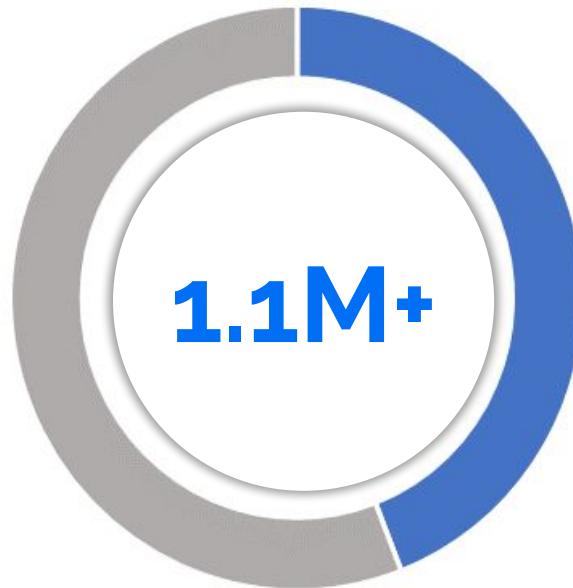


VisaMate

Making visa renewal easy using AI



KOREAN IMMIGRANT MARKET (2024)



Students and Workers
44.1%

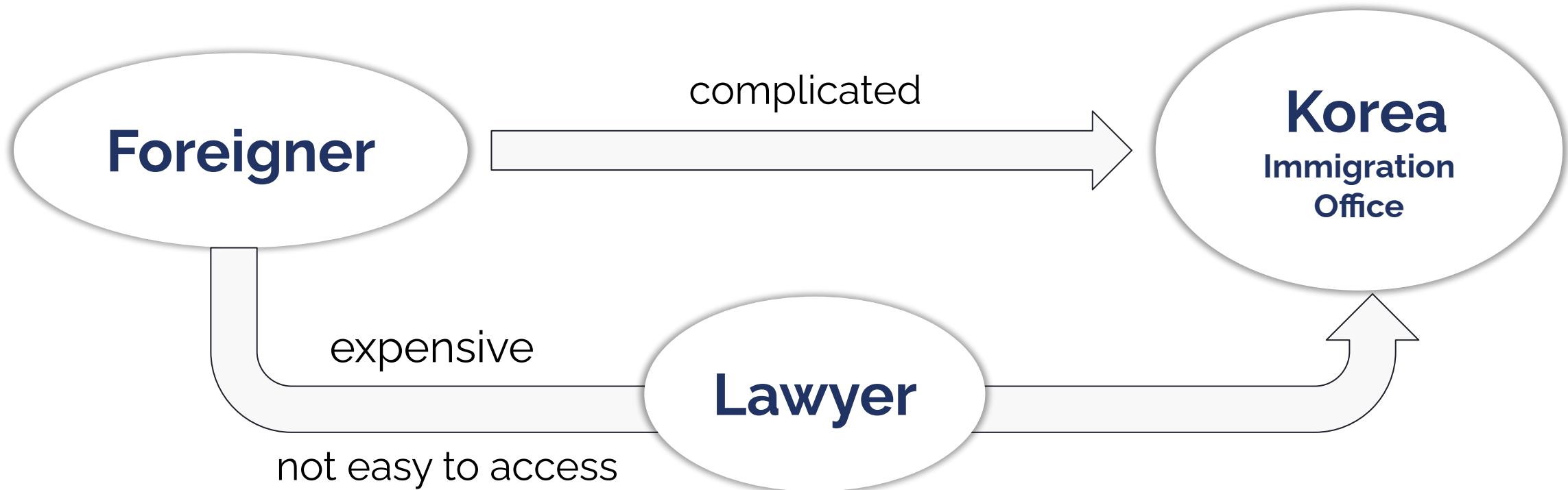
427K

Visa Renewals

355K

Visa Changes

PROBLEM



OUR SOLUTION

VisaMate

The easiest and fastest way to
renew your visa

ABOUT VISAMATE



AI VISA
FORMATTER

Congratulations!
Your application for E7 visa has
been successfully approved.

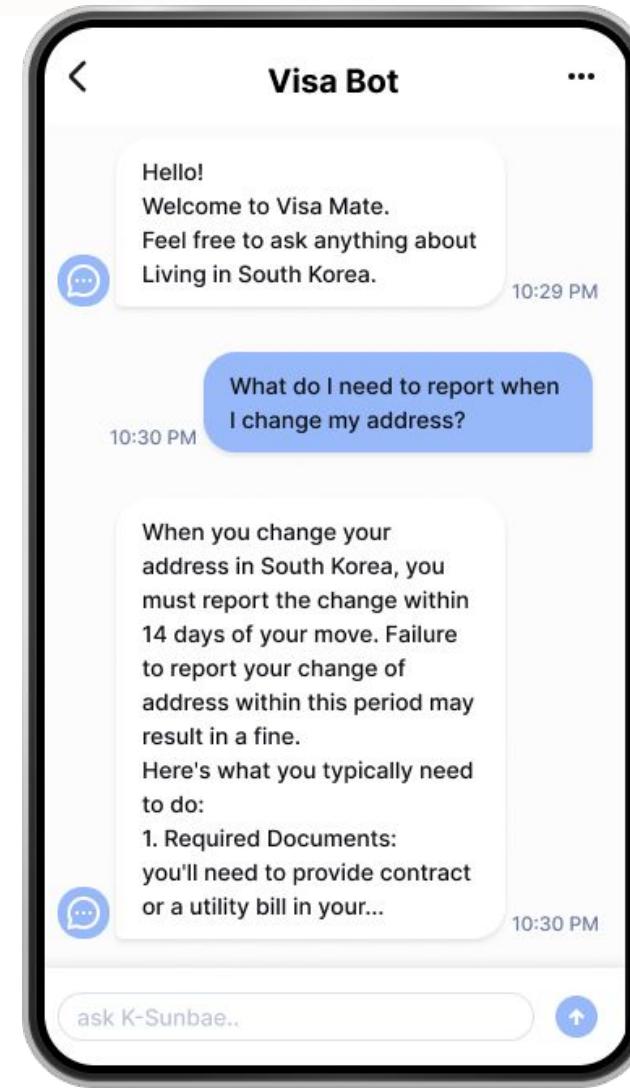


Cool!

ABOUT VISAMATE



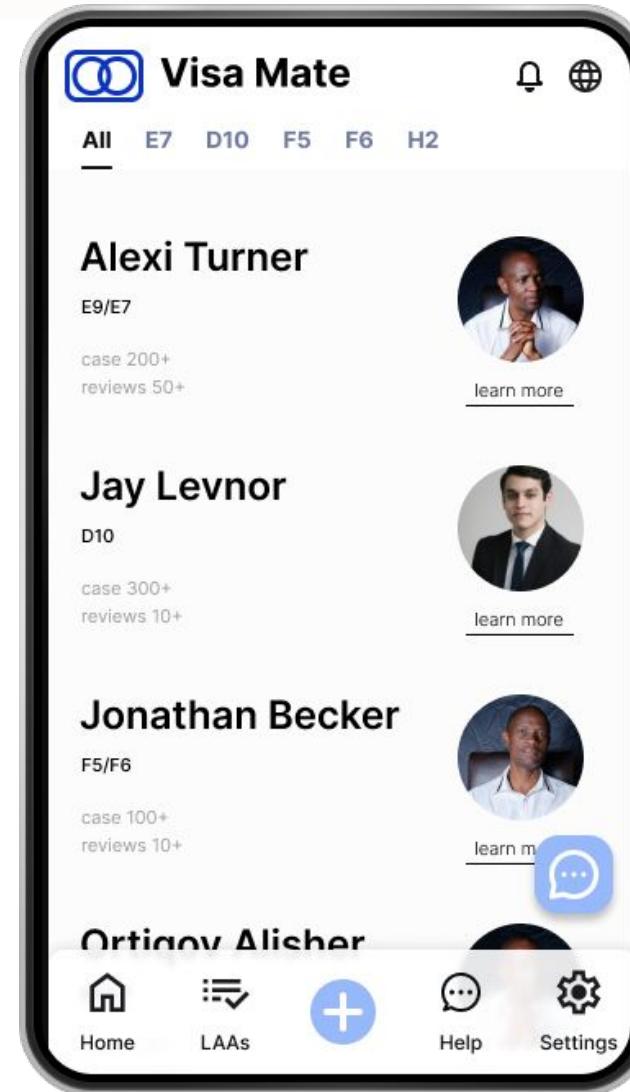
AI LEGAL ADVISORY



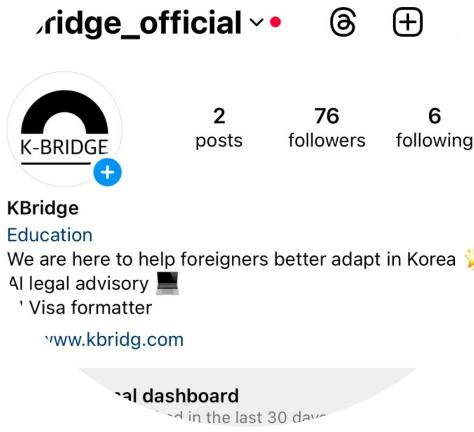
ABOUT VISAMATE



CONNECTION WITH LAWYERS



GO-TO-MARKET STRATEGY



1. Social Media



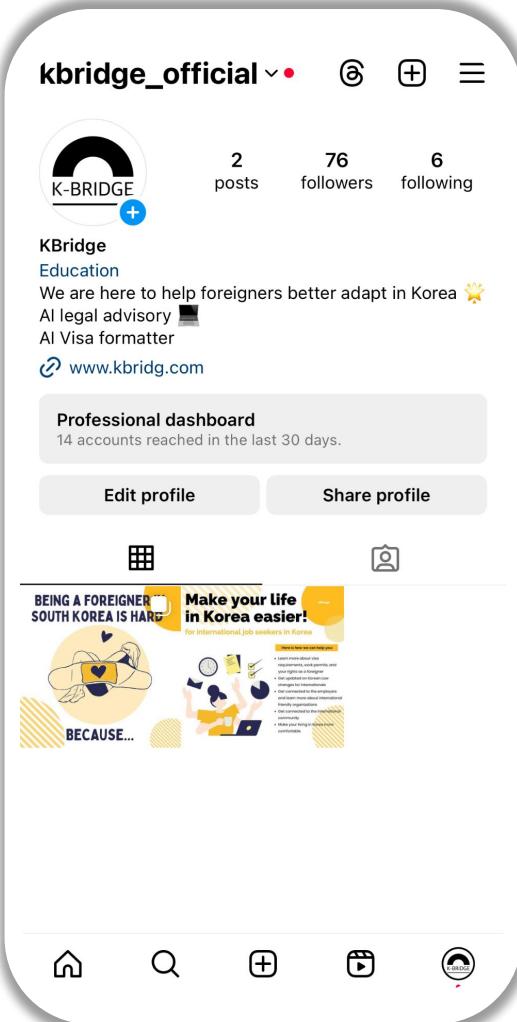
2. SEO



3. Promotion

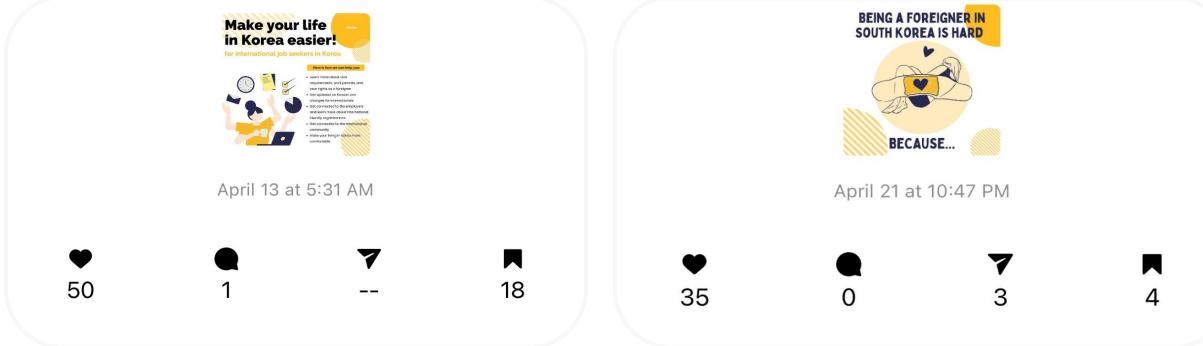
- Facebook
- Linkedin

INSTAGRAM CHANNEL



A screenshot of the Instagram profile for "kbridge_official". The profile has 2 posts, 76 followers, and 6 following. The bio reads: "KBridge Education We are here to help foreigners better adapt in Korea 🌟 AI legal advisory 📜 AI Visa formatter 🌐 www.kbridg.com". Below the bio is a "Professional dashboard" section showing "14 accounts reached in the last 30 days". There are "Edit profile" and "Share profile" buttons. At the bottom are navigation icons for Home, Search, Create, and Direct messages.

#korea #legaladvisory #visakorea #jobsinkorea
#koreanlaw



Two Instagram posts from the "kbridge_official" account:

- Post 1:** "Make your life in Korea easier!" (for international job seekers) - April 13 at 5:31 AM. 50 likes, 1 comment, 18 shares.
- Post 2:** "BEING A FOREIGNER IN SOUTH KOREA IS HARD" (with a "BECAUSE..." graphic) - April 21 at 10:47 PM. 35 likes, 0 comments, 3 shares, 4 saves.

Professional dashboard
1.3K accounts reached in the last 30 days.

Edit profile

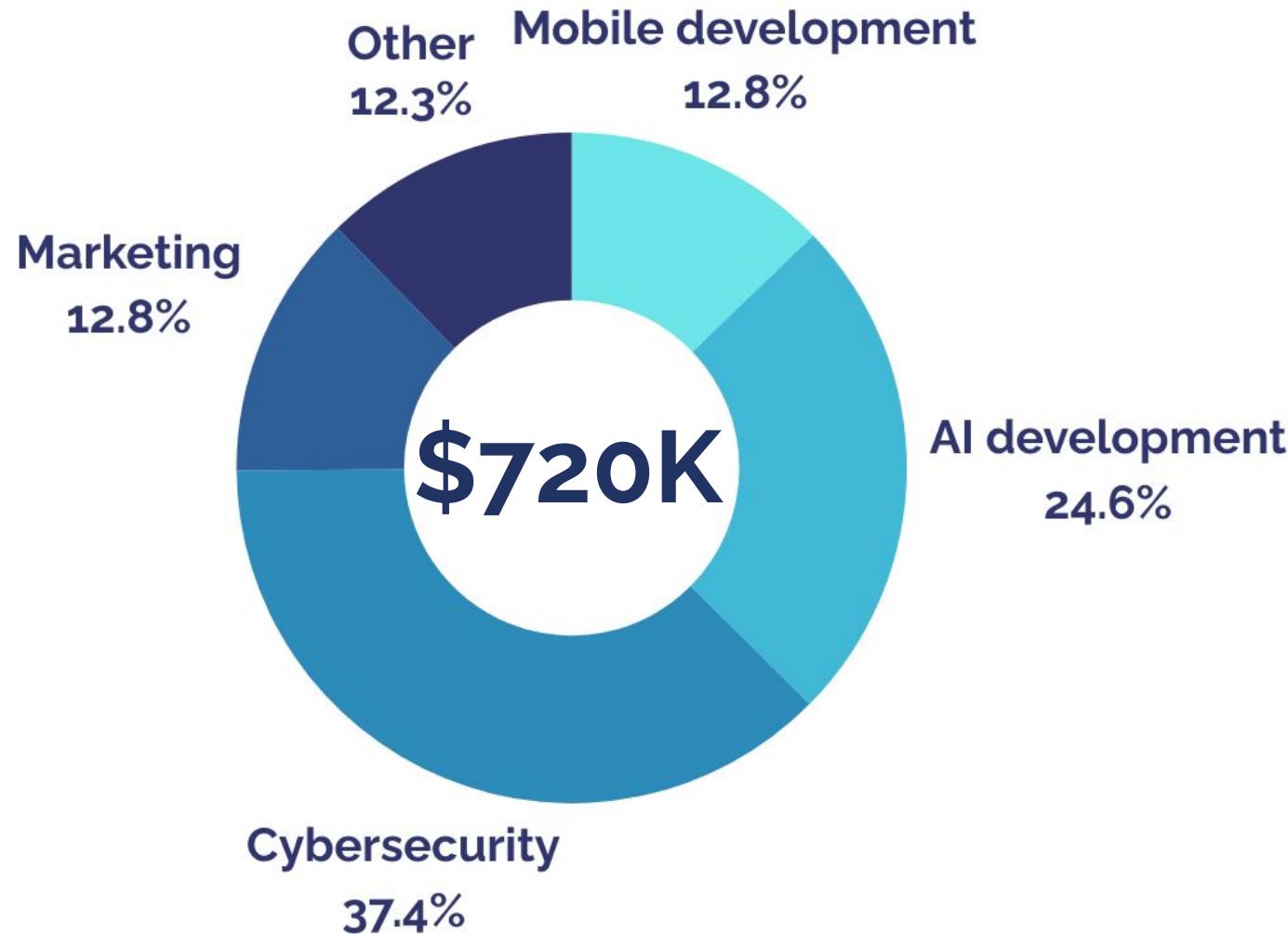
Share profile

1.3K+ Accounts reached

PRICE PLAN

VisaMate	VisaMate Plus	VisaMate Pro
Free	150 USD/visa	600 USD/visa
<ul style="list-style-type: none">• Access to visabot	<ul style="list-style-type: none">• Access to visabot• Application for visa• Feedback from AI	<ul style="list-style-type: none">• Access to visabot• Application for visa• Feedback from AI• One-to-one connection with a lawyer

INVESTMENT PLAN



ROADMAP

Visa
Mate

2024

MVP Release (D2, D10 VISA sonly)

Security System Development

Lawyer
Partnership

2025

Adding E7 & E9 VISAs

Security System Maintenance

AI Chatbot

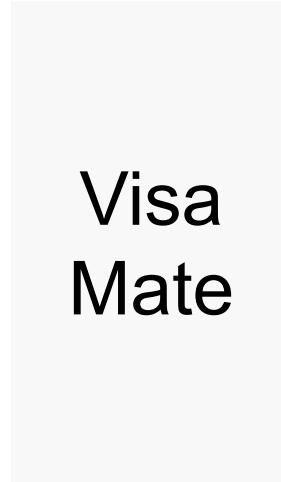
2026

BEP
6k processed
VISAs

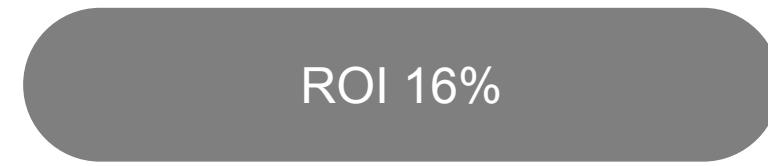
ROADMAP



2027 & onwards



Visa
Mate



ROI 16%

OUR TEAM



**Merey
Makhmutova**

CEO



**Sumin
Han**

CTO



**Alina
Akhmetbek**

CIO



**Sejun
Jung**

COO



**Jaywoong
Jeong**

CFO

Thank you!

Q&A

CEO: Merey Makhmutova
makhmerey@gmail.com

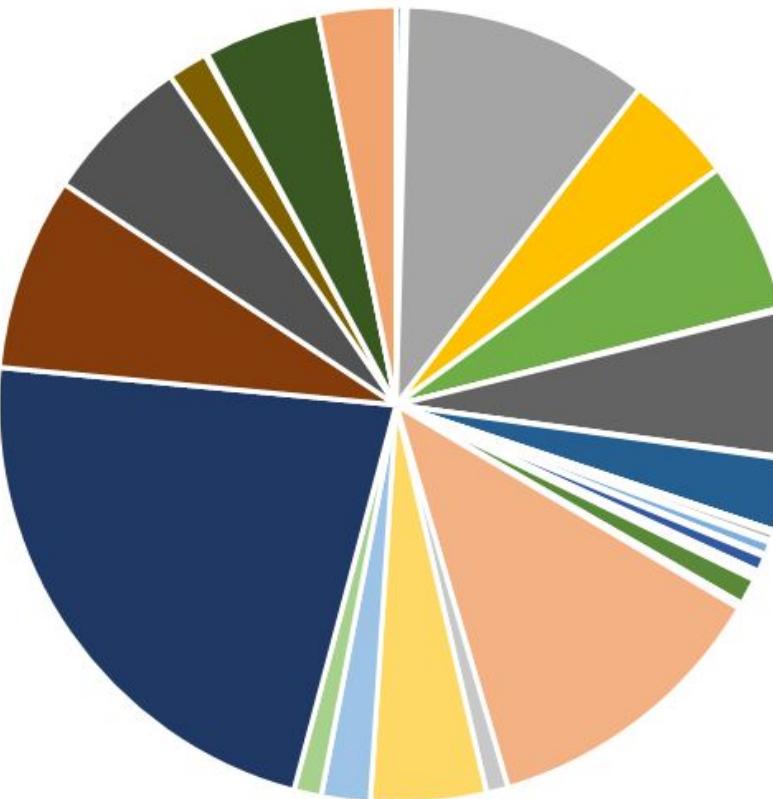
Appendix

Finance Plan

	salary/month	number of employees	month	total expenses
marketer	\$5,000.00		1	18 \$90,000.00
mobile developers	\$5,000.00		1	18 \$90,000.00
AI developer	\$5,000.00		2	18 \$180,000.00
temporal security	\$5,000.00		3	6 \$90,000.00
security team	\$5,000.00		3	18 \$270,000.00
total				\$720,000.00
	profit	expected # of visa		total earnings
plus	\$90.00	5000		\$450,000.00
pro	\$250.00	1000		\$250,000.00

Distribution of Visa

2022



- | | | | | | | | |
|-------------|--------------|--------------|-------------|-------------|--------------|-------------|-------------|
| ■ 외교(A-1) | ■ 공무(A-2) | ■ 사증면제(B-1) | ■ 관광통과(B-2) | ■ 일시취재(C-1) | ■ 단기방문(C-3) | ■ 단기취업(C-4) | ■ 문화예술(D-1) |
| ■ 유학(D-2) | ■ 기술연수(D-3) | ■ 일반연수(D-4) | ■ 취재(D-5) | ■ 종교(D-6) | ■ 주재(D-7) | ■ 기업투자(D-8) | ■ 무역경영(D-9) |
| ■ 구직(D-10) | ■ 교수(E-1) | ■ 회화(E-2) | ■ 연구(E-3) | ■ 기술지도(E-4) | ■ 전문직업(E-5) | ■ 예술행(E-6) | ■ 특정활동(E-7) |
| ■ 계절근로(E-8) | ■ 비전문취업(E-9) | ■ 선원취업(E-10) | ■ 방문동거(F-1) | ■ 거주(F-2) | ■ 동반(F-3) | ■ 재외동포(F-4) | ■ 영주(F-5) |
| ■ 결혼이민(F-6) | ■ 기타(G-1) | ■ 관광취업(H-1) | ■ 방문취업(H-2) | ■ 관광상륙(T-1) | ■ 기타(Others) | | |

국적(지역)별(1)	성별(1)	시점	합계	유학(D-2)	특정활동(E-7)	비전문취업(E-9)
총계	계	2019	2,524,656	118,254	21,314	276,755
		2020	2,036,075	101,810	19,534	236,950
		2021	1,956,781	111,178	20,675	217,729
		2022	2,245,912	134,062	24,083	268,413

국적(지역)별(1)	성별(1)	2022						
		합계	유학(D-2)	구직(D-10)	특정활동(E-7)	비전문취업(E-9)	관광취업(H-1)	방문취업(H-2)
총계	계	1,189,585	133,112	11,261	23,650	251,654	1,997	102,907

법무부, 「출입국자및체류외국인통계」, 2022, 2024.06.28, 국적(지역) 및 연령별 체류외국인 현황
Ministry of Justice, "Statistics on Immigration and Foreign Residents", the status of foreign residents by nationality (region) and age.

Market Size Analysis of the Foreign Employment Market

SOM

Job Market for International Students
Market size: about 6 trillion won

SAM

Foreign Worker Market
Market size: about 18 trillion won

TAM

Foreign Resident Market
Market size: About 77 trillion won

Expanding the visa issuance platform

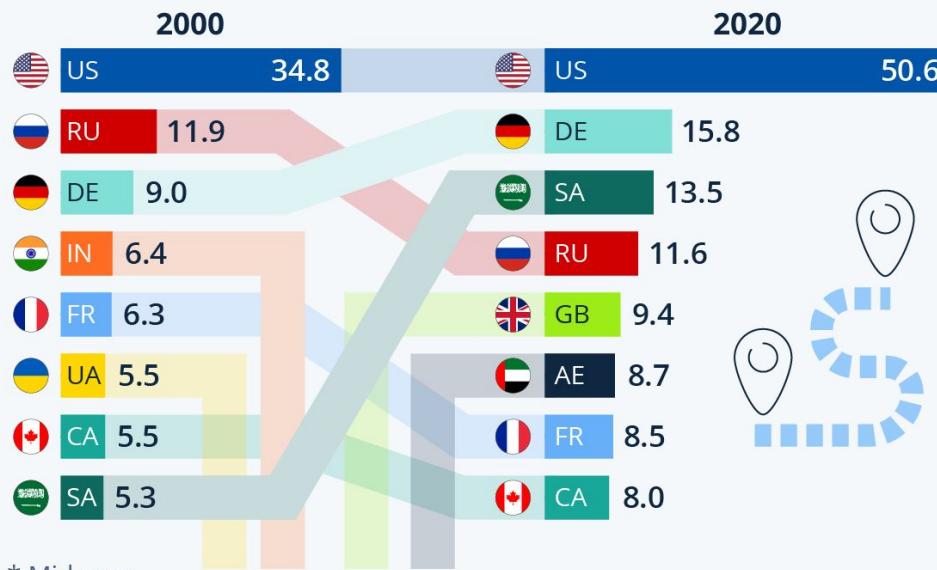
Hiring Foreigners
Expand your HR platform and enter B2B

Building an E2E Platform for Foreign Nationals in Korea
E2E Platform for Foreigners

Source:
Migration Research&Training Center (이민정책연구원),
Ministry of Employment and Labor(고용노동부)

The Countries That Attract the Most Migrants

Top destination countries for international migrants in 2000 and 2020* (in millions)



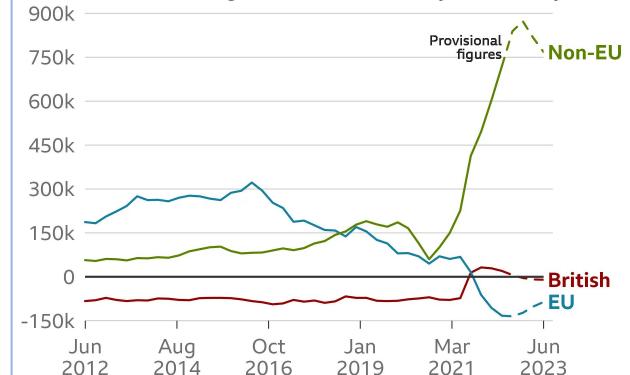
Source: UN DESA, Population Division: International Migrant Stock



statista

Net migration driven by non-EU nationals

Net international migration into the UK by nationality



Note: Figures are for the 12 months to the end of each quarter.
'British' includes British nationals and others arriving from Hong Kong

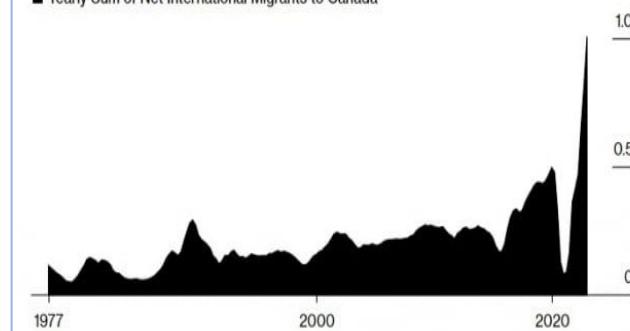
Source: ONS



International Migration to Canada Spikes

Number of immigrants and non-permanent residents hits record high

■ Yearly Sum of Net International Migrants to Canada



Source: Statistics Canada, Bloomberg calculations

About Japan's working population

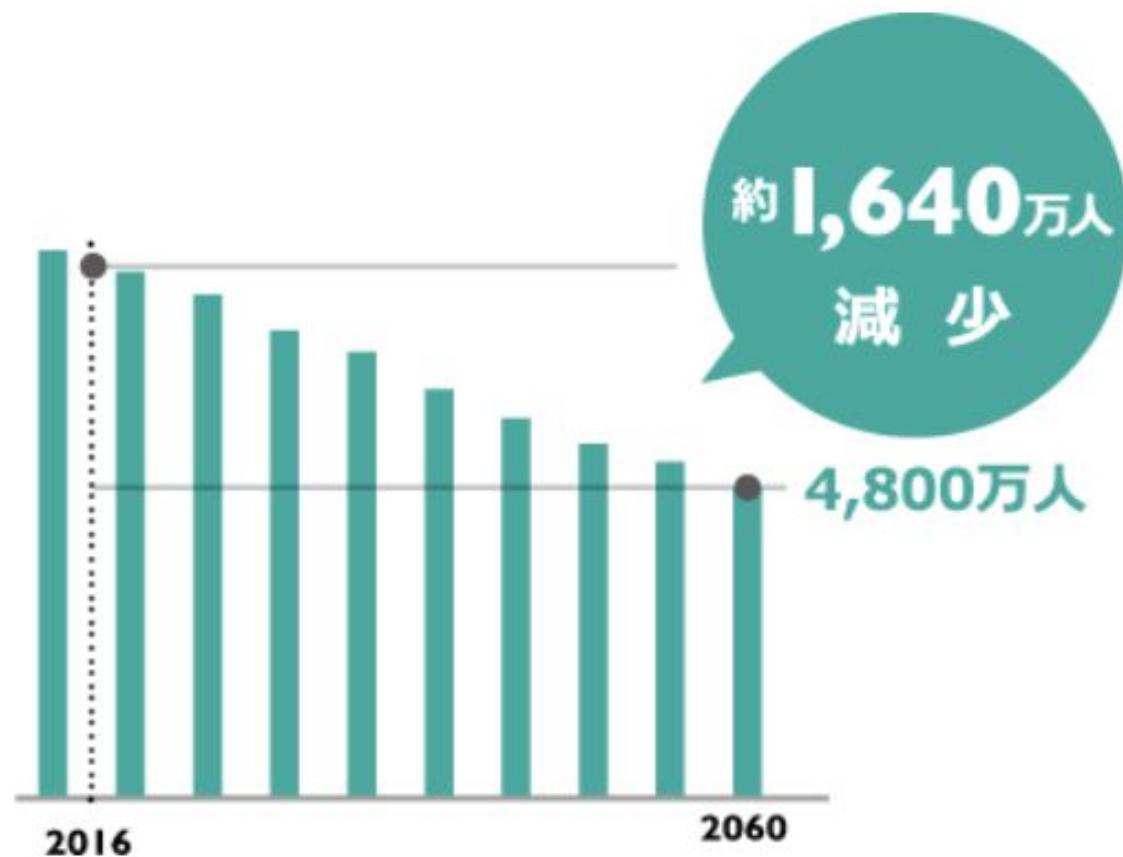
1. Decrease in the working population of Japan

Japan faces problems of declining population and declining working population. Compared to 2016, there are forecast data that will decrease by about 16.4 million by 2060, down to about 48 million.

2. Japan can't beat the world's talent competition

Many Japanese companies are based on seniority, and the recruitment targets are mainly Japanese and foreigners who can speak Japanese, so it is difficult to choose a place of employment.

- ranking of attractiveness as a working country 52/61st place
(Last among 11 Asian countries)
- World Human Resources Competitiveness Index Ranking 22/118th place



interviews

4 areas



Former Director of Population Policy

Overall plan of government on population



Licensed Administrative Attorney (LAA)

Connection to LAA and illegal brokers



KAIST ISSS Officer
(International Student Office)

Specified administrative procedure



Expatriate (Foreign Student)

Detailed need of foreigner living in Korea

*LAA: Specialized Attorney for VISA Issuance

Community Support from Immigrants in Korea



Julia (Business MS):

Once this service launches, it will be a vital resource, greatly assisting foreigners in finding their footing in Korea



Tung (CS Ph.D. Researcher):

This tool has the potential to transform the immigrant experience in Korea by providing immediate, accessible help.



Chris (UI/UX Designe):

With this chatbot, I believe we can make a real difference in how easily immigrants access necessary resources and community support.

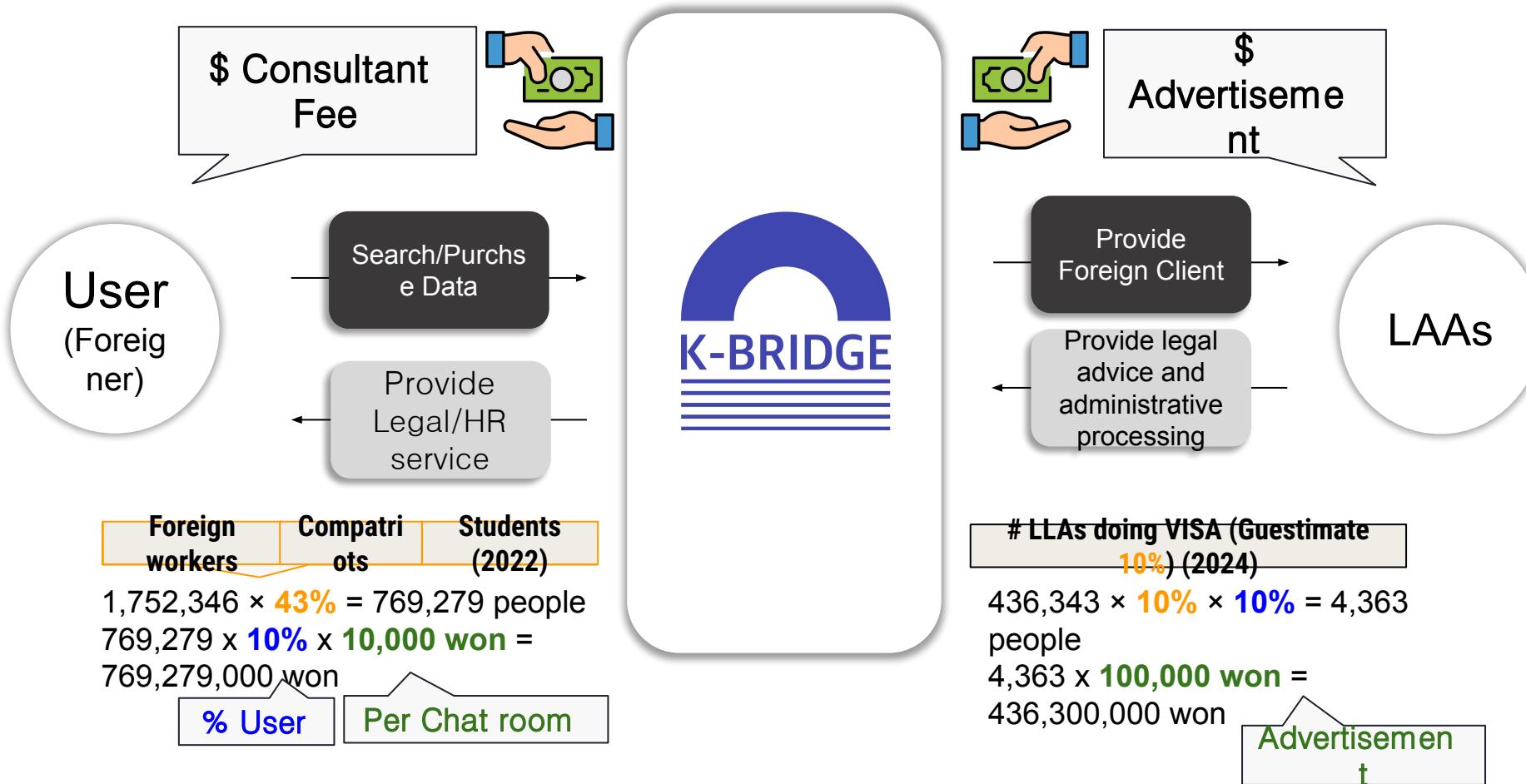


Chulmin Kim (LAA):

I see this service becoming indispensable for foreigners seeking guidance and a sense of community in their new environment.

BM: Two-sided Market Place

Efficiently connecting foreign workers and LAAs



AI Legal Advisor (K-Sunbae)

Could you explain the different types of visas available for foreigners in Korea and what activities they permit, such as work or study?

 South Korea offers a variety of visas for foreigners, each catering to different activities such as work, study, investment, and more. Here's an overview of the main types of visas and their permitted activities:

Student and Training Visas

1. D-2 (Student)
 - **Eligibility:** For international students pursuing associate, bachelor's, master's, or doctoral degrees, exchange students, and students in work-learning courses.
 - **Period:** 2 years, extendable.
 - **Activities:** Study, part-time work with permission.
2. D-4 (General Trainee)
 - **Eligibility:** Trainees from institutions, language trainees, high school students, private institution trainees.
 - **Period:** 2 years, extendable.
 - **Activities:** Training, part-time work with permission.

Work Visas

1. C-4 (Short-Term Employment)
 - **Eligibility:** For short-term employment such as performances, lectures, or research.
 - **Period:** Maximum 90 days, not extendable.
 - **Activities:** Short-term work.

ChatGPT4 Finetune

Open-source Legal Chatbot Implementation LLM

Huggingface: mchablani/Llama-2-7b-chat-hf-mini-lawyer-chat

You: Customer: Which type of VISA do I need if I want to work at IT company in South Korea? I already have job acceptance, but the company does not support the VISA. If you are a lawyer, which solution would you provide? Lawyer:

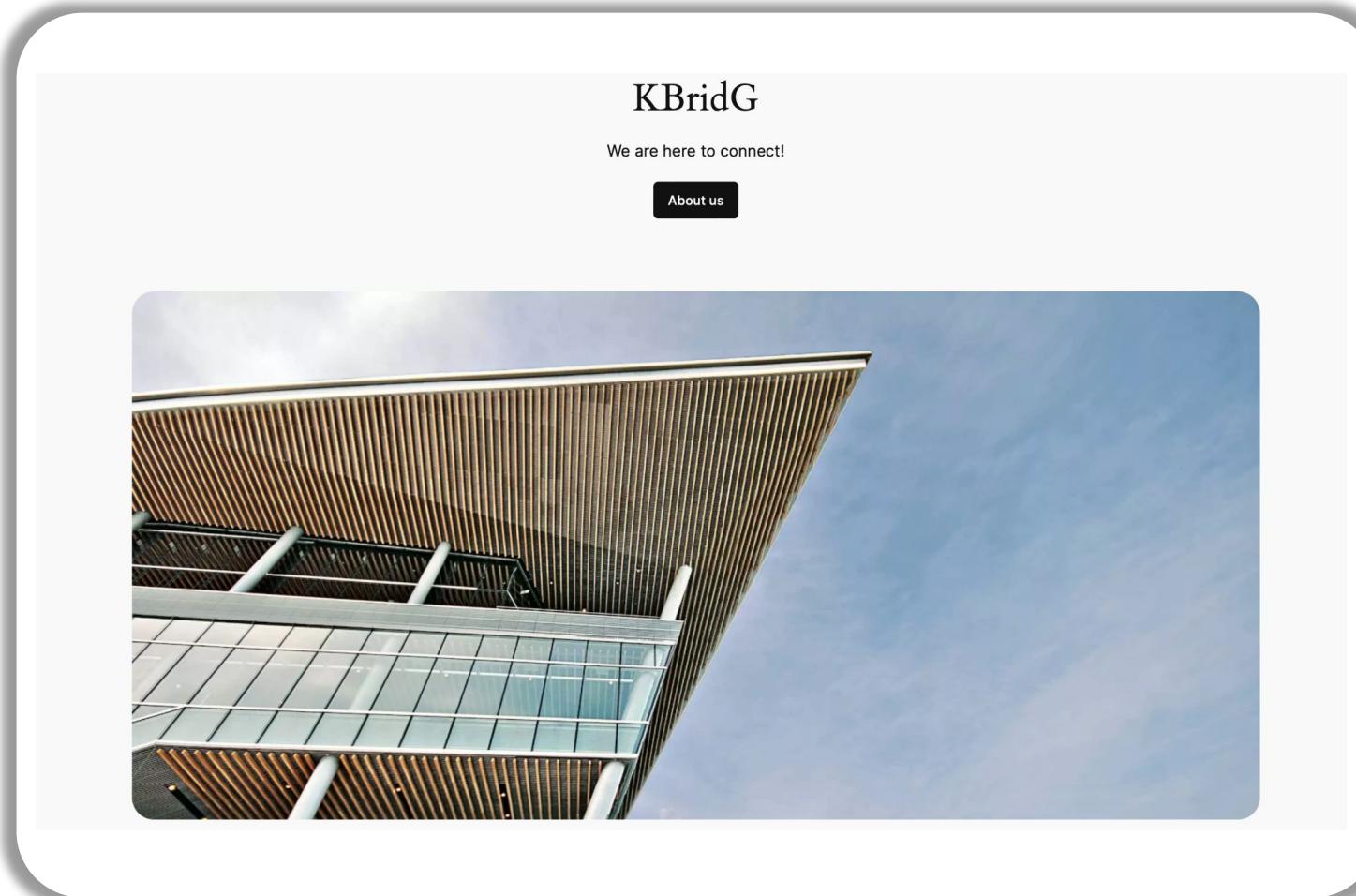
Bot: Customer: Which type of VISA do I need if I want to work at IT company in South Korea? I already have job acceptance, but the company does not support the VISA. If you are a lawyer, which solution would you provide? Lawyer: I can provide general legal advice, but I cannot provide specific legal advice without knowing more details about your situation. However, I can offer some general information about the types of VISAs available for foreign workers

Type your message here...

http://deepurban.kaist.ac.kr/k-sunbae/chat_interface.html

Cheng, Daixuan, Shaohan Huang, and Furu Wei. "Adapting large language models via reading comprehension." *ICLR 2024*

OUR DOMAIN & WEBSITE (www.kbridg.com)



kbridg.com

Overview DNS Products

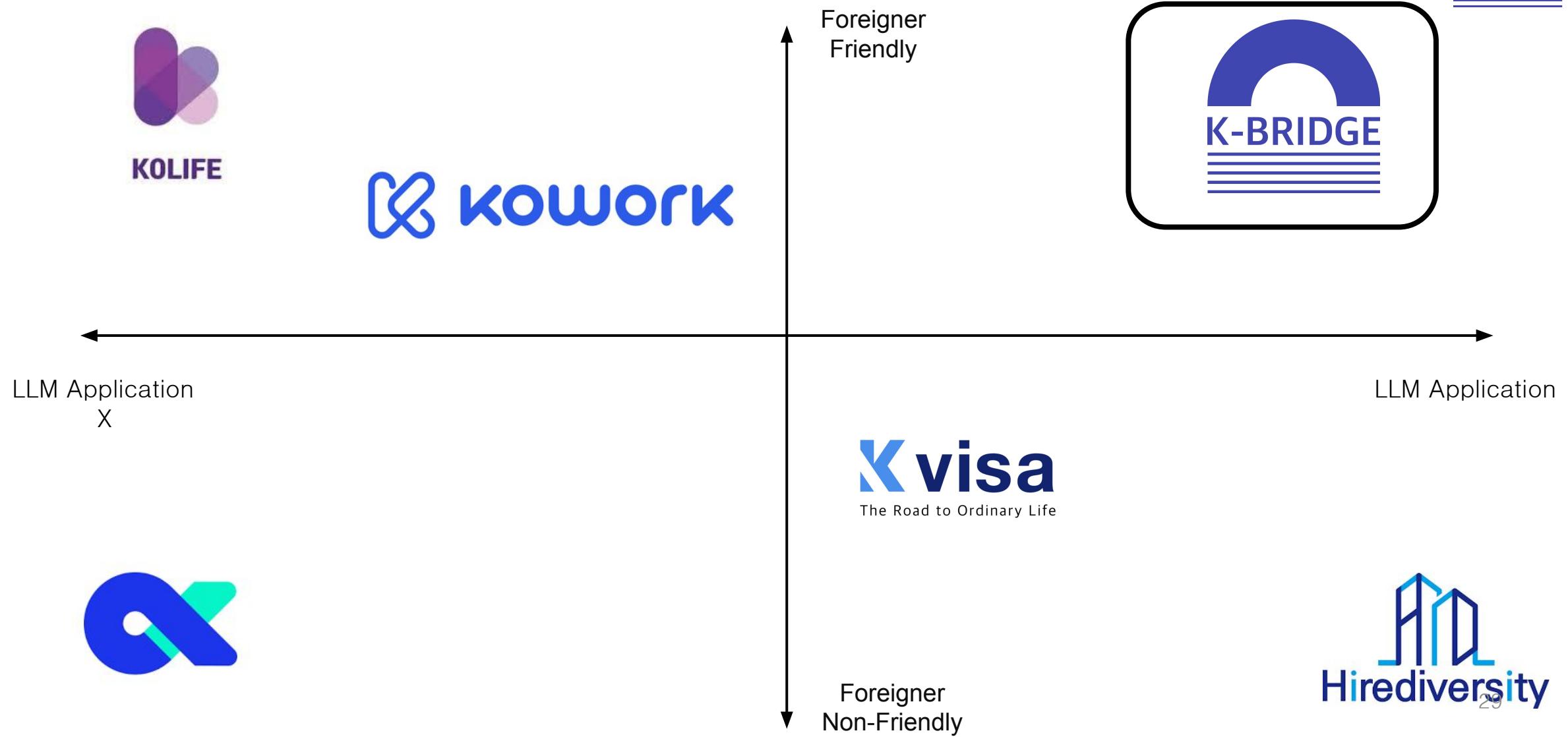
Renew Renew Now
Auto-renew On
Renews on Jun 11, 2025
Renewal Cost ⓘ \$21.99/yr

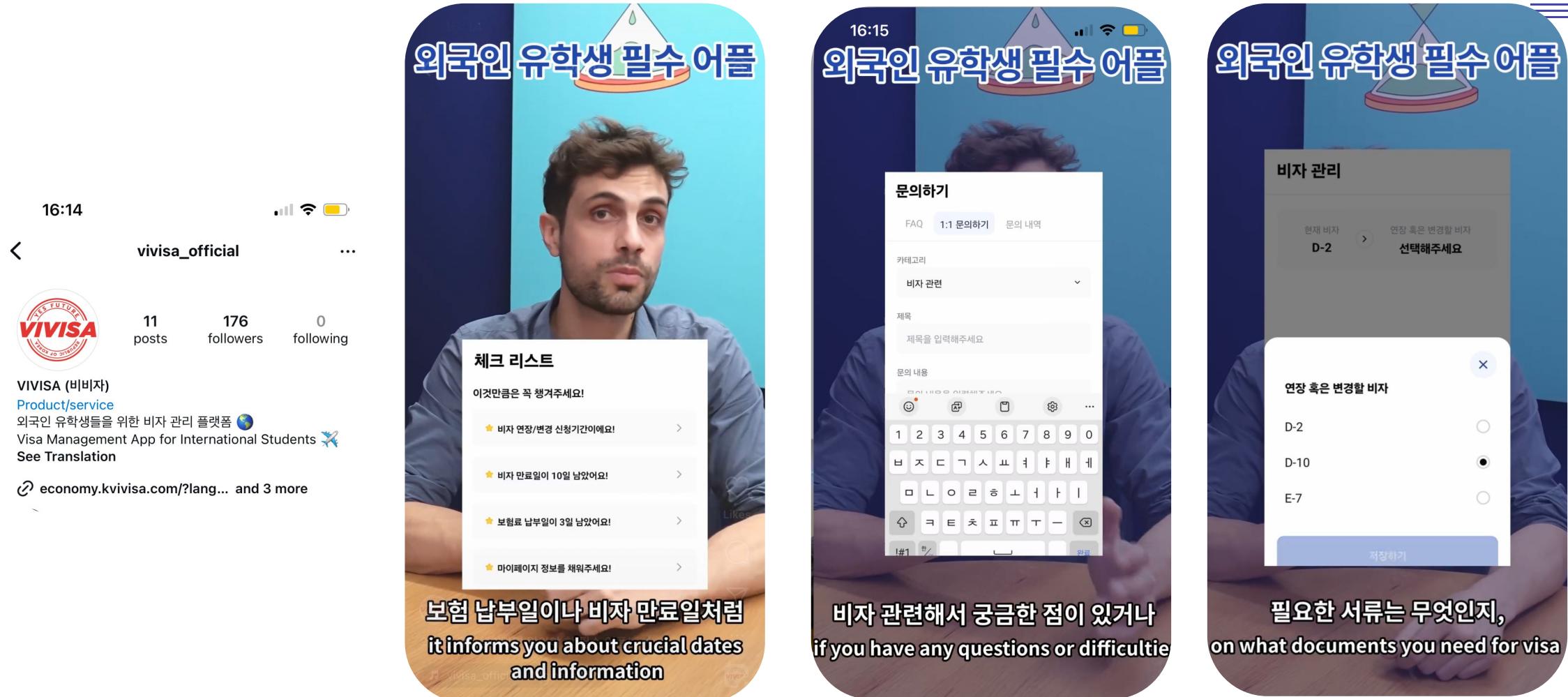
Sell List for Sale
Your domain's estimated value is
\$103 (USD) ⚠️
Estimated Value (USD):
The Estimated Value is based on an algorithm utilizing data GoDaddy has available to it to help estimate predicted sale price of domains. However, we do not make any guarantee or other promises to any results that may be obtained from your purchase or sale of this domain.

Services by and for foreigners

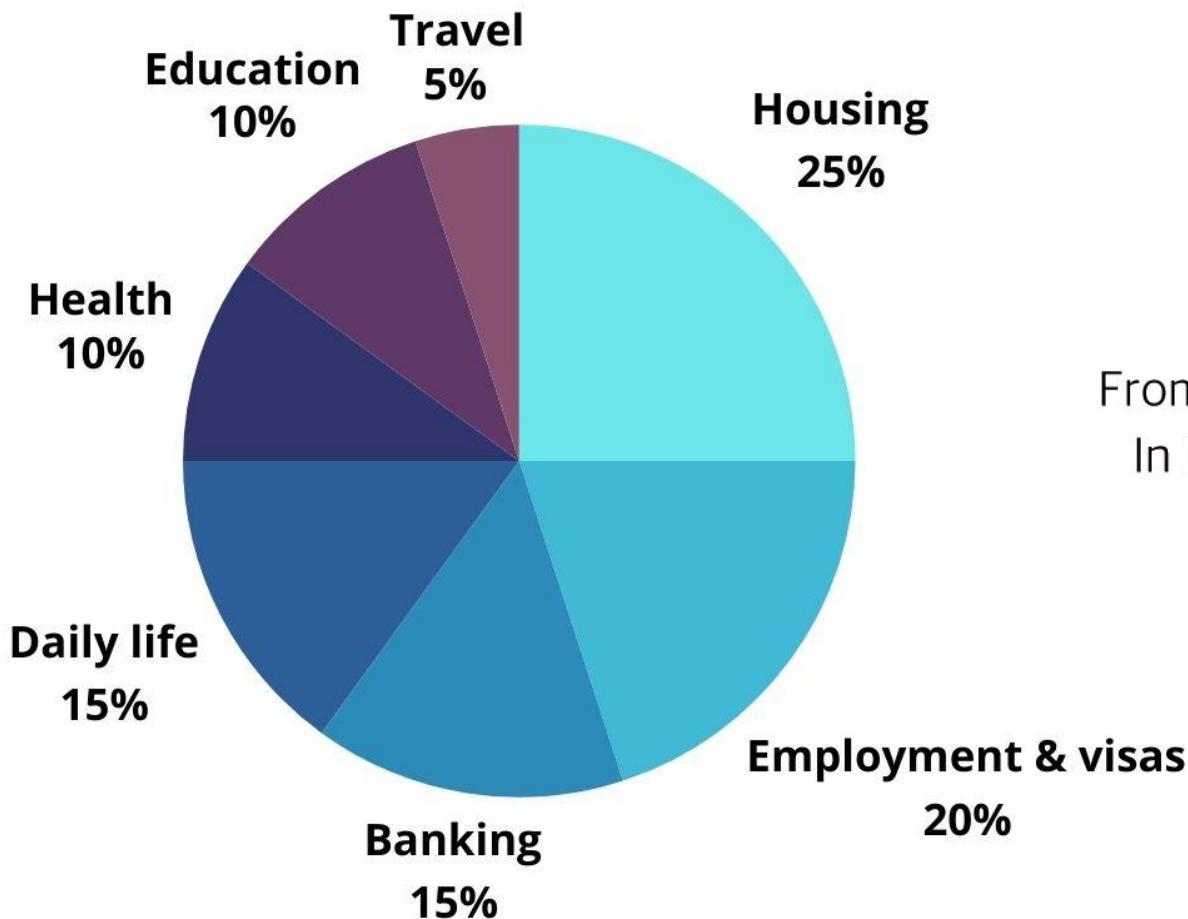
	 Kvisa The Road to Ordinary Life	 Hirediversity	 ak	 kowork	 KOLIFE	 VisaMate
D2/D10/E7 Conversion	O	Δ	Δ	O	O	O
Administrator Guarantee Service	X	Δ	O	Δ	X	O
Foreigner-friendly map service	X	X	O	X	X	O
Low enough prices	O	X	X	X	O	O
Foreigner-organized team	X	X	X	X	X	O

Comparative Analysis by Technology





Foreigners Face Many Problems After Immigrating to South Korea



From Korean Biggest Foreigner Community
In Facebook Group with 91.6K Members
“Every Expat in Korea”

Cases where other domestic companies have attracted investment



Hirediversity

Seed

\$1M ('24/04)



K Visa

Seed

\$2M ('24/02)

Strategic Partnerships with LAAs and In-house LAAs



After reaching out to **20** of the 168 administrative offices in Daejeon, **75%** responded positively to the partnership and showed interest in the business.



김철민 <cheolminroka@naver.com> 04.24 12:59 [114.111.35.34, Korea, Republic of]
받는 사람: 정재웅



김철민 <cheolminroka@naver.com> 04.24 12:07 [114.111.35.33, Korea, Republic of]
받는 사람: 정재웅



김철민 <cheolminroka@naver.com> 04.24 12:59 [114.111.35.34, Korea, Republic of]
받는 사람: 정재웅

정재웅 학생

저도 반가웠어요.

파트너쉽 등 제 도움이 필요하면 언제든지 연락 주세요.

한국에 들어와 있는 외국인들의 친정한 친구가 되고 싶은게

제 목표 이구요. 저도 예전에 중동에서 일할 때 외국인들과 교류를 많이 하다보니

그 사람들과 잘 지내고 싶고 도와 주고 싶어서 이 일을 하게 된 겁니다.

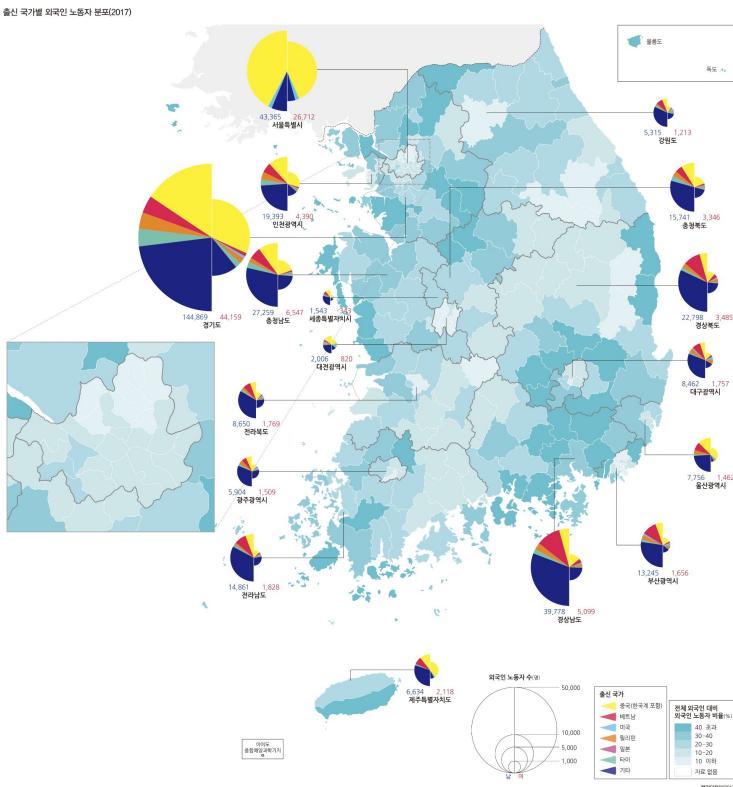
감사합니다.

Web bl

S&K행정사사무소
(출입국민원 대행 및 통합보상, 사회복지기관 전문)
Phone +82 010-5831-6514, Fax (82)0504-131-6514
Web blog.naver.com/cheolminroka
E-mail cheolminroka@naver.com

Email to discuss **MOUs and strategic partnerships**

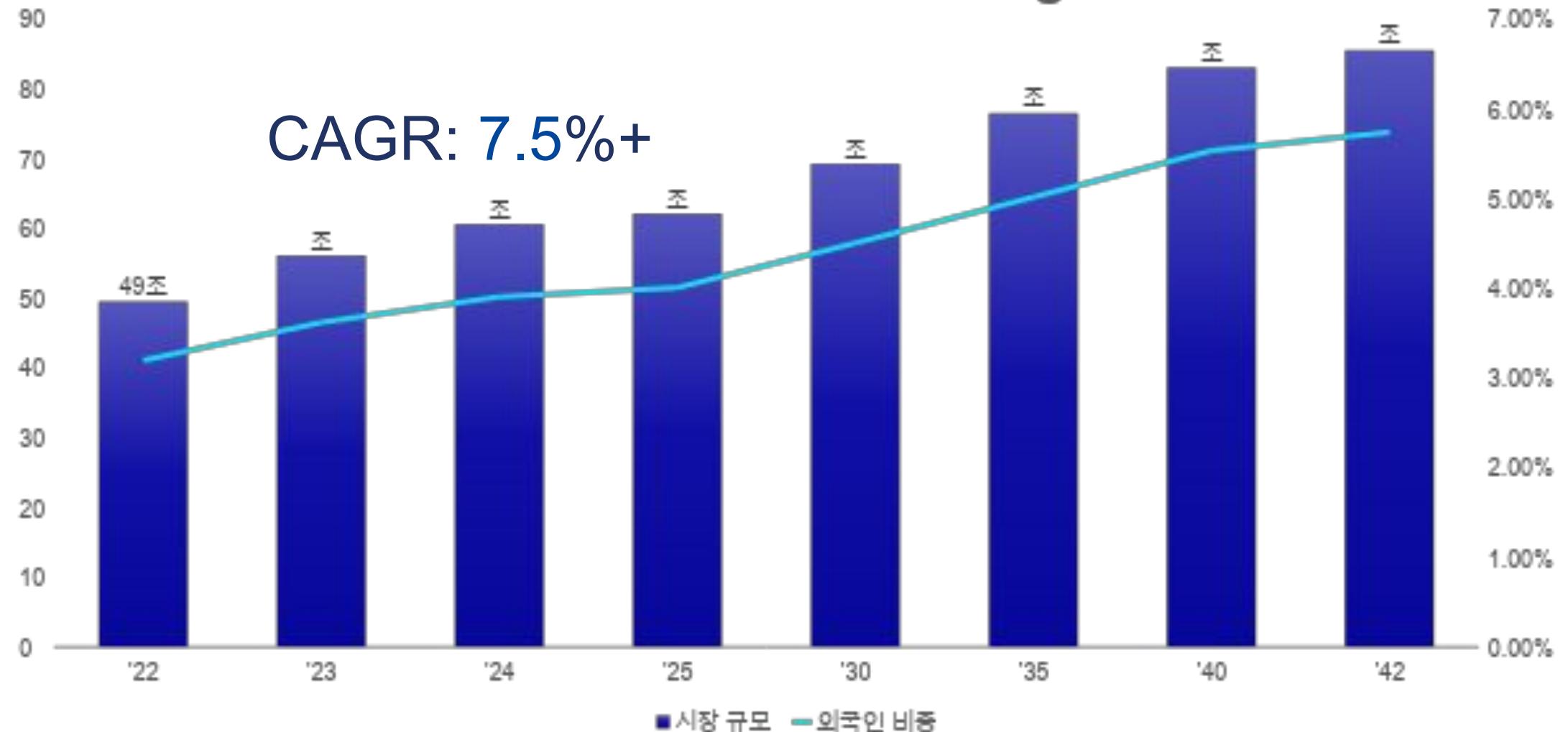
Diverse Cultural Environment in Modern Schools of Korea ⇒



Immigration Business and Multicultural Communities are Inevitable.

Appendix 01. Estimation of Market Growth

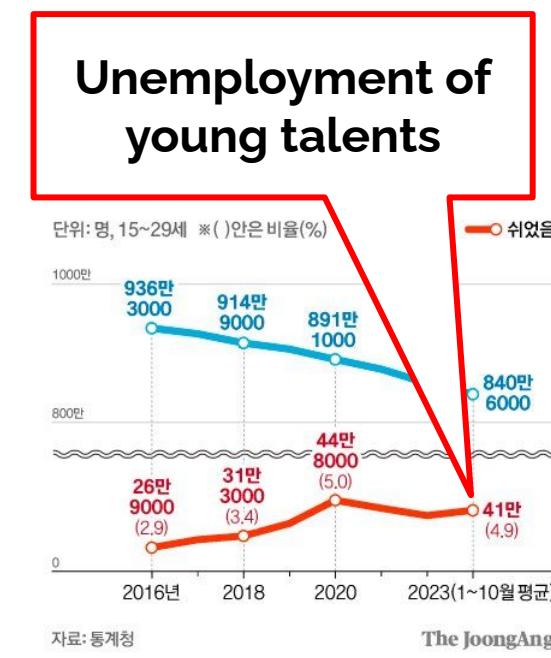
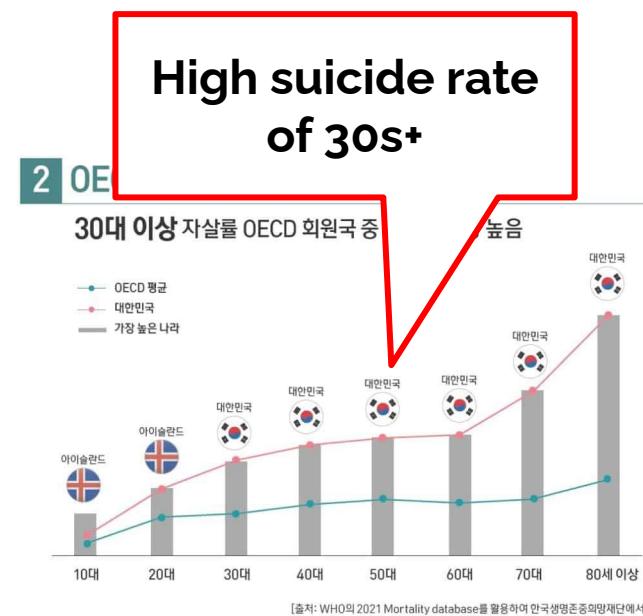
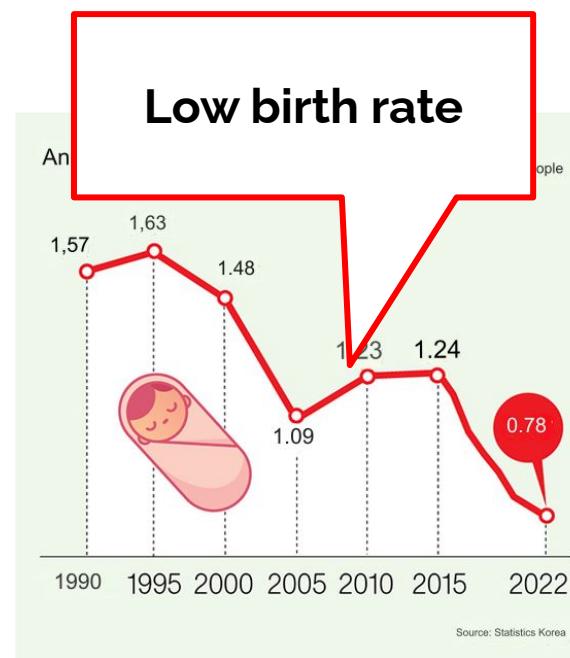
Estimation of the size of the foreign labor market



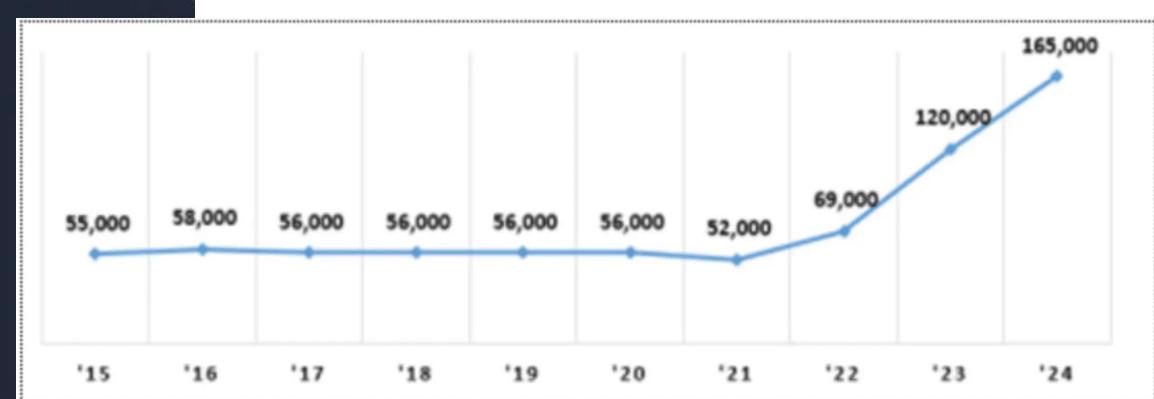
Source: Statistics Korea (통계청)

South Korea Faces Demographic Challenges

Coincidence...?



Current Government Addresses Issue with Proactive Immigration Policies

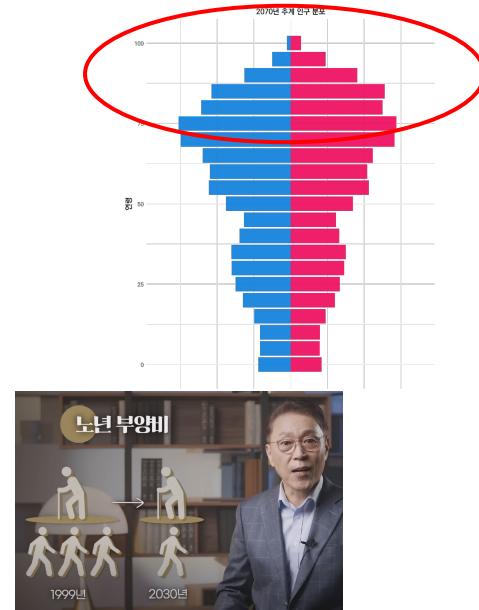


In 2024, the E-9 visa will be allowed for **165K** individuals.

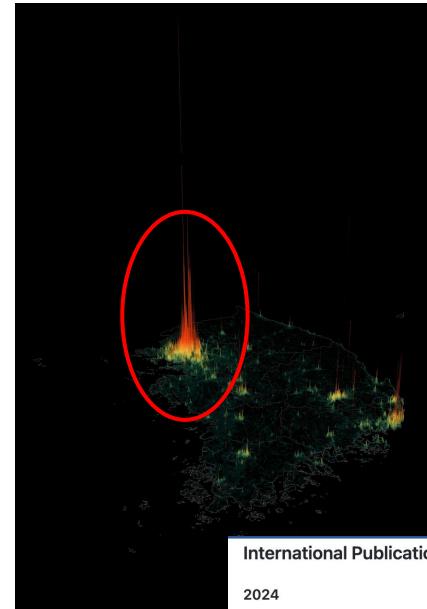
After 3+ Years Research, We Conclude This is Due to Massive Urbanization



Pop. Density-based Map



Pop. Pyramid 2070



Land pr

*Sumin's Ph.D.
Urban Computing
Publications*

International Publications

2024

- Sumin Han, Youngjun Park, Sonia Sabir, Jisun An, and Dongman Lee, "Improving Real Estate Appraisal with POI Integration and Areal Embedding," [Arxiv Code](#), DMO-FinTech Workshop held in conjunction with the PAKDD conference in May 7-10, 2024.
- Youngjun Park and Sumin Han, "Enhancing Population Predictions in Developing Area through Building Construction Data". In: Association of European Schools Of Planning (AESOP) (2024)

2023

- Sumin Han, Youngjun Park, Minji Lee, Jisun An, and Dongman Lee, "Enhancing Spatio-temporal Traffic Prediction through Urban Human Activity Analysis," 32nd ACM International Conference on Information and Knowledge Management (acceptance rate 24%) [Paper Code](#)
- Youngjun Park, Sumin Han, Jisun An, and Dongman Lee "Encoding Urban Trajectory as a Language: Deep Learning Insights for Human Mobility Pattern", The paper will be presented at the Association of Collegiate Schools of Planning (ACSP) conference 2023 in Chicago, IL. [Paper Code](#)

2020

- Sumin Han, Dasom Hong, and Dongman Lee, "Exploring Commercial Gentrification using Instagram Data", The 2020 IEEE/ACM International Conference on Advances in Social Network Analysis and Mining (ASONAM), December. 2020. [link](#)
- Sumin Han, Kinam Park, and Dongman Lee, "Discovering Daily POI Exploitation using LTE Cell Tower Access Traces in Urban Environment", International Conference on Social Informatics 2020, October. 2020. [link](#)
- Dongmin Kim, Sumin Han, Heesuk Son, and Dongman Lee, "Human Activity Recognition using Semi-Supervised Multi-Modal DEC for Instagram Data", PAKDD 2020. [link](#)

AI Chatbot (K-Sunbae) Prototype with ChatGPT



Could you explain the different types of visas available for foreigners in Korea and what activities they permit, such as work or study?

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- **Eligibility:** For short-term employment such as performances, lectures, or research.
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- **Activities:** Short-term work.

*Good performance, but
No API provided, hard to
integrate other platform.*

The screenshot shows a conversation between a user and an AI named K-Sunbae. The user asks about different types of visas available for foreigners in Korea. The AI responds with an overview of various visa types and their permitted activities. It also provides links to external documents for further reading.

The screenshot displays three separate web applications. The top application is 'FB Every Expat in Korea', which lists various files and documents related to expatriation. The middle application is 'EasyLaw', specifically the 'ENGLISH' section under 'Medical Disputes'. The bottom application is a 'Knowledge' sharing interface where users can upload files and link them to their conversations with AI.

EasyLaw

Open-Source Legal Chatbot

Models 20

X

Full-text search Sort: Trending

 StevenChen16/llama3-8b-Lawyer Text Generation • Updated 22 days ago • ↓ 144 • ❤ 4	 pkupie/lawyer-llama-13b-v2 Text Generation • Updated 7 days ago • ↓ 23 • ❤ 2
 NextLaoHuang/RWKV-Sloshed-Lawyer Question Answering • Updated May 13, 2023 • ❤ 1	 pkupie/lawyer-llama-13b-beta1.0 Text Generation • Updated 7 days ago • ↓ 17 • ❤ 17
 nisaar/falcon7b-Indian_Lawyer Updated Jun 16, 2023 • ❤ 1	 nisaar/falcon7b-Indian_Lawyer_50Prompts Updated Jun 16, 2023
 mahathibhagavatula/lawyergpt Updated Jul 7, 2023	 nkpz/Lawyer-Vicuna-200-gptq-32g Text Generation • Updated Jul 7, 2023 • ↓ 3 • ❤ 1
 Kojiando12/lawyer Updated Aug 4, 2023	 mchablani/Llama-2-7b-chat-hf-mini-lawyer-chat Updated Aug 10, 2023 • ↓ 1
 dakshina/LawyerAi Updated Sep 9, 2023	 amritk778/chatbot_lawyer Updated Sep 11, 2023
 Deepakb26/LawyerAI Updated Sep 24, 2023	 Mukesh555/Llama-2-7b-indian_lawyer_chat-finetune Text Generation • Updated Jan 26 • ↓ 1 • ❤ 1
 Fatpiggy121/Lawyer Updated Feb 8	 DoHwan9672/SOLAR10.7B-Divorce-Lawyers-LLM-PEFT Updated Feb 29 • ↓ 1

Fine-tuning the LLM is appealing but they require high computational load.

(Require GPU with Memory 25+GB)

We conducted on-site **interviews** with experts in **4 areas** to dig deeper into the issues involved.



How we Trained Our LLM model

K-Sunbae
Live · Anyone with a link

Create Configure

Knowledge

If you upload files under Knowledge, conversations with your GPT may include file contents. Files can be downloaded when Code Interpreter is enabled

D10 Points System.pdf
integrated_html_file.html
Isss docs .pdf
VISA NAVIGATOR(Custom...)

Upload files

Easy to Find, Practical Law

MY NAVIGATION HISTORY | MOBILE

SEARCH

ENGLISH

Medical Disputes

Concept and Resolution of Medical Disputes

This information is drafted as of November 02, 2023.

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Medical disputes refer to conflicts arising from medical accidents.

- Concept of medical disputes
 - A "medical dispute" refers to the conflict that arises from a healthcare provider's conducts on a patient, such as diagnosis, examination, treatment, and prescription and dispensing of pharmaceutical drugs, which result in harm to an individual's life, body, or property (Subparagraphs 1 and 2, of Article 2 of the Act on Remedies for Injuries from Medical Malpractice and Mediation of Medical Disputes).
 - ※ Healthcare providers refer to the following individuals (Article 2 (1) of the Medical Service Act, Article 2 (2) 1, 2, 3, 4, 5, and 6 of the Act on Medical Technologists, Article 36 (1) of the Emergency Medical Service Act, and suppressant 2 of Article 2 of the Pharmaceutical Affairs Act)
 - ✓ Doctors, dentists, oriental medical doctors, midwives, and nurses
 - ✓ Medical technologists, radiological technologists, physical therapists, occupational therapists, dental technicians, and dental hygienists
 - ✓ Grade I emergency medical technician and Grade II emergency medical technician
 - ✓ Pharmacists and oriental medicine pharmacists
 - Special characteristics of medical acts

Every Expat in Korea

Seoul Pub Crawl
Survival Korean.docx
D10 Points System.pdf
askguide_notify_first.jpg
Hello! Incheon Application_신청서.docx
Banking_Guide_For_Expats_in_Korea.pdf
BOOK LIST SPRING 14.docx
topik basic001.bmp
GuideBook.pdf
The town bus routes_seongnam_english.pdf
TakebacktheNight.pdf
Korean War Memorial Park Committee is sponsoring a worldwide W
KOTESOL Handbook Flier.pdf
Seoul Global Center Location 글로벌센터 위치도.hwp

Price plans of competitors



Standard Rates

※ In the detailed consulting process, the fee may change depending on the type of visa, etc.

Service	Basic Fee for Agency Service (10,000 KRW)		Public Office
	Documentation Service	Service of Filing at Authority	
Paid Consulting Service		3	
Visa Issuance	35	50	0
Issuance of Certificate of Visa Issuance	35	50	0
Permission for Other Activities than Residence Permit	35	50	12
Additional Approval for Workplace Change	35	50	12
Change or addition of workplace	21	30	0
Approval for Reported Residence Permit	35	50	8
Approval for Change of Residence Permit	35	50	10
Approval for Extension of Residence Permit	21	30	6
Approval for Single Re-entry Permit	3.5	5	3
Approval for Multiple Re-entry Permit	3.5	5	5

Price plans of competitors (K-VISA)



Inter. Marriage Visa (F-6)

Service provision details

Review Visa Issuance Requirements
Information on required documents
Application document preparation service
Alien registration information
Visa extension

Extra service

Domestic marriage registration agency
Overseas marriage registration agency

Service Fee **800,000 won ~**

Employment Visa (E-7-1)

Service provision details

Review Visa Issuance Requirements
Information on required documents
Application document preparation
Alien registration information
Visa extension

Extra service

Apostille service for overseas documents
Submission service to the immigration office

Service Fee **800,000 won ~**

Investment Visa (D-8)

Service provision details

Review Visa Issuance Requirements
Information on required documents
Application document preparation service
Alien registration information
Visa extension

Extra service

Corporation establishment service
Overseas remittance reporting service

Service Fee **Varies by investment amount**