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Ã¢â?¬Å?Taiwan and India can strengthen health-tech collaboration by establishing structured platforms for regulatory dialogueÃ¢â?¬Â•

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As Taiwan is leading global conversations around health, wellness, and medical innovation through its flagship initiative Ã¢â?¬â?• Ã¢â?¬Å?Go Healthy with Taiwan 2025Ã¢â?¬Â•, India has been identified as a key partner. Through this initiative, Taiwan expects to unlock multi-million dollar trade opportunities in areas like fitness & sport, cycling and smart healthcare. Shu-Han Lin, Director of TAITRA Mumbai (Taiwan External Trade Development Council) interacted with BioSpectrum Asia to share more details about this initiative.



Please highlight Taiwan's wellness and health-tech ambitions for the Indian market?

Taiwan's wellness and health-tech ambitions in India center on building high-impact partnerships that align with the country's healthcare priorities. Leveraging strengths in preventive care, AI diagnostics, telemedicine, and digital health infrastructure, Taiwan seeks to collaborate with Indian healthcare providers, startups, and institutions to co-develop solutions tailored to India's scale and diversity. Through Go Healthy with Taiwan, the focus is on technology transfer, joint innovation, and market-ready applications that enhance accessibility, efficiency, and patient outcomes.

What are the major emerging trade and investment opportunities for Taiwan in India?

Major emerging opportunities for Taiwan in India lie in sectors where healthcare demand and technology adoption are accelerating. These include digital health platforms, AI-powered diagnostics, remote patient monitoring, medtech manufacturing, and nutraceuticals. India's growing focus on preventive healthcare, coupled with its push for domestic production under Make in India, opens avenues for joint ventures, technology licensing, and local manufacturing partnerships. Taiwan can bring proven R&D, product innovation, and quality manufacturing expertise, while leveraging India's scale, talent pool, and cost competitiveness to create mutually beneficial trade and investment outcomes.

How Taiwan Excellence brands are innovating for Indian consumers?

Taiwan Excellence brands are focusing on innovation that addresses India's diverse healthcare needs and price-sensitive market. This includes designing medical devices and wellness products with local usability in mind, offering AI-enabled diagnostic tools adaptable to varied infrastructure settings, and ensuring durability for high-use environments. Many brands are also working with Indian distributors and healthcare providers to localize product features, integrate multilingual interfaces, and offer after-sales support networks. The emphasis is on delivering world-class quality and technology while ensuring affordability, accessibility, and relevance for Indian consumers.

Are there any challenges being encountered by Taiwanese healthcare brands for entering the Indian market?

Taiwanese healthcare brands see strong potential in India but must navigate a few structural challenges. These include navigating diverse regulatory requirements across product categories, ensuring competitive pricing in a highly cost-sensitive market, and building robust distribution and after-sales networks across India's vast geography. Adapting products to local infrastructure conditions and meeting varied end-user preferences also require investment in customization and localisation. However, with the right partnerships and a long-term market view, these challenges can be effectively addressed, creating a strong foundation for sustainable growth.

What is Taiwan's broader vision in shaping Asia's health and wellness economy? What are the healthcare market projections?

Taiwan aims to position itself as a regional innovation hub, integrating its world-class pharmaceutical R&D, medtech capabilities, and digital healthcare strengths across Asia. Under the New Southbound Policy, Taiwan promotes collaboration in medicine, health, and wellness with South and Southeast Asian partners—fostering knowledge exchange and healthcare capacity building. Through initiatives like the Asia Silicon Valley Development Plan, Taiwan has prioritised biotech, pharmaceuticals, and smart health within its broader innovation strategy—seeking to drive cross-border co-development, start-up engagement, and health-tech commercialization across Asia. These strategic levers—including strong pharma manufacturing, active public–private R&D funding, and international policy frameworks—form the foundation for Taiwan to shape Asia's health and wellness ecosystem.

How can Taiwan and the Indian government strengthen trade/ regulatory relations for better health tech innovations?

Taiwan and India can strengthen health-tech collaboration by establishing structured platforms for regulatory dialogue, enabling faster product approvals and mutual recognition of certifications. Creating joint working groups between health ministries, trade bodies, and standards agencies can help align compliance requirements and facilitate smoother market entry for innovative solutions. Bilateral agreements on technology transfer, IP protection, and R&D collaboration would further encourage co-development of medical devices, diagnostics, and digital health platforms. Leveraging frameworks under India's *Make in India* and Taiwan's *New Southbound Policy* can also open opportunities for joint manufacturing, clinical trials, and skills exchange—benefiting both innovation ecosystems.

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