



Hogan
Lovells



Hogan Lovells Life
Sciences UK Real Estate

Why Hogan Lovells

Getting Life Sciences facilities right is integral to the success of a ground-up investment, repurposing or existing operation. We understand that Life Sciences is an extremely broad, unique and intricate asset class that requires a delicate balance between building functionality and operational flexibility. Whatever your Life Sciences journey, we believe we would be an excellent legal partner to you for the following key reasons:

- **Market leading sector expertise.** We have Band 1 Real Estate and Life Sciences practices. They form two of our strongest combined global sectors. This combination gives us a heavyweight track record, acting both investor and operator side (a unique position many firms will not be able to offer) and everything in between, from development, planning, construction and asset management. Our life sciences team covers all legal disciplines: regulatory and compliance, commercial contracts, licensing and collaborations, corporate transactions, IP data privacy and cybersecurity, competition, public law, product liability and dispute resolution. Life Sciences is in our DNA.
- **Premium life sciences facilities experience: Harwell.** This remains the UK's biggest ground-up life sciences development. We acted for the UKAEA on this innovative 800-acre scheme from site inception through to delivery. If you work with joint venture partners we would be happy to share some JV insights with you and ways we may be able to help you as you progress existing or pipeline opportunities. A few examples of work we have done are dotted through this slide deck. If you want more detail, we would be happy to present that to you.
- **We are life-cycle advisers.** With, ultimately, an exit in mind, you need an adviser that has taken schemes through the development, leasing, construction and asset management thresholds to achieve investment returns (particularly now that ESG has created a premium value that will play an ever prominent role in valuation and asset management controls). That's us.
- **We're ESG experts.** We have made it our priority to be at the forefront of this ever-changing landscape. Let us introduce both our marketing-leading ESG regulatory and asset management teams and our 360 audit tool? If you need steering on (the different shades of) green leasing – let us demonstrate how we can help you?

We'd love to carry the conversation on from here. Let us know if it would help to set something up in person with you and your team?

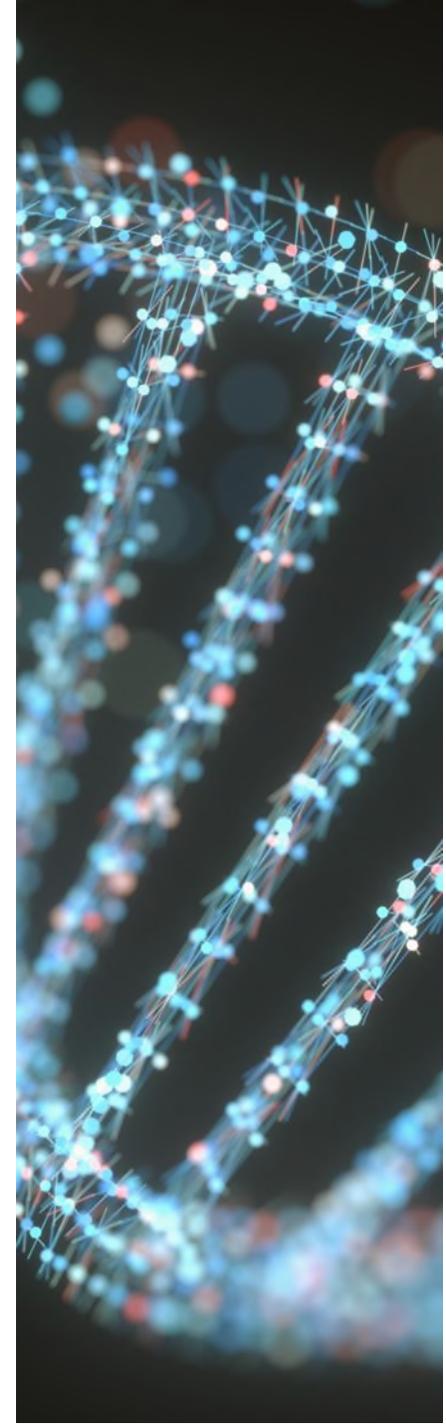


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About Hogan Lovells

Life Sciences – a snapshot of how we can help

Our UK life sciences team is part of our global team of over 500 life sciences lawyers — providing a seamless experience everywhere our clients do business. Our Band 1 ranked UK life sciences industry team spans the full spectrum of legal disciplines.

Harwell

On establishing a development and investment joint venture at Harwell, a 800 acre Big Science R&D park and subsequent changes of JV partner

Real Estate:

We are ranked in the top tier in The Legal 500 and commended by both the FT and The Times for the strength of our real estate practice. We have genuine strength in breadth and depth – from heavyweight development, complex joint ventures and investment through to asset management.

Planning:

Our market-leading planning practice is described in The Legal 500 as “one of the best, if not the best, in the industry”.

We act for leading developers on their most high-profile developments – including the redevelopment of the Olympic Park for the London Legacy Development Corporation and the transformative regeneration of Brent Cross Town for Argent Related.

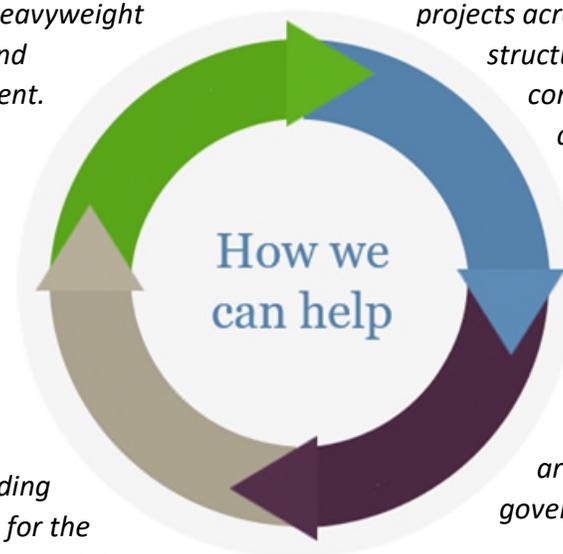
Construction:

We work with owners, developers, contractors, consultants, engineers, project managers, and government entities on high-value infrastructure projects across all key sectors. We help clients structure, draft, negotiate and manage contracts, as well as avoid and resolve delay, defects, change, payment and termination disputes.

Regulatory & environmental:

We bring together regulatory and industry specialists from across sectors alongside cross-cutting experience in areas such as competition law and government affairs.

We are specialists; we have a deep understanding of the sectors we work in, and a deep understanding of how governments, legislators and regulators operate, in principle and in practice.



About Hogan Lovells

Asset Management (AM). Why this is key to our practice and to your investment

Uttlesford District Council

On its development and investment joint venture with Aviva on Chesterford Business Park, near Cambridge

Market recognition

We have won the Estates Gazette legal team award three times and last year we won legal team of the year at the British Legal Awards. These are real estate industry awards, voted for by the industry, that put us ahead of our competitors for our comprehensive Real Estate practice.

The Model Commercial Lease (MCL).

We were part of the BPF committee for the inception and roll out of the MCL. With the BPF, we formulated this product into what it is today and we took it to market several years ago. Many institutional clients have adopted the MCL wholesale across their investments and it is particularly suited to the Life Sciences space for two reasons: it is a fairer starting point (a lot of the provisions that wasted negotiation time have been removed – which will suit time and cash poor VC-funded tenants) and its flexibility.

Without this, we cannot advise clients on their entry investments, nor their strategy for maximising value on the way through nor, ultimately, their exit. In essence, we have made it our business to school our lawyers from cradle to grave on all the assets we manage.

Let us help you with AM strategy.

Invariably with JVs, the AM strategy will be set by reference to the JV's vision. If you already have lawyers on established schemes, we can give you a feel for whether the AM strategy is fit for purpose (or an aspect of it – like green leasing), or, we can slot into pipeline opportunities to formulate a flexible strategy with you. Essentially, you need conformity across the leasing platform on any asset to ensure no cost leakage and little opportunity for investors to price chip you on an exit.

Just as the life sciences space innovates and evolves, we do so too. Let us introduce you to our tech tools and, if of interest, make an introduction for you to a tech company we have introduced to M&GRE for asset managing one of their multi-let building platforms?

Flexibility.

Most life sciences space is delivered to CAT A+ and/or Turnkey. You can use any or a combination of our construction, AM delivery and ESG green leasing teams to give you the right product against your built environment. Our disputes team will stress-test positions to ensure you're reflecting fair but non-prejudicial positions. A bit like a clinical trial.

AI, Legal Tech and Real Estate market (AM) tech.

AM work at the heart of our practice

Life Science sector hot topics – here's what we're seeing

Merck

On the acquisition and subsequent disposal of a biologics business, including due diligence on a cross-border property portfolio and dealing with contamination issues at a biotechnology R&D site



Horizon 2024

An overdue shot in the arm for UK life sciences. This will incentivise innovation and collaboration (which remains at the heart of the sector).



Levelling up

For the UK to compete with the US, we need the conversation to move meaningfully outside the Golden Triangle.



Funding tap

The VC funding tap tightened during 2023. Will it return to pre and post COVID levels?



Converting obsolete assets

Use Class E relaxes the shoulders, but will local authorities have the expertise to deliver schemes within the new framework?



Covenant and dilaps. risk

Security and default risk remains key for investors. Being nimble through leasing will be the key to value preservation.



Building management risk

Where are your exposure-points? Cyber-attack risk? Insurance? Building management personnel? Life sciences requires a different lens to traditional investments.



Power

Where is power (and backup) coming from? Is the source sustainable (in every sense of the word)?



London's space delivery race

Considerable investment and efficient development is required to plug the pipeline gap before 2026 (when the majority of central London schemes come online).



Regulatory landscape

Our biggest pharma client pulled out of the UK for want of a hospitable pricing framework. The Government must do more to put us on the world stage for inbound investment.



ESG

Life Sciences is typically an environmentally heavy consumer of energy, less conducive to remote-working, requiring a talent-specific workforce. Opposing forces or natural allies?



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