

March 2023 Special

臺灣捷克業務

# TAIWANCZ

BUSINESS

## MARKÉTA PEKAROVÁ ADAMOVÁ IS READY to Take Czech-Taiwanese Business Relations to a New Level

Everything you need to know about the largest trade delegation to Taiwan in Czech democratic history

瑪爾塔·佩卡洛娃·阿達莫娃準備將捷克-台灣的商業關係提升到一個新的水準

關於捷克民主歷史上最大的赴臺灣貿易代表團，您需要瞭解的一切

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# Be at the right time at the right place

The global business community has faced unprecedented disruptions since the early 2020s. On the brighter side, new challenges mean new opportunities, and the TWN:ROK:CZ 2023 trade delegation is brimming with unique prospects to take advantage of the supply and product chain disruptions.

The TWN:ROK:CZ 2023 trade delegation to the Republic of Korea and Taiwan led by Markéta Pekarová Adamová, the Speaker of the Chamber of Deputies of the Parliament of the Czech Republic, will be remembered as the largest trade mission to Taiwan in Czech democratic history. It builds on the success of the historic milestone - the TaiwanCZ Business LevelUP 2020, trade delegation led by Miloš Vystrčil, the President of the Senate of the Parliament of the Czech Republic, with another wave of fresh opportunities in the fields of nanotechnology, e-mobility, semicon, innovations in healthcare, artificial intelligence, circular economy, smart cities, ICT and energy.


The motto of TWN:ROK:CZ 2023 is 'to be at the right time at the right place.' We at the Czech-Taiwanese Business Chamber paid close attention to accommodate your business needs through individual programs, tailored-made B2B matchmaking sessions, promotion opportunities at the PopUP Store, or participation options at the first Czech-Taiwanese Ideathon - Dumplings Hack 1.0.1. To further boost the growing business partnerships, we are also launching the Czech Hub in Taipei, a platform with a soft-landing program that makes expanding to Taiwan a breeze.

For Czech companies, Taiwan represents the ideal gateway to the whole region of Southeast Asia, and I sincerely hope TWN:ROK:CZ 2023 conveys that spirit. Let me welcome you to our TaiwanCZ Business March 2023 Special, which covers all essential areas and topics of the TWN:ROK:CZ 2023 trade mission, from interviews with key political figures and experts covering the current industry issues to the latest news from the Czech-Taiwanese business community.

Thank you for your trust to embark on this journey with us and I wish you to convert these opportunities into success stories that pave the way toward a new generation of trade relations between Europe and Asia.

Pavel Diviš  
Chairman  
Czech-Taiwanese Business Chamber





# 在正確的時間出現 在正確的地點

自 2020 年代初以來，全球商業界面臨著前所未有的混亂。從好的方面來看，新挑戰意味著新機遇，TWN: ROK: CZ 2023 貿易代表團充滿了利用供應鏈和產品鏈中斷的獨特前景。

由捷克共和國眾議院議長 瑪爾塔·佩卡洛娃·阿達莫娃率領的 TWN: ROK: CZ 2023 赴韓國和臺灣貿易代表團將被銘記為捷克民主歷史上最大的赴臺灣貿易代表團。貿易代表團建立在歷史性里程碑的成功之上 - TaiwanCZ Business LevelUP 2020, 由捷克共和國議會參議院議長米洛什·維斯特奇爾率領的貿易代表團，在納米技術領域又一波新機遇，電移動、半導體、醫療保健創新、人工智慧、迴圈經濟、智慧城市、ICT 和能源。

TWN: ROK: CZ 2023 的座右銘是“在正確的時間出現在正確的地點”。我們捷克臺灣商會密切關注通過個人計劃、量身定製的商家到商家 (B2B) 配對會議、PopUP 商店的促銷機會或第一屆捷克臺灣Ideathon - Dumplings Hack 1.0.1 的參與選項來滿足您的業務需求。為了進一步促進不斷發展的業務合作夥伴關係，我們還在臺北建立捷克臺北中心 (Czech Hub in Taipei)，這是一個具有軟著陸計劃的平臺，可以輕而易舉地擴展到臺灣。

對於捷克公司來說，臺灣是通往整個東南亞地區的理想門戶，我衷心希望 TWN: ROK: CZ 2023 能夠傳達這種精神。歡迎您觀看我們的 TaiwanCZ Business 2023 年 3 月特別節目，其中涵蓋了 TWN: ROK: CZ 2023 貿易代表團的所有重要領域和主題，從對涵蓋當前行業問題的主要政治人物和專家的採訪到來自捷克台商界的最新消息。

感謝您的信任與我們一起踏上這段旅程，我希望您將這些機會轉化為成功的故事，為歐洲和亞洲之間的新一代貿易關係鋪平道路。

迪維斯 (Pavel Diviš)

會長

捷克臺灣商會 (Czech-Taiwanese Business Chamber)

# What's New at the CTBC?

## Introducing Brand-New Promotion & Softlanding Opportunities

Since the summer of 2022, the website of the Czech-Taiwanese Business Chamber (CTBC), as well as the provided projects, services, and products underwent a significant redesign. „Last summer, we celebrated our 5-year anniversary, which encouraged us to appreciate our accomplishments and incorporate lessons learned into our practice,” says Alice Rezková, the Executive Director. „The business world has changed massively since the COVID-19 pandemic, with lots of activities moving into the digital space. This trend urged us to develop new products and services, focusing on the digital space and promotion opportunities.” Rezková added.

*„The business world has changed massively since the COVID-19 pandemic, with lots of activities moving into the digital space. This trend urged us to develop new products and services, focusing on the digital space and promotion opportunities.”*

The CTBC has added various services to its service offer. Besides the traditional services, trade delegation management, B2B matchmaking, and research, the CTBC started to heavily focus on business promotion services and soft-landing in Taiwan. Besides newly introduced tailor-made PR, social media, and email campaign production, the CTBC introduces securing speaking opportunities at globally renowned industry events and conferences.

## #BusinessSpotlight: Casting Light on Compelling Business Stories



To keep up with the latest trends, CTBC also introduces an engaging promotional video format that shines a spotlight on the guest company's expertise and services. „Taiwanese companies don't enjoy much public awareness here in the Czech Republic, likewise, the Czech public doesn't know much about the Czech

business activities in Taiwan. We launched #BusinessSpotlight, a new video project that casts light on the business stories of companies that have expanded to the Taiwanese or Czech market as part of the know-how exchange,” says Alice Rezková.

*Are you a trailblazer, innovator, business leader, or industry expert with edge-cutting insights and know-how to share? #BusinessSpotlight is here for you.*



## CZECH CRYSTAL

Cracking Taiwanese customers in creative industries

LASVIT

Each episode features an executive or a trailblazer who walks the audience through a specific topic, such as the challenges of expanding to a new market or navigating the startup ecosystem and business environment in Taiwan or the Czech Republic. As each episode delivers valuable know-how and lessons learned for companies considering business expansion, starring in #BusinessSpotlight provides a complex solution, a promotional video positioning your company as an industry leader targeting a highly relevant audience.

The #BusinessSpotlight aired with the 2021 Pilot Series, which presented the compelling business stories of five Taiwanese and Czech companies, ASUS, Divadlo 捷克公寓, Lasvit, TGS, and VÚTS. The 2023 season aims to bring a closer look at the entrepreneurial ecosystem and startup environment in Taiwan and the Czech Republic by showcasing successful business stories of Taiwanese startups.

*Would you like to position yourself as the industry leader and share your lessons learned from soft-landing to Taiwan or the Czech Republic? Scan the attached QR code and let us know.*

## TaiwanCZ Business: Showcasing Experts and Industry Leaders



The hefty COVID-19 pandemic-imposed quarantine expenses have come to an end, but with the luring economic recession, a business trip to Taiwan or the Czech Republic may be a rather considerable expense. The CTBC is introducing a bi-yearly TaiwanCZ Business Special, which enables entrepreneurs to boost their promotion presence within the well-connected Czech-Taiwanese business community.

*TaiwanCZ Business provides targeted support for any company wishing to promote its services and products in the Taiwanese or Czech market before deciding on a more intense engagement or amplifying the existing efforts.*

Promote your company with a narrow focus group of senior decision-makers among the key Czech and Taiwanese companies from Semiconductors, Smart City, Artificial Intelligence, Cybersecurity, Green Solutions, and Engineering. The expert and industry-related articles provide a unique opportunity to position yourself as an industry leader in the eyes of prominent Taiwanese and Czech companies.

TaiwanCZ Business is distributed within the Czech-Taiwanese business base to over 1000 addresses and 100 contact points in the Czech Republic and Taiwan. The March 2023 Special is also circulated during the trade delegation among its participants, key industry leaders, experts, and decision-makers. The online version is accessible on demand on the CTBC website and promoted via direct email communication and social media channels.

*Has this idea caught your eye? Scan the attached QR code and we will put you on the list for the next TaiwanCZ Business Special.*

## Promote Your Expertise in the CTBC Doing Business Guidebook



Preparing to enter a new market requires a considerable amount of planning and resource allocation. Becoming familiar with both political and business-related issues can be a lengthy and distressing process. The annual CTBC Doing Business Guidebook addresses the main issues for determining a strategy to enter the Czech and Taiwanese markets.

Gain visibility by promoting your company's services or products to target Taiwanese businesses expanding to the Czech market or vice versa. This Guidebook presents the target audience with the key market issues and areas to comprehend before determining a strategy to enter the Czech or Taiwanese market with as little pain as possible. The 2022 Pilot Version of the CTBC Guidebook to Doing Business focused on introducing the Czech Republic, published in Mandarin Chinese and available on demand on its website.

*Has this idea caught your eye? Scan the attached QR code and we will put you on the list for the next CTBC Guidebook to Doing Business.*

## Land Soft in Taiwan: Introducing Czech Hub in Taipei



After a handful of highly successful trade delegations between Taiwan and the Czech Republic, it is high time to take the relations to the next level. During her visit, Markéta Pekarová Adamová, the Speaker of the Chamber of Deputies of the Parliament of the Czech Republic, officially opens the Czech Hub.

The Czech-Taiwanese Business Chamber, in cooperation with the European Values Security Centre, established the Czech Hub in Taipei, a platform to support existing and new projects in business development and soft-landing, economic diplomacy, science, research, education, and culture. „The Czech Republic is becoming the strongest partner for Taiwan in Europe. The bilateral relations are growing at the highest political levels such as presidents talking to each other, and across many areas from industry, universities, think tanks, and an increasing number of businesses. The importance of this collaboration illustrates the fact that this delegation is the biggest delegation to Taiwan in its recent history. I am glad we can be a part of that,” says Jakub Janda, director of the European Values Center for Security Policy.

The key purpose of the Czech Hub is to facilitate a physical space in the heart of Taipei that gathers know-how, resources, and a relevant network of contacts for soft-landing and entering the Taiwanese market. The Hub makes it significantly easier for Czech companies, scientific institutions, and not-for-profit organizations to enter Taiwan and develop new initiatives.

Czech Hub, located at a central position of Songshan District, Taipei, offers coworking space for newly arrived entrepreneurs, academics, or participants of the soft-landing program to get connected with the Taiwanese startup network. Besides, the Czech Hub has at disposal meeting rooms to facilitate smaller-sized events, business meetings, or team-building activities. The Czech Hub's activities can be mainly divided into three categories, business soft-landing program, Czech-Taiwanese events, and activities promoting the Czech Republic as a tourist destination for Taiwanese tourists.

*Are you interested to learn more? Scan the attached QR code and we will keep you updated.*

## PopUP Store Growing Into Czech Container



To ease the hurdles of the testing-the-waters stage of expanding to the Taiwanese market, we are taking the PopUP Store concept to the next level. A novelty of the TWN:ROK:CZ 2023 trade delegation was introducing PopUP Store, a stress-free option to ,czech' out the Taiwanese market. The PopUP Store, held at the bustling heart of Taiwan shopping district Taipei, Songgao Road Xinyi District, provided targeted support and oversight to test customers' interests via e-commerce channels before deciding on a more intense engagement with the Taiwanese market.

Receiving positive feedback from the Czech-Taiwanese business community encouraged us to transform the project into a stable all-year-round initiative by creating an export-focused project, the Czech Container. As the continuation of the PopUP Store, Czech Container provides a stable logistical and business structure that enables Czech brands to enter the Taiwanese market without the burden of securing a reliable distributor, local marketing professional, or carrying out customs clearance. The key objectives of the Czech Container are to introduce Czech traditional and contemporary brands from different in-

dustries, such as food and beverages, kids' toys, designer clothing, Bohemian crystal glassware, beauty and skincare, or a healthy lifestyle.

*Would you like to ,czech' out the Czech Container? Scan the attached QR code and we will keep you updated.*

**CZECH OUT OUR POP! UP STORE**

Beauty & Skin Care | Crystal Glassware  
Beverages | Sweets & Snacks

Songgao Road Xinyi District  
信義區松高路  
March 26

## 捷克臺灣商會 (CTBC) 有什麼新消息?

### 引入全新的促銷和軟著陸機會

自 2022 年夏季以來，捷克臺灣商會 (CTBC) 的網站以及提供的專案、服務和產品進行了重大的重新設計。“去年夏天，我們慶祝了成立 5 周年，這鼓勵我們欣賞我們的成就，並將吸取的教訓融入我們的實踐中，”瑞絲柯娃主任 (Alice Rezkova) 說。“自 COVID-19 大流行以來，商業世界發生了巨大變化，許多活動都進入了數字空間。這種趨勢促使我們開發新產品和服務，專注於數位空間和促銷機會。”瑞絲柯娃 (Alice Rezková) 補充道。

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CTBC 在其服務產品中增加了各種服務。除了傳統的服務、貿易代表團管理、B2B對接和研究外，CTBC 開始重點關注臺灣的商業促進服務和軟著陸。除了新推出的量身定製的公關、社交媒體和電子郵件活動製作外，CTBC 還提供在全球知名行業活動和會議上發表演講的機會。

## #BusinessSpotlight: 講述引人入勝的商業 故事



為了跟上最新趨勢，CTBC 還推出了一種引人入勝的宣傳視頻格式，突出了客座公司的專業知識和服務。“臺灣公司在捷克的公眾意識不高，同樣，捷克公眾對捷克在臺灣的商務工作知之甚少。我們推出了#BusinessSpotlight，這是一個新的視頻專案，作為技術交流的一部分，它展示了已擴展到臺灣或捷克市場的公司的商業故事，” 瑞絲柯娃 (Alice Rezkova) 說。

您是開拓者、創新者、商業領袖還是具有前沿洞察力和可分享專業知識的行業專家？  
#BusinessSpotlight 為您服務。

每集都有一位高管或開拓者帶領觀眾瞭解一個特定的主題，例如擴展到新市場的挑戰或在臺灣或捷克共和國的創業生態系統和商業環境中導航。由於每一集都為考慮業務擴張的公司提供了寶貴的專業知識和經驗教訓，主演#BusinessSpotlight 提供了一個完整的解決方案，一個宣傳視頻將您的公司定位為針對高度相關受眾的行業領導者。



**CZECH WORKFLOW**  
On efficiency,  
customer behavior,  
and Czech mindset **ASUS**

#BusinessSpotlight 與 2021 Pilot 系列一起播出，展示了五家臺灣和捷克公司 ASUS、Divadlo 捷克公寓、拉斯維特、TGS 和 VUTS-紡織機研究所引人成功的商業故事。2023 季旨在通過展示臺灣初創企業的成功商業故事，更深入地瞭解臺灣和捷克共和國的創業生態系統和創業環境。

您想將自己定位為行業領導者，並分享您從軟著陸到臺灣或捷克共和國的經驗教訓嗎？掃描下面的二維碼，讓我們知道。

## 臺灣捷克業務： 展示專家和行業領袖



因 COVID-19 大流行而產生的巨額檢疫費用已經結束，但隨著經濟衰退，前往臺灣或捷克共和國出差可能是一筆相當可觀的費用。CTBC 推出兩年一度的 TaiwanCZ Business Special，使企業家能夠在人脈廣泛的捷克-臺灣商業社區中提升他們的宣傳影響力。

TaiwanCZ Business 為任何希望在臺灣或捷克市場推廣其服務和產品的公司提供有針對性的支持，然後再決定更深入地參與或擴大現有的努力。

從事半導體、智慧城市、人工智慧、網路安全、綠色解決方案和工程領域的主要捷克和臺灣公司中的高級決策者組成的狹隘焦點小組一起推廣您的公司。專家和行業相關的文章提供了一個獨特的機會，讓您可以將自己定位為臺灣和捷克知名公司眼中的行業領導者。

TaiwanCZ Business 分佈在捷克-臺灣商業基地內，分佈在捷克共和國和臺灣的 1000 多個位址和 100 個聯絡點。2023年3月特別報告還在貿易代表團期間在其參與者、主要行業領袖、專家和決策者之間分發。在線版本可在 CTBC 網站上按需訪問，並通過直接電子郵件通信和社交媒體渠道進行推廣。

這個想法引起你的注意了嗎？掃描下面的二維碼，我們將把您列入下一個臺灣CZ 商務特刊 (TaiwanCZ Business Special) 的名單。

## 在 CTBC 經商指南中推 廣您的專業知識



準備進入新市場需要大量的規劃和資源分配。熟悉政治和商業相關問題可能是一個漫長的過程。年度 CTBC 經商指南解決了確定進入捷克和臺灣市場的戰略的主要問題。

通過向正在向捷克市場擴張的臺灣企業宣傳貴公司的服務或產品來獲得知名度，反之亦然。本指南向目標受眾介紹了在確定以盡可能少的痛苦進入捷克或臺灣市場的戰略之前需要理解的關鍵市場問題和領域。2022 年 CTBC 經商指南試行版重點介紹捷克共和國，以繁體中文出版，可在其網站上按需獲取。

這個想法引起你的注意了嗎？掃描下面的二維碼，我們會將您列入下一份 CTBC 經商指南的名單。

# 臺灣陸軟：介紹捷克臺北中心 (Czech Hub in Taipei)



在臺灣和捷克共和國之間舉行了幾次非常成功的貿易代表團之後，是時候將兩國關係提升到一個新的水準了。在訪問期間，捷克共和國眾議院議長瑪爾塔·佩卡洛娃·阿達莫娃正式宣佈捷克臺北中心開幕。

“捷克臺灣商會與歐洲價值安全政策中心合作，在臺北建立了捷克臺北中心，這是一個支援商業發展和軟著陸、經濟外交、科學、研究、教育和文化方面現有和新項目的平臺。捷克共和國正在成為臺灣在歐洲最強大的夥伴。雙邊關係在最高政治層面上不斷發展，例如總統之間的相互交談，以及來自工業界和民用大學、智庫和越來越多的企業的許多領域。這次合作的重要性說明了這個代表團是臺灣近代歷史上最大的代表團。我很高興我們能參與其中，”「歐洲價值安全政策中心主任揚達 (Jakub Janda) 說。

捷克臺北中心的主要目的是在臺北市中心建立一個實體空間，彙集專業知識、資源和相關的人脈網路，以實現軟著陸和進入台灣市場。該中心使捷克公司、科學機構和非營利組織更容易進入臺灣並開展新舉措。

捷克臺北中心 (Czech Hub in Taipei) 位於臺北松山區的中心位置，為新來的企業家、學者或軟著陸計劃的參與者提供聯合辦公空間，以連接臺灣的創業網路。此外，捷克臺北中心還設有會議室，可用於舉辦小型活動、商務會議或團隊建設活動。捷克臺北中心的活動主要分為三類，商業軟著陸計劃、捷克-臺灣活動，以及促進臺灣遊客將捷克共和國作為旅遊目的地的活動。

您有興趣瞭解更多嗎？掃描下方二維碼，我們將隨時向你通報的發展。



# PopUP Store成長為捷克集裝箱(Czech Container)



為了緩解在臺灣市場擴張的試水階段的障礙，我們將 PopUP Store 概念提升到一個新的水準。TWN: ROK: CZ 2023 貿易代表團的一個新穎之處是推出了 PopUP Store，這是一種“探索/czech”臺灣市場的無壓力選擇。PopUP Store 位於臺灣繁華的台北購物區信義區松高路中心，提供有針對性的支持和監督，以通過電子商務渠道測試客戶的興趣，然後決定是否更深入地參與台灣市場。

收到捷克-臺灣商界的積極反饋，鼓勵我們通過創建一個以進出口為重點的專案 捷克集裝箱，將該項目轉變為一個穩定的全年計劃。作為 PopUP Store 的延續，捷克集裝箱提供了穩定的物流和業務結構，使捷克品牌能夠進入台灣市場，而無需尋找可靠的轉銷商、當地營銷專家或辦理海關申報手續。捷克集裝箱的主要目標是介紹來自不同行業的捷克傳統和現代品牌，例如食品和飲料、兒童玩具、名牌服裝、波西米亞水晶玻璃器皿、美容和護膚品，或健康的生活方式。

您有興趣瞭解更多嗎？掃描下方二維碼，我們將隨時向你通報的發展。a container 你想「探索/czech out」Czech Container/捷克集裝箱嗎？掃描下方二維碼，我們將隨時向你通報的發展。

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Our products support aviation logistics, agriculture, financial insurance, e-commerce and railway diagnostics sectors. We utilize a modern software engineering methods and technology stacks, as well as an artificial intelligence and fundamentals for data processing.

## WEB APPLICATIONS

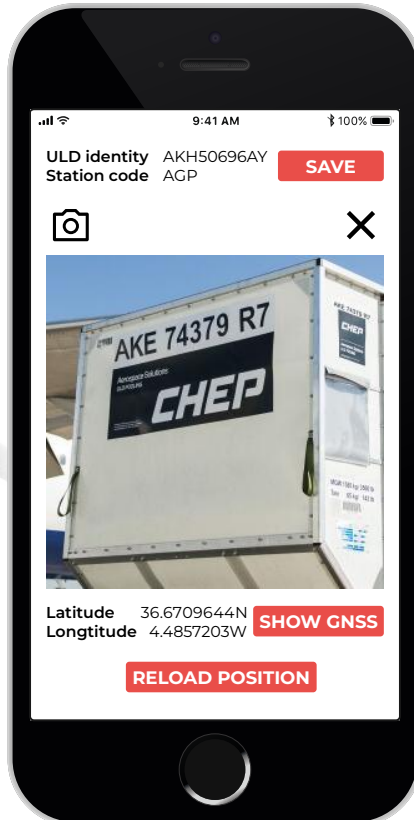
- Internet Databases
- Web Applications
- System Integration
- Databases (SQL and non-SQL)
- CMS – Content Management System
- MASW – Monitoring and Analytical Software
- Geo Tagged Photos Software
- DWH – Data Ware House Implementation

## MOBILE APPLICATIONS

- + Native iOS applications
- + Native Android applications
- + Multiplatform Unity solutions
- + Aviation software
- + Railway diagnostics
- + Galileo GNSS utilization
- + Transport solutions
- + Agriculture

## SOFTWARE ENGINEER SERVICES

- + Analytics
- + Process Models
- + SW Project Management
- + Consultancy of SW Projects
- + SW Architecture
- + Data Models E-R-A



## PREMIUM EXPERT SERVICES

- + Distributed Computing
- + Data Processing
- + Data Mining
- + Database Security / Data
- + Encryption
- + Artificial Intelligence

## TECHNOLOGY

- + C/C++, C# .net
- + Java, Tomcat, Node.js
- + PHP 7/8
- + HTML5, CSS3, JavaScript

## EXPERTS

- + 23 software developers
- + 3 analytics
- + 2 back office administration
- + 3 software architects



# 8 Do's and Don'ts of Doing Business in Taiwan

Taiwan and the Czech Republic - what are the main differences between the Taiwanese and Czech ways of doing business? Each culture presents a unique set of traditions and customs. But when East meets West, the cultural differences and rules might easily clash and lead to miscommunication or conflict. So how to effectively navigate the different cultural settings to meet your goals?

## 1. Greetings

Thanks to its cultural influence, a Japanese-style bow (with your arms kept by your sides) or even a simple nod is a well-received greeting alongside the more western type of hands-shaking.

## 2. Addressing Names

Unlike in the West, names in Mandarin start with the surname. Therefore, in the name Hsiao Jie-fu, Hsiao stands for the surname and Jie-fu is the first name. There are different ways to address your Taiwanese business partners, such as using the whole name (Mr. Hsiao Jie-fu), surname-only (Mr./Mrs. Hsiao), or function/position title (Director Hsiao).

## 3. Business Attire

Taiwan's weather is rather warm and humid all year round. Lightweight materials yet modest, formal designs are recommended. Be that a darker-colored pantsuit, dress, skirt, or suit and tie, Taiwanese prefer more conservative, moderate modern clothing to the latest fashion trends. High-quality and high-end clothing brands are also very popular.

## 4. Business Cards

Exchanging business cards is a necessity. Their visual appearance also plays a significant role in the perception of one's company. Using gold ink, which is linked to prosperity, wealth, and success, can score extra points. A common practice is to have one side translated into Mandarin Chinese, using Traditional Chinese characters, and one side in English. It is also recommended to include the exact name of one's position in the company.

A standard way of exchanging business cards in Asia is by using both hands. Exchange business cards with the Mandarin side facing up and toward the recipient, preferably accompanied by a slight, gentle bow while saying thank you. Make sure to exchange business cards with each member on a given occasion.

## 5. Business Gifts

Exchanging gifts during business meetings is a standard practice and should be delivered beautifully wrapped. Gifts are to be opened in private. Opt for an item of value without being excessive. A no-go is any object connected to any form of cutting, such as scissors or a knife letter opener. You might receive traditional Taiwanese products such as tea porcelain. Alcohol is not considered a suitable gift, consult gifting your business partner a bottle of liquor in advance.

## 6. Business Meetings

Despite the ongoing digitalization, the preference for face-to-face meetings and gatherings remains robust



### **Did you know:**

Food-related phrases such as “have you eaten?” are more of a courtesy similar to “how are you doing” than an actual invitation. Responding simply, for example with just “yes, thank you” is recommended and well-appropriate.

among Taiwanese business people. Expect the negotiations to be rather of a serious nature, with a firm stance. Observe and let your Taiwanese set the pace, remain patient, and keep your cool. Avoid being too pushy or speaking too directly when discussing negative topics. Replace firm “no” with more subtle wording such as “we will try, we will let you know” which helps to keep formal discussions friendly-like, as friendships are highly valued in Taiwanese business culture.

## **7. Business Dinners**

Another essential part of Taiwanese business culture is business gatherings, such as business din-



ners, receptions, or banquets. The guest is expected to taste and compliment the dishes served before the rest of the party. Toasting is very common and expected, executed in a hierarchical order, starting with the host. Toasting with the host might require drinking the liquor of the choice in its entirety followed by placing the glass upside down on the table. A common practice is to reciprocate the toast to the host. These toasts can be rather frequent throughout the whole evening, so switching to half-pours or a lighter beverage might be an effective way to moderate your alcohol intake.

Tea is served at the end of a meal and represents the end of the gathering. Enjoy a cup and set to say your goodbyes, declining polite invitations to stay. Traditionally, the host always pays the whole bill without splitting, but offering to pay yourself is perceived as a polite gesture, even though the host will turn your offer down.

## **8. Taboo Conversational Topics**

There are no strict taboo topics in Taiwanese society, however, staying away from sensitive topics is highly recommended. The most sensitive subject is Taiwan’s independence and Sino-Taiwanese relations. Excessive human touch and body contact, such as hugs or kisses on the cheeks, are not welcomed. Other sensitive topics are conversations about money, especially salaries or bonuses.

# 在臺灣做生意的 8 個注意事項 (該做/不該做的)

臺灣和捷克 – 臺灣和捷克經商方式的主要區別是什麼？  
每種文化都有一套獨特的傳統和習俗。但當東西方相遇時，文化差異和規則很容易發生衝突，導致溝通不暢或衝突。那麼如何有效地駕馭不同的文化背景以實現您的目標呢？

## 1. 問候

由於其文化影響，日本式的鞠躬（雙臂放在身體兩側）甚至簡單的點頭都是一種很受歡迎的問候方式，以及更西方的握手方式。

## 2. 稱呼方式

與西方不同，臺灣的名字以姓氏開頭。所以蕭介夫這個名字，蕭是姓，介夫是名。稱呼您的臺灣商業夥伴有不同的方式，例如使用全名（蕭潔夫先生），僅使用姓氏（先生/女士）或職能/職位名稱（蕭總經理）。

## 3. 職業裝

臺灣全年氣候溫暖濕潤。建議使用輕質布料但適度、正式的設計。無論是顏色較深的褲裝、連衣裙、裙子，還是西裝領帶，臺灣人都喜歡更保守、適度的現代服裝，而最新的流行趨勢。優質、高檔的服裝品牌也很受歡迎。

## 4. 商業名片

交換名片是必要的。他們的視覺外觀在人們對公司的看法中也起著重要作用。使用與繁榮、財富和成功掛鉤的金墨水可以加分。一種常見的做法是將一面翻譯成繁體中文，使用繁體中文字，另一面翻譯成英文。還建議包括一個人在公司中的職位的確切名稱。在亞洲交換名片的標準方式是用雙手。交換名片時，繁體中文的一面朝上並朝向收件者，最好伴隨著輕微的、溫和的鞠躬，同時說謝謝。確保在特定場合與每個成員交換名片。

## 5. 商務禮品

在商務會議期間交換禮物是一種標準做法，送達時應包裝精美。禮物要私下拆開。選擇一件有價值的物品，但不要過分。禁止使用與任何形式的切割相關的任何物體，例如剪刀或開信刀。您可能會收到臺灣傳統產品，例如茶瓷。酒精不被認為是合適的禮物，請提前諮詢給您的商業夥伴贈送一瓶酒。

## 6. 商務會議

儘管正在進行數位化，但臺灣商人對面對面會議和聚會的偏好仍然很強烈。預計談判將是嚴肅的，立場是堅定的。觀察並讓您的臺灣人設定步伐，保持耐心並保持冷靜。在討論負面話題時，避免過於咄咄逼人或說話過於直接。用更微妙的措辭代替堅定的“不”，例如“我們會嘗試，我們會讓你知

道”，這有助於保持正式的友好討論，因為友誼在臺灣商業文化中受到高度重視。

## 7. 商務晚宴

臺灣商業文化的另一個重要組成部分是商務聚會，例如商務晚宴、招待會或宴會。客人應在聚會結束前品嚐並稱讚所提供的菜餚。祝酒是很常見的，也是意料之中的事情，從宴會的主人開始按層級順序執行。與宴會的主人敬酒可能需要將選擇的酒全部喝完，然後將玻璃杯倒扣在桌子上。一種常見的做法是向主人敬酒。這些祝酒詞在整個晚上可能會相當頻繁，因此改喝半杯或清淡的飲料可能是減少酒精攝入量的有效方法。

茶是在用餐結束時供應的，代表聚會的結束。享用一杯並開始說再見，拒絕禮貌的留下來的邀請。傳統上，宴會的主人總是不分攤地支付全部帳單，但提出自己付錢被認為是一種禮貌的姿態，即使宴會的主人會拒絕您的提議。

## 8. 禁忌話題

臺灣社會沒有嚴格的禁忌話題，但強烈建議遠離敏感話題。最敏感的話題是台獨和中台關係。不歡迎過多的人際接觸和

你可知道：

與食物相關的短語，例如“你吃了嗎？與其說是真正的邀請，不如說是一種類似於你好嗎”的禮貌。建議簡單地回應，例如只說“是的，謝謝”，這很合適。

身體接觸，例如擁抱或親吻臉頰。其他敏感話題是關於金錢的談話，尤其是薪水或獎金。



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**Adamová:**

We Are Ready to Take  
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**The Speaker of the Taiwanese Parliament, You Si-kun, invited you to come to Taiwan during his visit to the Czech Republic last summer. This followed on from the delegation of Miloš Vystrčil in 2020. What was your first reaction?**

I had made my decision to go to Taiwan long before You Si-Kun's visit, so my reaction was positive and very quick.

**What was your perception of Miloš Vystrčil's visit three years ago? What do you think it brought about?**

I saw the delegation Miloš Vystrčil led as a historic milestone. It was all the more important because the then-governing coalition certainly did not base its foreign policy on the values of human rights and democracy. The Senate President's trip sent a clear signal of our support both to Taiwan and all democratic countries. It made it clear that if you have the courage, you can develop relations with democratic partners in Taiwan, and the Communist dictatorship in China cannot do much about it.

**Why do you think the Czech Republic should strengthen relations with Taiwan?**

There are a whole host of reasons. There is huge potential in the economic sphere, not only in the field of semiconductors, where Taiwan is a superpower and cooperation with it can be extremely useful for the Czech Republic, but also in the field of electromobility or smart cities, and the list could go on. However, the Czech Republic has good economic ties with a number of partners. What makes Taiwan singular is its problematic situation in relation to China. Strengthening relations with Taipei is of great importance, as it reduces its isolation and sends a signal to those, who would like to change the situation: „Look, Tai-

wan has many friends around the world, respect the status quo and do not try to change it by force! Of course, the Czech Republic alone is not enough to do this. That is why the trip also has the goal of



convincing other countries that relations with Taiwan, mainly in the field of the economy, are beneficial and desirable.

**Having accepted the invitation to visit Taiwan, what will be the main objectives of your trip?**

There are many goals. In addition to the general ones that I have already outlined, there are a considerable number of smaller or larger projects that we will complete or significantly push forward during the visit. This is common with visits by officials and we are now coordinating hard on how and which projects to support. These include cooperation in the field of research and development of chips, cooperation in the field of cyber security, presentations of Czech companies, and also, for example, the loan of unique collections from Taiwanese museums.

**Who is taking part in the delegation this year?**

In addition to the political part of the delegation, we are accompanied by a large trade delegation.

The Czech-Taiwanese Business Chamber (CTBC) and the Confederation of Industry of the Czech Republic are in charge of its organization. The interest among companies was at a record high.

In addition to companies, I am accompanied to Taiwan by representatives of municipalities and regions, representatives of universities, representatives of individual ministries, and the Senate office. We also have a press corps with us.

**What do you think the trip can deliver for Czech businesses and our companies and entrepreneurs?**

At the renowned Smart City Summit & Expo trade fair, where important innovators exhibit every year - last year alone there were over 250 exhibitors and more than 80,000 visitors - the Czech pavilion, where Czech companies in this sector will be presented, will be opened during the delegation. When it comes to smart cities, Taiwan is among the world leaders. This is an extraordinary opportunity for Czech companies to establish cooperation in this area. During the visit there are plans to open a Czech Hub, which will ensure a soft landing in the future, i.e. to

facilitate the entry of Czech companies into the Taiwanese market. At the same time, the delegation includes many companies that are already actively trading with Taiwan and are going to deepen their current cooperation. After the period of COVID, this personal contact is particularly important for consolidating good business relations.

**How do you see the role of China for this delegation? Three years ago, its opposition to the delegation played a big role in the negotiations and in the media. Now there is talk about the threat of a war over Taiwan between China and the US. How has this changed the situation for Czech state representatives?**

The Chinese Communists have so far raised no objections to me with regard to the visit. All things considered, it would do them no good, and I don't even understand the logic of such a potential protest. The development of relations with Taiwan is not directed against China and is within our Czech definition of the 'one China policy'. There has long been talk that China might try to change the status quo in its relations with Taiwan by force. It is certainly not an immediate threat, but it cannot be ruled out in the medium term. That is precisely why Taiwan must be supported.

**How do your colleagues in the Chamber of Deputies feel about the visit? What has been the general response?**

The response is very good. I have not seen a single expression of disapproval. On the contrary, there is great interest among Members to accompany me on the visit. They all understand the importance of the visit and of the relationship with Taiwan. It is also great that not only the Senate and the House are united, but also the newly elected President. There is

also support on the part of the Government and the coalition as a whole, and mutual relations are being intensively developed at the level of individual ministries and government agencies.

**What are you most looking forward to?**

I sincerely look forward to everything going well and the whole challenging journey meeting its goals. If the participants are happy, I will be happy too. On a personal note, I am looking forward to tasting the local cuisine.

臺灣國會議長游錫堃去年夏天訪問捷克時，曾邀請您來台。這是2020年米洛什·維斯特奇爾代表團的後續行動。你的第一反應是什麼？

早在游錫堃來訪之前，我就已經決定去臺灣了，所以我的反應是積極的，而且很快。

**您對三年前後續行動的訪問有何看法？你認為它帶來了什麼？**

我將後續行動領導的代表團視為一個歷史性的里程碑。更重要的是，當時的聯盟政府當然沒有將其外交政策建立在人權和民主的價值觀之上。參議院議長此行發出了我們支持臺灣和所有民主國家的明確信號。它明確表示，如果你有勇氣，你可以與臺灣的民主夥伴發展關係，而中國的共產黨獨裁政權對此無能為力。

**為什麼您認為捷克應該加強與臺灣的關係？**

有很多原因。經濟領域有著巨大的潛力，不僅在半導體領域，臺灣是超級大國，與之合作對捷克共和國非常有用，而且在電動汽車或智慧城市領域也是如此，清單可以繼續。然而，捷克共和國與許多合作夥伴有著良好的經濟聯繫。臺灣之所以與眾不同，是因為它與中國的關係存在問題。加強與台北的關係非常重要，因為它可以減少孤立並向那些想要改變局勢的人發出信號：“「看，臺灣在世界各地有很多朋友，尊重現狀，不要試圖用武力改變它！」當然，光靠捷克還不足以做到這一點。這就是為什麼此行的另一個目的是讓其他國家相信與臺灣的關係，主要是在經濟領域，是有益和可取的。

**接受訪問臺灣的邀請後，您此行的主要目的是什麼？**

有很多目標。除了我已經概述的一般專案外，還有相當數量的或大或小的項目，我們將在訪問期間完成或大力推進。這在官員訪問中很常見，我們現在正在努力協調如何支援以及支援哪些專案。其中包括晶元研發領域的合作、網路安全領域的合作、捷克公司的展示，以及臺灣博物館獨特藏品的出借等。

**今年有誰參加代表團？**


除了代表團的政治部分，還有一個龐大的貿易代表團陪同我們。捷克臺灣商會（CTBC）和捷克共和國工業聯合會負責其組織。公司之間的興趣創歷史新高。除了公司，陪同我到臺灣的還有直轄市和地區代表、大學代表、各部委代表和參議院辦公室代表。我們還有一個記者團陪同我們。

**您認為這次訪問可以為捷克企業以及我們的公司和企業家帶來什麼？**

在著名的智慧城市峰會和博覽會上，每年都有重要的創新者參展——僅去年就有超過 250 家參展商和超過 80,000 名參觀者——捷克館將展示該領域的捷克公司，並將於代表團。在智慧城市方面，台灣處於世界領先地位。這對捷克公司來說是在該領域建立合作的難得機會。訪問期間計劃開設捷克中心，這將確保未來的軟著陸，即促進捷克公司進入台灣市場。同時，代表團中還包括許多已經積極與臺灣進行貿易並打算加深當前合作的公司。在 COVID 時期之後，這種個人聯繫對於鞏固良好的業務關係尤為重要。

**你如何看待中國在這個代表團中的作用？三年前，它對代表團的反對在談判和媒體上發揮了重要作用。現在有人談論中美之間可能因台灣開戰的威脅。這如何改變了捷克國家代表的情況？**

到目前為止，中國共產黨人對我的訪問沒有提出異議。綜合考慮，這對他們沒有好處，我甚至不明白這種潛在抗議的邏輯。發展與臺灣的關係不是針對反對中國，符合我們捷克定義的“一個中國政策”。長期以來一直有傳言說，中國可能會試圖通過武力改變與臺灣關係的現狀。它當然不是直接威脅，但在中期不能排除。這正是台灣必須得到支援的原因。



# 瑪爾塔·佩卡洛娃·阿達 莫娃抓過接力棒： 我們已準備好將捷克與 臺灣的商業關係提升到 一個新的水準

您的眾議院同事對此次訪問有何看法？普遍的反應是什麼？

反應非常好。我沒有看到任何不贊成的表情。相反，議員們都很有興趣陪我參觀。他們都明白這次訪問和與台

灣關係的重要性。不僅參議院和眾議院團結一致，而且新當選的總統也團結一致，這也很棒。聯合政府也提供支援，各部委和政府機構之間的相互關係正在密切發展。

你最期待什麼？

我衷心期待一切順利，整個充滿挑戰的訪問都能實現目標。參與者開心，我也會開心。就個人而言，我期待品嚐當地美食。

# What to Expect From the TWN:ROK:CZ 2023: Another Milestone of the Czech-Taiwanese Business Relations in the Making

Days before the registration for the TWN:ROK:CZ 2023 trade delegation to the Republic of Korea and Taiwan closed, its fate to go down in the business history of the Czech Republic had already been sealed. TWN:ROK:CZ 2023 is the largest trade mission to Taiwan in Czech democratic history consisting of more than 150 members.

Led by the President of the Confederation of Industry of the Czech Republic, Jaroslav Hanák, and the Chairman of the Czech-Taiwanese Business Chamber (CTBC), Pavel Diviš, the trade mission gathers entrepreneurs from nanotechnology, e-mobility, semicon, innovations

in healthcare, artificial intelligence, circular economy, smart cities, ICT and energy, to further boost the economic relations between these countries.

"The motto of TWN:ROK:CZ 2023 is 'to be at the right time at the right place.' I truly don't think there will be a better business opportunity, as all key political and industry leaders will be there," says Pavel Diviš. "The global trend of realigning the production and supply chains has intensified by the conflict in Ukraine. The last trade mission led by Miloš Vystrčil unlocked the opportunity to accelerate the Czech-Taiwanese business relations, and the current trade mission builds on its success - with yet another wave of fresh opportunities to mix up the supply chain." Diviš added.

*"The global trend of realigning the production and supply chains has intensified by the conflict in Ukraine. The last trade mission led by Miloš Vystrčil unlocked the opportunity to accelerate the Czech-Taiwanese business relations, and the current trade mission builds on its success - with yet another wave of fresh opportunities to mix up the supply chain."*



## Introducing an Action-Packed, Tailored-Made Program for Businesses

During the participants' selection process, the Czech-Taiwanese Business Chamber paid close attention to accommodate the business needs of the participating businesses. "Based on the experience from



organizing the previous trade delegations, the number one priority for this year was to introduce various events to provide as many opportunities as possible to the participating Czech entrepreneurs,” said Alice Rezková, Co-founder and Executive Director.

*“Based on the experience from organizing the previous trade delegations, the number one priority for this year was to introduce various events to provide as many opportunities as possible to the participating Czech entrepreneurs.”*



Besides the individual programs for industry groups and tailored-made B2B matchmaking sessions, the CTBC is organizing PopUP Store, which opens on 26 March in one of the most visited shopping districts of the Taiwanese capital. For Czech manufacturers, Pop-UP Store represents the most affordable way to test the potential of the local market and significant media support. With attractive on-spot activities for potential customers, the PopUP Store displays Czech traditional and modern brands such as food and beverages, designer clothing, toys, and cosmetics.

Furthermore, the CTBC and Startup Kitchen are also organizing the first Czech-Taiwanese Ideathon - Dumplings Hack 1.0.1, held on March 25-26. “Taiwan is a well-known startup heaven, and we are happy to bring Czech startups to experience its bustling startup ecosystem,” said Tomas Cironis from the Startup Kitchen platform. “Dumplings Hack 1.0.1 represents a great opportunity



to deepen the cultural ties between the Taiwanese and Czech innovators and also, lay grounds for further cooperation and exchange we can build on,” Cironis added.

The program includes participation at the Smart City Summit & Expo, which takes place from 28 to 31 March. The Smart City Summit & Expo is the most important ICT event in the Asia-Pacific region. Renowned for its action-packed program, showcasing edge-cutting innovation in smart healthcare, artificial intelligence, smart education, green energy, and circular economy, the Fair attracts over 100,000 visitors annually. “This year, the participants have a unique opportunity to network and present themselves at the Fair at the joint Czech Pavilion, which will be opened by Markéta Pekarová Adamová,” says Pavel Diviš.

During her visit, Markéta Pekarová Adamová also opens the Czech Hub on 27 March, supported by the CTBC in cooperation with the European Values Security Centre. Czech Hub lays the ground for a specialized platform in Taipei for Czech companies, entrepreneurs, academics, startups, the nonprofit sector, or cultural entities to enter the local environment. Czech Hub serves as a support and gateway offering physical space, know-how, local network, and PR assistance.

# 對 TWN: ROK: CZ 2023 有何期待：捷克-臺灣商 業關係的另一個里程碑

在 TWN: ROK: CZ 2023 赴韓國和臺灣貿易代表團報名截止前幾天，其在捷克商業史上的命運已經註定。TWN: ROK: CZ 2023 是捷克民主歷史上最大的赴臺灣貿易代表團，由150多名成員組成。

在捷克共和國工業聯合會會長哈納克先生 (Jaroslav Hanák) 和捷克-臺灣商會 (CTBC) 會長迪維斯先生 (Pavel Diviš) 的帶領下，貿易代表團聚集了來自納米技術、電動汽車、半導體、創新領域的企業家醫療保健、人工智慧、循環經濟、智慧城市、ICT 和能源，以進一步促進這些國家之間的經濟關係。

“TWN: ROK: CZ 2023 的座右銘是‘在正確的時間出現在正確的地點’。” 我真的不認為將來會有更好的商業機會，因為所有主要的政治和行業領袖都會在那裡”，‘迪維斯 (Pavel Diviš) 說。全球重新調整生產和供應鏈的趨勢因烏克蘭衝突而加速。由米洛什·維斯特奇爾率領的上一屆貿易代表團開啟了加速捷克與臺灣商業關係的機會，而當前的貿易代表團以其成功為基礎 - 又新一陣混合供應鏈的新機會。” 迪維斯 (Pavel Diviš) 補充道。

“全球重新調整生產和供應鏈的趨勢因烏克蘭衝突而加速。由米洛什·維斯特奇爾率領的上一次貿易



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代表團開啟了加速捷克與臺灣商業關係的機會，而當前的貿易代表團以其成功為基礎 - 又新一陣機會混合了供應鏈。”

## 為企業推出內容豐富、量身定製的議程

在參會者的挑選過程中，捷台商會密切關注參會企業的業務需求。“根據以往組織貿易代表團的經驗，今年的首要任務是推出各種活動，為參與的捷克企業家提供盡可能多的機會，”聯合創始人兼主任瑞絲柯娃（Alice Rezková）說。

“根據以往組織貿易代表團的經驗，今年的首要任務是推出各種活動，為參會的捷克企業家提供盡可能多的機會。”

除了針對行業團體的個人計劃和量身定製的 B2B 配對會議外，CTBC 還組織了 PopUP 商店，該商店將於 3 月 26 日在臺灣首都最受歡迎的購物區之一開業。對於捷克製造商而言，PopUP Store 代表了探索當地市場潛力和重要媒體支援的最實惠方式。PopUP Store 為潛在客戶提供極具吸引力的現場活動，展示捷克傳統和現代品牌，如食品和飲料、名牌服裝、玩具和化妝品。

此外，CTBC 和 Startup Kitchen 還組織了首屆捷克-臺灣 Ideathon - Dumplings Hack 1.0.1，於 3 月 25 日至 26 日舉行。Startup Kitchen 平臺的西羅尼斯先生（Tomáš Cironis）表示：“臺灣是眾所周知的創業天堂，我們很高興能帶捷克的創業公司體驗其繁華的創業生態系統。”“Dumplings Hack 1.0.1 提供了一個很好的機會來加深臺灣和捷克創新者之間的文化聯繫，同時也為我們可以建立的進一步合作和交流奠定了基礎，”Cironis 補充道。

該計劃包括參加 3 月 28 日至 31 日舉行的智慧城市論壇暨展覽。智慧城市論壇暨展覽是亞太地區最重要的 ICT 盛會。展會以其精彩紛呈的項目而聞名，展示了智慧醫療、人工智慧、智慧教育、綠色能源和迴圈經濟等領域的前沿創新，每年吸引超過 100,000 名參觀者。“今年，出席者將有一個獨特的機會，在由瑪爾塔·佩卡洛娃·阿達莫娃主持開幕的聯合捷克館進行交流並在博覽會上展示自己，”迪維斯（Pavel Diviš）說道。

在訪問期間，瑪爾塔·佩卡洛娃·阿達莫娃還於 3 月 27 日開設了捷克中心，該中心得到了 CTBC 與歐洲價值安全政策中心的合作支援。捷克臺北中心在臺北為捷克公司、企業家、學者、初創企業、非營利部門或文化實體進入當地環境奠定了專業平台的基礎。捷克臺北中心充當支援和門戶，提供物理空間、專業知識、本地網路和公關協助。



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## **Miloš Vystrčil:**

Further Deepening  
of Czech-Taiwanese  
Cooperation Is an  
Opportunity of  
Strategic Importance



**How do you think the situation in our country and in the world has changed, what changes have occurred in Czech-Taiwanese relations since your trip to Taiwan?**

The Russian aggression in Ukraine has clearly exposed the powerful and ruthless character of the Russian authoritarian regime as its army has been murdering citizens and devastating the sovereign territory of a sovereign state for more than a year. Today, the whole world, including the citizens of democratic countries and many in Europe, can see and feel the very serious consequences of being dependent on strategic raw materials, production, and other areas on a country with an authoritarian regime. Unfortunately, only a few years ago, even some senior politicians from democratic countries naively supported strategic cooperation with authoritarian regimes. It is different today. We can all see first-hand that authoritarian regimes cannot be trusted. This is where the democratic world has fundamentally changed and united.

My trip to Taiwan at the turn of August and September 2020 represented a breakthrough in Czech-Taiwanese relations. Deepening cooperation with Taiwan within the framework of enhancing cooperation with democratic partners in the Indo-Pacific region is an integral part of the Political Statement of the Government of the Czech Republic.

However, what I consider equally important is the breakthrough in the perception of Taiwan by the world's democracies that occurred after our visit. While visiting Taiwan, my fellow Senator Jiří Růžička said that our aim was to build a bridge between Taiwan and democratic countries that would be used very often. This may have seemed overly ambitious at the turn of August and September 2020, but the future

surpassed all our expectations. Exaggerating a little, one can say that the door to Taiwan is opened and closed incessantly. Since the summer of 2020, other leaders of strong democracies have visited the 'beautiful island', including, for example, Nancy Pelosi, the Speaker of the House of Representatives of the United States Congress.

Our trip to Taiwan was just the beginning - the beginning of more intensive cooperation gradually developing on multiple levels. This makes me very happy and I would like to thank everyone who has been and still is involved in this. It is important for all of us.

**How do you evaluate your trip some two and half years later? What outcomes did your trip to Taiwan bring?**

We do not face a really fundamental decision in our lives much too often. I consider my decision to visit Taiwan with fellow Senators and 90 members of the delegation to be one of my most important decisions. I am convinced that I made the right decision. With our visit, we have succeeded in providing motivation for more contacts between Taiwan and other democratic countries and, at least in part, in restoring the international authority and respect for human rights our country enjoyed during the presidency of Václav Havel. It makes me truly happy, and I am really proud of the Czech Senate and grateful for the immense support I received from the Czech Senate and our Senators when deciding about our visit to Taiwan. I appreciate it indeed and remain thankful for this support.

We have demonstrated that we are an independent country naturally interested in cooperation with other democracies while supporting them on their own path

to freedom. At the same time, we have managed to deepen our existing cooperation and establish new contacts in the fields of business, science and research, innovation, new technologies, culture, education, and others.

**How do you perceive the upcoming visit of Speaker Markéta Pekarová Adamová to Taiwan in March? How and in what ways is it different from your visit?**

I support the visit by the Speaker Markéta Pekarová Adamová. I consider it a continuation of the direction that has been set; a reaffirmation of the will to share our common values with Taiwan, and an expression of the desire to continue in the development of multi-lateral cooperation between our countries.

The difference is that it is already the second high-level visit from the Czech Republic hence it can focus on more specific projects now. Moreover, Speaker Markéta Pekarová Adamová will also be able to move more outside the hotel, which we could only do to a limited extent due to the then-growing pandemic, following a precisely defined yet very busy program.

**What do you think this second delegation can bring to Czech businesses?**

We can expect further development of mutual cooperation in many areas, for example in information technology, artificial intelligence, microchips, and others. I believe this will provide further impetus for the transformation of our economy resulting in the production of high-added-value finished goods. This possesses great prospects for the future mutually advantageous cooperation of both parties in combination with the ongoing study programs for Czech students in these fields at Taiwanese universities.

Similarly to our country, Taiwan is seeking to diversify its exports and strengthen cooperation with the European Union. Due to its advantageous geographical location, the Czech Republic can be quite naturally considered an imaginary gateway to Europe for Taiwan.

According to my still unofficial information, we may also see the start of direct flights on the Prague-Taipei route soon. The direct flights would certainly boost business contacts and, of course, tourism.

**What can the Czech Republic offer to Taiwan after all those years? Have we made any progress?**

Things that were hard to imagine before are now normal. The perception of Czech-Taiwanese relations has fundamentally changed just like the political situation in our country, which is now in favor of the further development of our relations.

We have also realized that it is necessary and possible at the same time to keep our backs straight and our spines strong while respecting international law and treaties. If we do not do so, the power appetites, demands, and assertiveness of authoritarian rulers will grow bigger.

**What do you expect to be the main outcome or contribution of the upcoming trip of Speaker Markéta Pekarová Adamová to Taiwan? What impact can the trip have on the further development of Czech-Taiwanese relations?**

I believe that the visit of Speaker Markéta Pekarová Adamová will reaffirm the support for Taiwan in its democratic and freedom path while allowing for specific projects already under discussion to move forward and opening the door to new opportunities for mutual cooperation.

We will also confirm that Czech parliamentary diplomacy actively

supports the strengthening of the European Union's economic ties in the Indo-Pacific region, which is absolutely crucial from the global security point of view. Today, we are a visible and self-confident country, and this is how we want to be perceived by our potential Asian partners. Our ambitions were further confirmed by the successful Czech Presidency of the Council of the European Union.

In conclusion, I would like to wish all members of the delegation productive and successful meetings, and may their goals and expectations be fulfilled!

5. 3. 2023, Miloš Vystrčil

**您認為訪問台灣以來捷克和世界形勢發生了怎樣的變化，捷克和台灣之間的關係發生了哪些變化？**

俄羅斯對烏克蘭的侵略清楚地暴露了俄羅斯威權政權強大而殘酷的性格，其軍隊在一年多的時間里一直在屠殺公民並破壞一個主權國家的主權領土。目前，全世界，包括民主國家的公民和歐洲的許多人，都可以看到並感受到依賴戰略原材料、生產和其他領域對一個專制政權國家造成的非常嚴重的後果。不幸的是，就在幾年前，甚至一些民主國家的高級政客還天真地支援與專制政權的戰略合作。今天不同了，我們都可以親眼看到專制政權是不可信任的。這就是民主世界從根本上改變和團結的地方。

2020年8月和2020年9月之交的臺灣之行標誌著捷台關係取得突破。在深化與印太地區民主夥伴合作的框架內深化與臺灣的合作，也是捷克共和國政府綱領聲明的組成部分。

然而，我認為同樣重要的是世界民主國家對臺灣的認知突破。在訪問台灣時，參議員魯基卡 (Ruzicka) 說，我們的目標是在台灣和民主國家之間建立一座經常使用的橋樑。在 2020年8月和2020年9月之交時，這在當時似乎過於雄心勃勃，但未來最終超出了我們的所有預期。誇大一點，可以說台灣的大門一開一關。自 2020 年夏季以來，強大的民主國家的其他領導人訪問了這

個“美麗的島嶼”，例如，包括美國國會眾議院議長南希·佩洛西。

我們的臺灣之行只是一個開始——在許多層面上逐漸發展的加強合作的開始。這讓我非常高興，我要感謝所有曾經並且仍然參與其中的人。這對我們所有人都很重要。

**大約兩年半後，您如何評價您訪問？台灣訪問有什麼收穫？**

在生活中，我們很少會面臨真正關鍵的決定。我認為我決定與我的參議員同僚和一個由90人組成的代表團訪問臺灣是我最重要的決定之一。我確信我做出了正確的決定。通過我們的訪問，我們成功地促進了臺灣與其他民主國家之間的聯繫的加強，並且至少在一定程度上恢復了我國在瓦茨拉夫·哈威爾擔任總統期間在人權領域享有的國際權威和尊重。我對此感到非常高興，也為捷克參議院感到驕傲，也感謝捷克參議院和我們的參議員在我決定訪問臺灣時給予的大力支持。我非常感激，並為此心存感激。

我們已經表明，我們是一個獨立的國家，自然有興趣與其他民主國家合作並支持他們走自己的自由之路。同時，我們在經濟、科研、創新、新技術、文化、教育等領域深化現有合作，建立新的聯繫。

**您如何看待馬凱塔·佩卡羅瓦·阿達莫瓦議長即將於3月訪台？這次訪問與您的訪問有何不同？在哪些方面不同？**

我支持議長瑪爾塔·佩卡洛娃·阿達莫娃的訪問。我認為這是既定方向的延續，重申與臺灣共用共同價值觀的意願，以及進一步發展兩國多邊合作的願望。不同的是，這已經是捷克共和國第二次高層訪問，因此現在可以專注於更具體的項目。此外，議長瑪爾塔·佩卡洛娃·阿達莫娃也將能夠在酒店場所外進行更多活動，由於當時的流行病不斷蔓延，我們只能在有限的基礎上進行活動，並遵循一個明確定義但非常繁忙的議程。

**您認為第二個代表團能給捷克企業帶來什麼？**

我們可以期待在許多領域進一步發展相互合作。例如，在資訊技術、人工智慧、微晶元等領域。我相信，這將進一步推動我們的經濟朝著生產更高附加值的完成品的方向轉型。結合臺灣大

# 米洛什·維斯特奇爾：進一步加強捷台合作是戰略機遇

學在這些領域的捷克學生正在進行的學習計劃，這些領域對雙方進一步有益的合作具有廣闊的前景。

與捷克相似，台灣也在謀求出口多元化，並加強與歐盟的合作。由於地理位置優越，捷克共和國可以很自然地被視為台灣通往歐洲的門戶。根據非官方消息，我們也可能很快就會看到開通布拉格-台北的直航。直航肯定會促進商業聯繫，當然還有旅遊業。

這麼多年過去了，捷克共和國能為台灣提供什麼？我們有什麼進展嗎？

以前難以想像的事情現在很正常。對捷台關係的看法已經根本改變，捷克的政治局也發生了變化，現在有利於它們的進一步發展。我們也意識到，在尊重國際法和國際條約的同時，挺直我們得背是必要的，也是可能的。如果我們不這樣做，專制統治者的權力胃口、要求和自信就會越來越大。

您預計議長馬爾凱塔·佩卡羅瓦·阿達莫娃即將到來的台灣之行的主要成果或貢獻是什麼？此訪對捷台關係的進一步發展有何影響？

我相信議長瑪爾塔·佩卡洛娃·阿達莫娃的訪問將重申支持臺灣走民主和自由的道路，也將使已經討論過的具體專案向前推進，為相互合作打開新機遇之門。我們還將確認，捷克議會外交積極支援加強歐盟在印太地區的經濟聯繫，這從全球安全的角度來看至關重要。我們現在是一個引人注目和自信的國家，這就是我們希望被潛在的亞洲夥伴所看待的方式。捷克成功擔任歐盟理事會主席國進一步證實了我們的雄心壯志。

最後，預祝代表團全體成員會取得圓滿成功，實現他們的目標和期望！

5.3.2023 年，米洛什·維斯特奇爾



# Milena Jabůrková: The Sixth Business Mission to Taiwan Opens up New Opportunities for Collaboration, Such as Quantum Computing



Business missions to Taiwan have a twenty-nine-year history. This year's mission has something to build on and the potential to open up entirely new areas of Czech-Taiwanese cooperation. This mission to the Republic of Korea and Taiwan has been the largest since 2017. Such a great response only confirms that both countries are interesting for Czech entrepreneurs and have huge potential.

Taiwan is betting on innovations. These in the field of ICT also represent a new potential for Czech-Taiwanese cooperation, especially in the area of quantum computing, i.e. the use of quantum computers for calculations that are difficult for conventional computers and supercomputers. Quantum computers work on the basis of quantum mechanics, and data in them are not represented by bits but by so-called quantum bits, which can be zero, one, or a combination of both.

Their completely different way of working opens up new possibilities for use in many fields.

In the Czech Republic, work is beginning to build a competence center that would bring together universities such as the Czech Technical University, global leaders in quantum computing such as IBM, and companies not only from the Czech Republic but also from Taiwan, for example, which would work together in one center to create concrete possibilities for the use of quantum computing. This type of cooperation could open a new chapter in innovation cooperation and bring tangible results for all companies involved. This year, which has been unofficially designated as the year of export promotion and economic diplomacy, entrepreneurs have already been to Vietnam, Malaysia, India, and missions are being prepared to Japan, Chile, Uruguay, the USA, Kazakhstan, and Uzbekistan.

Milena Jabůrková  
Vice President of the Confederation  
of Industry of the Czech Republic

# 賈布爾科娃 (Milena Jabůrková) : 第六次赴台商務代 表團開啟量子計算 等合作新機遇



CONFEDERATION OF INDUSTRY  
OF THE CZECH REPUBLIC

赴台經商團已有二十九年歷史。今年的訪問會在現有地基上增建，並有可能開闢捷台合作的全新領域。這次對韓國和臺灣的訪問是自 2017 年以來規模最大的一次。如此巨大的反響只能證實這兩個國家對捷克企業家來說都很有趣，並且具有巨大的潛力。

臺灣投身於創新。這些在 ICT 領域也代表了捷台合作的新潛力，特別是在量子計算領域，即利用量子計算機進行傳統計算機和超級計算機難以進行的計算。量子計算機以量子力學為基礎工作，其中的數據不是用比特來表示，而是用所謂的量子比特來表示，它可以是零、一或兩者的組合。他們完全不同的工作方式為許多領域的使用開闢了新的可能性。

在捷克共和國，開始著手建立一個能力中心，該中心將彙集捷克技術大學等大學、IBM 等量子計算領域的全球領導者以及不僅來自捷克共和國而且來自臺灣的公司，例如，它們將在一個中心協同工作，為量子計算的使用創造具體的可能性。這種合作可以開啟創新合作的新篇章，為所有參與的企業帶來實實在在的成果。

今年被非正式地定為出口促進年和經濟外交年，企業家們已經到過越南、馬來西亞、印度，並正在準備前往日本、智利、烏拉圭、美國、哈薩克和烏茲別克的代表團。

賈布爾科娃 (Milena Jabůrková)  
捷克工業聯合會副主席





**Markéta Vaňková,**  
**Mayor of Brno:**  
We Will Present  
Brno as a Modern  
Central European  
Metropolis, Tech  
and Sustainable  
Energy Are  
a Priority

**What do you expect from your official visit to Taiwan? What benefits can it bring to your region or directly to the city of Brno?**

The main goal of the official visit is the conclusion of a partnership agreement between Brno and the city of Taoyuan. In this way, we will strengthen the cooperation that began in 2020 during the covid pandemic and which will continue to develop. As part of the partnership between the two cities, we would like to share knowledge and contacts primarily in the fields of research, education, and trade, but also culture, sports, and tourism.

**What do you plan to present in Taiwan, what will you bring back to the city of Brno?**

We want to present Brno as a modern and prosperous Central European metropolis that offers a wide range of study, work, and business opportunities, including new technologies, innovative business, and applied research. At the same time, Brno is a lively city with lots of cultural, sports, and leisure activities.

When it comes to gifts, we chose a combination of symbolic objects with a Brno theme, as well as a personal gift directly for the mayor of the city of Taoyuan.

**Why is Taiwan interesting for the regions and specifically for Brno? What can this cooperation bring to both countries?**

Currently, all of Europe is dealing with the energy crisis and the overall unstable energy market. In this regard, Asian countries can be very inspiring for us - Taiwan, as an island nation, for example, knows how to use renewable resources well. Among other things, Taoyuan City is home to many industrial parks and IT company headquarters, which is another topic for sharing experiences.

# 布爾諾市市長萬科 娃女士 (Markéta Vaňková)：我們將 布爾諾展示為現代中歐大都市， 科技和可持續能源是重中之重

**What is your agenda in Taiwan, what places do you plan to visit, and whom do you want to meet?**

As mentioned, I will be visiting Taoyuan City, where I will meet the Mayor of Taoyuan City, Mr. Simon Chang, who was elected as the Premier of the Republic of China in Taiwan in 2016. Another part of the agenda is the participation and giving of a speech at the summit of mayors as part of the Smart City Summit & Expo in Taipei.

**What are you most looking forward to?**

I am looking forward to having the opportunity to personally visit our new partner city of Taoyuan, as it was not possible before, even with regard to the covid pandemic. And it is a great honor for me to be given the opportunity to present the city of Brno and the entire region in East Asia.

**您對臺灣正式訪問有何期待？正式訪問能給您所在地區或直接給布爾諾市帶來什麼好處？**

此次正式訪問的主要目的是在布爾諾與桃園市之間達成合作協定。通過這種方式，我們將加強在 2020 年 COVID-19 期間開始並將繼續發展的合作。作為兩個城市之間合作夥伴關係的一部分，我們希望主要在研究、教育和貿易領域以及文化、體育和旅遊領域分享知識和聯繫。



**你打算在臺灣展示什麼，你會把什麼帶回布爾諾市？**

我們希望將布爾諾呈現為一個現代化、繁榮的中歐大都市，提供廣泛的學習、工作和商業機會，包括新技術、創新業務和應用研究。同時，布爾諾是一座充滿活力的城市，擁有豐富的文化、體育和休閒活動。在禮物方面，我們選擇了帶有布爾諾主題的標誌性物品組合，以及直接送給桃園市市長的個人禮物。

**為什麼臺灣對這些地區特別是布爾諾感興趣？這種合作能給兩國帶來什麼？**

當前，整個歐洲都在應對能源危機，能源市場整體不穩定。在這方面，亞洲國家對我們很有啟發——例如台灣作為一個島國，知道如何利用好可再生資源。

其中，桃園市內有不少工業園區和IT公司總部，這又是一個分享經驗的話題。

**你在臺灣的行程是什麼，你打算去哪些地方，你想見誰？**

如前所述，我將訪問桃園市，在那裡我會見桃園市市長張善政先生，他於 2016 年當選為臺灣中華民國總理。議程的另一部分是作為臺北智慧城市峰會暨博覽會的一部分，在市長峰會上參與並發表演講。

**你最期待什麼？**

我期待有機會親自訪問我們的新合作夥伴城市桃園，因為這在以前是不可能的，即使是在大流行方面。我很榮幸有機會向東亞介紹布爾諾市和整個東亞地區。

# City of Brno: Blooming with Infinite Possibilities



Young, dynamic, open, accessible, educated - all these attributes, including the city's strategic location in the heart of Europe, have turned Brno into a popular place for business. It is truly one of the most progressive innovation centers in Europe. Our region is the leader in the Czech Republic in investment in science and research & development, and it is among the best in the field of electron microscopy and IT.

For more than a decade, Brno has been actively supporting innovative entrepreneurship, popularization of science, talent development, and applied research, paving the way for the development of innovation for cities in the Czech Republic. Brno did not reach this level in a day but has achieved it through almost 20 years of intensive cooperation between public administration, entrepreneurs, and universities.

## Brno in Numbers

Brno is the second largest city in the Czech Republic and the main commercial center of the South Moravian Region. It is a university city focused on innovation, research & development.

Population	400,000
Brno Metropolitan Area	700,000
Number of students	65,000
Average monthly wage	1,875 EUR
GDP per capita (EU28=100 %)	155 %

## Regional Innovation Strategy

The Regional Innovation Strategy (RIS) is the basic policy of the City of Brno and the South Moravian Region for developing economic competitiveness and added value through innovation. It is addressed to all actors of the innovation ecosystem interested in improving the standard of living - to share and make coordinated decisions.

## Strategy #brno2050

Brno is developing systematically according to Strategy #brno2050. It defines strategic values and goals that the city wants to achieve in 5 thematic areas:

- Environment
- Prosperity
- Services
- Resources
- Governance

For easier implementation, Strategy #brno2050 is divided into 3 parts: Vision 2050, Plan 2030, and Projects 2021+. We are currently working on Projects 2021+, which contains activities for the coming years. The implementation of these activities is ensured by the Action Plan, which collects projects not only of the city but also of other stakeholders operating in Brno.



## Strategic planning at the metropolitan level

The Brno Metropolitan Area (Functional Urban Area) consists of 184 municipalities with about 700 thousand inhabitants. Brno cooperates with the municipalities in its hinterland for the purpose of the coordinated and interrelated development of the entire territory. The metropolitan area has ensured funding through the Integrated Territorial Investments (ITI) tool, and it has developed the Integrated Strategy for the Brno Metropolitan Area. The City of Brno also leads the current national discourse on metropolitan development.

## data.Brno

Since 2018 Brno has been operating the data portal [data.brno.cz](http://data.brno.cz), where it provides its data to the public and thus improves the quality of its services. Anyone can use the city data for their own innovative projects, research, the management or to inform themselves about the current state of affairs in Brno.

## URBIS SMART CITY FAIR

URBIS SMART CITY FAIR presents a clever combination of the fair with an exclusive URBIS conference program, which will introduce leaders in the field of smart cities. It takes place on the famous functionalist premises of the Brno Exhibition Centre.

## Innovative business

We help put good ideas into practice

Brno is a place where innovative ideas with a positive impact are implemented and turned into services and products with high added value. Thanks to the Prototype and Verify project, we can help to do this at an early stage of development. Collaboration is a key role, so we facilitate connecting actors from the private, academic, and public sectors. An example is the new Life Sciences 4.0 platform which brings together stakeholders from the life sciences industry.

It is important to share the results of our work, which is why we support cross-border networking and external partnerships of institutions from our region through the International Trade Centre.

## Brno is a laboratory of the future

The Brno Technology Park is where the lab of the future pilot project began. It allows startups to implement their first contracts in a place that aspires to be the green, technological heart of Brno's digital industry. The Brno Technology Park also has the ambition to function as an urban laboratory, i.e. a space for the development of innovations, technologies, and new processes.

### Get in Touch

 [in.brno.cz](https://www.facebook.com/in.brno.cz)  [brno.cz](https://www.linkedin.com/company/brno.cz)





# 布爾諾市： 充滿了無限可能

年輕、充滿活力、開放、易於接近、受過教育——所有這些特性，包括這座城市在歐洲中心的戰略位置，使布爾諾成為一個受歡迎的商業場所。它確實是歐洲最先進的創新中心之一。我們地區在科學和研發投資方面處於捷克共和國的領先地位，並且在電子顯微鏡和 IT 領域名列前茅。

十多年來，布爾諾一直積極支援創新創業、科普、人才培養和應用研究，為捷克城市的創新發展鋪平了道路。布爾諾不是一天就達到這個水準的，而是通過公共行政、企業家和大學之間近 20 年的密切合作實現的。

## 布爾諾的數位

布爾諾是捷克共和國第二大城市，也是南摩拉維亞地區的主要商業中心。它是一個專注於創新、研究和開發的大學城。

人口	400,000
布爾諾城域	700,000
學生人數	65,000
平均月薪	1,875 歐元
人均GDP (EU28=100%)	155 %

## 區域創新戰略

區域創新戰略 (RIS) 是布爾諾市和南摩拉維亞地區通過創新發展經濟競爭力和附加值的基本政策。它面向創新生態系統

中所有對提高生活水準感興趣的參與者——分享和做出協調一致的決策。

## 戰略#布爾諾2050

布爾諾正在根據戰略#布爾諾2050 系統地發展。戰略定義了城市希望在5個主題領域實現的戰略價值和目標：

- 環境
- 繁榮
- 服務
- 資源
- 治理

為了更容易實施，策略 #布爾諾2050 分為 3 個部分：2050 年願景、2030 年計劃和 2021+ 專案。我們目前正在開展 2021+ 專案，其中包含未來幾年的活動。這些活動的實施由行動計劃確保，該計劃不僅收集了該市的專案，還收集了在布爾諾運營的其他利益相關者的專案。

## 城域層面的戰略規劃

布爾諾城域 (城市功能區由 184 個城市組成，人口約 70 萬。布爾諾與其腹地的市政當局合作，以實現全境的協調和相互發展。大都市區已通過綜合領土投資 (ITI) 工具確保資金，並制定了布爾諾城域綜合戰略。布爾諾市還引領了當前關於大都市發展的全國討論。

## 數據. 布爾諾; data.Brno.cz

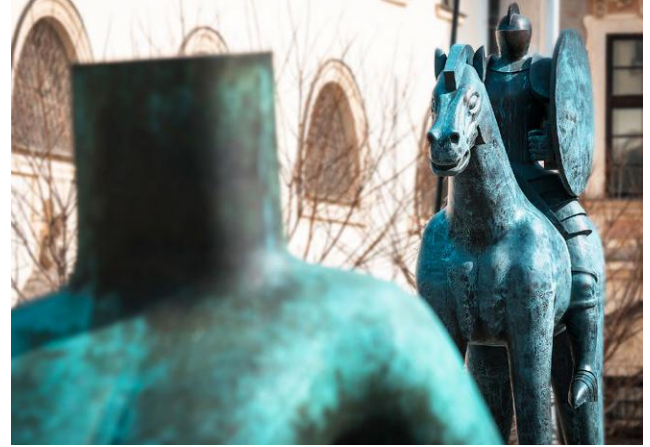
自 2018 年以來，布爾諾一直在運營數據門戶 data.brno.cz，它向公眾提供數據，從而提高其服務品質。任何人都可以將城市數據用於自己的創新專案、研究、管理或瞭解布爾諾的當前狀況。

## URBIS 智慧城市展

URBIS 智慧城市展將展會與獨家 URBIS 會議計劃巧妙結合，將介紹智慧城市領域的領導者。展會舉辦在布爾諾展覽中心著名的功能主義場所。

## 創新業務 – 我們說明將好的想法付諸實踐

布爾諾是一個實施具有積極影響的創新理念並將其轉化為具有高附加值的服務和產品的地方。多虧了原型和驗證專案，我們可以幫助在開發的早期階段做到這一點。協作是一個關鍵角色，因此我們促進連接來自私營、學術和公共部門的參與者。一個例子是新的生命科學 4.0 平臺，它將生命科學行業的利益相關者聚集在一起。



分享我們的工作成果很重要，這就是為什麼我們支持我們地區的機構通過國際貿易中心建立跨境網路和外部夥伴關係。

## 布爾諾是未來的實驗室

布爾諾科技園是未來試點項目實驗室的起點。它允許初創公司在一個渴望成為布爾諾數位產業綠色科技中心的地方實施他們的第一份合同。布爾諾科技園還有成為城市實驗室的雄心，即創新、技術和新工藝的發展空間。

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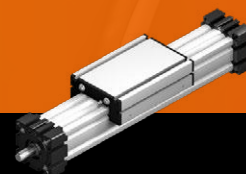
Supplier of industrial motion components



electromotors



gearboxes



linear technology



drivers

# TOP 8 B2B Trade Shows To Attend in 2023 in Taiwan or the Czech Republic



Attending trade shows and expos is an irreplaceable way to keep up with the latest trends in your field or find trustworthy business partners. But the endless list of all available events might be overwhelming at times. Here are 8 events that provide A-list speakers, an action-packed program, and excellent networking opportunities.

## Taiwan-based: 2023 Smart City Summit & Expo (SCSE)

**March 28 - April 01**

The largest hybrid Smart city-oriented trade show in Asia-Pacific. This year, featuring Digital Transformation & Green Transition, SCSE takes place both in Taipei and Kaohsiung between March 28 to April 01. Being one of the largest B2B, G2G, and G2B platforms in Asia, SCSE is expected to gather more than 150,000 visitors and 600 exhibitors, with over 1000 matchmaking sessions taking place in the fields of smart healthcare, transportation, building sustainability, and startup communities.

## SEMICON TAIWAN

**September 6-8**

SEMICON Taiwan is the most prominent industry platform in Taiwan for any company closely linked with the global supply chain. This year, between September 6-8, industry elites from all over the world gather to keep up with the latest industry trends, exchange resources, and grow their network. SEMICON Taiwan 2023 features 8 key themes, from advanced manufacturing, compound semiconductors, and heterogeneous integration, to auto chips, smart manufacturing, sustainability, workforce, and semiconductor cybersecurity.

## COMPUTEX TAIPEI

**May 30 - June 02**

COMPUTEX is a leading global ICT and IoT event showcasing the entire supply chain and ecosystems. Based upon Taiwan's complete ICT clusters, COMPUTEX covers the comprehensive spectrum of the ICT industry, from established brands to startups. This year, between May 30 to June 02, COMPUTEX TAIPEI focuses on featuring the latest tech trends in High-Performance Computing, AI Applications, Next-Gen Connectivity, Hyperreality, Innovations and Startups, and Sustainability.

## Energy Taiwan

**October 18-20**

ENERGY TAIWAN, which takes place between October 18-20, is the largest international exhibition and integration platform of Green Energy and Net-Zero in Taiwan. The featured areas include PV-, Wind energy-, Smart Storage-, Emerging Power, - and Net-Zero-related materials and systems. The Expo also includes various industrial forums, summits, and procurement meetings.

## Czech Republic-based:

## MSV 2023 - International Engineering Fair

**October 10-13**

The MSV International Engineering Fair gathers professionals from all key fields of machinery and electrical engineering. The MSV Fair, taking place in Brno, is one of the most influential industrial fairs in Central Europe. The key areas of the Fair are Industry 4.0, Digital Factory, and circular economy.



The Fair is accompanied by specialized seminars and workshops on current technical, industry, and business-related issues.

## URBIS SMART CITY FAIR

**September 19-21**

URBIS SMART CITY FAIR is a major international fair uniting professionals developing smart cities and municipalities in the CEE region. The Fair comes with a conference-style

program, creating a platform for know-how exchange. Held in Brno between September 19 to 21, heaps of representatives of Central European cities and municipalities gather to grow their network and brainstorm tangible solutions to tackle current industry issues.

## SCIENCE FAIR 2023

**June 6**

Organized by the Czech Academy of Sciences, the Science Fair, held on June 6 in Prague, has evolved into one of the fastest-growing fairs in Central Europe. The Fair gathers scientific institutions and tech-oriented, educational, and innovation-driven companies to showcase their solutions and research in an approachable way. The Fair enables experts and professionals from academia and

scientific institutions to connect with the commercial and public industries.

## Disruptors Summit

**TBD**

Previously SWCSummit, Disruptors Summit is recognized as the leading event in the tech and startup environment within the Czech Republic and beyond. The Summit gathers regional champs alongside global industry titans such as Steve Wozniak from Apple, Tosca Musk, Kyle Corbitt from Y Combinator, or Tom Cwik from NASA. The Summit comes with an action-packed program, such as the Startup Championship, but also creates valuable space for mingling with founders and investors and catching up with the latest industry trends.

# Czech Visa Lawyer

BROŽ BROŽ VALA advokátní kancelář s.r.o., also known as CzechVisa-Lawyer, is a provider of Czech legal services. We consider ourselves a boutique law firm with a personal touch, focusing on foreign investors in Czechia. Our specialization is immigration law, including visa services. We have dealt with more than 15.000 immigration matters. Also, we provide general support to foreign companies in Czechia, from company establishment and capital increases ending to day-to-day support for companies with 1.000+ employees in areas such as labor law, M&A, contracts, and others. We have cooperated with worldwide-known companies such as Hanwha, Hyundai, Kia, and KEB Hana Bank. Furthermore, we are recognized as high-profile experts in litigation and insolvency law.





# 2023年將在臺灣或捷克共和國參加的前8個 B2B 貿易展

參加貿易展覽和博覽會是跟上您所在領域的最新趨勢或尋找可信賴的業務合作夥伴的不可替代的方式。但是，所有可用事件的無休止清單有時可能會有點壓倒性。這裡有 8 場活動，提供一流的演講者、動感十足的節目和絕佳的交流機會。

## 臺灣：

### 2023 智慧城市 峰會暨博覽會 (SCSE)

3月28日-4月1日

亞太地區最大的混合智慧城市貿易展。今年，SCSE 以數位化轉型和綠色轉型為特色，將於 3 月 28 日至 4 月 1 日在臺北和高雄舉行。作為亞洲最大的 B2B、G2G、G2B 平臺之一，SCSE 預計將聚集超過 150,000 名參觀者和 600 家參展商，並在智慧醫療、交通、建築可持續發展和創業社區等領域舉辦超過 1000 場對接會。

### 台灣半導體展覽會

9月6-8日

對於任何與全球供應鏈緊密相連的公司來說，臺灣半導體展覽會都是臺灣最突出的產業平臺。今年 9 月 6-8 日，全球行業精英齊聚一堂，緊跟行業最新動向，交流資源，拓展網路。2023 年臺灣半導體展覽會有 8 個關鍵主題，從先進製造、化合物半導體和異構集成，到汽車晶片、智慧製造、可持續發展、勞動力和半導體網路安全。

### 台北國際電腦展

5月30日-6月2日

臺北國際電腦展是全球領先的 ICT 和物聯網盛會，展示了整個供應鏈和生態系統。臺北國際電腦展以臺灣完整的 ICT 集群為基礎，涵蓋了從知名名牌到初創企業的 ICT 行業的各個方面。今年，從 5 月 30 日到 6 月 2 日，臺北國際電腦展重點展示高性能計算、人工智慧應用、下一代連接、超現實、創新和初創企業以及可持續發展方面的最新技術趨勢。

### 2023 Energy Taiwan 台灣國際智慧能源週

10月18日至20日

10 月 18 日至 20 日舉行的台灣國際智慧能源週是臺灣最大的綠色能源和淨零國際展覽和整合平臺。特色領域包括光伏、風能、智慧儲能、新興能源和淨零排放相關的材料和系統。展覽還包括各種行業論壇、峰會和採購會議。

## 捷克共和國：

### MSV 2023 – 國際 機械工業博覽會

10月10日至13日

國際機械工業博覽會集了機械和電氣工程各個關鍵領域的專業人士。在布爾諾舉行的國際機械工業博覽會是中歐最具影響力的機械工業博覽會之一。博覽會的重點領域是工業 4.0、數

字工廠和循環經濟。博覽會期間還舉辦了有關當前技術、行業和商業相關問題的專業研討會和講習班。

## 捷克智慧城市展 UBRIS

9月19日至21日

捷克智慧城市展UBRIS是一個大型國際展會，彙聚了中東歐地區發展智慧城市和市政當局的專業人士。展會以會議形式舉辦，為專業知識交流搭建平臺。9月19日至21日在布爾諾舉行，來自中歐城市和直轄市的大量代表齊聚一堂，發展他們的網路並集思廣益解決當前行業問題的切實解決方案。

## 科學博覽會 2023

6月6日

由捷克科學院組織的科學博覽會於6月6日在布拉格舉行，現已發展成為

中歐發展最快的博覽會之一。博覽會聚集了科學機構和以技術為導向、教育和創新驅動的公司，以易懂的方式展示他們的解決方案和研究。博覽會使來自學術界和科研機構的專家和專業人士能夠與商業和公共行業建立聯繫。

## Disruptors Summit

待定

Disruptors Summit 之前是 SWC-Summit，被公認為捷克共和國及其他地區技術和創業環境中的領先活動。峰會彙集了地區冠軍和全球行業巨頭，例如蘋果的 Steve Wozniak、Tosca Musk、Y Combinator 的 Kyle Corbitt 或美國宇航局的 Tom Cwik。峰會包括一個動感十足的議程，例如創業錦標賽，但也為與創始人和投資者交流並趕上最新的行業趨勢創造了寶貴的空間。



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# 8 Key Reasons Why to Choose Taiwan or the Czech Republic as Your New Business Destination

With the economic disruption sweeping through Europe, the business community has witnessed an increased interest in expanding to new markets in the Eastern Hemisphere. There are many countries to choose from, but what makes Taiwan the top location in East Asia for our investment or business expansion?

## 1. Prime location - the gateway to the Asia-Pacific markets

Located in the very center of the Asia-Pacific region, Taiwan's closeness enables reaching main global markets with ease, turning it into a crucial transportation and logistics center. Most Asia-Pacific metropolises are only a short plane ride away, be that Hong Kong, Manila, Seoul, Tokyo, Singapore, or even Sydney.

## 2. Innovation-fueled R&D Heaven

According to the World Economy Forum 2019, Taiwan is the 4th most innovative economy worldwide. This result comes as no surprise since the early 2000s, the Ministry of Economic Affairs (MOEA) has been promoting the Multinational Innovative R&D Centers in Taiwan Initiative to motivate international companies to base their R&D centers in Taiwan. The Initiative has succeeded

in connecting global companies with local Taiwanese enterprises and has turned Taiwan into the regional hub for R&D and industrial innovation.

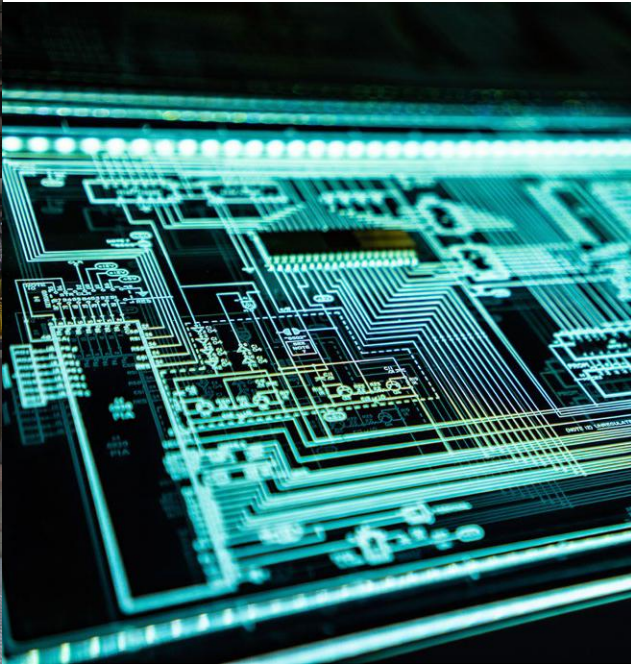
## 3. Business-friendly government policies

The local government is known for introducing initiatives that have turned Taiwan into a business- and startup-friendly hub. By reducing restrictions on foreign direct investment or establishing institutions that focus on aiding foreign companies with business expansion, Taiwan has gradually evolved into an SME heaven.

## 4. Taiwan as an economic hub

Ranking 7 in the World Competitiveness Yearbook (International Institute for Management Development) or 3 in Profit Opportunity Recommendation (Business Environment Risk Intelligence), or being a global leader in the ICT industry and a principal supplier of goods across the industrial spectrum (Government Portal of the Republic of China (Taiwan)), Taiwan proves its vital position in the global economy. Taiwan's economy is highly competitive thanks to a range of factors, be that its immense development potential, R&D expertise, robust capacity to innovate, or talented and highly skilled human resources.





*And how about the other way? In case you stand on the other side of the Western Hemisphere and consider expanding to the European market, here are 4 key reasons why choosing the Czech Republic might meet your business expectations.*

## **1. The heart of Europe equals the gateway to Europe**

Similar to Taiwan, the Czech Republic also attracts foreign investors thanks to its central location that enables reaching all parts of the European Union fairly quickly. Paired with EU membership and well-developed infrastructure, the Czech Republic enjoys its position at the crossroads of European trade.

## **2. Highly skilled workforce**

With the luring inflation and energy prices going through the roof, labor costs are an increasingly important business factor. The Czech Republic combines the availability of graduates from technical fields with lower labor costs compared to any other western country. This positions the Czech Republic as option number one for technological, advanced manufacturing, or R&D-oriented enterprises.



## **3. FDI Magnet**

The Czech Republic has been an attractive FDI magnet since gaining its independence for various reasons. As a stable democracy with a free-market economy, the Czech Republic draws attention with its highly skilled workforce, well-developed infrastructure, and favorable labor costs. (Investment Climate in the Czech Republic, Czechinvest). The FDI has been inpouring into the sectors such as automotive, IT, software, financial services, high-tech, IT, software, or R&D. (Czech National Bank, Foreign Direct Investments for 2018).

## **4. Stable Economic Development**

The Czech Republic has not only been favorably rated by all three major rating agencies, Standard and Poor's, Fitch, and Moody's (Czech National Bank, Rating agencies), but since the early 2000s, the Czech Republic belongs to the thirty most advanced countries (World Bank). Despite the COVID-19 pandemic, the Czech Republic ranked the 18th richest country in the European Union in 2021 in terms of per-capita GDP based on purchasing power parity (Eurostat).

# 選擇臺灣或捷克共和國 作為您的新業務目的地的 8個主要理由

隨著席捲歐洲的經濟動蕩，商界對拓展東半球新市場的興趣日益濃厚。有許多國家可供選擇，但為何台灣成為您在東亞投資或拓展業務的首選地點？

## 擁有絕佳的地理優勢——通往亞太市場的門戶

臺灣位於亞太地區的正中心，地理位置優越，可以輕鬆進入全球主要市場，成為重要的交通和物流中心。大多數亞太大都市距離香港、馬尼拉、首爾、東京、新加坡甚至悉尼都只有很短的飛機航程。

## 創新驅動的研發天堂

根據 2019 年世界經濟論壇，臺灣是全球第四大創新經濟體。這個結果不足為奇，自2000年代初以來，經濟部 (MOEA) 一直在推動「臺灣跨國創新

研發中心計劃」，以鼓勵國際公司在臺灣設立研發中心。該倡議成功地將全球公司與臺灣本地企業聯繫起來，並將臺灣變成了研發和產業創新的區域中心。

## 有利於商業的政府政策

當地政府以推出將台灣變成商業和初創企業友好中心的舉措而聞名。通過放寬外商直接投資的限制，或設立重點協助外資企業拓展業務的機構，臺灣逐漸變成了中小企業的天堂。

## 台灣作為經濟樞紐

在世界競爭力年鑒 (國際管理發展研究所) 中排名第 7 或在盈利機會推薦 (商業環境風險情報) 中排名第 3，或成為 ICT 行業的全球領導者和整個工業領域的主要商品供應商 (政府入口網站) 中華民國 (臺灣)，台灣證明瞭其在全球經濟中的重要地位。由於一系列因素，台灣經濟具有很強的競爭力，巨大的發展潛力、研發專業水準高、強

大的創新能力或才華橫溢的高技能人才資源。

捷克呢？如果您在西半球的另一邊並考慮擴展到歐洲市場，以下是選擇捷克共和國可能滿足您的業務期望的 4 個關鍵原因。

## 歐洲的心臟等於通往歐洲的門戶

與台灣類似，捷克共和國也因其中心位置而吸引了外國投資者，可以相當快地到達歐盟的所有地區。加上歐盟成員身份和發達的基礎設施，捷克共和國享有其在歐洲貿易十字路口的地位。

## 高技能人才

隨著誘人的通貨膨脹和能源價格飆升，工作力成本成為一個越來越重要的商業因素。與任何其他西方國家相比，捷克共和國結合了技術領域畢業生的可用性和較低的工作力成本。這將捷克共和國定位為技術、先進製造或研發型企業的首選。

## 外國直接投資磁鐵

自從出於各種原因獲得獨立以來，捷克共和國一直是吸引外國直接投資的磁石。作為自由市場經濟的穩定民主國家，捷克共和國以其高技能的工作力、發達的基礎設施和有利的成本而備受關注。（捷克共和國的投資環境，捷克投資局）。外商直接投資不斷湧入汽車、資訊技術、軟體、金融服務、高科技或研發等領域。（捷克國家銀行，2018年外國直接投資）

## 穩定的經濟發展

捷克不僅獲得三大評級機構標準普爾、惠譽、穆迪（捷克國家銀行，評級機構）的一致好評，而且自2000年代初以來，捷克就躋身於前三十名最先進國家之列（世界銀行）。儘管COVID-19大流行，但就基於購買力平價（歐盟統計局）的人均GDP而言，捷克共和國在2021年的歐盟最富有國家中排名第18位。



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# Introducing the Czech Space Heaven: 5M from Kunovice

The number of Czech companies that have successfully ventured into space has been steadily rising. Nowadays, 5M is one of the most successful Czech companies that proudly represents this group. 5M predominantly focuses on the development and manufacturing of composite-based subsystems.

5M's first activities related to the development of materials for space started in 2010. From 2012, 5M worked on Czech Cubesat VZLUSAT-1, which launched in 2017. "This project resulted in the successful Czech satellite CubeSat that keeps beating the odds and still orbits the earth, even though its original lifespan was several months. 5M supplied solar arrays, and with the company TTS, 5M developed radiation shielding for which design we used experience from the European Space Agency (ESA) project pertaining to the development of radiation shielding for JUICE satellites," says Ing. Richard Pavlica, Ph.D., the Co-owner.

The Czech Republic joined the European Space Agency (ESA) in 2008. The first 5M's cooperation with ESA started in 2013 with a project for the development of new composite materials and adhesives, in cooperation with Thales Alenia Space (TAS) and Airbus Defence and Space. "This cooperation remains the foundation for most 5M space activities, and we have managed to design and implement new adhesives and composite components for use in space," adds Pavlica.

## Flexible solar array - the key to a new generation of satellites

5M is a leader of the Czech companies consortium associated with Brno Space Technology Group (BSTG), which develops complete

mechanical parts of new-generation flexible solar arrays in cooperation with TAS. It is the first flexible solar array application developed in Europe. The development of this revolutionary concept was enabled by ESA's support and cooperation with other consortium companies, Frentech Aerospace, L.K. Engineering, and BD Sensors. The successful development of a Flexible Solar Array enables TAS to create a new universal telecommunication satellite platform - SSpace INspired (INstant SSpace In-orbit Re-configuration). "The configuration of ASTRA 1Q is basically the first satellite applying the flexible solar array concept. This new platform for telecommunication satellites will increase their effectiveness by significantly decreasing costs related to the output. 5M and its partners from BSTG became proud partners of the project," explains Pavlica.

## Searching for exoplanets

# 介紹捷克太空天堂：庫諾維斯的5M

5M leaves a significant mark not only in industrial space applications but also in the scientific area. Europe has been preparing the PLATO mission, which has several scientific goals. Among those, an important objective is searching for nearby planetary systems and determination of their size and mass, as well as the detection of exoplanets with earth-like size in the habitable zone of its mother star, or the measurement of star oscillations, and study of their inner structure and age.

PLATO spacecraft service module was constructed and built in Brno by SAB Aerospace. 5M is responsible for the manufacturing and delivery of sandwich panels as a basic component of the spacecraft structure. Structural model 31 unique sandwich panels, made from carbon fibers, were delivered in 2022, with the biggest one with a respectable size of 2.8 x 3.1 meters. 5M is currently working on the delivery of the flying model panels, with expected delivery in 2023.

## Get to know 5M

Since 1992 when 5M Ltd. was founded, its founders followed up on their earlier activities in the area of adhesives, composites, and sandwich materials and the company thereby achieved rapid development. Currently, the company has its own research & development center with a laboratory, a modern manufacturing facility for pultrusion lines, and a total production area of over 17,000 m<sup>2</sup>, with 250 employees. Main Industrial Applications are composite parts for aircraft such as Airbus A350 and for the building of trains and buses. Light composite materials seem to have a high potential for e-mobility, and one of the biggest industrial projects in 5M is a complete structure of electric buses for company EBUSCO.

5M keeps growing. In 2021, 5M opened a new composite manufacturing hall with three levels. Cur-

rently, space applications stand for 25% of 5M's overall activities.

成功進入太空的捷克公司數量一直在穩步上升。如今, 5M 是捷克最成功的公司之一, 自豪地代表了這個群體。5M 主要專注於基於複合材料的子系統的開發和製造。

5M 與太空材料開發相關的首批活動始於 2010 年。從 2012 年開始, 5M 致力於捷克 Cubesat VZLUSAT-1, 該衛星於 2017 年發射。“這個專案促成了捷克衛星 CubeSat 的成功, 儘管它最初的壽命只有幾個月, 但它一直在克服困難並仍在繞地球運行。5M 提供太陽能電池板, TTS 與該公司一起開發了輻射遮罩, 我們利用歐洲空間局 (ESA) 專案中與 JUICE 衛星輻射遮罩開發相關的經驗進行設計。”共同所有人帕夫利卡博士 (Richard Pavlica) 說。

捷克共和國於 2008 年加入歐洲空間局 (ESA)。第一個 5M 與歐空局的合作始於 2013 年, 與 Thales Alenia Space (TAS) 和空中客車防務與航太公司合作開發新型複合材料和粘合劑的專案。“這種合作仍然是大多數 5M 太空活動的基礎, 我們已經成功設計和實施了用於太空的新型粘合劑和複合材料元件,” 帕夫利卡補充道。

## 柔性太陽能電池陣列——新一代衛星的關鍵

5M 是與布爾諾空間技術集團 (BSTG) 相關的捷克公司財團的領導者, 該集團與 TAS 合作開發新一代柔性太陽能電池陣列的完整機械部件。它是歐洲開發的第一個柔性太陽能電池陣列應用。ESA 與其他財團公司 Frentech Aerospace、LK 的支援和合作促成了這一革命性概念的發展工程和 BD 感測器。

柔性太陽能電池陣列的成功開發使 TAS

能夠創建一個新的通用電信衛星平臺 - SPACE INspired (即時空間在軌重新配置)。“ASTRA 1Q 的配置基本上是第一顆應用柔性太陽能電池陣列概念的衛星。這個新的通信衛星平臺將通過顯著降低與輸出相關的成本來提高其效率。5M 及其來自 BSTG 的合作夥伴成為該專案的驕傲合作夥伴,” 帕夫利卡解釋道。

## 尋找系外行星

5M 不僅在工業空間應用, 而且在科學領域都留下了重要的印記。歐洲一直在準備柏拉圖任務 (PLATO mission), 它有幾個科學目標。其中, 一個重要的目標是尋找附近的行星系統並確定它們的大小和品質, 以及在其母星的宜居帶中發現類地大小的系外行星, 或測量恆星振蕩, 並研究他們的內部結構和年齡。

PLATO 航太器服務模組由 SAB Aerospace 在布爾諾建造。5M 負責製造和交付作為航太器結構基本部件的夾芯板。結構模型 2022 年交付了 31 塊由碳纖維製成的獨特夾層板, 其中最大的一塊尺寸為 2.8 x 3.1 米, 相當可觀。5M 目前正在著手交付飛行模型面板, 預計 2023 年交付。

## 瞭解5M

自1992年5M Ltd. 成立以來, 其創始人在膠粘劑、複合材料和三明治材料領域延續了他們早期的活動, 從而使公司取得了快速發展。目前, 公司擁有自己的研發中心和實驗室, 現代化的拉擠生產線製造設施, 總生產面積超過17,000平方米, 擁有250名員工。主要工業應用是空客 A350 等飛機的複合材料部件以及火車和公共汽車的製造。輕型複合材料似乎在電動汽車方面具有很高的潛力, 5M 最大的工業專案之一是 EBUSCO 公司的電動巴士的完整結構。

5M 不斷增長。2021年, 5M新開三層複合材料製造車間。目前, 空間應用佔 5M 整體活動的 25%。

# Tomáš Liška from FoxCom: From Cooperating With the Czech Ministry of Industry and Trade to the European Union Agency for the Space Programme



**FoxCom is a leading-edge software development Czech studio focused entirely on the analysis, architecture, implementation, integration, deployment, and maintenance of database-driven software. Get to know more about FoxCom in an interview with its CEO and owner, Ing. Tomáš Liška, Ph.D.**

## **How would you describe FoxCom's strengths?**

With long-lasting experience and rich know-how, our dynamic, high-skilled team works with large clients as well as with mid-sized businesses in Europe to deliver lasting robust results through smart software solutions.

## **In what industries can we find FoxCom's software products?**

Our products support processes in aviation logistics, agriculture, financial insurance, e-commerce, and the railway diagnostics sector. FoxCom utilizes a modern software engineering approach, methods, algorithms, and technology stacks as well as ar-

tificial intelligence and fundamental methods for data processing.

## **How would you describe FoxCom's position in the European market?**

FoxCom is a middle-sized company fully focused on software engineering and software development. We have been cooperating with a diverse client base for more than 25 years. It is our honor to work on software projects for big institutions in the Czech Republic and in Europe, such as the Czech Railway Administration, the Czech Ministry of Industry and Trade, the Czech State Agricultural Intervention Fund, and the Ministry of Agriculture. Among commercial companies, we provide services for Emirates, Air Dispatch CLC, Finnair, Norwegian Airlines, Elektrolina, Efficio Consulting, Uniq, European Union Agency for the Space Programme.

## **Speaking of software engineering, what technologies and methods do you employ to drive your business?**

Like many other professional software developers around the world,

we like to use the agile approach. Our favorite methodology is SCR, which is utilized in our daily operations. It comes with many advantages. It is a dynamic approach, you can react to various situations and solve surprises quickly, but the overall project control is still present. The projects can be managed very efficiently. Naturally, we use tools such as Git, Wiki, and DocBook.

At the level of technologies, we cover a variety of programming languages and tools. Depending on the project and customer requirements, we build software in traditional languages such as C and C++ or C#.NET. In the web-based sector, HTML, CSS, JavaScript, and PHP in a combination with robust frameworks like Bootstrap and High-charts are used in the SW development process. At the database layer, we utilize various SQL database servers technologies such as MySQL, Oracle, and PostgreSQL. For the data integration layer, we use REST and SOAP web services as the industry standard. Among other technology stacks, we

also develop software in environments based on Node.js, and Java. Our employees passed various professional testing and obtained certificates of SCRUM, TOGAF, Archimate, Cybersecurity, and ISO/IEC 27000 standards. Our team consists of tens of senior software developers. The development laboratory as well as the HQ of the company are situated close to the PRG airport.

**What is FoxCom's key expertise? What does cooperation with FoxCom look like, can you walk us through the steps?**

FoxCom works solely in the software development sector. It is our expertise. Naturally, we can lead the customer through the whole process, from the idea to the final implementation. It usually starts with an interview where we capture the rough idea, and we dive deeper into the field to understand the requirements of users. Based on the data we collect, the analysis and a solution proposal are provided for several iterations of discussion. We aim to make a comprehensive solution proposal, which is the software-building documentation, for both sides of the deal. The following phase, the implementation, is the part where all captured ideas, models, processes, and requirements are implemented into the software components. These are later integrated into the working platform. In the phase of testing, we cooperate with the customer to fine-tune all aspects of the new software tool to achieve the best results for future users. In the end, the software is deployed and maintained as a part of our services.

FoxCom 是捷克領先的軟體開發工作室，完全專注於資料庫驅動軟體的分析、架構、實施、集成、部署和維護。在採訪首席執行官兼擁有者利什卡博士中可瞭解更多關於FoxCom的資訊。

**您如何描述 FoxCom 的優勢？**

憑藉長期的經驗和豐富的專業知識，我們充滿活力的高技能團隊與歐洲的

# 來自 FoxCom 的利什卡先生 (Tomáš Liška)：從與捷克工業和貿易部合作到歐盟太空計畫署

大客戶以及中型企業合作，通過智慧軟體解決方案提供持久穩健的成果。

**在哪些行業可以找到FoxCom的軟體產品？**

我們的產品支援航空物流、農業、金融保險、電子商務和鐵路診斷領域的流程。FoxCom 利用現代軟體工程方法、方法、演算法和技術堆疊以及人工智慧和數據處理的基本方法。

**您如何描述 FoxCom 在歐洲市場的地位？**

FoxCom 是一家完全專注於軟體工程和軟體開發的中型公司。25年來，我們一直與多元化的客戶群合作。我們很榮幸為捷克共和國和歐洲的大型機構從事軟體專案，例如捷克鐵路局、捷克工業和貿易部、捷克國家農業干預基金和農業部。在商業公司中，我們為阿聯酋航空、Air Dispatch CLC、芬蘭航空、挪威航空、Elektroline、Efficio Consulting、Uniqa、歐盟太空計畫署提供服務。

**說到軟體工程，您採用哪些技術和方法來推動您的業務發展？**

與世界上許多其他專業軟體開發人員一樣，我們喜歡使用敏捷方法。我們最喜歡的方法是 SCR，它用於我們的日常運營。它具有許多優點。它是一種動態的方法，你可以對各種情況做出反應並快速解決意外情況，但總體專案控制仍然存在。可以非常有效地管理專案。自然地，我們使用 Git、Wiki 和 DocBook 等工具。

在技術層面，我們涵蓋了各種程式設計語言和工具。根據項目和客戶要求，我們使用 C 和 C++ 或 C# .NET 等傳統語言

構建軟體。在基於 Web 的領域，HTML、CSS、JavaScript 和 PHP 與 Bootstrap 和 High-charts 等強大的框架相結合，用於 SW 開發過程。在資料庫層，我們利用了各種 SQL 資料庫伺服器技術，例如 MySQL、Oracle 和 PostgreSQL。對於數據集成層，我們使用 REST 和 SOAP Web 服務作為行業標準。在其他技術堆疊中，我們還在基於 Node.js 和 Java 的環境中開發軟體。

我們的員工通過了各種專業測試，並獲得了 SCRUM、TOGAF、Archimate、Cybersecurity 和 ISO/IEC 27000 標準的證書。我們的團隊由數十名高級軟體開發人員組成。開發實驗室和公司總部都位於布拉格機場附近。

**FoxCom 的主要專長是什麼？與 FoxCom 的合作是什麼樣的，您能為我們介紹一下這些步驟嗎？**

FoxCom 只從事軟體開發領域。這是我們的專長。當然，我們可以帶領客戶完成從構思到最終實施的整個過程。它通常從採訪開始，我們在採訪中捕捉粗略的想法，然後我們深入到該領域以了解使用者的需求。根據我們收集的數據，為數次反覆運算討論提供分析和解決方案。我們的目標是為交易雙方制定一個全面的解決方案建議，即軟體構建文檔。接下來的階段，即實施，是將所有捕獲的想法、模型、過程和需求實施到軟體元件中的部分。這些後來被集成到工作平臺中。在測試階段，我們與客戶合作，對新軟體工具的各個方面進行微調，為未來的使用者提供最好的結果。最後，軟體作為我們服務的一部分進行部署和維護。



CHANGING PATIENTS' LIVES  
THROUGH NON-INVASIVE  
ELECTROCEUTICALS





# World-Leading Healthcare Innovation - a Czech Company Changing Patients' Lives Through Non-Invasive Electroceuticals

Stimvia, a pioneering Czech company in the field of medical technology, developed the first device in the world that can non-invasively stimulate the brain, where many chronic diseases originate. One of them is overactive bladder and Stimvia is leading the way in its treatment. Clinical studies to date prove that URIS®, as the device is called, is one of the most effective tools for treatment of this disease, which affects more than 500 million people worldwide.

Stimvia is getting more and more recognized by doctors, their patients, and investors. The technology developed by this Czech company offers enormous potential - it could one day treat tens of millions of people suffering from various diseases, the common denominator of which is the faulty function of deep structures in the brain, when parts of this organ work more than they should and others are, on the contrary, in attenuation. As a result communi-

cation between the brain and the affected organ disrupted.

Stimvia's URIS device can restore the balance in the brain by means of so-called non-invasive neuromodulation, in which specially developed electrodes attached to the patient's legs send electrical impulses to the brain and thereby change its plasticity. So far, this is the only non-invasive method that is capable of this function, and which at the same time shows similar effectiveness to that of deep brain stimulation technology, in which electrodes are operated directly into the patient's brain. In a few years, URIS could therefore compete with this surgery, which is only recommended for patients with severe or rapidly worsening Parkinson's disease due to its invasiveness.

In total, the technology of the URIS device has the potential for supportive treatment in more than 30 diseases associated with

a disorder of the central nervous system. In addition to Parkinson's disease, it also covers Alzheimer's disease, infertility treatment, erectile dysfunction and premature ejaculation, migraines, irritable bowel syndrome and other diseases including sleep apnea. Around the same number of people around the world suffer from this disease, in which the person stops breathing during sleep, similarly to overactive bladder disease, Stimvia is leading the way its treatment. "We see that our device has the potential to achieve the same success in the overactive bladder treatment market as the American multinational corporation, ResMed, with its device to help treat sleep apnea. ResMed has more than 15 million devices on the market and its annual turnover is around 3 billion dollars. These are numbers that we perceive as realistic for us as well, as it is a very comparable business model in all respects," says Stimvia CEO Lukáš Doskočil.

# 世界領先的醫療保健創新—— 一家捷克公司通過無創電子藥物產品改變患者的生活



Commercialization of the URIS device is possible immediately, however, its introduction into the reimbursement system of health insurance companies will enable the treatment of a larger number of patients. The positive financial benefit is significant, as the URIS device is many times cheaper than in the case of invasive neuromodulation, in which the costs range from 400 to 600 thousand CZK for one operation, while insurance companies must pay this amount at once with the view that the patient will be in 7 up to 10 years need another operation. For the same budget, Stimvia is able to treat up to twenty times more patients.

The technology of non-invasive neuromodulation has already gained the trust of a number of

investors, who provided Stimvia with \$6 million to solve incontinence problems. The company used them to develop the technology and conduct the necessary clinical studies, which repeatedly confirm that URIS is one of the most effective methods for treatment of overactive bladder. In addition, it is also environmentally friendly. Not only is it made from recyclable and recycled materials, but it significantly reduces the amount of disposable waste (diapers, incontinence pads) that overactive bladder patients still have to use, and whose decomposition time is 400 years.

Stimvia's key technology elements and methods are already protected by more than 100 international patents in the EU, Japan, Russia

and the US. What we are proud of is having one of the most prestigious certifications from the renowned German institution TÜV SÜD. More information, including contact information for Stimvia, can be found on the website [www.stimvia.com](http://www.stimvia.com).

Stimvia 是捷克醫療技術領域的先驅公司，它開發了世界上第一台可以非侵入性刺激大腦的設備，許多慢性疾病都起源於大腦。其中之一是膀胱過度活動症，而 Stimvia 正在引領其治療之路。迄今為止的臨床研究證明，該 URIS® 設備是治療這種疾病的最有效工具之一，該疾病影響著全世界 5 億多人。

Stimvia 越來越受到醫生、患者和投資者的認可。這家捷克公司開發的技術具有巨大的潛力——有一天它可以治療數千萬患有各種疾病的人，這些疾

病的共同點是大腦深層結構的功能缺陷，當這個器官的某些部分工作超過他們應該，而其他人則相反，處於衰減狀態。結果，大腦和受影響器官之間的交流中斷了。

Stimvia 的 URIS 設備可以通過所謂的非侵入性神經調節恢復大腦的平衡，其中專門開發的電極連接到患者的腿上，向大腦發送電脈衝，從而改變其可塑性。迄今為止，這是唯一能夠實現這一功能的非侵入性方法，同時顯示出與深部腦刺激技術相似的有效性，在這種技術中，電極直接進入患者的大腦。因此，在幾年內，URIS 可能會與這種手術競爭，因為它具有侵入性，僅推薦用於嚴重或迅速惡化的帕金森氏病患者。

總的來說，URIS 設備的技術有可能對 30 多種與中樞神經系統疾病相關的疾病進行支持性治療。除帕金森病外，還涵蓋阿爾茨海默病、不孕不育治療、勃起功能障礙及早洩、偏頭痛、腸易激綜合症以及包括睡眠呼吸暫停在內的其他疾病。全世界大約有相同數量的人患有這種疾病，患者在睡眠中停止呼吸，類似於膀胱過度

活動症，Stimvia 正在引領其治療。“我們看到我們的設備有潛力在膀胱過度活動症治療市場取得與美國跨國公司 ResMed 一樣的成功，其設備有助於治療睡眠呼吸暫停。ResMed 在市場上擁有超過 1500 萬台設備，年營業額約為 30 億美元。我們認為這些數位對我們來說也是現實的，因為它在各個方面都是非常可比的商業模式，” Stimvia 首席執行官多斯科西 (Lukáš Doskočil) 說。

URIS 設備馬上可以商業化，但是，將其引入健康保險公司的報銷系統將使更多患者能夠接受治療。積極的經濟效益是顯著的，因為 URIS 設備比侵入性神經調節便宜很多，在侵入性神經調節中，一次手術的成本從 400 到 60 萬捷克克朗不等，而保險公司必須立即支付這筆費用患者將在 7 至 10 年內需要再次進行手術。對於相同的預算，Stimvia 能夠治療多達 20 倍的患者。

非侵入性神經調節技術已經獲得了眾多投資者的信任，他們向 Stimvia 提供了 600 萬美元用於解決失禁問題。該公司利用該資金來開發技術並進行必

要的臨床研究，反覆證實 URIS 是治療膀胱過度活動症最有效的方法之一。此外，它也是環保的。它不僅由可回收和再生材料製成，而且顯著減少了膀胱過度活動症患者仍需使用的一次性垃圾（尿布、失禁墊）的數量，其分解時間為 400 年。

Stimvia 的關鍵技術要素和方法已在歐盟、日本、俄羅斯和美國獲得 100 多項國際專利保護。我們引以為豪的是擁有德國著名機構 TÜV SÜD 頒發的最負盛名的認證之一。更多資訊，包括 Stimvia 的聯繫資訊，可在網站 [www.stimvia.com](http://www.stimvia.com) 上找到。



# Let's Be 'Realistic' - Progress Cannot Be Stopped

With its tradition and know-how tracing back to 1927, REALISTIC is one of the most long-standing specialists in complex supplies in various areas, from industrial furnaces, gas, and electric, production lines for forges to foundries, glass-works, porcelain factories, and building materials such as bricks.

## A complex range of services

REALISTIC's comprehensive set of services proves the unprecedented pace of change the industry has faced throughout the last century and the importance of keeping up with the trends and demands of the market. REALISTIC provides not only applications in parts of the production chains for the automotive, energy, aerospace, or armaments industries but also incorporated to its services the delivery of custom-made solutions, such as manufacturing equipment, meeting specific customer requirements for special productions. REALISTIC focuses on sustainability with servicing for all supplied installations, including servicing and equipment repair from other thermal equipment manufacturers. A crucial part of Realistic implementations is the modernization of older

### Save up to 40% of energy consumption with Realistic

Let us modernize your older installations and reduce your energy consumption by up to 40%. Without compromising production capacity or quality, we have an effective solution to combat the skyrocketing energy prices.

installations with a focus on reducing energy consumption by up to 40%, together with increasing production capacity and production quality. Besides, REALISTIC also engages in research and development, currently focusing on developing a microwave drying chamber.

## Get to know the Realistic Lines

To meet the complex needs and expectations of the Czech market, Realistic has at its disposal a vast range of equipment.

## Get to know the equipment for the technology of heat treatment in a protective atmosphere

- **An electric shaft furnace** is used for the chemical-heat treatment of the material at temperatures of up to 950°C and weight of the charge of up to about 400 kg in the presence of a protective atmosphere.
- **The chemical-heat treatment process** is controlled by a control system consisting of the appropriate atmosphere measurement device, a control system for temperature control and atmospheric control (hardware), control and security software, gas distribution controls - media stand.
- **The gas distribution system** works with hydrocarbon liquid (methanol), carrier gas (natural gas), and technical nitrogen air.

# 讓我們‘現實/Realistic’ — 進步不能停止



憑藉其可追溯到 1927 年的傳統和專業知識，REALISTIC 是各個領域複雜供應領域歷史最悠久的專家之一，從工業爐、煤氣和電力、鍛造生產線到鑄造廠、玻璃廠、瓷器廠，以及磚等建築材料。

## 完整的服務範圍

REALISTIC 全面的服務證明瞭該行業在整個上個世紀所面臨的前所未有的變革步伐以及緊跟市場趨勢和需求的重要性。REALISTIC 不僅在汽車、能源、航空航太或軍備行業的部分生產鏈中提供應用程式，而且還在其服務中提供定製解決方案的交付，例如製造設備，以滿足客戶對特殊產品的特定要求。- REALISTIC 專注於可持續性，為所有提供的裝置提供服務，包括來自其他熱力設備製造商的服務和設備維修。 REALISTIC 實施的一個關鍵部分是對舊設施進行現代化改造，重點是將能源消耗降低多達 40%，同時提高生產能力和生產品質。此外，REALISTIC也進行研發，目前專注於開發微波乾燥箱。

使用 Realistic 可節省高達 40% 的能源消耗  
讓我們對您的舊設備進行現代化改造，並將您的能源消耗降低多達 40%。在不影響生產能力或質量的情況下，我們有一個有效的解決方案來應對飛漲的能源價格。

## 了解現Realistic

為了滿足捷克市場的複雜需求和期望，Realistic 擁有種類繁多的設備供其使用。



## 瞭解保護氣氛熱處理技術設備

- 電豎爐用於在高達950° C 的溫度和高達約 400 kg 的裝料重量下在保護氣氛存在下對材料進行化學熱處理。
- 化學熱處理過程由一個控制系統控制，該控制系統由適當的大氣測量裝置、溫度控制和大氣控制（硬體）控制系統、控制和安全軟體、氣體分配控制 - 介質支架組成。
- 氣體分配系統使用碳氫化合物液體（甲醇）、載氣（天然氣）和工業氮氣。

### Heat Treatment Line 熱處理線

2x	Stationary Table 固定桌	loading and unloading the charge 裝載和卸載電荷
1x	Austenitizing Furnace 奧氏體化爐	PE 10.15.4/11,5 - temperature up to 溫度高達 1150 °C
1x	Austenitizing Furnace 奧氏體化爐	PE 10.15.4/9.5 - temperature up to 溫度高達 950 °C
2x	Tempering Furnace 鋼化爐	PE 10.15.4/7,5 - temperature up to 溫度高達 780 °C
2x	Quenching Bath 淬火槽	KVV 18 - quenching medium: polymer, water. 淬火介質：聚合物、水。
1x	cooling box 冷卻箱	
1x	manipulator 機械手	
1x	electrical control box including automatic control system 電氣控制箱，包括自動控制系統	

### Line With Roller Conveyor for Heat Treatment of Forgings: 鍛件熱處理輦道輸送線：

Gas-fired Continuous Roller Furnace 用於淬火前加熱的燃氣連續輦式爐	PY 10.88.4/9.5 for heating before quenching
Gas-fired Continuous Roller Tempering Furnace 燃氣連續輦式回火爐	PY 10.128.4/7.5
Quenching Tank Water 淬火槽水	
Quenching Tank Polymer 淬火槽聚合物	
Cooling of the Quenching Tank 淬火槽的冷卻	
Isothermal Box 恆溫箱	
Tilter for one Basket 傾斜一個籃子	
Control System 控制系統	

# 3 Perfect Places to Visit During your Next Business Trip to Taiwan

Taiwan is a well-known business hub and startup heaven, but its innovation and tech legacy doesn't do justice to its charms. Next time you are planning a business trip to Taiwan, plan an extra day off to explore the enchanting side of this beautiful island. Here are 3 places, all easily accessible from Taipei, to put on your traveling list:

## Elephant Mountain (象山, Xiàngshān)

### Catch a panoramic view of Taipei

Start your Taiwanese adventure with a short pleasant hike in the capital city. The hike is challenging enough to make it feel like an exercise, with a rewarding panoramic view after conquering over 600 steps. Elephant Mountain is a popular spot to catch a sunrise or a sunset, offering breathtaking views of the whole city, especially Taipei 101.

**Local's Tip:** In case you are a hiking enthusiast, visit Yang Ming National Park, located in northern Taipei City. Easily accessible from downtown, Yang Ming offers countless hiking trails and famous hot springs.



## Beitou (北投區, Běitóu qū)

### Relax and enjoy hot springs

How about a relaxing hot spring session after an exhausting day of back-to-back business meetings? Thanks to Japanese heritage, there are more than 100 hot springs scattered across Taiwan. But Beitou hot springs have a special place in the hearts of the Taipei locals for their accessibility and unique atmosphere. A countless selection of bathtubs, hot springs, and public baths is just a 30-minute train ride from the city center.



## The Port City of Keelung

### Visit fresh seafood heaven

Do you fancy Taiwanese cuisine or endless options of local seafood? Then visiting the famous Keelung Night Market might be worth exploring. Overlooking the Donghai ocean and located only 49 minutes by train from Taipei, Keelung offers countless seafood options, from crab soup and oyster omelet to tempera fish paste, butter or deep-fried crab, or braised eel, you will find anything your heart desires.

**Foodie's tip:** In case your seafood cravings still prevail, visit the Kanziding Fish Market, a famous seafood market open from 10 PM to 6 AM.



# 下次去捷克共和國出差時必去的3個完美地點



捷克共和國。這個位於歐洲中心的國家不僅由其著迷於創新的先驅者定義，而且還由其相當相似的建築定義。下次您前往布拉格出差時，這裡有 3 個迷人的地方值得一遊。

## 1. 捷克克魯姆洛夫

欣賞浪漫的小巷

如果您無數次走過布拉格的街道，乘火車到這個浪漫的小鎮只需3小時。捷克克魯姆洛夫不那麼擁擠，但同樣迷人，它位於南波希米亞地區連綿起伏的丘陵上。風景如畫的老城區擁有浪漫的鵝卵石街道和優雅的建築，使這座小鎮成為輕鬆漫步和探索的完美之選。





## 2. 卡羅維發利

享受溫泉和精緻的糕點

卡羅維發利 (Karlovy Vary) 也被稱為卡爾斯巴德 (Carlsbad)，以其具有療效的溫泉而廣為人知，正是這些溫泉使該鎮成為了一個受歡迎的度假勝地。從布拉格乘坐火車僅兩小時後，您可以漫步在河邊優雅的柱廊上，或者在鎮上最古老的咖啡館 Elefant 享用美味的蛋糕。如果您渴望冒險，可以在其中一個水療中心購買一個“啜飲杯”，然後品嚐分散在鎮上的所有 13 處泉水的水。



## 3. 卡爾施泰因城堡

回到中世紀

無論您是否是歷史愛好者，每個人都會在卡爾施泰因城堡找到他喜歡的東西。卡爾施泰因城堡離布拉格僅 30 公里，是捷克最著名的城堡之一。這座哥特式城堡建於 1300 年代，以保護波西米亞皇冠上的珠寶，以精美的歷史建築和迷人的故事吸引著遊客。

當地小貼士：如果您渴望冒險，可以在卡爾施泰因城堡附近進行一次小型遠足探險。這些廣受歡迎的遠足小徑覆蓋著茂密的森林，隱藏著美麗的懸崖、優美的景色和著名的廢棄採石場 Velká Amerika (大美洲)。





## Czech Republic's Best Quality Hydro Turbines

### MAVEL COMPANY

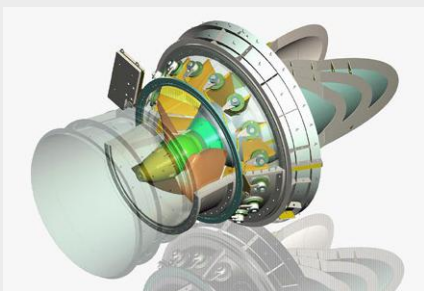


Mavel has more than 100 in-house Kaplan, Francis, Pelton and Micro turbine designs, own production facilities and service capability worldwide.

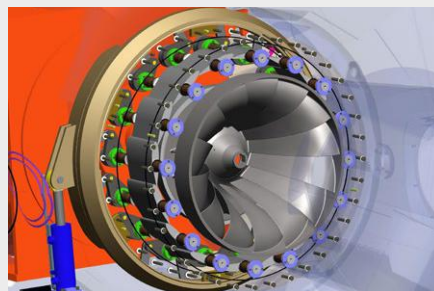


Mavel is a global manufacturing and engineering company that specializes in the production of new turbines, related technologies and upgrades of existing hydropower plants with turbines ranging from 30 kW to 30+ MW per unit.

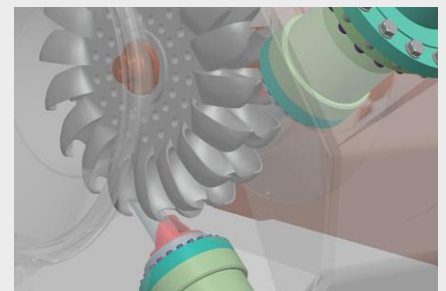
### MAVEL – SCOPE – EQUIPMENT TURBINES



**Kaplan**



**Francis**



**Pelton**

### Water to Wire Packages

**Generators – Hydraulic Power Units – Valves**

**Gearboxes – Electric Balance of Plant – Controls**



## References in Asia

### Four Rivers Project, South Korea

5 HPPs with 11 Kaplan Turbines  
Total Power Output: 16.3 MW  
Head: 2.3 – 7.1 m  
Commissioned in 2012



### Song Quang HPP, Vietnam

Francis Horizontal Turbines  
Power Output: 14.4 MW  
Head: 150 m  
Commissioned in 2021



### Ainomatadani HPP, Japan

Pelton Vertical Turbine  
Power Output: 1 MW  
Head: 114.2 m  
Commissioned in 2021



### Mae Tuen HPP, Thailand

Francis Horizontal Turbines  
Power Output: 1 MW  
Head: 72.7 m  
Commissioned in 2020



### Abotani HPP, Japan

Francis Horizontal Turbine  
Power Output: 0.7 MW  
Head: 70 m  
Commissioned in 2021



