

# Business Trip to South Korea

## August 2019



### ABOUT THE TRIP

Export Delaware invites you to join us on a business trip to South Korea to meet new customers and potential partners.

Meeting face-to-face with prospective customers is critical to establishing new business relationships around the world. Let us help you make the right contacts overseas and achieve new international sales!

We will arrange business meetings with distributors, agents, or customers according to your needs — all specific to your company.

Previous trips to South Korea have proved to be very profitable for participants:

- \$200,000 in new export sales reported
- 15 new jobs created



### THIS TRIP INCLUDES:

- Assistance from State of Delaware's trade representative, Ken Yang in South Korea, and the Export Delaware staff.
- Translation of sales presentations and materials (if needed) and in-country transportation and interpreters on the trip.
- Preparation session, in-country briefing and follow-up support after the trip.

### TRIP ITINERARY

Day 1	Briefing and Meetings
Day 2-4	Business Meetings
Day 5	Depart for the U.S.

### WHY SOUTH KOREA?

Delaware exporters with products and services in healthcare, bioscience, biopharma, medical devices and equipment, ICT, defense, agriculture, and tourism products/services should strongly consider exporting to South Korea.

- South Korea's economy depends on trade. 90 percent of the nation's GDP comes from trade.
- The U.S. has a free trade agreement with South Korea, allowing most products to enter the market duty free.

### COST & DETAILS

Businesses are responsible for air and hotel.

A passport with at least 6 months of validity following dates of the travel is required.

### MORE INFO

Contact the export team:  
302-577-8465

[Beth.Pomper@state.de.us](mailto:Beth.Pomper@state.de.us)

### FUNDING ASSISTANCE

We encourage Delaware small businesses to apply for a STEP Grant to cover up to 50% of your eligible travel expenses.

Apply at [de.gov/funding](http://de.gov/funding).



Funded in part through a Cooperative Agreement with the U.S. Small Business Administration