

Shared Laboratories: A Guide for Attorneys

The Capital-Efficient Path for Emerging Biotechs

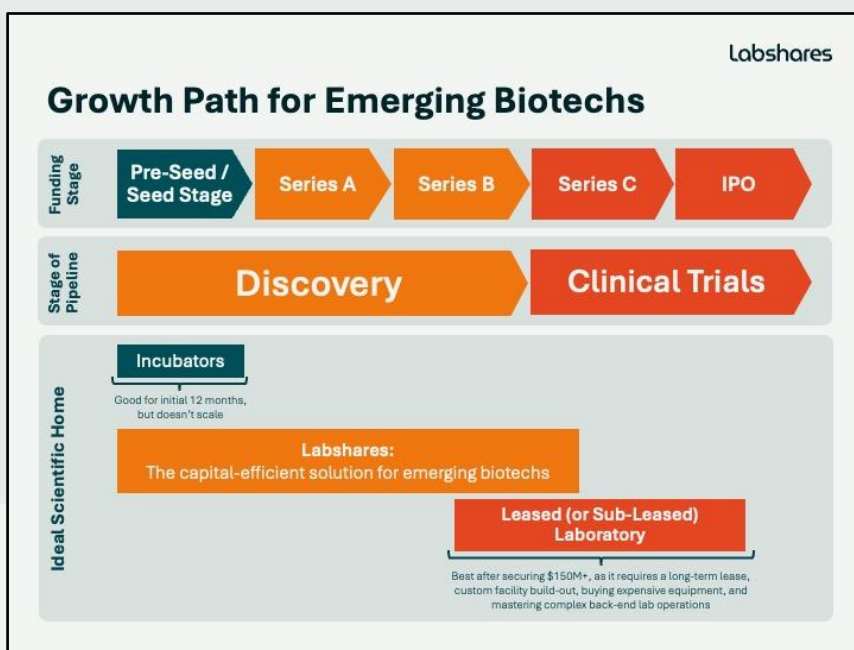
Helping attorneys to channel their biotech clients toward success

The Challenge: Lab Setup for Emerging Companies

Emerging biotech and life science companies face steep hurdles in establishing laboratory operations. **Incubators** can be a solution for a company's first 12 months, but incubators don't allow companies to seamlessly scale from Seed through Series A, B, and C funding. Alternatively, **traditional laboratory leases** (or sub-leases) demand long-term commitments, significant capital investment, and specialized operational expertise—costly distractions from scientific progress.

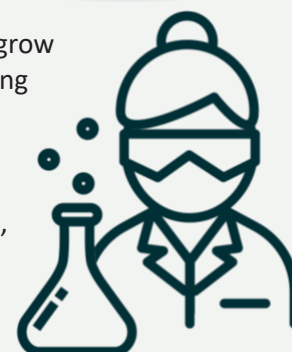
As trusted advisors, attorneys play a critical role in helping clients navigate these challenges. Shared laboratories offer a streamlined, capital-efficient solution designed for emerging biotech and life science companies to focus resources where they matter most: advancing science.

The Solution: Why Shared Labs Are the Smart Choice



Shared laboratories have emerged as the preferred infrastructure solution for emerging biotech clients, offering flexibility, scalability, and cost transparency. They eliminate the need for your clients to bear the burden of heavy upfront investments in lab space, equipment, and operational services.

- **Flexibility and Scalability:** Companies can start small with just one bench and grow seamlessly into private suites. Contracts can adapt to your clients' needs, saving them from overcommitting resources.
- **IP Protection:** Some attorneys have understandably raised questions about intellectual property (IP) protection in a shared lab environment. Labshares enforces clear operational protocols to ensure members' IP remain protected, including spaces for members to conduct private conversations (huddle + conference rooms), the option to license a company VLAN, properly placed security cameras, and badged access to the lab.



- Turnkey Operations: Shared labs provide fully equipped spaces with the latest equipment, in-house permitting, and immediate access to facilities, enabling companies to begin experiments within a matter of days.
- Capital Efficiency: Shared labs offer a single, bundled price that provides all-inclusive access to lab space, equipment, and lab services. This significantly reduces “hidden” infrastructure costs like taxes, utilities, and maintenance fees.
- Operational Support: Critical services such as lab safety, medical waste removal, and equipment calibration are included with membership, allowing biotech companies to avoid costly non-core hires.

What This Means for Attorneys

Attorneys are instrumental in steering clients toward decisions that align with their growth strategy and financial constraints. By recommending shared laboratories, you help them:

- Conserve precious capital for R&D and hitting critical scientific milestones.
- Avoid rigid, long-term lease commitments that can stunt growth.
- Focus on their science instead of the complexities of lab management.

This strategic advice positions you as a value-driven partner in their journey, ensuring they prioritize scientific and financial success.

Labshares: Transparent, All-Inclusive Pricing & Straightforward Contracts

Some shared labs impose hidden, layered fees: one fee for lab space, another for team members, and a third for desk usage. Or they try to sneak in equity rights into their contracts. This practice is misleading and harmful for emerging companies.

At Labshares, pricing and contracts are straightforward. One all-inclusive rate covers lab space, equipment, and essential services. No hidden fees. No equity requests—ever. Labshares’ contracts have been honed over a long history to work well for both start-up and publicly traded companies.

Trusted by Attorneys

Over its history, Labshares has successfully partnered with a wide range of attorneys who specialize in biotech / life science advisory and real estate law, including:

- | | |
|--------------------------|--|
| • Goodwin Proctor | • Wilmer Hale |
| • Mintz Levin | • Burns & Levinson |
| • Foley Hoag | • Individual attorney practices |

Attorneys: Equip your biotech clients with the tools to succeed faster and more efficiently.
Visit [Labshares.com](https://www.labshares.com) or contact us to learn more.

Appendix A: Cost Comparison

To understand the true cost of operating a lab, below is a cost analysis that compares (A) the total cost for a laboratory sublease, including rent, equipment and lab services, and (B) the total cost for a shared laboratory.

	All-In Cost for a Biotech with 2-4 FTEs		All-In Cost for a Biotech with 10-15 FTEs	
	Sublease (Micro)	Labshares Benches	Sublease (Small)	Labshares Private Suite
1. Lab space rental				
Square footage (1)	2,000	Included	6,500	Included
Rent per sq. ft	\$80.00	Included	\$80.00	Included
Taxes + Utilities + CAM fees	\$25.00	Included	\$25.00	Included
Annual rent expense (2)	\$210,000	Included	\$682,500	Included
2. Laboratory Equipment				
Lab Equipment (total price)	\$510,800	Included	\$792,400	Included
Annual cost of 3-year equipment lease (3)	\$187,293	Included	\$290,547	Included
3. Back-End Laboratory Services				
Annual cost of lab services and personnel	\$269,700	Included	\$593,250	Included
Total Annual All-In Cost	\$666,993	\$153,000	\$1,566,297	\$570,000

(1) Finding attractive sublease space under 10k sq. ft. is challenging.
 (2) No build-out costs assumed for sublease option.
 (3) Includes 7% annual financing for lab equipment lease.

Labshares' all-inclusive model saves 60–70% vs. subleases. You know exactly what you'll pay, no surprises.

Question: “What's one piece of advice you'd offer to biotech CEOs today?”

Answer: “I'm telling every company: **Don't build cathedrals!** Be nimble and flexible, both with your space and with hiring. That's the way forward in this environment.”

- Camille Samuels, biotech VC at Venrock, 2024