

Adviser :  經濟部中小及新創企業署  
SMALL AND MEDIUM ENTERPRISE AND STARTUP ADMINISTRATION  
MINISTRY OF ECONOMIC AFFAIRS

Organizer :  TAIWAN  
STARTUP  
TERRACE

Implementer :  台北市電腦公會  
Taipei Computer Association

 IAPS  
National Yang Ming Chiao Tung University



# Soft Landing Program(SLP)

IAPS x Startup Terrace x SMESA





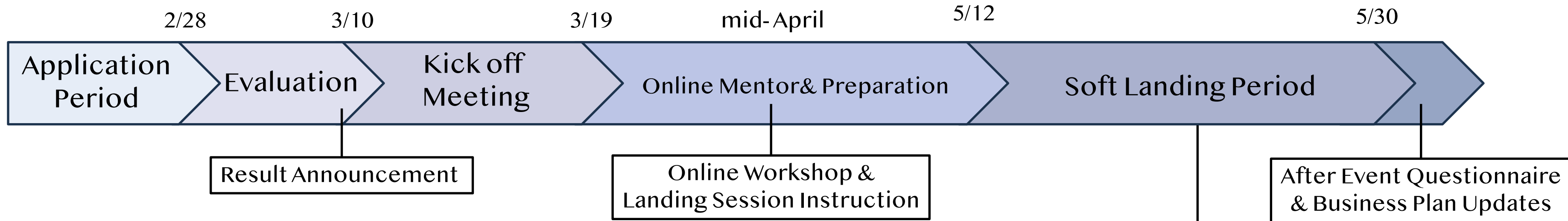
# Soft Landing Program

IAPS x Startup Terrace x SMESA

## Who we look for

- Non-Taiwanese Tech Startups
  - Establish less than 8 years
  - Startups Focus on:
    - ✓ **Smart Manufacturing** (Priority will be given to AIoT-related candidates)
      - ✓ Smart Factory
      - ✓ Smart Home
      - ✓ Semiconductor
      - ✓ Sensor Device
      - ✓ Ai-Robot/ Robot Arm
      - ✓ Energy Management
      - ✓ Logistics Automation
- ...and more

# Program Timeline



## Soft landing period (TBD)

	Monday	Tuesday	Wednesday	Thursday	Friday
Week 1- Taipei	5/12 Orientation	5/13 Workshop: Taiwan Business Practices	5/14 Company Visit: <u>Ennoconn</u>	5/15 Cultural Tour Taipei: Dadaocheng	5/16 Investor & Business Matchmaking
Week 2- Taipei	5/19 Customized Business Activities (Arranged based on Startup Needs)	5/20 InnoVEX	5/21 InnoVEX & Demo Pitch	5/22 InnoVEX	5/23 InnoVEX
		Customized 1v1 Business Matching Activities			
Week 3- Kaohsiung	5/26 Startup Terrace Kaohsiung Visit	5/27 Customized Business Activities (Arranged based on Startup Needs)	5/28 Kaohsiung Smart Manufacturing Company Visit- <b>Tongtai Machine &amp; Tool Co., Ltd.</b>	5/29 Customized Business Activities (Arranged based on Startup Needs)	5/30 Kaohsiung Local Industries Cross-Field Collaboration

# What to Expect...

	Monday	Tuesday	Wednesday	Thursday	Friday
Week 1- Taipei	5/12 Orientation	5/13 Workshop: Taiwan Business Practices <ul style="list-style-type: none"> <li>Legal</li> <li>Accounting</li> <li><b>104 Corporation</b> (Taiwan's largest job hunting website)</li> </ul>	5/14 Company Visit: <b>Ennoconn</b> Ennoconn is a Taiwanese company specializing in industrial IoT solutions and embedded systems, offering products like industrial computers and automation equipment for various industries.	5/15 Cultural Tour Taipei: Dadaocheng	5/16 Investor & Business Matchmaking <ul style="list-style-type: none"> <li>NYCU Alumni Community (Investors)</li> <li>Asia Pacific Accelerator Network(AAN)</li> </ul>
Week 2- Taipei	5/19 Customized Business Activities (Arranged based on Startup Needs)	5/20 InnoVEX	5/21 InnoVEX & Demo Pitch	5/22 InnoVEX	5/23 InnoVEX
<b>*Free Booth &amp; Customized 1v1 Business Matching Activities</b>					
Week 3- Kaohsiung	5/26 Startup Terrace Kaohsiung Visit <ul style="list-style-type: none"> <li><b>Startup Terrace Kaohsiung</b></li> <li>NVIDIA Taipei-1(Under Construction)</li> <li>Kiaofarming (Smart agriculture and food tech platform)</li> <li>National Sun Yat-sen University</li> <li><b>Kaohsiung national IC Chip Center</b></li> <li><b>SAP's ESG &amp; AI innovation center</b></li> </ul>	5/27 Customized Business Activities (Arranged based on Startup Needs)	5/28 Kaohsiung Company Visit- <b>Tongtai Machine &amp; Tool Co., Ltd.</b> Tongtai Machine & Tool Co., Ltd. is a leading Taiwanese CNC machine tool manufacturer, specializing in machining centers, lathes, and laser processing machines.	5/29 Customized Business Activities (Arranged based on Startup Needs)	5/30 Kaohsiung Local Industries Cross-Field Collaboration <ul style="list-style-type: none"> <li>Kaohsiung City Government</li> <li><b>Pier-2 Art Center</b></li> <li>Foxconn (EV, smart city and manufacture)</li> <li>Visit <b>Foxconn /Wistron/ LITEON</b></li> </ul>

- ✓ Matching with IAPS partners (See p.12)
- ✓ **5+ Pitch** Opportunities
- ✓ Funding/ Consulting/ Manufacture/ Business Partners opportunity with:



And More...



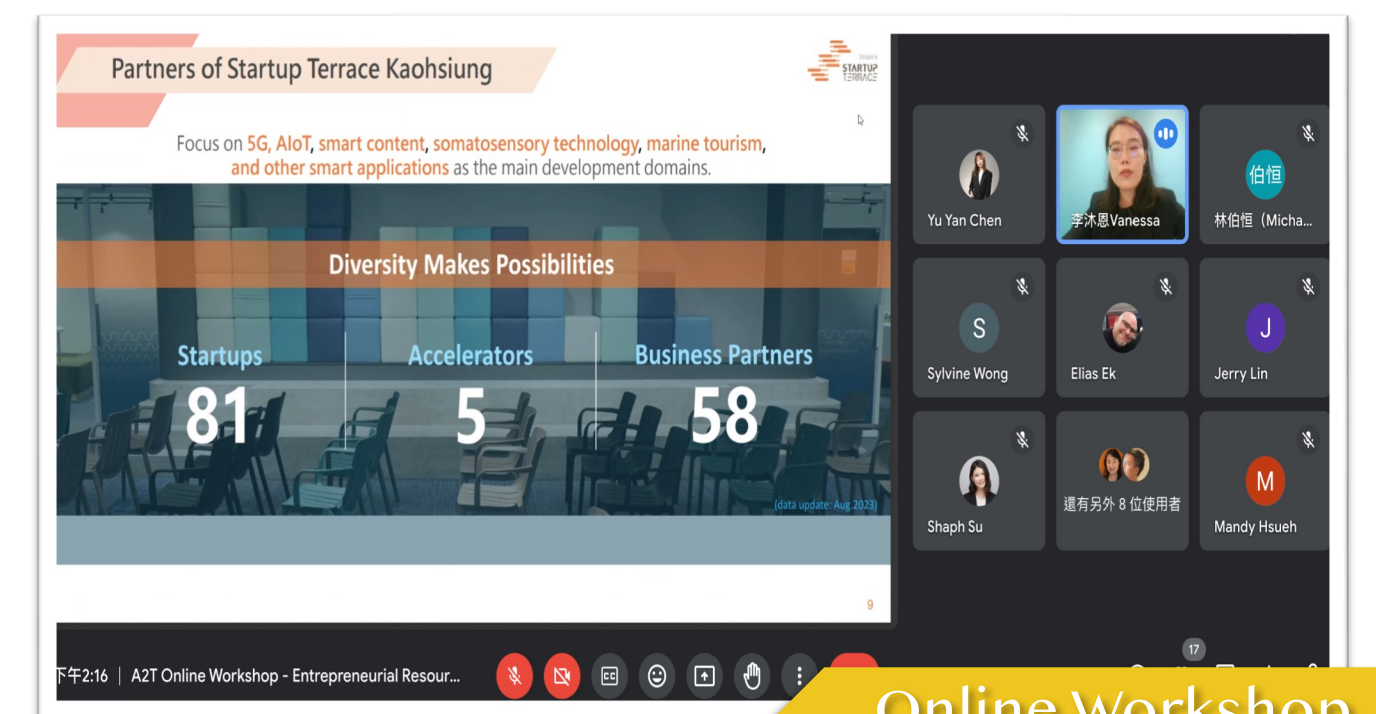
# Program Structure

## I : Evaluation & Online Mentorship- March & April

- **Online kick-off meetings (3/11-3/19)**  
(Discuss the business plan, introduce program package and set up milestones)
- **Online Workshop(mid April):** Provide related landing services (incorporation consulting, coworking space access, etc.)
- **Online business meetings (Optional)**  
Pre-discuss with partners and clients before landing session  
\* Online business meetings will be based on our business partners interest.



Kick off Meeting



Online Workshop



# Program Structure

## II : Soft landing period: 5/12-5/30

### • Week 1: Training in Taipei

- ✓ Matchmaking
- ✓ Workshops
- ✓ Company visits ..., etc.

### • Week 2: Expo- InnoVEX

- ✓ Expo
- ✓ Pitch opportunity ..., etc.

### • Week 3: Training in Kaohsiung

- ✓ Company visits
- ✓ Cultural Tour
- ✓ Startups meeting..., etc.



Orientation



Business Meeting



InnoVEX



Demo Pitch



# What you get



## Round-trip Air Ticket Subsidized

One Round-trip  
Air Ticket per Team:

1. Asia: Up to **USD 800**
2. South America: Up to **USD 2,000**
3. Other regions: Up to **USD 1,600**

Airfare subsidy, minus necessary expenses (e.g.: handling fees,) will be refunded after the event.



## Funding Opportunities



## Mentorship



## Coworking Space



## Government Incentives



## Corporate Partnership



## Lifetime Community



# OBLIGATIONS & NOTICES



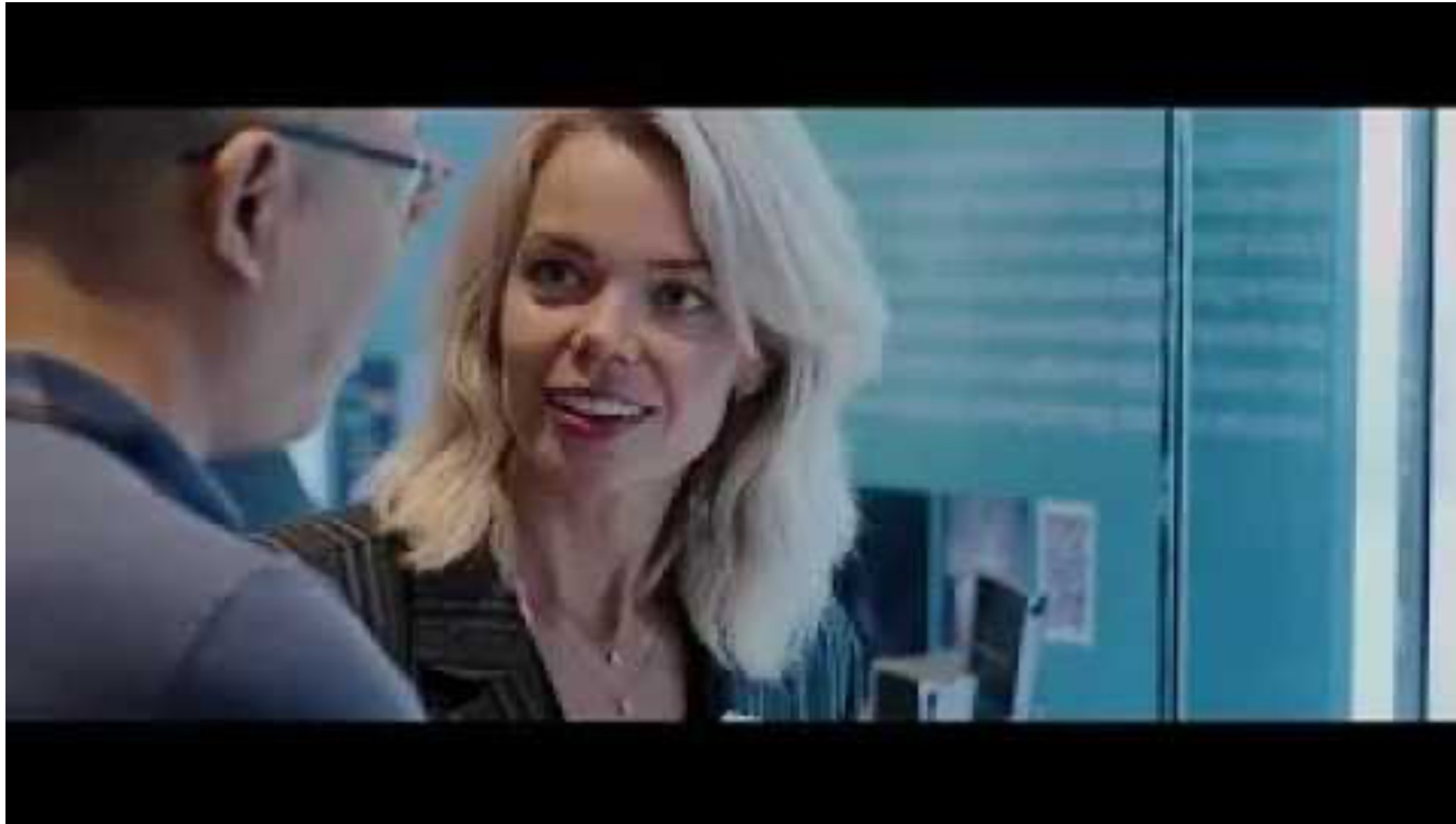
1. The representative attendee of each startup is expected to **fully participate in all Soft Landing Program activities** according to the agenda.
2. Soft Landing Program **will NOT make any refunds for any items if the admitted attendees cancel or suspend the trip** before or during the visit to Taiwan.
3. The attendees are required to **submit all necessary documents for travel reimbursement and the completed program survey requested by IAPS** within one month after the visit ends.
4. Attendees are responsible for their own expenses, such as accommodation not arranged by the organizer or outside the specified dates, meals outside the program, airport transfers, transportation for personal plans, and other personal costs.

**If the attendee fails to fulfill the above obligations,**

**The organizer reserves the right to decline offering any support in this Program during and after the event.**



# Recap Video for 2024 Batch 2



Program details for each batch may be adjusted as needed, and activities or training shown in the video are not guaranteed to be conducted in the same manner.





Contact us  
IAPS-SLP team  
iaps.a2t@gmail.com

Sign Up Now!



<https://forms.gle/Ze6VLPMsu2d29Nap8>



# Soft Landing Program

## Batch 1 Timeline

- **Application Time: – Feb 28th**
- Acceleration Time: mid March- May 30<sup>th</sup>
- Landing Time: May 12<sup>th</sup> – May 30<sup>th</sup>



## Records

**2013**

Founded as the first Univ-affiliated accelerator in Taiwan

**1000+**

Startups engaged, as the largest startup community in Taiwan

**100+**

Labs collaborated among top 25 Univ in Taiwan

**20**

Million USD fundraising annually  
(facilitated by IAPS capital -TaiFund Capital)

**15**

International business partners in Asia and EU

## Our Vision

By providing startups a trust and value-added ecosystem, our goal is to empower Taiwan innovation ecosystem to be seen and can make contributions to the world.

— Dr. Hank Huang, Founder of IAPS



# IAPS Services

## Rental Space

- TTA in Taipei; HQ in Hsinchu
- Co-working space and individual office for startup
- Flexible leasing

## Value-Added Service

- Tailored-made consulting and match-making service for member
- Annual fee for membership

## Accelerator Program

- Focusing on startup accelerator
- Facilitating local and foreign startups to develop business opportunities
- Cooperated with private and public organization

## Early-stage Investment

- Launching the TaiFund in 2020
- Mainly invest in IAPS's startup
- Having the potential profit in exit strategy

## Business Contact

- A new program of contacting with startup in business engagement since 2021
- Profit sharing by IAPS's contribution



# Our Ecosystem

## Information Technology and Engineering

**FOXCONN**<sup>®</sup>

**ZERONE**  
| 零壹科技股份有限公司 |

**MicroJet**

**Qisda**

**MICROTEK**  
SCAN THE WORLD

**FocalTech**  
敦泰電子

**TSC**  
崇越科技

**NGT**  
新大科技國際有限公司  
New Great Technology International

**NOVATEK**

**CyberTAN**  
建漢科技股份有限公司

**ELC**  
大眾電腦

**SINBON**  
信邦電子股份有限公司

**Mighty Net**

**LITEON**<sup>®</sup>  
光寶科技

## Venture Capital

**UMC CAPITAL**

**漢民**  
Hermes Epitek

**AUO**  
友達光電

**arcadyan**

## Retailer

**DECATHLON**

**FE** 遠東集團  
FAR EASTERN GROUP

**ShareCourse** 學聯網

## Telecom

**中華電信**  
Chunghwa Telecom

**遠傳 FET**

**台灣大哥大**

## Food and Agriculture

**味全**

**HAO SHI** 好食好事

**Tentamus**  
Labs for Life

## Manufacturing and Processing

**Symbridge**  
欣橋集團

**G ANSER**

**YLM** 穎漢科技股份有限公司  
YING HAN TECHNOLOGY CO., LTD.

**ARLITECH**  
今展科技股份有限公司

## Smart Medicine / Hospital

**DeepQ**

**醫電數位轉型**

**屏東基督教醫院**  
Pingtung Christian Hospital

**Wow! health** 高登智慧科技  
Golden Smart Home Technology Corp.

**iMED+**

**HUKUIBIO**

**TENLife**

**臺北市立關渡醫院**  
TAIPEI MUNICIPAL GAN-DAU HOSPITAL

## Textile Material

**TEKRAY**

**光** 新光合成纖維股份有限公司  
Shinkong Synthetic Fibers Corporation

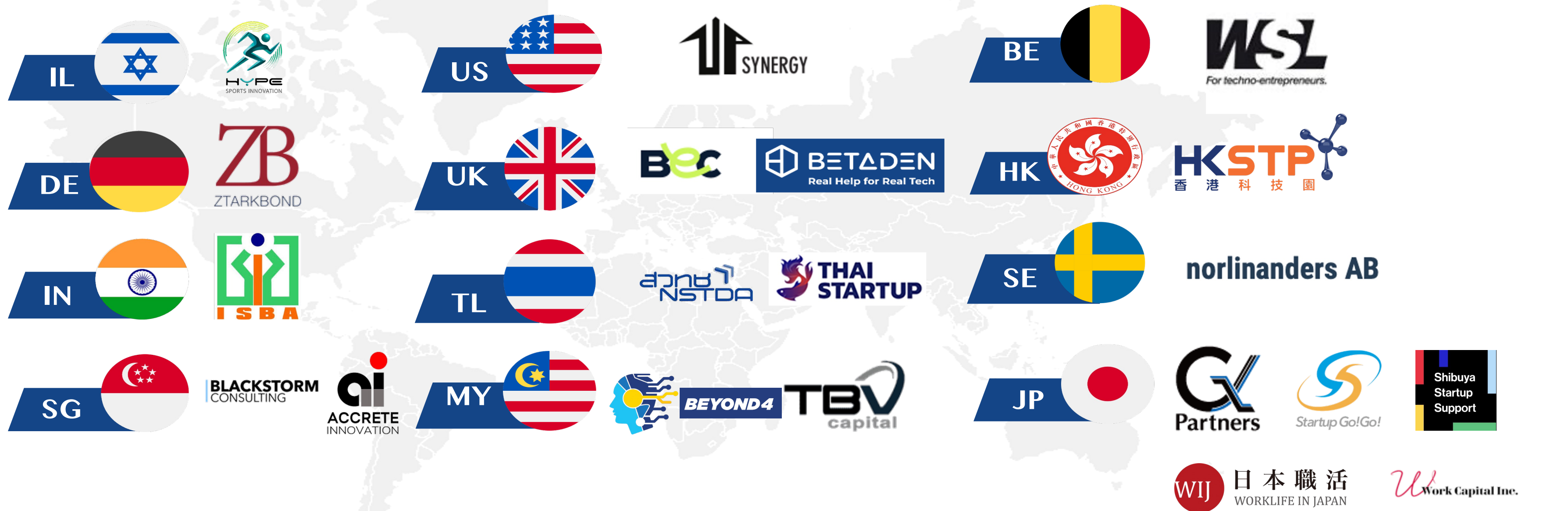
**聚陽實業**  
MAKALOT

## Architectural Material

**宏泰**

**EVERBRITE**

# Our International Partners





# Overview (2020-2024)

**120**

Startups

**20+**

Different Countries

**40+**

Business Cases

**USD38M**

Generated Biz Value



**Hong Kong (50)**



**The US (7)**



**Israel (5)**



**India (5)**

Canada (3), France (3), Singapore (3), Russia (3), Malaysia (3), Lithuania (2), Philippines(2), Switzerland(2), Turkey(2)... **24 countries** in total

# 40+ Business Cases

25

Business Collaborations or MOU/NDA

10

Startups were recommended to join other accelerator program in Taiwan

8

Company established

## Product Agent

**Sanotech (TR)**



**Signed NDA with HukuiBio:**  
HukuiBio has provided suggestions for product design improvement.

## Product Agent

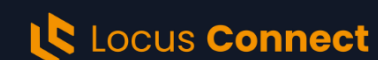
**InnoSpire Technology (HK)**



**Sign MOU with Galerdo :**  
Collaboration on product development, design, production, marketing, promotional activities for the visually impaired AI smart glasses.

## Company Established

**Locus Connect (IN)**



Established the company in June 2023 in Hsinchu

## Event Collaboration

**BiiB (MA)**



Hosted a race “ROUND TAIWAN CHALLENGE” with Sports Note.

Adviser :  經濟部中小及新創企業署  
SMALL AND MEDIUM ENTERPRISE AND STARTUP ADMINISTRATION  
MINISTRY OF ECONOMIC AFFAIRS

Organizer :  TAIWAN  
STARTUP  
TERRACE

Implementer :  TCA 台北市電腦公會  
Taipei Computer Association

 IAPS  
National Yang Ming Chiao Tung University



# Thank you