

## Investor Presentation



*June 2023*

# Disclaimer

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and other federal securities laws. These forward-looking statements can be identified by the use of words such as “expect,” “plan,” “will,” “estimate,” “project,” “intend,” “believe,” “guidance,” and other similar expressions that do not relate to historical matters. These forward-looking statements are subject to known and unknown risks and uncertainties that can cause actual results to differ materially from those currently anticipated due to a number of factors, which include, but are not limited to, our continued ability to source new investments, risks associated with using debt and equity financing to fund our business activities (including refinancing and interest rate risks, changes in interest rates and/or credit spreads, changes in the price of our common shares, and conditions of the equity and debt capital markets, generally), unknown liabilities acquired in connection with acquired properties or interests in real-estate related entities, general risks affecting the real estate industry and local real estate markets (including, without limitation, the market value of our properties, the inability to enter into or renew leases at favorable rates, portfolio occupancy varying from our expectations, dependence on tenants’ financial condition and operating performance, and competition from other developers, owners and operators of real estate), the financial performance of our retail tenants and the demand for retail space, particularly with respect to challenges being experienced by general merchandise retailers, potential fluctuations in the consumer price index, risks associated with our failure to maintain our status as a REIT under the Internal Revenue Code of 1986, as amended, and other additional risks discussed in our filings with the Securities and Exchange Commission. We expressly disclaim any responsibility to update or revise forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

# Executive Summary

## Continuing to Execute Our Strategy

### Healthy Net Lease Portfolio<sup>1</sup>

- **Stable Portfolio:** 99.8% leased; same-store rent growth has averaged 1.7% over the last four quarters
- **Strong Coverage:** Unit-level coverage of 3.9x with ~99% of ABR required to report unit-level P&Ls
- **De-Minimis Near-Term Expirations:** Only 3.5% of ABR expiring through 2026
- **Fungible & Diversified:** Average asset size is \$2.4mm; Top 10 tenants represent just 17.1% of ABR

### Well Positioned Balance Sheet

- **100% Unsecured Balance Sheet:** Asset base is 100% unencumbered with no secured debt
- **Low Leverage<sup>2</sup>:** Proforma Net Debt / Annualized Adjusted EBITDA<sup>3</sup> of 4.1x at 1Q'23-end
- **Excellent Liquidity<sup>2</sup>:** ~\$775mm of pro forma liquidity at 1Q'23-end
- **Well-Laddered Low-Cost Debt:** Weighted average debt maturity is 5.0 years, and weighted average interest rate is 3.3% at 1Q'23-end

### Consistent & Disciplined External Growth

- **Investment Activity Remains Healthy at Attractive Cap Rates:** With ~\$169mm of investments closed quarter-to-date<sup>3</sup> and ~\$172mm of investments under PSA or LOI<sup>4</sup>, our closed and pending investments total ~\$341mm at cash yield of 7.4%
- **Accretive Capital Recycling:** With ~\$31mm of dispositions closed quarter-to-date<sup>3</sup> at 6.1% cash yield and ~\$41mm under PSA at 6.2% yield<sup>4</sup>, we continue to dispose our weaker properties at attractive prices

1. As of March 31, 2023.

2. Pro forma adjustments have been made to reflect 4,421,401 shares sold on a forward basis in our February 2023 follow-on equity offering as if they had been physically settled for cash on March 31, 2023.

3. Completed investments and dispositions from April 1, 2023 through June 2, 2023. Includes transaction costs.

4. As of June 2, 2023, we were party to purchase and sale agreements, letters of intent or similar agreements relating to potential investments and purchase and sale agreements relating to potential dispositions. There can be no assurance that these investments and dispositions will be completed. Potential new investments include the impact of estimated transaction costs.

# Investment Highlights

New Vintage Portfolio + External Growth Capacity = Compelling Investment Opportunity

- Newly Assembled Portfolio of Net Lease Properties
- Long Duration Leases with Strong Unit-Level Rent Coverage

**13.9 Years**

Weighted Average  
Lease Term  
(WALT)<sup>1</sup>

**3.9x**

Average Unit-Level  
Rent Coverage<sup>1</sup>

- Focused on Service-Oriented and Experience-Based Tenants
- Fungible and Smaller-Scale Single-Tenant Properties

**93%**

% of Total Cash ABR from  
Service & Experiential  
Tenants<sup>1</sup>

**\$2.4mm**

Average Investment  
per Property<sup>1</sup>

- Differentiated, Disciplined and Proven Investment Strategy
- Focused on Sale-Leasebacks with Middle-Market Companies

**~\$240mm**

Average Quarterly  
Investment Level<sup>2</sup>

**100%**

% of 1Q'23 Investments  
Originated Sale-Leaseback  
Structure<sup>3</sup>

- Balance Sheet Positioned to Fund External Growth Opportunities
- Long-Term History of Maintaining Conservative Leverage Profile

**4.1x**

Net Debt to Annualized  
Adjusted EBITDA<sup>4</sup>

**32%**

Gross Debt to  
Undepreciated Assets<sup>4</sup>

- Senior Management Team with Extensive Net Lease Experience
- Demonstrated Record of Growing Public REITs to Significant Scale

**60+ Years**

Management's Collective  
Net Lease Experience

**\$4.2B**

Undepreciated Gross  
Assets<sup>1</sup>

1. As of March 31, 2023.

2. Average quarterly investment activity represents the trailing eight quarter average as of March 31, 2023.

3. Based on Cash ABR as of March 31, 2023.

4. Pro forma adjustments have been made to reflect 4,421,401 shares sold on a forward basis in our February 2023 follow-on equity offering as if they had been physically settled for cash on March 31, 2023.

# Differentiated Investment Strategy Based on Decades of Experience

Investment Discipline Refined Over Multiple Decades, Extensive Experience Through Various Credit Cycles

## Service-oriented and experience-based businesses

- Strong performance in current economic environment
- Improving operating efficiencies
- Increasing store counts

## Service-Oriented & Experience-Based Industries

- ✓ E-commerce resistant
- ✓ Profit centers essential to tenant's operations
- ✓ Customers must visit to receive service/experience

## Small-scale, fungible net leased properties

- Greater re-let opportunities
- More liquid for asset recycling

## Middle-market businesses

- Greater opportunity to be valued capital partner
- Limited alternative capital sources
- Attractive risk-adjusted returns

## Sale-Leaseback Transactions - Middle-Market Tenants

- ✓ Longer lease term
- ✓ Unit-level financial reporting
- ✓ Contractual rent increases

## Small-Scale Fungible Net Leased Properties

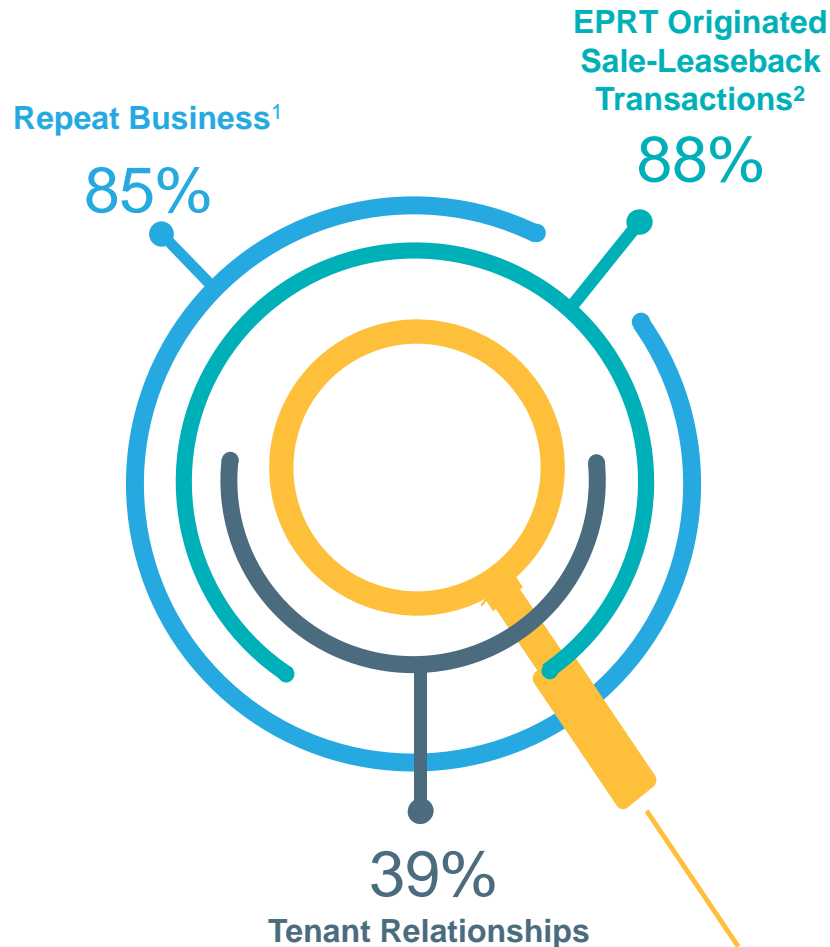
- ✓ Increases diversification
- ✓ Deeper pool of potential buyers
- ✓ Greater alternative uses



# Relationship Based Strategy – Capital Provider of Choice

Actively Leveraging Our Relationships to Source New Investment Opportunities

## Relationship-Based Sourcing



1. Percentage of portfolio cash ABR as of March 31, 2023 that was acquired from parties who previously engaged in one or more transaction with a senior management team member. Exclusive of Initial Portfolio.

2. Percentage of portfolio cash ABR as of March 31, 2023 that was attributable to internally originated sale-leaseback transactions. Exclusive of Initial Portfolio.

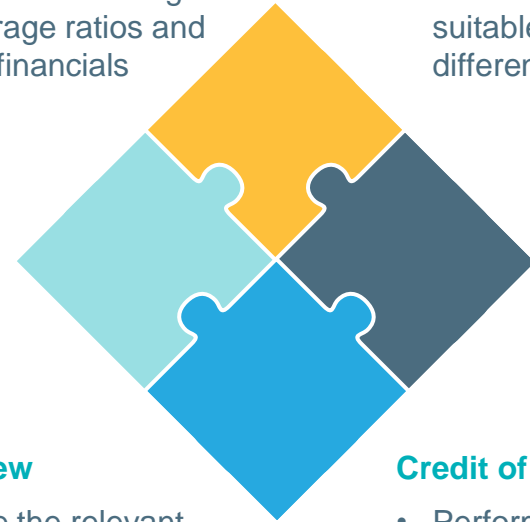
## Underwriting Methodology

### Unit-Level Profitability

- Evaluate the profitability of the business operated at our real estate locations through rent coverage ratios and historical financials

### Real Estate Valuation

- Identify whether the underlying real estate is commercially desirable and suitable for use by different tenants



### Industry View

- Determine the relevant competitive factors and long-term viability of the industry, avoiding industries subject to long-term functional obsolescence

### Credit of the Tenant

- Perform detailed credit reviews of the financial condition of all proposed tenants to determine their financial strength and flexibility



# Portfolio Review



# New Vintage Portfolio Focused on Targeted Industries

Disciplined Investing Focused on Service-Oriented and Experience-Based Businesses with Unit-Level Reporting

- **E-Commerce Resistant:** 93% of cash ABR comes from service-oriented and experience-based tenants
- **Focus on 16 Industries:** Results in greater sector expertise and more efficient asset management
- **Long WALT Limits Near-Term Cash Flow Erosion:** 3.5% of our ABR expires through 2026
- **Highly Transparent with No Legacy Issues:** 98.7% unit-level reporting; investment program started in June 2016

## Portfolio Highlights

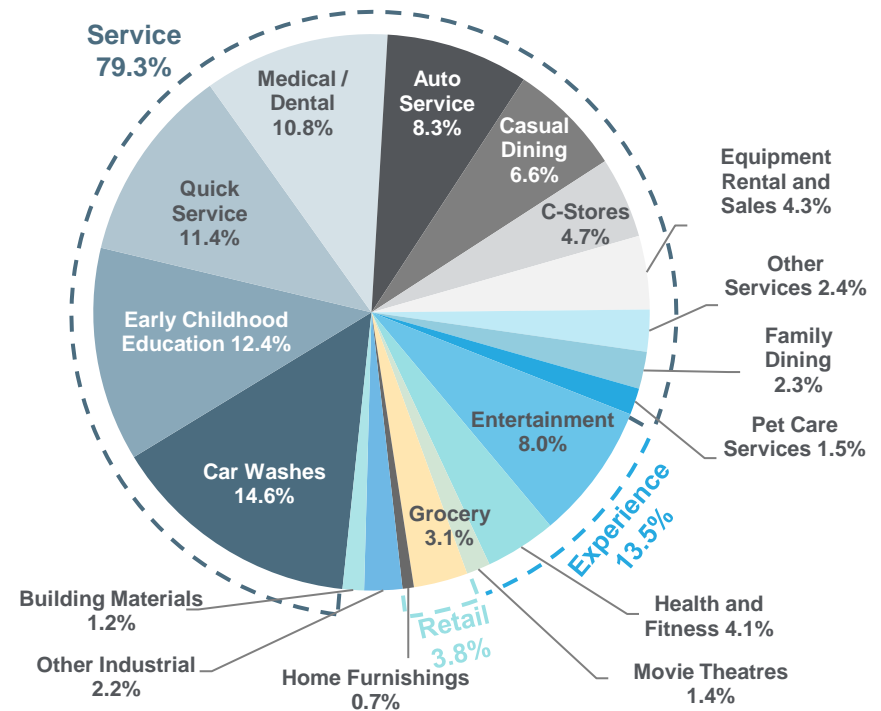
	March 31, 2023
Investment Properties (#) <sup>1</sup>	1,688
Square Footage (mm)	16.5
Tenants (#)	348
Industries (#)	16
States (#)	48
Weighted Average Remaining Lease Term (Years)	13.9
Master Leases (% of Cash ABR)	65.9%
Sale-Leaseback (% of Cash ABR) <sup>2,3</sup>	88.3%
Unit-Level Rent Coverage	3.9x
Unit-Level Financial Reporting (% of Cash ABR)	98.7%
Leased (%)	99.8%
Top 10 Tenants (% of Cash ABR)	17.1%
Average Investment Per Property (\$mm)	\$2.4

1. Includes 150 properties that secure mortgage loans receivable.

2. Exclusive of Initial Portfolio.

3. Includes investments in mortgage loans receivable made in support of sale-leaseback transactions.

## Tenant Industry Diversification





# Top 10 Tenant Concentration

Highly Diversified Portfolio by Tenant: Top 10 Tenants Represent only 17% of Total Cash ABR

## Top 10 Tenants

Top 10 Tenants <sup>1</sup>	Properties <sup>2</sup>	% of Cash ABR
 Equipment Share	31	3.0%
 Chicken N Pickle	6	1.8%
 Captain D's	75	1.7%
 Cadence Education	23	1.6%
 Whitewater Express Car Wash	16	1.6%
 Five Star Parks & Attractions	9	1.5%
 Festival Foods	5	1.5%
 Mammoth Holdings	17	1.5%
 Mister Donut	13	1.5%
 Spare Time Entertainment	6	1.4%
<b>Top 10 Tenants</b>	<b>201</b>	<b>17.1%</b>
<b>Total</b>	<b>1,684</b>	<b>100.0%</b>

## Diversification by Industry

Tenant Industry	Type of Business	Cash ABR (\$'000s)	% of Cash ABR	# of Properties <sup>2</sup>	Building SqFt	Rent Per SqFt <sup>3</sup>
Car Washes	Service	\$ 45,384	14.6%	152	763,642	\$ 59.43
Early Childhood Education	Service	38,611	12.4%	171	1,842,998	20.95
Quick Service	Service	35,407	11.4%	406	1,130,103	31.47
Medical / Dental	Service	33,469	10.8%	195	1,386,451	24.14
Automotive Service	Service	25,750	8.3%	199	1,264,345	20.14
Casual Dining	Service	20,590	6.6%	95	684,555	29.28
Convenience Stores	Service	14,618	4.7%	130	489,694	30.26
Equipment Rental and Sales	Service	13,257	4.3%	54	954,681	13.13
Other Services	Service	7,546	2.4%	35	438,901	17.19
Family Dining	Service	6,686	2.3%	38	249,173	26.83
Pet Care Services	Service	4,798	1.5%	41	305,073	15.39
<b>Service Subtotal</b>		<b>\$ 246,116</b>	<b>79.3%</b>	<b>1,516</b>	<b>9,509,616</b>	<b>\$ 25.78</b>
Entertainment	Experience	24,611	8.0%	49	1,441,997	17.69
Health and Fitness	Experience	12,813	4.1%	32	1,278,814	9.25
Movie Theatres	Experience	4,305	1.4%	6	293,206	14.68
<b>Experience Subtotal</b>		<b>\$ 41,729</b>	<b>13.5%</b>	<b>87</b>	<b>3,014,017</b>	<b>\$ 13.75</b>
Grocery	Retail	9,756	3.1%	28	1,341,200	7.27
Home Furnishings	Retail	2,049	0.7%	4	217,339	9.42
<b>Retail Subtotal</b>		<b>\$ 11,805</b>	<b>3.8%</b>	<b>32</b>	<b>1,558,539</b>	<b>\$ 7.57</b>
Other Industrial	Industrial	6,841	2.2%	26	1,155,651	5.92
Building Materials	Industrial	3,855	1.2%	23	1,257,017	3.07
<b>Industrial Subtotal</b>		<b>\$ 10,696</b>	<b>3.4%</b>	<b>49</b>	<b>2,412,668</b>	<b>\$ 4.48</b>
<b>Total</b>		<b>\$ 310,346</b>	<b>100.0%</b>	<b>1,684</b>	<b>16,494,840</b>	<b>\$ 18.73</b>

1. Represents tenant, guarantor or parent company.

2. Property count includes 150 properties that secure mortgage loans receivable and excludes four vacant properties.

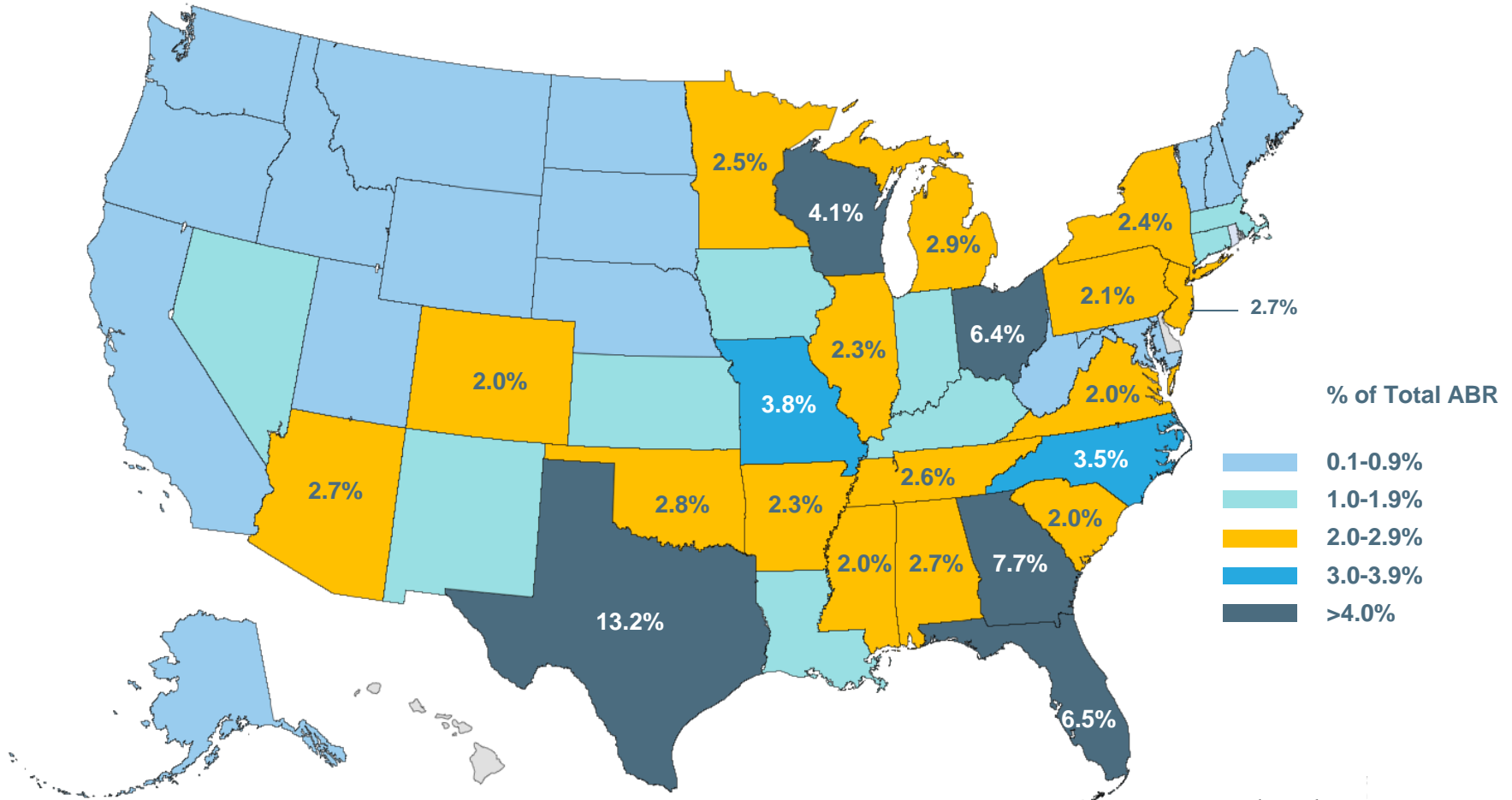
3. Calculation excludes properties with no annualized base rent and properties under construction.

# Diversified Portfolio – Our Tenants Identify the Location of Opportunities

Geographical Diversity is an Output of our Strategy

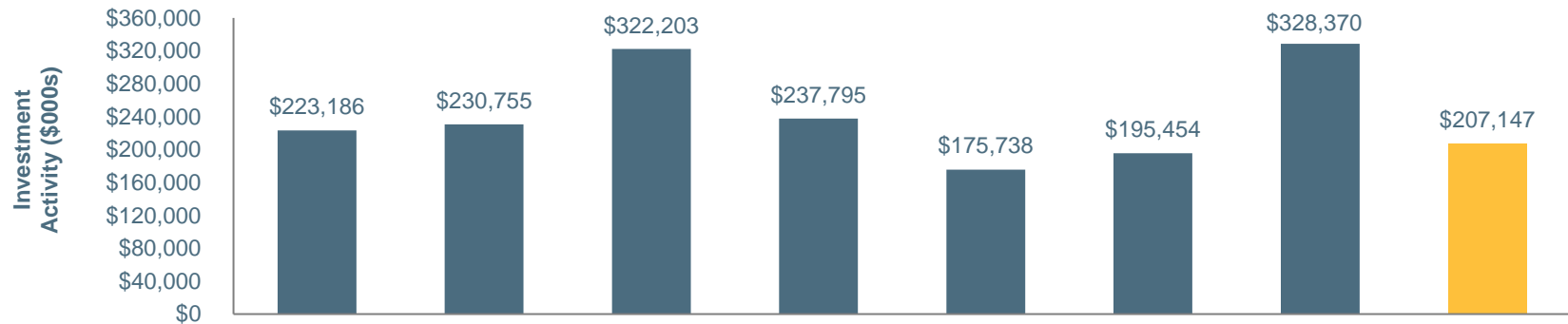
- **Geographic Diversity** ~81% of Total Cash ABR comes from Top 22 States (States with >2.0% of our total ABR)

TX, GA, FL, OH, and WI represent 38% of Total Cash ABR



# Established and Proven Investment Platform

Scalable Infrastructure – Consistent Investment Sourcing at Attractive Yields without Sacrificing Quality



Investments <sup>1</sup>	2Q'21	3Q'21	4Q'21	1Q'22	2Q'22	3Q'22	4Q'22	1Q'23
Number of Transactions	34	31	55	23	23	27	39	24
Property Count	94	85	96	105	39	40	115	57
Average Investment per Unit (in 000s)	\$2,354	\$2,676	\$3,230	\$2,187	\$3,870	\$3,750	\$2,782	\$3,401
Cash Cap Rates <sup>2</sup>	7.1%	7.0%	6.9%	7.0%	7.0%	7.1%	7.5%	7.6%
GAAP Cap Rates <sup>3</sup>	7.8%	7.9%	7.8%	7.8%	8.0%	8.2%	8.8%	9.0%
Weighted Average Lease Escalation	1.4%	1.6%	1.6%	1.4%	1.5%	1.6%	1.8%	2.0%
Master Lease % <sup>4,5</sup>	83%	80%	59%	83%	86%	68%	90%	86%
Sale-Leaseback % <sup>4,6</sup>	88%	84%	96%	100%	100%	89%	99%	100%
Existing Relationship % <sup>4</sup>	97%	81%	89%	83%	79%	94%	95%	94%
% of Financial Reporting <sup>4</sup>	100%	100%	98%	100%	100%	100%	100%	100%
Rent Coverage Ratio	2.7x	2.8x	3.0x	3.3x	2.7x	4.4x	3.2x	3.3x
Lease Term Years	13.5	16.4	16.3	15.0	17.2	16.5	18.7	19.0

1. Includes investments in mortgage loans receivable.

2. Cash ABR for the first full month after the investment divided by the gross investment in the property plus transaction costs.

3. GAAP rent and interest income for the first twelve months after the investment divided by the gross investment in the property plus transaction costs.

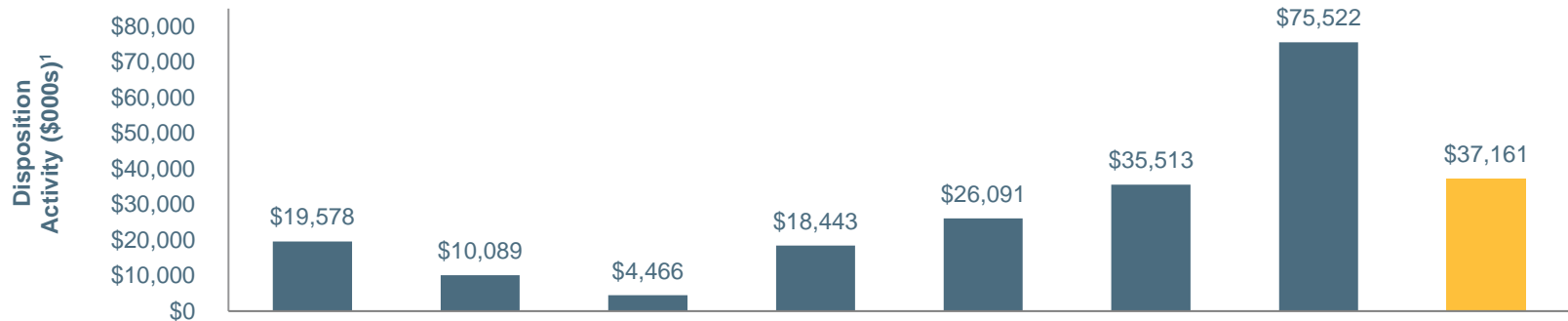
4. As a percentage of cash ABR for the quarter.

5. Includes investments in mortgage loans receivable collateralized by more than one property.

6. Includes investments in mortgage loans receivable made in support of sale-leaseback transactions.

# Active Asset Management

Proactive Asset Management Mitigates Risk, Optimizes Accretive Capital Recycling and Risk-Adjusted Returns



Dispositions	2Q'21	3Q'21	4Q'21	1Q'22	2Q'22	3Q'22	4Q'22	1Q'23
Realized Gain/(Loss) <sup>1,2</sup>	(7.3%)	29.8% <sup>5</sup>	7.5%	0.4%	38.6%	11.1%	7.2%	(2.1%)
Cash Cap Rate on Leased Assets <sup>3</sup>	7.1%	6.5% <sup>5</sup>	6.0%	7.1% <sup>5</sup>	6.2%	6.2% <sup>5</sup>	6.9%	6.1% <sup>5</sup>
Leased Properties Sold <sup>4</sup>	6	11	2	6	8	12	25	17
Vacant Properties Sold <sup>4</sup>	1	—	—	—	—	—	1	—
Rent Coverage Ratio	1.8x	1.2x	0.0x	2.5x <sup>5</sup>	1.1x	1.2x	2.1x	2.3x

1. Includes the impact of transaction costs.

2. Gains/(losses) based on our initial purchase price.

3. Cash ABR at time of sale divided by gross sale price (excluding transaction costs) for the property.

4. Property count excludes dispositions of undeveloped land parcels or dispositions where only a portion of the owned parcel is sold.

5. Excludes properties sold pursuant to an existing tenant purchase option or properties purchased by the tenant.



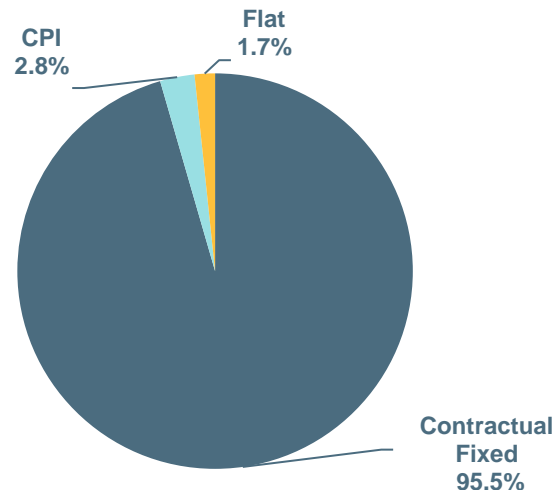
# Leasing Summary

Consistent Contractual Rent Escalations Generate Dependable Internal Growth

## Lease Escalation Frequency

Lease Escalation Frequency	% of Cash ABR	Weighted Average
		Annual Escalation Rate <sup>1,2</sup>
Annually	81.1%	1.7%
Every 2 years	1.3	1.5
Every 3 years	0.2	0.0
Every 4 years	0.2	1.0
Every 5 years	10.9	1.7
Other escalation frequencies	4.6	1.1
Flat	1.7	0.0
<b>Total / Weighted Average</b>	<b>100.0%</b>	<b>1.6%</b>

## Lease Escalation Type



1. Based on cash ABR as of March 31, 2023.

2. Represents the weighted average annual escalation rate of the entire portfolio as if all escalations occur annually. For leases in which rent escalates by the greater of a stated fixed percentage or CPI, we have assumed an escalation equal to the stated fixed percentage in the lease. As any future increase in CPI is unknowable at this time, we have not included an increase in the rent pursuant to these leases in the weighted average annual escalation rate presented.

# Same-Store Rent Growth

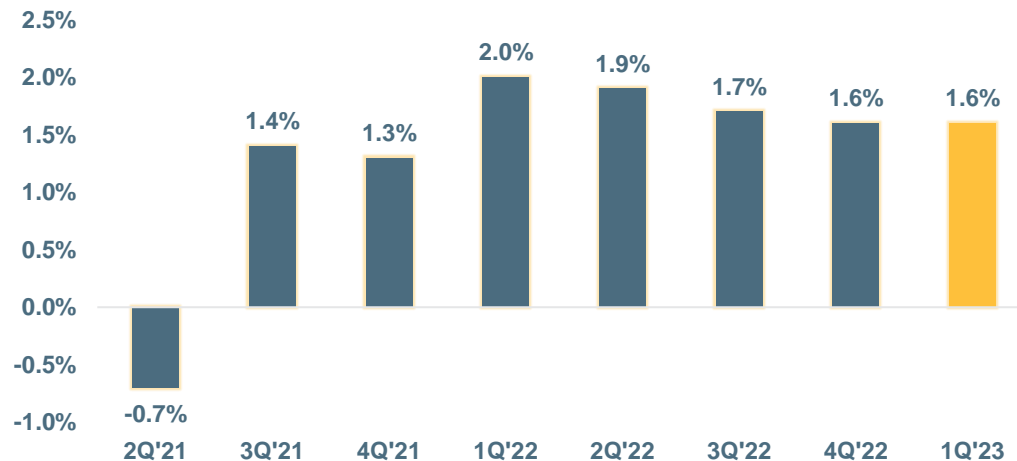
Alignment with Average Contractual Rent Bumps is Indicator of Limited Credit Loss Experience

## Same-Store Portfolio Performance<sup>1</sup>

Type of Business	Contractual Cash Rent (\$000s) <sup>2</sup>				% Change
		1Q'22		1Q'23	
Service	\$	48,344	\$	49,209	1.8%
Experience		6,714		6,741	0.4%
Retail		2,915		2,951	1.3%
Industrial		1,558		1,582	1.5%
<b>Total Same-Store Rent</b>	<b>\$</b>	<b>59,531</b>	<b>\$</b>	<b>60,483</b>	<b>1.6%</b>



## Trailing 8 Qtr. Avg. Same-Store Rent Growth<sup>1</sup>



1. All properties owned, excluding new sites under construction, for the entire same-store measurement period, which is December 31, 2021 through March 31, 2023. The same-store portfolio for 1Q'23 is comprised of 1,413 properties and represents 78% of our total portfolio as measured by contractual cash rent and interest divided by our cash ABR at March 31, 2023.  
2. The amount of cash rent and interest our tenants are contractually obligated to pay per the in-place lease or mortgage as of March 31, 2023; excludes 1.) percentage rent that is subject to sales breakpoints per the lease and 2.) redevelopment properties in a free rent period.

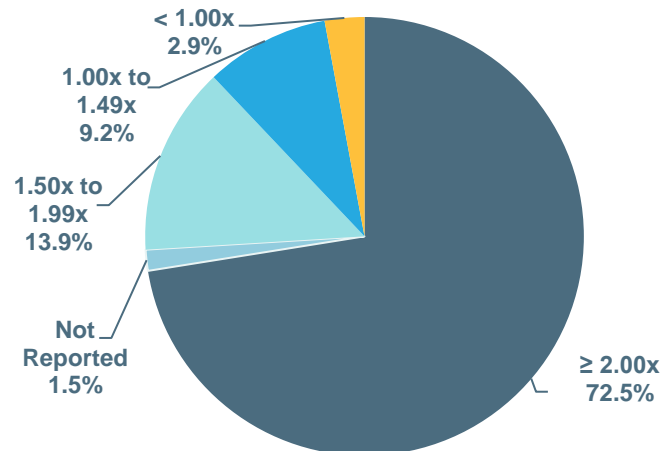
# Disciplined Underwriting Leading to Healthy Portfolio Metrics

Virtually 100% Unit-Level Reporting Provides Timely Visibility into Tenant Health and Expansive Intellectual Capital

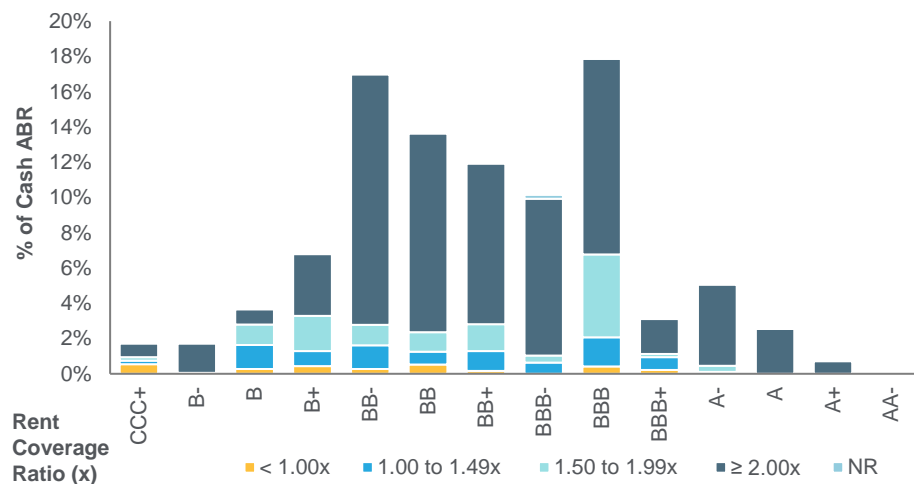
## Tenant Financial Reporting Requirements

Reporting Requirements	% of Cash ABR
Unit-Level Financial Information	98.7%
Corporate-Level Financial Reporting	98.9%
Both Unit-Level and Corporate-Level Financial Information	98.6%
No Financial Information	0.9%

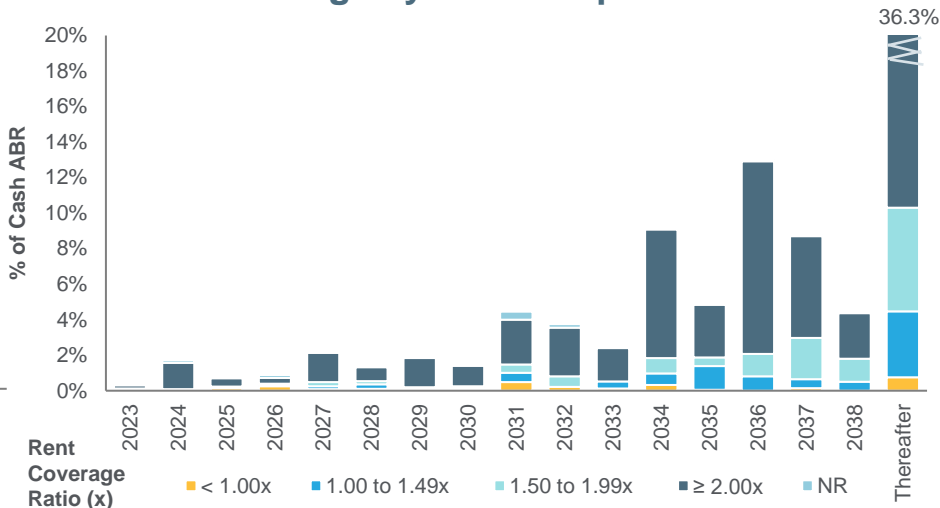
## % of Cash ABR by Unit-Level Coverage Tranche<sup>1</sup>



## Unit-Level Coverage by Tenant Credit<sup>2</sup>



## Unit-Level Coverage by Lease Expiration



Note: 'NR' means not reported.

1. Certain tenants, whose leases do not require unit-level financial reporting, provide the Company with unit-level financial information. The data shown includes unit-level coverage for these leases.

2. The chart illustrates the portions of annualized base rent as of March 31, 2023 attributable to leases with tenants having specified implied credit ratings based on their Moody's RiskCalc scores. Moody's equates the EDF scores generated using RiskCalc with a corresponding credit rating.



# Chicken N Pickle®

## Leverage & Liquidity



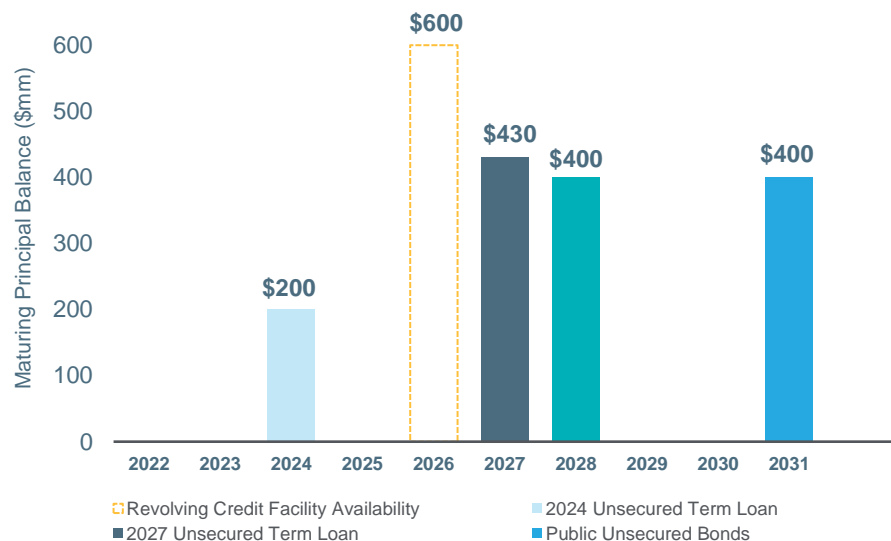


# Conservative and Flexible Debt Structure

100% Unsecured Debt – 100% Unencumbered Asset Base – Manageable Near-Term Debt Maturity

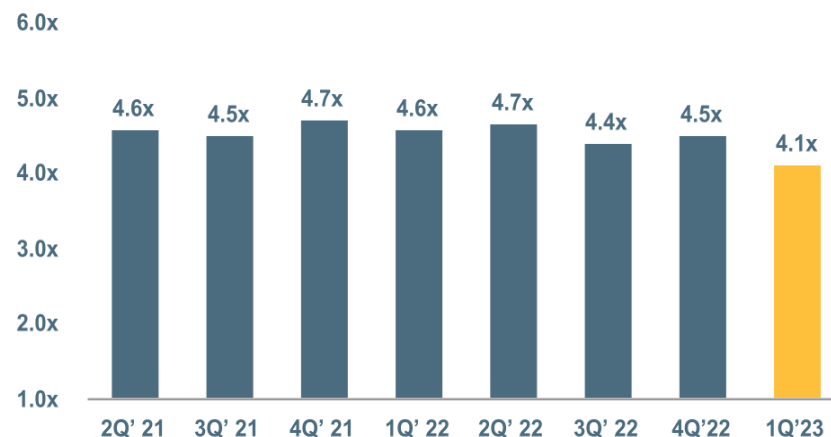
- **Well-Laddered Maturities:** Weighted average debt maturity of 5.0 years
- **Low-Cost Debt Structure:** Weighted average interest rate of 3.3%
- **100% Unsecured Balance Sheet:** Asset base is **100% unencumbered** with no secured debt
- **Flexible Debt Structure:** No debt maturities until April 2024
- **Low Leverage<sup>1</sup>:** Proforma Net Debt / Annualized Adjusted EBITDAre of **4.1x** at 1Q'23-end

## Debt Maturity Schedule



## Consistently Conservative Leverage

(Net Debt plus Annualized Adjusted EBITDAre<sup>1</sup>)



1. Pro forma adjustments have been made to reflect 4,421,401 shares sold on a forward basis in our February 2023 follow-on equity offering as if they had been physically settled for cash on March 31, 2023.

# Strong Liquidity to Drive Leading AFFO/sh Growth

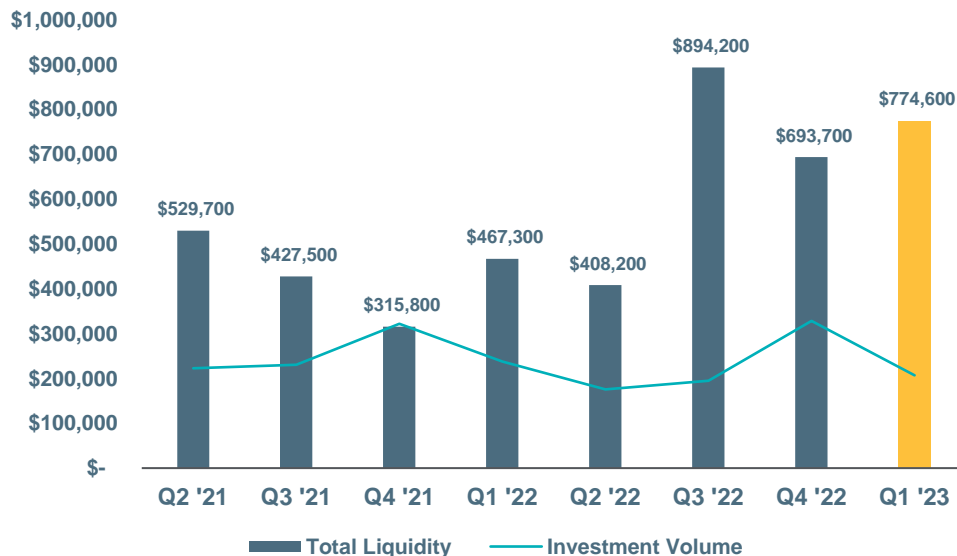
\$775mm of Liquidity<sup>1</sup> and Balance Sheet Capacity to Support External Growth Aspirations

## Strong Liquidity to Support Growth

(\$000s)		1Q'23	Pro Forma 1Q'23 <sup>1</sup>
Cash	\$	71.0	\$ 174.6
Unused Revolver Capacity		600.0	600.0
Forward Equity Sales - Unsettled		103.6	0
<b>Total Available Liquidity</b>	<b>\$</b>	<b>774.6</b>	<b>\$ 774.6</b>



## Ample Liquidity to Fund Investment Pipeline (\$000s)



1. Pro forma adjustments have been made to reflect 4,421,401 shares sold on a forward basis in our February 2023 follow-on equity offering as if they had been physically settled for cash on March 31, 2023.





# SPARE TIME

ENTERTAINMENT

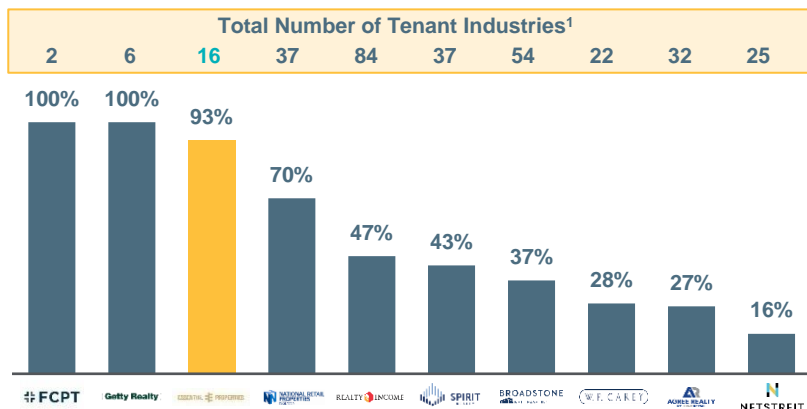
Peer Comparison

# Differentiated Net Lease Investment Opportunity

Portfolio Mix and Underlying Fundamentals are Favorable Relative to Peers

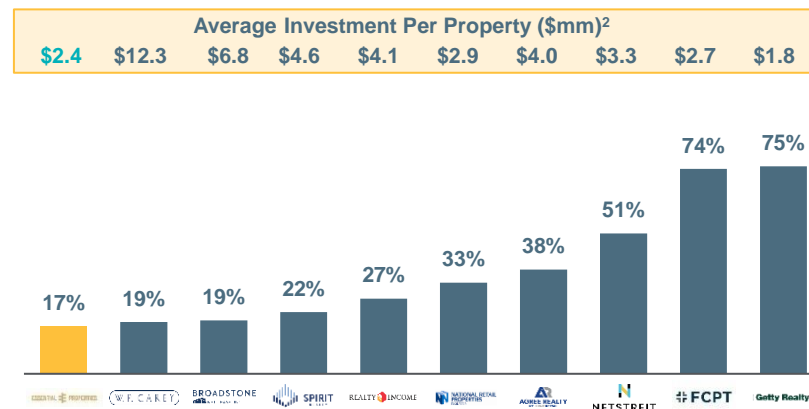
## ✓ Service-Oriented & Experience-Based Industries

(% of ABR)

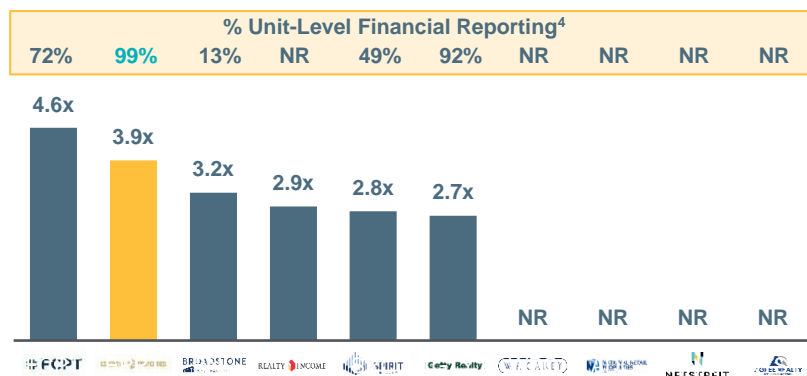


## ✓ Less Reliance on Top 10 Tenancy – Fungible Properties

(% of ABR)

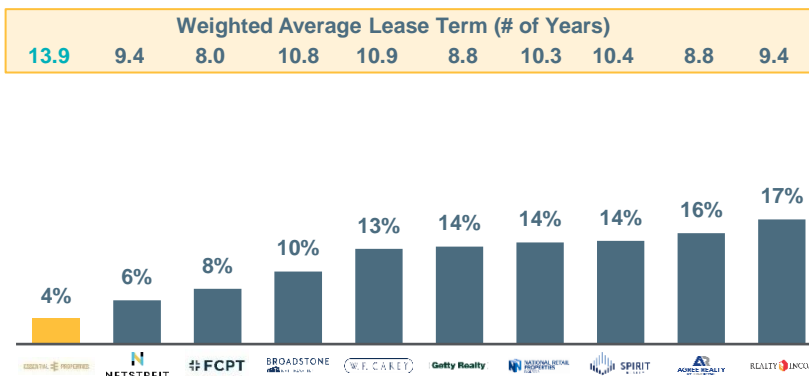


## ✓ Strong Unit-Level Coverage<sup>3</sup> & Transparency



## ✓ Limited Intermediate-Term Lease Maturities

(% of Rent Expiring through 2026)



Source: Public filings and press releases.

Note: Data based on most recent reported filings for period ending March 31, 2023, not adjusted for post quarter-end subsequent events. 'NR' means not reported. Companies may define service-oriented and experienced-based tenants differently, may calculate weighted average remaining lease term differently, may calculate unit-level coverage differently (including peers on a mean or median basis with EPRT representing a weighted average) and may calculate the percentage of their tenants reporting differently than EPRT. Accordingly, such data for these companies and EPRT may not be comparable.

1. Designations entitled "other" are counted as one industry, even though the "other" segment could represent multiple industries.

2. Investment value includes land and improvements, building and improvements, lease incentives, CIP, intangible lease assets, loans and direct financing lease receivables and real estate investments held for sale, all at cost.

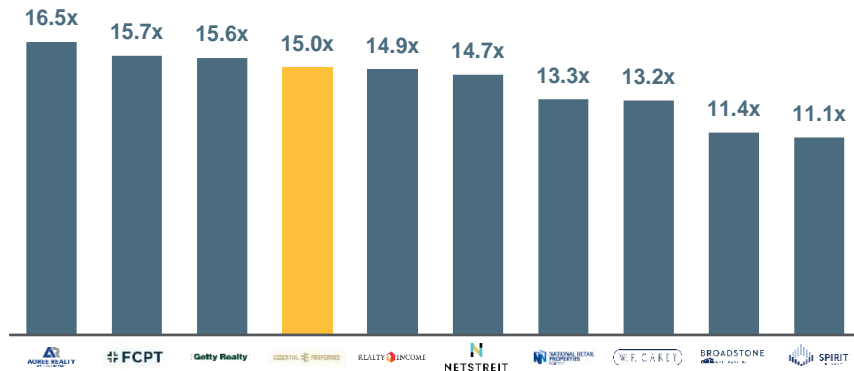
3. EPRT, GTY, O, and SRC coverage based on four-wall.



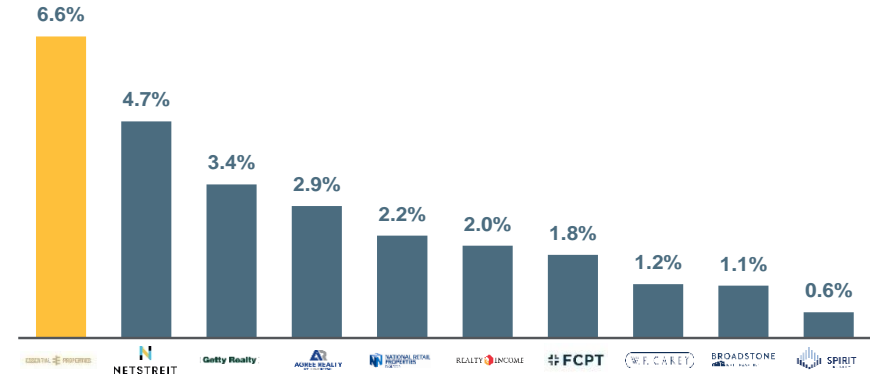
# Relative Valuation, Growth and Leverage

Compelling Valuation, Projected AFFO/sh Growth Relative to Net Lease Peers, and Conservative Leverage

## 2023E AFFO per Share Multiple<sup>1</sup>

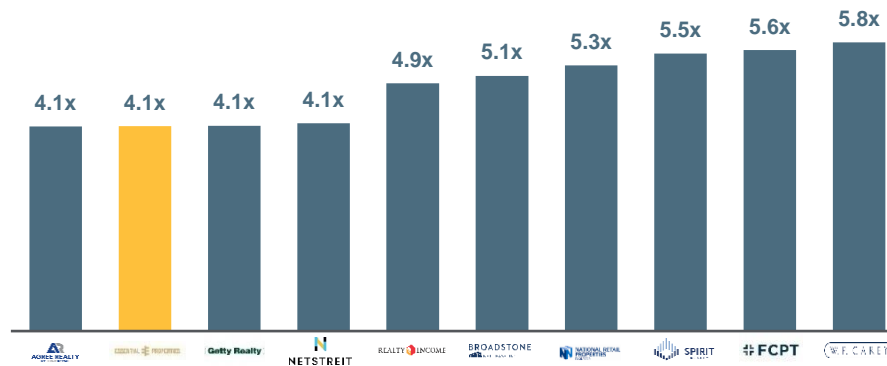


## 2023E AFFO per Share Growth<sup>2</sup>



## Net Debt + Preferred / EBITDAre

(Net Debt plus Preferred-to-Annualized Adjusted EBITDAre<sup>3</sup>)



Source: Public filings, FactSet and SNL.

Note: Market data as of June 2, 2023.

1. 2023E AFFO per share multiple calculated using current price per share and FactSet mean 2023E AFFO per share estimates.

2. 2023E AFFO per share growth is calculated using FactSet mean 2023E AFFO per share estimates and 2022A AFFO per share.

3. Companies may define annualized adjusted EBITDAre differently; accordingly, data for these companies and EPRT may not be comparable.





# Environmental, Social and Governance

Strong Governance, Innovative Approach to Sustainability, Commitment to Diversity, Equity & Inclusion

## Governance

- Leading governance practices, Board accountability, strong board diversity, required minimum stock ownership, published compensation clawback policy, and no hedging or pledging
- Industry recognized investor engagement and disclosure practices

## Environmental

Implementing sustainability upgrades at our properties to positively impact our tenants' profitability and prospects for success

## Social

- Providing dynamic work environment, rewarding work experience and career development for our team
- Providing positive work environment, valuing equal opportunity and fair employment practices
- Strive to offer our employees attractive and equitable compensation and healthy work/life balance
- Providing our employees with outlets to pursue professional development and civic engagement

### ESSENTIAL SUSTAINABILITY

#### Our Green Lease

Is now our standard lease form and it provides us with contractual rights to install sustainability improvements at our properties and receive annual utility billing/usage data.

**Nareit**

2022 Gold Winner of Investor CARE Award

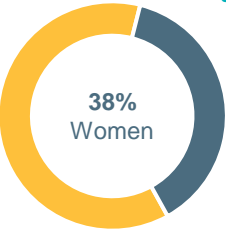
88% Independent



Low Tenure



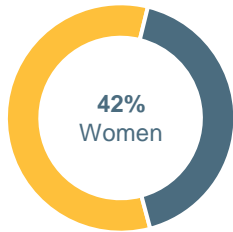
Strong Diversity



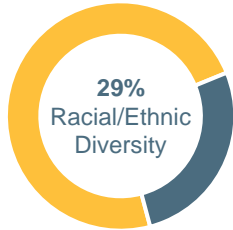
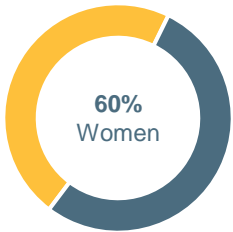
Green Leases in 1Q 2023



Total Company



Non-Executive Management



The Forum of Executive Women

2020, 2021 and 2022 Champion of Board Diversity



1. Measured by number of properties acquired

**PRINCETON  
CAR WASH**  
FREE VACUUM

Financials

**CAR  
WASH  
ENTRANCE**  
→

**6 Car Wash**



# Financial Summary – 1Q'23

## Consolidated Statements of Operations

(in thousands, except share and per share data)	Three Months Ended March 31,	
	2023	2022
	(unaudited)	(unaudited)
<b>Revenues:</b>		
Rental revenue <sup>1,2</sup>	\$ 78,172	\$ 66,112
Interest on loans and direct financing lease receivables	4,446	3,822
Other revenue, net	1,069	187
<b>Total revenues</b>	<b>83,687</b>	<b>70,121</b>
<b>Expenses:</b>		
General and administrative	8,583	8,063
Property expenses <sup>3</sup>	843	1,009
Depreciation and amortization	23,824	20,313
Provision for impairment of real estate	677	3,935
Change in provision for credit losses	(30)	60
<b>Total expenses</b>	<b>33,897</b>	<b>33,380</b>
<b>Other operating income:</b>		
Gain on dispositions of real estate, net	4,914	1,658
<b>Income from operations</b>	<b>54,704</b>	<b>38,399</b>
<b>Other (expense)/income:</b>		
Loss on debt extinguishment <sup>4</sup>	—	(2,138)
Interest expense	(12,133)	(9,160)
Interest income	638	18
<b>Income before income tax expense</b>	<b>43,209</b>	<b>27,119</b>
Income tax expense	153	301
<b>Net income</b>	<b>43,056</b>	<b>26,818</b>
Net income attributable to non-controlling interests	(160)	(119)
<b>Net income attributable to stockholders</b>	<b>\$ 42,896</b>	<b>\$ 26,699</b>
<b>Basic weighted-average shares outstanding</b>	<b>144,406,044</b>	<b>126,839,258</b>
<b>Basic net income per share</b>	<b>\$ 0.30</b>	<b>\$ 0.21</b>
<b>Diluted weighted-average shares outstanding</b>	<b>146,000,007</b>	<b>127,923,499</b>
<b>Diluted net income per share</b>	<b>\$ 0.29</b>	<b>\$ 0.21</b>

1. Includes contingent rent (based on a percentage of the tenant's gross sales at the leased property) of \$176 and \$156 for the three months ended March 31, 2023 and 2022, respectively.

2. Includes reimbursable income from our tenants of \$591 and \$553 for the three months ended March 31, 2023 and 2022, respectively.

3. Includes reimbursable expenses from our tenants of \$591 and \$554 for the three months ended March 31, 2023 and 2022, respectively.

4. During the three months ended March 31, 2022, includes debt extinguishment costs associated with the restructuring of our credit and term loan facilities.

# Financial Summary – 1Q'23

## Funds from Operations (FFO) and Adjusted Funds from Operations (AFFO)

(unaudited, in thousands except per share amounts)	Three Months Ended March 31,	
	2023	2022
<b>Net income</b>	\$ 43,056	\$ 26,818
Depreciation and amortization of real estate	23,799	20,287
Provision for impairment of real estate	677	3,935
Gain on dispositions of real estate, net	(4,914)	(1,658)
<b>Funds from Operations</b>	62,618	49,382
Non-core (income) expenses <sup>1</sup>	(876)	2,138
<b>Core Funds from Operations</b>	61,742	51,520
Adjustments:		
Straight-line rental revenue, net	(6,838)	(6,265)
Non-cash interest expense	819	661
Non-cash compensation expense	2,721	2,836
Other amortization expense	281	194
Other non-cash charges	(35)	56
Capitalized interest expense	(432)	(66)
<b>Adjusted Funds from Operations</b>	\$ 58,258	\$ 48,936
<b>Net income per share<sup>2</sup>:</b>		
Basic	\$ 0.30	\$ 0.21
Diluted	\$ 0.29	\$ 0.21
<b>FFO per share<sup>2</sup>:</b>		
Basic	\$ 0.43	\$ 0.39
Diluted	\$ 0.43	\$ 0.39
<b>Core FFO per share<sup>2</sup>:</b>		
Basic	\$ 0.43	\$ 0.40
Diluted	\$ 0.42	\$ 0.40
<b>AFFO per share<sup>2</sup>:</b>		
Basic	\$ 0.40	\$ 0.38
Diluted	\$ 0.40	\$ 0.38

1. During the three months ended March 31, 2023, includes \$0.9 million of insurance recovery income related to two properties and, during the three months ended March 31, 2022, includes debt extinguishment costs associated with the restructuring of our credit and term loan facilities.

2. Calculations exclude \$101 and \$90 from the numerator for the three months ended March 31, 2023 and 2022, respectively, related to dividends paid on unvested restricted stock units.

# Financial Summary – 1Q'23

## Consolidated Balance Sheets

(in thousands, except share and per share amounts)

	March 31, 2023	December 31, 2022
	(unaudited)	(audited)
<b>ASSETS</b>		
Investments:		
Real estate investments, at cost:		
Land and improvements	\$ 1,274,398	\$ 1,228,687
Building and improvements	2,554,139	2,440,630
Lease incentive	18,191	18,352
Construction in progress	42,777	34,537
Intangible lease assets	87,851	88,364
Total real estate investments, at cost	3,977,356	3,810,570
Less: accumulated depreciation and amortization	(297,362)	(276,307)
Total real estate investments, net	3,679,994	3,534,263
Loans and direct financing lease receivables, net	231,731	240,035
Real estate investments held for sale, net	5,398	4,780
Net investments	3,917,123	3,779,078
Cash and cash equivalents	70,958	62,345
Restricted cash	—	9,155
Straight-line rent receivable, net	85,425	78,587
Derivative assets	36,640	47,877
Rent receivables, prepaid expenses and other assets, net	26,201	22,991
<b>Total assets</b>	<b>\$ 4,136,347</b>	<b>\$ 4,000,033</b>
<b>LIABILITIES AND EQUITY</b>		
Unsecured term loans, net of deferred financing costs	\$ 1,025,773	\$ 1,025,492
Senior unsecured notes, net	395,426	395,286
Revolving credit facility	—	—
Intangible lease liabilities, net	11,536	11,551
Dividend payable	41,183	39,398
Derivative liabilities	6,024	2,274
Accrued liabilities and other payables	25,778	29,261
<b>Total liabilities</b>	<b>1,505,720</b>	<b>1,503,262</b>
Commitments and contingencies	—	—
Stockholders' equity:		
Preferred stock, \$0.01 par value; 150,000,000 authorized; none issued and outstanding as of 3/31/23 and 12/31/22	—	—
Common stock, \$0.01 par value; 500,000,000 authorized; 148,838,117 and 142,379,655 issued and outstanding as of 3/31/23 and 12/31/22, respectively	1,488	1,424
Additional paid-in capital	2,712,797	2,563,305
Distributions in excess of cumulative earnings	(118,066)	(117,187)
Accumulated other comprehensive loss	25,982	40,719
<b>Total stockholders' equity</b>	<b>2,622,201</b>	<b>2,488,261</b>
Non-controlling interests	8,426	8,510
<b>Total equity</b>	<b>2,630,627</b>	<b>2,496,771</b>
<b>Total liabilities and equity</b>	<b>\$ 4,136,347</b>	<b>\$ 4,000,033</b>

# Financial Summary – 1Q'23

## GAAP Reconciliations to EBITDAre, GAAP NOI, Cash NOI and Estimated Run Rate Metrics

(unaudited, in thousands)		Three Months Ended March 31, 2023
<b>Net income</b>	\$	43,056
Depreciation and amortization		23,824
Interest expense		12,133
Interest income		(638)
Income tax expense		153
<b>EBITDA</b>		78,528
Provision for impairment of real estate		677
Gain on dispositions of real estate, net		(4,914)
<b>EBITDAre</b>		74,291
Adjustment for current quarter re-leasing, acquisition and disposition activity <sup>1</sup>		3,370
Adjustment to exclude other non-core and non-recurring activity <sup>2</sup>		(328)
Adjustment to exclude termination/prepayment fees and certain percentage rent <sup>3</sup>		(371)
<b>Adjusted EBITDAre - Current Estimated Run Rate</b>		76,962
General and administrative		8,005
<b>Adjusted net operating income ("NOI")</b>		84,967
Straight-line rental revenue, net <sup>1</sup>		(8,016)
Other amortization expense		281
<b>Adjusted Cash NOI</b>	\$	77,232
<b>Annualized EBITDAre</b>	\$	297,164
<b>Annualized Adjusted EBITDAre</b>	\$	307,848
<b>Annualized Adjusted NOI</b>	\$	339,868
<b>Annualized Adjusted Cash NOI</b>	\$	308,928

1. Adjustment made to reflect EBITDAre, NOI and Cash NOI as if all re-leasing activity, investments in and dispositions of real estate and loan repayments completed during the three months ended March 31, 2023 had occurred on January 1, 2023.
2. Adjustment made to i) exclude non-core income and expense adjustments made in computing Core FFO, ii) exclude changes in our provision for credit losses and iii) eliminate the impact of seasonal fluctuation in certain non-cash compensation expense recorded in the period.
3. Adjustment excludes lease termination or loan prepayment fees and contingent rent (based on a percentage of the tenant's gross sales at the leased property) where payment is subject to exceeding a sales threshold specified in the lease, if any.



# Financial Summary – 1Q'23

## Market Capitalization, Debt Summary and Leverage Metrics

(dollars in thousands, except share and per share amounts)

	March 31, 2023	Rate	Wtd. Avg. Maturity
<b>Unsecured debt:</b>			
April 2024 term loan <sup>1</sup>	\$ 200,000	2.9%	1.0 years
February 2027 term loan <sup>1</sup>	430,000	2.4%	3.9 years
January 2028 term loan <sup>1</sup>	400,000	4.6%	4.8 years
Senior unsecured notes due July 2031	400,000	3.1%	8.3 years
Revolving credit facility <sup>2</sup>	—	—%	2.9 years
<b>Total unsecured debt</b>	<b>1,430,000</b>	<b>3.3%</b>	<b>5.0 years</b>
<b>Gross debt</b>	<b>1,430,000</b>		
Less: cash & cash equivalents	(70,958)		
Less: restricted cash available for future investment	—		
<b>Net debt</b>	<b>1,359,042</b>		
<b>Equity:</b>			
Preferred stock	—		
Common stock & OP units (149,391,964 shares @ \$24.85/share as of 3/31/23) <sup>3</sup>	3,712,390		
<b>Total equity</b>	<b>3,712,390</b>		
<b>Total enterprise value ("TEV")</b>	<b>\$ 5,071,432</b>		
<b>Pro forma adjustments to Net Debt and TEV:<sup>4</sup></b>			
<b>Net debt</b>	<b>\$ 1,359,042</b>		
Less: cash received — unsettled forward equity	(103,605)		
<b>Pro forma net debt</b>	<b>1,255,437</b>		
<b>Total equity</b>	<b>3,712,390</b>		
Common stock — unsettled forward equity (4,421,401 shares @ \$24.85/share as of 3/31/23)	109,872		
<b>Pro forma TEV</b>	<b>\$ 5,077,699</b>		
<b>Gross Debt / Undepreciated Gross Assets</b>	<b>32.2%</b>		
<b>Net Debt / TEV</b>	<b>26.8%</b>		
<b>Net Debt / Annualized Adjusted EBITDAre</b>	<b>4.4x</b>		
<b>Pro Forma Gross Debt / Undepreciated Gross Assets</b>	<b>31.5%</b>		
<b>Pro Forma Net Debt / Pro Forma TEV</b>	<b>24.7%</b>		
<b>Pro Forma Net Debt / Annualized Adjusted EBITDAre</b>	<b>4.1x</b>		

1. Rates presented for our term loans are fixed at the stated rates after giving effect to our interest rate swaps, applicable margin of 85bps and SOFR premium of 10bps.

2. Our revolving credit facility provides a maximum aggregate initial original principal amount of up to \$600 million and includes an accordion feature to increase, subject to certain conditions, the maximum availability of the facility by up to \$600 million. Borrowings bear interest at Term SOFR plus applicable margin of 77.5bps and SOFR premium of 10bps.

3. Common equity & units as of March 31, 2023, based on 148,838,117 common shares outstanding and 553,847 OP units held by non-controlling interests.

4. Pro forma adjustments have been made to reflect 4,421,401 shares sold on a forward basis in our February 2023 follow-on equity offering as if they had been physically settled for cash on March 31, 2023.

# Glossary



### FFO, Core FFO and AFFO

Our reported results are presented in accordance with U.S. generally accepted accounting principles ("GAAP"). We also disclose funds from operations ("FFO"), core funds from operations ("Core FFO") and adjusted funds from operations ("AFFO"), each of which is a non-GAAP financial measure. We believe these non-GAAP financial measures are industry measures used by analysts and investors to compare the operating performance of REITs.

We compute FFO in accordance with the definition adopted by the Board of Governors of the National Association of Real Estate Investment Trusts ("NAREIT"). NAREIT defines FFO as GAAP net income or loss adjusted to exclude extraordinary items (as defined by GAAP), net gain or loss from sales of depreciable real estate assets, impairment write-downs associated with depreciable real estate assets and real estate-related depreciation and amortization (excluding amortization of deferred financing costs and depreciation of non-real estate assets), including the pro rata share of such adjustments of unconsolidated subsidiaries. FFO is used by management, and may be useful to investors and analysts, to facilitate meaningful comparisons of operating performance between periods and among our peers primarily because it excludes the effect of real estate depreciation and amortization and net gains and losses on sales (which are dependent on historical costs and implicitly assume that the value of real estate diminishes predictably over time, rather than fluctuating based on existing market conditions).

We compute Core FFO by adjusting FFO, as defined by NAREIT, to exclude certain GAAP income and expense amounts that we believe are infrequent and unusual in nature and/or not related to our core real estate operations. Exclusion of these items from similar FFO-type metrics is common within the equity REIT industry, and management believes that presentation of Core FFO provides investors with a metric to assist in their

evaluation of our operating performance across multiple periods and in comparison to the operating performance of our peers, because it removes the effect of unusual items that are not expected to impact our operating performance on an ongoing basis. Core FFO is used by management in evaluating the performance of our core business operations. Items included in calculating FFO that may be excluded in calculating Core FFO include items like certain transaction related gains, losses, income or expense or other non-core amounts as they occur.

To derive AFFO, we modify the NAREIT computation of FFO to include other adjustments to GAAP net income related to certain items that we believe are not indicative of our operating performance, including straight-line rental revenue, non-cash interest expense, non-cash compensation expense, other amortization and non-cash charges, capitalized interest expense and transaction costs. Such items may cause short-term fluctuations in net income but have no impact on operating cash flows or long-term operating performance. We believe that AFFO is an additional useful supplemental measure for investors to consider to assess our operating performance without the distortions created by non-cash and certain other revenues and expenses.

FFO, Core FFO and AFFO do not include all items of revenue and expense included in net income, they do not represent cash generated from operating activities, and they are not necessarily indicative of cash available to fund cash requirements; accordingly, they should not be considered alternatives to net income as a performance measure or cash flows from operations as a liquidity measure and should be considered in addition to, and not in lieu of, GAAP financial measures. Additionally, our computation of FFO, Core FFO and AFFO may differ from the methodology for calculating these metrics used by other equity REITs and, therefore, may not be comparable to similarly titled measures reported by other equity REITs.



We also present our earnings before interest, taxes and depreciation and amortization for real estate ("EBITDA"), EBITDA further adjusted to exclude gains (or losses) on sales of depreciable property and real estate impairment losses ("EBITDAre"), net debt, net operating income ("NOI") and cash NOI ("Cash NOI"), all of which are non-GAAP financial measures. We believe these non-GAAP financial measures are accepted industry measures used by analysts and investors to compare the operating performance of REITs.

### **EBITDA and EBITDAre**

We compute EBITDA as earnings before interest, income taxes and depreciation and amortization. In 2017, NAREIT issued a white paper recommending that companies that report EBITDA also report EBITDAre. We compute EBITDAre in accordance with the definition adopted by NAREIT. NAREIT defines EBITDAre as EBITDA (as defined above) excluding gains (or losses) from the sales of depreciable property and real estate impairment losses. We present EBITDA and EBITDAre as they are measures commonly used in our industry and we believe that these measures are useful to investors and analysts because they provide important supplemental information concerning our operating performance, exclusive of certain non-cash and other costs. We use EBITDA and EBITDAre as measures of our operating performance and not as measures of liquidity.

EBITDA and EBITDAre do not include all items of revenue and expense included in net income, they do not represent cash generated from operating activities and they are not necessarily indicative of cash available to fund cash requirements; accordingly, they should not be considered alternatives to net income as a performance measure or cash flows from operations as a liquidity measure and should be considered in addition to, and not in lieu of, GAAP financial measures. Additionally, our computation of EBITDA and EBITDAre may differ from the methodology for calculating these metrics used by other equity REITs and, therefore,

may not be comparable to similarly titled measures reported by other equity REITs.

### **Net Debt**

We calculate our net debt as our gross debt (defined as total debt plus net deferred financing costs on our secured borrowings) less cash and cash equivalents and restricted cash available for future investment.

We believe excluding cash and cash equivalents and restricted cash available for future investment, all of which could be used to repay debt, provides an estimate of the net contractual amount of borrowed capital to be repaid, which we believe is a beneficial disclosure to investors and analysts.

### **NOI and Cash NOI**

We compute NOI as total revenues less property expenses. NOI excludes all other items of expense and income included in the financial statements in calculating net income or loss. Cash NOI further excludes non-cash items included in total revenues and property expenses, such as straight-line rental revenue and other amortization and non-cash charges. We believe NOI and Cash NOI provide useful and relevant information because they reflect only those income and expense items that are incurred at the property level and present such items on an unlevered basis.

NOI and Cash NOI are not measurements of financial performance under GAAP. You should not consider our NOI and Cash NOI as alternatives to net income or cash flows from operating activities determined in accordance with GAAP. Additionally, our computation of NOI and Cash NOI may differ from the methodology for calculating these metrics used by other equity REITs and, therefore, may not be comparable to similarly titled measures reported by other equity REITs.



### Adjusted EBITDAre / Adjusted NOI / Adjusted Cash NOI

We further adjust EBITDAre, NOI and Cash NOI i) based on an estimate calculated as if all re-leasing, investment and disposition activity that took place during the quarter had been made on the first day of the quarter, ii) to exclude certain GAAP income and expense amounts that we believe are infrequent and unusual in nature and iii) to eliminate the impact of lease termination or loan prepayment fees and contingent rental revenue from our tenants which is subject to sales thresholds specified in the lease. We then annualize these estimates for the current quarter by multiplying them by four, which we believe provides a meaningful estimate of our current run rate for all investments as of the end of the current quarter. You should not unduly rely on these measures, as they are based on assumptions and estimates that may prove to be inaccurate. Our actual reported EBITDAre, NOI and Cash NOI for future periods may be significantly less than these estimates of current run rates.

### Cash ABR

Cash ABR means annualized contractually specified cash base rent in effect as of the end of the current quarter for all of our leases (including those accounted for as direct financing leases) commenced as of that date and annualized cash interest on our mortgage loans receivable as of that date.

### Rent Coverage Ratio

Rent coverage ratio means the ratio of tenant-reported or, when unavailable, management's estimate based on tenant-reported financial information, annual EBITDA and cash rent attributable to the leased property (or properties, in the case of a master lease) to the annualized base rental obligation as of a specified date.

### Initial Portfolio

Initial Portfolio means our acquisition of a portfolio of 262 net leased properties on June 16, 2016, consisting primarily of restaurants, that were being sold as part of the liquidation of General Electric Capital Corporation for an aggregate purchase price of \$279.8 million (including transaction costs).

### GAAP Cap Rate

GAAP Cap Rate means annualized rental income computed in accordance with GAAP for the first full month after investment divided by the purchase price, as applicable, for the property.

### Cash Cap Rate

Cash Cap Rate means annualized contractually specified cash base rent for the first full month after investment or disposition divided by the purchase or sale price, as applicable, for the property.