

Sumin Koo is Vice President of Portfolio Management at Haemonetics, a mid-sized publicly-listed medical technology company in turnaround growth. After completing her PhD in cancer genetics, Sumin joined McKinsey as a management consultant serving bio-pharmaceutical clients in R&D business strategy, productivity optimization and merger management. She then joined Novartis as a development program leader for a late stage clinical program for influenza vaccines, eventually transitioning to portfolio director overseeing the entire influenza development portfolio.

EDUCATION

2009

HARVARD UNIVERSITY
DOCTOR OF PHILOSOPHY (Genetics / Oncology)
Dissertation: Role of Cdx genes in leukemia and hematopoiesis

2003

UNIVERSITY OF CAMBRIDGE (UK)
MASTER OF SCIENCE (Biochemistry)
Thesis: Optimization of gene expression array for single-cell cloning

WORK EXPERIENCE

2018 – **HAEMONETICS** Vice President – Portfolio Management

2017 – 2018 **HAEMONETICS** Vice President – Strategy (Chief of Staff to CEO)

Established new portfolio office to manage R&D projects for Chief Technology Officer and develop the innovation roadmap. Previously, supported CEO in BoD meetings, investor communications, executive leadership meetings, and a range of special projects outside ordinary reporting lines. Representative projects:

- **Complexity reduction:** managed enterprise-wide transformation program with savings target of \$120M
- **Modern IT product launch:** articulated customer value proposition for cloud architecture for blood center products - advanced data collection, reporting, traffic prediction, fleet management, donor engagement
- **Advanced digital research group:** developed roadmap to unlock value in company's digital products

2016 – 2017 **SEQIRUS** (spin-off from Novartis) Portfolio Director - Development Programs

Responsible for all cross-functional development teams of the influenza vaccine portfolio. Developed portfolio strategy for value maximization to senior management. Managed four direct reports. Key projects:

- **Portfolio geographic expansion strategy:** prioritization of market launches for core vaccine products
- **Entry strategy for new product:** premium priced influenza vaccine in a commoditized market
- **Rationalization of legacy portfolio:** lifecycle management to streamline legacy licenses of current products

2014 – 2016 **NOVARTIS** Director - Development Program Leader

Led cross-functional Core Program Team for product development strategy and execution. Developed recommendations to senior governance Project Review Committee. Key projects:

- **Pivotal Phase III trial:** pediatric influenza vaccine (enrolled 11,000 subjects in 9 countries)
- **US Biologics License Application (BLA):** elderly influenza vaccine (approved Nov 2015)
- **Program strategy development:** target product profile, clinical development plan, commercial strategy

2009 – 2014 **MCKINSEY & COMPANY** Management Consultant

Engagement Manager at McKinsey's Boston office. Part of the Pharmaceuticals Practice and led the R&D Therapeutic Area Teams for Immunology and Life Sciences. Key projects:

- **TA research strategy:** R&D strategy for a top European pharma to enter a \$32B immunology disease area
- **R&D productivity:** led team to install program in top US pharma to drive cost-discipline in trial designs
- **Commercial strategy:** evaluated risk of generics to a multiple sclerosis drug with \$500M peak sales
- **Merger management:** led project management office for a \$10+ billion pharmaco merger

2003 - 2004

GENOME INSTITUTE OF SINGAPORE

Research Assistant

2001

SINGAPORE ECONOMIC DEVELOPMENT BOARD

Intern

PUBLICATIONS

Activating mutation in the tyrosine kinase JAK2 in polycythemia vera, essential thrombocythemia, and myeloid metaplasia with myelofibrosis *Cancer cell* Vol. 7 Pg 387

Cdx4 is dispensable for murine adult hematopoietic stem cells but promotes MLL-AF9 leukemogenesis *Haematologica* Vol. 95 Pg 1642

RECOGNITION

Founder / President of Harvard Graduate Singaporean & Malaysian Association, Singapore Science Technology and Research Graduate Science Scholarship, Glaxo-Wellcome Undergraduate Scholarship, Student recipient of Academy of Achievements

LANGUAGES

English, Mandarin