### **UNITED STATES** SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

### FORM 8-K

CURRENT REPORT Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

August 6, 2025 Date of Report (date of earliest event reported)



### NewLake Capital Partners, Inc.

(Exact name of registrant as specified in its charter)

Maryland (State or other jurisdiction of incorporation or organization)

000-56327 (Commission File Number)

83-4400045 (I.R.S. Employer Identification Number)

50 Locust Avenue, First Floor New Canaan, CT 06840 (Address of principal executive offices and zip code) (203) 594-1402 (Registrant's telephone number, including area code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obli	igation of the registrant under any of the following
provisions:	

Check the provision	11 1	itended to simultaneously satisfy the filin	ng obligation of the registrant under any of the following
	Written communications pursuant to Rule 425 ur	nder the Securities Act (17 CFR 230.425)	
	Soliciting material pursuant to Rule 14a-12 under	r the Exchange Act (17 CFR 240.14a-12)	
	Pre-commencement communications pursuant to	Rule 14d-2(b) under the Exchange Act (	(17 CFR 240.14d-2(b))
	Pre-commencement communications pursuant to	Rule 13e-4(c) under the Exchange Act (	17 CFR 240.13e-4(c))
	Secur	rities registered pursuant to Section 12(b)	) of the Act:
	Title of each class	Trading Symbol	Name of each exchange on which registered
	N/A	N/A	N/A
12b-2 Ex (§240.12 If an em	schange Act. Emerging growth company b-2 of this chapter). ⊠	the registrant has elected not to use the	05 of the Securities Act of 1933(§ 230.405 of this chapter) or Rule extended transition period for complying with any new or revised

### Item 2.02 - Results of Operations and Financial Condition.

On August 6, 2025, NewLake Capital Partners, Inc. (the "Company") issued a press release announcing its financial results for the second quarter ended June 30, 2025. A copy of the press release is attached hereto as Exhibit 99.1 to this Form 8-K.

The information in Item 2.02 of this Current Report on Form 8-K, including Exhibit 99.1 furnished pursuant to Item 9.01, shall not be deemed "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities under that section. Furthermore, the information in Item 2.02 of this Current Report on Form 8-K, including Exhibit 99.1 furnished pursuant to Item 9.01, shall not be incorporated by reference into any registration statement or other document pursuant to the Securities Act of 1933, as amended (the "Securities Act") or the Exchange Act.

#### **Item 7.01 - Regulation FD Disclosure**

The Company has posted an updated investor presentation to its website, www.newlake.com. A copy of the slide presentation is attached as Exhibit 99.2 hereto and incorporated herein by reference. The information in Item 7.01 of this Current Report on Form 8-K, including Exhibit 99.2 furnished pursuant to Item 9.01, shall not be deemed "filed" for the purposes of Section 18 of the Exchange Act or otherwise subject to the liabilities under that section. Furthermore, the information in Item 7.01 of this Current Report on Form 8-K, including Exhibit 99.2 furnished pursuant to Item 9.01, shall not be incorporated by reference into any registration statement or other document pursuant to the Securities Act or the Exchange Act.

#### Item 9.01 - Financial Statements and Exhibits

(d) The following exhibits are being filed herewith:

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Exhibit No.	<u>Description</u>
99.1	Press Release of NewLake Capital Partners, Inc., dated August 6, 2025
99.2	<u>Investor Presentation dated August 7, 2025</u>

Cover Page Interactive Data File (embedded within the Inline XBRL document)

### SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized on this 6th day of August, 2025.

### NewLake Capital Partners, Inc

By: /s/ Lisa Meyer

Name: Lisa Meyer

Title: Chief Financial Officer, Treasurer and Secretary



Exhibit 99-1

### NewLake Capital Partners Reports Second Quarter 2025 Financial Results

Second Quarter 2025 Revenue Totaled \$12.9 Million, an Increase of 3.8% Year-Over-Year

Second Quarter 2025 Net Income Attributable to Common Stockholders Totaled \$7.3 Million, Funds from Operations Totaled \$11.4 Million, and Adjusted Funds from Operations Totaled \$11.5 Million

Conference Call and Webcast Scheduled for August 7, 2025, at 11 a.m. Eastern Time

New Canaan, CT, August 06, 2025 /GLOBE NEWSWIRE/ — NewLake Capital Partners, Inc. (OCTQX: NLCP) (the "Company" or "NewLake"), a leading provider of real estate capital to state-licensed cannabis operators, today announced its financial results for the second quarter ended June 30, 2025.

"Our second quarter results demonstrate the continued stability of our business model," said Anthony Coniglio, NewLake's President and Chief Executive Officer. "We generated revenue and AFFO growth while maintaining a 79% AFFO payout ratio, reflecting disciplined execution despite ongoing challenges in the cannabis industry."

#### Second Quarter 2025 Financial and Operational Highlights

- Revenue totaled \$12.9 million.
- Net income attributable to common stockholders totaled \$7.3 million.
- Funds From Operations ("FFO")(1) totaled \$11.4 million.
- Adjusted Funds From Operations ("AFFO")<sup>(1)</sup> totaled \$11.5 million.
- Declared a second quarter dividend of \$0.43 per common share, equivalent to an annualized dividend of \$1.72 per common share.

#### Comparison to the Second Quarter ended June 30, 2024

- Revenue totaled \$12.9 million, as compared to \$12.5 million, an increase of approximately 3.8% year-over-year.
- Net income attributable to common stockholders totaled \$7.3 million, as compared to \$6.8 million.
- FFO totaled \$11.4 million, as compared to \$10.5 million, an increase of 7.7% year-over-year.
- AFFO totaled \$11.5 million, as compared to \$11.0 million, an increase of 4.0% year-over-year.
- For the second quarter ended June 30, 2025, the Company declared a dividend of \$0.43 per common share, consistent to the second quarter ended June 30, 2024.

#### Six Months Ended June 30, 2025 Financial and Operational Highlights

Comparison to the six months ended June 30, 2024

- Revenue totaled \$26.1 million, as compared to \$25.1 million, an increase of 4.3% year-over-year.
- Net income attributable to common stockholders totaled \$13.6 million, as compared to \$13.7 million.
- FFO totaled \$21.6 million, as compared to \$21.1 million, an increase of 2.5% year-over-year.
- AFFO totaled \$22.2 million, as compared to \$22.0 million, an increase of 0.9% year-over-year.

#### Balance Sheet Highlights as of June 30, 2025

- Cash and cash equivalents as of June 30, 2025, were \$21.9 million, with \$12.1 million committed to fund future improvements.
- Total liquidity of \$104.3 million, consisting of cash and cash equivalents and availability under the Company's Revolving Credit Facility.
- Gross real estate assets of \$432.2 million.
- 1.6% debt to total gross assets and a debt service coverage ratio of approximately 95x.
- No debt maturity until May 2027.

(1) FFO and AFFO are presented on a dilutive basis.

### **Investment Activity**

#### Acquisitions

The	following	table	presents	the	Company's	investment	activity	for	the	six	months	ended	June	30,	2025	(in	thousands):		
	Tenant		Market		Site Type				Closing	Date		Real	Estate A	Acquisi	ition Costs				
	Cresco La	Cresco Labs		Ohio		Dispensary					February 1	9, 2025		\$			285		
	Cresco La	Cresco Labs		Ohio		Ohio		Dispensary				April 25,	2025					500	
	Curaleaf (	1)		Pennsylvania		Pennsylvania		Dispensary					June 12,	2025					950
Total														\$			1,735		

<sup>(1)</sup> This dispensary was acquired through a like-kind exchange and was recorded at its fair value. For further details, refer to the "Disposition" section below.

#### Disposition

On June 12, 2025, the Company completed a deed-for-deed like-kind exchange with a tenant, involving the transfer of its dispensary located in Mokena, IL for a dispensary located in Brookville, PA. The transaction was structured as a nonmonetary exchange with no cash consideration. Upon completion of the exchange, the Brookville property received by the Company was leased to a current tenant under a new operating lease. The Brookville dispensary was recorded at its estimated fair value of \$950 thousand and the Company recognized a de minimis loss on the exchange. For additional details, refer to the acquisition summary in the table above.

#### Real Estate Commitments

Improvement Allowances

The following table presents the funded and remaining unfunded commitments for the six months ended June 30, 2025 (in thousands):

Tenant	Market	Site Type	<b>Closing Date</b>	Funded C	<b>Funded Commitments</b>		d Commitments
C3 Industries	Connecticut	Cultivation	May 7, 2024	\$	_	\$	11,043
Cresco Labs	Ohio	Dispensary	February 19, 2025		_		705
Cresco Labs	Ohio	Dispensary	April 25, 2025		_		375
Total				\$		\$	12,123

### Condition of Our Tenants

### Revolutionary Clinics

Revolutionary Clinics faced operational challenges that impaired their ability to meet contractual rent obligations. Beginning in June 2024, they paid approximately 50% of rent due. On December 13, 2024, Revolutionary Clinics entered into receivership. In the first quarter of 2025, the Company entered into a stipulation agreement with the court appointed receiver to receive 50% of contractual rent on a weekly basis, along with weekly reimbursements for certain delinquent real estate taxes and utilities previously paid by the Company. For the three and six months ended June 30, 2025, the Company received the rent and expense payments in accordance with the stipulation agreement. The receiver is working to liquidate the tenant's business.

In April 2025, the Company retained a commercial real estate broker to facilitate the leasing process and began actively marketing the property. The tenant vacated the premises in July 2025, and leasing efforts remain ongoing.

#### **Financing Activity**

### Revolving Credit Facility

As of June 30, 2025, the Company had approximately \$7.6 million in borrowings under the Revolving Credit Facility and \$82.4 million in funds available to be drawn, subject to sufficient collateral in the borrowing base. The Revolving Credit Facility accrued interest at a fixed rate of 5.65% through May 5, 2025. Commencing May 6, 2025, the Revolving Credit Facility bears interest at a variable rate based upon the greater of (a) the Prime Rate quoted in the Wall Street Journal (Western Edition) plus an applicable margin of 1.0% or (b) 4.75%. As of June 30, 2025, the interest rate was at 8.50%.

The facility is subject to certain liquidity and operating covenants and includes customary representations and warranties, affirmative and negative covenants, and events of default. As of June 30, 2025, the Company was in compliance with the financial covenants under the agreement.

#### Dividend

On June 16, 2025, the Company's Board of Directors declared a second quarter 2025 cash dividend of \$0.43 per share of common stock, equivalent to an annualized dividend of \$1.72 per share of common stock. The dividend was paid on July 15, 2025, to stockholders of record at the close of business on June 30, 2025, and represents an AFFO payout ratio of 79%.

#### **Recent Developments**

On July 30, 2025, AYR Wellness Inc. ("AYR"), which operates at two of the Company's owned properties, announced that it had entered into a restructuring support agreement with its senior noteholders. Under the proposed plan, certain AYR assets and operations will be acquired by the senior noteholders, while the remaining assets and operations are expected to be sold or wound down. AYR properties represented approximately 5.9% of the Company's rental revenue for the six months ended June 30, 2025. AYR has paid its rental payments through July 2025; however, as of August 6, 2025, the Company has not received rent payments for August. Based on currently available information, the Company does not expect the operations associated with the two leased properties to be included in the transaction with AYR's senior noteholders. The Company holds security deposits equal to approximately 3.5 months of rent for each of the two properties. The Company intends to enforce all of its rights under the lease agreements.

#### **Conference Call and Webcast Details:**

Management will host a conference call and webcast at 11:00 a.m. Eastern Time on August 7, 2025, to discuss its quarterly financial results and answer questions about the Company's operational and financial highlights for the second quarter ended June 30, 2025.

Event: NewLake Capital Partners Inc. Second Quarter 2025 Earnings Call

**Date:** Thursday, August 7, 2025 **Time:** 11:00 a.m. Eastern Time

**Live Call:** 1-877-300-8521 (U.S. Toll-Free) or 1-412-317-6026 (International)

Webcast: https://ir.newlake.com/news-events/ir-calendar

For interested individuals unable to join the conference call, a dial-in replay of the call will be available until August 21, 2025, and can be accessed by dialing +1-844-512-2921 (U.S. Toll Free) or +1-412-317-6671 (International) and entering replay pin number: 10201213.

### About NewLake Capital Partners, Inc.

NewLake Capital Partners, Inc. is an internally-managed real estate investment trust that provides real estate capital to state-licensed cannabis operators through sale-leaseback transactions and third-party purchases and funding for build-to-suit projects. NewLake owns a portfolio of 34 properties comprised of 15 cultivation facilities and 19 dispensaries that are leased to single tenants on a triple-net basis. For more information, please visit www.newlake.com.

#### **Forward-Looking Statements**

This press release contains "forward-looking statements." Forward-looking statements can be identified by words like "may," "will," "likely," "should," "expect," "anticipate," "future," "plan," "believe," "intend," "goal," "project," "continue" and similar expressions. Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on our current beliefs and expectations. Forward-looking statements are based on the Company's current expectations and assumptions regarding capital market conditions, the Company's business, the economy and other future conditions. All of our statements regarding anticipated growth in our funds from operations, adjusted funds from operations, anticipated market conditions, and results of operations are forward-looking statements. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside of our control. Our actual results may differ materially from those indicated in the forward-looking statements. Therefore, you should not rely on any of these forward-looking statements. For a discussion of the risks and uncertainties which could cause actual results to differ from those contained in the forward-looking statements, see "Risk Factors" in our most recent Annual Report on Form 10-K and any subsequent Quarterly Reports on Form 10-Q. The Company does not undertake, and specifically disclaims any obligation, to publicly release the result of any revisions which may be made to any forward-looking statements to reflect the occurrence of anticipated or unanticipated events or circumstances after the date of such statements, except as required by law.

#### **Use of Non-GAAP Financial Information**

FFO and AFFO are supplemental non-GAAP financial measures used in the real estate industry to measure and compare the operating performance of real estate companies. A complete reconciliation containing adjustments from GAAP net income attributable to common stockholders to FFO and AFFO and definitions of terms are included at the end of this release.

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#### **Contact Information:**

Lisa Meyer Chief Financial Officer, Treasurer and Secretary NewLake Capital Partners, Inc. Imeyer@newlake.com

### **Investor Contact:**

Valter Pinto, Managing Director KCSA Strategic Communications Valter@KCSA.com PH: (212) 896-1254

### **Media Contact:**

Ellen Mellody, Senior Vice President KCSA Strategic Communications EMellody@KCSA.com PH: (570) 209-2947

### NEWLAKE CAPITAL PARTNERS, INC. CONSOLIDATED BALANCE SHEETS

(Unaudited)
(In thousands, except share and per share amounts)

	Ju	me 30, 2025	De	ecember 31, 2024
Assets:				
Real Estate				
Land	\$	23,224	\$	22,891
Building and Improvements		408,930		408,552
Total Real Estate		432,154		431,443
Less Accumulated Depreciation		(51,321)		(44,709)
Net Real Estate		380,833		386,734
Cash and Cash Equivalents		21,854		20,213
In-Place Lease Intangible Assets, net		16,695		17,794
Loan Receivable, net (Current Expected Credit Loss of \$93 and \$116, respectively)		4,907		4,884
Other Assets		1,558		1,911
Total Assets	\$	425,847	\$	431,536
71.100				
Liabilities and Equity:				
Liabilities:				
Accounts Payable and Accrued Expenses	\$	981	\$	1,515
Revolving Credit Facility		7,600		7,600
Dividends and Distributions Payable		9,024		9,246
Security Deposits		7,642		8,117
Rent Received in Advance		990		684
Other Liabilities		81		402
Total Liabilities		26,318		27,564
Commitments and Contingencies				
Equity:				
Preferred Stock, \$0.01 Par Value, 100,000,000 Shares Authorized, 0 Shares Issued and Outstanding, respectively		_		_
Common Stock, \$0.01 Par Value, 400,000,000 Shares Authorized, 20,552,632 and 20,514,583 Shares Issued and Outstanding, respectively		205		205
Additional Paid-In Capital		446,759		446,627
Accumulated Deficit		(54,265)		(50,067)
Total Stockholders' Equity		392,699		396,765
Noncontrolling Interests		6,830		7,207
Total Equity	_	399,529		403,972
Total Equity		377,327		+03,772
Total Liabilities and Equity	\$	425,847	\$	431,536

### **NEWLAKE CAPITAL PARTNERS, INC.**CONSOLIDATED STATEMENTS OF OPERATIONS

(Unaudited)

(In thousands, except share and per share amounts)

		nths Ended e 30,		ths Ended e 30,
	 2025	2024	2025	2024
Revenue:				
Rental Income	\$ 12,564	\$ 12,253	\$ 25,151	\$ 24,380
Interest Income from Loans	137	134	271	265
Fees and Reimbursables	231	68	720	418
Total Revenue	12,932	12,455	26,142	25,063
Expenses:				
Reimbursable Property Expenses	41	28	668	50
Property Carrying Costs	5	_	5	_
Depreciation and Amortization Expense	3,877	3,626	7,760	7,194
General and Administrative Expenses:				
Compensation Expense	670	1,150	1,875	2,385
Professional Fees	197	243	803	645
Other General and Administrative Expenses	 554	455	964	873
Total General and Administrative Expenses	 1,421	1,848	3,642	3,903
Total Expenses	5,344	5,502	12,075	11,147
Loss on Sale of Real Estate	(34)	_	(34)	
Provision for Current Expected Credit Loss	 10	12	23	26
Income From Operations	7,564	6,965	14,056	13,942
Other Income (Expense):				
Other Income	91	81	177	181
Interest Expense	(210)	(128)	(384)	(211)
Total Other Income (Expense)	(119)	(47)	(207)	(30)
Net Income	 7,445	6,918	13,849	13,912
Net Income Attributable to Noncontrolling Interests	 (126)	(122)	(234)	(247)
Net Income Attributable to Common Stockholders	\$ 7,319	\$ 6,796	\$ 13,615	\$ 13,665
	0.25			
Net Income Attributable to Common Stockholders Per Share - Basic	\$ 0.36	\$ 0.33	\$ 0.66	\$ 0.66
Net Income Attributable to Common Stockholders Per Share - Diluted	\$ 0.35	\$ 0.33	\$ 0.66	\$ 0.66
Weighted Average Shares of Common Stock Outstanding - Basic	 20,613,866	20,555,362	20,602,635	20,548,601
Weighted Average Shares of Common Stock Outstanding - Diluted	 20,974,923	20,951,379	20,971,160	20,946,805
	 -			

#### **Non-GAAP Financial Information**

### **Funds From Operations**

The Company calculates FFO in accordance with the current National Association of Real Estate Investment Trusts ("NAREIT") definition. NAREIT currently defines FFO as follows: net income (loss) (computed in accordance with GAAP) excluding depreciation and amortization related to real estate, gains and losses from the sale of certain real estate assets, and impairment write-downs of certain real estate assets and investments in entities when the impairment is directly attributable to decreases in the value of depreciable real estate held by an entity. Other REITs may not define FFO in accordance with the NAREIT definition or may interpret the current NAREIT definition differently and therefore the Company's computation of FFO may not be comparable to such other REITs.

### Adjusted Funds From Operations

The Company calculates AFFO by starting with FFO and adjusting for non-cash and certain non-recurring transactions, including non-cash components of compensation expense and the effect of provisions for credit loss. Other REITs may not define AFFO in the same manner and therefore the Company's calculation of AFFO may not be comparable to such other REITs. You should not consider FFO and AFFO to be alternatives to net income as a reliable measure of our operating performance; nor should you consider FFO and AFFO to be alternatives to cash flows from operating, investing or financing activities (as defined by GAAP) as measures of liquidity.

The table below is a reconciliation of net income attributable to common stockholders to FFO and AFFO for the three and six months ended June 30, 2025 and 2024 (in thousands, except share and per share amounts):

	Three Months Ended June 30,				Six Months Ended June 30,			
		2025		2024	2025		2024	
Net Income Attributable to Common Stockholders	\$	7,319	\$	6,796	\$ 13,615	\$	13,665	
Net Income Attributable to Noncontrolling Interests		126		122	234		247	
Net Income		7,445		6,918	13,849		13,912	
Adjustments:								
Real Estate Depreciation and Amortization		3,873		3,622	7,751		7,185	
Loss on Sale of Real Estate		34		_	34		_	
FFO Attributable to Common Stockholders - Diluted		11,352		10,540	 21,634		21,097	
Provision for Current Expected Credit Loss		(10)		(12)	(23)		(26)	
Stock-Based Compensation		47		424	434		774	
Non-cash Interest Expense		67		67	135		135	
Amortization of Straight-line Rent Expense		(1)			(2)		(1)	
AFFO Attributable to Common Stockholders - Diluted	\$	11,455	\$	11,019	\$ 22,178	\$	21,979	
FFO per share – Diluted	\$	0.54	\$	0.50	\$ 1.03	\$	1.01	
AFFO per share – Diluted	\$	0.55	\$	0.53	\$ 1.06	\$	1.05	



#### Safe Harbor Statement

This presentation has been prepared by NewLake Capital Partners, Inc. ("we"," "us" or the "Company") solely for informational purposes. This presentation and related discussion shall not constitute an offer to sell or the solicitation of an offer to buy, nor shall there be any sale of securities.

This presentation contains forward-looking statements within the meaning of the U.S. Private Securities. Use that they do not relate strictly to historical or current facts, and are often indicated by words such as "anticipates," "expects," "intends," "plans," "believes," and similar expressions or future or conditional verbs such as "will," "should," "many" "and "could." Forward looking statements include, among others, statements relating to the Company's future financial performance, business prospects and strategy, the use of proceeds from our initial public offering, future dividend payments, anticipated financial position, the Company's acquisition pipeline, liquidity and capital needs and other similar matters. These statements are based on the Company's current expectations and assumptions about future events, which are inherently subject to uncertainties, risks and changes in circumstances that are difficult to predict. The Company's actual results may differ materially from those expressed in, or implied by, the forward-look statements. The Company is providing the information contained herein as of the date of this presentation. Except as required by applicable law, the Company does not plan to update or revise any statements contained herein, whether as a result of any new information, future events, changed circumstances or otherwise.

#### **Use of Non-GAAP Financial Information**

Adjusted Funds From Operations ("AFFO") and Funds From Operations ("FFO") are supplemental non-GAAP financial measures used in the real estate industry to measure and compare the operating performance of real estate companies. A complete reconciliation containing adjustments from GAAP net income attributable to common stockholders and participating securities to AFFO and FFO are included in the appendix to this presentation.



newlake.com

### **Investment Highlights**

### **Experienced Team**

Experienced team with a strong track record investing in cannabis real estate and delivering returns for investors

### **Growth-Oriented Focus**

Cannabis is positioned for sustained long-term growth and requires significant real estate capital for expansion.

### Scale and Early Mover

Second largest owner of cannabis real estate in the U.S.<sup>(1)</sup>, building relationships and knowledge since 2019

### **Exceptional Portfolio**

Quality portfolio has delivered consistent dividend growth, up 79% since IPO, with 12.7 year weighted average remaining lease term

### **Financial Position**

Solid financial position provides significant flexibility: \$432 million in gross real estate assets, \$8 million of debt outstanding on our \$90 million credit facility and a 79% AFFO payout ratio

### **Undervalued Compared to Peers**

At current valuation, NewLake is undervalued compared to REIT peers



OTCOX: NLCP (1) Ba

(1) Based on management estimates of third-party ownership

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# By The Numbers (1)

~\$446 79% AFFO Founded 97% 34 in 2019 Million **Properties** Rent **Payout Ratio** Collected Deployed 2021 IPO All Triple-Net Invested & Strong Dividend 12 States, 1.7 Million Committed Coverage Square Feet Leases

12.7% Wtd. Avg. Yield (2)

2.6% Annual Rent Escalations

<0.2x Debt to EBITDA

\$82 Million Available Credit Facility

12.7 Years Remaining Lease Term<sup>(2)</sup>

Weighted Average

1.3% Annualized **G&A** Ratio

Low General and Administrative Expenses 79% Dividend **Growth Since IPO** 

Q2 2025 vs. Q3 2021



Note: (1) Data as of June 30, 2025 (2) Includes leased propertie

### **Experienced Management Team**



**Anthony Coniglio** Chief Executive Officer & President, Director

- Former CEO of Primary Capital Mortgage,
- a residential mortgage company
   14 years at J.P. Morgan as an investment banker leading various businesses
   Public company director



Lisa Meyer Chief Financial Officer, Treasurer & Secretary

- Former President & CFO of Western Asset Mortgage Capital Corporation, a NYSE-listed REIT
- Extensive experience providing financial leadership to various public and private entities in the real estate industry



Niki Krear Vice President of Acquisitions

- Former financial services experience at William Blair and Maranon Capital
   Background in investment banking, private credit, and real estate investing



## **Experienced Board of Directors**



Gordon DuGan Chairman of the Board, Independent Director

- Co-Founder and Chairman of the Board of
- Co-Founder and Chairman of the Board of Blackbrook Capital
  Former Chairman of the Board of INDUS Realty Trust (Nasdaq: INDT)
  Former CEO of Gramercy Property Trust, a NYSE-listed triple-net lease REIT
  Former CEO of W.P. Carey & CO., a NYSE-listed triple-net lease REIT



**Alan Carr** Independent Director

- Co-Founder and CEO of Drivetrain LLC.
  Director at Unit Corporation
  Previously served as Director on several other boards in diverse industries including Cazoo Group Ltd.
  Former Managing Director at Strategic Value Partners investing in various sectors in North America and Europe



Joyce Johnson Independent Director

- Chairman of Pacific Gate Capital Management, LLC, an investment firm
  Former Senior Managing Director and Partner of Relativity Capital, LLC and Managing Director of Cerberus Capital Management, L.P.
  Director at Ayr Wellness
  Experienced board member for 22 companies



### **Experienced Board of Directors**

### Continued



### **Peter Martay** Independent Director

- CEO of Pangea Properties, a private apartment REIT that owned more than 13,000 apartments and completed over \$500 million in short term bridge loans on numerous property types across the U.S.
  Former banker at Bernstein Global Wealth Management, Glencoe Capital and Deutsche Bank



**Dina Rollman** Independent Director

- CEO of StrainBrain, an Al-powered technology company revolutionizing cannabis shopping experiences through personalized product recommendations
  Co-Founder and former SVP of Government Affairs at Green Thumb Industries, Inc., one of the leading public cannabis companies



**David Weinstein** 

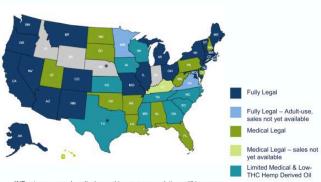
- CEO of NewLake from August 2020 July 2022, Director Since 2019
  Former CEO of MPG Office Trust, a NYSE-listed office REIT
  10 years at Goldman Sachs as a real estate investment banker and investor
  10 years at Belvedere Capital, a real estate investment firm



### NewLake is Focused on a Growing Industry

### Demand for Real Estate Capital Positions NewLake for Continued Growth

#### **Adult-Use & Medical Markets**



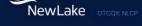
\*NE voters approved medical cannabis; program regulations still in process
\*TX expended medical program and expect to issue new licenses in December 2025

### **Cannabis Industry Near-Term CAGR**



### State-Level Growth Catalysts

- New states issuing medical cannabis licenses (i.e. NE and TX)
- · Limited medical states expanding programs (i.e. TX and GA)
- · Strong medical markets transitioning to adult use (i.e. PA and FL)
- · Adult use states with sales not yet available (i.e. KY, VA, and MN)
- Continued growth in currently undersupplied adult use markets (i.e. NY, NJ, OH, and CT)



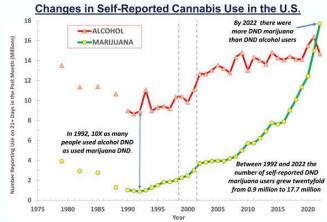
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### Continued Acceptance of Cannabis Nationally

### Americans Increasingly Embrace the Use of Cannabis

- 92% of the U.S. population (309 million people) reside in Medical Markets(1,2)
- 52% of the U.S. population (176 million people) reside in Adult-Use Markets(2)
- 88% of U.S. adults support Adult-Use and/or Medical Cannabis(3)
- 140% growth in Americans consuming cannabis in past 10 years(4)
- 54% of American adults believe alcohol is more harmful than cannabis(4)

Note: population counts based on United States Census Bureau 2023 counts
1) Includes limited medical markets.
2) Includes markets with sales not yet available.
3) Pew Research most recent survey.
4) Source: Monmouth University poli.



Source: Wiley Library – Society for the Study of Addiction. Note: DND refers to "daily or near-daily users".



### Industry Catalysts at Federal Level

### Catalysts for reform are present across all three branches of Government

Administrative

DEA has proposed to reschedule cannabis from Schedule 1 to Schedule 3.

President Trump stated support for Schedule 3, Adult Use and legislation focused on industry reform.

SAFER Banking Act, supported by President Trump, creates easier banking access for operators.

STATES Act, supported by President Trump, decriminalizes cannabis and allows States to decide.

Federal Circuit Courts rule restrictions on gun rights for state-legal cannabis consumers unconstitutional.

Lawsuit filed by operators led by David Boies argues states have right to regulate their own economies without federal oversight.



### Portfolio Overview

### **Early Mover Advantage Created Diverse National Platform**

- 12 states
- · Primarily limited-license jurisdictions
- 1.7M square feet
- 97% of contractual rent collected

















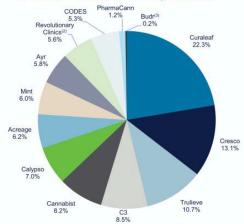








### Tenant/Borrower Composition(1)





### NewLake's Underwriting Approach

### In-Depth Industry Knowledge and Proven Underwriting Approach Mitigates Portfolio Risk

# Tenant Quality Focus on strong financia

Focus on strong financial profiles

Experienced management teams

Ability to raise capital



### **Cannabis Market**

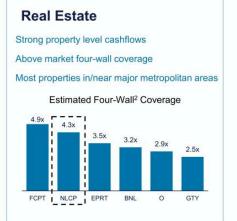
Emphasis on limited-license jurisdictions

Better operating environment for tenant

More value created for real estate

Est. # of Cultivation Licenses Operating1







OTCQX: NLCP

Cultivation licenses sourced from table reporting and management estimates.

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### Deal Structure & Risk Management

### Deal Structure and Active Portfolio Management Proactively Addresses Portfolio Concerns

### **Deal Structure**

- 100% triple net leases
- 15-20 year lease terms
- Parent company guarantees
- Annual escalations
- Security deposits
- Cross-collateralization and cross-securitization

### **Financial Reporting**

- All leases require quarterly facility level reporting
- Review quarterly financials and annual audited financials
- Regular operational update calls with tenants

### **Portfolio Management**

- Ability to substitute to better performing assets
- Strategic divestiture of underutilized assets
- Third-party construction review



OTCQX: NLCF

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### Tenant Composition by Annualized Base Rent

Tenant	Annualized Base	SF	# of Leases	Q1 :	Tenant Information	
	Rent (%) <sup>(1)</sup>			Revenue	Adj. EBITDA <sup>(3)</sup>	MSO/SSO
Curaleaf	22.3%	462,947	10	\$310	\$65	MSO
Cresco Labs	13.1%	232,184	3	\$166	\$36	MSO
Trulieve	10.7%	144,602	1	\$298	\$109	MSO
C3 Industries	8.5%	153,006	2	Private Co	Private Co	MSO
The Cannabist Company	8.2%	83,188	5	\$87	\$8	MSO
Calypso	7.0%	99,163	1	Private Co	Private Co	SSO
Acreage (Canopy USA)	6.2%	69,005	2	Private Co	Private Co	MSO
Mint	6.0%	100,758	1	Private Co	Private Co	MSO
Ayr Wellness	5.8%	94,566	2	N/A	N/A	MSO
Revolutionary Clinics	5.6%	145,852	1	Private Co	Private Co	SSO
CODES(4)	5.3%	89,400	2	Private Co	Private Co	MSO
PharmaCann	1.2%	18,332	3	Private Co	Private Co	MSO
Budr <sup>(5)</sup>	0.2%	2,872	1	Private Co	Private Co	MSO
1) Ca 2) U.S 3) Ad 4) Sin	ewLake data is as of June 30, 2025, lculated based on July 2025 annualiz s dollars in millions, based on each co- justed EBITDA is a non-GAAP financ legle state entities managed by an MS aranteed by GTI.	ed monthly contractual rent a ompany's public securities filir al measure utilized in the ind	ngs and earnings release, available ustry. For definitions and reconcilia			public securities filings.



# Portfolio Composition by State

State	Annualized Base					operties
	Rent (%) <sup>(1)</sup>	Cultivation	Dispensary	Total	Cultivation	Dispensary
Pennsylvania	25.3%	312,421	13,116	325,537	4	4
Florida	18.3%	417,350		417,350	1	•
Illinois	17.2%	255,257	17,727	272,984	2	4
Massachusetts	13.1%	223,122	15,406	238,528	3	2
Missouri	11.9%	176,378	-	176,378	2	(=)
Arizona	6.0%	100,758		100,758	1	
Nevada	2.7%	56,536	-=:	56,536	1	-
Connecticut	2.3%	58,436	14,053	72,489	1	2
Ohio	1.2%	-	20,249	20,249		4
California	1.0%	-	2,470	2,470		1
Arkansas	0.4%	-	7,592	7,592	:=:	1
North Dakota	0.4%	-	4,590	4,590	-	1

<sup>1)</sup> Calculated based on July 2025 annualized monthly contractual rent and includes management fees



### Financial Overview

### **Key Data**

Stockholders' Equity	\$393 Million
Invested & Committed Capital	\$446 Million
Cash	\$22 Million
Debt	\$8 Million
Market Capitalization <sup>1</sup>	\$287 Million
Stock Price <sup>1</sup>	\$13.96
Dividend Yield <sup>2</sup>	12.3%
Common Shares Outstanding	20,552,632
Book Value per share	\$19.11
2Q25 Annualized Dividend <sup>3</sup>	\$1.72
Target AFFO Payout Ratio	80% - 90%
2Q25 Revenue Annualized <sup>4</sup>	\$51.7 Million
G&A Expense Ratio Annualized⁵	1.3%

### **Dividend Growth per Share**





Note: Data is as of June 30, 2025, unless otherwise noted

1 Based on the Aug 5, 2025, closing price.

2 Calculated as Q2 2025 annualized dividend divided by the Aug 5, 2025, closing stock price.

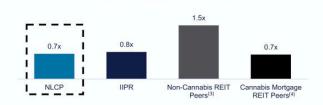
3 Annualized based on Q2 2025 dividend of \$0.43 per common share, declared on June 16, 2025.

4 Annualized revenue is calculated using actual revenue for the three months ended June 30, 2025.

5 Calculated using annualized General and Administrative Expense, excluding stock-based compensation, for the three months ending June 30, 2025, over Total Assets as of June 30, 2025.

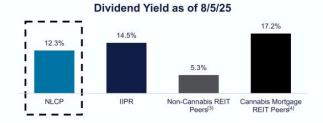
### Undervalued vs. REIT Peers





Price to Book as of 8/5/25







### Outperformed Peers in Growth of AFFO & Dividends



Source: Public Company Filings; sec.gov



NLCP and IIPR report Available Funds from Operations; REFI and AFCG report Distributable Earnings Average of INNN, PSTL, VICI, FCPT, NTST, EPRT Average of IIPR, REFI, and AFCG: Includes Year-end special dividends for REFI and AFCG, distributed evenly across the year

Average of IIPR, REFI, and AFCG; Includes Year-end special dividends for REFI and AFCG, distributed evently across the year, AFCG spun off SUNS in July 2024. Cash flow and dividend metrics presented reflect SUNS on a per-AFCG-share basis, adjusted using the 1/3 distribution ratio at the time of the spin-off; cash flow as Octaine 2021 and but angletic. newlake.com

### **Investment Highlights**

### **Experienced Team**

Experienced team with a strong track record investing in cannabis real estate and delivering returns for investors

### **Growth-Oriented Focus**

Cannabis is positioned for sustained long-term growth and requires significant real estate capital for expansion.

### Scale and Early Mover

Second largest owner of cannabis real estate in the U.S.<sup>(1)</sup>, building relationships and knowledge since 2019

### **Exceptional Portfolio**

Quality portfolio has delivered consistent dividend growth, up 79% since IPO, with 12.7 year weighted average remaining lease term

### **Financial Position**

Solid financial position provides significant flexibility: \$432 million in gross real estate assets, \$8 million of debt outstanding on our \$90 million credit facility and an 79% AFFO payout ratio

### **Undervalued Compared to Peers**

At current valuation, NewLake is undervalued compared to REIT peers



OTCOX: NLCP

(1) Based on management estimates of third-party ownership

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### How to Buy Our Stock

You can buy NewLake Capital share on the US OTC Markets under the ticker symbol NLCP with the brokers listed below.

E-Trade 800.38	1.2001
Charles Schwab 866.85	5.9102
Interactive Brokers 877.44	2.2757
StoneX www.si	tonex.com
Roth Capital 800.67	8.9147
ATB atbcm.	atb.com
BTIG www.b	tig.com
Jones Trading 800.20	3.6611
Fidelity 800.97	2.2155
Ameriprise 800.86	2.7919
Wells Fargo Advisors 877.573	3.7997

Note: Brokers are based on the Company's most recent knowledge. Broker policies may change without notice.





Supplemental Information

# Quarterly Performance Summary

	202		2024			
(In thousands, except share amounts)	Q2 2025	Q1 2025	Q4 2024	Q3 2024	2Q 2024	1Q 2024
Total Revenue	\$12,932	\$13,209	\$12,514	\$12,554	\$12,455	\$12,608
General and Administrative Expense <sup>(1)</sup>	\$1,374	\$1,832	\$1,482	\$1,628	\$1,424	\$1,705
General and Administrative Expense <sup>(1)</sup> /Annualized Total Revenues	10.6%	13.9%	11.8%	13.0%	11.4%	13.5%
General and Administrative Expense <sup>(1)</sup> /Total assets	1.3%	1.7%	1.4%	1.5%	1.3%	1.6%
Net Income Attributable to Common Stockholders	\$7,319	\$6,297	\$6,029	\$6,422	\$6,796	\$6,869
Net Income Attributable to Common Stockholders Per Share - Diluted	\$0.35	\$0.31	\$0.29	\$0.31	\$0.33	\$0.33
Funds From Operations("FFO") attributable to Common Stockholders - Diluted	\$11,352	\$10,283	\$9,922	\$10,260	\$10,540	\$10,558
FFO Attributable to Common Stockholders - Diluted	\$0.54	\$0.49	\$0.47	\$0.49	\$0.50	\$0.50
Adjusted Funds From Operations ("AFFO") - Diluted	\$11,455	\$10,724	\$10,949	\$10,763	\$11,019	\$10,960
AFFO Attributable to Common Stockholders - Diluted	\$0.55	\$0.51	\$0.52	\$0.51	\$0.53	\$0.52
Percentage of Portfolio Leased	100%	100%	100%	100%	100%	100%
Payout Ratio	79%	84%	83%	84%	82%	79%









OTCQX: NLCF

(1) General and administrative expenses excludes equity-based compensatio

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## **Balance Sheet**

(In thousands, except share amounts)	June 30, 2025	December 31, 2024
Assets:		
Real Estate		
Land	\$23,224	\$22,891
Building and Improvements	408,930	408,552
Total Real Estate	432,154	431,443
Less Accumulated Depreciation	(51,321)	(44,709)
Net Real Estate	380,833	386,734
Cash and Cash Equivalents	21.854	20.213
In-Place Lease Intangible Assets, net	16.695	17.794
Loan Receivable, net (Current Expected Credit Loss of \$93 and \$116, respectively)	4.907	4,884
Other Assets	1,558	1,911
Total Assets	\$425,847	\$431,536
Liabilities and Equity:		
Liabilities:		
Accounts Payable and Accrued Expenses	\$981	\$1,515
Revolving Credit Facility	7,600	7,600
Dividends and Distributions Payable	9.024	9.246
Security Deposits	7,642	8,117
Rent Received in Advance	990	684
Other Liabilities	81	402
Total Liabilities	26,318	27,564
Commitments and Contingencies		
Equity:		
Preferred Stock, \$0.01 Par Value, 100,000,000 Shares Authorized, 0 and 0 Shares Issued and Outstanding, Respectively	8	25
Common Stock, \$0.01 Par Value, 400,000,000 Shares Authorized, 20,552,632 and 20,514,583 Shares Issued and Outstanding, Respectively	205	205
Additional Paid-In Capital	446,759	446,627
Accumulated Deficit	(54,265)	(50.067)
Total Stockholders' Equity	392.699	396,765
Noncontrolling Interests	6.830	7.207
Total Equity	399,529	403,972
Total Liabilities and Equity	425,847	431,536



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## Statement of Operations

	For the Three Months En	ded June 30,	For the Six Months End	ed June 30,
(In thousands, except share amounts)	<u>2025</u>	2024	<u>2025</u>	2024
Revenue:		SECTION TO A STATE OF THE STATE		
Rental Income	\$12,564	\$12,253	25,151	\$24,38
Interest Income from Loans	137	134	271	26
Fees and Reimbursables	231	68	720	41
Total Revenue	12,932	12,455	26,142	25,06
Expenses:				
Reimbursable Property Expenses	41	28	668	50
Property Carrying Costs	5	_	5	
Depreciation and Amortization Expense	3,877	3,626	7,760	7,194
General and Administrative Expenses:				
Compensation Expense	670	1,150	1,875	2,385
Professional Fees	197	243	803	645
Other General and Administrative Expenses	554	455	964	873
Total General and Administrative Expenses	1,421	1,848	3,642	3,903
Total Expenses	5,344	5,502	12,075	11,147
Loss on Sale of Real Estate	(34)	-	(34)	
Provision for Current Expected Credit Loss	10	12	23	26
Income From Operations	7,564	6,965	14,056	13,942
Other Income (Expense):	91	81	177	181
Interest Expense	(210)	(128)	(384)	(211
Total Other Income (Expense)	(119)	(47)	(207)	(30
Net Income	7,445	6,918	13,849	13,912
Net Income Attributable to Noncontrolling Interests	(126)	(122)	(234)	(247
Net Income Attributable to Common Stockholders	7,319	\$6,796	13,615	\$13,669
Net Income Attributable to Common Stockholders Per Share - Basic	\$0.36	\$0.33	\$0.66	\$0.66
Net Income Attributable to Common Stockholders Per Share - Diluted	\$0.35	\$0.33	\$0.66	\$0.66
Weighted Average Shares of Common Stock Outstanding - Basic	20,613,866	20,555,362	20,602,635	20,548,601
Weighted Average Shares of Common Stock Outstanding - Diluted	20,974,923	20,951,379	20,971,160	20,946,805



### Non-GAAP Financial Information

The table below is a reconciliation of net income attributable to common stockholders to FFO and AFFO for the three and six months ended June 30, 2025 and 2024, (in thousands, except share and per share amounts)

	For the Three Months I	For the Six Months Ended June 30,			
(In thousands, except share amounts)	<u>2025</u>	2024	<u>2025</u>	2024	
Net Income Attributable to Common Stockholders	\$7,319	\$6,796	\$13,615	\$13,665	
Net Income Attributable to Noncontrolling Interests	126	122	234	247	
Net Income attributable to common stockholders - diluted	7,445	6,918	13,849	13,912	
Adjustments:					
Real Estate Depreciation and Amortization	3,873	3,622	7,751	7,185	
Loss on Sale of Real Estate	34	-	34		
FFO Attributable to Common Stockholders – diluted	\$11,352	\$10,540	\$21,634	\$21,097	
Provision for Current Expected Credit Loss	(10)	(12)	(23)	(26)	
Stock-Based Compensation	47	424	434	774	
Non-Cash Interest Expense	67	67	135	135	
Amortization of Straight-Line Rent Expense	(1)		(2)	(1)	
AFFO Attributable to Common Stockholders - diluted	\$11,455	\$11,019	\$22,178	\$21,979	
FFO per share – diluted	\$0.54	\$0.50	\$1.03	\$1.01	
AFFO per share – diluted	\$0.55	\$0.53	\$1.06	\$1.05	



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# Capital Commitments

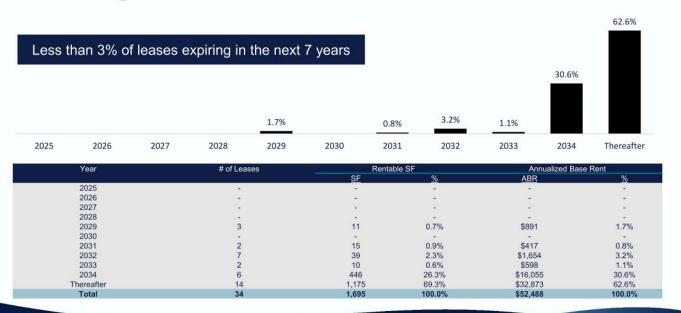
As of June 30, 2025 <sup>(1)</sup>						
Tenant	Location	Site Type	Amount			
C3	Connecticut	Cultivation	\$11,043			
Cresco Labs	Ohio	Dispensary	\$375			
Cresco Labs	Ohio	Dispensary	\$705			
Total			\$12,123			

(1) \$'s in thousands



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### Lease Expiration Schedule



NewLake on

# **Cultivation Property List**

Tenant	State	City	Date	% Leased	% Leased Square Feet		Invested / Committed Capital \$			
			Acquired		In Place	Under Development	Invested	Committed	Total \$	Total \$ PSF
Acreage	Massachusetts	Sterling	10/31/2019	100%	38,380		\$9,787,999	-	\$9,787,999	\$255
Acreage	Pennsylvania	Sinking Springs	10/31/2019	100%	30,625		\$10,158,372		\$10,158,372	\$332
Ayr Wellness	Pennsylvania	Pottsville	6/30/2022	100%	38,031		\$15,278,586	121	\$15,278,586	\$402
Ayr Wellness	Nevada	Sparks	6/30/2022	100%	56,536		\$13,578,804		\$13,578,804	\$240
C3 Industries	Connecticut	East Hartford	5/8/2024	100%		58,436	\$4,973,093	\$11,043,442	\$16,016,536	\$274
C3 Industries	Missouri	O'Fallon	4/1/2022	100%	94,570		\$34,000,000		\$34,000,000	\$360
Calypso	Pennsylvania	Erie	11/1/2021	100%	99,163		\$32,013,378		\$32,013,378	\$323
The Cannabist Company	Illinois	Aurora	12/23/2019	100%	32,802		\$11,469,139	*	\$11,469,139	\$350
The Cannabist Company	Massachusetts	Lowell	12/23/2019	100%	38,890		\$14,777,302	-	\$14,777,302	\$380
Cresco Labs	Illinois	Lincoln	12/31/2019	100%	222,455		\$50,677,821		\$50,677,821	\$228
Curaleaf	Florida	Mt. Dora	8/31/21	100%	417,350		\$75,983,217	-	\$75,983,217	\$182
CODES(1)	Missouri	Chaffee	12/20/2021	100%	81,808		\$21,132,965		\$21,132,965	\$258
Mint	Arizona	Phoenix	3/30/2021	100%	100,758		\$21,815,268	151	\$21,815,268	\$209
Revolutionary Clinics(2)	Massachusetts	Fitchburg	6/30/2021	100%	145,852		\$42,275,000	-	\$42,275,000	\$290
Trulieve	Pennsylvania	Mckeesport	10/31/2019	100%	144,602		\$41,500,000		\$41,500,000	\$287

Previously Organic Remedies
 Tenant vacated premise mid-July



OTCQX: NLCF

# **Dispensary Property List**

Tenant	State	City	Date	% Leased	Squa	are Feet		Invested / Comm	itted Capital \$	
			Acquired		In Place	Under Development	Total Invested	Total Committed	Total \$	Total \$ PSF
Budr <sup>(1)</sup>	Connecticut	Uncasville	10/31/2019	100%	2,872		\$925,751			\$322
The Cannabist Company	Illinois	Chicago	12/23/2019	100%	4,736		\$1,127,931			\$238
The Cannabist Company	Massachusetts	Greenfield	12/23/2019	100%	4,290		\$2,108,951			\$492
The Cannabist Company	California	San Diego	12/23/2019	100%	2,470		\$4,581,419			\$1,855
Cresco Labs	Ohio	Proctorville	2/19/2025	100%	#1	5,807	\$285,000	\$705,000	\$990,000	\$171
Cresco Labs	Ohio	Bridgeport	4/25/25	100%	-	3,508	\$500,000	\$375,000	\$875,000	\$223
Curaleaf	Illinois	Chicago	1/31/2021	100%	5,040		\$3,152,185			\$625
Curaleaf	North Dakota	Minot	1/31/2021	100%	4,590		\$2,011,530			\$438
Curaleaf	Connecticut	Groton	2/28/2020	100%	11,181		\$2,773,755			\$248
Curaleaf	Pennsylvania	King of Prussia	1/31/2020	100%	1,968		\$1,752,788			\$891
Curaleaf	Pennsylvania	Brookville	6/12/2025	100%	4,167		\$963,811			\$231
Curaleaf	Illinois	Litchfield	1/31/2020	100%	1,851		\$540,700			\$292
Curaleaf	Illinois	Morris	1/31/2020	100%	6,100		\$1,567,005			\$257
Curaleaf	Ohio	Newark	2/28/2020	100%	7,200		\$3,207,606			\$446
Curaleaf	Pennsylvania	Morton	2/28/2020	100%	3,500		\$2,111,999			\$603
CODES(2)	Arkansas	Little Rock	1/31/2020	100%	7,592		\$1,964,801			\$259
PharmaCann	Pennsylvania	Shamokin	2/28/2020	100%	3,481		\$1,200,000			\$345
PharmaCann	Massachusetts	Shrewsbury	2/28/2020	100%	11,116		\$1,900,000			\$171
PharmaCann	Ohio	Wapakoneta	11/4/2022	100%	3,735		\$1,550,000			\$415

Previously owned by Acreage; new tenant guaranteed by GTI
 Previously owned by Greelight





Thank You

**Company Contact:** 

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