

## Business Offer

# A Korean company specialized in the field of automotive climate control is looking for a distributor to globally expand their market

## Summary

*A Korean company specialized in the field of automotive climate control parts has concrete partnerships with over 300 local auto parts manufacturers. Based on this, the company is looking for a European partner who could play an important role of sales and distribution of the company's products: compressors, radiators, condensers, cooling fans, evaporators, heater cores, air conditioning parts and etc. The preferred partnership types would be distribution services and commercial agency agreement*

<b>Creation Date</b>	09 January 2018
<b>Last Update</b>	26 January 2018
<b>Expiration Date</b>	26 January 2019
<b>Reference</b>	BOKR20180109001

## Details

### Description

The Korean company was established in 1995, and has been specialized in dealing with OEM, aftermarket auto spare parts. Based on strong database and concrete experience, the company has become one of the Korea's leading exporters in the field of automotive climate control parts, and achieved a good reputation in overseas market such as Europe, East Asia, Middle East and other regions in the world.

Their main products are compressors, radiators condensers, heaters and evaporators, and they provide over 10,000 kinds of auto parts at competitive prices. The company's auto parts are applicable for well known car brands in Korea as well as for European, American and Japanese brands.

As to products, the company combined fan, fan clutch, fan shroud, condenser, charge air cooler and radiator together into a model to supply to the market. Such integrated module achieved reduction in labour and time needed to the air-conditioning system and ensure optimal performance based on strict quality-control inspection of each modular component. Located at the very front of an auto engine compartment, the cooling module cools down and converts the heated and high-pressured refrigerant received from the compressor into a liquid form.

The company is looking for a business partner to secure sales and distribution channel in Europe. Therefore, the potential partners are preferred to have concrete networks in their region. Commercial agency or distribution services agreements would be considered.

## Advantages and Innovations

- Has strong database and concrete experience in exportation for after-market
- Provides best service, price and quality to customers
- Has good reputation among buyers in Middle East, Asia, Europe and North America

## Stage of Development

Already on the market

## Profile Origin

COSME

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## Keywords

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### Technology

02009012 Automotive engineering  
02009014 Automotive electrical and electronics

### Market

09001005 Motor vehicles, transportation equipment and parts

### NACE

G.45.3.2 Retail trade of motor vehicle parts and accessories

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**Open for EOI :** **Yes**

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## Dissemination

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### Send to Sector Group

Automotive, Transport and Logistics

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## Client

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### Type and Size of Organisation Behind the Profile

Industry SME <= 10

### Year Established

1995

### Turnover

Ref: BOKR20180109001

1 - 10M

## Already Engaged in Trans-National Cooperation

No.

## Languages Spoken

English

## Client Country

South Korea

## Partner Sought

### Type and Role of Partner Sought

- Type of partner sought : Distributor, general merchandise
- Specific area of activity of the partner : Dealing automotive climate control parts of OEM, OES and aftermarket products
- Task to be performed : Distribute the products to Europe or other areas

### Type of Partnership Considered

Distribution services agreement  
Commercial agency agreement

## Attachments

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