

# Foreign Investment Promotion



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**kotra**

Korea Trade-Investment  
Promotion Agency

**kotra**

대한무역투자진흥공사

본 자료는 대한무역투자진흥공사의 소장 자료를  
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Foreign  
Investment  
Promotion

# Investment Environment Promotion

KOTRA uses variety of means to inform potential foreign investors of Korea's investment environment such as operating foreign investment expansion information portal or Invest Korea, distributing promotional materials to introduce Korea Trade-Investment Promotion Agency (KOTRA), Korea's investment environment and main industries, publishing an English-language journal on trade and investment (KOTRA Express), holding press meetings with foreign media, having honorary ambassadors for foreign investment promotion in Korea, providing programs for overseas delegations, and managing social network service (SNS) accounts dedicated to investment promotion.

## Operation of the foreign investment expansion information portal or Invest Korea (IK)

Offer various statistics and information about Korea's investment environment, industries, investment systems and procedures, and information on local governments for foreign investors

- How to use : Visit the website of Invest Korea ([www.investkorea.org](http://www.investkorea.org))

## Distribution of promotional materials to promote Korea's investment environment, main industries and IK

Invest Korea publishes brochures to introduce IK and promote Korea's investment environment, and distributes promotional materials from main industries including automobile/parts, and cultural contents

- How to use : Free distribution to foreign investors and relevant investment promotion organizations through KOTRA's overseas business centers

Available online on the website of Invest Korea ([www.investkorea.org](http://www.investkorea.org))

## Publication of KOTRA Express

A monthly English-language journal comprising contents regarding promising industries and areas relevant to investment in Korea, investment success cases, grievance resolution cases and Korea's trade issues

- How to use : Distributed to foreign investors and relevant investment promotion organizations

Available online on the website of Invest Korea ([www.investkorea.org](http://www.investkorea.org))



# Investment Environment Promotion

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## Meeting with foreign media

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Invite overseas leading media to Korea (organizing events relevant to Invest Korea Week and individual meetings) to promote the nation's investment environment

## Programs for delegations to KOTRA

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Share know-how on investment promotion with overseas delegations to Korea (delegation of public officials and officials of investment promotion organizations) and introduce Korea's investment environment

- How to use : Contact relevant officials to schedule visits

## Operation of honorary ambassador for foreign investment promotion for Korea

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Appoint local persons in each core investment area as honorary ambassadors to promote Korea by speaking at relevant events such as press releases

## Operation of investment promotion social network services (SNS)

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Promote Korea's investment environment to potential investors and public through major SNS (Facebook, LinkedIn, etc.)

- Facebook : [www.facebook.com/globalkotra](https://www.facebook.com/globalkotra)
- LinkedIn : Search for Invest Korea group (English)



# Information on Foreign Direct Investment

KOTRA provides information related to foreign direct investment (FDI) to facilitate foreign investment.

## Investor Relations Session for Global Investment Promotion Strategies

Investor relations (IR) sessions on prospects for FDI and promotion strategies to assist the investment promotion activities of relevant agencies and businesses

- Holding period : in December (annual)
- How to apply : it will be notified on the website of KOTRA ([www.kotra.or.kr](http://www.kotra.or.kr))



[2017 IR Session on Global Investment Promotion Strategies]

## Global FDI Briefing

A monthly online newsletter that offers global FDI trends collected by KOTRA's global network and reports from research organizations

- How to apply : Apply by e-mail at ([youngchael@kotra.or.kr](mailto:youngchael@kotra.or.kr))



# Invest Korea Week

## Period/location

November 2018 (tentative) / Grand Intercontinental Hotel

## Contents



The purpose of Invest Korea Week (IKW) is to attract foreign direct investment by promoting Korea's investment environment. During the event, foreign investors are invited to participate in the Global Investment Promotion Forum, one-to-one consultations for prospective investors and industrial site tours.

### Entry fee

Free of charge

### Assistance details

- Opening ceremony and global investment promotion forum (foreign investors, local governments, free economic zones (FEZ), domestic companies, overseas media, etc.)
- One-to-one consultation between foreign investors and KOTRA, local governments/FEZ project manager or domestic companies
- Consultation meetings for employment in foreign companies and IR sessions (officers from foreign companies in charge of human resources, job seekers, etc.)
- Interpreting services for English, Japanese and Chinese speakers

### How to apply

- Apply through the website for IKW events and KOTRA's overseas business centers
  - \* Details on the event are scheduled to be announced in September on the websites of KOTRA, Invest Korea and IKW.
  - \* IKW website : [www.investkoreaweek.kr](http://www.investkoreaweek.kr)



# Assistance for Investors' Visit to Korea

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## Targets

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Foreign investors who meet the investment conditions and are recommended by one of the following: a central government agency, KOTRA's overseas business center, a local government, a FEZ or a relevant foreign organization in Korea

## Selection criteria

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- Foreign companies in need of active investment such as those with advanced technologies, high value-added services and potential to create large number of jobs
- Foreign businesses that are undergoing projects which are highly likely to attract investment in Korea including those with the conclusion of a memorandum of understanding (MOU), notification as foreign investment, securement of operation (plant) site, or those that have reached an M&A agreement.
  - \* However, foreign investors who visit Korea on a regular basis after having established business relations in Korea or who visit only designated private companies shall be excluded.
  - \* Premium services are limited to those in executive or higher positions (preferably) with a considerable influence in respect to investment decisions.

## Entry fee

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Free of charge



KOTRA provides one-stop assistance for various needs of foreign investors during their stay in Korea.

## Assistance details

Classification	Details	Basic	Premium
Arrival services	Airport pickups and CIQ guidance	○	○
Transportation service	Incheon Airport → Hotel	○	○
	Entire period of stay	-	○
Serving as PM	-	if necessary	○
Investment consultation	Meeting with high-ranking officers of relevant government agencies and businesses	-	○
Industrial site tour	-	-	if necessary
Lunch and dinner	-	-	if necessary
Departure service	Hotel → Incheon Airport	-	○
	Gimpo Airport/Seoul Station → Incheon Airport	-	○

## Procedures

Filling out application form → Review by responsible project manager and official in charge →  
 Receipt of official document by Investment Strategy Team → Determination and approval of assistance scope  
 and whether to provide PM duty





# One-stop Service for Foreign Investment

## Targets

Relevant officers at home and abroad from companies including foreign investment companies, foreign investors and parent companies of foreign investment businesses

## Usage fee

Free of charge

## Assistance details

- Provide systematic and professional consulting services on various issues related to investment in Korea from central and local government public officials and specialists by field
- Offer additional services for administrative process, investment consulting, life settlement and on-site consulting program

Classification	Details	Basic
Administrative process and assistance services	Ministry of Trade, Industry and Energy	Notification and registration of foreign investment, examination and confirmation of specifications of imported capital goods
	National Tax Service	Consulting on tax reduction system, business registration
	Korea Customs Service	Confirmation of completion of investment-in-kind, consulting on customs duties
	Ministry of Justice	Grant and extension of visa status including investor (D-8), dependent family (F-3), etc., alien registration, report on change of sojourn place



KOTRA provides overall assistance for foreign investment ranging from initial consulting service on investment to handling administrative procedures related to investment execution and living assistance needed for settlement in Korea after the completion of investment.

Administrative process and assistance services	Ministry of Employment and Labor	Consulting on HR management of foreign-invested companies
	Local governments (Daegu, Gangwon, Jeonbuk, Chungnam, Chungbuk, Gyeongbuk, Gyeongnam)	Site of local government, consulting on living, licenses
	Korea Industrial Complex Corporation	Conciliation for industrial sites
	Road Traffic Authority	Change service for foreigners' driving licenses
Investment consulting	Early sessions in consulting	Foreign investment consulting including investment procedure and incentives
	Professional consulting by field	Expert consulting in the fields of tax, accounting and laws
	Consulting with external specialist	Charged or free consulting by external professionals including law firms and accounting firms
Life settlement services	Consulting on living	Consulting related to living in Korea including residency, transportation, foreign school, medicine, banking, etc.
	On-site service	Assistance for communication and preparation for documents by accompanying to sites including hospital, bank
	Publication of life information materials	Publishing "Guide to Living in Korea"

## Procedures

Choices for preferred consulting types available

- Visit consulting, telephone consulting or online consulting
- \* [www.investkorea.org](http://www.investkorea.org) → How We Can Help → Online Consulting



# Grievances Resolution of Foreign-invested Companies

## Target Businesses

Foreign-invested companies, foreign investors and parent companies of foreign-invested companies

## Usage fee

Free of charge

## Assistance details

Name of project	Main contents	Holding period
Handling grievances of foreign-invested companies	Home Doctors from various fields including finance/foreign exchange/ taxation/customs/accounting/ construction/ intellectual property rights/ labor management, etc. investigate and resolve grievances through consultations by visiting foreign-invested companies or relevant agencies	Annual
Regulatory Information Portal Service for Foreign Investors	Establish online communication channels to reflect the opinions of foreign-invested companies during a legislative process * Regulatory information portal : ombudsman.kotra.or.kr	Annual



The foreign investment ombudsman, appointed by the president of Republic of Korea, and The Home Doctor Group which consists of specialists from various fields, provide precise and swift on-site assistance for foreign investors and foreign-invested companies by investigating and resolving a wide range of grievances raised by them. Depending on the cases, settlements for grievances are made by requesting cooperation from relevant administrative agencies or suggesting recommendations to improve regulations.

## Subsidiary Businesses

Name of project	Main contents	Holding period
Meeting with foreign-invested companies	Meetings are held to improve domestic investment environment and give solutions suggested by relevant government agencies to grievances raised by foreign-invested companies	Open
Meeting with foreign investment companies by sector	Attempts to resolve problems by holding foreign investment meetings by field by listening to grievances of foreign-invested companies	Open
Operation of external specialist group for grievance settlement	Appoint outside professionals from various fields to supplement the existing Home Doctor activities and enhance grievance settling performances	Annual
Foreign investment ombudsman system knowledge sharing program	Assistance for benchmarking delegation of relevant investment organization overseas, to share the experience of the Korea's Ombudsman system	Open

## How to Use

### 1) Telephone consulting

Consulting area	Telephone number	Consulting area	Telephone number
Finance/Foreign exchange	02-3497-1685,1686	Construction	02-3497-1691
Tax/customs	02-3497-1687	Intellectual property rights	02-3497-1689
Accounting	02-3497-1688	Labor management	02-3497-1693

### 2) Visit consulting

- Contact a responsible officer in the relevant consulting field by phone → Tuning up consulting content and schedule → Receive consultation by visiting foreign investment ombudsman office
- \* Visit consultation is available after making an advance reservation.





# Assistance for Foreign Investors' Offices

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## Target Businesses

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- Foreign-invested companies : Foreign (tentative) investment companies that can create jobs and added value and contribute to the development of the national economy by investment in Korea or foreign-invested companies that have notified foreign investments of USD 300,000 or more.
- Foreign investment-related agencies : foreign investment-related central government, local governments, FEZ, association, groups and service organizations, etc.

## Selection criteria

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- Foreign-invested companies : The minimum amount of investment (notification) and business project are examined, moving-in requirements are consulted and internal evaluations are performed.
- \* Points are added to those with a recommendation letter from an overseas business center or a project manager responsible for foreign investment promotion.
- Foreign investment-related agencies : Screening on whether to contribute to foreign investment promotion and cooperation

## Contract period

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- Foreign-invested companies : 1 to 2 years, However, further extensions are available for the strategic investment promotion field.
- Foreign investment-related agencies : Contract and extension by the year



The Invest Korea Plaza (IKP), operated by KOTRA, is an incubating facility for foreign investors which supports the initial stages of investment such as office spaces

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### Rental fee

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Check detailed rental fees and detailed information on IKP at the IKP website ([www.ikp.or.kr](http://www.ikp.or.kr))

### Assistance details

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- Provide assistances for office spaces and business center for early settlement of foreign-invested companies
- Post move-in support for information exchange and networking through project manager program

### Procedures

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Apply at the IKP website ([www.ikp.or.kr](http://www.ikp.or.kr)) → Submit additional documents → Screening by the screening committee → Notification on move-in (within 2 weeks) → Moving-in to IKP



# Assistance for Recruitment of Foreign-invested Companies

We offer assistance with recruitment-related problems for foreign-invested companies and foreign investors. KOTRA holds job fairs for foreign-invested companies and consultation meetings for pin-point employment.

## Target Businesses

Foreign-invested companies, foreign investors (scheduled to notify within the year)

## Usage fee

Free of charge

## Assistance details

Name of project	Main contents	Holding period
Job fair for foreign-invested companies	Resolve manpower shortages of foreign-invested companies, provide domestic job seekers with employment opportunities and enhance public awareness at home for foreign-invested companies	Half-yearly
Pin-point employment consultation meeting	Provide tailored employment assistances for foreign-invested companies with plans for a large-scale job creation	Open

## Procedures

Apply by sending an e-mail at the official website ([jff@kotra.or.kr](mailto:jff@kotra.or.kr))

## Inquiry

Foreign Firm Employment Support Team : 02-3460-7876

- Website : [www.jobfairfic.org](http://www.jobfairfic.org)



# Foreign Direct Investment Activities by Area

KOTRA supports activities to attract foreign investors in cooperation with relevant organizations including local governments, free economic zones (FEZ) in order to establish foundations for national economic development and future growth.

<Support program for foreign investment delegation by local government and relevant organizations>

## Assistance details

- Dispatch investment promotion delegations
- Invite influential potential foreign investors to Korea
- Hold the national comprehensive IR, organized by the Ministry of Trade, Industry and Energy
- IR sessions on investment environment and one-to-one investment consultation with links to local governments and domestic businesses which want to invest
- Consult with potential investors by dispatching task force teams consisting of industrial experts from various industries
- Support for inquiries and inspection on industrial sites by foreign investors

## Procedures

Announce business programs → Apply for participation → Feasibility study by business centers (participant selection) → Conclude an agreement → Hold IR session/consultation meetings for investors → Follow-up of interviews





# Foreign Direct Investment Activities by Area

## <Commercialization Support for Foreign Direct Investment Project>

### Assistance details

- Support commercialization of investment through service agencies of local governments and FEZ and other relevant organizations with a high likelihood of attracting foreign investment
- Establish investment promotion strategies through analysis on investment qualifications, environment and profitability
- Induce key target businesses based on investment promotion strategies
- Preparation for overseas IR data and execution of IR, concluding of MOU/LOI
- The business budgets are shared by the Ministry of Trade, Industry and Energy (by less than 70%) and by local governments and relevant agencies (by over 30%)

### Procedures

Invite public participation in a local government project → Conduct project screening and selection → Invite public participation of service agencies by project → Select a service agency → Implement services/overseas IR(if applicable) → Final report and evaluation → Post activities and aftercare



## Assistance for Projects and Businesses Hoping to Attract Foreign Investment (IK Market Place Program)

This program utilizes KOTRA's global network to identify potential foreign investors, support FDI and attract foreign capitals for domestic projects and companies hoping to attract foreign investment.

### Assistance details

- Draw up fact sheet materials in Korean and provide English translation
- Upload on the website of Invest KOREA
- Support investment promotion through KOTRA's overseas business centers
- Participate in overseas IR sessions and provide pitching opportunities

### Procedures

Recruit businesses hoping to participate/projects → Apply to participate in the program → Select businesses through screening by experts → Draw up materials to introduce businesses → Register the materials at the database → Support investment promotion from overseas business centers

### Consultation inquiry

Investment Promotion Administration Team : 02-3460-7856, 02-3460-3288



# Investment Promotion Projects by Industry

KOTRA continues to provide assistance for investment promotion projects from diverse industries utilizing industrial project managers.

## Assistance industries (16 industrial fields)

Name of team	Industrial classification
Investment Promotion Administration Team	<ul style="list-style-type: none"> <li>• Financial investment</li> </ul>
Key Industry Investment Promotion Team	<ul style="list-style-type: none"> <li>• Chemicals/materials</li> <li>• Automobile/machinery</li> <li>• Electricity and electronics (semiconductor, display)</li> <li>• Consumer goods</li> <li>• Aerospace/ship</li> </ul>
Service Industry Investment Promotion Team	<ul style="list-style-type: none"> <li>• Logistics /distribution</li> <li>• Real estate</li> <li>• Tourism and leisure</li> <li>• Financial service</li> <li>• Business service</li> </ul>
Growth Industry Investment Promotion Team	<ul style="list-style-type: none"> <li>• ICT telecommunications</li> <li>• pharmaceuticals/healthcare</li> <li>• New businesses in the energy industry/environment</li> <li>• Cultural contents</li> <li>• Robots</li> </ul>

## Consultation inquiry

- Investment Promotion Administration Team : 02-3460-7868
- Key Industry Investment Promotion Team : 02-3460-7866
- Service Industry Investment Promotion Team : 02-3460-7454
- Growth Industry Investment Promotion Team : 02-3460-7455

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