



# ESSENTIAL PROPERTIES



November 2021 Presentation

# 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.

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# Investment Highlights

New Vintage Net Lease Portfolio with Strong External Growth Potential Creates a Compelling Investment Opportunity

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

**13.9 Years**  
of Weighted Average  
Lease Term (WALT)<sup>1</sup>

**3.5x**  
Unit-Level  
Rent Coverage<sup>1</sup>

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

**95%**  
Service and  
Experiential  
Cash ABR<sup>2</sup>

**\$2.2mm**  
Average Investment  
Per Property<sup>1</sup>

- Disciplined and Proven Investment Strategy
- Focus on Sale-Leasebacks with Middle-Market Companies

**~\$180mm**  
Average Quarterly  
Investment Activity<sup>3</sup>

**83%**  
Internally-Originated  
Sale-Leasebacks<sup>2,4</sup>

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

**4.5x**  
Net Debt-to-  
Annualized Adjusted  
EBITDA<sup>re1</sup>

**32%**  
Gross Debt-to-  
Undepreciated  
Gross Assets<sup>1</sup>

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

**60+ Years**  
of Collective  
Net Lease Experience

**\$3.2B**  
of Undepreciated  
Total Gross Assets<sup>1</sup>

1. As of September 30, 2021.

2. Based on Cash ABR as of September 30, 2021.

3. Average quarterly investment activity represents the trailing eight quarter average as of September 30, 2021

4. Exclusive of Initial Portfolio..

# Executive Summary

We Continue to Execute Our External Growth Strategy with a Well Positioned Balance Sheet

## 4Q'21 Update

- **Investment Activity<sup>1</sup>:** Completed \$47.1mm of QTD investments
- **Dispositions<sup>1</sup>:** Sold two properties QTD for \$4.6mm in gross proceeds
- **Occupancy:** Portfolio remains 99.9% leased with one vacant property

## Well Positioned Balance Sheet

- **Low Leverage:** Net Debt / Annualized Adjusted EBITDA<sup>1</sup> was 4.5x as of 3Q'21
- **100% Unsecured:** Balance sheet has no secured debt and asset base is 100% unencumbered
- **Strong Liquidity:** Liquidity was \$428mm as of 3Q'21, which includes \$400mm of capacity on our unsecured credit facility and \$28mm of available cash
- **Well-Laddered Low-Cost Debt:** Our weighted average debt maturity is 6.4 years, and our weighted average interest rate is 3.11% as of 3Q'21

## Other

- **Reiterated 2021 Guidance:** 2021 AFFO/sh guidance of \$1.30-\$1.32 (implies 18% yr/yr growth at midpoint)
- **Established 2022 Guidance:** 2022 AFFO/sh guidance of \$1.46-\$1.50

1. As of November 1, 2021.

# Targeted Investment Strategy Based on Decades of Experience

Management's Investment Discipline Has Been Refined Over Multiple Decades of Managing Assets Through Various Credit Cycles

**Service-oriented and experience-based** businesses are performing well in the current economic environment and 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 net leased properties** are easier to divest and re-let in comparison to larger properties

## Sale-Leaseback Transactions with Middle-Market Tenants

- ✓ Longer lease term
- ✓ Unit-level financial reporting
- ✓ Include contractual rent increases

Access to growth capital for **middle-market businesses** is limited and results in attractive risk-adjusted returns

## Small-Scale Net Leased Properties

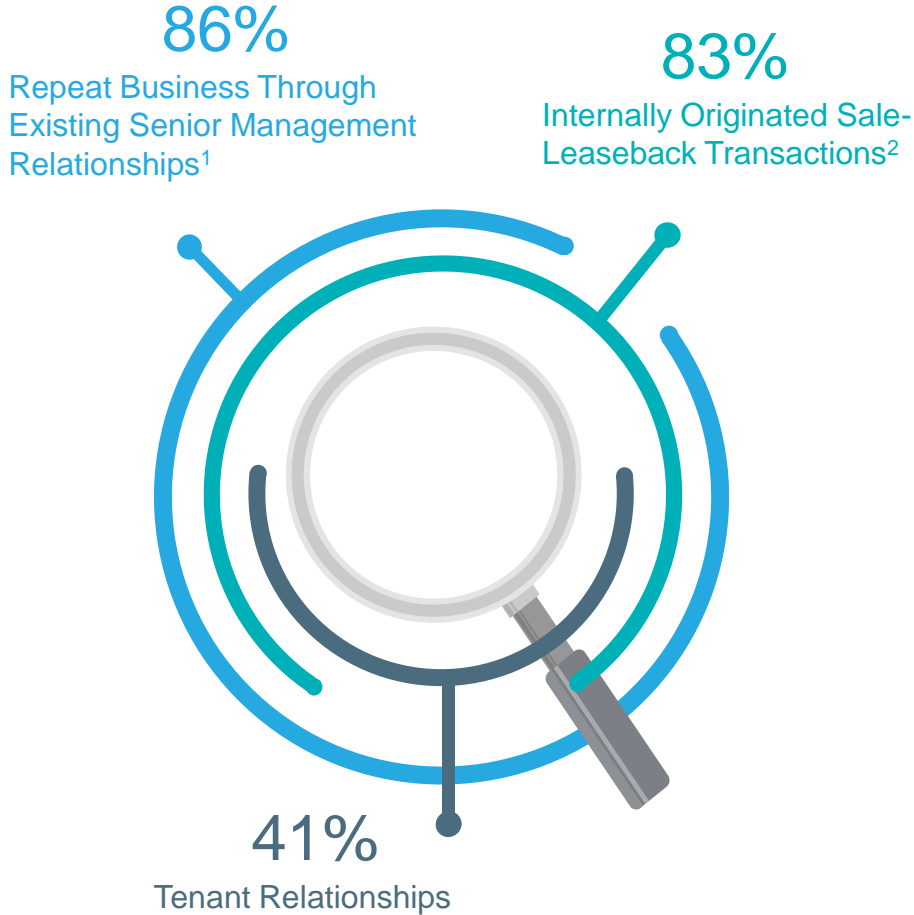
- ✓ Increases diversification
- ✓ Deeper pool of potential buyers
- ✓ Greater alternative uses



# Seek to be the Capital Provider of Choice

Maintain Direct Relationships with Our Tenants and Actively Seek to Leverage Our Relationships to Identify New Investment Opportunities

## Relationship-Based Sourcing



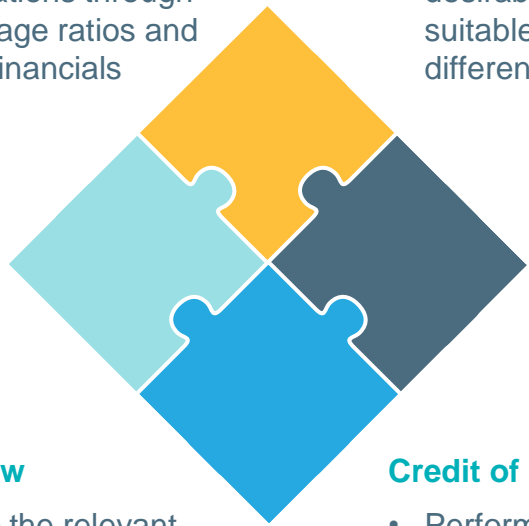
## Underwriting Methodology

### 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

1. Percentage of portfolio cash ABR as of September 30, 2021 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 September 30, 2021 that was attributable to internally originated sale-leaseback transactions. Exclusive of Initial Portfolio.

# New Vintage Portfolio Focused on Targeted Industries

Our Portfolio Reflects a Disciplined Adherence to Investing in Properties Leased to Service-Oriented and Experience-Based Businesses with Unit-Level Reporting

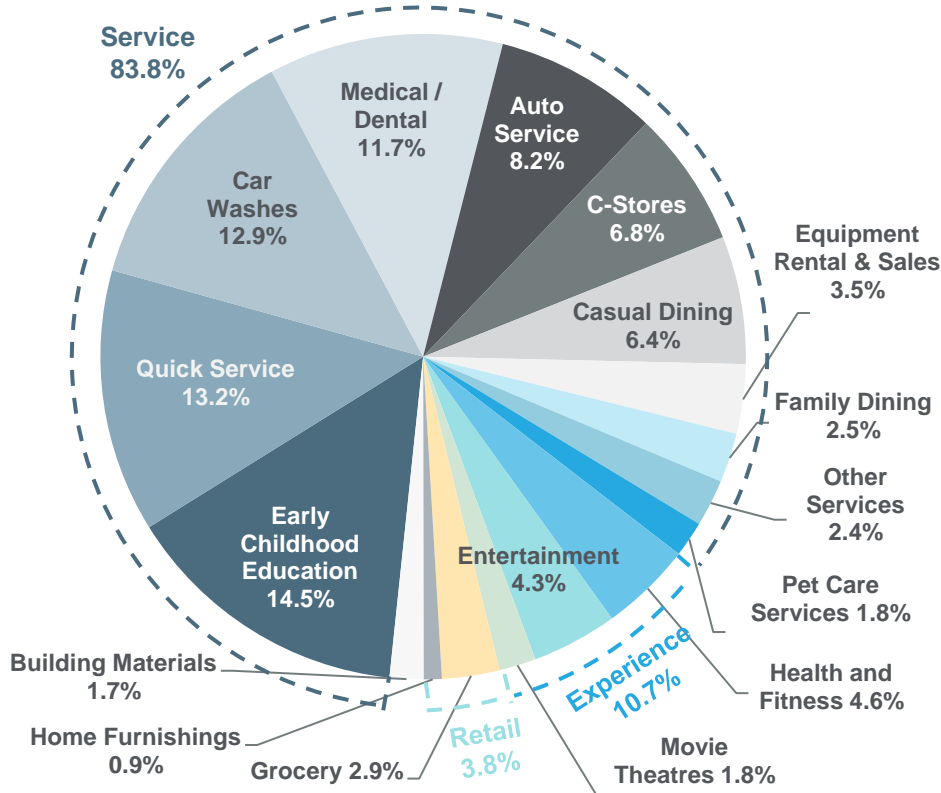
- **E-Commerce Resistant:** 95% of cash ABR comes from service-oriented and experience-based tenants
- **Focus on 17 Industries:** Results in greater sector expertise and more efficient underwriting and asset management
- **Long WALT Limits Exposure to Near-Term Cash Flow Erosion:** <4% of ABR expires through 2025
- **Strong Operator Visibility with No Legacy Issues:** 98.4% unit-level reporting; investment program started in June 2016

## Portfolio Highlights

	September 30, 2021
Investment Properties (#) <sup>1</sup>	1,397
Square Footage (mm)	12.4
Tenants (#)	297
Industries (#)	17
States (#)	45
Weighted Average Remaining Lease Term (Years)	13.9
Master Leases (% of Cash ABR)	60.8%
Sale-Leaseback (% of Cash ABR) <sup>2,3</sup>	83.3%
Unit-Level Rent Coverage	3.5x
Unit-Level Financial Reporting (% of Cash ABR)	98.4%
Leased (%)	99.9%
Top 10 Tenants (% of Cash ABR)	19.0%
Average Investment Per Property (\$mm)	\$2.2

1. Includes 158 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



# Portfolio Summary

Our Top 10 Tenants Operate 230 Properties and Represent 19.0% of Cash ABR

## Top 10 Tenants

Top 10 Tenants <sup>1</sup>	Properties	% of Cash ABR
 Equipment Share	21	2.7%
 Captain D's	74	2.3%
 Cadence Education	23	2.1%
 Mister Donut	13	1.9%
 Spare Time Entertainment	6	1.9%
 The Nest Schools	16	1.7%
 Circle K	34	1.7%
 Harps	19	1.6%
 AMC	5	1.6%
 Mavis Tires & Brakes	19	1.5%
<b>Top 10 Tenants</b>	<b>230</b>	<b>19.0%</b>
<b>Total</b>	<b>1,397</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>
Early Childhood Education	Service	\$ 32,631	14.5%	142	1,512,418	\$ 21.26
Quick Service	Service	29,704	13.2%	359	988,827	30.02
Car Washes	Service	29,121	12.9%	120	563,278	50.81
Medical / Dental	Service	26,481	11.7%	161	1,098,234	24.15
Automotive Service	Service	18,403	8.2%	137	920,670	20.66
Convenience Stores	Service	15,390	6.8%	135	529,990	29.04
Casual Dining	Service	14,439	6.4%	97	549,047	26.82
Equipment Rental and Sales	Service	7,835	3.5%	35	634,578	12.10
Family Dining	Service	5,581	2.5%	37	220,106	26.28
Other Services	Service	5,306	2.4%	24	292,129	18.79
Pet Care Services	Service	4,031	1.8%	40	300,133	16.36
<b>Service Subtotal</b>		<b>188,922</b>	<b>83.8%</b>	<b>1,287</b>	<b>7,609,410</b>	<b>25.04</b>
Health and Fitness	Experience	10,355	4.6%	27	1,087,279	9.58
Entertainment	Experience	9,683	4.3%	24	775,855	12.47
Movie Theatres	Experience	4,170	1.8%	6	293,206	14.22
<b>Experience Subtotal</b>		<b>24,208</b>	<b>10.7%</b>	<b>57</b>	<b>2,156,340</b>	<b>11.26</b>
Grocery	Retail	6,483	2.9%	25	1,108,740	5.85
Home Furnishings	Retail	2,048	0.9%	4	217,339	9.42
<b>Retail Subtotal</b>		<b>8,531</b>	<b>3.8%</b>	<b>29</b>	<b>1,326,079</b>	<b>6.43</b>
Building Materials	Industrial	3,801	1.7%	23	1,257,017	3.02
<b>Total</b>		<b>\$ 225,462</b>	<b>100.0%</b>	<b>1,396</b>	<b>12,348,846</b>	<b>\$ 18.33</b>

1. Represents tenant, guarantor or parent company.

2. Property count includes 159 properties that secure mortgage loans receivable, but it excludes one vacant property.

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



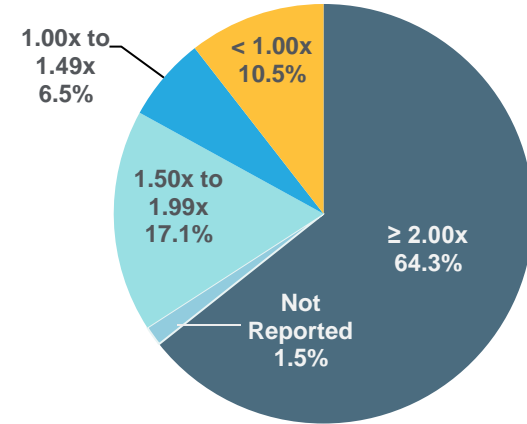
# Disciplined Underwriting Leading to Healthy Portfolio Metrics

98.4% of Unit-Level Reporting Provides (Near) Real-Time Tenant Visibility

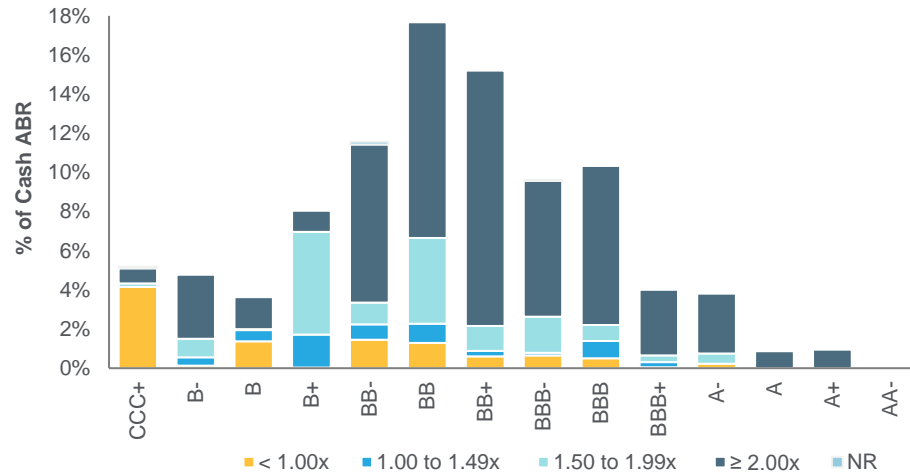
## Tenant Financial Reporting Requirements

Reporting Requirements	% of Cash ABR
Unit-Level Financial Information	98.4%
Corporate-Level Financial Reporting	98.4%
Both Unit-Level and Corporate-Level Financial Information	98.2%
No Financial Information	1.4%

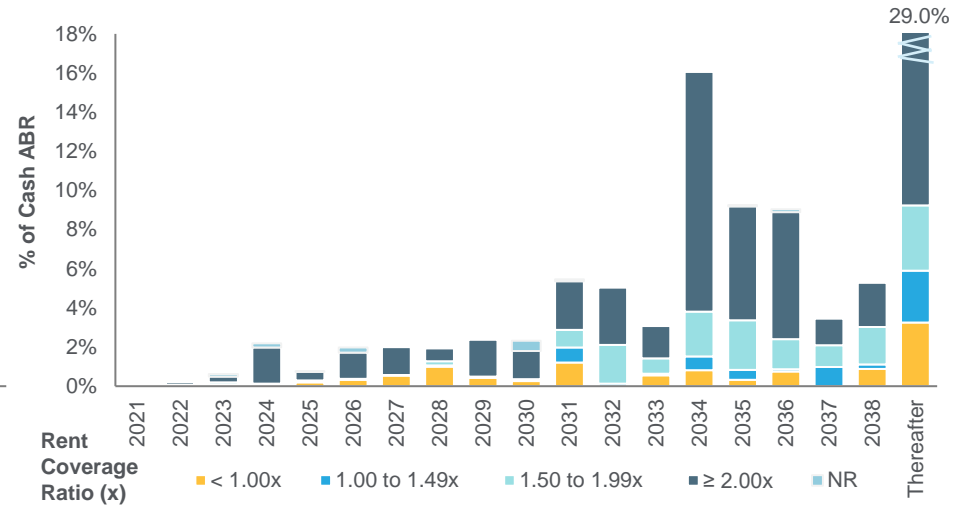
## % of Cash ABR by Unit-Level Coverage Tranche<sup>1</sup>



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



## Unit-Level Coverage by Lease Expiration

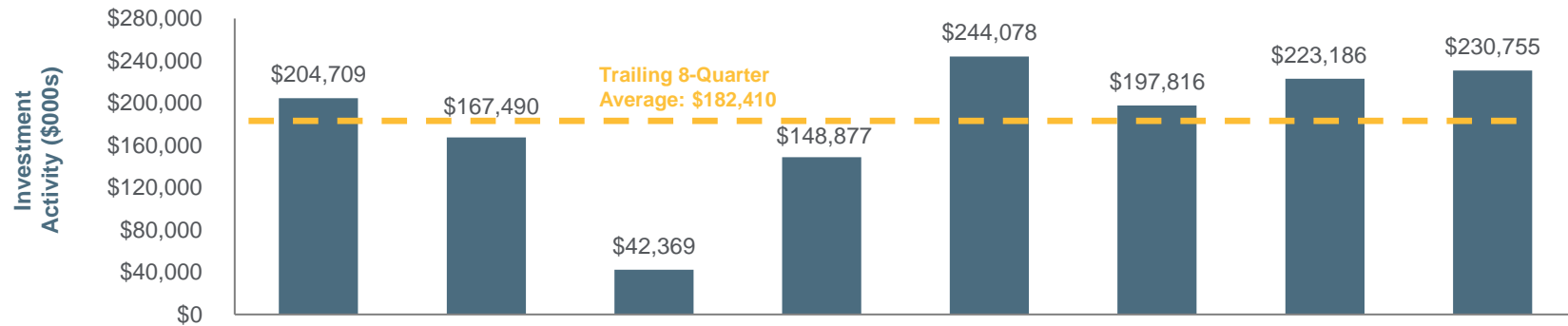


Note: 'NR' means not reported.

- 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.
- The chart illustrates the portions of annualized base rent as of September 30, 2021 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.

# Established and Proven Investment Infrastructure

Scalable Platform Allows for Consistent Sourcing of Investment Activity at Attractive Yields without Sacrificing Underwriting Standards and Investment Focus



Investments <sup>1</sup>	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20	1Q'21	2Q'21	3Q'21
Number of Transactions	41	32	11	19	33	22	34	31
Property Count	94	63	13	50	108	74	94	85
Avg. Investment per Unit (in 000s)	\$2,049	\$2,551	\$2,870	\$2,866	\$2,218	\$2,650	\$2,354	\$2,676
Cash Cap Rates <sup>2</sup>	7.3%	7.1%	7.4%	7.1%	7.1%	7.0%	7.1%	7.0%
GAAP Cap Rates <sup>3</sup>	8.0%	8.0%	8.1%	7.9%	7.7%	7.9%	7.8%	7.9%
Master Lease % <sup>4,5</sup>	41%	54%	68%	79%	89%	79%	83%	80%
Sale-Leaseback % <sup>4,6</sup>	81%	88%	100%	92%	88%	85%	88%	84%
% of Financial Reporting <sup>4</sup>	99%	100%	100%	100%	100%	100%	100%	100%
Rent Coverage Ratio	3.1x	2.7x	4.3x	2.8x	3.6x	3.0x	2.7x	2.8x
Lease Term Years	16.3	16.1	16.7	17.6	16.3	16.1	13.5	16.4

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.

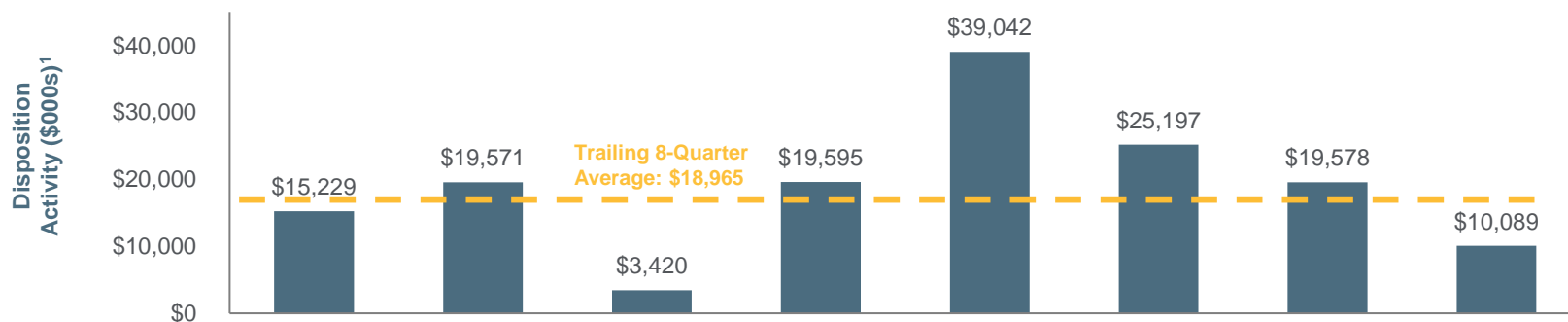
5. Includes investments in mortgage loan receivables collateralized by more than one property.

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

# Active Asset Management

## Proactive Asset Management Mitigates Risk and Maximizes Risk-Adjusted Returns

**Dispositions Have Traded at Attractive Cap Rates:** Since our inception in 2016 through 3Q'21, we have sold 229 properties for net proceeds of \$339 million. Excluding vacant properties, we have sold 184 leased properties at a weighted average cash cap rate of 6.9%, which had a weighted average coverage ratio of 1.8x.



Dispositions	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20	1Q'21	2Q'21	3Q'21
Realized Gain/(Loss) <sup>1,2</sup>	8.5%	3.2% <sup>5</sup>	29.5%	(4.5%)	(10.2%)	4.5%	(7.3%)	29.8% <sup>5</sup>
Cash Cap Rate on Leased Assets <sup>3</sup>	6.9%	7.1% <sup>5</sup>	6.8%	7.0%	7.4%	7.1%	7.1%	6.5% <sup>5</sup>
Leased Properties Sold <sup>4</sup>	7	10	3	11	21	15	6	11
Vacant Properties Sold <sup>4</sup>	1	--	--	3	2	1	1	--
Rent Coverage Ratio	1.7x	0.7x	1.3x	2.2x	2.3x	1.8x	1.8x	1.2x

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 in which only a portion of the owned parcel is sold.

5. Excludes properties sold pursuant to an existing tenant purchase option.

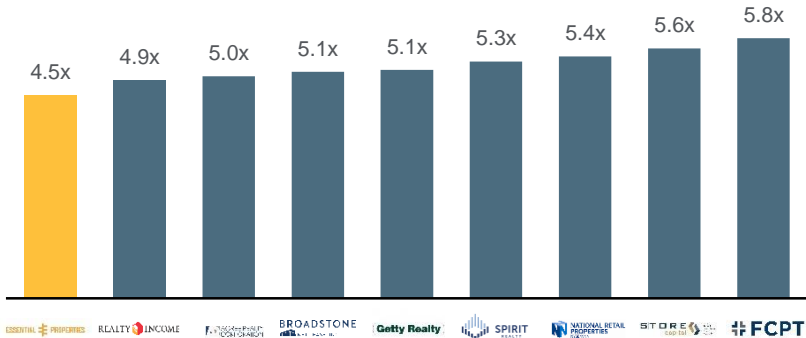
# Low Leverage and Ample Liquidity to Drive Robust AFFO/sh Growth

## Ample Liquidity and Balance Sheet Capacity to Support External Growth

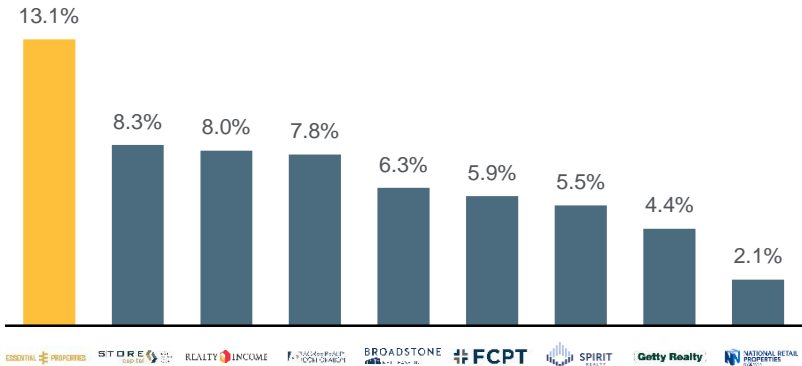
- **100% Unsecured Balance Sheet:** Asset base is 100% unencumbered with no secured debt
- **Flexible Debt Structure:** We have no debt maturities until 2024<sup>1</sup>
- **Low Leverage:** 3Q'21 Net Debt / Annualized Adjusted EBITDAre was 4.5x
- **Strong Liquidity:** We have \$428mm in immediate liquidity as of 3Q'21, which consists of \$28mm in cash and full availability of our \$400mm unsecured revolving credit facility

### Net Debt + Preferred / EBITDAre

(Net Debt plus Preferred-to-Annualized Adjusted EBITDAre<sup>2</sup>)



### 2022E AFFO per Share Growth<sup>3</sup>



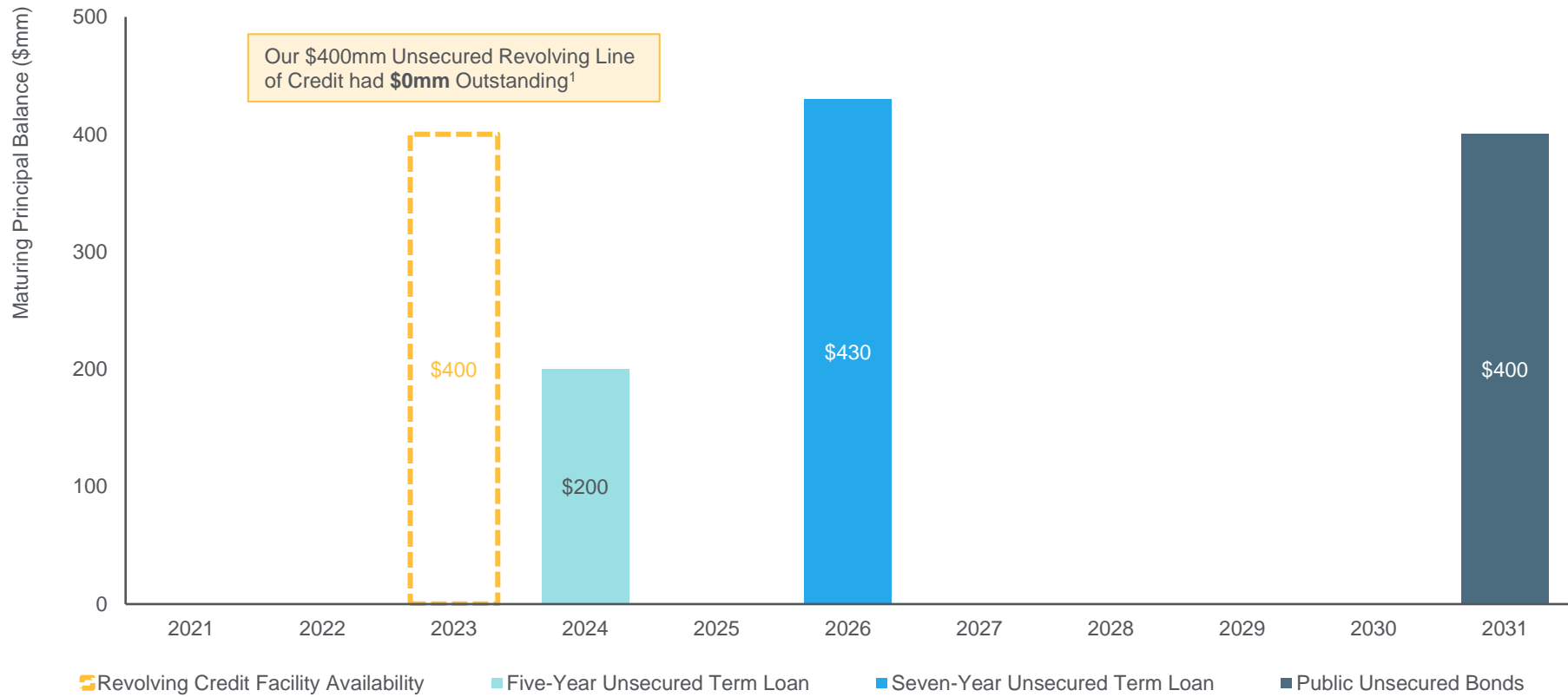
Source: Public filings, Factset, and SNL.  
 Note: Market data as of November 5, 2021. Financial data as of September 30, 2021.  
 1. Our unsecured credit facility expires in 2023, but has a one-year extension option at the Company's election.  
 2. Companies may define annualized adjusted EBITDAre differently; accordingly, such data for these companies and EPRT may not be comparable.  
 3. 2022E AFFO per share growth is calculated using FactSet mean 2022E AFFO per share estimates and FactSet mean 2021E AFFO per share estimates.

# Flexible Debt Structure

## No Significant Debt Maturities Until 2024

- **Well-Laddered Debt Maturities:** Weighted average debt maturity is 6.4 years
- **Low-Cost Debt:** Weighted average interest rate is 3.11%

### Debt Maturity Schedule<sup>1</sup>

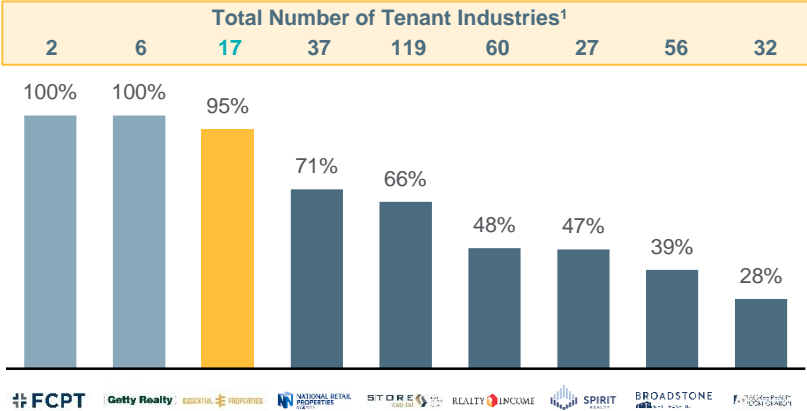


1. As of September 30, 2021.

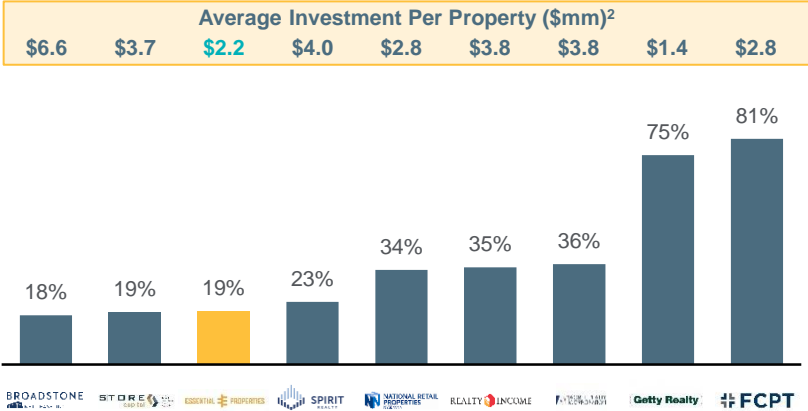
# Differentiated Net Lease Portfolio

Portfolio Mix and Underlying Fundamentals are Favorable Relative to Peers

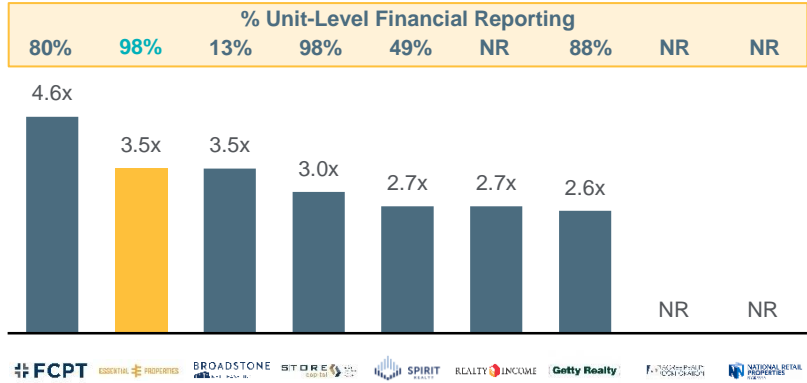
## Service-Oriented & Experience-Based Industries (% of ABR)



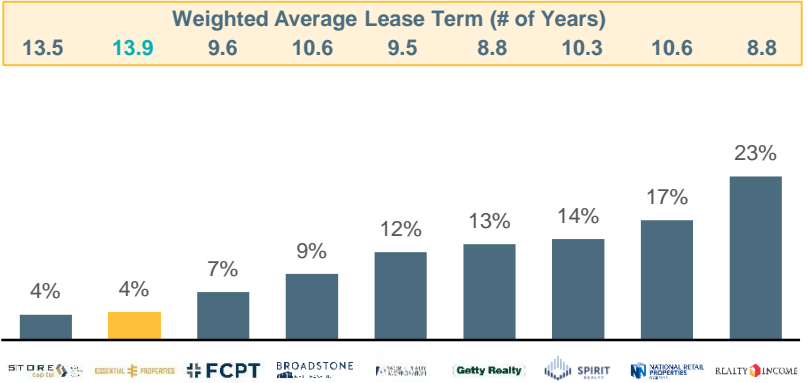
## Less Reliance on Top 10 Tenancy with Smaller Scale Properties (% of ABR)



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



## Limited Intermediate-Term Lease Maturities (% of Rent Expiring through 2025)

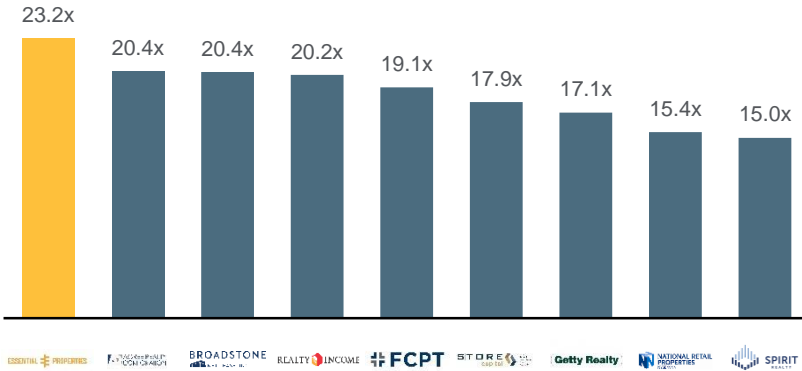


Source: Public filings and press releases.  
 Note: Company data based on most recent reported filings for period ending September 30, 2021. 'NR' means not reported. Companies may define service-oriented and experience-based tenants differently, may calculate weighted average remaining lease term differently, 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, construction in progress, intangible lease assets, loans and direct financing lease receivables and real estate investments held for sale, all at cost.  
 3. EPRT, GTY, O, SRC and STOR coverage based on four-wall.

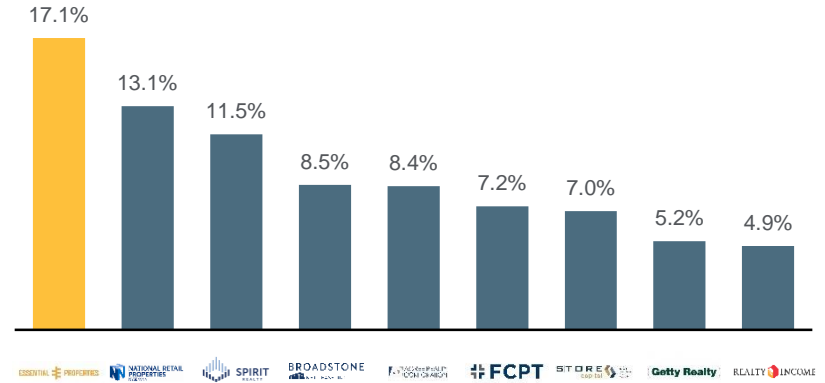
# Relative Valuation and Growth

## EPRT's Projected AFFO/sh Growth is Sector Leading

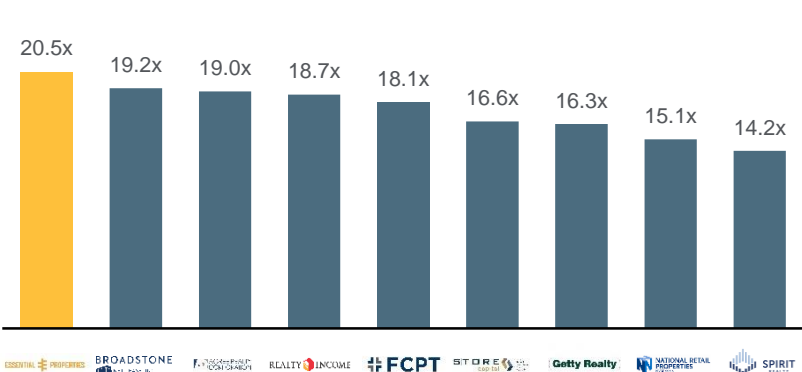
### 2021E AFFO per Share Multiple<sup>1</sup>



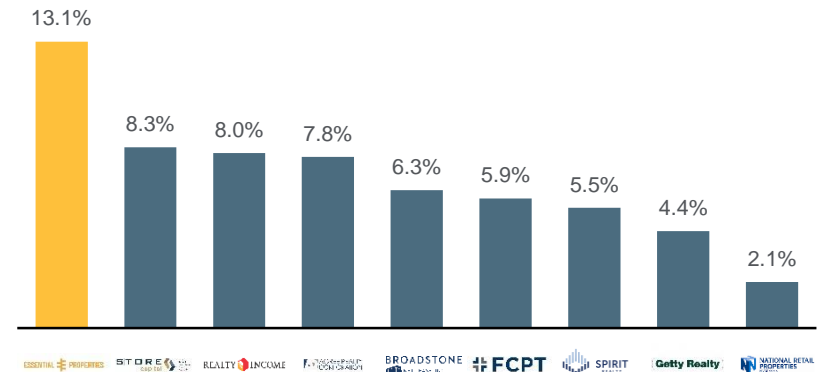
### 2021E AFFO per Share Growth<sup>2</sup>



### 2022E AFFO per Share Multiple<sup>3</sup>



### 2022E AFFO per Share Growth<sup>4</sup>



Source: Public filings, FactSet and SNL.

Note: Market data as of November 5, 2021.

1. 2021E AFFO per share multiple calculated using current price per share and FactSet mean 2021E AFFO per share estimates.

2. 2021E AFFO per share growth is calculated using FactSet mean 2021E AFFO per share estimates and 2020A AFFO per share. BNL 2020A AFFO calculated using 4Q20 AFFO, annualized, to adjust for timing of IPO.

NNN 2020A AFFO of \$2.68 excludes the net straight-line accrued rent impact of the rent deferrals (repayments) from the COVID-19 rent deferral lease amendment of \$30mm for the year ended December 31, 2020.

3. 2022E AFFO per share multiple calculated using current price per share and FactSet mean 2022E AFFO per share estimates.

4. 2022E AFFO per share growth is calculated using FactSet mean 2022E AFFO per share estimates and FactSet mean 2021E AFFO per share estimates.



**SERVICE  
FIRST**  
AUTOMOTIVE CENTERS

**SERVICE  
FIRST**  
AUTOMOTIVE CENTERS



**24 HOUR**

**Appendix**

**EMERGENCY ROOM**

**CENTERS**

**AMBULANCE**



# Financial Summary – 3Q'21

## Consolidated Statements of Operations

(in thousands, except share and per share data)	Three Months Ended September 30,		Nine Months Ended September 30,	
	2021	2020	2021	2020
	(unaudited)	(unaudited)	(unaudited)	(unaudited)
<b>Revenues:</b>				
Rental revenue <sup>1,2,3</sup>	\$ 54,929	\$ 40,799	\$ 153,511	\$ 116,806
Interest on loans and direct financing lease receivables	4,574	2,054	11,558	6,030
Other revenue, net	98	56	150	64
<b>Total revenues</b>	<b>59,601</b>	<b>42,909</b>	<b>165,219</b>	<b>122,900</b>
<b>Expenses:</b>				
General and administrative <sup>4</sup>	5,596	5,917	18,497	19,706
Property expenses <sup>5</sup>	1,358	810	3,946	1,755
Depreciation and amortization	17,355	13,966	50,185	40,442
Provision for impairment of real estate	—	3,221	6,120	5,080
Change in provision for loan losses	16	14	(112)	531
<b>Total expenses</b>	<b>24,325</b>	<b>23,928</b>	<b>78,636</b>	<b>67,514</b>
<b>Other operating income:</b>				
Gain on dispositions of real estate, net	1,343	1,003	8,841	3,971
<b>Income from operations</b>	<b>36,619</b>	<b>19,984</b>	<b>95,424</b>	<b>59,357</b>
<b>Other (expense)/income:</b>				
Loss on repayment of secured borrowings <sup>6</sup>	—	—	(4,461)	(924)
Interest expense	(8,955)	(7,651)	(24,444)	(21,887)
Interest income	37	58	74	433
<b>Income before income tax expense</b>	<b>27,701</b>	<b>12,391</b>	<b>66,593</b>	<b>36,979</b>
Income tax expense	55	55	172	156
<b>Net income</b>	<b>27,646</b>	<b>12,336</b>	<b>66,421</b>	<b>36,823</b>
Net income attributable to non-controlling interests	(139)	(73)	(335)	(220)
<b>Net income attributable to stockholders and members</b>	<b>\$ 27,507</b>	<b>\$ 12,263</b>	<b>\$ 66,086</b>	<b>\$ 36,603</b>
<b>Basic weighted-average shares outstanding</b>	<b>119,230,645</b>	<b>94,259,150</b>	<b>114,223,586</b>	<b>92,070,002</b>
<b>Basic net income per share</b>	<b>\$ 0.23</b>	<b>\$ 0.13</b>	<b>\$ 0.58</b>	<b>\$ 0.39</b>
<b>Diluted weighted-average shares outstanding</b>	<b>120,298,680</b>	<b>95,039,832</b>	<b>115,339,656</b>	<b>92,959,708</b>
<b>Diluted net income per share</b>	<b>\$ 0.23</b>	<b>\$ 0.13</b>	<b>\$ 0.57</b>	<b>\$ 0.39</b>

1. Includes contingent rent (based on a percentage of the tenant's gross sales at the leased property) of \$233, \$99, \$464 and \$356 for the three and nine months ended September 30, 2021 and 2020, respectively.

2. Includes reimbursable income from the Company's tenants of \$383, \$71, \$1,235 and \$583 for the three and nine months ended September 30, 2021 and 2020, respectively.

3. During the nine months ended September 30, 2021, includes the recognition of \$2,061 and \$1,044 of cash and straight-line rent receivables, respectively, for previously unaccrued amounts from tenants that were moved from non-accrual to accrual accounting.

4. During the three and nine months ended September 30, 2020, includes non-recurring expenses of \$115 and \$234, respectively, for reimbursement of executive relocation costs and non-recurring recruiting costs and, during the nine months ended September 30, 2020, includes \$1,093 for costs and charges incurred in connection with the termination of one of our executive officers.

5. Includes reimbursable expenses from the Company's tenants of \$383, \$175, \$1,233, and \$686 for the three and nine months ended September 30, 2021 and 2020, respectively.

6. Includes a make-whole payment of \$2,543 and the write-off of \$1,873 of deferred financing costs during the nine months ended September 30, 2021 and the write-off of \$924 of deferred financing costs during the nine months ended September 30, 2020.

# Financial Summary – 3Q'21

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

(unaudited, in thousands except per share amounts)	Three months ended September 30,		Nine months ended September 30,	
	2021	2020	2021	2020
<b>Net income</b>	\$ 27,646	\$ 12,336	\$ 66,421	\$ 36,823
Depreciation and amortization of real estate	17,329	13,903	50,108	40,330
Provision for impairment of real estate	—	3,221	6,120	5,080
Gain on dispositions of real estate, net	(1,343)	(1,003)	(8,841)	(3,971)
<b>Funds from Operations</b>	<b>43,632</b>	<b>28,457</b>	<b>113,808</b>	<b>78,262</b>
Other non-recurring expenses <sup>1,2</sup>	—	116	4,461	2,252
<b>Core Funds from Operations</b>	<b>43,632</b>	<b>28,573</b>	<b>118,269</b>	<b>80,514</b>
Adjustments:				
Straight-line rental revenue, net	(5,086)	(3,960)	(13,950)	(9,321)
Non-cash interest expense	488	764	1,407	1,535
Non-cash compensation expense	1,103	1,351	4,554	4,041
Other amortization expense	68	(335)	2,487	1,018
Other non-cash charges	15	14	(118)	530
Capitalized interest expense	(19)	(63)	(55)	(223)
Transaction costs	—	3	—	112
<b>Adjusted Funds from Operations</b>	<b>\$ 40,201</b>	<b>\$ 26,347</b>	<b>\$ 112,594</b>	<b>\$ 78,206</b>
<b>Net income per share<sup>3</sup>:</b>				
Basic	\$ 0.23	\$ 0.13	\$ 0.58	\$ 0.39
Diluted	\$ 0.23	\$ 0.13	\$ 0.57	\$ 0.39
<b>FFO per share<sup>3</sup>:</b>				
Basic	\$ 0.36	\$ 0.26	\$ 0.99	\$ 0.54
Diluted	\$ 0.36	\$ 0.26	\$ 0.98	\$ 0.54
<b>Core FFO per share<sup>3</sup>:</b>				
Basic	\$ 0.36	\$ 0.27	\$ 1.03	\$ 0.57
Diluted	\$ 0.36	\$ 0.27	\$ 1.02	\$ 0.56
<b>AFFO per share<sup>3</sup>:</b>				
Basic	\$ 0.33	\$ 0.27	\$ 0.98	\$ 0.57
Diluted	\$ 0.33	\$ 0.27	\$ 0.97	\$ 0.56

1. During the nine months ended September 30, 2021, includes a make-whole payment of \$2,543 and the write-off of \$1,873 of deferred financing costs.

2. Includes non-recurring expenses of \$39 related to reimbursement of executive relocation costs during the three and nine months ended September 30, 2020, \$1,093 for severance payments and acceleration of non-cash compensation expense in connection with the termination of one of our executive officers during the nine months ended September 30, 2020, \$77 and \$196, respectively, of non-recurring recruiting costs during the three and nine months ended September 30, 2020, and our \$924 loss on repayment of secured borrowings during the nine months ended September 30, 2020.

3. Calculations exclude \$61, \$95, \$249 and \$302 from the numerator for the three and nine months ended September 30, 2021 and 2020, respectively, related to dividends paid on unvested restricted share awards and restricted share units.

# Financial Summary – 3Q'21

## Consolidated Balance Sheets

(in thousands, except share and per share amounts)

	September 30, 2021 (unaudited)	December 31, 2020 (audited)
<b>ASSETS</b>		
Investments:		
Real estate investments, at cost:		
Land and improvements	\$ 925,622	\$ 741,254
Building and improvements	1,859,189	1,519,665
Lease incentive	13,212	14,297
Construction in progress	2,797	3,908
Intangible lease assets	87,167	80,271
Total real estate investments, at cost	2,887,987	2,359,395
Less: accumulated depreciation and amortization	(182,567)	(136,097)
Total real estate investments, net	2,705,420	2,223,298
Loans and direct financing lease receivables, net	237,117	152,220
Real estate investments held for sale, net	3,984	17,058
Net investments	2,946,521	2,392,576
Cash and cash equivalents	27,509	26,602
Restricted cash	—	6,388
Straight-line rent receivable, net	52,825	37,830
Rent receivables, prepaid expenses and other assets, net	26,832	25,406
<b>Total assets</b>	<b>\$ 3,053,687</b>	<b>\$ 2,488,802</b>
<b>LIABILITIES AND EQUITY</b>		
Secured borrowings, net of deferred financing costs	\$ —	\$ 171,007
Unsecured term loans, net of deferred financing costs	626,805	626,272
Senior unsecured notes, net	394,632	—
Revolving credit facility	—	18,000
Intangible lease liabilities, net	12,867	10,168
Dividend payable	30,534	25,703
Derivative liabilities	20,510	38,912
Accrued liabilities and other payables	23,949	16,792
<b>Total liabilities</b>	<b>1,109,297</b>	<b>906,854</b>
Commitments and contingencies	—	—
Stockholders' equity:		
Preferred stock, \$0.01 par value; 150,000,000 authorized; none issued and outstanding as of 9/30/21 and 12/31/20	—	—
Common stock, \$0.01 par value; 500,000,000 authorized; 121,362,362 and 106,361,524 issued and outstanding as of 9/30/21 and 12/31/20, respectively	1,214	1,064
Additional paid-in capital	2,057,674	1,688,540
Distributions in excess of cumulative earnings	(98,129)	(77,665)
Accumulated other comprehensive loss	(23,561)	(37,181)
<b>Total stockholders' equity</b>	<b>1,937,198</b>	<b>1,574,758</b>
Non-controlling interests	7,191	7,190
<b>Total equity</b>	<b>1,944,389</b>	<b>1,581,948</b>
<b>Total liabilities and equity</b>	<b>\$ 3,053,686</b>	<b>\$ 2,488,802</b>

# Financial Summary – 3Q'21

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

(unaudited, in thousands)	Three Months Ended September 30, 2021
<b>Net income</b>	\$ 27,646
Depreciation and amortization	17,355
Interest expense	8,955
Interest income	(37)
Income tax expense	55
<b>EBITDA</b>	<b>53,974</b>
Provision for impairment of real estate	—
Gain on dispositions of real estate, net	(1,343)
<b>EBITDAre</b>	<b>52,631</b>
Adjustment for current quarter re-leasing, acquisition and disposition activity <sup>1</sup>	2,665
Adjustment to exclude other non-recurring activity <sup>2</sup>	16
Adjustment to exclude termination/prepayment fees and certain percentage rent <sup>3</sup>	(125)
<b>Adjusted EBITDAre - Current Estimated Run Rate</b>	<b>55,187</b>
General and administrative	5,596
<b>Adjusted net operating income ("NOI")</b>	<b>60,783</b>
Straight-line rental revenue, net <sup>1</sup>	(5,172)
Other amortization expense <sup>3</sup>	190
<b>Adjusted Cash NOI</b>	<b>\$ 55,801</b>
<b>Annualized EBITDAre</b>	<b>\$ 210,524</b>
<b>Annualized Adjusted EBITDAre</b>	<b>\$ 220,748</b>
<b>Annualized Adjusted NOI</b>	<b>\$ 243,132</b>
<b>Annualized Adjusted Cash NOI</b>	<b>\$ 223,204</b>

1. These adjustments are made to reflect EBITDAre, NOI and Cash NOI as if all re-leasing activity, investments in and dispositions of real estate made during the three months ended September 30, 2021 had occurred on July 1, 2021.

2. Adjustment includes the \$16 adjustment to our provision for loan loss.

3. Adjustment excludes 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 and lease termination or loan prepayment fees.

# Financial Summary – 3Q'21

## Market Capitalization, Debt Summary and Leverage Metrics

(dollars in thousands, except share and per share amounts)	September 30, 2021	Rate	Maturity
<b>Total secured debt</b>	\$ —	—%	N/A
<b>Unsecured debt:</b>			
\$200mm term loan	\$ 200,000	3.26%	2.5 years
\$430mm term loan	430,000	3.02%	5.2 years
Senior Unsecured Notes	400,000	3.12%	9.8 years
Revolving credit facility <sup>1</sup>	—	—%	1.5 years
<b>Total unsecured debt</b>	<b>\$ 1,030,000</b>	<b>3.11%</b>	<b>6.4 years</b>
<b>Gross debt</b>	<b>\$ 1,030,000</b>	<b>3.11%</b>	<b>6.4 years</b>
Less: cash & cash equivalents	(27,509)		
Less: restricted cash available for future investment	—		
<b>Net debt</b>	<b>\$ 1,002,491</b>		
<b>Equity:</b>			
Preferred stock	\$ —		
Common stock & OP units (121,916,209 shares @ \$27.92/share as of 9/30/21) <sup>2</sup>	3,403,901		
<b>Total equity</b>	<b>\$ 3,403,901</b>		
<b>Total enterprise value ("TEV")</b>	<b>\$ 4,406,392</b>		
<b>Net Debt / TEV</b>		22.8%	
<b>Net Debt / Annualized Adjusted EBITDAre</b>		4.5x	

1. Our revolving credit facility provides a maximum aggregate initial original principal amount of up to \$400 million and includes an accordion feature to increase, subject to certain conditions, the maximum availability of the facility by up to \$200 million.

2. Common equity & units as of September 30, 2021, based on 121,362,362 common shares outstanding (including unvested restricted share awards) and 553,847 OP units held by non-controlling interests.

# Glossary

## Supplemental Reporting Measures

### 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 the

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.

# Glossary

## Supplemental Reporting Measures

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.

# Glossary

## Supplemental Reporting Measures

### 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.

### Disclaimer

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