# Innovative Korea: Deep tech ecosystem growth for building an innovation-driven, resilient economy in a new global era

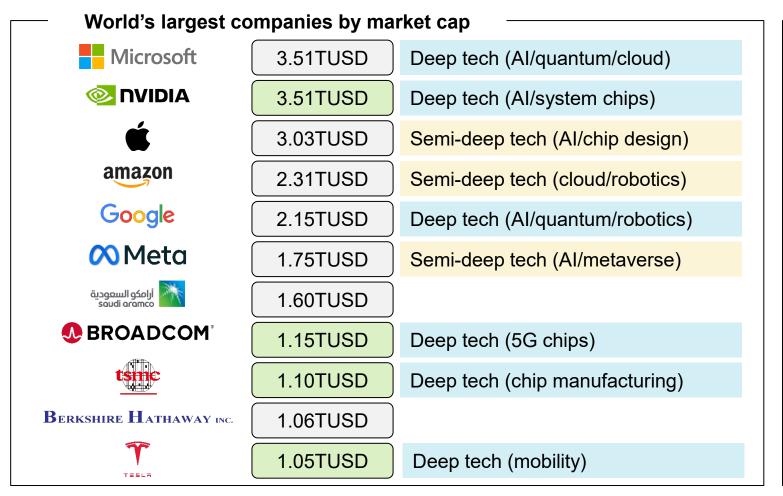
Reddal 15 – CEO Forum Seoul

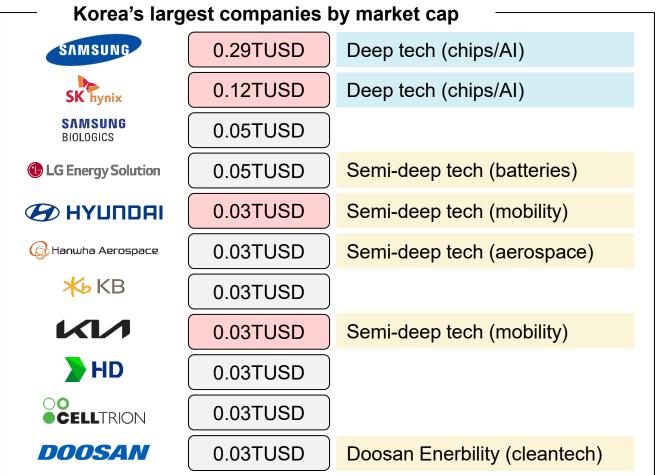
Seoul, June 12, 2025

**RADDES** 

# Deep tech is already reshaping the global economy, yet Korea's heavy reliance on legacy firms continues to hinder its transition to an innovation-driven model

Deep tech in world (including former deep tech firms that have scaled)





NOTE: Market cap figures are as of June 10, 2025. The deep tech label also includes former deep tech firms that have since scaled and expanded into broader business portfolios. Source: Companies Market Cap.

# Korean deep tech ecosystem is showing early success, but needs global reach, broader exit options, and active conversion of basic science research

# **Executive summary**

## In this report

Reddal's deep tech list introduced

432 companies

Insights from

9 investors

8 startups

1 foreign expert

Growth perspectives

10 sectors including AI, robotics, quantum and nuclear



## Early wins, but structural limits

Limited foreign capital/sales, sluggish startup formation, and poor post-IPO performance in domestic markets hold back global potential

88% of exits are domestic IPOs, with most stocks falling below index average after 6 months



## Need global scale and focus

Must attract global investors and turn basic science into market-ready products through industry-academia collaboration

Only 0.1% of commercial R&D expenditure comes from foreign sources



## Stakeholders must act

Build multi-stakeholder coalitions, reduce red tape, and push for global testbeds to scale breakthroughs

3.6TKRW investments should be accompanied by global ambition and deregulation



#### From fast-follower to first-mover

Start by engaging globally: over time, shift from copying trends to leading in frontier fields like quantum and nuclear

4 quantum firms and 0 nuclear firms are unacceptable – more should be done to lead globally



# **Ecosystem landscape and challenges: Building momentum requires global traction**

Target maturity level and gaps: Driving deeper globalization with innovation in private sector

Growth requirements: Required roles of startups, investors, and government in a robust, globally connected ecosystem



# Korea's large volume of deep tech companies can be attributed to its historically strong biotech industry; however, focus areas are rapidly shifting, driven by the influence of the global Al boom

Deep tech definition, segments and technologies

Our definition of deep tech

Reddal's deep tech list includes 432 firms that are manually selected based on the following criteria



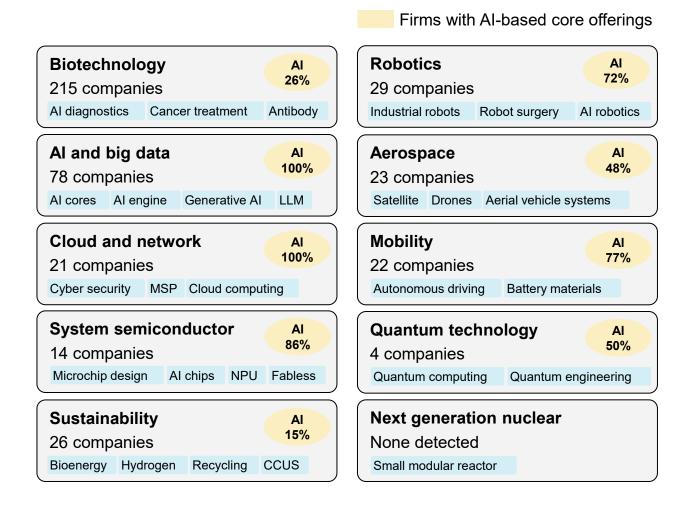
Possession of foundational technologies that solve complex engineering challenges



Currently existing SMEs and startups that have raised at least a single round of investment from established investors like VCs and accelerators



Aligns with Korean government's selected deep segments and technologies\*



\*10 pre-defined categories are biotechnology, Al and big data, sustainability, cloud and network, robotics, system semiconductor, aerospace, mobility, quantum technology, and next generation nuclear.



# Currently, the growth of Korea's deep tech ecosystem is primarily driven by institutional initiatives and global technological trends; most challenges are local

Overview of deep tech growth drivers and inhibitors

# Key growth drivers

Key growth inhibitors

#### General

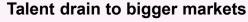
## Sector-specific

#### Al boom



- Driven by the introduction of ChatGPT in 2022
- Advancements in AI technologies, including semiconductors, cloud computing, Al models, and Al services

# Country-wide





- In 2023, Korea recorded a net outflow of 0.3 Al experts per 100,000 (population)
- 5,600+ Koreans received EB-1/2 visas in the US (2023)

## **Macroeconomic factors**



- High interest rates increase financing costs for startups
- Early-stage deals in H1 2024 declined by 29% YoY, while later-stage deals increased by 9.5%

Government subsidies and directives for deep tech vitalization



# Rising biotech interests

• Global breakthroughs such as CRISPR-Cas9 (gene editing) and mRNA technology

# Limited groundbreaking solutions



- 4.4BUSD tech trade deficit in 2022
  - · Electronics segment alone had a 4.2BUSD deficit

# Slow startup scene at universities



 Seoul National University (77<sup>th</sup>), is the only Korean college in the global top 100 startup universities

# Global sustainability mandates



 Focus on waste processing, biomaterials, and decarbonization software solutions

# Strong in tech, weak in market



- Quantum startups received 0.4% of deep tech investments in H1 2024
- SMR faces regulatory delays, pushing commercialization timelines

# Limited foreign capital

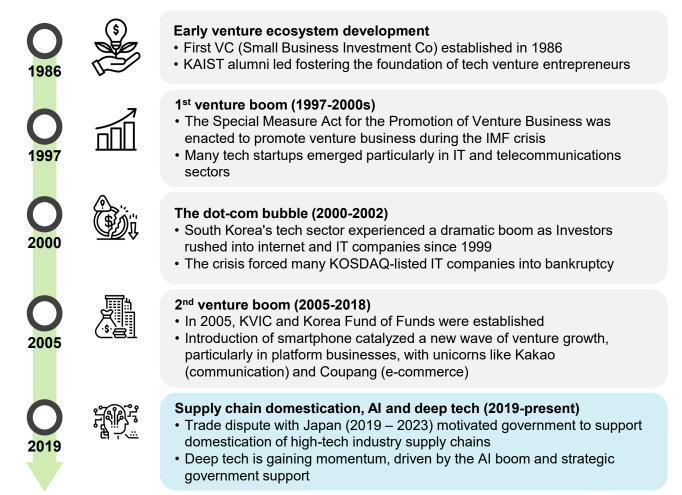


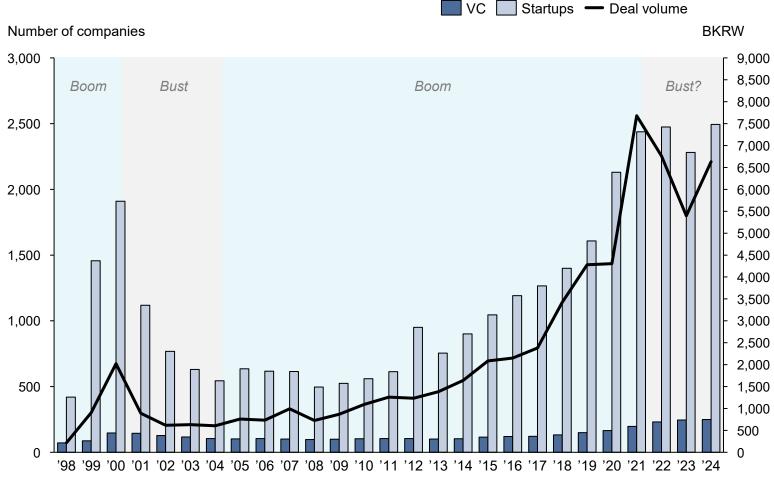
 Some foreign VCs and LPs are detected, but still below other mature tech ecosystems

Source: Expert interviews, Korea Fair Trade Commission (2024), The Chosun (2024), Business Korea (2024), Maeil Economy (2024), Hankyung 1 2, Newsis (2024), Pitchbook (2024), Reddal analysis.

# Historically, Korean VC ecosystem has evolved rapidly, experiencing several boom-and-bust cycles; push for deep tech investments faces challenges amid a declining market

# Korean venture investment – historical overview



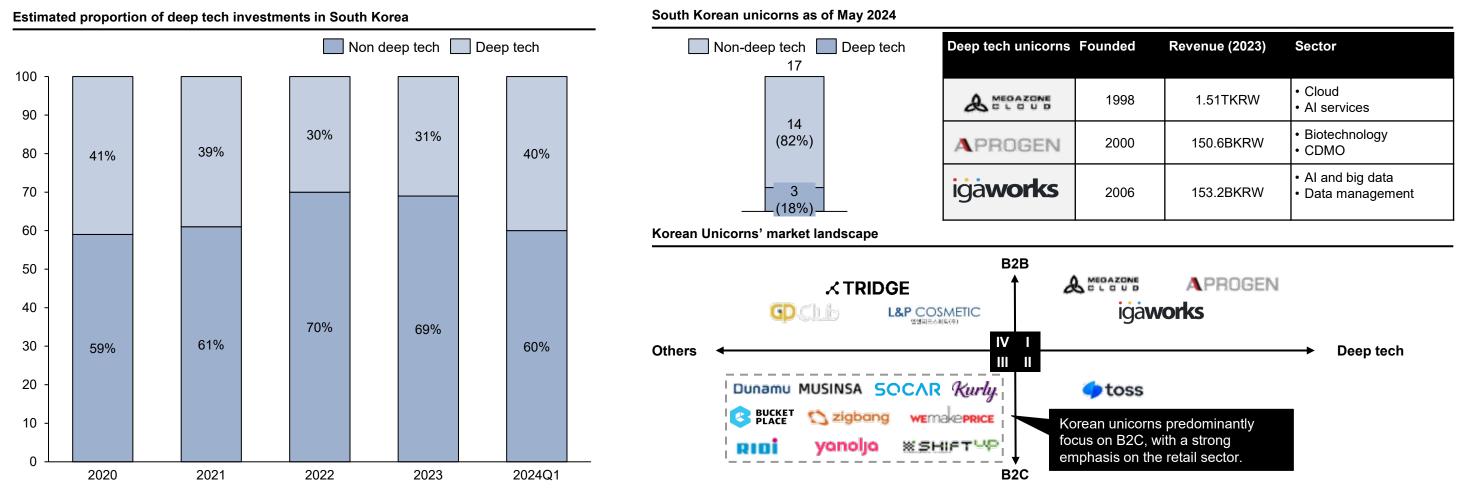


Source: Asia-Pacific Journal of Business Venturing and Entrepreneurship (2013), Korea Daily (2019), Government Index Portal, KVIC, KVCA.



# Investors may hesitate to pursue aggressive deep tech investments, as historically only few success stories with strong returns have been seen, posing significant risks

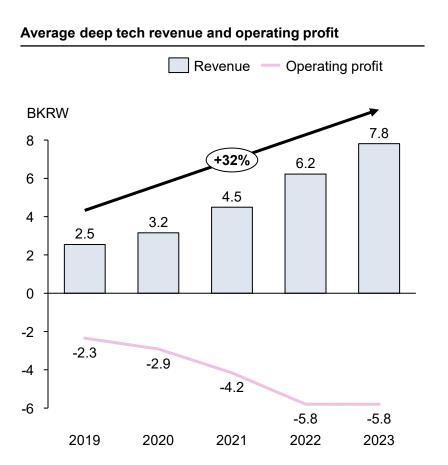
# Deep tech investment and unicorn composition

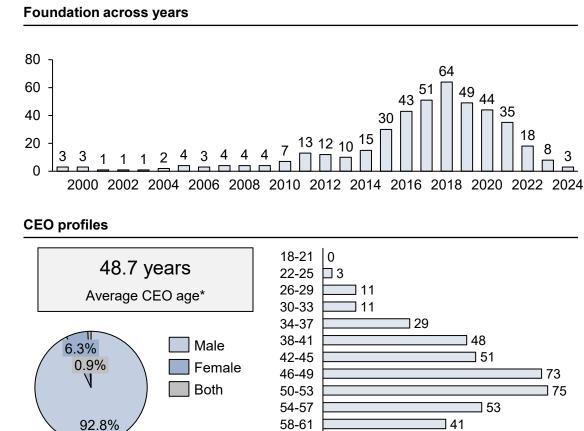


Source: Reddal analysis, Statistics Korea (2023), Ministry of SMEs and Startups (2024), CBINSIGHTS, WOWTALE (2024), Money Today (2024).

# While surviving deep tech firms show revenue growth, the downward trend in new firm formation raises concerns for future ecosystem growth

# Reddal's deep tech list in numbers – basic company profiles





62+

#### Remarks

# Surviving deep tech firms show rising revenue

- The average revenue of Reddal-selected deep tech startups continues on an upward trajectory
- The analysis excludes companies that are no longer active, which may introduce survivorship bias

# Deep tech formation is trending downward

- After peaking in 2018, new formation activities have slowed significantly
- Recent stealth-mode startups may not appear in the data, but macroeconomic challenges since 2022 coincide with lower activity

## **CEO** profiles remain largely male

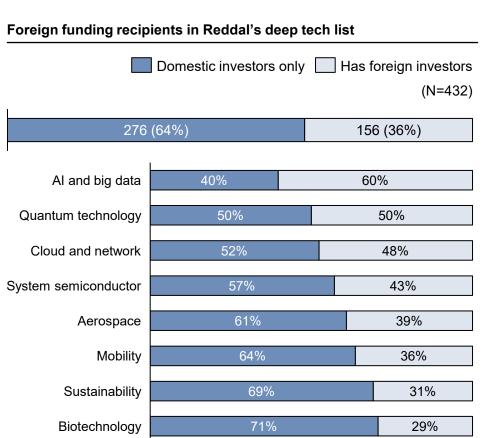
 Leveraging more female talent in tech and business could further strengthen the ecosystem

**NOTE:** Data pertain to 432 deep tech firms in Reddal's deep tech list. Financial and demographics data are as of Q1 2025. Source: Reddal analysis.



# Availability of foreign capital varies significantly by segment, and not all have succeeded in attracting global investor interest

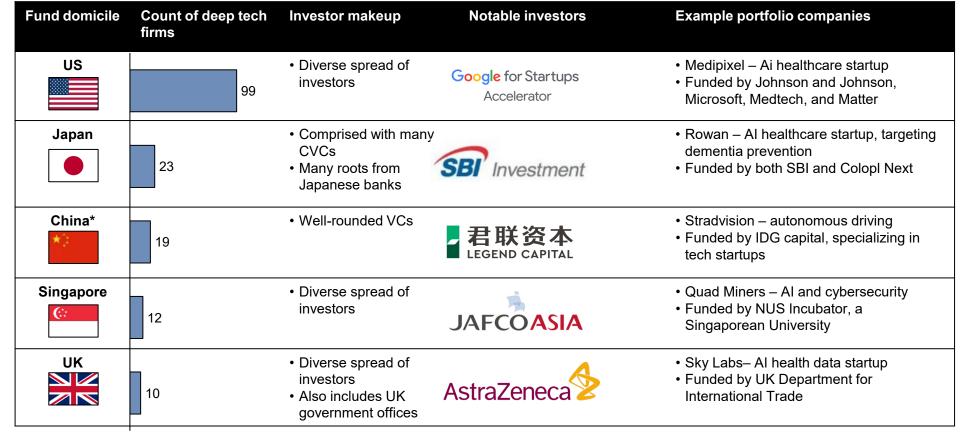
# Inbound foreign investment statistics



24%

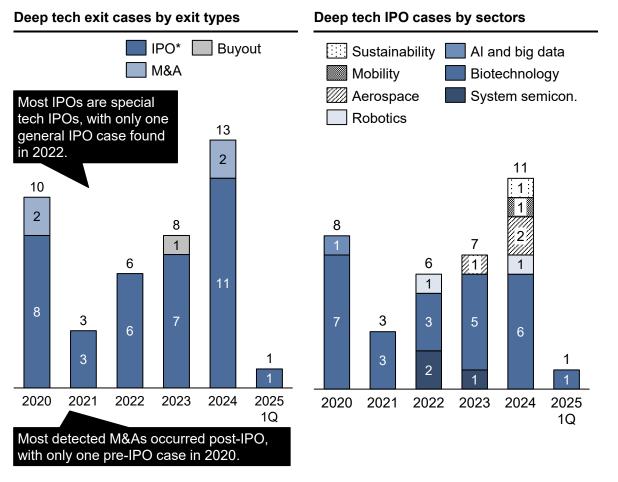


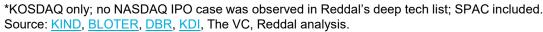
## Top 5 foreign investor origins

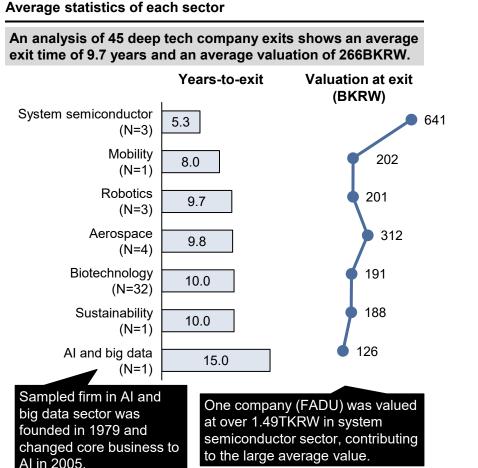


# Korean deep tech firms' preference for domestic IPOs, with the special tech track, contrasts sharply with foreign peers listing on US markets; this can limit foreign interest and globalization

# **Overview of exit cases**







#### Remarks

#### **Dominance of IPO**

- Domestic IPO accounts for 87.8% of deep tech startup exits, aligning with the overall trend of startup exits in Korea
- This stands in contrast to leading deep tech hubs such as Israel and the Nordics, where many public exits occur through listings on US or UK markets
- M&A is less commonly considered as an exit strategy for deep tech companies

## Leveraging special tech IPO initiative

- The number of deep tech startup IPOs has steadily increased since 2022
- This coincides with the increase of special tech IPOs during the fluctuations in the overall IPO volume, indicating that deep tech startups are actively leveraging the initiative

# Diversification into non-biotechnology sectors

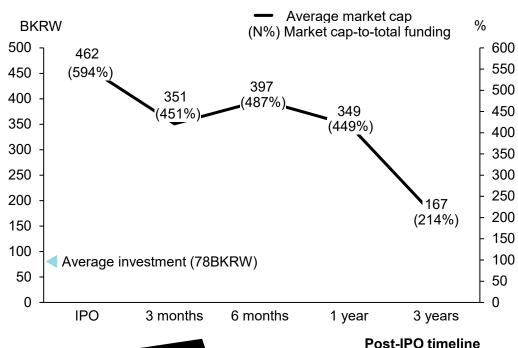
 A continuous diversification into nonbiotechnology sectors is observed in deep tech IPOs, reflecting the efforts of startups to expand beyond Korea's traditional stronghold



# Post-IPO performance in Korea has been weak, though recent valuation haircuts have helped stabilize expectations; diversified exit routes should be considered for post-exit growth

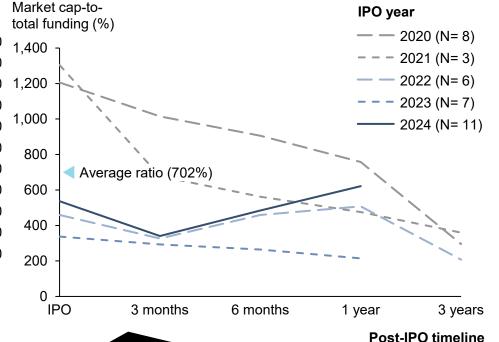
# **Post-IPO performance**





31% of companies listed for over three years conducted paid-in capital increases within the first three years following their IPO. These moves can significantly dilute existing shareholders and may indicate limited cash reserves.

## Annual IPO cohorts and financial performance<sup>2</sup>



Distinct valuation haircuts have been observed following IPOs since 2021. While stock price performance has remained relatively steady in recent years, longer-term challenges within the ecosystem and broader macroeconomic factors may pose risks to this stability.

<sup>1</sup>36 companies monitored during 2020-2025, KOSDAQ. <sup>2</sup>35 companies during 2020-2024, excluding 2025 data due to limited forward-looking visibility. Source: Korea Exchange (2025), Mirakle AI (2023), Newsis (2024), Hankyung (2024), Reddal analysis.

#### **Key observations**

## IPO valuation settling down to realistic level

- Public market investors in the 2020–2021 IPO cohorts absorbed losses due to inflated valuations driven by pandemic-era hype
- The average market capitalization at IPO was nearly six times higher than the average pre-IPO funding, reflecting aggressive pricing expectations
- Since 2022, significant IPO valuation haircuts have been observed, indicating a broader market correction toward more sustainable levels

#### **Implications**

## Opportunity for more sustainable investment

- A "quick win" mentality not only undermines market trust but also damages company reputation when results fall short of expectations
- The cooling of market sentiment opens the door for valuedriven investments grounded in clear financial outcomes
- This shift is expected to foster a longer-term investment perspective, rather than focusing solely on short-term post-IPO gains
- If high-performing companies deliver reasonable returns, it can strengthen the credibility of the IPO market and encourage broader investor participation



Ecosystem landscape and challenges: Building momentum requires global traction

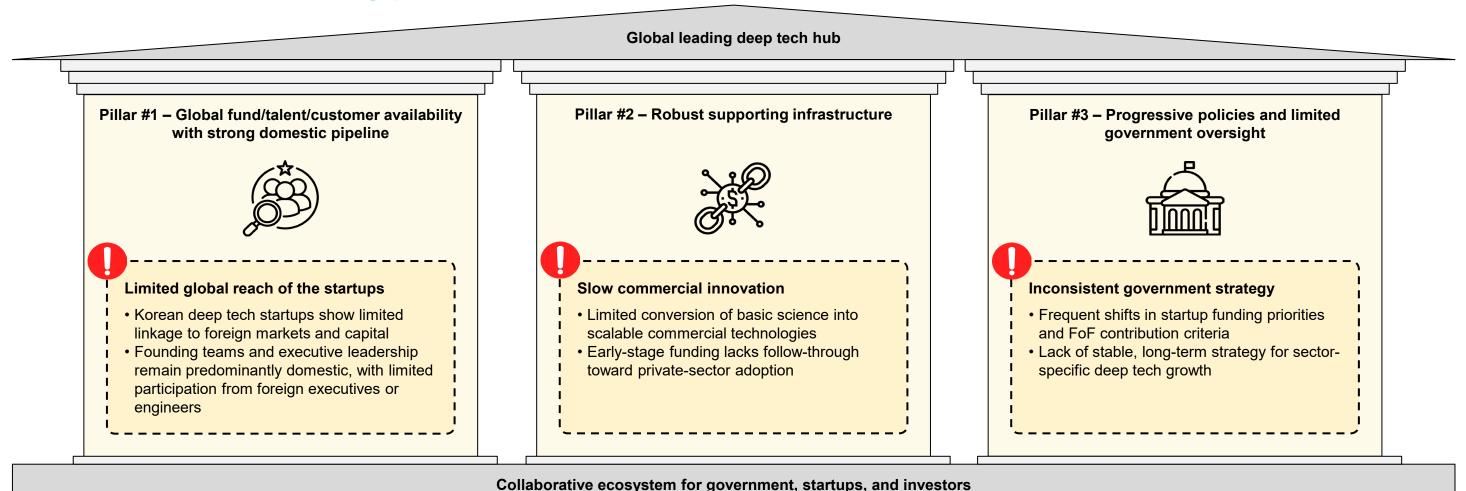
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# Successful ramp-up into a deep tech hub requires several prerequisites; most notably global startup engagement, strong innovation output, and consistent long-term government strategy

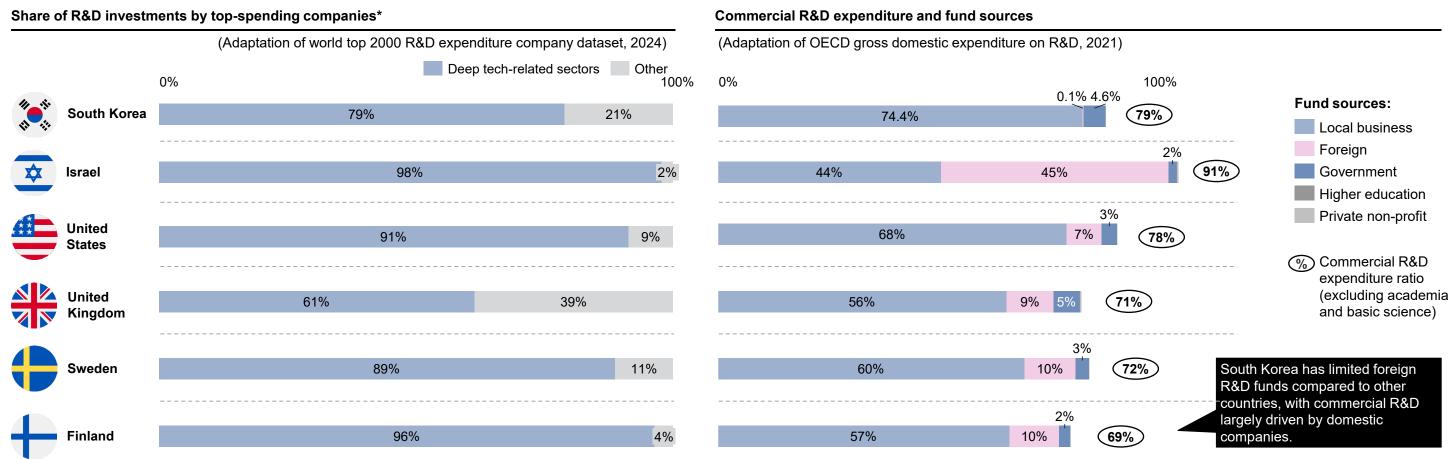
Overview of success factors and gaps





# Korea's R&D spending is less concentrated in deep tech and draws limited foreign funding compared to peers; more investment in frontier technologies is needed to attract global capital

# Deep tech ecosystem driver country comparison



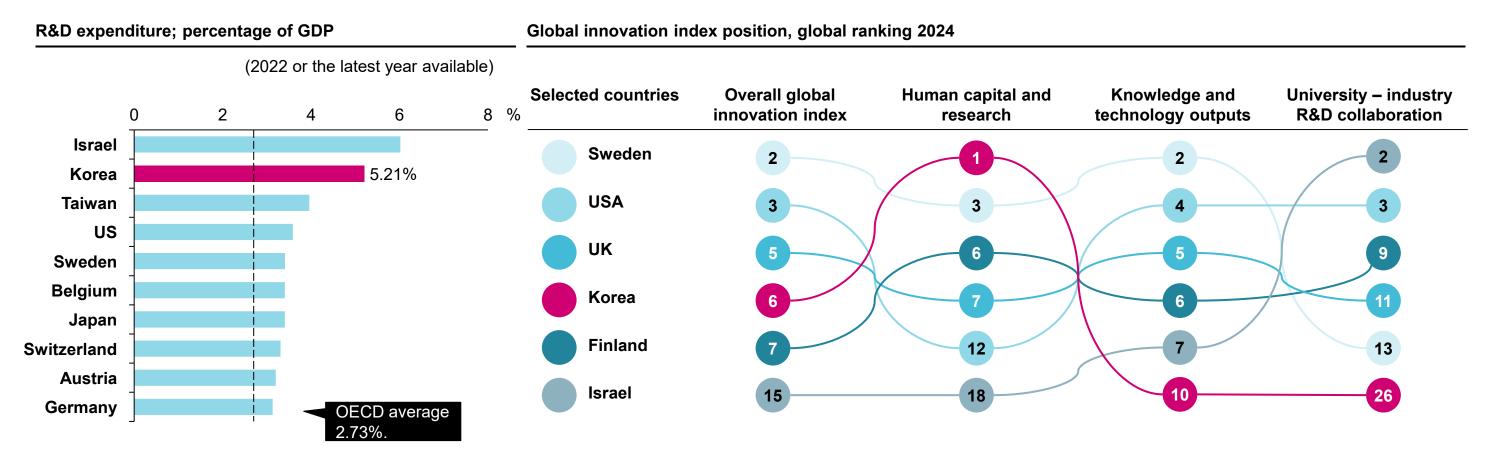
\*Deep tech related sectors are defined based on the scope of this report, including pharmaceuticals and biotechnology, aerospace and defense, automobiles and parts, health care equipment and services, technology hardware and equipment, software and computer services, electronic and electrical equipment, industrial engineering and alternative energy.

Source: Damodaran, European Commission (2024), OECD Data Explorer.



# Limited private sector innovation output seems to stem from low commercialization rates and weak academia-industry collaboration despite a highly skilled talent pool

Korea's R&D paradox and impact on deep tech startup formation





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Startup growth strategies

Investor value capture strategies

Government support optimization



# Sustainable growth of the Korean deep tech ecosystem requires key stakeholders to collaborate effectively and systematically, tackling the most difficult challenges head-on

# **Summary of recommendations**

		Recommendations	From	То
Startups: broaden ambition and commercialize globally	1.1	Tackle globally challenging problems	Regional application and tweaks of globally popular and trendy technologies	Focus on innovation to develop groundbreaking technologies and secure core intellectual property
		Develop robust commercialization strategies and test them globally	Core company functions focus on R&D while searching for domestic conglomerate partnerships	Recruit experienced commercial officers to design and implement go-to-market strategies at the top level
				Actively engage with global customers and differentiate from competitors by leveraging unique features and value propositions
	1.3	Reduce dependence on government subsidies	Reliance on government subsidies for operational expenses	Proactively engage private sector investors and strategic partners to support commercialization and sales strategies
				Focus on a limited number of government programs while ensuring adequate resources for independent business development
Investors: move beyond generalist VC habits to back real deep tech	2.1	Increase internal deep tech competence to better distinguish and support startups	Funding decisions follow traditional VC investment principles instead of specialized deep tech expertise, often focusing on AI or robotics without fully understanding underlying technologies	Build internal expertise in evaluating deep tech startups, focusing on technical potential and scalability
				Use tailored valuation models that account for technical competencies rather than relying solely on early financial data
	2.2	Diversify LP composition	Traditional VC LPs include government funds, financial institutions, and top conglomerates	Expand to include more diverse funding sources to boost funding for innovation-driven ventures
Government: enable innovation through deregulation and smart capital deployment	3.1	Deregulate – investment restrictions and portfolio management	Deep tech funds limited by rigid portfolio criteria (for example, company age, region, or application)	Grant greater freedom to GPs to select and fund startups based on return potential, promoting a diverse and innovative portfolio
	3.2	Deregulate – testing environment for upcoming technologies	Testing of new technologies hindered by laws requiring infrastructure-specific regulations	Establish flexible testbeds for emerging technologies, enabling rapid trials and scalable data collection without frequent regulatory changes

Source: Expert interviews, Reddal analysis.



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# **Startup growth strategies**

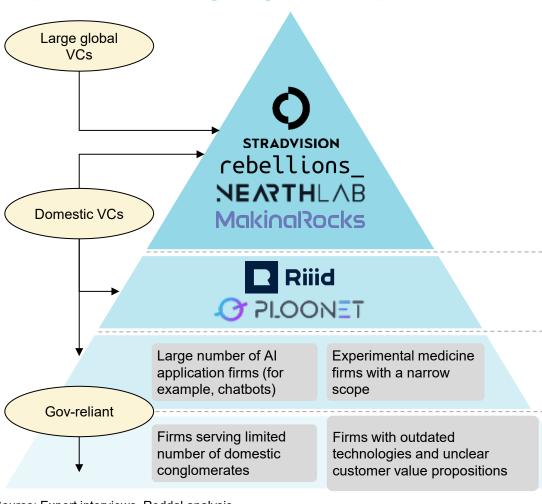
Investor value capture strategies

Government support optimization



# For startups, tackling globally challenging problems and developing robust commercialization plans can pay off – the goal should be to reach tier 1 status

# Deep tech tiers - targeting for the top



#### Tier 1 deep tech

2-3%

Global leaders developing proprietary core technologies that are difficult or impossible for competitors to replicate, driving sustained market dominance

## Tier 2 deep tech

5-10%

Regional leaders offering specialized products targeted at niche customer segments, leveraging strong domain expertise

#### Tier 3 deep tech

30-50%

Companies applying globally popular technologies to serve local markets, focusing on broad yet localized applications

#### Tier 4 deep tech

The rest

Companies with limited market traction and weak R&D capabilities, struggling to differentiate through innovation

#### Key traits of Tier 1 deep tech

## Non-replicable core technologies



- Possession of IP deeply rooted in advanced technical
   capabilities
- Ability to turn expertise into viable products and services

#### Global presence/leadership in the domain



- Significant portion of revenue coming from international sales
- Technological partnerships or direct competition with major global players

#### **Attracts foreign investments**



- Funding received from major foreign VCs
- Board members and/or executives from global investors, enabling global strategy support and access to foreign customers

#### Scalability

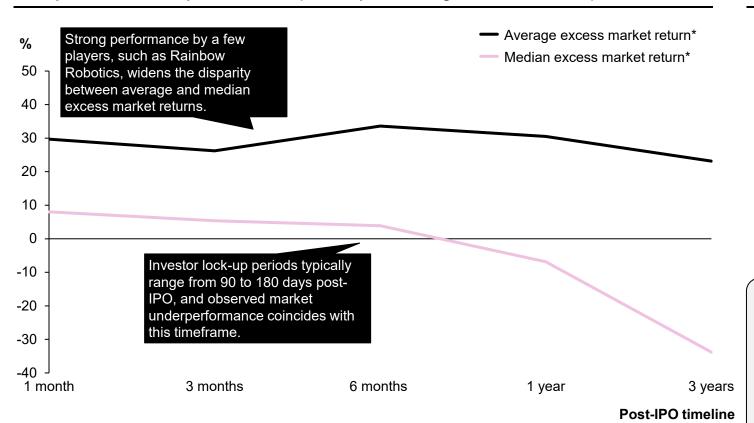


- Compelling financial implications based on strong productmarket-fit
- Validated with strong sales records
- Larger supply deals spotted

# Preventing premature exits and prioritizing globally oriented growth plans should be prioritized to boost creation of tier 1 level global startups

# Overview of IPO-based exits and implications

Stock performance after special tech IPOs (153 companies during 2020-2025, KOSDAQ)



#### Key findings and tech firm strategy implications



Stock market underperformance of special tech IPO companies after 6 months

# Evaluate whether domestic IPO is the right path

Weigh regulatory burdens, market scrutiny, and long-term capital requirements before committing to a public listing.

# Exercise patience to avoid premature exits

Recognize that deep tech innovations often need longer timelines to prove commercial viability, and rushing an exit can diminish potential returns.

# Consider a broader mix of exit strategies

Evaluate M&A, buyout, or private secondary transactions as alternative options to avoid over-reliance on volatile public markets.

\*Excess market return = [Return on stock relative to IPO price – KOSDAQ index return over the same period]. Source: Korea Exchange (2025), Reddal analysis.



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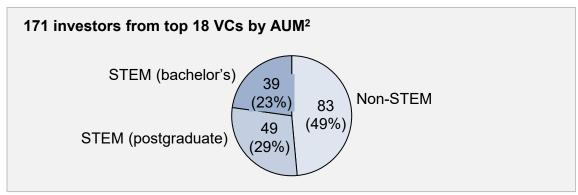
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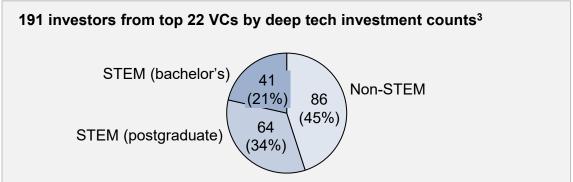


# Investors' STEM backgrounds do not always lead to successful deep tech-focused portfolios; deeper technical expertise may be needed for prudent investment decisions

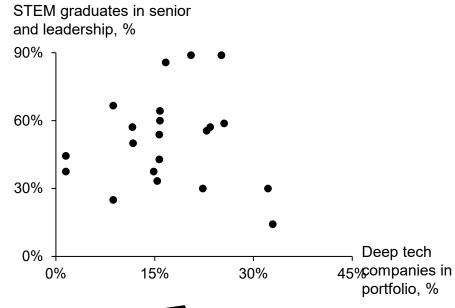
# Deep tech investor technical background and development needs

## Senior VC staff's academic background<sup>1</sup>





## STEM graduates vs deep tech investment in top Korean VCs



Tech proficiency itself may not drive deep tech investment, as there is no clear correlation between the share of STEM-trained leadership and deep tech investments.

#### **Considerations**

- Over half of senior team members at leading Korean VCs and active deep tech investors have STEM degrees, suggesting a strong technical foundation across the sector
- It remains uncertain whether this academic background translates into more active or informed deep tech investments
- Interviews with startup executives and investment professionals highlight the need for capability development among investors to assess complex technologies and their commercial potential
- Many deep tech fields demand expertise beyond general scientific literacy, calling for more rigorous and specialized evaluation competencies

<sup>&</sup>lt;sup>3</sup> Based on the top 22 VCs with the highest deep tech investment counts; two excluded due to missing team data. Source: Company websites, DART, expert interviews, Reddal analysis.



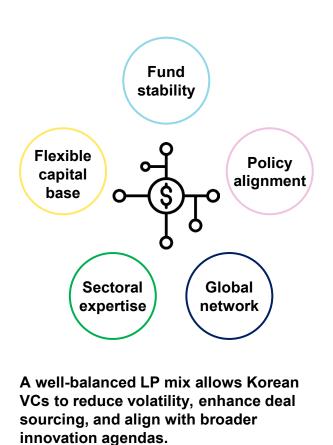
<sup>&</sup>lt;sup>1</sup> "Senior" includes director or equivalent level and above; non-investment roles excluded.

<sup>&</sup>lt;sup>2</sup> Based on 18 out of Korea's top 30 VCs by AUM, selected based on available team data and deep tech investment activity.

# Diversifying investor LP base and leveraging external partnerships to access larger global capital pools and specialized domain expertise can enhance their chances of success

# LP composition and strategic benefits of external partnerships

LP type	Korea	United States	United Kingdom	Strategic benefits
Financial institutions	High	High	Low	<ul><li>Access to global capital markets</li><li>Structured finance and risk expertise</li></ul>
Government agencies	High	Low	Medium	Large capital     Support for networking and commercialization
Corporates	Medium	Medium	Medium	<ul><li>Exit opportunities</li><li>Commercialization</li><li>Industry connection</li></ul>
Family offices and private individuals	Medium	High	Medium	<ul><li>Long-term capital</li><li>Industry connection</li><li>Sector expertise</li></ul>
Pension funds	Low	High	Medium	<ul><li>Long-term capital</li><li>Large capital</li><li>Credibility signaling</li></ul>
Universities and academic institutions	Negligible	Low	Low	Access to research networks     Early discovery of university spin-offs
Sovereign wealth funds	Negligible	Low	Low	<ul><li>Global diversification</li><li>Key driver of facilitating sustainable investment</li></ul>



\*Financial institutions include six categories: banks, non-bank depository institutions, financial investment business entities, insurance companies, other financial institutions, and financial auxiliary institutions. Source: Ministry of SMEs and Startups, BVCA, KIC, Maeil, Forbes, The Economist, Tesi, Reuters, Nikkei Asia, Reddal analysis.



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# **Government support optimization**



# Korean government's key roles should include providing more flexibility in investment execution and portfolio management as well as easing testing restrictions for emerging technologies

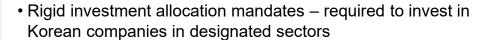
# **Government's support areas**

## Support areas



## Challenges

# Rigid investment rules limit flexibility and long-term returns



- Restrictive portfolio strategies public FoFs require deployment into early-stage firms in pre-defined sectors
- Tight deployment timelines requires large disrobements within 3-5 years

#### **Potential solutions**



# Introduce greater flexibility to unlock more diversified investment flows

- Increase flexibility in domestic investment allocation
- Enable broader portfolio investment strategies
- Extend investment horizons

## Success cases



Yozma Program Foreign VC co-

investments



VCCI

Various funds across life stages



**EIC**Patient capital up to 15 years



Investment and

management

portfolio

Testing environment for emerging technologies



# Overly conservative and fragmented regulations delay innovation

- Positive-list approach dominates allowing only preapproved technologies for field testing
- Limited sandbox scope they do not adequately cover Al/robotic/quantum tech
- Unclear regulatory guidance



# Adopt open testing principles and global regulatory standards

- Expand a negative list approach
- Regulatory harmonization across jurisdictions and emerging technologies



# **US** states

Negative list for autonomous driving



# **EU** government

Cross-border harmonization for emerging tech

Source: KVIC 1 2 (2025), K-Growth (2024), Business Korea (2025), SBIC (2025), KVCA, Ministry of Government Legislation (2022), BVCA, betakit (2023), ITA, Norton Rose Fulbright (2022), Money Today (2024).

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# A phased approach will effectively support ecosystem development, with policy, talent, and infrastructure serving as critical enablers for becoming a global innovation hub

# Suggested ecosystem development roadmap

hase I: Nurture future global deep tech champions	Phase II: Ecosystem expansion	Phase III: Global positioning 2028 - onwards	
2025 - 2027	2026 - 2029		
tablish regulatory sandboxes to fast-track testing for obally scalable technologies ovide targeted early-stage tax incentives and capital pport for tech with export potential used global talent development unch elite fellowship and leadership programs tailored top-tier deep tech firms evelop partnerships between universities and industry co-develop frontier technologies tablish dedicated scholarships and subsidies for future ent aligned with global commercialization	<ul> <li>Funding and investment mechanisms</li> <li>Introduce venture matching funds or seed grants for promising research spin-offs</li> <li>Incentivize private investors through co-investment and targeted capital gains exemptions</li> <li>Attract global VC by showcasing early pilots and robust public-private partnerships</li> <li>Infrastructure scaling</li> <li>Create shared testbeds to foster collaboration and lower entry barriers for startups</li> <li>Upgrade country's digital backbone for scalable experimentation and deployment of new tech</li> </ul>	<ul> <li>Collaborative ecosystem</li> <li>Form regional and global alliances with leading innovation hubs for R&amp;D partnerships</li> <li>Attract foreign experts and entrepreneurs in critical deep tech fields with targeted support</li> <li>Organize flagship events or summits to attract global attention and strengthen partnerships</li> <li>Commercialization and market development</li> <li>Pursue high-impact demonstration projects with leading international partners in Korea</li> <li>Target global markets through trade missions, bilaterial agreements, and export strategies</li> </ul>	

Targets / milestones

Key initiatives



Deployment of testbeds to validate early breakthroughs



Dedicated funding for export-ready technologies



Major success cases with global traction and sales



Attraction of global talent and larger investment



Diversification into emerging fields like quantum and nuclear



Established global deep tech hub



