

# FRESENIUS MEDICAL CARE

OF LAS VEGAS, NEVADA



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NET LEASE GROUP

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# FRESENIUS MEDICAL CARE LAS VEGAS, NEVADA

## OFFERING MEMORANDUM

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# INVESTMENT OVERVIEW



**FRESENIUS  
MEDICAL CARE**

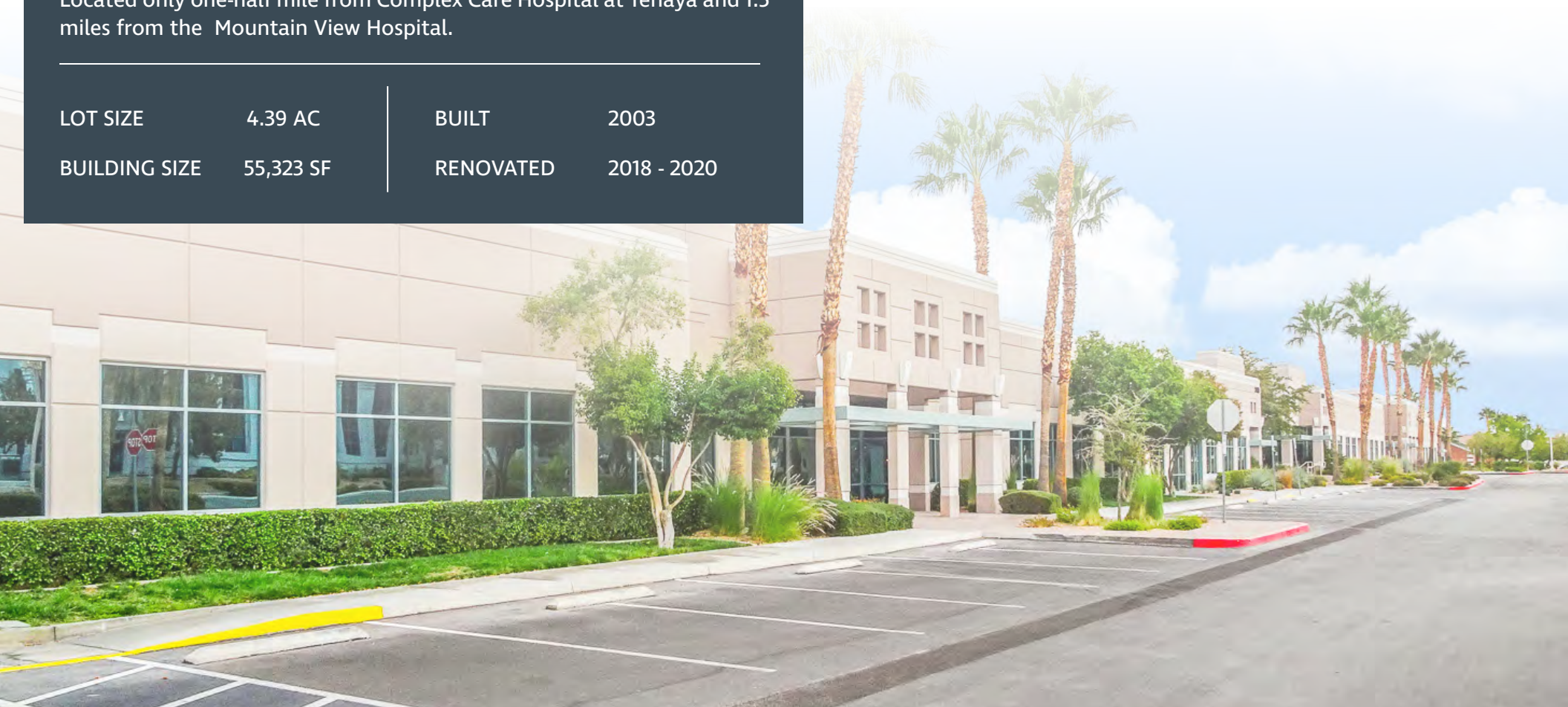
9.25 Years of Average Primary Lease Term Remaining.

5 Different Fresenius Operations, inclusive of 4 different patient modalities.

All Leases Corporately Guaranteed by Fresenius Medical Care.

Located only one-half mile from Complex Care Hospital at Tenaya and 1.5 miles from the Mountain View Hospital.

LOT SIZE	4.39 AC	BUILT	2003
BUILDING SIZE	55,323 SF	RENOVATED	2018 - 2020



# Investment Overview | Rent Roll

Tenant	Rentable Area	Pro-Rata Share	Rent Commencement	Occupancy Date	Primary Term Expiration	Annual Escalation	Term Remaining	Annual Base Rent
Vascular & Surgery Center	10,526	19%	Feb 2019	Aug 2019	Jun 2029	2.5%	10 Years	\$261,045
Nephrology Office	4,043	7%	Dec 2018	Dec 2018	Dec 2028	2.5%	9.5 Years	\$100,266
Office & Acute Center	6,521	12%	Jul 2019	Jul 2019	Jul 2024	1.7%	5 Years	\$149,657
Dialysis Treatment Room A	11,909	22%	Jan 2020	May 2020	Jan 2030	1.7%	10 Years	\$321,543
Dialysis Treatment Room B	22,324	40%	Dec 2018	Jun 2019	Dec 2028	2.0%	9.5 Years	\$579,308
Total	55,323 SF	100%				2.03%	9.25 Years	\$1,411,819





# INVESTMENT OVERVIEW

**VASCULAR & SURGERY CENTER:** All Landlord Improvements and Rent had commenced. Tenant improvements are scheduled to be completed in August 2019. At such time, Tenant shall begin treating patients.

**NEPHROLOGY OFFICE:** Tenant currently occupies the space and Rent has commenced.

**OFFICE & ACUTE CARE:** Occupancy is expected to take place in July 2019, at which time Rent will also commence.

**DIALYSIS TREATMENT ROOMS A & B:** Fresenius is currently in the process of relocating their Northwest Clinic location, which currently resides on the Mountain View Hospital Campus. The consolidation will provide economies of scale and convenience for its patient base wherein the subject property will be used as Fresenius' center of operations for the Las Vegas MSA.

While Treatment Room A is currently operating as the sole dialysis clinic at this location, it will be transitioning to the larger, new state of the art treatment area referred to as Treatment Room B. Occupancy of Treatment Room B is scheduled for July 2019.

Once possession of Treatment Room B has taken place, Fresenius will then begin the process of renovating Treatment Room A to the same standards as its counterpart. Such renovation is expected to take approximately 6 months, with Room A's expected Rent commencement to take place in January 2020.

As there will be a transition period from July 2019 to Q1 2020 in which FMC will not be paying Rent for Treatment Room A's space, the current Landlord has agreed to escrow an amount equal to the Base and Additional Rent payments during such period.

Further, Fresenius is responsible for the entirety of tenant improvements associated with the renovations; therefore, the new owner shall have no obligations to fund the relocation or oversee the project. The lease for Treatment Room A shall be delivered to the new owner for approval before closing.



**FRESENIUS  
MEDICAL CARE**



# FLOOR PLAN



**FRESENIUS  
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**FRESENIUS  
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# NET LEASE STRUCTURE

● Landlord      ● Tenant

Expense Category	Vascular & Surgery Center	Nephrology Office	Dialysis Treatment Room A	Office & Acute Care	Dialysis Treatment Room B
Roof/Structural Replacement	●	●	●	●	●
Roof/Structural Repair/Maintenance	●	●	●	●	●
HVAC Replacement	●	●	●	●	●
HVAC Repair/Maintenance	●	●	●	●	●
Parking Lot	●	●	●	●	●
Landscaping/CAM Expenses	●	●	●	●	●
Taxes/Insurance	●	●	●	●	●
Management Fee (4%)	●	●	●	●	●
Trash/Janitorial/Utilities	●	●	●	●	●

## TENANT RESPONSIBILITIES

Tenant shall, at Tenant’s sole cost and expense, maintain and make all necessary repairs and replacements to the non-structural portions of the interior of the building and the regular maintenance of the HVAC (under \$1,500).

Tenant shall reimburse Landlord for operating expenses and Landlord expenses not handled directly by the Tenant, such items may include: maintenance and repair of the roof; maintenance and repair to mechanical systems, sanitary and other building systems; parking area maintenance, repair and restoration; landscaping, common area maintenance and removal of snow and ice, if applicable.

**In addition to reimbursing the Landlord for related charges and expenses FMC will pay a management fee equal to 4% of the operating expenses.**

## LANDLORD RESPONSIBILITIES

Landlord is financially responsible for those items considered to be capital improvements, such as the replacement of the roof, or an HVAC expense exceeding \$1,500, and repairs/replacements needed to comply with all laws that apply to the building as a whole or any structural, mechanical or electrical component.



# PRICING & FINANCIALS



**FRESENIUS  
MEDICAL CARE**



**PURCHASE PRICE**  
**\$22,956,000**



**CAP RATE**  
**6.15%**



**NOI**  
**\$1,411,819**







## FRESENIUS MEDICAL CARE

Fresenius Medical Care AG & Co. KGaA, provides dialysis care services related to the dialysis treatment a patient receives with end stage renal disease (ESRD); and other health care services.

It offers dialysis treatment, and related laboratory and diagnostic services through a network of 3,600+ outpatient dialysis clinics in approximately 45 countries worldwide; materials, training, and patient support services comprising clinical monitoring, follow-up assistance, and arranging for delivery of the supplies to the patient's residence; and dialysis services under contract to hospitals in the United States for the hospitalized ESRD patients and for patients suffering from acute kidney failure.

Fresenius also provides pharmacy services, such as delivery and supply of renal medications to patients at homes or to dialysis clinics directly; vascular, cardiovascular, and endovascular specialty services; and offers products for the treatment of ESRD.

In addition, it offers laboratory services that include blood, urine, and other bodily fluid testing services; and hemodialysis (HD) machines, modular components for dialysis machines, polysulfone dialyzers, bloodlines, HD solutions and concentrates, needles, connectors, and other renal drug products.

### OPERATIONS & FINANCIALS

#### EMPLOYEES



**114,000**

#### PATIENTS



**320,960**

#### FACILITIES



**3,752**

#### REVENUE



**\$17.8** BILLION

#### NET INCOME



**\$1.49** BILLION

#### DIVIDEND/SHARE



**\$1.06**





2450

Fresenius Medical Care  
Fire Most Dialysis



# LOCATION OVERVIEW | SURROUNDING RETAIL





# LOCATION OVERVIEW | SURROUNDING MEDICAL





# LOCATION OVERVIEW



MountainView Hospital serves Greater Northwest Las Vegas and Southern Nevada with comprehensive medical care. Conveniently located off the U.S. 95 and Cheyenne exit, the facility is a 340-bed acute-care teaching hospital providing intensive care, neurological services, surgical, heart care, emergency, orthopedic, oncology, women's services and outpatient services.

MountainView features nationally recognized programs including a top cardiovascular and thoracic center, the renowned Las Vegas Institute for Robotic Surgery, an Accredited Chest Pain Center and Certified Stroke Center. The other areas of excellence include emergency care, urology and gynecological services, orthopedics, vascular care and an inpatient physical rehabilitation unit.



Complex Care Hospital at Tenaya is located in Northwest Las Vegas, Nevada. Complex Care Hospital have 70 licensed beds and a medical staff of more than 300 physicians. In addition, they are Medicare certified and accredited by The Joint Commission.

The hospital specializes in the treatment of medically complex patients who require extended hospitalization. The treatment team includes physicians, nurses, pharmacists, nutritionists and therapists across a range of disciplines — physical, speech, occupational, respiratory, recreational and psychological therapy.

Complex Care Hospital at Tenaya has been recognized by the American Association of Respiratory Care (AARC) for Quality Respiratory Care (QRCR). This places our facility in an elite set of only 15 percent of hospitals in the United States that have received this award.

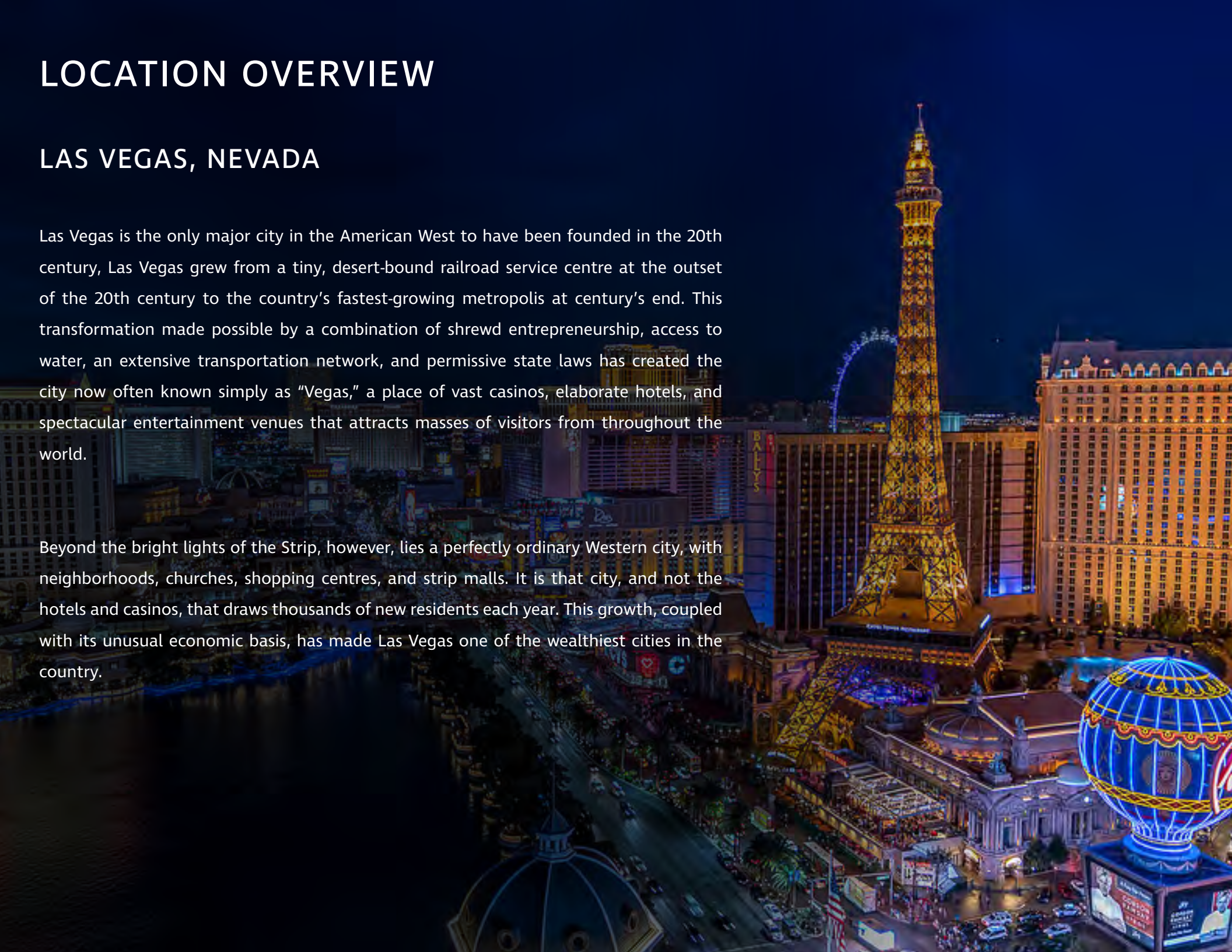


# LOCATION OVERVIEW

## LAS VEGAS, NEVADA

Las Vegas is the only major city in the American West to have been founded in the 20th century, Las Vegas grew from a tiny, desert-bound railroad service centre at the outset of the 20th century to the country's fastest-growing metropolis at century's end. This transformation made possible by a combination of shrewd entrepreneurship, access to water, an extensive transportation network, and permissive state laws has created the city now often known simply as "Vegas," a place of vast casinos, elaborate hotels, and spectacular entertainment venues that attracts masses of visitors from throughout the world.

Beyond the bright lights of the Strip, however, lies a perfectly ordinary Western city, with neighborhoods, churches, shopping centres, and strip malls. It is that city, and not the hotels and casinos, that draws thousands of new residents each year. This growth, coupled with its unusual economic basis, has made Las Vegas one of the wealthiest cities in the country.





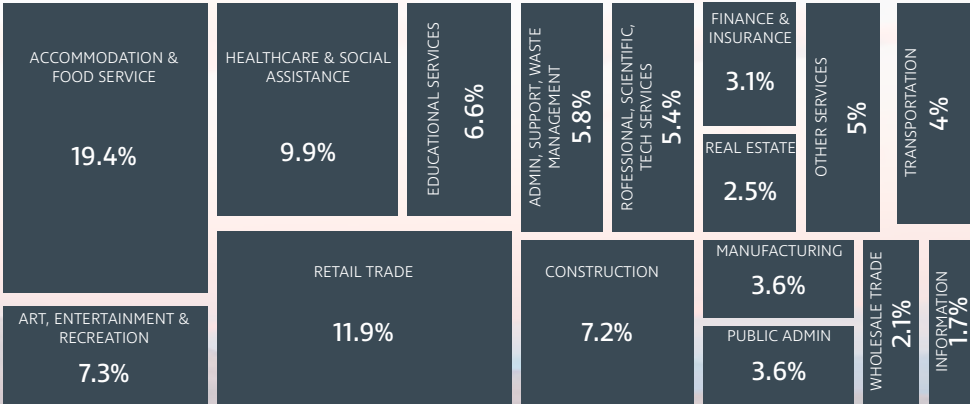
# DEMOGRAPHICS



**FRESENIUS  
MEDICAL CARE**

	3-MILES	5-MILES	10-MILES
Population	184,936	410,850	1,222,183
Population Growth 2000 - 2010	3.7%	13.7%	32.8%
Households	69,290	154,690	444,011
Households Growth 2000 - 2010	3.5%	13.3%	29.8%
Average Household Income	\$74,821	\$79,230	\$72,439
Average Household Income 2000 - 2010	13.3%	16.2%	24.7%

## EMPLOYMENT BY INDUSTRIES



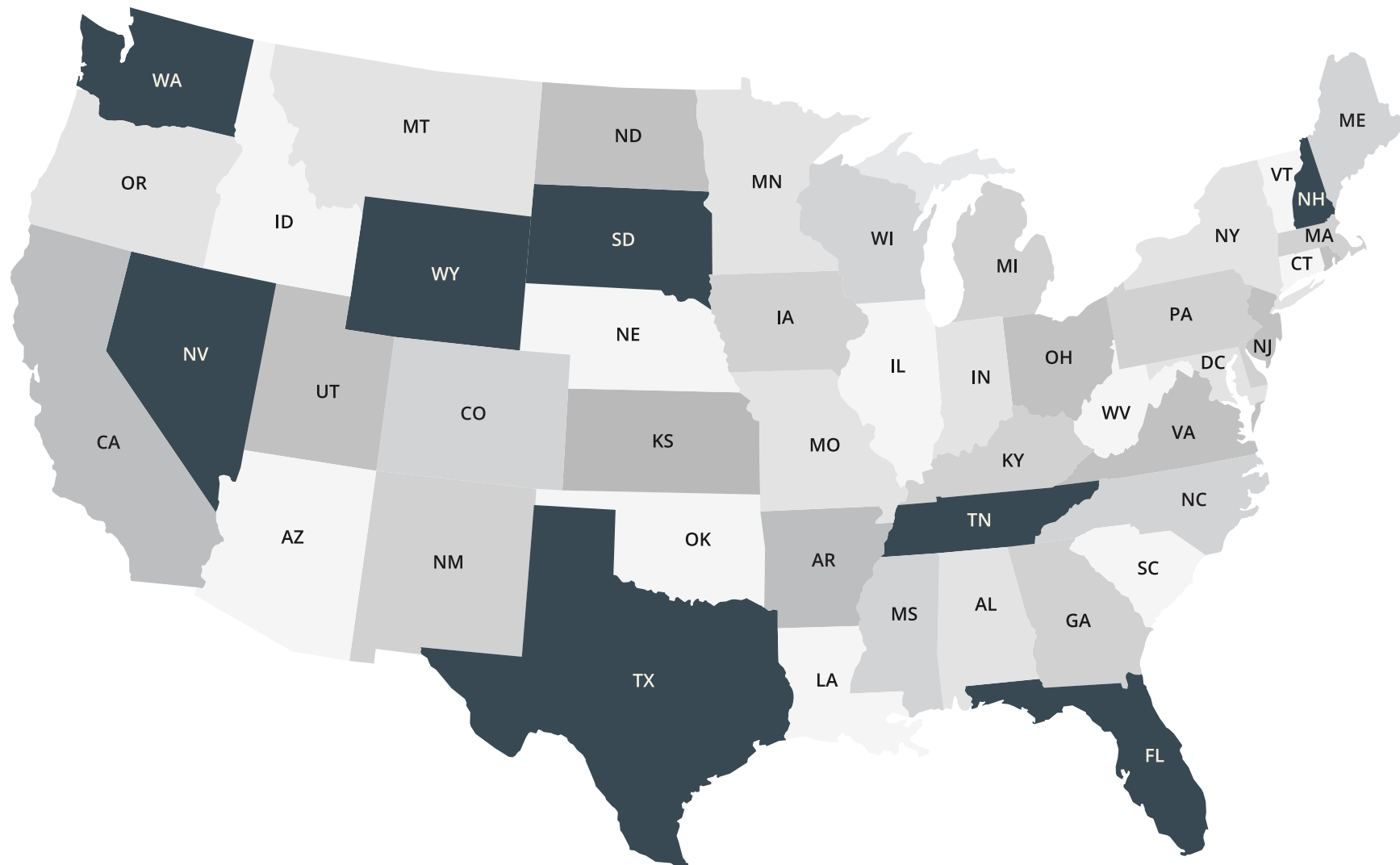


# NON-INCOME TAX STATES



**FRESENIUS  
MEDICAL CARE**

Currently, there are seven states that do not have an individual state income tax: Alaska, Florida, Nevada, South Dakota, Texas, Washington and Wyoming. Two additional states -- New Hampshire and Tennessee -- only charge tax on interest earnings and dividends from owning stock, so essentially, they have no income tax.





Offers should be submitted electronically to

**Nathan Huffman**

at [nathan@phnlg.com](mailto:nathan@phnlg.com) and include the following information:

- Purchase Price
- Closing Period
- Sources of Debt & Equity
- Earnest Money
- Other Terms

**ABOUT US**

Peranich Huffman Net Lease Group is a privately held real estate brokerage firm specializing in single tenant net leased medical office investment sales throughout the nation.

Our firm facilitates the purchase & sale of commercial real estate tenanted by Dialysis Operators, Freestanding Emergency Departments, and Surgery Centers.

**PERANICH**  
NET LEASE GROUP **HUFFMAN**



**FRESENIUS  
MEDICAL CARE**



## CONFIDENTIAL MEMORANDUM & DISCLAIMER

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*The enclosed materials include highly confidential information and are being furnished solely for the purpose of review by prospective purchasers of the interest described herein. Neither the enclosed materials nor any information contained herein is to be used for any other purpose or made available to any other person without the express written consent of the Seller. Each recipient, as a prerequisite to receiving the enclosed, should be registered with Peranich Huffman Net Lease Group as a "Registered Potential Investor" or as "Buyer's Agent" for an identified "Registered Potential Investor." The use of this Offering Memorandum and the information provided herein is subject to the terms, provisions and limitations of the confidentiality agreement furnished by Agent prior to delivery of this Offering Memorandum. The enclosed materials are being provided solely to facilitate the prospective investor's own due diligence for which it shall be fully and solely responsible. The material contained herein is based on information and sources deemed to be reliable, but no representation or warranty, express or implied, is being made by Agent or Seller or any of their respective representatives, affiliates, officers, employees, shareholders, partners and directors, as to the accuracy or completeness of the information contained herein. Summaries contained herein of any legal or other documents are not intended to be comprehensive statements of the terms of such documents, but rather only outlines of some of the principal provisions contained therein. Neither the Agent or the Seller shall have any liability whatsoever for the accuracy or completeness of the information contained herein or any other written or oral communication or information transmitted or made available or any action taken or decision made by the recipient with respect to the Property. Interested parties are to make their own investigations, projections and conclusions without reliance upon the material contained herein.*

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