

바이오텍 창업: 어디에서 할 것인가?
글로벌 연구소 운영에 관하여
오름 테라퓨틱 이승주



창업자의 딜레마

노암 외서먼 저음 | 이형욱 옮김

신생기업들이 직면하는 보편적인 함정과 이를 피하는 방법

THE FOUNDER'S DILEMMAS 이코노미스트

Startup School 2019

Y Combinator - 1 / 24



- STARTUP SCHOOL ORIENTATION** 36:56
Startup School 2019 Orientation
Y Combinator
- 2 **How to Evaluate Startup Ideas Pt. 1** 26:38
Kevin Hale
Kevin Hale - How to Evaluate Startup Ideas Pt . 1
Y Combinator
- 3 **How to Talk to Users** 31:37
Eric Migicovsky
Eric Migicovsky - How to Talk to Users
Y Combinator
- 4 **Startup School Q&A** 27:02
Kevin Hale, Adora Cheung & Eric Migicovsky
Startup School Q&A Week 1
Y Combinator
- 5 **How to Set KPIs and Goals** 29:02
Adora Cheung
Adora Cheung - How to Set KPIs and Goals
Y Combinator
- 6 **Analytics for Startups** 20:58
Ilya Volodarsky
Ilya Volodarsky - Analytics for Startups
Y Combinator
- How to Plan an MVP**
Michael Seibel - How to Plan an MVP

Founder





어디서 회사를 시작 할 것인가?

1. 한국 vs 미국
2. 대전 vs 수도권

Korea and US: How to leverage the best of two worlds



Korea

Easier to raise Korean VC funding

Difficult to raise non-Korean VC

Founder friendly

Long term investment perspective

Korean Discount



US

Delaware Corp is a global standard

Difficult to raise Korean VC funding

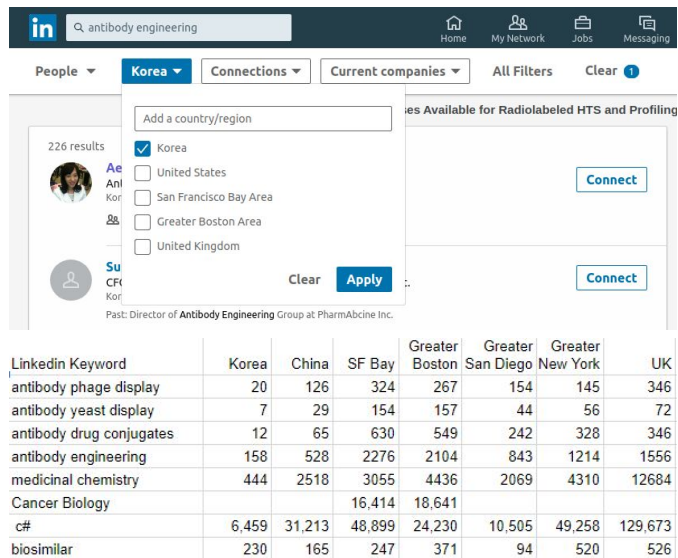
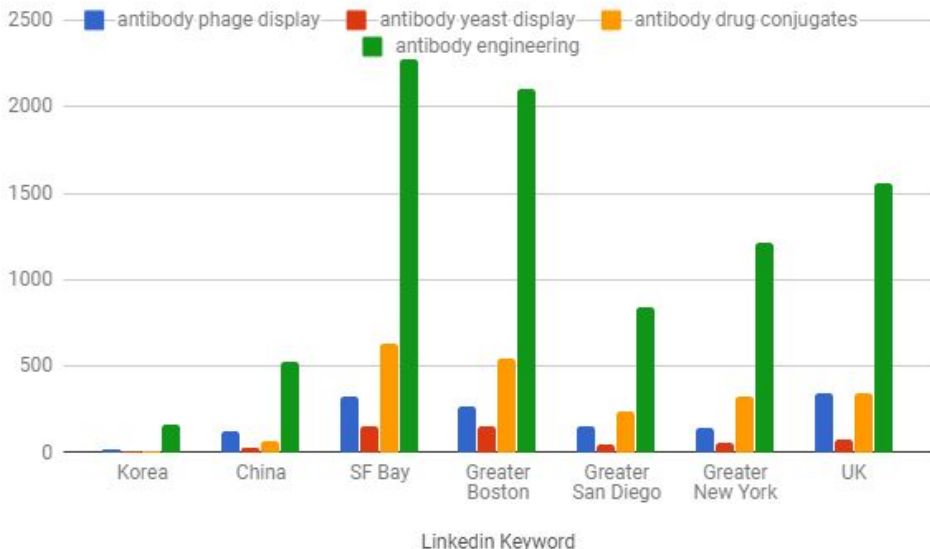
Investor friendly

Easier to hire drug hunters

Closer to pharma / Premium

Antibody talent pool concentrated in US Hubs

Antibody expert search by location



“There is a lot of biotech talent interested in startups if the science is interesting. Lots of competition. Question is how much are you willing to pay?”

- Boston Biotech CEO

“We get hundreds of CVs, from top schools. So we pick candidates from big name labs for interview”

- SF Bay Biotech CEO

Where in US?

GENETOWN



Boston #1 Biotech hub

- Prime for biotech dealmaking
- Clustered within walking distance
- Industry experience, MIT / Harvard
- Far from Korea
- Cost ~10% lower than SF Bay

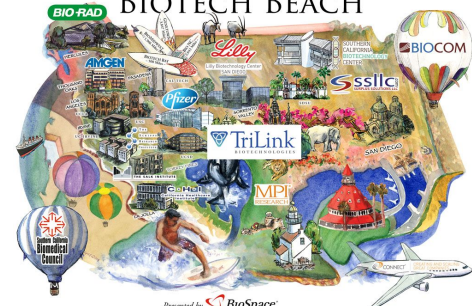
BIOTECH BAY



SF Bay #2 Biotech Hub

- Entrepreneurial / IT saavy
- UC Berkeley UCSF Stanford
- Highest cost of living
- Closest to Korea
- Most expensive

BIOTECH BEACH



San Diego #4 Biotech Hub

- Life science focused
- UC San Diego / Salk / Scripps
- Lower cost / Quality of life
- Closer to Korea
- ~20% lower than SF Bay

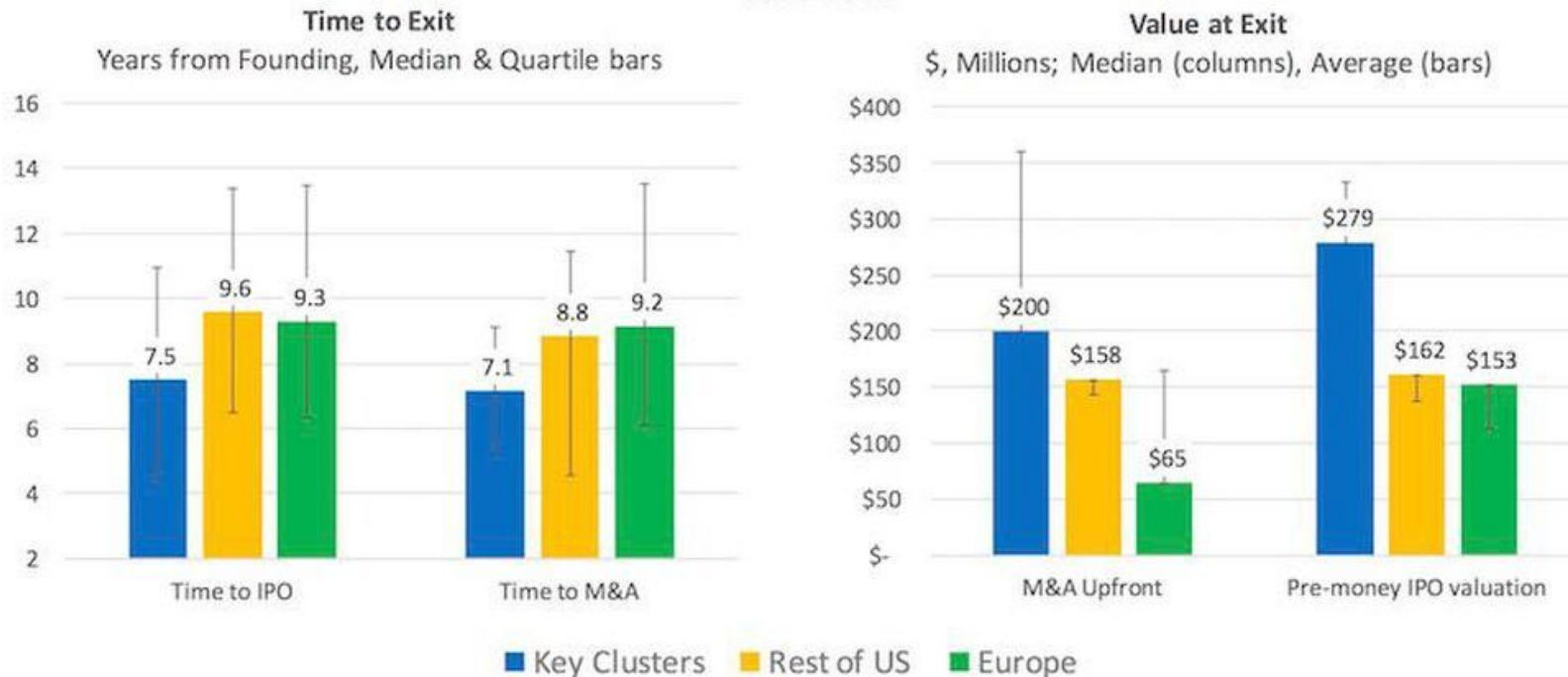
<https://www.genengnews.com/the-lists/top-10-us-biopharma-clusters/77900917>

Boston / Bay Area have faster exits and higher valuations

Exits: Time And Valuation By Region

Key biotech clusters have delivered faster exits at higher valuations

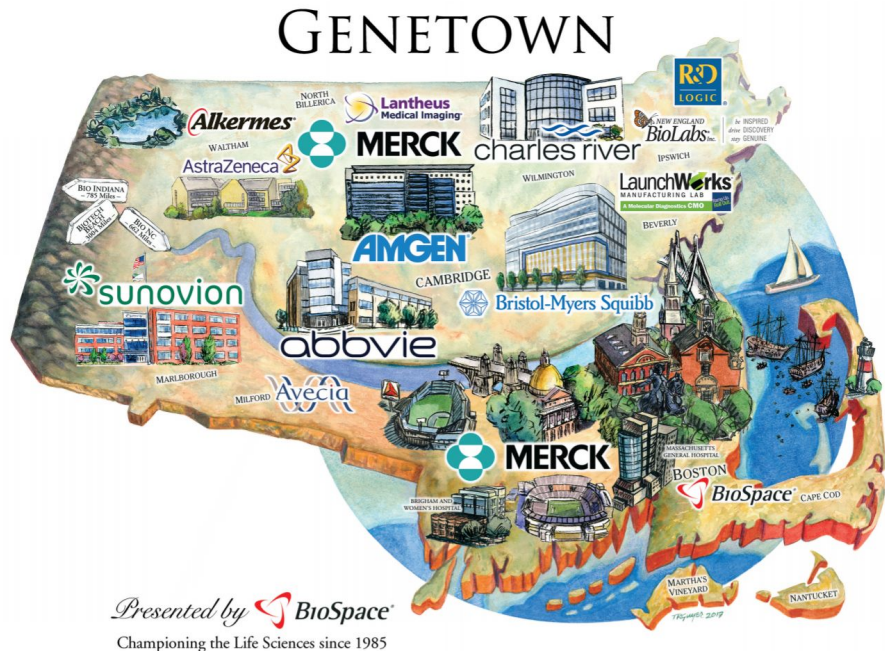
2013-2016



Source: Pitchbook; Key Clusters defined as Massachusetts and Bay Area

<https://www.forbes.com/sites/brucebooth/2017/03/21/inescapable-gravity-of-biotech-key-clusters-the-great-consolidation-of-talent-capital-returns/2/#6dda290b4bde>

Greater Boston Area has concentrated Pharma talent



Product Development (Pharma R&D)

- Late discovery / translational medicine
- Clinical trials
- Antibody conjugation

Talent with Pharma R&D experience

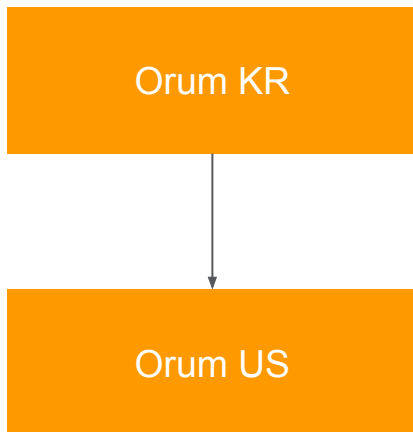
Orum Therapeutics Global Expansion

Our Vision

Many patients suffer from lack of treatment because conventional drugs cannot access certain drug targets. Our vision is a world where no patient suffers from diseases with un-druggable targets.



KRTopCo: US is 100% Subsidiary of KR



US is created as a 100% sub

US Employees get KR stock options or tracking stocks

US takes the projects to clinic, using funding from Orum KR

eg. European Biotechs in Boston

단점: 미국 직원들은 상장 기술성 평가시에 임직원으로 인정이 안됨. (한국 4대보험 지급 기준)

<https://lifescivc.com/2016/08/setting-us-biotech-subsiidiary-cambridge-old-england-cambridge-new-england/>

Why use Foothold America's US Employee Management Service

While some businesses wish to **set up a subsidiary** or other legal entity, it is less expensive and easier to enlist the support of Foothold America to employ workers on your behalf. In doing so, you don't have to stretch your budget and time too far when you might wish to simply test the waters.

Our Employee Management Service benefits your business in many ways. For example:

01. Your clients will have a point of contact in America

02. You can secure the services of talented US workers who understand the market, and may already have strong relationships with prospective customers or investors

03. You can rapidly (within days) onboard a chosen worker

04. You can have a credible presence in the US without the cost and complexity of setting up a US entity.

05. Your workers immediately have access to a benefits package that is not available to the typical start-up

- HR:
 - 벤처 vs 대기업 선호도
 - 노동법
 - 처우 표준화
 - 보너스
 - 스톡옵션
- 문화 차이
- 지적재산
- 현금흐름/세금

Evolving into a Global Biotech

Daejeon

19 full time employees

Boston

9 full time employees

**>100 years of combined
ADC research experience**

Antibody
screening and
optimization



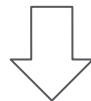
Target
Product
Profile



Chemistry and
bioconjugation
research

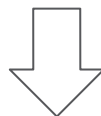


In vivo POC

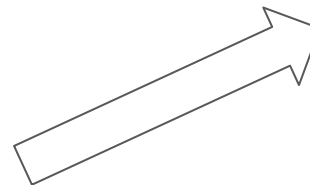


Lead
Molecule

Lead optimization



Candidate
Molecule



Translational/
Preclinical
Clinical
BD

Antibody platform
research and
improvement

Virtual face 2 face



<https://www.owllabs.com/meeting-owl>

New Orum Drug Hunting Ground



보스턴 연구팀과
한국 연구소간의 화상 미팅

보다 자세한 내용은
www.orumrx.com/careers를 참고해주세요.



#오름테라퓨틱 두 개의 공간, 하나의 목표

오름테라퓨틱에는 두 개의 시간이 흐릅니다.
한국에서의 시간 그리고 미국에서의 시간.
이 시간은 하나의 목표를 향하죠.
"그 어떤 사람도 질병에 고통받지 않는 삶"을 위해
새로운 항체신약을 개발하는 것.
우리의 기술이 사람들의 삶을 바꿀 그 날을 위해
우리는 오늘도 연구합니다.
오름테라퓨틱은 이 시간을 함께할
새로운 인재를 기다립니다.

Antibody Engineering

후보 항체 선별을 위한 library
구축 및 구조분석을 통한 후보항체
최적화를 하여 항체다양성 발굴



Antibody Production

후보항체 선별과 비임상 실험에
필요한 항체의 배양 및 경제공정
개발과 물리화학적 특성 분석



Bioassay

후보항체 선별 및 개발을 위한
in vitro 효능과 기전연구 개발,
안전성 평가 및 분석법 개발



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실험 중인 연구원
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