

# **NXSTAGE MEDICAL OPENS NEW COMPANY HEADQUARTERS IN LAWRENCE**

LAWRENCE – Monday, October 15, 2012 – Governor Deval Patrick today joined NxStage Medical, Inc., a leading manufacturer of innovative dialysis products, to officially open the company's new headquarters in Lawrence. Thanks to the Patrick-Murray Administration's commitment to life sciences, Massachusetts has become a global hub for life sciences development and research.

"Thanks to our growth strategy of investing in education, innovation and infrastructure, Massachusetts continues to lead the world in life sciences," said Governor Patrick. "I congratulate NxStage on this significant achievement and for reaffirming its commitment to Massachusetts."

The new 137,000 square foot facility replaces the company's prior 58,000 square foot Lawrence facility. The facility houses NxStage's corporate offices which include over 300 employees within research and development, sales and marketing, customer and technical support, among other functions, and is expected to accommodate the company's future growth.

"During the Industrial Revolution, our region's gateway cities led the way in pioneering American industry. Today, companies like NxStage pay homage to the Fifth District's long tradition of sparking progress," said Congresswoman Niki Tsongas. "By committing to Lawrence, NxStage ensures the presence of good jobs and continued innovation in the years ahead and I look forward to working with them as a federal partner to ensure that they are able to continue to grow and thrive here in the Commonwealth."

The Massachusetts Life Sciences Center (MLSC), the agency charged with implementing Governor Patrick's 10-year, \$1 billion Life Sciences Initiative, awarded approximately \$1.3 million in tax incentives to NxStage Medical in 2010 to encourage the company's growth in Massachusetts.

"As one of the largest and fastest growing medical device companies in Massachusetts, NxStage is proud to contribute to the growth and vitality of the area," said Jeffrey H. Burbank, Founder and Chief Executive Officer of NxStage Medical. "NxStage is revolutionizing renal care with innovative technologies including our System One, which provides life-changing therapy to thousands of patients. We are very appreciative that the Governor and others recognize the importance of what we're working to accomplish to ensure that this life-changing therapy option is available to all dialysis patients."

"Being at home and in control of my treatment is what was important to me when I sought home hemodialysis therapy with NxStage," said NxStage dialyzor Richard Sicurella of Winthrop. "But the health and quality of life benefits are what are helping me to live a good life, a life where my wife and I can enjoy our retirement and spend time together. This would not be possible without NxStage. This therapy has changed my life."

Governor Patrick strengthened Massachusetts' global leadership in life sciences in 2008 by signing a 10-year, \$1 billion life sciences investment package. Over the last four years, the Commonwealth has

invested more than \$300 million in the industry, leveraging more than \$938 million in third-party investments and creating thousands of jobs in both construction and the life sciences.

“NxStage Medical is a great example of the state’s investment in the life sciences paying off. This new, expanded headquarters will allow NxStage to grow its business and create jobs right here in the City of Lawrence,” said Senator Barry Finegold. “Additionally, the fact that this is only one of a dozen new businesses opening in the Riverwalk this year shows that the City of Lawrence is a great place to do business. Sal Lupoli should be commended for the work he has done here at the Riverwalk, bringing renewed life to this once thriving area.”

The Life Sciences Initiative melds all of the state’s key resources in order to spur research, investment, innovation and commercialization. Now the life sciences industry in Massachusetts is thriving, with more than 52 percent job growth in the biopharma sector since 2001 and more than 80,000 employees working in the life sciences.

Earlier this month Massachusetts hosted the AdvaMed Convention, the annual convention of the U.S. medical device industry. In June Massachusetts hosted the BIO International Convention, which brought more than 15,000 participants and 3,000 companies to Boston. Both AdvaMed and BIO gave Governor Patrick, Lieutenant Governor Timothy Murray, and state and industry leaders an opportunity to showcase Massachusetts as a global leader in the life sciences industry, and the preeminent place for life sciences companies to invest in and expand. During the BIO convention, Governor Patrick announced innovation partnerships with regions in Spain, and Denmark and Sweden, and the creation of a neuroscience consortium formed by seven companies.

"The Center is pleased to be supporting NxStage Medical as the company expands its facilities in the Commonwealth," said Susan Windham-Bannister, Ph.D., President & CEO of the MLSC. "NxStage's important technologies address the challenges of renal failure -- a condition with a rising incidence and prevalence but poor outcomes. Through NxStage, Massachusetts is leading the way in providing better solutions to patients."