

Doing Business with Taiwan & US/Hawaii –Taiwan Economic Relations

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Outline

- A. Taiwan at a Glance
- B. U.S./Hawaii –Taiwan Economic Relations
- C. Why Do Business with Taiwan
- D. Trade and Investment Opportunities in Taiwan
- E. Strengthening US–Taiwan Bilateral Relations
- F. Economic Division, TECO in LA

A. Taiwan at a Glance



Size	36,190 km ²
Population	23 million
Economic Growth	1.50% (2016)
Per Capita Income	\$22,530 (2016)
Unemployment	3.78% (2017.03)
Foreign Trade (2016)	Total \$510.9 billion (-2.2%)
	Exports \$280.3 billion (-1.8%)
	Imports \$230.6 billion (-2.8%)
18th largest trading economy in the World (2016)	
Forex Reserves	\$437.53 billion (2017.03)

B. U.S./Hawaii – Taiwan Economic and Trade Relations

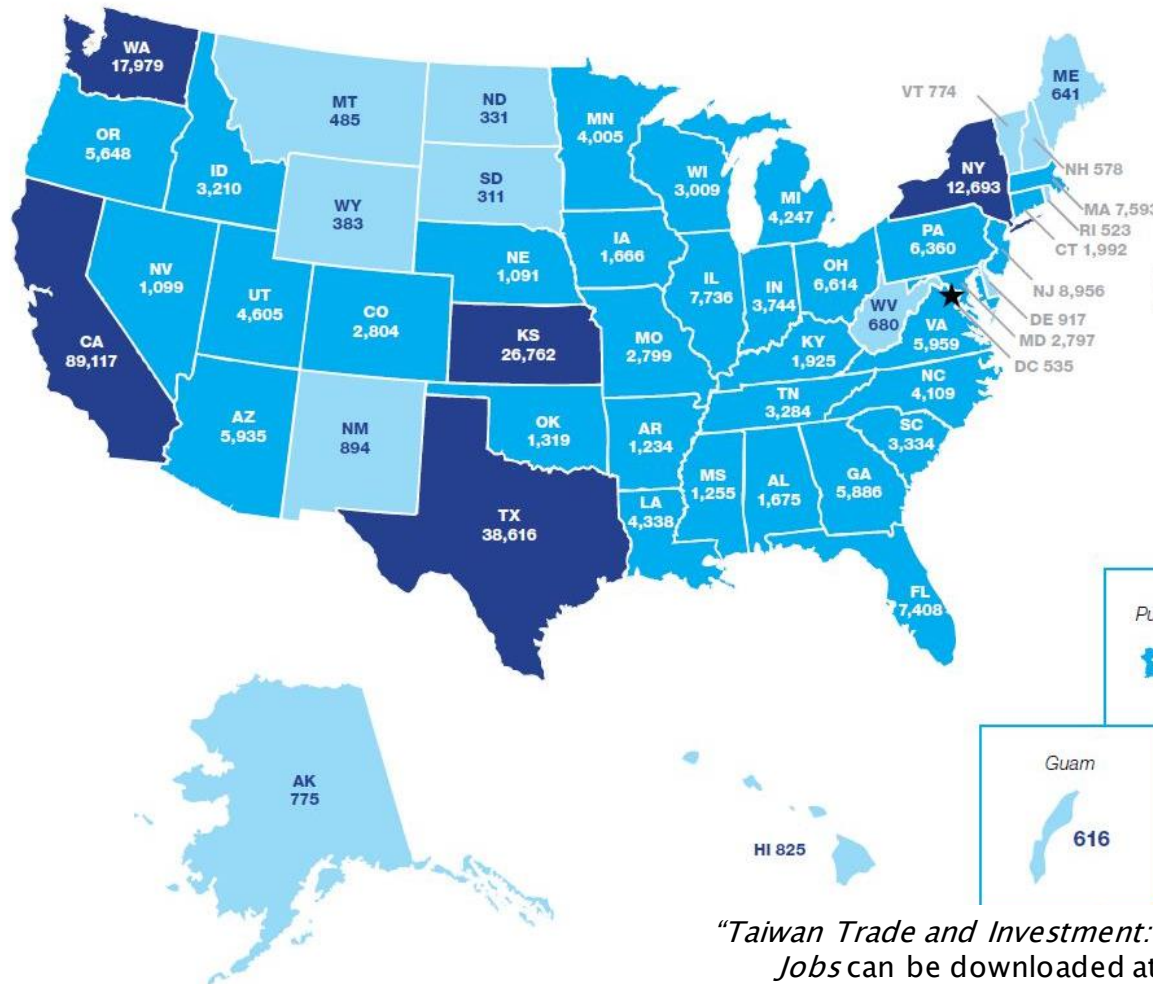
United States	<ul style="list-style-type: none">• Taiwan is U.S.'s 10th largest trading partner (2016)• Two-way trade: \$66.1 billion (2016)• U.S. investment in Taiwan: \$23.7 billion• Taiwan investment in U.S.: \$14.5 billion
Hawaii	<ul style="list-style-type: none">• 2016 Two-way trade: \$60.45 million (-5.40%)• Taiwan is Hawaii's 10th export market and 12th import source (2016)

Taiwan Supports U.S. Job Creation

Taiwan Supports an Estimated

323,456 JOBS

in the United States



97,122 JOBS

Supported by investment from Taiwan affiliated companies



135,362 JOBS

Supported by exports of U.S. goods to Taiwan



90,972 JOBS

Supported by exports of U.S. services to Taiwan

"Taiwan Trade and Investment: Creating and Supporting American"
Jobs can be downloaded at <http://www.ustaiwanconnect.org/>

C. Why Do Business with Taiwan

1. Hub of Asia
2. Well-developed industry clusters
3. Strong innovation capabilities
4. Asia-Pacific regional supply chain
5. Investment environment and global competitiveness

Hub of Asia

Taiwan offers the shortest average flying time to major cities in Asia:
2'42



Seaport	53hrs to Asia major ports
Railway	<ul style="list-style-type: none">Railway<ul style="list-style-type: none">Routes go around TaiwanHigh Speed Rail<ul style="list-style-type: none">North to South 90 mins

Well-Developed Industry Clusters

Hsinchu Science Park

- IC manufacturing
- Optoelectronics
- Biotechnology

Nangang Software Park

- IC design
- Digital Content
- Biotechnology

Central Taiwan Science Park, Taichung Precision Park

- Semiconductors, optoelectronics
- Biotechnology
- Precision Machinery

Changhua Coastal Industrial Park

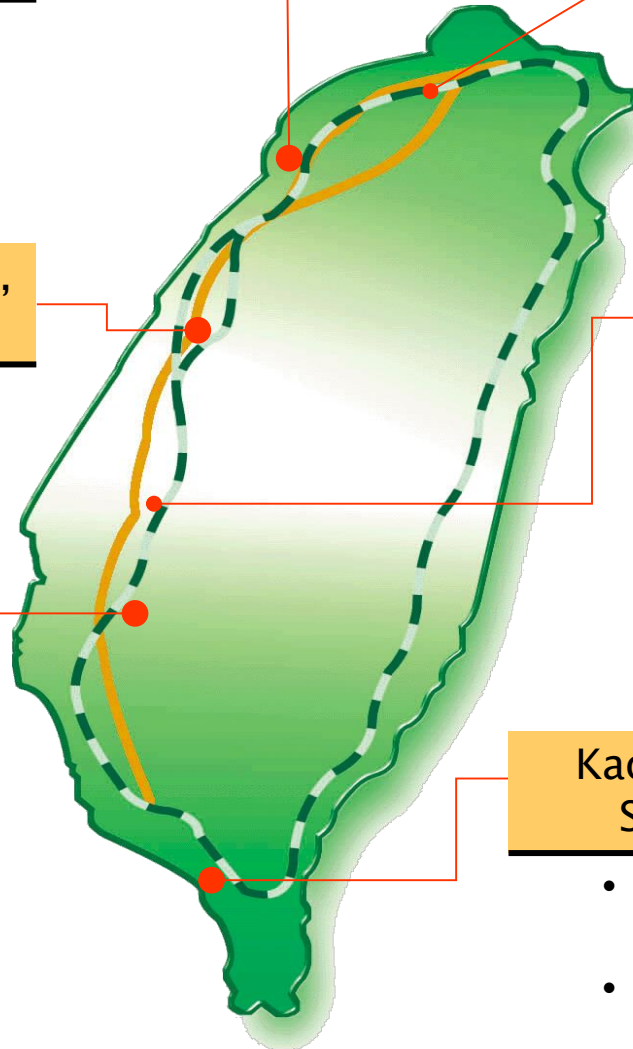
- Metal products, metal surface treatment
- Recycling, green energy

Tainan Liouying, Yongkang Technology Industrial Parks

- Optoelectronics
- Environmental technology
- Automobile parts
- Precision machinery

Kaohsiung Linhai, Da-Fa and Software Industrial Parks

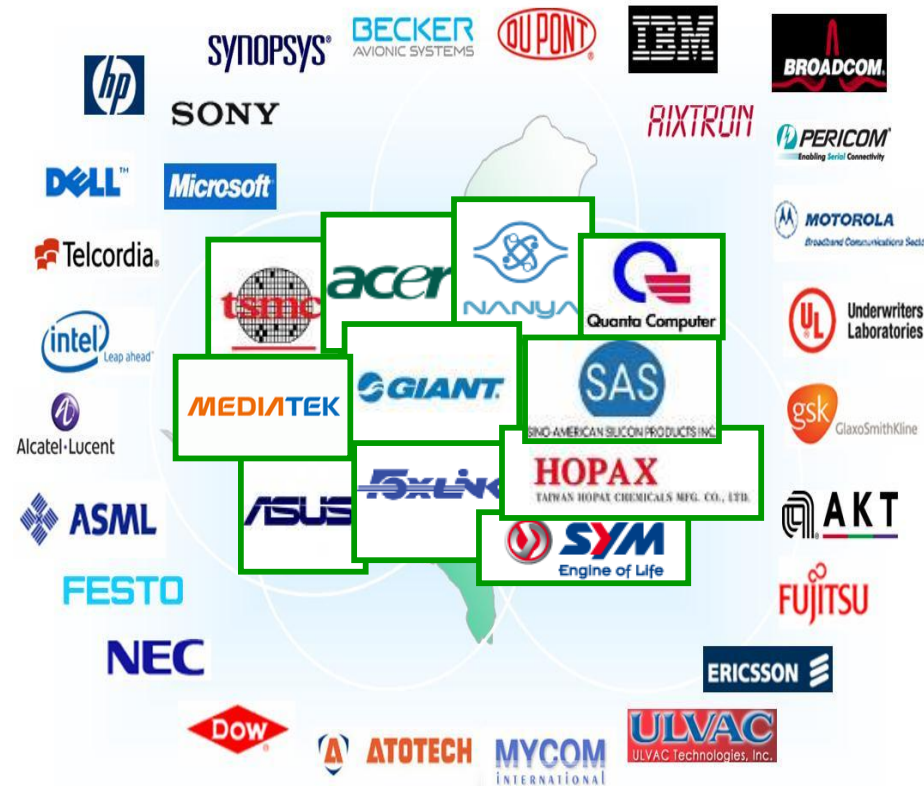
- IC, optoelectronics, communications
- environmental technology



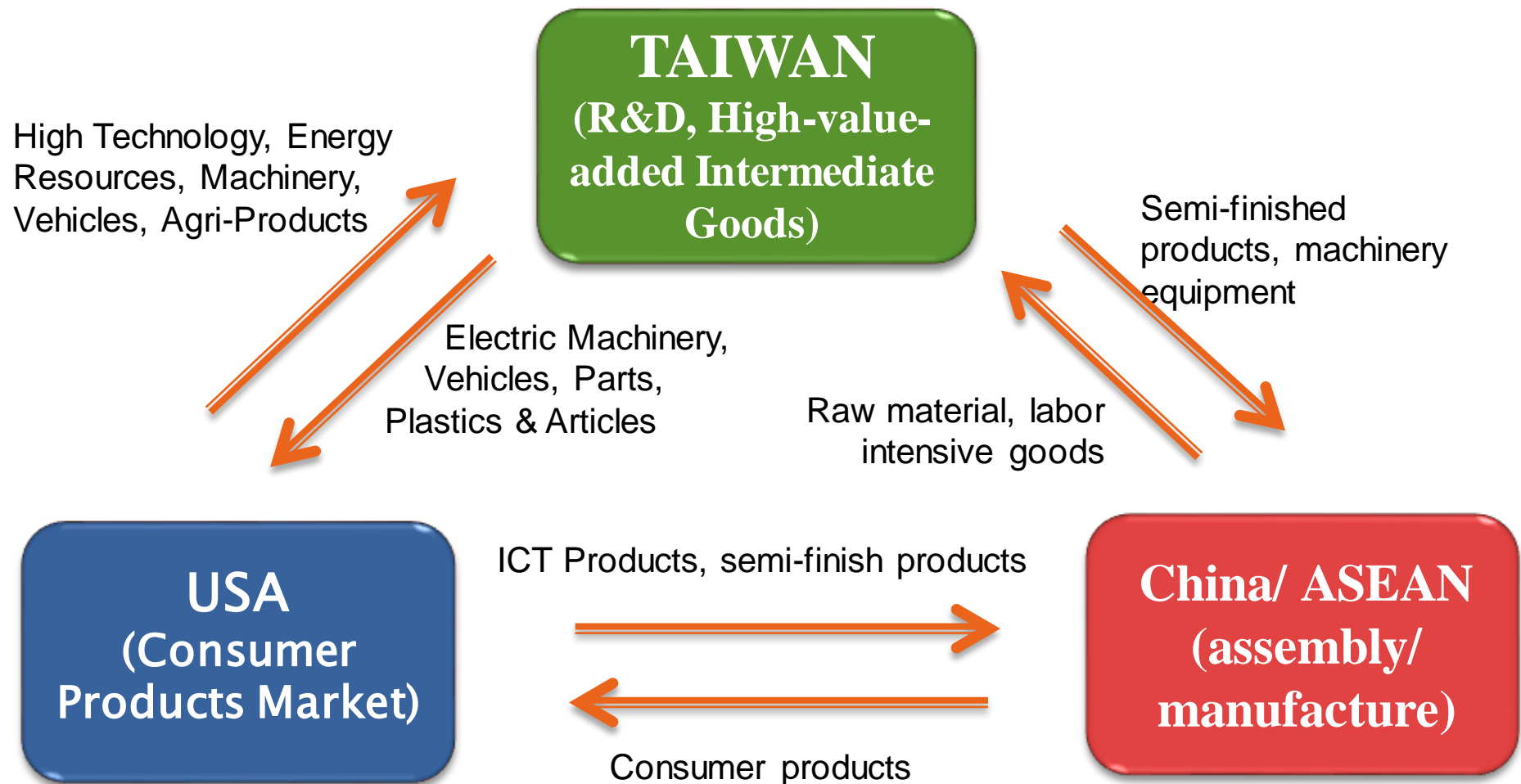
Strong Innovation Capabilities

- ▶ Abundant talent pool with 172 universities/ colleges
- ▶ Well-established innovative environment with many R&D centers, research labs, and universities
- ▶ Excellent science and technology infrastructure with science parks and industrial clusters

59 MNC R&D Centers &
185 Domestic R&D Centers



Asia-Pacific & Global Supply Chain



Investment Environment and Global Competitiveness

2016 BERI

Investment Environment Rating

- 4th in the world
- 3rd in Asia

2016 IMD

World Competitiveness Ranking

- 14th in the world
- 3rd in Asia

2016–2017 World Economic Forum

Global Competitiveness Index

- 14th in the world
- 4th in Asia

D. Trade and Investment Opportunities in Taiwan

- ▶ 5 + 2 innovative industries
- ▶ Taiwan Excellence
- ▶ MIT Smile
- ▶ Trade shows in Taiwan
- ▶ OTOP
- ▶ Sourcing Taiwan
- ▶ Taiwan Business Alliance Conference
- ▶ Contact Taiwan (HiRecruit services)

Taiwan's New Economic Policy – Doing “5 + 2” Innovative Industries

1. Asian Silicon Valley	IoT sensors, cloud computing industry
2. Smart Machinery	Machine tools, robotics, portable broadband service
3. Defense Industry	Defense & aerospace, information security
4. Green Energy Technology	Offshore wind energy, electric vehicles, solar energy
5. Biotechnology	Pharmaceuticals, medical devices
1. Circular Economy	Resource recycling
2. New Agricultural Paradigm	

acer

FRANZ


GIANT



htc
quietly brilliant



ASUS

KHS
bicycles

Transcend



TAIWAN
EXCELLENCE



<http://www.taiwanexcellence.org/>

Trade and Investment Opportunities in Taiwan

▶ Taiwan-made Product: MIT Smile

- “Safe, Healthful and Trustworthy”
Taiwan-made products
- <http://www.mittw.org.tw/eng/Home/>



▶ iDealEZ.com: One stop B2B shopping website

- Buyers register for free
- Multilingual interface
- Multi payment methods
- Customized subscription
- www.idealez.com



Trade Shows in Taiwan



Computex Taipei
May 30–June 3, 2017



Taipei Cycle Show
Mar. 22–25, 2017



Taipei AMPA Show
Apr. 19–22, 2017



Taitronics Show
Oct. 11–14, 2017



TIMTOS Show
Mar. 7–12, 2017



Taipei PLAS Show
Aug. 15–19, 2018

2017 Trade Shows in Taiwan

03/07~12	• Taipei Int'l Machine Tool Show	08/17~19	• TADTE Taipei Aerospace & Defense Technology Exhibition
03/22~25	• Taipei Int'l Cycle Show • Taipei Int'l Sporting Goods Show • Taipei Int'l Sports Textile & Accessory Expo	09/13~15	• Semiconductor Industry Show
04/12~15	• Taiwan Int'l Lighting Show	09/28~30	• E-Commerce Expo Asia • Taiwan International Plastics, Rubber & Composites Show • Taipei Int'l Invention Show
04/19~22	• Taipei Int'l Auto Parts & Accessories Show • Taipei Int'l Automobile Electronics Show • Taiwan Int'l Motorcycle Industry Show • Taiwan Int'l Electric Vehicle Show	10/11~13	• Taiwan Hardware Show
		10/11~14	• Taipei Int'l Electronics Show
04/26~29	• Taipei Int'l Gift & Stationery Show	10/16~18	• Taipei Innovative Textile Application Show
05/30~ 06/03	• COMPUTEX TAIPEI	10/18~20	• Taiwan Int'l Photovoltaic Exhibition • Taiwan Int'l Green Industry Show
06/21~24	• Taipei Int'l Food Show • Taipei Int'l Food Processing & Pharm. Machinery Show • Taipei Int'l Packaging Industry Show	10/26~29	• Kaohsiung Food Show
06/29~ 07/02	• Bio Taiwan Exhibition	11/09~11	• Taiwan International Fisheries & Seafood Show

2017 World Congress on Information Technology (WCIT)

Meet global ICT leaders

90+ Speakers

80+ countries

2500+ conference participants

350 booths

30,000+ exhibition attendees

1000+ Business Matching

11 side conferences

2 side events

3 smart cities live demos and experiences

Time

Sept. 10~13, 2017 @ Taipei

Congress Venue

Taipei International Convention Center (TICC)

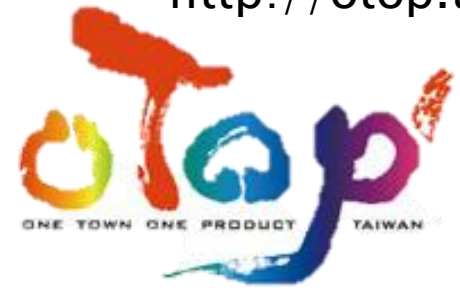
Exhibition Venue

Taipei World Trade Center Exhibition Hall 1

<http://www.wcit2017.org/>

OTOP

- ▶ “One Town One Product”
- ▶ Promote and develop local cultural industries



Sourcing Taiwan



- ▶ **Sourcing Taiwan 2017** (2017.03.29)
 - One-on-one business meeting
 - In 2016:
 - 618 buyers from 68 countries attending
 - Generating orders estimated at US\$4.3 billion
 - Attracted many int'l heavyweight buyers

- ▶ **Key Industries:**
 - Electronics, auto parts, machinery, medical devices, green products, etc.



Taiwan Business Alliance Conference

► Targets

- Expand the global promotion of investment
- Explore business opportunities

► An ideal platform

- Seek opportunities
- Gain the information

2017 Taiwan Business Alliance Conference

Date
October 6, 2017

Venue
Taipei International
Convention Center

Key Industries (5 Major Industries)

1. Biomedicine and pharmaceuticals
2. Green energy
3. National defense
4. Smart machinery
5. IoT

HiRecruit Services – “Contact TAIWAN”

► Purpose:

- Industries shifting
- Boost product design and technology
- Expand to global markets

► Key industries:

- ICT
- FPD
- Semiconductor
- Precision Machinery
- Auto Parts & Autotronics
- Biotechnology and Medical Devices



E. Strengthening US–Taiwan Bilateral Relations

- » 1. U.S.–Taiwan Bilateral Trade Agreement
- 2. Mutual Cooperation

Annual U.S. Business Day

- ▶ One-on-one “match-making” meetings
- ▶ Co-hosted by :
 - Bureau of Foreign Trade
 - Taiwan External Trade Development Council (TAITRA)
 - American Institute in Taiwan (AIT)
 - American State Offices Association (ASOA)
- ▶ 2017 U.S. Business Day will be held on August 29 in Taipei

2015 U.S. Trade Day

(2016 cancelled
because of typhoon)



Select USA

▶ 2016 business delegation from Taiwan

- Headed by:
 - Kin W. Moy, Director of the American Institute in Taiwan (AIT)
 - Francis Liang, Chairman of Taiwan External Trade Development Council
- Includes 70 representatives from 42 Taiwanese companies/organizations
 - The 2nd large delegation among 70 foreign markets

▶ 2017 Select USA

- Taiwan business delegation will be headed by Ms. Mei-Yueh Ho, National Policy Advisors
- There are 17 representatives from Taiwanese companies in the western 13 states will attend.



Best Way to Increase Two-way Trade and Economic Growth through U.S.–Taiwan FTA

- Enhance U.S.–Taiwan bilateral economic relations
- Increase export and market access opportunities for U.S.
- Create more U.S. job opportunities
- Strengthen U.S.–TW–ASEAN production supply chain
- Support the competitiveness of U.S. export



Mutual Cooperation between Taiwan & Hawaii

	Key industries
Hawaii	tourism, agriculture, defense, biotechnology, telecommunication, digital content, optoelectronics, precision instruments, services
Taiwan	Smart Machinery, ICT, semiconductor, medical device, auto parts, bicycles , green energy, biotechnology, food processing, New Agricultural Paradigm

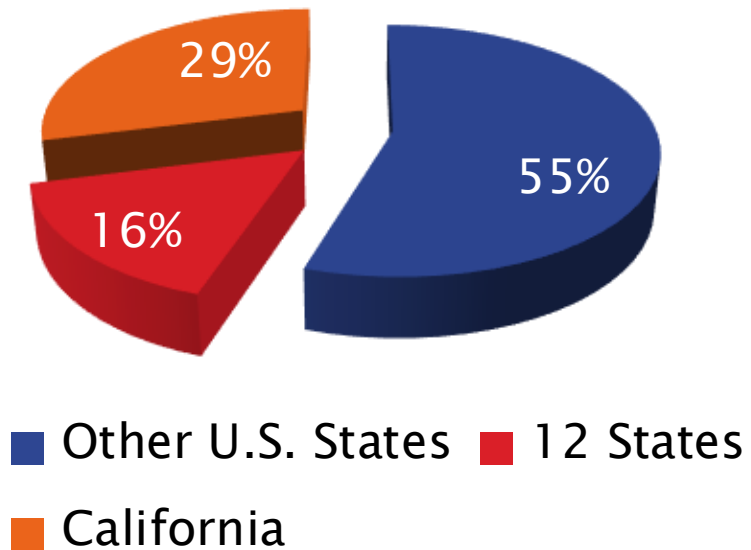
- ❑ Potential cooperation:
 - Agriculture
 - PV cells
 - Telecommunication
 - Aquaculture
 - Food processing
 - Tourism



F. Economic Division of Taipei Economic and Cultural Office in Los Angeles



Two-Way Trade (Taiwan to U.S.)



Thank you

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