

2015 Incentives for Buyers Visiting Taiwan

Date: **October 15, 2015**

1. Purpose

In order to help Taiwanese companies tap into the vast overseas market, an ongoing program which aims to encourage buyers worldwide to do business with Taiwan has been initiated through TAITRA and MOEA overseas branch offices. This comprehensive reimbursement program is intended to compensate visiting buyers for their roundtrip ticket, accommodation and/or other expenses incurred during their **procurement** visit to Taiwan.

2. Overseas Buyers Eligible for the Incentives

A. Group buyers: group eligibility

B. Major individual buyers

(1) With **current** annual sales of USD 1 billion or more. OR annual procurement of USD 100 million or more.

(2) With **current** annual sales of USD80 million or more. OR annual procurement of USD 10 million or more.

(3) Major buyers from emerging markets with **current** annual sales of USD50 million or more.

(4) Machinery dealers/agents with **current** annual sales of USD 5 million or more, AND **operating** a machinery showroom or specialized warehouse of preferably 150 m² or larger.

(5) Top 50 engineering consultants and system integrators companies in their nations' respective industries

C. **Medium-sized Individual buyers**

(1) With **current** annual sales of USD50 million or more.

(2) **Medium-sized Individual buyers from emerging markets with current annual sales of USD10 million or more.**

D. Buyers from markets targeted for export for 2015

E. Buyers from countries with FTA or diplomatic relations with Taiwan

F. New buyers

※**Note:**

1. **Applicable to buyers from Group A、B、C and E:** The above incentives do not apply to **visitors/buyers** attending major Taipei international trade shows.
2. **Applicable to buyers from Group A、B、C and E:** The above incentives only apply to **applicants engaging in procurement in Taiwan.**
3. **Applicable to buyers from Group A to D:** In order to effectively implement this program, the above incentives are applicable to only those who have **NOT** availed of this program within a period of one year from their last approved application and have **NO** current supplier(s) in Taiwan (to avoid harming the interest of an existing supplier, if any). For applicants who have existing supplier(s) in Taiwan, they are eligible to apply for incentives only if they intend to procure goods which fall under a different product category. In case the incentive application has been approved and later found to contain false information (or received a complaint from certain supplier(s) proving the applicant is not a "first timer" to procure in Taiwan, the applicant will be invalidated in the future. **Applicable to buyers from Group E :** Please see P.7 (E. New Buyers). A participating company is allowed to apply for only ONE of the above incentives in a year. Companies which have received incentives from other incentive programs of TAITRA are also ineligible.

3. Application Requirements and Incentives

A. Group Buyers

| Requirements | Incentives | Conditions |
|---------------------------------|---|--|
| 1. Group of 5 companies or more | Group incentive by region: 1) Asia: USD 1,000 | The group must participate in trade meeting(s) arranged by |

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| | <p>2) Europe, North America: USD 1,500</p> <p>3) Central & South America, Africa: USD 2,000</p> | <p>Market Development Department (MDD), TAITRA</p> <p>2) Regardless of each company's sales volume or purchase amount</p> |
| <p>2. Group of 15 companies or more</p> | <p>Group incentive by region:</p> <p>1) Asia: USD 1,000</p> <p>2) Europe, North America: USD 1,500</p> <p>3) Central & South America, Africa: USD 2,000</p> <p>PLUS incentive of one roundtrip economy-class airfare for the group leader (between Taipei and the city of his/her primary residence)</p> | <p>1) The group must participate in trade meeting(s) arranged by MDD, TAITRA</p> <p>2) Regardless of each company's sales volume or purchase amount</p> |

B. Major Individual Buyers

| Requirements | Incentives | Conditions |
|--|--|---|
| <p>3. Machinery dealers/agents with current annual sales of USD 5 million or more, and have a machinery showroom or specialized warehouse of preferably 150 m² or larger</p> | <p>Incentive for one roundtrip economy class airfare (between Taipei and the city of his/her primary residence)</p> | <p>Buyers must:</p> <ol style="list-style-type: none"> 1. Provide details for the products sought 2. Participate in both trade meeting(s) with at least 3 Taiwanese companies and a procurement seminar arranged by MDD, TAITRA |

| Requirements | Incentives | Conditions |
|---|--|--|
| 4. Companies from emerging markets with current annual sales of USD 50 million or more | Incentive for one roundtrip economy class airfare (between Taipei and the city of his/her primary residence) AND 4 days/3 nights hotel accommodation for one person (maximum of NT\$ 5,000 per day); and prearranged airport-hotel-airport transportation. | Buyers must: 1. Provide details for the products sought 2. Participate in both trade meeting(s) with at least 10 Taiwanese companies and a procurement seminar arranged by MDD, TAITRA |
| 5. Companies with current annual sales of USD80 million or more OR annual procurement of USD 10 million or more | Incentive for one roundtrip economy class airfare (between Taipei and the city of his/her primary residence) AND 4 days/3 nights hotel accommodation for one person (maximum of NT\$ 5,000 per day); and prearranged airport-hotel-airport transportation. | Buyers must: 1. Provide details of products sought. 2. Participate in trade meeting(s) with at least 10 Taiwanese companies and the procurement seminar arranged by MDD, TAITRA. |
| 6. Companies with current annual sales of USD 1 billion or more OR annual procurement of USD 100 million or more | Incentive of one roundtrip business class airfare (between Taipei and the city of his/her primary residence) AND 4 days/3 nights hotel accommodation for one person (maximum of NT\$ 5,000 per day); and prearranged airport-hotel-airport transportation. | Buyers must: 1. Provide details of products sought. 2. Participate in trade meeting(s) with at least 10 Taiwanese companies and the procurement seminar arranged by MDD, TAITRA. |

| Requirements | Incentives | Conditions |
|--|---|--|
| 7. Top 50 engineering consultants and system integrators companies in their nations' respective industries | Incentive for one roundtrip economy class airfare (between Taipei and the city of his/her primary residence) AND 4 days/3 nights hotel accommodation for one person (maximum of NT\$ 5,000 per day); and prearranged airport-hotel-airport transportation. | Buyers must: 1. Provide details of products sought. 2. Participate in trade meeting(s) or company visit(s) of potential suppliers arranged by MDD, TAITRA. |

C. Medium-sized Individual buyers

| Requirements | Incentives | Conditions |
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| 8. Companies with current annual sales of USD50 million or more | Incentive for one roundtrip economy class airfare (between Taipei and the city of his/her primary residence) | Buyers must: 1. Provide details for the products sought 2. Participate in both trade meeting(s) with at least 10 Taiwanese companies arranged by MDD, TAITRA |

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| <p>9. Companies from emerging markets with current annual sales of USD 10 million or more</p> | <p>Incentive for one roundtrip economy class airfare (between Taipei and the city of his/her primary residence)</p> | <p>Buyers must:</p> <ol style="list-style-type: none"> 1. Provide details of products sought. 2. Participate in trade meeting(s) with at least 10 Taiwanese companies arranged by MDD, TAITRA. |
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D. Buyers from markets targeted for export for 2015 include India, Indonesia, Vietnam, United Arab Emirates, Egypt, , Brazil, Mexico and Turkey

| Requirements | Incentives | Conditions |
|---|--|---|
| <p>10. Top 200 companies (in terms of current annual sales or import volume) in their nations' respective industries</p> | <p>Incentive per company by region:</p> <ol style="list-style-type: none"> 1) Asia: USD 300 2) Middle East, Central& Eastern Europe: USD 500 3) Central & South America, Africa: USD 800 | <ol style="list-style-type: none"> 1. Maximum of 6 companies per country per year 2. Applicants must participate in trade meeting(s) arranged by MDD, TAITRA. |

E. Buyers from countries with diplomatic relations with Taiwan

| Requirements | Incentives | Conditions |
|--|---|---|
| <p>11. Top 200 companies (in terms of current annual sales or import volume) in their nations' respective industries who visit Taiwan</p> | <p>1) Individual Buyers: Asia & Oceania: Incentive of USD 1,200 per company Central & South Americas, Africa: Incentive of USD 1,500 per company</p> | <p>Applicants must participate in trade meeting(s) arranged by MDD, TAITRA.</p> |

| Requirements | Incentives | Conditions |
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| for procurement or sales | <p>2) Group buyers (5 companies or more) :</p> <p><i>A. Diplomatic allies:</i></p> <p>a. Asia & Oceania: Incentive of USD 1,200 per company Central & South Americas, Africa: Incentive of USD1,500 per company</p> <p>b. One roundtrip economy class airfare for the group leader (between Taipei and the city of his/her primary residence)</p> <p>c. Incentive are provided to maximum of 5 companies per year</p> <p><i>B.FTA partners:</i></p> <p>a. Asia & Oceania: Incentive of USD 1,200 per company Central & South Americas, Africa: Incentive of USD1,500 per company</p> <p>b. For a group of 5 or more companies, an incentive of one roundtrip economy class airfare for the group leader (between Taipei and the city of his/her primary residence)</p> <p>c. Incentive are provided to maximum of 10 companies per year</p> | |
| 12. Major industry leaders of Taiwan’s diplomatic allies visiting Taiwan for procurement or selling | Subsidies for maximum 7days/6 nights hotel accommodation for one person (standard room of Taipei’s 5 star hotels) and ground transportation expenses during the visit | <ol style="list-style-type: none"> 1. Maximum of 1 VIPs per country per year 2. Must participate in meeting(s) with Taiwan’s industry leaders |

| Requirements | Incentives | Conditions |
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| | | and in trade meeting(s) arranged by MDD, TAITRA. |

F. New Buyers

| Requirements | Incentives | Conditions |
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| Companies from emerging markets, which have never received any incentive from TAITRA up to the time of application and have no current supplier in Taiwan, with current annual sales amounting to USD5 million or more. | TAITRA offers incentives in the form of a reimbursement for one roundtrip economy-class airfare ticket to and from Taipei and the city of primary residence; as well as local accommodation for one person for maximum 4 days/3 nights (i.e., maximum amount equivalent to NT\$5,000 per day); and prearranged airport-hotel-airport transportation. | 1. Buyers applying for incentives must never have been to Taiwan for procurement purposes up to the time of application. In case the incentive application has been approved and later found to contain false information (or received a complaint from |

| Requirements | Incentives | Conditions |
|---|--|---|
| <p>Companies from developed countries or mainland China, which have never received any incentive from TAITRA up to the time of application and have no current supplier in Taiwan, with current annual sales amounting to US\$10 million or more.</p> <p>※Developed countries include Europe (except emerging market), U.S.A., Canada, Japan, South Korea, Hong Kong, Singapore, New Zealand and Australia.</p> <p>Mainland China is also included in this category.</p> | <p>TAITRA offers incentives in the form of a reimbursement for one roundtrip economy-class airfare ticket to and from Taipei and the city of primary residence; as well as local accommodation for one person for maximum 4 days/3 nights (i.e., maximum amount equivalent to NT\$5,000 per day); and prearranged airport-hotel-airport transportation.</p> | <p>certain supplier(s) proving the applicant is not a "first timer" to procure in Taiwan, the applicant will be invalidated in the future.</p> <p>2. Extra cost from air travel or hotel room upgrade, in excess of the incentives mentioned, will be borne by the applicant (buyer).</p> <p>3. Applicants must take part in the trade meetings arranged by MDD of TAITRA and meet with at least 10 Taiwanese companies.</p> |

4. Methods for Application and Expense Report

- A. To apply for any of the incentives above, please submit the “Company profile and application for TAITRA incentives” three weeks prior to the buyers’ flight departure date from their primary residence and submit the attached form as a formal document directly to the TAITRA headquarters. Only expenses incurred after receiving approval from the TAITRA headquarters are accepted for reimbursement.

- B. All expense documentations (receipts) shall be reported at one time.
1. Opting for proof of purchase for reimbursement requires the presentation of the docket (such as receipt, invoice, bill, or statement), which indicates “TAITRA” as payee plus the unified business tax number 03702716 for purchase(s) made in Taiwan, and “Taiwan External Trade Development Council” as payee for purchase(s) made overseas.
 2. To report group expenses, only receipts for ground transportation of buyers’ primary residence and receipts for ground transportation, lodging, and meals in Taiwan are accepted.
 3. For small amount subsidies (less tax) for individual buyers, TAITRA will provide corresponding receipts. Recipients will need to sign the said receipts.
- C. To report airfare expenses, applicants can only report direct flights between Taipei and their primary residences by providing the following: 1) Original airline ticket stubs or electronic ticket, 2) Proof of purchase (i.e., receipt) or other documents showing proof of payment, and 3) Boarding pass stub, or photocopies of passport’s cover page, information page and pages containing the entry and exit stamps for the applicant’s latest visit to Taiwan, or an official document as proof of boarding the flight issued by the airline company.
- D. TAITRA reserves the right to cancel all incentives previously approved if buyers do not report to the headquarters staff handling the case OR if buyers fail to participate in trade meeting(s) and procurement seminar(s).
- E. The fund of this incentive program is lumped into the annual operating budget. Once the amount available becomes insufficient, this program will no longer be implemented.