immunoSCAPE Pte Ltd, Announces Launch of US Office

Singapore, 4 February 2019 -- immunoSCAPE Pte Ltd ("immunoSCAPE" or the "Company"), a leader in immune profiling, today announced the establishment of its first US office in Cambridge, MA. The office will serve as the headquarters of its US based, wholly owned subsidiary immunoSCAPE, Inc.

Mr. Choon Peng NG, Chairman and CEO of immunoSCAPE, said, "We are thrilled to establish our presence in our largest potential market. The United States is our focus right now as more than 80% of our sales next year will come from our US customers. We have significant relationships with a number of global research organizations based in the US that have helped us achieve 4-5x growth and we expect to continue that growth with the new office. The important work we do with our partners has helped us play a part to combat diseases such as cancer, further develop our own capabilities, and chart a course for where immunoSCAPE should go next." He added, "we are in business to further the cause of science for the benefit of humanity by helping the scientists who perform it do so with greater speed, accuracy and cost effectiveness through the application of world class technology and services. Our presence in the US will help us realize that mission."

The new office will be based in Cambridge and will focus on building relationships with new and existing customers and opinion leaders. The new office will be led by Mr. Mathew Cobbett, who comes with a background in life science commercial operations and finance and has significant experience in consulting to pharmaceutical companies across Asia and the US. Mr. Cobbett will be helping immunoSCAPE explore new partnerships in the US for new products and services. These partnerships will help further immunoSCAPE’s technical development and leverage its unique technology across new platforms to stay at the forefront of immune profiling. The new office will also engage in project management activities, serving as a liaison between customers in the US and the labs in Singapore. Mr. Cobbett will be leading a team of business development scientists who will help customers on how best to optimize their therapeutic pipelines. With immunological insights derived from immunoSCAPE's proprietary immune profiling solutions, customers can reduce the uncertainty in clinical trials and enhance success rates. The new team will work to grow immunoSCAPE by 4-5x over the next few years.

"Cambridge is at the epicentre of the global life science community and an ideal location for our US headquarters. It has a high concentration of researchers, and life science business leaders and investors to support our goals. Our local team will be focused on serving existing customers, gaining new customers, and providing us with insight on how to best meet their evolving needs. We want to be in a position to capture the growth opportunities in areas where we can best make a difference," said Mr. Ng. He added, “Reaching this milestone required great partnerships, such as Enterprise Singapore, which helped us launch from our home base into this new market.”
About immunoSCAPE

immunoSCAPE Pte Lte was formed in 2017 to further the cause of science for the benefit of humanity by helping scientists who develop immunotherapy solutions do so with greater speed, accuracy and cost effectiveness through the application of world class immune profiling technology and services. Through cutting edge immune profiling services and products, immunoSCAPE helps research organizations optimize their portfolios and reduce risks with more efficient biomarker development, clearer assessment of treatment efficacy, and a new ability to discover novel therapeutic targets. immunoSCAPE serves leading edge organizations such as Genentech and the National Cancer Centre of Singapore.

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