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

ANNUAL REPORT 2022 UNIDO ITPO Korea

UNIDO ITPO Korea

# ANNUAL REPORT 2022

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# **ANNUAL REPORT 2022**



## CONTENTS

|                                   |    |
|-----------------------------------|----|
| Foreword by the Head              | 04 |
| Achievements in 2022              | 05 |
| UNIDO                             | 06 |
| UNIDO ITPO Korea                  | 08 |
| Advisory Programme                | 10 |
| Delegate Programme                | 23 |
| Investment Promotion              | 27 |
| Capacity Building                 | 34 |
| Startups and Entrepreneurship     | 40 |
| Technology and Knowledge Transfer | 43 |
| Partnerships                      | 47 |

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## Foreword by the Head



In 2022, the world faced severe economic challenges due to global inflation, the COVID-19 pandemic, the Russian-Ukrainian conflict, and climate change-induced natural disasters, which had a greater impact on developing and underdeveloped countries. At UNIDO ITPO Korea, we aimed to enhance international solidarity and cooperation to assist developing countries in achieving economic and social progress. We promoted various projects to support the successful implementation of SDG 9 (Industry, Innovation, and Infrastructure) and other United Nations Sustainable Development Goals.

First, the Advisory Programme, which is currently in its fourth year, targets three regions (Peru, Ethiopia, and Uzbekistan) to provide practical and meaningful support to developing countries. Our services include online consulting for companies interested in entering the region, inviting local startup delegations, facilitating partnerships between companies, and hosting seminars on smart industrial park policies. We changed one of the target countries to Uzbekistan in 2022, laying the foundation for Korea to become a key partner in Central Asia's industrial development.

Additionally, through the Delegate Programme for developing countries, we successfully hosted online seminars by inviting local investment experts from Indonesia, Vietnam, and Malaysia – key partners in Asia. By doing so, we provided reliable information and strategies to Korean companies interested in local investment opportunities.

We also participated in global exhibitions and forums in the security, pharmaceutical, bio, and environmental sectors – promising industries – to network with leading companies and provide B2G consulting services between Korean companies and government officials from developing countries. Through various activities, we introduced government officials from partner countries to new technology sectors, including smart agriculture, fintech, renewable energy, and mobility.

Furthermore, we continued the Office Hours program, connecting Korean diplomatic missions with domestic startups and relevant organizations such as the Bank of Korea Youth Entrepreneurship Foundation (d · camp), to foster investment and technical cooperation partnerships.

In 2023, our Office will continue to support the industrialization of developing countries by promoting investment and technology transfer in collaboration with a wide range of partners, including governments, private organizations, academic institutions, and civil society organizations.

Maengho SHIN  
Head of UNIDO ITPO Korea

## ACHIVEMENTS in 2022



**173**

Delegates from  
developing countries



**101**

Participating countries



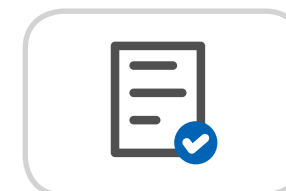
**131**

Matchmaking/  
Consulting activities



**433**

Participating enterprises/  
Institutions



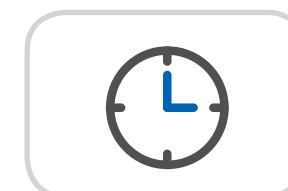
**56**

Promotion seminars/  
Workshops



**2190(Female 608)**

Participants for fairs/  
Exhibitions



**67.5**

Hours of COMFAR training



**58**

COMFAR trainee



**67**

Provision of project/  
Bidding Information

# UNIDO

# Global Network of UNIDO

## UNIDO's Mission & Vision

UNIDO is a specialized agency of the United Nations with a unique mandate to promote, dynamize and accelerate industrial development.

Our mandate is reflected in Sustainable Development Goal (SDG) 9: "Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation", but UNIDO's activities contribute to all the SDGs.

UNIDO's vision is a world without poverty and hunger, where industry drives low-emission economies, improves living standards, and preserves the livable environment for present and future generations, leaving no one behind.

UNIDO provides support to its 171 Member States through four mandated functions: technical cooperation; action-oriented research and policy-advisory services; normative standards-related activities; and fostering partnerships for knowledge and technology transfer.

Our work is concentrated on three focus areas: ending hunger by helping businesses from farm to fork; stopping climate breakdown by using renewable energy and energy efficiency to reduce industrial greenhouse gas emissions; and supporting sustainable supply chains so that developing country producers get a fair deal and scarce resources are preserved.

UNIDO has its Headquarters in Vienna and Offices in Brussels, Geneva and New York that maintain on-the-spot contacts with Member States and the other United Nations organizations based there. Still, with the progressive decentralization of decision-making processes at the national level, including those related to the UN Reform and the ONE UN pilots, the presence of UNIDO in the field is becoming increasingly crucial. UNIDO maintains a field network comprising 48 regional and country offices around the world.

UNIDO's motto is "Progress by Innovation"

It necessitates creativity with thinking outside the box in government, industry, business, and society as a whole. UNIDO promotes innovation throughout the spectrum of industrial growth in developing countries.



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Progress by innovation

*"My goal is that UNIDO provides concrete and practical solutions to pressing global challenges. Sustainable industrial development can deliver a world without hunger, using sustainable energy for productive activities, and creating jobs, particularly for young people."*

*Gerd Müller  
Director-General of UNIDO*

# UNIDO ITPO Korea

(UNIDO Investment and Technology Promotion Office)

In 1985, the Republic of Korea became a member of UNIDO, and in response to a request from the Korean government, UNIDO ITPO Korea was established in Seoul in 1987. At that time, ITPO Korea was established to support the overseas expansion of Korean companies by sharing Korea's economic development experience and knowledge. Since Korea joined the OECD Development Assistance Committee (DAC) in 2009, ITPO Korea has supported poverty reduction and sustainable industrial development in developing countries through UNIDO's global network of regional offices. It implements numerous programs to encourage investment and technology transfer by Korean firms in developing nations.

## o Linking Korea and Partner countries

We identify the investment and technology transfer requirements of partner countries and connect them with domestic businesses and organizations. We provide education and training to assist associate nations in identifying and developing areas of interest. We facilitate communication between Korea and partner nations to expedite mutual cooperation.

## o Supporting businesses interested in investing and transferring technology to developing countries

We provide support to Korean firms interested in investment and technology transfer, including information on target countries and the identification of potential partners. We invite investment executives from these countries to visit Korea, provide opportunities for collaboration such as 1:1 consultation, and facilitate networking with missions from developing countries in Korea.



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# ADVISORY PROGRAMME

Advisory Programme launched in 2019, is a core project of ITPO Korea that offers quality advisory services to Korean private and public sector partners who are preparing for investment entry and technology transfer.

Through this Programme, Korean partners receive service with market research, government and private networking, new market entry strategies by identification of technology transfer requirements and local partners. ITPO Korea provides consulting services by employing advisors directly from the host nation.

The advisors provide prospective investors and technology transfer companies in Korea with the most current market entry information. Provided are examples such as trends in local investment laws and policies, recommendations for private and government partners, business meeting arrangements, company delegation visits, and invitations for partner country delegations to visit Korea.

Target Countries in 2022: Peru, Ethiopia, Uzbekistan

- Asia: Cambodia ('19-21), Uzbekistan ('22-25)
- Africa: Ethiopia ('19-25)
- Latin America: Peru ('19-25)

## Four-year Advisory Programme Accomplishments

Outputs (2019-2022)



# ADVISORY PROGRAMME

## Peru



### Advisor

#### David Alfredo Diaz Lazo

- Bachelor's degree in business administration (Peru)
- Master's degree in business administration (University of Maryland, USA)
- Experience in working in the Peruvian Ministry of Foreign Affairs Investment Promotion Division



Peru and the Republic of Korea collaborate in numerous spheres, including trade, investment, and culture. South Korea imports mineral resources such as copper, Peru's top export, and the ratification of a Free Trade Agreement (FTA) with Peru has strengthened economic connections. With such an abundance of natural resources and a stable economic and investment climate, Peru is becoming an increasingly attractive investment destination for Korean companies. Consequently, there are numerous opportunities for investment in the Peruvian market, which has high growth potential. ITPO Korea has engaged consultants to offer specialist advisory services to assist Korean firms in entering Peru.



Accomplishments:  
**1 promotion seminar**

## 1) Korean Startup Experts Shared Knowledge and Insights at the 『The National Innovation Week 2022』

From June 20 to June 23, 2022, ITPO Korea participated as a co-organizer in the 『The National Innovation Week』 for the third consecutive year. Dr. Kim Young-duk, CEO of d · camp; Prof. Yoo Hong-sung, leader of KOICA Peru's "Strengthening ICT-based Innovative Startups Project" and head of the Center for International Development Cooperation and Innovation at Inha University; and Dr. Kim Hee-dae, Head of the Digital Convergence Center at Daegu Techno Park were invited as keynote speakers for the plenary session.

d · camp, founded in 2012, is Korea's largest startup acceleration center and a non-profit organization committed to encouraging start-ups, funded by the Korean government and financial institutions. Mr. Kim, CEO of d · camp, stated that d · camp will actively support the policy of strengthening entrepreneurship for innovative development of the private sector in Peru by disseminating startup know-how and enhancing several mentoring programs.

Prof. Yoo, Head of the Center for International Development Cooperation and Innovation at Peru-Inha University discussed private sector cooperation and innovation policies to promote entrepreneurship, as well as remedies to numerous entrepreneurship-related issues. Following the presentations by CEO Kim and Professor Yoo, the panelists discussed and exchanged opinions on the challenges of public-private cooperation in promoting entrepreneurship in Peru and the means to promote the entrepreneurship ecosystem.

Dr. Kim, Head of the Digital Convergence Center at Daegu Technopark, discussed the smart city experience of Korea. Korean techno parks are foundational institutions for industrial development strategies and fostering in accordance with local conditions and characteristics; Daegu Techno Park focuses on the development of an ICT-based smart city. Dr. Kim described his experience in establishing an ecosystem for entrepreneurs and SMEs, which included smart city construction utilizing ICT, project discovery, enterprise support, and ICT-based services.





Accomplishments:

**10 trainee / 1 developing country / 1 promotion workshop / 22.5 hours**

## 2) COMFAR III Workshop for Peruvian Government Representatives

From June 27 to July 1, 2022, ITPO Korea hosted an online UNIDO COMFAR III training workshop for five days. UNIDO's COMFAR III software provides the capability to verify a project's financial and economic feasibility to proactively reduce the risks and uncertainties associated with international investment.

10 government representatives from Peru's Ministries of Production, Education, and the National Health Investment Program attended the workshop. The primary objective of the workshop was to provide participants with hands-on experience with COMFAR's capabilities and to investigate potential future applications of the COMFAR III software.

The workshop examined field cases of establishing a vegetable preserving factory and a confectionery factory and linked them to the COMFAR III program to work on actual projects. Also provided were IPPA (Investment Project Preparation and Appraisal) training and management development lectures. Following the theoretical lectures, there were discussions on the practical application of the COMFAR III program for evaluating investment projects.



Accomplishments:

**1 developing country**

## 3) 『International Congress of Engineering and Construction: The Country We Want』 Conference

From June 12 to June 14, 2022, the ITPO Korea's advisor attended the "International Congress of Engineering and Construction: The Country We Want" organized by the Lima Chamber of Commerce and Industry (CCL).

The event aimed to gather opinions from construction professionals and technicians in the private and public sectors and develop collaborative initiatives to modernize national infrastructure.

The conference was opened by Rosa Bueno de Lercari, President of the Lima Chamber of Commerce, and attended by Miguel Honores, Leoní Roca, and Rafael Ugaz.

The conference focused on discussing public and private investment, public-private partnerships, and intergovernmental cooperation to stimulate industrial development in Peru. They also discussed technical advice for the 2019 Pan American Games and the South Korea-Peru G2G agreement for the new airport in Chinchero.





Accomplishments:  
**1 promotion webinar / 98 participants**

#### 4) 『Science and Technology Park & Smart City Policy』 Webinar

On August 27, 2022, ITPO Korea and Universidad Nacional San Luis Gonzagade Ica co-hosted a webinar entitled “Science and Technology Parks and Smart Cities and How to Apply Them for the Development of the Ica Region.” Dr. Hee-Dae Kim, Head of the Digital Convergence Center at Daegu Technopark, participated in the webinar and presented Korean smart city and technopark models and cases, focusing on Daegu Municipality.

Dr. Kim provided guidelines and recommendations for the creation of technoparks and smart cities, based on Korea's development experience.

98 people attended webinar and there was a lively discussion between the presenters and the audience on topics such as what kind of experts are required to implement the Korean smart city and technopark model in the Ica region, how intelligent cities or smart cities will be sustainable and contribute to economic growth, and how long it will take to generate a return on investment.



## ADVISORY PROGRAMME

### Ethiopia



#### Advisor

#### Mintesnot Dinsa Gemechu

- Bachelor's degree in economics (Ethiopia)
- Master's degree in business administration (University of Cardiff metropolitan, UK)
- Working experience in the marketing and consulting firms



Ethiopia and South Korea have maintained long-standing relations after Ethiopia's contribution to the Korean war. As the headquarter of the African Union, Ethiopia exerts significant political influence in Africa. In addition, it is regarded as a market with expanding investment opportunities in sectors such as agriculture, the environment, and manufacturing, and the potential for cooperation with Korea has grown in recent years. ITPO Korea will continue to provide the necessary information and services through its directly employed local advisory in order to actively assist Korean companies with superior technology in entering the Ethiopian market.

## 1) Beekeeping Automation Localization and Technology Transfer

Since the beginning of 2022, the Ethiopian Ministry of the Agriculture has, with the assistance of a Korean company ITPO Korea, conducted localization testing of the automated beekeeping equipment of a Korean company in an effort to boost beekeeper productivity. Historically, honey production, a significant source of income for Ethiopia's agricultural sector, has been a labor-intensive and highly specialized industry. This initiative aims to prevent yield losses during honey collection and reduce labor, thereby boosting the productivity and income of producers.

To ensure that the equipment could be adapted to the Ethiopian environment, the Ethiopian Ministry of Agriculture and its regional research institutes conducted technical evaluations by installing the equipment in key beekeeping areas during the honey harvest season. The test results and additional requirements generated by this process were shared with the Korean company so that they could develop products suitable for the Ethiopian and African markets. The Korean company will continue to assist local researchers in their use of beekeeping automation equipment by transferring the technology required to operate and maintain the equipment.

In order to contribute to the beekeeping industry's value chain, the Korean company will continue to review localization plans for each stage in accordance with additional equipment testing, local repair, and assembly/production of improved products.



Accomplishments:  
**19 trainee / 1 developing country / 17.5 hours**

## 2) COMFAR III Workshop for Ethiopian Government Officials

ITPO Korea hosted an UNIDO COMFAR III training workshop for five days from April 25 to April 29, 2022. UNIDO's COMFAR III software provides the capability to verify a project's financial and economic feasibility to proactively reduce the risks and uncertainties associated with international investment.

19 government representatives from Ethiopian Investment Commission, National ID Office of the Prime minister and Artificial Intelligence Institute attended the workshop. The primary objective of the workshop was to provide participants with hands-on experience with COMFAR's capabilities and to investigate potential future applications of the COMFARIII software.

The workshop applied the UNIDO COMFAR III software to analyze the financial and economic feasibility and financial evaluation of projects through case study exercises. Particularly, how to effectively utilize the software to manage national-level projects was discussed. To facilitate the development of data-driven projects, the topic of analyzing the value of the project investment using financial statements derived from the software was addressed.



# ADVISORY PROGRAMME

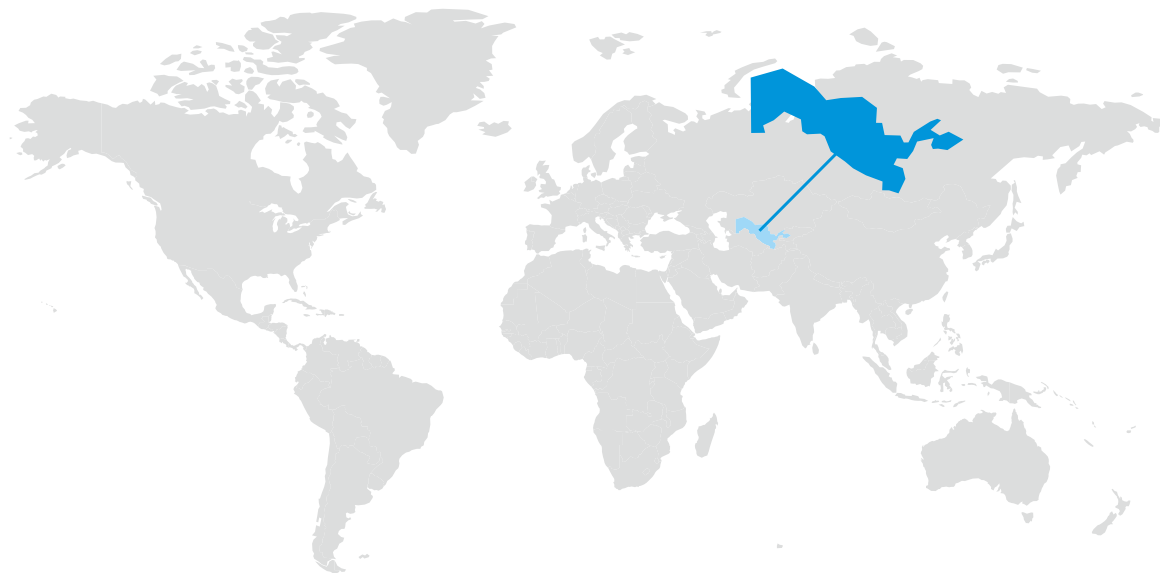
## Uzbekistan



### Advisor

#### Doniyor Usmanov

- Bachelor's degree in economics (Uzbekistan)
- Master's degree in international development (University of Korea, ROK)
- Experience in working in the Uzbekistan Ministry of Foreign Affairs



Uzbekistan has the largest number of Korean companies in Central Asia and is a key partner country for Korea. In addition to having the largest population in Central Asia and an abundance of natural resources, it also possesses a high growth potential. Based on its modest wages and exceptional human resources, Uzbekistan has a high economic growth rate, making it an ideal place for Korean companies to combine their technology and expertise. Through its local advisory services, Korea offers free consulting support and services to businesses that wish to investigate and enter the Uzbekistan market.



Accomplishments:  
**13 delegates / 1 developing country**

### 1) Supported Korean Startups' Entry into Uzbekistan through Policy Benchmarking and Consultation

On December 15, 2022, a delegation of 13 representatives from the Ministry of Information and Communications Development, Ministry of Economic Development and Poverty Alleviation, and affiliated organizations visited d · camp, Korea's largest startup acceleration center, which was founded in 2012 and is a non-profit organization committed to encouraging start-ups funded by the Korean government and financial institutions. During the visit, ITPO Korea presented d · camp's startup support model and held a Q&A session regarding the model.

Furthermore, the IT Park, run by the Ministry of Information and Communications of Uzbekistan as a Global Startup Support Center, was introduced to the startups at d · camp, and various services such as corporate tax exemption and support for hiring local employees were discussed for Korean startups seeking to penetrate the Central Asian region.

The visit identified potential exchange opportunities between startup-supporting organizations in Korea and Uzbekistan. ITPO Korea, in collaboration with d · camp, will continue to support domestic companies in establishing the necessary foundation and networks to enter developing countries.





Accomplishments:  
**15 trainee / 1 developing country / 20 hours**

## 2) COMFAR III Workshop for Uzbekistan Officials and Private Companies

ITPO Korea hosted an UNIDO COMFAR III training workshop for five days from July 4 to July 8, 2022. UNIDO's COMFAR III software provides the capability to verify a project's financial and economic feasibility to proactively reduce the risks and uncertainties associated with international investment.

15 government representatives from Uzbekistan Ministry of ICT and the Ministry of Investments and Foreign Trade, as well as private companies attended the workshop. The primary objective of the workshop was to provide participants with hands-on experience with COMFAR's capabilities and to investigate potential future applications of the COMFARIII software.

The workshop applied the UNIDO COMFAR III software to analyze the financial and economic feasibility and financial evaluation of projects through case study exercises. Particularly, how to effectively utilize the software to manage national-level projects was discussed. To facilitate the development of data-driven projects, the topic of analyzing the value of the project investment using financial statements derived from the software was addressed.



# ONLINE CONSULTANCY SERVICE



1. Confirmation of a company's inquiry/question
2. Forwarding a company's inquiry/question to the advisor
3. Proceeding with online consulting

| FDI Consulting                                                                                                                                                                                                                                                                                                     | Administrative Support                                                                                                                                                                                                                                                          | Settlement Support                                                                       |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>- FDI requirements and procedures</li> <li>- Tax laws and incentives</li> <li>- Incorporation procedures and laws</li> <li>- Customized location support</li> <li>- Labor relations and employment support</li> <li>- Customs procedures for capital goods, etc.</li> </ul> | <ul style="list-style-type: none"> <li>- Support with visa issuance/renewal/change</li> <li>- Exchange of foreign license with a local one</li> <li>- Information on investment conditions and systems</li> <li>- Connect to customized support by local governments</li> </ul> | <ul style="list-style-type: none"> <li>- Consulting and accompaniment service</li> </ul> |

## ITPO Korea Advisors

Our advisors maintain collaboration with central, local governments and key organizations in the 3 countries.

| Country    | Central Government                                                                                                                                                                                                                    | Local Government                                               | Other                                                                                                                                        |
|------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------|
| Ethiopia   | Ministry of Innovation and Technology<br>Ministry of Trade and Industry<br>Ministry of Agriculture<br>National Planning Commission<br>Ethiopian Investment Commission<br>Ministry of Water, Irrigation and Energy                     | Addis Ababa<br>Oromia<br>Amhara<br>SNNPR<br>Somali<br>Tigray   | Ethiopian Chamber of Commerce & Sectoral Associations<br>Addis Ababa Chamber of Commerce                                                     |
| Peru       | Ministry of Foreign Affairs<br>Ministry of Production<br>Ministry of Economy and Finance<br>Ministry of Energy and Mines<br>National Council of Science, Technology and Technological Innovation-Concytec<br>ProInversión<br>PromPerú | Lima<br>Arequipa<br>Piura<br>La Libertad<br>Cajamarca<br>Cusco | National Society of Industries<br>Lima Chamber of Commerce<br>Peru SME Association<br>Entrepreneurs Association-ASEP<br>RED Idi<br>BioActiva |
| Uzbekistan | Ministry of Investment, Industry and Trade<br>Ministry of Economic Development and Poverty Reduction<br>Ministry of Innovative Development<br>Investment Promotion agency<br>PPP Development Agency                                   | Tashkent<br>Zijak<br>Samarkand                                 | Chamber of Commerce and Industry<br>IT Park<br>East Telecom                                                                                  |

## DELEGATE PROGRAMME

ITPO Korea encourages domestic businesses to increase opportunities for overseas expansion and foreign investment, as well as to strengthen partnerships with target countries. To achieve this objective, ITPO Korea invites delegates from partner countries to Korea. Delegates are typically composed of high-level officials of public and private Investment Promotion Agencies (IPAs) and/or other industry leaders and experts. The programme consists of country profile presentations, bilateral business meetings with potential Korean investors, 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.



Accomplishments:

**3 delegates / 1 developing country / 120 enterprises /  
132 participants**

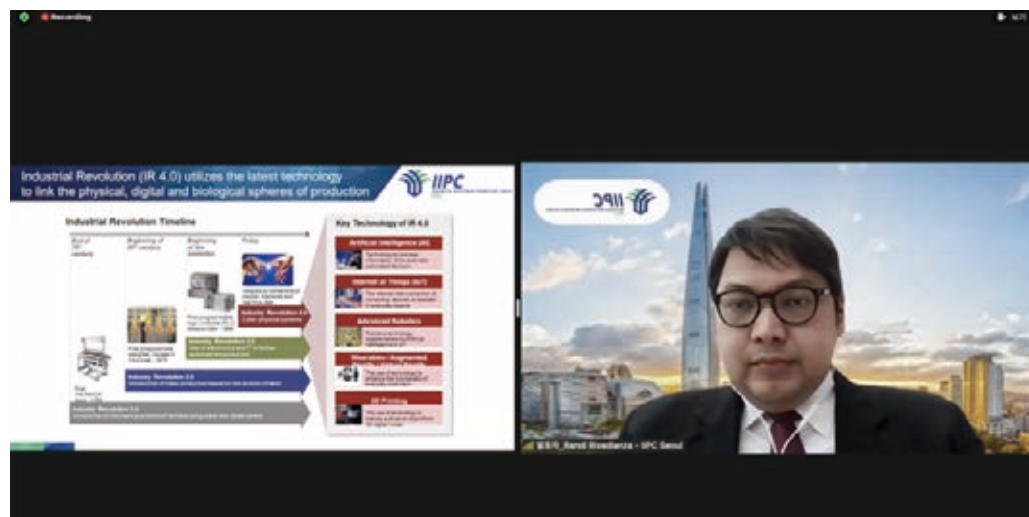
## 1) 『Indonesian Business Environment and Market Entry Strategy』 Online Seminar

ITPO Korea co-hosted the online seminar on 『Indonesian Business Environment and Market Entry Strategy』 with the Korea Technology & Information Promotion Agency for SMEs (TIPA) on April 14, 2022. The seminar invited representatives from Indonesia Investment Promotion Centre of the Embassy of Indonesia (IIPC) and Korea Institute of Industrial Technology (KITECH) to provide information to Korean SMEs seeking to enter the Indonesian market and commercialize their technologies.

In their opening remarks, Director of Collaborative Business Division of TIPA and the Head of ITPO Korea emphasized the importance of SMEs and startups expanding their businesses in overseas countries and the need to strengthen economic cooperation between Indonesia and Korea, and outlined the primary activities of their respective organizations.

The session then consisted of three presentations. First, the Deputy Director General of the Indonesia Investment Promotion Centre of the Embassy of Indonesia in Seoul shared information on the current status of investment environment and policies in Indonesia, followed by the Director of KITECH, who shared the business environment and challenges of operating business in Indonesia from the perspective of Korean companies as well as current status of industrial technology cooperation between Indonesia and Korea. Lastly, TIPA introduced the 2022 Indonesia-Korea Consultation on Overseas Technology Exchange.

ITPO Korea will continue to actively utilize its domestic and international networks to promote sustainable economic exchange and win-win development between Korea and Indonesia and will endeavor to support SMEs that wish to transfer technology to Indonesian firms.



Accomplishments:

**3 delegates / 1 developing country / 73 enterprises /  
92 participants**

## 2) 『Vietnamese Business Environment and Market Entry Strategy』 Online Seminar

ITPO Korea and the Vietnam Industry Agency (VIA, under the Ministry of Industry and Trade of Vietnam) co-hosted the Online Seminar on 『Vietnamese Business Environment and Market Entry Strategy』 on May 24, 2022. The purpose of webinar was to introduce Korean companies to the business environment of Thanh Hoa and Nghe An, two of Vietnam's fastest-growing provinces.

In his opening remarks, the Vice Chairman of VIA emphasized the close economic ties between Korea and Vietnam and stated that he expects the seminar and other events to increase Korean investment in Vietnam.

During the seminar, the Directors of the Department of Industry and Trade of Thanh Hoa Province and the Department of Industrial Development of Nghe An Province presented the business climate and preferential policies for foreign investors in their respective regions.

As the third most populous province in Vietnam after Hanoi and Ho Chi Minh City, Thanh Hoa province highlighted its potential for development by leveraging its abundant labor force and geographical advantages, whereas Nghe An province highlighted the 10 industrial parks it possesses in the region.

Participants from various Korean industries, including textiles, biotechnology, and agriculture, with an interest in entering Vietnam attended the seminar, and through the Q&A session, they were able to obtain useful market information and specific industry and investment data.

By co-organizing the seminar with the Vietnam Industry Agency, ITPO Korea was able to provide Korean businesses with timely and accurate information while supporting them in selecting the target region in Vietnam. ITPO Korea will continue to promote Korean companies to penetrate Vietnam and increase bilateral trade.





Accomplishments:

**2 delegates / 1 developing country / 80 enterprises /  
110 participants**

### 3) 『Malaysian Business Environment and Market Entry Strategy』 Online Seminar

ITPO Korea co-hosted the online seminar on 『Malaysian Business Environment and Market Entry Strategy』 with the Korea Technology & Information Promotion Agency for SMEs (TIPA) on July 14, 2022. The webinar was designed to strengthen the capacities of domestic SMEs and startups and provide necessary information related to the Malaysian market and its local industrial environment.

The Deputy Director of the Malaysian Investment Development Authority (MIDA) opened the seminar by explaining Malaysia's stable economic state as well as its future economic prospects, stressing that the Malaysian market will serve as a stepping-stone for the overall development of the ASEAN market. Moreover, he presented local investment information and corporate-friendly investment incentives, assuring active support from MIDA for the success of Korean SMEs and entrepreneurs entering Malaysia.

Next, the CEO of MEKONG LINK as a representative of a successful domestic company that has entered the Malaysian market, provided his valuable insights to elaborate upon the industry-specific strategies. The CEO underscored that the Malaysian market is the center of ASEAN not only geographically. He also provided the causes of the failure of various companies and shared his own experience on challenges and how to overcome them while working with the Malaysian government.

ITPO Korea will continue to actively utilize its domestic and international networks to promote sustainable economic exchange and win-win development between Korea and Malaysia and will endeavor to support SMEs and startups in penetrating the Malaysian market.



## INVESTMENT PROMOTION

ITPO Korea collaborates with a wide range of stakeholders, including the governments and national agencies of UNIDO Member States, regional offices, and potential investors, to facilitate investments by Korean firms in developing countries. ITPO Korea provides one-on-one consultations with local officials and investment experts in the target countries for companies that wish to enter or have already entered developing countries. Specifically, through global exhibitions and forums in industries such as security, environment, and pharmaceuticals, ITPO Korea offers B2G consulting services for Korean companies and stakeholders who wish to expand their business to developing countries.



Accomplishments:

**13 delegates / 10 developing countries**

**30 matchmaking activities / 10 enterprises / 111 participants**

## 1) 『World Security Expo (SECON & eGISEC 2022)』 Consultancy Service for Overseas Operations on Security Industry

ITPO Korea participated in the 21st 『World Security Expo (SECON & eGISEC 2022)』 at KINTEX in Ilsan and provided consultancy service for overseas operations from April 20 to April 22, 2022. The consultation was conducted to support Korean companies' overseas expansion and technology transfer, including to developing countries where various companies in the security industry explored ways to advance the industry.

The ITPO Korea consultation was attended by 13 officials as advisory consultants from Ministries of Finance, National Tax Service and National Banks from 10 developing countries (Ghana, Mongolia, Bangladesh, Azerbaijan, Indonesia, Zimbabwe, Democratic Republic of Congo, Kyrgyzstan, Tajikistan, and Tanzania). A total of 111 companies visited over three days, and a total of 30 consultancy service were provided.

Information on tariffs, tax benefits, and market conditions in each country was shared through consultations with government officials from developing countries. In addition, the thirteen invited officials had the chance to experience Korea's diverse security technologies, which offer multiple flexible, affordable, and easy-to-use solutions, and to network with Korean companies with the goal of developing their own security industry.

NETAND, which participated in advisory consultations with more than 10 countries, provided positive feedback, stating, "Thanks to this opportunity, I was able to obtain more detailed information on tax benefits and industry markets in each country." In addition, Ghaisha Florian, a customs officer with the Tanzania Revenue Authority who consulted with NETAND, emphasized, "I will share the content of the consultation with Korean companies and the content of the Korean security industry I observed at the Expo with the government network in my home country."

Santoso Joza, a tax policy analyst at the Indonesian Ministry of Finance who participated in the consultation, stated, "I was able to gain an understanding of the security industry that I did not have before, and I was able to network with Korean companies to a certain extent." He thanked ITPO Korea for organizing the event.

ITPO Korea will continue to engage in exhibitions and expos in many sectors to meet Korean companies in person and identify their challenges and requirements for overseas investment. In addition, ITPO Korea will do its utmost to support Korean companies in expanding their international markets by inviting local investment experts to provide complimentary consultations on investing in developing countries where information is scarce.





Accomplishments:

**28 enterprises / 2 promotion seminars**  
**22 matchmaking activities**

## 2) SMEs' Entry into Developing Countries through "INNOPORT Inno-Globe" Program : Co-hosted by KOICA

ITPO Korea has been collaborating with KOICA since August 2022 to co-host the "2022 KOICA INNOPORT INNO-Globe" program, which supports the expansion of domestic startups and SMEs into developing countries such as Peru, Ethiopia, Uzbekistan, Indonesia, Vietnam, and Cambodia.

This program offers tailored assistance to meet the specific demands of each corporation, including information on procurement markets, import/export tariffs, and overseas marketing. Through partnerships with local experts, ITPO Korea also provides on-site support and advisory services to create business opportunities between domestic SMEs and local stakeholders.

The Office offered 55 pieces of information on local business and aid procurement and introduced the UNIDO Project Feasibility Analysis Tool (COMFAR III), which is ideal for conducting preliminary feasibility analysis required for local business planning. As a result, 28 small and medium-sized Korean companies from various sectors such as environment, digital, and water treatment received valuable information essential for expanding their operations overseas.

In the future, ITPO Korea aims to continue supporting domestic startups and SMEs to enter emerging markets and achieve industrial development through technology transfer.



Accomplishments:

**2 delegates / 10 matchmaking activities / 5 enterprises**

## 3) Fintech Expansion Consultation at Korea Fintech Week 2022

On September 28, 2022, ITPO Korea invited two local government officials from Kyrgyzstan and Colombia to hold consultations with Korean fintech companies for expanding overseas business opportunities. The consultations were held during the Korea Fintech Week 2022, which took place at Lotte Hotel in Seoul. During the event, ITPO Korea organized B2G 1:1 meetings to discuss investment conditions, procedures, tax laws, and tax benefits specific to each country's fintech sector.

Korea Fintech Week 2022 is Korea's leading fintech fair co-hosted by the Financial Services Commission, the Korea Fintech Support Center, the Financial Supervisory Service, the Financial Settlement Institute, the Korea Credit Information Service, and the Korea Financial Research Institutes. The event featured a total of 12 fintech thematic seminars, fintech education, and fintech services exhibitions by fintech companies and financial institutions. In addition, 34 fintech companies attracted 173.7 billion won in investment through investment consultations. To accommodate companies that could not attend the event, an online metaverse exhibition hall was also available, with a total of 50 organizations participating, including embassies from 28 countries, international organizations, and overseas fintech companies.

Through its participation in Korea Fintech Week 2022, ITPO Korea strengthened its network with developing countries and will continue to make efforts to support the development of industries in developing countries by organizing various seminars and consultations for each industry.





Accomplishments:

**31 delegates (11 female) / 18 developing countries**

**42 matchmaking activities / 13 enterprises / 6 promotion seminars**

**95 participants**

#### 4) 『CPHI KOREA 2022』 Consultancy Service and Investment Promotion Seminar on Pharma & Bio Industry

ITPO Korea participated in the World Pharmaceutical, Bio and Healthcare Industry Exhibition (CPHI Korea 2022) at COEX, dynamic meeting place where pharmaceutical producers, purchasers and decision makers get together for 3 days of uninterrupted business from September 28 to September 30, 2022.

CPHI Korea 2022 is a global pharmaceutical industry exhibition co-hosted by global exhibition organizer Informa Markets, Korea Pharmaceutical Traders Association (KPTA) and Korea Biomedicine Industry Association (KoBIA). This year, a total of 228 companies from 24 countries participated in the exhibition, and approximately 5,000 individuals attended meetings at the venue. During the exhibition, simultaneous conferences were held in four sections, with 22 lectures and 48 seminars and consultations, as well as a hybrid booth for overseas buyers who were unable to attend the exhibition.

ITPO Korea invited 31 officials from 18 nations to the exhibition and conducted B2G consultations with domestic and international pharmaceutical companies. In addition, a seminar on investment strategy was conducted to introduce the business and investment environments of four countries – Azerbaijan, Bangladesh, Tunisia, and Kenya – to the attendants, who showed a great deal of interest.

Mr. Lamphounsab, Technical Officer, Ministry of Finance, Lao PDR, who participated as an advisory consultant remarked, “It was a great experience to learn more about the products of Korean companies through consultations between governments of developing countries and Korean companies, as well as to interact with companies in the Korean pharmaceutical industry.” He expressed a desire to continue exchanges and collaboration with ITPO Korea.

Based on this exhibition, ITPO Korea will continue to actively provide opportunities for industrial development and capacity building in developing countries by organizing seminars and consultations in Korea.



Accomplishments:

**11 matchmaking activities / 13 enterprises**

#### 5) 『Environmental Technology & Carbon Neutrality Industry Confex』 Consultancy Service on Environment Industry

ITPO Korea organized a B2G Consultancy meeting and seminar at the first-ever Environmental Technology & Carbon Neutrality Industry Confex (ECIEX 2022), held at Songdo Convensia in Incheon on September 29th, 2022.

ECIEX 2022 was co-hosted by Incheon Metropolitan City, Incheon Tourism Organization, Environmental Preservation Association, and Incheon Seo-gu InnoPolis Business group to transform Incheon into a center for the environmental industry.

The fair featured various programs, including conferences on environmental & carbon-neutral fields, exhibitions, biz-matching programs, and environmental industry tours. The conference provided a platform for information exchange on new technologies, and B2G and practical business consultants offered sessions such as investment consultant sessions, market-entering support programs, and recruitment sessions for SMEs.

35 companies in the environmental industry & carbon-neutral sectors participated in 50 booths to introduce the latest environmental technologies and items in the carbon-neutral sector. During consultant session, more than 200 B2G purchase consultations were conducted and 20 investment consultations were made between venture investors and companies.

At the fair, ITPO Korea provided information about how to enter the business market in Peru and offered business opportunities for Korean SMEs. The organization opened its booth and held 11 consultation meetings with companies wishing to transfer environment & carbon-neutral technology to developing countries. As a seminar speaker, ITPO Korea shared information about the investment environment, carbon-neutral market environment, and participation in the local business of Korean SMEs in Peru.

ITPO Korea will continue to actively organize various exhibitions and counseling to transfer Environmental & Carbon-neutral technologies for the industrial development of developing countries.





To promote technology-based sustainable industrial development of developing countries, ITPO Korea operates capacity building activities such as training programs (UNIDO's Computer Model for Feasibility Analysis and Reporting, COMFAR III), technical assistance, policy making & advice. The objective of these activities is to promote industrial development, technology transfer, and knowledge sharing. It supports various stakeholders, including government, private sector, academic institutions, and the civil society, in their efforts to enhance the productivity and competitiveness of industries.



Accomplishments:

**15 government officials (10 female) / 11 developing countries**

**12 sessions / 15 experts**

### 1) 『IP-Driven, Inclusive and Sustainable Industrial Development』 Online Training program

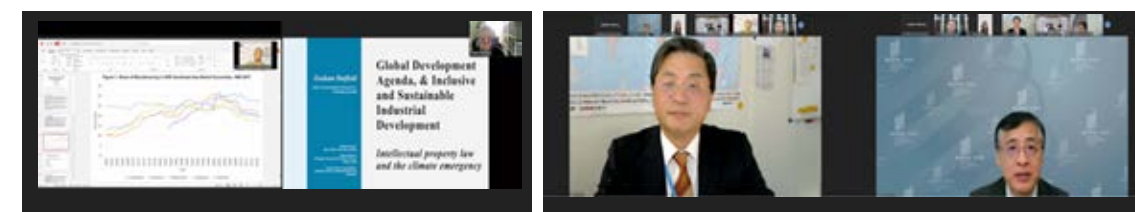
ITPO Korea co-organized an online training course, "IP-Driven, Inclusive and Sustainable Industrial Development", with the World Intellectual Property Organization (WIPO), the Korean Intellectual Property Office (KIPO), and the Korea Intellectual Property Strategy Agency (KISTA) for five days from May 16 to May 20, 2022. The program is the first initiative devised jointly by the four organizations. It was organized for government officials from 11 Asian countries to facilitate discussions on the incorporation of intellectual property (IP) in each country's industrial development policy.

Mr. Weixi GONG, Chief of the Division of ITPOs and Institutional Partnerships at UNIDO, emphasized the significance of IPR (Intellectual Property Rights) in industrial development in developing countries and highlighted that UNIDO will continuously contribute to IPR-based technology transfer and sustainable industrial development. Mr. Kui Wou KWUN from WIPO Academy remarked that the programme would contribute to the development of a balanced and effective global IP ecosystem to promote innovation and creativity for the benefit of everyone in the world. KIPO and KISTA both also emphasized the importance of the IP and agreed that IP is the driving force of national industrial development and has a direct relationship with national competitiveness.

The five-day program consisted of 12 sessions with various presentations led by IP and industrial policy specialists. Presentations focused primarily on global trends in industrial development utilizing IP, the significance of IP in regard to industrial development, and strategies for utilizing IP for industrial development. Professors, government officials, and IP-related entrepreneurs were invited to give presentations from a variety of viewpoint.

The participants from 11 countries are expected to actively engage in policy-making procedures and further contribute to the industrial development of their countries.

To further cooperate and contribute to IP-based industrial development and technology innovation, ITPO Korea will continue to strengthen its partnership with WIPO, KIPO, and KISTA. In addition, ITPO Korea will expand its partnerships in the IP sector at the governmental, institutional, and corporate levels to support developing countries, which will lead to an increase in technology exchange and investment.





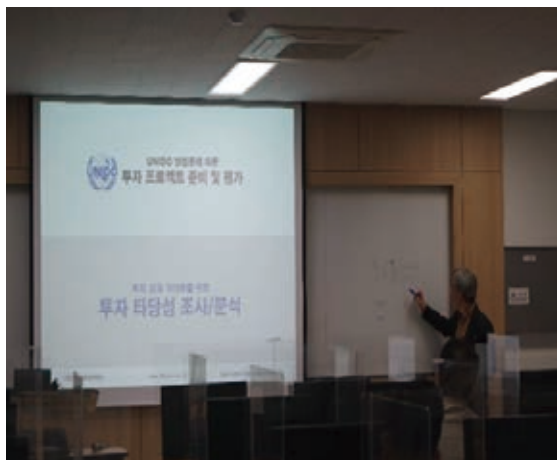
Accomplishments:  
**14 participants / 7.5 hours**

## 2) 『COMFAR III Promotion Workshop』 at Seoul National University of Science and Technology

ITPO Korea organized the 『COMFAR III Promotion Workshop』 at the Seoul National University of Science and Technology on April 19, April 26, and May 3, 2022. with the aim of promoting and introducing UNIDO's methodologies and tools for financial analysis and appraisal. The workshop was specifically designed for academic experts in domestic and international business and graduate students at the Seoul National University of Science & Technology Graduate School of Housing and Urban Planning.

UNIDO created COMFAR III to facilitate the financial and economic feasibility analysis of overseas investment projects. ITPO Korea holds promotional seminars every year to support domestic companies and institutions in succeeding with their international investment projects.

The workshop included a lecture on the theory behind business feasibility analysis and a case study on financial models for business feasibility analysis. During the three-day training session, students were able to acquire practical experience by applying the case study. After the workshop, Professor Ock Jong-ho commented that “the COMFAR III software is useful for identifying risks in overseas projects through quantifiable data, and we plan to incorporate it into formal lectures beginning next semester.”



Accomplishments:  
**20 delegates / 1 developing country / 2 matchmaking activities**  
**15 enterprises / 5 promotion seminars**

## 3) 『Startup Ecosystem Benchmarking』 Program for Lao PDR Delegation

On November 7, 2022, ITPO Korea invited a delegation from Lao PDR to participate in the “Startup Ecosystem Benchmarking” program, which was a sub-program of the “2022 Study Tour to the Republic of Korea, Business Delegation of Lao PDR in the IT Sector.” The program was attended by a total of 20 delegates from Laos, including five officials from the Ministry of Technology and Communications and 15 representatives from major IT companies.

For the lecture, ITPO Korea invited d·camp, Fintech Center Korea, Global Start-up Immigration Center, and the National IT Industry Promotion Agency (NIPA) to introduce the topic of “Startup Ecosystem and Supporting Programs.” The lecture focused on key programs to support Lao startups, particularly in the fintech sector, and introduced the Overseas Startup Visa System (OASIS). Additionally, ICT Innovation Square delivered AI-SW E-learning and a prototype platform service.

After the lecture program, the delegation visited d·camp, the Korea's largest startup incubator. The delegation was introduced to startup tenant spaces, a global fintech center, and an ICT complex education space.

Through this event, ITPO Korea strengthened its network with Lao PDR and will continue to actively promote the industrial development of developing countries by organizing and facilitating various programs





Accomplishments:

**29 developing countries / 33 enterprises / 7 sessions**  
**93 participants / 9 experts**

#### 4) 『Accelerating SMEs and Startups’ Digitalization through Public–Private Partnership, for an Inclusive and Sustainable Industrial Development』 Hybrid Workshop

ITPO Korea co-hosted hybrid workshop “Accelerating SMEs and Startups’ Digitalization through Public–Private Partnership, for an Inclusive and Sustainable Industrial Development” with UNITAR Cifal(Centre International de Formation des Autorités et Leaders) JEJU from June 22 to June 24, 2022.

The hybrid workshop was intended to bring together government departments and innovative companies from across the Asia–Pacific region in a collaborative, free-flowing network to explore digital transformation policies for the resilient recovery of SMEs and startups and to contribute to the establishment of public–private partnerships. Eventually, it hosted 93 participants from 29 countries.

On the first day, speakers from the Organization for Economic Co-operation and Development (OECD), the Asian Development Bank (ADB), Amazon Web Services (AWS), and upSWOT Dmitry presented their policy directions, public–private partnership programs, and case studies for the digitalization of SMEs and startups.

On the second day, speakers from Korea Technology & Information Promotion Agency for SMEs (TIPA), Korea Intellectual Property Strategy Agency (KISTA), and Startup ‘AweXome Ray’ provided information on policies and experiences of the Korean government’s technology exchange support for SMEs and startups to encourage cooperation between Korea and Asia–Pacific nations. Also, the Commercial Counsellor of the Embassy of Bangladesh in the ROK and the Minister Counsellor of the Embassy of the Republic of Indonesia in the ROK introduced each country’s status on digitalization and cooperation with the Korean private sector.

On the final day, in-person participants visited the Electric Vehicle Battery Industrialization Center and Kakao Headquarter in Jeju to gain hands-on experience of public–private partnerships and to discuss future directions and practical measures for cooperation.



Accomplishments:

**16 delegates (10 female) / 1 developing country**

#### 5) 『Industrial Policy for Digitalization and the 4th Industrial Revolution in Southeast Asia: The Philippines』 Training Program

UNIDO, ITPO Korea and Korea International Cooperation Agency (KOICA), jointly organized an online training course for civil servants in the Philippines from December 13 to December 14, 2022. Following the success of the 1st UNIDO–KOICA joint training for the period 2019–2021, subsequent training program has been conducted from 2022 to 2024. The online training on “Industrial Policy for Digitalization and the 4th Industrial Revolution in Southeast Asia: The Philippines” marked the initiation of the second phase of training program.

The participants comprised a total of 16 officials from the Department of Trade and Industry, Technical Education and Skills Development Authority, and National Economic and Development Authority of the Philippines. The purpose of the training was to establish fundamental concepts, principles, and ideas associated with digitalization and the Fourth Industrial Revolution.

Experts from the Korea Development Institute (KDI) and the National Information and Communication Industry Promotion Agency (NIPA) helped participants understand the precise concepts of the 4th Industrial Revolution and industrial digitization by demonstrating them with the most recent technological examples on Day 1. On Day 2, UNIDO specialists presented industrial policies that promote the 4th Industrial Revolution, followed by discussions on how to proceed with the workshop’s agenda for 2023–2024.

ITPO Korea will continue to develop qualified programs so that participants can clearly identify opportunities and challenges associated with the 4th Industrial Revolution and formulate proactive policies in their respective countries.



# Startups and Entrepreneurship

ITPO Korea maintains the organization's global network of over 170 member states and closely collaborates with d·camp, the largest startup incubator in Korea. In addition, based on the expertise and network of our professionals, ITPO Korea invites the embassies (Office Hours), hosts seminars, and provides investment information and advisory service as part of its initiative to support entrepreneurs and early-stage startups in expanding to foreign markets.



Accomplishments:

**2 delegates (1 female) / 1 developing country**

**2 enterprises / 6 participants**

## Office Hours

### 1) Embassy of India in Republic of Korea

On December 23, 2022, ITPO Korea and d·camp co-hosted the 'Office Hours' Program, which invited a delegation from the Embassy of India in the Republic of Korea. This particular 'Office Hours' event had a focus on India, a country with a rapidly growing number of startups and investment amounts. The delegation from the Embassy of India consisted of two individuals, Mr. Sharique Badr, the first secretary of the Embassy, and Ms. Jiwon Ha, the commercial officer, who visited ITPO Korea and held business meetings with two Korean firms interested in expanding into India.

During the meetings, Cocoberry, a company whose business model focuses on converting discarded agricultural residues into materials that contribute to generating additional income for farmers, sought information on recent trends in agricultural product research in India and connections to potential local partners for collaboration. The Embassy of India provided advice on the agricultural sector and promised follow-up support for their requests. The other company, Scrambler, presented its 1:1 Korean-speaking platform for global K-culture fans and discussed appropriate promotional methods for accessing the Indian market, while the Embassy of India advised on the development of a tailored strategy for Indian users.

ITPO Korea plans to continue providing valuable information and networking opportunities in the future, thereby contributing to the revitalization of business interactions between Korean and Indian companies.





Accomplishments:

**2 delegates / 1 country / 3 matchmaking activities**

**3 enterprises / 15 participants**

## 2) Embassy of Israel in Republic of Korea

ITPO Korea and d · camp jointly hosted a meeting with Ambassador Akiva Tor and the Commercial Attaché of the Embassy of Israel in the Republic of Korea. During the meeting, they discussed ways to strengthen cooperation between the Embassy and ITPO Korea.

The delegation also had one-on-one meetings with startups seeking to enter the Israeli market, during which they presented their business models and strategies for entering the market. The Israeli Embassy provided advice on local industries and market entry strategies.

ITPO Korea will continue to foster economic collaboration and mutual development between Korea and Israel and facilitate active exchanges between companies from both countries.



ITPO Korea aims to actively facilitate the transfer of advanced technologies to achieve inclusive and sustainable industrial development in developing countries as well as foster shared innovation in both developed and developing countries.

As part of our efforts, ITPO Korea conducts industrial visits annually to promote and introduce sustainable technologies appropriate for developing nations. ITPO Korea also collaborates with governments and public institutions to identify promising businesses and technologies, which we then promote globally through our annual publication of the technology database and online platform.



Accomplishments:  
**15 delegates / 13 developing countries / 2 enterprises**

## 1) Agricultural Smart Farm & Seed Industrial Visit

On July 13, 2022, ITPO Korea hosted the “Agricultural Smart Farm & Seed Industrial Visit” to promote technology transfer and investment in the agriculture and seed sectors of developing countries and enhance their agricultural technology capabilities. The program was attended by 15 officials from 13 different countries, including Rwanda, Colombia, and Indonesia, representing ministries such as the Ministry of Environment, Tourism, Water Resources, and the Ministry of Finance and Economy.

The first visit was to “Farm8,” the largest smart farm company in Korea that uses containerized vertical farms to produce crops in a stable and planned manner by controlling various crops to the optimal growing environment and exporting them. Participants observed the entire process of the agri-food industry, from the production of agricultural products through vertical farm facilities to in-house processing and distribution, and actively shared their perspectives on the situation in their home countries, including policies and support systems that can be applied to the development of agricultural productivity in Korea.

The next visit was to “NONGWOO BIO,” which holds the largest share of Korea’s seed industry, nurturing seedlings that are the backbone of agriculture and developing and disseminating varieties that meet consumer demands. Participants visited numerous seed research facilities and engaged in an in-depth discussion on the development, dissemination, and expansion of customized varieties in developing countries.

ITPO Korea plans to continue providing industry-specific programs to promote technology transfer and related policy-making in developing countries.



Accomplishments:  
**16 delegates / 10 developing countries / 2 enterprises**

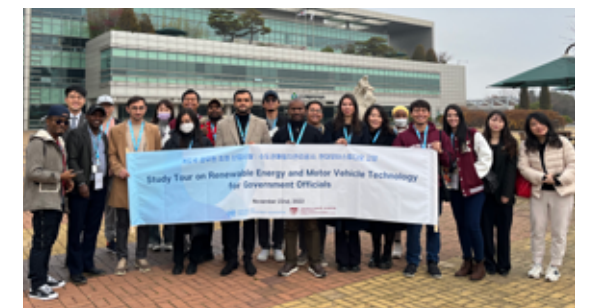
## 2) Renewable Energy & Mobility Technologies Industrial Visit

On November 22, 2022, ITPO Korea hosted an Industrial Visit to introduce Korean renewable energy and mobility technologies to developing countries, with the aim of enhancing their industrial technology capacities. The program saw the participation of 16 officials from 10 different countries, including Indonesia, Mongolia, Bangladesh, Colombia, and Tanzania, representing the Ministries of Finance and Tax Policy.

The visit started at SUDOKWON Landfill Site Management Corp., the largest landfill in Asia and a specialized corporation in resource recycling. The participants actively discussed ways to incorporate Korea’s waste reclamation and reuse technology into their own energy industries while observing the entire waste treatment process, from waste purification to landfill.

Next, the participants visited the Hyundai Motorstudio Goyang, an automotive complex that showcases the technological advances that comprise every component of an automobile. They toured the automotive process and product testing facilities and discussed ways to advance and develop automotive technology in developing countries.

ITPO Korea plans to continue organizing industrial visits to new technologies and facilities in different industries, such as Korea’s green energy and mobility technology sectors, to support the transfer of technology to developing countries and the growth of related industries in various ways.



# TECHNOLOGY DATABASE

from KOREA and PARTNER COUNTRIES

## CONCEPTS

ITPO Korea promotes innovative, productive, and/or environmentally friendly technologies of various companies to accelerate inclusive and sustainable industrial development and thus aid in achieving the Sustainable Development Goals.

To that end, ITPO Korea maintains a regularly updated database of exemplary technology or products from the private sector to enhance technology transfer and investment. This database is publicly available online at ITPO Korea's website and is also published as a booklet for distribution to Korea's (potential) development partners.

The technology and products from the database are selected through ITPO Korea's internal procedure.

## REQUIREMENTS FOR REGISTRATION

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

1. Acceptance in developing countries
2. Level of technology
3. Sustainable competitive advantage
4. Compatibility with UNIDO's industrial development project

## HOW TO REGISTER

Any company who wishes to register their technology, service, or product on ITPO Korea's website can contact us by emailing [itpo.seoul@unido.org](mailto:itpo.seoul@unido.org).

## DISCLAIMER

ITPO Korea seeks to deliver its Technology Database of high quality and verifies that the data contained therein have been selected on the basis of selective, sound judgement. However, ITPO Korea makes no warranties to that effect, and shall not be liable arising from any person(s) upon any of the information, product, or services in the database.



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|    | 국립축산과학원<br>National Institute of Animal Science                                 |
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|  | 인천광역시<br>Incheon Metropolitan City                                              |

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(d·camp)



세계지식재산기구  
WIPO(World Intellectual Property Organization)



유엔훈련연구기구  
UNITAR(United Nations Institute for Training and Research) Korea office



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(Indonesia Investment Promotion Centre – IIPC Seoul)



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MIDA(Malaysian Investment Development Authority)



베트남산업협회  
VIA(Vietnam Industry Agency)



정보통신산업진흥원  
NIPA  
(National Information and Communication Industry Promotion Agency)



환경보전협회  
Environmental Preservation Association



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ProInnovate, Peru



페루 리마 상공회의소  
Lima Chamber of Commerce and Industry(CCL), Peru



페루 이카 지방정부  
Ica regional government, Peru



이카 성 Louis Gonzaga 국립대학  
National University Saint Louis Gonzaga, Peru



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Ministry of Agriculture, Ethiopia



에티오피아 지역농업연구센터  
Regional Agricultural research institutes under the ministry of Agriculture, Ethiopia



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INVESTMENT PROMOTION AGENCY UNDER THE  
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Investment Promotion Agency, Uzbekistan



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라오스 기술통신부  
Ministry of Technology and Communications, Lao PDR



라오스 ICT 상공협회  
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