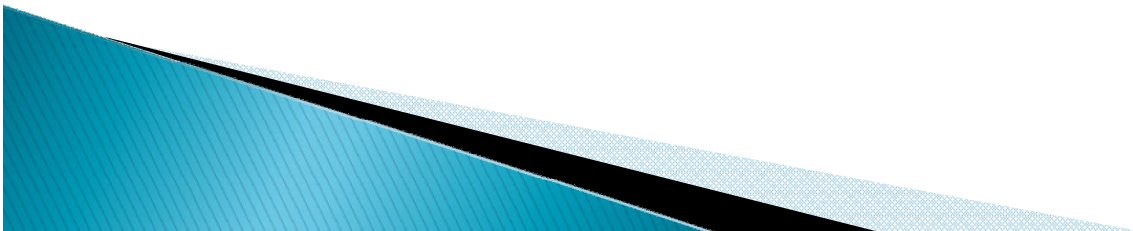


Successes and Opportunities

Vladislav Štefanec, STCC, ITAPA 2012



A PARTNERSHIP FOR
BUSINESS OPPORTUNITY AND
PROSPERITY



SLOVAK-TAIWANESE
CHAMBER OF
COMMERCE

CHAMBER OBJECTIVES

- » representation and advocating of interests of its members
- » support of business and economic relations between the Slovak Republic and the Republic of China (Taiwan)
- » pursuit of constructive solutions of business issues regarding the relationships among Slovak and Taiwanese entrepreneurial entities

A PARTNERSHIP FOR
BUSINESS OPPORTUNITY AND
PROSPERITY



SLOVAK-TAIWANESE
CHAMBER OF
COMMERCE

▶ WHAT we PROVIDE in Slovakia

- Support in adopting domestic business environment and help to overcome bureaucratic obstacles
- Advisory services and governmental affairs
- Access to decision-making institutions



A PARTNERSHIP FOR
BUSINESS OPPORTUNITY AND
PROSPERITY



SLOVAK-TAIWANESE
CHAMBER OF
COMMERCE

▶ WHAT we PROVIDE in Republic of China (Taiwan)

- ▶ Search for partners for slovak companies In Taiwan
- ▶ Advisory services
- ▶ Promotion of your Businesses, products



Taipei, Food and Beverage Trade Show,
Taipei, June 2012

A PARTNERSHIP FOR
BUSINESS OPPORTUNITY AND
PROSPERITY



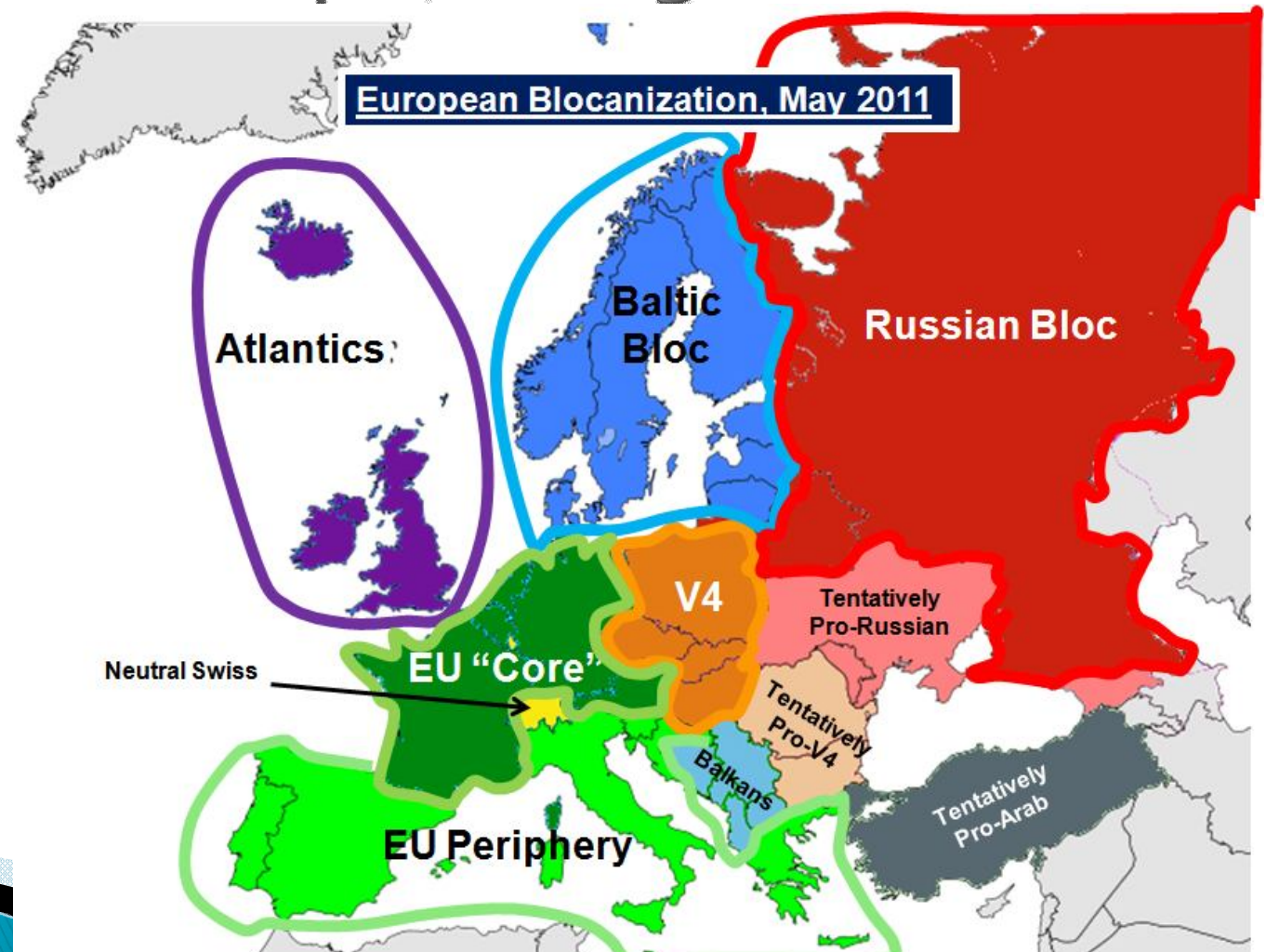
SLOVAK-TAIWANESE
CHAMBER OF
COMMERCE

Gateway to Europe, Bridge to Russia

V4:
Stable
business
environment

Lower costs

High
productivity



A PARTNERSHIP FOR
BUSINESS OPPORTUNITY AND
PROSPERITY



SLOVAK-TAIWANESE
CHAMBER OF
COMMERCE

Gateway to the European Market

Country	Total trade with TAIWAN (USD,2010)	Investment from TAIWAN (USD)	Population of the country
Slovakia	911 million	450 million	5,4 mil.
Czech Republic	731 million	375 million	10,6 mil.
Hungary	500 million	400 million	10,0 mil.
Poland	1,1 billion	100 million	38,1 mil.

Big Taiwanese Investments in Slovakia:
AU Optronics, Foxconn, Delta Electronics, Esson

A PARTNERSHIP FOR
BUSINESS OPPORTUNITY AND
PROSPERITY



SLOVAK-TAIWANESE
CHAMBER OF
COMMERCE

► Advantages

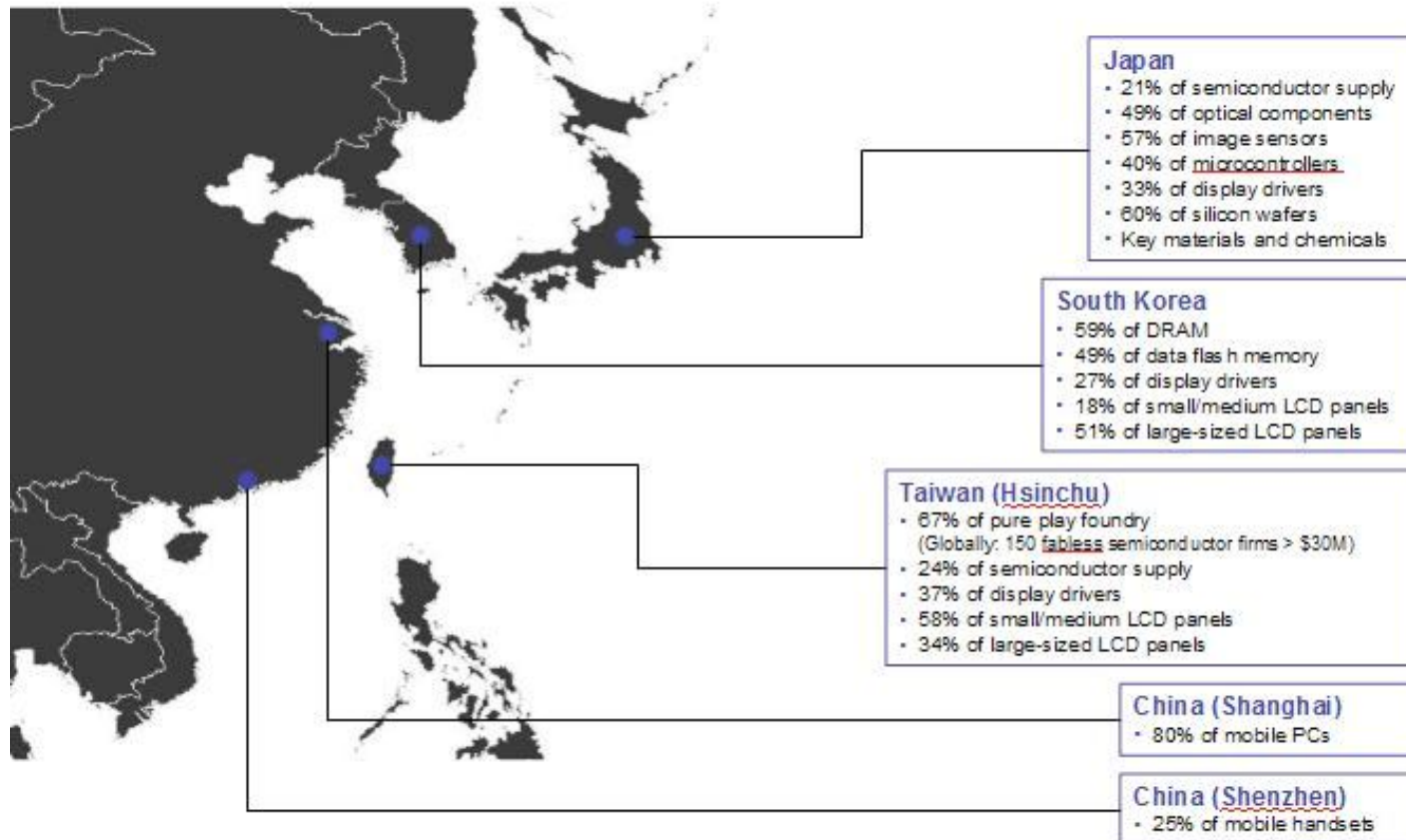
- Geographical location
- Chinese language
- Japanese knowledge
- Western business culture



A PARTNERSHIP FOR BUSINESS OPPORTUNITY AND PROSPERITY



SLOVAK-TAIWANESE CHAMBER OF COMMERCE



► Most of the IT and ICT comes from the Eastern Asia region

A PARTNERSHIP FOR
BUSINESS OPPORTUNITY AND
PROSPERITY



SLOVAK-TAIWANESE
CHAMBER OF
COMMERCE

- ▶ Highly developed
- ▶ Science parks
(connected with
Universities)

1 university in
WORLD TOP 100



A PARTNERSHIP FOR
BUSINESS OPPORTUNITY AND
PROSPERITY



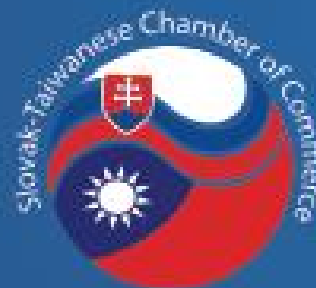
SLOVAK-TAIWANESE
CHAMBER OF
COMMERCE

▶ TOP 9 2012
Brands from
Taiwan

[brand value]
(made by
Interbrand
Consultancy
Sep. 2012)

1  HTC 2,753 \$m (82,188) Sector: Consumer Electronics	2  ACER 1,676 \$m (50,020) Sector: Consumer Electronics	3  ASUS 1,662 \$m (49,614) Sector: Consumer Electronics
4  TREND MICRO 1,355 \$m (40,435) Sector: Software	5  MASTER KONG 1,308 \$m (39,043) Sector: Food & Beverage	6  WANT-WANT 802 \$m (23,952) Sector: Food & Beverage
7  GIANT 342 \$m (10,212) Sector: Bicycle	8  SYNNEX 339 \$m (10,106) Sector: IT Product Distributor	9  MAXXIS 331 \$m (9,886) Sector: Tire & Rubber

A PARTNERSHIP FOR
BUSINESS OPPORTUNITY AND
PROSPERITY



SLOVAK-TAIWANESE
CHAMBER OF
COMMERCE

► TREND TOP companies 2011 [profit]

#	Spoločnosť	Tržby 2011 (tis. eur)	Tržby 2010 (tis. eur)	Zmena 2011 / 2010 (%)
1.	Volkswagen Slovakia, a.s., Bratislava	5 192 936	4 038 840	28,6
2.	Slovnaft, a.s., Bratislava	4 745 354	3 505 087	35,4
3.	Kia Motors Slovakia, s.r.o., Žilina	3 328 383	2 888 748	15,2
4.	Samsung Electronics Slovakia, s.r.o., Galanta	3 167 764	3 247 193	-2,4
5.	Slovenské elektrárne, a.s., Bratislava	2 848 676	2 145 933	32,7
6.	Slovenský plynárenský priemysel, a.s., Bratislava	2 519 590	2 528 850	-0,4
7.	U.S. Steel Košice, s.r.o., Košice	2 436 273	2 467 811	-1,3
8.	PCA Slovakia, s.r.o., Trnava	1 642 432	1 654 389	-0,7
9.	Tesco Stores SR, a.s., Bratislava	1 310 000	1 171 000	11,9
10.	Foxconn Slovakia, s.r.o., Nitra	1 042 270	1 426 743	-26,9

Gateway to Asian Market



Business Friendly
Environment

Connecting Two Hearts
Heart of Europe and Heart of Asia



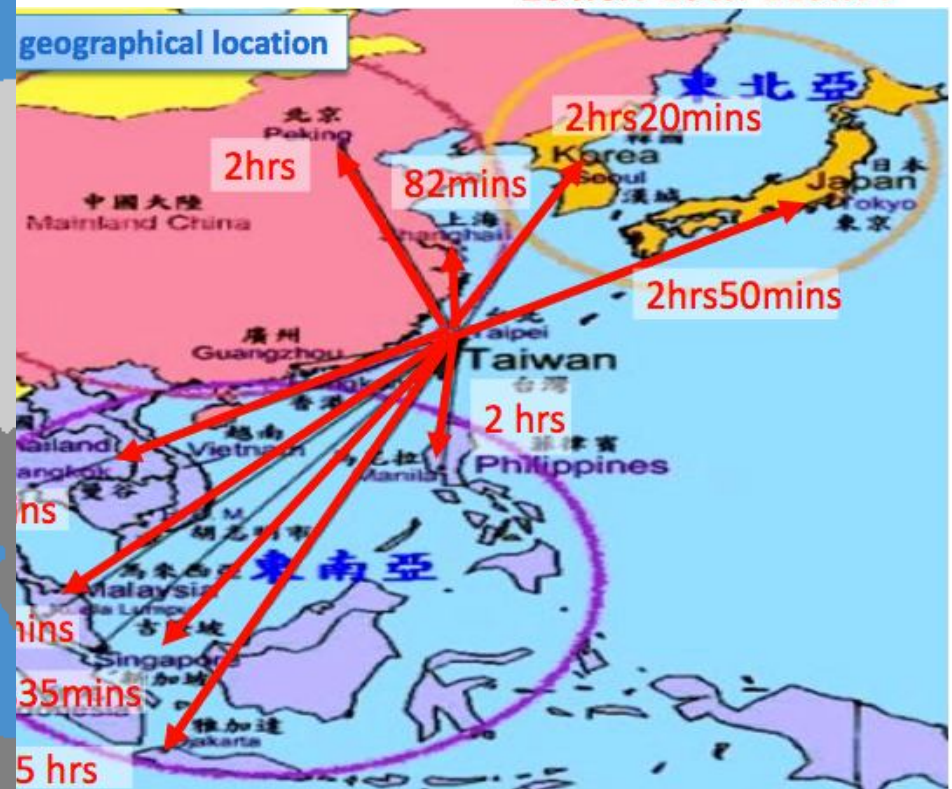
A PARTNERSHIP FOR
BUSINESS OPPORTUNITY AND
PROSPERITY



SLOVAK-TAIWANESE
CHAMBER OF
COMMERCE

Connecting Two Hearts

Heart of Europe with the Heart of Asia



A PARTNERSHIP FOR
BUSINESS OPPORTUNITY AND
PROSPERITY



SLOVAK-TAIWANESE
CHAMBER OF
COMMERCE

Connecting Two Hearts: Similarities & Opportunities

Country	Ranking
TAIWAN	33
SLOVAKIA	41
HUNGARY	46
CZECH REPUBLIC	63
POLAND	70

Doing Business 2011, World Bank,
(Taiwan, V4)

A PARTNERSHIP FOR
BUSINESS OPPORTUNITY AND
PROSPERITY



SLOVAK-TAIWANESE
CHAMBER OF
COMMERCE

Connecting Two Hearts: Similarities & Opportunities

- ▶ **SIMILAR Democratic Development**
 - Experienced similar transition process
- ▶ **Size and Regional Position**
 - Heart of Europe / Heart of Asia
- ▶ **Open Economies**
 - Tiger of Europe / Tiger of Asia

A PARTNERSHIP FOR
BUSINESS OPPORTUNITY AND
PROSPERITY



SLOVAK-TAIWANESE
CHAMBER OF
COMMERCE

Opportunities & Similarities

- ▶ **SIMILAR Democratic Development**
 - SHARING THE SAME VALUES
- ▶ **Size and Regional Position**
 - CONNECTING TWO HEARTS
- ▶ **Open Economies**
 - FLEXIBLE, DYNAMIC COOPERATION

A PARTNERSHIP FOR
BUSINESS OPPORTUNITY AND
PROSPERITY



SLOVAK-TAIWANESE
CHAMBER OF
COMMERCE

Slovak-Taiwanese Relations

- 2002 – Taiwan entered WTO
- Creating JBC
- Establishing offices (TROB and SECO)
- Student exchange



SLOVAK ECONOMIC
AND CULTURAL OFFICE
IN TAIPEI



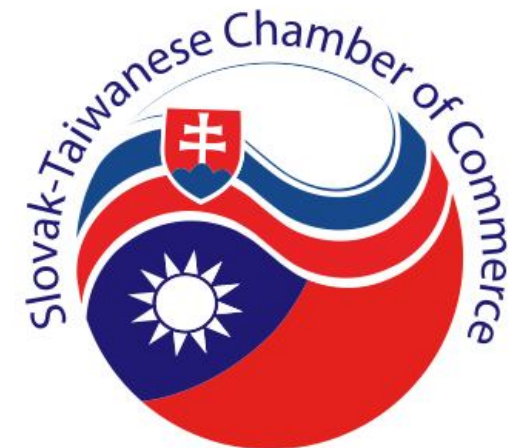
A PARTNERSHIP FOR
BUSINESS OPPORTUNITY AND
PROSPERITY



SLOVAK-TAIWANESE
CHAMBER OF
COMMERCE

Connecting Two Hearts: Slovakia as a Reliable Partner

- ▶ Slovakia was the first to support VISA FREE REGIME
- ▶ Slovakia was among first to adopt Agreement on Avoidance of Double Taxation
- ▶ Slovakia is the only country in the EU With Taiwanese Chamber of Commerce



A PARTNERSHIP FOR
BUSINESS OPPORTUNITY AND
PROSPERITY



SLOVAK-TAIWANESE
CHAMBER OF
COMMERCE

- ▶ Taiwan as a reliable partner:
 - Provided WI-Fi zones (Staré Mesto, Draždiak, Sad Janka Kráľa)
 - Donates tech. to slovak hospital and schools
 - Support of Jakubany
 - Scholarships for Slovak students

A PARTNERSHIP FOR
BUSINESS OPPORTUNITY AND
PROSPERITY



SLOVAK-TAIWANESE
CHAMBER OF
COMMERCE

▶ Opportunities

- TOURISM (Taiwan – 23 mil.)
- IT, ICT Businesses
- Gate to the asian market

HOW to take the opportunity?

- B2B
 - Seminars
 - Exhibitions



A PARTNERSHIP FOR
BUSINESS OPPORTUNITY AND
PROSPERITY



SLOVAK-TAIWANESE
CHAMBER OF
COMMERCE

EXHIBITIONS

For newtorking and
Sale

IN THE YEAR 2013:

6 IT EXHIBITIONS
IN TAIPEI



STARTING WITH: COMPUTEX TAIPEI

(4.-8. of june 2013)

A PARTNERSHIP FOR
BUSINESS OPPORTUNITY AND
PROSPERITY



SLOVAK-TAIWANESE
CHAMBER OF
COMMERCE

▶ Seminars

▶ Present

Your company
-Build a brand



Business Friendly Slovakia,
(APRIL 2012, Schinschu SP)
SARIO, in cooperation with
KPMG and STCC

A PARTNERSHIP FOR
BUSINESS OPPORTUNITY AND
PROSPERITY



SLOVAK-TAIWANESE
CHAMBER OF
COMMERCE

▶ B2B



A PARTNERSHIP FOR
BUSINESS OPPORTUNITY AND
PROSPERITY



SLOVAK-TAIWANESE
CHAMBER OF
COMMERCE

Contact information:

Slovak-Taiwanese Chamber of Commerce
Dostojevského rad č. 1 811 09 Bratislava

Contact person:

Vladislav Štefanec
tel.: +421 (0) 911 415 992
e-mail: stefanec@stcham.com

Thank you

