The INTERNATIONAL COUNCIL OF MANAGEMENT CONSULTING INSTITUTES

CMC - GLOBAL

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Updates and Business Opportunities

CMC IMC Korea

Contents

01. Current Status of IMC Korea
A Progress Report

02. A Progress Report IMC Korea CMC

01.

* **Total Number of CMC in Korea since 2005**
  : 422 as of today

* **Next batch (26th) of CMC Training Course**
  : about 20(Oct. 27)

* **Target 500 CMCs by 2019**

01.

Full membership : 2005

By 2013 : 151CMCs

After Hosting ICMCI Conference & Annual Meeting in 2014

2018 : 422

A Progress Report

02.

Expanding Business Opportunities

Businesses of IMC Korea / KMTCA

1.Business Collaboration Model

2.Export Voucher Business Model

3.M&A business(Cross Boarder)

4.Introducing ICMCI AMCC Project

(Hansung Univ & Keimyung Univ) by 2018

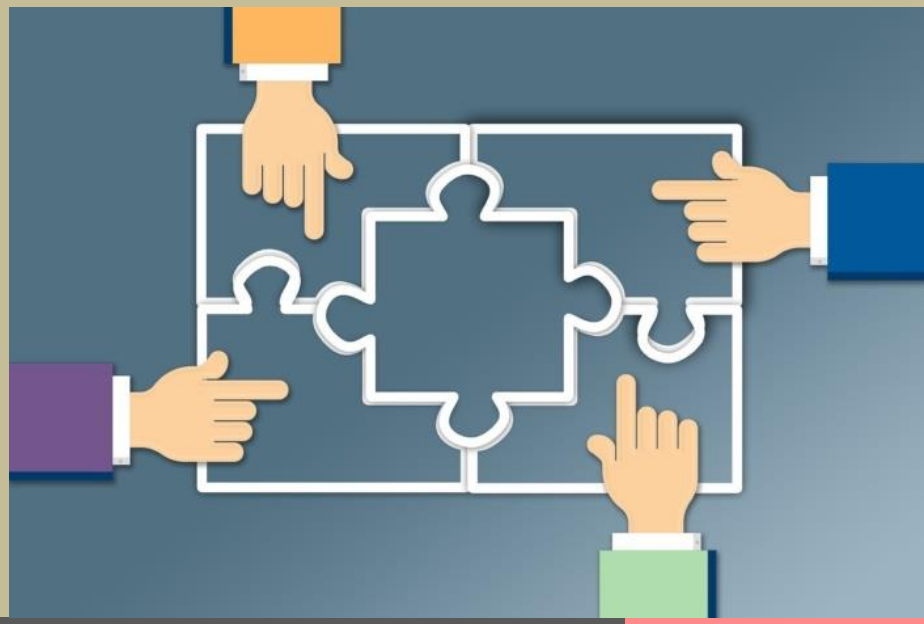
02.

Expanding Business Opportunities

1.Business Collaboration Model

Two(2) or more SMEs join and co-work / collaborate together to create new synergies and values

=> Can be extended to Export Voucher and M&A Businesses.



A Progress Report

Expanding Business Opportunities

02.

2. Export Voucher Business

Vouchers are issued for Korean SMEs to help them gain access to Export Assistance Projects. These vouchers can be seen as a means of payment for public administration services.

What we provide:

1. **A general consulting including market research, finding buyers and partners, management mentoring and planning a long-term business strategies etc..**
2. **Educating oversea sales managers to enhance their performances**
3. **Supporting export relating documents**
4. **Planning and Supporting Business exhibition in domestic and overseas**

Expanding Business Opportunities

02.

3. M&A Business

1. M&A Consultant Training Course

2. Deal Making

Buyer → **M&A Agent** ← **Seller**

M&A Matching System
Thru M&A Matching Platform
www.mnakorea.or.kr

- **Buyers suggest their target Businesses**
- **Buyers suggest their budgets and expecting prices**

- **Sellers provide the summary of their businesses including financial documents**
- **Sellers suggest their expected prices**

Expanding Business Opportunities

4. Introducing ICMCI AMCC Project

02.

IMC Korea

CMC Training Courses

IMC Korea

CMC Assessor's Workshop

IMC Korea

CMC Lecturers' Workshop

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Thank You !

Q & A

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