# **INVESTOR PRESENTATION**

May 2017







# Capital Partners to Health Care Providers

# **DISCLAIMER**



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# AT A GLANCE



#### **STOCK INFORMATION \***

• GMRE (NYSE) STOCK PRICE: \$9.29

Market Capitalization: \$164 million

Common shares outstanding: 17.6 million

#### **KEY BUSINESS POINTS**

- Healthcare REIT focused on the acquisition and leasing of state-of-the-art, purpose built healthcare facilities
- Substantial pipeline of high quality assets
- Experienced management
- Attractive industry tailwinds

# **BALANCE SHEET HIGHLIGHTS**

- Well positioned to execute on pipeline acquisitions using recently-announced credit facility
- Addition of recently announced credit facility provides acquisition financing optionality

<sup>\*</sup> Data is as of May 31, 2017

# **LEADERSHIP**



# Key team members average over 20 years healthcare and real estate experience



# JEFFREY BUSCH, Chairman and President

- Over 20 years of experience in healthcare, real estate development, management and investment
- Former assistant to the U.S. Secretary of Housing & Urban Development
- United States Special Representative to United Nations in Geneva
- Developed large-scale residential, commercial, hospitality and retail properties



# **DAVID YOUNG**, Chief Executive Officer

- Over 25 years of experience in medical and hospital real estate
- Vice President Acquisitions at Windrose Medical Properties Trust (NYSE: WRS), which was acquired by Welltower (NYSE: HCN)
- Executive responsible for business development for Healthcare Property Investors (NYSE: HCP) and helped it grow from AUM of \$300 million to over \$3.5 billion
- Developed specialized real estate financing of hospitals and medical clinics as part of GE financial services



# **DON McCLURE**, Chief Financial Officer and Treasurer

- Over 20 years of experience in accounting and extensive experience in operational business development, creating policy and procedures specific to REIT compliance
- Prior role as accounting manager of Washington Real Estate Investment Trust (NYSE: WRE)
- Previously CFO of Quantum Real Estate Management



# **ALFONZO LEON**, Chief Investment Officer

- Over 15 years of experience in real estate finance and has completed \$3 billion of transactions
- Prior experience as principal at investment advisor to pension funds and investment banker representing healthcare systems, developers and REITs
- Healthcare real estate investment banker for Cain Brothers

# **COMPANY OVERVIEW**



Healthcare REIT focused on the acquisition and leasing of state-of-the-art, purpose built healthcare facilities

# Focus on state-of-the-art, licensed medical facilities that through their technology and design enhance the quality of care

- Facilities built or adapted to contemporary best healthcare practices
- Target the "factory" where core medical procedures are delivered
- Lease to leading medical providers with dominant local market share
- Focus on single tenant, net lease real estate

# **Current portfolio of 42 facilities net leased to twenty tenants**

- Approximately 946,000 square feet of leasable area
- 9 years average lease term remaining
- 12 years average age of portfolio youngest of listed healthcare REITs

# Pipeline primed for growth

- Large and increasing acquisition pipeline under review
- Focus on relationships and off-market transactions

# **Rapid Trajectory to Dividend Coverage**

- Current annualized dividend of \$0.80 per year
- Portfolio in place as of May 1 provides for current contracted rent cash payments of at least \$17.6 million to be received in 2017 and \$23.8 million in 2018

# **Externally managed by Inter-American Management, LLC ("Advisor")**

- Owners of the Advisor own approximately 14.8% of GMR's common stock
- Commitment to consider internalization when stockholders' equity reaches \$500 million

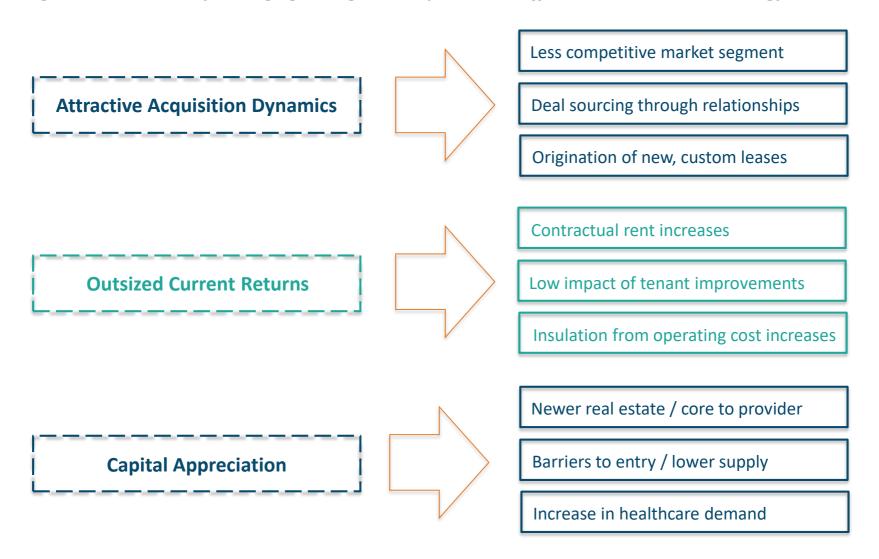




# STRATEGY TO OUTPERFORM



Creating attractive returns by leveraging management expertise and differentiated investment strategy

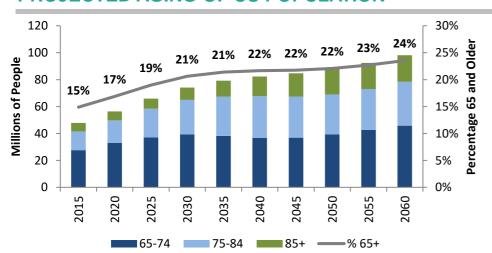


# ATTRACTIVE INDUSTRY TRENDS



Demographic shifts and changing consumer preferences spurring healthcare industry growth

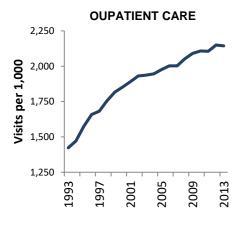
#### PROJECTED AGING OF US POPULATION

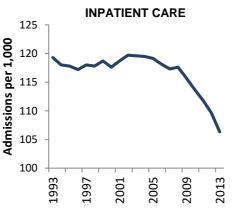


- 65+ age group expected to double between 2015 and 2060
- 85+ age group expected to triple between 2015 and 2060
- Use of healthcare dramatically increases with age
- GMR targets practice types frequently utilized by older demographics: cardiovascular treatment, cosmetic plastic surgery, eye surgery, gastroenterology, oncology treatment and orthopedics

Source: Centers for Medicare & Medicaid Services, Office of the Actuary

# CHANGING CONSUMER PREFERENCES ARE A MAJOR FACTOR IN GMRE'S PROPERTY SELECTION





- Consumer preference shifting to outpatient care
- 50.8% growth in outpatient visits from 1993-2013
- 10.9% decrease in inpatient admissions from 1993-2013
- Need for more outpatient facilities
- Preference for smaller, specialized and efficient hospitals

Source: American Hospital Association Annual Survey, for community hospitals

# **EVIDENCE-BASED DESIGN**



As EBD research becomes more widely recognized and reproduced, facilities with these features expect to outperform

- EBD research demonstrates an interrelatedness between the design of a healthcare facility and patient outcomes
- Certain design elements have an important impact on productivity, safety, health and morale for both physicians and patients
- Facilities with these features can attract and retain strong tenants and will outperform over time

STATE-OF-THE-ART MEDICAL TECHNOLOGY



ER

EFFICIENT TREATMENT AND PROCESSING DESIGN

ADVANCED BUILDING ENGINEERING





AMENITIZED
PATIENT
ENVIRONMENT

# **GMR INVESTMENT CRITERIA**



# **FOCUS ON TENANT OPERATIONS**

- ✓ Excellent medical practice groups with sustainable practices
- ✓ Single, long-term tenants = no vacancy rate
- ✓ Existing, long-standing provider
- ✓ Strong and diversified payor mix

#### STRATEGIC LOCATIONS

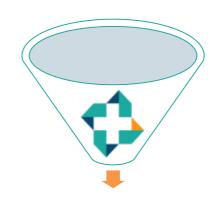
- ✓ Position to take advantage of decentralization trends
- ✓ Identifiable, predictable, historical market demand
- ✓ Proximity to related resources for reliable patient flow
- ✓ Barriers to entry/competition

# **HIGH-QUALITY FACILITIES**

- ✓ State-of-the-art technology and design
- ✓ Facilities recently built or renovated
- ✓ Facilities core to provider business model
- ✓ Functionality, reusability, conversion value

# PROVIDERS CRITICAL TO LOCAL POPULATIONS

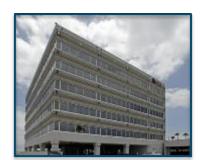
- ✓ Dominant specialty group practices; regional sole providers
- ✓ Regional specialty hospitals
- ✓ Critical access hospitals
- ✓ Long-term practice success / expert hospital management history











# **OFF-MARKET DEAL SOURCING**



In addition to brokerage relationships, GMR executives have robust relationships with healthcare providers, allowing for direct negotiation and generation of new long term leases without broker intermediaries

# **RELATIONSHIP-BASED REAL ESTATE SOLUTIONS OUTPATIENT TREATMENT HOSPITAL PHYSICIAN BUILDERS & COMPANIES GROUPS CHAINS DEVELOPERS**

# **MARKET DOMINANT TENANTS**



# **ESTABLISHED PROVIDER**

# **CLINICAL EXPERTISE**

# **STRONG CREDIT**

#### What we seek to acquire:

- Demonstrated clinical leaders
- Going concern history
- High market share
- Stable and competent management
- Robust and durable payor contracts

# **Competitive advantages:**

- Predictable, stable rents
- Strong and diversified payor mix
- Higher barrier to entry for competitors
- Supports long term lease terms

# What we seek to acquire:

- Prominent local physicians
- Board credentials
- Strong peer reviews
- Academic identity
- Age-related procedure expertise

#### **Competitive advantages:**

- Require newer, purpose-built real estate
- Creates patient loyalty and stronger market share
- Focused on the future of healthcare

# What we seek to acquire:

- Strong EBITDARM / rent coverage
- Guarantors with strong credit
- Subordination of profits to rent
- Operators with regional or national footprint

# **Competitive advantages:**

- Rent coverage in excess of peers
- Implicit credit stronger than peers













# PROPRIETARY DEAL STRUCTURES



When possible, GMR originates new leases as opposed to assuming in place leases, which creates value

# Target annual base rent of 7%-9% of projected total investment cost

# Typically 2%-3% annual rent escalations

- Attractive and sustainable base return for REIT and shareholders
- Built-in inflation protection

# Absolute NNN lease, 10-20 year initial lease terms

- No operating expense risk to GMR
- Minimal recurring capital expenditure exposure
- Minimal asset management expense

# Credit enhancements mitigate risk

- Subordination of tenant physician salaries and medical practice profit distributions to timely payment of rent
- Licenses, CONs (Certificates of Need) stay with the real estate in the event of change in occupancy
- Personal, corporate, sponsor guarantees and/or third party letters of credit
- High rent coverage ratios (EBITDARM) required of tenant for security
- GMRE has right to evict and replace management of medical provider tenant
- Cross-collateralization for portfolio investments by GMR with same operator
- Comprehensive tenant reporting requirements and annual audits

# PROPERTY PORTFOLIO AS OF MAY 1, 2017

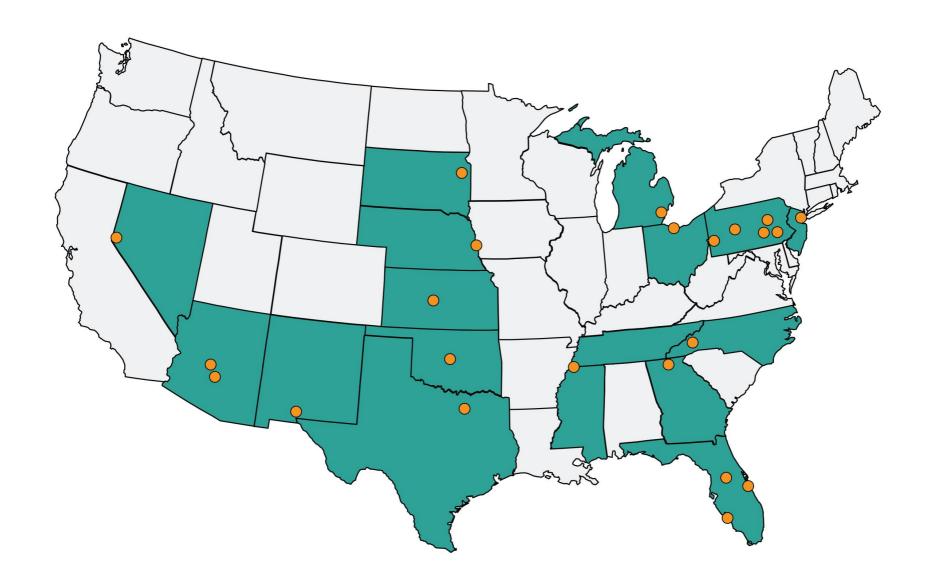


Property	City	State	Туре	Leasable Square Feet	Leased Space	Lease Years Remaining
HealthSouth (3)	Mesa/Altoona/Mechanicsburg	AZ/PA	Rehab Hospitals	200,746	100%	6
Brown Clinic (3)	Watertown	SD	Primary Care	46,884	100%	15
Carson City (2)	Carson City	NV	Primary +	20,632	100%	7
Prospect Medical	East Orange	NJ	Medical Office	60,442	100%	10
Northern Ohio Medical (7)	Sandusky	ОН	Primary Care	44,702	100%	12
Berks Eye Facilities (2)	Reading	PA	Surgery	23,500	100%	10
Omaha Facility	Omaha	NE	LTACH	41,113	100%	7
Gastro One Facilities (6)	Memphis	TN	Treatment	52,266	100%	11
Plano Facility	Plano	TX	Out. Hospital	24,000	100%	19
Ellijay Facilities (3)	Ellijay	GA	Medical Office	44,162	100%	10
Melbourne Facility	Melbourne	FL	Orth. Rehab.	75,899	100%	9
West Mifflin Facility	West Mifflin	PA	Surgery	27,193	100%	14
Michigan Facility	Westland	MI	Surgery	15,018	100%	9
Asheville Facility	Asheville	NC	Surgery	8,840	100%	5
Las Cruces	Las Cruces	NM	Surgery	15,761	100%	12
Prescott	Prescott	AZ	Medical Office	12,000	100%	12
Geisinger	Lewisburg	PA	Imaging Center	28,480	100%	6
SLHVI	Clermont	FL	Medical Office	18,152	100%	8
SWFNA	Cape Coral	FL	Medical Office	25,814	100%	10
GBRH	Great Bend	KS	Acute Care Hospital	63,978	100%	15
ОСОМ	Oklahoma City	ОК	Orthopedic + Hospital	96,596	100%	9
Total				946,178	100%	9**

<sup>\*\*</sup> Weighted average age calculated as of most recent renovation

# PROPERTY PORTFOLIO MAP AS OF MAY 1, 2017



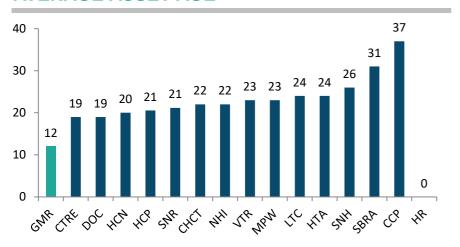


# **PORTFOLIO METRICS**

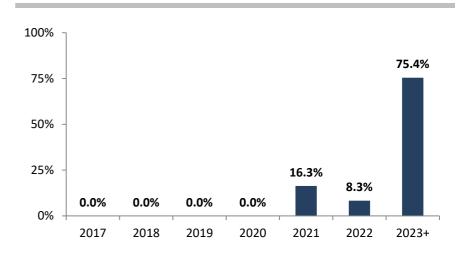


Portfolio metrics reflecting newer buildings, dominant tenants and long term leases

#### **AVERAGE ASSET AGE**



# LEASE MATURITY - SQ. FT. EXPIRING



# PREMIUM PORTFOLIO FUNDAMENTALS

- Youngest assets of listed healthcare REIT peers, driving high quality tenant retention
- Weighted average lease term remaining of 9 years
- No lease rollovers until 2021
- 100% net lease portfolio insulates GMR from operating expense increases and capital expenditures
- 100% leased space
- \$24.83 average annual base rent per square foot

# ASSOCIATES IN OPTHALMOLOGY WEST MIFFLIN, PA



#### **KEY STATISTICS**

Asset Type Surgery Center and Medical Office Building

Gross Leasable Area 27,193

Average Age 9 years

EBITDARM / Rent 7x at lease inception

Leased Occupancy 100%

Lease Expiration 9/25/2030

Transaction Value \$20.0 million

#### TOP FACILITIES AND CREATIVE LEASE

- The building contains state of are equipment used diagnosis and treatment of cataracts, glaucoma, diabetic eye care and macular degeneration
- The building is accredited by the Accreditation Association for Ambulatory Health Care (AAAHC)
- Profitable operator provides high, 7x rent coverage
- NNN Lease with annual rent increases of 2%
- GMR secured a new 15-year lease at closing with four (4) five (5) year renewal options
- Lease is protected by a strong corporate guarantor
- AIO subordinates profits before distributions to physicians, to rent payments

#### STATE OF THE ART FACILITY



# LOCALLY DOMINANT TENANT

- The facility is operated by Associates in Ophthalmology (AIO) and Associates Surgery Centers (ASC) respectively via two separate lease agreements that expire in 2030
- Located in the Pittsburgh market, the facility can draw from a population of 764,000 within a 10-mile radius of the property.
- 32% of the regional population is over the age of 55, a key demographic for AIO services
- 34 doctor practice provides highest quality care
- Market-leading ophthalmology practice with 11+ physicians and 7 locations

# **HEALTHSOUTH PORTFOLIO** ARIZONA (1) AND PENNSYLVANIA (2)



## **KEY STATISTICS**

Asset Type Inpatient Rehab Hospitals

Gross Leasable Area 200,746 square feet

Asset Quality Class A-/B+ Assets

EBITDARM/Rent 6x average at purchase

Leased Occupancy 100%

Lease Expiration 5/2021 (PA) & 11/2024 (AZ)

Transaction Value \$68.1 million

#### SERVING CONTEMPORARY TRENDS

- Although each facility has a different overall layout, the buildings are purpose built to provide a complete compliment of care
- Sustainable Design Elements such as the use of sunshade devices on windows
- Centrally Located Nursing Stations
- Comforts amenities such as ample Lounge areas and parking for family visits
- Care enhancement services like on-site Pharmacies to properly obtain and administer prescriptions to patients.

#### STATE OF THE ART FACILITIES



Altoona, PA





Mechanicsburg, PA

# MARKET DOMINANT TENANT

- HealthSouth is the leading U.S. provider of post-acute healthcare services, offering both facility-based and homebased post-acute services.
- Operates in 30 plus states and Puerto Rico through network home health agencies, and hospice agencies.
- HealthSouth had \$3.1 billion in revenue in 2015 and \$4.6 billion in total assets as of the end of 2015.
- The inpatient rehabilitation (IRF) industry is highly fragmented, and HealthSouth has no single, large competitor

# **PIPELINE OVERVIEW**



Addition of recently announced credit facility provides acquisition financing optionality

#### STEADY PORTFOLIO GROWTH

- At May 1, 2017 GMR's portfolio exceeded \$315 million with leasable square feet of approximately 946,000
- Multiple facilities under executed contracts or letters of intent
- Significant and growing pipeline of assets actively engaged

# **PIPELINE CHARACTERISTICS**

- Customized long-term leases
- Market dominant tenants
- Facilities core to provider business model
- Class A, recently built assets

### **SOURCING**

- Current emphasis on assets within dominant health system portfolios
- Originating deals directly from owners of multiple properties
- Focus on relationships and off-market transactions







# **INVESTMENT HIGHLIGHTS**



**State-of-the-Art Healthcare Facilities** 

**Management Team with Public REIT Experience** 

**Attractive Industry Trends** 

**High Quality Initial Portfolio** 

**Market Dominant Tenants** 

**Substantial Pipeline of High Quality Assets** 





# **EXTERNALLY MANAGED BY INTER-AMERICAN**



Reducing G&A during initial growth phase with a path to internalization

**Background and Strong Alignment of Interests** 



- Our advisor is 85% owned by ZH International Holdings, Ltd., a Hong Kong listed real estate company
  - ZH International is engaged in global real estate development, investment, management and sales and REIT management
- Following recent IPO, our officers, directors and our primary sponsor own approximately 14.2% of our outstanding common stock on a fully diluted basis

**Advisory Agreement** 



- Three year initial term with automatic renewals each year thereafter
- Advisor manages day-to-day affairs of the Company
- Other Inter-American Management LLC entities do not compete with GMR for assets

**Management Fees** 



- Base management fee equal to 1.5% of stockholders equity, paid quarterly
- Incentive fee of 20% of AFFO after 8% hurdle to investors
- Reimbursement of certain expenses incurred by the advisor on behalf of GMR, but no reimbursement of compensation expenses of advisor

Path to Internalization



- When our stockholders' equity reaches \$500 million, GMR will form a special committee of independent directors to evaluate internalization of management
- Committee will act in the interest of stockholders to consider effect of internalization
- Terms of the internalization must be mutually agreed to by Board and advisor

# INDEPENDENT DIRECTORS



# Majority independent Board with strong backgrounds in healthcare, real estate and capital markets

# **HENRY COLE**, Independent Director

- President of Global Development International, providing development support and oversight for initiatives in medical and healthcare programs (e.g. Instant Labs Medical Diagnostics, MedPharm & MPRC Group)
- Former President and Founder of international programs at The Futures Group International, a healthcare consulting firm
- Director of International Health and Population Programs for GE's Center for Advanced Studies
- Yale (B.S.); Johns Hopkins (MA)

#### MATTHEW CYPHER, Ph. D, Independent Director

- Professor at Georgetown University's McDonough School of Business as the director of the Real Estate Finance Initiative
- Former director at Invesco Real Estate (NYSE: IVR) where he was responsible for oversight of the Underwriting Group, which acquired \$10.2 billion worth of institutional real estate
- Underwrote \$1.5 billion of acquisitions and oversaw the Valuations group, which marked to market Invesco's more than \$13 billion North American portfolio
- Penn State University (B.S.); Texas A&M University (M.S. and Ph.D.)

#### **KURT HARRINGTON**, Independent Director

- Over 40 years experience in managing financial functions for large and small publicly traded companies
- Previously CFO of three public companies, Arlington Asset Investment Corp. (NYSE: AI), FBR Capital Markets and Jupiter National, Inc.
- Director of Wheeler Real Estate Investment Trust (NASDAQ: WHLR) and trustee and treasurer of Nichols College
- Nichols College (B.S.); CPA

### **RONALD MARSTON**, Independent Director

- Founder and CEO of Health Care Corporation of America (HCCA) Management Company, originally a subsidiary of Hospital Corporation of America (HCA)
- 30+ years in international healthcare focused on healthcare systems with prior experience developing the Twelfth Evacuation Hospital in Vietnam
- Tennessee Technological University (B.S.); California Western University (Ph.D.)

# DR. ROSCOE MOORE, Independent Director

- Rear Admiral (Retired) and Chief Veterinary Medical Officer of United States Public Health Service
- Former Assistant United States Surgeon General, point person for global development support with a focus on less developed countries
- Epidemic Intelligence Service Officer with the U.S. Centers for Disease Control and Prevention (CDC)
- Chief epidemiologist with the Centers of Devices and Radiological Health in the US Food and Drug Administration (FDA)
- Tuskegee University (B.S. & DVM); University in Michigan (M.P.H.); Johns Hopkins University (Ph.D.)

# INTERESTED DIRECTORS



#### JEFFREY BUSCH, Chairman

- Over 20 years of experience in healthcare, real estate development, management and investment
- Former assistant to the U.S. Secretary of Housing & Urban Development
- United States Special Representative to United Nations in Geneva
- Developed large-scale residential, commercial, hospitality and retail properties

#### **DAVID YOUNG**, Director

- Over 25 years of experience in medical and hospital real estate
- Vice President Acquisitions at Windrose Medical Properties Trust (NYSE: WRS), which was acquired by Welltower (NYSE:HCN)
- Executive responsible for business development for Healthcare Property Investors (NYSE: HCP) and helped it grow from AUM of \$300 million to over \$3.5 billion
- Developed specialized real estate financing of hospitals and medical clinics as part of GE financial services

#### **ZHANG JINGGUO**, Director

- Approximately 20 years experience in real estate development in China
- Serves as President of Henan Real Estate Chamber of Commerce
- Co-founder of Henan Zensun Real Estate, one of the top 100 property development companies in China
- Honored with many awards as an outstanding developer and contributor to the Henan real estate industry

#### **ZHANG HUIQI**, Director

- Supervisor for Henan Hongguang Real Estate Limited, a company engaged in property development in China
- Supervisor for Henan Zensun Corporate Development Company Limited, a company engaged in construction and management in China
- University College London (B.S); Beijing Forestry University (B.S); University of Leicester (MA);