



FRESENIUS MEDICAL CARE

Investment Grade Credit (S&P: BBB) | Absolute NNN Lease | 18-Year Operating History



FRESENIUS
MEDICAL CARE

DUPONT HOSPITAL

- ACUTE CARE HOSPITAL (SERVING 391,000 POPULATION)
- 210,000 SF (131 BEDS)
- 600 PHYSICIANS (TOP 100 HOSPITALS - *WATSON HEALTH*, 2019)

In Association with ParaSell, Inc. | A Licensed Indiana Broker #RC51900187

OFFERING MEMORANDUM
FORT WAYNE, INDIANA



HANLEY INVESTMENT GROUP
REAL ESTATE ADVISORS



OFFERING MEMORANDUM

FORT WAYNE, INDIANA

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EXCLUSIVELY LISTED BY:

Bill Asher

Executive Vice President
basher@higrea.com
844.585.7684

Ed Hanley

President
ehanley@higrea.com
844.585.7677

Jeff Lefko

Executive Vice President
jlefk@higrea.com
844.585.7682

Scott Reid

ParaSell, Inc.
broker@parasellinc.com
949.942.6585 | IN Lic #RC51900187



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OFFERING SUMMARY

FRESENIUS MEDICAL CARE

LOCATION

Fresenius Medical Care
10204 East Dupont Circle Drive
Fort Wayne, IN 46825



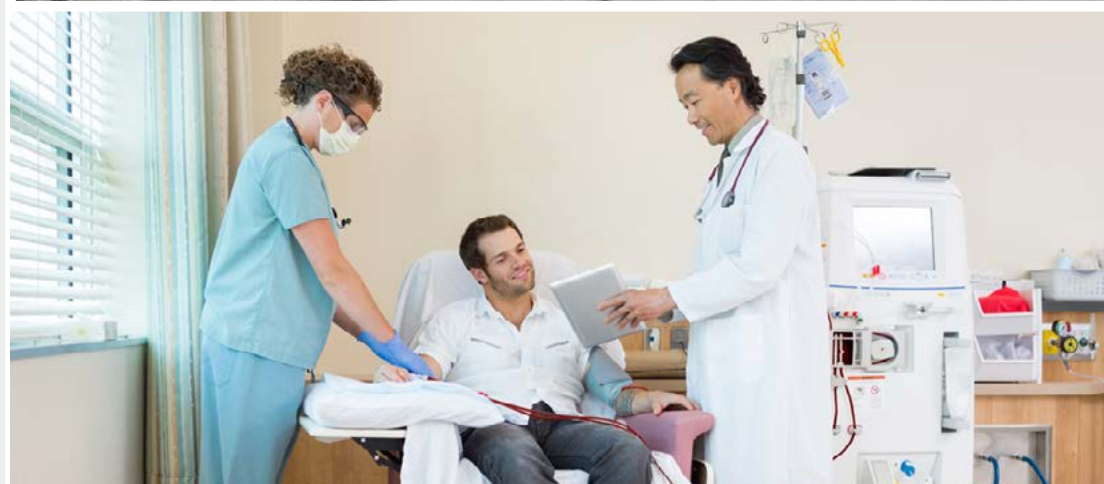
OFFERING SUMMARY

Price:	\$2,755,000
Net Operating Income (NOI): (1)	\$169,347
Capitalization Rate: (1)	6.15%
Net Rentable Area:	7,580
Year Built:	2001
Lot Size (Acres):	1.59

LEASE TERMS (2)

Lease Commencement:	2/1/2002
Lease Expiration:	1/31/2027
Lease Type:	Absolute NNN
Roof & Structure:	Tenant Responsibility
Monthly Rent: (1)	\$14,112 (\$1.97/sf)
Annual Rent: (1)	\$169,347 (\$23.63/sf)
Rental Schedule:	Current - \$179,107 February 2022 - \$165,348 February 2025 - 2% Annual Increases
Renewal Options:	One 5-Year @ 3% Annually (FMV Reset)

(1) Reflective of the average rent over the remaining lease term as of February 1, 2021.
(2) All lease provisions to be independently verified by Buyer during the Due Diligence Period.



**FRESENIUS
MEDICAL CARE**

**QUICK
FACTS**

#1
**WORLD'S LARGEST
DIALYSIS PROVIDER**

4,000+
**LOCATIONS IN
ALL 50 STATES**

349,000
**PATIENTS SERVED
ANNUALLY**



- **Single-Tenant Fresenius Kidney Care:**

- Absolute NNN lease; zero landlord responsibilities
- 18-year track record operating at this location (tenant since 2002)
- Recent 6.5-year lease extension
- 2% annual increases starting in 2025
- Corporate lease with one 5-year option
- Fresenius Medical Care (NYSE: FMS; S&P: BBB) is the world's largest dialysis provider
- 2019 revenue of \$20.4 billion
- Fresenius serves over 349,000 patients in over 4,000 facilities nationwide, and continues to expand domestically and internationally

- **E-Commerce and Recession Resistant Tenant:** Medical services are widely regarded as the most stable product type in the face of growing online sales and economic instability



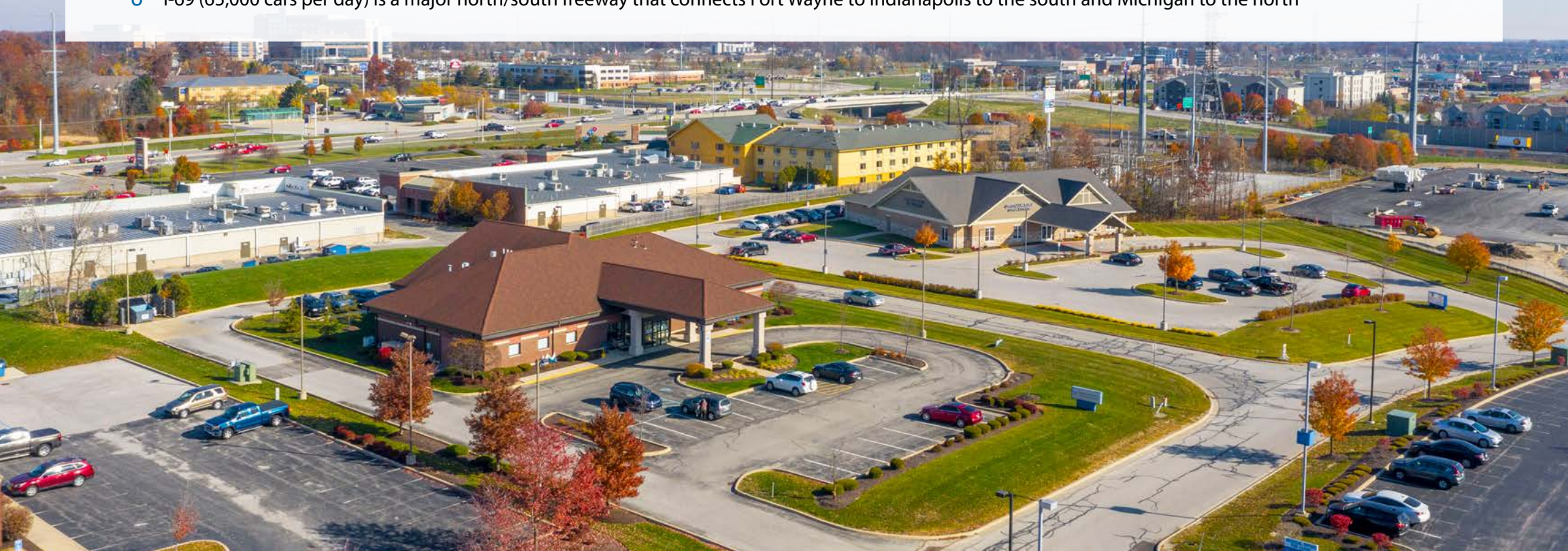


- **Fresenius Benefits from its Proximity to Two Major Hospitals:**

- **Dupont Hospital and Medical Park** – 131-bed acute care facility and medical office business park located adjacent to the subject property
- **Parkview Regional Medical Center** – 712-bed facility just 1 miles from the subject property
 - ◆ In the third quarter of 2020, Parkview Regional Medical Center completed a \$98 million expansion project; the new six-story, 168,000 square foot tower added 72 new inpatient beds and 100 new clinical positions
 - ◆ Parkview Health is a not-for-profit, community-based health system serving a northeast Indiana and northwest Ohio population of more than 895,000
 - ◆ Parkview Health is the region's largest employer with more than 13,000 employees across all their facilities

- **Freeway Accessible:** The subject property is adjacent to the Dupont Road I-69 Interchange and less than 1-mile from the I-469 Interchange

- I-69 (65,000 cars per day) is a major north/south freeway that connects Fort Wayne to Indianapolis to the south and Michigan to the north



INVESTMENT HIGHLIGHTS

FRESENIUS MEDICAL CARE



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- **Ideally Located in the High Growth Dupont Corridor:** The Dupont Corridor of North Fort Wayne is experiencing significant housing and commercial development due to the growing campus of Parkview Health
 - The number of households within a 3-mile radius of the property has increased by 46% since 2000 and is expected to increase an additional 7% by 2024
- **Dense, Affluent Demographics:** There are over 113,000 residents within a 5-mile radius; average household incomes are more than \$107,000 within a 1-mile radius of the subject property
- **Fort Wayne is the Cultural and Economic Hub of Northeast Indiana:** The city is within a 300-mile radius of major population centers including Chicago, Cincinnati, Cleveland, Columbus, Detroit, Indianapolis, Louisville, Lexington, and Milwaukee
 - The subject property is 10 miles from downtown Fort Wayne
 - **Allen County War Memorial Coliseum** – 6 miles from the subject property; 14,000-seat entertainment arena that attracts nearly 1 million annual visitors to the area and is home to NBA G League Team
 - **Indiana University – Purdue University Fort Wayne** – 5 miles from the subject property; largest public university in northeast Indiana with over 10,000 students



AERIAL SITE PLAN / PARCEL MAP

FRESENIUS MEDICAL CARE



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PROPERTY PARCEL

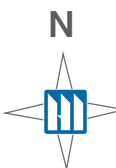
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DUPONT COMMERCE COURT

DUPONT CIRCLE DRIVE

DUPONT HOSPITAL

- ACUTE CARE HOSPITAL (SERVING 391,000 POPULATION)
- 210,000 SF (131 BEDS)
- 600 PHYSICIANS (TOP 100 HOSPITALS - WATSON HEALTH, 2019)



AERIAL OVERVIEW

FRESENIUS MEDICAL CARE



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DEMOGRAPHICS

	Population	AHHI
1-Mile Radius	4,056	\$107,272
3-Mile Radius	50,888	\$87,493
5-Mile Radius	113,085	\$80,314

NORTHWEST DUPONT SHOPPING CENTER



PINE VALLEY SHOPPING



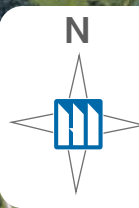
65,000 CPD



DUPONT CIRCLE DRIVE



47,000 CPD



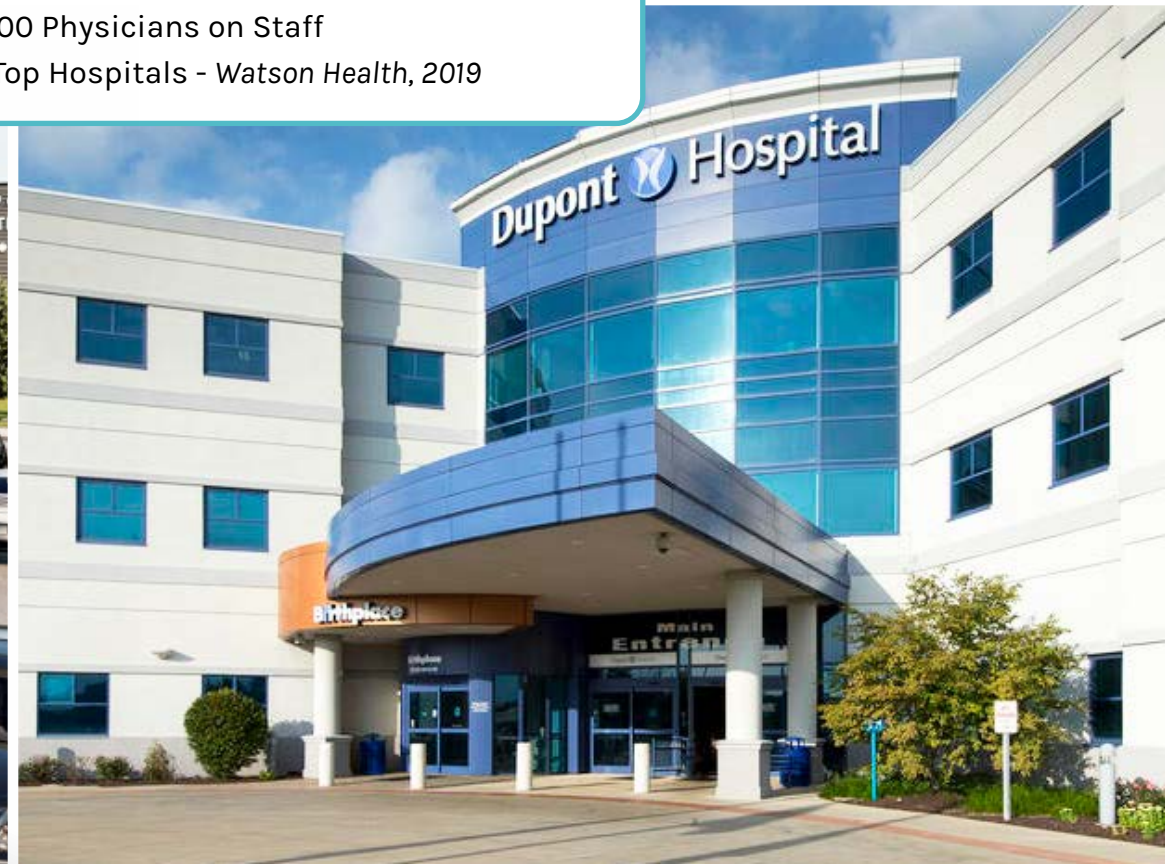


Dupont Hospital

- ◆ Acute Care Hospital Serving a Population of 391,000
- ◆ 210,000 Square Foot Facility with 131 Beds
- ◆ More Than 600 Physicians on Staff
- ◆ Ranked 100 Top Hospitals - *Watson Health, 2019*



PLANNED MEDICALLY-INTEGRATED HEALTH AND FITNESS CENTER ON THE DUPONT HOSPITAL CAMPUS







Fresenius Medical Care is the world's leading provider of products and services for people with chronic kidney failure and is one of four divisions of parent company Fresenius SE & Co. KGaA. Each year, Fresenius Medical Care treats over 349,000 dialysis patients at 4,000 clinics in 150 countries around the world. The company operates 45 manufacturing sites in 20 countries to produce necessary dialysis products such as dialysis machines, dialyzers, and related disposable items. Over 52 million treatments were performed in 2019 by the company's 120,600 employees. The company produced 167 million dialyzers last year, with one of every two dialysis machines worldwide being manufactured by Fresenius Medical Care.

Fresenius Medical Care reached €17.477 billion (\$20.4 billion) adjusted revenue in 2019, an increase of 5% from 2018. North America accounted for 70% of this revenue and 32 million of the 52 million treatments performed worldwide. Estimates project the growth of dialysis patients in North America to increase 3-4% annually through 2025. Fresenius Medical Care currently has 38% of the dialysis market share in the United States.

In October, the company announced its medium-term growth strategy which includes using artificial intelligence and data analysis technologies to strengthen its renal care continuum; extending its critical care portfolio to include treating heart, lung, and multi-organ failure; and expanding its network of complementary assets through partnerships, investments, and acquisitions. Fresenius expects the new strategy to result in average annual increases in the mid-single-digit percentage range for revenue and the upper-single-digit percentage range for net income.

Fresenius Medical Care's corporate headquarters is in Bad Homburg v. d. Höhe, Germany, and North American headquarters is in Waltham, Massachusetts.

TOP HONORS

- **#201 "World's Best Employers"** - Forbes (2020)

Company Type:	Public (NYSE: FMS; S&P: BBB)
Locations:	4,000+ clinics; 45 production sites
Website:	www.fmcna.com



Fresenius outlines plans to expand extra-corporeal care portfolio to hearts, lungs

By Conor Hale | October 9, 2020

Dialysis giant Fresenius Medical Care has laid out a new five-year strategy to further expand the reach of its business beyond kidney disease by offering a portfolio of intensive care support products for failing hearts, lungs and other organs.

During a virtual capital markets day, the company's management also outlined plans to strengthen the connections between its various treatments spanning renal care to better address each point along the course of both chronic and acute illness.

This includes the development of new therapies using digital technologies, artificial intelligence and big data as well as the use of personalized medicine and home-based care.



[CLICK FOR ARTICLE](#)



PARKVIEW
HEALTH



New medical tower at Parkview Regional Medical Center set to open ahead of schedule

Fort Wayne, IN | August 18, 2020

The new medical tower at Parkview Regional Medical Center (PRMC) will open nearly three months earlier than originally planned, with the first patients scheduled to arrive Thursday, Aug. 20.

The six-story, 168,000-square-foot tower will add a total of 72 new inpatient beds and 100 new clinical positions. The \$98 million investment resulted from a growing demand for inpatient and ambulatory care for patients from northeast Indiana and northwest Ohio.

The design largely mimics the existing PRMC tower, including all-private rooms and an abundance of natural light...



[CLICK FOR ARTICLE](#)

Fort Wayne, Indiana

- Located in Northeastern Indiana in Allen County, the largest county east of the Mississippi River
- 267,522 total population; 1.5 million residents within a 60-mile radius
- #2 largest city in the state of Indiana, and the hub of Northeast Indiana
- Half of U.S. markets are within a 1-day drive of Allen County

ECONOMY

- A diverse economy with the largest industries in manufacturing, health care, social assistance, and retail trade
- Top employers include Parkview Health Systems (7,858), Lutheran Health Network (4,768), General Motors (3,900), Lincoln Financial Group (1,954), and BFGoodrich (1,640)
- Other notable companies include Berkshire Hathaway, Sweetwater Sound, BAE Systems, Frontier Communications, and Vera Bradley
- \$2.6 billion private capital investments made in the county since 2014, more than half originating from Fortune 500 companies
- **Logistics Hub** - #1 for connecting interstates; #2 largest FedEx air hub in the world, #3 in total freight railroads, and #5 in first-class railroads
 - 150+ trucking and logistics companies, including Triple Crown and SIRVA, are here to support business transportation needs
- Notable medical companies include DePuy Synthes, Zimmer Biomet, and Medtronic
 - \$17 billion in revenue, accounting for one-third of the worldwide orthopedic market
- #1 state for manufacturing; manufacturers invest in technology to remain at the cutting edge, workers are highly skilled and adaptable
- **Harrison Square** - Mixed-use downtown development project featuring a \$30 million ballpark, a Courtyard by Marriott, parking garage, apartments, park, and retail/office space
 - \$106 million current estimated economic impact; \$245 billion estimated total economic impact over the next 10 years

City of Fort Wayne *Highlights*

267,522

**TOTAL
POPULATION**

#1

**MANUFACTURING
IN THE STATE**

#2

**WORLD'S LARGEST
FEDEX AIR HUB**

Downtown Fort Wayne



**#2
LARGEST CITY
IN THE STATE**

Parkview Health Systems



**389K
WORKERS IN
THE REGION**

General Motors



**\$2.6B
PRIVATE CAPITAL
INVESTMENTS**



Fort Wayne, Indiana

- #5 "Cities with the Lowest Cost of Living in America" - Niche (2020)
- #4 state rank for "Cost of Doing Business" - CNBC (2019)
- #1 "Affordable Place to Live" - Niche (2019)
- #9 "Best Run City In America" - Wallet Hub (2017)

DEVELOPMENTS

- **The Landing** - \$35 million redevelopment with boutique shopping, fine dining, and 70 residential apartments; under construction
- **Arts Campus Fort Wayne** - An \$80 million development that will upgrade the campus with improved accessibility, infrastructure, and a new wing; plans to break ground in 2021
- **Boutique Hotel** - \$28 million, 5-story, 125-room hotel with restaurants, retail, and rooftop entertainment space; opening 2020
- **Electric Works** - \$440 million General Electric campus redevelopment project (one of the largest redevelopment projects in the U.S.); currently under construction
 - Will offer a year-round public market, office space, support for entrepreneurs, shopping and dining, and 120 apartments with high ceilings and stunning views

EDUCATION

- 214,000+ annual graduates from Tier 1 and Tier 2 research universities within 200 miles
- 31,000 college students are enrolled in Allen county colleges and universities
- **Ivy Tech Community College Northeast** - Indiana's community college system, encompassing more than 40 locations
 - Nation's largest singly accredited statewide community college system serving nearly 200,000 students annually
- **Purdue University Fort Wayne** - Largest public university in northeast Indiana, offering nearly 200 prestigious degrees and certificates; serves 10,139 students

TRANSPORTATION AND TOURISM

- **Fort Wayne International Airport** - 791,810 passengers in 2019, the tenth year of consecutive growth
- 6.5 million visitors and \$741 million in visitor expenditures annually in the city and Allen County

City of Fort Wayne Highlights

#1

**AFFORDABLE
PLACE TO LIVE**

#2

**LARGEST CITY
IN THE STATE**



**HOME TO
GENERAL MOTORS**

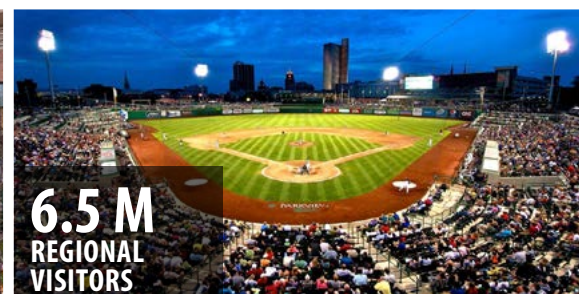
Electric Works



Purdue University Fort Wayne



Parkview Field





	<u>1-Mile</u>	<u>3-Mile</u>	<u>5-Mile</u>
Population			
2024 Projection	4,251	54,018	118,603
2019 Estimate	4,056	50,888	113,085
2010 Census	3,678	45,823	104,084
2000 Census	3,944	36,820	87,678
Growth 2000-2010	-6.74%	24.45%	18.71%
Growth 2010-2019	10.28%	11.05%	8.65%
Growth 2019-2024	4.81%	6.15%	4.88%
Households			
2024 Projection	1,784	21,432	46,758
2019 Estimate	1,675	20,051	44,299
2010 Census	1,511	18,045	40,645
2000 Census	1,455	13,704	33,760
Growth 2000-2010	3.85%	31.68%	20.39%
Growth 2010-2019	10.85%	11.12%	8.99%
Growth 2019-2024	6.51%	6.89%	5.55%
2019 Est. Population by Single-Classification Race			
White Alone	3,609	43,494	95,987
Black or African American Alone	95	2,707	6,095
American Indian and Alaska Native Alone	13	137	294
Asian Alone	125	2,300	5,202
Native Hawaiian and Other Pacific Islander Alone	-	10	23
Some Other Race Alone	115	804	2,126
Two or More Races	90	1,292	3,091
2019 Est. Population by Ethnicity (Hispanic or Latino)			
Hispanic or Latino	239	2,288	5,538
Not Hispanic or Latino	3,817	48,600	107,547
2019 Est. Average Household Income	\$107,272	\$87,493	\$80,314

CONFIDENTIALITY AGREEMENT

FRESENIUS MEDICAL CARE



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The information contained herein does not purport to provide a complete or fully accurate summary of the Property or any of the documents related thereto, nor does it purport to be all-inclusive or to contain all of the information which prospective buyers may need or desire. All financial projections are based on assumptions relating to the general economy, competition, and other factors beyond the control of the Owner and Broker and, therefore, are subject to material variation. This Marketing Package does not constitute an indication that there has been no change in the business or affairs of the Property or the Owner since the date of preparation of the information herein. Additional information and an opportunity to inspect the Property will be made available to interested and qualified prospective buyers.

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basher@higrea.com
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\$7.6 BILLION

retail sales nationwide



SHARED DATABASE

collaborative proprietary database



GLOBEST. INFLUENCERS

in retail & net lease sales



COSTAR POWER BROKER

top sales brokers & firm in OC



NATIONWIDE REACH

retail & investors across the U.S.