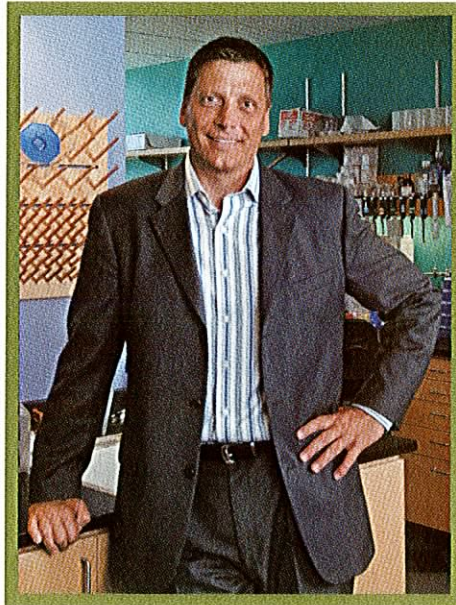


WHERE BIOSCIENCE,  
LEASE NEGOTIATIONS  
AND “DIVINE INTERVENTION”  
INTERSECTED.



“Every fledgling biotechnology company needs an “angel.” Typically, it’s a relationship with a Venture Capital firm or the advantage of having an eminent Scientific Advisory Board. We have both. But our angel came in the most unexpected form.” said Scott Salka, CEO of San Diego-based Ambit Biosciences. “Fortunately, we found Irving Hughes, a commercial real estate company, at a crucial period in our history. Not only are they seasoned tenant-only representatives, but they’re also insightful business strategists. They did a comprehensive evaluation of our facility needs, then quickly identified several space options that fit our criteria.

And because they have trusted relationships with building owners throughout the county, we literally had a deal structured and approved in days. Days that were critical beyond description. Now we have multiyear contracts with several pharmaceutical giants and the proper lease structure and physical plant to accommodate that business. Is our success a product of strong relationships? We believe so. Is Irving Hughes an angel? Absolutely.” To learn how Irving Hughes can put its business acumen, marketplace knowledge and negotiating strength to work for your next lease or building purchase, please call Jason Hughes at 619.238.4393.

**IRVING HUGHES**

*Life is a lease. Negotiate well.*

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