



**EUROPEAN CLUSTER  
COLLABORATION PLATFORM**

# **EU – Taiwan Matchmaking Event**

**Taipei**

**30 May – 1 June 2023**



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## 1. Event Overview



Taipei, Taiwan's capital city, recently played host to the EU-Taiwan Matchmaking Event organised by the European Cluster Collaboration Platform (ECCP) on behalf of the European Commission. The event took place from 30 May to 1 June 2023, with the primary objective of fostering collaboration between European Clusters and SMEs and their Taiwanese counterparts. The event took place in the framework of the 2023 European Innovation Week and Computex Taipei 2023, Asia's premier ICT show. The event was organised in close collaboration with the Chinese National Federation of Industries (CNFI), the Taiwan External Trade Development Council (TAITRA), the Bureau of Foreign Trade and Ministry of Economic Affairs. The matchmaking aimed to inspire new partnerships, stimulate knowledge transfer of best practice, and encourage forward-thinking collaborations.

In 2022 Taiwan was registered as the EU's 14th largest trading partner, with bilateral trade in goods reaching a record of EUR 84.2 bn. As Taiwan's most significant foreign investor, the EU recognizes the indispensable role that Taiwan plays in global supply chains. As a world leader in key developments in Information Communication Technology (ICT), artificial intelligence (AI), smart mobility, and green energy, Taiwan offers a wide variety of business opportunities for EU companies. Its reputation as a global hub for innovation and technology makes Taiwan a key partner for the EU and its Member States.

The event encompassed the following activities:

- A Preparatory / Technical Webinar "Market access information for the EU - Taiwan Matchmaking Event", held on 12 May 2023 at 09:00 AM (CET);
- Site visits on 30 May and 1 June 2023;
- Pitching session for Taiwanese and EU cluster representatives to present themselves on 31 May 2023;
- Matchmaking meetings on 31 May between cluster organisations and SMEs from EU countries and Taiwan;
- Debriefing session to collect feedback and testimonials from cluster participants;
- Participation at the global ICT and IoT show and exhibition Computex 2023 on 30 May and 1 June 2023

The EU – Taiwan Matchmaking Event itself took place on-site, on 31 May 2023. The 59 participants were able to schedule their own meetings through the b2match platform.

**The European delegation in the mission consisted of 16 participants**, representing 12 clusters and business associations, 1 regional government, and 3 SMEs from 10 countries, while the Taiwanese delegation consisted of 43 participants, representing 5 clusters, 2 National or Regional Trade Promotion Organisations, 2 regional government, 5 research institutes, 2 universities, 22 SMEs and 5



others, **leading to a total of 59 participants in the event**. Selected European cluster organisations received financial support for travel from the European Commission.

During the booking phase of the meetings (24 April 2023 – 30 May 2023), the participants made 191 meeting requests, where 93 were accepted and scheduled, 1 remained pending and 97 were cancelled. In the end, **the total number of meetings that took place in the event was 109** (82 actual meetings out of the 93 scheduled – 88% success rate – and 27 ad-hoc meetings).

In addition to the **109 formal meetings** that took place in the event, a total of **216 informal meetings** were also reported in the feedback form, leading to a total of **75 reported cooperation cases**.

## 1.1 Preparatory / technical webinar

On 12 May 2023, 09:00 CET, a Preparatory / Technical Webinar called "Market access information for the EU - Taiwan Matchmaking Event" was held in order to offer guidance on how to participate successfully in the planned event and inform future participants with the theme and business environment. The webinar recorded a total of 15 attendees, from the selected participants, outside ECCP staff and panellists.

The recording of the preparatory webinar has been shared with all participants and has been displayed on the event page on the [European Cluster Collaboration Platform](#). The detailed agenda of the webinar is presented below:

09:00 – 09:10 (CET)	<p>Opening Session:</p> <ul style="list-style-type: none"> <li>- Moderation and Introduction by Teodora Jilkova, ECCP team member, housekeeping rules</li> </ul> <p>Short opening remarks</p> <ul style="list-style-type: none"> <li>- Christophe Guichard, DG GROW, European Commission</li> <li>- Yuming Liu, Foreign Affairs and Trade Section, Chinese National Federation of Industries (Taiwan), (CNFI)</li> <li>- Jimmy Chen, Europe Section, Market Development Department, Taiwan External Trade Development Council, (TAITRA)</li> </ul>
09:10 – 09:40 (CET)	<p>Market access information session – collaboration opportunities and guidelines on how to do business with Taiwanese counterparts</p> <ul style="list-style-type: none"> <li>- Freddie Hoeglund, CEO, European Chamber of Commerce Taiwan</li> <li>- Jimmy Chen, Europe Section, Market Development Department, Taiwan External Trade Development Council, (TAITRA)</li> <li>- Dr. Jan-Philipp Kramer, Team Leader 'Data &amp; Policy', ECCP</li> <li>- Sara Machiels, Project Officer, EISMEA</li> </ul>
09:40 – 09:50 (CET)	<p>Presentation of the China IP SME Helpdesk, Alessandra Capriglia, Project manager, China IP SME Helpdesk</p>
09:50 – 09:55 (CET)	<p>Testimonial from participants in the previous editions, success stories Dimitar Filipov, CEO, Cluster Sofia Knowledge City, Bulgaria</p>
09:55 – 10:05 (CET)	<p>Presentation of 2023 European Innovation Week, practical information, general overview, and insights</p>



	Angela Hsiao, Policy Officer, European Economic & Trade Office
10:05 – 10:25 (CET)	b2match, technical aspects and meetings schedule <ul style="list-style-type: none"> <li>- Daniel Cosnita, ECCP team member</li> <li>- EEN Taiwan team, TAITRA</li> </ul>
10:25 – 10:30 (CET)	Closing (next steps towards the business workshop and matchmaking event) Teodora Jilkova, ECCP team member

**Table 1 Preparatory / Technical Webinar agenda**

## 1.2 Agenda of the on-site mission

On 29 May 2023, before the official start of the event, participants were invited to attend the 2023 EU-Taiwan Hydrogen Roundtable, a major event dedicated to the topic of hydrogen. Government officials, industry experts and academics from both Europe and Taiwan discussed policies, exchanged views on international cooperation, and shared insights on infrastructure and practical experience related to hydrogen development and the major role it can play in the energy transition and net zero future.

The first day of the event, 30 May 2023, kicked off at Computex Taipei 2023, the second-largest ICT show in the world, and the biggest one in Asia. The 2023's motto was 'Together we create'. During the opening session, delegates heard from Dr. Ing-Wen Tsai, President of Taiwan, who explained Taiwan's pivotal role in providing advanced products in technology, AI, and simulation sectors. Ms. Maive Rute, Deputy Director-General, Directorate for Internal Market, Industry, Entrepreneurship and SMEs (DG GROW), pointed out the shared priorities of the EU and Taiwan, including circular economy and cybersecurity.

Following the inaugural session, the EU Delegation toured the COMPUTEX 2023 showground, exploring various innovative products. Among many, they visited the GIGABYTE stand, which presented ground-breaking liquid cooling technology and the AI's most powerful supercomputer, KIOXIA, the inventor of flash memory, and ECS, which showcased a range of Smart Solutions. The tour was a vivid demonstration of AI's increasing importance and potential in revolutionizing today's world.

Another group of the EU Delegation embarked on a tour of companies in Taichung, delving into the world of robotics and machinery. They visited HIWIN Technologies Corp, a leader in the field of machinery manufacturing, demonstrating cutting-edge advancements in robotics. Delegates also explored the innovations at DELTA ELECTRONICS Inc, where the future of industrial automation was on full display.

The first day of the event ended with a networking dinner as part of the 2023 European Innovation Week. It was the ideal setting for fostering relationships between clusters, SMEs representatives, and government officials from both Taiwan and the EU.

On 31 May 2023, the opening session started with insightful introductory remarks by EU and Taiwanese diplomats (Ms. Maive Rute, Deputy Director General of DG GROW, Fred Huang, representative of the Chinese National Federation of Industries (CNFI), Simon Wang, CEO of TAITRA Global).

To set the scene for the matchmaking sessions, 10 EU and 9 Taiwanese cluster representatives pitched their industries and possible business opportunities. They focused mainly on ICT, semiconductors, digital industries, robotics, AI and advanced manufacturing. It followed a full day programme of C2C and B2B meetings. The two matchmaking sessions allowed for fruitful exchanges between 59



European and Taiwanese delegates and 109 meetings took place on the afternoon of the event between counterparts.

The day concluded with the European delegation debriefing session that highlighted the high-level satisfaction of participants with the event.

On 1 June 2023, the event was devoted to visiting some of Taiwan's leading technological companies located in Hsinchu. The highlight of the day was a visit to ITRI – Industrial technology research institution and ICT company. As the largest company in Taiwan with 6000+ employees, and numerous spin-offs across the country, ITRI has led Taiwanese technological innovation for decades with its focus on smart living, quality health, sustainable environment, and enabling technology.

The day ended with a visit to TSMC – Taiwan Semiconductor Manufacturing Company one of the world's leading semiconductor producers. There, our European Delegation was able to witness first-hand the disruptive business innovation that's redefining our modern world. It was an awe-inspiring sight to see how a small chip could significantly alter the daily lives of millions of people.

The detailed agenda of the on-site mission is presented below:

<b>Day 1 – 30 May 2023</b>	
10:00 – 11:00	COMPUTEX TAIPEI Opening
11:00 – 12:00	EU Delegation COMPUTEX TAIPEI VIP Tour
And either	
09:30 – 16:30	EPA Site visit (full day)
Or	
09:30 – 17:00	Robotics Site visit (full day)
18:30 – 21:30	EU – Taiwan Business Networking Reception, host by CIECA and ECCT
<b>Day 2 – 31 May 2023: EU-TW Business and Clusters Forum and Matchmaking event</b>	
08:30 – 09:00	Registration
09:00 – 09:30	<p>Welcoming and Introductory Remarks</p> <ul style="list-style-type: none"> <li>- Fred Huang, Advisor, Chinese National Federation of Industries (CNFI)</li> <li>- Simon Wang, President &amp; CEO, Taiwan External Trade Development Council (TAITRA)</li> <li>- Maive Rute, Deputy Director General, Directorate for Internal Market, Industry, Entrepreneurship and SMEs (DG GROW), European Commission</li> </ul> <p>EU Cluster Cooperation Initiative</p> <ul style="list-style-type: none"> <li>- Teodora Jilkova, ECCP Team member</li> </ul> <p>EU Cluster Testimonial</p> <ul style="list-style-type: none"> <li>- Dimitar Filipov, CEO, Cluster Sofia Knowledge City,</li> </ul> <p>Introduction of EU Exchange and Cooperation Policy</p> <ul style="list-style-type: none"> <li>- Mariella Masselink, Head of Unit Industrial Forum, Alliances and Clusters, DG GROW, European Commission</li> </ul>
09:30 – 11:00	Cluster Roundtable (pitching sessions) TW and EU cluster representatives
11:00 – 11:30	Coffee Break
11:30 – 13:00	EU-TW Business and Cluster Matchmaking Event, Session I
13:00 – 14:00	Break, free time



14:00 – 17:00	EU-TW Business and Cluster Matchmaking Event, Session II
17:00 – 17:30	Debriefing session: feedback harvesting for all EU Cluster participants
<b>Day 3 – 1 June 2023</b>	
08:00 – 17:00	Site visits in Hsinchu (full day) Industrial Technology Research Institution and TSMC

*Table 2 On-site mission agenda*

## 1.3 Participants

59 total participants engaged in the matchmaking event. **The European delegation in the mission consisted of 16 participants, representing 11 clusters and 1 cluster association, 1 regional government and 3 SMEs from 10 European countries:** Bulgaria, France, Germany, Hungary, Italy, Netherlands, Poland, Romania, Spain and Sweden.

The European cluster participants were selected based on a Call of Expressions of Interest published on the European Cluster Collaboration Platform (open from 28 March 2023 until 26 April 2023). Following the selection process, which included the verification of the eligibility criteria and the assessment of qualitative aspects, out of the 21 cluster applications received, 15 clusters were accepted, out of which 11 clusters participated in the event. Travel and accommodation were reimbursed for the European cluster delegates attending. The European participants represented organisations active mainly in aerospace, agri-food, construction, creative & cultural Industries, digital, energy, mobility and textiles sectors. Aggregated European participants' data is presented in the Tables and Figures below.

Country	Cluster	SME	Regional government	Total delegates
Bulgaria	2			2
France	2			2
Germany	2			2
Hungary	1			1
Italy		1		1
Netherlands		1		1
Poland	1			1
Romania	1			1
Spain	1		1	2
Sweden	2	1		3
<b>Total</b>	<b>12</b>	<b>3</b>	<b>1</b>	<b>16 participants</b>

*Table 3 Distribution of participant organisations per country of origin and type*

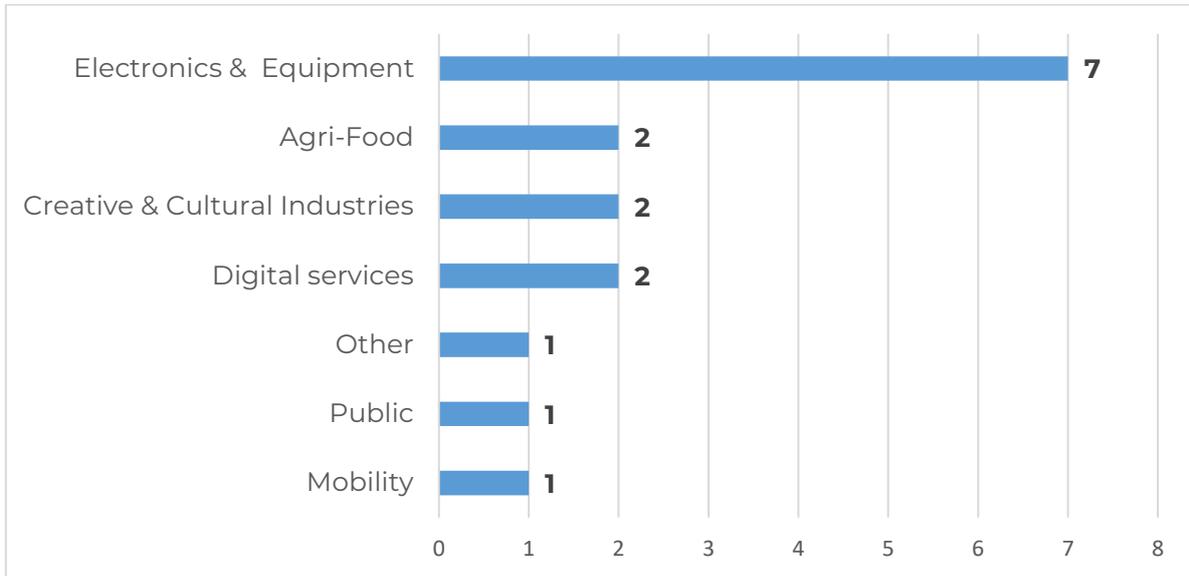


Figure 1 European delegation members by sector

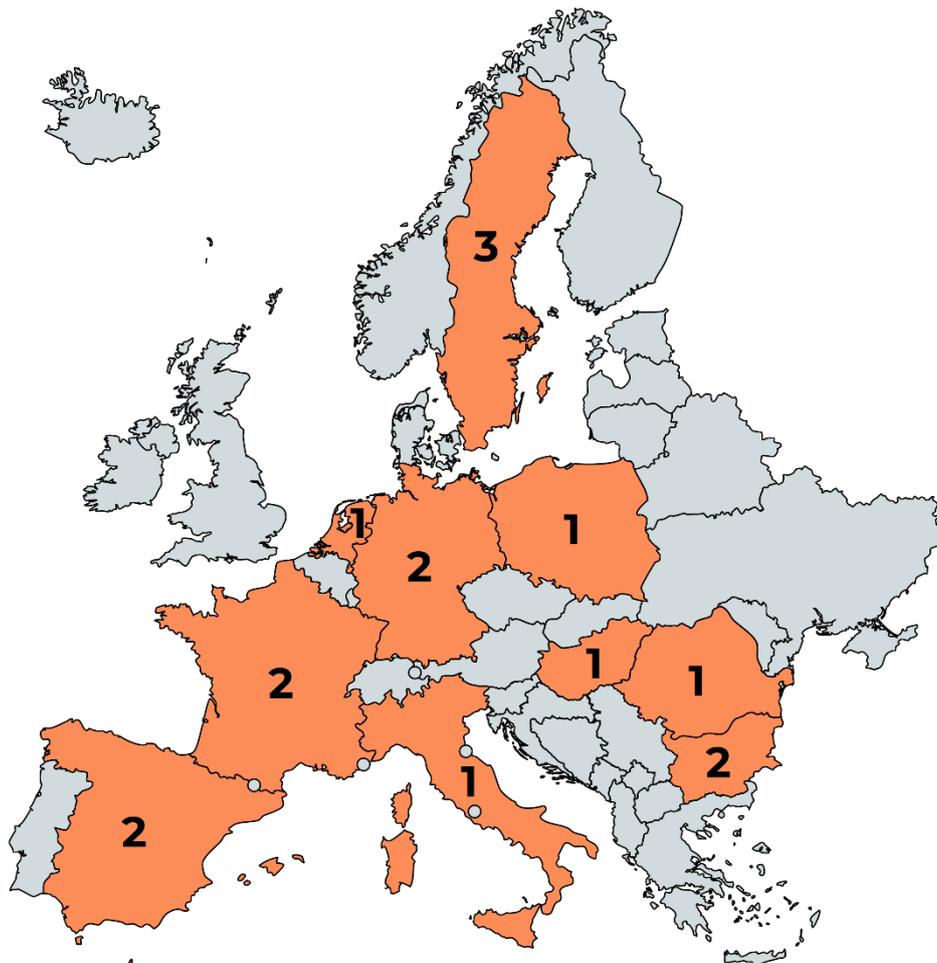


Figure 2 Geographical coverage of the European delegation



On the other side, the Taiwanese delegation consisted of 43 participants, representing 5 clusters, 2 National or Regional Trade Promotion Organisations, 2 regional government, 5 research institutes, 2 universities, 22 SMEs and 5 others. The sectors covered by the Taiwanese delegation included mainly electronics & equipment, digital services, agri-food, chemicals and mobility. The Figures below provide a short side-by-side comparison between the two delegations in the event.

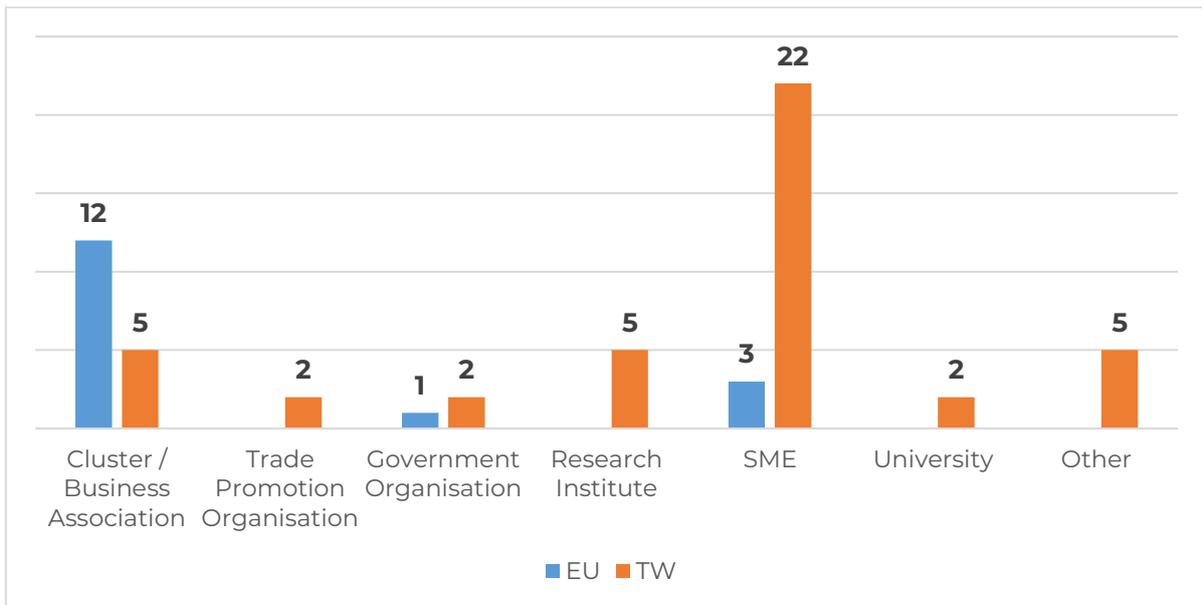


Figure 3 European and Taiwanese delegations by type of participants

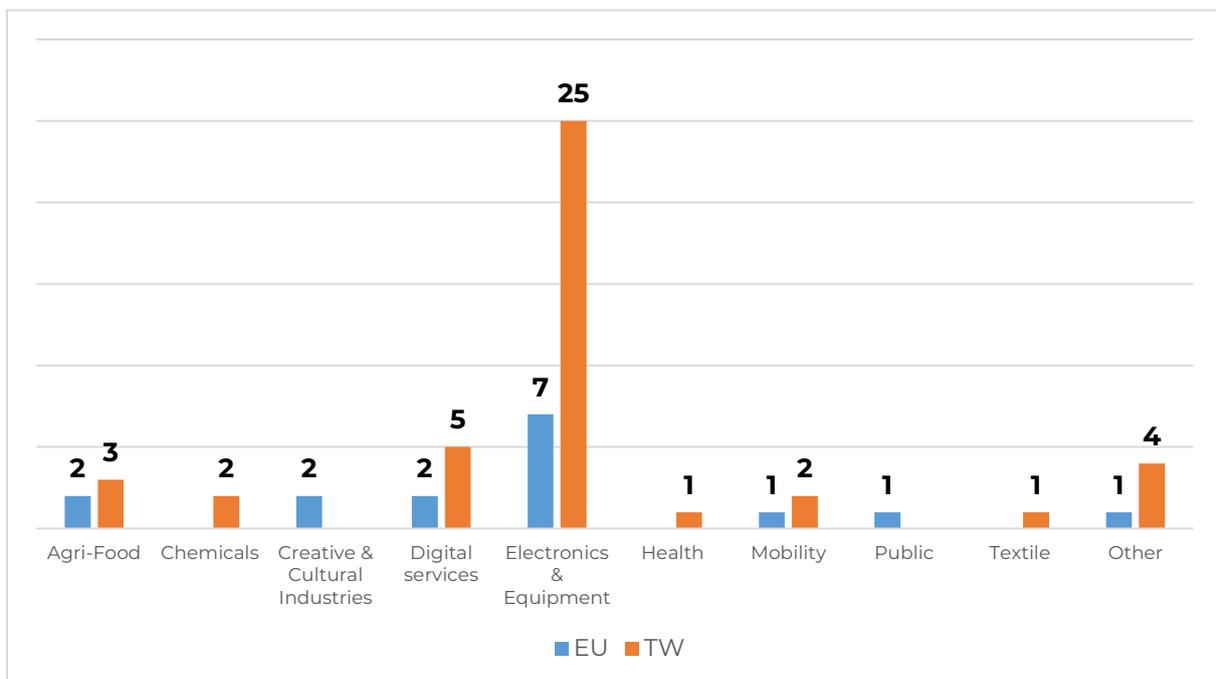


Figure 4 European and Taiwanese delegations by sectoral coverage



## 1.4 Meetings

During the booking phase (24 April 2023 – 30 May 2023), the participants made 191 meeting requests, where 93 were accepted and scheduled, 1 remained pending and 97 were cancelled.

On the day of the event, **a total of 109 bilateral meetings took place**, with 82 out of those 93 scheduled meetings (88% success rate) and 27 ad-hoc meetings. The time slot for each meeting was 30 minutes. In addition to the formal meetings in the matchmaking, the European delegation also reported **a total of 216 informal meetings** (i.e. networking during breaks, lunches, etc.).



*Figure 5 b2match meetings status extract*



# 02

## Event feedback



## 2. Event feedback

The feedback of the event was collected via EU Survey. The survey was open since the end of the matchmaking until 14 of July, 2023, and it was divided in three main sections: impact of the event (cooperation opportunities), relevance of the event towards individual objectives and overall quality of the event content and structure.

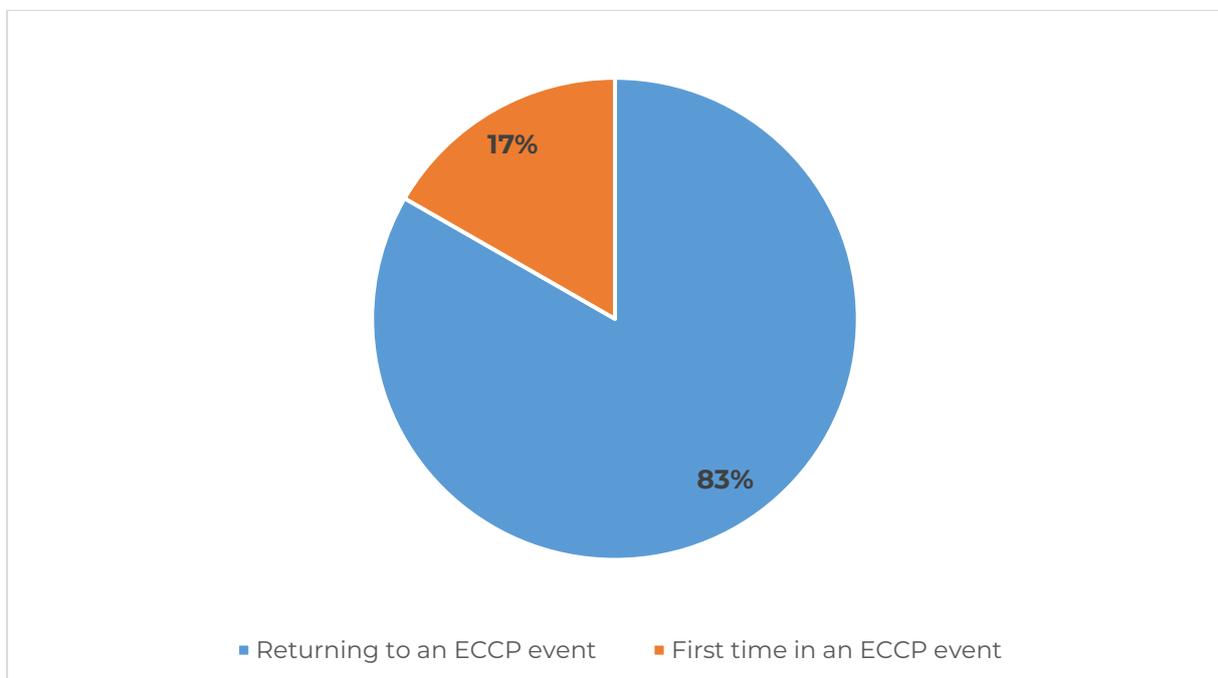
The survey also included participants' suggestions and general comments on the event and collected testimonials. The feedback received highlighted the high-level satisfaction of participants with the event in terms of established cooperations, networking, expanding markets and strengthening international presence. Furthermore, the survey collected the results of the event in terms of future perspectives and initiated cooperation activities.

The survey was addressed only to the European cluster representatives, **gathering 12 responses, meaning 100% response rate.**

The survey results are presented in detail in the following sections, while the survey form is presented in Annex 1.

### 2.1 Event feedback: cooperation opportunities

For 2 respondents (17%), this was their first participation in a matchmaking event organised by the ECCP, while the other 10 respondents (83%) were returning to an ECCP event.



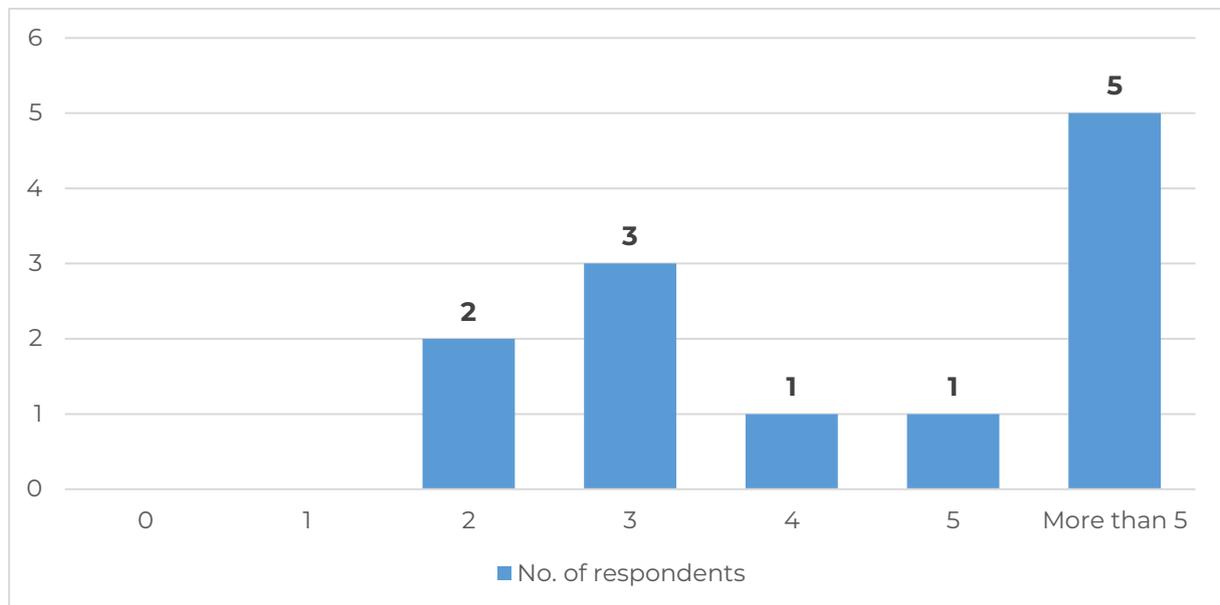
*Figure 6 Previous participation of the respondents in ECCP events*



In addition to the **109 formal meetings** taking place in the event, the 12 respondents also reported a **total of 216 informal meetings** (i.e., networking during breaks, lunches, etc.). As a result of all partnering activities that took place with the occasion of the event, the 12 respondents in the survey stated that they already have initiated or established cooperation activities during or following the matchmaking, leading to a **total of 75 cooperation cases** (total result based on the figures provided by the respondents in the feedback survey).

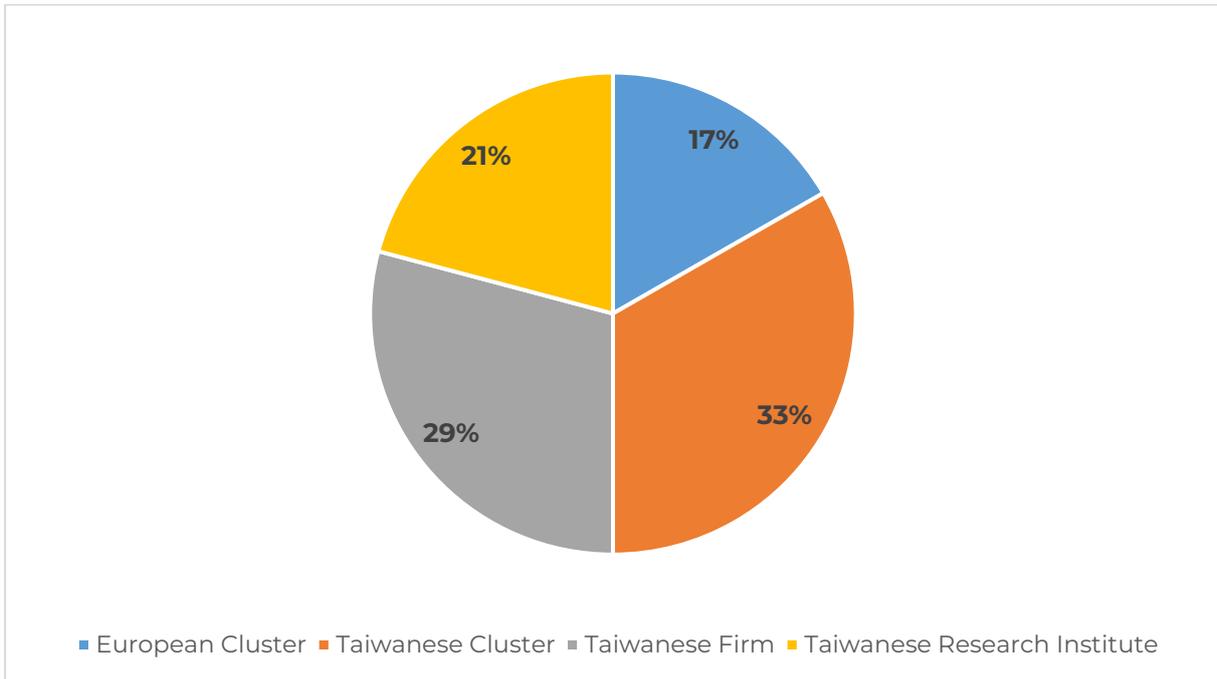
Several aggregated statistics of the reported cooperation cases are summarised and described in the section below. **On average, each European cluster participant was involved in 6 formal meetings, 18 informal meetings, with a result of 6 cooperation cases initiated or established.**

The figure below provides a detailed distribution of the number of cooperation cases initiated or established per respondent.



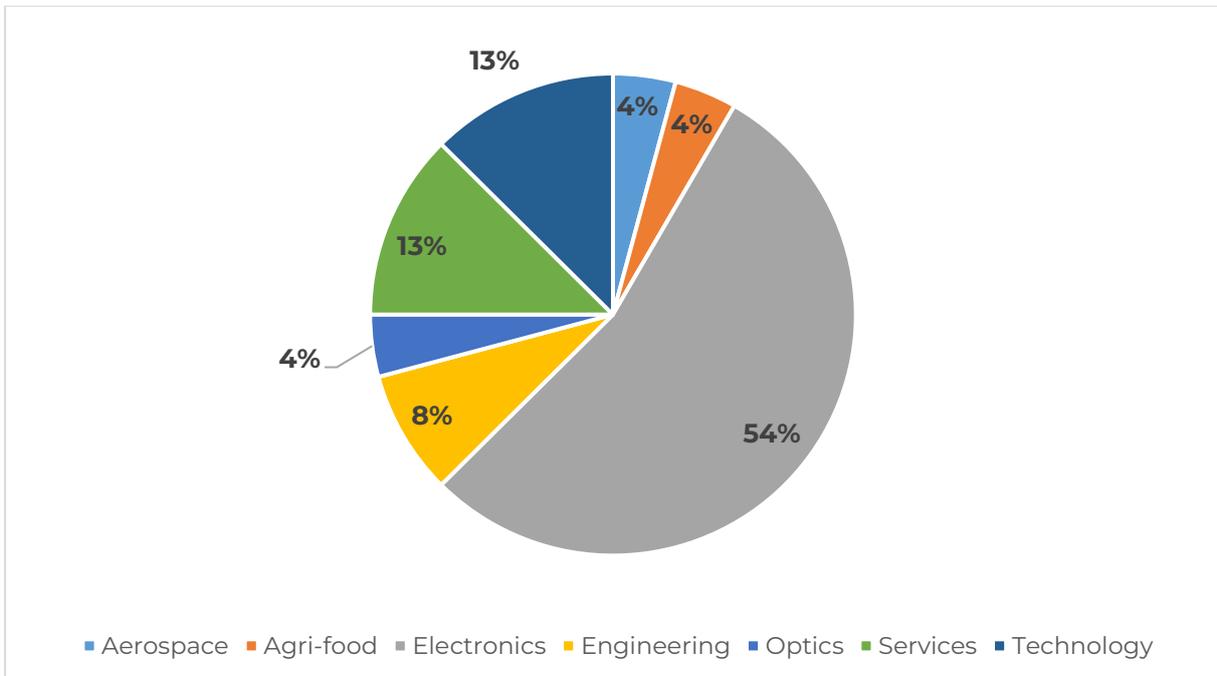
*Figure 7 Number of partnerships initiated or established (0 to more than 5) per respondent*

In regard to the origin and type of the partner organisations, 83% of the total cooperation cases were established with Taiwanese organisations (clusters, companies and research institutes), while the rest of the cooperation cases were established with other European clusters (17%). The figure below shows the distribution of partner organisations by origin and type.



**Figure 8 Distribution of cooperation cases by origin and type of partner organisations**

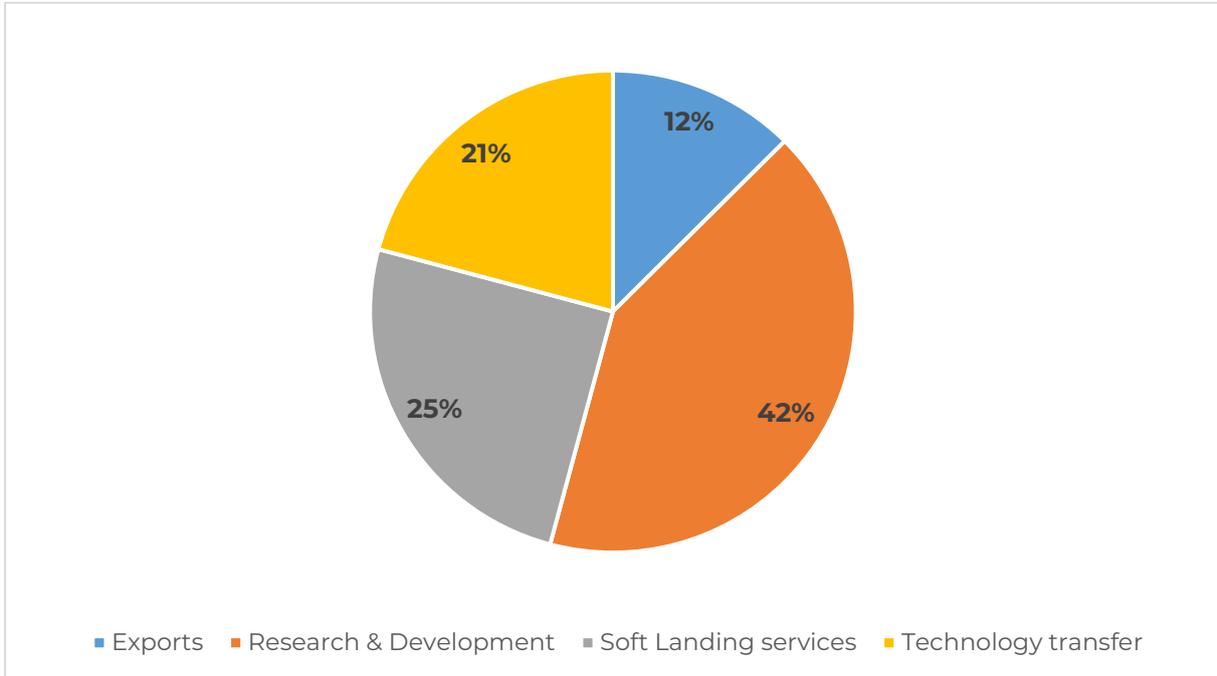
By analysing the sector reported for each cooperation case, the next figure captures the distribution of cooperation cases by sector, with a large majority being in electronics (this comes normal given the sectors addressed by the COMPUTEX fair):



**Figure 9 Distribution of cooperation cases by sector**

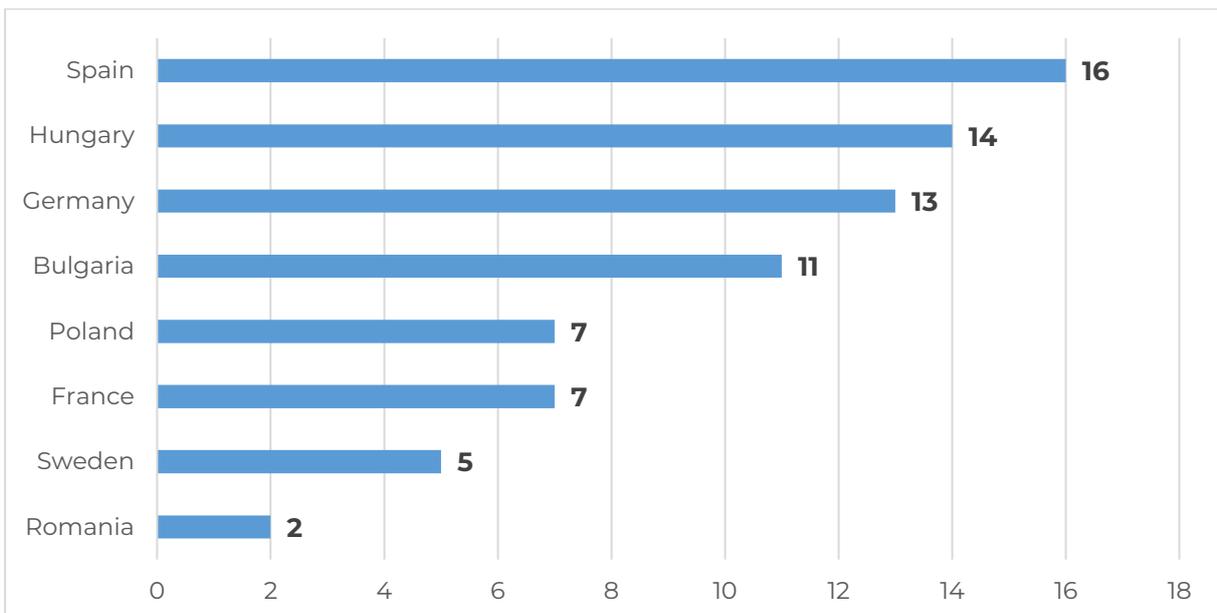


Considering the type of cooperation cases established, it should be noted that the partnerships did not envisage only commercial aspects but also strong research and development aspects. The following distribution was identified based on the feedback survey:



**Figure 10 Distribution of cooperation cases by their type**

Last but not least, by mapping the answers provided in the feedback survey, the figure below summarises the distribution of cooperation cases achieved per participating countries. Considering the results so far, this event proven very fruitful, especially for Spain, Hungary, Germany and Bulgaria.

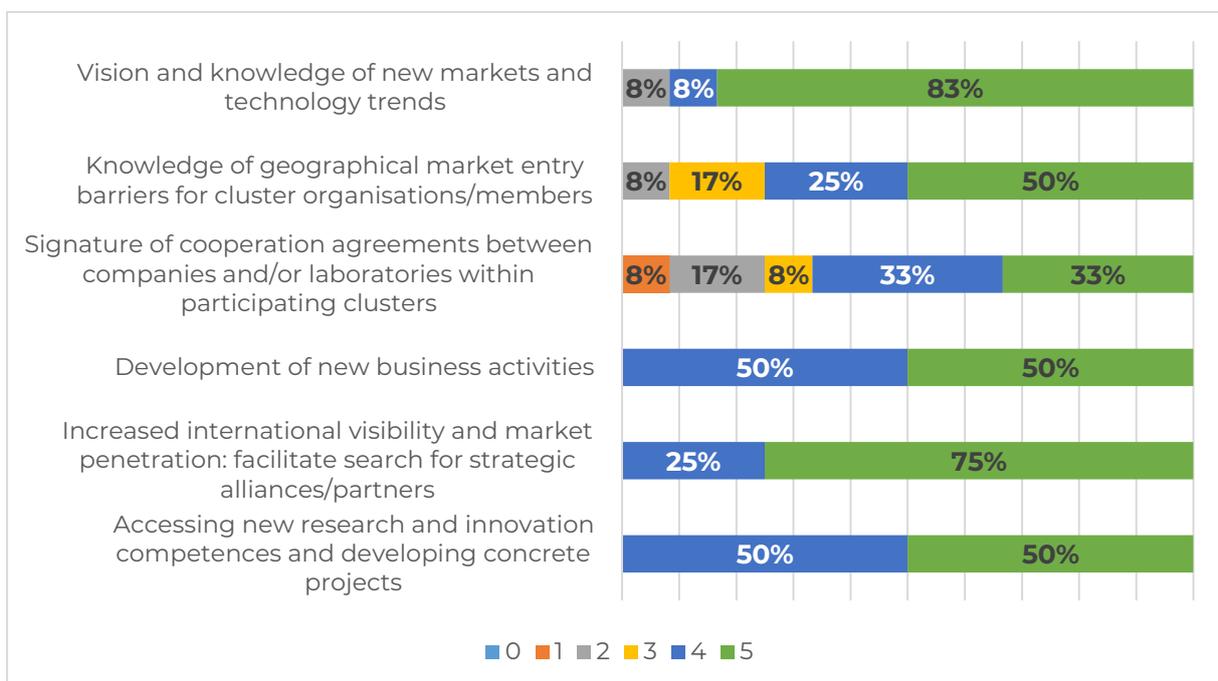


**Figure 11 Distribution of reported cooperation cases by participating European countries**



## 2.2 Event feedback: relevance of the event towards individual objectives

The respondents were asked to rate the event's relevance to the achievement of their own goals on a scale of 0 to 5, with 0 being the lowest value and 5 being the highest value. In this regard, they scored the following: vision and knowledge they acquired regarding new markets and technology trends; the knowledge acquired regarding the geographical market for cluster organisation/ members; the signature of cooperation agreements between companies and/or laboratories within participating clusters and the development of new business activities. Finally, they rated the opportunity of increased visibility and market penetration, focusing on how the event facilitated the search for strategic alliances/ partners and the access to new research and innovation competences and the development of concrete projects. The figure below provides an overview of each objective's rating:



**Figure 12 Relevance of the event towards individual objectives (scoring distribution)**

From the answers provided, the event seems to have been very relevant for participants, especially regarding the achievement of the following goals:

- Development of new business activities (100% of the respondents scored 4 or 5);
- Increased international visibility and market penetration: facilitate search for strategic alliances/partners (100% scored 4 or 5);
- Accessing new research and innovation competences and developing concrete projects (100% scored 4 or 5).
- Vision and knowledge of new markets and technology trends (91% scored 4 or 5);
- Knowledge of geographical market entry barriers for cluster organisations / members (75% respondents scored 4 or 5).

The lowest scored indicator was the signature of cooperation agreements. Although a great deal of cooperation cases was already identified and materialised, feedback provided in the survey suggested



the following: there were many interesting companies yet relatively small number of clusters available for matchmaking (only 5 Taiwanese clusters and 22 Taiwanese companies). Given the fact that the EU delegation was mostly clusters, this made it hard to benefit from multiple-entity exposition provided by meeting with another cluster. Also, a better alignment of the sectors would be useful in the future in the sense that, for example, the European delegation had 3 photonics clusters while from the Taiwanese side there were none.

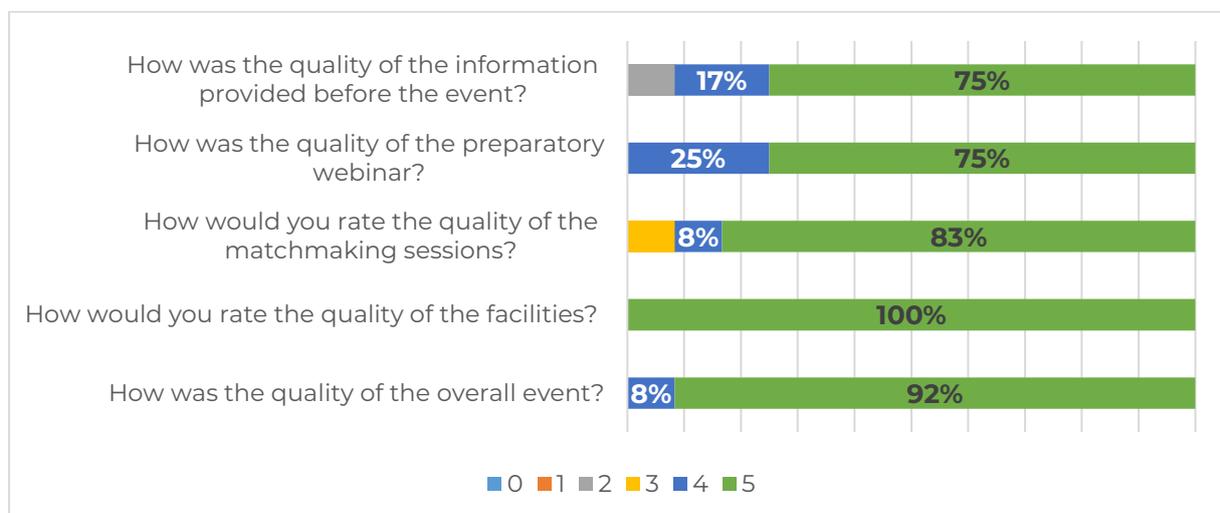
Overall, the event is considered very relevant for the EU participants, who achieved, in their majority, the main goals of the event, with room for improvement in future events. The table below displays the average note scored by each objective:

Objective	Average score
Vision and knowledge of new markets and technology trends	4.67
Knowledge of geographical market entry barriers for cluster organisations / members	4.17
Signature of cooperation agreements between companies and/or laboratories within participating EU clusters	3.67
Development of new business activities	4.50
Increased international visibility and market penetration: facilitate search for strategic alliances/partners	4.75
Accessing new research and innovation competences and developing concrete projects	4.50

*Table 4 Relevance of the event towards individual objectives (average score)*

## 2.3 Event feedback: event content and structure

Participants were asked to rate several indicators related to the overall quality of the event through a 0 to 5 score (0 being the lowest quality and 5 being the highest quality). The participants were also asked to express feedback on several general aspects of the event. The questions were formulated in a “Yes/No” manner. All results are detailed in the section below.



*Figure 13 Overall event quality (scoring distribution)*



The respondents showed a great level of satisfaction regarding the overall quality of the event, with at least 91% marks of 4 and 5 in all categories. The quality of the information provided before the event was the lowest scored indicator but still having 92% satisfaction.

**The average satisfaction regarding the overall organisation of the event was 98%.**

In summary, the table below displays the average note scored by each indicator:

Indicator	Average score
How was the quality of the information provided before the event?	4.58
How was the quality of the preparatory webinar?	4.75
How would you rate the quality of the matchmaking sessions?	4.75
How would you rate the quality of the facilities?	5.00
How was the quality of the overall event?	4.92

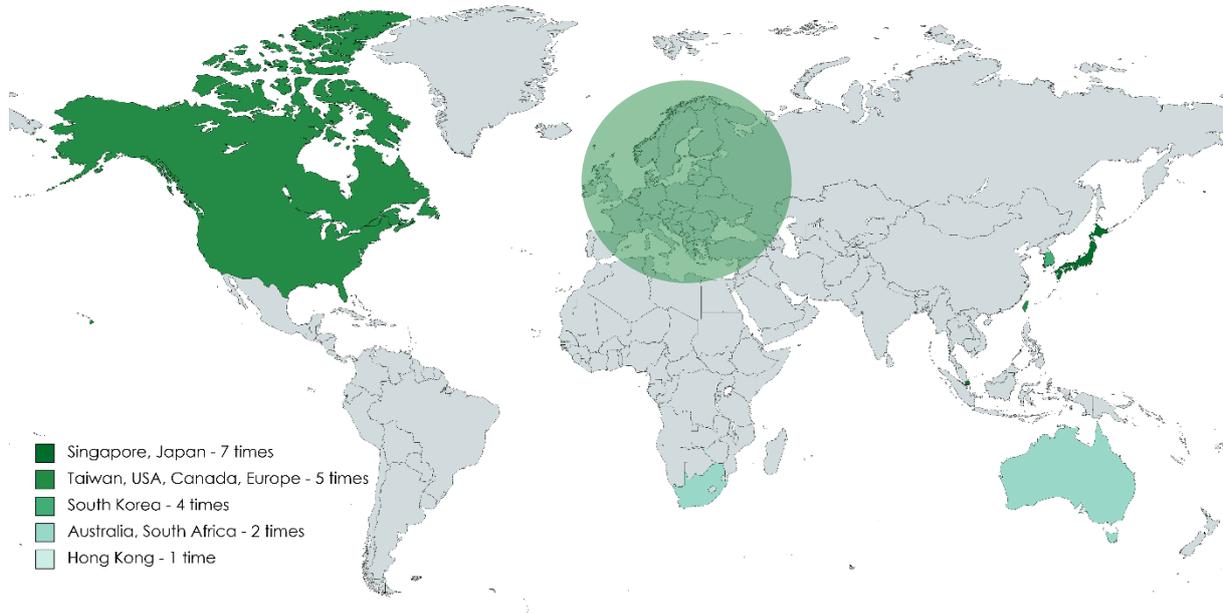
*Table 5 Overall event quality (average score)*

Regarding the duration and time slots used for the meetings, **100% of the respondents considered that 30 minutes was a proper meeting time to use in this matchmaking session.** This also validates feedback received in other similar international events where 20 minutes time slots were used, and participants requested more time for the meetings.

Also, **100% of the respondents found the topics addressed by the event, useful and considered that the event met their expectations.** Positive feedback and testimonials were collected from the European delegation, and presented in the next section.

When asked in the survey with what countries are they interested in partnering with in the future, the respondents showed strong interest in cooperating with non-European countries. The most desired continent was Asia, with **Singapore and Japan mentioned 7 times each, Taiwan 5 times, South Korea 4 times**, Hong Kong one time. Next continent of interest was North America, with **USA and Canada mentioned 5 times each**. Also, **5 respondents mentioned interested in EU countries in general**. In the end, **Australia and South Africa were also mentioned 2 times each**.

An overview of the countries of interest for the EU delegation is presented in the figure below:



*Figure 14 Countries of interest for the respondents*



## 2.4 Event feedback: testimonials

*"This was an excellent opportunity to meet a very wide array of businesses and organisations from Taiwan - and some of Europe as well. As cluster, we established a lot of contacts with our individual members in mind - i.e. in fact I was able to extend the matchmaking to the member organisations themselves."*

Maciej J. Nowakowski, Polish Technological Platform on Photonics, Poland

*"Sweden and Taiwan have built very good trade relations over the years, but there is still untapped potential for Swedish companies in the ICT sector. Mobile Heights is leading a project aiming to support the semiconductor-intensive industry in Skåne during 2023. Taiwan being the world-leading manufacturer in the high-tech and electronics sector, it is important for us, as a tech cluster, to understand the Taiwanese market, as well as identify and bridge potential collaboration opportunities between Taiwanese and Swedish businesses and innovation actors."*

Carolina Garcés, Mobile Heights, Sweden

*"The purpose of the participation of Clusters of Sweden in the matchmaking event was to establish relations with innovation organisations in Taiwan for the purpose of helping Swedish companies to find partners, customers and possibly establish office in Taiwan. The contacts established with ITRI, TCA and Invest Taipei were very valuable for this purpose. Meeting in person allows for a whole different level of trust between the parties. As an organisation, Clusters of Sweden is now able to quickly route Swedish requests to the Taiwan innovation system."*

Ola Svedin, Clusters of Sweden, Sweden

*"Because of the meeting arranged by the ECCP within the Taiwan delegation tour I was able to expand offerings to my entire cluster at optecBB. Our cluster works with advanced technologies focused on photonics sensor and quantum technologies and we met perfect partners of note is ITRI whom we are already working with as a result of the meetings arranged. The networking was on point leading directly to beneficial outcomes immediately during the visit. We are still facilitating follow-up connections due to the incredible volume of interest that was generated as a result of the ECCP event in Taiwan. Where else would you be able to be a part of an official European Union trade delegation and get a chance to speak directly to a senior vice president at TSMC in order to advocate for your industry, photonics. Big thanks to ECCP for making this happen! We are deeply honoured that we were given an opportunity to present what our association does to movers and shakers in Taiwan and this is resulted in direct benefits for our membership."*

Mike Richardson, OpTecBB, Germany



*"The main objective was to explore - identify first contacts and gather first information about collaboration opportunities for our members. The results are very promising, and I am already thinking of going back to Taiwan."*

Gawel Walczak, secpho, Spain

*"The event was amazing from many points of view, but mostly because it was beyond my expectations, regarding the quality of event and of the meetings I had the opportunity to attend."*

Felix Arion, AgroTransilvania Cluster, Romania

*"During the EIW 2023, I had a very effective, intensive and fruitful interactions with colleagues and potential partners from Taiwan. This was due to both the excellent organisation and rich and adequate program of the EIW, and to my continuous action (since several years) to improve the mutual understanding and develop professional interactions of common interest between our cluster and the organisations in Taiwan. The strategic importance and high business potential of industrial sectors such as microelectronics, robotics and space to both Europe and Taiwan, the exiting strong expertise, capacity and interest in these domains on both sides was another factor helping us to quickly find matching points and possibilities to cooperate forward, in a mutually beneficial manner."*

Vesselin Vassilev, CASTRA, Bulgaria

*"The results of the mission are 100% positive in terms of better understanding Taiwan's market and actors, introducing CIMES to local actors, creating first collaboration opportunities. The site visits were very qualitative with prepared and attentive people who completely understood the reasons of our visit and showed us interesting materials and shared relevant information. The matchmaking event was a nice time spent to imagine cooperation topics with Taiwanese actors."*

Loic Marin, CIMES, France

*"This was the first time our cluster participated in this kind of events. This event was beyond my expectations, the quality of the organization was remarkable. Furthermore, I could prove that regarding Fintech, this is the perfect timing to do business with Taiwan. I had the opportunity to meet with experts that are based in Taiwan (as Ubik consulting and Start-Up Terrace) and they just confirmed to me this information. Thanks to one of the connections that i made while i was attending the matchmaking event, I was invited to a French Tech night event where i could meet interesting SMEs and the French Head of the Economics Department in Taipei. "*

Gisela Sanchez, FINANCE INNOVATION, France

*"Taiwan as leading semiconductor region offers a great variety of opportunities also for European startups and SMEs from the sector. As Silicon Saxony and Silicon Europe, we are happy to support in this regard and appreciate the fruitful exchange with relevant Taiwanese partner organisations."*

Frank Bösenberg, Silicon Saxony e.V., Germany



*“Just recently we got some demands from Slovakian and German companies looking for Taiwanese partners to apply together in the EUREKA or Horizon programmes in the EU. So, I think we have a lot of great companies that we can recommend and that’s also the incentive for Taiwanese companies to work with EU partners as well.”*

Anita Chen, Startup Terrace, Taiwan

*“The EU is the second market for my company. The process has not been easy, it’s one step at a time. But we always need to follow up for new opportunities and find ways to co-work, find mutual fundings, either in Europe or Taiwan. The important thing is to find synergies and priorities.”*

Kuang-Han Ke, GranSystems, Taiwan

## Annexes



## Annex 1. List of participants

European delegation		
Organisation	Country	Type
secpho	Spain	Cluster
Southwest Hungarian Engineering Cluster	Hungary	Cluster
AgroTransilvania Cluster	Romania	Cluster
OpTecBB	Germany	Cluster
Polish Technological Platform on Photonics	Poland	Cluster
CASTRA	Bulgaria	Cluster
CIMES Auvergne-Rhône-Alpes	France	Cluster
FINANCE INNOVATION	France	Cluster
Mobile Heights	Sweden	Cluster
Silicon Saxony e.V.	Germany	Cluster
Cluster Sofia Knowledge City	Bulgaria	Cluster
Clusters of Sweden	Sweden	Cluster
Catalonia Trade and Investment	Spain	Regional government
Geelmuyden Kiese	Sweden	SME
Sorama	Netherlands	SME
Visual Note SRL	Italy	SME
Taiwanese delegation		
Organisation	Country	Type
Chinese National Federation of Industries	Taiwan	Cluster
Startup Terrace	Taiwan	Cluster
Taiwan Smart City Solutions Alliance	Taiwan	Cluster
Taiwan Smart City Solutions Alliance	Taiwan	Cluster
Taiwan Beauty Valley	Taiwan	Cluster
Invest Taipei	Taiwan	Public
Invest Taipei	Taiwan	Public



<b>J&amp;T Flex Technology Co. Ltd</b>	Taiwan	Trade org.
<b>Association of Machinery Industry</b>	Taiwan	Trade org.
<b>ITRI</b>	Taiwan	RDI
<b>Institute for Information Industry</b>	Taiwan	RDI
<b>ITRI</b>	Taiwan	RDI
<b>ITRI MMSL</b>	Taiwan	RDI
<b>Alliance of Innovative Research for Vision Protection</b>	Taiwan	RDI
<b>WEITRAI ENTERPRISE CO LTD</b>	Taiwan	SME
<b>Pilotfish</b>	Taiwan	SME
<b>Lisa Everfashion Corp.</b>	Taiwan	SME
<b>Swancor Holding Co.,Ltd.</b>	Taiwan	SME
<b>Brocere electronics</b>	Taiwan	SME
<b>Allion</b>	Taiwan	SME
<b>Quanta Cloud Technology</b>	Taiwan	SME
<b>MU-HUA COMPONENT CO., LTD</b>	Taiwan	SME
<b>Acqutek</b>	Taiwan	SME
<b>Gigafast</b>	Taiwan	SME
<b>UBIK Ltd</b>	Taiwan	SME
<b>ULINKSAT Space Technology</b>	Taiwan	SME
<b>Locus Connect</b>	Taiwan	SME
<b>fusionSiP</b>	Taiwan	SME
<b>JESS-LINK PRODUCTS CO., LTD.</b>	Taiwan	SME
<b>Netio Technologies Co., Ltd.</b>	Taiwan	SME
<b>梅山茶油生產合作社</b>	Taiwan	SME
<b>Gran Systems Co., Ltd.</b>	Taiwan	SME
<b>Sophie's Bionutrients</b>	Taiwan	SME
<b>群瑞股份有限公司</b>	Taiwan	SME
<b>PanelSemi Corp.</b>	Taiwan	SME
<b>USAmtack</b>	Taiwan	SME



<b>Chung Shan Medical University</b>	Taiwan	University
<b>國立中興大學 國際產學聯盟</b>	Taiwan	University
<b>Amita Technologoies Inc.</b>	Taiwan	Other
<b>TEEMA</b>	Taiwan	Other

*Table 6 Participants list*



**EUROPEAN CLUSTER  
COLLABORATION PLATFORM**