accession to the WTO in 2002, as the Separate Customs Territory of Taiwan, Kinmen, Matsu and Penghu. Taiwan thus must observe the rules of the WTO – and in addition tends to also follow many other rules of international trade often on a voluntary basis. Taiwan is an export led economy and embraces the international trading system.

The presidential elections (March 2008) have brought to power MA Ying-Jeou, of the KMT, consolidating the KMT's mandate after taking a significant majority in the Legislative Yuan (January 2008). He promised a warming of relations with China, which he implemented very quickly after being sworn in (the first direct flights with China were established on July 4th, 2008 for example). Many of the economic and financial measures adopted present new opportunities for Taiwanese and foreign businesses.

Far from hampering access to China, operating from Taiwan enables European companies to benefit from Taiwan's privileged links to the mainland whilst taking advantage of Taiwan's developed legal and business environment and, crucially, Taiwan's highly skilled and adaptable workforce. Several European companies have begun their Chinese “success story” in Taiwan. Indeed, geographically and culturally, Taiwan represents a valuable asset to any company wishing to develop its business in China or in the region.

Geographically located at the centre of North Asia, between Japan, Korea, China and the Philippines, this small island, slightly smaller than the Netherlands, occupies a strategic place in the middle of the Western Pacific area.



Its population of 23 million inhabitants has given it a distinct advantage in understanding and taking advantage of the Chinese business culture. Taiwan is a modern developed society with the population mainly concentrated in urban areas, such as Taipei, Kaohsiung and Taichung. In many ways the urban way of life of the Taiwanese resemble those of their Japanese neighbours, who deeply influenced the island by a 50 year-occupation. Taiwan's population is mainly of Chinese descent (98 %), with a small aboriginal population (2%). The official language is Chinese Mandarin, but there also exist other languages in the South, in particular Taiwanese, close to the dialect of Fujian (a Chinese province facing Taiwan). In the business community Mandarin and English are typically used.

Excellent infrastructure

In order to support industrial investment, the Taiwanese authorities have created specialised economic zones. There are three types of such zones – “free zones” (Export Processing Zones), science parks and industrial parks.

Export processing zones

Created in 1966, these zones are for companies whose activities are in major part turned towards export. They offer a favourable environment for international trade as well as tax and custom duties incentives. These zones are located close to important centres for the transit of goods and all the administrative formalities can be carried out there. In the 1990s, special zones of storage and transshipment were created in certain free zones to provide a wider range of services.



Centre	Taichung
South	Chungkang
	Nantzu
	Kaohsiung
	Linkuang
	Pingtung
	Logistic park of Chengung
	Logistic park of Hsiaogang
	Kaohsiung software park

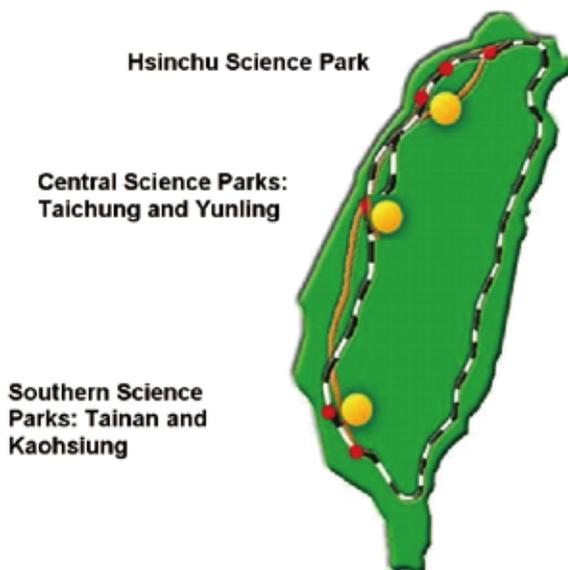
For more information:

www.taiwanftz.nat.gov.tw

www.epza.gov.tw

Science parks

Taiwan has three principal science parks, including Hsinchu, renowned as one of best in the world. Specialised in high technology, particularly electronics, this park hosts industry leaders such as TSMC, UMC or AUO. The two other parks of major importance are those of Tainan-Kaohsiung (semiconductors and optoelectronics) and of the Centre (precision mechanics, optoelectronics, data processing, telecommunications and biotechnologies). All three benefit from the advantages of the free zones and provide favourable infrastructure for research and development.



For more information:

Hsinchu: www.eweb.sipa.gov.tw

Centre: www.cstp.gov.tw

South: www.stispa.gov.tw

Industrial parks

There are more than 80 public or private industrial parks on the island. The most common activities are electronics, mechanics, metallurgy, chemistry, plastics, transport, and precision equipments. These sites have a highly developed logistic and service infrastructure which has helped to develop almost 11,000 companies (in 2007). They also enjoy tax incentives offered by the government

A variety of sectors and possibilities

A unique know-how in certain sectors

Traditional industries

Food-processing industry

In 2007 the Taiwanese agricultural production represented only 1.5% of GDP today, compared to 27% in 1961. The industrial development of the Island, and especially its admission to the WTO in 2002, accompanied by a lowering of customs duties and the dismantling of some non-tariff barriers, has strongly affected the sector.

The industry is dominated by the great groups such as Uni-President or Wei Chuan.

With the development of their standard of living, the Taiwanese became more sensitive to their health and organic farming products have become increasingly marketable on the island – new legislation governing organic products came into effect in January 2009. Quality agricultural produce is an area EU companies are particularly well positioned to exploit.

Textile

The textile industry played a key role at the beginning of the economic development of Taiwan. However, the decrease in production costs and the fierce competition from Southeast Asian countries and China has caused a deceleration in the sector over the last years. However, in its effort to reform the sector the Ministry of economic affairs has decided to support textile manufacturers by promoting investment. While production facilities were delocalised in the 1980's, the higher value activities of research and development remained in Taiwan. Thanks to this dynamic division of labour, large Taiwanese corporations have emerged in the textile industry – for example Ruentex Industries and Pou Chen, the two main Taiwanese companies of the sector.

Petrochemistry and the plastics industry

These strategic industries play a prominent role in the Taiwanese economy. They provide the raw materials for other industries and nearly a third of the value of all Taiwanese manufacturing industry comes from petrochemical activities. In 2007, Taiwan was ranked 8th in the world in terms of production of ethylene, for a volume of 3.67 MT. The two most important producers are Formosa Plastic and China Petroleum. Since the 1960s, the plastics industry was highlighted as a priority for the government which used investment policy to support it. Local producers developed their activities quickly thanks to a dense network of transformers of synthetic rubber, plastics, fibres and solvents. Called into questions in the 1990s, this model changed because of delocalisation. Taiwan has three giants: Chi Mei (ABS resin), Formosa Plastics (PVC powder) and its subsidiary company Nan Ya (epoxy resin).

Transport

Maritime

Maritime transport is one of the great successes of the Taiwanese economy, which nearly invented the container. It is one of the key drivers of economic growth. Ocean freight is, by volume, the first means of transport of goods in Taiwan. Recently, the rapprochement between China and Taiwan allowed establishing direct sea links between both sides of the Strait which will likely lead to increased activity in this sector – presenting new opportunities. The most important Taiwanese ship-owner, Evergreen, are the 6th largest world ship-owner.

Road

Although Taiwan's road network is approximately 40,000 km, under-capacity in its highway infrastructure causes problems. Between 1997 and 2007, the car fleet grew by 26%, and the number of tourist vehicles grew from 4.5 to 5.7 million.

Local industry started to develop in the 1960s, through partnerships between Taiwanese companies and Japanese manufacturers (Toyota and Mitsubishi). Consequently, three-quarters of the vehicles in Taiwan are manufactured locally. Two-wheeled vehicles are an extremely popular means of transport in very congested urban areas. There are

nearly 14 million two-wheeled vehicles in Taiwan. The saturation of the market, with close to one vehicle for two inhabitants, has compelled Taiwanese producers (KYMCO, SYM and Taiwan Yamaha) to accelerate their export efforts.

Railway

The Taiwanese railway network is dense and reliable: of a length of 1,100 km, it serves more than 200 stations. Whereas the development of the highway network has negatively affected goods transport by rail, the transport of passenger services has continued to progress, reaching 463,000 people per day in 2006.

High Speed Rail set up in January 2007 has achieved its principal goal of reducing journey times between Taipei and Kaohsiung. This train was built on the model of the Japanese Shinkansen. German technology was used for elevated ways, French equipment for the telecommunication system, and the signalling system was modelled on that used in the majority of European countries.

The urban network system of Taipei (MRT) was an important instrument in reducing congestion in the city. It daily transports more than one million passengers. In 2021, it should serve 280 stations versus 77 today. Since 2001, the town of Kaohsiung is also equipped with a subway, with two lines serving 38 stations distributed over 43 km. Several European companies contributed to its construction (Siemens Transport, Thalès, Systra...).

Air

Taiwan is an important air hub in Asia, with passenger traffic of 44 million and freight traffic of 1.7 MT in 2007. The market of air transport grew at a very strong pace over the past ten years. This importance is explained by the industrial specialisation of Taiwan in electronics, which is a sector where products are small and of high value, requiring short delivery times. China Airlines and Eva Air are the main air transport companies for goods in Taiwan. As regards the aircraft industry, Taiwan is one of the rare economies in the area to have one. Born under the impulse of the government, it initially met military needs. Now directed towards civil aviation through subcontracting for large American and European manufacturers, it carries out a turnover of approximately € 1 bln.

New technologies

Optoelectronics

In 2007, the Taiwanese production of optoelectronics reached nearly € 43 bln (17% of the worldwide market). The manufacture of TFT-LCD screens is the most important segment of the sector with an estimated production of € 25 bln (more than 30% of the worldwide production). Since the 2000's, the sector has been particularly dynamic thanks to a high demand for liquid crystals displays screens. In spite of pessimistic forecasts for the year 2009 in flat panel displays, growth prospects for the industry as a whole remain very favourable. Taiwan has Chi Mei Optoelectronics, second largest producer in Taiwan and 4th in the world, whose profits rose to € 753 M in 2007. Located in the South science park, it brought other companies of the sector to the park, which became a hot spot for the industry (close to three-quarters of the turnover of the park are realized in optoelectronics).

Semiconductors

Semiconductors represent one of key sectors of Taiwan's economic success. Characterised by a strong specialisation, the Taiwanese production succeeded in positioning itself in very innovative sectors. The Taiwanese were the first ones to offer their services in subcontracting for the foundry industry and thus differentiated themselves from their competitors. Two Taiwanese corporations dominate the sector, TSMC and UMC, which together hold more than 50% of the worldwide market. The integrated manufacturers, by definition vertically concentrated companies, generally favour subcontracting the manufacturing of their integrated circuits, in order to increase their flexibility and to reduce their costs.

Telecommunications

Since its liberalisation in the 1990's, the telecommunications' sector in Taiwan knew a constant growth rate.

The evolutionary strategy of the Taiwanese networks is similar to that chosen by the data-processing equipment suppliers a few years ago. Taiwan initially started to produce equipments relatively low on the value chain such as traditional modems, then as technologies become mature

and production was gradually delocalised towards lower cost Asian countries, Taiwan's industry evolved to more complex and higher value products.

As in the majority of the developed markets, the sector of mobile telephony is at saturation, with a penetration rate approaching 100%. The service providers are therefore refocusing their activities towards Internet services or more advanced mobile telephony.

Services

Finance

The financial sector accounts for more than 10 % of GDP. It has not stopped growing since its expansion in the 1960s. While it remained under the influence of the government until the 1980's, it began its privatisation in 1987, with the liberalisation of capital flows and, in 1989, with that of the banking environment.

Distribution

The distribution network in Taiwan is dense and characterised by a strong presence in convenience stores. The large Taiwanese groups are very active and generally impossible to circumvent. With 50% of market shares in retail sales, President Store Chain Corp., (7-Eleven) is the number one distributor on the Island.

The important presence of convenience stores, department stores and shopping malls remains one of the major characteristics of the distribution sector in Taiwan. At the same time, Carrefour and Auchan (known as RT-Mart in Taiwan) represent more than half of the mass retailing on the Island.

International Exhibition Show

Name	Computex	Taipei Cycle	AMPA	TITAS
Sector	IT equipment	Cycles	Automobile	Textiles
Month	June	March	April	October
Exhibitors	1725	760	937	347
Visitors	106 517	52 000	51 476	20 518

High potential sectors

Taiwan is a sufficiently broad and developed market to make it attractive to the majority of European companies that investigate it.

Again, no matter what the market, experience in Taiwan can facilitate the comprehension of the modes of consumption and business practices in China. Many companies approached the Chinese market starting from Taiwan, or approached it with a Taiwanese partner.

International Exhibition Show

Food-processing	Consumer goods	Communication and information technologies	Infrastructures and industry
Food complements	Junior ready-to-wear clothes (18-25 years old)	Electrical equipments and electronics (flat panel displays, etc) and data processing components Telecommunications (cell phones) and network equipments (WLAN, WIFI, Bluetooth etc)	Urban transportation
Wines & spirits	Custom-made jewellery		Treatment of water sewerage
Dairy products (liquid milk, dried milk, infantile milk)	Decoration objects Cosmetics (aromatherapy, personal care)		Waste processing
Fruits (apples, kiwis)	Luxury goods		

Practical tips

Various visas

The conditions to enter and stay in Taiwan are relatively simple for the nationals of the majority of the Member States of the European Union¹. Any stay under 30 days does not require a visa (as long as the passport is valid for six months from the date of departure from Taiwan and a return ticket has been booked).

Several visas exist if the stay is to exceed 30 days:

- i) The one entry visitor visa for transit, tourism, studies, business trips and visits. It is valid for two months and can be renewed twice.
- ii) The multiple entry visitor visa allows several stays in Taiwan, of a duration not exceeding 60 days at any one time. This visa is valid one year.
- iii) For a stay over 6 months, it is necessary to obtain a resident visa. This one is granted to people who intend to work in Taiwan.

The holder of a resident visa must, within fifteen days following his arrival, request an alien residence certificate from the Taiwanese immigration services.

For more information: www.boca.gov.tw

1. The following countries are exempted of visa for 30-day stays : Austria, Belgium, Czech Republic, Denmark, Finland, France, Germany, Greece, Hungary, Iceland, Ireland, Italy, Liechtenstein, Luxembourg, Malta, Monaco, the Netherlands, Norway, Poland, Portugal, Slovakia, Spain, Sweden, and the U.K.

How to settle for business?

The Taiwanese authorities adopted a favourable policy to foreign investment and the setting up of businesses. There exist several forms to choose from depending on the objective and the needs for the parent company.

A representative office

The creation of a representative office is often the first stage for a company setting up in Taiwan. This legal status offers the advantage of a light and flexible structure, but its field of activity is very restricted. It cannot carry out marketing activities or record any profit. The office merely acts as a representation of the parent company. It is used as a go-between and point of information in Taiwan.

Other forms of establishment

- A 'branch' is legally dependant on the head office but it can have commercial capabilities.
- Joint-stock companies (with limited capital or with limited capital by shares) are recommended in case of heavy establishments, implying production activities. They have their own legal status and offer a commercial capacity.

It is also possible to set up a business with partnerships.

Means of payment

The monetary unit used in Taiwan is the new Taiwanese dollar (TWD or NT\$).

Money Exchange regulations

Exchange transactions linked to commercial transactions or investments approved by the authorities are authorized on simple declaration and without any ceiling. Other transactions (in particular repatriations of capital and dividends) must be authorized by the Central Bank of China if they exceed the following amounts:

- 50 M USD per annum for a company registered in Taiwan
- 5 M USD per annum for residents
- 100 000 USD by operations for foreign registered companies and non-residents.

Means of payment

The majority of credit cards are accepted in Taiwan, and travellers' checks can be exchanged at authorized banks, hotels and exchange offices. Even if it is freely convertible, the Taiwanese dollar is not easily exchangeable out of Taiwan. It is consequently advised to carry out the exchange transactions on arrival in Taiwan.

The most commonly used means of payment by local companies in their international transactions are transfers and letters of credit.

Direct transfers, via SWIFT, are by far the most commonly used means of payment, accounting for three-quarters of all transactions. It is simple, fast and inexpensive. On the other hand, it offers limited guarantees in the event of dispute. The letter of credit is thus the recommended means of payment when a commercial risk exists. Usually for 180-day duration, it allows to reconcile the interests, sometimes contradictory, of buyers and sellers who do not know each other, by introducing the bank as a mediator.

Testimonials

France

Arnaud PENINON, General Manager, FEIMA Ltd. Taiwan Branch

We think that setting up a business in Taiwan is a strategic decision to penetrate the Asia-Pacific area, and particularly the Chinese market from a solid basis. Taiwan gives a first idea of what an investment in China is and gives the opportunity to acquire experience, as this is critical to avoid making mistakes when going to China. There are many cultural similarities between China and Taiwan, but Taiwan has the distinct advantage of being a very business friendly and safe economy. As the legal system is clear and reliable, perspectives offered by the Taiwanese market are comparable to those offered by western countries. On the other hand, business in Taiwan remains within a Chinese frame, thus putting Taiwan in a strategic and risk-free position in the learning curve on your way to China. Of course, Taiwanese people speak fluent mandarin and can easily go to China, which is quite useful when trying to make contact with Chinese businesses. One last piece of advice would be not to forget that Taiwan remains of Chinese culture and it is therefore very important to celebrate their different holidays (for instance giving moon cake to employees for the moon cake festival)

The Netherlands

Jan SNIPPE, CEO, Healthy Exports BV

Healthy Exports has many years of experience in doing business with Taiwan. We not only export goods to Taiwan, but we also import goods from there. Taiwan plays a key role in our activities. It is a sophisticated country: communication is easy as most managers have an adequate command of English. They understand both the Asian and the European way of doing business. And they are reliable partners. That makes Taiwan an ideal hub for business in the entire East Asian region.



Standard Chartered – leading the way in Asia, Africa and the Middle East

According to the Standard Chartered Group's information, Taiwan is the 5th largest economy in Asia and the 4th largest banking market. In Taiwan, Standard Chartered opened its first branch in 1985. The merger with Hsinchu International Bank in July 2007 marks a milestone in the Standard Chartered's course of development in Taiwan. The integration enhanced Standard Chartered's presence in Taiwan with 86 branches island-wide, the largest network of any international bank. In August 2008, the completion of amalgamation with American Express Bank increased Standard Chartered's network to 88 branches. In October 2008, Standard Chartered was named preferred bidder for Asia Trust Investment Corp, which further enhanced Standard Chartered's footprint in Taiwan to 95 branches and demonstrated Standard Chartered's commitment to Taiwan market.

Standard Chartered PLC, listed on both London and Hong Kong stock exchanges, ranks among the top 25 companies in the FTSE-100 by market capitalisation. The London-headquartered Group has operated for over 150 years in some of the world's most dynamic markets, leading the way in Asia, Africa and the Middle East. Its income and profits have more than doubled over the last five years primarily as a result of organic growth and supplemented by acquisitions.

Taipei representative offices in the EU

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Representative Offices in Taipei

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<p>Czech Economic and Cultural Office Rm.B, 7F, 200, Keelung Rd., Sec 1, Taipei 110 Ph.: +886 (2) 2722-5100 Fax: +886 (2) 2722-1270 www.mfa.cz/taipei</p>	<p>Trade Commission of Denmark Rm. 1207, 205 Dunhwa N. Rd. Taipei 105 Ph.: 2718-2101 Fax: 2718-2141 www.eksporttaiwan.dk</p>
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<p>Spanish Chamber of Commerce in Taiwan 49 Minsheng E. Rd., Sec. 3 Taipei 104 Ph.: +886 (2) 2518-4905 Fax: +886 (2) 2518-4891 www.comercio.es</p>	<p>Slovak Economic and Cultural Office 333 Keelung Rd., Sec. 1 Taipei 110 Ph.: +886 (2) 8780-3231 Fax: +886 (2) -2723-5096 www.slovak.org.tw</p>
<p>Swedish Export Council Rm. 1101, 11F, 333 Keelung Rd., Sec. 1, Taipei 110 Ph.: +886 (2) 2757-6573 Fax: +886 (2) 2757-6723 www.tradewithsweden.com/taiwan</p>	<p>British Trade and Cultural Office 9-11 Song Gao Rd. Xin Yi District Taipei 11073 Ph.: +886 (2) 8758-2088 Fax: +886 (2) 8758-2050 http://ukintaiwan.fco.gov.uk</p>
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French Institute in Taipei
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German Institute 德國在台協會



French-Taiwan Chamber of Commerce and Industry
法國在台工商會



Italian Institute for Foreign Trade
義大利對外商務部



Netherlands Foreign Investment Agency
荷蘭外商投資局



Warsaw (Poland) Trade Office in Taipei
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