



한국 바이오 기업의 성공적인 미국 진출 전략

Investor Relations 2020

Surface Science for **Life and Health**



미국 법인 설립 check list

회사설립
회사법전문 법무법인
최소자본금, 회사주소지



운영 및 회계
Online 회계프로그램
CPA 자문 서비스
상장법인 회계감사



은행계좌개설
외국계은행
한국계은행

Inc.

사무실임대
공유 Office
(Wet) Lab 실험실

비자신청
이민법 변호사(3개월)
ABTC card 발급



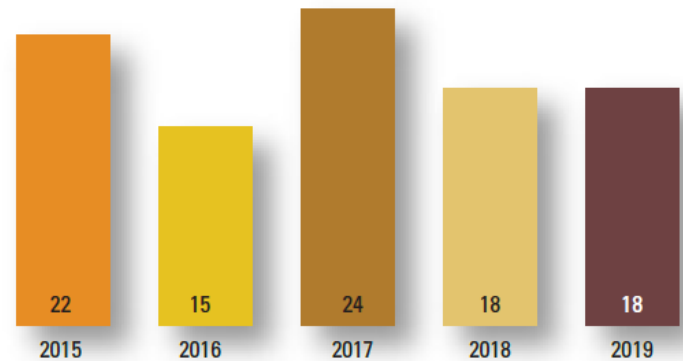
Total Life Sciences Companies in California



- U.S pharma market accounts for ~43.72% of the global market

Expedited Drug Approvals from California Companies

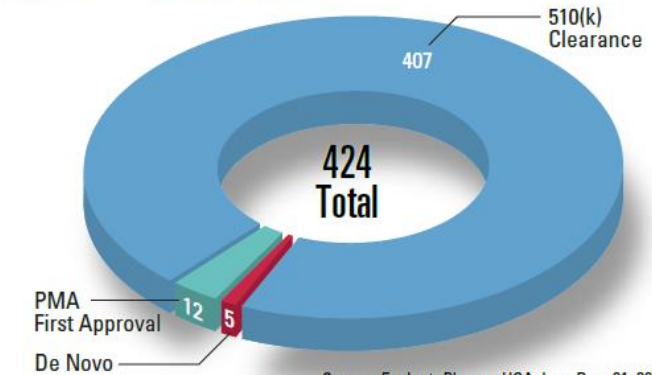
By companies headquartered in California



Source: EvaluatePharma, October 2018

Medical Devices Approved

By companies headquartered in California, 2019



Source: EvaluatePharma USA, Inc., Dec. 31, 2019

California regional summary

Region	Top 3 Sector	Average Wage	Digital Health VC Investment	Life Science VC Funding	Top Institutions for NIH Funding
San Francisco Bay Area	R&D and Testing Lab Medical Device Biopharmaceuticals	\$178,369	3.6 Billion	5.6 Billion	UCSF Stanford UC Berkeley
Los Angeles County	Wholesale Trade Academic Research Medical Device	\$83,146	87 Million	52 Million	UCLA USC CalTech
San Diego County	R&D and Testing Lab Medical Device Biopharmaceuticals	\$127,753	36 Million	1.45 Billion	UC San Diego Scripps Research SBP
Orange County	Medical Device Wholesale Trade R&D and Testing Lab	\$ 93,289	16 Million	296 Million	UC Irvine
Sacramento Area	Biopharmaceuticals Medical Device Wholesale Trade	\$134,345	39 Million	122 Million	UC Davis
Ventura & Santa Barbara Counties	Biopharmaceuticals Medical Device Wholesale Trade	\$106,372	112 Million	7.6 Billion	

VC Investment

Top 5 States for Life Sciences VC Investments

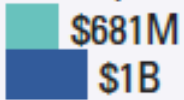
California



Massachusetts



Pennsylvania



New York



Texas



2018 2019* Source: PwC/CB

Total US VC Investment by Sector (2018)

- \$17.1B** Biotechnology
- \$3.4B** Medical Technology
- \$9.1B** Digital Health (Total US VC Life Sciences Investment)

VC Investment, Biotech & Medical Devices

by stage, U.S. and California 2017-2019

BIOTECH		MEDICAL DEVICES	
Seed Stage			
\$219M	\$312M	2017	\$70M \$27M
\$118M	\$251M	2018	\$71M \$22M
\$57M	\$147M	2019	\$43M \$15M
Early Stage			
\$912M	\$2.8B	2017	\$408M \$198M
\$2.0B	\$5.3B	2018	\$497M \$108M
\$1.5B	\$4.2B	2019	\$367M \$137M
Expansion Stage			
\$2.9B	\$5.6B	2017	\$1.3B \$609M
\$3.1B	\$6.8B	2018	\$872M \$517M
\$2.8B	\$6.1B	2019	\$928M \$457M
Later Stage			
\$921M	\$2.2B	2017	\$1.3B \$755M
\$507M	\$2.1B	2018	\$1.4B \$803M
\$764M	\$1.9B	2019	\$945M \$551M

California United States

바이오 기업 미국 진출 전략?

미국 진출 먼저?



미국 진출이전 완벽한 준비?



- ✓ R&D 연구원 채용
- ✓ 기술개발, 공동연구
- ✓ 투자 유치
- ✓ Funding, investors network

바이오 기업 미국 진출 전략?

성공 확률 높은 미국 진출 전략 idea



미국내 바이오 관련
주요기관과 공동연구



현지 Network 이 있는
경력 직원의 활용

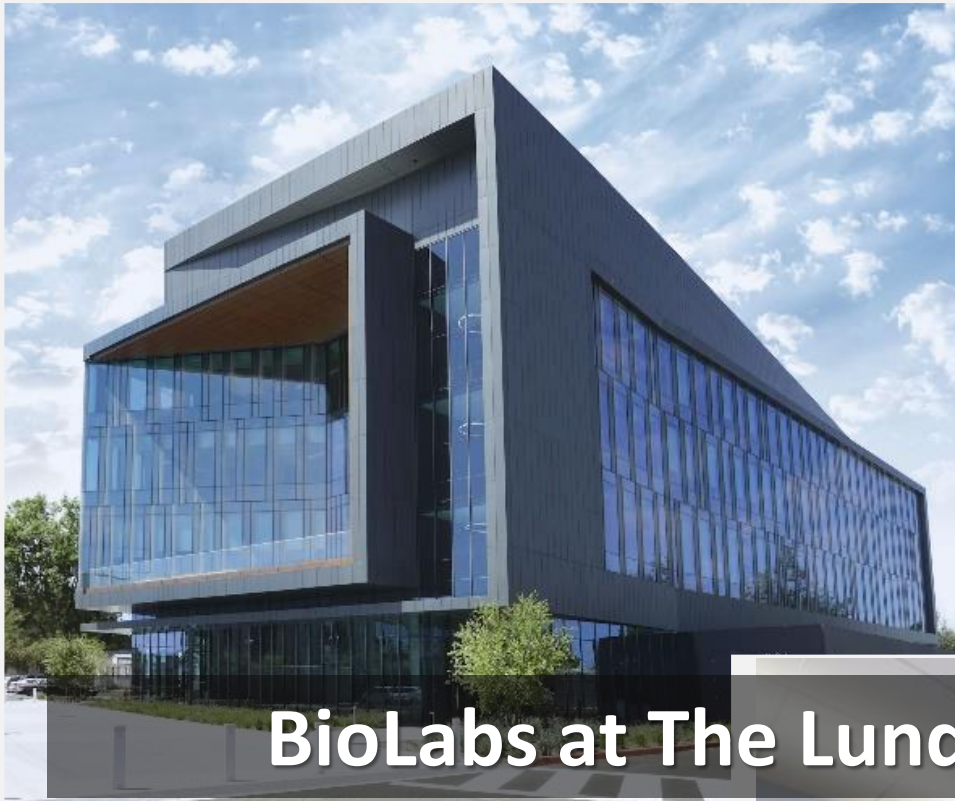


검증된 CRO, Law firm의
적극적인 활용



미국내 한인 바이오
커뮤니티 활용





- On the campus of Harvard UCLA Medical Center in the South Bay
- 18,000 sqft of co-working lab + office space
- Over \$1.5M of shared equipment in a BSL2 space
- Access to Lundquist Institute Cores + BioLabs/Lundquist Network

BioLabs at The Lundquist Institute

Sponsors



Innovation: Building the Future in LA and Beyond

biolabs A NATIONAL NETWORK

290

Member Companies

>\$1B

Est. Private Funding Raised by BioLabs Residents

234,000

Square Feet Under Management



미국 VISA 내용 정리

E-1 & E-2 Employee

- 51%이상 지분소유자의 국적과 직원의 국적이 동일
- E-1: 무역회사의 경영자 혹은 직원
- E-2: 미국 법인의 본사직원 파견시
- "임원 또는 관리자" 와 "필수 또는 전문인력"으로 분류.
- 한국본사, 미국법인, 신청자의 학력과 경력관련 서류를 미대사관에 제출하고 인터뷰를 통과해야 함
- 비자 수속 기간: 약 3-5개월
- 최대 2-5년, 조건충족시 연장 가능
- 자녀의 공립학교 무상교육 혜택

L-1A(관리자), L-1B(기술자)

- 신청인은 본사나 계열회사에서 지난 3년간 적어도 1년이상 관리자 또는 기술자로 근무
- 본사가 미국법인 지분의 50% 이상을 소유
- 미이민국 (USCIS) 로부터 I-129 청원서 승인후 미대사관에서 인터뷰후 비자 취득
- L-1A 최대 7년, L-1B 최대 5년
- 비자 수속 기간: 약 3개월
- 자녀의 공립학교 무상교육 혜택

Life Sciences Average Salary by Sector

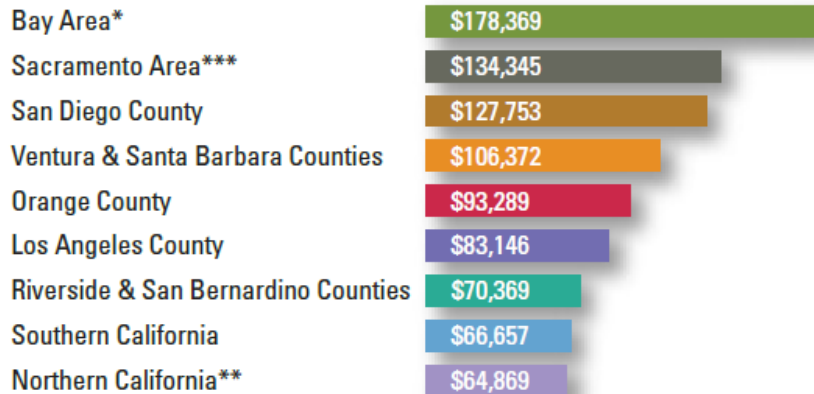
in California, 2018



Source: Bureau of Labor Statistics Quarterly Census of Employment and Wages; PwC analysis based on 2012 I

Average Annual Life Sciences Salary by Cluster

in California, 2018



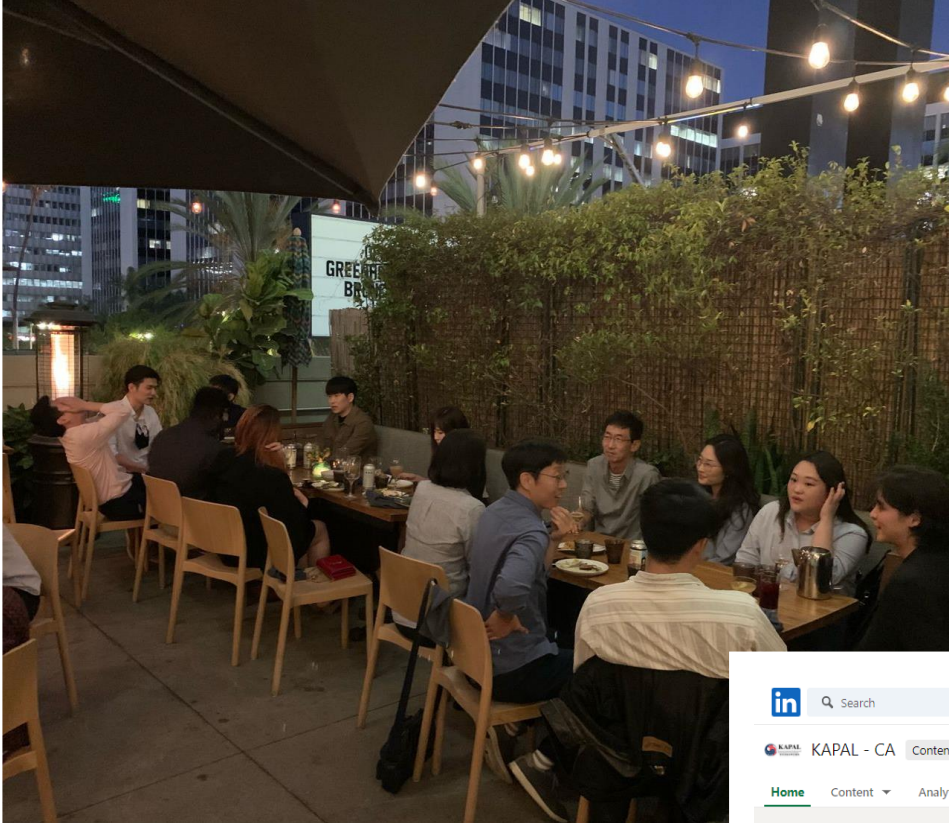
Source: Source: Bureau of Labor Statistics Quarterly Census of Employment and Wages; PwC analysis based on 2012 Economic Census.

KAPAL California 소개

 [linkedin.com/company/kapa-ca](https://www.linkedin.com/company/kapa-ca)

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- Director of Public Affair: 이영재(James) james.lee@kapal.org
- Advisor: Stanford Jhee
- 문의: kapal_ca@kapal.org





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 BECOME A MEMBER OR SPONSOR

KAPAL - CA Content admin view

Home Content Analytics Activity Admin tools

KAPAL - CA KAPAL aims to provide different networking opportunities for professionals in the life science industry and academia. Non-profit Organization Management - Los Angeles · 63 followers

Analytics
 Last 30 day activity

- 73 Unique visitors ▲ 14%
- 25 New followers ▼ 32%
- 1.7K Post impressions ▲ 56%
- 0 Custom button clicks ▼ 100%

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Updates

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Posted by Hyun Jong Kim · 7/6/2021

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감사합니다



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