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Taiwan -- The Newest WTO GPA Member
Committed to be Your Ideal GPA Partner

For decades, Taiwan has provided the world markets a vast number of superior quality, highly innovative, high technology products that have satisfied millions of users. Today, Taiwan-made products not only continue to be sought after but have become a trusted choice.

As Taiwan officially becomes WTO's 41st GPA member this 15th of July, Taiwan shall embark on a new course that will give way to more strategic partnerships and better collaboration.

From the various industry clusters of the island – ICT, semiconductors, medical equipments, textile, stationery & office supplies, machinery, and many others – Taiwan's dynamic makers are ready and excited to work closely with you in delivering products and services with innovation and value!

For professional service and customized assistance on sourcing and matching with potential enterprises, please contact our GPA Team:

gpa@taitra.org.tw



Bureau of Foreign Trade, MOEA



TAITRA Taiwan External Trade Development Council



Taiwan -- WTO's newest GPA member

*Committed to providing vast business opportunities for
government procurement*



TAITRA

Taiwan External Trade Development Council

Taiwan joins WTO GPA: Removing the trade barriers

As the 41st signatory to the WTO Agreement on Government Procurement (GPA), Taiwan marks a significant milestone in its participation in international trade organizations. Such move by Taiwan signifies its strong view of the importance of free trade and open markets. In becoming a member, Taiwan is mutually opening up its government procurement market with other GPA members, including the US, Canada, Japan, South Korea, Singapore, and EU member states, many of which have close trade relations with Taiwan.

A small island in the Western Pacific but looming large in world trade, Taiwan has for many years been globally recognized as a highly dynamic place where the people's entrepreneurial spirit and vitality saturate the entire island. Besides producing high tech products that have won international acclaim and trust, Taiwan's resourcefulness and technological innovation continue to attract the world, thereby opening doors of numerous opportunities for trade.

Over the years, Taiwan has unfailingly strived to improve itself in every aspect including its business environment so that it can continue to serve as the ideal partner for overseas enterprises. With Taiwan's successful accession into the WTO in 2002, and the WTO GPA in 2009, Taiwan not only aspires to boost the level of competitiveness of its domestic industries and enhance the living standards of its consumers, but it hopes to gradually remove the trade barriers that once exist between other WTO members and itself.

Benefits of partnering with Taiwan

Global competitiveness

Taiwan continues to play a dynamic role in the world economy. For years, Taiwan has been ranked as the world's top supplier of various high tech products, while several renowned international institutions have released reports that show Taiwan's macroeconomic and microeconomic performance as outstanding.



**WEF: 2008~2009 Global Competitiveness:
State of Cluster Development Index
(among 134 countries)**

1st in World



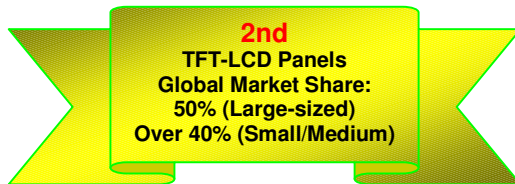
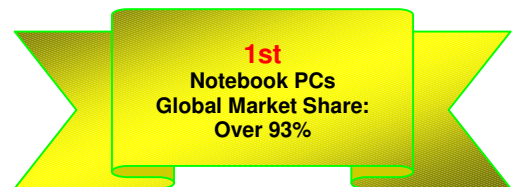
**IMD: 2007 World Patent Productivity Ranking
(among 60 countries)**

1st in World

**EIU: 2008 Global Information Technology
Competitiveness for R&D (among 66 countries)**

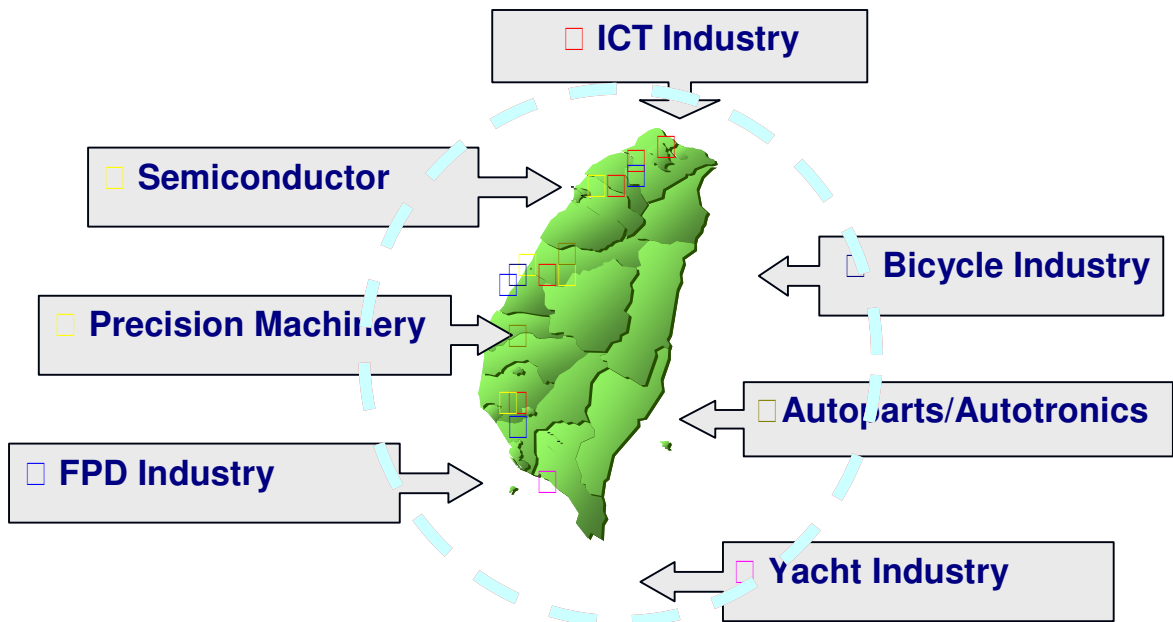
Highly innovative, high technology products

Through its technological innovation in engineering and R&D especially for IT and many high tech industries, Taiwan has produced a substantial number of contributions to the world economy. Whether chip foundries, motherboards, notebook computers and/or servers, Taiwan ranks first or second globally and holds a high percentage of the world market share.



Well-established industry clusters and complete supply chain

Taiwan's leading manufacturing industries are characterized by strong vertical integration with a complete range of upstream manufacturing plants that supply downstream assembly lines. It boasts well-developed industry clusters for TFT-LCD, semiconductors, precision machinery, auto parts, biotechnology, bicycles, and many other industries.



Some of Taiwan's Industry Clusters

Well-organized, highly efficient logistics operation, fast travel and delivery

As an air/sea transit hub, Taiwan boasts three international airports, two air cargo parks, five major seaports, among which the Port of Kaohsiung is the sixth largest container port in the world. Taiwan's well-developed logistical infrastructure, along with specialized service providers, help integrate Taiwan into a global logistical network.



Taiwan's strategic location at the crossroads of 3 major economies, namely China, Northeast Asia, and Southeast Asia, enables convenient access and fast traveling time to the major cities in these regions.

Average flying time to 8 major Asia-Pacific cities

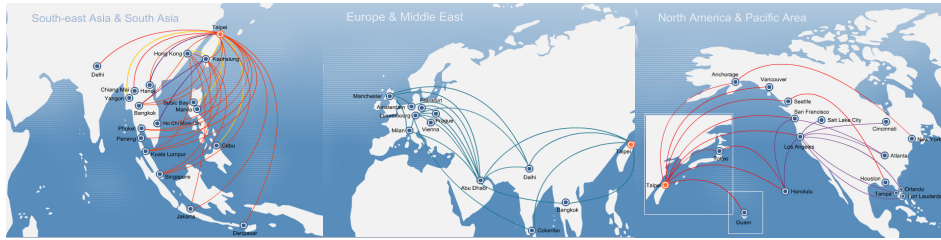
Tokyo	4h	15m
Seoul	4h	
Hong Kong	3h	05m
Shanghai	3h	25m
Taipei	2h	55m
Manila	3h	30m
Singapore	4h	55m
Sydney	6h	15m

Average maritime navigation to 6 major Asia-Pacific harbors

Tokyo	110h
Shanghai	78h
Hong Kong	54h
Kaohsiung	53h
Manila	68h
Singapore	124h

Transportation hubs to Southeast Asia, Europe & USA

582 Freighter Flights + 2,582 Passenger Flights (Weekly)



32 cities in Asia

12 cities in Europe

13 cities in America

Business Opportunities for Government Procurement

Twelve Major Public Construction Projects (i-Taiwan 12 Projects)

Taiwan's participation in WTO's GPA comes at an opportune time when the country is actively implementing its twelve major public construction projects, called the "i-Taiwan 12 projects."

The i-Taiwan includes developing an island-wide transportation network, a Kaohsiung Free Trade & Ecology Harbor, and building a Taoyuan International Aviation City, among many others. It is aimed at expanding domestic demands by boosting the investments on infrastructure in order to bolster the country's economic growth and create more job opportunities.

Machinery Industry

One of Taiwan's oldest and most important industries, the machinery industry is a technology-intensive industry, also known as the mother of all industries due to the fact that many types of machinery and equipment are inseparable from the technology used from downstream application technology.

Of all the industries in the domestic machinery sector, Taiwan's tool machinery industry has always been recognized as a great source of strength for the country's economy. It continues to enjoy healthy growth and development. Taiwan ranks as the world's sixth largest producer of machine tools, with a current export value of US\$3.41 billion, thereby placing it among the top 4 in the world. With around 430 machine tool makers and about 20,500 people in the production of metal processing equipment, the industry's many years of dedication and unfailing efforts enabled it to gain an outstanding global reputation for high precision and cost control.

Taiwan's machine tool industry poses infinite potential. A forecast by the Industrial Development Bureau of Taiwan's Ministry of Economic Affairs shows that the total annual output value of the machine tool and component industry could exceed US\$13 billion in 2010.

The metal-mold industry is the second largest segment of the country's machinery industry, followed by plastic and rubber processing machinery, with makers reaching over 250. The biggest segment from this sector comes from the plastic injection-molding machinery, generating three-fourths of the output in Taiwan, followed by extrusion machines with about 25% share.

Information & Communications Technology (ICT) Industry

Taiwan's ICT makers play a major role in the global supply chain for electronics products. They account for about three-quarters of the world's production of PCs and half of the world's LCDs. Taiwan also makes about a quarter of the world's semiconductors and about a fifth of the world's mobile phones.

In the 2008~2009 Global Information Technology Report by World Economic Forum (WEF), Taiwan had been recognized for its highly developed ICT and was ranked as the 13th most networked economy in the world. In addition, based on a global study for competitiveness of IT industry by the Economist Intelligence Unit (EIU) in 2008, Taiwan ranked 1st in the world for research and development (R&D), as it generated the most new IT patents in relation to population. The study showed that Taiwan's patent rate was 1 per 2,000 people.

As a leading ICT provider to the world, Taiwan supplies major global brands with OEM/ODM electronics and electronic components. Today, Taiwan-made ICT products can be found everywhere, offering consumers better lifestyle and exceptional access to information.

Flat Panel Display (FPD) Industry

Taiwan is the world's 3rd largest producer of flat panel displays, following Japan and Korea. On the island, the five top LCD panel makers AUO, Chimei, Chunghwa Picture Tubes, Innolux, and Hannstar are known as the "5 Taiwanese Tigers" in the FPD industry. Taiwan at one time held about 50% of the global panel market, playing a major role in the supply of FPDs.

In contrast to major panel makers Japan and Korea who have their own television manufacturing facilities, Taiwan's makers are mostly focused on the production of panels, and they have always been the leading suppliers to TV manufacturers in China.

With the FPD industry being such a huge business with high potential in Taiwan even at present, the strong views of leading industrial players will also help to improve some of the restrictive policies in the high tech sector to generate more business opportunities and enable more enhanced services.

Textile Industry

The textile industry has been playing a significant role among the traditional industries in Taiwan. It has, in fact, generated a huge surplus in exports and revenues of foreign exchange for the country. Although Taiwan does not produce certain natural raw materials such as cotton, wool, silk, or linen, it has successfully developed artificial fibers which have proven to be an excellent alternative to natural products. Such innovation demonstrated Taiwan's capability of developing its industry from end-products to upstream fiber manufacturing. Taiwan's man-made fibers gained world recognition and secured an important position in the global textile industry.

As modern consumers also seek for high quality textiles, Taiwan's textile industry is putting much emphasis on quality control, testing and certification, as well as the research and development of textile processing in order to produce textiles of superior quality and comfort with multifunctional features including anti-bacterial, anti-static, moisture transferring, electromagnetic shielding, far infrared, and other ergonomic features.

Today, 70% of the suppliers for world famous sports and leisure brands such as Nike, Puma, Adidas, Nautica, Reebok, Helly Hansen, Marks & Spencer, and Esprit, come from Taiwan. Over the years, because the industry has invested huge resources in the innovation of textile technology, Taiwan is once again recognized globally and dubbed as the source for functional textiles.

Medical Device Industry

The medical device industry is one of the fast emerging industries being promoted by the government. Medical electronics and devices are becoming the choice for treatment of certain conditions which previously could be managed or treated only by drugs. The use of electronics to treat such conditions is now preferred and possible in Taiwan. Moreover, as a large part of the world's population reach the aging stage, the need for the provision of healthcare and other medical services for the elderly is also increasing. Therefore, in response to such demands, the Taiwan government, together with the country's medical research institutes and relevant associations continue to develop partnerships that can harmonize with their areas of expertise in order to set new standards that can match with the industry's growing needs.

World-renowned medical device makers are finding Taiwan as an ideal place for producing superior quality products with low production costs, in addition to offering the advantage of excellent intellectual property rights (IPR) protection. The medical device market of Taiwan is not only becoming more sophisticated but is seen as one of the most advanced in Asia. Moreover, with Taiwan's wealth of experience and resources in

the production of high tech products, it is also expected that Taiwan will be able to seize numerous OEM opportunities from foreign medical device manufactories.

Today, Taiwan is seen as a leader in the manufacturing of medical devices, producing diagnostic test kits, equipment, and mechanical products, including portable electrocardiograms, motorized vehicles for the elderly, digital thermometers, blood pressure and glucose monitors, and pulse oximeters, among many others. With the healthcare industry focusing more on disease prevention and wellness, Taiwan's medical device makers are well-positioned to serve as an excellent partner to work with.

Other Industries

In addition to other key industries such as semiconductor, biotechnology, telecommunications, and digital content, there are other industries fast emerging on the island such as the green industry, digital life, broadband networking, financial services, and healthcare.

Over the years, as Taiwan continues to evolve itself into a more knowledge-based economy, and shifting labor-intensive operations to superior quality high tech manufacturing and services, various global industries are seeing high value marked in almost every product made by Taiwan.

Taiwan has a lucrative market with a host of promising industries that have great potential for business and partnership. With Taiwan's participation in WTO's GPA, we invite you to discover what procurement opportunities are already available on the island.

About TAITRA

Our Role & Services

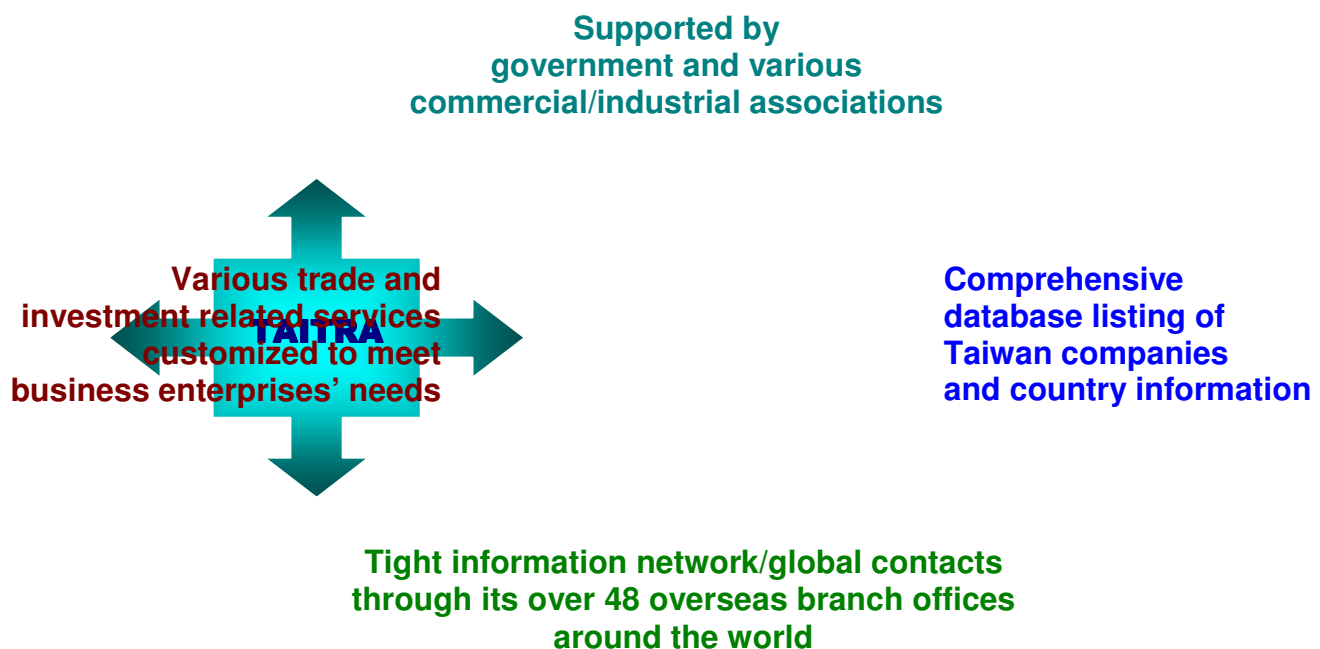


With Taiwan's successful entry into the WTO GPA, the Taiwan External Trade Development Council, or TAITRA, has been entrusted by the Bureau of Foreign Trade, Ministry of Economic Affairs, to spearhead and actively promote its GPA mission both domestically and internationally. TAITRA's expertise as a trade and investment promoter and its professionalism in delivering customized services enable it to be chosen as the right channel for fulfilling this important task of meeting government procurement needs.

For nearly 40 years, TAITRA has been playing a valuable role in assisting both Taiwan and foreign enterprises expand their business and establish ideal partnerships. TAITRA has almost every kind of trade and investment related service that caters to almost every kind of business need. TAITRA has been highly commended for its services as numerous foreign enterprises have reaped tremendous benefits as a result.

With over 48 branch offices in major destinations around the world, TAITRA's solid information network and global contacts enable them to provide efficient links between foreign enterprises and Taiwanese makers, thereby offering numerous business and investment opportunities to all parties. TAITRA also has a comprehensive database listing of Taiwan manufacturers, which enables its specialists to find and recommend the best enterprises by presenting their detailed profiles in the shortest possible time.

TAITRA is partially supported by the government and various commercial and industrial associations in Taiwan, enabling its domestic network or local connections with manufacturers' associations and other government agencies to expand even further.



Benefits From Using TAITRA's Services

- ✓ **We can save your time**
- ✓ **We can save your cost**
- ✓ **We can save your traveling**
- ✓ **We can give you sound advice**
- ✓ **You can count on us**

Why use TAITRA's service? What benefits do foreign enterprises receive from using our services?

We can save your time: Looking for the right partners to work with can be extremely time-consuming and complicated. We can therefore help you find your ideal match in the quickest possible time.

We can save your cost: With the comprehensive database listing that we have, we can scan through hundreds of enlisted Taiwan manufacturers and provide the right options at absolutely no cost.

We can save your traveling: You can experience and enjoy the benefits of our service without leaving the comfort of your own home or office.

We can give you sound advice: We can give you the best recommendations and/or sound advices on doing business in the Asia Pacific region, and refer you to the most suitable or reliable partners to work with.

You can count on us: Many firms around the world have been coming to TAITRA for reliable assistance, and they are reaping tremendous benefits as a result.



*Serving you and
in over 48
destinations
around the world,*



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