

# Webinar Zakendoen in Zuid-Korea na corona

TRADE AND  
INNOVATE WITH  
THE DUTCH

- Woensdag 10 juni, 10-11u (Nederland) / 17-18u (Korea)
- Organisatie: RVO & Nederlandse ambassade Seoul
- Praktisch:
  - U wordt automatisch gemute, graag op mute blijven
  - Het hoofdscherm wordt bepaald door de organisator
  - U kunt uw eigen camera uitzetten, dit scheelt bandbreedte
  - Vragen via de chatfunctie, niet mondeling



- Inleiding - Eva Witteman
- COVID-19 in Zuid-Korea - Agnes Agterberg
- Gevolgen voor kansrijke sectoren - Peter Wijlhuizen
- Gevolgen voor agro - Gelare Nader
- Regelingen RVO n.a.v. corona - Jan-Willem Oosterbroek
- Ervaringen Nederlandse ondernemer - Giel Franken (Carver)
- Afsluiting - Eva Witteman

NB: Na elk onderdeel ruimte voor Q&A

# COVID-19 in Zuid-Korea

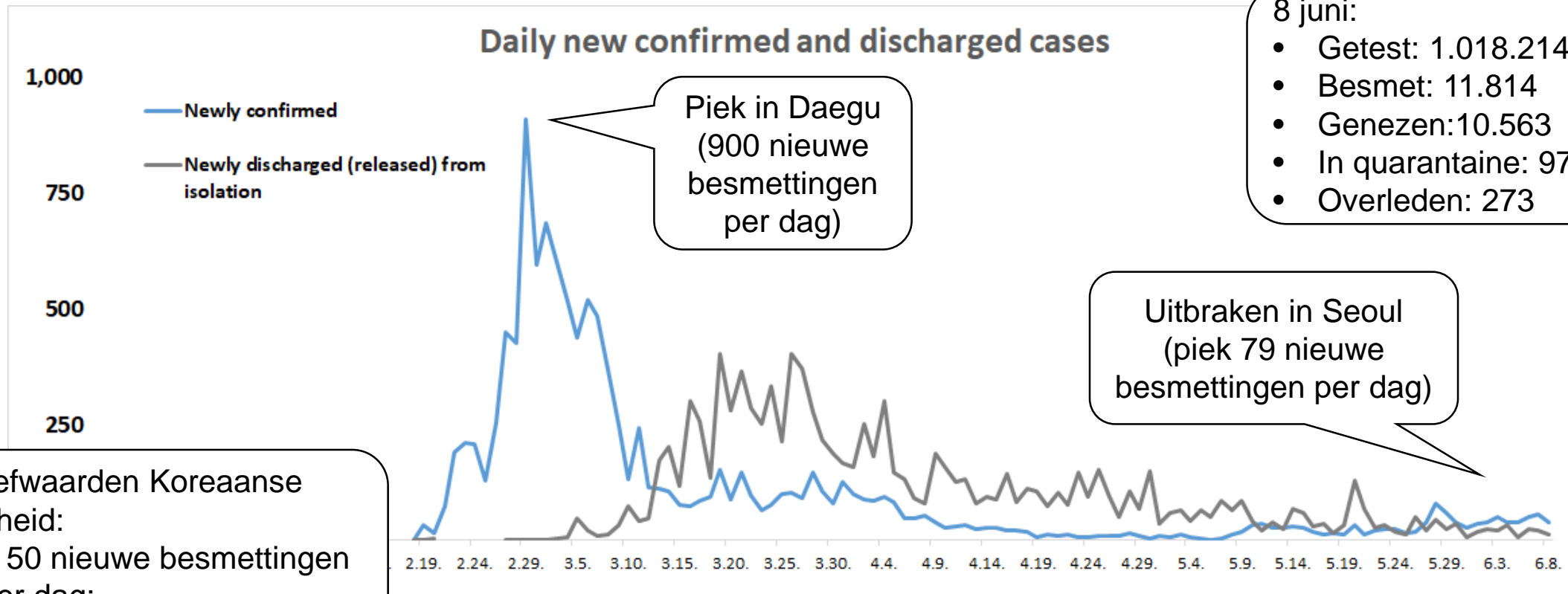
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Agnes Agterberg

Plv. Hoofd Economische Afdeling Ambassade Seoul

# Verloop COVID-19 in Zuid-Korea



# Corona maatregelen in Korea (1)

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- Vanaf maart: (strict) social distancing
  - Geen lock down
  - Zoveel mogelijk thuisblijven, thuiswerken
  - Mijd afspraken met externen, bijeenkomsten
  - Niet reizen
  - Afstand, hygiene, mondkapjes
- Vanaf 6 mei: “distancing in daily life”
  - Weer aan het werk, maar met afstand, hygiene, mondkapjes

Vanaf eind mei: weer stricter social distancing?

**질병관리본부**  
KCDC

**A NEW ROUTINE  
DISTANCING IN DAILY LIFE**

Stay home for 3~4 days if you're sick.

Keep a distance of two arms' length  
between you and other people.  
Wear a facemask in: ① any indoor publicly used venue  
② outdoor environment if you can't keep 2 meter distance from other people

Wash your hands for 30 seconds.  
Cough/sneeze into your sleeve.

Ventilate your space at least twice a day  
and disinfect regularly.

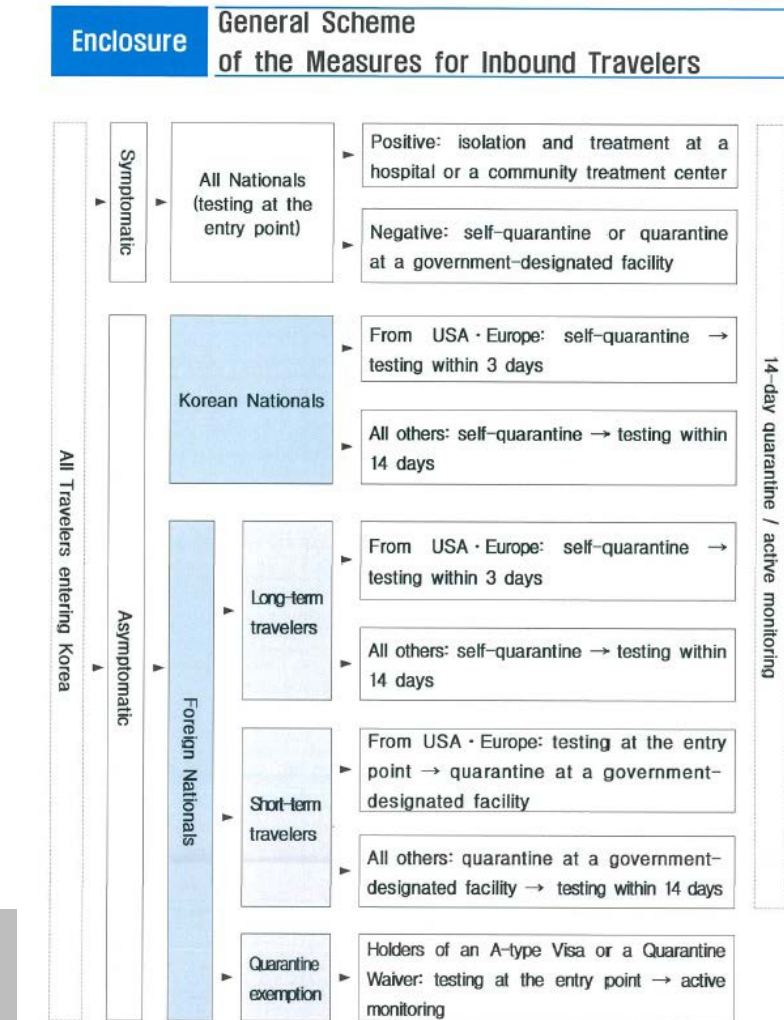
Keep in touch with family and friends  
while maintaining physical distancing.

A new routine to keep COVID-19 away,  
let's make it happen together.

2020.05.08

# Corona maatregelen in Korea (2)

- Voor inreizenden:
  - Visum
  - Test (bij aankomst op vliegveld of binnen 3 dagen)
  - 14 dagen in quarantaine
  - Quarantine Exemption Certificate mogelijk
  - <http://overseas.mofa.go.kr/nl-en/index.do>
  - <https://www.nederlandwereldwijd.nl/documenten/vragen-en-antwoorden/reisadvies-zuid-korea>
- KLM vliegt
- Koreanen naar Nederland: EU travel ban



# Impact corona op Koreaanse economie

- IMF: GDP 2020 -1,2%
- Positief: semicon, e-commerce, medische producten
- Negatief:
  - Nauwe verwevenheid met China (30% export, toerisme, supply chain)
  - Export naar rest wereld
- Meeste NL bedrijven in Korea doen het nog (relatief) goed

## 2020 economic growth outlook: IMF

(year-on-year, %)

	2019	2020	2021
Korea	2.0	-1.2	3.4
Japan	0.7	-5.2	3.0
China	6.1	1.2	9.2
U.S.	2.3	-5.9	4.7
Eurozone	1.2	-7.5	4.7
World	2.9	-3.0	5.8

(2020, 2021- estimation)



- Steunpakket van 135 trl KRW, extra budget van 60 trl KRW (begroting 2020 was 512 trl KRW). Voor:
  - Direct geraakte sectoren (luchtvaart, toerisme)
  - “Helicopter money”
  - Financiering voor bedrijven, banen
- Industriebeleid wordt versterkt:
  - Digitalisering
  - “New growth engines” zoals 5G, H2 en EV, smart&green ships
  - Korean (Green?) New Deal
- Herinrichten Global Value Chains (minder China, VS, Japan)



# Gevolgen voor kansrijke sectoren

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Peter Wijlhuizen

Innovatie Attache Ambassade Seoul

## Sectors

- Maritime
- High Tech
- Hydrogen
- Smart City

## **Green/Eco ships**

- Qatar Petroleum has signed agreements with Korea's big 3 shipbuilders to secure more than 100 LNG carriers (over USD 19 billion).
- New solutions for eco-friendly fuels and operations are in need. (hydrogen, battery etc.)

## Smart shipping

- Korea's big 3 shipbuilders have been developing smart ship technologies as a new growth engine after LNG carriers.
- **Daewoo Shipbuilding & Marine Engineering (DSME)** has developed its own smart ship solution, '**DS4**' and installed in the world's largest containership owned by HMM (24,000 TEU).
- **Samsung Heavy Industries (SHI)** has developed its own smart ship system, '**SVESSEL**' and will install in the recent order of 2 LNG-powered VLCCs.
- **Hyundai Heavy Industrie (HHI)** has co-developed '**HiNAS** (Hyundai Intelligent Navigation Assistant System)' with Korea Advanced Institute of Science and Technology (KAIST) and installed in the SK Shipping's 250,000-ton bulk carrier.

- In Q1, Commodity/Auto/Machinery industry **face 20-10% less production** in Korea. Despite of the crisis, **semiconductor production** in Korea **increased 35%** due to demand for more online activities. EUV lines are now in both logic foundry and DRAM fabs.
- Korean display industry has been shifting its focus from LCD to **OLED** rapidly due to market demand and fast catchup from China. Technology breakthrough is necessary for **flexible** OLED display as well. Korea is also leading Quantum Dot and Micro-LED display.
- Korean Li-ion battery industry is also growing rapidly with EV/ESS applications amid COVID-19.
- Korean government is investing heavily on replacing/adding the global supply chain in order to reduce dependency to both Japan and China. Therefore, the companies on **material/part/equipment** will receive both R&D/licensing funds and favorable conditions for IPO/M&A to attract investors.

- The Korean government put **more funding/policy supports for hydrogen economy amid COVID-19 crisis.**
- Accumulatively 7,000 hydrogen **fuel cell cars** are already sold in Korea and 200,000 hydrogen cars on Korean road are expected. Hydrogen taxi/bus is already operational in Korea and 10ton truck will be deployed in late 2021-early 2022. MOTIE/MOLIT/Ministry of Environment and Hyundai made a deal with logistics companies (CJ, Coupang, etc) to run the hydrogen logistics infrastructure by 2021.
- Five cities (Busan, Daejeon, Chuncheon, Gwangju, and Changwon) are selected by MOTIE for large/mid size **hydrogen reforming** (Natural gas to hydrogen) facilities in May to produce additional 7,400 tons of hydrogen per a day to feed 760 buses or 49,000 passenger cars with USD 20M public funding matching with some private investment.

- Grey Hydrogen and byproduct hydrogen is current source for major developments. Hanwha Energy (Seosan city) Joint Venture(JV) will produce 50MW with 3 tons of byproduct hydrogen per hour from June 2020 using Doosan fuel cell (PAFC) and Hyosung signed a deal with Linde (DE) to invest USD 300M by 2022 to build liquefied hydrogen plant using its byproduct hydrogen from own chemical plant.
- For Green Hydrogen, **Jeju** island, which has some oversupply of wind power time to time, consider to store energy by **electrolysis** à hydrogen.



- Since 2018, the Embassy has been working on Bilateral collaboration on Smart city.
- Although Dutch are more focused on sustainability with bottom up approach and Koreans are more focused on ICT technology with top-down approach.
- As both government seen the opportunities to help each other to make more sustainable and livable city, the Dutch Ministry of Interior and Kingdom Affairs and the Korean Ministry of Land, Infrastructure and Transport have made a MoU last year in 2019.
- In March 2020, feasibility test for ATES in Busan EDC area was completed as part of bilateral cooperation.
- This year, the embassy is working on cross validation project in Daegu to invite Dutch smart city business people to test their (5G-based) innovative technologies in Daegu city.

**Gevolgen agro**

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Gelare Nader

Landbouwraad Ambassade Seoul

# LAN bureau during and after Corona

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- During Corona
  - Continuous update of developments and logistic challenges (through newsletter, ABB, Twitter, LinkedIn)
  - Solving market barriers including inspection challenges due to Corona
- After Corona
  - Facilitate the Dutch companies that were affected by Corona to find their ways back to the Korean Market
  - Help emerging agro-food industries to enter Korean market
  - Contribute to the post-crisis strategies to help Dutch companies have access to best practices and lessons learnt

# Agro-food Business in Korea During and After Corona

- Agro-food affected by Corona: effect on industry was little
  - Restaurants less active (high end products) <-> more home cooking/grocer shopping
  - Less cut flower due to cancelled events
  - Self-sufficiency rice of Korea is high, import mainly through sea freight
- Expected trend after Corona
  - Increase in online food markets. Currently electronics and other goods are purchased online.
  - Need to increase self-sufficiency and increase in local production: more cooperation in transferring knowledge, modernizing the agriculture industry in South Korea

# Activity plans of LAN Bureau related to Corona

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- Re-organizing inspection visits, new system for paper inspections
- Online events, digital missions incl. matchmaking
- New activities to promote industries that are hit hard by the pandemic
- Supporting companies at local expo's in the 2<sup>nd</sup> half of 2020, who cannot attend/travel
- Working on post-Corona in cooperation with LNV



# Regelingen RVO n.a.v. corona

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Jan-Willem Oosterbroek

Business Development Coach Korea, RVO

# Ondersteuning RVO en Corona

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- Steunpakket bedrijfsleven (compensatie en krediet)
- Geen evenementen/missies tot 1 september
- Ondersteuning ondernemers bij opstarten exporteren
- Focus op bedrijven die al internationaal actief zijn



## SIB subsidie vouchers

- Ontwikkelen internationaliseringsplan
- Expertise juridisch en fiscaal gebied
- Individuele deelname buitenlandse beurs / Gezamenlijke beursinzending/missie
- Toegang buitenlandse markt

## Lancering **kick-start voucher** voor internationaal actieve bedrijven

- Reageren op uitdagingen als gevolg van Corona

<https://www.rvo.nl/subsidies-regelingen/starters-international-business-sib>

## Overige activiteiten RVO

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- Delen actuele Corona info via Q&A's op website
- Online events, digitale missies incl. matchmaking
- Meer marktonderzoeken kansrijke sectoren
- Fysieke evenementen vanaf oktober met focus op thema's/sectoren
- Tot medio 2021 geen grote beursactiviteiten en reizen
- Start met kleinschalige missies/beursbezoeken

# Actuele ervaringen NL ondernemer

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Giel Franken

Supply Chain Director, CARVER



### Visum & Quarantaine vrijstelling

- Juiste person bij overheid (MOTIE), werk samen met partner bedrijf
- Koreaans bedrijf zal financiële belangen aan moeten tonen (contracten etc.)
- Visum formulieren, offieie uitnodiging, business license
- Verklaring “symptom free” van huisarts

### Test & organisatie op Incheon airport

- Go with the flow, reken op 2 dagen dan kan het alleen maar meevallen
- Beschouw alle dubbel en triple checks als een stukje service en begeleiding
- Je zal veel formulieren in moeten vullen

### Gang van zaken tijdens Corona

- Mondkapjes zo veel mogelijk dragen, uit beleeftheid en bescherming voor anderen
- Hand sanitizer bij liften, horeca, sportschool etc.
- Meestal boks of buiging ipv hand bij ontmoetingen
- F2F meetings zijn voor 90% van de contacten geen probleem



## Events 2e helft 2020

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- ENVEX (NL water tech), 17-19 juni (Karen Choi)
- Hydrogen Mobility + Energy Show (NL H2 bedrijven en beleid), 1-3 juli (Joo-won Lee)
- EV TREND Korea (NL EV en charging bedrijven), September (Joo-won Lee)
- Defense Expo (NL defensie industrie), September (Joo-won Lee)
- Zero-Energy Building Seminar, September (Yeong Park)
- KIEMSTA (agro machines) & virtual horticulture mission, Animal Welfare dialogue, oktober (Hojin Kang)
- Maritiem event, oktober (Karen Choi)
- World Smart City Expo, oktober (Jeong Eun Ha)
- Food Waste dialogue, November (Adriana Jung)

Neem contact met ons op!

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## Economie



Eva Witteman



Agnes Agterberg

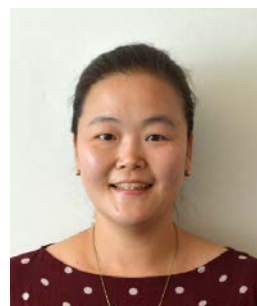


Yeong Park

## Innovatie



Peter Wijnhuizen



Heejeong Kim



Karen Choi



Joo-won Lee



Jeong Eun Ha

## Landbouw



Gelare Nader



Hojin Kang



Adriana Jung

## RVO



Jan-Willem Oosterbroek



Pim Hollestelle

SEO-EA@minbuza.nl

# Vind ons online!

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Volg ons op social media:



- LinkedIn: Embassy of the Kingdom of the Netherlands in Korea
- Facebook: Embassy of the Netherlands in Korea
- Instagram: dutchembassykorea
- Twitter: NLinKorea

Websites:

- <https://www.nederlandwereldwijd.nl/landen/zuid-korea>
- <https://www.rvo.nl/onderwerpen/internationaal-ondernemen/landenoverzicht/zuid-korea>



# Bedankt voor uw aandacht!

RVO & Nederlandse ambassade Seoul