



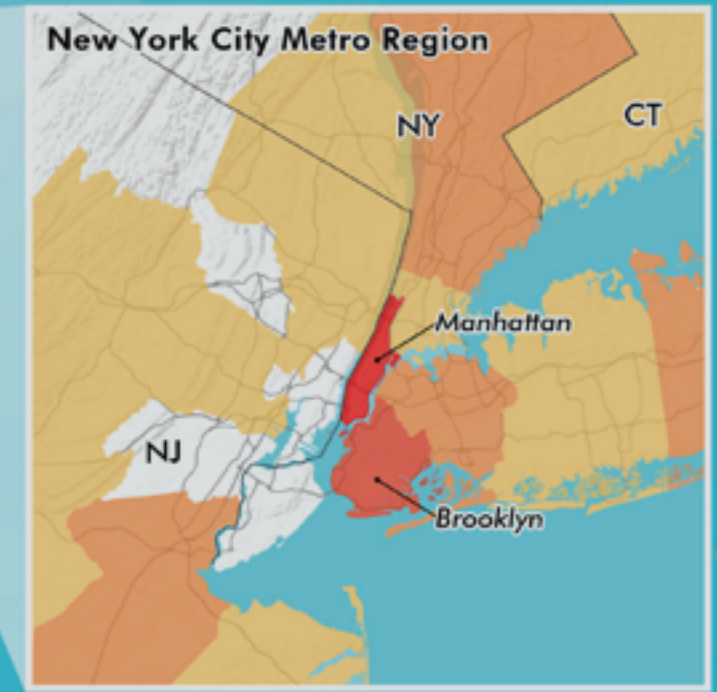
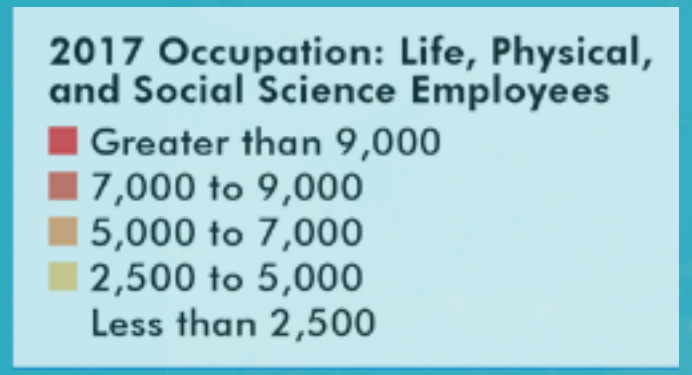
Life Sciences Industry Overview

CHICAGOLAND & MAJOR U.S. MARKETS

Q4 2019

CBRE

U.S. Life Sciences Trends



#1

Boston-Cambridge

#2

San Francisco Bay Area

#3

San Diego

#10

Chicago
(6th largest by employees)

Considerations

Size of Lab
Inventory

Long-Term
Growth in
Employment

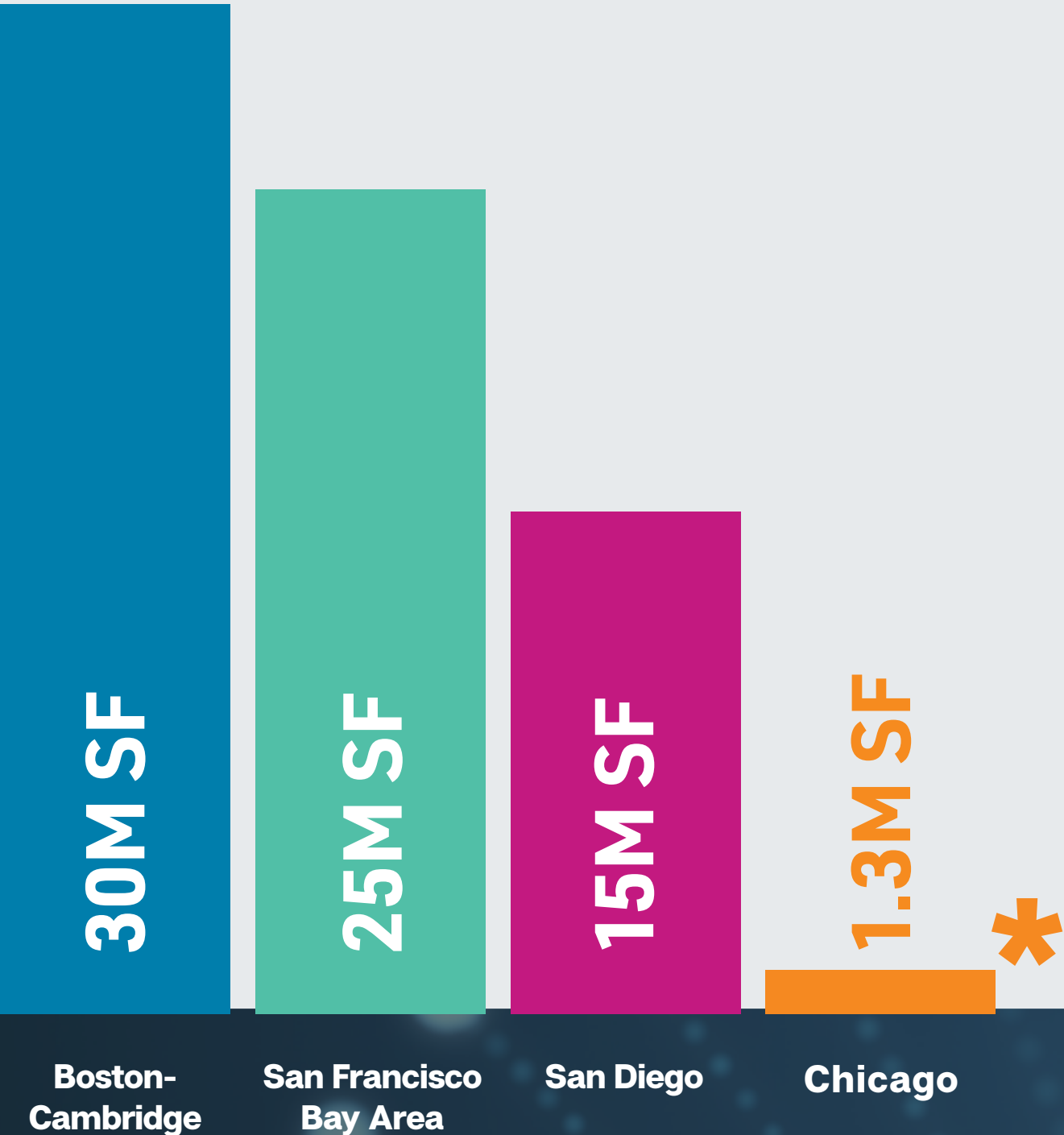
Number and
Concentration of
Key Scientists

Size of
Funding
Sources

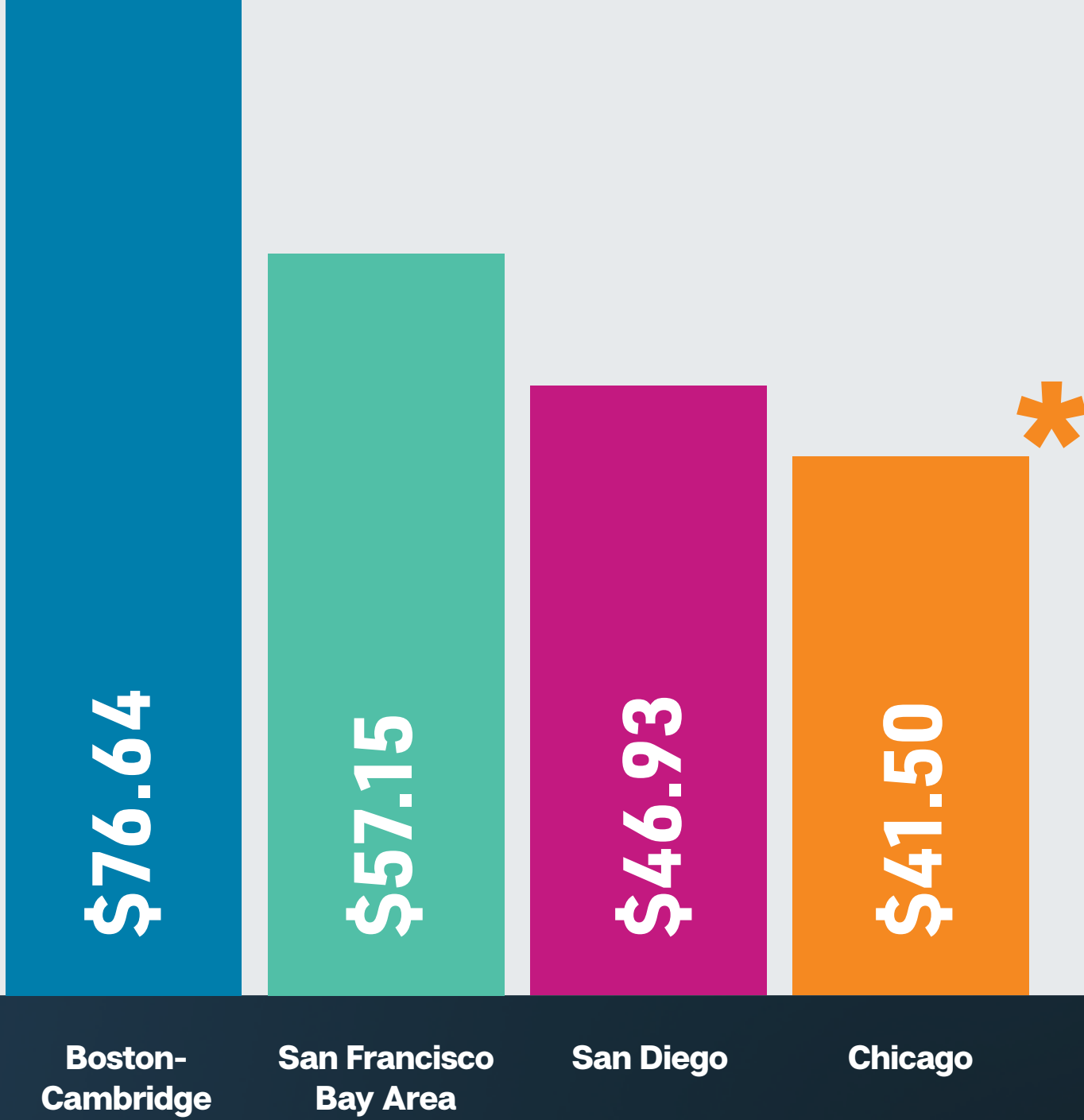
Market Overview

Life Sciences

Inventory



Net Asking Rent
Class A Lab



Chicagoland Life Sciences: How Big Is It?

\$98.6B

in Economic
Output

85,000+

Life Sciences
Industry Direct Employees

3,700+

Establishments

source: TEconomy/BIO 2018

185

Pharma
Companies¹

550

Global Medical
Device & Diagnostics
Companies¹

95

Hospitals &
Medical Centers

30+

Leading Contract Research
Organization &
Contract Manufacturing
Organization Companies

¹Source: TEconomy/BIO 2018

²Source: American Hospital Association, American Medical Association, Illinois
Hospital Association, Truven Health Analytics, U.S. News and World Report

Chicago's Life Sciences Ecosystem Development

The background features a dark blue gradient. On the left, there is a faint, stylized representation of a DNA double helix. Overlaid on this is a network of light blue dots (nodes) connected by thin, dotted lines, suggesting a complex system or ecosystem. The overall aesthetic is scientific and modern.

Select Labor Summary

Jobs included

- + Biochemists & Biophysicists
- + Biological & Materials Scientists
- + Microbiologists
- + Biological Technicians
- + Chemists
- + Medical And Clinical Laboratory Technologists & Technicians
- + Biomedical, Electrical, Chemical, Mechanical & Materials Engineers
- + Computer Programmers
- + Applications & Systems Software Developers
- + Statisticians

2018 Job Counts

106,250
Boston-Cambridge

191,340
San Francisco Bay Area

86,470
Chicago

51,940
San Diego

2018 Average Wages

\$103,080
Boston-Cambridge

\$130,005
San Francisco Bay Area

\$91,921
Chicago

\$97,324
San Diego

Labor Costs

Biomedical Engineers 10 Years Experience



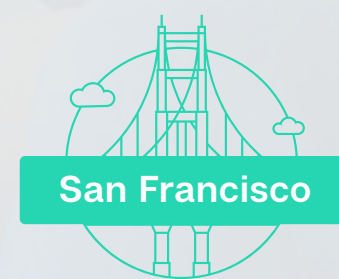
Software Engineers 5 Years Experience



MONTHLY PHARMA EMPLOYEE TURNOVER RATE



5.3%
turnover



3.9%
turnover



5.9%
turnover



3.5%
turnover

Boston has a
51% higher
turnover rate
than Chicago

Key Universities with Leading Bioscience Programs



Cost of Living Index

U.S. Average = 100

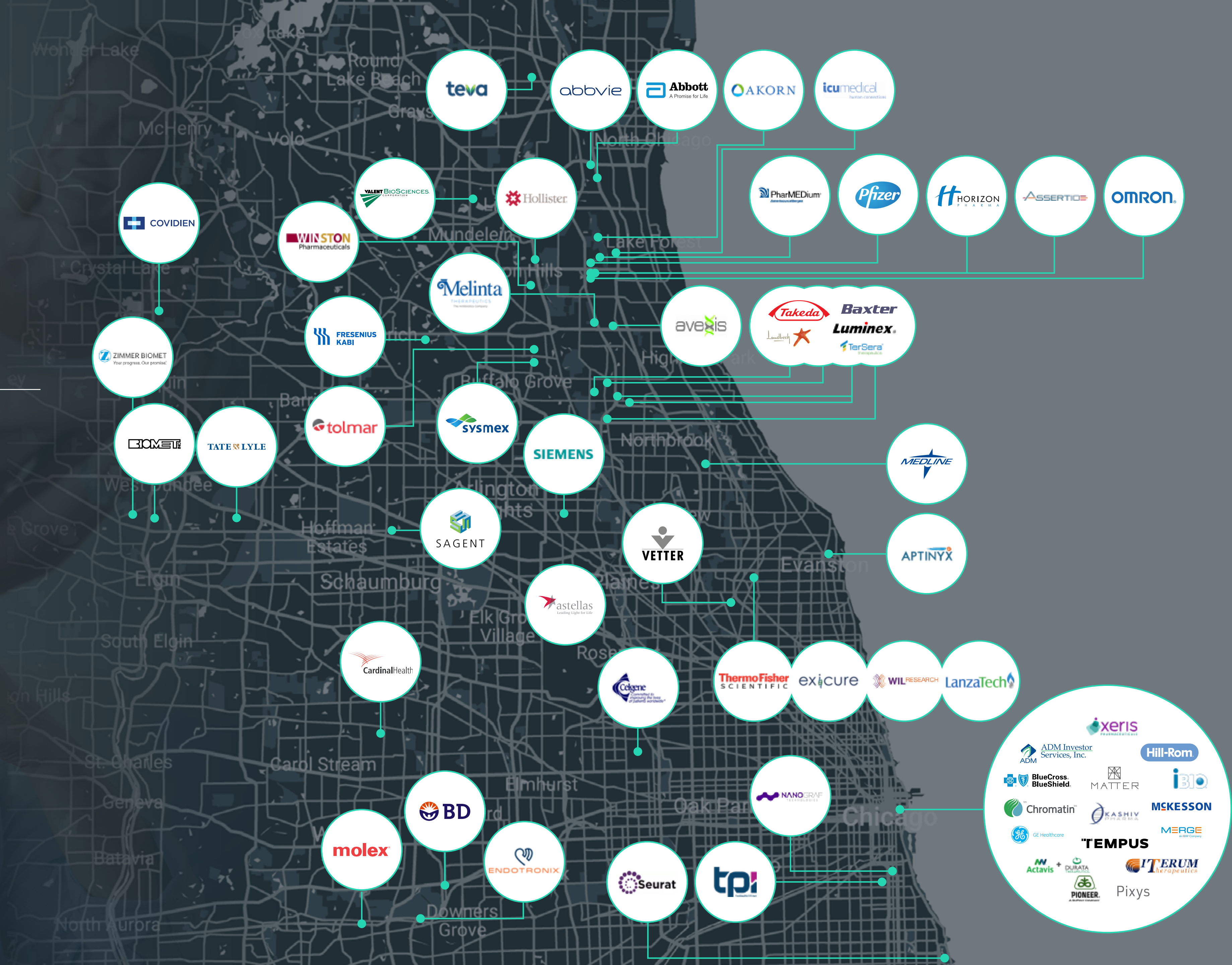


Boston is **14%**
more expensive
than Chicago.

Density of Partners

18.9M SF

Occupied



Life Sciences HQ/Lab Bifurcation Examples





Q+A

Dedicated Partners

- + **Direct Access** to Top Global Life Sciences Companies/ Lab Developers
- + **Best Practice Insights** & Scalable Global Platform
- + **Unparalleled Expertise** in Chicagoland Lab and R&D Space
- + **Connections** to Government, University & Community Partnerships

Dan Lyne
Senior Vice President
Advisory & Transaction
National Life Sciences Services



James Otto
Senior Vice President
Advisory & Transaction
National Life Sciences Services



CBRE
National Life
Science Practice



CBRE
National
Tech Practice



Kyle Kamin
Executive Vice President
Advisory & Transaction
National Life Sciences Services



Andria Winters
Senior Director
Client Strategy



Sara Spicklemire
Senior Vice President
Advisory & Transaction
Owner/Developer Services

CBRE's Unmatched Life Science Experience

CBRE National Life Science Practice

\$43B

Managed Spend

7

of the world's top 10
pharmaceutical companies
partner with CBRE

130M

square feet managed for
Life Sciences clients

220

Life Sciences Clients

250k

Scientific
Instruments Managed

750

Transactions
Over 5 Years

70

Advisory & Transaction
Services Professionals

Global strength
in over

80

countries

Global Life Science Connectivity



Thank You

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