



**NNN
REIT™**

NYSE:NNN



Investor Update

May 2023

(All data as of March 31, 2023)

This presentation contains certain statements that are the Company's and Management's hopes, intentions, beliefs, expectations, or projections of the future and might be considered to be forward-looking statements under Federal Securities laws. Prospective investors are cautioned that any such forward-looking statements are not guarantees of future performance, and involve risks and uncertainties. The Company's actual future results may differ significantly from the matters discussed in these forward-looking statements, and we may not release revisions to these forward-looking statements to reflect changes after we've made the statements. Factors and risks that could cause actual results to differ materially from expectations are disclosed from time to time in greater detail in the Company's filings with the SEC including, but not limited to, the Company's report on Form 10-K and Form 10-Q, as well as Company press releases.

Multi-Year View



NATIONAL RETAIL PROPERTIES
NYSE:NNN

MEASURED APPROACH

Deliberate
Consistent
Disciplined

CONSECUTIVE ANNUAL DIVIDEND INCREASES

ANNUAL REPORT | 2022

TABLE OF CONTENTS

LETTER TO SHAREHOLDERS | 3
CORPORATE RESPONSIBILITY | 10
OUR OFFICERS AND DIRECTORS | 20
SHAREHOLDER INFORMATION | INSIDE BACK COVER

TOTAL SHAREHOLDER RETURN COMPARISON
(NNN = \$62.76 at December 31, 2022)

	5 YEARS	10 YEARS	15 YEARS	20 YEARS	25 YEARS	30 YEARS
NATIONAL RETAIL PROPERTIES	6.0%	8.7%	10.2%	11.7%	10.7%	11.8%
Indices:						
*NAREIT Equity REIT Index (P/NREITF)	4.4%	7.1%	6.6%	9.4%	8.2%	9.8%
**Morgan Stanley REIT Index (RMS-G)	3.7%	6.5%	6.2%	9.0%	7.8%	N/A
*S&P 500 Index (SPX)	9.4%	12.5%	8.8%	9.8%	7.6%	9.6%
**S&P 400 Index (MID)	6.7%	10.8%	8.8%	10.6%	9.8%	11.1%

*NNN is a member of this index. Source: Bloomberg

VALUE OF \$1,000 INVESTMENT
(As of December 31, 2022)

	5 YEARS	10 YEARS	15 YEARS	20 YEARS	25 YEARS	30 YEARS
NATIONAL RETAIL PROPERTIES	\$ 1,339	\$ 2,303	\$ 4,281	\$ 9,142	\$ 12,639	\$ 28,472
Indices:						
*NAREIT Equity REIT Index (P/NREITF)	\$ 1,242	\$ 1,986	\$ 2,623	\$ 6,041	\$ 7,107	\$ 16,432
**Morgan Stanley REIT Index (RMS-G)	\$ 1,199	\$ 1,874	\$ 2,458	\$ 5,294	\$ 6,584	N/A
*S&P 500 Index (SPX)	\$ 1,567	\$ 3,259	\$ 3,539	\$ 6,463	\$ 6,285	\$ 15,772
**S&P 400 Index (MID)	\$ 1,381	\$ 2,776	\$ 3,363	\$ 7,542	\$ 10,282	\$ 23,329

*NNN is a member of this index.

2022 HIGHLIGHTS

- 33rd consecutive annual dividend increase
- Maintained dividend payout ratio of approximately 67% of AFFO
- \$847.7 million in property investments at 6.4% average cap rate
- 33 properties sold for \$65.2 million, producing \$17.4 million of gains on sale
- 99.4% occupancy, with a weighted average remaining lease term of 10.4 years
- 9.8% Core FFO per share growth
- Ended 2022 with \$933 million available on \$1.1 billion bank line and no material debt maturities due until 2024

33 CONSECUTIVE ANNUAL DIVIDEND INCREASES
Third longest streak of all public REITs and longer than 99% of all public companies



2022 Highlights



- ◆ Dividend Yield at December 31, 2022 of 4.7%
- ◆ Maintained high level of occupancy at 99.4%
- ◆ Invested \$847.7 million in property investments @ average 6.4% initial cash cap rate
- ◆ Raised \$250 million of common equity
- ◆ Sold 33 properties for \$65.2 million
- ◆ Maintained dividend payout ratio of approximately 67% of AFFO
- ◆ Maintained significant balance sheet capacity and liquidity
- ◆ Ended the quarter with \$933 million of availability on bank credit line and no material debt maturities until 2024

First Quarter 2023 Highlights



- ◆ Dividend Yield at March 31, 2023 of 4.9%
- ◆ Maintained high level of occupancy at 99.4%
- ◆ Invested \$156.2 million in property investments @ average 7.0% initial cash cap rate
- ◆ Raised \$16.9 million of common equity
- ◆ Sold six properties for \$11.9 million, producing \$6.3 million of gains on sales at a cap rate of 6.6%
- ◆ Maintained significant balance sheet capacity and liquidity
- ◆ Ended the quarter with \$891 million of availability on bank credit line and no material debt maturities until 2024

Rising Interest Rate & Inflation Update



- ◆ NNN 's multi-year approach keeps company well-positioned
 - Manage each year for current year and next few years
 - 38-year track record operating in all economic environments
- ◆ Conservative balance sheet management and strong liquidity
 - Long-term debt locked in at attractive fixed rates with reasonable repayment schedule
 - Attractive pricing on \$1.1 billion bank line of credit
- ◆ Currently investing at reasonable spreads; able to absorb tightening
- ◆ Higher inflation increases properties' value
 - Also makes rent a smaller percentage of tenants' revenues = easier to pay
- ◆ History has shown us that a steady, consistent income stream supporting mid-single-digit FFO growth per share and an increasing annual dividend positions NNN well for any economic environment

Consistent and Simple Strategy



- ◆ Focus on single-tenant net lease retail properties
- ◆ Operate with multi-year strategy focusing on per share results
- ◆ Sustain high occupancy and maximize value of existing real estate assets
- ◆ Maintain fully diversified portfolio
- ◆ Grow through internal portfolio growth and well underwritten acquisitions
- ◆ Utilize asset sales to manage risk, enhance value and partially finance new property acquisitions
- ◆ Preserve conservative balance sheet and financial flexibility through access to multiple sources of capital and unsecured debt
- ◆ Grow per share results mid-single digit percentage annually on a relatively leverage neutral basis
- ◆ Produce safe and growing dividends – 33 consecutive annual dividend increases

Consistent and Simple Strategy



- ◆ **NNN's Long-Term Retail Net Lease Strategy**
 - Creates a Solid Foundation of Highly Predictable Operating Income
- ◆ **NNN's Disciplined Acquisition Approach**
 - Generates Steady Earnings Growth Through Higher Yields With Less Risk Than Development and Other Acquisition Approaches
 - Strategy Generated 4.9% Average Annual Core FFO Per Share Growth Since 2016

Single Tenant Net Lease Strategy Generates a Reliable Income Stream with Low Volatility



- ◆ Well-selected retail tenants provide stronger performance through various economic cycles than office, industrial or other tenant types
 - Main street locations provide strong market for replacement tenants and rent growth
 - Lower earnings volatility from higher occupancy (20-year low of 96.4%)
 - Retail properties more likely to renew lease at end of initial term
- ◆ 10-20-year initial lease terms; 10.3-year weighted average remaining lease term
- ◆ Only 3.7% of leases expire through YE 2024
- ◆ Tenants responsible for operating expenses, taxes and capital expenditures – no CAM leakage
- ◆ No anchor or co-tenancy issues for tenants to leverage into reduced rent
- ◆ High Quality, Well-Diversified Portfolio
 - \$9.8 billion total assets (gross book basis)
 - 3,449 properties (35.3 million SF) in 49 states
 - 395+ national and regional retail tenants
 - Top 25 tenants (56% of rent) average 1,342 stores each

Thorough Underwriting Strategy

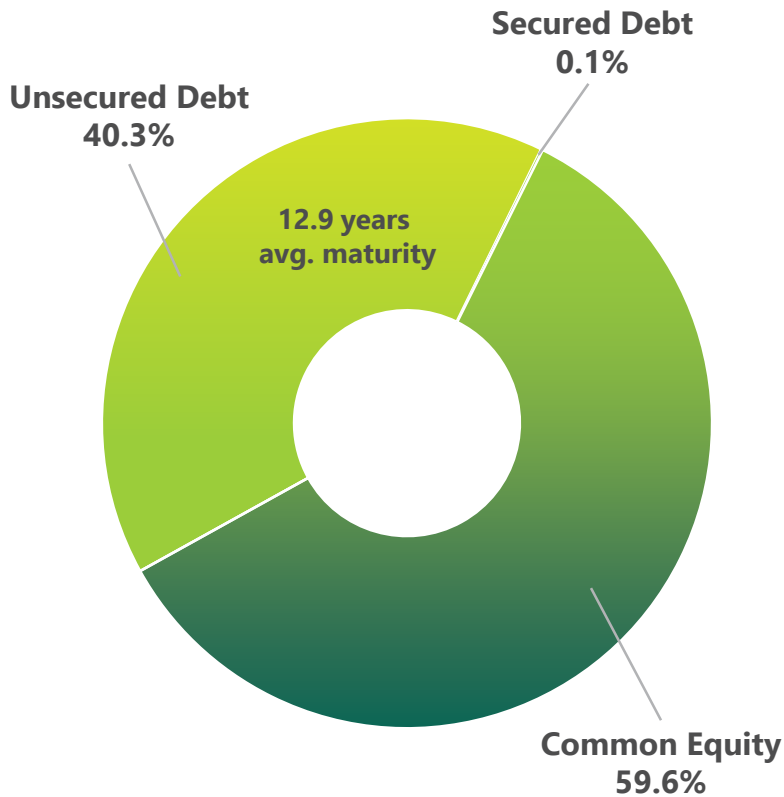
- ◆ **Buy smart** with extensive underwriting process up front
 - Look for strong retail real estate locations
 - For existing tenant AND future alternative retail tenant

- ◆ **Lower initial investment** in property
 - Less money invested allows us to offer lower rent to retailer
 - Lower rent = lower occupancy costs for retailer
 - As a result, retailer more likely to afford rent at that location
 - Lower rent = easier to re-lease property without reduction in rent
 - Contractual rent increases built into the lease

Conservative Balance Sheet Management



(As of March 31, 2023 - total gross book assets)



■ Secured Debt - \$9.8 million

■ Unsecured Debt - \$3,949.9 million
*wtd. avg. maturity 12.9 yrs; wtd. avg. effective interest rate 3.8%

■ Common Equity - \$5,852.4 million

Total Capitalization: \$9.8 billion (gross book)

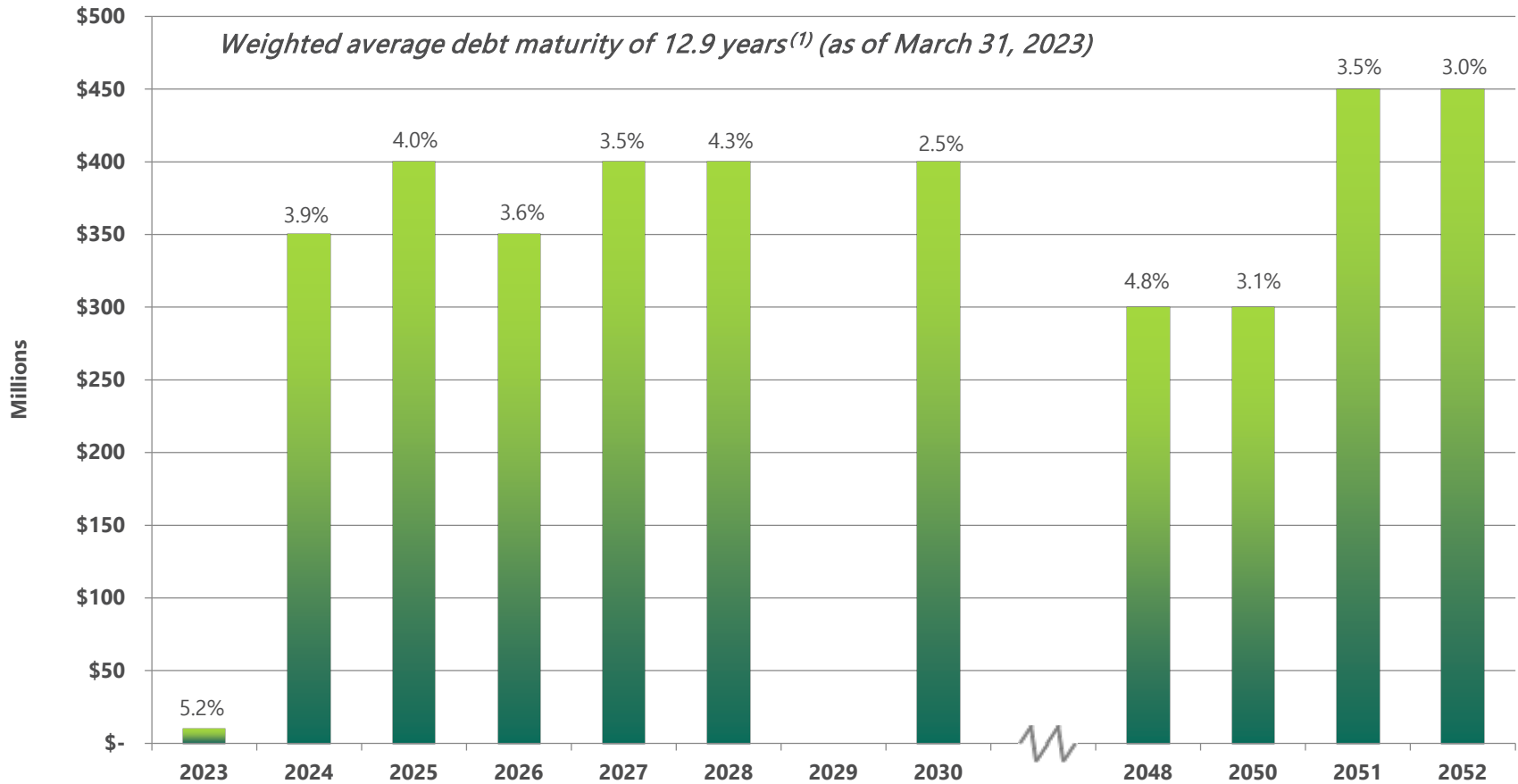
Interest coverage ratio: 4.7x

Fixed-Charge coverage ratio: 4.7x

Well-Laddered Debt Maturities



NNN's Low Leverage Balance Sheet Strategy is Enhanced by its Well-Laddered Debt Maturities



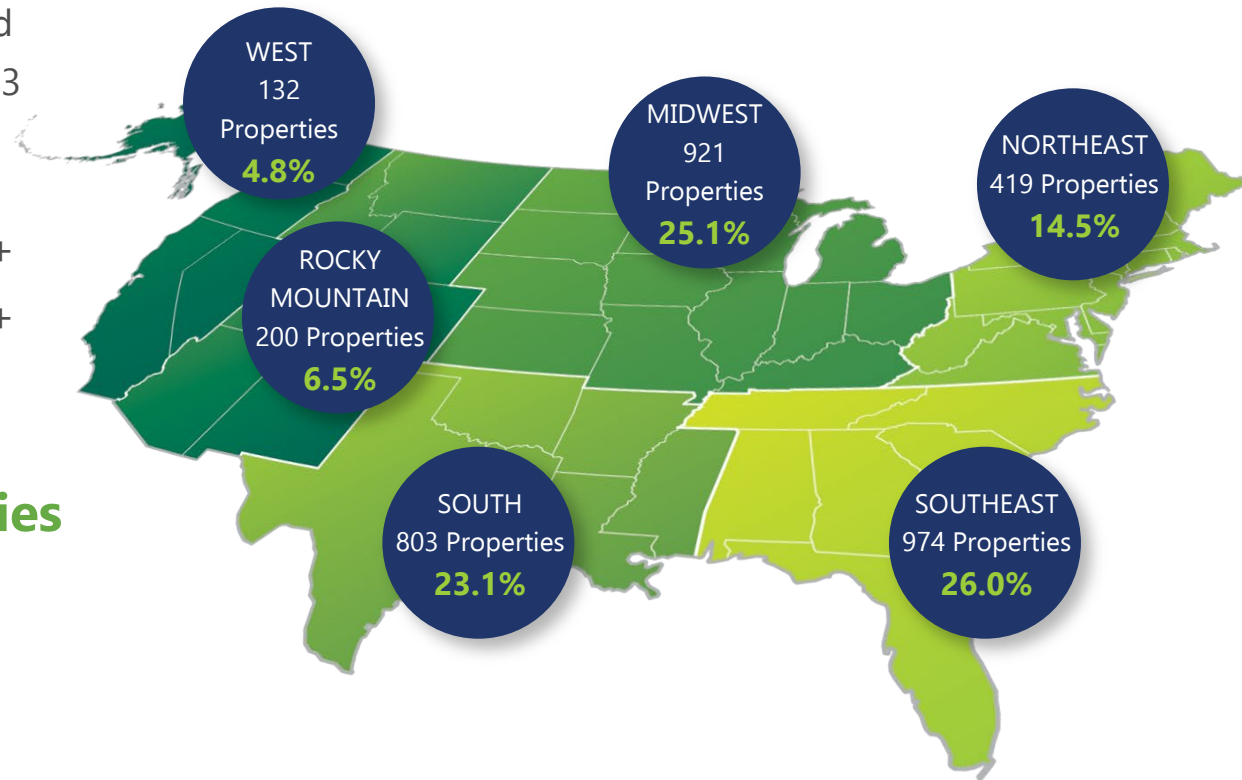
⁽¹⁾ Calculation includes a balance of \$209,000,000 on the bank credit line which matures June 2025.

Diversification Reduces Risk

Nationwide Reach

As a percentage of annualized base rent as of March 31, 2023

Properties	3,449
Tenants	395+
Lines of Trade	35+



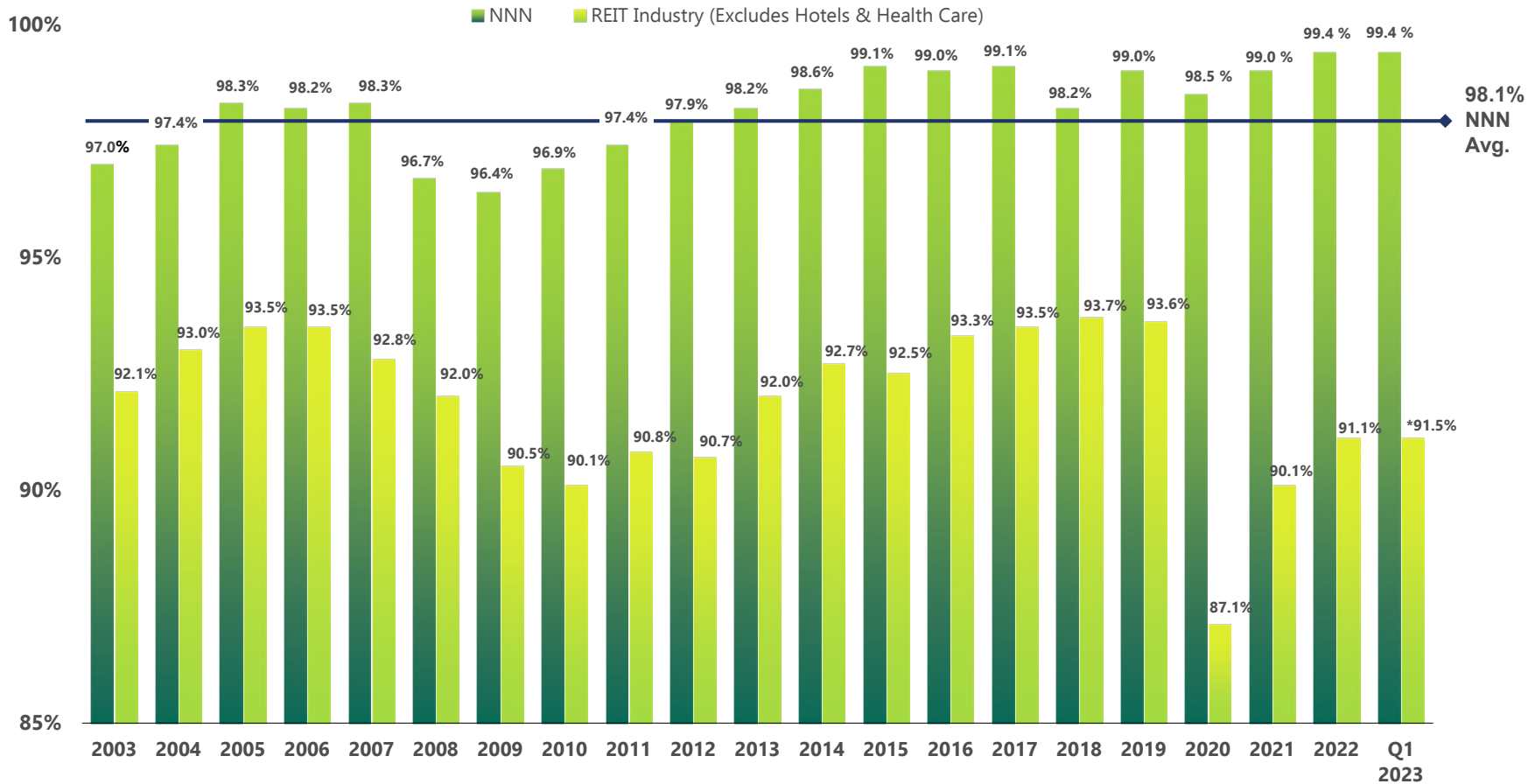
Top States by Number of Properties

Texas	531
Florida	259
Ohio	193
Georgia	168
Illinois	165

NNN's Strategy Results in Higher Occupancy and Less Volatility

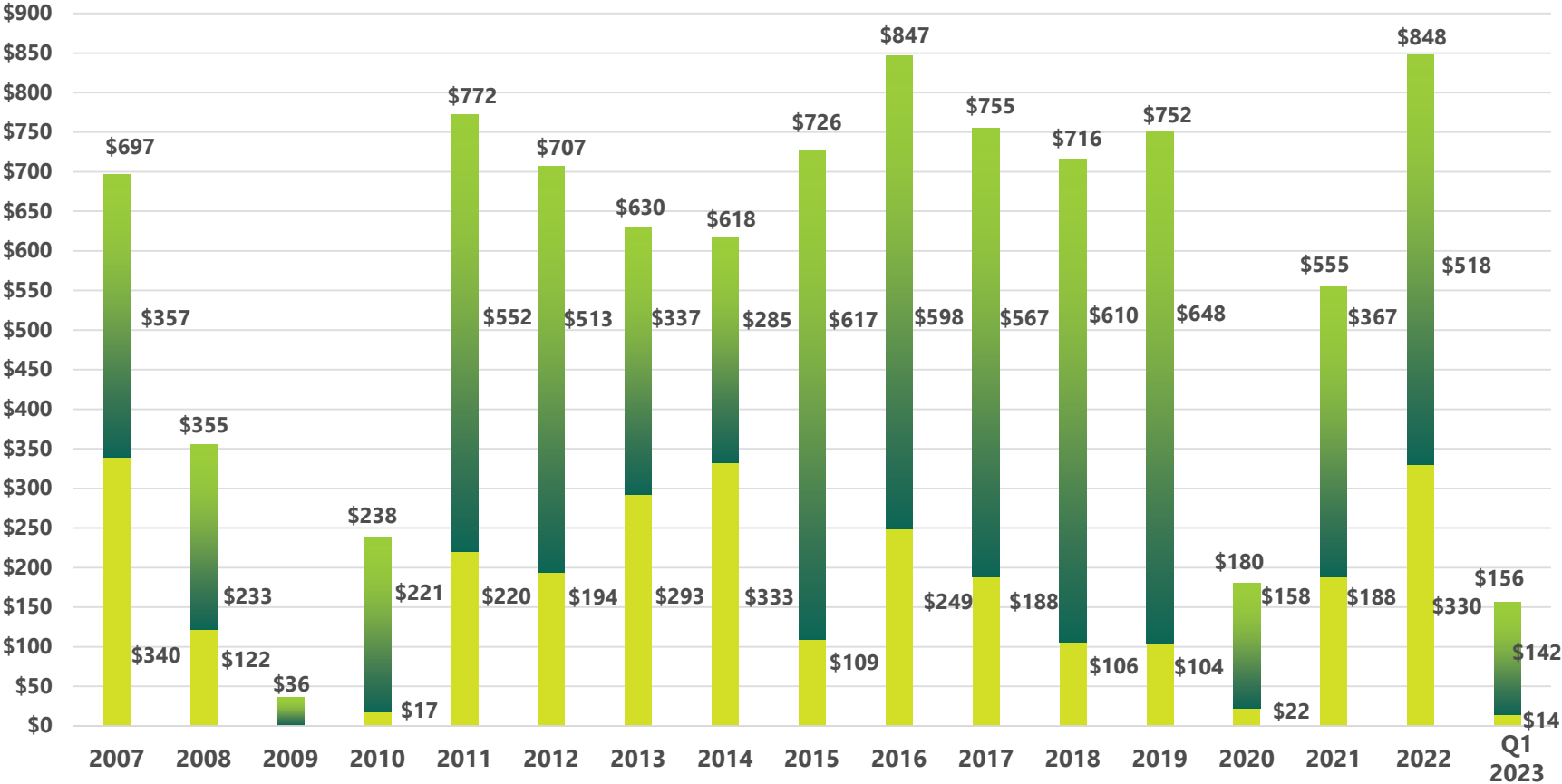


From 2003 – Q1 2023, NNN's occupancy never fell below 96.4% while the REIT industry average never rose above 93.7%.



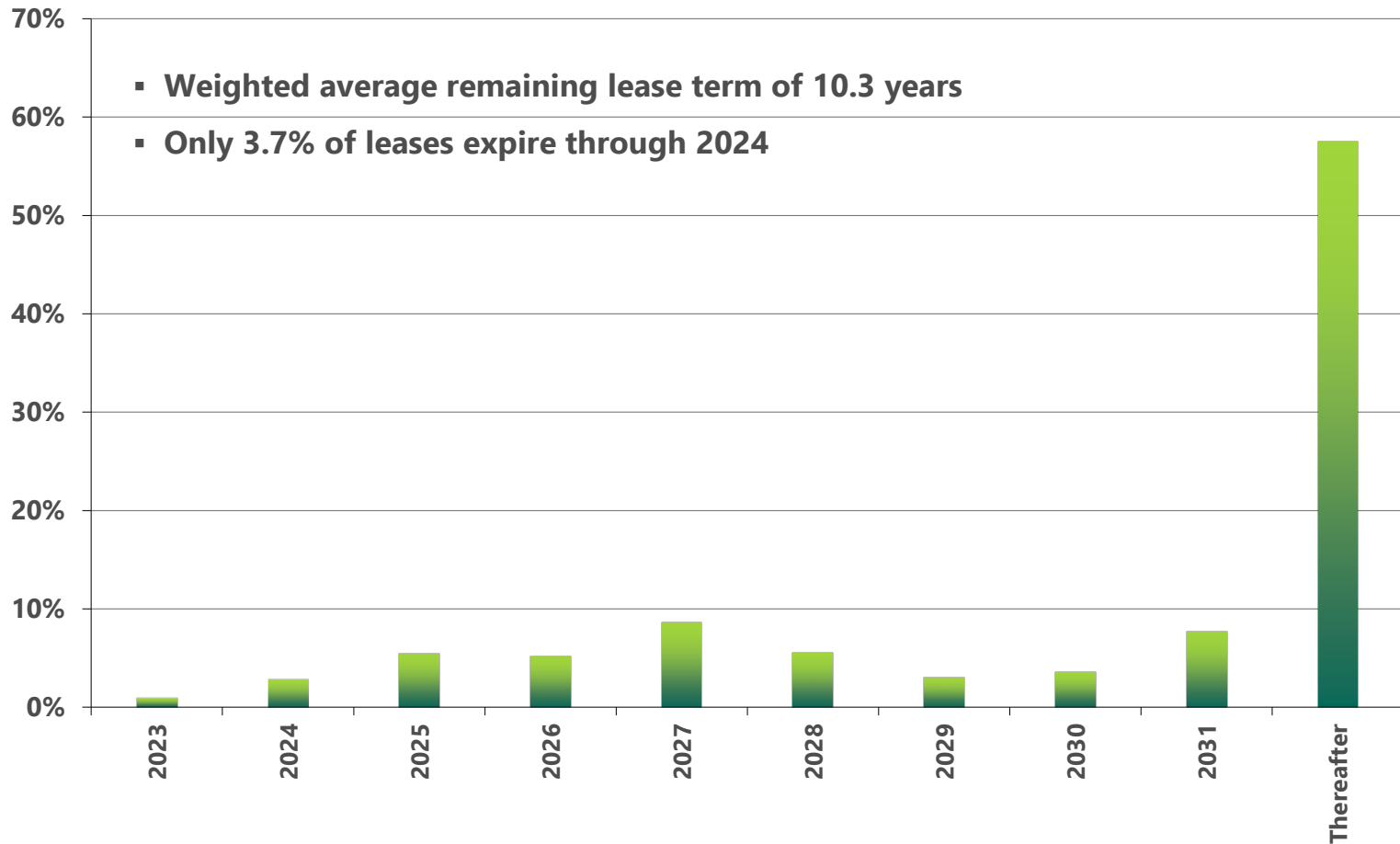
2007 – 2023 Acquisitions Volume in \$ Millions by Source

- Relationship @ 7.5% Average Cap Rate (\$6,663 million = 71%)
- Market / Auction @ 7.3% Average Cap Rate (\$2,665 million = 29%)



Lease Expirations

(As a percentage of annual base rent – March 31, 2023)



Great People in a Supportive Culture



11 years
is the average tenure
of an NNN employee

Average tenure of
Senior Leadership is
21 years



36%
<5 yrs

18%
5-10 yrs

46%
>10 yrs



Proud to be a member of the 2023 GEI,
committed to driving accountability
through data transparency.

Learning & Development

- Degreed learning platform available 24/7 to associates with endless content from leading sources
- Virtual conferences
- Professional webinars
- Cross training / job shadowing

Educational Seminars

- Cyber Security
- Women Talk Money & Financial Planning
- Vitality Health and Wellness
- Emotional Wellbeing
- Healthcare Consumerism

Community Engagement

350+ service hours annually



Corporate Responsibility



NNN is focused on achieving success for our shareholders, providing a world class working environment for our associates, enriching our community and maximizing the preservation of environmental resources.

Our People



- ◆ We promote a healthy work-life balance and wellness
- ◆ We offer competitive market-based pay, bonuses and long-term incentives
- ◆ We encourage continued professional and personal development through hundreds of hours of training

Our Ethics



- ◆ We operate with the highest ethical standards and best-in-class corporate governance standards
- ◆ We've adopted a set of Guiding Principles, which include our Corporate Governance Guidelines, Code of Business Conduct Policy and Whistleblower Policy *(All associates are required to annually acknowledge they have read and will comply with these policies)*

Our Community



- ◆ We encourage associate volunteerism and philanthropy
- ◆ We partner with leading area charities providing mentoring, monetary donations and associate volunteer days

Our Environment



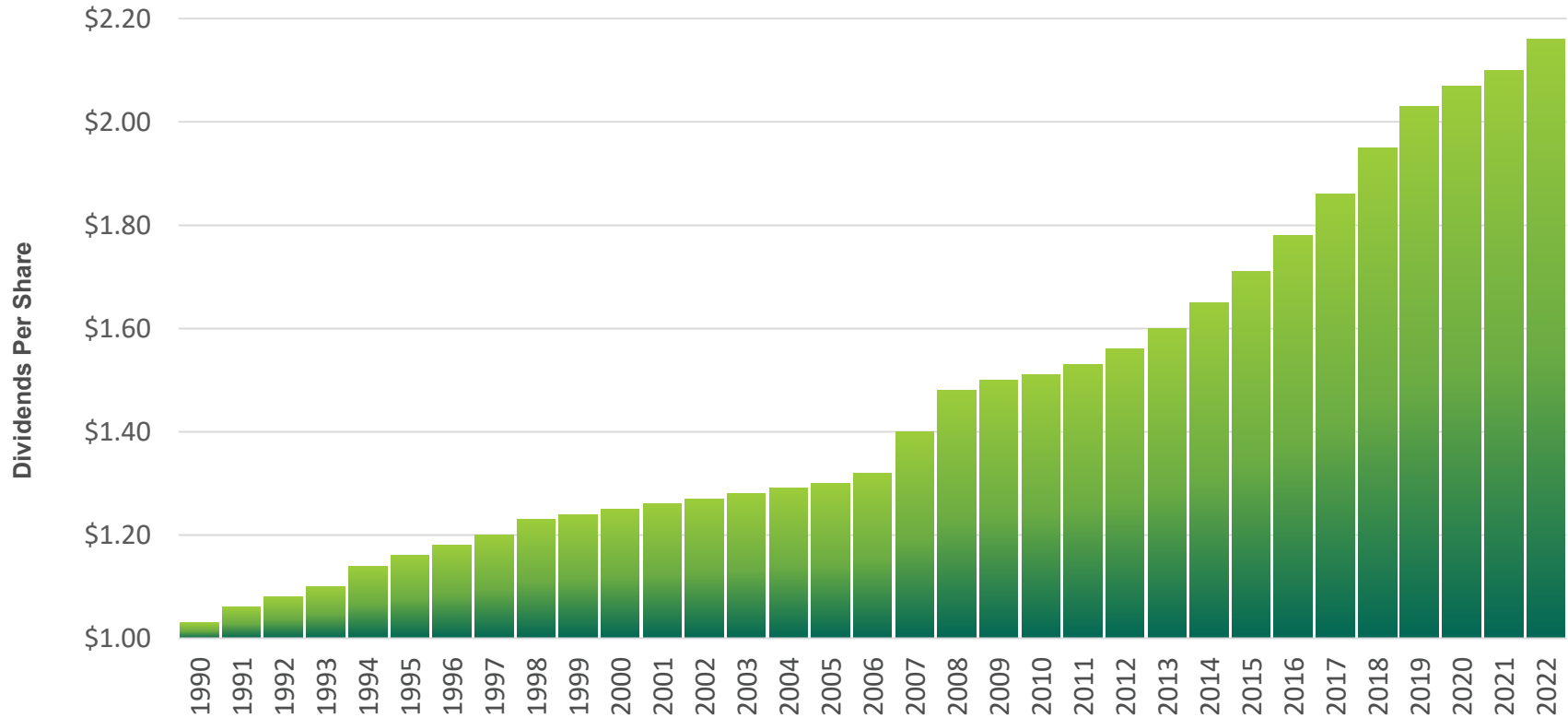
- ◆ We are committed to good stewardship of the environment both at our headquarters and at our properties across the country
- ◆ Our headquarters building is EPA ENERGY STAR® certified
- ◆ We utilize environmentally friendly and energy efficient lighting water usage and single stream recycling

Long-Term Dividend History



33 consecutive annual dividend increases

Third longest of all public REITs and 99% of all public companies



NNN Consistently Outperforms the REIT Industry and Major Indices



Annual Total Return Comparison

For Periods Ending March 31, 2023

NNN Outperforms

1 Year 2 Years 3 Years 5 Years 10 Years 15 Years 20 Years 25 Years 30 Years

(NNN = \$44.15 at 03/31/23)

NNN REIT, Inc. (NNN)		3.1%	4.9%	16.9%	7.3%	6.7%	10.3%	11.5%	10.6%	11.1%
Indices										
*	NAREIT Equity REIT Index (FNERTR)	-19.4%	-0.2%	10.2%	6.2%	6.5%	6.7%	9.5%	8.3%	9.1%
*	Morgan Stanley REIT Index (RMS G)	-19.2%	1.0%	12.0%	6.0%	5.9%	6.2%	9.1%	8.0%	n/a
	S&P 500 Index (SPX)	-7.8%	3.3%	18.6%	11.2%	12.2%	10.0%	10.4%	7.4%	9.7%
*	S&P 400 Index (MID)	-5.2%	-0.4%	22.1%	7.6%	9.8%	9.8%	11.1%	9.5%	11.1%
*	Russell 1000 Index (RIY)	-8.4%	1.8%	18.5%	10.8%	12.0%	10.0%	10.5%	7.5%	9.6%
*	Russell 1000 Value Index (RLV)	-6.0%	2.5%	17.9%	7.5%	9.1%	7.7%	9.1%	6.8%	9.0%
	Russell 2000 Index (RTY)	-11.6%	-8.8%	17.5%	4.7%	8.0%	8.1%	9.7%	6.8%	8.5%
	Russell 2000 Value Index (RUJ)	-13.0%	-13.0%	21.0%	4.5%	7.2%	7.2%	9.2%	7.3%	9.0%

- NNN is a member of this index (deleted from S&P 600 and added to S&P 400 in Dec. 2011; deleted from Russell 2000 and added to Russell 1000 in June 2012)
Source: Bloomberg



800-NNN-REIT
www.nnnreit.com

