



# ESSENTIAL PROPERTIES



## Supplemental Operating & Financial Data

Second Quarter Ended June 30, 2021

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# Financial Summary

## Consolidated Statements of Operations

(in thousands, except share and per share data)	Three Months Ended June 30,		Six Months Ended June 30,	
	2021 (unaudited)	2020 (unaudited)	2021 (unaudited)	2020 (unaudited)
<b>Revenues:</b>				
Rental revenue <sup>1,2,3</sup>	\$ 53,150	\$ 36,465	\$ 98,582	\$ 76,007
Interest on loans and direct financing lease receivables	3,879	2,037	6,984	3,976
Other revenue, net	37	1	52	8
<b>Total revenues</b>	<b>57,066</b>	<b>38,503</b>	<b>105,618</b>	<b>79,991</b>
<b>Expenses:</b>				
General and administrative <sup>4</sup>	6,470	6,253	12,901	13,789
Property expenses <sup>5</sup>	1,174	572	2,588	945
Depreciation and amortization	17,184	13,464	32,830	26,476
Provision for impairment of real estate	398	1,486	6,120	1,859
Change in provision for loan losses	(166)	48	(128)	516
<b>Total expenses</b>	<b>25,060</b>	<b>21,823</b>	<b>54,311</b>	<b>43,585</b>
<b>Other operating income:</b>				
Gain on dispositions of real estate, net	3,710	1,093	7,498	2,968
<b>Income from operations</b>	<b>35,716</b>	<b>17,773</b>	<b>58,805</b>	<b>39,374</b>
<b>Other (expense)/income:</b>				
Loss on repayment and repurchase of secured borrowings <sup>6</sup>	(4,461)	—	(4,461)	(924)
Interest expense	(7,811)	(7,403)	(15,489)	(14,236)
Interest income	17	144	37	375
<b>Income before income tax expense</b>	<b>23,461</b>	<b>10,514</b>	<b>38,892</b>	<b>24,589</b>
Income tax expense	61	70	117	101
<b>Net income</b>	<b>23,400</b>	<b>10,444</b>	<b>38,775</b>	<b>24,488</b>
Net income attributable to non-controlling interests	(116)	(63)	(196)	(147)
<b>Net income attributable to stockholders and members</b>	<b>\$ 23,284</b>	<b>\$ 10,381</b>	<b>\$ 38,579</b>	<b>\$ 24,341</b>
<b>Basic weighted-average shares outstanding</b>	<b>116,318,386</b>	<b>91,604,397</b>	<b>111,678,562</b>	<b>90,963,400</b>
<b>Basic net income per share</b>	<b>\$ 0.20</b>	<b>\$ 0.11</b>	<b>\$ 0.34</b>	<b>\$ 0.27</b>
<b>Diluted weighted-average shares outstanding</b>	<b>117,513,344</b>	<b>92,483,898</b>	<b>112,770,501</b>	<b>91,908,098</b>
<b>Diluted net income per share</b>	<b>\$ 0.20</b>	<b>\$ 0.11</b>	<b>\$ 0.34</b>	<b>\$ 0.26</b>

1. Includes contingent rent (based on a percentage of the tenant's gross sales at the leased property) of \$62, \$56, \$231 and \$257 for the three and six months ended June 30, 2021 and 2020, respectively.

2. Includes reimbursable income from the Company's tenants of \$399, \$347, \$852 and \$511 for the three and six months ended June 30, 2021 and 2020, respectively.

3. During the three and six months ended June 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 six months ended June 30, 2020, includes non-recurring expenses of \$441 and \$1,093, respectively, for costs and charges incurred in connection with the termination of one of our executive officers and \$119 of non-recurring recruiting costs.

5. Includes reimbursable expenses from the Company's tenants \$398, \$346, \$850, and \$511 for the three and six months ended June 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 three and six months ended June 30, 2021 and the write-off of \$924 of deferred financing costs during the six months ended June 30, 2020.

# Financial Summary

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

(unaudited, in thousands except per share amounts)	Three months ended June 30,		Six months ended June 30,	
	2021	2020	2021	2020
<b>Net income</b>	\$ 23,400	\$ 10,444	\$ 38,775	\$ 24,488
Depreciation and amortization of real estate	17,158	13,439	32,779	26,427
Provision for impairment of real estate	398	1,486	6,120	1,859
Gain on dispositions of real estate, net	(3,710)	(1,093)	(7,498)	(2,968)
<b>Funds from Operations</b>	<b>37,246</b>	<b>24,276</b>	<b>70,176</b>	<b>49,806</b>
Other non-recurring expenses <sup>1,2</sup>	4,461	560	4,461	2,136
<b>Core Funds from Operations</b>	<b>41,707</b>	<b>24,837</b>	<b>74,637</b>	<b>51,942</b>
Adjustments:				
Straight-line rental revenue, net	(5,220)	(2,170)	(8,864)	(5,361)
Non-cash interest expense	417	237	896	771
Non-cash compensation expense	1,856	1,399	3,451	2,690
Other amortization expense	1,315	919	2,420	1,353
Other non-cash charges	(168)	48	(132)	516
Capitalized interest expense	(15)	(65)	(35)	(160)
Transaction costs	—	42	—	109
<b>Adjusted Funds from Operations</b>	<b>\$ 39,892</b>	<b>\$ 25,247</b>	<b>\$ 72,373</b>	<b>\$ 51,861</b>
<b>Net income per share<sup>3</sup>:</b>				
Basic	\$ 0.20	\$ 0.11	\$ 0.34	\$ 0.27
Diluted	\$ 0.20	\$ 0.11	\$ 0.34	\$ 0.26
<b>FFO per share<sup>3</sup>:</b>				
Basic	\$ 0.32	\$ 0.26	\$ 0.60	\$ 0.54
Diluted	\$ 0.32	\$ 0.26	\$ 0.60	\$ 0.54
<b>Core FFO per share<sup>3</sup>:</b>				
Basic	\$ 0.35	\$ 0.27	\$ 0.64	\$ 0.57
Diluted	\$ 0.35	\$ 0.27	\$ 0.64	\$ 0.56
<b>AFFO per share<sup>3</sup>:</b>				
Basic	\$ 0.34	\$ 0.27	\$ 0.62	\$ 0.57
Diluted	\$ 0.34	\$ 0.27	\$ 0.62	\$ 0.56

1. During the three and six months ended June 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 \$441 and \$1,093 for accruals of severance payments and acceleration of non-cash compensation expense in connection with the termination of an executive officers during the three and six months ended June 30, 2020, respectively, \$119 of non-recurring recruiting costs during the three and six months ended June 30, 2020 and our \$924 loss on repayment of secured borrowings during the six months ended June 30, 2020.

3. Calculations exclude \$68, \$77, \$187 and \$207 from the numerator for the three and six months ended June 30, 2021 and 2020, respectively, related to dividends paid on unvested restricted share awards and restricted share units.

# Financial Summary

## Consolidated Balance Sheets

(in thousands, except share and per share amounts)

	June 30, 2021 (unaudited)	December 31, 2020 (audited)
<b>ASSETS</b>		
Investments:		
Real estate investments, at cost:		
Land and improvements	\$ 835,542	\$ 741,254
Building and improvements	1,723,811	1,519,665
Lease incentive	13,152	14,297
Construction in progress	4,329	3,908
Intangible lease assets	85,276	80,271
Total real estate investments, at cost	2,662,110	2,359,395
Less: accumulated depreciation and amortization	(165,731)	(136,097)
Total real estate investments, net	2,496,379	2,223,298
Loans and direct financing lease receivables, net	237,648	152,220
Real estate investments held for sale, net	6,349	17,058
Net investments	2,740,376	2,392,576
Cash and cash equivalents	126,465	26,602
Restricted cash	3,212	6,388
Straight-line rent receivable, net	47,739	37,830
Rent receivables, prepaid expenses and other assets, net	30,882	25,406
<b>Total assets</b>	<b>\$ 2,948,674</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	626,628	626,272
Senior unsecured notes, net	394,955	—
Revolving credit facility	—	18,000
Intangible lease liabilities, net	10,465	10,168
Dividend payable	29,698	25,703
Derivative liabilities	23,169	38,912
Accrued liabilities and other payables	21,189	16,792
<b>Total liabilities</b>	<b>1,106,104</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 6/30/21 and 12/31/20	—	—
Common stock, \$0.01 par value; 500,000,000 authorized; 117,982,993 and 106,361,524 issued and outstanding as of 6/30/21 and 12/31/20, respectively	1,181	1,064
Additional paid-in capital	1,955,450	1,688,540
Distributions in excess of cumulative earnings	(94,911)	(77,665)
Accumulated other comprehensive loss	(26,327)	(37,181)
<b>Total stockholders' equity</b>	<b>1,835,393</b>	<b>1,574,758</b>
Non-controlling interests	7,177	7,190
<b>Total equity</b>	<b>1,842,570</b>	<b>1,581,948</b>
<b>Total liabilities and equity</b>	<b>\$ 2,948,674</b>	<b>\$ 2,488,802</b>

# Financial Summary

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

(unaudited, in thousands)	Three Months Ended June 30, 2021
<b>Net income</b>	\$ 23,400
Depreciation and amortization	17,184
Interest expense	7,811
Interest income	(17)
Income tax expense	61
<b>EBITDA</b>	48,439
Provision for impairment of real estate	398
Gain on dispositions of real estate, net	(3,710)
<b>EBITDAre</b>	45,127
Adjustment for current quarter re-leasing, acquisition and disposition activity <sup>1</sup>	2,945
Adjustment to exclude other non-recurring activity <sup>2</sup>	1,191
<b>Adjusted EBITDAre - Current Estimated Run Rate</b>	49,263
General and administrative	6,470
<b>Adjusted net operating income ("NOI")</b>	55,733
Straight-line rental revenue, net <sup>1</sup>	(4,090)
Other amortization expense <sup>3</sup>	244
<b>Adjusted Cash NOI</b>	\$ 51,887
<b>Annualized EBITDAre</b>	\$ 180,508
<b>Annualized Adjusted EBITDAre</b>	\$ 197,052
<b>Annualized Adjusted NOI</b>	\$ 222,932
<b>Annualized Adjusted Cash NOI</b>	\$ 207,548

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 June 30, 2021 had occurred on April 1, 2021.

2. Adjustment includes \$4,461 of non-core expenses added back to compute Core FFO, offset by \$3,105 of cash and straight-line rent receivables from tenants moved from non-accrual to accrual accounting that was previously unaccrued and the \$166 adjustment to our provision for loan loss.

3. Adjustment excludes \$1,071 of non-recurring amortization expense recorded upon lease termination.

# Financial Summary

## Market Capitalization, Debt Summary and Leverage Metrics

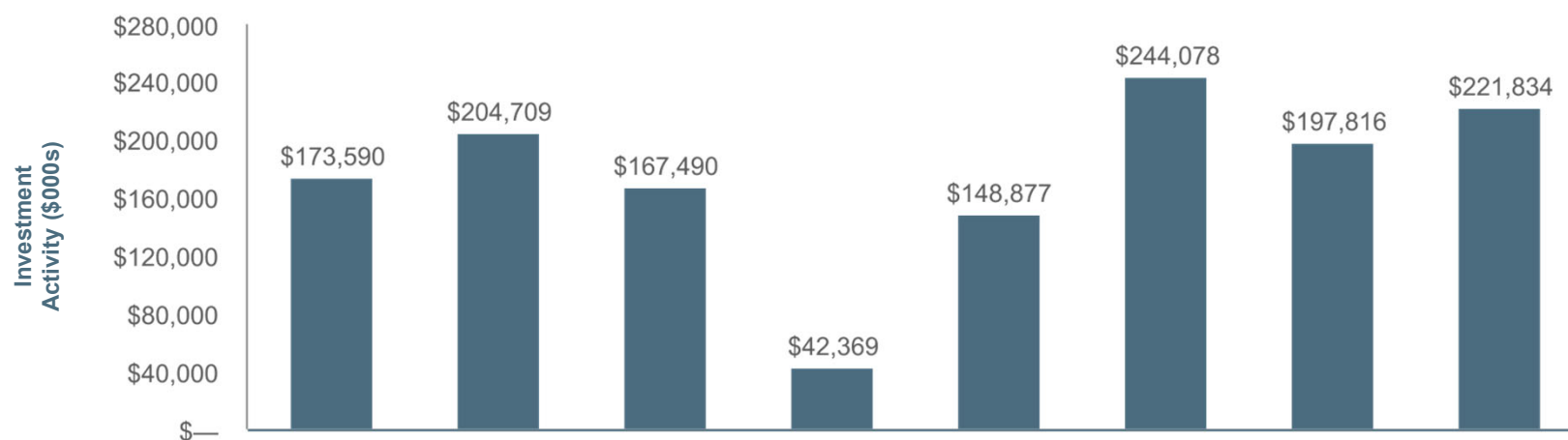
(dollars in thousands, except share and per share amounts)	June 30, 2021	Rate	Maturity
<b>Total secured debt</b>	\$ —	—%	N/A
<b>Unsecured debt:</b>			
\$200mm term loan	\$ 200,000	3.26%	2.8 years
\$430mm term loan	430,000	3.02%	5.4 years
Senior Unsecured Notes	400,000	3.12%	10.0 years
Revolving credit facility <sup>1</sup>	—	—%	1.8 years
<b>Total unsecured debt</b>	\$ 1,030,000	3.11%	6.7 years
<b>Gross debt</b>	\$ 1,030,000	3.11%	6.7 years
Less: cash & cash equivalents	(126,465)		
Less: restricted cash deposits held for the benefit of lenders	(3,212)		
<b>Net debt</b>	\$ 900,323		
<b>Equity:</b>			
Preferred stock	\$ —		
Common stock & OP units (118,536,840 shares @ \$27.04/share as of 6/30/21) <sup>2</sup>	3,205,236		
<b>Total equity</b>	\$ 3,205,236		
<b>Total enterprise value ("TEV")</b>	\$ 4,105,559		
<b>Net Debt / TEV</b>		21.9%	
<b>Net Debt / Annualized Adjusted EBITDA</b>		4.6x	

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 June 30, 2021, based on 117,982,993 common shares outstanding (including unvested restricted share awards) and 553,847 OP units held by non-controlling interests.

# Net Investment Activity

## Investment Summary



Investments <sup>1</sup>	3Q'19	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20	1Q'21	2Q'21
Number of Transactions	28	41	32	11	19	33	22	34
Property Count	139	94	63	13	50	108	74	94
Avg. Investment per Unit (in 000s)	\$ 1,174	\$ 2,049	\$ 2,551	\$ 2,870	\$ 2,866	\$ 2,218	\$ 2,650	\$ 2,354
Cash Cap Rates <sup>2</sup>	7.5%	7.3%	7.1%	7.4%	7.1%	7.1%	7.0%	7.1%
GAAP Cap Rates <sup>3</sup>	8.3%	8.0%	8.0%	8.1%	7.9%	7.7%	7.9%	7.8%
Master Lease % <sup>4,5</sup>	73%	41%	54%	68%	79%	89%	79%	83%
Sale-Leaseback % <sup>4,6</sup>	93%	81%	88%	100%	92%	88%	85%	88%
% of Financial Reporting <sup>4</sup>	100%	99%	100%	100%	100%	100%	100%	100%
Rent Coverage Ratio	3.2x	3.1x	2.7x	4.3x	2.8x	3.6x	3.0x	2.7x
Lease Term Years	16.6	16.3	16.1	16.7	17.6	16.3	16.1	13.5

1. Includes investments in mortgage loans receivable.

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

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

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

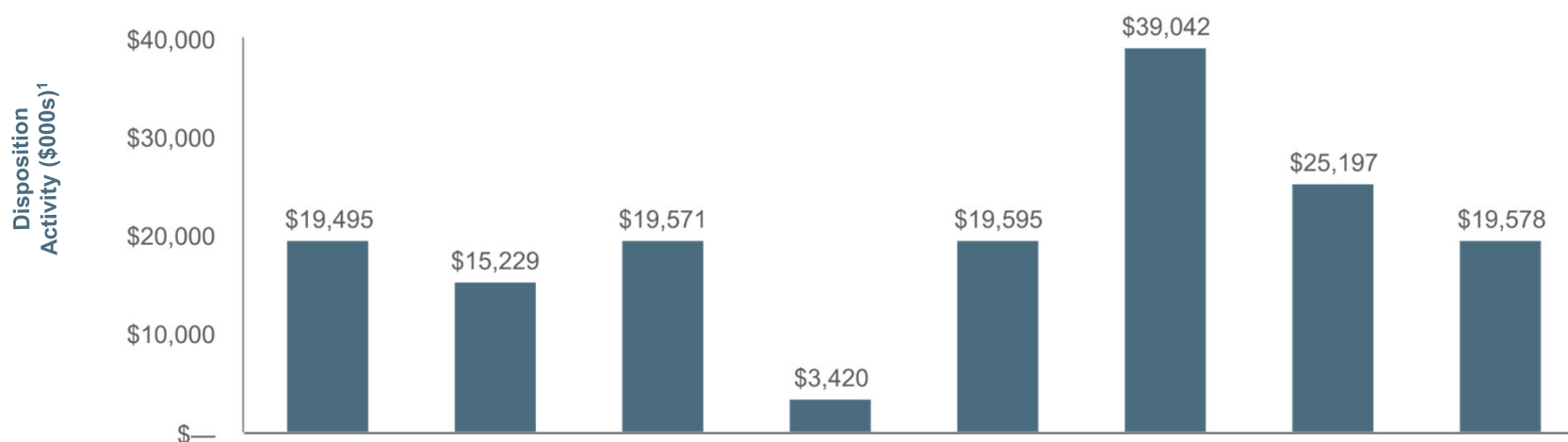
5. Includes investments in mortgage loan receivables collateralized by more than one property.

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



# Net Investment Activity

## Disposition Summary



Dispositions	3Q'19	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20	1Q'21	2Q'21
Realized Gain/(Loss) <sup>1,2</sup>	17.8%	8.5%	3.2%	29.5%	(4.5)%	(10.2)%	4.5%	(7.3)%
Cash cap rate on leased assets <sup>3</sup>	6.7%	6.9%	7.1%	6.8%	7.0%	7.4%	7.1%	7.1%
Leased properties sold <sup>4</sup>	9	7	10	3	11	21	15	6
Vacant properties sold <sup>4</sup>	1	1	—	—	3	2	1	1
Rent Coverage Ratio	1.1x	1.7x	0.7x	1.3x	2.2x	2.3x	1.8x	1.8x

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 was sold.

# Portfolio Summary

## Portfolio Highlights

As of June 30, 2021

Investment Properties (#) <sup>1</sup>	1,325
Square Footage (mm)	11.6
Tenants (#)	281
Concepts (#)	402
Industries (#)	17
States (#)	44
Weighted Average Remaining Lease Term (Years)	14.0
Triple-Net Leases (% of Cash ABR)	94.0%
Master Leases (% of Cash ABR)	59.5%
Sale-Leaseback (% of Cash ABR) <sup>2,3</sup>	84.7%
Unit-Level Rent Coverage	3.2x
Unit-Level Financial Reporting (% of Cash ABR)	98.3%
Leased (%)	99.8%
Top 10 Tenants (% of Cash ABR)	19.5%
Average Investment Per Property (\$mm)	\$2.2
Total Cash ABR (\$mm)	\$209.3

1. Includes 159 properties that secure mortgage loans receivable.

2. Exclusive of our Initial 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 <sup>1,2</sup>	Properties	% of Cash ABR
	74	2.5%
	17	2.4%
	23	2.3%
	13	2.1%
	34	1.8%
	5	1.8%
	19	1.7%
	5	1.7%
	19	1.6%
	13	1.6%
<b>Top 10 Tenants</b>	<b>222</b>	<b>19.5%</b>
<b>Total</b>	<b>1,325</b>	<b>100%</b>

### Diversification by Industry

Tenant Industry	Type of Business	Cash ABR (\$'000s)	% of Cash ABR	# of Properties <sup>3</sup>	Building SqFt	Rent Per SqFt <sup>4</sup>
Quick Service	Service	\$ 28,975	13.8%	350	958,092	\$ 30.11
Car Washes	Service	28,802	13.8%	119	559,428	50.61
Early Childhood Education	Service	28,426	13.6%	122	1,288,886	21.71
Medical / Dental	Service	26,083	12.5%	158	1,089,845	23.97
Automotive Service	Service	17,075	8.2%	125	876,015	20.57
Convenience Stores	Service	15,800	7.5%	144	570,876	27.68
Casual Dining	Service	11,368	5.4%	82	466,641	24.93
Equipment Rental and Sales	Service	6,503	3.1%	27	540,352	12.04
Family Dining	Service	5,768	2.8%	39	227,894	25.31
Pet Care Services	Service	3,622	1.7%	36	262,371	17.35
Other Services	Service	3,055	1.4%	18	199,983	16.06
<b>Service Subtotal</b>		<b>\$ 175,477</b>	<b>83.8%</b>	<b>1220</b>	<b>7,040,383</b>	<b>\$ 25.21</b>
Health and Fitness	Experience	\$ 9,885	4.7%	25	1,004,189	\$ 9.84
Entertainment	Experience	9,097	4.3%	22	735,738	12.36
Movie Theatres	Experience	4,171	2.0%	6	293,206	14.22
<b>Experience Subtotal</b>		<b>\$ 23,153</b>	<b>11.0%</b>	<b>53</b>	<b>2,033,133</b>	<b>\$ 11.39</b>
Grocery	Retail	\$ 4,966	2.4%	23	961,560	\$ 5.16
Home Furnishings	Retail	1,998	1.0%	4	217,339	9.19
<b>Retail Subtotal</b>		<b>\$ 6,964</b>	<b>3.4%</b>	<b>27</b>	<b>1,178,899</b>	<b>\$ 5.91</b>
Building Materials	Industrial	\$ 3,748	1.8%	23	1,257,017	\$ 2.98
<b>Total/Weighted Average</b>		<b>\$ 209,342</b>	<b>100%</b>	<b>1,323</b>	<b>11,509,433</b>	<b>\$ 18.28</b>

1. Represents tenant, guarantor or parent company.

2. Property count includes 159 properties that secure mortgage loans receivable, but exclude 2 vacant properties.

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

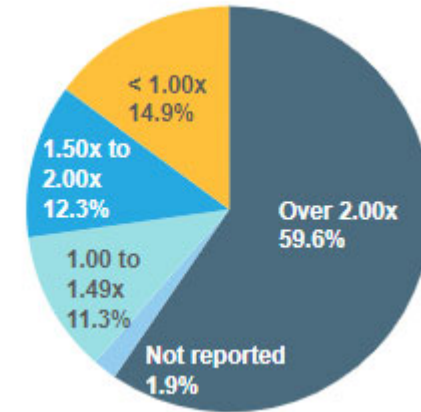
# Portfolio Summary

## Portfolio Health

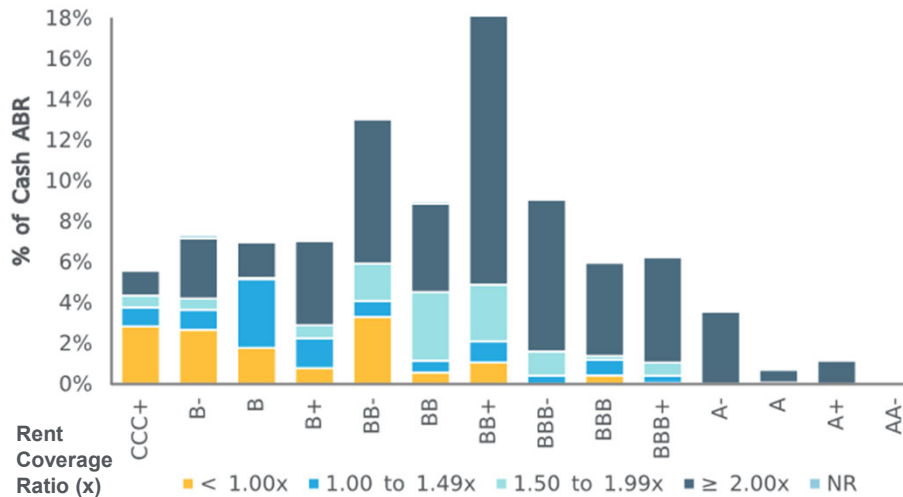
### Tenant Financial Reporting Requirements

Reporting Requirements	% of Cash ABR
Unit-Level Financial Information	98.3%
Corporate-Level Financial Reporting	98.3%
Both Unit-Level and Corporate-Level Financial Information	97.8%
No Financial Information	1.5%

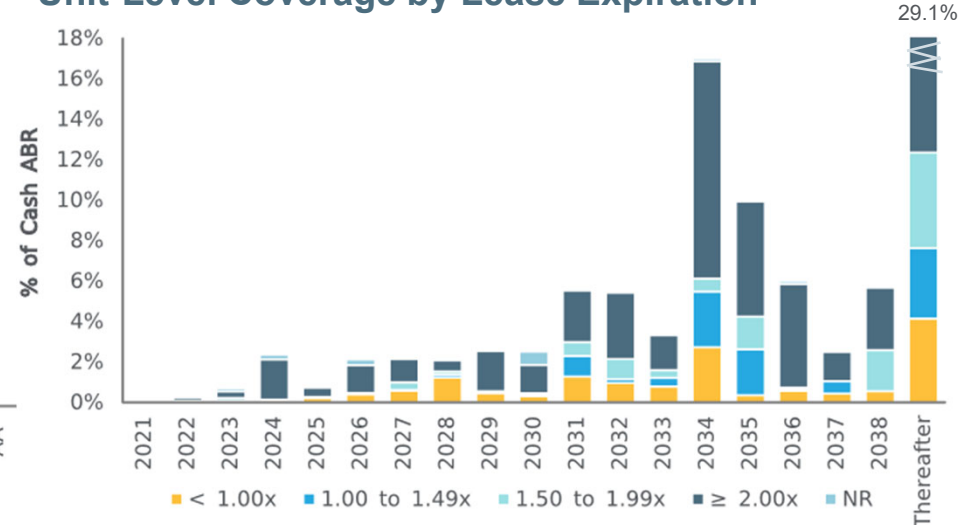
### % of Cash ABR by Unit-Level Coverage Tranche<sup>1</sup>



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



### Unit-Level Coverage by Lease Expiration



Note: 'NR' means not reported.

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

2. The chart illustrates the portions of annualized base rent as of June 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.

# Leasing Summary

## Leasing Expiration Schedule, Lease Renewal Activity and Statistics

### Annual Lease Expiration by Cash ABR

Year <sup>1</sup>	Cash ABR	% of Cash ABR	# of Properties <sup>2</sup>	Wgt. Avg. Coverage <sup>3</sup>
2021	\$ 31	—%	0	0.0
2022	490	0.2%	5	3.0x
2023	1,426	0.7%	16	2.9x
2024	4,926	2.4%	49	4.8x
2025	1,726	0.8%	18	2.5x
2026	4,435	2.1%	30	3.6x
2027	4,470	2.1%	28	2.8x
2028	4,324	2.1%	15	1.6x
2029	5,283	2.5%	74	4.1x
2030	5,238	2.5%	49	3.9x
2031	12,193	5.8%	73	2.3x
2032	10,380	5.0%	50	4.0x
2033	7,889	3.8%	26	2.9x
2034	34,260	16.4%	244	4.6x
2035	20,612	9.8%	129	2.8x
2036	14,178	6.8%	94	2.5x
2037	5,205	2.5%	27	8.2x
2038	11,857	5.7%	74	2.5x
2039	22,259	10.6%	119	2.7x
2040	27,948	13.4%	147	2.1x
Thereafter	10,212	4.8%	56	2.0x
<b>Total</b>	<b>\$ 209,342</b>	<b>100.0%</b>	<b>1,323</b>	<b>3.2x</b>

### Leasing Activity – Trailing 12 Months

\$(000)s	Lease	Terminated Leases Re-Leased		Total Leasing
	Renewals	Without Vacancy	After Vacancy	
Prior Cash ABR	\$ 72	\$ 6,325	\$ 4,688	\$ 11,084
New Cash ABR <sup>4</sup>	\$ 74	\$ 5,402	\$ 4,209	\$ 9,684
Recovery Rate	103.0%	85.4%	89.8%	87.4%
Number of Leases	1	36	20	57
Average Months Vacant	0	0	3.9	0
% of Total Cash ABR <sup>5</sup>	—%	2.6%	2.0%	4.6%

### Leasing Statistics

<b>Vacant Properties at March 31, 2021</b>	<b>11</b>
Expiration Activity	0
Lease Termination	1
Vacant Property Sales	-1
Lease Activity	-9
<b>Vacant Properties at June 30, 2021</b>	<b>2</b>

1. Expiration year of contracts in place as of June 30, 2021 and excludes any tenant option renewal periods that have not been exercised.

2. Property count includes 159 properties that secure mortgage loans receivable, but exclude 2 vacant properties.

3. Weighted by cash ABR as of June 30, 2021.

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 June 30, 2021.

# 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 April 1, 2020 through June 30, 2021. The same-store portfolio for 2Q'21 is comprised of 966 properties and represented 70% of our total portfolio as measured by contractual cash rent and interest divided by our cash ABR at June 30, 2021.

#### Contractual Cash Rent:

The amount of cash rent and interest our tenants are contractually obligated to pay per the in-place lease as of June 30, 2021; 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)		% Change
	2Q'21	2Q'20	
Service	\$ 30,373	\$ 30,549	(0.6)%
Experience	5,105	5,355	(4.7)%
Retail	738	587	25.8%
Industrial	660	647	2.0%
<b>Total Same-Store Rent</b>	<b>\$ 36,876</b>	<b>\$ 37,138</b>	<b>(0.7)%</b>



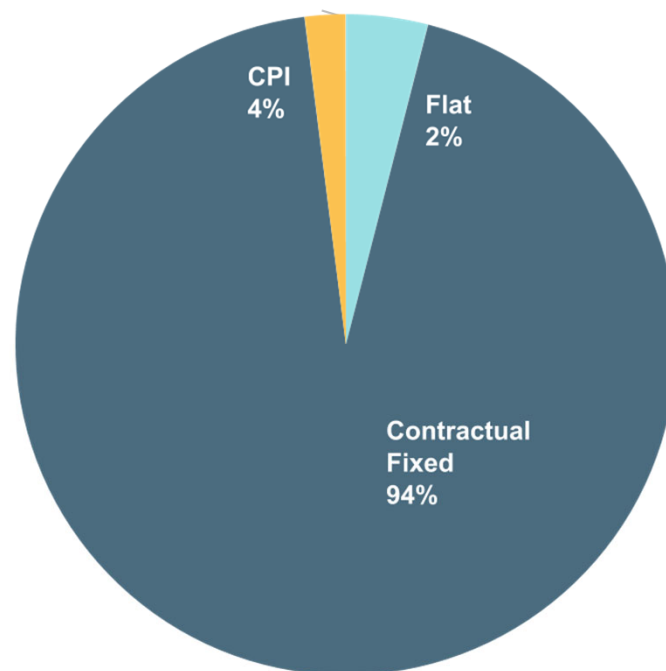
# Leasing Summary

## Lease Escalations

### Lease Escalation Frequency

Lease Escalation Frequency	% of Cash ABR	Weighted Average Annual Escalation Rate <sup>1,2</sup>
Annually	80.3%	1.6%
Every 2 years	1.9%	1.5%
Every 3 years	0.5%	—%
Every 4 years	0.3%	1.0%
Every 5 years	10.5%	1.7%
Every 6 years	0.2%	0.8%
Other escalation frequencies	4.7%	1.1%
Flat	1.6%	1.0%
<b>Total / Weighted Average</b>	<b>100.0%</b>	<b>1.6%</b>

### Lease Escalation Type



1. Based on cash ABR as of June 30, 2021.

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.

# 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 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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