



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

International Trade Bldg. | 19F-9 | No. 333 | Keelung Rd. | Sec. 1 | Taipei 11012 | Taiwan

Press Information

German Trade Office Taipei

The German Trade Office Taipei (GTO) was established by the Association of German Chambers of Industry and Commerce (DIHK) as the Delegation of German Industry and Commerce in 1981 to promote economic relations between Taiwan and Germany and to represent the interest of German business in Taiwan. The GTO is the first point of contact in Taiwan for German companies, provides information on Taiwan and Germany, informs about investment opportunities in Germany and arranges seminars, networking events and symposia.

DEinternational Taiwan Ltd.

DEinternational Taiwan Ltd., the service unit of the GTO, organizes business delegations and market survey trips, represents German trade fair companies and offers bilateral market entry support as well as recruiting, training, office-in-office and other value added services.

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Taiwan International Machine Tool Show (TMTS) 2018

With over 700 exhibitors, 4,300 booths and more than 75,000 visitors, the “Taiwan International Machine Tool Show” is one of the leading machinery trade fairs in Asia. Especially for exhibitors looking for new business opportunities on the Taiwanese and international markets, the trade fair is an excellent opportunity to broaden their network.

German Trade Office Executive Director Axel Limberg thus states: “TMTS 2018 is an excellent opportunity to bring Taiwanese companies seeking the latest machine technology and German machine tool manufacturers together. Since Industry 4.0 and the ongoing digital transformation will further increase the demand for high quality machines and machine tools, German companies can provide products with an unmatched durability, making them the perfect match for the needs of Taiwanese companies in the times of digitalization.”

TMTS is held from November 7th to 11th 2018 (Wednesday – Sunday) in Taichung, the heart of the Taiwanese machinery industry, at the Taichung International Exhibition Center and the Greater Taichung International Expo Center. Organizers are the Taichung City Government and the Taiwan Machine Tool & Accessory Builders’ Association (TMBA). The German Trade Office Taipei organizes a German Pavilion at Hall 4 of the Exhibition Center to represent German technology and companies. During TMTS 2018, the German Pavilion features 29 German exhibitors and covers an exhibition area of 1,224 m² in total.

Machine Tool Trends and Importance for the Taiwanese Economy

The Taiwanese economy is a highly developed, export-dependent market economy with a world-leading chip and electronics industry. Meanwhile, Taiwan is net importer of machines – with a constant demand for machine tools. The government is pushing for smart concepts in the manufacturing industry, where Germany is considered one of the main partners for development. Because Taiwan’s machinery industry is dominated by small and medium-sized enterprises, they therefore settle in clusters to enhance their productivity and technology. One of the biggest clusters worldwide is in Taichung, making it the perfect location for the TMTS.

German-Taiwanese Business Relations

Taiwan is Germany’s fifth most important trading partner in Asia, and for Taiwan Germany is the most important trading partner in the European Union. According to the Taiwanese Ministry of Economic Affairs, the bilateral trade volume between Taiwan and Germany was USD 15.6 billion in 2017. The machinery tool industry connects the two countries’ supply and demand and is a great example for strong German-Taiwanese business relations. In 2017, Taiwan imported USD 1.5 billion worth of electrical machinery, equipment and parts thereof from



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Germany. This accounts for 16.3% of all imports from Germany during this year. Meanwhile, Germany was the second largest machine tool producer worldwide with a market share of 16.5% in the same year.

Today, hundreds of German companies have succeeded in Taiwan and many Taiwanese companies have successfully invested in Germany. A lot has been achieved and there is a very high potential of cooperation for the future.

3rd Taiwan-Germany Smart Machinery Forum with B2B Matchmaking

Within the TMTS, the German Trade Office Taipei will hold the third “Taiwan-Germany Smart Machinery Forum” on Friday, November 9 in the Taichung City Hall. During this event, Taiwanese officials and participants from both countries will discuss the future of Smart Machinery. Furthermore, the German Trade Office Taipei will organize a B2B Matchmaking in cooperation with the Taiwanese Smart Machinery Promotion Office to provide closer contact between potential German and Taiwanese business partners.

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