



Review of KOMEA Activities in 2019

In 2019, KOMEA continued to display its prepared role successfully for Korean marine equipment companies and their overseas partners, focused on global market expansion, enhanced domestic and overseas cooperation networks as well as providing tech & info intelligence and communication services.

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

Global Market Expansion

Being responsible and responsive, KOMEA provided practical and outward-looking services in 2019, carrying out such pillar projects as overseas market development, capacity reinforcement of overseas workstations and establishment of after market system and beyond.

Division	Major Component Projects	Progress and Results
Overseas Market Development	o Domestic Exhibition Participation - Hosting KORMARINE 2019 (Oct. 22~25, BEXCO, Busan)	- Running Korea Pavilion · Nos. of Korean exhibitors: 53 with 166 booths
	o Running Korean Pavilions at Overseas Exhibition with Government Support - OTC 2019 (May 6~9, Houston, USA) - Nor-Shipping 2019 (June 4~7, Oslo, Norway) - Marintec China 2019 (December 3~6, China)	- Nos. of exhibitors: 13 - Biz. consultations: 267 cases evolving US\$121.4 million - Nos. of exhibitors: 10 - Biz. consultations: 101 cases evolving US\$24.1 million - Nos. of exhibitors: 33 - Biz. consultations: 665 cases evolving US\$153 million
	o Trade Mission Dispatch for Biz. Consultations - 2019 Korea Marine Day (April 8~11, Singapore) - 2019 Global Marine Business Plaza in China (June 26~28, Shanghai, China) - 2019 Thailand-Korea Eco-friendly Maritime Partnering Plaza (July 9~11, Bangkok, Thailand) - 2019 Global Marine Plaza in Russia (Sept. 16~19, Saint Petersburg)	- Nos. of participating companies: 12 (Korean) / 16 (foreign) - Biz consultations: 50 cases evolving US\$39.9 million - Nos. of participating companies : 10 (Korean) / 12 (foreign) - Biz. consultations: 93 cases evolving US\$76.9 million - Nos. of participating companies: 11 (Korean) / 22 (foreign) - Biz consultations: 66 cases evolving US\$33 million - Nos. of participating companies: 12 (Korean) / 33 (foreign) - Biz. consultations: 92 cases evolving US\$37.3 million

Division	Major Component Projects	Progress and Results
Overseas Market Development	<ul style="list-style-type: none"> - 2019 Marine Partnership with Turkey (Oct. 14~19, Istanbul, Turkey) - 2019 Marine Partnership with Greece (Oct. 14~19, Athens, Greece) - 2019 Global Network of Korea Marine Equipment (Nov. 11~12, Busan) 	<ul style="list-style-type: none"> - Nos. of participating companies: 10 (Korean) / 26 (foreign) - Biz. consultations: 92 cases evolving US\$34.8 million - Nos. of participating companies: 10 (Korean) / 55 (foreign) - Biz. consultations: 119 cases evolving US\$118.1 million - Nos. of participating companies: 49 (Korean) / 19 (foreign) - Biz. consultations: 175 cases evolving US\$66 million
	<ul style="list-style-type: none"> o Bilateral MOUs on Trade Cooperation in Marine Equipment Area ShipParrs.com (June 27, China) - TSA (July 9, Thailand) - USC (July 24, Russia) 	<ul style="list-style-type: none"> - MOUs renewed - Newly signed MOUs - Newly signed MOUs * As of December, 2019, KOMEA had signed MOUs with 127 companies or organizations in 36 countries
	<ul style="list-style-type: none"> o Securement of Government Support for 2020-2021 Korean Pavilion Projects - K-Biz (Korea Federation of SMEs) - KOTRA (Korea Trade-Investment Promotion Agency) 	<ul style="list-style-type: none"> - K-Biz (Korea Federation of SMEs) · Sea-Japan 2020 (March 11-13, 2020, Japan) - KOTRA (Korea Trade-Investment Promotion Agency) · APM 2020 (Sept. 30~Oct, 2, 2020, Singapore) · Nor-Shipping (June in 2011, Oslo, Norway) · NEVA 2021 (During September in 2021 in Russia)
Reinforcement of Overseas Workstations	<ul style="list-style-type: none"> o Establishment of New Overseas Workstations - Workstation in Russia 	<ul style="list-style-type: none"> - Opening of KOMEA Workstation in Russia · Date: July 24 in 2019 · Place: Saint Petersburg - Trade Consultation Meeting · Nos. Of participating companies: 12 (Korean) / 33 (foreign) · Biz Consultations: 92 cases evolving US\$37.3 million

Division	Major Component Projects	Progress and Results
Reinforcement of Overseas Workstations	- Workstation in Greece	- Opening of KOMEA Workstation in Greece · Date: Oct. 16 in 2019 · Place: Athens, Greece - Trade Consultation Meeting · Nos. Of participating companies: 10 (Korean) / 55 (foreign) · Biz Consultations: 119 cases evolving US\$118.1 million
	o Existing KOMEA Overseas Workstations - KOMEA Workstation in China - KOMEA Workstation in Singapore	- Biz. Consultation Meeting in Shanghai Overseas Workstation · Nos. of participating companies: 10 (Korean) / 12 (foreign) · Biz. consultations: 86 cases evolving US\$72.7 million - Biz. Consultations in Singapore Workstation · Nos. of participating companies : 12 (Korean) / 16 (foreign) · Biz. consultations: 50 cases evolving US\$40 million
Establishment of After Market System	o Development of Shipbuilding & Offshore Demand Forecast (http://demand.godohosting.com)	- Providing 1-2 years demand forecast to enable equipment companies to map out supply strategy · Development period: 2018-2019 (2 years) · Developer: KOMEA associated with Daewoo Shipbuilding & Marine Engineering (DSME)
	o kosmedia.net (Korea Smart Marine Equipment Directory: Intelligence & Alliance)	- Nos. of registered companies: 517 including KOMEA member companies - Nos. of items: 937 marine equipment

KOMEA Overseas Workstations Contact Points

Workstation	Address	Tel.	e-Mail
China	Laiyifen 1102F, No.1399, Husong Ro, Songjiang Gu, Shanghai City, China	070-8224-5789	kevin.hwang@komea.kr
Singapore	#09-29 UB One Ubi Ave. 4 Singapore 408830	070-8224-5788	jaewoo.jung@komea.kr
Greece	Andrea Papandreou 5, 166 75 Glyfada, Greece	070-8224-5799	peter@komea.kr
Russia (Saint Petersburg)	Gakkelevskaya 21A, St. Petersburg, Russia	070-8224-5800	ru@komea.kr
Russia (Vladivostok)	To be established in August 2020		

Tech & Info Intelligence and Communication

KOMEA, proactively responding to the 4th industrial Revolution, upgraded its pool of tech info intelligence and communication services in 2019, carrying out such key projects as international conference & seminar, tech and certification, as well as expanded knowledge content.

Division	Major Component Projects	Progress and Results
Upgrade Education Program for Technologies and Certificates	o Education for API Certificates Acquisition and Issuance	<ul style="list-style-type: none"> - API (American Petroleum Institute) certified education · Education program: API Q1 · Number of Educatees: 40 persons per session · Education period: Three Times during 2019 · Qualification: Employees of marine equipment companies · Support: Educatees can receive up to 80% of expense support · Special note: Issuance of certificate of completion by API
	o Global Customized A/S Education and Finding Overseas Buyers	<ul style="list-style-type: none"> - 2019 Global Customized A/S engineer cultivation education and finding overseas buyers • Project period: March-December in 2019 • Project Purpose: Cultivation of global customized A/S engineers and finding overseas buyers • Certificate issued for completion of the pertinent education courses
Expanded Information Content Development and Supplies	o Running Marine Equipment Advisory Corp.	<ul style="list-style-type: none"> - Meeting frequencies: 10 times in 2019 - Purpose of the meeting: Developing and brainstorming issues related with marine equipment business environment, etc.
	o Publication and Distribution of Marine Equipment-Specializing Magazines	<ul style="list-style-type: none"> - Publication media: KME (Korea Marine Equipment) in Korean, biannual, and Comprehensive Guidebook on Korea Marine Equipment (annual, English) - Distribution Target: related business people, policy makers, researchers and related stakeholders in Korea and abroad.
	o Publication of Newsletters (Korean & English edition, respectively)	<ul style="list-style-type: none"> - Publication frequency: Weekly - Publication type: Online - Publication purpose: Supply latest information and intelligence to target audience, conducive to better understanding about the Korean marine equipment industry, leveraging connectivity and opportunities with the guiding principle of global ocean value chain.

Division	Major Component Projects	Progress and Results
Expanded Information Content Development and Supplies	o Expanded and Connected with the Supply of Related Business Organizations	- As a representative organization of the Korean marine industry, KOMEA media covers detailed information of the related business circles as follow: · KOSHIPA · KRISO · MAC-NET · KOMERI and others
Seminars, etc.	o 2019 Korea-Singapore Eco-Friendly Shipbuilding Equipment Seminar	- Date: April 10, 2019 - Topics: Eco-Environment Regulations Status and Technological Solutions * Linked with 1:1 business consultation meeting
	o KOMEA-Russia Trade Representative Meeting	- Date: April 12, 2019 - Topics: Future-oriented cooperation between Korean and Russian marine equipment circles.
	o 2019 Thailand-Korea Eco-Friendly Maritime Partnering Plaza	- Date: July 10, 2019 - Topics: Korean marine equipment companies presentation centering on BWTS and scrubber areas
	o Dialog with Government Policy Makers	- Date: July 17 in 2019 - Topics: Government policy on marine equipment industry, focused on shared growth and measures to invigorate the industry
	o Seminar on the Strategies to Advance Into Russian Market	- Date: Oct. 22, 2019 - Topics: Presentation and discussion focused on public procurement market in Russia
	o Cluster Cooperative Meeting on LNG-Fueled Shipbuilding Equipment	- Date: Nov.12 - Topics: Presentation from specialists from four countries – Russia, Greece, Singapore and China, exploring optimum ways to successfully carry out the LNG-fueled shipbuilding equipment business, based on value networking.

Enhanced Domestic & Overseas Cooperation Networks

KOMEA continued to expand domestic and overseas cooperation networks in 2019, enlisting government support & generating connectivity and opportunities for both Korean and overseas marine equipment companies and stakeholders.

Division	Major Component Projects	Progress and Results
Reinforced Domestic Cooperation Networks	o Expand the Nos of KOMEA Member Companies to 270	- 231 (2018) → 240 (2019) → 270(2020)
	o Recommendation for World-Class Korea Products Certificate in Marine Equipment Sector (Associated with Ministry of Trade, Industry & Energy and KOTRA)	- 2019 Performance Result · Newly selected: Seven items * As of the end of 2019, the number of marine equipment items certified as World-Class Korea Products reached 81
	o Outstanding Marine Equipment Companies Certified by Seven Major Shipyards, KOMEA and KOSHIPA	- Newly certified companies in 2019: 5 - Nos. of total certified companies: 45
	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 in the category of companies and organizations: 10 - Nos. of individuals award winners:10
	o Operation of Unfair Trade Declaration Center in the Areas of Shipbuilding & Marine Equipment	- Receiving unfair trade claims in accordance with the Fair Trade Law
Reinforcement of Overseas Networks	o Expand Number of Overseas Companies Belonging to KOMEA Member List	- Continuous Expansion of Overseas Cooperation Network · China Workstation-Commercial ship-oriented shipyards as well as on-the-spot agents · Singapore Workstation-Offshore plant-oriented shipyards as well as on-the-spot agents · Greece Workstation-Shipowners as well as ship management companies · Russia Workstation-Shipyards under the umbrella of USC and related on-the-spot organizations