



FRESENIUS KIDNEY CARE



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Marcus & Millichap

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Brokers of Record:
Chris Shaheen
Broker Louisiana

Activity ID: ZAC0310058

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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.

INVESTMENT OVERVIEW



Marcus & Millichap is pleased to present the opportunity to acquire a recently completed build to suit Fresenius clinic in Broussard, Louisiana. The fifteen-year lease features 1.7% annual increases. In addition, there are three five-year options to extend the lease.

FMC Broussard represents the opportunity for an investor to secure a life-sustaining medical office property with a growing cash flow. There is great stability in this asset with the continuing increase in End Stage Renal Disease and the growing need for dialysis treatment within this underserved region of the country. Fresenius is the leader in dialysis treatment worldwide, has a credit rating of BBB and offers a full corporate guarantee behind the lease at this location.

The city of Broussard is part of the Lafayette MSA and is home to a present-day industrial community with over 300 businesses. Located less than 5 miles from downtown Lafayette, the city of Broussard boasts a rich historical culture. The property sits on nearly 2 acres of land, and enjoys direct frontage on Youngsville Hwy, traveled by over 15,500 VPD. This 25-chair, state of the art clinic is ideally positioned to service the residents of Broussard and Youngsville, Louisiana for many years to come.

INVESTMENT HIGHLIGHTS

- ✓ 2020 Construction | Build to Suit
- ✓ 1.7% Annual Rental Increases
- ✓ High Volume Clinic | 25 Chairs
- ✓ Corporate Guarantee by FMCH | NYSE: FMS



The Offering

Address	138 Youngsville HWY. Lafayette, LA 70508
Price	\$3,444,440
Capitalization Rate	5.00%
Price/SF	\$315.57

Property Description

Year Built	2020
Gross Leasable Area	10,915
Type of Ownership	Fee Simple
Lot Size	1.75 Acres

Lease Summary

Rental Increases	1.7% Annually
Guarantor	Fresenius Medical Care Holdings Inc.
Lease Type	NN
Lease Commencement	11/12/2020
Lease Expiration	11/30/2035
Lease Term	15
Term Remaining on Lease (Years)	14.7
Renewal Options	Three Five Year Options
LL Responsibility	Roof, Structure, Parking Lot, HVAC \$2,500+
Tenant Responsibility	Taxes, Insurance, Maintenance

Annualized Operating Information

Net Operating Income	\$172,222
Rent Per Square Foot	\$15.78

Rent Schedule

Year	Annual Rent	Monthly Rent	Cap Rate
Current	\$172,222	\$14,352	5.00%
12/1/2021 – 11/30/2022	\$175,150	\$14,596	5.09%
12/1/2022 – 11/30/2023	\$178,127	\$14,844	5.17%
12/1/2023 – 11/30/2024	\$181,155	\$15,096	5.26%
12/1/2024 – 11/30/2025	\$184,235	\$15,353	5.35%
12/1/2025 – 11/30/2026	\$187,367	\$15,614	5.44%
12/1/2026 – 11/30/2027	\$190,552	\$15,879	5.53%
12/1/2027 – 11/30/2028	\$193,792	\$16,149	5.63%
12/1/2028 – 11/30/2029	\$197,086	\$16,424	5.72%
12/1/2029 – 11/30/2030	\$200,437	\$16,703	5.82%
12/1/2030 – 11/30/2031	\$203,844	\$16,987	5.92%
12/1/2031 – 11/30/2032	\$207,309	\$17,276	6.02%
12/1/2032 – 11/30/2033	\$210,834	\$17,569	6.12%
12/1/2033 – 11/30/2034	\$214,418	\$17,868	6.23%
12/1/2034 – 11/30/2035	\$218,063	\$18,172	6.33%

Offering Summary

Price	\$3,444,440
Net Operating Income	\$172,222
Capitalization Rate – Current	5.00%
Price / SF	\$315.57
Rent / SF	\$15.78
Lease Type	NN
Gross Leasable Area	10,915 SF
Year Built / Renovated	2020
Lot Size	1.75 acre(s)

Marcus & Millichap Financing Quote

New Acquisition Financing	\$2,238,886
Down Payment	\$1,205,554
Loan To Value	65%
Interest Rate	3.25%
Amortization Period	30
Year 1 Debt Service Coverage	1.47
Annual Debt Service Payment	\$116,925
Net Cash Flow After Debt Service	\$55,297
Cash on Cash Return	4.59%
Principal Reduction - Year 1	\$44,825
Total Return	8.31% \$100,122

Offering Summary

Population	3 Miles	5 Miles	10 Miles
■ 2025 Projection			
Total Population	40,846	116,829	260,453
■ 2020 Estimate			
Total Population	37,553	107,680	244,849
■ 2010 Census			
Total Population	32,496	93,352	221,640
■ 2000 Census			
Total Population	26,137	77,836	193,353
■ Current Daytime Population			
2020 Estimate	57,332	156,204	297,029

Population Profile	3 Miles	5 Miles	10 Miles
■ Population By Age			
2020 Estimate	37,553	107,680	244,849
Under 20	25.05%	25.11%	26.12%
20 to 34 Years	22.50%	23.46%	23.22%
35 to 39 Years	8.19%	7.45%	7.23%
40 to 49 Years	12.95%	11.92%	11.80%
50 to 64 Years	18.79%	18.38%	18.41%
Age 65+	12.54%	13.68%	13.23%
Median Age	36.43	35.92	35.44

For additional financing details and to get a customized quote please contact:

Garrett Fierstein

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Fresenius Medical Care is the world's largest provider of products and services for individuals with renal diseases of which around 3.5 million patients worldwide regularly undergo dialysis treatment. Through its network of 4,003 dialysis clinics, Fresenius Medical Care provides dialysis treatments for 345,096 patients around the globe. Fresenius Medical Care has 120,659 employees in more than 50 countries. Fresenius Medical Care is also the leading provider of dialysis products such as dialysis machines or dialyzers. Along with the core business, the company focuses on expanding the range of related medical services in the field of Care Coordination. Fresenius Medical Care is listed on the Frankfurt Stock Exchange (FME) and on the New York Stock Exchange (FMS).

Tenant Profile

Entity	Fresenius Medical Care AG & Co. KGaA
Ticker	NYSE: FMS
Headquarters	Bad Homburg, Germany
Revenue	\$19.20 Billion
EBITDA	\$2.73 Billion
Operating Income	\$2.49 Billion
Net Income	\$1.32 Billion
Credit Rating	S&P BBB Moody's Baa3
Dialysis Patients	345,096
Dialysis Clinics	4,003

MISSION

To deliver superior care that improves the quality of life of every patient, every day, setting the standard by which others in the healthcare industry are judged.

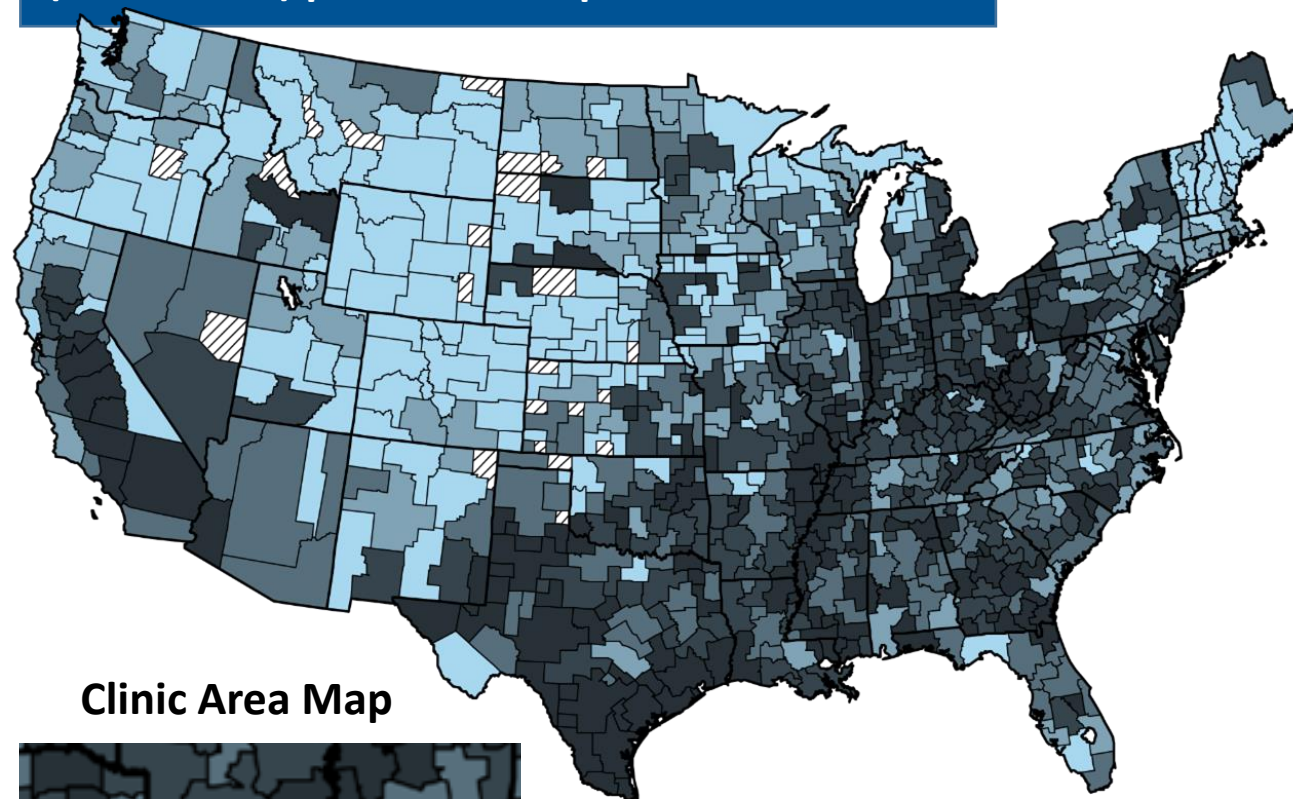
VISION

To be the leader and partner of choice in managing care in a value-based system, we must continuously create clinical value for our patients and payors that translates to economic value for all of us.



[Click here for additional company information](#)

Incidence of ESRD, by Health Service Area (2011-2015) per USRDS report



Clinic Area Map

Fresenius Medical Care is the world's leading provider of dialysis products and services. We care for people with chronic kidney failure, of whom around 3.5 million worldwide depend on dialysis treatment. Thanks to our decades of experience in dialysis, our innovative research and our value-based care approach, we can help them to enjoy the very best quality of life.



4,003
CLINICS



345,096
PATIENTS SERVED



120,659
EMPLOYEES



52M+
TREATMENTS



50+
STATES AND
TERRITORIES IN OUR
NETWORK



1 out of every 6 Medicare dollars was for patients with kidney failure. That's \$114 Billion for people with chronic kidney disease (CKD) and end-stage renal disease (ESRD).

LOCATION OVERVIEW



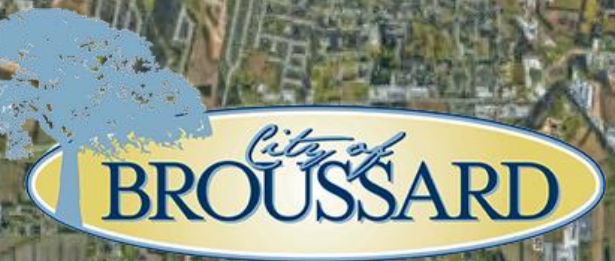


Medical Demand Drivers

 **Ochsner**
Lafayette General



 **OUR LADY
OF LOURDES**





Founded by the Franciscan Missionaries of Our Lady in 1949, Our Lady of Lourdes is a regional acute care medical center focused on the healing ministry of Jesus Christ. Lourdes is a wholly owned subsidiary of the Franciscan Missionaries of Our Lady Health System, which is the largest locally-owned, not-for-profit health system in Louisiana.

The hospital employs more than 2,200 people and offers a physician staff of over 600 doctors in a variety of medical and surgical specialties. Lourdes' services include Centers of Excellence in the areas of Orthopedics, Stroke and a Robotics Surgery Program. The hospital is home to the only burn unit in Southwest Louisiana and a Commission on Cancer accredited oncology program. Our Lady of Lourdes operates Our Lady of Lourdes Heart Hospital, a premier 32-bed cardiac facility and Our Lady of Lourdes Women's & Children's Hospital offering the area's only Pediatric Intensive Care Unit and Level 3 Surgical Neonatal Intensive Care Unit. With additional services including multiple clinics, four imaging locations and a primary care physician network, Lourdes provides easy access to comprehensive care throughout the community.

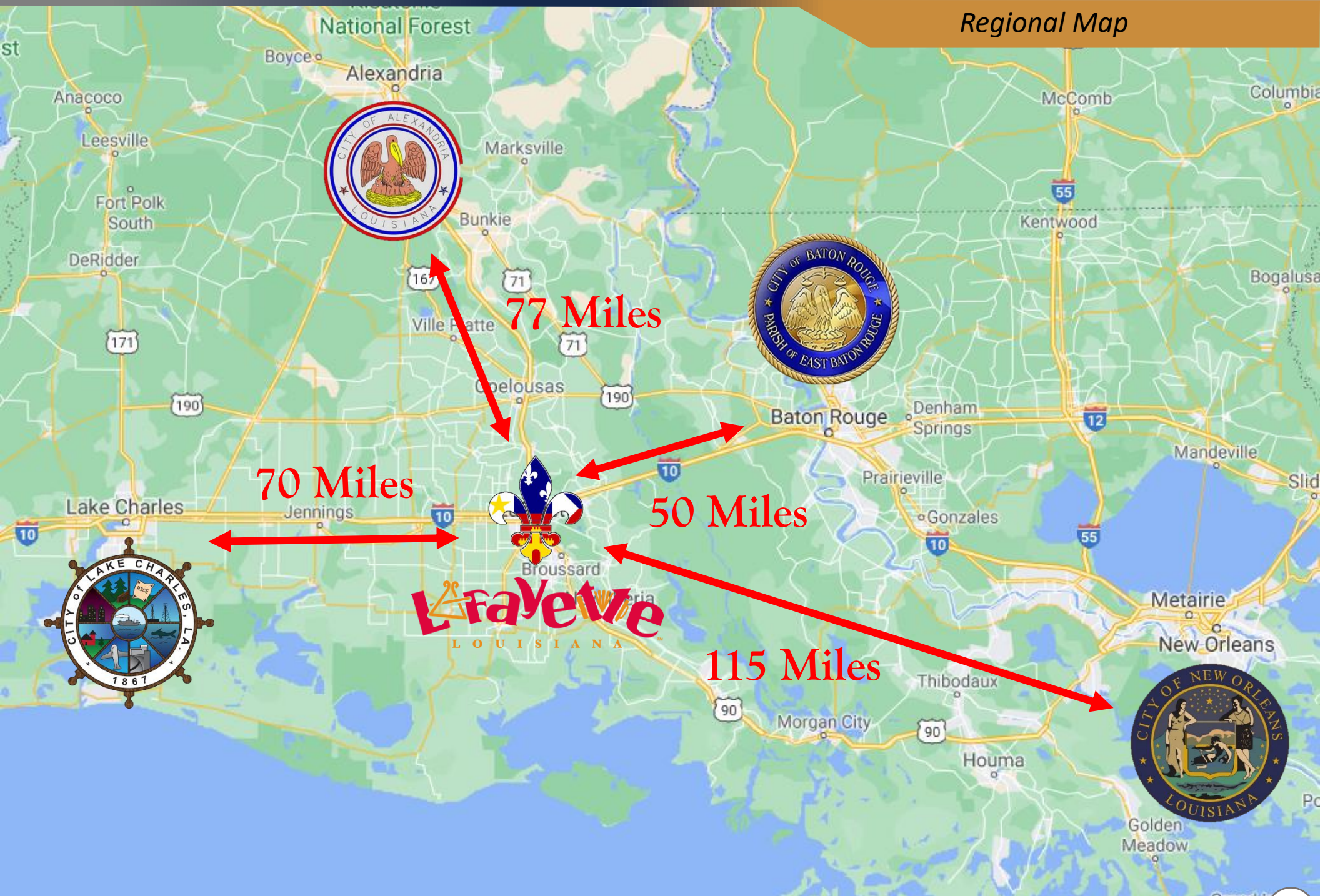
<https://lourdesrmc.com/about-us/>

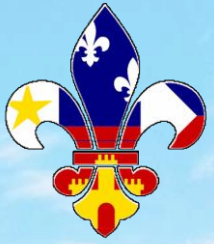
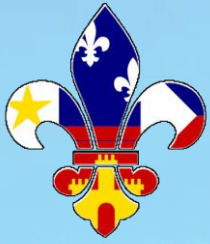


Ochsner Lafayette General Medical Center staffs a total of 461 beds, including 334 at its main campus, 93 at its Ochsner Lafayette General Orthopedic campus and 24 at the Behavioral Health Unit. It is the largest full-service acute-care medical center in Acadiana. Ochsner Lafayette General has the busiest emergency department in Acadiana and handles the highest level of trauma in the region as a Level II Trauma Center. The hospital's 34-bed adult intensive care unit is staffed 24/7 by intensivists (physicians specializing in critical care), while the 31-bed neonatal intensive care unit boasts benchmark status in key performance indicators by the Vermont Oxford Network.

Our full-service, tertiary care facility offers a highly-trained staff and excellent physicians to bring about positive patient outcomes. Lafayette General Medical Center is recognized by federal and state tax laws as a 501©(3) not-for-profit corporation. As a community-owned and managed hospital, all decisions are made locally by an experienced administrative team and a volunteer Membership Corporation and Board

<https://www.ochsner.org/locations/ochsner-lafayette-general-medical-center>





Lafayette is located in the southern central part of Louisiana, at the intersection of Highways 10 and 49. It is the fourth largest city in Louisiana and is the only major city in Louisiana that has grown in population since the year 2000. Lafayette resides in an area called Acadiana, which is known as the Cajun Heartland, and is the unofficial Cajun Capitol of the south.

Lafayette has a strong tourism industry, attracted by the wonderful Cajun food of this region. It has more restaurants per capita of any city in the entire area. The city has a thriving arts community, consisting of theatre, visual arts, and especially music. Cajun music is a combination of bluegrass and French with a little European folk music thrown in. Almost every weekend, there is a music, dance or street festival and the city is known for its great Mardi Gras celebrations when Lafayette explodes with color and wild costumes.

Because of its year-long warm climate, Lafayette is known as "The Sportsman's Paradise". The bayous and swamps are great places for canoe rides and the fishing is very popular. In addition, there are championship golf courses nearby and lots of hiking and biking trails to explore. The Louisiana Ragin Cajuns is the team name of the University of Louisiana at Lafayette.

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Closed 1,678
debt and equity
financings
in 2018



National platform
operating
within the firm's
brokerage offices



\$6.24 billion
total national
volume in
2018



Access to
more capital
sources than
any other firm
in the industry

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Our ability to enhance buyer pool by expanding finance options

Our ability to enhance seller control

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- Our ability to manage buyers finance expectations
- Ability to monitor and manage buyer/lender progress, insuring timely, predictable closings
- By relying on a world class set of debt/equity sources and presenting a tightly underwritten credit file

138 Youngsville Highway Lafayette, Louisiana

For Inquiries and to Present Offers
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