



D. 3.5 – Discussion paper: facilitating policy dialogue on cluster cooperation with South Korea

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Abstract: The discussion paper on Korea provides inputs for a policy discussion on cluster cooperation and policy arrangements on clusters with Korea. The report contains information on existing EU-Korea cluster collaboration and good practices, which can be good practice examples for other clusters from Europe in their collaboration approach towards Korea.

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1. Objective of the report

This “Discussion Paper” is intended to provide an overview of the current cooperation activities between European and South Korean clusters, as well as the nature of collaboration between clusters and other types of research & innovation actors. This paper provides examples of good practices to showcase different types of collaboration. Furthermore, this document is intended to provide an analysis of the potential for cluster cooperation in the future.

This report builds upon and deepens the analysis and overview provided in the deliverable 3.1 “Republic of Korea Preparatory briefing”.

This “discussion paper” has been elaborated to serve as an input to the policy discussions / policy meetings between DG GROW / EASME and policy makers from Korea, as well as, to inform all stakeholders about this topic. The background knowledge and good practices could be used in policy discussions to illustrate the vitality of cluster cooperation, the impact of international interclustering actions and the importance of structuring this through new policy initiatives. In this regard, only the chapter “recommendations” is aimed for confidential use without publication whereas the other chapters are intended to be made public on the European Cluster Collaboration Platform international collaboration webpages.

The paper includes information on the relevant contact points for pursuing the policy dialogue, and of other stakeholders that might be involved in the policy exchanges.

The information of this report is provided through desk research and confirmed with interviews with relevant local and European contact points.

2. Overview of EU-South Korea collaboration

South Korea presents a stable political environment and favourable economic conditions for commercial exchange. Due to its proximity to both China and Japan, Korea presents an interesting platform to enter the Asian market for a number of companies and sectors. This is an area where clusters can play an active role in exploring opportunities for their members.

But Korea is also an interesting collaboration partner beyond commercial ties: besides the opening of new markets for their cluster members, enhanced R&D exchange, the organisation of common events or widening of network contacts represent some of the priorities for European clusters with regards to Korea.

2.1. Existing EU-South Korea cluster collaboration

The Korean cluster definition and concept is different to the European one, cluster counterparts in Korea are known as the so-called **Mini Clusters** that are typically located within industrial complexes, types of industrial or technology parks.

The Mini Clusters are managed centrally by a cluster promotion agency, **Korea Industrial Complex Corp. (KICOX)**, and do not, unlike (most) European clusters have an animation team located in their midst. **Industrial Complexes** are the “physical location” of the mini clusters, often built on the basis of historically strongly developed industrial zones in the country. Details can be found on the cluster portal managed by KICOX, www.cluster.or.kr, and a cluster mapping is available as part of the Preparatory Briefing elaborated by the ECCP.

Close linkages exist between the Korean Mini Clusters (or the industrial complexes) and the local or national ecosystems. KICOX is managed by the **Ministry of Trade, Industry and Energy (MOTIE)**. Industrial complexes generally bring together small and large industries, R&D institutes, as well as investment zones. As a result, EU-Korea collaboration often involves a cluster or cluster network on the European side and a different kind of structure on the Korean side. Chapter 3 provides some examples of existing collaboration cases.

2.2. Engaging with South Korean actors

The **web portal for industrial clusters called “E-cluster”¹ set up by the Korea Industrial Complex Corp. (KICOX)** is presented in Korean and English. It provides information on cluster policies, regional clusters, and international networks. KICOX is the designated contact point of the EU-Korea cluster community on this portal, and an email address is provided. However, the portal does not provide a way of obtaining contact details on individual industrial clusters or Mini Clusters in Korea. The website of Mini Clusters is available only in Korean.

Through the interviews conducted in 2016, it was observed that collaboration has often been initiated through “encounters by coincidence” (e.g. meetings during a trade fair that has been the starting point for further exchanges) rather than strategic and organised outreach from the European side. Nevertheless, some activities were organised by development agencies, network or collaboration projects (see examples in chapter 3). In 2018, a memorandum of Understanding was signed between DG GROW of the European Commission and South Korea on cluster collaboration, to structure and build exchanges more proactively. In addition, a cluster match-making event, gathering European and South Korean clusters will be organised in November 2018.

¹ E-cluster, www.cluster.or.kr, consulted on 09/08/2018

The report European clusters go international² has developed “success factors for cooperation with Korean partners” – the figure below provides an overview of activities, contacts and knowledge, that would favour engagement of EU companies with Korean partners:

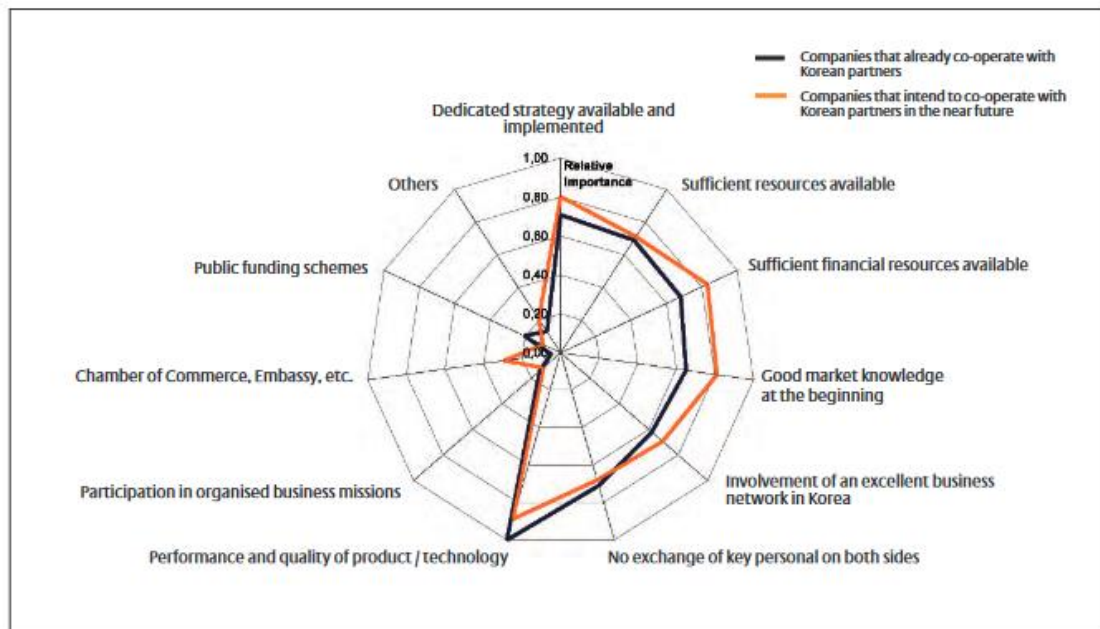


FIGURE 1: SUCCESS FACTORS FOR EU COMPANIES TO ENGAGE WITH KOREAN PARTNERS²

Two main ways of engaging with Korean clusters seem appropriate:

- KICOX being the managing agency of the Korean Mini Clusters, is the suitable contact point for EU clusters wishing to be in touch with Korean counterparts.
- Mini clusters, generally building on the physical infrastructure found within industrial complexes, have close linkages with the whole ecosystem, including research institutes. These institutes can therefore also be considered a good entry point for engaging with Korean structures.

It should be noted that KICOX is not involved in the day to day management of Mini Clusters - there is a KICOX unit for the cluster management, but they do not support directly the clusters or the companies themselves. A cluster in Korea typically has no cluster manager – instead research centres or technology centres perform the role of bringing together the different actors into a “cluster”. The Mini Clusters are active in driving forward the strategic thinking and they have a “leader” (company that organises the strategy) and SME members working on common projects. KICOX facilitates and structures this type of collaboration in a Mini Cluster.

More detailed examples which elaborate on these practices are provided in the following chapter.

² Meier zu Köcker et al, Institute for Innovation and Technology, European clusters go international, p.6f.

It is also interesting to mention that Korea is one of the rare Asian countries to be part of the Eurostar-EUREKA programme, which involves co-financing through a public national agency. In this framework, if a European company wishes to collaborate with a Korean enterprise, each can receive financing through its home country.

3. Good practices / Success stories related to cluster cooperation

A number of EU clusters and SMEs have already collaborated with Korean counterparts. An exchange was notably supported through the EU project KORANET³ that organised a "KOREA-EU Cluster Cooperation Workshop" in 2011.

The global practitioners network for competitiveness, clusters and innovation (TCI) held its annual conference in South Korea in November 2015 ("Clusters in Creative Economy. New agendas for Companies and Policy makers"; more details are presented in the subsequent chapter. Each year, the Eureka Innovation Days organise the Korea Eureka Day, organised by KIAT (Korea Institute for Advancement of Technology), the industrial technology policy development and implementation agency of the Ministry of Trade, Industry & Energy (MOTIE) and dedicated to collaboration among EU and Korean enterprises, notably SMEs.⁴

A number of exchanges have also taken place between 2015 and 2018 between EU clusters and different Korean actors. For the last years, cluster collaboration between Korea and EU was conducted by individual Mini-Clusters. Most of the missions toward the EU were to participate in the global trade shows such as MWC in Spain, Hanover Messe, Stuttgart automotive fair in Germany.

There are also interesting examples of formal agreements signed directly between European clusters and South Korean organisations, such as an MoU between the Belgian competitive cluster WAGRALIM with KFRI, the Korea Food Research Institute.

As mentioned before, the 1st EU-Korea Cluster Matchmaking event will take place in November 2018 and will enable the Korean cluster representatives reach out to the EU cluster managers and build networks for the continued cluster collaboration.

The following chapters present an overview of current practices gathered through literature review and direct contact with cluster organisations / associations. They cover the following main aspects:

- Organisations concerned, stakeholders
- History of cooperation, analysing the process that have led to the cooperation

³ KOREANET, Pilot Joint Research Call on Research on Life-long health, <https://www.era-learn.eu/network-information/networks/koranet/koranet-pilot-joint-call-on-research-on-life-long>, consulted on 16/08/2018

⁴ Eureka Innovation Days, 2018, <http://eurekainnovationdays.org/>, consulted on 16/08/2018

- Policy support: local/national/European support; label, etc.
- Sectors concerned, including cross sectoral cooperation
- Budget / funding of the cooperation
- Common activities
- Results of the cooperation through various indicators, impact analysis, including on SMEs

3.1. BioXClusters Plus: example of a collaboration with a cluster-like institute



[BioXClusters+](#) is one of the European Strategic Cluster Partnerships - Going International (ESCP-4i) funded by the European Commission for a joint and coordinated internationalisation approach of its partnership members - [LYONBIOPOLE](#), [bioPmed / Bioindustry Park](#), [Biocat \(Bioregion of Catalonia\)](#), [BioM Biotech Cluster Development GmbH](#). South Korea is one of the target countries of this partnership. Close links have been established with the Chuncheon Bioindustry Foundation (CBF), culminating in the signature of a [Memorandum of Understanding](#) in November 2016. CBF is a government funded organisation, which contributes to the improvement of local and national bioindustries.

The contact has been established for some time since a first encounter took place at the Bio and BioEurope congresses in 2013. The responsible person at Chuncheon Bioindustry Foundation had at that time expressed his high interest in the BioXClusters partnerships' joint approach (established under the BioXClusters partnership during 2012-2013) and appreciated the possibility of engaging with four European clusters and regions at a time. The Foundation was at the time thinking of establishing a large inter-Asian alliance for which the ESCP-4i model could be the inspiration. In 2014 the BioXclusters partners (at that time not part of an official EC funded partnership, though) were invited, together with a selection of 10 member-companies, by the Foundation and the Korean government to a visit and B2B meetings for the companies, in parallel to the BioKorea conference. This was the beginning of a number of more targeted exchanges (meetings).

The Chuncheon Bioindustry Foundation is considered by BioXClusters+ as a good partner for the future: even though no concrete mission to Korea is currently being planned by the partnership. Indeed, CBF provides systematic support for biotech business, representing member companies and research organisations located in the Gangwon Province of South Korea which work in the fields of biotechnology, pharma and medical science. The Foundation hosts a number of research laboratories and - comparable to a scientific park – it provides access to equipment to local enterprises. The Foundation also organises activities (meetings) for the local ecosystem and it is involved in the Bio Korea trade show organisation. It undertakes thus a number of activities that are often in the hands of clusters in Europe.

For BioXClusters+, the cooperation with Chuncheon Bioindustry Foundation can be source of diverse opportunities for its members (clusters and SMEs). The cooperation will be considered successful if a certain number of SMEs succeed in creating a partnership with a local entity – either on commercial level, on distribution or technology aspects, thanks to the Foundation. Indeed, even though considered not mature yet, an EU-Korea relationship in the cosmetics sector could be of interest for both EU and Korean companies, also with a cross-sectoral link to pharmaceuticals (see also the ECCP Korea preparatory briefing paper). For example, the production processes could be shared. CBF could be a valuable “entry point” also for other EU clusters or their members.

3.2. Vitagora: example of cluster to cluster collaboration

[Vitagora](#) is a French cluster in agrofood, covering two French regions: Bourgogne-Franche-Comté and the Paris region. In 2010, Vitagora was contacted by the Korean Ministry of Agriculture, food and rural affairs ([MAFRA](#)) to help the set-up of a Korean cluster on agrofood. Vitagora provided the Korean ministry with expertise and exchange of good practices to aid the implementation of FoodPolis, the Korean Cluster on Food. [FoodPolis](#) became a partner of Vitagora and both institutions signed a MoU in 2013.

Business missions take place almost every year since 2010. The last mission to Korea took place in November 2017, when French companies, members of Vitagora, as well as an academic professor were invited to the Foodpolis annual conference, in Iksan. In February 2018, A Korean delegation came to France.

Several partnerships have been signed between Korean and French companies with no further action now.⁵

3.3. Pôle Aqua-Valley: example of cluster collaboration engaged with local public stakeholders



[Pôle Aqua-Valley](#)⁶, a national French water competitiveness cluster is located in Montpellier, on the Mediterranean Sea, and has been instrumental in structuring a technopole on water – Hydropolis. It is also part of the “France Water Team”⁷ that coordinates the water sector activity of French clusters

⁵ Based on an interview with Anne-Céline Renaud, in charge of European and international development of Vitagora.

⁶ Based on an interview with Mr Carré, Director Pôle Eau

⁷ France Water Team is a brand and a network promoting the international development of the water sector companies in France.

(about 700-750 members in total) and has close links to France Clusters, the French Network of Clusters and Business Networks.

Pôle Aqua-Valley has strong focus on international cooperation and an international network of partnerships have been prioritised, e.g. MoUs signed with the Water Council Milwaukee (USA), the Singapore Public Utility Board (water agency), British Water and Catalan Water Partnership in Barcelona, as well as other less formalised collaboration partnerships.

Pôle Aqua-Valley has been working and developed close exchanges with Korea for some years.

During the 2014 Pollutech conference in Lyon, the delegation of the city of Daegu presented its project of a new technopole in Daegu, planned to be established around a number of companies active in the sector and region and aimed at boosting the economic activity in the region's water sector. A budget of USD 300 million had been allocated and strong national policy support has been provided. The city of Daegu had from the outset a desire to find international collaboration partners and initial contact was made whilst attending an international trade show where the Pole Aqua-Valley was present.

After a number of encounters in international conferences, the city of Daegu invited the city of Montpellier, as well as the Pôle Aqua-Valley, to their 2015 World Water Cities Alliance Conference, together with representatives from other cities with water-sector focus, such as Milwaukee, Yixing (China), Hiroshima and Singapore. The city of Daegu also approached the Pôle Aqua-Valley to seek its help regarding the establishment of a water cluster.

The city of Daegu then sent representatives to Paris in the framework of the "France – Korea year 2015-2016"⁸ and to Montpellier to the Hydrogaia conference. Since then, a twinning project between the cities of Daegu and Montpellier on the topic of water is under discussion (city administration levels).

The city of Daegu has a clear project of establishing itself as a "world capital of water": representatives actively participate in conferences worldwide and the city organises a number of events in the sector itself, e.g. the [International Water Industry Conference](#) (October 2016) or the [7th World Water Forum](#) (2015). In September 2018, a delegation of companies was invited to Daegu for the Korean International Water Week.

The collaboration with Pôle Aqua-Valley (and the city of Montpellier) had started with a coincidental meeting at a conference, and it has now turned out to be a good opportunity and the foundations for a deeper relationship are in place. It highlights the importance for clusters to participate in international events. For the Pôle Aqua-Valley, it has provided an entry point into the Asian market for its companies (in particular China and Japan). At present, there is no intention of signing a formal agreement. Pôle Aqua-Valley would rather sign a formal agreement with a cluster counterpart meanwhile the city of Daegu is in particular interested in a formal agreement on the municipality level

⁸ « L'Année France-Corée 2015-2016 » was aimed at celebrating 130 years of diplomatic exchange between the two countries; it took place between September 2015 and August 2016.

with the city of Montpellier, The current objective is to build on the close exchanges and see what opportunities can arise from it.

3.4. ACCIO: example of a cluster delegation visit organised by a regional development agency

ACCIÓ



**Generalitat
de Catalunya**

ACCIÓ [ACCIO](#)⁹ is the Catalan agency for regional development and competitiveness and supports in this role also the 30 clusters present in the Catalonia region. As part of its offer, ACCIO organises a yearly international delegation mission for cluster managers with a visit to Korea in 2016. Fourteen clusters of the ecosystem participated in this week-long study tour of Korean clusters and organised meetings with national and regional policy making organisations.

This collaboration approach with Korea has been greatly facilitated by the fact that ACCIO has an office in Seoul, with Korean speaking staff and this was instrumental in organising all the meetings.¹⁰ As there is a real language barrier, it is important for other clusters considering establishing contacts in Korea to ascertain whether they have access to such resources. The presence of a local contact is considered an important pre-requisite for success. Indeed, the Korean mission would have been difficult to organise without the presence of a local office – and/or good quality local and knowledgeable translators.

The Seoul local office also enabled to sign an agreement in 2017 between the Government of Catalonia- through Accio- and the Korean National Research Council of Science and Technology (NST), South Korea main public R&D body. Though not directly linked to cluster collaboration, this agreement is an opportunity to deepen Catalonia-South Korea Cooperation.¹¹

With regards to cluster collaboration, ACCIO had sought support from KICOX, whom they know through the TCI Conference that took place in 2015. KICOX's intervention comprised of an info-session on the Korean cluster policy, then the programme included an executive training session in a local university about the Korean business / economy structure, followed by some company visits and free time for cluster/individual agendas.

⁹ Based on an interview with Mr Joan Martí Estévez, Director of Cluster Development Division

¹⁰ Catalan Trade and Investment Office, <http://catalonia.com/offices/seoul.jsp>, consulted on 16/08/2018

¹¹ The Catalan Government and South Korea's main R&D body sign an agreement to boost mutual technological cooperation, http://catalonia.com/newsletter_news/news/2017/catalan-government-south-korea.jsp, consulted on 16/08/2018

KICOX arranged a visit for the Catalan clusters after being contacted by Accio, which had some positive outcome. One Catalan participating cluster signed an agreement with its peer in Korea (packaging cluster), as its company members see Korea as a clear target market, both in commercial terms and with regards to R&D collaboration. The agreement signed is quite a general one and includes the following aspects: exchange of knowledge about market trends, exchange of company visits to establish potential collaboration between companies from both sides, joint R&D projects. No concrete outcome has been yet reported.

The good relations between Accio and KICOX have had positive effects on cluster collaboration: since 2016, there has been a from the Catalonian Beauty Cluster to Korea. The cluster has found a wide array of opportunities in Korea and has since then organised two business missions to help its SMEs export their products. The missions were organised by the Accio office in Seoul.

Henceforth, the cooperation is going both ways: In 2018, a delegation from Korea, led by KICOX's CEO visited Catalonia to get to know their cluster approach. Korean clusters visiting Europe will be going to Catalonia in November 2018 to get to know the Catalonia cluster ecosystem. Reciprocally a representative from Accio has been invited to Korea in October 2018 to present the Catalan clusters and their management at the Korean Cluster Day.

3.5. EUREKA: example of an EU-Korea event with EUREKA cluster engagement



The Korea EUREKA Day has been organised for eight years – an initiative of the **EUREKA Network** in collaboration with the Korean Ministry of Trade, Industry and Energy ([MOTIE](#)). It is a yearly event dedicated to EU-Korea R&D and business collaboration.

EUREKA is a “publicly-funded, intergovernmental network, involving over 40 countries. EUREKA’s aim is to enhance European competitiveness by fostering innovation-driven entrepreneurship in Europe, between small and large industry, research institutes and universities”. Among its activities, EUREKA organises events and implements a “cluster instrument”, the “EUREKA Clusters” which are “long-term and strategically significant initiatives that develop technologies of key importance for European competitiveness”. The “EUREKA Clusters” are not “regional clusters” as the general cluster concept describes the term, but strategic international R&D collaboration partnerships in a technological domain and not restricted to a certain territory, seven in total exist at the moment.

The [8th edition](#) of the Korea EUREKA DAY took place in 2018, and was organised by the Korean Ministry of Trade, Industry and Energy (MOTIE), KIAT (Korea Institute for Advancement of Technology), the industrial technology policy development and implementation agency of MOTIE and the annual EUREKA Chairmanship.



The yearly event is dedicated to collaboration between EU and Korean enterprises, notably SMEs, and it gathers hundreds of guests including Ministerial representatives from Korea, the European Commission and Parliament representatives, members of the EUREKA Network of national Innovation funding agencies, as well as representatives from Korean and European large companies and government research institutes. “EUREKA Clusters” participate actively in the agenda set up and the event itself. Most of the Korean project participation goes

through the “EUREKA clusters”.

Even though “EUREKA Clusters” are different from the “traditional” cluster definition, the partnerships and the Korea EUREKA Day event can be of interest to European clusters, as it is an occasion to debate on the nature of Korean-European cooperation on Innovation, high-level speakers providing political and corporate insight on the matter. EUREKA has international cooperation among its priorities and its development in the future is centred on establishing (business) match-making sessions helping interested companies to identify potential consortium partners. The event provides a platform to create new business opportunities, share innovative ideas and knowledge and initiate new R&D collaborations in different technological areas from ICT to healthy society, sustainability, etc.

As an example of “EUREKA Clusters” work and collaboration with Korean organisations, ITEA is the EUREKA Cluster programme for Software Innovation, supporting companies and innovators to develop new partnerships, to get new customers, to develop new markets and to develop new products and technologies in international, collaborative and industry-driven R&D projects with a focus on results.

Once a year, ITEA offers the opportunity for participants to submit research project proposals that fit in the domain of software-intensive systems and services. The ITEA cluster is the main interlocutor for Korea: the ITEA members organised a guided tour over the ITEA exhibition for the Korean delegation. They had 17 delegates divided over several groups, each visiting 6 ITEA projects, witnessing their results and business impact. In ITEA third call, 71 projects were labelled, and 32 unique Korean partners were involved in 11 labelled projects. -The Project application focus with Korean participation are: smart health, smart cities, smart mobility, smart industry, smart communities & smart engineering. In total (all ITEA Calls), 45 Korean partners participate in 23 ITEA projects with a total of 402 PY and 27,024 k€

A full list of project partners and projects in all ITEA projects, can be seen [here](#). On the Public Authority side, the ITEA Office collaborates with KIAT - Korea Institute for Advancement of Technology.

As said before, the “EUREKA Clusters” are partnerships involving an open community of large industrial players, SMEs, universities, research institutes and user organisations. This confirms other examples of EU-Korea collaboration, not necessarily involving “innovation clusters”. A European “innovation cluster” could certainly be part of a EUREKA cluster project, or one of its members (research institute, company) could be involved.

3.6. TCI Conference: example of cluster networks' collaboration for a conference co-organisation



The 18th **TCI Global Conference** was held in Daegu, Republic of Korea on 3-6 November 2015 under the theme of "Clusters in a Creative Economy. New Agendas for Companies and Policy Makers"¹². In total, 900 professionals from the cluster field, academics, policymakers and businessmen participated in the event from 86 different countries. The event was organised by **KICOX - Korea Industrial Complex Corp** in collaboration with **TCI Network**.

Within the framework of the conference, delegates had the opportunity to visit clusters in the host city and its surroundings in order to learn more about the Korean Cluster Approach. The participants could choose between seven clusters in the fields of Dyeing & Textile, Mechatronics, Steel, Mobile, Mechanical Materials, MICE & Leisure and Cultural Heritage.

The tours were diverse in their content: some included visits to world-leading companies, such as Samsung and POSCO, while during the Mechatronics tour, for example, the participants visited a mini-cluster that was comprised of 128 companies, 9 universities, 4 research centres and 29 sponsors.

The contact between the TCI Network and KICOX had been established by a TCI Board Member who had been to Korea before. There had been a clear aim to organise a conference in Asia and KICOX was selected as host/organiser following an application process. The feedback from the TCI Network suggests that overall the collaboration was a success. KICOX was deemed as a very good partner to work with and organising an interesting and successful event.

This event successfully set the ground for opening a TCI Asia Chapter, which organised its first conference in October 2017, in Daegu, Korea. The cluster conference was entitled "How to foster industrial cluster policy in Asia region". Over 200 people attended the event. The TCI Asia Chapter aims to create a platform for learning and exchanging experiences, exploring how the broader principles of cluster-based economic development are playing out in the Asian context. Like the previous conference, it was followed by a field trip which involved the visit of Daegu Industrial Complex, Korea Brain Research Institute, Daegu High-tech Medical Complex, and Daegu Seongseo Industrial Complex.

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¹² 18th TCI Global Conference, Daegu 2015 "Clusters in a Creative Economy. New Agendas for Companies and Policy Makers" <http://www.tci-network.org/tci2015>, consulted on 16/08/2018

¹³ TCI, The 1st TCI Asian Cluster Competitiveness Conference, October 2017, http://www.tci-network.org/asia_activities_1stconference, consulted on 21/08/2018

The TCI Asia Chapter established an ad-hoc committee with representatives from different Asian countries, who identified synergies and areas for developing joint projects and research. Another conference will take place next year to define actions.¹⁴

3.7. The Cluster House: example of an agreement for cluster collaboration established through a cross-border cluster network



The [Cluster House](#) is an innovative business development organisation that manages Serbian clusters and fosters economic development across the Black Sea Region. In 2012, The Cluster House initiated the establishment of The Balkan Black Sea Cluster Network which today includes over 170 clusters and supports institutions in the region.

So far, The Balkan Black Sea Cluster Network has been acting on its own and has proved that it has been a crucial actor in the promotion of cluster-based economic development in the region. However, regarding the future, it expects to be officially recognised and supported by EU institutions in initiating further cluster-based development in the region, as well as transnational co-operations.

In September 2016, the “Grand Transnational Agreement On Cooperation Between The South Korea And The Balkan Black Sea Cluster Family With Friends” was signed at the Balkan & Black Sea Conference Days of Clusters 2016 in Ohrid, Macedonia. The agreement was initiated by The Cluster House and was signed by representatives from Cluster Organisations from Hungary, Bulgaria, Croatia, Czech Republic, Romania, Macedonia, Albania, Slovenia and South Korea, represented by The Keimyung University Daegu South Korea, dean Prof. Dr. Geunwoo Ryu, an initiator of the Global TCI Network Asia with Oceania Chapter.¹⁵ The contact has been established through the TCI Conference and Network (common contacts as part of the TCI Board).

The specific objective of the MoU between South Korea and the Balkan Black Sea (BBS) Region was to develop and enhance activities in the field of education, science and economy with the purpose of

¹⁴ Interview Patricia Valdenebro, TCI, 21/08/2018

¹⁵ On the EU side, the agreement was initiated by Dr. Danka Milojkovic, Cluster House Director and the Global TCI Network Board of Directors Member, and supported by representatives from clusters organizations from Hungary (*National Alliance for Innovative Clusters, Budapest*), Bulgaria (*Foundation “Don’t stop” - Bulgaria, Sofia*), BiH (Faculty of Economics, Nezasvisni univerzitet Banjaluka), Croatia (*Ministry of Entrepreneurship and Crafts of the Republic of Croatia, Zagreb – official approval is ongoing*), Czech Republic (National Cluster Association NCA), Romania (Romanian Cluster Association ClusteRo), Macedonia (National Center for Development of Innovation and Entrepreneurial Learning NCDIEL Skopje), Albania (Agrinet Korçë), Slovenia (*Development Center Novo Mesto*).

protecting and ensuring the common interest of promoting economic growth, and further educating the population of South Korea and the Balkan Black Sea Region.

The general objective was to build a bridge between the two regions by creating cluster-based socio-economic, R&D and twinning programmes. The Agreement serves as a tool for connecting the BBS region with the Global TCI Asia and Oceania Chapter with the aim to support cluster-based peer-to-peer (P2P), business-to-business (B2B), business-to-consumer (B2C), customer-to-customer (C2C) connections; transfer of know-how; boosting of the R&D and innovations; exchange of students; better bridging the social-cultural and language differences; investment promotion based on trust building, respect and mutual understanding; all this due to joint contribution towards protecting peace in the world through the support of transnational sustainable socio-economic development and growth programs and projects.

The Action Plan for the period of 2017-2018 for the implementation of the Agreement was developed by the signatories in November 2016 during the TCI Conference in Eindhoven. The Agreement covers the following actions and activities: exchange of teaching and scientific staff; joint research projects; organisation of exchange programs; special short-term academic programmes; provision of competent lecturers and adequate professional literature for the educational programmes etc.

Two years after signing the Grand agreement, projects, drawn upon the Action Plan mentioned above are still awaiting proposals from EU and Asian partners for implementation. Cluster house supported the establishment of the TCI Asia Chapter in 2017 and supported the supported candidacy and selection of Prof. Dr. Geunwoo Ryu for a member of the Global TCI Network Board of Directors in 2017.

3.8. Lithuanian ICT Cluster: Example of cluster cooperation with a University

Lithuanian ICT Cluster, (former Uzupis Creative Cluster) has a track record of successful partnership with South Korea's Dongseo University in Busan. The Cluster initiated a cooperation between its member Mykolas Romeris University (MRU) and partners in South Korea. The trilateral agreement between Mykolas Romeris University in Vilnius, Dongseo University in Busan and cluster, signed in 2013 on May 22nd by MRU Rector Prof. Alvydas Pumputis with South Korea's Dongseo University President Dr. Jekuk Chang and Uzupis Creative Cluster President Vytautas Ratkevicius, has established a study programme with joint diploma in the area of digital contents.

4. Opportunities/potential for further EU-South Korea cluster cooperation: thematic focus

As shown in chapter 3, the European side has strong interest in collaborating with Korean partners (). However, and even though a number of collaboration cases with a variety of Korean actors exist, these are still in early stages.

In parallel, it is possible to discern a real interest from the Korean side to go international: not always on at the cluster level, but from a certain number of different actors such as ministries, municipalities, industry clusters. European clusters have confirmed that it can be of interest to engage with non-cluster organisations in Korea, even on local level, as these are often well embedded into the national and regional ecosystems. The analysis has also proven that at the Korean governmental level a number of initiatives exist to “invite” European actors into the country.

Sectors for collaboration are rather broad – which is not surprising given the wide range of industry sectors present in Korea and hence the potential for European companies in this market is varied (see also ECCP preparatory briefing on Korea, economic and sector analysis).

The sectors where collaboration could be currently identified include: cosmetics/pharma, food sector, consumer goods, packaging, bio and water sector. The examples in chapter 3 are a good representation of these activities. In addition, collaboration cases detected often involve only one cluster (on the EU side) with either a company, research institution, or even more often political institutions or networks on the Korean side. The Preparatory Paper elaborated by ECCP (September 2018) includes a Korea cluster mapping on sector basis.

South Korea is specifically mentioned as a main target country for activities by two ESCP-4i projects, namely New Frontiers in Food (agrifood) and BioXClusters Plus. It is also included by a number of other ESCP-4i partnerships in the broader target of “Asia”.

Annex 1: KICOX Global Network

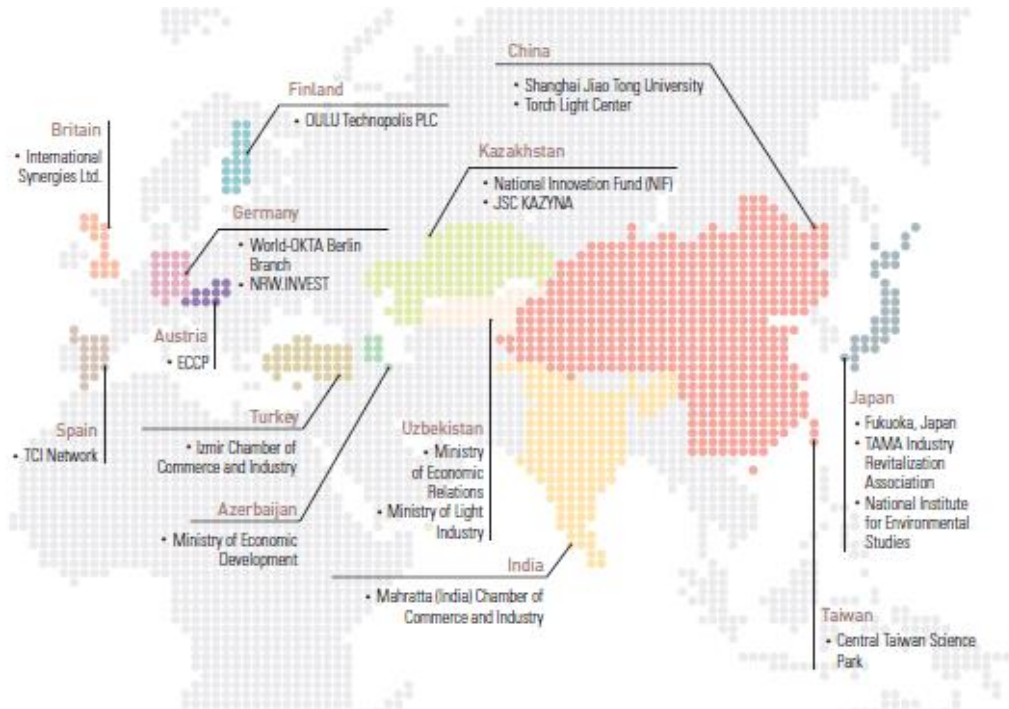


FIGURE 2: KICOX GLOBAL NETWORK – MENTIONING ECCP¹⁶

¹⁶ Ministry of Trade, Industry & Energy et al, The Industrial Cluster Program of Korea, March 2016, p.30

Annex 2: Contacts in Korea

Proposed contact for policy dialogue:

- Korea Industrial Complex Corp.(KICOX):
<http://www.kicox.or.kr/home/eng/index.jsp>
Director, Cluster Support Team, Mr. Chang Bae Yoon, Tel +82-10-4231-2104,
yun3619@kicox.or.kr and
International Cooperation Manager, Ms Sohee Jeong, jshee@kicox.or.kr

Political institutions for cluster cooperation:

- Ministry of Trade, Industry and Energy (MOTIE) - <http://english.motie.go.kr/> in English version (and <http://www.motie.go.kr/www/wwwMain/main.do>)
- Delegation of the European Union to the Republic of Korea: http://eeas.europa.eu/delegations/south_korea/eu_rok/political_relations/index_en.htm

Other contact points in South Korea with cluster relevance:

- South-Eastern Region of Korean Academic Society for Industrial Cluster, Director and Keimyung University, Professor, School of Economics & International Trade and Dean, College of Social Science:
Dr. Geunwoo Ryu (*also KICOX advisor and TCI Network Asia and Oceania Chapter initiator*),
1095 Dalgubeol-daero, Daegu, Korea 704-701,
Tel (+82-53)580-5390, (Mobile (+82-0)10-8779-5381), ryuwoo@kmu.ac.kr

Other contact points in South Korea, going beyond cluster collaboration:

- EEN contact points <http://een.ec.europa.eu/about/branches/kr/seoul>
For example,
ED Research Co., Ltd.(EDR), a government-authorized technology transfer company, EEN contact point: Ellie Jung, elliejung@edresearch.co.kr and
Korea International Trade Association (KITA), EEN contact point: Rachel KIM,
rachel3955@kita.net
- European Chamber of Commerce in Korea: <https://ecck.eu/>, Hyokyung Suh,
hyokyung.suh@ecck.eu
- Korea Institute for Advancement of Technology (KIAT):
<https://www.kiat.or.kr/site/engnew/index.jsp>
- National Research Foundation of Korea (NRF; former partner in the Koranet project):
http://www.nrf.re.kr/nrf_eng_cms/

Further contacts with relevance for cluster collaboration or SME collaboration:

- EU Gateway / Business Avenues Korea: <https://www.eu-gateway.eu/>

Further reading on EU-Korea agreements:

- S&T Agreement between the European Union & the Republic of Korea, 2013, http://ec.europa.eu/research/iscp/pdf/policy/korea_review.pdf
- EU-Korea Free Trade Agreement - Putting the FTA Into Practice: http://eeas.europa.eu/delegations/south_korea/documents/eu_south_korea/fta_booklet_final_en.pdf
- Administrative Arrangement between the Ministry of Trade, Industry and Energy and the Korean Industrial Complex Corporation of the Republic of Korea, https://www.clustercollaboration.eu/sites/default/files/administrative_arrangement_korea_cluster.pdf