

NETSTREIT

Investor Presentation

December 2024



Disclaimer

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Such forward-looking statements include, without limitation, statements concerning our business and growth strategies, investment, financing and leasing activities, including estimated development costs, and trends in our business, including trends in the market for single-tenant, retail commercial real estate. Words such as “expects,” “anticipates,” “intends,” “plans,” “likely,” “will,” “believes,” “seeks,” “estimates,” and variations of such words and similar expressions are intended to identify such forward-looking statements. Such statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from the results of operations or plans expressed or implied by such forward-looking statements. Although we believe that the assumptions underlying the forward-looking statements contained herein are reasonable, any of the assumptions could be inaccurate, and therefore such statements included in this presentation may not prove to be accurate. In light of the significant uncertainties inherent in the forward-looking statements included herein, the inclusion of such information should not be regarded as a representation by us or any other person that the results or conditions described in such statements, or our objectives and plans will be achieved. For a further discussion of these and other factors that could impact future results, performance or transactions, see the information under the heading “Risk Factors” in our Form 10-K for the year ended December 31, 2023, filed with the SEC on February 14, 2024, and other reports filed with the SEC from time to time. Forward-looking statements and such risks, uncertainties and other factors speak only as of the date of this presentation. New risks and uncertainties may arise over time, and it is not possible for us to predict those events or how they may affect us. Many of the risks identified herein and in our periodic reports have been and will continue to be heightened as a result of the ongoing and numerous adverse effects arising from macroeconomic conditions, including inflation, interest rates and instability in the banking system. We expressly disclaim any obligation or undertaking to update or revise any forward-looking statement contained herein, to reflect any change in our expectations with regard thereto, or any other change in events, conditions or circumstances on which any such statement is based, except to the extent otherwise required by law.

This presentation also includes certain financial measures not presented in accordance with generally accepted accounting principles (“GAAP”) including, but not limited to, FFO, Core FFO, AFFO, EBITDA, EBITDAre, Adjusted EBITDAre, Annualized Adjusted EBITDAre, NOI, Cash NOI, Normalized Cash NOI, Net Debt, Adjusted Net Debt, and Pro forma Adjusted Net Debt. These non-GAAP financial measures are not measures of financial performance in accordance with GAAP and may exclude items that are significant in understanding and assessing the Company’s financial results. Therefore, these measures should not be considered in isolation or as an alternative to net income, cash flows from operations or other measures of profitability, liquidity or performance under GAAP. You should be aware that the presentation of these measures may not be comparable to similarly-titled measures used by other companies. The Company believes these non-GAAP measures provide useful information to management and investors regarding certain financial and business trends relating to the Company’s financial condition and results of operations. The Company believes that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating ongoing operating results and trends in and in comparing its financial results with other similar companies, many of which present similar non-GAAP financial measures to investors. These non-GAAP financial measures are subject to inherent limitations as they reflect the exercise of judgments by management about which expense and income are excluded or included in determining these non-GAAP financial measures.

Certain monetary amounts, percentages and other figures included in this presentation have been subject to rounding adjustments. Certain other amounts that appear in this presentation may not sum due to rounding.

Investment Highlights & Business Update

High Credit Quality & Resilient Net Lease Portfolio

- ✓ Focused on growing portfolio with high quality tenants that offer strong credit profiles and provide consistent performance through various economic cycles
- ✓ Proven track record of full occupancy and rent collection; NTST's single Big Lots vacancy has received strong interest from multiple retailers at or above current rent
- ✓ Long weighted average lease term and de minimis intermediate-term lease expirations within the pharmacy and dollar store industries

75%
Investment Grade (IG) and Investment Grade Profile (IGP)[1]

88%
Necessity, Discount, and Service-Oriented Tenants

100%
Occupancy

100%
Rent Collection

9.5 Years
Weighted Average Lease Term (WALT)

50bps
Pharmacy & Dollar Store ABR Expiring Thru YE'28

Well Capitalized Balance Sheet

- ✓ Low leverage with no immediate-term debt maturities
- ✓ $185.5mm of unsettled forward equity provides ample capital runaway into 2025
- ✓ Strong liquidity supported by active ATM program

4.0x
Adj. Net Debt[2] / Annualized Adj. EBITDAre

24%
Adj. Net Debt[2] / Undepreciated Gross Assets

$464 million
Total Liquidity[2]

2027
First Debt Maturity[3]

Proven Ability to Source Attractive Investment Opportunities

- ✓ Strong investment pace since 2020 with a solid pipeline of investment opportunities at attractive cash yields
- ✓ $151.6 million of gross investments completed in 3Q'24

$107 million
Avg. Net Investments Per Quarter Since 3Q'20

6.9%
Wtd. Avg. Cash Yield Since 3Q'20

$327 million
YTD Net Investments

7.5%
YTD Cash Yield

Source: Company data and balance sheet as of September 30, 2024, unless otherwise noted. Figures represent percentage of ABR unless otherwise noted.
1. Represents tenants with investment grade credit metrics (more than $1.0 billion in annual sales and a debt to adjusted EBITDA ratio of less than 2.0x), but do not carry a published rating from S&P, Fitch, Moody's, or NAIC.
2. Reflects 10,735,647 of unsettled forward equity shares at the September 30, 2024, weighted average net settlement price of $17.28 per share.
3. Assumes Company exercises its one-year extension option to further extend maturity to January 2027.

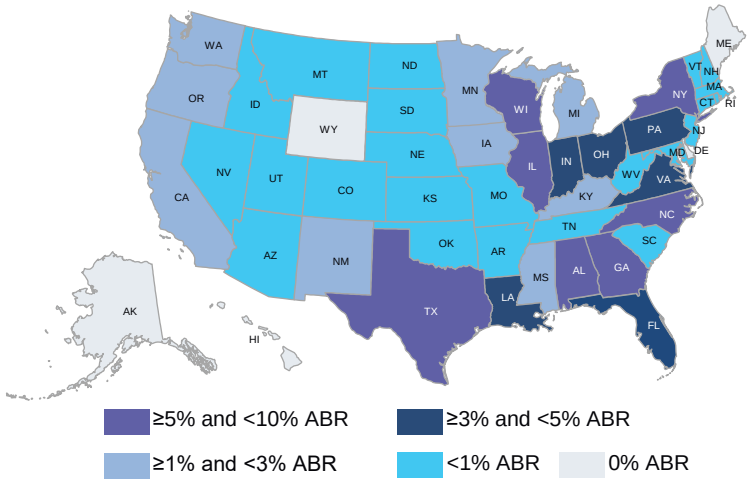
Portfolio Overview

High-Quality, Diversified Portfolio Consisting of 60.9% Investment Grade Tenants Across 45 States

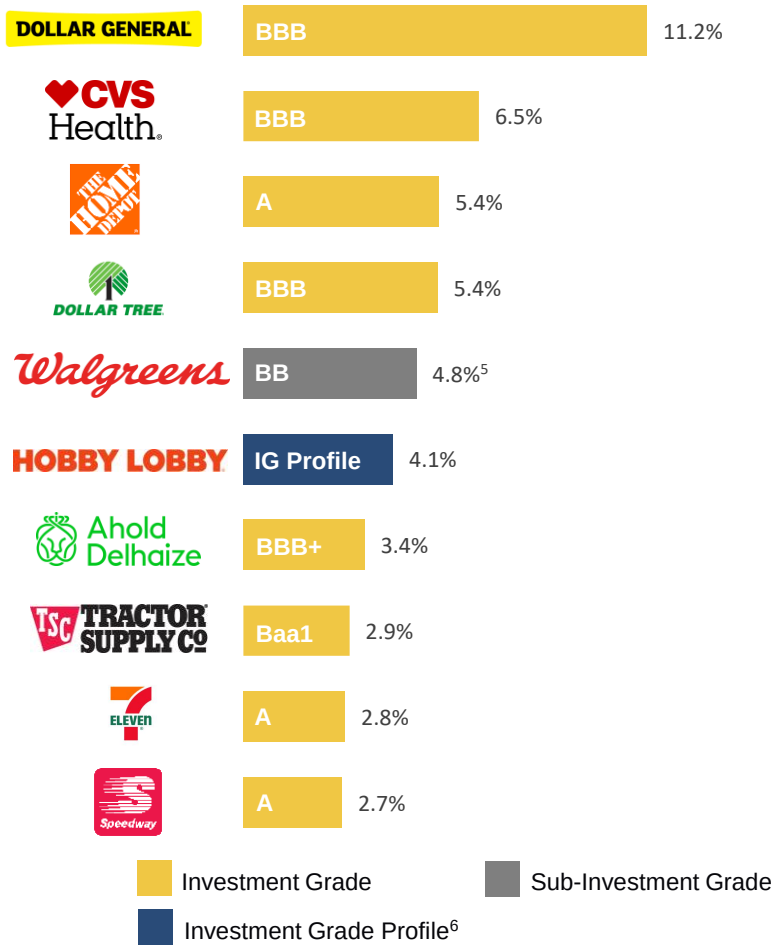
Key Portfolio Stats

Investments[1]	671
States	45
Portfolio Square Feet (in millions)	12.1
Tenants	93
Retail Sectors	26
% Occupancy[2]	100%
% Investment Grade Tenants (by ABR) [3]	60.9%
WALT (Years)[4]	9.5
Lease Turnover Through 2027 (by ABR)	5.6%

National Footprint in Attractive Markets



Top 10 Tenants by % of ABR

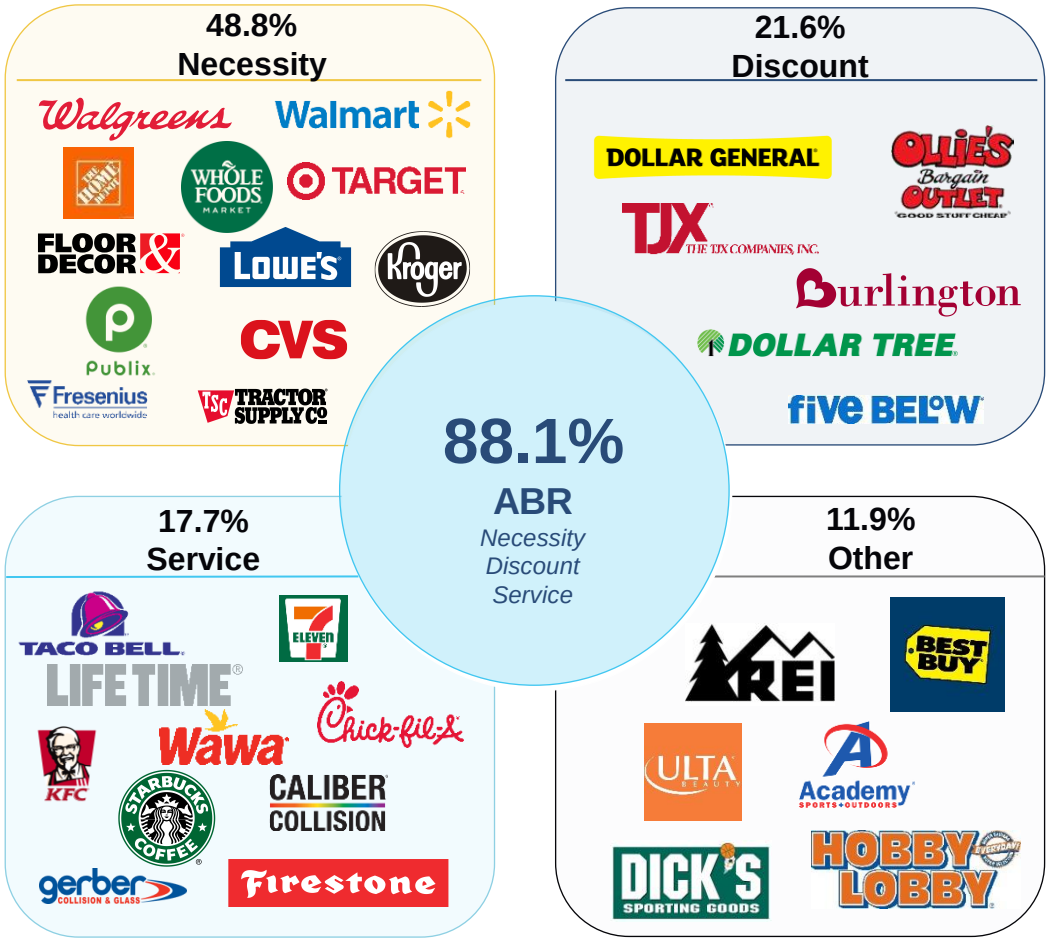


Source: Company data as of September 30, 2024, unless otherwise noted.

1. 80 properties that secure mortgage loans receivable are denoted as individual investments.
2. Excludes 80 investments that secure mortgage loans receivable.
3. Investments, or investments that are subsidiaries of a parent entity, with a credit rating of BBB- (S&P/Fitch), Baa3 (Moody's) or NAIC2 (National Association of Insurance Commissioners) or higher.
4. Weighted by ABR; excludes lease extension options and 80 investments that secure mortgage loans receivable.
5. Stats for Walgreens incorporate all completed activities as of November 4, 2024, as if they occurred by September 30, 2024; all other portfolio stats are as of September 30, 2024.
6. Represent investments with investment grade credit metrics (more than $1.0 billion in annual sales and a debt to adjusted EBITDA ratio of less than 2.0x), but do not carry a published rating from S&P, Moody's, Fitch or NAIC.

Portfolio Diversification In Defensive Retail Sectors

Nationally Diversified Portfolio Primarily Comprised of Recession Resilient Retail Tenants



Top Industries

1. **Dollar Stores:** 16.6%



2. **Grocery:** 13.5%



3. **Home Improvement:** 11.8%



4. **Drug Stores & Pharmacies[1]:** 11.3%



5. **Convenience Stores:** 7.1%



Source: Company data as of September 30, 2024. All figures represent percentage of ABR. Due to rounding, respective defensive retail sector exposure may not precisely reflect the absolute figures.
1. Stats for Drug Stores & Pharmacies incorporate all completed activities as of November 4, 2024; all other portfolio stats are as of September 30, 2024.

Consistent Investment Approach

Disciplined and Deliberate Portfolio Construction

Investment Philosophy	Portfolio Strategy	Current Metrics
Defensive Tenancy in Necessity-Based and E-commerce-Resistant Retail Industries[1]	Primarily	88.1%
Resilient, Cycle-Tested Investment Grade Credit Tenants with Durable Cash Flows[1]	>60%	75.3% (60.9% Investment Grade Credit and 14.4% Investment Grade Profile)
Granular Assets in Highly Fragmented, Undercapitalized Market Segment	$1 to $10 million Avg. Asset Size	$3.4 million Avg. Asset Size
Net Lease Retail Assets with Long Lease Term Benefiting From Contractual Rent Growth	~10 Year WALT	9.5 Year[2] WALT
Diversification by Industry, Tenant, State[1]	<15% Industry <50% Top 10 Tenants <15% State	16.6% Industry 49.3% Top 10 Tenants[3] 10.3% State
Significant Focus on Fundamental Real Estate Underwriting	Attractive cost basis with durable valuation supported by market rents and demos, physical structure and location, and alternative use analyses	

Source: Company data as of September 30, 2024, unless otherwise noted.

1. Portfolio statistics as a percentage of ABR.
2. Weighted by ABR; excludes lease extension options and 80 investments that secure mortgage loans receivable.
3. Includes percentage of ABR for all completed activities for Walgreens as of November 4, 2024, as if they occurred by September 30, 2024.

Acquisition Strategy – Bell Curve Investing

Acquisition Strategy is Focused on Inefficiently Priced Assets Where Risk Adjusted Returns are Higher

Efficiently Priced Assets

TYPICAL TRANSACTION

- Well marketed transaction
- Straight-forward transaction
- Ability to finance transaction
- Highly competitive, well capitalized investors

Inefficiently Priced Assets

TYPICAL TRANSACTION

- Not highly marketed
- May involve transaction structuring that limits buyer pool
- Limited financing options
- Less competitive



Stringent Three-Part Underwriting Process

Our Three-Pronged Approach Results in Superior Downside Protection

Level of Underwriting Emphasis

A



Tenant Credit Underwriting

- Evaluate corporate level financials
- Assess business risks
- Determine ownership/sponsorship
- Rigorous credit underwriting

B



Real Estate Valuation

- Review underlying key real estate metrics to maximize re-leasing potential
- Location analysis
- Alternative use analysis

C



Unit-Level Profitability

- Determine rent coverage (min. 2.0x) and cost variability
- Assess volatility and likelihood of cash flow weakness

Strong Tenant Credit Underwriting

Credit-Focused Underwriting Approach Drives Stable Revenue and Long-Term Return on Investment

	Investment Grade (rated)	Investment Grade Profile (unrated)	Sub-IG (rated) & Sub-IG Profile (unrated)

Description	• Validated financial strength and stability
	• Professional management with standardized operational practices
	• Focus on corporate guarantee credit
	• Lower relative yields
	• Higher competition for deals
		• IG-caliber balance sheets without explicit rating
		• Threshold metrics:
		  • At least $1B in sales
		  • Debt / adjusted EBITDA of less than 2.0x
			• Well-capitalized retailers
			• National footprint with strong brand equity
			• Focus on real estate quality / unit-level profitability
			• Higher relative yields
			• Lower competition for deals

Durability	*Defensive, consistent performance through economic cycles*		• Coverage and credit enhancements required given more susceptible to market disruptions
% Of ABR	**60.9%**	***75.3% IG and IG Profile***	**14.4%**	**24.7%**
Lease Terms (WALT, Rent Bumps, etc.)	**Less negotiating leverage**	**More negotiating leverage**	**Most negotiating leverage**
Representative Tenants	CVS Health, 7-Eleven, Walmart, TJX, Kroger, Lowe's, Firestone, Starbucks Coffee, Target, Whole Foods Market, O'Reilly Auto Parts	Ollie's Bargain Outlet, Chick-fil-A, Publix, Hobby Lobby, gerber Collision & Glass, ALDI	KFC, DaVita, Wendy's, Burlington, Jack's, Seven Brew Coffee, Bojangles', Schnucks

Source: Company data as of September 30, 2024, unless otherwise noted.

Real Estate Valuation

Real Estate Closely Follows Credit as a Top Priority: We Utilize a Ground-Up Framework Rooted in Real Estate Fundamentals to Underpin Valuation and Further Quantify the Upside Potential of an Investment

Market-Level Considerations

- Vacancy analysis
  - ***Marketability of the real estate without current tenant***
  - ***List of likely replacement tenants***
- Rent analysis
  - ***Market rent versus in-place rent***
- Demographic analysis
  - ***Current demographics plus trends and forecasts***
- Competitive analysis
  - ***Market position versus competing retail corridors***

Property-Level Considerations

- Fungibility of building for alternative uses
- Replacement cost
- Location analysis
  - ***Traffic counts***
  - ***Nearby uses and traffic drivers, complementary nature thereof***
- Accessibility and parking capacity
  - ***Ingress and egress***
  - ***Visibility / signage***



Unit-Level Profitability

Assess Unit-Level Financial Performance to Focus on Properties with Strong Rent Coverage and Higher Variability in Operating Costs



1 Obtain Financial Info

- ***Provides clarity into location-specific performance***
- Obtain unit-level financial information from parent company if possible
- If financials are not provided, utilize data provided by third party vendors to estimate sales by location
- Third party data includes:
  - Cell phone traffic
  - Point of sales (POS) data



2 Perform Financial Analysis

- ***Analyze store demand dynamics, cost structure and liquidity profile***
- Triangulate P&L based on available information
  - Foot traffic
  - Sales
  - EBITDAR margin
  - Rent
- Account for variability in business model cost structure
  - Higher proportion of fixed costs = more variability in rent coverage
- Determine store ranking within tenant's broader operating portfolio based on estimated sales



3 Assess Investment Merits

- ***Determine whether property meets investment criteria***

Key Unit-Level Investment Criteria

- **Minimum 2.0x Rent Coverage**
- **Higher Cost Variability**
- **Ranks in Top Half of Tenant's Store Portfolio**

History of Sourcing Investments at Attractive Yields

Consistently Invested at Above-Market Yields Despite Focus on High-Quality Tenants

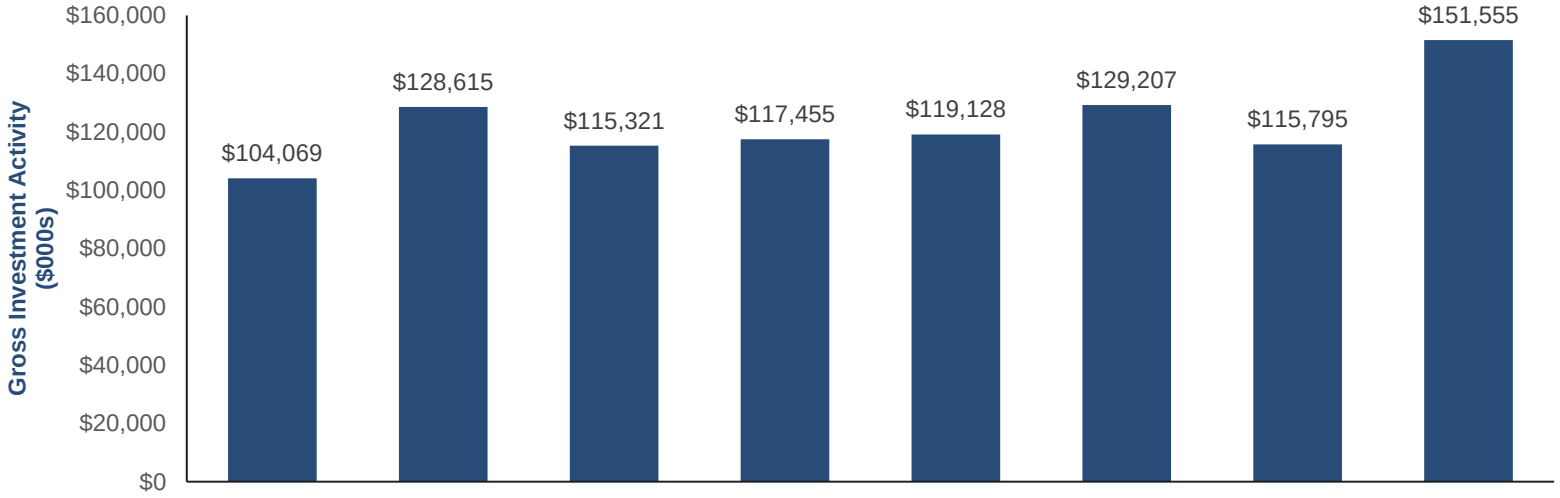
	Sourcing Volume Since 3Q'20				
	NETSTREIT	AGREE REALTY RETHINK RETAIL	NNN REIT NYSE:NNN	FCPT	ESSENTIAL PROPERTIES
Volume $(000)s	$2,015	$5,511	$2,677	$1,159	$4,207
Investment Grade %	64.3%	67.1%	NA	54.7%	NA
Investment Grade Profile[1] %	12.2%	NA	NA	NA	NA
IG + IG Profile %	76.5%	NA	NA	NA	NA
WALT[2]	10.5	9.5	10.7	10.7	14.8
Weighted Average Cash Yield	**6.9%**	**6.3%[3]**	**6.9%**	**6.6%**	**7.5%**

Source: Company filings from August 2020 through September 30, 2024.

1. Investments with investment grade credit metrics (more than $1.0 billion in annual sales and a debt to adjusted EBITDA ratio of less than 2.0x), but do not carry a published rating from S&P, Fitch, Moody's, or NAIC.
2. Excludes lease extension options and investments that secure mortgage loans receivable.
3. Assumes cash cap rate is 30bps lower than reported GAAP cap rate.

Investment Activity

Summary Details

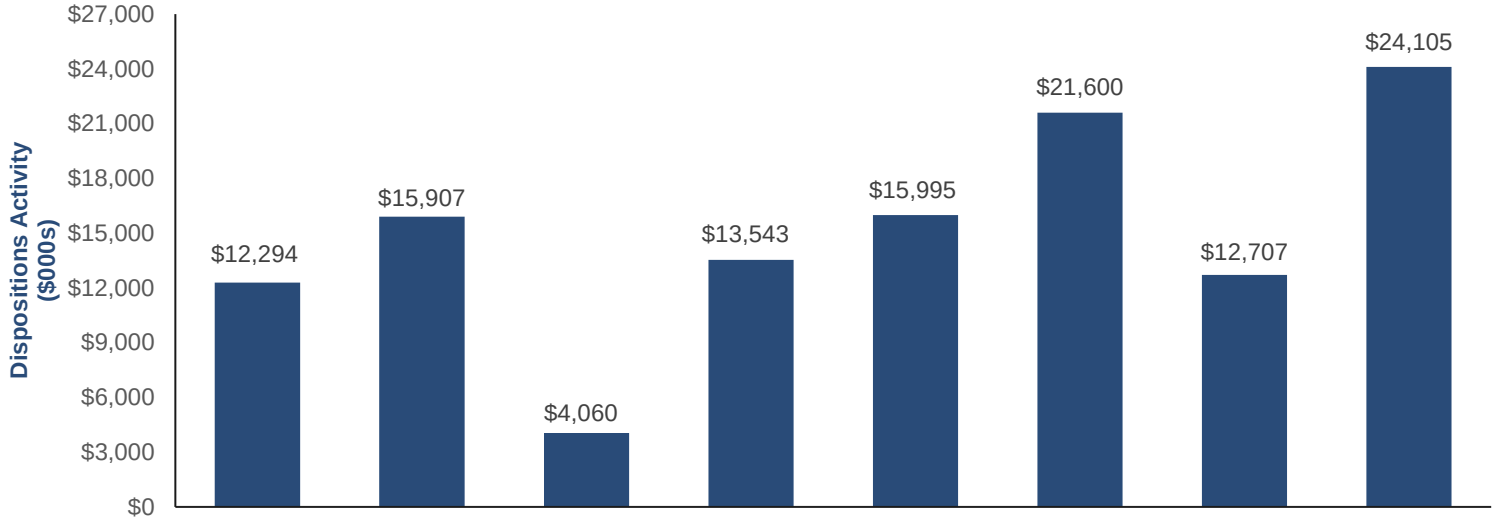


Investments[1]	4Q'22	1Q'23	2Q'23	3Q'23	4Q'23	1Q'24	2Q'24	3Q'24
Number of Investments	24	71	39	29	57	42	28	33
Average Investment	$4,336	$1,811	$2,957	$4,050	$2,090	$3,076	$4,136	$4,593
Cash Cap Rates	6.9%	7.7%	6.8%	7.0%	7.2%	7.5%	7.5%	7.5%
IG + IGP %	97.7%	94.9%	80.7%	97.2%	98.7%	84.8%	39.1%	52.4%
Weighted Average Lease Term[2]	11.1	10.3	11.5	10.0	10.9	11.5	16.7	12.5

Source: Company data as of September 30, 2024.
1. Includes acquisitions, mortgage loans receivable, and completed developments.
2. Excludes lease extension options and investments that secure mortgage loans receivable.

Disposition Activity

Summary Details



Dispositions	4Q'22	1Q'23	2Q'23	3Q'23	4Q'23	1Q'24	2Q'24	3Q'24
Cash Cap Rates[1]	6.7%	6.8%	6.7%	6.9%	7.2%	6.8%	6.8%	7.3%
Number of Investments	3	8	2	6	6	12	6	8
Weighted Average Lease Term	10.8	5.6	4.2	7.1	11.2	10.3	10.3	9.9

Source: Company data as of September 30, 2024.

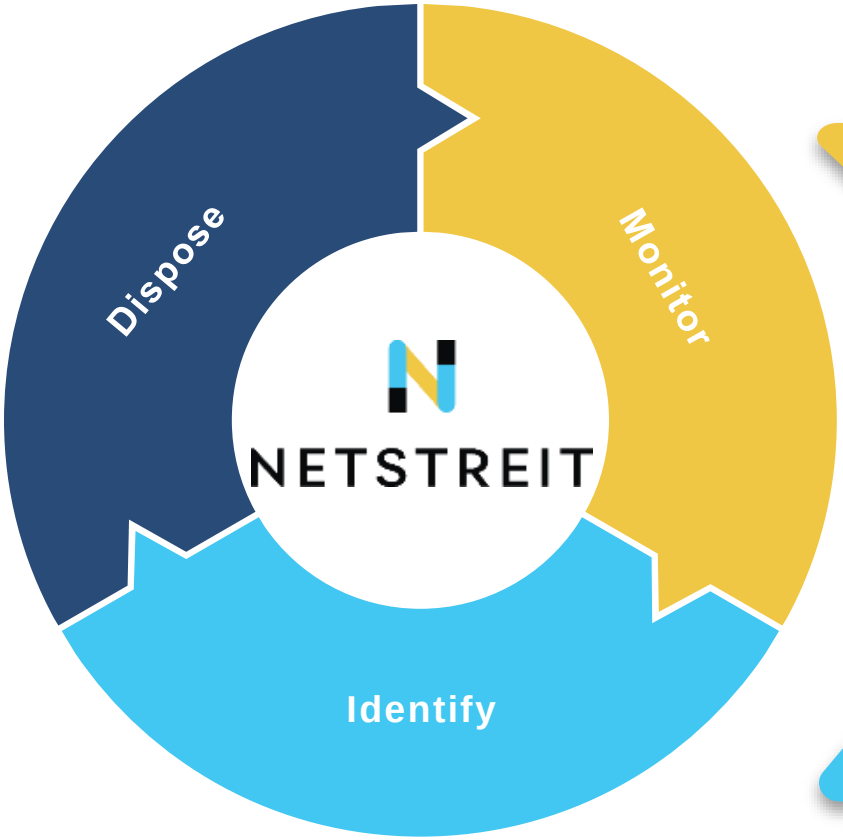
1. Excludes vacant properties.

Active Asset Management

Continuously Track Property Performance to Stratify Portfolio and Ensure a Secure Rental Stream

Strategic Recycling

Leverage 1031 exchange transfers where possible to access deep, non-institutional market for portfolio optimization



Active Monitoring

Periodically review all properties for changes in performance, credit, and local conditions

Perpetual Stratification

Identify properties not meeting strategy and/or risk management criteria (i.e. rent coverage)

Since inception, the Company has disposed of 109 properties totaling $298 million, which has materially improved portfolio performance metrics such as tenant quality, WALT, and geographic diversity

Source: Company data as of September 30, 2024.

Conservative Balance Sheet with Improved Liquidity

Balance Sheet Positioned for Growth Given Strong Liquidity Profile and Low Leverage Position

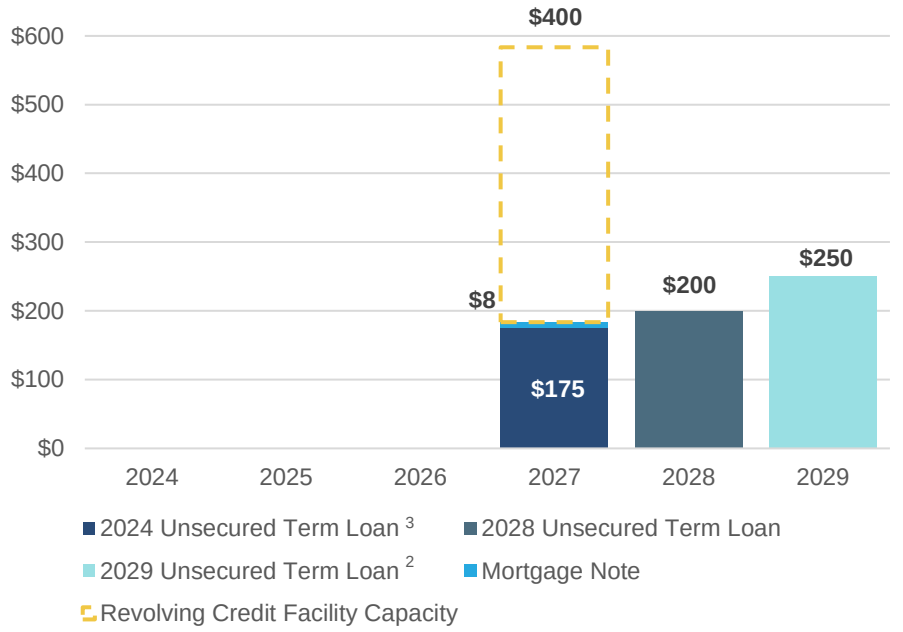
Abundant Liquidity to Support Growth:
$464.1 million in total liquidity[1]

Well-Staggered Debt Maturity Profile:
No term loan maturities expected until 2027[2,3]

Unsecured Balance Sheet:
Asset base is over 99% unencumbered

Low Leverage:
Adjusted Net Debt[1] / Annualized Adjusted EBITDAre of 4.0x

Debt Maturity Schedule – Pro Forma[2,3]

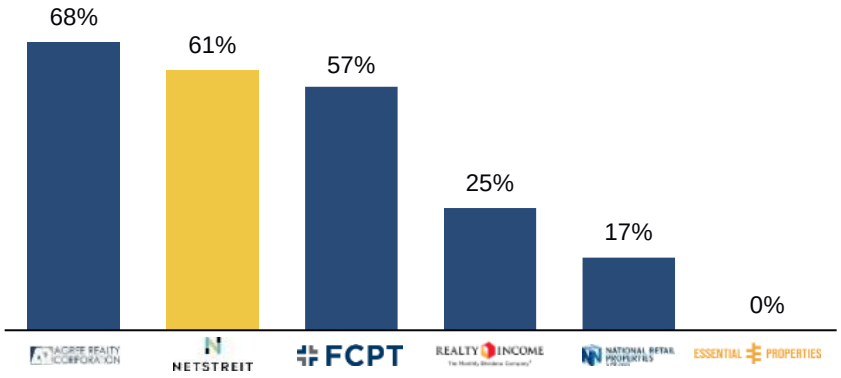


Source: Company data as September 30, 2024, unless otherwise noted.
1. Reflects 10,735,647 of unsettled forward equity shares at the September 30, 2024, weighted average net settlement price of $17.28 per share.
2. The three-year $250.0 million senior unsecured delayed draw term loan includes two one-year extension options and one six-month to extend maturity to January 2029, at Company's discretion, totaling 5.5 year of available term.
3. Company extended the existing $175 million term loan maturity to January 2026 from December 2024, with a one-year extension option to further extend maturity to January 2027.

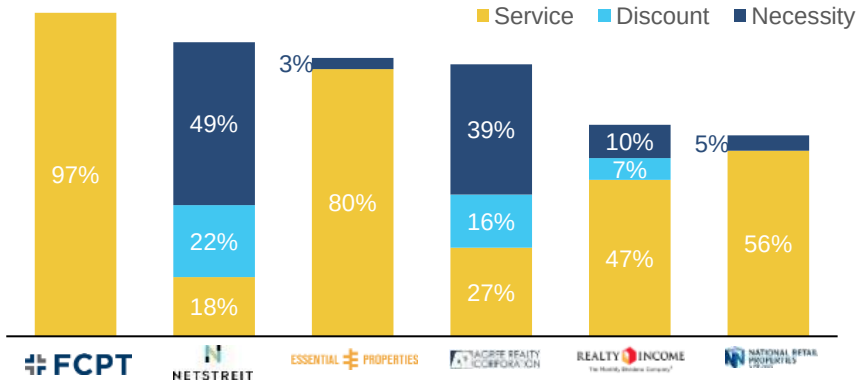
Portfolio Highlights Relative to Peers

NTST's Stable & Predictable Cash Flow Profile Drives Superior Risk-Adjusted Returns

Investment Grade %

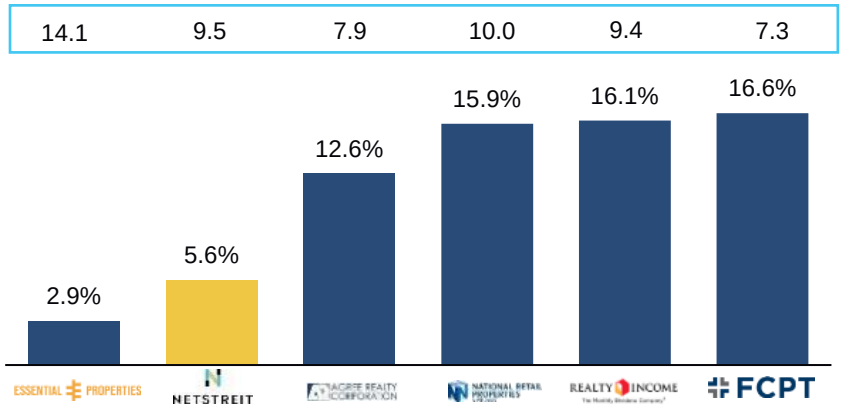


Portfolio Composition[1]

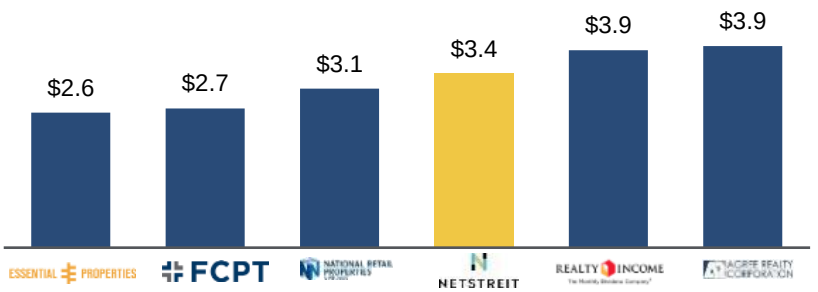


Lease Rollover Through 2027

Weighted-Average Lease Term



Average Investment Size per Property



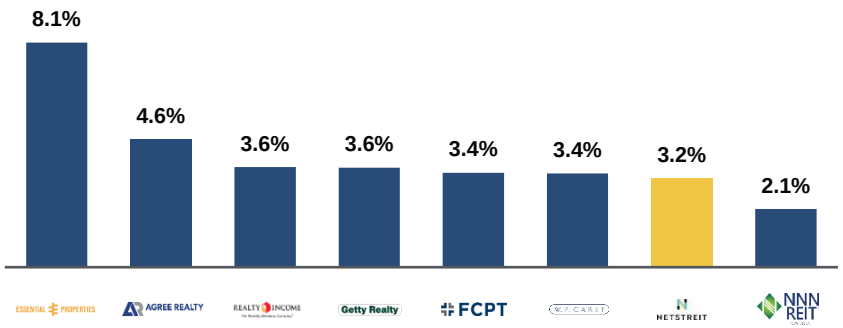
Source: Public filings as of September 30, 2024, unless otherwise noted.

1. Examples of service includes convenience stores, quick service restaurants, automotive service, and health and fitness. Examples of discount include dollar store and discount retail. Examples of necessity include, drug stores & pharmacy, home improvement, auto parts, and banking.

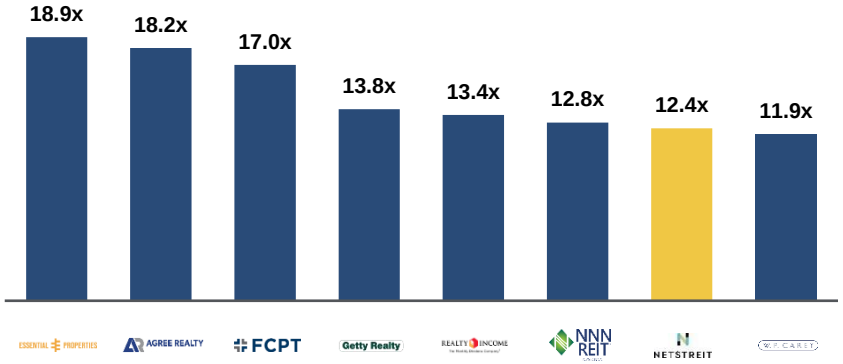
Multiple and Earnings Growth Comparison

Relative Valuation and Growth Remains Stable

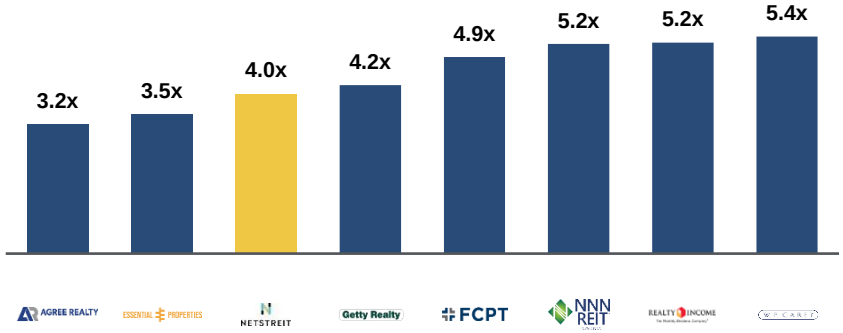
2025E AFFO per Share Growth[1]



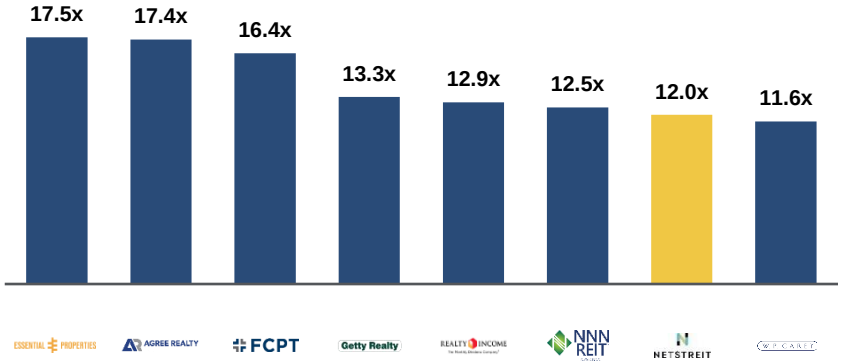
2024E AFFO per Share Multiple[2]



Net Debt + Pref. / EBITDA[3]



2025E AFFO per Share Multiple[4]



Source: Public filings, FactSet and S&P Capital IQ.
Note: Market data as of December 5, 2024. Capitalization data as of September 30, 2024.
1. 2025E AFFO per share growth is calculated using FactSet mean 2025E AFFO per share estimates and 2024E AFFO per share.
2. 2024E AFFO per share multiple calculated using current price per share and FactSet mean 2024E AFFO per share estimates.
3. Net Debt plus Preferred is adjusted for forward equity.
4. 2025E AFFO per share multiple calculated using current price per share and FactSet mean 2025E AFFO per share estimates.

Applied Cap Rate and NAV Analysis

Strong Upside Potential Given Relative Valuation

Applied Nominal Cap Rate – Sensitivity Analysis

(unaudited, in millions)	Three Months Ended, September 30, 2024				
NOI - Property	$34.2				
Straight-line Rental Adjustments	(0.7)				
Amortization of Lease-Related Intangibles	(0.2)				
Cash NOI - Property	33.3				
Intraquarter Net Investment Activity	1.7				
Normalized Cash NOI - Property	35.0				
Annualized Normalized Cash NOI - Property	**$140.0**				
Applied Cap Rate	7.50%	7.25%	7.00%	6.75%	6.50%
Implied Real Estate Value	**$1,867**	**$1,931**	**$2,000**	**$2,074**	**$2,154**
Mortgage Loan Receivable	142.2				
Property Under Development	9.4				
Other Tangible Assets	59.3				
Net Debt[1]	(569.0)				
Other Tangible Liabilities	(33.8)				
Implied Equity Value	**$1,475**	**$1,539**	**$1,608**	**$1,682**	**$1,762**
Fully Diluted Shares Outstanding	82.0				
Unsettled Forward Shares[1]	10.7				
Implied Equity Value per Share	**$15.90**	**$16.60**	**$17.34**	**$18.14**	**$19.00**

Peer Benchmarking

	Implied Cap Rate	G&A Adjusted Implied Cap Rate[2]	2024E AFFO Multiple
ESSENTIAL PROPERTIES	5.4%	5.0%	18.9x
AGREE REALTY CORPORATION	5.4%	5.1%	18.2x
FCPT	5.7%	5.1%	17.0x
REALTY INCOME The Monthly Dividend Company®	6.8%	6.5%	13.4x
NNN REIT	7.0%	6.6%	12.8x
NETSTREIT	7.6%	6.5%	12.4x
Average	**6.3%**	**5.8%**	**15.4x**

Source: Public filings, FactSet and S&P Capital IQ.
Note: Capitalization data as of September 30, 2024. Market data as of December 5, 2024; closing price per share of $15.72. Companies may define adjusted cash NOI differently. Accordingly, such data for these companies and NTST may not be comparable.
1. Assumes 10.7 million of unsettled forward equity shares were settled for cash on September 30, 2024 at a weighted average net settlement price of $17.28 per share.
2. (NOI – TTM G&A) / Implied Real Estate Value.

Case Studies

Case Study: Loan Strategy



Investment Stats:

Close Date:
March 2023

Loan Amount:
$46.1 million

Interest Rate:
9.3%

Location:
Multiple – Southeast

Term at Close:
3 years

Parent Credit Rating:
A / Baa2

Investment Highlights

- Loan provided the borrower funding to acquire a 49 property Speedway portfolio
- Loan-to-value of ~60%, with first lien senior secured priority with no capital ahead of NETSTREIT's loan
- Yield maintenance provides protection from refinancing
- Valuation excludes pending uncapped CPI rent escalations

Case Study: Breakup Strategy



Investment Stats:

Close Date:
July 2020

Purchase Price:
$17.0 million

Cash Cap Rate:
6.6%

Location:
Tupelo, MS

Term at Close:
12 years

Credit Rating:
AA / Aa2

Investment Highlights

- Acquisition of one Walmart Supercenter and one Sam's Club by partnering and concurrently closing with a shopping center acquirer who purchased the remainder of the center
- Significantly higher cap rate achieved through creative structuring
- Strong retail corridor in Tupelo, MS

Case Study: Blend & Extend



Investment Stats:

Close Date:
March 2021

Purchase Price:
$6.2 million

Post-B&E Cash Cap Rate:
6.9%

Location:
Olympia, WA

Term at Close of B&E:
10.5 Years

Credit Rating:
BBB / Baa1

Investment Highlights

- NTST negotiated a new 10-year lease with only a 7.4% rent reduction to increase lease term by six years
- Cash cap rate of 6.9% compares favorably to other 10-year Tractor Supply transactions in the market at the time
- Exceptional real estate that tenant is committed to long term

Corporate Responsibility

Governance

We are committed to acting with honesty and integrity and conducting all corporate opportunities in an ethical manner.

Governance Highlights	
Annual Director Elections	*No poison pill or differential voting stock structure to chill shareholder participation*
Majority Voting Standard For Election of Directors	*Shareholders' right to amend the charter and bylaws by simple majority vote*
Director Resignation Policy	*Separate non-executive Chair and CEO roles and Lead Independent Director with strong role and significant governance duties*
Annual Director and Committee Assessments	

Board Independence and Diversity

86%
Independent Directors

50%
Diverse Independent Directors[1]

43%
Female Directors

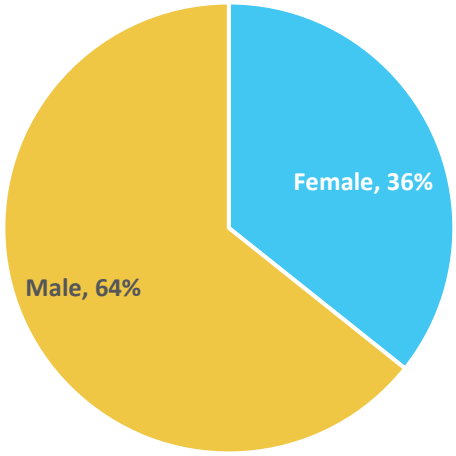
3
Fully Independent Committees

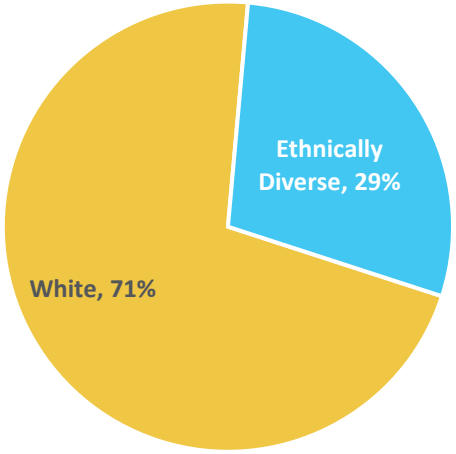
Source: Company data.
1. Reflects gender and racial / ethnic diversity.

Social Responsibility

Human capital management is the cornerstone of our ESG and corporate strategy. We believe in the value of a diverse workforce and inclusive culture.

Workforce Diversity





Benefits

401K Plan

100% company match of up to a 3% contribution, and 50% of up to the next 2%

Leave

Ten weeks of paid maternity leave at 100% salary as well as four weeks of paid family bonding; Company also provides jury duty, witness leave, and military leave

Insurance

Health, dental, and vision insurance costs covered at 90% for employees and 60% for dependents

Paid Time Off

A minimum of twenty-three PTO days

Continuing Education

Reimbursement for certifications, tuition, courses, and seminars for continuing professional education

Paid Holidays

Twelve days of paid holidays

Employee Assistance

24/7 toll-free hotline to access confidential counseling on various physical and mental health needs

Source: Company data.

Environmental Responsibility

We are committed to fulfilling our responsibility as an outstanding corporate citizen.

Corporate Sustainability Initiatives from Tenants

- ✓ 18 of our top 20 tenants have corporate sustainability initiatives in place
- ✓ 73% of ABR represents tenants with ESG initiatives

Greenhouse Gas Emissions

- ✓ We completed scope 1 and 2 greenhouse gas emissions inventory for our corporate headquarters

Green Lease Clauses

- ✓ We incorporated green lease clauses in our standard lease form and as part of our corporate guidelines
- ✓ We received Silver Level recognition from Green Lease Leaders for our efforts

Sustainable Practices

- ✓ Corporate headquarters is LEED v4 O+M: EB Gold Certified, meeting strict guidelines set forth by the Environmental Protection Agency
- ✓ Implementation of conservation practices in office

Science Based Target initiatives ("SBTi")

- ✓ We incorporated sustainability-linked loan feature, based on SBTi, to our unsecured term loans and credit facility[1]

GRESB Public Disclosure

- ✓ We participated in our first GRESB Public Disclosure

SCIENCE BASED TARGETS

GREEN LEASE LEADERS

GRESB

Source: Tenants within our portfolio that have public environmental, social, or governance initiatives as of June 30, 2024.

1. Includes the $200 million unsecured term loan which matures in February 2028, the $250 million unsecured term loan which matures in January 2029, and the $400 million revolver which matures in August 2027.

Financial Information and Non-GAAP Reconciliations

Consolidated Statements of Operations

(unaudited, dollars in thousands, except per share data)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
REVENUES				
Rental revenue (including reimbursable)	$ 38,172	$ 31,167	$ 110,226	$ 89,347
Interest income on loans receivable	3,272	2,244	8,458	5,145
Other revenue	—	550	—	550.00
Total revenues	41,444	33,961	118,684	95,042
OPERATING EXPENSES				
Property	4,494	3,883	12,578	11,350
General and administrative	4,287	5,133	15,266	15,299
Depreciation and amortization	20,438	15,804	56,522	46,599
Provisions for impairment	9,838	1,538	17,336	4,374
Transaction costs	26	143	201	267
Total operating expenses	39,083	26,501	101,903	77,889
OTHER (EXPENSE) INCOME				
Interest expense, net	(7,965)	(3,946)	(21,749)	(13,412)
(Loss) gain on sales of real estate, net	(132)	373	874	669
Loss on debt extinguishment	—	—	—	(128)
Other income, net	416	367	(2,451)	586
Total other (expense) income, net	(7,681)	(3,206)	(23,326)	(12,285)
Net (loss) income before income taxes	(5,320)	4,254	(6,545)	4,868
Income tax (expense) benefit	(2)	(15)	(31)	60
Net (loss) income	**(5,322)**	**4,239**	**(6,576)**	**4,928**
Net (loss) income attributable to noncontrolling interests	(27)	24	(35)	32
Net (loss) income attributable to common stockholders	**$ (5,295)**	**$ 4,215**	**$ (6,541)**	**$ 4,896**
Amounts available to common stockholders per common share:				
Basic	$ (0.07)	$ 0.06	$ (0.09)	$ 0.08
Diluted	$ (0.07)	$ 0.06	$ (0.09)	$ 0.08
Weighted average common shares:				
Basic	77,610,680	67,112,587	74,822,286	62,123,334
Diluted	77,610,680	68,048,369	74,822,286	62,897,957

Funds From Operations and Adjusted Funds From Operations

(unaudited, dollars in thousands, except per share data)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
GAAP Reconciliation:				
Net (loss) income	$ (5,322)	$ 4,239	$ (6,576)	$ 4,928
Depreciation and amortization of real estate	20,360	15,726	56,286	46,379
Provisions for impairment	9,838	1,538	17,336	4,374
Loss (gain) on sales of real estate, net	132	(373)	(874)	(669)
Funds from Operations (FFO)	**$ 25,008**	**$ 21,130**	**$ 66,172**	**$ 55,012**
Non-recurring executive transition costs, severance and related charges	14	62	1,495	276
Loss on debt extinguishment and other related costs	—	—	—	223
Other non-recurring (gain) loss, net	(115)	(1)	3,077	(47)
Core Funds from Operations (Core FFO)	**$ 24,907**	**$ 21,191**	**$ 70,744**	**$ 55,464**
Straight-line rent adjustments	(749)	(245)	(1,829)	(707)
Amortization of deferred financing costs	558	578	1,673	1,165
Amortization of above/below-market assumed debt	29	29	86	86
Amortization of loan origination costs and discounts	(265)	26	(242)	83
Amortization of lease-related intangibles	(170)	(121)	(363)	(517)
Earned development interest	259	189	962	189
Capitalized interest expense	(130)	(404)	(709)	(688)
Non-cash interest expense	(990)	(1,134)	(2,948)	(1,134)
Non-cash compensation expense	1,376	1,280	4,128	3,559
Adjusted Funds from Operations (AFFO)	**$ 24,825**	**$ 21,389**	**$ 71,502**	**$ 57,500**
FFO per common share, diluted	**$ 0.32**	**$ 0.31**	**$ 0.87**	**$ 0.87**
Core FFO per common share, diluted	**$ 0.32**	**$ 0.31**	**$ 0.93**	**$ 0.88**
AFFO per common share, diluted	**$ 0.32**	**$ 0.31**	**$ 0.94**	**$ 0.91**
Dividends per share	$ 0.210	$ 0.205	$ 0.620	$ 0.605
Dividends per share as a percent of AFFO	66%	66%	66%	66%
Weighted average common shares outstanding, basic	77,610,680	67,112,587	74,822,286	62,123,334
Operating partnership units outstanding	433,942	501,987	450,952	507,014
Unvested restricted stock units	115,703	173,001	117,761	167,215
Unsettled shares under open forward equity contracts	10,219	260,794	311,475	100,394
Weighted average common shares outstanding, diluted	78,170,544	68,048,369	75,702,474	62,897,957

EBITDAre and Adjusted EBITDAre
(unaudited, dollars in thousands)

	Three Months Ended September 30,	
	2024	2023
GAAP Reconciliation:		
Net (loss) income	$ (5,322)	$ 4,239
Depreciation and amortization of real estate	20,360	15,726
Amortization of lease-related intangibles	(170)	(121)
Non-real estate depreciation and amortization	78	78
Interest expense, net	7,965	3,946
Income tax expense (benefit)	2	15
Amortization of loan origination costs and discounts	(265)	26
EBITDA	22,648	23,909
Provisions for impairment	9,838	1,538
Loss (gain) on sales of real estate, net	132	(373)
EBITDAre	32,618	25,074
Straight-line rent adjustments	(749)	(245)
Non-recurring executive transition costs, severance and related charges	14	62
Other non-recurring (gain) loss, net	(115)	(1)
Other non-recurring expenses, net	523	—
Lease termination fees	—	(550)
Non-cash compensation expense	1,376	1,280
Adjustment for construction in process [1]	258	720
Adjustment for intraquarter investment activities [2]	1,921	1,341
Adjusted EBITDAre	$ 35,846	$ 27,681
Annualized Adjusted EBITDAre [3]	$ 143,384	

Net Debt	**As of September 30, 2024**
Principal amount of total debt	$ 783,245
Less: Cash, cash equivalents and restricted cash	(28,750)
Net Debt	$ 754,495
Less: Net value of unsettled forward equity [4]	(185,474)
Adjusted Net Debt	$ 569,021

Leverage	
Net Debt / Annualized Adjusted EBITDAre	5.3 x
Adjusted Net Debt / Annualized Adjusted EBITDAre	4.0 x

1. Adjustment reflects the estimated cash yield on developments in process as of September 30, 2024.
2. The adjustment assumes all re-leasing activity, investments in and dispositions of real estate, including developments completed during the three months ended September 30, 2024 and 2023, had occurred on July 1, 2024 and 2023, respectively.
3. We calculate Annualized Adjusted EBITDAre by multiplying Adjusted EBITDAre by four.
4. Reflects 10,735,647 of unsettled forward equity shares at the September 30, 2024, available weighted average net settlement price of $17.28 per share.

Net Operating Income
(unaudited, dollars in thousands)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
GAAP Reconciliation:				
Net (loss) income	$ (5,322)	$ 4,239	$ (6,576)	$ 4,928
General and administrative	4,287	5,133	15,266	15,299
Depreciation and amortization	20,438	15,804	56,522	46,599
Provisions for impairment	9,838	1,538	17,336	4,374
Transaction costs	26	143	201	267
Interest expense, net	7,965	3,946	21,749	13,412
Loss (gain) on sales of real estate, net	132	(373)	(874)	(669)
Income tax expense (benefit)	2	15	31	(60)
Loss on debt extinguishment	—	—	—	128
Interest income on mortgage loans receivable	(3,272)	(2,244)	(8,458)	(5,145)
Lease termination fees	—	(550)	—	(550)
Other expense (income), net	107	(367)	2,451	(586)
Property-Level NOI	34,201	27,284	97,648	77,997
Straight-line rent adjustments	(749)	(245)	(1,829)	(707)
Amortization of lease-related intangibles	(170)	(121)	(363)	(517)
Property-Level Cash NOI	$ 33,282	$ 26,918	$ 95,456	$ 76,773
Adjustment for intraquarter acquisitions, dispositions and completed development [1]	1,722			
Property-Level Cash NOI Estimated Run Rate	35,004			
Interest income on mortgage loans receivable	3,272			
Adjustments for intraquarter mortgage loan activity [2]	199			
Total Cash NOI - Estimated Run Rate	$ 38,475			
Property Operating Expense Coverage				
Reimbursable property operating expense	$ 3,919	$ 3,451	$ 11,067	$ 10,233
Property operating expenses	(4,494)	(3,883)	(12,578)	(11,350)
Property operating expenses, net	$ (575)	$ (432)	$ (1,511)	$ (1,117)

1. Adjustments assumes all re-leasing activity, investments in and dispositions of real estate, including developments completed during the three months ended September 30, 2024, had occurred on July 1, 2024.
2. Adjustment assumes all loan activity completed during the three months ended September 30, 2024, had occurred on July 1, 2024.

Consolidated Balance Sheets
(unaudited, dollars in thousands, except per share data)

	September 30, 2024	December 31, 2023
ASSETS		
Real estate, at cost:		
Land	$ 525,485	$ 460,896
Buildings and improvements	1,346,095	1,149,809
Total real estate, at cost	1,871,580	1,610,705
Less accumulated depreciation	(136,528)	(101,210)
Property under development	9,361	29,198
Real estate held for investment, net	1,744,413	1,538,693
Assets held for sale	45,712	52,451
Mortgage loans receivable, net	142,171	114,472
Cash, cash equivalents and restricted cash	28,750	29,929
Lease intangible assets, net	164,905	161,354
Other assets, net	59,298	49,337
Total assets	$ 2,185,249	$ 1,946,236
LIABILITIES AND EQUITY		
Liabilities:		
Term loans, net	$ 622,239	$ 521,912
Revolving credit facility	150,000	80,000
Mortgage note payable, net	7,861	7,883
Lease intangible liabilities, net	23,341	25,353
Liabilities related to assets held for sale	732	1,158
Accounts payable, accrued expenses and other liabilities	33,752	36,498
Total liabilities	$ 837,925	$ 672,804
Equity:		
Stockholders' equity		
Common stock, $0.01 par value, 400,000,000 shares authorized; 81,583,917 and 73,207,080 shares issued and outstanding as of September 30, 2024 and December 31, 2023, respectively	816	732
Additional paid-in capital	1,507,170	1,367,505
Distributions in excess of retained earnings	(165,421)	(112,276)
Accumulated other comprehensive (loss) income	(2,453)	8,943
Total stockholders' equity	1,340,112	1,264,904
Noncontrolling interests	7,212	8,528
Total equity	1,347,324	1,273,432
Total liabilities and equity	$ 2,185,249	$ 1,946,236

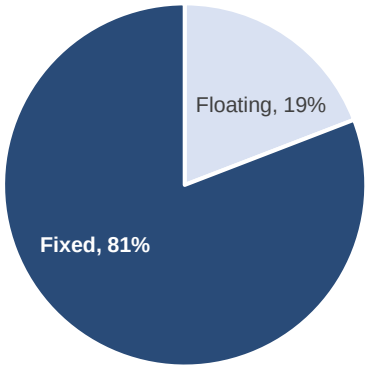
Debt, Capitalization, and Financial Ratios
(unaudited, dollars in thousands)

Debt Summary	As of September 30, 2024				
	Fully Extended Maturity	Principal Balance	Interest Rate[1]	Remaining Capacity	Available Term (years)
Unsecured revolver[2]	August 11, 2027	$ 150,000	5.94%	$ 249,850	2.9
Unsecured term loan[3]	January 15, 2027	175,000	3.12%	—	2.3
Unsecured term loan[4]	February 11, 2028	200,000	3.88%	—	3.4
Unsecured term loan[5]	January 3, 2029	250,000	4.99%	—	4.3
Mortgage note[6]	November 1, 2027	8,245	4.53%	—	3.1
Total / Weighted Average		$ 783,245	4.46%	$ 249,850	3.3

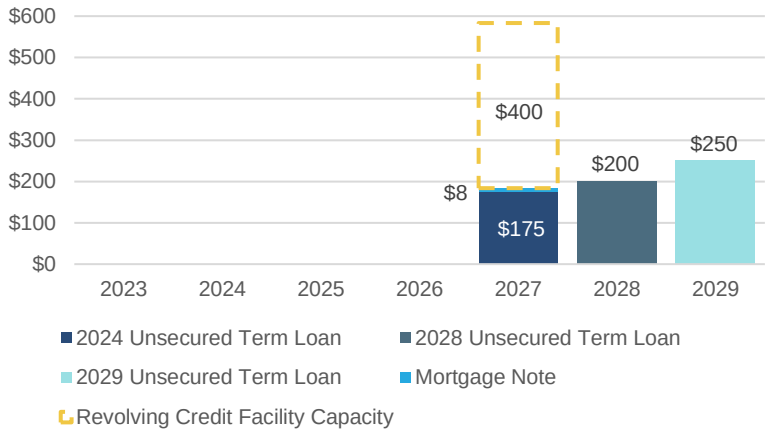
$175 million Term Loan - Interest Rate Schedule

Start Date	End Date	Applicable Balance	Fixed Rate[1]
November 27, 2023	December 23, 2024	$ 175,000	3.12 %
December 23, 2024	January 15, 2027	$ 175,000	3.65 %

Fixed vs. Floating Debt



Debt Maturity Schedule



1. Rates presented exclude the impact of capitalized loan fee amortization.
2. Interest rate reflects the all-in borrowing rate as of September 30, 2024. Facility fees are charged at an annual rate of 0.15% of the total facility size of $400 million, and are not included in the interest rate presented. The facility has a one year extension option. Remaining capacity reduced by $0.15 million for outstanding letters of credit.
3. Interest rate consists of the fixed rate SOFR swap of 1.87%, plus a credit spread adjustment of 0.10% and a borrowing spread of 1.15%. See the $175 million Term Loan - Interest Rate Schedule table for additional detail on the fixed interest rate changes through the fully extended maturity.
4. Interest rate consists of the fixed rate SOFR swap of 2.63%, plus a credit spread adjustment of 0.10% and a borrowing spread of 1.15%. The swap terminates of February 11, 2028.
5. Interest rate consists of the fixed rate SOFR swap of 3.64%, plus a credit spread adjustment of 0.10% and a borrowing spread of 1.15%. The term loan matures on July 3, 2026 and includes two one-year extension options and one six-month extension option.
6. The mortgage note was assumed as part of an asset acquisition during the third quarter of 2022.

Debt, Capitalization, and Financial Ratios (cont'd)

(unaudited, dollars in thousands)

Net Debt	September 30, 2024
Principal amount of total debt	$ 783,245
Less: Cash, cash equivalents and restricted cash	(28,750)
Net Debt	$ 754,495
Less: Net value of unsettled forward equity[1]	(185,474)
Adjusted Net Debt	$ 569,021

Net Debt / Annualized Adjusted EBITDAre	5.3 x
Adjusted Net Debt / Annualized Adjusted EBITDAre	4.0 x

Key Debt Covenant Information	Required	Actual
Consolidated total leverage ratio	≤ 60.0%	34.0 %
Fixed charge coverage ratio	≥ 1.50x	4.49x
Maximum secured indebtedness	≤ 40.0%	0.4 %
Maximum recourse indebtedness	≤ 10.0%	— %
Unencumbered leverage ratio	≤ 60.0%	36.2 %
Unencumbered interest coverage ratio	≥ 1.75x	4.49x

Liquidity	As of September 30, 2024
Unused unsecured revolver capacity	$ 249,850
Cash, cash equivalents and restricted cash	28,750
Net value of unsettled forward equity[1]	185,474
Total Liquidity	$ 464,074

Equity	Ending Shares/ Units as of September 30, 2024	Equity Market Capitalization	% of Total
Common shares[2]	81,583,917	$ 1,348,582	99.5 %
OP units[2]	424,956	7,025	0.5 %
Total	82,008,873	$ 1,355,607	100.0 %

Enterprise Value	As of September 30, 2024	% of Total
Principal amount of total debt	$ 783,245	36.6 %
Equity market capitalization[2]	1,355,607	63.4 %
Total enterprise value	$ 2,138,852	100.0 %

1. Reflects 10,735,647 of unsettled forward equity shares at the September 30, 2024 available net settlement price of $17.28.
2. Value is based on the September 30, 2024 closing share price of $16.53 per share.

Non-GAAP Measures and Definitions

FFO, Core FFO, and AFFO

FFO means funds from operations. It is a non-GAAP measure defined by NAREIT as net (loss) income (computed in accordance with GAAP), excluding gains (or losses) resulting from dispositions of properties, plus depreciation and amortization and impairment charges on depreciable real property.

Core FFO means core funds from operations. Core FFO is a non-GAAP financial measure defined as FFO adjusted to remove the effect of unusual and non-recurring items that are not expected to impact our operating performance or operations on an ongoing basis. These have included non-recurring executive transition costs, severance and related charges, non-recurring other loss (gain), net, and loss on debt extinguishments and other related costs.

AFFO means adjusted funds from operations. AFFO is a non-GAAP financial measure defined as Core FFO adjusted for GAAP net (loss) income related to non-cash revenues and expenses, such as straight-line rent, amortization of above- and below-market lease-related intangibles, amortization of lease incentives, capitalized interest expense, earned development interest, non-cash interest expense, non-cash compensation expense, amortization of deferred financing costs, amortization of above/below-market assumed debt, and amortization of loan origination costs.

Historical cost accounting for real estate assets implicitly assumes that the value of real estate assets diminishes predictably over time. In fact, real estate values historically have risen or fallen with market conditions. FFO is intended to be a standard supplemental measure of operating performance that excludes historical cost depreciation and valuation adjustments from net (loss) income. We consider FFO to be useful in evaluating potential property acquisitions and measuring operating performance.

We further consider FFO, Core FFO and AFFO to be useful in determining funds available for payment of distributions. FFO, Core FFO and AFFO do not represent net (loss) income or cash flows from operations as defined by GAAP. You should not consider FFO, Core FFO and AFFO to be alternatives to net (loss) income as a reliable measure of our operating performance; nor should you consider FFO, Core FFO and AFFO to be alternatives to cash flows from operating, investing or financing activities (as defined by GAAP) as measures of liquidity.

FFO, Core FFO and AFFO do not measure whether cash flow is sufficient to fund our cash needs, including principal amortization, capital improvements and distributions to stockholders. FFO, Core FFO and AFFO do not represent cash flows from operating, investing or financing activities as defined by GAAP. Further, FFO, Core FFO and AFFO as disclosed by other REITs might not be comparable to our calculations of FFO, Core FFO and AFFO.

Non-GAAP Measures and Definitions (cont'd)

EBITDA, EBITDA*re*, Adjusted EBITDA*re*, and Annualized Adjusted EBITDA*re*

EBITDA is defined as earnings before interest expense, income tax expense, and depreciation and amortization.

EBITDA*re* is the NAREIT definition of EBITDA (as defined above), but it is further adjusted to follow the definition included in a white paper issued in 2017 by NAREIT, which recommended that companies that report EBITDA also report EBITDA*re*. We compute EBITDA*re* in accordance with the definition adopted by NAREIT. NAREIT defines EBITDA*re* as EBITDA (as defined above) excluding gains (or losses) from sales of depreciable property and impairment charges on depreciable real property.

Adjusted EBITDA*re* is a non-GAAP financial measure defined as EBITDA*re* adjusted to exclude straight-line rent, non-cash compensation expense, non-recurring executive transition costs, severance and related charges, loss on debt extinguishment and other related costs, other non-recurring loss (gain), net, other non-recurring expenses (income), lease termination fees, adjustment for construction in process, and adjustment for intraquarter activities.

Annualized Adjusted EBITDA*re* is a non-GAAP financial measure defined as Adjusted EBITDA*re* multiplied by four.

We present EBITDA, EBITDA*re*, Adjusted EBITDA*re*, and Annualized Adjusted EBITDA*re* as they are measures commonly used in our industry. We believe that these measures are useful to investors and analysts because they provide supplemental information concerning our operating performance, exclusive of certain non-cash items and other costs. We use EBITDA, EBITDA*re*, Adjusted EBITDA*re* and Annualized Adjusted EBITDA*re* as measures of our operating performance and not as measures of liquidity.

EBITDA, EBITDA*re,* Adjusted EBITDA*re* and Annualized Adjusted EBITDA*re* do not include all items of revenue and expense included in net (loss) 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 (loss) 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, EBITDA*re*, Adjusted EBITDA*re* and Annualized Adjusted EBITDA*re* 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 and Adjusted Net Debt

Net Debt is calculated as our principal amount of total debt outstanding excluding deferred financing costs, net discounts and debt issuance costs less cash, cash equivalents and restricted cash available for future investment. We believe excluding cash, cash equivalents and restricted cash available for future investment from our principal amount, all of which could be used to repay debt, provides an estimate of the net contractual amount of borrowed capital to be repaid. We believe these adjustments are additional beneficial disclosures to investors and analysts.

Adjusted Net Debt is Net Debt adjusted by the net value of unsettled forward equity as of period end.

Non-GAAP Measures and Definitions (cont'd)

Property-Level NOI, Property-Level Cash NOI, Property-Level Cash NOI - Estimated Run Rate, and Total Cash NOI - Estimated Run Rate

Property-Level NOI, Property-Level Cash NOI, Property-Level Cash NOI - Estimated Run Rate, and Total Cash NOI - Estimated Run Rate are non-GAAP financial measures which we use to assess our operating results. We compute Property-Level NOI as net (loss) income (computed in accordance with GAAP), excluding general and administrative expenses, interest expense (or income), income tax expense, transaction costs, depreciation and amortization, gains (or losses) on sales of depreciable property, real estate impairment losses, interest income on mortgage loans receivable, loss on debt extinguishment, lease termination fees, and other expense (income), net.

We further adjust Property-Level NOI for non-cash revenue components of straight-line rent and amortization of lease-intangibles to derive Property-Level Cash NOI.

We further adjust Property-Level Cash NOI for intraquarter acquisitions, dispositions and completed developments to derive Property-Level Cash NOI - Estimated Run Rate.

We further adjust Property-Level Cash NOI - Estimated Run Rate for interest income on mortgage loans receivable and intraquarter mortgage loan activity to derive Total Cash NOI - Estimated Run Rate. We believe Property-Level NOI, Property-Level Cash NOI, Property-Level Cash NOI - Estimated Run Rate, and Total Cash NOI - Estimated Run Rate 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.

Property-Level NOI, Property-Level Cash NOI, Property-Level Cash NOI - Estimated Run Rate, and Total Cash NOI - Estimated Run Rate are not measurements of financial performance under GAAP, and may not be comparable to similarly titled measures of other companies. You should not consider our measures as alternatives to net (loss) income or cash flows from operating activities determined in accordance with GAAP.

Other Definitions

ABR is annualized base rent as of September 30, 2024, for all leases that commenced and annualized cash interest on mortgage loans receivable in place as of that date.

Cash Yield is the annualized base rent contractually due from acquired properties and completed developments, and interest income from mortgage loans receivable, divided by the gross investment amount, gross proceeds in the case of dispositions, or loan repayment amount.

Defensive Category is considered by us to represent tenants that focus on necessity goods and essential services in the retail sector, including discount stores, grocers, drug stores and pharmacies, home improvement, automotive service and quick-service restaurants, which we refer to as defensive retail industries.

The defensive sub-categories as we define them are as follows: (1) Necessity, which are retailers that are considered essential by consumers and include sectors such as drug stores, grocers and home improvement, (2) Discount, which are retailers that offer a low price point and consist of off-price and dollar stores, (3) Service, which consist of retailers that provide services rather than goods, including, tire and auto services and quick service restaurants, and (4) Other, which are retailers that are not considered defensive in terms of being considered necessity, discount or service, as defined by us.

Non-GAAP Measures and Definitions (cont'd)

Investments are lease agreements in place at owned properties, properties that have leases associated with mortgage loans receivable, developments where rent commenced, interest earning developments, or in the case of master lease arrangements each property under the master lease is counted as a separate lease.

Occupancy is expressed as a percentage, and it is the number of economically occupied properties divided by the total number of properties owned, excluding mortgage loans receivable and properties under development.

OP units means operating partnership units not held by NETSTREIT.

Weighted Average Lease Term is weighted by the annualized base rent, excluding lease extension options and investments associated with mortgage loans receivable.