



**FRESENIUS
MEDICAL CARE**



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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.

Marcus & Millichap

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INVESTMENT OVERVIEW



Marcus & Millichap is pleased to present a net-leased essential medical office investment opportunity in Winnsboro, Louisiana. The property is one hundred percent occupied by Fresenius Medical Care (NYSE: FMS), the leading provider of renal care globally. The location has been, and continues to be, synonymous with providing life sustaining health services to the community for over two decades. United States Renal data shows End Stage Renal Disease (ESRD) in the state of Louisiana continuing to rise, further highlighting the importance of this treatment center in the years ahead.

Fresenius Winnsboro is a high-volume clinic containing 15 dialysis stations. The business operates two shifts a day, six days a week. The lease features a low rent per square foot, making it difficult to replace, and attractive two percent annual rent escalations as a hedge against inflation, beginning in 2024. As evidence to their commitment to this location, Fresenius extended their lease early for an additional five years—nearly three years ahead of schedule.

The clinic has over 140 feet of direct exposure on Front St., the main throughfare of the town which benefits from over 8,700 vehicles per day. The property sits just South of the city center and is within one mile of the local hospital system known as Franklin Medical Center. Additionally, there are two assisted living facilities within the one-mile radius which provide a consistent flow of patients to the facility.

INVESTMENT HIGHLIGHTS

- Five-Year Lease Extension
 - Renewed 3 Years Ahead of Schedule
- Low Rent/SF at \$10.28/ft.
- 2% Annual Rental Increases Starting in 2024
- High Volume Clinic | 15 Chairs
 - Operating 2 Shifts/day | 6 Days/wk.
- Limited LL Expenses with Tenant Responsible for HVAC



The Offering

Address	3982 Front St. Winnsboro, Louisiana
Price	\$690,000
Capitalization Rate	6.76%
Blended Cap Rate	6.56%
Price/SF	\$152.12

Property Description

Year Built/Renovated	1974/1998
Gross Leasable Area	4,536
Zoning	Commercial
Type of Ownership	Fee Simple
Lot Size	1 Acres

Lease Summary

Rental Increases	2% Annually after 2023
Lease Type	NN
Lease Commencement	4/15/1998
Lease Expiration	12/31/2027
Term Remaining on Lease (Years)	6.75
Renewal Options	Two Five Year Options
LL Responsibility	Roof, Structure, Parking Lot
Tenant Responsibility	Taxes, Insurance, CAM, HVAC

Financial Overview

Annualized Operating Information

Net Operating Income	\$46,644
Rent Per Square Foot	\$10.28

Rent Schedule

Year	Annual Rent	Monthly Rent	Cap Rate
Current	\$46,644	\$3,887	6.76%
2022	\$47,537	\$3,961	6.89%
2023	\$42,774	\$3,565	6.20%
2024	\$43,636	\$3,636	6.32%
2025	\$44,498	\$3,708	6.45%
2026	\$45,405	\$3,784	6.58%
2027	\$46,313	\$3,859	6.71%



**FRESENIUS
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Offering Summary

Price	\$690,000
Net Operating Income	\$46,644
Capitalization Rate – Current	6.76%
Price / SF	\$152.12
Rent / SF	\$10.28
Lease Type	NN
Gross Leasable Area	4,536 SF
Year Built / Renovated	1974/1998
Lot Size	1.00 acre(s)

Marcus & Millichap Financing Quote

New Acquisition Financing	\$483,000
Down Payment	\$207,000
Loan To Value	70%
Interest Rate	4.00%
Amortization Period	25 Years
Year 1 Debt Service Coverage	1.52
Annual Debt Service Payment	\$30,593
Net Cash Flow After Debt Service	\$16,051
Cash on Cash Return	7.75%
Principal Reduction - Year 1	\$11,482
Total Return	13.30% \$27,533

Investment Overview

POPULATION	3 Miles	5 Miles	10 Miles
2025 Projection			
Total Population	6,878	8,960	14,985
2020 Estimate			
Total Population	6,886	8,961	14,945
2010 Census			
Total Population	7,033	9,131	15,148
2000 Census			
Total Population	7,514	9,414	15,309
Current Daytime Population			
2020 Estimate	7,426	8,797	12,475
POPULATION PROFILE	3 Miles	5 Miles	10 Miles
Population By Age			
2020 Estimate Total	6,886	8,961	14,945
Under 20	31.49%	29.57%	27.96%
20 to 34 Years	19.35%	19.55%	18.67%
35 to 39 Years	5.94%	6.06%	6.15%
40 to 49 Years	10.21%	10.59%	10.97%
50 to 64 Years	17.05%	17.76%	19.06%
Age 65+	15.98%	16.45%	17.20%
Median Age	34.31	35.70	37.73

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

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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.

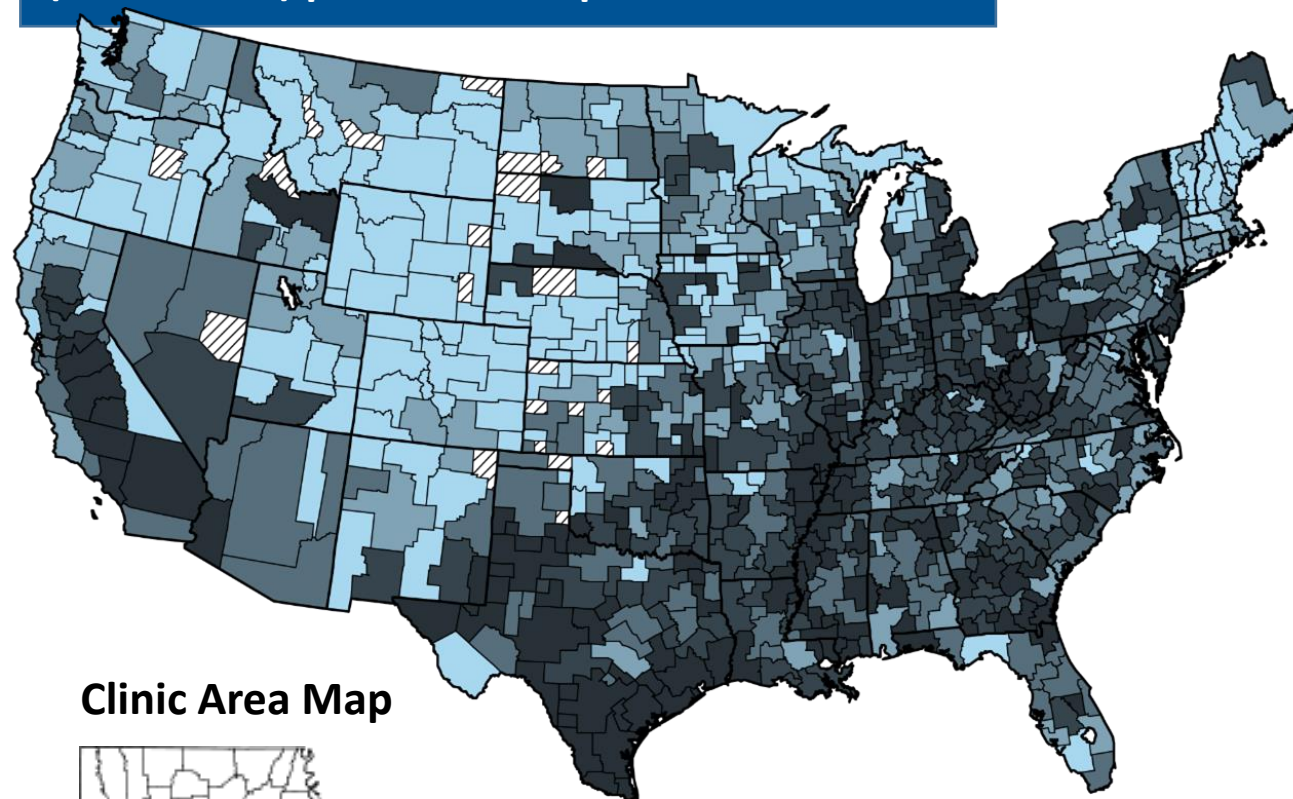
VISION

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



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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).

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



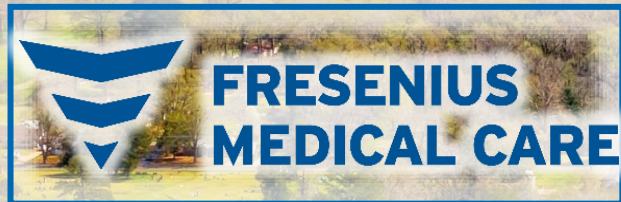
52M+
TREATMENTS



50+
STATES AND
TERRITORIES IN OUR
NETWORK

LOCATION OVERVIEW





WMC Winnsboro Medical Clinic
Walmart



GreenClinic
Health System

HSA
Northeast Delta
Human Services Authority
Mental Health • Addictive Disorders
Developmental Disabilities

PLANTATION-MANOR
~ NURSING & REHABILITATION CENTER, LLC ~

LEGACY
Nursing & Rehabilitation



FMC FRANKLIN
MEDICAL CENTER
COMMUNITY FOCUSED | QUALITY HEALTHCARE





Franklin Medical Center has been a part of Franklin Parish since 1970. The hospital has proudly provided healthcare to this area of Louisiana for over 40 years. We started out small and have grown over the years. We are dedicated to providing the citizens of Franklin Parish with a service that is dear to all of us. By keeping up with the latest medical techniques and equipment, this hospital is one of the leading medical facilities in this region.

<https://www.fmc-cares.com/>

PLANTATION-MANOR

~ NURSING & REHABILITATION CENTER, LLC ~

With over 55 years' experience in the long term care profession, Central Management facilities continue to earn the respect of our residents and their families, as well as our peers in the medical community. We emphasize and value quality care and superior service in all our facilities throughout the state. Our commitment to Improving Quality of Life is not a passing fad or empty slogan. It is found in every facility, in every administrator and in every department. At Plantation Manor, we take our responsibility to be good stewards seriously, and put our resources where our priorities are. We believe in continuous staff development and training, substantial reinvesting in upgrading (or rebuilding) our facilities, and adding cutting edge technology to provide the very best services to our customers.

<https://www.plantationmanornursingandrehab.com/>



As the Legacy Corporate team, we support and promote the Legacy Community vision, mission, and values in our communities. The Legacy Family envisions for our Residents individualized quality care that exceed Resident needs and expectations where each is comfortable being one's self in a friendly, creative, compassionate, and home-like setting. Our Legacy Corporate vision is to work together in supporting the communities in creating an environment that supports Resident independence and enhances quality of life. Our team vision is to create a great workplace environment through leadership, training, community trust, communication, team spirit, employee recognition and empowerment, while having a joyful spirit.

<http://www.legacy-nursing.com/index.php>



40 Miles



107 Miles

90 Miles



MARCUS & MILLICHAP CAPITAL CORPORATION CAPABILITIES

MMCC—our fully integrated, dedicated financing arm—is committed to providing superior capital market expertise, precisely managed execution, and unparalleled access to capital sources providing the most competitive rates and terms.

We leverage our prominent capital market relationships with commercial banks, life insurance companies, CMBS, private and public debt/equity funds, Fannie Mae, Freddie Mac and HUD to provide our clients with the greatest range of financing options.

Our dedicated, knowledgeable experts understand the challenges of financing and work tirelessly to resolve all potential issues to the benefit of our clients.



**Closed 1,994
debt and equity
financings
in 2019**



**National platform
operating
within the firm's
brokerage offices**



**\$7.18 billion
total national
volume in 2019**



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

WHY MMCC?

Optimum financing solutions
to enhance value

Our ability to enhance buyer pool
by expanding finance options

Our ability to enhance seller control

- Through buyer qualification support
- 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



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MEDICAL CARE**

For Inquiries and to Present Offers
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