
PRESS RELEASE



Survey of companies in the Cambridge bio-cluster reveals that Hanley Grange development will damage UK biotech

CAMBRIDGE, UK, 19 June 2008 - Cambridge Healthcare & Biotech Ltd (CH&B) today announced the findings of a survey assessing the impact that the proposed Hanley Grange development could have on companies based in the major employment sites in the area.

The survey was conducted partly by telephone interview and partly through emailed responses depending on the preferences of the respondent. In all 20 companies responded, representing 625 employees (of whom 43% are graduates and a further 38% are PhDs)

The main conclusions from the study were:

- Lack of housing is not an issue for any of the companies based at the major employment sites around Hanley Grange. It has certainly had no impact on the growth of jobs at these sites.
- Very few of the staff based at the major employment sites around Hanley Grange are likely to live there. We estimate that no more than 400 of these employees will live at Hanley Grange.
- None of the companies that responded to our survey believe that Hanley Grange will have a positive impact on their business overall. Most think that their business will be harmed by the development.
- Many of the companies that were contacted were unaware of the scale and location of development – despite being based at the major employment sites around Hanley Grange. Several expressed concern that they had not been approached for their input.
- Every respondent fears that the development will cause major traffic congestion around the area and that the accessibility of their current business location would be compromised. This was by far the major concern expressed by the respondents.
- All respondents feel that a major housing conurbation adjacent to their business would make their location less attractive. Many have deliberately chosen their current location because of its rural nature. None believe Hanley Grange would help in their efforts to attract high calibre staff. Many believe that it will hinder their efforts.
- Although most respondents feel they will be “stuck with it”, some believe that a Hanley Grange development would cause them to move out of the area. Two of the companies responding said they would move overseas.
- Given the above, and the importance of Cambridge to UK biotech, the Hanley Grange development is likely to be detrimental to UK biotechnology overall.

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Martyn Postle, Director and Founder of CH&B said, “UK biotech has been on the back foot recently, with many investors, such as Apax, 3i and Merlin, pulling out of the sector. We know that the Cambridge bio-cluster represents a very important national asset. However, the senior managers of companies in this cluster are clearly telling us that the consequences of a Hanley Grange development will be to further damage that asset. It will even drive some of them out of the country altogether. It will also make the area much less attractive as a European base for US multinational life science companies”.

The full survey entitled “Company attitudes to Hanley Grange: A survey of high technology companies based at Granta Park, Babraham Research Campus, Chesterford Research Park and in the immediate vicinity of the proposed development” can be found at the following URL:

www.chandb.com/Hanley_Grange.htm

Cambridge Healthcare & Biotech (CH&B) is a strategic consultancy that advises a wide range of biotech, pharmaceutical, diagnostic and other healthcare companies in Europe, the USA and Asia. Its team of over 50 Consultants and Associates has steered major products through all aspects of research, development and commercialization. The company brings a unique perspective to solving client problems through the in-depth understanding of technology, product development, marketing, healthcare systems and corporate finance embedded in its project teams.

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