KAIST ENTREPRENEURIAL WAY PLATFORM

2022. 10

AVP/Startup KAIST, Professor Young-Tae Kim

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Welcome to ISK, nice to meet you!

Young-Tae Kim

✓Current Position

- Associate Vice President/Director of ISK
- Invited Professor, Graduate School of Innovation & Technology Management

✓Education

- Ph.D.(Venture Financing), MS(Financial Market, Public Administration), BA(International Economics)

✓Career Highlights

- Director General, Technology Innovation Policy, MSS
- Secretary Assistant for SMEs, Presidential Office
- Industrial Attaché, Korean Embassy to the Israel
- Director of Venture Investment Division, SMBA
- Dispatched Officer, Innovation center for SMEs, Kyobo Securities Ltd.

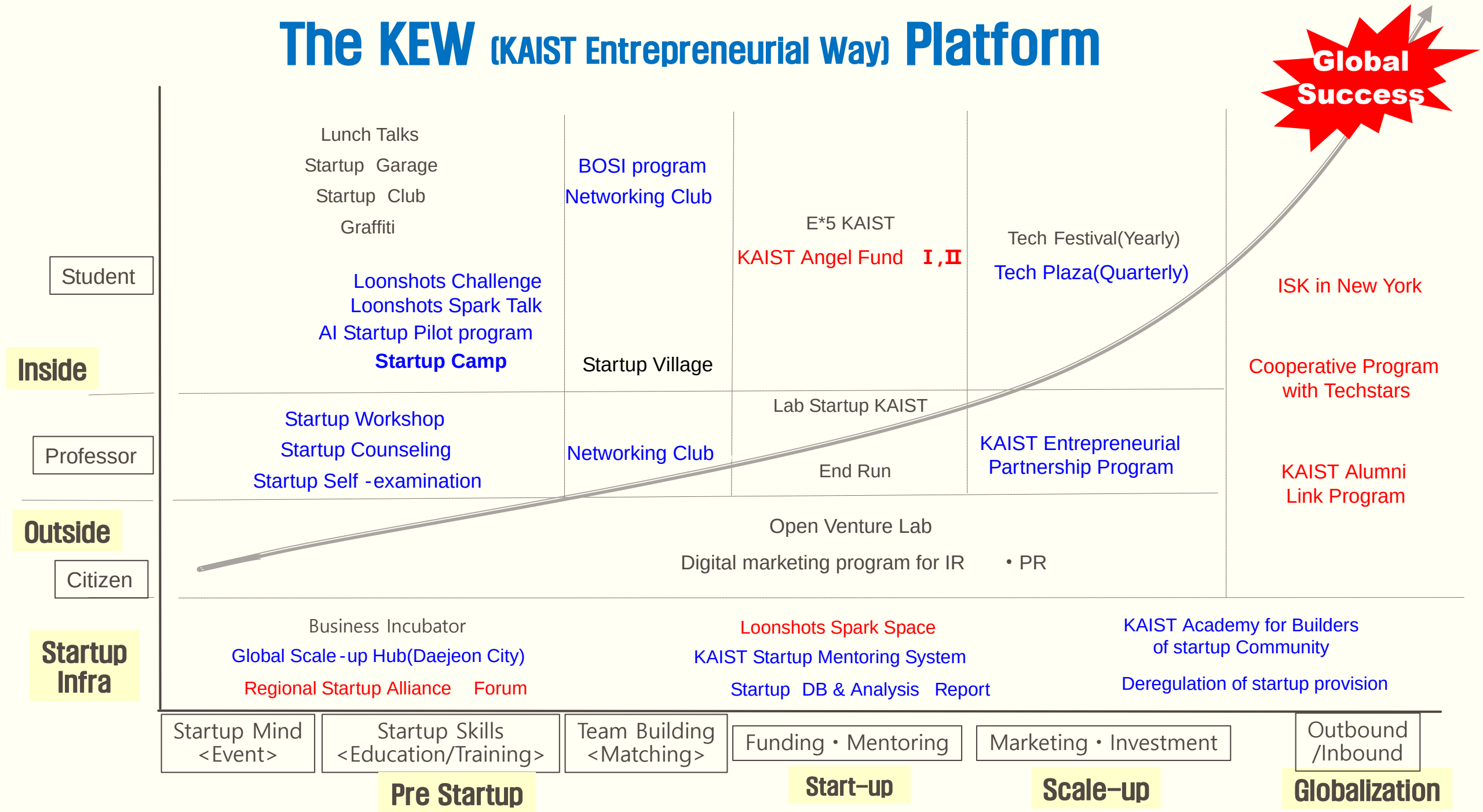
Institute for Start KAIST (Since 2014)

Slogan: Stop Thinking, Start Doing

New strategy for QAIST Culture

Education	Research	International -ization	Commercial -ization	Value
Q	A	I	S	T
Question	Advanced Research	Internationalization	Start-up	Trust
Inquisitive talent	Problem seeking	World Bridge KAIST	Global value creation	Diffusion of Trust

The KEW (KAIST Entrepreneurial Way) Platform



E*5 KAIST

- ✓ Semiannual Student startup audition program(since 2012)
  - 20th E*5 KAIST Autumn, 2022
- ✓ Cultivating 5 E-capacities
  - Educated, Encouraged, Enthusiastic, Excited, Experienced
- ✓ Usually 12 selected out of 50 teams per batch
  - Mission 1 (March) Business model, 18 teams remain
  - Mission 2 (May) Customer discovery, 12 teams remain
  - Mission 3 (June) Final presentation, 1st Prize: $20,000 seed money

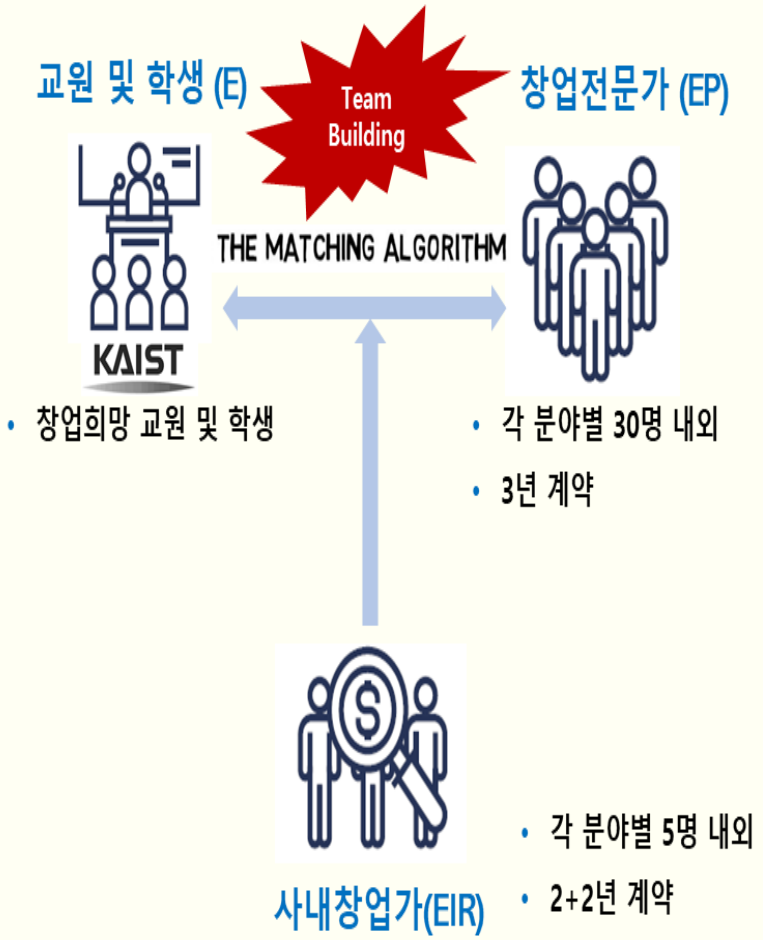
KEPP : KAIST Entrepreneurial Partnership Program

✓ E & EP matching by EIR

- E: Students or Professors want to be entrepreneur
- EP: Entrepreneurial Partners from large or Venture Corporations
- EIR: Entrepreneurs In Residence who are experts in Bio/Pharma, AI/DT, Climate crisis, Part & Component/Equipment sectors

✓ Supports

- Searching for large corp.'s inside need or pain for high tech by EIR
- Subsidizing commercialization cost for proof of concept(up to US$ 80K)
- Science & Tech Startup Seed Investment from KAIST Holdings or associated VCs



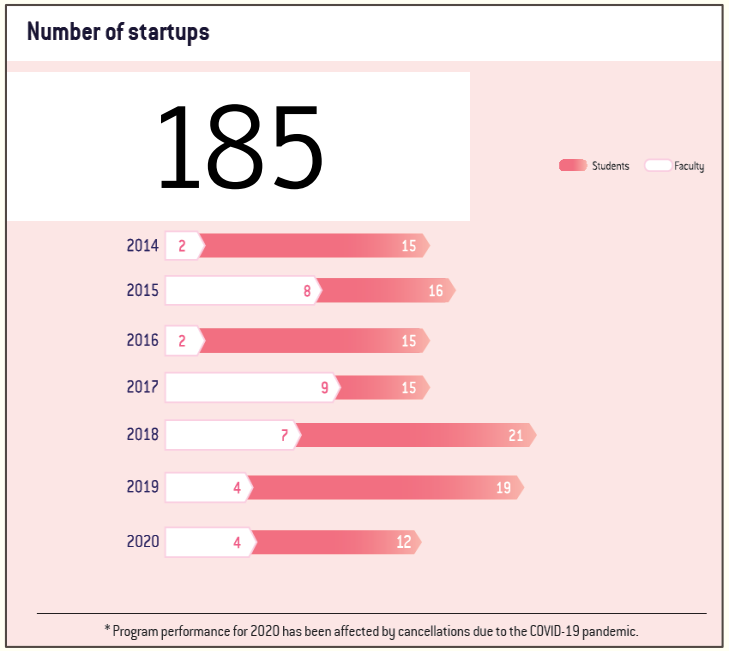
KSTP : KAIST Startup Tech Plaza

✓ Conference for KAIST Advanced tech, Startup, Talent, Investors, LEs

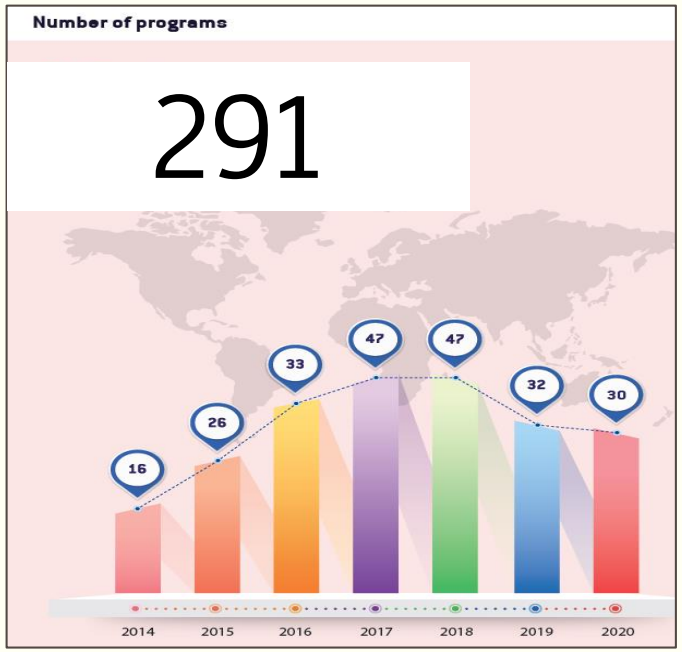
- New Tech Trends Seminar
  - Bio/Pharma, AI/DT, Climate change, Part & Component, Robot & Equipment Etc.
- Startup Business Seminar
- IR & Networking Session
  - National & International ACs/VCs
  - HGM, LG, GS, SKT, SAP Korea, etc.
- 6 times per year
- Holding on/off-line parallelly

Statistics (2014~2022.9)

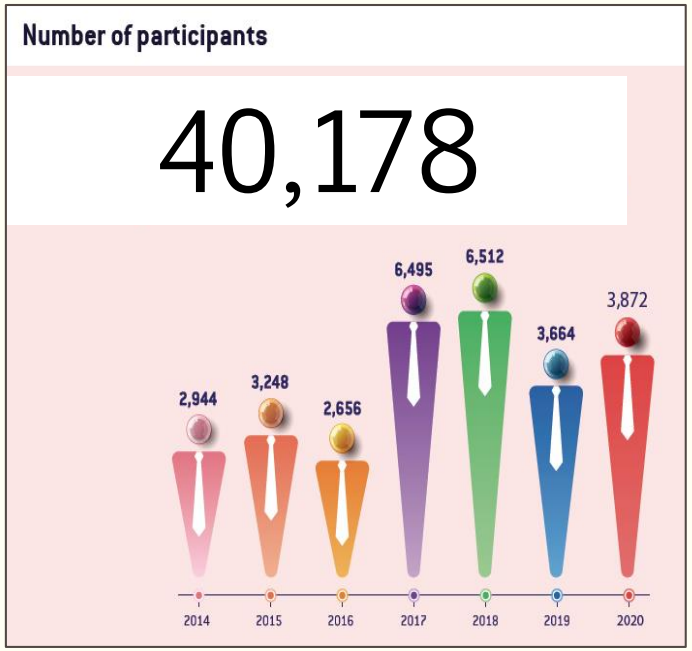
Startups: Stud. 128/Prof. 57)



Programs

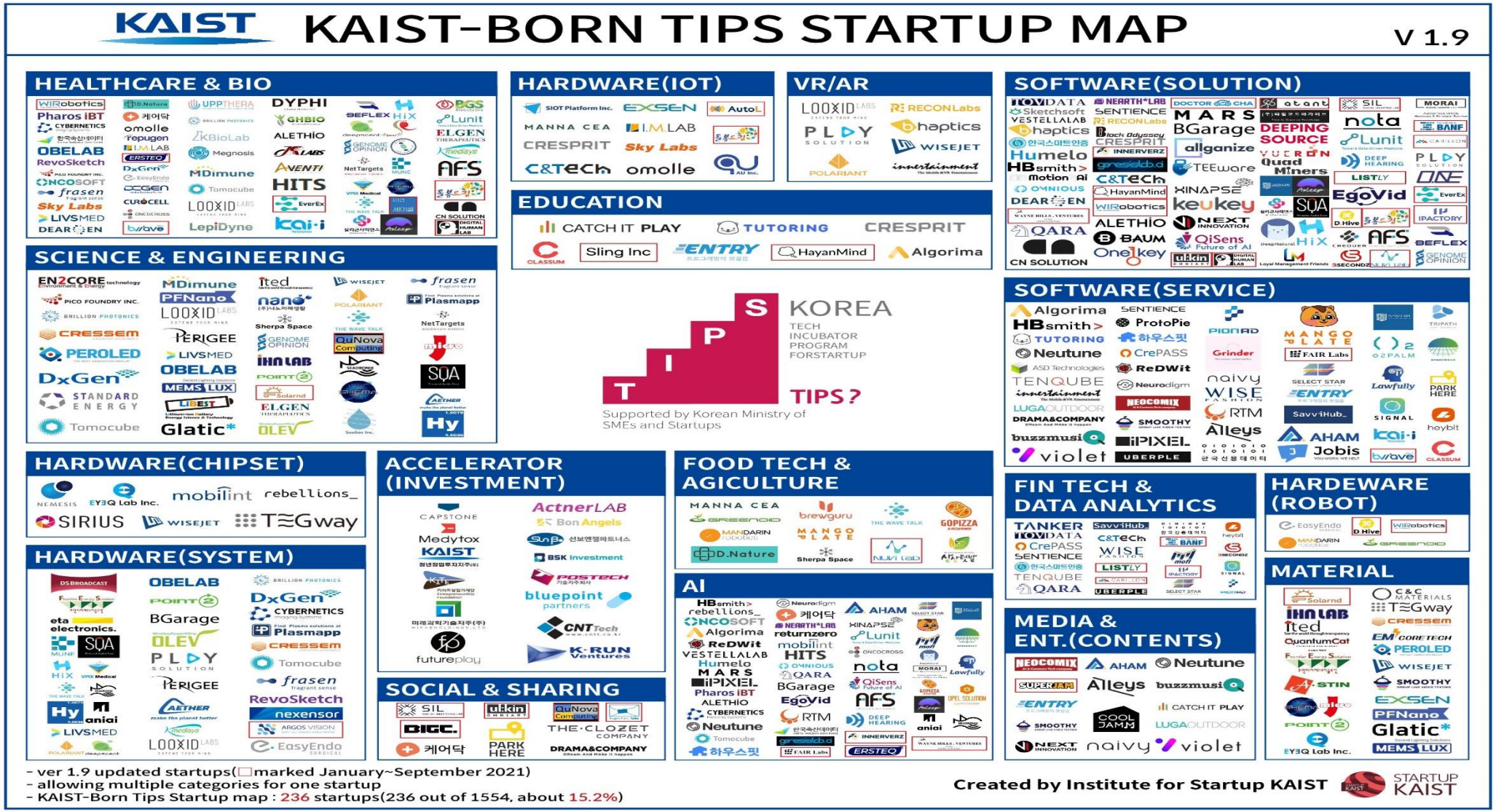


Participants



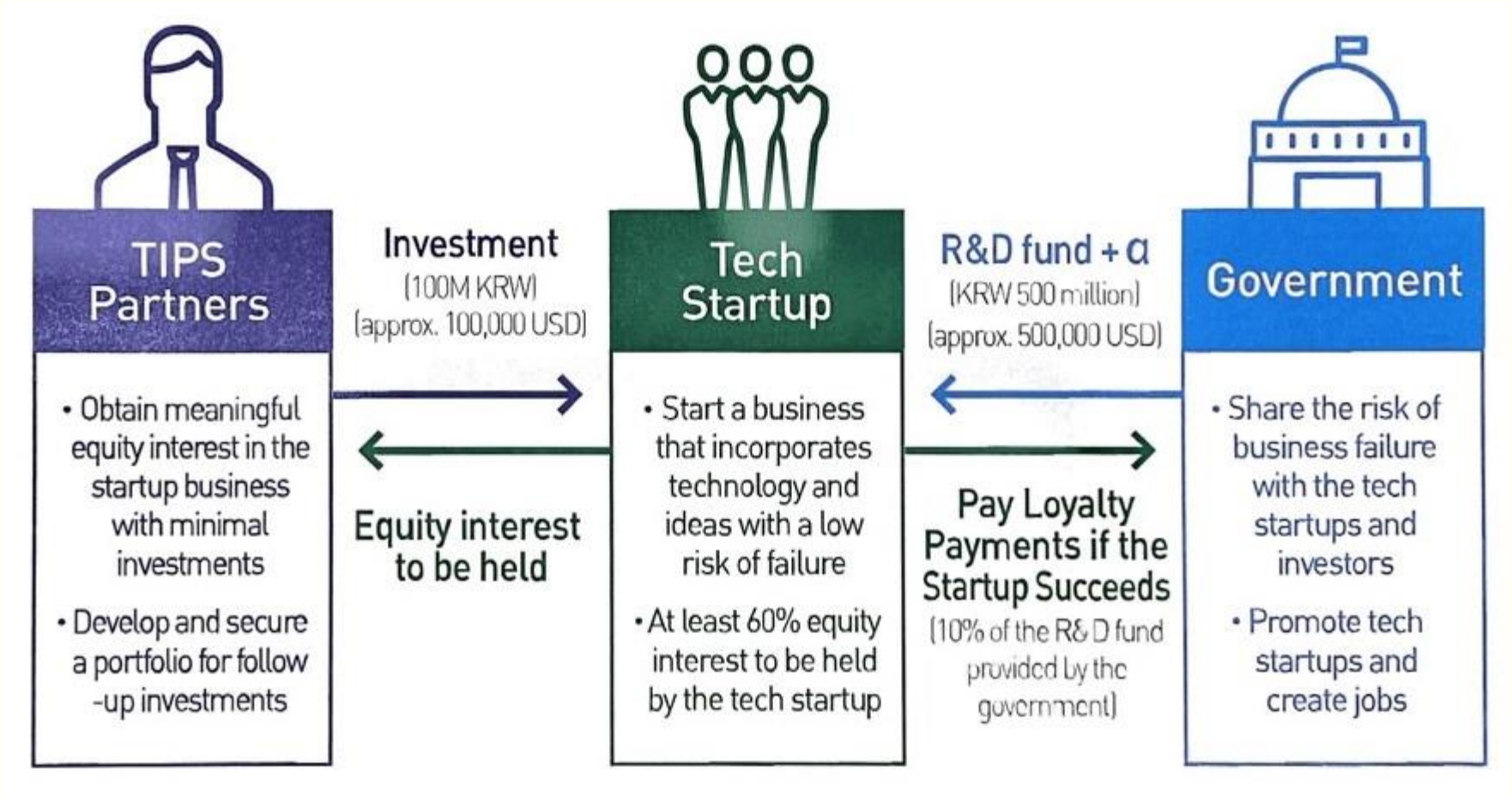
2021	9 (Stud. SUs)	9 (Prof. SUs)	26 (Programs)	5,392 (Participants)
2022.9	6 (Stud. SUs)	12 (Prof. SUs)	34 (Programs)	5,395 (Participants)

TIPS Startups from KAIST



What is the TIPS?

✓Accelerator investment-driven Tech Incubator Program for Startup



Tomocube, Inc.

- ✓ Startup: 24/Aug/2015
- ✓ Founders: Professor Park Yong Geun
  - Physics, College of Natural Science
- ✓ Item: Live cell imaging with 3D Holo Tomographic microscopy
  - World first
  - Complement of AI technology
- ✓ Benefits: zero stress, intact, time saving, high quality, quantitative bioimaging
- ✓ Customers: 18 countries, 140 hospitals & univ. including Harvard, MIT, Johns Hopkins
- ✓ Performance: cumulative investment ₩44.2B, (2021) Rev. ₩1.6B, Employee 50

CLASSUM.com

✓ Startup: 30/Aug/2018

✓ Founders: 2 KAIST women students
- Undergraduate: School of Computing
- Graduate: School of Culture Technology

✓ Item: Specialized on/off-line communication platform for learning
- Using AI technology
- B2B SaaS

✓ Customers: 32 countries, 6,000 institutions including Samsung, LG, KAIST

✓ Performance: cumulative investment ₩22.1B, (2021) Rev. ₩4.35B, Employee 42

Thank you!