HEALTH MEDICO(TM) PROPERTY

# Investors: owner's readiness checklist

Acquisition, due diligence and asset strategy for investors in healthcare property.

## WHY IT MATTERS

Healthcare property offers long-duration income and defensive characteristics, but value depends on realistic clinical income assumptions and occupier covenants. We help investors underwrite acquisitions, run independent due diligence, and manage assets to protect and grow healthcare-linked income.

## 1. WHAT TO HAVE READY

[ ] Acquisition underwriting and bid strategy
[ ] Independent due diligence on income and covenants
[ ] Asset repositioning and income growth planning
[ ] Portfolio and disposals advice

## 2. OUTCOMES TO AIM FOR

[ ] Acquisitions underwritten with realistic healthcare income assumptions
[ ] Independent due diligence that surfaces clinical and covenant risk
[ ] Repositioning plans that unlock latent value in held assets
[ ] Disposals positioned to the right buyer pool at the right time

## 3. HOW THE ENGAGEMENT RUNS

Assess: Review the asset, tenancy schedule, clinical use and market context.

Underwrite: Test income assumptions, covenants and growth against evidence.

Execute: Support acquisition, repositioning or disposal as required.

Optimise: Advise on ongoing asset management to protect and grow income.

## 4. WHO THIS IS FOR

Healthcare REITs, private investors, syndicates and funds holding or targeting medical assets.

## 5. QUESTIONS WORTH ASKING

**What do you advise investors on?**
Acquisition strategy, due diligence, tenant and covenant assessment, and ongoing asset strategy for healthcare property.

**What does healthcare due diligence cover?**
Operator covenant, clinical fit-out value, compliance and services capacity, catchment demand and lease structure risks.

**Why is healthcare property attractive?**
Specialised fit-out, long terms and non-discretionary demand tend to produce sticky tenants and resilient income.

**Can you assess an asset we already hold?**
Yes. We review tenancy schedule, expiry profile and repositioning options to lift income and value.

**What are the main risks to watch?**
Single-tenant concentration, expiry clustering, obsolete fit-out and services capacity that limits future clinical use.

**How do we get started?**
Book a confidential discovery call and we'll review your mandate or existing holdings.

## NEXT STEP

Book a confidential discovery call at property.healthmedi.co/book and we'll map the right first step for your asset.