

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d)
of the Securities Exchange Act of 1934

November 13, 2023
Date of Report (Date of earliest event reported)

Essential Properties Realty Trust, Inc.

(Exact name of registrant as specified in its charter)

Maryland
(State or other jurisdiction of incorporation)

001-38530
(Commission File Number)

82-4005693
(IRS Employer Identification No.)

902 Carnegie Center Blvd., Suite 520
Princeton, New Jersey
(Address of principal executive offices)

08540
(Zip Code)

Registrant's telephone number, including area code: **(609) 436-0619**

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligations of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of Each Class	Trading Symbol(s)	Name of Each Exchange on Which Registered
Common stock, \$0.01 par value	EPRT	New York Stock Exchange

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act

Item 7.01 — Regulation FD Disclosure.

Investor Presentation

On November 13, 2023, Essential Properties Realty Trust, Inc. released a presentation that it intends to use from time to time in meetings with investors. A copy of the presentation is attached hereto as Exhibit 99.1.

The information set forth in this item 7.01 and in the attached Exhibit 99.1 is being "furnished" and shall not be deemed "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of Section 18, nor shall it be deemed incorporated by reference into any filing of the company under the Securities Act of 1933, as amended, or the Exchange Act, whether made before or after the date hereof, regardless of any general incorporation language in any such filing.

Item 9.01 — Financial Statements and Exhibits.

(d) Exhibits. The following exhibit is being filed herewith:

Exhibit No.	Description
99.1	November 2023 Investor Presentation
104	Cover Page Interactive Data File (embedded within the Inline XBRL document).

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: November 13, 2023

ESSENTIAL PROPERTIES REALTY TRUST, INC.

By:

/s/ Mark E. Patten

Mark E. Patten

Executive Vice President, Chief Financial Officer, Treasurer and Secretary

ESSENTIAL  PROPERTIES

Investor Presentation



November 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.

Business Update

Continuing to Execute Our Business Plan

Healthy Net Lease Portfolio¹

- **Stable Portfolio:** 99.8% leased; same-store rent growth has averaged 1.5% over the last four quarters
- **Strong Coverage:** Unit-level coverage of 4.0x with ~99% of ABR required to report unit-level P&Ls
- **De-Minimis Near-Term Expirations:** Only 6.3% of ABR expiring through 2028
- **Fungible & Diversified:** Average asset size is \$2.6mm; Top 10 tenants represent just 17.8% of ABR

Well Positioned Balance Sheet And Liquidity

- **Investment Grade Balance Sheet:** Asset base is 100% unencumbered with no secured debt
- **Low Leverage²:** Proforma Net Debt / Annualized Adjusted EBITDA² of 3.7x at 3Q'23-end
- **Excellent Liquidity²:** ~\$990mm of pro forma liquidity
- **Well-Laddered Low-Cost Debt³:** Weighted average debt maturity is 5.2 years, and weighted average interest rate is 3.6%

Consistent & Disciplined External Growth

- **Investment Activity Remains Healthy at Attractive Cap Rates:** With ~\$60mm of investments closed quarter-to-date⁴ and ~\$297mm of investments under PSA or LOI⁵, our closed and pending investments total ~\$326mm with 4Q'23 expected cash yield of ~8.0%
- **Accretive Capital Recycling:** With ~\$9.1mm of dispositions closed quarter-to-date⁴ at 6.0% cash yield and ~\$23mm under PSA at 5.8% yield⁵, we continue to selectively recycle capital at attractive prices.

1. As of September 30, 2023.

2. Pro forma adjustments have been made to reflect 12,447,580 shares sold on a forward basis through the Company's September 2023 follow-on offering and ATM Program as if they had been physically settled on September 30, 2023.

3. As of September 30, 2023. Pro forma adjustments made to reflect subsequent borrowings on our 2029 Term Loan and related interest rate swap agreements.

4. Completed investments and dispositions from October 1, 2023 through November 8, 2023. Includes transaction costs.

5. As of November 8, 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.

Investment Highlights

New Vintage Portfolio + External Growth Capacity = Compelling Investment Opportunity



1. As of September 30, 2023.

2. Average quarterly investment activity represents the trailing eight quarter average as of September 30, 2023.

3. Based on Cash ABR as of September 30, 2023.

4. Pro forma adjustments have been made to reflect 12,447,580 shares sold on a forward basis through the Company's September 2023 follow-on offering and ATM Program as if they had been physically settled on September 30, 2023.

Focused Investment Strategy Based on Decades of Experience

Investment Discipline Refined Over Multiple Decades Across 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

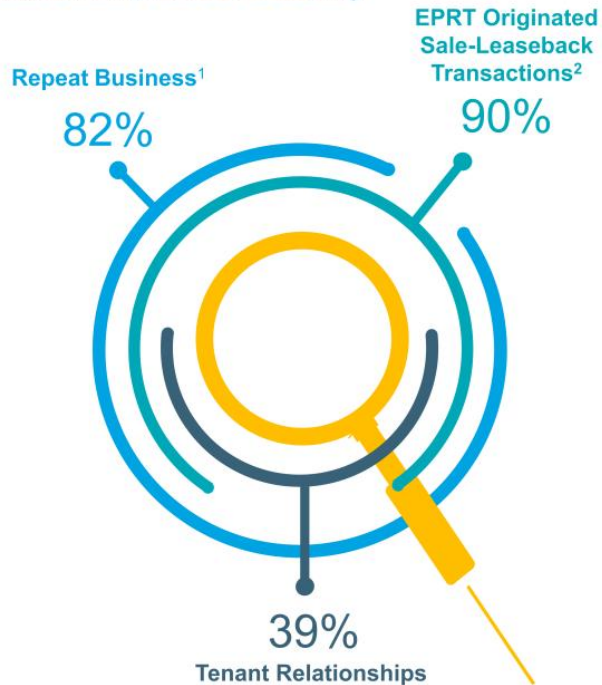
Small-Scale Fungible Net Leased Properties

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

Relationship Based Strategy – Capital Provider of Choice

Actively Leveraging Our Relationships to Directly Originate New Investment Opportunities

Relationship-Based Sourcing



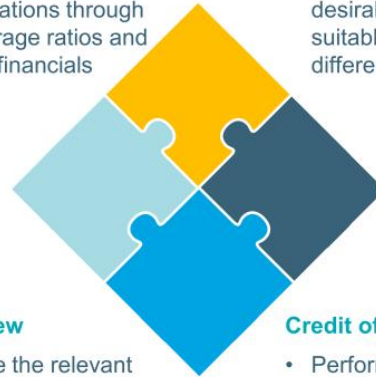
Underwriting Methodology

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

363 tenants today, +171% since IPO³

1. Percentage of portfolio cash ABR as of September 30, 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 September 30, 2023 that was attributable to internally originated sale-leaseback transactions. Exclusive of Initial Portfolio.

3. Tenant count as of September 30, 2023, compared with June 30, 2018, 134 tenants at IPO.

Portfolio Review

EquipmentShare

DOOSAN

DOOSAN

295

CX140LC



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:** 6.3% of our ABR expires through 2028
- **Highly Transparent with No Legacy Issues:** 98.7% unit-level reporting; investment program started in June 2016

Portfolio Highlights

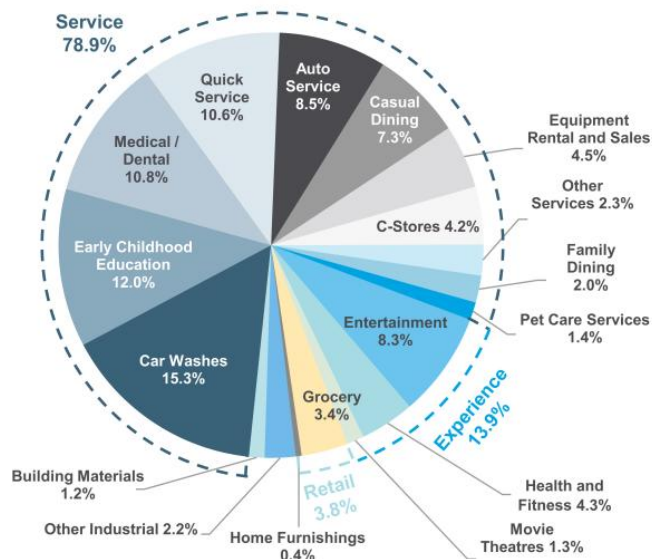
	September 30, 2023
Investment Properties (#) ¹	1,793
Square Footage (mm)	17.8
Tenants (#)	363
Industries (#)	16
States (#)	48
Weighted Average Remaining Lease Term (Years)	13.9
Master Leases (% of Cash ABR)	65.1%
Sale-Leaseback (% of Cash ABR) ^{2,3}	89.5%
Unit-Level Rent Coverage	4.0x
Unit-Level Financial Reporting (% of Cash ABR)	98.7%
Leased (%)	99.8%
Top 10 Tenants (% of Cash ABR)	17.8%
Average Investment Per Property (\$mm)	\$2.6

1. Includes 138 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 18% of Total Cash ABR

Top 10 Tenants

Top 10 Tenants ¹	Properties ²	% of Cash ABR
 Equipment Share	39	3.3%
 Chicken N Pickle	7	2.0%
 Bright Path <small>Part of the Blue-Bee family</small>	31	2.0%
 festival	6	1.7%
 FIVE STAR <small>AMUSE & ATTRACTIONS</small>	10	1.7%
 CARTLANDS	77	1.6%
 WATERWATER <small>CAR WASHES</small>	16	1.4%
 Cadence <small>ASSOCIATION</small>	21	1.4%
 Accelerated Brands	12	1.4%
 Mister	13	1.3%
Top 10 Tenants	232	17.8%
Total	1,790	100.0%

Diversification by Industry

Tenant Industry	Type of Business	Cash ABR (\$'000s)	% of Cash ABR	# of Properties ²	Building SqFt ³	Rent Per SqFt ³
Car Washes	Service	\$ 52,306	15.3%	174	880,223	\$ 59.79
Early Childhood Education	Service	41,017	12.0%	186	1,937,472	21.17
Medical / Dental	Service	36,856	10.8%	205	1,493,524	24.68
Quick Service	Service	36,327	10.6%	404	1,106,725	33.10
Automotive Service	Service	29,013	8.5%	219	1,461,303	19.85
Casual Dining	Service	24,943	7.3%	114	810,337	30.97
Equipment Rental and Sales	Service	15,529	4.5%	63	1,063,533	14.60
Convenience Stores	Service	14,417	4.2%	129	496,512	30.37
Other Services	Service	7,921	2.3%	41	502,465	15.76
Family Dining	Service	6,806	2.0%	38	249,173	27.31
Pet Care Services	Service	4,665	1.4%	37	253,305	20.38
Service Subtotal		\$ 269,800	78.9%	1,610	10,254,572	\$ 26.48
Entertainment	Experience	28,301	8.3%	52	1,548,087	18.29
Health and Fitness	Experience	14,735	4.3%	35	1,340,774	10.99
Movie Theatres	Experience	4,398	1.3%	6	293,206	15.00
Experience Subtotal		\$ 47,334	13.9%	93	3,182,067	\$ 14.91
Grocery	Retail	11,582	3.4%	32	1,477,780	7.84
Home Furnishings	Retail	1,492	0.4%	3	176,809	8.44
Retail Subtotal		\$ 13,074	3.8%	35	1,654,589	\$ 7.90
Other Industrial	Industrial	7,621	2.2%	29	1,342,335	5.68
Building Materials	Industrial	3,910	1.2%	23	1,257,017	3.11
Industrial Subtotal		\$ 11,531	3.4%	52	2,599,352	\$ 4.44
Total		\$ 341,839	100.0%	1,790	17,690,580	\$ 19.40

1. Represents tenant, guarantor or parent company.

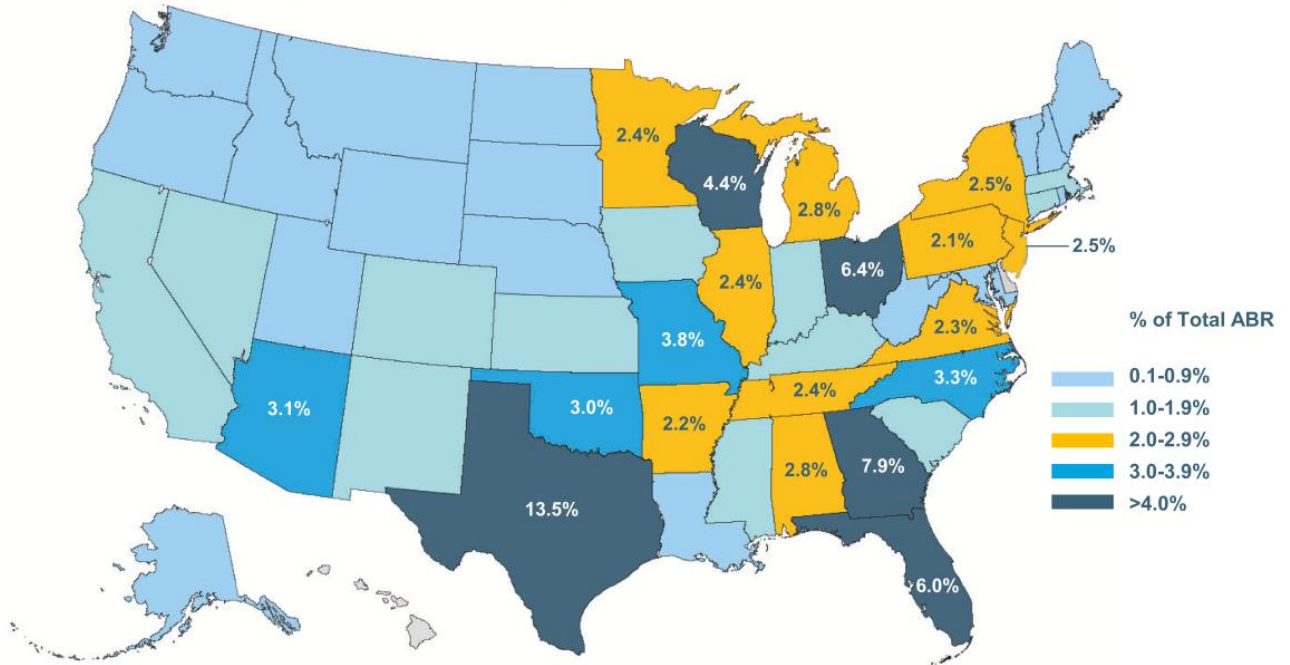
2. Property count includes 138 properties that secure mortgage loans receivable and excludes three vacant properties.

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

Diversified Portfolio – Our Tenants Identify the Location of Opportunities

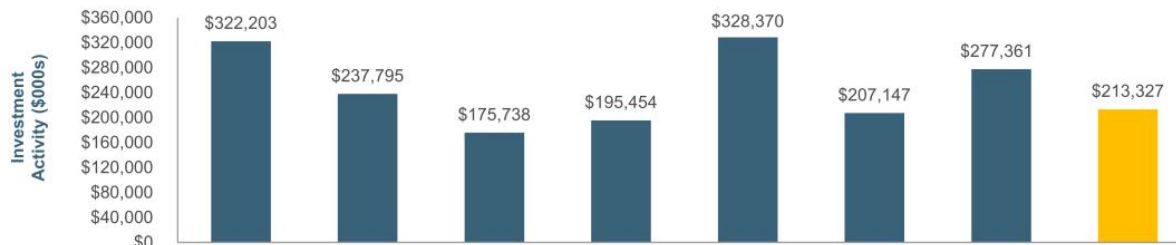
Geographical Diversity is an Output of our Strategy

- **Geographic Diversity** ~76% of Total Cash ABR comes from Top 19 States (States with >2.0% of our total ABR)
~50% of Total Cash ABR comes from Sunbelt states, as our tenants increasingly seek to expand their businesses in higher-growth markets



Established and Proven Investment Platform

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



Investments ¹	4Q'21	1Q'22	2Q'22	3Q'22	4Q'22	1Q'23	2Q'23	3Q'23
Number of Transactions	55	23	23	27	39	24	29	30
Property Count	96	105	39	40	115	57	78	65
Average Investment per Unit (in 000s)	\$3,230	\$2,187	\$3,870	\$3,750	\$2,782	\$3,401	\$3,350	\$2,812
Cash Cap Rates ²	6.9%	7.0%	7.0%	7.1%	7.5%	7.6%	7.4%	7.6%
GAAP Cap Rates ³	7.8%	7.8%	8.0%	8.2%	8.8%	9.0%	8.7%	8.7%
Weighted Average Lease Escalation	1.6%	1.4%	1.5%	1.6%	1.8%	2.0%	1.9%	2.0%
Master Lease % ^{4,5}	59%	83%	86%	68%	90%	86%	57%	60%
Sale-Leaseback % ^{4,6}	96%	100%	100%	89%	99%	100%	99%	100%
Existing Relationship % ⁴	89%	83%	79%	94%	95%	94%	66%	86%
% of Financial Reporting ⁴	98%	100%	100%	100%	100%	100%	100%	100%
Rent Coverage Ratio	3.0x	3.3x	2.7x	4.4x	3.2x	3.3x	3.9x	3.3x
Lease Term Years	16.3	15.0	17.2	16.5	18.7	19.0	19.3	17.6

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.

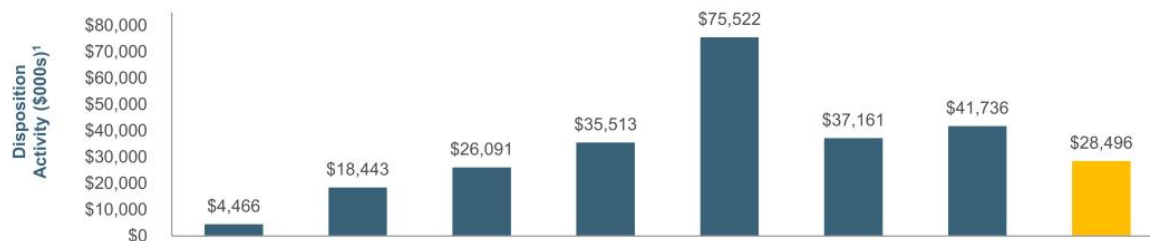
4. As a percentage of cash ABR for the quarter.

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



Dispositions	4Q'21	1Q'22	2Q'22	3Q'22	4Q'22	1Q'23	2Q'23	3Q'23
Realized Gain/(Loss) ^{1,2}	7.5%	0.4%	38.6%	11.1%	7.2%	(2.1%)	(0.9%)	(2.3%)
Cash Cap Rate on Leased Assets ³	6.0%	7.1% ⁵	6.2%	6.2% ⁵	6.9%	6.1% ⁵	6.2% ⁵	6.5% ⁵
Leased Properties Sold ⁴	2	6	8	12	25	17	14	9
Vacant Properties Sold ⁴	—	—	—	—	1	—	2	1
Rent Coverage Ratio	0.0x	2.5x ⁵	1.1x	1.2x	2.1x	2.3x	2.2x	3.6x

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.

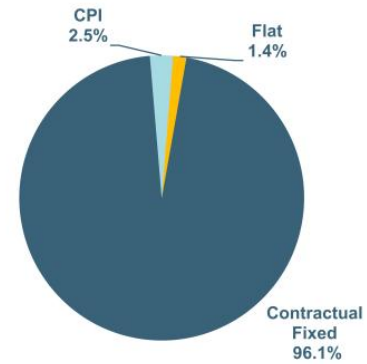
Leasing Summary

Consistent Contractual Rent Escalations Generate Dependable Internal Growth

Lease Escalation Frequency

Lease Escalation Frequency	% of Cash ABR	Weighted Average
		Annual Escalation Rate ^{1,2}
Annually	79.7%	1.7%
Every 2 years	1.2	1.5
Every 3 years	0.2	0.0
Every 4 years	0.2	1.0
Every 5 years	13.2	1.8
Other escalation frequencies	4.1	1.0
Flat	1.4	0.0
Total / Weighted Average	100.0%	1.6%

Lease Escalation Type



1. Based on cash ABR as of September 30, 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

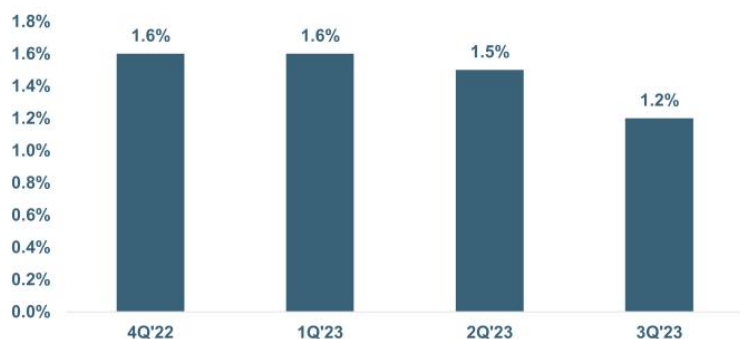
Alignment with Average Contractual Rent Bumps is an Indicator of Limited Credit Loss Experience

Same-Store Portfolio Performance¹

Type of Business	Contractual Cash Rent (\$000s) ²		% Change
	3Q'22	3Q'23	
Service	\$ 52,056	\$ 52,774	1.4%
Experience	7,645	7,644	0.0%
Retail	2,804	2,816	0.4%
Industrial	1,662	1,690	1.7%
Total Same-Store Rent	\$ 64,167	\$ 64,924	1.2%
Same Store % of Total Portfolio			76%



Trailing 4 Qtr. Avg. Same-Store Rent Growth¹



1. All properties owned, excluding new sites under construction, for the entire same-store measurement period, which is July 1, 2022 through September 30, 2023. The same-store portfolio for 3Q'23 is comprised of 1,454 properties and represents 76% of our total portfolio as measured by contractual cash rent and interest divided by our cash ABR at September 30, 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 September 30, 2023; excludes (i) percentage rent that is subject to sales breakpoints per the lease and (ii) redevelopment properties in a free rent period.

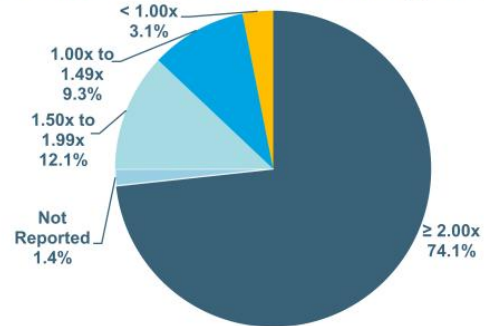
Disciplined Underwriting Leading to Healthy Portfolio Metrics

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

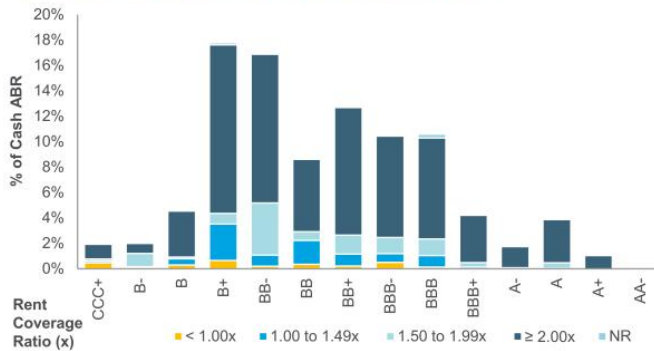
Tenant Financial Reporting Requirements

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	98.3%
No Financial Information	0.8%

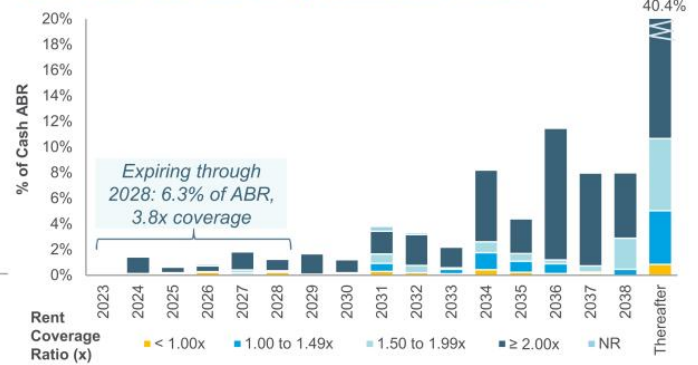
% of Cash ABR by Unit-Level Coverage Tranche¹



Unit-Level Coverage by Tenant Credit²



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 September 30, 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.



Conservative and Flexible Debt Structure

100% Unsecured Debt – 100% Unencumbered Asset Base – Minimal Near-Term Debt Maturities – Investment Grade

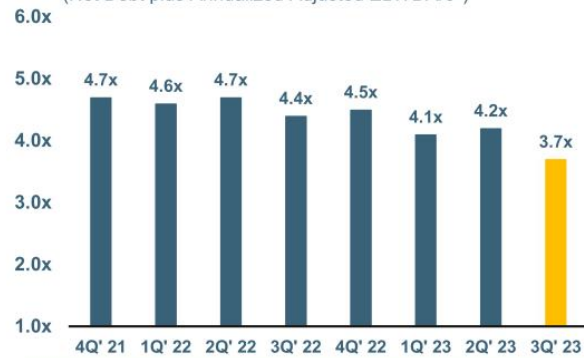
- **Well-Laddered Maturities¹:** Weighted average debt maturity of **5.2 years**
- **Low-Cost Debt Structure¹:** Weighted average interest rate of **3.6%**, 100% fixed
- **100% Unsecured Balance Sheet:** Asset base is **100% unencumbered**, with no secured debt
- **Flexible Debt Structure:** **No debt maturities** until February 2027²
- **Low Leverage³:** Proforma Net Debt / Annualized Adjusted EBITDAre of **3.7x** at 3Q'23-end
- **High Cash Flow Coverage⁴:** Fixed Charge Coverage of **6.5x**

Debt Maturity Schedule¹



Consistently Conservative Leverage

(Net Debt plus Annualized Adjusted EBITDAre³)



8-Quarter Average: 4.4x

1. As of September 30, 2023. Pro forma adjustments made to reflect subsequent borrowings on our 2029 Term Loan and related interest rate swap agreements.

2. Excludes the undrawn Revolving Credit Facility which matures in 2026.

3. Pro forma adjustments have been made to reflect 12,447,580 shares sold on a forward basis through the Company's September 2023 follow-on offering and ATM Program as if they had been physically settled on September 30, 2023.

4. Cash Adjusted EBITDAre divided by cash interest expense for the three months ended September 30, 2023.

Strong Liquidity to Drive Leading AFFO/sh Growth

\$990mm of Liquidity¹ and Balance Sheet Capacity to Support External Growth Aspirations

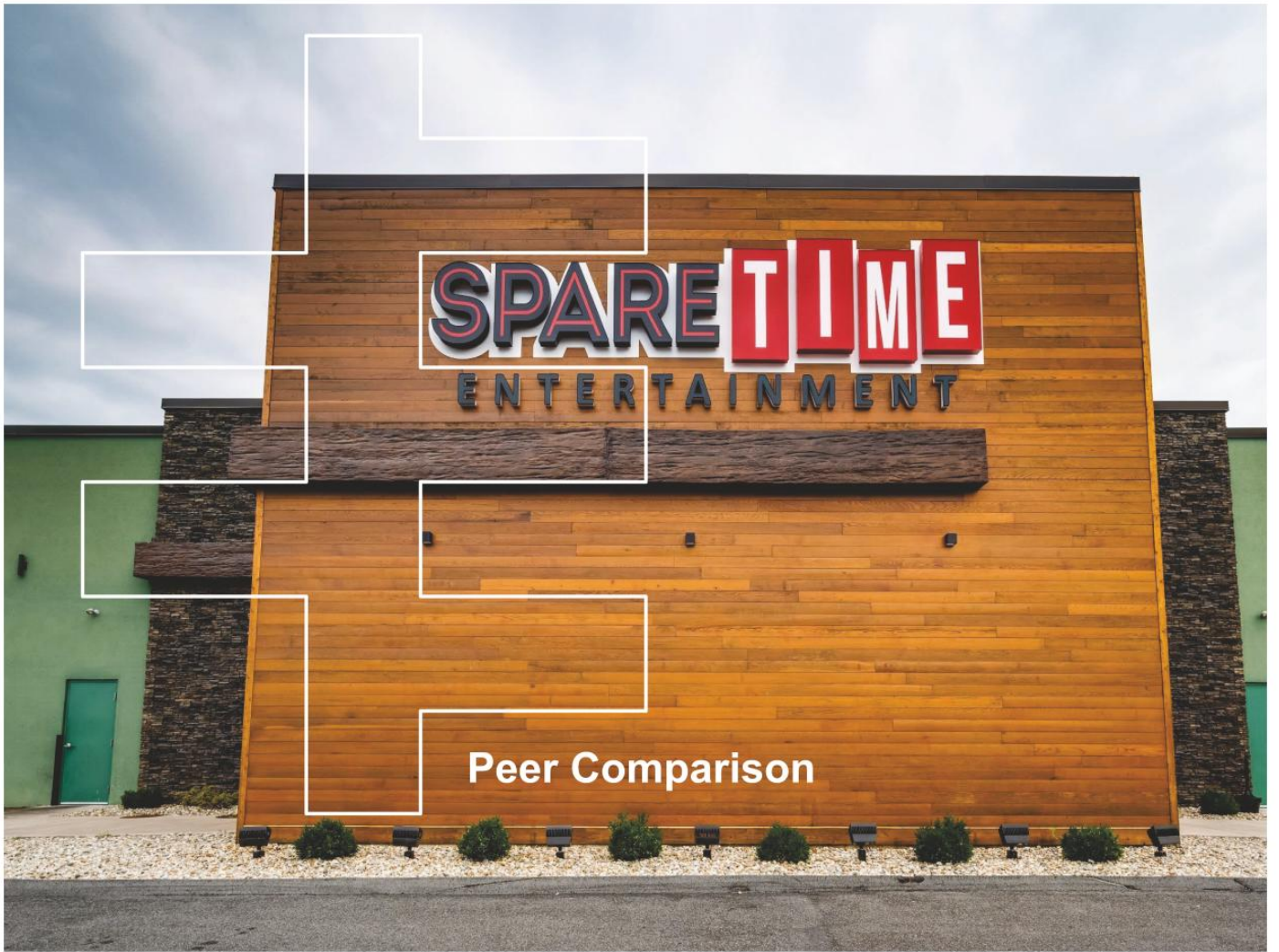
Strong Liquidity to Near-Term Investment Opportunities

(\$mm)	3Q'23	Pro Forma 3Q'23 ¹
Cash	\$ 42.0	\$ 389.6
Unused Revolver Capacity	600.0	600.0
Undrawn Term Loan Funding	75.0	0.0
Forward Equity Sales - Unsettled	272.6	0.0
Total Available Liquidity	\$ 989.6	\$ 989.6

Consistently Strong Liquidity to Fund Growth (\$mm)



1. Pro forma adjustments have been made to reflect 12,447,580 shares sold on a forward basis through the Company's September 2023 follow-on offering and ATM Program as if they had been physically settled on September 30, 2023.



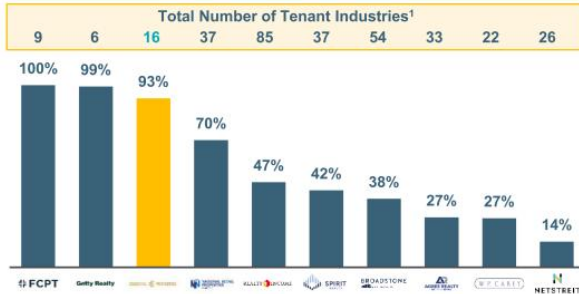
Peer Comparison

Differentiated Net Lease Investment Opportunity

Portfolio Mix and Underlying Fundamentals are Favorable Relative to Peers

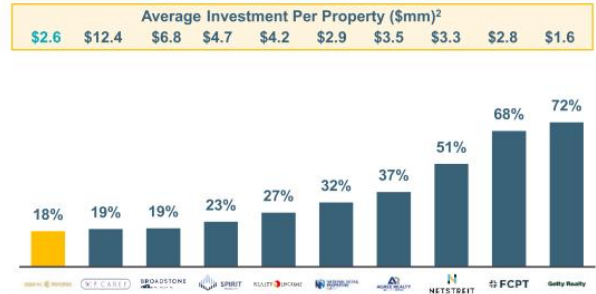
Service-Oriented & Experience-Based Industries

(% of ABR)

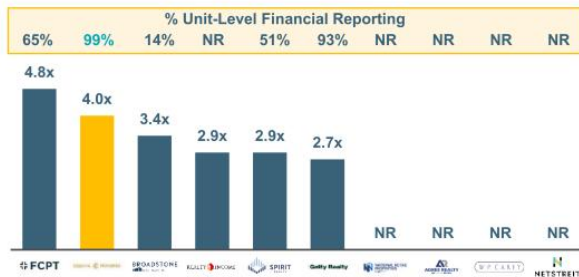


Less Reliance on Top 10 Tenancy – Fungible Properties

(% of ABR)



Strong Unit-Level Coverage³ & 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 September 30, 2023, not adjusted for post quarter-end subsequent events. '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.

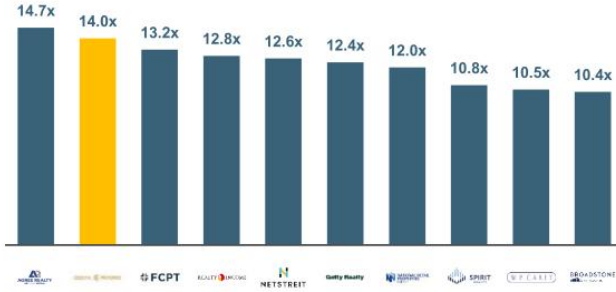
2. Investment value includes land and improvements, building and improvements, lease incentives, CIP, intangible lease assets, loans and direct financing lease receivables and real estate investments held for sale, all at cost.

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

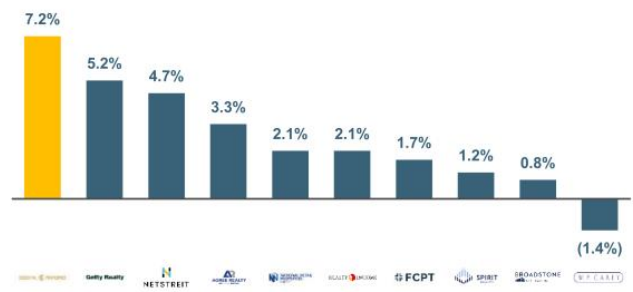
Relative Valuation, Growth and Leverage

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

2023E AFFO per Share Multiple¹

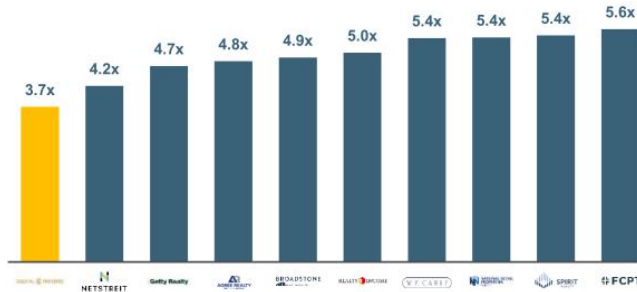


2023E AFFO per Share Growth²



Net Debt + Preferred / EBITDAre

(Net Debt plus Preferred-to-Annualized Adjusted EBITDAre³)



Source: Public filings, FactSet and SNL

Note: Market data as of November 8, 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.



Commitment to ESG

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

Nareit

2023 Silver Winner of Investor CARE Award

The Forum of Executive Women

pwc

2020, 2021 and 2022 Champion of Board Diversity

EWNJ
EXECUTIVE WOMEN OF NEW JERSEY

2023 Corporate Board Gender Diversity Award

88% Independent



Low Tenure



Strong Diversity



Environmental

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

ESSENTIAL  SUSTAINABILITY

The EPRT 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.

Green Leases YTD in 2023

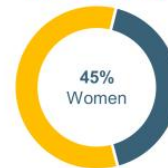


1. Measured by number of properties acquired

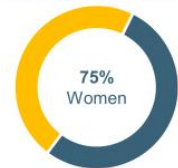
Social

- 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

Total Company



Non-Executive Management





Financials

CAR WASH ENTRANCE

Financial Summary – 3Q'23

Consolidated Statements of Operations

(in thousands, except share and per share data)	Three Months Ended September 30,		Nine Months Ended September 30,	
	2023 (unaudited)	2022 (unaudited)	2023 (unaudited)	2022 (unaudited)
Revenues:				
Rental revenue ^{1,2}	\$ 86,969	\$ 66,525	\$ 246,960	\$ 199,726
Interest on loans and direct financing lease receivables	4,568	3,719	13,548	11,490
Other revenue, net	120	419	1,353	1,014
Total revenues	91,657	70,663	261,861	212,230
Expenses:				
General and administrative	7,174	7,868	23,343	22,956
Property expenses ³	1,359	830	3,346	2,668
Depreciation and amortization	26,212	22,054	74,779	64,441
Provision for impairment of real estate	165	349	1,645	10,541
Change in provision for loan losses	(63)	(30)	(85)	136
Total expenses	34,847	31,071	103,028	100,742
Other operating income:				
Gain on dispositions of real estate, net	1,859	6,329	19,320	18,082
Income from operations	58,669	45,921	178,153	129,570
Other (expense)/income:				
Loss on debt extinguishment ⁴	(116)	—	(116)	(2,138)
Interest expense	(12,633)	(9,892)	(36,837)	(28,242)
Interest income	330	752	1,416	800
Income before income tax expense	46,250	36,781	142,616	99,990
Income tax expense	162	190	472	769
Net income	46,088	36,591	142,144	99,221
Net income attributable to non-controlling interests	(174)	(163)	(532)	(441)
Net income attributable to stockholders	\$ 45,914	\$ 36,428	\$ 141,612	\$ 98,780
Basic weighted-average shares outstanding	155,917,176	139,068,188	150,314,073	132,438,157
Basic net income per share	\$ 0.29	\$ 0.26	\$ 0.94	\$ 0.74
Diluted weighted-average shares outstanding	157,182,984	139,890,693	151,609,426	133,321,987
Diluted net income per share	\$ 0.29	\$ 0.26	\$ 0.94	\$ 0.74

1. Includes contingent rent (based on a percentage of the tenant's gross sales at the leased property) of \$198, \$210, \$518 and \$526 for the three and nine months ended September 30, 2023 and 2022, respectively.

2. Includes reimbursable income from the Company's tenants of \$820, \$530, \$2,161 and \$1,584 for the three and nine months ended September 30, 2023 and 2022, respectively.

3. Includes reimbursable expenses from the Company's tenants of \$820, \$530, \$2,161 and \$1,584 for the three and nine months ended September 30, 2023 and 2022, respectively.

4. During the three and nine months ended September 30, 2023, includes debt extinguishment costs associated with the full repayment of the Company's 2024 Term Loan and during the nine months ended September 30, 2022, includes debt extinguishment costs associated with the Company's restructuring of its credit and term loan facilities.

Financial Summary – 3Q'23

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,	
	2023	2022	2023	2022
Net income	\$ 46,088	\$ 36,591	\$ 142,144	\$ 99,221
Depreciation and amortization of real estate	26,186	22,028	74,701	64,363
Provision for impairment of real estate	165	349	1,645	10,541
Gain on dispositions of real estate, net	(1,859)	(6,329)	(19,320)	(18,082)
Funds from Operations	70,580	52,639	199,170	156,043
Non-core expense (income) ¹	116	250	(588)	2,388
Core Funds from Operations	70,696	52,889	198,582	158,431
Adjustments:				
Straight-line rental revenue, net	(7,191)	(3,810)	(20,739)	(16,610)
Non-cash interest expense	762	645	2,195	1,995
Non-cash compensation expense	2,144	2,233	7,022	7,257
Other amortization expense	708	1,775	1,244	2,177
Other non-cash charges	(68)	(34)	(101)	126
Capitalized interest expense	(750)	(236)	(1,765)	(363)
Adjusted Funds from Operations	\$ 66,301	\$ 53,462	\$ 186,438	\$ 153,013
Net income per share²:				
Basic	\$ 0.29	\$ 0.26	\$ 0.94	\$ 0.74
Diluted	\$ 0.29	\$ 0.26	\$ 0.94	\$ 0.74
FFO per share²:				
Basic	\$ 0.45	\$ 0.38	\$ 1.32	\$ 1.17
Diluted	\$ 0.45	\$ 0.38	\$ 1.31	\$ 1.17
Core FFO per share²:				
Basic	\$ 0.45	\$ 0.38	\$ 1.31	\$ 1.19
Diluted	\$ 0.45	\$ 0.38	\$ 1.31	\$ 1.19
AFFO per share²:				
Basic	\$ 0.42	\$ 0.38	\$ 1.23	\$ 1.15
Diluted	\$ 0.42	\$ 0.38	\$ 1.23	\$ 1.15

1. Includes the following during the: i) three months ended September 30, 2023 — \$0.1 million loss on debt extinguishment; ii) nine months ended September 30, 2023 — \$0.1 million loss on debt extinguishment, \$0.9 million of insurance recovery income and \$0.2 million of severance expense and non-cash compensation expense in connection with the departure of one of our junior executives; iii) three and nine months ended September 30, 2022 — \$0.2 million of fees incurred in conjunction with a term loan amendment and \$2.1 million loss on debt extinguishment.

2. Calculations exclude \$101, \$93, \$304 and \$280 from the numerator for the three and nine months ended September 30, 2023 and 2022, respectively, related to dividends paid on unvested restricted stock awards and restricted stock units.

Financial Summary – 3Q'23

Consolidated Balance Sheets

(in thousands, except share and per share amounts)	September 30, 2023	December 31, 2022
ASSETS	(unaudited)	(audited)
Investments:		
Real estate investments, at cost:		
Land and improvements	\$ 1,431,441	\$ 1,228,687
Building and improvements	2,798,181	2,440,630
Lease incentive	16,894	18,352
Construction in progress	69,113	34,537
Intangible lease assets	87,849	88,364
Total real estate investments, at cost	4,403,478	3,810,570
Less: accumulated depreciation and amortization	(343,637)	(276,307)
Total real estate investments, net	4,059,841	3,534,263
Loans and direct financing lease receivables, net	227,114	240,035
Real estate investments held for sale, net	3,539	4,780
Net investments	4,290,494	3,779,078
Cash and cash equivalents	36,106	62,345
Restricted cash	5,912	9,155
Straight-line rent receivable, net	98,620	78,587
Derivative assets	54,314	47,877
Rent receivables, prepaid expenses and other assets, net	26,735	22,991
Total assets	\$ 4,512,181	\$ 4,000,033
LIABILITIES AND EQUITY		
Unsecured term loans, net of deferred financing costs	\$ 1,197,155	\$ 1,025,492
Senior unsecured notes, net	395,706	395,286
Revolving credit facility	—	—
Intangible lease liabilities, net	11,230	11,551
Dividend payable	43,943	39,398
Derivative liabilities	660	2,274
Accrued liabilities and other payables	25,697	29,261
Total liabilities	1,674,391	1,503,262
Commitments and contingencies	—	—
Stockholders' equity:		
Preferred stock, \$0.01 par value; 150,000,000 authorized; none issued and outstanding as of 9/30/23 and 12/31/22	—	—
Common stock, \$0.01 par value; 500,000,000 authorized; 156,024,222 and 142,379,655 issued and outstanding as of 9/30/23 and 12/31/22, respectively	1,560	1,424
Additional paid-in capital	2,885,825	2,563,305
Distributions in excess of cumulative earnings	(107,592)	(117,187)
Accumulated other comprehensive loss	49,422	40,719
Total stockholders' equity	2,829,215	2,488,261
Non-controlling interests	8,575	8,510
Total equity	2,837,790	2,496,771
Total liabilities and equity	\$ 4,512,181	\$ 4,000,033

Financial Summary – 3Q'23

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

(unaudited, in thousands)	Three Months Ended September 30, 2023
Net income	\$ 46,088
Depreciation and amortization	26,212
Interest expense	12,633
Interest income	(330)
Income tax expense	162
EBITDA	84,765
Provision for impairment of real estate	165
Gain on dispositions of real estate, net	(1,859)
EBITDAre	83,071
Adjustment for current quarter re-leasing, acquisition and disposition activity ¹	3,647
Adjustment to exclude other non-core and non-recurring activity ²	(16)
Adjustment to exclude termination/prepayment fees and certain percentage rent ³	(205)
Adjusted EBITDAre - Current Estimated Run Rate	86,497
General and administrative	6,969
Adjusted net operating income ("NOI")	93,466
Straight-line rental revenue, net ¹	(8,966)
Other amortization expense	708
Adjusted Cash NOI	\$ 85,208
Annualized EBITDAre	\$ 332,284
Annualized Adjusted EBITDAre	\$ 345,988
Annualized Adjusted NOI	\$ 373,864
Annualized Adjusted Cash NOI	\$ 340,832

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 September 30, 2023 had occurred on July 1, 2023.
2. Adjustment is 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 – 3Q'23

Market Capitalization, Debt Summary and Leverage Metrics

(dollars in thousands, except share and per share amounts)	September 30, 2023	Rate	Wtd. Avg. Maturity
Unsecured debt:			
February 2027 term loan ¹	\$ 430,000	2.4%	3.4 years
January 2028 term loan ¹	400,000	4.6%	4.3 years
February 2029 term loan ^{1,2}	375,000	4.1%	5.4 years
Senior unsecured notes due July 2031	400,000	3.1%	7.8 years
Revolving credit facility ³	—	—%	2.4 years
Total unsecured debt	1,605,000	3.5%	5.2 years
Gross debt	1,605,000		
Less: cash & cash equivalents	(36,106)		
Less: restricted cash available for future investment	(5,912)		
Net debt	1,562,982		
Equity:			
Preferred stock	—		
Common stock and OP units (156,578,069 shares @ \$21.63/share as of 9/30/23) ⁴	3,386,784		
Total equity	3,386,784		
Total enterprise value ("TEV")	\$ 4,949,766		
Pro forma adjustments to Net Debt and TEV:⁵			
Net debt	\$ 1,562,982		
Less: cash received — unsettled forward equity	(272,602)		
Pro forma net debt	1,290,380		
Total equity	3,386,784		
Common stock — unsettled forward equity (12,447,580 shares @ \$21.63/share as of 9/30/23)	269,241		
Pro forma TEV	\$ 4,946,405		
Gross Debt / Undepreciated Gross Assets	33.1%		
Net Debt / TEV	31.6%		
Net Debt / Annualized Adjusted EBITDAre	4.5x		
Pro Forma Gross Debt / Undepreciated Gross Assets	31.3%		
Pro Forma Net Debt / Pro Forma TEV	26.1%		
Pro Forma Net Debt / Annualized Adjusted EBITDAre	3.7x		

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 (for 2027 and 2028 Term Loans) or 95bps (for 2029 Term Loan) and SOFR premium of 10bps.

2. Weighted average maturity calculation is made after giving effect to extension options exercisable at our election.

3. 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.

4. Common stock and OP units as of September 30, 2023, based on 156,024,222 common shares outstanding and 553,847 OP units held by non-controlling interests.

5. Pro forma adjustments have been made to reflect 12,447,580 shares sold on a forward basis through the Company's September 2023 follow-on offering and ATM Program as if they had been physically settled on September 30, 2023.

Glossary



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 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.

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.

