

Fresenius

MEDICAL CARE

9540 PARKWAY EAST
BIRMINGHAM, ALABAMA 35215

Near the Regions Major Hospital
St. Vincent's Hospital / 328 Beds
3 Miles from Subject Property ✓

Significant Demographics
280,000+ Population & \$82,000+
in a 10 Mile Radius ✓

Excellent Access & Visibility
Parkway East / 43,500+
Vehicles Per Day ✓





Exclusively Listed by:

Marcus & Millichap
THE DELTONDO GROUP

Lead Brokers:

PETER DELTONDO

Managing Member
pdeltondo@mmreis.com
(949) 419-3267
License: CA 01797033

MICHAEL WESTER

Associate Director
mwester@mmreis.com
(949) 419-3213
License: CA 02006462

ANDRE THOMPSON

Associate
athompson2@mmreis.com
(949) 419-3217
License: CA 02086459

BROOKS BENNETT

Associate
bbennett@mmreis.com
(949) 419-3243
License: CA 02079079

BRYCE DUNKS

Director of Operations
bdunks@mmreis.com
(949) 419-3225

EDDIE GREENHALGH

Broker of Record
License: 00008-8298

19800 MacArthur Boulevard, Suite 150
Irvine, California 92612

www.deltondoadvisorygroup.com



INVESTMENT HIGHLIGHTS

- ✓ **Long Term Passive Income:** Fresenius Medical Care has Occupied the Building for 10+ Years with 6 Years Remaining on the Current Lease and Three, 5 Year Options to Extend
- ✓ **Strong Corporate Guaranty:** Providing Dialysis Treatments to More than 345,000 Patients Worldwide, in 2019 Fresenius Generated Revenue of Around 20.71 Billion
- ✓ **Near The Regions Major Hospital:** 3 Miles from St. Vincent’s Hospital a 328 Bed Facility Serving the North East Birmingham Suburbs

- ✓ **Excellent Access / Visibility:** Located on Parkway East a Major Thoroughfare in North East Birmingham seeing over 43,500+ Vehicles Per Day
- ✓ **Dominant Retail Corridor:** Fresenius Medical Care Outpad to Conn’s is Surrounded by Many National Retailers Including: Aldi, Burger King, Subway, Taco Bell, Walmart, Chick-fil-A, and CVS to name a few
- ✓ **Substantial Built-In Customer Base:** Fresenius Medical Care is Surrounded by a Population of 280,000+ & 113,000+ Households in a 10 Mile Radius. With an Average Household Income of \$82,691



INVESTMENT SUMMARY

ADDRESS: 9540 Parkway East
Birmingham, Alabama 35215

PRICE: \$2,277,000

CAP: 6.24%

NOI: \$142,092

DEMOGRAPHICS

	3-MILE	5-MILE	10-MILE
POPULATION:	44,422	102,220	281,963
HOUSEHOLDS:	17,151	39,566	113,311
HH INCOME:	\$58,982	\$60,447	\$82,691



BIRDS EYE VIEW



PROPERTY DESCRIPTION

PROPERTY ADDRESS:

9540 Parkway East
Birmingham, Alabama 35215

LEASE TYPE:

Triple-Net

BUILDING SIZE:

9,943 SF

YEAR BUILT / Renovated:

1979 / 2010

LOT SIZE:

1.29 Acres

FRONTAGE & ACCESS:

Parkway East (43,500+ VPD)

TENANT SUMMARY

TENANT NAME:	Fresenius Medical Care
OPERATOR:	Bio-Medical Applications of Alabama, Inc.
GUARANTY:	Fresenius Medical Care Holdings, INC.
TYPE OF OWNERSHIP:	Fee Simple
LEASE TYPE:	Triple-Net
LEASE COMMENCEMENT:	May 4, 2010
LEASE EXPIRATION:	January 31, 2026
TERM REMAINING:	6 Years
INCREASES:	10% Every 5 years
OPTIONS:	Three, 5 Year Options

ANNUALIZED OPERATING DATA

	CURRENT RENT	MONTHLY RENT	YEARLY RENT/ SQFT
Feb 1, 2016 - Jan 31, 2021 (Current)	\$142,092.21	\$11,841.02	\$14.29
Feb 1, 2021 - Jan 31, 2026	\$152,726.97	\$12,727.25	\$15.36
Feb 1, 2026 - Jan 31, 2031 (Option 1)	\$167,999.67	\$13,999.97	\$16.90
Feb 1, 2031 - Jan 31, 2036 (Option 2)	\$184,799.64	\$15,399.97	\$18.59
Feb 1, 2036 - Jan 31, 2041 (Option 3)	\$203,279.60	\$16,939.97	\$20.44



LEASE ABSTRACTION

Property Taxes: Tenant shall pay before due all tax expenses against the property.

Insurance: Tenant agrees that throughout the lease term it will keep in full force and effect “all risk” property insurance with limits no less than \$2,000,000 combined single limit.

Utilities: Tenant shall pay for gas, water, sewer, electrical, telephone and other utility services supplied to the Premises during the Lease Term.

Tenant Obligations: Tenant shall at its sole cost and expense keep and maintain the non-structural portions of the interior of the Premises, including all Tenant alterations, in good order and repair and free of refuse and rubbish.

Tenant shall reimburse Landlord for cost and expenses of maintenance items: Parking Area surfacing, striping, paving and sealing, curbing, sidewalks, directional markers, ice & snow removal, water mains, gas & sewer lines, private roadways, Landscape & loading docs.

Landlord Obligations: Landlord shall maintain the exterior and structural portions of the Property & Premises including: foundation, structure, load bearing walls, exterior walls, roof & roof supports, columns, retaining walls, gutters, downspouts, flashings.

Landlord responsible for HVAC repairs if such repair exceeds the cost of \$1,500.00



TENANT PROFILE

Not Actual Site



FRESENIUS MEDICAL CARE

Fresenius Medical Care (NYSE: FMS) is the world's leading provider of products and services for people with chronic kidney failure. Around 3.5 million patients worldwide with this disease regularly undergo dialysis treatment. Dialysis is a life-saving blood cleansing procedure that substitutes the function of the kidney in case of kidney failure.

Fresenius Medical Care cares for more than 347,000 patients in a global network of more than 4,000 dialysis clinics. At the same time, they operate 45 production sites in more than 20 countries, to provide dialysis products such as dialysis machines, dialyzers and related disposables.

Fresenius Medical Care aims to further consolidate its expertise and to use this competence as a basis for sustainable, profitable growth. We aim to continuously improve our patients' quality of life by offering them high-quality products as well as innovative technologies and treatment concepts.

Fresenius Medical Care's corporate headquarters is in Bad Homburg v. d. Höhe, Germany. The headquarters in North America is in Waltham, Massachusetts, the headquarters of Asia-Pacific is located in Hongkong and the headquarters of Latin America is in Rio de Janeiro.

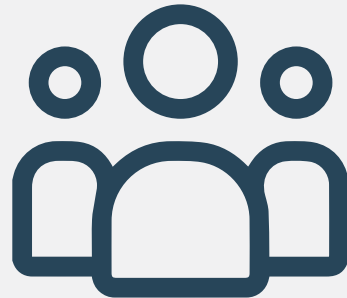
FRESENIUS MEDICAL CARE IN NUMBERS

- ✓ Offers Dialysis Products & Services in Around 150 Countries
- ✓ Performed Approximately 52 Million Dialysis Treatments in 2019
- ✓ Every 6-Seconds Provides a Dialysis Treatment Somewhere on the Globe
- ✓ One of Two Dialysis Machines Worldwide is Made By Fresenius
- ✓ Operate 45 productions Sites in More Than 20 Countries



±128,300
TOTAL EMPLOYEES

Change of +7% from 2018



TOTAL
EMPLOYEES **±345,096**
Change of +4% from 2018

FRESENIUS MEDICAL CARE SUMMARY

Tenant:	Fresenius Medical Care
Revenue 2019:	±\$19.41 Billion (49% of Fresenius Group Total Revenue)
Net Income 2019:	±\$1.53 Billion (73% of Fresenius Group Net Income)
Credit Rating (S&P'S):	BBB
Ticker Symbol (NYSE):	FMS
Number of Clinics:	3,994+
Number of Employees:	±128,300 (44% of Fresenius Group Total Employment)
Number of Dialysis Treatments (YR):	52+ Million
Number of Patients:	±345,096
USA Headquarters:	Waltham, MA
Website:	www.freseniusmedicalcare.us

FRESENIUS OPERATIONS



**FRESENIUS
MEDICAL CARE**

Fresenius Medical Care is the world’s largest provider of products and services for individuals with renal diseases of which around 3.2 million patients worldwide regularly undergo dialysis treatment. Through its global network of 4,000 dialysis clinics, Fresenius Medical Care provides dialysis treatments for 345,096 patients around the globe. Fresenius Medical Care is also the leading provider of dialysis products such as dialysis machines or dialyzers. Along with the core business, the company provides related medical services in the field of Care Coordination.

1

WALTHAM, U.S.
Regional Headquarters
North America

2

BAD HOMBERT, GER
Company Headquarters &
Regional Headquarters for
Europe, Middle East, Africa &
Latin America

3

HONG KONG, CN
Regional Headquarters
Asia-Pacific



FORBES AWARDS

- ✓ World’s Largest Public Companies, 2017-19
- ✓ Top Multinational Performers 2017
- ✓ World’s Best Employers 2017
- ✓ America’s Best Employers 2015
- ✓ World’s Most Innovative Companies 2013



Huffman High School
1,363 Students

**St. Vincent's Hospital
Birmingham East**
328 Beds | 3 Miles From
Fresenius Medical Care



Parkway East (43,500 VPD)



DISTANCE FROM SUBJECT PROPERTY

57 - MILES Tuscaloosa, AL

90 - MILES Montgomery, AL

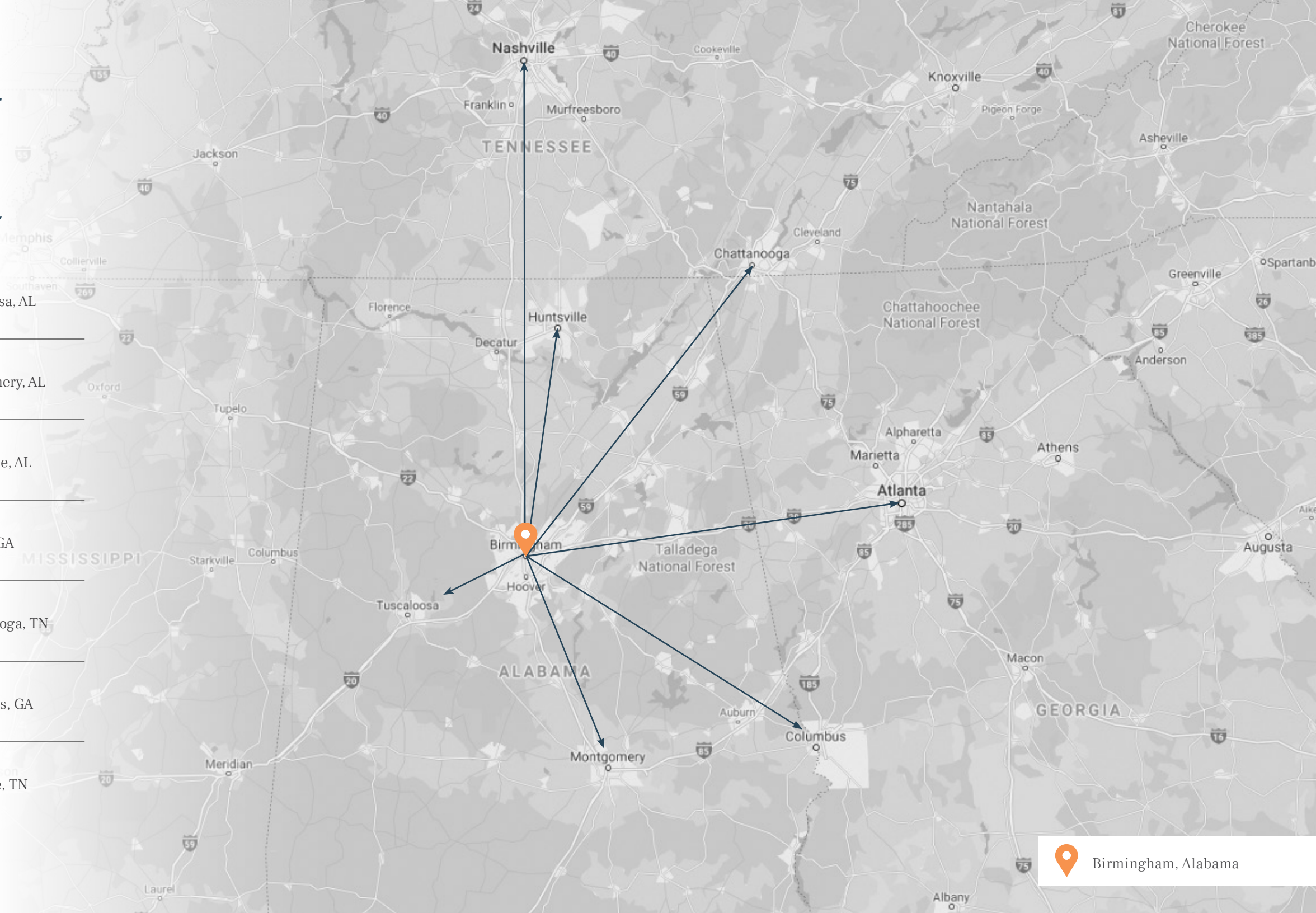
101 - MILES Huntsville, AL

147 - MILES Atlanta, GA

148 - MILES Chattanooga, TN

173 - MILES Columbus, GA

191 - MILES Nashville, TN



Birmingham, Alabama

BIRMINGHAM OVERVIEW

The Birmingham-Hoover metro contains a population of roughly 1.2 million residents in North Central Alabama. The metro is composed of Jefferson, Bibb, Shelby, Blount, Chilton, Walker and St. Clair counties. The most populous city is Birmingham, with more than 213,200 people, followed by Hoover and Vestavia Hills with 87,200 and 35,100 residents, respectively. Population growth is expanding outward from the city along the interstate system into next-ring cities such as Alabaster.

MAJOR AREA EMPLOYERS

University of Alabama at Birmingham
BellSouth
Baptist Health System Inc.
Birmingham Board of Education
City of Birmingham
AmSouth Bancorporation
Bruno's Supermarkets Inc
Children's Health Systems
Wachovia
Alabama Power Company

Downtown - Birmingham, AL



ECONOMIC GROWTH

The metro's economy is expected grow 1.4 percent in 2020, a rate slightly lower than that of the nation.



MANUFACTURING & DISTRIBUTION

Birmingham-Hoover houses three international automobile manufacturers: Mercedes-Benz, Honda and Hyundai.



DIVERSE EMPLOYMENT BASE

A shift is occurring from a manufacturing-dominant economy to include biotechnologies and finance.



QUALITY OF LIFE

A former steel and manufacturing center once known as the “Pittsburgh of the South,” Birmingham has experienced a major economic turnaround, and while not quite as far along as noted Southern stars like Charlotte, Raleigh Durham and Atlanta, the area has come a long way.

The steel industry is still evident but has transitioned into higher value-add manufacturing enterprises supporting the South’s growing automotive assembly industry, which surrounds the city in a few-hundred-mile radius. Beyond this industry, the economy has moved decidedly towards more new-economy enterprises in research, medicine, banking, finance, and technology. The area has become a magnet for young educated workers and their families looking for alternatives to Atlanta and other booming Southern centers. The area scores relatively well in healthcare, arts, and the economy.

ECONOMY

- ✓ Recovery in Birmingham-Hoover’s manufacturing and steel industries has helped the local economy record significant gains in recent years. Continued diversification into high-tech manufacturing and white-collar jobs is strengthening the state’s recovery.
- ✓ Healthcare industries have become more prominent. The University of Alabama at Birmingham is a leader in biotechnology and medical research.
- ✓ The financial sector is expanding. Major banks, insurance companies and other financial institutions such as BBVA Compass are represented in the area.

CONFIDENTIALITY AGREEMENT

The information contained in the following offering memorandum is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and it should not be made available to any other person or entity without the written consent of Marcus & Millichap. By taking possession of and reviewing the information contained herein the recipient agrees to hold and treat all such information in the strictest confidence. The recipient further agrees that recipient will not photocopy or duplicate any part of the offering memorandum. If you have no interest in the subject property at this time, please return this offering memorandum to Marcus & Millichap.

This offering memorandum has been prepared to provide summary, unverified financial and physical information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCBs or asbestos, the compliance with local, state and federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this offering memorandum 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. All potential buyers must take appropriate measures to verify all of the information set forth herein. Prospective buyers shall be responsible for their costs and expenses of investigating the subject property.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONTACT THE MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

Marcus & Millichap THE DELTONDO GROUP

19800 MacArthur Boulevard, Suite 150
Irvine, California 92612

www.deltondoadvisorygroup.com

NET LEASED DISCLAIMER

Marcus & Millichap hereby advises all prospective purchasers of Net Leased property as follows: The information contained in this marketing Brochure has been obtained from sources we believe to be reliable. However, Marcus & Millichap has not and will not verify any of this information, nor has Marcus & Millichap conducted any investigation regarding these matters. Marcus & Millichap makes no guarantee, warranty or representation whatsoever about the accuracy or completeness of any information provided. As the Buyer of a net leased property, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Marketing Brochure is not a substitute for your thorough due diligence investigation of this investment opportunity. Marcus & Millichap expressly denies any obligation to conduct a due diligence examination of this Property for Buyer. Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property. The value of a net leased property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors. Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any net leased property to determine to your satisfaction with the suitability of the property for your needs.

Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property. By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this net leased property.

Lead Brokers:

PETER DELTONDO

Managing Member
pdeltondo@mmreis.com
(949) 419-3267
License: CA 01797033

MICHAEL WESTER

Associate Director
mwester@mmreis.com
(949) 419-3213
License: CA 02006462

ANDRE THOMPSON

Associate
athompson2@mmreis.com
(949) 419-3217
License: CA 02086459

BROOKS BENNETT

Associate
bbennett@mmreis.com
(949) 419-3243
License: CA 02079079

COVID-19 NOTICE

All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.)

BRYCE DUNKS

Director of Operations
bdunks@mmreis.com
(949) 419-3225

EDDIE GREENHALGH

Broker of Record
License: 00008-8298