

US Biotechnology/Life Sciences Incubator Programs 2018 Survey Results

SUMMARY OF FINDINGS:

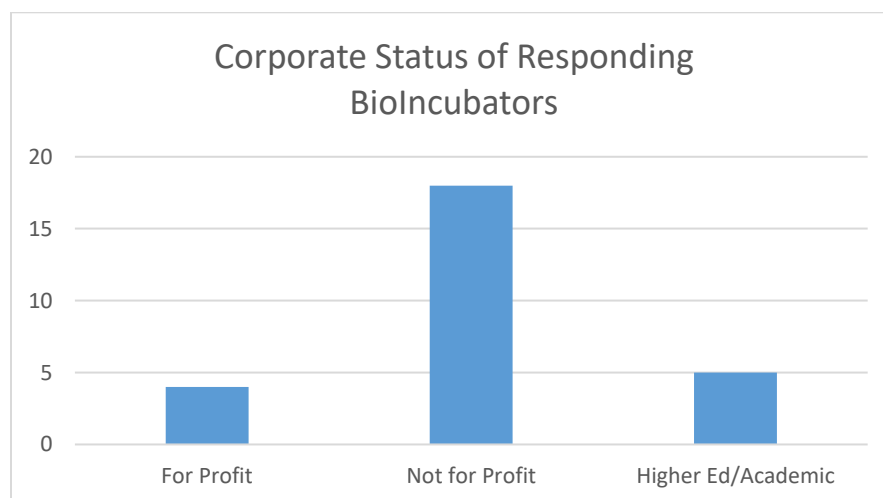
In a recent [March 2018] substudy on US-based life sciences incubators, conducted by the International Business Innovation Association from the IMPACT Index survey, the Pennsylvania Biotechnology Center (PBC) was found to out-perform the majority of its 148 peer institutions. In a number of attributes indicative of successful incubators, the PBC ranks first or second amongst their peers in: the amount of annual revenue obtained by PBC management while maintaining self-sustainability; the number and quality of their ecosystem stakeholder alliances (i.e. hospitals, research universities, etc.); their large wet-lab infrastructure footprint, as well as competitive client provisions and assets offered; and the combined revenues of their current, as well as graduate, companies served.

ACTUAL RESULTS:

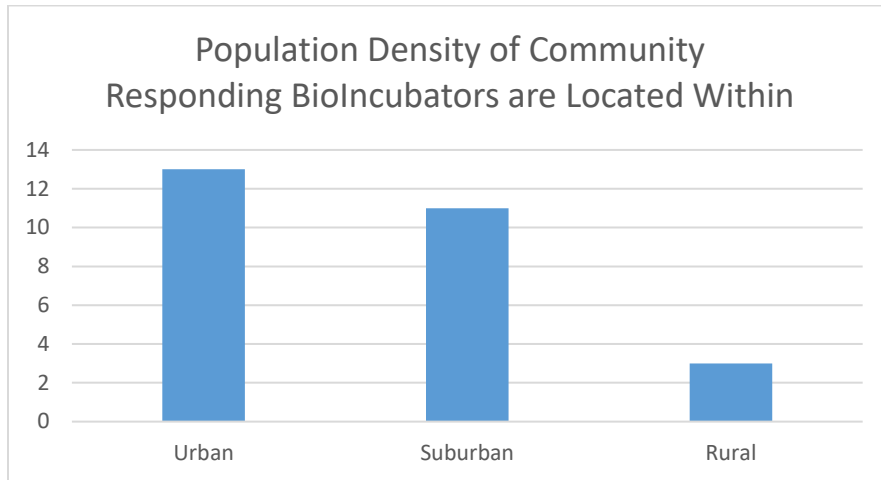
150 domestic biotech incubators were contacted regarding this survey. The following response numbers are shared in the data below. 27 respondents participated in at least some questions overall. All PBC data points are highlighted in yellow or demonstrated in orange in comparative graphs.

Background of Respondents

Corporate Status of Respondents

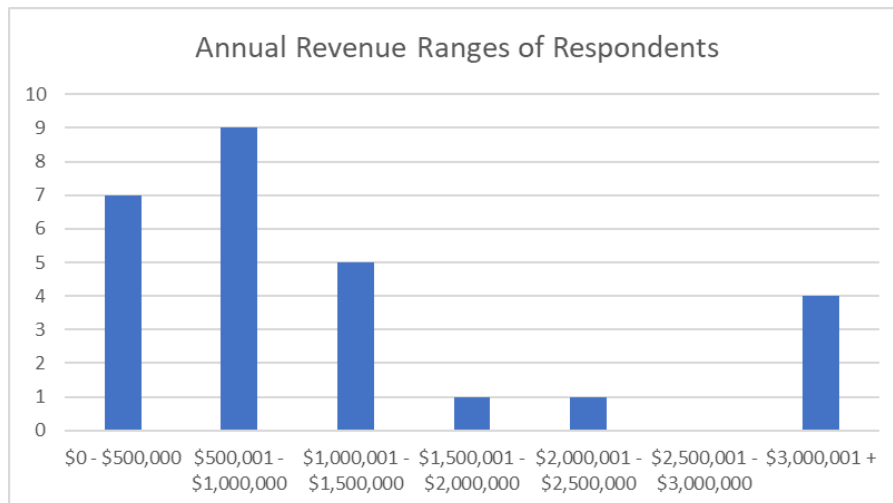


Population Density of Respondents

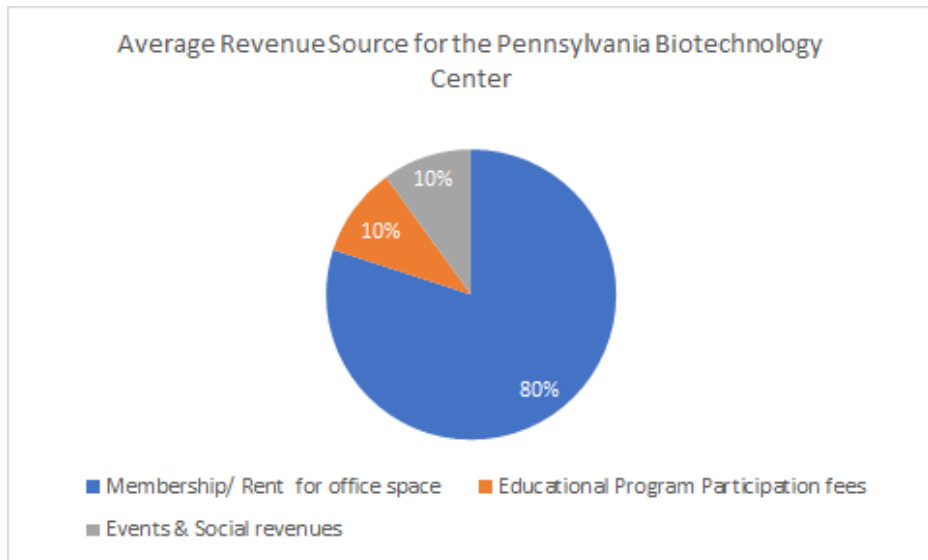
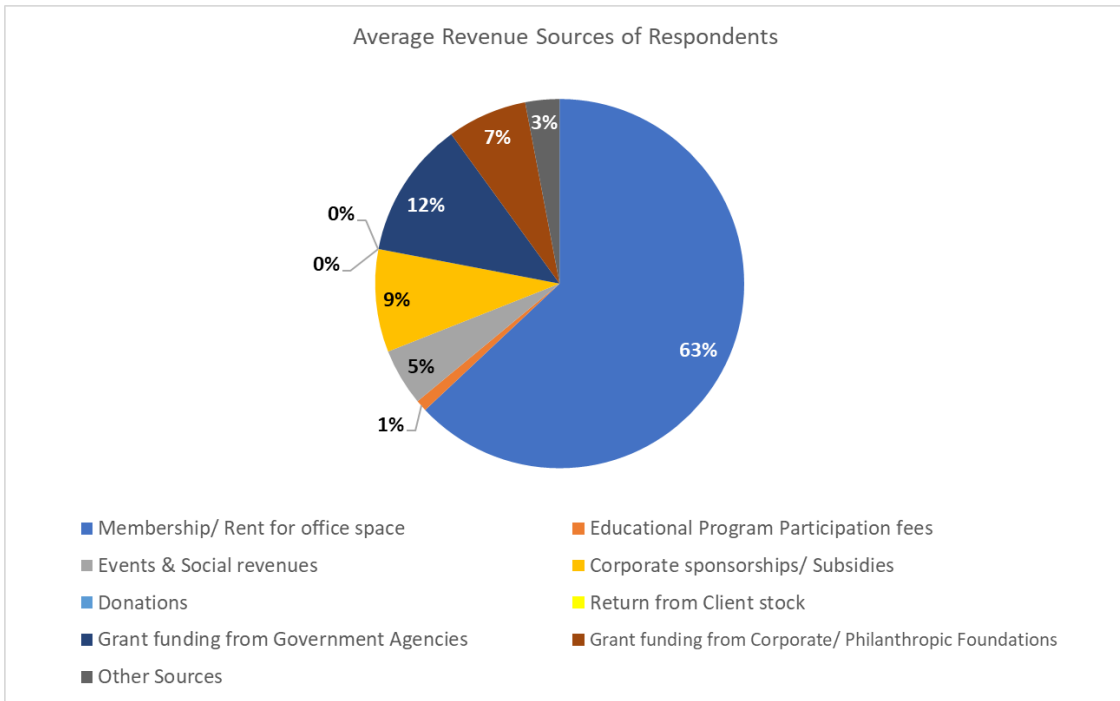


Financials

1.) What is your organization's total annual revenue, including subsidies?

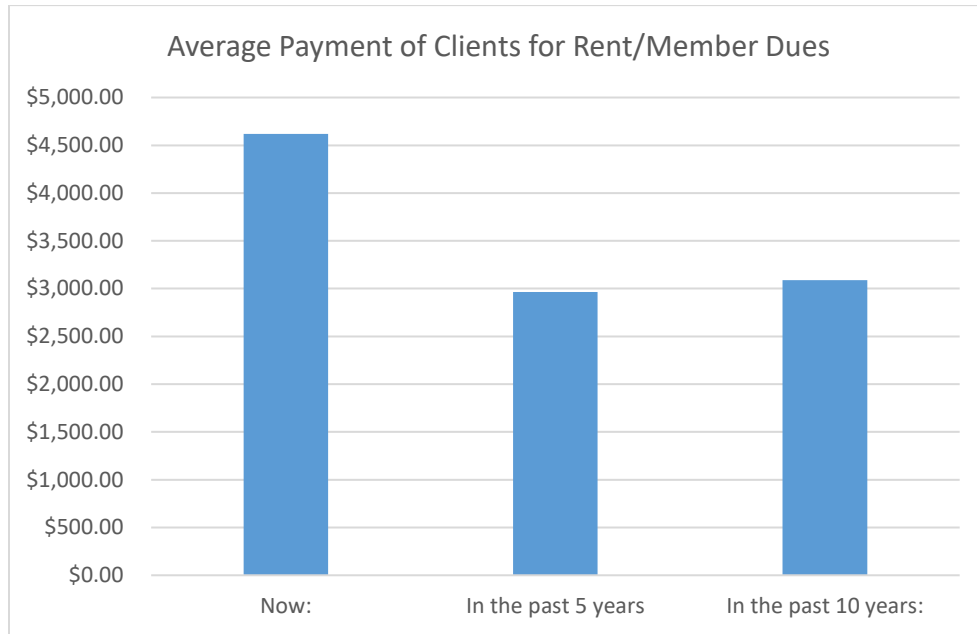


2.) For the most recent fiscal year, please indicate approximately what percent of your revenue totals came from the following?



3.) What is the average amount of rent and fees your tenants/members pay?

Shares average of respondents



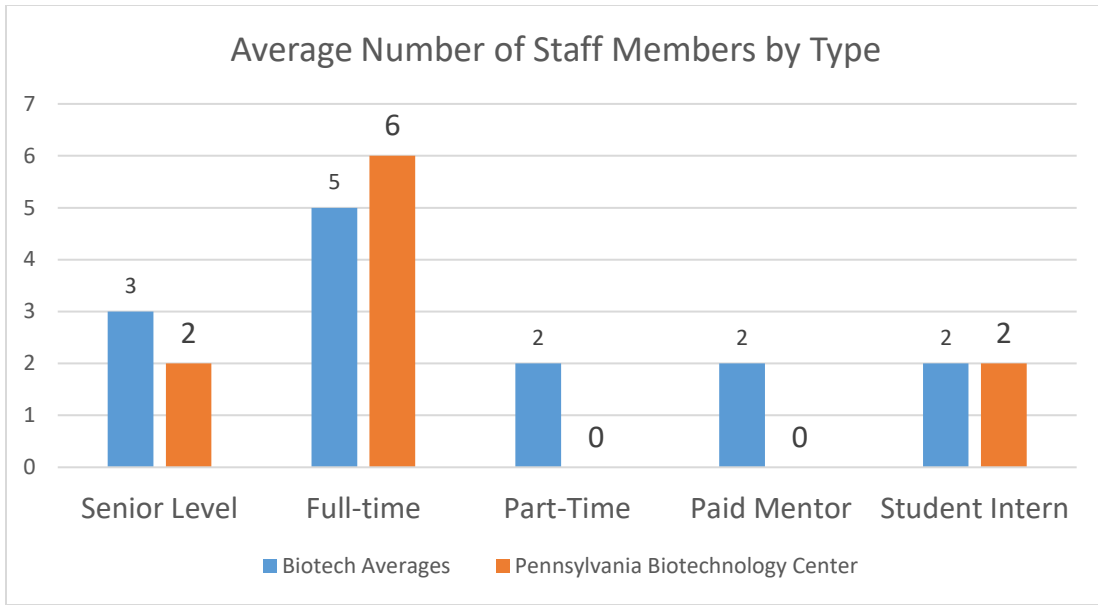
Pennsylvania Biotech Center did not reply

Staffing

**4.) How many of the following types of paid staff members does your organization have?
(PBC comparison in orange)**

On average, respondents have:

- 5 full time employees
- 3 senior level staff members
- 2 part-time employees
- 2 paid mentors
- 2 student interns



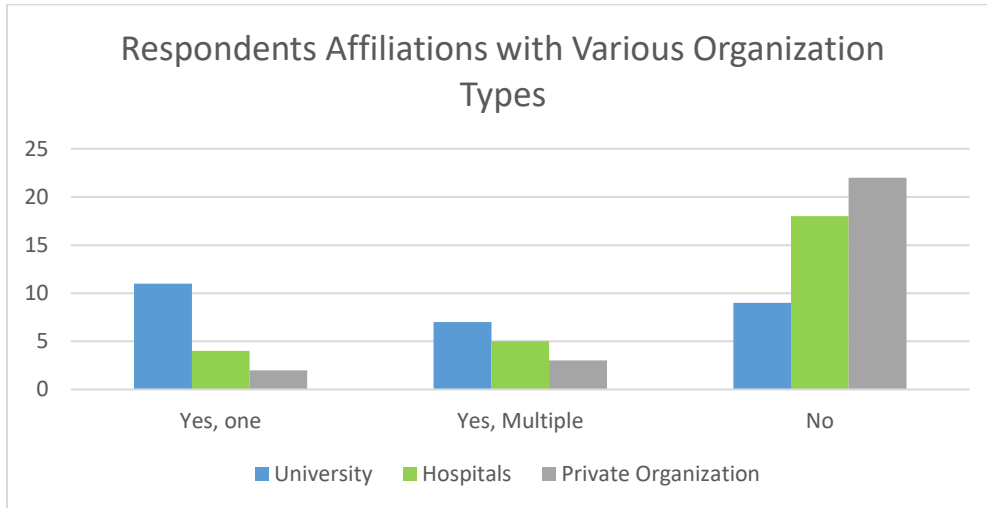
5.) Does your organization have any of the following types of personnel to perform daily operations and/or provide governance?

- 27 respondents have paid staff
- 23 organizations who responded have a Board of Advisors
- 14 responding organizations utilize volunteers
- 11 respondents utilize all 3 types of personnel

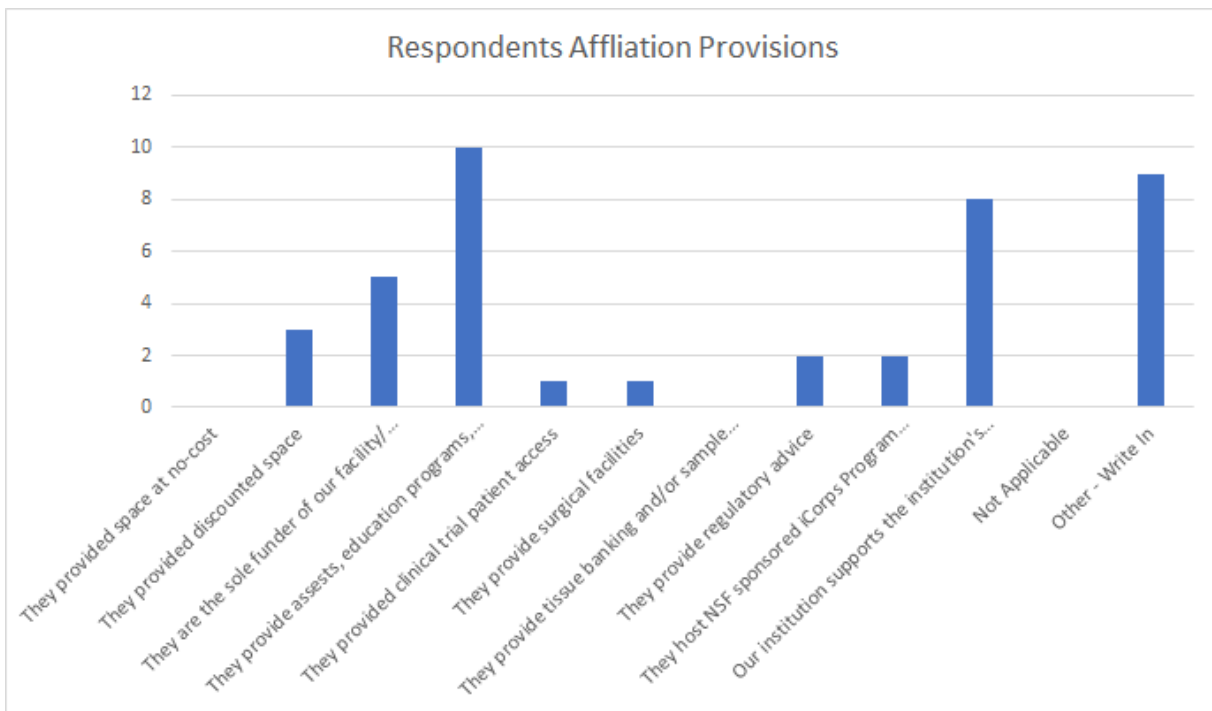
Affiliations

6.)

a.) Is your organization affiliated with universities, hospitals and/or private organizations?

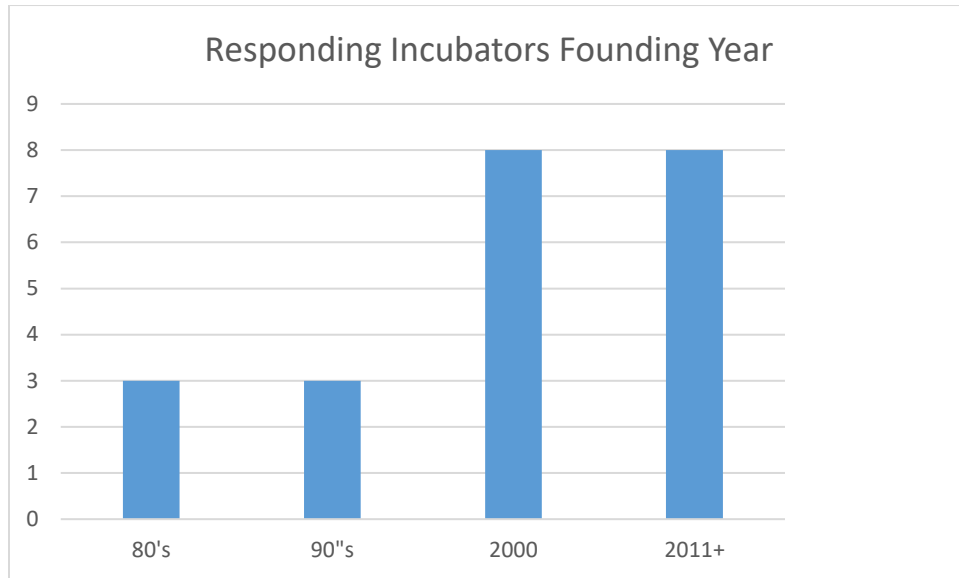


b.) How is your organization connected with this (these) institutions?



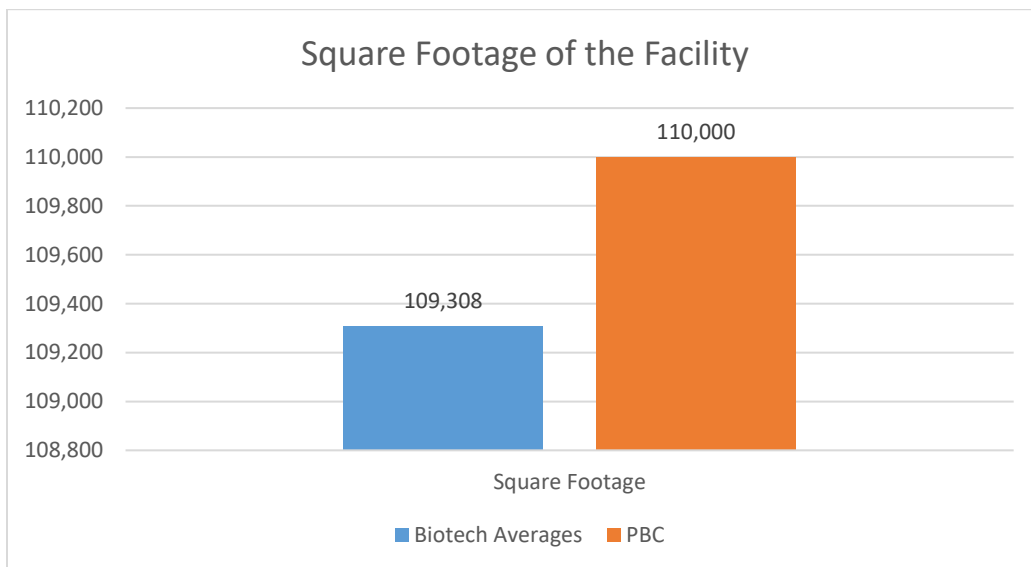
Facility Information

7.) *What year did your bioincubator start accepting tenants?*



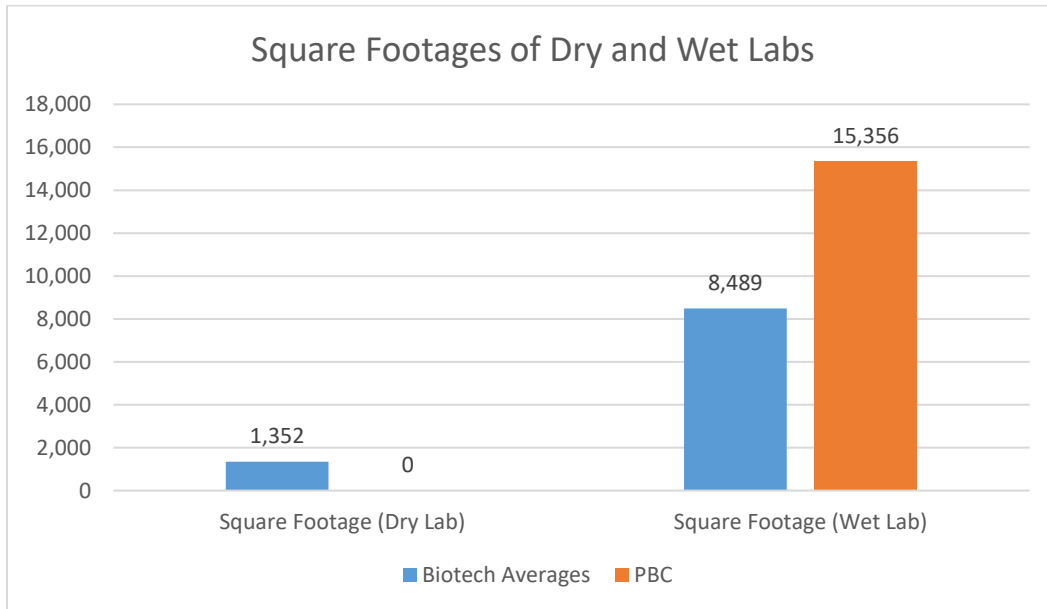
8.) *What is the square footage of your facility? (PBC comparison in orange)*

Shares average of respondents



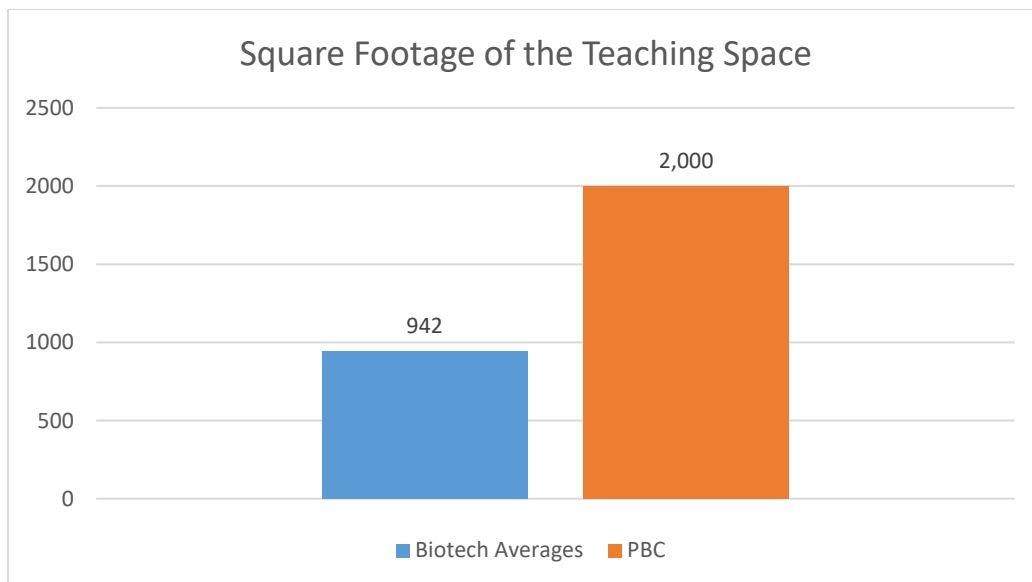
9.) What is the square footage of lab space in your facility? (PBC comparison in orange)

Shares average of respondents



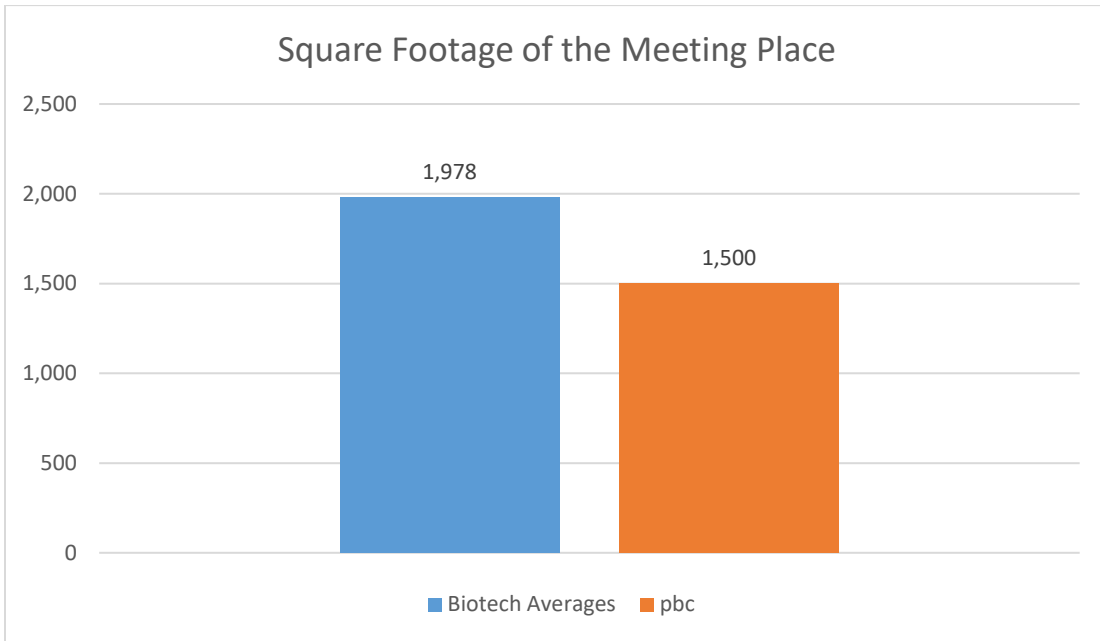
10.) What is the square footage of teaching space in your facility? (PBC comparison in orange)

Shares average of respondents



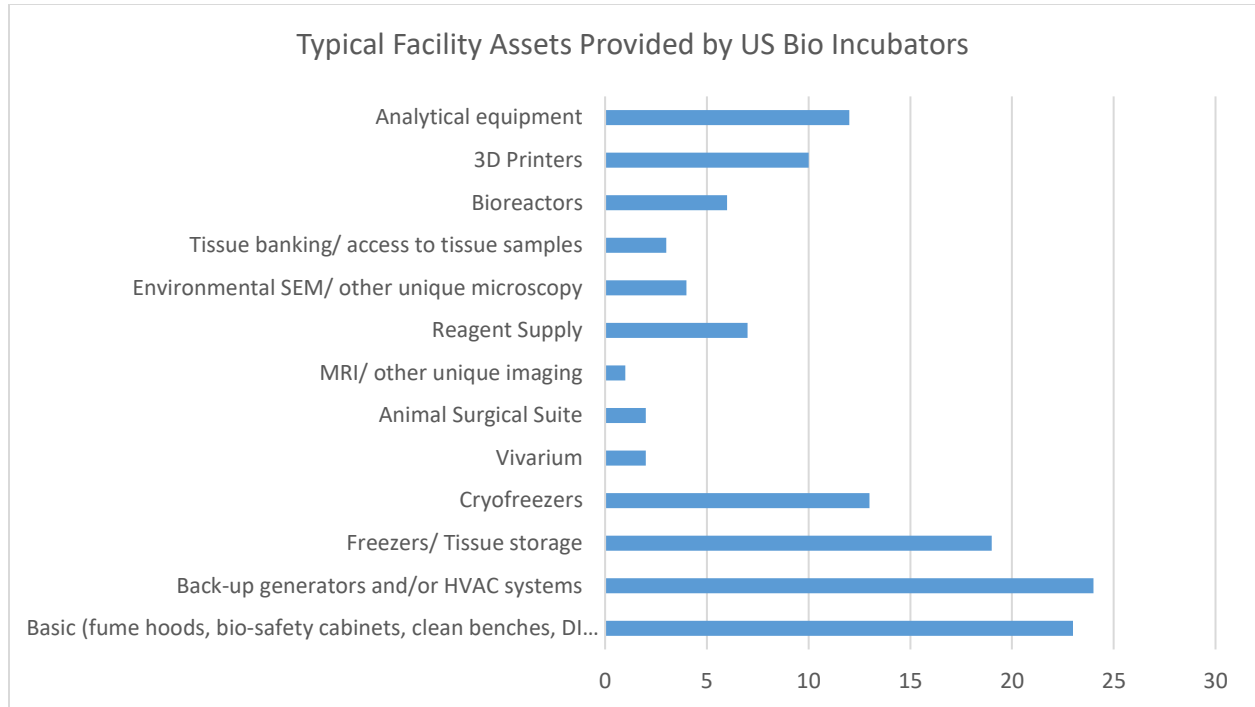
11.) What is the square footage of meeting space in your facility? (PBC comparison in orange)

Shares average of respondents

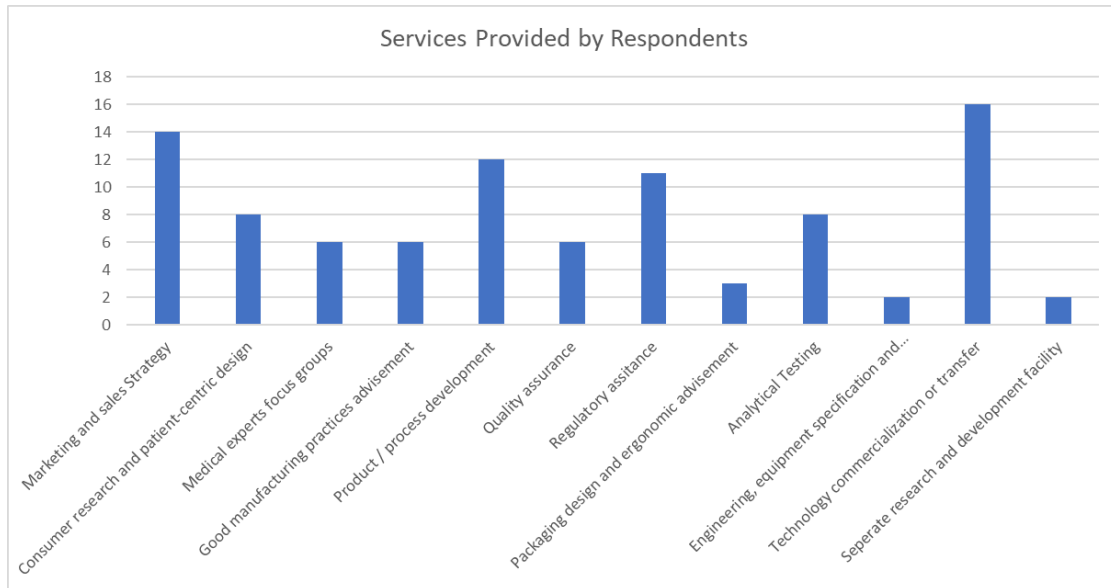


Assets, Programs, Events & Services Provided

12.) *Does your organization provide the following biotech specific facility assets in your biotechnology incubator's shared equipment center?*



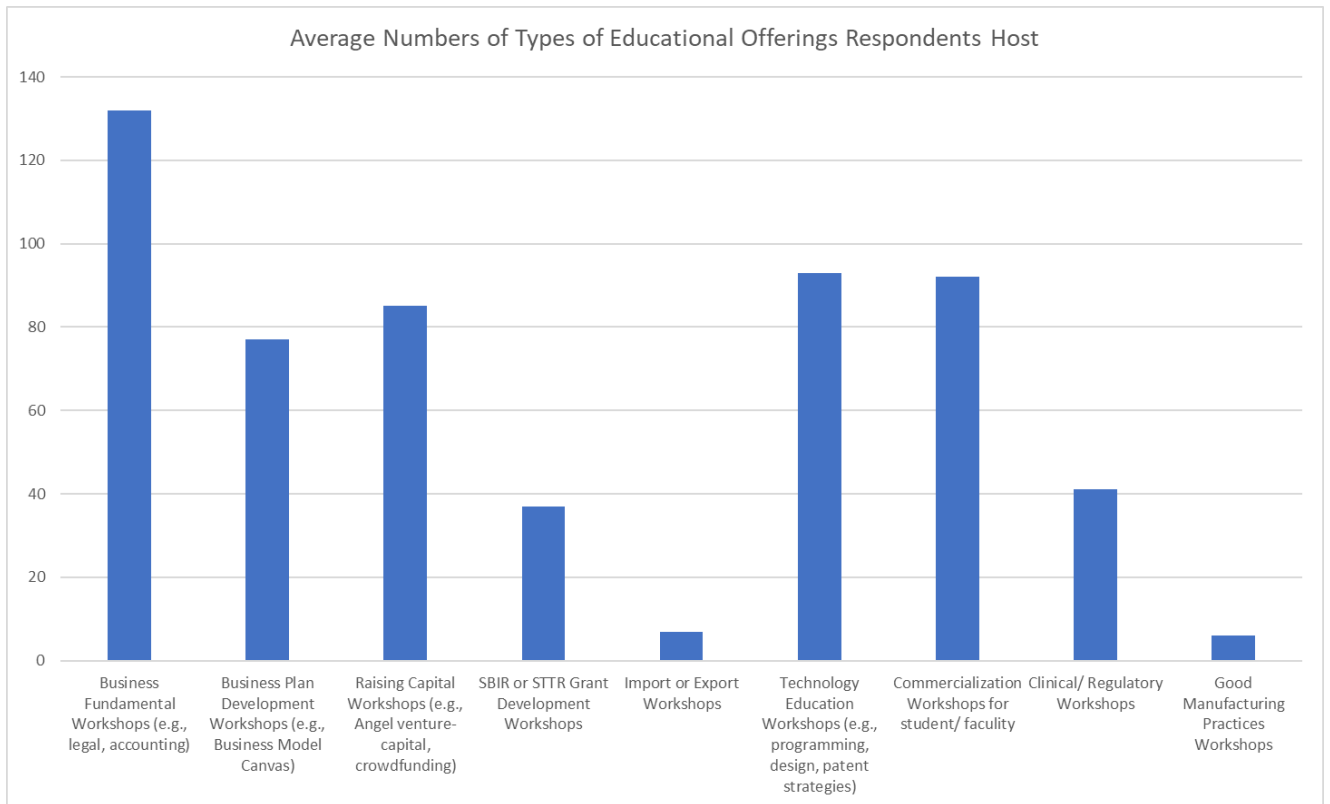
13.) What types of services do you offer in your biotech incubator?



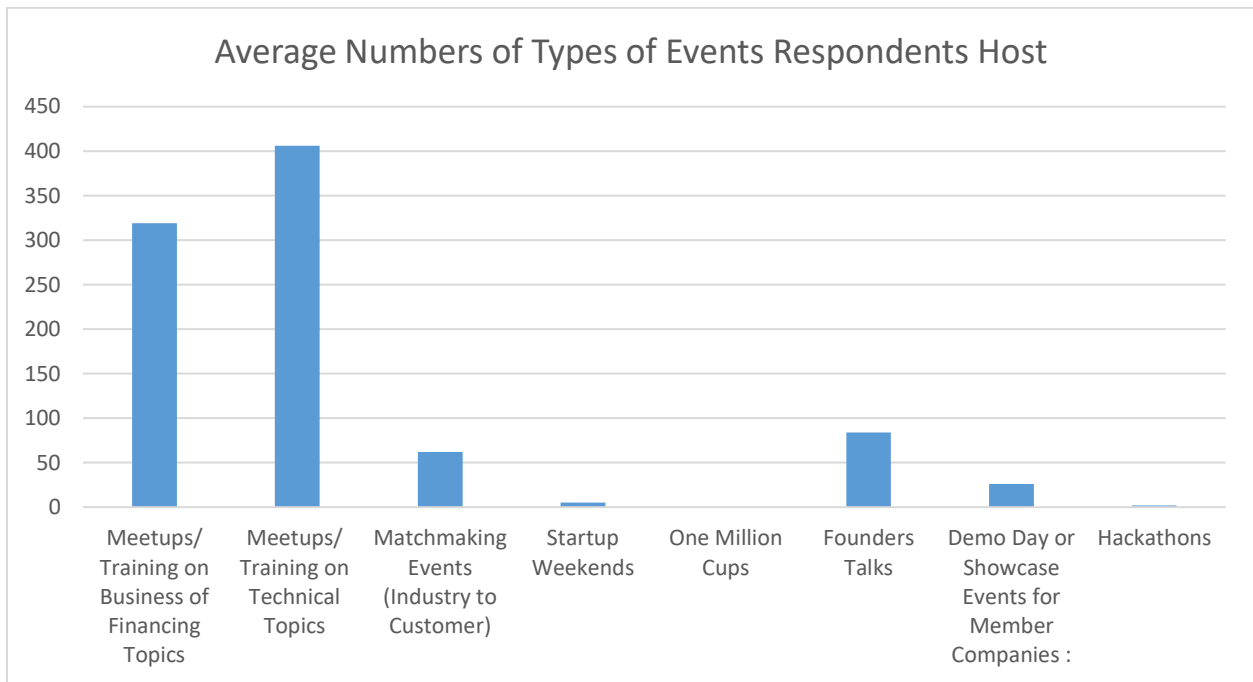
14.) Does your program currently offer mentorship services to your member companies?

The majority (21 of 27) respondents have mentoring services and 2 respondents intend to offer mentoring programs in the next 6 months.

15.) How many educational program offerings does your organization host annually for each of the following categories?



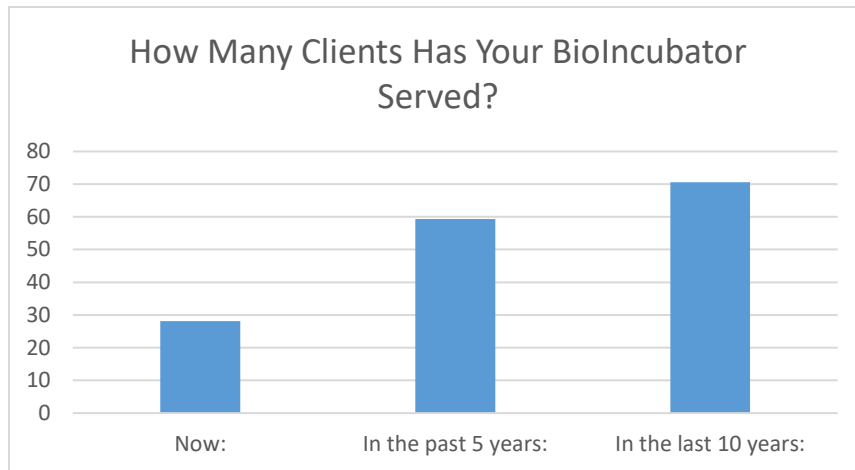
16.) If your incubator hosts events, how many of the following event types do you host?



Performance Tracking Metrics

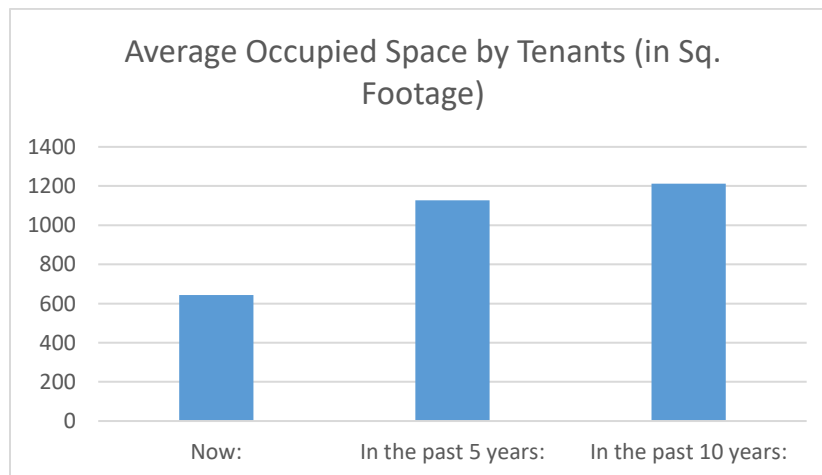
- 17.)** *How many companies are currently in the program and how many have you served?*

Shares average of respondents



- 18.)** *What is the average space occupied by your clients now and then (sq footage)?*

Shares average of respondents



19.) Have any current companies in your incubator developed FDA approved drug or medical devices?

On average, most biotech incubators who responded have no companies who have been FDA approved. Of the 10 that did respond, their % of clients who obtained FDA approval 1 – 29% of their clients were approved, while one incubator had 100% of their clients obtain FDA approval.

20.) How many companies are currently in your program?

On average, responding bioincubators accommodate 36 companies

21.) Since the beginning of your organization's inception, how many companies have you served?

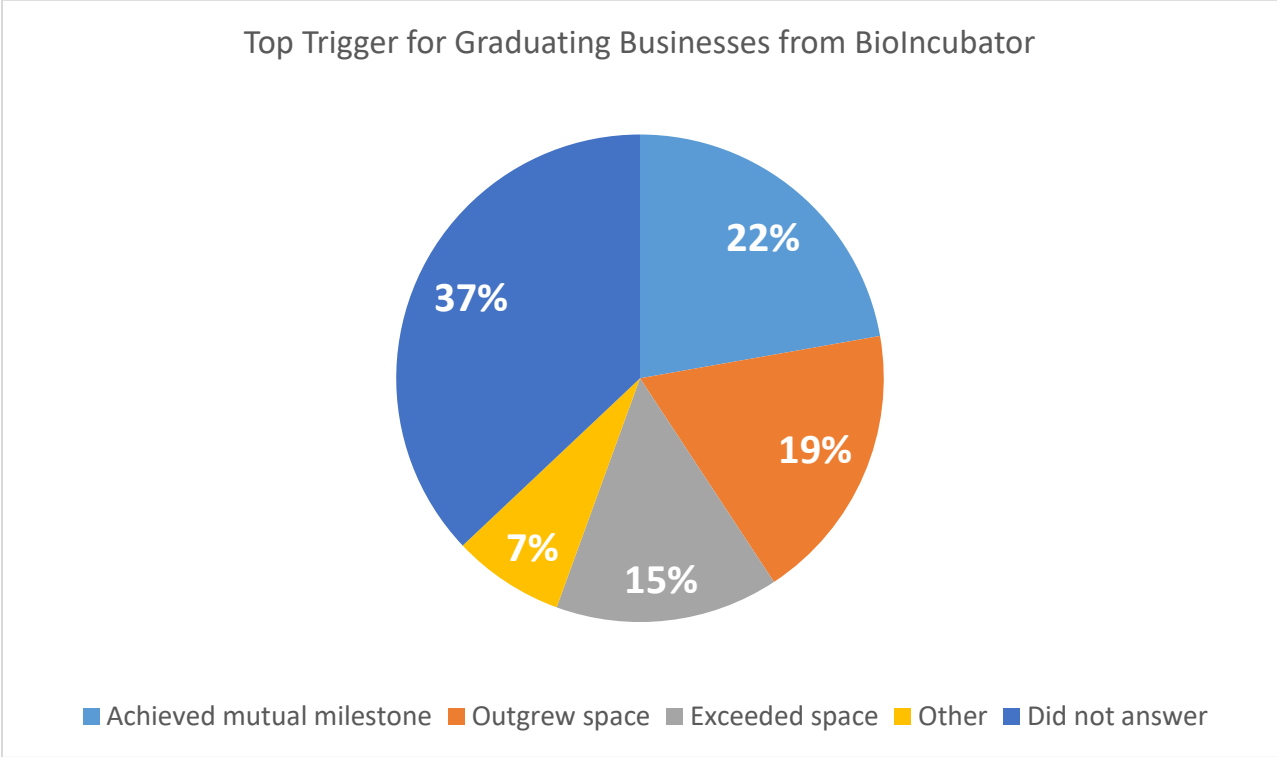
On average, responding bioincubators have supported 112 companies

22.) How many direct and indirect jobs have been created by you program?

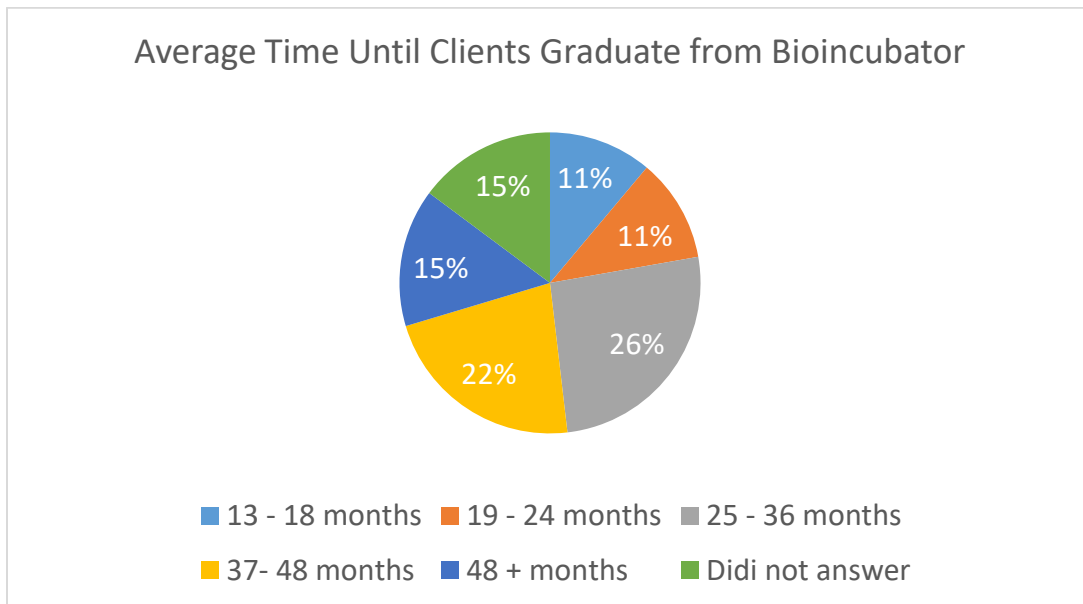
University Science Center in Philadelphia reported 41,300+ jobs created. When not skewed by this data, the average number of jobs created by each responding bioincubator was 947.

Graduation Information & Metrics

23.) *What was the top trigger for companies graduating from your program?*



24.) On average, how many months do companies participate in your program before graduating or moving on to a new space?



25.)

a) How many companies successfully graduated from your program in the last 12 months?

On average, respondents graduated 4 companies in the last twelve months (with many incubators new or less than 2 years old graduating none).

b) How many companies have successfully graduated from your programs since your program started?

On average, respondents graduated 38 companies since opening their doors, with one incubator, open since 2008, graduating 450 companies (this number was left out of the average so as not to skew the data).

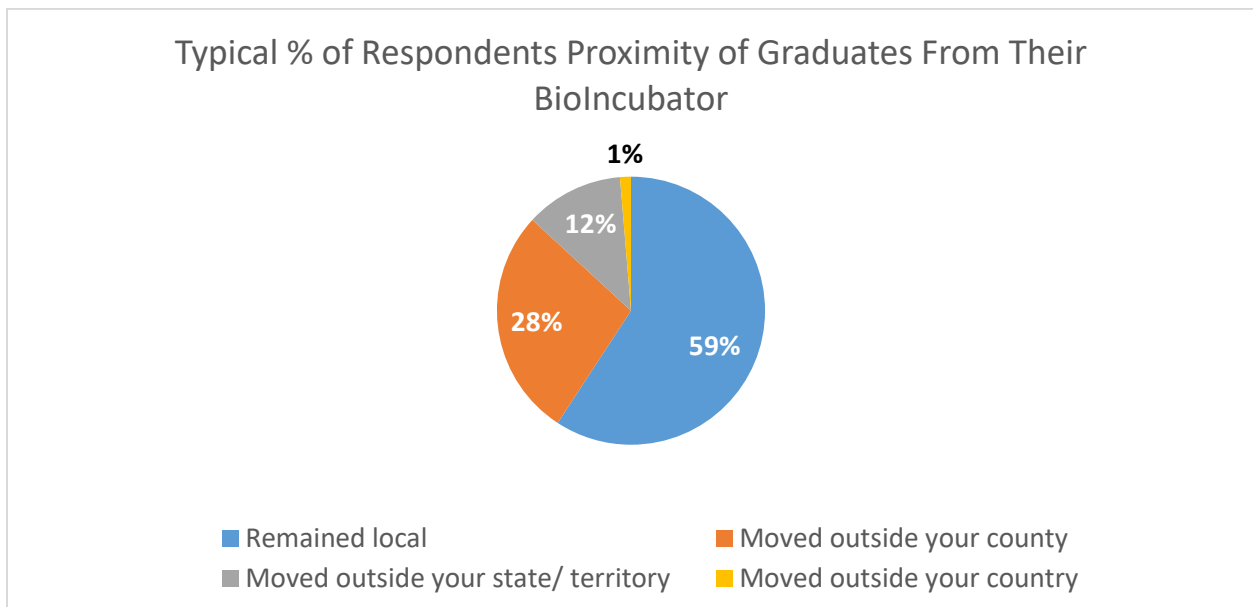
26.) How many of your graduated companies are still in business today?

On average, respondents had 24 companies graduate from their programs that are still remaining in business. (One incubator answered 300 companies still remain since

graduating but were omitted from the average above so as not to skew the data point).

27.) Of your remaining graduates, where in proximity to your bioincubator do they headquarter their business?

An overwhelming majority of respondents' graduated clients (> 50%) stayed local – especially within the county the bioincubator is located or within the state the bioincubator is located within.

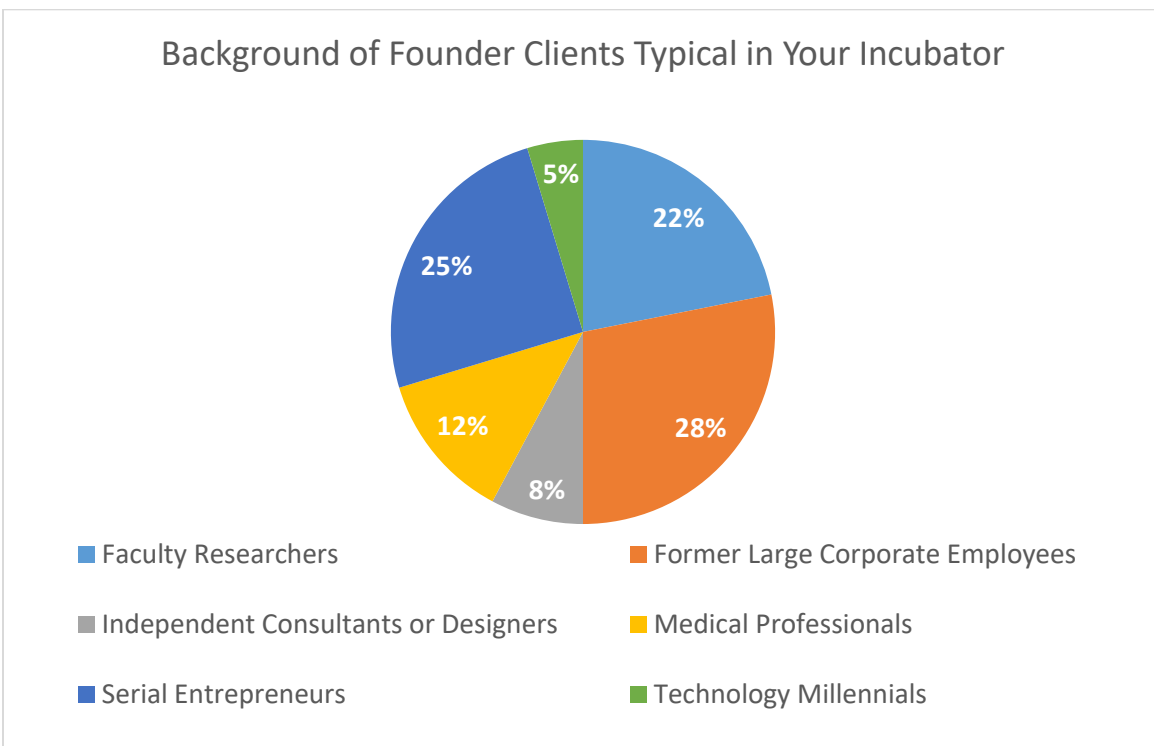


28.) In US dollars, what are the combined revenues for all companies that have participated in your program?

With the lowest and highest outliers removed, the average combined revenues obtained by companies supported by respondents' programs was \$48.6M.

Misc. Metrics

29.) ***What are the three most common professional backgrounds of company founders in your program?***



Most respondents had founders with backgrounds as employees previously in large corporations, as serial entrepreneurs and as faculty researchers. Only 5% of respondents claim to work with millennial founders.

30.) What are the two most important selection criteria your incubator looks for in applicants?



Notes:

The following questions were omitted from this report due to a lack in response:

- What is the value of each company at entry to program?
- What is the value of the top 10% at entry to program?
- What is the value of each company after 5 years?
- What is the value of the top 10% after 5 years or exit?
- What is the total valuation of companies at the programs?