



Marcus & Millichap
THE GLASS GROUP

Davita
CRESTVIEW HILLS, KY
(CINCINNATI MSA)

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400 CENTRE VIEW BOULEVARD, CRESTVIEW HILLS, KY 41017

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CORPORATE LEASE⁽¹⁾

DAVITA INC. (NYSE: DVA)
2,971 DIALYSIS CENTERS WORLDWIDE

\$11.4 BILLION

APPROXIMATELY \$11.4 BILLION IN REVENUES
GENERATED IN 2018⁽²⁾

TENANT OVERVIEW

DAVITA DIALYSIS | CINCINNATI MSA

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(1) Lease is guaranteed by DaVita Inc.

(2) Source: www.investors.davita.com

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DAVITA INC.⁽¹⁾



Founded over 25 years ago and headquartered in Denver, Colorado, DaVita Inc. is a Fortune 500 company that provides renal care services for patients suffering from chronic kidney disease (CKD) or end stage renal disease (ESRD). Formerly known as DaVita Healthcare Partners Inc., the company operates kidney dialysis centers and provides related lab services in outpatient dialysis centers across the globe. The Fortune 500 company has reduced hospitalizations, improved mortality and worked collaboratively to propel the kidney care industry to adopt an equitable and high-quality standard of care for all patients. Through a network of 2,971 locations worldwide, DaVita Inc. enjoys a global presence with dialysis facilities in 46 states, the District of Columbia and operates in 9 countries including Brazil, China, Colombia, Germany, Malaysia, Taiwan, Poland, Portugal, Netherlands, Saudi Arabia, Singapore and international management offices in the United Kingdom.

As of June 30, 2019, DaVita served 231,700 patients at 2,971 outpatient dialysis centers, of which 2,723 centers were located in the U.S. and 248 centers were located in 9 countries outside the United States. During the second quarter of 2019, DaVita opened a total of 33 new facilities and acquired 3 dialysis centers across the nation. With more than 77,700 team members serving approximately 25,000 patients monthly, DaVita is recognized as one of “America’s Largest Public Companies” on the 2019 Forbes List and has been part of Fortune Magazine’s List of “World’s Most Admired Companies” for 12 consecutive years.

- ▶ WARREN BUFFET’S BERKSHIRE HATHAWAY OWNS APPROXIMATELY 38.5 MILLION SHARES OF DAVITA STOCK, MAKING THEM THE COMPANY’S LARGEST SHAREHOLDER WITH A 24% STAKE²⁾
- ▶ GENERATED REVENUE OF \$11.4 BILLION IN FISCAL 2018 / ESTIMATED \$4.04 BILLION NET WORTH
- ▶ FORTUNE 500 COMPANY 13 YEARS IN A ROW, 12TH CONSECUTIVE YEAR AS ONE OF FORTUNE MAGAZINE’S “WORLD’S MOST ADMIRABLE COMPANIES” IN 2019
- ▶ 2,971 LOCATIONS WORLDWIDE IN 46 STATES, THE DISTRICT OF COLUMBIA AND 9 COUNTRIES
- ▶ MORE THAN 77,700 TEAM MEMBERS SERVING APPROXIMATELY 25,000 PATIENTS MONTHLY
- ▶ RANKED #2 ON FORTUNE MAGAZINE’S “MOST INNOVATIVE COMPANY” IN THE HEALTHCARE MEDICAL FACILITIES CATEGORY

(1) Source: www.davita.com
(2) Source: www.money.cnn.com

DAVITA INC. - FINANCIAL HIGHLIGHTS⁽²⁾

\$462M

2Q-19 OPERATING INCOME,
UP 5.50% Y-O-Y



DaVita Inc. 2nd Quarter 2019 results include the following highlights:

- ▶ Completed the sale of our DMG division to Optum
- ▶ Consolidated revenues of \$2,843 million
- ▶ Operating income of \$462 million
- ▶ Cash flows from continuing operations of \$574 million

As of June 30, 2019, we provided dialysis services to a total of approximately 231,700 patients at 2,971 outpatient dialysis centers, of which 2,723 center were located in the United States and 248 centers were located in nine countries outside of the United States. During the second quarter of 2019, we opened a total of 33 new dialysis centers, acquired three dialysis centers and closed two dialysis center in the United States. In addition, we acquired five dialysis centers outside of the United States during the second quarter of 2019.

OUR MISSION:

To be the Provider, Partner, and Employer of Choice.



(2) This is a partial summary of the full earnings report. The full report can be viewed at <https://pressreleases.davita.com/index.php>. Marcus & Millichap and its affiliates has not made any investigation, and makes no warranty or representation, with respect to the information contained herein. This information has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. Individuals are strongly advised to take appropriate measures to verify all of the information set forth herein. Buyer must conduct their own Due Diligence.

**\$4.04 Billion
Net Worth**

Approximately \$4.04 Billion Net
Worth as of June 30, 2019⁽¹⁾

**FORTUNE 500
COMPANY**

Ranked #188 on the
2019 Fortune 500 List⁽²⁾

INVESTMENT OVERVIEW

DAVITA DIALYSIS | CINCINNATI MSA

Marcus & Millichap

(1) Source: www.investors.davita.com

(2) Source: www.fortune.com

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INVESTMENT OVERVIEW

CAP RATE INCREASES TO 6.32% IN 2 YEARS

The lease provides 10% rent increases every 5 years with the next increase occurring in 2021.

LONG TERM CORPORATE LEASE WITH A FORTUNE 500 COMPANY

There are approximately 12 years remaining on the initial lease term with 10% rent increases every 5 years, which continue through each of the two, 5-year renewal option periods. The lease comes with a corporate guarantee from DaVita Inc., a Fortune 500 company with \$11.4 billion in revenue and an estimated net worth of \$4.04 billion. As of June 30, 2019, DaVita served 231,700 patients at 2,971 outpatient dialysis centers, of which 2,723 centers were located in the U.S. and 248 centers were located in 9 countries outside the United States. DaVita is recognized as one of "America's Largest Public Companies" on the 2019 Forbes List and has been part of Fortune Magazine's List of "World's Most Admired Companies" for 12 consecutive years.

SUPERIOR DAVITA LEASE WITH MINIMAL LANDLORD RESPONSIBILITIES

The subject property is a well-established, single tenant DaVita Dialysis clinic situated less than 8 miles from Downtown Cincinnati. The lease has minimal landlord responsibilities, especially when compared to the majority of other DaVita and Fresenius leases that require significantly more Landlord responsibilities such as maintenance of the building structure, roof membrane replacement, HVAC replacement, day-to-day management and replacement of the parking lot areas. The subject property's lease is modified triple net with Landlord responsibilities limited to the replacement of the structure and structural elements of the roof only.⁽¹⁾

MAJOR CAPITAL IMPROVEMENTS COMPLETED IN 2016/2017

Estimated \$775,000 in renovations including significant tenant improvements with new cabinets and flooring, structural upgrades, replacement of HVAC units, new plumbing, electrical work, paint and major repairs to the parking lot.⁽²⁾

SITUATED IN A MAJOR MEDICAL OFFICE CORRIDOR / PART OF THE CINCINNATI MSA

The subject property has a 25-year operational history as a dialysis clinic at this location, which is situated just off Highway 275 less than eight miles south of Downtown Cincinnati. The facility is surrounded by several medical office buildings, many of which provide outpatient services to St. Elizabeth Healthcare Edgewood, the region's main hospital. In 2019, St. Elizabeth broke ground on a new \$130 million cancer research center that expected to open in Spring 2020.

WARREN BUFFET'S BERKSHIRE HATHAWAY IS DAVITA INC.'S LARGEST SHAREHOLDER

Berkshire Hathaway owns approximately 38.5 million shares of DaVita Inc. stock, making them the company's largest shareholder with a 24% stake. Berkshire Hathaway is ranked #4 on the Fortune 500 list of largest publicly traded companies. Warren Buffet has served as the company's CEO for over 50 years.⁽³⁾

⁽¹⁾ Buyer will need to verify the accuracy of this information during their Due Diligence Period. Marcus & Millichap and its affiliates have not verified and will not verify any information contained herein. Buyer must conduct their own due diligence.

⁽²⁾ Estimated renovation costs provided by Seller. Buyer will be provided a copy of estimated renovation costs during their Due Diligence Period and will need to verify the accuracy of the information. Buyer must conduct their own due diligence.

⁽³⁾ Source: www.money.cnn.com



OFFERING HIGHLIGHTS

DAVITA DIALYSIS - CRESTVIEW HILLS, KY

400 CENTRE VIEW BOULEVARD, CRESTVIEW HILLS, KY 41017

OFFERING PRICE

CAP RATE YEARS 1-2

CAP RATE YEARS 3-7

\$2,276,522

5.75%

6.32%

Annual Rent	\$130,900
Lease Type	Modified Triple Net ⁽¹⁾
Lease Commencement	11/18/2016
Lease Expiration Date	11/30/2031
Year Built / Renovated	1994/2016 ⁽¹⁾
Rentable Area	7,700 SF ⁽¹⁾
Lot Size	1.89 Acres ⁽¹⁾
Increases	10% Every 5 Years
Options	(2) Five-Year Renewal Options
Guarantor	DaVita Inc. ⁽¹⁾
Right of First Offer	Yes ⁽²⁾

(1) Year Built/Renovated, Rentable Area, Lot Size, Lease Terms, and Guarantor are approximate. Please see the following page for details on landlord responsibilities under the Lease. Buyer will need to verify the accuracy of all information shown above during their Due Diligence period.

(2) Tenant has a Right of First Offer. Please contact the listing agent for details.

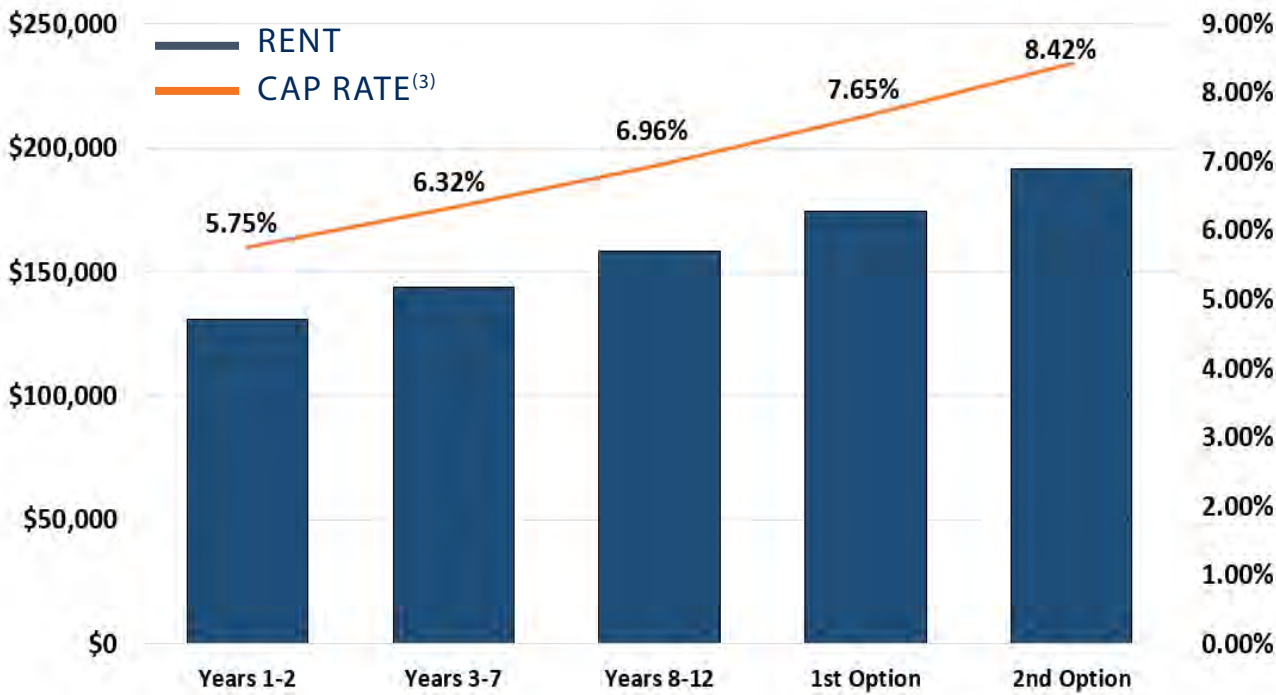
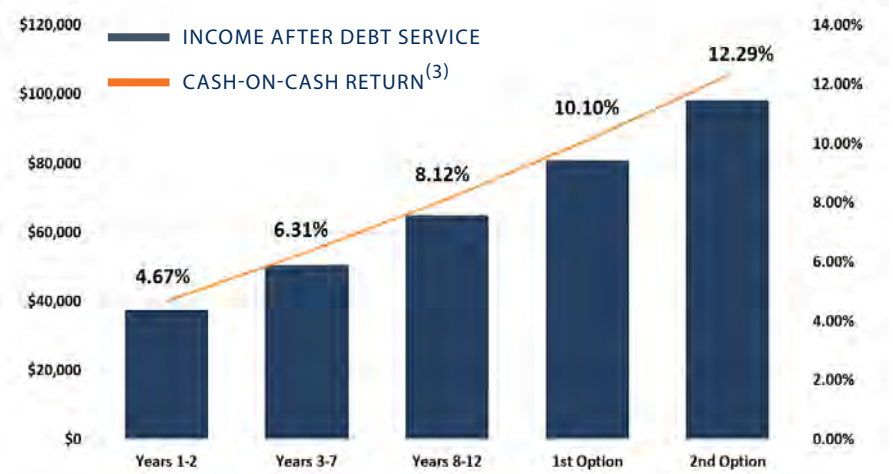
(3) Pro forma returns shown on both charts are based on ownership years and assumes Year 1 of ownership begins on 12/1/2019. Pro forma returns are also based on gross annual rent only and not guaranteed. Pro forma returns do not take into consideration any unforeseen expenses including Landlord responsibilities under the Lease. Buyer must conduct their own due diligence to confirm the accuracy of these estimates. Financing options shown are subject to market changes.

RENT ROLL

GUARANTOR	RENTABLE AREA	COMMENCEMENT	EXPIRATION	RENT	RENT INCREASES	OPTIONS	NEXT ESCALATION	LEASE TYPE
DAVITA INC. (NYSE: DVA)	7,700 SF ⁽¹⁾	11/18/2016	11/30/2031	\$130,900	10% EVERY 5 YEARS	(2) 5-YEAR OPTIONS	12/1/2021	MODIFIED TRIPLE NET ⁽¹⁾

FINANCING PROJECTIONS & CAP RATE GROWTH CHART⁽³⁾

Potential Loan Scenario ⁽³⁾	
Program	10-Yr Fixed Rate
Interest Rate	4.00%
Down Payment / LTV	\$796,783 / 65%
Years 1-2 COC Return ⁽³⁾	4.67%
Years 3-7 COC Return ⁽³⁾	6.31%



LANDLORD FRIENDLY LEASE STRUCTURE⁽¹⁾

LANDLORD RESPONSIBILITIES PER THE LEASE

Landlord shall, at Landlord's sole cost and expense, promptly make any necessary replacements to the Building structure, including the slab, footings, foundation and other structural components of the Building and the structural elements of the roof, but **expressly excluding** the windows, the roof deck and the roof membrane. Landlord shall have no responsibility with respect to any sheds or other structures located on the Premises other than the primary Building.

UNLIKE THE MAJORITY OF FRESENIUS AND DAVITA LEASES, THERE ARE NO LANDLORD REPAIR OR REPLACEMENT RESPONSIBILITIES FOR THE ROOF MEMBRANE, ROOF DECK, HVAC, WINDOWS, DOORS, BUILDING EXTERIOR PAINT OR PARKING AREAS AND SIDEWALK⁽¹⁾

- No Landlord Responsibility for Maintenance of the Building Structure
- No Landlord Responsibility for Repair or Replacement of Roof Deck & Roof Membrane
- No Landlord Responsibility for Repair or Replacement of the Parking Areas & Sidewalks
- No Landlord Responsibility for HVAC Servicing, Repair or Replacement
- No Landlord Responsibility for Painting of the Building Exterior
- No Landlord Responsibility for Building Windows and Doors



⁽¹⁾Investor and their advisor/broker will need to verify the accuracy of all information shown above during their Due Diligence Period. Marcus & Millichap and its affiliates have not verified, and will not verify, any information contained herein. Buyer must conduct their own due diligence.

WELL-ESTABLISHED LOCATION

25-YEAR OPERATIONAL HISTORY AS A DIALYSIS CLINIC

IMMEDIATE ACCESS TO ST. ELIZABETH MEDICAL CENTER EDGEWOOD

DENSE MEDICAL OFFICE CORRIDOR LOCATED ONE MILE FROM ST. ELIZABETH HEALTHCARE EDGEWOOD, THE REGION'S MAIN HOSPITAL THAT IS HOME TO A NEW \$130 MILLION CANCER TREATMENT CENTER SCHEDULED TO OPEN IN SPRING 2020

LOCATION OVERVIEW

DAVITA DIALYSIS | CINCINNATI MSA

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LOCATION OVERVIEW



WELL-ESTABLISHED
LOCATION WITH 25-YEAR
OPERATIONAL HISTORY AS
A DIALYSIS CLINIC

SITUATED 1 MILE FROM ST.
ELIZABETH EDGEWOOD,
THE REGION'S MAIN
HOSPITAL THAT WILL BE
HOME TO A NEW \$130
MILLION CANCER CENTER
IN SPRING 2020

KENTUCKY IS A
CERTIFICATE OF NEED
STATE, WHICH CREATES
SIGNIFICANT BARRIERS
TO ENTRY⁽¹⁾

SITUATED IN A MAJOR MEDICAL OFFICE CORRIDOR

The subject property is located just off Interstate 275 one mile from Thomas More University, Crestview Town Center (anchored by Dillard's and home to over 30 national retailers) and St. Elizabeth Healthcare Edgewood, the region's main hospital. It is situated in a major medical office corridor surrounded by several St. Elizabeth outpatient offices for internal medicine, heart & vascular treatment, gastroenterology and neurology. Other medical office practices located in the immediate area include Children's Outpatient Northern Kentucky, Tri-State Gastroenterology, The Plastic Surgery Group, Pediatric Dental Center and Cincinnati Children's Laboratory Services - Northern Kentucky.

IMMEDIATE ACCESS TO ST. ELIZABETH HEALTHCARE EDGEWOOD - THE REGION'S MAIN HOSPITAL

St. Elizabeth Healthcare is one of the most respected medical providers in the Greater Cincinnati region. For more than 150 years, St. Elizabeth has provided crucial healthcare services to the residents of Northern Kentucky and Cincinnati. St. Elizabeth Healthcare Edgewood is a 5-story, 250,000 square foot medical facility located on 136 acres just south of Cincinnati. In June 2019, the hospital opened a new Women's Health Center. A \$130 million cancer research center is currently being added on campus and is scheduled to be completed by Spring 2020.

CERTIFICATE OF NEED STATE⁽¹⁾

Kentucky is a Certificate of Need (C.O.N.) state. C.O.N. programs are aimed at restraining overbuilding of health care facilities, which include kidney treatment facilities. The C.O.N. program creates significant barriers to entry in the state of Kentucky for competing dialysis clinics.

⁽¹⁾ Source: National Conference of State Legislatures. Buyer will need to verify the accuracy of this information during their Due Diligence Period. Marcus & Millichap and its affiliates have not and will not verify this information. Buyer must conduct their own due diligence.



AERIAL VIEW

The subject property is situated in a dense medical office corridor located less than one mile from St. Elizabeth Healthcare Edgewood Medical Center, the region’s main hospital. It is situated in a major medical office corridor surrounded by several St. Elizabeth outpatient offices for internal medicine, heart & vascular treatment, gastroenterology and neurology. Other medical office practices located in the immediate area include Children’s Outpatient Northern Kentucky, Tri-State Gastroenterology, The Plastic Surgery Group, Pediatric Dental Center and Cincinnati Children’s Laboratory Services of Northern Kentucky.

St. Elizabeth Healthcare Edgewood is a five-story, 250,000 square foot hospital. In June 2019, a new Women’s Health Center opened on campus. In August 2019, the hospital broke ground on a new \$130 million state-of-the art cancer center scheduled to open in Spring 2020.



\$91,000 AVERAGE HHI

\$91,000 AVERAGE HOUSEHOLD INCOME WITHIN A ONE-MILE RADIUS OF THE SUBJECT PROPERTY

MARKET OVERVIEW

DAVITA DIALYSIS | CINCINNATI MSA

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HOUSEHOLD INCOME

YEAR 2018	1 MILE	3 MILES	5 MILES
AVERAGE	\$91,573	\$89,200	\$73,964
MEDIAN	\$61,435	\$65,093	\$54,416

POPULATION

YEAR	1 MILE	3 MILES	5 MILES
2023 Projection Total Population	5,731	57,595	160,878
2018 Census Total Population	5,596	56,977	158,813
2018 Daytime Total Population	16,642	61,832	167,729

ACTUAL LOCATION



CINCINNATI MSA

Crestview Hills is an upper middle class suburb of Cincinnati and situated in Kenton County, which has a population of over 159,720 residents. The city is part of the Cincinnati MSA, which is home to one of the fastest growing economies in the Midwest. The daytime population within a five-mile radius of the subject property is 167,729. The average household income within a one-mile radius of the subject property is \$91,573. Crestview Hills is located less than eight miles from Downtown Cincinnati.

The Cincinnati MSA is Ohio's largest metro area and home to over 2,114,580 residents. Cincinnati is the third largest city in Ohio and serves as the government seat of Hamilton County. The metro area is the 28th largest economy in the United States and the seventh largest in the Midwest. The area currently has the fastest-growing Midwestern economic capital based on percentages. Cincinnati serves as the headquarters for several Fortune 500 companies including Proctor & Gamble, The Kroger Company, General Electric and Macy's. Altogether, nine Fortune 500 companies and fifteen Fortune 1000 companies have headquarters in the Cincinnati area. Companies with major operations in the Cincinnati MSA include Citigroup, Mitsubishi, Toyota, Fifth Third Bank, Fidelity Investments, PMC Bank, US Bank, Ashland Global Specialty Chemicals, Duke Energy, Kellogg's, J.M. Smucker Company, Amylin Pharmaceuticals, Humana, Patheon, Anthem, Inc., AK Steel, Formica Corporation, GE Aviation, American Financial Group, Delta Airlines, DHL Express, and Amazon.

Cincinnati has three major league teams, seven minor league teams, five college institutions with sports teams, and seven major sports venues. The city is home to several universities including The University of Cincinnati, the Art Academy of Cincinnati, The University of Cincinnati Medical Center, and the College Conservatory of Music. The University of Cincinnati, which was founded in 1819, is the second largest university in Ohio with over 44,000 students.



DOWNTOWN CINCINNATI

DAVITA DIALYSIS | CRESTVIEW HILLS, KY

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