



kotra

Korea Trade-Investment
Promotion Agency

KOTRA(Korea Trade-Investment Promotion Agency)
Korea Defence Industry Trade Support Center
GtoG Trade Support Center
13 Heolleung-ro, Seocho-gu, Seoul, Korea (06792)
TEL. +82. 2. 3460. 7812

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Korea Trade-Investment
Promotion Agency



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KOTRA : Qué hacemos

KOTRA es una agencia gubernamental de promoción del comercio y la inversión extranjera de Corea del Sur.

Con 129 oficinas ubicadas en 84 países de todo el mundo, KOTRA es una plataforma empresarial global para ampliar las actividades comerciales entre empresas nacionales y extranjeras.

KOTRA Oficina Comercial del Gobierno de Corea del Sur

PRINCIPALES FUNCIONES Y COMPETENCIAS



Animar a las PYME a ampliar su negocio en el mercado exterior



Apoyar a las empresas extranjeras para que inviertan en Corea



Ejecutar los proyectos gubernamentales pertinentes



Proporcionar información empresarial recopilada en distintos países



Promover la cooperación en materia de desarrollo y comercio internacionales

Organización

Sede 13, Heolleung-ro, Seocho-gu, Seúl, Corea del Sur

En el extranjero 10 sedes regionales, 129 oficinas en el extranjero en 84 países

Página web

INGLÉS www.kotra.or.kr/english/index.do

COREANO www.kotra.or.kr

KOTRA : Qué hacemos

KOTRA es la parte contratante exclusiva en los contratos de exportación entre gobiernos

Por qué KOTRA es parte contratante en los contratos de exportación entre gobiernos?

De acuerdo con la Ley de Comercio Exterior y la Ley de la Agencia de Promoción del Comercio y la Inversión de Corea, KOTRA confirma la intención del gobierno extranjero de celebrar contratos G2G, negocia y firma contratos G2G como parte contratante.

NOTE

Ley de Comercio Exterior (Agencia exclusiva de contrato de exportación G2G)
 Ley de la Agencia de Promoción del Comercio y la Inversión de Corea (Posición de la parte en relación con los contratos de exportación de material de defensa, material general, servicios, etc.)



* KODITS(The Korea Defense Industry Trade Support Center)

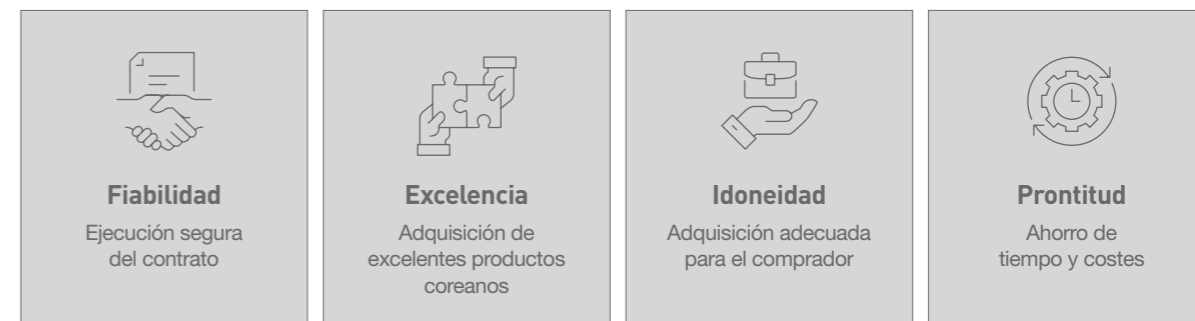
Contrato G2G y sus beneficios

A petición de un gobierno extranjero, KOTRA, una agencia de contratos de exportación G2G autorizada, se convierte en parte contratante en nombre de una empresa coreana o conjuntamente con ella, y firma un contrato con un gobierno extranjero para exportar bienes y servicios a dicho gobierno

Estructura del contrato de exportación G2G



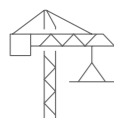
Beneficios del contrato G2G



Artículos del contrato G2G

Todos los bienes y servicios, tangibles o intangibles

1



Vehículos para usos especiales y equipos de transporte

- Camiones de bomberos, ambulancias, vehículos de policía, entre otros
- Buques, vehículos ferroviarios, grúas, entre otros.

2



Aviación e industria aeroespacial

- Helicópteros de rescate y de prevención de accidentes, aeronaves, entre otros.

3



ICT

- E-gobierno, red de comunicación y sistema de control (sala de control, gestión de desastres, etc.).
- Sistema de educación en línea, sistema inteligente de transporte, entre otros.

4



Infraestructuras y sistema de operación correspondiente

- Construcción de instalaciones públicas (hospitales, empresas de radiodifusión, comisarías de policía, etc.) y sistema de operación
- Carreteras, puertos, centrales eléctricas, aeropuertos, ferrocarriles, estaciones de metro, entre

5



Instalaciones industriales

- Plantas de acero, gasolineras, entre otros.

6

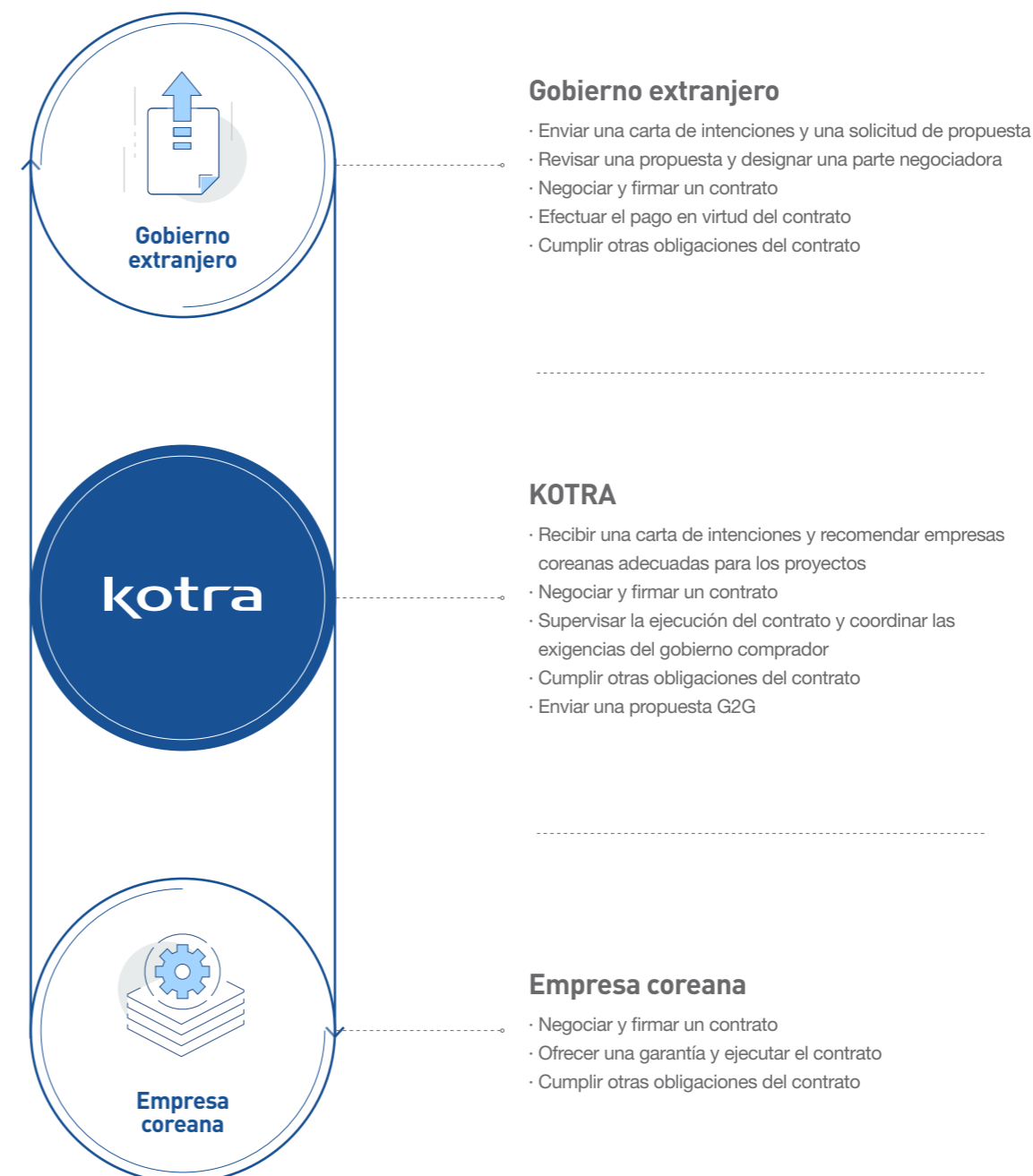


Materiales de defensa

- Artillería, misiles, aviones de caza, entre otros.

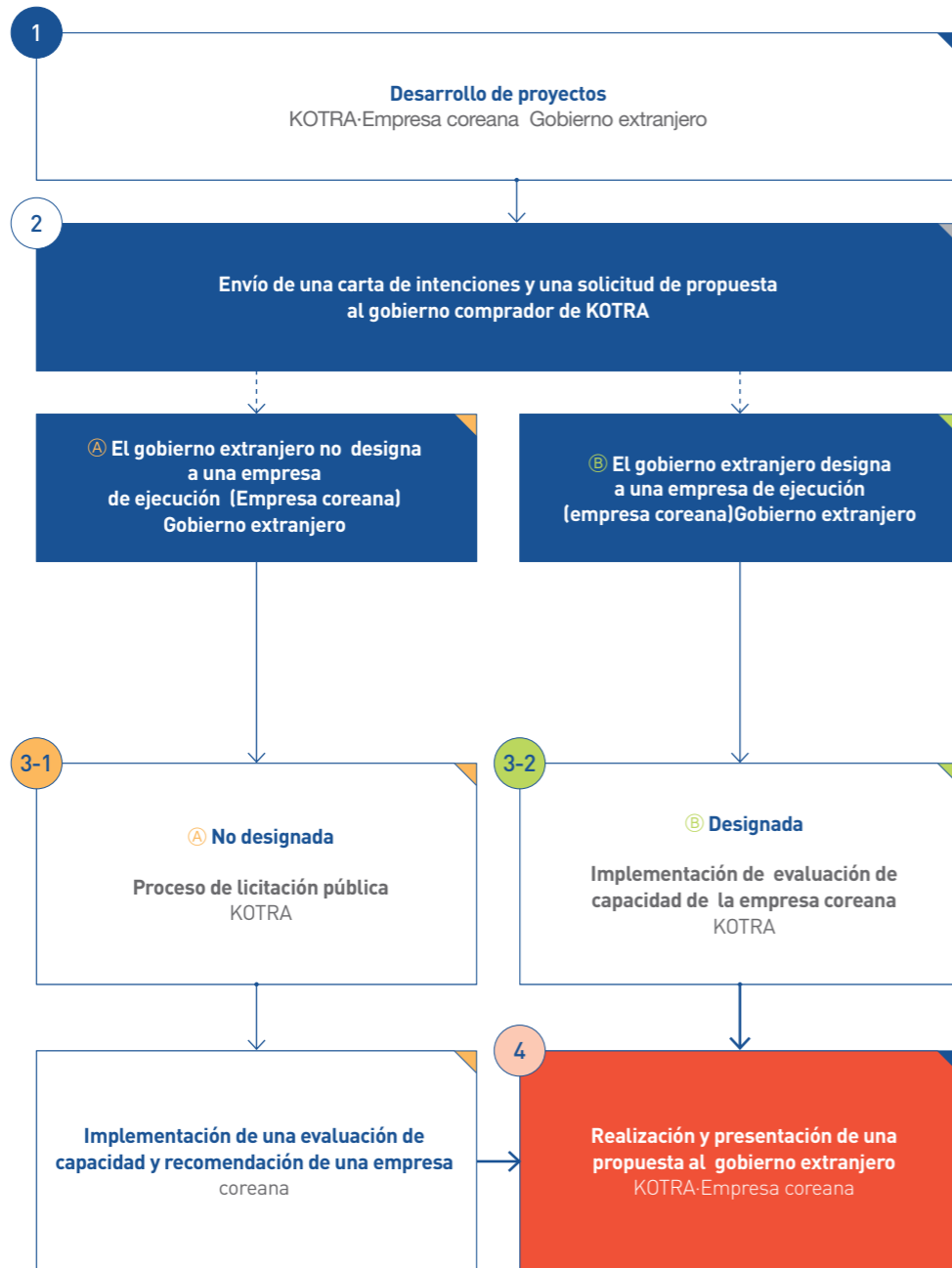
Competencias y responsabilidades de las partes contractuales G2G

Las partes de los contratos G2G asumen las siguientes obligaciones

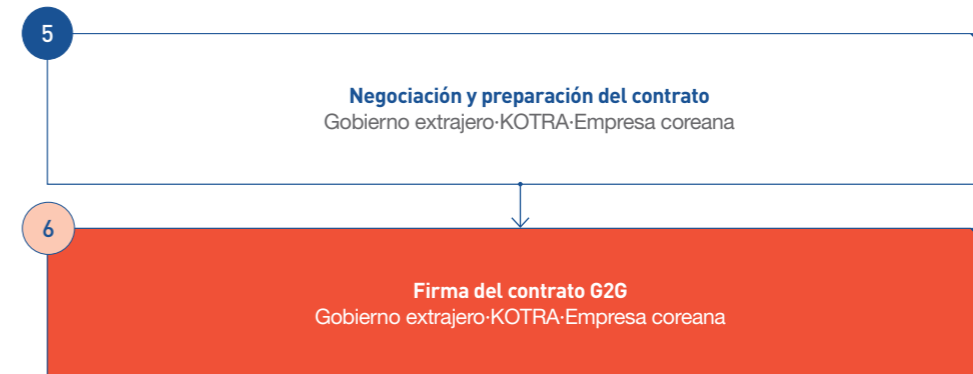


Procedimiento de contratación G2G

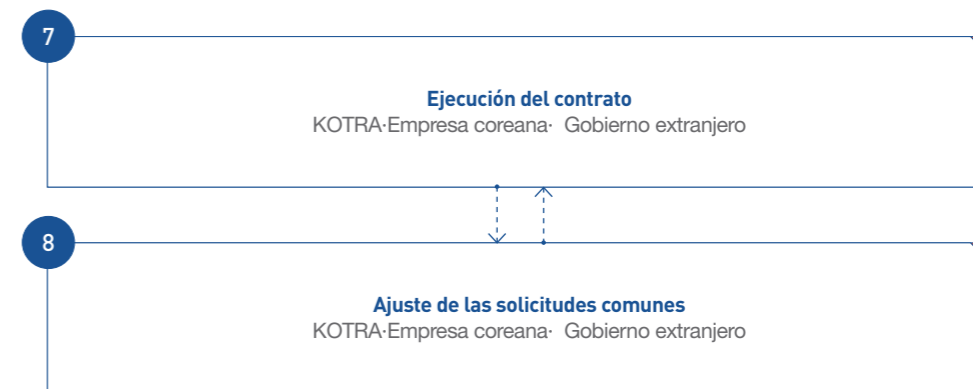
PASO 1 Planificación y Organización



PASO 2 Negociación y Celebración



PASO 3 Ejecución y Revisión



* Los procedimientos contractuales podran modificarse si fuera necesario.

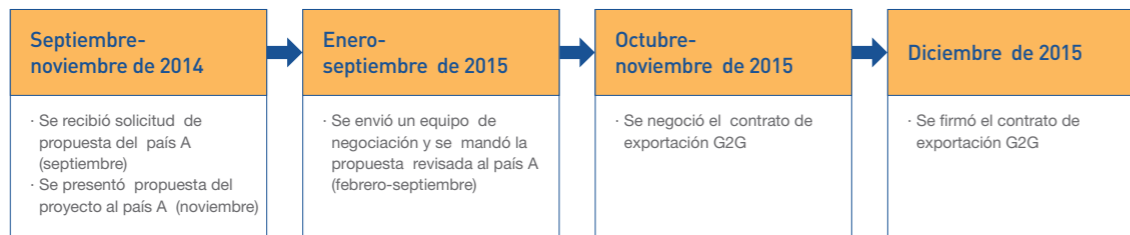
Ejemplos de contrato G2G

Materiales Generales

1

Proyecto de Patrulleros Inteligentes (País A, diciembre de 2015)

[Procedimiento contractual]



2

Proyecto de Autobuses Escolares (Un Gobierno Estatal de País B, mayo de 2017)

[Procedimiento contractual]



3

Proyecto de servicio aeroportuario (País C, septiembre de 2019)

[Procedimiento de contractual]

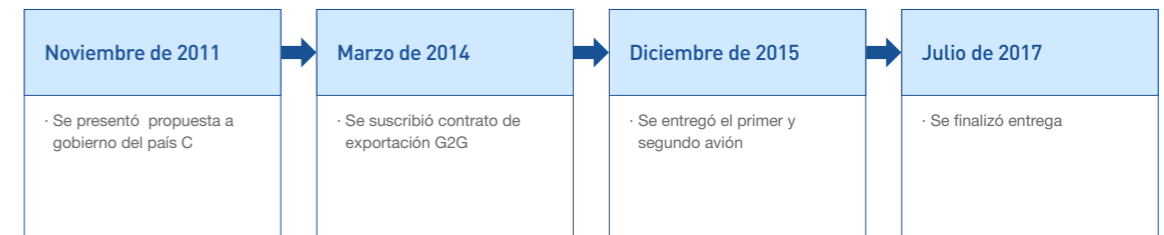


Materiales de defensa

4

Proyecto de Aviones Ligeros de Ataque FA-50 (País C, marzo de 2014)

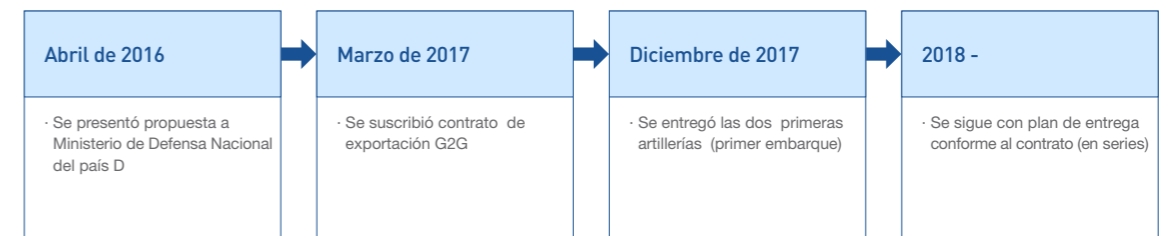
[Procedimiento contractual]



5

Proyecto de Artillería Autopropulsada K-9 (País D, marzo de 2017)

[Procedimiento contractual]



Global Network of KOTRA

(129 offices in 84 countries)



CHINA

KOTRA Beijing

29th Floor, Beijing POSCO Center, Hongtai East St., Wangjing, Chaoyang District, Beijing, China
Tel : (86-10)6410-6162

KOTRA Shanghai

Room 3110, Shanghai Maxdo Center, No.8 Xing Yi Rd, Changning District, Shanghai, China(200336)
Tel : (86-21)5108-8771

KOTRA Guangzhou

Unit 2904-07A, Teem Tower No.208 Tianhe Rd., Tianhe District, Guangzhou, China(510620)
Tel : (86-20)2208-1600

KOTRA Dalian

Room 1403A, 147 Zhongshan Road, Xigang District, Dalian, China(116011)
Tel : (86-411)8253-0051

KOTRA Chengdu

29/F, Tower 2, Plaza Central, Shuncheng Dajie, Jinjiang District, Chengdu, Sichuan, China(610016)
Tel : (86-28)8672-3501

KOTRA Qingdao

Rm2308, HNA Center, No.2 Hongkong Mid Road, ShiNan District, Qingdao, Shandong, China
Tel : (86-532)8388-7931

KOTRA Wuhan

Room 1206, Wuhan New World Int'l Trade Center 568 Jianshe Avenue, Hankou, Wuhan, Hubei, China
Tel : (86-27)5930-9299

KOTRA Hong Kong

Room 3102, 31/F, Central Plaza, 18 Harbour Road, Wanchai, Hong Kong, China
Tel : (852)2545-9500

KOTRA Xian

1905, Maike Center, No.12 Jinye Rd., Gaoxin Hi-tech Ind., Development Zone, Xi'an, China(710077)
Tel : (86-29)8883-1060

KOTRA Shenyang

Room 1703 China Resources Building, No 286, Qingnianda Street, Heping District, Shenyang, Liaoning, P.R.China
Tel : (86-24)3137-0770

KOTRA Nanjing

RM 1705, Office Building of Deji Plaza, No.18, Zhongshan Road, Nanjing, 210018 P.R.China
Tel : (86-25)8328-8991

KOTRA Chongqing

10-8, No.68, One Road Yanghe, Jiangbei District, Chongqing, China
Tel : (86-23)6039-1005

KOTRA Changsha

NO.3208, HUAYUAN International Center, NO.36 Section 2 Xiangjiang Middle Road Tianxin District, Changsha, Hunan China(410002)
Tel : (86-731)8564-0080

KOTRA Zhengzhou

Rm No 706, Meisheng Center B/D, 33 Jinshuidong Road, Zhengzhou, Henan, China(450018)
Tel : (86-371)8616-3927

KOTRA Hangzhou

Room 2502, Wanyin International Center, No.100 MinXinRoad, Shangcheng Disitric, Hangzhou, China
Tel : (86-571)8110-3099

KOTRA Xiamen

Unit G.21F, International Bank Building, No.8, Lujiangdao, Xiamen, Fujian, China
Tel : (86-592)210-3190

KOTRA Shenzhen

Room 1205, North Tower, Shenzhen Energy Center, Intersection of Jintian Rd and Binhe Avenue, Futian District, Shenzhen, Guang-dong Province, China (518048)
Tel : (86-755)8335-9991

KOTRA Tianjin

Room 2911, Modern International Finance Center, 136 Chifeng Road, Heping District, Tianjin, China (300041)
Tel : (86-22)2329-6631

KOTRA Taipei

Room 2214, 22Floor, TWTC Int'l Trade Bldg., 333 Keelung Rd., Sec.1, Taipei 110, Taiwan, R.O.C
Tel : (886-2)2725-2324

KOTRA Changchun

Room 1309, Changchun International Financial Center, No.3518-B People's Street, Nanguan District, Changchun, Jilin, China(130000)
Tel : (86-431)8051-9850

KOTRA Harbin

Room 1806, 18Floor, FuLi Center,660 YouYi West Road, DaoLi District, Harbin City, HeiLongJiang, China(150076)
Tel : (86-451)5110-7080

EUROPE

KOTRA Frankfurt

MesseTurm 33. OG, Friedrich-Ebert-Anlage 49, 60308 Frankfurt/M, Germany
Tel : (49-69)242-9920

KOTRA Hamburg

Axel-Springer-Platz 3, Haus B, 20355 Hamburg, Germany
Tel : (49-40)3405-7411

KOTRA Munich

Tal 12, 80331 Munich, Germany
Tel : (49-89)2424-2630

KOTRA Paris

19, Avenue de l'Opera 75001 Paris, France
Tel : (33-1)5535-8888

KOTRA London

1st Floor, Brettenham House North, 12-13 Lancaster Place, London WC2E 7EN, United Kingdom
Tel : (44-20)7520-5300

KOTRA Stockholm

Svardvagen 11C, SE-182 33 Danderyd, Sweden
Tel : (46-8)308-090

KOTRA Copenhagen

The Commercial Section of the Embassy of the Republic of Korea Holbergsgade 14, 3rd Floor, DK-1057 Copenhagen, Denmark
Tel : (45)3312-6658

KOTRA Amsterdam

Strawinskylaan 1253, 1077XX, Amsterdam, The Netherlands
Tel : (31-20)673-0555

KOTRA Brussels

Rond-point Robert Schuman 11, 1040 Brussels, Belgium
Tel : (32-2)203-2142

KOTRA Milan

Via Larga 2, Milano 20122, Italy
Tel : (39)02-795813

KOTRA Zurich

Claridenstrasse 22, CH-8002 Zurich, Switzerland
Tel : (41-44)503-5300

KOTRA Madrid

Paseo de la Castellana 95, Torre Europa, Planta 9B, 28046 Madrid, Spain
Tel : (34-91)556-6241

KOTRA Vienna

The Commercial Section of the Embassy of the Republic of Korea Mariahilferstrasse 77-79/1/3 (Mahu 77, 3rd Fl.) A-1060 Vienna, Austria
Tel : (43-1)586-3876

KOTRA Athens

6th Fl, 5 Chatzigianni Mexi Str., GR-115 28, Athens Greece
Tel : (30-210)654-3623

KOTRA Helsinki

Salomonkatu 17 A, 3 Krs D, 00100 Helsinki, Finland
Tel : (358-9)682-9490

KOTRA Budapest

H-1123 Budapest, Alkotás str. 50. Alkotás Point B Building, 3rd Floor
Tel : (36-1)799-5400

KOTRA Warsaw

Warsaw Financial Center 9th Floor, Emilii Plater 53, 00-113 Warsaw, Poland
Tel : (48-22)520-6230

KOTRA Praha

Panorama Business Center, Skretova 12,120 00 Praha 2, Czech Republic
Tel : (420)245-005-656

KOTRA Bucharest

Bucuresti (Commercial Section of the Embassy of the Republic of Korea) Baneasa Business & Technology Park, Soseaua Bucuresti – Ploiesti nr. 42-44, Sector 1, Romania Cladirea A, Aripa A1, Et. 1
Tel : (40-21)233-2171-3

KOTRA Zagreb

Radnicka cesta 52/III 10000, Zagreb, Croatia
Tel : (385-1)4815-102

KOTRA Sofia

Office B100, 36 Dragan Tsankov Boulevard, Interpret WTC, Sofia 1057, Bulgaria
Tel : (359-2)969-5030

KOTRA Bratislava

2nd Floor, Cintorínska 2333/9, 811 08 Bratislava, Slovak Republic
Tel : (421-2)2129-3450

KOTRA Beograd

Tresnjinov Cveta 1, VIG Plaza 7th F, 11070, New Belgrade, Serbia
Tel : (381)11-311-0644

KOTRA Lisbon

Av. Engenheiro Duarte Pacheco, Torre1, Piso4, Salas 9 e 10, 1070-101 Lisboa, Portugal
Contact : (351)215-951-700

NORTH AMERICA

KOTRA New York

460 Park Avenue, 14th Floor, New York, NY 10022, U.S.A.
Tel : (1-212)826-0900

KOTRA Los Angeles

4801 Wilshire Blvd., Suite. 104, Los Angeles, CA 90010, U.S.A.
Tel : (1-323)954-9500

KOTRA Chicago

111 East Wacker Drive, Suite 2229, Chicago, Illinois 60601, U.S.A.
Tel : (1-312)644-4323

KOTRA Dallas

3030 LBJ Freeway #1200, Dallas, Texas 75234, U.S.A.
Tel : (1-972)243-9300

KOTRA Washington D.C.

1660 L street NW, Ste 301, Washington DC, 20036, U.S.A.
Tel : (1-202)857-7919

KOTRA Silicon Valley

3003 North First Street, San Jose, CA 95134, U.S.A.
Tel : (1-408)432-5000

KOTRA Detroit

Columbia Center II, Suite 545, 101 W. Big Beaver Road, Troy, MI 48084, U.S.A.
Tel : (1-248)619-1601

KOTRA Atlanta

950 East Paces Ferry Road, NE, Suite 999, Atlanta, GA 30326
Tel : (1)-470-682-3960

KOTRA Toronto

2 St. Clair Avenue West, Suite 800, Toronto, Ontario M4V 1L5 Canada
Tel : (1-416)368-3399

KOTRA Vancouver

780-999 Canada Place, Vancouver, BC, Canada V6C 3E1
Tel : (1-604)683-1820

MIDDLE EAST & AFRICA

KOTRA Dubai

Room No.202, Level 102, Arenco Tower Dubai Internet City, Dubai, P.O.Box 12859, U.A.E.
Tel : (971-4)450-4360

KOTRA Cairo

44 Palestine St, 1st Floor, New Maadi, Cairo
Tel : (20-2)2754-5319

KOTRA Tehran

#803, 8th Fl., No.19, Houma Bldg., 14th St., Velenjak, Tehran, Iran
Tel : (98-21)2637-6558

KOTRA Tel Aviv

11 Galgalei HaPlada St., Druyonov Business Center Entrance 3, 2nd Fl., Herzliya Pituach 4672211, Israel
Tel : (972-9)763-6341

KOTRA Riyadh

Commercial Section, Embassy of the Republic of Korea 105 Legend Tower, Tahlia Street North, King Fahad Road, P.O.Box 220297 Riyadh 11311, Kingdom of Saudi Arabia
Tel : (966-11)273-4496

KOTRA Amman

Office #303 & 304 -3rd Floor of Campbell Gray Living Building, Abdali St.,New Abdali Area. (940593 Amman 11194 Jordan)
Tel : (962-6)510-4060

KOTRA Tripoli

44 Palestine St, 1st Floor, New Maadi, Cairo
Tel : (20-2)2754-5319

KOTRA Casablanca

Ghandi Mall, Boulevard Ghandi Immeuble 8, 2eme Etage No.4, 20100 Casablanca, Morocco
Tel : (212-522)98-96-27, 98-46-36

KOTRA Kuwait

Jase Tower Floor no. 5, block 2, building no. 17, Ibrahim Al-Mudhef Street, Arabian Gulf Road, Sharq, Kuwait.
Tel : (965)2243-6933

KOTRA Muscat

Al Fardan Building (1st Floor. Office 5-17), Al Azaiba, Muscat, Sultanate of Oman (PO BOX 149, Postal Code 118)
Tel : (968)2411-7011~3

KOTRA Baghdad

Iraq, Baghdad, International Zone, Al-Kindi Area, District 215, Street 9, House no. 12. (PO Box 2615 Jadriya)
Tel : (964-772)224-4629

KOTRA Algiers

Commercial Section, Embassy of the Republic of Korea Cit des PTT, N° A/18, Hydra, Alger, Algeria (16016)
Tel : (213)770-650-704

KOTRA Damascus

Office #303 & 304 -3rd Floor of Campbell Gray Living Building, Abdali St.,New Abdali Area. (940593 Amman 11194 Jordan)
Tel : (962-6)510-4060

KOTRA Istanbul

Ahi Evran Caddesi No:6, Aksoy Plaza, Kat:3 Daire:89, Maslak, Sariyer, Istanbul
Tel : (90-212)325-3646

KOTRA Doha

#2006 Palm Tower B, West Bay, Doha, Qatar
Tel : (974)4016-2603

AFRICA**KOTRA Johannesburg**

(Economic Section of the Korean Embassy)
18th Floor, Sandton City Office Towers, Corner of Rivonia Road & 5th Street, Sandton, South Africa
Tel : (27-11)784-2940

KOTRA Lagos

Office of the Commercial Attache, Embassy of the Republic of Korea
11th Fl., Sea Wing, Foreshore Towers, 2A Osborne Road, Ikoyi, Lagos, Nigeria
Tel : (234-1)453-0500

KOTRA Nairobi

Commercial Section of the Embassy of the Republic of Korea.
Delta Corner Annex, 1st Floor, Ring Road, Westlands, Nairobi, (PO Box 40569-00100 GPO Nairobi, Kenya)
Tel : (+254) 733-228-922 / (+254) 726-237-419

KOTRA Khartoum

(Commercial Section of Korea Embassy)
Sudan, Khartoum, Amarat 15., No. 1/50, Block 9/10, Mutasim Izz Eldin Building 2nd FL (Red-bricks building across from the Nile Gas Station)
Tel : (249-1)8349-8814

KOTRA Addis Ababa

P.O. Box 5629, Nifas Silk Laphto, Woreda 3, House No. 977, Bisrate Gebriel Area
Next to Bayne Bldg. 4th Floor Addis Ababa, Ethiopia
Tel : (+251)113-204-305

KOTRA Accra

135 Osu Badu Street, Airport West Residential Area, Accra, Ghana (P.O.Box AN6671, Accra North)
Tel : (233-30)276-4367

KOTRA Dar es Salaam

12th Floor, Golden Jubilee Towers, Ohio Street,(3882, Dar es Salaam, Tanzania)
Tel : (255-22)292-2201

KOTRA Maputo

Av. Marginal 141, Torres Rani - Torre de Escritorio, Piso 6, Maputo, Mozambique
Tel : (258-21)487-072

KOTRA Abidjan, Service Commercial de l'Ambassade de Corée

06 BP 1148 Abidjan 06 Côte d'Ivoire 2ième étage, Immeuble NSIA, Rue des Jardins, 2 Plateaux, Abidjan Côte d'Ivoire
Tel : (225)27-2251-4715

JAPAN**KOTRA Tokyo**

9th Floor, Shinkokusai Bldg, 3-4-1 Marunouchi, Chiyoda-Ku, Tokyo, Japan(100-0005)
Tel : (81-3)3214-6951

KOTRA Osaka

20th Floor, Osaka Kokusai Bldg., 3-13, Azuchimachi 2-Chome, Chuo-Ku, Osaka, Japan(541-0052)
Tel : (81-6)6262-3831

KOTRA Fukuoka

11th Floor, Nihonseimei Hakataekimae Bldg., 3-2-1 Hakataekimae, Hakata-Ku, Fukuoka-city, Japan
Tel : (81-92)473-2005

KOTRA Nagoya

23rd Floor, Nagoya International Center Bldg., 47-1, Nagono 1-Chome, Nakamura-Ku, Nagoya-Shi, Aichi-Pref, Japan(450-0001)
Tel : (81-52)561-3936

Korea Global Partnering Center, Osaka

31th Floor, Osaka Kokusai Bldg., 3-13, Azuchimachi 2-Chome, Chuo-Ku, Osaka, Japan(541-0052)
Tel: (81-6)6121-2740

Korea Global Partnering Center, Nagoya

18th Floor, Nagoya International Center Bldg., 47-1, Nagono 1-Chome, Nakamura-Ku, Nagoya-Shi, Aichi-Pref, Japan(450-0001)
Tel: (81-52)446-7800

SOUTH EAST ASIA & OCEANIA**KOTRA Hanoi**

20th Floor, Office Block of the Charmvit Tower, Grand Plaza, 117 Tran Duy Hung Street, Cau Giay District, Hanoi, Vietnam
Tel : (84-24)3946-0511

KOTRA Hochiminh

R.708B, Fl.7, Diamond Plaza, 34 Le Duan Avenue, Dist.1, HCMC, Vietnam
Tel : (84-28)3822-3944

KOTRA Da Nang

4th Floor, Bach Dang Complex, 50 Bach Dang St., Hai Chau District, Da Nang City, Vietnam
Tel : (84-236)377-9700

KOTRA Singapore

7 Temasek Boulevard, #13-02 Suntec Tower One, Singapore(038987)
Tel : (65)6426-7200

KOTRA Manila

Unit 1, 14F, Ore Central, 31st Street, corner 9th Avenue, Bonifacio Global City, Taguig, Metro Manila, Philippines
Tel : (63-2)8894-4084

KOTRA Bangkok

Unit 4101-4104, 41st Floor, Bhiraj Tower at EmQuartier, 689 Sukhumvit Road, North Klongton, Vadhana, Bangkok 10110 Thailand
Tel : (66-2)035-1555

KOTRA Kuala Lumpur

28th Floor, Menara Public Bank 2, No.78, Jalan Raja Chulan, Kuala Lumpur, Malaysia
Tel : (60-3)2117-7110

KOTRA Yangon

#07-03/04/05, Junction City Tower, Corner of Bogyoke Aung San Rd. and Shwedagon Pagoda Rd., Pabedan TS., Yangon, Myanmar
Tel : (95-1)-9253346

KOTRA Jakarta

Wisma GKBI, Lantai 8 Suite 801, Jl. Jend. Sudirman No.Kav. 28, RT.14/RW.1, Bend. Hilir, Kota Jakarta Pusat, Daerah Khusus Ibukota Jakarta 10210
Tel : (62-21)574-1522

KOTRA Surabaya

Ciputra World Office, 21th Floor Unit 2110-2111, Jl. Mayjen Sungkono 87-89, Dukuh Pakis, Surabaya, Indonesia 60224
E-mail : info@kotrasby.org

KOTRA Phnom Penh

PGCT Center, Str.274, Phnom Pehn, Kingdom of Cambodia (p.o box 2444)
Tel : (855-23)999-099

KOTRA Vientiane

3rd Floor, KOLAO II Building, 23, Singha Road, Nongbone Village, Saysettha District, Vientiane Capital, Lao PDR
Tel : (856-21)455-080

KOTRA Sydney

Suite 19.01, Level 19, 570 George Street, Sydney NSW 2000
Tel : (61-2)8233-4000

KOTRA Auckland

Level 16, Huawei Centre, 120 Albert St, Auckland, 1010, New Zealand (PO Box 4007, Auckland, New Zealand)
Tel : (64-9)373-5792

SOUTH WEST ASIA**KOTRA New Delhi**

3rd Floor, Asset 307, Worldmark 3, Aerocity, New Delhi-110038, India
Tel : (91-11)4230-6300

KOTRA Mumbai

Korea Trade Office Mumbai, Embassy of the Republic of Korea
1001A, Tower 1, Indiabulls Finance Centre, Senapati Bapat Marg, Elphinstone(W), Mumbai 400 013, INDIA
Tel : (91-22)4925-5400

KOTRA Chennai

No.12/1 1st Floor, Bashyam Basheer Ahmed Street, Alwarpet, Chennai - 600018, India
Tel : (91-44)2499-7283

KOTRA Bangalore (Korea Trade Office, Bengaluru)

9th Floor, Pinnacle Tower, Embassy One, No. 8, Bellary Rd, Dena Bank Colony, Ganga Nagar, Bengaluru, Karnataka - 560032, India
Tel : (91-80)6809-9200

KOTRA Kolkata

Smart Works Victoria Park, 8th Floor, Block GN37/2, Sector V, Salt Lake City, Kolkata 700091, West Bengal, India
Tel : (91-33)4055-8150, 8123

KOTRA Ahmedabad

805 & 806 Shivailik Shilp BD, Iscon Circle, SG Road, Ahmedabad 380015, Gujarat, India
Tel : (91-79)4913-0111

KOTRA Karachi

Office #1, 20F, Sky Tower(West Wing), HC-3, Block-4, Scheme-5 Clifton, Karachi, Pakistan
Tel : (92-21)3530-3771

KOTRA Dhaka

Molly Capita Centre 7th Fl., 76 Gulshan Avenue, Gulshan-1, Dhaka-1212, Bangladesh
Tel : (880)2-5881-3153

KOTRA Colombo

NO 59 Edward Lane, 3rd Floor, Colombo 3, SRI LANKA
Tel : (94-11)259-7494

CENTRAL & SOUTHERN AMERICA**KOTRA Mexico**

Av. Paseo de la Reforma 265 Piso 2, Col. Cuauhtemoc, CDMX C.P. 06500, Mexico
Tel : (52-55)5514-3173

KOTRA Panama

18th Floor, World Trade Center, Calle53, Marbella, Ciudad de Panama, P.O.BOX 832-0262
Tel : (507)264-8105

KOTRA Guatemala

13 Calle 3-40, Zona 10, Edificio ATLANTIS, Of. 605, Guatemala. C.A.
Tel : (502)22298-0000

KOTRA Havana

Ave. 3ra, e/. 76 y 78, Edif. Santa Clara 412, Miramar Trade Center, La Habana, Cuba
Tel : (53-7)204-1020

KOTRA Santo Domingo

Av. Sarasota #39, Torre Sarasota Center, Suite 901, Bella Vista, Santo Domingo, Republica Dominicana (Postal Code 10111)
Tel : (1-809)567-9733

KOTRA Sao Paulo

Alameda Santos, 700, CONJ 81,82, Ed. Trianon Corporate CEP 01418-100, Cerqueira Cesar, Sao Paulo, SP, Brazil
Tel : (55-11)3175-3030

KOTRA Lima

Av. Vctor Andrs Belande No.147, Va Principal No.110 Real Cinco-Centro Empresarial Real 1301, San Isidro, Lima, Peru
Tel : (51-1)442-9595

KOTRA Bogota

Calle 113, #7-21, Edificio Teleport Business Park, Torre A, Oficina 1201, Bogota, Colombia
Tel : (57-1)637-5099

KOTRA Buenos Aires

Olga Cossetтини 831, Piso 2 "8" (1107) CABA, Argentina
Tel : (54-11)4312-0033

KOTRA Santiago

Av. Presidente Riesco 5435, Piso 19, Oficina 1901, Las Condes, Santiago, Chile
Tel : (56)2-3221-0710

KOTRA Asunción

Edificio Plaza Center Santa Teresa Piso 5 'A', Avda. Aviadores del chaco 2351 e/Campos Cervera, Asuncion, Paraguay
Tel : (595)21-238-1699

KOTRA Quito

Av. Coruna N27-88 y Av. Orellana Edif. Coruna Plaza 401-402, Quito, Ecuador
Tel : (593)2-2237-111

RUSSIA & CIS**Commercial Section, General Consulate of the Republic of Korea**

1st Floor, Lotte Hotel, 29 Semenovskaya st., Vladivostok, Russia(690091)
Tel : (7-423)240-7105

Commercial Section, Embassy of the Republic of Korea

Office 11-03, Bldg. 40 (Business Center 'MOST'), Kommunisticheskaya Street, Novosibirsk, Russia(630007)
Tel : (7-383)319-6508

Commercial Section, Consulate General of the Republic of Korea

Nekrasova 32-A, St. Petersburg, Russia(191014)
Tel : (7-812)244-1341

Commercial Section, Embassy of the Republic of Korea

4F Floor, Business Center "Khreshatyk Plaza", 19a Khreshatyk Str., 01001, Kyiv, Ukraine
Tel : (380-44)495-2951

KOTRA(Commercial Section of Consulate General of the Republic of Korea in Almaty)

8th Floor, "BNC Plaza", Timiryazev str. 26, Almaty, 050060, Republic of Kazakhstan
Tel : (7-727)222-3232

Commercial Section, Embassy of the Republic of Korea

"Maryam" Plaza, office 304, 12 Basti Bagirova str., Baku, Azerbaijan(AZ1065)
Tel : (994-12)436-7560, 7561

Commercial Section, Embassy of the Republic of Korea

7th Floor, Building No 5A. (Seoul Plaza), Shahrisabz-Tor Street, Mirabad District, Tashkent 100060, Uzbekistan
Tel : (998-78)140-0215, 0216

Commercial Section, Embassy of the Republic of Korea

Office 509, Myasnikova Street 70, 220030, Minsk, Republic of Belarus
Tel : (375-17)200-0168, 0169

KOTRA Ulaanbaatar

23rd floor, KHAN BANK Tower, Mahatma Gandhi street, 15th khoroo, Khan-Uul district, Ulaanbaatar, Mongolia
Tel : (976)7711-0140