



POSTAL
REALTY
TRUST

INVESTING IN AMERICA'S LOGISTICS NETWORK

October 2023

POST OFFICE

AS THE ONLY PUBLICLY TRADED REAL ESTATE INVESTMENT TRUST FOCUSED ON PROPERTIES LEASED TO THE USPS, POSTAL REALTY TRUST (NYSE: PSTL) IS AT THE INTERSECTION OF REAL ESTATE AND CRITICAL LOGISTICS INFRASTRUCTURE. PSTL HAS THE SCALE, INDUSTRY KNOWLEDGE AND SEASONED TEAM TO CONSOLIDATE THIS HIGHLY FRAGMENTED ASSET CLASS AND DELIVER RELIABLE GROWTH TO SHAREHOLDERS.



REASONS TO INVEST

- ✓ Singularity positioned to consolidate and institutionalize large fragmented market
- ✓ Critical logistics infrastructure supporting e-commerce and last-mile delivery
- ✓ Strong federal government-supported credit tenant with high retention rate
- ✓ Attractive returns generated from internal and external growth
- ✓ Management team ownership fully aligned with shareholder interest



ATTRACTIVE RETURN PROFILE – BASED ON PROVEN RESULTS

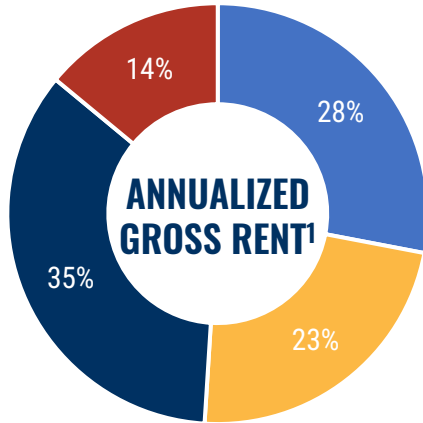
<i>Accretive Acquisitions</i>	<i>Organic NOI Growth</i>	<i>Dividend Yield & Dividend Growth</i>	<i>Margin Expansion Potential; Growing Liquidity</i>
<ul style="list-style-type: none"> ○ 2023 YTD deal flow above 7.5% weighted average cap rate¹ ○ Proven track record of capital deployment <ul style="list-style-type: none"> ○ 2022 – \$123MM ○ 2021 – \$118MM ○ 2020 – \$130MM ○ Target to acquire assets at or below replacement cost 	<ul style="list-style-type: none"> ○ 99% weighted average lease retention rate² ○ Weighted average lease term of three years allows for the continual mark to market of rents ○ Same-store cash NOI growth of ~2.2% for 2022 	<ul style="list-style-type: none"> ○ Attractive dividend yield of 7.1%³ ○ Annual dividends covered by AFFO ○ Dividend has increased every year since IPO ○ Quarterly dividend has grown 70% since Q3 2019 	<ul style="list-style-type: none"> ○ Cash G&A as a percentage of revenue has continually declined as the Company has scaled ○ Increase in market capitalization/volume enhances liquidity for shareholders

Reliable tenant with 100% of rent payments collected

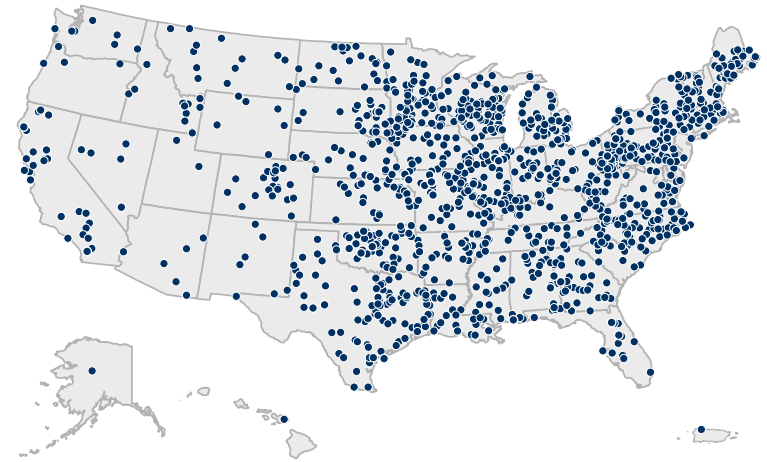
1) Representative of 2023 YTD acquisitions as of October 20, 2023.
 2) Reflects the weighted average lease retention rates of PSTL's predecessor for owned and managed properties prior to its IPO from 2013 through 2018; reflects PSTL's owned properties from 2019 to 2023 YTD.
 3) Dividend yield calculated as of October 20, 2023.



DIVERSIFIED REAL ESTATE PORTFOLIO



■ MIDWEST ■ NORTHEAST ■ SOUTH ■ WEST



1,439
Properties Owned

5.7MM
Interior Sq. Ft.

49
States²

99.7%
Occupancy

32MM+
Site Sq. Ft.

~3 YEARS
Weighted Average Lease Term³

Note: Figures as of October 20, 2023, for PSTL's owned portfolio.

1) Annualized contractually specified cash base rent in effect on October 20, 2023, totaling \$53.2MM, for all leases of occupied properties (including those accounted for as direct financing leases).

2) Owned portfolio includes one property located in Puerto Rico, a U.S. territory.

3) Weighted average lease term calculation includes financing leases and is weighted by the annualized contractually specified cash base rent in effect on October 20, 2023.

Assumes tenants do not exercise any existing renewal, termination or purchase options.



HIGHLY FRAGMENTED MARKET, RIPE FOR CONSOLIDATION

PRIVATELY OWNED

92MM SQUARE FEET

OWNED BY PSTL

5.7MM SQUARE FEET

- **PSTL's portfolio represents ~6%** of the leased market¹
- Nearly 17,000 different lessors of properties leased to the USPS
- Next top 20 largest portfolio owners **combined only own ~11%** of the market¹

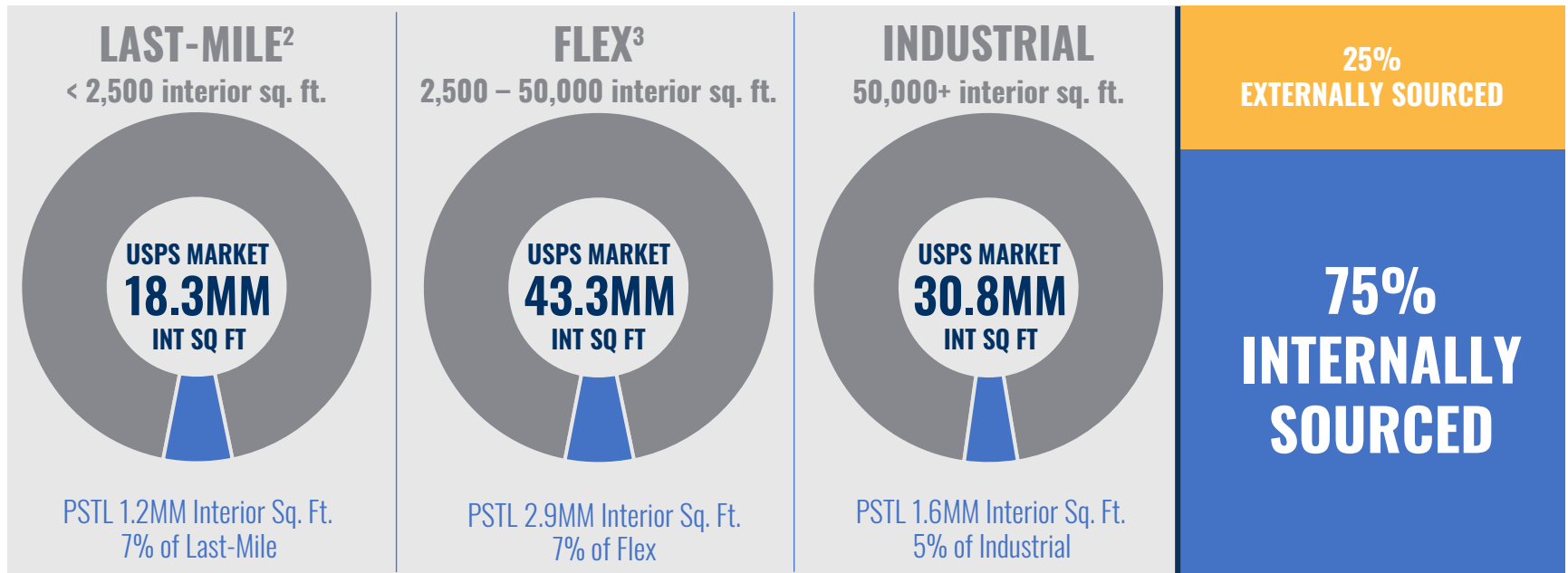
Source: Management estimate based on USPS FOIA Data.

1) Market share calculated by total interior square feet.



OPPORTUNITY TO GAIN CONSIDERABLE MARKET SHARE

- ✓ Long-standing relationships within the industry
- ✓ Reputation—active buyers for 30 years, well-known as the largest owner and a trusted resource¹
- ✓ Experienced in-house acquisitions team generating off-market transactions



Source: Management estimate based on USPS Leased FOIA Data.

Note: PSTL figures reflect owned and occupied USPS properties as of October 20, 2023. Market share calculated by total interior square feet. Sourced percentages shown from January 2021 through October 20, 2023.

1) Inclusive of the Company's predecessor.

2) Includes parking, ground leases, land and antennas.

3) Includes office, retail and warehouse.



USPS'S IRREPLACEABLE LOGISTICS NETWORK

CRITICAL INFRASTRUCTURE SUPPORTS E-COMMERCE AND LAST-MILE DELIVERY

AS E-COMMERCE HAS GROWN, THE USPS' SHIPPING AND PACKAGE SERVICES HAVE PROVEN VITAL TO LAST-MILE DELIVERIES

- Amazon, UPS, FedEx, and DHL all tap into the USPS's logistics network every day
- USPS's unmatched logistics network has **high barriers to entry** due to the time and costs that would be required to replicate it
- 31,000+ USPS facilities represent the **largest retail distribution network in the U.S.**
 - The Postal Service serves almost **165 million** unique delivery points
 - **44% of the world's mail volume** is processed and delivered by the USPS
- The USPS's Parcel Select service has experienced compound annual **revenue growth of 18.0% since 2013**

Source: USPS Website, Postal Facts, 2022 USPS 10-K filings, Fiscal Year 2022 USPS Annual Report to Congress.



FAVORABLE LEASE STRUCTURE

LEASE STRUCTURE:

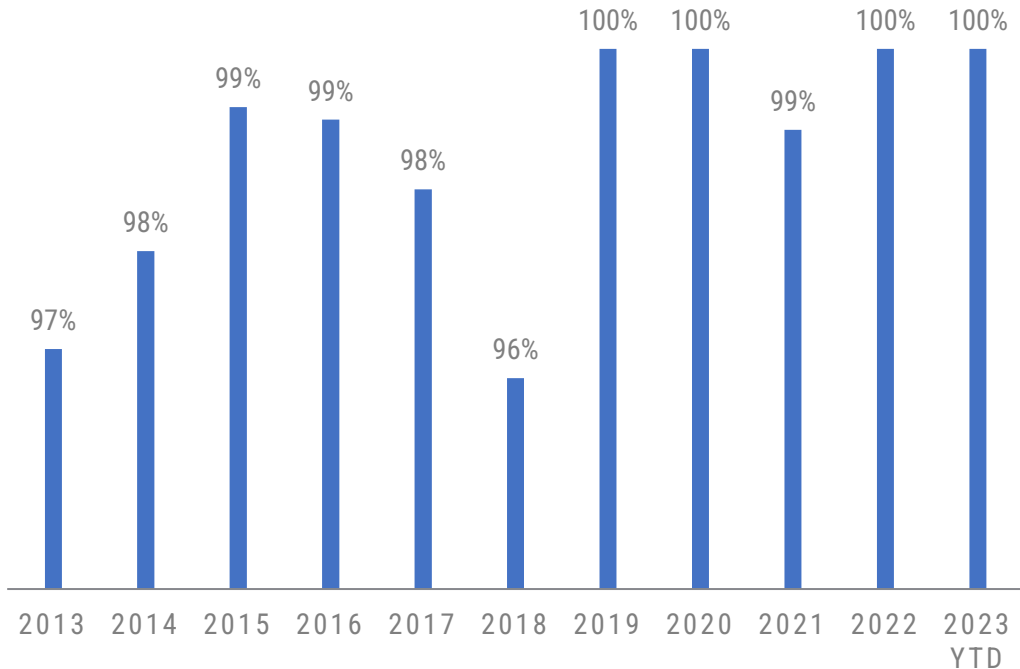
- ✓ Most commonly five years in duration
- ✓ Various forms of modified double net leases (typical USPS responsibilities include real estate taxes, utilities and certain maintenance)
- ✓ Historically, USPS leases have not provided for tenant improvement allowances or free rent upon lease renewal
- ✓ USPS leases are not subject to annual budgetary appropriations

INFLATION PROTECTIONS:

- ✓ Lease duration allows the continual opportunity for renewals at market rents
- ✓ Tenant responsible for majority of expense increases
- ✓ Most recent lease renewals include 3.5% annual rent escalations
- ✓ Renewing a lease is a more attractive economic alternative than moving to a postal build-to-suit option



STABLE CREDIT TENANT WITH CONSISTENTLY HIGH RETENTION



99%

Historical Weighted Average Lease Retention Rate¹

Federal government-supported credit USPS operating lease payments represented **only 1.7%** of the USPS's total operating expenses in fiscal year 2022²

Source: Company Filings; Note: As of October 20, 2023.

1) Reflects the weighted average lease retention rates of PSTL's predecessor for owned and managed properties prior to its IPO from 2013 through 2018; reflects PSTL's owned properties from 2019 to 2023 YTD.

2) Source: 2022 USPS 10-K.



LEASE EXPIRATIONS PROVIDE OPPORTUNITY TO DRIVE NOI GROWTH

YEAR	NUMBER OF LEASES	SQUARE FEET	ANNUAL RENT ¹	% OF TOTAL RENT ¹
2023	88	619,182	\$4,077,999	7.7%
2024	102	569,571	\$5,582,668	10.5%
2025	208	600,476	\$7,136,054	13.4%
2026	284	1,077,539	\$10,392,619	19.6%
2027	423	1,351,560	\$13,815,948	26.0%
2028	103	317,919	\$3,925,830	7.4%
THEREAFTER	233	1,185,347	\$8,219,034	15.4%
TOTAL	1,441	5,721,594	\$53,150,152	100%

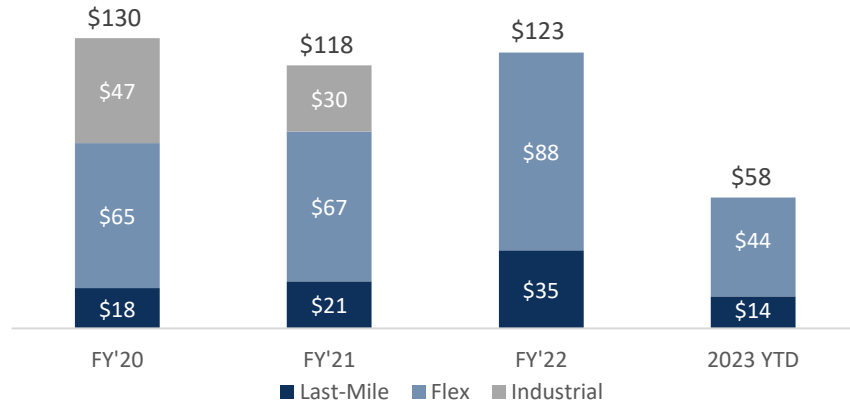
Note: Figures as of October 20, 2023; portfolio statistics reflect owned properties and exclude any vacant property.

1) Annualized contractually specified cash base rent in effect on October 20, 2023, for all leases of occupied properties (including those accounted for as direct financing leases). Assumes tenants do not exercise any existing renewal, termination or purchase options.

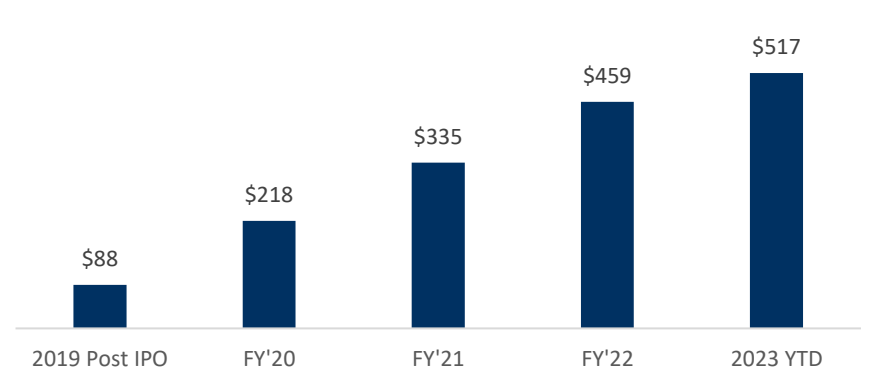


MEANINGFUL GROWTH SINCE IPO

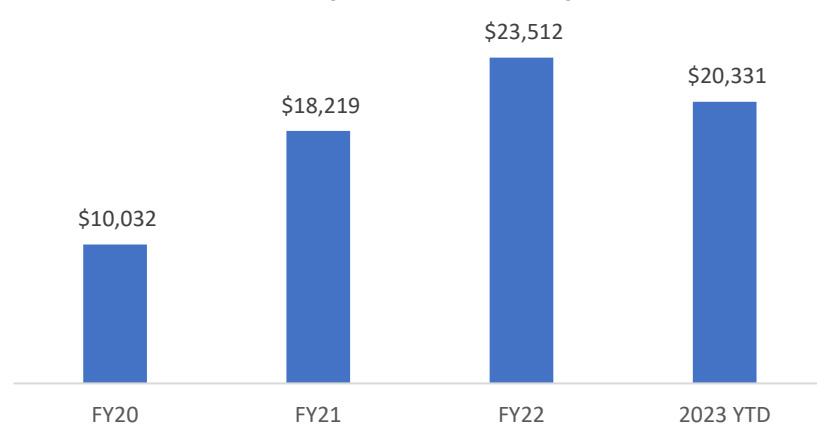
Annual Acquisitions (\$ in millions)⁽¹⁾



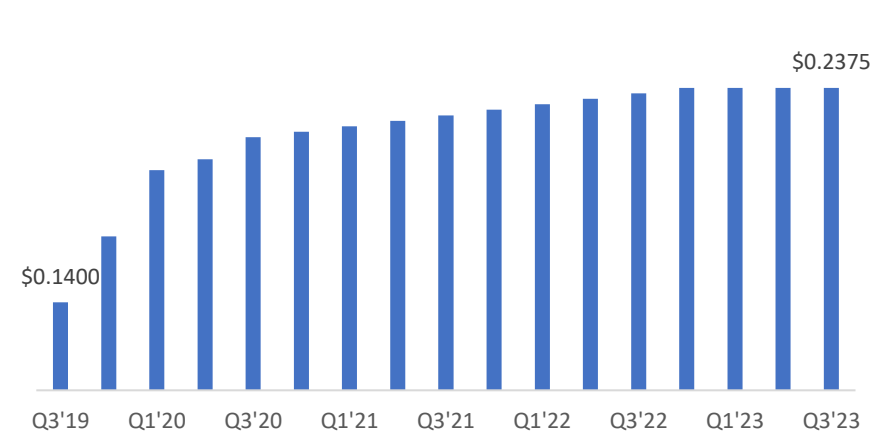
Cumulative Acquisitions (\$ in millions)⁽¹⁾



AFFO (\$ in thousands)⁽²⁾



Dividend Per Share⁽³⁾



Note: Figures as of October 20, 2023; portfolio statistics reflect owned properties.

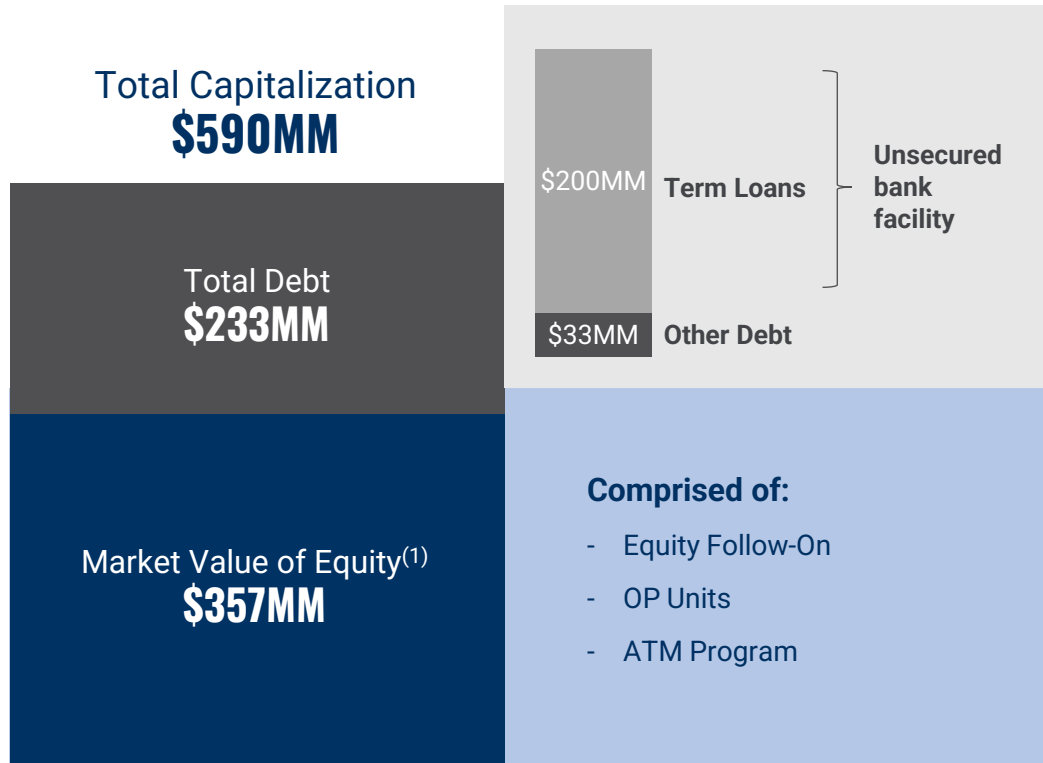
1) Amounts reflect purchase price defined by GAAP, excluding closing costs; includes properties accounted for as financing leases.

2) The quarterly calculations and reconciliations of the non-GAAP financial measures above to the most comparable GAAP metric can be found in the Company's most recent Supplemental Information package available on the Company's website.

3) Growth shown since Q3 2019 (first full quarter of PSTL's operations).



TOTAL CAPITALIZATION



- Debt outstanding currently **100% fixed rate**
- No notable debt maturities until 2027
- 92% of assets are unencumbered by secured debt⁽²⁾
- Unsecured credit facilities comprising:
 - \$150MM revolving credit facility with \$150MM accordion
 - \$200MM of term loans
- 4.04% weighted average interest rate⁽³⁾
- Weighted average term of debt – 4.5 years⁽³⁾

Source: Company Filings. Note: Debt figures and market data as of October 20, 2023.

1) Based on PSTL share price of \$13.34 and 26.8MM fully diluted shares as of October 20, 2023.

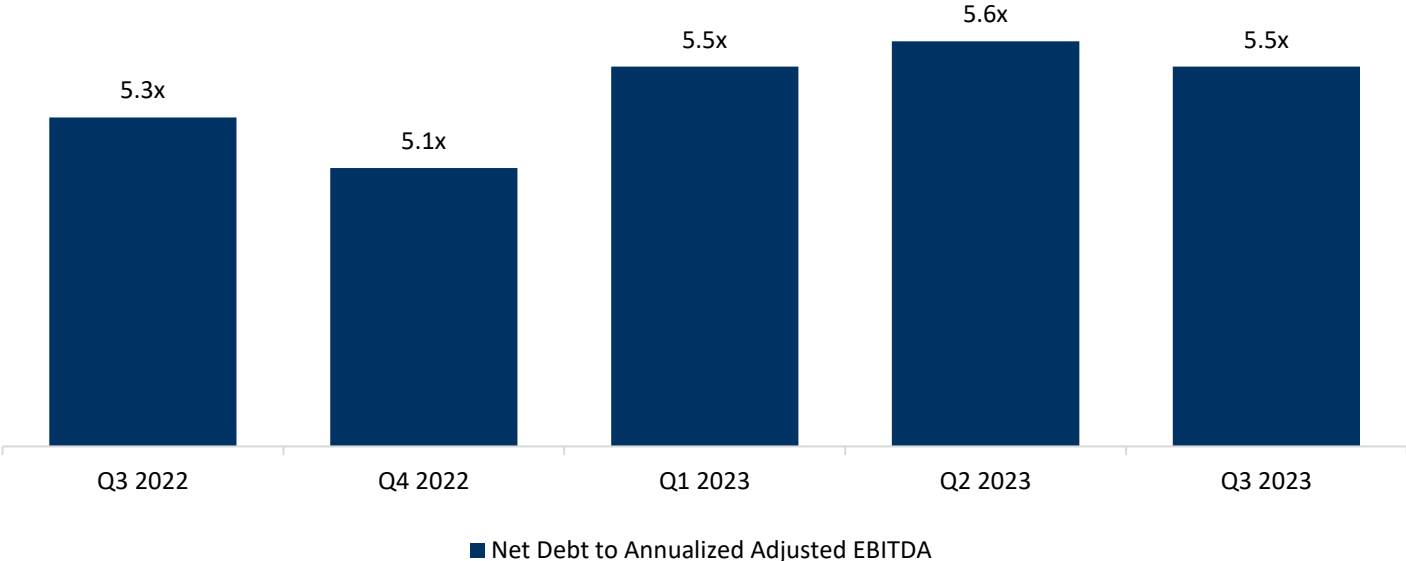
2) Unencumbered asset percentage calculated by dividing unencumbered interior square feet by the total owned portfolio interior square feet.

3) Reflects weighted average interest rate and maturity calculations. Weighted average interest rate reflects interest rate hedges in effect.



LOW LEVERAGE

TARGET:
BELOW 7.0x NET DEBT TO ANNUALIZED ADJUSTED EBITDA



Source: Company Filings.
The calculations and reconciliations of the non-GAAP financial measures above to the most comparable GAAP metric can be found in the Company's most recent Supplemental Information package available on the Company's website.



DECADES OF EXPERIENCE AND INSTITUTIONAL KNOWLEDGE



Andrew Spodek

Chief Executive Officer

- Founder and CEO
- More than 20 years of experience focused on investing in and managing USPS properties
- Serves on the board of directors of the Association of United States Postal Lessors



Jeremy Garber

President, Treasurer & Secretary

- Joined Company's predecessor in January 2017 and leads all operational and strategic activities of the Company
- Prior to joining, served as a consultant to private real estate investment companies and family offices
- Formerly Chief Operating Officer of Burford Capital (LON: BUR) and for various hedge funds, including Longacre Fund Management and Trilogy Capital Management
- Worked at Lehman Brothers in equity capital markets and prime brokerage divisions



Robert Klein

Chief Financial Officer

- Joined in January 2021 and leads all capital market and corporate finance activities of the Company
- More than 20 years of experience in real estate and capital markets
- Prior to joining, served as a Managing Partner at Monday Properties and a Managing Director of Real Estate Banking at Evercore
- Member of NAREIT and the Executive Committee of the University of Florida's Bergstrom Center Advisory Board



COMMITTED TO CORPORATE RESPONSIBILITY AND SUSTAINABLE BUSINESS PRACTICES



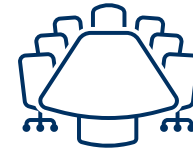
ENVIRONMENTAL

- Multi-disciplinary ESG committee, including several senior executives, steering the ESG program
- Sustainability-linked pricing incentive in credit facilities
- Application of energy-efficiency measures in the PSTL corporate office, include enhanced air filtration and water conservation to provide a healthy environment for our workforce
- Commitment to investments and upgrades across the PSTL portfolio with a focus on environmental stewardship, such as a program to convert all lights and fixtures to LED
- Use of a proactive maintenance platform to monitor property conditions, preventing building decay and environmental risks



SOCIAL

- Focused on ensuring PSTL employee welfare, health and development in the corporate office
- Commitment to diversity, equity and inclusion in the PSTL workplace
- Offers PSTL employees a competitive, comprehensive benefits package and regular training sessions to promote education
- Preservation and protection of postal facilities dedicated by U.S. Congress in honor of individuals
- Dedicated to giving back locally through company sponsored community service events
- Dedicated Human Rights Policy and Vendor Code of Conduct



GOVERNANCE

- Independent Board of Directors led by former Postmaster General as non-executive Chair of the Board
- 20% of the Board of Directors are female
- Board diversity policy
- Continuous board self-evaluations and updates of governance policies
- Opted out of Maryland anti-takeover provisions
- Stock ownership policy for directors and senior management and clawback policy
- No stockholder rights plan



APPENDIX



PORTFOLIO BY ASSET CLASS

LAST-MILE¹ PROPERTIES UNDER 2,500 INTERIOR SQUARE FEET			
Property Count	Interior Sq. Ft.	Annualized Base Rent	Annualized Base Rent PSF
906	1.2MM	\$13.4MM	\$10.79
FLEX² PROPERTIES 2,500 - 50,000 INTERIOR SQUARE FEET			
Property Count	Interior Sq. Ft.	Annualized Base Rent	Annualized Base Rent PSF
527	2.9MM	\$34.2MM	\$11.77
INDUSTRIAL PROPERTIES OVER 50,000 INTERIOR SQUARE FEET			
Property Count	Interior Sq. Ft.	Annualized Base Rent	Annualized Base Rent PSF
5	1.6MM	\$5.6MM	\$3.55
TOTAL OWNED PORTFOLIO			
Property Count	Interior Sq. Ft.	Annualized Base Rent	Annualized Base Rent PSF
1,438	5.7MM	\$53.2MM	\$9.29

Note: PSTL figures reflect owned and occupied USPS properties as of October 20, 2023.

1) Includes parking and ground leases.

2) Includes office, retail and warehouse.



LAST-MILE



ODESSA, DE

- The town of Odessa is on the National Register of Historic Places, the colonial townscape dates back to the 1660s and attracts history and architecture lovers around the country
- There is no mail delivery due to a significant part of the town being in a historical district, so all residents rent a PO box



KROTZ SPRINGS, LA

- Located in St. Landry Parish on the banks of the Atchafalaya River, known for its artesian spring water
- Busy office with over 500 PO boxes rented, everyone in town picks up mail in this river community



FLEX



LOGAN, UT

- Acquired as part of a portfolio
- The post office is just 2.5 miles northwest of Utah State University where over 28,000 students are enrolled
- This building is a 1995 vintage postal-spec building with 13 city routes and 19 postal employees based at the facility



BEND, OR

- Bend ranks 6th on the list of fastest growing cities in the U.S. The population is projected to increase by nearly 50,000 by 2040
- The 8,800 sq. ft. carrier annex provides 28 delivery routes for the local residents, crucial to this growing community



INDUSTRIAL



WARRENDALE, PA

- Over 300,000 sq. ft. processing & distribution center
- Modern logistic facility approximately 14 miles from the Pittsburgh International Airport, a high-barrier-to-entry market



MILWAUKEE, WI

- ~575,000 sq. ft. USPS logistics hub with strategic location in Downtown Milwaukee along mixed-use corridor
- Strong USPS utilization with retail, office, mail processing and distribution operations



BOARD AND EXECUTIVE TEAM WELL-ALIGNED WITH SHAREHOLDERS' INTEREST

~13%

of the outstanding equity interest in
Postal Realty Trust owned by management
and board

100%

of C-Suite incentive compensation
elected to be received in restricted
stock or LTIP units



DISCLAIMER AND DEFINITIONS

This presentation regarding the Company contains “forward-looking statements.” Forward-looking statements include statements identified by words such as “could,” “may,” “might,” “will,” “likely,” “anticipates,” “intends,” “plans,” “seeks,” “believes,” “estimates,” “expects,” “continues,” “projects” and similar references to future periods, or by the inclusion of forecasts or projections. Because forward-looking statements relate to the future, by their nature, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict. As a result, the Company’s actual results may differ materially from those contemplated by the forward-looking statements. Important factors that could cause actual results to differ materially from those in the forward-looking statements include, among others, change in the status of the USPS as an independent agency of the executive branch of the U.S. federal government, change in the demand for postal services delivered by the USPS, the Company’s ability to come to an agreement with the USPS regarding new leases or lease renewals on terms and timing the Company expects or at all, the solvency and financial health of the USPS, defaults on, early terminations of or non-renewal of leases or actual, potential or threatened relocation, closure or consolidation of postal offices or delivery units by the USPS, the competitive market in which the Company operates, changes in the availability of acquisition opportunities, the Company’s inability to successfully complete real estate acquisitions or dispositions on the terms and timing it expects, or at all, the Company’s failure to successfully operate developed and acquired properties, adverse economic or real estate developments, either nationally or in the markets in which the Company’s properties are located, decreased rental rates or increased vacancy rates, change in the Company’s business, financing or investment strategy or the markets in which it operates, fluctuations in interest rates and increased operating costs, repair and maintenance expenses and capital expenditures, general economic conditions (including inflation, rising interest rates, uncertainty regarding ongoing conflict between Russia and Ukraine and their related impact on macroeconomic conditions), financial market fluctuations, the Company’s failure to generate sufficient cash flows to service its outstanding indebtedness, the Company’s failure to obtain necessary outside financing on favorable terms or at all, failure to hedge effectively against interest rate changes, the Company’s reliance on key personnel whose continued service is not guaranteed, the outcome of claims and litigation involving or affecting the Company, changes in real estate, taxation, zoning laws and other legislation and government activity and changes to real property tax rates and the taxation of REITs in general, operations through joint ventures and reliance on or disputes with co-venturers, cybersecurity threats, uncertainties and risks related to adverse weather conditions, natural disasters and climate change, exposure to liability relating to environmental and health and safety matters, governmental approvals, actions and initiatives, including the need for compliance with environmental requirements, lack or insufficient amounts of insurance, limitations imposed on the Company’s business in order to qualify and maintain its status as a REIT and the Company’s failure to qualify for or maintain such status, public health threats such as the COVID-19 pandemic, and other factors set forth under “Risk Factors” in the Company’s filings with the Securities and Exchange Commission. Any forward-looking statement made in this presentation speaks only as of the date on which it is made. The Company undertakes no obligation to publicly update any forward-looking statement, whether as a result of new information, future developments or otherwise, except as may be required by applicable securities laws.

The Company calculates occupancy by dividing the amount of the Company’s owned portfolio’s total net leasable interior square feet currently under lease agreements, regardless of the actual use or occupation by the tenant of the area being leased, by the Company’s owned portfolio’s total net leasable interior square feet. The Company calculates total site areas using data from leases and other available sources.

