

## CORPORATE SERVICES

WEB SITE: [WWW.GENE.COM](http://WWW.GENE.COM)

Genentech is a leading biotechnology company that discovers, develops, manufactures and commercializes biotherapeutics for significant unmet medical needs. Sixteen of the currently approved biotechnology products originated from or are based on Genentech science. Genentech manufactures and commercializes 12 biotechnology products in the United States. The company has headquarters in South San Francisco, California and is traded on the New York Stock Exchange under the symbol DNA.

## ENGAGEMENT TEAM

Genentech is a major employer and space user, occupying over 2.8 million square feet in South San Francisco. The firm started with 25,000 square feet in a concrete tilt up building and has grown rapidly since that time.

Faced with rapid growth needs often on short notice, the firm has had a consistent but episodic need for more space to accommodate expansion driven by new drug development programs as well as support for existing products already on the market. To assist them in addressing these dynamic needs, the firm has engaged a team of experts to provide cutting-edge support in the real estate area. In addition to the NAI BT Commercial team other consultants such as architects and management consultants are brought in to strategize on solutions.

## SERVICES AND SOLUTIONS

The team is asked to handle a full spectrum of assignments, including:

- Space planning and programming,
- Long-range strategy development and basic scenario planning (i.e., what is the optimal solution, should they acquire or build space on or off campus),
- Financial analysis and modeling,
- Transaction execution – relating both to headquarter or campus requirements as well as field offices needs,
- Available inventory tracking – keeping a firm handle on all available or potentially available properties in the vicinity of Genentech's headquarters campus, and
- Portfolio/data base management – continuously tracking every property and lease.

The NAI BT Commercial team operates 24/7 for Genentech in an effort to deliver the short and long-term solutions to support Genentech business. They focus every day on Genetech requirements and meet formally with the internal Genentech team at least monthly. While reporting to Treasury, the BT team in its supporting role works with and support these Genentech functional areas:

- Strategic Facilities Planning & Engineering,
- Treasury,
- Life, Health & Safety
- Legal

## RESULTS

NAI BT Commercial has:

- Handled 4-5 transactions per year for the firm (and have handled over 30 in the last 6 years) – the transactions have ranged from 1,000 square feet to 252,000 square feet.