we have appointment scheduled at (몇 시) here with Mr. 아무개

상대: Thank you for coming to Hisaka
my pleasure being here for this meeting too.

I am very delighted to see you. and thank you for inviting us today.
Let me introduce one more time. here is our CEO Mr.KIM
I am in charge of overseas marketing with the background of engineering.
This is such a great opportunity that we could discuss our project in detail today.

The purpose of this meeting today is to introduce ourselves to you and find the best possible way for us to work together for upcoming investment oppourtunity

TOV는 생긴지는 얼마 안됐지만 한국에서 빠르게 성장하여 최고의 키오스크 업체가 됐다.
We are farily new company but had grown up very fast to become one of the best KIOSK companies in Korea.

TOV가 그렇게 성장한데는 세가지 이유가 있다.
And I think there would be three reasons for this.

첫째, 우리는 앞서가는 기술력이 있다.
First of all, we have advanced technologies.

최고의 프로그래머들과 2D,3D 디자이너들이 있어 다른 업체들보다 더 빠르고 효율적으로 프로젝트를 수행하고 SW,HW등을 직접 디자인하고 개발한다.
With support from experts in Programming and 2D & 3D designing, we can develop and design Software/Hardware more efficiently and much faster than our competitors.

두번째는, 우리 토브는 다양성이 존재한다.
Second, we offer differentiated quality and diversity.

보통 키오스크 업체는 단순 안내시스템에 그치지만 우리는 여러 소프트웨어 매쉬업을 통해 키오스크를 더욱 발전시켜왔다.
We have developed our KIOSK program through mash-up various softwares in order to overcome the limits of KIOSK to just show information.

TOV는 키오스크 외에 3D Virtual World 비즈니스도 했으며 그 노하우들을 그대로 키오스크에 접목시키기도 했다.

Not only KIOSK project, we offer business in 3D Virtual World and we implemented our Know-how into the KIOSK as well.

예를 들어 2D로만 보여주기 힘든 구역들을 3D를 이용하여 더욱 시각화 시켰으며 VR 파노라마 기술을 사용하여 실제의 모습을 키오스크상에서 보여주기도 한다.
For example, instead of showing the format in 2D only, we visualize the sections in 3D format to widen the view. And using VR parnoramic technologies, we can connect the real-life motions directly in the KIOSK screen.

최근 Changi 공항 제안서에는 소셜미디어까지 접목시켜 이전에는 없던 소셜 키오스크를 만들 예정이다.
For example, we implemented (접목시키다) Social Media into the proposal for Chnangi Airport to make the new Social KIOSK.

이렇듯 우리 토브는 열린 생각으로 열린 기획을하여 최고의 차별화된 제품들을 내놓고 있다.
Likewise, we are very open to new programs so we are trying to invent unique programs

세번째는 우리는 이 분야에 아주 강한 Passion이 있다.
Third, we have very strong passion for this field.

우리 회사는 창업한지 2년이 조금 넘었지만 그동안 한명도 이탈한 사람이 없을정도로 협동심이 좋고
For two years, we maintained very strong team-work, (there was no staff change)
이 분야에 강한 패션을 가지고 있다. 예를 들어 이번 창이공항 샘플도 겨우 3일만에 만들었다.
And we are very motivated, we made KIOSK sample for Changi airport in just Three days.

물론 3일밤을 지샜다. 그렇듯 우리는 우리가 목표로 하는 바를 이루려는 협동심과 패션이 있다.
Of course, we stayed up three nights straight. But this shows our teamwork and passion for our job.

우리 같은 업체와 일하면 분명 당신네들도 패션이 더해질 것이라 확신한다.
I hope and I believe working with us will benefit you in many ways.

Let me explain an overview of our previous work in terms of Kiosk and Virtual World techniques.
- as you can see here, (브로셔를 보여주며) here is our project history.
we had worked with the goverment offices, department stores, exhibtions, schools/library, second life work many times. we had produced and developed the software/hardware and system solutions.
and I'd like to focus on couple of exmaples here,
Timesqure department store at Seoul and Aeon Department store at Tokyo, Japan
Timesquare department store is the biggest store in Korea with Most updated technologies
and AEON department store is the one of the best store in Japan will open next month.
let me show you the KIOSK sample.

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For the recently status of our company today, we are planning the strategies
The positive aspects that we can support or offer to HASAKI
-
-
-this would be the key benefits for HASAKI from having a joint partnership with TOV.

According to the recent market trend, it would be such a great fashion to accommodate needs of consumer these days to provide social network systems even into the Kiosk systems.

But these sections will be the challenges ahead of us but this will be

In other words, it is an innovative idea, which we need to take action.

I'd like to compare with our competition's plans.
The weakness of this plan is
-

TOV
기술력

Hasaki

인수 Merger and Acquisition (인수 합병)

투자자 (Investors)
긍정적으로 반응하다 (react positively) to the news of takeover)
파트너쉽 (Partnership)
협력적 파트너쉽 (Collaborative Partnership)
We will work to develop partnership with HASAKI and further strengthen the relations positively in order to

현지법인 출자
출자: the figure we are looking for is the company to be set up jointly with funding from Hasaki while we provide most of the core techniques.
공동출자: a joint investment

현지법인 (a Local subsidiary)
The local subsidiary will be fully in charge of both sales and operations.
With advanced techniques by TOV, it should be easier and more efficient for Local subsidiary, HASAKI, to make a competitive offer to MarinaBay.

기술력을 대주고 영업 제공
The idea is that TOV will continually provide the techniques while the local subsidiary would develop their own marketing and sales. And this will maximize both parties' profit.

MOU : Memorandum of understanding
The MOU can be embedded in the contract.
MOU with industry is important but further action may be required.
We may discuss the draft MOU for the potential partnership opportunities.

공동 현지 법인 설립
We would be able to establish a foreign branch at Singarpore and it would be operated jointly with HASAKI. Therefore, each of TOV and HASAKI will be the representatives from the corporate sector for this project.