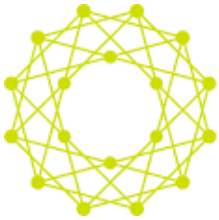


### Exelead

Exelead is a contract pharmaceutical manufacturer based in Indianapolis with a U.S. parent company, Sigma-Tau Pharmaceuticals based in Gaithersburg, Maryland. The company provides contract manufacturing services with an emphasis on complex liposomal and PEGylated formulations meant for rare diseases or small populations.



To facilitate the manufacturing of a new drug, Exelead was in need of a location that could accommodate purchasing new manufacturing equipment and a skilled pharmaceutical workforce. Exelead, which currently employs 110 team members in Indiana, planned to create approximately 60 additional jobs over five years, purchase over \$10M in equipment and launch an ongoing training initiative for current and future employees.

Exelead engaged McGuire Sponsel to assist in evaluating location alternatives in Maryland, Indiana and China. McGuire Sponsel worked closely with company executives to examine multiple scenarios and costs. Throughout the process, McGuire Sponsel negotiated with the Indiana Economic Development Corporation and the city of Indianapolis to procure tax credits, grants and tax abatement in support of an Indianapolis expansion.

#### State and Local Incentives:

\$ 700,000	Hoosier Business Investment Credit
\$ 200,000	Indiana Job Training Grant
\$ 469,000	Local Property Tax Abatement
<b>\$ 1,369,000</b>	<b>Total Incentives</b>



#### CLIENT SNAPSHOT

**Client:**

Exelead  
6925 Guion Road  
Indianapolis, IN

**Project Type:**

Manufacturing Expansion

**Project Location:**

Indianapolis, Indiana

**Project Objective:**

Site Selection, Comparative  
Analysis  
& Economic Incentives

**Capital Investment:**

\$10.4 MM

**New Jobs:**

60

**Square Footage:**

55,588 sf

