

Launching and running drug discovery in Cambridge/Boston, the best biotech ecosystem in the world



JONG SUNG KOH, Ph.D.
CEO & President, GENOSCO, Inc.

jskob777@genosco.com

December 1, 2020

“ Creating highly selective kinase therapeutics for patients with genetically defined diseases”
“G-SMART Technology & Originator of Lazertinib (GNS-1480)”



HOME

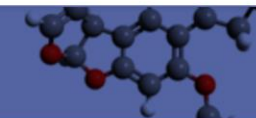
ABOUT

PIPELINE

NEWSROOM

PARTNERSHIP

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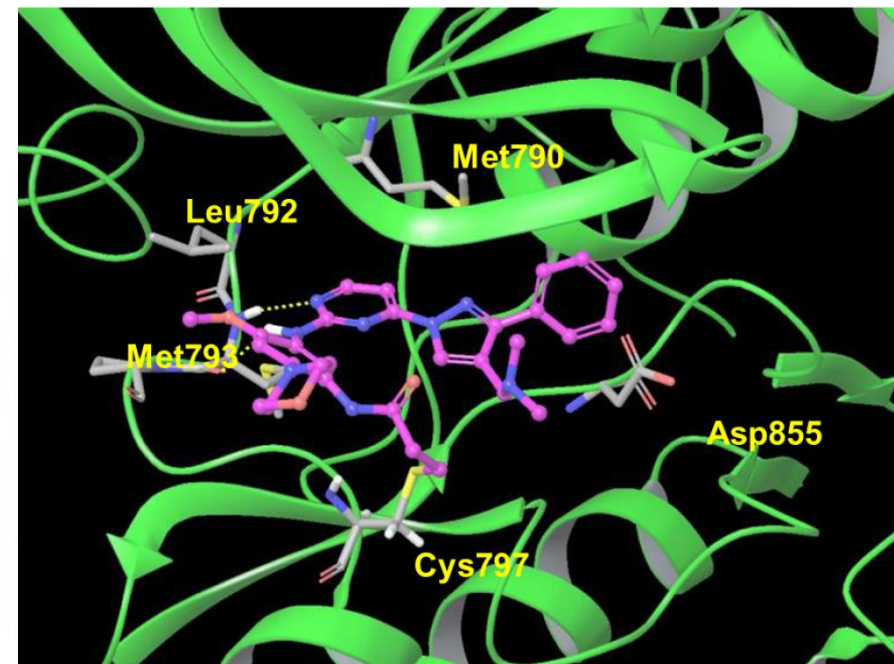


Company Overview

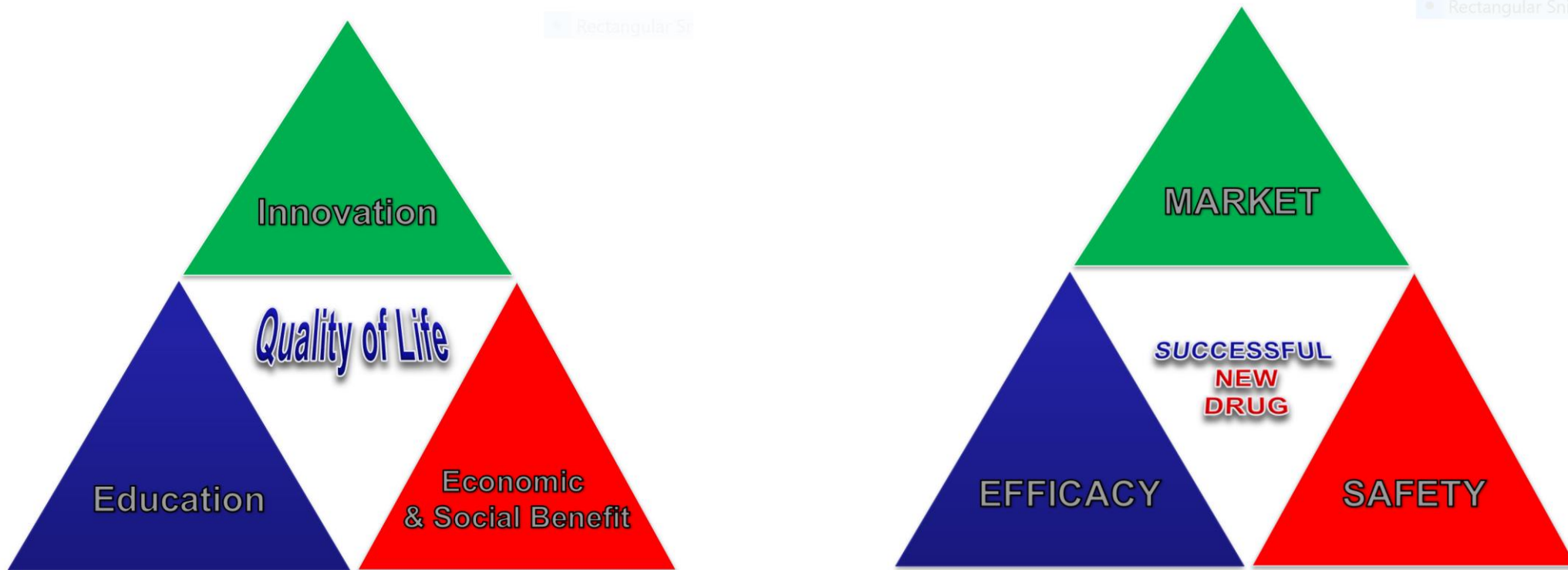
Founded in 2008, Genosco is a clinical-stage biotechnology company pursuing the discovery and development of novel small-molecule drugs to treat patients with unmet medical needs.

We utilize a highly targeted approach with expertise in selective kinase inhibitors.

Currently, we have discovered several master scaffolds selectively inhibiting protein kinases which are enzymes that transfer phosphate groups to proteins and are key players in virtually all signal pathways.



Scientist's Social Responsibility & Successful New Drug

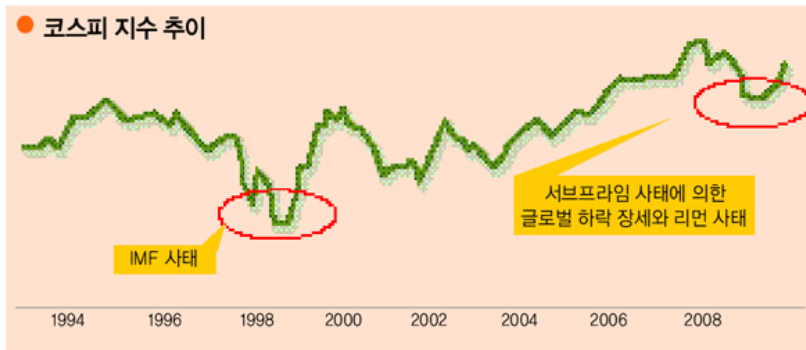


Patients First

Think differently: Cost & People

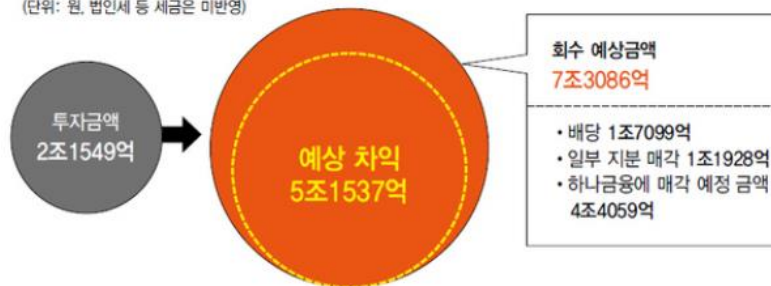
Subprime Crisis!!! What do we learn from history? IMF!!!

-Crisis in US opened new opportunities: Lower rent rate & hiring talented people-



론스타의 외환은행 인수 손익계산서

(단위: 원, 법인세 등 세금은 미반영)

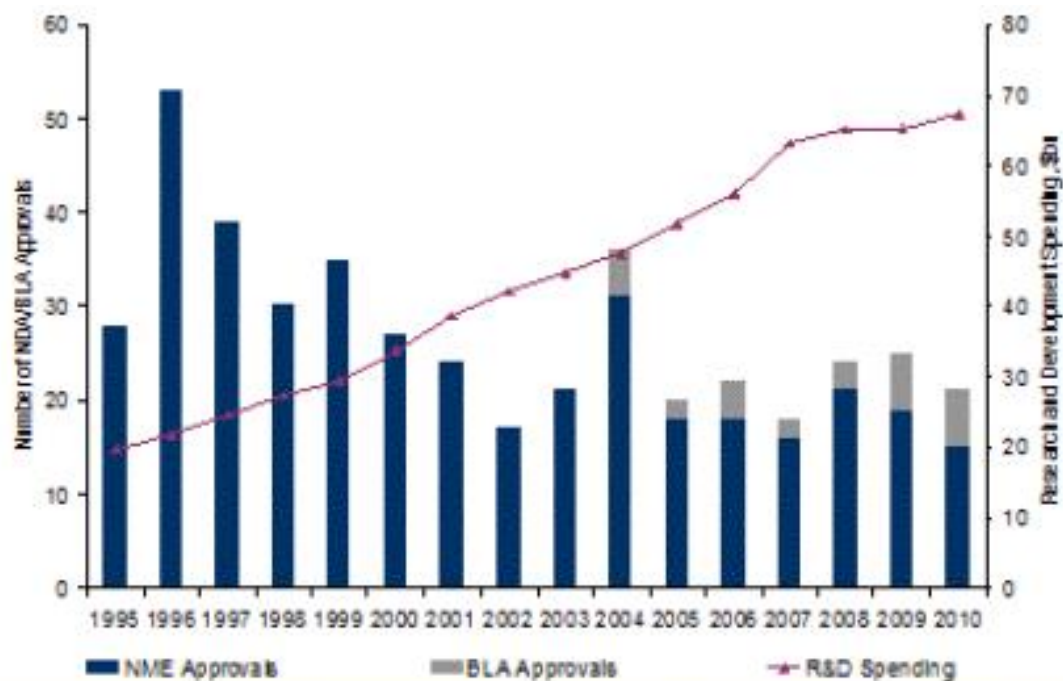


Think differently: Look on the bright side

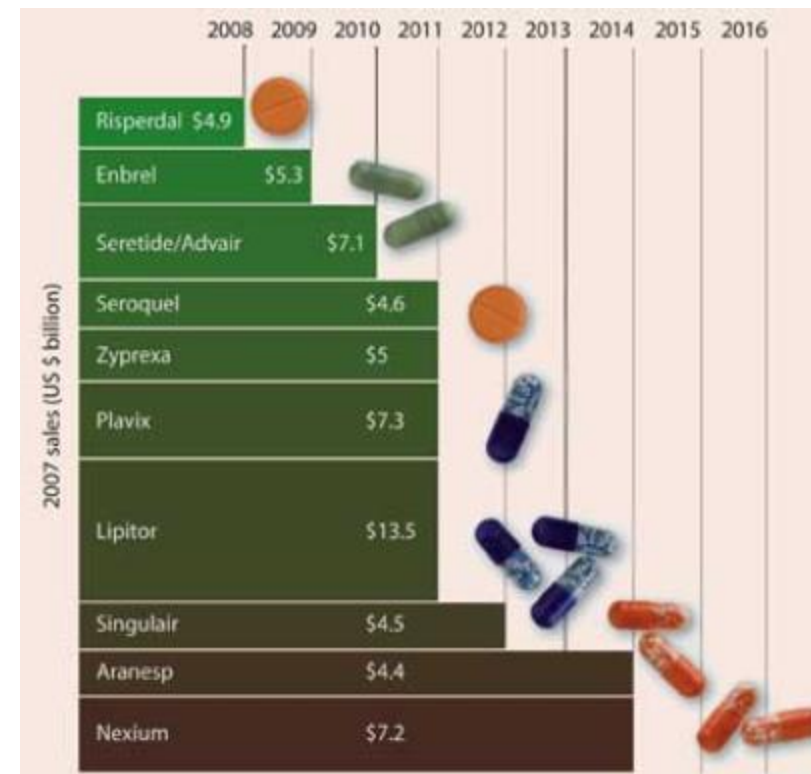
Mega Trend

Dark Side: Productivity crisis & patent cliffs in pharma

Bright Side: Human Genome Sequencing will bring precision medicine & opportunities for ventures-Big pharmas need pipelines in the future



Source: GBI Research, US FDA, PhRMA



Think differently: **Great opportunity for GENOSCO!!!**

- **Human Genome Sequencing → Precision medicine**
- **Targeted Therapy → Premium price**
- **Global Standard CRO**
- **Pharmas will need new pipeline**
- **Drug candidate will be expensive**
(Trend of pre-clinical asset upfront as below)



\$ 1.9 million, '02



\$5.1 million, '10



\$\$\$\$? in 2015-20

GENOSCO

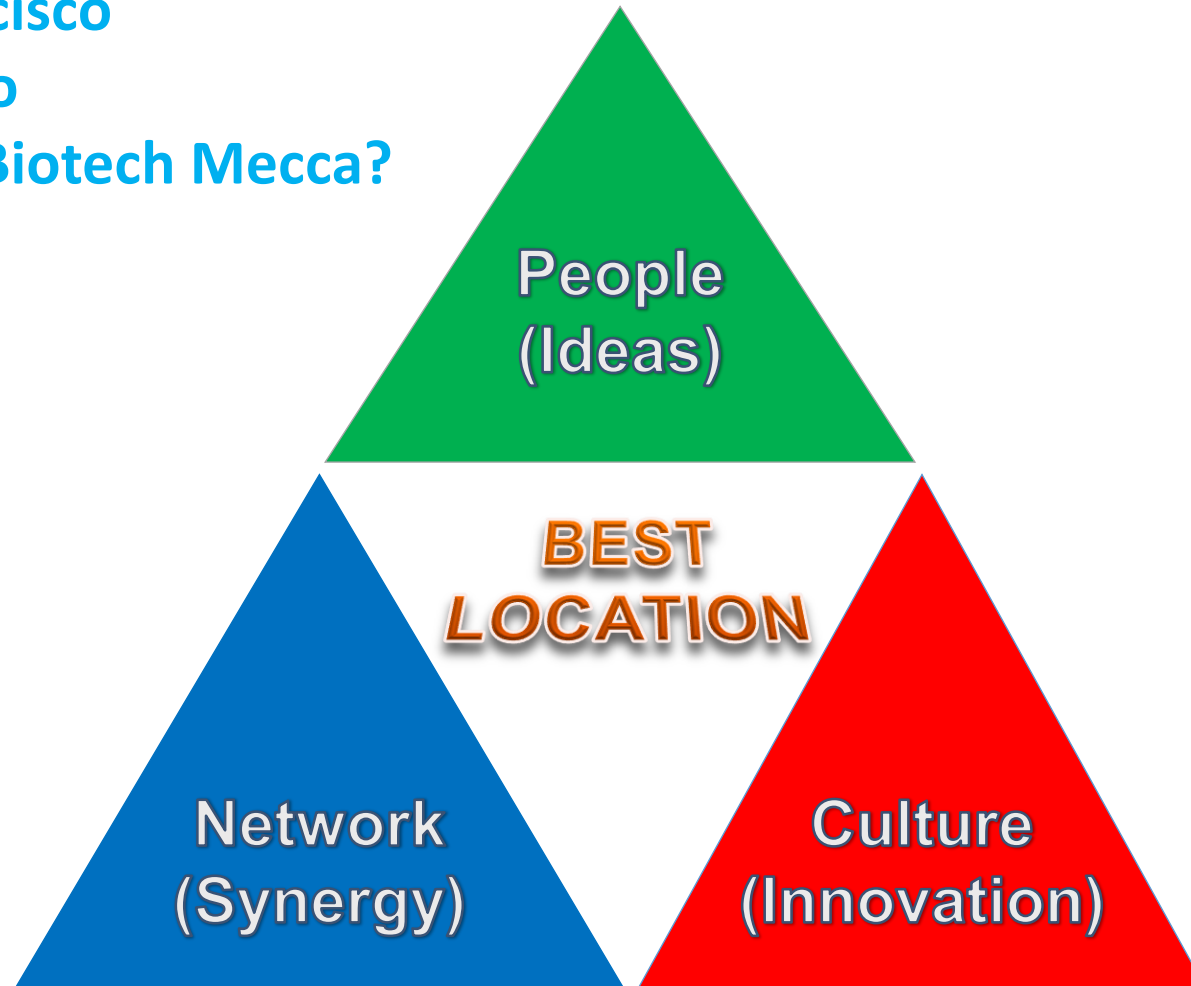
GNS-1 \$\$\$\$

GNS-2 \$\$\$

GNS-3 \$\$\$\$

Where?: Best Location in the World

- ❖ San Francisco
- ❖ San Diego
- ❖ Boston- Biotech Mecca?



Why Boston?: Innovation Culture & Massbio

- **Top 20 NIH-Funded Institutions in US → Innovation & Talented People**
 - Harvard, U of Mass, BU, Broad, MIT. etc.
- **Top 5 NIH-Funded Independent Hospitals in US → Translation & Research Physician**
 - MGH, BWH, BIDMC, DANA-FARBER, CH
- **Biotechnology Research Concentration → Dense Cluster → Easy Access**
 - Highest Location Quotient (LQ) in US: MA:7.32, CA:1.22
- **Great Network Opportunities and Tax Benefits → Network & Cost**
 - MassBio Membership/ Easy Access to Great Seminars:
 - Tax Exemptions on Research Biotech (ST-12)
 - Global Contract Research Organizations, etc.



<https://www.dfhcc.harvard.edu/events/dfhcc-connecting-the-scientific-community-seminar-series/>

Why Boston?: **Rich Personal & Korean American Network**

➤ **Caltech & Berkley Connection**

- Prof. Andy Meyers (Chair, Harvard, 2008)
- Prof. Tim Swager (Chair, MIT, 2008)
- Prof. Scott Strobel, John Ellman & Alanna Schepartz (Yale)

➤ **LG Connection**

- Big Support Group**

➤ **NEBS**

- Talented Korean Young Scientists and Professors

➤ **KASBP-Boston**

- Talented Drug R&D Researchers: Novartis, Merck, Vertex, Sanofi, Pfizer, Takeda, Biogen, Amgen, and etc.

What: Focus on 3 Kinases

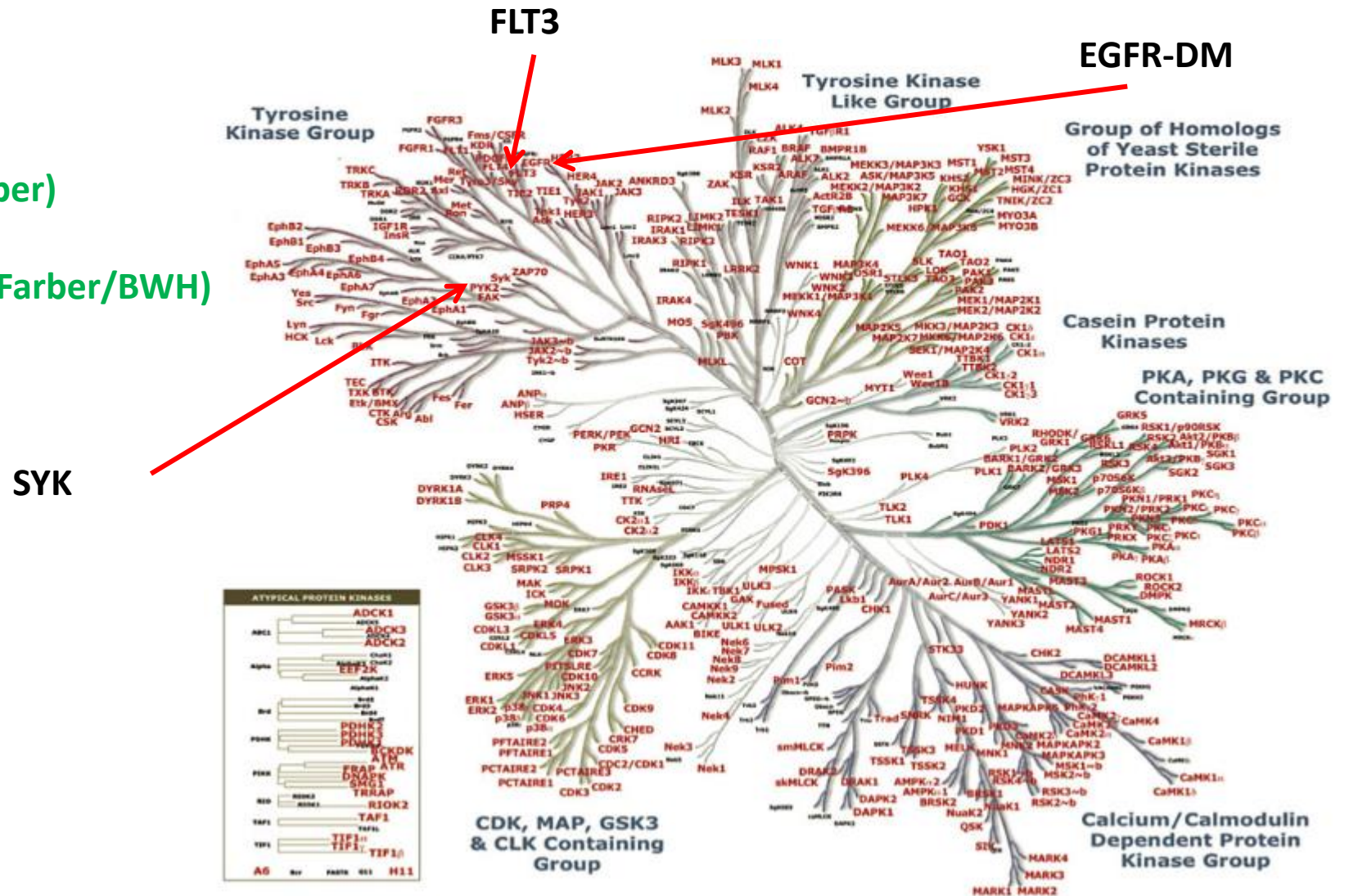
❖ Kinomics-518 Kinases

❖ Many KOLs in Boston

-EGFR-DM (Pasi A Janne, Dana Farber)

-SYK (Michael Weinblatt, BWH)

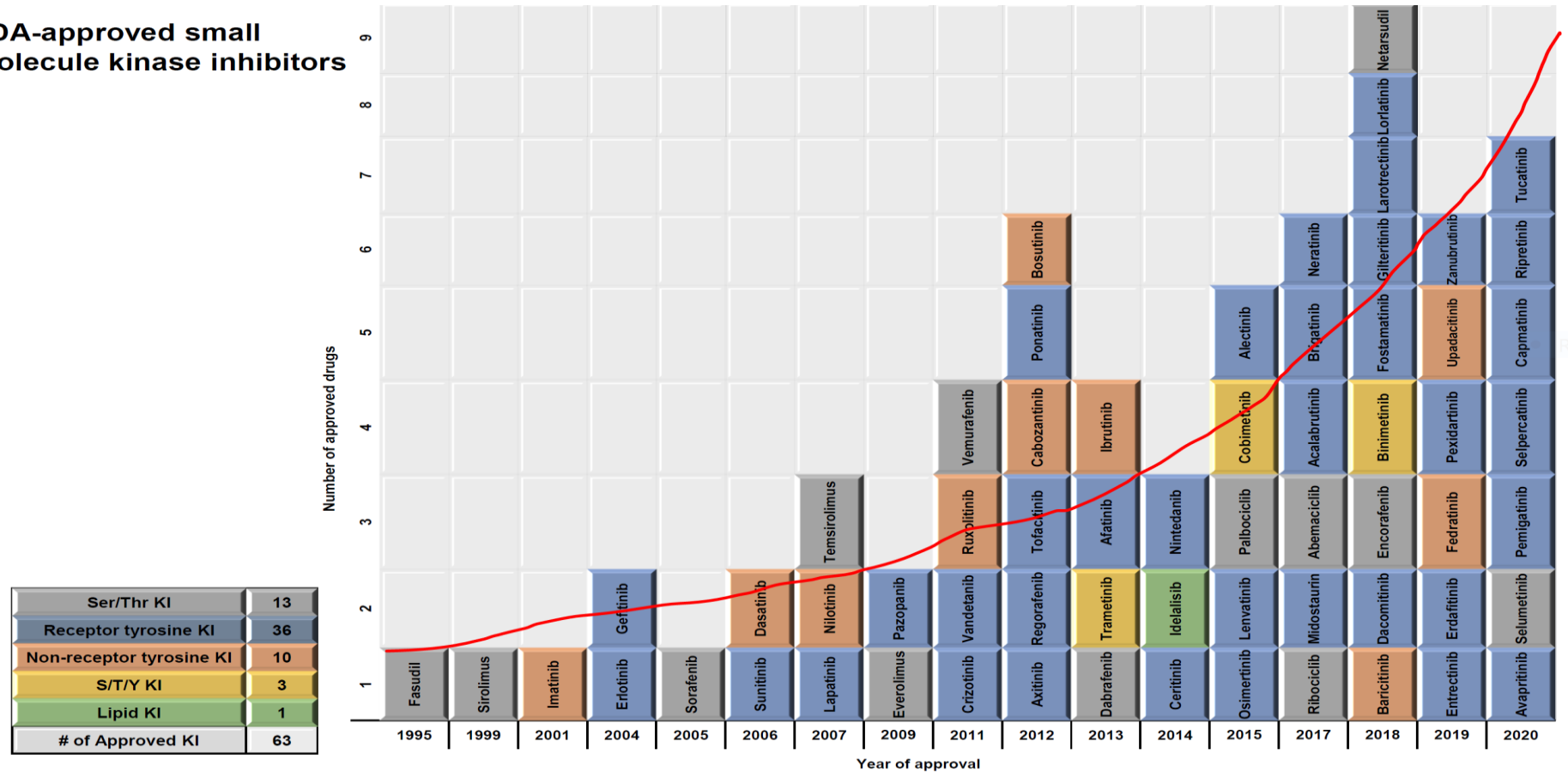
-FLT3 (Jan Cool/DG Gilliland, Dana Farber/BWH)



Kinases: Best Targets for targeted therapy in 21th Century

- ❖ 64 FDA approved drugs targeting <20 kinases out of 518 Kinases
- ❖ A plethora of good drug targets

FDA-approved small molecule kinase inhibitors



How: Semi-virtual operation

Discovery

Target: Kinases (Targeted Therapy Target)

Operation: Semi-virtual Operation

Profit Sharing Collaboration: OSCOTEC

R&D Collaboration: ASAN/U of Leuben/CH/UCSF

- ✓ Platform & Intellectual Property!!!
- ✓ Deep Sciences!!!
- ✓ Research collaboration



Preclinical & Phase I/II

Profit Sharing Collaboration: OSCOTEC

Severance/Pharmas (Yuhan)/Global Pharma

Operation: Virtual Operation (CRO)

CMC/Tox/IND filing/etc.

L/O before Phase IIb

- ✓ Find the factors of deal driver!!!
- ✓ Presentation & Publication!!! (MJ Ahn/BC Cho)



Best Practice

Lazertinib: 1.25 B deal with J&J in 2018

Received Upfront: 50M, 1st Milestone: 35M and 2nd Milestone:65M(Nov., 2020)

Current status: Pivotal Phase 3 for FDA approval

2018: Great Opportunity for GENOSCO?

Yes! It is working!

- Human Genome Sequencing → Precision medicine
- Targeted Therapy → Premium price (\$150K-200K/Y)
- Pharmas need new pipelines
- Clinical drug candidate is expensive



\$\$\$? in 2015-20

GENOSCO

GNS-1480 (Lazertinib): 1.25B

GNS-2 \$\$\$\$?:?

GNS-3 \$\$\$\$?:?



\$5.1 million, '10



\$ 1.9 million, '02

Korean American Bio Community: **Help community grow rapidly**

- ❖ Founded Korea American Bio-Industry Council (2011) → Bridging Disciplines, etc.
- ❖ Sponsor of NEBS since 2008
- ❖ Sponsor of KASBP-Dinner & Learn [Started at GENOSCO (05/15/2014) → Now at MIT]
- ❖ Promote Korean Pharm & Biotech to build R&D/Innovation Center in Boston

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Join Us (회원 가입)
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Leadership

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[김준식 \(Jong Sung Koh\), PhD](#)
Chief Technology Officer
Genosco

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Associate Professor of Medicine
Harvard Medical School

[김공식 \(Kongsik Kim\), JD](#)
Partner
Edwards Wildman Palmer LLP

[남성환 \(Spencer Nam\), MBA](#)
Senior Analyst, Equity Research
ThinkEquity LLC

[성무재, PhD](#)
Research Investigator
Novartis

[윤성규, PhD](#)
Assistant Professor, Chemical Engineering, University of Massachusetts Lowell
Director, MA BioManufacturing Center

[이원복 \(Won Bok Lee\), MD, LLM](#)
Health Innovation Policy Researcher

[이윤현 \(Yoo-Taek Lee\), DBA](#)
Senior Lecturer, Operations and Technology Management
Boston University School of Management

[정영춘, PhD](#)
Scientist II



May 15, 2014-Genosco



Aug 13, 2015-Genosco



Feb 21, 2019-Genosco



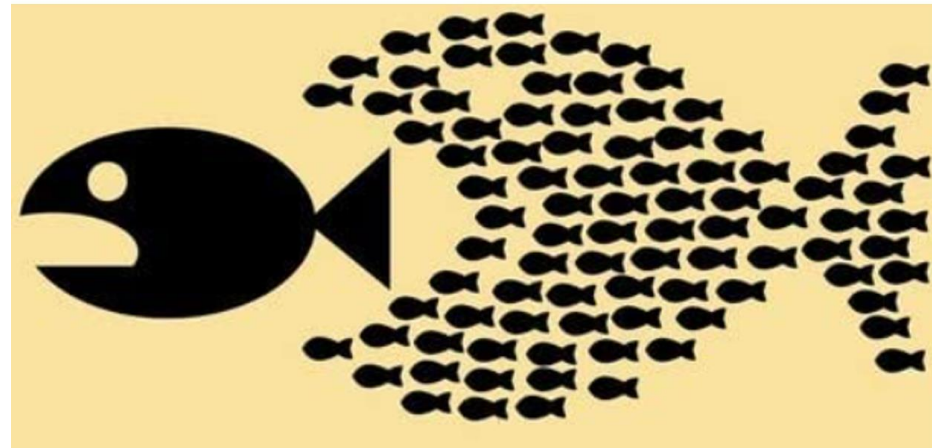
March 14, 2019-NS Inv

- ❖ 2008: GENOSCO
- ❖ 2014: AJU IB
- ❖ 2016: CJ
- ❖ 2018: Lazertinib L/O
- ❖ 2018: Samyang /Orum/Phast/KSV
- ❖ 2109: **LG Chem**/GCP Pharm /Yuhan/Ingenia
- ❖ 2020: Initium/BW Biomed/Solasta VC/ KHIDI (보건산업진흥원) KPBMA (제약바이오협회)

Conclusion

“In research there are not economies of scale,
there are economies of ideas”

-Franz Humer: Former Roche CEO, HBR (March 2007)-
<https://hbr.org/2007/03/leading-clever-people>



뭉쳐야 산다

Please come to Boston to make innovation happen!!!
Thank you for your attention!!!

