1) Why Korea?
2) Korean Startup Ecosystem
3) Introduction of Born2Global Centre
4) Collaboration Opportunities with MDBs
Why Korea?
Korea’s Growth Miracle

1950
Population: 21,502,000
GDP (1953): $67

2019
Population: 51,446,201
GDP per person: $29,010

Why Korea?

#1 Korean Tech & Inventions (Korean Tech Inventions of all time – SeoulSpace, World Trade Statistical Review 2019 - WTO)

- Smartphone
- Computer Memory
- Rollable TV
- 5G Network Service
- MP3 Player

Top Korean Tech Companies (World's Largest Public Companies 2019 - Forbes)

- Samsung Electronics
- SK Hynix
- Hyundai Motor
- LG Electronics
- POSCO
ICT Powerhouse

**Bloomberg**
Rank #1 “Innovation Index 2015~2019”

**WEF**: World Economic Forum
Rank #1 “ICT Adoption, 2018 Global Competitiveness Index”

**ITU**: International Telecommunication Union
Rank #2 “2017 IDI, ICT Development Index”

**WIPO**: World Intellectual Property Organization
Rank #2 “ICT Infrastructure, 2018 Global Innovation Index”
Korean Startup Ecosystem
The phenomenon started in 1998. From 2004 until now, the number of Venture Companies have increased and passed 37,000.

Source: Venture Companies in Korea by Year Feb. 9, 2020, 'Venture In' Website
Korea Startup Ecosystem

198 Government Agencies

146 Venture Capital

114 Media & Crowd funding

Univ. and R&D Institutions 273

Accelerator 175

Network & Events 10 / Day

11+ coupang

yellow mobile

L&P COSMETIC

Bluehole

VIVA REPUBLICA

APROGEN

WE MAKE PRICE

GD Club

MUSINSA

yanolja
Startup Ecosystem - Government

**90 Projects from 16 Ministries**

Source: K-Startup (2020)

<table>
<thead>
<tr>
<th>Ministry</th>
<th>Number of project</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ministry of SMEs and Startups</td>
<td>41</td>
</tr>
<tr>
<td>Ministry of Science and ICT</td>
<td>10</td>
</tr>
<tr>
<td>Ministry of Agriculture, Food and Rural Affairs</td>
<td>9</td>
</tr>
<tr>
<td>Ministry of Culture, Sports and Tourism</td>
<td>8</td>
</tr>
<tr>
<td>Korean Intellectual Property Office</td>
<td>4</td>
</tr>
<tr>
<td>Ministry of Education</td>
<td>3</td>
</tr>
<tr>
<td>Ministry of Land, Infrastructure and Transport</td>
<td>3</td>
</tr>
<tr>
<td>Ministry of Health and Welfare</td>
<td>2</td>
</tr>
<tr>
<td>Ministry of Environment</td>
<td>2</td>
</tr>
<tr>
<td>Ministry of Oceans and Fisheries</td>
<td>2</td>
</tr>
<tr>
<td>Ministry of Economy and Finance</td>
<td>1</td>
</tr>
<tr>
<td>Ministry of Justice</td>
<td>1</td>
</tr>
<tr>
<td>Ministry of the Interior and Safety</td>
<td>1</td>
</tr>
<tr>
<td>Ministry of Employment and Labor</td>
<td>1</td>
</tr>
<tr>
<td>Rural Development Administration</td>
<td>1</td>
</tr>
<tr>
<td>Korea Meteorological Administration</td>
<td>1</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>90</strong></td>
</tr>
</tbody>
</table>

US$ 1.32B (2020) Commercialization 50%

US$ 1.02B (2019) R&D 35%

Facilities & Space 9%

Education 4%

Mentorship 2%

Networking 0.4%

Increased 29.8%
The venture capital market can be largely divided into funding, investment, and recovery markets.

Fund raised increased from $1,495 million in 2013 to $4,261 million in 2018, and the number of new union formations reached 146.

Source: VC Discover, KVCA
Introduction of Born2Global Centre
B2G Global Membership Service

Consulting matching

Member selection (Pool)
- Target region
- Demand technology

General consultation

Application reception/evaluation

B2G Members

Primary Consulting (In-house consultants)
- Law
- Patent
- Accounting
- Marketing
- Investment
- PR
- Business Development
- Product Market Fit

Secondary Consulting (Specialized external consultants)
- Korean Partners
- Overseas Partners
- Private sector Experts

Startup selection by country enter

- Overseas IR Demo Day
- Support for overseas investment attraction
- Support for establishing overseas business

Overseas business startup & entry

- US
- Europe
- China
- Southeast Asia
- Latin America & The Caribbean
B2G Metrics

- 11,609 Cases
- 2,366 Startups
- 742 Cases
- 445 Cases
- 81 Cases
- 584.2 USD Million

Global Demo Day
Attracts foreign investment, recruits local investors and accelerators, and operates IR(Investor Relations) for business owners in major countries including the U.S., Europe, China, and Southeast Asia.

Global Road Show
Provides 1:1 customized business meetings when there is a demand from abroad.

Over 70 times
Total 650 Companies
Collaboration Opportunities with MDBs

Shared Prosperity via
Digital Innovation & Cross-Regional Reciprocity
Collaborations So Far

Startup Ecosystem
- Knowledge Exchanged w/ 15 Countries (LAC, SEA, CIS)
- Startup Ecosystem Studies & Mapping w/ 3 Countries (COL, ARG, URU)
- Setting up Fund for KOR-LAC Startups w/ IDB Lab
- Partnerships Built 2+
- 200+ Meetings for Business Development and Partnerships

Investment

Capacity Building + Business & Partnership Development

Government Agencies
MDBs
Partners along the Journey

2+ MDBs
IDB, Inter-American Development Bank
ADB, Asian Development Bank

13+ Government Agencies

10 Financial Institutions

53+ VCs

61+ Startups
Collaboration Opportunities Ahead

Increased & Enhanced Multilateral Collaboration Partnerships

‘Cross-regional Reciprocity’ as a Theme for Developing Project Collaboration

- Enhanced Ecosystem & Support Framework
- Sufficient Financial Resources
- Improved Capacity (R&D, Business)
- Built Partnerships & Developed Business

Reciprocated Knowledge & Technology

Government Agencies

Global Startups

MDBs
Thank You