

IKMP(Invest Korea Market Place) 사업 설명

kotra
Korea Trade-Investment
Promotion Agency

INVEST
KOREA

GLOBAL LINK
to SUCCESS





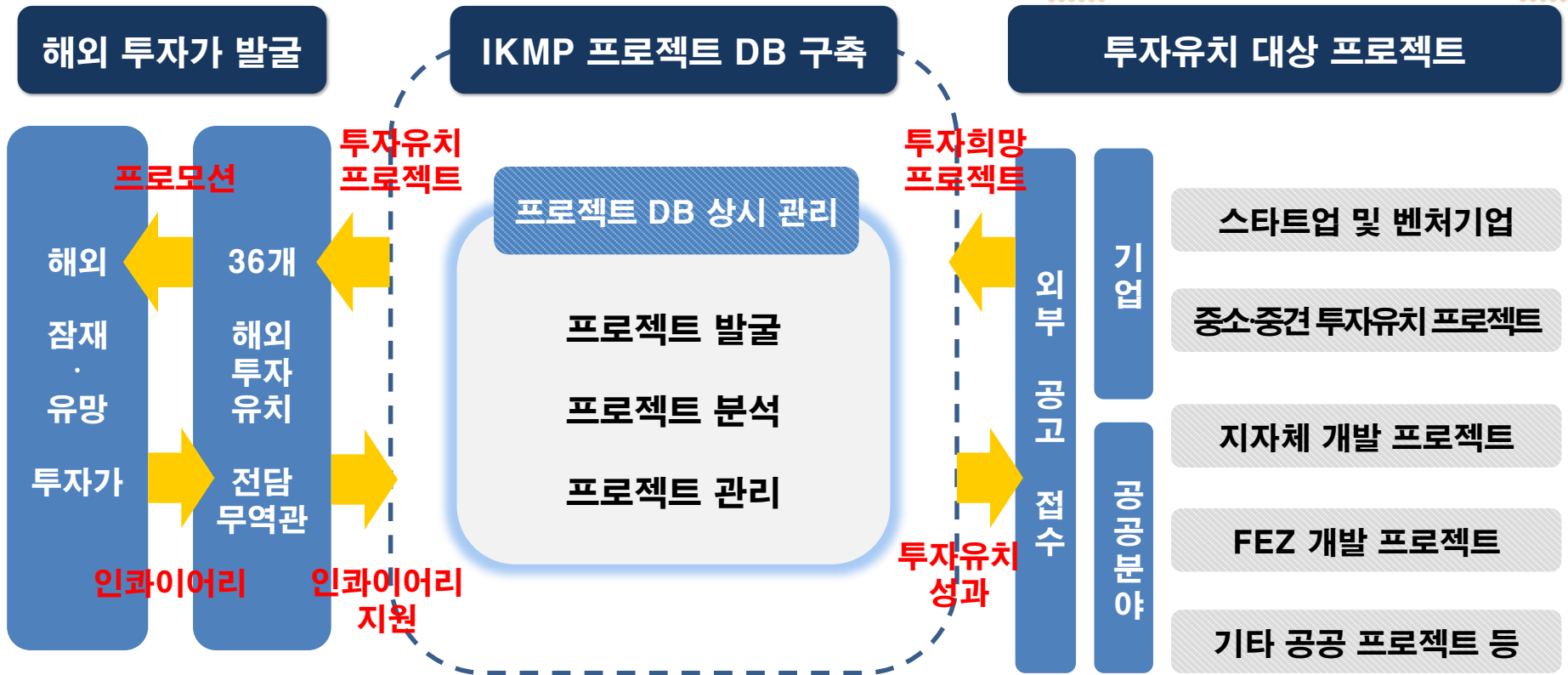
IKMP 사업소개

IKMP란?



- 투자유치를 희망하는 기업 및 프로젝트의 외국인투자유치 수요를 국내에서 발굴, KOTRA 해외 무역관을 통해 적극 해외투자가를 발굴하는 사업
- 투자유치 희망 프로젝트를 Invest KOREA 홈페이지 내 공개하여 잠재투자가의 프로젝트 접근성을 높이고 잠재투자가 발굴 저변을 확대 ➤ 외국인투자유치 오픈 플랫폼 활성화
- IKMP : Invest KOREA Market Place (www.investkorea.org)

IKMP 프로젝트 발굴 및 지원 시스템



해외 투자유치 활동 무역관 : 36개소

9 North America

New York (USA)
Dallas (USA)
Detroit (USA)
Los Angeles (USA)
Vancouver (Canada)
Chicago (USA)
Silicon Valley (USA)
Washington (USA)
Toronto (Canada)

13 Europe

London (UK)
Madrid (Spain)
Munich (Germany)
Milano (Italy)
Brussels (Belgium)
Vienna (Austria)
Stockholm (Sweden)
Amsterdam (Netherlands)
Zurich (Swiss)
Copenhagen (Denmark)
Paris (France)
Frankfurt (Germany)
Hamburg (Germany)

1 Middle East

Dubai (UAE)

6 Greater China

Beijing (China)
Shanghai (China)
Qingdao (China)
Guangzhou (China)
Taipei (Taiwan)
Hong Kong (China)

4 Japan

Nagoya (Japan)
Tokyo (Japan)
Osaka (Japan)
Fukuoka (Japan)

3 SE Asia & Oceania

Melbourne (Australia)
Sydney (Australia)
Singapore (Singapore)

04

IKMP 투자유치 사례

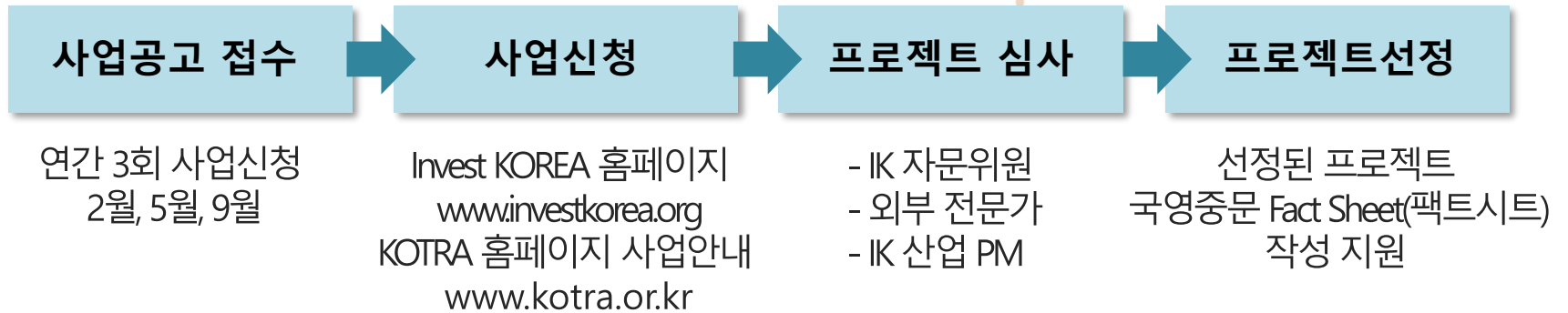


■ 투자유치 완료

17.7	17.10	17.12	18.3	18.5	18.8	18.9	18.11	18.12	19.4	19.7
B사	S사	B사	K, E사	M사	M사	C사	E사	S사	C사	A사
1.7	4.2	0.7	25.3	0.1	0.1	3.8	29.2	2.2	30	1.27
M	M	M	M	M	M	M	M	M	M	M

총 10개사(12건) : USD 98,739,055 (직/간접 투자유치 지원 기업)

사업일정 및 절차



지원사항

- 선정된 프로젝트 : IK 홈페이지 등재
- 신(新)산업 외국인투자촉진펀드* 주목적 투자대상
- 해외 투자유치 무역관 : 적격 투자가 발굴 지원
- IK 투자유치 프로모션 지원 : 국가 IR 참가 투자상담, IKW 1:1 투자 상담회 상담기회 제공 등



III

신(新)산업 외국인 투자유치촉진펀드

신(新)산업 외국인 투자유치촉진펀드 개요



PURPOSE

목적

국내 신(新)산업분야 우수 기업들에게 정부의 선제적 투자에 따른 해외투자자들의 신뢰 확보를 통해 해외투자자들의 국내기업 투자유치 촉진



SCALE

구성규모

500억 원 (KDB, KIAT와 공동 펀드 조성)



TARGET

주목적 투자대상

산업부 외국인투자유치를 위한 지원사업*을 통해 발굴된 기업

* 산업부 외국인투자유치를 위한 지원사업을 위해 KOTRA가 IKMP(Invest KOREA Market Place) 사업을 통해 발굴한 기업(18. 12월 270개사)

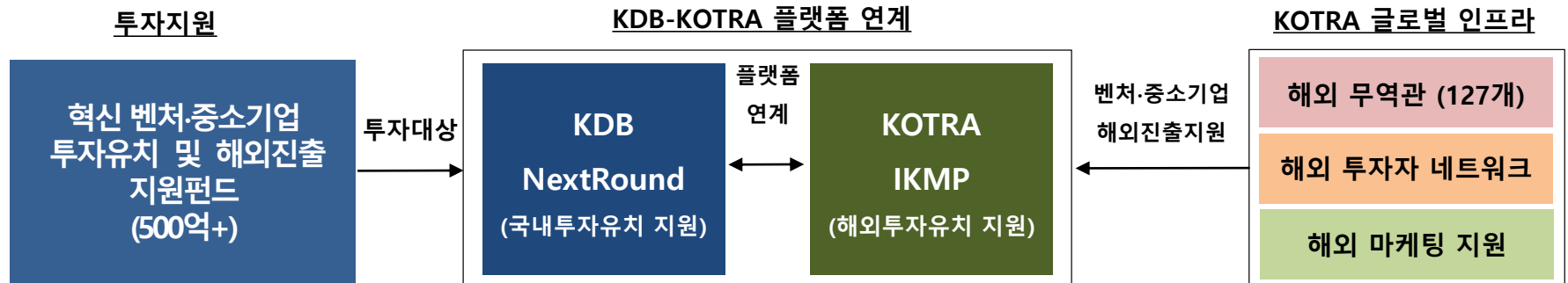
신(新)산업 외국인 투자유치촉진펀드 상세

혁신 벤처·중소기업의 현실 및 펀드조성 기대효과

- 국내 혁신 벤처·중소기업들은 우수한 기술력과 아이디어를 확보하고도, 네트워크 및 재원 부족으로 해외진출에 어려움
- 해외 투자자의 경우 대한민국 투자시장에 대한 정보부족 및 공신력 있는 파트너 부재로 유망 벤처·중소기업 투자를 꺼림

- KOTRA IKMP, KDB 넥스트라운드 참여 유망 기업에 대한 투자 활성화로 글로벌 시장 진출을 위한 재원 공급
- 해외 투자유치를 희망하는 벤처·중소기업에 대한 先투자 또는 공동투자 실행으로 해외투자자의 국내 기업 투자 유도

정책기관 플랫폼, 프로그램 및 펀드를 연계한 종합 지원체계



해외투자유치 및 해외진출 지원으로 우리기업의 글로벌화 지원 및 육성

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신산업 외국인투자유치 촉진 펀드 개요

펀드 출자구조

- 2018년 500억원 이상 규모 신규 펀드 조성

(단위 : 억원)

구분	KDB	산업부 재정자금	민간자금	펀드조성
출자금액	100	100	300+	500+

펀드 주목적 투자대상

펀드 결성액 60%

신산업 분야 벤처·중소기업
(신성장 공동기준, 신산업 로드맵 대상)

주요 투자 대상 기업

- 외국인 투자유치 기업 (기투자, 예정 포함)
- KOTRA IKMP 선정기업
- KDB 넥스트라운드 IR 기업

펀드
결성액
40%

일반
기업

펀드

펀드규모	500억원 이상
펀드명	신산업 외국인투자유치 촉진펀드
펀드결성	2018.12.26

글로벌 확장 촉진

해외 시장 진입 가능한 국내 스타트업 투자

- 코트라 36개 투자거점무역관 네트워크
- 현지 진입 정보 제공 (법률, 규제, 시장)
- 해외 투자관련 IR 지원

IKMP 플랫폼을 활용하여 기업의 글로벌 확장 지원



IV

IKMP 운영현황

2019년 8월 기준

산업 분야	기업수	산업 분야	기업수
정보통신	70	기계/로봇/기타제조	15
의약/헬스케어	30	에너지신산업/환경	13
비즈니스서비스	26	자동차	10
소비재/1차산업	22	지자체	8
문화콘텐츠	17	화학/소재	8
금융	16	물류/유통	4
전기전자부품/조선	16	반도체/디스플레이/ 항공	3
		부동산/관광레저	2
전체		260개	

IKMP 화면 (www.investkorea.org)



Invest KOREA Market Place

- Your guide for investment projects in Korea

Invest KOREA has now launched IK Market Place, connecting investors with their ideal investment opportunity.

To see our full list of investment projects, click the link below.

[Click here for MORE](#)

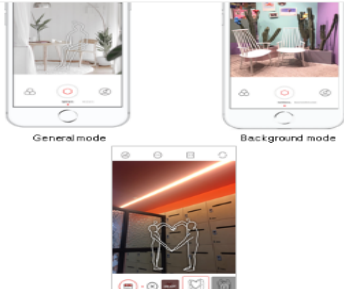


IKMP 화면 (www.investkorea.org)

Invest Korea Market Place
IKMP Project

Q Search

Industry	Industry Select	Type of Investment	Type of Investment Select
Investment Size	Investment Size Select	Company Size	Company Size Select




ICT

ICT company : Smartphone Camera App.

Growing camera apps market: The growing number of smartphone users and the upgraded performance of cameras inserted into smartphones have been leading to the explosive growth of

Fundraising Target
 USD **500,000**

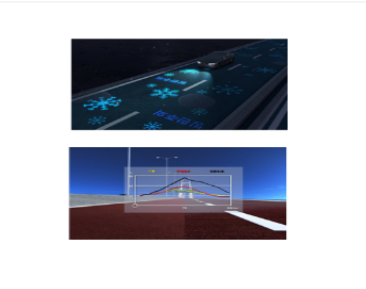


ICT

ICT company : IoT Solution Platform

Steadily growing Internet of Medical Things (IoMT) market: The development of semiconductors, big data analysis, and communications equipment has led to the explosive annual growth of the IoMT

Fundraising Target
 USD **300,000**




Chemical/Material

Chemical & material : Smart Road Pavement

Growing road traffic-related markets in the world: The road traffic-related markets showed annual growth rates of 7%–10% from KRW 430 trillion in 2010 and was expected to reach KRW 820

Fundraising Target
 USD **6.5M**



INVEST KOREA

Fact Sheet Sample

Investment Highlights

- **The fuel container market that can create an eco-friendly, high-added value:** Because of the increasing global awareness on the preservation of the atmospheric environment, the emission of harmful exhaust gas has been strongly controlled. As a result, the market of fuel containers that can store and transport industrial gas more efficiently is expected to grow steadily. In addition, because Asian countries, including China, which has not established its natural gas pipelines, have to urgently develop technology for transporting natural gas more efficiently. Our company achieved sales of USD 59.5 million in 2017 through its existing gas container family.
- **Gas containers and extinguishers based on high-pressure gas container manufacturing technology:** More frequent occurrence of industrial accidents, such as safety accidents, has led to an increasing demand for efficient and safe extinguishers. In response, our company has been increasing the production of fire extinguisher parts.

Product and Service

Product and Technology



NGV Fuel Tanks Type 1



NGV Fuel Tanks Type 3



300 bar High-Pressure
Cylinder

- **Major features of key technology**
 - The ultralight Type 1 CNG vehicle container under development can endure 1,100 MPa. It not only applies to local CNG buses but can also be manufactured as an overseas CNG OEM container.
 - The ultralight 1,100 MPa container can be applied to CNG transport and to modules for a CNG station. Compared to existing tube trailer for transport and the ASME storage tank for a charging station, it is expected to secure price competitiveness.
- **Competitiveness of key technology**
 - Our company is developing a 350/700 bar H₂ container for FCV, a major next-generation product. This is expected to allow us to continue to dominate the container market.
 - Because of the 1,100 MPa container technology, our company is expected to become one of the world's top five gas container manufacturers.

Overseas Transactions

- **Exports**
 - Actual exports: USD 13 million in 2015; USD 9 million in 2016; and USD 9 million in 2017
- **Major customers**
 - Exports to seven companies including Cyl-Tec
 - Targets not only the local market but also global markets such as China, Japan, Greece, the Middle East, Central Asia, etc.

Fact Sheet Sample

Company Profile

- Date of foundation** • January 2005
- Investment performance** • USD 5 million from SUEZ in 2016
• USD 8.5 million from SC Lowy in 2017
- Listed or unlisted** • Unlisted
- Patents and certificates** • Registering 14 patents for the cooling device and a method to manufacture high-pressure gas cylinder and high-pressure gas containers such as heating devices and pressure testing equipment, etc.; applied for four patents for ozone ballast water treatment apparatus, etc.

Financial Figures

(Unit: USD million)

Division	2015 (Audited)	2016 (Audited)	2017 (Audited)
Sales	60.37	60.39	59.55
Operating income	2.16	1.71	(2.72)
EBITDA	6.17	5.13	0.71

Business Plan

(Unit: USD million)

Division	2018 (Forecast)	2019 (Forecast)	2020 (Forecast)
Sales	68.77	71.83	75.03
Investment in working capital	1.86	1.86	1.86
R&D investment	1.44	1.74	2.05

- **Sales plan:** Our key products include seamless high-pressure containers for storing and transporting industrial high-pressure gas and extinguishing systems. Because of the steadily increasing safety accident prevention market, our company is increasing the production of fire extinguisher parts. In addition, it has developed and commercialized the 300 bar container, an eco-friendly fire extinguisher that can replace CO2 fire extinguishers.
- **Investment required:** Our company secures the production lines of the U.K. Chesterfield and the U.S. PST, so additional investment in facilities is not necessary. Our plan is to invest USD 5.6 million in working capital and USD 5.2 million in R&D for the next three years.

Investment Requirement

- Investment Structure** • Minority (Financial Investment)

Amount • USD 5 million

Region • All available

For more details on Teaser Memorandum and other information, please contact the Project Manager.
[Renewable Energy/Environment PM: hwsong@kotra.or.kr](mailto:hwsong@kotra.or.kr)

감사합니다