

DAEGU GYEONGBUK MACHINERY COOPERATIVE



DGMC 대구경북기계협동조합

Together as One! To the world! Into the Future!

**Daegu and Gyeongbuk, Korea,
a manufacturing and export powerhouse,
DGMC leads the way**

Contents

1 Greeting	04
2 Purpose and history of establishment	05
3 Status of support project	06
4 Corporate Growth Support Headquarters	07
① introduction -----	07
② Key Support Programs -----	09
③ Event Photos -----	13
④ Business Growth Support Plan -----	14
5 Status of participating companies	15
6 Status of major facilities	17

With 62 years of history,
Daegu-Gyeongbuk Machinery Cooperative
stands as your business partner
for the next 100 years,

committed to fostering your growth
into a globally competitive enterprise.



1 Greeting

The Daegu-Gyeongbuk Machinery Cooperative promotes the sound development of the local machinery industry and actively seeks solutions to key issues faced by its members. Furthermore, it plays a vital role in supporting businesses and safeguarding the rights and interests of its member companies.

Since 2012, the Business Growth Support Team has leveraged its extensive experience and expertise in supporting regional exports to provide tailored assistance that enhance companies' export capacity and competitiveness through initiatives such as Daegu, Gyeongbuk and national pavilions at international exhibitions, establishment of overseas hubs, on-site consultation sessions, international marketing centers, and buyer invitation programs.

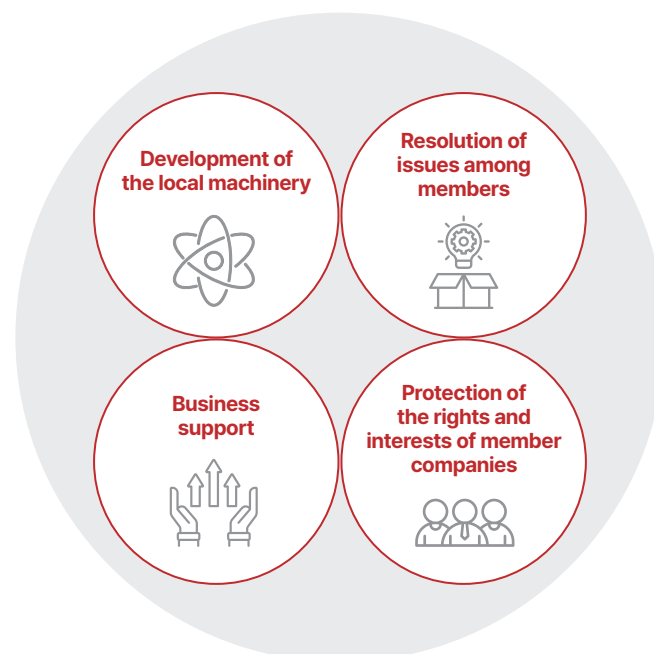
In particular, through the Daegu-Gyeongbuk Machinery Industry Export Capacity Enhancement Program, we are committed to resolving the export challenges faced by local companies and strengthening their global capabilities.

We sincerely ask for the active participation and cooperation of local companies. Thank you.

Daegu-Gyeongbuk Machinery Cooperative chairman **최 우 각**

Roles & Functions

We are committed to doing our best for the sound development of the local machinery industry and promoting independent economic activities.



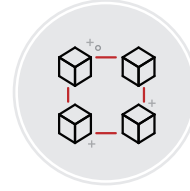
◀ Purpose of Establishment



Promote the sound development of the machinery industry and mutual welfare among members



Encourage independent economic activities and improve the economic status of members through joint and cooperative projects



Contribute to the revitalization of the local economy and the balanced development of the national economy

◀ Major Milestones

1962 ~ 1981

- 1962.03 Founding of the Gyeongbuk Machinery Industry Cooperative
- 1981.12 Name change following Daegu's designation as a metropolitan city Establishment of Daegu-Gyeongbuk Machinery Cooperative(Ministerial Approval No. 109 by the Ministry of Commerce and Industry)

2012 ~ 2013

- 2012.08 Selection and implementation of the Regional Strategic Industry Overseas Hub Construction Project
- 2013.06 Agreement on exchange and cooperation with the China Automotive Parts Industry Association
- 2013.12 Agreement on exchange and cooperation with the Kumamoto Prefecture Industrial Federation in Japan

2014 ~ 2015

- 2014.01 Launch of the Export Leading Company Mold Consortium (2014~2017, continuous)
- 2014.07 Awarded the Prime Minister's Commendation for Excellent Support Organizations
- 2014.08 Completion of the Cooperative Headquarters (Seongseo 5th Industrial Complex)
- 2015.01 Launch of the Export Leading Company Automation Consortium(2015~2017, continuous)
- 2015.03 Agreement on exchange and cooperation with the Cheungdu Agricultural Machinery Industry Park Management Committee in China
- 2015.11 Daegu City Joint Pavilion at Messe Nagoya 2018, Japan

2016 ~ 2017

- 2016.01 Partnership with Keimyung University's Industry-Academic Cooperation Foundation and FTA Trade Business Division
- 2016.03 Exchange and cooperation agreement between four Korea-Japan industry, academic, and research institutions (DGM, Yeongjin College of Technology, Kumamoto Industrial Federation, and Kumamoto Prefectural College of Technology)
- 2017.07 Southeast Asia(Philippines, Vietnam, Thailand) Machinery Industry Export Consortium
- 2017.08 Mutual Cooperation agreement with the Student Affairs Office and the Department of Japanese Language and Literature at Yeungnam University
- 2017.12 Mutual Cooperation agreement with the Kyungpook National University Humanities Competency Reinforcement Project Group

2018 ~ 2019

- 2018.05 Awarded the Prime Minister's Commendation for Excellent Support Organizations
- 2018.08 Launch of the Daegu-Gyeongbuk Textile Machinery Consortium(2018~2022, continuous)
- 2019.02 Received the Minister of SMEs and Startups Award

2020 ~ 2021

- 2020.07 Production of untact marketing 3D videos, 3D model creation, and operation of a YouTube channel
- 2020.11 Held an online export consultation for textile machinery, industrial machinery, and parts with Yangon, Myanmar
- 2021.08 Selected for the Gyeongbuk Export Job Plus One Project
- 2021.08 Establishment of the Uzbekistan Marketing Center and consortium agreement
- 2021.09 Establishment of the North America Marketing Center and consortium agreement
- 2021.09 Establishment of the Vietnam Marketing Center and consortium agreement

2022 ~ 2024

- 2022.01 MOU signed between Daegu-Gyeongbuk Machinery Cooperative and the Uzbekistan Textile Industry Department
- 2022.02 MOU signed between Daegu-Gyeongbuk Machinery Cooperative and Gyeongsangbuk-do Exporter Association
- 2022.04 Operation of the Uzbekistan DGM Local Marketing Center
- 2022.09 Participation in the Central Asia International Textile Machinery Exhibition(CAITME) with Daegu City Joint Pavilion
- 2022.11 Participation in the FABTECH International Manufacturing Technology Show in Chicago, USA, with the Daegu-Gyeongbuk Joint Pavilion
- 2023.01 Participation in the IMTE Machine Tool Exhibition in Bengaluru, India, with the Daegu City Joint Pavilion
- 2023.09 Participation in the FABTECH International Manufacturing Technology Show in Chicago, USA, with the Daegu-Gyeongbuk Joint Pavilion
- 2024.09 Participation in the IMTS International Manufacturing Technology Show in Chicago, USA, with the Daegu-Gyeongbuk Joint Pavilion
- 2024.10 Participation in METALEX International Machine Tool and Metal working Exhibition in Ho Chi Minh City, Vietnam, with the Daegu-Gyeongbuk Joint Pavilion (2022~2024, continuous participation)

3 Status of support project



◀ Joint Projects

Joint Purchasing(casting, steel plates), Joint Sales(machinery, tools)
Cooperative Business Projects, Joint Facility Management



◀ Planning and Research and Promotion

Improvement of member welfare, Protection and advocacy of rights and interests, Survey of challenges faced by companies on-site, Research on new business development, Promotion of government policies and advocacy to the government



◀ Guidance(support) Programs

Seminars, Training and education, Exhibitions(DAMEX), Industrial site visits, Sarangbang regular meetings, Industry-academia-research collaboration and exchange



◀ Workforce Development

Training for technical and welding personnel,
Job enhancement training for current employees,
On-site focused training, Employment assistance and placement



◀ Overseas Marketing

Identification of overseas buyers. Participation in international exhibitions(IMTS, METALEX, FABTECH, IMTEX, etc.), Establishment of overseas hubs, Exploration of overseas markets, Exchange with overseas organizations(MOUs), Overseas marketing centers(North America, Vietnam, Uzbekistan)



◀ Joint Safety Management

Consulting for the establishment of safety and health management systems, Designation and training of safety managers, Guidance on risk assessments, Assessment of workplace environments and work processes

4 Corporate Growth Support Headquarters

1 Overseas Marketing Support Programs

◀ Purpose of Establishment

- ▶ Provide various overseas marketing support to nurture local small and medium-sized enterprises into export companies
- ▶ Establish industry-academia-research networks and business planning for local industry support
- ▶ Assist in the development of practical export channels through tailored business support services

◀ Key Responsibilities



Strengthen the capabilities of small and medium-sized enterprises(SMEs) in market development

- Support participation in domestic and international exhibitions
- Organize domestic and international export consultation sessions



Manage business consortiums

- Provide support for the development of tailored marketing strategies within consortiums



Build industrial infrastructure

- Establish a company database
- Set up overseas hubs
- Develop collaborative networks with relevant organizations

◀ Promoted Projects



Daegu Metropolitan City
Export Capacity
Enhancement Project



Geongsangbuk-do
Overseas Marketing
Support Project



**Ministry of SMEs and
Startups**
Export Consortium Project

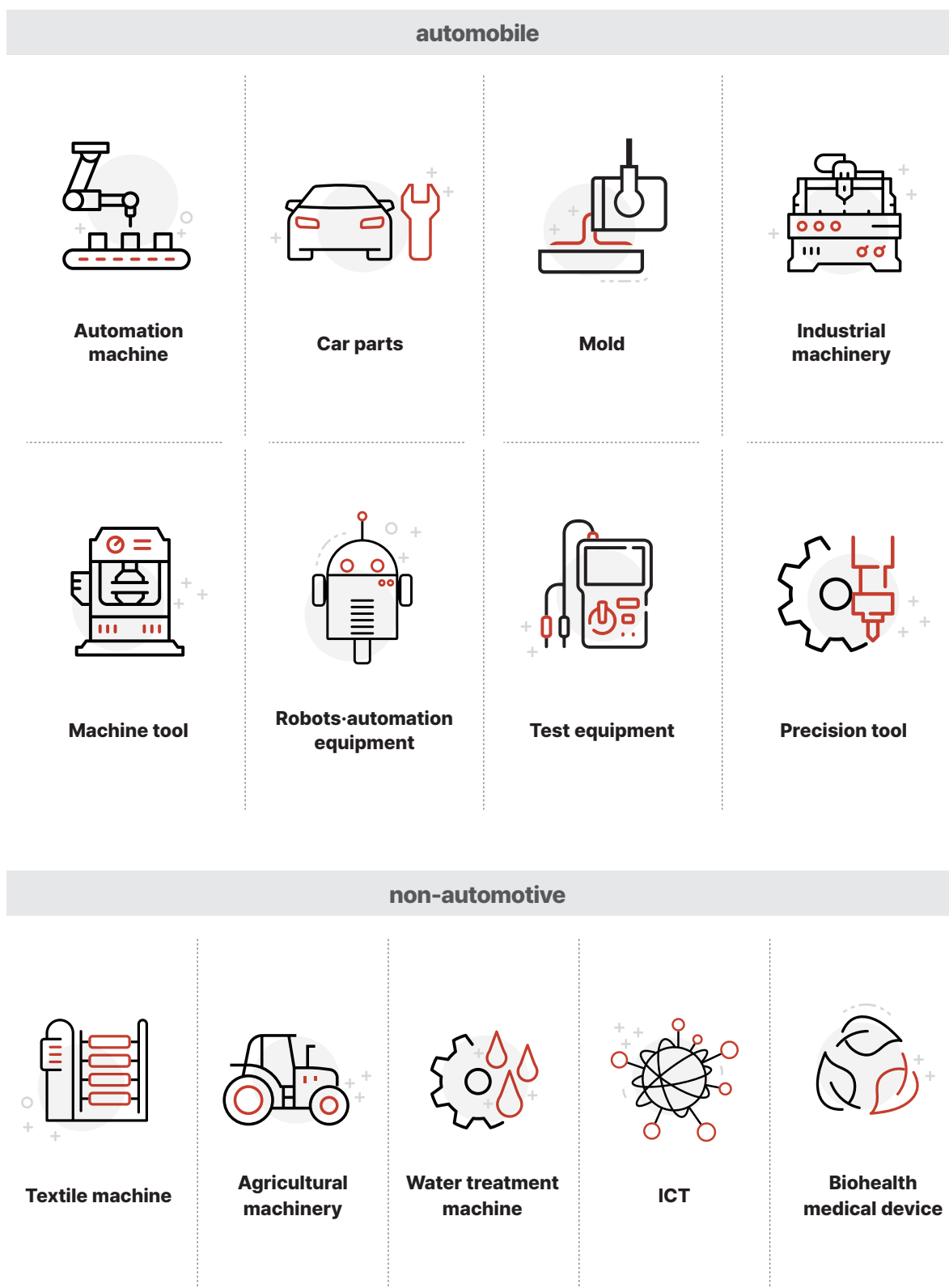


**Ministry of Trade,
Industry and Energy**
Government-Funded Group
Participation in Overseas Exhibitions

◀ Supported Companies Overview

▶ **Support Performance** : 1,000 companies from Daegu, Gyeongbuk, and other regions

▶ **Target Beneficiaries**



4 Corporate Growth Support Headquarters

2 Key Support Programs

◀ Overseas Marketing Support

Operation of joint pavilions for Daegu, Gyeongbuk, and nationwide exhibitions

▶ Overview

- Period : Year-round
- Eligibility : Small and medium-sized(manufacturing) companies with headquarters or factories in Daegu, Gyeongbuk, or other regions

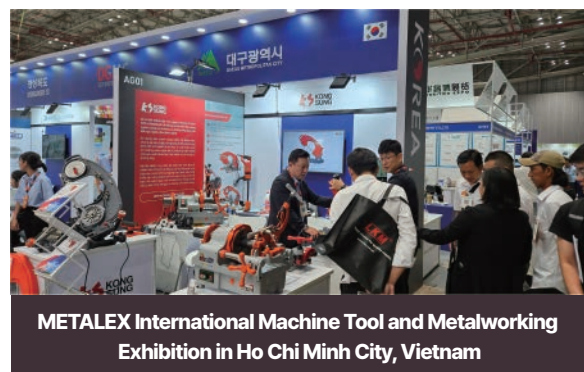
- ▶ **Support Details** : Booth rental and setup costs, one-way transportation fees, interpreter fees, etc.
(subject to change based on budget)

❖ **Airfare, accommodation, and individual expenses are to be covered by the participating companies**

▶ Process



International Manufacturing Technology Show(IMTS)
in Chicago, USA



METALEX International Machine Tool and Metalworking
Exhibition in Ho Chi Minh City, Vietnam

Establishment and Operation of Overseas Hubs

▶ Overview

- Period : Year-round
- Construction scale : Establishment of 41 locations in 22 countries
(North America, Europe, CIS, Vietnam, Southeast Asia, etc.)

- ▶ **Support Details** : Monitor overseas market trends to support the export activities of local businesses, Provide support for online and offline export consultations, buyer coordination, quotations, and inquiries

Operation of Overseas On-Site Consultation Sessions)

► Overview

- Period : Year-round

► **Support Details** : Identify potential buyers and provide support including interpretation, transportation, and venue fees

► Process



Vietnam, Indonesia



New Delhi, Mumbai, Bengaluru in India

Operation of Overseas Buyer Invitation Consultations

► Overview

- Period : Year-round

► **Support Details** : Provide export opportunities, Promotion of Key products, Buyer matching, Interpretation Support



Invite buyers from China(Yushan)



Invite buyers from Vietnam(VAMI)

Operation of Overseas Marketing Centers

► Overview

- Target regions : North America, Vietnam, Uzbekistan
- Support scale : North America(3 companies from Daegu), Vietnam(10 companies from Daegu-Gyeongbuk), Uzbekistan(20 companies from Daegu-Gyeongbuk), additional hubs to be established in Southeast Asia

► Support Details

NORTH AMERICA

- Selection of a specialized marketing agency for the North American machinery sector
- Utilize the agency's database and network to identify potential buyers and matching
- Leverage online platform and local media for both Online/Offline PR
- Conduct face-to-face marketing and ad-hoc video consultations with buyers to explore the market
- Provide technical support such as after-sales services(A/S) and local installations at the time of export for Korean companies



VIETNAM

- Establishment of DGMC Marketing Center in Hanoi, Vietnam
- Create showrooms with an area of approximately 50~70 square meters at each center and provide individual exhibition spaces for participating companies
- Display local language catalogs, banners, videos, product samples, and other materials at each company's individual exhibition space
- Equip the center with video consultation equipment(such as laptops) to facilitate ad-hoc video consultations between local buyers and participating companies
- Provide continuous management and follow-up support for matched buyers and related tasks



UZBEKISTAN

- Establishment of DGMC Marketing Center in Tashkent, Uzbekistan
- Create showrooms with an area of approximately 50~70 square meters at each center and provide individual exhibition spaces for participating companies
- Display local language catalogs, banners, videos, product samples, and other materials at each company's individual exhibition space
- Equip the center with video consultation equipment(such as laptops) to facilitate ad-hoc video consultations between local buyers and participating companies
- Provide continuous management and follow-up support for matched buyers and related tasks



◀ Other Business Support

01

Manufacturing big data development training



02

Trade-specific consulting



03

Provision of overseas inquiries(RFQs)



04

Global translation and interpretation support



4 Corporate Growth Support Headquarters

3 Event Photos

vietnam



Ho Chi Minh City, Vietnam International Machinery Exhibition (METALEX)



USA



Chicago, USA International Manufacturing Technology Show(IMTS)



India



India Trade delegation events (BUSINESS MEETING)



vietnam
Indonesia



Vietnam · Indonesia Trade delegation events (BUSINESS MEETING)



Region	Daegu Metropolitan City			Gyeongsangbuk-do			Remarks
Specific Project	Event Period	Event Name	Number of Companies	Event Period	Event Name	Number of Companies	
1) Joint Pavilion	October	Ho Chi Minh City, Vietnam International Machinery Exhibition (METALEX)	6	October	Ho Chi Minh City, Vietnam International Machinery Exhibition (METALEX)	4	Joint Project with Daegu - Gyeongbuk
2) Consultation Sessions	June	Vietnam	6	June	Vietnam	4	
	June	Indonesia	6	June	Indonesia	4	
	October	India(North)	6	October	India(North)	4	
	October	India(South)	6	October	India(South)	4	
3) Center	January ~ December	Vietnam	6	January ~ December	Vietnam	4	
	January ~ December	Uzbekistan	6	January ~ December	Uzbekistan	4	
4) Buyer Invitation	January ~ December	Overseas Buyer Invitation	5	January ~ December	Overseas Buyer Invitation	5	
5) Market Research	January ~ December	Global Market Research	5	January ~ December	Global Market Research	5	

* Detailed plans may change depending on circumstances.

Status of participating companies

Daegu-Gyeongbuk Machinery Cooperative has established a close network with capable buyers worldwide to support the overseas market expansion of local SMEs.

2024 Event Participation Companies

No.	Event Name	Date of event	Remarks
1	Trade Delegation to Vietnam and Indonesia	2024.06	9 companies
2	Visit to DGMC's Local Marketing Center in Hanoi, Vietnam	2024.06	8 companies
3	IMTS International Machine Tool Show in Chicago, USA – Daegu-Gyeongbuk Joint Pavilion	2024.09	10 companies
4	METALEX International Machine Tool Exhibition in Ho Chi Minh City, Vietnam – Daegu-Gyeongbuk Joint Pavilion	2024.10	8 companies
5	Trade Delegation and Consultation in New Delhi, Mumbai, and Bengaluru, India	2024.10	6 companies
Total		41 companies	

2023 Event Participation Companies

No.	Event Name	Date of event	Remarks
1	IMTEX International Machine Tool Exhibition in Bengaluru, India – Daegu City Joint Pavilion	2023.01	3 companies
2	Trade Delegation and Consultation in Ho Chi Minh City and Hanoi, Vietnam	2023.07	10 companies
3	Visit to DGMC's Local Marketing Center in Hanoi, Vietnam	2023.07	10 companies
4	FABTECH International Manufacturing Technology Show in Chicago, USA – Daegu-Gyeongbuk Joint Pavilion	2023.09	5 companies
5	METALEX International Machine Tool Exhibition in Ho Chi Minh City, Vietnam – Daegu-Gyeongbuk Joint Pavilion	2023.10	8 companies
Total		36 companies	

▶ 2022 Event Participation Companies

No.	Event Name	Date of event	Remarks
1	Visit to Hantech Companies at DGMC Vietnam Marketing Center	2022.02	6 companies
2	Trade Delegation and Consultation in Ho Chi Minh City, Vietnam	2022.06	10 companies
3	Trade Delegation and Consultation in Vietnam, India	2022.07	13 companies
4	Trade Delegation and Consultation in Uzbekistan	2022.08	12 companies
5	CAITME Central Asia International Textile Machinery Exhibition in Uzbekistan – Daegu City Joint Pavilion	2022.09	5 companies
6	Visit to DGMD's Local Marketing Center in Uzbekistan	2022.09	6 companies
7	Participation in IMTS International Manufacturing Technology Show in the USA	2022.09	3 companies
8	METALEX International Machine Tool Exhibition in Ho Chi Minh City, Vietnam -Daegu City Joint Pavilion	2022.10	4 companies
9	FABTECH International Manufacturing Technology Show in Chicago, USA – Daegu-Gyeongbuk Joint Pavilion	2022.11	6 companies
10	DAMEX Daegu International Industrial Machinery Exhibition – Overseas Buyer Invitation Consultation	2022.11	3 companies
Total		68 companies	

▶ 2012 ~ 2021 Event Participation Companies

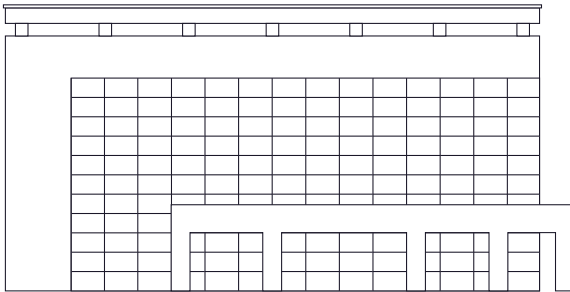
No.	Event Name	Date of event	Remarks
1	Local Consultation Meetings	10	76 companies
2	Trade Consultations	3	21 companies
3	Buyer Invitation Consultation & Networking	8	126 companies
4	Export Briefing & Consultation	31	154 companies
5	Joint Pavilion Participation	11	61 companies
소계		438 companies	

6 Status of major facilities

The newly renovated Daegu-Gyeongbuk machinery Cooperative building offers facilities such as computer rooms, conference rooms, and meeting rooms for the use of surrounding businesses and organizations. These spaces are available for rental to the public. For inquiries, please contact us by phone.

*Contact for rental inquiries : Deputy Manager Jeong Min-Yeong, General Affairs Department, 053-248-8123
E-mail : highcoex@naver.com

◀ INFORMATION



3^F **Cooperative Office**
(Auditorium, Conference Room. Etc.)

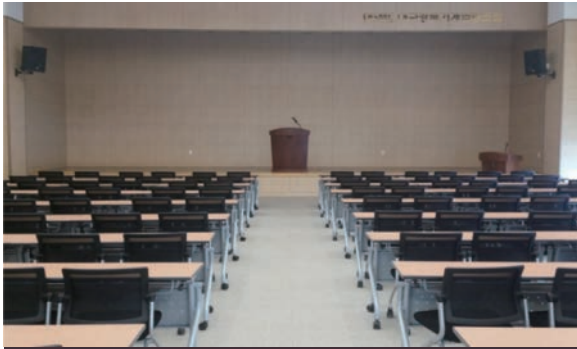
2^F **Apartment-Style Factories**
(General offices, training rooms, university campuses, etc.)

1^F **Daegu Bank, CU Convenience Store, Billy Brown Coffee, Shared Cafeteria**

P **60 Parking Spaces Available**

◀ EXTERIOR WALL PHOTO





Auditorium
(250 seats)



Conference Room
(50 seats)



Business Growth Model Research and Development Laboratory



Industrial Safety Consulting Division(Workplace Safety Management Services)



Shared Video Conference Room

**Headquarters**

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