

INVESTMENT OPPORTUNITY

ALTA FIBER (CINCINNATI BELL)

7688 Mall Road, Florence, KY 41042



VIRTUAL TOUR



Chris Nachtrab
cnachtrab@lee-associates.com
D 513.588.1841

TC Bartoszek
tc@lee-associates.com
D 513.588.1840

Molly Hoffman
mhoffman@lee-associates.com
D 513.588.1843

LEE & ASSOCIATES
COMMERCIAL REAL ESTATE SERVICES

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TENANT SUMMARY

ALTAFIBER



Altafiber

altafiber.com

Company Type: Private



In the 1990s, Cincinnati Bell expanded into Internet access and mobile phone services. The company divested its mobile phone service in 2014 to focus on enterprise and fiber-optic services. It was acquired in September 2021 by Macquarie Infrastructure and Real Assets, and rebranded as Altafiber in March 2022.

Altafiber delivers integrated communications solutions to residential and business customers over its fiber-optic network including high-speed internet, video, voice and data. The Company also provides service in Hawaii under the brand Hawaiian Telcom. In addition, the Company's enterprise customers across the United States and Canada rely on CBTS and OnX, wholly-owned subsidiaries, for efficient, scalable office communications systems and end-to-end IT solutions.

RICORE | Lee & Associates is pleased to provide the opportunity to acquire an outstanding NNN leased retail asset. This unique investment is the perfect combination of a strong tenant, a long-term lease and an exceptional location.

Altafiber (formerly Cincinnati Bell) is greater Cincinnati's local phone, and fiber optic internet and TV provider. Altafiber (a division of the Macquarie Group) purchased Cincinnati Bell in 2021. The site serves as their northern Kentucky regional retail store.

Altafiber recently extended their lease for an additional 10 years. The current lease will not expire until March 31, 2034. Seller has already escrowed \$35,250 which will be given to Altafiber for building improvements should they exercise their first Renewal Option.

INVESTMENT SUMMARY

ALTA FIBER

PROPERTY SUMMARY

Address	7688 Mall Road Florence, KY 41042
Original Lease Commencement	10/21/2013
Gross Leasable Area	5,220 SF
Lot Size	0.75 Acres
Type of Ownership	Fee Simple

FINANCIAL SUMMARY

Purchase Price	\$1,825,000
Current Annual Rent	\$126,000
Current CAP Rate	6.90%
CAP Rate Beginning 4/1/29	7.42%
Real Estate Taxes	Tenant Pays Direct
Insurance	Tenant Pays Direct

LEASE SUMMARY

Lease Type	NNN
Lease Term	10-Years
Commencement Date	10/21/2013
Lease Expiration Date	3/31/2034
Options	2 - Five Years

RENT SCHEDULE

4/1/24 - 3/31/29	\$126,000 / year
4/1/29 - 3/31/34	\$141,000 / year
Option 1*	\$157,920 / year
Option 2	\$176,880 / year

* Should tenant exercise its first renewal option, it will be reimbursed for improvements to the building totaling up to \$35,250. **This amount is already escrowed by seller.**

MARKET OVERVIEW

ALTAFIBER

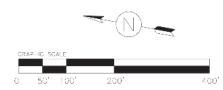
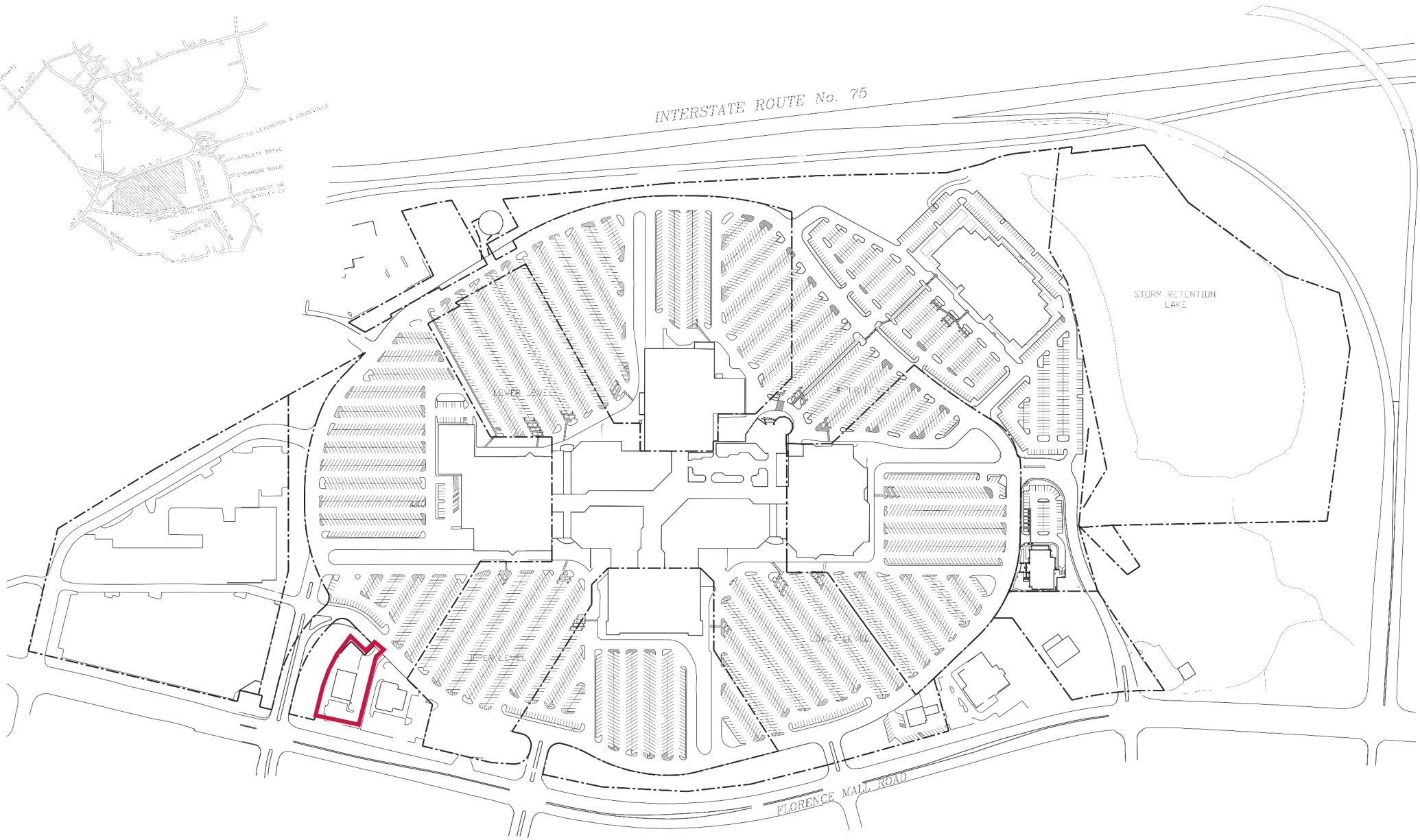
Altafiber is situated between two signalized entrances to Florence mall, near KY-18 which sees 43,414 VPD and I-75 which sees 140,482 VPD.

- Florence is Kentucky's 8th Largest City
- 3 miles from Amazon's largest Air Hub (4,500 Employees)
- Dominant Retail Trade Area (5.2 Million SF)
- Surrounded by National Retailers & Restaurants
- At Entrance to Regional Draw- Florence Mall
- Across from Newer Kroger Marketplace Store
- Close to Only Costco and Menards in Northern Kentucky
- 13 Miles from Downtown Cincinnati
- Close to Cincinnati International Airport



OVERALL SITE SURVEY

ALTA FIBER



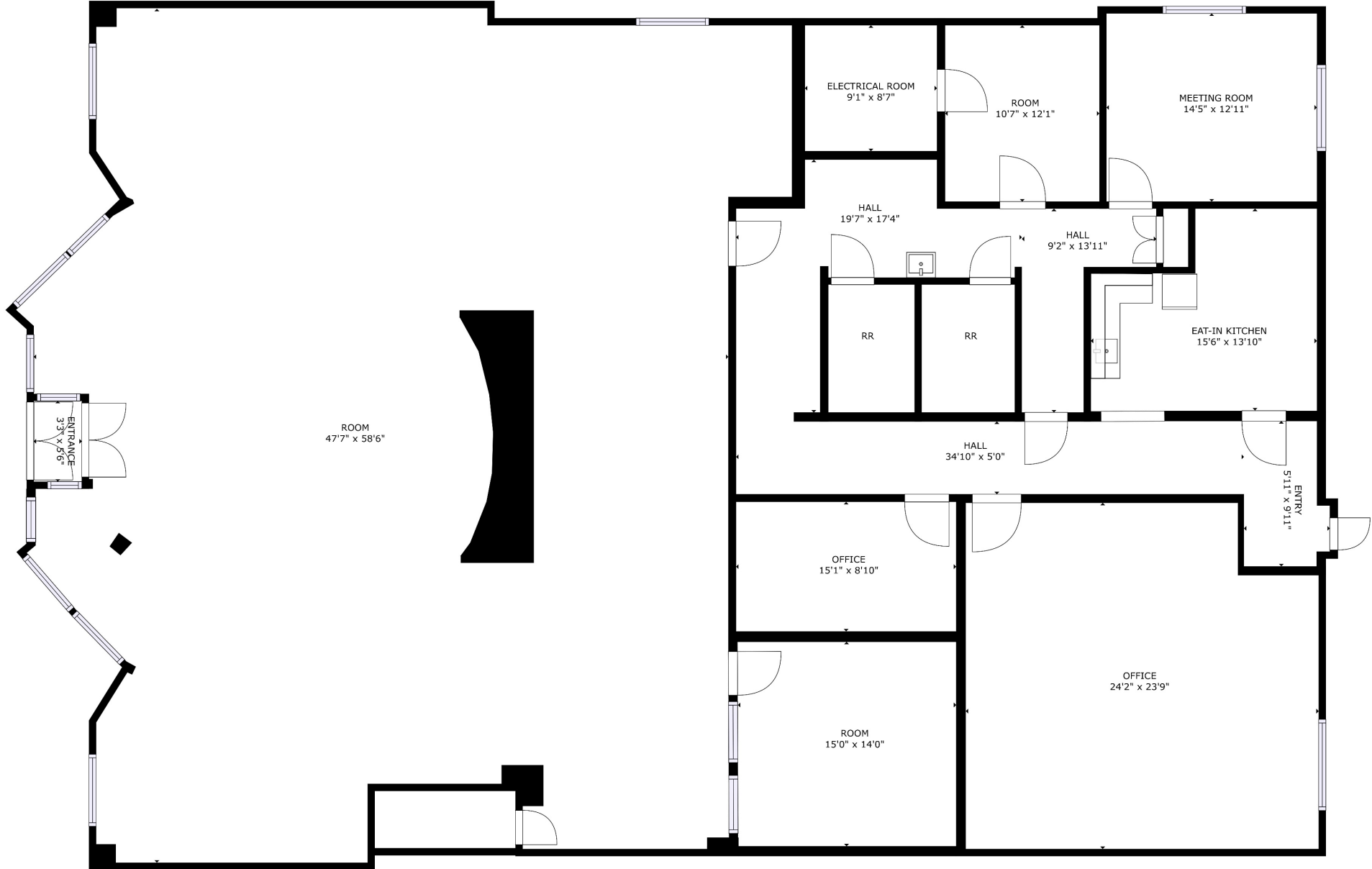
PROPERTY PHOTO

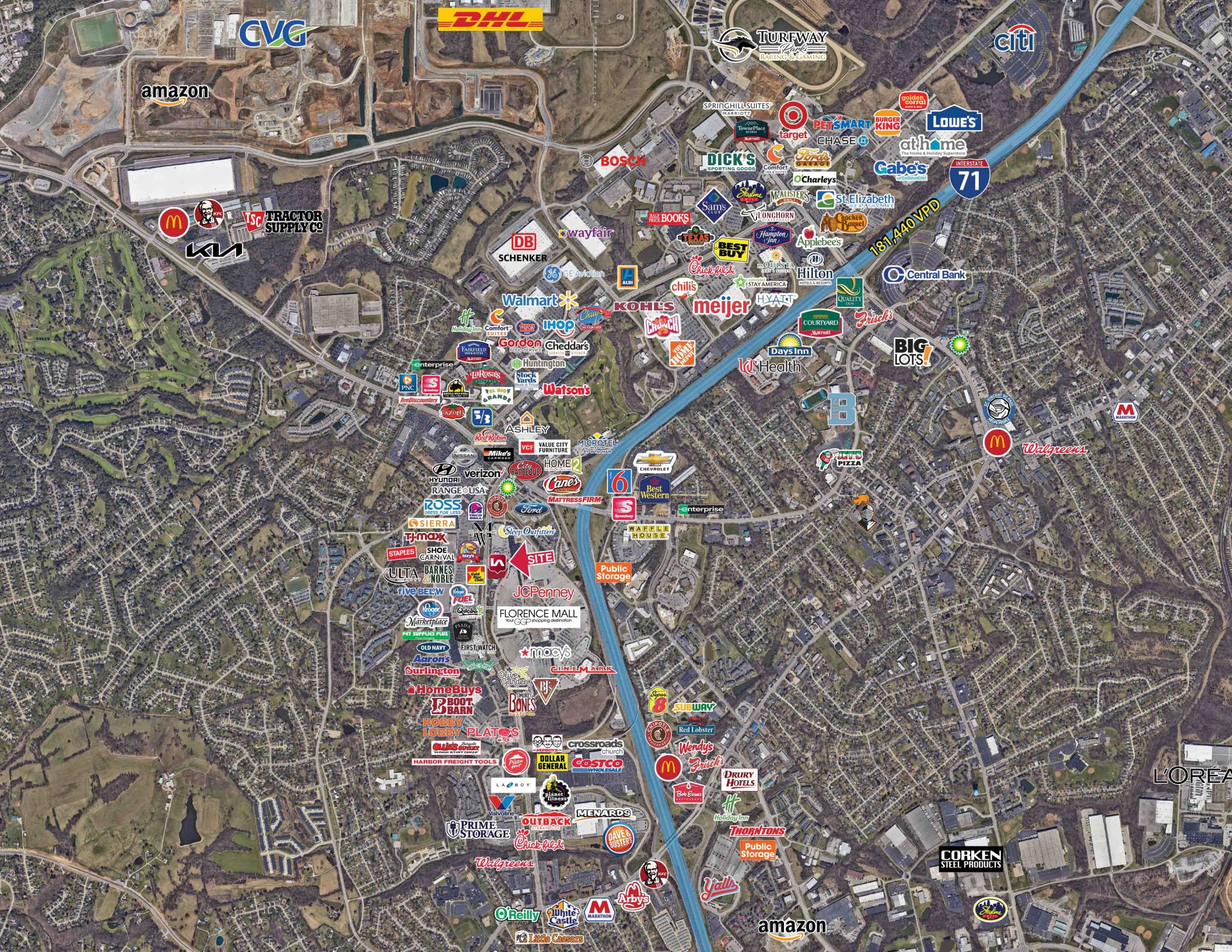
ALTA FIBER



FLOOR PLAN

ALTAFIBER





CVG

DHL

TURFWAY
RACING & GAMING

Citi

amazon

SPRINGHILLSUITES
MARKET

PETSMART

LOWE'S

at home
The Home & Holiday Superstore

INTERSTATE
71

McDonald's
KFC
TRACTOR SUPPLY CO
KIA

BOSCH

DICK'S
SPORTING GOODS

target

CHASE

DB
SCHENKER

wayfair

Comfort

Charleys

St. Elizabeth

Sam's

LONGHORN

Applebees

Walmart

KOHL'S

meijer

HYATT

Hilton

Central Bank

Chick-fil-ee

ihop

chill's

WATSON'S

Days Inn

COURTYARD

BIG LOTS!

enterprise

Gordon

Cheddar's

Chick-fil-ee

WALMART

Days Inn

Walmart

enterprisecarrental.com

FAIRFIELD

Huntington

Chick-fil-ee

WALMART

Days Inn

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Little Caesars

amazon

CORKEN
STEEL PRODUCTS

L'OREAL

DEMOGRAPHICS

ALTA FIBER



	1 mi radius	3 mi radius	5 mi radius
Population			
2024 Estimated Population	7,390	65,862	138,347
2029 Projected Population	7,621	68,905	143,734
2020 Census Population	7,252	64,538	136,162
2010 Census Population	6,654	58,646	123,442
Projected Annual Growth 2024 to 2029	0.6%	0.9%	0.8%
Historical Annual Growth 2010 to 2024	0.8%	0.9%	0.9%
Households			
2024 Estimated Households	3,015	27,576	54,471
2029 Projected Households	3,156	29,156	57,144
2020 Census Households	2,895	25,831	51,731
2010 Census Households	2,767	23,323	46,788
Projected Annual Growth 2024 to 2029	0.9%	1.1%	1.0%
Historical Annual Growth 2010 to 2024	0.6%	1.3%	1.2%
Age			
2024 Est. Population Under 10 Years	13.9%	13.4%	13.0%
2024 Est. Population 10 to 19 Years	12.5%	13.0%	13.5%
2024 Est. Population 20 to 29 Years	13.4%	13.2%	12.7%
2024 Est. Population 30 to 44 Years	17.5%	19.2%	20.1%
2024 Est. Population 45 to 59 Years	16.4%	17.9%	18.3%
2024 Est. Population 60 to 74 Years	15.4%	15.9%	15.9%
2024 Est. Population 75 Years or Over	10.9%	7.3%	6.6%
2024 Est. Median Age	37.3	37.0	37.1
Marital Status & Gender			
2024 Est. Male Population	52.1%	49.7%	49.7%
2024 Est. Female Population	47.9%	50.3%	50.3%
2024 Est. Never Married	24.5%	30.1%	30.3%
2024 Est. Now Married	40.4%	44.6%	47.9%
2024 Est. Separated or Divorced	23.4%	18.7%	16.3%
2024 Est. Widowed	11.7%	6.6%	5.5%
Income			
2024 Est. HH Income \$200,000 or More	9.4%	8.5%	10.0%
2024 Est. HH Income \$150,000 to \$199,999	5.1%	7.0%	9.7%
2024 Est. HH Income \$100,000 to \$149,999	17.1%	20.6%	21.8%
2024 Est. HH Income \$75,000 to \$99,999	18.7%	16.5%	15.2%
2024 Est. HH Income \$50,000 to \$74,999	16.5%	19.9%	17.9%
2024 Est. HH Income \$35,000 to \$49,999	11.5%	11.9%	10.8%
2024 Est. HH Income \$25,000 to \$34,999	6.1%	5.9%	5.5%
2024 Est. HH Income \$15,000 to \$24,999	8.0%	5.1%	5.0%
2024 Est. HH Income Under \$15,000	7.6%	4.5%	4.1%
2024 Est. Average Household Income	\$112,736	\$103,329	\$112,276
2024 Est. Median Household Income	\$78,009	\$81,697	\$90,317
2024 Est. Per Capita Income	\$46,318	\$43,362	\$44,293
2024 Est. Total Businesses	551	2,864	4,944
2024 Est. Total Employees	6,136	34,174	62,240

IN THE NEWS

ALTAFIBER & THE CINCINNATI MARKET

Investing over \$200 million in Butler and Warren County to bring high-speed fiber internet to Residents and Businesses

Altafiber is partnering with both Butler and Warren county, investing over **\$200 million** into the Cincinnati Market. The contract will not only bring internet to areas that don't currently have access to the infrastructure so every resident and business can tap into the high-speed fiber network.

Within the next four years every residence, around 157,000 households, and business in **Butler County** will have access to high-speed fiber internet thanks to a \$10 million project by the commissioners and \$110 million investment by altafiber.

[READ FULL ARTICLE HERE](#)

Altafiber is partnering with **Warren County** to bring gigabit high-speed broadband fiber internet access to 52,000 addresses over the next three to four years investing \$100 million.

[READ FULL ARTICLE HERE](#)



Macquarie Group Company Profile

Company Name: Macquarie Group Limited

Headquarters: Sydney, Australia

Industry: Financial Services, Infrastructure & Asset Management

Ticker: ASX: MQG; ADR: MQBKY

Overview Macquarie Group is a global leader in financial services, operating across asset management, banking, capital markets, and commodities. Known for its long-standing profitability, Macquarie has a presence in over 30 countries, focusing on sustainable growth and investing in high-value sectors such as digital infrastructure, green energy, and real estate. The Group's operations are diversified, balancing annuity-style earnings with market-facing activities to achieve stable and resilient revenue streams.

Strategic Investment in Digital Infrastructure: Altafiber

As part of Macquarie Asset Management's infrastructure portfolio, Altafiber—formerly known as Cincinnati Bell—is a key telecommunications asset for the Group. Acquired by Macquarie Infrastructure Partners V, a fund managed by Macquarie Asset Management, Altafiber plays a vital role in expanding digital connectivity in the U.S. Macquarie's ownership of Altafiber underscores the Group's commitment to supporting essential infrastructure that bridges the digital divide. Altafiber's fiber-optic network aligns with Macquarie's investment strategy by addressing the increasing demand for high-speed, reliable internet, particularly in underserved regions.

Financial Highlights (FY24)

- **Net Profit:** AUD \$3,522 million
- **Assets Under Management:** AUD \$938.3 billion, up 7% from FY23
- **International Income:** 66% of total income, showcasing Macquarie's global reach
- **Return on Equity:** 10.8%, compared to 16.9% in FY23
- **Capital Surplus:** AUD \$10.7 billion, comfortably above regulatory minimums
- **Dividend:** Final dividend of AUD \$3.85 per share, totaling AUD \$6.40 per share for FY24 (payout ratio: 70%)

Operational Highlights

- **Macquarie Asset Management (MAM):** Generated AUD \$1,208 million in profit, with strategic investments in infrastructure and green energy.
- **Banking and Financial Services (BFS):** Contributed AUD \$1,241 million, benefiting from growth in loans and deposits.
- **Commodities and Global Markets (CGM):** Reported AUD \$3,213 million in profit, supported by trading and client hedging.
- **Macquarie Capital:** Delivered AUD \$1,051 million in profit, with gains from private credit and advisory services.



<https://www.macquarie.com/au/en.html>

Recent Developments and Strategy

Macquarie continues to focus on sustainable, digital, and infrastructure growth, particularly through investments like Altafiber, which enhances its infrastructure portfolio with a focus on digital connectivity. The Group maintains a strong balance sheet with a capital surplus of AUD \$10.7 billion, supporting flexibility in capital management, including an on-market share buyback program.

This combination of diversified business activities, robust risk management, and strategic investment positions Macquarie to leverage growth opportunities in sectors with long-term demand, including telecommunications, green energy, and critical infrastructure.

Macquarie Group Credit Profile Summary

Issuer: Macquarie Group Limited (MGL)

CREDIT RATINGS:

- **Moody's:** A1 (Stable) for long-term senior unsecured debt
- **S&P Global Ratings:** BBB+/Stable/A-2
- **Fitch Ratings:** A (Stable) for long-term IDR

Key Credit Highlights:

Business Model and Earnings Stability:

- MGL has a highly diversified business mix, covering asset management, banking, capital markets, and commodities. Its broad revenue base, especially the stable income from annuity-style businesses, enhances earnings resilience and helps mitigate market volatility