For Sale:

$3,850,000

Cap Rate: 6.5%

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ESTHER BERMAN | Senior Vice President
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Jameson Commercial Real Estate
425 W. North Avenue | Chicago
www.jamesoncommercial.com
EXECUTIVE SUMMARY

PROPERTY HIGHLIGHTS

- 10 Year Modified NNN Lease and 2-5 yr. options with minimal Landlord responsibilities. 7+ years remaining on the lease.
- Lease is guaranteed by Talercris Plasma Resources, Inc., a Delaware Corporation, a subsidiary of Talercris Biotherapeutics Holding Corp., owned by Grifols and the operator of Grifols’ network of plasma collection centers.
- Facility is a completely remodeled 15,082 SF building with a new HVAC system, electrical and resurfaced parking lot. Grifols invested several $million dollars in the buildout of the facility for their use.
- Grifols is a worldwide healthcare company with more than 75 years of legacy dedicated to improving the health and well-being of people around the world, headquartered in Barcelona, Spain and 18,300 employees in 30 countries. With a network of 249 plasma donation centers, Grifols is a leading producer of plasma-derived medicines used to treat rare, chronic and, at times, life-threatening conditions.
- Grifols, listed on the stock exchange since 2006 (MCE:GRF,MCE:GRF.P and NASDAQ:GRFS with solid foundations for growth, has reported compounded annual revenue growth rate exceeding 20% over the past 10 years. In 2017, sales exceeded 4,300 million euros.
- Located in the business friendly Merrillville, the commerce center on NW Indiana just a 45 minute drive south of Chicago

ASKING PRICE: $3,850,000

LAND AREA: 1.41 ACRES

BUILDING FLOOR AREA: 15,082 SF

EFFECTIVE NOI (as of 3/1/19): $250,377.07

CAP RATE: 6.5 %
**Rent Roll & Income Statement**  
**7320 N. Broadway**  
**Merrillville, IN**

<table>
<thead>
<tr>
<th>Tenant</th>
<th>Sq. Ft</th>
<th>Start</th>
<th>Expiration</th>
<th>Current Annual Rent</th>
<th>Effective Rent as of 3/1/9</th>
<th>Options</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bio Mat USA, Inc.</td>
<td>15,082</td>
<td>2/11/2016</td>
<td>2/28/2026</td>
<td>$244,270.31</td>
<td>$250,377.07</td>
<td>2-5 Yr.</td>
</tr>
</tbody>
</table>

 Lease is Modified NNN lease. Tenant responsible for maintenance of leased premises, real estate taxes and insurance. Landlord responsible for roof, structure, slab and foundation, plumbing and utility lines to premises and capital expenditures related to the replacement of parking lot.

 Offering is based off the rent as of 3/1/19. Seller will credit Purchaser any rental shortfall from date of closing to the 3/1/19 based on the effective rent as of 3/1/19.

**Net Operating Income (Based on Rent as of 3/1/19)** $250,377

**Asking Price**

<table>
<thead>
<tr>
<th>Cap Rate</th>
<th>$3,850,000</th>
</tr>
</thead>
</table>
RETAIL MAP
7320 BROADWAY
MERRILLVILLE, IN

©Jameson Real Estate LLC. All information provided herein is from sources deemed reliable. No representation is made as to the accuracy thereof & it is submitted subject to errors, omissions, changes, prior sale or lease, or withdrawal without notice. Projections, opinions, assumptions & estimates are presented as examples only & may not represent actual performance. Consult tax & legal advisors to perform your own investigation.
TRAFFIC MAP
7320 BROADWAY
MERRILLVILLE, IN

Traffic Count Map
7320 Broadway, Merrillville, Indiana, 46410 Prepared by Esri
Rings: 1, 3, 5 mile radii Latitude: 41.48486
Longitude: -87.33598

Source: ©2015 Market Planning Solutions, Inc.
March 04, 2016
©2015 Esri Page 1 of 1
### Population

<table>
<thead>
<tr>
<th></th>
<th>1 mile</th>
<th>3 miles</th>
<th>5 miles</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000 Population</td>
<td>5,432</td>
<td>36,882</td>
<td>102,673</td>
</tr>
<tr>
<td>2010 Population</td>
<td>5,996</td>
<td>43,087</td>
<td>108,841</td>
</tr>
<tr>
<td>2018 Population</td>
<td>6,079</td>
<td>43,960</td>
<td>108,341</td>
</tr>
<tr>
<td>2023 Population</td>
<td>6,008</td>
<td>43,818</td>
<td>107,082</td>
</tr>
<tr>
<td>2000-2010 Annual Rate</td>
<td>0.99%</td>
<td>1.57%</td>
<td>0.59%</td>
</tr>
<tr>
<td>2010-2018 Annual Rate</td>
<td>0.17%</td>
<td>0.24%</td>
<td>-0.06%</td>
</tr>
<tr>
<td>2018-2023 Annual Rate</td>
<td>-0.23%</td>
<td>-0.06%</td>
<td>-0.23%</td>
</tr>
<tr>
<td>2018 Male Population</td>
<td>47.1%</td>
<td>47.6%</td>
<td>48.4%</td>
</tr>
<tr>
<td>2018 Female Population</td>
<td>53.0%</td>
<td>52.4%</td>
<td>51.6%</td>
</tr>
<tr>
<td>2018 Median Age</td>
<td>40.6</td>
<td>38.4</td>
<td>38.4</td>
</tr>
</tbody>
</table>

In the identified area, the current year population is 108,341. In 2010, the Census count in the area was 108,841. The rate of change since 2010 was -0.06% annually. The five-year projection for the population in the area is 107,082 representing a change of -0.23% annually from 2018 to 2023. Currently, the population is 48.4% male and 51.6% female.

### Median Age

The median age in this area is 40.6, compared to U.S. median age of 38.3.

### Race and Ethnicity

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>53.2%</td>
<td>34.8%</td>
<td>0.2%</td>
<td>0.9%</td>
<td>0.1%</td>
<td>6.3%</td>
<td>4.6%</td>
<td>18.4%</td>
</tr>
<tr>
<td>2010</td>
<td>46.0%</td>
<td>42.8%</td>
<td>0.3%</td>
<td>1.7%</td>
<td>0.0%</td>
<td>5.3%</td>
<td>3.9%</td>
<td>15.4%</td>
</tr>
<tr>
<td>2000</td>
<td>56.8%</td>
<td>33.6%</td>
<td>0.3%</td>
<td>1.5%</td>
<td>0.0%</td>
<td>4.4%</td>
<td>3.3%</td>
<td>13.9%</td>
</tr>
</tbody>
</table>

Persons of Hispanic origin represent 13.9% of the population in the identified area compared to 18.3% of the U.S. population. Persons of Hispanic Origin may be of any race. The Diversity Index, which measures the probability that two people from the same area will be from different race/ethnic groups, is 66.8 in the identified area, compared to 64.3 for the U.S. as a whole.

### Households

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>1,969</td>
<td>2,153</td>
<td>2,206</td>
<td>2,182</td>
<td>0.90%</td>
<td>0.30%</td>
<td>-0.22%</td>
<td>2.71</td>
</tr>
<tr>
<td>2010</td>
<td>14,235</td>
<td>17,089</td>
<td>17,570</td>
<td>17,576</td>
<td>1.84%</td>
<td>0.34%</td>
<td>0.01%</td>
<td>2.44</td>
</tr>
<tr>
<td>2018</td>
<td>37,422</td>
<td>41,028</td>
<td>41,223</td>
<td>40,888</td>
<td>0.92%</td>
<td>0.06%</td>
<td>-0.16%</td>
<td>2.55</td>
</tr>
</tbody>
</table>

The household count in this area has changed from 41,028 in 2010 to 41,223 in the current year, a change of 0.06% annually. The five-year projection of households is 40,888, a change of -0.16% annually from the current year total. Average household size is currently 2.55, compared to 2.58 in the year 2010. The number of families in the current year is 27,138 in the specified area.

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**DEMOGRAPHICS**

7320 BROADWAY
MERRILLVILLE, IN

### Executive Summary

**7320 Broadway, Merrillville, Indiana, 46410**

Prepared by Esri

Rings: 1, 3, 5 mile radii

Latitude: 41.48470

Longitude: -87.33599

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**Median Household Income**

<table>
<thead>
<tr>
<th>Year</th>
<th>2018 Median Household Income</th>
<th>2023 Median Household Income</th>
<th>2018-2023 Annual Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$47,665</td>
<td>$55,736</td>
<td>3.18%</td>
</tr>
</tbody>
</table>

**Average Household Income**

<table>
<thead>
<tr>
<th>Year</th>
<th>2018 Average Household Income</th>
<th>2023 Average Household Income</th>
<th>2018-2023 Annual Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$59,165</td>
<td>$69,915</td>
<td>3.40%</td>
</tr>
</tbody>
</table>

**Per Capita Income**

<table>
<thead>
<tr>
<th>Year</th>
<th>2018 Per Capita Income</th>
<th>2023 Per Capita Income</th>
<th>2018-2023 Annual Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$24,131</td>
<td>$28,550</td>
<td>3.42%</td>
</tr>
</tbody>
</table>

**Households by Income**

Current median household income is $55,909 in the area, compared to $58,100 for all U.S. households. Median household income is projected to be $64,190 in five years, compared to $65,727 for all U.S. households.

Current average household income is $70,004 in this area, compared to $83,694 for all U.S. households. Average household income is projected to be $81,826 in five years, compared to $96,109 for all U.S. households.

Current per capita income is $27,162 in the area, compared to the U.S. per capita income of $31,950. The per capita income is projected to be $31,775 in five years, compared to $36,530 for all U.S. households.

**Housing**

<table>
<thead>
<tr>
<th>Year</th>
<th>2000 Total Housing Units</th>
<th>2018 Total Housing Units</th>
<th>2023 Total Housing Units</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2,042</td>
<td>2,408</td>
<td>2,432</td>
</tr>
</tbody>
</table>

Currently, 62.9% of the 46,197 housing units in the area are owner occupied; 26.3%, renter occupied; and 10.8% are vacant. Currently, in the U.S., 56.0% of the housing units in the area are owner occupied; 32.8% are renter occupied; and 11.2% are vacant. In 2010, there were 45,652 housing units in the area - 63.1% owner occupied, 26.8% renter occupied, and 10.1% vacant. The annual rate of change in...
**TENANT INFORMATION**

7320 BROADWAY
MERRILLVILLE, IN

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**GRIFOLS IS...**

**GRIFOLS IS A WORLD-LEADING HEALTHCARE COMPANY**

Grifols employs more than 14,700 in 30 countries, who share the mission of improving people’s health and well-being through the research, development, manufacture and distribution of plasma-derived medicines, clinical diagnostics systems and pharmaceutical preparations for hospital use.

---

**SINCE 1940 GRIFOLS HAS CONTRIBUTED TO IMPROVING PEOPLE’S HEALTH**

Grifols is one of the leading companies in the world in the production of plasma proteins, with a global market share of approximately 18%.

---

**GRIFOLS IS A LEADER IN THE MANUFACTURE OF PLASMA-DERIVED MEDICINES AND IN TRANSFUSION MEDICINE**

Grifols business model is one of vertical integration, enabling it to control the entire production cycle, starting with the collection of raw material in the form of plasma through an extensive network of donor centers in the United States, and ending with the finished product. In the area of diagnostics Grifols offers comprehensive solutions that contribute to transfusion safety for clinical laboratories, blood banks and transfusion services.

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1 Source: Marketing Research Bureau (MRB) and internal information, 2014
One of the company’s strategic cornerstones is international growth. During recent years, Grifols has consolidated its presence in the United States, the most important market for plasma proteins worldwide. Grifols took its first steps towards consolidating its business structure in the North American market with the acquisition, in March 2002, of its first 48 plasma donor centers. Through a combination of acquisitions and the opening of new centers, this network now consists of 160 centers.

Other corporate operations, including the acquisition of Talecris Biotherapeutics in 2011 and the Novartis transfusional diagnostic unit in 2014. Both of them have seen Grifols’ presence in the United States grow steadily, together with the incorporation of Canada as a major new market with its own subsidiary. In 2015 approximately 80% of sales are concentrated in the European Union and the United States, although other emerging areas such as Latin America and the Asia-Pacific region are gradually gaining in importance. Grifols has a strong presence in Latin America, with subsidiaries in Argentina, Chile, Mexico, Brazil and Colombia. In Europe it has subsidiaries in Spain, Portugal, France, the United Kingdom, Italy, Germany, the Czech Republic, Slovakia, Ireland, Poland, Switzerland and Scandinavia, and in the Asia-Pacific region it has established subsidiaries in Japan, Thailand, Malaysia, Singapore, China and Australia. The company has a representative office in Dubai, which supports its activities in the Middle East, and in 2015 it established a direct commercial presence in Indonesia and Taiwan and a new subsidiary in India, countries that offer significant opportunities for the geographical expansion of its diagnostic products.

GEOGRAPHICAL EXPANSION IS ONE OF THE STRATEGIC GROWTH DRIVERS

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LEARN MORE ABOUT PLASMA

Plasma is the liquid component of human blood. Around 90% of plasma consists of water, and approximately 7% of the remainder consists of essential proteins and antibodies that help maintain the vital functions of our body. These are what are called plasma proteins.

A deficit of any of these proteins, such as albumin or the immunoglobulins, causes diseases that can only be treated through the administration of plasma-derived products. Proteins converted into medicines are the standard treatment for millions of people who need them to stay alive. Grifols develops and produces these blood-derived treatments and distributes them in almost 100 countries.

Some of the most important medicines obtained from plasma include albumin, clotting factors (such as factor VIII), intravenous immunoglobulin (IVIG) and alpha-1-antitrypsin.

In order to produce the necessary quantities of these lifesaving plasma-derived proteins, a considerable quantity of human plasma is required as raw material, because not all of the proteins are present in the same proportion in plasma.

From collection of the plasma unit until distribution of the final product takes between 9 and 11 months. This cycle is managed by Grifols from start to finish, and the company’s integrated production model enables it to guarantee every stage of this complex process.
MANUFACTURING FACILITIES IN EUROPE AND USA

PLASMA SUPPLY

The production of plasma-derived medicines depends on a supply of high quality plasma. Grifols is the world’s leading plasma supplier, and has built up an extensive US-based organization, Grifols Plasma Operations, consisting of:

160 PLASMA DONOR CENTERS DISTRIBUTED THROUGHOUT THE UNITED STATES, WHICH PROVIDED GRIFOLS WITH 8.2 MILLION LITERS OF PLASMA IN 2015.

CENTRALIZED PLASMA ANALYSIS LABORATORIES IN THE UNITED STATES: SAN MARCOS AND AUSTIN (TEXAS), WITH THE CAPACITY TO PROCESS 60,000 PLASMA SAMPLES PER DAY.

PLASMA LOGISTICS: FOUR CENTRAL WAREHOUSES FOR THE STORAGE AND DISTRIBUTION OF PLASMA TO DIFFERENT MANUFACTURING CENTERS LOCATED IN CLAYTON (NORTH CAROLINA, USA), LOS ÁNGELES (CALIFORNIA, USA), DUBLIN (IRELAND), WHICH IS EXPECTED TO BE OPERATIONAL IN THE FIRST SEMESTER OF 2016, AND PARETS DEL VALLÉS (BARCELONA, SPAIN).
KEY DATA 2015

SALES REVENUE: 3,934.6 MILLION EUROS
- OVER 94% OF INCOME IS GENERATED IN INTERNATIONAL MARKETS
- A STRONG PRESENCE IN THE USA AND CANADA, WHICH ACCOUNTS FOR OVER 64% OF SALES; 17% GENERATED IN THE EUROPEAN UNION AND MORE THAN 16% IN OTHER REGIONS

GLOBAL DISTRIBUTION WITH PRODUCT SALES IN MORE THAN 100 COUNTRIES
- CAPACITY TO PROVIDE A GLOBAL, COMPREHENSIVE, EFFICIENT RESPONSE TO THE NEEDS OF CUSTOMERS AND PATIENTS
- DIRECT GEOGRAPHIC PRESENCE IN 30 COUNTRIES
- MANUFACTURING FACILITIES IN THE UNITED STATES, SPAIN, AUSTRALIA AND SWITZERLAND
- 160 PLASMA DONOR CENTERS IN THE USA

LISTED IN THE TOP 100 MOST INNOVATIVE COMPANIES IN THE WORLD2
- ONGOING COMMITMENT TO R&D, WITH AN ALLOCATION OF 5% OF ANNUAL REVENUE
- FUNDING OF INVESTEES’ R&D PROJECTS IN AREAS SUCH AS ALZHEIMER’S, PERSONALIZED MEDICINE OR AGING.

MORE THAN 14,700 EMPLOYEES ACROSS THE WORLD
- 73% OF THE WORKFORCE BASED IN NORTH AMERICA
- TRAINING PROGRAMS DELIVERED BY GRIFOLS ACADEMIES

EXPERTS IN THE MANUFACTURE OF LIFESAVING BIOLOGICAL MEDICINES, INCLUDING
- IMMUNOGLOBULINS, PARTICULARLY INTRAVENOUS IMMUNOGLOBULIN (IVIG), TO TREAT IMMUNOLOGICAL DISORDERS
- ALBUMIN, TO RE-ESTABLISH AND MAINTAIN BLOOD VOLUME
- FACTOR VIII FOR THE TREATMENT AND PROPHYLAXIS OF HEMOPHILIA
- ALPHA-1 ANTITRYPSIN, TO PROTECT AGAINST THE DETERIORATION OF LUNG TISSUES (PULMONARY EMPHYSEMA)

SPECIALISTS IN DIAGNOSTIC
- A WORLD LEADER IN TRANSFUSION MEDICINE WITH BLOOD TYPING AND NAT TECHNOLOGY PRODUCTS AND THE MANUFACTURE OF ANTIGENS FOR IMMUNOASSAY REAGENTS

2 Forbes – 2013 and 2014
Merrillville is located in the east-central portion of Lake County along I-65, roughly 40 miles southwest of downtown Chicago. Today, the town enjoys great diversity in housing, residents, and culture. It is rich with business districts that support the 35,000 residents and 12,000 individual households.

The 2015 population within a 5-mile radius was 107,929. It is estimated that during any given weekday, the population of Merrillville grows to over 100,000 due to shoppers and workers throughout the town. Merrillville has become the crossroads of the county as it has the popular I-65 that runs through most of the town, as well as, U.S. Route 30. The main north/south arteries are Broadway Street (Route 53) and Taft Street. Merrillville is considered to be the Downtown and the Center of Commerce in northwest Indiana. Its economy is rooted in retail trade and technology. The U.S. 30 corridor between Taft and Broadway harbors a large concentration of big box retailers, hotels, restaurants and automobile dealerships. Ameriplex at the Crossroads, a technology park on Broadway between 93rd and 101st Avenue includes two Purdue University related facilities. The corporate headquarters for NiSource, a Fortune 500 company, and Centier Bank, the largest privately-owned bank in Indiana both call Merrillville home. The largest employers in Merrillville include Methodist Hospital, NiSource, Paylow, Radisson and Star Plaza Theatre.