





## Safe Harbor For Forward-Looking Statements

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## Realty Income Investment Thesis

## **Growth**

Positive total operational return in 29 of 29 years as a public company

## Income

Dividend has risen each year as a public company

## **Stability**

Proven history of consistent results in a variety of economic environments

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## Realty Income's Value Proposition

Proven Performance, Increasing Dividends, Fortified Stability and Thoughtful Growth Since 1994 NYSE Listing

# Track Record of Returns

14.1%

Compound Annual Total Return Since 1994 NYSE Listing

5.7% Median AFFO Per Share Growth Since 1996<sup>(1)</sup>

29 of 29

Years of Positive Total Operational Return<sup>(2)</sup>

# **Consistent Dividends**

4.3%

Compound Annual Dividend Growth Rate Since NYSE Listing<sup>(3)</sup>

S&P 500
Dividend
Aristocrats®
Index Member<sup>(4)</sup>

29 Years of Consecutive Monthly Dividend Payments

# Favorable Credit Ratings

A3 / Stable
Moopy's

A-/Stable

# Positioned for Continued Growth

~\$14 Trillion

Estimated Global Net Lease Addressable Market<sup>(5)</sup>

\$59 Billion

Sourced Acquisition
Opportunities in 2023



<sup>(1)</sup> Adjusted Funds From Operations (AFFO), a non-GAAP financial measurement to AFFO, but they may use the term "CAD" (for Cash Available for Distribution) or "FAD" (for Funds Available for Distribution). We believe AFFO provides useful information to investors because it is a widely accepted industry measure of the operating performance of real estate companies used by the investment community. In particular, AFFO provides an additional measure to compare the operating performance of different REITs without having to account for differing depreciation assumptions and other unique revenue and expense items which are not pertinent to measuring a particular company's ongoing operating performance. Therefore, we believe that AFFO should be reconciled is net income available to common stockholders. Measured as AFFO per share growth. Excludes positive earnings from Crest Net Lease, a subsidiary of Realty Income, as earnings do not reflect recurring business operations.

<sup>(2)</sup> Total operational return consists of the sum of annual AFFO per share growth and dividend yield. Calculated as of 1996 to capture full year of financial history since 1994 public listing.

<sup>(3)</sup> Compound annual dividend growth rate calculated from 1996 to 2024E, which assumes a \$3.162 annualized dividend per share for YE2024 (as of most recent dividend declaration).

<sup>(4)</sup> The S&P Dividend Aristocrats (launched in May 2005) is a stock market index composed of companies in the S&P 500 Index that have increased their dividends in each of the past 25 consecutive years.

<sup>(5)</sup> Refer to page 10 for details on market sizing calculations.

## | Proven Returns Underpinned by the Stability of Real Estate

Realty Income total shareholder return of **5,021**% since 1996

An \$8,000 investment in 1,000 shares of Realty Income common stock at the time of the company's 1994 NYSE listing has produced:

- \$30,765 of dividend payments, 35% of total capital return
- \$57,420 of stock price appreciation value, 65% of total capital return

S&P 500 total shareholder return of **2,059**%

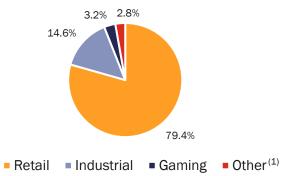
**Dow Jones Industrial** total shareholder return of **2,042**%

## Who We Are

Realty Income (NYSE: O), an S&P 500 company, is real estate partner to the world's leading companies. Founded in 1969, we invest in diversified commercial real estate and have a portfolio of over 15,450 properties in all 50 U.S. states, the U.K., and six other countries in Europe. We are known as "The Monthly Dividend Company®," and have a mission to deliver stockholders dependable monthly dividends that grow over time. Since our founding, we have declared 652 consecutive monthly dividends and are a member of the S&P 500 Dividend Aristocrats® index for having increased our dividend for the last 30 consecutive years.

Approximately 98% of our portfolio is made up of single tenant properties, predominately with triple net lease agreements. Overall, these properties are leased to 1,552 different clients doing business in 90 industries. Our portfolio occupancy is 98.7%, with a weighted average remaining lease term of approximately 9.4 years.

### **Property Type Diversification**





### What is a triple net lease?

 Client is responsible for certain property expenses (e.g., property taxes, insurance, maintenance, and utilities), in addition to rent, resulting in nearly 100% gross margin for Realty Income



### Why single-tenant net lease properties?

- Typically long leases with visibility and consistency of recurring rental income
- Landlord operating expenses are low; properties hold high fungibility to lease, sell, or redevelop



#### **Client Benefits**

- Offers long-term control of important locations
- Sale-leasebacks provide clients capital to re-invest in business
- Realty Income offers scale and access to capital to support mutually beneficial growth

## What We Offer

#### **Consistent Returns with Limited Downside Volatility**

|   |     | Comparative Medians: |                                |                         |   |
|---|-----|----------------------|--------------------------------|-------------------------|---|
| (as of September 30, 2024)                                      |     | S&P 500              | S&P<br>DIVIDEND<br>ARISTOCRATS | DOW JONES<br>INDUSTRIAL | TOP<br>CONSUMER<br>STAPLE<br>FIRMS <sup>(6)</sup> |
| TOTAL OPERATIONAL RETURN<br>(2014-2023 CAGR) <sup>(1)</sup>     | 8%  | 9%                   | 8%                             | <b>7</b> %              | <b>7</b> %  |
| DOWNSIDE VOLATILITY<br>(TOR < 0%, 2014-2023) <sup>(2)</sup>     | 0%  | <b>19</b> %          | <b>15</b> %                    | 19%                     | <b>19</b> %                                       |
| CURRENT DIVIDEND YIELD (3)                                      | 5%  | 2%                   | 2%                             | 2%                      | 3%  |
| ADJ. EBITDA MARGIN <sup>(4)</sup>                               | 95% | 26%                  | 24%                            | 25%                     | 22%   |
| DIVIDEND SHARE OF TOTAL RETURN<br>(2014-PRESENT) <sup>(5)</sup> | 62% | 10%                  | 21%                            | <b>15</b> %             | 24%   |

Source: Bloomberg, S&P CapIQ. Median numbers represented for S&P 500, S&P Dividend Aristocrat, Dow Jones Industrial, and Top Consumer Staple Firms, unless otherwise noted.



<sup>(1)</sup> Total operational return consists of the sum of annual AFFO per share growth and dividend yield.

<sup>(2) &</sup>quot;Downside volatility" calculated as the standard deviation of annual total operational returns where values in excess 0% are assigned a "zero" value.

 $<sup>^{(3)}</sup>$  Calculated as 2024E annualized dividend per share divided by stock price as of 9/30/2024.

<sup>(4)</sup> Measured as the reported adjusted EBITDA as a percentage of total revenue, as reported by the Company.

<sup>(5)</sup> Represents contribution of dividend to total stockholder return over the time period. Average number represented for Top 10 Consumer Staple names.

<sup>(6) &</sup>quot;Top Consumer Staple Firms" represent the largest 10 constituents of the consumer staples sector of the S&P 500 index. As of 8/28/2024, the top 10 comprised of the following tickers: COST, PG, WMT, KO, PM, PEP, MDLZ, MO, CL, TGT. Note: Metrics include non-GAAP measures that could be calculated differently from company.

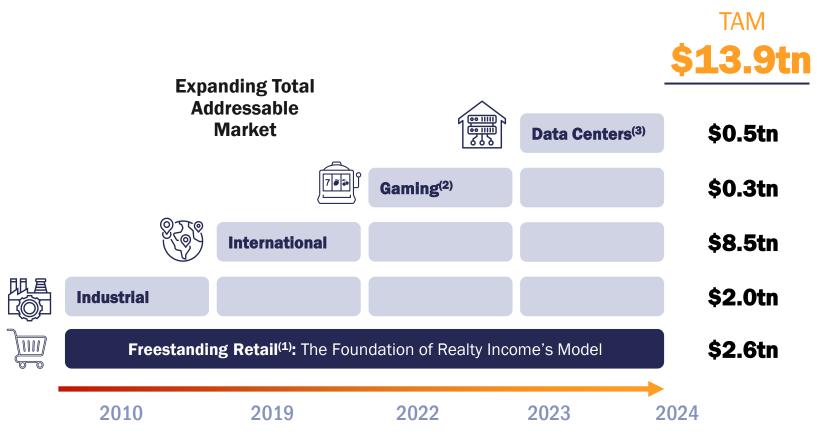
# **The Power of Single-Tenant Net Lease Real Estate**

|                            | Typical Attributes of Real Estate Subsectors (1) |   |  |   |   |  |  |  |
|----------------------------|--|---|--|---|---|--|--|--|
|                            | Vacant units<br>can be sold<br>individually      | Vacancies can<br>be re-leased to<br>variety of uses | Vacant units<br>can<br>immediately be<br>redeveloped | Client pays<br>property taxes<br>and all property<br>expenses | Client is<br>responsible for<br>capital<br>expenditures | Lease<br>contracts lack<br>co-tenancy<br>clauses |  |  |
| Single-Tenant<br>Net Lease | <b>~</b>   | <b>✓</b>  | <b>✓</b>   | <b>~</b>  | <b>✓</b>  | <b>✓</b>   |  |  |
| Multi-Tenant Data Centers  | <b>~</b>   | <b>~</b>  | ×  | ×   | ×   | <b>~</b>   |  |  |
| Multi-Tenant<br>Industrial | <b>✓</b>   | <b>✓</b>  | ×  | ×   | ×   | <b>~</b>   |  |  |
| Shopping Center & Malls    | ×  | <b>✓</b>  | ×  | ×   | ×   | ×  |  |  |
| Multi-family               | ×  | ×   | ×  | ×   | ×   | <b>~</b>   |  |  |
| Office                     | ×  | ×   | ×  | ×   | ×   | <b>~</b>   |  |  |

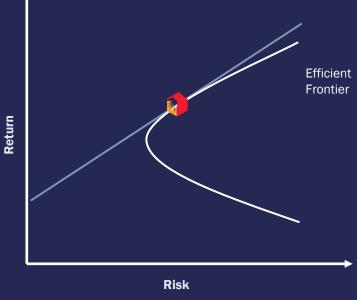


## | Evolution of the Realty Income Business Model

Realty Income's **expansion into new verticals** has significantly increased the size of our **total addressable market** 



Realty Income's diversified portfolio aims to maximize rate of return for the specified level of risk



**Source:** Nareit and CoStar (2Q21), EPRA, FTSE, Bloomberg, 4Q23. Represents estimated commercial property value for Realty Income's target sectors. Excludes public REIT ownership in each sector. (1) Calculated as ~60% of total retail real estate, applying an equivalent percentage share of malls and shopping centers to retail real estate values as relative share of the total US retail gross leasable area based on Coresight Research as of 1023. Includes consumer centric medical (Source: McKinsey & Co).

<sup>&</sup>lt;sup>(2)</sup>TAM calculated by applying a 7.0% cap rate to estimated gaming industry property NOI. Gaming industry property NOI is based on Gross Gaming Revenue excluding tribal gaming and REIT-owned properties as of 2022 per American Gaming Association, an assumed 50% gross gaming revenue contribution to total property revenue and 35% property EBITDAR margins based on industry averages, and 1.5x EBITDAR-to-Rent Coverage.

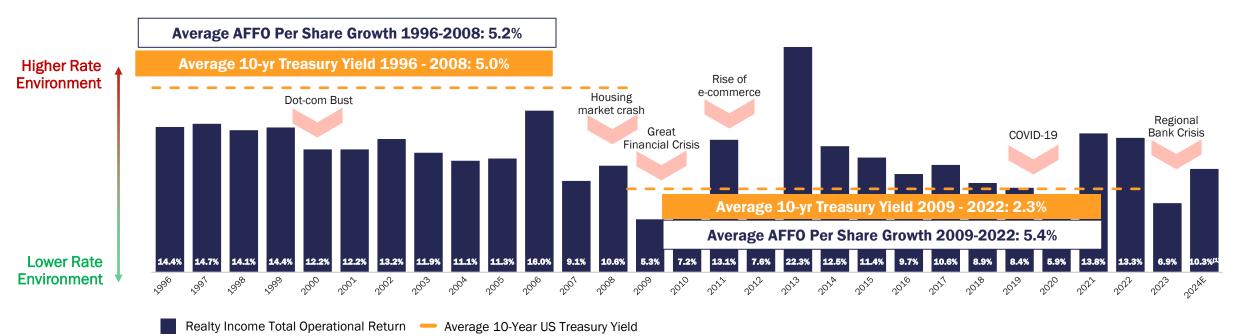
<sup>(</sup>a) Represents the aggregate estimated value of the US data center construction market from 2023 through 2027. Source: Grand View Research.

# Total Operational Return Stability: Proven Performance Across Economic Cycles

**Produced positive Total Operational Return each year** since listing in 1994



#### **Delivered consistent performance regardless of interest rate environment**





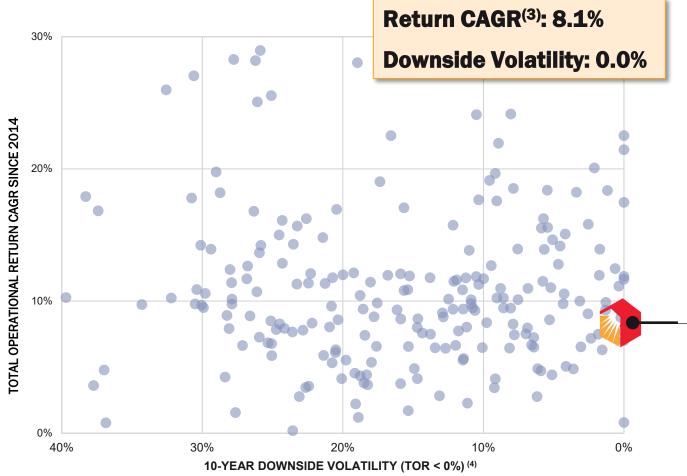
<sup>(1)</sup> Assumes \$3.162 annualized dividend per share in 2024.



<sup>(2) 11%</sup> historical average total operational return consists of 6% average annual dividend yield and 5% compound average annual AFFO per share growth rate from 1996-2024

# Attractive Risk/Reward vs. S&P 500

**S&P 500 Members: Total Operational Return vs. Downside Volatility** (2014-2023)<sup>(1)(2)</sup>



Realty Income has delivered attractive returns with no downside volatility over the past 10 years

0%
Downside
Volatility

Source: Bloomberg, S&P Capl(

<sup>(1)</sup> Excludes companies without trading histories or public financial data dating to 01/01/2014

<sup>(2)</sup> Consists of 360 companies

<sup>(3)</sup> Total Operational Return compound annual growth rate is calculated from 2014-2023.

<sup>(4) &</sup>quot;Downside volatility" calculated as the standard deviation of annual total shareholder returns where positive values are assigned "0" value. Calculated from 2014-2023.

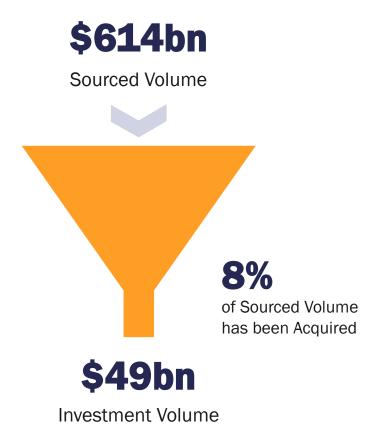


## **Consistent Mid-Single Digit Earnings Growth**

Earnings growth, comprised of both external sources and internal cash flow growth, is an important component of Realty Income's total operational return to stockholders

# Highly Selective Investment Strategy

From Over a Decade of Sourcing (2010-2024)<sup>(1)</sup>:



 $^{(1)}$  Total sourced and investment volume calculated from 2010 through 3Q 2024.





## Refined Investment Criteria Across Verticals

Realty Income's investment criteria can be applied across industries, property types and geographies

#### **Property**

- Long-term lease with embedded growth
- Attractive, high-quality real estate
- Net lease structure



#### Client

- Leading operator in respective industry
- Non-discretionary, low price point and serviceoriented focus

#### Location

- Diverse geographies
- Limited direct competition
- Favorable demographic trends



## Strategy in Action

**Broad Growth Opportunities: Entry into Gaming** 

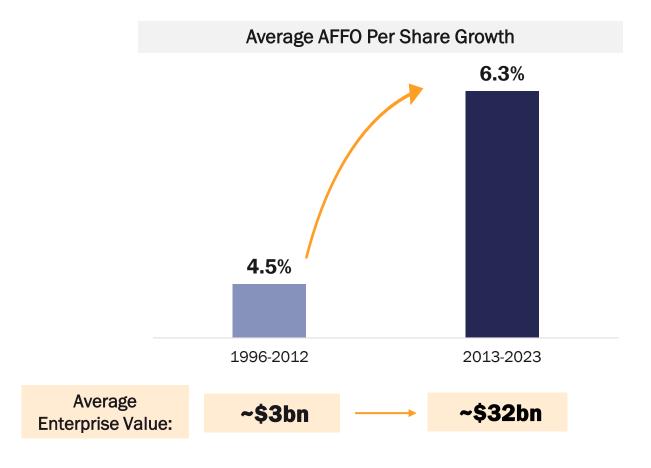
**Property:** Encore Boston Harbor

**Client:** Wynn Resorts

- Realty Income acquired the Encore Boston Harbor Resort and Casino for \$1.7 billion in December 2022
- Premier client **Wynn Resorts** signed a 30-year triple net lease agreement with Realty Income that includes annual rent escalators
- Acquisition marked Realty Income's entry into the gaming industry
- Growth opportunities are not constrained by industry, property type or geography



# | Earnings Growth Has Accelerated with Size and Scale



<sup>(1) &</sup>quot;Total Investments" represented as total acquisition purchase price for each year, denominated in USD equiv. "US Gaming" includes \$650mm Bellagio preferred equity stake in 2023. "US Data Centers" includes ~\$800mm joint venture expenditures in 2023.





## | Platform Creates Opportunities to Execute Large Transactions

#### Six Unique Transactions Totaling over \$6 Billion<sup>(1)</sup> in 2023 illustrates Realty Income's:

- Deep sourcing expertise across a broad scope of property types, industries, and geographies provides a competitive advantage to grow in targeted verticals
- Unparalleled access to capital, underpinned by a strong balance sheet
- Large, highly diversified portfolio supports our ability to execute large transactions without creating outsized exposure to any particular client, industry, or geography

#### International Retail

**US Retail** 

**US Gaming** 

**US Data Center** 













**Leading UK Grocer** 

**Decathlon** 

EG Group

CIM Group

Bellagio

Hyperscale Data Centers

<sup>(2)</sup> Represents built-out cost.

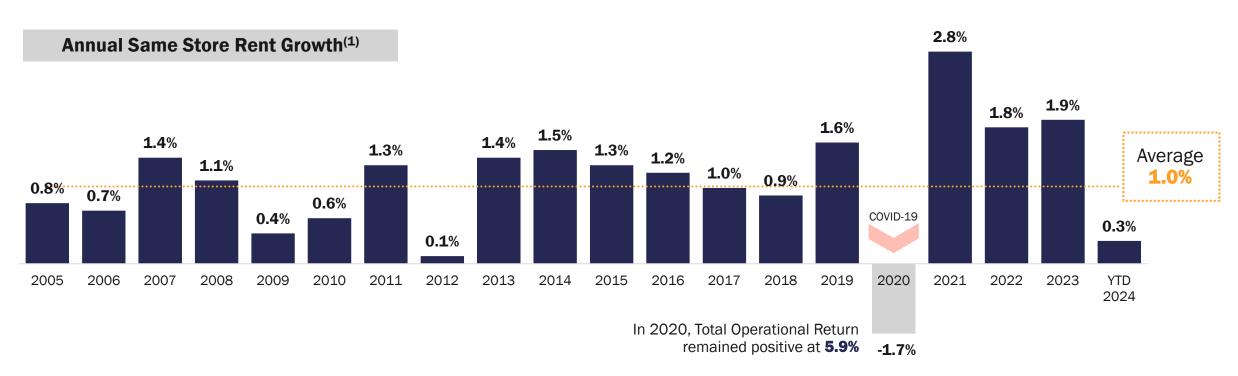




<sup>(1)</sup> See Appendix on page 33 for transaction details

## | Portfolio Strength Offers Dependable Cash Flow

High-quality clients, properties, and geographies support consistent and dependable rent growth within existing portfolio



<sup>(1)</sup> YTD 2024 as of 9/30/2024. Same Store Rental Revenue excludes straight-line rent, the amortization of above and below-market leases, and reimbursements from clients for recoverable real estate taxes and operating expenses. For purposes of comparability, same store rental revenue is presented on a constant currency basis by applying the exchange rate as of the balance sheet date to base currency rental revenue.







## **Attractive Income Potential**

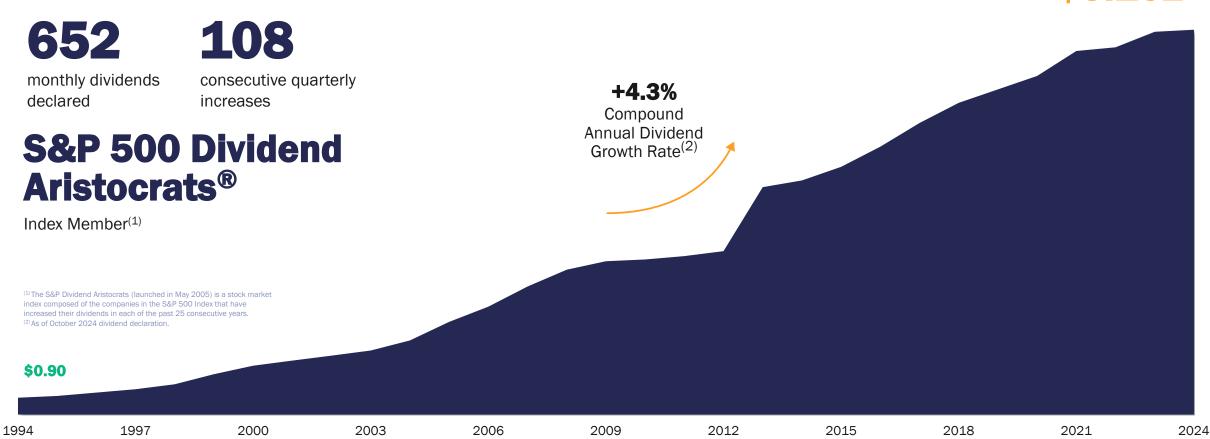
As "The Monthly Dividend Company®," consistent and steady dividend increases remain at the forefront of Realty Income's business model

## Dividend Growth

**Strong dividend track record:** 30 consecutive years of rising dividends

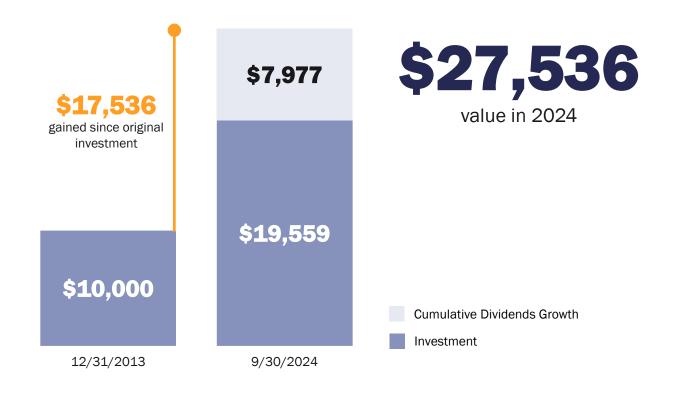
Current Annualized Dividend per Share<sup>(2)</sup>

\$3.162





## The Power of Dividends





# A \$10,000 investment made in Realty Income 10 years ago has resulted in:

- A 96% increase in the value of the original investment
- 80% of the original investment paid back as dividend income
- \$17,536 gained on original investment





# Proven Stability Underpinned by Key Differentiators

01

#### **Portfolio Diversification**

Diversification across geography, client mix, industry, and property type helps insulate Realty Income's portfolio from idiosyncratic risks

02

#### **Underwriting Discipline**

Realty Income focuses on high quality properties in good locations, creating a portfolio of top-tier clients and leading operators

03

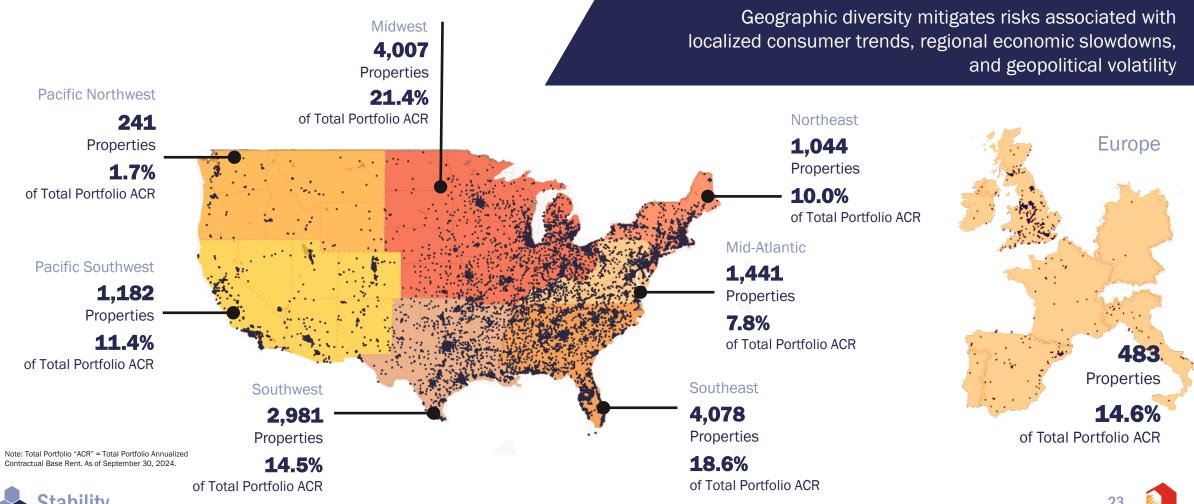
### **Strong Balance Sheet**

With single-A credit ratings and a laddered debt maturity profile, Realty Income is well positioned for long-term, stable growth

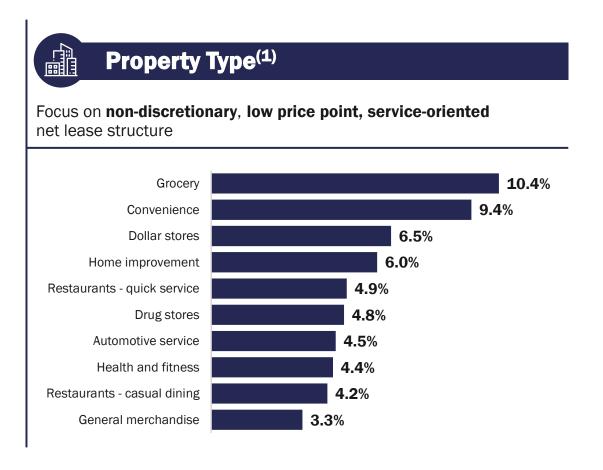


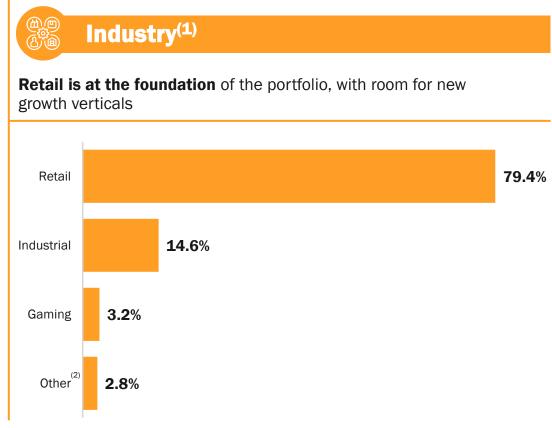
## Fortified Portfolio with Purposeful **Geographic Diversity**

Realty Income's portfolio of more than 15,450 properties is highly diversified across all 50 U.S. states, the U.K., and six other countries in Europe



## | Portfolio is Unconstrained by Property Type & Industry





<sup>(2) &</sup>quot;Other" primarily includes 15 properties classified as data centers with \$45.9 million in annualized contractual rent, and 21 properties classified as agriculture with \$38.3 million in annualized contractual rent, three properties classified as data centers with \$25.9 million in annualized contractual rent, and 21 properties classified as country clubs with \$24.4 million in annualized contractual rent, as well as one land parcel under development.



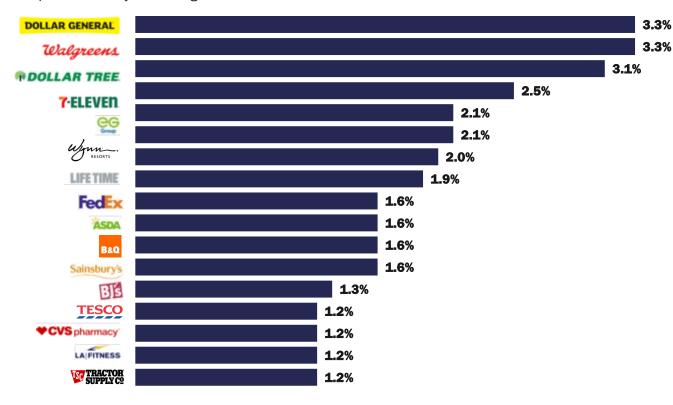


<sup>(1)</sup> As of September 30, 2024.

# Partnering with the World's Leading Companies

Realty Income's portfolio of clients are leaders in their industries, spanning categories such as grocery, drug stores, convenience, and gaming

Top 15 Clients by Percentage of Total Portfolio Annualized Contractual Rent<sup>(1)</sup>



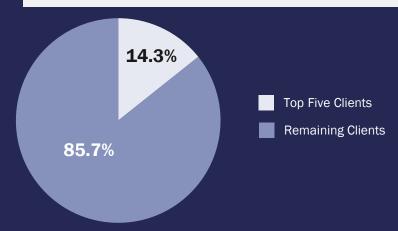
(1) As of September 30, 2024.





A diverse portfolio helps protect against individualized client risk

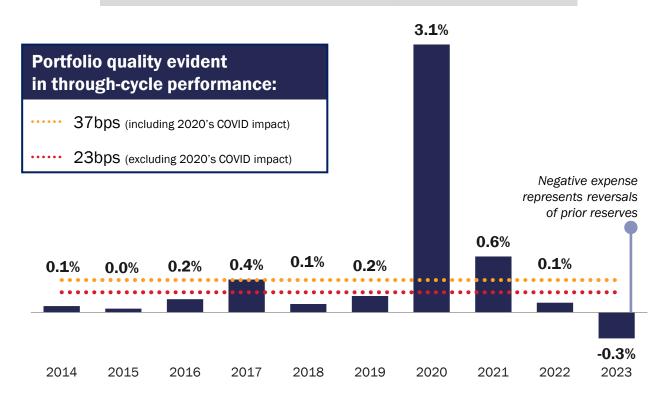
Realty Income's top five clients make up less than 15% of Total Portfolio Annualized Contractual Rent<sup>(1)</sup>





# Diversified Real Estate Portfolio Supports **Cash Flow Stability**

#### Historical Bad Debt as a Percentage of Total Revenue<sup>(1)</sup>



<sup>(1)</sup> Total revenue excludes tenant reimbursements

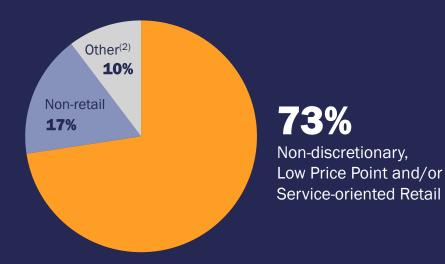
<sup>(2) &</sup>quot;Other" category includes Gaming properties.



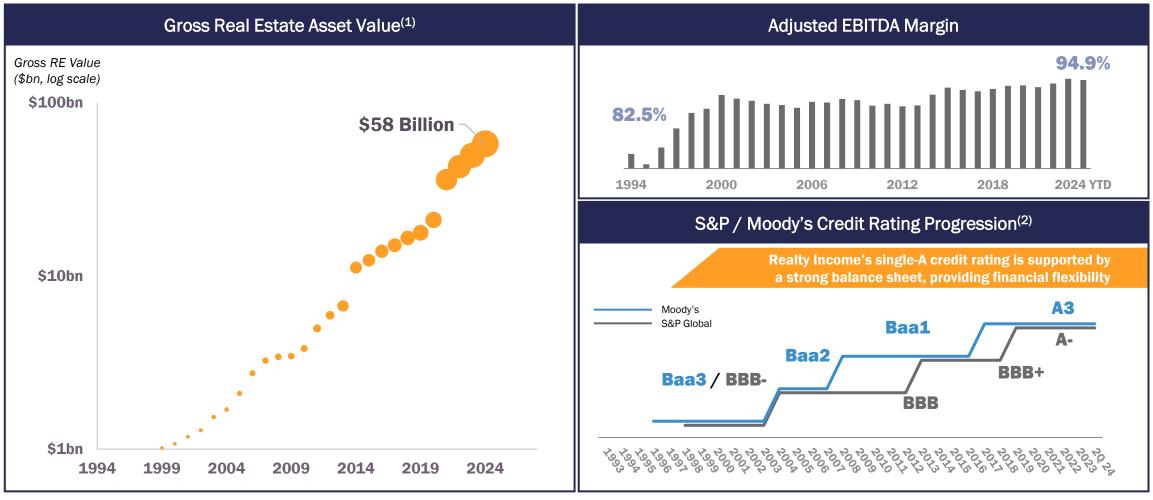


~90%

of total rent is resilient to economic downturns and/or insulated from e-commerce pressures



# Size & Scale Offers Financing Breadth, Depth, and Diversification



<sup>(1)</sup> Gross real estate asset value reflects historical year end real estate held for investment, at cost. 2024 represents gross real estate book value as of 09/30/2024.

<sup>(2)</sup> Bloomberg. Long-term issuer rating.



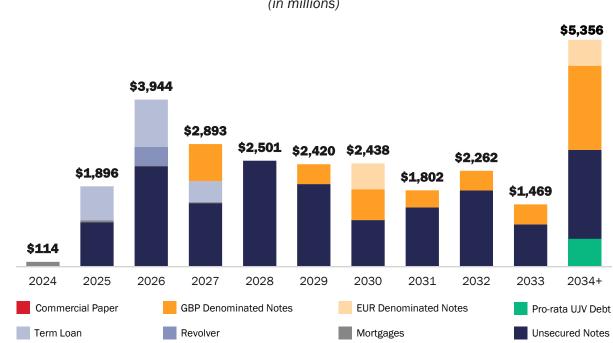


# Strong Balance Sheet and Single-A Credit **Ratings Afford Financial Flexibility**

Well-staggered maturity profile and diversity of debt capital sources bolsters financial resilience

#### **Current Debt Maturity Profile**(1)

(in millions)





#### **Favorable Credit Ratings**

Long-term Unsecured Debt Rating

A3 / Stable Moody's A- / Stable

#### **Key Credit Metrics**

Low Leverage / **High Coverage Ratios** 

5.4x

Net Debt to Annualized Pro Forma Adj. EBITDAre<sup>(2)</sup>

4.6x

Fixed Charge Coverage Ratio

33%

Debt to Total Market Cap

Conservative Long-Term Debt Profile

99%

Unsecured

97%

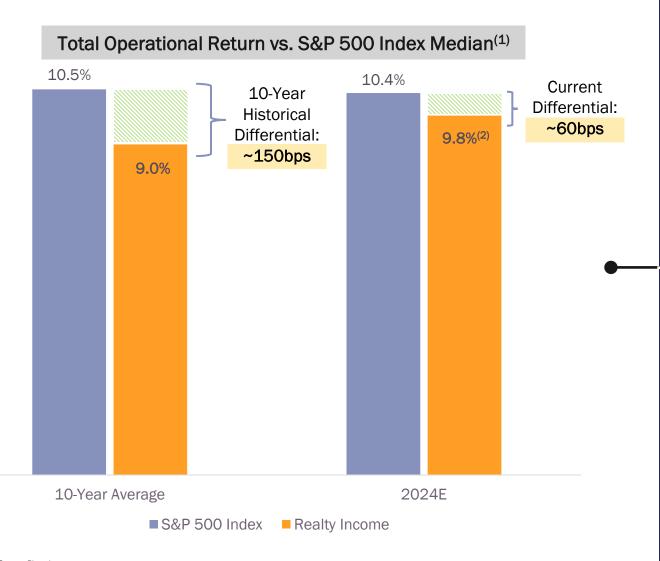
**Fixed Rate** 

#### 6.9 years

Weighted average term to maturity for senior unsecured notes & bonds



# Attractive Risk-Adjusted Return Opportunity



For 2024, Realty Income's total operational return differential vs. the S&P 500 median is ~90bps favorable to

historical levels



## Investment Proposition

## **Why Realty Income**

Growth:

29 of 29 years of positive total operational

**return** since public listing in 1994



**S&P 500 Dividend Aristocrat** with 29 consecutive years of dividend increases



**Proven and consistent results** in a variety of economic environments

## **Why Now**



Attractive risk-adjusted return opportunity



Track record of performance in a variety of environments







# **| 2023: Six Unique Transactions Totalling \$6 Billion**

## **EG Group**

- · High-quality convenience stores in the northeast
- Acquired 415 property portfolio
- 20-year weighted average initial lease term
- Over 80% of the total portfolio rent generated from properties operated under Cumberland Farms brand

### **CIM Group**

- 185 single-tenant retail and industrial properties
- Aggregate 4.6 million square feet
- 7.1% initial cash cap rate
- 48% of total portfolio rent derived from investment-grade rated clients



# Bellagio

- Las Vegas Strip's iconic property and an AAA 5-Diamond Resort
- Investment stake of \$650mm preferred equity and \$300mm real estate ownership, representing ~22% of total common equity ownership in partnership with Blackstone
- 3,900+ hotel rooms and 77 acres

### **Decathlon**

- · Leading European sporting goods retailer
- Decathlon's inaugural sale-leaseback
- 82 acquired properties located in Germany, France, Spain, Italy, and Portugal

## **Leading UK Grocer**

- 3rd largest grocer in UK
- Acquired 35 high quality locations of total footprint including over 550 grocery stores and supercenters, and over 600 convenience stores

#### **Data Centers**

- 80% joint venture partnership with Digital Realty, the largest provider of cloud- and carrier-neutral data centers globally
- Development located in Northern Virginia, the world's largest data center market



# Committed to Advancing Sustainability Strategy

As real estate partner to the world's leading companies, Realty Income's **thoughtful collaborations** with clients and strategic partners allow the company to adopt sustainable practices across the value chain to contribute to a **more equitable, inclusive, and environmentally conscious future** 



#### **ENVIRONMENTAL**

Strive to embed environmental responsibility into corporate operations and partner with clients to reduce environmental impacts associated with our properties



#### SOCIAL

Committed to providing an engaging work environment, being a responsible global citizen, and building enduring relationships with our communities



### **GOVERNANCE**

Board of Directors plays a key role in overseeing ESG, including embedding sustainability into our strategy, business activities, leadership, and risk management

Visit Realty Income's annual sustainability report to view additional details and recent accomplishments

