Global M&A Support

In January 2013, the Korea Trade-Investment Promotion Agency (KOTRA) launched a team to facilitate Korea’s cross-border M&A activities under the Korean government’s new initiative to support the globalization of the country’s SMEs.

Since then, KOTRA has been working with numerous global M&A advisors, IBs, accountants and law firms specializing in cross-border M&A sourced predominantly through KOTRA’s global network of 127 overseas offices across 86 countries, in addition to utilizing KOTRA’s internal knowledge and experience in global business transactions.

The M&A Team focuses on assisting Korean SMEs as they face various challenges such as the lack of information, difficulty obtaining accurate valuations of foreign assets, financial constraints as well as the lack of overall experience when dealing with M&A transactions.

The service process consists first of the strategic planning stage, involving identification of the M&A strategy, holding pre-conversations on the target market, and signing an NDA. Next, in the deal sourcing stage, KOTRA matches SMEs with the appropriate advisory and support target screening. The deal execution stage encompasses supporting pre-valuation, introducing due diligence institutions as well as financing vehicles. Lastly, in the post-merger integration stage, the M&A team provides support for local marketing and sales, as well as investment consulting.

Introducing Invest Korea Plaza

Invest Korea Plaza

Invest Korea Plaza (IKP) is the first business incubation complex in Korea for foreign investors. Designed to meet 21st century business needs, IKP offers furnished offices and conference facilities, in addition to on-site comprehensive services ranging from investment consultation provided by representatives of Invest KOREA and numerous government agencies.

I KP Offic es for Leas e

A. Office exclusively for foreign investors
- Long-term lease: Office lease by a foreign investor seeking to establish a domestic company in Korea
  - Lease period: Up to two years, on a yearly basis (lease can be extended after deliberation)
- Short-term lease: Short-term lease of an office by a foreign investor seeking to enter the Korean market
  - Lease period: Up to two months (lease cannot be extended)

B. Office for related organizations
- Organizations and administrative entities for attracting and supporting foreign investors

Qualifications for Occupancy

A. Long-term lease for foreign investors
- Companies that completed FDI notification: Companies with FDI of USD 300,000 or more that have completed foreign investment notification in accordance with the procedures prescribed by the Foreign Investment Promotion Act
  - Required documents: IKP occupancy application form, overview of company and business, FDI notification form
- Companies that plan to notify foreign investment: Companies that are expected to notify FDI of USD 30,000 or more within six months of moving in
  - Required documents: IKP occupancy application form, overview of company and business, letter of recommendation by KOTRA’s KBC
- Companies that have executed foreign investment: A foreign-invested company with notified subsequent FDI of USD 200,000 or more
  - Required documents: IKP occupancy application form, overview of company and business, FDI notification form

B. Short-term lease for foreign investors
- For foreign investors conducting market research and business feasibility study to enter the Korean market
  - Required documents: IKP occupancy application form, letter of recommendation by KOTRA’s KBC or documents certifying the planned business and market research
- Occupancy counseling is required as lease may not be permitted depending on the type and content of the business.