

# Where Life Science Startups Flourish and Grow Into Full Campuses

## ZEISS building US Headquarters for Medical Technology Campus

"As a global technology leader, we need an even stronger presence and better networking at the innovation hotspots. Our investments are focused on leveraging the existing potential in our growth markets."

**Dr. Christian Mueller, Member of the Executive Board and CFO of the ZEISS Group.**

## 10x Genomics expands to 14.5 Acre Campus

"We took the whole Bay Area into account as we discussed where to have our headquarters, but Pleasanton always came out on top due to its location and affordability for families. With its proximity to Silicon Valley, San Francisco, top-tier institutions and international airports, the Tri-Valley area is truly unique."

**Ben Hindson, Co-founder and Chief Science Officer, 10x Genomics**



## Ecosystem Supports Growth at Every Stage



Market Cap  
**\$63B**



Market Cap  
**\$14B**



Raised  
**\$400M**



Q1 2021  
**\$160M**



Raised  
**\$57M**



Raised  
**\$24M**



Raised  
**\$20M**



Raised  
**\$10M**

\* Figures from July, 2021

# Proven Success in the Tri-Valley



"When we post a position, we are overwhelmed with applicants, people who don't want to make that commute. We have found that really rich talent pool in the technical space to be a huge advantage."

**Karen Drexler, Former CEO,**  
*Sandstone Diagnostics*



"When you are starting off a company and you have a lot of different needs...it being affordable here (Tri-Valley) is important. The other aspect which is underappreciated is that this is a reverse commute for all the people who live on the Peninsula, San Francisco and San Jose. We have people from all over."

**Serge Saxonov, CEO,**  
*10X Genomics*



"The innovation community is thriving here because of a culture of collaboration and exploration."

**Stephanie Beasley, Innovation and Partnerships Officer,**  
*Sandia National Laboratories*



"The Tri-Valley has access to highly skilled, technical people... it's really a hub with resources that we can draw upon. It's a great place for us to operate."

**John Mastrototaro, PhD,**  
*CEO, Movano*

## Ecosystem Supports Life Science Success



### Growing Presence of Life Science Companies

140+ Life Science Companies & Research  
Tenant mix includes Startups, Unicorns and Corporate Campuses



### Academic & Research Institutions

Two National Labs Fuel an Open Campus where Private Industry, Academia and Lab Personnel Collaborate



### Diverse Workforce

Home to a Highly Productive & Highly Educated Workforce and Population



### Capital

\$2.2 Billion in Venture Funding Invested in Last Five Years



### Collaborative Culture of Innovation

Mentors, Incubators, Accelerators Support Ecosystem



### Location

I-580 and I-680 Corridors - BART - Connect Region to Silicon Valley and Central Valley Resources



### Government & Regional Leaders Support Growth

City Governments - Elected Officials - iGATE - Innovation Tri-Valley Leadership Group - Driving Regional Innovation Hub

# Thriving Life Science Cluster



## Tri-Valley Offers Space to Grow

### Q3 2021 Statistics\*

Type	Buildings	Total Square Feet	Total Vacancy Rate	Average Asking Rates Full Service
Office	214	21,257,163	16.85%	\$2.67
R&D / Flex	173	6,519,649	8.8%	\$2.07**
Light Industrial / Warehouse	339	19,897,997	6.7%	\$0.91***

\* Source: Colliers Market Research

\*\* The weighted average asking rates for flex is converted to a full service equivalent

\*\*\* Average Asking Rates are on a NNN basis

# A Better Life While You Make The World a Better Place



**140+**  
Companies in  
the Tri-Valley



**\$675M**  
Total Capital  
Raised  
Last 5 Years



**\$209M**  
HQ Investments  
Last 2 Years



**47,674,809 SF**  
in the Tri-Valley  
(Office, Flex, R&D and  
Industrial space)



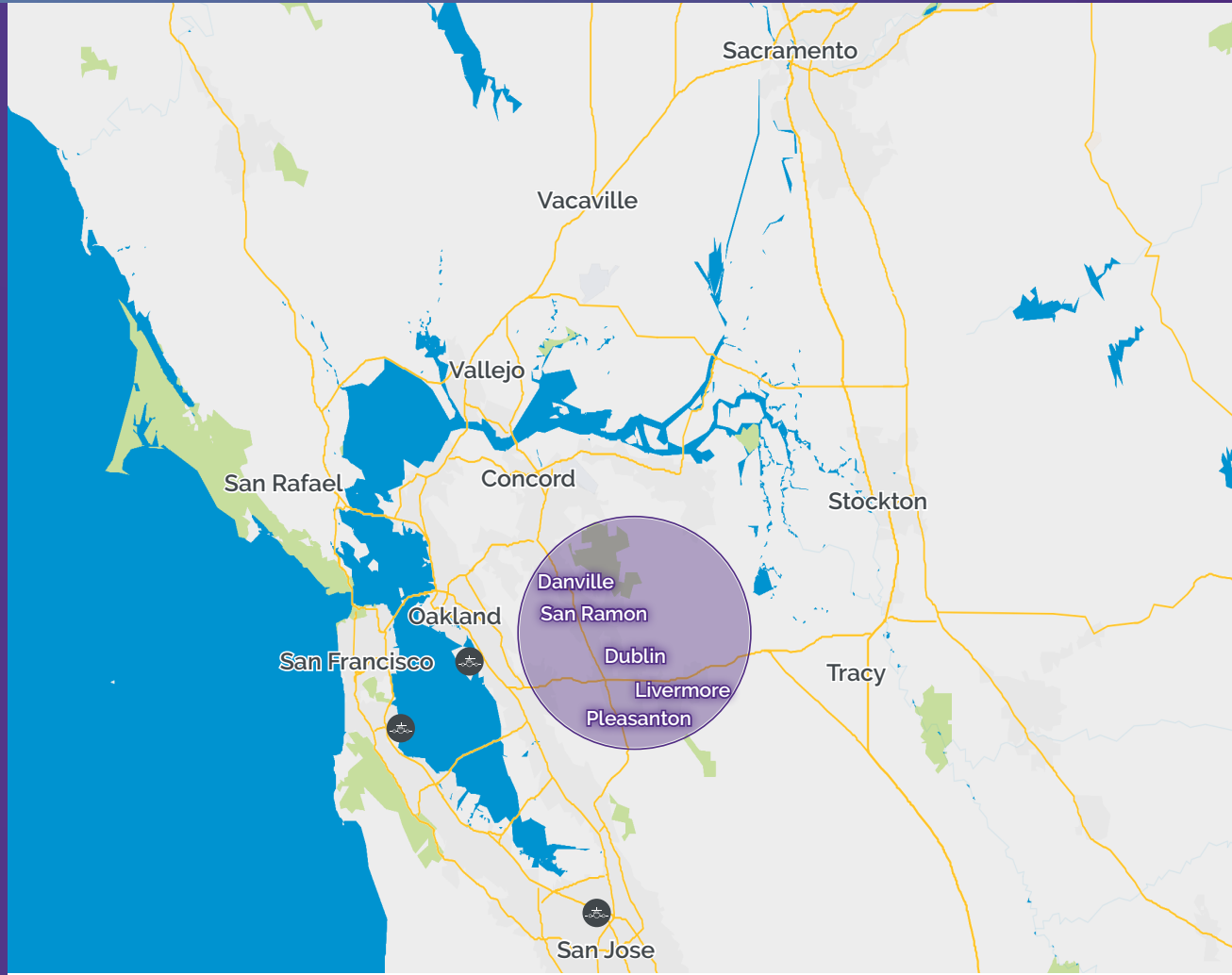
# Why the Tri-Valley?

## Tri-Valley Life Science Ecosystem

- \* A collaborative, emerging life science hub.
- \* Highly attractive with both highly educated workforce and access to talent.
- \* Home to two national labs the region offers innovative technologies supporting the life science ecosystem.
- \* 6,519,649 SF of flex and R&D product - with approximately 8.8% vacancy.
- \* Lab space rent from \$1.25 to \$2.50 PSF triple-net (NNN) making other Bay Area life science hubs considerably more expensive.

## Tri-Valley Thriving Economy

- \* A proven economic juggernaut delivering \$42B GDP, we outpace job growth all across the Bay Area.
- \* Innovation ecosystem welcomes new enterprises and ensures the space, talent and productivity needed to flourish.
- \* With top public schools in the state, it is a highly desirable area for founders, employees & their families.
- \* Focus on transit, urban amenities & open space is attracting educated residents who want shorter commute options.
- \* The Tri-Valley is a thriving innovation hub with an excellent quality of life.



### Contact

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