EU 회원국 현황 | EU Member States

<table>
<thead>
<tr>
<th>Country</th>
<th>Population</th>
<th>Currency</th>
</tr>
</thead>
<tbody>
<tr>
<td>Austria</td>
<td>8.5 million</td>
<td>Euro</td>
</tr>
<tr>
<td>Belgium</td>
<td>11.2 million</td>
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</tr>
<tr>
<td>Bulgaria</td>
<td>7.2 million</td>
<td>Lev</td>
</tr>
<tr>
<td>Cyprus</td>
<td>0.8 million</td>
<td>Euro</td>
</tr>
<tr>
<td>Czech Republic</td>
<td>10.5 million</td>
<td>Czech Koruna</td>
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<tr>
<td>Denmark</td>
<td>5.6 million</td>
<td>Danish Krone</td>
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<tr>
<td>Estonia</td>
<td>1.3 million</td>
<td>Euro</td>
</tr>
<tr>
<td>Finland</td>
<td>5.4 million</td>
<td>Euro</td>
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<td>Euro</td>
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<td>Euro</td>
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<td>Euro</td>
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<td>Malta</td>
<td>0.4 million</td>
<td>Euro</td>
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<td>Euro</td>
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<td>Pound Sterling</td>
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<td>Croatia</td>
<td>4.2 million</td>
<td>Kuna</td>
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Over the last decade trade and economic relations between the Republic of Korea and the European Union have considerably expanded, turning their relationship into a Strategic Partnership. This is the result of an increased bilateral cooperation in areas such as science, technology, and education, and of the five year successful implementation of the Free Trade Agreement, which has been implemented since July 2011.

To further expand business to business links between the EU and the Republic of Korea that are boosting and facilitating trade and investment opportunities, the European Union has decided to continue the flagship EU Gateway to Korea for the next five years.

The EU Gateway Programme goes further than traditional business cooperation promotion; it accompanies the European companies at every step of their unfolding business strategy in entering the Korean market by offering them coaching, logistical, and financial support.

The new programme we are launching today builds upon the experience and results of the 2009-2014 cycle, years during which we have organized fifteen missions accompanying 440 European companies to Korea.

From 2016 to 2020, the EU Gateway to Korea Programme aims at bringing 1000 European companies to Korea over twenty missions to explore cooperation opportunities with Korean companies in specific sectors.

The priority areas that have been selected for this edition are Green Energy Technologies, Environment and Water Technologies, Construction and Building Technologies, Healthcare & Medical Technologies, and Organic Food & Beverages.

I welcome this new initiative for strengthening EU–Korea relations and I hope that the business communities of both sides will be able to seize the new opportunities offered by the enhanced EU Gateway Programme.

Gerhard Sabathil
Ambassador
Head of the European Delegation to Korea
EU Gateway to Korea is an initiative funded by the European Union that helps companies from the 28 EU Member States to establish long-lasting business partnerships in Korea.

In 2015, the EU plans to organise up to 20 EU Gateway to Korea business missions. They will operate in selected industry sectors where potential for increased cooperation between European and Korean companies exists.

Each one-week business mission to Korea comprises up to 50 carefully selected European companies. Before the mission week, the selected companies receive systematic business coaching to prepare them for entering the Korean market.

During the mission week, participants are able to meet a number of potential business partners at a two-day business exhibition, as well as take part in events designed to provide business opportunities and deepen their knowledge of the local market.
EU Gateway to Korea currently organises business missions in five industry sectors in which European companies possess advanced technologies and where potential exists for increased cooperation with Korean companies.

**Industry Sectors**

- **Green Energy Technologies**
  - Wind, Solar, Geothermal, Hydrothermal
  - Biogases, Bio-energy
  - Power Generation & Management
  - Energy efficiency & Conservation
  - CO2 emission reduction
  - Cogeneration Technologies
  - Electric Vehicles, off-grid energy
  - Landfill gas, Biogas Technologies

- **Environment & Water Technologies**
  - Waste water treatment
  - Air pollution control
  - Waste management
  - Recycling, Biogas
  - Soil erosion prevention
  - Noise protection
  - Fresh water supply & water solutions

- **Organic Food & Beverage**
  - Organic food (processed)
  - Organic Beverage

- **Healthcare & Medical Technologies**
  - Assistive technologies
  - Medical equipment
  - ICT for healthcare
  - Telemedicine and remote health monitoring
  - Nanotechnology healthcare
  - Dental Products

- **Construction & Building Technologies**
  - Smart grids
  - Green buildings
  - Machinery sector
  - Building materials (stone, wood, tile, marble, etc.)

**Business Missions**

EU Gateway to Korea business missions comprise up to 50 companies from among the 28 EU Member States. To ensure their suitability for participation in a business mission, companies are carefully selected based on criteria including their products and technologies, resources and capacity, and business strategy. Once selected, companies receive personalised coaching to prepare them for the business mission. EU Gateway coaches help participants to refine business strategies and identify potential partners, while proprietary market studies and presentations provide insight into their industry sector in Korea.

At a two-day business exhibition held during business mission weeks, participants hold meetings with potential partners and meet visitors invited to the event. The exhibition also provides a variety of support services, including professional interpretation, designed to facilitate discussions and foster business relationships.
Business Mission Weeks

The 5-day Business Mission weeks in Korea include a variety of events that provide European participants with an opportunity to exhibit their products and technologies, hold business meetings with potential Korean partners, network with industry peers, and gain a deeper understanding of the local market.

Business Exhibition

A two-day Business Exhibition is staged at a dedicated exhibition venue or a hotel in Seoul. The exhibition provides a professional environment for participants to display their products and technologies and hold business meetings with potential Korean partners.

In the weeks before the exhibition, sector-related Korean companies are invited to the exhibition and can request business meetings ahead of the event. Visitors invited to the exhibition are also able to hold spontaneous meetings at participants’ booths or in provided meeting spaces.

To facilitate discussions between participants and Korean visitors, professional interpreters are assigned to each exhibitor’s booth. All participants’ company profiles are also printed in Korean language in the Business Mission Catalogue. In addition, EU Gateway offers participants a range of business services designed to support them in developing relationships initiated during the mission week.

Briefing Session

At the start of the week, participants receive orientation on the week’s events and in-depth presentations from local experts designed to deepen their understanding of the Korean market in their industry sectors.

Study Tours

Organised study tours offer participants a valuable opportunity to experience at first hand local private enterprises and public facilities. Through the site tours, presentations, and Q&A sessions, participants gain practical knowledge of Korean industries and insight into local business practices.

Business Networking Reception

A Business Networking Reception hosted by the European Union provides a less formal environment where European participants can strengthen business relationships with their Korean counterparts and meet representatives of local sector-related business and professional organisations.

Participants’ Debriefing

At the end of each mission, participants are asked to complete a questionnaire and give spoken comments on their experience of EU Gateway to Korea and the mission week at a formal debriefing. The EU uses participants’ feedback both to monitor results of EU Gateway to Korea and to continually improve its effectiveness.

Business Exhibition

The main event of each business mission week is a two-day Business Exhibition. Staged in a dedicated exhibition venue or a hotel in Seoul, the exhibition provides a professional environment for participants to display their products and technologies and hold business meetings with potential Korean partners.

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The EU Gateway Programme has been very helpful to get into contact with distributors, service providers and other manufacturers on the search how to break into the market.

J. Company, Germany (Healthcare & Medical mission)

The EU Gateway Programme was very useful to reach new potential business partners who are interested in doing business with European companies.

J. Company, Germany (Environment & Energy mission)

Testimonials

The EU Gateway is a useful event for us to learn about advanced European products and technologies. I hope we have another chance to meet more EU companies in near future.

L. Company, Korea (Environment and Energy mission)

We met a lot of interesting EU companies at the exhibition and are now considering an agency contract with one of them.

S. Company, Korea (Healthcare and Medical mission)

We have already decided to purchase based on a business meeting during the exhibition and the information we got about the company in advance. It is a great opportunity to do business with a trustworthy European company in Korea.

J. Company, Korea (Construction & Building mission)

I was impressed by the quality of the venue, which helped to give a good image of our products and us. So I think it’s the right approach for a market like this where we don’t have much experience.

J. Company, Portugal (Construction & Building mission)

I would like to work with EU Gateway 2009-2014

Guido von Hehl, CEO, German-Chinese Business Forum

If you are looking for business contacts in Korea, the EU Gateway Programme is the perfect place for you.

J. Company, Germany (Environmental & Energy mission)

The EU Gateway Programme has been very helpful with our search for new business opportunities in Korea.

J. Company, Belgium (Environmental & Energy mission)

Thanks to EU Gateway, we found a business partner, who operates in the same sector, and with them have set up a joint venture company.

A. Company, Belgium (Construction & Building mission)

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J. Company, Germany (Healthcare & Medical mission)

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Currency: EURO

France
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Currency: EURO

Germany
Population: 81.1 million
Currency: EURO

Greece
Population: 10.8 million
Currency: EURO

Hungary
Population: 9.8 million
Currency: Forint

Ireland
Population: 4.6 million
Currency: EURO

Italy
Population: 60.7 million
Currency: EURO

Latvia
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Currency: EURO

Lithuania
Population: 2.9 million
Currency: EURO

Luxembourg
Population: 0.5 million
Currency: EURO

Malta
Population: 0.4 million
Currency: EURO

The Netherlands
Population: 16.9 million
Currency: EURO

Poland
Population: 38.0 million
Currency: Zloty

Portugal
Population: 10.3 million
Currency: EURO

Romania
Population: 19.8 million
Currency: Romanian Leu

Slovakia
Population: 5.4 million
Currency: EURO

Slovenia
Population: 2.0 million
Currency: EURO

Spain
Population: 46.0 million
Currency: EURO

Sweden
Population: 9.7 million
Currency: Swedish Krona

United Kingdom
Population: 64.8 million
Currency: Pound sterling

Web sites

• European Union europa.eu
• EU Commission ec.europa.eu
• EU Delegations to Korea eeas.europa.eu/delegations/south_korea