

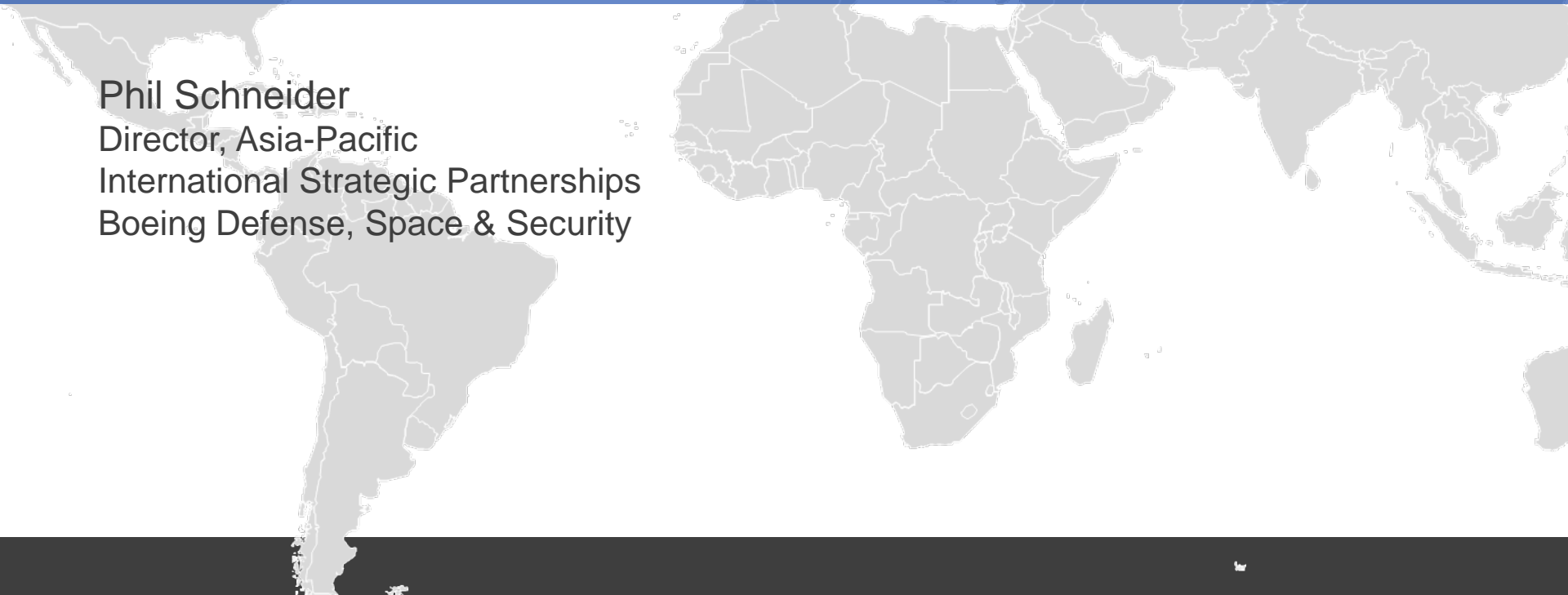
Korean SME Engagement

A world map is visible in the background, rendered in a light blue color against a darker blue background. The map shows the outlines of continents and countries.

ROK-US DICC

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A light gray world map is visible in the background of the lower half of the slide. It shows the outlines of continents and countries.

Supporting Korea's Policy Objectives

KOREA'S ECONOMIC POLICY GOALS – The Creative Economy

1. Creation of new jobs and markets through creativity and innovation
2. Strengthening the global leadership of Korea's creative economy with global economies
3. Respecting creativity and promoting creativity within society

STRATEGY 2

Promoting venture capital firms and small-to-medium businesses (SMEs) to lead the creative economy and make inroads into global markets

STRATEGY 3

Creating the growth engine for pioneering new industry and markets

DEFENSE INDUSTRIAL POLICY

Become one of the leading defense industries based on international competitiveness

Reinforcement of defense exports

Growth of SMEs and enhanced competitiveness

Transactional vs. Sustained Relationships

Transactional, Offset-Focused Relationships

- Offset policy emphasizing SME activity
- SME activity based on OEM procurements
 - DAPA-provided SME listing

Revenue growth from current product lines

Sustainment/creation of jobs

Reinforces defense exports

Benefits to a range of companies for a limited time

Sustained, Global-Focused Relationships

- Training & mentoring activity
- Assistance with market development activities
- Understand & exploit competitive discriminators
 - Success based on best-value solutions

Sustainment/creation of Jobs

Make inroads into global markets

Enhance competitiveness

Reinforces defense exports

Long-term, sustainable growth opportunities