



PHARMACEUTICAL MANUFACTURING SALE-LEASEBACK

15-YEAR ABSOLUTE NET LEASE INVESTMENT OPPORTUNITY
INFILL MIAMI | AIRPORT WEST SUBMARKET



EXECUTIVE SUMMARY



Executive Summary

THE OFFERING

Jones Lang LaSalle Americas, Inc. (“JLL”) is pleased to offer for sale the fee simple interest in the **PL Developments Sale-Leaseback** (the “Offering”), comprised of the company’s pharmaceutical manufacturing facility at **10400 NW 29th Terrace, Miami, FL** (the “Property” or “Asset”).

The Property is 62,000 SF of specialized pharmaceutical manufacturing, lab and office space - all of which supports the tenant’s critical operations. **PL Developments LLC** (“PLD” or the “Tenant”) is a premier developer, manufacturer, packager and distributor of over-the-counter (“OTC”) and prescription pharmaceutical drugs and consumer healthcare products. Representative products include generic and private label cold and flu medications, allergy medications, nicotine replacement therapy drugs, and many more.

The Asset is in **Miami’s top industrial submarket of Airport West**, the largest submarket in South Florida with over 44 MSF of industrial space featuring many of the world’s top industrial owners and operators alike. The location is highly desirable given its proximity to Miami’s major thoroughfares as well as being less than 10 minutes from the Miami International Cargo entrance of the airport. Since 2020, the submarket has experienced tremendous rent growth with average increases of 32% per annum the last 36 months.

At close of this transaction, the Tenant will commit to a long-term 15-year sale-leaseback with fixed annual base rent increases. The Offering provides investors the exceptional opportunity to acquire a mission-critical manufacturing asset supported by a long-term lease, attractive annual base rent increases and zero landlord responsibilities in the heart of Miami’s premier industrial sub-market.

TRANSACTION SUMMARY

SITE ADDRESS	10400 NW 29 th Terrace, Miami, FL
PROPERTY SIZE	62,000 SF
STORIES	Two (2)
OCCUPANCY	100%
TENANT / GUARANTOR	PL Developments LLC
USE	Pharmaceutical manufacturing
LEASE STRUCTURE	Absolute NNN
PRIMARY LEASE TERM	15 Years
PROPOSED RENT (PSF)	\$620,000 (\$10.00 PSF)
ANNUAL ESCALATIONS	To be negotiated
EXTENSION OPTIONS	To be negotiated

Executive Summary

10400
29th Terrace



9 Mins to
Florida's Tpk

7 Mins to
Dolphin Expy

8 mins to
Palmetto Expy

10 Mins to
MIA Cargo Entrance

21 Mins to
Downtown Miami

NW 36th St

NW 25th Street

836 Dolphin Expressway

826

Miami
International
Airport



Investment Highlights



Mission-critical facility manufacturing OTC and RX pharmaceuticals for core blue chip customers such as Walmart, CVS, Walgreens, and more



Deeply entrenched customer base due to PLD's track record as a reliable supplier with key qualifications such as cGMP and FDA approved facilities



Significant tenant investment in highly advanced machinery at the Property with \$6.0M spent from FY21-FY23 to upgrade manufacturing efficiencies and support growth



Miami's industrial market fundamentals are thriving – as of Q4 2023, vacancy rates are lowest ever recorded at 1.6% and according to GreenStreet, rents in Miami-Dade County are projected to grow 23% over the next 36 months



Annual base rent increases and renewals provides for strong contractual income growth and a hedge against inflation



Absolute NNN lease structure with zero landlord responsibilities makes for an optimal passive investment with no capital requirements



30 Minutes → 2,441,457 Population
 60 Minutes → 4,755,461 Population
 90 Minutes → 5,880,406 Population

Booming Miami Industrial Market Fundamentals - As of Q4 2023, vacancy rates remain the lowest ever recorded at 1.6%. According to GreenStreet, rents in Miami-Dade County are projected to grow 23% over the next 36 months.

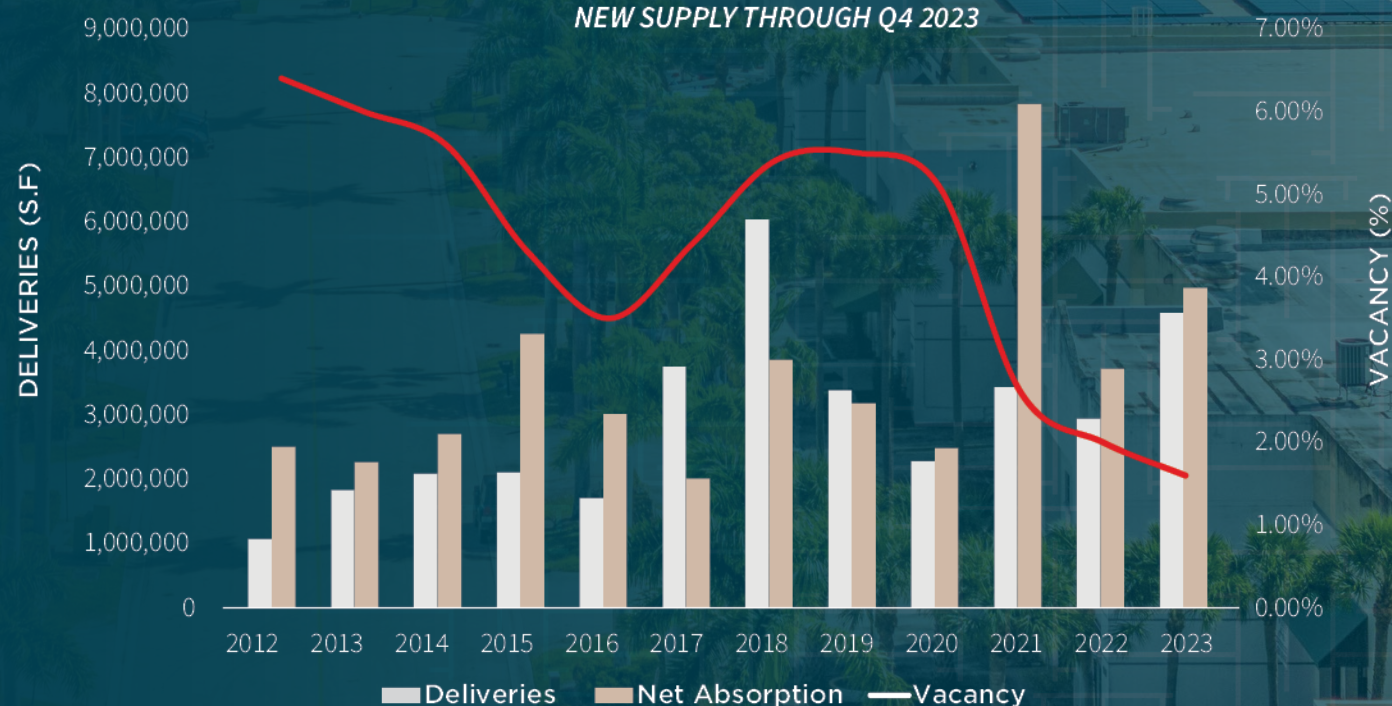
Unparalleled Access To Miami's Major Highways

Less than 8 minutes from Miami's major thoroughfares the Dolphin Expressway, Palmetto Expressway, and Florida Turnpike providing the ability to reach 4.8million people in a 60-minute drive.

GREEN STREET PROJECTED RENT GROWTH

2024	8.10%
2025	8.20%
2026	6.90%
2027	6.20%

ABSORPTION CONTINUES TO OUTPACE NEW SUPPLY THROUGH Q4 2023



Property Overview

ADDRESS	10400 NW 29 th Terrace, Miami, FL
COUNTY	Miami-Dade
BUILDING SIZE	62,000 SF Total <ul style="list-style-type: none">➤ First Floor: 32,000 SF➤ Second Floor: 30,000 SF
TOTAL LOT SIZE	±1.42 Acres
STORIES	Two (2)
SPACE BREAKDOWN	<ul style="list-style-type: none">• 32,000 SF Manufacturing (1st Floor)• 20,000 SF Laboratory (2nd Floor)• 6,000 SF Office (2nd Floor)• 4,000 SF Manufacturing / Mechanical (2nd Floor / Mezzanine)
YEARS BUILT / RENOVATED	1997 / 2005 / 2018 / 2024
ZONING	I-Industrial (7600 Intensive Use)
CONSTRUCTION	Reinforced Concrete
CLEAR HEIGHTS (Avg.)	22'
DOCK DOORS	4 total
TAX PARCEL #	35-3029-001-0340



Property Photography



Summary of Proposed Lease Terms

Tenant	PL Developments LLC
Guarantor	PL Developments LLC
Premises	Property located at 10400 NW 29 th Terrace, Miami, FL
Rentable SF	62,000 SF total
Lease Structure	Absolute Triple-Net Lease
Commencement Date	Concurrent with closing
Initial Lease Term	15 years
Initial Base Rent	\$620,000 (\$10.00 PSF)
Rental Escalations	To be negotiated
Renewal Options	To be negotiated
Termination Option	None
Insurance	Tenant shall be responsible to keep in effect at its sole expense insurance that is customarily maintained by comparable properties
Taxes	Tenant shall be responsible for all taxes during the lease term
Maintenance & Repairs	Tenant, at its sole expense, to maintain the Premises. Tenant's obligation will include the repair and replacement, if necessary, of all interior, exterior, structural, non-structural, and mechanical elements and systems
Assignment / Sublease	Tenant may freely sublease portions of the land or building without Landlord's consent but shall not be entitled to assign the lease or sublease the entirety of the buildings without Landlord's consent, except in connection with certain permitted transfers or a sale of all or substantially all of the Tenant's assets or equity (i.e., change of control)
Security Deposit	None

Tenant Overview

PL DEVELOPMENTS

Established in 1988, PLD is a premier manufacturer, packager, and distributor of private label and store branded OTC and prescription pharmaceuticals and consumer healthcare goods. While PLD is not the brand most consumers know, PLD is the innovation behind many of the household brands consumers love, and is on the shelves of virtually every major retailer in the U.S.

PLD works closely with retailers and major pharmacy chains to create high-quality, cost-effective alternatives to national brands. The Tenant has a strong reputation for delivering customized solutions, quality products and exceptional customer service in the private label sector of the pharmaceutical industry.

Notably, the Tenant is deeply entrenched with its national blue chip customer base: of its top 5 customers, PLD has an average supply relationship over 25 years.

KEY FACTS AT-A-GLANCE

36+ Years

Operating History

1,700+

Dedicated Employees

2,000+

Unique SKUs

450+

Diverse Products

cGMP / FDA

Compliant Facilities

ENTRENCHED BLUE-CHIP CUSTOMER BASE

PLD works with a variety of customers, including major retailers, pharmacy chains, wholesalers, and distributors. Notable customer types include:

- ❖ **Retailers:** National and regional retailers for private label OTC pharmaceuticals and consumer healthcare products. These retailers include grocery chains, big-box retailers, and independent pharmacies.
- ❖ **Pharmacy Chains:** PLD collaborates with pharmacy chains, including both national and regional players, to develop and manufacture private label medications, vitamins, and personal care products, which are sold under their respective store brands.
- ❖ **Wholesalers:** PLD works with pharmaceutical wholesalers to distribute their private label and branded products to pharmacies and healthcare providers nationwide. These wholesalers play a crucial role in reaching a broader fragmented customer base.
- ❖ **Distributors:** PLD also serves as a private label manufacturer for distributors specializing in healthcare products. Some distributors focus on specific market segments while others serve a wide range of healthcare providers.



Product Category Overview

THE TENANT PROVIDES A SOLUTION THAT FITS INTO EVERY HEALTH AND BEAUTY CARE AISLE

PLD is dedicated to offering a robust pipeline of innovative products and new dosage forms to support the specific needs of its customers. An unwavering commitment to quality provides PLD customers with exceptional, expedited service and products they can rely on. All PLD products are manufactured and packaged in state-of-the-art, cGMP-compliant facilities.

Further, PLD solutions are routinely sent out to independent test laboratories via customers for evaluation and have consistently proven that PLD private label products are comparable in both quality and effectiveness to the respective national brands. As such, PLD products can be found in all major retailers across the country.

Solid & Liquid Dose OTC

Products

- Analgesics, Allergy, Digestive, Sleep, Cough/Cold, Motion

Representative National Brand Comparisons



First Aid

Products

- Topical Ointments, Alcohol, Hydrogen Peroxide, Witch Hazel, Epsom Salt

Representative National Brand Comparisons



Personal & Feminine Care

Products

- Vaginal Cream, Antifungal, Cold Sore Blister Treatment,

Representative National Brand Comparisons



Nicotine Replacement Therapy

Products

- Gum, Lozenge, Mini Lozenge

Representative National Brand Comparisons



[CLICK HERE FOR A LINK TO THE TENANT'S PRODUCT LIST \(*AS OF AUGUST 2022\)](#)

Full Breadth of Capabilities

Below highlights the Tenant’s core product categories:

From solids and liquid delivery methods to first aid and Nicotine Replacement Therapy (“NRT”) products, the Tenant offers A full spectrum of uniquely tailored services for its pharmaceutical customer base. PLD is trusted by reputable customers such as CVS, Walmart and Walgreens to develop and manufacture its products attributable to years of high quality and professional service that exceeds client expectations and regulatory requirements.



Product Development

World-class formulation and development scientists committed to developing unique and innovative products



Manufacturing

State-of-the-art manufacturing in FDA-registered, cGMP-compliant facilities ensures the highest quality production and strong barriers to entry from competitors



Packaging

Offering a full range of packaging solutions with dedicated lines, supported by the most advanced packaging technologies for efficiency and accuracy



Quality and Regulatory

Implementing the latest quality initiatives and industry best practices to ensure product safety and effectiveness



Distribution

Employing the most advance warehousing technologies and logistics to uphold quality and streamline processes



Creative Services

Full-service creative capabilities that support customer product development and marketing efforts – from initial concept all the way to reaching the end-user



Sales and Marketing

PLD sales team has invaluable industry experience and works closely with its customers to understand their unique needs



Contract Services

End-to-end solutions for bringing pharmaceutical and consumer health products to market, at an unmatched level of quality and efficiency

MIAMI MSA OVERVIEW

Given its relative central position—the city is equidistant from New York City and Mexico City, Boston and Caracas, and from London and Buenos Aires—Miami is an international trading nexus and one of the prime centers of commerce in the global economy. Miami's location and cultural diversity offer an appealing quality of life with an abundance of cultural and recreational activities.

The Miami metropolitan area encompasses Miami-Dade County at the southeastern tip of the Florida peninsula and covers over 2,000 square miles. The Miami area is the “anchor” of the South Florida megalopolis of 6.2 million people that also includes metropolitan Ft. Lauderdale-Hollywood, and West Palm Beach-Boca Raton. The region's recent rapid population growth is the result of a number of factors including quality of life, expanding international economic base, diversified economy, and the “globalization” of Latin America with the United States.

Equally alluring as the tropical setting is the city's stable economy, its prime location for conducting business and its convenient air transportation to major international gateways. Approximately 2.8 million residents call Miami home, and the city hosts over 13 million tourists per year from around the globe. Today, Miami is considered a thriving business hub of Latin America, attracting not only U.S. and Latin American corporations, but increasingly companies from Canada, Europe, and Asia.

MIAMI ACCOLADES

#1

**In International
Freight
in the U.S.**
MIA
(Miami-airport.com)

#1

**Busiest
Cruise Port**
Port Miami
(Miami-Dade.Gov)

#2

**Most
Important
U.S. City to
Ultra High-
Net-Worth
Individuals**
(ISG)

#2

**Most
International
Airport Passengers**
MIA
(Miami-Dade.gov)

#2

**Population
Growth
by State**
*(U.S. Census
Bureau)*

#4

**Highest
RevPAR City
in Top
25 Markets**
(STR)

Miami Industrial Market

Miami-Dade has been regarded as a buffered market, safeguarding assets through times of uncertainty. Quarterly numbers support this notion as vacancy rates remain the lowest we've seen to date, while rental rates continue to surge. The linear, land constrained market remains fundamentally strong. Despite over 4.6MSF of deliveries in 2023, net absorption remains positive at 4.9 MSF indicating sustained demand in the market. Year over year rent growth has risen 13.95% boasting the highest rent we've seen to date at \$17.04 PSF on average.

Modern logistics space is scarce in Miami, and despite 8.2MSF underway the area continues to see limited new supply. In fact, existing properties built since 2020 and those under construction are 94% leased. Although supply additions are expected to add over five million square feet of vacant space in the coming year, these are expected to see healthy lease-up, with most properties achieving stabilization by late 2025.

The largest deal for the Q4 2023 was signed by Frito Lay, a 130,320 SF lease at the new development in Bridge Point Doral.

Outlook

A spotlight continues to shine on Miami-Dade as it's proven to be a resilient market. Capital migration coupled with land constraints and key access to American and International trade channels further fuel the importance of this emerging sunbelt market. Miami International Airport and Port Miami remain critical components for continued growth and development. Vacancy rates are expected to remain low, while rental rates are anticipated to increase.



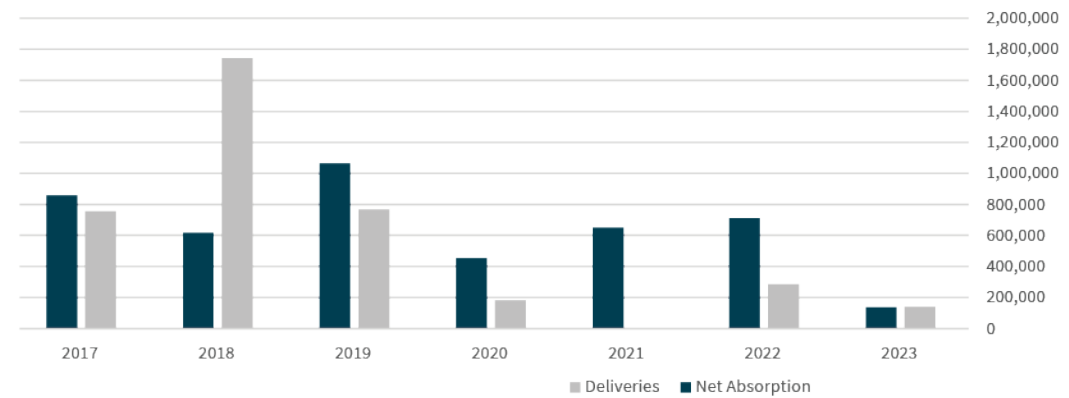
Airport West Submarket

- The Airport West industrial submarket, Miami's largest, consists of 44.5 MSF, accounting for 21% of the entire market's inventory.
- The submarket offers premier access to major FL highway arteries and proximity to Miami International Airport drawing the market's major users such as Amazon, USPS, DHL, Ryder and more.
- Since 2020, the submarket has experienced exceptional rental rate growth, with average annual increases of 32% per annum over the last 36 months.
- The submarket remains tight with vacancy holding firm at 2.1% and just 140K SF of deliveries over the past year.
- Of the 1.4 MSF currently under construction in the submarket, 1.2 MSF is attributable to a new Class A development by Bridge Industrial representing only 2.7% of the current inventory. Bridge has successfully pre-leased portions of their project at rates exceeding \$20 PSF.
- Record asking rents averaging \$20.20 PSF NNN demonstrating the highest asking rents amongst all Miami Dade submarkets.

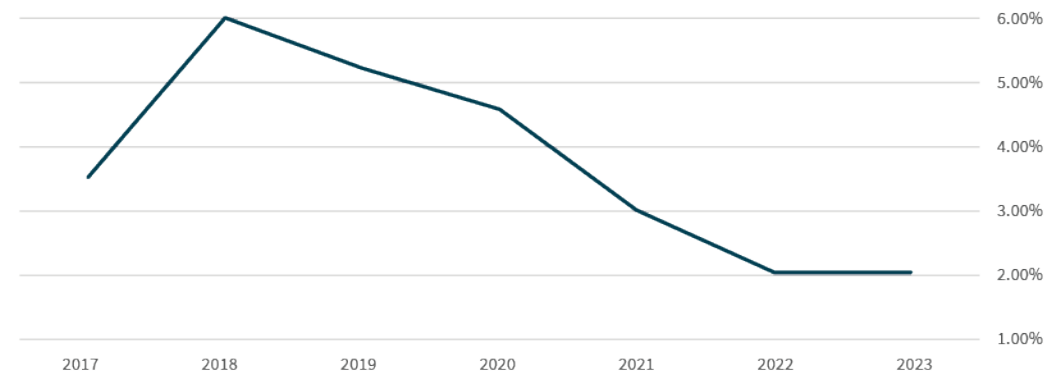
AIRPORT WEST SUBMARKET FUNDAMENTALS

	<i>Metrics</i>
Inventory (SF)	44,529,074
Total Net Absorption (SF)	137,401
Total Vacancy	2.10%
Average total asking rent (\$ PSF)	\$20.20
Under Construction (SF)	1,391,192

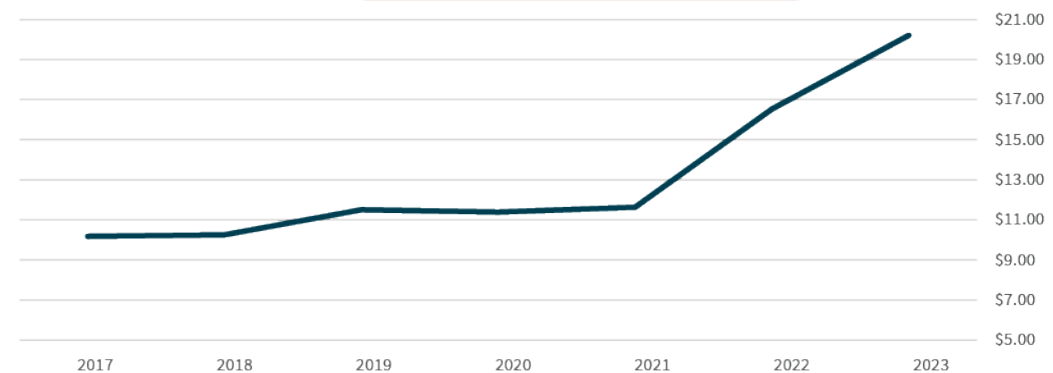
SUPPLY & DEMAND



TOTAL VACANCY (%)



AVERAGE NNN RENT PSF





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