



Marcus & Millichap
THE GLASS GROUP

Davita
WINTER HAVEN, FL
(LAKELAND-WINTER HAVEN MSA)

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Marcus & Millichap

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FOR MORE DETAILS.



1625 UNITY WAY NORTHWEST, WINTER HAVEN, FL 33881

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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 | WINTER HAVEN, FL

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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% STAKE⁽²⁾
- ▶ 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

DAVITA INC. - FINANCIAL HIGHLIGHTS⁽¹⁾

\$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.



(1) 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 | WINTER HAVEN, FL

Marcus & Millichap

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

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INVESTMENT OVERVIEW

CAP RATE INCREASES TO 6.60% CAP 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 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

Estimated \$433,000 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⁾

THRIVING CENTRAL FLORIDA LOCATION

The subject property is a well-established, single tenant DaVita Dialysis clinic located in Winter Haven, Florida, and ideally situated just one mile from Winter Haven Hospital, a 527-bed hospital and health service system. Winter Haven’s central location makes it ideal for any business that has an interest in accessing the over nine million people within a 100-mile radius of Polk County. Located 55 miles inland and with convenient access to interstates I-4, I-75, US 27 and the Florida Turnpike System, Winter Haven offers a protected and connected hub for the burgeoning transportation, logistics, manufacturing and technology industries. This prime location allows for convenient access to two major international airports, the nation’s newest inland port and logistics center and a population of 7.2 million within an hour’s drive. Winter Haven’s location at the intersection of major transportation and technology grids makes the area primed to receive, produce and distribute goods and services regionally and globally. Winter Haven’s technology grid is one of the most sophisticated in the Southeast. Local businesses benefit from the strategic position along the east-west portion of Florida’s LambdaRail, a dedicated statewide communications facility made up of 1,540 miles of dark fiber.

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. Marcus & Millichap and its affiliates have not verified and will not verify any information contained herein. Buyer must conduct their own due diligence.

(3) Source: www.money.cnn.com

OFFERING HIGHLIGHTS

DAVITA DIALYSIS - WINTER HAVEN, FL

1625 Unity Way Northwest, Winter Haven, FL

OFFERING PRICE | **CAP RATE YEARS 1-2** | **CAP RATE YEARS 3-7**
\$2,130,000 | **6.00%** | **6.60%**

Annual Rent	\$127,800
Lease Type	Modified Triple Net ⁽¹⁾
Lease Commencement	11/18/2016
Lease Expiration Date	11/30/2031
Year Built / Renovated	1996/2016 ⁽¹⁾
Rentable Area	6,416 SF ⁽¹⁾
Lot Size	0.81 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.

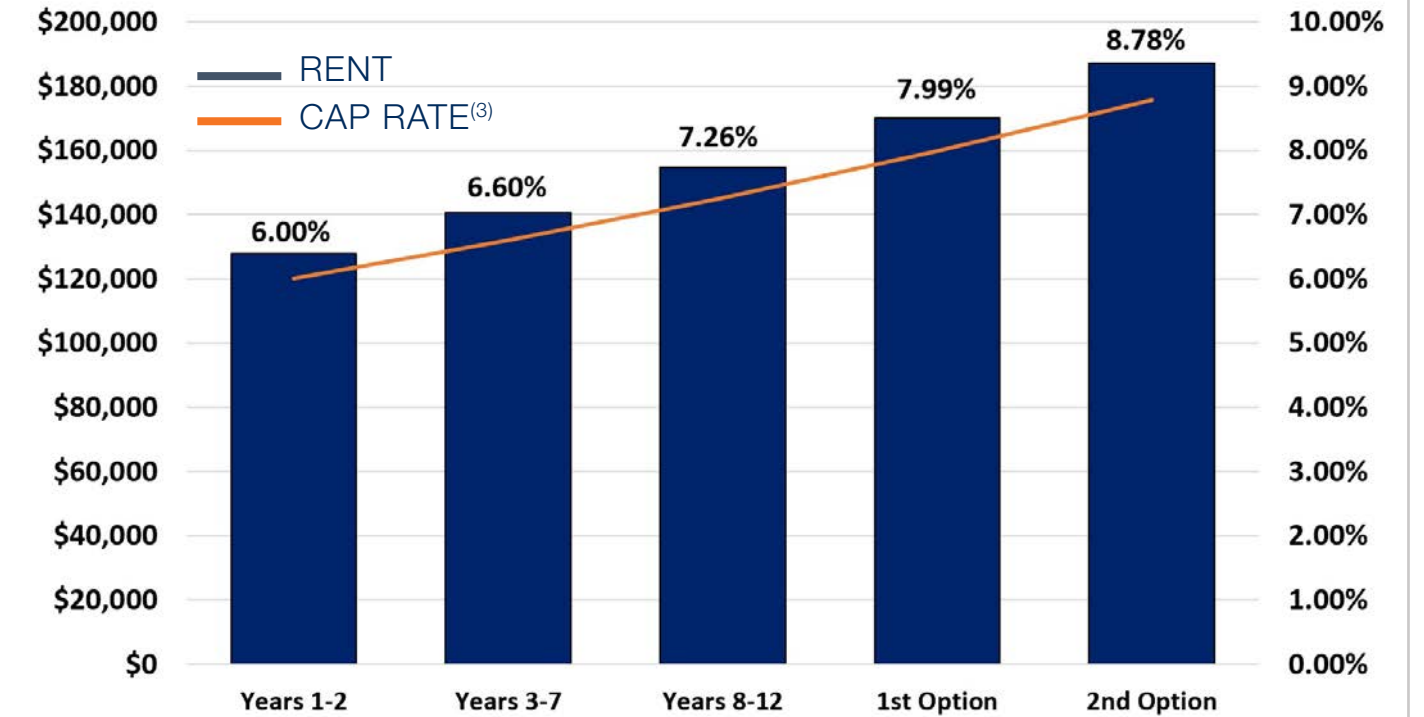
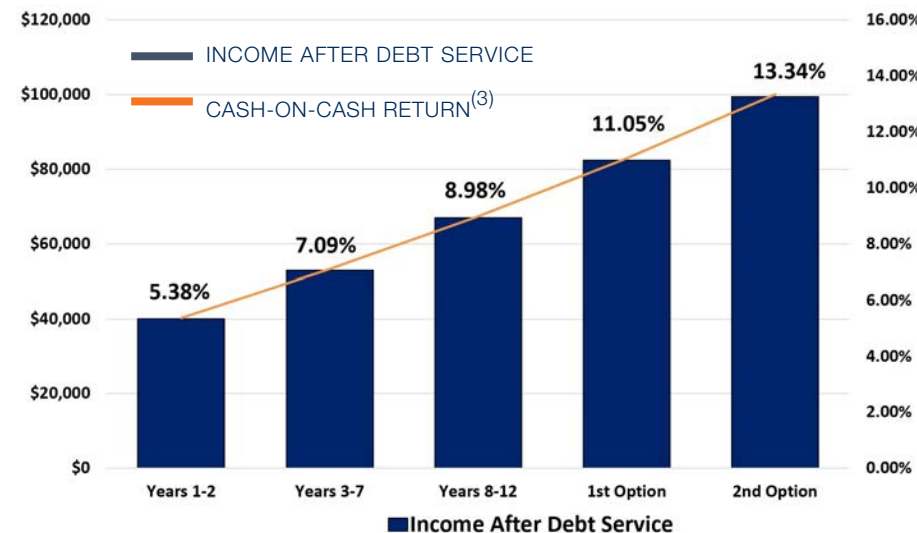
RENT ROLL

GUARANTOR	RENTABLE AREA	COMMENCEMENT	EXPIRATION	RENT	RENT INCREASES	OPTIONS	NEXT ESCALATION	LEASE TYPE
DAVITA INC. (NYSE: DVA)	6,416 SF ⁽¹⁾	11/18/2016	11/30/2031	\$127,800	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	\$745,500 / 65%
Years 1-2 COC Return ⁽³⁾	5.38%
Years 3-7 COC Return ⁽³⁾	7.09%



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 SIDE-WALK⁽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

23-YEAR OPERATIONAL HISTORY AS A DIALYSIS CLINIC

IMMEDIATE ACCESS TO WINTER HAVEN HOSPITAL AND HEALTH SYSTEM

DENSE MEDICAL OFFICE AND RETAIL CORRIDOR LOCATED ONE MILE FROM WINTER HAVEN HOSPITAL , THE REGION'S MAIN HOSPITAL WITH 527 BEDS AND 300+ BOARD CERTIFIED PHYSICIANS

LOCATION OVERVIEW

DAVITA DIALYSIS | WINTER HAVEN, FL

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LOCATION OVERVIEW



WELL-ESTABLISHED LOCATION WITH 23-YEAR OPERATIONAL HISTORY AS A DIALYSIS CLINIC

WINTER HAVEN IS THE HEART OF FLORIDA'S SUPER REGION, AN AREA THAT GENERATES \$300 BILLION PER YEAR IN ECONOMIC ACTIVITY

PRIME LOCATION WITH CONVENIENT ACCESS TO 2 MAJOR INTERNATIONAL AIRPORTS, THE NATION'S NEWEST INLAND PORT AND LOGISTICS CENTER, AND A POPULATION OF 7.2 MILLION WITHIN AN HOUR'S DRIVE.

CLOSE PROXIMITY TO WINTER HAVEN HOSPITAL - THE REGION'S MAIN HOSPITAL

Located in the heart of downtown and the centerpiece of a strong medical industry, Winter Haven Hospital has 527 beds and 300+ board certified physicians who work in every specialty including centers of excellence such as the Bostick Heart Center, the Cassidy Cancer Center, Winter Haven Women's Hospital, and a nationally recognized Stroke Center. Investment in capital and technological improvements is ongoing.

SITUATED IN A MAJOR MEDICAL OFFICE CORRIDOR

Winter Haven counts its medical and allied health organizations among its finest resources by being home to one of the most high-tech medical centers in Florida. As part of the BayCare Health System, Winter Haven is connected to a leading community-based health system, outpatient facilities, and more than 200 access points conveniently located throughout Tampa Bay.

IDEAL CENTRAL FLORIDA LOCATION

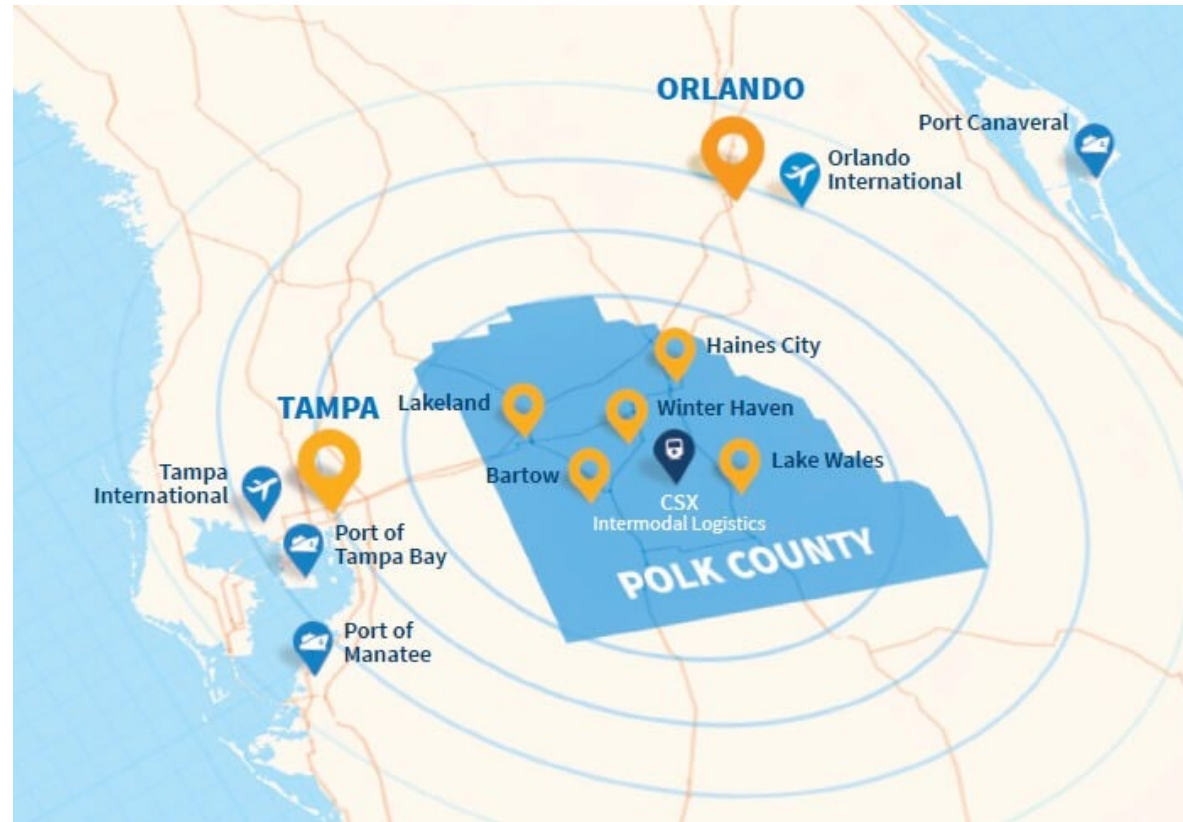
Winter Haven's central location makes it ideal for any business that has an interest in accessing the over nine million people within a 100 mile radius of Polk County. Located 55 miles inland and with convenient access to interstates I-4, I-75, US 27 and the Florida Turnpike System, Winter Haven offers a protected and connected hub for the burgeoning transportation, logistics, manufacturing and technology industries. This prime location allows for convenient access to two major international airports, the nation's newest inland port and logistics center and a population of 7.2 million within an hour's drive. Winter Haven's location at the intersection of major transportation and technology grids makes the area primed to receive, produce and distribute goods and services regionally and globally. Winter Haven's technology grid is one of the most sophisticated in the Southeast. Local businesses benefit from our strategic position along the east-west portion of Florida's LambdaRail, a dedicated statewide communications facility made up of 1,540 miles of dark fiber.



AERIAL VIEW

Central Florida's well-developed infrastructure allows connectivity to all modes of transportation. We're the only Southeast location with two international airports within an hour's drive and have more rail miles than any other location in the region.

Winter Haven is the heart of Florida's Super Region, an area that generates \$300 billion per year in economic activity. The city sits at the mid-way point between Orlando (40 miles northeast) and Tampa (50 miles west).



*Source: Central Florida Development Council



\$300 BILLION IN ECONOMIC ACTIVITY

WINTER HAVEN IS THE HEART OF FLORIDA'S SUPER REGION,
AN AREA THAT GENERATES \$300 BILLION PER YEAR IN ECONOMIC ACTIVITY

MARKET OVERVIEW

DAVITA DIALYSIS | WINTER HAVEN, FL

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HOUSEHOLD INCOME

YEAR 2018	1 MILE	3 MILES	5 MILES
AVERAGE	\$46,081	\$54,200	\$58,814
MEDIAN	\$30,266	\$38,928	\$43,564

POPULATION

YEAR	1 MILE	3 MILES	5 MILES
2023 Projection Total Population	6,113	44,818	98,517
2018 Census Total Population	6,421	44,947	95,548
2018 Daytime Total Population	11,675	59,483	106,529



WINTER HAVEN

Winter Haven, Florida is a unique, premier city with countless recreational, social and special events. It has a diverse economy and is centrally located between two major metropolitan areas – Tampa and Orlando. Winter Haven has year-round recreation weather along with 50 lakes, beautiful municipal parks, great restaurants, and a modern 32,000 square foot state-of-the-art public library. Winter Haven is commonly referred to as “The Chain of Lakes City” because it is home to 24-canal connected Chain of Lakes. This manmade Chain was created in the early history of Winter Haven to be able to transport the crop from the citrus groves easily to the railroad and other areas of the city. Today they make for one of the best playgrounds for fisherman and water-sports enthusiasts. In addition to the Chain, Winter Haven is home to another 26 lakes. Winter Haven was the birth place of Florida’s first commercial tourist theme park, Cypress Gardens, that was most widely known for its water ski shows, gardens, and Southern Belles. Winter Haven is widely recognized as the “Water Ski Capital of the World” because it was the site of many of the sport’s landmark firsts and over 50 world records were broken there.

The City of Winter Haven is home to a number of innovative software and information technology companies. At the heart of the City’s technology infrastructure are the Inland Fiber and Data Park and the City of Winter Haven Broadband Initiative. The Inland Fiber and Data Park consists of two downtown properties that are the hub for regional broadband connectivity. The data park hosts numerous broadband providers, a secure data center, and numerous technology and software-related companies. The City implemented a “dig once” broadband initiative in 2004, where the City, in conjunction with other infrastructure projects, installs conduit and fiber whenever feasible. Now there is approximately 20 miles of City-owned fiber primarily in the city core that is available for lease to telecommunication service providers. Additionally, using City-owned fiber, leased by a private provider; the City of Winter Haven Public Library was the first gigabit library in the State of Florida.



WINTER HAVEN

Spring Lake Square

T-Mobile

Checkers
CRAZY GOOD FOOD

DOLLAR TREE

RaceTrac

WOODY'S
Bar-B-Q

Chile Verde

Santiago's Market

Cobb Cinemas

Sunny Beauty Supply

Travelodge

THE HOME DEPOT

O'Reilly
AUTO PARTS

DOLLAR GENERAL

Lake Hartridge

WF WELLS FARGO

Walgreens

Floridino's Italian Kitchen

Lakeridge Condominiums

-chargepoint+

Winter Haven

Harbour Condos

6TH ST NW

UNITY WAY NW

Spring Lake
REHABILITATION CENTER

Davita

DAVITA DIALYSIS | WINTER HAVEN, FL

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