



GTO meets GTAI: Back to Business - How to restart your German business after the crisis

**With Mr. Daniel Stephens, Manager Finance and Incentives
Germany Trade & Invest
and
Mr. Max Milbredt, Senior Manager Electronics
Germany Trade & Invest, Berlin**





Mr. Andreas Goller
Senior Manager Market Entry
DEinternational Taiwan Ltd.

Webinar Guidelines



1

To ensure a stable connection, please turn off all additional applications on your computer

2

microphones and cameras of our viewers are automatically switched off and cannot be turned on

3

Please feel free to use the **question function** in the GoToWebinar Toolbar to interact with the speakers



For technical questions during the webinar, please feel free to contact our team at Blechert.Linda@taiwan.ahk.de



Mrs. Leonie Yang
General Manager
DEinternational Taiwan Ltd.





Mr. Daniel Stephens
Manager Finance and Incentives
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Max Milbredt

Senior Manager Electronics

Germany Trade & Invest, Berlin



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DEinternational Taiwan Ltd.



Official Representation of the German Economy in Taiwan – Since 1981

German Trade Office Taipei



Intermediary between German and Taiwanese businesses

Gather and process relevant economic data

Serves as a networking platform to bring business people together



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DEinternational Taiwan Ltd.

- scope of services



Access to the German Trade Office network of Taiwanese government ministries, economic stakeholders, multipliers and media

Further services include:



market entry and expansion support



trade fairs



legal and investment services



recruiting and training services



DEinternational Taiwan Ltd.

Market Entry Services

- Pre-Market Check
- Distributor Searches
- Supplier Searches

“As the leading honey producer in Europe with a distribution network in over 50 countries, Langnese Honig has specific requirements when it comes to finding a suitable brand agent for a target market. We decided to work with DEinternational to support us in finding the right candidate in Taiwan. The DEinternational team communicated closely with us to understand our requirements, and, after a comprehensive search, were able to propose a number of candidates who met our requirements. When I travelled to Taipei to meet the candidates in person, DEinternational arranged these meetings to my greatest satisfaction and convenience. As a result of the business partner search, we were just able to sign a distribution partnership for the Taiwanese market. Therefore, Langnese Honig thanks DEinternational Taiwan for their highly professional and helpful support!”

**Oliver Quast, Head of Sales & Marketing East Asia,
Singapore, Sub-Sahara Africa, South America, LANGNESE
HONIG**



A woman with long brown hair, wearing glasses and a bright yellow button-down shirt, is sitting at a wooden desk in a modern office or cafe. She is smiling at the camera while holding a pen over an open notebook. A white disposable coffee cup is on the desk next to her. In the background, other people are blurred, and large windows let in natural light.

Remote Business Development Service

- Defining your requirements
- Creating longlist of potential partners
- Contacting suitable companies
- Shortlisting interested matches in a digital report
- Organization of video-conference including interpreting
- Distribution of samples

Q&A Session



Biotechnology and Medical Technology in North Rhine-Westphalia (NRW) and Taiwan

Taiwan's success in battling the pandemic have been widely recognized in Germany. Taiwanese healthcare companies will have important questions when expanding on the European market, such as: **How and where do I establish a company in Europe? What tax issues do I have to pay attention to? How do I get my medical devices certified?** Join us on our online seminar on August 6th, to find out!

- Venue: Remo Virtual Networking
- Participation is free of charge

Thursday, August 6th, 2020/ 15:00 – 17:15

To register, please visit our website [here](#).*



GTO Wirtschaftsstammtisch: Colorful Summer Edition

Put your suit in the closet - dress up in your favorite colorful outfit and spend a mild summer evening in great company!

- Venue: Grand Hyatt Taipei, The Residence on the 2nd floor
- Dresscode: Colorful summer attire (preferred)
- Price: 1,300 NT\$ per person (including free flow of Erdinger beer)

Wednesday, August 12th, 2020 / 18:30 – 22:00

To register, please visit our [website here](#).*



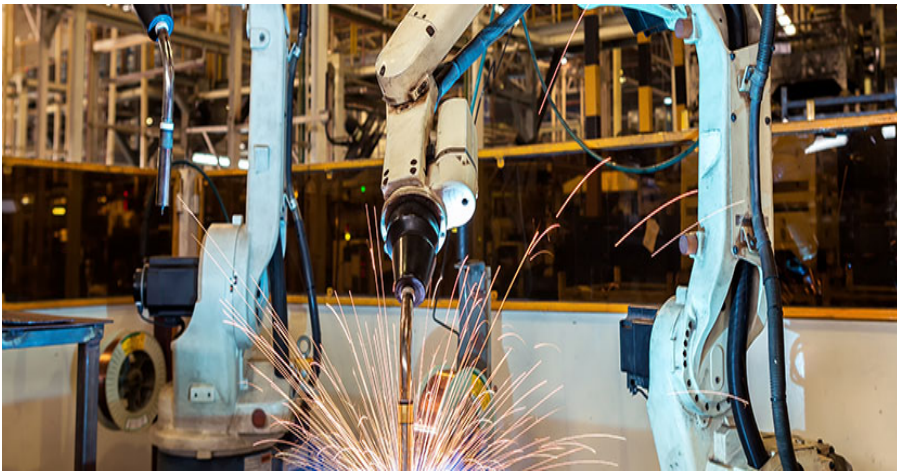
German Industry 4.0 Seminar during the Taipei Int'l Automation Exhibition

German smart manufacturing solutions providers, such as **Siemens Ltd. Taiwan** and **Beckhoff Taiwan** will share insights of their latest technology developments and focus on the question of how automation solutions and smart production lines can improve the efficiency of Taiwanese production facilities.

- Venue: Room 403, 4F, Taipei Nangang Exhibition Center, Hall 1
- Participation is free of charge

Thursday, August 20th, 2020/ 13:30 – 16:00

To register, please visit our [website here](#).*



Upcoming GTO Events 2020

To register for our events, please click on the event name

August

[6. Biotechnology and Medical Technology in North Rhine-Westphalia \(NRW\) and Taiwan \(online\)](#)

[12. GTO Wirtschaftsstammtisch: Colorful Summer Edition \(Grand Hyatt\)](#)

[20. German Industry 4.0 Seminar during the Taipei Int'l Automation Exhibition](#)

October

[21. German-Taiwanese Automotive Forum](#)

December

[3. GTO Goose Dinner](#)

September

[9. 5th German-Taiwanese Smart Machinery Forum](#)

[17. GTO meets BW-i: Industry 4.0 and Smart Factories in Baden-Württemberg and Taiwan](#)

[26. GTO German Business Day at the Oktoberfestival](#)

November

[German-Taiwanese Wind Energy Forum \(TBC\)](#)

Thank You for Your Attention!

Contact Information

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