

## Recruitment of Born2Global Centre Channel Partners

Born2Global Centre (“B2G”) is a Korean government agency under the Ministry of Science and ICT (MSIT), which has provided professional support to Korean startup companies with innovative technology since its establishment in 2013.

B2G is looking for “Channel Partners for 2022” in Legal, Patent, and Accounting who can contribute to providing high quality of services to Korean startup companies for successful international expansion in the Information and Communications Technology (ICT) industry.

B2G will select Channel Partners (CP) in the following areas (Consulting Area): legal, patent and accounting

- ※ Recruitment of CP for creative marketing will be announced later separately.
- ※ This announcement is for CP selection conducted in April, 2022 only. New announcement will be posted for CP selection process on a rolling basis throughout the year after April CP selection.

### 1. Eligibility

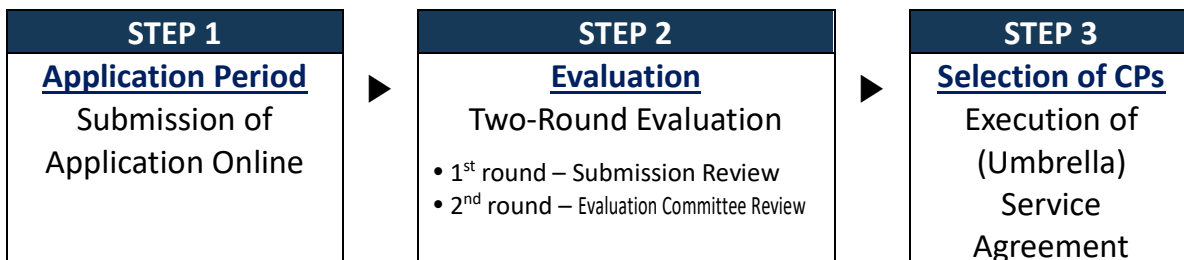
#### ■ Eligible CPs must have:

- A. A group of qualified professionals capable of providing consulting services in any Consulting Area, with experiences in the areas of ICT and convergence technology;
- B. A strong global network of professionals and expertise to support international expansion of startup companies; and
- C. Stable financial status to provide continuous consulting services

#### ■ Preferred qualifications:

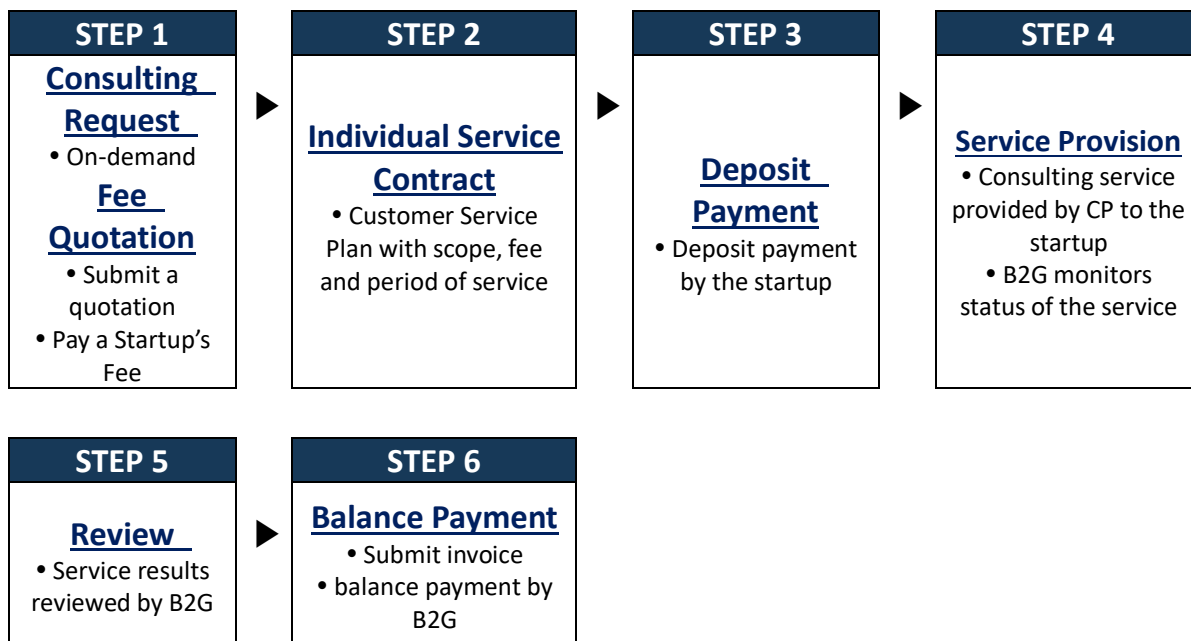
1. Demonstrated experience in handling start-up’s global expansion and scale-up projects
2. Demonstrated experience in offering professional consulting services in the ICT industry
3. A strong network and presence in the Latin America and Caribbean (LAC) Region.

■ Recruitment Procedure



- ※ In light of the COVID-19 pandemic, the evaluation of CP Applicants for 2022 will be conducted online or in a remote manner while maintaining the required level of security and preserving the integrity of online evaluation.
- ※ When executing the service agreement, the successful CP must have a corporate registration number (in the case of a corporate entity) or business registration number (in the case of a non-corporate entity or sole proprietorship).

■ Consulting Procedure



- ※ Customer Service Plan shall be executed by Startup, CP and B2G through DocuSign online.
- ※ Deposit payment, in some cases, deposit payment may be done by B2G or whole amount by B2G after the completion of service. In any case, fee arrangement shall be agreed and described in advance on Customer Service Plan.
- ※ B2G shall review results of service provided by CP upon the startup's consent. Any rights created

as the result of service provided by CP including final report shall be vested in the startup.

## 2. Consulting Area

### ■ Legal Consulting

| Category   | Description   |
|--|---|
| Overseas Incorporation & Corporate Governance                                  | <ul style="list-style-type: none"> <li>Establishment of an entity in foreign countries (USA, China, Japan, etc.)</li> <li>Advice on operations and corporate governance of overseas entities</li> </ul> |
| Overseas Business Contract Review & Legal Advice                               | <ul style="list-style-type: none"> <li>Business contracts review and legal advice relating to overseas business activities</li> </ul>   |
| Legal Risk Management  | <ul style="list-style-type: none"> <li>Legal review and advice to minimize legal risk relating to overseas business activities</li> </ul>   |
| Investment/Financing Contract Review & Legal Advice on Corporate Restructuring | <ul style="list-style-type: none"> <li>Investment/Financing contracts review and legal advice on various forms of corporate restructuring</li> </ul>  |
| Legal Review on M&A  | <ul style="list-style-type: none"> <li>M&amp;A contracts review and legal advice</li> </ul>   |

### ■ Patent Consulting

| Category   | Description  |
|--|--|
| Applying for a patent overseas                     | Application for the patent right in a foreign county for business expansion overseas (Including PCT application) <ul style="list-style-type: none"> <li>Except for a response on office action and registration fee</li> </ul> |
| IP risk management                                 | <ul style="list-style-type: none"> <li>Review of infringement on Rights of patent overseas /design/trademark, Response on warning, Protection for IPs overseas</li> </ul>  |
| IP R&D Strategy consulting                         | <ul style="list-style-type: none"> <li>Prior art examination, Analysis of right, Discovery of new IP, Development of IP strategy, Evaluation of IP value</li> </ul>  |
| Foreign application for trademark/design/copyright | Trademark application (including Madrid), Design application (including Hague) and Registration for copyright <ul style="list-style-type: none"> <li>Except for a response on office action and registration fee</li> </ul>    |


### ■ Accounting Consulting

| Category   | Description   |
|------------|---|
| Accounting | <ul style="list-style-type: none"> <li>Audit, review and agreed upon procedure</li> </ul> |

|           |  |
|-----------|--|
|           | <ul style="list-style-type: none"> <li>• Financial statements settlement</li> <li>• Other accounting consultation</li> </ul>                                     |
| Taxation  | <ul style="list-style-type: none"> <li>• International tax review</li> <li>• Tax compliance</li> <li>• Other tax consultation</li> </ul>                         |
| Valuation | <ul style="list-style-type: none"> <li>• Corporate Valuation</li> </ul>  |
| M&A       | <ul style="list-style-type: none"> <li>• M&amp;A tax review</li> <li>• Due Diligence</li> <li>• Corporate valuation for M&amp;A</li> </ul>                       |
| IPO       | <ul style="list-style-type: none"> <li>• Establish internal control system</li> <li>• IFRS GAAP conversion</li> <li>• Valuation on rights and options</li> </ul> |

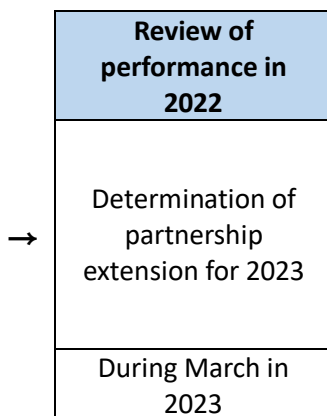
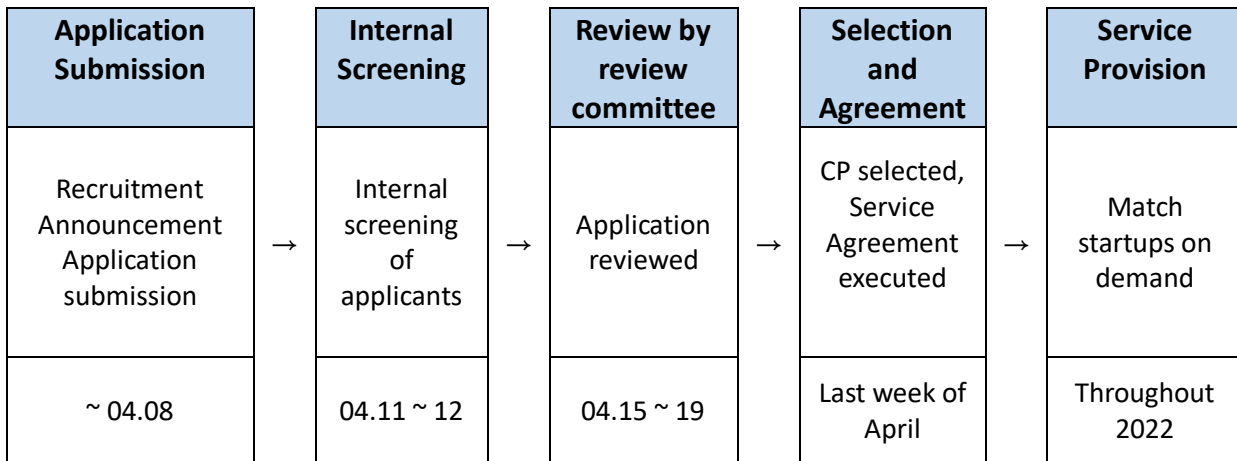
### 3. Submission Guideline

- The deadline for submission for this round of review is April 8th, 2022 until 23:59 KST (Korean Standard Time), based on online server date and time.
- After this CP selection process in April, CP selection for service providers overseas will be done on rolling basis throughout the year. (Announcement will be accordingly updated after the April CP selection.)
- Submissions for application should be made by email only, including the following requirements\*.
  - A. Email address: [info@born2global.com](mailto:info@born2global.com)
  - B. Email subject : Application for B2G CP in 2022 – [Company Name]
  - C. In the body of email message, please state company name, targeted consulting area, and incorporated country or state (as shown below)
  - D. Email attachments\*:
    - (Required)
      - ① Application Form (Ref. 1), ② Documents Certifying the Proper Registration of Business, ③ Service Price List, ④ Introduction Materials (in the format of applicant’s choice) should be attached as PDF Files.

| Info B2G   |                 |                               |                |                |
|--|-----------------|-------------------------------|----------------|----------------|
| Application for B2G CP in 2021 - ABC Law Co.   |                 |                               |                |                |
| Company  | Consulting Area | Incorporated country or state | In charge      | Contact        |
| ABC Law Co.  | Law             | California, US                | Gil-Dong, Hong | +1-12-345-6789 |
|  Sender notified by <a href="#">Mailtrack</a>  |                 |                               |                |                |

-Example-

#### 4. Schedule



## 5. Inquiries

■ Re. Application : Sean Shin, Team Leader (Global Services)

- Tel: 031-8039-6781 || E-mail: info@born2global.com

■ Re. Legal : Hyungjo Kwon, Manager

- Tel: 031-8039-6783 || E-mail: hjkwon@born2global.com

■ Re. Patent : Haesung Song

- Tel: 031-8039-6784 || E-mail: seahs@born2global.com

■ Re. Accounting : Sungmin Song

- Tel: 031-8039-6782 || E-mail: min@born2global.com

| <b>Born2global Centre</b>   |  |                |  |
|---|--|----------------|--|
| <b>2022 Channel Partners Application</b>  |  |                |  |
| Consulting Area   | Legal / Patent / Accounting (choose only one)  |                |  |
| Company Name  |  | Representative |  |
| Address (Head office)   |  |                |  |
| PoC for Application   |  | Position       |  |
| Phone (Office)  |  | Mobile         |  |
| Email   |  | Website        |  |
| Year of Establishment   |  |                |  |
| Annual Revenue  | Previous year's revenue  |                |  |
| Status of Professionals   | <p>List status of professionals currently hired<br/>           e.g.) Accounting : Audit 00 / Tax 00 / M&amp;A 00 / Consulting 00<br/>           Patent : ICT specialtst 00<br/>           Legal : ICT 00 / Healthcare 00</p>   |                |  |
| Experience with similar projects  | <p>Please list experience with any acceleration-type programs providing consulting services to a batch of startups<br/>           e.g.) Boot-X program /Born2Global Centre/10 including startup X / 2021<br/>           (The program must have been completed within the past 3 years)</p> |                |  |
| Professional Achievement<br>(Track record for supporting ICT Startups/SMEs)   | <p>Please describe your experience in detail including provided service, size and year etc.<br/>           e.g.) case 1 : M&amp;A(Buy Out &amp; Growth Capital) Legal consulting / USD 37 million / 2021</p>   |                |  |
| Main PoC for consulting service (partner or executive level professional whom B2G can negotiate fees with is preferred) | <p>Include detailed description of such person who will be the main point of contact with B2G (must include the job position)<br/>           e.g.) Sean Shin/Corporate consulting, Investment, M&amp;A/ 14yrs / consulted on more than 150 M&amp;A cases and 500 fair trade cases</p>      |                |  |

Main Point of Contact  
(signature)

**Please check the further requirements on the following page**

**[Requirements]**

- ※ Documents Certifying the Proper Registration of Business, Service Price List, Introduction Materials (in the format of applicant's choice) must be included as a separate attachment with the Application Form.
- ※ The Application Form should be no more than 5 pages in length.
- ※ Any omission, false or error in the application documents may have adverse impacts on the review of the application