

#### **NEWS RELEASE**

For information contact: Kevin B. Habicht Chief Financial Officer (407) 265-7348

FOR IMMEDIATE RELEASE August 1, 2024

# Second Quarter 2024 Operating Results and Increased 2024 Guidance Announced by NNN REIT, Inc.

**Orlando, Florida, August 1, 2024** – NNN REIT, Inc. (NYSE: NNN), a real estate investment trust, today announced its operating results for the quarter and six months ended June 30, 2024. Highlights include:

#### **Operating Results:**

• Revenues and net earnings, FFO, Core FFO and AFFO and diluted per share amounts:

	Quarte June	r Ende e 30,	ed		Six Mont June	hs En e 30,	ded
	 2024		2023		2024		2023
	(do	llars ir	n thousands,	excep	t per share da	ata)	
Revenues	\$ 216,813	\$	202,640	\$	432,220	\$	406,748
Net earnings	\$ 106,666	\$	98,704	\$	201,037	\$	188,871
Net earnings per share	\$ 0.58	\$	0.54	\$	1.10	\$	1.04
FFO	\$ 152,380	\$	144,590	\$	303,641	\$	290,139
FFO per share	\$ 0.83	\$	0.80	\$	1.66	\$	1.60
Core FFO	\$ 152,533	\$	144,899	\$	304,111	\$	290,871
Core FFO per share	\$ 0.83	\$	0.80	\$	1.67	\$	1.60
AFFO	\$ 153,596	\$	146,079	\$	306,855	\$	294,245
AFFO per share	\$ 0.84	\$	0.80	\$	1.68	\$	1.62

#### Second Quarter 2024 Highlights:

- FFO and Core FFO per share increased 3.8% over prior year results
- AFFO per share increased 5.0% over prior year results
- Maintained high occupancy levels at 99.3%, with a weighted average remaining lease term of 10.0 years, at June 30, 2024 as compared to 99.4% at March 31, 2024 and 99.5% at December 31, 2023
- \$110.5 million in property investments, including the acquisition of 16 properties with an aggregate gross leasable area of approximately 272,000 square feet at an initial cash cap rate of 7.9%
- Sold 14 properties for \$67.3 million, producing \$17.6 million of gains on sales
- Raised \$13.3 million in net proceeds from the issuance of 318,258 common shares
- Issued \$500 million principal amount of 5.500% senior unsecured notes due 2034
- Redeemed \$350 million principal amount of 3.900% senior unsecured notes due 2024
- Expanded line of credit borrowing capacity from \$1.1 billion to \$1.2 billion and extended maturity to April 2028
- Maintained sector-leading 12.6 year weighted average debt maturity

#### First Half of 2024 Highlights:

- FFO per share increased 3.8% over prior year results
- Core FFO per share increased 4.4% over prior year results
- AFFO per share increased 3.7% over prior year results
- \$235.0 million in property investments, including the acquisition of 36 properties with an aggregate gross leasable area of approximately 555,000 square feet at an initial cash cap rate of 8.0%
- Sold 20 properties for \$85.8 million, producing \$22.4 million of gains on sales
- Raised \$34.8 million in net proceeds from the issuance of 837,752 common shares

Core FFO guidance for 2024 was increased from a range of \$3.25 to \$3.31 per share to a range of \$3.27 to \$3.33 per share. The 2024 AFFO is estimated to be \$3.31 to \$3.37 per share. The Core FFO guidance equates to net earnings of \$1.93 to \$1.99 per share, plus \$1.34 per share of expected real estate depreciation and amortization and excludes any gains from the sale of real estate, charges for impairments and executive retirement costs. The guidance is based on current plans and assumptions and subject to risks and uncertainties more fully described in this press release and the company's reports filed with the Securities and Exchange Commission.

Steve Horn, Chief Executive Officer, commented: "NNN REIT continues to operate with a high degree of discipline. During the second quarter, we deployed \$110.5 million of capital in accretive, high quality real estate deals while maintaining a balance sheet with a sector-leading 12.6-year weighted average debt maturity. Our thoughtful approach to raising and deploying capital, combined with our high occupancy and active management of our robust property portfolio, enables us to increase our Core FFO per share guidance for 2024. In July, we increased our common stock dividend by nearly three percent to 58 cents per share while preserving our low dividend payout ratio. This marks our 35th consecutive year of increased annual dividends, a feat matched by only two other publicly traded REITs and by fewer than 80 public companies in the United States."

NNN REIT invests primarily in high-quality retail properties subject generally to long-term, net leases. As of June 30, 2024, the company owned 3,548 properties in 49 states with a gross leasable area of approximately 36.1 million square feet and a weighted average remaining lease term of 10.0 years. NNN is one of only three publicly traded real estate investment trusts to have increased annual dividends for 35 or more consecutive years. For more information on the company, visit www.nnreit.com.

Management will hold a conference call on August 1, 2024, at 10:30 a.m. ET to review its results of operations. The call can be accessed on the NNN REIT website live at www.nnnreit.com. For those unable to listen to the live broadcast, a replay will be available on the company's website. In addition, a summary of any earnings guidance given on the call will be posted to the company's website.

Statements in this press release that are not strictly historical are "forward-looking" statements. These statements generally are characterized by the use of terms such as "believe," "expect," "intend," "may," "estimated," or other similar words or expressions. Forward-looking statements involve known and unknown risks, which may cause the company's actual future results to differ materially from expected results. These risks include, among others, general economic conditions, including inflation, local real estate conditions, changes in interest rates, increases in operating costs, the preferences and financial condition of the company's tenants, the availability of capital, risks related to the company's status as a real estate investment trust ("REIT"), and the potential impacts of an epidemic or pandemic on the company's business operations, financial results, and financial position on the world economy. Additional information concerning these and other factors that could cause actual results to differ materially from these forward-looking statements is contained from time to time in the company's Securities and Exchange Commission (the "Commission") filings, including, but not limited to, the company's (i) Annual Report on Form 10-K for the year ended December 31, 2023 and (ii) Quarterly Report on Form 10-Q for the quarters ended March 31, 2024 and June 30, 2024. Copies of each filing may be obtained from the company or the Commission. Such forward-looking statements should be regarded solely as reflections of the company's current operating plans and estimates. Actual operating results may differ materially from what is expressed or forecast in this press release. NNN REIT, Inc. undertakes no obligation to publicly release the results of any revisions to these forward-looking statements that may be made to reflect events or circumstances after the date these statements were made.

Funds From Operations, commonly referred to as "FFO", is a relative non-GAAP financial measure of operating performance of an equity REIT in order to recognize that income-producing real estate historically has not depreciated on the basis determined under GAAP. FFO is defined by the National Association of Real Estate Investment Trusts ("NAREIT") and is used by the company as follows: net earnings (computed in accordance with GAAP) plus depreciation and amortization of assets unique to the real estate industry, excluding gains (or including losses), any applicable taxes and noncontrolling interests on the disposition of certain assets, the company's share of these items from the company's noncontrolling interests and any impairment charges on a depreciable real estate asset, net of recoveries.

FFO is generally considered by industry analysts to be the most appropriate measure of performance of real estate companies. FFO does not necessarily represent cash provided by operating activities in accordance with GAAP and should not be considered an alternative to net earnings as an indication of the company's performance or to cash flow as a measure of liquidity or ability to make distributions. Management considers FFO an appropriate measure of performance of an equity REIT because it primarily excludes the assumption that the value of the real estate assets diminishes predictably over time, and because industry analysts have accepted it as a performance measure. The company's computation of FFO may differ from the methodology for calculating FFO used by other equity REITs, and therefore, may not be comparable to such other REITs. A reconciliation of net earnings (computed in accordance with GAAP) to FFO, as defined by NAREIT, is included in the financial information accompanying this release.

Core Funds From Operations ("Core FFO") is a non-GAAP measure of operating performance that adjusts FFO to eliminate the impact of certain GAAP income and expense amounts that the company believes are infrequent and unusual in nature and/or not related to its core real estate operations. Exclusion of these items from similar FFO-type metrics is common within the REIT industry, and management believes that presentation of Core FFO provides investors with a potential metric to assist in their evaluation of the company's operating performance across multiple periods and in comparison to the operating performance of its peers because it removes the effect of unusual items that are not expected to impact the company's operating performance on an ongoing basis. Core FFO is used by management in evaluating the performance of the company's core business operations and is a factor in determining management compensation. Items included in calculating FFO that may be excluded in calculating Core FFO may include items such as transaction related gains, income or expense, impairments on land or commercial mortgage residual interests, executive retirement costs or other non-core amounts as they occur. The company's computation of Core FFO may differ from the methodology for calculating Core FFO used by other equity REITs, and therefore, may not be comparable to such other REITs. A reconciliation of net earnings (computed in accordance with GAAP) to Core FFO is included in the financial information accompanying this release.

Adjusted Funds From Operations ("AFFO") is a non-GAAP financial measure of operating performance used by many companies in the REIT industry. AFFO adjusts FFO for certain non-cash items that reduce or increase net income in accordance with GAAP. AFFO should not be considered an alternative to net earnings, as an indication of the company's performance or to cash flow as a measure of liquidity or ability to make distributions. Management considers AFFO a useful supplemental measure of the company's performance. The company's computation of AFFO may differ from the methodology for calculating AFFO used by other equity REITs, and therefore, may not be comparable to such other REITs. A reconciliation of net earnings (computed in accordance with GAAP) to AFFO is included in the financial information accompanying this release.

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

		Quarter Ended June 30,				Six Months E June 30		ded
		2024		2023	_	2024		2023
Income Statement Summary								
Revenues:								
Rental income	\$	216,140	\$	202,426	\$	430,965	\$	406,056
Interest and other income from real estate transactions		673		214	_	1,255		692
		216,813		202,640		432,220		406,748
Operating expenses:								
General and administrative		11,789		10,740		24,373		22,991
Real estate		6,758		6,836		13,912		13,682
Depreciation and amortization		62,503		59,875		123,118		119,023
Leasing transaction costs		20		52		53		127
Impairment losses – real estate, net of recoveries		944		34		2,148		2,674
Executive retirement costs		153		309		470		732
		82,167		77,846		164,074		159,229
Gain on disposition of real estate		17,621		13,930		22,442		20,230
Earnings from operations		152,267		138,724		290,588		267,749
Other expenses (revenues):								
Interest and other income		(976)		(74)		(1,095)		(107)
Interest expense		46,577		40,094		90,646		78,985
		45,601		40,020		89,551		78,878
Net earnings	\$	106,666	\$	98,704	\$	201,037	\$	188,871
Weighted average shares outstanding:								
Basic	1	82,438,791		181,092,031		182,119,471		180,969,809
Diluted	1	82,807,374		181,627,857		182,528,333		181,544,275
Net earnings per share available to stockholders:								
Basic	\$	0.58	\$	0.54	\$	1.10	\$	1.04
Diluted	\$	0.58	\$	0.54	\$	1.10	\$	1.04

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

	Quarter Ended June 30,			Six Montl June		ded		
		2024		2023		2024		2023
Funds From Operations ("FFO") Reconciliation:								
Net earnings	\$	106,666	\$	98,704	\$	201,037	\$	188,871
Real estate depreciation and amortization		62,391		59,782		122,898		118,824
Gain on disposition of real estate		(17,621)		(13,930)		(22,442)		(20,230)
Impairment losses – depreciable real estate, net of recoveries		944		34		2,148		2,674
Total FFO adjustments		45,714		45,886		102,604		101,268
FFO	\$	152,380	\$	144,590	\$	303,641	\$	290,139
FFO per share:								
Basic	\$	0.84	\$	0.80	\$	1.67	\$	1.60
Diluted	\$	0.83	\$	0.80	\$	1.66	\$	1.60
Core Funds From Operations ("Core FFO") Reconciliation:								
Net earnings		100.000				201.00=		100.074
Total FFO adjustments	\$	106,666	\$	98,704	\$	201,037	\$	188,871
FFO		45,714		45,886		102,604		101,268
TTO		152,380		144,590		303,641		290,139
Executive retirement costs		153		309		470		732
Total Core FFO adjustments		153		309		470		732
Core FFO	\$	152,533	\$	144,899	\$	304,111	\$	290,871
Core FFO per share:								
Basic	\$	0.84	\$	0.80	\$	1.67	\$	1.61
Diluted	\$	0.83	\$	0.80	\$ \$	1.67	\$ \$	1.60
			_					

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

		Quarte June		led		Six Month June		ided
		2024		2023	_	2024		2023
Adjusted Funds From Operations ("AFFO") Reconciliation:								
Net earnings	\$	106,666	\$	98,704	\$	201,037	\$	188,871
Total FFO adjustments		45,714		45,886		102,604		101,268
Total Core FFO adjustments		153		309		470		732
Core FFO		152,533		144,899		304,111		290,871
Straight-line accrued rent, net of reserves		95		(534)		131		(1,003
Net capital lease rent adjustment		54		82		108		161
Below-market rent amortization		(125)		(122)		(242)		(234
Stock based compensation expense		2,656		2,475		6,223		5,576
Capitalized interest expense		(1,617)		(721)		(3,476)		(1,126
Total AFFO adjustments		1,063		1,180		2,744		3,374
AFFO	\$	153,596	\$	146,079	\$	306,855	\$	294,245
AFFO per share:								
Basic	\$	0.84	\$	0.81	\$	1.68	\$	1.63
Diluted	\$	0.84	\$	0.80	\$	1.68	\$	1.62
Other Information:								
Rental income from operating leases <sup>(1)</sup>	\$	211,557	\$	197,629	\$	420,641	\$	395,812
Earned income from direct financing leases <sup>(1)</sup>	\$	118	\$	143	\$	237	\$	287
Percentage rent <sup>(1)</sup>	\$	259	\$	291	\$	1,147	\$	1,054
Real estate expense reimbursement from tenants <sup>(1)</sup>								
	\$	4,206	\$	4,363	\$	8,940	\$	8,903
Real estate expenses	<del>.</del>	(6,758)	_	(6,836)		(13,912)	_	(13,682
Real estate expenses, net of tenant reimbursements	\$	(2,552)	\$	(2,473)	\$	(4,972)	\$	(4,779
Amortization of debt costs	\$	1,787	\$	1,202	\$	3,088	\$	2,401
Scheduled debt principal amortization (excluding maturities)	\$ \$	_	\$	_	\$	_	\$	173
Non-real estate depreciation expense	\$	115	\$	97	\$	226	\$	205
							_	

For the quarters ended June 30, 2024 and 2023, the aggregate of such amounts is \$216,140 and \$202,426, respectively, and \$430,965 and \$406,056, for the six months ended June 30, 2024 and 2023, respectively, and is classified as rental income on the income statement summary.

<sup>(2)</sup> In April 2023, NNN repaid the remaining mortgages payable principal balance of \$9,774.

### 2024 Earnings Guidance

Guidance is based on current plans and assumptions and subject to risks and uncertainties more fully described in this press release and the company's reports filed with the Commission.

	2024 Guidance
Net earnings per share excluding any gains on disposition of real	
estate, impairment charges, and executive retirement costs	\$1.93 - \$1.99 per share
Real estate depreciation and amortization per share	\$1.34 per share
Core FFO per share	\$3.27 - \$3.33 per share
AFFO per share	\$3.31 - \$3.37 per share
General and administrative expenses	\$46 - \$48 Million
Real estate expenses, net of tenant reimbursements	\$10 - \$11 Million
Acquisition volume	\$400 - \$500 Million
Disposition volume	\$100 - \$120 Million

# (dollars in thousands) (unaudited)

	June 30, 2024		ecember 31, 2023
Balance Sheet Summary			
Assets:			
Real estate portfolio, net of accumulated depreciation and amortization	\$ 8,586,936	\$	8,535,851
Cash and cash equivalents	2,130		1,189
Restricted cash and cash held in escrow	14,672		3,966
Receivables, net of allowance of \$639 and \$669, respectively	2,551		3,649
Accrued rental income, net of allowance of \$4,087 and \$4,168, respectively	33,956		34,611
Debt costs, net of accumulated amortization of \$25,552 and \$23,952, respectively	10,460		3,243
Other assets	76,590		79,459
Total assets	\$ 8,727,295	\$	8,661,968
Liabilities:			
Line of credit payable	\$ 12,000	\$	132,000
Notes payable, net of unamortized discount and unamortized debt costs	4,370,807		4,228,544
Accrued interest payable	30,931		34,374
Other liabilities	118,635		109,593
Total liabilities	4,532,373		4,504,511
Total equity	4,194,922		4,157,457
Total liabilities and equity	\$ 8,727,295	\$	8,661,968
Common shares outstanding	183,666,067		182,474,770
Gross leasable area, Property Portfolio (square feet)	 36,095,000		35,966,000

# NNN REIT, Inc. Debt Summary

As of June 30, 2024 (dollars in thousands) (unaudited)

				Principal, Net of			
			U	Inamortized	Stated	Effective	
Unsecured Debt	_	Principal	_	Discount	Rate	Rate	Maturity Date
Line of credit novelle	\$	12,000	\$	12,000	SOFR + 87.5 bps	6.185%	April 2028
Line of credit payable	Ş	12,000	Ş	12,000	67.5 ups	0.165%	April 2026
Unsecured notes payable:							
2025		400,000		399,844	4.000%	4.029%	November 2025
2026		350,000		348,916	3.600%	3.733%	December 2026
2027		400,000		399,404	3.500%	3.548%	October 2027
2028		400,000		398,631	4.300%	4.388%	October 2028
2030		400,000		399,223	2.500%	2.536%	April 2030
2033		500,000		489,131	5.600%	5.905%	October 2033
2034		500,000		493,894	5.500%	5.662%	June 2034
2048		300,000		296,177	4.800%	4.890%	October 2048
2050		300,000		294,491	3.100%	3.205%	April 2050
2051		450,000		442,140	3.500%	3.602%	April 2051
2052		450,000		440,170	3.000%	3.118%	April 2052
Total		4,450,000	_	4,402,021			
Total unsecured debt <sup>(1)</sup>			_				
Total unsecured debt/	\$	4,462,000	\$	4,414,021			
Debt costs			\$	(43,820)			
Accumulated amortization			Y	12,606			
Debt costs, net of accumulated amortization	า			(31,214)			
Notes payable, net of unamortized discount	and	i					
unamortized debt costs			\$	4,370,807			

<sup>(1)</sup> Unsecured debt has a weighted average interest rate of 4.1% and a weighted average maturity of 12.6 years.

As of June 30, 2024, Net Debt / EBITDA based on current quarter EBITDA annualized is 5.5x.

# NNN REIT, Inc. Debt Summary – Continued

As of June 30, 2024 (unaudited)

#### **Credit Facility and Note Covenants**

The following is a summary of key financial covenants for the company's unsecured credit facility and notes, as defined and calculated per the terms of the facility's credit agreement and the notes' governing documents, respectively, which are included in the company's filings with the Commission. These calculations, which are not based on U.S. GAAP measurements, are presented to investors to show that as of June 30, 2024, the company believes it is in compliance with the covenants.

Key Covenants	Required	June 30, 2024
Unsecured Bank Credit Facility:		
Maximum leverage ratio	< 0.60	0.38
Minimum fixed charge coverage ratio	> 1.50	4.34
Maximum secured indebtedness ratio	< 0.40	_
Unencumbered asset value ratio	> 1.67	2.64
Unencumbered interest ratio	> 1.75	4.26
Unsecured Notes:		
Limitation on incurrence of total debt	≤ 60%	41.0%
Limitation on incurrence of secured debt	≤ 40%	_
Debt service coverage ratio	≥ 1.50	4.3
Maintenance of total unencumbered assets	≥ 150%	244%

### NNN REIT, Inc. Property Portfolio

As of June 30, 2024

### **Top 20 Lines of Trade**

		As of Ju	ne 30,
	Lines of Trade	2024 <sup>(1)</sup>	2023(2)
1.	Automotive service	16.7%	14.5%
2.	Convenience stores	16.2%	16.9%
3.	Restaurants – limited service	8.5%	8.8%
4.	Restaurants – full service	8.4%	8.9%
5.	Family entertainment centers	6.6%	5.7%
6.	Recreational vehicle dealers, parts and accessories	5.0%	4.2%
7.	Theaters	4.1%	4.3%
8.	Health and fitness	4.0%	4.7%
9.	Equipment rental	3.3%	3.0%
10.	Wholesale clubs	2.4%	2.5%
11.	Automotive parts	2.4%	2.5%
12.	Drug stores	2.3%	2.5%
13.	Home improvement	2.2%	2.3%
14.	Furniture	2.0%	2.1%
15.	Medical service providers	1.8%	1.8%
16.	General merchandise	1.4%	1.5%
17.	Home furnishings	1.3%	1.5%
18.	Consumer electronics	1.3%	1.4%
19.	Travel plazas	1.3%	1.3%
20.	Pet supplies and services	1.2%	1.0%
	Other	7.6%	8.6%
	Total	100.0%	100.0%

#### **Top 10 States**

	% of		% of
State	Total <sup>(1)</sup>	State	Total <sup>(1)</sup>
1. Texas	16.9%	6. North Carolina	3.8%
2. Florida	9.4%	7. Tennessee	3.7%
3. Illinois	5.2%	8. Indiana	3.7%
4. Ohio	4.8%	9. Virginia	3.3%
5. Georgia	4.7%	10. California	3.2%

As a percentage of annual base rent, which is the annualized base rent for all leases in place.

<sup>(1) \$837,568,000</sup> as of June 30, 2024.

<sup>(2) \$794,475,000</sup> as of June 30, 2023.

# NNN REIT, Inc. Property Portfolio – Continued

As of June 30, 2024

### **Top 20 Tenants**

	Tenant	# of Properties	% of Total <sup>(1)</sup>
1.	7-Eleven	146	4.6%
2.	Mister Car Wash	121	4.1%
3.	Camping World	47	3.7%
4.	Dave & Buster's	32	3.5%
5.	GPM Investments (convenience stores)	150	2.9%
6.	Flynn Restaurant Group (Taco Bell/Arby's)	204	2.7%
7.	LA Fitness	26	2.7%
8.	AMC Theatre	20	2.7%
9.	BJ's Wholesale Club	13	2.4%
10.	Mavis Tire Express Services	140	2.2%
11.	Couche Tard (Pantry)	93	2.2%
12.	Walgreens	49	1.8%
13.	Chuck-E-Cheese	53	1.8%
14.	Sunoco	53	1.8%
15.	United Rentals	49	1.6%
16.	Frisch's Restaurants	66	1.5%
17.	Fikes (convenience stores)	58	1.5%
18.	Bob Evans	106	1.3%
19.	Life Time Fitness	3	1.3%
20.	Tidal Wave Auto Spa	35	1.3%

## **Lease Expirations**(2)

	% of Total <sup>(1)</sup>	# of Properties	Gross Leasable Area <sup>(3)</sup>		% of Total <sup>(1)</sup>	# of Properties	Gross Leasable Area <sup>(3)</sup>
2024	0.2%	10	107,000	2030	3.7%	118	1,576,000
2025	4.3%	169	1,451,000	2031	7.1%	184	2,684,000
2026	4.5%	209	2,024,000	2032	5.8%	213	2,317,000
2027	8.0%	234	3,565,000	2033	4.7%	135	1,403,000
2028	5.6%	229	2,120,000	Thereafter	51.5%	1,878	16,434,000
2029	4.6%	142	2,066,000				

<sup>(1)</sup> Based on the annual base rent of \$837,568,000, which is the annualized base rent for all leases in place as of June 30, 2024.

 $<sup>\,^{(2)}\,</sup>$  As of June 30, 2024, the weighted average remaining lease term is 10.0 years.

<sup>(3)</sup> Square feet.