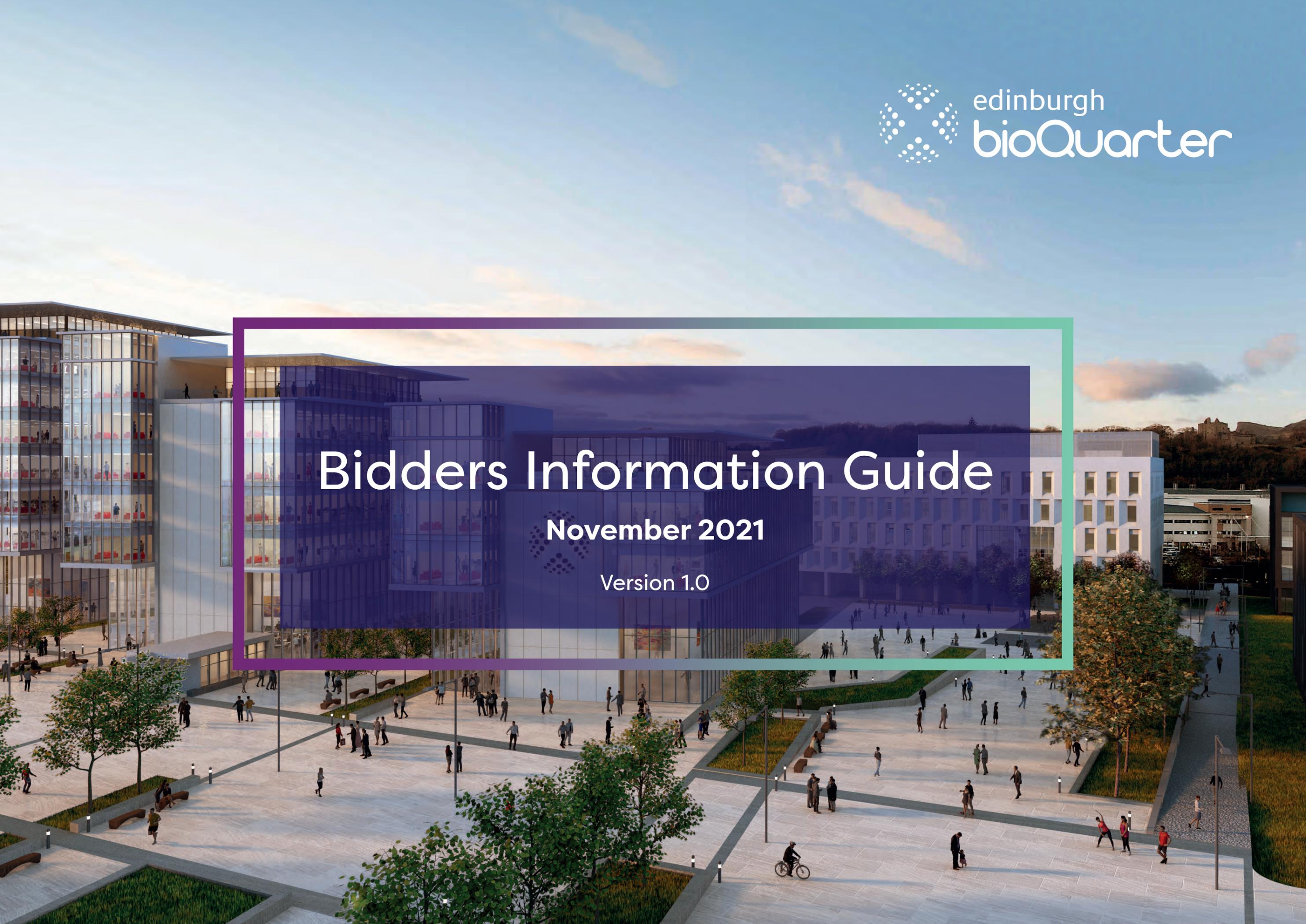


# Bidders Information Guide

November 2021

Version 1.0



Documents to support the procurement will be made available at appropriate stages throughout the process to bidders. Bidders are required to read these as part of the procurement. With the Contract Notice the Contracting Authorities have made available – Bidders Information Guide, draft legal Heads of Terms and a draft copy of the Invitation to Participate in Dialogue. The Bidders Information Guide contains a summary of the Place, Community, Sustainability, and Innovation Strategy Documents. The Draft ITPD includes an overview of the dialogue stage, including a description of the number of stages from commencement of dialogue to final solution including details about the outline solution and final solution submission requirements. It is currently anticipated that bidders will have access to additional documents with the ITPD including full access to the strategies, land, and property information. The Contracting Authorities have determined that there is sufficient information in the documentation released at SPD to enable bidders to make an informed decision as to whether to express an interest.

This Bidders Information Guide has been developed by the Contracting Authorities as a supporting document for the procurement of a new private sector partner. Its purpose is to provide bidders with background information on BioQuarter which may prove helpful in formulating responses at key stages of the procurement process.

## Important Notice

This Bidders Information Guide has been prepared by EBQ3 Limited, City of Edinburgh Council, Scottish Enterprise, and the University of Edinburgh (together the "Contracting Authorities") in connection with the procurement of a private sector partner for the Edinburgh BioQuarter Innovation District (the "Proposed Transaction").

It is being delivered for information purposes only to a number of prospective partners (each a "Recipient") for the sole purpose of assisting them in deciding whether they wish to proceed with a further investigation of the Proposed Transaction. This document is not intended to form the basis of an investment decision or a decision to enter into any transaction with the Contracting Authorities. Neither this information nor its delivery to any Recipient will or is intended to constitute or form part of any offer to enter into the Proposed Transaction with such Recipient.

The information contained in this document is confidential. It and any further information made available in connection with the Proposed Transaction must be held in complete confidence and documents containing such information may not be reproduced, used or disclosed without the prior written consent of the Contracting Authorities. Any Recipient who does not wish to pursue this matter must promptly return all material to the Contracting Authorities without retaining any copies.

The information contained herein has not been independently verified. No liability, howsoever arising, is or will be accepted by the Contracting Authorities or any member of their respective groups or their directors, officers, employees, affiliates, agents or advisers for the fairness, accuracy or completeness of the information (including all estimates, forecasts, assumptions or statements of opinion or expectation) contained herein or in any other information supplied or made available, in writing or orally, in connection with any negotiations for the Proposed Transaction, or for the consequences of any reliance upon or other use of any such information. No representation or warranty, express or implied, is or will be made with respect to the fairness, accuracy or completeness of any of the information

contained herein or any other such information. In particular, but without limitation, no representation or warranty is given as to the achievement or reasonableness of, and no reliance should be placed on, any estimates, forecasts, assumptions or statements of opinion or expectation contained in this document. Only those particular representations and warranties which may be made to the partner in the definitive contractual documentation, if and when executed and subject to agreed limitations, shall have legal effect. Any partner will be required to acknowledge in any definitive contractual documentation that it has not relied on, nor been induced to enter into such agreement by, this document or any other representation or statement, save as expressly set out in that agreement.

In furnishing each Recipient with this Bidders Information Guide, no obligation is undertaken to provide any further information, to update the information in this document or any other information, or to correct any information contained in this document or any omission from it. The information in this document is subject to change, completion or amendment without notice.

This document does not purport to contain all the information that a Recipient may want or require in investigating the Proposed Transaction. Prospective partners are advised to seek their own financial and other professional advice and must make their own independent assessment of the merits of any transaction with the Contracting Authorities. Prospective partners will also be expected to undertake their own due diligence (in accordance with the timetable and procedures specified by the Contracting Authorities) for the purposes of deciding whether or not to participate in the Proposed Transaction and to bear the cost of any such due diligence undertaken.

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**Ivan McKee MSP**  
Minister for Business, Trade,  
Tourism and Enterprise  
Scottish Government

Scotland's capital city is globally renowned for its rich history in medical innovation, magnificent architecture and spectacular cultural events. Edinburgh is also a city of opportunity, home to world-class medical teaching and research and is a great place to invest. Over the past two decades, Edinburgh BioQuarter has played a key role in Scotland's successes in the life sciences sector, which has a turnover in excess of £6.5bn and employs over 41,000 people.

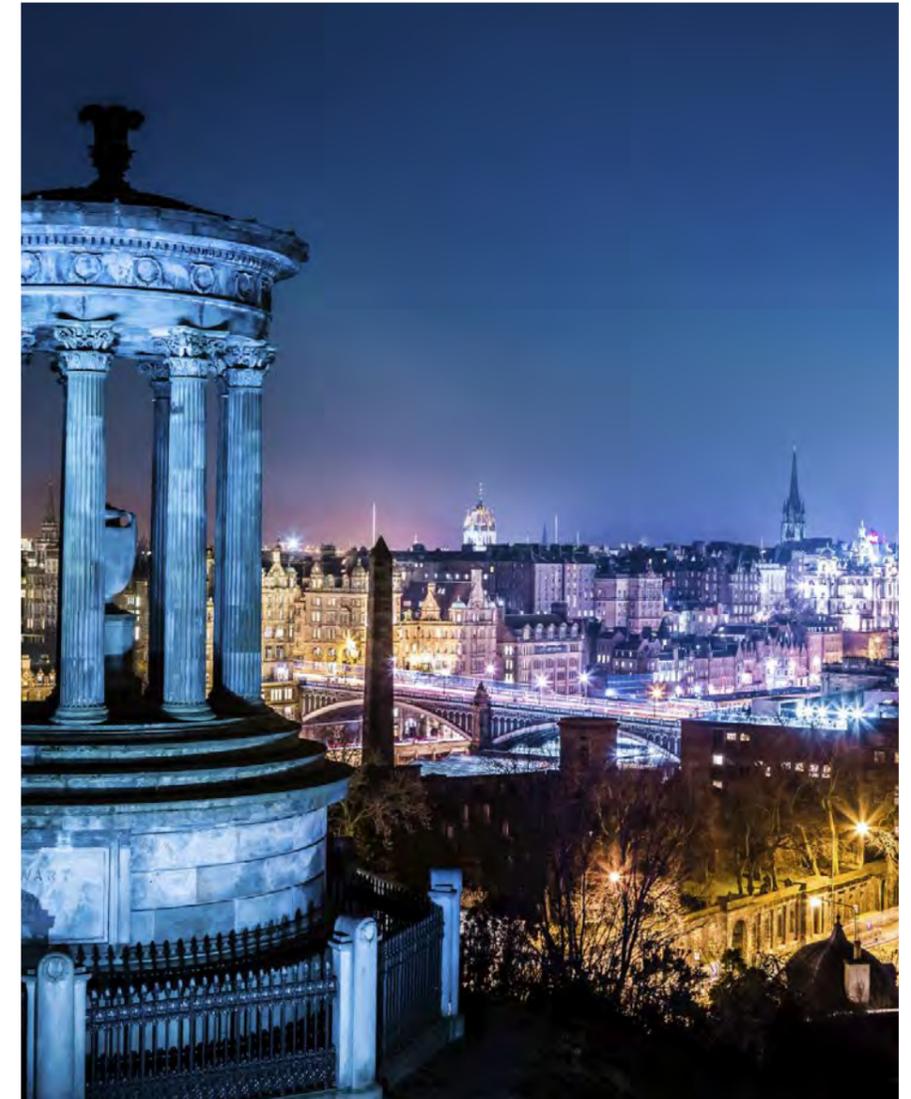
With the commitment of its major stakeholders - the City of Edinburgh Council, NHS Lothian, Scottish Enterprise and the University of Edinburgh - BioQuarter has had over £600m public capital investment, with even further investment planned by them over the next five years.

BioQuarter has now entered the next phase of its evolution. It is seeking a private sector partner to take the next phases of development forward to create a mixed-use, vibrant community where academics and clinicians will rub shoulders with entrepreneurs, students and families as part of a new Health Innovation District.

This is one of the most exciting investment and collaborative opportunities with far-reaching benefits for investors, local communities and global health innovators alike.

The Scottish Government is committed to protecting and growing our economy and Scotland is open for business.

We want you to be a part of that success.



# 01

## introduction

# Building the Future of Health Innovation

BioQuarter is a leading health innovation location and one of the largest of its type in the UK. It boasts an established and growing health innovation ecosystem with a melting pot of talent located at the site. It contributes significantly to both local and national economies, and the discoveries emanating from its ecosystem impact the future of human health and wellbeing across the globe.

Over the last 20 years, BioQuarter has generated an estimated £2.72 billion\* gross value added from its research, clinical, and commercial activities and a further £320 million\* from its development. The on-going investments by the University of Edinburgh and NHS Lothian in academic and clinical facilities make it one of the most comprehensive health innovation locations in the UK.

BioQuarter has reached a tipping point and with the right investment in commercial health innovation, infrastructure and management it can achieve its potential and move to a global platform.



*\*Details from BioQuarter Team data sources*

# Partnership

BioQuarter is a place like no other; governed by four of Scotland's most prominent organisations and where leaders in healthcare, academia, economic development and local government work together to deliver a shared vision for its health innovation ecosystem and future developments.

Individually, the City of Edinburgh Council, NHS Lothian, Scottish Enterprise and University of Edinburgh are four of Scotland's largest and most influential organisations. Together, their spectrum of skills, reputations and expertise form a formidable partnership. This strategic partnership was brought together through a Collaboration Agreement signed in 2017 and is overseen by the BioQuarter Strategy Board.

Contracting Authorities: City of Edinburgh Council, Scottish Enterprise and the University of Edinburgh are aligned in their collective vision for BioQuarter. This commitment has been demonstrated through significant financial and shared strategic activity over the past two years. This includes:

- **Agreement of a shared vision for Edinburgh's Health Innovation District.**
- **Strategic governance approvals at the most senior levels in all organisations.**
- **Formation of EBQ3 Ltd and agreement to proceed with procurement of a private sector partner.**
- **Approval of an Outline Business Case.**
- **Approval of BioQuarter's first Health Innovation Strategy.**
- **Approval of a Place Strategy and inclusion in the City Plan 2030.**

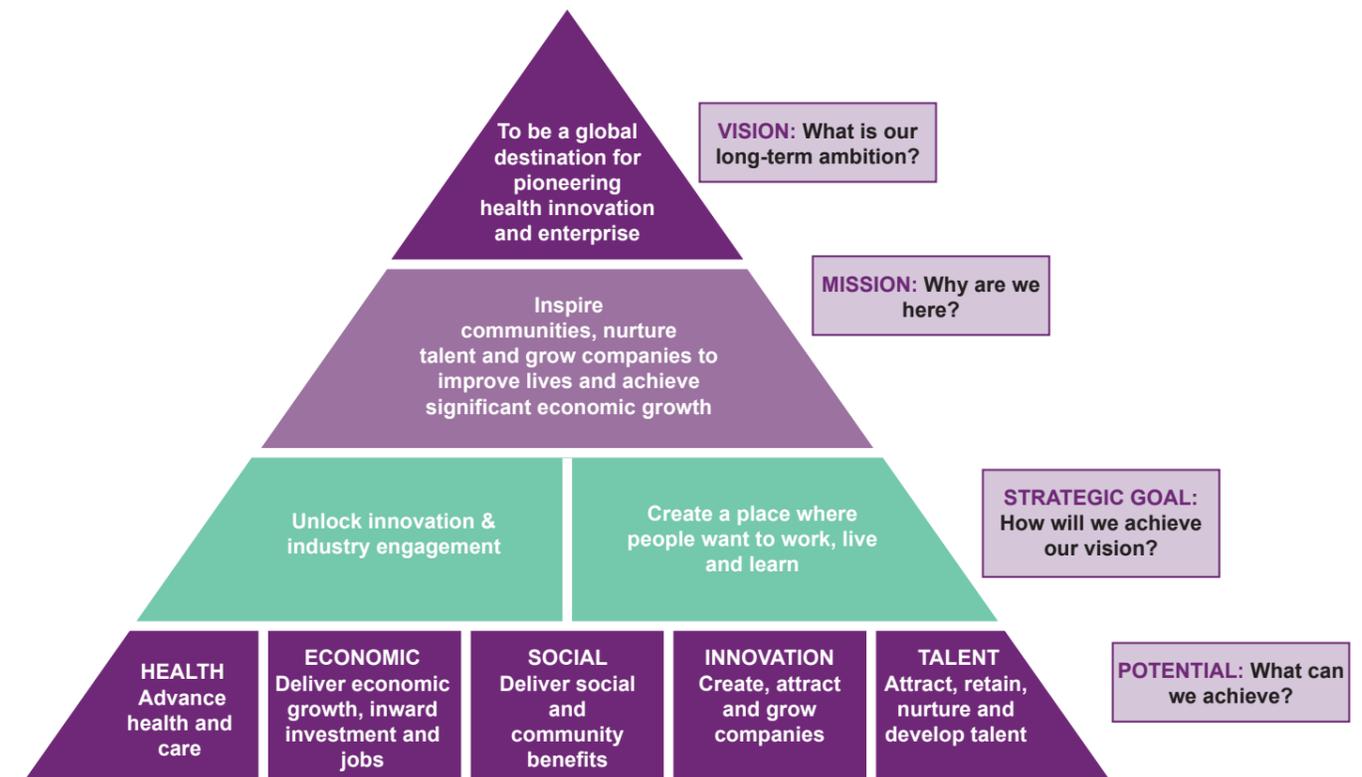




## BioQuarter Vision

The 'BioQuarter Vision' is to unlock BioQuarter's full innovation potential, accelerate its growth and become a global destination for pioneering health innovation and enterprise.

Over the next decade BioQuarter will transition into Edinburgh's Health Innovation District - a new mixed-use, urban neighbourhood of Edinburgh, centred around a world leading community of health innovators and companies. Building on the £600m capital invested to date and the City Region investment, through a new strategic joint venture partnership, new commercial health innovation accommodation will be developed alongside a plethora of residential, retail & leisure amenities and high quality public realm. By creating a thriving place, we can attract, nurture and retain high-growth companies, establish a community of health innovators and make a positive impact to our local communities. BioQuarter - a place for people to innovate, live, study and thrive.





*Edinburgh BioQuarter is an exciting and excellent vision that will truly impact on the social and economic wealth of Scotland. It is a place that is home to work that is truly internationally leading and of worldwide impact.*



**Professor Moira Whyte**

Head of College of Medicine and Veterinary Medicine, University of Edinburgh

**BioQuarter:** Edinburgh's Health Innovation District, a global destination for pioneering health innovation and enterprise

## What drives the vision

Government, commerce and society is searching for global health improvements, to rebuild economies and to fight the climate crisis. Unlocking BioQuarter's potential will impact on all three of these critical issues. Over the next 10-15 years BioQuarter will deliver almost 5,000 new jobs, bring new investments and innovations in health and social care, and deliver a net zero location which promotes the wellbeing of its community and its neighbours.

At BioQuarter; clinical, non-clinical and wet and dry lab facilities are located next to NHS Lothian services. Patients share the same place as innovators, forming a community which is primed to develop solutions to global health challenges. BioQuarter is a catalyst for job creation, company growth and inward investment.

The StopCOVID, CovidLife and Cornagenes studies are just some of the research programmes taking place at BioQuarter with dozens of additional studies also underway.



Inspire communities, nurture talent and grow companies to improve lives and achieve significant economic growth.

# What are our goals

## Unlocking Health Innovation

The ambition is to rapidly develop BioQuarter into Edinburgh's Health Innovation District. BioQuarter will transition from a specialist health research park into a vibrant mixed-use Health Innovation District boasting a leading health innovation ecosystem. Developments will maximise the value of the location, both to local communities and to the organisations supported here. In order to achieve these ambitions, it is essential to maximise commercial health innovation accommodation and to develop, attract, grow and retain health innovation businesses. The reach and scale of BioQuarter's next phases of development will be much broader than what has been completed to date.

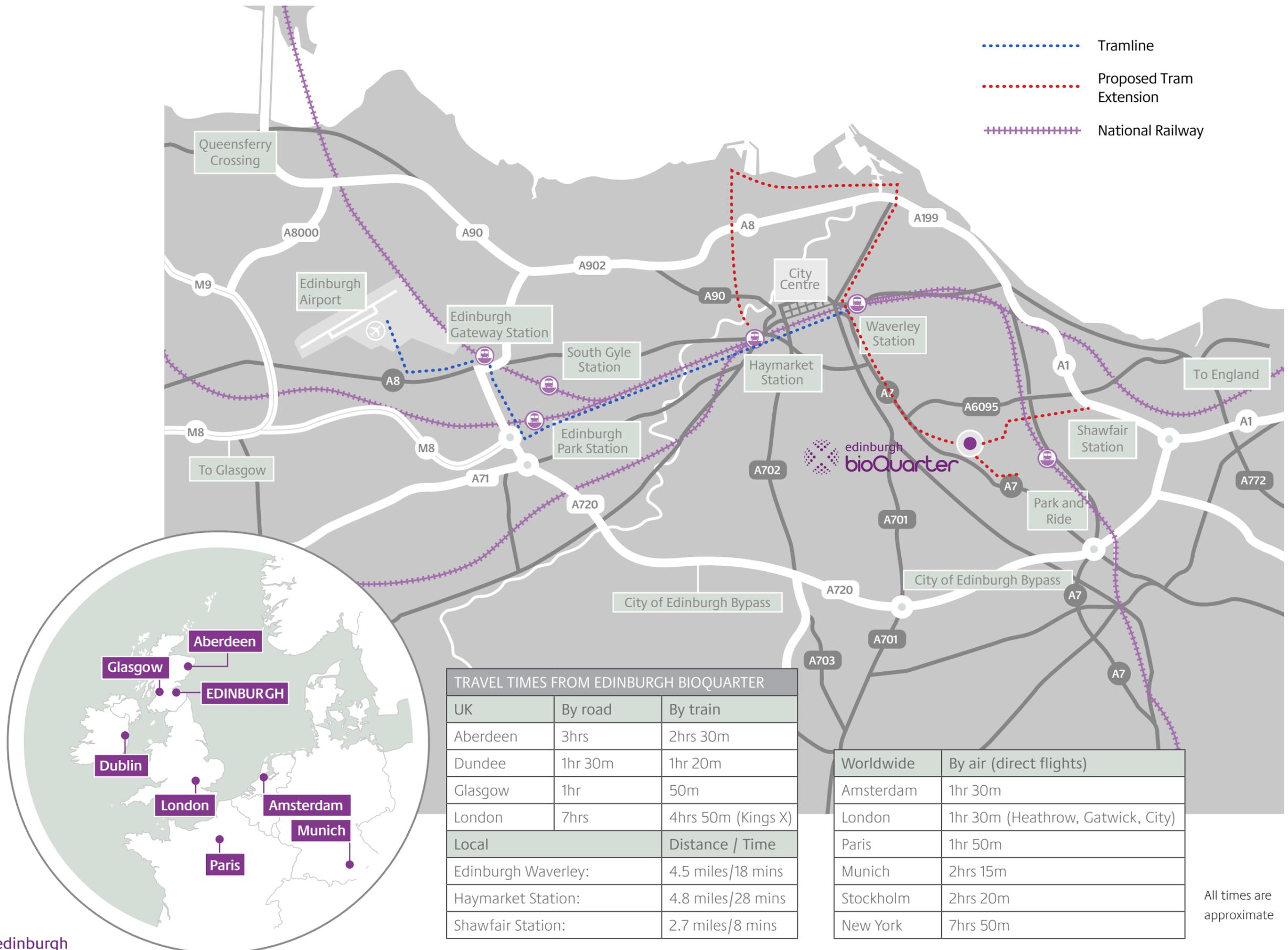
## Creating Place

A placemaking strategy is critical to BioQuarter's future success. Now more than ever, people have greater expectations of their environment and how it contributes to a net zero agenda. People want to be in urbanised spaces which are walkable, cycle-friendly and where they can meet other people. Businesses want to be close to other likeminded businesses, research labs and universities; so that smart ideas can be turned into products to improve human health. Successful places need a good living and working balance, a critical mass and a 24/7 community with supporting amenities. Innovation Districts are competitive places and cool spaces, where people live, work, learn and discover together.



# 02

## BioQuarter today



# The Story so Far

BioQuarter is one of the UK’s leading health innovation locations and a centre of excellence for life sciences research and development. It was one of the first places in the UK to co-locate academic research, clinical delivery and commercial research at scale.

In 1997, the Scottish Government obtained planning permission for land in the Little France area of Edinburgh. This allowed the Royal Infirmary of Edinburgh and the University of Edinburgh’s Medical School to be relocated from their historic sites in the centre of the city.

In 2004, Scottish Enterprise acquired the surrounding land with a view to establishing one of Europe’s leading science parks.

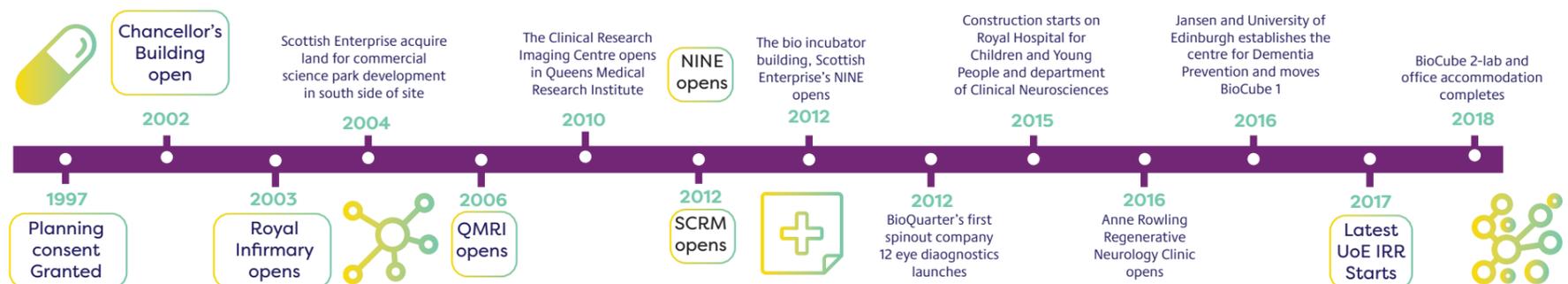
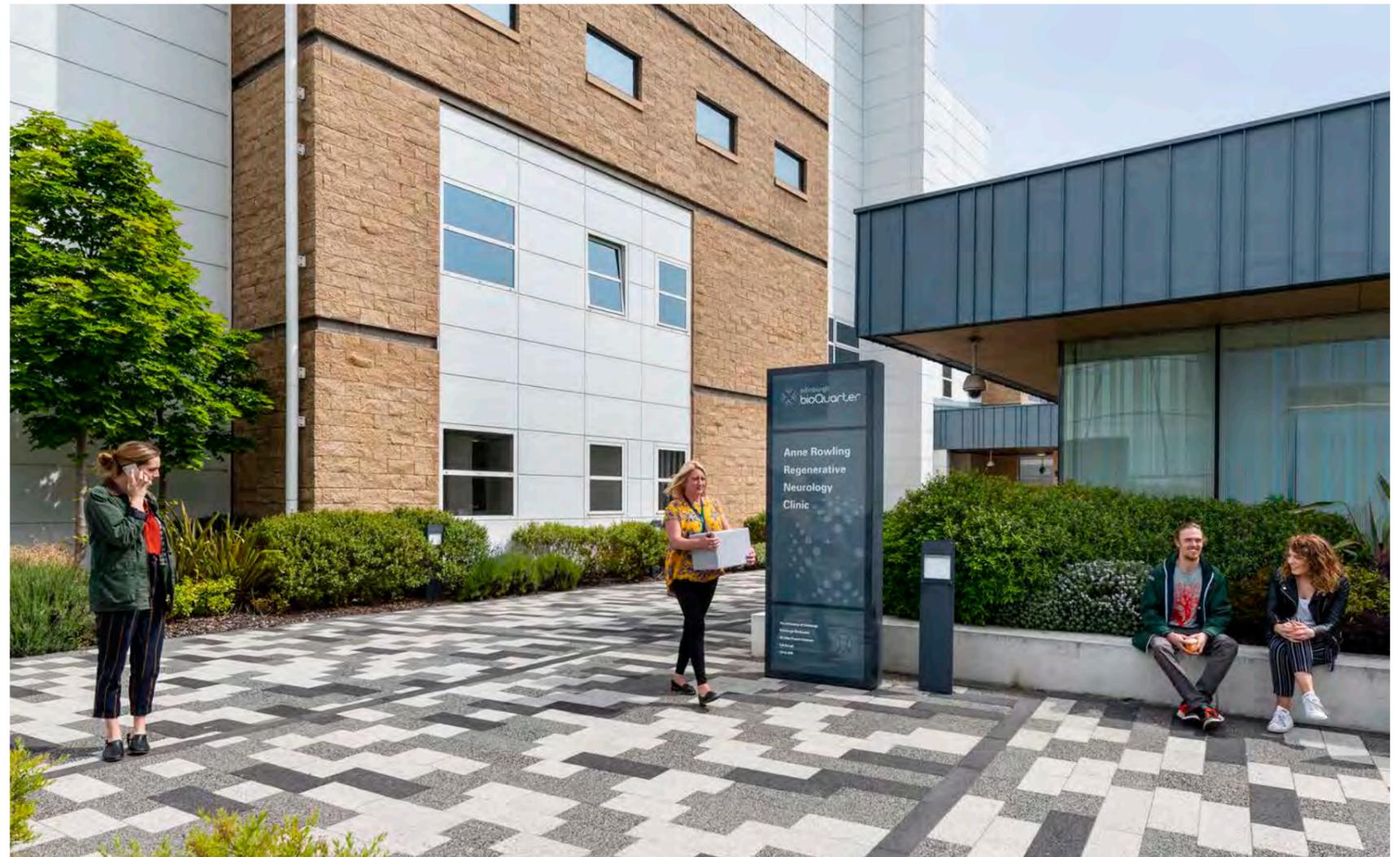
In 2007, the site was renamed as Edinburgh BioQuarter.

Over the past three decades there has been over £600m invested in capital developments.



*“ I really believe that continuing to bring people together at Edinburgh BioQuarter is what is required to tackle the global health challenges that we face. ”*

**Professor Stuart Forbes**  
 Director, Institute for Regeneration and Repair,  
 University of Edinburgh



# BioQuarter Today

BioQuarter is home to life sciences research and development, medical teaching and healthcare delivery. It hosts a community of over 8,000 people who work and study on site. BioQuarter also welcomes significant numbers of patients and visitors each year.

Its expert workforce comprises diverse fields, including: medical researchers, clinical and nursing professionals, health data analysts, imaging specialists, lecturers, and innovators.

It is anchored by two major institutions on site:

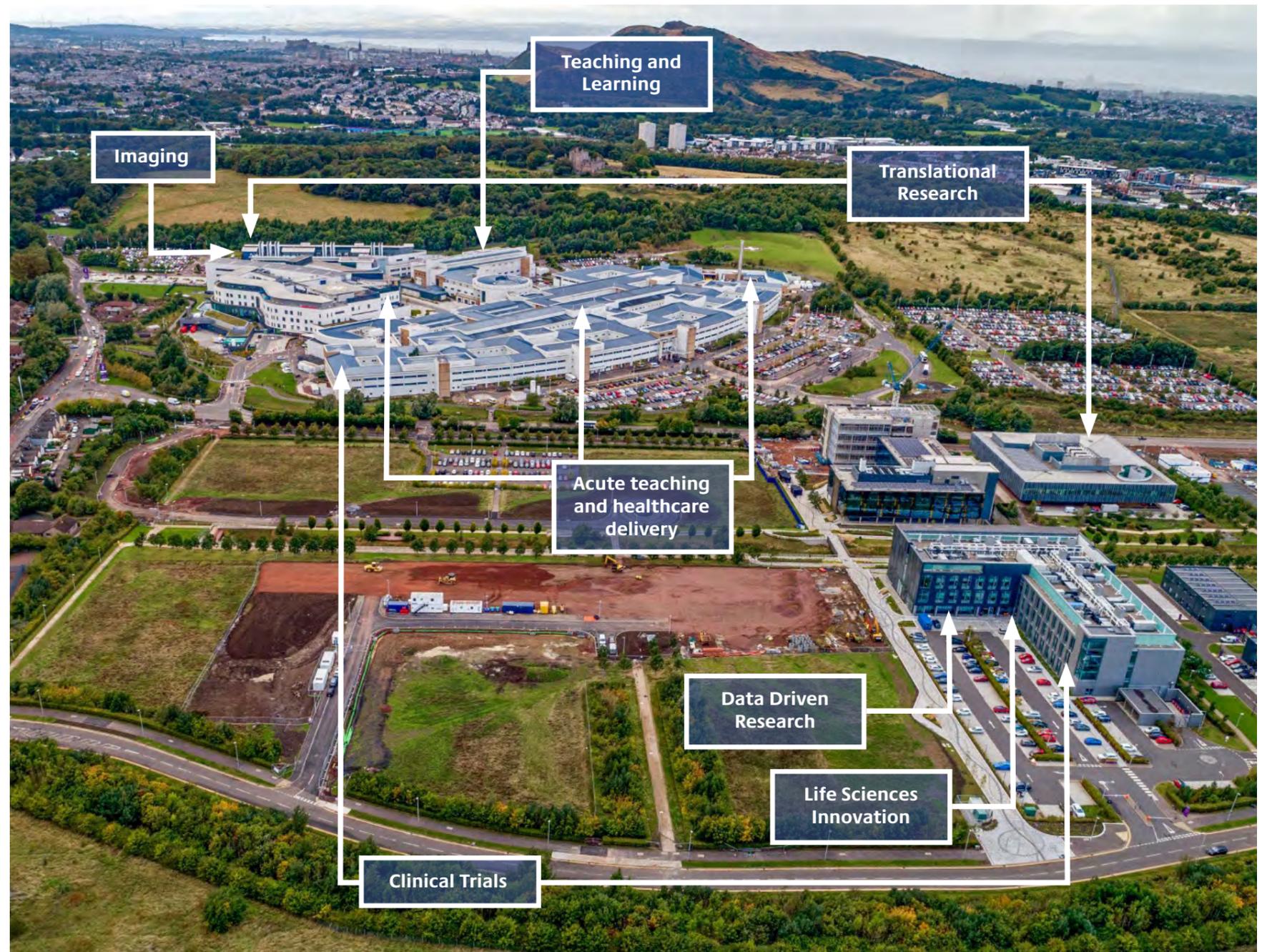
## NHS Lothian's Royal Infirmary of Edinburgh (RIE)

The hospital has circa 900 beds and is one of Scotland's major acute teaching hospitals and primary care centres. Adjacent to RIE is the new Royal Hospital for Children and Young People and Department of Clinical Neurosciences which received its first patients in July 2020 and officially opened in 2021.

## The University of Edinburgh's Medical School (EMS)

EMS is world renowned and has specific research strengths including brain sciences, advanced technologies, regenerative medicine, medical informatics, data-driven health innovation and translational medicine. It is currently ranked 24th for Medicine and Life Sciences in the QS world university rankings.

**The range of facilities at BioQuarter generates upwards of £204 million in gross value added each year.\***



\*Details from BioQuarter Team data sources.

**1 The Royal Infirmary of Edinburgh (RIE)**

One of Scotland's major acute teaching hospitals. With a 24-hour Emergency Department, it provides a full range of acute medical and surgical services.

**2 The Royal Hospital for Children and Young People (RHCYP)**

Provides care for children and young people from birth to around 16 years old.

**3 Department of Clinical Neurosciences and Edinburgh Neurosciences**

Includes over 500 clinical researchers spanning prenatal to elderly.

**4 The Anne Rowling Regenerative Neurology Clinic**

Delivers research and trials for people with neurodegenerative disease, as well as hosting NHS specialists.

**5 Edinburgh Imaging**

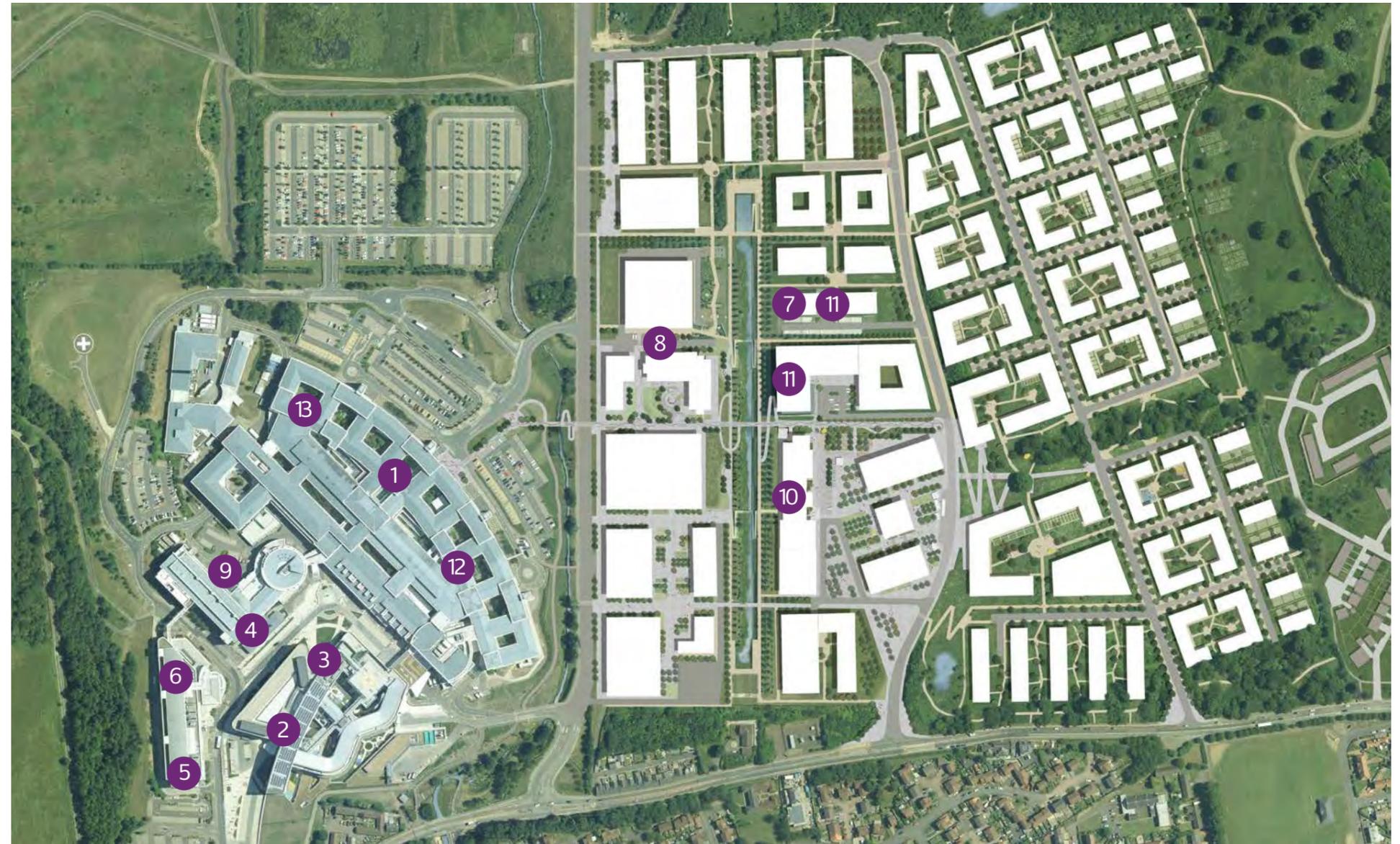
Clinicians, researchers and scientists working together to advance health through excellence in imaging science.

**6 Queen's Medical Research Institute (QMRI)**

A world-class clinical research facility with four strategic centres addressing major disease challenges.

**7 Advanced Care Research Centre (ACRC)**

A multi-disciplinary research programme combining research across fields including medicine and other care professions, life sciences, engineering, informatics, data and social sciences.



**8 Institute for Regeneration and Repair includes Centre for Regenerative Medicine (IRR)**

Where scientists and clinicians study tissue regeneration and repair, stem cells and disease to advance human health.

**9 University of Edinburgh Medical School**

Home to the world-leading University of Edinburgh Medical School.

**10 Usher Institute (under construction)**

Working with people, populations and their data to understand and advance human health through innovative collaborations in a global community.

**11 NINE Innovation Centre and BioCubes**

Designed specifically for rapidly growing health innovation companies.

**12 Edinburgh Clinical Research Facility**

Provides clinical researchers with access to space, nursing input and scientific support to conduct high-quality clinical research, focused on experimental medicine.

**13 Edinburgh Infectious Diseases**

Is a network of researchers and clinicians. More than 170 research groups are focused on infectious diseases.

## Connected Place

BioQuarter has good connectivity for people to get to and from local areas and the wider city.

The Contracting Authorities recognise and support the Scottish Government's objectives for 20-minute walking neighbourhoods where the key day-to-day facilities are all within easy reach of where people live and work.

This will be supported by integrated sustainable public transport and a new Mobility Hub in the heart of the Health Innovation District.

### Road

BioQuarter lies around 3.5 miles south of the city centre on the A7, one of Edinburgh's key arterial routes connecting the city centre to south Edinburgh and Midlothian. The City of Edinburgh Bypass (A720) can be accessed in circa 10 minutes and the city centre in 20 minutes. Shawfair Park & Ride (561 spaces) lies 2 miles south on the A7 and proposed grade separation improvements to the A720 Sheriffhall Junction planned as part of City Deal will alleviate local congestion.



### Bike

Edinburgh has an extensive network of on- and off-road cycle paths across the city. There are plans to continue to expand this network. Consultations have taken place to improve cycling experience between BioQuarter and Cameron Toll with construction planned to be completed in 2022 for a new segregated cycle path along the line of the A7.

### Bus

BioQuarter is one of Edinburgh's best-connected locations with the hospital bus interchange accessed by 13 service routes and a bus travel time to the city centre of approximately 40 minutes, using bus lanes for most of the journey. Services to the city centre run approximately every 7 minutes, and there are direct services to Sheriffhall and Ingleston Park & Rides, and Edinburgh Airport.

### Tram

City of Edinburgh Council remains committed to delivering an expanded tram network within Edinburgh. This includes a southern line between the city centre and BioQuarter, aiming to reduce journey times and car dependency by around 30%.

### Rail

Waverley is Edinburgh's principal station, and the nearest mainline connection to BioQuarter. Shawfair Station lies on the Borders Line and connects to several local stations. There is a campaign to extend the Borders Line to Carlisle.

**Waverley:** East Coast and West Coast Mainline to London, ScotRail connections to Glasgow, Aberdeen, Inverness, Dundee, Stirling and Perth.

**Shawfair:** 20-minute travel time to Waverley, 15-minute cycle to BioQuarter

### Airport

Edinburgh Airport is located to the west of the city and provides a range of domestic and international flights to some 150 destinations, including London and the UK's main regional cities, New York and Boston, USA and key European capital cities. It is a 30-minute transfer to BioQuarter by car and direct bus connection in 1hr 10 mins operating approximately every 30 minutes.

# Neighborhood Amenities

BioQuarter is surrounded by urban development which already houses a range of shopping and social destinations together with sizeable green spaces and amenities.

## Current Facilities

### Shops and Retail

- 3 Niddrie Community Shop
- 8 Ferguson Home Bakery
- 9 Scotmid Co-operative, Farmfoods Ltd
- 10 Fort Kinnaird Retail Park (H&M, Sports Direct, Primark, B&Q, M&S, B&M, Argos, Next, TGI, Fridays, McDonalds, Burger King, KFC, Subway, etc.)
- 16 Co-op food
- 22 Lidl, Iceland Foods, Premier, Domino's Pizza
- 24 Morrisons supermarket
- 27 ALDI

### Hotels and Restaurants

- 15 Beijing Banquet
- 18 Edmonstone Inn Moredun, Gilmerton
- 30 Aaron Lodge Guest House Hotel (4 star hotel)
- 35 The Cameron B&B (3 star hotel)
- 36 Meadow House (3 star hotel)
- 37 Tony's Fish & Chip Bar, Global Fried Chicken, China Chef Chinese Takeaway

### Health and Wellbeing

- 2 Castlegreen Care Home
- 25 Ellen's Glen House (general hospital)
- 26 Liberton Hospital
- 28 Gilmerton Care Home
- 31 Inchview Care Home, Inch Park Community Sports Club

### Community and Education

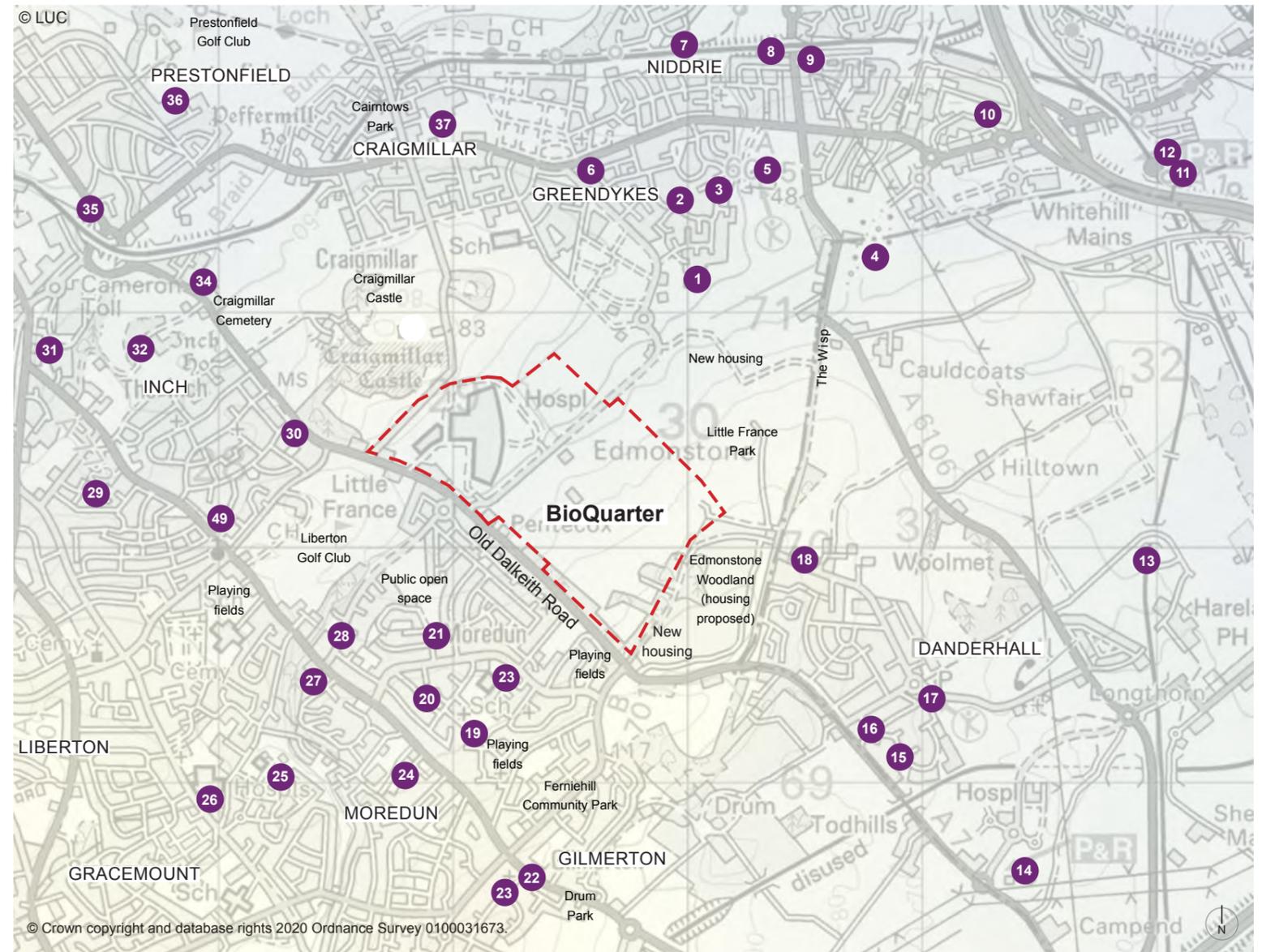
- 6 St Teresa Of Lisieux
- 19 Moredun Community Education Centre
- 20 Moredun Young Peoples Centre
- 21 Goodtrees Neighbourhood Centre
- 23 Gilmerton Community Centre, Gilmerton Miners Welfare & Social Club
- 29 Lets Go Green Driving School
- 34 Bridged Growing Communities

### Travel and Transport

- 11 Newcraighall Station
- 12 Newcraighall Park & Ride

### Sports and Leisure

- 5 Jack Kane Sports Centre
- 17 Danderhall Leisure Centre



### Other

- 1 Greendykes Organic Allotments
- 4 Newton Garage Ltd
- 32 Inch Park Play Area
- 33 Craigmillar Castle

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# 03

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## procurement

# Why a Strategic Joint Venture?

Unlocking health innovation and creating a place where people want to live, work and study, requires significant investment and resources. But its not just about bricks and mortar. Expertise, collaboration and vision are required to manage, lead, nurture and develop a best-in-class ecosystem and create the right environment for BioQuarter to thrive.

The Contracting Authorities believe the creation of a strategic joint venture with the private sector will bring the best of both worlds together.

The purpose of this procurement is for the Contracting Authorities to select a private sector partner to establish a strategic joint venture which will oversee delivery of the vision and unlock BioQuarter's full potential. To achieve this the Contracting Authorities are seeking to procure a private sector partner who will, but is not limited to:

- Develop and manage the PSP land zones in line with the BioQuarter Vision Place Strategy, Sustainability Strategy, Development Agreement and Strategic Joint Venture Agreement with sufficient levels of commercial health innovation accommodation to meet the vision.
- Provide an effective, sustainable, long-term model for providing Health innovation Services at BioQuarter that will see activation of the ecosystem and collaboration of all stakeholders in line with the BioQuarter Health Innovation Strategy and Strategic Joint Venture Agreement.
- Provide community impact services by working in partnership with the Contracting Authorities and BioQuarter's other stakeholders to ensure that BioQuarter plays a significant community impact role in line with the BioQuarter Community Impact Strategy.
- Provide investment and resource for the above and enter into a sustainable, long term framework to work in partnership and deliver the ambitions for BioQuarter



# Primary Purpose

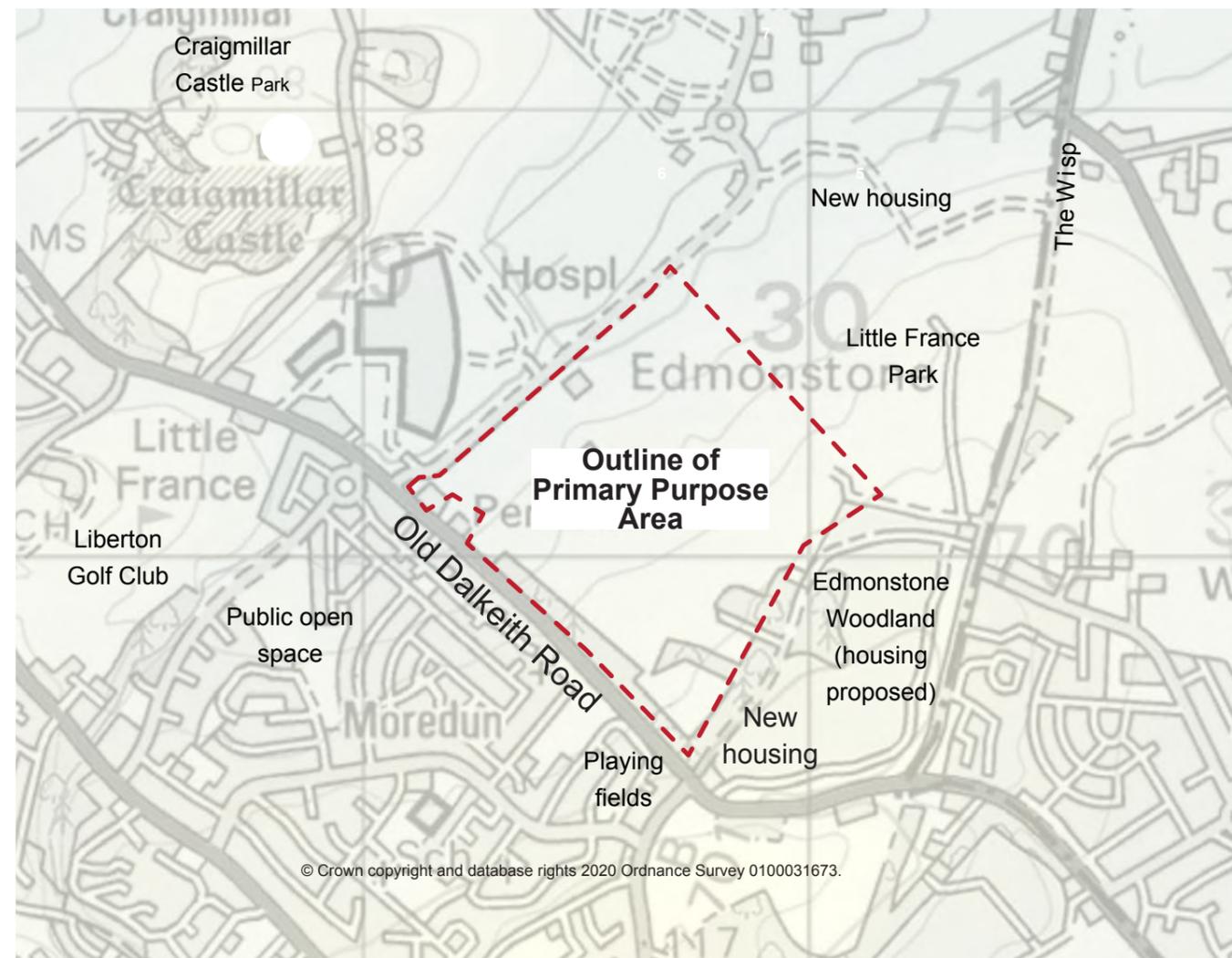
BioQuarter's aim is to create a centre of excellence for health innovation.

The Primary Purpose will guide the objective of BioQuarter: to develop the Primary Purpose Area for the benefit of its Stakeholders as a whole by enabling development in accordance with the Strategic Masterplan, Planning Guidance and Planning Permission and on a basis which is economically viable.

## The Contracting Authorities aspire to have in the region of 50% of the GIA of development in the PSP land zones as commercial health innovation accommodation.

It is intended that the objectives of the strategic joint venture will be to pursue the development of the Primary Purpose Area as:

- (1) a centre of excellence for health-related innovation, with health-related innovation accommodation and activity defined as:
  - commercial health innovation accommodation such as offices, dry/wet laboratories, making, small scale manufacturing & production, support and collaboration for health innovation companies, businesses, tenants or entity who rents or lease in line with the Health Innovation Strategy; and
  - non-commercial health innovation accommodation such offices, dry/wet laboratories, making, small scale manufacturing & production, support, collaboration, teaching & learning, research, technology, mortuary services, clinical, healthcare, data driven research, clinical trials and industrial bio-tech for academic, research, education and healthcare providers.
- (2) a place where people want to live, work and learn, including ancillary space and activity for:
  - Commercial ancillary: a range of commercial ancillary spaces including but not restricted to – sport, leisure, food and beverage, nursery, hotel and retail;
  - Non-commercial ancillary: a range of non-commercial spaces including, but not restricted to, primary school, pre-school, community healthcare (GP/Dentist), wellbeing public outreach, arts and community health; and
  - Residential: a range of residential, including student residential accommodation and affordable housing.



# Procurement Process

The following outlines the anticipated process.

- **Single Procurement Document (SPD) Stage**

- The Contracting Authorities intend to invite five bidders to participate in dialogue. As noted in the Contract Notice these five bidders must pass the minimum standards in SPD relevant sections and achieve the first, second, third, fourth and fifth highest overall weighted score for the questions in Section 4C of the SPD.

- **Outline Solution Stage**

- five qualified bidders will be invited to participate in dialogue.
- Bidders will submit initial outline solutions in advance of dialogue sessions to support the meetings.
- Bidders will attend meetings to dialogue on outline solutions.
- Following the dialogue meetings, bidders will be issued with an ISOS and formally invited to submit their outline solutions.
- These outline solutions will be evaluated in accordance with the outline solution criteria and evaluation methodology that will be confirmed in the ISOS.
- Following evaluation of outline solution submissions, the highest scoring three bidders will be invited to continue dialogue. The bidders who are unsuccessful at this stage will be provided with feedback.

- **Detailed Solution Stage**

- three bidders will be invited to continue dialogue and submit detailed solutions in advance of dialogue sessions to support the meetings.
- Bidders will attend meetings to dialogue on detailed solutions.
- Dialogue will continue until the Contracting Authorities are satisfied that they can identify the solution or solutions which are capable of meeting their needs.

- **Final Solution Stage**

- At the conclusion of dialogue, all remaining bidders will be invited to submit their final solutions - on the basis of their solution presented and specified during the dialogue and containing all elements requirements and necessary for the performance of the project and the contracts.
- These final solutions will be evaluated in accordance with the final solution criteria and evaluation methodology that will be set out in the ISFS.
- Following evaluation of final solution submissions, the highest scoring bidder will be identified as the preferred bidder.

## Indicative Procurement Timetable for Bidders

Stage	Event	Dates
SPD Stage	SPD commences	1 November 2021
	Deadline for clarification from bidders	19 November 2021
	Deadline for Contracting Authority response to bidders	3 December 2021
	Deadline for bidders SPD submission	10 December 2021
	Bidders informed on SPD outcome	By 25 February 2022
Outline Solution Stage	Bidders issued with ITPD	28 February 2022
	Deadline for bidders outline solution ahead of dialogue	25 March 2022
	Dialogue (1st round)	Week of 11 April 2022
	Dialogue (2nd round)	Week of 7 May 2022
	Bidders issued with ISOS	30 May 2022
	Deadline for clarification from bidders	3 June 2022
	Deadline for Contracting Authorities response to bidders	10 June 2022
	Deadline for bidders outline solution submissions	17 June 2022
	Bidders informed on ISOS outcome	By 12 August 2022
Detailed Solution Stage	Bidders issued with ITCD	29 August 2022
	Deadline for bidders detailed solutions ahead of dialogue	16 September 2022
	Dialogue (1st round)	26 September to 7 October 2022
	Dialogue (2nd round)	24 October to 4 November 2022
	Dialogue (3rd round)	21 November to 2 December 2022
Final Solution Stage	Bidders issued with ISFS	6 February 2023
	Deadline for clarification from bidders	17 February 2023
	Deadline for Contracting Authority response to bidders	24 February 2023
	Deadline for bidders final solution submissions	3 March 2023
Contract Award Stage	Bidders informed on ISFS outcome	By 19 May 2023
	Standstill period	+ 10 days

The time table is based on a set of assumptions, the Contracting Authorities reserve the right to refine the timetable throughout the process.

# The Opportunity

Edinburgh BioQuarter is one of only a small number of locations in Europe offering the combination of globally-ranked academic and clinical research, two major acute teaching hospitals, a strong pipeline of demand for commercial health innovation accommodation and a large quantum of undeveloped land for mixed-use purposes.

In preparation for procurement, a Strategic Masterplan was developed to demonstrate an approach to general layout and massing for the PSP land zones in line with the Place Strategy principles. This has been assessed by Cushman & Wakefield under a mix of uses:

- **Approximate available PSP land zones**
  - 25.9 Ha/64Ac
- **Approximate potential development capacity (GIA)**
  - 360,000 sq m
- **Potential long-term allocation for up to 2,500 residential units.**
- **Potential full suite of amenities including hotel to create 24/7 health innovation district centre supporting workers, visitors and residents.**
- **Cushman & Wakefield's assessment indicates the area available to the private sector partner has the potential to achieve a gross development value (GDV) in the order of £1bn.**
- **Joint Venture Term of 40 years comprising:**
  - An initial 25-year term.
  - A first extension of 10 years.
  - A second extension of 5 years.



# PSP Land Zones

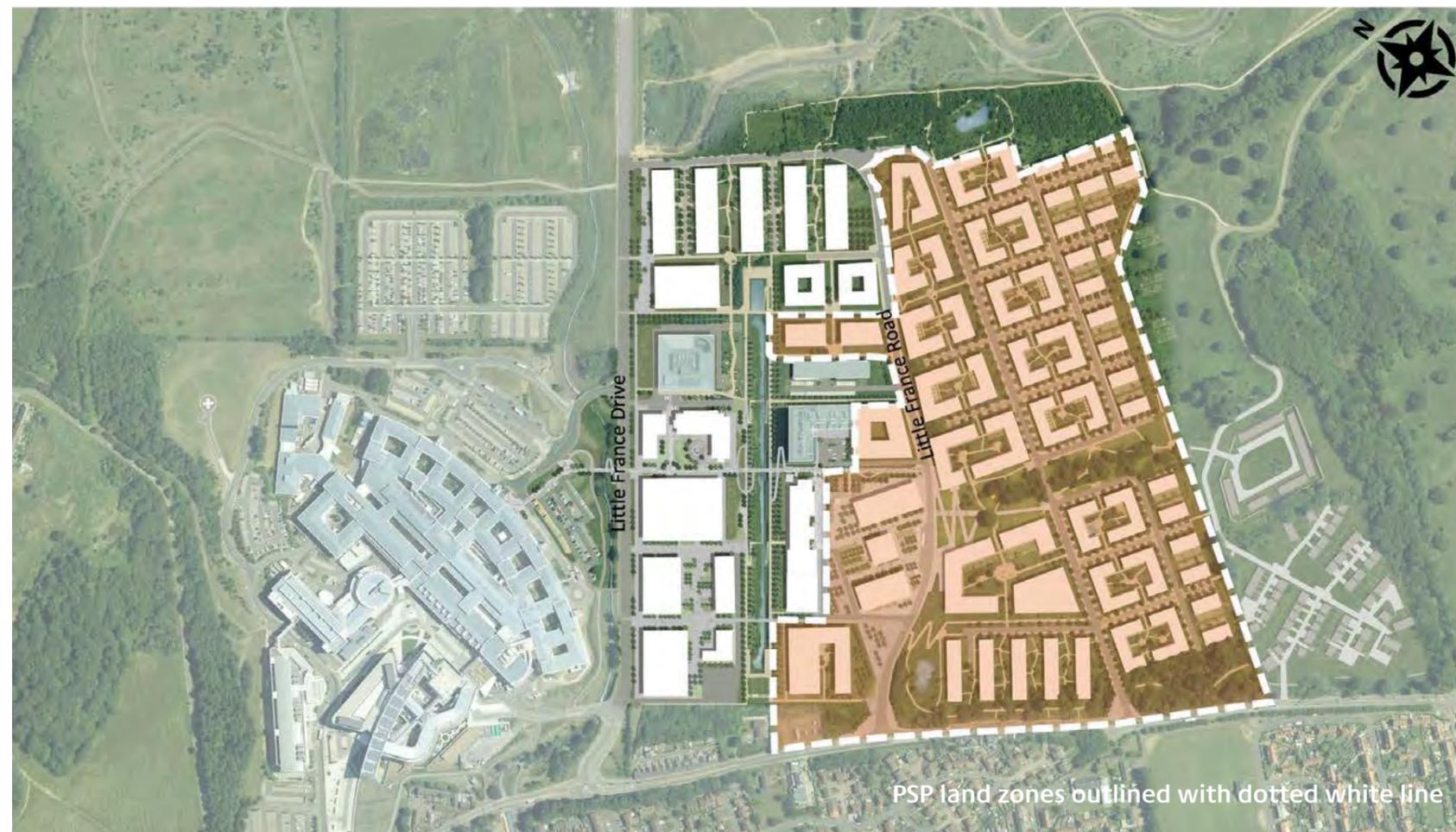
All land available to the new private sector partner is owned by Scottish Enterprise. This is referred to as 'PSP land zones'. The anticipated boundary is shown in the diagram.

The final PSP land zones boundary will be confirmed within the Invitation to Participate in Dialogue along with detailed land and property documentation.

It is currently estimated that the anticipated available land extends to circa 64 acres.

The PSP land zones do not include the footprints of NINE or BioCube buildings. Bidders are asked to refer to scope of procurement. It is anticipated that the footprint of their adjacent carparks' is within the PSP land zones boundary. Any development on these carparks will require a temporary or final solution to the carparking before construction can commence as parking spaces are contracted within individual tenant leases.

All other parcels of land, whether owned by Scottish Enterprise or any of other organisation will fall out with the PSP land zones area. These are earmarked for currently committed or future projects that will be self-delivered by the Contracting Authorities.



*“The best thing about Edinburgh BioQuarter is the mixing of people of different skillsets and backgrounds who are all based in one place and play a role in making major healthcare discoveries.”*



**Professor Kev Dhaliwal**  
 Chair of Molecular Imaging and Healthcare Technology,  
 University of Edinburgh

# Summary Scope of Private Sector Partner Procurement

Contracting Authorities are seeking to procure a private sector partner who will, but is not limited to:			
Develop and manage the land available in line with the BioQuarter Vision, Place Strategy and Sustainability Strategy with sufficient levels of commercial health innovation accommodation to meet the vision.	Provide an effective, sustainable, health innovation long-term model and services at BioQuarter that will see activation of the ecosystem and collaboration of all BioQuarter stakeholders in line with the BioQuarter Health Innovation Strategy.	Provide community impact services by working in partnership with the Contracting Authorities and BioQuarter's other stakeholders to ensure that BioQuarter plays a significant community impact role in line with the Community Impact Strategy.	Provide investment and resource for these and enter into a sustainable, long term legal framework to work in partnership and deliver the ambitions for BioQuarter.
The procurement process will be conducted through competitive dialogue, with dialogue and evaluation of bids falling into four key themes:			
THEME A Property Development and Management	THEME B Health Innovation	THEME C Community Impact	THEME D Commercial and Legal
Contracting Authorities evaluation criteria assumptions are outlined in the draft Invitation To Participate in Dialogue			

The anticipated scope of procurement that the Contracting Authorities are seeking to procure has been broken into four key themes shown below. The themes are all interdependent and need to work together to ensure BioQuarter maximises its outputs for health, economic, social, health innovation, talent and jobs. The Contracting Authorities do not determine how they will be provided by bidders and reserve the right to refine this through dialogue.

<b>Theme A: Property Development &amp; Management</b>	<b>Theme B: Health innovation</b>	<b>Theme C: Community Impact</b>	<b>Theme D: Commercial and Legal</b>
<ul style="list-style-type: none"> <li>• <b>Who:</b> a partner who has demonstrated at SPD stage experience of developing large, complicated multi stakeholder health/life sciences sites and associated and complementary commercial and residential development and at final solution stage provides a development and management solution that will deliver the BioQuarter's vision in line with the BioQuarter vision, Place Strategy and Sustainability Strategy.</li> <li>• <b>What:</b> development of the PSP land zones with a development capacity in the region of c360,000sqm and create a 24/7 health innovation district mixed used neighbourhood, supporting workers, visitors and residents. To develop this land with an ambition to optimise commercial health innovation accommodation and provide, but not limited to, commercial health innovation laboratories and offices, residential units (inc affordable and student) and full suite of ancillary facilities (inc hotel). All development needs to be in line with the Place Strategy, Community Impact Strategy, Branding Guidelines, Health Innovation Strategy and Sustainability Strategy. Provide Development Services for the built environment by bringing supply chains of design professionals, Project Managers, Planners, Main Contractors. Provide Property Management and Facilities Management Services by having a long-term management solution for the estate, property and tenants that aligns with the innovation model and services of Theme B. Out with the PSP land zones the scope may include providing tenant attraction, marketing and letting services as a potential agent for and adviser to Scottish Enterprise in relation to BioQuarter NINE and the BioCubes where bidders consider these services will form an integral and valuable part of their proposals for a health innovation ecosystem. Note the buildings themselves as assets will not be included. It is anticipated to be included in the scope provision of Facilities Management of the common parts to the south of Little France Drive.</li> <li>• <b>Boundary:</b> within PSP land zones identified in the BioQuarter Strategic Masterplan which is in the region of 64 acres and is illustrated in the Bidders Information Guide. The PSP land zones will be available to be drawn down in parcels defined during the outline stage and detailed stage dialogue of the procurement exercise. This will allow for viable development at a smaller scale. Drawdown of land will be subject to the approval as per Development Agreement Heads of Terms. BioQuarter NINE carpark and BioCube carpark are included in the PSP land zones boundary; however, prior to construction on this site, alternative carparking will need to be in place for the tenants of the building as this is included in their leases. BioQuarter NINE building and BioCubes buildings are not included within the PSP land zones however they are included in the scope for the purposes of management as described above. It is anticipated that certain public areas which are out with the PSP land zones boundary may be included for the purposes of facilities management for example central BioQuarter canal.</li> <li>• <b>Contractual:</b> entering into the Strategic Joint Venture Agreement with the Contracting Authorities and the Development Agreement with Scottish Enterprise and an agreement surrounding the management of BioQuarter NINE and BioCubes.</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Who:</b> a partner who has demonstrated at SPD stage experience and expertise of how successful health innovation projects, buildings and ecosystems are management and developed and at final solution stage provides a health innovation solution to proactively support and activate a world class health innovation ecosystem that will deliver the BioQuarter vision and is in line with the Health Innovation Strategy.</li> <li>• <b>What:</b> provide an effective, sustainable, health innovation long-term model and services at BioQuarter to tenants within private sector partners delivered buildings, BioQuarter NINE building and BioCube buildings that will see activation of the ecosystem and collaboration of all BioQuarter stakeholders in line with the BioQuarter Health Innovation Strategy and Strategic Joint Venture Agreement, such as (but not exhaustive) - health innovation activities, programmes, development, support, branding and networking. To bring forward a model and services that will build on the current cross-fertilisation between University, industry and health experts and commercial enterprises and businesses. A model that ensures that the estate, property and tenants are effectively managed to support the innovation ecosystem growth.</li> <li>• <b>Boundary for accommodation:</b> within PSP land zones and BioQuarter NINE and BioCube buildings</li> <li>• <b>Boundary for activities:</b> the full BioQuarter site (see BioQuarter Strategic Masterplan)</li> <li>• <b>Contractual:</b> entering into the Strategic Joint Venture Agreement or a separate legal contract if the parties consider appropriate which lays out parameters, resources and obligations of all parties for health innovation services.</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Who:</b> a partner who has demonstrated at SPD stage experience of proactively delivering positive impacts, in the context of a major physical development scheme/programme, on a local community/communities in terms of skills, education and health and at final solution stage provides a community impact solution that will bring positive benefit to BioQuarter's local communities.</li> <li>• <b>What:</b> work in partnership to provide an effective long-term model for ensuring community impact so the benefits of BioQuarter are shared in an inclusive way. This will require the private sector partner to work in partnership with the BioQuarter Strategic joint venture members and wider community and stakeholders.</li> <li>• <b>Boundary:</b> BioQuarter plus its local communities</li> <li>• <b>Contractual:</b> entering into the Strategic Joint Venture Agreement or a separate legal contract if the parties consider appropriate which lays out parameters, resources and obligations of all parties for community impact.</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Who:</b> a partner who has demonstrated at SPD stage experience of working successfully with multiple public sector partners to deliver development and economic and physical regeneration outcomes. A partner who at final solution stage demonstrates the importance of a partnership relationship, committing to the Strategic Joint Venture Agreement and actively participating alongside the Contracting Authorities in developing and delivering the vision for BioQuarter.</li> <li>• <b>What:</b> a partner who will bring investment and resource to the BioQuarter in a manner that ensures value for money and appropriate allocations of delivery risk. A partner who will bring investment and resource in:             <ul style="list-style-type: none"> <li>• Development of land, buildings, associated infrastructure</li> <li>• Services and support for health innovation activity and growth</li> <li>• Management of the estate and property on the PSP land zones area</li> <li>• Management of BioQuarter NINE building and BioCubes</li> <li>• Support for community impact activity</li> <li>• Facilities management of common areas that are between boundaries e.g. central BioQuarter canal</li> </ul> </li> </ul>

# BioQuarter NINE and BioCubes

Out with the PSP land zones tenant attraction, marketing and letting services as a potential agent for and adviser to Scottish Enterprise in relation to BioQuarter NINE and the BioCubes may be included in the scope where bidders consider these services will form an integral and valuable part of their proposals for a health innovation ecosystem. Note the buildings themselves as assets will not be included. It is anticipated facilities management of the common parts on the south of Little France Drive will also be included in the procurement.



# Strategic Objectives

**Health:** Create a “world class” health innovation district by creating, attracting, and growing companies and continuing to develop pioneering research.

- ‘Health’ data capital of Europe.
- Revolutionise healthcare by harnessing discovery science and dynamic enterprise to make new drugs, treatments and technologies available to patients more quickly.
- Transform patient care and improve services in Scotland through more healthcare-led innovation and adoption of new technologies by NHS Scotland.
- Scotland’s home for advanced therapeutics for the benefit of patients across the world.

**Community:** deliver resourcing and a programme of activities so BioQuarter can benefit the local communities with jobs, skills, public outreach, facilities, and health initiatives.

**Economic:** deliver economic growth, inward investment, and new jobs.

**Talent:** attract, retain, nurture, and develop talent to underpin economic growth and support the Bio Quarter Vision.



# Commercial Health Innovation Accommodation

The Contracting Authorities' vision for BioQuarter is ambitious: to inspire communities, nurture talent and grow companies to improve lives and achieve significant economic growth. Success for the BioQuarter Vision requires the acceleration of development to ensure BioQuarter is a model for commercial health innovation services that will see existing tenants and companies being retained and growing, and new tenants and companies being attracted. This relies on sufficient availability of commercial health innovation accommodation to be delivered alongside retail and leisure facilities and residential housing as per the Primary Purpose.

The Contracting Authorities aspire to have in the region of 50% of the GIA of development in the PSP land zones as commercial health innovation accommodation to maximise BioQuarter's strategic objectives for economic growth and community impact and ensure a high level of accommodation is available for commercial health innovation companies and tenants. The Contracting Authorities understand that this ambition needs to be balanced with commercial viability.

During dialogue, it is anticipated that accommodation proposals may be refined being informed by commercial viability, phasing and income generation solutions from bidders and/or the availability of third party public funding. Bidders will be expected to maximise the delivery of commercial health innovation accommodation and the evaluation of submissions will take into account the proportion of commercial health innovation accommodation proposed against the aspiration for being in the region of 50%.



## Contracts

The contracts will include a Strategic Joint Venture Agreement, Development Agreement and other anticipated legal contracts which together will create a sustainable, long term legal framework to deliver the ambitions for BioQuarter. Heads of Terms for the Strategic Joint Venture Agreement, and Development Agreement are available with the Contract Notice.

By entering into these contracts the preferred bidder will be making a contractual commitment to delivering the key strategic objectives for BioQuarter.

- Strategic Joint Venture Agreement:** this is the overarching contract and will be entered into to become a partner in BioQuarter. It is a Strategic Joint Venture agreement between Contracting Authorities and preferred bidder to deliver and maintain the vision and aspiration for BioQuarter. The BioQuarter JV will last for a period of 25 years with a potential first extension of 10 years and a second extension of 5 years.
- Development Agreement:** this is a contract between Scottish Enterprise and the PSP that primarily deals with the drawdown of land parcels to facilitate development. The Development Agreement is limited to the PSP land zones area and will run in line with the BioQuarter Strategic Joint Venture for an initial term of 25 years with extension periods of 10 and 5 years. The primary function of the Development Agreement is to deal with approvals for Phase Delivery Plans (PDPs). Land transactions for development will be undertaken through a two stage (pre-planning and post planning), open book development appraisal approval process. Scottish Enterprise will initially grant a ground lease for 'oven ready' developments on payment of the land value for a 175-year term at a peppercorn rent. Land parcels can be converted to heritable title (the Scottish equivalent of freehold) on completion of developed buildings. For certain uses, Scottish Enterprise will consider earlier transition from ground lease to heritable title, subject to appropriate conditions. The Development Agreement contains provisions for inclusion in the ground lease to ensure the PSP cannot indefinitely landbank without committing to construction. It also contains provision for Scottish Enterprise to take forward Health Innovation development in situations where the PSP does not elect to do so.
- Health innovation Agreement:** this is currently envisaged as part of the BioQuarter Strategic Joint Venture Agreement but may be developed during dialogue into a separate legal contract if the parties consider appropriate. Its purpose is to ensure delivery of the Health innovation Strategy by BioQuarter Strategic Joint Venture members to ensure growth, support, and activation of BioQuarter's health innovation ecosystem. This will include PSP providing ecosystem services to BioQuarter's commercial tenants and potential tenants on top of the real estate, facility services and technical services plus a range of services and activities across the site including collaboration/networking events, accelerator programmes, incubation business and legal support, branding.
- Community Impact Agreement:** this is currently envisaged as part of the BioQuarter Strategic Joint Venture Agreement but may be developed during dialogue into a separate legal contract if the parties consider appropriate. Its purpose is to ensure BioQuarter Strategic Joint Venture members make a contractual commitment to deliver positive community impacts and ensure that the benefits from delivering the BioQuarter is felt by local people and local communities to form part of the wider regeneration of this part of the city.
- Deed of conditions:** this is an agreement linked to land transactions to ensure future integrity of the development is maintained. All land sales will be subject to a deed of condition.
- Other obligations:** there are likely to be other contractual agreements including: an approach to sustainable development and low carbon construction, agreement for the management of BioQuarter NINE and Bio Cubes buildings, and estate management agreements which all fall under the BioQuarter Joint Venture Agreement. These will be determined through the procurement process.

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# 04

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# investment

# Investment to Date

Over the past two decades, BioQuarter has developed extensively with over £600 million of capital invested in buildings, infrastructure and specialist equipment (excluding acquisition costs).

Funding to date has been made by the University of Edinburgh, Scottish Enterprise, NHS Lothian, Scottish Government, British Heart Foundation, UK Government, European Regional Development Fund (ERDF), Medical Research Council and philanthropic sources.

## DELIVERED SO FAR:

**£624m of capital investment.**

**70 acres of land developed.**

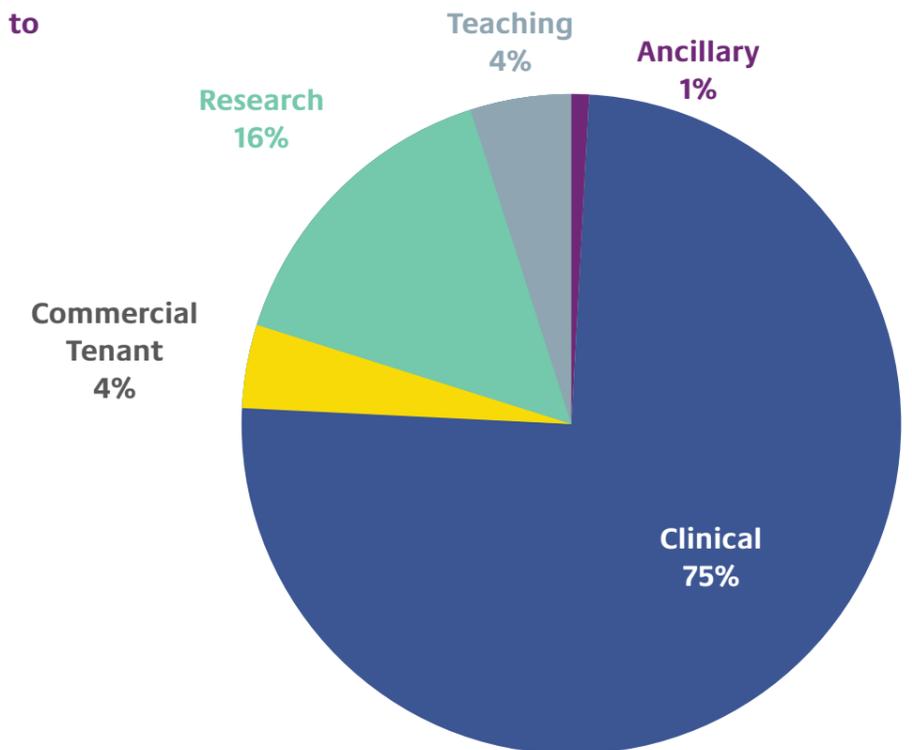
**261,000 sq m of clinical, teaching and commercial health innovation accommodation.**

### Infrastructure Investment To Date - £48m

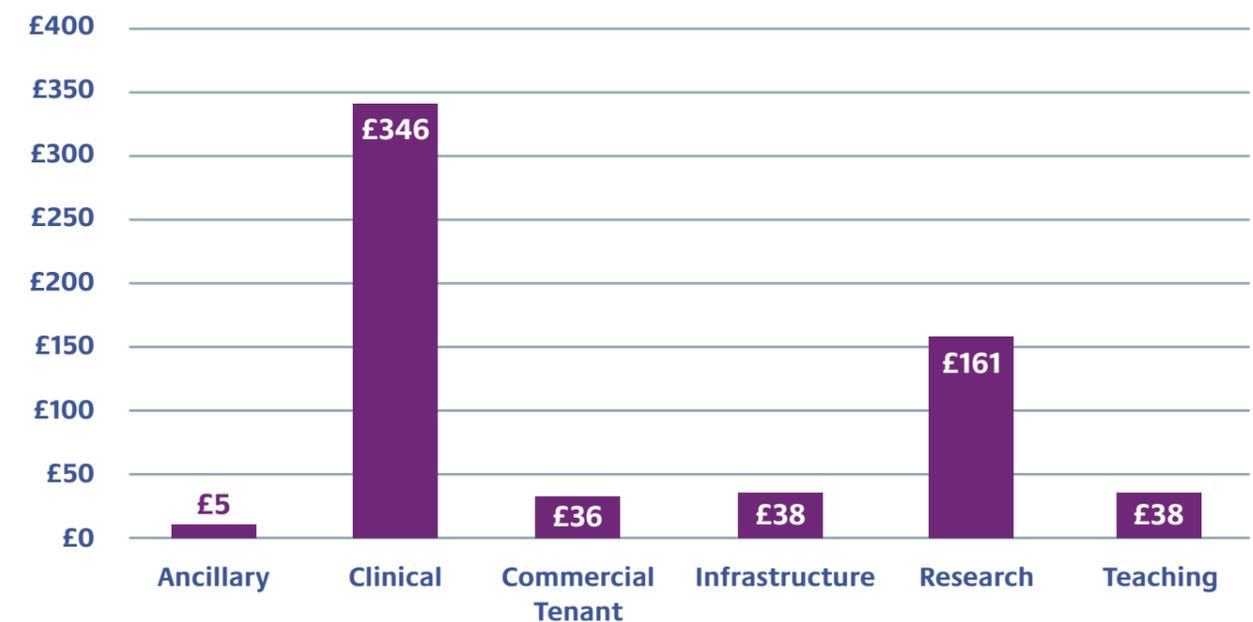
Date	Capital Value	Infrastructure Investment To Date
2002	£10m	Scottish Government funded infrastructure associated with RIE, Chancellor Building and QMRI
2005	£5m	Scottish Enterprise funded £5m of infrastructure to facilitate Scottish Centre for Regenerative Medicine, BioQuarter NINE and BioCubes
2016	£10m	Scottish Government funded infrastructure associated with the new RHCYP
2018	£10m	University of Edinburgh and Scottish Enterprise funded infrastructure to improve connectivity within BioQuarter
2020	£13m	City Region Deal funding of £13m to install major infrastructure to facilitate new Usher Institute.

Data provided by BioQuarter Team. Data includes recent projects e.g. Institute for Regeneration and Repair (IRR) and RHCYP, but not projects on site e.g. Usher, Eye Pavilion or IRR Expansion project.

**Total GIA Space Delivered to Date (sqm) - 261,000**



**Total Capital Investment To Date - £624m**



# Continuing Commitment

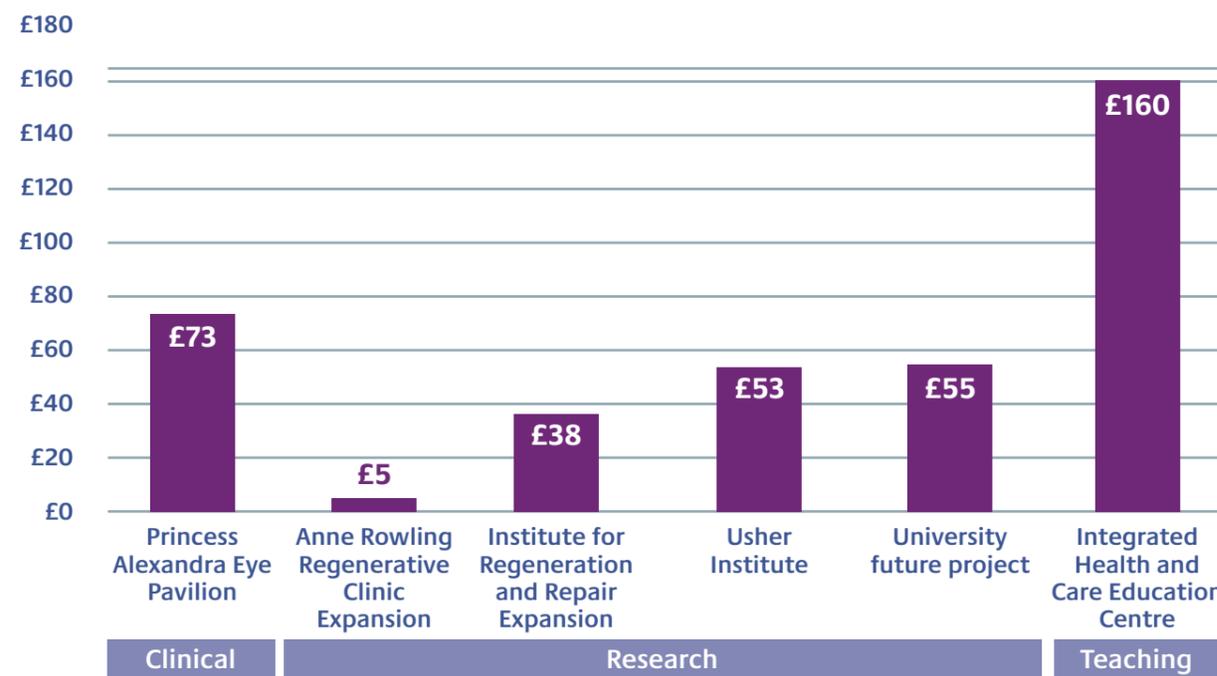
## On site:

- Expansion to the new Centre for Tissue Repair to fully colocate with the existing Centre for Regenerative Medicine will create the University of Edinburgh’s Institute for Regeneration and Repair. Projected completion is 2022.
- Work started in 2021 on the Usher Institute which is anticipated to be complete by 2023.

## Pipeline:

- NHS Lothian's outline business case has been approved to relocate the Princess Alexandra Eye Pavilion to BioQuarter by 2026.
- NHS Lothian is developing a case for a Centre for Laboratory and Forensic Science. This is a joint development, housing a variety of complementary services provided by the NHS, City of Edinburgh Council, University of Edinburgh and Crown Office.
- Planning application approved to extend the Anne Rowling Regenerative Neurology Clinic. The extension will provide additional clinic/research rooms and facilities, as well as enhanced community and collaborative spaces. Work is due to start in 2021.
- University of Edinburgh is considering an Integrated Health and Care Education Centre. This would see the co-location of all the University’s medical and biomedical teaching to over 2,500 undergraduate students.

NHS Lothian and University of Edinburgh Potential Pipeline



## Data-Driven Innovation in Health and Social Care

More efficient use of data is the biggest opportunity to improve health outcomes in the developed world.

The £1.4 billion Edinburgh and South East Scotland City Region Deal is to be invested by both the UK and Scottish Governments to drive growth in the Edinburgh and South East Scotland Region. Its aim is to establish the region as the Data Capital of Europe, drawing inward investment, fuelling entrepreneurship and delivering inward economic growth.

## Usher Institute at BioQuarter

The University of Edinburgh’s Usher Institute has been located at NINE, Innovation Centre since 2014. As a key pillar of the Edinburgh and South East Scotland City Region Deal, it will relocate into a new flagship building.

Located at the heart of BioQuarter, it is under construction and is due to be completed in 2023. It will create a world-leading innovation hub where the public, private and third sectors collaborate to enable data-driven advances in the delivery of health and social care.



Projected outcomes: Edinburgh and South East Scotland City Region Deal



THE UNIVERSITY of EDINBURGH



Opening:  
Q4 2023

GIA: **10,395**  
sqm

Scientists in  
building:  
**914**

**9,000**  
data-trained  
students and  
professionals



# Princess Alexandra Eye Pavilion at BioQuarter

NHS Lothian has undertaken an Options Appraisal and Feasibility Study to relocate the Princess Alexandra Eye Pavilion (PAEP) to BioQuarter. The project will include three main buildings:

- **Eye Hospital - minimum 11,500 sq m GIA.**
- **Multi-storey Car Park - minimum 300 spaces.**
- **Centre for Laboratory and Forensic Science - minimum 10,000 sq m GIA.**

An outline business case has been approved by Scottish Government (as at October 2021) and the project is moving towards detailed design stage. NHS Lothian plans to submit a full business case in early 2024 and PAEP is expected to open at BioQuarter by late 2026. Development of the Centre for Laboratory and Forensic Science will follow thereafter.

Following approval by the BioQuarter Strategy Board to proceed with a land sale in October 2021, circa 1.795 ha/4.44 acres is to be sold to NHS Lothian for the development of these buildings.



# 05

choose Scotland,  
choose Edinburgh,  
choose BioQuarter

# Choose Scotland

One of the largest life sciences clusters in Europe, Scotland is home to a range of multinationals and small and medium enterprises (SMEs) and has a strong track record of creating and growing start-up companies.

Outside the golden triangle (South East England and London, England), Scotland generated more start-ups than any other region in the UK between 2012 and 2016. Scotland has a thriving entrepreneurial culture in its universities and is the second most successful region in the UK for creating spin-out companies.



**756**  
registered Life Sciences companies - 575 in growth sector (March 2020)



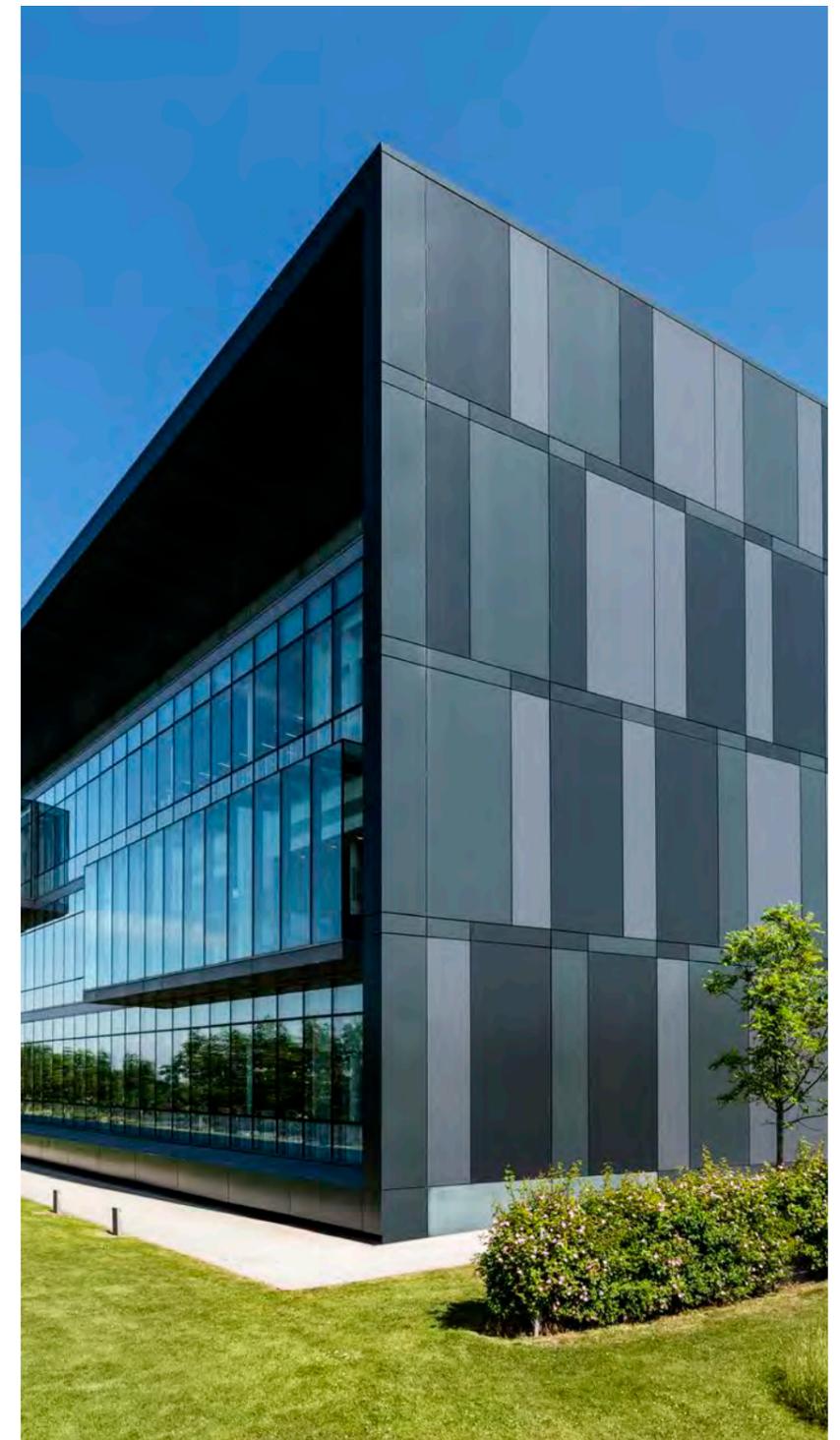
Total Life Sciences sector employment:  
**Over 40,100** (2021)



Total Life Sciences turnover:  
**£6.59Bn** (2018)



Total Life Sciences GVA: £2.60Bn (2018),  
**4.9%** year on year increase



Turnover expected to increase to **£10-12Bn** by 2025

Turnover 50% above initial target and a **300% increase** from 2015

£1.2bn exports - **3.5%** of Scotland's total international exports (2018)

A record **£85 million** of equity invested in sector 2018/19 representing a 27% annual increase

130 life science business births 2018-2019 with **85% first year success rate**

**£9.5 million** investment into the Precision Medicine Scotland Innovation Centre

**£56 million** Medicines Manufacturing Innovation Centre under construction and due to be operational early 2022

**£238m** R&D - 23% of Scotland's BERD (2019)

# Edinburgh: A History of Innovation, a Hive of Activity and a Place of Commerce and Culture



Fleming's discovery of penicillin



Edinburgh Seven - the first undergraduate female medical students at British university



Wilmot's first cloned mammal, a Finn Dorset lamb named Dolly



Lister's development of antiseptic surgery



James Young Simpson's discovery of anaesthetic qualities of chloroform



The UK's first kidney transplant performed at the Royal Infirmary



The first British university to establish a Nursing Training Unit in the late 50s



Ranked 5th on economic wellbeing across 10 UK cities

*Demos-PWC Good Growth for Cities 2021.*



**No1** regional city for high growth businesses

*Eagle Labs/Beauhurst 2021.*



2018 GVA £24.7Bn, **21% increase** 2013-2018

*ONS.*



36 FDI projects in 2020 - ranked **1st** for UK cities excluding London

*EY Attractiveness Survey June 2021.*



Ranked 4th best city in the world to live for quality of life

*Deutsche Bank Mapping the World's Prices 2019 survey.*



UK's **2nd highest** graduate retention at **53%**

*Knight Frank/UCAS 2021 Student Accommodation survey.*



**29,000** employed in professional, scientific and technical activities

*NOMIS/ONS 2019 data.*



**51,000** employed in human health and social work activities

*NOMIS/ONS 2019 data*

# A Melting Pot of Talent

Edinburgh is a long-established location for businesses to thrive boasting a strong track record in financial services, life sciences and tech. It is also home to the Scottish Parliament.

It is an attractive destination for private equity and venture capital investments, drawn to its robust and varied start-up scene.

The city has considerable expertise in areas such as fintech and health innovation, and a variety of supporting institutions and facilities that help young companies to grow.

## 1. Scottish Rural College (SRUC)

- Food and Agritech engaging 600 scientists.

## 2. Bayes Centre

- Robotics and AI.
- The Data Lab - Scotland's Innovation Centre for data and AI Helping Scotland maximise value from data and lead the world to a data powered future.
- Informatics Ventures.

## 3. Codebase

- Over 100 start-up companies.
- CodeClan Digital Skills Academy.

## 4. Heriot-Watt University Research Park

- Circa 30 commercial occupiers.
- The National Robotarium.
- Jack Copeland Centre: the Scottish National Blood transfusion Service's R&D facility, opened 2017.
- National Performance Centre for Sports.

## 5. Midlothian Science Zone including: Easter Bush Campus

- The Royal (Dick) School of Veterinary Studies.
- The Roslin Institute.
- Roslin Innovation Centre.

### Pentland Science Park

- 20 companies including Moredun Research Institute.

### Edinburgh Technopole

- 12 medical device, pharmaceutical, animal health, aquaculture and scientific consultancy businesses including Indigo Vision, Xilinx.

### BioCampus

- 30-acre site for manufacturing.

### Other notable hubs, programmes and locations:

- The University of Edinburgh School of Informatics
- Edinburgh Business School Incubator
- Entrepreneur Accelerator
- Higgs Centre for Innovation
- Techcube
- Edinburgh Centre for Carbon Innovation



## Choose BioQuarter

BioQuarter has a unique set of credentials that sets it apart. Access to land, access to data, the long-term commitment from four of Scotland's largest organisations and a triple helix plus model - all co-located at one location.

**Co-location, Collaboration, Expertise and Facilities:** Clinical, research, teaching, imaging, health innovation and academic activities. BioQuarter offers all these specialist activities with substantial opportunities for collaboration both on-site and with other local clusters including Easter Bush Research Campus and Heriot Watt University. BioQuarter also offers the ability to leverage connections across Edinburgh's life sciences sector and the wider Scottish life sciences network.

**Access to Healthcare Data:** Data-driven health innovation will be a driver in the next generation of research and development. The use of real-time health data is at the heart of the wider development of health services, wearable technology and community analytics. With the expansion of the Usher Institute in 2023, and access to broader opportunities offered via Edinburgh's ambition to become the 'Data Capital of Europe', BioQuarter will be at the core of opportunities that use data and analytics to develop new products, processes, organisational methods and markets.



# 06

## meet the team

## Governance

BioQuarter is currently governed by the BioQuarter Strategy Board which includes the four major stakeholders: City of Edinburgh Council, NHS Lothian, Scottish Enterprise and University of Edinburgh. The BioQuarter Strategy Board is currently responsible for the strategic stewardship of the site through the Place, Health Innovation and Community Strategies.

To ensure that there is a unified voice for the procurement exercise and to oversee the management and decision making for it, EBQ3 Ltd has been established between University of Edinburgh, City of Edinburgh and Scottish Enterprise. Together they are the Contracting Authorities for the procurement of a private sector partner.

Administration of the procurement process is being led by the BioQuarter Programme Team on behalf of the Contracting Authorities with assistance from independent advisers and in-house subject matter experts from the Contracting Authorities. NHS Lothian are one of the major anchor institutions located at BioQuarter and continue to play a significant role with regards to health innovation. They are not a member of EBQ3 Ltd or party to the BioQuarter Strategic Joint Venture Agreement as its participation would be ultravires.



**Paul Lawrence**  
(Director of Place for City of Edinburgh Council)  
Chair of Edinburgh BioQuarter Strategy Board and EBQ3 Ltd Board.

## Senior Leads

Significant resource and expertise is being invested from within the Contracting Authorities in-house teams. This ranges from legal and operations to development. Each Contracting Authority has a senior operations lead who is the single point of contact for their respective organisation.



**Ashley Shannon**  
Director of Operations, Corporate Services, The University of Edinburgh

Ashley qualified as a Chartered Accountant in professional practice in 2002 and spent circa 15 years working in Financial Services, specialising in large scale mergers and acquisitions, corporate restructuring and management of strategic projects. In early 2018, Ashley moved to a new leadership role with the University of Edinburgh to further the delivery of strategic priorities and operational leadership across the University.



**David Cooper**  
Commercial Development and Investment Senior Manager, The City of Edinburgh Council

David works within the Council's 'Place' directorate – the department's responsibilities include planning and development, economic development and a variety of local, infrastructure and regulatory services. He has over 20 years of experience in the property and development sectors and currently leads on the delivery of the Council's major development and investment portfolio focussed on commercial development and economic outcomes. David is the lead officer for the Council in relation to the BioQuarter delivery programme.



**Derek McCrindle**  
Head of Place, Scottish Enterprise

Derek is Scottish Enterprise's Senior Responsible Owner for the BioQuarter project. A chartered surveyor bringing over 25 years' property industry experience, Derek manages teams dealing with a range of property, infrastructure and transport projects throughout Scotland.

# Programme Team

The Contracting Authorities established a central management team to work on their behalf to develop the vision and delivery strategy for the next chapter at BioQuarter. The team leads and manages the procurement of the private sector partner.



## **Anna Stamp, Programme Director**

Anna leads the regeneration of the BioQuarter on behalf of the Contracting Authorities. She is responsible for the process of selecting a private sector partner for the joint venture, developing the vision and managing ongoing commercialisation activity for BioQuarter's health innovation ecosystem. She qualified as an Architect in 1997 and has worked for the University Estates Development department for over 17 years, latterly as Head of Estates Planning.



## **David Ridd, Communications, Marketing and Business Development Manager**

David leads strategic marketing and business development with a focus on the process of selecting a commercial private sector partner and commercialisation of the health innovation ecosystem and life sciences community. He previously led external communications and engagement for NHS Lothian. David is a trained journalist and is currently Chair of the UK Science Park Association (UKSPA) Scotland Group, co-chair of the Life Sciences Scotland Connectivity Group and nominated marketing-lead for the Chartered Institute of Public Relations (CIPR) Committee in Scotland.



## **Zuzana Krajcovic, Programme Coordinator**

Zuzana coordinates programme team activities and supports the delivery of a private sector partner and health innovation strategy. She oversees all aspects of programme, building close links with stakeholders and the wider life sciences community. Zuzana has a wealth of experience in the public sector having previously worked for NHS Lothian within both its Strategic Planning department and its medicines management team.



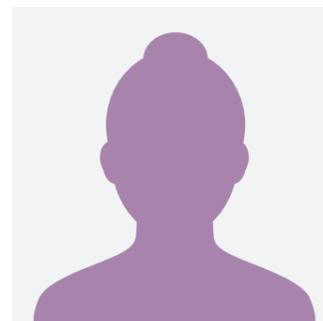
## **Cathy Southworth, Community Science Engagement Manager**

Cathy has over 25 years of experience working in science education and engagement. She has worked with a wide range of people and communities connecting science with their lives. She has developed games, film, dialogue, workshops, programme strategies and has trained scientists to work with a range of stakeholders. She has worked with the communities surrounding BioQuarter for 6 years and is motivated by the tangible benefits this brings both to these communities and the staff and students that make up the BioQuarter Community.



## **Katie Bisset, Procurement Manager**

Katie is a results focused individual with experience running high value complex tenders as a Procurement Manager within the University of Edinburgh Estates Procurement Team. Katie has in-depth knowledge of Public Procurement and Customer Service within a Supply Chain environment. Katie effectively collaborates and influences key stakeholders and suppliers, delivering innovative, proactive solutions thrives to overcome challenges.



## **Sharon Green, Procurement Manager**

Sharon Green is a MCIPS Chartered professional with experience in both private and public sector procurement. Sharon has an in-depth knowledge of Public Procurement with experience running high value, complex projects at the University of Edinburgh where she is the Procurement Manager for the College of Science and Engineering. Sharon is confident working at both strategic and operational levels and is dedicated to ensuring effective relationship management through active engagement and influencing of stakeholders across all levels.

## Advisers Teams

The Contracting Authorities have appointed four consultant organisations to advise throughout the procurement process. These consultants have been extensively engaged in the evolution of the strategic joint venture proposal and will form part of the evaluation team:

### Commercial: Cushman & Wakefield

**Mark Jones**, Consultant  
mark.jones@tweedproperty.co.uk  
07771 571 541

**John Keyes**, International Partner, Development & Strategic Advisory,  
john.keyes@cushwake.com  
07739 834 367



### Legal and procurement compliance: Pinsent Masons LLP

**Graeme Fyfe**, Legal Director,  
graeme.fyfe@pinsentmasons.com  
020 7490 6978



### Financial: Grant Thornton

**Wayne Butcher**, Director,  
wayne.butcher@uk.gt.com  
07825 256 899

**Jennifer Brown**, Associate Director,  
jennifer.b.brown@uk.gt.com  
07920 087 342



### In addition, Scottish Enterprise has appointed Shepherd & Wedderburn to advise it on the Development Agreement.

**Michael Henderson**, Partner, Property and Infrastructure,  
michael.henderson@shepwedd.com  
07818 061 003



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# 07

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## introducing EBQ3 Ltd



**Adrian Gillespie**  
CEO  
Scottish Enterprise

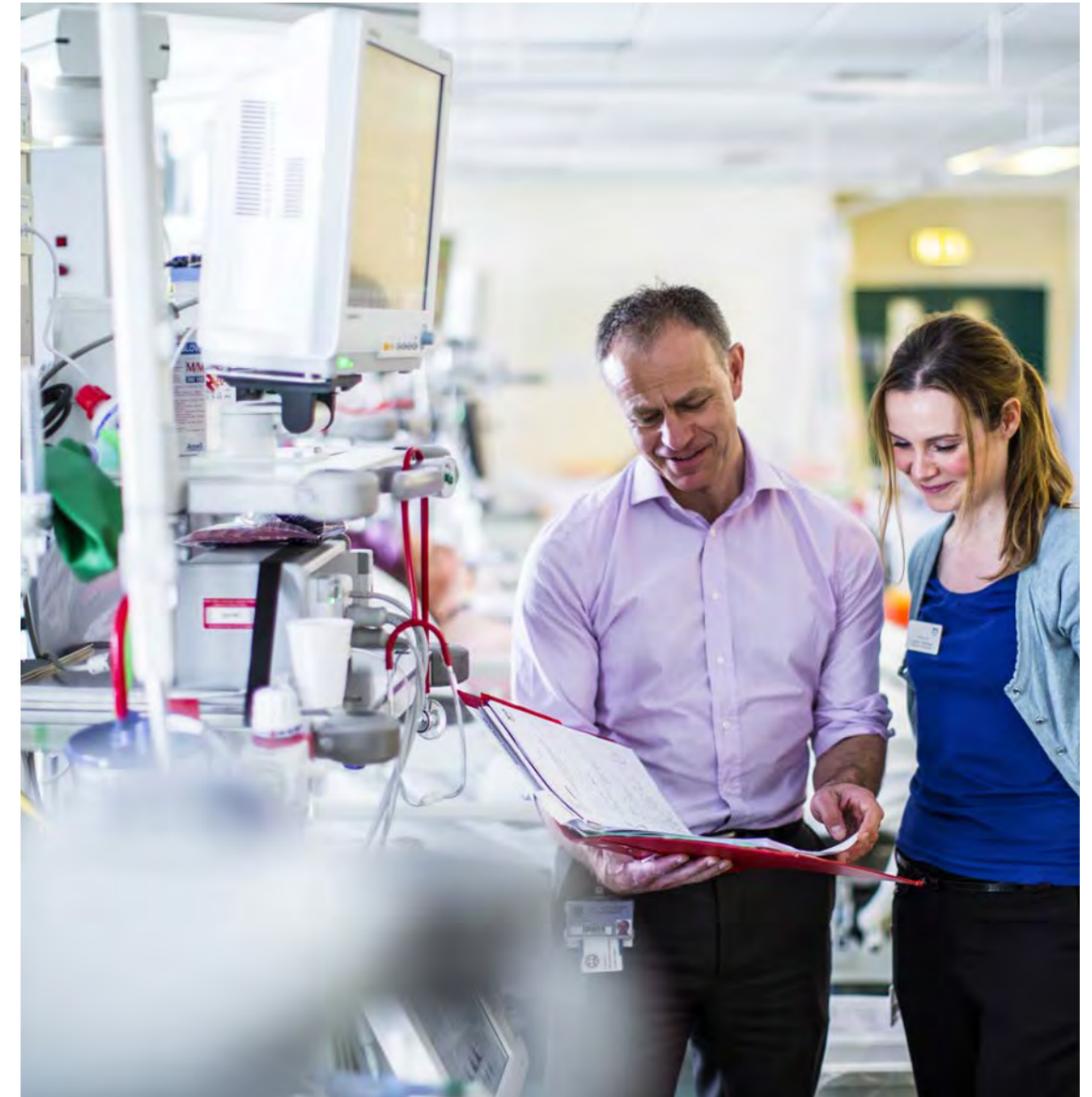
Placemaking and partnership are crucial to ensuring an economy thrives. Edinburgh BioQuarter is one of the most significant long-term programmes Scottish Enterprise has undertaken and the work we have done – and continue to do – with our partners to secure the success of the BioQuarter means we are now in a place to take the park to the next phase.

Over the last two decades, Edinburgh BioQuarter has played a pivotal role in cultivating world-leading medical research and life sciences innovation that is improving lives around the world.

Now is the time for it to take a further important step – to become a vibrant community, creating jobs and homes for thousands of people on the doorstep of one of the world’s most important cultural centres.

Alongside the City of Edinburgh Council, the University of Edinburgh and NHS Lothian, we’ve already invested over £600m in the existing site, with further investment planned in the next five years through pipeline projects, including the new University of Edinburgh Usher Institute.

Together we are developing a masterplan and placemaking strategy which will form the basis of one of the most exciting investment prospects anywhere, and will bring real economic and social benefits for Edinburgh, as well as continuing to grow a world-leading medical research and innovation base right here in Scotland.



# Scottish Enterprise's Innovation Role at BioQuarter

## The range of service provided by Scottish Enterprise includes:

- Investment support and resource via Scottish Investment Bank - one of the largest investors by deal flow in the UK, with very strong focus on life sciences.
- Targeted advice, training, and funding for each of the nine account-managed business at BioQuarter around proof of concept, commercialisation, venture capital/angel investment, product and process improvement.
- Mentoring and business support via the Global Scot network – a network of senior business leaders around the world with a strong interest in supporting Scottish businesses to be successful. Account management 1-2-1 support for companies.
- Scottish Development International - international trade and investment support for companies.
- Support via other internal teams including; innovation specialists, R&D grants and support, entrepreneurship training, organisational development.

## Current health innovation activity at BioQuarter:

- Ownership and management of NINE and BioCubes.
- Delivered commercial assets generating significant annual rental (Nine and BioCubes).
- Active equity and grant investment in current and previous BioQuarter tenant companies.
- Leveraged significant public sector investment for commercial and research facilities including NINE and the Centre for Regenerative Medicine.
- Attracted £22m of industrial research contracts and £78m in translational research awards. Supported the growth of companies including Roslin CT, Aquila (acquired by Concept LS) and IoMet Pharma (acquired by Merck) and Sympromics (sold to AskBio who were acquired by Bayer).
- Stimulated the creation of a Scottish based life science VC fund (Epidarex) - closed third fund of c£100m in 2020.

## Tangible assets Scottish Enterprise will contribute towards the growth of the health innovation ecosystem at BioQuarter

- BioQuarter is closely aligned with key Scottish Enterprise strategic programmes, e.g., Future Medicines manufacturing and Digital Health.
- Scottish Enterprise will work to ensure all relevant support mechanism are available and applied to support BioQuarter activities and ecosystem.
- Equity investment in companies via SE co-investment funds.
- Scottish Enterprise will support softer networking and collaboration activities with all members to help build and develop a sense of community across the various elements of BioQuarter.
- Scottish Enterprise agrees that the private sector partner, through the BioQuarter strategic joint venture agreement, can leverage brand associations to promote BioQuarter's health innovation ecosystem, products and services.
- Scottish Enterprise agrees to contribute towards co-branded events and programmes where there is joint contribution to increase awareness and reputation/recognition of BioQuarter's health innovation ecosystem and growth of the BioQuarter brand.





THE UNIVERSITY *of* EDINBURGH



**Professor Peter Mathieson,**  
Principal and Vice-Chancellor of  
the University of Edinburgh

Edinburgh BioQuarter already plays a pivotal role in world-leading medical research and life sciences innovation, improving people's lives in Edinburgh and around the world. This next chapter in BioQuarter's development aims to deliver significant and long lasting economic and social benefits for Edinburgh, Scotland and beyond.

In partnership with Scottish Enterprise, the City of Edinburgh Council and NHS Lothian, the University of Edinburgh will not only develop one of the largest medical campuses in the UK but also support an entire residential community, with opportunities for all.



## Edinburgh Innovations

Edinburgh Innovations (EI) is the University of Edinburgh’s commercialisation service. It leads the University’s activities in industry engagement and business development, delivery of consultancy enterprise support for students and staff, and the identification, management and commercialisation of University intellectual property.

Since 2017, EI has increased its HEBCIS rankings from 16th to 4th reflecting increased activity in industrialisation and commercialisation. Edinburgh Innovations runs a range of entrepreneurial programmes.



**4 staff spin-out companies launched in the therapeutics arena in 2020-21.**



**A record £45.3 million** in industrial and translational awards in 2020-21.



**Since 2019 first time investment with the University of Edinburgh - Advent Life Sciences, SV Health, Epidarex and Syncona.**



**A record 114 company launches and filed 100 patents in 2020-21.**



**A record £48 million** invested in University spin-outs and start-ups in 2020-21.

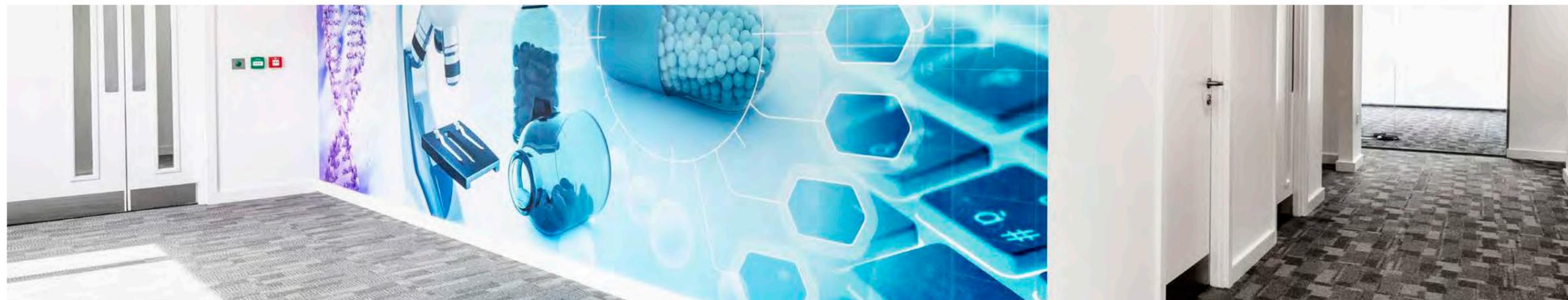
# University of Edinburgh's Innovation Role at BioQuarter

## Edinburgh Innovation Services

- Supporting and increasing industry engagement and academic-industry collaborations.
- Developing new industry partners and opportunities.
- Promoting and supporting the uptake of research opportunities.
- Supporting new enterprise, i.e. spin-outs and start-up activity.
- Developing new investor partners and opportunities including venture capital.
- Supporting the identification, capture and commercialisation of Intellectual Property.
- Supporting staff education in translation and commercialisation.
- Supporting academic consultancy opportunities.
- Supporting and advising on access to third party funding opportunities.
- Securing core funding.
- Offering market intelligence.

## Contributions towards BioQuarter's Health Innovation Strategy

- Senior leader commitment including at least bi-monthly BioQuarter health innovation discussions with the private sector partner.
- Undertake a range of programmes to develop, nurture and establish new spin-out companies.
- Establishing a range of industrial relationships to deliver funding to early-stage spin-out programmes.
- Run a range of cultural, skills development and training programmes to engage a wide breadth of researchers in translational and commercialisation activities.
- Agree to ensure visibility of pipeline of spin-outs and start-ups with the private sector partner.
- Agree that the private sector partner, through the strategic joint venture, can leverage brand associations to promote BioQuarter's health innovation ecosystem, products and services.
- Agree to contribute towards health innovation activities and/or put in place resources directed at the successful growth of the BioQuarter health innovation ecosystem and growth of companies on site.
- Agree to provide in-kind equivalent of the cost of running the Edinburgh Innovations team and its events which contribute to the commercial ecosystem.
- Will ensure the private sector partner has access to a range of teams, researchers and professors within the health innovation community at BioQuarter.
- The University of Edinburgh has a range of core facilities that are available to access to industrial entities on a fee for service basis. Edinburgh Innovation will agree to work together with the private sector partner to market these opportunities as part of the wider BioQuarter proposition.





**Councillor Adam McVey,**  
City of Edinburgh Council, Leader

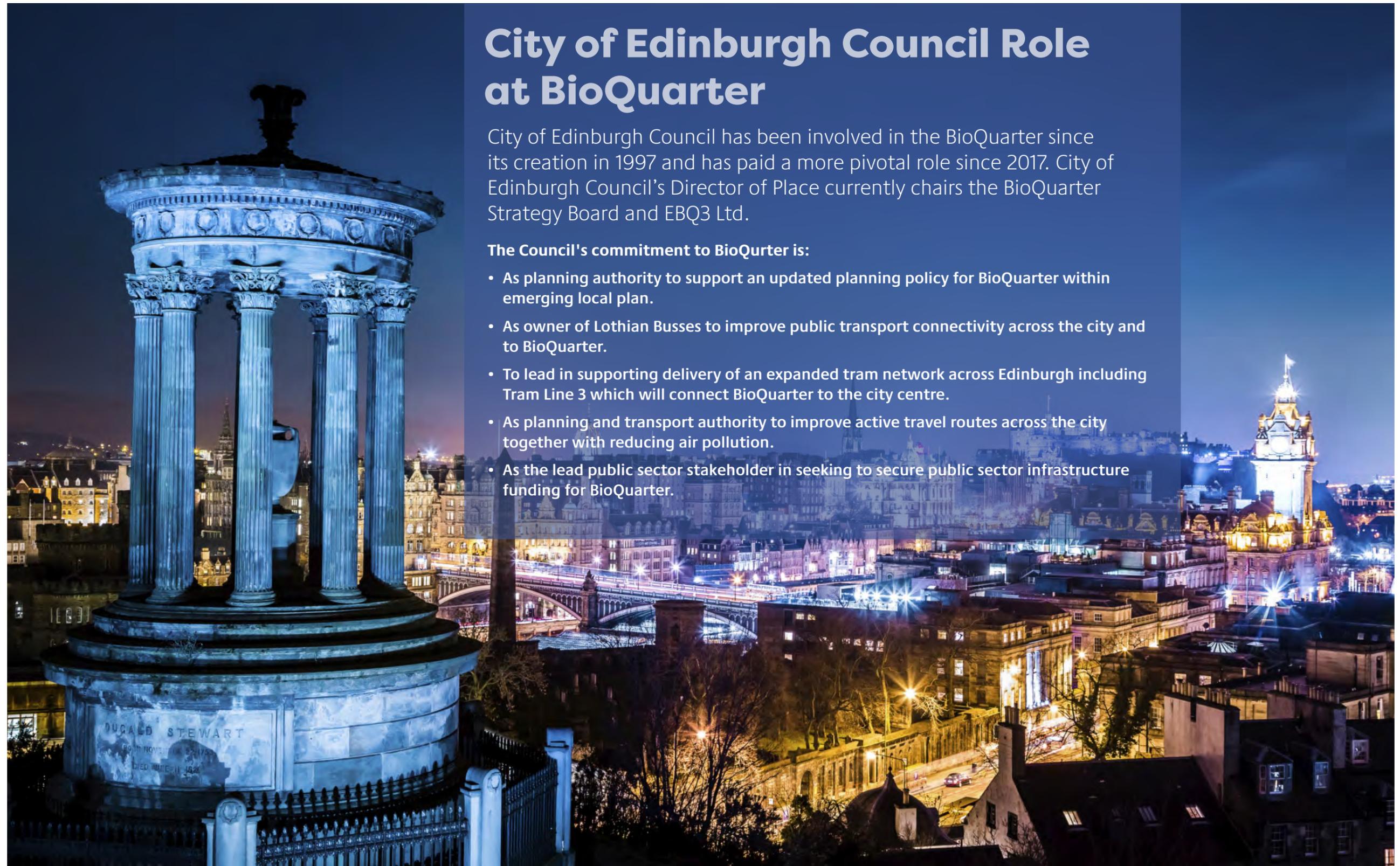
We're proud to be a partner in Edinburgh BioQuarter, a driving force in Scotland's thriving life sciences sector and already a prime destination in the UK for healthcare delivery, ground-breaking medical research and health innovation.

The expansion of the BioQuarter is a key part of Edinburgh's economic future - an area earmarked for life science development supporting wider growth and regeneration in the south east of the city. Edinburgh BioQuarter has the potential to bring in billions of pounds of investment with lasting benefits for local people, connecting jobs, education and opportunities to nearby areas like Greendykes and Craigmillar, where we're also making major investments in regeneration.

Working with partners, we've already set out our vision for Edinburgh to be the data capital of Europe. Upcoming developments at the BioQuarter like the Usher Institute will be the next step in realising this vision, further cementing our international reputation and a critical mass of collaboration between clinicians, researchers and businesses.

We're now looking for a new partner to work with us at Edinburgh BioQuarter to deliver our masterplan to create Scotland's biggest health innovation district, with an eventual community of 20,000 people living, working or studying as part of a vibrant mixed used neighbourhood.





## City of Edinburgh Council Role at BioQuarter

City of Edinburgh Council has been involved in the BioQuarter since its creation in 1997 and has paid a more pivotal role since 2017. City of Edinburgh Council's Director of Place currently chairs the BioQuarter Strategy Board and EBQ3 Ltd.

### The Council's commitment to BioQuarter is:

- As planning authority to support an updated planning policy for BioQuarter within emerging local plan.
- As owner of Lothian Busses to improve public transport connectivity across the city and to BioQuarter.
- To lead in supporting delivery of an expanded tram network across Edinburgh including Tram Line 3 which will connect BioQuarter to the city centre.
- As planning and transport authority to improve active travel routes across the city together with reducing air pollution.
- As the lead public sector stakeholder in seeking to secure public sector infrastructure funding for BioQuarter.

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08

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place

# BioQuarter 2021 and Beyond

Essential to BioQuarter's success is development that attracts, grows, and retains health innovation businesses in an environment with a critical mass of highly skilled people. BioQuarter's vision is to create a place where people will want to live, learn and work.

Aligned to the '20-minute neighbourhood' model, the ambition is to transform the site into a thriving Health Innovation District; a mixed use, urban neighbourhood of Edinburgh with health and wellbeing at its core.

BioQuarter's will be a sustainable place with increased biodiversity and a net zero carbon ambition embedded in any future development.

Wellbeing will be supported through the quality of landscaping, active movement, trim trails and using public realm to encourage exercise.



accessible  
ideas  
urban  
food and  
drink  
mixed use  
community  
wellbeing  
connected  
porous



# Place Principles

A Place Strategy has been developed by BioQuarter as one of the control documents to be embedded within the Strategic Joint Venture Agreement. The document sets out nine development principles which form the cornerstones for future physical development of BioQuarter.

The Place Strategy sets ambitions for all future masterplans to ensure a holistic approach to BioQuarter as a place. It will guide the design of individual projects to ensure they play their part in maximising BioQuarter's potential. The BioQuarter Place Strategy will be managed and maintained through Strategic Joint Venture governance. It has no statutory weight. The Strategic Joint Venture Agreement lays out the mechanism for its evolution as requirements for BioQuarter change over time.

The full Place Strategy will be made available with the Invitation to Participate in Dialogue.

 <p><b>1 Urban Form</b></p> <p>A high density, urban neighbourhood which is compact, vibrant, attractive and busy for its community.</p>	 <p><b>2 Sensitivity of Built Form</b></p> <p>Respect the site's location within the wider landscape setting of the city - the extent of development and building heights managed to protect the visual connectivity of the Craigmillar and Edmonstone ridges.</p>	 <p><b>3 Welcome and Porous</b></p> <p>Ensure that BioQuarter is integrated into the wider community by being porous, welcoming and a 20 minute neighbourhood destination.</p>
 <p><b>4 Mix of Uses</b></p> <p>Introduce a wider mix of uses to encourage evening and weekend activity and create a critical mass.</p>	 <p><b>5 Active ground floor and animated public realm</b></p> <p>Provide visually active ground floor uses and an activated, animated public realm.</p>	 <p><b>6 Connectivity and Accesibility</b></p> <p>Prioritise walking and cycling within BioQuarter, local communities and the wider city.</p>
 <p><b>7 Sustainability and Wellbeing</b></p> <p>A sustainable place with increased biodiversity and a net zero carbon ambition embedded in any future development. Wellbeing will be supported through the quality of landscaping, active movement, trim trails and using public realm to encourage exercise.</p>	 <p><b>8 Design Quality</b></p> <p>Ensure new built development and new public realm is founded on design quality to support the long term health and vitality of the site's occupants, as well as the sense of place.</p>	 <p><b>9 People and Heritage</b></p> <p>Put people at the heart of all design decisions and celebrate Edinburgh and Scotland's proud medical and innovation contribution.</p>

## Place Strategy

The proposed allocation for BioQuarter is that the land to the south of Little France Drive can support at least 260,000sqm of life sciences and commercial use development and up to 2,500 new residential units. This is based on an assumed overall development capacity of 540,000sqm. The allocation encompasses all undeveloped land south of Little France Drive including University of Edinburgh's sites together with the PSP land zones.

### South of Little France Drive

The Place Strategy has demonstrated that there is an estimated 540,000 sqm (GIA) of potential accommodation on the land south of Little France Drive if urban heights are utilised. This gross development area is formed as follows:

- 48,000 sq m has already been delivered or is at planning stage in Existing Zone 2 including the Scottish Centre for Regenerative Medicine, Institute for Regeneration & Repair, BioQuarter NINE and BioCubes and Usher Institute.
- 128,000 sq m will be developed by the University of Edinburgh and NHS Lothian in Contracting Authorities Zone's.
- 360,000sqm is the estimated footprint of the 64 acres of PSP land zones to be developed by the private sector partner.

### North of Little France Drive

On the land north of Little France Drive, Existing Zone 1, 213,000sq.m GIA of accommodation has been built over the past 20 years. The existing GIA is formed from:

- 31,000 sq. m GIA of academic teaching and research.
- 181,000 sq. m GIA of clinical.
- 1,000 sq. m GIA of retail.



# Strategic Masterplan

As BioQuarter has developed over the past 20 years so has its masterplan. In preparation for procurement, a new Strategic Masterplan has evolved.

This Strategic Masterplan is an illustrative masterplan. It aims to demonstrate the potential quantum of development and the possible location/shapes of buildings to articulate the scale of opportunity. It has also aided in setting the Place Strategy principles.

The Strategic Masterplan includes building references and an accommodation schedule, published for illustrative purposes. These are not fixed and detailed master planning for the PSP land zones will be the responsibility of the new private sector partner. The University of Edinburgh and NHS Lothian will continue to masterplan their zones. It is essential that both are dovetailed together.



- KEY**
-  Burdiehouse Burn
  -  Retained Landscape
  -  Existing Landscape to be removed
  -  Landscape edge with strong permeability to Little France Park and Edmonstone Estate
  -  Tram Route Safeguard
  -  Key Views
  -  Public Realm Core with Active Frontages and Mobility Hub
  -  Retained Landscape Core
  -  Existing and proposed Fair Field Walk pedestrian connection
  -  Key Building Frontages
  -  Existing and indicative Road Layout
  -  Key focal building location
  -  Key entrances to site
  -  Indicative line of existing 5m contours - built form to address changes in level across the site

# BioQuarter Strategic Masterplan



# Indicative Development Areas

The Contracting Authorities aspire to have in the region of 50% of the GIA of development in the PSP land zones as commercial health innovation accommodation. The layout plan is set to this threshold but should be considered as an indicative approach to use allocations.

Building Reference	Storeys	GIA (sq m)
A1	6	27,880
A2	6	18,400
A3	6	11,300
B	4	3,600
C1	6	15,000
D1 - D5	4	42,000
E1 - E3	4	25,200
F1a - F1e	4	37,600
F2a - F2d	4/6	38,400
G	4	10,000
H	5	7,000
J1	5	11,850
J2	5	11,850
M	5	10,300
N	5	12,300
P	5	5,000
Q	5	15,000
R1 - R3	4	11,400
S1 - S4	4	30,500
<b>TOTAL</b>		<b>354,580</b>

**Key to Buildings:**

**Purple** - Commercial Health Innovation

**Blue** - Residential (private, student and affordable)

**Green** - Commercial Ancillary (retail & leisure)

**Pink** - Hotel

**Grey** - Multi-Storey Car Park



The illustrated masterplan and building areas are to demonstrate the potential development opportunity and mix of uses to meet the vision. This plan is not set and should be referenced for guidance only.

# Planning Status

BioQuarter is located within the South East Strategic Development Area, defined in SES plan as one of the primary locations for growth and investment. The site has a number of allocations and policy references within the current Local Development Plan which was adopted in November 2016. It is defined as an 'employment centre', as a 'special economic area' and includes a safeguarded Edinburgh Tram route.

BioQuarter and South East Wedge Parkland Supplementary Guidance 2013 sets out existing allocations in conjunction with the 2016 Local Development Plan.

The land under University of Edinburgh's ownership has Planning Permission in Principle for life science development. Originally approved in 2004, this has been since updated in two subsequent planning permissions, effective until 2030.

The 2016 Local Development Plan is being updated. City Plan 2030 was approved in September 2021 and City of Edinburgh Council is now seeking to finalise and adopt it. BioQuarter is fully recognised in the new plan (see box opposite).

City of Edinburgh Council has replaced Supplementary Guidance with Place Briefs. A new BioQuarter Place Brief is being developed by the City of Edinburgh Planning Authority based on BioQuarter's revised ambition. The new Place Brief is aligned with BioQuarter's Place Strategy and the new vision to include development of a higher density urbanised neighbourhood, a greater mix of uses and the creation of a Health Innovation District.

## City Plan 2030

The Proposed City Plan was published as the 'settled' position of the Council in Autumn 2021 and will be the subject of public consultation until the end of the year. The Plan accepts many of the representations made by BioQuarter at the initial consultation stage and is now included as 'Place 31 - Edinburgh Bioquarter' where development will be supported in accordance with the defined set of Development Principles. In summary these require:

- A high density, urban extension, compact in form with a sense of community attractive to workers, visitors and residents.
- A mix of uses focused around the BioQuarter's role as a life sciences quarter, including around 2,500 residential units, community facilities, commercial and leisure to encourage evening and weekend activity.
- Development which respects the site's location within the wider landscape setting of the city, with density managed to protect the landscape character and the visual connectivity of the Craigmillar and Edmonstone ridges.
- Address and connect with neighbours and the wider City – physically, visually and socially, including with urban frontages to the site edges, including to Old Dalkeith Road.
- A sustainable place with increased biodiversity and a net zero carbon target and adapted to climate change.

- Provide or contribute towards the following transport infrastructure:
  - New Active Travel route: Connection to the Wisp from East of BioQuarter.
  - New Active Travel route: A7 north-south - BioQuarter to City Centre and Midlothian.
  - Mobility hub.
- Enhanced bus provision including the Orbital bus route.
- Provide or contribute towards education and healthcare infrastructure and community facilities.
- Ensure all homes are adequately served by play facilities and have access to open space in line with the Council's Open Space Strategy (see BGN 51), and
- A Flood Risk Assessment is required and should inform the development and design/layout of the site.

City Plan requires a BioQuarter Masterplan to be prepared to support the future development of the Edinburgh BioQuarter for a mixed-use development focused on Life Sciences research and directly related commercial developments. This co-location of uses helps the development and city on its journey toward net-zero.

Useful link: <https://democracy.edinburgh.gov.uk/documents/s37852/6.1%20-%20City%20Plan%202030%20Approval%20of%20Proposed%20Plan%20for%20Statutory%20Representation%20Period.pdf.pdf>



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# 09

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sustainability  
and energy

# Sustainability Ambition

It is essential that Edinburgh BioQuarter sets a high bar for sustainability and wellbeing. Sustainability is more than the built environment and crosses all workstreams. The key areas that BioQuarter strives to address is energy, transport and environment.

A sustainability assessment was undertaken on behalf of the Contracting Authorities in preparation for procurement. This considered existing and anticipated developments. A Sustainability Strategy was subsequently developed which sets out four principles that will define all development, operations and activity on site. Working together we can ensure that we all aspire to the highest level.

The full Sustainability Strategy will be made available with the Invitation to Participate in Dialogue. The box opposite summarises its key points.

The Contracting Authorities have recently commissioned an Energy Masterplan to be developed for the site. This is in progress and will be made available with the Invitation to Participate in Dialogue.

## Zero Carbon;

- Operational carbon emissions to be zero by 2030;
- Strict Passivhaus-style design energy targets;
- No natural gas connections;
- Low or zero carbon technologies.

## Biodiversity net gain;

- Design to maximise number/quality of habitats;
- Suitable urban drainage systems including green roofs/raingardens/allotments
- Additional habitats created through collaboration with Edinburgh & Lothians Greenspace Trust.

## Future climate ready;

- Flood risk mitigation/adaption designs to incorporate climate protection scenarios;
- Surface water run-off better than existing;
- Building designs to have façade detailing that reduces risk of overheating.

## Community health & wellbeing;

- Widespread stakeholder engagement;
- Building designs to promote daylighting, thermal comfort, air and sound quality;
- Private outdoor space for residents;
- Masterplan to be designed to promote safe access and movement.

## Heat Network

Contracting Authorities have had early discussions with Midlothian Energy Ltd (MEL). MEL is a 50/50 joint venture between Midlothian Council and Vattenfall Heat UK to deliver low carbon energy projects across the Midlothian Council area.

**MEL has indicated a two-phase approach could prove to be an appropriate solution for BioQuarter:**

- Phase 1: Local Energy Centre.
- Phase 2: Integration with District Heating.

**MEL has indicated it can:**

- Build the main transmission line to the BioQuarter site; finance and build the energy centre for the site and connect the two.
- Provide the design and specification of the pipework on site and on each plot.
- Take the risk and responsibility for maintaining and managing the assets from the energy centre through to the point of use, through the whole of the heat network lifetime.

BioQuarter has not developed a detailed solution or entered a contract with MEL. Bidders may wish to approach MEL to develop this further in formulating detailed bids during dialogue stages.

Bidders outline and final solutions will be evaluated on their sustainability strategy. This will need to include a solution for energy provision that will meet carbon emission requirements contained in the Sustainability Strategy and principles. To achieve this, bidders are not bound to work with MEL and other solutions will be considered.



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# 10

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# health innovation

## The Ambition

BioQuarter's major stakeholders have come together to develop a Health Innovation Strategy. Its aim is to create a destination where health innovation businesses and investors can 'go to grow', and to provide a welcoming and nurturing environment for all stages, shapes and sizes of organisations.

A Health Innovation Sub-board has been formed between the BioQuarter's major stakeholders, together with representation from Edinburgh Innovations and the BioQuarter Team. This group provides a platform for strategic discussions, collaboration and openness towards the sharing of information across members, innovators and anchor institutions at BioQuarter.

Its work is underpinned by the Health Innovation Strategy and its principles. The appointed private sector partner will add further strength – driving a collaborative willingness and aligned interests that can unlock and deliver a faster and larger mass of health innovation businesses at BioQuarter.

The full Health Innovation Strategy will be made available with the Invitation to Participate in Dialogue.



### The Role of Health Innovation

To operate an effective, sustainable, long-term model for providing health innovation services at BioQuarter, such as (but not exhaustive) health innovation activities, programmes, development, support, branding and networking.

To bring forward a model that will build on the current cross-fertilisation between University, industry and health experts and commercial enterprises and businesses. A model that ensures that the estate, property and tenants are effectively managed to deliver the vision.

### BioQuarter's Health Innovation Drivers

- **Leadership** – the governance structure of BioQuarter should enable and support rapid, effective decision making, building on a set of shared health innovation objectives, a transparent decision-making process and clear, creative and well targeted communications where members speak with “one voice”; acting in the best interests of BioQuarter as a whole.
- **Health Innovation Capacity** – the health innovation ecosystem will encourage the development and deployment of novel technologies and services, and continue to support existing initiatives, harnessing the diversity of talent and sectoral strengths of Edinburgh and driving rapid growth in health innovation capacity. A clear, shared picture of capacity within the system will help the community to plan strategically and ensure, where possible, that the Health Innovation District increases its capabilities through new partnerships and expertise.
- **Critical Mass** – a high concentration and appropriate mix of health innovation assets at BioQuarter will support the commercialisation of innovations for national and international markets and their effective translation to application in health services, locally, nationally and internationally.
- **Diversity and Inclusion** – an inclusive, diverse, and opportunity-rich environment will maximise health innovation and thereby provide economic opportunities for workers with a range of skills and education levels, encourage mutually beneficial interactions between BioQuarter, its tenants and local people and build trust in health-related innovation.

## NHS Lothian\*

NHS Lothian is one of the 14 regions of NHS Scotland. It provides a comprehensive range of primary, community-based and acute hospital services for the populations of Edinburgh, Midlothian, East Lothian and West Lothian. NHS Lothian has an annual budget of £1.6 billion and employs approximately 26,000 staff.

NHS Lothian intends to be a party to any agreed innovation service. This will be scoped by competitive dialogue.

\*NHS Lothian is not part of EBO3 Ltd as it cannot contract on projects that are not wholly healthcare related. It intends to collaborate on the innovation service and the extent and nature of its involvement with the Strategic Joint Venture will be agreed during procurement. It is envisaged that NHS Lothian will be included within the health innovation service under a collaboration agreement.

“ Our relationship with the University of Edinburgh is long and well established and boasts a track record of successes in R&D and translational medicine. This is a fundamental platform from which to build an approach we want to develop across the whole innovation ecosystem at BioQuarter.

NHS Lothian is actively looking to make things happen in the innovation space. It's about more than simply providing access to the NHS, we want to create a culture which welcomes new ideas, sets and solves health challenges and ultimately delivers positive impacts for our patients and others across the globe.

Our physical location at BioQuarter brings many benefits. We are committed to driving the opportunities which will ensure the long term success as it develops as Edinburgh's Health Innovation District. ”



**Dr Tracey Gillies**  
Medical Director  
NHS Lothian



### Overview of current NHS Lothian innovation activity at BioQuarter:

- **Health Innovation South East Scotland (HISES):** enables local NHS boards to partner industry, academia and others to deliver innovative solutions to health and care challenges.
- **Royal Infirmary of Edinburgh:** extensive complement of active clinical research and a portfolio of R&D activity run in collaboration with the University of Edinburgh.
- **NHS Lothian:** provides BioQuarter based companies access to Royal Infirmary Edinburgh, Western General Hospital (Regional Cancer Centre) and St. John's Hospital (ENT and plastics). Provides access to the comprehensive range of primary and community services, and through HISES extends the same range of services to NHS Borders and NHS Fife – covering in total a quarter of the Scottish population - 1.4m people.
- **DataLoch:** NHS Lothian and the Usher Institute have created an anonymised repository of all routine health and social care data for the Edinburgh and South East Scotland region. This is a unique GDPR compliant facility in Scotland for researchers and industry partners to support the delivery of Data Driven Innovation solutions.
- **Real World Test Beds:** HISES facilitates access to health and care facilities for testing in real-world conditions.
- HISES/NHS Lothian is seeking to introduce a **data exchange** platform that will enable software developers/ medical technology providers to have their solutions safely and securely connected with the Patient Administration Systems (TrakCare) for both development, testing and potential future adoption. Currently this platform is being utilised for two such industry developed patient monitoring and reporting systems for Dermatology and Chronic Obstructive Pulmonary Disease.
- **TrakCare:** A patient administration system adopted by NHS Lothian which is now being promoted by HISES to run national challenges on behalf of NHS Scotland. This is attracting significant funding opportunities for industry partners.

# Health Innovation Principles

A set of ten principles have been determined with the aim to drive a more joined up approach and strategic outlook in developing and nurturing BioQuarter's innovation ecosystem.

<p><b>1</b> Management and leadership</p> <p>Form a strong leadership structure to promote health innovation-related decisions about activities and space.</p>	<p><b>2</b> Objectives</p> <p>Unite the community with shared goals and outcomes. Enable health innovations that provide solutions to local, national and global health challenges.</p>	<p><b>3</b> Knowledge exchange</p> <p>Ensure a culture to share and pool information for the benefit of the entire ecosystem whilst respecting and enabling the early filing of intellectual property.</p>	<p><b>4</b> Communications and brand</p> <p>Grow a globally recognised health innovation location and brand.</p>	<p><b>5</b> Culture</p> <p>Break down barriers and create a culture of sharing, working together, transparency, access and engagement.</p>
<p><b>6</b> Innovation ecosystem</p> <p>Develop a universal approach to health innovation support.</p>	<p><b>7</b> Community</p> <p>Develop a thriving ecosystem that is flexible, well-resourced and adds value to its community.</p>	<p><b>8</b> Talent</p> <p>Ensure sufficient systemic skills can deliver a world-class ecosystem</p>	<p><b>9</b> Pipeline</p> <p>Grow, attract and retain organisations and companies.</p>	<p><b>10</b> Inclusion</p> <p>Ensure there are pathways for all ages to improve skills, provide training and education, and generate employment opportunities for the local community.</p>

*“This is a really exciting phase, we've got a lot of growth within Life Sciences and particularly here in Scotland. Here at Edinburgh BioQuarter we are well located to support that kind of growth with the proximity to the University's research, the teaching hospital and companies on site, we are in a great place for attracting talent.”*



**Janet Downie**  
CEO  
RoslinCT

# Pillars of Success

BioQuarter’s pillars are overarching areas of strength within its ecosystem, with touchpoints across all its health innovation actors and anchor institutions.

These pillars are influenced by market insights, current activities and future needs, and are aligned to current Scottish Government strategic priorities in digital health and care, life sciences and inward investment.

<p><b>To be the ‘health’ data capital of Europe</b></p>	<p><b>To revolutionise healthcare by harnessing discovery science and dynamic enterprise to make new drugs, treatments and technologies available to patients more quickly</b></p>	<p><b>To transform patient care and improve services in Scotland through more healthcare-led innovation and adoption of new technologies by NHS Scotland</b></p>	<p><b>To be Scotland’s home for advanced therapeutics for the benefit of patients across the world</b></p>
<p>The lightning rod that links all research and health innovation at BioQuarter is data. It is one of the key drivers of growth for Edinburgh and Scotland’s economy. If data is the “new gold” then BioQuarter is as a well-stocked “mine”. It is at the forefront of Scotland’s health data, digital health and health tech capabilities and, pump-primed by the £1.3Bn Edinburgh and South East Scotland City Region Deal and the Usher Institute’s expansion. BioQuarter can make global impacts through research, teaching and the growth of companies that are both founded locally and attracted into the site.</p>	<p>The COVID-19 pandemic has shone a global spotlight on the length of time it takes to deliver a new drug or treatment to patients. BioQuarter can accelerate this process thanks to its strengths in research, science, clinical expertise, company creation and growth, and the excellent facilities on site. It can leverage itself as a key destination where researchers and companies, together, can translate and test medical innovation at scale and on time. To support this vision, the community can build capacity and funding with a market-driven focus, allowing for the experimental development, testing and evaluation of new solutions in collaboration with stakeholders, including NHS staff and patients, all in one place, enabling a world-leading destination for experimental medicine.</p>	<p>BioQuarter’s health innovation ecosystem allows unique access to NHS Lothian’s testbed. The ecosystem can help to tackle the key health and social care issues facing BioQuarter’s local communities as well as national and global health challenges. These solutions then have the potential to spread widely, enabling the future delivery of health and care services that are more effective, more efficient and more affordable.</p>	<p>BioQuarter is home to the Institute for Regeneration and Repair bringing together one of the largest communities of regenerative and stem cell scientists to one site in Europe. It can tailor health care to address the needs of sub-groups within susceptible populations that share common genetic and immunological characteristics and can in some cases, even tailor treatments to a specific individual’s unique genetic makeup. The markets for cell and tissue therapies are growing at an exceptional rate and with a significant cluster of companies already forming in Scotland. With the right investment and programmes - BioQuarter can lead the charge in this area.</p>

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# NINE and BioCubes

## Today's Commercial Health Innovation Accommodation

Scottish Enterprise speculatively delivered NINE in 2011. It is a Life Sciences Innovation Centre, designed for multiple occupancy and provides flexible office and laboratory space to rapidly growing companies serving the life sciences sector.

The building has been home to more than 25 SMEs from across the life sciences spectrum and at varying stages of growth. There are currently 15 tenants based in NINE. There is regular and strong demand for additional space from both current tenants and external companies seeking to relocate to BioQuarter.

To meet additional demand, Scottish Enterprise delivered two BioCubes to the rear of NINE. Opened in 2017, the BioCubes are of a modular design and were finished to provide turn-key, fully-fitted space offering both office and CAT2 Lab accommodation.

Currently NINE and the BioCubes are managed under a combined Scottish Enterprise operated FM contract which provides reception services, security and common building management. The café at NINE is operated by a third party.

BioQuarter NINE and the supporting BioCubes 1 and 2 are fully occupied.

*“When I first heard the plans for the BioQuarter, what really impressed me was the overall ambition and vision for all that surrounds it. I’m looking forward to seeing that vision being realised.”*



**Adam Christie**  
CEO  
Calcivis

# NINE

Constructed in 2011, NINE is a flexible, multiple occupancy office and laboratory building, with associated carparking, an external utilities building and loading bay for dedicated service access. The initial construction was shell and core followed by separate fit out contracts to form a laboratory incubator facility and a mixture of office and laboratory accommodation. A flexible fit out solution was developed to allow laboratory or office functions to be located in any part of the building to suit a wide variety of tenant sizes.

## Details:

- 3 accommodation floors with roof top plant
- Gross internal floor area : 8,563 sqm
- Net internal Floor Area : 6,919 sqm
- 141 Parking spaces including 2 electric
- 20 cycle spaces
- 9 motorcycle spaces
- Floor to floor height: 5m
- BREEAM: Very Good

## Facilities:

- Communal entrance and reception space
- 3 escape stairs and 2 passenger lifts.
- Central core facilities
- Goods lift with direct access to loading bay area
- Stand by generator
- Liquid Nitrogen Dewar storage room.
- Secure external chemical stores

Indicative floor plan (ground floor)



## BioCubes

In 2015, designs were prepared for 2 separate BioCube buildings, to provide expansion space for the facilities located within NINE. Delivered on a phased basis, starting in 2015, the BioCubes have now been constructed. In 2021 planning permission was secured for two further BioCube buildings.

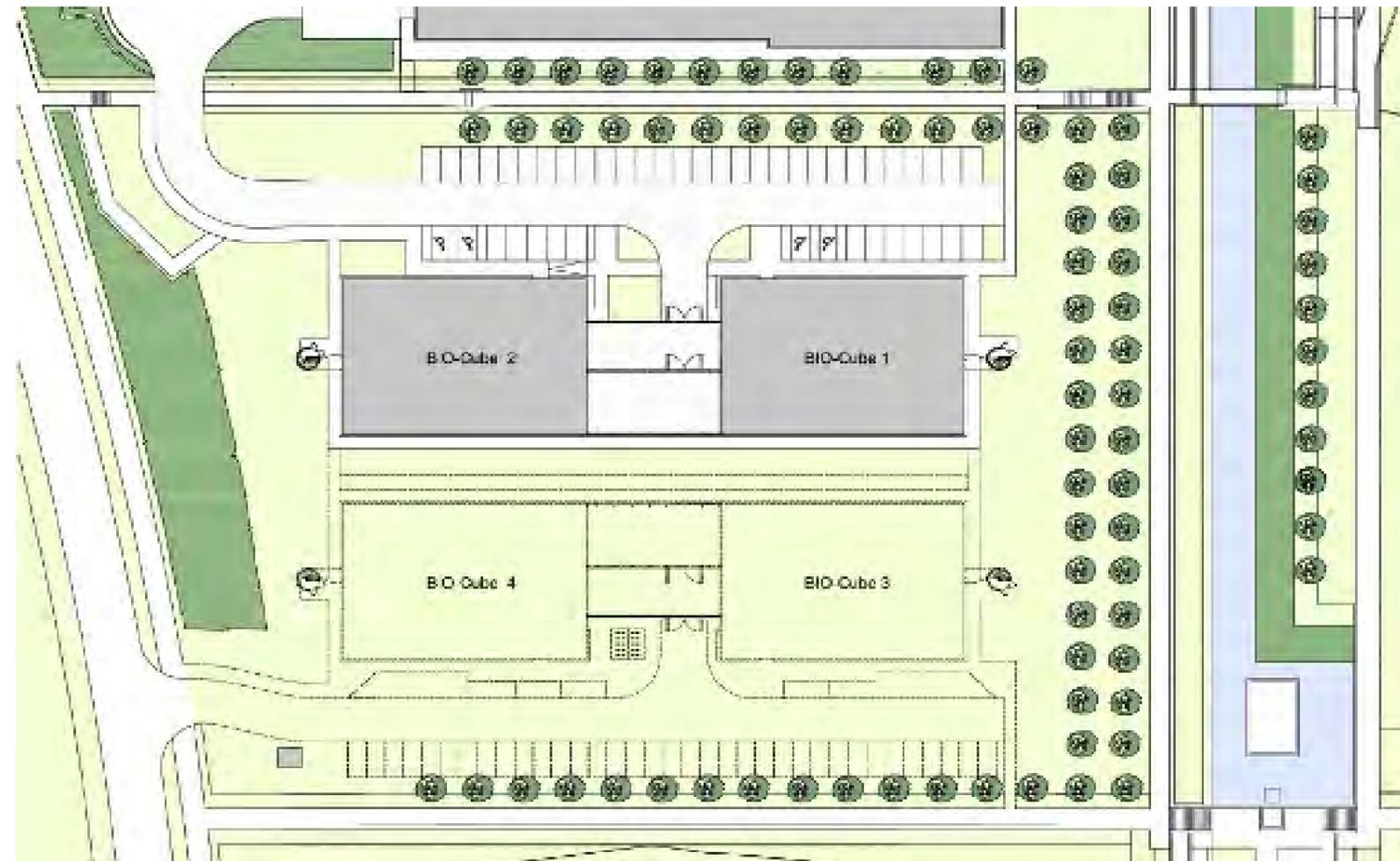
The BioCubes are highly specified modular construction buildings offering high-quality, fitted-out and flexible Cat 2 Lab and Grade A Office suites from 600 sq ft to 12,000 sq ft.

### Details (per building):

- 2 accommodation floors with external plant enclosure at ground level.
- Gross internal floor area: 1277 sqm
- Net internal Floor Area: 994 sqm
- Parking numbers: 20 spaces, 2 acc spaces, 2 electric charge points,
- Floor to floor height: 3770mm
- BREEM 2011: Excellent.

### Facilities:

- Shared entrance space.
- 2 escape stairs and 1 platform lift.
- Central core facilities.
- Secure external plant space



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# 12

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# community

## Community Impact

BioQuarter has the potential to be a catalyst for regeneration. BioQuarter is located in Little France, a suburb of South East Edinburgh. Several of its surrounding neighborhoods including Craigmillar, Moredun and Niddrie rank high on the Scottish Index of Multiple Deprivation.

It is crucial that development at BioQuarter leads to the creation of employment, educational and social opportunities, and amenities for local communities. For it to be truly inclusive it needs to be accessible and tackle non-physical barriers, pertinent to the socio-economic status of the surrounding areas.

BioQuarter plans to undertake an ambitious community-centered engagement programme. So far various organisations and partners have pursued a range of community engagement projects. These include employment and research opportunities, and most notably various personnel working with staff and students at local schools in Craigmillar.

The full Community Impact Strategy will be made available with the Invitation to Participate in Dialogue.

RECEPTION



*“Our involvement in procuring a private sector partner will mean we contribute to a new long-term masterplan to expand the area into Scotland’s first health innovation district with an eventual community of over 20,000 people working or studying alongside a neighbourhood of people who live there.”*



**Councillor Cammy Day**  
Depute Leader  
City of Edinburgh Council

## Current Community Programmes

Local community connections are important to organisations and individuals at Edinburgh BioQuarter.

The aim of our community impact is for local areas to benefit directly from our location and access to top researchers, clinicians, students, scientists and entrepreneurs.

Put simply, our goal is to be a good neighbour.

Current community impact programmes have been developed in collaboration with our local community and is led by three guiding principles:

- **Co-development** – We develop our community engagement goals and activity with the community.
- **Partnership working** – A range of organisations already work within these communities. We work with as well as wider organisations with specific expertise so that our work adds value and maximises impact.
- **Evidence based** – Our approaches look at the evidence-base and incorporate evaluation.

BioQuarter aims to develop a lasting, long-term relationship with local partners. This will ultimately increase the science capital of people living in the local area, improve outcomes for young people and build a real sense of community in and around the site.



# Community Impact Principles

As part of the work on Economic and Social Impact, a set of ten Community Impact Principles have been identified. The full set of principles are detailed in the Economic and Social Impact Assessment report forming part of the procurement documentation. BioQuarter intends that these principles will support education initiatives to help develop skills, create sustainable employment for disadvantaged groups and empower local communities.

EDUCATION			EMPLOYMENT		
<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>
Facilitating the Provision of Placements and Mentoring Opportunities	Delivering Knowledge Exchange to Learner Pathway Programmes	Support Outreach Initiatives of the BioQuarter Members	Support Targeted Employment Initiatives Through Community Benefits	Support Creation and Delivery of Work Based Learning Opportunities	Work with Agencies to Support Local People into BioQuarter Employment
<b>ENTERPRISE</b>	<b>COMMUNITY ENGAGEMENT</b>	<b>HEALTH AND WELLBEING</b>	<b>SUPPORTING BUSINESS GROWTH THROUGH COLLABORATION AND HEALTH INNOVATION</b>		
<b>7</b>	<b>8</b>	<b>9</b>	<b>10</b>		
Support Local Enterprise and Spend	Embedding of Community Engagement	Promoting Community Health and Wellbeing	Supporting and Facilitating Collaboration and Health Innovation		

# 13

## market and demand

## Growth in Edinburgh's Life Sciences Sector

In February 2021 Skills Development Scotland (SDS) reported a figure of £38.4bn gross value added (GVA) for the Edinburgh and South East City Region, representing 30% of Scotland's total productivity and a 7.5% increase for the decade 2010 to 2020.

In its 2019 report, SDS stated Human Health and Social Work as one of the top five highest value sectors in the city region accounting for £3.4bn and predicted to grow at 2.1% pa for the decade 2019 – 2029. Professional, Scientific and Technical Activities is projected to be the fastest growing sector at 3.2% pa for the same period.

Life Sciences in isolation is projected to add almost £300m to GVA by 2029, growing at 2.6% pa, the second highest key growth sector for the region. Health and Social Care/Life Sciences are expected to add a further 9,800 people to their workforce by 2029.

The size, value and scale of the sector of a defined life sciences sector is monitored by Scottish Government and the tables adjacent are taken from its published data to demonstrate market depth and growth over recent years.

*Source: Edinburgh by numbers 2019, Skills Development Scotland, HESA, Scottish Government*

**Number of Registered Life Sciences Companies**

Region	2015	2016	2017	2018	2019	2020	Growth Rate (2015 – 2020)	% of Scottish Total (2018)
Edinburgh & SE Scotland	195	220	230	220	230	235	20%	41%

**Life Sciences Turnover**

Region	2015 (£)	2016 (£)	2017 (£)	2018 (£)	Growth Rate (2015 – 2018)	% of Scottish Total (2018)
Edinburgh & SE Scotland	449.8	665.6	714.5	774.0	72%	54%

**Scottish Life Sciences Start-Up's and Survival Rate**

Start-Up Year	Number of Births	1st Year Survival Rate	2nd Year Survival Rate	3rd Year Survival Rate	4th Year Survival Rate	5th Year Survival Rate
2014	65	92.3%	69.2%	61.5%	53.8%	46.2%
2015	60	91.7%	75.0%	53.8%	50.0%	
2016	65	84.6%	76.9%	61.5%		
2017	60	91.7%	75.0%			
2018	65	84.6%				
<b>TOTAL</b>	<b>315</b>					

## Health Innovation Demand and Take Up

In 2018, Cushman & Wakefield completed a forward-looking demand assessment for BioQuarter. The approach considered Scottish Government projections for job/GVA growth within the life science and digital sectors. Key findings from this exercise were:

- Total Life Science employment in Edinburgh at the time was 12,806 representing around 33% of life science employment in Scotland.
- Economic contribution in the Scottish life science sector was projected to double between 2017 to 2025 to £8bn pa and Government projections confirmed this to be on track.
- Long term trend analysis indicated headcount grows at 45% of economic growth. The projected increase translated to between 8,325 and 15,210 new jobs by 2025 across Scotland and correspondingly, 2,750 and 5,020 new life science jobs in Edinburgh.
- Data-Driven Innovation (DDI) was also predicted to generate 50,000 tech sector jobs in Edinburgh by 2025. Medtech/Healthtech accounts for approximately 15% of data science employment, suggesting a potential for 7,500 new jobs in this sector.
- With a 10% allowance for overlap between the two data sets and an average allocation of 12 sq m pp for life science/10 sq m pp for data science, Cushman & Wakefield predicted an annual requirement of between circa 12,150 sq m and 15,200 sq m per annum.

At the end of 2019, Cushman & Wakefield analysed take-up for the proceeding two years and calculated that city wide activity within the life science arena extended to approximately 6,500 sq m - 7,432 sq m of take-up per annum over the period.

These figures were based on market dynamics at the time of the assessment and do not include the likely upward impact that a funded DDI expansion across Edinburgh creates. This includes the

completion of the proposed Usher Institute and its impact on data led research in the life sciences sector.

Furthermore, there was only limited availability of new space during 2018 and 2019. Notably at the time of the assessment, 100% of the new built space had let or was under offer.

### 2021 Update

Recent statements from Scottish Government suggest that turnover in Life Sciences will exceed the target of £8bn and a figure of £10-12bn is potentially achievable by 2025. Under the same formula, this increase could result a doubling of new jobs above the figure stated

Scottish Government commissioned the Scottish Technology Ecosystem Review (the Logan Review) in 2020 which recommended 34 actions that would have profound implications

on Scotland as a tech nation. Scottish Government has subsequently agreed to implement the report's findings. The first step has been to appoint a board and commit £7m of funding to develop an ecosystem over the next 12 months to support 300 high-quality start-ups by 2025. If this programme has the same impact as that for the life science sector, then it could result in quicker expansion of Healthtech and Medtech companies than originally anticipated.

The Usher Institute is now under construction. It will bring nearly 1000 data scientist to BioQuarter by Autumn 2023 and act as a magnet for symbiotic organisations.

It is therefore likely that the 2018 projections will be exceeded as the impact of current and new Government programmes to grow Scotland's life science and tech sectors have impact.



## Edinburgh's Future Talent Pool

Edinburgh has a long history of scientific discovery and advancement of education in life sciences and the tech sector. HESA data states that the city's four universities have a total of over 75,000 students of which 18,800 are studying medical and human science related degrees. Within the wider Scotland region, nearly 50% of students are studying a science subject area, 25% are in a medicine/ life science course and for the academic year 2019/20 35,500 higher education awards were made in science subject areas.

University of Edinburgh College of Study	Students	% of life science and human medicine students
Deanery of Biomedical Sciences	1,730	32.6%
Deanery of Clinical Studies	1,410	26.5%
Deanery of Molecular, Genetic and Population Health Sciences	775	14.6%
Edinburgh Medical School	1,395	26.3%



THE UNIVERSITY  
of EDINBURGH

The University of Edinburgh is Scotland's largest university, with over 34,000 full-time equivalent on-campus students. The Times Higher Education ranking Edinburgh as the 31st globally best performing university, overall and for life sciences. It also ranks highly for its research offer (Source Times Higher Education).

The 2018/19 academic year enrolment shows that there were 5,310 students across all levels all levels of study enrolled in subjects related to life science and human medicine, including students in the fields of biomedical science; clinical studies; molecular, genetic and population health sciences, and medicine.



Heriot-Watt University, Edinburgh has 27,000 enrolled students in total, 790 of whom study biological science. It runs courses in health and wellbeing and the build environment, microbial physiology and nano-safety research. Its research campus is home to the Jack Copeland Centre and the Scottish National Blood Transfusion Services' head office and research centre.



Edinburgh Napier  
UNIVERSITY

Edinburgh Napier University has 13,595 full time enrolled students across its three campuses in South West Edinburgh, including 2,695 students enrolled in subjects allied to medicine, and 1,355 in biological sciences. Napier markets itself as the location of Scotland's largest School of Health and Social Care and reported over 130 highly trained staff and 3,750 students engaged in health and social care fields of study in 2018/19.



Queen Margaret University  
EDINBURGH

Queen Margaret University, Edinburgh has 2,925 enrolled in subjects allied to medicine and 365 enrolled in biological science. Its school of health sciences undertakes research and runs courses in the fields of dietetics; nutrition and biological sciences; physiotherapy; podiatry; radiography; nursing; occupational therapy and art therapies; and speech and hearing science. It is also home to the Institute for Global Health and Development.

# Edinburgh's Office Market

Office take up for 2020 was recorded at 51,723 sq m. This showed a 30% fall over previous years which is not surprising given the limitations on the Spring lock down. Longer term averages for the city are relatively constant (Table 1) and the market is showing healthy recovery in 2021.

Grade A take up for 2020 was 32,763 sq m representing 63% of total market activity for the year. Longer term averages are detailed in Table 2.

At the end of Q3 2021, prime city centre office rents were recorded at £37.50 psf (£403.65 psm) with higher rents on trophy floors and space under offer.

Rents are expected to continue to rise with headlines breaking £40 psf (£430.56 psm) for new city centre space in 2022. The rise reflects low vacancy rates (6.2%) and the restricted level of Grade A space available in the city centre.

Prime yields were recorded at 4.5%.

The development pipeline in Edinburgh remains extremely tight with a very limited pipeline of new stock to follow 2022-2025. Grade A space will be significantly undersupplied across the medium term. There is now a constrained supply of sites in the city centre with little prospect of additional sites being released that will add to supply given the historic nature of the city centre. Furthermore, both current and future sites will be subject to interest from alternative uses.

**Table 1: Long term annual take up**

Period	Take up sq ft (NIA)	Take up sq m (NIA)	Take up sq m (GIA)
5-year average	754,154	70,063	82,427
10-year average	752,457	69,905	82,241

**Table 2: Long term Grade A annual take up**

Period	Take up sq ft (NIA)	Take up sq m (NIA)	Take up sq m (GIA)	Grade A take up as % of whole market
5-year average	355,780	33,053	38,886	47%
10-year average	346,716	32,211	37,895	46%

<sup>2</sup> Net to gross ratio calculated at 85%

The Edinburgh Office Needs Study published in November 2018 for City of Edinburgh Council set out the future commercial needs for the city's office occupiers. This report was commissioned to provide a demand baseline for the new local plan, City Plan 2030, and various policy documents such as Choices for City Plan 2030.

The report projected annual/total office development requirements for Edinburgh across a 12-year period 2019 to 2030 as:

**Table 3: Summary of Edinburgh office needs study**

Growth scenario	New office jobs (pa)	Annual Lost office stock (sq m GIA)	Annual new office requirement (sq m GIA)
High	1,050	19,125	35,482
Medium	900	14,344	27,463
Low	750	9,562	20,064

Useful link: <https://www.edinburgh.gov.uk/downloads/file/26145/office-commercial>

## Edinburgh's Residential Market

In preparing for the City Plan 2030, City of Edinburgh Council undertook a housing study, published in January 2020, to inform the preparation of its main issues report Choices for City Plan 2030. It sets out the approach to achieve an outcome for Edinburgh in which everyone lives in a home they can afford.



The study also identifies mechanisms to deliver new homes and provides an assessment of urban brownfield sites and greenfield sites together with housing supply targets for market and affordable housing for the period 2020 to 2032.

During the last decade, Edinburgh's population grew by 13%. And it is projected to continue to grow to around 563,000 to the period to 2032, an average annual increase of some 3,500 people per year over the next 12 years. Edinburgh also has smaller households than the Scottish average. The number of single person households is projected to increase more than any other household type. The decreasing household size in the city means that household growth will be even higher than the population growth. By 2032, the number of households is projected to increase by 18% - a growth of 41,400.

The report notes there is high demand for housing of all tenures in Edinburgh. Around a quarter of Edinburgh households are living within the private rented sector (PRS). Build to rent (BTR) offers significant opportunities to complement existing housing delivery models, provide affordable housing and help to increase the overall rate of delivery of housing.

The Housing Needs Study concludes that a target of 22,600 units of market housing and 20,800 affordable homes is needed to meet the market demands of an expanding city for the period 2019 to 2032. This equates to an annual completion of 1,740 market units and 1,600 affordable units (3,340 total pa) set against a previous recorded delivery rate averaging approximately 2,500 pa.

It further recommends the increase of affordable housing from 25% to 35% on sites over 12 units. And higher density of development to increase efficiency of land development. These have both been set out in City Plan 2030.

Registers of Scotland reported an average house value of circa £301,000 for the City of Edinburgh region in August 2021. The average house price rose by 4.9% year-on-year over and by over 26% over the preceding 5-year period.

Useful link: <https://www.edinburgh.gov.uk/downloads/file/26874/housing-study>

## Edinburgh's Purpose-Built Student Residential Market

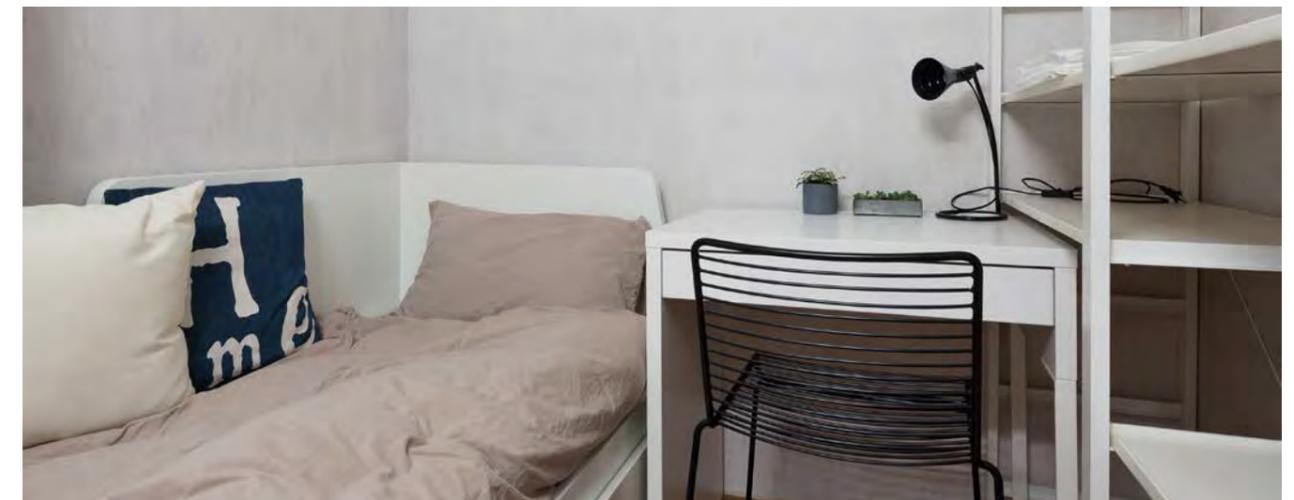
At 2020/21, there are 18,771 purpose-built student bed spaces in Edinburgh. It is a traditional market with over 5,700 non-en-suite beds (300 of which are in twin rooms). The market is dominated by university stock which makes up 62% of available bed spaces, mostly owned by the University of Edinburgh (over 7,400 beds). Although the market has increased in size by 50% since 2014, this growth has slowed since 2018/19 and the market remains significantly undersupplied.

The development pipeline is just under 4,000 bed spaces, of which under a fifth have been granted planning permission. Given a lack of large-scale development, combined with projected continued growth at the University of Edinburgh, the student to bed ratio remains above average at 2.4:1 and the market is likely to remain healthy into the future.

Rental growth for the period 2019/20 was 2.7% for private stock and 3.2% for university stock. Average private sector room rent for 2020 was £8,440. Prime yields are in the region of 5%.

With the proposed relocation of the remainder of University of Edinburgh's Medical School teaching facilities to BioQuarter, some 2,500 undergraduates will be based on site together with a range of postgraduates and staff. University numbers at BioQuarter are anticipated to be in the region of 3,500 in total.

As part of its long-term planning, University of Edinburgh has earmarked BioQuarter for a future allocation of approximately 1,000 new beds to meet expected demand, primarily for postgraduate needs. Timing has not been finalised but is provisionally earmarked for 2025 to 2030.



## Hotel

At October 2020 Edinburgh's supply comprised 241 hotels and nearly 15,900 beds. There are a further 53 apartments offering over 1,600 beds. Only 7 new hotels/835 beds are due to complete in 2021.

While recently affected by the COVID-19 pandemic, Edinburgh's hotel performance until 2020 has been exceptional.

Edinburgh is the second most visited city in the UK, reflecting, the number of festivals it hosts, its cultural heritage and the size of its business community. Edinburgh By Numbers 2019, published by City of Edinburgh Council recorded 4.9 million trips to the city split roughly equally between domestic and overseas visitors. Tourist expenditure totalled £1.7Bn for 2019 spread over 16.9 million visitor nights.

In Visit Scotland's 2019 summary of the tourism market, nondomestic business tourism accounted for 10% of all overseas visitors and business tourism accounted for 18% of all domestic trips.

RevPAR for Edinburgh during August 2019 was recorded at £143.20 with occupancy at just below 90%. There was a small year on year drop reflecting the increase in stock over previous years with some 1,665 new beds delivered in 2018/2019.

Post pandemic, the hotel market is still recovering. Positively, Visit Scotland's June 2021 report recorded room occupancy for Edinburgh and Lothian broadly in line with 2019, suggesting that visitor numbers are returning to pre-pandemic levels.

Most of the visitor accommodation is geographically located in the city centre and there are further conglomerations around Edinburgh Airport/West Edinburgh and Leith.

There are relatively few hotels to the south-east side of Edinburgh, the nearest major brand to BioQuarter is Travelodge's 115-bedroom hotel at Cameron Toll.

There is scope within the masterplan for hotels or other visitor accommodation to be delivered within BioQuarter to meet the needs of its current and future occupiers. This includes beds for both business and domestic visitors plus a range on ancillary services including conferencing facilities, leisure offers such as gyms, pools and spas, restaurants and bars.



## Retail and Leisure

BioQuarter is within easy reach of the city centre which provides a wealth of national and boutique shops, bars, restaurants and leisure facilities.

Cameron Toll shopping centre is less than 2 miles along the A7 and can be reached in 20 minutes by bus or bike. It provides residents at BioQuarter with access to a supermarket and range of chain retailers.

Additionally, there are various local retailing centres within the surrounding communities.

BioQuarter is projected to have in excess of 12,500 employees working onsite by 2036 (source: Stantec economic projection) and the site has an allocation in City Plan 2030 of 2,500 residential units to support the establishment of a district retail/amenity hub. The masterplan envisages a range of shops, bars, restaurants and supporting amenity to fulfil the needs of BioQuarter and its surrounding community.

There is only limited local retail amenity currently available at BioQuarter. Royal Infirmary Edinburgh has some convenience retailing and food and beverage outlets to support staff, patients and visitors to the hospital. NINE also has a small café, available for its occupants and public use. There will be further limited provision within the proposed new medical school and Usher Institute.

There is therefore significant scope to provide a range of retail and leisure uses within the development programme.





edinburgh  
bioQuarter

