

1998. 4

< >

. WTO ----- 5

. ----- 11

. ----- 23

. ----- 31

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< > ----- 40

< > ----- 51

< > ----- 57

< > ----- 64

< > ----- 79

< > ----- 83

< > ----- 88

< > ----- 94

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WTO

, 가

가 .

(TPCC)

가 , 가 가 .

가 , .

, , 가

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, 가

, .

5.4% 가 가

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OCED 가

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가 ,

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ANVAR

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가 ,

가 .

GDP 가 27%

1 \$3,300 가 가 .

가
가 , .

WTO ,

IMF .

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KOTRA 가 ,

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 , WTO OECD가 , .

80%

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WTO

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WTO

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(financial contribution) 가 () (price or income support)가 , () ,

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97 , 2002

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(material)

WTO

97 10

64

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1.

WTO

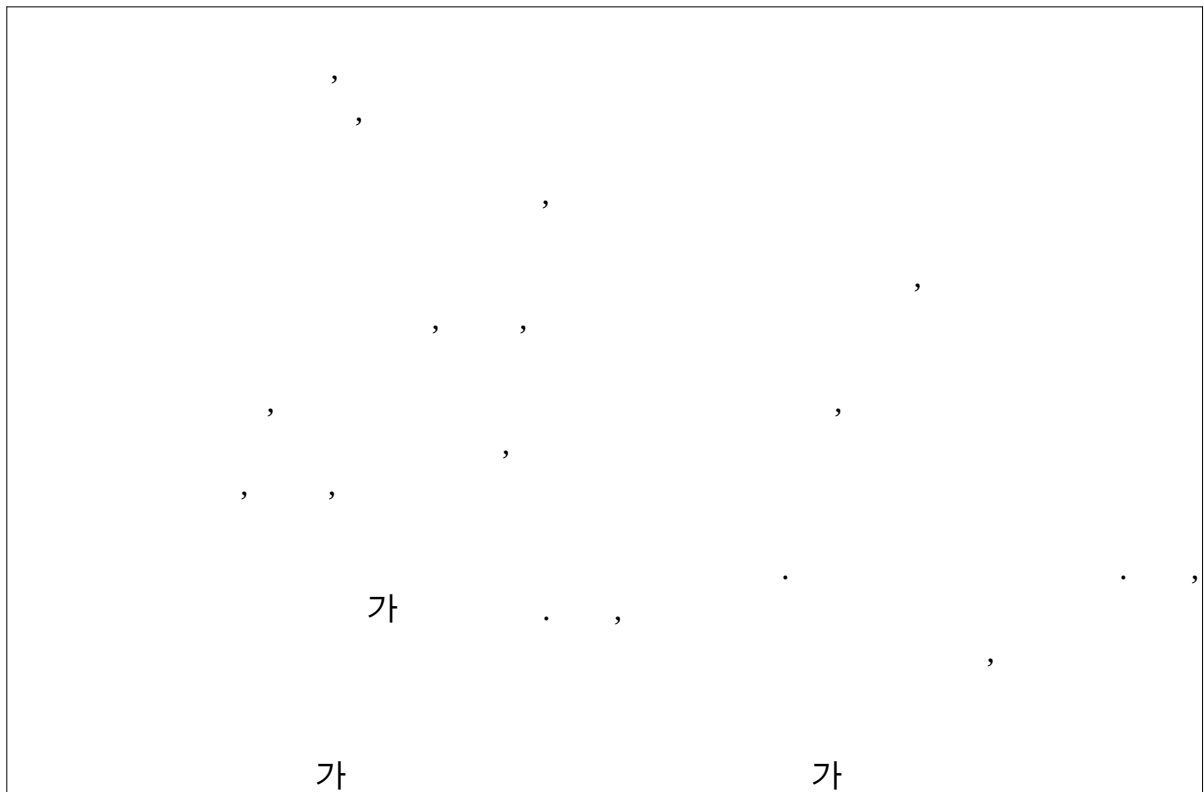
,

1 12가 ,

WTO .

가 , WTO
1999 .

<WTO >



2.

WTO (R&D), ,

WTO .

75% , GDP가 85%
50% 110% 20%
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, 가 ,
가 가 .
가 가
가 가 .

WTO

<WTO

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: 가
:
(OECD 가)
:
: , , 가가 (,
)
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:
untied- aid

2.

가

가 가

< 가 >

-	-	가	-
-	-		-
-	-	,	-
-	-	1%()	- 98
-	-	50%	- 98
-	-	1%	- 98
-	-	50% 가 30%	- 2003
-	-	2%	- 2003
-	-	5%	- 2003
-	-	2%	- 2003
-	-		- 2003
-	-	(,)	- 2003
-	-	가 50% 가	- 2003
-	-	20%	- 1998
-	-	5- 15%, 0- 5%	- 2003
-	-	6.5%	- 2003

가 5% , ,
가 .
가 , 3
가 , 가 , 가 3
가 , 가가 WTO
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4.

가 ,
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 WTO 가 .
 , 8 , 5 ,
 3 , 8 , 5 ,
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5.

WTO

OECD (Arrangement on Guidelines for Officially Supported Export Credits)

OECD 가 tied- aid credit
가 1992 8
() OECD 가
, ,
, 200 SDR
, 가 .

<OECD 가 >

	2 15%
	: 5
	: 8.5 , : 10
	CIRR(, Commercial Interest Reference Rate))
	, ,

1.

globalization

가

가

GDP

10% , 10% 가 20% , 30% , '95 27.4% '96 26.8%

1

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6

4

3

가

가

1

가

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(: , %)

			/GDP		1 (\$)	
	1995	1996	1995	1996	1995	1996
	5,759	6,121	10.94	11.11	3,021	3,201
	4,429	4,112	8.6	8.9	3,543	3,290
	2,405	2,607	21.7	22.2	4,090	4,434
	2,843	2,884	18.5	18.8	4,880	4,930
	5,227	5,216	21.6	22.1	6,390	6,377
	2,311	2,507	21.2	20.6	4,033	4,367
	1,931	2,057	33.2	34.2	6,520	6,865
	1,251	1,297	27.4	26.8	2,848	3,301

* , GDP

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5.4%

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OCED 가

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										Advo- cacy	
				X	X			○			X
		X	X		X	○		○		X	X
				X	X			X	X	○	X
				X	X					○	○
	○			X	X		○		X	X	X
	○	○	○	X	X		○	○	X	X	
	○	○	○	X	X		X	X	X		X
			○		X		○		○	X	
	○			○					X	X	

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ANVAR가 가

3.

가

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WTO가

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TPCC()

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TEAM CANADA

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Team Canada
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CETRA

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3가

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가					
	- Pre- export capital guarantee (Ex- im SBA) - PEPCO (Liquidity & lender of last resort lending)	- Insurance Small business Insurance Policy (Ex- im)	None	- Special consideration for tied aid support(Ex- im)	- trade leads,market information, trade promotion (DOC) - Exporting & export financing Counseling City/State Partner program(Exim, SBA) - Capital Financing (Ex- im, SBA) - Export Assitance Center(Ex- im, DOC, SBA, AID)
	None	None	None	None	- Market intelligence (JETRO, SBC)
	None	None	None	None	None
	- Fixed- rate pre- financing (BFCE)	- Insurance OECD country only(COFACE)	None	None	- Interest free loans for market research (ANVAR) - Market survey Insurance(COFACE)
	None	- Insurance Commercial policy EU country only(HERMES)	None	None	- Trade Fairs(BCA) - Foreign Market Information(BCA)
	None	Insurance with special term (SACE)	Insurance with special term (SACE)	Insurance with special term (SACE)	- Counseling and foreign market information(SACE)
	- Pre- export working caopital - MARC(EDC) - Working capital for growth(FBOB)	- Insurance Small Business Policy(EDC) - Loan guarantee small exporters Guarantee framework(EDC)	- Insurance Small Business Policy(EDC)	None	- Venture loans (FBDB, DFAIT) - Counseling and training service (FBDB) - Market research support(CCC) - Trade Fair support(DFAIT) - Emerging exporters Team(EDC)

가.

가 가
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 , OPIC , AID
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가
 7 , 가 85%
 , OECD가
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 250
 1994 28
 1996 12,4 .

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(: , %)

가					
		1995	1996	1995	1996
	USEXIM	1,584	1,236	0.3	0.2
	JEXIM	1,939	3,126	0.4	0.8
	BFCE	2,752	2,697	1.0	0.9
	AKA, KfW	28,000	24,900	5.4	4.8
	Mediocredito	1,088	1,285	0.5	0.5
	ECI	1,560	2,697	0.8	1.3
	KOEXIM	4,389	4,857	3.5	3.7

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OCED가
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가 (KfW) , AKA
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OECD
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OECD가

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AKA

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가 가 (,
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· 80
가 96
40% ,

가

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가

23% ·

가 가

가 가 ·

13% , 1994

6.5% 95

가

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가					
		1995	1996	1995	1996
	USEXIM	4,555	3,868	0.8	0.6
	JEXIM	-	170,932	-	41.6
	COFACE	66,795	68,780	23.5	23.8
	HERMES	22,308	23,539	4.5	4.5
	ECGD	2,605	1,546	1.1	0.6
	ECI	207	224	0.1	0.1
	KEIC	15,310	18,300	11.4	13.2

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2000

15% ,
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80%

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1995 18,414 , 1996
34% 12,145 .

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80%

2- 3

0.5- 1% . 95
3 4 , 96 4 1 , 97 6 2 .

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(:)

	1995	1996
	28,469	26,793
	4120	2,985
	33,998	41,462
	18,414	12,145
	85,001	83,385

* 97 6 2,178 .

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1992

가

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1997 5

	<	>	
	()		(%)
1987	489.9	5.4	1.1
1988	623.0	3.0	0.5
1989	647.9	5.5	0.8
1990	717.9	23.6	3.3
1991	749.1	20.5	2.7
1992	795.6	26.6	3.3
1993	875.6	45.4	5.2
1994	1,034.6	67.4	6.5
1995	1,337.4	153.1	11.4
1996	1,406.1	183.0	13.2

*

		<			>		
							(:)
	69- 92	1993	1994	1995	1996	1997	
	1,165	664	880	1,000	1,300	1,800	
	- 625	- 157	- 250	- 176	- 197	- 255	
	536	1,043	1,593	2,417	3,520	5,065	

ADB

10

1998 1
2 1 8,369

$$\left(\begin{array}{c} : \\ : \end{array} \right)$$

75,498	96,691	5,159	18,369	6.8%	19.0%	ADB

가
WTO
2003
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1998

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KOTRA KOREA TRADE CENTER
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8.

가

WTO

OECD가

가.

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가

OECD 가

가

80- 90%

가

95 7

WTO

가

9.

EU CL , , UL FDA
 , , 가
 , 가
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 가 .

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1.

3
가
3
가
2000
1
600

2.

AID(Agency for International Development),
EPA(Environmental Protection Agency), OPIC, SBA, TDA, USIA, USTR
가

가
가
1992 Export Enhancement Act Amendments(Public Law
102- 429)

(TPCC, Trade Promotion Coordinating Committee) .

TPCC 19
 , ,
 , 1 5
tied0aid TPCC ,
 , 3
 , ,
 60 가 .

가. (US Commerce Department)

(ITA, International Trade
Administration)
 ,
 . (www.doc.gov)

<NTDB(National Trade Data Bank) >

, 가 190,000
 CD .

<EBB(Economic Bulletin Board)>

,
 .

<ISA(Industry Sector Analysis)>

. 가
 , , , , END-USER
 NTDB EBB 가 .

<IMI(International Market Insights)>

NTDB

EBB 가 .

<CMA(Customized Market Analysis)>

, , , 가 가 , , , .

<TOP(Trade Opportunities Program)>

EBB

<ADS(Agent/Distributor Service)>

, ,

<ICP(International Company Profile)>

, , , , , , , .

<CDIC(Country Directories of International Contacts)>

, , , 가
NTDB 가 .

<Commercial News USA>

, , .

<Gold Key Service>

, , FCS
(Foreign Commercial Service) .

<Matchmaker Trade Delegations>

_____ , _____ , _____

<IBP(International Buyer Program)>

_____ .

_____ .

<Multi- State/Catalog Exhibitions Program>

<Trade Fair Certification>

_____ 가

_____ . (US Agricultural Department)

_____ 1997 573 _____ 6.6%

_____ . _____ , _____ 가

_____ . (www.usda.gov)

<Export Enhancement Program>

_____ 가

_____ 가

Dairy Export Incentive Program

(bonuses)

<Dairy Export Incentive Program>

< P.L. 480 >

20

<Commodity Credit Corporation>

CCC

98%

L/C CCC GSM(General Sales Management) 11

<The Trade Assistance and Promotion Office, AgExport Connections>

<Trade Show, Trade Missions>

Foreign Agricultural Service(FAS) 10- 15

. " (American Food Pavilion)"

BEMS

, 95% .

< >

Foreign Market Development Cooperator Program, Market Access Program, Sunflowerseed and Cottonseed Oil Programs, FAS Overseas Annual Marketing Plans .

. (SBA, www.sbaonline.sba.gov)

<7(A) Export Working Capital Loan Program(EWCP)>

SBA EX- IM BANK가

<International Trade Loans(ITL)>

/

<Small Business Development Centers>			
SBDCs		FEASIBILITY	가
Export Assistance Center	19	Hub	1
가	가		
EWCP(Export Working Capital Program)			

.

(www.doe.gov) APEC,

International Energy Agency

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가

, Greenhouse Gas Mitigation

"The Greenhouse Gas Technology Information Exchange"

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(www.dol.gov)

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(www.dos.gov)

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(www.dot.gov) Title XI Guarantee Program

1993 "the national shipbuilding and shipyard conversion"

가

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(www.ustreas.gov)

, (www.epa.gov)

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(www.tda.gov)
Feasibility Study

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USIA(www.usia.gov)

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USTR(Office of the U.S. Trade Representative, www.ustr.gov)

301
advocacy

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(tied- aid)

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가

7

, 가 85%

, OECD 가

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(: US\$)

		1991	1992	1993	1994	1995	1996
		424.6	660.9	1,634.7	2,979.8	1,584.4	1,236.3
		206.2	150.5	86.6	36.6	13.9	0.0
		145.4	5.1	26.7	0.0	-	-
		776.2	816.5	1,748.0	3,016.4	1,598.3	1,236.3
		3,845.8	4,218.6	6,252.2	5,843.0	4,677.8	5,314.6
		2,121.7	2,939.0	2,682.6	1,585.0	728.8	720.9
		66.7	143.4	159.7	180.6	305.8	377.8
		6,034.2	7,301.0	9,094.5	7,608.6	5,711.6	6,413.3
		4,045.4	3,398.1	3,754.6	3,634.8	3,801.9	3,134.7
		508.1	822.1	474.4	626.6	753.1	733.4
		4,553.5	4,220.2	4,229.0	4,261.4	4,555.0	3,868.1
		11,363.9	12,337.7	15,071.5	14,886.4	11,864.9	11,517.7

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OECD

가 0.5% 1.5% 250 ,

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7 ,

(interest equalization programme) ,

Medium and Long Term Guarantee Program, Aircraft Finance Program, Project Finance Program, Credit Guarantee(Financial Institution Bank Facilities), Insurance Program, Working Capital Guarantee Program

.

. AID(Agency for International Development, www.info.usaid.gov)

,

1995 2.5% 1.2%
GDP 0.2% 1
80%
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. OPIC(Overseas Private Investment Corporation, www.opic.gov)

가

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MIGA

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OPIC 1997 가 16
, 25 51 7 212
GAO
26 251 520
13 1.3%
30 .

4.

1995 3,162 , 1996 2,739
1997 2,388 13% , 1998
20% 가 2,874 .

95 2.1% 1997 1.5% WTO
가 .

가 60%

, AID OPIC 24.5%,
가 10% .

가

가

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(:)

	1997	1998
	741	1,347
	241	248
	5	12
	1	1
	101	100
	44	8
	2	2
AID	426	414
Ex-Im Bank	722	630
OPIC	136	150
SBA	6	10
TDA	51	55
USIA	26	26
USTR	21	22
	2,388	2,874

: TPCC, The National Export Strategy, 1997.10

<

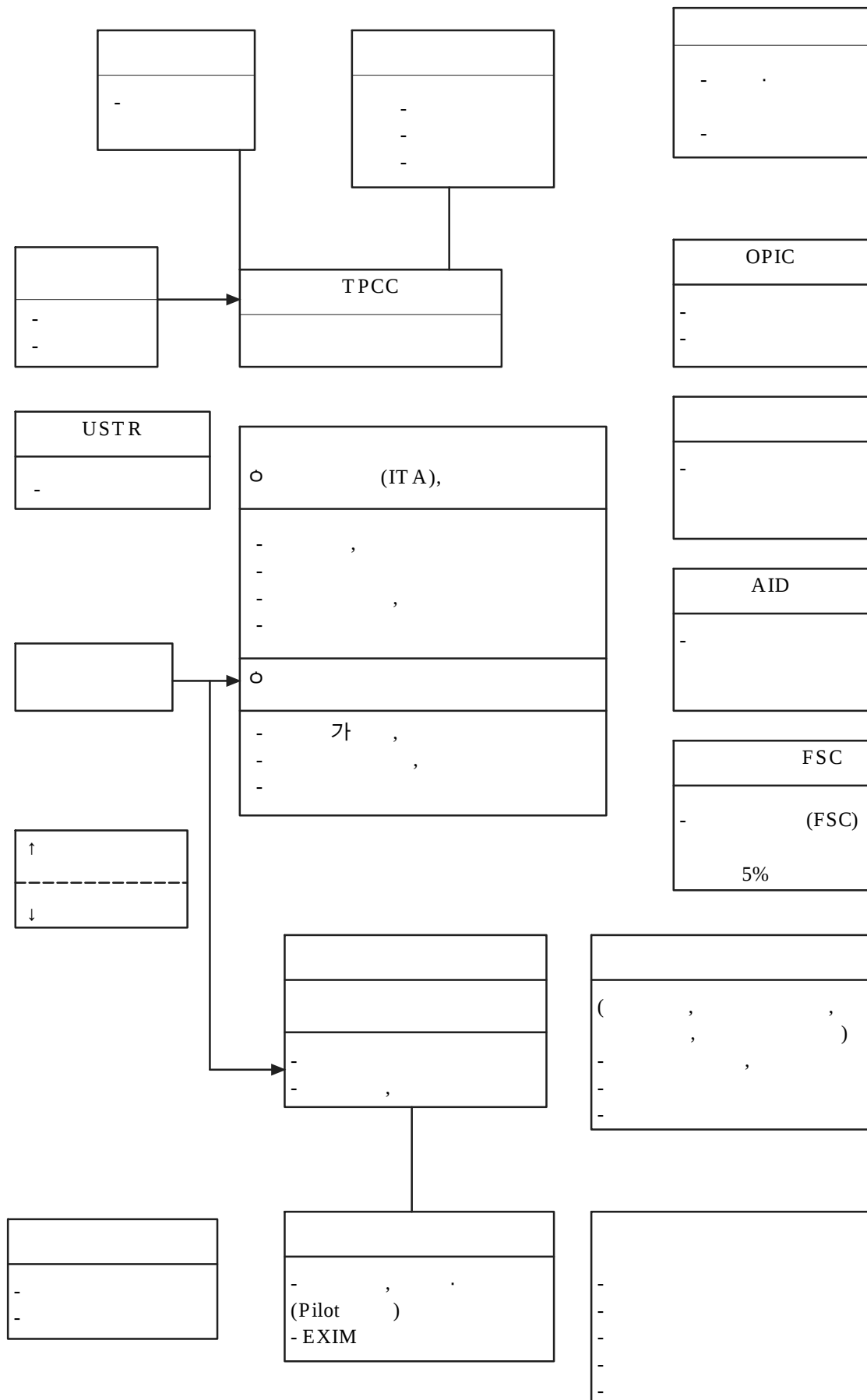
>

(:)

	1995	1996	1997
	125,680	123,413	133,259
-	32,176	31,965	40,017
-	81,318	79,160	80,529
-	12,186	12,288	12,713
	1,028,465	691,364	569,165
	1,296,720	1,068,170	685,244
-	642,848	678,100	577,363
-	653,872	408,070	107,881
	256,727	256,003	261,486
-	70,627	73,153	75,478
-	123,273	118,377	121,318
-	63,387	64,470	64,690
	46,149	48,265	50,481
	52,880	51,650	45,000
	813,110	534,500	557,387
	3,691,731	2,791,365	2,302,022

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JETRO

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가 가 , 가 JETRO
가 .

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가 가 .

JETRO 6 ,
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JETRO 31 58 28 51
, 308

92
50% JETRO .

JETRO , , ,
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1995 JETRO .

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○ : 定型 7 , 90 ,
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7 가
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< 都立 (803 S/M) > “

가.

96	3,400
14,286	24%

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82.5%, 80% 가
13- 15% 400 15% .

, 96
가
(), ()가 8 6,214 , 9 4,237
6 , 288 0.0%, 0.3%
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가

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	49,079	3,321,802	47,069	4,073,453	83,655	2,196	120,833	16,802	1,693
	6,795	1,410.662	7,985	1,600,328	89,162	1,822	20,597	27,700	893
	799	3,139,396	1,227	3,137,731	181	499	6,609	11,928	0
	3,226	201,197	4,007	164,289	1,190	460	13,733	5,736	0
	1,779	230,984	1,792	142,084	0	510	2,415	2,394	0
	20	317,375	22	305,867	0	708	4,374	3,711	0
	61,698	8,621,416	62,102	9,423,752	174,188	6,195	168,651	68,271	2,586

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96

9,104

15,166,542

0.1%

가 .

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(: , ,%)

		1991	1992	1993	1994	1995	1996
		1,543	1,480	1,470	1,343	1,243	1,136
		14.5	- 4.1	- 0.7	- 8.8	- 7.3	- 8.4
		13,748	13,336	12,164	10,681	9,664	9,104
		33.5	- 3.0	- 8.8	- 12.2	- 9.5	- 5.8

:

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가

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1982

.

< _____ >

1.

가. (DTI)

(DTI, Department of Trade and Industry)
DTI (BOTB)

Trade Policy Export Promotion

(Trade Policy) 7 (directorate) 312
28,602 (97/98)

< (Trade Policy Directorate)>

EU , ,

< (New Issues & Developing Countries Directorate)>

, , , UN EC
, OECD , EU

< (Import Policy Directorate)>

, , , EC ,
GATT 가 , GATT ,

< (International Economics Directorate)>

, , ,
가, (80
) ,

< (Europe Directorate)>

가 , OECD
, , EU , EU

(Export Promotion) 10 720 108,845
(97/98)

.

< (Joint Export Promotion Directorate, JEPD)>

- , , , , ,
- , BOTB ,
- , (2),
- 100 Export Promoter , Export Development Councillor Business Link
- ,
- , .

< (Export Services Directorate)>

- .
-
- OTS
- (EMIC)
-
- Outward Mission, Inward Mission/VIP Overseas Store Promotion

< (Project Export Promotion Directorate)>

- , , , , , , , , , ,
- , , ,
- , , ,
- , , , , , , ,

. 가

(Oil, Gas & Petrochemical Supplies Office) .

< >

. (BOTB, British Overseas Trade Board)

(AAGS) (OPB)

, DTI Overseas Trade

.

BOTB ,

16 (AAGS, Area

Advisory Groups) ,

,

, DTI AAGS , ,

, .

(OPB : Overseas Projects Board)

Project

Projects

, DTI .

. (Foreign & Commonwealth Office)

185 1,000

DTI 25 15

10 6- 9 .

.

.

(Ministry of Defence) (DESO,

Defence Export Services Organisation)

, , , , ,

, (Department of Employment)

(British Tourist Authority) , (Department of energy) 가 , (Department of Health) , (Department of Transport) .

2.

가.

3 가 1
50% ,
가 2
Central Office of Information .

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1 3
, 4 1/2
가 1 FCO .

.

50- 75%, 50% , 50%,
, 50%
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Seminar

45%

2

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, ECGD, ODA()

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3.

가.

가 8%

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1919

ECGD(Export Credits
EDCF

Guarantee Department)

2 , 2

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ECGD

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,

_____ < _____ >

, 2,500 , 30
.

ECGD premium , 가 ,
Consolidated Fund (), ()
가 , 1997 4.5
Consolidated Fund .

EDCF 5
Service , 2
.

P- Note 2
85% , 15%
가 .

EDCF
Credit Lines .

< ECGD >

(:)

	93/94	94/95	95/96	96/97
	1,7242	779	641	541
	2,344	2,226	3,421	2,072
	4,086	3,005	4,062	2,613
CLAIM	512	421	294	237
	188	157	226	256

4.

(Association of British
Chambers of Commerce) 가 , 200

가
EMRS(Export Market Research Scheme) .

Active Exporting Initiative
,
(Trade Associations)
.

< >

1.

(Direction des
Relations Economiques Exterieures : DREE)

(PEE)
(DRCE) - (CFME-
ACTIM)
(CFCE)

1989 (La Charte nationale de
l'exportation) (La Charte du Developpement
international des entreprises) 1994 ,

(L'Association Nationale des Elus Regionaux : A.N.E.R.) 17
(Coordination)

가
, (COFACE) 가
, , , , , 가

2.

가.

2,252 . 117

48 .

(P.E.E : Postes d'Expension Economique)

() 1

, 가 ,

.

가

, ,
가

, .

- , ,
가 ,
가

가 .

(Direction Regionale du Commerce Exterieur : D.R.C.E.)

. 가 DREE COFACE
가-

.

. (CFCE : Centre Francais du Commerce Exterieur)

CFCE

KOTRA

CFCE

(P.E.E.) ,
가
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CFCE
 , 가
 , 가
 , " (Tiket Moderateur)"
가 1995 162 .
< >
 ,
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 , ,
PEE 가
<EURO >
EU
<ECUFINDER >
가
< >
- MINITEL D/B : , ,
 , , , , - , ,
- (EXPORT AFFAIRES) : 가
 , ,
- (PL@NET-EXPORT) : CFCE가
(http://www.cfce.fr)
- Business Cooperation Network(BC- NET)가 : EU
- : UN (COMTRADE) D/B ,

D/B(ALIX), GUIDEXPORT, 5
 . MINISTAT

< . >
 - , 가 . - 가, ,
 - P.E.E. C.F.C.E. 가 , ,
 , ,
 - MOCI Actualites Reglementaires(, ,
) S.E.D.E.C.
 - 가 FRANCE-EXPORT
 , , .
 . UN, WTO, IMF

< >
 - ,
 (NOREX)
 - 가
 - 가 :

. (C.F.M.E.- ACTIM : Le Comite
 Francais des Manifestations Economiques a l'Etranger - L'Agence
 pour la Cooperation Technique, Industrielle et Economique)

C.F.M.E.- ACTIM CFCE 가 D.R.E.E.
 , , ,
 . ,
 가 .

, P.E.E. D.R.E.E.
 , 1997 94
 가 51 .
 C.F.M.E.- ACTIM
 , 가
 ,
 ,
 .
 CFCE 가 C.F.M.E.- ACTIM
 가 .
 1995 CFME- ACTIM 144.6 CFME
 10 , 59.3 , ACTIM
 75.3 .
 . (Association pour la Compensation des Echanges
 Commerciaux : ACECO)
 ACECO 가
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 가
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 ACECO
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가가

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, ACECO Infos ,

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(P.E.E. CFCE

) ,

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ACECO

가 ,

10 .

. (CHAMBRES DE COMMERCE ET D'INDUSTRIE : C.C.I.)

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21

167

, EU

A.C.F.C.I.

.

CFCE

. . . , EURO Info Center(E.I.C.) Points

Europe , MINITEL (TELEEXPORT/

FIRMEXPORT) (DELPHES) , C.F.C.E.

CIBLEXPORT EXPORT AFFAIRES

, 300 가

BC- NET

.

, , , .Agent

, (

), (, , , , ,

,) .

가, , 163

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3.

가. - (ETATS- REGIONS)

500
(DRCE)
50%
가 .

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. ANVAR(      )
```

ANVAR 24 .

(C.F.M.E.- ACTIM, C.F.C.E., D.R.E.E., COFACE)
EUREKA , EU , TAFTIE 14

1990

ANVAR

, , ,
, , EUREKA
, - , ,
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ANVAR

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FRANCE- INFO

" "

COURRIER ANVAR

.

ANVAR

가 .

. **(B.F.C.E.)**

BFCE

, 1995 12 ,

CREDIT NATIONAL

BFCE

1997

NATEXIS BANQUE

.

BFCE

.

BFCE (18 - 7)

OECD가

() (Interest) , 7

BFCE가

7
BFCE가 , 7
BFCE가 OECD가

.

<BFCE >

(:)

	1992	1993	1994	1995
(,)	745	615	868	743
(,)	7,975	5,348	8,000	8,750
(,)	4,625	4,935	4,865	4,300
	13,345	10,898	13,733	13,793

<BFCE >

(:)

	1995	1996
	48.4	35.2
- . ()	16.4	13.9
-	31.7	20.6
-	0.3	0.7
	138.8	130.8
- . ()	55.6	48.3
-	52.3	57.4
-	3.3	2.8
- (가)	23.9	19.2
-	3.7	3.1
	138.8	138.8
- . ()	76.7	67.8
-	16.0	14.9
-	6.3	6.7
-	31.3	31.9
- 가	8.5	9.5

(Payment Progressif a taux fixe)

, 1 1

(Garantie)

· < >

BFCE

, COFACE

· (Compagnie d'Assurance pour le Commerce
Exterieur : COFACE)

COFACE

가

가

1945 12

1946

()

,

,

2%

10%

10%

COFACE가

,

,

DREE

가

.

< COFACE

>

(:)

	1993	1994	1995	1996
	2,286	2,037	2,000	1,963
	9,073	9,425	9,936	12,579
	- 16,061	- 13,955	- 21,284	- 8,446
	- 548	- 477	- 562	- 411
	- 5,250	- 2,970	110	5,685

COFACE

,

,

,

·

,

가

·

<COFACE

>

(:)

	1995	1996
OECD	175.5	193.8
	3.4	3.7
	2.3	2.5
	181.2	200.0
	9.2	15.7

4.

가.

(CHAMBRES DE COMMERCE ET D'INDUSTRIE
FRANCAISES 1 L'ETRANGER(CCIFE)

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65

73

545

22,000

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, , Agent , ,
가 , ,

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, , , , Direct Marketing, ,

(C.N.P.F. : Conseil National du Patronat Français)

(Commission International)

(C.N.P.F. International)

(Commission International) _____, _____, EU

International) , , (C.N.P.F. 48

•

CNPF CFME- ACT IM - ,
- , - ,
- .

. (C.C.E., Conseillers du Commerce Extérieur de la France)

가 3,500

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, 83

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2

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50%

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- 76 -

PARTENARIAT FRANCE

50

D.R.E.E.

가
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,
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, ()
가 .

. SIPROFRANCE()

. , , , , ,
-
, "La Gazette de
l'entreprise communicante"
(E.D.I.) .

UNEDIFACT ,
, EDI , EDI
, EDI)
.

. (SOPEXA : Societe pour l'Expansion
des Ventes des Produits Agricoles et Alimentaires)

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SOPEXA 34 39 ,
, , , , , 가
, , , , ,

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SOPEXA

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1.

가 ,

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가

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,
(BfAI)

, 가

가 가

2/3 3/5 가 .

가 25% 가 가

.

2 4 28 5
CONSUMERMA, 99

TECHNOGERMA 가

.

2.

가.

·

가 54

(AKA)

, 가 (KfW)

·

12

, Factoring

, AKA DM 10

DM 10- 30 가

70% , 50%

·

AKA 95 305 , 1996 253

, KfW 95 97 , 96 121 , 97

143

· (Hermes)

Hermes C & L Deutsche Revision 가

,

Hermes가

·

HERMES AKA

가

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,

가 .

.
 360 , 5
 10 가 .
 Hermes 95 334
 4.5% , 96 354 4.6%
 , 80% .
 97 1,940 ,
 80% . 98
 2,000 2,150
 .

3.

가. (AHK, Auslandhandelskammer)

AHK
 75 90 4
 .

AHK , ,
 , , , ,
 , ,
 .

. **DIHZ**(Deutsche Industrie- und Handelszentren)

DIHZ ,
 AHK
 ,

가 .

. (AUMA : Die Aussellungs- und Messe- Ausschuss
der Deuchen Wirtschaft)

.

.

< >

1.

가. (Directorate of Trade and Enterprises Internationalizations)

가 . , , (ICE)

. .

. (ICE)

ICE , 97

83% .

ICE 39 , 62 5 79 ,

.

ICE 672 102 , 570 , 25 32 , 6 6 , 10 14 , . 19 25 , 2 2 . .

2.

가 (: Bassanini Law)

ICE, Specilal Offices, , , Italian Fair Organizations

3.

가.

1952
(Mediocredito Centrale) , EU
,
, EU
가 Mediocredito

Mediocredito Centrale 1994 1,511 , 1995
1,744 , 1996 1,981 10% 가 .

EU
, ,
2 , ,

가 Mediocredito

·

3 85% ,
30% 4
가 , 30%
·

가
가 가
가 .
2가
ICE
가
·

Mediocredito Centrale
가
가
·
·
Trademark ,
가
가 .

Mediocredito .

Mediocredito
가 ,
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•

SACE(Special Department
for the Export Credit Insurance)

, , . .

24 24

SACE , 가

, ,

Mediocredito

Centrale ,

, 3 가 , SACE가

4.

가. (The Italian Export Consortitium Federation)

IECF

가

ICE , 가

, .

• **CISPEL EXPORT**(The italian Confederation of Public Services to
Local Governments, Foreign Technical Collaboration Division)

, , 가 , , ,

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가

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CISPEL

가
가

CISPEL

CISPEL

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CISPEL EXPORT

100%

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ICE

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CISPEL EXPORT

.

CISPEL SIMEST(

)

.

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ICE

,

가

.

_____ < _____ >

< _____ >

1.

가.

가 WTO .

()
 (Department of Foreign Affairs and International Trade),
 (Canadian Commercial Corporation), (Export
 Development Corporation) .

.

PEMD(), ,

WIN Export()

3 13 176 .

<		>	
(11)	(36)	(57)	(70)
	(5)	(17)	(11)
	(18)	(10)	(19)
	(11)	/ (14)	(12)
		(14)	(15)
			(10)

[]

. (CCC)

·
·
6 89 ·

· (EDC)
1944
45
· 700 ·

2.

가. PEMD(Program for Export Market Development)

'71
2 5 , 120
·
\$1
, 100 , 50 ·

· PPP(Progress Payment Program)

가 가

·

·
· 가

(CIBS) , , 27
TEAM CANADA .

. TEAM CANADA

가
가 가
가 , , 가
TEAM CANADA , ,
가
, 가
'94 \$220
.
가 . , ,
,
3,000 가
가 350 .
○
○ 가
○ -
○ 가 , ,
Team Canada 가 , ,
, , , ,
가 , 'INFO
EXPORT', 'STRATEGIS', 'AGRI-FOOD TRADE
NETWORK'

'98 3 3 , ,
, 4 Team Canada

3.

< (Growth Export Program)>

\$25

50%

CIBC

가 .

90%

< (MARG Program: Master Accounts Receivable Guarantee)>
\$5

- 91 -

<

(Corporate Account)>

(: \$)

	1992	1993	1994	1995	1996
	8,670	11,768	11,641	17,237	22,030
	2,066	3,191	1,879	2,142	3,678
- ()	154	164	137	140	172
- ()	914	878	838	759	801
-	8,243	8,466	9,935	9,920	10,517
- ()	264	213	197	201	216
-	2,281	3,238	2,357	1,854	2,863
-	1,707	1,365	2,444	2,172	2,463
-	20	145	202	257	347
-	1	82	41	88	85
- 가	3,366	2,697	1,799	1,719	1,570
-	982	83	1,397	442	464
-	-	-	5	-	-
-	1	1	-	-	-
	6,590	8,575	9,752	15,095	18,352
-	5,340	7,009	8,164	13,044	15,756
-	1,147	1,437	1,300	1,954	2,464
- ()	1,570	1,819	1,732	2,040	2,591
- ()	2,432	3,000	3,186	3,446	3,404
- /	5,677	6,607	7,221	7,546	8,508
-	18	48	47	28	60
- /	3	22	51	8	11
-	40	61	48	57	100
-	103	129	288	97	132

[]

가

75%

가

'96

2,598 ,
\$ 60

3,426

가

5%

.

4.

(Alliance of Manufacturers & Exporters Canada)

1871

, 3,500

,

.

<Technology Visits Program(TVP)>

.

<Alliance Online>

<Quality and Environmental Management Systems Training Program>

QS 9000, ISO 9000, ISO 14000

.

<IMS Canada>

,

<International Business Link Projects>

,

,

,

,

(CABSA, CIBDO,

CCBCO)

<International Network>

< >

1.

96 US\$1,159 가 42.6%
가
. 1968 9
가

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가.

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, 5 532
396 , 62 165 .

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, 가 ,
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臺灣
가 2 가 臺灣

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. 가

中市 3 가 가 高雄市 臺
300 ,
가 가 .

. 新竹科學工業園區

80 新竹科學工業園區 臺灣 가
가 가 96 580 181
.

新竹科學工業園區 5
, 4 ,
가 20% , . ,
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가 가 96
56 5 가 .

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· , 96
8 274 가 가 가
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가
96 6 183 가 가 .
·
(International Sourcing Center) .
CETRA
CETRA
96 40 .
CETRA ' ' 141 , 8,000
, 30 , 96 5 20
(Fax on demand)
(02- 2725- 5960) 가
24 .
CETRA 18
205 2,800 96 10 15
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, 96 23
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CETRA 가 , 96 가
가 18 , 가 25 , 4 30 가
47 45 .

CETRA 96

貿易快訊

가

. 가 ,
가 ,

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1 30

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CETRA ' ' 300 (1 1 2,000
) , ' ' 6 , ' ' 12 , .
38 .

CETRA 95 8

16 Trade Point Taiwan(<http://www.tptaiwan.org.tw>)

, , CETRA , , CETRA
, ,
, Trade Point Taiwan 6,600
가 .

'Eventline ' 165 가 1 6,000
, , , Tradstat Plus
25 가(17 , 4 , 4) 82-97
가 , ' CD-ROM
' 16 86 (4 9,000 , 8 7,000
, 8 , . 64 4,000) ,
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96 CETRA "1996 ,
가 , '가 가 ' , '
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가' ' ,
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208 427 .

CETRA 1996
, (IDSA) ,
, 1996
가 , , 5 가
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, , , 1996
(PACK EXPO'96) 가, 1996 (TOKYO
PACK'96) 가, (WPO) '1996
(WorldStar'96)' 가, (Ameristar)
, (JIDA) (KAID)
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CETRA , , 3
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CETRA , , , ,
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CETRA

97

KARNATAKA州

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CETRA

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3.

가.

(貿易推廣基金)

21

4.25/10,000

가

NT\$ 500

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97

(96.7.1- 97.6.30)

17.2%

가

NT\$ 951 가 49.1% 가 , .

27.7%, 10.2%, 5.1%,

3.1%, 2.7%, 1.9%, 0.2%

.

credit buyer's

1%

가가 50 ,

가 11 , 36

NT\$ 75 ,

400 가 .

< >

(: NT\$1,000)

	1996		1997	
.	21,035,377	25.9	26,330,809	27.7
.	37,822,335	49.0	46,714,372	49.1
	378,988	0.5	200,879	0.2
	3,912,849	4.8	2,605,176	2.7
	2,483,650	3.1	2,933,650	3.1
	9,695,620	10.2	8,728,614	10.7
	1,992,181	2.5	1,803,073	5.1
	2,873,750	3.5	4,887,096	5.1
	81,227,744	100.0	95,170,675	100.0

Annual Report 1997

41 6 25.5% 97 63.4% 가 , NT\$

.

L/C, D/P, D/A, O/A .

97

18.4% 가 NT\$ 113 5 .

D/A, D/P 88 5 78%

, . 6.7%, . 0.1%

.