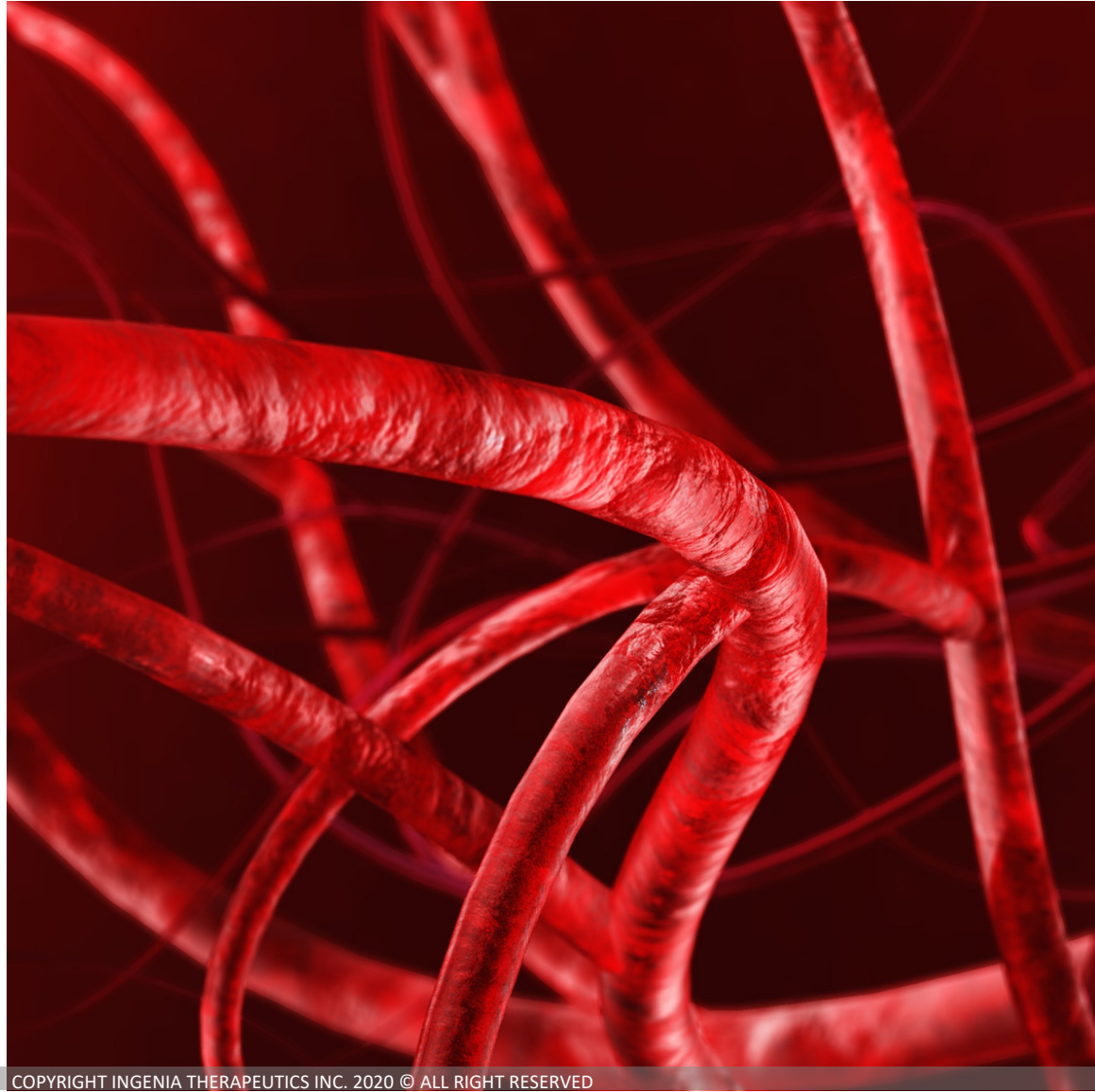




INGENIA
Therapeutics

Sangyeul Han
CEO/Co-founder

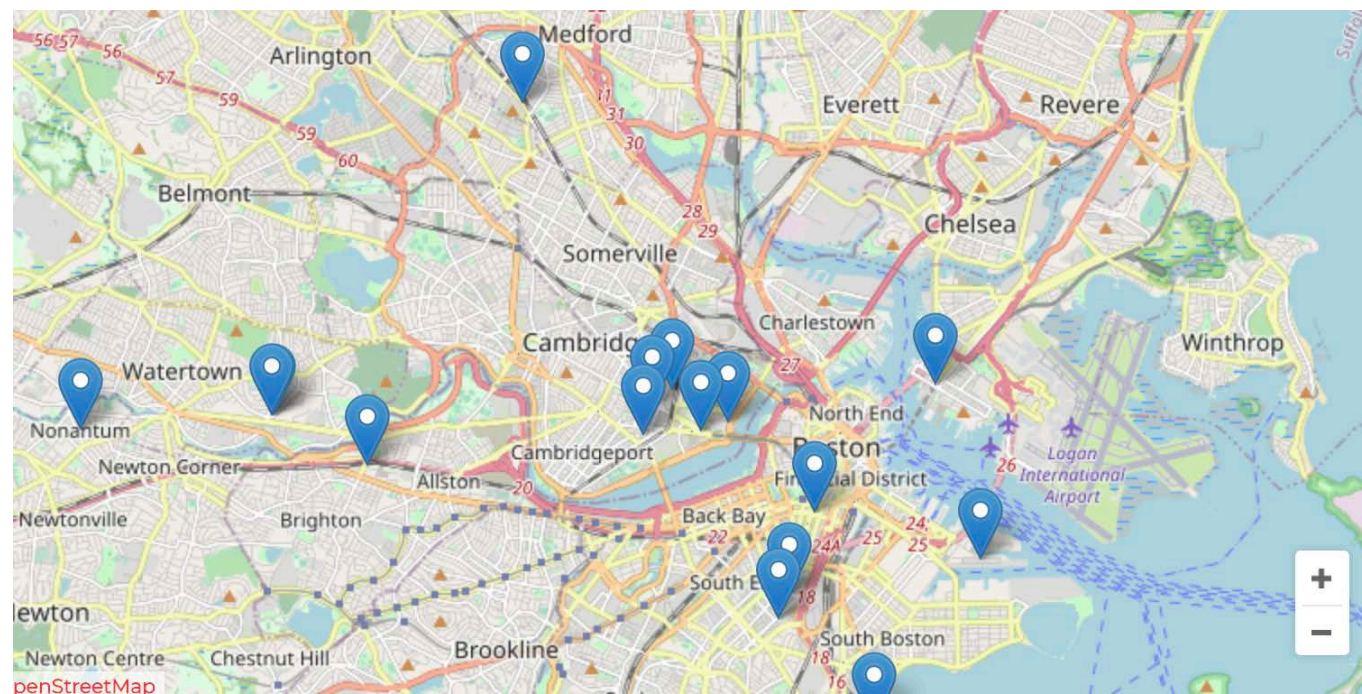
Dec 1, 2020
KAPAL Webinar



Company formation: C corporation in Delaware

- C-Corp in Delaware is the gold standard for high growth startups (vs LLC)
- Legal professional service
- C-Corp
 - Ease of set up, dividing ownership with investors
 - Favorable in regulatory & court system
 - Option pool
 - Attractive for VC
 - Publicly traded, public record
 - Annual reports
 - Can go public

<https://www.masslifesciences.com>
<https://www.massbio.org>



Finding a lab place

- Shared lab & office (single desk) ready for launching
vs your own space (purchasing equipment & maintaining facility)



Starting with a single bench

- Shared equipment/lab space & supporting service (procurement, invoicing, payment)



Private Lab Equipment

- Fume Hood
- Handwashing sink
- Acid/Base and flammable material storage
- Biosafety cabinet
- Cold storage
- CO₂ incubators
- Centrifuges
- Small benchtop equipment

Shared Laboratory Equipment

- Flow Cytometer (3-laser)
- HPLC
- Thermal Cyclers
- Real-time PCR machine
- Multimode plate reader (fluorescence, luminescence, uv/vis)
- Spectrophotometer
- Electrophoresis systems
- Gel transfer systems
- Western detection system
- Multi fluorescence and chemiluminescence imaging system
- Ultrasonic liquid processor
- Vacufuge
- Electroporator
- Bench-top centrifuges

- Balances
- Thermomixers
- pH meter
- Bacterial shakers/incubators

Fully-outfitted Cell Culture Suites

- Biosafety cabinets
- CO₂ incubators
- Shaking mammalian cell culture incubator
- Automated cell counters
- Digital fluorescent microscope
- Inverted microscopes
- Water baths

Basic Laboratory Facility Information

- Autoclave and glasswasher
- Water purification system
- Central vacuum
- Ice machine
- Cold storage
 - -80°C freezers
 - -20°C freezers
 - 4°C refrigerators
 - Liquid nitrogen
- Chemical fume hoods
- Acid/Base and flammable material storage

Incubator service

Features



Access to exclusive member events ranging from social hours to seminars and fireside chats



Cafe (coffee + healthy snacks) and community spaces including access to secure bike storage, shower rooms and day lockers



High-speed internet. 24/7 conference rooms, printers and copiers



On-demand lab and office space



Benefits + perks through service providers and industry partners



Capital Connections Access to leading industry partners through our sponsors + network; as well as pre-eminent in legal, regulatory + science



Environmental Health + Safety (EHS) support as well as chemical-waste storage and hazardous-waste handling + removal



MassBio Membership benefits as part of your membership



Centralized + group purchasing along with shipping and receiving support



Lab equipment including: qPCR, HPLC, freezers, fume hoods, plate readers, scales, centrifuges, microscopes + more



On-site concierge - scientific support and event staff

Ecosystem

Pros : Talent, Network

Cons : Cost (Facility, payroll)

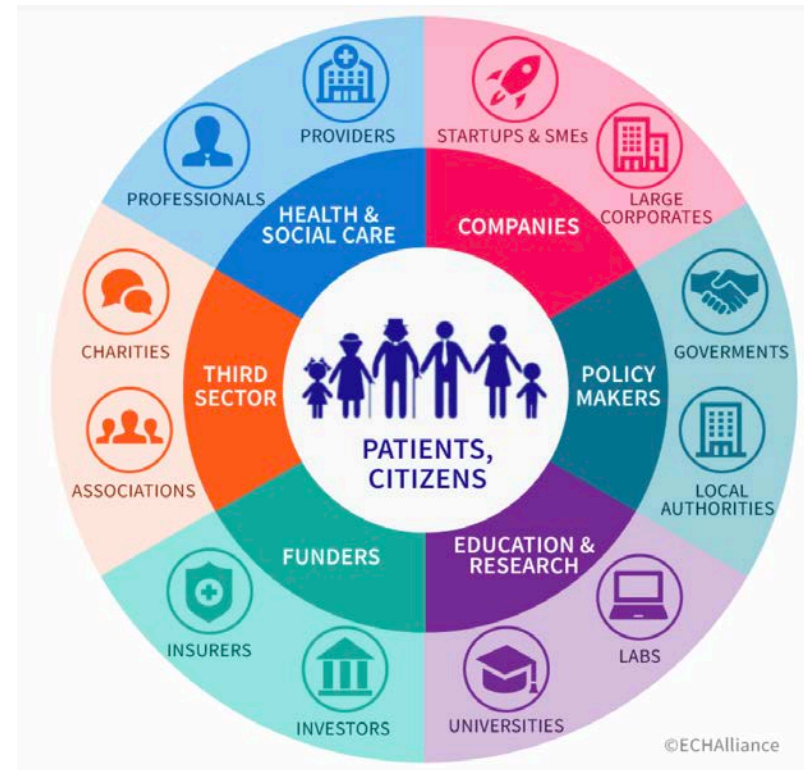


Source: National Geographic

Healthcare/Biopharma Ecosystem

Boston provides

- Medical & Scientific Professionals
- Partnership/Collaboration/Advisor
- Investors
- Business professionals
- Highly educated & skilled Industry work force



<https://echalliance.com/ecosystems/>

Talent

wework FiveThirtyEight

MASSACHUSETTS' BIOTECH ECOSYSTEM

by the numbers

#1: booming biotech

 **430+** BIOTECH COMPANIES*

39,365 BIOTECH RESEARCH & DEVELOPMENT JOBS IN 2018



 **10%** INCREASE FROM 2017*

 BIOPHARMA JOBS



14,000+ WORKERS EMPLOYED BY THE FOUR LARGEST BIOTECH AND LIFE SCIENCES COMPANIES IN MASSACHUSETTS*

#1: access to talent

 **122** COLLEGES & UNIVERSITIES

 **67** OF WHICH PROVIDE LIFE SCIENCES DEGREES*

#2: most educated workforce in the country

PERCENT OF WORKFORCE WITH A COLLEGE DEGREE



#3: billions in VC funding

BOSTON AREA STARTUPS RAISED

 **\$8.8 BILLION** IN VENTURE FUNDING IN 2018

 **41%** INCREASE FROM 2017*

#4: billions in research funding

MASSACHUSETTS IS HOME TO

FIVE OF THE TOP NATIONAL INSTITUTES OF HEALTH-FUNDED HOSPITALS*
MASSACHUSETTS GENERAL HOSPITAL, BRIGHAM & WOMEN'S HOSPITAL, BOSTON CHILDREN'S HOSPITAL, DANA-FARBER CANCER INSTITUTE, AND BETH-ISRAEL DEACONESS MEDICAL CENTER*

BOSTON HOLDS A 24-YEAR RECORD FOR RECEIVING THE MOST NIH FUNDS



\$2.1 BILLION IN FUNDING IN FY2018*

<https://fivethirtyeight.com/sponsored/massachusetts-biotech/>

감사합니다.

