

ANNUAL REPORT 2020
UNIDO ITPO Korea



SUSTAINABLE DEVELOPMENT GOAL 9
INDUSTRY, INNOVATION AND INFRASTRUCTURE

ANNUAL REPORT 2020
UNIDO ITPO Korea



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION

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UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION



In partnership with
the Republic of Korea



UNIDO NETWORK OF INVESTMENT AND
TECHNOLOGY PROMOTION OFFICES
SEOUL, REPUBLIC OF KOREA

ANNUAL REPORT 2020

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A MESSAGE FROM THE HEAD OF UNIDO ITPO KOREA



2020 has been an unprecedented year for all of us. The spread of the COVID-19 led to a global pandemic at a pace and scale unseen before in the 21st century. Virtually every single region in the world was affected by the pandemic, especially the developing countries which suffered from hindered economic growth and devastating socio-economic damages.

To combat the decline in economic growth of the developing countries, UNIDO ITPO Korea showcased an exceptional effort to adapt ongoing projects and programmes to various online platforms to achieve the goals set out by UNIDO and the Sustainable Development Goals (SDGs). Our office successfully managed to avoid any major interference to our key activities such as the UNIDO-KOICA Fellowship Programme, Trade and Investment Promotion Seminars/Consultations, and Capacity Building Programmes including the Delegate Programme.

2020 also marks the second year of UNIDO ITPO Korea's Advisory Programme. Each of our advisors in Ethiopia, Peru and Cambodia have accelerated technical cooperation with the local government and its private sector to open a new chapter of cooperation between Korea and the beneficiary countries.

In order to further promote investment and technology transfer in the increasingly digitalized and innovative environment of the 4IR, UNIDO ITPO Korea partnered with

D.CAMP (Banks Foundation for Young Entrepreneurs) in August 2020, and relocated its office to FRONT1, one of the world's largest startup incubator/hub. From this partnership, we aim to effectively support overseas operation and technology transfer from the numerous promising startups of various sectors to the suitable developing countries.

Although the COVID-19 pandemic caused major turbulence in the path to economic growth for many developing countries, the rise in levels of digitalization, especially of communication during this period has increased efficiency in business relations. As the global situation is expected to progressively normalize in 2021, this year will be a crucial opportunity to advance into new developments for UNIDO ITPO Korea as well as the rest of the world.

UNIDO ITPO Korea will continue its efforts to support Inclusive and Sustainable Industrial Development (ISID) by utilizing the established networks of both public and private investment promotion bodies within UNIDO, whilst maintaining a strong commitment to our mission to promote and facilitate foreign investment and technology transfer from Korea to developing countries.

Hyundong CHO
Head of UNIDO ITPO Korea

ACHIEVEMENTS IN 2020



Advisory Programme

- 379 Participants
- 140 G2B/B2B Meetings
- 35 Consultancy Sessions
- 17 Reports
- 4 Webinars (Online Seminars)

UNIDO-KOICA Fellowship Programme

- 20 Sessions
- 25 Participants / 15 Females
- 4 Countries



Delegate Programme

- 28 Participants / 11 Females
- 6 Individual Meetings with Startups



Trade and Investment Promotion

- 175 Participants / 53 Females
- 10 Countries
- 65 Companies
- 7 Government Officials from 6 Target Countries



Capacity Building

COMFAR III Promotional Workshop

- 11 Companies
- 6 Hours of Training
- 2 Sessions

Startups and Entrepreneurship

- 25 Participants / 13 Females
- 1 Speaker Organized by UNIDO ITPO Korea
- 2 Workshop/Exhibition



Technology Transfer and Promotion

- 1 Publication of Technology Database (June 2020)
- 38 Database registrations

Machinery Industry Consultative Committees

- 12 Participations as an Advisory Body
- 1 Comprehensive Report on UN Procurement

Cooperation with UNIDO's Network

- 200 Participants / 180 Females
- 2 Speakers Organized for other UNIDO ITPOs



UNIDO

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 Sustainable Development Goal 9 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 its 170 Member States.

The relevance of ISID as an integrated approach to all three pillars of sustainable development is recognized by the 2030 Agenda for Sustainable Development and the related Sustainable Development Goals (SDGs), which will frame United Nations and country efforts towards sustainable development in the next ten years. UNIDO's mandate is fully recognized in 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.

Sustainable Development Goal 9



INDUSTRY, INNOVATION AND INFRASTRUCTURE

1

Seeks to advance poverty eradication and inclusiveness, builds productive capacities in an inclusive manner, and provides more opportunities for all women and men as well as across social groups, also through partnerships with all stakeholders involved in industrialization processes

2

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

3

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 4 Strategic Priorities



- 01 **Creating shared prosperity**
- 02 **Advancing economic competitiveness**
- 03 **Safeguarding the environment**
- 04 **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:

- Technical cooperation
- Analytical and research functions and policy advisory services
- Normative functions and standards and quality-related activities
- Convening and partnerships for knowledge transfer, networking and industrial cooperation

In carrying out the core requirements of its mission, UNIDO has considerably increased its technical services over the past ten 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 ITPO UNIDO Investment and Technology Promotion Office

In 1986, UNIDO introduced the very first Investment Promotion Services, which would become the UNIDO Network of Investment and Technology Promotion Offices (ITPOs). Since then, the UNIDO ITPOs have contributed to reducing development imbalances, by brokering investment and technology agreements between developed, developing countries and countries with economies in transition. Located in both hemispheres, the specialized network of UNIDO ITPOs opens up opportunities for investors and technology suppliers to find potential partners and offers unique services to both entrepreneurs and business institutions.



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 UNIDO 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

UNIDO 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.

UNIDO ITPO KOREA Office Relocation August 2020

The UNIDO Investment and Technology Promotion Office Korea (ITPO Korea) has completed the relocation of its office to Mapo District's 'FRONT1' Startup Complex in Seoul (Exit 4 at Gongdeok Station).



UNIDO ITPO Korea promotes mutually beneficial business opportunities for SMEs and Startups by utilising its global networks including domestic government organizations such as the Ministry of Foreign Affairs and the Ministry of SMEs and Startups, public agencies related ODA, including KOICA, and the 170 UNIDO member countries.

The newly renovated FRONT1 is the world's largest startup complex with 20 stories above ground and 5 stories below ground, housing public works spaces, sleeping rooms, auditoriums, a fitness centre, and restaurants. FRONT1 is operated by D.CAMP, an organization created by major domestic banks' investment of \$450 million to create a nurturing

environment for young entrepreneurs and startups. Since its establishment in 2013, D.CAMP has raised over \$700 million, which has been directly and indirectly invested in the start-up ecosystem.

UNIDO ITPO Korea will strengthen its network with domestic companies and startups through the relocation of UNIDO ITPO Korea to 'FRONT 1' and strive to increase the overseas expansion capacity of domestic companies through various new business links and opportunities.

Also, UNIDO ITPO Korea will play a more active role in supporting developing countries' sustainable economic development based on UNIDO's overseas networks, infrastructure and expertise.

As of the end of 2020, there are 6 ongoing PCPs in the following countries:
MOROCCO · SENEGAL · ETHIOPIA · CAMBODIA · KYRGYZSTAN · PERU

In line with the PCP target countries identified by UNIDO, UNIDO ITPO Korea established its own Advisory Programme in 2019 focusing on the 3 countries:



ADVISORY PROGRAMME

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.

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

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

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 sector offices
- Facilitating/following-up on projects with Korean companies



ADVISOR
BAHARNESH MESFIN TESHOME

Baharnesh 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 counselling on the market and sectors of interest, find reliable partners, and participate on trade missions to Ethiopia.

Business Opportunities in the Pharmaceutical and Medical Supplies Sector in Ethiopia and its Implications under the AfCFTA

Online Seminar / November 2 - 6



Within the framework of the Advisory Programme, UNIDO ITPO Korea organized a Webinar introducing various business opportunities in the pharmaceutical and medical supplies sector in Ethiopia to the South Korean audience. Participants included government officials from the Ethiopian Investment Commission (EIC), Federal Ministry of Health (FMOH), Ethiopian Pharmaceuticals Supply Agency (EPSA), Food Drug Administration (FDA), United Nations Economic Commission for Africa (UNECA) and the African Development Bank (AfDB). Representatives from each organization participated as a panellist for the duration of the webinar and presented to the South Korean companies on topics relating to each of their roles. After the panellists' discussions took place, 70 G2B or B2B consultation meetings proceeded on the online platform throughout the five days of the webinar event.

Comprehensive list of the discussed topics is as stated below:

- New Investment Proclamation, Regulations, Kilinto Industrial Park, and highlights of incentives for those within and out of IPs (Industrial Parks)
- Overview of the Health Sector, Market needs/dema Procurement list
- Role of EPSA, Tender procedures and guidelines-How can the companies participate?
- Sector specific Policy and Regulatory Framework for Investment and trade
- Private sector perspective/experience on the investment and trade opportunities in the pharmaceutical and medical supplies sector of Ethiopia
- Opportunities for pooled procurement of essential drugs and products and local pharmaceutical production under the AfCFTA and How can companies be a part of this?
- Financing instruments to support African Manufacturers in the pharmaceutical and medical supplies sector



ADVISOR
DAVID ALFREDO DIAZ LAZO

David is a dual citizen of Peru and the US and 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 also focuses on fostering investment and commercial promotion between Peruvian SMEs and Korean counterparts.

Semana de la Innovación 2020 Virtual Edition

Online Seminar / September 21 - 25



UNIDO ITPO Korea's Advisor in Peru, Mr. Diaz Lazo represented our office in the 2020 edition of Semana de la Innovación, to which 10 ministries, 13 public institutions, 5 cooperation organizations, 2 private institutions and the Metropolitan Municipality of Lima and about 11,000 individual guests participated in various plenaries, forums and virtual workshops. For this event, UNIDO ITPO Korea cordially invited Mr. Jaehoon Rhee, former President of Korea Technopark Promotion Association (KTPA), and current Professor of Business Administration at Yeungnam University, who is an expert in the field of Science and Technological Parks (STP).

Mr. Jaehoon Rhee spoke at the 1st plenary session about the evolution of Technoparks in Korea and participated in the panel session to provide his opinion on innovation as well as policy recommendation for Peru's economic development. On the second day of the online event, Mr. Rhee presented on the history of Technoparks and its impact on regional development focusing on the case of GyeongBuk Technopark, sharing in-depth knowledge of Korea's case to the relevant sector participants.

Korean Market Trends and Opportunity in Cosmetic Industry

Online Seminar / September 8



On the 8th of September 2020, Ministry of Foreign Trade and Tourism (PromPeru) and UNIDO ITPO Korea co-hosted an online seminar introducing the current market trends and opportunities in South Korea's cosmetics industry to the Peruvian SMEs in the related sector.

The seminar provided the participating Peruvian companies with an opportunity to gain necessary information to expand into the Korean market such as relevant legislations, market environment, and business opportunities especially regarding the exportation of raw materials and ingredients. 197 people attended the online seminar, of which 72% of the participants answered that they were able to obtain useful information from the session.

UNIDO ITPO Korea invited Korean cosmetics industry expert to not only share detailed information and answer the questions of the Peruvian SMEs, but also to provide a platform to connect Korean buyers with promising Peruvian cosmetics manufacturers. UNIDO ITPO Korea and PromPeru agreed to further cooperate to promote successful business relationships between the two countries' cosmetics sector.



ADVISOR
RITTHY OU

Ritthy received his Master's degree in Public Policy and Human Development at the United Nations University, Maastricht. Since then, he served as a Consultant followed by a National Project Officer position at the International Labour Organization (ILO) in Cambodia. Ritthy has had a variety of additional experiences in the humanitarian sector including his time at Oxfam.

Joint Organization of High-level Discussion on FDIs to Cambodia

Online Virtual Conference / October 21



UNIDO Cambodia Office and ITPO Korea organized a high-level discussion on foreign direct investment (FDIs) to Cambodia via an online virtual conference with an aim to understand the current investment climate in Cambodia and coordinate the interests of foreign companies from Korea, China, Japan and Italy.

Notably, business to business (B2B) matchmaking strategies were actively discussed by the panelists namely the UNIDO Heads of Investment and Technology Promotion Offices (ITPO) in Seoul, Shanghai, Tokyo and Rome, representative of Council for the Development of Cambodia (CDC), CEO of Phnom Penh Special Economic Zone (PPSEZ) and Chief of UNIDO's Regional Division for Asia and the Pacific.

To promote businesses further, Mr. Hiroshi Uematsu, the CEO of PPSEZ, suggested that Cambodia should maximize the benefit of '+1' move from China and Thailand. Mr. Hyundong Cho, the Head of UNIDO ITPO Korea introduced the current Korea-Cambodia trade and investment situation and highlighted the need to maximise the potential and opportunity from a strengthened bilateral relationship arising from close collaboration with the Cambodian stakeholders.

Publication of Korea-Cambodia Free Trade Agreement (FTA) Comprehensive Report

Publication / August 20



On the 9th of July 2020, Republic of Korea and Cambodia initiated official bilateral negotiations for a Free Trade Agreement (FTA). In this regard, UNIDO ITPO Korea produced a comprehensive status report on the two countries trade negotiations.

This report provides detailed insight to the Korea-Cambodia FTA. It introduces major trade items, comparison of Korea-ASEAN and Korea-Vietnam FTA tariff rates, and provides details of Cambodia's previous trade agreements. In particular, this report provides an in-depth comparison of tariff rates on all major export and import items between Korea and Cambodia, which has assisted in the prediction of benefits that various Korean companies will receive before the Korea-Cambodia FTA was signed.



ONLINE CONSULTANCY SERVICE



1. Target

Business targeting the Cambodia, Ethiopia, Peru markets

FDI Consulting

- FDI requirements and procedures
- Tax laws and incentives
- Incorporation procedures and laws
- Customized location support
- Labor relations and employment support
- Customs procedures for capital goods, etc.



2. Registration period

Year-round

Administrative Support

- Support with visa issuance/renewal/change
- Exchange of foreign license with a local one
- Information on investment conditions and systems
- Connect to customized support by local governments



3. Consultation content

Business operation

Settlement Support

- Consulting and accompaniment service

UNIDO ITPO Korea Advisors

Our advisors maintain connections with central and local governments

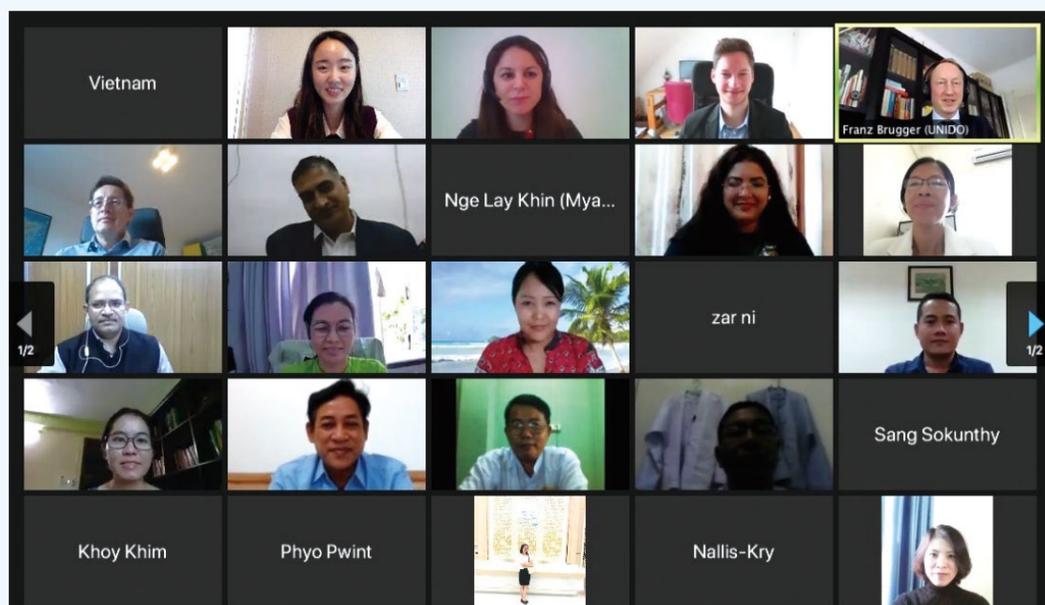
Central Government	Local Government	Other
<ul style="list-style-type: none"> • Ministry of Innovation and Technology • Ministry of Trade and Industry • Ministry of Agriculture • National Planning Commission • Ethiopian Investment Commission • Ministry of Water, Irrigation and Energy 	<ul style="list-style-type: none"> • Addis Ababa • Oromia • Amhara • SNNPR • Somali • Tigray 	<ul style="list-style-type: none"> • Ethiopian Chamber of Commerce & Sectoral Associations • Addis Ababa Chamber of Commerce
ETHIOPIA 		
<ul style="list-style-type: none"> • Ministry of Foreign Affairs • Ministry of Production • Ministry of Economy and Finance • Ministry of Energy and Mines • National Council of Science, Technology and Technological Innovation-Concytec • ProInversión • PromPerú 	<ul style="list-style-type: none"> • Lima • Arequipa • Piura • La Libertad • Cajamarca • Cusco 	<ul style="list-style-type: none"> • National Society of Industries • Lima Chamber of Commerce • Peru SME Association • Entrepreneurs Association - ASEP • RED Idi • BioActiva
PERU 		
<ul style="list-style-type: none"> • The Council for the Development of Cambodia • Ministry of Industry, Science, Technology and Innovation • Ministry of Commerce • Ministry of Agriculture, Forestry and Fisheries • Ministry of Tourism • Ministry of Labor and Vocational Training • Ministry of Economy and Finance 	<ul style="list-style-type: none"> • Phnom Penh • Prey Veng • Siem Reap • Battambang • Takéo • Sihanoukville • Kampong Spue • Kandal 	<ul style="list-style-type: none"> • Cambodia Chamber of Commerce • Phnom Penh Chamber of Commerce
CAMBODIA 		

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UNIDO-KOICA FELLOWSHIP PROGRAMME



In partnership with the Korea International Cooperation Agency (KOICA), UNIDO ITPO Korea organizes professional training programmes designed for government officials, civil servants, and private sector experts from partnered developing countries to be hosted in Korea. The programme includes lectures on industrial policy management, study tours and site visits to leading industrial facilities in Korea, and business seminars with various Korean stakeholders. This programme allows UNIDO ITPO Korea to achieve its mission in promoting industrial exchanges between the Republic of Korea and the partnered developing nations.

Policies for Inclusive and Sustainable Industrial Development

Online Course / November 23 - December 4



As part of the project “Joint capacity development programme with Korea International Cooperation Agency”, UNIDO organized an online workshop for policymakers from Cambodia, Myanmar, Vietnam and India.

It follows a course that took place from 30 September to 18 October 2019 at KOICA’s Center for International Cooperation (ICC) near Seoul, hosting 20 policymakers from Lao PDR, Indonesia and the Philippines. Originally, the project envisaged three consecutive training courses in the Republic of Korea, however, due to the global Covid-19 pandemic, this second instance has been conducted online. This course enabled participants to better understand the policy implications of inclusive and sustainable industrial development with a particular focus on evidence-based industrial policymaking. It consisted of a mixture of lectures and interactive sessions covering a range of topics related to inclusive and sustainable industrial development with a particular emphasis on the Korean experience. Speakers included senior representatives from various Korean institutions, UNIDO staff members and international experts. Throughout the 10-day curriculum, participants worked in groups on an analytical brief that applied the contents of the course to their specific countries. Participants who have successfully completed the course will be eligible to participate in the next event in Korea, scheduled to take place in the second quarter of 2021, should the global health situation allow it.



The online course covered the following broad thematic areas:

1. Evidence-based industrial policymaking: Instruments for analysis and strategy-setting
2. Diversification, dynamism and global value chains
3. Gender and industrial development
4. Circular economy
5. Science, technology and innovation
6. The future of manufacturing: Digitalization and Industry 4.0

DELEGATE PROGRAMME



UNIDO ITPO Korea invites Delegates from target developing countries to Korea in order to promote technology transfer and to increase various investment opportunities. Delegates are typically high-level officials of public and private Investment Promotion Agencies (IPAs) and/or other industry leaders and experts. The Programme consists of bilateral business meetings with potential Korean investors, country profile presentations, study tours and site visits to leading industrial facilities in Korea. These activities serve as a gateway to initiate substantive cooperation between the Korean private sector and partner countries.

Delegation of the Embassy of Colombia

Institutional Visit / November 17



Ambassador of Colombia to the Republic of Korea H.E Juan Carlos Caiza Rosero and Second Secretary Mr. Juan Sebastian Gomez Martinez visited the office of UNIDO ITPO Korea located in Mapo District of Seoul, Republic of Korea. UNIDO ITPO Korea and the Colombian delegation discussed various opportunities to further promote and strengthen trade technical cooperation between South Korea and Colombia.

UNIDO ITPO Korea and the Colombian delegation have been continuously interacting through notable events such as the 2018 and 2019 'Fellowship Program for Business Innovation and Enhancement of MSMEs in Colombia' as well as proceeding the 'Destination Korea project' with Cali Chamber of Commerce and Industry in 2019. The two parties shared the detailed outcomes of the programmes and agreed to continue to develop co-projects.

As part of the tour provided by D.CAMP (Banks Foundation for Young Entrepreneurs) the main operator of FRONT 1, the Colombian delegation had a chance to meet with firms interested in expanding to Colombia. Having discussed possible business opportunities, the delegation agreed on potential collaborations with the Korean startup industry alongside providing various relevant information.

UNIDO ITPO Korea will continue to seek ways to encourage trade and communication between Korea and Colombia, helping sustainable and future-oriented startups and small and medium enterprises to expand their businesses overseas and assist in successful technology transfer to developing countries in need.





DELEGATE PROGRAMME

Delegation of the Embassy of Sri Lanka

Institutional Visit / October 20



Ambassador of Sri Lanka to the Republic of Korea, H.E. A. Saj. U. Mendis and Commercial Attaché Ms. Rehka Mallikarachchi, visited the office of UNIDO ITPO Korea, located at the newly renovated FRONT1 building in Mapo District of Seoul, Republic of Korea. UNIDO ITPO Korea and the Sri Lankan delegation discussed various opportunities to further promote technical cooperation between South Korea and Sri Lanka, agreeing to hold various joint projects including the Korea-Sri Lanka Online Business Forum that later took place in November, 2020.

After the official meeting with the Head of UNIDO ITPO Korea, Mr. Hyungdong Cho, the Sri Lankan delegation was invited for a tour of the FRONT1 Building and its facilities including the open plan shared working space for the 100+ promising startups and 8 major Venture Capitals and Accelerators.

As part of the tour provided by D.CAMP, the Embassy of Sri Lanka had a chance to meet with startups interested in expanding to Sri Lanka. Having discussed the potential business opportunities, the embassy agreed on collaborations with the Korean startup industry, and to provide necessary informations.

UNIDO ITPO Korea will further seek ways to encourage trade and communication between Korea and Sri Lanka, helping sustainable and future-oriented startups and small and medium enterprises expand and transfer their technology overseas.

TRADE AND INVESTMENT PROMOTION



UNIDO ITPO Korea organizes various events, seminars and consultations in collaboration with relevant stakeholders such as government institutions, potential investors, trade promotion authorities in developing countries, and UNIDO's regional offices for the promotion of trade and investment in target countries. The promotional activities are designed to operate as a platform to share valuable information on investment opportunities, market environment as well as legislative requirements and political situations in a given target country, with an ultimate goal to establish business networks around the globe.

Business Environment and Market Entry Strategy in Indonesia & Laos

Online Seminar / October 14



UNIDO ITPO Korea co-held webinar 『Business Environment and Market Entry Strategy in Indonesia & Laos』 with KOREA G-PASS Company Export Association. Along with approximately 50 Korean firms, the event was participated by Ministry of National Development Planning in Indonesia and the Ministry of Planning and Investment of Lao People's Democratic Republic. The webinar was composed of various programs from a presentation on investment/expansion environment of the countries to those on successful expansion cases of Korean enterprises.

Mr. Yogi Harsudiono, Acting Deputy Director for Manufacturing/Industrial Affairs of Ministry of National Development Planning in Indonesia, and Mr. Phonesay Vilaysack, Deputy Director for Investment Promotion Department of Ministry of Planning and Investment of Laos, provided precautions and investment guidelines for foreign investors when investing to respective countries. It was followed by a Q&A session where entrepreneurs who wish to expand, invest, or transfer their technology participated.

Mr. Heejo Lee, sales/director of Samjin Precision and Mr. Sangbum Yoon, director of BB Agriculture and Trading Sole Co., Ltd, whose companies were successful in expanding to Indonesia and Laos, respectively, shared their thoughts and information on the experience.

Considerable amount of time was assigned to Q&A sessions for active participation and problem solving of the participants which resulted in a positive response. UNIDO ITPO Korea will continue to support enterprises in Korea and in the developing countries to create a mutual development between the two and help enterprises in need during the COVID-19 pandemic through various online events.



2020 K-Quarantine Expo: Consultancy Service for Overseas Operation

Consultation Service / October 28 - 29



UNIDO ITPO Korea participated in the K-Quarantine Expo 2020 at Korea International Exhibition and Convention Center (KINTEX), Ilsan, in provision of consultancy services to promote overseas expansion and operation of SMEs in South Korea's quarantine industry.



The K-Quarantine Expo 2020 was co-organized by Korea Trade-Investment Promotion Agency (KOTRA), Korea Medical Devices Industry Association (KMDIA) and KINTEX. The organizers stressed the possibility of a prolonged COVID-19 pandemic, therefore emphasizing the need for quarantine related products and industry especially under the four categories (Test/Trace/Treat/Post-Corona). The K-Quarantine Expo 2020 served as a milestone event in promoting the Korean quarantine standards and showcasing the best solutions and products suited for the outbreak of various infectious diseases such as COVID-19. Approximately 130 manufacturers participated in 220 individual booths, making it Korea's first and largest exhibition specializing in infectious diseases/quarantine industries.



ETHIOPIA



MONGOLIA



PHILIPPINES



AFGHANISTAN



ECUADOR



KENYA



For the first two days of the Expo, UNIDO ITPO Korea hosted over 20 B2G (Business to Government) overseas expansion/operation consultation meetings. Seven government officials from six developing countries (Ecuador, Mongolia, Philippines, Afghanistan, Kenya, and Ethiopia) were cordially invited by UNIDO ITPO Korea as consultants to provide country specific information. The government departments represented by the consultants ranged from advisory bodies from Ministry of Industry, Foreign Trade, Ministry of Finance, Aid Management Directorate and Investment Promotion Directorate to regulatory bodies such as the National Legal Department, Internal Revenue Service. 12 companies with diverse product categories (masks, sanitizers, infrared thermometers, etc.) participated in a total of 22 consultation sessions.



Erdenetuya Belen Anrrango Licuy, a participating consultant from Mongolia, mentioned that her provision of consultancy service “was a great chance to gain knowledge on the companies and the market as a whole” and that she anticipates continuous cooperation with UNIDO ITPO Korea.

UNIDO ITPO Korea will continue to provide support for developing countries to strengthen their domestic COVID-19 prevention measures and in doing so create a synergetic relationship with the K-Quarantine enterprises.

Korea-Sri Lanka Business Forum 『Creating Opportunities for Sustainability, Digital Technology & Investments: Power and Energy Sector』

Online Business Forum / December 9



UNIDO ITPO Korea was invited to the webinar 『Republic of Korea – Sri Lanka Online Business Forum focusing on Power and Energy sector,』 hosted by the Embassy of Sri Lanka in Seoul and Federation of Chamber of Commerce and Industry of Sri Lanka (FCCISL).

Composed of speeches from related parties and 1:1 B2B meetings, the forum aimed to facilitate cooperation between Republic of Korea and Sri Lanka and seek investment opportunities in the energy and power industry. Welcoming speeches by H E Jeong Woonjin, Ambassador of the Republic of Korea to Sri Lanka and H E Dr. Saj U. Mendis, Ambassador of Sri Lanka to the Republic of Korea marked the beginning which was then followed by a speech by Mr. Cho Hyundong, the Head of UNIDO ITPO Korea. Mr. Cho delivered a speech on the role of UNIDO ITPO Korea in supporting global business expansion of the industry and promised that the office will continue its efforts on aiding collaboration between Sri Lanka and Republic of Korea.

The forum continued to share status quo of the industry in Republic of Korea and Sri Lanka. To allow sustainable cooperation between the two, 4 speakers presented on various topics to aid the participants including Korean trend of new and renewable energy sector, business opportunity in Sri Lanka, and sourcing and prospects for investments for energy and power sector in South Asia.

The forum came to an end with 1:1 B2B meetings between Sri Lanka and Korean firms. UNIDO ITPO Korea arranged business meetings among 15 Korean firms and 8 Sri Lankan firms. The participants of the sessions were able to gain hands-on knowledge on the industry and discussed the possible measures in cooperation between the firms. From the Korean side, relatively large and medium sized firms including SK E&S, HYOSUNG, KEPCO E&C, Jeonnam Technopark, etc. participated in the B2B meetings. From the Sri Lankan side, outstanding firms in energy and power sector including Jlnka Technologies, JAT holdings, Hienergy Services, Regen Renewables participated in the session.

UNIDO ITPO Korea will continue to host various forums to support Korean industries to cooperate with international businesses and provide them with related information on expanding their business overseas.

Laos Market Entry Strategy: Utilizing the Patent Recognition Program

Online Seminar / December 15



UNIDO ITPO Korea co-hosted 『Business Environment of Laos and How to Benefit from <Patent Recognition Program> Between Laos and Korea』 with Korea Intellectual Property Service Center (KISTA).

Around 30 Korean companies wishing to expand their business in Laos and Laotian companies/officials interested in the newly launched Patent Recognition Program between Laos and Korea participated in the webinar event.



With opening speech of Mr. Hyundong Cho, Head of UNIDO ITPO Korea, Mr. Chanthasone Phetvixay from Ministry of Planning and Investment of Laos introduced the general market environment of Laos and business expansion strategies for Korean companies. The presentation dealt with recent economic policy, tax benefit, and investment opportunity of Laos.



It was followed by a presentation by Mr. Jaeheon Lee of KISTA. A general introduction on the Patent Recognition Program recently signed between Laos and Korea was provided along with promising industries in Laos and strengths that Korean companies have in the industry.

UNIDO ITPO Korea plans to carry out various events with KISTA to support Korean firms with patents in expanding their business and transferring their technologies overseas. In addition, UNIDO ITPO Korea will continue to ensure the growth and development of businesses via such online activities, in response to the COVID-19 restrictions.



CAPACITY BUILDING



To promote technology-based economic development of developing countries, UNIDO ITPO Korea periodically arranges study tours for diplomats and government officials from various countries. UNIDO ITPO Korea organizes annual Promotional Workshops to promote UNIDO's Computer Model for Feasibility Analysis and Reporting (COMFAR III) 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.

UNIDO COMFAR III Promotional Workshop

Workshop / November 12 - 19



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, UNIDO ITPO Korea continues to locally promote the use of the software by organizing annual workshops with domestic partners.

In 2020, UNIDO ITPO Korea partnered with D.CAMP (Banks Foundation for Young Entrepreneurs) to provide 2 training sessions at a total of 6 hours to various C-level executives and financial advisors of 11 promising startups.

The training programme was composed of the introduction to feasibility studies with the application of UNIDO COMFAR III Expert, COMFAR financial data input, COMFAR financial analysis, economic analysis, risk analysis, sensitivity analysis and project's financial appraisal. All activities mentioned were implemented through a practice session using an example case study.



STARTUPS AND ENTREPRENEURSHIP



In view of achieving the United Nations Sustainable Development Goals (SDGs), UNIDO ITPO Korea collaborates with relevant institutions and organizations to promote entrepreneurship and innovative startups. Through various activities, UNIDO ITPO Korea provides entrepreneurs and startups with consultation and advisory services in relation to developing countries and economies in transition through UNIDO's long-standing experience and expertise. Our service provides entrepreneurs with an opportunity to effectively expand and increase their share in foreign markets and accumulate knowledge of investment in developing countries.

STI Policies for MSME and Startup Promotion in Times of the Pandemic

Online Workshop / August 10 - 12



A three-day online workshop on the topic of "Science, Technology and Innovation (STI) Policies for Micro, Small and Medium Size Enterprises (MSMEs) and Startup Promotion in Cambodia during the global Covid-19 Pandemic" took place from the 10th to 12th of August 2020. The workshop was co-organized by the United Nations Industrial Development Organization (UNIDO) and the Ministry of Industry, Science, Technology and Innovation (MISTI) of Cambodia. It aims to give a brief introduction to the topic and feature lectures from experts from the Republic of Korea, Malaysia and Italy.

This workshop is part of a series of training courses conducted by UNIDO under the project "Support to the Royal Government of Cambodia in its effective implementation of a major development strategy and policy through institutional capacity-building".

The event gathered participation from around 50 high-level officials from the Ministries of Industry, Science, Technology and Innovation (MISTI), Agriculture, Forestry and Fisheries (MAFF), Economy and Finance (MEF), Tourism (MoT) and the Council for the Development of Cambodia (CDC).

UNIDO ITPO Korea cordially invited Mr. Abraham Kang (Sungwook Kang), Deputy Director of International Cooperation Division at the Ministry of SMEs and Startups for his presentation on the topic of "MSME promotion in Korea: The new Ministry of SMEs and Startups", which covered the overall policies and activities regarding SMEs and startups in the newly established Ministry of SMEs and Startups (MSS) in Korea. Mr. Kang shared Korea's experience to suggest ways to overcome the COVID-19 crisis, along with introducing Korea's current status and future direction. Mr. Kang also shared opportunities for cooperation between Korean SMEs and startups, the MSS and relevant Cambodian ministries.



Previous events covered the following topics:

- Evidence-based industrial policymaking: Measuring competitiveness and diversification
- Global Value Chains: Diagnostics and policies
- Digitalization and the fourth industrial revolution
- Standards and metrology for innovation





Imagine Future (IF) 2020 GANGNAM

Exhibition / October 28 - 31

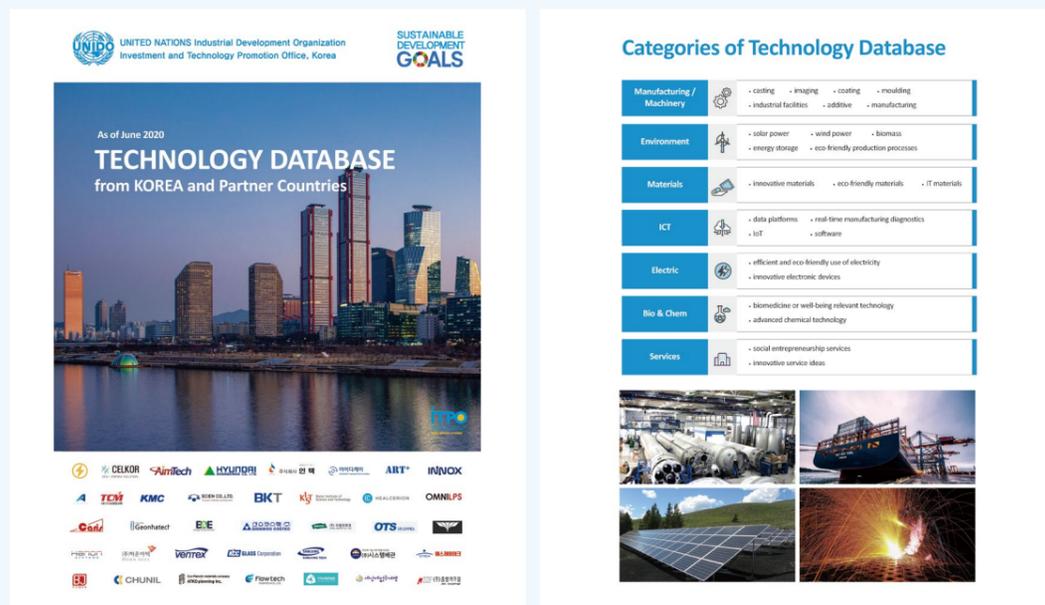
IF 2020 GANGNAM, co-hosted by D.CAMP and the Gangnam District Office is South Korea's first and the largest startup street festival with participation from over 250 startups and organizations, having previously accumulated over 190,000 visitors and 307 startup/organization participants in the last 3 years. IF 2020 GANGNAM took place both online and offline over the course of 4 days from October 28th to the 31st.

UNIDO ITPO Korea was interviewed as one of the participating global partners of IF 2020 GANGNAM. Staff members introduced various UNIDO ITPO Korea's support programmes for SMEs and startups such as the overseas expansion/investment consultancy service and collection/distribution of our technology database. The full interview can be found on the website of IF 2020 GANGNAM.

On the third day of the festival, October 30th, UNIDO ITPO Korea visited the offline exhibition venue. UNIDO ITPO Korea's staff communicated with the founders of various startups in a wide range of industries from health to finance and sought measures to support the firms in the future. The festival was followed by Y.E.S. DEMODAY, a competition to reward a comprehensive support programme for the best startups founded by university students. Ten finalists including Hangler, a 1:1 Korean teaching service provided by the visually handicapped, and Korea Deep Learning Inc., automated entrance system using artificial intelligence by remote identification card scanning technology, were introduced to us.

Through our office's presence at the IF 2020 GANGNAM, over 150 startups were personally introduced to the various support programmes operated by UNIDO ITPO Korea. We were able to gather insight into the urgent issues many of the early startups were facing and will be able to better accommodate to their specialized needs in the future.

TECHNOLOGY TRANSFER AND PROMOTION



UNIDO ITPO Korea aims to actively facilitate the transfer of advanced technologies to developing countries. Under the Sustainable Development Goal 9 (SDGs-9), our objective is to achieve inclusive and sustainable industrial development and foster shared innovation in both the developed and developing world. The main method for the facilitation and promotion of technology transfer is through our annual publication of the Technology Database.

Technology Database

Publication / June

UNIDO ITPO Korea published its second 'Technology Database' in June 2020 following its first edition in March 2019. This year's publication included selected winners of the IR52 Jangyeongsil Award and receivers of the New Technology (NET) certification to further increase reliability and promote a more diverse range of technologies than the previous year's publication. In the 2020 Technology Database, 38 new technologies from 38 promising companies were registered, focusing mainly on manufacturing, machinery and green technology sectors.

UNIDO 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 the list of technologies that can contribute to inclusive and sustainable industrial development (ISID) initiatives. Items on the database can be viewed via our online platform, which serves to enhance investment and networking opportunities. The collected information is published on UNIDO ITPO Korea's website and is also distributed in print as well. Entities who wish to have their technologies added on the database will be selected through UNIDO ITPO Korea's internal procedure after submission of the 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

The full document is available upon the QR code on the right



MACHINERY INDUSTRY CONSULTATIVE COMMITTEES



Organized by the Korea Association of Machinery Industry (KOAMI), “Machinery Industry Consultative Committees” aim to support the successful entry into international industrial robotics markets through the promotion of partnership between local SMEs and Major companies. UNIDO ITPO Korea regularly participated as an official advisory body to the Council, providing our expertise on market entry strategies into developing/emerging economies as well as engagement with ODA related institutions through cooperative projects.

Myanmar Agricultural Machinery Industry Technology Centre Project Workshop

Workshop / July 23 - 24 / Busan

UNIDO ITPO Korea participated in the Myanmar Agricultural Machinery ODA project kick-off workshop to provide advisory services in support of the successful implementation of the project, and to discuss the overall project strategic direction and oversight.

The workshop was attended by 35 related/exclusive agencies and academia including ODA-related institutions from the Rural Development Administration (RDA), Korea Institute for Advancement of Technology (KIAT) etc. The sessions were conducted in the subsequent format: Following the project implementation agency's presentation on the project's background and execution plan, each advisor provided their expertise for the general improvement of the project plan. During the main discussion session, attendees discussed the ways in which the overall performance of the project can be expanded, as well as suggesting potential linkages to various other related projects.

The Myanmar Agricultural Machinery Industry Technology Development Centre is a new industrial and trade cooperative development project of 2020, launched to support Myanmar's agricultural industry through knowledge sharing, enhanced value chain and supply of agricultural machinery, as well as facilitating Korean enterprises' entry into a new market.

This project is organized by the Korea Institute of Industrial Technology (KITECH), in cooperation with the Korea Association of Machinery Industry (KOAMI), Jeonbuk Techno Park, and Korea Institute for Development Strategy (KDS) for a period of 56 months.

UNIDO ITPO Korea emphasized the importance of appropriate application of technologies and technology transfer catering to the needs of the developing countries, as well as providing advice services on potential cooperative linkage with other ongoing projects of International Organizations such as the United Nations.

UNIDO ITPO Korea plans to expand its agriculture and agricultural machinery related projects within the framework of the Advisory Programme to continue to explore new opportunities through close cooperation with the related agencies.



2020 Joint Overseas Expansion Conference

Conference / November 11



UNIDO ITPO Korea participated in the 2020 Joint Overseas Expansion Conference hosted by Korea Association of Machinery Industry (KOAMI). As the advisory body of the third robot industry meeting, UNIDO ITPO Korea shared information on the joint projects and discussed the upcoming plans to better facilitate the conference.

In addition to executives and staff members of KOAMI, UNIDO ITPO Korea, major companies of the robot industry (Doosan Robotics, Hanwha Precision Machinery), and Hebron Star, a consulting firm specializing in the related industry participated. Following KOAMI's presentation on the industry status, a number of agendas were discussed, including: △ status quo of the robot industry market, △ difficulties in expanding overseas, △ future of the robot industry and cooperation projects.

2020 Joint Overseas Business is a business model where SMEs partner with major robot companies in South Korea to successfully expand and settle overseas. Through four conferences, a new business model will be formed in 2021.

UNIDO ITPO Korea will participate in the fourth Joint Overseas Expansion Conference once again as the advisory body. Utilizing its global network and business know-how, UNIDO ITPO Korea will communicate and strengthen cooperation between related organizations and companies to aid South Korean robot firms expand to the developing countries.



UN Procurement Market Status Report

Presentation of Report / December 11



UNIDO ITPO Korea participated in the 2020 Robot Industry Meeting hosted by Korea Association of Machinery Industry (KOAMI). As the advisory body of the robot industry meeting, ITPO Korea has been in constant consultation with conglomerates and experts in the industry for SMEs to successfully expand and settle overseas. Hebron Star, a consulting firm specializing in the related industry, and UNIDO ITPO Korea shared information on status quo of the robot industry market and the UN procurement market.

UN Procurement Market Status Report released by UNIDO ITPO Korea includes the followings:

- UNGM System and Status
- How to participate in UNGM
- Analysis of domestic enterprises entering the UN procurement market
- Strategies for domestic machinery industry to enter the UN procurement market

Through the details provided on △ UNGM vendor registration methods, △ domestic companies' entry into the UN procurement market, △ SWOT analysis of factors that contribute to low participation, the feasibility analysis of the domestic robot industry entering the UN procurement market through analysis of major competitors, competitive comparison, globalization, and feasibility analysis were available.

Hebron Star presented based on data such as the status of the robot industry at home and abroad, demand survey, and import and export status. Utilizing international and UN-affiliated network, UNIDO ITPO Korea will continue to strengthen communication and cooperation with related organizations and companies to advance into developing countries.

COOPERATION WITH UNIDO'S NETWORK



UNIDO ITPO Korea extensively cooperates with UNIDO's global network of 48 regional and country offices to promote and pursue UNIDO's mandate of Inclusive and Sustainable Industrial Development (ISID). Our provision of professional expertise on international business operation alongside the close-knit partnership with UNIDO's global network of offices further enhance domestic startups, SMEs, and major companies' technology transfer and market expansion into developing countries/emerging economies. Through knowledge sharing projects, seminars, workshops, and consultancy services, UNIDO ITPO Korea aims to disseminate Republic of Korea's experience of economic success to contribute to the inclusive and sustainable industrial development of developing countries around the world.

Global Manufacturing and Industrialization Summit (GMIS) Digital Series Session 6

Online Conference / August 4



The Global Manufacturing and Industrialisation Summit (GMIS), co-chaired by UNIDO and the Ministry of Industry and Advanced Technology of the United Arab Emirates, was held virtually from June to September, 2020. GMIS 2020 edition was developed under the theme – Globalisation: Towards Inclusive and Sustainable Global Value Chains, and brought together close to a 100 high-profile industry leaders and business pioneers from around the world to shape the future of manufacturing and highlight the role of Fourth Industrial Revolution technologies in restoring economic, environmental and social activities.

On the 4th of August, 2020, the Summit hosted the 6th Session of Digital Series titled 'The conversion of Industrial IoT (IIoT) with e-commerce platforms' under the general theme of 'Digitalising Production and Digitalising Delivery'.

For the session, UNIDO ITPO Korea invited Mr. Sunggy Koo, the Former Corporate Vice President of Samsung Electronics and the current Managing Director at TMC LLC (Cordially invited by UNIDO ITPO Korea).

In line with the previous sessions of the Digital Series, this online discussion focused on addressing the issues that have surfaced with the novel COVID-19 pandemic. Specifically, in the 6th session, senior representatives each from Germany's VDMA, Deloitte, TMC LLC joined the debate to discuss the need for an urgent shift to industrial e-commerce regarding the disruptions in traditional trade due to the COVID-19.

Three speakers jointly advised that the need for seamless integration between Industrial Internet of Things (IIoT) and e-commerce platforms has become imperative amid the disruption to global supply chains caused by the COVID-19 pandemic. The debate concluded that combining the two would help to 'join the dots' along supply chains, offering manufacturers the ability to connect with both suppliers as well as customers, bringing more resilience in the post-pandemic world.

The UNIDO and UNIDO ITPO Korea plan to continually organize online conferences of various scales and publish online web seminars to further facilitate and support the rapidly changing industries.



Notable points of mention

- Integrating Industrial Internet of Things (IIoT) and e-commerce platforms brings end-to-end visibility along supply chains
- Combination would support growing demand for customization of products
- Larger companies have a responsibility to help SMEs join these new ecosystems
- Industrial players must avoid 'data protectionism' to get full benefit of 4IR technology

Speaker Recommendation for ITPO Bahrain's Online Programme 『Young Women Entrepreneurs as Drivers of SDGs』

Online Programme / September 14 - 17

UNIDO ITPO Korea invited two speakers for ITPO Bahrain's online programme on the topic of 『Young Women Entrepreneurs as Drivers of SDGs』. Through our recommendation, Ms. Hye-rin Park, Founder and CEO of ENOMAD and Ms. Jeong-Eun Nah, Vice President of Women in Science, Engineering and Technology in Korea (WiTeck) participated as speakers and members of the panel for the online programme. The purpose of the online programme was to host a forum of female business leaders and entrepreneurs from various industries to discuss the power of business branding, difficulties faced by young female entrepreneurs and provide advice to deal with such difficulties.

During the Special Session: "Women Who Inspired the World," Ms. Hye-rin Park shared her story of inventing the portable hydropower plant and difficulties she faced during the process of establishing her own business. The story Ms. Park shared of her journey provided practical advice for the attendees who are looking to start their own businesses.

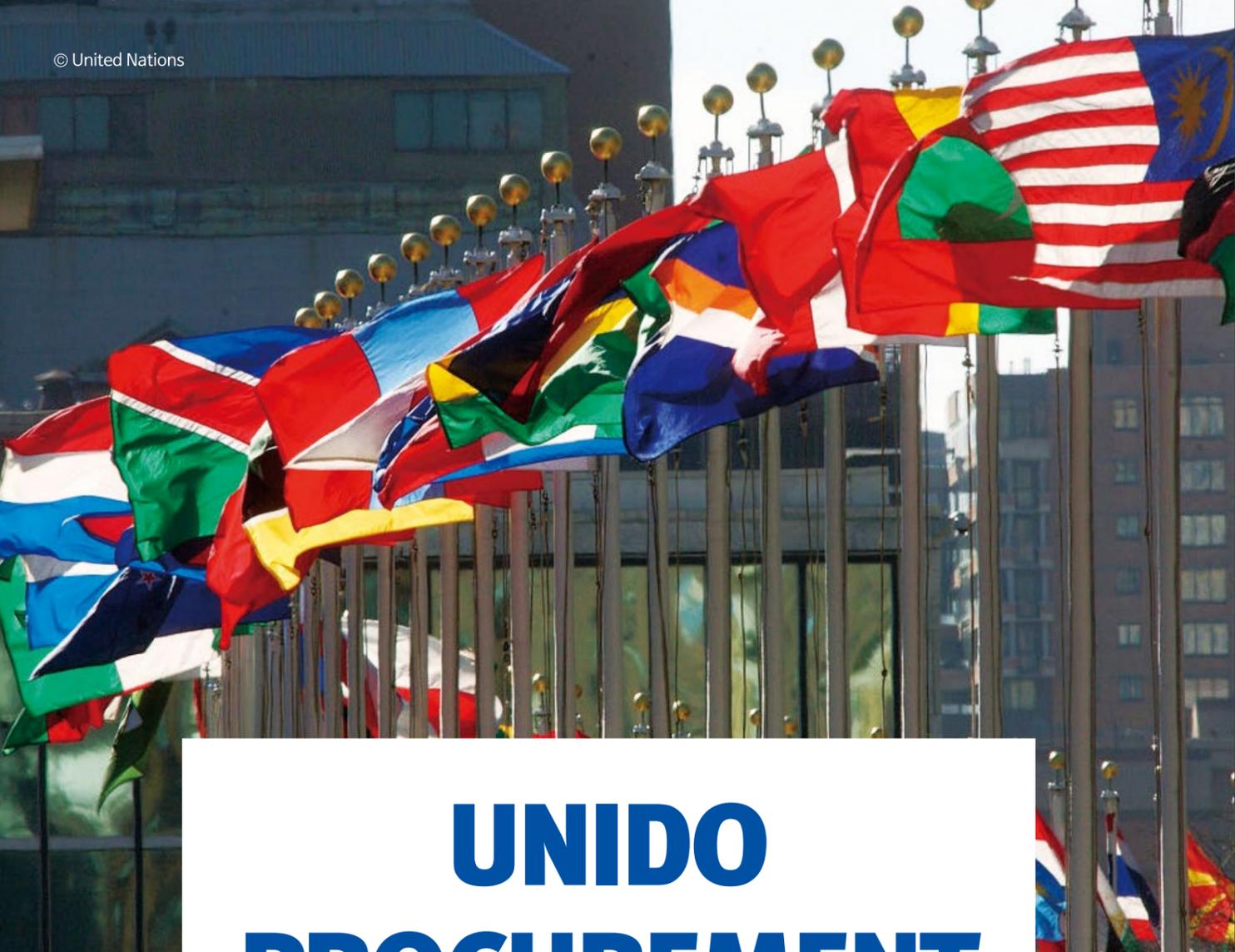
During the Second Panel Session: "Best Practices of Financial Inclusion for Young Women Entrepreneurs", Ms. Jeong-Eun Nah presented her company's major projects including "Career Development Programme of Women in Science, Engineering and Technology". Whilst sharing various case studies of best practices of financial inclusion with global attendees, she emphasized the importance of active support for the development of women entrepreneurs.

UNIDO ITPO Korea will continue to cooperate with other ITPOs at any given opportunity to strengthen its global ties to not only better promote prominent Korean businesses but also to better support female entrepreneurs around the world.



**YOUNG WOMEN ENTREPRENEURS
AS DRIVERS OF SDGs**
Special Session: Women Who Inspired the World

 Ms. Hye-rin PARK Founder of Energy ENOMAD, Korea	 Ms. Luyin HONG Official Partner of Jeweller in Greater China	 Dr. Azza Fahmy Chairwoman & Creative Director at Azza Fahmy Jewellery
 Ms. Leyla Alaton Board Member & Shareholder, Alarka Holding Turkey	 Mrs. Sara Reversi Founder of You Can Group, Italy	 Ms. Nada Janahi Leader Entrepreneur and UNIDO ITPO/ACEI Bahrain Entrepreneurs Ambassador
 Ms. Bukun Awosika President International Women's Entrepreneurial Challenge Foundation		



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).

UNIDO Administers Procurement for

- 
1 Procurement Services Division (PPS)
- 
2 Operational Support Services (OSS)
- 
3 Policy and Programme Support (PRO)

Technical Cooperation Programmes (TC Procurement)

- Technical assistance programmes and stand-alone project
- Various technically complex products and services

Non-Technical Cooperation Programmes (Non-TC Procurement)

- Maintenance of the building/facilities of the Vienna International Center
- Functioning of UNIDO HQ

Procurement Methods

		Request type	€ 40,000 Threshold	Procurement Requirement
1	RFQ (Request for Quotation)	Informal	Below	Clean and specific
2	ITB (Invitation to Bid)	Formal	Below (some cases)	CAN be expressed quantitatively and qualitatively
3	RFP (Request for Proposal)	Formal	Above (mandatory)	CANNOT be expressed quantitatively and qualitatively
4	RFO (Request for Offer)	Informal, Formal	Below and Above	As above

For detailed information, please scan the QR code above or visit the website below.
<https://procurement.unido.org>



PARTNERSHIPS



외교부
Ministry of Foreign Affairs

외교부
Ministry of Foreign Affairs, Republic of Korea



중소벤처기업부
Ministry of SMEs and Startups

중소벤처기업부
Ministry of SMEs and Startups, Republic of Korea



책임운영기관
국가정보자원관리원
National Information Resources Service

국가정보자원관리원
National Information Resources Service



특허청
Korean Intellectual Property Office

특허청
Korean Intellectual Property Office



농촌진흥청
Rural Development Administration

농촌진흥청
Rural Development Administration



KOMI
한국기계산업진흥회
자본재공제조합

한국기계산업진흥회
Korea Association of Machinery Industry



KTPA 한국테크노파크진흥회

한국테크노파크진흥회
Korea Technopark Association



한국 G-PASS 기업 수출진흥협회
Korea G-PASS Company Export Association

한국 G-PASS 기업 수출진흥협회
Korea G-PASS Company Export Association



kista
Korea Intellectual Property
Strategy Agency

한국특허전략개발원
Korea Intellectual Property Strategy Agency



Korea International
Cooperation Agency

한국국제협력단
Korea International Cooperation Agency (KOICA)



Korea Trade-Investment
Promotion Agency

대한무역투자진흥공사
Korea Trade-Investment Promotion Agency (KOTRA)



WiTeck (사) 한국여성공학기술인협회
Women in Science Engineering and Technology in Korea

한국여성공학기술인협회
Women in Science Engineering and Technology in Korea



KMDIA 대한의료기기산업협회
Korea Medical Devices Industry Association

한국의료기기산업협회
Korea Medical Devices Industry Association



D.CAMP
BANKS FOUNDATION
FOR YOUNG ENTREPRENEURS

디캠프
D.CAMP



FRONT1
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프론트원
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Seoul National University



KOREA UNIVERSITY

고려대학교
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