



FRESENIUS KIDNEY 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.

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INVESTMENT OVERVIEW



Marcus & Millichap is pleased to present a high-yield net-leased essential medical office investment opportunity in Delta, Louisiana. The facility is leased by Fresenius Medical Care (NYSE: FMS), the leading provider of renal care globally. The location has been synonymous with providing important health services to the community for over two decades.

The clinic was built-to-suit in 1995 as a kidney treatment facility, catering to the needs of the cities of Delta, Louisiana and Vicksburg, Mississippi. The operations of this clinic were acquired by Fresenius in 2005 as part of the Renal Care Group acquisition. The property contains 16 dialysis stations and features a low rent per square foot. The rent has remained the same since the clinic was opened in 1995, making this location attractive to the tenant and difficult to replace.

The city of Delta is located on the Louisiana side of the Mississippi River, directly adjacent to the city of Vicksburg which is less than 2 miles away. Within that 2-mile radius are numerous assisted living facilities and regional hospital provider Merit Health. United States Renal data shows End Stage Renal Disease in the state of Louisiana and Mississippi continuing to rise, further highlighting the importance of this treatment center in the years ahead.

INVESTMENT HIGHLIGHTS

- ✓ High Yield Opportunity
- ✓ Low Rent/SF at \$11.00/ft.
- ✓ Rent Has Not Changed Since 1995
- ✓ 16 Chair Clinic Operating 6 Days/wk.
- ✓ Service Area Bound by Certificate of Need Laws



The Offering

Address	104 Railroad Ave. Delta, LA.
Price	\$850,000
Capitalization Rate	9.12%
Price/SF	\$113.33

Property Description

Year Built	1995
Gross Leasable Area	7,500
Zoning	Commercial
Type of Ownership	Fee Simple
Lot Size	Approx. 1 Acre

Lease Summary

Lease Type	Modified Gross
Lease Commencement	9/1/2019
Lease Expiration	8/31/2024
Lease Term	5
Term Remaining on Lease (Years)	3+
Renewal Options	(Two) Five Year Options
Landlord Responsibilities	Real Estate Tax, Insurance, Roof, Structure, Parking Lot
Tenant Responsibilities	Utilities, and Landscaping

Financial Overview

Annualized Operating Information

Gross Income @ \$11.00/SF	\$82,500
Property Tax	\$994
Property Insurance	\$4,000
Net Operating Income	\$77,506

Rent Schedule

Year	Net Income	Monthly	Cap Rate
Current	\$77,506	\$6,459	9.12%
9/1/2021 - 8/31/2022	\$77,506	\$6,459	9.12%
9/1/2022 - 8/31/2023	\$77,506	\$6,459	9.12%
9/1/2023 - 8/31/2024	\$77,506	\$6,459	9.12%

*Rent is abated for last three months of current term.



**FRESENIUS
KIDNEY CARE**

Offering Summary

Price	\$850,000
Net Operating Income	\$77,506
Capitalization Rate – Current	9.12%
Price / SF	\$113.33
Rent / SF	\$11.00
Lease Type	Modified Gross
Gross Leasable Area	7,500 SF
Year Built / Renovated	1995
Lot Size	Approx. 1 acre(s)

Marcus & Millichap Financing Quote

New Acquisition Financing	\$552,500
Down Payment	\$297,500
Loan To Value	65%
Interest Rate	4.25%
Amortization Period	25
Year 1 Debt Service Coverage	2.16
Annual Debt Service Payment	\$35,917
Net Cash Flow After Debt Service	\$41,589
Cash on Cash Return	13.98%
Principal Reduction - Year 1	\$12,681
Total Return	18.24% \$54,270

Investment Overview

POPULATION	3 Miles	5 Miles	10 Miles
2025 Projection			
Total Population	4,760	20,590	41,012
2020 Estimate			
Total Population	4,790	20,546	41,286
2010 Census			
Total Population	5,039	21,223	43,242
2000 Census			
Total Population	5,832	23,073	44,730
Daytime Population			
2020 Estimate	7,700	27,118	42,922
POPULATION PROFILE	3 Miles	5 Miles	10 Miles
Population By Age			
2020 Estimate Population	4,790	20,546	41,286
Under 20	27.09%	26.95%	26.43%
20 to 34 Years	19.11%	19.43%	18.79%
35 to 39 Years	6.06%	6.26%	6.30%
40 to 49 Years	11.87%	11.46%	11.87%
50 to 64 Years	20.33%	19.50%	20.18%
Age 65+	15.56%	16.42%	16.44%
Median Age	38.15	37.86	38.79

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.

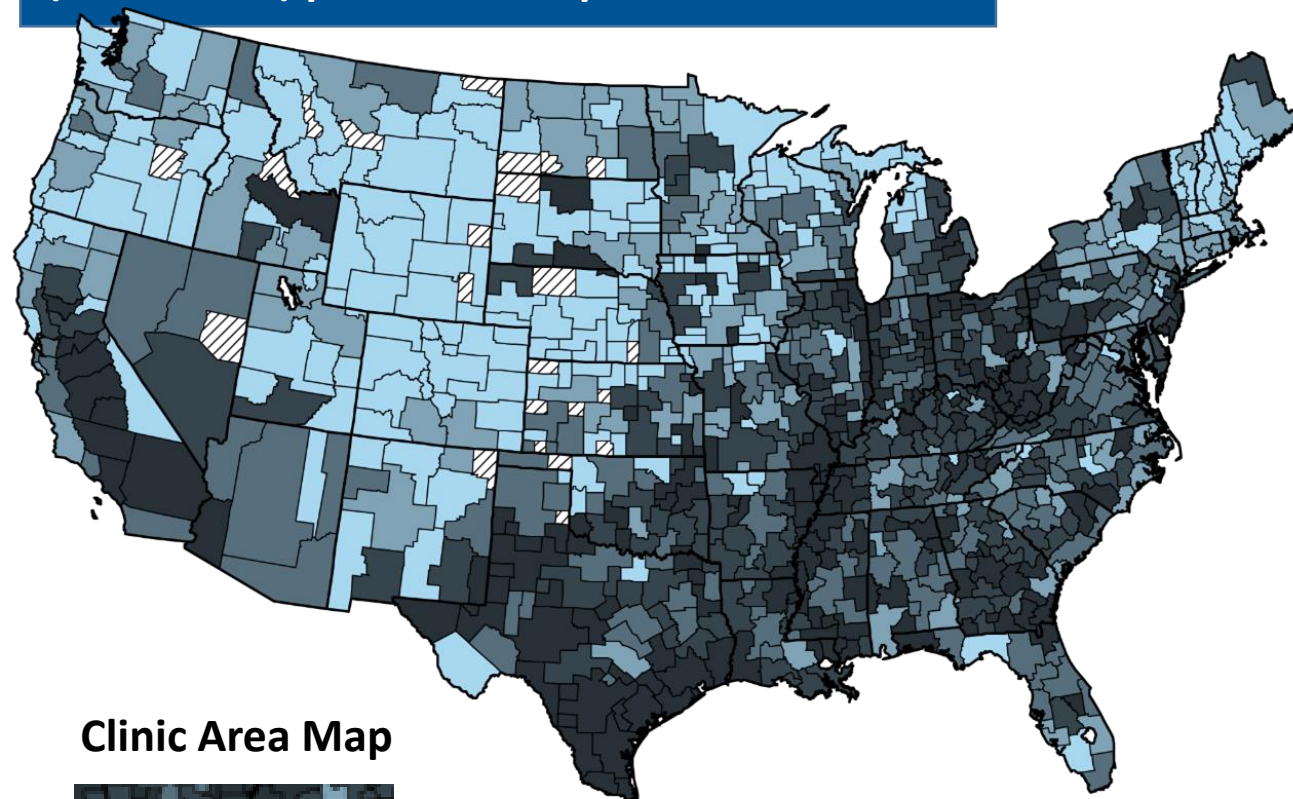
VISION

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.

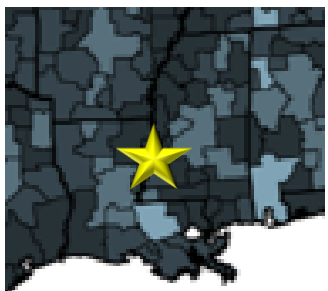


[Click here for additional company information](#)

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



Clinic Area Map



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1 out of every 5 Medicare dollars was for patients with kidney failure. That's \$84 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





Heritage House
Retirement and
Assisted Living
Center



**FRESENIUS
KIDNEY CARE**



DELTA
LOUISIANA





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

Merit Health River Region is your community healthcare provider; a 361-bed facility with inpatient, outpatient, diagnostic, emergency, and medical and surgical services. Our dedicated patient care team consists of trained medical professionals, skilled nurses, compassionate support staff and volunteers working together to provide patient-centered care in a professional and personal environment. We are a care leader, as Mississippi's first accredited Chest Pain Center and the state's first digital mammography center. And we work hard every day to be a place of healing, caring and connection for patients and families in the community we call home.



<https://www.nexion-health.com/find-a-facility/the-bluffs-rehabilitation-and-healthcare-center/>

Nexion affiliates operate 42 skilled nursing and rehabilitation facilities in Colorado, Louisiana, Mississippi and Texas and 1 assisted living facility in Louisiana. Each facility is guided by an administrator coupled with a knowledgeable and competent interdisciplinary team engaged and committed to uphold and deploy our strategic plan. The Bluffs Rehabilitation and Healthcare Center in Vicksburg, MS is a medium facility with 107 beds and has for-profit, corporate ownership. The Bluffs Rehabilitation and Healthcare Center is not a part of a continuing care retirement community. It participates in Medicare and Medicaid.



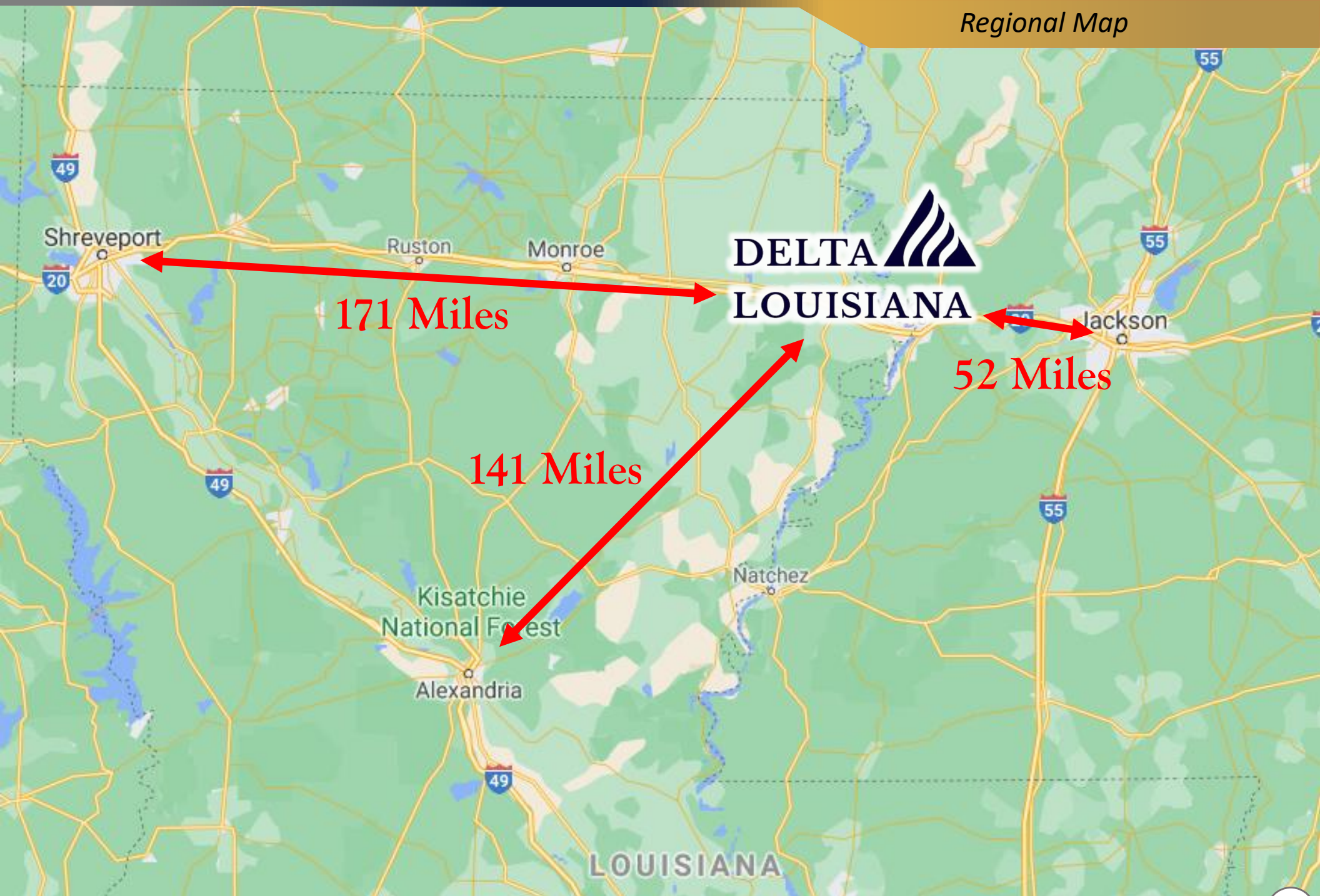
<http://www.shadylawnhealth.com/>

Shady Lawn Health & Rehabilitation provides quality care with modern rehabilitation and restorative nursing techniques. This 100 bed facility, aims to provide an atmosphere which encourages family involvement in the care-planning process, with the right mix of activities addressing the social, spiritual and intellectual needs. Shady Lawn Health and Rehabilitation is not a part of a continuing care retirement community. It participates in Medicare and Medicaid..



<http://www.vicksburgch.com/>

Vicksburg Convalescent Center is a skilled nursing facility located in Vicksburg, MS. This 100 bed facility provides full-time medical and rehabilitation care, which can include posture and body mechanics, ultrasound and speech therapy. The Vicksburg Convalescent Center, provides a variety of group activities that could include arts and crafts, aromatherapy and spiritual services. For those who are rehabilitating in their bed, there might be spiritual visits, enlarged reading pages and coloring pages/supplies offered.



MARCUS & MILLICHAP CAPITAL CORPORATION CAPABILITIES

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



**Closed 1,943
debt and equity
financings
in 2020**



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



**\$7.7 billion total
national volume
in 2020**



**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



FRESENIUS KIDNEY CARE

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