



EMBREE
CAPITAL MARKETS

Petco

126 Medway Dr. | Orangeburg, SC 29118

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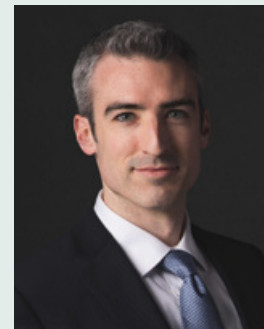


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PRESIDENT

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EXECUTIVE SUMMARY

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PROPERTY & LEASE DETAILS

Offering Overview

Embree Capital Markets Group is pleased to present a build-to-suit Petco locate in Orangeburg, SC. This is an opportunity for an investor to acquire a well-located Petco retail store with an attractive 15-year absolute NNN lease that features 8.5% rental increases every five years.



PURCHASE PRICE

\$4,456,000



CAP RATE

6.00%



ANNUAL RENT

\$267,351



LEASE TYPE

ABSOLUTE NNN

THE OFFERING

Address	126 Medway Dr. Orangeburg, SC 29118
Tenant	Petco Animal Supplies Stores, Inc.
Guarantor	Petco Animal Supplies Stores, Inc.

SITE DESCRIPTION

Year Built	2023
Building SF	Approx. 10,900 SF
Lot Size	Approx. 2.09 Acres

INVESTMENT SUMMARY

Asset Class	Single-Tenant Retail
Ownership Interest	Fee Simple
Monthly Rent	\$22,279
Rent Commencement	6/23/2023
Lease Expiration	6/30/2038
Lease Term	15-Years
Lease Type	Absolute NNN
Renewal Options	Five, 5-Year
Lease Escalations	8.5% Every 5-Years
ROFR	None
Estoppel	30-Day Turnaround

- 28,000+ Vehicle Traffic Counts Per Day
- Strong Retail Location
- 52,000+ Population Within 10-Miles

AREA OVERVIEW

Orangeburg, SC

Orangeburg is a city in the midlands region of South Carolina, located about 37 miles southeast of the state capital, Columbia. It is the county seat of Orangeburg County and has a population of approximately 13,000 people.

The city is situated at the intersection of two major highways, Interstate 26 and US Route 301, which makes it easily accessible to travelers. It is also served by the Orangeburg Municipal Airport, which provides private and charter flight services.

Orangeburg is known for its rich history, as it was an important center for agriculture and commerce during the antebellum period. Today, Orangeburg is a thriving community with a diverse economy that includes manufacturing, agriculture, and healthcare. It is home to several major industries, including Zeus Industrial Products, Husqvarna, and Cox Industries. The city also has a strong healthcare sector, with the Regional Medical Center of Orangeburg and Calhoun Counties serving as the primary healthcare provider for the region.

Education is also an important part of the Orangeburg community, with several colleges and universities located in the area. These include Claflin University, South Carolina State University, and Orangeburg-Calhoun Technical College.

Overall, Orangeburg is a vibrant city with a rich cultural heritage and a strong economy. Its location at the crossroads of major highways and its diverse range of industries make it an attractive destination for both businesses and travelers alike.



COMPANY OVERVIEW

petco



Investment Summary

Company Type	(NYSE: WOOF)
2021 Revenue	\$5.8+ Billion
YoY Revenue Growth	\$18%
2021 Adjusted EBITDA	\$591 Million
YoY Adjusted EBITDA	22%
Store Count	1,500+
Employees	28,000+
Total Active Customers	24.1+ Million
Website	www.Petco.com

- The significant work Petco has done over the last four years to retool Petco positioned us well in 2021, delivering 18% revenue growth for the year with overall share gains in food, in digital and in veterinary services.
- More than 54% of pet parents are looking for a one-stop-shop for their pet's needs.
- The total pet merchandise category is \$72 billion, projected to grow at a 7% CAGR to 2025.
- In 2021, Petco added millions of net new customers, bringing their total active customer count to 24.1 million at the end of fiscal 2021. 2021 revenue grew 18% to \$5.8 billion, the highest in company history. For the fourth quarter of 2021, revenue grew 13% with comparable sales up 14%, or 30% on a 2-year stack with strength in transactions and average basket trends. Adjusted EBITDA¹ outpaced revenue growth for the year, up 22% to \$591 million.
- This year Petco saved nearly 400,000 pet lives, and in partnership with Merck, Petco distributed over half a million free vaccines to under-resourced communities as part of their 1 million free vaccines commitment.
- More than 1,500 pet care centers in the U.S., Mexico and Puerto Rico, their digital channel, and their flexible fulfillment options.
- As of January 29, 2022, Petco operated 197 full service veterinary hospitals with planned expansion to approximately 900 hospitals over time.
- The U.S. pet care industry is large and growing, serving millions of households with pets, and represented a total addressable market of \$119 billion in 2021.
- Petco Love, formerly the Petco Foundation, is a

nonprofit organization that is changing lives by making communities and pet families healthier, stronger, and closer. It is a separately incorporated 501(c)(3) nonprofit organization supported both by contributions from us and contributions from Petco customers and community partners.

- Comparing fiscal 2021 and fiscal 2020, Petco achieved the following results: (1) an increase in net sales from \$4.92 billion to \$5.81 billion, representing period-over-period growth of 18.0%; (2) comparable sales growth of 18.9%; (3) an increase in operating income from \$194.4 million to \$266.1 million, representing period-over-period growth of 36.9%; (4) an improvement in net cash flows provided by operating activities from \$268.6 million in fiscal 2020 to \$358.2 million in fiscal 2021.
- Net sales increased \$886.9 million, or 18.0%, to \$5.81 billion in fiscal 2021 compared to net sales of \$4.92 billion in fiscal 2020, driven by a 18.9% increase in their comparable sales.
- In fiscal 2021, pet care center merchandise delivered growth of 15.4% with higher retail traffic and strong growth in all major categories, including consumables, supplies, and companion animals. Their e-commerce and digital sales increased 21.1% from fiscal 2020 to fiscal 2021, reflecting their expanded brand assortment, enhanced personalization and extended fulfillment options.
- Petco Health and Wellness Company, Inc. (together with its consolidated subsidiaries, the "Company") is a category-defining health and wellness company focused on improving the lives of pets, pet parents, and its own partners with 1,433 pet care centers in 50 states, the District of Columbia and Puerto Rico as of January 29, 2022.

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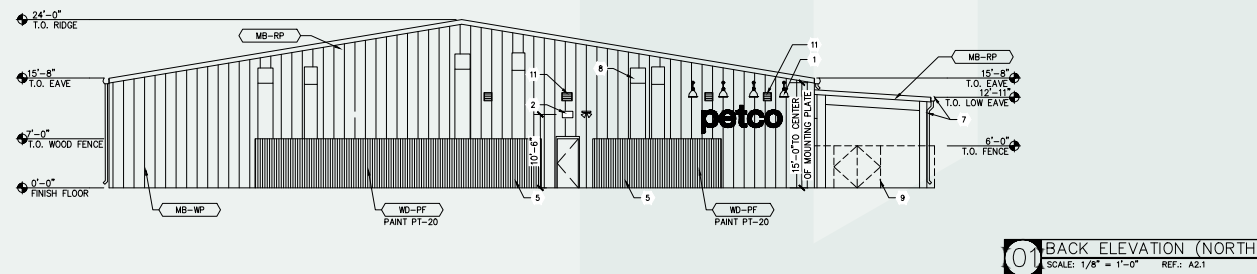
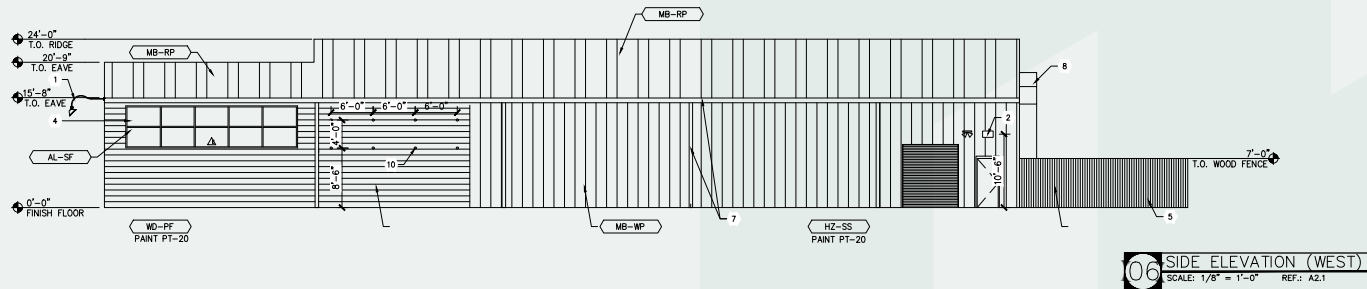
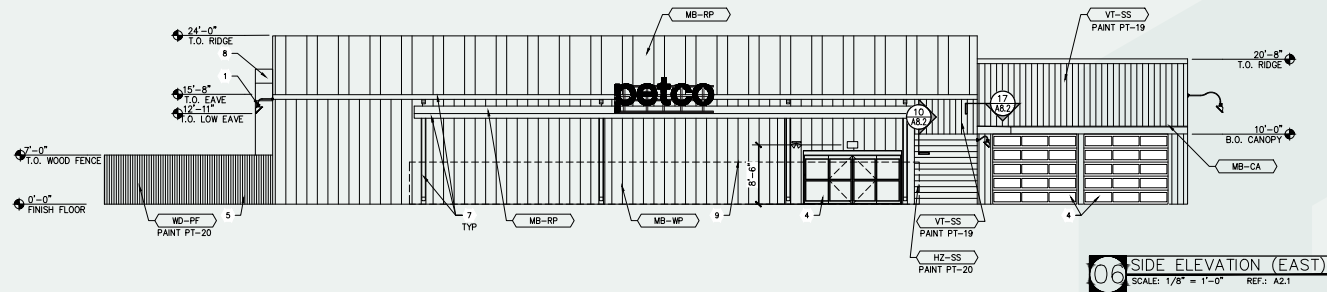
MAPS & AERIALS

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SITE PLAN



ELEVATIONS



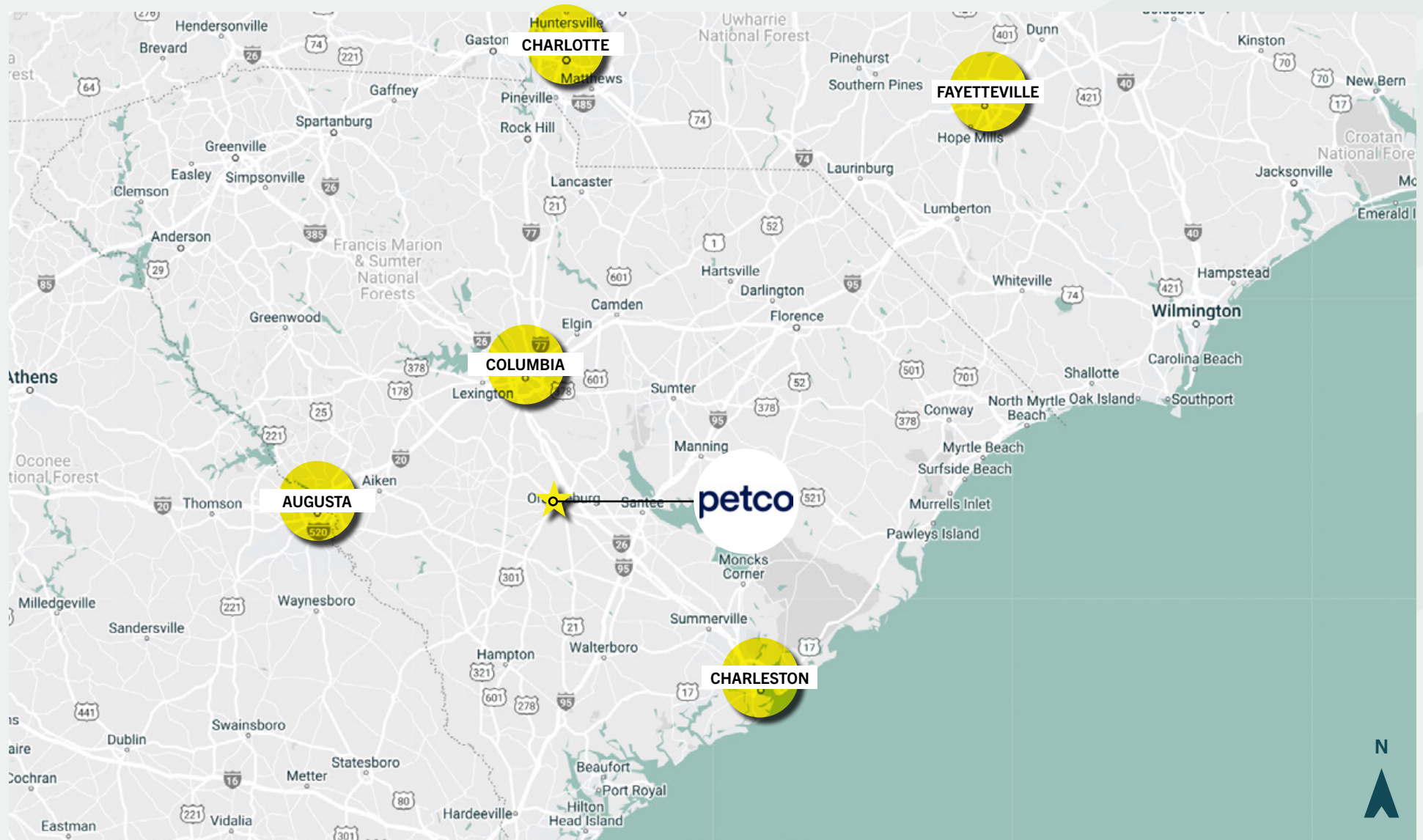
SURROUNDING AERIAL



MIDRANGE AERIAL



LOCAL CONTEXT



CHARLOTTE. (118 MILES); COLUMBIA. (34 MILES); AUGUSTA (64 MILES); FAYETTEVILLE, N.C. (156 MILES); CHARLESTON (76 MILES)

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ANALYTICS

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DEMOGRAPHIC ANALYSIS



POPULATION	3 MILE	5 MILES	10 MILES
2027 Projection	14,478	33,186	51,080
2022 Estimate	14,885	33,893	52,172



HOUSEHOLDS			
2027 Projection	6,093	12,622	19,410
2022 Estimate	6,253	12,901	19,844



AVG. HOUSEHOLD INCOME			
Average Household Income	\$62,662	\$50,378	\$53,197
Less than \$25,000	1,780	4,879	6,844
\$25,000 - \$50,000	1,742	3,509	5,462
\$50,000 - \$75,000	731	1,562	2,644
\$75,000 - \$100,000	639	1,099	1,957
\$100,000 - \$125,000	543	752	1,172
\$125,000 - \$150,000	504	677	1,005
\$150,000 - \$200,000	198	289	513
More than \$200,000	117	133	249

ABOUT EMBREE GROUP

Embree Group provides nationwide turnkey real estate services, specializing in build-to-suit development, design/build, general construction, program management, and capital markets for specialty retail, financial, automotive, restaurant, healthcare and senior living facilities. Embree's fully integrated, in-house services allow us to become an extension of the client's organization. Since 1979, Embree's foundation has been built on developing tailored programs for 350+ national clients. The firm is headquartered near Austin, Texas, with regional offices located in Phoenix, AZ and the Dallas-Fort Worth area. Over the past 43 years, Embree's executive team has developed, built, or transacted more than 15,000 assets in all 50 states, Puerto Rico, and Canada with a total market value in excess of \$14 billion.

Contact Details

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