



cirrhosis, pneumonia, nephritis, nephritic syndrome, suicide, and hypertensive disease

b. Best growth prospects

Malignant neoplasms, diabetes, nephrotics, HIV, etc.

**6. Import statistics and trends of clinical laboratory products**

- a. From U.S: 67%
- b. From ROW: 28%

**7. Barriers to market entry**

- a. Regulatory: All diagnostic clinical laboratory products (instruments and reagents) are required to obtain pre-market approval from the Department of Health (DOH) before they can be manufactured locally or imported into Taiwan.
- b. Duties: 5-7.5%  
Market Access  
The forces fueling demand in the clinical laboratory products market are Taiwan's rapidly aging population, preventative program for chronic diseases, and infectious disease management and monitoring.
- c. Domestic: 95% of products are imported
- d. Procurement practices: Donating test instruments to the large hospitals in order to selling reagents is not allowed. Sales through open bid to hospital alliances is common practice.
- e. Distribution systems: A good distributor or representative is critical in successfully penetrating the market since Taiwan customers are highly influenced by the relationships with local distributor or representative.

**8. Contact lists**

- a. Domestic IVD manufacturer:  
General Biologicals Corp.: [www.gbc.com.tw](http://www.gbc.com.tw)  
U-Vision Biotech Inc.: <http://www.u-vision-biotech.com>  
Prisma Biotechnology Corp.: [www.prismabiotech.com.tw](http://www.prismabiotech.com.tw)  
Chin-Chi Technology Co. Ltd.: [www.chinchi-tech.com.tw](http://www.chinchi-tech.com.tw)  
Bio-Check Laboratories Ltd.: [www.bio-check.com.tw](http://www.bio-check.com.tw)

- b. Trade and Professional associations  
Taipei Medical Instrument Commercial Association:  
<http://www.tmica.org.tw>  
Taiwan Medical Industry Association: <http://www.tmia-med.org.tw>
- c. Information sources: American Institute in Taiwan, Commercial Section <http://www.ait.org.tw>
- d. Useful Websites: <http://www.doh.gov.tw>,  
<http://www.buyusa/taiwan/en>
- e. Distributors: Clinical laboratory products are distributed through local distributors or agents. Local agent/distributor may sell directly island-wide on an exclusive basis. Major international suppliers work directly on advertising, make direct contact with doctors, and provide technical assistance. Most Taiwan distributors working with major international firms maintain close relationships with major hospitals and senior doctors.

## 9. Key trade shows in country or region

Event: Mediphar Taipei  
Period: November 10-13, 2005  
Organizer: Taiwan External Trade Development Council (TAITRA)  
[www.taiwantrade.com.tw](http://www.taiwantrade.com.tw)  
[www.taipeiTradeShows.com.tw/Mediphar](http://www.taipeiTradeShows.com.tw/Mediphar)  
Venue: Taipei World Trade Center, Exhibitor Hall  
Address: No. 5, Hsinyi Road, Section 5, Taipei, Taiwan

## 10. General Comments on Healthcare System

Implemented in 1995, the National Health Insurance (NHI) program is one of the most important healthcare and social programs instituted for the people and residents of Taiwan. The Bureau of National Health Insurance (BNHI), under the Department of Health, functions as a single insurance carrier and financial resource. The NHI is a compulsory insurance. Based on the Bismarck Model, insurance premiums are collected via payroll deduction.

Thank you to all Commercial Service Staff for your information and efforts.

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