

GLASGOW LIFE SCIENCES

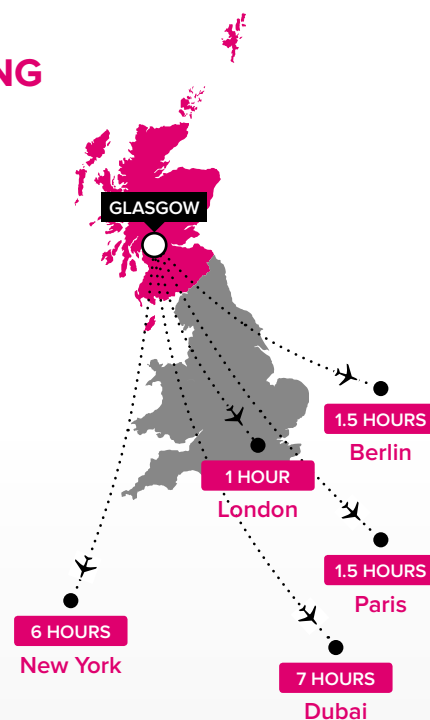
INVEST GLASGOW



The Queen Elizabeth University Hospital

KEY REASONS TO INVEST IN GLASGOW'S THRIVING LIFE SCIENCES SECTOR

-  The £1bn Queen Elizabeth University Hospital (QEUH) campus, **the largest critical care complex in Western Europe**, puts Glasgow at the forefront of healthcare and innovation across the UK and Europe.
-  Scotland is home to the **second largest life sciences cluster** in the UK.
-  With over 230 life sciences companies (40% of Scottish total and 50% of Scottish MedTech companies), the Glasgow BioCorridor is the **powerhouse of Scottish life sciences**.
-  Glasgow is home to **international leaders** in precision medicine, medical technology, clinical and translational medicine and pharmaceutical services.
-  75% of life sciences activity in the Glasgow BioCorridor involves **human healthcare**.
-  A **world leading and business friendly centre for precision medicine** providing industry with unique access to 'cradle to grave' electronic patient records and data, easy access to clinical trial infrastructure, partner identification, logistical and financial support.
-  A **world-class life sciences business development environment** consisting of state-of-the-art industry infrastructure and extensive R&D centres of excellence underpinned by a robust and innovative 'triple helix' partnership of industry, academia and the public sector.
-  Strong investment track-record – **30% of the Scottish Investment Bank's portfolio is in the life sciences sector**, making it the most prolific UK investor.
-  Access to the very best talent pool with an established life sciences workforce in excess of 10,000 people and **ranked no. 1 of the UK's 10 core cities** for producing the highest number of both life sciences students and graduates.
-  **43% of Scotland's population (2.3m) live within the greater Glasgow conurbation**, Scotland's only metropolitan area.
-  Glasgow offers a **high quality of life coupled with cost-effective business costs** – labour and property costs are significantly lower compared to Cambridge, Edinburgh and London.



AN INTERNATIONAL STRATEGIC LOCATION

Most European destinations are within two hours of Glasgow, offering short journey times and low cost travel.

-  Tailored solutions that meet your business requirements provided by a **well-established and sophisticated life sciences business support network** including access to extensive inward investment incentives including job creation and R&D grants, low taxes, dedicated business support and much more.

A DYNAMIC MIX OF WORLD RENOWNED LIFE SCIENCES COMPANIES

GSK BioFilm **Quantilyte** **Mentholatum**  Formedix **Ferring Pharmaceuticals** Biogelx
 Conex Chromatography Systems **SP Drug Discovery** Simul8 Corporation Ltd **Aridhia** Leoben Research Ltd
MD Biosciences  MGB Biopharma **Cardioprecision** **Leading Edge MedTech Ltd** Clear Surgical Ltd
Alfacyte Wideblue Ltd **Vascutek** Dimensional Imaging  **Clintec International** BDD Pharma
 Qnostics Ltd Box Pharma **Life Technologies** Elcomatic Ltd Ohmedics **ReproCELL Europe Ltd**
OracleBio Coherent Scotland Ltd **Klinikos** Barr and Wray Ltd **Lightweight Medical Ltd** Tissue Solutions
 Crucible Medtech Ltd **European Lead Factory**  **BioClavis** Aurum Biosciences R-Biopharm Rhone Ltd
Merck Group VIRTU Biologics Pal Technologies Ltd 4Front Medical Solutions  **Sartorius UK Ltd**
 BlueTest Laboratories  Mled Ltd **Exova** Clinnovate **Bio-Images Drug Delivery** Glycologic Ltd
 Cabot Norit (UK) Ltd CompliancePath **Clyde Biosciences** Clinisys Scotland Ltd Theraplay Ltd Taragenyx Ltd



LARGE LIFE SCIENCES CLUSTER

- Glasgow is home to international leaders in precision medicine, medical technology, clinical and translational medicine and pharmaceutical services.
- Glasgow has over 230 life sciences companies (40% of Scottish total and 50% of Scottish MedTech companies).
- The Glasgow BioCorridor has attracted high profile investors including GSK, ReproCELL Europe Ltd, Aridhia and Vascutek.
- Over 10,000 life sciences employees within the Glasgow BioCorridor.



OVER
600

New trials per annum

Glasgow Biomedicine facilitates and supports the initiation of over 600 new trials per annum and typically manages the annual operation of around 1500 trials with an average spend of £15.5m.



R&D CENTRES OF EXCELLENCE

- A £32m **Imaging Centre of Excellence (ICE)** houses the UK's first ultra-high field 7 Tesla (7T) MRI scanner, located in a clinical setting. ICE provides access to world leading imaging clinical research facilities and collaboration space for industry providing a nexus for academic, National Health Service and industrial expertise into brain imaging, further strengthening Glasgow's position as a world leader in precision medicine.
- A £20m **Stratified Medicine Scotland Innovation Centre** enables the development of new products and services for a global market via its platform for collaboration linking Scotland's expertise, data assets and delivery infrastructure to accelerate the real world adoption of precision medicine including incubator units for industry.
- **Strathclyde Institute of Medical Devices** brings together specialists in engineering, life sciences, physical sciences and the National Health Service to research and innovate future technologies. The institute also assists MedTech companies and their supply chain to enter the global MedTech market.
- **Industrial Biotechnology Innovation Centre** is an industrially led consortium consisting of GSK, Ineos, Ingenza, Sustainable Solutions, Applikon, HGCA, SASOL, Lucite International and 4 leading Scottish Universities led by the University of Strathclyde.
- **Glasgow Biomedicine** brings together key partners and stakeholders from the National Health Service and academia creating an integrated interdisciplinary centre of excellence for the management and execution of both non-commercial and commercial clinical trials research.
- The UK's largest Medical Research Council funded **Molecular Pathology Node** focused on the development and delivery of molecular diagnostics in partnership with industry.



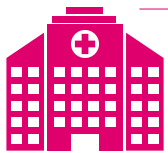
75%
HUMAN
HEALTHCARE

75% of life sciences activity in the Glasgow BioCorridor involves human healthcare.



THE GLASGOW BIOCORRIDOR – A STRATEGIC LOCATION

- Glasgow is the only metropolitan area in Scotland. The population of the greater Glasgow conurbation is around 2.3 million, accounting for 43% of the country's entire population.
- The Glasgow BioCorridor spans less than 50 miles with Glasgow city and its universities, research institutes and hospitals sitting at the heart of the region. These are underpinned by a robust and innovative partnership across industry, academia and the public sector, supported by a well-established and complex supply chain.
- Glasgow is a world leading and business friendly centre for precision medicine providing unique access to cradle to grave electronic patient records and data, easy access to clinical trial infrastructure and partner identification, logistical and financial support.
- Glasgow is one of the top performing cities for attracting FDI, ranked number one in Scotland and number five in the UK in 2016.
- Glasgow is Scotland's main transport hub, with excellent road, rail, shipping and air services. The city is easily accessible from 3 airports serving over 150 worldwide destinations with Glasgow Airport only 15 minutes away from the city centre and just 10 minutes from QEUH.
- As a designated Assisted Area, Glasgow qualifies for Regional Selective Assistance which provides new companies with a grant of between 20%–40% of total start-up costs.



STATE-OF-THE-ART FACILITIES AND INFRASTRUCTURE

- The £1bn **Queen Elizabeth University Hospital (QEUH) campus**, the largest critical care complex in Western Europe, puts Glasgow at the forefront of healthcare innovation across the UK and Europe.
- Co-located on the QEUH campus, the **Queen Elizabeth Teaching and Learning Centre**, a £30m purpose-built facility incorporates an industry innovation facility, the Stratified Medicine Scotland Innovation Centre and incubator units for industry.
- University of Strathclyde's **Technology Innovation Centre (TIC)** is home to 850 academics working in partnership with industry tenants focusing on key themes including health technologies and disease management.
- A £5m state-of-the-art **Glasgow Clinical Research Facility (GCRF)** for personalised medicine trials in adults and children. The GCRF works closely with National Health Service researchers, academic partners, contract research organisations, pharmaceutical and medical device companies.
- Based within a designated Enterprise Area, **BioCity Scotland** is a 130,000 sq. ft. site with specialist industry facilities including a compound management library and GMP storage and archiving. Home to a growing number of dynamic, successful and growing technologies.
- **MediCity**, a subsidiary of the BioCity Group offers the ideal environment for both start-up and established MedTech and digital health companies to grow.
- **Scottish Enterprise Technology Park** provides high-quality accommodation for all types of technology companies: from start-ups and growing businesses to inward investors and global leaders.
- The 60 acre **West of Scotland Science Park** is home to a wide range of companies operating across all areas of the life sciences and technology sectors including ultrasonics, pharmaceuticals, mobile computing, cleanrooms, satellites, laser systems, telecommunications, pre-clinical drug discovery and optoelectronics. In close proximity to a number of leading research facilities including the Beatson Oncology Centre, one of Europe's top cancer hospitals, and the new Translational Research Centre, the final element in the Glasgow Centre for Cancer Research.



**OVER
£100
million**
In added value

New development activities at the QEUH are collectively expected to create over 500 jobs and deliver added value exceeding £100m over 10 years.



California-based life sciences company BioSpyder Technologies created a new subsidiary, BioClavis, a Glasgow-based personalised diagnostics spin-out, to adapt BioSpyder's technology into a diagnostic tool for precision medicine. BioSpyder invested over £10m to create BioClavis supported with a £4.5m grant from Scottish Enterprise to create 40 jobs in its new location at the Queen Elizabeth University Hospital.

Joel McComb, Chief Executive Officer, states: "We determined Glasgow, Scotland to be the ideal location for this initiative based in large part on the support and close working relationships with Scottish Enterprise, the National Health Service and the University of Glasgow."

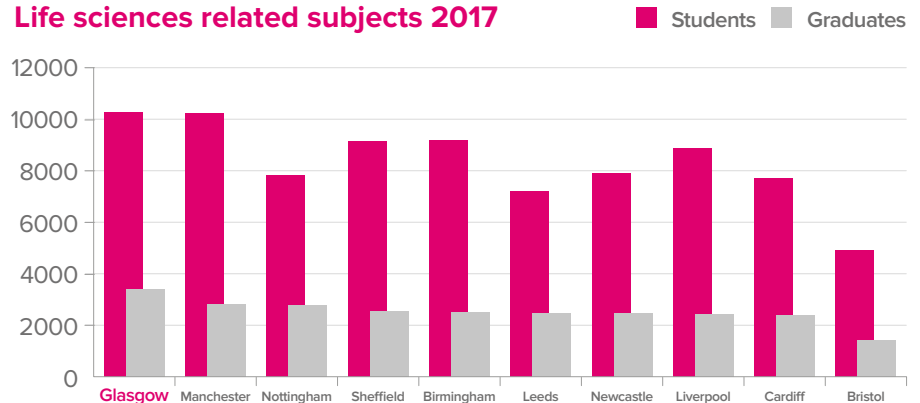
Source: fDi Markets.



WORLD CLASS TALENT POOL

- An industry-led life sciences skills investment plan ensures Scotland is prepared for the future skills requirement of the sector.
- Of the UK's 10 core cities, **Glasgow is ranked No. 1** for both the number of life sciences students and Graduates (HESA).
- 10,335 life sciences students with around 3,300 first degree life sciences graduates in 2017.

Life sciences related subjects 2017



HIGH QUALITY OF LIFE AND COST EFFECTIVE

- Out of 20 major cities across the UK, Glasgow offers young professionals the highest level of disposable income. (CV Library 2016)
- Significant labour and property costs savings compared to Cambridge, Edinburgh and London.
- Great Natural Beauty – the archipelago of the Clyde Coast and Islands and the Highlands' stunning scenery is on the city's doorstep, just 45 minutes away.
- The fDi Intelligence Quality of Life ranks Glasgow higher than Los Angeles and Rome.
- The Finnieston area of Glasgow was voted the hippest place to live in Britain. (Sunday Times 2016)



- Glasgow residents need to spend just 16.1 per cent of their monthly earnings on their rent or mortgage payments, due to the city's low cost of living, making it an extremely attractive place to be.

“The Glasgow BioCorridor has the opportunity to make a world class contribution in health and life sciences. The sector here is drawing complementary strengths together in a way that is not happening anywhere else in the world.”

Professor Dame Anna Dominiczak, Vice Principal and Head of the College of Medical, Veterinary and Life Sciences, University of Glasgow



BUSINESS INCENTIVES AND SUPPORT TO ESTABLISH AND GROW YOUR COMPANY

- Investment incentives (Regional Selective Assistance, Venture Capital Fund and Equity Funding)
- R&D and innovation grants
- Tax incentives including tax credits and Patent Box (pay up to 56% less corporation tax)
- Lowest corporation tax rate of the G20 countries
- Location and property advice
- Access to partners and networks
- Access to Scottish research capabilities
- Investment advice
- Business development support
- Staffing and recruitment support and subsidies
- Dedicated aftercare and account management

INVEST GLASGOW

Glasgow City Council's Inward Investment Team provides one point of contact for all companies interested in Glasgow's life sciences sector.

For more information, please contact:

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