

Healthcare Solutions • Transactions

Negotiate transaction capabilities to secure the best deal

Every healthcare leader has a wish list of initiatives that would support their mission—if only there was enough money in the capital budget. Your dreams may be closer than you think. Real estate comprises about 40 percent of most hospital balance sheets, and it is often an untapped reservoir of opportunity to save money or monetize assets. The challenge is making the most of what you have, and want. Even if you're a tenant in a "renter's market," how do you know whether you're striking the best deal?

Jones Lang LaSalle knows, and we demonstrate our market knowledge and creative, diligent transaction capabilities by typically saving our clients 15 to 25 percent in occupancy costs. That's money you can use to brighten your balance sheet, or divert toward programs that enhance your services. We have a proven success record in helping healthcare organizations make optimum financial decisions, and a reputation for putting your interests first and foremost as your trusted advisor. Whether it's obtaining development financing, finding motivated buyers or negotiating with a landlord, our experts are recognized leaders at securing the best deal.

Market intelligence, creative and diligent negotiation

We have a national brokerage advisory team on the pulse of the latest industry trends, an extensive broker network specializing in healthcare markets and a dedicated national capital markets team for healthcare across the country. We share our collective intelligence to help you:

- Access capital to get your projects off the ground
- Quantify the value of your real estate assets
- Consider alternative financing possibilities for your existing facilities
- Obtain the right space at the right time, for the right price
- Determine whether it makes financial and strategic sense to monetize your medical office buildings
- Decide whether to have a third-party developer build and own your outpatient facilities
- Structure agreements to satisfy all stakeholders
- Avoid hidden risks to keep your hospital or group practice financially healthy for years to come

Our services include:

- Capital markets advisory
- Acquisition
- Disposition advisory
- Debt and equity
- Development advisory
- Tenant representation



Your trusted partner for maximum financial value

With an excellence-driven culture that mirrors yours, Jones Lang LaSalle's Healthcare Solutions group is comprised of over 400 professionals including veterans of both the healthcare and real estate industries. It is backed by our Capital Markets team of approximately 500 specialists, operating in 36 offices nationally. We combine in-depth local market and global investor knowledge to deliver you best-in-class healthcare solutions—whether a sale, financing, repositioning, advisory or recapitalization execution. Our Transactions practice is part of the broadest platform of integrated global real estate and financial services you'll find anywhere, including healthcare-focused specialties such as Strategic Planning, Facility Management and Project Management.

Let us be your partner in assuring the highest financial value from every property in your portfolio.

Case in point

On behalf of Texas Heart Hospital Baylor Plano, Jones Lang LaSalle provided advisory services for the potential acquisition or lease restructuring of a 270,544 square foot specialty heart hospital on the Baylor Plano medical campus in Plano, Texas. We were engaged to perform financial analysis comparing the economics of acquiring the property to continued leasing. The acquisition economics were based on market available financing options. We provided in-depth knowledge of the value of the hospital facility and financing options available in various debt capital markets including loan term, conditions and pricing—and quantified the financial benefit of ownership and providing strong support for its negotiations with the landlord.

To learn more about Healthcare, contact:

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