

**Investor Presentation** September 2019

#### **Forward Looking Statements**

Certain statements contained in this presentation may constitute "forward-looking statements" within the meaning of the safe harbor from civil liability provided for such statements by the Private Securities Litigation Reform Act of 1995 (set forth in Section 27A of the Securities Act of 1933, as amended (the "Securities Act"), and Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"). Forward-looking statements are subject to known and unknown risks, uncertainties and other factors that may cause the Company's actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Forward-looking statements include information concerning the Company's business strategy, plans, goals and objectives. Forwardlooking statements contained in this presentation include, but are not limited to, statements regarding the Company's ability to grow its portfolio of gaming facilities, information concerning the acquisitions of certain real property assets of Tropicana Entertainment Inc. ("Tropicana") and the Company's mortgage loan to Eldorado Resorts, Inc. ("ERI") to finance ERI's acquisition of an additional Tropicana property (such transactions, collectively, the "Tropicana Transactions") in connection with ERI's acquisition of the operating business of Tropicana (the "ERI-Tropicana Merger"), the Company's expectations with respect to the acquisition of Pinnacle Entertainment, Inc. by Penn National Gaming, Inc. ("Penn"), which was completed on October 15, 2018 (the "Penn-Pinnacle Merger"), including the Company's acquisition of Plainridge Park Casino and the acquisition by Boyd Gaming Corporation ("BYD") from Pinnacle Entertainment, Inc. of the real property assets of Belterra Park, by way of a secured mortgage loan by the Company (such transactions, collectively, the "Plainridge Park/Belterra Transactions" and, together with the Tropicana Transactions, the "Acquisition Transactions") and the related transactions, and the impact on its business and results of operations. Statements preceded by, followed by or that otherwise include the words "believes," "expects," "anticipates," "intends," "projects," "estimates," "plans," "may increase," "may fluctuate" and similar expressions or future or conditional verbs such as "will," "should," "would," "may" and "could" are generally forward-looking in nature and not historical facts. You should understand that the following important factors could affect future results and could cause actual results to differ materially from those expressed in such forward-looking statements (1) the availability of, and the ability to identify, suitable and attractive acquisition and development opportunities and the ability to acquire and lease the respective properties on favorable terms; (2) the degree and nature of the Company's competition; (3) the Company's increased reliance on Penn as its largest tenant following the closing of the Penn-Pinnacle Merger; (4) the ability to maintain the regulatory approvals required to own and/or operate the Company's properties; (5) the effects of the Acquisition Transactions on the Company, including the impact of integrating the assets acquired by the Company in the Acquisition Transactions and the post-acquisition impact on the Company's financial condition, operating results, strategy and plans, including its potential inability to achieve the estimated annual rental revenue it currently expects to achieve from the acquired properties; (6) the Company's ability to maintain its status as a real estate investment trust ("REIT"), given the highly technical and complex Internal Revenue Code provisions for which only limited judicial and administrative authorities exist, where even a technical or inadvertent violation could jeopardize REIT qualification and where requirements may depend in part on the actions of third parties over which the Company has no control or only limited influence; and (7) additional factors discussed in the sections entitled "Risk Factors" in the Company's Annual Report on Form 10-K for the year ended December 31, 2018, and in the Company's Quarterly Reports on Forms 10-Q, which you should read in conjunction with this presentation.

Other unknown or unpredictable factors may also cause actual results to differ materially from those projected by the forward-looking statements. Most of these factors are difficult to anticipate and are generally beyond the Company's control. Given these uncertainties, you should not place undue reliance on these forward-looking statements. You should consider the areas of risk described above in connection with considering any forward-looking statements that may be made by the Company generally and any forward-looking statements that are contained in this presentation specifically. The Company undertakes no obligation to release publicly any revisions to any forward-looking statements, to report events or to report the occurrence of unanticipated events unless required to do so by law.

#### **Company Highlights**







# **Cash Flow Durability & Stability**

Portfolio Quality p.4

Portfolio Diversification p.5

Tenant Strength p.6

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Alignment of Interests from Gaming Taxes p.9

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#### **Transactions & Related AFFO, Dividend Growth**

Successful transaction track record driven AFFO & Dividend growth p.11-13

#### **Balance Sheet Strength**

Staggered debt maturity profile, strong liquidity, and demonstrated access to capital markets p.14

#### **Proven and Experienced Management Team**

Experienced operators with track record of entrepreneurial and prudent investment decision making p.15

#### **Gaming & Leisure Properties, Inc. Overview**

#### **Since Inception**

- >\$6.5 Billion of Value Creating Transactions
- 6 Dividend Increases
- Total Dividend/share Growth 30.8% (1)
- Total AFFO/share Growth 30.5% (1)
- Total Shareholder Return 69.5% (2)









# Fast Facts (3)

**46** Properties

16 States

23.5M Property Sq. Footage **5,678**Acres Owned or Leased

12,520

Hotel Rooms

#### Financial Snapshot (4)

- Total Enterprise Value: \$14.5 BIL
- Dividend Yield 7.0%
- Dividend AFFO Payout Ratio 79.5%
- Dividend/share Annual Growth Rate 5.2%
- AFFO/share Annual Growth Rate 5.2%
- 95%+ of combined Real Estate Cash NOI/TRS EBITDA comes from premier publicly traded gaming companies PENN, BYD, and ERI
- (1) Based on Actual results through 2018, 2019 AFFO guidance midpoint, and 6/30/19 dividend run-rate of 2.72/sh
- (2) Total return with dividends reinvested from close 11/01/13 close 8/29/2019
- (3) Represents GLPI's property metrics as reported in the 10-K on February 13, 2019. Detailed information is provided in the Appendix.
- (4) Dividend yield as of 8/29/19 based on 2.72/yr dividend and 38.88 closing price, payout ratio based on 1H2019 actual results, 95% figure based on Q2 actuals
- (5) Source: Company Filings, Earnings Releases and Bloomberg

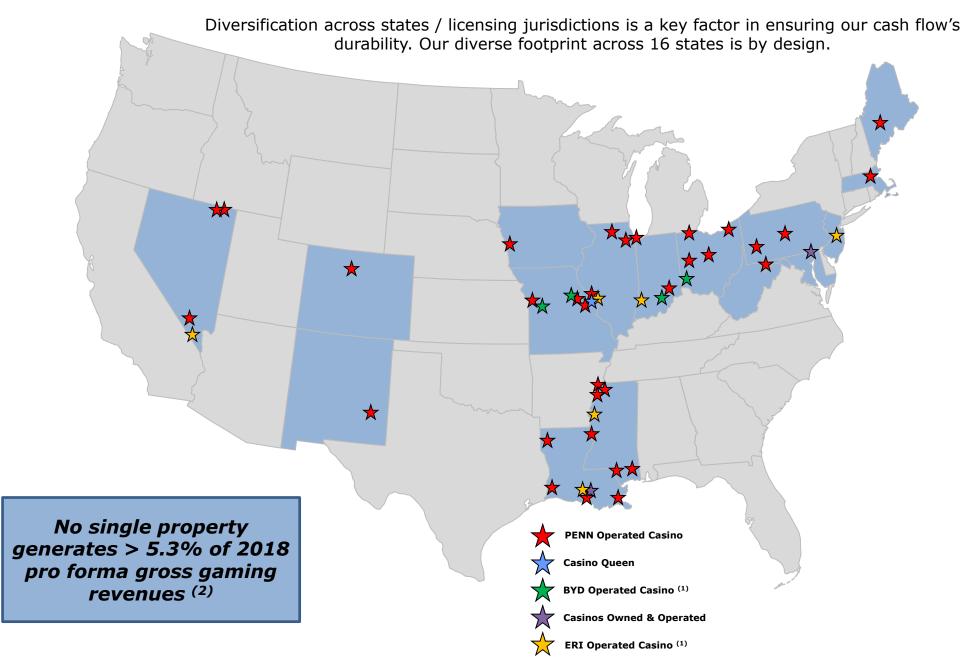
#### **High Quality Real Estate Portfolio**

The quality and relevance of our portfolio is demonstrated by the solid property performance of our market leading properties, driving gross Gaming Revenue (GGR) for our portfolio to over \$6.5 billion in 2018



(1) Gaming revenue is not reported by property in these states
Note: Based on 2018 annual gaming revenues as reported by each respective gaming commission. Market is defined as a 60 minute drive time. Number of gaming positions is used to rank properties in states that do not report property level gaming revenue (MS, NV, CO, NM)
Source: Company Filings, Earnings Releases and State gaming commissions

# **Strength & Durability Through Diversification**



<sup>(1)</sup> Include two properties for which GLPI has provided loans for the underlying properties

<sup>(2)</sup> Based on 2018 annual gaming revenues reported by gaming commissions. Management estimates were utilized in jurisdictions which do not report by property gaming revenue results

### **Tenant Strength Enhances Cash Flow Durability**

# Our Major Tenants are Credit Worthy Public Companies with: Strong Balance Sheets, Institutional Quality Operational Platforms, Extensive Experience, and Established Brands



The largest U.S. regional gaming operator of 40 gaming entertainment properties in 18 jurisdictions, with approximately \$5.3 billion in annual net revenue (1)

**Enterprise Value:** \$13.0 Billion +(2)

Equity Market Cap: \$2.2 Billion +(2)

Longest-dated (1/27) unsecured debt yield to maturity: 5.29%<sup>(2)</sup>



A leading multi-jurisdictional operator of 29 gaming entertainment properties in 10 jurisdictions, with approximately \$3.3 billion in annual net revenue

**Enterprise Value:** \$7.2 Billion +(2)

Equity Market Cap: \$2.7 Billion +(2)

Longest-dated (8/26) unsecured debt yield to maturity: 5.05%<sup>(2)</sup>



A highly-respected operator of a large and diversified portfolio of 28 regional gaming assets in 13 jurisdictions, with approximately \$2.6 billion in annual net revenue (1)

**Enterprise Value:** \$6.1 Billion +(2)

Equity Market Cap: \$3.0 Billion +(2)

Longest-dated (9/26) unsecured debt yield to maturity: 4.42%<sup>(2)</sup>

# Master Lease payments are due before the debt service obligations of our tenants

(1) Based on analyst consensus 2019 revenue expectations

(2) Based on closing quotes on 8/29/2019; enterprise value as presented by Bloomberg Source: Bloomberg

#### **Superior Master Lease Characteristics**

#### **Lease Characteristic**

#### **GLPI Checks All The Boxes**

Achieves High Occupancy
Rate

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- GLPI has operated at 100% occupancy since inception
- Master lease requires tenant to sell all operating assets to new tenant, including the gaming license

Minimizes Period a Vacated Property Remains with No Tenant



• In the event a tenant does not elect to renew a lease, lease mechanics provide a time frame for tenants to sell their operating assets without disrupting the lease stream to GLPI or the gaming tax revenue to the host state

Minimizes Period a Property is Not Operated after Lease Signing



Only a greenfield project would require a delay - all other leased properties have demonstrated no operational impact
 Casino remodeling is generally done in phases with limited impact to operations

Maximizes the Likelihood that the Property Remains Open in a Downside Scenario



- · Governments have incentives to help casinos succeed
- Governments want to protect their receipt of gaming taxes and employment provided by casinos

All or None Terms Protect against cherry picking



Cross-collateralization eliminates the risk of being forced to make a concession to a single property facing difficulties
 Obligations under the master lease are guaranteed by the operators' parents (1)

Uniquely High Level of Transparency



- GLPI reports rent coverage metrics which provide a clear indication of the credit quality
  - Certain state jurisdictions report gaming revenue performance monthly

#### GLPI's assets and lease terms provide significant stability of rental income

#### **Master Leases Offer Long-Term Stability**

#### GLPI's Lease Terms Provide Enhanced Rent Stability & Protection Over Long Lease Terms

	PENN	Amended PNK PENN	BYD	ERI
Property Count	20	12	3	5
Number of States	10	8	2	5
Corporate Guarantee			Guarantee from Master Lease Subsidiary	
Default Adjusted Rent to Revenue Coverage	1.10x	1.20x	1.40x	1.20x
Rent Coverage (1)	1.89x	1.75x	1.92x	1.93x

Master Leases Generated over 90% of GLPI's Combined Real Estate Cash NOI & TRS EBITDA in Q2 2019

#### Casino Property Taxes are Critical Assets to State Revenues

State and local governments have a vested interest in the success of our properties. They rely heavily on gaming tax revenues to support their budgets.

- The importance of gaming property taxes to state and local economies provides an added layer of credit protection that other real estate sectors do not provide
- Protected, limited license jurisdictions tend to have much higher tax rates. The more "protected" the
  competitive landscape, often the higher the tax rate, and the higher the alignment of interests in ensuring the
  longevity and durability of the business

To better demonstrate the financial impact, GLPI looked at the gaming tax revenue paid in each of its top 7 limited license jurisdiction states based on total gross gaming revenue (GGR) reported at its currently owned properties:
Estimated Gaming Tax Rates by State

LTM as of 12/31/18				
State	GGR	Taxes		
Missouri	\$1,090	\$276		
Louisiana	708	152		
Ohio	655	217		
Indiana	639	183		
Pennsylvania	489	228		
Illinois	378	104		
West Virginia	334	151		
Total	\$4,294	\$1,311		

Nev Brsey 9.3%

New Jersey 9.3.%

Mississippi 11.2%

Michigan 12.0%

Colorado 22.0%

Missouri 21.0%

Louisiana 21.5%

Louisiana 32.5%

Kansas 27.0%

Average 35.6%

Florida 35.0%

Maine Oklahoma 35.0%

Maine Illinois 50.0%

Delaware Pennsylvania

West Virginia New Mexico

Pennsylvania West Virginia New Mork

New York

Maryland Rhode Island 66.0%

New Mork

Source: State Gaming Commissions; Wells Fargo Securities, LLC's estimates.

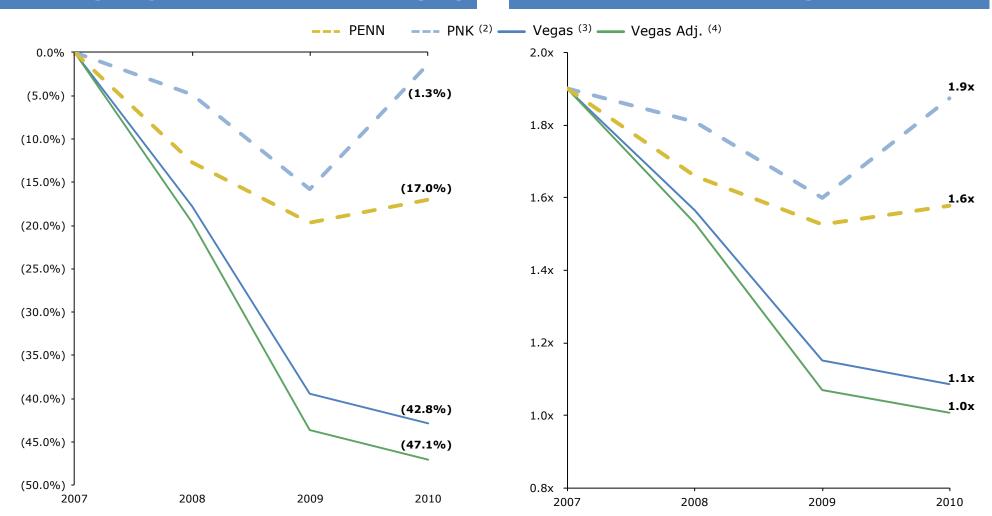
Note: \$ in millions, excludes GLPI's two mortgaged properties Source: State gaming commissions

#### **Demonstrated Durability of Regional Gaming Markets**

GLPI's Regional Markets Have Proven More Profitable And Stable During a Major Downturn Than The Las Vegas Market

#### Gaming Adj. EBITDA Growth (1) (%)

#### Rent Coverage (1)



- (1) Excludes BYD because BYD assets were owned by PNK. Excludes Tropicana because it predominantly consisted of Atlantic City portfolio at that time. Assumes rent was at the same terms as existing master leases during the time period shown
- (2) Excludes St. Louis and Ameristar assets
- (3) Includes Las Vegas assets for CZR, LVS, MGM (excluding City Center due to negative Adjusted EBITDA) and WYNN
- (4) Same as Vegas, adjusted to account for an assumed 4% cost of capital on \$4.1bn of capital expenditures related to Palazzo and Encore Note: Excludes corporate overhead and includes the impact from smoking bans and cannibalization

#### **Track Record of Transaction Success**

GLPI's unique competitive advantages have supported an annual sourcing of transactions with a value of over \$1.3 Billion at an average yield of over 8.4% since inception.

<b>Date Closed</b>	<u>Properties</u>	Purc	<u>chase Price</u>	<u>Initia</u>	I Cash Yield/Rent	Cap Rate
10/15/2018	Plainridge Park Casino	\$	250.9	\$	25.0	10.0%
	PENN/PNK Lease Adjustment			\$	13.9	
10/15/2018	Belterra Park (Mortgage)	\$	57.7	\$	6.4	11.1%
10/1/2018	Lumiere (Mortgage)	\$	246.0	\$	22.4	9.1%
10/1/2018	Tropicana Atlantic City	\$	992.5	\$	87.6	8.8%
	Tropicana Evensville					
	Tropicana Laughlin					
	Tropicana Casino Greenville					
	Belle of Baton Rouge					
5/1/2017	1st Jackpot Casino	\$	82.9	\$	9.0	10.9%
	Resorts Casino&Hotel Tunica					
9/9/2016	Meadows Racetrack and Casino	\$	323.3		25.4	7.9%
4/28/2016	Ameristar Casino Resort Spa Black Hawk	\$	4,779.0	\$	377.0	7.9%
	Ameristar Casino Hotel East Chicago					
	Belterra Casino Resort					
	Ameristar Casino Hotel Council Bluffs					
	L'Auberge Casino & Hotel Baton Rouge					
	Boomtown Casino & Hotel Bossier City					
	L'Auberge Casino Resort Lake Charles					
	Boomtown Casino New Orleans					
	Ameristar Casino Hotel Vicksburg					
	Ameristar Casino Hotel Kansas City					
	Ameristar Casino Resort Spa St. Charles					
	River City Casino & Hotel Cactus Petes					
	The Horseshu					
1/23/2014	Casino Queen	\$	140.7	\$	14.0	9.95%
_, _3, _3	TOTAL	<b>\$</b>	6,873.0	\$	580.7	8.45%

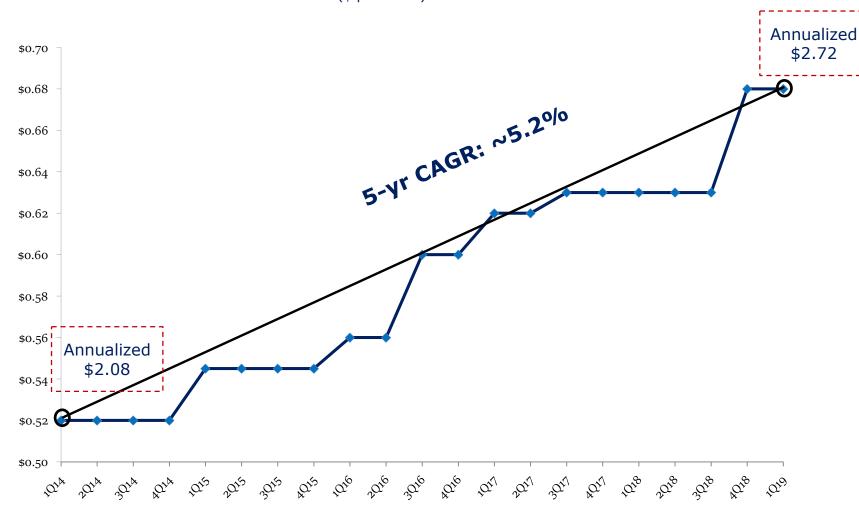
# **Accretive Transaction History Driven AFFO Growth**



## **Secure and Growing Dividend**

# Historical Quarterly Dividend Growth

(\$ per share)



AFFO payout ratio target: 80%; Q2 2019 payout 78.9%

#### **Balance Sheet Strength**

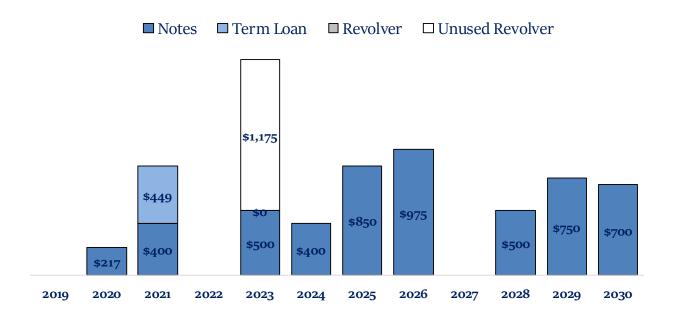
- Durability of our income stream, well-laddered debt maturity profile, and healthy duration give the company a firm foundation
- Demonstrated commitment to maintaining robust liquidity and sound governance
- Fungible pooled asset cash flow from master leases de-risks individual asset performance, anchoring balance sheet and providing flexibility through market cycles

#### **Demonstrated Access to Capital**

- Achieved cross-over Investment Grade Status in 2018
- Amended \$1.175bn revolver to provide ample liquidity to address future bond maturities
- In August 2019, Issued \$400mm of 5 year notes with a 3.372% YTM and \$700mm of long 10 year notes with a 4.03% YTM



**GLPI Issue Rating by Agency** 



#### Standard & Poor's

BBB-

**Fitch** 

BBB-

Moody's

Ba<sub>1</sub>

<sup>(1)</sup> Figures as of August 29, 2019, pro forma for the (a) issuance of \$400mm of senior notes due 2024 and \$700mm of senior notes due 2030 and (b) use of note proceeds to retire \$782,593,000 of senior notes due 2020 at the expiration of the early tender period and to repay certain outstanding amounts on the revolver and term loan. Excludes capital leases.

# Talented, Best In Class Management Team

#### Peter Carlino - Chief Executive Officer and Chairman of the Board

1972-1974, 1974-1994 Served first as President of Mountainview Thoroughbred Racing Association, predecessor to Penn National Gaming

1997 – Led the charge for the successful passage of slot machine gaming at Charles Town Races in West Virginia after two unsuccessful attempts by previous owners

2003 – Acquired Hollywood Casino Corporation, which doubled the size of the Company at the time 2004 – Named "Best Performing CEO" by HVS Executive Search based on prior year performance relative to his peers for corporate financial growth and decision making methodology

2005 – Acquired Argosy Gaming Company, again nearly doubling the size of the Company
2007 — Penn National was honored for appearing a record six consecutive years on Fortune
Magazine's list of "100 Fastest Growing Companies"

2009 – Penn National played a leading role in amending the Ohio State <u>Constitution</u>, resulting in two new casino properties and eventually two racinos

2010 – Fulfilled nearly 30 year quest for passage of gaming in Pennsylvania 2011 – Penn National acquired M Resort Las Vegas

2013 – Oversaw the creation of the first gaming REIT, named CEO & Chairman of GLPI
2016 – Gaming & Leisure Properties acquired the real estate of Pinnacle Entertainment in a complex transaction

2018 - **Inducted into the Gaming Hall of Fame in 2018**, Carlino was honored for his 30-year record as an industry visionary and for his accomplishments in driving racetrack and casino owner Penn National Gaming's consistent growth from a single racetrack to what is today the nation's largest regional gaming operator and subsequently creating and leading the nation's first gaming REIT



#### <u>Steven Snyder</u> - Chief Financial Officer & Senior Vice President

May 2018 – Current Serves as GLPI's CFO
2013 – 2018 GLPI's SVP of Corporate Development from founding of Company with responsibility for all strategic endeavors

2003- 2013 SVP of Corporate Development of Penn National Gaming 1998 – 2003 VP of Corporate Development Pre 1998 Career in investment banking regionally in the Mid Atlantic region

Education: MSIA from Carnegie Mellon University Graduate School of Industrial Administration;

BA from Dickinson College





**Appendix** 

# **Properties Operated by Penn**

PENN Master Lease (20 Properties)	<u>Location</u>	<b>Date Acquired</b>	Tenant/Operator
Hollywood Casino Lawrenceburg	Lawrenceburg, IN	11/1/2013	PENN
Hollywood Casino Aurora	Aurora, IL	11/1/2013	PENN
Hollywood Casino Joliet	Joliet, IL	11/1/2013	PENN
Argosy Casino Alton	Alton, IL	11/1/2013	PENN
Hollywood Casino Toledo	Toledo, OH	11/1/2013	PENN
Hollywood Casino Columbus	Columbus, OH	11/1/2013	PENN
Hollywood Casino at Charles Town Races	Charles Town, WV	11/1/2013	PENN
Hollywood Casino at Penn National Race Course	Grantville, PA	11/1/2013	PENN
M Resort	Henderson, NV	11/1/2013	PENN
Hollywood Casino Bangor	Bangor, ME	11/1/2013	PENN
Zia Park Casino	Hobbs, NM	11/1/2013	PENN
Hollywood Casino Gulf Coast	Bay St. Louis, MS	11/1/2013	PENN
Argosy Casino Riverside	Riverside, MO	11/1/2013	PENN
Hollywood Casino Tunica	Tunica, MS	11/1/2013	PENN
Boomtown Biloxi	Biloxi, MS	11/1/2013	PENN
Hollywood Casino St. Louis	Maryland Heights, MO	11/1/2013	PENN
Hollywood Gaming Casino at Dayton Raceway	Dayton, OH	11/1/2013	PENN
Hollywood Gaming Casino at Mahoning Valley Race Track	Youngstown, OH	11/1/2013	PENN
Resorts Casino Tunica	Tunica, MS	5/1/2017	PENN
1st Jackpot Casino	Tunica, MS	5/1/2017	PENN
PENN Operated Amended Pinnacle Master Lease (12 Properties)			
Ameristar Black Hawk	Black Hawk, CO	4/28/2016	PENN
Ameristar East Chicago	East Chicago, IN	4/28/2016	PENN
Ameristar Council Bluffs	Council Bluffs, IA	4/28/2016	PENN
L'Auberge Baton Rouge	Baton Rouge, LA	4/28/2016	PENN
Boomtown Bossier City	Bossier City, LA	4/28/2016	PENN
L'Auberge Lake Charles	Lake Charles, LA	4/28/2016	PENN
Boomtown New Orleans	New Orleans, LA	4/28/2016	PENN
Ameristar Vicksburg	Vicksburg, MS	4/28/2016	PENN
River City Casino & Hotel	St. Louis, MO	4/28/2016	PENN
Cactus Pete's	Jackpot, NV	4/28/2016	PENN
Horseshu	Jackpot, NV	4/28/2016	PENN
Plainridge Park Casino	Plainridge, MA	10/15/2018	PENN

# **Properties Operated by Boyd, Eldorado and Other**

ERI Master Lease (5 Properties)	<u>Location</u>	Date Acquired	Tenant/Operator
Tropicana Atlantic City	Atlantic City, NJ	10/1/2018	ERI
Tropicana Evansville	Evansville, IN	10/1/2018	ERI
Tropicana Laughlin	Laughlin, NV	10/1/2018	ERI
Trop Casino Greenville	Greenville, MS	10/1/2018	ERI
Belle of Baton Rouge	Baton Rouge, LA	10/1/2018	ERI
BYD Master Lease (3 Properties)			
Belterra Casino Resort	Florence, IN	4/28/2016	BYD
Ameristar Kansas City	Kansas City, MO	4/28/2016	BYD
Ameristar St. Charles	St. Charles, MO	4/28/2016	BYD
Single Asset Leases			
The Meadows Racetrack and Casino	Washington, PA	9/9/2016	PENN
Casino Queen	East St. Louis, IL	1/23/2014	Casino Queen
Mortgaged Properties			
Belterra Park Gaming & Entertainment Center	Cincinnatti, OH		BYD
Lumière Place	St. Louis, MO		ERI
TRS Properties			
Hollywood Casino Baton Rouge	Baton Rouge, LA	11/1/2013	GLPI
Hollywood Casino Perryville	Perryville, MD	11/1/2013	GLPI

# **Escalator Details by Lease**

	<u>Master Leases</u>			
	Penn Master Lease	Penn Amended	Eldorado Master	Boyd Master Lease
		Pinnacle Master Lease	Lease	boyu Master Lease
Escalator Details				
Yearly Base Rent Escalator Maximum	2%	2%	2%	2%
Coverage as of Tenants latest Earnings Report	1.89	1.75	1.93	1.92
Minimum Escalator Coverage Governor	1.8	1.8	1.2 (3)	1.8
Next Anniversary for Realization	Nov-19	May-20	Oct-19	May-20
Percentage Rent Reset Details				
Reset Frequency	5 years	2 years	2 years	2 years
Next Reset	Nov-23	May-20	Oct-20	May-20

Single Asset Leases			
PENN-Meadows Lease	Casino Queen Lease		
5% (1)	2%		
1.92	1.20 (2)		
2	1.8		
Oct-19	Feb-20		
2 years	5 years		
Oct-20	Feb-24		

<sup>1.</sup> Meadows yearly escalator is 5% until a breakpoint where it resets to 2%.

<sup>2.</sup> Not a public reporting entity, number certified by tenant as of March 31, 2019

<sup>3.</sup> The Eldorado escalator governor is 1.2x for the initial 5 years and then 1.8x in subsequent years

## **Additional Lease Detail**

Property Count
Number of States Represented
Commencement Date
Initial Term
Renewal Terms
Corporate Guarantee
Master Lease with Cross Collateralization
Technical Default Landlord Protection
Default Adjusted Rent to Revenue Coverage
Competitive Radius Landlord Protection
Full NNN Tenant Obligations
Tenant Capex Minimum Obligation
Renewal of all or none at prevailing
terms/rent Replacement Tenant Landlord Approval
Requirements
Requirement for Tenant to Transition
License

	<u>Master</u>	Leases	
Penn Master Lease	Penn Amended Pinnacle Master Lease	Eldorado Master Lease	Boyd Master Lease
20	12	5	3
10	8	5	2
11/1/2013	4/28/2016	10/1/2018	10/15/2018 (1)
15 years	10 years	15 years	10 (1)
20 (4x5 years)	25 (5x5 years)	20 (4x5 years)	25 (5x5 years)
Yes	Yes	Yes	No
Yes	Yes	Yes	Yes
Yes	Yes	Yes	Yes
1.1	1.2	1.2	1.4
Yes	Yes	Yes	Yes
Yes	Yes	Yes	Yes
Yes	Yes	Yes	Yes
Yes	Yes	Yes	Yes
Yes	Yes	Yes	Yes
Yes	Yes	Yes	Yes

<b>Single Asset Leases</b>				
PENN-Meadows Lease	Casino Queen Lease			
1	1			
1	1			
9/9/2016	1/23/2014			
10	15			
19 (3x5years, 1x4 years)	20 (4x5 years)			
Yes	No			
No	No			
Yes	Yes			
1.2	1.4			
Yes	Yes			

Property Count Commencement Date Current Interest Rate

Credit Enhancement

<b>Mortgage</b>	es
BYD (Belterra) (2)	ERI (Lumière Place)
1 10/15/2018 11.20% Guarantee from Master Lease Entity	1 10/1/2018 9.09% Corporate Guarantee

TRS Hollywood Baton Rouge & Perryville
2

<sup>1.</sup> Boyd Assumed Pinnacle's legacy initial lease term, which will end on April 30, 2026

<sup>2.</sup> The Belterra Park mortgage is supported by the BYD Master Lease subsidiaries and its terms are consistent with the BYD Master Lease

#### **Definitions of Non-GAAP Financial Measures**

Funds From Operations ("FFO"), Adjusted Funds From Operations ("AFFO") and Adjusted EBITDA, which are detailed in the reconciliation tables that accompany this release, are used by the Company as performance measures for benchmarking against the Company's peers and as internal measures of business operating performance, which is used for a bonus metric. The Company believes FFO, AFFO, and Adjusted EBITDA provide a meaningful perspective of the underlying operating performance of the Company's current business. This is especially true since these measures exclude real estate depreciation, and we believe that real estate values fluctuate based on market conditions rather than depreciating in value ratably on a straight-line basis over time. In addition, in order for the Company to qualify as a REIT, it must distribute 90% of its REIT taxable income annually. The Company adjusts AFFO accordingly to provide our investors an estimate of taxable income for this distribution requirement. Direct financing lease adjustments represent the portion of cash rent we receive from tenants that is applied against our lease receivable and thus not recorded as revenue and the amortization of land rights represents the non-cash amortization of the value assigned to the Company's assumed ground leases.

FFO, AFFO and Adjusted EBITDA are non-GAAP financial measures, that are considered a supplemental measure for the real estate industry and a supplement to GAAP measures. NAREIT defines FFO as net income (computed in accordance with generally accepted accounting principles), excluding (gains) or losses from sales of property and real estate depreciation. We have defined AFFO as FFO excluding stock based compensation expense, amortization of debt issuance costs, bond premiums and original issuance discounts, other depreciation, amortization of land rights, straight-line rent adjustments, direct financing lease adjustments, losses on debt extinguishment, retirement costs and goodwill impairment charges reduced by capital maintenance expenditures. Finally, we have defined Adjusted EBITDA as net income excluding interest, taxes on income, depreciation, (gains) or losses from sales of property, stock based compensation expense, straight-line rent adjustments, direct financing lease adjustments, the amortization of land rights, losses on debt extinguishment, retirement costs and goodwill impairment charges.

FFO, AFFO and Adjusted EBITDA are not recognized terms under GAAP. These non-GAAP financial measures: (i) do not represent cash flow from operations as defined by GAAP; (ii) should not be considered as an alternative to net income as a measure of operating performance or to cash flows from operating, investing and financing activities; and (iii) are not alternatives to cash flow as a measure of liquidity. In addition, these measures should not be viewed as an indication of our ability to fund all of our cash needs, including to make cash distributions to our stockholders, to fund capital improvements, or to make interest payments on our indebtedness. Investors are also cautioned that FFO, FFO per share, AFFO, AFFO per share and Adjusted EBITDA, as presented, may not be comparable to similarly titled measures reported by other real estate companies, including REITs due to the fact that not all real estate companies use the same definitions. Our presentation of these measures does not replace the presentation of our financial results in accordance with GAAP.