

A world map with a light gray background. The continent of Latin America, including Mexico, Central America, and South America, is highlighted in a dark red color. The rest of the world's landmasses are shown in light gray.

Korea's Infra Cooperation with Latin America

October 21, 2021

**Soong-chull Shin,
President of the Korean Council on
Latin America and the Caribbean**

Introduction of the lecturer

1. Joined to the Ministry of Foreign Affairs in 1977
(Later served in Mexico, New Zealand, Namibia, the Permanent Mission to UN in New York and Mexico)
2. Ambassador to Costa Rica (2001)
3. Director-General, Latin America and the Caribbean Affairs Bureau, Ministry of Foreign Affairs and Trade (2003)
4. Ambassador to Venezuela (2004)
5. Vice-Governor for International Cooperation, Geongnam (2008)
6. Vice-Chairman, International Contractors Association of Korea (2011)
7. Director of SCSP, International School of Urban Sciences, University of Seoul (2014-2019)
8. Ambassador for Economic Cooperation in Latin America and the Caribbean (Feb. 2017- Feb. 2018)
9. President of the Korean Council on Latin America and the Caribbean (May 2015-Present)

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2. Korea-LAC relations
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4. Status of Infra Cooperation with LAC
5. Challenges for Infra Cooperation

LAC in general

LAC in general



LAC in general

As of 2020

| | |
|--------------------------|--|
| Nations | 33 countries |
| Population | 652million (8.4% of world population) |
| Languages | Main languages : Spanish and Portuguese. Also English, French, Dutch and Indian languages are used |
| Space | 20.55 million km ² (15% of world space / 93 times of Korean peninsula) |
| GDP | U\$ 4.8 trillion (5.7% of the World) |
| GDP per person | U\$ 7,417 (Asia: U\$7,259 / Africa: U\$2,218) |
| Real growth rate | -6.3% |
| Rate of Inflation | 3% |
| Export | U\$ 998.1 billion (2019) |
| Import | U\$ 980.5 billion (2019) |
| FDI | U\$ 105.5 billion (Brazil: U\$44.6 billion, Mexico: U\$31.3 billion) |
| Korean Export | U\$ 27.7 billion (2019) |
| Korean Import | U\$ 14.6 billion (2019) |

LAC in general

Building Foundation of Democratic System

- Overcome the military dictatorship
 - Military rule except Venezuela and Colombia (1964-1990)
- Process of Democratization
 - Neo-liberalism, Pink-tide, Blue-tide
- Covid-19 and Reset Process
 - Social Reform for putting the priority on the stability of the people's livelihood

Commonality between Korea and Latin America in
Political Spectrum

LAC in general

Growth Engine of the New World Economy

- GDP : US \$ 4.8 trillion (5.7% of the World GDP)
- Percentage of Middle Class : 30% of Total Population
(More than 50% of increase during the past 10 years)
- Depository of the Energy and Natural Resources :
 - Petroleum (Venezuela, No. 1 in the world), Copper (Chile, No. 1 in the World),
Niobium (Brazil, No. 1 in the World), Silver (Peru, No. 1 in the World),
Iron Ore (Brazil, No. 2 in the World), Zinc (Peru, No. 3 in the World)

→ Emerging Market / Complementary Market for Korea

LAC in general

High Urbanization is in Process

- High rate of Urbanization

40%

1950

80.7%

2018

87.3%

2050

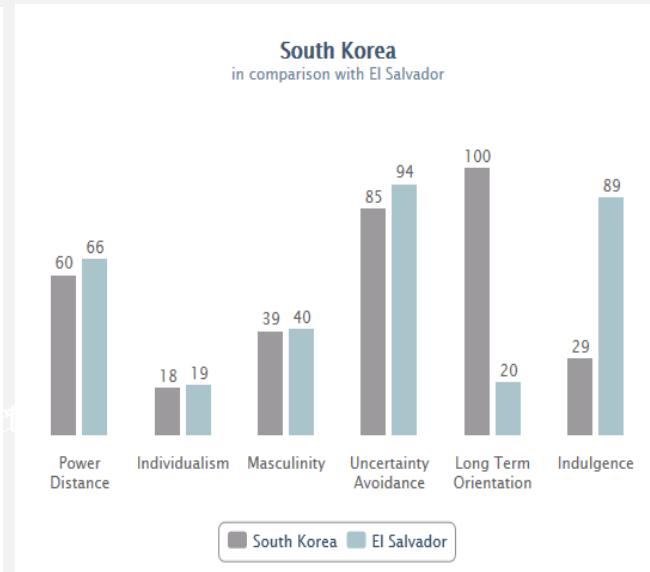
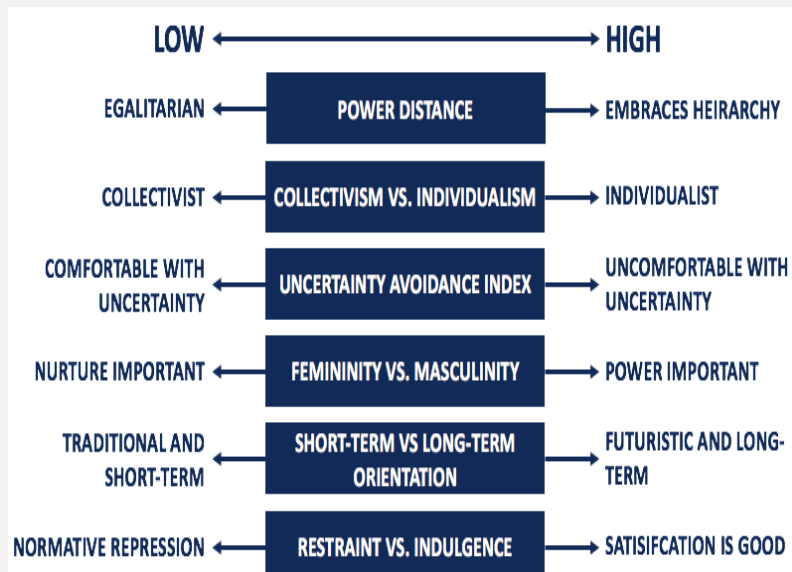
Lots of Problems/ Big opportunities for
Cooperation

LAC in general

Amigo Culture

- High value on Human Relations
 - a society that shares emotions
- Similar Characteristics between Korean and Latinamericans

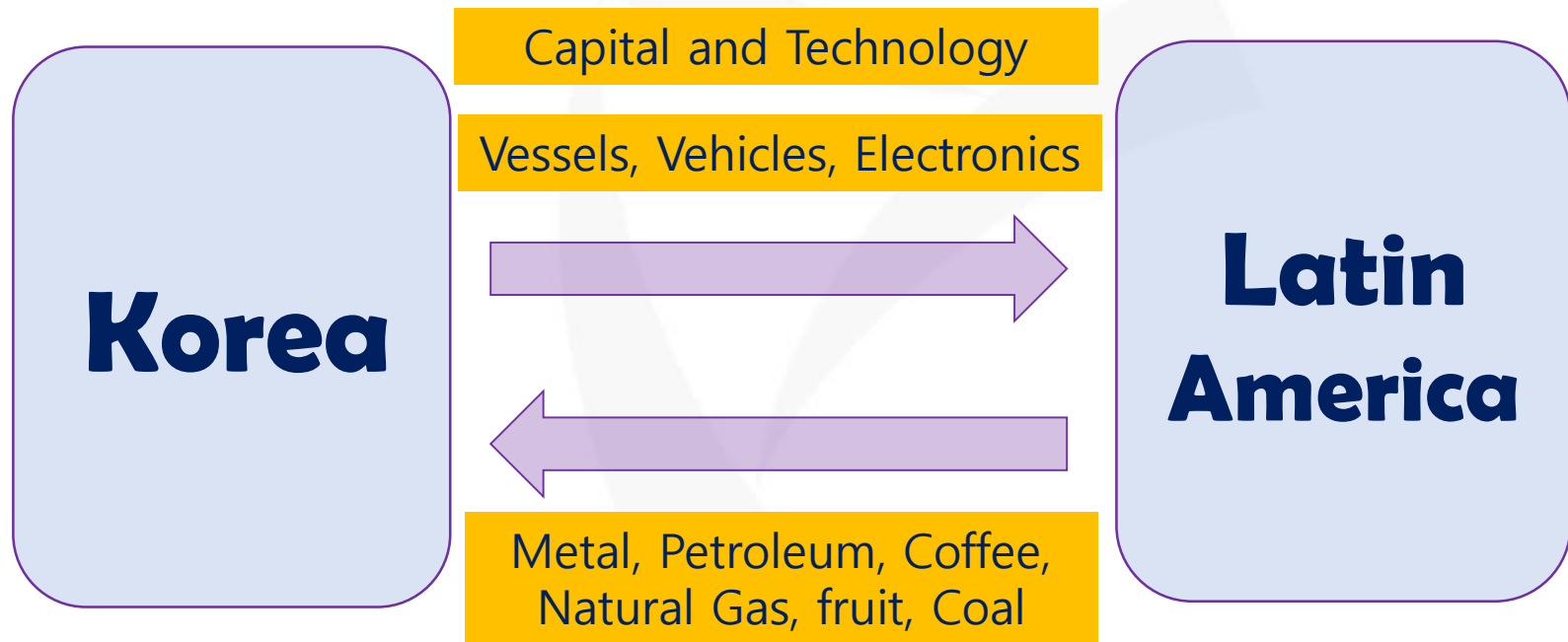
Hofstede's Cultural Dimensions Theory



Korea-LAC Relations

Korea-LAC Relations

Complementary nature
between Korea and LAC



Korea-LAC Relations

Perception of LAC towards Korea

Relatively little awareness on Korea, however

| | |
|---------------------------------|---|
| Counter-Balancing | <ul style="list-style-type: none">• Korea developed quickly in a relatively short period.• Balancing with the economic powers such as Japan and China• Korea could serve as a springboard to enter into Asian market. |
| Capital and Technology | <ul style="list-style-type: none">• Contribution to the creation of Jobs through Investment• Facilitation of technological upgrading |
| Market to be diversified | <ul style="list-style-type: none">• a partner for diversification in economic relations including trade |
| A country of 'Hanllyu' | <ul style="list-style-type: none">• Known as a country of K-pop stars such as BTS• Strong in Drama, Cinema, etc. |

Korea-LAC Relations

Korea's Approach towards LAC

Korea wants to be a credible partner with LAC

Middle-power

- No historical conflicts with Latin America
- In 2013, MIKTA (Mexico, Indonesia, Korea, Turkey, Australia), a middle power consultative chain launched and is member of the OECD and the G20
- play a bridging role between developing countries and developed countries

Export-oriented Country

- Promote TLC to facilitate business in LAC
- Trade and Investment Promotion

Branding through Soft Power

- Establish Win-Win partnerships
- Promote Public Diplomacy
 - Cultural Cooperation and Development

Sharing Experiences

- Sharing Experiences and Knowledge acquired during the process of development
- ODA, EDCF, KSP etc.

Korea-LAC Relations

Trade between Korea and ALC (1)

Million Dollars, %

| 구분 | | 2011년 | 2012년 | 2013년 | 2014년 | 2015년 | 2016년 | 2017년 | 2018년 | 2019년 |
|----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Exp ort | Amount | 40,131 | 36,747 | 36,328 | 35,898 | 30,677 | 25,441 | 28,095 | 27,768 | 26,337 |
| | % | 10.9 | -8.4 | -1.1 | -1.2 | -14.5 | -17.1 | 10.4 | -1.2 | -5.2 |
| Im por t | Amount | 20,165 | 19,723 | 18,364 | 18,294 | 15,971 | 15,217 | 17,081 | 19,332 | 20,342 |
| | % | 37.7 | -2.2 | -6.9 | -0.4 | -12.7 | -4.7 | 12.2 | 13.2 | 5.2 |
| Trade Volume | | 60,297 | 56,469 | 54,692 | 54,192 | 46,648 | 40,658 | 45,176 | 47,099 | 46,679 |
| % | | 18.62 | -6.35 | -3.15 | -0.91 | -13.92 | -12.84 | 11.11 | 4.26 | -0.89 |
| Trade Balance | | 19,966 | 17,024 | 17,964 | 17,603 | 14,706 | 10,224 | 11,015 | 8,436 | 5,996 |

Source :KITA

Korea-LAC Relations

Trade between Korea and ALC (2)

Million Dollars

| 구분 | | 2018년 | | 2019년 | |
|-------|-----------|--------|--------|--------|--------|
| | | Export | Import | Export | Import |
| Total | | 27,768 | 19,332 | 26,337 | 20,342 |
| 1 | Mexico | 11,458 | 5,090 | 10,927 | 6,160 |
| 2 | Brazil | 4,884 | 3,908 | 4,809 | 4,296 |
| 3 | Panama | 2,008 | 153 | 1,713 | 87 |
| 4 | Burmuda | 425 | 0 | 219 | 0 |
| 5 | Chile | 1,807 | 4,475 | 1,214 | 3,960 |
| 6 | Colombia | 1,012 | 834 | 1,143 | 718 |
| 7 | Peru | 803 | 2,474 | 744 | 2,318 |
| 8 | Argentina | 536 | 406 | 341 | 865 |
| 9 | Ecuador | 782 | 117 | 479 | 250 |
| 10 | Guatemala | 237 | 67 | 222 | 64 |

Source :KITA

Korea-LAC Relations

Korea's FDI in ALC















Million Dollars, %

| 구분 | 2016년 | 2017년 | 2018년 | 2019년 | 2020년 2분기 누계 |
|----------------------|-----------|-----------|-----------|------------|--------------|
| No. of New Corp. | 126 | 132 | 140 | 220 | 64 |
| Amount of Investment | 6,221(16) | 6,758(15) | 8,267(16) | 10,208(17) | 4,256(16) |

Source :KITA

Corea y LAC Relations

Korea's FTA with LAC

| | Chile Arril, 2004 | Perú August, 2011 | Colombia July, 2016 | América Central November, 2016 | Ecuador (under negociation) | México (Renegociat ion) | MERCOSUR (under negociation) | TOTAL |
|--|---|---|---|--|--|--|---|-----------------------------|
| Import Volume (unit : billón \$) | 62,5 | 38,0 | 54,0 | 87,7 | 21,5 | 405,3 | 309,2 | 978,2 billon |
| Export Volume (unit : billón \$) | 1,74 | 1,22 | 1,13 | 3,27 | 0,64 | 10,9 | 12,3 | 31,2 billon |
| Principl Products for Export | Cars, resin., synthetics, car parts, mobile telephone | cars resin synthetics television, materials for fine chemicals | cars car parts, resin, synthetics, pneumatic | cars, celular Telephone, medicine, electronics | cars, resin synthetics, car parts, mobile telephone | plain Screen, car parts, television, cars | celular phone, car parts, semicond uctors, cars, plain screen | |
| Market Volume for population (2016, unit : 1,000 persons) | 17.650  | 48.390  | 95.610  | 141.360  | 157.440  | 280.610  | 489.210  | 489.210 thousand |
| Market Volume for GDP (2015, unit : billon \$) | 422  | 812  | 1.479  | 1.707  | 1.805  | 2.028  | 4.803  | 4.803 billon |

(Sources : CEPAL, KITA, World Bank)

Korea-LAC Relations

Share of Hallyu Club by Region(2018)

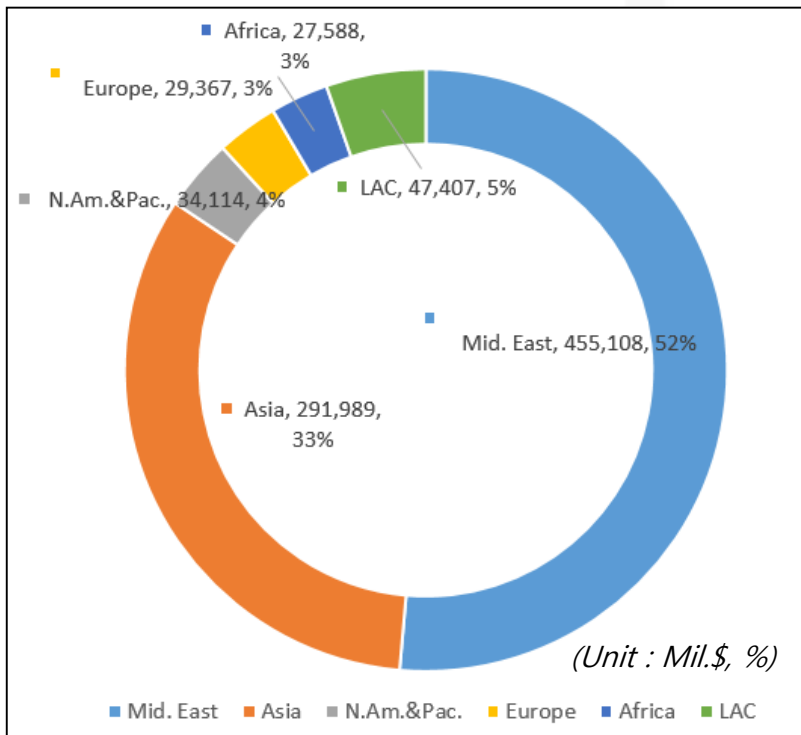
| Region | No. of Hallyu Club | No. of Followers |
|----------------------|--------------------|-------------------|
| America | 712 | 11,800,000 |
| Latin America | 627 | |
| Asia & Oceania | 457 | 70,580,000 |
| Europe | 534 | 6,560,000 |
| Africa & Middle East | 140 | 230,000 |
| total | 1,843 | 89,170,000 |

Status of Infra Cooperation with LAC

Infra Cooperation with LAC

Contract Status by Region(1965~2021.9)

- MENA is No.1 region for Contract :455,108million Dollars
- No. 2 region is Asia with 291,989million Dollars
- No. 3 is LAC region with 47,407million Dollars (5.4%)

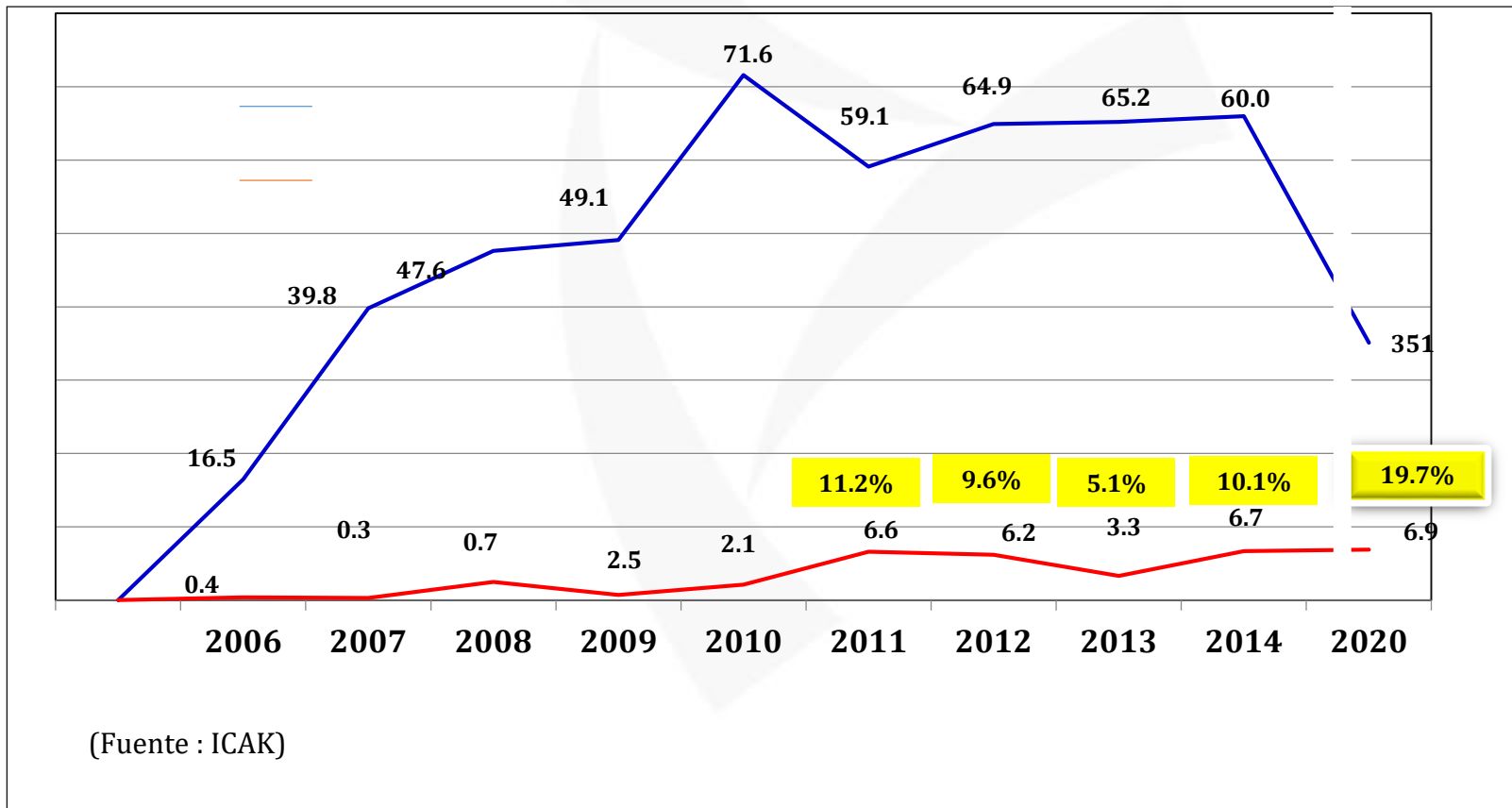


| - | ~2019 | 2020 | 2021.9 | ~2021.9 |
|------------|-------|-------|--------|---------|
| Mid. East | 52.5% | 37.9% | 26.6% | 51.4% |
| Asia | 32.7% | 33.0% | 45.6% | 33.0% |
| N.Am.&Pac. | 3.8% | 1.6% | 9.3% | 3.9% |
| Europe | 3.1% | 4.5% | 13.1% | 3.3% |
| Africa | 3.1% | 3.4% | 0.9% | 3.1% |
| LAC | 4.8% | 19.7% | 4.5% | 5.4% |

Infra Cooperacion with LAC

Contract Status of LAC by year

(Unit: billion US\$)



Infra Cooperacion with LAC

Contract Status by Country of LAC

| No. | ~2017 | | 2018 | | 2019 | | 2020 | | 2021.9.10 | |
|-----|-----------|------------------|-----------|------------------|-------------|------------------|-------------|------------------|-------------|------------------|
| | Country | Amount (U\$Mil.) | Country | Amount (U\$Mil.) | Country | Amount (U\$Mil.) | Country | Amount (U\$Mil.) | Country | Amount (U\$Mil.) |
| | Total | 38,741 | Total | 730 | Total | 280 | Total | 6,917 | Total | 738 |
| 1 | Venezuela | 12,455 | Brazil | 470 | Mexico | 359 | Mexico | 3,710 | Peru | 253 |
| 2 | Chile | 6,913 | Chile | 114 | Brazil | 67 | Panama | 2,849 | Chile | 224 |
| 3 | Mexico | 6,021 | Paraguay | 69 | Peru | 63 | Brazil | 248 | Dominica R. | 184 |
| 4 | Brazil | 5,884 | Venezuela | 30 | Argentina | 36 | Nicaragua | 54 | Colombia | 33 |
| 5 | Panama | 1,448 | Mexico | 15 | Nicaragua | 27 | Costa Rica | 17 | Brazil | 24 |
| 6 | Ecuador | 1,249 | Peru | 14 | Paraguay | 6 | Paraguay | 17 | Nicaragua | 7 |
| 7 | Bolivia | 993 | Uruguay | 6 | Colombia | 6 | Peru | 11 | Argentina | 4 |
| 8 | Peru | 821 | Nicaragua | 5 | Ecuador | 5 | Chile | 10 | Mexico | 3 |
| 9 | Uruguay | 717 | Colombia | 5 | El Salvador | 1 | Tri. Tobago | 8 | Paraguay | 2 |
| 10 | Colombia | 533 | Honduras | 2 | Costa Rica | 1 | Colombia | 1 | Bolivia | 1 |
| 11 | Others | 1,707 | Others | 0 | Others | -291 | Others | -8 | Others | 3 |

Infra Cooperacion with LAC

Contract Status by Sector

| Sector | ~2018 | | | 2019 | | | 2020 | | | 2021 | | |
|----------------------|------------|------------------|------------|-----------|------------------|------------|-----------|------------------|------------|-----------|------------------|------------|
| | No. | Amount (U\$Mil.) | % | No. | Amount (U\$Mil.) | % | No. | Amount (U\$Mil.) | % | No. | Amount (U\$Mil.) | % |
| Total | 440 | 39,471 | 100 | 53 | 280 | 100 | 35 | 6,917 | 100 | 25 | 738 | 100 |
| Civil | 25 | 1,534 | 3.8 | 0 | 390 | 139.3 | 3 | 2,899 | 41.9 | 2 | 301 | 40.8 |
| Building | 87 | 1,806 | 4.6 | 3 | 10 | 3.6 | 2 | 27 | 0.4 | 1 | 150 | 20.3 |
| Industrial Plants | 81 | 34,992 | 88.7 | 3 | -461 | -164.5 | 2 | 3,957 | 57.2 | 3 | 251 | 34.0 |
| Elec. | 41 | 190 | 0.5 | 1 | 0.0 | 0.0 | 2 | 13 | 0.2 | 1 | 0 | 0 |
| Coms. | 9 | 5 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| Engineering & Others | 197 | 944 | 2.4 | 46 | 341 | 121.8 | 26 | 21 | 0.3 | 18 | 36 | 4.9 |

Infra Cooperacion with LAC

Major Projects in ALC

(Unit : U\$ Mil.)

| Country | Company | Project Title | Client | Amount | Contract date |
|--------------|------------------------------------|---|--------------------------------|--------|---------------|
| Mexico | SK E&C | CADEREYTA COMPLEX(Refinery) PJT | PEMEX | 1,336 | 1997/11/26 |
| Venezuela | GS E&C | Mega Gas Project-Piritall I Project | National Oil Company | 2,617 | 2015/01/14 |
| | Hyundai E&C Hyundai ENG(J/V) | Puerto la Cruz Refinery | Petroles De Venezuela, S.A. | 2,944 | 2012/06/13 |
| | | Batalla de Santa Ines Refinery Project Phase 1 | | 2,160 | 2013/11/15 |
| | | Puerto La Cruz Heavy Crude Upgrading PKG | | 3,469 | 2014/06/27 |
| Brazil | POSCO E&C | STEEL PLANT COMPLEX) of CSP(Companhia Siderurgica do Pecem) | Brazil CSP | 4,868 | 2011/12/16 |
| Chile | POSCO E&C | Castilla Coal Fired Power Plant | CGX Castilla Uno SpA | 1,215 | 2012/06/27 |
| | Hyundai E&C | Design and Construction of Chacao Bridge | Ministerio de Obras Publicas | 869 | 2014/02/18 |

Infra Cooperacion with LAC

Major Projects in ALC

(Unit : US\$ Mil.)

| Country | Company | Project Title | Client | Amount | Date |
|-----------|--------------------------------------|---|-------------------------|--------|------------|
| Mexico | Samsung ENG | Pkg 2 & Pkg 3 of Dos Cabos Refinery | PTI-ID | 3,695 | 2020.11.6 |
| Panama | Hyundai E&C, POSCO E&C | Line 3 of Panama Metro | MPSA | 2,844 | 2020.10.29 |
| Peru | Dohwa ENG, Hanmi Global, Kunwon, KAC | Construction of New Airport in Chinchero - PMO | MTC | 30 | 2019.10.24 |
| | Hyundai E&C | Construction of New Airport in Chinchero – PKG1 | MTC | 79 | 2021.3.12 |
| | Hyundai E&C | Construction of New Airport in Chinchero – PKG2 | MTC | 150 | 2021.7.27 |
| Paraguay | ILSUNG Const. | Paraguay Export National Road Improvement Work Zone 3 | MOPC | 69 | 2018.2.14 |
| Brazil | GS E&C (Inima) | Concession for Water and sewage supply service for Ouro Preto | Municipio de Ouro Preto | 248 | 2019.10.16 |
| Argentina | POSCO E&C | Demo plant for PosLX salt lake-based lithium phosphate production | POSCO Group | 36 | 2019.9.30 |
| Nicaragua | TechCross Water&Energy | Sewage Treatment Plant in Rufield | ENACAL | 31 | 2020.9.25 |

Opportunities for Infra Cooperation

Opportunities for Infra Corporation

Increase of Infra Demand by the increase of Middle Class



Expansion of Infra Projects as a way of National Development

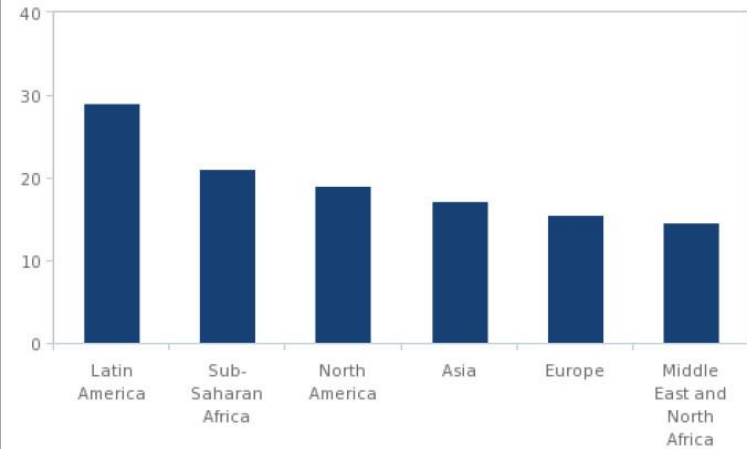


Increase Trends of Infra Market

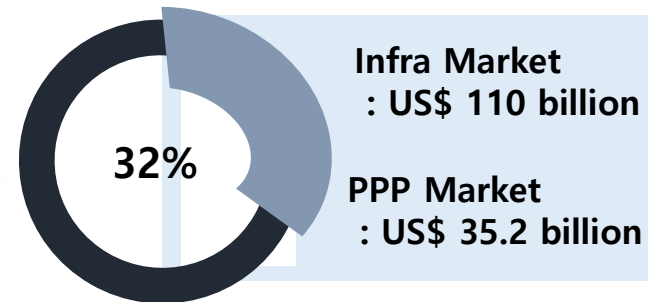


PPP Projects are popular. They want to secure finance for the implementation of the Projects due to the budget constraint

Latin America Highly Dependent On PPPs
PPPs - Share of Total Infrastructure Project USDmn Value



Ratio of PPP for Infra Projects



Opportunities for Infra Corporation

Environmental Assessment by Country for PPP Projects (Infrascope 2019, EIU)

| | | | |
|-----------------|-------------------|------------------|----------------|
| MATURE (80-100) | DEVELOPED (60-79) | EMERGING (30-59) | NASCENT (0-29) |
|-----------------|-------------------|------------------|----------------|

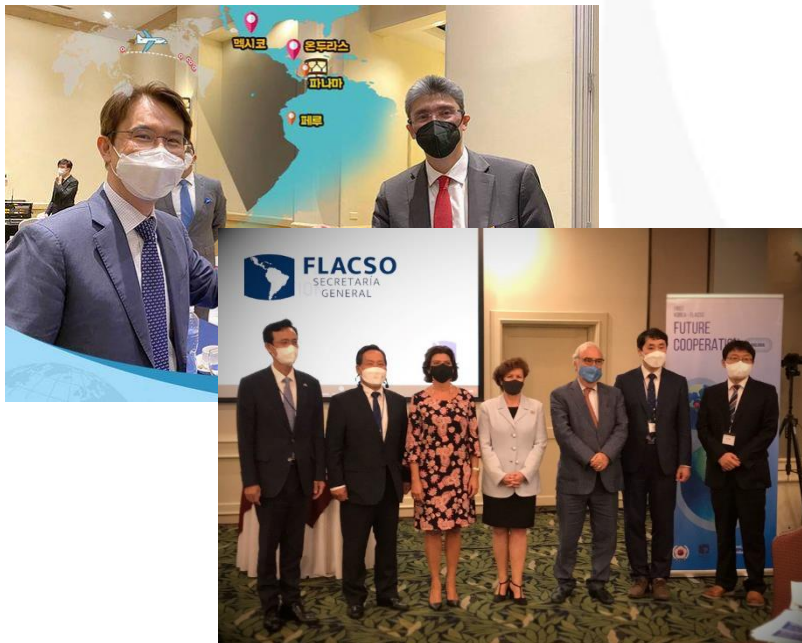
| OVERALL SCORE | | 1) REGULATIONS | | 2) INSTITUTIONS | | 3) MATURITY | | 4) INVESTMENT & BUSINESS CLIMATE | | 5) FINANCING | |
|---------------|-------------|----------------|-------------|-----------------|-------------|-------------|-------------|----------------------------------|-------------|--------------|-------------|
| Rank | Score / 100 | Rank | Score / 100 | Rank | Score / 100 | Rank | Score / 100 | Rank | Score / 100 | Rank | Score / 100 |
| 1 | 79 | 1 | 95 | 1 | 93 | 1 | 79 | 1 | 85 | 1 | 85 |
| 2 | 77 | 2 | 94 | 2 | 90 | 2 | 78 | =2 | 83 | 2 | 73 |
| 3 | 76 | 3 | 88 | 3 | 88 | 3 | 76 | =2 | 83 | 3 | 69 |
| 4 | 73 | =4 | 84 | 4 | 87 | 4 | 75 | =4 | 82 | 4 | 68 |
| =5 | 71 | =4 | 84 | =5 | 80 | 5 | 74 | =4 | 82 | 5 | 64 |
| =5 | 71 | 6 | 82 | =5 | 80 | 6 | 72 | 6 | 76 | =6 | 63 |
| =7 | 69 | 7 | 81 | =7 | 78 | 7 | 70 | 7 | 74 | =6 | 63 |
| =7 | 69 | 8 | 80 | =7 | 78 | 8 | 68 | =8 | 71 | 8 | 60 |
| =7 | 69 | 9 | 79 | 9 | 67 | 9 | 67 | =8 | 71 | 9 | 54 |
| 10 | 68 | 10 | 78 | 10 | 66 | =10 | 66 | 10 | 69 | 10 | 49 |
| 11 | 65 | 11 | 76 | 11 | 60 | =10 | 66 | =11 | 67 | =11 | 43 |
| =12 | 59 | 12 | 74 | =12 | 56 | =10 | 66 | =11 | 67 | =11 | 43 |
| =12 | 59 | 13 | 70 | =12 | 56 | =10 | 66 | 13 | 64 | 13 | 42 |
| 14 | 58 | 14 | 68 | 14 | 43 | 14 | 58 | 14 | 62 | 14 | 41 |
| 15 | 53 | 15 | 66 | 15 | 40 | =15 | 56 | 15 | 61 | 15 | 40 |
| 16 | 52 | 16 | 63 | 16 | 36 | =15 | 56 | 16 | 56 | 16 | 37 |
| 17 | 51 | 17 | 60 | 17 | 35 | 17 | 52 | 17 | 53 | =17 | 36 |
| 18 | 50 | 18 | 52 | 18 | 29 | 18 | 50 | 18 | 49 | =17 | 36 |
| 19 | 49 | 19 | 51 | 19 | 11 | 19 | 43 | 19 | 45 | 19 | 34 |
| 20 | 37 | 20 | 21 | =20 | 0 | 20 | 32 | 20 | 43 | 20 | 32 |
| 21 | 8 | 21 | 16 | =20 | 0 | 21 | 10 | 21 | 4 | 21 | 8 |

Challenges for Infra Cooperation

Challenges for Infra Corporation

More active Promotion on Korean abilities and technologies for construction

➤ Dispatch of Infra Delegation to ALC



➤ Invitation of LAC delegation to Korea



Challenges for Infra Corporation

More active Promotion on Korean abilities and technologies for construction

➤ Seminars for Infra. Cooperation



Challenges for Infra Corporation

More active Promotion on Korean abilities and technologies for construction

Opening More Master Courses for mid-career officials

MUAP

Master of Urban Administration and Planning
International School of Urban Sciences, the University of Seoul
In cooperation with Seoul Metropolitan Government

MURD

Master of Urban and Regional Development
International School of Urban Sciences, University of Seoul
In cooperation with Korea International Cooperation Agency

MGLEP

Master's Program for Future Global Leaders in Environmental Policy
International School of Urban Sciences, the University of Seoul
In cooperation with National Institute of Environmental Human Resources Development

MIPD

Master's Program for Infrastructure Planning & Development
International School of Urban Sciences, the University of Seoul
In cooperation with International Construction Information Service



Challenges for Infra Corporation

Securing Finance



Forming Team-Korea

- Inter-governmental Cooperation
- Cooperation with various domestic Organizations and private Companies

Co-finance with MDBs

- Collaboration with MDBs in LAC to mobilize available resources

Challenges for Infra Corporation

Human Network

LAC is deeply rooted by Human Relations
Key to Success in ALC

- The visit of Mr. Laurance Golborne, Minister of Public Works of Chile to Korea in August 2012



The Visit to Yi Sun-sin Grand Bridge and Incheon Grand Bridge led to success in contracting Chacao bridge by Hyundai E&C

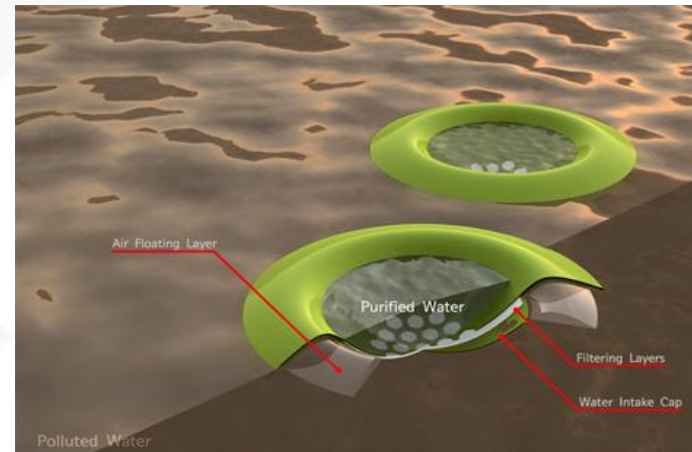


- All the ISUS alumni are very important to Human Network

Challenges for Infra Corporation

Combination of Leading technology
and Appropriate Technology

- Applying Korea's leading technology to local needs



Challenges for Infra Corporation

Localization

- Appointment of Local Representative
 - KCLAC runs this system
- Establishment of local Corporation or branch office



- M&A with Local companies

Challenges for Infra Corporation

Good Formation of Partnership

➤ Formation of *Team Korea*



Team Korea

Paraguay Light Rail
Project



KIND+Hyundai Eng.+Kyeryong+LS Electric

- **Working with strong local Partner**
 - Having Business Advise including Legal matter
 - Consortium Partner for Projects

- **Making consortium with internationally renowned company**

Challenges for Infra Corporation

Overcoming Language Barrier

CONTRATO PRIVADO PARA LA CONSTRUCCIÓN DE UNA VIVIENDA

Conste por el presente contrato de carácter privado que celebran por una parte el Sr. _____ identificado con DNI N° _____ y domiciliado en el _____ en adelante **EL PROPIETARIO** y el Sr. _____ identificado con DNI N° _____ y domiciliado en el _____ en adelante **EL CONSTRUCTOR** establecen el contrato en las siguientes condiciones y términos:

PRIMERO: EL PROPIETARIO enciende a **EL CONSTRUCTOR**, quien acepta en virtud de la representación que enviste, la construcción de una vivienda de cuatro cuartos en la dirección Psje. Primavera S/N con un área total de 110m² parcialmente construido con un cuarto de 5 x 4 metros el cual será modificado según el croquis adjunto al presente documento. Según el acuerdo entre **EL PROPIETARIO** y **EL CONSTRUCTOR** la obra consistirá en:

- 1.1. El amurallado con tapia de la parte frontal de la propiedad.
- 1.2. Construcción de una vivienda de 4 cuartos con dos niveles el cual tendrá las siguientes características
 - Totalmente plano al igual que lo pasadizos.
 - 2 columnas de cemento.
 - 1 base de cemento para uno de los laterales de la vivienda que se extenderá sobre toda la parte trasera de la propiedad.
 - 1 División de ladrillo para los cuartos.
- 1.3. Entablado del segundo nivel sin espacios entre tablas.
- 1.4. Techado de la vivienda.

SEGUNDO: EL PROPIETARIO se compromete en poner todos los materiales correspondientes. **EL CONSTRUCTOR** se compromete en cumplir la obra empezando el día 20 de octubre del 2015 teniendo una duración de 3 meses siendo el último día del mes de enero del 2016 la fecha límite para la entrega del proyecto.

TERCERO: EL PROPIETARIO acuerda con **EL CONSTRUCTOR** en la suma de S/ 8,000.00 (OCHO MIL NUEVOS SOLES) en forma de pago por la mano de obra en la construcción de la vivienda con todas sus características descritas en la cláusula primero.

CUARTO: EL PROPIETARIO aportará el pago en 3 partes: Al inicio como anticipo S/2,600.00, Al intermedio con el 60% de la obra culminada S/ 2,700.00 y al final con la obra totalmente culminada S/2,700.00 los cuales serán entregados con órdenes de pago y cobrados en la entidad financiera CAJA HUANCAYO. Los cuales serán respaldados con un recibo por honorarios a la entrega de cada parte o en su finalización según se acuerde entre **EL PROPIETARIO** y **EL CONSTRUCTOR**.

QUINTO: Si **EL CONSTRUCTOR** incurriera en un incumplimiento grave de las obligaciones que contrae en este acto, **EL PROPIETARIO** podrá solicitar la resolución del contrato al tribunal competente con indemnización de perjuicios y multas correspondiente.

Deberá entenderse que existe incumplimiento grave de sus obligaciones en los siguientes casos:

- a) Cuando **EL CONSTRUCTOR** injustificadamente no inicie las obras en el plazo convenido.
- b) Cuando las obras se paralicen por más de 10 días corridos por causas imputables a **EL CONSTRUCTOR**.
- c) Cuando exista notoria incapacidad técnica de **EL CONSTRUCTOR**.

- **Business in LAC is done in Spanish/Portuguese.**
- **14 Universities in Korea are having Spanish Departments.**
 - not enough to provide students who can manage Spanish.
- **Most Contract documents should be written in Spanish.**
 - difficult to keep Bid deadline for the projects.

Challenges for Infra Cooperation

LAC for Korea? : Under valued Blue Stock

Partners for win-win cooperation and common prosperity

*Alguien se sienta en la sombra porque
alguien plantó un árbol
hace mucho tiempo.
-Warren Buffett.*

Let's plant trees today for the next generation to come!!!





대단히 감사합니다 !!!
Thank you !!!
Muchas Gracias !!!
Muito Obrigado !!!

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