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Overview

The New Southbound Policy is a crucial part of Taiwan's economic and trade strategy in the face of increasing regional economic integration as well as new challenges and business opportunities linked to the integration trend. Taiwan is an integral member of the Asia-Pacific family and has participated extensively in the global value chain of popular technology products. It is keen to share its experience and know-how in this as well as other areas.
The Taiwanese government under President Tsai Ing-wen aims to pursue bilateral partnerships and promote exchanges of talent, capital, technology, culture and education.

"The goal of the New Southbound Policy is simple and clear," according to Minister Without Portfolio and Office of Trade Negotiations head John Deng. Under the New Southbound Policy initiative, Taiwan intends to engage in a wide range of negotiations and dialogue with 18 countries: Singapore, Thailand, the Philippines, Indonesia, Malaysia, Vietnam, Laos, Myanmar, Cambodia, and Brunei in Southeast Asia; India, Pakistan, Bangladesh, Sri Lanka, Nepal, and Bhutan in South Asia, as well as New Zealand and Australia.

The partnership is aimed at achieving multifaceted cooperation and establishing mutual prosperity, the minister said.

No Hidden Agenda

The initiative does not seek to advance Taiwan’s geopolitical stature or influence, but intends for Taiwan to play a proactive role in the region by expanding and enhancing trade cooperation with neighboring countries through resource sharing and people-to-people exchanges, says Minister Deng, whose Office of Trade Negotiations has been tasked with coordinating implementation of the policy.

Emerging markets in the Association of Southeast Asian Nations (ASEAN) and South Asian countries have seen rapid economic growth as a result of structural changes in the global supply chain. In recent years, the 10-member Southeast Asian trade bloc has evolved into Taiwan’s second-largest export market and investment destination. However, with a population of 1.7 billion and combined GDP growth of 7.4 percent in the next five years, the South Asian market demands equal attention.

Rather than viewing ASEAN and South Asia as mere manufacturing bases as had been the case in the past, the Taiwanese government under President Tsai Ing-wen aims to pursue bilateral partnerships and promote exchanges of talent, capital, technology, culture and education. The government has set the ball rolling to forge new partnerships with those countries, connecting with their domestic markets, and cooperating on infrastructure and other construction projects.

"Taiwan has considerable expertise and experience in the development of industrial supply chains and is willing to share its knowledge and resources," Minister Deng says.

The New Southbound Policy does not aim to compete against mainland China’s “Belt and Road” initiative, which emphasises on improving regional infrastructure — with a focus on people, the New Southbound Policy intends to support tourism, education, medical, technology, small and medium enterprises, and agriculture in the ASEAN markets and South Asia.

Economic and Trade Collaboration

Taiwan’s trade ties with ASEAN countries have gained rapid traction in recent years. Exports to the region reached US$32.90 billion in the first seven months of 2017, an increase of 14.73 percent from the same period last year. Outbound shipments to South Asia totaled more than US$2.9 billion as of the first 7 months, rising 10.29 percent from a year earlier and reversing a decline of 3.87 percent for the whole of 2016.

Apart from exports, Taiwanese firms have made hefty investments in the region, with Taiwanese direct investments adding up to US$97 billion, according to official government tallies.

Taiwan’s main economic strengths lie in its advanced technology, talented people and a diversified culture, and the New Southbound Policy consequently intends to promote cooperation with the target countries in fields such as medical care, education, technology, agriculture, and tourism.
With a high degree of complementarity between Taiwan and the partner countries, the government has encouraged supply chain integration in such sectors as information and communications technology (ICT), industries driven by domestic demand, energy and petrochemicals, agriculture, and financial services.

One example of this is MediaTek Inc, the world's top contract chip designer, with its headquarters in Hsinchu, Taiwan. In December last year, MediaTek invited 42 executives and senior engineers from Indian smartphone vendors, including Micromax Informatics Ltd, to take part in a six-week handset hardware design development program in Taiwan. The program has made a substantial contribution in helping India meet its rising demand for smartphone hardware and systems design professionals.

“Taiwanese companies need to groom technicians and management executives in the target countries, which lack sufficient staffs to enable expansion into those markets,” Deng says.

People-to-people Exchanges

Whether the goal is fostering closer multilateral friendships or co-prosperity, people-to-people exchanges lie at the core of the New Southbound Policy. To help achieve this goal, the Ministry of Education has approved plans for public and private universities to recruit students from those countries. Students from the target countries can enroll in Taiwan’s four-year universities or two-year colleges, and qualified candidates can apply for internships and scholarships. Taiwan’s schools and technical colleges also offer for-credit courses for second-generation immigrants who want to study Southeast Asian languages, and textbooks in languages from those countries are being compiled. Subsidies are available to help immigrants’ children explore their cultural roots by encouraging scholastic exchanges between Taiwan and the New Southbound Policy countries.

Taiwan government is setting up a New Southbound Policy personnel recruitment website and a platform for Taiwanese companies to register and tap staffers for opportunities linked to the New Southbound Policy. The government is also encouraging second-generation immigrants in Taiwan to spend more time in their parents’ native countries so that they can better learn about their heritage and later act as a bridge between Taiwan and these countries by helping firms and people in Taiwan understand the language, culture, and customs. Second-generation immigrants are believed to have competitive advantages in this area in light of their cultural and educational background.

Resource Sharing

While building trade and talent links, Taiwan is willing to share its achievements and resources with partner countries in Southeast and South Asia. Extensive cooperation can be found in the fields of medicine, agriculture and tourism.

Taiwan has long cooperated with its Southeast Asian partners in epidemic prevention, birth control, and treatment of rare diseases and medical conditions, as well as engaging in public health planning at governmental level. The nation’s affordable universal healthcare system and hospital efficiency have been the envy of not only other Asian nations, but many countries around the world. Malaysia is one of the countries that has tried to copy the successful Taiwanese healthcare model, and Indonesian health officials and experts have been talking about integrating aspects of the Taiwanese model into the Indonesian healthcare system.

Advantech Co Ltd, Taiwan’s biggest industrial computer maker, has developed a healthcare information system that integrates surgical instruments with embedded information systems to enable the complete digitization of hospital management. A digital registration system and electronic medical records are essential to an efficient healthcare system. The Ministry of Health and Welfare’s International Cooperation Office Technical Superintendent Hsu Min-huei says, “The nation’s hospitals are also looking for medical interns from Southeast Asian countries to help them gain professional know-how and skills that would enable them to make contributions upon their return to their home countries.

In order to implement a people-centered New Southbound Policy, Taiwan has added Thailand and Brunei to its visa-waiver program, which already includes other New Southbound countries, including Australia, Malaysia, New Zealand and Singapore. Nationals of Cambodia, India, Indonesia, Laos, Myanmar, the Philippines, and Vietnam can apply online for the R.O.C. (Taiwan) Travel Authorization Certificate if they hold one of the following documents: (1) permanent resident certificates issued by Australia, Canada, Japan, South Korea, New Zealand, Schengen Agreement signatories, the United Kingdom, or the United States; (2) a visa or a resident card issued by the aforementioned countries that is valid or expired less than 10 years prior to the date of arrival in Taiwan; (3) an entry visa (except visas bearing the remark FL or X) or resident card (excluding with stated purpose of residence being foreign labors) issued by the R.O.C. in the past 10 years. In addition, tourist groups from Cambodia, India, Indonesia, Laos, Myanmar, the Philippines, and Vietnam are eligible to apply for an eVisa (free of charge).

Further easing of visa restrictions has already borne fruit, as evidenced by a more than 50 percent increase in the number of tourists from Cambodia, Myanmar, the Philippines, Thailand and Vietnam, according to official tourism statistics. The Cabinet is also considering the possibility of further visa facilitation measures for the New Southbound Policy partner countries.

Promoting Institutional Links

Taiwan’s exchanges with governments in New Southbound Policy countries have grown broader and more frequent, and have been conducted at higher levels since the launch of the New Southbound Policy last year. Apart from state-run enterprises, Taiwan’s financial institutions, trade groups, research bodies and local governments have all joined the effort to enhance institutional links. Furthermore, the government is inviting schools as well as religious, cultural, artistic, industrial and commercial groups to do the same. It has already engaged in active dialogues with some of the partner countries as Taiwan seeks to sign or update investment protection agreements with all 18 countries under the New Southbound Policy.

The Taiwan External Trade Development Council (TAITRA, 外貿協會) has signed a memorandum of understanding (MOU) with the Federation of Information Technology Industry Sri Lanka (FITIS) to boost economic exchanges and explore investment opportunities. The information and communication technology (ICT) industry is expected to drive 40 percent of Sri Lanka’s GDP in the next five years and boost its education, manufacturing, medical, and transportation sectors, TAITRA president and chief executive officer Walter Yeh (葉嘉宏) said after the ceremony.

Sri Lanka expressed hope that the memorandum could serve as a cornerstone for more economic and cultural exchanges. In addition, the Taiwanese state-backed Industrial Technology Research Institute (ITRI) has inked a similar agreement with Thailand’s National Science and Technology Development Agency to promote cooperation on innovative applications.

Information and communication technology is Taiwan’s biggest industrial strength, drawing clients from around the world and accounting for more than 30 percent of all exports.
The accumulated foreign direct investment from Taiwan in the 18 countries targeted by the New Southbound Policy reached US$97 billion by mid-2017.

As a member of the Asia-Pacific region, Taiwan aims to reposition itself as a more meaningful player in the region’s rapidly growing markets. Over the past few decades, Taiwanese companies in traditional labour-intensive manufacturing industries — such as footwear, bicycles, textiles, and garments — have developed ways to explore business opportunities in South and Southeast Asia.

The accumulated foreign direct investment (FDI) from Taiwan in the 18 countries targeted by the New Southbound Policy reached US$97 billion by mid-2017, according to data compiled by the Office of Trade Negotiations, Executive Yuan, the Cabinet-level agency responsible for coordinating implementation of the New Southbound Policy Program.

Taiwan is the third-largest foreign investor in Thailand, with cumulative investment of US$14.1 billion, and the fourth-largest investor in Malaysia (US$12.2 billion) as well as Vietnam (US$31.2 billion). In 2016 alone, total merchandise trade between Taiwan and the 18 New Southbound Policy countries amounted to US$96 billion, accounting for 18.8 percent of Taiwan’s global merchandise trade that year.

A New Mindset

Eyeing long-term growth momentum in the 18 New Southbound Policy partner countries, the government has launched a series of measures to promote closer partnerships with South and Southeast Asian nations, as well as Australia and New Zealand, hoping to develop reciprocal trade deals throughout the region.

While it is not the first time that the government has encouraged companies to “head south”, the mindset of the New Southbound Policy is significantly different, said Y.C. Tsai (蔡允中), Executive Officer of the Office of Trade Negotiations.

“The southbound policies of former administrations were more supply-oriented, as policymakers back then only thought about how to export Taiwanese products to the region,” he said. However, President Tsai Ing-wen’s (蔡英文) administration hopes to shift the focus to the actual needs of its neighbours, taking local characteristics into account, the Office of Trade Negotiations said. Under the program, Taiwan has been setting up a “Taiwan Desk” in some target countries to integrate local resources and help Taiwanese enterprises abroad gain access to useful business information.

Regional Partnerships

The Taiwan External Trade Development Council (TAITRA, 外貿協會) has been helping local firms develop a profound understanding of Southeast Asian nations. As for financial support, the government is offering credit guarantee funds and working on signing and renewing bilateral investment protection agreements with the 18 partner countries, with the aim of providing a more favorable investment environment.

The Taiwan Stock Exchange (TWSE) has also inked agreements with other exchanges in Southeast Asia to promote securities trading throughout the region.

New Exports and a New Brand Image

The government hopes to reshape Taiwan’s industrial brand image by helping Taiwanese companies export new services, including education, health and medical care, and dining.

Economic and Trade Cooperation

As a member of the Asia-Pacific region, Taiwan aims to reposition itself as a more meaningful player in the region’s rapidly growing markets.
An introductory guide to Taiwan’s new southbound policy

Economic and Trade Cooperation

Some Taiwanese firms have launched plans to expand their presence in Southeast Asian markets, including Taiwanese integrated steelmaker mainland China Steel Corp (中鋼), which owns a 25 percent stake in Formosa Ha Tinh Steel Corp (台塑河靜鋼鐵興業), a joint venture with Formosa Plastics Group (台塑集團) in Vietnam’s Ha Tinh Province. Formosa Ha Tinh Steel is the largest foreign direct investment venture in Vietnam and is expected to achieve full operating capacity of 7 million tonnes in 2019.

The steelmaker’s business strategy came as the firm eyes the potential zero-tariff benefits brought by Vietnam’s free-trade agreement with other ASEAN nations, mainland China Steel chairman Wong Chao-tung (翁朝棟) says.

Products manufactured by Formosa Ha Tinh Steel would be exempt from Vietnam’s trade tariffs, as the investment project meets the required 40 percent local-content threshold, Wong says.

In comparison, the Vietnamese government ordinarily imposes tariffs of 15 to 33 percent on steel imports from Taiwan.

Two leading Taiwanese companies from the textile and apparel industry — Eclat Textile Co (儒鴻) and Far Eastern New Century Corp (FENC, 远東新世紀) — are also expanding their presence in Southeast Asia, which has a growing number of skilled workers and emerging industry clusters throughout the region.

Eclat — which has over many years built up a solid partnership with global sportswear brands such as Nike, Under Armour and Lululemon — dissolved its wholly owned clothing plant in mainland China in 2016, primarily due to soaring labour costs. However, Eclat plans to raise output at two of its Vietnamese plants in the coming years, boosting its monthly production capacity from nearly 6.2 million units of clothing to 7.5 million.

Meanwhile, FENC has allocated more than US$700 million to create a complete supply chain for fabrics and garments in Southeast Asia, in a bid to reduce reliance on its two major production bases, Taiwan and mainland China. FENC expects Vietnam to become its third-largest production base after a capacity expansion project is completed in 2020. Aided by expanded capacity in Vietnam, revenue generated at the Vietnamese plant is likely to generate as much as 30 percent of the firm’s total sales in 2020, up from less than 5 percent in 2017.

besides Vietnam, some other Southeast Asian nations, such as Thailand and Malaysia, have been trying to attract foreign investment by providing tax exemptions. Thailand’s Board of Investment, for instance, offers corporate income tax exemption for up to 13 years, and import duty exemption on goods imported for research and development purposes.

Kenda Rubber Industrial Co (建大輪胎), one of Taiwan’s major tire manufacturers, has operated plants in Vietnam for 20 years and plans to raise its production capacity in the country further. The tire maker said its new plant in Vietnam — which is scheduled to begin operations in the third quarter of 2017 — would gradually replace the position of its plant in mainland China’s Kunshan, where the firm produces most of its car tires.

The decision to expand capacity in Southeast Asia reflects not only the attraction of a cheaper workforce, but also a need to increase exposure to potential customers in the region, Kenda said.

Growing Customer Base

Some Taiwanese firms are also targeting Southeast Asia’s burgeoning population of more than 600 million people, which represents a potential market with plenty of young customers.

Some online service providers have also expressed interest in Southeast Asian markets, saying the expanding middle class in the region is expected to be the next growth driver for the industry. “Given increasingly tough competition in Taiwan’s saturated market, we are seeking business potential in new markets,” says Sega Cheng (程世嘉), chief executive officer of iKala Interactive Media Inc (愛卡拉互動媒體), which offers live-streaming cloud services.

The Taipei-based service provider plans to tap into Indonesia’s and Thailand’s booming Internet services markets in the near term, due to wider consumer acceptance of foreign brands there. Citing a lack of Internet infrastructure and experienced talent in the region, Cheng says it is not too late for Taiwanese service providers to expand their presence in Southeast Asia.
Talent Exchanges

The project allows us to cultivate top-quality talent for business and industry, and enhance people-to-people interactions while helping Taiwan’s colleges and universities to forge links with foreign students and deepen connections with ASEAN and South Asian countries.

Two of the main aims of the New Southbound Policy are facilitating connections between people, and developing talent in ASEAN and South Asian countries through academic and job-training programs at Taiwanese colleges and universities.

According to Minister Deng, the New Southbound Policy is to be built on a foundation of cultivating talented people to deepen bilateral ties and enhance cultural exchanges among students, academics, and industry professionals.

“The government aims to attract more students from ASEAN countries and South Asia by expanding educational programs as well as the scale of scholarships,” Deng says.

The number of students from these countries totalled 31,531 in 2016, an increase of almost 10 percent from 2015.

“The goal is to have 20 percent annual growth and to reach 58,000 students by 2019,” Deng says. “Our government has established both funding and support programs for internships at Taiwanese colleges and universities.

Opening Doors to the World

Taiwan has always welcomed international students in academic fields as well as those undergoing vocational training, now the doors have been opened up even wider, with more choices of schools and fields of study, and with greater access to scholarships and financial incentives, along with improved packages to offer financial support to students and trainees living and studying in Taiwan.

The first phase of the New Southbound Policy and its talent development program focuses on India, Indonesia, Vietnam, Malaysia, Thailand, and the Philippines, but efforts are under way to attract more qualified young people from other New Southbound Policy countries, including Australia and New Zealand.

Ministry of Education Initiatives

Talent cultivation and the educational development of young people are the goals of the Ministry of Education’s “Elite Study in Taiwan Project”, and the ministry has earmarked NT$1 billion to implement the New Southbound Talent Development Program.

The project has drawn together 75 Taiwanese universities in a resource-sharing and collaborative consortium.

2017 — 2018 Consortium Universities 聯盟學校名單

| 1. 大同大學 | Taoyuan University |
| 2. 大葉大學 | Dafu University |
| 3. 中原大學 | Chung Yuan Christian University |
| 4. 中原大學 | Chinese Culture University |
| 5. 中原大學 | Chung Yuan University |
| 6. 中原大學 | Chung Hua University |
| 7. 中原大學 | Chung Hua University of Medical Technology |
| 8. 中原大學 | Central Taiwan University of Science and Technology |
| 9. 兆銘科技大學 | Yangmin University of Medical Technology |
| 10. 大葉大學 | Minghsin University of Languages |
| 11. 國立大學 | National Taiwan University of Education |
| 12. 合肥大學 | Humphrey University |
| 13. 亞洲大學 | Asia University |
| 14. 立法院 | Fortune Institute of Technology |
| 15. 立法院 | China Medical University |
| 16. 立法院 | Chung Hua University |
| 17. 立法院 | National Chung Cheng University |
| 18. 立法院 | National Taiwan University |
| 19. 立法院 | National Taiwan University of Science and Technology |
| 20. 立法院 | National Taiwan Normal University |
| 21. 立法院 | National Taiwan Normal University |
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| 23. 韓國大學 | National Taiwan Normal University |
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UPDATE JUNE 2, 2017
The Elite Study project seeks to attract foreign students and professionals using the “MPP” concept — “Market, Pipeline, and Platform”.

“The project allows us to cultivate top-quality talent for business and industry, and enhance people-to-people interactions while helping Taiwan’s colleges and universities to forge links with foreign students and deepen connections with ASEAN and South Asian countries,” says Department of International and Cross-Strait Education Director-General Andy Cheu-An Bi (畢祖安).

The Elite Study project seeks to attract foreign students and professionals using the “MPP” concept — “Market, Pipeline, and Platform”.

Market refers to promoting and expanding the higher education market overseas. Having achieved success in industrial transformation, Taiwan has a wealth of experience offering high-quality goods for a service market, which enables it to provide practical vocational training and skills for foreign professionals and students.

Pipeline refers to the interflow of talented people between Taiwan and New Southbound Policy countries. The objective is to increase exchanges between students by attracting talented individuals to study and conduct research in Taiwan, while sending students from Taiwan abroad to gain a deeper understanding of other nations’ cultures and languages, and to engage with foreign communities.

Platform: The objective is to establish a “Taiwan Connection” platform for bilateral educational cooperation based on social and cultural links. The platform seeks to facilitate bilateral alliances between universities and research bodies in Taiwan and their counterparts abroad, and to encourage a more diverse range of skills development and research collaboration.

Wide Choice of Programs and Training

Foreign students under the New Southbound Policy initiatives are enrolled in the 75 Taiwanese institutes of higher education included in the consortium. Many students are already pursuing academic degree programs or vocational training in the machinery and electronics manufacturing sectors, agricultural sciences, language studies, finance and management, nursing and medical health, tourism, and engineering, as well as computer games and information technology.

Among the better-known ongoing collaboration programs in the machinery and electronics manufacturing sectors are those presented by National Taipei University of Technology (台北科技大學), the Southern Taiwan University of Science and Technology (南部科技大學), Wufeng University (吳鳳科技大學), National Chin-Yi University of Technology (勤盔科技大學), National Taiwan University of Science and Technology (台灣科技大學), Minghsin University of Science and Technology (明新科技大學), Cheng Shiu University (長修科技大學), and the Hsiao Kun University of Science and Technology (修身科技大學).

Three schools are involved in the nursing and health fields: National Taipei University of Nursing and Health Sciences (臺北護理健康大學), Hungkuang University (弘光科技大學), and Meho University (美荷科技大學).

The best choice for studying agricultural sciences is at the National Pingtung University of Science and Technology (國立屏東科技大學) in southern Taiwan. Its acclaimed College of Agriculture offers degree programs in plant science, forestry, aquaculture, and biological science and technology, including plant and animal science.

Scholarships and Financial Support

Although Taiwan offers affordable tuition and reasonable living costs, the government has set up financial aid and subsidy programs to attract talented students from the New Southbound Policy partner countries. The talent development initiatives work in both directions, and financial subsidies are also on offer for Taiwanese to study, undertake internships or job training, or perform volunteer work in the partner countries, where 4,000 such opportunities are to be provided starting in 2017.

To attract foreign students under the New Southbound Policy, the government provides universities and colleges with financial support to develop customised curricula covering specific areas, including academic degree programs, short-term non-degree technical training programs, and internship opportunities through academia-industry cooperation.

In line with this initiative, Taiwanese educational institutions specializing in science and technology have implemented short-term (up to one year) training programs, with theory-based courses accounting for 30 to 40 percent of the programs, and practical courses making up the rest. Students can return to their home countries for matching programs to obtain employment with overseas Taiwanese enterprises.

The government also supports Taiwanese schools in cultivating educators in various technological areas needed by New Southbound Policy partner countries through two to three months of intensive skills-upgrade training, with the aim of cultivating workers with advanced professional skills vital to the economic development of their home country’s economy.
Diploma Recognition
Among the 18 New Southbound Policy countries, India and Malaysia recognize university diplomas and professional certification acquired in Taiwan following the signing of agreements in 2010 and 2012, respectively.

While Taiwan is yet to ink similar pacts with Indonesia, the Philippines, Thailand, and Vietnam, the Ministry of Education says diploma recognition does not necessarily pose a problem in job-hunting. Australia and New Zealand maintain a qualification framework to assess foreign diplomas, certificates and licenses, and most Taiwanese universities and colleges are included in the framework.

In Singapore, where there are no central educational authorities, it is up to individual employers to decide if foreign diplomas and certificates meet their professional requirements. The city state allows professional institutes to assess foreign engineering, medical, accounting, and law degrees and certificates.

Despite Cambodia and Myanmar not recognising Taiwanese diplomas, some firms in these countries still hire Taiwanese employees.

The Philippines withholds diploma recognition because it uses a different educational system from Taiwan’s, but educational reforms introduced in June 2016 may encourage more Philippine students to study in Taiwan.

Brunei does not have a diploma-recognition system; it instead handles the matter on a case-by-case basis.

Industry Participation and Company Internships
Among the notable successes for academia-industry cooperation is the collaboration between Wufeng University and Far East Machinery Co (FEMCO, 远东机械), a Taiwanese manufacturer whose products range from steel pipes and machine parts to golf clubs. FEMCO, which has production plants in India, provides internships with on-the-job training for students from South Asia.

“We have had 87 students from India at our school since the project began a few years ago,” says the university’s International Affairs Office director Lin Chih-ta (林志達). “They take courses in technical fields along with a language course in the first year. During the second and third years, they spend half of the week training as interns at FEMCO.”

“The students go through the academic program, which emphasizes on-the-job training, and develop their skills through the internship program. After graduation, they can start work right away. Some have remained in Taiwan, accepting jobs at FEMCO, while other graduates have returned home to work at FEMCO’s plant in India,” he said.

The presence of foreign students on campus has nudged Wufeng University toward more internationalization and encouraged Taiwanese students to communicate in English with their new Indian friends. Adjustment was needed on both sides, as some teachers and trainers were not proficient in English, so those courses are taught through interpretation by a teaching assistant, Lin says.

However, “the Indian students are diligent and have good attitude, and most of them are quick to learn the language, so they are able to communicate in Mandarin after the first year,” he says.

One of the students is 25-year-old Abhijeet Utekar.

“Picking up an advanced degree with training in the machine tool industry in Taiwan is a dream come true for me. One of the incentives is to learn Chinese, which will further help my career development,” Utekar says.

Nursing Program for Southeast Asia
Another notable program is at the National Taipei University of Nursing and Health Sciences, which provides clinical training and skills upgrades to nurses and medical school lecturers from Southeast Asia.

The university’s International Affairs Office director Lin Li-ju (林莉如), director of the university’s International and Cross-Strait Education Centre.

“Picking up an advanced degree with training in the machine tool industry in Taiwan is a dream come true for me. One of the incentives is to learn Chinese, which will further help my career development,” Utekar says.

“Nursing professionals from these countries come to our school for short-term upgrading and on-the-job clinical training, which can take between one and three months. Others have enrolled in our international nursing master’s and doctoral programs.”

Officials in these nations are pleased with the results and plan to send more students to the university in the coming years, because they recognize Taiwan’s advanced level of healthcare and its well-established programs for medical professionals.

Besides the opportunity to learn Chinese, other foreign students cited affordable tuition, the high quality of school facilities, opportunities for further study, the availability of scholarships and improved job prospects back home as reasons for coming to study in Taiwan.

According to surveys conducted by universities and the Ministry of Education, foreign students were pleasantly surprised by many aspects of their experience in Taiwan, such as the diversity of cultures, its relatively safe environment, the ease of getting around, the friendliness of the people, and the vibrant democratic society.

Easing of Visa Requirements
Under the New Southbound Policy, the application process and requirements for students, workers, and tourists coming to Taiwan has been revamped and streamlined, resulting in a more rapid approval process.

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Officials in these nations are pleased with the results and plan to send more students to the university in the coming years, because they recognize Taiwan’s advanced level of healthcare and its well-established programs for medical professionals.

Besides the opportunity to learn Chinese, other foreign students cited affordable tuition, the high quality of school facilities, opportunities for further study, the availability of scholarships and improved job prospects back home as reasons for coming to study in Taiwan.

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Under the New Southbound Policy, the application process and requirements for students, workers, and tourists coming to Taiwan has been revamped and streamlined, resulting in a more rapid approval process.

The Cabinet has passed a draft bill to ease visa requirements for students and interns from New Southbound Policy countries, which is expected to receive legislative approval later in 2017. Among its provisions, the bill will relax the requirements for foreign students taking up internships at Taiwanese enterprises for those who are within two years of graduation from selected universities and colleges.

It is expected to benefit several hundred foreign graduates enrolled in internship programs, and they will have more opportunities to gain further technical training and take up jobs in Taiwan.
Resource Sharing

Taiwan has a long history of cooperation with its ASEAN and South Asian partners, and with the advent of the New Southbound Policy, the existing mode of cooperation can be expanded from trade and humanitarian aid to more extensive policymaking in fields such as public health, agriculture, tourism, and cultural exchanges.

The New Southbound Policy launched by the administration of President Tsai Ing-wen (蔡英文) aims to diversify and boost social and cultural ties between Taiwan and the New Southbound Policy partner countries.

As the partner countries have grown in economic and cultural power, conventional modes of cooperation — medical help and trade in agricultural products, for example — alone cannot satisfy the need for more substantial bilateral and multilateral relations, and the rapidly changing economic and cultural milieu in South and Southeast Asian countries necessitates an evolution in the nature of cooperation to broader healthcare policy planning and technological exchanges.

Public Health

Taiwan has long cooperated with its Southeast Asian partners in epidemic prevention, birth control, and treatment of rare diseases and medical conditions, and as the partner countries have risen in economic status, the scope of cooperation has expanded from a purely medical context to public health planning on a governmental level.

Patients with rare diseases from partner countries have undergone surgical procedures in Taiwan — including organ transplants; orthognathic surgery to correct abnormal positioning of face and jaw bones, including to mend deformed palates; bone marrow transplants; surgical interventions for morbidly obese patients; and the separation of conjoined twins — but while that form of medical humanitarian assistance will continue and expand, the focus of medical cooperation has shifted toward public health policy planning and health system reform.

Taiwan, known for its affordable and universal healthcare system and hospital efficiency, can lend a helping hand to partner countries to build an efficient healthcare system and upgrade medical training capacity.

Taiwan’s universal healthcare system is one of the most successful in the world, with the national health expenditure accounting for only about 6.3 percent of GDP, compared with the US’s 17 percent, while Taiwanese have a longer life expectancy than Americans despite the smaller per capita medical expenditure. International Cooperation Office Technical Superintendent Hsu Min-huei (許明暉) says. Taiwan is one of only a handful of countries that have successfully implemented a healthcare smart-card system and hospital management systems that are on a par with those used in the hotel and retail chain industries.

“The nation’s healthcare smart-card system allows public health authorities to manage personal healthcare information. Coupled with well-designed insurance coverage and an accurate auditing system, the system reduces administrative costs and helps reduce healthcare fraud to almost zero,” Hsu says. “In many nations, most health insurance premiums pay for services that are not actually performed, while Taiwan has paid what might be the lowest cost in providing necessary services, which is a good example for nations that are developing an affordable healthcare system.”

Malaysia has emulated Taiwan in developing its own universal healthcare system, while Indonesia, Vietnam and Cambodia have the potential to be Taiwan’s close partners in shared public health planning.

Advantech Co Ltd (研華), Taiwan’s biggest industrial computer maker, has developed a healthcare information system that makes use of surgical instruments fitted with embedded information systems, which enables the complete digitization of hospital management, including a digital registration system and electronic medical records.

While traditional trade in medical supplies ranging from ultrasound scanners to syringes and surgical needles — which looks to remain the dominant mode of medical trade between Taiwan and Myanmar — will continue to expand, Taiwanese industries are poised to help partner countries develop streamlined electronic hospital management systems essential to an efficient healthcare scheme.

“The government and business sector are ready to help its partners transition to a more productive and cost-effective healthcare system,” Hsu says.

Extensive cooperation on medical technology and surgical exchanges can be built with Thailand, India and Singapore where medical development is more advanced.

Meanwhile, Taiwan is offering training to partner countries to cultivate teachers in both essential and advanced surgery techniques, with at least 100 professional courses to be offered in 2017. A number of Vietnamese physicians have already received training on kidney transplants, and they will become pioneers in that area and pass on their expertise to new physicians, Hsu says.

Bilateral and multilateral cooperation would involve diverse dialogues in which medical and public health goals would be determined, followed by their execution by a team of academics and private-sector specialists to ensure that the relevant parties follow through on medical agreements, he says.

The Global Cooperation and Training Framework — an initiative by Taiwan and the US to expand cooperation on humanitarian assistance, public health, environmental protection, energy, technology, education, and regional development — would provide a platform for cooperation between Taiwan and its partners, Hsu says.

A workshop on diagnosing mosquito-borne diseases, such as dengue, Zika and chikungunya fever, organized in April 2017 as part of the New Southbound Policy, was attended by 15 of the policy’s 18 partner countries, which can be a basis for regular and extended cooperation, Hsu says.
That provides a golden opportunity for Taiwan as well as its partners, as they can transplant Taiwanese species and farming techniques—which are arguably more efficient than what is available locally—on their soil, allowing Taiwanese industries to better adapt to the local climate and business environment.

Agriculture

The collaborative relationships between Taiwan and South and Southeast Asian countries have shifted from trade in agricultural products to more extensive technological exchanges and cooperation, with some Taiwanese farmers and businesses exporting entire production lines to partner countries.

To cooperate with local industries and introduce sustainable and high-quality farming, priority has been given to the export of crop seeds and seed technologies, fertilizers, pesticides, animal feeds, halal-certified products, laboratory chemicals and reagents, biological pest control methods, and agricultural equipment and machinery, says Grace Lih-fang Lin (林麗芳), director of the Department of International Affairs at the Council of Agriculture.

Taiwan is seeking closer agricultural cooperation with the NSP partner countries, some of which have signed a memorandum of understanding with Taiwan on agricultural issues.

Explaining the so-called "whole factory export" model as a new mode of cooperation to introduce Taiwan's production methods and industrial chain—instead of agricultural products alone—to partner countries, Lin used greenhouses as an example, saying that an entire facility, from its "hardware," such as sensors, control systems, automated irrigation and lighting, to "software," such as seeds, fertilizers and grafting methods, would be exported to partner countries.

Such facilities, which are in high demand in the NSP partner countries, could become a "demonstration garden" and introduce Taiwanese crops, farming techniques and agricultural machinery to partner countries to achieve large-scale cooperation with local farmers as well as the food and machinery industries to build an innovative, localized supply chain, she says.

"That provides a golden opportunity for Taiwan as well as its partners, as they can transplant Taiwanese species and farming techniques—which are arguably more efficient than what is available locally—on their soil, allowing Taiwanese industries to better adapt to the local climate and business environment," Lin says.

The demonstration gardens have the potential to expand into full-fledged industries, such as greenhouse vegetable and organic farming, by integrating Taiwanese techniques with local capital.

Taiwan also offers training to farmers from the partner countries so that they can introduce Taiwanese farming systems and techniques to their home countries. Training and short-term work permits have already been provided to Vietnamese, Thai and Philippine farmers, and following the advent of the New Southbound Policy, the practice has been extended to Indonesian and Indian farmers, with the number of participants growing rapidly, Lin says.

Culture and Tourism

Efforts to transform Taiwan into a Muslim-friendly nation are under way, and projects have been launched to create a halal industry ecosystem in Taiwan and help local firms gain halal certification, prompt related exports, and foster ties with Muslim nations.

Taking its cue from the New Southbound Policy, the Taiwan Halal Center was launched in April and will serve as a business match-making platform for the halal industries of Taiwan and the world's Muslim-majority economies while organizing trade delegations consisting of Taiwanese enterprise leaders to the nearby Muslim markets of Indonesia, Malaysia and Pakistan.

Blibli.com, the largest online shopping platform in Indonesia, will start selling Taiwanese-made cosmetics and maternal and infant-care products, for example.

The government has also initiated campaigns to increase the number of halal-certified establishments in Taiwan. The number of hotels and restaurants that have received halal certification has broken the 100 mark this year, with most of them located in northern Taiwan, the most popular destination for Southeast Asian travelers. Despite being a non-Muslim nation, Taiwan is a popular destination for Muslims and, in addition to expanding the halal certification program, the government is working to increase the availability of prayer rooms and ablution facilities and simplify visa procedures for visitors from Muslim-majority countries.

Meanwhile, Taiwan is seeking to harness the talents of Muslim immigrants and their children to connect with Muslim travelers, particularly with Indonesians and Malaysians, Tourism Bureau specialist Alice Ko (柯怡君) says.

A tour guide training program targeting Southeast Asian immigrants and students has led to an increase of about 200 certified guides, and on-site tour guides are available at selected tourist attractions for visitors not travelling with a group.

"The 'people-centric exchange' feature of the New Southbound Policy will ensure that more Southeast Asian travelers can appreciate Taiwanese culture, which would lead to deeper business, cultural and substantial ties between Taiwan and the region," Executive Yuan Executive Officer Howard Song (宋明豪) says.

The Taiwan Halal Center (台灣清真推廣中心) opens on April 21, 2017, to serve as a business match-making platform for the halal industries of Taiwan and the world's Muslim-majority economies.
A major objective of the New Southbound Policy is to address inadequate regional links with the policy’s 18 target countries through multi-faceted collaborations, such as renewing and upgrading existing agreements on trade and taxation, as well as economic cooperation. Under the confines of Taiwan’s limited international space, the relationships between Taiwanese companies and markets in the Asia-Pacific region have been focused primarily on trade and economics. As most Taiwanese companies operate in the region’s export processing zones, they have had very limited ties with the local markets and society, while most collaborations have been in technical fields such as agricultural technology.

The New Southbound Policy aims to forge institutional links by actively pursuing economic cooperation agreements or individual economic cooperation provisions with India and major ASEAN trade partners. In addition, the policy aims to update and enhance current bilateral investment and taxation treaties with regional trade partners, as well as improve risk management by creating major event alerts and emergency response mechanisms.

Apart from expanding comprehensive, multi-faceted negotiations and dialogue with the 18 partner countries at government level, the government is working to draw on Taiwanese networks in these countries to foster closer relations.

"The New Southbound policy is not an attempt to make a political statement or compete with mainland China, but is about promoting mutually beneficial development in the region."
The government is building a database and exchange platform to connect ethnic Chinese abroad as well as foreign alumni of Taiwanese universities with Taiwanese businesses to promote discovery of collaborative opportunities.

The influence of Taiwanese companies in the region has diminished markedly since a wave of production bases being moved to mainland China began the 1990s, while trade rivals in Japan, South Korea, mainland China, the European Union and the US have been expanding their presence in the region.

In light of these challenges, it is hoped that with the help of the government, a combined effort with the private sector could pave the way for greater mutual benefits for Taiwan and its partners.

Regional Trade and Tax Agreements

While Taiwan has established ties with many of the 18 New Southbound Policy partner countries, its most recent accords are free-trade agreements with New Zealand and Singapore that were inked in 2013. The government is also striving to expand the list of nations with which it has trade and investment agreements to include the other NSP partner countries.

The New Southbound Policy aims to review and upgrade existing agreements with some of the NSP partner countries, whose investment and tax agreements with Taiwan were signed more than a decade ago. Consequently, renegotiations of investment and tax agreements with these countries would take into account the changes in bilateral investment that have since occurred to better suit each side’s current needs, the Ministry of Finance has said.

Accounting firms have said that although Thailand and Vietnam have business income taxes of around 20 percent, the rate could be cut to zero for certain government projects. The firms pointed out that while Thailand has a relatively straightforward tax code stipulating a 20 percent business income tax, its tax agreement with Taiwan halves the dividend tax from 10 percent to 5 percent for Taiwanese companies.

In Thailand, participation in government projects related to advanced technology and infrastructure grants full tax exemptions for five to eight years, in addition to duty-free imports for procurement of machinery and equipment.

Vietnam, meanwhile, is aiming to attract foreign companies to set up production bases in rural regions by offering business tax reductions ranging from 15 to 50 percent for durations between four and 15 years, in addition to further tax waivers based on companies’ research and development expenditure.

Strategic Alliances

Under the New Southbound Policy, a portion of foreign aid resources will be redirected toward building a comprehensive foreign aid mechanism to help expand Taiwanese companies’ participation in local development projects in the NSP partner countries. It is hoped that the combined efforts of the public and private sectors can contribute to promoting growth and prosperity for the entire region.

The government is working to establish cooperation platforms with other industrialized countries on the basis of cultivating strategic alliances to jointly explore business opportunities in the NSP partner countries.

Establishing regional institutional links is an alternative path toward overcoming the difficulties presented by Taiwan’s diplomatic isolation. To overcome the lack of official ties, Taiwanese companies have been using methods such as registering units abroad or by partnering with investors from a third country to enter foreign markets.

Ties with South Korea and Japan

The capabilities of Taiwanese and South Korean companies complement each other, with Taiwan bringing extensive experience in organizing international trade shows and tapping into global markets. Despite the rivalry between Taiwanese and South Korean firms in major industries such as electronics and biotechnology, the two sides have much to gain from jointly tapping into major overseas markets such as India.

The Taiwan External Trade Development Council (TAITRA, 外貿協會) is spearheading efforts at furthering collaboration with businesses in conjunction with their counterparts in other Asian nations. TAITRA has forged an agreement with the Korea Trade-Investment Promotion Agency (KOTRA) to dispatch a joint delegation to present “smart city” solutions at a major expo in India.
As a result, the nation’s own Good Manufacturing Practice (GMP) certification is accepted by fellow PIC/S members Malaysia, Singapore, Indonesia and Thailand, as well as all other ASEAN member states, allowing Taiwanese companies to avoid redundant processes in gaining regulatory approval for new drug and health supplement products.

The exception is Indonesia, which requires case-by-case review, while India is a member of neither PIC/S nor the International Council on Harmonisation (ICH), two of the world’s largest pharmaceutical regulatory schemes.

The Taiwanese government is focusing on promoting exports by Taiwan’s many orthopedic and dental implant makers based in the Southern Taiwan Science Park by supporting marketing and extending these manufacturers’ global reach.

**Government Agency Initiatives**

While market observers regard most ASEAN nations as less than ideal for higher-priced segments such as newly developed oncology drugs, Taiwanese companies are well-positioned to tap into the market for lower-priced botanical drugs. The Botanical Drug Development Consortium (植物新藥聯盟) has announced an alliance to help Taiwanese companies and their international partners meet US Food and Drug Administration (FDA) standards on plant-derived medicinal products.

The initiative aims to help Taiwanese, Chinese and Malaysian companies, as well as plant growers, meet the FDA’s General Agricultural and Collection Practice (GACP) standard set in 2016, which ensures that source plants grown and harvested for use in botanical medications meet requirements in terms of consistency, potency and quality. The initiative establishes partnerships between developers and growers, while helping growers meet GACP standards using the consortium’s technology platform and other resources.

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**INSTITUTIONAL LINKS AND CONNECTIVITY**

The two sides have begun talks to formulate plans on promoting overseas expansions for small to medium-sized enterprises, cross-border electronic commerce, as well as fostering new start-up ventures.

The two agencies are also comparing notes on their respective national trade internet portals — TAITRA’s TaiwanTrade and KOTRA’s BuyKorea.

In addition, TAITRA and KOTRA are working toward promoting international exchanges between start-up companies by encouraging them to attend trade exhibitions abroad, such as South Korea’s Global Mobile Vision conference, and Taiwan’s InnoVex at the annual Computex Taipei trade show, which both focus on start-ups.

TAITRA’s efforts in aligning with third countries include collaborations with the Japan External Trade Organization (JETRO) to improve market analysis and intelligence sharing on Southeast Asian markets. Together, the two sides have showcased halal-certified products at the 2017 FOODEX Japan food and beverage trade show in Tokyo to cater to the needs of Asia’s vast Muslim communities.

While Japanese companies have deeper experience in investing in Thailand, they could benefit from the help of the 25,000 Taiwanese companies already operating in the ASEAN region in tackling the challenges presented by expanding in Asia, which include rising costs, difficulties with materials procurement, and developing new client bases, by pooling resources such as networks and marketing.

According to JETRO, more than 60 percent of Japanese companies operating in the region have indicated a high level of interest in working with Taiwanese firms.

**Links Between Health Regulators**

Taiwan has a highly developed biotechnology sector, with many major drug makers having attained certification under the internationally recognized Pharmaceutical Inspection Convention and Pharmaceutical Inspection Co-operation Scheme (PIC/S) standard since 2013.
The flagship projects aim to capitalize on Taiwan’s soft power, particularly in healthcare, education, human resources development, technological innovation, agriculture, and disaster preparedness.

**Conclusion**

Taiwan has made considerable headway in building relationships with New Southbound Policy partner countries since President Tsai Ing-wen (蔡英文) unveiled the initiative in 2016. Countries in the region and elsewhere have welcomed the policy and expressed interest in coming on board.

The policy is not an attempt to make a political statement in the region and has nothing to do with mainland China’s “Belt and Road” initiative; it is geared toward building long-term strategic relationships with partner countries on a mutually beneficial basis, and represents an important part of the government’s effort to shift Taiwan’s economy to a more balanced and sustainable model.

Taiwan’s heavy dependence on a few sectors and thin-margin business is being challenged by the rise of emerging markets and constant changes in consumer taste.

“The New Southbound Policy can grow hand-in-hand with the government’s pursuit of a new economic model for Taiwan as the supply of intermediate goods and services is becoming unsustainable due to thin profit margins and the increasing shift of consumer focus on technology software,” Taiwan Institute of Economic Research Vice President Chiou Jiunn-rong (邱俊榮) said.

The Taipei-based think tank calls for a focus on India and Indonesia to capitalize on their vast populations and booming economies.

**Mutual interests**

About 25,000 Taiwanese firms have established a presence in ASEAN markets, but only 90 are in India, suggesting ample room for growth in South Asia, said James Huang (黃志芳),

Today, 900 million Indians use mobile phones, but only 250 million of these are smartphones, presenting huge and immediate business potential for Taiwanese smartphone vendors, India-Taipei Association Director-General Sridharan Madhusudhanan said.

“This Taiwan and India can join forces in tapping e-commerce and Internet of Things (IoT) business,” Chou says. Software applications are dominating the IoT era, explaining the huge success of Facebook Inc and Alphabet Inc’s Google.

India has the world’s largest pool of software talent, and Hon Hai Precision Industry Co (鴻海精密) and Pegatron Corp ( Pegatron) have announced plans to set up plants in India to better serve their customers there.

Currently, Taiwanese companies with investment in India include Cheng Shin Rubber Industry Co (建大輪胎), CTCI Corp ( 中鼎工程), Delta Electronics Inc (台達電), HTC Corp (宏達電), Feng Tay Enterprise Co (豐泰鞋業), Asustek Computer Inc (華碩), China Steel Corp (中鋼) and MediaTek Inc (聯發科).

Cheng Shin Rubber, a Taiwanese tire maker which sells its products under the Maxxis brand, has received orders filled up to 2019.

India is courting foreign companies to set up production bases in its rural regions by offering generous incentives.

In addition, Taiwan could compete for contracts to upgrade Indonesia’s railway and highway systems, expand its port capacity and enhance other infrastructure.

Similarly, Thailand and Malaysia have sought to attract foreign investment by providing tax exemptions.

In Thailand, participation in government projects related to advanced technology and infrastructure enjoys full tax exemptions for five to eight years, in addition to duty-free imports for procurement of machinery and equipment.

Thailand’s Board of Investment offers companies income tax exemption for up to 13 years and duty exemption on imported goods for research and development purposes.
Biotechnology
Taiwan has a highly developed biotechnology sector, with all pharmaceutical manufacturers being in compliance with international standards. Since becoming a member of the Pharmaceutical Inspection Co-operation Scheme (PIC/S), Taiwan’s regulatory framework of manufacturing medicinal products, including legislation, GMP standards, inspection resources and quality management systems, has been accredited by the PIC/S as complying with international standards and norms. The GMP certificates and inspection results issued by the Taiwan Food and Drug Administration (TFDA) can be recognized by fellow members, including Malaysia, Singapore, etc.

The Taiwanese authorities are also seeking to promote exports from Taiwan’s orthopaedic and dental implant makers based in the Southern Taiwan Science Park by lending support to their global reach.

Five Flagship Projects
The government has mapped out five flagship projects that build on Taiwan’s strengths as the next focus of the New Southbound Policy: the joint cultivation of talent to bolster industry and business in the region; medical and public health cooperation and the development of industrial chains; the development of innovation-based industries; institutional agricultural cooperation and agribusiness ventures; and the organization of New Southbound Policy forums and regional youth exchange platforms.

The flagship projects aim to capitalize on Taiwan’s soft power, particularly in healthcare, education, human resources development, technological innovation, agriculture, and disaster preparedness. They seek to share Taiwan’s experience in areas that fulfill the needs of New Southbound Policy partner countries and contribute to the development and well-being of people across the region, as well as foster a sense of community.

Government agencies concentrate and coordinate their efforts and resources on advancing the projects so that they can expand Taiwan’s market presence in the region, generate new business opportunities, and deepen ties with New Southbound Policy partner countries. Policy makers are working with the private sector in creating a business-friendly environment, while promotions are being carried out under the principles of nurturing mutual interests and reciprocity. Diplomatic agencies and trade offices in the region have been primed to join the coordination and integration efforts.

Financial and economic authorities are meanwhile pursuing strategic partnership dialogues with New Southbound Policy countries and negotiating investment protection agreements and favorable taxation terms. For countries where trade agreements are already in place, the Taiwanese authorities are seeking to update their contents to help Taiwanese firms minimize investment risks and operational overheads.

The government has also identified three potential business fields linked to the New Southbound Policy: public construction projects, tourism, and cross-border e-commerce. Policy makers are coming up with concrete plans to help Taiwanese firms capitalize on business potential and improve connectivity with the partner countries.

The five flagship projects and three potential business fields are geared toward team efforts from local administrations, the legislature, political parties, industrial players, academic institutes, non-governmental organizations, and civic groups. The public can also make contributions, which will give the New Southbound Policy a deeper dimension, more diversity and enhanced vigour.

Appendix
A. Guidelines for the New Southbound Policy
B. New Southbound Policy Working Plan
C. New Visa Regulations
   Between Taiwan and the 18 countries of the New Southbound Policy
D. Mutual Visa Requirements
   Between Taiwan and the 18 countries of the New Southbound Policy
E. Contact Details
F. Scholarships and Financial Support
A. GUIDELINES FOR THE NEW SOUTHBOUND POLICY

The New Southbound Policy is a crucial part of Taiwan’s economic and trade strategy, which aims to redefine Taiwan’s important role in Asia’s development, identify a new direction and a new driving force for a new stage of economic development to create future value. In September 2016, President Tsai Ing-wen convened a meeting on international economic and trade strategy on August 16, 2016. During the meeting, participants approved the adoption of policy guidelines for the New Southbound Policy. The guidelines clearly set forth the guiding principles of the New Southbound Policy and its short-, medium-, and long-term development. They will also guide action and serve as a framework for implementation. These guidelines will shape the direction of government undertakings, coalesce resources and forces in our society, and make it clear to the international community (especially the nations of ASEAN and South Asia) that Taiwan has bona fide intentions to push forward with cooperation projects and to engage in talks and dialogue, in order to lay a solid foundation for implementing the New Southbound Policy across the board.

The following is a translation of the full text of the guidelines for the New Southbound Policy:

The New Southbound Policy is a crucial part of Taiwan’s economic and trade strategy. As an important member of both Asia and the Asia-Pacific region, Taiwan must respond to changing global conditions and the trend toward regional integration by making appropriate adjustments. The New Southbound Policy has been adopted in order to identify a new direction and a new driving force for a new stage of Taiwan’s economic development, to redefine Taiwan’s important role in Asia’s development, and to create future value. At the same time, via this policy, our government hopes to start up wide-ranging negotiation and dialogue with the nations of ASEAN and South Asia, as well as New Zealand and Australia, with an eye to establishing close cooperation and together achieving regional development and prosperity.

A. Key goals of the New Southbound Policy

1. Overall and long-term goals
   (1) Foster links between Taiwan and the nations of ASEAN and South Asia as well as New Zealand and Australia in the areas of economic and trade relations, science and technology, and culture; share resources, talent, and markets; and create a new cooperation mode that seeks mutual benefits and win-win situations. By these undertakings, we seek to forge a "sense of economic community." (2) Establish mechanisms for wide-ranging negotiation and dialogue; form a consensus, for cooperation with the nations of ASEAN and South Asia as well as New Zealand and Australia; effectively resolve related problems and disagreements; and gradually build up mutual trust and a sense of community.

2. Short- to mid-term goals
   (1) Use a combination of national will, policy incentives, and business opportunities to spur and expand bilateral exchanges in the areas of economic and trade relations, investment, tourism, culture, and talent. (2) In support of a New Model for Economic Development, encourage industry to adopt a New Southbound strategy in planning their next moves. (3) Cultivate more people with the skills needed to support the New Southbound Policy, thereby resolving a developmental bottleneck. (4) Expand bilateral and bilateral negotiation and dialogue to enhance economic cooperation and resolve disputes and disagreements.

B. Implementation principles for the New Southbound Policy

1. Settle in for the long haul, forge a sense of economic community

Taiwan already has a strong foundation and favorable conditions for implementation of the New Southbound Policy, but we know from experience and actual circumstances that we cannot expect to achieve instant success, for the road ahead is full of challenges. We must take a long-term and far-sighted view, not just in terms of economic and cultural cooperation, but in building a new model for economic development. We must establish strategic partnerships with the nations of ASEAN and South Asia as well as New Zealand and Australia, and gradually forge a sense of economic community. That is how we will bolster our capabilities and overcome a wide variety of difficulties and bottlenecks.

2. Properly define Taiwan’s future role in regional development

Taiwan’s role in the development of economic cooperation projects will be in line with our comparative advantages — outward-looking strategy and strength in contract manufacturing. This earned Taiwan a place in global supply chains and, within a key role as a provider of capital and technology and an integrator of resources. Faced with a reshuffling of global supply chains and the rise of emerging economies, Taiwan must redefine its role in the process of regional development. We intend to further strengthen Taiwan’s economic and technical cooperation with the nations of ASEAN and South Asia as well as New Zealand and Australia, and gradually forge a sense of economic community. That is how we will bolster our capabilities and overcome a wide variety of difficulties and bottlenecks.

3. Pursue a strategy of four key links

(1) Soft power links
Countries throughout the world expend great efforts to maintain good ties with the nations of ASEAN and South Asia as well as New Zealand and Australia. Taiwan’s main strengths, meanwhile, lie in its soft power in areas such as technology, people and culture. Taiwan should pay especially close attention to soft power as a core aspect of its strategy to link up with other countries. We need to take advantage of Taiwan’s broad experience in medical care, education, technology, and cultural content. At the same time, we will do our best to support small and medium enterprises in the overseas multilateral and bilateral cooperation with the nations of ASEAN and South Asia as well as New Zealand and Australia.

(2) Supply chain links
In the area of trade and investment, there is a high degree of complementarity between Taiwan and the nations of ASEAN and South Asia as well as New Zealand and Australia. Due to the impact of structural factors, however, some industries in recent years have stopped growing or even gone into decline. To spur trade and investment, we need to first deal with supply chain integration. This integration is needed in such sectors as information and communications technology, agro-processing, energy and petrochemicals, new agriculture, and financial services. Division of labour and cooperation in next-generation industries and international trade is another area where we need to act early to put the pieces in place, starting with the five major innovative industries, so as to leave ourselves room for multilateral participation and cooperation. Cooperation involving small and medium enterprises should also be included as a key focal point of cooperation.

(3) Linking regional markets
The nations of ASEAN and South Asia as well as New Zealand and Australia are spread out across a vast region, and there are pronounced differences among them in terms of level of development, culture, customs, and legal systems. To boost two-way investment and trade and spur more vigorous economic cooperation, we must strengthen linkages among different markets within the region. Accordingly, investing in soft and hard infrastructure and fostering links with regional markets are key to cooperation with the nations of ASEAN and South Asia as well as New Zealand and Australia, and offer immense business opportunities. Taiwan will need to make an active effort, using the resources at its disposal, to take part in the building of infrastructure in the aforementioned areas. We will also have to capitalize on Taiwan’s technical edge in ICT software to promote online links with the nations of ASEAN and South Asia as well as New Zealand and Australia. In addition, we must act at the same time to adjust our legislation in order to expand links with regional markets.

(4) People-to-people links
Travel and tourism are the core of people-to-people ties, and a catalyst for intercultural exchange and fusion. If we are to establish close ties with the nations of ASEAN and South Asia as well as New Zealand and Australia, promoting people-to-people links is a key task. We should use tourism and cultural resources to promote two-way ties and exchanges, thereby implementing a people-centred New Southbound spirit.

4. Cultivate more people with the skills needed to support the New Southbound Policy

Overcoming a shortage of people with relevant skill sets is key to the success of the New Southbound Policy. We need to cultivate long-term talents and turn out increased numbers of short-term talent so there will be a deeper labour pool to support the New Southbound Policy. The government must invest more resources. It must provide technical and vocational education, stimulate industrial development, and cultivate more “New Southbound personnel” in order to provide companies with the long- and short-term personnel they need. The government must also encourage immigrants to get involved in the “New Southbound” undertaking, and mainstream language instruction to cultivate personnel with expertise in languages relevant to the New Southbound Policy.

5. Pursue institutionalized bilateral and multilateral cooperation

We have consistently pursued the goals of promoting institutionalized economic cooperation with our major trading partners and taking part in the process of regional economic governance. We intend to continue working to sign bilateral investment and taxation agreements with the nations of ASEAN and South Asia as well as New Zealand and Australia, and should actively seek to sign economic cooperation agreements or enter into economic cooperation projects with our major trading partners. Doing so will build up a stronger foundation and momentum for our efforts to join the Trans-Pacific Partnership (TPP) and the Regional Comprehensive Economic Partnership (RCEP).

6. Formulate a comprehensive set of coordinated measures and effective risk controls

If the New Southbound Policy is to endure, we need to engage in comprehensive efforts. Government agencies must play their proper roles by planning out the establishment of comprehensive sets of coordinated measures, including deregulation and simplifications of procedures, movement of people, goods, and money. We need to provide convenient financing channels, technical support, and plentiful information, and complement these efforts with foreign aid to support implementation of the New Southbound Policy. On another front, we also need to take risk management seriously and be fully aware of the possible political and economic risks associated with the New Southbound Policy. In pursuing links and cooperation with other countries, we need to adopt plans that are appropriate given local political realities and conditions within local Taiwanese expatriate communities. At the same time, we need to establish early warning and response mechanisms for major incidents in order to effectively control risks.
7. Participate actively in international cooperation
The nations of ASEAN and South Asia are important emerging economies. The United States, Japan, and mainland China all have proactive strategies for developing relations with them, and international organizations such as the World Bank and the Asian Development Bank have all extended resources to assist with regional development. Taiwan should take an active part in international cooperation and establish strategic alliances with friendly countries and together with these countries foster links with the nations of ASEAN and South Asia.

8. Comprehensively enhance mechanisms for talks and dialogue
Pursuing the New Southbound Policy and engaging in wide-ranging communication and dialogue with the nations of ASEAN and South Asia as well as New Zealand and Australia are very important tasks. Taiwan should comprehensively enhance mechanisms for negotiation and dialogue. With the office for international economic and trade negotiations to be established under the auspices of the Executive Yuan, we will further strengthen the international negotiating capabilities of the Ministry of Foreign Affairs, the Ministry of Economic Affairs, and similar agencies, so that we can engage in multi-level and comprehensive negotiations and dialogue with the nations of ASEAN and South Asia as well as New Zealand and Australia aimed at eliminating barriers and impediments rooted in systems and policies.

9. Good-faith cross-strait interactions and cooperation
The two sides of the Taiwan Strait both bear a great responsibility for regional peace and development, and share numerous common interests. In seeking economic cooperation with the nations of ASEAN and South Asia as well as New Zealand and Australia, the two sides each have different resources and advantages. By working together we can multiply our strengths. Therefore, we do not rule out the possibility of engaging in negotiation and dialogue with the other side of the Strait on related matters at opportune moments, so that the New Southbound Policy and cross-strait relations can be mutually reinforcing undertakings, and the two sides can together set a model for regional cooperation.

10. Make good use of private-sector organizations and vitality
The New Southbound Policy has to be thoroughly implemented in all aspects of private-sector exchanges, so it is necessary to make good use of private-sector organizations such as academic, research, religious, cultural, artistic, industrial and commercial groups, as well as associations of Taiwan-invested enterprises and NGOs. We need to encourage and help them to take part in New Southbound Policy endeavours so that private-sector firms can bring their energy fully into play and form a vanguard in implementation of the New Southbound Policy.

C. Framework for implementation of the New Southbound Policy

1. Division of labour among government agencies
The New Southbound Policy is very broad in its impact. The Office of the President, National Security Council, Executive Yuan, and related Cabinet agencies need to adopt policy guidelines addressing their own areas of responsibility. They need to promote related projects and programs, including flagship programs in different fields, and undertake the relevant work with clear plans, procedures and priorities.

2. Establishing a mechanism for liaison with elected officials and local governments
To fully launch and implement the New Southbound Policy requires the support of elected officials and participation of local governments. For this reason, the central government must establish a mechanism for coordination and liaison with the Legislative Yuan and local governments, in order to consolidate collective strengths in support of the New Southbound Policy, so that it will yield positive results for the country.

B. NEW SOUTHBOUND POLICY WORKING PLAN

Introduction
The global and domestic circumstances of Taiwan’s economy have undergone rapid changes in recent years. In the global economy, mainland China is facing many obstacles following three decades of rapid economic development, such as industrial structural transformation, adjustments in laws and institutions, a sharp increase in production costs, and a slowdown in economic growth. Meanwhile, the economies of Southeast and South Asia are facing the pressure of high-cost production, severe competition, lack of purchasing power. These countries also actively participate in regional economic integration to maximize their firms’ competitiveness, creating greater business opportunities.

This region emerged as a bright spot of global economic growth. Currently, the total GDP of the Association of Southeast Asian Nations (ASEAN), which have a combined population of approximately 620 million, has reached US$2.4 trillion. The six South Asian countries (India, Pakistan, Bangladesh, Sri Lanka, Nepal, and Bhutan) have a total population of nearly 1.7 billion and a GDP of US$2.7 trillion. According to Global Insight forecasts, the average annual economic growth rates for the ASEAN and South Asia countries will reach 4.9% and 7.4%, respectively, over the next five years (2017-2021), which is notably higher than the global average of 3.1%. Following this economic growth, a new middle class with remarkable salary, talents, and marked economic growth will gradually emerge in these countries, forming markets full of business opportunities.

Domestically, Taiwan is entering a critical period of industrial transformation and structural adjustment, in which wage growth has stagnated, talented people are in short supply, and economic growth is decelerating. Although Taiwan has previously maintained trade and economic relations with many emerging markets in Asia, most of these relations are based on export processing and related investment, not on the local markets themselves. Moreover, the majority of these export items are manufactured goods with little value added. Due to Taiwan’s difficulties in participating in regional economic integration, these products are greatly affected by tariffs and trade barriers, and Taiwanese companies face severe competition. These problems are hindering Taiwan’s export and economic growth. Taiwan also has a high concentration of trade and outbound investment in mainland China, which poses potential risks to Taiwan’s economy and security.

Under these new circumstances, Taiwan’s strategy for economic and foreign relations in the Asia-Pacific region is to engage in structural adjustment to promote growth and support the transformation of domestic industries. In this context, President Tsai Ing-wen (蔡英文) in her inaugural speech on May 20, 2016, highlighted the importance of promoting the New Southbound Policy to improve Taiwan’s stance and versatility in the international economy, stating that Taiwan should step away from relying on a single market, and re-establish ties with the rest of Asia.

On August 16, 2016, President Tsai convened a meeting on international economic and trade strategy, formally adopting the Guidelines for the New Southbound Policy. She positioned the New Southbound Policy as a key component of Taiwan’s overall international economic and trade strategy, asserting that Taiwan should seek out new directions and capacities for a new stage of economic development, and redefine Taiwan’s position in the development of Asia to create value for the future. In response, the Executive Yuan introduced the New Southbound Policy Promotion Plan on September 5 of that year, and consequently directed the Office of Trade Negotiations to coordinate all tasks concerning the New Southbound Policy. The guidelines elucidate the vision and short- to mid-term goals of the New Southbound Policy. One of these goals entails creating a new model of mutually beneficial cooperation between Taiwan and these 18 countries, by promoting links in trade, technology, and culture, as well as by sharing resources, talent, and markets. Another goal is to establish extensive negotiation and dialogue channels to form a consensus for cooperation with countries included in the New Southbound Policy and effectively resolve relevant problems and disagreements, thereby gradually building mutual trust and ultimately forging a sense of economic community.

By achieving these goals, Taiwan will partner with New Southbound Policy target countries to pursue economic prosperity, talent and resource sharing, quality-of-life innovation, and international connection and reciprocity. Therefore, the New Southbound Policy will follow the core ideas of “Settling in for the long haul, comprehensive engagement, and two-way reciprocity.” It will also integrate the resources and efforts of various ministries, local governments, and the private sector to achieve the four objectives of economic and trade cooperation, talent exchange, resource sharing, and regional integration. Moreover, the policy will focus on lateral connections with countries included in the New Southbound Policy, to create a new and mutually beneficial model of cooperation and economic community.

It is against this background that the policy pursues four main tasks: In promoting economic and trade cooperation, it aims to facilitate Taiwanese firms moving beyond the original equipment manufacturer (OEM) production model, connecting with industries in the New Southbound Policy area; enhance cooperation among industries and in infrastructure projects; and export integrated systems services. In terms of talent exchange, the policy aims to adopt a people-centred, two-way exchange strategy while balancing the needs of Taiwan and countries in the New Southbound Policy area. It is not geared toward attracting foreign workers, but rather the bilateral fostering of talent, thereby enhancing the complementarities and cooperation of human resources. In resource sharing, the policy aims to maximize the soft power advantages of Taiwan’s medical, cultural, tourism, technology, and agriculture industries, and use them as stepping stone to establishing and reinforcing relations with New Southbound Policy target countries, thereby creating bilateral or multilateral cooperation opportunities. In regional integration, the policy aims to promote bilateral or multilateral institutionalized cooperation, to elevate the level of negotiations and dialogue between Taiwan and these countries. Moreover, it relies on international cooperation to establish Taiwan’s partnership with these countries.
Overall, the New Southbound Policy is a component of Taiwan's comprehensive economic and foreign relations strategy to keep abreast of current international and domestic trends. The policy aims not only to diversify trade and economic risks but also to seek market opportunities, identify new driving forces for Taiwan's economy, and redefine Taiwan's role in the international supply chain. Through meaningful participation in international communities, Taiwan intends to help achieve regional peace and prosperity.

1. Economic and Trade Cooperation

1.1. Policy Orientation

Taiwan has long-standing and strong economic and trade relations with a number of Southeast Asian countries. However, these countries generally serve as production bases for OEM processing, export trade or investment, focusing less on domestic markets. In contrast, many Southeast Asian and South Asian economies have invested in Taiwan, seeking to gain surplus production power. These advancements, coupled with the rise of a new middle class, have created domestic markets with immense business potential, emerging as the new focus of global growth.

To enable Taiwanese businesses to reap the benefits brought about by the growth of Southeast Asian and South Asian economies, the New Southbound Policy aims to combine seven major fields—namely green transportation, green energy and the economies of countries included in the New Southbound Policy—using the markets of the New Southbound countries to expand domestic markets.

From the perspective of foreign investment motivation, Taiwanese businesses should shift from defensive, cost-centered investment strategies to expansive, market-centered strategies. From a strategic perspective, they should shift from processing and manufacturing operations to create own-brand and distribution chains. From a mode of operations perspective, they should shift from a one-product-fits-all production and sales model to one that manufactures and markets products suited to different markets. Moreover, businesses should enhance the added value of their products and services, such as converting single-item products or services into software-based integrated systems and package plant export.

In the context of the development of local spending and infrastructure as well as the demand for industrial transition, the economic and trade cooperation between Taiwan and New Southbound Policy target countries can be initiated by supporting the integration of industry value chains, domestic market connections, infrastructure construction cooperation, and strengthening competitiveness in order to create value in the New Southbound economies.

Medium-to-high-income urban consumers should be selected as the target customers in formulating customized marketing strategies that utilize cross-border e-commerce and physical distribution channels to overcome marketing obstacles and promote the mutual prosperity of Taiwan and South Asia's economies. Moreover, Taiwanese businesses should establish domestic and international teams to provide comprehensive services and support for exchange platforms and activities, and sign at least one cooperation agreement or memorandum each year.

1.2. Policy Objectives

1.2.1. Economic and Trade Cooperation

1.2.1.1. Economic and Trade Cooperation

1. To understand the industrial development conditions, industrial development demands, and opportunities for reciprocal cooperation in New Southbound Policy target countries, establish bilateral dialogue through the involvement of industry associations and corporate bodies, and promote industry cooperation that profits both parties.

2. To review and adjust existing trade expansion activities, enhance their effectiveness, and ensure cost-effectiveness; utilize and innovate competitive Taiwanese products and services (e.g., agricultural products) to expand marketing activities into the domestic markets of countries included in the New Southbound Policy.

3. To organize exhibitions in major cities to promote the image and products of Taiwan and几个New Southbound Policy target countries.

4. To provide sufficient information on industry, investment, trade, and tax laws and regulations in New Southbound Policy target countries to Taiwanese enterprises, and to provide necessary risk management assistance and guidance to enterprises.

5. To utilize organizational and collective efforts in securing consultation and advisory services or providing consultation and advisory services to enterprises.

6. To increase the capital and funding for the Import-Export Bank of the ROC and overseas trusts, provide adequate funds (e.g., financing, bonds, securities, and buyer's credit) to businesses for expanding into overseas markets by utilizing the resources of commercial and government-run banks, as well as encouraging Taiwanese banks to establish branches in countries included in the New Southbound Policy to provide local services to Taiwanese enterprises.

1.3. Operational Guidelines and Specifications

The newly passed or added operational guidelines and projects for 2017 are as follows:

1.3.1. Industry Cooperation and Trade/Economic Expansion

1. Promote cross-industry cooperation: This aims to prioritize think tanks and research teams to promote national and industrial development features, and clearly assess cooperation regions and methods, thereby establishing and reinforcing long-term and stable industrial links, promoting two-way industry associations and positive exchanges between the two sides.

2. Enhance the assurance function of overseas trusts and funds: This aims to provide assistance to local e-commerce providers to expand into ASEAN and other South Asia markets and cooperate with local businesses to operate domestically. Assistance will also be provided to e-commerce providers such as PChome, Momol and Uotix in seeking out local distributors or support providers in establishing local and small-scale fast flow service systems and reinforcing local competitiveness. Moreover, local business will be aided in international trade through the provision of investment guarantee platforms and enhancing the popularity and circulation of key products, thereby ensuring the integrity of the cross-border operation ecosystems in ASEAN and South Asia.

3. This goal is to get no fewer than 3,000 products from 200 Taiwanese brands on shelves per year.

1.3.2. Infrastructure Construction Cooperation and Systems Integration Exports

1. Promoting infrastructure construction cooperation: This aims to combine five major fields, namely Electronic Toll Collection (ETC), Mass Rapid Transit (MRT), systems, environmental engineering, power plants, and petrochemical plants, with domestic businesses to establish an export team. The team aims to provide consultation and advisory services and construction export in New Southbound Policy target countries. The team will establish a construction globalization platform and related meetings to coordinate and overcome the challenges which the construction industry’s offshore operations face. The goal is to secure at least one consultation and advisory contract for international ETC, at least one consultation and advisory contract for MRT maintenance and electronic ticketing, at least one overseas construction or expansion contract concerning environmental protection or resource mining, at least one contract for the construction of a power plant, and at least one contract for the construction of a petrochemical plant.

2. Enhancing the assurance function of overseas trusts and funds: This aims to promote the dispersion of Taiwan’s major industries, namely green transportation, smart logistics, smart healthcare, smart campus technology, e-government, light-emitting diode (LED) technology, and cloud systems—potential businesses to establish an export team. The goal is to secure at least five contracts in New Southbound Policy target countries, establish four industry alliances for information and communication, engineering, security control, and green energy, and establish three teams to secure government procurement contracts in New Southbound Policy countries.

1.3.3. Financial Support

1. Augmenting the financial functions of the Import-Export Bank of the ROC: This aims to gradually increase relevant capital to NT$1.2 billion by 2018. The already-established Export Loan Platform for the Systems, Finishing Plant, and Construction Industries will be combined with the financial resources of government projects to support, provide the financing services offered to enterprises, provide discount financing and assurance conditions, upgrade insurance premiums, and provide discounts for buyer credit fees. The goal is to secure an annual approval rate of 4.95% from the Import-Export Bank to achieve an annual assurance growth of 2% and NT$85 million in asset growth.

2. Enhancing the assurance function of overseas trusts and funds: This aims to expand funds and project finance assurances in Southeast Asia to include New Southbound countries. The goal is to increase the limit for each project to NT$25 million, achieve an annual assurance growth of 6% for offshore credit guarantee funds.

3. Increasing the number of offshore branches of Taiwanese banks: This aims to provide assistance to local banks to establish three offshore branches in New Southbound Policy target countries. The goal is to approve the establishment of three offshore branches each year.

1.3.4. Project Expansion

1. Promoting infrastructure construction cooperation: This aims to combine five major fields, namely Electronic Toll Collection (ETC), Mass Rapid Transit (MRT), systems, environmental engineering, power plants, and petrochemical plants, with domestic businesses to establish an export team. The team aims to provide consultation and advisory services and construction export in New Southbound Policy target countries. The team will establish a construction globalization platform and related meetings to coordinate and overcome the challenges which the construction industry’s offshore operations face. The goal is to secure at least one consultation and advisory contract for international ETC, at least one consultation and advisory contract for MRT maintenance and electronic ticketing, at least one overseas construction or expansion contract concerning environmental protection or resource mining, at least one contract for the construction of a power plant, and at least one contract for the construction of a petrochemical plant.

2. Enhancing the assurance function of overseas trusts and funds: This aims to expand funds and project finance assurances in Southeast Asia to include New Southbound countries. The goal is to increase the limit for each project to NT$25 million, achieve an annual assurance growth of 6% for offshore credit guarantee funds.
2. Talent Exchange

2.1. Policy Orientation

Based on geography, the overseas Taiwanese community, and industry development policies, Taiwan’s talent exchanges with ASEAN and South Asian countries have been largely unidirectional. Seldom are these exchanges bilateral. To satisfy the demands of both parties, a people-centred, two-way exchange strategy will be implemented to reinforce education, industrial talent exchange, and supplantation and cooperation between the talent resources of Taiwan and those in ASEAN and South Asian countries. The talent exchange objective of the New Southbound Policy transcends the previous narrow conventional model. Instead, the policy aims to attract blue-collar workers from the New Southbound countries to satisfy the demands of and promote growth in all countries (for blue- and white-collar workers alike). The policy focuses on two-way exchange to develop lifelong learning plans and environmental measures for talent in both countries. The policy aims to enhance the quality of talent in New Southbound countries, but also to foster more intensive platforms for enterprises in Taiwan, increasing employment and income in Taiwan as well as the New Southbound countries, thereby promoting mutually beneficial relationships.

The success factor of the New Southbound Policy is that it eliminates the talent shortage bottleneck in these countries. By satisfying the demand of training and fostering long-term talents, New Southbound countries can develop robust talent pools. There are currently about 590,000 blue-collar workers and 150,000 foreign spouses in Taiwan. These are human resources who should be fully utilized to develop talent in order to manage New Southbound markets and serve as a bridge between Taiwan and the New Southbound countries. Moreover, the policy aims to foster second-generation immigrants in Taiwan to become the candidates to actuate the New Southbound Policy.

In addition, in order to satisfy the demands of industries in Taiwan, Southeast Asia, and South Asia, the policy aims to utilize the technical advantages of Taiwan to invest in professional talent cultivation and skills training in Southeast Asia and South Asia, including two-way student exchanges, two-way education collaboration, and generalized language training, thereby fostering short- and long-term talents who meet industry requirements.

2.2. Policy Objectives

(1) To provide training to students in New Southbound countries in the areas of Taiwanese experience, technical practices, and communication, thereby increasing acceptance towards the higher education and technical training quality of Taiwan, and to foster associations through the efforts of Taiwanese associations.

(2) To provide training to students in Taiwan in the areas of economics and trade management, cultural understanding, and ASEAN languages, thereby reinforcing their understanding and acknowledgement of New Southbound countries and fostering talent with an understanding of regional economics and trade as well as relevant laws and regulations.

(3) To form partnerships in cultivating domestic professionals, increasing the resources in New Southbound enterprises, developing key industries, and enhancing competitiveness.

(4) To make foreign workers and international students into suitable candidates to promote industrial development in Taiwan and Southeast Asia, thereby creating a mutually beneficial situation.

(5) To encourage the involvement of Southeast Asian immigrants and urge them to promote their culture, thereby exploiting cultural exchanges and strengthening ties between Taiwan and New Southbound countries.

2.3. Operational Guidelines and Specifications

The newly ratified or promoted operational guidelines and specification for 2017 are as follows:

2.3.1. Talent Cultivation

(1) Integrating student and professional scholarships to attract international students: This objective aims to integrate and increase Taiwanese scholarships, Taiwanese language scholarships, short-term research scholarships, government scholarships, the Southern Sunshine Scholarship, and the TEER scholarships to attract outstanding international students to New Southbound countries. The grant is to increase the number of international students being trained in Taiwan as well as to increase the number of Taipei-based international students. Moreover, the policy details the utilization of Taiwan’s advantages in medicine, technology, and agriculture to enhance the quality and convenience of life in the New Southbound countries.

The Taiwanese government will assess the needs of the New Southbound countries and integrate the resources of various government departments, local governments, and private enterprises and organizations to share its experience in the fields of medicine and public health, agricultural technology, and technology development with the New Southbound countries to create bilateral or multilateral cooperation. The policy further aims to reinforce the interpersonal relationships between Taiwan and New Southbound countries through joint research and cultural exchanges, thereby creating mutually beneficial partnerships with the New Southbound countries.

2.3.2 Industry/Labour Cooperation

(1) Organizing academic-industry cooperation (AIC) and technical training courses: This objective aims to arrange AIC courses (degree courses), short-term technical training courses (non-degree courses), and short-term professional technical training courses (non-degree courses) for international students from the New Southbound countries. The goal is to train 1,600, 200, and 200 students in the respective courses by the end of 2017.

(2) Subsidizing internship programs: The goal is to provide subsidies to 500 Taiwanese trainees and interns in Taiwanese companies or multinational corporations in ASEAN and South Asia countries in the fields of commerce, engineering, management, and education in 2017, as well as scholarships to 120 Taiwanese international trade students interning in companies or institutions in Malaysia, Thailand, Myanmar, Vietnam, the Philippines, Indonesia, and India.

(3) Attracting experienced foreign technical professionals: This objective is aimed at planning and establishing an assignment system for experienced foreign technical professionals and increasing the assessments of developing industries in the Government Cooperation Policy in order to encourage Taiwanese vendors in New Southbound countries to continue operating in Taiwan or expand overseas. The goal is to task the Consultative Group on Transnational Workforce Policy in formulating an assessment system for experienced foreign technical professionals in Taiwan in 2017.

(4) Establishing a business and recruitment information platform for Taiwanese vendors: The goal is to complete the establishment and activation of a business and recruitment information platform for Taiwanese vendors in 2017. The platform will serve as a search engine for foreign workers in Taiwan, enabling them to seek further employment with Taiwanese vendors in New Southbound countries once their work contracts have expired.

2.3.3. Immigrant Training

(1) Fostering second-generation immigrants: This objective aims to organize the Southeast Asian Language and Industry Credit Program for second-generation immigrants and provide them with internship opportunities. In addition, exchange programs for members of the Southeast Asian Immigrant International Study Camp, subsidization for second-generation immigrants to learn more about the key fields and languages of ASEAN and South Asian countries, and post-graduation employment consultation will be provided. The goal is to foster 20 students and encourage no fewer than 200 children of immigrants to travel to their parents’ original countries during summer and winter vacations in 2017.

(2) Fostering industry and technical careers: This objective aims to assist immigrants in becoming docents for providing Southeast Asian language services and promoting language and cultural experience activities. The goal is to foster no fewer than 20 immigrants from four countries (Vietnam, Indonesia, Myanmar, and Thailand) to become service docents, serving no fewer than 300 people in 2017.

3. Resource Sharing

3.1. Policy Orientation

To create a new development model for Taiwan’s economy and enhance the configuration and diversity of Taiwan’s international economics and trade, it is essential that cooperation with the New Southbound countries be reinforced. Without diplomatic ties with ASEAN countries, South Asian countries, New Zealand, and Australia, Taiwan must utilize its soft power advantage and seek regional economic and trade cooperation. With the establishment of the New Southbound Policy, the policy details the utilization of Taiwan’s advantages in medicine, technology, and agriculture to enhance the quality and convenience of life in the New Southbound countries.

The Taiwanese government will assess the needs of the New Southbound countries and integrate the resources of various government departments, local governments, and private enterprises and organizations to share its experience in the fields of medicine and public health, agricultural technology, and technology development with the New Southbound countries to create bilateral or multilateral cooperation. The policy further aims to reinforce the interpersonal relationships between Taiwan and New Southbound countries through joint research and cultural exchanges, thereby creating mutually beneficial partnerships with the New Southbound countries.

3.2. Policy Objectives

(1) Medicine: To promote cooperation with the New Southbound countries in terms of medicine, public health, and epidemic prevention, exchange medical and cooperation between medical institutions and organizations of both sides in the fields of medicine or instrument development, foster medical personnel in the New Southbound countries; provide medical services and resources in the New Southbound countries, and assist ASEAN and South Asian countries in epidemic surveys and prevention.

(2) Tourism: To lift visa restrictions and enhance the convenience of visiting Taiwan; extensively uncovering new customers by broadly marketing Taiwan through Taiwanese support groups; foster tourism professionals to help them improve the tourism environment; and maximize the cultural resources of indigenous peoples to promote tribal tours.
An introductory guide to Taiwan’s new southbound policy

4.1. Policy Orientation

Restricted by the international political situation, Taiwan has focused on maintaining long-term economic and trade relations with New Southbound countries, including import and export trade or local investment with Taiwanese businesses.

4.2. Regional Integration

4.3. Cultural Exchange

(1) Facilitating cultural exchanges: This objective aims to enhance two-way exchange subsidization for cultural professionals in New Southbound countries, with a goal of engaging in at least 200 art and culture exchanges in 2017, invite international non-profit organizations to establish branches in Taiwan, with a goal of helping at least one Southeast Asian country establish an offshore office in Taiwan in 2017, establish diplomatic locations in New Southbound countries, with a goal of organizing at least one visitation or exchange activity in each location every year to promote intercultural exchanges; reinforce cultural, creative, and industrial exchanges between countries, promote two-way cultural publishing, development of cultural film and television exchange with New Southbound countries, and organize two-way cultural exchanges and talent cultivation.

(2) Improving indigenous cultural exchanges: This objective aims to improve the economics and trade between Taiwan and the indigenous people of New Zealand, tribal tourism, and language revival, with the goal of organizing at least one international cultural language conference, arrange at least one film and television exchange with New Zealand’s Māori Television Station, and provide at least 10 indigenous college students with exchange opportunities to New Zealand; establish a permanent organization for re-establishing the Forum of Austronesia Cooperation and Exchange with the goal of organizing an annual International Austronesia Conference and inviting leaders and expert scholars in at least eight Austronesia countries and regions to discuss the development of indigenous and small island tourism, advocating Austronesia identity and promoting the development of regional societies and establishing a cooperation platform; construct visitor-friendly museum environments to attract visitors from New Southbound countries to Taiwan and promote inter-museum exchanges, and talent cultivation.

(3) Encouraging Hakka cultural exchanges: This objective is aimed at enhancing the substantial cooperation and exchange of Hakka groups in New Southbound countries, with the goal of dispatching personnel to Southeast Asian regions to promote exchange in 2017, invite scholars and new Hakka immigrants and their children to visit/return to native Hakka regions to collect data and survey the communities; and dispatch domestic Hakka teams to Hakka communities in Southeast Asia to promote community development, local cultural information surveys, and interactive exchanges, with the goal of organizing international cooperation and exchanges with at least 100 participants.

3.3.4. Agricultural Cooperation

(1) Improving agricultural technical cooperation: This objective is aimed at enhancing agricultural operations in ASEAN and South Asia through technical cooperation, assistance, and training, and support the Agricultural Development Project, the work of Thailand’s Royal Project Foundation, the Myanmar Agriculture Course, and the Agriculture Development Course, with the goal of increasing training volume by 5% each year.

(2) Improving agricultural production and marketing and storage/logistics cooperation: The objective is to promote storage, transportation, and logistics cooperation such as disaster prevention, global science, climate change, and new regional infectious diseases by participating in APEC cooperation agreements or conventions with Vietnam, Thailand, the Philippines, Australia, Myanmar, India, and Indonesia, with a goal of achieving at least 10 agriculture-related technical cooperation contracts.

(3) Agricultural land cooperation: This objective is aimed at establishing at least three demonstration gardens in New Southbound countries in 2017, importing Taiwanese species, fertilizers, and agricultural machinery to achieve large-scale cooperation, replenish products in short supply in Taiwan, and ensure food safety.

3.3.5. Technological Cooperation

(1) Analysing technical cooperation strategies: This objective is aimed at systematically exploring standards for new technology research and innovation cooperation between Taiwan and the New Southbound countries, establishing a technical cooperation model to analyze the relationship database for six countries, and creating short-, mid-, and long-term promotion strategies, with the goal of providing subsidization for the establishment of at least two research centres and 20 research projects in ASEAN and South Asian countries.

(2) Standards: This objective is aimed at subsidizing industrial research projects based on the technical strengths of Taiwan (environmental protection, energy, and ICT) and addressing livelihood and science education issues. The goal is to establish at least two research teams to engage in goal-oriented research projects, and complete the subsidizing and voice-overs of at least 20 outstanding science education videos produced by the Ministry of Science and Technology into Southeast Asian languages, which would facilitate the market expansion of relevant Taiwanese industries.

(3) Promoting academic cooperation and resource sharing: This objective is aimed at formulating goal-oriented research cooperation standards, analyzing database for six countries, and creating short-, mid-, and long-term promotion strategies, with the goal of promoting academic cooperation and exchanges between Taiwan and its international partners, and overseas Taiwanese students; encourage county and city governments to step up their marketing in southeast market, urge private unions and associations to organize southbound empowerment activities; promote Muslim-friendly tourism; reinforce the relationship between the tourism industry and overseas Taiwanese students as well as facilitating cooperation in the tourism industry and overseas Taiwanese students as well as facilitating cooperation in the tourism industry and overseas Taiwanese students as well as facilitating cooperation in the tourism industry; and arrange delegations or exploration tours to promote Taiwan’s indigenous tourism industry. If an offshore office can be established in Bangkok, Thailand, an estimated 1.8 million, 2 million, and 2.2 million visitors can be attracted to Taiwan in 2017, 2018, and 2019, respectively.
However, the investment models of Taiwanese businesses largely centre on export processing, greatly limiting the relationship between Taiwanese businesses and local markets/society. Although Taiwan has engaged in a number of government agreements, international cooperation projects, dialogue platforms, and other interactive mechanisms, most of these mechanisms are based on specific fields such as economics and trade or agricultural techniques, highlighting the need for innovation in these fields and models of cooperation.

To reduce costs, many Taiwanese businesses that originally invested in Southeast Asia have gradually shifted to mainland China since the 1990s. The influence of Taiwanese businesses in Southeast Asia has decreased in recent years. By comparison, these countries have become strategic regions for Japan, South Korea, mainland China, Europe, and the United States, all of which have established strong footholds there. Taiwan is thus challenged with competing with various countries despite extremely limited resources.

As a result, Taiwan must reinforce regional integration with Southeast Asian and South Asian countries, and establish bilateral or multilateral systematic cooperation models with these countries, undertaking actions such as entering economic cooperation agreements (ECAs), updating and strengthening existing investment and tax agreements, and prioritizing negotiation and dialogue. Taiwan must also shift the previous solitary models to those that embrace cooperation resource integration and advantage complementarities. Efforts should centre on niche fields, and the mutual benefits shared by Taiwan and the New Southbound countries should be maximized by fostering partnerships with international organizations, utilizing the resources of private organizations and overseas Taiwanese networks, as well as engaging in third-party cooperation.

4.3. Operational Guidelines and Specifications

The newly ratified or promoted operational guidelines and specifications for 2017 are as follows:

4.3.1. Regional Integration

(1) To deepen substantial relationships through systematised cooperation; enter or update economic cooperation agreements, investment agreements and tax agreements; promote multi-level, multi-faceted dialogues; adjust and improve the allocation of foreign aid; and cooperate with other countries, private companies, and NGOs to expand various substantial relationships.

(2) To establish an overseas Taiwanese database and exchange platform to integrate or expand the functions of Taiwanese businesses and organizations, thereby promoting cooperation between overseas Taiwanese businesses and domestic companies.

4.3.2. Regular Consultation Mechanisms

(1) To establish or reinforce bilateral consultation mechanisms: This aims to establish or reinforce the bilateral dialogue mechanisms between Taiwan and New Southbound countries. The goal is to engage in no less than 12 dialogues with New Southbound countries each year, overcome trade obstacles, promote industrial/investment/SME cooperation, and secure no fewer than 20 bilateral cooperation projects.

(2) To organize the Taiwan-ASEAN Dialogue Forum: The goal is to organize at least one forum each year and invite the participation of industry and academic experts from New Southbound countries, thereby forming a regular track one-and-a-half dialogue mechanism.

(3) To promote benign cross-strait interaction and cooperation: This aims to encourage dialogue and negotiation to address specific issues and promote cooperation with mainland China on proper occasions in accordance with overall cross-strait development.

4.3.3. Strategic Alliances

(1) To utilize Taiwan’s foreign aid resources: This aims to promote the Taiwan Digital Opportunity Center (TDQC) project; promote capacity-building cooperation in the areas of agriculture and fishing, solar energy generation, e-commerce, and occupational training. The goal is to establish a TDQC in New Southbound countries each year and increase the number of trainers by 10% each year.

(2) To leverage third-country resources: This aims to leverage Taiwan’s advantages in industrial and operations management to participate in the new strategic plans of global and multinational Japanese businesses, and seize opportunities to promote third-party supply chain cooperation between Taiwanese and Japanese businesses. The goal is to hold matchmaking events and facilitate cooperation or talks among no less than 30 enterprises.

(3) To reinforce cooperation with private organizations: This aims to organize bilateral economic and trade meetings and events among industrial and commercial organizations in New Southbound countries; encourage Taiwanese NGOs to participate in humanitarian care, environmental protection, and youth exchange activities in New Southbound countries. The goal is to recruit no fewer than 2,000 youth volunteers to participate in overseas activities.

4.3.4 Overseas Taiwanese Networks

(1) To enhance organizational functions of Taiwanese vendors: This aims to establish an overseas Taiwanese database; elucidate the operating and market conditions of Taiwanese businesses; and assist Taiwanese businesses in their recruitment efforts. The goal is to organize no fewer than three regional job fairs for Taiwanese businesses in Southeast Asia each year.

(2) To assist Taiwanese businesses in organizing diverse economic and trade activities: This aims to provide assistance to overseas Taiwanese organizations so as to provide offshore investment counselling, employment training, and other economic and trade services to Taiwanese people in the region. The goal is to organize no fewer than 100 economic and trade events in 2017.

(3) To establish interpersonal exchange networks: This objective aims to promote and establish an interpersonal database for the New Southbound Policy, with the goal of increasing the size of the database by 5% each year; and encourage the establishment of a cooperation and exchange platform linking domestic and overseas Taiwanese.

New visa regulations for passport holders from South and Southeast Asian countries took effect on June 1, 2017, as part of efforts to expand multifaceted exchanges with the regions under the government’s New Southbound Policy.

Under the revised rules, passport holders from Cambodia, India, Indonesia, Laos, Myanmar, the Philippines and Vietnam who have been issued an entry visa or alien resident certificate by the Republic of China (Taiwan) in the past 10 years are now eligible to apply online at no cost for a Travel Authorization Certificate. The TAC program, launched in 2009, offers a multiple-entry visa that is valid for 90 days and permits a maximum stay of 30 days.

According to the MOFA, this mechanism currently facilitates 160,000 visits from Southeast Asian countries annually. The new regulations are expected to further boost people-to-people exchanges between Taiwan and the region since an estimated 1.35 million people from the seven aforementioned countries have been issued visas in the past decade, making them eligible to apply under the TAC program.

The TAC eligibility changes do not apply to nationals of these countries who have previously engaged in blue-collar work in Taiwan or have a record of immigration irregularities or legal violations.

Nationals from Bhutan and Sri Lanka can now apply for tourist visas to Taiwan. In addition, passport holders from the two nations are no longer required to have a Taiwan company as a guarantor when requesting business visas, while ROC overseas missions have been authorized to grant one-year multiple-entry visas to Bhutanese and Sri Lankan business travelers who make frequent trips to Taiwan.

The MOFA has also extended its eVisa scheme to include business travelers from Bangladesh, Bhutan, Iran, India, Nepal, Pakistan and Sri Lanka. Nationals from these countries who receive recommendations from branch offices of the government-supported Taiwan External Trade Development Council (TAITRA, 外貿協會) can apply for business visas online once their application has been approved by the ministry’s Bureau of Consular Affairs.

Launched in January 2016, the eVisa scheme aims to boost the nation’s overseas commercial ties, enable convenient travel to trade shows and other events in Taiwan, and help local enterprises identify new economic opportunities.

Besides passport holders from the seven new additions, citizens from 20 ROC diplomatic allies and 14 other nations, as well as travelers from all countries and territories invited to attend major international events such as conferences, sporting competitions and trade fairs, can apply to visit Taiwan under the eVisa scheme.

Taiwan currently offers visa-free privileges of either 30 or 90 days to passport holders from 48 countries, with the government working to further streamline the visa application process so as to expand international exchanges and strengthen the nation’s tourism sector. The latest changes mark the second wave of visa relaxation measures for passport holders from New Southbound Policy target countries since September last year.

One of the central planks in President Tsai Ing-wen’s national development strategy, the New Southbound Policy seeks to deepen Taiwan’s agricultural, business, cultural, education, trade and tourism links with the 10 Association of Southeast Asian Nations member states, six South Asian countries, Australia and New Zealand.
### D. MUTUAL VISA REQUIREMENTS

**BETWEEN TAIWAN AND THE 18 COUNTRIES OF THE NEW SOUTHBOUND POLICY**

<table>
<thead>
<tr>
<th>COUNTRY</th>
<th>VISA REQUIREMENTS FOR VISITING (TAIWAN)</th>
<th>VISA REQUIREMENTS FOR TAIWANESE TRAVELLERS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Australia</td>
<td>1. Visa exemption with a duration of stay up to 90 days</td>
<td>ETA with a duration of stay up to 3 months</td>
</tr>
<tr>
<td>New Zealand</td>
<td>2. Visa exemption with a duration of stay up to 90 days</td>
<td>VISA required</td>
</tr>
<tr>
<td>Singapore</td>
<td>3. Visa exemption with a duration of stay up to 90 days</td>
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</tr>
<tr>
<td>Malaysia</td>
<td>4. Visa exemption with a duration of stay up to 90 days</td>
<td>Visa exemption with a duration of stay up to 90 days</td>
</tr>
<tr>
<td>Brunei</td>
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<td>Landing visa with a duration of stay up to 14 days</td>
</tr>
<tr>
<td>Thailand</td>
<td>6. Visa exemption with a duration of stay up to 90 days</td>
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</tr>
<tr>
<td>Philippines</td>
<td></td>
<td>ETA with a duration of stay up to 30 days</td>
</tr>
<tr>
<td>Cambodia</td>
<td>Online Application for R.O.C. (Taiwan) Travel Authorization Certificate (<a href="https://visaexpo.gov.tw/visa_southeast">https://visaexpo.gov.tw/visa_southeast</a>)</td>
<td>ETRIp with a duration of stay up to 90 days</td>
</tr>
<tr>
<td>Indonesia</td>
<td>Project for Simplifying Visa Regulations for High-end Group Tourists from Southeast Asia &amp; Indian Countries (<a href="https://vismapb">https://vismapb</a> البريط.gov.tw/BDCA_MVRWeb)</td>
<td>ETRIp with a duration of stay up to 90 days</td>
</tr>
<tr>
<td>Lao</td>
<td></td>
<td>ETRIp with a duration of stay up to 90 days</td>
</tr>
<tr>
<td>Myanmar</td>
<td></td>
<td>ETRIp with a duration of stay up to 90 days</td>
</tr>
<tr>
<td>Philippines</td>
<td></td>
<td>ETRIp with a duration of stay up to 90 days</td>
</tr>
<tr>
<td>Vietnam</td>
<td></td>
<td>ETRIp with a duration of stay up to 90 days</td>
</tr>
<tr>
<td>India</td>
<td>Online Application for R.O.C. (Taiwan) Travel Authorization Certificate</td>
<td>ETRIp with a duration of stay up to 90 days</td>
</tr>
<tr>
<td></td>
<td>Project for Simplifying Visa Regulations for High-end Group Tourists from Southeast Asia &amp; Indian Countries (<a href="https://vismapb">https://vismapb</a> البريط.gov.tw/BDCA_MVRWeb)</td>
<td>ETRIp with a duration of stay up to 90 days</td>
</tr>
<tr>
<td></td>
<td>Nationals of Bhutan and Sri Lanka are eligible for an eVisa.</td>
<td></td>
</tr>
<tr>
<td>Bhutan</td>
<td>Visas for Taiwan are issued for the following purposes:</td>
<td></td>
</tr>
<tr>
<td>Sri Lanka</td>
<td>1. Visas for the Republic of China government agencies on official missions</td>
<td></td>
</tr>
<tr>
<td></td>
<td>2. Participating in international meetings or activities for the purposes of religious, artistic, or cultural exchange, which are held by the organizations legally set up in the Republic of China</td>
<td></td>
</tr>
<tr>
<td>Bangladesh</td>
<td>3. Visiting relatives with legal residence status in the Republic of China, including spouse, family members of lineal relationship, or siblings</td>
<td></td>
</tr>
<tr>
<td>Nepal</td>
<td>4. Conducting economic and commercial business (including accompanying spouse or children), businesspeople at the recommendation of local offices of the Taiwan External Trade Development Council (TAITRA, 台商會) are eligible for an eVisa.</td>
<td></td>
</tr>
<tr>
<td>Pakistan</td>
<td>5. Crew members intending to come to the Republic of China to report for duty</td>
<td></td>
</tr>
</tbody>
</table>

### E. CONTACT DETAILS

**2. For nationals of Bhutan and Sri Lanka applying for business visas, the overseas missions of the R.O.C. will not request a Guarantee of Sponsorship from the applicant’s sponsor in Taiwan.**

**3. Nationals of Bhutan and Sri Lanka for the purpose of conducting business at the recommendation of local offices of the Taiwan External Trade Development Council (TAITRA, 台商會) are eligible for an eVisa.**

**Overseas Offices**

**Taipei Economic and Cultural Office in Australia**

TEL: +61-2-9223-3233
Emergency contact: +61-418-890-811
Email: ecotco@bigpond.com
Australia@moea.gov.tw
Website: http://www.rcc-taiwan.org/au_en/index.html

**Taipei Economic and Cultural Office in Sydney**

TEL: +61-2-9223-3233
Emergency contact: +61-418-415-572
Website: http://www.rcc-taiwan.org/auyd_en/index.html

**Taipei Economic and Cultural Office, Melbourne, Australia**

TEL: +61-3-9605-8911
Emergency contact: +61-413-880-934
Website: http://www.rcc-taiwan.org/amei_en/index.html

**Taipei Economic and Cultural Office, Brisbane, Australia**

TEL: +61-7-3226-5169
Emergency contact: +61-437-921-436
Website: http://www.rcc-taiwan.org/bume_en/index.html

**Taiwan Trade Center Sydney**

TEL: +61-2-9279-4390
Website: http://sydney.taiwantrade.com/ 

**Taiwan Trade Center, Dhaka**

TEL: +88-02-94947084
Website: http://dhaka.taiwantrade.com/

**Taipei Economic and Cultural Center in India**

TEL: +91-11- 4607-7777
Emergency contact: +91-9820160210
Website: http://www.rcc-taiwan.org/in_en/index.html

**Taiwan Trade Center, Dhaka**

TEL: +88-02-94947084
Website: http://dhaka.taiwantrade.com/

**Taipei Economic and Cultural Office in Brunei Darussalam**

TEL: +673-245-5486, 245-5483, 245-5489
Emergency contact: +673-895-6338
Website: http://www.rcc-taiwan.org/bn_en/index.html

**Taiwan Trade Center, Kuala Lumpur**

TEL: +60-3-20318283
Website: http://kualalumpur.taiwantrade.com/

**Bangladesh**

**Visas for Taiwan**

Visas are required for the following purposes:

1. Invited by the Republic of China government agencies on official missions.
2. Participating in international meetings or activities for the purposes of religious, artistic, or cultural exchange, which are held by the organizations legally set up in the Republic of China.
3. Visiting relatives with legal residence status in the Republic of China, including spouse, family members of lineal relationship, or siblings.
4. Conducting economic and commercial business (including accompanying spouse or children), businesspeople at the recommendation of local offices of the Taiwan External Trade Development Council (TAITRA, 台商會) are eligible for an eVisa.
5. Crew members intending to come to the Republic of China to report for duty.

**Overseas Offices**

**Taipei Economic and Cultural Center in India**

TEL: +91-11-4607-7777
Emergency contact: +91-9820160210
Website: http://www.rcc-taiwan.org/ind_en/index.html

**Taiwan Trade Center, Dhaka**

TEL: +88-02-94947084
Website: http://dhaka.taiwantrade.com/

**Bhutan**

**Visas for Taiwan**

1. Nationals of Bhutan and Sri Lanka are eligible to apply for tourist visas.

**Overseas Offices**

**Taipei Economic and Cultural Office in Australia**

TEL: +61-2-9223-3233
Emergency contact: +61-418-294-531
Email: ecotco@bigpond.com
australia@moea.gov.tw
Website: http://www.rcc-taiwan.org/au_en/index.html

**Taipei Economic and Cultural Office in Sydney**

TEL: +61-2-9223-3233
Emergency contact: +61-418-415-572
Website: http://www.rcc-taiwan.org/auyd_en/index.html

**Taipei Economic and Cultural Office, Melbourne, Australia**

TEL: +61-3-9605-8911
Emergency contact: +61-413-880-934
Website: http://www.rcc-taiwan.org/amei_en/index.html

**Taipei Economic and Cultural Office, Brisbane, Australia**

TEL: +61-7-3226-5169
Emergency contact: +61-437-921-436
Website: http://www.rcc-taiwan.org/bume_en/index.html

**Taiwan Trade Center Sydney**

TEL: +61-2-9279-4390
Website: http://sydney.taiwantrade.com/ 

**Taiwan Trade Center, Dhaka**

TEL: +88-02-94947084
Website: http://dhaka.taiwantrade.com/

**Brunei**

**Visas for Taiwan**

Visa exemption with a duration of stay up to 30 days (Effective from August 1, 2016 to July 31, 2018) Applicable to holders of Brunei Certificate of Identity.

**Overseas Offices**

**Taipei Economic and Cultural Office in Brunei Darussalam**

TEL: +673-245-5486, 245-5483, 245-5489
Emergency contact: +673-895-6338
Website: http://www.rcc-taiwan.org/bn_en/index.html

**Taiwan Trade Center, Kuala Lumpur**

TEL: +60-3-20318283
Website: http://kualalumpur.taiwantrade.com/

**Camodia**

**Visas for Taiwan**

2. Project for Simplifying Visa Regulations for High-end Group Tourists from Southeast Asian & Indian Countries (Cambodia Info: http://www.roc-taiwan.org/kh/index.html)
3. Multiple-entry visas with long validity for more than 2 years

**Overseas Offices**

**Taipei Economic and Cultural Office, HCM**

TEL: +84-8-38439190-5
Emergency contact: +84-902-927019
Website: http://www.rcc-taiwan.org/vietnam_en/index.html

**Taiwan Trade Center**

TEL: +84-8-38096427
Website: http://hochiminh.taiwantrade.com/index.jsp

**India**

**Visas for Taiwan**

2. Project for Simplifying Visa Regulations for High-end Group Tourists from Southeast Asia & Indian Countries (https://vismapb البريط.gov.tw/BDCA_MVRWeb)
3. Multiple-entry visas with long validity for more than 2 years
An introductory guide to Taiwan’s new southbound policy

Appendix / Contact Details

Overseas Offices
Taipei Economic and Cultural Center in India
TEL: +91-11-4067-7777
Emergency contact: +91-11-2308-2010
Website: http://www.roc-taiwan.org/in_en/index.html

Taipei Economic and Cultural Center in Sri Lanka
TEL: +94-14-4302431
Emergency contact: +94-14-6000-9951
Website: http://www.roc-taiwan.org/sl_en/index.html

Taipei Trade Center Liaison Office in Mumbai
TEL: +91-22-2331-374
Website: http://mumbai.taiwantrade.com/

Taipei World Trade Center, Chennai
TEL: +91-44-30063616
Website: http://chennai.taiwantrade.com/

Taipei World Trade Center Liaison Office in Kolkata
TEL: +91-33-30492796
Website: http://kolkata.taiwantrade.com/

Indonesia
Visas for Taiwan
3. Multiple-entry visas with long validity for more than 2 years.

Overseas Offices
Taipei Economic and Trade Office, Jakarta, Indonesia
TEL: +62-21-515-3939
Emergency contact: +62-21-816-6476
Website: http://www.roc-taiwan.org/id_en/index.html

Taipei Economic and Trade Office in Surabaya
TEL: +62-31-890-1466
Emergency contact: +62-31-827-5766-9690
Website: http://www.roc-taiwan.org/indonesia/index.html

Taiwan Trade Center, Jakarta
TEL: +62-21-914-1101
Website: http://jakarta.taiwantrade.com/

Laos
Visas for Taiwan
3. Multiple-entry visas with long validity for more than 2 years.

Overseas Offices
Taipei Economic and Cultural Office in Vietnam
TEL: +84-43-3833-5501
Emergency contact: +84-913-219-986
Website: http://www.roc-taiwan.org/vn_en/index.html

Lao People’s Democratic Republic

Taiwan Trade Center, Bangkok
TEL: +65-21654470
Website: http://bangkok.taiwantrade.com/

Malaysia
Visas for Taiwan
Visa exemption with a duration of stay up to 90 days

Overseas Offices
Taipei Economic and Cultural Office in New Zealand
TEL: +64-4-4776-6747
Emergency contact: +64-4-274-495-300
Website: http://www.roc-taiwan.org/nz_en/index.html

Taipei Economic and Cultural Office in Auckland
TEL: +64-9-303-3903
Emergency contact: +64-2-272-712-700
Website: http://www.roc-taiwan.org/nzad_en/index.html

Taiwan Trade Center Sydney
TEL: +61-4-3079-4800
Website: http://syd.taiwantrade.com/

New Zealand
Visas for Taiwan
Visa exemption with a duration of stay up to 30 days

Overseas Offices
Taipei Economic and Cultural Office in New Zealand
TEL: +64-4-4776-6747
Emergency contact: +64-4-274-495-300
Website: http://www.roc-taiwan.org/nz_en/index.html

Taipei Economic and Cultural Office in Auckland
TEL: +64-9-303-3903
Emergency contact: +64-2-272-712-700
Website: http://www.roc-taiwan.org/nzad_en/index.html

Taiwan Trade Center Sydney
TEL: +61-4-3079-4800
Website: http://syd.taiwantrade.com/

Philippines
Visas for Taiwan
1. Visa exemption with a duration of stay up to 30 days
4. Multiple-entry visas with long validity for more than 2 years.

Overseas Offices
Taipei Economic and Cultural Office in Philippines
TEL: +63-2-887-6688
Emergency contact: +63-2-918-8490
Website: http://www.roc-taiwan.org/ph_en/index.html

Taiwan Trade Center, Manila
TEL: +63-2-5571349
Website: http://manila.taiwantrade.com/

Sri Lanka
Visas for Taiwan
1. Nationals of Bhutan and Sri Lanka are eligible to apply for tourist visas.
2. For nationals of Bhutan and Sri Lanka applying for business visas, the overseas missions of the Republic of China will not request a Guarantee of Sponsorship from the applicant’s sponsor in Taiwan.
3. Nationals of Bhutan and Sri Lanka are invited to conduct business at the recommendation of local offices of the Taiwan External Trade Development Council (TAITRA), who is eligible for an eVisa.

Overseas Offices
Taipei Economic and Cultural Center in Chennai
TEL: +91-44-4302-4311
Emergency contact: +91-9962-48096
Website: http://www.roc-taiwan.org/mmaa_en/index.html

Taipei World Trade Center, Chennai
TEL: +91-44-3006-3616
Website: http://chennai.taiwantrade.com/

Thailand
Visas for Taiwan
Visa exemption with a duration of stay up to 30 days (effective from August 1, 2016, to July 31, 2018)

Overseas Offices
Taipei Economic and Cultural Office in Thailand
TEL: +66-2-670-0200-9
Emergency contact: +66-2-666-4008
Website: http://www.roc-taiwan.org/th_en/index.html

Taiwan Trade Center, Bangkok
TEL: +66-2-651-4470
Website: http://bangkok.taiwantrade.com/

Vietnam
Visas for Taiwan
3. Multiple-entry visas with long validity for more than 2 years.

Overseas Offices
Taipei Economic and Cultural Office in Vietnam
TEL: +84-8-3833-5001
Emergency contact: +84-913-219-986
Website: http://www.roc-taiwan.org/vn_en/index.html

Taipei Economic and Cultural Office in Ho Chi Minh City
TEL: (8490): 3804910-65
Website: http://www.roc-taiwan.org/vnmh_en/index.html

Taiwan Trade Center
TEL: +84-8-3090837
Website: http://hochiminh.taiwantrade.com/
### Ministry of Education Taiwan Scholarship
This program is aimed at encouraging outstanding foreign students to pursue academic degrees, and to enhance exchanges between Taiwan and their home nations. Monthly stipends are NT$15,000 for undergraduate studies, and NT$20,000 for graduate school programs, along with a waiver of tuition and certain fees.

### Ministry of Education Short-Term Research Award
This program is for foreign doctoral students or post-doctoral researchers for two to six months’ research in Taiwan. It covers an economy-class round-trip flight ticket and monthly subsidies of NT$25,000 for doctoral students and NT$40,000 for post-doctoral researchers.

### Ministry of Science and Technology Taiwan Scholarship Program
This scholarship is mainly targeted at students from Malaysia, for graduate-school degree programs in Taiwan. It provides monthly stipends of NT$30,000, for up to two years for master's program students, and up to three years for those in a doctoral program.

### Ministry of Education Huayu Enrichment Scholarship
This program encourages foreigners to learn Mandarin to foster their understanding of Taiwanese culture and society. Recipients are granted a monthly stipend of NT$25,000 toward tuition fees and living expenses for enrolling in a two-month summer class (in June and July, or July and August). It can also be awarded to students pursuing nine-month to one-year courses.

### Ministry of Education Summer School Program
Opportunities are offered for teachers, students, and young people from ASEAN and South Asian countries to visit Taiwan and take part in cultural exchange activities during the summer. It aims to promote interpersonal connections between the participants, and to encourage studies in Taiwan.

### Scholarships for Outstanding Overseas Compatriot Students
This program aims to attract outstanding students to Taiwan for undergraduate studies, offering NT$12,500 for the first school year, and NT$10,000 from the second year. The Elite version of the program provides NT$25,000 per school year for eligible students.

### Academia Sinica Taiwan International Graduate Program (TIGP)
Presented in collaboration with Taiwan’s national research universities that offer interdisciplinary Ph.D. programs for research and training in key scientific fields, the program provides recipients with a NT$32,000 monthly stipend for up to three years.

### Ministry of Foreign Affairs Taiwan Fellowship
The fellowship is awarded to foreign experts and scholars to conduct research related to Taiwan and the Asia-Pacific region. There are openings exclusively for scholars and experts from ASEAN countries, including professors, associate professors, research fellows, or associate research fellows, with a monthly stipend of NT$60,000.

### Council of Agriculture scholarships
The council offers the Agricultural Professional Visiting and Training Program, as well as the Industrial Cooperative Education Program for students from ASEAN and South Asia.