

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 pharma 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