

CASE STUDY

CHALLENGE

Ypsomed, a leading developer and manufacturer of injection systems for the self-administration of liquid medicine, enlisted Hunneman's Leasing & Advisory team to search for its first manufacturing facility in North America. Ypsomed currently has large manufacturing operations in Switzerland, Germany, and China. The new facility, which also represented Ypsomed's first significant business expansion in the continent, will supply products for the U.S. market. The firm sought a site that met specific technical requirements with room for future expansion in an area with favorable economic conditions, access to elite talent, and a high quality of life.

ACTION

The Leasing & Advisory team spearheaded a comprehensive, three-year search on Ypsomed's behalf. Hunneman assembled a robust team to navigate the process, including economic incentive consultants, architects, engineers, builders, legal experts, and others. Through the creation of a favorability index, the team analyzed potential locations across North America through the lens of sustainability, global accessibility, availability of talent, real estate and regulatory costs, and business-friendly policies, including tax incentives and grant programs.

Beyond the United States, the analysis included review of sites in Canada, Costa Rica, and Mexico, where Hunneman conducted in-person reconnaissance. Hunneman also studied the potential tariff impact for Ypsomed's products as part of the assessment of non-U.S. sites.

After narrowing the search to North Carolina, the team toured potential locations and examined workforce and capital availability at a hyperlocal level before selecting Holly Springs, which offered proximity to the Research Triangle. The team held regular meetings with the state government and economic development teams, including the Governor, Lt. Governor, Economic Development Partnership of North Carolina, and town officials, and enlisted CBRE as their local brokerage partner to identify a suitable facility.

RESULTS

The search culminated in the selection of THE YIELD Holly Springs, where Ypsomed will occupy 160,000 square feet on the 150-acre campus. THE YIELD Holly Springs is a premier life science and innovation campus comprised of nearly two million square feet of biomanufacturing, office, and lab space. The site offers tremendous expansion opportunities for Ypsomed to grow with adjacent land parcels available.

With convenient proximity to Raleigh-Durham International Airport, a strong foundation of research universities and talent, and ample space for growth, Holly Springs proved to be the ideal location for Ypsomed's first North American facility and its strategic ambitions.



“This environment will allow us to attract the skilled workforce we need and to further strengthen our position as a leading supplier of self-injection systems worldwide, while contributing to the security of supply for the U.S. healthcare market.”

Simon Michel
CEO of Ypsomed