

出國報告（出國類別：參加國際會議暨考察訪問）

出席第 3 屆台波（波蘭）經貿諮商會議暨 赴斯洛伐克經貿訪問報告

服務機關：經濟部

姓名職稱：卓次長士昭、童處長益民、陳副組長福生、
林簡任秘書若蘭、孫簡任秘書良輔、蘇科技專家評揮、
陳科長鵬詠、黃科長國平、朱科長文伶、郭專員章祈

派赴國家：波蘭、斯洛伐克

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壹、任務說明

建立雙邊經貿高層定期諮商機制，使雙方經貿官員有機會面對面直接溝通，解決相關貿易、投資、產業及科研交流合作等問題，將有助於強化雙邊經貿投資合作關係，並創造產業合作商机。

為提升台波（波蘭）雙邊經貿關係，本（經濟）部與波蘭經濟部自 2010 年起逐年異地舉行台波（波蘭）（次長級）經貿諮商會議，共同推動台波各項交流合作案。第 1 屆台波次長級經貿諮商會議於 2010 年 5 月 6 日假波蘭經濟部舉行，第 2 屆會議於 2011 年 3 月 15 日假本部舉行。本（第 3）屆會議於本（2012）年 9 月 13 日於波蘭華沙舉行，由本部卓次長士昭與波蘭經濟部次長 Ms. Ilona Antoniszyn-Klik 共同主持。

另，斯洛伐克為加強與台灣之經貿合作，斯國經濟部次長（State Secretary）Mr. Pavol Pavlis 於本年 7 月具函邀請本部卓次長於 9 月赴歐期間順訪斯國。惟卓次長因臨時另有公務，無法延續行程至斯國。為表示我對斯國之重視及回應斯國之邀請，爰派本部國合處童處長益民於台波經貿諮商會議後，率部分團員於 9 月 17 至 18 日續訪斯洛伐克，開啟雙邊工作階層會談，並為日後台斯次長級會談、諮商預為準備。

貳、出席第 3 屆台波經貿諮商會議

一、第 3 屆台波經貿諮商會議

第 3 屆台波經貿諮商會議於本（2012）年 9 月 13 日上午 9 時假波蘭經濟部舉行，由本部卓次長士昭與波蘭經濟部次長 Ms. Ilona Antoniszyn-Klik 共同主持，雙方代表計 30 人與會。雙方就租稅協定、波蘭肉品輸台、再生能源、產業創新及群聚之交流、請波蘭支持歐盟與我洽簽經濟合作協議及民用航空合作等項議題進行討論。第 3 屆台波經貿諮商會議紀錄詳附件 3 之一。

會議結論摘要

1. 推動台波租稅協定（DTA）儘速生效：

台波簽署 DTA 有助促進雙邊貿易投資合作，台波 DTA 業於 1996 年完成草簽，惟波方以協定適法性問題擱置多年。波方於會中同意儘速協助解決本案在波國之適法性問題，Antoniszyn-Klik 次長近期將邀波國外交部、經濟部及財政部代表儘速處理，俾台波 DTA 可儘早生效實施。

2. 波蘭肉品輸台：

波蘭為農業大國，波蘭肉品輸台為波蘭政府最關切事項。我方回應豬肉部分，雙方刻正安排我方專家於本年 10 月間赴波蘭查廠；禽肉部分，我方業已認定波蘭為 HPAI 非疫國，並將辦理後續禽肉輸台問卷審查；我方允諾儘速協助審查波蘭肉品輸台案。

3. 台波再生能源與 LED 照明產業合作：

我方說明台灣 LED 光源產量及太陽能電池產量分居全球第 1 及第 2，波蘭配合歐盟節能減碳政策對此類產品具需求性，咸認雙方可在再生能源及 LED 照明產業加強合作。

4. 台波產業創新及群聚之交流合作：

中小企業為波蘭經濟發展命脈，政府刻正研擬搭建平台及機制，針對創新研發、創業育成、品牌通路及技術轉移等議題協助中小企業發展，我方會中分享經驗，並提出汽車、家電及航空產業群聚之合作建議方式供波方研析。波方表示此確為其所殷盼，雙方將持續研議本案。

5. 促請波蘭支持歐盟與我洽簽經濟合作協議 (ECA)：

我方說明台波除產業具互補性外，波蘭為農業大國，而台灣農產品主要依賴進口；雙方農產品貿易將因台歐盟簽署 ECA 之簽署而受惠；波方允諾適時助我。

6. 台波民用航空業者之合作與共掛班號協議：

波方業者有意與我方業者共掛班號 (code sharing)。雙方同意推動簽署台波雙邊航空協定，以為業者合作之基礎；我方並轉交航空協定草案供波方研析。

雙方並同意下(第 4)屆台波經貿諮商會議訂於 2013 年於台北舉行。

二、拜會及參訪等活動

(一) 團務會議

我方代表團於9月12日下午4時假駐波蘭代表處舉行團務會議。駐波蘭代表處楊代理代表崇智熱情接待訪團。會中討論各項議題之內容與回應，駐波經濟組亦報告訪團之各項行程安排。

(二) 波蘭經濟部 Antoniszyn-Klik 次長午餐會

台波會議結束後，由波蘭經濟部 Antoniszyn-Klik 次長於 Restauracja AleGloria 餐廳宴請雙方團員。卓次長致詞感謝，並重申邀請波方代表團明(2013)年來台舉行第4屆會議；Antoniszy-Klik 次長回應表示明(102)年渠率團赴台出席第4屆台波經貿諮商會議時，盼可享用波蘭進口之高品質肉品。卓次長允諾將積極協助處理。

波蘭雇主總會¹會長 Andrzej Malinowski 亦應邀參與午餐會，卓次長藉此機會與 Malinowski 會長晤談，說明兩岸簽署 ECFA 後，已成功吸引歐、美、日等國來台設立營運中心；歡迎波蘭雇主總會亦能鼓勵所屬會員，透過台灣進軍中國大陸市場。Malinowski 會長表示認同，並擬與我工業總會洽談建立合作關係，加強台波產業之交流合作。

(三) LED 投資說明會

為爭取波蘭 LED 路燈鋪設商機，我商曾提出「先建後付」模式，經波蘭經濟組陸續拜會7個城市後，頗獲波方地方政府青睞，惟迄今仍囿於相關法令或其他因素，尚未獲所拜會地方政府確切回復，故辦理本項說明會促進雙方交流與認識。

9月13日下午3時由波蘭外人投資局(PAIZ)局長(President) Mr. Slawomir Majman 於該局簡報室主持投資說明會，並廣邀波蘭各地地方政府及相關業者出席，以利我商進一步洽談並尋求當地伙伴；

¹ 波蘭有4大工商協會組織，分別為波蘭商業總會、波蘭雇主協會(LEWIATAN, Polish Confederation of Private Employers)、波蘭雇主總會(Employers of Poland)及BCC(Business Centre Club)。其中波蘭雇主總會創立於1989年，目前會員家數超過7000家，所屬會員聘用員工數超過300萬。

我方 3 家 LED 燈具廠商，包含台達電(Delta Electronic) Michal Semeniuk、億光(Everlight Eletronics Co., Ltd.) Uwe Kammerer、賀喜能源(Leadray Energy Co., Ltd.) Chien-Chiang Chang 等代表該公司出席，並與與會廠商代表進行企業一對一洽談。

主持人致詞：

Majman 局長致詞歡迎本團到訪，並說明波蘭多項統計指標皆居歐洲中上程度，例如教育發達、勞力充沛，在製造業方面，多項產業亦居歐洲前茅，如汽車零件(歐洲第 1 位)、液晶電視機(歐洲第 1 位)、家電、傢俱、食品加工等。為迎接新世紀及輔導產業轉型，波蘭刻倡導企業進行創新及研發，以強化企業競爭力及縮減與歐盟水準差距。

卓次長致詞感謝波蘭政府及廠商配合舉辦本說明會。相較於其他主要東歐國家，台商於波蘭投資相對較少，故台波雙方仍有極大的努力及成長空間。為協助台商瞭解波蘭 LED 投資環境及未來合作商机，本部特邀集我 LED 廠商實地來波考察，俾做為未來投資評估參考。我國 ICT 產業發達，LED 路燈上中下游價值鏈完整且 LED 路燈產業發展經驗豐厚，歡迎雙方合作於波蘭建置 LED 路燈，盼能促成雙方業者合作，共同開發波蘭及鄰近地區綠能產業市場。

簡報：

波蘭訊息與外國投資局波中合作中心(Poland-China Economic Cooperation Center) 總監俞洋(Ms. Ivy Yu Yang)簡報波蘭投資環境。簡報內容含：波蘭土地及人口皆居歐洲第 6 位；2009 年金融風暴時波蘭為歐洲惟一 GDP 正成長之國家，2012 年估計約 2.8%，亦居歐洲前茅；波蘭半數人口在 35 歲以下，年輕勞動力眾多，2012 年居歐洲各國勞動力成本第 3 低(每小時約 7 美元)；波蘭企業所得稅為 19%(較西歐為低)，個人所得稅為 18%及 23%，波蘭境內有 14 個經濟特區，各項基礎建設持續進行中，諸多有利因素(地理、政經發展、勞動力、國家政策)使波蘭成為外商投資之理想選擇。俞總監簡報內容詳附件 4 之一。

我方工業技術研究院綠能與環境研究所鄭組長名山亦於會中簡報我國 LED 路燈產業發展現況。簡報內容含：LED 技術及燈源應用、台灣 LED 路燈發展及行銷全球概況等。鄭組長簡報內容詳附件 4

之三。

(四) 旅波台商座談會

卓次長於 9 月 13 日晚間於華沙廣東酒樓舉行旅波台商座談會，參加人員包含代表團員、企業團員及旅波台商代表等共約 30 人，會中簡報國內經濟情勢及目前本部推動之重要經貿措施及推動 ECFA 現況，並表達政府對台商之關切，歡迎海外事業有成的台商能再回到國內開創新事業，亦就旅波台商關切事項逐一回應。

(五) 參訪烏茲市 (Łodz City)

烏茲市為波蘭第 3 大城，位於首府華沙西南 135 公里處，居波蘭地理中心。烏茲市從過去(19 世紀初)的紡織重鎮蛻變為目前 ICT 及創新工業城，處處可見近期之快速發展痕跡。目前居全球生產筆記型電腦 (NB) 第二大廠之台商仁寶(Compal)即在烏茲設立維修中心。

卓次長於 9 月 14 日率代表團赴波蘭烏茲市 (Łodz) 參訪，行程含拜會烏茲市副市長 Mr. Marek Cieslak，聽取烏茲市及烏茲經濟特區 (SEZ) 簡報，參觀Łódź市經建設施，並參訪台商企業仁寶電腦波蘭維修廠，續由烏茲市副市長 Mr. Marek Cieslak 宴請代表團。

拜會烏茲市政廳：

卓次長於拜會烏茲市時表示，Marek Cieslak 副市長及 Hanna Zdanowska 市長曾分別於 2008 年 10 月、2011 年 11 月訪台灣，並邀請本部率團來訪。本次藉率團來波蘭主持第 3 屆台波經貿諮商會議之便，回應烏茲市之邀請造訪該市，歡迎烏茲市長等官員能再度率團訪台，促進彼此交流合作。卓次長除感謝 C 副市長對仁寶設廠各項協助及支持台商在烏茲市之營運外，並說明台商目前已為歐商進軍中國大陸市場之最佳合作夥伴，歡迎波商利用此契機與台商合作。

續由波方簡報烏茲市及烏茲經濟特區(SEZ)投資環境:烏茲市位於波蘭中心，地理位置優越，該市已發展為多功能城市，如商業中心(國際顧問公司進駐)，交通中心(近年正建造東西向及南北向十字高速公路網、歐亞鐵路線經過)，學術中心(25 間大學學院、12 萬名學生、30 家科研機構)，媒體中心(影視)，文化中心(博物館、劇院、音樂

廳、慶典節目)，休閒中心(運動、購物中心、餐飲、戲劇院)等。烏茲市經濟特區成立於 1997 年，面積共 1277 公頃，其中有 44 個地區適用該區待遇(簡稱 Subzone)，投資進駐者有 190 家，投資金額 30 億歐元，目前在經濟特區設立者優惠條件為可免除個人所得、土地稅及享受歐盟補助款，目前主要投資者為家電業、外包服務(BPO)及物流業等。烏茲市投資環境簡報內容詳附件 4 之二。

波方續由 Hatrans Logistics(物流公司)簡報其國際物流業務，該公司於 1989 年設立於烏茲市，經營東西歐之物流倉儲業。因應泛歐亞鐵路開通利基，可連接中國西部經 Kazakhstan(哈薩克)、Russia(俄羅斯)、Ukraine(烏克蘭)、Belarus(白俄羅斯)、波蘭等國家，以陸上貨櫃火車(40 節)輸運歐亞貨物，較海運節省甚多時間。

我方則由工業技術研究院綠能與環境研究所鄭組長名山介紹我國 LED 路燈產業發展現況。另外，我方 3 家 LED 燈具廠商，包含台達電(Delta Electronic) Michal Semeniuk、億光(Everlight Eletronics Co., Ltd.) Uwe Kammerer、賀喜能源(Leadray Energy Co., Ltd.) Chien-Chiang Chang 等代表亦續說明渠等公司營運情形及產品介紹，充分提供資訊交流。

我賀喜能源公司張建強顧問並於會中捐贈 10 座 LED 燈具予烏茲市，盼藉由實地測試驗證我商供貨品質與能力。烏茲市專員亦提出該市 LED 路燈建設計畫，進行雙邊資訊交流。

烏茲市 Cieslak 副市長宴請代表團：

本團參訪烏茲市後由 Cieslak 副市長於 Restaurant Klub Spadkobierców 宴請本團團員，C 副市長並邀請烏茲省省長(Marshal) Mr. Witold Stepień 及經濟特區主席(President) Mr. Tomasz Sadzynski 等官員陪同。

Cieslak 副市長席間表達盼我商多赴烏茲市投資，烏茲市將全力支持我商相關之行政資源。

(六) 參訪仁寶電腦波蘭廠

仁寶電腦於 2009 年將原設於英國曼徹斯特之維修中心遷移到波蘭烏茲市 (Łódz)，以就近服務歐洲地區客戶需求，初期聘用 60 名員工，逐漸擴增業務量，目前員工人數已達 350 名，採兩班制。目前

總經理為法籍 Mr. Sofiane Rachedit，管理幹部來自法國、義大利、中國大陸等，台籍幹部 3 名。

我代表團 9 月 14 日續參訪位烏茲經濟特區之台商仁寶電腦廠，實地瞭解我投資廠商營運情形及波蘭投資環境，由波蘭廠總經理 Mr. Sofiane Rachedit 接待及簡報該廠運作現況及未來擬增資擴廠營運計畫。

Rachedit 總經理表示，為因應業務擴充及設立 SKD（半成品出貨；Semi-assembly Knockdown）組裝線（預計聘用員工數可達 2000 名），原租賃廠房面積 6400 平方公尺不敷使用，已於 2011 年 12 月另遷新址，廠房兼辦公室面積達 1 萬 4000 平方公尺，現行使用面積達 7000 平方米，另保留剩餘空間做為倉儲及未來 SKD 生產線試量產計畫使用。此外，仁寶規劃之新增投資案，主要著眼於歐洲 IT 產業成長市場在中東歐，歐洲之中心在波蘭，波蘭之中心在烏茲，透過泛歐亞鐵路運輸網（Euro Asia Rail）將半成品自中國大陸內陸四川，採火車運輸方式，經哈薩克、俄羅斯、白俄羅斯等地，運送零組件前來波蘭組裝，以節省海運運輸時間與成本。

三、媒體報導

（一）9 月 13 日台波綠能投資合作研討會

卓次長出席 LED 投資說明會期間，分別接受波蘭每日消息報（波蘭三大報之一，日發行量 40 萬份）及商業脈動報（經濟工商專業日報，讀者以商業人士為主，日發行量 25 萬份）採訪。卓次長說明略以，台波兩國經貿合作空間極大，台灣可利用波蘭作為深耕歐洲之基地，波蘭亦可利用兩岸簽署 ECFA 契機，以台灣作為前進遠東之跳板。

該二報專訪內容於 9 月 17 日刊載，每日消息報以「We will do without Europe」為標題，說明我積極開拓新興市場以因應歐債危機；而商業脈動報則以「台灣廠商將照亮波蘭市場」為標題，說明我利用波蘭作為進軍歐洲市場之意向，而該報並於頭版重點新聞提要中指出，台灣 LED 廠商尋求波蘭合作伙伴，但企盼雙邊租稅協議之簽署。相關報導完整內容詳附件 5 之一，摘要如次：

1. 為因應歐債危機及先進市場需求衰退，我將積極拓銷新興市場。而

近來兩岸關係改善，甫簽署貨幣清算合作備忘錄，將有助於提昇兩岸經貿實質交流。

2. 台灣 LED 盼進軍波蘭綠能市場，並尋求本地合作伙伴，我商仁寶電腦亦計畫擴大在波蘭投資。台波雙方表達強烈意願盼提升雙向投資交流。
3. 關於台波雙邊租稅協定遲未簽署事，報導中引述波蘭財政部發言人室回應，證實該部目前正進行跨部會協商，尋求解套措施。

(二) 9 月 14 日參訪烏茲市暨經濟特區

我團訪烏茲市期間，該市並舉行聯合記者會，由 Cieslak 副市長向記者介紹該市近年來與台灣互動交流情形、吸引台資企業進駐烏茲進展，以及未來雙方合作關係展望。

卓次長一行訪問烏茲市相關訊息經發佈於市政廳網頁，而當地媒體亦有顯著報導，其中包括日發行量達 80 萬份的波蘭第一大報「選舉人日報」(Gazeta)地方版、日發行量 40 萬份的「每日消息報」(Dziennik)地方版及「Express Ilustrowany」等。主要報導焦點在於烏茲市積極爭取台資進駐之決心、仁寶規劃中的擴大設廠案所帶來之效應以及反映台波雙邊租稅協定延宕未決之不利影響等。相關完整報導詳附件 5 之二。

參、斯洛伐克經貿訪問活動

斯洛伐克經貿訪問由國合處童處長益民擔任團長，並率貿易局陳副組長福生、投資處林簡任秘書若蘭及國合處處朱科長文伶一行共 4 人。訪斯相關情形摘要臚陳如后：

一、台斯（斯洛伐克）司處長級會談

9 月 17 日與斯國經濟部舉行司處長級工作階層會談。駐斯洛伐克代表處李代表南陽暨經濟組林組長士良及陳秘書高煌全程陪同。

斯方由斯國經濟部次長 Mr. Pavol Pavlis 之首席顧問 Mr. Bruno Hromy 偕同貿易總司長 Branislav Javorek、工業總司長 Ivan Pesout、國際貿易司長 Juraj Zahradnicek、貿易政策司長 Vladimír Vilček、非 EU 國家司組長 Pavol Seko 及投資貿易發展局（SARIO）執行長 Robert Simončič 計 7 人與我方會談。雙方洽談議題如次：

1. 台斯（斯洛伐克）召開首屆（次長級）經貿諮商會議

童處長表示，建立雙方經貿高層定期諮商機制，可加速解決經貿、投資、產業及科技交流合作等問題，有助強化雙邊經貿關係、創造產業合作商機。台波（波蘭）經貿諮商會議已連續辦理 3 屆，雙方經貿關係透過此一機制逐步加強，如開放波蘭肉品進口台灣、台灣科研單位技術移轉、中小企業暨商品化經驗分享及台波 LED 產業合作等。盼台斯亦能建立此一機制。

Hromy 首席顧問復以，台波經貿諮商會議確對斯國產生啟發效果，斯國亦有意與台灣建立類似機制以提升雙方貿易投資關係，並建立長久性合作關係。

2. 台斯洽簽經濟合作 MOU

童處長表示，台斯雙方可先簽署經濟合作 MOU 以作為召開台斯經貿諮商之依據，並提交台斯經濟合作 MOU 草案（詳附件 3 之二）供斯方研議。惟童處長亦表示，即使雙方暫無法簽署 MOU，仍可舉行經貿諮商。

Hromy 首席顧問復以，渠將請斯國相關單位研議草案內容並復。

3. 斯國經濟部次長 Pavol Pavlis 訪台事

童處長表示，本部卓次長已於本(101)年8月函邀 Pavlis 次長訪台，渠銜命重申卓次長歡迎 Pavlis 次長訪台之意。

Hromy 首席顧問復以，渠甚盼儘速陪同 Pavlis 次長訪台，進行次長級會談/諮商，以加速推動雙方合作案；依目前 Pavlis 次長行程判斷，或可在明(102)年上半年辦理。

4. 促請斯國支持台歐盟洽簽經濟合作協議 (ECA)

貿易局陳副組長福生表示，台灣亟盼台歐盟能簽署 ECA，倘台歐盟洽簽 ECA，斯洛伐克關切之關稅及投資等議題將可一併解決，對斯國而言，係增加一具互補性之貿易夥伴，盼斯國鼎力支持。另因斯國亦是 Visegrad 集團成員之一，爰亦籲請斯國結合斯匈牙利、捷克及波蘭等 V4 國家支持台歐盟 ECA 談判儘早啟動。

Hromy 首席顧問表示，斯國樂於居歐盟國家中之中介角色(leverage /instrument)以協助台灣儘早與歐盟簽署 ECA。

5. 邀請斯方參加本年 10 月在台舉辦之「歐盟買主採購媒合會」(Trade with EU)：

陳副組長表示，面對歐債危機之市場不確定性，斯國應積極拓展與非歐盟國家之貿易關係，本部與歐洲各國駐台辦事處將於本年 10 月 24 日舉辦 Trade with EU 活動，盼斯國業者組團來台參加，藉此機會尋找可與台灣業者互補項目，擴大雙邊貿易額。

Hromy 首席顧問認同此活動，並請貿易總司長 Branislav Javorek 負責組團赴台與會。

6. 請斯方組團來台參加本年 10 月之招商大會

投資處林簡任秘書若蘭表示，兩岸簽署 ECFA 後，台灣已成為歐商進軍中國市場之最佳合作夥伴；本年 10 月在台舉辦之招商大會，歡迎斯方組團參加。另為推動雙邊投資關係，台斯雙方亦可考慮簽署投資促進協議。

Hromy 首席顧問認同此一構想，並請投資貿易發展局 (SARIO) 執行長 Robert Simoncic 研議辦理，並表示斯商亦為台商進軍歐洲市場之最佳合作夥伴。另請工業總司長 Ivan Pesout 說明斯國經濟部協助

台商台達電(於斯京 Bratislava 東北方約 125 公里處之 Trencin 設廠)近期擴廠之相關作為。

二、考察斯國 Nitra 投資環境

9 月 18 日考察 Nitra (位於斯京 Bratislava 東方 92 公里處) 投資環境，斯國經濟部 Hromy 首席顧問及 Javorek 貿易總司長全程陪同：

(一) 拜會 Nitra 市長 Mr. Jozef Dvonc

Nitra 市 Dvonc 市長表示：

1. Nitra 交通運輸完善，距斯京僅 40 分鐘車程，水電、住宅、文化、旅遊設施一應俱全、教育機構完備(含 2 所大學)，並刻正爭取於 Nitra 設立 Science and Technology Institute，該 Institute 將專注於應用科學及創新研究，並擔任斯國之中小企業育成中心角色；明年歐洲杯未滿 17 歲足球賽(2013 UEFA European Under-17 Football Championship)將在 Nitra 舉行，該市正趕工興建體育館。
2. Nitra 係外商在斯投資之最佳地點，Nitra 北方之經濟特區係供大型外商企業進駐；南方之經濟特區則著重培育斯國中小企業成為外商之協力廠商，並歡迎高值化、研發創新型外商進駐。
3. Nitra 最大外商原為 SONY，台商鴻海已於 2010 年購買 90% 股權，代工生產 Sony 品牌液晶電視，該市歡迎鴻海持續擴廠，並盼有更多台商進駐 Nitra。斯國經濟部(SARIO)並將提供投資環境及補助細節資料，Nitra 則提供可出售之土地。

駐斯洛伐克李代表南陽表示，據悉鴻海有意邀請在台協力廠商赴斯投資，該處將持續與 SARIO、Nitra 保持聯繫，擔任台商與斯國中央及地方政府溝通的橋樑。

童處長表示，Nitra 投資環境及高素質人力資源甚具競爭力，台商進駐前景可期。

訪團一行隨後並參觀 Nitra 周邊之經濟特區環境。

(二) 拜會 Nitra 之 Dolne Lefantovce (State/Region) 區長 Mr. Miloslav

Krajcik

Krajcik 區長表示，該區正規劃興建住宅供 Nitra 經濟特區之員工居住，該區文化遺產豐富、旅遊景點眾多(含古堡)，且醫療設施完善，歡迎推介台商投資該區。

李代表允諾伺機推介。

肆、心得及建議

(一) 第3屆台波經貿諮商會議

波蘭位於歐洲心臟，政經環境穩定，人力資源充沛，市場潛力龐大；2004年加入歐盟後，獲歐盟鉅額補助基礎建設，即使2009年遭遇金融風暴亦表現平穩仍有正成長，台波雙方建立諮商會議提供兩國良好協商管道及合作平台，有利兩國持續發展合作關係。

本（第3）屆會議所提出議題如再生能源合作、LED產業合作、中小企業交流合作、民用航空合作等項，增添本次會議重要性。本屆會議亦首度邀請相關(LED產業)廠商同行，與波方舉行產業座談會，擴大雙方產業合作機會，成效顯著。

另團長一本（經濟）部卓次長於訪程中亦詳細介紹我國經濟發展現況與兩岸簽署ECFA後台灣位於亞太地區之策略地位，並力促台波加強合作交流，此對日後促進兩國經貿、投資關係，以及創造產業互利商機等，均可發揮實際效益。

本屆會議成果已受波蘭鄰國（斯洛伐克）認同，允比照辦理此類雙邊會議；另匈牙利亦盼與我召開首屆經貿諮商會議，上述發展已擴大我與中東歐國家經貿高層交流。

爾後將持續落實推動本會議各項決議及合作案，實質促進台波產業之交流合作關係。

(二) 台波產業科研合作

為提升台灣產業國際競爭力，須強化產業技術研發能量，帶動國內產業朝高值化發展，使台灣從技術追隨者之角色，向上提升為價值開創者之角色。而在執行方法上，創新研發之國際合作則居重要地位，創新研發之國際合作可促進研發制度之互相觀摩改進、研發經驗之分享及協同創新研發等。

本屆台波經貿諮商會議中，雙方已提出產業科研合作構想，相信透過後續之落實推動，除將增加我產業科研合作之國際交流外，亦可彰顯本部對我國產業技術提升及創新貢獻之國際知名度。

(三) 台波再生能源及LED合作

波蘭在歐盟體制下，積極的推動再生能源應用以及各項節能減碳措施，有利我國廠商以技術優勢開拓商機。但波蘭當局也積極地發展該國產業，因此非常希望我綠能產業赴當地投資，並帶動當地產業。此現象與全球技術較落後國家幾乎一致，亦即希望以當地內需市場吸引具有技術的廠商與當地企業合作，提升當地產業能力。我國 LED 路燈廠商在波蘭開拓市場，必須克服兩大困難：首先是找到可信賴的當地合作夥伴，同時必須在技術上有適當保護，避免未來失去技術優勢；其次是波蘭城市政府機關通常希望廠商提供完全解決方案 (total solution)，亦即包含景觀設計、安裝、財務規劃等等。我國廠商較欠缺這方面能力，也無當地夥伴，不利於爭取標案。

(四) 台波關務合作

加強與歐盟會員合作，並以堆積木方式創造與歐盟簽署經濟合作協議(ECA)的契機，是我國政策目標。鑑於波蘭為歐盟會員國，且波蘭海關對我海關亦極為友善，我海關宜加強與波蘭海關之合作關係，作為與歐盟合作的跳板，除強化現有之情資交流外，可研究擴大合作議題，如風險管理、RFID、緝毒犬等。

(五) 斯洛伐克經貿訪問

斯國天然資源不虞匱乏，蘊藏煤礦、銅礦、錳礦及鐵砂。俄國係斯國石油及天然氣最主要供應來源，亦成斯國外貿逆差最大對象國。斯洛伐克目前主要貿易伙伴以鄰近之歐洲國家為主，近期則有意開發亞洲市場。

本（經濟）部本次於斯洛伐克進行經貿訪問係繼本部何前部長美珮 94 年訪斯後之首次派員赴斯考察；斯國經濟部除派遣該部負責貿易、工業與投資之總司長/執行長與訪團會談外，對我方建議事項亦照單全收，並由 Pavlis 次長之首席顧問 Hromy 全程陪同訪團參訪，足見斯國對與台灣深化經貿合作關係甚具企圖心。

配合斯國對台之善意，有關後續推動台斯簽署經濟合作 MOU、召開台斯經貿諮商會議、經貿高層互訪及加強貿易、投資合作等相關事宜將持續積極推動辦理。

(六) 經貿高層會談

建立雙邊經貿高層之互訪及會談，以推動建立定期的經貿諮商機制，

係強化雙邊經貿投資合作關係並創造產業合作商机之有效方式。本次本（經濟）部由國合處童處長益民率團訪問斯洛伐克，與斯國經濟部貿易、工業、投資司處長之會談及相關經貿單位之拜會、晤談等活動，確實對增進雙邊司處長工作層級之認識有明顯助益，值得持續推動並擴及其他歐洲國家。

附件1、代表團名單

一、我方代表團

	姓名 Name	職稱 Title/Organization
一、團長 (Chief Delegate)		
1	卓士昭 Mr. Shih-Chao Cho	經濟部 常務次長 Vice Minister Ministry of Economic Affairs (MOEA)
二、顧問 (Advisor)		
2	楊崇智 Mr. Benny/Chung-Chih Yang	駐波蘭代表處 代理代表 Acting Representative Taipei Economic and Cultural Office in Poland
二、團員 (Delegates)		
3	童益民 Mr. I-Min Tong	經濟部國際合作處 處長 Director General Department of International Cooperation, MOEA
4	陳志揚 Mr. Chi-Young Chen	駐波蘭代表處經濟組 組長 Director Economic Division, Taipei Economic and Cultural Office in Poland
5	陳福生 Mr. Filas Fu-Sheng Chen	經濟部國際貿易局 副組長 Deputy Director Bureau of Foreign Trade, MOEA
6	林若蘭 Ms. Wendy Lin	經濟部投資業務處 簡任秘書 Senior First Secretary Department of Investment Services, MOEA
7	孫良輔 Mr. Liang-Fu Sun	經濟部卓次長辦公室 簡任秘書 Secretary to Vice Minister MOEA
8	蘇評揮 Mr. Ping-Huei Shu	經濟部技術處 科技專家 Advisor, Science & Technology Department of Industrial Technology, MOEA

9	謝良翰 ² Dr. Liang-Han Hsieh	工業技術研究院 歐洲辦事處代表 Representative of Western Europe Office Industrial Technology Research Institute
10	鄭名山 ³ Mr. Ming-Shan Jeng	工業技術研究院 綠能與環境研究所 組長 Division Director Industrial Technology Research Institute
11	吳德信 Mr. The-Hsin Wu	駐波蘭代表處 代理組長 Acting Director of Division, Taipei Economic and Cultural Office in Poland
12	陳鵬詠 Mr. Peng-Yong Chen	經濟部工業局 科長 Section Chief Industrial Development Bureau, MOEA
13	黃國平 ⁴ Mr. Daniel Kuo-Ping Huang	財政部關稅總局 科長 Section Chief Directorate General of Customs Ministry of Finance
14	朱文伶 Ms. Wen-Lin Chu	經濟部國際合作處 科長 Section Chief Department of International Cooperation MOEA
15	郭章祈 Mr. Chang-Chi Kuo	經濟部國際合作處 專員 Specialist Department of International Cooperation MOEA
16	林祐宏 Mr. Jérôme Lin (You-Hung)	駐波蘭代表處經濟組 一等商務秘書 First Commercial Secretary Economic Division, Taipei Economic and Cultural Office in Poland

² 謝代表 leave Warsaw on September 14 at 18:15 (LO 389)

³ 鄭組長 9 月 15 日另有行程(不參加本團活動),將於當日下午搭機赴阿姆斯特丹,(9 月 22 日返國,)

⁴ 黃科長 departure time is 7:50 am of Sept. 16

二、企業團名單

	公司名稱	職稱	代表	公司營業項目
1	台達電子 Delta Electronic	Sales Manager	Michal Semeniuk	Power supply and lighting
2	賀喜能源股份 有限公司 Leadray Energy Co., Ltd	顧問	張建強 Chien-Chiang Chang	LED High Power Outdoor / Indoor Lightings
3	億光公司德國 分公司 LCC GmbH (EVERLIGHT ELECTRONICS CO., LTD.)	Sales and Marketing	Uwe Kammerer	LED Lighting, outdoor LED street lights, LED industrial lights, LED high / low bay lights, LED retrofit bulbs, LED luminaries and lighting fixtures.
4	詮能企業諮詢 事務所 Accace s.r.o.	亞太客戶 部經理	蘇郁榮 Anne	Tax consultations, Accounting services

三、波方代表團

3rd Economic Consultations between Poland and Taiwan- Polish delegation

1. Ms. Ilona Antoniszyn-Klik, Undersecretary of State, Ministry of Economy
2. Mr. Tomasz Ostaszewicz, Director, Promotion and Bilateral Cooperation Department, Ministry of Economy
3. Mr. Marek Wejtko, General Director, Warsaw Trade Office in Taipei
4. Ms. Monika Tyska, Deputy Director, EU and International Cooperation Department, Ministry of Agriculture and Rural Development
5. Mr. Stanisław Lesniewski, Counsellor General, Promotion and Bilateral Cooperation Department, Ministry of Economy
6. Mr. Zdzisław Góralczyk, Advisor to the Minister of Economy, Former Polish Ambassador to China
7. Ms. Anna Galica, Director, European Union and Foreign Cooperation Office, General Veterinary Inspectorate
8. Mr. Michał Polański, Director, Economic Promotion Department, Polish Agency for Enterprise Development (PARP)
9. Mr. Andrzej Szewczyk, Director, Poland-China Economic Cooperation Center, PAIIZ
10. Mr. Wojciech Sudoł, Section Chief, Trade Policy Department, Ministry of Economy
11. Mr. Cezariusz Kwaterski, Section Chief, Economic Cooperation Department, Ministry of Foreign Affairs
12. Mr. Dariusz Zasada, Head of Section in Taxation Policy Department, Ministry of Finance
13. Ms. Lucyna Przybyła-Charnas, Section Chief, International Department, Ministry of Finance
14. Mr. Adam Bralczyk, Section Chief, Asia and Pacific Department, Ministry of Foreign Affairs.
15. Mr. Kazimierz Miszczyk, Advisor to the Minister, Strategy and Analyses Department, Ministry of Economy
16. Mr. Tomasz Chałupa, Chief Specialist, Strategy and Analyses Department, Ministry of Economy
17. Ms. Paulina Podkańska, Referendary Officer, Department of Renewable Energy, Ministry of Economy
18. Mr. Marek Szostak, Senior Legal Adviser, PAIIZ
19. Ms. Danuta Marcak, Polish Agency for Enterprise Development (PARP)

附件2、行程表

一、波蘭行程表

日期	時間	內容	備註
9月12日 (週三)	09:30	卓次長搭乘波蘭航空 LO 7 號班機自美國紐約抵達華沙並赴旅館 Check-In	1. 楊代理代表崇智、陳組長志揚及林秘書祐宏等接機。 2. 波蘭經濟部知會禮遇通關安排情形。
	10:15 11:30	工研院謝代表良翰自德國柏林飛抵華沙 童處長一行搭乘波蘭航空 LO 224 號班機自奧地利維也納抵達華沙並赴旅館 Check-In	陳組長志揚及貿協黃主任汀村等接機。
	16:00-17:00	經濟組簡報暨工作會議	駐波蘭代表處會議室
	18:00	代表處晚宴 Podwale 餐廳 (地點：ul. Podwale 25, Warsaw)	全體團員、廠商代表暨代表處相關同仁
	夜	宿旅館 Hotel Sofitel Warsaw Victoria Krolewska 11, 00-065, Warsaw	Tel:(+48)22/6578011 Fax: (+48)22/6578057
9月13日 (週四)	08:30	自旅館出發赴波蘭經濟部	
	09:00	卓次長禮貌性拜會波蘭經濟部次長 Ms. Ilona Antoniszyn-Klik	參加人員：卓次長、童處長、孫秘書暨陳組長
	09:30-12:00	台波經貿諮商會議	參加人員：官方代表團全體團員
	13:00-	波蘭經濟部次長 Ms. Ilona Antoniszyn-Klik 午宴 Restauracja AleGloria Plac Trzech Krzyży 3, 00-535 Warszawa Tel +48 (22) 584 70 80	參加人員：諮商會議與會人員及廠商代表 波蘭雇主總會(Employers of Poland) 會長 Mr. Andrzej Malinowski 參加 A 次長午宴並與卓次長會晤。

日期	時間	內容	備註
	15:30-17:00	台灣綠能-LED 燈說明會 波蘭外人投資局 (PAIZ) 平面樓簡報室 ul.Bagatela 12, 00-585 Warsaw, Poland 承辦人員：Mr. Szymon Martyniuk	參加人員：團長、代表團團員、3 家 LED 燈廠商代表
	18:30-20:30	旅波台商座談會 地點：廣東酒樓 Canton Ul. Smocza 1, Warsaw	參加人員：代表團全體團員、企業團成員
	夜	宿旅館 (Hotel Sofitel Warsaw Victoria)	
9 月 14 日 (週五)	08:15-	自旅館出發前往烏茲 (Łódz) 市	
	10:30-11:00	烏茲市參訪 - 拜會烏茲市副市長 Mr. Marek Cieslak - 聽取烏茲市及烏茲經濟特區 (SEZ) 簡報 (107b 會議室) 地點：Łódź City Hall, ul. Piotrkowska 104a, 90-926 Łódź	參加人員：官方代表團及企業團全體團員 Mr. Piotr Mazurkiewicz, Head of Investor Tel.: 42 638 59 35 Mobile: 723 692 005
	11:00-11:15	聯合記者會	邀請當地電子及平面媒體採訪
	11:15-11:45	烏茲市暨烏茲經濟特區簡報	107b 會議室
	11:45-12:45	參觀 Łódź 市經建設施 (Manufaktura 及 NCL (New Center of Łódź))	
	12:45-13:15	參訪台商企業仁寶電腦波蘭維修廠，實地瞭解我投資廠商營運情形及波蘭投資環境 -波蘭廠總經理 Mr. Sofiane Rachedit 接待 地址：ul. Zakladowa 99, 92-402, Lodz	參加人員：官方代表團及企業團全體團員 Tel: 48-42-2097090
	13:30-15:00	烏茲市副市長 Mr. Marek Cieslak 宴請代表團全體團員 Restaurant "Klub Spadkobierców" ul. Piotrkowska 77, Łódź	
	15:00	啟程返回華沙	(註：單趟車程約 2 小時)
	夜	宿旅館 (Hotel Sofitel Warsaw Victoria)	

日期	時間	內容	備註
9月15日 (週六)	05:00	卓次長等自旅館出發赴機場	經濟組陳組長志揚、林秘書祐宏
	06:30	卓次長一行搭乘 LO 381 號班機經德國法蘭克福返台北	
	8:25	卓次長一行抵達德國法蘭克福	駐法蘭克福辦事處商務組沈組長張進及鄭秘書錦松協助轉機
	11:20	卓次長一行搭乘華航 CI 62 班機返回台北	9月16日(星期日)上午6:25 抵達台北
	08:30	童處長一行旅館出發赴機場	經濟組陳組長、林秘書送機
	10:25-	童處長一行搭乘 OS 626 號班機前往奧地利維也納轉乘巴士赴斯洛伐克	

二、斯洛伐克行程表

日期 Date	時間 Time	行程 Itinerary	活動&團務	注意事項
9月15日 (六)	11:55 – 14:00	華沙 → 布拉 提斯拉瓦	<p>1. 搭波蘭航空 LO224 號班機出發前往維也納，上午 11:55 抵達維也納後，再轉乘機場接駁車前往斯洛伐克首都布拉提斯拉瓦。駐斯洛伐克經濟組林組長士良與陳秘書高煌接機，預計 14:00 抵達斯洛伐克 <u>Park Inn Danube Hotel</u>。</p> <p>2. Park Inn Danube Hotel → Outlet : www.parkinn.com/hotel-bratislava 電話：+421-2-5934 0000； 傳真：+421-2-5441 4311</p>	<p>1. 機場接駁車公司：Pressburg Bus 公司電話：905-628243、911-628243、+421-252 620084</p> <p>2. 協助旅館 Check in (旅館訂房確認信)。</p>
	15:00 – 18:00		林組長陪同團員前往奧地利邊境	
9月16日 (日)		自由活動&市政參觀		

日期 Date	時間 Time	行程 Itinerary	活動&團務	注意事項
9月17日 (一)	10:30 – 12:00	拜會斯國經濟部	與斯國經濟部舉行雙邊工作階層會議： 1.雙方就成立「台斯經濟次長級會議」雙邊諮商機制、簽署合作備忘錄(MOU)、雙邊經貿合作議題以及雙邊會議之舉行方式等議題交換意見。 2.其他議題：邀請斯國P次長訪華案、促請斯國政府支持簽署台歐盟ECA等。 3.斯國投資貿易發展局(SARIO)將進行簡報，介紹斯國之投資環境。	1.我方人員：李代表與童處長偕同本部團員、林組長、陳秘書等7位與會。 2.斯方與會人員： 次長顧問 Bruno Hromy 貿易總司長 Branislav JAVOREK 工業總司長 Ivan Pesout 國際貿易司長 Juraj Zahradnicek 貿易政策司長 Vladimír Vilcek 非 EU 國家司司長 Pavol Seko SARIO 執行長 Robert Simoncic
	12:30 – 14:30	斯國經濟部午餐	雙方續就各議題進行意見交換。	Molo Restaurant Add: Areal jazera Kuchajda, 82100 Bratislava, Slovakia Tel: +421 903 555577 +421 911 110900
	15:00 – 17:00	拜會我駐斯洛伐克代表處	就台斯經貿關係交換意見	1. 團員整理會談資料 2. 代表處地址： Mostova 2, 81102, Bratislava
	18:00 – 20:00	代表處歡迎晚宴	李代表邀請我訪團及斯國官員餐敘(合計16人)。 Venue：ARCADIA Hotel	1.餐廳地址： Add: Frantiskanska 3, SK-811 01 Bratislava Tel: +421-2-5949 0500 ; Fax:+421-2-5949 0555

日期 Date	時間 Time	行程 Itinerary	活動&團務	注意事項
9月18日 (二)	09:00 – 17:30	考察 Nitra 投資環境	08:50：旅館大廳集合 09:00-10:15：自旅館搭車出發 10:30-11:45：拜會 Nitra 市 Jozef Dvonc 市長 14: 00-16:00：參訪 Nitra 工業區	1.Nitra 市市政廳：地址： Hodzova 36, Nitra, 94901 電話：037 6523000 0911818515
9月19日 (三)	08:30	前往維也納 維也納→台北	自旅館搭車前往維也納	11:35 搭乘華航 CI-064 班機 直飛台北。
9月20日 (四)	06:05	抵達台北		

附件3、文件

一、第3屆台波經貿諮商會議紀錄

中文版

波蘭與台灣代表團於2012年9月13日假波蘭經濟部舉行第3屆台波經貿諮商會議，波方代表團由波蘭經濟部次長 Ms. Ilona Antoniszyn-Klik 率領、台方代表團則由經濟部卓次長士昭率領。

會議中，雙方討論11項議題，即：

1. 台波雙邊經貿關係
2. 台波洽簽租稅協定
3. 波蘭禽類與豬肉產品輸台
4. 台波再生能源合作
5. 推動台波產業創新及群聚之交流合作
6. 波蘭企業發展署與台灣交流合作
7. 台波民用航空合作
8. 促請波蘭支持歐盟與我洽簽經濟合作協議
9. 促進我國與波蘭政府採購合作機會
10. 推動洽簽台波投資促進備忘錄
11. 放寬台籍員工申請返還勞工社保費之規定

1. 台波雙邊經貿關係

台方表達對共同主持第3屆台波經貿諮商會意之真誠謝意，並強調繼續舉行該項會議驗證兩國極重視彼此之經貿投資合作關係，並盼彼此合作繼續快速成長。在貿易方面，波蘭係台灣在中歐地區最大貿易夥伴，依

波方統計，2011年雙邊貿易額為16.2億美元，波蘭對台灣出口1.94億美元，較前一年成長32.16%。近來美國復甦停滯及歐元債務擴散下，造成全球景氣不確定，而台灣之經濟表現經證明具有活力，去(2011)年經濟成長率為4.04%，預估今(2012)年為1.66%。台灣亦是一個高度依賴外銷導向之國家，居全球第18大貿易國，台灣亦努力爭取參與區域經濟整合，俾與其重要貿易夥伴簽署自由貿易協定，台灣並持續與其最大貿易夥伴-中國大陸-改善關係，自2008年以來海峽兩岸已簽署將近20項協議，包含兩岸經濟合作架構協議(ECFA)，此證明兩岸經貿關係改善已使台灣成為歐洲企業(包含波商)尋求拓展中國大陸市場之理想合作夥伴。自去年舉行第2屆台波會議後，台方政府部門努力執行及完成會中各項決議事項，本(第3)屆會議除政府部門代表外，另有數家廠商隨行參團，並參加波蘭投資局所舉辦之投資研討會，共同探討企業合作機會。

波方報告近5年來雙邊貿易進展，自2007年至2011年，波蘭出口至台灣金額增加65%，截至去(2011)年，進出口比例已改善許多，波蘭對台灣貿易逆差已明顯降低，在本(2012)年前半年波蘭自台進口(較去年同期)降低33%，自波方而言，此與全球貿易短期調整及歐元區金融動盪有相當關聯性。

波方並說明台方仍存有部分非關稅障礙，該項障礙影響自歐盟出口數量，然而有關相互標準認證等議題已於台歐盟間定期討論。

2. 台波洽簽租稅協定

(略)

3. 波蘭禽類與豬肉產品輸台

有關波蘭豬肉輸銷台灣案，波方歡迎台方農委會防檢局與衛生署食品藥物管理局所宣告對波方所遞送相關資料已審查完畢。台方將在與華沙貿易辦事處聯繫後於10月至11間安排赴波蘭進行查廠作業。

至於波蘭禽肉輸台案，波蘭於2007年底發生高病原性家禽流行性感冒(HPAI)疫情，經疫情遏止並依程序申請重新認定為HPAI非疫區後，台

方已於 2012 年 8 月 3 日認定波國為 HPAI 非疫國，並接續開始進行審查其肉品問卷。台方將持續告知波方有關最新審查進展。

波方對台波在獸醫領域之堅實合作表達感謝之意，並誠摯期盼未來能繼續進行該項多益之合作。

有關波蘭豬肉輸銷台灣事，波方說明將有 33 家工廠有意出口至台灣，16 家屠宰場及 2 家代表加工場在核准之前均需接受檢驗。依據台方之要求，一天僅檢驗一家屠宰場，僅部分屠宰場(約 10 家)將接受台方農畜單位之檢驗，因此，波方期盼於 2013 年有另一次檢驗。

此外，該項查場檢驗僅係波蘭豬肉輸銷台灣市場程序之一項作業，波方將儘力配合，並期盼台方在此項予以善意回應。

波方並對波蘭禽類重新被認定為 HPAI 非疫國予正面回應，並表達其繼續努力與台方有關單位合作以利波蘭禽肉輸銷進入台灣市場，波方將續要求台方告知其下一步檢驗程序。

台方續說明，有關查場行程之安排，台方請波方當局安排行程及保留充裕時間俾利查場之準備，且該行程勿超過 2 星期。該查場行程應包含拜會與食品安全有關之波蘭中央、地區與地方衛生單位；此外並拜會監測食品安全衛生之機構及實驗室。台方對屠宰場設施之檢查將以逐場進行，且惟有通過檢查者始可外銷肉品至台灣。該查場行程亦須包含至少 2 家肉品加工場，非只是肉品包裝與儲藏廠。

至於屠宰場處理之內臟，如豬肚及豬腸，亦須經由與肉類屠宰場相同檢驗程序進行，惟有通過該檢驗之機構方可出口其產品至台灣，此外，肉品分切廠及加工廠亦准使用曾獲台灣核准之其他國家屠宰場之肉品。

4. 台波再生能源合作(與 LED 路燈產業合作)

波方期盼建立台波雙邊再生能源領域之合作，包含再生能源之資訊與經驗交流，其中太陽光電能源之合作極具前景，因台灣是世界最大太陽能電池生產國之一。

再生能源為波蘭能源政策重點項目之一，波蘭期盼在未來十年能大幅增加再生能源之使用，至 2020 年時能提高再生能源在最終能源消費之比率達到 15%水準，波蘭主要再生能源項目包含生質、農業生質物、風力

及太陽能等項目。

波蘭正研擬相關再生能源新法，該法主要目的係釐清並系統化地整合現行規範中所有對再生能源支持之機制，並支持分散式再生能源之發展及減少終端能源消費者之負擔。新的政策也會支持目前佔再生能源電力90%的生質能及風力發電設施之科技發展。

台方表示，台灣擁有LED路燈完整的上、中、下游產業鏈，台方建議波方協助建立與相關協會之聯繫之窗口，俾進一步促進台波雙方LED路燈產業合作，本年9月13日下午波蘭投資局(PAIIZ)將舉辦一場LED路燈產業說明會，台方業者將尋求與波蘭地方夥伴進一步開拓波蘭LED潛在市場。

5. 推動台波產業創新及群聚之交流合作

台灣高科技產業發展30餘年來已累積相當深厚之研發能量，經濟部技術處之職責乃在協助產業提升創新研發能量，孕育新興與傳統產業之技術創新，為協助中小企業創新研發，加速提升中小企業之產業競爭力。經濟部自1999年起推動執行「經濟部小型企業創新研發計畫(SBIR)」，以補助方式鼓勵中小企業進行產業技術與產品之創新研究，擴大民間研發的投入，推動迄今累計通過執行4,601件創新研發計畫，政府補助金額約達3億美元，並帶動中小企業投資研發經費逾5.6億美元，該計畫對於提高台灣中小企業技術水準、提升台灣地方產業之競爭力及傳統產業之升級轉型，助益甚多。為建立台波雙方友好關係，奠定未來合作基礎，台方樂於透過資訊交流、研討會等方式，與波方分享台灣在此方面成功之經驗。

同時，經濟部技術處為加強產業創新研發能力之提升，已責成一項專案計畫協助地方產業界參與歐盟創新研發架構。該計畫已成功協助台灣企業加入22個歐盟提案團隊，且正式加入3個EU-FP7計畫。

有關在汽車、航空及家電等產業之群聚合作，台灣期望透過彼此雙方製造供應鏈的交流與合作，與波蘭產業聚落進行能量互補，提升雙方產業之競爭力，以共同開發亞洲、中東歐及其他新興市場，為彼此帶來更多商機。

波方同意告知波蘭科技暨高教部有關台方之建議及構想，以促進雙方科

技創新合作，此外，雙方再確認對產業創新與群聚議題進一步交流與合作。

6. 波蘭企業發展署與台灣交流合作

波方說明與台方相關單位合作進展，包含 2011 年參加台北國際電子展與綠能展及 2012 年電子展，台方代表並提交有關科技群聚資料予波方參考，波方(企業發展署)計畫進一步加強相關領域合作，包含共同籌辦協助企業發展之研討會活動，雙方組團互相參加商展及專業展，並選擇與台方某個單位洽簽合作備忘錄，以協助中小企業發展。

台方歡迎波方上述建議，並說明第 1 屆台波會議後，台方經濟部為波蘭企業發展署(PARP)舉辦一項為期一週之科技園區研習課程。台灣現有許多協助企業發展的機構，各有職司，例如經濟部中小企業處、對外貿易發展協會、全國中小企業總會、研究機構如工業技術研究院等，在建構優質企業經營環境、提生創業育成服務、協助企業拓展對外貿易、提升國際行銷、推動產業發展計劃及產業技術開發等，提供企業發展的完整支持與後盾。

台方瞭解波蘭 PARP 之業務職掌涵蓋範圍廣泛，確非台方經濟部所屬單一業務單位可涵蓋。因此，台方建議由雙方經濟部簽署一項經濟合作備忘錄(MOU)，除涵蓋波蘭企業發展署之需求，並可納入其他合作項目，本案可由經濟部國際合作處擔任本議題之聯絡窗口。

7. 台波民用航空合作

台波雙方已認知在締結空運服務協定下之航空利益，其將提供波蘭航空與長榮航空兩業者共掛班號聯營之基礎。華沙(波蘭)貿易辦事處總代表魏馬克曾於本年 8 月 31 日拜會交通部民航局，討論雙邊空運協定關係，民航局簡報目前台灣已與歐洲 13 個國家簽有雙邊空運協定，台方亦表示期盼在最近的將來可與波蘭建立通航關係。至於後續協商方面，雙方民航主管機關可透過雙方代表處管道持續溝通，俟雙方於簽署空運協定後，航空公司即可據以實施共用班號合作而受惠。

8. 促請波蘭支持歐盟與我洽簽經濟合作協議

台方表示，自 2010 年起，歐債危機為全球經濟帶來不確定性，市場需求疲弱導致全球貿易與投資不振與停滯。法國高等政治學院全球經濟中心 Patrick Messerlin 教授多次撰文並發表於歐洲議會表示，處於歐債危機影響下的歐盟，須以完全新的思維面對全球關係並積極簽訂優惠性貿易協定(Preferential Trade Agreements, PTA)以開放市場並提振經濟成長。若歐盟訂定加速經濟成長為目標，應以亞洲先進國家(Advanced Asian Countries)作為優先簽訂 PTA 對象，歐盟並應儘速與台灣進行 PTA 協商。Messerlin 教授研究發現，與台灣簽訂 PTA，不僅有利歐盟之經濟成長，且因台灣與中國大陸、東南亞國協(ASEAN)間的緊密連結，有助於歐洲企業透過台灣進入中國大陸與東南亞市場，再者，已有部分日商已充分利用此優勢，所以，台灣對於歐盟拓展亞太地區市場具有重要戰略意義。台歐盟經濟合作協議係全面性的貿易協定，不僅包含關稅減讓，更強調智慧財產權(IPR)、政府採購、SPS、TBT 及波方所關切之重要議題。台方籲請波方支持台歐盟 ECA 談判儘早啟動。

波方表示，在 2008-2009 年金融危機後，台灣與歐盟(包括波蘭)間之貿易及投資關係迅速復甦，惟仍有許多未加善用之潛在商務關係，雙方應共同努力消彌現有貿易及投資障礙，此為進一步改善雙方目前友善關係之第一要務。至於台方所提經濟合作協議，波方對此持開放態度，惟有關締結貿易及投資協訂事涉歐盟權限且須先由歐盟執委會提出。波方已密切注意台灣與中國大陸所簽署兩岸經濟合作架構協議，此對波方而言亦具有重大潛在經濟利益，並對海峽兩岸關係之穩定亟具重要，該協議之執行成果或將對未來討論台歐盟經濟合作協議具有重要角色。

9. 促進台灣波政府採購合作機會

台方表示，台灣於 2009 年 7 月正式加入成為世界貿易組織(WTO)下政府採購協定(GPA)締約會員體。2011 年，適用 GPA 案件的政府採購金額約 132 億美元，其中外國廠商取得標案計約 50 億美元，約占整體 38% 比重。近年來低碳經濟或綠色經濟成為全球各國經濟發展的重要動能，也表現在政府採購政策上。然而，在全球金融危機及經濟不景氣下，許多政府刪減公共支出，優質平價將會是未來政府採購政策的重點。

台灣長期以來在高科技領域表面相當亮眼，許多高科技產品，尤其在資

通訊、太陽光電、安全監控、LED 照明、智慧電表、醫療器材及整廠輸出等重點產業皆具有國際競爭力，因此台灣與波蘭可以加強兩國在政府採購上之合作。台灣歡迎波蘭政府標案採購得標商來台辦理一對一採購分包洽談會，台方可協助得標商針對所需產品及服務在最短時間內予以媒合，此亦可協助波方建立有效率且符合環保的採購程序。

波方表示，台波兩國皆為政府採購協定締約會員體，因此，兩國市場皆須遵守相關國際採購規則，台灣廠商自可進入歐盟採購市場，而波蘭廠商原則上亦得進入台灣投標市場，惟實際情況並非如此顯著，本項議題仍有許多合作及改善之空間。

10. 推動洽簽台波投資促進備忘錄

依據經濟部投資審議委員會之統計，自 1952 年至 2012 年底，波商在台投資總件數為 3 件，累計投資金額為 5 萬 5 千美元，主要投資項目為批發零售業。依據駐波蘭代表處統計，截至 2011 年 12 月底止，台商於波蘭投資案總計 23 件，累計總投金額約為 1 億美元，主要投資項目為電子資訊產業、自行車批發業及不動產開發業。波蘭具有廣大國內市場及相對穩定之政經環境，並在汽車業、再生能源、電子資訊業及物流業等有傑出之表現，台灣之強項在硬體製造業及產品商業化。台灣自從與中國大陸簽署兩岸經濟合作架構協議(ECFA)後擴大台灣後續市場與創造有利商機。為增進雙方瞭解及具體合作，建議推動簽署台波投資促進備忘錄(MOU on investment promotion)，以加強雙向資訊交流、共闢兩國投資商機與合作。

波方歡迎台方之構想並建議該協議由波蘭投資局與台方機構協商。

11. 放寬台籍員工申請返還勞工社保費之規定

台方表示，赴波蘭履約工作之台灣籍員工均依照當地法令繳納個人所得稅，並提撥個人社會安全基金。惟依據波蘭法令，所提撥之個人社會福利帳戶須於年滿法定退休年齡後方得提領動支(目前波蘭男性退休年齡為 65 歲，女性為 60 歲)。然而在德國、荷蘭等國，外籍勞工於勞動契約結束並離開歐盟後，得於 2 年後向該國社福基金申請返還個人已提撥之社福基金。改善在波蘭居住及工作條件將可大幅提升外商在波投資之

誘因，對大多數台籍幹部前來波蘭工作，係履約應聘前來擔任管理幹部（契約期滿即返台），並非在此尋求長期居留。放寬相關返還勞工社保費之規定將可使該等人員受惠，為鼓勵更多台灣廠商來波投資，及改善與增進台籍幹部在波蘭居留及工作之便利性，爰建議波蘭政府能優予考量，參照德、荷兩國已採之作法，放寬外國工作者申請返還已繳納之勞工社保費基金之規定。

波方表示，將台方之要求事項逕送請波蘭勞工暨社會部，經該部研析後將回應台方。

附錄:台波海關工作階層會議

台方由財政部關稅總局黃國平科長，波方由波蘭財政部關政司副司長 Mr. Dariusz Wencel，於 2012 年 9 月 13 日共同舉行會議。雙方表示將廣續合作與交流，並探討擴大合作範圍之可能性，例如毒品、智慧財產權，風險管理，無線射頻辨識系統(FRID)，緝毒犬等。雙邊討論儘早恢復舉行次長級高層會議，並同意舉行定期工作階層會議，波方計畫於明年初指派一名海關官員及一名港務官員訪台進行經驗交流與洽談合作議題。波蘭海關並表達對於 FRID 之興趣，希望在未來會談中探討合作的可行性，關於優質企業(AEO)議題，波方表示 AEO 議題須於歐盟層級洽談，波方尚無法與非會員國洽談。台灣海關與波蘭海關緝毒犬的訓練機制不同，合作的可能性不高，但波方願意與台分享訓練的經驗與查緝成果，台方如有需要，波方可安排參觀緝毒犬中心並進行經驗交流。波方更新與台方情資交換窗口之電子信箱，將定期提供查緝季報給台方海關，以海空運緝獲案件為主，台灣海關請波蘭海關儘量協助台方參加在歐盟會員國舉辦之訓練或研討會。

最後，雙方均認同藉此會議題表達重要議題，並提供平台作為討論貿易、投資、中小企業、再生能源科技及其他事項，雙方並同意第 4 屆台波諮商會議將於 2013 年於台北舉行。

波蘭經濟部

次長

Ilona Antoniszyn-Klik

台灣經濟部

次長

卓士昭

英文版

**The 3rd Economic Consultations between Poland and Taiwan,
Warsaw, 13 September 2012
Minutes of Talks**

On 13 September 2012 delegations of Poland and Taiwan held the 3rd Economic Consultations in Warsaw. Undersecretary of State in Ministry of Economy of Poland, Ms. Ilona Antoniszyn-Klik headed the Polish delegation while vice minister in Ministry of Economic Affairs, Mr. Shih-Chao Cho, headed the delegation of Taiwan.

During the consultations the following topics were discussed:

1. Exchange of information on bilateral trade relations
2. The issue of the double taxation agreement (DTA)
3. Progress of negotiations concerning access to Taiwanese market for Polish poultry and pork meat
4. Cooperation between Poland and Taiwan in the field of renewable energy resources
5. Cooperation in the field of industrial innovations and clusters
6. Cooperation between Polish Agency for Enterprise Development (PARP) and Taiwanese side
7. The issue of air services agreement between Taiwan and Poland
8. The prospects of Taiwan – EU Economic Cooperation Agreement
9. The prospects of cooperation in the field of public procurements under the WTO GPA
10. MOU on facilitation of investments
11. Taiwanese request with regard to early refund of pension contribution to foreign employees in Poland

1/ Exchange of information on bilateral trade relations

Taiwanese side expressed his sincerest appreciation to co-chair the Third Taiwan-Poland Economic Consultations. He stressed that the continued holding of these meetings demonstrated that both sides greatly valued the economic, trade and investment relationship between two nations, and he wished to see a continuous and fast increase of bilateral cooperation.

On the trade front Poland ranks as Taiwan's largest trading partner in Central Europe. According to Polish statistics, bilateral trade amounted to US\$1.62 billion in 2011, with Polish exports to Taiwan reaching US\$194 million, marking a substantial increase of

32.16 percent over the previous year's level. Taiwan's economy has proven rather resilient amid the recent global uncertainties stemming from such factors as stalled recovery in the US and an ongoing debt crisis in the eurozone, achieving growth of 4.04 percent last year and forecast growth of 1.66 percent for this year. Taiwan is a highly export-oriented economy, ranked 18th on the list of the world's largest trading entities. Taiwan undertook efforts to participate in regional economic integration and to sign free trade accords with its important trading partners. Taiwan's relations with its largest trading partner - mainland China, continued to improve. Since 2008, nearly 20 major cross-strait accords have been signed, including the landmark Economic Cooperation Framework Agreement (ECFA). This improvement in cross-strait economic and trade ties makes Taiwan the ideal partner for European enterprises, including companies from Poland, seeking to tap the growing mainland Chinese market.

Since the conclusion of the 2nd bilateral economic consultations last year, Taiwanese government has been earnestly implementing and carrying out the concrete resolutions reached at that meeting. During the 3rd consultations several Taiwanese enterprises participated the investment seminar hosted by PAIIZ S.A. to discuss and explore business opportunities.

Polish side informed about the progress in bilateral trade during last 5 years. Since 2007 till 2011 Polish export to Taiwan has increased by 65 %. By 2011 the export to import ratio has improved, thus the trade deficit with Taiwan has also slightly decreased. In the first half of 2012 import from Taiwan decreased by 33 %. In opinion of Polish side this phenomenon is related to the temporary changes in global trade trends and financial turbulences in eurozone.

Polish side noticed existence of some NTBs in Taiwan. These barriers influence the volume of exports from the EU. However, the issue of mutual recognition of standards, certificates etc. is regularly discussed between EU and Taiwan.

2/ The issue of the double taxation agreement (DTA)

(omitted)

3/ Progress of negotiations concerning access to Taiwanese market for Polish poultry and pork meat (Anna Galica wkład)

With regard to the export of Polish pork meat to Taiwan, Polish side welcomed the announcement that the BAPHIQ (Bureau of Animal and Plant Health Inspection and Quarantine, Council of Agriculture) and Taiwan Food and Drug Administration have completed review of relevant documents submitted by the Polish side. Taiwan, with the coordination of the Warsaw Trade Office in Taipei, will conduct the inspection visit in October or in November.

As for the Polish poultry to Taiwan, after the HPAI outbreak occurred in Poland near the end of 2007 during the application review process, Taiwan recently recognized Poland as HPAI free on Aug. 3, 2012, and subsequently restarted the review process. Taiwan side would keep the Polish side informed of the latest progress.

The Polish side expressed words of gratitude for longstanding and fruitful cooperation between Poland and Taiwan in the veterinary field, with sincerest hope for continuation of such a fruitful cooperation in the future.

On the issue of export of the Polish pork meat to Taiwan, the Polish side informed there are 33 pork meat establishments interested in export to Taiwan. All interested slaughterhouses (16) and two representative processing plants must be inspected before the approval. In accordance with the Taiwanese requirement: one establishment per day, only some establishments will be inspected by Taiwanese veterinary services, approximately 10 establishments. Therefore, the Polish side is interested in another inspection in 2013.

Additionally, since the inspection is only one step in the whole market access procedure for pork meat, the Polish side will make every effort to facilitate the process and hopes for reciprocity of the Taiwanese side in this regard.

The Polish side also positively reacted to restoration of the free status of Poland as regards HPAI and expressed its readiness to continue cooperation with Taiwanese authorities in order to facilitate market access process for poultry meat from Poland. The Polish side will soon request Taiwanese veterinary services for instructions on the next steps in the procedure.

Taiwanese side: Regarding the arrangement of inspection schedule, the Taiwan side requests that the Polish Authority arrange the date and reserve enough time for the Taiwan side to make preparations. Furthermore, the inspection period should not exceed the usual 2 weeks.

The itinerary of visits should include meetings with central, regional and local health agencies that deal with food safety. In addition, there should be visits to facilities and labs that monitor and test the sanitation of meat. The inspection of slaughterhouse facilities will be conducted on a per site basis by our side, and only those sites that pass the inspection may export meat products to Taiwan. Meanwhile, the itinerary for our inspection should include at least 2 meat producing and processing facilities, and not just meat packaging and storing centers.

As for slaughterhouses processing viscera such as pig bellies and pig intestines, they will also undergo the same inspection as meat slaughterhouses, and only those facilities that pass the inspection may export their products to our country. In addition, meat cutting plants and processing plants will be allowed to use as their raw material meat products from other countries' slaughterhouses that we have already approved.

4/ Cooperation between Poland and Taiwan in the field of renewable energy resources (RES)

Polish side: Poland wishes to establish a bilateral cooperation in the field of RES. This cooperation could involve the exchange of information and experience in the field of RES. Cooperation in the field of solar energy would be promising. Taiwan is ranked as one of the largest photovoltaic panel producers in the world.

The development of RES is one of the focal points of Polish policy in the energy sector. We expect remarkable increase in use of renewable energy in Poland within next 10 years. The share of RES in the final energy consumption should reach the level of 15% in 2020. The main renewable energy sources in Poland are biomass, agricultural biogas, wind energy and solar energy.

Polish government works on a project of a new law on Renewable Energy Sources.

The main purpose of the prepared law is to identify and systematize all support mechanisms for renewable energy sources included in the current regulations.

New rules will support the development of dispersed renewable energy sources, and reduce the burden for final energy consumers. The support will also be provided for technologies which currently generate about 90% of electricity from RES (biomass co-firing, wind turbines as well as old, hydroelectric power plants).

Taiwanese side: Taiwan possesses a complete up-, mid-, and downstream LED street lighting industrial chain. Taiwan side recommended that the Polish side assist in establishing contact points with relevant Polish associations to further facilitate LED street light industry collaboration between the two sides. There was a workshop on Taiwan LED industry hosted by the Polish Agency for Foreign Investment (PAIIZ) in the afternoon of September 13, 2012. Taiwan side looks for a local partners to further explore the LED market potential in Poland.

5/ Cooperation in the field of industrial innovations and clusters

Taiwanese side: While the Taiwanese high-tech industry has built a solid R&D capacity since its inception over three decades ago, the Department of Industrial Technology (DoIT) under the Ministry of Economic Affairs (MOEA) ensures continuous growth of that capacity and helps emerging and conventional industries develop advanced technologies. To enhance SMEs' competitiveness-boosting R&D efforts for innovative technologies and products, the MOEA has since 1999 carried out the Small Business Innovation Research (SBIR) Program, which provides financial incentives for investment in R&D in the private sector. Roughly US\$ 300 million has been awarded in government subsidies in a total of 4,601 approved SBIR projects, which in turn has led to more than US\$560 million in SME-led R&D investment. The program has contributed immensely to

Taiwanese SMEs' technical capabilities and capacities, the competitiveness of local firms, and the upgrading and transformation of traditional industries. To build an amicable relationship between Taiwan and Poland and to lay the foundation for bilateral cooperation, Taiwan would like to share with Poland, by means of information exchanges and seminars, its experience in this field. Meanwhile, The DoIT launched a special project to help local businesses step up their innovative R&D initiatives by participating in the EU's innovative R&D framework. This had successfully helped Taiwanese firms become involved in 22 EU-FP7 (EU Seventh Framework Programme) proposal teams and 3 EU-FP7 projects.

Regarding cluster cooperation in the automobile, aeronautics, and home appliance sectors, the Taiwan side hopes to work with Polish industry clusters on advancing the two sides' complimentary capabilities through exchanges and cooperation between the sides' manufacturing industrial supply chains, to raise the competitiveness of both sides' industries, and jointly develop Asian, Mid-Eastern Europe and other emerging markets, in order to bring about more business opportunities for both sides.

Polish side agreed to notify Polish Ministry of Science and Higher Education of initiatives proposed by Taiwan in order to promote the cooperation in the field of spreading the technological innovations. In addition, both sides reaffirmed further interactions and cooperation regarding industrial innovations and clusters.

6/ Cooperation between Polish Agency for Enterprise Development (PARP) and Taiwan.

Polish side (PARP) informed about the state of cooperation with its Taiwanese partners, among them two business missions in 2011 (electronics and environmental protection sectors) and planned for 2012 (electronics). Moreover, information was submitted on the workshops organized by Taiwanese side for the representatives of technological clusters and parks. PARP proposed to further enhance cooperation in this field, to jointly organize seminars, conferences etc. on supporting development of SMEs, mutual participation in fairs and exhibitions organized by both sides and to choose a partner on Taiwanese side for signing an MoU on cooperation in supporting SMEs.

Taiwanese side welcomed the above mentioned proposals and informed that after the 1st bilateral consultations Ministry of Economic Affairs (MOEA) hosted a one-week workshop on technology parks for the trainees from Polish Ministry of Economy and Polish Agency for Enterprises Development (PAED/PARP). Several agencies and organizations are dedicated to assisting entrepreneurial development in Taiwan, including the SMEA, TAITRA, National Association of Small and Medium Enterprises, and ITRI. Support activities range from establishing a friendly environment for enterprise operations, enhancing incubation services, extending international trading exposure,

global marketing, and providing government support for the development of industrial technologies. Taiwan side understood that the business of the PARP covers many fields, which were beyond any single agency's responsibility at MOEA. Thus, Taiwan suggested that the two ministries sign an MOU on economic cooperation covering the PARP's request and also other issues. The Department of International Cooperation, MOEA will serve as the contact window on this issue.

7/ Air Services Agreement between Taiwan and Poland

Both sides took note of the interest of its airlines in the conclusion of the Air Services Agreement. It would serve as basis for the code sharing arrangement between LOT Polish Airlines and EVA Air. The Director General of the Warsaw Trade Office in Taipei, Mr. Marek Wejtko, paid a courtesy visit to the CAA (Civil Aeronautics Administration) on 31 August 2012 to discuss bilateral Air Services relations. A brief introduction was given by the CAA with regard to relations of Taiwan with 13 other European countries - parties of bilateral Air Service Agreements. Taiwan side also expressed its interest in establishing air links with Poland in the near future. As for future negotiations, aviation authorities of the two sides can communicate via each side's representative offices. Airlines can benefit by code-sharing arrangements once bilateral Air Services Agreement is ready.

8/ The prospects of Taiwan – EU Economic Cooperation Agreement (ECA)

Taiwanese side. The European debt crisis has brought uncertainty to the global economy since 2010. Feeble market demand has led to stagnation in trade and slowdown in international investment around the world. Prof. Patrick Messerlin of the Paris Institute of Political Studies published several articles, presenting them to the European Parliament and arguing, that under the debt crisis the EU must completely rethink its relations around the world and actively conclude Preferential Trade Agreements (PTAs) in order to open its market and stimulate economic growth. If the EU sets its goal on faster economic growth, he argues, it should consider "advanced Asian countries" as priority candidates for PTA partners, and that it should launch PTA negotiations with Taiwan as soon as possible. In his research, Prof. Messerlin has found that signing a PTA with Taiwan would not only benefit EU economic growth but also help European businesses to use Taiwan as a springboard for entering the mainland Chinese and Southeast Asian markets by virtue of the close linkages between Taiwan, mainland China, and ASEAN. Moreover, some Japanese businesses are making full use of this advantage. Thus, Taiwan has great strategic significance for the EU as it seeks to expand its market in the Asia-Pacific region.

The proposed ECA is a comprehensive trade agreement which not only covers tariff reductions but also puts greater emphasis on other important issues such as IPR and

government procurement, SPS and TBT issues and other matters addressing concerns of Poland. Taiwan seeks support of Poland on the launch of ECA negotiations between the EU and Taiwan as soon as possible.

Polish side. Trade and investment relations between EU, including Poland, and Taiwan have been developing well and quickly recovered after 2008 – 2009 financial and economic crisis. However there is still unused potential in bilateral commercial relations. Both sides should work together to eliminate existing barriers in trade and investments. That should be in our view first step to further improve our already good relations. As far as possible Economic Cooperation Agreement is concerned Poland is also open to explore this option, however negotiation and conclusion of trade and/or investment agreement is within the competences of the EU and the initiative in that respect should come from the European Commission first. We are closely, although from certain distance, looking at implementation of Economic Cooperation Framework Agreement (ECFA) between Taiwan and the Mainland China, which in our view has huge economic potential and is crucial for stabilization of cross-strait relations. Successful implementation of that agreement may play, in our view an important role in future discussion on EU – Taiwan trade relations.

9/ The prospects of cooperation in the field of public procurements under the WTO GPA

Taiwanese side. Taiwan formally became a party to the WTO Government Procurement Agreement (GPA) in July 2009. In 2011, Taiwan's total value of GPA-covered procurement was US\$13.2 billion, of which foreign companies were awarded US\$5 billion, around 38% of the total. In the last few years, moving to a low-carbon economy ("green growth") has been an important driving force in the economic development sector and in government procurement policy as well. However, due to cuts in public spending following the global financial crisis, seeking high-quality products at affordable prices has become a key trend in government procurement. Taiwan has excellent achievements in the high-tech field for a long time. Many of its hi-tech industries such as ICT, photovoltaics, security monitoring, LED lighting, smart electrical meters, medical equipment and package plant export (turn-key plants export) are internationally competitive, and this makes it possible for Taiwan and Poland to strengthen their cooperation in the area of government procurement. Taiwan encouraged Polish government tender winners to visit Taiwan to hold exclusive one-on-one meetings with Taiwan enterprises. Taiwan could help tender winners to find their ideal matches in the quickest possible time. This could assist Poland to build a more efficient and environmentally friendly procurement process as well.

Polish side. Both Taiwan and Poland, are parties to Government Procurement Agreement

(GPA). Therefore, international procurement rules are respected on both markets and Taiwanese companies have access to EU procurement market and our companies in principle have access to tenders in Taiwan. However in practice the situation may not be so obvious and certainly there is room for improvement and cooperation in that field.

10/ MOU on facilitation of investments

Taiwanese side. According to statistics compiled by the Investment Commission of the Ministry of Economic Affairs, from 1952 to the end of June 2012 Polish investment in Taiwan totaled 3 cases with a cumulative value of US\$ 55 thousand. The main recipient of this investment was the wholesale industry. Statistics provided by Taipei Economic and Cultural office in Poland, showed that till the end of December 2011, Taiwanese investment in Poland has totaled 23 cases with a cumulative value of US\$ 100 million. The main recipient of this investment was information/electronics industry, the bicycle wholesaling industry, and real estate development industry. Poland has a large domestic market accompanied by a relatively stable economic and political environment, and has made outstanding achievements in the automobile, renewable energy, information/electronics, and logistics industries. Taiwan is strong in hardware manufacturing and the commercialization of products. The signing of the Economic Cooperation Framework Agreement (ECFA) with China greatly expands Taiwan's market hinterland and creates lucrative business opportunities. To advance bilateral understanding and concrete cooperation, Taiwan suggested the signing of an MOU on investment promotion that would strengthen the two-way exchange of information and open up opportunities for investment and cooperation between the two countries.

Polish side welcomed the Taiwanese initiative and suggested that the suitable agreement could be negotiated between PAIIZ S. A. and an institution representing the Taiwanese side.

11/ Taiwanese request with regard to early refund of pension contribution to foreign employees in Poland

Taiwanese side. Taiwan citizens who go to Poland for work contribute a portion of their income to the ZUS according to the domestic regulations. However, according to Polish law, they are only allowed to withdraw their individual contributions to the pension scheme after reaching the official retirement age (which is currently 65 years for men and 60 years for women). In Germany and Netherlands, foreign workers are allowed to withdraw their individual contributions two years after the termination of their work contracts and their departure from the EU. Improving convenience for executives residing and working in Poland is a great incentive for increasing investment there. Most Taiwanese working in Poland are executives and do not seek long-term residence here.

Relaxing related pension scheme regulations would be beneficial to them. To encourage more investment by Taiwanese companies in Poland and to improve convenience for Taiwanese executives residing and working in Poland, we respectfully request that the Polish side relax its pension scheme regulations by adopting the model used in Germany and the Netherlands regarding withdrawal of individual contributions by foreign workers. Polish side will direct the request of Taiwanese side to the Ministry of Labour and Social Policy. The answer of the Ministry will be submitted to the Taiwanese side in a working manner.

(Enclosure)

Working level meeting in customs cooperation between Poland and Taiwan:

Taiwan side, represented by Kuo-Ping Huang, Section Chief, Directorate General of Customs, Ministry of Finance, and Polish side represented by Mr. Dariusz Wencel, Deputy Director, Customs Policy Department, Ministry of Finance, held a side meeting on customs cooperation on September 13, 2012. Both sides expressed their desire to maintain close contacts of their Customs Administrations, and to explore the possibility of expanding the scope of cooperation, such as narcotics, IPR, risk management, RFID, detector dog issues. Both sides will work toward resuming the Summit meeting between Deputy Ministers as early as possible. Both sides agree to hold a working-level meeting regularly. Poland plans to assign a Customs officer and one officer from the port office to visit Taiwan for experience sharing and cooperation, hopefully by the early next year. Polish Customs expressed its interest in RFID and might touch the RFID issue in future talks. As regards the AEO issue, Polish Customs is not in a position to discuss with any non EU parties as it should be discussed at EU level. Taiwan Customs and Polish Customs employ a different system in terms of detector training, so the possibility of cooperation is low. Polish Customs however is willing to share training experience and enforcement results by detector dogs. It may arrange a visit if Taiwan Customs requests. Polish Customs updated its contact points. It will provide Taiwan Customs with quarterly seizure report on sea ports and airports. Taiwan Customs requested Polish Customs to do its utmost to help Taiwan Customs participate in training workshops or seminars held in EU.

In closing, both sides regarded the meeting as having positively addressed important issues and provided a platform to exchange views on trade, investment, SMEs, renewable energy technologies and other matters, and agreed that the 4th consultations would take place in Taipei in 2013.

Ilona Antoniszyn-Klik,
Undersecretary of State
Ministry of Economy

Shih-Chao Cho
Vice-minister
Ministry of Economic Affairs

二、台斯經濟合作 MOU 草案

中文版

中華民國經濟部與斯洛伐克共和國經濟部間
經濟合作發展瞭解備忘錄
(中譯本)

中華民國經濟部與斯洛伐克共和國經濟部（以下簡稱雙方）
為增進雙方多面之關係；
考量深化與廣化雙邊經技合作之共同利益；
盼營造雙方經濟體在商務、研發及教育與訓練等直接合作之有利環境；
確信兩國經濟部間定期諮商將有助提供有效的合作架構與基礎；
爰同意條款如下：

第 1 條

雙方衡酌目前經濟關係及未來發展遠景，推動多面且互利之合作事項，包括經濟、農業、研發及教育與訓練等領域。

第 2 條

雙方在各自權責內：

- (1) 推動資訊交換，包括有益發展方向之國內法規；也鼓勵工商界參與合作計畫之執行；
- (2) 推動雙方相互投資、合資，如：設立子公司或代表處等；
- (3) 增進工商協會、研發機構及教育與訓練機構之關係與合作；
- (4) 鼓勵交換共同關切之資訊，以及行銷、諮詢與專業服務業者間之合作；
- (5) 鼓勵雙方代表團及經技專家之互訪及召開會議；
- (6) 推動參與商展及籌辦研討會；
- (7) 提升中小企業在雙邊經濟合作之重要性；
- (8) 促進雙方金融機構之合作。

第 3 條

雙方同意設立工作小組，以協調合作事項、執行本瞭解備忘錄、討論共同關切事項

及指導新的合作方向。工作小組由兩國經濟部次長共同主持，成員包括兩部之專家，倘應議題討論之需，得洽邀其他相關部會之代表出席。工作小組定期召開會議，儘可能每年一次，輪流在斯洛伐克和臺灣舉行。

為執行本瞭解備忘錄之需，茲指定雙方聯絡窗口：

第 4 條

執行本瞭解備忘錄所需之相關經費，除非雙方事先同意，否則由雙方各自負擔。

第 5 條

雙方依互利原則，在各自國內法規範下，執行合作事宜；遇有國內法規變更致影響本瞭解備忘錄之執行者，應互為通知。

本瞭解備忘錄之規定，不影響雙方在其他國際協定之權利與義務，包括歐盟在內。

第 6 條

本瞭解備忘錄自雙方簽署之日起生效，效期無限。

本瞭解備忘錄得經雙方同意後修訂。

本瞭解備忘錄得經任一方以書面終止，自收到書面通知之日起 6 個月後失效。

為此，雙方代表各經合法授權於本瞭解備忘錄簽字，以昭信守。

本瞭解備忘錄以英文繕製 2 份，於 2012 年 月 日在 簽署。

.....

部長
斯洛伐克共和國經濟部

.....

部長
中華民國經濟部

英文版

MEMORANDUM OF UNDERSTANDING

**between the
Ministry of Economy, Slovak Republic
and the
Ministry of Economic Affairs, Republic of China (Taiwan)
on the development of economic cooperation**

The Ministry of Economy, Slovak Republic and the Ministry of Economic Affairs, Republic of China (Taiwan) (hereinafter referred to as the 'Parties'),

Desiring to further develop the diverse relationships between the Parties;

Taking into consideration their mutual interest towards deepening and expanding the bilateral economic and technological cooperation;

Intending to ensure favorable conditions for the direct cooperation between the business, research and development, education and training sectors of their economies;

Convinced that regular inter-ministerial consultations will provide suitable framework and basis for fruitful collaboration;

have agreed as follows:

Article 1

The Parties, considering the current state and perspective of economic relations, shall promote diverse and mutually favorable cooperation in the fields of economy, agriculture, research and development, education and training.

Article 2

Within their scope of authority the Parties:

- shall promote the exchange of information in accordance with their respective domestic legislation on the major directions of preference developments and shall stimulate business circles to take part in the implementation of joint projects;
- shall promote investments, the foundation of joint ventures, as well as the establishment of company representations and affiliated companies in the partnering territories;
- shall facilitate the relations and cooperation among industrial and business associations, research and development institutes, as well as education and training institutes;
- shall inspire the exchange of relevant information of mutual interest, as well as the cooperation of service providers in the area of marketing, counselling and expert services;
- shall encourage meetings of the Parties' representatives and of economic and technical experts, as well as exchange of delegations;
- shall promote the participation at fairs and exhibitions, as well as the organization of seminars, symposia and conferences;

- shall contribute to a growing role to be played by small and medium sized enterprises in the area of bilateral economic relations;
- shall facilitate the establishment of relations, as well as the extension of cooperation, between financial and credit institutions enrolled in their territories.

Article 3

In order to harmonise their cooperation, to control the execution of this Memorandum of Understanding, to discuss issues of mutual interest and to assign new directions of cooperation, the Parties agree to initiate the setting up of an Inter-Ministerial Working Group. The Working Group would be co-chaired by vice minister from the Taiwan's Ministry of Economic Affairs and a vice minister from the Slovak Ministry of Economy. Members of the Working Group would be included experts from the aforementioned ministries. Depending on the agenda, representatives from other Slovak and Taiwanese ministries or government organisations may also be invited to the sessions of the Inter-Ministerial Working Group. The Working Group would meet on a regular basis, preferably once a year, alternatively in Slovakia and Taiwan.

The contact points for the communication related to the implementation of this Memorandum of Understanding shall be:

-
-

Article 4

Unless otherwise agreed in advance with mutual consent, the Parties shall each bear their own costs related to the implementation of activities within the framework of this Memorandum of Understanding.

Article 5

The Parties, acting in accordance with the principle of mutual benefits, shall implement their cooperation within the framework of their respective domestic legislation. The Parties shall inform each other about any changes in their respective domestic legislation that may affect the implementation of this Memorandum of Understanding.

The provisions of the Memorandum of Understanding shall in no way affect or prejudice the rights or obligations of the signing Parties arising from their involvement in international treaties and agreements, including rights or obligations arising from membership in the European Union.

Article 6

This Memorandum of Understanding is concluded for an indefinite period of time and it shall enter into force on the day of its signature by both Parties.

This Memorandum of Understanding may be amended or complemented by mutual consent of the Parties.

This Memorandum of Understanding may be terminated by either Party in writing, and it shall expire after six months from the date of receiving the written notification.

In witness whereof the undersigned, being duly authorized thereto, have signed this Memorandum of Understanding.


Done and signed in, on the day of 2012, in two originals in English.

.....
Minister
Ministry of Economy
Slovak Republic


.....
Minister
Ministry of Economic Affairs
Republic of China (Taiwan)

附件4、簡報

一、波蘭外人投資局簡報



Poland - Key Facts



Area: 312 700 sq km – 6th in European Union

Population: 38,12 million – 6th in European Union


Currency: Polish Zloty (1 USD ~ 3.1 PLN, 1 EUR ~ 4.1 PLN)

GDP: USD 771.658 billion (PPP, 2011) – IMF data
USD 802,145 billion (PPP, 2012) – IMF estimation

GDP per capita: USD 20,334.191 (PPP, 2011) – IMF data
USD 21,310.289 (PPP, 2012) – IMF estimation

GDP growth: 1.8% (2009), 3.8% (2010), 4.3% (2011),
2.5% (EC forecast, 2012)

Membership: EU, NATO, OECD, WTO, Schengen Zone



Competitive Advantages

Location & economic fundamentals

- strategic location in continental Europe
- part of trans-European transportation corridor
- fourth fastest growing EU country in 2011
- 38 million consumers

Labor force

- young, well-educated work force
- ca 11% of university students in the EU
- 460 universities & high education schools
- language proficiency
- increasing labour productivity

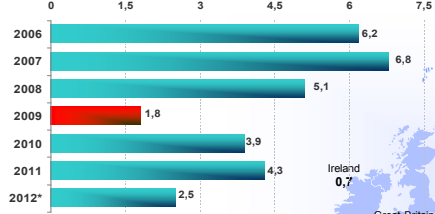
Investment incentives

- tax exemptions in 14 Special Economic Zones
- grants co-financed from the EU (EUR 90 bn)



GDP changes in recent years in the EU countries

GDP growth in Poland in years 2006-2012



in 2009

Poland **avoided recession** & experienced the highest GDP growth in Europe

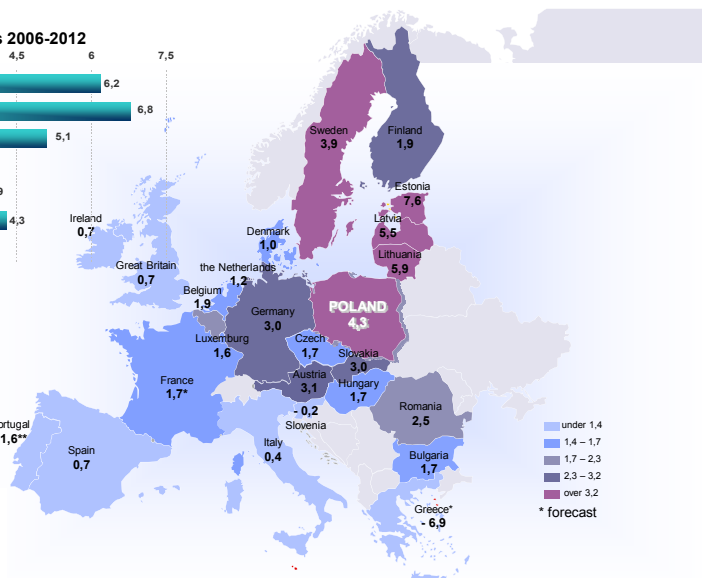
in 2010

Poland developed at **one of the highest paces** in Europe

in 2011

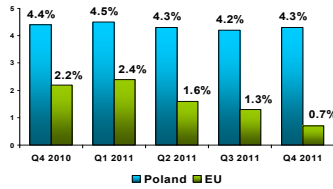
Poland continued to develop at the pace **three times higher** than the EU average

Source: Eurostat, 2012



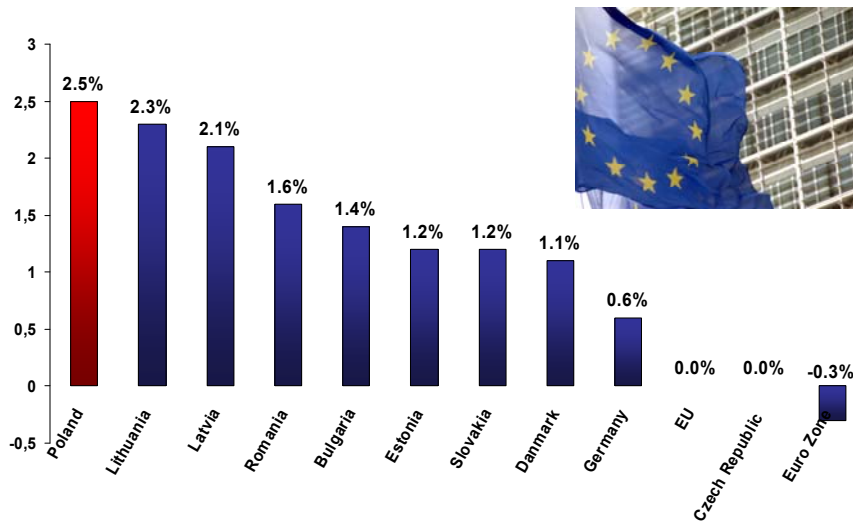
Stable economic situation

- GDP growth in 2011: 4.3% in Poland vs. 1.5% in the EU
- Quarterly GDP growth in Poland vs. the EU:



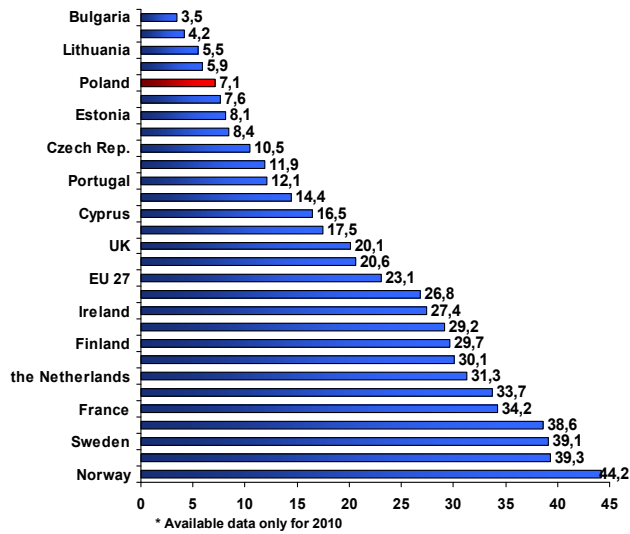
- Inflation
 - annual (2011): 3.9% vs. 3.1% in the EU
 - 3.9% in March 2012 (y-o-y) vs. 2.9% in the EU
- Main driver of economic growth:
 - investments
 - domestic consumption
 - individual consumption

The future seems to be bright – EC forecasts of GDP change for 2012



Source: Eurostat forecast, February 2012

Labour cost per hour in the business economy in 2011 (in EUR)



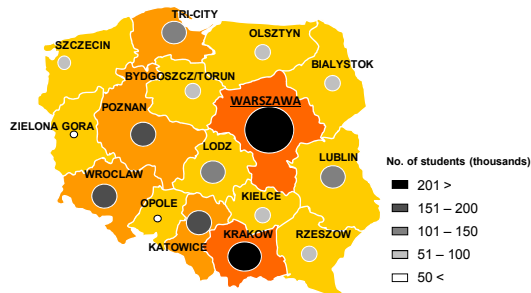
Source: Eurostat, March 2012

Students and graduates

- 20 m people aged 35 and less
- almost 2 m students
- more than 487 thous. graduates in academic year 2010/2011
- more than 90% of students know foreign languages

- 460 higher education institutions
 - 19 universities
 - 23 technical universities
 - 79 academies of economics
- 200 different majors taught
- growing number of science students

Main academic centers

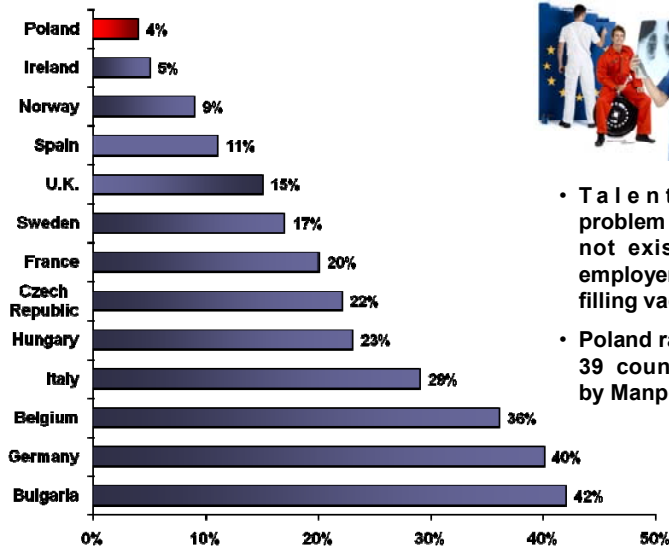


Students in Poland

City	Students	Graduates
Warszawa	276 000	65 300
Wroclaw	146 000	30 000
Katowice	112 000	23 500
Krakow	185 000	35 500
Poznan	137 500	33 000
Tricity	95 000	20 500
Lodz	120 500	27 500

Source: Central Statistical Office

Talent shortage problem by country



- Talent shortage problem in Poland does not exist: only 4% of employers have trouble filling vacancies
- Poland ranks 1st among 39 countries surveyed by Manpower

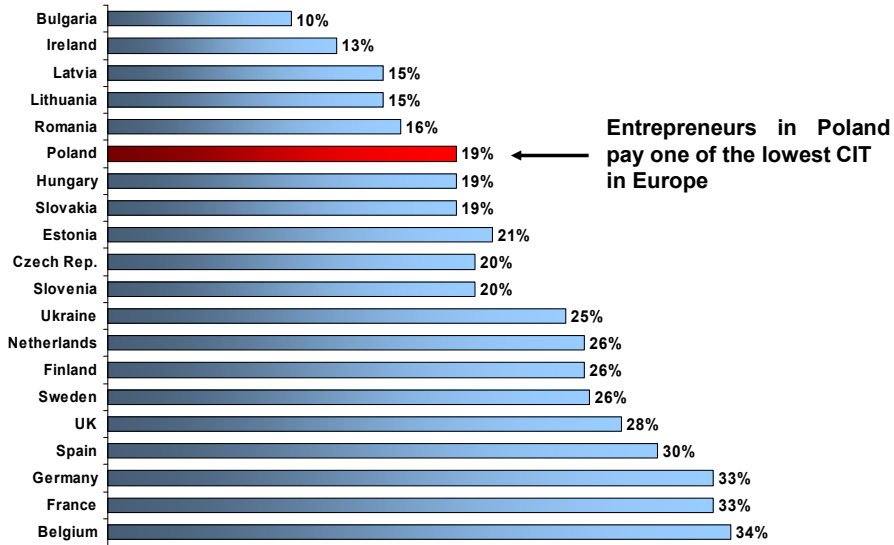
Source: Manpower 2011 Talent Shortage Survey

Tax rates

- Corporate Income Tax (CIT) rate
19%
- Personal Income Tax (PIT) rate
18% and 32%
- Value added tax (VAT)
basic rate: 23%
reduced rates: 8%, 5%
export rate: 0%
- Social Security Tax paid by employer
between 19.48% and 22.14%



Corporate income tax rates across Europe

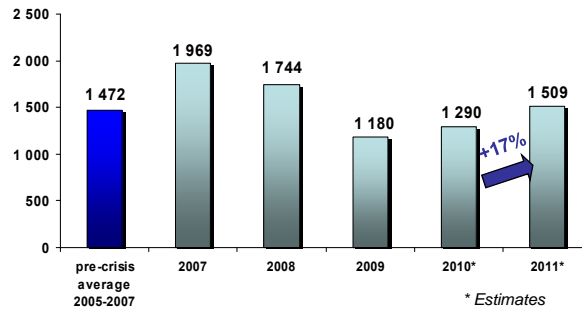


Source: www.wodwide-tax.com

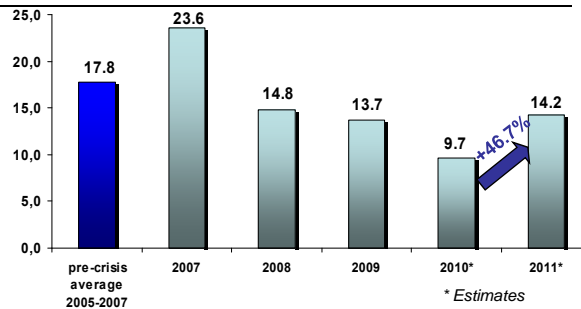
FDI flows worldwide & in Poland in 2011

(in bn USD)

World



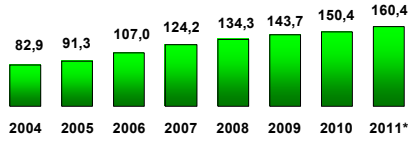
Poland



Source: UNCTAD, January, 2012.

FDI stock in Poland

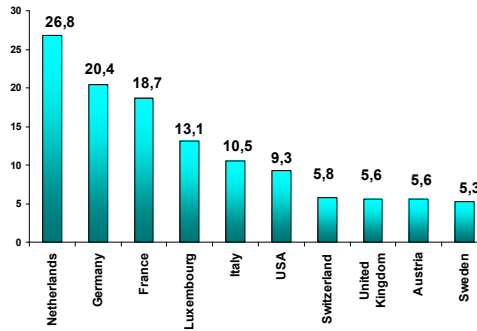
Cumulative value of FDI (in EUR bn)



Geographical sources of FDI

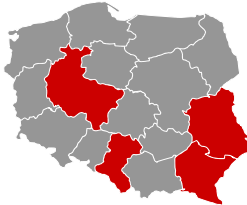


Major FDI investors in Poland (FDI stock as of the end of 2010, in bn EUR)



Source: National Bank of Poland 2011

Services and Manufacturing Hubs in Poland (2)



AEROSPACE

Rzeszów, Mielec, Świdnik

Kalisz

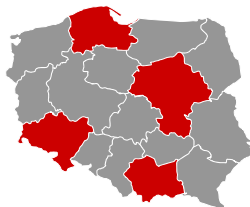
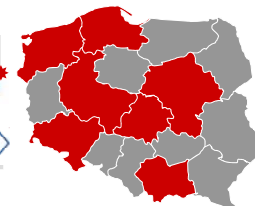


BSS

Kraków

Wrocław

Łódź



R&D

Wrocław

Warszawa



* - TOP 2011

Source: PAlizZ compilation, 2012

World Investment Report 2011



World's most attractive destinations for Foreign Direct Investments

Rank 2011 (2010)	Country
1	China
2	USA
3	India
4	Brazil
5	Russia
6 (12)	Poland
:	:
9	Germany
13	UK
14	Singapore

According to UNCTAD the key factors attracting FDI to Poland are:

- rapidly expanding domestic market
- size of the domestic market
- flexible & skilled labour force
- high quality/cost ratio

FDI flows – 2010 – 2013 in USD bn

2010	2011	2012	2013
1,24	1,5	1,7	1,9

Growth reasons:

1. Cash reserves of MNCs
2. Restructurization / Delocation
3. Undervalued companies

Source: World Investment Report, 2011

Forms of regional aid

✓ Tax breaks

- CIT exemption in Special Economic Zone
- Real estate tax exemption

✓ Cash support

- Government grants through individual negotiations
- Cash grants co-financed from the EU Funds



Special Economic Zones



- A special economic zone (SEZ) is a designated area in which manufacturing or distribution activities can be conducted on preferential terms
- The purpose of SEZs is to support regional development
- Currently, there are 14 SEZs in Poland, each consisting of several subzones
- Total area of all SEZ – 20 000 hectares
- SEZ will operate until 2020, hopefully longer
- Permits to conduct activities in SEZ are issued by the authorities of each SEZ
- Minimum investment: EUR 100,000
- Possibility of including the land selected by an investor into SEZ

Benefits from obtaining a permit to conduct activities in SEZ :

- eligibility for income tax exemption – a form of regional aid
- plot of land prepared for an investment project, available at a competitive price
- free assistance in dealing with formalities relating to the investment project

Completed investment project in services sector as of the end of 2011

CREDIT SUISSE

Sector: Centre of excellence
Investment outlays: EUR 0.5 m
Employment: 250
Location: Wrocław

PRICEWATERHOUSECOOPERS

Sector: SSC
Investment outlays: EUR 0.5 m
Employment: 260
Location: Katowice

STATE STREET

Sector: SSC
Investment outlays: EUR 2 m
Employment: 600
Location: Kraków

TATE & LYLE

Sector: SSC
Investment outlays: EUR 1 m
Employment: 200
Location: Łódź

LUXOFT
Engineering Business Performance

Sector: IT center
Investment outlays: EUR 0.18 m
Employment: 200
Location: Kraków

BNP PARIBAS

Sector: SSC
Investment outlays: EUR 3 m
Employment: 300
Location: Warsaw

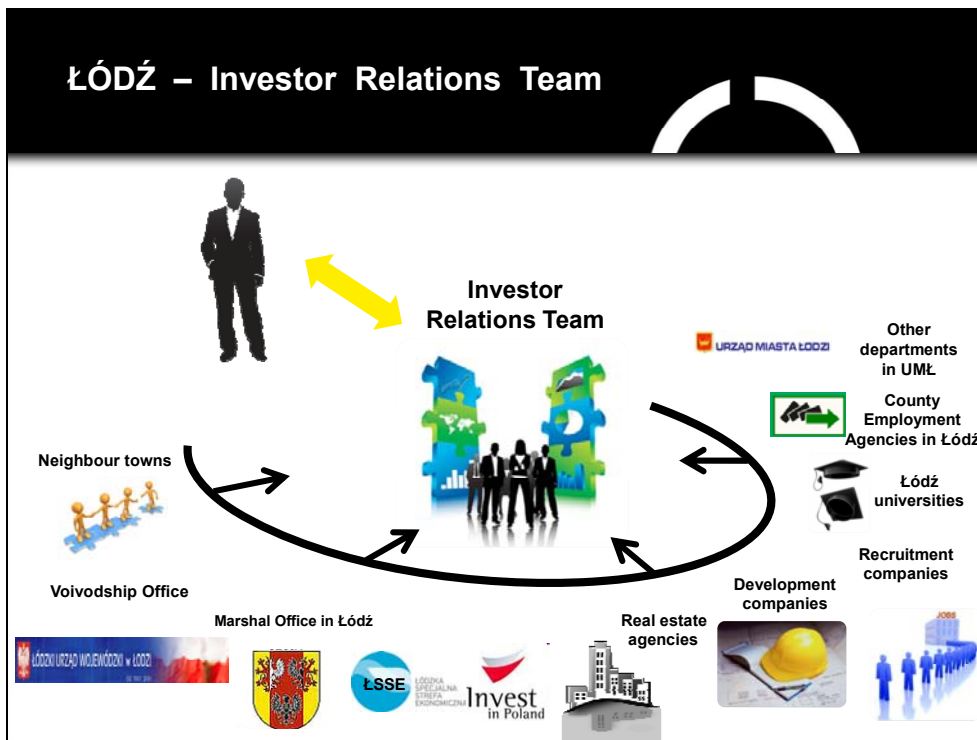
Nordea

Sector: SSC
Investment outlays: EUR 1.8 m
Employment: 250
Location: Łódź



二、烏茲市簡報

烏茲投資環境



ŁÓDŹ – PERFECT CITY FOR BUSINESS

Assigned Investor Relations Manager for the project will help in :

Collecting general information

- quantity, quality and cost of labor resources
- real estate space available
- necessary permits, roadmap and timing
- overview of public aid available, sources, possible finance support level

Sites search

- assistance in location selection
- preparation of sites list addressing investor's requirements
- organizing site visits and assisting investor during the visits

Recruitment

- contact and organization of meetings with universities representatives
- career offices
- recruitment agencies
- unemployment offices, contact with County Employment Agency

Setting up

- support in promotion the investment project on Councils websites
- contact with local and national media, organisation of press conferences
- data base of suppliers and business partners
- post-investment support
- assistance in solving unexpected problems

Organizing

- visit in the City
- meeting with the Mayor
- meeting with representatives of offices
- promotion of the company on job fairs organized by University of Łódź and Technical University of Łódź
- preparation of individual support programs



Why to invest in Łódź?



WHY ŁÓDŹ ?

- Employees with experience in any kind of industry
- Business environment
- Large pool of skilful graduates and universities widely open for cooperation
- Competitive cost of running your business
- Center of entertainment and culture



ŁÓDŹ – PERFECT CITY FOR BUSINESS

POPULATION -

approx. 740 thousand in Łódź
approx. 1.5 million within 30 km from Łódź

• Road infrastructure

- Highway A1 | North - South
(Baltic Sea – Rome)
- Highway A2 | West – East
(Berlin – Moscow)

• Distance to all major cities within 3 h



ŁÓDŹ INTERNATIONAL AIRPORT

Scheduled flights:

- Brema
- Bristol
- Dortmund
- Dublin
- East Midlands
- Edynburg
- Gdańsk
- Wrocław
- Liverpool
- London (Luton, Stansted)
- Milan (Bergamo)
- Oslo (Rygge)

Planned flights to:

- Kopenhaga – SAS

Charter flights:

Antalya, Enfidha, Heraklion, Hurgada,
Monastir, Sharm El Sheikh, Tel Awiw,
Varna.

New passenger terminal capable of servicing **2 million passengers annually**. It has also cargo terminal and own customs department.



ŁÓDŹ CONTAINER TERMINAL & CARGO

Largest inland container terminal in Poland

- with big railway junction
- close to A1 motorway



Transshipment capacity: 45 tons

Storage area: 42 800 m²

Type of handled UTI: containers, bodyworks, replaceable emitrailers

Advantages for manufacturing companies

Łódź: big industrial city

– easiness of finding subcontractors and business partners of any kind.

Professional and open-minded atmosphere

– easy access to experienced staff with high work ethic at competitive cost

Investment incentives

– all support in a one-stop-shop system delivered by Investor Relations Manager.

Advantageous location

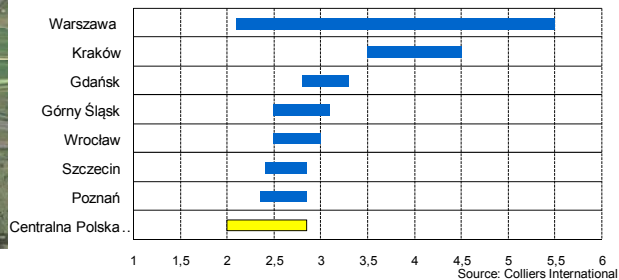
– crossroad of main highways in Poland: A1 and A2.



ŁÓDŹ – BUSINESS SPACE



Effective rent (EUR/sqm/month)



Availability of warehouse space in ŁÓDŹ

- Effective rent: 2 – 2,85 Euro/sqm
- Vacancy rate: 11,8% with 960 thousand sqm available in 1Q 2012
- About 10 km to junction of A1 and A2 motorways in Strykow



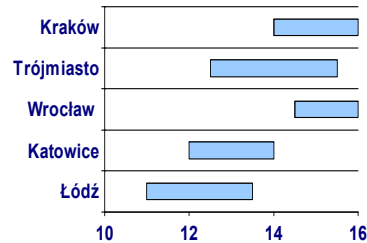
ŁÓDŹ – BUSINESS SPACE



Office space

- Modern office space (A/B+, B)- 230 000 sqm
- **Prime headline rents in Łódź are 11-13.5 EUR/sqm (9 -10 EUR/sqm for B/B+ class). Service charges usually amount to 13-16 PLN/PLN/month**
- The office space is concentrated in the City centre
- There is a big variety of buildings - number of old post – industrial buildings dating back to the 19th century have been revitalized and adapted for office purposes

A class office space (euro/m²/month net price)



Source: Jones Lang LaSalle 2011



ŁÓDŹ – IT COMPANIES



IT Applications :

Software product lifecycle management,
 Product Lifecycle Management solutions,
 Application Maintenance,
 Custom Application Development, Application Management,
 System Integration, Prototyping, Testing,
 Electronic Data Interchange;
 Sales Force Automation;
 Communication and Reporting within Distribution Channels;
 IT Infrastructure,
 Master Data Management,
 Dedicated IT solutions
 Mass printouts and customization, enveloping documents,
 Advanced systems of correspondence costs optimisation,
 Systems of postal items monitoring and reporting,
 e-mailing and documents archiving,
 IT Project Management, Staff Augmentation,
 Support and maintenance,
 IT training services,
 ERP system and Business Intelligence implementation,
 Cloud computing,
 Configuration management

High Tech :

Product design and development,
 Advanced IT Systems for financial Sector,
 Electronics

ŁÓDŹ – BPO COMPANIES



Voice BPO

Inbound Call Center Services,
Outbound Call Center Service,
Technical Helpdesk Services,
Email Support Services,
FAX Support services; internet support services,
Interactive Voice Respond,
Surveys, Mystery Shopper campaigns

Non-Voice BPO

transaction processing, F&A, technical support HR, procurement,
sales order entry processing

Financial Services

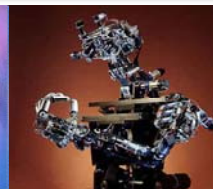
Accounting Services (Accounts Payable, Accounts Receivable, Payments,
General Accounting, FA Accounting, Billing, Travel Expenses),
Bookkeeping Services, Tax Preparation Services, Payroll Processing
Services, Financial Analysis Services and Insurance Services, Financial
Reporting Services, Controlling & Management Accounting Services

Retail

Customer Relationship Management, Operation Support, Category
Management, Master Data Management, Customer Analysis, Store Sales
Analysis, Product Analysis, Category Profit Analysis

**Large pool of employees with experience in various BPO & IT
activities means cost effectiveness for business.**

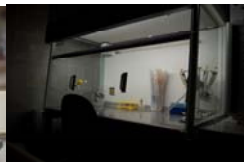
INNOVATIVE PLACE FOR BUSINESS



**Information
Technology Centre
of Technical University**



**The Factory of
Engineers for XXI
century**



**Modern
biotechnological lab
complex
BIONANOPARK LODZ**

INNOVATIVE PLACE FOR BUSINESS



New Media Centre



**Technopark,
BioNanoPark, Łódź**



**EC-1 East
EC-1 West**

烏茲 LED 路燈裝設規劃

City of Lodz tests LED Street Light



As a city open for new technologies, Łódź plans to implement LED lighting technology in a street light infrastructure. Taking into account substantial differences in the quality of products available on the market and dynamic development of this technology, Road and Transport Board of Lodz has already decided to implement LED technology and test it in normal in-use environment.

At the moment, in the City of Łódź LED street lights are installed in the following locations:

- pl. Komuny Paryskiej



- ul. Strefowa i Oazowa



Plans for LED street light

Within the scope of this year's project documentation for street light Road and Transport Board of Łódź ordered to prepare projects also in LED technology for the following locations:

- ul. Smulska
- ul. Łyżwiarska
- ul. Liniowa

Road and Transport Board of Łódź in cooperation with one of the leading manufacturers in the market plans to install LED lighting on the Zamenhoffa Street.

三、工研院綠能所簡報



LED Street Lighting

Demonstration Project & Experience

September 2012

Ming-shan Jeng, Green Energy & Environment Research Laboratories/ITRI
msjeng@itri.org.tw


On behalf of
Taiwan LED Street Light Industry Alliance



1

Topics

- LED technology & lighting applications
- LED lighting promotion and LED street lighting demonstration in Taiwan & projects around the world
- Survey on public acceptance of LED street lighting
- Failure mode analysis & LED street light standards
- Suggestions and follow-up actions

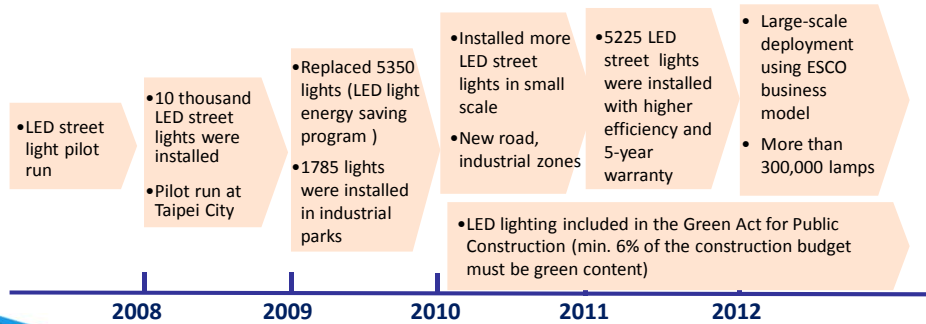


2

LED lighting promotion and LED street lighting demonstration in Taiwan

Current Status

- 2006: Began replacing mercury vapor lamps with LED street lamps
- 2008 – 2011 expanding to more than 45 counties/cities more than 20,000 LED lamp installed
- 2012: Large scale demonstration and installations, more than 300,000 lamps



Sample Projects in Taiwan

2009 ~ 2011: A total of 16 suppliers participated in the 87 LED street lighting demonstration programs



Sample Projects around the world using Taiwan Products



Improvement of Lighting using LED

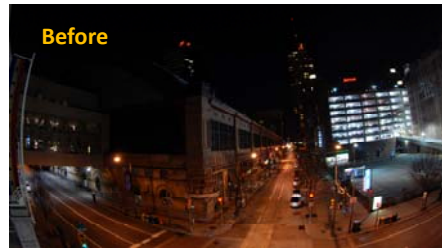


(Photo provided by ChaiYi City Government)

Improvement of Lighting using LED

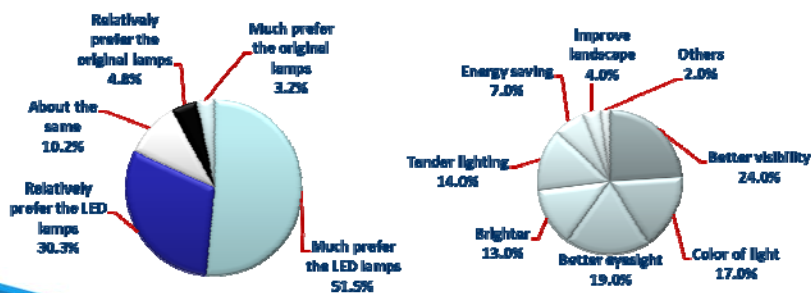
Philadelphia, USA Convention Center

(Products from Taiwan)



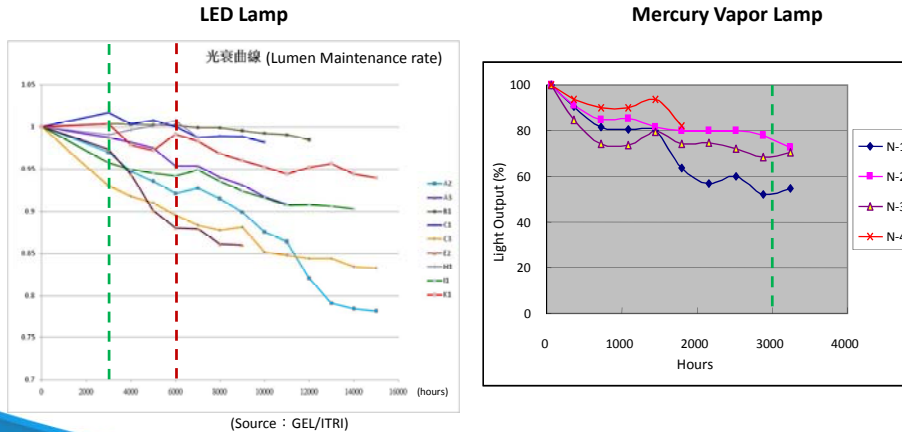
Public Acceptance Survey Result

- Public Survey was conducted in Nov., 2011 to around 623 people for their opinions on LED lighting
- 73% participants noticed the lamp replacement
- More than 80% participants preferred the LED lamps than the conventional ones



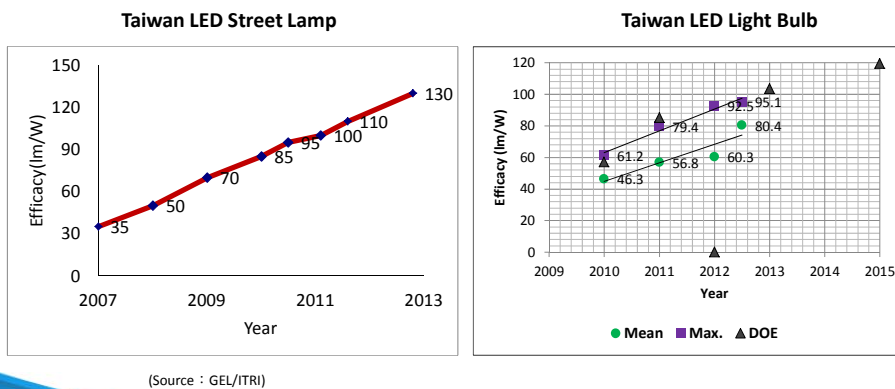
Lumen Depreciation Rate Comparison

- LED lamps not only last much longer but also maintain luminous level better than the traditional mercury vapor lamps (below graphs indicated)



Product Performance Improvements

- LED lamps and light bulbs have made significant improvements in Efficacy (lm/W) over the last several years, this helps to further reduce the cost to use LED lamps in many applications



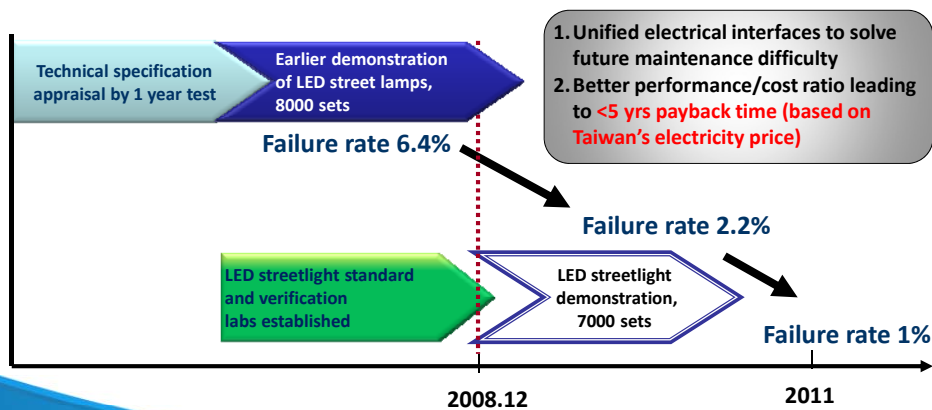
Establishing of LED street lighting Standards

- CNS 15233 – the First LED street light standard around the world was announced on 12/04/08 and revised on 07/27/12
 - Surge protection: LED street lights shall feature surge protection compliant with CNS 14676-5 level 4
 - Lumen maintenance rate: Greater than 92% after 3,000 hours lighting (excluding the 1,000 hours of aging lighting)
- 2011 added 12 new standards covering from LED chip, components, to light modules, luminaires and system; this brings to total 22 standards
- Harmonized with IEC International for LED street light safety standards
- BOE of MOEA has established “Energy Label “ program in 2011 for LED street lights www.energylabel.org.tw/index_en.asp



Impact of LED Street Light Standard

- A big improvement of the quality of LED street lamp products from various companies due to the new standards and verification process



Standardized Electrical Interface

- Reduce maintenance issue of dealing with incompatibility thru establishing standard brand neutral interface specification
- To ensure electrical interface forward compatibility

表 3 額定功率 70W~100W 之 LED 路燈電源供應器規格。

項目	規格	
輸入 Input	額定電壓 Rated Voltage	110~277 Vac
	額定頻率 Rated Frequency	50/60 Hz
	功率因數 PF	>0.92 @ 220Vac at 70% load & full load
	效率 Efficiency	> 90% @ 220Vac at full load
輸出 Output	額定輸出電流 Current Rating	700 mA \pm 5 %
	輸出電壓 Voltage Rating	\leq 140V
	電源電壓調整率 Line Regulation	\pm 3 % @ full load
	輸出漣波電流 Ripple current	\pm 20 % @ 220Vac at full load
	可調光 Dimmable	Optional

Taiwan LED Street Light Industry Alliance

- Established "Taiwan LED Street Light Industry Alliance" in Jan. 2010
- Number of partners: 30, including suppliers of lighting equipment, components, and testing equipment.
- Partner qualifications: More than 15 partners are public listed companies or group affiliates.



Alliance web site : <http://www.taiwanled.org.tw>

Suggestions & Follow-ups

- Taiwan has established a strong supply chain of LED lighting industry with many companies already worked on foreign projects
- We would be a valuable resource to help assessments of your project requirements/benefits etc.; provide consulting for your needs
- Taiwan government (BOE of MOEA) has great programs to help drive adaption of LED street light in cities; and has good experience to share with you
- We would be happy to assist your needs of energy saving and building eco-friendly cities around the world

附件5、媒體報導

一、9月13日舉行台波綠能投資合作研討會

1. 9月17日波蘭「每日消息報」(Dziennik)專訪報導

台灣積極開拓新興市場以因應歐債危機

Tajwańczycy zabłyszczą w Polsce

Inwestować nad Wisłą chcą producenci oświetlenia LED oraz firma komputerowa. Przeszkodą są przepisy podatkowe.

Tajwańscy producenci oświetlenia LED, którzy w 2011 r. kolejny rok z rzędu zanotowali najwyższe na świecie przychody – 4,5 mld USD – łakomie spoglądają na Polskę. Nasz kraj odwiedziły firmy Delta Electronic, Leadray Energy i Everlight Electronics.

- Chcemy sprawdzić, jak moglibyśmy współpracować z polskimi firmami, wypracować system, w którym dostarczamy technologię i komponenty, a montują je polscy partnerzy. Możliwe jest zakładanie joint venture. Wspólnie możemy wymienić w waszym kraju tradycyjne oświetlenie uliczne. Ta technologia zwraca się w pięć lat – mówi Shih-Chao Cho, wiceminister gospodarki Tajwanu, który przyjechał z przedsiębiorcami.

Polska jest pierwszym krajem w regionie, w którym Tajwańczycy chcą nawiązać współpracę.

- Później moglibyśmy zastosować ten model biznesowy w innych krajach – przewiduje Shih-Chao Cho.

Przyznaje, że przyjechał do Polski, by rozejrzeć się też, w co można inwestować. Na razie tajwańskie firmy nad Wisłą dużo nie zainwestowały: na koniec 2010 r. było to 28 mln EUR. Na Węgrzech 390 mln USD.

- Zakończyliśmy z sukcesem projekty firm: BriVictory



▶ NA JEDNYM WÓZKU: Polska i Tajwan mogą współpracować w obszarach, w których oba kraje są mocne, np. komponentach motoryzacyjnych. Szczególnie rozwinięta na Tajwanie jest produkcja elektronicznych komponentów – systemów komputerowych czy systemów zabezpieczeń – uważa Shih-Chao Cho, wiceminister gospodarki Tajwanu. [FOT. WM]

w Gorzowie Wielkopolskim na 1978 osób i 14 mln EUR, Chung-Hong w Koberzycach na 8 mln EUR i 108 osób i Compal Europe UK w Łodzi na 3 mln EUR i 18 osób – mówi Sławomir Majman, prezes Polskiej Agencji Informacji i Inwestycji Zagranicznych.

Ta ostatnia firma zamierza urosnąć.

- Compal dziś zajmuje się serwisowaniem komputerów, a chce rozpocząć produkcję – mówi Shih-Chao Cho.

Zapowiada więcej projektów.

- Polska to dla naszych firm idealne miejsce do penetracji Europy. Uzgodniliśmy z Iloną Antoniszyn-Klik, wiceminister gospodarki, że musimy ściągnąć do Polski więcej tajwańskich firm i odwrotnie – zachęcić polskich

przedsiębiorców do inwestycji na Tajwanie – twierdzi Shih-Chao Cho.

Niestety, tajwańskie firmy od Polski odstrasza brak umowy o unikaniu podwójnego opodatkowania (UPO). Tajwan ma takie umowy z 20 krajami, w tym siedmioma z UE, m.in. Węgrami.

Prowadzone są prace zmierzające do podpisania takiej umowy. Przedmiotem analiz Ministerstwa Finansów – w porozumieniu z innymi właściwymi resortami – są prawne aspekty dotyczące możliwości zawarcia UPO z Tajwanem jako podmiotem, którego państwowość nie jest przez Polskę uznawana – informuje biuro prasowe Ministerstwa Finansów. [MAG]

Tajwański biznes przeświecła Polskę



Trzej producenci oświetlenia LED szukają możliwości inwestowania nad Wisłą – deklaruje Shih-Chao Cho, wiceminister gospodarki Tajwanu. Nie chcą jednak płacić podwójnych podatków. ► 7

We will do without Europe

Shih Chao Cho vice minister of economy of Taiwan

In the 2 Q of this year Taiwan registered the decline of GDP for 0,2%. What happened with Asian tiger?

Taiwan to a high degree depends on export. From the end of last year the situation worsen, mainly because of slow down in USA, and debt crisis in Europe. Because of this the value of export went down for 4,6%. We hope, however, that the situation will change. The end of year it is a time of Christmas shopping, and Taiwan as one of the leading producers of electronic appliances always benefit from that. At the end of year we expect over 2% increase.

The authorities in Taipei are waiting for the increase of demand or try to stimulate it?

Of course, we try to increase the export growth. Specially promising in that context are emerging markets. The export to those countries is growing the fastest. So we concentrate on them the most, we organize for instance new trade missions. We expect that the growth of demand on our products in emerging countries will cover losses connected with the crisis in Europe.

How against a background of that look relations with China? Soon Taiwanese banks could run accounts or give credits in yuans PRC.

Relations with China have improved, when in year 2008 Ma Ying-jeou became president. Earlier we haven't got even the direct flight connections. Now every week there are 538 such flights. You can imagine how much it helped to do a business. Today, China is our biggest trade partner, and we are the biggest investor in PRC. Last week our central banks signed initial currency clearing agreement that is about mutual exchange of yuans and NT\$. We would not need for that purpose to use USD. It is significant step which would help to increase economy cooperation.

Michał Potocki

2. 9月17日波蘭「商業脈動日報」(Puls Biznesu)專訪報導

盼台波儘早簽署避免雙重課稅協定以吸引台商投資波蘭

Obejdziemy się bez Europy



SHIH-CHAO
CHO

wicepremier
gospodarki
Tajwanu

W drugim kwartale tego roku Tajwan odnotował spadek PKB o 0,2 proc. Co się stało z azjatyckim tygrysem? Tajwan jest w dużym stopniu uzależniony od eksportu. Od końca ubiegłego roku sytuacja się pogorszyła, głównie ze względu na spowolnienie w USA i kryzys zadłużenia w Europie. Przez to wartość eksportu spadła o 4,6 proc. Mamy jednak nadzieję, że ta sytuacja się zmieni. Koniec roku to czas bożonarodzeniowych zakupów, a Tajwan jako jeden z czołowych producentów sprzętu elektronicznego zawsze na nich korzysta. Na koniec roku oczekujemy powyżej 2 proc. wzrostu.

Władze w Tajpej czekają na wzrost popytu czy starają się go pobudzić? Oczywiście staramy się wpłynąć na wzrost eksportu. Szczególnie obiecujące są w tym kontekście rynki wschodzące. Eksport do tych krajów rośnie najszybciej. Na nich się więc koncentrujemy, organizując np. nowe misje handlo-

we. Oczekujemy, że wzrost popytu na nasze towary w państwach rozwijających się pokryje straty związane z kryzysem w Europie.

Jak na tym tle wygląda relacja z Chinami? Już wkrótce tajwańskie banki będą mogły prowadzić konta czy udzielać kredytów w juanach ChRL.

Relacje z Chinami poprawiły się odkąd w 2008 r. prezydentem na Tajwanie został Ma Ying-jeou. Wcześniej nie mieliśmy nawet bezpośrednich połączeń lotniczych. Teraz w każdym tygodniu odbywa się 538 takich lotów. Można sobie wyobrazić, jak bardzo pomogło to w robieniu interesów. Chiny są dziś naszym największym partnerem handlowym, a my jesteśmy największym inwestorem w ChRL. W ubiegłym tygodniu nasze banki centralnie podpisały wstępne porozumienie przewidujące wzajemną wymiennalność juanów i nowych dolarów tajwańskich. Nie będziemy więc już musieli wykorzystywać w tym celu dolarów amerykańskich. To bardzo znaczący krok, który pomoże zwiększyć współpracę gospodarczą.

rozmawiał Michał Potocki

Puls Biznesu 專訪報導英譯

Puls Biznesu, 17.09.2012

TAIWANESE COMPANIES WILL SHINE IN THE POLISH MARKET

LED lighting producers and computer maker from Taiwan want to invest in Poland. The main barrier to them is tax regulations.

Taiwanese LED lighting manufacturers, which generated in 2011 the world's biggest revenues of USD 4.5 billion for another year in a row, greedily look at Poland. Our country was visited by representatives of Delta Electronic, Leadray Energy and Everlight Electronics.

"We want to probe investment opportunities, work out the strategy for the cooperation between Polish and Taiwanese companies, where our side will supply technology and components and Polish partners provide assembly works. We consider joint venture projects as well. With joint efforts we could replace a traditional street lighting in Poland into LED technology that guarantees cost savings over a 5-year period", said Deputy Minister of Ministry of Economic Affairs Shih-Chao Cho who visited Poland in a company of Taiwanese entrepreneurs.

Poland is the first country in the region where Taiwanese companies want to establish cooperation.

"Later we could implement the same business model in other countries", said Mr. Shih-Chao Cho.

Taiwanese Deputy Minister admitted that his visit to Poland aims at searching investment prospects, potential investment sectors. Taiwanese companies have not invested much so far – merely EUR 28 million through 2010, compared with USD 390 million in Hungary.

"We successfully completed the investment projects such as: BriVictory in Gorzow Wielkopolski worth EUR 14 million with 1978 workplaces, Chung-Hong in Kobierzyce worth EUR 8 million with 108 workplaces and Compal Europe in Lodz worth EUR 3 million with 18 workplaces", said Mr. Slawomir Majman, President of Polish Information and Foreign Investment Agency PAIIZ.

Compal Europe plans to develop its business in Poland. "Now, Compal is providing services for computers, but want to launch a production in Poland", said Mr. Shih-Chao Cho.

Taiwanese Deputy Minister announced more joint projects. "Poland is an ideal place for Taiwanese companies to further penetrate European market. Together with Deputy Economy Minister Ilona Antoniszyn-Klik we reached the agreement that we should attract more Taiwanese investor to Poland and vice versa", said Mr. Shih-Chao Cho.

Unfortunately, Taiwanese companies are discouraged by lack of treaty on avoiding double taxation between our two countries. Taiwan has signed such agreements with 20 states, including seven of the EU, like Hungary.

"Poland's Ministry of Finance is currently working on such a treaty. Together with other authorities responsible for this issue, we are analyzing the legal aspects of signing the double taxation treaty with Taiwan as a party which sovereignty is not recognized by Poland", informed the Press Office of the Ministry of Finance.

Cover Page: Taiwanese companies examine Poland

"Three LED lighting producers are searching for investment opportunities in Poland", declared Taiwanese Deputy Economy Minister Shis-Chao Cho. But they do not want pay double taxes.

二、9月14日參訪烏茲市暨經濟特區

1. 9月14日波蘭「每日消息報」(Dziennik)⁵報導

台商有意於Lodz市加碼投資

Tajwański minister zapowiada: będzie więcej pracy dla łodzian

Data dodania: 2012-09-14 12:57:51 • Ostatnia aktualizacja: 2012-09-14 12:57:51

Dziennik
nowy

Michał Meksa



Koncern Compal Electronics obecny jest w Łodzi od 2008 r (© Compal Łódź)

Tajwański Compal będzie zatrudniał nowych pracowników w Łodzi - zapowiedział na briefingu prasowym w Urzędzie Miasta, Shich-Chao Cho, minister gospodarki Tajwanu. W piątek Łódź gościła delegację urzędników i przedsiębiorców z tego kraju.

Produkcujący laptopy Compal Electronics, to jedna z największych firm Tajwanu. W Łodzi, koncern obecny jest od 2008 r. Tajwańczycy ulokowali tu centrum naprawy i logistyki. Jednak wkrótce **łódzki zakład ma rozszerzyć działalność.**

- Trwają już prace nad przekształceniem centrum logistyczno-naprawczego, w centrum produkcyjne - mówi minister Shich-Chao Cho. - Firma ma już miejsce w

⁵ 波蘭「每日消息報」(Dziennik)日發行量 40 萬份。

którym mieścić będzie się zakład produkcyjny.

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Tajwański minister podkreśla, że **firma zwiększy w związku z tym zatrudnienie**. Rekrutacja nowych pracowników do Compalu już trwa.

Miejscy urzędnicy liczą na to, że wkrótce do Compalu dołączą inne tajwańskie firmy. W delegacji biorą udział tamtejsi przedsiębiorcy, którzy przyjrzą się temu, co Łódź może zaoferować inwestorom.

- Przyjazd do naszego miasta przedstawiciela administracji, pokazuje tajwańskim przedsiębiorcom, że to dobry kierunek inwestycji - mówi Marek Cieślak, wiceprezydent Łodzi, który podejmował w piątek gości z Azji.

Poza spotkaniem z władzami miasta, **Tajwańczycy będą wizytować zakłady Compal i odwiedzą Manufakturę.** Spotkają się też z marszałkiem województwa i z zarządem Łódzkiej Specjalnej Strefy Ekonomicznej.

Dziennik Lodzki, 14.09.2012

TAIWANESE MINISTER ANNOUNCED: MORE WORKPLACES FOR PEOPLE FROM LODZ

“Taiwanese company Compal will recruit new employees in Lodz”, announced Deputy Minister of Economy of Taiwan Shih-Chao Cho during the press briefing in the Lodz City Hall. On Friday, Lodz welcomed the delegation of government officials and entrepreneurs from Taiwan.

Compal Electronics, laptop producer, is one of the largest companies in Taiwan. The company launched its operation in Lodz in 2008. Taiwanese investors located in Lodz its service and logistics center. Now, they plan to develop the business.

“The transformation of the service and logistics center into a production center is now being carried out. Compal has already the place where the production plant would be located”, said Minister Shih-Chao Cho.

Taiwanese Minister stressed that Compal will increase its employment as a result of these changes. The recruitment process has been already commenced. Representatives of the City Hall hope that more Taiwanese companies will join Compal in Lodz. The delegation consists of local Taiwanese entrepreneurs who will investigate what Lodz could offer to investors.

“The official visit of representative of public administration to Lodz is a signal to Taiwanese entrepreneurs that Lodz is a good investment destination”, said Deputy City Mayor Marek Cieslak, who received the delegation from Asia on Friday.

Besides the meeting with the City Hall representatives, Taiwanese delegation will visit Compal company and Mahufaktura. They will meet with the Marshal of the Lodz Province and President of the Lodz Special Economic Zone as well.

2. 9月15日波蘭「選舉人日報」⁶ (Gazeta)地方版報導

Lodz 市吸引台商加碼投資

Łódź kusi tajwańskich inwestorów. Będą nowe inwestycje

mf

15.09.2012 , aktualizacja: 14.09.2012 19:03

A A A Drukuj



Shin Chao Cho, wiceminister gospodarki Tajwanu na spotkaniu w Urzędzie Miasta w Łodzi (Fot. Marcin Wojciechowski / Agencja Gazeta)



-
- Zobacz zdjęcia (4)

Do Łodzi przyjechała delegacja polityków i biznesmenów z Tajwanu. Chcą inwestować i są już pierwsze konkretne decyzje

Shin-Chao Cho, wiceminister gospodarki Tajwanu, przyjechał do Łodzi z delegacją tamtejszych biznesmenów. Goście sprawdzali, jak firmy radzą sobie w mieście i co ma ono do

⁶波蘭「選舉人日報」(Gazeta)為波蘭第一大報，日發行量 80 萬份。

zaproprowania inwestorom. Nie ukrywali, że Łódź to dla nich ciekawe miejsce.

- Wiemy, że Łódź z miasta produkcji tekstylnej próbuje przestawić się na miasto wysokich technologii. Tajwan jest z nich znany i dlatego interesujemy się Łodzią. Nie jesteśmy dużym krajem, ale nasza produkcja warta jest 600 mld euro. To daje nam 18. miejsce na świecie. 65 proc. tej kwoty powstaje dzięki wykorzystaniu wysokich technologii - wymieniał Shin-Chao Cho.

Wiceminister poinformował, że obecna już w Łodzi tajwańska firma Compal będzie rozszerzała działalność.

- To drugi na świecie producent notebooków - chwalił wiceminister.

Pierwotnie w Łodzi miało mieścić się jedynie centrum napraw i logistyki Compal. Jednak Tajwańczycy przekonali się do miasta i dalej inwestują. Shin-Chao Cho przekazał informację, że w Łodzi powstanie również centrum produkcyjne. Firma ma już miejsce, w którym będzie prowadzona produkcja.

Łódź i Warszawa to jedyne miasta, jakie odwiedził podczas wizyty wiceminister. W stolicy, na szczelbu rządowym, prowadzone były m.in. rozmowy o podwójnym opodatkowaniu.

- Polska jest jedynym krajem w Europie, w którym przedsiębiorcy współpracujący z Tajwanem muszą płacić podwójne podatki. Wkrótce ma się to zmienić - mówił wiceprezydent Marek Cieślak.

Wizyta w Łodzi jest efektem wcześniejszych podróży łódzkich polityków do Tajwanu w 2008 i 2011 roku.

- Polska jest w centrum Europy, a Łódź jest w centrum Polski. Z tego można wyciągnąć wniosek, że Łódź to centrum Europy - mówi Shin-Chao Cho. - Wierzimy, że uda się ściągnąć do Łodzi więcej tajwańskich inwestycji - dodaje.

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15.09.2012

LODZ IS ATTRACTING TAIWANESE INVESTORS. NEW INVESTMENTS ARE COMING.

The delegation of government and business representatives from Taiwan arrived to Lodz. They plan to invest and first concrete decisions were already reached.

Mr. Shih-Chao Cho, Deputy Minister of Economy of Taiwan visited Lodz with a delegation of local businessmen. The visitors were checking business and investment climate in Lodz city. They admitted that Lodz is very interesting place for them.

“We know that Lodz is trying to switch from textile production base into the high technology city. Taiwan is well-known for its innovative technologies and therefore we are interested in Lodz. We are not a big country, but our total production is worth EUR 600 billion. Taiwan is ranked 18th worldwide. 65 per cent of our production uses high technologies”, said Mr. Shih-Chao Cho.

Deputy Minister informed that Compal company that already operates in Lodz is going to extend its business scope.

“Compal is the world’s second largest notebook maker”, praised Deputy Minister.

Originally, Compal planned to establish a service and logistics center in Lodz only. However, Taiwanese investors became more convinced about Lodz’s attractiveness and plan to further invest. Compal has already found a place where its production would be located.

Deputy Minister visited only Lodz and Warsaw during his stay in Poland. In Warsaw, the delegation conducted the government consultations on many issues, including avoiding double taxation treaty.

“Poland is the only country in Europe where entrepreneurs doing business with Taiwan need to pay double taxes. This should be changed soon”, said Deputy City Mayor Marek Cieslak.

The visit to Lodz is the result of previous trips of government representatives from Lodz to Taiwan in 2008 and 2011.

“Poland is in the center of Europe and Lodz is in the center of Poland. From this point of view we could say that Lodz is the the center of Europe”, said Mr. Shih-Chao Cho. “We believe that we will attract more Taiwanese investments to Lodz”, he added.

3. 9月16日波蘭「Express Ilustrowany」報導

手提電腦製造台商有意在 Lodz 增闢生產線

Producent laptopów uruchomi fabrykę w Łodzi

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Tajwańska firma Compal Electronics rozszerza swoją działalność. Jeden z największych na świecie producentów laptopów do tej pory prowadził w Łodzi centrum napraw i logistik, a w najbliższym czasie uruchomi zakład produkcyjny - podało w sobotę Radio Łódź.

Zapowiedział to wiceminister gospodarki Tajwanu który wspólnie z potencjalnymi inwestorami odwiedził Łódź. W tej chwili firma zorganizowała już miejsce na zakład produkcyjny - dodał wiceminister.

Wiceprezydent Łodzi Marek Cieślak ma nadzieję, że do miasta uda się przyciągnąć kolejnych dużych inwestorów z Tajwanu.

Delegacja z Tajwanu rozmawiała też z marszałkiem województwa i z zarządem Łódzkiej Specjalnej Strefy Ekonomicznej.

Express Ilustrowany 報導英譯

Express Ilustrowany, 16.09.2012

LAPTOP PRODUCER IS TO LAUNCH A PRODUCTION PLANT IN LODZ

Taiwanese company Compal Electronics is to develop its business. One of the largest laptop producer in the world has its service and logistics center in Lodz up to now, but the company will launch a production plant in the near future – informed Lodz Radio.

This news was announced by Deputy Minister of Economy of Taiwan who together with potential investors visited Lodz. "The company has already arranged a place for its production plant", added Deputy Minister.

Deputy City Mayor Marek Cieslak hopes that Lodz would attract further strategic investors from Taiwan. The delegation from Taiwan have also met with the Marshal of the Lodz Province and President of the Lodz Special Economic Zone.