

coperion

Who is this?







Time/line

Location

Role of Coperion S-Korea

er of CSK and INFEED

Coperion Technology Update 2025

Change of Presence in S-Korea

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Large machine and plant business is covered by CSK and After Sales by INFEED

Coperion & Partner

- ➤ Active in South Korea since more than 30 years.
- Supporting the entire Coperion product portfolio business areas e.g. Polyolefin, Compounding, Chemicals, Recycling, Battery, Food, etc.
- Present with CSK (located in Seoul) and our long term partner Infeed (located in Suwon).
- Aftermarket business for all product groups is handled by Infeed.

We present and discuss all around the Polyolefin business

- Extrusion (CES)
- Material handling / PCS (MPS)
- ➤ Additive & Feeding (EPO)

Background of establishing "CSK"

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Coperion S-Korea (CSK) has been established to satisfy Customer voice / Market trend

- Prompt / Simple communication
 - Different Time Zone
 - Complex Communication Channel / Steps
- Developing a responsible local support
 - Site and office visits to share the status / ideas
 - Shortening the communication lead time
 - Avoiding the possibility of misunderstanding
- Market Trend: Strategic important market of Korean Customers
 - (EPC / Enduser) in global market
 - Extending the market from EPC to FEED / FS (feasibility study)
 - Increasing the competitive ness in the global market
- Our Initiatives
 - Better understanding the needs of Korean Customers
 - Expanding / Strengthening networking / Zippering
 - Strong introduction of Coperion Brand and Biz. area.

1 partnershir **Establishment** of

Coperion S-Korea

("CSK")

Strategic necessity

Customer voice

Timeline

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CSK started the independent function and is becoming the bridge between Germany / Switzerland and Korea and can provide the entire business portfolio of Coperion for Polyolefins

2021 ~ 2022 INITIAL

2022 ~2023

INQUBATING

GROWING



Major Activities In each period

CSK office launching (@ Hannam Dong)

Reshuffling / Defining the relationship of agency (CE\$ / MPS not under agent)

Increasing the understanding

of local market

Joining of Clark, Son

Marketing new office and approaching Korean Market with Coperion Brand in Korea

Expanding of local support and communication

Moving office to Hyoja Dong and elose to the center of Seoul

Joining of Antony, Ju

Expanding / Increasing CSK's function and capability

Strengthening synergy with Korea customers and extending the local contents (subvendor utilization)

Partna

Location

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CSK is located in the centre of Seoul with easy access via public transportation.

Overall FACTS and FIGURES of COPERION

50 locations worldwide



청운효자동 청운효자동 주민센터

Address:

Blue House

5th floor (of KGCCI), 41-7, Jahamun-ro 24-gil, Jongno-gu, Seoul

Accessibility:

12 min. walk from Line No. 3 Gyeongbokgung station

Role of Coperion S-Korea

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CSK is focusing on maximizing the benefit of Customers and Coperion overall of proposal / execution

Business Area

- Main Customer: Korea EPC and Korea Enduser for Polyolefins
- Main Industry: Polyolefin Industry
 - General Support from Coperion including battery / food / bio etc.
 - Main Product Large Extrusion and Pelletizer machines (CES) / Conveying
 - system (MPS)
- Main Service: Pre-sales / Bidding /

Basic

What CSK (Coperion S-Korea) does

Pre-Services Discussing and providing technical solution

Delivery of interpretation between Coperion (Manufacturing Wording) / Customer (Engineering / Operation Wording)

Preparation and Execution

Leading and supporting proposal / execution incl. TCM, KOM and Making PO

- Project specification review
- Preparation of budgetary quotation
- Finding local contents (sub vendors)
- Problem solving

Enhanced communication in same time zone / different time zone

Coperion Technology Update 2025

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Coperion South Korea

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Hans Peter Neuberger

Member of CSK

Joined: Aug, 2021

- Position: General Manager CKS\& **CJP**
- 25 years with Coperion

Worked for Coperion in Germany, Saudi Arabia, South Korea and Japan

Email:

Hans peter.neuberger@coperion.com

Clark, Son



Joined: Oct,/2022

Position : Deputy General Manager Background:

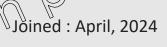
- appx. 18 year at EPC company (as Marketing) Strategy / Planning / Mech Eng/Project Execution /

Business Development Manager)

Email: clark.son@coperion.com

Phone: +82 10 4467 6148

Antony, Ju



Position: Business Development

Manager

Background:

- appx. 13 year at EPC company

(Mech. Engineer and Field engineer)

Email: antony.ju@coperion.com

Phone: +82 10 3127 8409

INFEED

Introduction / Member of INFEED

Business Area

- Polyolefin Feeding / Battery / Recycling / Food /
 Bio etc.
- New equipment: Feeding Systems, Compounding
 - Systems (not PO), Recycling, Battery, Food
 - Aftermarket and Service for all product groups

Brief Introduction

- Started to partner with Coperion K-tron
- Continuing to partner with Coperion (28yrs)
- Location: 14-7, 41beon-gil, Wonoil-gil, JeongNam-Myeon,
 - Hwaseong-si, Gyeunggi-dø, 18520
- Members / Size: 12 people / 1600m²

INFEED CORE MEMBERS

Infeed Aftersales Team



CK Kim Sales Director



YS Lee Feeder General manager



SJ Bong Technical Director



Tracy Ko Manager Spare Parts



Soo Han GM - Finance



Robin Kim Service and Spare Parts

