

CALIBER COLLISION[®]

RESTORING THE RHYTHM OF YOUR LIFE

OPEN FOR BUSINESS

CHESTER, PA (PHILADELPHIA)

CALIBER COLLISION

Marcus & Millichap

NNN DEAL GROUP

OFFERING MEMORANDUM

ACTUAL SITE

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CALIBER COLLISION[®]

RESTORING THE RHYTHM OF YOUR LIFE

2200 W 9TH ST
CHESTER, PA 19013

PRICE : \$1,638,000

CAP : 6.25%

RENT : \$102,384

OVERVIEW

PRICE	\$1,638,000
GROSS LEASABLE AREA (GLA)	8,202 SF
LOT SIZE	0.92 Acres
NET OPERATING INCOME	\$102,384
YEAR BUILT	1950/2023

LEASE ABSTRACT

LEASE TYPE	NNN
LEASE TERM	15 Years
LEASE START (ESTIMATE)	6/3/2023
LEASE EXPIRATION (ESTIMATE)	6/30/2038
RENEWAL OPTIONS	2x5
INCREASES	10% every 5 years
LANDLORD OBLIGATIONS	None at all

ANNUALIZED OPERATING DATA

LEASE TERM	Annual Rent
1-5	\$102,384
6-10	\$112,622
11-15	\$123,885
OPTION 1	\$136,273
OPTION 2	\$149,900



CLICK TO VIEW COMPANY VIDEO

Marcus & Millichap
NNN DEAL GROUP

INVESTMENT HIGHLIGHTS



Brand new 15 year absolute net lease, zero landlord obligations



Site has undergone 2023 renovations to meet Caliber's rigorous operating standards



Regular 10% rent increases every 5 years hedge against inflation



Strong corporate guaranty from the largest auto body repair company in the U.S. backed by over 1600 locations



Stable investment, Caliber's parent company, Wand Newco 3, Inc, recently upgraded to a Moody's rating of B2



E-commerce and recession resistant industry, as long as there are cars on the road, there will be a need for body work



Strategically located on a signaled corner less than a mile from busy I-95 on/off ramp



Densely populated Philadelphia neighborhood location, just 14 miles southwest of Downtown

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CALIBER COLLISION: A SUCCESSFUL NET LEASE INVESTMENT IS NO ACCIDENT

Caliber is on a growth trajectory, either through new construction or taking over existing real estate, always in high-population areas with easy access.

By Jonathan Hipp | Globe St

One of the lessons that the net lease investment industry has learned over the past year is that reliance on human need makes for strong growth and recession resistance. We saw that fact play out in such sectors as pharmacy, casual dining—as long as there were drive through or curbside pickup options—and even in the industrial market.

The same can be said for the automotive industry in general and collision repair specifically. For net lease investors, the unfortunate news that accidents will always happen is the good news as well. Collisions, be they due to weather conditions, system failures or simply bad driving, are a fact of life on the road. Collision repair, on its surface, may not be the sexiest-sounding investment type. But considered as a recession- and internet-resistant asset that promises long-term and steady growth, it really cannot be beat.

Caliber Collision is the largest auto-repair company in the nation, boasting more than 1500 locations and rated the highest in customer satisfaction among its competition. Over the years, it has forged partnerships with an impressive 57 car dealerships throughout the US and no fewer than 34 insurance carriers, including such household names as AAA, GEICO, Farmers, Liberty Mutual, Allstate and USAA.

Owned by OMERS Private Equity, which is AAA rated by Standard & Poor's, Caliber has become a \$4 billion a year behemoth. This is supercharged by an aggressive stance of expansion, typified by the nearly \$3-billion Caliber/Abra Auto Body Repair merger agreement from 2018.

This impressive track record is set against an auto-parts and service industry that boasts cap rates under six percent and trending downward and typical lease terms north of 10 years. Caliber is clearly a hot investment type, as affirmed by both CoStar and LoopNet, who report that in 2019, with 1,200 locations, 47 Calibers were sold and by comparison, Starbucks with a whopping 15,000 locations, traded 87. As a market-maker in net lease, Caliber's activity seems to be the go-to asset class, growing more popular every year.

It's important to note as well that, since this type of service center requires special permitting to build, existing assets are even more valuable. Nevertheless, Caliber is on a growth trajectory, either through new construction or taking over existing real estate, always in high-population areas with easy access.

Buy or build, the strategy opens more opportunities for smart investors to get involved. As noted above, the collision industry as a whole is trading at a sub-six percent cap rate. By comparison, new construction sites occupied by Caliber are trading below a five cap, with 15-year lease terms and 10 percent bumps every five years.

At a time when used car sales are booming and there's a shortage of available new cars, this industry has sparked investors' attention. It's no accident that net-leased Calibers are thriving.

[CLICK TO VIEW ARTICLE](#)



CALIBER COLLISION®

RESTORING THE RHYTHM OF YOUR LIFE

Founded in 1997, Caliber Collision is now the nation's leading auto collision repair provider. Headquartered in Lewisville, TX, the Company operates over 1,600 locations across 40 states. The Company's commitment to the highest quality service, accurate estimates, and on-time delivery has allowed them to become the most trusted name in the industry. Caliber offers repair services from dent removal, collision repair, glass replacement, auto body rust repair & much more, providing more repairs and referred to by more insurance agents than any other collision repair provider in the country. Caliber Collision continues to expand its presence in the industry significantly, becoming the market leader through aggressive acquisition activity and improving its customer service, aiming to provide faster, more reliable maintenance for a fair price.

AMERICA'S LARGEST COLLISION REPAIR COMPANY

WHY CALIBER?

- O.E. Certified Repair Centers with State-of-the-Art Equipment
- 100% Automotive Service Excellence Certified & iCar Gold Class Technicians
- On-site car rentals in partnership with Enterprise Rent-a-Car
- Written Lifetime Warranties
- Data-driven diagnostic scanning solutions
- Referred by more insurance agents than any other company

COMPANY HIGHLIGHTS

1,600+

TOTAL
LOCATIONS

40+

STATES
SERVICED

25,000+

TOTAL
EMPLOYEES

1.8 MILLION

CAR LIVES
RESTORED ANNUALLY

AWARDS

2021 BEST IN BUSINESS

GOLD MEDAL WINNER

FORBES 2021 LIST OF

"AMERICA'S BEST LARGE EMPLOYERS"

SERVICES OFFERED

**CALIBER
COLLISION**

**CALIBER
AUTO CARE**

**CALIBER
AUTO GLASS**

**CALIBER
FLEET CARE**



#1
LARGEST
COLLISION
REPAIR
COMPANY



CALIBER COLLISION®

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TENANT SUMMARY

OMERS has been the parent company for Caliber Collision since 2013. Once the merger with Abra took place in February 2019, Hellman & Friedman became the majority ownership, with Omer being minority shareholder.

OMERS Private Equity (Toronto, Canada & Lewisville, Texas): A Worldwide company. OMERS Private Equity has been making private equity investments since 1987 on behalf of OMERS, one of Canada's largest pension plans with in excess of \$60.8 billion of assets. They manage over \$6.5 billion of investments globally. Being part of a pension fund has its advantages. It affords the ability to focus on investing in businesses for long-term value creation rather than near-term earnings. Capital is readily available eliminating the need to fundraiser. It also provides the opportunity to leverage the relationships of the other investment entities and resources of OMERS.

OMERS – Standard & Poor's Rated AA+ | Moody's Rated Aa1

Wand Newco 3, Inc Moody's Rated B2

1997

FOUNDED

\$4.1B

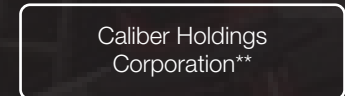
REVENUE AS OF 2021

PRIVATE

OWNERSHIP



OWNERSHIP BREAKDOWN



Subsidiaries*

- ABRA Auto Body & Glass LLC
- ABRA Auto Body & Glass LP
- ABWAY, LLC
- ABRA Franchise Services LP
- ABRA Automotive Services LP

Subsidiaries

- Caliber Bodyworks of Arizona, Inc.
- Caliber Bodyworks of Colorado, Inc.
- Caliber Bodyworks of DC, Inc.
- Caliber Bodyworks of Delaware, Inc.
- Caliber Bodyworks of Florida, Inc.
- Caliber Bodyworks of Georgia, Inc.
- Caliber Bodyworks of Maryland, Inc.
- Caliber Bodyworks of Nevada, Inc.
- Caliber Bodyworks of New Jersey, Inc.
- Caliber Bodyworks of New Mexico, Inc.
- Caliber Bodyworks of North Carolina, Inc.
- Caliber Bodyworks of Oklahoma, Inc.
- Caliber Bodyworks of Pennsylvania, Inc.
- Caliber Bodyworks of South Carolina, Inc.
- Caliber Bodyworks of Texas, Inc.
- Caliber Bodyworks of Virginia, Inc.
- Caliber Bodyworks of West Virginia, Inc.
- CLCH Automotive Service LLC
- Service First Automotive LLC
- Protech Electronics, LLC

** Omers minority shareholder

** Hellman & Friedman - majority ownership via merger with Abra 2/2019

Hellman & Friedman

“CALIBER MAJORITY OWNERSHIP VIA MERGER WITH ABRA”

1984

FOUNDED

100+

COMPANIES OWNED

\$85B

TOTAL ASSETS

HF.COM

WEBSITE

- ❖ One of the most experienced and successful investment organizations in the private equity industry
 - ❖ Founded in 1984, H&F has raised over \$35 billion of committed capital and invested in more than 100 companies
 - ❖ H&F is currently investing its tenth fund, with \$24.4 billion of committed capital, and over \$85 billion in assets under management as of March 2022
 - ❖ Offices in San Francisco, New York and London with more than ~50 investment professionals
- ❖ Investment philosophy focused on businesses with strong, defensible franchises and predictable revenue and earnings growth which generate attractive returns on the capital
- ❖ Strong investment experience across distribution and consumer-oriented businesses



“Find great companies & make them better”

Marcus & Millichap



Eddystone Crossings Shopping Mall

Walmart

metro by T-Mobile

POPEYE'S LOUISIANA KITCHEN

ShopRite

at&t

McDonald's

Downtown Philadelphia
14 Miles

Philadelphia International Airport

CALIBER COLLISION
America's Largest Collision Repair Company

AutoZone

DOLLAR GENERAL

Chester Police Department

BOEING

Denny's

LAQUINTA INNS & SUITES

Stem Academy
Chester - High School

FAMILY DOLLAR
my family, my home, my dollar.

Good Health Pharmacy

RITE AID

DOLLAR GENERAL

U-HAUL
MOVING & STORAGE

Ford

enterprise

Harrah's PHILADELPHIA
Casino and Racetrack

Chester City Hall

PBF Energy
Paulsboro Refinery

Veterans Memorial Park

Subaru Park Stadium

NEW JERSEY

Burlington
coat Factory
Warehouse

DELAWARE RIVER

SITE PLAN



MACRS DEPRECIATION

Modified Accelerated Cost Recovery System

COST SEGREGATION BENEFITS

Cost segregation identifies personal property (generally 5- or 7-year recovery), land improvements (generally 15-year recovery), and other short-lived properties that have been erroneously classified as building property (39- or 27.5-year recovery), which can result in cost savings.

- **MACRS allows for greater accelerated depreciation over longer time periods**
- **Deduct greater amounts during the first few years of an asset's life, and relatively less later**
- **Any property that is being depreciated can elect the MACRS accounting and do a cost segregation**
- **Take advantage of the new 100% bonus depreciation rules that started in 2018**
- **Greatly reduce recapture on projects with rehab, renovation or capital expenditures**

Subject property qualifies for tax savings via accelerated depreciation via cost segregation.

Call today to see if cost segregation is right for you!

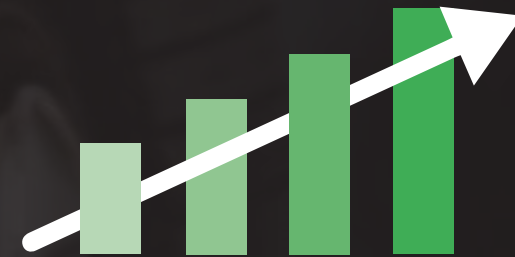
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Increase Your Cash Flow
COST SEGREGATION



**ACCELERATE
DEPRECIATION**



**INCREASE
DEPRECIATION
EXPENSE
DEDUCTION**



**PAY LESS
TAX**



**INCREASE
CASH FLOW**

*INFORMATION SECURED FROM SOURCES WE BELIEVE TO BE RELIABLE. ALL INVESTORS UNDERSTAND BROKER IS NOT QUALIFIED TO PROVIDE TAX ADVICE AND THAT SUCH ADVICE MUST BE CONFIRMED FROM AN ACCOUNTANT OR TAX PROFESSIONAL.

LOCATION OVERVIEW

PHILADELPHIA, PENNSYLVANIA

Philadelphia is known for the Liberty Bell and the home of Independence Hall, where the United States Constitution and Declaration of Independence were adopted. The metropolitan area encompasses 11 counties across Pennsylvania, New Jersey, Delaware and Maryland. The Delaware River bisects the metropolis from northeast to southwest, and it serves as the border between Pennsylvania and New Jersey. The Schuylkill River passes through the heart of Philadelphia, separating West Philadelphia from Center City. The market contains approximately 6.2 million residents. Although the metro has more than 360 municipalities, few have more than 50,000 citizens. Philadelphia is the largest city, with just over 1.6 million residents.

Philadelphia offers its residents an attractive package of economic, educational, cultural and recreational advantages. Its transformation from a manufacturing-based economy to one more reliant on information will continue to provide greater economic opportunities. In addition, the cost-of-living in Philadelphia is much less than in other major East Coast markets. The metro is expected to add roughly 99,000 people over the next five years, which will result in the formation of approximately 52,000 households. Philadelphia provides both visitors and locals with a wide array of destinations. Art and science museums are plentiful, and the restaurant and nightclub scene is alive in the Center City area. The metro houses major professional sports teams, including the Eagles, 76ers, Phillies, Flyers and Union, in addition to numerous golf courses, bike paths and water-related activities.

METRO HIGHLIGHTS

HIGHLY-EDUCATED WORKFORCE

Philadelphia has one of the largest concentrations of institutions of higher learning in the nation, including the University of Pennsylvania, Temple University and Drexel University.



EXPANDING HEALTH SCIENCES SECTOR

The metropolitan area is a significant pharmaceutical, medical and biosciences center. Major companies include Merck, GlaxoSmithKline and Johnson & Johnson.



TRANSPORTATION NETWORK

Interstate 95 connects Philadelphia to both New York City and Washington, D.C., and Interstate 76 links the region to Pittsburgh and Cleveland.



BUSINESS HEADQUARTERS

The Philadelphia area is home to numerous Fortune 500 companies that operate across a broad spectrum of industries, including AmerisourceBergen, Comcast, Crown Holdings, Inc., UGI, Toll Brothers and Aramark.



ECONOMIC HUB

Philadelphia is headquarters to the Federal Reserve's Third District, which, along with the U.S. Mint, the Philadelphia Stock Exchange, and companies like Lincoln Financial Group and Vanguard, helps shape a formidable financial sector.

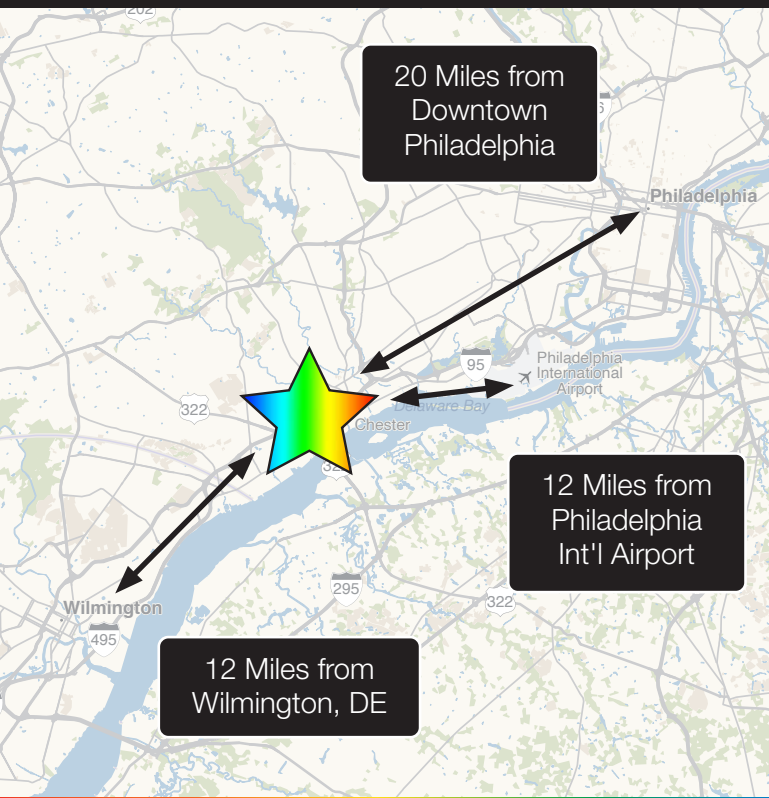




DOWNTOWN PHILADELPHIA

LOCATION HIGHLIGHTS

CHESTER, PENNSYLVANIA



MAJOR EMPLOYERS CHESTER, PA

COMPANY	EMPLOYEES
Vanguard Group	20,000
PA System of Higher Education	2,560
Main Line Health Systems	2,500
Giant Food Stores, LLC	2,500
QVC Inc	2,400
Chester County Hospital	2,320
County of Chester	2,124
Downingtown Area School District	1,674
West Chester Area School District	1,507
Chester County Intermediate Unit	1,115



165,908
TOTAL POPULATION
WITHIN 5-MILE RADIUS



I-95 & US-322
STRATEGICALLY POSITIONED
NEAR HIGH-TRAFFIC
HIGHWAYS



\$95,855
AVERAGE HOUSEHOLD
INCOME WITHIN 5-MILE RADIUS



12,072 VPD
W 9TH ST
41,100 VPD
US-322



15 MIN
DRIVE TO PHILADELPHIA
INTERNATIONAL AIRPORT



14 MILES
SOUTHWEST OF PHILADELPHIA'S
CITY CENTER, WITH A METRO
POPULATION OF OVER
5.78 MIL RESIDENTS

POPULATION	1 MILE	3 MILES	5 MILES
2027 Projection	16,776	80,739	165,823
2022 Estimate	16,900	80,784	165,908
Growth 2022 - 2027	-0.73%	-0.06%	-0.05%
2000 Census	18,981	85,279	169,301
2010 Census	17,055	80,863	165,606
Growth 2000 - 2010	-10.14%	-5.18%	-2.18%

HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2027 Projections	6,455	30,807	63,898
2022 Estimate	6,456	30,662	63,635
Growth 2022 - 2027	-0.02%	0.47%	0.41%
2000 Census	6,981	31,596	63,397
2010 Census	6,326	29,924	62,231
Growth 2000 - 2010	-9.39%	-5.29%	-1.84%

HOUSEHOLDS BY INCOME (2022 Est.)	1 MILE	3 MILES	5 MILES
\$200,000 or More	1.44%	3.27%	7.26%
\$150,000 - \$199,999	2.67%	4.31%	7.59%
\$100,000 - \$149,999	7.37%	14.52%	17.98%
\$75,000 - \$99,999	8.94%	13.42%	14.22%
\$50,000 - \$74,999	12.73%	15.56%	15.19%
\$35,000 - \$49,999	13.26%	12.46%	10.37%
\$25,000 - \$34,999	15.93%	11.46%	9.12%
\$15,000 - \$24,999	15.60%	11.28%	8.43%
\$10,000 - \$14,999	8.04%	4.99%	3.67%
Under \$9,999	14.02%	8.73%	6.19%
2022 Est. Average Household Income	\$49,937	\$71,366	\$95,855
2022 Est. Median Household Income	\$32,339	\$51,524	\$70,028
2022 Est. Per Capita Income	\$19,770	\$27,544	\$37,172

POPULATION PROFILE	1 MILE	3 MILES	5 MILES
2022 Estimated Population by Age	16,900	80,784	165,908
Under 4	8.1%	6.9%	6.1%
5 to 14 Years	16.4%	13.8%	12.5%
15 to 17 Years	4.3%	3.9%	3.7%
18 to 19 Years	2.3%	3.0%	3.0%
20 to 24 Years	6.8%	7.4%	6.7%
25 to 29 Years	7.5%	7.3%	6.7%
30 to 34 Years	7.4%	7.3%	6.9%
35 to 39 Years	6.3%	6.6%	6.4%
40 to 49 Years	10.1%	11.4%	11.5%
50 to 59 Years	11.0%	12.1%	13.1%
60 to 64 Years	5.7%	6.0%	6.8%
65 to 69 Years	4.9%	4.9%	5.6%
70 to 74 Years	3.7%	3.8%	4.2%
Age 75+	5.6%	5.9%	6.7%
2022 Median Age	33.1	35.4	38.4

2022 Population 25 + by Education Level	10,517	52,579	112,798
Elementary (0-8)	2.14%	1.95%	1.45%
Some High School (9-11)	10.78%	8.28%	6.06%
High School Graduate (12)	49.30%	43.73%	37.65%
Some College (13-15)	18.53%	18.49%	17.21%
Associates Degree Only	6.18%	6.63%	7.13%
Bachelors Degree Only	8.23%	12.67%	17.49%
Graduate Degree	3.52%	7.16%	12.19%

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Like all real estate transactions, this potential investment carries significant risks. Each buyer and Professional Advisors must request and carefully review all information and documents related to the property and tenant which the buyer deems material to their particular needs. While the tenant's past performance at this or other properties might be an important consideration, past performance is not a guarantee or necessarily a reliable indication of future performance. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be based on a tenant's projected sales with little or no record of actual performance or comparable rents for the area. Future performance and investment returns are never guaranteed. Tenants and guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of their 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, every buyer is responsible for conducting their own investigation of all matters affecting the intrinsic value of the property and any lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property as well as the lease rates and other terms the buyer might be able to negotiate with potential replacement tenants, considering the location of the property, market rental rates, and the buyer's legal ability to make alternate use of the property.

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