



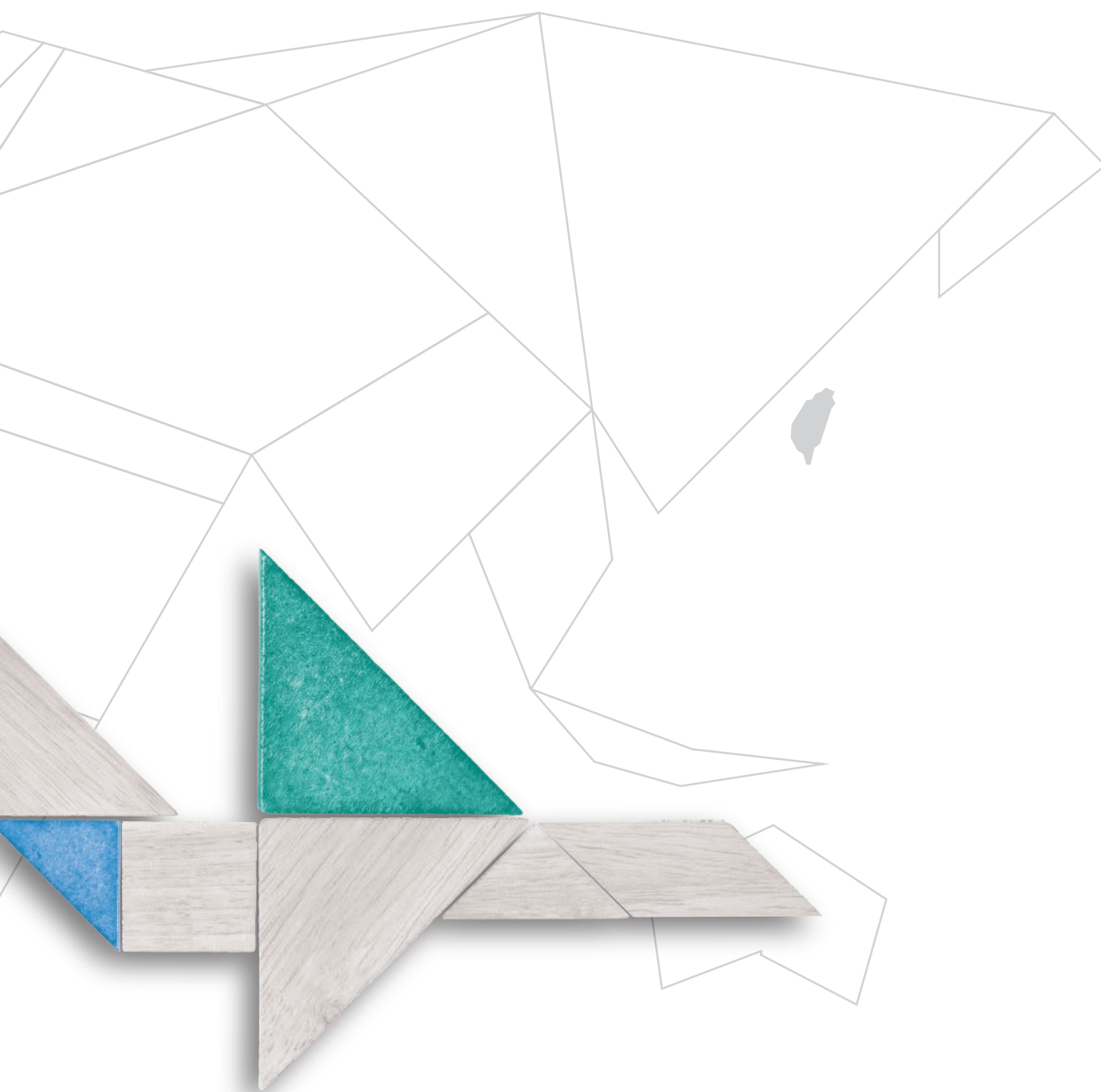
中華民國

2017 國際貿易發展概況

▶ 2018

THE DEVELOPMENT OF
INTERNATIONAL TRADE
IN THE REPUBLIC OF CHINA (TAIWAN)





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序言 Preface

我國係以出口為導向的海島型經濟體，貿易不僅是經濟發展的重要命脈，亦為與世界聯繫的重要管道。2016年受到全球經濟成長不如預期，各國需求減緩等因素，上半年我國出進口表現不理想，所幸自7月起受惠於國際電子產品需求增溫，國際油價止跌回穩，我國出口轉為正成長，並逐月擴大，進口在出口引申需求帶動下亦表現良好，展望今（2017）年，我國貿易情勢應將繼續展現穩健成長態勢。



As an island with an export-oriented economy, Taiwan views foreign trade as the backbone of its economic growth, as well as a vital artery for connecting to the world. In 2016, with the global economy not growing as estimated and the slowing demand from major trading partners, Taiwan's export and import performances were not impressive. Thanks to the increase of international demand for electronic products and the stability of international oil prices, Taiwan's exports have bounced back to increase positively, while continuing to heat up since July. In addition, imports have also rebounded positively because of expanded demand. Looking to this year (2017), the Taiwan's trade should continue to show steady growth.

根據世界貿易組織（WTO）、世界銀行（WB）等國際機構預測顯示，今年全球經貿表現將優於去年，惟須注意英國脫歐、各國緊縮貨幣政策及限制貿易措施等發展趨勢，另該等國際機構均指出，近年東協及南亞等國經濟成長表現將優於全球，為全球經濟成長亮點。面對錯綜複雜但仍存諸多機會的國際經貿情勢，本局除續配合推動新南向政策以加強與該等區域鏈結，為我外貿成長注入動能外，亦同步積極參與國際經貿組織與活動，致力提升與各國雙邊經貿關係，以及多元推動各項貿易拓展工作，主要內容包括：

- 一、配合推動新南向政策：透過雙邊經貿對話平台強化合作，協助業者排除貿易障礙，與第三國合作共同開拓市場，加強執行雙邊經貿協定。
- 二、參與國際談判爭取商機：如利用已生效之貿易便捷化協定，加強各國關務合作，降低交易成本。
- 三、強化貿易推廣帶動產業出口：結合法人及公協會力量開拓市場，並以創新聯合行銷推廣，客製化輔導，深化電子商務合作等作法，強化推廣力道。
- 四、落實貿易管理，維護我商利益：加強與國內外相關單位合作，促進資訊交流，以遏止我商違規轉運。

由於國際貿易情勢變化快速，為使各界瞭解國內外經貿最新發展情勢、我國貿易政策、辦理各項貿易工作及未來規劃方向，特編印「中華民國國際貿易發展概況」，本概況架構包括外貿情勢回顧、經貿發展推手、提升經貿關係、加強貿易推廣、完善貿易環境、創造經貿榮景等6篇。本概況並登錄上網（網址：<http://www.trade.gov.tw>）供各界參考；內容如有未盡周延之處，尚祈各界不吝指正。

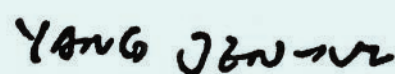
楊吟妃

經濟部國際貿易局
局長
2017年10月

The World Trade Organization (WTO), the World Bank (WB) and other international agencies have forecasted that this year's global economic and trade performance will outperform last year's; however, we need to pay attention closely to Brexit, the tightening monetary policies of various countries, restrictive trade measures and other development trends. On the other hand, international agencies have pointed out that economic growth in ASEAN and South Asian countries has been performing much better than the global average in recent years, becoming the highlight of global economic growth. In the face of complicated international economic and trade situations, there are still countless opportunities. We are not only promoting the "New Southbound Policy" in order to enhance links with countries in the region and reinforce momentum and strength of foreign trade growth, but also actively participating in international trade organizations and activities. We are also enhancing bilateral economic and trade relations with numerous countries to encourage trade development, which mainly include:

1. Coordinating the promotion of the "New Southbound Policy": Through the platform of bilateral economic and trade dialogues, we are teaming up with industries to eliminate trade barriers. We are also working together with third countries to jointly develop markets and proactively implement our bilateral economic and trade agreements.
2. Participating in international negotiations for business opportunities: Effectively utilizing the Trade Facilitation Agreement to jointly work with the customs administrations of all countries to reduce transaction costs.
3. Proactively encouraging trade promotion: Linking with juridical persons and public associations to open markets and promote innovative joint-marketing schemes with customized counseling and deepen e-commerce-cooperation so as to strengthen promotional efficacy.
4. Implementing trade management and safeguarding the interests of our business: Consolidating cooperation with relevant agencies both domestically and overseas in order to improve exchange of information, thereby curbing illegal shipments by our companies.

In today's rapidly-changing international trade environment, to enable the public to keep abreast of Taiwan's latest trade and economic developments, and its policies and plans, the BOFT has published a special handbook entitled The Development of International Trade in the Republic of China (Taiwan). In six distinct sections, under the headings, Foreign Trade in Retrospect; Taiwan's Economic and Trade Development; International Economic and Trade Relations; Strengthening Trade Promotion; Improving the Trading Environment; and, Optimizing Taiwan's Trading Performance in the Global Economy, the handbook meticulously describes and illustrates the crucial trade policies, diverse tasks and future plans being actively promoted by the BOFT. The handbook is also available at <http://www.trade.gov.tw> for your reference. We welcome any comments or suggestions you may have.

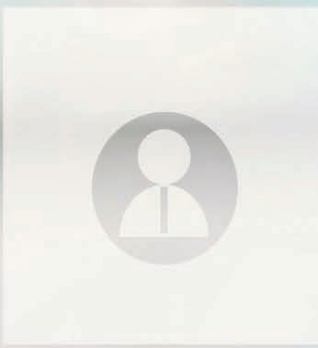


Director General, Bureau of Foreign Trade
Ministry of Economic Affairs
October 2017

Foreign Trade

in Retrospect

Manufacturing
Supply chain
Product
Logistics
Customer
Inventory
Management
Light



外貿情勢回顧

Foreign Trade in Retrospect

一、國際經貿情勢

面對全球貿易成長停滯、投資不振、新興市場經濟放緩，以及國際原物料價格下跌等因素影響，2016年全球及各國經濟成長皆趨緩，直至第4季始由谷底逐漸回溫。根據環球透視機構（Global Insight, GI）2017年8月15日的資料顯示（詳見表1），2016年全球經濟成長率為2.5%，低於2015年的2.9%，成長表現低於事前預期，所幸自第4季起全球經貿成長已漸回復動能，而英國脫歐公投通過，及美國經貿政策走向等，為全球經濟發展注入諸多不確定性。

展望2017年，預期全球經貿成長相對樂觀，WTO報告指出，全球各區域的經濟體將自2017年復甦，由於2016年的基期較低，也讓2017年經貿有較大的成長空間。GI預測2017年經濟成長率為3.1%，另全球進出口成長率皆明顯回升，並由負轉正，預測出口成長率將從2016年的-2.8%回升至9.5%，進口成長率將從-3.1%回升至9.0%，反映在全球經濟成長回溫情況下，進出口貿易同步向上增長（見表1）。

I. Reflections on Trends in Foreign Trade

Given the stagnation of growth in global trade, poor investment, the slowdown in emerging market economies, the decline of international prices for raw materials and other factors, economic growth slumped globally and among all nations in 2016 until it began to revive in the 4th quarter last year. Data from Global Insight (GI) on August 15, 2017 (see Table 1) indicated that the global economy grew 2.5% in 2016, down from the 2.9% in 2015. Hence, growth was lower than expected. Fortunately, momentum in global economic and trade growth has gradually recovered since the 4th quarter; however, the passage of the Brexit referendum and the direction of US economic and trade policy have injected a great deal of uncertainty in global economic development.

Prospects for global economic and trade growth in 2017 are expected to be relatively optimistic. A WTO report has pointed out that global regional economies will recover from 2017 due to the lower base period in 2016, while global economic and trade development has greater room for growth in 2017. GI has forecasted economic growth of 3.1% in 2017 and that global import and export growth will clearly rebound from negative to positive. For example, it has projected that exports will grow from -2.8% in 2016 to 9.5% in 2017, while imports will grow from -3.1% in 2016 to 9.0% in 2017, thus reflecting the simultaneous rise of import and export trade under the recovery of global economic growth (See Table 1).

表1：世界主要經濟體實質GDP及全球貿易成長率

Table1: Real GDP and Trade Growth of the World's Major Economies

單位：%
unit：%

項目 Countries (or area)	2015年	2016年	2017年
實質GDP 成長率 Real GDP Growth (2005 = 100)			
全世界 World	2.9	2.5	3.1
美國 United States	2.9	1.5	2.1
歐盟 European Union	2.1	1.9	2.1
亞太區（不含日本） Asia-Pacific Excluding Japan	5.7	5.7	5.8
中華民國 R.O.C (Taiwan)	0.7	1.5	2.2
中國大陸 Mainland China	6.9	6.7	6.8
日本 Japan	1.1	1.0	1.4
新興市場 Emerging markets	4.1	3.8	4.7
貿易成長率 World—Merchandise trade growth			
出口 Export	-12.8	-2.8	9.5
進口 Import	-12.4	-3.1	9.0

資料來源 Source：Global Insight Inc., World Overview, August 15, 2017

二、我國貿易表現

2016年我國對外貿易總額為5,108.9億美元，衰退2.2%；出口值為2,803.2億美元，減少1.8%；進口值為2,305.7億美元，衰退2.8%；出超497.5億美元，創歷年新高，成長3.4%。2016年我國對外貿易受新興市場經濟放緩、美國及中國大陸之進口需求減少等因素影響，出進口皆為負成長，但跌幅較2015年縮減，且表現優於全球平均（-2.8%及-3.1%）。

以我國2016年各月的出、進口表現來觀察，可看出全年整體表現呈現開低走高趨勢，從1月的負成長，一路攀升至12月的雙位數正成長，我國貿易表現已逐漸恢復動能。

展望2017年，全球經濟可望擺脫低緩成長態勢，加以我國半導體深具製程領先優勢，與車用電子、物聯網及人工智慧等新興需求持續擴增，可望維繫出口動能。2017年8月行政院主計總處預測2017年我國出進、口成長率分別為成長9.35%及10.97%，顯示我國對外貿易呈現穩定回溫格局。

三、主要出口貨品

在2016年全球電子、資通訊產品需求仍未強勁復甦，國際油價下滑導致相關石化產品價格下跌，多國對鋼鐵產品採貿易救濟措施等，影響我國主力出口產品多呈下滑表現，2016年我國主要出口貨品中，第1大項為電子零組件，出口達928.0億美元，較2015年成長8.0%，占出口比重33.1%；第2大項資通與視聽產品為301.8億美元，下滑1.0%，占出口比重10.8%；第3大項為基本金屬及其製品，出口245.3億美元，減少3.7%，占出口比重8.8%；第4大項為機械，出口211.5億美元，下滑1.7%，占出口比重7.5%；塑橡膠及其製品出口199.2億美元，下滑5.7%，比重7.1%，為我第5大出口產品（見圖1）。

II. Taiwan's Trade Performance

In 2016, Taiwan's foreign trade totaled US\$510.89 billion, for a decline of 2.2%. Its exports amounted to US\$280.32 billion, down 1.8%, while imports amounted to US\$230.57 billion, down 2.8%. Nevertheless, this accounted for a record high surplus of US\$49.75 billion, up 3.4%. Taiwan's negative growth in foreign trade exports and imports in 2016 was affected by the slowdown of emerging market economies, the reduced demand for imports by both the United States and mainland China, as well as other factors. Yet, the drop was less extensive than in 2015, and Taiwan's performance was better than the global average (-2.8% vs. -3.1%, respectively).

Looking at Taiwan's monthly export and import performances in 2016, we can see the overall performance started out low with negative growth in January and tended to increase steadily to December, which showed positive double-digit growth. This shows that Taiwan has gradually recovered its economic and trade momentum.

Looking ahead in 2017, the global economy is expected to break away from the slow growth pattern. In addition, given Taiwan's advantage as a leader in the semiconductor manufacturing process, as well as emerging demands for automotive electronics, Internet of Things and artificial intelligence continue to expand, export momentum is expected to be maintained. In August 2017, the Directorate-General of Budget, Accounting and Statistics (DGBAS) of the Executive Yuan predicted that Taiwan's exports and imports would grow 9.35% and 10.97%, respectively in 2017, indicating the stable recovery of Taiwan's foreign trade.

III. Taiwan's Major Exports

In 2016, the global demand for electronic and communication products had not yet strongly recovered, the decline in international oil prices resulted in low prices for related petrochemical products and many countries adopted protective trade measures on steel products, all of which adversely affected Taiwan's main exports. Among Taiwan's major exports in 2016, electronic components were number one, reaching US\$92.80 billion dollars, up 8.0% compared to 2015 and accounting for 33.1% of total exports. ICT and audio-visual products were the 2nd largest, totaling US\$30.18 billion, down 1.0% and accounting for 10.8% of total exports. Base metals and products thereof comprised the 3rd largest, totaling US\$24.53 billion, down 3.7% and accounting for 8.8% of total exports. Machinery was the 4th largest, totaling US\$21.15 billion, down 1.7% and accounting for 7.5% of total exports. Plastics/rubber and products thereof were the 5th largest, totaling US\$19.92 billion, down 5.7% and accounting 7.1% for total exports (see Figure 1).

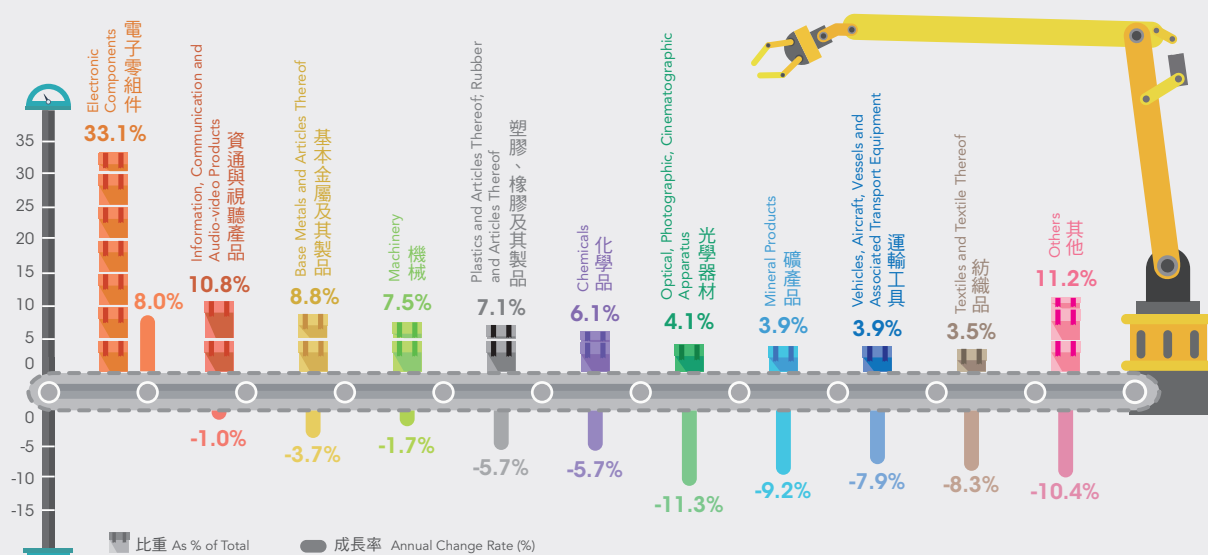


圖1：2016年我國主要出口產品結構 Figure 1: Taiwan's Major Exports in 2016

資料來源：財政部關務署(MOF) Sources: Customs Administration, Ministry of Finance

四、主要進口貨品

2016年由於國內消費、投資等需求不振以及國際油價下跌衝擊，除電子零組件及機械外，我國主要進口產品金額多呈下滑，我國第1大進口貨品為電子零組件，進口金額為420.0億美元，較上年成長9.6%，占進口比重18.2%；第2大項為礦產品，進口金額為350.2億美元，下滑15.8%，占進口比重15.2%；第3大項為機械，進口值為286.3億美元，上升19.4%，占進口比重12.4%；第4大為化學品，進口值249.9億美元，減少2.5%，占進口比重10.8%；第5大項為基本金屬及其製品，進口168.2億美元，下滑12.5%，占進口比重7.3%（見圖2）。

五、主要貿易夥伴

2016年我國主要貿易夥伴依序為中國大陸（含香港）、東南亞國協（10國）、美國、日本及歐洲，這5大貿易夥伴合計占我國出口總額達85%以上，占進口總額超過七成以上。2016年我對歐洲出口表現較佳，成長1.0%；對中國大陸（含香港）出口下滑0.2%，占出口比重40.1%，為我國第一大出口市場及最大貿易順差來源；對東協、美國、日本出口分別下滑0.7%、3.0%、0.2%。在進口方面，2016年我國第1大進口來源為中國大陸（含香港），較上年下滑3.0%，占我進口比重19.7%；日本為我國第2大進口來源，較上年增加4.5%，占進口比重17.6%；自歐洲進口增長1.5%；另自東協、美國進口分別下滑6.5%、2.1%（見表2）。

表2：2016年我國與主要貿易夥伴之貿易統計
Table 2: Trade with Major Trading Partners in 2016

單位：10億美元；%
Unit: US \$billions; %

	金額 Amounts				占我國貿易總額/ 出口/進口比重 (%) Share of Taiwan's Total Trade/ Exports/Imports			增減比率 (%) Percentage of Increase/ Decrease			
	總額 Total	出口 Exports	進口 Imports	出(入)超 Trade Surplus (Deficit)	總額 Total	出口 Exports	進口 Imports	總額 Total	出口 Exports	進口 Imports	出(入)超 Trade Surplus (Deficit)
貿易總額 Total	510.89	280.32	230.57	49.75	100.0	100.0	100.0	-2.2	-1.8	-2.8	3.4
中國大陸(含香港) Mainland China (including Hong Kong)	157.60	112.28	45.32	66.96	30.8	40.1	19.7	-1.0	-0.2	-3.0	1.7
東南亞國協(10國) ASEAN (10 members)	78.44	51.29	27.15	24.14	15.4	18.3	11.8	-2.8	-0.7	-6.5	6.8
美國 US	62.12	33.52	28.60	4.93	12.2	12.0	12.4	-2.5	-3.0	-2.1	-7.9
日本 Japan	60.17	19.55	40.62	-21.07	11.8	7.0	17.6	-2.9	-0.2	4.5	-9.3
歐洲 Europe	55.14	26.22	28.92	-2.70	10.8	9.4	12.5	1.2	1.0	1.5	-6.3

資料來源 Sources：財政部關務署 (MOF)

註 Notes：1. 本表數字含復出進口 (Re-imported or re-exported)

2. 各項即期統計資料詳請參見貿易局網站 (See: <http://www.trade.gov.tw>)

3. 本表進出口貿易統計資料係採一般貿易制度 (As "General Trade")。

IV. Taiwan's Major Imports

In 2016, the value of most of Taiwan's major import products fell, except for electronic components and machinery, due to weak demand in domestic consumption and investment, as well as the impact of falling international oil prices. Electronic components were Taiwan's top import item, reaching US\$42.00 billion, up 9.6% compared to the previous year and accounting for 18.2% of total imports. Mineral products comprised the 2nd largest, amounting to US\$35.02 billion, down 15.8% and accounting for 15.2% of total imports. Machinery was the 3rd largest, reaching US\$28.63, up 19.4% and accounting 12.4% of total imports. Chemicals comprised the 4th largest, reaching US\$24.99 billion, down 2.5% and accounting for 10.8% of total imports. Basic metals and products thereof were the 5th largest, amounting to US\$16.82 billion, down 12.5% and accounting for 7.3% of total imports (see Figure 2).

V. Taiwan's Major Trading Partners

Taiwan's top 5 trading partners in 2016 were mainland China (including Hong Kong), ASEAN (10 countries), the U.S., Japan, and Europe, in descending order. Together, these trading partners accounted for over 85% of our total exports and over 70% of our total imports. Taiwan performed well in exports to Europe, growing 1.0%. Taiwan's exports to mainland China dropped 0.2%, accounting for 40.1% of our total exports. Nevertheless, mainland China remained Taiwan's biggest export destination and largest source of trade surplus. Taiwan's exports to each of its next three largest trading partners decreased in 2016 compared to the previous year as follows: to ASEAN by 0.7%, to the U.S. by 3.0% and to Japan by 0.2%.

The largest source of Taiwan's imports in 2016 was mainland China (including Hong Kong), accounting for 19.7% of Taiwan's total imports, down 3.0% compared to the previous year. Imports from Japan were Taiwan's second-largest source, accounting for 17.6% of total imports, up 4.5%. Imports from Europe rose 1.5%; ASEAN and the U.S. both fell by 6.5% and 2.1%, respectively, compared to the previous year (see Table 2).

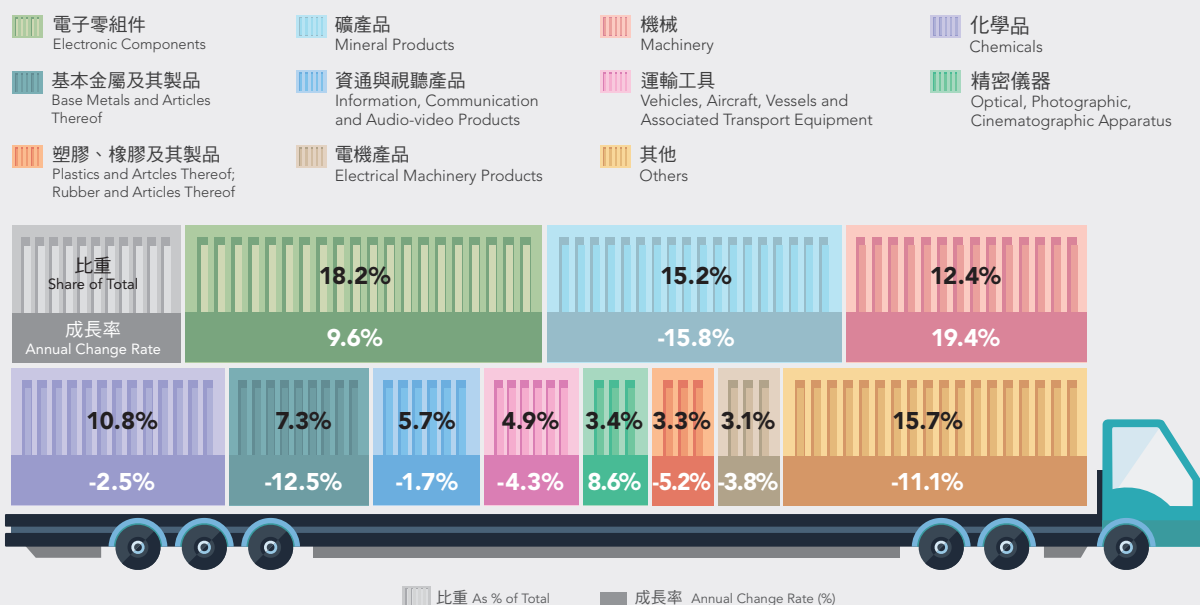


圖2：2016年我國主要進口產品結構 Figure 2: Taiwan's Major Imports in 2016

資料來源：財政部關務署(MOF) Sources: Customs Administration, Ministry of Finance

2017
2018

中華民國國際貿易發展概況
THE DEVELOPMENT OF INTERNATIONAL TRADE
IN THE REPUBLIC OF CHINA (TAIWAN)



Economic and
Trade Promoter

經貿發展推手

2

Taiwan's Economic and Trade Promoter

經濟部國際貿易局任務

經濟部國際貿易局於1969年1月1日成立，負責掌理我國國際貿易政策之研擬、貿易推廣及進出口管理等事項。過去數十年來，隨著國際經貿環境之轉變，貿易局之角色與定位亦不斷因應調整，目前重點工作包括：

- 一、貿易政策、法規之研擬與執行；
- 二、參與國際經貿組織活動；加強雙邊經貿關係；
- 三、貿易談判、諮商與爭端之處理及協調；
- 四、推動洽簽經濟合作協定；
- 五、貨品輸出入及出進口廠商之管理及輔導；
- 六、推展對外貿易，拓銷海外市場；創造有利外貿發展的環境，包括國際展館之興建與貿易無紙化、便捷化的推動，全球經貿資訊網站之架設等；
- 七、駐外商務機構之聯繫與協調；
- 八、辦理貿易相關法人、團體之聯繫與輔導。

Aims of the Bureau of Foreign Trade, MOEA

The Bureau of Foreign Trade (BOFT), which was established by the Ministry of Economic Affairs (MOEA) on January 1, 1969, is responsible for formulating Taiwan's international trade policies, promoting trade, and managing trade-related activities. Over the past few decades, the BOFT's role and responsibilities have undergone numerous adjustments to meet the demands of the ever-changing international business environment. Its primary duties currently include:

- I. Formulating and implementing trade policies and rules/regulations
- II. Participating in the activities of international economic and trade organizations, and enhancing bilateral trade relations
- III. Handling and coordinating trade negotiations, consultations and disputes
- IV. Negotiating and signing economic cooperation agreements
- V. Administering the import/export regime and providing trade consulting services to importers and exporters
- VI. Promoting foreign trade and creating an environment conducive to the development of foreign trade by constructing international exhibition halls, introducing paperless trade and trade facilitation, establishing global trade information websites, etc.
- VII. Contact and coordination with the MOEA's overseas offices, and
- VIII. Managing liaison and assistance concerning business-related entities and groups.



經濟部國際貿易局組織與業務

職稱（或單位）	業務內容
局長	綜理局務
副局長	襄理局務
主任秘書	協助局務並綜理秘書室業務
多邊貿易組	WTO、APEC、OECD、其他國際經貿組織及區域經濟整合業務（如：TPP/RCEP）
雙邊貿易一組	亞洲、中東、大洋洲雙邊及兩岸、港、澳、蒙古經貿業務
雙邊貿易二組	歐、美及非洲地區雙邊經貿業務
貿易發展組	貿易推廣及會展產業發展業務
貿易服務組	輸出、入貨品管理及廠商服務業務
綜合企劃委員會	綜合企劃及研究考核業務
貿易安全與管控小組	戰略性高科技貨品輸出入管理業務
展館興建小組	推動興建展覽館業務
國會聯絡室	立法及監察委員服務及問政議題溝通協調業務
資訊中心	資訊規劃及管理業務
秘書室	文書、總務、法制及新聞聯絡等業務
人事室	人事業務
會計室	會計業務
政風室	政風業務
統計室	統計業務
高雄辦事處	輸出、入貨品管理、廠商服務及貿易推廣業務
本部推廣貿易基金管理委員會	經濟部推廣貿易基金收支、保管及運用業務

註：.....表任務編組單位

Organization & Responsibilities of the Bureau of Foreign Trade, MOEA

Position/Division	Responsibilities
Director General	Supervision of all bureau affairs
Deputy Director General	Assisting with supervision of all bureau affairs
Chief of Secretary	Assisting with the handling of all bureau affairs and the supervision of office matters
Multilateral Trade Affairs Division	The WTO, OECD, APEC, other international trade/economic organizations and TPP/RCEP
Bilateral Trade Division I	Asia, Middle East, Oceania, Mainland China, Hong Kong, Macao and Mongolia
Bilateral Trade Division II	Europe, the Americas and Africa
Trade Development Division	Trade promotion and MICE industry development
Export/import Administration Division	Export/import administration and services
Planning Committee	Integration of planning, research and assessment
Trade Security and Export Control Task Force	Export and import administration of strategic high-tech commodities
Exhibition Center Construction Task Force	Exhibition center construction matters
Congressional Liaison Unit	Legislative & Control Yuan services and liaison with political affairs
Information Management Center	Computer and information-related affairs
Secretariat	Documentation, general administration, legal affairs, and press releases
Personnel Office	Personnel matters of the BOFT and parts of the MOEA
Accounting Office	Accounting matters of the BOFT and the trade promotion fund of the MOEA
Civil Service Ethics Office	Matters pertaining to government ethics
Statistics Office	Matters pertaining to statistics
Kaohsiung Office	Services to importers and exporters in southern Taiwan
Trade Promotion Fund Management Committee, MOEA	The MOEA trade promotion fund

N.B. represents ad hoc task force.

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中華民國國際貿易發展概況
THE DEVELOPMENT OF INTERNATIONAL TRADE
IN THE REPUBLIC OF CHINA (TAIWAN)

Enhancing International Economic and Trade Relations



提升經貿關係

Enhancing International Economic and Trade Relations

積極參與國際經貿組織與活動

一、世界貿易組織（WTO）

1. 積極參與WTO談判

政府重視WTO多邊貿易體制之發展，自2002年元月正式加入WTO，即積極參與杜哈回合多邊談判，透過WTO運作規範，排除貿易障礙及提升經貿互動關係；出席WTO貿易政策檢討會議，掌握各貿易夥伴國之貿易政策方向，協助我國業者拓展國際商務及進行全球布局；並運用WTO爭端解決機制，確保我國出口利益及競爭力。

WTO於第9屆部長會議完成貿易便捷化協定（TFA）談判，並於2017年2月22日正式生效，成為WTO自1995年成立以來第1個新增的多邊貿易協定。WTO於2015年12月召開第10屆部長會議，並達成「奈洛比套案」。WTO秘書長更表示本次農業議題取消農業出口補貼的決議，是20年來最重要的成果。

Taiwan's Participation in Major International Organizations

I. The World Trade Organization (WTO)

1. Actively Participating in WTO Negotiations

The government pays great attention to matters relating to the multilateral trade regime established by the WTO. Since its accession to the WTO in January 2002, Taiwan has been an active participant in the Doha rounds of multilateral negotiations. By utilizing the rules of the WTO, we have been able to eliminate trade barriers and strengthen the trade and economic relations with other WTO Members. By attending Trade Policy Review meetings, we have been able to grasp the direction of our partner's trade policies, and assisted our industries in expanding their international business opportunities. By utilizing the WTO's dispute settlement mechanism, we've ensured the interests and competitiveness of our exports.

The WTO completed negotiations on the Trade Facilitation Agreement (TFA) during its Ninth Ministerial Conference, adopted it on November 27, 2014, with the agreement entering into force on February 22, 2017. It is the WTO's first new multilateral trade agreement since the organization was established in 1995. The WTO held its 10th Ministerial Conference (MC10) in Nairobi, Kenya in December 2015, adopting the "Nairobi Package," which contains a series of six decisions on agriculture, cotton and various issues relating to Least-Developed Countries (LDCs). These include a commitment to abolish export subsidies for farm exports, which WTO Director-General Roberto Azevêdo hailed as the "most significant outcome on agriculture" in the organization's 20-year history.

另在複邊協定談判方面，包括我國在內之資訊科技協定擴大（ITA expansion）成員自2016年7月1日起已陸續實施第一階段降稅，若干其他WTO會員亦表達加入本協定之意願。此外，服務貿易協定（TiSA）亦已於2013年正式進入談判階段，目前計有包括我國在內之23個成員參加，討論服務業市場開放及貿易規則等議題，成員並已提交市場開放修改清單。另外，環境商品協定（EGA）已於2014年7月8日正式展開談判，目前計有包括我國在內之18個會員參加，以APEC 54項環境商品清單為共識基礎進一步擴大環境商品範圍降稅談判。環境商品協定倘能落實生效，對於經濟發展與環境保護同具正面效益。

多邊貿易自由化為我國追求的重要目標，我國將繼續積極參與未來談判工作，在訂定新的國際經貿規則方面作出貢獻，並藉此開創更深遠的國際貿易契機。

2. 參與新會員國入會諮商

我國入會後總計與越南、柬埔寨、寮國、俄羅斯、沙烏地阿拉伯、烏克蘭、白俄羅斯、哈薩克、亞塞拜然、塔吉克、烏茲別克、利比亞、賴比瑞亞、黎巴嫩、伊拉克、阿富汗及阿爾及利亞等17個新申請入會國家舉行入會雙邊諮商（其中除白俄羅斯、亞塞拜然、烏茲別克、利比亞、黎巴嫩、伊拉克及阿爾及利亞外，均已入會），要求該等國家開放市場、降低關稅等，為我商爭取更多之貿易機會。

3. 出席WTO貿易政策檢討會議

我國貿易排名全球前20大，依據WTO貿易政策檢討機制，每4年須接受貿易政策檢討。我國於2006年6月接受第1次檢討，2010年7月接受第2次檢討，第3次貿易政策檢討會議於2014年9月召開，計有25會員提出多達400餘題之書面提問，充分顯示過去4年我國經貿發展深受關注，2018年9月將舉行我國第4次貿易政策檢討會議。另我國亦積極參與其他會員之貿易政策檢討，2012年至2017年3月間派員參與美國、印尼、韓國、日本、馬來西亞、緬甸、印度、中國大陸等之貿易政策檢討會議，以及巴林、卡達及阿曼等3國之聯合貿易政策檢討會議等。



With regards to plurilateral negotiations, members of the Information Technology Agreement (ITA) expansion, including Taiwan, have since July 1, 2016, successively implemented the first tariff reduction in accordance with the schedule. A number of other WTO Members have declared their intention to become party to the ITA expansion. Meanwhile, negotiations on the Trade in Services Agreement (TiSA) were officially launched in 2013. So far, 23 Members, including Taiwan, have discussed issues pertaining to market access to the services sector, and to trade regulations, while several have submitted revised offers for market access. Negotiations on the Environmental Goods Agreement (EGA) were launched on July 8, 2014. Currently, 18 WTO Members, including Taiwan, are participating in EGA negotiations, which are based on the APEC list of 54 environmental goods and aim to expand the scope of environmental goods for tariff reduction. The implementation of the EGA could contribute positively to both economic development and environment protection.



A free and open multilateral trade regime is an extremely worthy goal, which Taiwan is committed to pursue. Taiwan continues to participate actively in WTO discussions in order to contribute to the formulation of new international trade regulations and eventually to create greater and more tangible opportunities for international trade.

2. Consulting with Countries Acceding to the WTO

Since 2002, Taiwan has held bilateral negotiations with Vietnam, Cambodia, Laos, Russia, Saudi Arabia, Ukraine, Belarus, Kazakhstan, Azerbaijan, Tajikistan, Uzbekistan, Libya, Liberia, Lebanon, Iraq, Afghanistan and Algeria on their accessions to the WTO, with a view to negotiating market access, tariff reductions etc., that allows and facilitates the expansion of Taiwanese businesses into their markets. All of these countries, with the exception of Belarus, Azerbaijan, Uzbekistan, Libya, Lebanon, Iraq, and Algeria, have since become WTO Members.

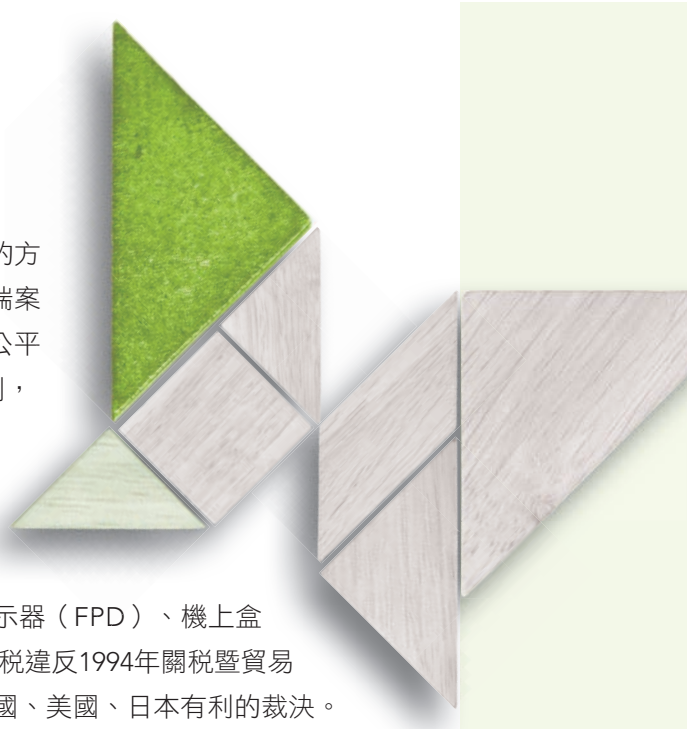
3. Participating in the WTO's Trade Policy Review Meetings

Being among the top 20 largest international trading economies in the world, Taiwan's trade policies have to be reviewed every four years under the Trade Policy Review Mechanism (TPRM) of the WTO. Taiwan's first review was in June 2006 and the second was in July 2010. The third and most recent review was held in September, 2014, in Geneva, during which 25 fellow Members of the WTO submitted over 400 written questions, reflecting their level of interest and engagement in Taiwan's economic development over the previous 4 years. Taiwan's fourth review will be held in September 2018. Likewise, Taiwan has actively participated in the Trade Policy Review meetings (TPRs) of other Members, including, from 2012 to March 2017, the U.S., Indonesia, Korea, Japan, Malaysia, Myanmar, India and Mainland China, as well as in the joint trade policy review of Bahrain, Qatar and Oman.

4. 利用WTO機制爭取我國權益

我國入會以來，一方面透過成為爭端解決程序第三國的方式，熟悉WTO爭端解決處理程序（計已參加96個爭端案件）；另一方面，針對業者反應在其他國家遭受不公平待遇或其他國家之貿易措施可能違反WTO規範之案例，經相關單位內部研議並洽詢專業法律意見後，亦開始在WTO爭端解決架構下採取行動，例如：2005年2月，我國針對印度對我採行之7項反傾銷措施要求諮商，成功獲得印度取消其中5項；此外，我國於2008年8月與美國、日本共同控告歐盟對平面顯示器（FPD）、機上盒（STBs）及多功能事務機（MFM）等3項產品課徵關稅違反1994年關稅暨貿易總協定，WTO於2010年7月提出審議報告，作出對我國、美國、日本有利的裁決。2014年6月我國就「加拿大對我出口焊接碳鋼管課徵反傾銷稅案」向加拿大提出諮商要求，WTO於2016年12月做出小組報告裁決我國勝訴，該報告並於2017年1月獲WTO DSB採認。2015年2月我國就「印尼對進口鍍或塗鋅鋅合金之鐵或非合金鋼扁軋製品實施防衛措施」案向印尼提出諮商要求，WTO爭端解決機制於12月9日成立審議小組，迄今已召開2次審查會議，最終報告將於近期發布。2015年9月我國就「印度對我國隨身碟（USB）反傾銷措施」案向印度提出諮商要求，12月10日印方就我商全球價值供應鏈採較彈性認定，同意我業者可隨時提出複查申請，惟我業者無意願提出複查申請，本案告一段落。

此外，政府亦透過多、雙邊管道，要求貿易對手國秉持公正客觀之原則，採行貿易救濟措施，例如為協助我國業者因應馬來西亞分別於2011年4月及2012年7月公告針對進口熱軋鋼捲產品展開之防衛及反傾銷調查案，我國積極向馬國表達關切並陳述我國立場，終獲馬國分別於2011年8月及2012年11月公告終止調查之正面結果；另於印尼對我國熱軋鋼捲進行反傾銷落日複查時，政府亦積極協助業者並多次向印尼表達關切，最後印尼於2013年4月公布終判，我商仍得以維持零稅率待遇。又印尼於2013年6月對我國聚對苯二甲酸乙二酯（PET）進行調查，我國亦不斷向印方表達關切，終獲印方於2014年3月撤銷調查。澳大利亞於2014年6月通知我方其接獲澳洲業者申請對自我國進口之變壓器進行平衡稅調查，我國不斷向澳方表達關切，終獲澳洲於2014年7月通知不對我國展開調查。另針對美國於2014年6月對我國展開特定鋼釘平衡稅調查案，我國透過與美方進行調查前諮商，並透過與廠商共同合作應訴，終於2015年5月獲判無補貼結果。2015年1月我致函印度就進口隨身碟反傾銷措施表達關切；2015年3月我致函菲律賓就第2次延長進口角鋼防衛措施不斷表達關切，終獲菲方於同年7月排除多國適用防衛措施。



4. Using WTO Mechanisms to Secure Taiwan's Interests and Benefits

By participating as a third party in 96 dispute settlement cases since its accession in 2002, Taiwan has familiarized itself with the WTO's dispute settlement procedures. When domestic businesses have complained of unfair treatment by other countries or the adverse effects of trade measures that might be in violation of WTO regulations, after internal consultations with relevant authorities and legal professionals, the government has initiated several dispute settlement procedures under the WTO's DSM, some examples of which are described below. Three years into our Membership of the WTO, in February 2005, Taiwan held bilateral consultations with India on the subject of its antidumping measures on seven Taiwanese products. India consequently agreed to terminate measures on five of the products concerned. In August 2008, Taiwan, together with the U.S. and Japan, jointly requested that a Panel be established by the WTO's Dispute Settlement Body (DSB) to investigate whether the EU and its Member States' collection of tariffs on flat-panel displays, set-top boxes and multi-functional digital machines was in violation of the General Agreement on Tariff and Trade (GATT 1994). The Panel was duly established in September 2008 and issued its Final Report in July 2010, ruling in favour of Taiwan, the U.S. and Japan. Then, in June 2014, Taiwan requested consultations with Canada regarding its imposition of provisional and definitive anti-dumping measures on imports of certain carbon steel welded pipe (CSWP) from Taiwan. The panel issued its final report in December 2016, ruling in favour of Taiwan. The report was adopted by the DSB in January 2017. Taiwan also requested, in February 2015, consultations with Indonesia concerning its safeguard measure imposed on imports of certain flat-rolled iron or steel products from Taiwan. The Panel was composed on December 9, 2015. So far it has held 2 substantive meetings with the Parties. The final report will be issued in the near future. In September 2015, Taiwan requested consultations with India regarding its imposition of anti-dumping duties on imports of USB Flash Drives originating in Taiwan. India made a more flexible determination regarding Taiwan's global supply chain and allowed Taiwanese companies to apply for a review at any time. However, Taiwanese companies were not willing to apply for a review, and this case has reached an end.

In addition, through its active participation in multilateral and bilateral negotiations, the government of Taiwan, on several occasions, has persuaded trading partners to adopt trade remedy measures based on the principles of fairness and objectivity. For example, to help Taiwanese industries respond to Malaysia's April 2011 and July 2012 gazette announcements to initiate safeguard and anti-dumping investigations on imports of hot-rolled steel coil products, Taiwan actively expressed its concern and stated its position to Malaysia. Consequently, for what was a positive outcome, Malaysia terminated its safeguard and antidumping investigations in August 2011 and November 2012 respectively. Furthermore, when Indonesia conducted an anti-dumping sunset review on imports of hot-rolled steel coil products, Taiwan also actively and repeatedly expressed its concerns to Indonesia. As a result, in the final determination published in April 2013, our exporters were able to maintain its zero-duty treatment. When Indonesia announced in its gazette of June 2013 its intention to investigate Taiwan's PET, Taiwan responded by expressing its concern and stating its position. In March 2014, Indonesia withdrew its investigation. Australia notified Taiwan in June 2014 of a request made by Australian businesses to the Australian government for a balanced tariff investigation into imported adapters from Taiwan. Again, Taiwan actively expressed its concern and stated its position, and in July 2014, Australia agreed that no investigation was necessary. In June 2014, the U.S. announced its initiation of countervailing duty investigations on certain steel nails from Taiwan. After Taiwan's consultations with the U.S. government and in cooperation with the mandatory respondents to the investigation, it was determined in May 2015 that there was no case of countervailing duties or subsidization for Taiwan to answer. And finally, two further examples occurred in the same year: in January 2015, Taiwan expressed concern to India over its imposition of anti-dumping measures on imports of USBs. Also, in March 2015, Taiwan repeatedly expressed concern to the Philippines about its second extension of safeguard measures on imports of steel angle bars from Taiwan; In July the same year, the Philippines made a decision to exempt several countries (including Taiwan) from the safeguard measures.

二、亞太經濟合作會議（APEC）

1. 積極參與APEC會議與各項活動

APEC為我國參與之重要國際經貿組織之一，我國自1991年加入以來即積極參與各項會議、研提倡議、舉辦研討會及活動，以加強交流合作及協助開發中會員體能力建構。

2. 我國對APEC之貢獻

為提升APEC會員體資訊應用能力，縮短數位落差，我國於2003年APEC領袖會議提出APEC數位機會中心（ADOC）計畫，自2004至2014年共設立101處數位機會中心，培訓逾73萬人次。為協助APEC區域制定貿易政策或相關拓銷策略，2016年5月提出大數據於貿易領域應用之最佳實例分享倡議，並於該年10月6-7日在臺北舉辦「APEC貿易大數據研討會」。此外，為因應跨境資料傳輸之法規限制可能對數位貿易發展造成阻礙，我國規劃於2017年10月2日在臺北辦理「APEC跨境隱私保護規則（CBPR）體系能力建構研討會」，促進亞太區域對該等議題的討論及合作，為APEC做出具體貢獻。

三、經濟合作暨發展組織（OECD）

OECD為世界最重要的國際經濟組織之一，也是WTO之智庫，其成員多為已開發國家及世界貿易大國，參與OECD活動可提升我國際地位，且有助於我經貿政策之制定。我國分別於2002年、2005年及2006年成為競爭委員會、鋼鐵委員會及漁業委員會之觀察員，並持續獲得參與方資格延續。（自2013年度起OECD將「觀察員」名稱改稱為「參與方」）

我國除定期出席我為「參與方」之委員會例會外，並參與OECD其他會議及活動，包括造船工作小組會議、優良實驗室操作規範工作小組會議、移轉訂價全球論壇、租稅協定全球論壇、全球貿易論壇等。此外，我於2015年3月受邀參與「海洋經濟之未來（The future of the Ocean Economy）」研究專案，迄2016年共出席5場研討、總結座談會及2場指導小組會議，積極與會員國交流並貢獻我國經驗。

強化雙邊經貿關係

對外貿易為我國經濟發展之命脈，為了解及掌握貿易夥伴之經貿政策與市場動態，透過開發市場通路及消除貿易障礙以協助廠商拓展市場，貿易局積極推動雙邊經貿關係，針對各地區經貿特性擬訂經貿工作綱領或計劃，例如東南亞、印度、北美地區、歐洲及中南美洲等，並積極配合推動「新南向政策」，在「經貿合作」、「人才交流」、「資源共享」、「區域鏈結」4大面向下積極推動強化與新南向目標國經貿夥伴關係。

在增進雙邊經貿關係方面，貿易局持續與主要貿易夥伴，包括美、加、日、歐盟、英、法、義、澳洲、紐等各國舉行雙邊經貿諮商會議，並強化與東協及南亞（10加6國）經貿對話平台，以討論雙邊貿易、投資、科技交流等議題，建立更緊密夥伴關係。另亦邀請重要貿易夥伴政府高層經貿官員及重要經貿人士訪臺、與重要貿易夥伴組團互訪、舉辦各種研討會、說明會及產品展售會，增進彼此了解及促進經貿合作。

II. The Asia-Pacific Economic Cooperation (APEC)

1. Actively Participation in APEC Meetings and All of Its Activities

APEC is one of the most important international economic fora in which Taiwan participates. Since joining APEC in 1991, Taiwan has taken an active role in various meetings, proposed initiatives, and organized seminars and meetings in Taiwan. These endeavors have served to strengthen exchanges and cooperation with other APEC Member Economies, and have helped with capacity-building for the developing economies as well.

2. Taiwan's Contributions to APEC

Taiwan proposed and established the APEC Digital Opportunity Center (ADOC) project at the 2003 APEC Leaders' Meeting at Bangkok. ADOC aimed to assist APEC Member Economies to improve their capacity in using ICT and reduce digital divides. From 2004 to 2014, a total of 101 ADOCs were established with more than 730,000 people trained through this project. In addition, Taiwan proposed the "Best Practice of Applying Big Data to Trade" initiative in May 2016 which aimed to assist Member Economies formulate trade policies and identify potential market opportunities. This initiative gave birth to the "Advancing Big Data Applications in Trade Workshop" held in Taipei from October 6-7, 2016. Furthermore, Taiwan is organizing the "Capacity-Building for Compliance with Cross-Border Privacy Rules (CBPR) System in APEC" seminar, which is planned for 2 October 2017. The seminar aims to promote cooperation and dialogue regarding CBPR Systems, and will focus on facilitating cross border data flows by addressing impediments to complying with diversified data transfer regulations and privacy protection laws, and it is expected to make concrete contribution to the APEC region.

III. The Organization for Economic Cooperation and Development (OECD)

The OECD is one of the world's most important international economic organizations and a think tank for the WTO. The majority of its Members are developed countries and major players in global trade. Participation in OECD activities can elevate Taiwan's international profile and assist us in the formulation of economic and trade policies. In 2002, Taiwan gained the status of Observer to the Competition Committee, then to the Steel Committee in 2005, and the Fisheries Committee in 2006. Taiwan has maintained its status as a Participant. (The OECD replaced the title of "Regular Observers" with "Participants" in 2013.)

In addition to regularly participating in these three Committees, Taiwan attends other meetings and activities as well, such as the OECD Council Working Party on Shipbuilding, the Working Group on Good Laboratory Practice (GLP), the Global Forums on Transfer Pricing, Tax Treaties and Global Forum on Trade, etc. Since 2015, it has also been participating in the OECD's project on the Future of the Ocean Economy and had taken part in 5 workshops, the final symposium and 2 Steering Group Meetings until 2016. Taiwan continues to actively share experiences with OECD Members and contribute constructively to the organization.

Strengthening Bilateral Economic and Trade Relations

Foreign trade is the lifeline of Taiwan's economic development. The BOFT therefore puts a great deal of effort into promoting bilateral trade and economic relations. We try to build a comprehensive understanding of the trade policies of our trading partners and of current global market trends, in order to help our industries to expand their access to markets and overcome barriers to trade. One of the tasks of the BOFT is to develop region-specific plans for Southeast Asia, India, North America, Europe and Latin America. The BOFT has also been tasked to actively promote the New Southbound Policy, and enhance economic and trade ties with the policy's 18 target countries (ASEAN member states, 6 countries in South Asia, Australia and New Zealand). The policy seeks to enhance cooperation in exchange in four areas: 1) economic and trade cooperation, 2) resource sharing, 3) talent cultivation, and 4) regional links.

另一方面，我國已與美、日、星、歐盟、瑞士等41國簽訂貨品暫准通關證協定或執行議定書，以便利業者從事商業往來、參加商展及爭取商機；同時，為保障我國投資廠商利益、降低營運成本，貿易局亦積極協助推動與貿易夥伴簽訂投資保障協定及避免雙重課稅協定。目前新加坡、印度、印尼、馬來西亞等31個國家或地區已與我國完成投資保障協定之簽署；而紐、英、荷、德、星、越、盧森堡、義大利等30國業與我國簽署避免雙重課稅協定。未來貿易局將持續推動此項工作，與更多國家簽署相關經貿協定，促進與各國間良性經貿互動。

東南亞：

2017年持續與東協主要貿易夥伴舉行雙邊經貿對話會議，並配合個別國家重點推動新南向政策，強化與東協之經貿合作關係，透過雙邊貿易、投資、產業等多面向合作與交流，建立廣泛緊密的夥伴關係。具體作法包括分別在印尼、越南、菲律賓及馬來西亞舉辦臺灣形象展，並於專業展內設置臺灣精品展示專區；運用大數據進行重點拓銷市場篩選；成立企業家聯誼會，進行經驗分享；建立產品行銷中心、商務中心，協助業者局；促進雙方電子商務合作，並協助業者運用電商平台行銷；建立臺灣清真推廣中心，推動臺灣成為穆斯林友善的生活環境。

南亞：

2017年持續與南亞國家舉行經貿對話機制，就兩國貿易、投資、產業、農業等議題進行諮商。5月籌組赴印度智慧城市商機考察團，推動深化臺印度經貿合作，並洽尋相關建設商機。6月在臺北舉辦臺印度合作論壇，積極促成臺印度資通訊產業進行交流合作。10月在臺北舉辦臺印度產業高峰論壇，促進雙邊電子製造、智慧城市、綠能及金屬製品產業合作。

東北亞：

2017年持續推動臺韓經貿對話，就關務、投資合作、中小企業、農產品市場進入等充分交流。2017年2月及3月分別在東京、臺北舉辦「臺日企業合作拓展第三地市場成功案例研討會」，推動臺日共同開拓第三國市場；11月舉行年度之「臺日經貿會議」，在關務合作、市場進入、非關稅貿易障礙、技術及產業合作、市場拓銷等廣泛交換意見。



The BOFT regularly holds bilateral trade talks with Taiwan's main trading partners, including the U.S., Canada, Japan, the EU, the UK, France, Italy, Australia and New Zealand. In line with the "New Southbound Policy," we have stepped-up our dialogue with Southeast Asian and South Asian countries, in the form of governmental meetings to help resolve trade and investment issues, and promote technological exchanges. In addition, more exchange visits by highlevel economic officials and business people are being organized, along with various types of symposia, meetings and exhibitions to promote better mutual understanding and trade cooperation.

Taiwan has signed bilateral ATA Carnet Agreements and Administrative Protocols with 41 different countries and economic entities, including the U.S., Japan, Singapore, the EU, and Switzerland, to assist businesses in conducting commerce, attending trade shows, and seeking new trade opportunities. The BOFT is also promoting agreements on investment protection and on the avoidance of double-taxation with Taiwan's trading partners, in the interests of greater security for Taiwanese investors and reducing their operating costs. Taiwan currently has signed investment protection agreements with 31 countries, including Singapore, Indonesia, India, and Malaysia, and agreements on the avoidance of double-taxation with 30 countries, including New Zealand, the UK, the Netherlands, Germany, Singapore, Vietnam, Luxemburg and Italy. The BOFT will continue to pursue more Economic Cooperation Agreements (ECAs) with partners in the future to enhance bilateral relations in a meaningful way.

Southeast Asia:

The BOFT continuously holds bilateral trade dialogues with our major trading partners in ASEAN and the New Southbound Policy seeks to strengthen ties with these countries. Together through trade, investment, and industry cooperation, we can form stronger mutually beneficial relationships. Some activities used to spur greater exchange in the region include: 1) Organizing "Taiwan Expos" in Indonesia, Vietnam, the Philippines and Malaysia to enhance Taiwan's reputation and setting up "Taiwan Excellence Product Exhibition Zone" to show off Taiwan's fine products, 2) using big data analytics to help cultivate target markets, 3) ten entrepreneur associations were established to share experiences with others about specific markets in the region, 4) a number of product marketing centers and overseas business centers were set up to help Taiwan companies explore new markets, 5) bilateral e-commerce cooperation is being promoted to assist companies transition to electronic commerce platforms, and 6) the Taiwan Halal Center has been established to promote Taiwan as a Muslim-friendly living environment.

South Asia:

Taiwan and South Asia countries have continually held trade dialogues in 2017, which has led to fruitful discussion about industry, trade, agriculture and investment. For example, a "smart city" delegation was organized to visit India in May 2017 to seek out new business opportunities. This delegation is aimed at deepening bilateral economic and trade cooperation, and beginning dialogue on smart-city cooperation between Taiwanese and Indian businesses. In June 2017, the "India-Taiwan Cooperation Forum" was held in Taipei to promote greater cooperation between Taiwan and India's ICT industries. Finally, in October 2017, the "Taiwan-India Industrial Collaboration Summit" will be held in Taiwan to strengthen bilateral industry cooperation in the areas of electronic manufacturing, smart city, green technology, and metal products.

Northeast Asia:

Both Taiwan and Korea continue to promote Economic and Trade Dialogue Meetings, with both sides' meeting in 2017 to fully exchange views on customs, investment cooperation, SMEs, market access for agricultural products, and other exchanges. In February and March 2017, the "Taiwan-Japan Business Cooperation in Third Countries Success-Case Seminar" was held in Tokyo and Taipei, with both sides celebrating their successful partnerships in third countries. Taiwan and Japan will hold the "Taiwan-Japan Economic and Trade Dialogue Meeting" in November this year, where both sides will broadly exchange views on customs cooperation, market access, non-tariff trade barriers, technology and industry cooperation and marketing.

澳紐：

2017年持續與澳紐舉行雙邊對話會議，以促進雙邊經貿實質關係；另委託外貿協會籌組拓銷團拓銷澳紐工業及食品市場，加強運用臺紐ANZTEC免關稅契機。2017年9月將在澳洲分別召開臺澳能礦諮商會議及臺澳經濟聯席會議。

中東：

為拓銷中東市場，2017年3月籌組中東主力市場拓銷團赴沙烏地阿拉伯及巴林拓銷並辦理貿易洽談會。2016年9月德黑蘭商工礦農會組團訪臺並舉行伊朗商機日，2016年10月籌組赴伊朗石化產業訪問團，洽談石化產業投資合作；2017年6月伊朗Khorasan Razavi省組團來我國訪問，洽談雙邊經貿合作事宜。2017年6月籌組資訊科技訪問團赴以色列考察，同月以色列總商會來我國訪問，以加強臺以經貿關係。

北美：

持續推動臺美「貿易暨投資架構協定（TIFA）」會議及臺加經貿諮商會議，以維持我與美加地區傳統友好關係。並分別於2016年12月舉行「第12屆臺加經貿諮商會議」，2016年10月舉行「第10屆臺美貿易暨投資架構協定會議」。另於2017年6月協助我企業領袖組團訪美，同時參加美國華府舉辦之「選擇美國投資高峰會（Select USA）」。另於2017年8月舉辦第6屆美國商機日系列活動。

歐洲：

2017年1-6月，貿易局已與西班牙召開雙邊經貿對話會議；並已召開臺西（班牙）、臺葡（萄牙）及臺荷（蘭）民間經濟合作會議；下半年預計將召開臺歐盟、臺英、臺瑞典（典）、臺法、臺義（大利）經貿對話會議，並將召開臺芬（蘭）、臺土（耳其）、臺捷（克）、臺匈（牙利）、臺荷（蘭）、臺德、臺義（大利）、臺瑞典（典）及臺英、臺法、臺葡（萄牙）、臺奧（地利）、臺盧（森堡）、臺比（利時）及臺波（蘭）等15場民間經濟合作會議，為加強臺歐產業交流合作，2017年6月並組團赴布魯塞爾與歐盟成長總署召開「第3屆臺歐盟產業對話會議」。



Australia and New Zealand:

Taiwan will continuously hold bilateral consultation meetings with New Zealand and Australia in 2017 in order to enhance economic and trade relations. We will also commission TAITRA to hold manufacturing and food industry trade missions to New Zealand and Australia to strengthen the use of ANZTEC. In September 2017, we will organize two events in Australia, the "Joint Energy and Minerals, Trade and Investment Cooperation Consultations" and the "Joint Conference of the Australia-Taiwan Business Council and Republic of China-Australia Business Council."

Middle East:

A number of activities have been held to expand Taiwan's trade ties with Middle Eastern markets. In March 2017, a trade mission was organized to visit Saudi Arabia and Bahrain, with business match-making seminars taking place in both countries. In September 2016, the Tehran Chamber of Commerce, Industries, Mines and Agriculture organized a trade mission to visit Taiwan to hold an "Iranian Business Day". In October 2016, a delegation from Taiwan's petrochemical industry was organized to visit Iran and seek out investment opportunities in the petrochemical industry. In addition, a delegation from Iran's Khorasan Razavi Province visited Taiwan and discussed potential bilateral economic and trade cooperation. Furthermore, in June 2017, Taiwan organized an information technology delegation to visit Israel to strengthen bilateral economic and trade ties. The "Federation of Israeli Chambers of Commerce" also led a delegation to Taiwan in order to enhance bilateral economic and trade relations in June 2017.

North America:

To maintain our close and long-lasting bilateral relationships with the U.S. and Canada, we continue to organize meetings under the Taiwan-US Trade and Investment Framework Agreement (TIFA) and the Taiwan-Canada Commercial and Economic Consultations. The 12th Taiwan-Canada Commercial and Economic Consultation was held in Dec. 2016.

The 10th Taiwan-US Trade and Investment Framework Agreement (TIFA) meeting was held in October 2016. In June 2017, the MOEA organized a high-level business delegation to visit the U.S. and to attend the Select USA Investment Summit. Moreover, the "6th U.S. Business Day" and related events were held in August 2017.

Europe:

From January to June, 2017, trade dialogues were held with Spain, and the Joint Business Councils were held with Spain, Portugal and Netherlands. The trade dialogues with the EU, Sweden, The UK, France and Italy, and the Joint Business Councils with will Finland, Turkey, the Czech Republic, Hungary, the Netherlands, Germany, Italy, Sweden, the UK, Portugal, Austria, Luxembourg, Belgium, and Poland be held in the second half of the year. In a bid to foster greater industrial cooperation between Europe and Taiwan, MOEA organize a mission to Brussels and co-hold the 3rd "Taiwan-EU Industrial Dialogue" with DG Grow in June 2017.



中南美洲：

2017年本局委託外貿協會及中衛中心辦理中南美地區海外拓銷活動，包括「2017年中南美洲利基產業拓銷團」、「墨西哥國際工業機械展銷團」及「2017年巴西國際橡膠工業展」，以協助我國赴墨西哥、智利、哥倫比亞、秘魯及巴西國爭取商機。另本局訂於2017年與薩爾瓦多及宏都拉斯共同舉辦第2屆台薩宏自由貿易協定執行委員會議，以促進三方經貿合作關係。

非洲：

2016年3月由經濟部與貿協成立「推動非洲市場專案辦公室」，協助臺灣企業更加瞭解並全面拓銷非洲市場。2017年3月籌組「西北非利基市場拓銷團」，赴非洲奈及利亞、象牙海岸、阿爾及利亞及埃及拓銷市場，2017年7月籌組「非洲亮點三國暨莫三比克貿易訪問團」，赴非洲蘇丹、剛果、安哥拉及莫三比克拓銷市場。

推動洽簽經濟合作協定

我國為海島國家依賴外貿，係亞太供應鏈的重要夥伴，加強對外貿易為政府長期的政策方向。為提升我國對外經貿格局與多元性，以避免過於依賴單一市場，以及較競爭對手國適用較高關稅與不公平貿易措施，我國亟需爭取融入區域經濟整合，加強和全球及區域連結。

以往我國為加入跨太平洋夥伴協定（TPP），已進行許多準備工作，其中針對我國法律與TPP規範不符合之處，提出多項修法草案。未來仍將持續推動檢討相關經貿法規，以建構一個更自由開放的環境，加速我國經濟結構升級與轉型，強化經貿體質。

我國會持續密切注意各種區域經濟整合（包含TPP與「區域全面經濟夥伴協定（RCEP）」）之進展，不放棄任何可能的參與機會。同時持續透過雙邊（官方或民間會議）、多邊（WTO）、複邊（環境商品及服務貿易等）協定及APEC場域，強化與主要貿易夥伴的雙邊合作關係，逐步推動洽簽自由貿易協定（FTA）／經濟合作協定（ECA）／雙邊投資協定（BIA）。

2013年7月10日與紐西蘭簽署「紐西蘭與臺灣、澎湖、金門、馬祖個別關稅領域經濟合作協定（ANZTEC）」，於12月1日生效，象徵我國朝向融入區域經濟整合、連結亞太、布局全球的政策目標，跨出重要的一步；另2013年11月7日與新加坡簽署「臺星經濟夥伴協定（ASTEP）」，於2014年4月19日生效，為我與東南亞國家中第一個簽署之經濟合作協定，兩者均屬高品質、高水準之協定內容，充分顯示出我國推動自由化的決心，對我國推動與其他國家簽署ECA或參與區域性貿易協定具正面意義。



Central and South America:

In 2017, the BOFT authorized TAITRA and the Corporate Synergy Development Center (CSD) to arrange and explore overseas activities in Latin America, including the Taiwan Trade Missions to Latin America 2017, EXPOMAQ, TECMA, and FEIPLASTIC 2017 to assist our industries to gain business opportunities in Mexico, Chile, Peru, Colombia and Brazil. In addition, the Second Administrative Commission Meeting on Free Trade Agreement between the Republic of El Salvador, the Republic of Honduras, and the Republic of China (Taiwan) was scheduled in 2017 in order to promote trilateral economic and trade relations.

Africa:

In collaboration with TAITRA, the MOEA has established the "Taiwan-Africa Trade Promotion Office" in March 2016 to help Taiwanese enterprises better understand African markets, and to explore new business opportunities. To enhance bilateral economic and trade relations, the BOFT organized the "Taiwan Trade Mission to Western & Northern Africa," visiting Nigeria, Côte d'Ivoire, Algeria and Egypt in March 2017, and the "Taiwan Trade Mission to Congo (DRC), Sudan, Angola, and Mozambique" in July 2017.

Promoting Economic Cooperation Agreements (ECAs)

As a trade-oriented island country, Taiwan is an important partner in Asia-Pacific supply chains. Strengthening trade has been our government's long term policy. In order to diversify our foreign trade patterns, avoid relying too heavily on trade with a single market, and ensure that our competitors are not able to apply higher tariffs and unfair trade measures, Taiwan needs to strive to participate in regional economic integration, and strengthen global and regional links.

Taiwan has done a lot of preparatory work in order to join the TPP. "Gap analysis" was conducted to examine the differences between our existing laws and TPP requirements. The administration had delivered several draft amendments to the Legislative Yuan for review. We will continue to review relevant economic and trade regulations with the intent to create a more open and liberal environment. We believe such steps will accelerate our economic restructuring and transformation, and strengthen the substance of our economic and trade structures.

We will follow the progress of regional economic integration (e.g. TPP, RCEP) closely and seek all possibilities to participate. In addition, we will also strengthen bilateral cooperation with major trading partners, through continued bilateral trade activities (via official channels and private associations), multilateral trade activities (through the WTO and APEC), and plurilateral trade activities (through trade in environmental goods and trade in services), then gradually promote the signing of bilateral investment agreements (BIA) and economic cooperation agreements (ECA).

Taiwan and New Zealand signed the "Agreement between New Zealand and the Separate Customs Territory of Taiwan, Penghu, Kinmen, and Matsu on Economic Cooperation" (ANZTEC) on July 10, 2013, which entered into effect on December 1 of the same year. The signing of this agreement represented an important first step in Taiwan's pursuit of its policy goals of joining the main regional integration groupings, forging deeper linkages throughout the Asia-Pacific region, and promoting its businesses on a global basis. On November 7, 2013, Taiwan and Singapore signed the "Agreement between Singapore and the Separate Customs Territory of Taiwan, Penghu, Kinmen, and Matsu on Economic Partnership (ASTEP)", which came into effect on April 19, 2014, and is Taiwan's first ECA with a Southeast Asian trading partner. As two high-quality, high-standard Agreements, both the ANZTEC and the ASTEP are a demonstration of Taiwan's determination to liberalize its economy, and they display the potentially positive effects awaiting Taiwan if it succeeds in its goals of signing ECAs with other countries and joining the important regional integration arrangements.

我國亦推動與美國、歐盟及日本等重要貿易夥伴以堆積木方式為簽署全面性ECA鋪路，其中我國已於2011年9月22日與日本簽署「臺日投資協議」，並於2012年1月20日生效，對鼓勵日本來臺投資有極正面的促進作用，亦為雙方持續洽簽經貿協議奠定良好基礎；2013年續簽署「臺日電子商務合作協議」、「臺日優先權證明文件電子交換合作備忘錄」、「臺日金融監理合作備忘錄」等。2014年11月20日簽署「觀光事業發展加強合作之備忘錄」、「有關入出境管理事務及情資交換暨合作瞭解備忘錄」。2015年10月歐盟執委會於貿易及投資政策文件中，首度提及將探索與我國展開投資談判。2015年11月26日臺日雙方簽署「臺日避免雙重課稅協定」，可視為臺日經貿合作重要里程碑。

我國已與巴拿馬、瓜地馬拉、尼加拉瓜、薩爾瓦多及宏都拉斯等中美洲5國簽署自由貿易協定，分別於2004年至2008年間生效。2016年我國與上述5國雙邊貿易額達7億908萬美元，較2003年增加88.47%，雙邊貿易呈穩定成長。

維持兩岸現有互動機制

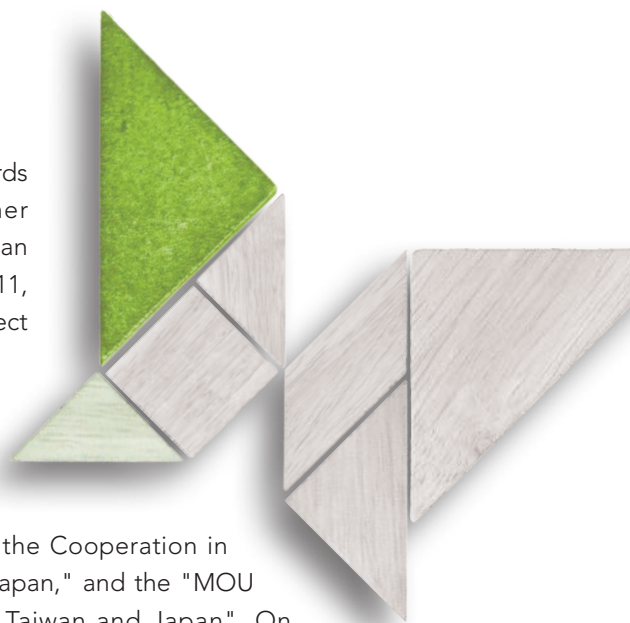
蔡總統就職演說時表示，兩岸應該共同珍惜與維護20多年來雙方交流及協商所累積形成的現狀，並在這個既有的基礎上，持續推動兩岸關係穩定發展。

目前兩岸協商工作雖暫時中斷，但政府將持續執行與落實已簽署之經貿協議，維持各項工作機制之運作，包括「海峽兩岸經濟合作架構協議（ECFA）」早期收穫計畫、標準檢驗及消費品安全資訊、智慧財產權協處案件通報等日常業務進行聯繫，以維護我商權益；另也將秉持「公開透明、人民參與、國會監督」的原則推動兩岸良性互動與制度化協商，俟兩岸協議監督條例完成立法後，依條例規定處理ECFA後續協議。

政府將在既有基礎上，持續推動各項經貿交流，檢視協議執行情形，確保民眾權益與福祉，並配合國內產業發展需求，持續蒐集各界建議並審慎規劃運用兩岸經貿互補互利關係，適時調整經貿政策。



Taiwan also endorses the "building blocks" approach towards fully-fledged ECAs with the U.S., EU, Japan and other important trading partners. For example, the Taiwan-Japan Investment Agreement was signed on September 22, 2011, and came into effect on January 20, 2012. One positive effect of this agreement has been the attraction of Japanese investment to Taiwan. Another is that it will serve as a basis for future ECA negotiations between the two countries. In 2013, Taiwan signed three arrangements with Japan; namely, the "E-commerce Cooperation Agreement between Taiwan and Japan", the "MOU on the Cooperation in Priority Document Exchange (PDX) between Taiwan and Japan," and the "MOU on the Cooperation in Financial Surveillance between Taiwan and Japan". On November 20, 2014, the two signed an "MOU on Strengthening Cooperation in the Tourism Industry Development" and another "MOU on Immigration Management and Data Exchange and Cooperation". In October 2015, the European Commission published "Trade for all: Towards a more responsible trade and investment policy", which indicated the possibility of launching negotiations on investment with Taiwan for the first time. On November 26, 2015, they signed the "Agreement on the Avoidance of Double Taxation", representing another significant milestone in bilateral relations between Taiwan and Japan.



Taiwan has also signed FTAs with trading partners Panama, Guatemala, Nicaragua, El Salvador and Honduras, which variously came into effect between 2004 and 2008. The annual total of two-way trade with these partner countries reached a record high in 2016 of US\$ 709.08 million, an increase of 88.47% since 2003.

Maintaining Existing Mechanisms for Cross-Strait Interaction

In President Tsai Ing-wen's inaugural address on May 20th, 2016, she noted that both sides should cherish and maintain the accumulated outcomes achieved over the past twenty years of cross-strait negotiations and interactions; it is on this existing basis that stable developments in the cross-strait relationship can be continuously promoted.

At present, cross-strait consultations have temporarily suspended, but the government will continue to execute and implement the signed economic and trade agreements, and maintain operations of the various working mechanisms, such as continuing contacts with mainland China for regular notifications for standard and inspection issues, safety information of consumer products, and intellectual property rights cases in order to safeguard the rights of our businesses. In addition, in order to promote healthy cross-strait interactions and institutionalize consultations, we will uphold the principle of "openness and transparency, public participation, and legislative oversight" and conduct ECFA follow-up negotiations in accordance with new rules established by the Cross-Strait Agreement Oversight Bill, when ratified by the Legislative Yuan.

The government will continue to promote a variety of economic and trade activities, and review the implementation of cross-straits agreements to secure the rights and welfare of the public. In line with the need for domestic industry development, the government will continue to collect suggestions from all walks of society, as well as conduct prudent planning to take advantage of our mutually beneficial relationship, and adjust economic and trade policies when necessary.



Strengthen Trade Promotion

照片出處：中華民國對外貿易發展協會·2017年台北國際食品加工設備暨製藥機械展

加強貿易推廣

Strengthening Trade Promotion

我國係以對外貿易為導向的國家，對外貿易是臺灣經濟發展主要的原動力，歷年來貿易局逐年選定重點拓銷市場並透過委託外貿協會推動貿易推廣工作、結合公協會力量協助廠商拓銷，以及規劃各項出口拓銷專案，積極協助我國業者拓展海外市場，以維持我對外貿易穩定且均衡的成長，進而帶動我國經濟成長。主要工作包括：

強化貿易推廣工作

一、協助開發國際市場：

透過組團參加全球重要國際專業展、籌組產業拓銷團、洽邀外商來臺採購及辦理臺灣形象展等，協助廠商爭取商機。另與海外通路商合作辦理臺灣產品促銷活動，協助廠商布建海外行銷通路，以及提供各項客製化專案服務，設置「國際行銷諮詢中心」提供中小企業一站式與客製化之國際行銷諮詢服務。

Taiwan is a country particularly oriented towards foreign trade, and trade has been the main driving force of Taiwan's economic growth during the past decades. Over the years, the BOFT has selected certain key markets and commissioned the Taiwan External Trade Development Council (TAITRA) to implement trade promotion activities and work in partnership with trade associations to help businesses with exportation. TAITRA also initiates special projects for developing global markets in order to maintain growth in foreign trade, which ultimately drives our economy. The main trade promotion duties are:

Promoting Trade for Growth

I. Helping to Develop Overseas Markets:

Trade missions are frequently organized for Taiwanese industries to participate in international trade shows, "Taiwan Expos," and to assist industries with expanding their sales. Simultaneously, foreign buyers are invited to Taiwan to attend large-scale procurement meetings, which are organized in Taipei for entrepreneurs to explore all the various trading opportunities available. In addition, the BOFT cooperates with overseas distributors to stage promotional activities for Taiwanese products and helps manufacturers to establish overseas marketing channels. Customized projects are also implemented to help businesses attract potential overseas buyers, and to deepen existing relationships between buyers and Taiwanese suppliers. The BOFT has also established the "International Marketing Advisory Center, IMAC" and offers one-stop customized services to small and medium enterprises.



二、提供商情資訊服務：

針對市場別、產業別或焦點議題進行市場調查研究、發行經貿透視雙周刊、「Taiwan Products」雜誌、全球經貿e指通APP等，並營運貿易資料館，提供專業化經貿資訊服務，協助國內業者掌握全球經貿趨勢。營運臺灣經貿網「Taiwantrade」（網址：<http://www.taiwantrade.com>），協助廠商掌握全球商情商機；成立資訊及數據中心，運用貿易大數據分析，構築全球貿易洞察指標，精準掌握市場機會，提升國際行銷效益。

三、擴展海外據點服務：

於全球重要城市設立服務據點，以貼近出口市場方式提供廠商拓銷所需之商情商機等資訊與服務。另推動臺灣商品行銷中心、中東市場行銷育成中心、臺灣機械買主聯盟等客製化專案。

四、國際行銷人才培訓：

為培育國際行銷人才，辦理各類專業職前及在職訓練班，如國際企業經營班（含修習英、日、越南、印尼及泰國等共8種外語）、國際貿易特訓班、新南向人才儲備專班，以及針對企業量身訂做之各類短期訓練班。



結合民間力量拓展市場

由於我國對外貿易規模逐年擴大，產品行銷亦日趨專業化，貿易局自1998年起結合公協會力量，共同拓展國際市場。迄今每年補助公協會家數超過180家，主要活動包括組團赴國外拓展貿易、參加商展、邀請國外貿易團體來訪、舉辦或參加國際性經貿會議、舉辦出口商機座談會、辦理貿易人才訓練及編印經貿資料等。此外，為應個別廠商出口拓銷需要，自2011年起補助個別公司或商號參加海外國際展覽，並自2013年起以專案補助方式，誘發廠商開發更多元、創新及整合之行銷模式，拓展海外市場。

II. Providing Market Information Services:

Research on particular markets, industries, and focus topics is frequently carried out, and TAITRA publishes a number of periodicals, including the bi-weekly Trade Insight magazine, Taiwan Products magazine, and the Taiwan External Trade Development Council web-app. In addition, TAITRA operates the Trade Data Library, which provides Taiwan businesses with professional economic and trade information services, helping them to grasp global economic and trade trends. TAITRA also operates TaiwanTrade (taiwantrade.com), a national B2B portal which aims to provide companies with global market information and business leads. TaiwanTrade also provides IT services and data management center services, uses big data to collect and compile various domestic and international data, identifies market opportunities, and optimizes international marketing efforts.

III. Expanding the Services of the Overseas Operations:

In addition to the MOEA's overseas branch offices, TAITRA branch offices have been established in major cities around the world in order to collect business information and relay it to exporting companies. Projects are formulated for expanding into particular international markets, such as the establishment of Taiwan Product Centers, and the Taiwan Business Development Center Dubai, and Taiwanese Machinery Buyers Union. These centers are then able to help companies seek new clients and compete for business opportunities.

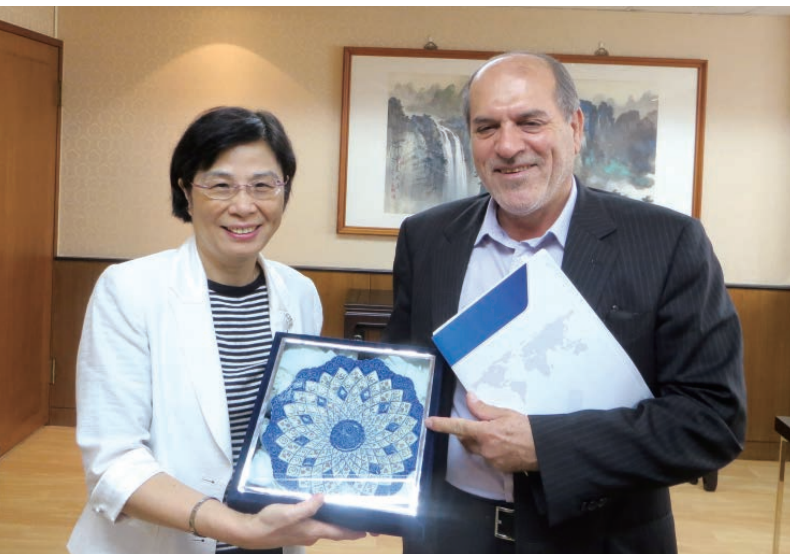
IV. Providing Training Courses in International Marketing:

With the aim of nurturing international marketing talent, the BOFT offers a full range of professional and on-the-job training programs, such as the International Business Administration Program (IBAP, including 8 foreign language programs such as English, Japanese, Vietnamese, Indonesian, Thai, etc.), the International Enterprise Training Program, the New Southern Training Program, and a wide variety of short-term training courses tailor-made for local businesses.

Exploring New Markets Jointly with the Private Sector

While Taiwan's exports have grown steadily over the years, product marketing has become much more specialized. Every year since 1998, the BOFT has worked with more than 180 industry associations to help their members expand into international markets. Main activities include planning for Taiwan delegations to visit foreign countries to promote trade and attend trade shows, inviting foreign delegations to visit Taiwan, sponsoring or participating in international economic and trade conferences, organizing seminars on export business opportunities, providing training programs, and publishing trade and economic information. Since 2011, the BOFT has assisted many companies and firms with their participation in overseas international exhibitions, and since 2013, it has been implementing various schemes to develop more diverse, innovative and integrated marketing models that will help companies exert leverage in overseas markets.





推動多項專案計畫

一、優質平價新興市場精進方案

東協與印度擁有龐大且快速成長的新興中產消費族群，其追求優質平價之生活型態，形成龐大商機，貿易局針對此商機，自2016年起推動「優質平價新興市場精進方案」，鎖定印度及東協如印尼、越南、菲律賓、馬來西亞、泰國、新加坡等新興市場，推廣我具出口優勢之民生消費最終產品，進行深度市場研究掌握市場需求，篩選適地化產品，辦理創新聯合行銷活動，進行通路精準媒合，客製輔導廠商拓展目標市場。

二、綠色貿易推動方案

為協助我商順應國際綠色趨勢，因應各國訂定之規範及環保相關措施，貿易局自2011年起推動「綠色貿易推動方案」，期協助我國綠色相關企業建構出口能量、掌握國際綠色產品發展趨勢及爭取全球綠色貿易商機。具體作法包括強化綠色資訊之掌握與研究，擴散運用於企業個案行銷、國際認證諮詢輔導，及深化行銷推廣與提升形象。

三、臺灣產業形象廣宣計畫

鑒於我國中小企業居多，受限於財力與經營體質，自有品牌行銷不易，本部爰於1992年設置「臺灣精品」標誌，作為國內中小企業共同形象之品牌與推廣臺灣產業形象之標的物，貿易局持續辦理本計畫，運用展覽行銷、賽事行銷、口碑行銷、廣告宣傳、媒體公關、通路合作、推廣活動及數位傳播等多元行銷傳播方式，於重點拓銷市場推廣臺灣精品，以提升當地市場消費者及買主對臺灣優良產品及整體產業之認知度及好感度，以促進我國產品出口。

四、爭取全球政府採購商機專案

我國於2009年7月15日正式成為WTO政府採購協定第41個締約會員，貿易局自同年起執行本專案，協助我國廠商爭取包含世銀、亞銀、歐銀等多邊開發銀行在內之全球政府採購商機。透過辦理「政府採購專案座談會」建構我國廠商競標能力；建置「全球政府採購商機網」提供國外政府採購標案資訊；洽邀全球政府採購得標商來臺辦理「一對一洽談會」；並籌組案源開發團赴海外建立合作關係，協助我國廠商開拓全球政府採購市場。

Promoting Special Projects

I. The Advanced Project to Promote Most- Valued Products in Emerging Markets

Huge business opportunities have been created in the emerging markets of ASEAN and India by the rapid growth of a new middle class of consumers with the means to pursue affordable, good quality lifestyles. In order to take advantage of these opportunities, the BOFT has launched the "Advanced Project to Promote Most-Valued Products in Emerging Markets" (A-MVP Project), which started in 2016. This project focuses on consumer products targeting emerging markets in India and ASEAN countries, such as Indonesia, Vietnam, the Philippines, Malaysia, Thailand and Singapore, among others. To assist Taiwanese companies succeed in their market expansion and strengthen their export growth, the A-MVP Project has adopted a number of promotional practices to help these enterprises, such as conducting extensive market research to better grasp market demands, helping to customize products to fit overseas markets, organizing pop-up shop exhibitions, arranging precise matchmaking meetings between vendors and buyers to ensure further cooperation, and giving guidance to businesses that are looking to expand to target markets.

II. Green Trade Promotion Project (GTPP)

In response to the rising global trend towards green products and green business, in 2011, the MOEA launched the "Green Trade Promotion Project," aimed at helping Taiwanese companies grasp opportunities offered by recent trends. Information and training is also provided on compliance with international green standards, recycling regulations, and green procurement standards. Through this project, Taiwan's green product manufacturers and service providers will hopefully develop better links to the global market and boost export sales. Concrete ways of achieving these goals include strengthening the ability to grasp and research green information, expanding information on enterprise case marketing, guidance for Taiwan enterprises on issues like exports, international identification, verification, as well as deepening marketing promotion and raising Taiwan's image abroad.

III. The Taiwan Industry Image Enhancement Project

The "Taiwan Excellence Award" is an honor presented to the most innovative Taiwanese products that bring tangible extra value to users worldwide. The Award was initiated by the Bureau of Foreign Trade (BOFT), under the Ministry of Economic Affairs (MOEA), R.O.C, in 1992, in recognition of Taiwan's SMEs that are marketing their products around the world. Products given the Excellence Award are promoted through the Taiwan Industry Image Enhancement Project (IEP). This project uses integrated marketing strategies within specific target markets, such as encouraging companies to attend exhibitions and experimental marketing events, and promoting through a variety of sales channels, like mass advertising, digital advertising, special fairs, and other relevant activities. The Project has significantly improved the image of Taiwanese industries, especially in terms of innovation, and resulted in greater brand awareness and consumer preference for Taiwanese brands. As a result, Taiwan's exports have received a noticeable boost globally.

IV. The Global Government Procurement Project

Taiwan became the 41st signatory to the WTO's Government Procurement Agreement (GPA) on July 15, 2009. In order to help our domestic firms gain opportunities to bid on government procurement overseas, the BOFT has been running the "Global Government Procurement Project" since 2009, organizing specialist seminars, workshops and trade delegations, and inviting government procurement tender winners to Taiwan for one-on-one meetings. It has also developed a website providing information on foreign government procurement tenders that helps Taiwanese enterprises to compete for overseas government procurement opportunities that might involve the World Bank, the ADB, the EBRD, and other multilateral development banks around the world.

五、工具機暨零組件整合行銷計畫

為協助工具機暨零組件業者強化國際行銷能力，貿易局於2014年起推動本計畫，以「精耕臺灣產業國際形象」為主軸，並聚焦於工具機整機設備及其關鍵性零組件等產品，透過多元整合行銷活動在目標市場開拓佈局，提升我國工具機產業於當地知名度，藉此建立臺灣工具機優質產業形象，爭取海外商機。

六、補助業界開發國際市場計畫

為有別於以往籌組參展團、拓銷團及媒合買主等推廣活動，貿易局自2013年起推動本計畫，透過專案補助方式，客製化輔導廠商布建海外行銷通路，包括設立海外直營據點、發貨倉庫、洽覓代理商或經銷商等，除鼓勵廠商開發更多元、創新及整合性之國際行銷模式外，更盼協助廠商逐步建立國外市場網絡，提升出口競爭力及實質帶動出口成長。

強化會展產業發展

鑒於展覽及會議產業係具有龐大經濟效益之產業，可帶動國內觀光旅遊及其他周邊相關產業之成長，並提升國際形象；且近年來，與我國競爭激烈之亞洲國家莫不積極發展該項產業，因此提升我國會展產業競爭力係政府當務之急。2017年起辦理「推動臺灣會展產業發展計畫」，包括「會展產業整體計畫」及「會展人才培育與認證計畫」，以「發展臺灣成為全球會展重要目的地」為願景，積極協助爭取國際會議及展覽來臺舉辦，吸引國外人士來臺參加會展活動，並強化我國會展產業競爭力，提高國際能見度。



V. Integrated Marketing Communications (IMC) Project for the Taiwan Machine Tool Industry

The "IMC Project for the Taiwan Machine Tool Industry" was launched by the BOFT in 2014, to enhance the industry's image and strengthen export competitiveness. Activities organized by this project include extensive market analysis and research to identify which characteristics are in demand in target markets overseas. Other activities include the promotion of Taiwan's machine tools at international exhibitions and other marketing events, and inviting the media to Taiwan to interview local manufactures. Through this multi-integrated marketing project, the BOFT intends to improve Taiwan's global competitiveness in this industry sector and identify new opportunities for expansion in overseas markets.

VI. The International Market Development Program

In 2013, the BOFT initiated the International Market Development Program in order to provide Taiwanese firms with project-based financial aid and customized consultation services to help them build international marketing channels for their products overseas. Such channels might include foreign sales outlets, shipping warehouses, agent/dealer solicitation (as opposed to organizing groups to attend trade shows/exhibitions), market expansion tours, and matchmaking with buyers. This program helps firms to develop more diversified, innovative and integrated international marketing models. It also helps them to establish international market networks step-by-step, and eventually to elevate their competitiveness and export growth momentum.

Enhancing the MICE Industry

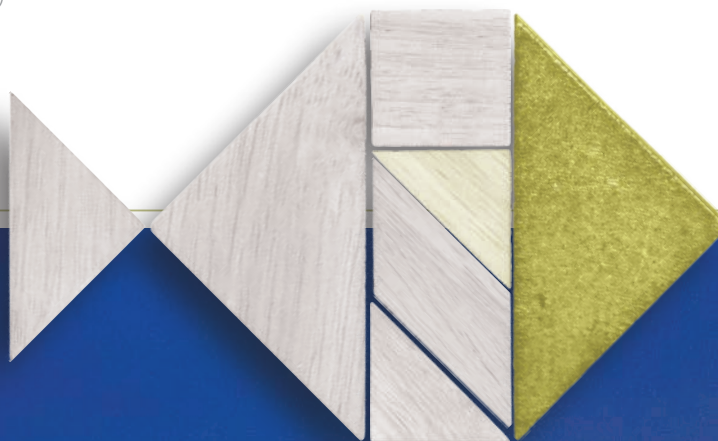
The meeting, incentive travel, convention, and exhibition (MICE) industry is an important contributor to Taiwan's economy with the potential to generate growth in both tourism and a variety of other related industries, as well as to raise the international profile of Taiwan. In recent years, some of Taiwan's competitors in Asia have embarked on aggressive development of their respective MICE industries, and have pushed the Taiwanese government to place the enhancement of Taiwan's MICE industry as a high priority item.

In 2017, "Taiwan's MICE Promotion Program" was launched, which includes the "Taiwan MICE Overall Implementation Project" and the "Taiwan MICE Training and Certification Project." By establishing a vision of high-quality services and world-class excellence in exhibition facilities for Taiwan's MICE industry, we hope to transform Taiwan into a major global MICE destination, while setting the industry on a path to international business growth.



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中華民國國際貿易發展概況
THE DEVELOPMENT OF INTERNATIONAL TRADE
IN THE REPUBLIC OF CHINA (TAIWAN)



Improving the Trade Environment



完善貿易環境

Improving the Trading Environment

落實貿易自由化

在貿易自由化、國際化及制度化之既定政策下，我國先後制定並實施貿易法、貨品輸出入管理辦法等法規，並持續推動放寬或簡化貨品輸出入規定、實施輸出入電子簽證、簡化進出口廠商登記作業等措施。

我國於入會前依據WTO之規範，全面檢討輸出入規定，刪除不符合WTO規範之規定，自2002年1月1日我國正式加入WTO後，復依照入會承諾，大幅開放國內市場，對於入會前屬於管制進口之252項貨品，改採解除管制、開放進口或關稅配額之方式管理；截至2017年8月底，管制進口貨品僅餘115項，須簽發輸入許可證始得輸入者僅131項，至於免除簽發輸入許可證之貨品為11,852項，占總貨品之98.91%。出口方面，截至2017年8月底，管制出口貨品僅餘45項，須簽發輸出許可證始得輸出者計82項，至於免除簽發輸出許可證之貨品為11,901項，占總貨品之99.32%（共11,983項）。

Implementing Trade Liberalization

Taiwan's policies continue in the direction of trade liberalization, globalization, and systematization, established by laws and regulations, such as the "Foreign Trade Act" and "Regulations Governing Export and Import of Commodities" which were enacted in the 1990s. Taiwan also continues to relax or simplify importing and exporting regulations, such as the adoption of electronic import and export certificates, the streamlining of procedures for registration of importers and exporters, and so on.

Before its accession to membership of the WTO, Taiwan had already conducted a full review of its import/export regulations, and revoked those that were not in compliance or conformity with WTO rules. Since becoming a WTO Member on January 1, 2002, Taiwan has opened up its market significantly, in accordance with its accession commitments, by deregulating importation procedures and removing import tariff quotas on 252 commodities previously subject to restrictions. As of the end of August 2017, import restrictions remained on 115 items only, and just 131 items still required import permits. Today, 98.91% of all Taiwan's imported commodities (11,852 items) are exempt from import permit requirements. At the same time, as for exports, only 45 items were subject to restrictions and just 82 required export permits. Thus, 99.32% of exported commodities (11,901 items) are exempt from export permit requirements altogether (totaled 11,983 items).



推動貿易便捷化

貿易局於2003年起推動「貿易便捷化網路化計畫」，重點工作涵蓋了貿易簽審及檢附文件的簡化、風險控管、貿易相關法規的檢視及國際合作等議題，規劃（1）跨機關簽審文件查證及交換、（2）簽審機關自海關之文件查證、（3）簽審規費網際網路繳納、（4）簽審申辦流程追蹤查詢及（5）跨機關間之資訊通報等5項企業與政府（B2G）及政府與政府（G2G）貿易簽審服務機制，經由簽審機關資訊互通、相互勾稽等方式，以達到檢附文件無紙化及電子化，簡化業者申辦手續及準備文件時間。

「貿易便捷化網網整合計畫」於2011年執行完畢後，貿易便捷化相關作業已納入財政部關務署主政之「關港貿單一窗口」計畫繼續推動辦理。「關港貿單一窗口」已於2013年8月19日上線，貿易局配合增修「簽審文件管理系統」（核發輸出入許可證等13種簽審文件）、「原產地證明及加工證明書線上作業」及「出進口廠商管理及貨品分類系統」之相關作業，俾與關港貿線上作業系統順利介接。

貿易局近年來推動電子原產地證書（產證）跨境交換合作案，目前已與中國大陸及韓國建立電子產證交換機制，並於2016年7月及11月分別與越南及比利時簽署產證合作瞭解備忘錄，進一步促進貿易便捷化及強化雙邊合作關係。

建立全球貿易資訊網

為方便各界隨時掌握最新經貿資訊，建置國際貿易經貿資訊網（網址：<http://www.trade.gov.tw>），內容包括最新消息、貿易政策、貿易推廣、廠商服務、雙邊貿易、多邊貿易、與民互動、政府資訊公開等。此外，因應智慧型手機、平板電腦及無線網路之普及化，貿易局將經貿資訊網以自適應網頁設計（RWD），提供民眾以任何行動裝置瀏覽網站，並規劃整合貿易局各項服務，打造貿易局專屬之APP，以滿足民眾對於行動化服務之需求。

加強人才培訓

貿易專業人才為我國推動貿易升級、企業國際化之重要資產。為因應快速變遷之國際經貿環境，貿易局對專業貿易人才之培訓不遺餘力，除辦理「國際經貿事務研究及培訓中心計畫」（WTO中心計畫）外，亦舉辦各項經貿講習及活動，提供同仁在職訓練機會。同時，除委託外貿協會辦理培育國際行銷人才課程外，亦補助國內公私立大學校院貿易相關系所學生赴海外新興市場實習，並委託相關貿易財團法人、產業公會及大專院校等，開辦貿易實務、貿易英文、貿易日語、貿易韓語及貿易西語等多種貿易人才培訓課程。



Promoting Trade Facilitation

The Trade Facilitation Network Plan (FT-Net), promoted by the BOFT since 2003, encompasses such important tasks as simplifying the certification/inspection of documents, risk control, reviewing trade-related laws and regulations, and international cooperation. In addition, the BOFT has drawn up five different B2G and G2G trade authorization service mechanisms for simplification and streamlining, namely: (1) inter-agency verification and exchange of certification/inspection documents, (2) coordination of the certification/ inspection authorities with the Customs' system with regard to document verification, (3) online payment for certification, inspection, and application fees, (4) tracking of the status of certification/ inspection applications, and (5) inter-agency exchange of information. The time and effort spent by traders on application procedures and document preparation has been greatly reduced and simplified by the facility to upload exchangeable information and documents online in the form of paperless electronic attachments.

Since the network integration projects of the Trade Facilitation Network were implemented in 2011, operations relating to trade facilitation have been included in a "single window" of the Customs Administration under the Ministry of Finance. This single window has been operating online since August 19, 2013, while the BOFT has been modifying the "Import/Export Licensing System" (covering 13 categories of documents including import/export permits, etc.), the "Online Operation System for Certificates of Origin and Certificates of Processing," the "System for Management of Exporter/Importer Registration and Classification of Commodities," and other relevant operations, to ensure a smooth integration of online operations with the single window of the Customs Administration.

In recent years, the BOFT has promoted the Cross- Border Exchange of Electronic Certificates of Origin Project. To date, Taiwan has established electronic certificates of origin (ECO) mechanisms with both Mainland China and Korea. In addition, in order to enhance trade facilitation and strengthen bilateral cooperation, Taiwan signed the Memorandum of Understanding (MOU) on the cooperation of Certificates of Origin with Vietnam and Belgium in July and November 2016, respectively.

Establishing a Global Trade Information Network

To ensure that the public has easy access to Taiwan's latest trade and economic information, the BOFT has set up a website (<http://www.trade.gov.tw>) that provides the latest information on trade policies, trade promotion, trade services, bilateral trade, multilateral trade, public outreach, government information, and so on. Furthermore, for those with smart phones, tablet PCs and wireless networks, the website is available to mobile users with Responsive Web Design (RWD). The BOFT will also be integrating a variety of different services to create an exclusive App in response to public demand.

Developing Human Resources

Trade professionals are a vital asset in Taiwan's constant endeavours to promote trade and internationalization. The BOFT makes substantial efforts to train prospective trade professionals in order to meet the needs of the fast-changing trade environment. In addition to the "Program for International Economic and Trade Research and Training Center" (WTO Center Program), the BOFT also organizes a variety of activities and on-the-job training programs. TAITRA organizes various international marketing training programs to foster talent, and provides internship programs in international trade and business to university students from emerging markets. At the same time, local companies, relevant foundations, trade and industry associations, colleges, and universities are commissioned to offer a wide range of training courses on trade practices, e.g. business courses in foreign languages (English, Japanese, Korean, Spanish, etc.) and others, with a view to cultivation a pool of talent for trade.

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中華民國國際貿易發展概況
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Optim
Taiwan
Trading Performance
in the Global Economy

創造經貿榮景

Optimizing Taiwan's Trading Performance
in the Global Economy


近年我國對外貿易成長趨緩，除因全球性經濟不景氣影響外，亦受我出口市場及產品集中、加入區域經濟整合進度相對緩慢等諸多因素影響。2017年全球經濟已漸復甦，雖有助於提振我國出口動能，維繫經濟成長力道，但我們更應持續改善臺灣對外貿易所面臨的結構性問題。為使臺灣經貿維持穩定且永續的發展，經濟部致力提升對外經貿格局與多元性，已將「拓展經貿布局」列為施政主軸之一，而此亦為國際貿易局施政目標，具體作為包括配合推動新南向政策；推動全方位的經貿關係；以及加強和全球及區域連結。另為促進我對國際市場開發，除延續過去辦理參展團及拓銷團外，國際貿易局持續規劃多元創新拓銷作法，協助廠商爭取全球商機與進行全球布局，以促進我國產品出口。

In recent years, Taiwan's foreign trade growth has slowed down. Besides being impacted by the global economic downturn, we have also been affected by the concentration of our export markets and products, our slow progress in joining regional economic integration, and various other factors. In 2017 thus far, the global economy has gradually recovered. While this has helped boost our export momentum and sustain our economic growth, we should keep improving the structural problems of Taiwan's foreign trade. In order to maintain the stable and sustainable development of Taiwan's economy and trade, the Ministry of Economic Affairs has devoted its efforts toward diversifying our foreign economic and trade patterns. Thus, "expanding economic and trade deployment" has become one of the main priorities of our government. In this regard, the objective of the Bureau of Foreign Trade (BOFT) is coordinating the promotion of the New Southbound Policy with the advancement of overall economic and trade relations and the enhancement of global and regional links. Moreover, in addition to continuing to organize groups for exhibitions and delegations for marketing expansion, the BOFT continues to plan diversified and innovative approaches that help manufacturers vie for global business opportunities and carry out global deployment so as to promote and boost our exports.



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新南向政策為政府的重大施政要項，現階段政府推動我國對外經貿、人才交流及強化區域合作的關鍵策略。為協助我國廠商前進新南向市場，以及加強與東協國家間的合作交流，國際貿易局積極從各面向推動各項措施，包括辦理東協臺灣形象展、新南向系列商機研討會、籌組新南向企業家聯誼會、成立機械買主聯盟、臺灣清真推廣中心及選送大學校院學生前往海外企業實習，並與中國輸出入銀行持續合作提供廠商優惠輸出保險與出口貸款服務等。新南向政策在中央各部會、各地方政府及產業界努力下，已初步展現成果，2017年1至8月我國與新南向18國貿易額成長率（19.06%）高於我對全球貿易額成長率（13.11%）。下一階段政府將持續在既有成果上，集中資源推動核心項目，以展現更具體的政策績效，為我國未來發展注入新的動能。

The New Southbound Policy is the government's major priority. At the stage, the government's key strategies are promoting Taiwan's foreign trade and personnel exchanges, as well as strengthening regional cooperation. In order to assist our manufacturers in moving forward to the New Southbound Policy markets and to strengthen cooperation and exchanges with the New Southbound Policy countries, the BOFT has actively implemented various measures, including exhibitions that promote the image of Taiwan to New Southbound Policy countries, a series of New Southbound Policy business forums, the Group of New Southbound Policy Business Entrepreneurs Association, establishment of the Machinery Buyers Union, establishment of the Taiwan Halal Promotion Center and support for top university students in business internships overseas. We also work with the Export-Import Bank of the ROC to continue providing manufacturers with preferential export insurance and export loan services. The New Southbound Policy has demonstrated initial effects by the efforts of the central ministries, local governments and industries. From Jan. to Aug. 2017, trade between Taiwan and the 18 countries of New Southbound Policy grew 19.06%, which was higher than our global trade growth of 13.11%. For the next stage and based on current results, the government will continue to focus on resources to promote core projects in order to show more specific policy achievements and inject new momentum into our future development.

附錄一 經濟部駐外商務機構名址

APPENDIX 1 Overseas Offices of the Ministry of Economic Affairs

ASIA PACIFIC 亞太地區

Japan / Tokyo

駐日本代表處經濟組
Economic Division, Taipei Economic and Cultural
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Japan / Osaka

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In Osaka

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Korea / Seoul

駐韓國代表處經濟組
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Philippines / Manila

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Thailand / Bangkok

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Economic Division, Taipei Economic and Cultural Office
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Myanmar / Yangon

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NORTH AMERICA 北美洲地區

U.S.A. / Washington, D.C.

駐美國代表處經濟組
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U.S.A. / Los Angeles

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U.S.A. / Chicago

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U.S.A. / Houston

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Malaysia / Kuala Lumpur

駐馬來西亞代表處經濟組

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Singapore / Singapore

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Indonesia / Jakarta

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Vietnam / Hanoi

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Vietnam / Ho Chi Minh City

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China / Hong Kong

行政院大陸委員會香港事務局商務組

Far East Trade Service Inc., Hong Kong Branch Office

Add: 香港灣仔道18號中環廣場15樓1503室 (Rm 1503, 15/F., Central Plaza, 18 Harbour Road, Wanchai, Hong Kong)
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Fax: 852-2521-7711
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India / New Delhi

駐印度代表處經濟組

Taipei Economic and Cultural Center in India, Economic Division

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Australia / Canberra

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61-2-6120-2032 (經濟組)
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New Zealand / Wellington

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U.S.A. / Atlanta

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U.S.A. / New York

駐美投資貿易服務處

Investment and Trade Office, Taipei Economic and Cultural Representative Office in the United States

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newyork@moea.gov.tw

Canada / Ottawa

駐加拿大代表處經濟組

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APPENDIX 1 Overseas Offices of the Ministry of Economic Affairs

LATIN AMERICA 中南美洲地區

Guatemala / Guatemala City

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附錄二 國際貿易局聯絡電話

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(02) 2358-4338

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Secretariat

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雙邊貿易一組

Bilateral Trade Division I

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Bilateral Trade Division II

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貿易服務組

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Division

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綜合企劃委員會

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展館興建小組

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Bureau of Foreign Trade
Ministry of Economic Affairs
The Republic of China
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