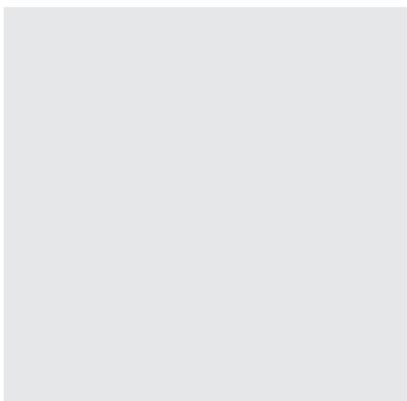
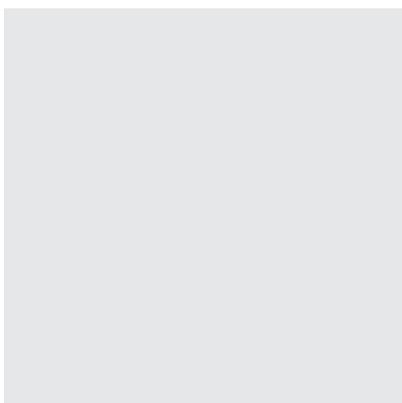
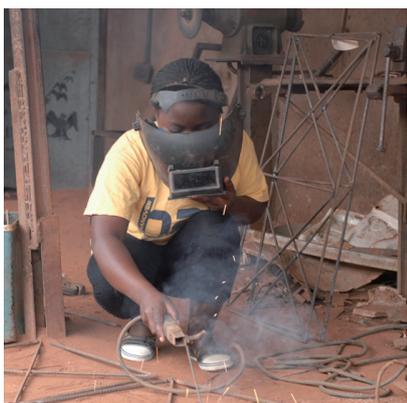


# Annual Report 2019

## UNIDO ITPO Korea



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



# Annual Report 2019

## UNIDO ITPO Korea

UNIDO ITPO Korea Annual Report 2019  
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UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



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**UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION**

INVESTMENT AND TECHNOLOGY PROMOTION OFFICE, KOREA  
(UNIDO ITPO KOREA)

[www.unido-itpo.kr](http://www.unido-itpo.kr)



English website



Korean website



UNIDO ITPO Korea was established in 1987. Its mandate is to (1) promote outward investment and technology transfer from the Republic of Korea to developing countries and countries with economies in transition and (2) provide new business opportunities for the Korean private industrial sector, especially small and medium-sized enterprises (SMEs), in accordance with the Government's priorities.



## A MESSAGE FROM THE HEAD OF ITPO KOREA



**Hyundong CHO**  
Head of ITPO Korea

2019 was a remarkable year for UNIDO ITPO Korea. In line with the mandate of UNIDO, ITPO Korea provided its services and expertise to further increase the impact of its interventions to reduce poverty and inequality.

During the year, UNIDO ITPO Korea successfully completed various activities such as UNIDO-KOICA Fellowship Programme, Trade and Investment Promotion activities, and Capacity Building programmes in order to accelerate industrial development and technology transfer to developing countries. Through the productive activities, ITPO Korea organized 9 exhibitions and 122 consultation meetings between 94 Korean enterprises/institutions and representatives from 71 developing countries.

Moreover, it was our first year of implementing the Advisory Programme to deliver on the Sustainable Development Goals through its advisory services and technical cooperation in Ethiopia, Peru and Cambodia. The Advisory Programme is expected to open a new chapter for cooperation between Korea and UNIDO on acceleration of industrial development and competitiveness in the beneficiary countries.

UNIDO and the Government of the Republic of Korea have agreed to extend technical cooperation through ITPO Korea to achieve the Sustainable Development Goals (SDGs) and move closer to the fulfilment of the 2030 Agenda for Sustainable Development over the next five years, 2020-2025. The project in ITPO Korea 2020-2025 for Inclusive and Sustainable Industrial Development (ISID) includes in three priority areas: industrial competitiveness and market access; Startups/SMEs and entrepreneurship development; and Capacity Building. In the next five year, ITPO Korea, together with the Government of Republic of Korea will further develop technical cooperation within the project framework

UNIDO ITPO Korea will continue to play an important role in promoting Inclusive and Sustainable Industrial Development (ISID) and contributing to the Sustainable Development Goals (SDGs) in particular in developing countries and economies in transition.

**Hyundong CHO**  
Head of UNIDO ITPO Korea

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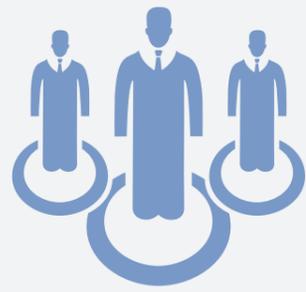
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# UNIDO ITPO Korea's ACHIEVEMENTS IN 2019



### Advisory Programme

**3** delegates  
**8** consultation meetings



### Capacity Building

**8** participants  
**17** government officials from **15** target countries  
**2** enterprises  
**1** study tour

### UNIDO-KOICA Fellowship Programme

**35** delegates from **4** target countries  
**34** lectures/seminars  
**17** study tours

### Delegate Programme

**7** consultation meetings  
**7** enterprises  
**1** study tour

### Startups and Entrepreneurship

**190** participants  
**3** government officials from  
**13** target countries  
**5** startups  
**6** lectures/seminars



### Technology Transfer & Promotion

**42** database registrations



### Trade and Investment Promotion

**6** exhibitions/forums  
**589** visitors  
**107** consultation meetings with **71** enterprises  
**45** government officials from **37** target countries  
**3** lectures/seminars



# UNIDO in brief

UNIDO is the specialized agency of the United Nations that promotes industrial development for poverty reduction, inclusive globalization and environmental sustainability.



The mission of the United Nations Industrial Development Organization (UNIDO), as described in the Lima Declaration adopted at the fifteenth session of the UNIDO General Conference in 2013, is to promote and accelerate inclusive and sustainable industrial development (ISID) in 170 Member States.

UNIDO's mandate is fully recognized by SDG-9, which calls to "Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation". The relevance of ISID, however, applies in greater or lesser extent to all SDGs.



## Goal 9; Industry, Innovation and Infrastructure

- seeks to advance poverty eradication and inclusiveness, build productive capacities in an inclusive manner, and provide more opportunities for all women and men as well as across social groups, also through partnerships with all stakeholders involved in industrialization processes
- promotes rapid economic and industrial growth, builds trade capacities in industries, and ensures that all countries can benefit from international trade and technological progress, also through the application of modern industrial policies and compliance with global standards and norms
- aims to advance environmentally sustainable growth, builds institutional capacities for greening industries through cleaner production technologies and resource efficiency methodologies, and creates green industries, spurred by technology facilitation, innovation and partnership building

## UNIDO's Four Strategic Priorities



Creating shared prosperity



Advancing economic competitiveness



Safeguarding the environment



Strengthening knowledge and institutions

Each of these programmatic fields of activity contains a number of individual programmes, which are implemented in a holistic manner to achieve effective outcomes and impacts through UNIDO's four enabling functions:

- 1) technical cooperation
- 2) analytical and research functions and policy advisory services
- 3) normative functions and standards and quality-related activities
- 4) convening and partnerships for knowledge transfer, networking, industrial cooperation

In carrying out the core requirements of its mission, UNIDO has considerably increased its technical services over the past years. At the same time, it has also substantially increased its mobilization of financial resources, testifying to the growing international recognition of the Organization as an effective provider of catalytic industrial development services.



UNIDO has its headquarters in Vienna and Offices in Brussels, Geneva and New York. UNIDO also maintains a field network comprising of 48 regional and country offices around the world.

## Investment and Technology Promotion Office

One of UNIDO's key global networks is the Investment and Technology Promotion Offices (ITPOs). With 9 ITPOs around the world, these Offices strive to reduce development imbalances by brokering investment and technology agreements between developed, developing countries and countries with economies in transition. ITPOs open up opportunities for investors and technology suppliers to find potential partners and offer unique services to both entrepreneurs and business institutions.



UNIDO ITPOs Worldwide



UNIDO ITPO Korea participated in the Board of Directors Retreat 2020

## Abu Dhabi Declaration adopted at UNIDO's General Conference

The Abu Dhabi Declaration was adopted on November 5th, 2019, the third day of UNIDO's 18th General Conference, marking an important milestone for the Organization.



Li Yong , Director General of UNIDO

In accordance to the Abu-Dhabi Declaration, ITPO Korea is focusing its activities more on the following articles:

11. We acknowledge that the new technologies associated with the Fourth Industrial Revolution, with both transformative and disruptive potential, offer great opportunities to advance inclusive economic growth, reduce inequalities and contribute to sustainable development, resilience and human well-being, to address climate change and safeguard the environment in the framework of a circular economy as one of the means to achieve sustainable development, while also bringing with it challenges such as, inter alia, the widening of the technology gap among countries, job losses and threats to industrial safety and security.

12. We call for collective actions, multi-stakeholder partnerships and strengthened international cooperation to harness the full potential of these new technologies and mitigate associated risks, inter alia by scaling up UNIDO programmes for developing countries that support technological learning, technology transfer, and innovation, in particular for small and medium-sized enterprises, women and the youth.

13. We reaffirm our commitment to UNIDO as a specialized agency of the United Nations with the mandate to promote international industrial cooperation and inclusive and sustainable industrial development and the central coordinator of ISID in the United Nations system. We welcome UNIDO's crucial role in accelerating the achievement of Goal 9 along with all other industry-related goals of the 2030 Agenda. We invite all Member States of the United Nations to join UNIDO.

## UNIDO ITPO Korea



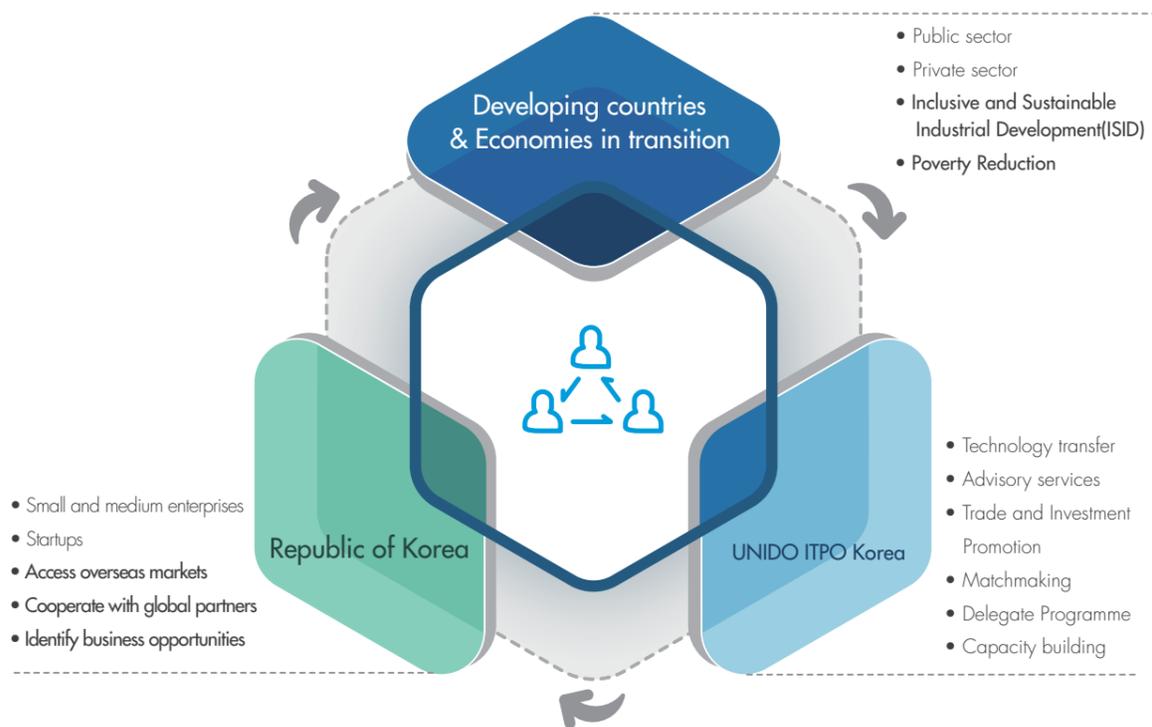
### Establishment

The Republic of Korea joined UNIDO in 1985 and established UNIDO ITPO Korea in 1987. At the time, the Korean Ministry of Foreign Affairs and UNIDO agreed that ITPO Korea would actively engage in the dissemination of Korea's economic development experience and knowledge through technology transfer and investment promotion. This approach has been the organization's key strategy in helping developing countries and economies in transition to reduce poverty and achieve sustainable economic development.

### Mission

ITPO Korea aligns with UNIDO's mission to promote and accelerate inclusive and sustainable industrial development by facilitating business links between Korea and developing countries and countries with economies in transition.

By utilizing UNIDO's established networks of both public and private investment promotion bodies, the Office maintains a strong commitment to promote and facilitate foreign investment and technology transfer from Korean enterprises, particularly SMEs, to our counterpart countries. The end goal of this facilitation is to aid these countries in reducing poverty and achieving sustainable industrial and economic development.



### Location and Contact Information

Bldg 153 Rm 411, Seoul National University 1 Gwanak-ro, Gwanak-gu, Seoul, Korea , 08826

TEL +82)2-794-8191~3 | FAX +82)2-794-8194 | EMAIL [itpo.seoul@unido.org](mailto:itpo.seoul@unido.org) | URL [www.unido-itpo.kr](http://www.unido-itpo.kr)

## Advisory Programme

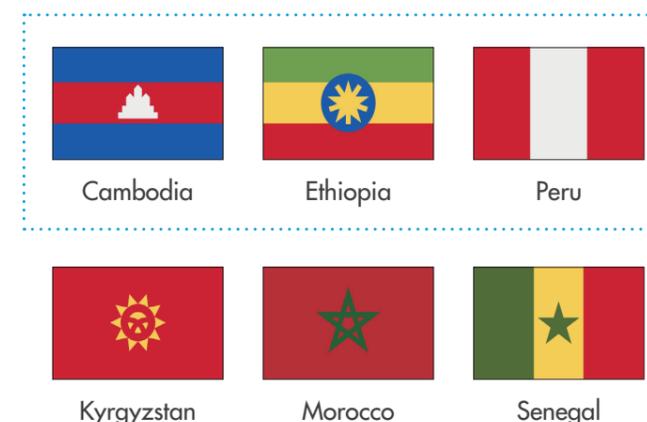
### Introduction



UNIDO's Programme for Country Partnership (PCP) is an innovative model for accelerating inclusive and sustainable industrial development in certain Member States. The Programme supports countries in achieving their industrial development goals.

Through the PCP, UNIDO provides advisory services to the government on industry-related issues and facilitates overall PCP coordination. UNIDO, together with governments, develops a holistic programme aimed at accelerating the country's industrial development.

As of the end of 2019, there are 6 ongoing PCPs in the following countries:



In line with the PCP target countries identified by UNIDO, ITPO Korea established its own Advisory Programme in 2019 focusing on the 3 countries highlighted above: Cambodia, Ethiopia, and Peru.

In order to promote investment services of the UNIDO's PCP within the framework of the ITPO Korea's Advisory Programme as one of the cross-cutting projects, its activities are additional support or areas that intersect with the main projects of each PCPs to strengthen the implementation of PCPs.

The Advisory Programme provides support and facilitates investment promotion and technology transfer from Korea to the target countries. The Advisors in each country facilitate the local business activities of Korean companies by providing them with professional consultancy and support services.

#### The content of professional consultancy may cover:

- trade logistics
- availability of foreign currency in local banks
- availability of raw materials
- key investment policies and regulations
- tax regulations and practices

#### while the content of support services may cover:

- providing country-specific investment and business information
- facilitating company visits
- match-making with domestic firms
- arranging meetings with public and private offices
- facilitating/following-up on projects with Korean companies

## Ethiopia



### Advisor

Ms. Baharnesh Mesfin Teshome completed her post-secondary education in the United Kingdom with a Master's Degree in International Trade Law. She has over 10 years of experience and has worked with companies engaged in mining investment, infrastructure development, transportation, sustainable technologies, and horticulture.

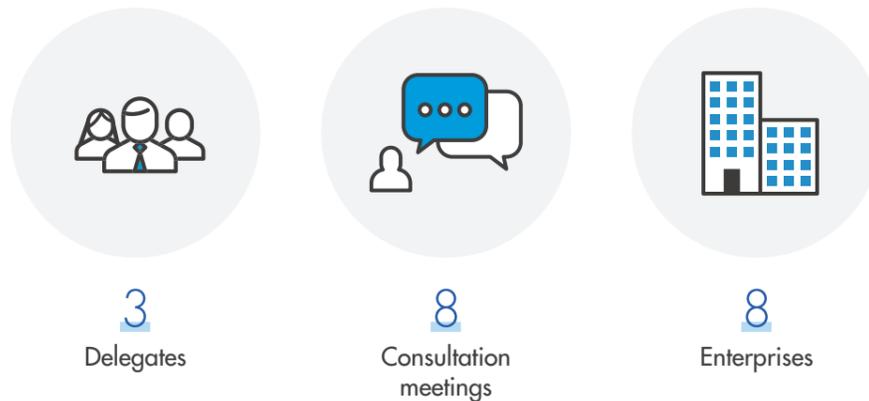
As Ethiopia is one of the fastest growing economies in the world, Baharnesh encourages her Korean counterparts to make great business connections, receive counseling on the market and sectors of interest, find good partners, and participate on trade missions to Ethiopia.



**Ethiopia Advisor**  
Baharnesh Mesfin Teshome

### Supporting the Ethiopia Investment Commission (EIC) in Investment Promotion

Seoul | November 14 - 15



Within the framework of the Advisory Programme, a delegation from the Ethiopia Investment Commission(EIC) visited Korea from November 14-15 in order to promote investment opportunities in the Country and strengthen cooperation between the two countries, Ethiopia and Korea. ITPO Korea organized meetings with Korean enterprises in the pharmaceutical and textile industries. During the meetings, Antenh A. Senbeta, Deputy Commissioner of the EIC, had a chance to present and introduce the investment environment of Ethiopia to potential investors and technology suppliers in Korea.

Apart from industry-specific talking points, the Deputy Commissioner highlighted the importance of the African Continental Free Trade Zone Agreement (AfCFTA) that provides its benefits and privileges of investment for Korean companies entering the Ethiopian market.

### Pharmaceutical Industry

Organized by ITPO Korea, 5 meetings were held with Korea Pharmaceutical Traders Association (KPTA) and other Korean enterprises. The construction of the pharmaceutical industry complex along with AfCFTA was just one of many attractions that the EIC representatives mentioned. The Head of ITPO Korea stressed the importance of continued efforts from the Ethiopian government to further develop policies and institutions so as to be more friendly to foreign investors, which can potentially transform Ethiopia as an investment hub in Africa.

### Textile Industry

ITPO Korea organized 3 meetings for the Ethiopian delegation and Korean stakeholders in the textile industry. Through the meetings, the delegation provided valuable information and industry trends of the Ethiopian textile industry. As a result of this promotional activity, several Korean enterprises expressed their interest in working with Ethiopian counterparts. All parties agreed to cooperate on starting a continuing dialogue where the EIC would supply information on investment policies, business environment etc. to Korean businesses.



### Report

#### Industrial Parks Stimulating Ethiopia's Industrialization: How can we help you learn more

December 3

ITPO Korea cooperated with counterparts in Ethiopia to publish the report titled above. In an effort to attract labor and investment in manufacturing and services industries, Ethiopia is in the process of developing industrial parks similar to Korea's Masan Special Zones. This will not only increase job opportunities, wages, and skills of the local workforce but will also establish links to the global value chain.

At the time of publishing the report, 22 industrial parks were at different stages of development with 153 firms already located in the parks. The report outlines the potential benefits Korean enterprises can realize should they choose to develop their own industrial parks. The article can be found through the QR Code.



## Peru



### Advisor

As a dual citizen of Peru and the US, Mr. David Alfredo Diaz Lazo has experience studying and working in both countries. He received his undergraduate degree in Business Administration in Peru and his MBA in Maryland. His work experience covers the private and public sector, which includes time at the Investment Promotion Directorate at the Ministry of Foreign Affairs.

David is particularly an expert of Peru's National Infrastructure Plan; a vision that symbolizes the efforts of the Peruvian State to define objectives for closing gaps in infrastructure. David is also focused on fostering investment and commercial promotion between Peruvian SMEs and Korean counterparts.



**Peru Advisor**  
David Alfredo Diaz Lazo

### Conference

#### International Symposium "Recycling towards a circular economy"

Lima / October 24 - 25

ITPO Korea's Advisor in Peru participated in this event, which was a space to promote research and coordination for the development of recycling in Peru.

The Minister of Environment spoke at the event, particularly mentioning that there is a multispectral look in favor of the new environmental approach.



### Conference

#### Entrepreneurs Summit

Lima / December 4 - 5

ITPO Korea had a stand installed at this event, which was designed to help Peruvian entrepreneurs be more competitive in global markets. Visitors were introduced to the Advisory Programme and ITPO Korea in general. This will aid in strengthening the trade relationship between Korea and Peru as ITPO Korea can connect Korean enterprises to Peruvian counterparts.



## Cambodia



### Advisor

The Cambodian Advisor will support public and private institutions, domestic enterprises, and investors at various levels of intervention (policy, institutional and enterprise) throughout the partnership development process. All of advisor's activities are in line with the Cambodia Industrial Development Policy (IDP) 2015-2025 which was adopted by the Royal Government of Cambodia in 2015. His/her hands-on experience with the various facets of investment promotion, application of new technologies and technology transfer will lead to the development of key industries and SMEs in Cambodia. Its approach is not be limited to the promotion of FDI, but encompasses the mobilization of technology and know-how, the facilitation of market access, attention to quality and environmental concerns, and capacity building for entrepreneurship development.



**Cambodia Advisor**  
Under recruitment process

# UNIDO-KOICA Fellowship Programme

## Abstract

ITPO Korea invites government officials, civil servants, and private experts from partner countries to Korea and organizes a professional training programme with Korean International Cooperation Agency (KOICA).

The programme includes lectures on industrial policy management, study tours to leading Korean industrial facilities, and business seminars with Korean stakeholders. The programme helps UNIDO ITPO Korea achieve our mission to promote industrial exchanges between Korea and each partner country.

## KOICA-CIAT Programme - Colombia

ITPO Korea aligns with UNIDO's mission to promote and accelerate inclusive and sustainable industrial development by facilitating business links between Korea and developing countries and countries with economies in transition.

By utilizing UNIDO's established networks of both public and private investment promotion bodies, the Office maintains a strong commitment to promote and facilitate foreign investment and technology transfer from Korean enterprises, particularly SMEs, to our counterpart countries. The end goal of this facilitation is to aid these countries in reducing poverty and achieving sustainable industrial and economic development.



15  
Delegates  
(30% Women)



1  
Target country



15  
Lectures or Seminars



7  
Study Tours

As part of the ongoing Capacity Improvement & Advancement for Tomorrow (CIAT) Programme with KOICA, ITPO Korea co-organized a capacity building programme for 15 delegates from Colombia. This year's session was the second of a 3-year programme. The participants participated in a total of 9 lectures, 6 seminars, and 7 study tours around the country. The lectures covered the history and unfolding of Korea's industrial development as well as the status of international industrial affairs such as global value chains. While developing the contents of the programme, the discussion with the UNIDO BCI division (Business Environment, Cluster&Innovation) was made in order to find collaborative areas with the division's KOICA Colombia Automotive Programme (Title: sustainable and inclusive industrial development of the automotive supply chain through enhanced quality and productivity).

The title of the programme is "Business Innovation and Enhancement of International Competitiveness of MSMEs". The goal for the programme was to encourage participants to have inspiration and identify solutions for how MSMEs in Colombia can increase their competitiveness in Latin America and eventually the world.

The 7 study tours took place in the following locations:

- KOSME Facilities
- Healthcare Innoseum
- Myongji University Industry and Academia Cooperation Foundation
- Pan-Gyo Techno Valley
- Rural Development Administration
- Jeonju City Hall
- Jeonju Hanok Village



KOICA-CIAT  
Programme -  
**Indonesia,  
Laos,  
Philippines**

Seoul, Suwon, Dangjin,  
Pyeongtaek, Ulsan, Pangyo,  
Incheon |  
September 29 - October 19



In collaboration with the UNIDO RPA division (Research & Industrial Policy Advice), ITPO Korea also received 20 government officials from 3 ASEAN countries (Indonesia, Laos, Philippines) as part of the CIAT capacity building programme. The programme was a continuation of a joint UNIDO-KOICA training course on industrial policy conducted in 2016. As officials responsible for the industrial policies in their respective countries, the programme mainly covered policy design and knowledge dissemination on the current state and future trends of the manufacturing industry.

The 3-week programme included 19 lectures and seminars, multiple group sessions, and 10 study tours to the production sites of various Korean companies. The speakers consisted of the experts in industrial development coming from the UNIDO HQs as well as from the Korean private/public institutions. It provided participants with an opportunity to update their knowledge on the diverse issues pertaining to the conceptual and practical aspects of industrial policy design and industrial policy management in the context of current trends in global manufacturing, and to reflect on the effectiveness and dynamism of such policies.

To complement the lectures, the officials were invited on a total of 10 study tours to see and experience the state of Korea's industrial sector first-hand.

List of study tour locations:

- Samsung Innovation Museum
- Hyundai Steel Mill and Innovation
- KOGAS LNG Exhibition Plaza
- KOTRA, Invest Korea Plaza
- Hyundai Motors Plant
- Hyundai Heavy Industry Plant
- Gyeonggi Center for Creative Economy
- Incheon Free Economic Zone
- Incheon waste disposal site
- Incheon Bridge Museum

3 of the 20 government officials also gave presentations on the startup and investment environment in their countries at the Startup Street Festival in Shinchon, Seoul. All officials gave presentations at the end of the programme to outline how they plan on executing the lessons they have learned. The Head of ITPO Korea expressed the importance of ITPO Korea to strengthen the continuing relationship with the officials and the countries they represent.



**Mr. Yogi Hasudiono**  
Acting Deputy Director  
Indonesia Ministry of  
National Development Planning

“ I am happy to have a great chance to come and learn from Korea, which has grown at a tremendous pace, and I think such programme will be a great help to promote inclusive and sustainable industrial development of developing countries.”



## Delegate Programme

### Abstract

UNIDO ITPO Korea invites Delegates from target countries to Korea in order to promote Korea's technologies and increase investment opportunities. Delegates are typically high-level officials of public and private Investment Promotion Agencies (IPAs) and/or industry experts. The Programme consists of bilateral business meetings with potential Korean investors, country presentations, and study tours. These activities serve as a gateway to launch substantive cooperation between the Korean private sector and partner countries.

### Destination Korea Project

Seoul, Pango, Cheongju, Eumseong | November 25 - 28



**7**  
Consultation meetings



**7**  
Enterprises



**1**  
Study Tour

ITPO Korea worked in collaboration with the UNIDO BCI division (Business Environment, Cluster & Innovation), UNIDO Colombia field office, and the Chamber of Commerce in Cali (CCC) to explore export and/or cooperation opportunities between Colombian and Korean companies. This Destination Korea Project involved 7 visiting Colombian companies from food processing, cosmetics, and non-ferrous manufacturing sectors. ITPO Korea supported the companies by providing local market information, arranging and attending 7 business meetings and 1 study tour in the span of 4 days.

The CCC supports Colombian companies in entering new markets by exploring market entry approaches, introducing suppliers, and facilitating technology and knowledge transfer. As Korea has been identified as one of CCC's target economies to work with, ITPO Korea acted as the bridge between the visiting enterprises and Korean enterprises.

The CCC also met with the Head of ITPO Korea to solidify a working relationship between ITPO and the CCC and Colombian industry in general.



## Trade & Investment Promotion

### Abstract

ITPO Korea organizes various trade and investment promotion seminars and events in collaboration with relevant stakeholders such as government authorities, potential investors, organizations in target countries, and UNIDO regional offices. The events are designed to share substantial information on the investment environment of partner countries, market demand, and case studies to provide opportunities to establish business networks.

### International Security Exhibition & Conference (SECON)

KINTEX | March 6 - 8



**126**  
Visitors



**41**  
Consultation meetings



**21**  
Government officials



**14**  
Target countries



**18**  
Enterprises

SECON gathers various stakeholders in the security and IT industry to introduce opportunities to acquire exclusive information on the security industry and network with potential business partners across Asia. The event reportedly gathers tens of thousands of visitors from over 30 countries.

As an exhibitor, ITPO Korea organized and participated in the event to promote its mission and activities. It also acted as a platform for various consultation meetings which took place between government officials from developing countries and various private entities in the Korean industrial sector.

A total of 18 enterprises held 41 meetings with consultants, further fostering potential partnerships and bridging the gap between Korean enterprises and developing countries.

**Mr. Jose Ma Dinsay**  
Commercial Counselor  
Philippine Trade and  
Investment

“

It was an eye-opener because we realized that there are a lot of new technologies and security we can take advantage of in the Philippines, and speaking with different companies helped us look for opportunities for companies in the Philippines.

”



## Convention on Pharmaceutical Ingredients (CPhI) Korea

COEX | August 21 - 23

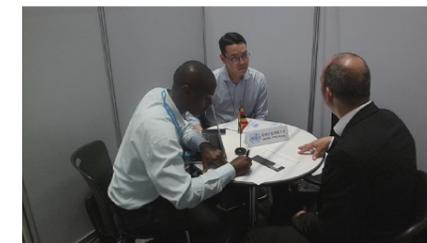


CPhI Korea, as one of the largest conventions relating to the Korean pharmaceutical industry, was an excellent opportunity for ITPO Korea to bridge Korean pharmaceutical companies with relevant investment experts. ITPO Korea, as an exhibitor, used its own booth to promote the Office and its mission while also hosting one-on-one consultation meetings.

The ITPO Korea staff was accompanied by 10 government officials from 10 target countries, who collectively held 33 consultations with 19 Korean business representatives. 12 companies submitted a registration form requesting for a review of their technology so that it may be added to our Technology Database.

The 3 government officials from Uganda, Kazakhstan, and Cameroon were also given the opportunity to give a presentation during the Convention relating to the economic, business, and policy trends in the pharmaceutical industries in their respective countries.

Throughout the Convention, ITPO Korea actively worked towards strengthening the network between the Korean companies and the countries that the government officials were representing.



## World Smart City Expo

KINTEX | September 4 - 6



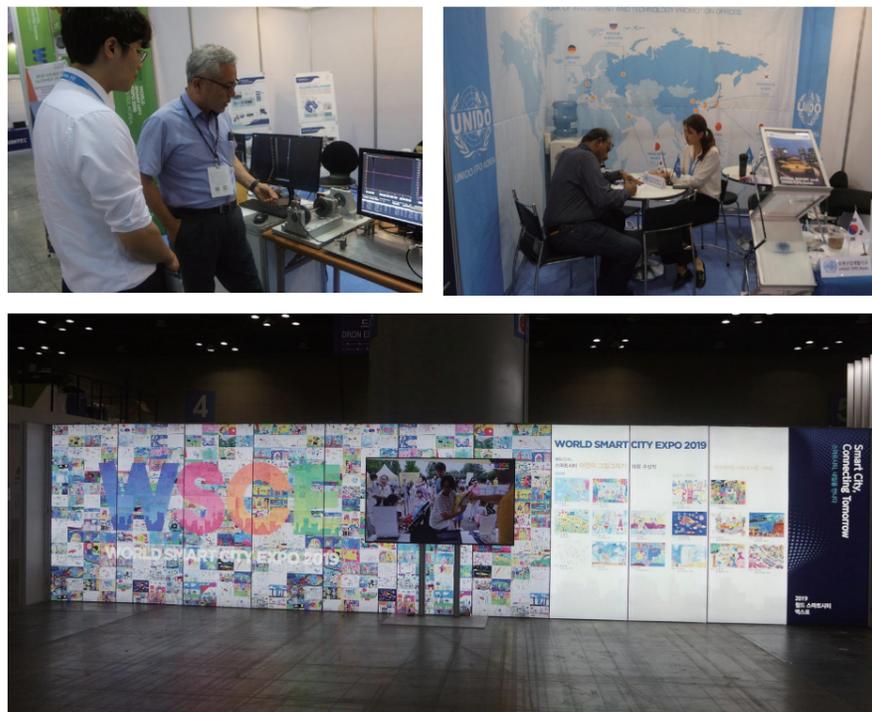
169  
Visitors



8  
Tech DB  
registration

The World Smart City Expo is the largest smart city-related event in the Asia-Pacific region. The objectives of this event include sharing Korea's smart city policies and supporting the development of the smart city industry. With various Korean smart city businesses seeking to expand their operations abroad, ITPO Korea attended the event to promote (1) UNIDO's mandate of inclusive and sustainable industrial development and (2) the potential solutions that ITPO Korea can offer through its Delegate Programme or COMFAR III Promotional Workshops.

As numerous B2B and G2B meetings took place throughout the Expo, ITPO Korea was also busy interacting with the almost 170 visitors to our booth. In line with our mission to seek promising new technologies that are sustainable and adaptable to target countries, the Office received requests from 8 companies to include their technology on our published database.



## Korea Innovative Safety & Security Expo (K-Safety Expo)

KINTEX | September 25 - 27



21  
Visitors



7  
Consultation  
meetings



5  
Government  
officials



4  
Target  
countries



6  
Tech DB  
registration

The K-Safety Expo in 2019 was organized under the theme of the Fourth Industrial Revolution and Safe Korea. The event was attended by 76 government ministries and public agencies with 408 private entities also joining. With various companies showcasing their safety-related technology, products, and/or service at the event, ITPO Korea was present to facilitate consultation meetings for the companies who wished to invest or expand operations outside of Korea.

5 government officials from 4 target countries (DR Congo, Kenya, Uzbekistan, and Ecuador) carried out their roles as experts in providing consultation services to Korean companies for investing in their respective home countries. Though safety may be its own industry, safety in the production processes of all industries is undoubtedly an issue that concerns all. As such, ITPO Korea will continue to aid in the transfer of safety-related technology abroad.



# Vietnam Investment Seminar

Daejeon Lotte City Hotel | October 11



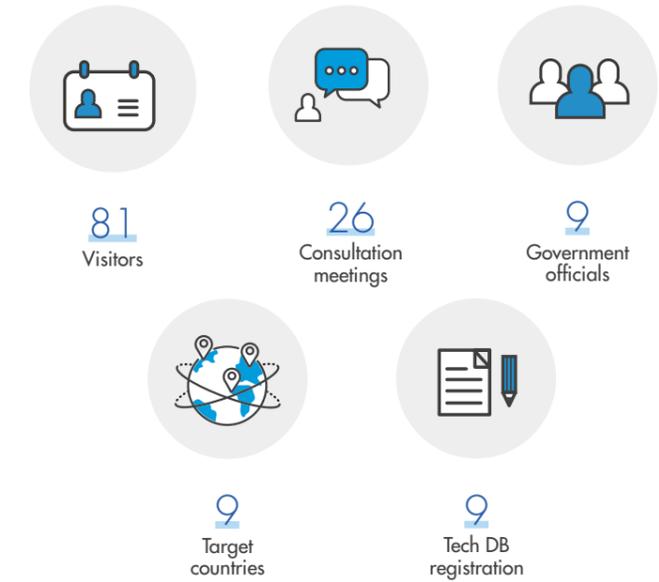
ITPO Korea organized the Vietnam Investment Seminar in collaboration with KOTRA Support Center and the local governments of Daejeon and Chungnam. The seminar was aimed at introducing SMEs in Daejeon and Chungnam Province to the FDI policies and strategies in Vietnam in order to increase business opportunities for investors and technology suppliers to find potential partners.

Ms. Dinh Thi Tam Hien, Investment Counsellor of the Embassy of the Socialist Republic of Vietnam, delivered the keynote lecture providing an overview of Vietnam's economy and FDI conditions as well as factors that might draw Korean companies to invest in Vietnam. Other guest speakers also gave presentations on different topics such as business practices and legal risks.



# The 16<sup>th</sup> WTA Daejeon Hi-tech Fair

Daejeon Convention Center | October 21 - 22



The World Technopolis Association (WTA) Daejeon Hi-tech Fair was co-organized by ITPO Korea with the goal of supporting Korean MSMEs by providing an international platform to facilitate the exchange of technologies and solutions. The fair was also coupled with various side events (tech exhibitions, export counseling, lectures etc.)

As a co-organizer, ITPO Korea attended the event with government officials who engaged in consultation meetings with Korean MSMEs and/or explored the various technologies being exhibited at the fair. ITPO Korea facilitated a total of 26 consultation meetings, which covered subjects such as strategies for promoting investment and technology transfer, and local customs and regulations for certain products.



## Capacity Building

### Abstract

To promote technology-based economic development of developing countries, UNIDO ITPO Korea periodically arranges study tours for diplomats and government officials from various countries. ITPO Korea organizes a COMFAR III Promotional Workshop annually to promote UNIDO's Computer Model for Feasibility Analysis and Reporting (COMFAR) to public and private stakeholders in Korea. The objective of these activities is to enable participants to learn about networking, technologies, and business opportunities in Korea.

### Industrial Study Tour for Government Officials on Smart City Technology (The Smartium)

The Smartium | June 27



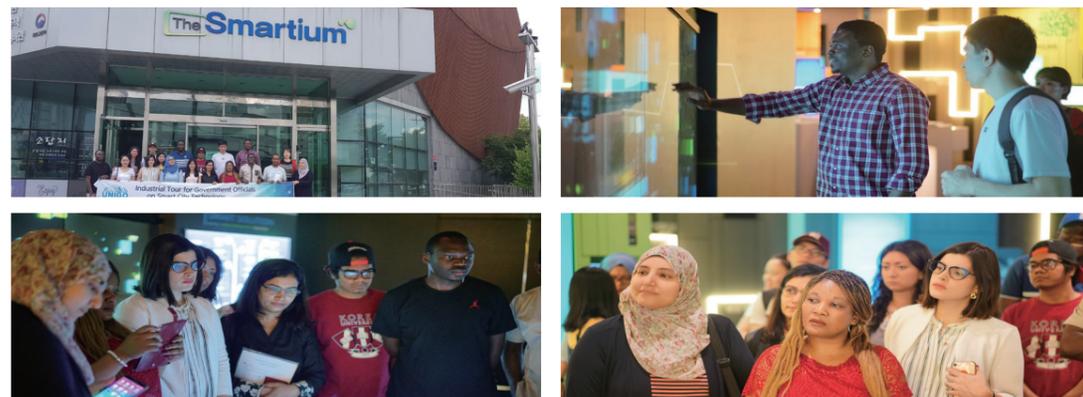
17 government officials from 15 target countries visited The Smartium for a study tour organized by ITPO Korea. The Smartium promotes a model for smart cities, green housing, and renewable energy based on Korea's development experiences. The tour was organized to introduce smart city-related technologies to the visiting government officials.

The delegation was comprised of financial and customs officials from 15 developing countries, such as Ghana, Egypt, Vietnam and so on.

Seoul, the capital metropolitan of Republic of Korea, is widely recognized as one of the leading smart cities in the world and possesses world renowned ICT infrastructure that enabled the green technology making up the city. The tour for Government Officials on Smart City Technology was held in hope of bridging the gap in technology advance in developed and developing countries.

"The Smart City Technology is very important to developing countries, because solving the waste problem at the same time providing power for use is like killing two birds with one stone," said Richard Akonor, Revenue Officer, Ghana Revenue Authority.

The visiting government officials on the tour were able to experience and learn about Korea's smart city initiatives first-hand at The Smartium, which showcases various local smart city projects.



## COMFAR III Promotional Workshop

KORAIL Daejeon | November 14



UNIDO's Computer Model for Feasibility Analysis and Reporting (COMFAR) facilitates long and short term analysis of financial and economic consequences for industrial and non-industrial products. With more than 10,000 users in 160 countries, ITPO Korea continues to locally promote the use of the software by organizing this annual seminar with Korean entities.

ITPO Korea's objective is to encourage the overseas expansion and investment by Korean companies and institutions into target countries. This year's workshop was held with the Korea Railroad Corporation (KORAIL) and the Korea Rail Network Authority (KR), who are actively seeking infrastructure projects abroad.



The workshop introduced the concept of feasibility studies and UNIDO's methodology. The instructor, Kang Hyun-soo (CEO of Decision Science), emphasized the importance of conducting feasibility studies in order to attain accurate pre-investment information.



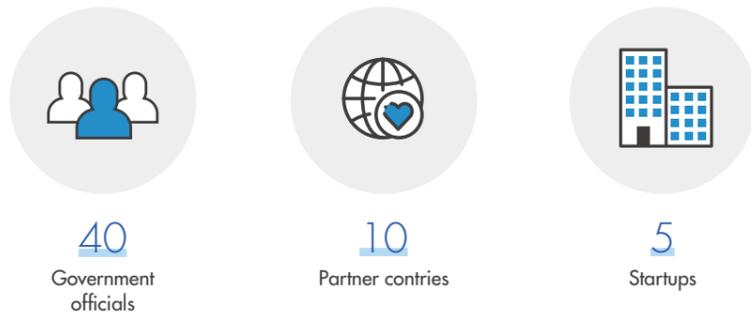
# Startups and Entrepreneurship

## Abstract

In view of achieving the Sustainable Development Goals(SDGs), UNIDO ITPO Korea, in collaboration with relevant institutes and organizations, promotes entrepreneurship and innovative startups by various joint activities. The Office provides entrepreneurs and startups with useful information and advisory services in relation to developing countries and economies in transition through UNIDO's long-standing experience and expertise. With UNIDO ITPO Korea, startups can effectively penetrate and increase their share in foreign markets and accumulate knowledge of investment in developing countries.

## Korea-ASEAN Global Media Day

The Smartium | June 27

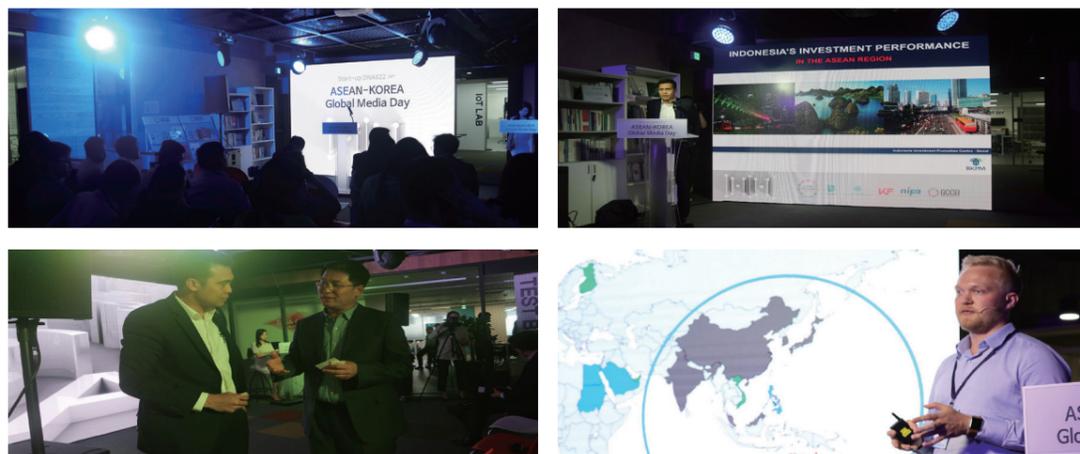


ITPO Korea co-hosted the ASEAN-KOREA Global Media Day in collaboration with GCCEI, Gyeonggi Provincial Government, Korea Foundation, and the National IT Industry Promotion Agency.

The event was organized to expose exemplary startups incubating in GCCEI, as well as SMEs in Gyeonggi Province, to ASEAN media outlets. 13 reporters from 10 ASEAN countries attended the event along with investment experts from the ASEAN region.

Session 1 of the event featured a lecture by the Director of the Indonesia Investment Promotion Center, Mr. Hilmy Q.R. Tanjung, on Indonesia's market trends and entrance strategies. In Session 2, five selected startups were given time to pitch their businesses to those in attendance. The event concluded with a chance for all parties to network.

ITPO Korea co-organized the event to promote UNIDO's vision of inclusive and sustainable industrial development (ISID) particularly to the enterprises interested in expanding their businesses overseas.



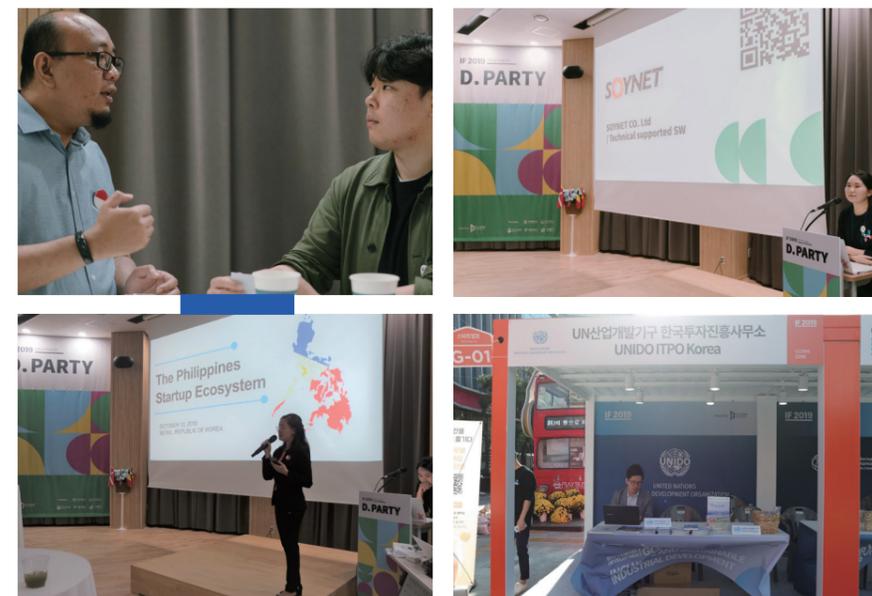
## Imagine Future - Startup Street Festival

Shincheon | October 12



Imagine Future is the largest startup street festival in Korea. Around 90,000 visitors attended the festival this year with about 100 Korean startups operating booths to introduce their business ideas. ITPO Korea was also involved as exhibitors and invited 20 government officials from the KOICA CIAT Programme to speak on stage.

Each presenter shared with the audience the investment climate and startup ecosystem of their respective countries(Indonesia, Laos, Philippines). ITPO Korea will continue to work with Korean MSMEs and aid in their global business expansion with the goal of promoting industrial development in target countries.



## Global Entrepreneurship Policy Forum

Seoul Dragon City Hotel |  
November 12



150  
Participants



8  
Lectures or Seminars

ITPO Korea organized the Global Entrepreneurship Policy Forum in collaboration with the Korea Entrepreneurship Foundation (KoEF), a subsidiary of the Ministry of SMEs and Startups, and the Science and Technology Policy Institute (STPI). The Forum was organized as part of the Global Entrepreneurship Week (GEW) movement, which seeks to inspire millions around the world to explore their potential as an entrepreneur.

The Head of ITPO Korea emphasized the role of our Office in harnessing innovation in Korea and target nations through cooperation and partnership with relevant stakeholders in all sectors. The forum continued with lectures from various people of influence in entrepreneurship.



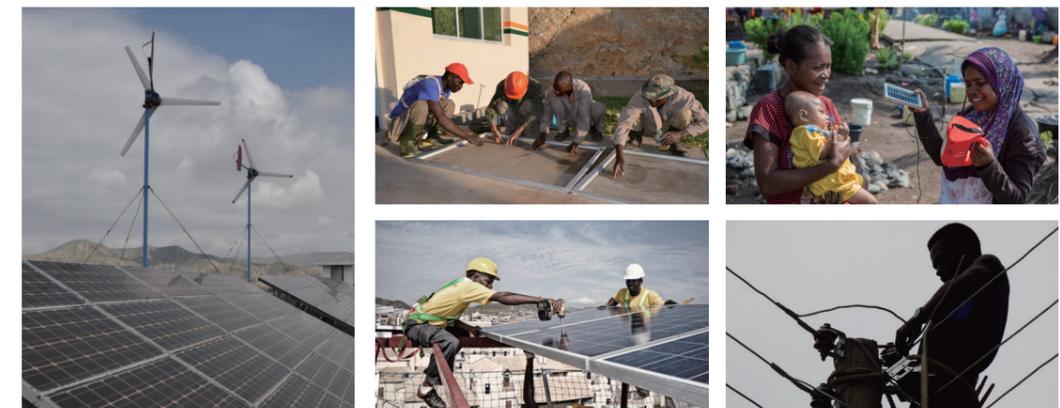
## Outlook for 2020-2025

By agreement between UNIDO and the Government of the Republic of Korea, UNIDO ITPO will continue its operations for the next 5 years (2020-2025) by engaging in the following activities:

- Continuous interactions with other UNIDO Investment and Technology Promotion Offices (ITPOs) in Africa, the Arab region, Asia, and Europe with access to their institutional and business contacts and database (investment opportunities, technology suppliers)
- Providing access to investment related information and government/private sector contacts in other countries through the UNIDO field office network
- Providing access to the wealth of the Organization's expertise and experiences in investment and technology promotion
- Raising awareness of offers/demands of investment and technology in the Republic of Korea and in developing countries
- Participating in UNIDO-sponsored and/or organized investment and technology related events as well as global forum events
- Providing access to UNIDO's investment promotion methodologies tools such as COMFAR

## Main target groups

- The ultimate beneficiaries of the projects are public and private institutions, enterprises, business associations, and investment promotion agencies in developing countries and countries with economies in transition as the project will support their efforts in promoting investment and technology flows.
- The projects will also provide opportunities for the private sector of Korea to enter new markets or expand their business if already operating in target developing countries.



## Technology Transfer and Promotion

### Abstract

ITPO Korea is continuously seeking ways to actively facilitate the transfer of technologies to developing countries. Though the origin of our technology sources are mostly Korean, we do not discriminate in promoting technology that can aid in achieving inclusive and sustainable industrial development. Our main method of technology promotion is through our Technology Database.



### ITPO Korea Technology Database

ITPO Korea established the Technology Database to promote productive and environmentally friendly technologies of various companies. The objective of the database is to make widely known a list of technologies that can contribute to inclusive and sustainable industrial development initiatives.

Items on the database can be viewed via our online platform, which serves to enhance investment and networking opportunities. The collected information is uploaded on ITPO Korea's website and is also published in print as well. Entities who wish to have their technologies added on the database will be selected through ITPO Korea's internal procedure after submitting a registration form.

### Criteria for Registration

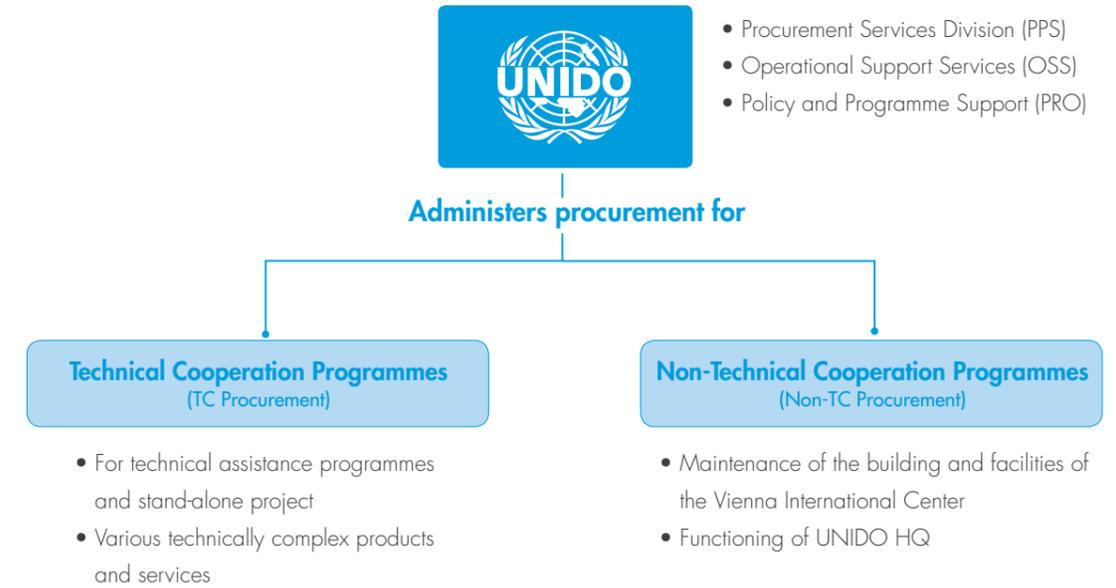
Technologies will be reviewed and screened by UNIDO ITPO Korea's experts based on the following criteria:

1. Acceptance in target countries
2. Advanced technology
3. Sustainable Competitive Advantage (SCA)
4. Compatibility with UNIDO's industrial development project

### How to Register

Please contact our office via [itpo.seoul@unido.org](mailto:itpo.seoul@unido.org)

## UNIDO Procurement



UNIDO procures goods and services for implementation of its Technical Cooperation Programmes (TC Procurement), and maintenance and functioning of the Vienna International Center including UNIDO Headquarters (Non-TC Procurement).

### Procurement Methods

UNIDO's four main procurement methods are as follows:

Method	Request Type		€40,000 Threshold		Procurement Requirement
	Informal	Formal	Below	Above	
RFQ <small>Request for Quotation</small>	✓		✓		Clear and specific
ITB <small>Invitation to Bid</small>		✓	Some cases ✓	Mandatory ✓	CAN be expressed quantitatively and qualitatively
RFP <small>Request for Proposal</small>		✓	Some cases ✓	Mandatory ✓	CANNOT be expressed quantitatively and qualitatively
RFO <small>Request for Offer</small>	✓	✓	✓	✓	As above

### UNIDO Procurement Website (English)



For more information, please visit <https://procurement.unido.org> by scanning the QR code.

## PARTNERSHIPS



Ministry of Foreign Affairs  
Republic of Korea

Ministry of Foreign Affairs  
외교부



Ministry of SMEs  
and Startups

Ministry of SMEs and Startups  
중소벤처기업부



Ministry of  
the Interior and Safety

Ministry of Interior and Safety  
행정안전부



Rural Development  
Administration

Rural Development Administration  
농촌진흥청



Global Inspiration  
세계속의 경기도

Gyeonggi Provincial Government  
경기도청



인천광역시  
Incheon Metropolitan City

Incheon City  
인천광역시청



한바탕 전주

Jeonju City Hall  
전주시청



Korea International  
Cooperation Agency

Korea International Cooperation Agency  
한국국제협력단



Korea Trade-Investment  
Promotion Agency

Korea Trade-Investment Promotion Agency  
대한무역투자진흥공사



Korea SMEs and Startups Agency

Korea SMEs and Startups Agency  
중소벤처기업진흥공단



Connecting People,  
Bridging the World

Korea Foundation  
한국국제교류재단



국가과학기술연구회  
National Research Council of Science & Technology

National Research Council of Science and Technology  
국가과학기술연구회



한국철도시설공단  
KOREA RAIL NETWORK AUTHORITY

Korea Rail Network Authority  
한국철도시설공단



Korea Railroad Corporation (KORAIL)  
한국철도공사



한국기계산업진흥회  
KOREA ASSOCIATION OF MACHINERY INDUSTRY

Korea Association of Machinery Industry  
한국기계산업진흥회



한국약품수출입협회  
Korea Pharmaceutical Traders Association

Korea Pharmaceutical Traders Association  
한국약품수출입협회



한국섬유산업연합회  
Korea Federation of Textile Industries

Korea Federation of Textile industries  
한국섬유산업연합회



Korea Health Industry  
Development Institute

Korea Health Industry Development Institute  
한국보건산업진흥원 (헬스케어이노지움)



명지대학교 산학협력단  
MYONGJI UNIVERSITY  
INDUSTRY AND ACADEMIA COOPERATION FOUNDATION

Myongji University Industry and Academia Cooperation Foundation  
명지대학교 산학협력단



PAN-GYO TECHNO VALLEY  
판교테크노밸리

Pan-Gyo Techno Valley  
판교테크노밸리



창조경제혁신센터

Center for Creative Economy and Innovation  
창조경제혁신센터



KOGAS  
KOREA GAS CORPORATION

Korea Gas Corporation (KOGAS)  
한국가스공사



D.CAMP

D.CAMP (Banks Foundation for Young Entrepreneurs)  
은행권청년창업재단



nipa 정보통신산업진흥원  
National IT Industry Promotion Agency

National IT Industry Promotion Agency  
정보통신산업진흥원



KoEF 한국청년기업가정신재단  
KOREA ENTREPRENEURSHIP FOUNDATION

Korea Entrepreneurship Foundation  
한국청년기업가정신재단



STEPI 과학기술정책연구원  
SCIENCE AND TECHNOLOGY POLICY INSTITUTE

Science and Technology Policy Institute (STEPI)  
과학기술정책연구원



EIC  
ETHIOPIAN INVESTMENT COMMISSION  
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Ethiopian Investment Commission  
에티오피아 투자청



Cámara de  
Comercio de Cali

Cali Chamber of Commerce  
칼리 (콜롬비아) 상공회의소



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



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Bldg 153 Rm 411, Seoul National University 1 Gwanak-ro, Gwanak-gu, Seoul, Korea , 08826

**Tel.** +82)2-794-8191~3 **Fax.** +82)2-794-8194 **E-mail.** [itpo.seoul@unido.org](mailto:itpo.seoul@unido.org)  
**URL.** [www.unido-itpo.kr](http://www.unido-itpo.kr)



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Bldg 153 Rm 411, Seoul National University 1 Gwanak-ro, Gwanak-gu, Seoul, Korea , 08826

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