

行政院所屬各機關因公出國人員出國報告書
(出國類別：出席國際會議暨招商)

赴印度進行經貿參訪暨簽署合作備忘錄出國計畫報告

服務機關：科技部新竹科學工業園區管理局

姓名職稱：王永壯局長、

投資組黃玉興副研究員

派赴國家：印度

出國期間：2018 年 7 月 8 日至 2018 年 7 月 15 日

報告日期：2018 年 8 月 30 日

摘要

印度為政府新南向政策的標的國，近年來台灣與印度商貿及科技產業交流日益頻繁，我國與印度經貿關係於 1995 年互設代表處後逐步開展，貿易量與投資額逐年成長；台灣去（2017）年全年出口印度市場金額為 33 億美元，較前年成長 17%，此外，台灣去年自印度進口金額為 30.6 億美元，年增率大幅成長 40.3%，總計 2017 台印全年貿易總額 63.6 億美元，成長 27%，說明了政府積極進行新南向政策的成效。據駐印度代表處經濟組統計，台商在印度投資的產業包括資通訊、機械、貿易、碳煙、運輸、工程、金屬、製鞋、農漁，其中以資通訊為主。由於印度經濟成長快速，廣大的內需市場吸引全球外資目光，印度在經濟改革開放後，與全球建立密切連結的商務關係，印度人口眾多、市場廣大、台灣企業如果在此波趨勢中缺席，將是產業發展歷程中的一大損失。

新竹科學工業園區管理局此行赴印度進行經貿參訪暨簽署合作備忘錄對於促進台印雙邊經貿及高科技產業交流有實質意義，一如我國外交部駐印度田中光大使於 7 月 15 日此行行程即將結束，與同行在飯店早餐會報中表示：“印度該不該來、怎麼來？什麼時候來，答案都是肯定的，印度該來、要來、什麼時候來，就是現在要來，不要再等了。”台灣的高科技產業普遍不熟悉印度市場，亟待有產業界做先鋒，目前，欣見東元集團在印度開疆闢土，且有多家廠商及金融業準備赴印度投資，台灣產業界在印度的第一個科學園區也已動土，相信在短期的未來，台灣與印度的交流只會日漸頻繁，也希望國內產業界能夠充分掌握良機，拓展龐大的商機。

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壹、簡介

台灣與印度間無政治上外交關係，在官方方面，我國在印度僅設立駐印度代表處（駐印度台北經濟文化中心）推動相關經貿交流事務，在民間部分則有中華民國台灣印度經貿協會，該協會成立於民國 2012 年 12 月 21 日，旨在拓展台印之間經貿發展，是我國拓展印度市場及投資印度重要的平台，理事長為東元集團董事長黃茂雄。

竹科管理局此次前往印度進行經貿參訪即是參加由台灣印度經貿協會所主辦之參訪團，唯本局較該團前兩天出發，目的是準備簽署合作備忘錄相關事宜，建立與印度雙邊之高科技產業交流與互動，以及深入了解印度的產業發展環境與相關投資規定，以利提供國內產業界參考。此行詳細行程請參閱下列行程表。

新竹科學園區管理局赴印度經貿參訪暨簽署合作備忘錄行程表

日期	地 點	行程
2018/07/08 (日)	台北—新德里	▪ 07:20-11:50 台北(TPE)-新德里(DEL): 拜會駐印度代表處陳和賢組長並討論此行行程規劃內容
2018/07/09 (一)	新德里-班加羅爾	▪ 10.00 拜會印度 CSIR 主席 Santanu Chaudhury 洽談未來合作事宜 14.00 參訪 InfoSys 新德里研發中心 分享雙邊產業技術發展 18:25-21:10 新德里(DEL)-邦加羅爾(BLR)
2018/07/10 (二)	班加羅爾	▪ 11:00 前往州政府辦公室與 Karnataka KITS 簽約 地點: KITS 辦公室 ▪ 14.00 參訪聯發科 Bangalore 研發總部 ▪ 與世正經貿參訪團會合
2018/07/11 (三)	班加羅爾	▪ 09:30 參加世正 Bangalore 科學園區動土 ▪ 11:00 與 Karnataka 官員洽談合作事宜(Mr. Deepak Sood, Invest Karnataka CEO, Mr.

		<p>Darpan Jain, Commissioner of Industries, 及 Mr. Gaurav Gupta, Principal Secretary)</p> <ul style="list-style-type: none"> 15:30 拜會資訊產業商務部長洽談未來合作事宜 Legislative Seat of Karnataka, Minister. K. J. George, Mr. H. D. Kumaraswamy, Chief Minister
2018/07/12 (四)	班加羅爾->海德拉巴	<ul style="list-style-type: none"> 10:00-11:05 Bangalore ->海德拉巴 12:00 參訪海德拉巴工業園區位址 14:00 拜會 Telangana 政府官員 Mr. Karampuri, Mr. Reddy, 與 CDCI Country Head
2018/07/13 (五)	海德拉巴 - 果亞	09.30-14:15 搭機至果亞 市政巡禮
2018/07/14 (六)	果亞 -> 新德里	<ul style="list-style-type: none"> 10:00-16:00 市政及文化產業巡禮 18:50-21:30 GOA-DEL
2018/07/15 (日)	台北	<ul style="list-style-type: none"> 09:00 聽取 InvestIndia 官員簡報及與駐印度田大使共進早餐 13:30-22:20 新德里-台北

目前國內直飛印度的航空公司為華航每週二、四、日 3 班提供直飛印度航班服務，故台印之間的交通尚稱便利，本案亦搭乘華航班機前往印度。

貳、活動紀要

2018/07/08(日)

抵達新德里後拜會駐印度代表處陳和賢組長並討論此行行程規劃內容並拜會中央社駐印度記者康世人先生，本局王局長並接受記者採訪。

2018/07/09(一)

早上 10.00 拜會印度 CSIR 負責人 Dr. Santanu Chaudhury，CSIR 1942 年成立，相當於我國工研院，為印度最大的研發機構，擁有 38 個實驗室

和 39 個中心，擁有 12,000 多名科學家和技術人員。CSIR 的技術研發包括航空航太工程，結構工程，海洋科學，生命科學，冶金，化學，採礦，食品，石油，皮革和環境科學。CSIR 下屬的研究實驗室包括：

AMPRI 高級材料與工藝研究所，博帕爾
C-MMACS - 數學電腦模擬，班加羅爾
CBRI - CSOR- 中央建築研究所，Roorkee
CCMB- 細胞與分子生物學，海德拉巴
CDRI - 藥物研究所，勒克瑙
CECRI- 電化學研究所，Karaikudi
CEERI - 電子工程研究所，皮拉尼
CFTRI - 食品技術研究所，邁索爾
CGCRI - 玻璃和陶瓷研究所，加爾各答
CIMAP - 藥用和芳香植物研究所，勒克瑙
CIMFR - 礦業研究所和燃料研究，丹巴德
CLRI - 皮革研究所，晨奈
CMERI - 機械工程研究所，Durgapur
CRRI - 中央研究所，新德里
CSIO - 科學儀器組織，昌迪加爾
CSMCRI - 鹽和海洋化學研究所，Bhavnagar
IGIB - 基因組學與綜合生物學研究所，德里
IHBT - 喜馬拉雅生物資源技術研究所，帕拉姆普爾
IICB - 化學生物學，加爾各答
IICT - 化工印度理工學院，海德拉巴
IIIM，查漠 - 印度中西醫結合研究所，查漠
IIP - 印度石油學院，德拉敦
IMMT - 礦產研究所和材料技術，巴布內斯瓦爾
IMTECH - 微生物技術研究所，昌迪加爾
IITR - 毒理學研究所，勒克瑙（前身為工業毒理學研究中心）
NAL - 航太實驗室，班加羅爾
NBRI - 植物研究所，勒克瑙
NCL - 化學實驗室，浦那
NEERI - 那格浦爾國家環境工程研究所
NGRI - 國家地球物理研究所，海德拉巴
NIO - 海洋學研究所，果阿

NISCAIR - 科學傳播研究所和資訊資源，新德里
NISTADS - 科學研究所，技術與發展研究所，新德里
NML - 國家冶金實驗室，詹謝普爾
NPL - 國家物理實驗室，新德里
NEIST (RRL)，Jorhat - 東北科技學院，Jorhat，Jorhat
OSDD - 藥物科學與技術研究所 - Thiruvananthapuram
電機結構工程研究中心，欽奈
URDIP 資訊產品研發部門，浦那

與CSIR Dr. Chaudhury主要洽談的內容包括未來合作的事項。拜會結束後，Dr. Chaudhury也來信說明未來可行之合作項目如下：

1. CSIR將和新竹科學園區建立密切合作關係，透過與ITRI促進彼此合作開發產品/技術，並擴大印度市場。
2. CSIR在不同實驗室的能量與新竹科學園產業有密切關聯，彼此可互通有無。
3. 新竹科學園可以協助CSIR建立技術開發中心(TDC)，TDC的模式可以是小型的科學園區。
4. 建議新竹科學園可以為CSIR科學家發展的技術及新創企業提供機會暫住在新竹科學園區，以利這些新創企業發展，透過商業模式和新技術發展及B2B合作模式創造出一條通往全球市場的捷徑。
5. CSIR實驗室可以成為新竹科學園與卡納塔克邦政府發展科學園區的合作夥伴。
6. 台灣的AI國家計劃可以與CSIR建立合作關係。
7. 未來新竹科學園與CSIR間可以簽訂相關合作備忘錄。

信件的原文如下：

Please find a draft summary of discussions we had in the meeting held on 7/9/2018. After inputs from all this can be finalised.

Through the discussion following points emerged:

1. It will be useful for both CSIR and Hsinchu Science Park to set up a close collaboration. The close relationship being established with ITRI can be taken a step forward by having Hsinchu Science Park as a partner. This can

facilitate the process of translation of prospective prototype product/ technologies developed through collaboration between CSIR and ITRI into scaled up marketable commodities for international and Indian markets through active involvement of industries resident in the Hsinchu Science Park.

2. CSIR because of its multi-disciplinary capabilities spread across multiple labs in different themes perfectly matches the spectrum of industries supported by the Hsinchu Science Park. Hsinchu Science Park currently has interest in the industries working at the cross-road of information technology and bio-technology. CSIR is also working in this space.

3. Hsinchu Science Park can help in setting up Technology Development Centres, proposed by CSIR, by promoting participation of industries from Taiwan in the TDC's. These industries from Taiwan can create dedicated labs in TDC focused on development and adaptation of their technologies for meeting the Indian needs, in collaboration with CSIR. TDC's can be mini science parks.

4. Hsinchu Science Park can provide opportunity to CSIR scientist led or CSIR technology based Start-ups to be temporarily resident in the Hsinchu Science Parks so that these start-up's can adopt new business models as well as new technology enhancements by exploiting the innovation ecosystem at Hsinchu Science Park. This will create an avenue for B2B collaborations for improvements and refinement of technologies leading to the delivery of niche products for the global market.

5. CSIR labs can be knowledge partners for the proposed Science Park at Bangalore initiated by Hsinchu Science Park in collaboration with Karnataka government.

6. Discussions also touched upon the national AI programme of Taiwan and it was decided that AI applications can form an interesting area of collaboration with CSIR.

7. It was felt that, given the above-mentioned possibilities, it will be of utmost importance if a MoU between Hsinchu Science Park and CSIR can be concluded in near future

Prof. Santanu Chaudhury,
DIRECTOR, CEERI PILANI
Professor, Dept. of Electrical Engg. IIT Delhi
FNAE, FNASc, FIAPR
Pilani Res: AB Bunglow, CEERI Colony, Pilani

Delhi Res: 17, Vikramshila, I.I.T, Delhi

顯見，印方對未來雙邊的合作有高度的期待。



Dr. Chaudhury、竹科王局長、及駐印度代表處陳和賢組長



當天下午 14.00 參訪InfoSys在新德里的AI研發中心，雙方分享雙邊產業技術發展。該中心主任為Professor Pankaj Jalote，研究團隊研發內容包括：

- 無人機自動降落及目的辨識系統

- 開發具有成本效益的自動駕駛汽車，以解決印度的最後一英里問題
- 用於農業和環境及野生動物監測的無人駕駛飛行器
- 增強實境和虛擬實境應用系統
- 自然語言處理
- 機器學習和深度學習與應用程序的圖像識別，生物識別
- 網路系統的安全識別和檢測



雙方簡報分享科研成果



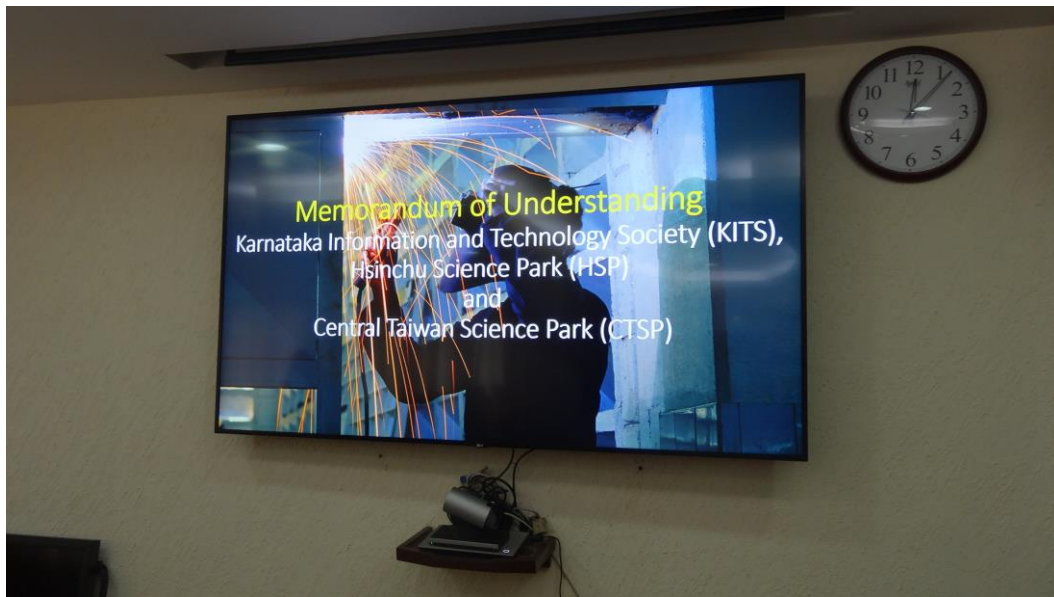
左二為Infosys主任 Professor Pankaj Jalote 右一為Associate Professor Mayank Vatsa



與Infosys Center for Artificial Intelligence, Indraprastha Institute of Information Technology, Delhi 團隊合影

2018/07/10(二)

10:00 前往班加羅爾州政府辦公室與Karnataka KITS簽約。



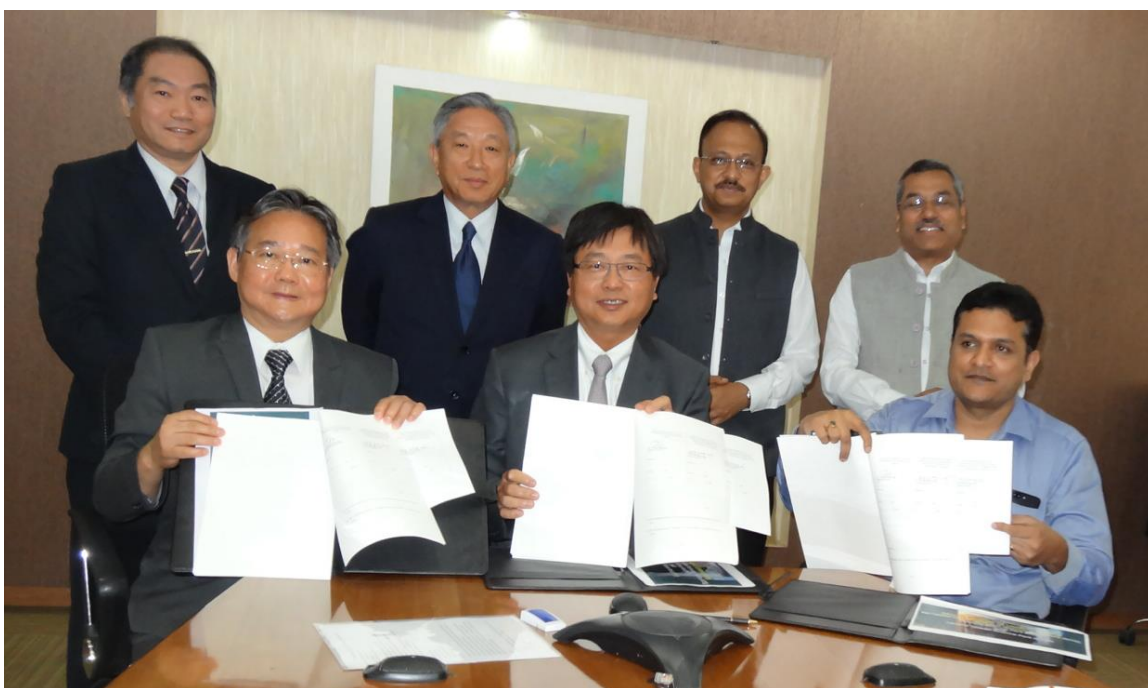
印方對此次簽約也相當慎重



我方出席代表由左而右為中科陳局長、竹科王局長、駐印田大使、駐印科技組陳組長、駐印使館董秘書



印方出席人員：左一為 KITS CEO K. Nagaraja, 左二為 Advisor to government Raj Kumar Srivastava, IFS，左三為卡省資訊科技、生物科技與科學秘書長Gaurav Gupta



三方簽約後合照

以下是中央社的新聞報導：

竹科中科與印度卡省簽備忘錄 推展科技合作



左起：中科管理局長陳銘煌、竹科管理局長王永壯與印度卡納塔卡省電子治理中心執行長納格拉賈，在班加羅爾簽署合作備忘錄後握手。

中央社記者康世人班加羅爾攝 107 年 7 月 10 日

（中央社記者康世人班加羅爾 10 日專電）新竹和中部科學工業園區管理局，今天與印度卡納塔卡省簽署合作備忘錄，雙方將在工業園區、學者交流、中小企業、新創企業及機器人、人工智慧等方面加強合作。

新竹與中部科學工業園區管理局長王永壯、陳銘煌，10 日在駐印度代表田中光與科技組長陳和賢陪同下，前往班加羅爾（Bangalore）拜會卡納塔卡省（Karnataka）政府，由卡省資訊科技、生物科技與科學秘書長古普塔（Gaurav Gupta）、顧問斯里瓦斯塔瓦（Raj Kumar Srivastava）及電子治理中心執行長納格拉賈（K. Nagaraja）等人接待。

在田中光、陳和賢及古普塔、斯里瓦斯塔瓦等見證下，王永壯、陳銘

煌與納格拉賈簽署合作備忘錄，正式展開雙方在資通訊（ICT）科技、人工智慧（AI）等領域的合作。

王永壯指出，竹科與卡省簽署諒解備忘錄後，希望透過互訪、會議、論壇和其他方式，在學者與人才交流及中小企業、新創企業等與卡省強化合作，努力帶領台灣高科技產業，前往班加羅爾的台灣 ICT 產業聚落投資，協助台商與印度互利雙贏。

陳銘煌表示，科技部計畫 4 年時間在中科投入 10 億元，打造國際旗艦型智慧型機器人自造者基地，中科希望透過合作備忘錄，與卡省強化在機器人與 AI 方面的合作。

田中光說，這是任內首次有兩個台灣的科學園區管理局長到印度，同時與卡省簽署合作備忘錄，明天將有竹科與世正開發合作推動，台灣首個在印度的資通訊產業聚落動土，很高興台印雙邊合作努力終於結出果實，這發生在有印度矽谷之稱的班加羅爾。

他希望透過合作，強化台灣與印度在生物、資訊及其他不同科技領域和產業的合作，預料將可重寫台印雙邊關係。

古普塔強調，卡省長期致力推動電子與新科技產業紮根，希望能與台灣竹科、中科有非常頻繁的合作，如果台商有土地或其他需求，卡省都會努力配合，滿足各項投資需求。

他希望簽署合作備忘錄後，3 到 6 個月可看到合作進展，期待雙方期間能不斷溝通，努力開展各項合作。

古普塔也指示相關部門，著手展開與台灣在 AI、機器人等方面的合

作。

3年前曾訪台的斯里瓦斯塔瓦表示，台灣有很強的 ICT 製造業，台商在中國投資協助中國的 ICT 產業和經濟起飛，現在台灣到印度來，明天將有世正開發與竹科合作的台灣 ICT 產業聚落要動土，希望藉雙邊合作，一起在產業上引領世界。（編輯：廖漢原）1070710



右排前起：駐印度代表處科技組長陳和賢、駐印度代表田中光與竹科管理局長王永壯、中科管理局長陳銘煌與印度卡納塔卡省官員洽談合作。中央社記者康世人班加羅爾攝 107 年 7 月 10 日

以下是印度媒體大幅報導簽約的相關新聞：

Science

K'taka govt signs MoU with Taiwanese science parks to enhance tech know-how

The MoU will facilitate mutual exchange of faculty from identified academic institutes to learn new technologies and industry best practices.

TNM Staff | Wednesday, July 11, 2018 - 19:27
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In an effort to strengthen links with the science parks in Taiwan, the Karnataka Innovation and Technology Society (KITS) of Department of Information Technology and Biotechnology, Government of Karnataka has signed a Memorandum-of-Understanding (MoU) with The Hsinchu Science Park Bureau, Ministry of Science and Technology, Taiwan and The Central Taiwan Science Park Bureau, Ministry of Science and Technology, Taiwan. This agreement will enhance technological know-how through mutual development and innovation.

Speaking at the event, Mr. Gaurav Gupta, Principal Secretary, IT/BT & ST Department, Government of Karnataka said, "Karnataka's large IT talent pool is a key driver for foreign investments and collaborations and the signing of this MoU is testament to that. We are looking forward to a very active partnership with The Hsinchu Science Park Bureau, Ministry of Science and Technology, Taiwan and The Central Taiwan Science Park Bureau, Ministry of Science and

Technology, Taiwan. This MoU will be mutually beneficial for both the state of Karnataka and Taiwan as it will enhance skill development, mutual industry facilitation and encourage startups and MSMEs."

The MoU will facilitate mutual exchange of faculty from identified academic institutes to learn new technologies and industry best practices. The MoU will also facilitate mutual exchange of experts to conduct workshops, seminars and skill upgradation programs to build relevant skill sets of local professionals, for the benefit of the industry and students. The MoU also facilitates joint venture opportunities and industry collaborations to explore potential market opportunities. Exposure and trade facilitation through possible regular visits by startups/MSMEs for market development, also falls under the purview of the agreement.

Commenting on the development, Mr. Chung-Kwang Tien, Ambassador of Taiwan to India said, "The signing of the MoU between the two science parks in Taiwan and KITS will strengthen relations in biotechnology, information technology and other emerging technologies. On behalf of the Government of Taiwan, I wish to thank the Government of Karnataka for giving us the opportunity to set up a cluster in Bengaluru. The Ministry of Science and Technology, Government of Taiwan has set aside two hundred million rupees for research in robotics."

Hsinchu Science Park (HSP) is one of the world's most significant centres for semiconductor manufacturing and technology development with more than 500 high-tech companies mainly involved in the semiconductor, optoelectronics and biotechnology. It is home to the world's top two semiconductor foundries, Taiwan Semiconductor Manufacturing Company (TSMC) and United Microelectronics Corporation (UMC).

Central Taiwan Science Park (CTSP) is a global high-tech hub for manufacturing and knowledge-based research and development of precision machinery, optoelectronics, integrated circuits and biotechnology industries. A total of 186 high-tech companies, nine incubation centres and six research institutes have been established in CTSP.

NEWS

Karnataka
Innovation and
Technology Society (KITS)

SRISHTI DEGRAS

~ 2 DAYS
AGO



Two Taiwanese Science Park have signed a memorandum of understanding with Government of Karnataka to promote bilateral exchanges in the field of **artificial intelligence** and robotics. The deal would see a collaboration between Hsinchu Science Park and Central Taiwan Science Park of Taiwan and Karnataka Innovation and Technology Society (KITS).

An MoU which was signed by Wayne Wang, Director-General of Hsinchu Science Park; Chen Ming-huang, Director-General, Central Taiwan Science Park and Shri K. Nagaraja, CEO of the Center for eGovernance of the Karnataka government. It is aimed at boosting developments in the area of AI, information technology and robotics in both the countries.

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With the collaboration, Taiwan aims to promote bilateral exchanges between **academics** and entrepreneurs of the two countries, and facilitate mutual exchange of faculty from identified academic institutes to learn new technologies and industry's best practices. It also aims at helping Taiwanese firms tap the **growing** Indian market and create business opportunities, especially in IT and robotics.

The MoU would also help the two countries to institutionalise the industrial collaboration mechanism thereby helping to enhance closer ties in the field of industry, investment and technical cooperation in a mutually beneficial basis.

"The agreement will be mutually beneficial to both Karnataka and Taiwan as it will enhance skill development, mutual industry facilitation and encourage startups and MSMEs," Principal Secretary, IT/BT and ST Department, Gaurav Gupta said in a **statement**.

Chung-Kwang was quoted as saying that this deal would help science parks in Taiwan and KITS to strengthen relations in biotechnology, information technology and other emerging technologies.

"MOU WITH TAIWAN WILL ENHANCE SKILL DEVELOPMENT, MUTUAL INDUSTRY FACILITATION, ENCOURAGE MSME'S AND #STARTUPSINKARNATAKA", SAYS @GAURAV_GUPTA67 PRINCIPAL SECRETARY @ITBTGOK — ITBT KARNATAKA (@ITBTGOK) JULY 10, 2018

Recently, India had **collaborated with South Korea** on artificial intelligence to establish research and innovation center. They had signed 5 MoUs in the area of new tech. According to a statement released, the top bureaucrats have decided to establish an Indo-Korean Center for Research and Innovation (IKCRI) in **India** which will act as the hub for systematic operation and management of all cooperative programmes in research and innovation between the two countries including innovation, entrepreneurship and technology transfer.

Related



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Aug 8, 2017
In "News"



Karnataka To Launch Centre Of Excellence For AI And Data Science
Nov 17, 2017

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Last Updated : Jul 11, 2018 08:21 AM IST | Source: PTI

Karnataka signs MoU with Taiwanese science parks

The agreement would enhance technological know-how through mutual development and innovation, an official press release said here.

PTI

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Karnataka Innovation and Technology Society (KITS) has signed a memorandum of understanding (MoU) with two Taiwanese Science Parks to strengthen links with the parks there.

The agreement would enhance technological know-how through mutual development and innovation, an official press release said here.

The MoU would also facilitate mutual exchange of faculty from identified academic institutes to learn new technologies and industry's best practices, the release said.

"The agreement will be mutually beneficial to both Karnataka and Taiwan as it will enhance skill development, mutual industry facilitation and encourage startups and MSMEs," Principal Secretary, IT/BT and ST Department, Gaurav Gupta said in the release.

"The signing of the pact between the two science parks in Taiwan and KITS will strengthen relations in biotechnology, information technology and other emerging technologies," Ambassador of Taiwan to India Chung-Kwang Tien said in the release.

First Published on Jul 11, 2018 08:16 am

Taiwan eyes Karnataka's IT talent for robotics research

OUR BUREAU



BENGALURU, JULY 11

In an effort to strengthen links with science parks in Taiwan, the Karnataka Innovation and Technology Society (KITS) has signed an MoU with Taiwan's Hsinchu Science Park Bureau and the Central Taiwan Science Park Bureau.

The Ministry of Science and Technology of Taiwan has set aside ₹20 crore for research in robotics.

Gaurav Gupta, Principal Secretary, Karnataka's IT/BT & ST Department, said: "Karnataka's large IT talent pool is a key driver for foreign investments and collaborations and the signing of this MoU is testament to that. We are looking forward to a very active partnership. This MoU will be mutually beneficial for both Karnataka and Taiwan as it will enhance skill development, mutual industry facilitation and encourage start-ups and MSMEs."

Chung-Kwang Tien, Ambassador of Taiwan to India, said: "The signing of the MoU between the two science parks in Taiwan and KITS will strengthen relations in biotechnology, IT and other emerging technologies.

"On behalf of the Government of Taiwan, I wish to thank the Government of Karnataka for giving us the opportunity to set up a cluster in Bengaluru. The Ministry of Science and Technology, Taiwan, has set aside ₹20 crore for robotics research."

Published on July 11, 2018

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Taiwan Karnataka ROBOTICS

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11/07/2018 02:10pm

KITS signs MoU with 2 Taiwanese Science Parks for skill development, encouraging start-ups & MSMEs



KITS signs MoU with 2 Taiwanese Science Parks for skill development, encouraging start-ups & MSMEs

New Delhi, July 11 (KNN) To promote bilateral exchanges in the field of artificial intelligence and robotics, Karnataka Innovation and Technology Society (KITS) has signed a MoU with two Taiwanese Science Parks.

The MoU would facilitate mutual exchange of faculty from identified academic institutes to learn new technologies and industry's best practices.

It would further enhance the technological know-how through mutual development and innovation and institutionalize the industrial collaboration mechanism.

The agreement will be mutually beneficial to both Karnataka and Taiwan as it will enhance skill development, mutual industry facilitation and encourage startups and MSMEs, said Principal Secretary, IT/BT and ST Department, Gaurav Gupta.

This agreement will strengthen relations in biotechnology, information technology and other emerging technologies, said Ambassador of Taiwan to India Chung-Kwang Tien.

It also aims at helping Taiwanese firms tap the growing Indian market and create business opportunities, especially in IT and robotics.



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Bengaluru, July 10 (PTI) Karnataka Innovation and Technology Society (KITS) has signed a memorandum of understanding (MoU) with two Taiwanese Science Parks to strengthen links with the parks there.

Karnataka signs MoU with Taiwanese science parks

Published: July 10, 2018 10:18 PM IST

By PTI Feeds



Bengaluru, July 10 (PTI) Karnataka Innovation and Technology Society (KITS) has signed a memorandum of understanding (MoU) with two Taiwanese Science Parks to strengthen links with the parks there.

The agreement would enhance technological know-how through mutual development and innovation, an official press release said here.

The MoU would also facilitate mutual exchange of faculty from identified academic institutes to learn new technologies and industry's best practices, the release said.

"The agreement will be mutually beneficial to both Karnataka and Taiwan as it will enhance skill development, mutual industry facilitation and encourage startups and MSMEs," Principal Secretary, IT/BT and ST Department, Gaurav Gupta said in the release.

"The signing of the pact between the two science parks in Taiwan and KITS will strengthen relations in biotechnology, information technology and other emerging technologies," Ambassador of Taiwan to India Chung-Kwang Tien said in the release.

簽約後隨即趕往聯發科Bangalore的研發總部拜會，該公司 2000 初期即看好印度廣大的市場及軟體產業蓬勃發展，2004 併購Pixtel Media後逐漸發展，目前Noida, Mumbai及Bangalore共有約 600 名員工，主要從事通訊軟體開發相關技術。該公司也緊鄰Intel在Bangalore的研發總部。



從聯發科窗外望去，盡是高聳的辦公大樓，還有正在積極土建的道路。

7/10 晚間與世正經貿參訪團會合。

2018/07/11(三)

參加世正Bangalore 科學園區動土典禮，世正在Bangalore的科學園區係採菲律賓蘇比克灣的經驗建構，本局的角色為協助園區之建設諮詢，以下是該園區的相關資料：

TIIP 印度班加羅爾國際科技園區 – 計畫概要

- ▶ 位於印度Karnataka State, Bangalore High-Tech, Defense & Aerospace Park 內，靠近班加羅爾國際機場成為台灣高科技產業(電機電子、智慧機械)生產研發聚落的產業園區。
- ▶ 本園區總面積約 64公頃 (160 acres)，目標成為印度境內國際水準之產業園區，並針對台灣與國際高科技產業進行招商，形塑上下游群聚的產業聚落。
- ▶ 本園區將分為2期開發，計畫發展為超過50,000人的綜合開發園區(Integrated Township)。
- ▶ 以生產、生活、生態為主軸之三生生活圈，建立生產環繞生活，生活包圍生態之永續理想。

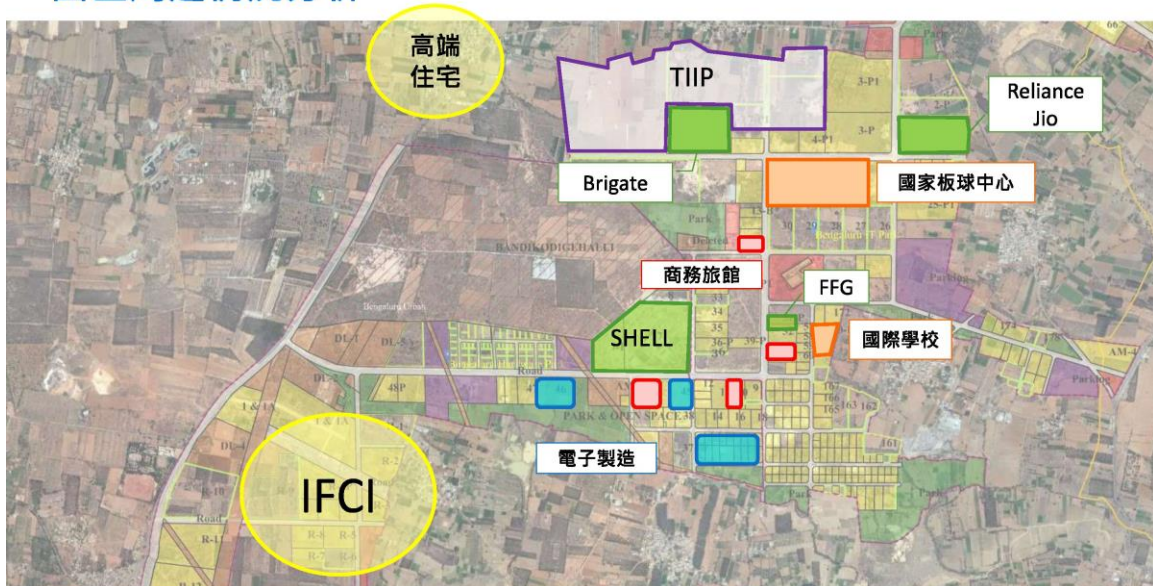


園區交通條件分析 (微觀)



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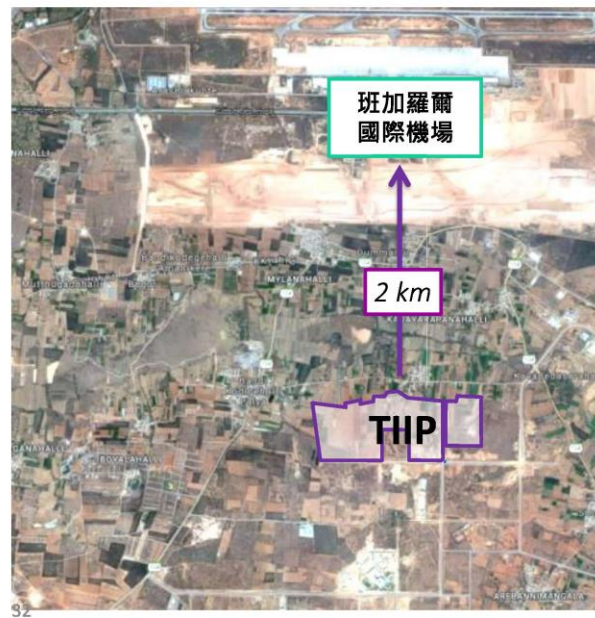
園區周邊情況分析



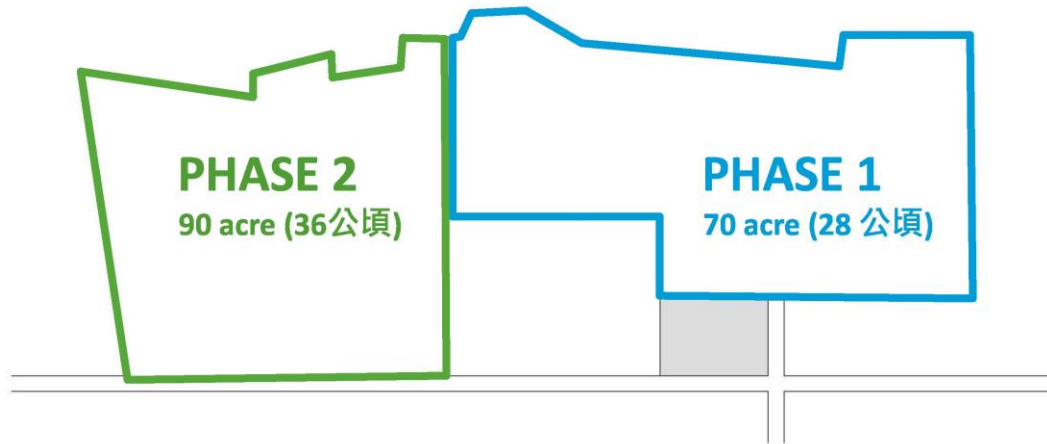


園區基本資料

- ▶ 位置：位於High-tech, Defence and Aerospace Park, Devanahalli near Bengaluru International Airport
- ▶ 土地性質：產業用地
- ▶ 總面積：約160 Acres (約64 Ha.)
- ▶ 建築限高 50 meters (約可蓋10層)
- ▶ 建蔽率：60%
- ▶ 容積率：3.25



分期開發計畫



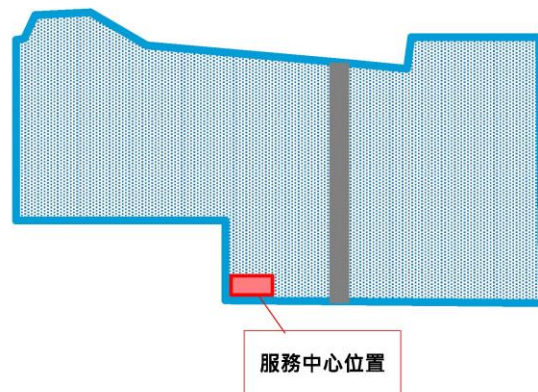
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世正開發股份有限公司
CENTURY DEVELOPMENT CORP.

一期開發計畫

項目	面積		比例
	ACRE	SQM	
土地	70	183,280	
工業用地	67.5	273,105	96.43%
服務中心	2.5	10,115	3.57%

預計於2018 Q3開始整地與基礎建設工程。



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世正開發股份有限公司
CENTURY DEVELOPMENT CORP.

一期服務中心



區域	面積(SQM)	比例
Taiwan Desk	650	3.25%
Office	7,000	35.00%
Business Center	1,200	6.00%
Service Apartment	3,250	16.25%
Amenities	1,400	7.00%
Common Area	6,500	32.50%
Total	20,000	100.00%

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世正開發股份有限公司
CENTURY DEVELOPMENT CORP.

另外，值得一提的是東元集團班加羅爾的科學園區是台印間產業科技合作的創舉，該開發案分2期，總投資金額約70億盧比(約新臺幣31億元)，第1期開發範圍為期開發範圍為70英畝，已於2018年7月11日動土，本開發案由世正開發與新竹科學工業園區管理局合作，竹科將提供該園區招商、經營等諮詢，第1期可於108年底完成。東元集團將在TIIP設立服務中心以提供臺商稅務、法律等行政服務，打造一個以電子產業、電動車及生醫產業的聚落。可望一如菲律賓的蘇比克灣成功經驗，帶動該園區之產業發展。

園區動土當天，世正集團以印度傳統動土儀式pooja進行，中央社記者並做實況錄影傳回國內，以下是影片的連結：



印度

印度臺資園區動土 盼成臺商聚落

影片連結: <http://www.cna.com.tw/news/afe/201807110351-1.aspx>



動土儀式後所有團員的大合照

動土儀式後所有團員與Karnataka政府官員洽談合作事宜，出席的K省政府官員包括Mr. Deepak Sood, Invest Karnataka CEO, Mr. Darpan Jain, Commissioner of Industries, 及 Mr. Gaurav Gupta, Principal Secretary，印方在會中表達高度意願協助簡化台灣廠商在印度投資流程及相關障礙的移除並期待在高科技領域能學習到台灣的經驗，並促進雙邊經貿交流活動。



本局王局長於會中與Mr. Darpan Jain, Commissioner of Industries 洽談合作事宜



Mr. Darpan Jain也針對台商投資印度做一專題報告

當日下午即驅車前往K州政府拜會資訊產業商務部長洽談未來合作事宜，與會的K州政府高層包括: Commissioner for Industries, GOK, Principal Secretary & Legislative Seat of Karnataka, Minister. K. J. George, Commerce & Industry Dept., Secretary to Chief Minister, Principal Secretary to Chief Minister, GOK, 及Chief Minister, Mr. H. D. Kumaraswamy，Chief Minister Kumaraswamy大力稱許台灣廠商在K省

設立科學園區並促進當地產業發展，及未來可見的雙邊科技及產業合作，非常期待未來台印雙方都能夠互利，在K省的科學園區能夠蓬勃發展。



主席為 Chief Minister Kumaraswamy



左四開始為Commissioner for Industries, GOK、Principal Secretary & Legislative Seat of Karnataka, Minister K. J. George, Commerce & Industry Dept.、Secretary to Chief Minister、Principal Secretary to Chief Minister, GOK



會後Chief Minister Kumaraswamy 與本局王局長及中科陳局長合影留念

2018/07/12(四)班加羅爾->海德拉巴

週四一早即從班加羅爾離開抵達海德拉巴，抵達海德拉巴後隨即驅車參訪海德拉巴工業園區位址，該工業區位於機場旁，目前正在從事基礎建設，拉電力及水管等，尚無廠商進駐，東元集團亦有意在此設立組裝廠。



從車窗望出去正在雨中的海德拉巴園區 地上可以看見有很多岩石

參訪海德拉巴園區之後，團員一行拜會Telangana 政府官員， Mr. Sujai Karampuri, Director (Electronics), ITE&C department及 Ms. Deepthi Ravula, Joint Director, Business, Electronics



左二為Mr. Sujai Karampuri, Director (Electronics), ITE&C Department
一為 Ms. Deepthi Ravula, Joint Director, Business, Electronics

東元集團旗下世正將協助Telegana 政府建立 200 英畝的e-City產業區，
雙方且於當天簽訂合作MOU，當地電子報也即時報導此一消息如下：

Breaking News



Taiwanese developer signs MoU to develop E-City EMC (左一為東元集團
邱淑枝董事長、左二為東元集團黃茂雄會長)

Taiwanese developer signs MoU to develop E-City EMC

HYM Staff July 13, 2018 News

Hyderabad: Taiwanese developer Century Development Corporation (CDC) and Government of Telangana entered an MOU to work towards developing E-City EMC. The MoU was signed by CDC Chairman Theodore Huang and Sujai Karampuri, Director (Electronics), ITE&C department, respectively.

CDC has expressed interest in developing 200-acres of the 610-acre Electronics Manufacturing Cluster at E-City.

The CDC Chairman Theodore Huang, who led a 30 member high-level delegation from Taipei met with E V Narasimha Reddy, VC & MD (TSIIC) and other officials from TSIIC and ITE&C, Government of Telangana in Hyderabad.

CDC has developed a 550-acre industrial park in the Philippines and also developed Software parks in Taiwan.

This co-development project between the Government of Telangana and CDC will enable Telangana to be a destination for investors from Taiwan, Japan, Korea and South East Asia. (INN)

2018/07/13(五) 團員一行自海德拉巴至果亞進行市政巡禮活動(略)

2018/07/14(六) 果亞->新德里 果亞文化產業及市政巡禮(略)

2018/07/15(日) 清晨與駐印度田大使進行早餐會後即前往機場搭機回台。以下是田大使在早餐會的談話內容:

會長、董事長、主秘、兩位局長、還有各位來自台灣的所有好朋友，大家早:

沒想到還要講話，不過會長有交代，做外交的就是要靠嘴巴，我有感覺，我今天在看各位的臉色，跟我第一天看各位的臉色，完全不一樣，我覺得你們的嘴角這樣上揚，第一天看你們的嘴角是平的，有的是往下掉，我覺得這是一個很好的開始，雖然這個開始經過了好多年，我常常形容，我的心境，這樣講有點不太禮貌，我的心境真的就像看一個將要出生的BABY，經過育養的過程，今天看到了成果，我相信會長的心情只有比我更緊張，他看起來很輕鬆，他經驗很豐富，但我深信他肩負了責任跟壓力，絕對是大於我們的任何一個人，因為，他不但要勞心而且要勞力，而且還要勞錢，這個部分我想我們大概都沒有辦法去承擔，不過我想他是舉重若輕，很多事情在談笑之間就把它完成，這一點我個人非常的欽佩。我常在說，外交是內政的延伸，那麼今天如果國內做得好，我們在外面的人做起來會非常輕鬆、非常愉快，我常常跟大家享一個故事，只要報紙頭版頭條有關台灣投資印度的消息，我第二天的電話就響了，說要請我吃飯的，還有不認識的要來拜會我的，有很多顧問公司的，建設公司的，都來找我，如果一陣子沒有消息，電話就沒有，我就吃自己了。這是一個很現實的狀況，那今天印度該不該來、怎麼來?什麼時候來，答案都是肯定的，印度該來、要來、什麼時候來，就是現在要來，不要再等了。所以今天理事長來，在Karnataka已經開了一個園區、然後剛剛又跟我說在海德

拉巴又找到了 200 多英畝的土地，我覺得這就是台灣的使命在這裡，大家看到的，也是董事長在這裡奔波，建立的人脈，漸漸的產生的一個結果，我也常跟朋友說，很多財團也說，你只要看到黃茂雄董事長出手的時候，你趕快跟，錯不了，不要等，因為他是最了解印度的一位前輩，所以我覺得各位今天，不管您是在別的公司，能夠跟董事長這一趟出來，你不但學到也看到了，而且看到了，而且能夠真的體會得到，印度之大，如果沒有一頭領頭羊，在前面帶領，不是太容易的事，包括我自己在這裡 5 年，如果沒有一個了解印度人來帶領各位，帶領這些台商的話，我想，一旦把台商帶進來，我剛剛說，像我們今天在這裡吃早餐多愉快！這就是以後台商的一個小的縮影。平常我都是一個人吃早餐，左看右看看不到一個人，今天跟大家一起坐，感覺就不一樣，那將來的印度，我相信，至少在某幾個地方，有這個Cluster的地方，那大家一起吃早餐，就是這種態勢，或者吃晚餐，或者晚餐完畢後去唱卡拉OK，那種感覺真的是不一樣，那麼這期間，老實說，我們也曾跟Karnataka的州政府，甚至UP州政府，打過交道，我覺得這不光是政界的事情，這真的是台灣整體的事情，我們應該協力把這件事情做好，不是為了世正，也不是為了某一個商人，是把台灣將來要生存發展的地方在印度紮根，同樣我也要藉這個機會感謝這兩位局長，我覺得他們的工作又是不同，他們是把人才聚集，再把我們企業結合，我覺得這是雙贏的，台灣畢竟是一個小的經濟體，不向外發展未來就會萎縮，那放眼全世界的话，這幾個地方，我認為印度大概是首選，真的是首選，看到東南亞有些問題，那這種問題在印度，因為印度是一個民主國家，雖然手續有點繁瑣，當你解決這些問題的時候，這些都是你的保護工具，所以今天非常榮幸，跟董事長吃了早餐，也吃了晚餐，也去看了場地，我覺得在我印度五年多的過程裡，這是我的高潮，我事業上的高潮，我也非常慶幸，我想請大家一起鼓掌謝謝黃董事長。

早餐會中也邀請Invest India 的副主席 Mr. Siddharth Bhatia, Vice President, Invest India 及其助理 Ms. Aditi Varma 與會，中印雙方針對投資相關議題提出相關的問答。



駐印田大使(右二)於早餐會時勉勵所有團員



正中央為Mr. Siddharth Bhatia, Vice President, Invest India 及其助理(左邊) Ms. Aditi Varma亦受邀參加早餐會

以下是中印雙方對話的內容:

Mr. Siddharth Bhatia, Vice President, Invest India: InvestIndia 設有 Taiwan Desk 專責處理台灣來的投資案，提供相關的優惠措施，希望InvestIndia 的Varma 能夠成立下一個協助台灣投資事務的辦公室，強化彼此經貿關係，我們知道目前印度的投資程序有點繁瑣，未來將簡化流程，讓來印度投資的台商能夠簡化投資申請流程。

InvestIndia 的 Varma: InvestIndia 設立的目標在於服務全球的投資人，未來我們也將秉持一貫的服務理念，提供來自台灣的投資人相關的服務以促進雙邊經貿關係。

參、具體成果

此行赴印度參訪收穫頗豐，與印方研究機構及官方建立合作關係，以下摘要說明如下：

1. 拜會印度 CSIR 主席 Santanu Chaudhury 洽談未來合作事宜
2. 參訪 InfoSys 新德里研發中心 分享雙邊產業技術發展
3. 與 Karnataka 州政府 KITS 簽約
4. 參加世正 Bangalore 科學園區動土典禮
5. 與 Karnataka 政府官員洽談合作事宜 (Mr. Deepak Sood, Invest Karnataka CEO, Mr. Darpan Jain, Commissioner of Industries, 及 Mr. Gaurav Gupta, Principal Secretary)
6. 拜會 Karnataka 資訊產業商務部長洽談未來合作事宜 Legislative Seat of Karnataka, Minister. K. J. George, Mr. H. D. Kumaraswamy, Chief Minister
7. 參訪海德拉巴工業園區位址並拜會 Telangana 政府官員 Mr. Karampuri, Mr. Reddy, 與 CDCI Country Head 洽談合作事宜
8. 聽取 InvestIndia 官員簡報及與駐印度田大使共進早餐

其中本局與 Karnataka 州政府 KITS 簽約，未來將在人才互動、產業技術合作、及中小企業的互動為主軸，建立雙邊關係。印方也希望我方能夠建立合作的時程表，推動未來的合作，在近期可見的未來，將可望未來台印雙方的合作將更為密切及密集，將有更多印度的科學園區或研發機構，甚至大學將與我國對等機構建立合作關係。自此行參訪後印方在 2 個月內紛紛有來自印度金奈、孟買、德里等多個政府及民間機構參訪竹科，紛紛表達未來合作意願，甚至其他國家如土耳其、斯洛伐克、肯亞等數個國家政府及民間機構來訪後，看到國內與印度的密切合作關係，紛紛表達未來合作意願。

肆、感想與建議

一、印度市場廣大，人口眾多，商機不可限量

印度近年經濟成長快速，每年以兩位數的速度成長，此外，人口眾多，市場潛力相當大，許多公共建設仍在起步中，商機不可限量。

二、台印雙方科學園區相互交流，截長補短

此行簽訂MOU有助於促進台印雙方彼此交流的機會，未來可望將有更多合作的機會，竹科對於科學園區的開發及產業引進頗負盛名且經驗豐富，印度的科學園區除各省的軟體園區外，普遍仍以製造業或傳統產業為主，未來可合作的項目相當多，日本、韓國已於印度經營深耕多年，合作的模式值得我國借鏡。

三、印度人才眾多且年輕，台印雙方可建立長期互動機制

印度在醫療照護體系相較我國未來發展空間仍相當大，平均年齡相當年輕，階級意識分明，各行各業分工明確，數理人才相當優秀，致使軟體產業為國際大廠青睞外包的對象，官方語言為英語，與國際間的溝通無礙，印度許多大學及研究機構也與我國對等單位已建立合作關係，未來可見的未來將可樂見更多雙方的合作機會。

四、新南向政策引導，以我國IC產業優勢及早布局印度市場

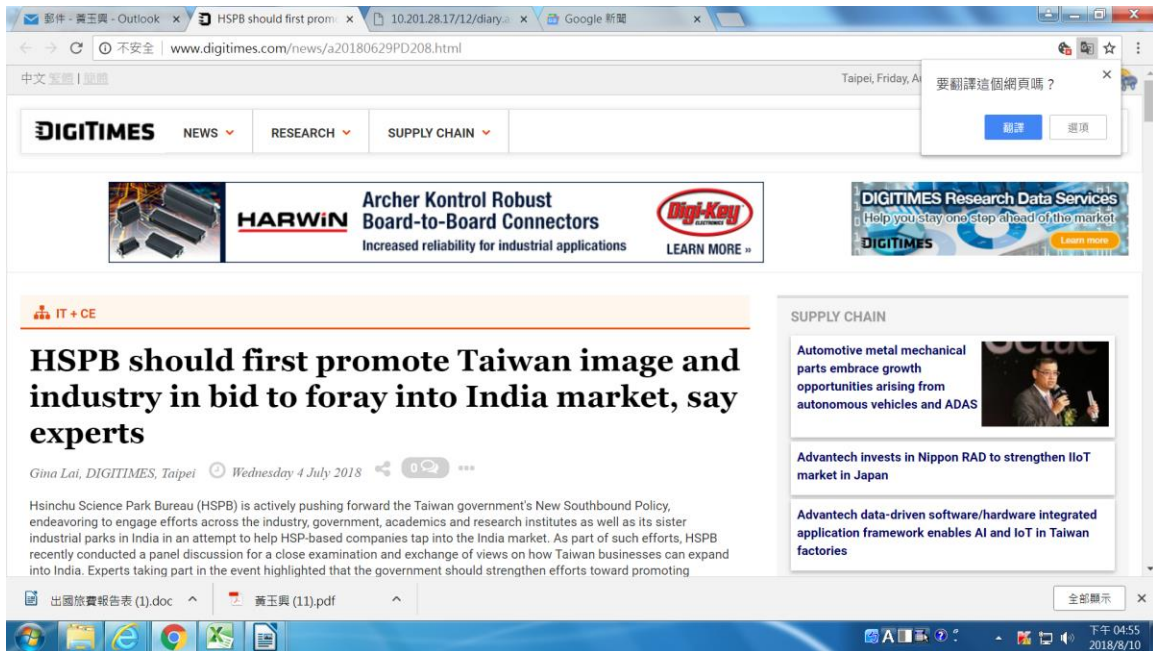
印度整體而言進步神速，與往昔電影中大批民眾搭乘火車爆滿的落後印象有很大的出入，此行在印度所見所聞，可以見到印度的基礎設施正火熱的展開，國內高科技產業以IC產業為最大優勢，未來宜掌握商機把握難得的機會，科學園區及產業區未來向國外發展延伸觸角的趨勢在所難免。

五、其他隨想

一個 13 億人口的國家能夠正常運作、人民各得其所，必有其生存之

道，儘管印度在交通、在公衛等目前尚不能和開發國家匹敵，但其市場廣大、國際大廠紛紛進駐投資，台灣如果在這波印度投資熱潮及機會中缺席，將是非常可惜的一件事。投資印度雖然有很多繁複的法規、程序等，但只要有一成功經驗在前引導，則可免除很多學習時間，東元集團此次在印度科學園區動土，象徵著台印雙方產業互動的領頭羊，期待這個科學園區的開發能夠帶來無限的希望，讓台灣的科技產業找到下一個投資天堂。

附錄: DigiTimes 報導竹科推動新南向政策有關與印度間產業互動之報導



HSPB should first promote Taiwan image and industry in bid to foray into India market, say experts

Gina Lai, DIGITIMES, Taipei

Wednesday 4 July 2018

Hsinchu Science Park Bureau (HSPB) is actively pushing forward the Taiwan government's New Southbound Policy, endeavoring to engage efforts across the industry, government, academics and research institutes as well as its sister industrial parks in India in an attempt to help HSP-based companies tap into the India market. As part of such efforts, HSPB recently conducted a panel discussion for a close examination and exchange of views on how Taiwan businesses can expand into India. Experts taking part in the event highlighted that the government should strengthen efforts toward promoting Taiwan's image to give Taiwan businesses a leg-up.

The moderator, Wayne Wang, director general, HSPB, commented that among the New Southbound Policy's target countries, India is of strategic importance in terms of demographics and business opportunities. Amid ever-changing market dynamics, Taiwan has to re-think how to respond to evolving conditions. The government hopes the experts' opinions will help its New Southbound Policy generate more positive outcomes.

Engaging Indian talent and strengthening connections

MediaTek advisor Grant Kuo, in his opening speech, indicated that MediaTek made a long-term commitment to its operations in emerging markets when the company appointed him as the managing director of MediaTek India 12 years ago. India has a young population, 60% of which is under 25 years old. The country also holds high expectations toward collaborations with Taiwan. The India government has been working with MediaTek to train mobile phone design engineers in the country.

Taiwan needs more high-tech talent and also Indians as long-term partners. Kuo suggests that the Taiwan government provide education opportunities to Indian engineers through National Chiao Tung University (NCTU) and National Tsing Hua University (NTHU) with strong HSP connections. They can offer scholarships to not only Indian graduate students but also college juniors and seniors. When companies hire these students, they can pay recruitment fees to the government, which can then be used to fund the scholarships. This way, government funding is utilized for maximum benefits.

Furthermore, as Indian engineers have different levels of competence, Taiwan should aim to recruit graduates from tier-1 or tier-2 technological institutes in India. It may be difficult for Taiwan to attract first-rate college graduates from world-class enterprises such as Google, Microsoft and Amazon but at least the focus should be on engineers on the next level. If the Taiwan government can put in more efforts toward promoting national image, it will be much easier for Taiwan-based companies to recruit talent.

In addition, the Indian mobile phone market may not be constantly evolving but has indeed shown significant changes in recent years. Taiwan businesses looking to stay on top of local market dynamics should try to gain insight firsthand. However, any Taiwan-based vendor making a visit to India alone will only scratch the surface. If HSP with international prestige can serve as a platform, Taiwan businesses making visits to India should be able to receive a warm welcome.

India market is changing and China has successfully penetrated the market

Digitimes president Colley Hwang, having made more than a dozen trips to India since 1992, gave a suggestion as to the role HSP can play. Two years ago, the No. 1 mobile phone brand in the India market was Samsung, and Micromax was the leading local brand. Now China-based Xiaomi has overtaken Samsung as the market leader. According to IDC, Xiaomi holds the largest share, 30%, of the India smartphone market in terms of first-quarter 2018 sales, followed by Samsung's 25%. None of the top five smartphone vendors is a local Indian brand. Aside from Xiaomi, smartphones from China-based vendors including Vivo, Oppo and Huawei are everywhere in India, pushing local brands such as Micromax and Lava to the low-cost feature phone segment. Most of them are no longer able to compete with China-based phone makers with the exception of Reliance, barely keeping its place by bundling low-cost phones with telecom services. When Huang visited India two years ago, he met with RS Sharma and Ajai Kumar, two deputy secretaries of Ministry of Electronics and Information Technology and advised them if India did not establish a clear policy to lead the development of its local mobile phone industry, its hands would be tied when China-made phones flooded the India market. Unfortunately, Hwang was right. Now Taiwan-based mobile phone OEM and component makers are coming to India either at the request of Apple or largely for the purpose of working with China-based phone makers.

According to Allied Association for Science Park Industries secretary general Zhi-Yuan Chang, Taiwan businesses should first set a clear strategy before expanding into India. They need to have a specific purpose - to tap into the India market, to make investments or to work with partners. As most Taiwan businesses operate at a limited scale, they prefer to expand overseas with multiple partners rather than do so independently. This is the reason that the association has established a cross-border investment committee in hopes to help its members with overseas endeavors.

NCTU professor Ching-Yao Huang noted the Modi administration has proposed 100 smart city projects, but smart city plans entail a lot of local factors. The Indian students currently studying at NCTU and NTHU will greatly facilitate Taiwan businesses' India market expansion. Taiwan should try to provide them with ample industry information so that they can form a strong bond with the Taiwan industry.

With the government leading the way, HSP creates a platform linking businesses to India

Huang added that government agencies should establish a common agenda exploring business opportunities in India. Due to its diverse cultures and federal system, it is not easy for Taiwan-based companies to have an in-depth understanding of the intricate situations of the India market. HSP should lead the way by serving as a marketing platform on which HSP-based vendors can sell their products and provide their services.

The government's operation toward the India market should start with building up Taiwan's image. HSP can work on promoting the Taiwan high-tech industry as the best partner to India's supply chain. With a positive national image, all undertakings such as talent recruitment, component marketing and consulting services can be more efficient.

Taiwan is undoubtedly India's best partner when it looks to build a handset-centered ecosystem. It is just that both Taiwan and India are taking a wait-and-see attitude. India thinks it is Taiwan's loss if it does not make efforts to tap into India's massive market and the efforts should not be on India's part. However, to Taiwan businesses operating on narrow profit margins, although they do not have to haggle over every penny, they certainly will not risk going into deals without seeing some profit potential. As such, the best way to approach the India market is for the Taiwan government to lead the way by, for example, sponsoring annual conferences of industry organizations such as India Electronics and Semiconductor Association (IESA), Indian Cellular Association (ICA) and Electronic Industries Association of India (ELCINA) or working with renowned local media to keep promoting the Taiwan electronics industry. Such efforts should be aimed to deepen Taiwan businesses' market penetration and attract Indian vendors to proactively seek partnerships. In sum, the steps to Taiwan's Indian operations should be in this order: marketing, selling and manufacturing. That is, before the manufacturing industry makes its move, marketing efforts toward promoting the country and the industry should go first.

Both Huang and Kuo emphasized that as India is a large country, businesses should appoint competent and experienced leaders - not just any managers - to locally head their Indian operations. The Taiwan government, looking to reach deep into overseas markets within the scope of its New Southbound Policy, has to undertake long-term planning and foster independent leaders with regional market expertise. Alternatively, government agencies such as Taiwan External Trade Development Council (TAITRA) and Taipei Economic and Cultural Center in India can focus on building local connections and collaborate with specialists delegated by professional institutes in Taiwan for field visits to India to jointly work toward effective local market operations in the long run.

To help Taiwan businesses with their Indian market operations, HSPB has joined forces with KPMG and Century Development Corporation (CDC) to push forward New Southbound Policy work. CDC has kicked off the construction of an industrial park project near Bengaluru Airport. KPMG, engaging in close collaborations with both Taiwan and India governments, is prepared to offer professional consultation on complex Indian laws, said Winston Yu, chairman of KPMG.

Foraying into India: act now or later?

Narendra Modi and his party BJP were able to win the first electoral majority for a single party in three decades partly because he promised to reach a challenging goal in the previous Indian national election. Four years later, BJP thinks it has delivered a generally satisfactory 7%-8% economic growth. During the four-year term, the Modi administration has undertaken banking and tax reforms as well as road and rail infrastructure constructions, which has contributed to India's steady economic growth. However, according to World Bank's latest Doing Business (DB) Report, India only ranks 100 among 190 countries assessed by the DB team based on the ease of doing business in the country. With less than 12 months to go until the next general election, the question is whether Modi is ready to take on the next challenge.

Furthermore, India's GDP expanded at 7.7% in first-quarter 2018. Everyone realizes that foreign businesses and investments are instrumental to accelerating economic growth and thereby engaging the younger generation entering the workforce and expanding the middle class population. India received a fairly large sum of US\$40 billion in foreign investments for the year 2017. Although its 7%-8% GDP growth is outstanding in comparison to many other countries, it is hardly satisfactory considering India's massive population and the pressure from China.

Based on 2017 World Bank data, India's per capita income at US\$1,709 is running far behind China's at US\$8,123. Although people generally think movement of goods has become easier now, critics say that labor reforms by the Modi administration make it difficult for enterprises to lay off employees and the discontinuation of two rupee banknotes at year-end 2016 was a banking reform measure that did nothing more than harassing people and disrupting capital flow. In addition to the problem of widening current account deficit, there is also a plethora of things to tackle, which the India government will not be able to resolve in a short period of time. As such, Taiwan businesses making a foray into India will inevitably sustain loss and inefficiency in the beginning. Should they look at things in the long run and

take early action or should they wait till everything is in place and make their move?



An Indian delegation visiting HSP in 2016.



Indian Institute of Technology Hyderabad engaging in exchanges with HSP, Central Taiwan Science Park and National Yunlin University of Science and Technology. HSPB director general Wayne Wang is at the right.



An HSP delegation attending Asian Science Park Association (ASPA) 2016 in Hyderabad.



HSPB deputy director general Tseng-Ju Hsu (third from the right) visiting India in 2018 to share views with industry representatives. Photos: HSPB