



Aerospace

South Korea – Sector Opportunities

The Korean aerospace industry, through systematic programme development, has made remarkable industrial and technological advancements over the past thirty years. Furthermore, the industry is now pursuing the necessary changes to achieve a further leap and become a world leader in the field of aerospace in the twenty-first century.

The Korean aerospace industry has developed, produced and markets for export the KT-1 Basic Trainer and T-50 Advanced Trainer. Currently, the FA-50 Light Combat Aircraft is in full scale development. The KT-1 was exported to Indonesia and Turkey. The T-50 was also exported to Indonesia in 2011 to make Korea the world's sixth country to export a supersonic aircraft.

In the field of rotary-wing aircraft, Korean companies are co-developing and actively marketing products under the name KUH-SURION with domestic and export markets.

With the establishment of Korea's mid-to-long term plan for basic aerospace industry development, further military and civil programmes

will be continuously implemented with emphasis on participating in international co-development programmes for commercial passenger aircraft.

The Korean Government has studied the development of commercial aircraft manufacturing programmes (90 seat turboprop aircraft) to meet the global increase in demand for civil aircrafts. Korean Aerospace Industries, Ltd (KAI), Korean Air and the Korea Aerospace Research Institute (KARI) have been involved in this programme.

The Korea Aerospace Industries, Ltd (KAI) is the only fixed wing and rotary wing aircraft manufacturer in Korea. Over 80% of their business is defence related. The largest share of their civil

aerospace business is Airbus UK related and they supply main wing top and bottom panels for the A320 and A350.

Korean Air, an airline service company, is also involved in aerospace MRO business in Korea. Its MRO and aerospace Tech Centre is located in Busan. Korean Air will invest around 140 billion US dollars to construct a new second Tech Centre alongside the first by 2020. The centre will include factories and joint civil aircraft development centre.



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Aerospace – Opportunities for UK companies

South Korea

There are four main locations in Korea for the aerospace industry.

Sacheon: Main hub. Base of operations for KAI

Busan: MRO centre for Civil and Defence aerospace

Cheongju/Chungbuk region: MRO centre for Civil aerospace.

Changwon

The Korean aerospace industry is still in its relative infancy and as a result of its unique political situation with American forces based on the peninsula, has long been dominated by US sales. However, Korea is looking to expand and diversify its sources of supply.

There are opportunities for UK companies in technical transfers and joint venture agreements with Korean aerospace companies. KAI is looking for technology and financial partners and as a result of the Airbus contract KAI is also looking towards the UK aerospace industry in terms of business partnership and technical collaboration. There are also opportunities for those who wish to sell aircraft parts/services to the

airlines Korean Air and Kumho Asiana Airlines.

To compete in the South Korean market UK companies are recommended to have a capable local distributor, licensee or franchise partner who has an established network in the market and extensive market knowledge. A long-term perspective and a reliable partnership between supplier and their local partner is one of the key factors in achieving success.

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