

RECENT CLIENT SUCCESS

REDEPLOYING TRAPPED EQUITY BY MAXIMIZING VALUE

CHALLENGE

Founded in 2001, Natureplex produces over-the-counter pharmaceutical and cosmetic products and provides its own control brand, private label products, and contract manufacturing to blue-chip customers. All products are blended, filled, and packed in Natureplex's 135,000 SF state-of-the-art pharmaceutical-grade light manufacturing facility in Olive Branch, MS. After overcoming unique challenges from Covid and a sudden change in the C-suite, the company sought to pay down debt and invest in operations in order to improve its balance sheet. To release trapped equity, the company made a strategic decision to list the facility as a sale-leaseback, allowing Natureplex to leverage the inherent value of the property while maintaining operational control through a long-term lease.

ACTION

As Natureplex sought expertise on the sale-leaseback of their manufacturing facility, they engaged Landon Williams and his team at Commercial Advisors. Landon and his team of investment advisors finetuned the underwriting of the 15-Year Absolute Net deal through comprehensive financial analysis that aligned with Natureplex's goals. Landon's best-in-class marketing team helped position the property in a way that was most attractive to the market. Their data-driven decisions and systematic strategy resulted in seven offers including the winning all-cash bidder who closed the deal in just 29 days from contract execution.

RESULT

- Exposed the deal to over 10,000 investors, generating 7 premiere offers
- Executed Purchase & Sale Agreement 6 weeks after launch of the deal
- Successfully closed the deal in 29 days from contract execution
- Achieved a cap rate of 8.14%
- After multiple rounds of competitive bidding, a contract was executed at \$7.05 million with an all-cash Buyer

TESTIMONIAL

"We were actively thinking through options to further strengthen our balance sheet, allowing us to expedite growth of the business, and Landon presented the process and expectations of a sale/leaseback and how it may serve as a solution to help us achieve our goal. Although we had never completed a sale/leaseback, Landon and his team guided us through the deal with a systematic strategy and consistent communication throughout the process. He was

able to leverage the market against itself to drive value for us while also executing a deal prior to the end of the calendar year with the ideal landlord partner for our company. The transaction was truly seamless."

- Victor Santos, Natureplex

