



## EXTRAORDINARY DELIVERED

# VERSEON

Fremont, CA

Tenant Advisory Services / Structured Finance

## OPPORTUNITY

After acquiring and renovating a new headquarters for roughly \$47 million, Verseon was looking to complete a sale-leaseback of its recently completed facility in order to fund upcoming clinical trials for the lead candidate of its pipeline.

## SOLUTION

- Compare timelines for executing a sale-leaseback and the schedule of the drug's upcoming clinical trial
- Discuss alternative options to access capital tied up in the property
- Secure a bridge loan based on the post-renovation appraisal value

## RESULTS

The Transwestern Bay Area life sciences team was able to assist Verseon in securing a loan within 10 days, allowing the company to fund its clinical trials while relieving time pressure during the ongoing sale-leaseback process.