

German Trade Office Taipei



Deutsches Wirtschaftsbüro German Trade Office Taipei 德國經濟辦事處

BUSINESS CONFIDENCE SURVEY REPORT

德國商業信心調查報告:年中版

MID-YEAR UPDATE 2025

About the Survey

The *Business Confidence Survey – Mid-Year Update 2025* was conducted from June 19 to August 4, 2025. A response rate of 27% was achieved out of the 261 contacted eligible respondents.

德國商業信心調查-2025年中版於2025年6月19日至8月4日進行。在261名符合資格受訪者中,回覆率約為27%。

About the German Trade Office Taipei



www.taiwan.ahk.de

As the official representative of German business in Taiwan, we are your primary contact and trusted link between German and Taiwanese companies. We combine customized services, strong networks, trade fairs, and advocacy to help businesses of all sizes grow. With over 40 years of experience and the backing of the global network of German Chambers of Commerce Abroad (AHKs), we have the knowledge and connections to move your business forward. We work with passion to help you achieve your goals—committed to turning your vision into success.

作為德國企業在台灣的官方代表,我們是德國和台灣企業之間的首要溝通橋梁。我們結合政治支持、網絡建立,並提供一系列客製化的服務。客戶的滿意是我們工作的核心,我們的團隊隨時準備協助各種規模的公司企業。憑藉超過40年的經驗和全球德國海外商會(AHKs)網絡的支持,我們擁有引導企業走向成功的專業知識。您的成功就是我們的使命!

Imprint

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Taiwan remains an attractive market where German companies have consistently outperformed their market average.

For the first time, we present a mid-year update of our Business Confidence Survey, aiming to provide an accurate snapshot of the current situation for German companies operating in Taiwan amid ongoing global economic turmoil. This update highlights how U.S. tariffs have become a top concern, reflecting the shifting challenges companies face today. While cross-strait relations have become a lesser concern compared to previous years, domestic import restrictions continue to impact one in four German companies, causing higher costs, uncertainty in planning, and delays in supply chains.

Despite these hurdles, the majority of German companies report a healthy business state—over 60 percent have met their business targets in the first half of 2025, and one-third expect higher profitability in 2025. Remarkably, more than half of the surveyed companies outperformed their respective markets, underscoring that "Made in Germany" remains highly valued in Taiwan.



Dr. Eva LangerbeckChief Representative and
Executive Director
German Trade Office Taipei

Investment activity remains steady, with about two-thirds rating Taiwan as equally or more attractive than regional competitors. This is reflected in recent major investments from Infineon, Merck, Remondis, and Zeiss, with commitments in the two- to three-digit million range over the past two years. From our daily work, we also observe growing interest from smaller firms—ranging from partner searches to branch office setups— where we are delighted to provide tailored assistance and guidance.

In conclusion, Taiwan continues to be an attractive market. We encourage the government to maintain a favorable business environment and reduce import restrictions to foster further growth. Lastly, we sincerely thank all survey participants for their invaluable contributions. Enjoy reading!

Dr. Eva Langerbeck

Chief Representative and Executive Director, German Trade Office Taipei

台灣依然是個充滿吸引力的市場,德商在這裡的表現一直高於市場平均水準。

德國經濟辦事處 首席代表暨處長 蘭依樺博士

今年我們首度推出《德國商業信心調查報告-年中版》,旨在於全球經濟持續動盪之際,精準呈現在台德商的現況概況。本次更新特別指出,美國關稅已成為企業的首要關切議題,反映了當前挑戰的轉變。與往年相比,兩岸關係的重要性有所下降,但國內進口限制仍持續影響四分之一的德商,導致成本上升、規劃不確定性增加,以及供應鏈延誤。

儘管如此,多數德商仍回報營運表現良好:超過六成在2025年上半年達成業務目標,且有三分之一預期今年獲利將增加。值得一提的是,逾半數受訪企業的表現優於所屬產業平均水準,顯示「德國製造」在台灣依然備受肯定。

投資活動維持穩定,約有三分之二的企業認為台灣與區域競爭市場同樣或更具吸引力。這點也反映在近兩年來英飛凌、默克、瑞曼迪斯與蔡司等企業的重大投資案上,其投資額均達數千萬至數億歐元。在德經處的日常作業中也觀察到,中小型企業從尋找合作夥伴到設立分公司的興趣持續上升,對此,我們都樂於提供專屬的協助與服務。

總而言之,台灣依然是值得投資與經營的市場。我們鼓勵政府持續維護友善的商業環境,並減少進口限制,以促進進一步的成長。最後,誠摯感謝所有參與本次調查的企業,並祝閱讀愉快!

蘭依樺 博士

德國經濟辦事處首席代表暨處長

Executive Summary 重點摘要



Over Half of German Companies in Taiwan Outperform Their Markets

In the first half of 2025, more than 60 percent of German companies in Taiwan met

their business targets, and 50 percent reported revenue growth. Looking ahead, one-third expect higher profitability for the remainder of the year, while 18 percent anticipate a decline. Business satisfaction, however, was slightly lower, with fewer than half content with their performance. Over the past three years—and again in the first six months of 2025—around 50 percent of German businesses have outperformed their market average, with particularly strong results in the machinery/industrial equipment and electronics/computers sectors.



Stable Investments with Taiwan's Appeal Remaining Strong

In the first half of 2025, nearly 70 percent of German companies in Taiwan implemented

their investments as planned. Looking ahead, most foresee only minor adjustments, with 55 percent maintaining existing strategies and 22 percent having no new investment plans for the second half of the year. Taiwan's appeal as an investment destination remains strong, with 65 percent rating it as equally or more attractive than other locations in the region. Market size and growth potential were the most cited factors influencing Taiwan's attractiveness as an investment location. Those viewing Taiwan as more attractive highlighted its innovation and technology ecosystem, as well as its infrastructure.



Global Economic Growth and U.S. Tariffs Top Challenges

Reflecting recent global economic shifts, tariffs and trade negotiations with the

United States became a top concern for 54 percent of German companies in Taiwan, second only to global economic growth (59 percent). Other significant issues included slow market development (42 percent), as well as cross-strait relations and Taiwan's economic growth (41 percent each). Notably, concern over cross-strait relations dropped by 15 percentage points compared to 2024. Furthermore, one in four companies reported being affected by import restrictions, resulting in higher costs, planning and logistics uncertainty, and delays in receiving key components.



Confidence in 2025 Goals but Mixed Industry Outlook

Most German companies reported confidence in achieving their 2025 goals, with

only 16 percent fearing they might fall short. The outlook for industry development in the second half of the year is mixed: 23 percent are pessimistic, 31 percent optimistic, while 46 percent remain neutral. Views within the machinery sector are divided, with some optimistic and others cautious. Half of the surveyed companies expect to perform in line with the market, and 38 percent anticipate performing above average. Looking ahead three years, nearly half of German companies remain optimistic about their industry's development, with most machinery, electronics, energy, and chemical companies expecting growth.

一、逾半數在台德商表現優於市場

2025年上半年,超過六成在台德商達成業務目標,且有五成回報營收成長。展望下半年,三分之一預期獲利將增加,18%則預期會下降。不過,業績滿意度略低,僅不到半數對自身表現感到滿意。過去三年(包括2025年上半年)約有五成德商表現優於市場平均水準,尤以機械/工業設備及電子/電腦產業表現最為突出。

三、投資穩定,台灣吸引力持續強勁

2025年上半年,近七成在台德商依原計畫推進投資。展望下半年,多數企業僅預計進行小幅調整,其中55%將維持既有策略,22%則沒有新的投資計畫。台灣作為投資目的地的吸引力依然強勁,65%的企業評價台灣與區域其他地點同等或更具吸引力。市場規模與成長潛力是影響台灣吸引力的主要因素;而認為台灣更具優勢的企業,則特別看重其創新與科技產業環境及基礎設施。

二、全球經濟成長與美國關稅成為主要挑戰

受近期全球經濟情勢變化影響,54%在台德商將與美國的關稅與貿易談判列為首要關切議題,僅次於全球經濟成長(59%)。其他重要挑戰包括市場發展緩慢(42%)、兩岸關係以及台灣經濟成長(各占41%)。值得注意的是,對兩岸關係的關注度較2024年下降了15個百分點。另有四分之一的企業表示受到進口限制影響,導致成本上升、規劃與物流不確定性增加,以及取得關鍵零組件的延遲。

四、對2025年目標有信心,但產業前景看法分歧

多數在台德商對達成2025年全年目標抱持信心,僅有 16%擔心可能無法達成。對下半年產業發展的看法呈現分 歧:23%持悲觀態度、31%樂觀、46%則保持中立。機械產業 的意見尤其兩極,有企業看好,也有企業謹慎觀望。受訪企 業中,半數預期表現將與市場持平,38%預期將優於平均。 展望未來三年,近半數在台德商對所屬產業發展仍抱持樂 觀態度,尤其是機械、電子、能源與化工產業,多數企業預期 將持續成長。

Business Satisfaction

In the *Business Confidence Survey – Mid-Year Update 2025*, CEOs of German companies in Taiwan were asked to assess their overall business performance in the first half of 2025. **Around half (48.5%) reported being either content (38.2%) or very content (10.3%)**. Another 33.8 percent remained neutral, while 17.6 percent rated their performance as unsatisfactory (13.2%) or very unsatisfactory (4.4%).

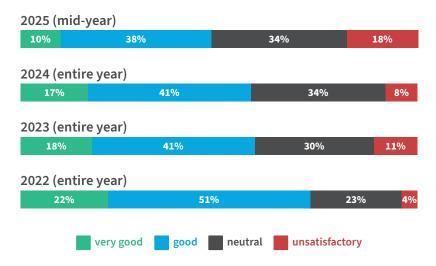
Compared to the full-year results for 2024, satisfaction declined by 9.4 percentage points, while dissatisfaction rose by a similar margin. Whether this signals a broader trend for 2025, or if improved performance in the second half will restore satisfaction to 2024 levels, remains to be seen.

Business Targets

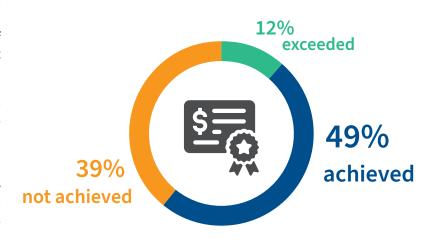
With regard to business targets, survey results show that mid-year performance in 2025 is comparable to the previous year. A total of **60.9 percent achieved their goals in the first six months**, while 39.1 percent fell short. In 2024, 62.8 percent reached their targets; however, the share of companies that exceeded expectations dropped by nearly ten percentage points, from 21.3 percent to 11.6 percent.

In a follow-up question, CEOs were also asked how confident they felt about meeting their full-year business targets. 43.4 percent expressed confidence, while around one in five (18.8%) expressed doubt. Another 37.7 percent remained neutral.

Business Satisfaction Relatively Low in the First Half of 2025



Over 60 Percent Achieved Their Business Targets



企業滿意度

在《德國商業信心調查報告-年中版》中,受訪的在台德國企業執行長被問及其公司在2025年上半年的整體業績表現。約有一半(48.5%)表示滿意(38.2%)或非常滿意(10.3%)。另有33.8%持中立態度,而17.6%則評價為不佳(13.2%)或非常不佳(4.4%)。

與2024年全年結果相比,滿意度下降了9.4個百分點,而不滿意度則有類似幅度的上升。目前尚不清楚這是否預示著2025年的整體趨勢,抑或下半年表現的改善將能使滿意度恢復至2024年的水準。

企業目標

關於企業目標的達成情況,調查結果顯示2025年年中的表現與去年相當。共有60.9%的企業在上半年達成了企業目標,39.1%的企業未達標。相較之下,2024年有62.8%的企業達成目標;但超越預期的企業比例則大幅下降近十個百分點,從21.3%降至11.6%。

在後續提問中,執行長們也被詢問對全年企業目標的信心程度。43.4%表示有信心,約五分之一(18.8%)則表示存疑, 另有37.7%保持中立態度。

Revenues

The mid-year results reveal only slight shifts in expected revenues. Nearly one in three German companies (27.5%) forecast generating revenues exceeding NT\$ 1 billion in 2025—a slight decrease of 6.5 percentage points compared to 2024, but still a 5.9 percentage point increase from 2023. Among those in the upper revenue range, 42.1 percent belong to the machinery/industrial equipment sector, followed by electronics/computers, pharmaceuticals/health care products, and automotive (10.5% each).

The share of companies expecting revenues between NT\$ 250 million and NT\$ 1 billion rose from 17 percent to 23.2 percent. This suggests that some companies which crossed the NT\$ 1 billion threshold in 2024 will likely fall below it in 2025. The proportion forecasting revenues between NT\$ 50 million and NT\$ 250 million will remain nearly unchanged at 26.1 percent (26.6% in 2024). Another 18.8 percent expect revenues between NT\$ 5 million and NT\$ 50 million, while small-scale companies account for 4.3 percent.

EBIT Margins

Expectations for EBIT (earnings before interest and taxes) margins present a mixed picture. Around 30 percent of companies reported either increased EBIT margins (29.7%) or decreased EBIT margins (28.2%) in the first half of 2025. Forecasts for the full year are slightly more optimistic: 35.0 percent expect to increase their EBIT margins by one to five percent, while 18.4 percent anticipate a decrease.

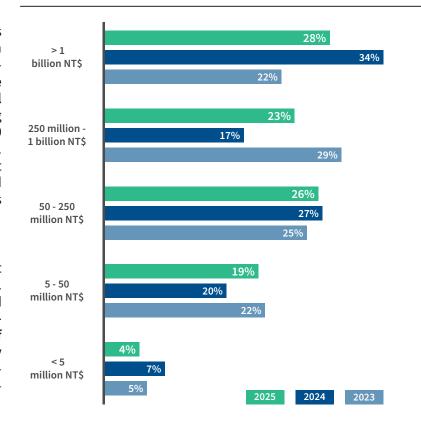
50 Percent Increased Revenues in the First Six Months

Percentages may not total 100 due to rounding

2025 mid-year revenues compared to 2024 mid-year:



Estimated Revenues for 2025 Based on Current Performance



營業額

年中結果顯示企業對營業額的預期僅有輕微變動。近三分之一的德國企業(27.5%)預估2025年營業額將超過新台幣10億元,較2024年下降6.5個百分點,但仍比2023年增加5.9個百分點。達此高營業額門檻的企業中,42.1%來自機械/工業設備產業,其次為電子/電腦、製藥/健康產品以及汽車產業(各佔10.5%)。

預期營業額落在新台幣2.5億元至10億元之間的企業比例,從17%上升至23.2%,顯示部分原本突破10億元門檻的企業,在2025年可能會落回此區間。預估營業額介於新台幣5,000萬至2.5億元之間的企業比例則幾乎持平,為26.1%(2024年為26.6%)。另有18.8%的企業預期營業額介於新台幣500萬至5,000萬元之間,而小型企業則佔4.3%。

Over one-third predict increased **EBIT Margins**for 2025

息稅前利潤

企業對 EBIT (息稅前利潤)的預期呈現出分歧的情況。2025年上半年,有約三成的企業表示其息稅前利潤有所提升(29.7%),而另有28.2%的企業則表示下降。針對全年預測,企業表現出略為樂觀的態度:35.0%的企業預期息稅前利潤將提高1%至5%,另有18.4%的企業預期將會下降。

Three-Years Industry Performance

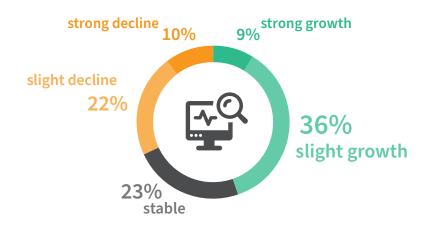
To gain a more detailed picture of the current state of German businesses in Taiwan, the *Business Confidence Survey – Mid-Year Update 2025* included, for the first time, questions on the performance of specific sectors. The results provide a comprehensive assessment of how the industries German companies operate in have developed over time—and how their performance compares to overall market trends.

When asked to describe the overall performance of their specific industry over the past three years, 44.9 percent reported growth, while 31.8 percent indicated a decline. Interestingly, a majority of German companies stated that they outperformed their respective industry trends: 51.5 percent reported performing either slightly (44.1%) or significantly (7.4%) above the market average. Among these, 55.9 percent were from the machinery/industrial equipment sector, followed by electronics/computers (14.7%) and both the chemical and logistics sectors (8.8% each). Only 13.2 percent said they performed below the market average, while 35.3 percent reported performance in line with it.

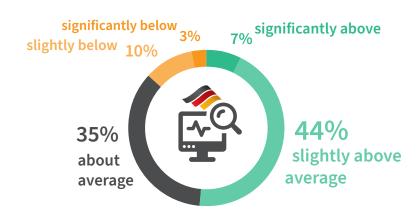
Industry Performance First Half of 2025

Industry performance in the first half of 2025 paints a different picture. A total of 40.5 percent reported a slight (33.3%) or even strong (7.2%) decline in their industry, while 31.8 percent saw either slight (24.6%) or strong (7.2%) growth. Another 27.5 percent assessed their industry's performance as stable.

Three-Years General Market Development Shows Mixed Picture



Majority Outperformed Market Average in the Past 3 Years



Top Performing Sectors Past Three Years:



三年產業表現

為更深入了解在台德國企業的現況,《德國商業信心調查報告一年中版》首度納入針對特定產業表現的問題。結果提供了德國企業所在產業過去幾年發展狀況的整體評估,並可作為企業表現與市場整體趨勢的對照。

當被問及過去三年其所屬產業的整體表現時,44.9%的受訪者表示產業有所成長,31.8%則表示產業衰退。有趣的是,多數德國企業認為自己的表現優於產業平均:51.5%表示其表現略優(44.1%)或顯著優於市場平均(7.4%)。在這些優於產業平均的企業中,55.9%來自機械/工業設備產業,其次為電子/電腦產業(14.7%),以及化學與物流產業(各佔8.8%)。另有13.2%的企業表示表現低於市場平均,35.3%則表示與產業平均持平。

2025年上半年產業表現

2025年上半年的產業表現呈現出不同的局面。共有40.5%的受訪者表示其所屬產業略有(33.3%)或明顯衰退(7.2%);相較之下,有31.8%的受訪者認為產業略有(24.6%)或明顯成長(7.2%)。另有27.5%的受訪者表示其產業表現穩定。

然而,與三年期比較結果類似,德國企業在2025年上半年再度展現優於產業趨勢的表現。共有46.3%的企業表示其表現略優(39.1%)或明顯優於市場平均(7.2%),僅有10.1%的企業表示表現不如市場平均。超越產業基準的企業主要來自機械/工業設備產業(48.4%)、電子/電腦產業(22.6%)以及化學產業(9.7%)。

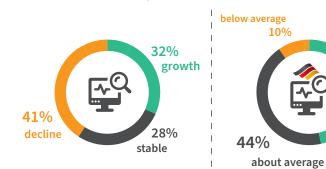
Outperformedtheir industry trends

However, similar to the three-year comparison, German companies once again outperformed their industry trends in the first six months of 2025. 46.3 percent reported performing either slightly (39.1%) or significantly (7.2%) above the market average, while only 10.1 percent underperformed. The majority of companies exceeding industry benchmarks were in the machinery/industrial equipment (48.4%), electronics/computers (22.6%), and chemical (9.7%) sectors.

First Half of 2025: Solid Performance

Percentages may not total 100 due to rounding

General Market Development



German Performance

46%

above

average

Top Performing Sectors First Half of 2025:





GTO Assessment

The Business Confidence Survey – Mid-Year Update 2025 indicates a notable dip in business satisfaction among German companies in Taiwan, with a decline of 9.4 percentage points in contentment compared to 2024. Despite this, target achievement remains relatively stable, although fewer companies exceeded their goals. Revenue forecasts show a slight shift away from the NT\$ 1 billion+ segment toward mid-range earnings, hinting at a modest recalibration of growth expectations. Predictions for EBIT margins reveal a cautiously optimistic outlook, with more companies expecting increases than decreases.

A sector-specific analysis over the past three years reveals that a majority of German companies consistently outperformed their respective industry benchmarks, particularly in machinery and electronics. Even in a more volatile first half of 2025, many firms continued to surpass market trends, highlighting their resilience. This consistent overperformance underscores the strong positioning of German businesses in Taiwan's industrial landscape.



德經處評估

《德國商業信心調查報告-年中版》顯示,在台德商的企業滿意度出現明顯下滑,滿意比例較2024年下降了9.4個百分點。儘管如此,達成企業目標的比例仍相對穩定,但超越目標的企業數量有所減少。營業額預測方面,顯示出從新台幣10億元以上區間略微轉向中間收入區間的趨勢,反映出企業對成長的預期有所調整。對於息稅前利潤的預測則展現出謹慎樂觀的態度,預期息稅前利潤提升的企業比例仍高於預期下降的比例。

針對特定產業的三年期分析顯示,多數德商持續優於其所屬產業的整體表現,特別是在機械與電子產業。即便在2025年上半年市場較為波動的情況下,許多企業仍能超越市場趨勢,展現出強韌的經營實力。這種持續性的優異表現凸顯出德國企業在台灣產業格局中的堅強競爭力與優勢定位。

II. Business Challenges | 商業挑戰

Business Challenges First Half of 2025

The Business Confidence Survey – Mid-Year Update 2025 explored the most pressing challenges German companies in Taiwan faced in the first half of the year.

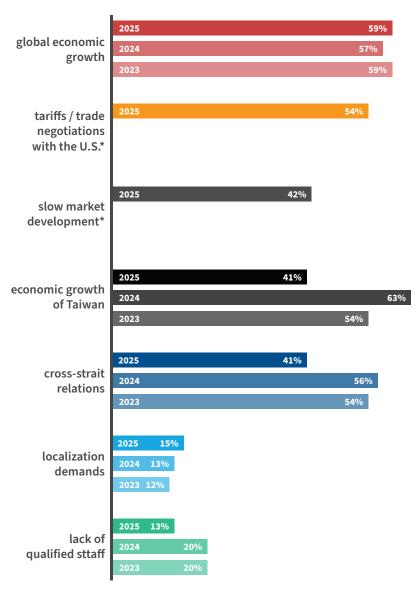
Reflecting recent global economic shifts, a new option—"tariffs/trade negotiations with the U.S."—was added. It quickly emerged as a key concern, selected by 53.6% of respondents, making it the second most frequently cited challenge after "global economic growth" (59.4%).

Other significant concerns included slow market development (42.0%)—a newly introduced response option in 2025—as well as cross-strait relations and Taiwan's economic growth (40.6% each). Compared to the full-year results for 2024, concerns about cross-strait relations dropped by 15.2 percentage points, while concerns about Taiwan's economic growth declined by 22.6 percentage points.

Less pressing challenges included localization demands (14.5%), a lack of qualified staff (13.0%), and difficulties retaining staff (11.6%), as well as persisting import restrictions (11.6%).

On a positive note, issues such as tax-related matters, licensing and certification rules, legal certainty, and digitalization were of minimal concern for most companies, each cited by fewer than 5 percent of respondents.

Global Economic Growth Still Seen as Biggest Challenge



* new option

2025年上半年商業挑戰

《德國商業信心調查報告-年中版》探討了德商在台於2025年上半年面臨的主要挑戰。因應近期全球經濟變動,今年新增「美國關稅/貿易談判」選項,結果顯示此議題迅速成為企業關注焦點,53.6%的受訪者選擇此項,為僅次於「全球經濟成長」(59.4%)的第二大挑戰。

其他顯著挑戰還包括「市場開發速度緩慢」(42.0%),此亦為2025年新增選項,以及「兩岸關係」與「台灣經濟成長」(皆為40.6%)。與2024年全年調查結果相比,對兩岸關係的關切下降了15.2個百分點,對台灣經濟成長的擔憂則下降了22.6個百分點。相對較不急迫的挑戰包括:在地化要求(14.5%)、缺乏合格人力(13.0%)、留才困難(11.6%)、以及持續性的進口限制(11.6%)。



值得肯定的是,稅務相關問題、執照與認證規範、法律確定 性與數位化等議題對多數企業而言並不構成重大挑戰,選 擇此類選項的受訪者比例皆低於5%。

II. Business Challenges | 商業挑戰

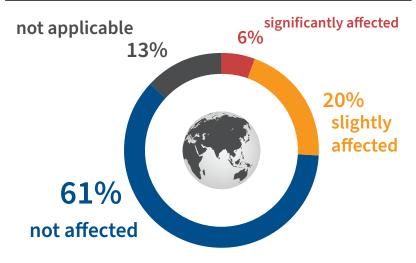
Import restrictions lead to Increased Costs for every fourth company

Import Restrictions

When asked specifically whether government-imposed import restrictions had negatively impacted operations in the first half of 2025, 60.9 percent reported no impact. However, one in four companies (26.1%) said they were affected, while 13.0 percent stated the question was not applicable.

In a follow-up question with multiple responses possible, the most commonly cited consequence among affected companies was increased costs due to compliance or workaround measures (58.8%). Other effects included uncertainty in planning and logistics (47.1%), delays in receiving key components or equipment (35.3%), and limitations in introducing new products (23.5%).

Import Restrictions Are a Concern for Every Fourth Company







GTO Assessment

The survey results highlight growing concern among German companies in Taiwan over international trade dynamics, with U.S.-related tariffs and negotiations emerging as a top-tier issue. While challenges such as cross-strait relations and Taiwan's economic growth have lessened in urgency, they still remain relevant. Import restrictions are affecting a quarter of respondents, mainly through increased costs and operational delays. Encouragingly, most companies do not view regulatory and tax-related issues as significant obstacles.

進口限制

當被問及2025年上半年是否因政府實施的進口限制而對營運造成負面影響時,60.9%的受訪企業表示未受影響,但有四分之一(26.1%)的企業表示受到影響,另有13.0%表示此問題不適用。

在後續複選的問題中,受影響企業最常提及的後果為:因應法規或採取替代措施所導致的成本上升(58.8%)。其他影響還包括:規劃與物流不確定性增加(47.1%)、關鍵零組件或設備到貨延遲(35.3%),以及新產品導入受限(23.5%)。



德經處評估

本次調查結果突顯出德商對國際貿易變局的憂慮日益 升高,尤其是與美國相關的關稅與談判議題,已成為高 度關注的重點。雖然兩岸關係與台灣經濟成長等挑戰 的重要性有所下降,但仍具相關性。

有四分之一的企業表示受到進口限制影響,主要體現在成本上升與營運延遲方面。值得欣慰的是,多數企業並不認為稅務與法規相關問題構成重大障礙。

III. Business Expansion | 商業擴張

Investments First Half of 2025

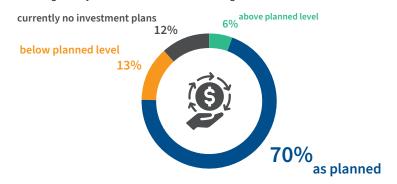
When asked to what extent investment activities in the first half of 2025 aligned with initial plans, over two-thirds (69.9%) of German companies in Taiwan reported that they implemented their investments as intended. An additional 5.8 percent exceeded their plans, while 13.0 percent fell short. Another 11.6 percent had no investment plans in place.

In a follow-up question allowing multiple responses, cost-related concerns were cited as the primary reason for falling short (55.6%), followed by weaker-than-expected market developments (44.4%) and delays in internal decision-making (33.3%). One-third (33.3%) post-poned their investments to the second half of the year.

Those who increased their investments cited better-than-expected business performance in Taiwan as the main driver (75.0%). Other factors included the acceleration of strategic projects, positive market developments, and cost advantages or favorable conditions (25.0% each).

Two-Thirds Implemented Their Investment Plans as Intended

Percentages may not total 100 due to rounding



Cost-Related Concerns Main Reason for Reduced Investments



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III. Business Expansion | 商業擴張

Investment Plans Second Half of 2025

Expectations for the second half of 2025 reflect only minor adjustments. While 14.5 percent plan to increase investments and 8.7 percent may reduce them, the majority either plan no changes to their existing investment strategies (55.1%) or do not have investment plans for the July–December period (21.7%).

Almost Two-Thirds rate Taiwan as an attractive investment destination

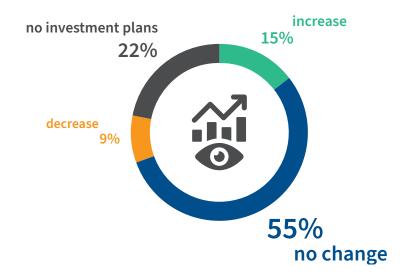
Attractiveness of Taiwan as Investment Location

The Business Confidence Survey – Mid-Year Update 2025 also explored how CEOs of German companies view Taiwan's attractiveness as an investment location relative to others in the region.

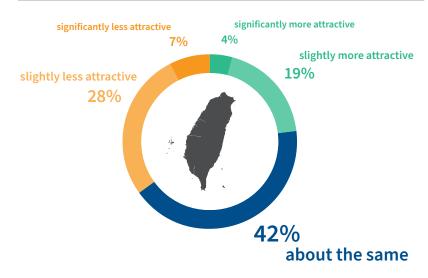
One-third (34.7%) see Taiwan as somewhat less attractive (27.5%) or significantly less attractive (7.2%). However, the **vast majority of 65.1 percent rate Taiwan as at least equally attractive** (42.0%), with nearly one in four (23.1%) viewing it as somewhat (18.8%) or significantly more attractive (4.3%).

Majority Planning to Stick to Investment Plans

Percentages may not total 100 due to rounding



Taiwan Rated as Attractive Investment Location by Two-Thirds



2025年上半年投資情況

當被問及2025年上半年的投資活動是否符合原先規劃時,超過三分之二(69.9%)的在台德商表示其投資如計畫進行,另有5.8%超出原訂規劃,13.0%則未達預期,11.6%則表示原本沒有投資計畫。

在可複選的後續問題中,未達投資計畫的企業表示主要原因為成本考量(55.6%),其次為市場發展不如預期(44.4%)以及內部決策延遲(33.3%)。另有三分之一(33.3%)表示已將投資延後至下半年執行。

至於增加投資的企業,75.0%認為是因為台灣市場表現優於預期所致。其他因素則包括加速推行策略專案、市場發展正向以及成本優勢或有利條件(各占25.0%)。

2025年下半年投資計畫

對於2025年下半年的投資預期,企業僅有小幅調整。14.5%表示計畫增加投資,8.7%可能減少投資,但過半(55.1%)表示將維持既有投資策略不變,另有21.7%表示下半年無投資計畫。

台灣作為投資地的吸引力

《德國商業信心調查報告-年中版》亦探討了德商CEO對台灣作為亞太地區投資地吸引力的看法。

約三分之一(34.7%)認為台灣相較於其他地區吸引力略低(27.5%)或明顯較低(7.2%);然而,多數受訪者(65.1%)認為台灣至少與其他地區同樣具有吸引力(42.0%),其中近四分之一(23.1%)認為台灣的吸引力略高(18.8%)或明顯更高(4.3%)。

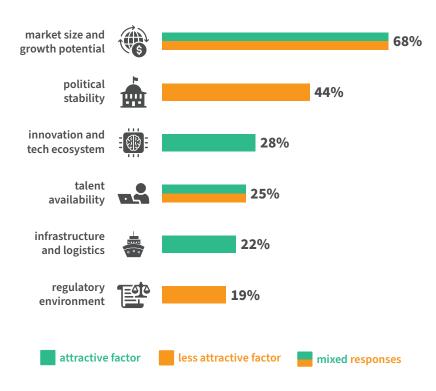
III. Business Expansion | 商業擴張

Key Factors Influencing Attractiveness as Investment Location

In a follow-up question with multiple possible answers, market size and growth potential emerged as the top influencing factor (67.6%), followed by political stability (44.1%), the innovation and technology ecosystem (27.9%), and talent availability (25.0%).

A closer breakdown shows that market size and growth potential was the most influential factor for both those who view Taiwan positively and those who do not (66.6% in each group). Talent availability was similarly rated across both groups. However, respondents who rated Taiwan as less attractive placed greater emphasis on political stability (66.7% vs. 31.1%) and the regulatory environment (25.0% vs. 15.6%). In contrast, those who found Taiwan more attractive highlighted the innovation and technology ecosystem (42.2% vs. 0.0%) and infrastructure and logistics (28.9% vs. 8.3%) as key strengths. One respondent also specifically cited Nvidia's new R&D center and TSMC's expected growth as supporting factors.

Market Size and Growth Potential Most Influential Factors





GTO Assessment

Investment activity among German companies in Taiwan remained largely stable in the first half of 2025, with most firms sticking to their original plans. While cost and market-related concerns caused delays for a few, optimism remains, with minimal adjustments expected for the second half. Taiwan's overall appeal as an investment location has not deteriorated. While a minority raises some concerns around political stability, most respondents continue to value Taiwan's market size, growth potential, and innovation ecosystem. Notably, the innovation and technology landscape stands out as a key strength.

影響台灣作為投資地吸引力的關鍵因素

在一項可複選的後續問題中,「市場規模與成長潛力」被認為是最主要的影響因素(67.6%),其次依序為政治穩定性(44.1%)、創新與科技產業環境(27.9%),以及人才可得性(25.0%)。

進一步分析顯示,無論是認為台灣具投資吸引力或認為不具吸引力的受訪者,「市場規模與成長潛力」皆是最具影響力的因素(兩組皆為66.6%)。對於「人才可得性」的評價兩組也大致相近。然而,認為台灣相較其他地區較不具吸引力的受訪者,較重視「政治穩定性」(66.7%,相較於認為台灣具吸引力者的31.1%)與「法規環境」(25.0% 相較於 15.6%)。相對地,認為台灣更具吸引力的受訪者則強調「創新與科技產業環境」(42.2%,對比0.0%)以及「基礎建設與物流」(28.9%,對比8.3%)為關鍵優勢。

另有一位受訪者特別指出,輝達 (Nvidia) 在台灣設立研發中心,以及台積電 (TSMC) 的預期成長,也是支持台灣投資吸引力的重要因素。



德經處評估

整體而言,2025年上半年德商在台投資活動維持穩定,多數企業依既定計畫執行。儘管少數企業因成本與市場因素導致延宕,但整體仍維持樂觀態度,預期下半年變動幅度不大。

台灣作為投資地的整體吸引力並未出現明顯下滑。儘管有部分企業對政治穩定性表達關切,多數受訪者仍重視台灣的市場規模、成長潛力與創新產業環境。其中,創新與科技環境更是台灣最突出的競爭優勢之一。



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IV. Outlook | 展望

Taiwan's Economic Outlook Second Half of 2025

As of August 2025, Taiwan's Directorate General of Budget, Accounting and Statistics (DGBAS), under the Ministry of Finance, has projected GDP growth of 3.1 percent for the year.

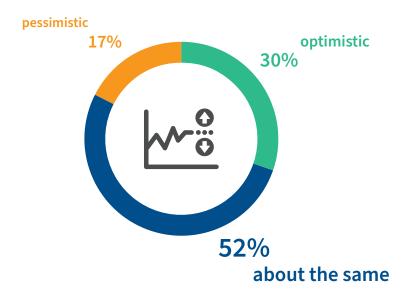
This positive economic development is reflected in the confidence of German companies operating in Taiwan. When asked about their outlook for Taiwan's overall economic development in the second half of 2025, only 17.3 percent expressed pessimism about maintaining this high growth rate. The majority of respondents took a neutral stance (52.3%), while nearly one-third (30.4%) were optimistic (24.6%) or very optimistic (5.8%).

German companies Remain Positive about economic development

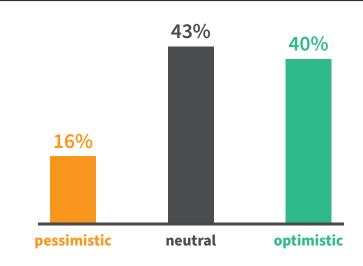
Outlook on Business Targets for 2025

German companies in Taiwan are even more confident when it comes to meeting their own business targets. Only 16.4 percent of the companies reported a lack of confidence in achieving their goals, while 40.3 percent expressed confidence (28.4%) or strong confidence (11.9%). Meanwhile, 43.3 percent of respondents were neutral.

Majority Remains Optimistic About Economic Development



Only Minority Fears Missing Their Business Targets in 2025



2025年下半年台灣經濟展望

截至2025年8月,台灣行政院主計總處預測全年GDP成長率為3.1%。這項正向的經濟發展,也反映在德商對台灣市場的信心上。當被問及對2025年下半年台灣整體經濟發展的看法時,僅有17.3%的受訪者對維持此高成長率感到悲觀。多數受訪者持中立態度(52.3%),另有近三分之一(30.4%)表示樂觀(24.6%)或非常樂觀(5.8%)。

2025年企業自身業績目標展望

在達成企業自身年度業績目標方面,在台德商的信心更為強勁。僅有16.4%的企業對完成年度目標缺乏信心,40.3%的企業表示有信心(28.4%)或非常有信心(11.9%),另有43.3%的受訪者持中立看法。

2025年下半年產業發展與表現

《德國商業信心調查報告-年中版》亦調查了在台德商對於 其所屬產業在2025年下半年發展的看法。整體展望呈現分 歧:23.1%的受訪者表示悲觀(18.8%)或非常悲觀(4.3%), 而30.5%則表達樂觀(23.2%)或非常樂觀(7.2%)。最大比例 的受訪者(46.4%)則維持中立立場。

進一步的產業別分析顯示,機械與工業設備業的觀點出現兩極化。該產業不僅占了悲觀回應的過半數(53.8%),同時也占了樂觀回應的45.5%,而在絕對數量上,樂觀者多於悲觀者。同時,其他受訪者中來自電子/電腦產業(22.7%),以及尤其是能源產業(18.2%)的企業則較為樂觀。當被問及自身公司在2025年下半年的表現是否優於產業整體水準時,一半(50.7%)的受訪企業預期將與市場持平,11.6%認為表現會不如產業平均,而37.6%則預期優於產業整體表現。在預期表現優於市場的企業中,最多來自機械/工業設備業(38.5%),其次為電子/電腦(23.1%)與物流/運輸(11.5%)。

IV. Outlook | 展望

Industry Development and Performance Second Half of 2025

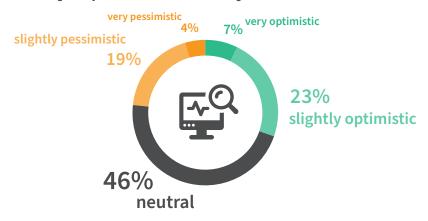
The Business Confidence Survey - Mid-Year Update 2025 also examined how German companies in Taiwan view the development of their industry for the remainder of the year. The outlook is mixed: while 23.1 percent are pessimistic (18.8%) or very pessimistic (4.3%), 30.5 percent are optimistic (23.2%) or very optimistic (7.2%). The largest group, 46.4 percent, maintained a neutral stance.

A more detailed sectoral breakdown shows diverging views within the machinery and industrial equipment sector. While companies from this sector accounted for over half (53.8%) of the pessimistic responses, they also represented 45.5 percent of the optimistic ones—and in absolute terms, the optimists outnumbered the pessimists. Other sectors with more pessimistic views included the automotive and energy sectors (15.4% each). Meanwhile, other respondents from electronics/computers (22.7%) and notably energy (18.2%) were more optimistic.

When asked how their own performance would compare to the overall industry in the second half of 2025, half of the surveyed companies (50.7%) expect to perform in line with the market. Only 11.6 percent anticipate underperforming, while 37.6 percent expect to outperform the industry average. Among the companies projecting above-average performance, the largest group came from the machinery/industrial equipment sector (38.5%), followed by electronics/computers (23.1%) and logistics/transportation (11.5%).

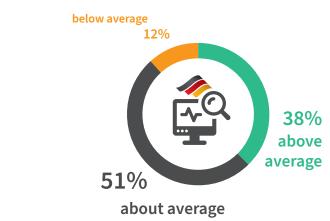
Mixed Outlook on Industry Development in Second Half of 2025

Percentages may not total 100 due to rounding



Majority Expects to Perform in Line with Their Market

Percentages may not total 100 due to rounding



Predicted Top Performing Sectors - Second Half of 2025:



12% 📥 logistics

39% machinery 23% electronics



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IV. Outlook | 展望

Future Industry Development Three-Year Outlook

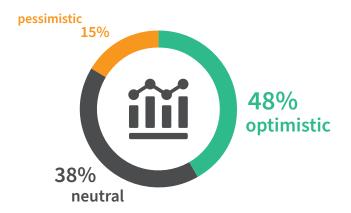
Looking ahead over the next three years, nearly half of the German companies in Taiwan (47.8%) remain optimistic about their industry's development. Just 14.5 percent expressed a more pessimistic view, while 37.7 percent remained neutral.

Once again, the machinery sector showed the most polarized results—representing 62.5 percent of the pessimistic group but also accounting for the largest share among the optimistic responses at 36.4 percent. Overall, most companies in the machinery sector expect a positive future, although it remains a challenging environment for some.

Other sectors with a positive outlook include electronics/computers (22.2%), energy (12.1%), and chemicals (9.1%).

Majority Optimistic About Industry Development

Percentages may not total 100 due to rounding



Predicted Top Performing Sectors - Three Years Outlook:



12% energy

36% machinery 22% electronics

9% 🛺 chemicals



GTO Assessment

Taiwan's economic outlook for the second half of 2025 remains positive, with projected GDP growth of 3.1 percent and strong business confidence among German companies. Most firms are optimistic or neutral about the economy and their ability to meet business targets, with only a small minority expressing concerns. Industry-specific expectations vary, especially within the machinery sector, which shows both the highest optimism and the greatest challenges. Looking ahead, the three-year outlook is generally optimistic across sectors, with innovation and growth potential continuing to strengthen Taiwan's position as an attractive business location.

未來三年產業發展展望

展望未來三年,近一半(47.8%)的在台德商對其產業發展 仍持樂觀態度,僅14.5%表示悲觀,另有37.7%保持中立。其 中,機械產業依然呈現出最兩極化的結果—占據悲觀回應的 62.5%,同時也是樂觀回應中比例最高的產業(36.4%)。整 體而言,雖然該產業仍面臨挑戰,但多數企業對未來仍抱持 正面看法。

其他展望較為正向的產業還包括電子/電腦(22.2%)、能源 (12.1%)與化學產業 (9.1%)。



德經處評估

台灣2025年下半年的經濟展望持續樂觀,主計總處預 估全年GDP成長率為3.1%,在台德商也展現出強勁的 企業信心。多數企業對於整體經濟發展及達成業績目 標持樂觀或中立態度,僅有少數表達擔憂。產業別預期 則呈現分歧,特別是在機械產業方面,同時展現出最高 的樂觀情緒與最顯著的挑戰。展望未來三年,各產業整 體表現出樂觀態度,創新動能與成長潛力將持續鞏固 台灣作為具吸引力商業據點的地位。

V. Key Findings | 主要發現

Performance

- ▶ 61% achieved their business goals in the first half of 2025.
- ▶ 50% increased revenues, 35% expect increase in EBIT margins in 2025.
- Around 50% of German businesses have outperformed their market average over the past three years, with particularly strong results in the machinery/industrial equipment and electronics/computers sectors.

Challenges

- Tariffs and trade negotiations with the U.S. became a top concern for 54% of German companies in Taiwan, second only to global economic growth (59%).
- ➤ Other significant issues included slow market development (42%), cross-strait relations and Taiwan's economic growth (41% each).
- 26% reported being affected by domestic import restrictions.

Expansion

- ▶ 70% implemented their investments as intended in the first six months.
- ▶ 65% rate Taiwan as equally or more attractive for investment compared to other locations in the region.
- Market size and growth potential is the leading factor influencing investment decisions (68%). Other key drivers include Taiwan's innovation and tech ecosystem (42%) and its infrastructure (29%).

Outlook

- > Outlook for industry development in the second half of the year is mixed: 23% are pessimistic, 31% optimistic, while 46% remain neutral.
- ▶ 51% expect to perform in line with the market, while 38% expect to outperform the industry average.
- ▶ 48% remain optimistic about their industry's development, with most machinery, electronics, energy, and chemical companies expecting growth.

- ▶ 61% 的企業在 2025 年上半年達成業務目標。
- ▶ 50%的企業營收成長,35%預期2025年息稅前利潤 (EBIT)將提升。
- ▶ 過去三年約有五成德商表現優於市場平均水準,其中以機械/工業設備及電子/電腦產業表現最為突出。

三、投資與拓展

- > 70%的企業在今年上半年按原計畫完成投資。
- ▶ 65% 認為台灣在投資吸引力上與區域其他地點同等或更具優勢。
- ▶ 市場規模與成長潛力是影響投資決策的主要因素(68%); 其他關鍵因素包括台灣的創新與科技產業環境(42%)以 及基礎建設(29%)。

- ▶ 54% 的在台德商將與美國的關稅與貿易談判列為首要關切議題,僅次於全球經濟成長(59%)。
- ▶ 其他重要議題包括市場發展緩慢(42%)、兩岸關係以及 台灣經濟成長(各占 41%)。
- ▶ 26% 的企業表示受到進口限制影響。

四、未來展望

- 對今年下半年產業發展的看法呈現分歧:23%悲觀、31% 樂觀、46%中立。
- ▶ 51%預期表現將與市場持平,38%預期將優於產業平均。
- ▶ 48% 對產業發展持樂觀態度,其中多數機械、電子、能源 與化工產業的企業預期將持續成長。

02

03

04



About the Respondents | 關於受訪企業

Overview and Company Location

The Business Confidence Survey – Mid-Year Update 2025 was conducted from June 19 to August 4, 2025. A response rate of 27 percent was achieved from the 261 eligible companies contacted.

Most respondents are based in Taipei/New Taipei City (34.4%), followed by Taichung (26.9%) and Kaohsiung (16.1%). Hsinchu/Hsinchu County accounts for 12.9 percent, Taoyuan for 6.5 percent, and Tainan for 3.2 percent.

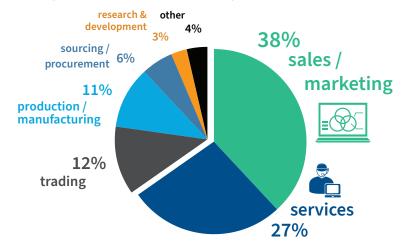
Main Fields of Business

As expected, the mid-year survey did not reveal significant changes in the main fields of business. Sales and marketing remain the core activities of German companies in Taiwan, representing 38.2 percent of responses, followed by services (27.3%). Trading (11.8%) and manufacturing (10.9%) also continue to play important roles. Sourcing/procurement (5.5%) and research & development (2.7%) are relevant only for a smaller group.

A more detailed analysis shows that German companies have established production sites along Taiwan's west coast, from north to south. Most sites are located in Taichung (29.4%), Taoyuan (23.5%), and Taipei/New Taipei City (17.6%). Hsinchu and Kaohsiung each account for 11.8 percent. Among the few companies with R&D centers in Taiwan, most are located in either Hsinchu or Kaohsiung (33.3% each).

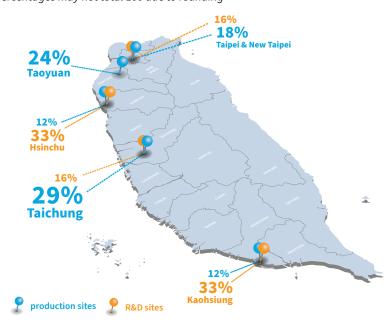
German Companies Primarily Engage in Sales and Services

Percentages may not total 100 due to rounding



Overview of German Production and R&D Sites

Percentages may not total 100 due to rounding



概況與公司地點分布

《2025德國商業信心調查報告-年中版》於2025年6月19日至8月4日進行,共聯繫了261家符合資格的公司,回覆率為27%。

多數受訪企業總部位於台北/新北市(34.4%),其次為台中(26.9%)與高雄(16.1%)。新竹/新竹縣占12.9%,桃園為6.5%,台南則為3.2%。

主要業務領域

如預期,本次年中調查顯示受訪企業的主要業務領域並無顯著變化。銷售與行銷仍為德商在台的核心活動,占比38.2%,其次為服務業(27.3%)。貿易(11.8%)與製造(10.9%)也仍占重要地位,採購(5.5%)與研發(2.7%)則僅為少數企業所涉及。

更詳細的分析顯示,德商的製造據點多沿台灣西部自北至南分布,其中以台中(29.4%)最多,其次為桃園(23.5%)與台北/新北市(17.6%),新竹與高雄各占11.8%。在少數設有研發中心的企業中,多數設於新竹或高雄(兩地各占33.3%)。

About the Respondents | 關於受訪企業

Industry Sectors

Similar to the business fields, no major shifts were identified in the industry sectors. The majority of German companies in Taiwan are active in machinery and industrial equipment (41.2%), followed by electronics/computers (16.2%) and energy (7.4%). Other relevant sectors include logistics and transportation (5.9%), as well as automotive and chemicals (4.4% each).

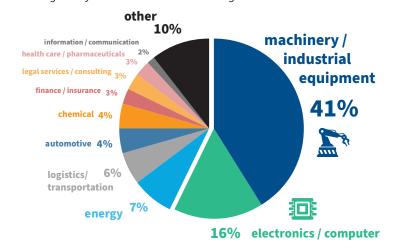
A more detailed regional breakdown shows that nearly all industry sectors are represented in Taipei/New Taipei City, which also serves as the headquarters and sales base for many larger firms. **Taichung is widely regarded as a machinery hub**, which holds true for German companies as well—81.8 percent of the sectors represented in Taichung are related to machinery and industrial equipment, while 13.6 percent are in electronics/computers.

Taichung serves as important Machinery Hub for German companies

Kaohsiung and Hsinchu also serve as smaller regional hubs for the machinery and electronics sectors, accounting for 38.5 percent each in Kaohsiung and 41.7 percent in Hsinchu. Taoyuan plays a smaller role and is primarily home to companies in the electronics industry.

Machinery and Electronics Main Industry Sectors

Percentages may not total 100 due to rounding



Distribution of Industry Sectors per City

Percentages may not total 100 due to rounding



產業分布

如同業務領域的趨勢,本次調查在產業別分布上亦未出現明顯變化。多數在台德商活躍於機械與工業設備產業(41.2%), 其次為電子/電腦(16.2%)與能源產業(7.4%)。其他相關 產業還包括物流與運輸(5.9%)以及汽車與化學產業(各占 4.4%)。

從區域分布來看,台北/新北市幾乎涵蓋所有產業,並且是許多大型德商的總部與銷售據點。台中則被廣泛視為機械產業重鎮,此觀察同樣適用於德商—台中地區的德商中有81.8%屬於機械與工業設備產業,另有13.6%為電子/電腦產業。

高雄與新竹則為中南部與北部的機械與電子產業聚落,兩地分別有38.5%與41.7%的德商來自這兩個產業。桃園的角色相對較小,以電子產業為主。

About the Respondents | 關於受訪企業

Staff Headcount

Most German companies in Taiwan are small and medium enterprises (SMEs). The survey revealed that over 70 percent of the responding companies employ up to 50 people, of which 25.4 percent employ less than ten people. Large corporations with a headcount exceeding 500 employees account for 7.5 percent, while those between 101 and 500 make up 14.9 percent.

A follow-up question inquired whether the companies had made any changes in their staff count in Taiwan in the first six months of 2025. Over half of the respondents (55.2%) did not change their staff headcount, 13.4 percent decreased it, and encouragingly almost one-third (31.3%) increased their workforce.

Over 70 Percent Employ Less Than 50 People

Percentages may not total 100 due to rounding

720/0 < 10 employees 25.4%
employ up to 50 people
10 - 50 employees 46.3%
6.0% 51-100 employees 14.9% 101-500 employees 7.5% > 500 employees



GTO Assessment

The Business Confidence Survey – Mid-Year Update 2025 confirms that German companies in Taiwan remain largely concentrated in the north and center of the island, with Taipei/New Taipei City and Taichung being key locations. Sales and marketing, followed by services and manufacturing, remain the dominant business activities, with production sites spread along the west coast. The machinery and industrial equipment sector continues to be the strongest industry, particularly in Taichung, which serves as a key hub for this field.

Most companies are SMEs, with a significant number employing fewer than 50 staff, although some large corporations are also present. While more than half of the companies maintained their staffing levels in the first half of 2025, nearly one-third reported an increase in workforce, signaling cautious but positive momentum.

員工人數分布

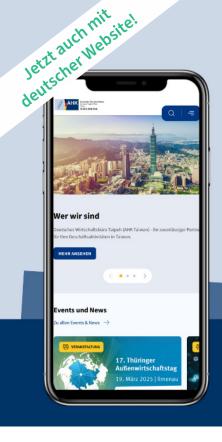
大多數在台德商屬於中小企業。調查顯示,超過七成的受訪企業員工人數不超過50人,其中25.4%的公司僅有不到10名員工。員工人數超過500人的大型企業占7.5%,而101至500人者則為14.9%。

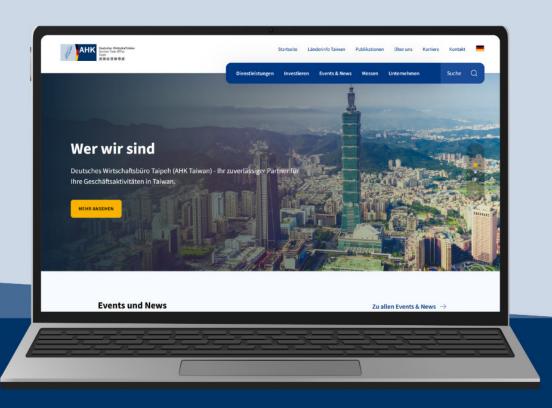
後續問題詢問企業是否在2025年前六個月對台灣的人力配置做出調整。結果顯示,55.2%的企業未變動人力編制,13.4%表示有縮減人力,而值得注意的是,近三分之一(31.3%)的企業表示已擴編員工人數。



德經處評估

《2025年德國商業信心調查-年中版》結果顯示,在台德商仍以台灣北部與中部地區為主要據點,尤以台北/新北市與台中為重心。銷售與行銷仍是最主要的業務類型,其次為服務業與製造業,而製造據點則沿台灣西半部廣泛分布。在產業面向上,機械與工業設備產業仍為最具代表性的產業,特別是在台中地區,該產業已發展成為重要聚落。多數在台德商為中小企業,其中有相當比例員工數少於50人,亦有部分大型企業進駐。儘管2025年上半年超過一半的企業維持人力穩定,但仍有近三分之一表示已擴編人力,顯示企業在審慎中釋出正面訊號。





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