

**KB KIM | 김근빈**

*Marketing & Business Development Manager*

01

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Paymentwall - Payment Systems Partnerships

## Payments Partnership

Managed partnerships for new  
payment methods

## Paymentwall Partnerships

# Manage Global Payments Partnerships

Built and managed relationships & process with payment partners, mobile carriers and acquiring banks, negotiate payment processing fees, payout terms, integration, contract terms

Achievements: Culture Voucher / TeenCash / Tmoney Partnerships



**REPUBLIC OF KOREA**



PAYMENT METHODS IN KOREA

Start accept payments from Korea today!

GET STARTED

Republic of Korea

SMARTPHONE PENETRATION, %: 73

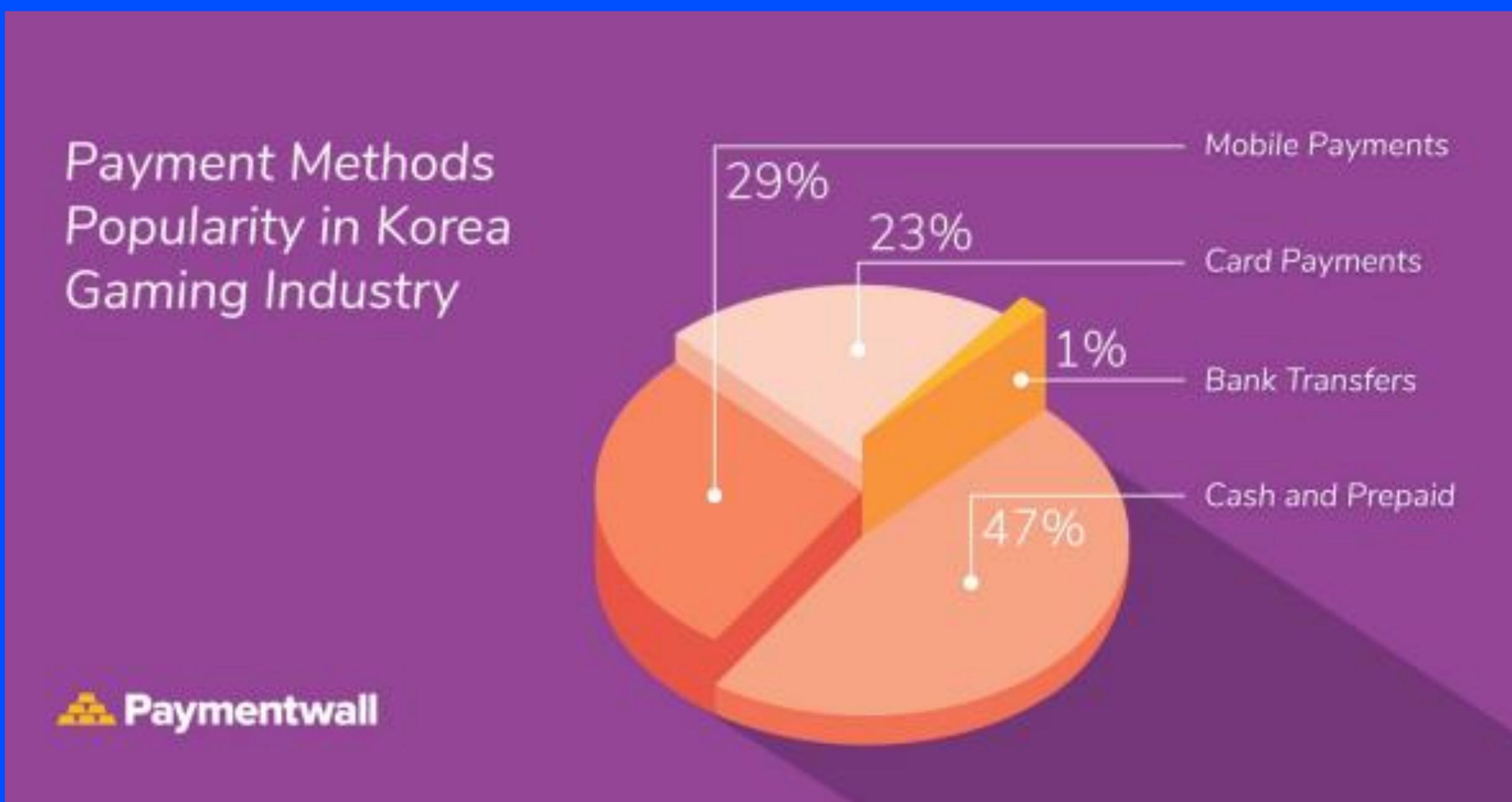
INTERNET PENETRATION, %: 84.8

POPULATION, M: 50.22

PURCHASING POWER INDEX: 120

**PAYMENT METHODS IN KOREA**

Tmoney, Eggmoney, TeenCash, Book Culture, CashBee, Oncash



**02**

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Paymentwall - Sales

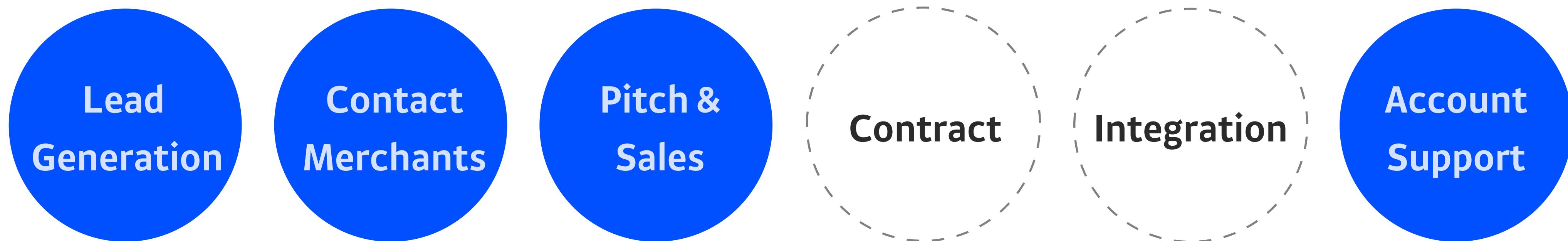
## BUSINESS DEVELOPMENT

Sales, Source potential leads, Utilize lead list

**Paymentwall Sales**

# **Business Development**

Meetings with customers in person to pitch solutions. Explored the pain points of customers on calls & f2f meetings, fetched their needs and proposed solutions. Developed successful affiliate partnerships with local agencies.



**03**

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Paymentwall - Digital Marketing

**SNS | PR | BRANDING**

Localized Marketing

**Paymentwall Global Marketing**

# **Digital Marketing- Branding | SNS | PR**

Managed global and local social media accounts for Paymentwall.

Maintained publicity contributions for each event and media PR resources

Facebook - [@paymentwall](#) / [@terminal3gaming](#) / [@FasterPay](#)

Instagram - [@paymentwall](#) / [@terminal3gaming](#) / [@FasterPay](#)

Linkedin - [@paymentwall](#) / [@terminal3gaming](#) / [@FasterPay](#)



FasterPay

Home Create

 FasterPay

FasterPay  
@fasterpay.ltd

Home Posts Reviews Photos About Community Events Create a Page



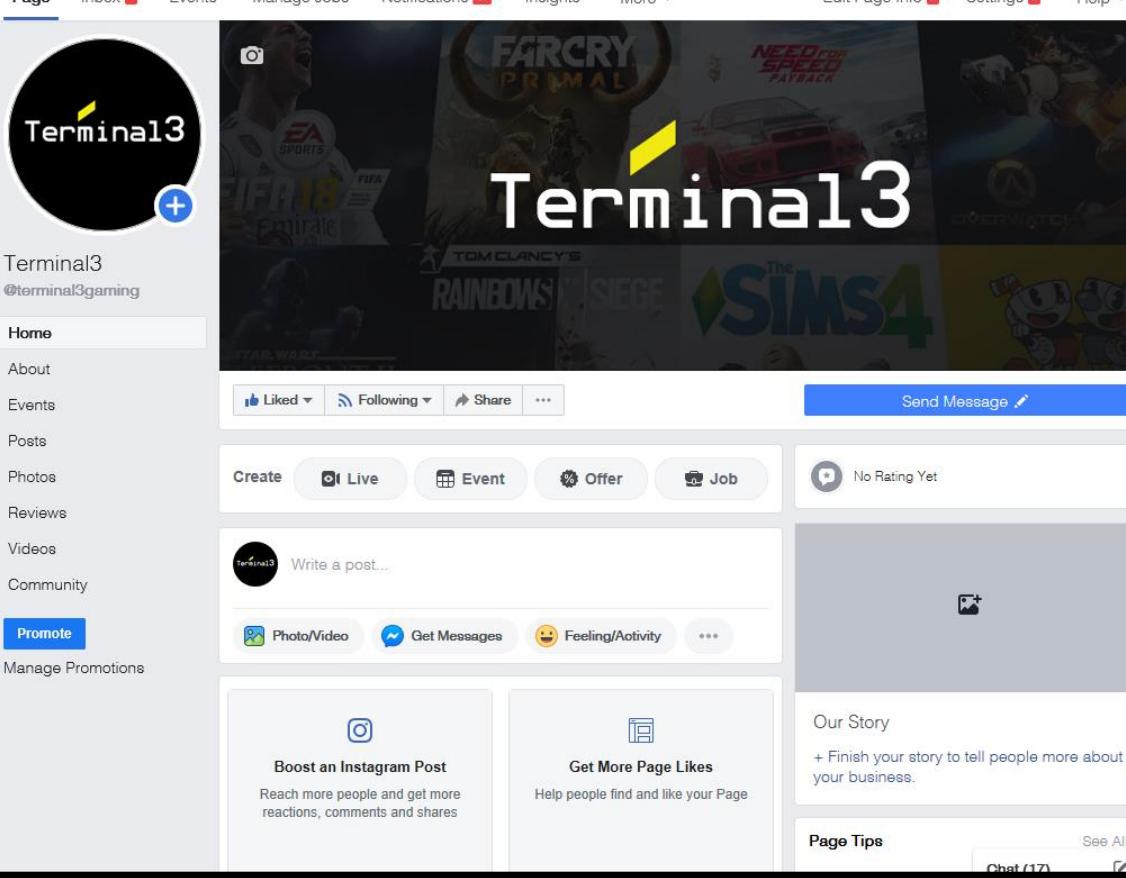
Paymentwall

Home Photos Events About Community



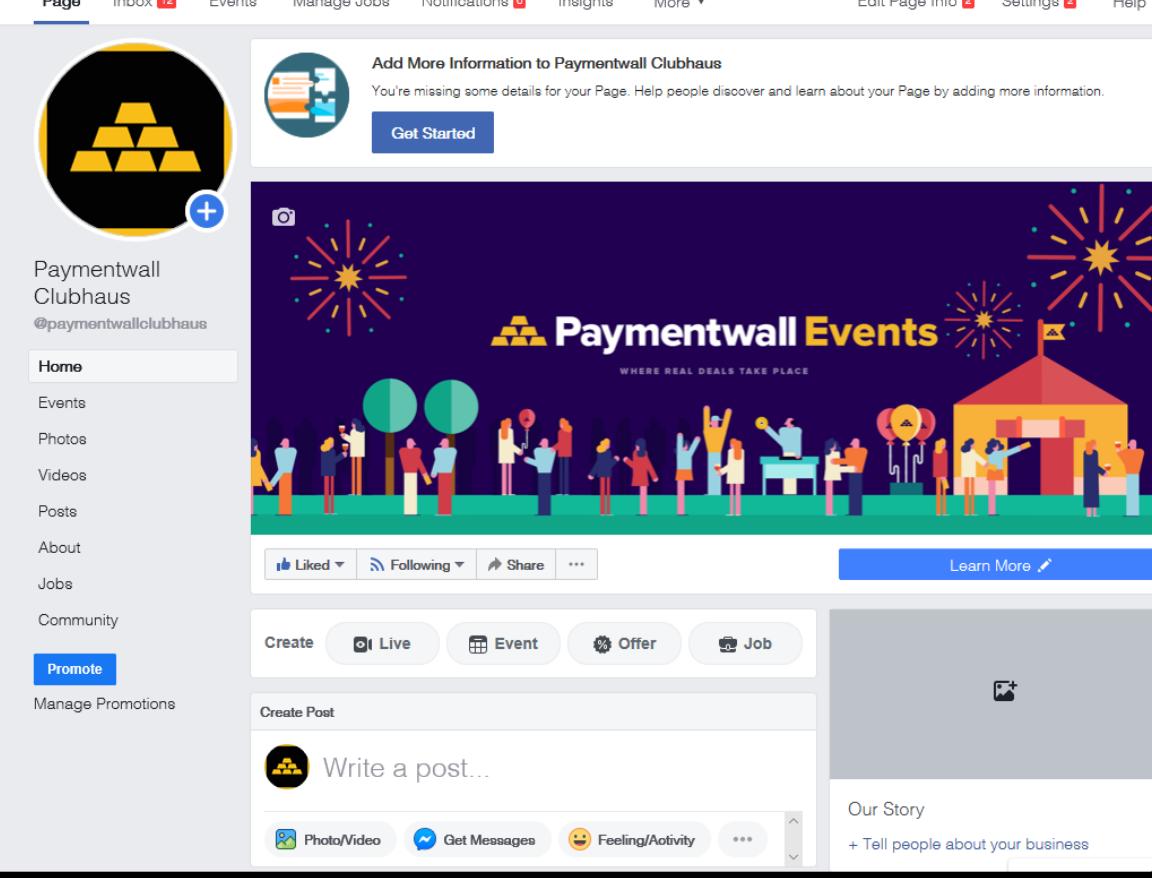
Terminal3

Page Inbox Events Manage Jobs Notifications Insights More Edit Page Info Settings Help



Paymentwall Clubhaus

Add More Information to Paymentwall Clubhaus



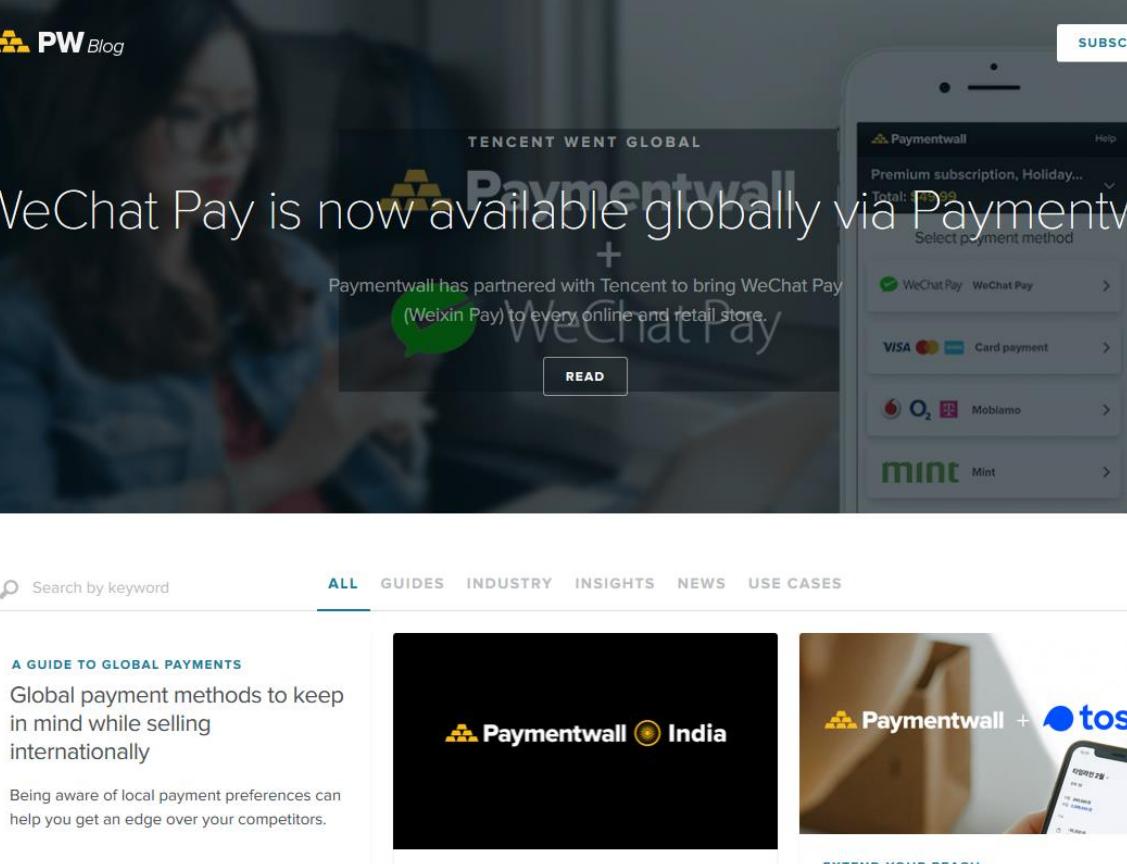
Terminal3

4 Tweets



PW Blog

WeChat Pay is now available globally via Paymentwall



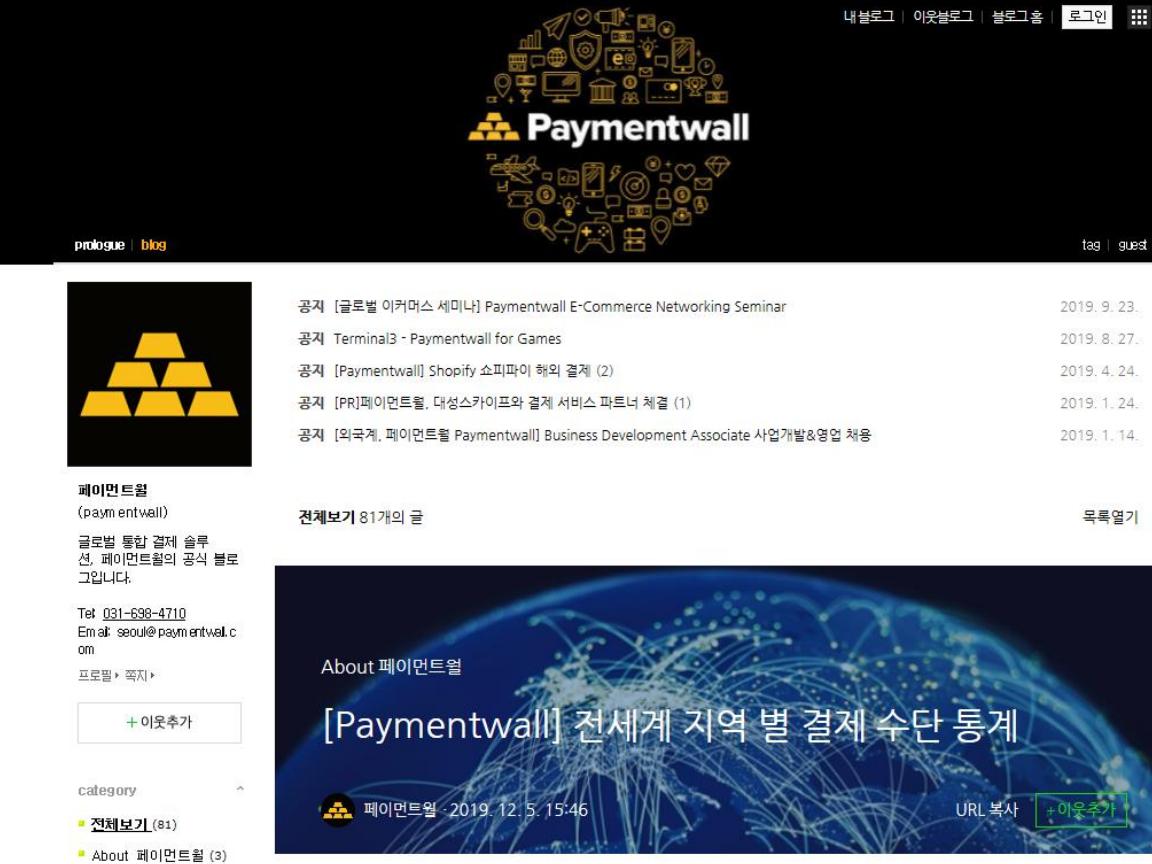
FasterPay

31 Tweets



Paymentwall

2019.9.23. 2019.8.27. 2019.4.24. 2019.1.14.

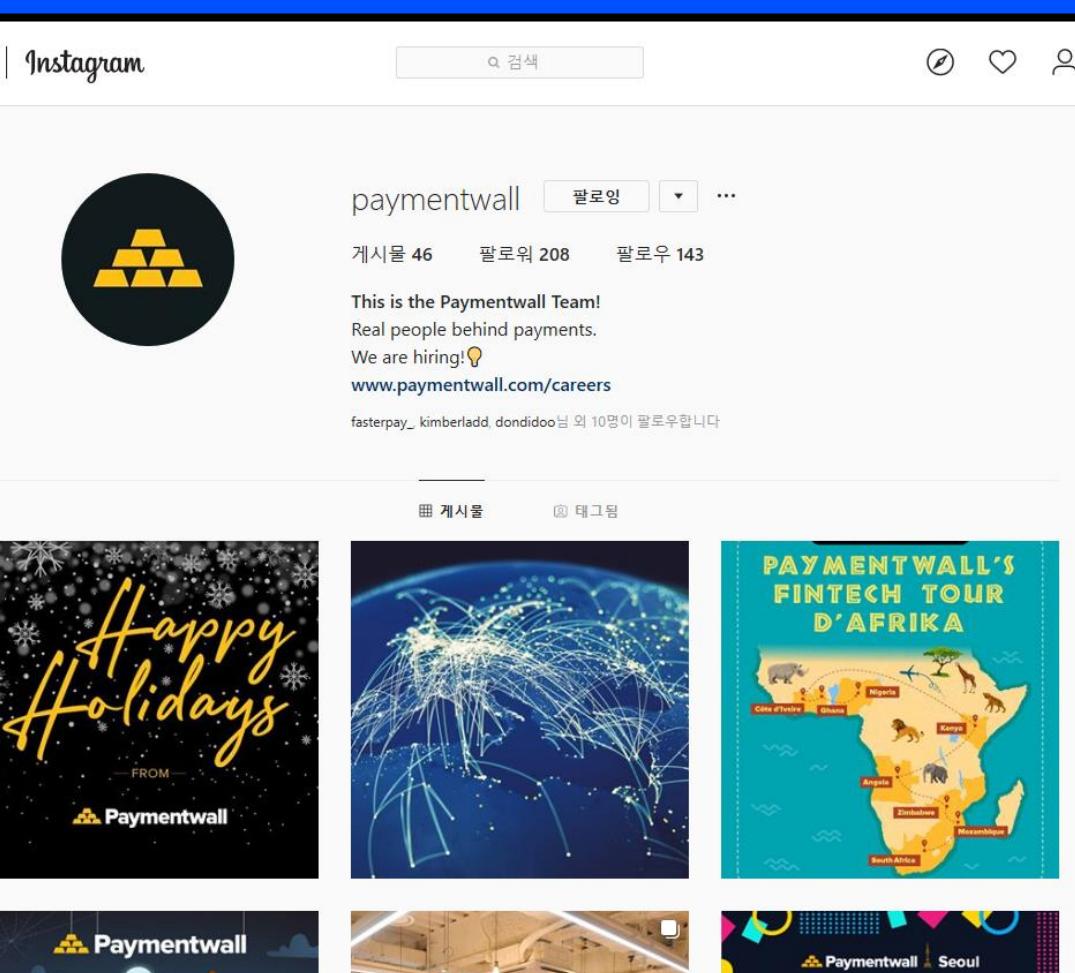


Instagram

paymentwall

게시물 46 팔로워 208 팔로우 143

This is the Paymentwall Team!  
Real people behind payments.  
We are hiring! [www.paymentwall.com/careers](http://www.paymentwall.com/careers)

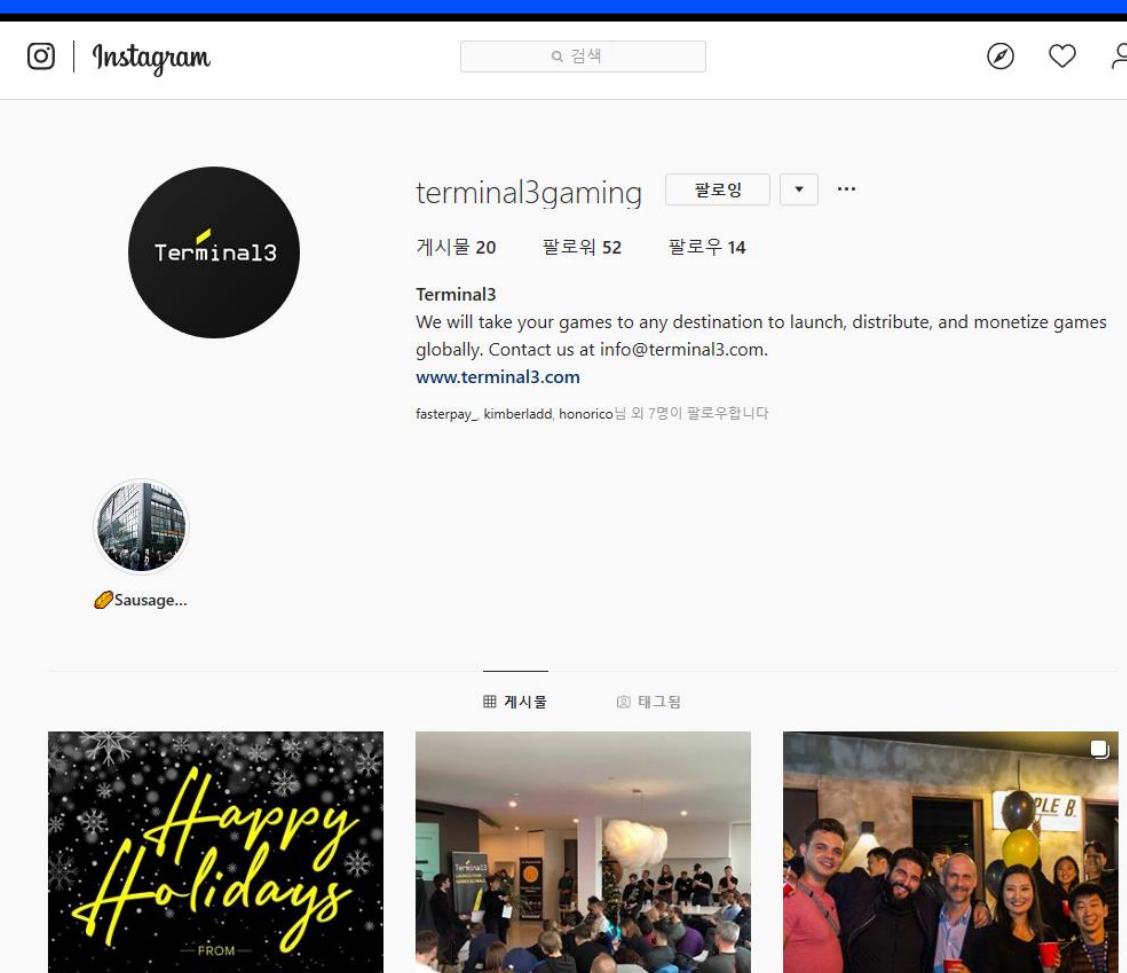


Instagram

terminal3gaming

게시물 20 팔로워 52 팔로우 14

Terminal3  
We will take your games to any destination to launch, distribute, and monetize games globally. Contact us at info@terminal3.com. [www.terminal3.com](http://www.terminal3.com)

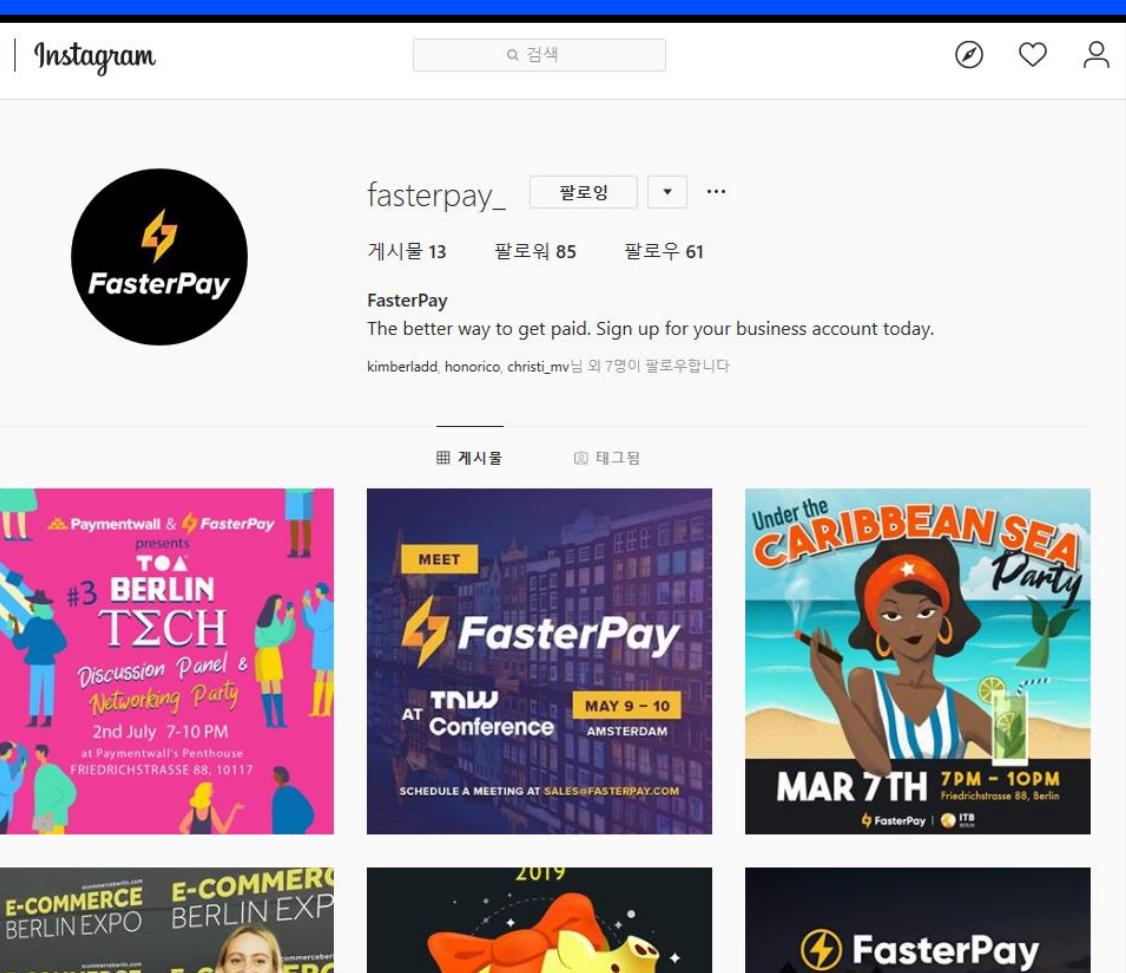


Instagram

fasterpay\_

게시물 13 팔로워 85 팔로우 61

FasterPay  
The better way to get paid. Sign up for your business account today.



카카오톡 채널 관리자센터

비즈니스 인증

인증을 통해 신뢰도를 높이고 다양한 추가 기능을 사용해 보세요.

인증심사가 반려되었습니다.  
반려 사유를 확인하신 후 다시 신청해주세요.

비즈니스 채널 운영정책 및 이용약관 개정...

친구수, 채팅 통계

최근 7일 비즈니스 성과 (12.29 ~ 1.4)

친구수 친구수가 0명 증가했습니다.

포스트 사용자가 0번 조회했습니다.

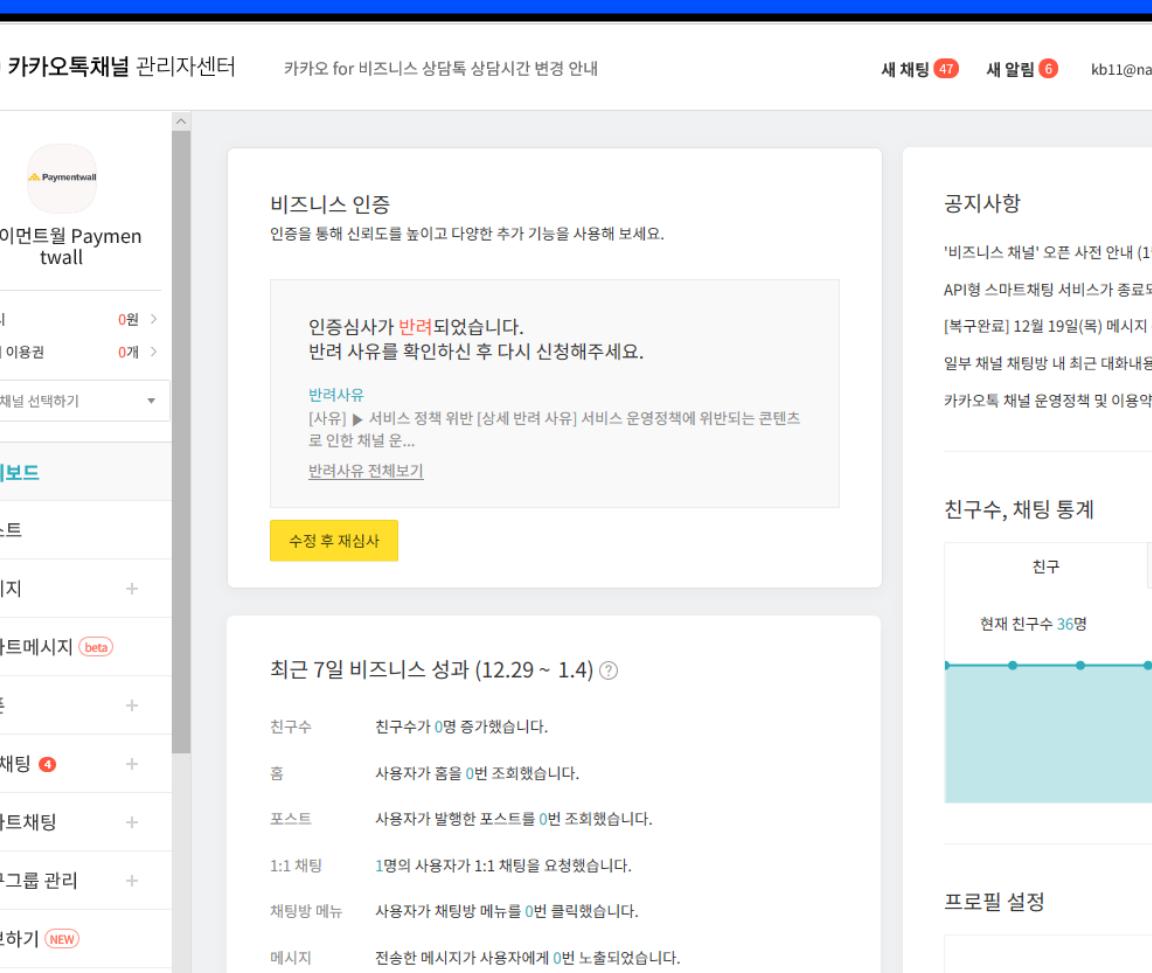
1:1 채팅 1명의 사용자가 1:1 채팅을 요청했습니다.

스마트채팅 사용자가 발행한 포스트를 0번 조회했습니다.

친구그룹 관리

홍보하기

메시지 전송한 메시지가 사용자에게 0번 노출되었습니다.



04

Paymentwall - Events

## Offline Marketing

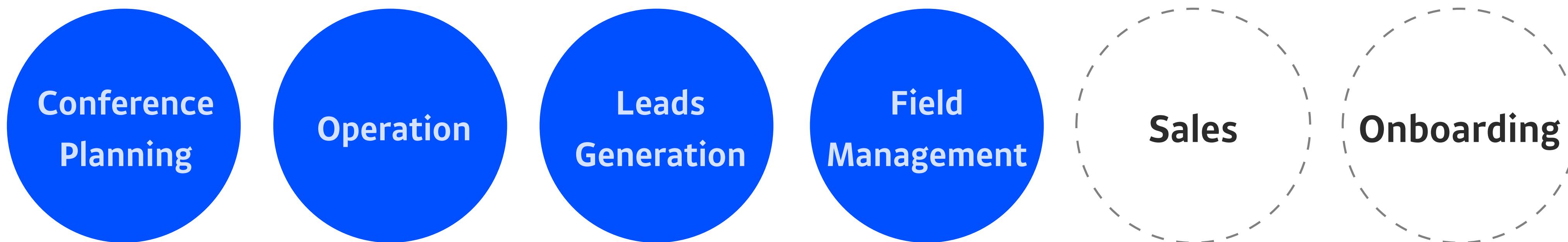
Conference and Events Management

## Paymentwall Events

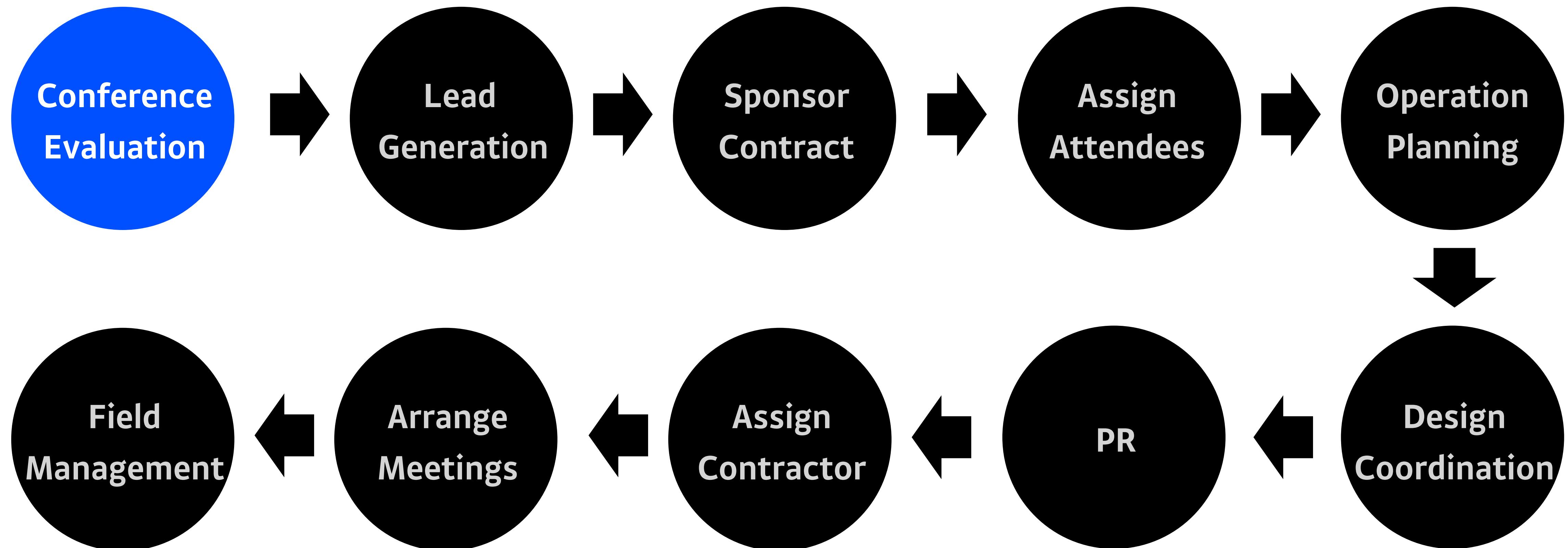
# Offline Marketing - Conference and Events

Organized conferences, events, topic related seminars and industry related events from A to Z for potential clients and the tech communities. Enhanced proposal, planning, organizing and executing influence campaigns and events.

Facebook - [@Paymentwall Clubhaus](#)



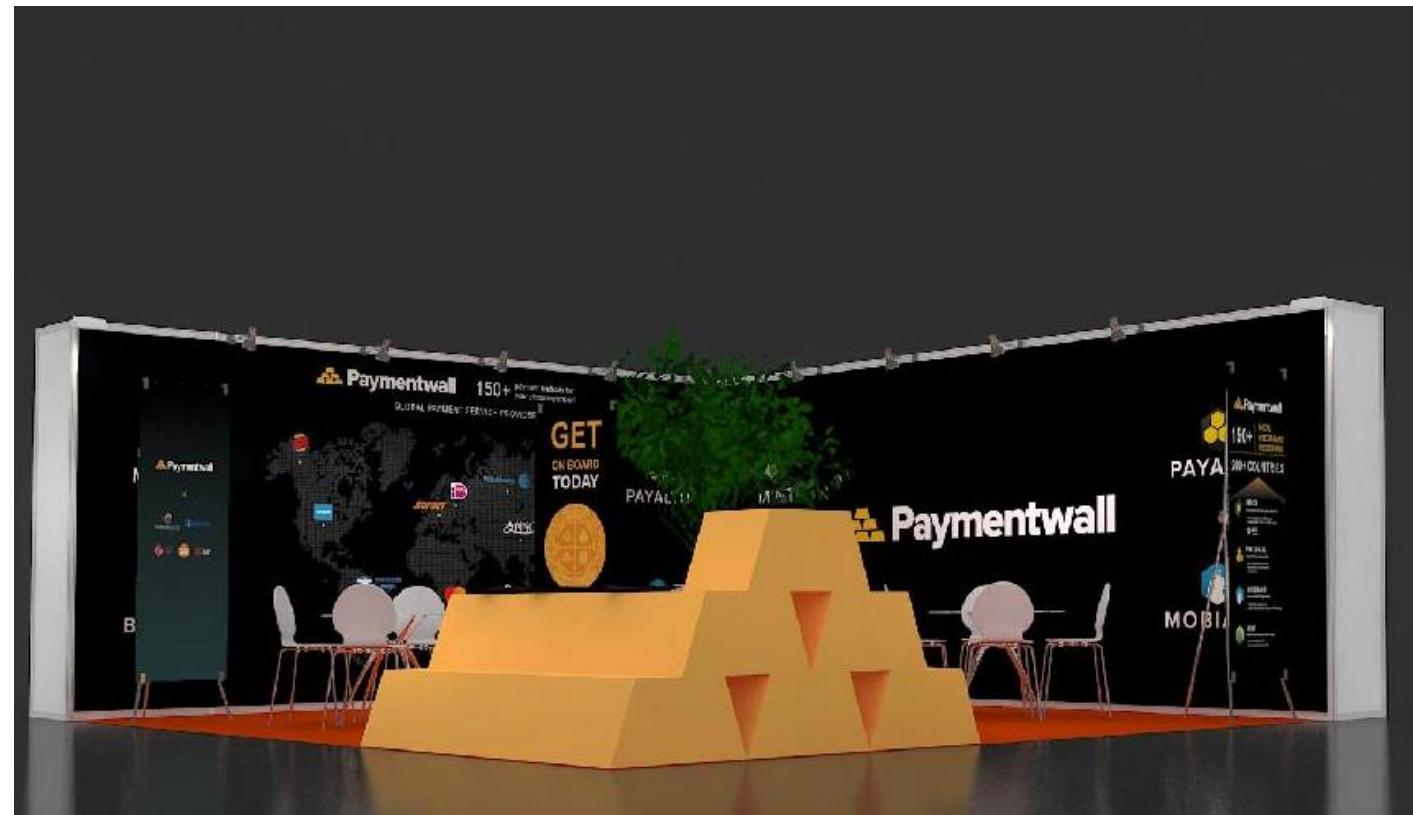
# Conference / Exhibition Management Process



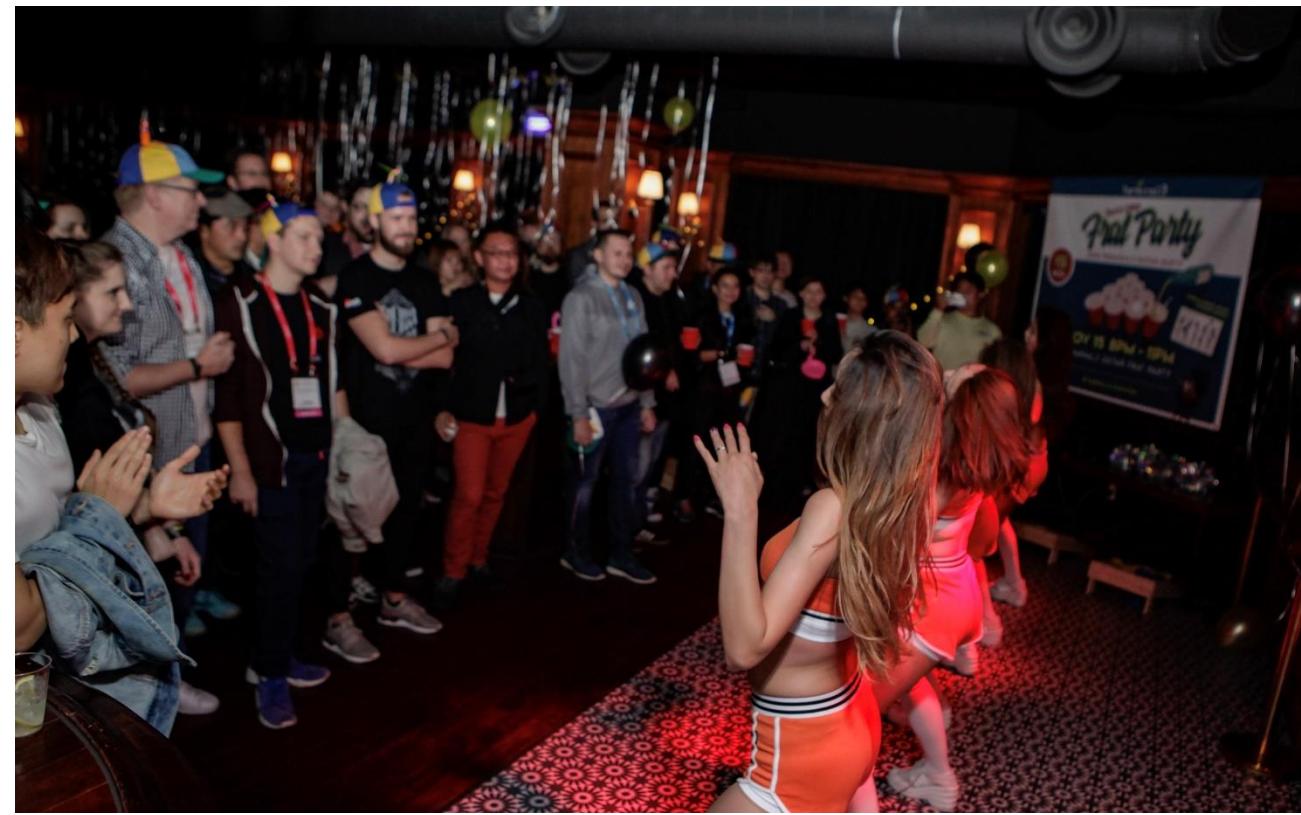
# GSTAR 2017 / 2018 / 2019

Global Game Exhibition G-STAR - Conference and Official Networking Party Management

2017



2018



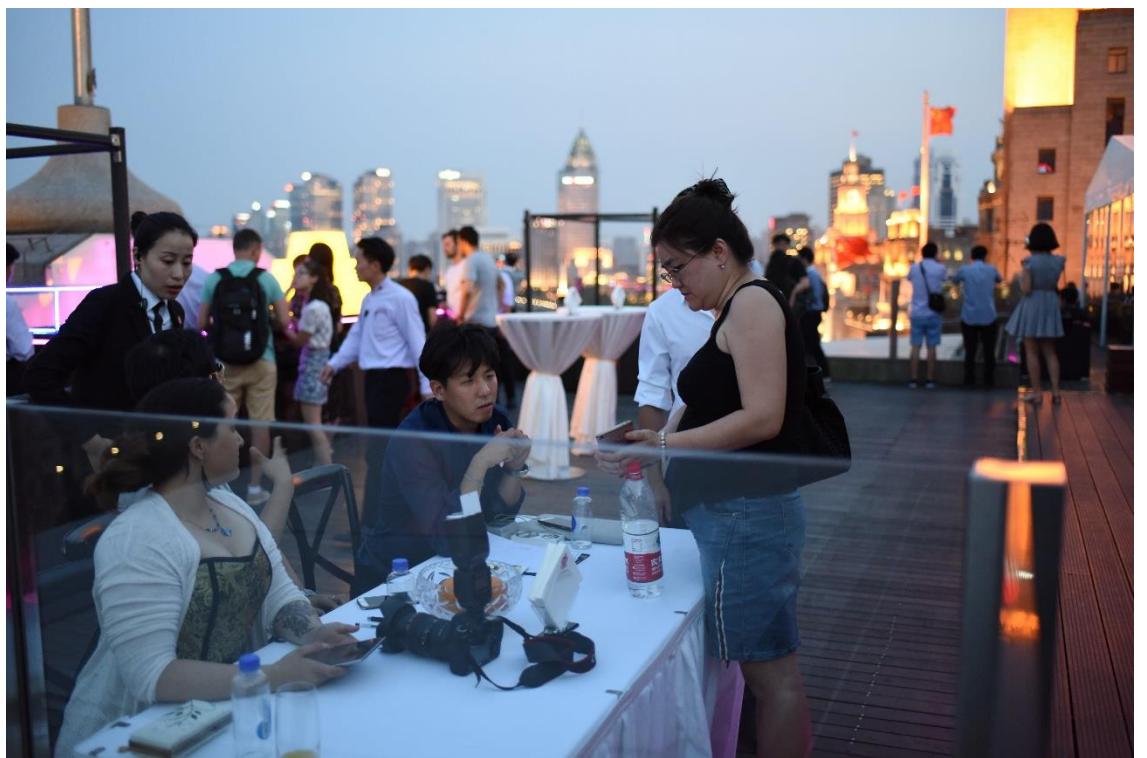
2019



# Chinajoy 2017 / 2018 / 2019

China Digital Entertainment Expo & Conference and Official Networking Party

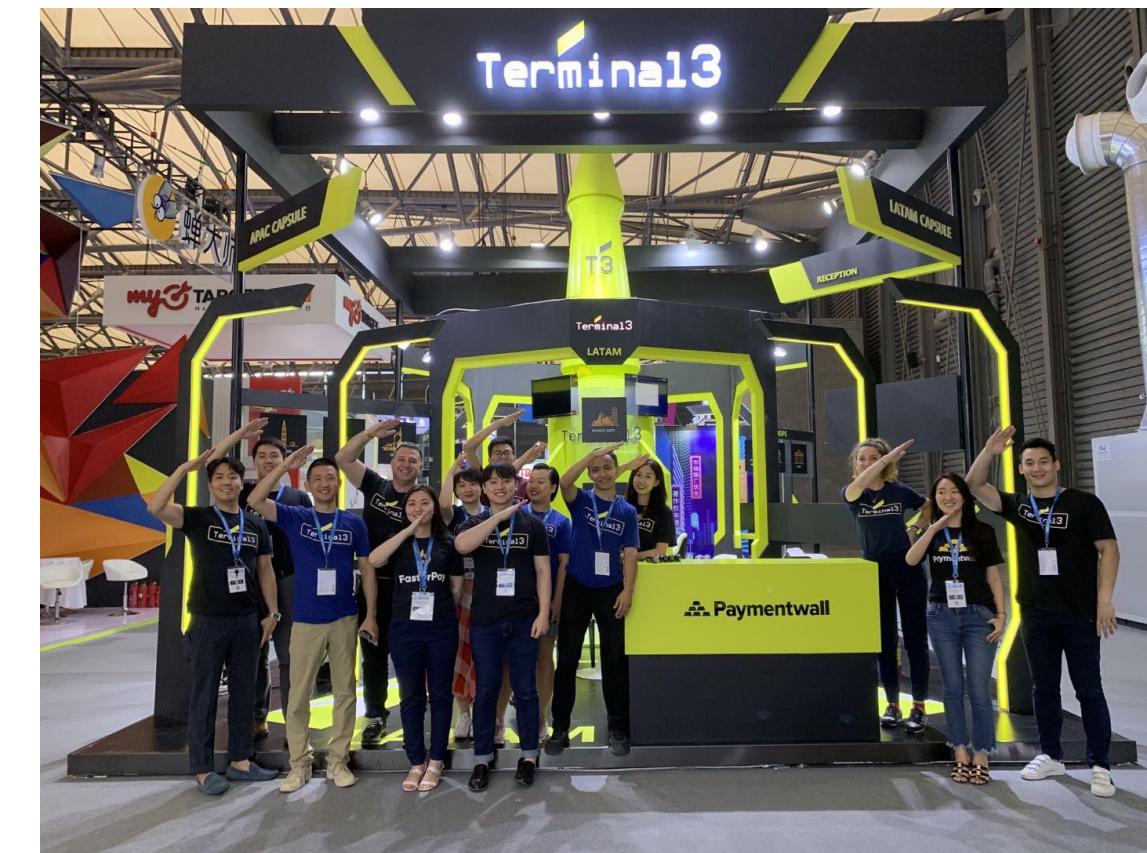
2017



2018



2019



# Gamescom 2017 / 2018 / 2019

Europe's leading trade fair for digital games culture - Conference and Event

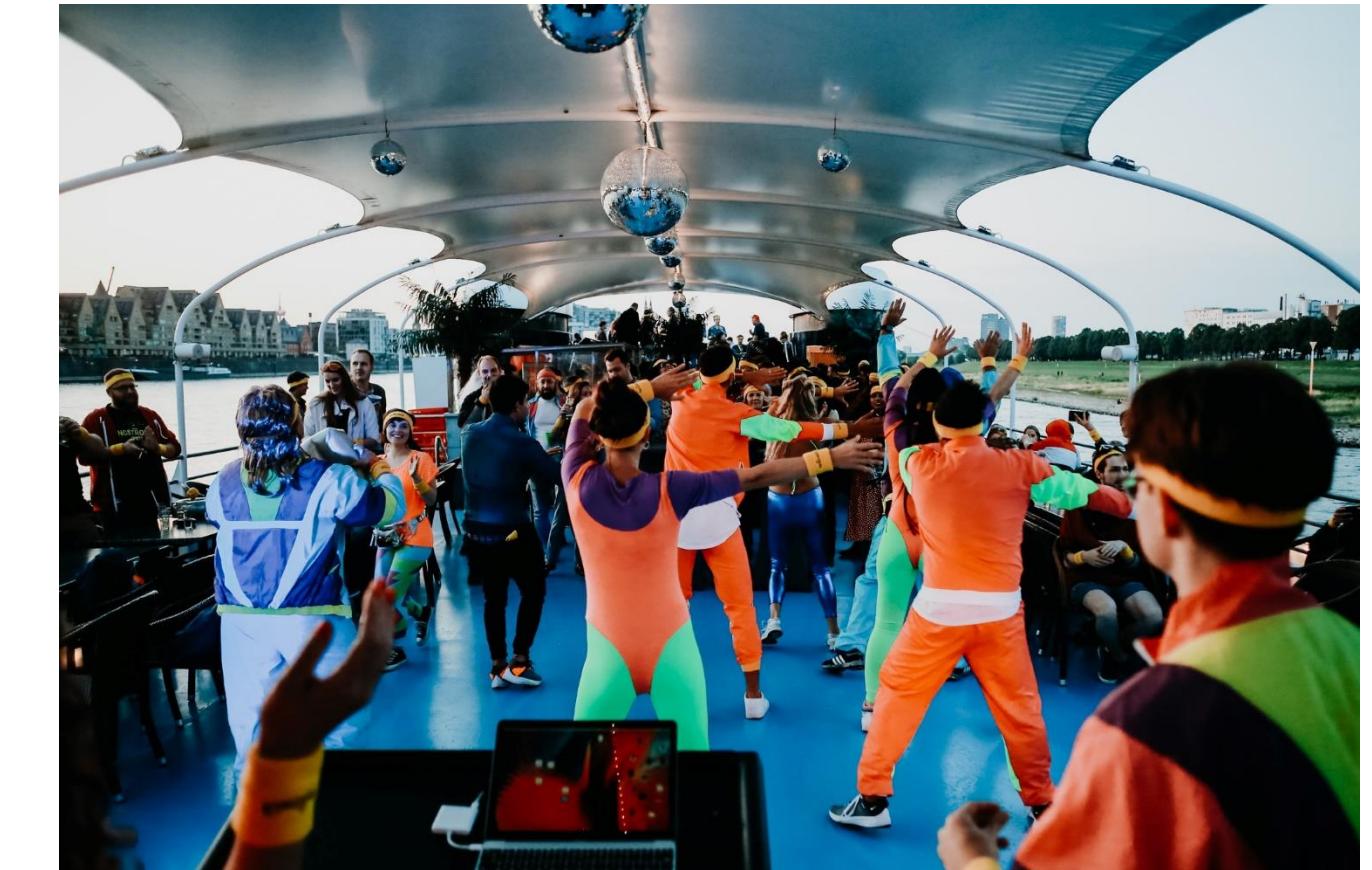
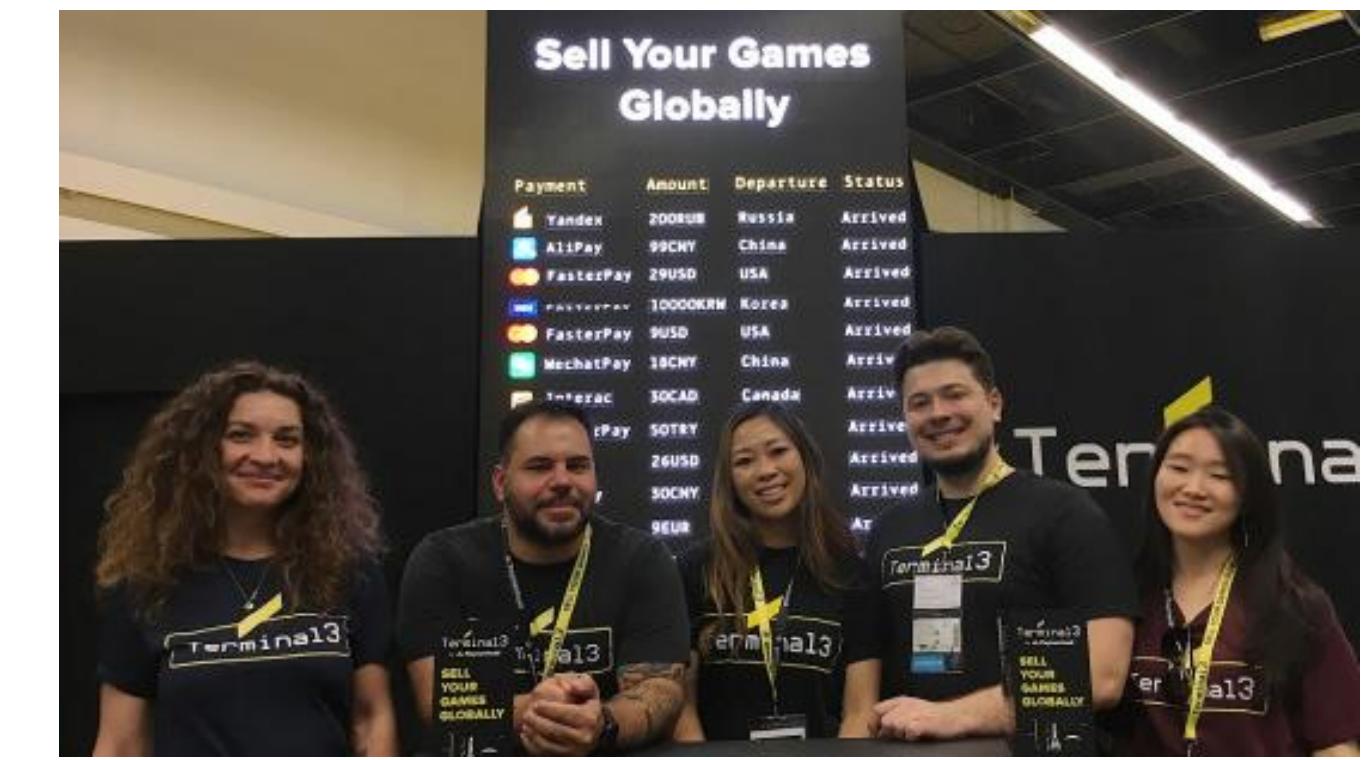
2017



2018



2019



# GDC 2018 / 2019

The Game Developers Conference - Host our own 3-days event conference



**GLOBAL GAME CONNECT**

Global Game Connect is a B2B conference for the international gaming community. It is an opportunity to meet decision-makers, create relationships with new people, and shape the future of the industry across three days of showcases, seminars, and networking events.

**INDIEFEST**

One-day event for game developers at all stages to showcase their games to publishers, service providers and investors.

[read more](#)

**SAUSAGEFEST**

Network with the Indie Gamer community, meet new people and make memories while taking in the San Francisco skyline from a rooftop bar.

[read more](#)

**GLOBAL CONNECT**

Speakers from across the community join together to discuss next-generation gaming and globalization.

[read more](#)

Small images on the right show a dragon mural, a group of people cheering, a rooftop party at night, and a group of people sitting in a room.

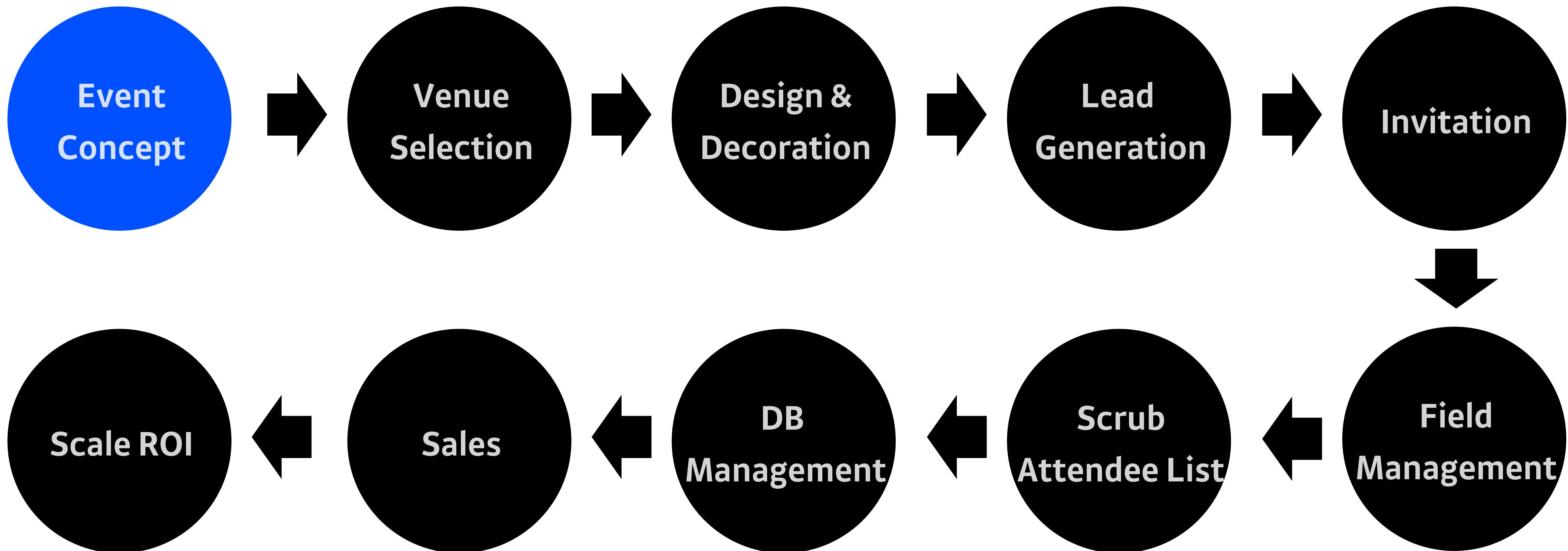


## MORE EVENTS...

GMIC | PLAYX4 | ITB ASIA | ITB CHINA | KSHOP



# Events and Seminars Management



# Pangyo / Beijing Tech Networking Event

Regularly hosted networking events for IT (Travel, Game, SaaS, E-Commerce etc) Industry executives



# Global E-Commerce Seminar

Regularly hosted seminars for independent E-Commerce companies.



**Thank You.**