



KAPAL

Korean-American Professional
Association in Life Sciences

Prepared by



Scheer Partners

A Reputation for Results



ABOUT US

500+

LAB
TRANSACTIONS

\$3B

IN LAB
TRANSACTION
VALUE

12M SF

IN LAB
TRANSACTIONS

Scheer Partners' *Scientific Real Estate* Practice specializes in developing real estate solutions for companies within this industry sector. We have built an unparalleled reputation in the biotechnology, pharmaceutical, and lab-related industries for providing innovative real estate solutions.

Recent Clients

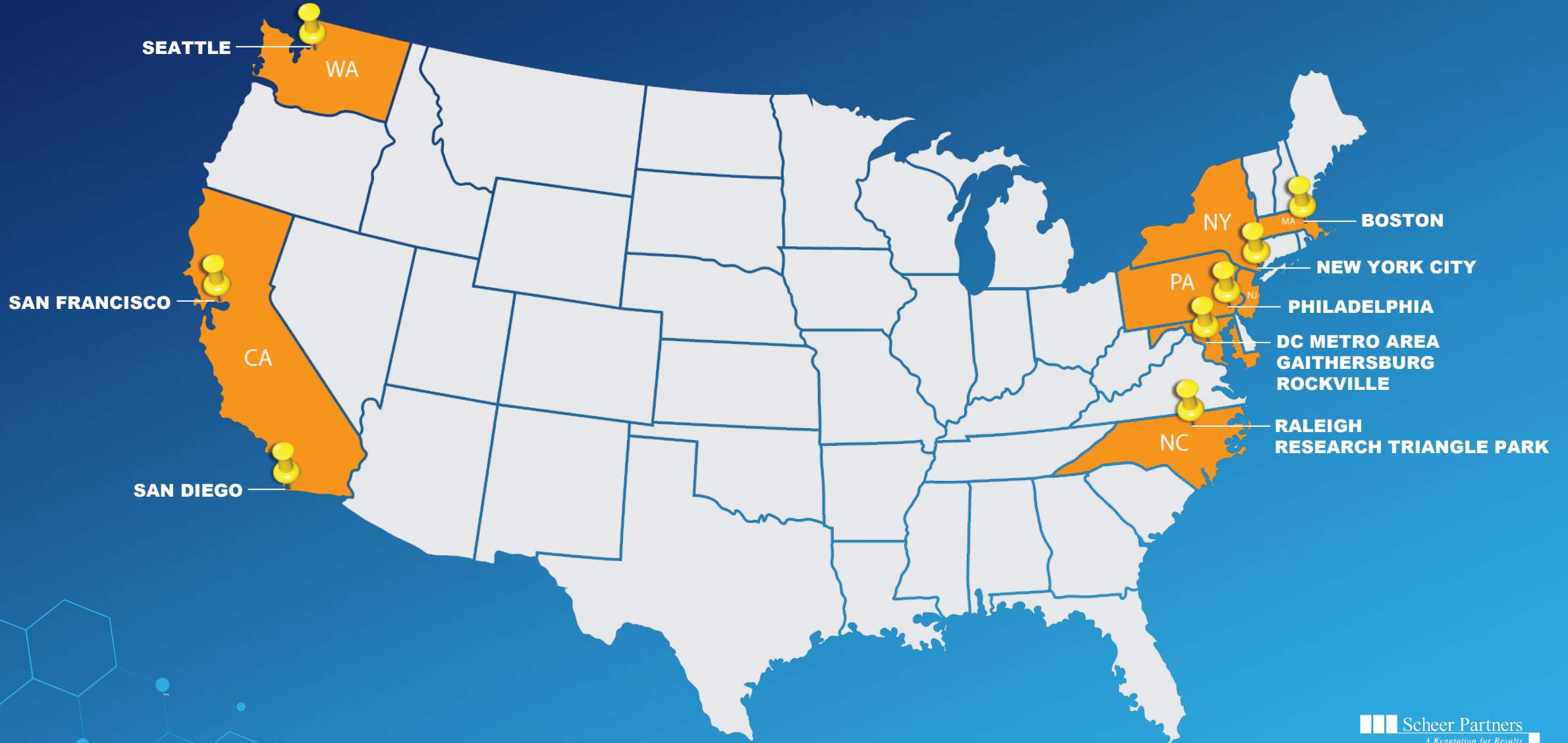




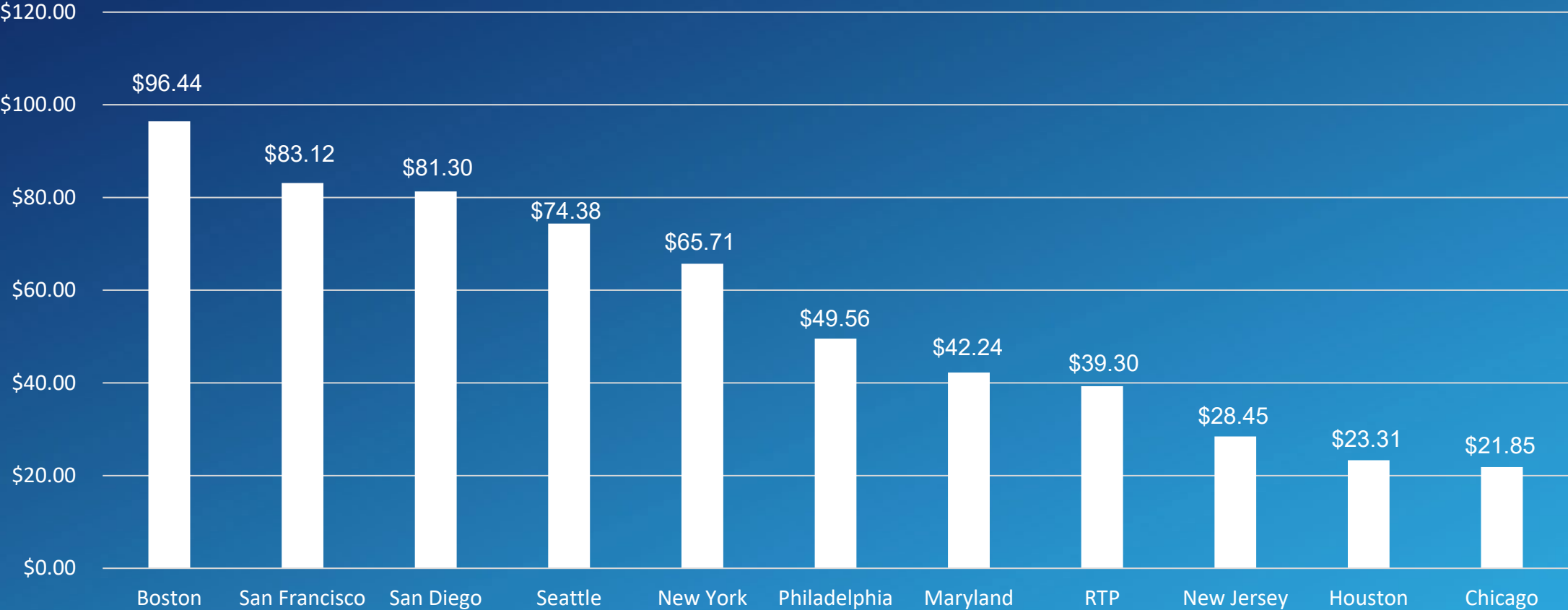
LABORATORIES IN THE US



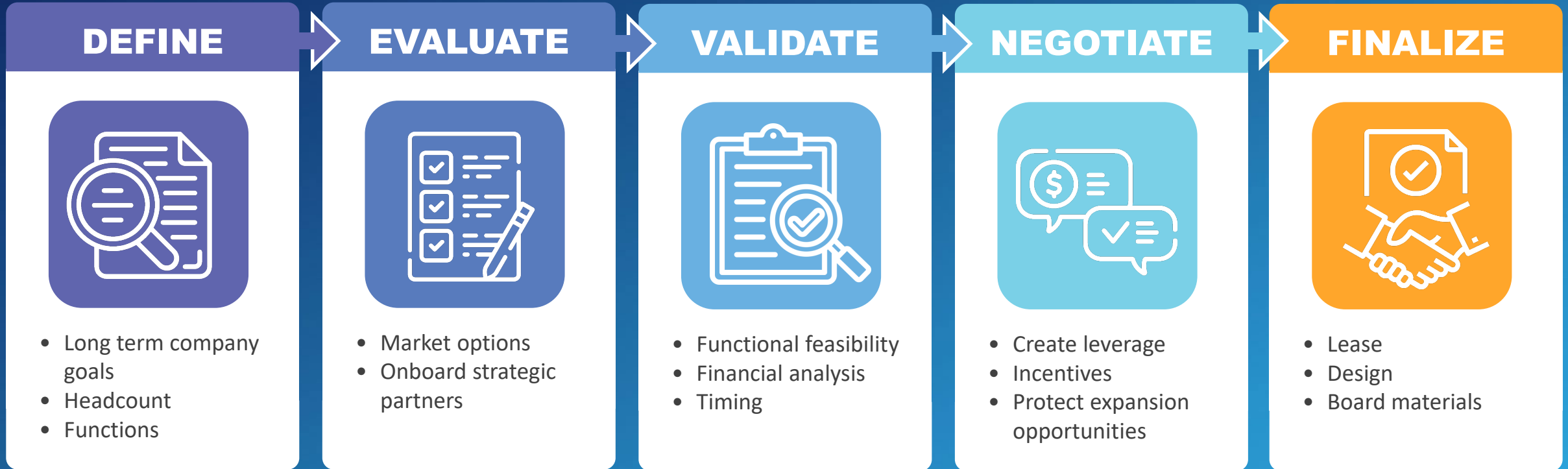
Life Science Hubs



Market Cost Comparison



Process



Growth Path



Incubator



- Speculatively built lab with no modifications
- Immediate occupancy
- Flexible length of term
- Potential shared equipment

1st Phase Growth



- Speculatively built lab with minor modifications
- Occupancy within 3 to 9 months
- 5-year term or longer
- Limited (if any) shared equipment

Mature Growth

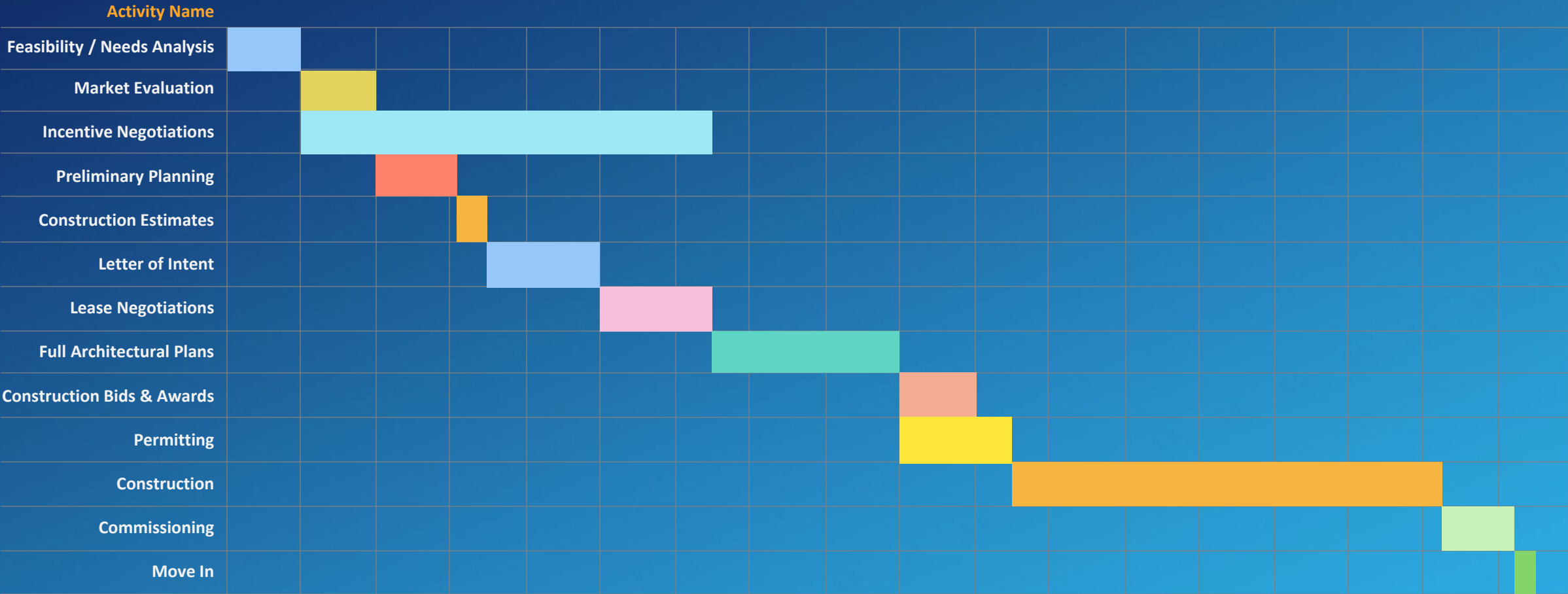


- 2nd gen lab space and space built by user
- Occupancy within 6 to 18 months
- 8-year term or longer
- Tenant provides all equipment

Timeline

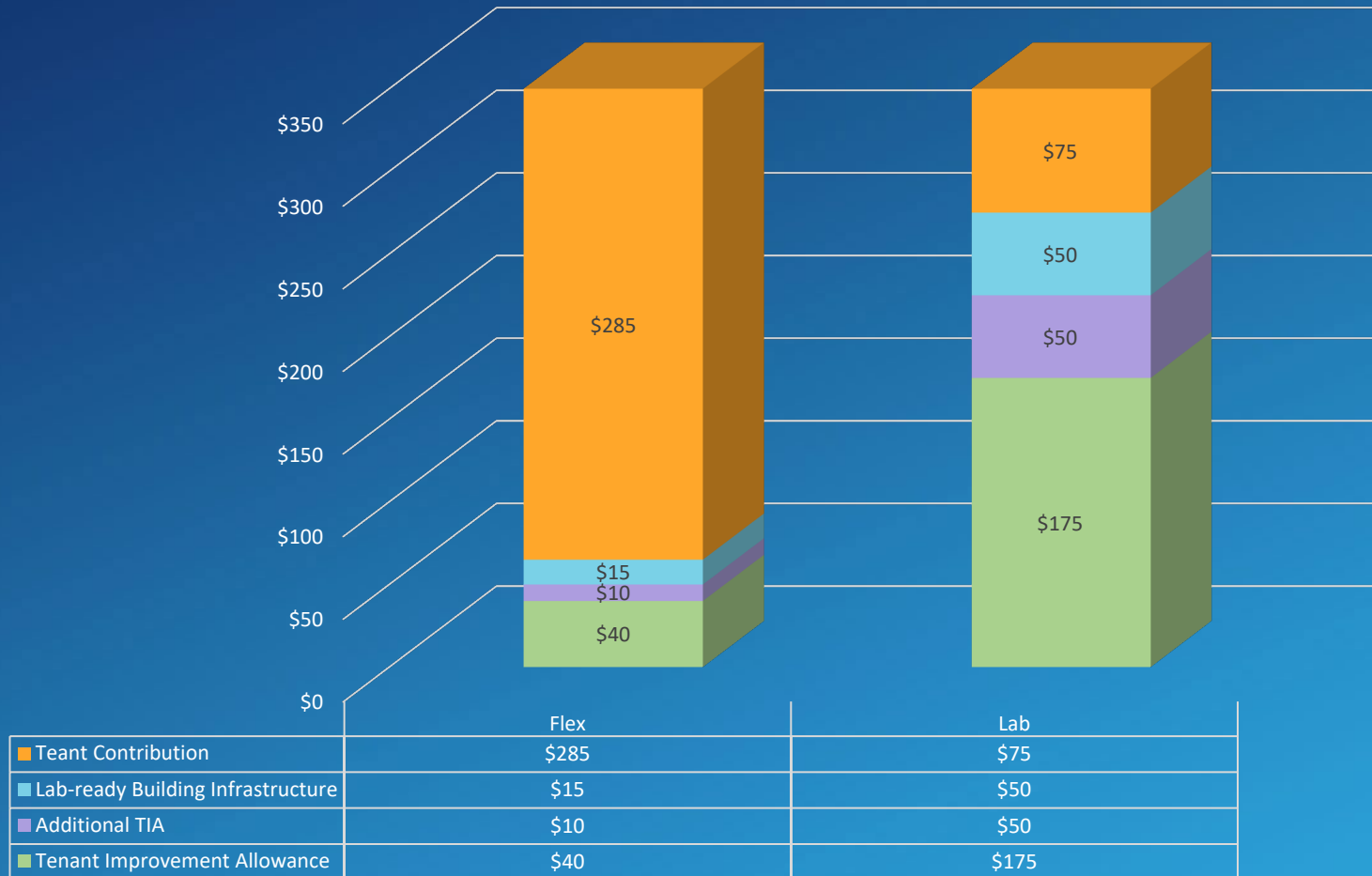


month	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
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Capital Stack to Build Labs

Flex vs. Lab – Landlord Financing



Diagnostic Labs

CAP / CLIA

- + Certification need to confirm physical barriers and airflows reduce opportunity for contamination of samples and resulting
- + Process flow is major driver in layout
- + Most speculatively built labs do not have the correct layout and need modification

Decision Drivers

- + Budget – mitigate ongoing expenses
- + Talent – access to tech-level scientists
- + Functionality – typically dependent on equipment and the utilities that feed equipment



R&D Labs

Decision Drivers

- + Budget – mitigate up front capital expenses
- + Talent – access to best-in-class scientific staff and executives
- + Functionality – a majority of lab space in the market is designed for microbiology research. Any specialized requirements will likely need to be built...
 - Heavy chemical lab
 - Manufacturing
 - Animal research



Thank You

