



EXPERTS IN CORPORATE EXPANSION

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KapPharm Overview



KapPHARM Real Estate Strategy

- KapPharm is a UK-based pharmaceuticals company specializing in the development of vaccines.
- The company has its main offices in the UK and has expanded to North America and Asia in the past 10 years.
- The company wants to establish a base of operations for manufacturing vaccines to serve Africa and the Middle East.
- Key issues for the company are access to talent, ability to recruit, and speed to market

KapPharm must provide real estate, locations, workforce recruiting, and organizational solutions to meet these growth objectives

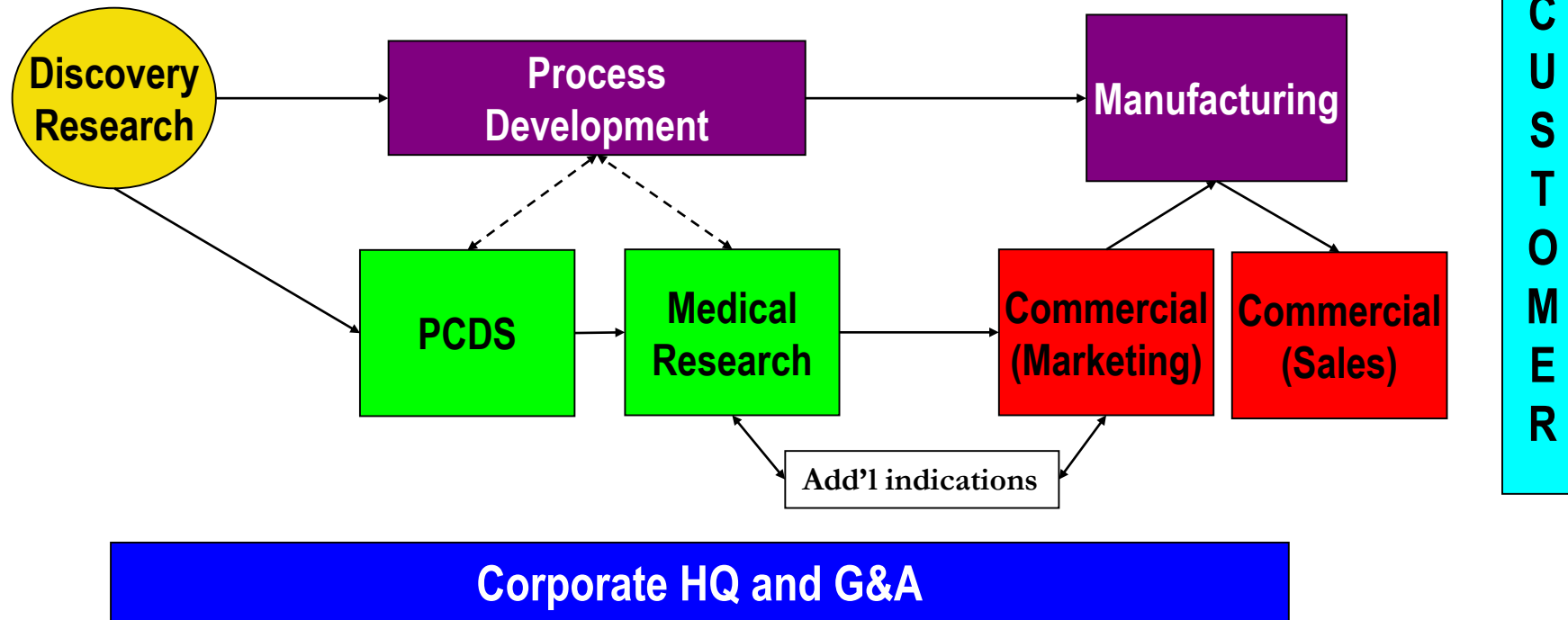
KapPharm New Site



Site 4:

- Functions – Manufacturing, some G&A
- Headcount – 150, growing to 300 by 2022
- Space – 25ksf office, 750ksf Mfg

KapPharm Value Chain



- Key Issues:
 - Labor markets
 - Existing workforce
 - Proximity needs
 - Co-location requirements
 - Existing investments

Process

- What do you want to ask the company (10 minutes)
- Break out – discuss pitch (15 minutes)
- Group Presentations (10 min each)
- Debrief



THANK YOU!



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