



Benefits of Incubator space to startups (and more)

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Lab director

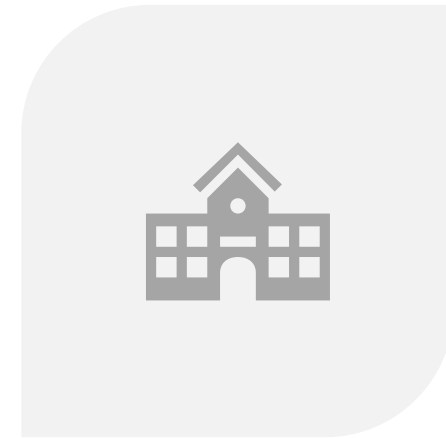
Biolabs at the Lundquist Institute
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What is an incubator space?



PROVIDES SHARED WORKSPACE,
RESOURCES, AND SUPPORT TO EARLY-
STAGE BIOTECHNOLOGY COMPANIES.



INCUBATORS TYPICALLY OFFER
OFFICE SPACE, LABORATORY
SPACE, EQUIPMENT, AND ACCESS
TO MENTORS, INVESTORS
AND/OR FUNDING.



Benefits of an incubator space



Networking opportunities: with other entrepreneurs, scientists, investors, and mentors.



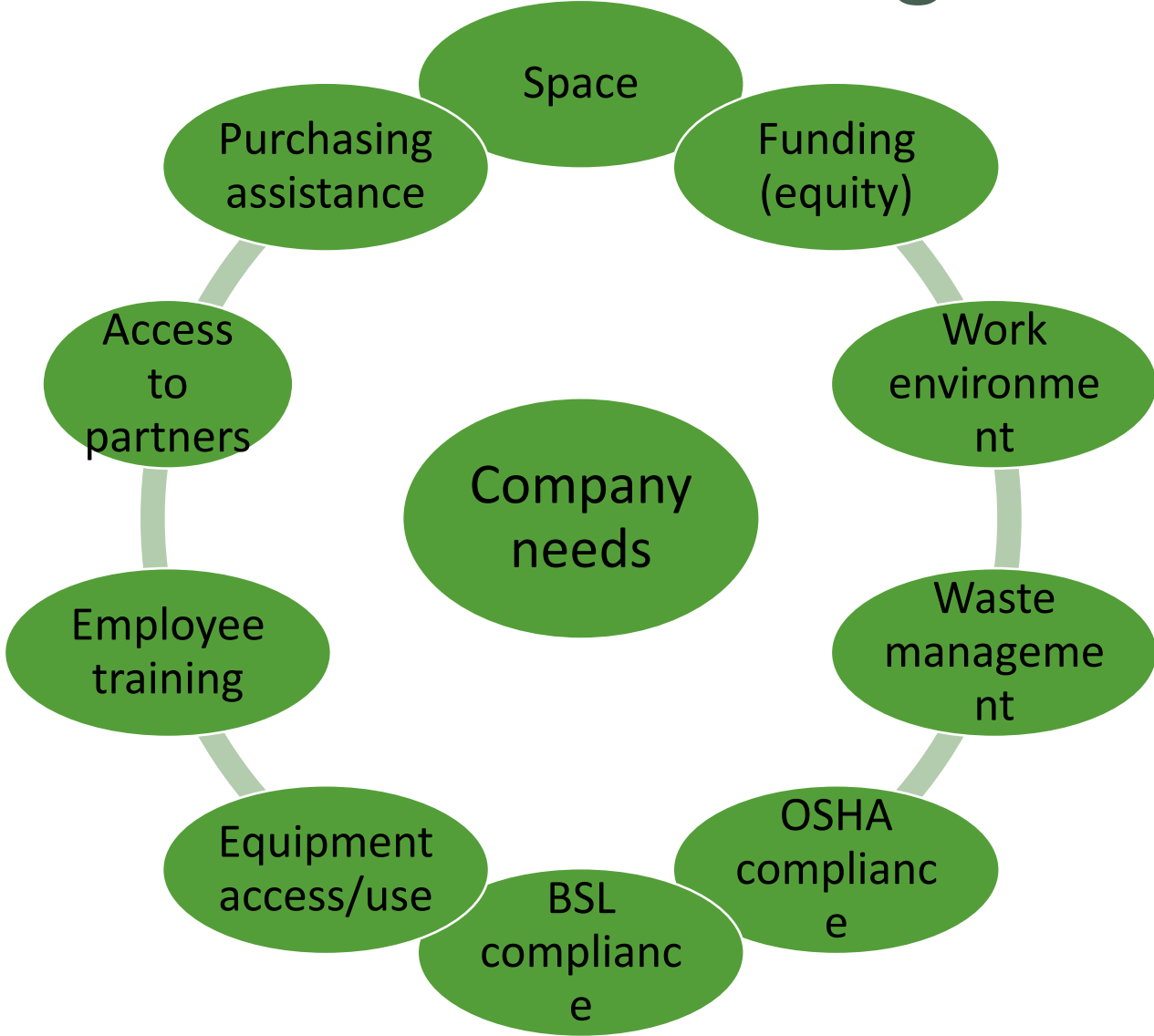
Mentorship: Incubators have experienced entrepreneurs and investors who can provide mentorship to startups.



Reduced risk: providing a safe and supportive environment to grow. for investors: quick success/quick fail



Points to consider when choosing an incubator



BioLabs is more than just lab space!

Our mission is to empower entrepreneurs and to accelerate science innovation worldwide.

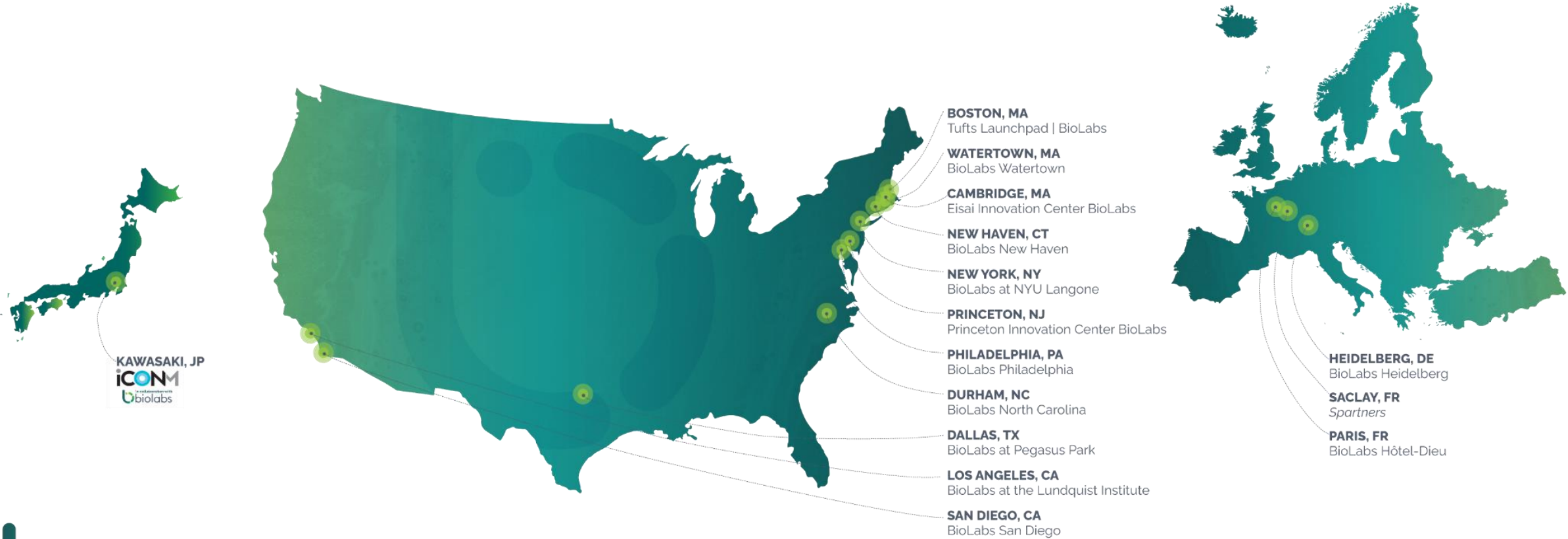


BioLabs is
“built by entrepreneurs for entrepreneurs”

Johannes Fruehauf, MD PhD
Founder and CEO

The largest network of startup incubators for biotechnology

- Operating & expanding in leading innovation clusters



biolabs An International Network



BioLabs by the numbers

220,000+

square feet under current management across sites

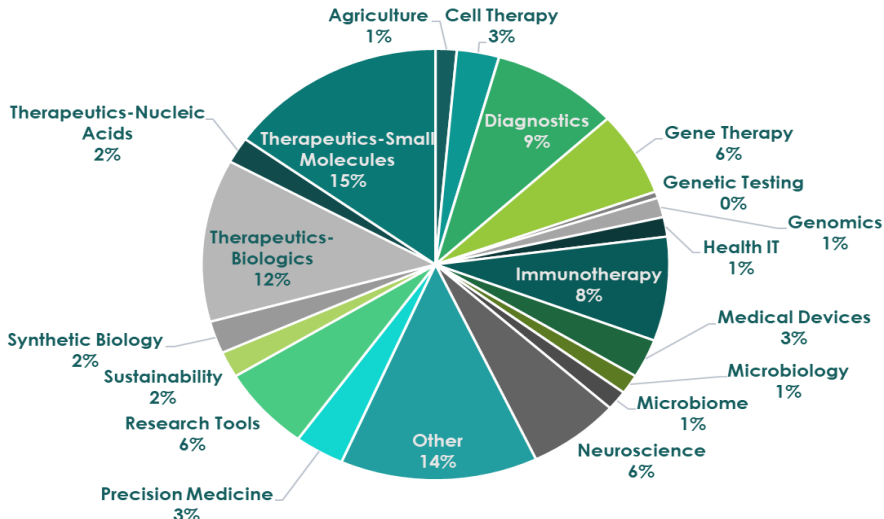
220+

number of current companies in residence

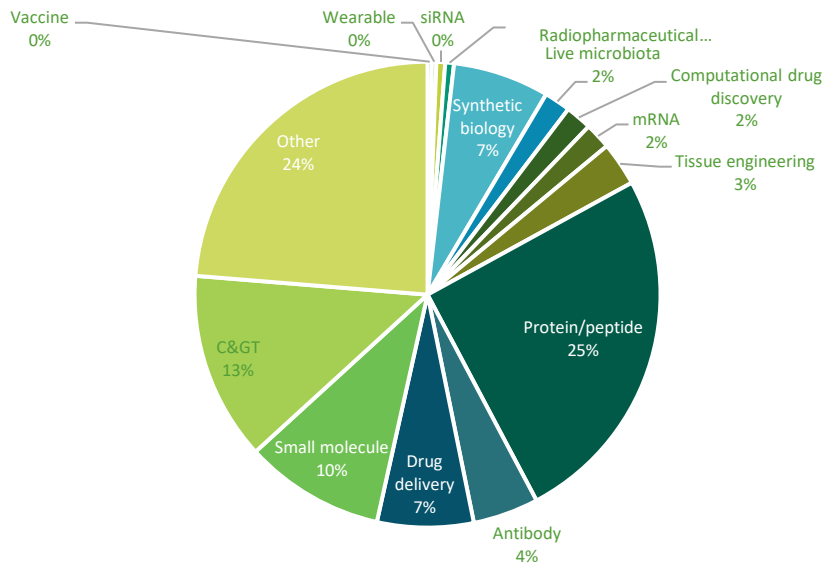
\$100+M

Sourced and secured in tenant improvements, cash and in-kind sponsorships by BioLabs

>20 Research Areas



>15 Modalities



A track record of catalyzing innovation + economic development



Companies supported



Jobs added



Investments raised



Other milestones

IPSEN INNOVATION CENTER | biolabs

2018-2021

33

269

\$2B+

biolabs PHILADELPHIA

2018-2021

20

240

\$220.6M

67 Patents issued

Tufts Launchpad | biolabs

2017-2021

46

50+ /year

\$525M+

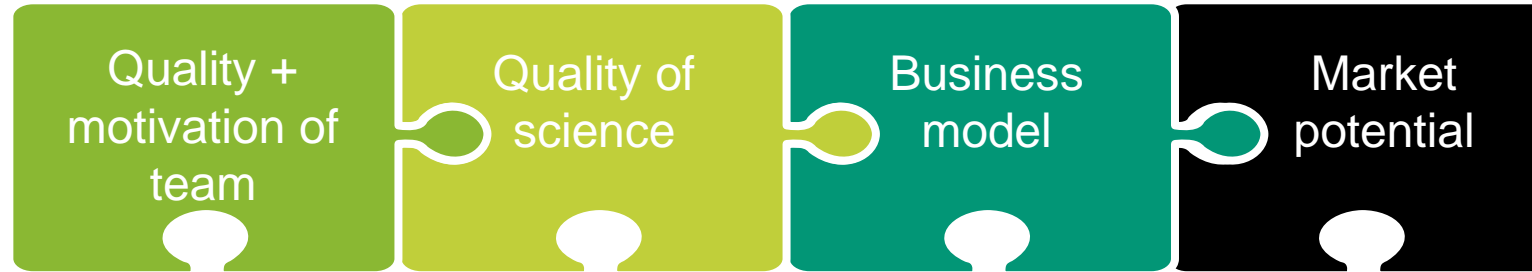
3 IPO's



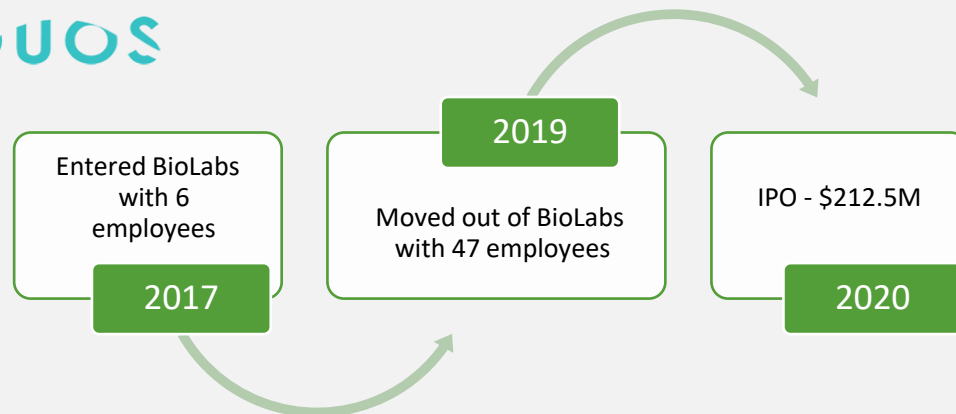
BioLabs identifies and accelerates the most promising cutting-edge start-ups



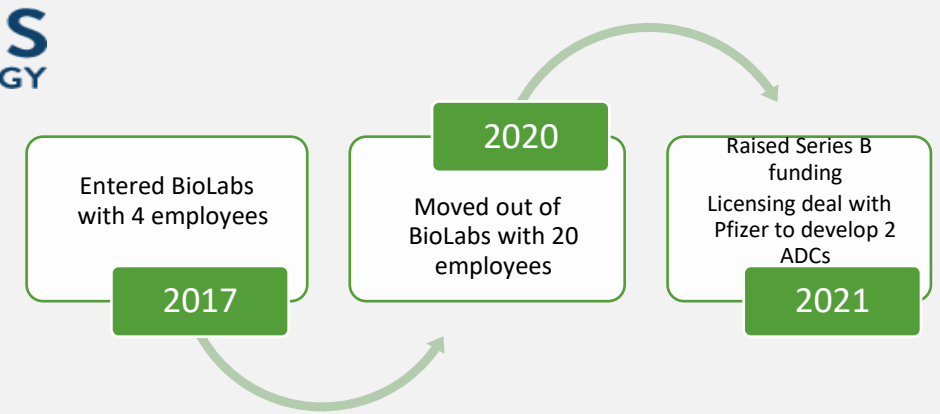
Residents enter through a selection process involving local stakeholders. Selection criteria include:



BioLabs Success Stories



A precision genetic medicine company focused on developing gene therapies with the potential to restore, improve and preserve high-acuity physiologic hearing.



Improving the lives of patients with difficult-to-treat cancers by building and developing a superior portfolio of biologics, including antibody-drug conjugates (ADCs) and monoclonal antibody (mAb) immunotherapies



BioLabs convenes the essentials of a successful startup ecosystem



BioLabs sponsorships ensure access across the life science sector to our high-potential startups



Sponsor access leads to impact

Sponsors provide in-kind support in the form of scientific equipment and other tools for shared use by all resident companies. This access to early-stage companies is a win-win proposition.



- ThermoFisher acquired Phitonex



- Boehringer Ingelheim launched a collaboration with Trutino



- GSK launched a collaboration with Lociomics



BioLabs' Incubation Spaces: Efficient & flexible built for entrepreneurs



COMPANIES CAN
FOCUS ON
INNOVATION, NOT
LABORATORY
OPERATIONS

SAVE MONEY



DECREASE START-UP
TIME

SAVE TIME

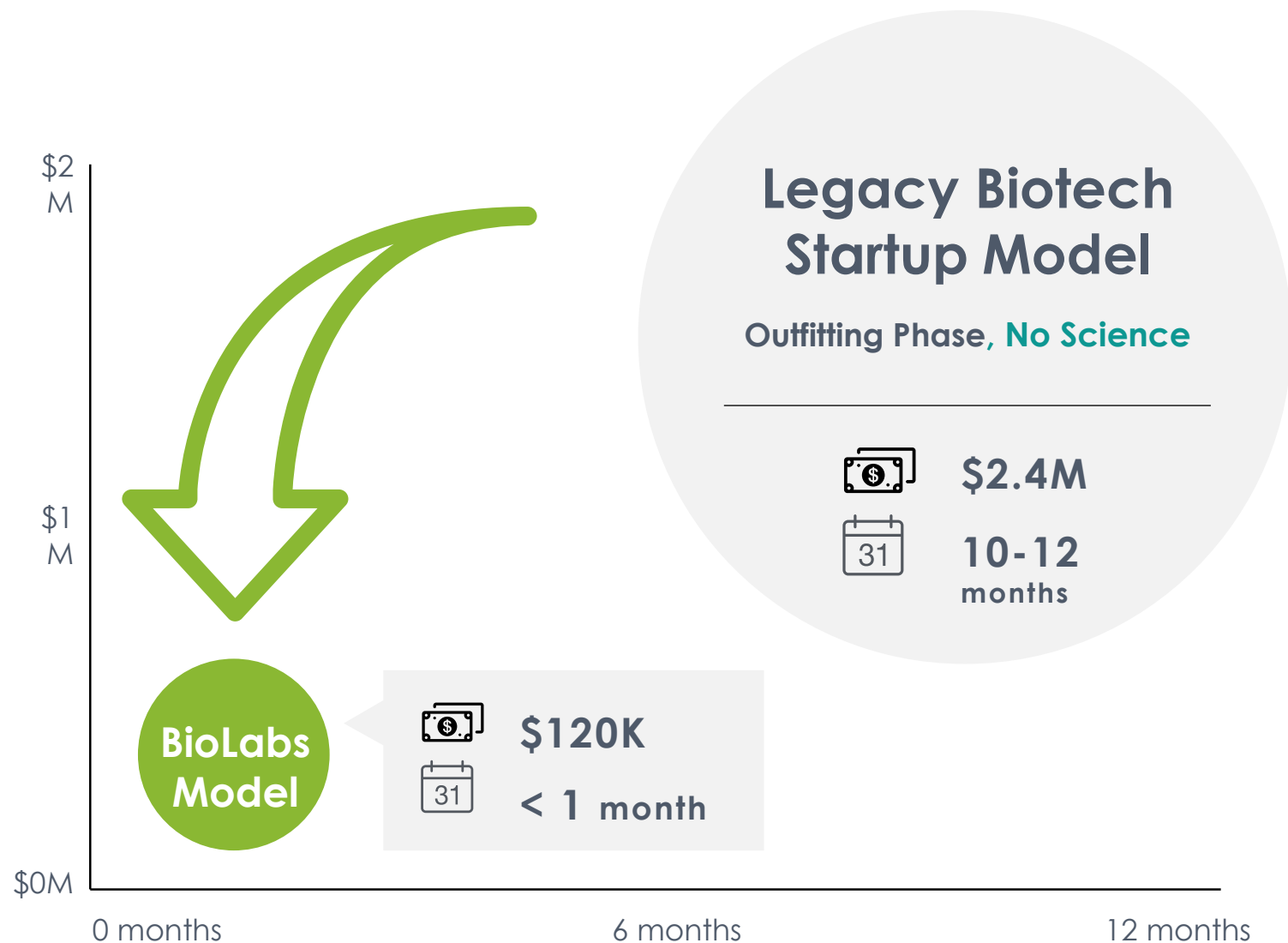


FLEXIBLE SPACE –
FROM ONE BENCH TO
LARGE LABORATORY

**SCALE WITH
CONFIDENCE**



Measurable Benefits: BioLabs Model vs. Traditional Lab Set-Up



Lean

Start-Up Model

FOR LIFE SCIENCES

20X

Cost Reduction

BioLabs is your ultimate growth partner for life science start-ups



BioLabs Services



Flexible, On-demand lab & office spaces



State-of the art premium lab equipment



Concierge-level operational services



Programming & event curation

Benefits to Start-Ups

Flexible terms, space scales in sync with growth

Access to required equipment, decrease time to start-up

Focus on innovation, not operations, reduce administrative costs

Immersion in a collaborative community, access to industry + potential partners



Supporting startups grows local neighborhoods

- **Local spotlight:**

- **BioLabs LA**

- Located in Los Angeles, CA
- Partnership with Lundquist Institute

Established in 2019

- In 18,000 square feet
- Supported over 40 startup companies (>100 scientists) by 2022
 - Residents have raised over \$80M USD in investment funding

Grow demand for lab space in LA

- > 12 companies “graduate” BioLabs – Expand to lease their own space - drive demand for local lab real estate
 - Most stay in LA area, some expanded to Asia and Australia

Ecosystem development

- Hosted >10 community event to grow local biotech ecosystem
 - BioLabs is the anchor for growing LA Biotech community

Partnerships

- 2021 BioLabs recruits big pharma partners to invest in Heal L.A. -local program to support life science startups in underserved communities

2023 Expansion

- Due to growing demand – BioLabs is doubling size of current facility
- Developing graduation space to support later-stage startups

What Biolabs LA offers

- Administrative support
- \$2M of equipment
- Free access to equipment
- 24/7 facility
- Access to core facility ~\$1M of equipment
- Access to the vivarium
- Lab and/or office space
- Access to sponsors
- Partnership with The Lundquist Institute
 - Collaborations
 - Grants



The Lundquist Institute



- Independent research institute in Torrance, California focusing on translational research
- \$90MM total budget
- 70 YEARS OF INNOVATION
 - 4 FDA- approved therapeutics
 - 1 510K Med Device
- 100+ Principal Investigators; 400+ total researchers
- 600+ active research projects annually
- 450 peer-reviewed publications each year
- 800+ patents and patent applications
- 150+ Clinical Trials annually
- 14 Spin off companies in the past decade



The Lundquist Institute



9 Major Research Foci:

1. Infection and Immunity
2. Translational Genomics
3. Endocrinology and Metabolism
4. COPD Rehabilitation Therapy
5. Health Services and Outcomes Research
6. Cardiovascular and Renal Disease
7. Neurotherapeutics
8. Cancer Research
9. Women's and Children's Health





**BioLabs gives
scientists the
bench strength
to change the
world**