

## Course Material No.10

# Online Platform: User Guide

**Course 10: Online Platform – User Guide** aims to help new users navigate the K-CA FTA Platform, which focuses on the Free Trade Agreement between the Republic of Korea and Central America. This guide can be used alongside the video tutorial to learn how to effectively engaging with the Korean market.

## Platform Contents

Our platform is organized into several key sections: the K-CA FTA Online Platform Overview, the Republic of Korea (ROK) Market, Useful Resources, and Frequently Asked Questions (FAQ). Each section offers a range of valuable materials:

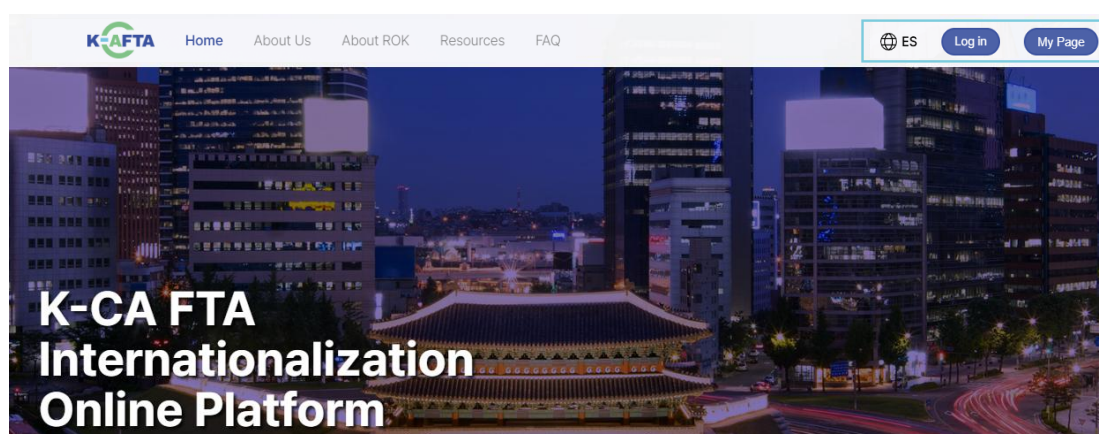
- ❖ **K-CA Online Platform:** This section introduces the platform's objective and its key stakeholders.
- ❖ **K-CA FTA:** This section provides the history of the K-CA FTA, and access to the full text of the agreement designed to enhance users' understanding of the agreement.
- ❖ **ROK Market:** Here, exporters from Central America will find a country profile of Korea, and trade status updates between Central America and the ROK, Per product market information, and logistics information.
- ❖ **Resources:** This section includes e-learning courses, publications, upcoming events, and success stories.
- ❖ **FAQ:** Frequently Asked Questions and answers to the questions for platform users.

We invite you to explore this platform to deepen your understanding of the K-CA FTA and the ROK Market, and identify exciting opportunities for the Central American businesses.


## HOW TO USE

### ▶▶ Language Setting, Signing in and Log in


- ❖ On the top-right corner of the homepage, set your preferred language option: English or Spanish.
- ❖ Click on the **Log in** button, and enter your username and password.
- ❖ If you don't have an account yet, click on **Sign up** to create a new account.



- ❖ Click the [Home](#) to access a quick overview of the platform.
- ❖ You can navigate to each section clicking [Learn More](#) including; About K-CA FTA, ROK Market Brief, E-learning Course, and Success Story.



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## Korea-Central America FTA

Find the history, status, and text of the Free Trade Agreement between Korea and Central America.

[Learn More](#)





## ROK Market Information


Access to the ROK market information and understand per product market size, market demand and supply, regulation.


[Learn More](#)

## E-Learning Course

Explore free online courses that will help doing business in Kor and lead to success in the Korea market.

[Learn More](#)





## Success Story

Discover successful cases of the export and import activities between Korea and Central America.

[Learn More](#)

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K-CA FTA Training Course  
Online Platform: User Guide

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▶▶ K-CA Online Platform

❖ In the [About Platform](#) section, the objective of this platform, as well as key stakeholders are introduced.


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### K-CA FTA Internationalization Platform

The Platform aims to bolster trade between Republic of Korea and Central America as a centralized hub for trade related information and capacity building contents. This platform addresses information asymmetry and enhances Central American stakeholders' access to the ROK market information. This platform will contribute to the diversification and expansion of CA economy, as well as strengthening of partnerships with ROK businesses.


**Sponsored by**



Ministry of Economy and Finance

This platform was fully funded by the Korea-CABEI Partnership Single Donor Trust Fund (KTF) established by the Ministry of Economy and Finance of the Republic of Korea.


**Created by**



Central American Bank for Economic Integration







The Central American Bank for Economic Integration (CABEI) is a multilateral development bank financing projects that foster development of CA countries and strengthen regional integration.

**Operated by**



The Chamber of Commerce Korea-LAC (CAMCOR) is the operator of this platform. With expertise on trade facilitation, business advisory, CAMCOR sustains platform service and contents.

**Partnerships with**





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▶▶ K-CA FTA

- ❖ In the [K-CA FTA](#) section, review the overview of the FTA and the historical timeline of the agreement.
- ❖ The links to the full FTA text is provided for users.

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### Korea-Central America Free Trade Agreement

To encourage expansion and diversification of trade between ROK and CA countries, the first official FTA negotiation was kicked off in June 2015 and the final agreement was reached in November 2016 after seven rounds of negotiation meetings.

As a result, in February 2018, ROK signed FTA with five Central American countries: Costa Rica, El Salvador, Honduras, Nicaragua, and Panama, and ROK became the first East Asian country to sign a joint FTA with these five economies.


In case of Guatemala, an initial participant of the K-CA FTA negotiation from the initial stage in 2015, the negotiation was concluded and the FTA with ROK was signed in September 2023.

While the ratification of the FTA between ROK and Guatemala is pending as of September 2024, an official letter of Guatemala's intent for the accession to the K-CA FTA agreement was sent to ROK in January 2024.


The effective years of the FTA with the five Central American countries, excluding Guatemala, are as follows: Nicaragua and Honduras in October 2019, Costa Rica in November 2019, El Salvador in January 2020, and Panama in March 2021.

The effective year of Korea-Guatemala FTA is expected to be 2024.

**K-CA FTA Signing Ceremony**



**Guatemala's Signing of Accession to K-CA FTA**




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## ▶▶ ROK Country Overview

❖ The [ROK Country Overview](#) page offers an introduction to the ROK market.

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### Country Profile: Republic of Korea

Before signing of the K-CA FTA and the Republic of Korea(ROK)'s incorporation into CABI, ROK was just one of many external players in the global market rather than a partner for the Central America(CA) region. Considering the physical distance of 13,558km between the Republic of Korea (ROK) and Central America, it is natural that ROK is unfamiliar to the region.

With the K-CA FTA fully effective and ROK's increasing presences in the region, now is the time to learn about the country and potential opportunities in the ROK market.

- Country Name : Republic of Korea
- Capital City : Seoul
- Population : 51.63 million (as of 2022)
- GDP : USD 1,664.3 billion (as of 2022)
- Per Capita GNI : USD 33,592 (as of 2022)
- GDP Growth Rate : 2.6% (as of 2022)
- Currency : Korean Won (USD 1 = KRW 1,318, as of 2022)
- Land Size : 100,364 km<sup>2</sup>
- Geographical Location: The Korean Peninsula (latitude: 33°~43°; longitude: 124°~132°)
- Political System : Liberal Democracy; Presidential System
- President : Yoon, Suk Yeol (since 2022)
- National Language : Korean
- National Flag : Taegeukgi
- National Flower : Mugunghwa (Rose of Sharon)





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## ▶▶ ROK Market Information

- ❖ Within the [ROK Market Information](#) section, explore market trends across various product categories.
- ❖ Click on a product to view detailed reports, including market snapshots, competitive landscape, consumer preferences, and distribution channels.


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### Animal & Vegetable Products

The animal and vegetable products are considered an essential market with a significant dependence on import. This group includes products, such as meat, seafood, fruits, and legumes.



### Prepared Foodstuffs

The prepared foodstuffs market in ROK is large in size, encompassing ready-to-eat foods and key ingredients like refined sugar, snacks, bread, food preparations, as well as animal feed.




### Metal & Mineral Products

The metal & mineral products, such as copper, nickel, zinc ores, raw gold, and aluminum waste, are in great demand for import within ROK market for industrial use.

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❖ The **Logistics** section provides detailed information on shipping routes, costs, and transit times.


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### Maritime Logistics



\* Source : Yonhap News

The ocean transportation routes from Central America to Korea typically follow similar paths, with major ports requiring transshipments in locations such as Mexico or Panama. A direct shipping option is not available, except for Panama.

Shipping routes from Central American countries to South Korea are shown in the Figure below. In addition, when shipping from the Americas to the (north)east Asia, it is usual to arrive at Yokohama, Japan first, and then to the destinations in South Korea and PR China.

it takes at least **2 ports** and **minimum 29 days to maximum 62 days** to ship freight from CA ports to Busan port, Korea.

Busan Port is the world's 2nd busiest transshipment port and the world's No.7 container port, handling 76.6% of domestic container cargo as of 2022. As such, Busan port is the largest seaport in Korea, and a global transshipment hub.


It is a super port recording 21.91 million TEU of annual container throughput in 2022, and a Northeast Asia logistics hub connected with 500 ports around 150 countries through operation of over 179 weekly voyages.

Considering the largest cargo service capacity, as well as its convenient location to reach from the Americas, the marine transport route and cost estimate between CA and South Korea will be based on setting Busan Port as the destination.

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- ❖ Select **E-learning** to access interactive training modules.
- ❖ Course materials and scripts for each module can be downloaded.

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ROK Market Opportunity  
**Animal & Vegetable Product**

Course 4: "Animal & Vegetable Products" aims to provide a comprehensive market overview of agricultural and marine products in the Republic of Korea (ROK).

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ROK Market Opportunity  
**Prepared Foodstuff Product**

Course 5: "Prepared Foodstuffs" aims to provide a comprehensive market overview of prepared foodstuffs market in the Republic of Korea (ROK).

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ROK Market Opportunity  
**Metal & Mineral Products**

Course 6: "Metal & Mineral Products" aims to provide a comprehensive overview of these manufactured products in the Republic of Korea (ROK).

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## Events

❖ Stay updated on events in the [Events](#) section.

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**Industry**


- ☐ All (#)
- ☐ Animal & Vegetable Products (#)
- ☐ Prepared Foodstuffs (#)
- ☐ Metal & Mineral Products (#)
- ☐ Chemicals & Machinery Parts (#)
- ☐ Medical Instruments (#)
- ☐ Others (#)


**Country**

- ☐ All (#)
- ☐ Costa Rica (#)
- ☐ El Salvador (#)
- ☐ Guatemala (#)
- ☐ Honduras (#)
- ☐ Nicaragua (#)
- ☐ Panama (#)
- ☐ Republic of Korea (#)
- ☐ Others (#)




**Korea Import Fair 2025**


 07-07-2025 ~ 09-07-2025


 Republic of Korea

# Others




**Coffee Expo Seoul 2025**


 02-04-2025 ~ 05-04-2025


 Republic of Korea

# Animal & Vegetable Products




**Advanced Material and Tech Week Korea (AMTEC Korea) 2025**


 26-03-2025 ~ 28-03-2025


 Republic of Korea

# Chemicals & Machinery Parts



**28th Korea international plastic + Rubber Show (KOPLAS)**

 11-03-2025 ~ 14-03-2025

 Republic of Korea


# Chemicals & Machinery Parts


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## Publications

❖ Under [Publications](#), you can download reports, articles, and research papers.

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**Publications on K-CA FTA**



|   |   |            |
|---|---|------------|
| 9 | Certificate of Import Declaration for Waste   | 14-10-2024 |
| 8 | Waste Import Declaration Form   | 14-10-2024 |
| 7 | Standards for Original Phytosanitary Certificate                                    | 14-10-2024 |
| 6 | Registration guide for Overseas Processing Facility                                 | 14-10-2024 |
| 5 | Process Foreign Food Facility Registration  | 14-10-2024 |
| 4 | List of items for Waste import  | 14-10-2024 |
| 3 | Format of Certificate of Origin   | 14-10-2024 |
| 2 | Latin America and Korea: Partners for Sustainable Trade and Investment              | 14-10-2024 |
| 1 | Korea and Latin American and the Caribbean: Advancing Together in an Evolving World | 14-10-2024 |


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## Success Stories

- ❖ Click on [Success Stories](#) to learn real-world examples of successful trade between CA and ROK.



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Step into the world of Juan Juwon Sul, the visionary CEO driving the success of LATIDA, a fruit and food importing and distributing powerhouse in Korea.

With roots tracing back to his upbringing in Chile, Juan brings a unique perspective and a wealth of experience to the table.

Juan unveils the journey that led him to the forefront of Korea's import industry, offering invaluable lessons for aspiring entrepreneurs.





[LATIDA's Story](#) [EREZ's Story](#) [BARETEC's Story](#)

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## FAQ

- ❖ Find answers to common questions in the [FAQ](#) section and get additional support.

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Q. How can I access market reports and course content on the K-CA FTA Internationalization Platform?

Q. How much does it cost to register on the K-CA FTA Internationalization Platform?

Q. How can I modify the information on my personal/company profile?

Q. Who can I contact to request for help or further information?

Q. How to change the language of the K-CA FTA Internationalization platform?

**Still have questions ?**  
**Please send your inquiry to our email**  
**by clicking below button.**


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- ❖ The [Terms and Conditions](#) outline the rules and guidelines that govern the use of our website and services, ensuring users understand their rights and responsibilities.
- ❖ Following that, the [Privacy Policy](#) explains how we collect, use, and safeguard your personal information, highlighting our dedication to protecting user privacy and data security.
- ❖ Finally, the [Contact Us](#) section offers users the opportunity to reach out to us via email for any inquiries or support they may need.


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## TERMS AND CONDITIONS

### 1. Introduction

Welcome to **K-CA FTA Internationalization Platform**.

These Terms of Service ("Terms", "Terms of Service") govern your use of our website located at 도매인주소 (together or individually "Service") operated by **The Chamber of Commerce Guatemala-Korea** ("Company", "we", "our", "us").

Our Privacy Policy also governs your use of our Service and explains how we collect, safeguard and disclose information that results from your use of our web pages.

Your agreement with us includes these Terms and our Privacy Policy ("Agreements"). You acknowledge that you have read and understood Agreements, and agree to be bound of them.

If you do not agree with (or cannot comply with) Agreements, then you may not use the Service, but please let us know by emailing at [info@guatemala-corea.org](mailto:info@guatemala-corea.org) so we can try to find a solution. These Terms apply to all visitors, users and others who wish to access or use Service.

### 2. Communications

By using our Service, you agree to subscribe to newsletters, marketing or promotional materials and other information we may send. However, you may opt out of receiving any, or all, of these communications from us by following the unsubscribe link or by emailing at [info@guatemala-corea.org](mailto:info@guatemala-corea.org).

### 3. Purchases

If you wish to purchase any product or service made available through Service ("Purchase"), you may be asked to supply certain information relevant to your Purchase including but not limited to, your credit or debit card number, the expiration date of your card, your billing address, and your shipping information.

You represent and warrant that: (i) you have the legal right to use any card(s) or other payment method(s) in connection with any Purchase; and that (ii) the information you supply to us is true, correct and complete.

We may employ the use of third party services for the purpose of facilitating payment and the completion of Purchases. By submitting your information, you grant us the right to provide the information to these third parties subject to our Privacy Policy.

We reserve the right to refuse or cancel your order at any time for reasons including but not limited to: product or service availability, errors in the description or price of the product or service, error in your order or other reasons.

We reserve the right to refuse or cancel your order if fraud or an unauthorized or illegal transaction is suspected.

### 19. Changes To Service

Our Services are not intended for use by children under the age of 18 ("Child" or "Children").

We reserve the right to withdraw or amend our Service, and any service or material we provide via Service, in our sole discretion without notice. We will not be liable if for any reason all or any part of Service is unavailable at any time or for any period. From time to time, we may restrict access to some parts of Service, or the entire Service, to users, including registered users.

### 20. Amendments To Terms

We may amend Terms at any time by posting the amended terms on this site. It is your responsibility to review these Terms periodically.

Your continued use of the Platform following the posting of revised Terms means that you accept and agree to the changes. You are expected to check this page frequently so you are aware of any changes, as they are binding on you.

By continuing to access or use our Service after any revisions become effective, you agree to be bound by the revised terms. If you do not agree to the new terms, you are no longer authorized to use Service.

### 21. Waiver And Severability

No waiver by Company of any term or condition set forth in Terms shall be deemed a further or continuing waiver of such term or condition or a waiver of any other term or condition, and any failure of Company to assert a right or provision under Terms shall not constitute a waiver of such right or provision.

If any provision of Terms is held by a court or other tribunal of competent jurisdiction to be invalid, illegal or unenforceable for any reason, such provision shall be eliminated or limited to the minimum extent such that the remaining provisions of Terms will continue in full force and effect.

### 22. Acknowledgement

BY USING SERVICE OR OTHER SERVICES PROVIDED BY US, YOU ACKNOWLEDGE THAT YOU HAVE READ THESE TERMS OF SERVICE AND AGREE TO BE BOUND BY THEM.

### 23. Contact Us

Please send your feedback, comments, requests for technical support by email: [info@guatemala-corea.org](mailto:info@guatemala-corea.org).

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