

KOREA – U.S. **GREENTECH** BUSINESS FORUM

Hosted By



The purpose of our event is to showcase 5 startup companies in the Green Technology sector and how they are making progress by connecting and working together.

Cooperation | Communication | Collaboration

SCHEDULE OF EVENTS

- 3:00** Opening Remarks
- 3:05** Congratulatory Remarks
- 3:35** **Keynote Speaker: Kristin Ang**
- 3:40** Partnership Presentation 1
Marine Innovation | Seawith
- 3:55** Partnership Presentation 2
Ag-Uni | WSU & SCS | Vinszen
- 4:20** Questions
- 4:25** Panel Discussion
- 5:00** End of Event

PANEL DISCUSSION

Panel Discussion:

How to start and run a successful green tech company.

Panel Members:

- Daniel Pulse** – Pulse Consulting
- Harry Birak** – Dept of Commerce
- Tanja Carter** – City Federal Way
- Levi Reed** – Founders Institute
- Kulvinder Gill** – W.S.U.
- Karina Martija-Harris** – Maritime Blue

OUR PARTNERS





GREENTECH BUSINESS FORUM 2023
DECEMBER 14TH 2023 – 3 PM to 5 PM PST
DISTINGUISHED SPEAKERS



Cooperation | Communication | Collaboration

Korea SMEs and Startups Agency

KOSME



"KOSME"

Comprehensive support agency specializing in SMEs in Korea

The Korea SMEs and Startups Agency has been supporting total solutions (Policy Fund, Export and Marketing, Technology Consulting, HRD) to Korean SMEs for the past 43 years as a successful partner in balanced national development through strengthening the competitiveness and sustainable growth of Korean SMEs



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	Major performance of KOSME	
	Assets	26 trillion won (As of 2021)
	Budget of 2022	9.6 trillion won (As of 2022)
	Size of SME financial support	15.8 trillion won (accumulate)
	Corporate Diagnosis for SMEs	45,217 companies (accumulate)
	Trained employees of SMEs by KOSME	1.43 million people (accumulate)

President's message



**KOSME will be at the front line of Korean economy
and put its utmost efforts as a reliable partner of SMEs and
startups that is always trusted and loved by
customers and the public.**

The Korea SMEs and Startups Agency has been growing together with SMEs and startups for the past 43 years. When the Korean economy was suffering from the Korean financial crisis in 1997 and the global financial crisis in 2008, KOSME has contributed to laying a foundation for national economic growth by preemptively helping SMEs overcome these challenges.

Recently, the international economic environment has not been favorable, due to trade conflicts between the U.S. and China, Japan's export restrictions, and COVID-19. Therefore, Korean SMEs, the driving force of the national economy, are at a critical juncture for their survival.

In this regard, as a strong partner for SMEs and startups, KOSME aggressively explores policies tailored to future industrial structures in the post COVID-19 era, and focuses on supporting new industries to create jobs. We will play a leading role for them to address challenges actively and achieve innovative growth.

KOSME will be at the front line of Korean economy and put its utmost efforts as a reliable partner of SMEs and startups that is always trusted and loved by customers and the public. Thank you

President, Hakdo Kim
Korea SMEs and Startups Agency (KOSME)

OVERVIEW

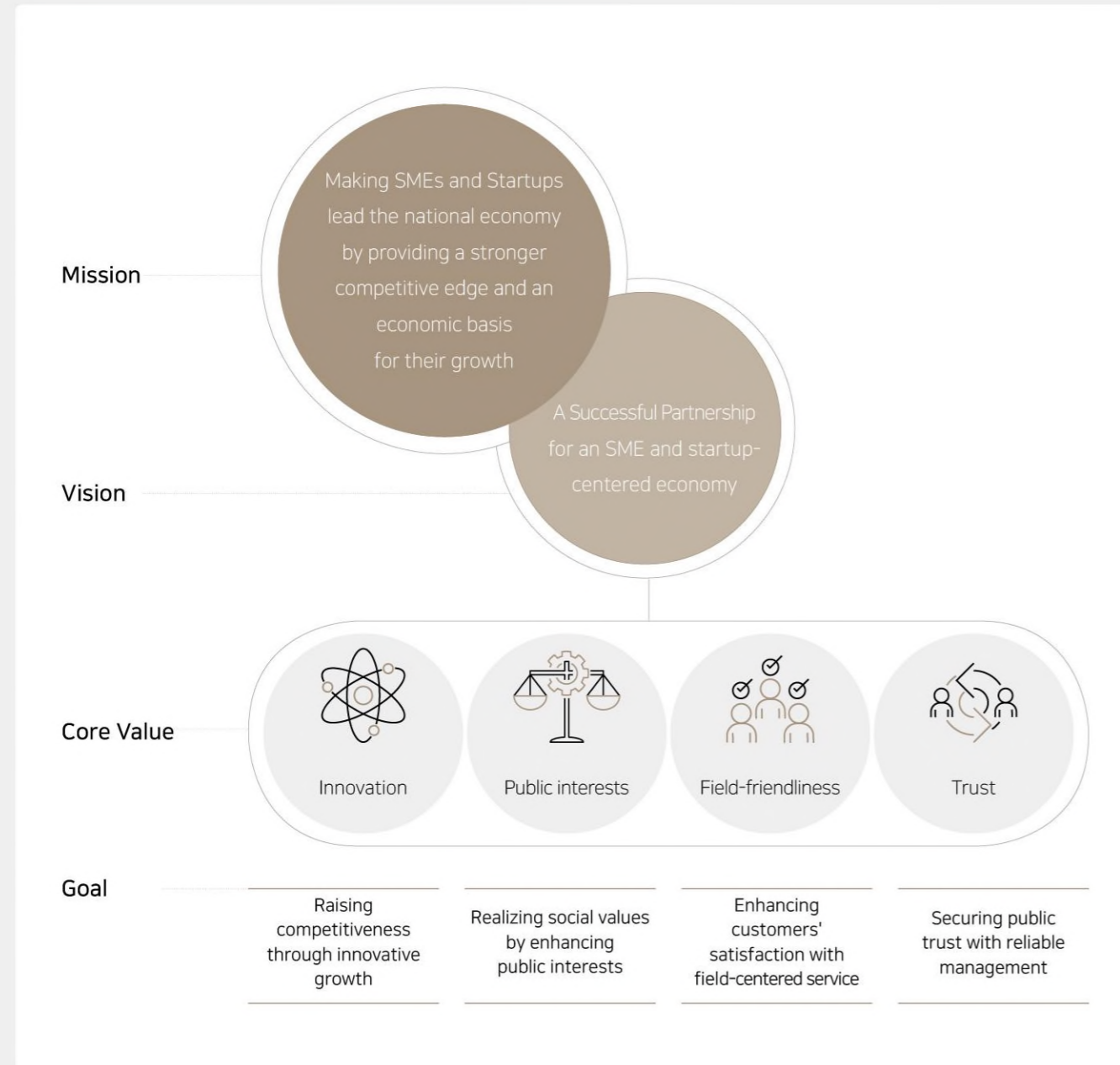
KOSME Mission and Vision
KOSME Main Businesses

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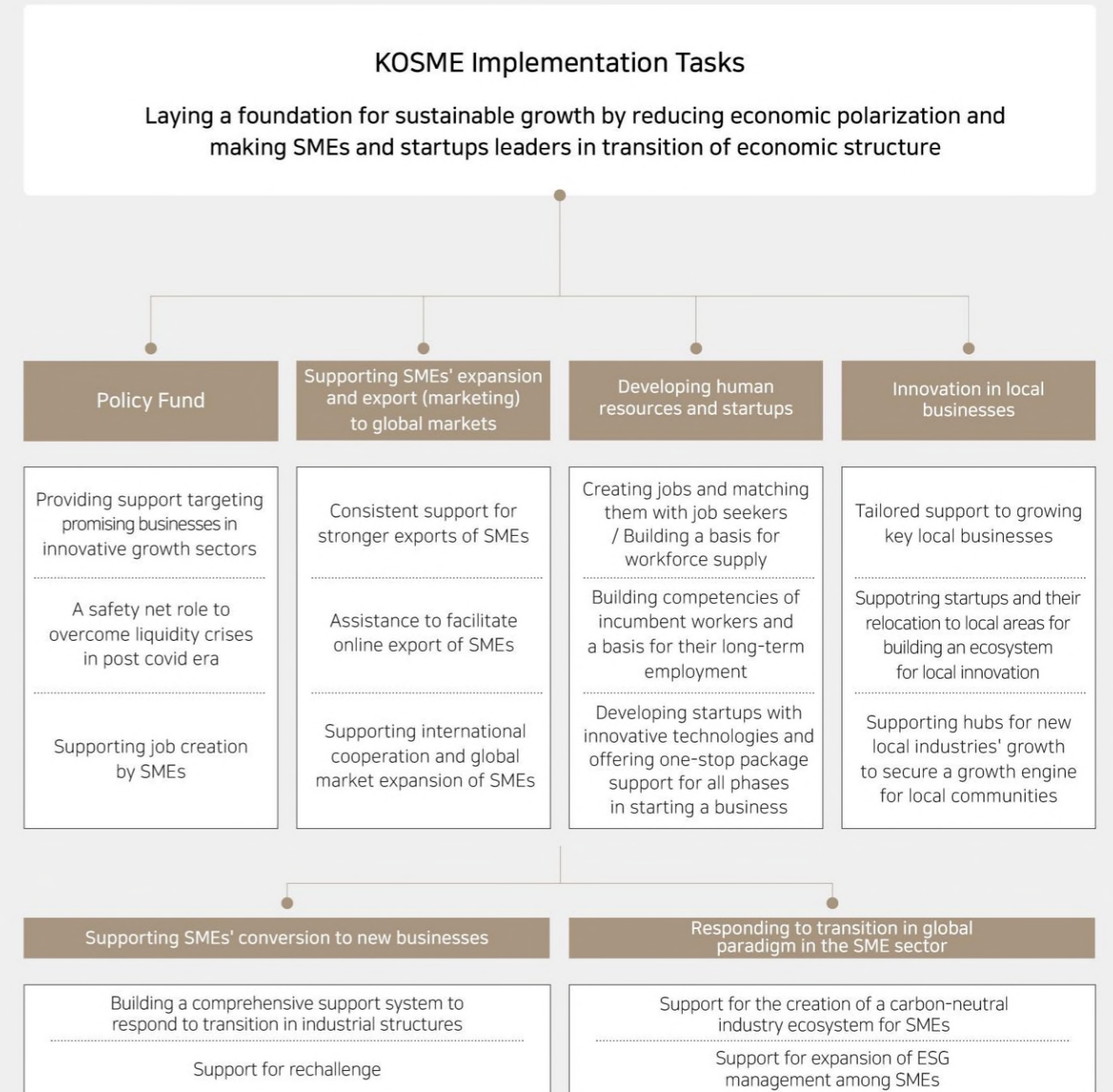
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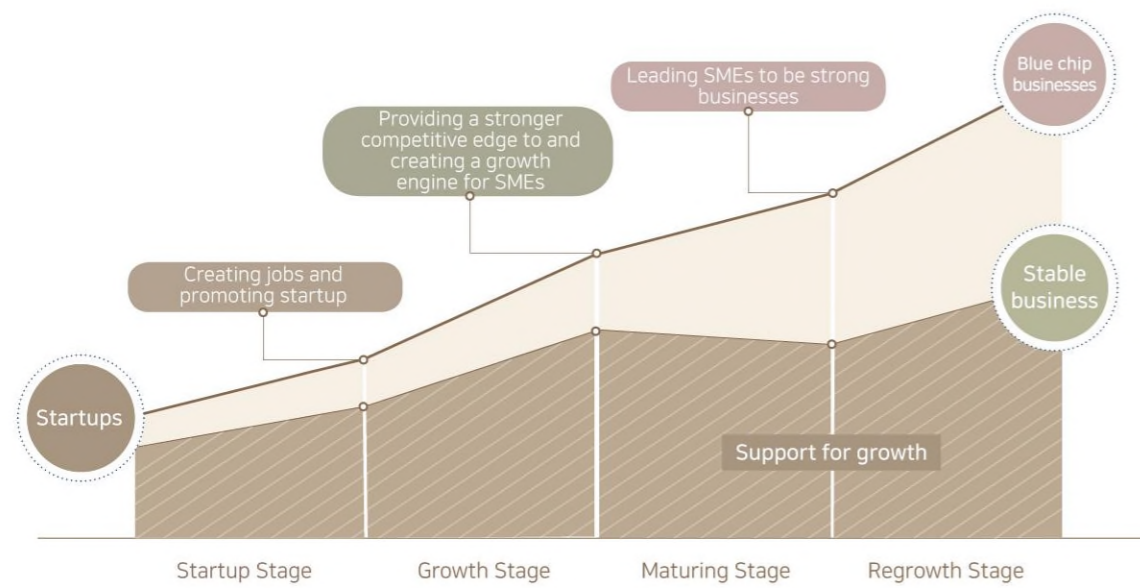
KOSME Mission and Vision



KOSME Main Businesses



1. Policy Fund



Fund for Innovative Startup

Encourage SMEs and startups that have excellent technology and business feasibility but lack funds to start their own businesses and create jobs.

- **Detailed Item:** Fund of Supporting the Infrastructure for Startup, Promoting Job Creation Fund, Technology Commercialization Fund

Fund for New Market Entry

Foster technology-based exporting SMEs by helping equip production facilities to promote the globalization of technologies and products owned by SMEs creating export infrastructure

- **Detailed Item:** Entering Foreign Markets Fund, Expanding into Global Market Fund

Investment and Loan Hybrid Financial Assistance

Provide hybrid financing combined with the advantages of investment and loan for SMEs and startups with excellent technology and future growth value, and drives the inducement to private investment.

- **Performance Sharing Loan:** Supporting the acceptance of corporate bonds (CB,BW) and Redeemable Convertible Preference Shares (RCPS) issued by SMEs and startups that has excellent future growth value
- **Scale-up Finance:** Support for acceptance of subordinated securities of asset-backed securities issued as assets by SMEs that have excellent technology and growth potential

Fund for Infrastructure for New Growth

Create new growth engines by supporting SMEs and startups that have excellent business performance and technology to improve productivity and strengthen their competitiveness

- **Detailed Item:** Support for Innovative Business Fund, Support for Shaping Smart Manufacturing Fund, Support for Promising Enterprises Committing to Net-Zero Fund

Fund for Business Re-Startup

Provide opportunities for SMEs and startups to restart their businesses, improve their structure, and support business conversion that have failed to advance into the market due to changes in the internal and external business environments

- **Detailed Item:** Business Conversion and Assistance in Trade Adjustment Fund, Financial Structure Improvement Fund, Fund for Business Re-Startup

Emergency Fund for Financial Stability

Provide supports for SMEs and startups to maintain a stable management status that are suffering from urgent difficulties in management due to natural and social disasters.

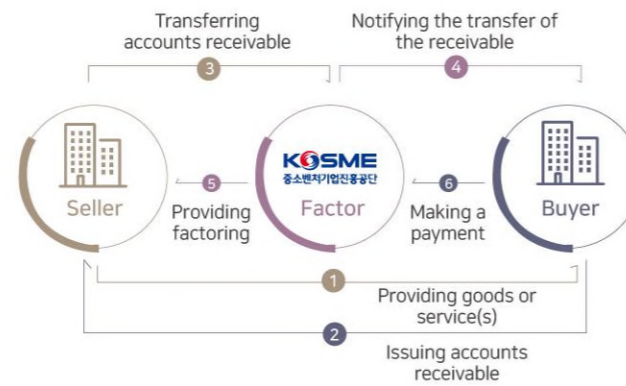
- **Detailed Item :** Fund for Disaster Loan, Temporary Loans for Financial Difficulties

Accounts Receivable Factoring

Acquiring accounts receivable of SMEs to provide liquidity in advance and promoting reinvestment of them back into business with an aim of creating a virtuous cycle

Process

- How to support** by acquiring and collecting accounts receivable of SMEs
- Discount rate** Approx. 6% when a receivable is taken over
- Period** From 60 to 90 days
- Support limit** Annually 1 billion KRW per business



Expected effects

Providing liquidity to seller companies through policy financial institutions' acquiring accounts receivable owned by them and preventing a series of bankruptcies as a claim of repayment is made only against buyer companies.

Investment and Loan Hybrid Financial Assistance

Hybrid finance that combines advantages of investment and loan.

Tailored support to each stage of business growth and a priming water which leads investment market by promoting follow-up investment in the private sector



Performance Sharing Loan

Financing through the acquirement of convertible bonds (CB), bonds with warranty (BW), redeemable convertible preference stocks (RCPS) of SMEs with future growth values



Support for Innovation in Digital Manufacturing

Facilitating innovative smart manufacturing through supporting businesses that participate in a Smart Factory Supply Project with ICT-based facilities

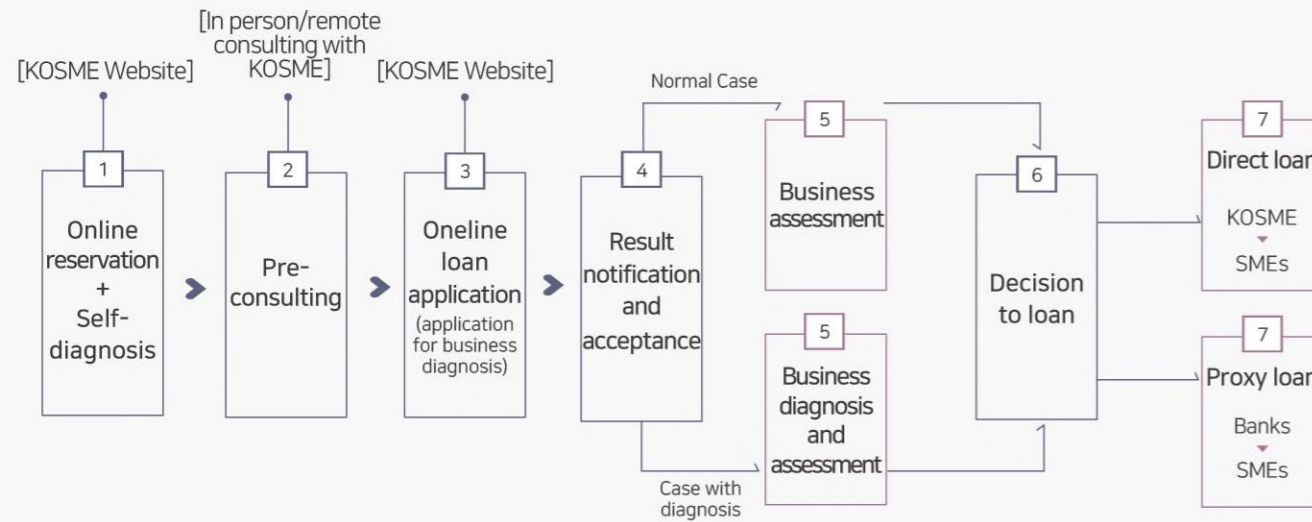
- Application and acceptance**
 - Application for loan support through regional and district offices
 - Targets: businesses that participate in a Smart Factory Supply Program, new growth and technology leading companies, and businesses that introduce ICT infrastructures
- Assessment and diagnosis**
 - (Business assessment) Assessment of credit risk and technical feasibility
 - (Comprehensive diagnosis) Improvement Strategies and roadmap and policy program-linked support
- Support decision**
 - Support of facility and financing for commissioning
 - Up to 10 bill. KRW (1 bill. KRW in the case of commissioning)
- Policy program linked support**
 - (Technology) Sophistication and post management of smart factories
 - (Human resources) Smart Factory Learning Center and training

Support for After-sales Service of Smart factories

Promoting use and enhancing the efficiency of smart factories through supporting businesses that have introduced smart factories with equipment replacement and software upgrades

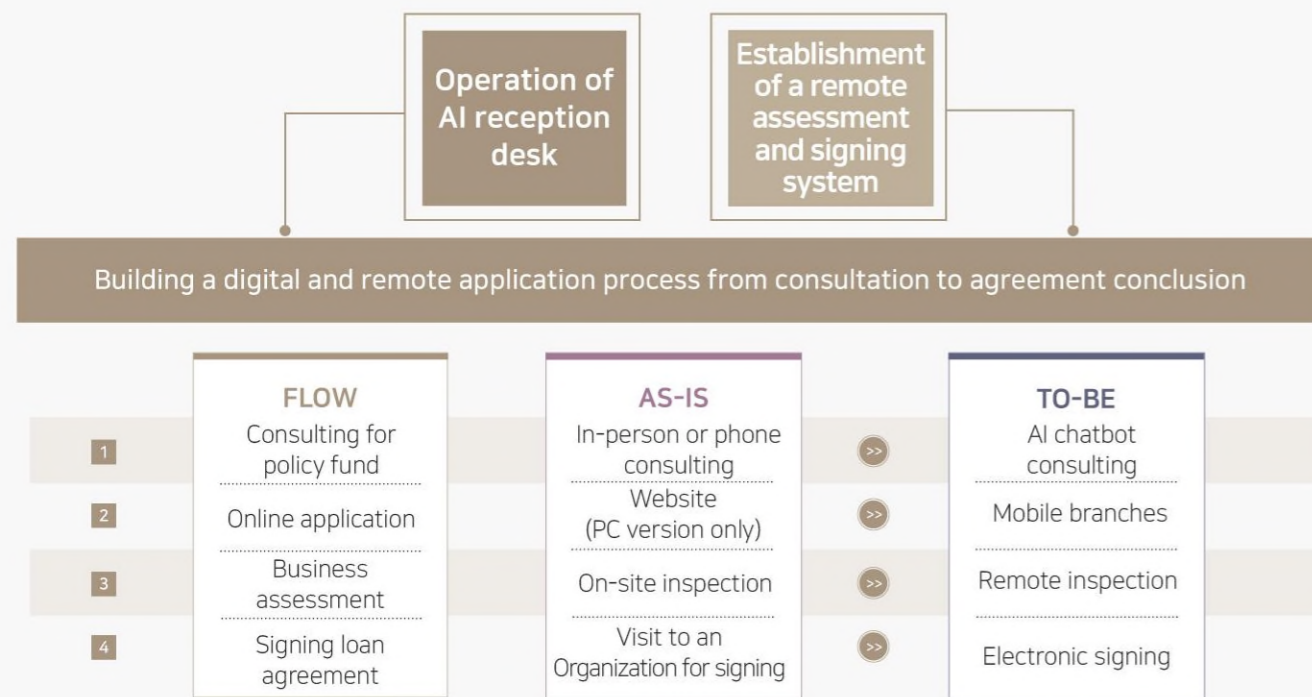
- Application and acceptance**
 - AS service application by businesses that have participated in a Smart Factory Supply Project
 - (AS for emergency recovery) Equipment replacement
 - (Performance sharing AS) Upgrade support
 - (AS subscription) Long-term AS for factory use and management
- Evaluation for selection**
 - Evaluation of applicability and usefulness of AS support
 - Evaluated by KOSME, ICT experts
- AS implementation**
 - Implementation of AS by type after support agreement
 - Implemented by KOSME, selected companies, AS providers
- Completion inspection and result analysis**
 - Provision of government subsidies and surveys of implementation result and support satisfaction
 - Conducted by KOSME, service providers and recipients

APPLICATION PROCEDURE FOR POLICY FUND



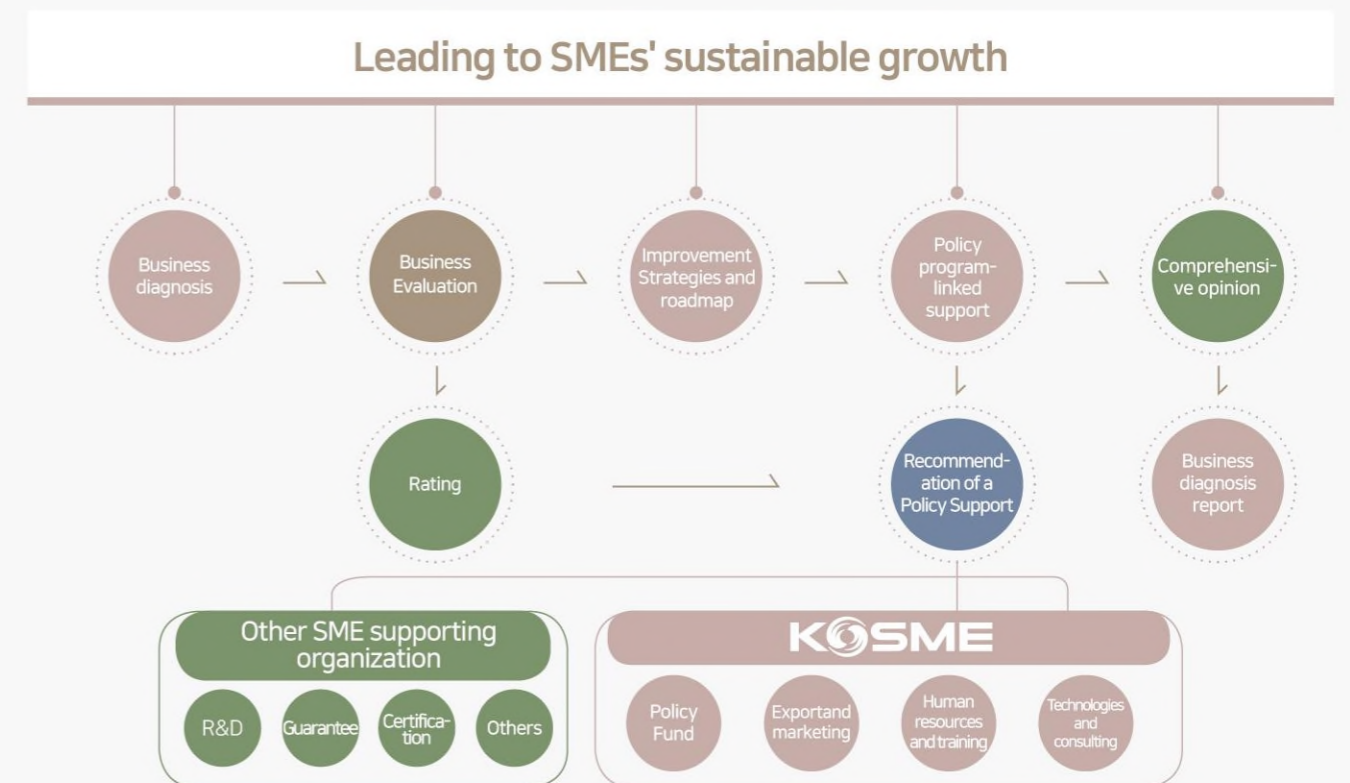
TRANSITION TO DIGITAL AND CONTACTLESS PROCESS FOR POLICY FUND

Transition to Digital and Contactless Process for Policy Fund



BUSINESS DIAGNOSIS (SOLIDIFYING THE EFFECTS OF POLICY FUND)

Experts in technologies and management identify problems (business difficulties) through business diagnosis and offer solutions and direction for improvement by linking tailored policy programs.



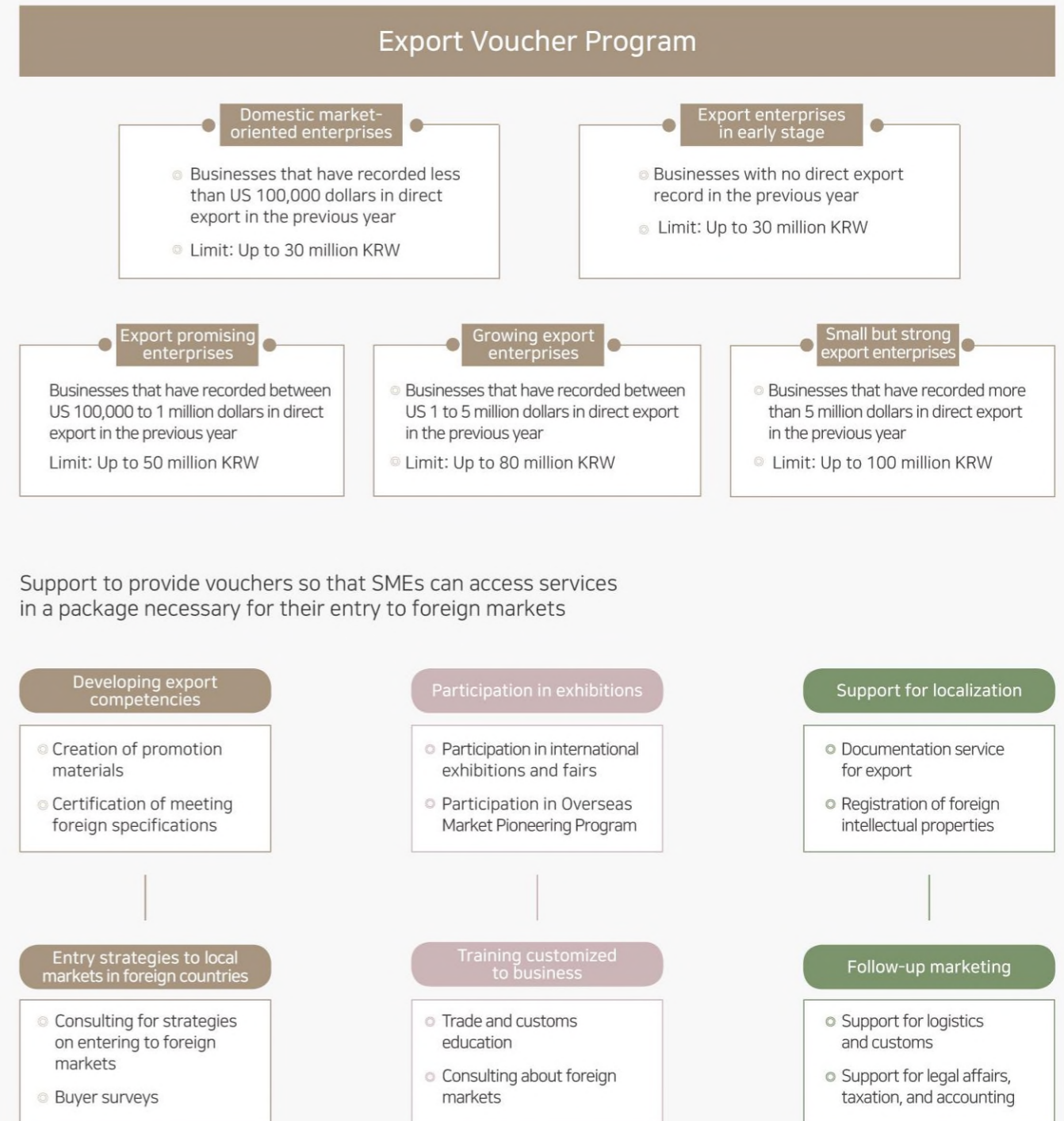
2. Globalization and Export (Marketing)

Support system for globalization and export marketing of SMEs



Export Voucher Business

KOSME provides the export vouchers to exporting SMEs in each stage of growth, and the SMEs will be available to use integrated export marketing service by selecting necessary services and agencies from the service platform to implement various export marketing services



■ Online export platform project (B2B)

Support to grow exports of SMEs through various services corresponding to digital trade environments

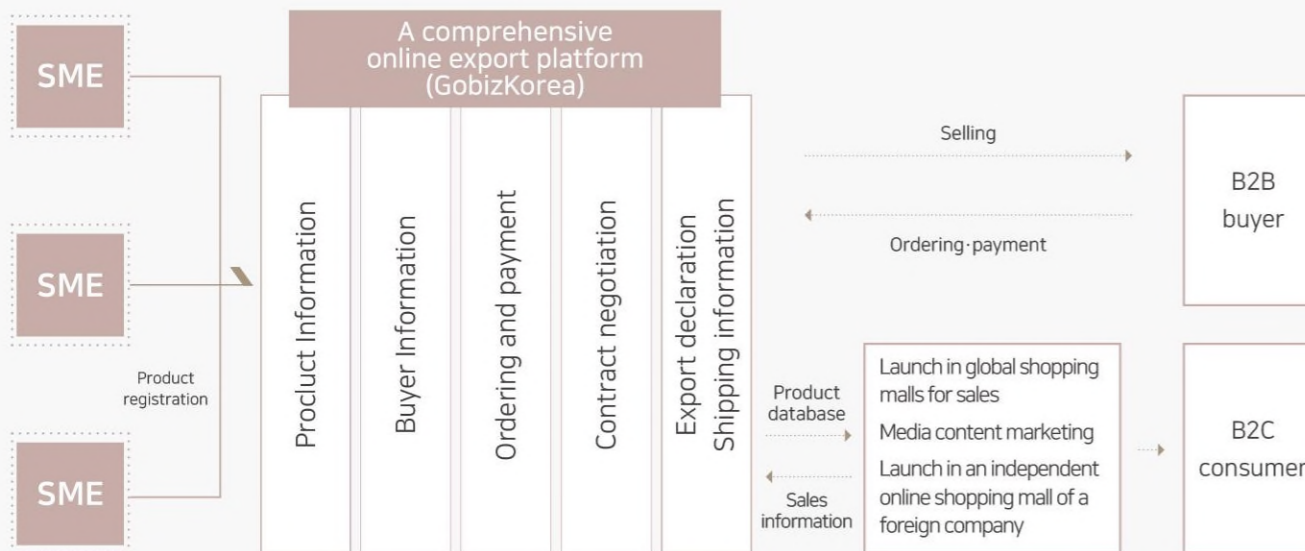
■ Online Export One-stop Service

- Creation of product pages that reflect up-to-date trends and sub-websites customized to a selling business
- Support of online promotion marketing including search engine marketing that considers export competencies and product characteristics of each company

■ Transaction arrangement and post-management of online purchase offer

- Support of one-to-one matching of a buyer who clearly intends to buy a domestic product with a strong seller
- Support of verifying inquiries of foreign buyers that access GobizKorea and of trade works including post management

Establishment and operation of a comprehensive platform for online export



■ Globalization Support Platform (Global Business Center)

Support to expand exports of SMEs through establishment of Korea Business Development Centers in international trade hubs and local support programs that facilitate local market expansion

NO. of centers: 20 centers with 260 offices in 12 countries

- | | | |
|---|------------------------|------------------------|
| 1 China (Beijing/Shanghai/Shenzhen/Chongqing/Guangzhou) | 7 Germany (Frankfurt) | 10 Russia (Moscow) |
| 2 The U.S. (NY/LA/Washington/Chicago) | 8 Chile (Santiago) | 11 Thailand (Bangkok) |
| 3 Viet Nam (Ho Chi Minh/Hanoi) | 9 UAE (Dubai) | 12 Kazakhstan (Almaty) |
| 4 Japan (Tokyo) | 5 Mexico (Mexico City) | |
| | 6 India (New Delhi) | |

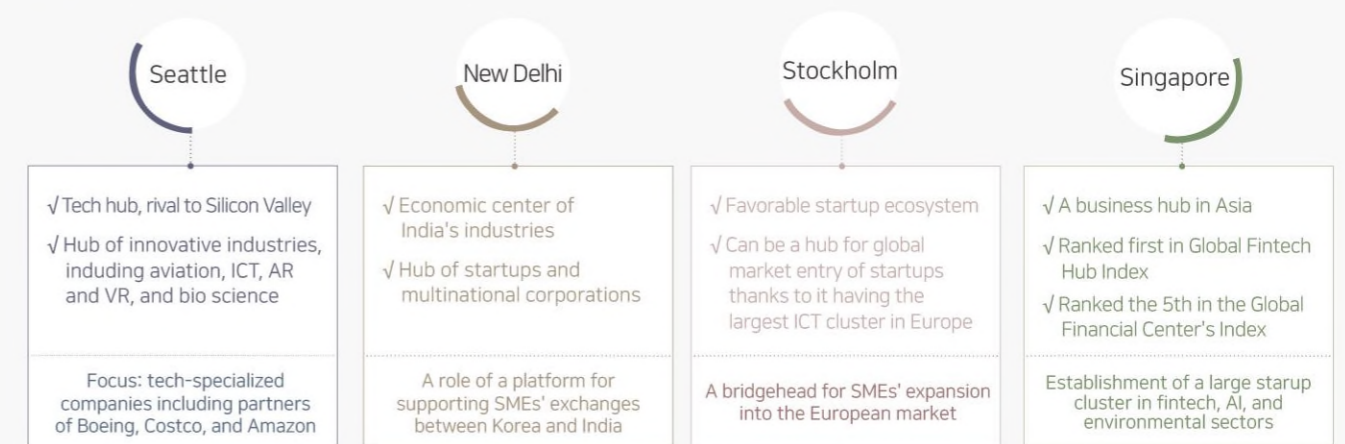
Target	Details
SMEs that intend to expand into global markets	<ul style="list-style-type: none"> ■ (for local settlement) providing separate office spaces and shared meeting rooms, legal and accounting advice and consultation, administrative support for dispatched personnel to foreign countries ■ (for business specialization) support for localization and securing sales channels, e.g., prototype production and tests by buyers, by using assistance agencies in global markets related to growth-promising industries

■ Globalization Support Platform (K-Startup Center)

Support for successful globalization of Korean SMEs and Startups through the establishment of K-Startup Centers in international hubs of innovation and collaboration with AC, VC, and global innovator companies in foreign markets

Center locations (2019) Seattle, New Delhi (2020) Stockholm, Singapore

NO. of centers: 4 countries



Support for global cooperation

Building a basis for global collaboration necessary for SMEs' overseas market expansion through networking with foreign governments, including related organizations to SMEs
 *MOU agreement with foreign entities (as of Dec 2021)
 :111 organizations in 46 countries

- 1 Organizing side events for economic delegations during state visits
- 2 Hosting seminars and conferences about overseas market entry environments
- 3 Sharing SME support policies
- 4 Operating international centers and Korea Desk

APEC SME Innovation Center

Supporting SMEs' expansion into the APEC region and upholding the national image by building networks and cooperation with APEC members

- 1 Policy and information exchanges among APEC member countries
 Participation in APEC SME Ministerial Meeting and working level meetings
 Hosting APEC conferences and workshops
- 2 Enhancing innovation capabilities of SMEs in the APEC region and pursuing shared growth
 Implementing joint projects among APEC members
 - Succeeded in winning fund from APEC for 6 consecutive years(From 2016 through 2021)
 Consulting for innovation in local business using KOSME's business diagnosis methods

Overseas Technology Exchange Program

A cooperation project between the Korean government and emerging countries (government-to-government) to expedite globalization of domestic companies by exporting their technologies to foreign companies
 *Export type of technologies:
 licensing, joint venture, OEM manufacturing, equipment transfer

- 1 Hosting technology exchange meetings
- 2 Operating technology exchange center
 A platform that promotes technology exchanges tailored to countries (Iran, Vietnam, Indonesia, India, Thailand, Kazakhstan, China)
 A supporting role in searching for demand in foreign markets and matching businesses
- 3 Providing professional manpower and online platforms to technology exchanges
 Operation of technology commercialization coordinators that support technology discovery, diagnosis, and business matching
 G-TEP, an online platform to make technology exchanges more frequent

Overseas Branch Service

Supporting exports and overseas expansion of SMEs that can not afford to open overseas offices with KOSME's acting as their local branches
 *Business expansion type: corporation establishment, investment to foreign markets, technology exchanges, targeting strategy by item, entering global value chain

- 1 Supporting export and localization
 Diversifying support by phase, including export contracts, joining in local distribution networks in foreign countries, technology exchange and entering global value chains (development case: 150, expansion case: 220, as of 2021)
- 2 Broadening business choices for project participants
 Businesses can choose a support service, a target market, and a project implementing organization. Each business can choose up to 10 regions.

OFFICIAL DEVELOPMENT ASSISTANCE (ODA)

Development cooperation in the form of either a loan or grant offered to developing countries directly or indirectly for their development and welfare

Basic direction

"Contributing to economic development and job creation of developing countries by sharing policy" experience and support know-how in the SME sector with them. Building a basis for the domestic companies' foreign market entry by building cooperative networks for Korean startups and SMEs

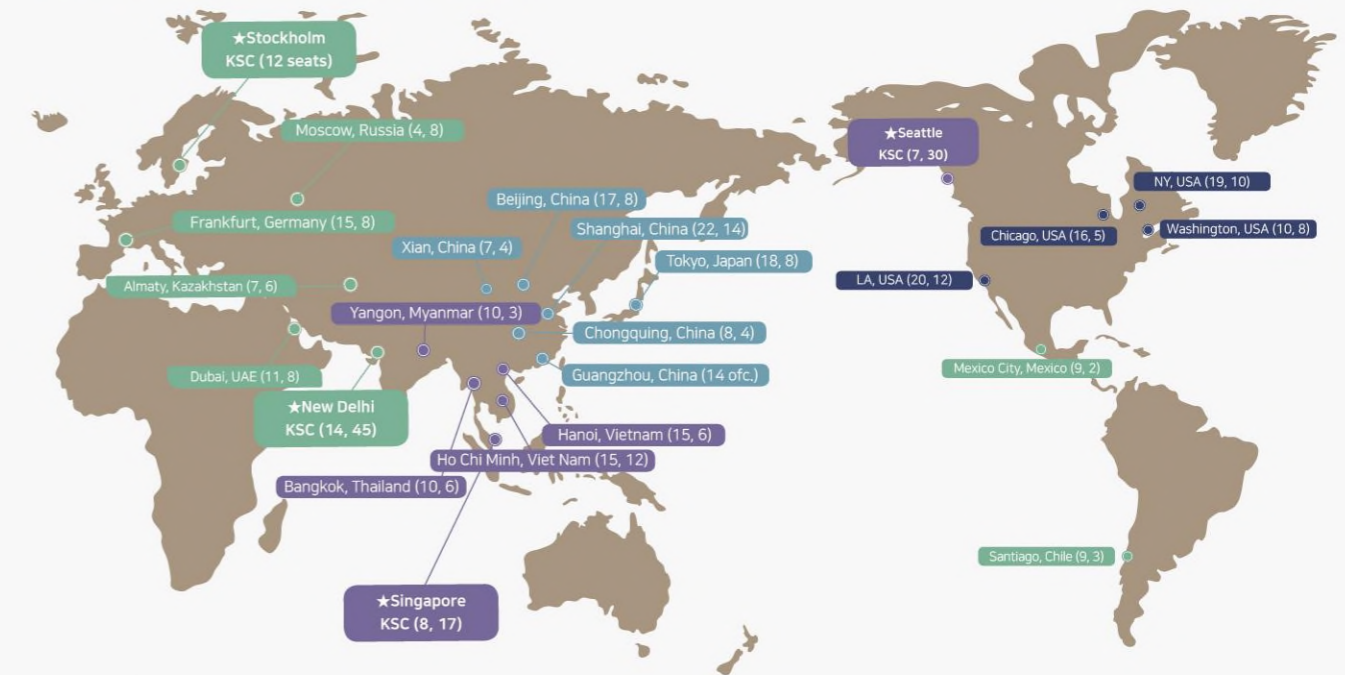
Implementation tasks

- 01 Building a sustainable startup ecosystem in Uganda
- 02 Establishing a base for the domestic companies' expansion into the African market
- 03 Dissemination of a Korean type global cooperation model

Overview of a cooperation project of International Organization

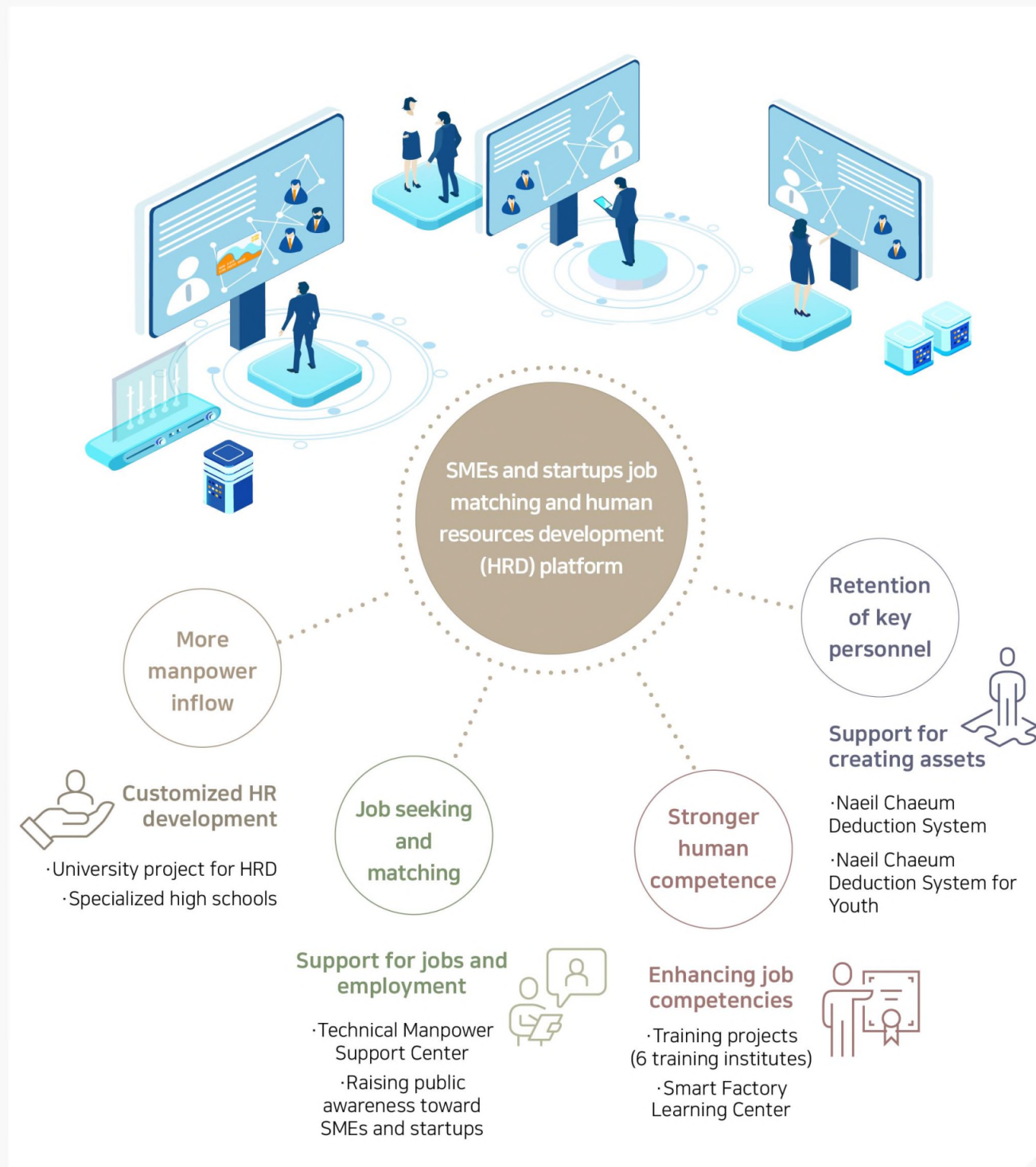
- Name** Foundation and operation of Uganda Youth Startup Academy (YSA) (from 2022 to 2024, 1.97 bill. KRW (5.97 bill. KRW in total))
- Target** Approx. 1000 young entrepreneurs in Uganda
- Support** Launch of YSA and transfer of startup support policies
 (① Establishment of startup infrastructure ② Launch of business including product development ③ Support for global market entry ④ Consultation on policy creation)
- Expected effects** Job creation and economic development of developing countries through training of young entrepreneurs and promoting young startups
 → More expansion of Korean SMEs into the African market and providing opportunities of innovative growth to them

KOSME International Center Map



* Number of Korea Business Development Centers (KBDC) and K-Startup Centers (KSC):
 KBDC-20 centers with 260 offices in 12 countries (135 seats in total), KSC-4 centers with 29 offices in 4 countries (104 seats in total)

3. Human Resource Development and Startup



Training

Support to strengthen technologies and a competitive edge of SMEs by enhancing competencies of employees of SMEs.

Focused on technical workforce development and equipped with **strong** training infrastructure, KOSME provides the **function of internal training institute for SMEs.**

- Job competency improvement training
- Global competency improvement training
- Tailored training to business
- Public policy training
- CEO training
- e-Learning training

State of Korea SMEs and Startups Training Institute (KOSMETI)

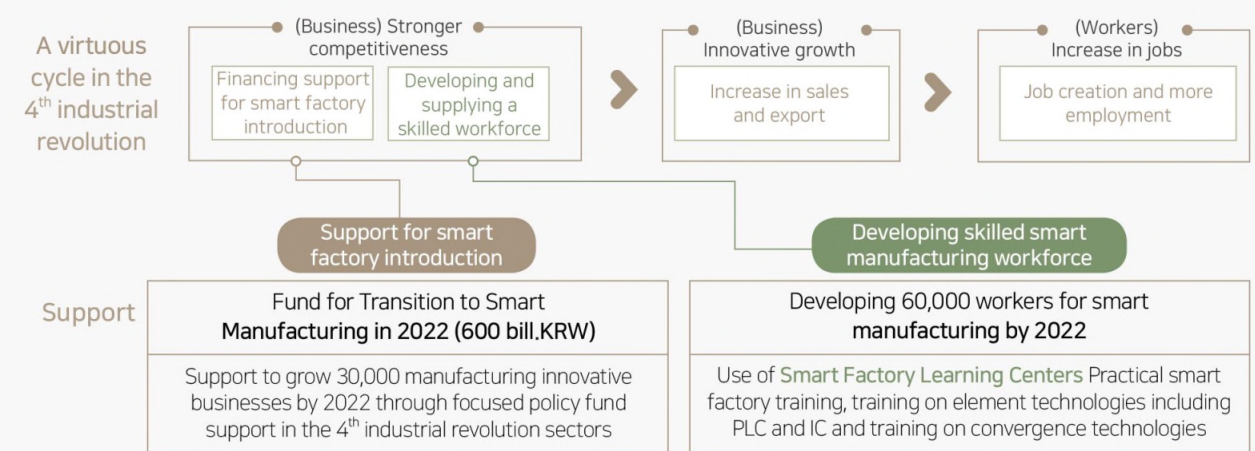
The largest industrial training institute for SMEs that has developed skillful SME workforce of 1.54 million over 40 years since its foundation in 1982. (Websites : sbti.kosmes.or.kr, cyber.kosmes.or.kr)



Training for SMEs and Startups

Driving manufacturing innovation of SMEs by expanding smart factories and developing a skilled workforce

"Support to develop skilled workforce and expand smart factories to be SMEs-driven responding to the 4th industrial revolution"



*Training of 51,656 workers by 2021. (accumulated number)

Smart Factory Learning Center

State of Smart Factory Learning Centers

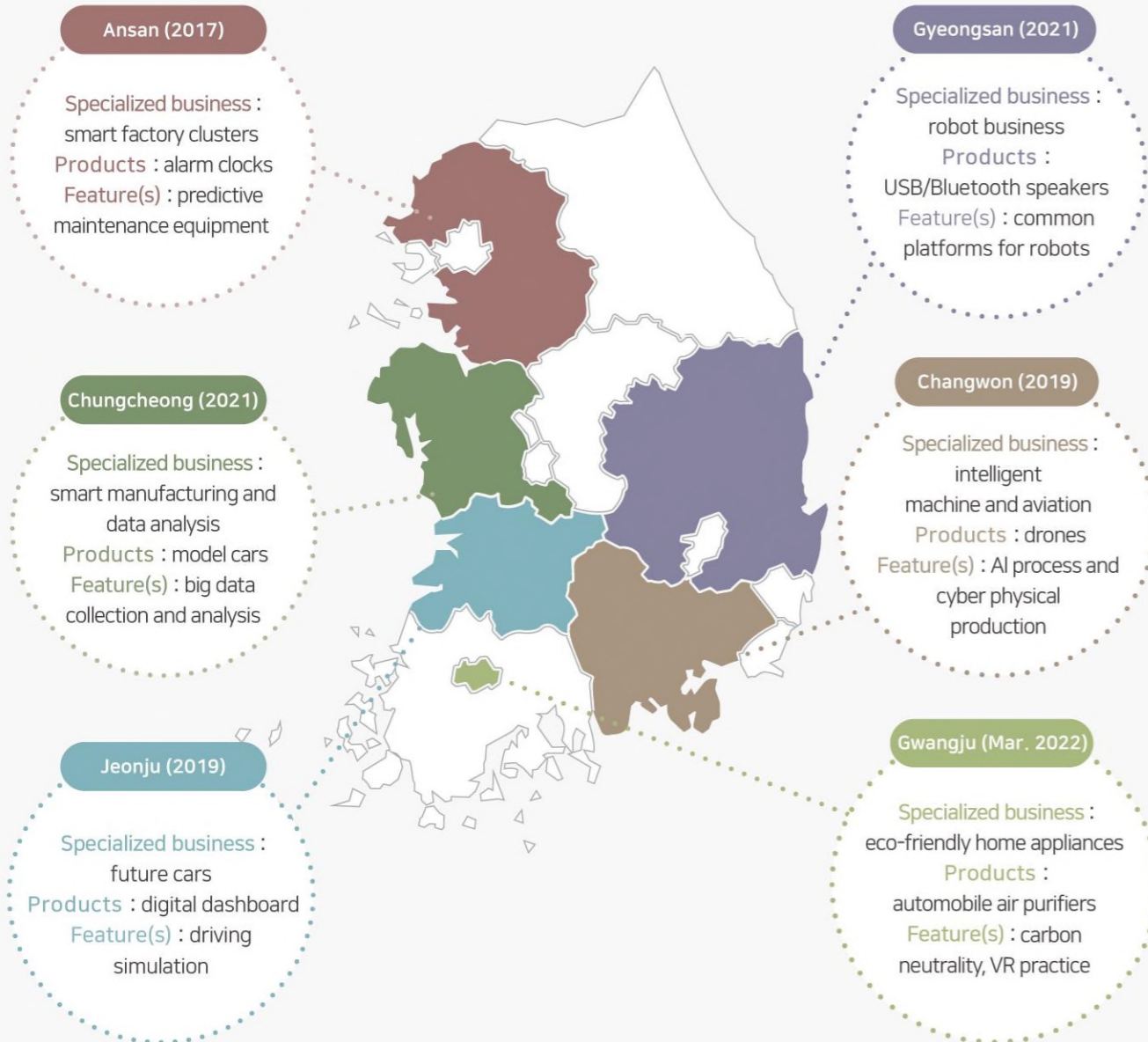
Establishment of Smart Factory Learning Centers in each region that are linked to specialized local businesses for developing workforces in future innovative technologies

Smart Factory Learning Center

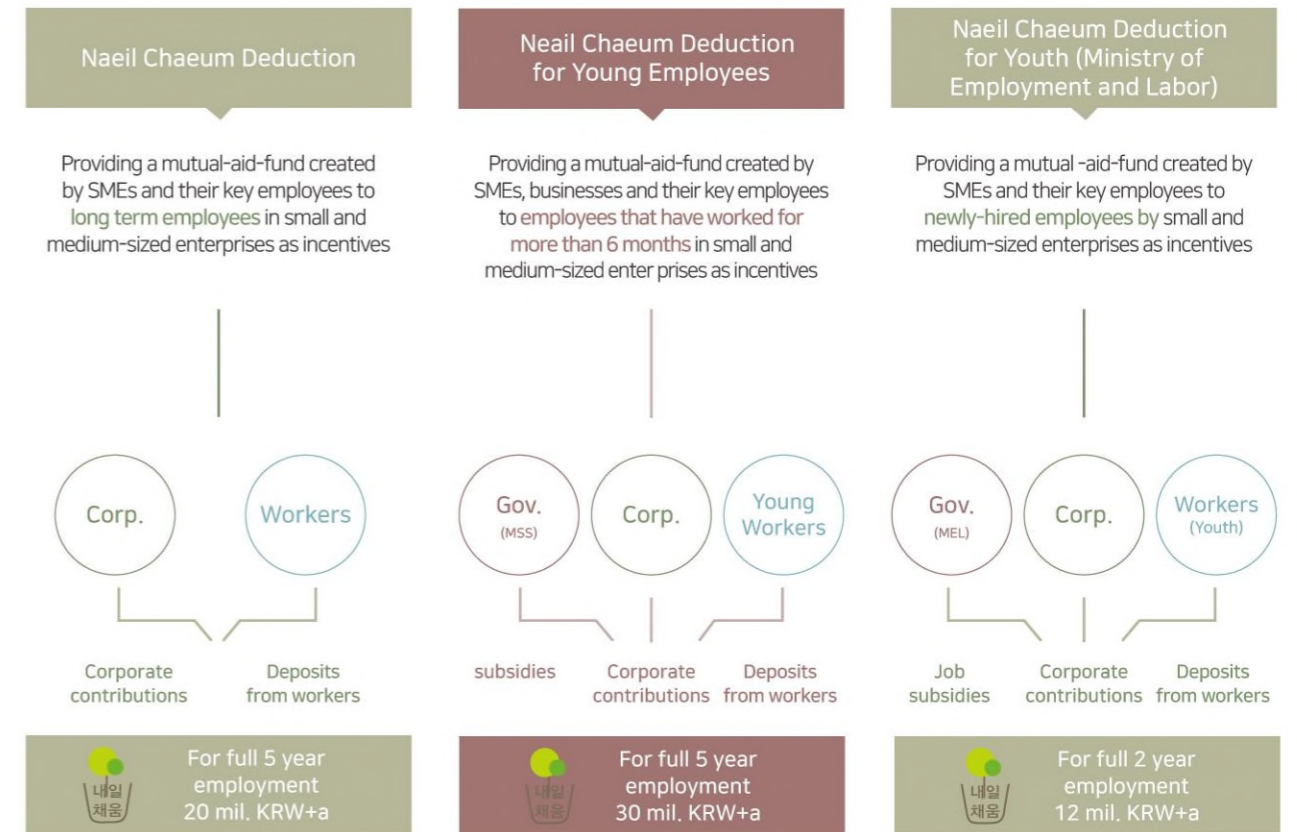
[Overview] A micro smart factory for practicing the smart factory setup and relevant operation technologies including CPS, real-time production information, big data, and advanced sensors

[Effects] Strengthening the effects of training and minimizing errors in smart factory setup through practicing smart factories

*(2017) in Ansan → (2019) in Jeonju and Changwon → (2021) Cheonan and Gyeongsan → (2022) in Gwangju



Naeil Chaeum Deduction System



- 3. Human Resource Development and Startup
- 4. Innovative Local Businesses

■ Young CEO Academy

Supporting to follow up on growing competencies of young CEOs and their business startup and Providing a comprehensive support package to build startups into unicorn companies

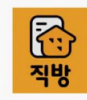
Goal

Youth Startup Academy

Fostering innovative CEOs who lead the national economy

Promoting innovative technology startups to lead the 4th industrial revolution (Fostering startups in specialized sector of each YSA and startups in a local area's focused business)

Successful cases of YSA



CEO: Ahn Seong-woo (Completed the 1st year of the program)
Company name: Jigbang
Business value: 1.1 trillion, KRW
investment attraction: 226.5 billion, KRW in total



CEO: Lee Seung-geon (Completed the 2nd year of the program)
Company name: Viva Republica
Business value: 8.4 trillion, KRW, revenue: 389.8 billion KRW

Target

- A person aged under 39 (international age) and a business leader of a company within 3 years of establishment
- Young CEOs that have a challenging spirit of entrepreneurship and business competence potential

Support

Business commercialization fund	Startup Space	Training and coaching	Linked support
<ul style="list-style-type: none"> ■ Up to 100 mil. KRW per business ■ less than 70% of the total business expenses 	<ul style="list-style-type: none"> ■ Office space for trainee startups ■ Networking and open space ■ Design Factory 	<ul style="list-style-type: none"> ■ Entrepreneurship and practical training for startup ■ One-to-one coaching by designated lecturers ■ Coaching of specialized lecturers by sector 	<ul style="list-style-type: none"> ■ Global acceleration and mentoring ■ Next Unicorn Project ■ Participating in domestic and international exhibitions

■ Global Startup Academy

Covering from innovative technologies (in D.N.A.) through preliminary startup state → A comprehensive package support for the entire steps of startup

Global Startup Academy

Goal

Key sectors for digitalization: data, network, AI

Promoting startups in D.N.A sectors (Selecting startups with innovative technologies)

Target

- A (preliminary) startup team within less than 3 years of startup experience as of application announcement date.
- Startups capable of advancing business using D.N.A sectors



Both conditions should be satisfied for application

Support

Specialized training in D.N.A. sectors	Support for business commercialization	International networking program
<ul style="list-style-type: none"> ○ D.N.A-business model (BM) training by experts ○ Project type training (Kaggle) ○ Multinational company training 	<ul style="list-style-type: none"> ○ Support for commercialization in D.N.A sectors (Producing BM and beta version) ○ Office spaces 	<ul style="list-style-type: none"> ○ Global accelerating (SOSV and U.S, PnP, global accelerators stays in Korea for acceleration) ○ Networking

4. Innovative Local Businesses

Facilitating balanced development of the nation through the development of local business

■ Key Local Business Growth Project

Facilitating balanced development of the nation through the development of local business

Overview

- To pursue local economy-driven industrial growth and establishment of an innovative ecosystem using KOSME's local bases and various policies

Participant selection

- Selecting key sectors and businesses befitting to a region through cooperation with relevant organizations including Regional SMEs and Startups Offices and local government
- Special zone businesses, key local businesses (48), the Korea New Deal businesses

Policy-program linked support

- Operating a program customized to a region by choosing among KOSME's key support projects including Policy Fund and export marketing

■ The state of ongoing 17 projects in the nation

Seoul/Southeastern/Northern Seoul (Joint project) Fostering 4 comparatively advantaged industries in Seoul	Gangwon Gangwon Digital Healthcare Growth Project	Jeonbuk/Western Jeonbuk (Joint project) Jeonbuk New Deal green mobility industry Fostering small but strong MPE businesses	Eastern Jeonnam Building and developing Jeonnam drone business cluster	Chungbuk/Northern Chungbuk (Joint Project) Development of 3 specialized industries to Chungbuk	Incheon Fostering leaders in the smart logistics sector
Daejeon Sejong Growth of bio business in Daejeon and self-driving business in Sejong	Gwangju Innovative ecosystem for the automobile industry in Gwangju	Ulsan Revitalizing 3 conventional industries of Ulsan	Busan Growing K-New Deal leaders in the green marine-mobility in Busan	Chungnam One Package Support Program for innovation in businesses in Chngnam	Gyeonggi/Eastern Gyeonggi (Joint project) Gyeonggi K-Semiconductor materials parts, and equipment (MPE) business ecosystem
Jeonnam Fostering the new industry of e-Mobility in Jeonnam	Gyeongnam/Western Gyeongnam Growing green future mobility industry in Gyeongnam through G-belt Platform	Daegu A system to scale up the supply chain in the robotics industry in Daegu	Gyeongbuk/Eastern and Southern Gyeongbuk (joint project) Growing future green mobility industry of Gyeongbuk	Jeju Innovation leading project of 30 clean bio businesses in Jeju	

■ Smart Innovation Zone Building Project

Purpose	Target	support methods
Support for building a smart platform for shared use, which an independent business finds difficult to establish, in areas in which ageing SMEs are concentrated, in order to enhance competitiveness of SMEs	"In SMEs concentrated" areas, areas in which private companies (anchor companies) can invest Areas in need of Special Support for SMEs in accordance with Article 62-23 Industrial areas in accordance with Article 36(1) 1 (C)	Public Smart Facilities Infrastructure for a remote system to respond to the digitalization of infrastructure using IoT and AI and a post-COVID era Green infrastructure Building green facility Infrastructure and systems to address climate and environmental crises

■ SME Innovation Vouchers

Providing small local manufacturers with a customized voucher type service based on diagnosis of innovation capabilities to support their innovative growth

Support areas 3 areas including consulting, technological support, and marketing

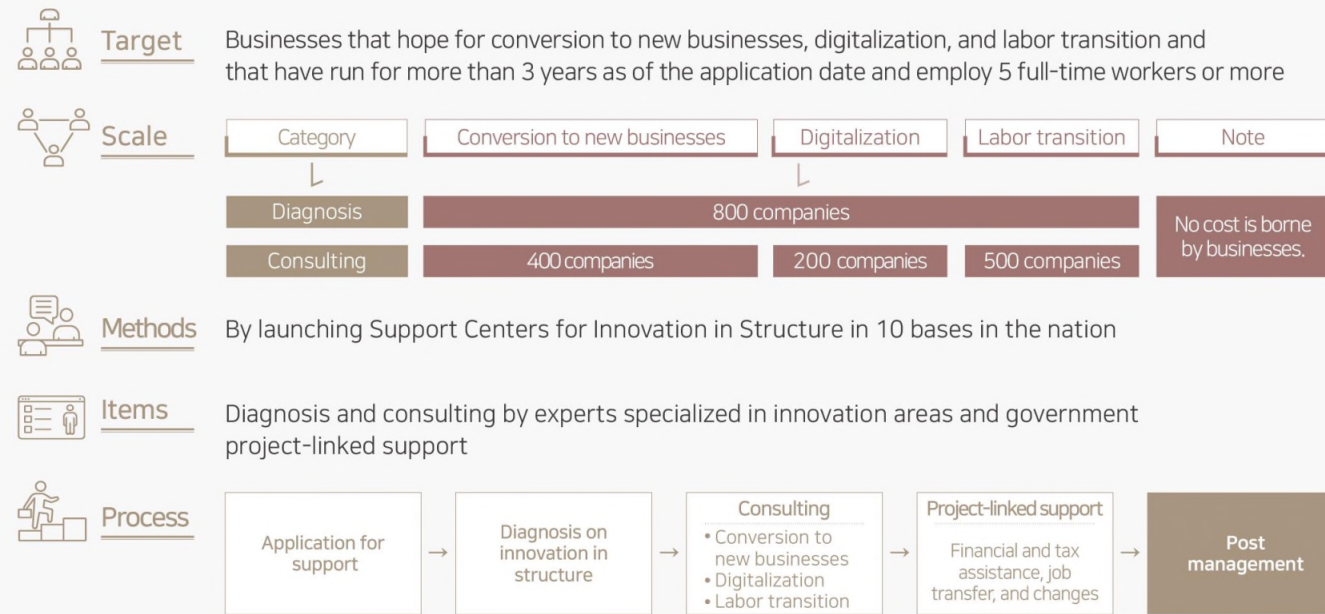
Areas	Program
Consulting	Management technologies and strategies, smart factory strategies, regulatory response, occupational safety, convergence, carbon, ESG, and IP
Technological support	Prototype production, establishment of systems and facilities, technology transfer and IP acquirement, specifications certifications, product testing, and design
Marketing	Design improvement, brand image improvemnet, marketing support

- 5. SMEs' Conversion to New Businesses
- 6. Support for SMEs' Contributing to a Global Paradigm Shift

5. SMEs' Conversion to New Businesses

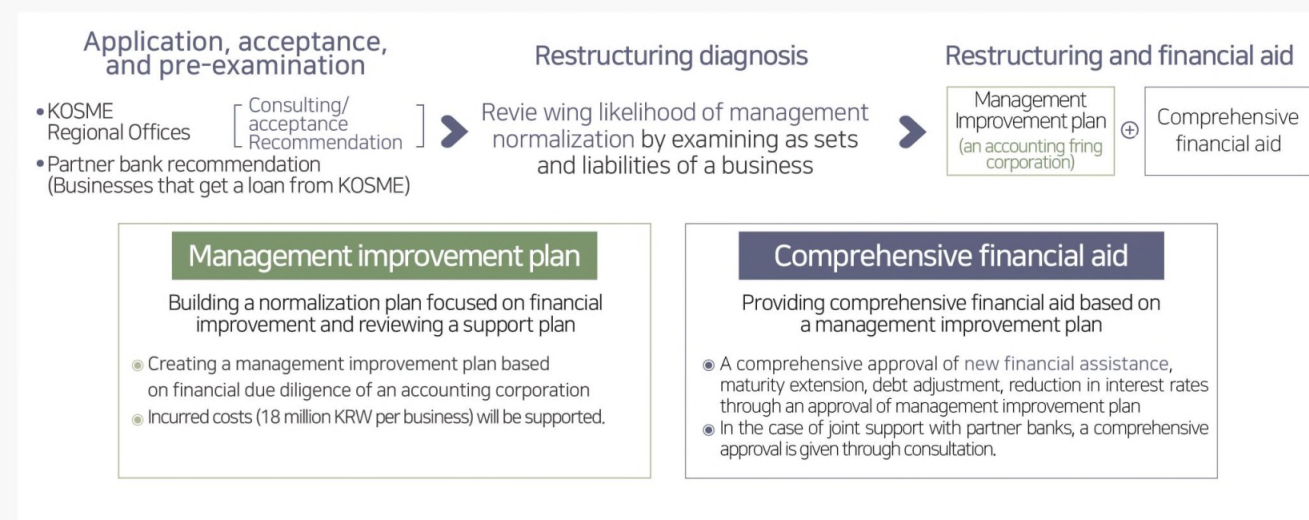
Support for Innovation in Structure

A comprehensive support for business conversion, digitalization, and labor transition of SMEs to lead them to adapt to economic and business environmental changes and sustain their businesses



Comprehensive Support for Rechallenge (19 Rechallenge Comprehensive Support Centers)

Introduction of a restructuring program tailored to SMEs facing crisis in management for their fast recovery One-stop customized support for rehabilitation, financing, and mentoring after rechallenge consultation

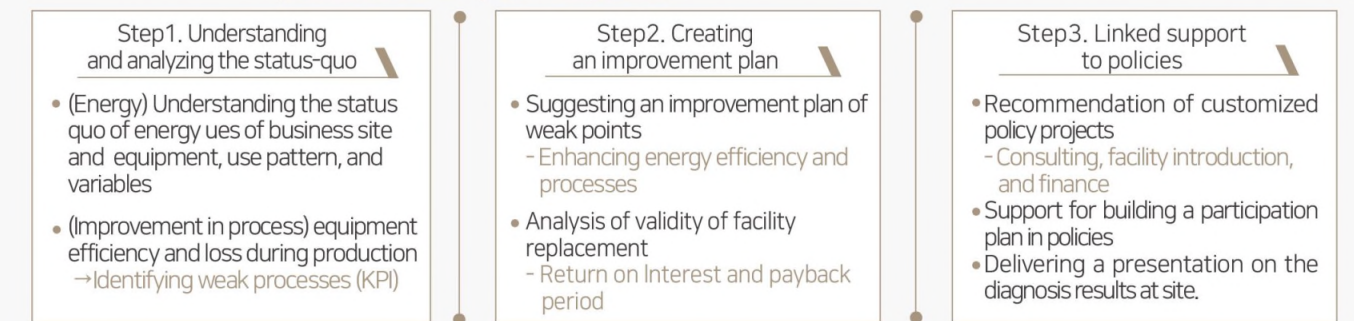


6. Support for SMEs' Contributing to a Global Paradigm Shift

Carbon Neutrality Level Diagnosis

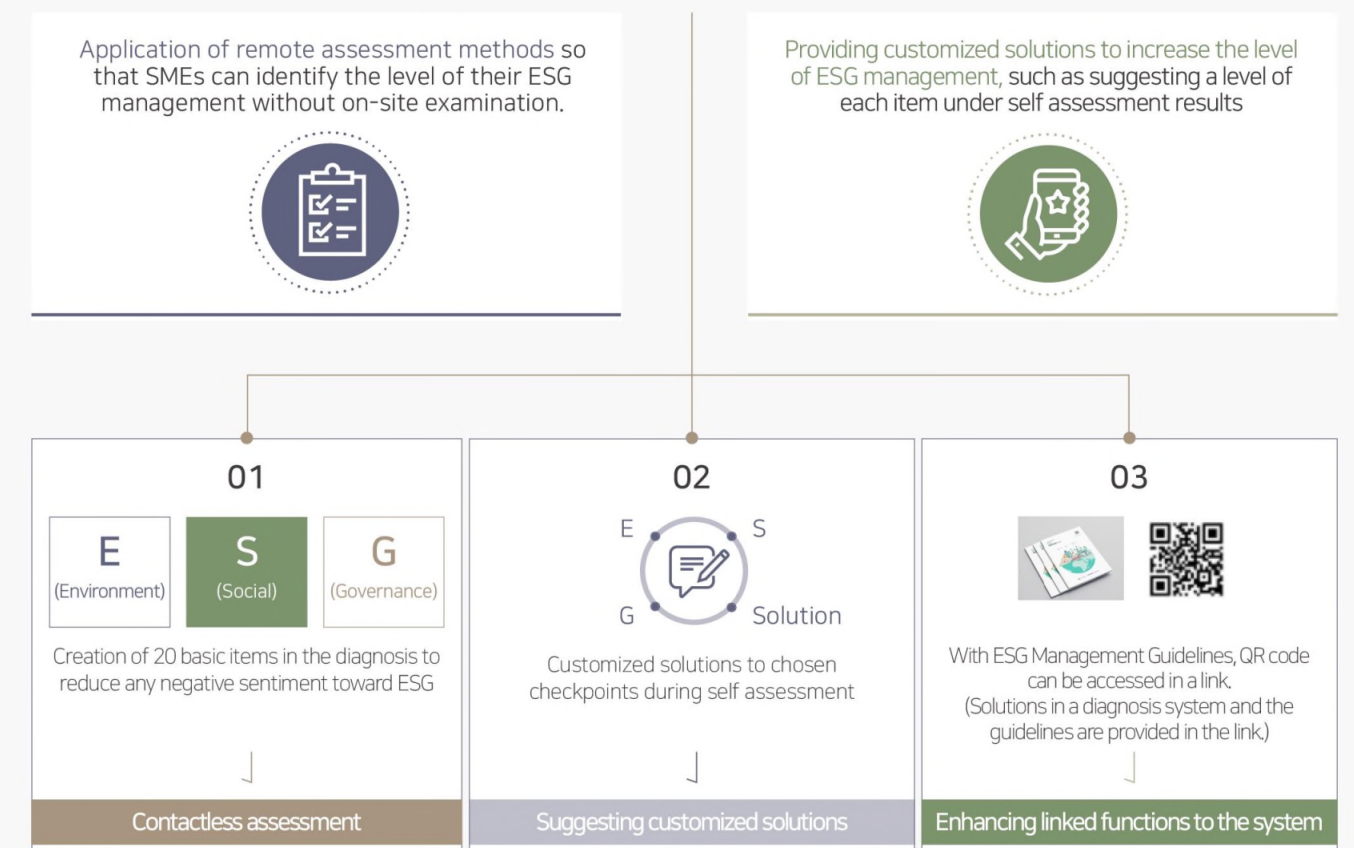
Support for reduction measures in carbon emission of and customized policies to SME manufacturers by analyzing energy use per process and equipment

※ Focus of diagnosis: measures to reduce energy consumption by enhancing energy efficiencies and production process and linking them to policies



ESG Self-Assessment

Providing a system to help SMEs who lack competencies of and awareness toward ESG management identify the level of their ESG management with a self assessment



APPENDIX

History

Organization

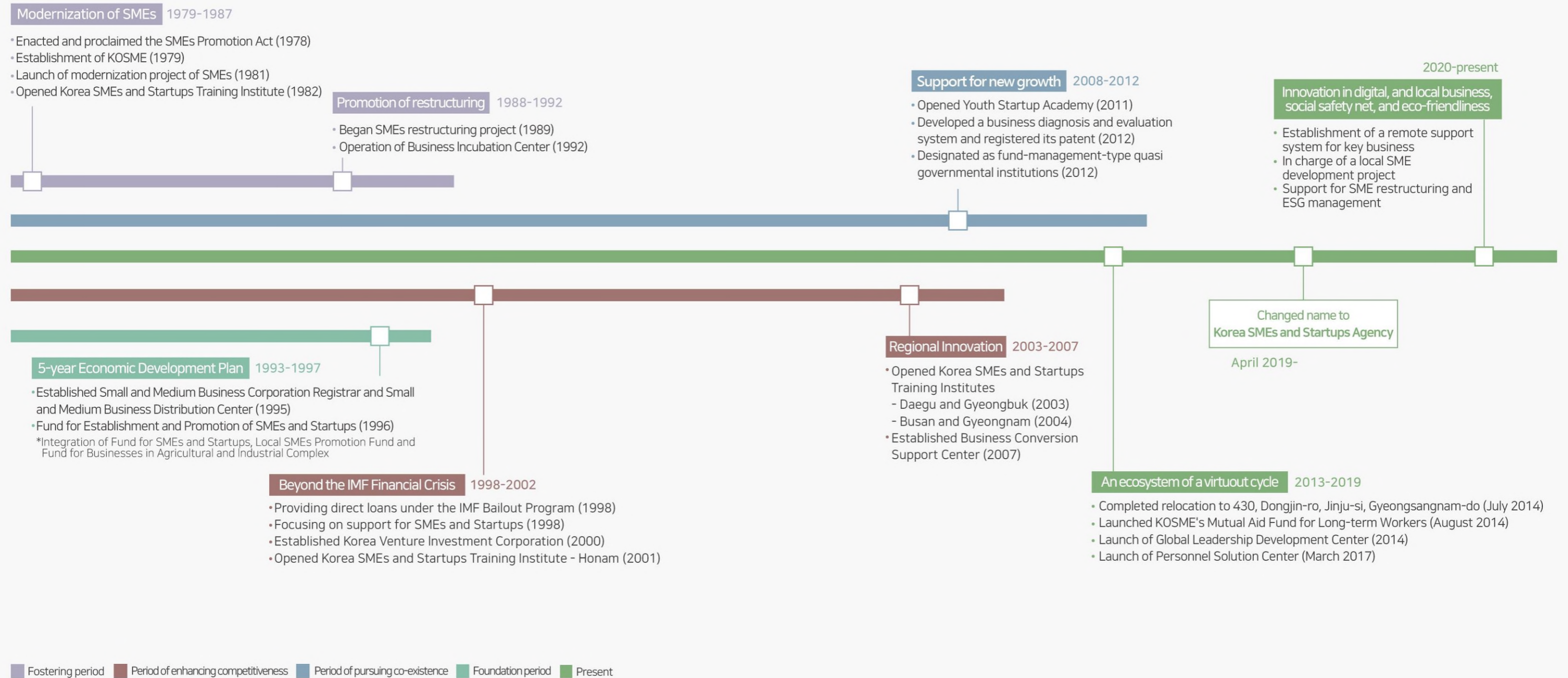
KOSME Regional and District Offices
(33 in Korea)

Criteria of SMEs in Korea



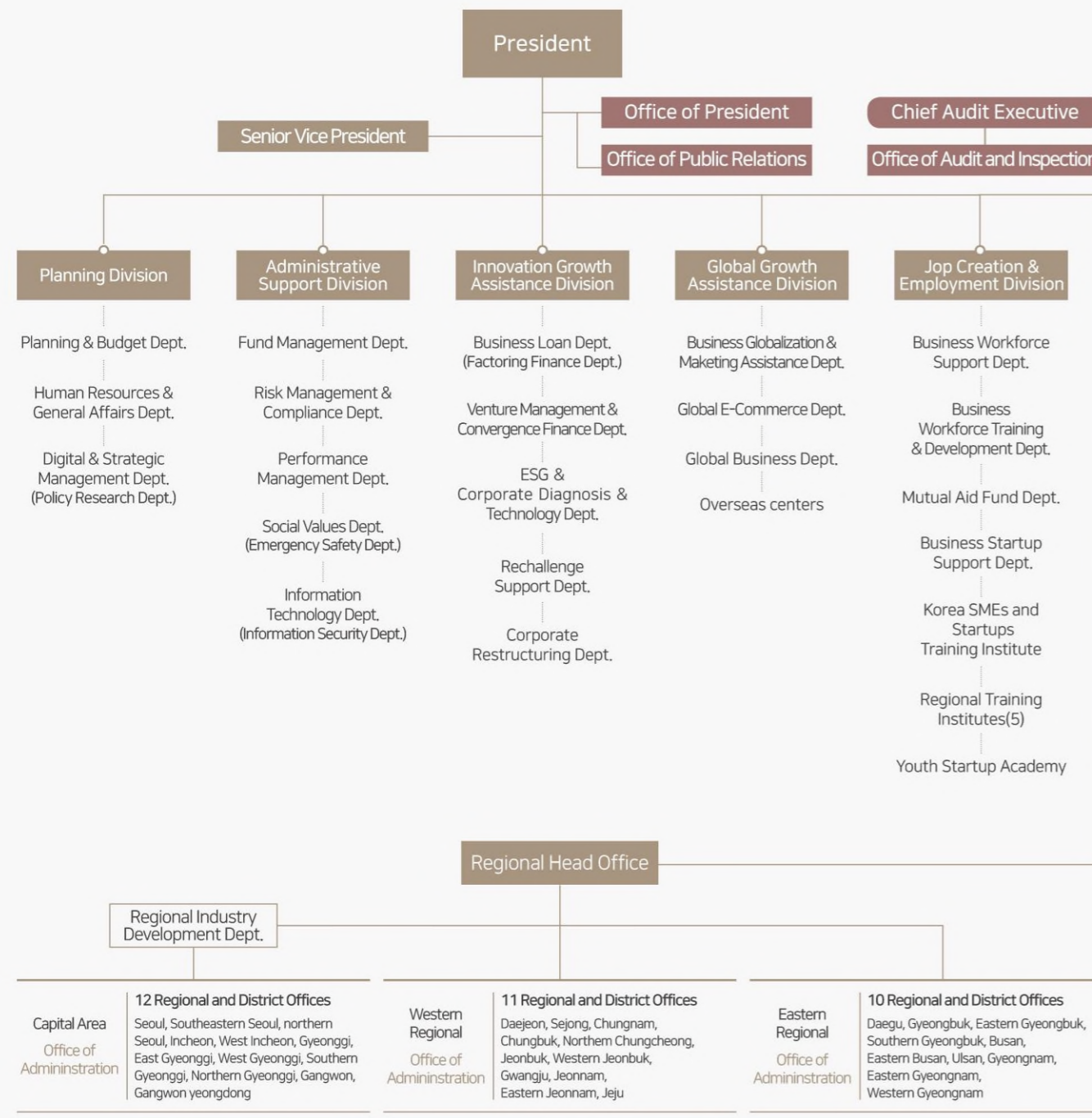
History

KOSME at the forefront of policy support for SMES for forty-three years since its foundation in 1979



Organization

"6 divisions, 11 offices and 16 departments, 33 regional and district offices, 6 centers and institutes, 1 academy, and overseas centers"



KOSME Regional and District Offices (33 in Korea)

Main businesses



Location and contact

Capital Area

Seoul (Geumcheon-gu)
Eastern and Southern Seoul (Seocho-gu)
Northern Seoul (Jung-gu)
Incheon (Yeonsu-gu)
Western incheon (Seo-gu)
Gyeonggi (Suwon-si)
Eastern Gyeonggi (Seongnam-si)
Western Gyeonggi (Ansan-si)
Eastern Gyeonggi (Hwaseong-si)
Northern Gyeonggi (Goyang-si)

Chungcheong Region

Daejeon (Daejeon-si)
Sejong
Chungnam (Cheonan-si)
Chungbuk (Cheongju-si)
Northern Chungbuk (Chungju-si)

Jeolla Region

Gwangju (Gwangju-si)
Jeonbuk (Jeonju-si)
Western Jeonbuk (Gunsan-si)
Jeonnam (Muan-gun)
Eastern Jeonnam (Chuncheon-si)

Gangwon Region

Gangwon (Chuncheon-si)
Gangwon Yeongdong (Gangneung-si)

Gyeongsang Region

Daegu (Daegu-si)
Gyeongbuk (Gumi-si)
Eastern Gyeongbuk (Pohang-si)
Southern Gyeongbuk (Gyeongsan-si)
Busan (Sasang-gu)
Eastern Busan (Haeundae-gu)
Ulsan (Ulsan-si)
Gyeongnam (Changwon-si)
Eastern Gyeongnam (Gimhae-si)
Western Gyeongnam (Jinju-si)

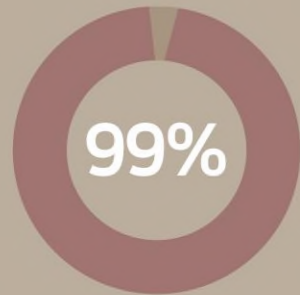
Jeju Region

Jeju (Jeju-si)

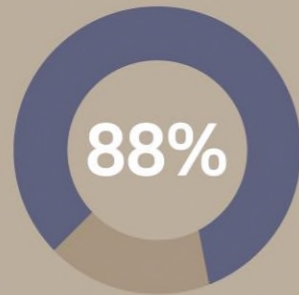
KOSME Call Center
☎ 1357 (without area codes)

SMEs,

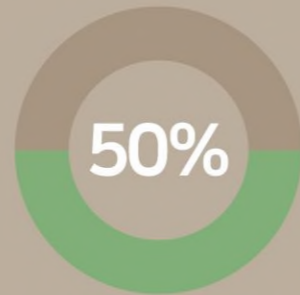
Small in size but big in potential,
leading the future and growth of the Korean economy



of all Korean businesses are SMEs






of Korea's workforce is employed by SMEs



of Korea's GDP comes from SMEs

Criteria of SMEs in Korea

<p>Manufacturing (6 sectors): Electrical equipment, Clothing, Bag/Shoes, Wood pulp/Paper, Primary metal, Furniture</p>  <p>Sales: \$150M or less</p>	<p>Manufacturing (12 sectors): Cigarette, Automobile, Chemical, Metal processing, Food, Textile, Lumber, Oil refinery, Rubber/Plastic, Electronic/Computer/Video/Communication, Machine/Equipment, Other transportation equipment</p>  <p>Agriculture/Forestry/Fishing, Wholesale and Retail, Electrical/Gas/Water works</p> <p>Mining, Construction</p> <p>Sales: \$100M or less</p>	
<p>Manufacturing (6 sectors): Beverage, Printing machine/Duplicator, Medicine/Medical products, Nonmetallic mineral, Medical service/Precision, Other product manufacturing</p>  <p>Transportation</p> <p>Waste water treatment for environmental conservation</p> <p>Publication/ Information service</p> <p>Sales: \$80M or less</p>	<p>Repair and other personal service</p> <p>Business support service</p> <p>Science and technology service</p> <p>Healthcare/ Social welfare</p>  <p>Arts/ sports service</p> <p>Sales: \$60M or less</p>	<p>Lodging/Restaurant</p> <p>Finance/Insurance</p> <p>Education service</p> <p>Real estate/Lease</p>  <p>Sales: \$40M or less</p>





Begin your success with KOSME

430, Dongjin-ro, Jinju-si, Gyeongsangnam-do, 52851, Republic of Korea
www.kosmes.or.kr

TEL 055-751-9677 **FAX** 055-751-9699

K-스타트업센터란?

해외진출 가능성이 높은 성장 단계의 창업기업에 사무공간, 네트워킹, 현지 투자유치, 엑셀러레이팅 등을 종합지원하여, 현지 창업 생태계 안착을 도모하는 해외 진출 플랫폼 사업입니다. 미국 시애틀, 싱가포르, 프랑스 파리를 포함하여 세계 혁신거점에 8개국 4개소를 운영하고 있습니다.



지원대상

신청일 기준 투자실적 또는 현지 매출실적이 있는
업력 7년 이내 창업기업
(단, 신산업 창업 분야 중소기업의 경우 업력 10년 이내)

신산업 창업 분야에 관한 규정	
① 인공지능	⑬ 의료기기
② 빅데이터	⑭ 기능성 식품
③ 5G+	⑮ 드론, 개인이동수단
④ 블록체인	⑯ 미래형 선박
⑤ 서비스플랫폼	⑰ 재난, 안전
⑥ 실감형콘텐츠	⑱ 스마트시티
⑦ 지능형 로봇	⑲ 스마트홈
⑧ 스마트제조	⑳ 신재생에너지
⑨ 시스템반도체	㉑ 이차전지
⑩ 자율주행차	㉒ 탄소포집 활용, 저장
⑪ 전기수소차	㉓ 자원순환 및 에너지 재활용
⑫ 바이오	

신산업 창업 분야(제3조제1항 관련)

신청방법



중진공 홈페이지에서 온라인 신청

www.kosmes.or.kr

www.k-startupcenter.org

신청서류



- 신청서(날인)
- 수출실적증명원(최근 3개년) 또는 투자이력 증명서류
- 국제청 표준재무제표증명원 최근 1개년도
- 입주활동계획서
- 사업자등록증명원 및 법인등기부등본
- 파견자 및 대표자 이력서
- 파견자 재직증명서
- 파견자 고용보험가입이력 내역서
- 제품(서비스)소개서
- 신용정보제공동의서 및 고객정보활용동의서

문의처



글로벌사업처

미주유럽사업팀 : 055-751-6976

아시아사업팀 : 055-751-9675

해외거점

권역	거점	번호 / 이메일
미주 유럽	시애틀	+1-206-806-8369 sjhwang@kosmes.or.kr
	파리	+33-7-49-74-09-82 djpower@kosmes.or.kr
아시아	싱가포르	+65-6243-2009 ctx88435@kosmes.or.kr
	하노이	홈페이지 별도 참조

스타트업의 글로벌 진출 지원을 위한 K-스타트업센터

스타트업의 글로벌 진출을 지원합니다



운영현황



'19년



미국
(시애틀)

해양, D.N.A
디지털전환
모빌리티

복합형



인도
(뉴델리)

스마트제조
에듀테크

프로그램형



이스라엘
(텔아비브)

의료바이오
디지털헬스

프로그램형

'20년



싱가포르

핀테크, AI
블록체인

복합형



스웨덴
(스톡홀름)

AI(인공지능)
친환경

프로그램형



핀란드
(헬싱키)

에너지, 게임
데이터 실증

프로그램형

'21년



프랑스
(파리)

문화콘텐츠
스마트시티

복합형

'23년



베트남
(하노이)

이커머스
O2O서비스

복합형



* **프로그램형**: 창업진흥원 위탁 운영. 물리적 거점(센터) 없이
현지 액셀러레이팅 프로그램을 중심으로 운영

** **복합형**: 거점형 및 프로그램형 복합 운영. 거점형이란 중진공이
현지거점 센터를 직접 운영하여, 사무공간 제공, 초기정착,
사업및 AC 등 종합지원

지원규모



거점형 35개사

프로그램형 100개사 내외

거점형 지원내용 (중소벤처기업진흥공단 주관)

현지 입주공간 제공부터 사업화 지원, 투자유치까지
기업별 해외진출 전략에 따라 맞춤형 지원



주요 지원	상세내용(안)
① 초기정착 지원 (KSC Basic Program) 지원: 초기 정착을 위한 온보딩	<ul style="list-style-type: none"> ▶ 입주공간 제공 ▶ 시장조사 및 진출 전략 제공 ▶ 전문가 상담, 멘토링 등 지원 ▶ 법률, 세무, 회계 등 자문지원 ▶ 법인설립, 계좌개설 등 지원
② 사업화 지원 (KSC Commercial Program) 지원: KSC 민간센터장의 네트워크 등 전문성을 활용한 판로확대 및 사업화	<ul style="list-style-type: none"> ▶ 기술경영 컨설팅 지원 ▶ 바이어, 사업화 파트너 발굴 ▶ 피치덱 등 IR 발표자료 자문·제작지원 및 VC 매칭 등 IR·데모데이 지원 ▶ 특허, 상표, 소송 등 자문지원 ▶ 마케팅, 판로개척을 위한 전시회 등 참가지원
③ 성과창출 지원 (KSC Advanced Program) 지원: 글로벌 AC 전문기관 등을 활용한 맞춤형 서비스	<ul style="list-style-type: none"> ▶ VC 등 파트너사 네트워킹 채널구축 고도화 (투자사 대상 홍보 등) ▶ 자금조달방법 교육 및 전문투자자 1:1피칭 등 투자유치 연계 지원

입주공간 현황



미국 (시애틀)	싱가포르	프랑스 (파리)	베트남 (하노이)
7	18	15	10

* 거점별 공실 등 현황에 따라 입주 대기 발생가능,
KSC 하노이는 7월 개소 예정
** 시애틀 및 싱가포르는 공유오피스 상시 이용가능

프로그램형 지원내용 (창업진흥원 주관)

창업기업의 해외시장 진입과 성장을 지원하기 위한
기업당 6천만원의 정부 지원금 지급 및
총 14주간 기업별 1:1 맞춤형 프로그램 운영



주요 지원	상세내용(안)
① 해외 진출자금	▶ 기업당 6천만원
② KPI 워크숍 (2주 간, 국내)	▶ 창업기업-AC 간 면담을 통해 현지진출 KPI(목표) 설정
③ 진출준비 (4주 간, 온라인)	▶ 창업기업-해외 파트너사 매칭 ▶ 현지 진출전략 최종점검
④ 현지 프로그램 (8주 간, 현지)	▶ 비즈니스 모델 고도화 ▶ 협력 파트너사 발굴 및 투자사 매칭
⑤ 글로벌 IR	▶ 현지 IR 및 통합 데모데이 추진

문의처 (창업진흥원 글로벌창업협력실)



02-2039-1652 / 02-2039-1686



K-Startup Center Seattle

APPLY TO KSC



KEIRETSU

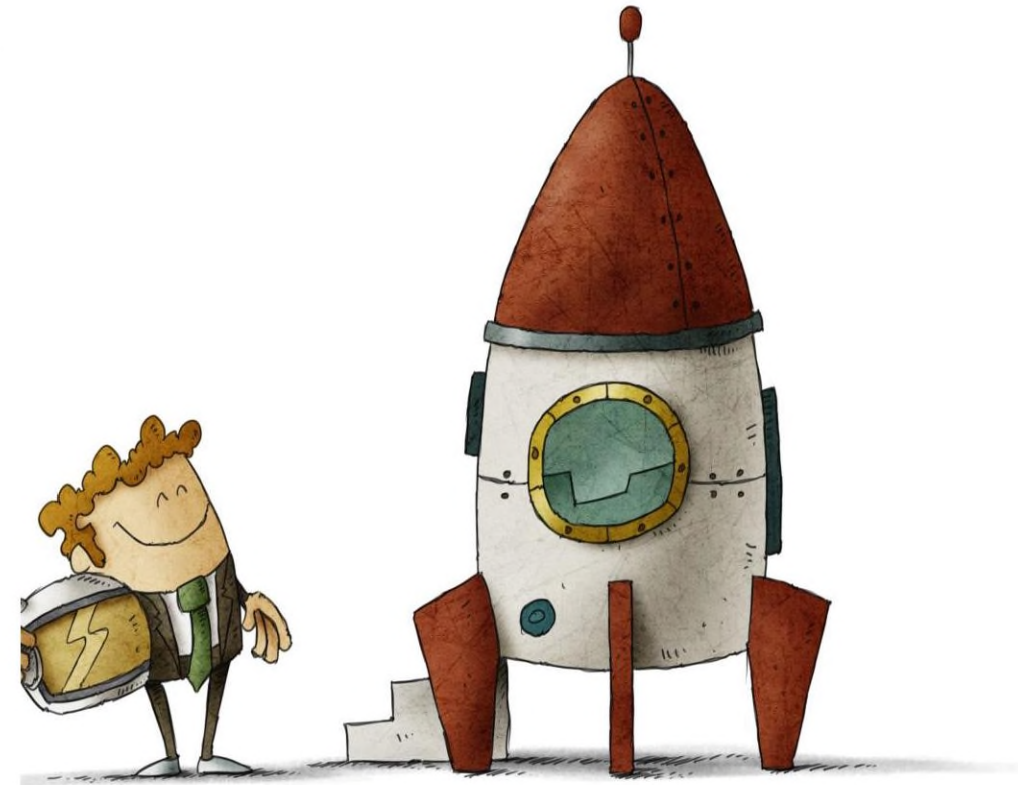


KSC EVENTS



Statistics.

- Washington is the 6th fastest growing state economy by GDP growth.
- Median Household Income: \$101,721
- As of 2024, we have 11 Unicorn Startups founded in Seattle.
- The Seattle MSA ranked 10th in the nation in 2021 for GRP at \$470B
- Seattle is the most educated large city with 63% of the adult population having a Bachelors Degree.
- Washington State Ranks #1 in Economic Growth.
- The University of Washington is ranked #6 – globally.



Closer To Home.

Every now and again, you might want to go home to Korea. Seattle is a direct flight.

Seattle is 4 hours closer to home than N.Y. and Boston.

Even more if you count layovers.

City	Hours from Korea	Air Miles from Seoul
Seattle	10:15 hours	5,215 miles
San Francisco	10:20 hours	5,623 miles
New York	14:00 hours	6,906 miles
Boston	13:30 hours	6,829 miles
Los Angeles	11:00 hours	5,995 miles





Impressive Growth.

Washingtons Economy Ranks #1 for economic growth.

We are an economic behemoth.

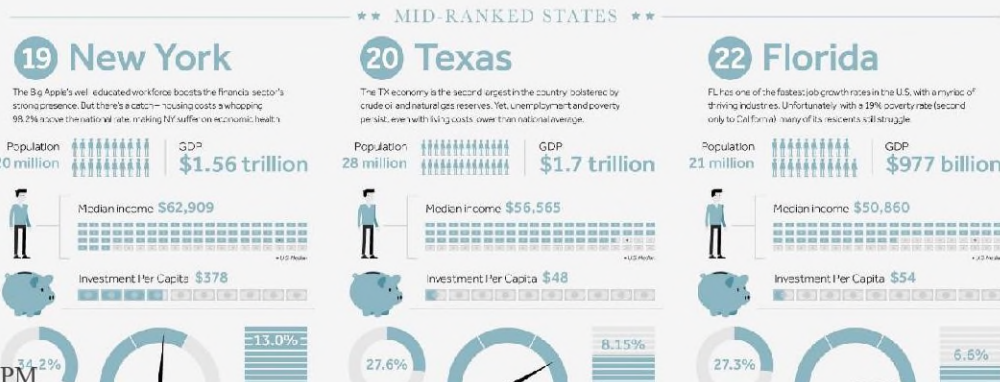
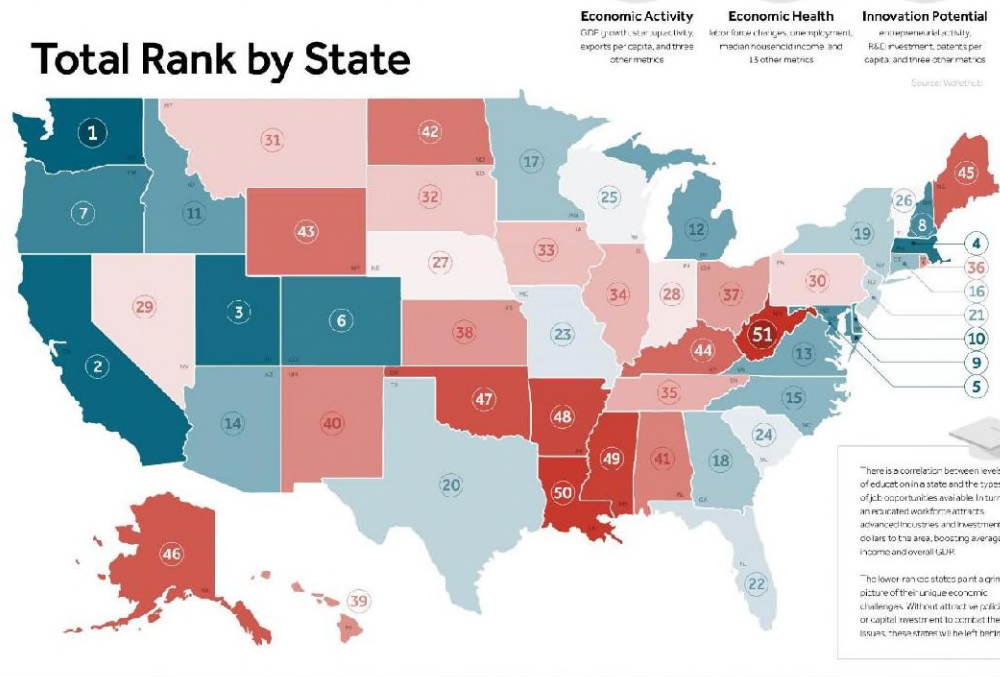
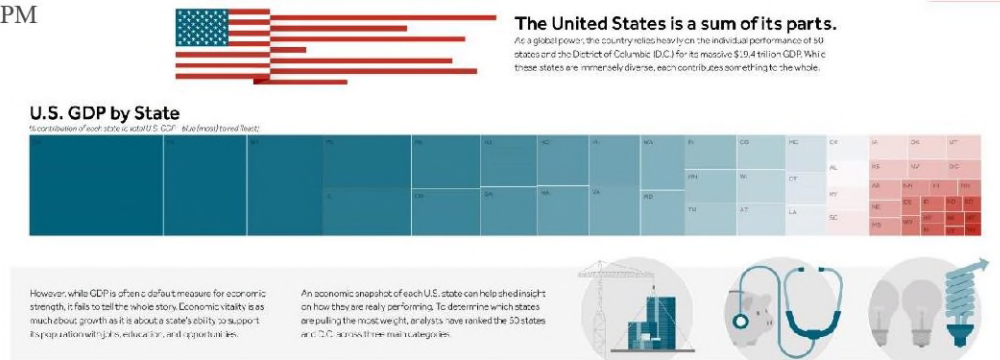
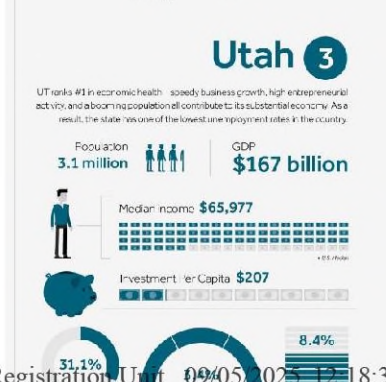
KSC Supports the Northwest Region.

We want to build bridges with Oregon for:

- Partnerships
- Trade Shows
- Mentoring
- Startup Help

We want to promote more Communication | Cooperation | Collaboration

Email me if you want that: Brian.Frost@KSCSeattle.org



No Income Tax.

That is 10% Right to your bottom line.

New York Income Tax Rate: 8%

California Tax Rate: 11%

Washington Tax Rate:

0%

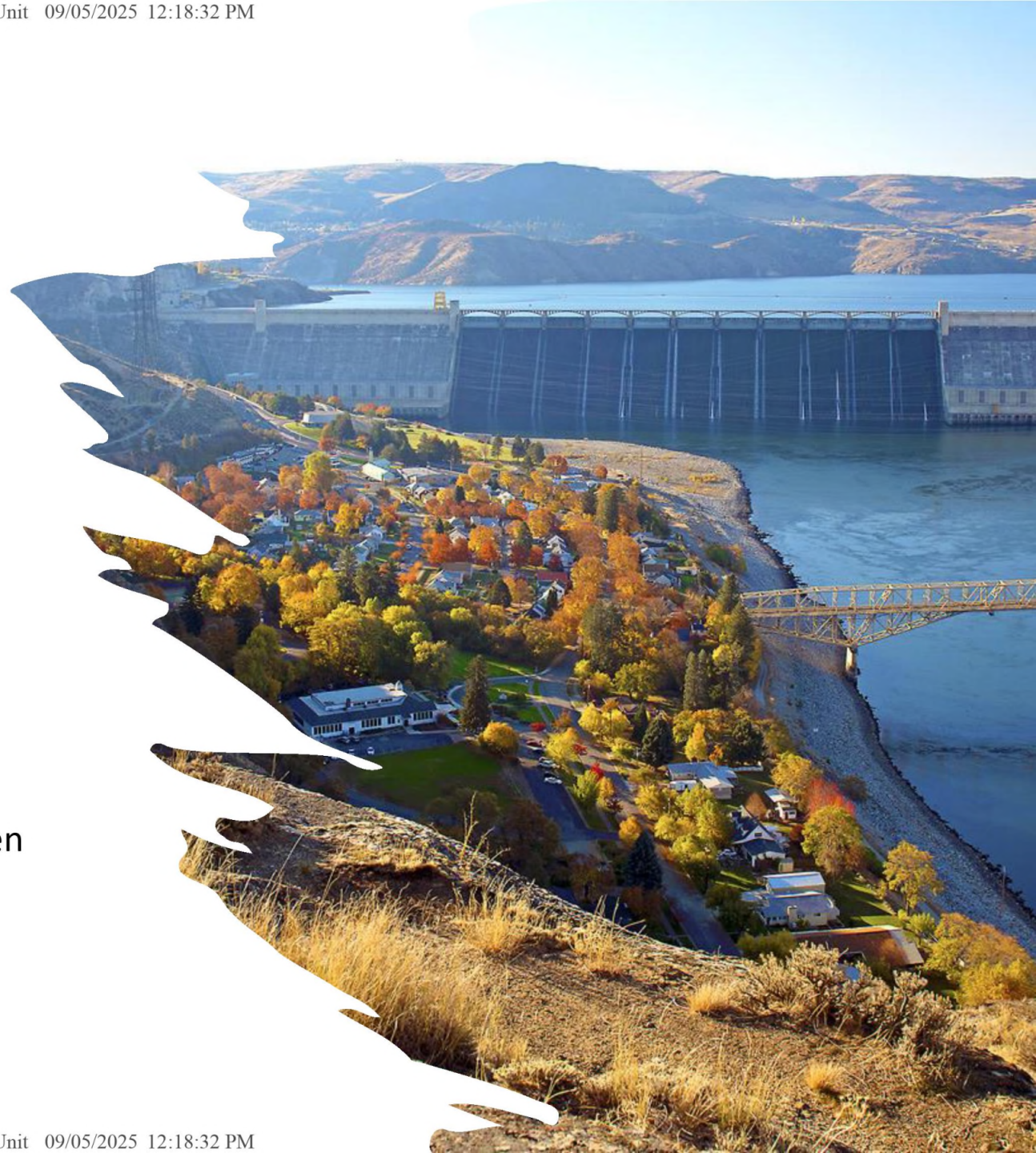




Low-Cost Energy.

Washington is home to the largest coordinated hydroelectric system in the world.

This means that almost 75% of the power used in Washington is from rivers that flow through the Evergreen State.



Fortune 1000

Fortune 1000 Companies Headquartered in Seattle:

Alaska Air Group	Technology	#514
Amazon.com	Technology	#2
Boeing	Manufacturing	#16
Costco Wholesale	Retail	#11
Expedia	Technology	#404
Expeditors International	Logistics	#225
F5 Inc	Technology	#908
Fortive	Manufacturing	#579
Microsoft	Technology	#8
Nordstrom	Retail	#245
Paccar	Manufacturers	#151
Seagen	Biotechnology	#918
Starbucks	Retail	#120
TrueBlue	Employment	#985
Weyerhaeuser	Lumber	#354
Zillow Group	Technology	#424





Strong Workforce.

Ranking 7th in the US for higher education, Washington has one of the strongest labor forces in the United States.

Seattle is home to one of the highest concentrations of STEM workers in the world. It also has a high percentage of in-state college attendees with 34% of high school graduates going to college right out of high school.

Your business has a better chance of getting highly educated, well qualified potential employees to choose from in Seattle.



Investors.

K-Startup Seattle has relationships with two VC's.

- **Keiretsu Forum**
- **True Ventures**



APPLY TO KSC



KEIRETSU



KSC EVENTS



Keiretsu Forum NW.

Investor Forums are held in the 2nd week of every month.



WHY KEIRETSU FORUM NORTHWEST & ROCKIES

- 3.3x+ MORE LIKELY TO RAISE FUNDS**
Average US angel group invests in 17.7/69 deals (26%) per year (ACA)
- 10X MORE INVESTORS**
Average US angel group has 31 members
- 2.7X AVERAGE RAISE**
Average US angel group investment is 263K (ACA)
- DUE DILIGENCE PROCESS LEADS TO FUNDING**
\$9.2 M Soft Circled From DD Teams IN 2022
- PERSONALIZED PITCH COACHING**
8+ Hours Of Pitch, Process and Fundraising coaching per company
- FUNDRAISING BEST PRACTICES**
90+ Strategies On How To Raise Money From Angels
- SYNDICATION WITH 30+ ANGEL GROUPS**
Through Keiretsu Syndication Network and Angel Syndication Network

FUNDING SUCCESS IN 2022

- \$73.8M**
INVESTED IN COMPANIES
\$696K average, \$200K median
- 106**
COMPANIES FUNDED
106/121 companies funded
87.6% funding success
- \$696K**
AVERAGE CAPITAL RAISED BY EACH COMPANY
\$10K - \$7.9M range

SCHEDULE:

- **Tuesday:** Vancouver B.C. / Canada
- **Wednesday Morning:** Boulder/ Denver / Rockies
- **Wednesday Afternoon:** Bellevue / Eastside
- **Thursday Morning:** Seattle / Northwest
- **Thursday Afternoon:** Salt Lake City/Boise/Rockies
- **Friday:** Portland / Oregon

The Outdoors.

There are other nice places to live, but none as nice as Washington & Oregon for total quality of life, work opportunity, culture & number of things to do.

The PNW has more things to do than almost anywhere in the U.S., with two mountain ranges, the Hoh rainforest, rolling plains, the San Juan Islands & 3,000 miles of coastline.

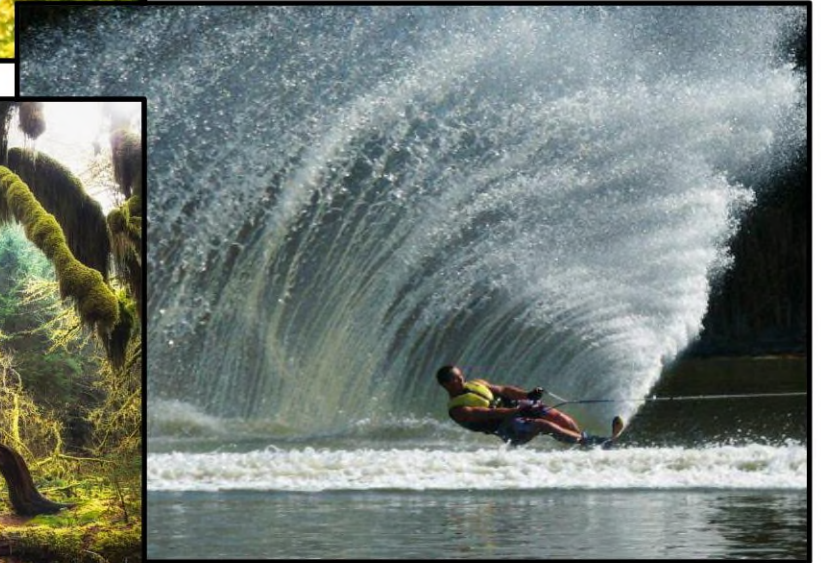




The Diversity.

No state has the diversity of things to do that Washington does...

- Hike the Cascade Mountains
- Boat
- Snowboard
- Waterski
- Fish
- Rock Climb
- Scuba Dive
- Hike the Olympic Mountains
- Snow Ski
- Camp
- Explore the Outdoors





KO STARTUP

Lives in Seattle.

- Centrally located downtown.
- We have the business knowledge.
- We have the connections.
- We have the desire.
- **Our only mission is to help you succeed.**

APPLY TO KSC



KEIRETSU



KSC EVENTS



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