

香飲家 -KOU IN KA- GLOBAL ALLIANCE PARTNER

Global Alliance Partner Plan

We are seeking alliance partners to help expand KOU IN KA projects in global markets.

We are looking for agent partners who can connect a wide range of drink-related projects, including non-alcoholic drink development and supervision, cafe production, and ingredient promotion.

To make the most of each partner's strengths, we offer three collaboration plans based on the level of involvement in each project.



WHO WE WORK WITH

Main Client & Partner Segments

HOTEL & HOSPITALITY

Hotel General Managers / Bar Managers / Bar Directors
F&B Directors / Group Operations Teams

CAFE & BEVERAGE

Cafe, Tea & Matcha Shop Owners / Beverage Development Teams
Beverage Manufacturers / Ingredient Suppliers / Manufacturers / OEMs

FOOD, SUPPLY & RETAIL

Farmers / Food Logistics Companies / Food Trading Companies / Major Supermarkets

BRAND & BUSINESS

Hospitality Business Owners & Founders / Apparel Companies
Event Companies / Advertising Agencies / Major City Banks (Events)
Embassies / TV / Trading Companies

From hotels, restaurants, manufacturers, farmers, logistics, trading, retail, finance and media, we collaborate across a wide range of fields through drinks.

ALLIANCE PLAN

Partner Fee Plans, Scope of Work & Contract Structure

The most suitable option is selected from three partner fee plans, according to the partner's level of involvement.

01 REFERRAL & MATCHING

10% PARTNER FEE

Partner Role

Introduction of local clients

Fee Conditions

One-time project:
10% of the eligible fee amount
Annual contract:
10% of the first eligible fee amount received

Contract & Payment

KOU IN KA contracts directly with the client.
Partner fee is paid to the partner's designated bank account within 30 days after payment confirmation.

02 SALES & CLOSING SUPPORT

20% PARTNER FEE

Partner Role

Support from client development
and meetings through contract closing

Fee Conditions

One-time project:
20% of the eligible fee amount
Annual contract:
20% of the eligible fee amount received
within 1 year after contract execution

Contract & Payment

KOU IN KA contracts directly with the client.
Partner fee is paid to the partner's designated bank account within 30 days after payment confirmation.

03 FULL MANAGEMENT & SUPPORT

30% PARTNER FEE

Partner Role

Hands-on support for meetings, interpretation,
contract operations and project management

Fee Conditions

One-time project:
30% of the eligible fee amount
Annual contract:
30% of the eligible fee amount received within 1 year
From year 2 onward:
10% only while this agreement remains valid

Contract & Payment

If KOU IN KA contracts directly, the partner fee is paid
within 30 days after payment confirmation.

For a direct partner contract, with prior approval,
the partner transfers the amount after deducting the
partner fee to KOU IN KA within 30 days after receiving
payment from the client.