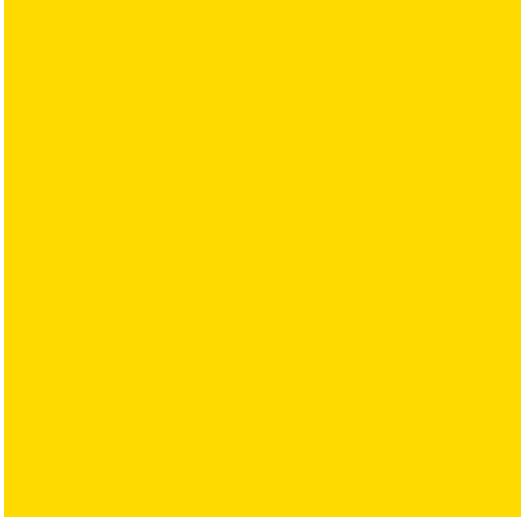


# LIFE SCIENCES PRACTICE GROUP

SAVILLS NORTH AMERICA



# Mission

Founded by a group of **life science industry** veterans leveraging **technology** and **data** to identify **bespoke real estate strategies** for the future of **science and innovation**.



**100+**  
Members in  
29 Markets



**10+**  
Lab and Facility  
Planners



**50+**  
Life Science  
Transaction Leaders



**20+**  
Life Science  
Workplace Experts



**25+**  
Life Science Location  
and Data Analysts



**20+**  
Lab Design and  
Construction Leaders







## Life Sciences Industry Market Coverage



# Lifecycle of a Life Science Company

We pair our industry-leading insights, knowledge of trends, and unique tenant perspective to execute in parallel to your company's growth.

Whether you are a start-up or a Global commercial company, our multi-service platform and global network will help you save time, costs, and hassle for all things real estate.

1

## Seed/Angel

Location(s): **0-1** (Virtual, incubators incubated in VC firm)

Employees: **1-10**

HQ Office Size: **<5,000 SF**

### Client Objectives

- Establish initial team
- Product development, roadmap, and operations
- Establish science and technology platform
- Establish business model and value creation plan

### Services Deployed

Tenant Representation | Financial Modeling  
Lab Planning

### Savills Value Proposition

We provide guidance through the maze of lab incubator providers and sublease/direct markets with the goal of maximizing flexibility & optionality to support business growth.

2

## Series A/B

Location(s): **1**

Employees: **10-50**

HQ Office Size: **5,000-30,000 SF**

### Client Objectives

- Establish R&D and pipeline
- Business development and partnerships
- Expanding scientific and development teams

### Additional Services Deployed

Peer Benchmarking | Location Analytics | Lab Design and Construction | Workplace Strategy

### Savills Value Proposition

Our team focuses on cost-effective solutions that preserve capital to grow the business, while identifying solutions that will aid in the recruitment and retention of top talent.

3

## Series C/Crossover/IPO

Location(s): **1-2**

Employees: **50-200**

HQ Office Size: **30,000-100,000 SF**

### Client Objectives

- Move into later stage development
- Expanding G&A
- Building early commercial infrastructure

### Additional Services Deployed

Commercial Strategic Planning | Cross Border Incentives Consultation

### Savills Value Proposition

Align business operations and real estate expenses - lead client through a strategic planning exercise, to begin charting out a mid-term plan to growth, while continuing to optimize for flexibility.

4

## Post IPO/Establish Commercial

Location(s): **2-5**

Employees: **200+**

HQ Office Size: **100,000 SF+**

### Client Objectives

- Establish commercial and manufacturing operations
- Expand R&D
- Continued corporate expansion

### Additional Services Deployed

Portfolio Management | Lease Administration  
Capital Markets | Manufacturing and Distribution

### Savills Value Proposition

Our team ensures that your entire real estate portfolio is optimized for cost savings and balanced for workplace and lab quality.





# Savills Real Estate Expertise

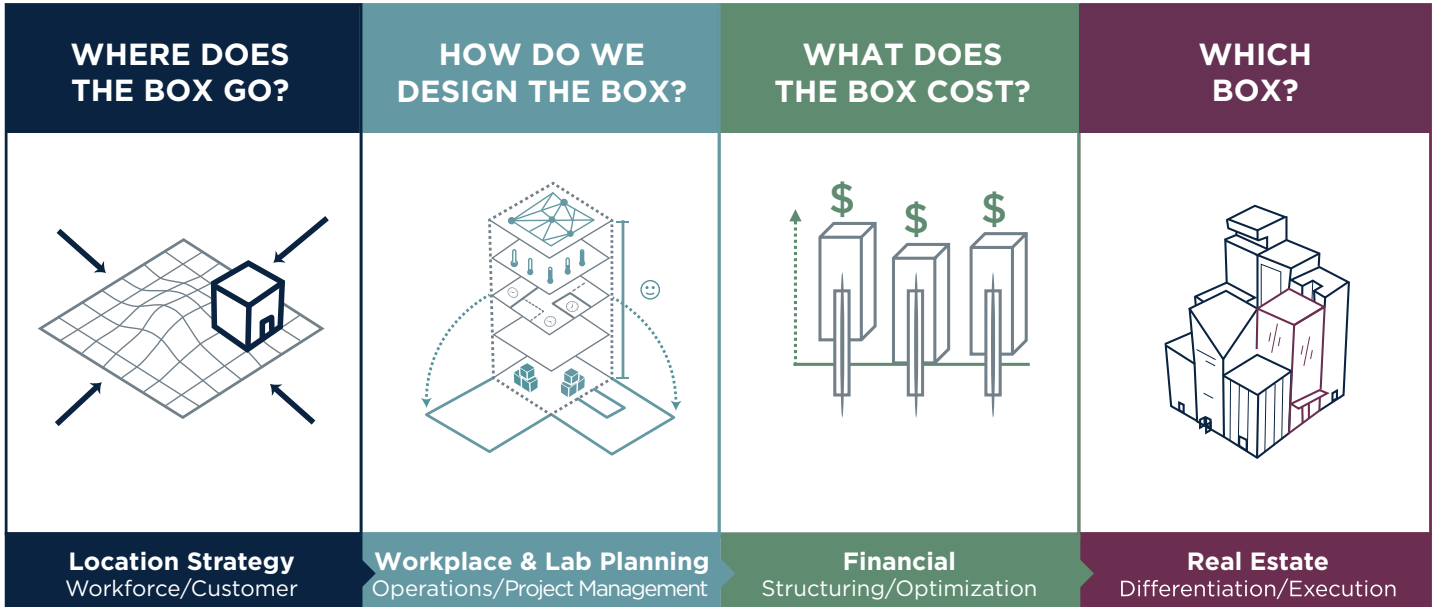
## YOUR CHALLENGES

## OUR SOLUTIONS

<p><b>Office &amp; Laboratory Lease Negotiation</b></p>	<p><b>BROKERAGE</b></p>	<p>Our conflict-free representation platform is a fundamental difference in philosophy when compared to our competitors in North America</p>
<p><b>Laboratory Design &amp; Operations</b></p>	<p><b>LAB &amp; FACILITY PLANNING</b></p>	<p>Provide integrated support focused on infrastructure planning, builds and operational establishment of laboratory facilities</p>
<p><b>Identifying Scientific Talent</b></p>	<p><b>LABOR ANALYTICS</b></p>	<p>Data driven approach to location strategy that prioritizes and connects the most impactful variables around talent and revenue back to the fundamental real estate decision</p>
<p><b>Workspace Effectiveness &amp; Efficiency</b></p>	<p><b>WORKPLACE STRATEGY</b></p>	<p>Systematic process designed to uncover organizational drivers, provide unbiased spatial and end-user planning data, and ultimately assist leadership with making fully-informed decisions about your square footage requirements</p>
<p><b>Lab Design and Construction Oversight</b></p>	<p><b>PROJECT MANAGEMENT</b></p>	<p>Senior, trusted advisors with life science experience implementing developed solutions, managing risk, and preserving a competitive cost environment</p>
<p><b>Consistent International Service</b></p>	<p><b>CROSS BORDER</b></p>	<p>Our US-based team has lived and worked globally allowing us to bring you the power of our international platform and translate local nuances to ensure the best results</p>
<p><b>Flexible Office Requirements</b></p>	<p><b>WORKTHERE</b> (Powered by Savills)</p>	<p>Global flexible office advisory group that leverages proprietary technology tool with dedicated experts to take care of any flexible office requirements saving time, hassle &amp; money. Also offering portfolio wide consulting services.</p>
<p><b>Corporate Real Estate for High Growth</b></p>	<p><b>OCCUPIER SERVICES</b> (Portfolio Advisory)</p>	<p>Tailored playbooks to ensure consistent transaction processes and standardized metrics to assess, prioritize, and optimize real estate across multiple locations</p>
<p><b>Rapid Real Estate Analysis</b></p>	<p><b>KNOWLEDGE CUBED</b></p>	<p>Combines high speed AI-powered data structuring, visualization technology, proprietary datasets, and expert consultants to analyze portfolios lightning fast</p>

# Our Integrated Approach

Our team prides itself on maintaining a unique consultative approach to all real estate assignments. The process is broken down into four key workstreams, which merge together in concert to optimize for clients' scientific requirements operational structure, human capital, workplace drivers, growth plans, technology, and financial goals.



- Size/scope/growth projections?
- Who needs to be at certain locations?
- Commute analysis for existing employees?
- Where does the critical talent live?

- Sized appropriately for equipment and growth?
- Correct utilities and base building requirements?
- Lab and Facility support?
- Efficient process flow and layout?
- Lab space optimization?

- Own vs lease consideration?
- Capital event timing?
- Depreciation and write-offs?
- Accounting concerns/methodology?
- Cash and P&L deferment?

- Preferred building style/image?
- Other acceptable submarkets?
- Opportunities within the building?
- Building and market dynamics?
- Flexible options available to mitigate downstream risk?





## Testimonials

“I have known Austin for 7 years and in that timeframe, we have worked on 10 different real estate transactions. Austin has a deep understanding of the Biotech and Pharma space, knows and listens to what is important to his clients, and is a consummate professional in all areas of corporate real estate and development. Austin’s ability to get things done on a short timeframe, and often with evolving requirements easily eclipses any other broker I have worked with in my 30-year career. Austin knows when to be aggressive to get his clients the outcome they desire while ensuring relationships remain good between tenants and owners which sometimes is hard to achieve. Austin is someone you want in your corner for any type of corporate real estate event.”

**Brian Blagg, Vice President of Real Estate & Facilities**  
Revance Therapeutics

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“We are profoundly grateful for your level of advisorship and participation in our space planning and move. Nothing is too small or too big for you to tackle with a lot of grace, humility, wit, and intelligence. We notice and are so glad you represent US.”

**Stacey Porter, Vice President of People**  
Outset Medical

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“The space and move to Fenway really reflects our pioneering spirit. And it’s added value to our company, not just because the ROI on the space was good relative to Cambridge, but because it adds value to us and our ability to recruit, our ability to keep our team excited in ways that I personally didn’t anticipate.”

**John Keilty, Chief Data Sciences Officer**  
Decibel Therapeutics







## Our Clients



# Savills At A Glance

**1855**

Deep Global Experience

**39,000+**

Employees (Global)

**#1**

Occupier-focused Advisory Firm

**1954**

Pioneered the US Tenant Representation Business Model

**900+**

Employees (North America)

**38**

North American Offices

**We Amplify the Power of Your People**

## LOCAL TEAM

**EDWIN YARBROUGH**

**Southeast Life Sciences Brokerage**

edwin@t3advisors.com

+1 704 996 4986

**VINNIE DURAND**

**Southeast Life Sciences Brokerage**

vinnie@t3advisors.com

+1 919 449 6720

**RYANNE BOURSQUOT**

**Southeast Lab Planning**

ryanne@t3advisors.com

+1 781 244 2120

**AUSTIN BARRETT**

**Head of Life Sciences**

barrett@t3advisors.com

+1 650 269 9941

**RJ PANZO**

**National Lab Planning**

rj@t3advisors.com

+1 617 501 6735

**KELLY KENNEDY**

**National Life Science**

**Workplace Strategy**

kelly@t3advisors.com

+1 781 424 0612

**About Savills Inc.**

Savills helps organizations find the right solutions that ensure employee success. Sharply skilled and fiercely dedicated, the firm's integrated teams of consultants and brokers are experts in better real estate. With services in tenant representation, workforce and incentives strategy, workplace strategy and occupant experience, project management, and capital markets, Savills has elevated the potential of workplaces around the corner, and around the world, for 160 years and counting. For more information, please visit savills.us and follow us on LinkedIn, Twitter, Instagram and Facebook.