HEALTH MEDICO(TM) PROPERTY

Private Hospitals: owner's readiness checklist

Leasing, repositioning and development advice for owners of private hospital assets.

WHY IT MATTERS

Private hospitals are long-term, capital-intensive occupiers that anchor medical precincts and underpin asset value. We help owners secure the right operator covenants, structure leases that reflect clinical fit-out economics, and reposition underperforming hospital assets for stronger, more durable income.

1. WHAT TO HAVE READY

[ ] Anchor-tenant leasing and renewal strategy
[ ] Operator covenant and lease term benchmarking
[ ] Asset repositioning and highest-and-best-use advice
[ ] Precinct co-location and allied health mix planning

2. OUTCOMES TO AIM FOR

[ ] Creditworthy hospital operators secured on defendable terms
[ ] Leases structured to recover fit-out and plant investment over the term
[ ] Stronger WALE and reduced re-letting risk at expiry
[ ] A clear repositioning path for tired or under-utilised hospital floors

3. HOW THE ENGAGEMENT RUNS

Assess: Review the asset, operator mix, income profile and clinical use constraints.

Position: Define the leasing or repositioning story for the target operator pool.

Execute: Run leasing campaigns, negotiations and transaction coordination.

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

4. WHO THIS IS FOR

Owners of private hospital buildings, medical precinct landlords, and investors holding hospital-anchored assets.

5. QUESTIONS WORTH ASKING

What does Health MediCo(TM) Property do for private hospital owners?
We advise on anchor-tenant leasing, operator covenants, lease structures that reflect clinical fit-out economics, and repositioning of underperforming hospital assets.

How do you assess an operator's covenant strength?
We benchmark the operator's financial position, casemix, catchment demand and track record against comparable hospital leases before terms are agreed.

Can you reposition a hospital asset that is underperforming?
Yes. We review highest-and-best-use, tenant mix and capital works options, then set a leasing and repositioning plan to rebuild durable income.

Who pays for clinical fit-out in a hospital lease?
It varies by deal. We structure incentives, amortisation and make-good so the fit-out cost is reflected fairly in rent and lease term.

How long do private hospital leases usually run?
Hospital tenancies are typically long-dated with options, reflecting the capital intensity of theatres, wards and services infrastructure.

How do we get started?
Book a confidential discovery call and we'll review your asset, income profile and objectives, then map the right first step.

NEXT STEP

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