



GAMING & LEISURE
PROPERTIES, INC.

Tioga Downs Casino Resort Acquisition

February 6, 2024

Forward Looking Statements

This press release includes “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, including our expectations regarding the anticipated future rent coverage and the benefits of the transaction to our shareholders. Forward-looking statements can be identified by the use of forward-looking terminology such as “expects,” “believes,” “estimates,” “intends,” “may,” “will,” “should” or “anticipates” or the negative or other variation of these or similar words, or by discussions of future events, strategies or risks and uncertainties. Such forward-looking statements are inherently subject to risks, uncertainties and assumptions about GLPI and its subsidiaries, including risks related to the following: GLPI’s ability to expand its relationship with American Racing; the potential negative impact of recent high levels of inflation (which have been exacerbated by the armed conflict between Russia and Ukraine) on our tenants' operations; GLPI's ability to maintain its status as a REIT; our ability to access capital through debt and equity markets in amounts and at rates and costs acceptable to GLPI; the impact of our substantial indebtedness on our future operations and ability to grow through acquisition; changes in the U.S. tax law and other state, federal or local laws, whether or not specific to REITs or to the gaming or lodging industries; and other factors described in GLPI’s Annual Report on Form 10-K for the year ended December 31, 2022, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K, each as filed with the Securities and Exchange Commission. All subsequent written and oral forward-looking statements attributable to GLPI or persons acting on GLPI’s behalf are expressly qualified in their entirety by the cautionary statements included in this press release. GLPI undertakes no obligation to publicly update or revise any forward-looking statements contained or incorporated by reference herein, whether as a result of new information, future events or otherwise, except as required by law. In light of these risks, uncertainties and assumptions, the forward-looking events discussed in this press release may not occur as presented or at all.

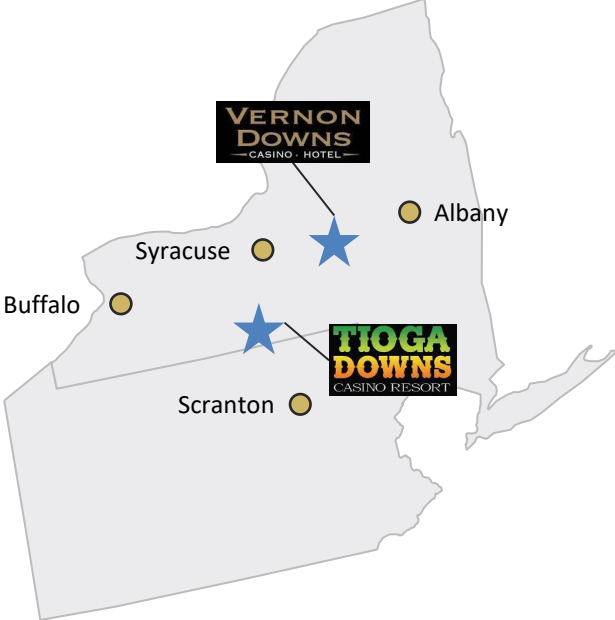


Transaction Overview

Key Transaction Details

- On February 6, 2024, GLPI acquired the real estate assets of Tioga Downs Casino Resort (“Tioga Downs”) from American Racing & Entertainment, LLC (“American Racing”) and simultaneously entered into a triple-net master lease agreement with American Racing
- Founded in 2005, American Racing is the owner and operator of two regional gaming facilities in Upstate New York: Tioga Downs and Vernon Downs Casino Hotel (“Vernon Downs”)
- American Racing is owned by Jeff Gural, a prominent New York real estate developer and general partner at Meadowlands Racing & Entertainment in East Rutherford, New Jersey
- GLPI will have a Right of First Refusal to acquire 100% of the real estate assets of Vernon Downs for 10 years from the transaction’s closing date

Geographic Positioning



Summary of American Racing Triple Net Master Lease Terms

Tenant	Wholly owned tenants of American Racing & Entertainment, LLC
Purchase Price	\$175 million (\$20 million in the form of OP Units) ¹
Initial Cash Rent	\$14.5 million
Term	Initial term of 30 years, with two 10-year renewal options plus one 12-year renewal option
Rent Escalation	Lease Years 2-14: 1.75% Lease Years 15-30: 2.00%
Rent Coverage	Over 2.3x annualized expected in 2024

\$175M
Real Estate Purchase Price

8.3%
Cap Rate

> 2.3x
Rent Coverage Ratio

30-Year
Initial Lease Term

¹ OP units priced at \$46.05

Acquisition Considerations & Benefits



1

Provides Entry Point to New Regional Gaming Market

Further diversifies GLPI's regional gaming portfolio to 62 properties while entering its 19th U.S. state (New York)

2

Expands Tenant Portfolio with New Established Gaming Operator Relationship

American Racing becomes GLPI's 8th tenant, bringing over 20 years of gaming, horse racing, and hotel experience in New York to GLPI's portfolio

3

Immediately Accretive

The Tioga Downs transaction, at an 8.3% cap rate, is expected to be immediately accretive to GLPI's AFFO per share

4

High Quality Asset

Tioga Downs is a high quality asset with a recently completed \$130 million expansion project with a strong and insulated competitive position in New York, a limited license state



Company Overview

Tioga Downs

- Located in Nichols, New York, Tioga Downs is a ~160-acre gaming property that offers 895 slots and 29 table games across a 32,600 square foot gaming floor
 - Property includes a 160-room hotel, 5/8-mile harness horse track, 7 food & beverage locations, 2,500 square foot FanDuel sports book, and a 112-acre, 18-hole championship golf course
- Tioga was awarded a Class III casino license in the Southern Tier Region of New York in August 2016; subsequently underwent a ~\$130 million expansion project to add a hotel and expand the gaming floor
- Locals oriented casino insulated from competition, with the next closest commercial casino located ~85 miles away



Key Stats

895 / 29
Slots / Table Games

160 / 13
Hotel Rooms / Suites

~160
Property Acreage

~8,500
Convention Square Footage

American Racing Management Overview

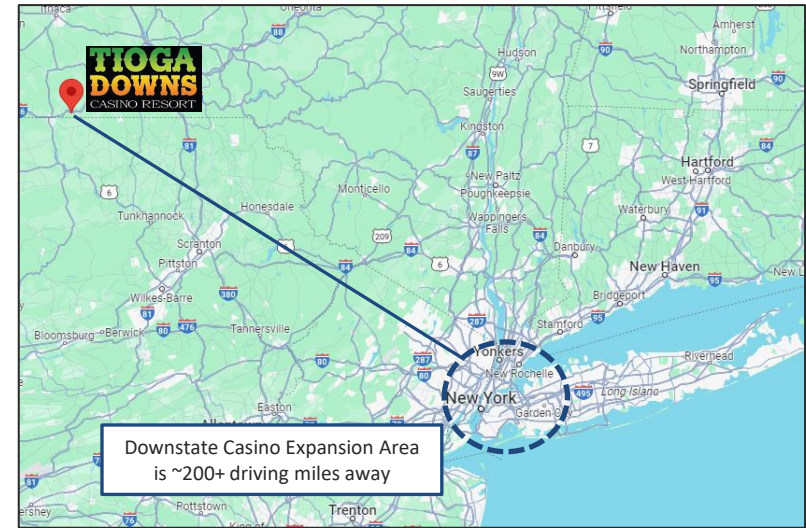
- Founder and Chief Executive Officer of American Racing, Jeff Gural currently serves alongside Charles Otto (President and General Manager) and Alex Figueras (Chief Financial Officer)
- Gural is an experienced real estate executive and horse owner, and currently serves as Chairman of GFP Real Estate LLC, a commercial real estate firm with ownership interest in over 50 properties
 - After working as a member of the staff of Morse-Diesel Construction Co. for 6 years, Gural joined Newmark Knight Frank in 1972 and served as Chairman until 2017 when he became Chairman Emeritus
 - Gural has also been the Managing Partner of Meadowlands Racing & Entertainment in East Rutherford, New Jersey since 2011

New York Gaming Market Overview

Overview

- The New York Gaming market is comprised of 4 Class III casinos, 10 Class II racinos, and 7 Native American properties in the Western and Upstate regions
- The state is currently in the process of issuing an additional 3 Class III casino licenses in downstate New York, which includes New York City, Long Island, and Westchester County
 - Tioga Downs is insulated from any significant impact from downstate expansion due to its geographic positioning in the Southern Tier Region of New York, which is over a ~200-mile drive from the downstate region
- The New York gaming market has maintained stable and consistent growth, increasing at a CAGR of 12% from 2006-2023 and exhibited resiliency during economic downturns, growing at a +11% CAGR during the Great Financial Crisis
- New York has robust macroeconomic drivers, including an increasing labor force participation rate (61.6%), low unemployment rate (4.2%), and median household income of \$75,910

New York Map



New York Gaming Revenue Growth

(\$ in billions)

