



Embassy of Sweden in Seoul: Consultant Needed for FTA Study

1. Background

The Embassy of Sweden will conduct a survey of Swedish and Korean companies who import Swedish goods to Korea to better understand why the current FTA isn't utilized to the full extent.

The study, focused on Korean and Swedish companies based in Korea who import goods from Sweden, should identify which importers are not using the tariff preferences and why. Apart from learning of the extent to which the FTA is used by these importers, we also need detailed reasons as to why the FTA isn't used. The study will start on November 15 and needs to be completed before the end of the year, with presentation in January 2019.

2. Objectives

- a. To find out the extent to which Korean importers of Swedish goods utilize the FTA.
- b. To find out the extent to which Swedish firms in Korea utilize the FTA when they import goods from Sweden.
- c. To understand the reasons as to why many Korean and Swedish importers don't use the FTA to the full extent.
- d. To hear importers' inputs on how the Embassy can promote the use of the FTA.
- e. Recommend action to enhance the use of the FTA, including what role Korean authorities could play.

3. Methodology

To conduct a survey among Korean and Swedish companies based in Korea who import goods from Sweden. The survey should focus on the major importers in a number of specified key sectors, where much of the Swedish exports to Korea is being conducted, but could also include a less in-depth survey of a wider sample of companies to ensure stronger statistical evidence. The Embassy of Sweden has compiled a list of survey questions that could be used as a starting point.

4. Commercial Terms

The successful quote will be judged on the number of hours, the experience of the consultant and the quality of the offer presented. The Embassy of Sweden has allocated an estimated 10,000 USD (1100 만원) for the project.

5. Submission Deadline

The Embassy will accept offers until 00.00 hours, November 12. Offers should be submitted to:

- Ms. Elenore Kanter – Counsellor & Deputy Head of Mission (Economy, Trade Affairs & Promotion) elenore.kanter@gov.se
- Ms. Min Ji Kang – Political & Economic Officer, min.ji.kang@gov.se

6. Inquiries

For more information, please contact Ms. Min Ji Kang, Political & Economic Officer, at min.ji.kang@gov.se or 02-3703-3731 (dir.)

7. References

- [EU Exports, Preferences Utilization and Duty Savings by Member State, Sector, and Partner Country, L. Nilsson and N. Preillon, 06. 2018](#)
- Statistics from Korean Custom Service.