



DAVITA & BIOLIFE PHOTOGRAPHY ARE REPRESENTATIVE

# AEI HEALTHCARE PORTFOLIO III DST

Five debt-free properties occupied by multi-billion dollar corporate tenants

FOR INVESTORS SEEKING:







### Disclosure

This information is intended only to provide a general overview of the project and neither AEI Trust Advisors, Inc., nor any of its affiliates, makes any warranty, expressed or implied, or assumes any legal liability or responsibility for the accuracy or completeness of the information contained herein. This information may not be distributed, reproduced, or used in any manner without the express written consent of AEI Trust Advisors, Inc.

This material may be amended, modified, supplemented or changed without notice. This information may not be relied upon as a guarantee or representation as to future investment returns. Any pro forma or estimated financial information contained herein is based on the property owner's assumptions and analysis of information available at the time this information was prepared. This information does not and, if hereafter supplemented, will not contain all of the information that a prospective purchaser may use to support an investment or purchase decision. Prospective purchasers are responsible for conducting their own investigation and analysis of the business, data, and property described herein.

Several photos throughout this brochure are of properties similar in appearance to the properties in the portfolio. Property photos are available in the Property Condition Report and Appraisal included with the Private Placement Memorandum.

This brochure is meant to be read in conjunction with the Private Placement Memorandum ("Memorandum"). A potential purchaser should review the Memorandum, Exhibits and all additional documents in their entirety before making a decision to purchase.

### Healthcare Real Estate

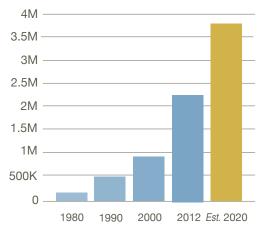
Healthcare real estate continues to benefit from the strength and growth of the healthcare industry. Economic and demographic indicators all show favorable growth in healthcare today and in the future.

According to the Centers for Medicare & Medicaid Services, national health spending is projected to grow at an average rate of 5.6% per year through 2025. In addition, the healthcare sector is one of the strongest job generators in the American economy and an aging population contributes to the increased need for healthcare services across the country. CBRE predicts that by the year 2060, the number of Americans aged 65 and older will more than double.

These shifts, along with the increased pressure to reduce costs from Medicare, Medicaid and private insurance companies, should bode well for healthcare real estate with convenient locations and flexible floor plans. Healthcare providers are increasingly locating medical facilities into lowercost outpatient facilities in retail-like settings, capitalizing on strong traffic and demographic patterns and providing patients with easier access to healthcare. CBRE reports that the vacancy rate for U.S. medical office space was 8% in the first quarter of 2017, down by nearly 3% from 2010, and significantly below the vacancy rate of 13% for the U.S. office market overall.

Growth factors include the need for dialysis-predicted to double by 2020

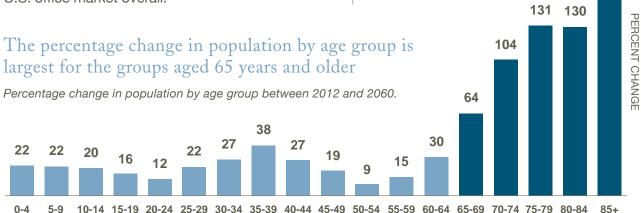
Number of dialysis patients worldwide by year.



Source: Marcus & Millichap Medical Office Research Report 2016, aoa.gov, acl.gov, freseniusmedicalcare.org;

208

CBRE National Healthcare Real Estate Investor Update, 2016 and 2017; cms.gov



AGE

Source: CBRE National Healthcare Real Estate Investor Update, U.S. Census Bureau

### Investment Overview

AEI Healthcare Portfolio III DST consists of five single-tenant, net leased properties stuctured as a Delaware Statutory Trust (DST) suitable for 1031 exchange or direct investment. This offering is designed for accredited investors seeking stable, long-term income and tax deferral through a high-quality, fractional real estate investment.

• Total offering: \$26,078,000

Debt: None (Debt-free)

• Initial annual distribution rate: 5.01%

• Distribution frequency: Monthly

Average remaining lease term: 14.50 years\*

 Anticipated exit strategy: Liquidate approximately 10 years after completion of the offering period

• Minimum investment:

• \$100,000 for a 1031 exchange

• \$50,000 for a cash investment



Properties are acquired 100% all-cash. With no mortgage debt, they are not subject to the risks of debt servicing, refinancing, or foreclosure.



### Distribution Schedule

Year	Net Anticipated Distribution	Annual Distribution Rate <sup>3</sup>
2018 <sup>1</sup>	\$762,370	5.01%
2019	\$1,316,932	5.05%
2020	\$1,326,849	5.09%
2021	\$1,336,911	5.13%
2022	\$1,350,693	5.18%
2023	\$1,403,291	5.38%
2024	\$1,415,936	5.43%
2025	\$1,426,508	5.47%
2026	\$1,437,230	5.51%
2027	\$1,452,019	5.57%
2028 <sup>2</sup>	\$626,505	5.77%

<sup>1</sup>For the partial year 6/1/2018 - 12/31/2018.

<sup>2</sup>For the partial year 1/1/2028 - 5/31/2028.

<sup>3</sup>The Cash on Cash Return is based on the total offering purchase price of \$26,078,000. This return does not include any federal, state, or other taxes an investor may be required to pay.

Potential purchasers should review the Projections of Operations for the Project and Return to Holders, included as Exhibit "D" in the Memorandum, prior to making any purchase decisions. There is no guarantee that cash flow, return of principal, or profits will be generated by the Project. The ability of each property to produce distributions of rental income is dependent on the tenant's ability to pay rent and meet its other obligations under its respective lease.

<sup>\*</sup>As of 6/1/2018, based on gross rental income.

# Portfolio Assets



#### Markets

Five distinct markets throughout the United States



#### Sectors

Each tenant operates in a specific medical sector



#### Tenants

Each property is net leased to an industry-leading corporate tenant



### Leases

All leases are long-term, fullfaith and credit net leases



#### Escalators

All leases include contractual rental escalators increasing income over time

### National Diversification

Prior to purchase, each property and location was subjected to extensive due diligence to create a diversified portfolio of commercial properties leased to well-known companies in superior locations across the United States.



### Overview

Operator	Location	Tenant/Guarantor Annual Revenue <sup>1</sup>	Lease Expiration	Gross Rent (as of 6/1/18)	Rent Escalators
Davita Davita, Inc.	Albuquerque, NM	\$10.88 Billion <sup>1</sup>	10/31/32	\$216,093	10.0% every 5 years
BioLife	Bolingbrook, IL	\$7.0 Billion <sup>1</sup>	2/28/33	\$578,962	1.0% annually
Fresenius Kidney Care	Dacula, GA	\$15.01 Billion <sup>1</sup>	1/31/32	\$179,325	1.7% annually
Fresenius Kidney Care	Lithonia, GA	\$15.01 Billion <sup>1</sup>	10/31/32	\$178,281	1.7% annually
Davita DaVita, Inc.	Overland Park, KS	\$10.88 Billion <sup>1</sup>	1/31/33	\$274,712	10.0% every 5 years

## BioLife Plasma Services

### About the Tenant:

Baxalta Inc.

BioLife Plasma Services is an industry leader for the collection of high-quality plasma that is processed into life-saving therapies. The company operates numerous state-of-the-art plasma laboratories throughout the United States and Austria

Baxalta, Inc., the parent company of BioLife Plasma Services, is the lease guarantor. Baxalta is a leading biopharmaceutical company that advances innovative therapies in hematology, immunology, oncology, bleeding disorders, and other chronic diseases. In 2016, Baxalta completed a \$32 Billion merger with Shire Pharmaceuticals (NASDAQ: SHPG) creating what it called the global market leader in the treatment of rare diseases and other specialized disorders. In its most recent annual report, Shire reported total revenues of \$15.16 Billion and total shareholders' equity of \$36.18 Billion.

Source: Shire 2017 Annual Report Please refer to the tenant details in the PPM for a full description of the tenant.

### Location:

161 Lily Cache Lane, Bolingbrook, IL

Bolingbrook is located approximately 30 miles southwest of Chicago. The area hosts an award-winning comprehensive healthcare system. A variety of medical, dental, chiropractic, and private physician offices are located within the area. Two of the largest employers in the area are Silver Cross Hospital and Provena Saint Joseph Medical Center. Both are known for their advanced level of cardiac care.

The property is located on Cache Lane, centrally positioned in the city of Bolingbrook. Interstate 55 is within 1 mile of the property and is a direct thoroughfare into Chicago. The area has several major commercial tenants that include: Walmart, Aldi, Bank of America, Starbuck's, and Walgreen's.

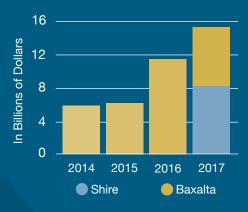


Source: Hottle Appraisal, US Census Bureau

# The global leader in rare disease therapy

Shire's revenue increased 33 percent in 2017 to \$15.16 billion, primarily driven by Baxalta product sales of \$7.0 billion.

#### SHIRE NET PRODUCT SALES











# DaVita, Inc.

### About the Tenant: (NYSE: DVA)

DaVita, Inc. (DVA) was founded in 1994 and is a leading provider of dialysis services in the United States. The company specializes in the treatment of patients with chronic kidney failure and end-stage renal disease.

DaVita Kidney Care operates or provides administrative services at 2,510 outpatient dialysis centers located in the United States, serving nearly 198,000 patients. The company also operates 237 outpatient dialysis centers located in 11 countries outside of the United States.

DVA is headquartered in Denver, Colorado and employs more than 70,800 team members. As of December 2017, DVA had total revenues of \$10.9 Billion, net income of \$663 Million, and total equity of \$4.7 Billion.

Source: davita.com

Please refer to the tenant details in the PPM for a full description of the tenant.

#### Overland Park, Kansas



Albuquerque, New Mexico

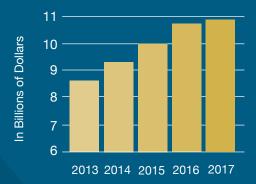


ALL PHOTOGRAPHY IS OF ACTUAL LOCATIONS

### Industry Leader

DaVita, Inc. is a leading provider of dialysis services in the United States.

### **DVA REVENUE GROWTH**











### Location:

12201 West 110th Street, Overland Park, KS

Overland Park is located 15 miles southwest of Kansas City, Missouri. Overland Park's leading industries are healthcare, retail trade, professional and technical services. The city has several major medical centers that employ more than 2,000 highly qualified physicians and boasts some of the most advanced medical technology available.

The property is located one mile from Interstate 435 which encircles much of the Metropolitan Area. The immediate neighborhood has a mix of residential, medical, office and retail tenants. The major retailers in area include: CVS Pharmacy, Ace Hardware, McDonald's and Johnson County Community College.

Source: Hottle Appraisal

### Location:

10410 Copper Pointe Way NE, Albuquerque, NM

Albuquerque is New Mexico's most populated city with over 600,000 residents. Albuquerque is also the largest healthcare hub for the state and includes 9 major hospitals and the newly constructed University of New Mexico Cancer Center.

The property is located just off Interstate 40, which is a major east-west Highway funneling through the central portion of the United States. The property is situated in a retail corridor that contains a variety of commercial tenants within close proximity including: Target, Walmart, Sam's Club, Toyota, Walgreens, Wendy's and Taco Bell.

Source: Hottle Appraisal

# Fresenius Kidney Care

### About the Tenant:

Fresenius Medical Care Ag & Co KGaA (NYSE: FMS)

Fresenius Medical Care Ag & Co KGaA (FMS), is the world's largest integrated provider of products and services for individuals undergoing dialysis treatment due to chronic kidney failure, a condition that affects more than 3.9 million individuals worldwide. With more than 3,700 kidney dialysis clinics in approximately 150 countries, FMS provides treatment to more than 320,000 patients. FMS is also the world's preeminent provider of dialysis products. In 2016, 50% of dialysis machines sold worldwide were produced by FMS.

Fresenius Medical Care Holdings, Inc. (FMCH), is the lease guarantor and is the North American subsidiary of FMS. FMCH employs approximately 67,000 people. In 2017, FMCH reported revenues of \$15.01 Billion.

Source: fmcna.com

Please refer to the tenant details in the PPM for a full description of the tenant.

### Dacula, Georgia



Lithonia, Georgia

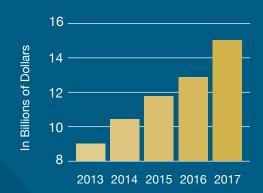


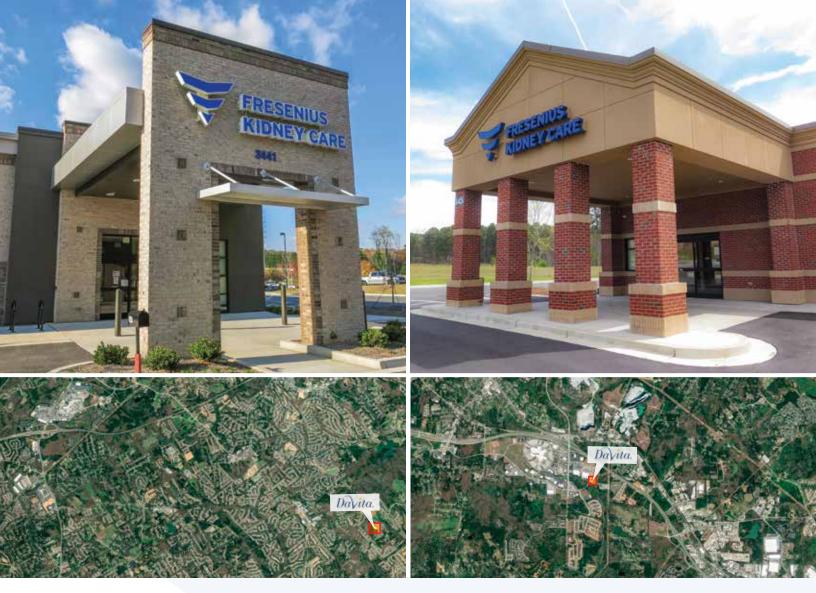
ALL PHOTOGRAPHY IS OF ACTUAL LOCATIONS.

### A Service In Demand

Fresenius Medical Care is the industry leader in a sector that is projected to grow by almost 50% in the next five years.

#### **FMCH REVENUE GROWTH**





### Location: 3441 Fence Road, Dacula, GA

Dacula is located 30 miles northeast of Atlanta in Gwinnett County. This county is the second most populated in Georgia. Atlanta's metropolitan healthcare community includes more than 90 hospitals and psychiatric care centers, 13,000 licensed physicians and 100,000 healthcare practitioners. This area provides access to one of the most qualified, affordable and efficient healthcare systems in the country.

The property is located in the northern portion of the city of Dacula. This area is primarily residential with 94,152 people within five miles of the building and is anticipated to grow to 104,171 by 2022 due to its access to Atlanta. Tenants close in proximity to the property include Publix, Subway, and State Farm Insurance.

Source: Hottle Appraisal

### Location:

8425 Mall Parkway, Lithonia, GA

Lithonia (also known as Stonecrest) is located 15 miles east of Atlanta in DeKalb County. This county is the third most populated in the state. More than half of the 26 FORTUNE 500 companies headquartered in Atlanta have operations in DeKalb. The county boasts a thriving healthcare community which is anchored by Emory University Hospital, the U.S. Centers for Disease Control and Prevention, and the Veterans Administration Hospital.

The property is positioned along Mall Parkway which is located less than a mile from interstate 20, and provides access to Atlanta's metropolitan area. Mall Parkway is a newly developed retail corridor that includes the thriving 330,000 sq. ft. Mall at Stonecrest, Walmart Super Center and Sam's Club.

Source: Hottle Appraisal

# About The Sponsor

AEI is one of America's most experienced sponsors of commercial property investment programs for both investment and 1031 exchange purposes. For nearly 50 years, AEI has sponsored 134 net leased property offerings representing the investment capital of more than 20,000 investors nationwide. Since 1984, all of AEI's net lease property offerings have been structured without debt to provide investors with a lower risk investment opportunity. AEI investments are managed by a professional team of real estate, investment, financial, and legal experts. Considered to be the first securities firm in America to offer a securitized 1031 exchange solution, AEI offered its first fractional 1031 exchange investment in 1992. AEI was also the first to apply for, and receive, a favorable private letter ruling from the IRS affirming the use of securitized real estate as replacement property in a 1031 exchange.

### Investment Strategy

- Debt-free: With no mortgage debt, properties are not subject to the risk of interest rate fluctuations or foreclosure.
- Long-term net leases: Tenants pay for most or all property expenses, such as: taxes, insurance and maintenance, which helps to create income reliability for the property owners.
- Creditworthy tenants: AEI's leases represent a company-wide obligation of the corporate tenants.

- Rental increases: Rental escalators, when present, can serve to increase income over time.
- Location: Major corporate tenants typically occupy quality commercial locations.
- Diversification: Owning properties in multiple industries and markets can help create a diversified portfolio.

Potential purchasers should be aware that no investment strategy can guarantee a profit or protect against loss.





AEI is one of America's most experienced sponsors of commercial property investment programs for investment and 1031 exchange purposes.

# Risks

An investment in an Interest is speculative and involves substantial risk. It is suitable only for purchasers who have adequate financial means, desire a relatively long-term investment, will not need immediate liquidity from their investment and could afford to lose their entire investment. Purchasers must read and carefully consider the discussion set forth in the section of the Private Placement Memorandum captioned "Risk Factors." The risks involved with an investment in the Interests include, but are not limited to:

- Risks associated with investment in real estate
- Environmental risks of owning real estate
- Lack of liquidity
- Competition
- The inflexibility of the Delaware Statutory Trust as a vehicle to own real estate
- The potential need to transfer the Trust Estate (as defined the Trust Agreement, attached to the Memorandum) to a Springing LLC (as defined in the Memorandum)
- Conflicts of interest associated with the Manager, the Depositor, and affiliates
- Each property being 100% leased to a single tenant
- Lack of diversification of investment
- Reliance on the Delaware Trustee and the Manager to operate and manage the Project and the Trust
- Limited reserves held by the Trust
- Tax risks including Section 1031, federal, state and local taxes

The information in this brochure does not constitute an offer to sell or a solicitation of an offer to buy any security. Such offers can be made only by the Offering Memorandum. This is not intended to be a complete list of risks associated with a DST investment and 1031 exchange transaction. This is only a summary of select risk factors to consider. For more details about these and other risks, please reference the specific Private Placement Memorandum for the DST in which you may invest. Investments are suitable for accredited investors only. Investors should consult with their personal tax advisor, financial advisor, and legal counsel prior to investing.



Quality People. Quality Performance. Since 1970.