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Company Overview

Gladstone Commercial Corporation ("GOOD" or the "Company") is a publicly owned Real Estate Investment Trust ("REIT") that completed its IPO in 2003 and is listed on Nasdaq (Ticker: GOOD)

Investment Focus

- Single tenant or anchored multi-tenant net lease industrial assets
- Long term leases (7+ years)
- Strong, credit tenants
- Mission-critical real estate in path of growth markets
- Third party purchases, sale leasebacks, or build-to-suit developments
- Focused on industrial portfolio growth



Portfolio Highlights

143

Properties

\$1.7 billion

Gross Assets

107

Unique Tenants

17.0 million

Square Feet

98.7%

Occupancy

7.1 years

Average Remaining Lease Term



Investment Highlights

Diverse Portfolio

- Portfolio diversified across tenants, geographies, and industries
- 143 properties with 107 unique tenants in 27 different states with no tenant accounting for more than 6% of annualized straight-line rent
- Most industrial leases have fixed annual escalations up to 3.5%, providing steady contractual revenue growth

Growing Industrial Concentration

- Since 2018, GOOD has increased industrial concentration (as a % of annualized straight-line base rent) from 35% to 67%
- Industrial assets continue to outperform other asset classes with long term future demand driven by numerous tailwinds including manufacturing reshoring and supply chain optimization

20+ Year History

- GOOD's management has decades of combined experience investing in net lease assets and evaluating tenant credit
- History of consistent and disciplined growth poised to continue in any economic environment

Mission-Critical Assets

- GOOD's portfolio occupancy has never declined below 95%, and industrial and office portfolio occupancy rates were 99.4% and 94.2%, respectively, as of June 30, 2025
- Tenants often have heavy fixed investment in a site, resulting in prohibitive relocation costs
- More than 69% of annualized straight-line base rent expires in 2029 or later

Robust Underwriting Platform

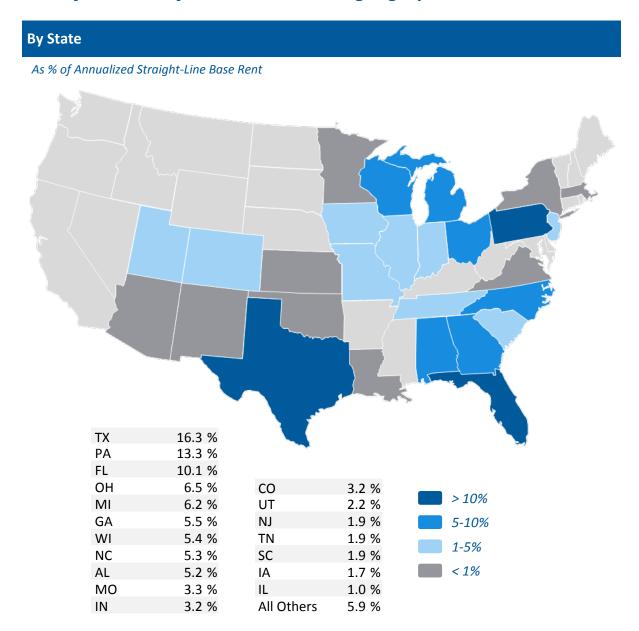
- GOOD's in-house underwriting team critically evaluates every potential new tenant's credit
- In GOOD's 20+ year history spanning multiple economic cycles, only six tenants have ever defaulted
- Consistently high cash rent collection 100% of cash rents collected in 2021-2025 (through July 2025), and 99% cash rent collection in 2020 (overlapping with COVID-19 pandemic)

Conservative Balance Sheet and Capital Structure

- 81% of outstanding debt is fixed rate or hedged floating rate, and only 1.0% of debt matures before 2026
- Since January 1, 2022, GOOD has repaid net \$193.4 million of mortgage debt and grown its unencumbered asset base by over 60%
- \$38.7 million in available liquidity via revolving credit facility and cash on hand

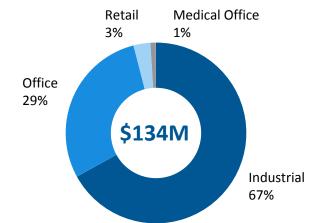
Diverse, Stable Portfolio

Portfolio diversified across tenants, geographies, and industries



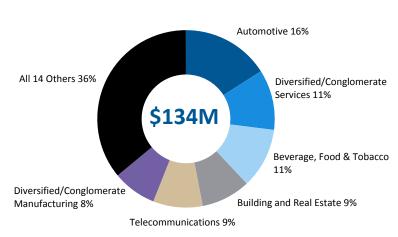
By Asset Class

As % of Annualized Straight-Line Base Rent



By Tenant Industry

As % of Annualized Straight-Line Base Rent

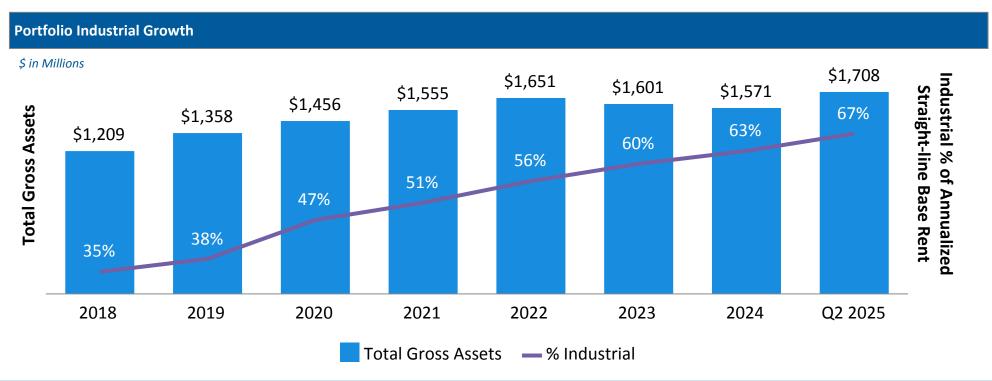




Growing Industrial Concentration

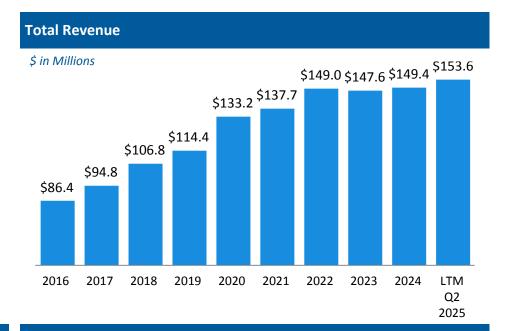
Industrial % of annualized straight-line base rent has nearly doubled since 2018

- The Company began a focused transition to industrial assets in 2018 (before COVID-19) and has successfully increased portfolio industrial exposure to 67% of annualized straight line rent as of Q2 2025
- GOOD sees continued tailwinds (supply chain normalization, reshoring initiatives, government subsidies) and ability to leverage in-house credit-underwriting expertise for industrial assets in the foreseeable future
- GOOD targets at least 70% portfolio industrial concentration in the next 12 months
- Industrial assets are particularly mission-critical to tenants, as evidenced by 99.4% industrial occupancy rate
- Most industrial leases have fixed annual escalations up to 3.5%, providing contractual revenue growth
- Industrial demand, particularly in the manufacturing sector, is projected to continue outperforming other asset classes in the foreseeable future, driven by reshoring initiatives

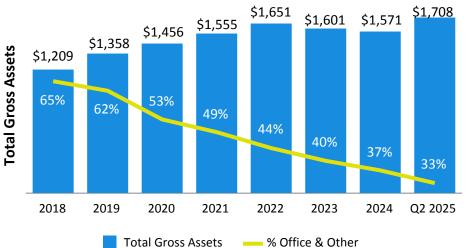


20+ Year History of Net Lease Investing

- Decades of combined management experience investing in net lease assets and evaluating tenant credit
- Gross asset base of \$1.7 billion as of June 30, 2025
- 2015 2024 total revenue and total gross assets growth of 78% and 58%, respectively
- 2022 Q2 2025 moderate decline in gross assets driven primarily by strategic selling of non-core office assets
- History of monthly dividend returns to shareholders in 2024, distributed more than \$63.1 million in dividends to preferred, common, and senior common shareholders



Total Gross Assets \$ in Millions, Office & Other % of Annualized Straight-Line Rent \$1,651 \$1,601 \$1,571 \$1,456 \$1,555 \$1,358 \$1,209 65% 53%



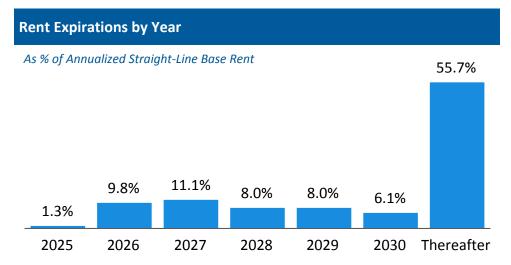
Funds from Operations

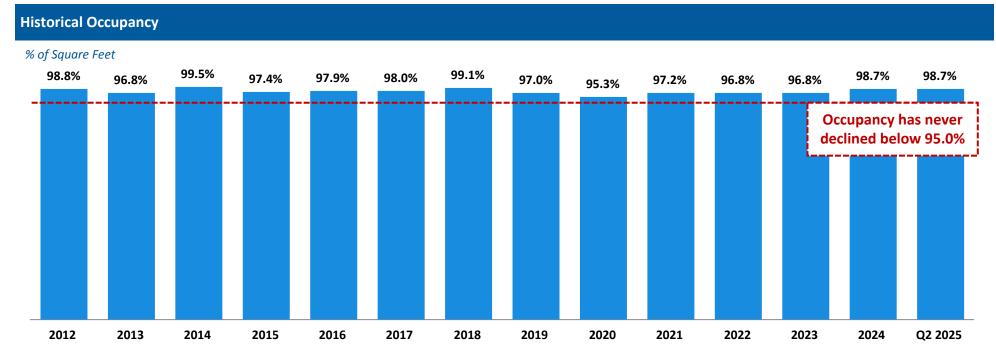


Mission Critical Assets

GOOD specializes in identifying, owning, and operating assets that are mission critical to tenant operations

- GOOD portfolio occupancy has never declined below 95%
- As of June 30, 2025, industrial occupancy was 99.4%, and office occupancy was 94.2%, both above national averages
- Tenants often have heavy fixed machinery and equipment investment in a site, resulting in prohibitive relocation costs
- Tenants are willing to sign long term leases GOOD's average lease term is nearly seven years, and more than 69% of annualized straight-line base rent expires in 2029 or later







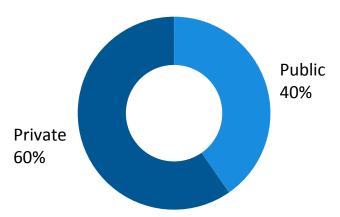
Robust Underwriting Platform

GOOD's robust underwriting platform results in high rent collection rates and minimal asset downtime

- A majority of GOOD's tenants are privately held
- 51% of GOOD tenants are investment grade rated or not rated, investment grade equivalent
- In GOOD's 20+ year history spanning multiple economic cycles, only six tenants have ever defaulted
- GOOD monitors tenant financial condition post-close to proactively manage the portfolio
- Consistently high cash rent collection 100% of cash rents collected in 2021-2025 (through July 2025), and 99% cash rent collection in 2020 (overlapping with COVID-19 pandemic)

Publicly-Traded vs. Privately-Held Tenants

As % of Annualized Straight-Line Base Rent



Tenant Underwriting Analysis



Financial Forecast



Leverage Analysis



Balance Sheet Analysis



Industry Research

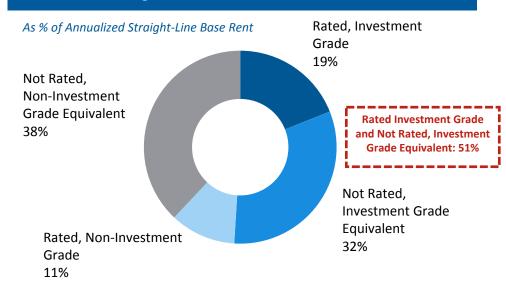


Stress Test / **Downside Scenario**



Competitor Benchmarking

Tenant Credit Ratings



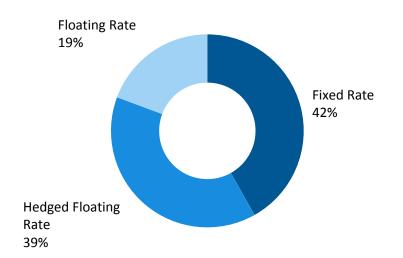


Conservative Balance Sheet

GOOD has significantly decreased its leverage ratio since 2015, and remaining debt maturities are minimal through 2026

- Since 2015, GOOD has decreased net debt / gross assets from 56.9% to 46.5%
- In addition to the low leverage ratio, over 80% of outstanding debt is fixed rate or hedged floating rate – only 19% of debt is floating rate
- GOOD's capital structure allows patience and flexibility
- Since January 1, 2022, GOOD has repaid net \$193.4 million of mortgage debt and grown its unencumbered asset base by over 60%
- The Company is well-positioned for accretive industrial acquisitions with \$38.7 million in available liquidity via revolving credit facility and cash on hand

Fixed vs Floating Rate Debt



Scheduled Debt Maturities 34.5% 23.5% 21.2% 13.8% 4.2% 1.0% 1.8% 2025 2026 2027 2028 2029 2030 2031+ Mortgage Maturities Line of Credit Maturity **Term Loan Maturities Unsecured Term Loan Maturity** Senior Unsecured Notes Maturity



Recent Case Studies (1/2)

Recent case studies exhibit mission critical industrial acquisitions in path of growth markets and asset management value-add leasing

Garden State Bulb (Acquisition)



Deal Type: Industrial portfolio acquisition

(sale leaseback)

Tenant: Garden State Bulb grows,

packages, and supplies flower bulbs and bare root perennials

Locations: Vineland, NJ

Bridgeton, NJ

Facilities: 246,000 total SF

(2 properties)

Warehousing and cold storage

Purchase: \$32.5 million

Lease term: 15.1 years

Yanfeng (Acquisition)



Deal Type: Industrial acquisition

Tenant: Yanfeng is a global leader in

automotive interior components and safety

systems

Location: Detroit, MI (MSA)

Facilities: 215,102 total SF

(3 properties)

Manufacturing and distribution

Purchase: \$16.3 million

Lease term: 10.0 years

American Meat Company (Acquisition)



Deal Type: Industrial acquisition

Tenant: American Meat Company

provides a wide range of meat processing services

Location: Dallas Fort-Worth, TX (MSA)

Facility: 140,304 SF

Cold storage and food

processing

Purchase: \$44.0 million

Lease term: 11.3 years



Recent Case Studies (2/2)

Recent case studies exhibit mission critical industrial acquisitions in path of growth markets and asset management value-add leasing

Eastern Metal Supply (Acquisition)



Deal Type: Industrial portfolio acquisition

(sale leaseback)

Tenant: Eastern Metal Supply

manufactures and distributes

aluminum extrusions

Locations: Houston, TX

Charlotte, NC

St. Charles, MO (St. Louis MSA)

Facilities: 320,838 total SF

(3 properties)

Warehousing and distribution

Purchase: \$34.6 million

Lease term: 20 years

G&H Pets (Acquisition)



Deal Type: Industrial portfolio acquisition

Tenant: G&H Pets produces premium

freeze-dried raw pet food under several brands including

Dr. Marty Pets

Location: Milwaukee, WI (MSA)

Facility: 303,991 SF

Pet food production and cold

storage

Purchase: \$62.7 million

Lease term: 19.4 years

Moss (Portfolio Management)



Deal Type: Office direct lease

Tenant: Moss provides general

contracting services throughout the southeast

United States

Location: Ft. Lauderdale, FL

Overview: GOOD negotiated a full

building lease for an additional

11+ years with Moss

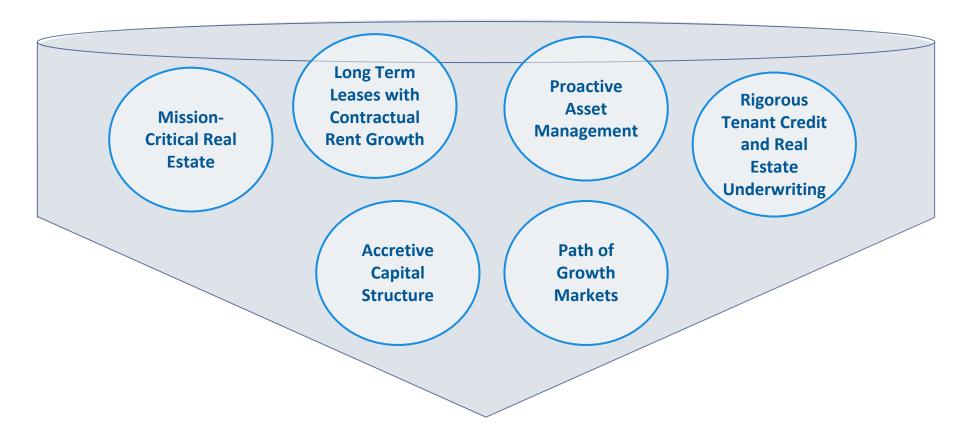
(previously a subtenant in 40% of the building), continuing 100% building occupancy since

acquisition in 2016



Investment Philosophy

Acquire quality, well located and configured, single tenant and anchored multi-tenant, NNN leased industrial properties in target path of growth markets



Strong & sustainable investor returns anchored by a diversified income stream from high quality properties leased to financially strong tenants

Appendix

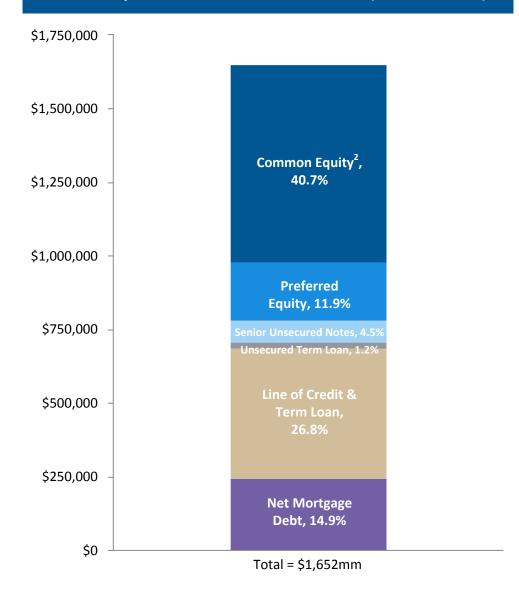


Capital Structure Overview

- Institutional stock ownership increased from 26.8% in 2013 to 47.9% as of June 30, 2025¹
- Balance sheet remains below 50% levered
- Weighted average interest rate on mortgage debt of just 4.22%

Capital Structure Details (Dollars in \$000s, except stock price) Wtd. Average Rate 6/30/2025 257,882 Mortgage Notes Payable, Net 4.22% Less: Cash & Cash Equivalents (11,660)**Net Mortgage Debt** 246,222 Line of Credit SOFR+1.35% 94,370 Term Note, Net SOFR+1.30% 348,294 Unsecured Term Loan, Net 19,839 SOFR+1.55% Senior Unsecured Notes, Net 74,006 6.47% Total Debt, Net 782,731 Series E - Preferred 6.625% 76,536 Series F - Preferred 6.00% 20,911 Series G - Preferred 6.00% 99,772 **Total Preferred Equity** 197,219 **Diluted Common Shares Outstanding** 46,876,975 Stock Price 14.33 Implied Common Equity² Market Capitalization 671,747 **Enterprise Value** \$ 1,651,697

Current capital structure as of June 30, 2025 (Dollars in \$000)



² Common Equity is based on the closing common stock price per share as of June 30, 2025 of \$14.33 and includes effect of OP units and convertible senior common stock.



¹ Source: Nasdaq Online.

Experienced Leadership Team



David Gladstone
Chairman and CEO
25+ years of experience

- Current Chairman and CEO of all five Gladstone funds, public companies #7, #8, #9 and #10 in his career
- Former Chairman of Allied Capital Commercial (REIT), Allied Capital and American Capital
- Former board member of Capital Automotive REIT
- MBA from Harvard Business School, MA from American University, BA from University of Virginia



Buzz Cooper
President
25+ years of experience

- Current President of the Company; 20+ years with Gladstone
- Former Principal of Allied Commercial Corporation REIT, where his responsibilities ranged from buying loans from RTC and banks to making real estate backed loans
- BA from Washington and Lee University



Gary Gerson
CFO and Assistant Treasurer
25+ years of experience

- Current CFO and Assistant Treasurer of the Company
- Former CFO of Spotted Hawk Development, LLC, an Apollo Investment Corporation portfolio company
- Former Treasurer of the Gladstone Companies
- Former AVP of Finance at The Bozzuto Group
- Former Director of Finance at PG&E National Energy Group
- MBA from Yale School of Management, BSME from the US Naval Academy
- CPA in the Commonwealth of Virginia, CFA Charterholder



Jay Beckhorn
Treasurer
25+ years of experience

- Current Treasurer of the Company and Gladstone Land, Assistant Treasurer of Gladstone Capital and Gladstone Investment
- Former Regional Managing Director of Heavenrich & Co.
- Former Senior Vice President of Sunrise Senior Living
- Former Managing Director of Riggs Bank
- MBA from Duke University, BA from Colgate University

Experienced Leadership Team



Ryan Carter

Executive Vice President, Head of West and Midwest Regions

20+ years of experience

- Manages regional acquisition and asset management activities
- Former founding partner of Porthaven Partners, LLC
- Former Director with Stan Johnson Company
- MBA from Oklahoma State University, BSBA from the University of Tulsa



Todd McDonald
Senior Vice President, South
Central Region
7+ years of experience

- Manages regional acquisition and asset management activities
- Former Credit Team Lead and member of the Wholesale Loan Group at United Bankshares
- BS from Washington and Lee University



Nick Lindsay
Vice President, Northeast and
Southeast Regions
7+ years of experience

- Manages regional acquisition and asset management activities
- Former private equity investor with H.I.G. Capital in the LBO Fund
- Former investment banking analyst and member of the Industrials group at Harris Williams
- MBA from UNC Kenan-Flagler, BS from McIntire School of Commerce at the University of Virginia

Consolidated Statements of Operations

(\$ in thousands, except per share amounts)	For the three months ended (unaudited)					For the six months ended (unaudited)				
	6/30/2025 3/31/2025			6/	30/2024	6,	/30/2025	6/	30/2024	
Operating revenues										
Lease revenue	\$	39,533	\$	37,501	\$	37,057	\$	77,034	\$	72,779
Total operating revenues	\$	39,533	\$	37,501	\$	37,057	\$	77,034	\$	72,779
Operating expenses										
Depreciation and amortization	\$	14,249	\$	13,243	\$	16,015	\$	27,492	\$	29,341
Property operating expenses		7,258		6,900		5,807		14,158		11,692
Base management fee		1,640		1,568		1,516		3,207		3,051
Incentive fee		709		640		1,245		1,348		2,416
Administration fee		590		622		594		1,212		1,225
General and administrative		1,400		885		1,046		2,284		2,093
Impairment charge		9		_				9		493
Total operating expense before incentive fee waiver	\$	25,855	\$	23,858	\$	26,223	\$	49,710	\$	50,311
Incentive fee waiver		(709)		_		(250)		(709)		(1,021)
Total operating expenses	\$	25,146	\$	23,858	\$	25,973	\$	49,001	\$	49,290
Other income (expense)										
Interest expense	\$	(10,058)	\$	(9,138)	\$	(9,463)	\$	(19,196)	\$	(18,960)
Gain (loss) on sale of real estate, net		377		_		(47)		377		236
Gain on debt extinguishment, net		_		_		_		_		300
Other (expense) income		(72)		631		26		559		60
Total other expense, net	\$	(9,753)	\$	(8,507)	\$	(9,484)	\$	(18,260)	\$	(18,364)
Net income	\$	4,634	\$	5,136	\$	1,600	\$	9,773	\$	5,125
Net (income) loss (available) attributable to non-controlling interests		(1)		(2)		11		(3)		9
Net income available to the company	\$	4,633	\$	5,134	\$	1,611	\$	9,770	\$	5,134
Distributions attributable to Series E, F, and G preferred stock Distributions attributable to senior common stock Gain (loss) on extinguishment of Series F preferred stock Net income (loss) available (attributable) to common stockholders	\$	(3,085) (101) 9 1,456	\$	(3,108) (101) (10) 1,915	\$	(3,116) (105) (4) (1,614)	\$	(6,193) (202) (1) 3,374	\$	(6,229) (211) (7) (1,313)



Funds from Operations (FFO) and Core FFO

(\$ in thousands, except per share amounts)	For the three months ended (unaudited)					For the six months ended (unaudited)					
	 6/30/2025		3/31/2025		6/30/2024		6/30/2025		6/30/2024		
Net income Less: Distributions attributable to preferred and senior common stock Add/Less: Gain (loss) on extinguishment of Series F preferred stock, net	\$ 4,634 (3,186) 9	\$	5,136 (3,209) (10)	\$	1,600 (3,221) (4)	\$	9,773 (6,395) (1)	\$	5,125 (6,440) (7)		
Net income (loss) available (attributable) to common stockholders and Non-controlling OP Unitholders	\$ 1,457	\$	1,917	\$	(1,625)	\$	3,377	\$	(1,322)		
Adjustments:											
Add: Real estate depreciation and amortization Add: Impairment charge	\$ 14,249 9	\$	13,243 —	\$	16,015 —	\$	27,492 9	\$	29,341 493		
Add: Loss on sale of real estate, net Less: Gain on sale of real estate, net Less: Gain on debt extinguishment, net	(377) —		_ _ _		47 — —		(377) —		— (236) (300)		
FFO available to common stockholders and Non-controlling OP Unitholders - basic	\$ 15,338	\$	15,160	\$	14,437	\$	30,501	\$	27,976		
Add: Convertible senior common distributions FFO available to common stockholders and Non-controlling OP Unitholders - diluted	\$ 101 15,439	\$	101 15,261	\$	105 14,542	\$	202 30,703	\$	211 28,187		
FFO available to common stockholders and Non-controlling OP Unitholders - basic Add: Write off shelf registration statement costs and prepaid ATM costs	\$ 15,338	\$	15,160	\$	14,437	\$	30,501	\$	27,976 183		
Add: Write off prepaid offering costs	305		_		_		305		105		
Add: Asset retirement obligation expense Add: Bad debt write off	34		34		33 64		68		66 64		
Add: Closing costs on sale	336		_		_		336		_		
Add: Realized loss on interest rate hedging instruments	 					_			81		
Core FFO available to common stockholders and Non-controlling OP Unitholders - basic Add: Convertible senior common distributions	\$ 16,013 101	\$	15,194	\$	14,534 105	\$	31,210	\$	28,370		
Core FFO available to common stockholders and Non-controlling OP Unitholders - diluted	\$ 16,114	\$	101 15,295	\$	14,639	\$	31,412	\$	28,581		
Weighted average common shares outstanding and Non-controlling OP Units - basic Weighted average common shares outstanding and Non-controlling OP Units - diluted	46,259,137 46,587,696		44,646,486 44,975,890		40,553,113 40,895,360		45,457,266 45,785,825		40,433,619 40,775,866		
FFO per weighted average share of common stock and Non-controlling OP Unit - basic	\$ 0.33	\$	0.34	\$	0.36	\$	0.67	\$	0.69		
FFO per weighted average share of common stock and Non-controlling OP Unit - diluted	\$ 0.33	\$	0.34	\$	0.36	\$	0.67	\$	0.69		
Core FFO per weighted average share of common stock and Non-controlling OP Unit - basic	\$ 0.35	\$	0.34	\$	0.36	\$	0.69	\$	0.70		
Core FFO per weighted average share of common stock and Non-controlling OP Unit - diluted	\$ 0.35	\$	0.34	\$	0.36	\$	0.69	\$	0.70		
Distributions declared per share of common stock and Non-controlling OP Unit	\$ 0.30	\$	0.30	\$	0.30	\$	0.60	\$	0.60		



Consolidated Balance Sheets

(\$ in thousands)		5/30/2025 unaudited)		12/31/2024
ASSETS		_		_
Real estate, at cost	\$	1,347,152	\$	1,211,793
Less: accumulated depreciation		339,331		319,646
Total real estate, net		1,007,821		892,147
Lease intangibles, net		114,242		95,107
Real estate and related assets held for sale, net		2,801		4,363
Cash and cash equivalents		11,660		10,956
Restricted cash		4,240		4,118
Funds held in escrow		5,728		5,367
Right-of-use assets from operating leases		3,836		3,961
Right-of-use assets from finance leases, net		2,918		· —
Deferred rent receivable, net		46,352		45,324
Sales-type lease receivable, net		· —		18,618
Other assets		10,395		14,387
TOTAL ASSETS	\$	1,209,993	\$	1,094,348
LIABILITIES AND STOCKHOLDERS' EQUITY				
LIABILITIES		257.002		260 570
Mortgage notes payable, net	\$	257,882	\$	269,579
Borrowings under revolver and term loan, net		442,664		349,848
Borrowings under unsecured term loan, net		19,839		72.050
Senior unsecured notes, net		74,006		73,958
Deferred rent liability, asset retirement obligation and other liabilities, net		68,240	_	59,621
TOTAL LIABILITIES	\$	862,631	<u>\$</u>	753,006
MEZZANINE EQUITY				
Series E and G redeemable preferred stock, net	\$ \$	170,041	<u>\$</u>	170,041
TOTAL MEZZANINE EQUITY	\$	170,041	\$	170,041
STOCKHOLDERS' EQUITY				
Senior common stock	\$	1	\$	1
Common stock		46		44
Series F redeemable preferred stock		1		1
Additional paid in capital		820,634		784,389
Accumulated other comprehensive income		4,303		10,648
Distributions in excess of accumulated earnings		(647,794)		(623,912)
TOTAL STOCKHOLDERS' EQUITY	\$	177,191	\$	171,171
OP Units held by Non-controlling OP Unitholders	-	130		130
TOTAL EQUITY	\$		\$	171,301
TOTAL LIABILITIES, MEZZANINE EQUITY AND EQUITY	\$	1,209,993	\$	1,094,348



Debt Summary

Principal Maturity Date	Weighted Average Interest Rate as of 6/30/2025	(\$ in thousands) Principal Balance Outstanding as of 6/30/2025
2025	4.59%	\$ 3,119
2026	4.09%	28,635
2027	4.35%	97,582
2028	4.15%	36,969
2029	5.38%	36,090
2030	3.23%	37,587
2031	3.24%	4,825
2032	3.40%	9,575
2037	4.63%	5,134
Contractual Mortgage Notes Payable:	4.22%	\$ 259,516
Premiums (Discounts), net:		 6
Total Mortgage Notes Payable:		\$ 259,522
Variable-Rate Line of Credit:		
2026	SOFR +1.35%	\$ 94,370
Variable-Rate Term Loan Facility:		
2027	SOFR +1.30%	\$ 160,000
2026	SOFR +1.30%	40,000
2028	SOFR +1.30%	 150,000
Variable-Rate Unsecured Term Loan:		
2027	SOFR + 1.55%	\$ 20,000
Senior Unsecured Notes:		
2029	6.47%	\$ 75,000
Total Mortgage Notes Payable, Line of Credit, Term Loan Facility, Unsecured Term Loan, Senior Unsecured Notes	5.33%	\$ 798,892

