



Exploring new business opportunities

European trade & investment mission to North-Korea (September 2013)

Rotterdam, 25 April 2013

The Democratic People's Republic of Korea (DPRK, also known as North-Korea) finds itself at a new era of international economic cooperation, and it especially welcomes business with Europe. The DPRK is offering various products and services to export markets, while the country is also in need for many foreign products and investments.

In the current financial and economic situation, European companies face many challenges. They must cut costs, develop new products and find new markets. In these fields, North-Korea is an interesting option.



Pyongyang street scene

It established several free trade zones to attract foreign investors and there are several sectors, including renewable energy, garments, shipbuilding, agro business, fishing, horticulture, logistics, mining, stone processing, restaurants and Information Technology, that can be considered for trade and investment. DPRK is competing with other Asian countries by offering skilled labour at very low monthly wages. In particular companies with production facilities in China, where the wages are rising fast, are currently investigating alternative options in North-Korea.

For additional information, the following sectors are described in more detail:

- Garments: www.gpic.nl/Making-garments-in-North-Korea.pdf
- Software and ICT: www.gpic.nl/outsourcing_in_north_korea.pdf.

For companies interested in working with North-Korea, one of the immediate challenges is finding a suitable business partner, since collecting information is not easy. Local companies do not have a presence on the Internet, and access to them is not easy. The solution: join our business mission!

Do you want to explore new business opportunities for your company? From 23 to 28 September 2013, GPI Consultancy will organize again a trade & investment mission in order to investigate these business opportunities. This tour is open for participants from all European countries, from various business sectors.



The new Ryugyong Hotel in Pyongyang

Our previous economic missions to Pyongyang were informative and successful. The participants found the program, with tailor made business meetings and company visits, interesting and well-varied. In addition, there were many opportunities for informal meetings. A report of such a mission can be found at: www.gpic.nl/NK-report2009.pdf

At the beginning of the tour, in Beijing, the plan is to take part in the seminar: "Doing business with DPRK". This event will also be open for external participants.

After the trip to North-Korea, we will return to Beijing, where you can extend your stay in China.

Business mission September 2013: short overview

Members of our business delegation will be able to discuss trade opportunities in several areas, including light industry (e.g. textiles, garments), agribusiness, mining / rare metals and Information Technology. We will also receive information about investment opportunities in a number of sectors, and several projects will be offered.

Taking part in a business mission is a very informative way to explore business opportunities in DPRK in detail, and to meet new potential business partners. Participation is also useful for those European companies already doing business with DPRK, since it gives them an easy option to meet their Korean trade partners personally.

Sunday 22 September 2013

Arrival of European participants in Beijing (note: arrival at an earlier date is possible). In the evening, informal welcome reception and dinner at a local restaurant. Introduction to the business mission.

Monday 23 September

In the morning: visa collection at the DPRK Embassy in Beijing. Receiving Air Koryo airplane tickets. Afternoon: available for an individual program. Tentative: attending the afternoon seminar: "Doing business with DPRK". The event, with several speakers, will address various aspects of doing business in DPRK.



One of the new planes of Air Koryo

Tuesday 24 September

Transport from the hotel to the airport will be provided. Departure from Beijing to Pyongyang, using the national airline Air Koryo.

Upon arrival, we meet representatives of the DPRK Chamber of Commerce. Transport will be arranged to the hotel in Pyongyang. Schedules of business meetings will be handed out to the participants, after which a welcome dinner will take place.

Wednesday 25 – Friday 27 September

Business meetings with representatives of North-Korean companies will take place, depending on the specific wishes of the participants. Arranging these visits will be done by the DPRK Chamber of Commerce. Additional meetings can be arranged in our so in our hotel,.

Also a visit to the 9th Pyongyang Autumn International Trade Fair will be included. This fair takes place from 23 – 26 September 2013 and is organized by the Korea International Exhibition Corporation. In addition, we will meet members of EBA (European Business Association): European business people working and living in DPRK.

At the last afternoon, there can be some time made available for informal activities, such as a citytour in and around Pyongyang, a visit to an art gallery, etc.

Saturday 28 September

In the morning, departure from Pyongyang to Beijing. Upon arrival, participants can take a connecting flight to Europe, or continue their stay in China.



Friendly and informative business meetings



Some examples of company visits



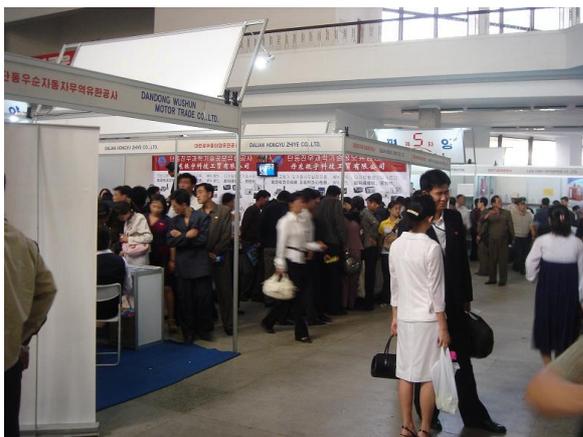
Visit to a greenhouse



Visit to a software company



Visits to garments and fabrics factories



Visit to the International Trade Fair (autumn fair)



Booth at the fair of a company from Sweden



At a local restaurant - an excellent place for informal business discussions



Visit to an animation studio



At a graphics design company

Organizer of the 2013 business missions to DPRK

The Korean organizer of the mission:
DPRK Chamber of Commerce
(International Relations Department)
Jungsong-dong, Central District
P.O. Box 89, Pyongyang, DPR Korea
Tel: 805-2-381 5926, fax: 850-2-381 5827



In cooperation with:
GPI Consultancy, the Netherlands



For detailed information, please contact Mr. Paul Tjia (info@gpic.nl), founder and director of GPI Consultancy. Established in 1995, GPI Consultancy is a specialized Dutch consultancy firm in the field of offshore sourcing. It is regularly involved in business missions to various countries, including DPRK.



Paul (together with American professor Erran Carmel) is the author of the handbook: "Offshoring Information Technology - Sourcing and Outsourcing to a Global Workforce" (Cambridge University Press). The book is available at Amazon: www.amzn.to/xegoU9.

Logistics / arrangements of the tour

- The final program will be arranged in consultation with participants and local organizations.
- All European participants will travel on their own to and from Beijing; the date of arrival and the choice of the hotel in Beijing are up to the participant (note: we will propose a hotel which is centrally located). The participants can make their own reservations and will pay the costs involved directly to the airline and to the hotel (or they can use a travel agency).
- Participants will arrange before the trip a visa for China (a double entry visa in case the trip will be continued in China) and insurances (e.g. travel; cancellation). Also medical vaccination – if required.
- The participation fee for the North-Korea part is 1460 Euro per person (excl. VAT, if applicable) and will be invoiced by GPI Consultancy. This fee includes organizational costs, visa for North-Korea, matchmaking services, company visits, guides and transportation within Pyongyang. Additional participants from the same company receive a 25% discount. This fee does not include the air ticket from Beijing to Pyongyang v.v. (around 500 Euro) and the hotel in Pyongyang (around 85 Euro per night).
- The processing of the visa-applications by North-Korea can take one month. In case of interest: please contact us as soon as possible, and we will send you a registration form.
- After the visit to North-Korea, an extension of the stay in China is possible. Our travel agency VNC Asia Travel has a wide range of excursions and tours available.
- The organizers have the right to cancel or postpone the mission in case of an insufficient number of registrations, unexpected events (e.g. political developments) or calamities.

Our travel agency:

www.vnc.nl



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One of the available hotels in Pyongyang