



ESSENTIAL PROPERTIES



Supplemental Operating & Financial Data
Third Quarter Ended September 30, 2020

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Financial Summary

Consolidated Statements of Operations

(in thousands, except share and per share data)	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
	(unaudited)	(unaudited)	(unaudited)	(unaudited)
Revenues:				
Rental revenue ^{1,2}	\$ 40,799	\$ 34,958	\$ 116,806	\$ 97,842
Interest on loans and direct financing leases	2,054	940	6,030	1,669
Other revenue	56	393	64	641
Total revenues	42,909	36,291	122,900	100,152
Expenses:				
Interest	7,651	7,207	21,887	20,074
General and administrative ³	5,917	7,530	19,706	16,455
Property expenses ⁴	810	442	1,755	2,334
Depreciation and amortization	13,966	11,141	40,442	30,367
Provision for impairment of real estate	3,221	—	5,080	1,921
Provision for loan losses	14	—	531	—
Total expenses	31,579	26,320	89,401	71,151
Other operating income:				
Gain on dispositions of real estate, net	1,003	4,087	3,971	8,237
Income from operations	12,333	14,058	37,470	37,238
Other (loss)/income:				
Loss on repayment and repurchase of secured borrowings ⁵	—	—	(924)	(4,353)
Interest income	58	114	433	723
Income before income tax expense	12,391	14,172	36,979	33,608
Income tax expense	55	66	156	209
Net income	12,336	14,106	36,823	33,399
Net income attributable to non-controlling interests	(73)	(861)	(220)	(6,076)
Net income attributable to stockholders and members	\$ 12,263	\$ 13,245	\$ 36,603	\$ 27,323
Basic weighted-average shares outstanding	94,259,150	72,483,932	92,070,002	58,375,745
Basic net income per share	\$ 0.13	\$ 0.18	\$ 0.39	\$ 0.46
Diluted weighted-average shares outstanding	95,039,832	77,612,949	92,959,708	73,021,273
Diluted net income per share	\$ 0.13	\$ 0.18	\$ 0.39	\$ 0.45

1. Includes contingent rent (based on a percentage of the tenant's gross sales at the leased property) of \$99, \$142, \$356, and \$717 for the three and nine months ended September 30, 2020 and 2019, respectively.

2. Includes reimbursable income from the Company's tenants of \$71, \$238, \$583, and \$1,179 for the three and nine months ended September 30, 2020 and 2019, respectively.

3. 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.

4. Includes reimbursable expenses from the Company's tenants of \$175, \$238, \$686, and \$1,179 for the three and nine months ended September 30, 2020 and 2019, respectively.

5. Includes the write-off of \$924 of deferred financing costs during the nine months ended September 30, 2020 and, during the nine months ended September 30, 2019, includes premium paid on repurchase of notes issued under our Master Trust Funding Program of \$1,400, the write-off of \$2,853 of deferred financing costs related to the repurchased notes and \$100 of legal costs related to the repurchase.

Financial Summary

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,	
	2020	2019	2020	2019
Net income	\$ 12,336	\$ 14,106	\$ 36,823	\$ 33,399
Depreciation and amortization of real estate	13,903	11,117	40,330	30,295
Provision for impairment of real estate	3,221	—	5,080	1,921
Gain on dispositions of real estate, net	(1,003)	(4,087)	(3,971)	(8,237)
Funds from Operations	28,457	21,136	78,262	57,378
Other non-recurring expenses ¹	116	2,748	2,252	7,101
Core Funds from Operations	28,573	23,884	80,514	64,479
Adjustments:				
Straight-line rental revenue, net	(3,960)	(2,982)	(9,321)	(8,879)
Non-cash interest expense	764	610	1,535	2,135
Non-cash compensation expense	1,351	1,051	4,041	3,524
Other amortization expense	(335)	294	1,018	735
Other non-cash charges	14	2	530	8
Capitalized interest expense	(63)	(95)	(223)	(165)
Transaction costs	3	—	112	—
Adjusted Funds from Operations	\$ 26,347	\$ 22,764	\$ 78,206	\$ 61,837
FFO per share²:				
Basic	\$ 0.30	\$ 0.27	\$ 0.84	\$ 0.79
Diluted	\$ 0.30	\$ 0.27	\$ 0.84	\$ 0.78
Core FFO per share²:				
Basic	\$ 0.30	\$ 0.31	\$ 0.87	\$ 0.89
Diluted	\$ 0.30	\$ 0.31	\$ 0.86	\$ 0.88
AFFO per share²:				
Basic	\$ 0.28	\$ 0.29	\$ 0.84	\$ 0.85
Diluted	\$ 0.28	\$ 0.29	\$ 0.84	\$ 0.84
Additional supplemental disclosure:				
Scheduled principal repayments	\$ 977	\$ 1,159	\$ 2,895	\$ 4,549
Contractual deferred rents included in total revenues	1,669	—	11,425	—
Reduction of revenue for non-accrual tenants:				
Cash	\$ 168	\$ —	\$ 3,411	\$ 25
Straight-line	—	—	2,263	—
Total reduction of revenue for non-accrual tenants	\$ —	\$ —	\$ 5,673	\$ 25

1. 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.

2. Calculations exclude \$95, \$110, \$302 and \$377 from the numerator for the three and nine months ended September 30, 2020 and 2019, respectively, related to dividends paid on unvested RSAs and RSUs.

Financial Summary

Consolidated Balance Sheets

(in thousands, except share and per share amounts)	September 30, 2020 (unaudited)	December 31, 2019 (audited)
ASSETS		
Investments:		
Real estate investments, at cost:		
Land and improvements	\$ 686,908	\$ 588,279
Building and improvements	1,423,033	1,224,682
Lease incentive	14,246	4,908
Construction in progress	7,239	12,128
Intangible lease assets	78,482	78,922
Total real estate investments, at cost	2,209,908	1,908,919
Less: accumulated depreciation and amortization	(124,489)	(90,071)
Total real estate investments, net	2,085,419	1,818,848
Loans and direct financing lease receivables, net	100,915	92,184
Real estate investments held for sale, net	9,582	1,211
Net investments	2,195,916	1,912,243
Cash and cash equivalents	183,765	8,304
Restricted cash	5,604	13,015
Straight-line rent receivable, net	35,247	25,926
Rent receivables, prepaid expenses and other assets, net	31,207	15,959
Total assets	\$ 2,451,739	\$ 1,975,447
LIABILITIES AND EQUITY		
Secured borrowings, net of deferred financing costs	\$ 171,840	\$ 235,336
Unsecured term loans, net of deferred financing costs	626,119	445,586
Revolving credit facility	—	46,000
Intangible lease liabilities, net	8,589	9,564
Dividend payable	24,242	19,395
Derivative liabilities	43,504	4,083
Accrued liabilities and other payables	15,717	13,371
Total liabilities	890,011	773,334
Commitments and contingencies	—	—
Stockholders' equity:		
Preferred stock, \$0.01 par value; 150,000,000 authorized; none issued and outstanding as of September 30, 2020 and December 31, 2019	—	—
Common stock, \$0.01 par value; 500,000,000 authorized; 104,671,571 and 83,761,151 issued and outstanding as of September 30, 2020 and December 31, 2019, respectively	1,047	838
Additional paid-in capital	1,652,956	1,223,043
Distributions in excess of cumulative earnings	(57,767)	(27,482)
Accumulated other comprehensive loss	(41,768)	(1,949)
Total stockholders' equity	1,554,468	1,194,450
Non-controlling interests	7,260	7,663
Total equity	1,561,728	1,202,113
Total liabilities and equity	\$ 2,451,739	\$ 1,975,447

Financial Summary

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

(unaudited, in thousands)	Three Months Ended September 30, 2020
Net income	\$ 12,336
Interest expense	7,651
Depreciation and amortization	13,966
Interest income	(58)
Income tax expense	55
EBITDA	33,950
Provision for impairment of real estate	3,221
Gain on dispositions of real estate, net	(1,003)
EBITDAre	36,168
Adjustment for current quarter acquisition and disposition activity ¹	2,407
Adjustment to exclude other non-recurring activity ²	(47)
Adjusted EBITDAre - Current Estimated Run Rate	38,528
General and administrative	5,801
Adjusted net operating income ("NOI")	44,329
Straight-line rental revenue, net ¹	(3,894)
Other amortization expense	(335)
Adjusted Cash NOI	\$ 40,100
Annualized EBITDAre	\$ 144,672
Annualized Adjusted EBITDAre	\$ 154,112
Annualized Adjusted NOI	\$ 177,316
Annualized Adjusted Cash NOI	\$ 160,400

1. These adjustments are made to reflect EBITDAre, NOI and Cash NOI as if all investments in and dispositions of real estate made during the three months ended September 30, 2020 had occurred on July 1, 2020.

2. Adjustment excludes \$116 of non-core expenses added back to compute Core FFO and the \$14 adjustment to our provision for loan loss, offset by \$177 of rent collected from tenants which had been written off in prior periods.

Financial Summary

Market Capitalization, Debt Summary and Leverage Metrics

(dollars in thousands, except share and per share amounts)	September 30, 2020	Rate	Maturity ¹
Secured debt:			
Series 2017-1, Class A	\$ 158,513	4.10%	3.7 years
Series 2017-1, Class B	15,669	5.11%	3.7 years
Total secured debt	174,182	4.19%	3.7 years
Unsecured debt:			
\$200mm term loan	200,000	3.26%	3.5 years
\$430mm term loan	430,000	3.02%	6.2 years
Revolving credit facility ²	—	LIBOR plus 1.25% to 1.85%	2.5 years
Total unsecured debt	630,000	3.10%	5.3 years
Gross debt	804,182	3.34%	5.0 years
Less: cash & cash equivalents	(183,765)		
Less: restricted cash deposits held for the benefit of lenders	(3,906)		
Net debt	616,511		
Equity:			
Preferred stock	—		
Common stock & OP units (105,225,418 shares @ \$18.32/share as of 9/30/20) ³	1,927,730		
Total equity	1,927,730		
Total enterprise value ("TEV")	\$ 2,544,241		
Net Debt / TEV	24.2%		
Net Debt / Annualized Adjusted EBITDA_{re}	4.0x		

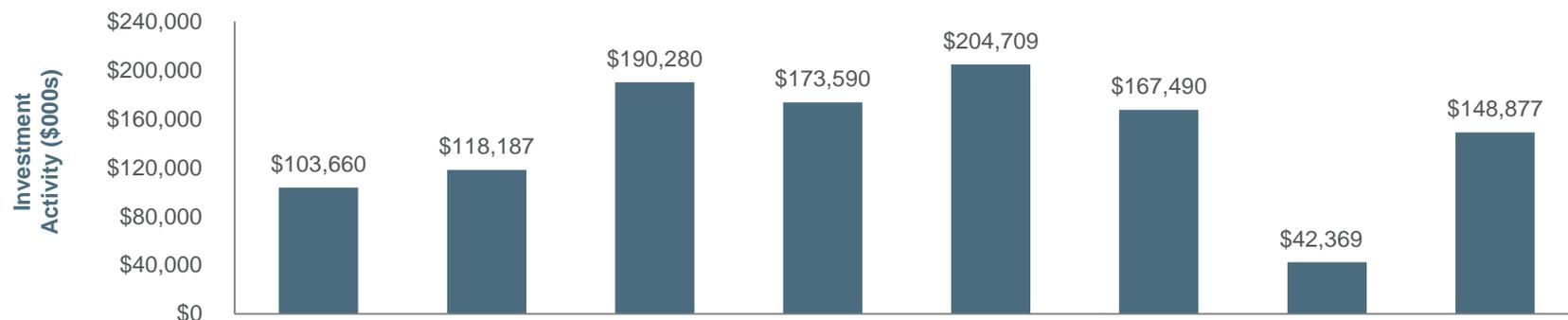
1. Maturity figures for our secured debt are based off of our anticipated repayment schedule. The Series 2017-1 notes mature in June 2047 but have an anticipated repayment date of June 2024.

2. 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.

3. Common equity & units as of September 30, 2020, based on 104,671,571 common shares outstanding (including unvested restricted share awards) and 553,847 OP units held by non-controlling interests.

Net Investment Activity

Investment Summary



Investments	4Q 2018	1Q 2019	2Q 2019 ⁶	3Q 2019 ⁷	4Q 2019 ⁸	1Q 2020 ⁹	2Q 2020	3Q 2020
Number of Transactions	24	35	32	28	41	32	11	19
Property Count	39	51	91	139	94	63	13	50
Avg. Investment per Unit (in 000s)	\$2,572	\$2,303	\$2,015	\$1,174	\$2,049	\$2,551	\$2,870	\$2,866
Cash Cap Rates ¹	7.6%	7.5%	7.3%	7.5%	7.3%	7.1%	7.4%	7.1%
GAAP Cap Rates ²	8.5%	8.4%	8.1%	8.2%	8.0%	8.0%	8.1%	7.9%
Master Lease % ^{3,4}	57%	47%	67%	73%	41%	54%	68%	79%
Sale-Leaseback % ^{3,5}	83%	78%	65%	88%	81%	88%	100%	92%
% of Financial Reporting ³	90%	100%	100%	100%	99%	100%	100%	100%
Rent Coverage Ratio	2.8x	3.2x	3.2x	3.2x	3.1x	2.7x	4.3x	2.8x
Lease Term Years	16.6	15.1	15.3	16.6	16.3	16.1	16.7	17.6

1. Cash ABR for the first full month after the investment divided by the gross purchase price for the property plus transaction costs.

2. GAAP rent for the first twelve months after the investment divided by the gross purchase price for the property plus transaction costs.

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

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

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

6. Includes three properties that secured \$16.8 million of mortgage loans receivable.

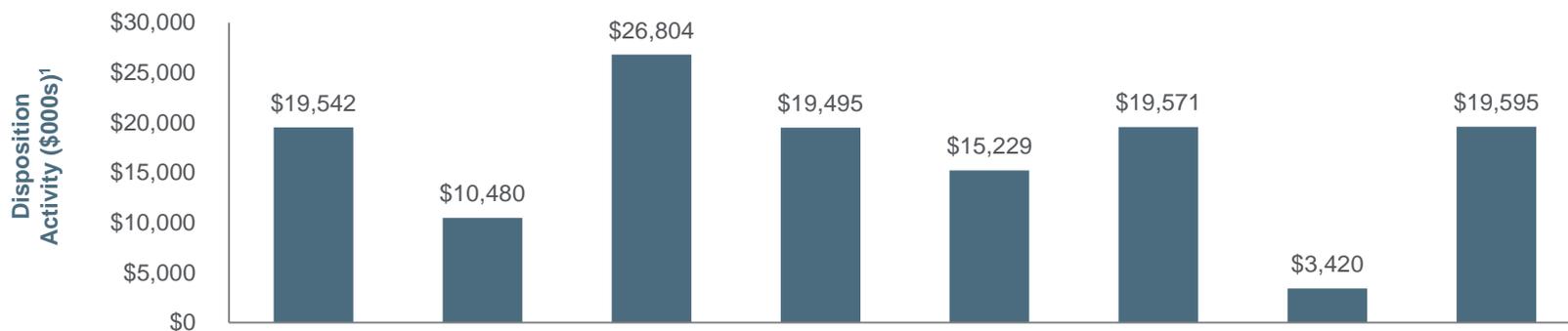
7. Includes 71 properties that secured \$35.3 million of mortgage loans receivable.

8. Includes 18 properties that secured \$34.6 million of mortgage loans receivable.

9. Includes one property that secured \$5.3 million of mortgage loans receivable.

Net Investment Activity

Disposition Summary



Dispositions	4Q 2018	1Q 2019	2Q 2019 ⁵	3Q 2019	4Q 2019	1Q 2020	2Q 2020	3Q 2020
Realized Gain/(Loss) ^{1,2}	0.4%	2.9%	1.3%	17.8%	8.5%	3.2% ⁶	29.5%	(4.5%)
Cash Cap Rate on Leased Assets ³	6.9%	6.6%	7.0%	6.7%	6.9%	7.1% ⁶	6.8%	7.0%
Leased Properties Sold ⁴	7	7	10	9	7	10	3	11
Vacant Properties Sold ⁴	1	--	1	1	1	--	--	3
Rent Coverage Ratio	1.8x	1.8x	1.5x	1.1x	1.7x	0.7x	1.3x	2.2x

1. Includes the impact of transaction costs.

2. Gains/(losses) based on our aggregate allocated 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 the prepayment of two mortgage loans receivable for \$4.6 million.

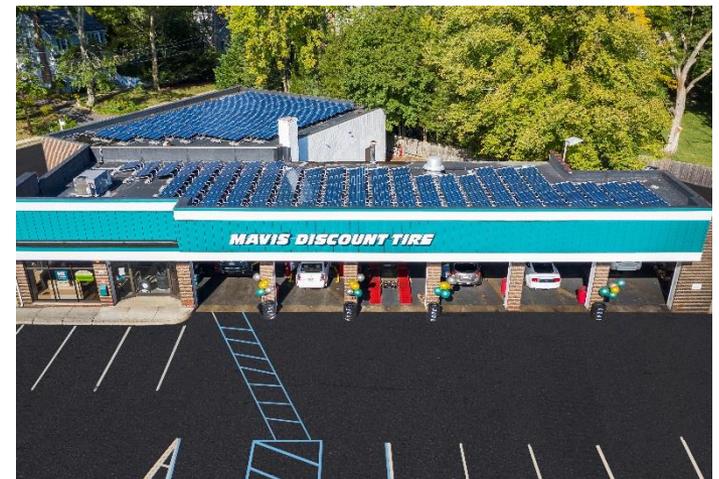
6. Excludes one property sold pursuant to an existing tenant purchase option.

Portfolio Summary

Portfolio Highlights

As of September 30, 2020

Investment Properties (#) ¹	1,096
Square Footage (mm)	9.1
Tenants (#)	214
Concepts (#)	300
Industries (#)	16
States (#)	43
Weighted Average Remaining Lease Term (Years)	14.6
Triple-Net Leases (% of Cash ABR)	94.1%
Master Leases (% of Cash ABR)	60.4%
Sale-Leaseback (% of Cash ABR) ^{2,3}	82.8%
Unit-Level Rent Coverage	2.8x
Unit-Level Financial Reporting (% of Cash ABR)	98.7%
Leased (%)	99.4%
Top 10 Tenants (% of Cash ABR)	22.6%
Average Investment Per Property (\$mm)	\$2.1
Total Cash ABR (\$mm)	\$167.8



1. Includes two undeveloped land parcels and 92 properties that secure mortgage loans receivable.

2. Exclusive of GE Seed Portfolio.

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

Portfolio Summary

Tenant and Industry Diversification

Top 10 Tenants

Top 10 Tenants ^{1,2}	Properties	% of Cash ABR
	74	3.0%
	23	2.8%
	13	2.6%
	14	2.4%
	34	2.2%
	5	2.1%
	13	1.9%
	20	1.9%
	14	1.9%
	26	1.8%
Top 10 Tenants	236	22.6%
Total	1,087	100.0%

Diversification by Industry

Tenant Industry	Type of Business	Cash ABR (\$'000s)	% of Cash ABR	# of Properties ³	Building SqFt	Rent Per SqFt ⁴
Quick Service	Service	\$ 23,609	14.1%	313	827,997	\$ 28.66
Car Washes	Service	22,344	13.3%	92	429,125	50.67
Early Childhood Education	Service	22,317	13.3%	97	1,027,600	21.38
Medical / Dental	Service	18,004	10.7%	104	664,115	26.23
Convenience Stores	Service	16,483	9.8%	142	576,428	28.60
Automotive Service	Service	12,414	7.4%	93	622,326	19.95
Casual Dining	Service	8,584	5.1%	57	348,219	24.65
Other Services	Service	7,042	4.2%	33	422,068	16.69
Family Dining	Service	5,922	3.5%	40	232,723	27.16
Pet Care Services	Service	5,458	3.3%	33	262,938	20.76
Service Subtotal		\$ 142,178	84.8%	1004	5,413,539	\$ 26.07
Health and Fitness	Experience	8,133	4.8%	22	758,714	10.72
Entertainment	Experience	6,250	3.7%	18	647,483	10.25
Movie Theatres	Experience	4,166	2.5%	6	293,206	14.21
Experience Subtotal		\$ 18,549	11.1%	46	1,699,403	\$ 11.16
Home Furnishings	Retail	2,225	1.3%	7	383,415	5.80
Grocery	Retail	2,048	1.2%	11	404,403	5.06
Retail Subtotal		\$ 4,273	2.5%	18	787,818	\$ 5.42
Building Materials	Other	2,750	1.6%	19	896,956	3.07
Total		\$ 167,750	100.0%	1,087	8,797,716	\$ 19.01

1. Represents tenant, guarantor or parent company.

2. Our Zaxby's concentration is with multiple franchises under the same ownership. Our Driver's Edge concentration is with GB Auto Service, Inc., which operates Driver's Edge and other auto service brands.

3. Property count includes 92 properties that secure mortgage loans receivable, but excludes two undeveloped land parcels and seven vacant properties.

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

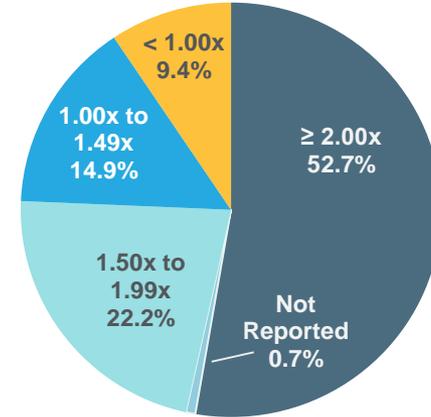
Portfolio Summary

Portfolio Health

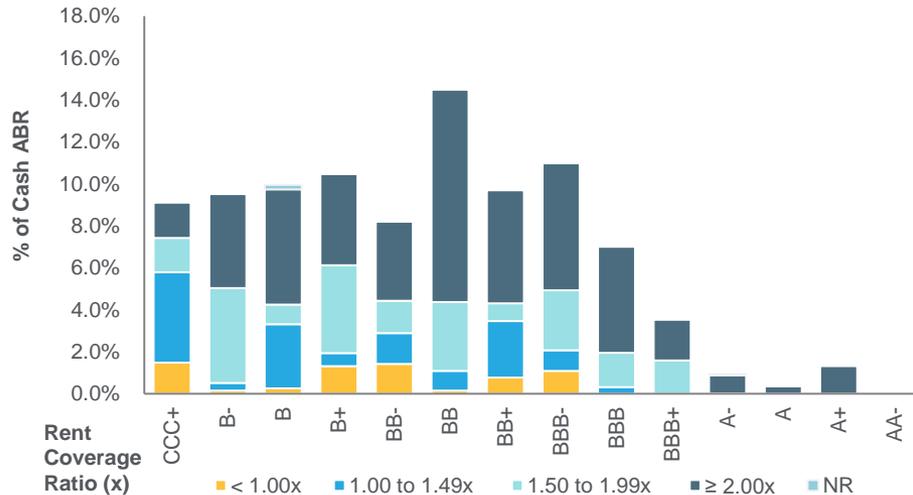
Tenant Financial Reporting

Tenant Financial Reporting Requirements	% of Cash ABR
Unit-Level Financial Information	98.7%
Corporate-Level Financial Reporting	98.8%
Both Unit-Level and Corporate-Level Financial Information	98.5%
No Financial Information	1.0%

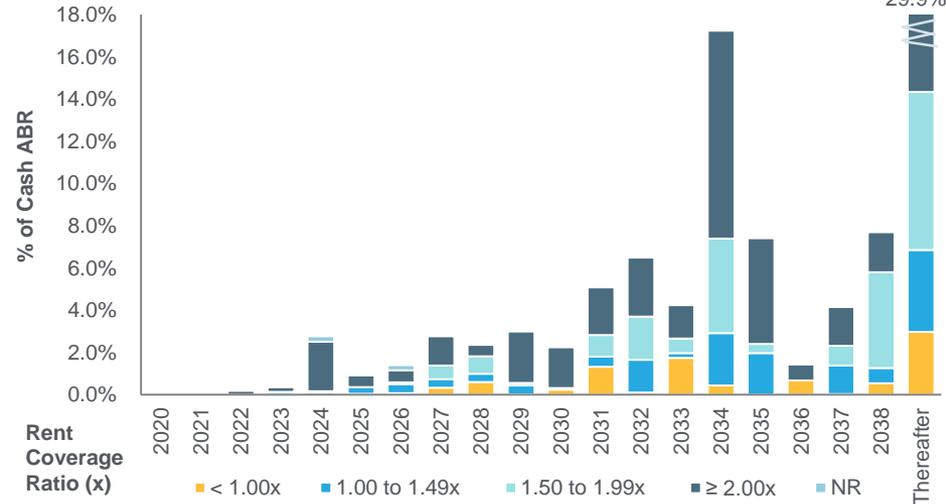
% of Cash ABR by Unit-Level Coverage Tranche¹



Unit-Level Coverage by Tenant Credit²



Unit-Level Coverage by Lease Expiration



Note: 'NR' means not reported.

- 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, 2020 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.

Leasing Summary

Leasing Expiration Schedule, Lease Renewal Activity and Statistics

Annual Lease Expiration by Cash ABR

Year ¹	Cash ABR	% of Cash ABR	# of Properties ²	Wgt. Avg. Coverage ³
2020	\$ 90	0.1%	1	1.9x
2021	139	0.1%	2	3.5x
2022	298	0.2%	2	3.8x
2023	746	0.4%	9	3.4x
2024	4,648	2.8%	46	4.5x
2025	1,648	1.0%	14	3.1x
2026	2,355	1.4%	14	2.2x
2027	4,649	2.8%	30	2.8x
2028	3,962	2.4%	14	2.0x
2029	5,026	3.0%	70	4.4x
2030	3,927	2.3%	46	4.0x
2031	8,530	5.1%	47	2.8x
2032	10,891	6.5%	55	3.7x
2033	7,123	4.2%	27	2.2x
2034	28,906	17.2%	211	3.2x
2035	12,438	7.4%	84	2.3x
2036	2,403	1.4%	20	1.6x
2037	6,953	4.1%	42	4.1x
2038	12,908	7.7%	85	2.2x
2039	26,246	15.6%	155	2.6x
Thereafter	23,863	14.2%	113	1.9x
Total	\$167,750	100.0%	1,087	2.8x

Leasing Activity – Trailing 12 Months

\$(000)s	Lease Renewals	Terminated Leases Re-Leased		Total Leasing
		Without Vacancy	After Vacancy	
Prior Cash ABR	\$ 60	\$ 5,438	332	\$ 5,831
New Cash ABR ⁴	62	4,479	313	4,854
Recovery Rate	103.2%	82.4%	94.1%	83.2%
Number of Leases	2	17	3	22
Average Months Vacant	-	-	3.9	-
% of Total Cash ABR ⁵	0.0%	2.7%	0.1%	2.9%

Leasing Statistics

Vacant Properties at June 30, 2020	4
Expiration Activity	0
Leasing Activity	-2
Vacant Property Sales	-3
Lease Termination	8
Vacant Properties at September 30, 2020	7

1. Expiration year of contracts in place as of September 30, 2020 and excludes any tenant option renewal periods that have not been exercised.
2. Property count includes 92 properties that secure mortgage loans receivable, but exclude two undeveloped land parcels and seven vacant properties.
3. Weighted by cash ABR as of September 30, 2020.
4. New cash ABR reflects full lease rental rate without giving effect to free rent or discounted rent periods.
5. New cash ABR divided by total cash ABR as of September 30, 2020.

Leasing Summary

Same-Store Analysis

Defined Terms

Same-Store Portfolio:

All properties owned, excluding new sites under construction, for the entire same-store measurement period, which is July 1, 2019 through September 30, 2020. The same-store portfolio for 3Q 2020 is comprised of 723 properties and represented ~66% of our total portfolio as measured by contractual cash rent divided by our cash ABR at September 30, 2020.

Contractual Cash Rent:

The amount of cash rent our tenants are contractually obligated to pay per the in-place lease as of September 30, 2020; excludes 1.) percentage rent that is subject to sales breakpoints per the lease and 2.) redevelopment properties in a free rent period

Same-Store Portfolio Performance

Type of Business	Contractual Cash Rent (\$000s)		%
	3Q 2020	3Q 2019	
Service	\$ 22,554	\$ 22,476	0.3%
Experience	4,552	4,854	-6.2%
Industrial	687	674	2.0%
Retail	609	1,395	-56.3%
Total Same-Store Rent	\$ 28,403	\$ 29,399	-3.4%
- Property Operating Expense ¹	228	353	-35.3%
Total Same-Store NOI	\$ 28,175	\$ 29,046	-3.0%



1. Excludes reimbursable property operating expenses.

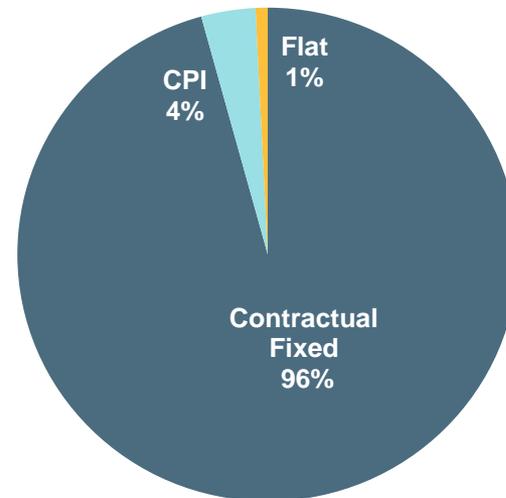
Leasing Summary

Lease Escalations

Lease Escalation Frequency

Lease Escalation Frequency	% of Cash ABR	Weighted Average Annual Escalation Rate ^{1,2}
Annually	80.0%	1.6%
Every 2 years	2.3	1.4
Every 3 years	0.8	1.5
Every 4 years	0.5	0.8
Every 5 years	11.1	1.4
Other escalation frequencies	4.5	0.7
Flat	0.8	0.0
Total / Weighted Average	100.0%	1.5%

Lease Escalation Type



- Leases contributing 99% of cash ABR provided for base rent escalation, generally ranging from 1.0% to 3.0% annually, with a weighted average annual escalation rate of 1.5%, which assumes 0.0% change in annual CPI
- 61% of cash ABR derived from flat leases is attributable to leases that provide for contingent rent based on a percentage of the tenant's gross sales at the leased property

1. Based on cash ABR as of September 30, 2020.

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.

COVID-19 Impact on Portfolio

Portfolio Rent Collection and Deferral Information

Reported Period	July	August	September	3Q 2020	October ¹
Rent Collection²					
Paid	88%	91%	91%	90%	91%
Deferred	9%	6%	6%	7%	6%
-- Recognized ³	6%	4%	4%	4%	3%
-- Non-Recognized ³	3%	3%	3%	3%	3%
Other	3%	3%	3%	3%	4%
-- Unresolved Rent ⁴	2%	2%	2%	2%	3%
-- Lost / Abated ⁵	1%	1%	1%	1%	1%

Note: Ratios are based on percentage of Cash ABR as of September 30, 2020, with one exception. The prior ABR of Towns Sports was added to the denominator despite having no lease in place at September 30, 2020.

1. Includes the impact of closed 4Q'20 investment activity, and a minimal amount of rent that we expect to collect but has not yet been paid.

2. Percentages may not add up due to rounding.

3. Recognized rent deferrals are included in revenue on our income statement while non-recognized rent deferrals are accounted for on a non-accrual basis and are not included in revenue.

4. Uncollected contractual cash rents from non-accrual tenants that were not subject to a lease deferral in the period.

5. Rent that has either been lost due to lease termination or abated temporarily.

COVID-19 Impact on Portfolio

Tenant Industry Breakdown

Tenant Industry	Projected Recovery	Level of Impact	% of ABR ^{1,2}	% Open ²	% Limited ²	% Closed ²	% of Total Closed ABR ^{1,2}	% of 3Q'2020 ABR ³ Collected	% of Total Deferred Rent
Quick Service	Fast	Light	14.1%	21%	76%	3%	26%	95%	6%
Car Wash	Fast	Light	13.3%	100%	0%	0%	0%	100%	4%
Child Care	Moderate	Severe	13.3%	100%	0%	0%	0%	83%	26%
Medical / Dental	Fast	Moderate	10.7%	99%	0%	1%	4%	98%	9%
C-Store	Fast	Light	9.8%	98%	1%	1%	5%	97%	2%
Auto Service	Fast	Light	7.4%	100%	0%	0%	0%	100%	3%
Casual Dining	Slow	Severe	5.1%	93%	1%	7%	24%	82%	4%
Health & Fitness	Moderate	Severe	4.8%	97%	0%	3%	10%	70%	10%
Other Service	Fast	Light	4.2%	100%	0%	0%	0%	100%	0%
Entertainment	Slow	Severe	3.7%	95%	0%	5%	12%	93%	3%
Family Dining	Slow	Severe	3.5%	92%	0%	8%	19%	71%	7%
Pet Care	Fast	Light	3.3%	100%	0%	0%	0%	80%	15%
Movie Theatres	Slow	Severe	2.5%	100%	0%	0%	0%	16%	11%
Building Materials	Fast	Light	1.6%	100%	0%	0%	0%	100%	0%
Furniture	Moderate	Severe	1.3%	100%	0%	0%	0%	100%	2%
Grocery	Fast	Light	1.2%	100%	0%	0%	0%	100%	0%
Total	--	--	--	87%	12%	1%	--	90%	--
Light	--	--	55%	78%	21%	1%	31%	97%	29%
Moderate	--	--	11%	99%	0%	1%	4%	98%	9%
Severe	--	--	34%	97%	0%	3%	65%	77%	62%
Fast	--	--	66%	82%	17%	1%	35%	97%	38%
Moderate	--	--	19%	99%	0%	1%	10%	80%	38%
Slow	--	--	15%	94%	0%	5%	55%	71%	24%

1. Cash ABR as of September 30, 2020.

2. Property operating status as of October 22, 2020, as measured by Cash ABR.

3. The prior ABR of Towns Sports was added to the denominator despite having no lease in place at September 30, 2020.

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 deposits held for the benefit of lenders.

We believe excluding cash and cash equivalents and restricted cash deposits held for the benefit of lenders from gross debt, 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 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 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.

GE Seed Portfolio

GE seed 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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