# Solution Provider



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Since its establishment in 2000, iMarketKorea is Korea's best distribution company dealing with industrial materials, which has pursued win-win options for customers, based on strategic know-hows, top talents, advanced IT technologies.

# **About Us**

iMarketKorea is a B2B purchasing service company that saves customers' time and cost through specialized purchasing and efficient processes. Based on the MRO procurement service, we are expanding our business into all industrial sectors while entering into various specialized distribution businesses such as IT and construction materials and health care.



**Global Business** 

Local Sourcing

Export by Overseas

Affiliated Companies

Global Sourcing Network

#### Distribution Business

Industrial materials Construction materials



#### **Health Care**

**Medical Substances** Medicine and Medical Supplies Online Distribution

#### **IMKEV**

Constructing/Operating/ Maintaining EV Charging station

Self-developed EV Charger

Management of EV Charging Station System

# Offices

## Items

Factories

Logistics warehouse

Laboratories

Hospitals

Accommodations

## Industrial Materials

- Automation materials - Tools / Bearings
- Polishing machine / welding machine

## Chemistry

- Water Treatment Chemicals
- Research reagents - Physical and chemical
- appliances

## Construction Materials

- · Interior and exterior materials - Electricity / Facilities
- · Furniture / Home appliances

## Fire Safety

- Firefighting / disaster prevention supplies
- Safety goods - Antistatic clean
- supplies

- Office Supplies / Household items
  - Copying / A4 paper
  - Tea Making Room / Cleaning Supplies
    - · Ink / Toner

#### Medical Treatment

- Medical Substances - Medical Supplies

- PC / Mobile - Printing / SW

- Security Solutions

- Server / Storage

- Medical devices / Equipment

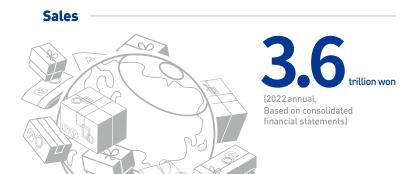
· Health care supplies

#### Accommodation - Room supplies

- Amenities - Food & Beverage

## - Bedding

# iMarketKorea Presented in Numbers

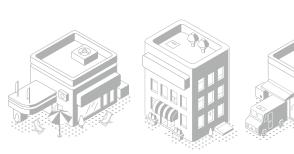


# **Credit Rating**



3.76 million

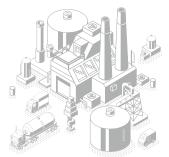
#### **Customers**



#### **Supplier**

#### **Investment Amount for System**

 $210_{\text{thousand}}$ 







30 billion won

## **Core Competencies**



120 employees with the Certified Professional in Supply Management(CPSM)



One-to-one service by staying in local offices and customers' offices throughout the country



Maintaining credit rating AA- or higher every year Stable financial structure through Debt Free Management

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iMarketKorea Brochure | **Solution Provider** MRO Business

# MRO Business



Procurement Service and consulting service to save customers time and cost.



#### **Outline of MRO Business**

iMarketKorea helps customers to change their purchasing structure in terms of systems, processes and services and ultimately, to achieve purchase innovation in order to strengthen their purchasing competitiveness.

#### **Procurement Service**

#### Minimizing your time and cost

MRO is the purchasing service provided by iMarketKorea to purchase the items in a lump, which were individually purchased by customers from various channels. It is a solution that not only can reduce the purchase cost based on our purchasing power, but also saves the indirect cost of the purchasing staffs of customers through the one-stop purchase.

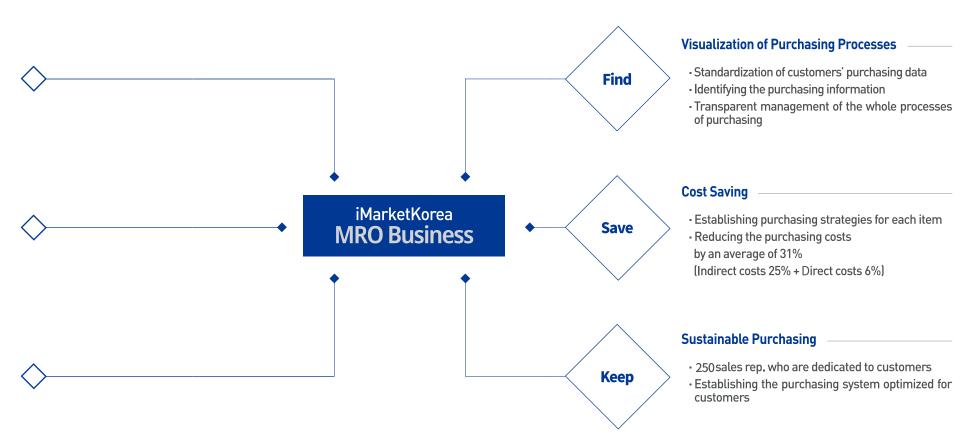
#### **Purchasing Consulting**

# Helping customers improve their purchasing processes

We identify customers' overall purchasing tasks and find their problems and issues. By doing so, we can offer and implement customized solutions tailored to customers' characteristics, culture, and circumstances, helping them to strengthen their purchasing competitiveness.

# Strategic Purchasing System — Providing the optimal purchasing system to customers

Procurement Service of iMarketKorea can save the cost of developing purchasing systems. iMarketKorea provides customized the purchasing system, ASP service to customers based on its own experiences of diagnosing many enterprises' processes and systems.





#### ★★★★ Purchasing Manager of Company A

"I am satisfied with IMK's quick response to urgent parts"

"Since the introduction of the iMarketKorea's purchasing service in 2014, we have been trading about 4,000 items. There are many urgent requests for automation equipment parts in the production line. I am very pleased to be able to get the parts quickly from iMarketKorea's nationwide supply chain."



#### \*\*\*\*

**Purchasing Manager of Company B** 

"I've been dealing with IMK for 20 years based on trust"

"Based on trust, we have been trading with iMarketKorea for nearly 20 years since its establishment. Recently, we have had annual contract for 3years, saving an average of 2.2% on purchasing costs."



#### \*\*\*\*

#### Purchasing Manager of Company C

"Improved work efficiency through purchasing agent service"

"From August 2018, we begun to set up standardization and integration of items, and integration of suppliers, and introduced the MRO in November. The MRO allows us to focus more on other tasks by purchasing more than 80% of the trade items on behalf of us."



#### \*\*\*\*

#### **Purchasing Manager of Company D**

"Reduced direct and indirect costs"

"In 2013, we started trading with about 6,000 items, we are trading about 27,000 items.
The costs of materials and equipment to sales have been reduced by 4.8% thanks to iMarketKorea."

# **Global Business**

Optimal purchasing services based on global sourcing network. **IMK's Overseas Branches** Hanoi / Ho Chi Minh, Vietnam Xi'an, China IMX -IMF Suzhou, China IMA Austin, TX, US IME Budapest, Hungary Overseas Branches Countries to which we export goods Export Status (as of 2022) 240 companies 72 countries PO 340 thousand Cases 250 thousand items



#### Export to Overseas Affiliated Companies —

- · Export services via vessel/air
- Reduction of export logistics cost through integrated freight shipment
- · Quality test and cargo check before shipment
- Providing validated item price and supply information in real time
- Finding overseas markets for Korea's promising small and medium-sized Businesses

#### **Global Sourcing Network**

Reducing customers' purchasing cost and building stable supply chains by utilizing global sourcing networks such as Korea, China, Vietnam and USA, etc.

#### **Local Sourcing For Overseas Corporations**

Local sourcing to streamline local purchasing of your overseas corporations together with supports for local sourcing and import and export. Based on our know-hows accumulated over the last 20 years, we have expanded our business to global companies by building our own SCM.

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iMarketKorea Brochure | **Solution Provider** 

# **Distribution Business**

Specializing in distribution of all items necessary for corporate management.



#### **Industrial Materials**

#### Distributing Overseas Advanced Brands in Korea

We are internally distributing high-quality advanced brands such as TRUSCO, the Japanese machine and tool distributor. We have also been continuously distributing special items such as WATER-JEL that is the burn first-aid drug in the USA, OILEX that is the oil adsorbent,DRONCO cutting disc in Germany, etc.





#### **Supplying Customized Products**

We provide customized products based on our long experience in trading and also develop the products based on customers' needs. In consideration of the opinion of 'S' electronics business that the slippers come off too easily, we have developed the sandal-type products for 6 months to reduce the risk of safety accidents.

#### **Development of Private Brand(PB)**

In order to enhance purchasing power and to provide more systematic quality control and competitive price, we are accelerating the development of PB for industrial products. We are expanding PB items by industrial sectors, including safety goods, tools, accommodation goods, cleaning products, automobile products, and fine dust masks.

#### **Construction Materials**



#### Purchase and Distribution of all Items Required by Construction Sites

iMarketKorea, which purchases and distributes construction materials of about 450 billion won per year, supplies all the items needed for building and remodeling works, from steel products to interior and exterior materials, electrical materials, equipment systems and office furniture to domestic and overseas construction sites.



#### IT

#### **Total Service for IT Products and Technologies**

We provide integrated technical services such as consulting, installation, operation and maintenance, etc. as well as the latest IT products such as PC, mobile, printing, server, SW, and electronic devices, etc. Leasing and rental services for security solutions and special facilities are also provided.





# ★★★★ Construction Materials Purchasing Manager of Company 'D'

"The system is efficient because we can get high quality goods at low cost. A detailed explanation and friendly response of the sales rep. facilitate smooth progress such as negotiating schedule, etc. They also provide advanced information useful for the business, such as market conditions."

### Purchasing Manager of Company 'S'

"In the process of negotiating delivery, they first think about our needs, and offer them, and present unexpected problems and solutions. I am satisfied with the way they deal with the customers based on Customer First philosophy as a whole."





Beyond simple and basic processes such as warehousing and shipping, storage, delivery, we are providing logistics services through rigorous quality control of KGSP (Korean Good Supplying Practice) to supply essential medicines for patients' safety.

#### **Distribution of Pharmaceuticals**

Our subsidiary, Allen Care, is a specialized wholesaler and retailer of pharmaceutical products that has established the systematic health care distribution systems. It performs procurement outsourcing for medicines and logistics services, supplying prescription-based medicines to customers such as Severance Hospital etc.

#### **Online Distribution**

iMARKET's medical mall which delivers medical supplies in a day is the online shopping mall conveniently used by small hospitals and clinics.

#### www.imarket.co.kr/medical

#### **Health Care Process**



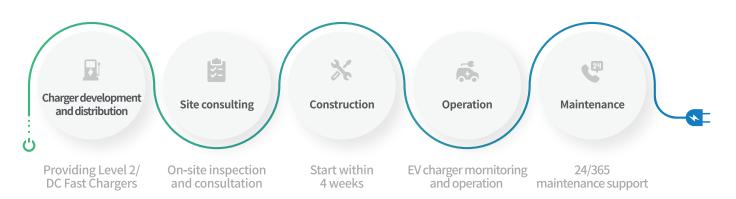
IMKEV iMarketKorea Brochure | Solution Provider

# IMKEV www.imkev.co.kr

We construct and operate EV charging infrastructure for customer needs.

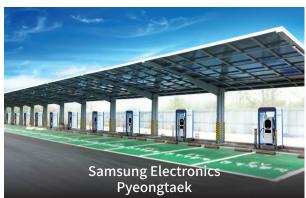


# **Business Model** We offer an all-in-one solution, from site surveys to construction and operation



## **Installation cases** We provide top-notch EV charging service to businesses and municipalities





In 2023, the Ministry of Environment have nominated IMKEV as a AC Standard / DC Fast Charger / Brand project operator. Brand projects include Gumi, Anseong, Pyeongtaek, and heavy industry sectors.

Providing the construction and operation of charging stations for Samsung Electronics, Biologics, Engineering, and other Samsung Group companies, as well as numerous other enterprises.

#### Samsung Group with IMKEV

SAMSUNG

**SAMSUNG BIOLOGICS** 

**SAMSUNG C&T** 

MASUNG SAMSUNG DISPLAY



**SAMSUNG HEAVY INDUSTRIES** 



**SAMSUNG SDI** 

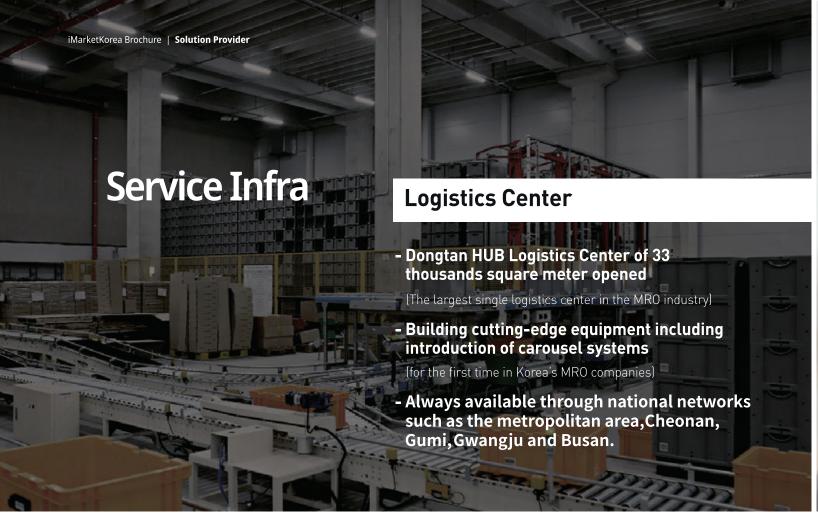
# Self-developed AC Standard Charger 7kW





Our Standard Charger offers convenient payment options including memberships and credit cards.

Enhanced safety with a built-in earth leakage blocking cirtuit and automatic reset function. Two-year warranty for immediate after-sales support



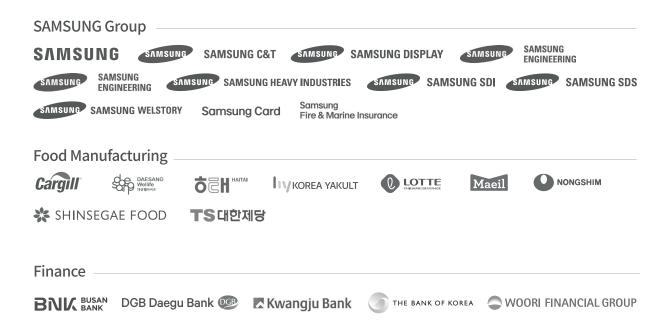


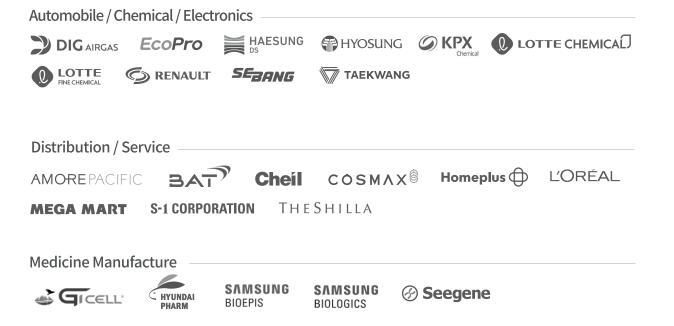
## **Customer Service Center**

- Systematic management through in-house call centers
- One-stop services through a single unitary communication channel
- One-to-one care by designating a contact person for each customer
- Delivery notice and Happy Call to follow up on claims
- Improved service through annual customer satisfaction survey

# **Client List**

Why did the top companies choose iMarketKorea? You can experience it!





**\*** As of 2023

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## For Suppliers

If you have good technologies or products, you can be part of iMarketKorea's market place where you can sell your products to 15,000 customers at home and abroad. You can find domestic markets and supply your products to our overseas branches in Vietnam, China and USA, etc.

#### **For Customers**

After thoroughly diagnosing the purchasing pattern and status of customers, we propose the purchasing process suitable for them. The MRO purchasing service is suitable for large and mid-sized companies, and it usually takes 3 months to introduce the purchasing service.

If you are a small business or individual business customer, iMARKET, an online shopping mall is recommended. If you sign up on the website, you can use it on PC and mobile right now.





# History

Certified in accordance with the ISO 27001 International Standard for Information Security

000	Established the corporation funding from Samsung Group's affiliates	2011	Incorporated as an affiliate of Interpark Group	
			Certified as FTA product-specific approved exported	
001	Started the MR0 procurement service Started B2B auction services	2012	Established a foreign corporation in the U.S (iMarketAmerica)	
002	Selected as a B2B pilot company in Asia- Pacific Area by Ministry of Information and Communication		Developed the next-generation purchasing system, IMK MALL	
003	Won the first prize of 10 million dollar export among purchasing agents	2013	Established a foreign corporation in Xian, China(iMarketXian)	
	Selected as e-commerce technology provider by		Established a foreign corporation in Vietnam(iMarketVietnam)	
004	the Ministry of Commerce, Industry and Energy Established logistics center in 5 regions of the	2014	Established a foreign corporation in Suzhou, China(iMarketFocus)	
	country		Acquired Allen Care, a drug distributor	
005	Developed SMART-I, the program to manage and evaluate partners	Acquired the certification of AEO(Authorized Economic Operator)		
006	MRO bidding order from the Public Procurement Service		Won a prize of 400 million dollar export	
007	Started nationwide pick-up and delivery service Opened overseas global purchasing system	2015	Acquired QUBRIDGE, the wholesalers and retailers office supplies	
	Awarded Customer Satisfaction Management Award at CRM Fair	2019	Selected as a company with excellent labor- management culture by the Ministry of Employment	
008	Signed the supply agreement for medical supplies and consumables with Korea Medical Association		and Labor	
		2021	Expansion of new business (IMKEV etc.)	
009	Certified for GSA items and supplied to US Armed Forces in Korea	2022	Established a foreign corporation in Europe (iMarketEurope)	
010	Listed on the Korean stock market(KOSPI) as the first purchasing agency	2023	Acquired BTL Logistics, an international transportation company	

# ☐ iMarketKorea

