



Review of KOMEA Activities in 2018

KOMEA continued to play a bridge role for Korean marine equipment companies and their overseas partners in 2018, focused on its globalization drive, network expansion and global capacity reinforcement, etc.

- Global Market Expansion
- Tech & Info Intelligence and Communication
- Enhanced Domestic & Overseas Cooperation Networks

Global Market Expansion

Under its cherished slogan "Ocean Value Chain", KOMEA provided practical and outward-looking services in 2018, carrying out such pillar projects as overseas market development, capacity reinforcement of overseas representative offices and expansion of after-market function, etc.

Division	Major Component Projects	Progress and Results
Overseas Market Development	<ul style="list-style-type: none"> o Running Korea Pavilion at Domestic Exhibition - Korea Ocean EXPO 2018 (6.20-22 at Incheon Songdo Convensia) 	<ul style="list-style-type: none"> - No. of exhibitors: 9 companies with 12 booths - Biz. consultations: 61 cases evolving US\$5.1 million (Biz Consultation Meeting) · Participants: 17 buyers from foreign countries, 41 domestic companies · Consultations: 135 cases evolving US\$474 million
	<ul style="list-style-type: none"> o Running Korean Pavilions at Overseas Exhibition with Government Support - APM 2018 (March 14-16, Singapore) - Sea Japan 2018 (April 11-13, Tokyo, Japan) - OTC 2018 (April 30-May 3, Houston, USA) - Posidonia 2018 (June 4-8, Athens, Greece) 	<ul style="list-style-type: none"> - Nos. of exhibitors: 10 - Consultations: 148 cases evolving US\$2.7 million - Nos. of exhibitors: 11 - Consultations: 110 cases evolving US\$14.2 million - Nos. of exhibitors: 9 - Consultations: 197 cases evolving US\$24.7 million - Nos. of exhibitors: 9 - Consultations: 150 cases evolving US\$63.4 million
	<ul style="list-style-type: none"> o Dispatch of Overseas Trade Mission - Trade Mission to Thailand (May 19-June 2, Bangkok, Thailand) - Korean Pavilion & Trade Consultations at Gastech 2018 (Sept. 17-19, Barcelona, Spain) - Trade Mission to Indonesia (Oct. 23-26, Jakarta & Surabaya, Indonesia) - Maritime Sourcing Plaza in Germany & Croatia (Nov. 19-23, Germany & Croatia) - Trade Mission to Guangzhou (Dec. 11-14, Guangzhou, China) 	<ul style="list-style-type: none"> - Nos. of participating companies: 10 Korean, 5 foreign - Consultations: 48 cases evolving US\$29 million - Nos. of participating entities: 5 companies & 1 institute - Consultations: 72 cases evolving US\$12.6 million - Nos. of participating companies: 7 Korean, 6 foreign companies - Consultations: 81 cases evolving US\$2.2. million - Nos. of participating companies: 8 - Consultations: 31 cases evolving US\$1.8 million - Nos. of participating companies: 11 - Consultations: 34 cases evolving US\$24.4 million

Division	Major Component Projects	Progress and Results
Overseas Market Development	<ul style="list-style-type: none"> o Cooperative MOUs to Expand Global Networks - Establishing Architecture of Global Networks 	- Inking bilateral MOUs: 124 companies in 33 nations
	<ul style="list-style-type: none"> o Seminar & Market Explanatory Meeting - 2018 Conference for Global Network of Korea Marine & Offshore Equipment (Nov. 21-23, Busan) - Explanatory Meeting on Russian Market (Sept. 18 at Korea Register of Shipping (KR) in Busan) 	<ul style="list-style-type: none"> - Nos. of participating companies: 25 overseas companies, 23 buyers, two from KOMEA overseas representative offices - Introduction of Russian shipbuilding status and import substitute program
	<ul style="list-style-type: none"> - Signing of Cooperative MOU between KOMEA and Trade Representative of the Russian Federation in Korea 	- Aimed at bilateral & practical cooperation in shipbuilding and offshore sector
	<ul style="list-style-type: none"> - Signing of a Cooperative MOU with five Asian nations 	- KME / GPC Cooperation & Collaboration
Capacity Reinforcement of KOMEA's Overseas Representative Offices	<ul style="list-style-type: none"> o KOMEA Shanghai Representative Office Activities - Business Consultation Meeting (April 26-28, Shanghai, China) - Development of Customized New Products & Cooperative Companies 	<ul style="list-style-type: none"> - No. of participating companies: Korea (12), overseas (21) - Consultations: 47 cases evolving US\$12 million - Nos. of Cooperative Chinese buyers & agents: 63 - Nos. of domestic cooperative companies: 50
	<ul style="list-style-type: none"> o KOMEA Singapore Representative Office Activities - 2018 Singapore Global Marine Equipment Business Consultation Meeting - Development of Customized New Products & Cooperative Companies 	<ul style="list-style-type: none"> - Nos. of participating companies: Korea (15), overseas (16) - Consultations: 72 cases evolving US\$64.7 million - Nos. of Singapore shipyards and shippers: 56 - Nos. of Korean marine equipment companies: 50
Establishment of After Market Architecture	<ul style="list-style-type: none"> o Development of Medium & Long-Term Marine Demand Forecasting System 	- Development with collaboration with DSME
	<ul style="list-style-type: none"> o Promotion of Uam Pier Marine Industrial Cluster 	- Connected with a hub development of marine equipment
	<ul style="list-style-type: none"> o Activation of KOSMEDIA.net 	- Korea Smart Marine Equipment Directory: Intelligence & Alliance
	<ul style="list-style-type: none"> o Enhancement of Connectivity with Products & Buyers 	<ul style="list-style-type: none"> - Cooperation & collaboration with domestic supportive institutes · Major participating institutes: Ulsan Techno Park, Sambo CMC, KTE, Dong-A University, KOMEC, KOMERI, etc.

Tech & Info Intelligence and Communication

KOMEA, proactively responding to the 4th industrial Revolution, provided tech info intelligence and communication services in 2018 in connection with such related pillar projects as international conference & seminar, tech and certification, as well as expanded knowledge content.

Division	Major Component Projects	Progress and Results
Int'l Conference & Seminar, etc.	o Hosting Policies Explanation Meeting by Government & Related Institutes	- 2018 LNG technology seminar - Explanatory meeting for advance into Russian market
	o Int'l Conference & Seminars	- 2018 Korea GreenShip Forum (Oct. 17-19, Lotte Hotel, Busan) - KORMARINE Conference 2018 (Nov. 20-21, Haeundae Hotel, Busan)
	o Cooperative Agreement for Shared Growth (Nov. 22, Seoul COEX)	- Mutual financing programs, Support for global market development, Cooperation in the areas of eco-friendly, Smart technology and test-bed, Enhanced employment, etc. - Hosted by the Ministry of Trade, Industry & Energy (MOTIE), and attended by five local governments, big three shipyards--Hyundai, Daewoo, Samsung--and related organizations including KOMEA.
Marine Equipment Technology, Certificate and Education	o Global Customized A/S Education	- Participation: 123 persons from 55 companies (20 countries) - Additional Project: new buyer cultivation with participation of 155 companies from 23 countries
	o Providing API-Certified Global Offshore Plant Programs	- API Q1-certified education - Nos. of education: 3 (April, Sept., Dec.) - Nos. of graduate persons: 36
Enhanced Knowledge Content Development and Supplies	o Running Marine Equipment Advisory Corp.	- Holding meeting nine times with the participation of professionals including shipyard presidents
	o Publication of Weekly Newsletters (Korean & English edition, respectively)	- Nos. of publication readers: 6,879 Koreans & 7,117 foreigners
	o Information-Based Knowledge & Information Content	- www.kosmedia.net (Korea Smart Marine Equipment Directory: Intelligence & Alliance) - KME (Korea Marine Equipment): biannual, Korean - KMSI (Korea Marine & Offshore Statistics & Info): annual, English
	o Integrated KOMEA Websites	- Under construction

Enhanced Domestic & Overseas Cooperation Networks

KOMEA continued to expand domestic and overseas cooperation networks in 2018, connected with government support, including World-Class Korean Products certification, operation of fair trade center as well as A/S networks, etc.

Division	Major Component Projects	Progress and Results
Reinforced Domestic Cooperation Networks	o Recommendation for World-Class Products, Korea Certificate in Marine Equipment Sector (Connected with Ministry of Trade, Industry & Energy and Kotra)	- 2018 performance • Newly selected: Four items * As of the end of 2018, Nos. of marine equipment items certified as World-Class Korea Products reached 73
	o Outstanding Marine Equipment Companies Certified by Seven Major Shipyards, KOMEA and KOSHIPA	- Newly certified companies in 2018: 4 - Nos. of total certified companies: 40
	o Expand the Nos of KOMEA Member Companies	- 227 (2017) → 231 (2018) → 240 (2019)
	o Expand the Nos. of Awardees, Recognized for their Contribution to Advancement of Korean Marine Equipment Industry - Prizes from Minister of Trade, Industry & Energy, Commissioner of Korea Intellectual Property Office, KOMEA Chairman, etc.	- Nos. of award winners: 10 individuals and two company / organization
	o Operation of Unfair Trade Report Center in the Areas of Shipbuilding & Marine Equipment	- Receiving unfair trade claims in accordance with the Fair Trade Law
Reinforcement of Overseas Networks	o Establishment of Trade & A/S Networks	- 2018 performance result: 3 cases • Initialing bilateral partnership agreement with foreign institutes in China, Russia, etc.
	o Business Collaboration and Cooperation with Foreign Companies & Institutes - Japan Ship Machinery and Equipment Association (JSMEA) - Marine Equipment Business Consultation Meeting in China - MOU signing with Russian Federal Trade Representative in Korea	- 13th Korea-Japan marine equipment business meeting during the period of Sea Japan (April 12-13) - MOU signing with Shanghai Ship Equipment Institute (April 27)
	o Operation of Marine Expo Portal	- 520 companies created opportunities via the portal
	o Joint Purchase of Steel Plate	- Eight companies utilized the system, buying a combined 1,420 tons of steel plate