



**5900**

**BEN WHITE**

AUSTIN, TEXAS

# EXECUTIVE SUMMARY

JLL is pleased to offer the exclusive opportunity to purchase 5900 Ben White (the "Property"), a 219,699 square-foot, 100% leased office asset located in the dynamic southeast Austin submarket. The area is rapidly transforming as more of Austin's most prominent businesses including Amazon, Oracle and Uber as well as the new Tesla Gigafactory are locating in close proximity. The Property boasts superior accessibility to all parts of Austin through its location on Ben White (Highways 71/290) west of US 183 and the Austin airport, and east of IH-35. The Property is 100% leased to investment-grade Centene (Moody's: Ba1/S&P: BBB-) and is structured as a net lease (no landlord operating expenses) with 6.4 years of remaining lease term. Additionally, the Property has highly attractive annual contractual increases of \$0.50 PSF, or a 2.9% CAGR over the remaining term. 5900 Ben White provides investors with a unique opportunity to acquire a high quality asset with durable cash flow in conjunction with excellent upside from a 35% below market rental rate in one of Austin's thriving office submarkets. 6.4 years durable income secured by corporate

## PROPERTY SUMMARY

<b>ADDRESS</b>	5900 Ben White Blvd., Austin, TX 78744
<b>BUILDING SIZE</b>	219,699
<b>ACRES</b>	25.968
<b>YEAR BUILT</b>	1984
<b>YEAR RENOVATED</b>	2016
<b>PARKING</b>	7.0:1,000
<b>% LEASED</b>	100%
<b>TENANT</b>	Centene (NYSE: CNC)
<b>USE</b>	HQ location for Centene's Superior HealthPlan
<b>CREDIT RATING</b>	Moody's: Ba1 / S&P: BBB-
<b>LEASE EXPIRATION</b>	May 31, 2027
<b>REMAINING TERM</b>	6.40 years
<b>LEASE TYPE</b>	Net
<b>ANNUAL ESCLATIONS</b>	\$0.50 (2.88% CAGR over remaing term)
<b>RENEWAL OPTIONS</b>	Two, 5-year options at FMV



**DOWNTOWN  
(10 Minute Drive)**

**ORACLE<sup>®</sup>  
CORPORATE HQ**

**Lake Austin**

**E OLTORF STREET**

**5900  
BEN WHITE**

**71**





# INVESTMENT HIGHLIGHTS

## Long-Term Net Lease with Massive Upside Potential

100% leased to Centene, one of the nation's largest healthcare insurers and #42 on this year's Fortune 500 list. Centene generated over \$111 billion in revenue over 2020 and boasts an investment-grade rating. The in-place lease features 6.4 years of remaining lease term and strong annual rent increases. Currently, the lease rental rate is 43% below market in a rapidly improving submarket and with lease renewal options at Fair Market Value.

## Mission Critical Facility



The 5900 Ben White location is the headquarters for Superior HealthPlan, a Centene subsidiary company which provides government sponsored healthcare for Texans. SHP employs over 6,100 people, with the main corporate headquarters and training location based at the Property, creating a truly mission critical facility.

## Superior Tenancy

Centene Corporation ("Centene") is a diversified, multi-national healthcare enterprise that provides a portfolio of services to government sponsored and commercial healthcare programs, focusing on under-insured and uninsured individuals. Centene offers healthcare management solutions and serves as a major intermediary for both government-sponsored programs and private individual/small business insurance, primarily through the Health Insurance Marketplace. 6.4 years durable income secured by corporate

# TENANT HIGHLIGHTS

## CREDIT RATINGS

 **BBB-** (STABLE) OUTLOOK  
 **BA1** (STABLE) OUTLOOK

---

## Q4 2020 FINANCIAL HIGHLIGHTS

**\$111 BILLION**

TTM REVENUES, +57% YOY

**67%**

MANAGED CARE MEMBERSHIP GROWTH YOY

**9.5% SG&A EXPENSE RATIO**

-120 BPS FROM FY2018

**\$5.5B OPERATING CASH FLOW**

3.1X NET EARNINGS





**TESLA**  
GIGAFACTORY  
(12 Minute Drive)

**Austin Bergstrom  
International Airport**

\$743 MILLION  
EXPANSION TO 12 LANES  
(2021 Completion)

183

71

183

**Met Center**  
550-Acre, Class A,  
Mixed-Use Business Park

**ARRIVE**  
CORPORATION

**PROGRESSIVE**

**VA** U.S. Department  
of Veterans Affairs

**Amazon  
Uber**

**TEL**  
TECHNO ELECTRON

**MONTOPOLIS DRIVE**

**5900  
BEN WHITE**

**LCRA**  
LEASING WITH TEAM BETT OVERS

**LCRA**  
LEASING WITH TEAM BETT OVERS

**LCRA**  
LEASING WITH TEAM BETT OVERS

**EOLTOFF STREET**

**REITH**

71

**CYPRESS**  
EMBEDDED IN TOMORROW

**tcea**

**JC**  
JONES CARTER

**Austin Code Department**  
City of Austin Consulate  
General of Mexico

---

# CENTENE BY THE NUMBERS



**#42**

ON FORTUNE 500



**2021**

FORTUNE MOST  
ADMIRE COMPANY



**#1 CARRIER**

IN THE U.S. ON THE  
HEALTH INSURANCE  
MARKETPLACE



**LARGEST**

MEDICAID CARE  
ORGANIZATION



**4TH**

LARGEST HEALTH  
PLAN PROVIDER IN  
THE U.S.



**53 TOTAL  
MARKETS**

50 STATE &  
3 INTERNATIONAL



**71,100**

TOTAL EMPLOYEES



**25M+**

MANAGED CARE  
MEMBERS



**35+ YEARS**


OPERATING HISTORY



**1 IN 15**

AMERICANS ELIGIBLE  
TO USE CENTENE'S  
PRODUCTS



 superior  
healthplan



## Rent Overview & Upside Potential

In December 2016, Centene Management Company began a 126-month lease for the Property which is Guaranteed by the parent company, Centene Corporation.

The Property boasts 6.4 years durable income secured by corporate guarantee from Centene, a \$33 billion company. This firm cash flow represents a nearly 45% reduction in basis on the purchase price of the Property, offering investors substantially reduced risk on a cash-flowing asset with an attractive current basis and a truly superior basis upon tenant rollover.



**6.4**  
**YEARS OF**  
**GUARANTEED INCOME**



**60%**  
**BELOW MARKET RENT**  
**ON ROLLOVER**



## Dynamic Location with Superior Connectivity

Located just 10 minutes from Austin's Central Business District, 5900 Ben White has superior connectivity via major thoroughfares including Hwy 71, Hwy 290, IH-35, Loop 360, SH 130 and Hwy 183 (which completing a \$743 expansion to 12 lanes) providing superior access into Austin's urban core and the surrounding metro areas. The Property is positioned to take advantage of the most efficient east/west artery in Austin with its location on Ben White Blvd., providing superior access and a close proximity to Downtown and the Austin Bergstrom International Airport (2 miles, under 5 minutes) as well as decision maker and workforce housing. Further, the location just west of Hwy 183, which is completing a large expansion into a 12-lane highway, provides excellent north/south access.

Today, the Southeast market is one of Austin's most dynamic and evolving markets. Long appreciated for its highway access and location adjacent to the Austin Airport, the area tenant base has expanded beyond its historical city and state government tenancy to include some of the nation's most prominent tenants including Amazon, Oracle and Uber. Additionally, Tesla announced in July that its new \$1 billion Giga Factory would be located 8 miles from the Property. Tesla expects to bring over 5,000 new direct jobs to the submarket as well potentially 5,000+ additional indirect jobs.

## Institutional-Quality Asset with Above Market Infrastructure

5900 Ben White is a former AMD data center that was fully renovated in 2016 by a prominent local developer, Riverside Resources, offering investors a Property with limited near-term capital needs. With above market infrastructure including a 7 per 1,000 RSF parking ratio, 4 water cooled chillers with a total of 3,420-tons of capacity, redundant power feeds, and a 25,000 square foot data center with 2, 170-ton air cooled chillers, the Property provides Centene with a truly irreplaceable asset which is custom finished to their specifications.

## Booming Southeast Austin Office

The Southeast Office market has seen blistering rent growth since 2011, increasing 147% to \$35.37 per square foot gross today, which is a 43% premium over the in-place rental rate at the Property. Additionally, Austin's Downtown and East Austin office rents average \$65.55 PSF gross, representing a more than 165% premium in occupancy cost compared to the Property when expenses and parking costs are included and providing significant room to increase rents while still remaining at a discount to higher rents near Downtown Austin. New corporate expansions and relocations into the area, such as Tesla, is expected to help continue to drive rental rates and occupancy for the area.





---

# NATION LEADING ECONOMY

## AUSTIN, TX



**#1**

**CITY FOR REAL ESTATE INVESTMENT**

*Emerging Trends in Real Estate, 2020*



**#1**

**JOB MARKET FOR NEW JOBS**

*The Wall Street Journal*



**#1**

**BEST CITY TO LIVE IN AMERICA**

*Money Magazine*



**#1**

**BEST CITY TO START A BUSINESS**

*Inc.*



**#1**

**NATION'S HIGH-TECH HUB**

*The Wall Street Journal*



**#1**

**SOARING TECH SALARIES**

*Bloomberg*



**#2**

**LARGEST MILLENNIAL POPULATION**

*Commercial Cafe*



**#2**

**BEST JOB MARKET**

*Forbes*



1703 West 5th Street, Suite 850  
Austin, TX 78703  
[www.us.jll.com/capitalmarkets](http://www.us.jll.com/capitalmarkets)

## INVESTMENT SALES ADVISORY

---

### COLER YOAKAM

Senior Managing Director  
469.232.1982  
[Coler.Yoakam@am.jll.com](mailto:Coler.Yoakam@am.jll.com)

### KELSEY ROOP SHEBAY

Managing Director  
512.532.1927  
[Kelsey.Shebay@am.jll.com](mailto:Kelsey.Shebay@am.jll.com)

### DREW FULLER

Senior Director  
512.532.1931  
[Drew.Fuller@am.jll.com](mailto:Drew.Fuller@am.jll.com)

## ANALYSTS

---

### PATRICK McCORD

Vice President  
512.532.1928  
[Patrick.McCord@am.jll.com](mailto:Patrick.McCord@am.jll.com)

### MATT CTVRTLIK

Analyst  
512.532.1901  
[Matt.Ctvrlik@am.jll.com](mailto:Matt.Ctvrlik@am.jll.com)

## DEBT FINANCING

---

### MICHAEL GEORGE

Senior Director  
469.232.1906  
[M.George@am.jll.com](mailto:M.George@am.jll.com)

### JAYME NELSON

Director  
512-532-1935  
[Jayme.Nelson@am.jll.com](mailto:Jayme.Nelson@am.jll.com)