

## Incentives for Buyers Visiting Taiwan for Group Trade Meeting Events

### 1. Purpose

To help Taiwanese companies tap into the vast overseas market, an ongoing program that aims to encourage buyers worldwide to do business with Taiwan has been initiated through TAITRA and MOEA overseas branch offices; this comprehensive reimbursement program is intended to encourage buyers to visit Taiwan and participate in group trade meeting events.

### 2. Eligible targets for the incentives

- (1) Companies that are set up based on laws of countries other than Taiwan whose goals include earning profits. Branch offices, subsidiaries, or offshore companies set up by Taiwanese companies and branch offices or subsidiaries set up by foreign companies in Taiwan are excluded.
- (2) The Islamic Republic of Iran, the Democratic People's Republic of Korea (North Korea), Russia, the Republic of Belarus, and the People's Republic of China (including Hong Kong and Macau) are temporarily not being offered these incentives.

### 3. Notes

- (1) To effectively implement this program, buyers can only apply for incentives in one category listed on pages 1 and 2. Buyers from one company in the Food Industry are availed of this program no more than once within the period of one year. Buyers at one company in other industries are availed of this program no more than twice within a single year, and only if they intend to procure goods that fall under a different product category. Buyers who have applied for incentives for visiting trade shows in Taiwan or any other incentives from the Taiwanese government are ineligible for the incentives listed below during the same visit.
- (2) Round-trip tickets are only proved to one buyer per company.
- (3) Accommodations are provided to only one buyer per company, and with the maximum single room price of \$5,000 NTD per night for three nights; the hotels shall be arranged by TAITRA.
- (4) Transportation services are provided based on quotations for hotels arranged by TAITRA. For trade meeting events in Taipei, the maximum transport fee is \$1,800 NTD. For events in Middle and Southern Taiwan, transportation fees shall be reimbursed based on Taiwan's High-speed Rail tickets with proof of payment (i.e., receipts).

### 4. Categories and Conditions

(1)

Categories	Minimum Last Annual Sales (USD)/ Other Conditions	Class of Round-trip Tickets	Accommodations	Transportation Services
VIP buyers	One billion	Business Class	Yes	Yes
General buyers other than emerging markets and "New Southbound" markets	Ten million	Economic Class	Yes	Yes
Emerging markets	Five million or the top 500 in the buyers' industry in the buyers' country	Economic Class	Yes	Yes

Categories	Minimum Last Annual Sales (USD)/ Other Conditions	Class of Round-trip Tickets	Accommodations	Transportation Services
The “New Southbound” markets except for Nepal, Bhutan, Laos, Cambodia, Sri Lanka, and Myanmar	Five million	Economic Class	Yes	Yes
The “New Southbound” markets except for Nepal, Bhutan, Laos, Cambodia, Sri Lanka, and Myanmar	Three million	None	Yes	Yes
Buyers from Nepal, Bhutan, Laos, Cambodia, Sri Lanka, and Myanmar	Three million	Economic Class	Yes	Yes
Service industry buyers (including the healthcare industry, cultural & creative industries, retail chains, and cold chains)	Three million	Economic Class	Yes	Yes
Service industry buyers (including the healthcare industry, cultural & creative industries, retail chains, and cold chains)	One million	None	Yes	Yes
New buyers (buyers who have never received incentives from TAITRA)	A. Emerging countries: Five million B. “New Southbound” markets: Three million C. Other markets: Ten million	Economic Class	Yes	Yes
General Suppliers A. The recipient should own passports for the event’s target countries. B. The number of recipients for each event is limited. C. The recipient should attend at least three trade meetings arranged by TAITRA.	A. Emerging countries: Two million B. “New Southbound” markets: Two million C. Other markets: Four million	None	Yes	Yes

- ※ Emerging markets include Africa, Middle or Southern America, Central and Eastern Europe, Outer Mongolia, Central Asia, and the Middle East.
- ※ “New Southbound” markets include India, Indonesia, Vietnam, Malaysia, Philippines, Pakistan, Bangladesh, Nepal, Sri Lanka, Bhutan, Brunei, Thailand, Myanmar, Cambodia, Laos, Singapore, Australia, and New Zealand.
- ※ “Other markets” includes markets other than the emerging and “New Southbound” markets such as western European countries, USA, Canada, Japan, and Korea.

(2) Altering any of the above incentives due to certain industry, market, or government policy requires official approval from The Bureau of Foreign Trade, MOEA, Taiwan (R.O.C).

5. Application and Reimbursement

- (1) To apply for any of the above incentives, please submit an inquiry via EBS. Only expenses incurred after receiving approval from TAITRA headquarters are accepted for reimbursement. Expenses from buyers that did not attend trade meetings arranged by TAITRA are ineligible for reimbursement.
- (2) All expense documentation (receipts) shall be reported to TAITRA at one time within one month after the trade meetings.
- (3) To report airfare expenses, applicants can only report direct flights between Taipei and their primary residences by providing the following:
  - A. Original airline ticket stubs or electronic ticket
  - B. Proof of purchase (i.e., receipt) or other documentation showing proof of payment
  - C. Boarding pass stub or photocopies of the passport cover page, information page, and pages containing the entry and exit stamps for the applicant's latest visit to Taiwan, or an official document as proof of boarding the flight issued by the airline company
- (4) The fund for this incentive program is lumped into the annual operating budget. Once the budget becomes insufficient, this program will no longer be implemented.

6. TAITRA reserves the right of final interpretation for the above content and terms and the right to issue correction notices. Contact: Mr. Andy Chen from TAITRA (email: [andy\\_chen@taitra.org.tw](mailto:andy_chen@taitra.org.tw)).