

Bridges to the World



IEAT | Since 1947 |

台北市進出口商業同業公會
Importers and Exporters Association of Taipei



Message from the Chairman /

Taiwan, also known as Formosa (Beautiful Island), has a rich cultural heritage and abundant resources. Located at the crossroads of East and West, the island has a comprehensive network of land, sea, and air transportation that facilitate trade and exchange underpinning the wellbeing and wealth of its people.

Trade is the largest contributor to Taiwan's economic vitality. The Importers and Exporters Association of Taipei is an important promoter of foreign trade. We provide our members with professional services, act as a bridge between industries and the government, integrate members and important partners both at home and abroad, and guide industry players to explore new markets. For more than 70 years, we have been participating in every important moment of Taiwan's economic development. We continue to innovate, upgrade, and work with our members to explore blue oceans.

We welcome you to join our Association in creating a new era of trade and prosperity.

Chen-Chin Huang

Chairman of the Importers and Exporters Association of Taipei



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About Taiwan and about IEAT

Trade is the driving force behind Taiwan's economic development. With the efforts from players in the trade industry, Taiwan has become a global trade power. In 2017, Taiwan's total exports and imports were ranked 18th and 19th, respectively, in the world, and these trade volumes should not be overlooked.

The Importers and Exporters Association of Taipei (IEAT) was established in 1947. Today, with almost 6,000 member companies, IEAT is one of the largest and most influential business organization in Taiwan. Current membership includes companies located in Taipei and other major cities on the island.

The Association has always served as a bridge between government and industry. We seek the consensus of the industry, propose recommendations for various policies, strive for the rights of members, and actively assist businesses to explore opportunities in the global market.



Promote Connection between Members and Global Business Community

Meet your professional needs in the economic and trade fields

Broaden your global perspectives and enhance your business prospects



An alliance with more than **40** countries and **120** economic and trade organizations.



Nearly **6,000** members.



29 industries and project research teams.

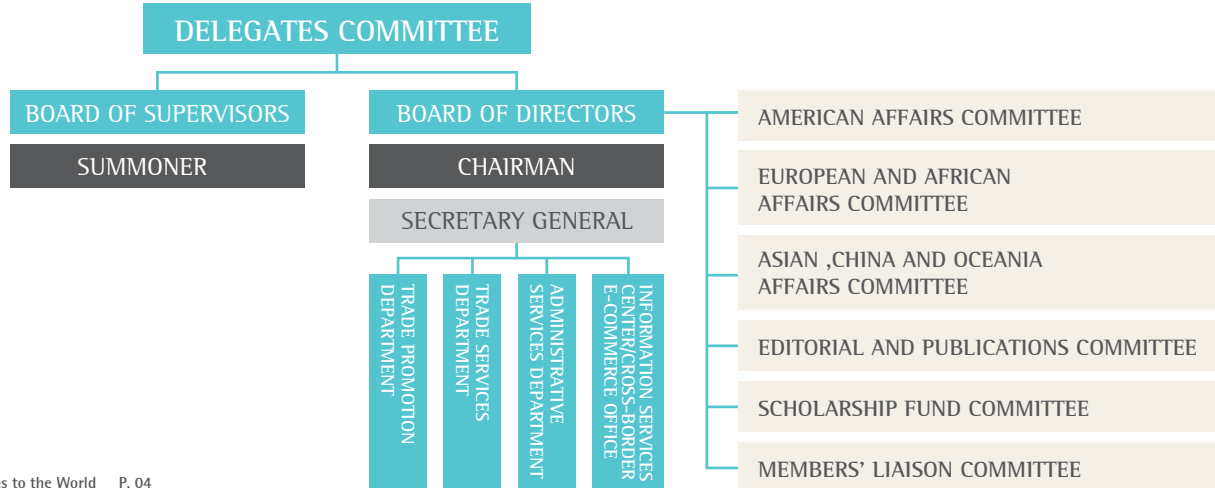


Organizational Structure of IEAT

At the top of the organizational structure is the Delegates Committee. The next tier consist of the Board of Directors and Board of Supervisors, which elect the IEAT Chairman and the Summoner of the board of Supervisors, respectively, to manage and to supervise the daily operations.

Three committees –the American Affairs Committee, European & African Affairs Committee and Asian and Oceania Affairs Committee – are tasked with promoting international relations. Serving members’ needs are the Editorial and Publications Committee, Members’ Liaison Committee, and Scholarship Fund Committee.

More than 60 staff members offer quality service based on the principles of Excellence, Innovation, Integration, and Professionalism.



6 Major Functions of IEAT

Be a voice for the industry
and provide policy
recommendations

Connect to international
trade networks and explore
global business opportunities

Keep watch on market
trends and provide
business information

Cultivate trade talents
and improve trade
competitiveness

Construct a cross-border
e-commerce ecosystem and
create new trade opportunities

Provide community
services and fulfill
social responsibilities

1

Be a Voice for Industry
and Provide Policy
Recommendations



The Association keeps abreast of global economic and trade developments as well as local policies and measures. We make appropriate and timely recommendations to the relevant authorities on issues of concern to members.

Our comprehensive member services include 21 industry-specific subcommittees and 8 subject-based research groups which hold regular meetings on current issues, cross-sector forums and face-to-face exchange with government representatives.

To help members run and grow their business, the Association enlists the expertise of various fields and economic and trade agencies to establish a Joint Service Center for Importers and Exporters which provide comprehensive consultative services.

Working groups based on 21 industries

Agriculture, animal husbandry and fishing products		Health food products	
Machinery tools	Processed food	Dairy products	Cultural Creation
Western medicinal products		Textile products, including bags and suitcases	
Electrical equipment	Information products	Chinese medicinal products	
Transportation equipment		Sports and leisure products, including footwear	
Iron and steel products		Chemicals, including minerals and related products	
Instruments, including medical and scientific items		Tobacco, wine and liquor	
Cosmetics and cleansing products		Building materials and furniture	
Photographic equipment		Food additives	

Working groups based on 8 special research fields

Customs procedures and logistics research
Cross-border e-commerce
Finance and foreign exchange
Trade and commercial laws
Environmental protection
Mainland China trade
Taxation
Beef imports

2

Connect to International
Trade Networks and Explore
Global Business Opportunities



For global trade outreach, IEAT has forged partnerships with more than 90 organizations across more than 40 countries and with more than 30 government agencies in mainland China.

The Association exchanges business information, arranges matching sessions, and holds trade seminars with foreign business organizations; organizes delegations to trade shows in key markets; and leads study missions to visit regions market potential. Every year, we work with foreign trade offices in Taiwan to host the "International Wine & Liquor Promotion" event.

Under the combined efforts of various industry associations, IEAT founded an export and import industry association to keep the business community informed of the latest developments and marketing strategies. The "Taiwan-Korea Economic and Trade Committee" was set up to promote exchange in the private sectors, thus furthering trade, tourism, cultural and economic exchanges between the two regions.



한국무역협회와 대만수출입상업동업공회간의 MOU 체결식 韓國貿易協會 與 台北市進出口商業同業公會 簽署合作備忘錄儀式

일시 : 2018. 10. 24(수) 11:00 장소 : 트레이드타워 51층 소회의실 한국무역협회 台北市進出口商業同業公會



The contribution of IEAT to trade is widely recognized. It is commissioned by the Ministry of Economic Affairs to manage the government's subsidy scheme for companies participating in exhibitions abroad.

3

Keep Watch on Market Developments and Provide Business Information

新南向價值鏈
布商機

Opp...es from
Val... Integration by
ound Policy



The IEAT publication "Trade Magazine" provides members with the latest economic and trade trends. IEAT studies and research on the global economic climate and industry environment are also made available to the government and businesses.

The official IEAT website, www.ieatpe.org.tw, features electronic newsletters and comprehensive trade information, exhibition news and procurement opportunities, economic and trade regulation promulgation, industry information, training and other updates.



4

Cultivate Trade Talents and Improve Trade Competitiveness



As talents are central to business growth, IEAT founded the "Trade Education Foundation" (TEF) in 1979, and the "International Trade Business School" in 2014 to conduct training in such areas as trade practices, business management, marketing, and to provide customized in-house training for individual companies.

In view of the importance of business sustainability, the ITBS CEO program was launched in 2015. The well-received program brings together experts in the industry, the government and the academia to conduct classes on innovative entrepreneurship for corporate leaders and executives. In pursuit of excellence, an alumni was set up in 2018 to continue the efforts of promoting business sustainability in Taiwan.

To cultivate the necessary talents, IEAT steps up industry-academia collaboration to evolve an industry-academia ecosystem incorporating universities and technical and vocational colleges. Specifically, IEAT efforts to heighten student's participation in the trade industry include managing the "International Trade Certification Examination", "International Trade Talents Bank" and the "Outstanding International Trade Talents Scholarship".



The Association has also been commissioned by the Ministry of Economic Affairs to manage the "Funding for Taiwanese Student Internships in Emerging Markets" scheme which involves industry-academia collaboration to provide overseas internships for students in the field of international trade.

5

Construct a Cross-border
E-commerce Ecosystem and
Create New Trade Opportunities



In response to the rise of global cross-border e-commerce, an IEAT affiliate "17Cross", provides online and offline integrated services. This helps the trading sector learn about opportunities in global cross-border e-commerce through a comprehensive approach of promotion, consultation, counseling, training and industry-academia collaboration, business matching and business incubation.



Since 2017, the Association has also been entrusted by the Taipei City and New Taipei City governments to manage several projects helping Taiwan's business community to explore opportunities in global cross-border e-commerce.

6

Provide Community Services and Fulfill Social Responsibilities



To fulfill corporate social responsibility, IEAT has been organizing winter charity activities for more than 50 years. We invite our member companies to donate in cash and kind to families in need and to social welfare organizations. Such efforts have been widely recognized.

The Association also actively participates in activities to show appreciation to military personnel by visiting the frontline to offer appreciation. The activities pay tribute to the servicemen for safeguarding the peace and stability of Taiwan.



About 300 Activities per Year

Exhibitions and
trade missions

40⁺

Events hosting the
reception of
international visitors

30⁺

Social gatherings
For members

50⁺

Industry teams and
Professional research
Team meetings

150⁺

Training courses for
Trade professionals

50⁺

Trade consultation
and issues seminars

10⁺

Membership Privileges

▲ Exclusive sales promotion activities both at home and abroad.
Application for Subsidies for exhibition participation.

▲ Members' concern articulated through IEAT's platform for IEAT policy recommendation.

▲ Discounts on the issuance of related trade documents. Processing available in two visa offices and online platform.

▲ Monthly "Trade Magazine" publication and members-only special prices on training courses.

▲ Discounts for peripheral services, such as testing, legal affairs, and hotel accommodation.

▲ Real-time economic and trade updates and notices on major regulations and government policies.

▲ Social gathering activities for members. Hiking and golf meetings.

▲ Rental discounts for conference rooms. 10% off for members.

▲ Discount fares for visits to customs, logistics center and science parks.

Seventy Years of Credibility and Trust

The joint efforts of Importers and Exporters Association of Taipei and its member companies create Taiwan's economic prosperity over the past seven decades have helped built a reputation of credibility and trust.

We will continue to advocate our mission to strengthen the local economy, connect with the world, uphold professionalism and ensure business sustainability of our members so as to expand the horizon of Taiwan's foreign trade.







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