

## 3rd QUARTER 2017

## SUPPLEMENTAL INFORMATION

Retail Opportunity Investments Corporation 8905 Towne Centre Drive Suite 108 San Diego, CA 92122
www.roireit. net

## Our Company

Retail Opportunity Investments Corp. (Nasdaq: ROIC), is a fully integrated, self-managed real estate investment trust (REIT) that specializes in the acquisition, ownership and management of grocery-anchored shopping centers located in densely-populated, metropolitan markets across the West Coast. As of September 30, 2017, ROIC owned 87 shopping centers encompassing approximately 10.0 million square feet. ROIC is the largest publicly-traded, grocery-anchored shopping center REIT focused exclusively on the West Coast. ROIC is a member of the S\&P SmallCap 600 Index and has investment-grade corporate debt ratings from Moody's Investor Services and S\&P Global Ratings. Additional information is available at www.roireit.net.

## Supplemental Information

The enclosed information should be read in conjunction with ROIC's filings with the Securities and Exchange Commission, including but not limited to, its Form 10-Qs filed quarterly and Form 10-Ks filed annually. Additionally, the enclosed information does not purport to disclose all items under generally accepted accounting principles ("GAAP").

## Non-GAAP Disclosures

Funds from operations ("FFO"), is a widely-recognized non-GAAP financial measure for REITs that the Company believes when considered with financial statements presented in accordance with GAAP, provides additional and useful means to assess its financial performance. FFO is frequently used by securities analysts, investors and other interested parties to evaluate the performance of REITs, most of which present FFO along with net income as calculated in accordance with GAAP. The Company computes FFO in accordance with the "White Paper" on FFO published by the National Association of Real Estate Investment Trusts ("NAREIT"), which defines FFO as net income attributable to common stockholders (determined in accordance with GAAP) excluding gains or losses from debt restructuring, sales of depreciable property and impairments, plus real estate related depreciation and amortization, and after adjustments for partnerships and unconsolidated joint ventures.

The Company uses cash net operating income ("NOI") internally to evaluate and compare the operating performance of the Company's properties. The Company believes cash NOI provides useful information to investors regarding the Company's financial condition and results of operations because it reflects only those income and expense items that are incurred at the property level, and when compared across periods, can be used to determine trends in earnings of the Company's properties as this measure is not affected by the non-cash revenue and expense recognition items, the cost of the Company's funding, the impact of depreciation and amortization expenses, gains or losses from the acquisition and sale of operating real estate assets, general and administrative expenses or other gains and losses that relate to the Company's ownership of properties. The Company believes the exclusion of these items from operating income is useful because the resulting measure captures the actual revenue generated and actual expenses incurred in operating the Company's properties as well as trends in occupancy rates, rental rates and operating costs. Cash NOI is a measure of the operating performance of the Company's properties but does not measure the Company's performance as a whole and is therefore not a substitute for net income or operating income as computed in accordance with GAAP. The Company defines cash NOI as operating revenues (base rent and recoveries from tenants), less property and related expenses (property operating expenses and property taxes), adjusted for non-cash revenue and operating expense items such as straight-line rent and amortization of lease intangibles, debt-related expenses and other adjustments. Cash NOI also excludes general and administrative expenses, depreciation and amortization, acquisition transaction costs, other expense, interest expense, gains and losses from property acquisitions and dispositions, extraordinary items, tenant improvements and leasing commissions. Other REITs may use different methodologies for calculating cash NOI, and accordingly, the Company's cash NOI may not be comparable to other REITs.
Financial Data ..... Page
Balance Sheets. ..... 4
Income Statements ..... 5
Funds From Operations ..... 6
Summary of Debt Outstanding ..... 7
Selected Financial Analysis ..... 9
Portfolio Data
2017 Property Acquisitions ..... 10
Property Portfolio ..... 11
Same-Center Cash Net Operating Income Analysis. ..... 14
Top Ten Tenants ..... 15
Lease Expiration Schedule ..... 16
Leasing Summary ..... 17
Same-Space Comparative Leasing Summary ..... 18
Investor Information ..... 19
(unaudited, dollars in thousands, except par values and share amounts)

## ASSETS: <br> Real Estate Investments: <br> Land <br> Building and improvements <br> Less: accumulated depreciation <br> Real Estate Investments, net <br> Cash and cash equivalents <br> Restricted cash <br> Tenant and other receivables, net <br> Deposits <br> Acquired lease intangible assets, net <br> Prepaid expenses <br> Deferred charges, net <br> Other assets <br> TOTAL ASSETS <br> LIABILITIES: <br> Term loan <br> Credit facility <br> Senior Notes Due 2026 <br> Senior Notes Due 2024 <br> Senior Notes Due 2023 <br> Mortgage notes payable <br> Acquired lease intangible liabilities, net <br> Accounts payable and accrued expenses <br> Tenants' security deposits <br> Other liabilities

TOTAL LIABILITIES

## EQUITY:

Common stock, \$. 0001 par value 500,000,000 shares authorized
Additional paid-in capital
Dividends in excess of earnings
Accumulated other comprehensive loss
Total Retail Opportunity Investments Corp. stockholders' equity Non-controlling interests

## TOTAL EQUITY

TOTAL LIABILITIES AND EQUITY

| 09/30/17 | 12/31/16 |
| :---: | :---: |
| \$ 818,660 | \$ 766,199 |
| 2,108,511 | 1,920,819 |
| $(241,269)$ | $(193,021)$ |
| 2,685,902 | 2,493,997 |
| 10,073 | 13,125 |
| - | 125 |
| 39,431 | 35,820 |
| 5,550 | - |
| 79,300 | 79,205 |
| 939 | 3,317 |
| 35,075 | 34,753 |
| 4,629 | 2,627 |
| \$ 2,860,899 | \$ 2,662,969 |


| $\$ 298,753$ |  | \$ | 299,191 |
| ---: | ---: | ---: | ---: |
| 313,737 |  | 95,654 |  |
| 199,745 |  | 199,727 |  |
| 245,753 |  | 245,354 |  |
| 245,533 |  | 245,051 |  |
| 62,265 |  | 71,303 |  |
| 159,815 |  | 154,958 |  |
| 30,169 |  | 18,294 |  |
| 6,392 |  | 5,950 |  |
| 12,224 |  | 11,922 |  |
| $1,574,386$ |  | $1,347,404$ |  |


| 11 | 11 |
| :---: | :---: |
| 1,363,114 | 1,357,910 |
| $(200,221)$ | $(165,951)$ |
| (621) | $(3,729)$ |
| 1,162,283 | 1,188,241 |
| 124,230 | 127,324 |
| 1,286,513 | 1,315,565 |
| \$ 2,860,899 | \$ 2,662,969 |

(unaudited, in thousands, except per share amounts)

## REVENUES:

Base rents
Recoveries from tenants
Other income
TOTAL REVENUES

OPERATING EXPENSES:
Property operating
Property taxes
Depreciation and amortization
General and administrative expenses
Acquisition transaction costs
Other expense
TOTAL OPERATING EXPENSES
OPERATING INCOME

## NON-OPERATING EXPENSES

Interest expense and other finance expenses
TOTAL NON-OPERATING EXPENSES

## NET INCOME

NET INCOME ATTRIBUTABLE TO NON-CONTROLLING INTERESTS NET INCOME ATTRIBUTABLE TO RETAIL OPPORTUNITY INVESTMENTS CORP.

NET INCOME PER COMMON SHARE - BASIC NET INCOME PER COMMON SHARE - DILUTED

Weighted average common shares outstanding - basic
Weighted average common shares outstanding - diluted

| Three Months Ended |  |  |  |
| :---: | :---: | :---: | :---: |
| 09/30/17 |  | 09/30/16 |  |
| \$ | 52,871 | \$ | 45,429 |
|  | 14,210 |  | 13,271 |
|  | 885 |  | 654 |
|  | 67,966 |  | 59,354 |
| \$ | 9,702 | \$ | 8,053 |
|  | 7,086 |  | 6,594 |
|  | 24,627 |  | 23,102 |
|  | 3,475 |  | 3,220 |
|  | - |  | 179 |
|  | 41 |  | (10) |
|  | 44,931 |  | 41,138 |
| 23,035 |  |  | 18,216 |
| $(12,908)$ |  |  | $(10,001)$ |
| $(12,908)$ |  |  | $(10,001)$ |
| \$ | $\begin{array}{r} 10,127 \\ (978) \\ \hline \end{array}$ | \$ | $\begin{array}{r} 8,215 \\ (813) \\ \hline \end{array}$ |
| \$ | 9,149 | \$ | 7,402 |
| \$ | 0.08 | \$ | 0.07 |
|  | 0.08 | \$ | 0.07 |
| \$ | 109,267 |  | 107,746 |
|  | 121,251 |  | 120,074 |


| Nine Months Ended |  |
| :---: | :---: |
| 09/30/17 | 09/30/16 |
| \$ 154,878 | \$ 134,929 |
| 43,100 | 37,642 |
| 2,528 | 1,548 |
| 200,506 | 174,119 |
| \$ 28,630 | \$ 23,761 |
| 21,801 | 18,302 |
| 71,330 | 65,856 |
| 10,790 | 10,055 |
| 4 | 613 |
| 316 | 361 |
| 132,871 | 118,948 |
| 67,635 | 55,171 |


|  | $(37,060)$ | $(29,393)$ |  |
| :---: | :---: | :---: | :---: |
|  | $(37,060)$ |  | $(29,393)$ |
| \$ | 30,575 | \$ | 25,778 |
|  | $(2,947)$ |  | $(2,645)$ |
| \$ | 27,628 | \$ | 23,133 |
| \$ | 0.25 | \$ | 0.22 |
| \$ | 0.25 | \$ | 0.22 |
| 109,254 |  |  | 102,460 |
| 121,201 |  |  | 114,509 |

Funds From Operations
(unaudited, in thousands, except per share amounts)

| Three Months Ended |  |  |  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 09/30/17 |  | 09/30/16 |  | 09/30/17 |  | 09/30/16 |  |
| \$ | 9,149 | \$ | 7,402 | \$ | 27,628 | \$ | 23,133 |
|  | 24,627 |  | 23,102 |  | 71,330 |  | 65,856 |
| \$ | 33,776 | \$ | 30,504 | \$ | 98,958 | \$ | 88,989 |
|  | 978 |  | 813 |  | 2,947 |  | 2,645 |
| \$ | 34,754 | \$ | 31,317 | \$ | 101,905 | \$ | 91,634 |
| \$ | 0.31 | \$ | 0.28 | \$ | 0.91 | \$ | 0.87 |
| \$ | 0.29 | \$ | 0.26 | \$ | 0.84 | \$ | 0.80 |
|  | 109,267 |  | 107,746 |  | 109,254 |  | 102,460 |
|  | 121,251 |  | 120,074 |  | 121,201 |  | 114,509 |
| \$ | 0.1875 | \$ | 0.1800 | \$ | 0.5625 | \$ | 0.5400 |
|  | 64.7\% |  | 69.2\% |  | 67.0\% |  | 67.5\% |

(1) - Funds from operations ("FFO"), is a widely-recognized non GAAP financial measure for REITs that ROIC believes, when considered with financial statements determined in accordance with GAAP, provides additional and useful means to assess its financial performance. FFO is frequently used by securites analysts, investors and other interested parties to evaluate the performance of REITs. ROIC computes FFO in accordance with the "White Paper" on FFO published by the National Association of Real Estate Investment Trusts ("NAREIT"), which defines FFO as net income attributable to common shareholders (determined in accordance with GAAP) excluding gains or losses from debt restructuring and sales of property, plus real estate related depreciation and amortization, and after adjustments for partnerships and unconsolidated joint ventures.

The above does not purport to disclose all items required under GAAP.

Summary of Debt Outstanding
(unaudited, dollars in thousands)

|  | Outstanding Balance |  | Interest Rate | GAAP <br> Interest Rate | Maturity <br> Date | Percent of Total Indebtedness |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fixed Rate Debt |  |  |  |  |  |  |
| Mortgage Debt: |  |  |  |  |  |  |
| Santa Teresa Village | \$ | 10,201 | 6.20\% | 3.26\% | 02/01/18 | 0.7\% |
| Magnolia Shopping Center |  | 8,998 | 5.50\% | 3.86\% | 10/01/18 | 0.7\% |
| Casitas Plaza Shopping Center |  | 7,343 | 5.32\% | 4.20\% | 06/01/22 | 0.5\% |
| Diamond Hills Plaza |  | 35,500 | 3.55\% | 3.61\% | 10/01/25 | 2.6\% |
| Net unamortized premiums/deferred financing charges |  | 223 |  |  |  |  |
| Total Mortgage Debt | \$ | 62,265 | 4.5\% | 3.7\% | 5.3 Years (WA) | 4.5\% |
| Unsecured Senior Notes: |  |  |  |  |  |  |
| Senior Notes Due 2023 | \$ | 250,000 | 5.00\% | 5.21\% | 12/15/23 | 18.1\% |
| Net unamortized discount/deferred financing charges |  | $(4,467)$ |  |  |  |  |
| Senior Notes Due 2023, net |  | 245,533 |  |  |  |  |
| Senior Notes Due 2024 |  | 250,000 | 4.00\% | 4.21\% | 12/15/24 | 18.1\% |
| Net unamortized discount/deferred financing charges |  | $(4,247)$ |  |  |  |  |
| Senior Notes Due 2024, net |  | 245,753 |  |  |  |  |
| Senior Notes Due 2026 |  | 200,000 | 3.95\% | 3.95\% | 09/22/26 | 14.5\% |
| Net unamortized deferred financing charges |  | (255) |  |  |  |  |
| Senior Notes Due 2026, net |  | 199,745 |  |  |  |  |
| Total Unsecured Senior Notes | \$ | 691,031 | 4.34\% | 4.49\% | 7.4 Years (WA) | 50.7\% |
| Interest rate swaps |  | 100,000 | 1.96\% | 1.96\% | 1/31/2019 | 7.3\% |
| Total Fixed Rate Debt | \$ | 853,296 | 4.08\% | 4.13\% | 7.2 Years (WA) | 62.5\% |
| Variable Rate Debt |  |  |  |  |  |  |
| Credit Facility | \$ | 317,000 | 2.24\% | 2.24\% | 09/08/21 ${ }^{(1)}$ | 23.0\% |
| Net unamortized deferred financing charges |  | $(3,263)$ |  |  |  |  |
| Credit Facility, net |  | 313,737 |  |  |  |  |
| Term Loan |  | 300,000 | 2.34\% | 2.34\% | 09/08/22 ${ }^{(2)}$ | 21.8\% |
| Net unamortized deferred financing charges |  | $(1,247)$ |  |  |  |  |
| Term Loan, net |  | 298,753 |  |  |  |  |
| Interest rate swaps |  | $(100,000)$ |  |  |  | (7.3)\% |
| Total Variable Rate Debt | \$ | 512,490 | 2.29\% | 2.29\% | 4.4 Years (WA) | 37.5\% |
| TOTAL DEBT | \$ | 1,365,786 | 3.57\% | 3.61\% | 6.0 Years (WA) | 100.0\% |
| Net unamortized premiums on mortgages |  | (569) |  |  |  |  |
| Net unamortized discount on notes |  | 5,492 |  |  |  |  |
| Net unamortized deferred financing charges |  | 8,333 |  |  |  |  |
| Total Principal Debt | \$ | 1,379,042 |  |  |  |  |

(1) Does not include extension options available to ROIC.
(2) The Company entered into $\$ 200$ million of interest rate swaps commencing December 29,2017 through August 31,2022 with a fixed rate of $2.84 \%$.
(unaudited, dollars in thousands)

Summary of Principal Maturities

| Year | Mortgage Principal Amortization |  | Mortgage Principal due at Maturity |  | Credit Facility |  | Term Loan |  | SeniorUnsecured Notes |  | Total Principal Payments |  | Percentage of Debt Maturing |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2017 | \$ | 147 | \$ | - | \$ | - | \$ | - | \$ | - | \$ | 147 | 0.0\% |
| 2018 |  | 337 |  | 18,900 |  | - |  | - |  | - |  | 19,237 | 1.4\% |
| 2019 |  | 157 |  | - |  | - |  | - |  | - |  | 157 | 0.0\% |
| 2020 |  | 166 |  | - |  | - |  | - |  | - |  | 166 | 0.0\% |
| 2021 |  | 282 |  | - |  | 317,000 ${ }^{(1)}$ |  | - |  | - |  | 317,282 | 23.0\% |
| 2022 |  | 737 |  | 6,585 |  | - |  | 300,000 |  | - |  | 307,322 | 22.3\% |
| 2023 |  | 686 |  | - |  | - |  | - |  | 250,000 |  | 250,686 | 18.2\% |
| 2024 |  | 708 |  | - |  | - |  | - |  | 250,000 |  | 250,708 | 18.2\% |
| 2025 |  | 550 |  | 32,787 |  | - |  | - |  | - |  | 33,337 | 2.4\% |
| 2026 |  | - |  | - |  | - |  | - |  | 200,000 |  | 200,000 | 14.5\% |
|  | \$ | 3,770 | \$ | 58,272 | \$ | 317,000 | \$ | 300,000 | \$ | 700,000 | \$ | 1,379,042 | 100.0\% |

Summary of Unencumbered/Encumbered Properties

|  | Number of <br> Properties | GLA | Percentage <br> of GLA |
| :--- | :---: | :---: | :---: |
| Unencumbered properties | 83 | $9,512,531$ | $95.2 \%$ |
| Encumbered properties | 4 | 477,567 | $4.8 \%$ |
|  | 87 | $9,990,098$ | $100.0 \%$ |

Summary of Unsecured Debt/Secured Debt

| Summary of Unsecured Debt/Secured Debt |  |  |  |
| :--- | :---: | :---: | :---: |
|  |  | Amount | Percentage of Total <br> Principal Debt |
| Unsecured principal debt | $\$$ | $1,317,000$ | $95.5 \%$ |
| Secured principal debt |  | 62,042 | $4.5 \%$ |
| Total Principal Debt | $\$$ | $1,379,042$ | $100.0 \%$ |


|  | 09/30/17 |  | 06/30/17 |  | 03/31/17 |  | 12/31/16 |  | 09/30/16 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3.7x |  | 3.7x |  | 4.0x |  | 4.0x |  | 4.2x |
|  | 3.7x |  | 3.6x |  | 3.9x |  | 3.9x |  | 4.1x |
|  | 7.1x |  | 7.2x |  | 6.7 x |  | 6.4 x |  | 6.4 x |
|  | 37.5\% |  | 36.7\% |  | 33.1\% |  | 31.4\% |  | 29.0\% |
|  | 60.0\% |  | 57.9\% |  | 49.4\% |  | 45.9\% |  | 40.8\% |
|  | 48.2\% |  | 47.5\% |  | 45.8\% |  | 43.9\% |  | 41.7\% |
|  | 44.5\% |  | 44.0\% |  | 42.5\% |  | 40.9\% |  | 39.0\% |
|  | 2.0\% |  | 2.0\% |  | 2.4\% |  | 2.4\% |  | 2.5\% |
|  | 109,267 |  | 109,267 |  | 109,263 |  | 108,891 |  | 108,749 |
|  | 11,679 |  | 11,679 |  | 11,686 |  | 11,668 |  | 11,810 |
| \$ | 19.01 | \$ | 19.19 | \$ | 21.03 | \$ | 21.13 | \$ | 21.96 |
| \$ | 2,299,192 | \$ | 2,320,960 | \$ | 2,543,568 | \$ | 2,547,411 | \$ | 2,647,473 |
|  | 1,379,042 |  | 1,343,185 |  | 1,257,494 |  | 1,168,683 |  | 1,078,869 |
| \$ | 3,678,234 | \$ | 3,664,145 | \$ | 3,801,062 | \$ | 3,716,094 | \$ | 3,726,342 |

## Unsecured Senior Notes Financial Covenants: ${ }^{(1)}$

Total debt to total assets not to exceed $60 \%$
Total secured debt to total assets not to exceed $40 \%$
Total unencumbered assets to total unsecured debt not to be less than $150 \%$
Consolidated income available for debt service to interest expense not to be less than 1.5:1

| Shopping Centers | Location | $\begin{gathered} \text { Date } \\ \text { Acquired } \\ \hline \end{gathered}$ | Purchase Amount |  | Owned GLA |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1Q 2017 |  |  |  |  |  |
| PCC Community Markets Plaza | Edmonds, WA | 01/25/17 | \$ | 8,600 | 34,459 |
| The Terraces | Rancho Palos Verdes, CA | 03/17/17 |  | 54,100 | 172,922 |
| Santa Rosa Southside Shopping Center | Santa Rosa, CA | 03/24/17 |  | 28,810 | 85,535 |
| Total 1Q 2017 |  |  | \$ | 91,510 | 292,916 |
| 2Q 2017 |  |  |  |  |  |
| Division Center | Portland, OR | 04/05/17 | \$ | 33,000 | 121,904 |
| Highland Hill Shopping Center | Tacoma, WA | 05/09/17 |  | 47,350 | 163,926 |
| Total 2Q 2017 |  |  | \$ | 80,350 | 285,830 |
| 3Q 2017 |  |  |  |  |  |
| Monta Loma Plaza | Mountain View, CA | 09/19/17 | \$ | 30,000 | 48,078 |
| Total 2017 Acquisitions |  |  | \$ | 201,860 | 626,824 |

(dollars in thousands)

| Southern California |  | City | State | Date Acquired | Owned GLA | $\begin{gathered} \% \\ \text { Leased } \end{gathered}$ |  |  | Major Tenants |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Los Angeles metro area |  |  |  |  |  |  |  |  |  |
| Paramount Plaza | * | Paramount | CA | 12/22/09 | 95,062 | 95.9\% | \$ | 1,706 | Grocery Outlet Supermarket, 99¢ Only Stores, Rite Aid Pharmacy |
| Claremont Promenade | * | Claremont | CA | 09/23/10 | 92,297 | 97.2\% |  | 2,362 | Super King Supermarket |
| Gateway Village | * | Chino Hills | CA | 12/17/10 | 96,959 | 96.1\% |  | 2,726 | Sprouts Market |
| Seabridge Marketplace | * | Oxnard | CA | 05/31/12 | 95,830 | 99.5\% |  | 1,795 | Safeway (Vons) Supermarket |
| Glendora Shopping Center | * | Glendora | CA | 08/01/12 | 106,535 | 98.3\% |  | 1,318 | Albertson's Supermarket |
| Redondo Beach Plaza | * | Redondo Beach | CA | 12/28/12 | 110,509 | 100.0\% |  | 2,153 | Safeway (Vons) Supermarket, Petco |
| Diamond Bar Town Center | * | Diamond Bar | CA | 02/01/13 | 100,342 | 98.5\% |  | 2,240 | Walmart Neighborhood Market, Crunch Fitness |
| Diamond Hills Plaza | * | Diamond Bar | CA | 04/22/13 | 139,505 | 97.1\% |  | 3,437 | H-Mart Supermarket, Rite Aid Pharmacy |
| Plaza de la Cañada | * | La Cañada Flintridge | CA | 12/13/13 | 100,408 | 96.7\% |  | 2,370 | Gelson's Supermarket, TJ Maxx, Rite Aid Pharmacy |
| Fallbrook Shopping Center | * | Los Angeles | CA | 06/13/14 | 755,299 | 99.6\% |  | 12,406 | Sprouts Market, Trader Joe's, Kroger (Ralph's) Supermarket ${ }^{(2)}$, TJ Maxx |
| Moorpark Town Center | * | Moorpark | CA | 12/03/14 | 133,547 | 98.3\% |  | 2,039 | Kroger (Ralph's) Supermarket, CVS Pharmacy |
| Ontario Plaza | * | Ontario | CA | 01/06/15 | 150,149 | 97.7\% |  | 2,123 | El Super Supermarket, Rite Aid Pharmacy |
| Park Oaks Shopping Center | * | Thousand Oaks | CA | 01/06/15 | 110,092 | 98.2\% |  | 2,731 | Safeway (Vons) Supermarket, Dollar Tree |
| Warner Plaza | * | Woodland Hills | CA | 12/31/15 | 110,918 | 95.7\% |  | 4,288 | Sprouts Market, Kroger (Ralph's) Supermarket ${ }^{(2)}$, Rite Aid Pharmacy ${ }^{(2)}$ |
| Magnolia Shopping Center | * | Santa Barbara | CA | 03/10/16 | 116,360 | 90.4\% |  | 2,071 | Kroger (Ralph's) Supermarket |
| Casitas Plaza Shopping Center | * | Carpinteria | CA | 03/10/16 | 97,407 | 96.5\% |  | 1,444 | Albertson's Supermarket, CVS Pharmacy |
| Bouquet Center | * | Santa Clarita | CA | 04/28/16 | 148,903 | 96.7\% |  | 3,247 | Safeway (Vons) Supermarket, CVS Pharmacy, Ross Dress For Less |
| North Ranch Shopping Center | * | Westlake Village | CA | 06/01/16 | 146,625 | 91.3\% |  | 4,718 | Kroger (Ralph's) Supermarket, Trader Joe's, Rite Aid Pharmacy, Petco |
| The Knolls |  | Long Beach | CA | 10/03/16 | 52,021 | 100.0\% |  | 1,411 | Trader Joe's, Pet Food Express |
| The Terraces |  | Rancho Palos Verdes | CA | 03/17/17 | 172,922 | 90.8\% |  | 3,239 | Trader Joe's, Marshall's, LA Fitness |
| Los Angeles metro area total |  |  |  |  | 2,931,690 | 97.1\% | \$ | 59,824 |  |
| Orange County metro area |  |  |  |  |  |  |  |  |  |
| Santa Ana Downtown Plaza | * | Santa Ana | CA | 01/26/10 | 105,546 | 95.0\% | \$ | 2,071 | Kroger (Food 4 Less) Supermarket, Marshall's |
| Sycamore Creek | * | Corona | CA | 09/30/10 | 74,198 | 100.0\% |  | 1,733 | Safeway (Vons) Supermarket, CVS Pharmacy ${ }^{(2)}$ |
| Desert Springs Marketplace | * | Palm Desert | CA | 02/17/11 | 109,806 | 98.6\% |  | 2,687 | Kroger (Ralph's) Supermarket, Rite Aid Pharmacy |
| Cypress Center West | * | Cypress | CA | 12/04/12 | 106,621 | 96.5\% |  | 1,917 | Kroger (Ralph's) Supermarket, Rite Aid Pharmacy |
| Harbor Place Center | * | Garden Grove | CA | 12/28/12 | 119,821 | 100.0\% |  | 1,625 | AA Supermarket, Ross Dress For Less |
| 5 Points Plaza | * | Huntington Beach | CA | 09/27/13 | 160,536 | 98.3\% |  | 4,184 | Trader Joe's, Pier 1 |
| Peninsula Marketplace | * | Huntington Beach | CA | 10/15/13 | 95,416 | 98.4\% |  | 2,379 | Kroger (Ralph's) Supermarket, Planet Fitness |
| Orange Country metro area total |  |  |  |  | 771,944 | 98.1\% | \$ | 16,596 |  |
| San Diego metro area |  |  |  |  |  |  |  |  |  |
| Marketplace Del Rio | * | Oceanside | CA | 01/03/11 | 177,195 | 85.3\% | \$ | 2,986 | Stater Brothers Supermarket, Walgreens |
| Renaissance Towne Centre | * | San Diego | CA | 08/03/11 | 53,074 | 100.0\% |  | 2,458 | CVS Pharmacy |
| Euclid Plaza | * | San Diego | CA | 03/29/12 | 77,044 | 96.8\% |  | 1,393 | Vallarta Supermarket, Walgreens |
| Bay Plaza | * | San Diego | CA | 10/05/12 | 73,324 | 97.9\% |  | 1,858 | Seafood City Supermarket |
| Bernardo Heights Plaza | * | Rancho Bernardo | CA | 02/06/13 | 37,729 | 96.3\% |  | 892 | Sprouts Market |
| Hawthorne Crossings | * | San Diego | CA | 06/27/13 | 141,288 | 100.0\% |  | 3,253 | Mitsuwa Supermarket, Ross Dress For Less, Staples |
| Creekside Plaza | * | Poway | CA | 02/28/14 | 128,852 | 100.0\% |  | 2,782 | Stater Brothers Supermarket, AMC Theatres |
| San Diego metro area total |  |  |  |  | 688,506 | 95.4\% | \$ | 15,622 |  |
| Southern California Totals |  |  |  |  | 4,392,140 | 97.0\% | \$ | 92,042 |  |

(1) ABR is equal to annualized base rent on a cash basis for all leases in-place at period end.
(2) These retailers are not tenants of ROIC.
*Denotes properties in same center pool for 3Q 2017.
(dollars in thousands)

| Northern California |  | City | State | Date <br> Acquired | Owned GLA | \% <br> Leased | ABR ${ }^{(1)}$ |  | Major Tenants |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| San Francisco metro area |  |  |  |  |  |  |  |  |  |
| Pleasant Hill Marketplace | * | Pleasant Hill | CA | 04/08/10 | 69,715 | 100.0\% | \$ | 1,471 | Buy Buy Baby, Total Wine and More, Basset Furniture |
| Pinole Vista Shopping Center | * | Pinole | CA | 01/06/11 | 223,369 | 96.9\% |  | 2,954 | SaveMart (Lucky) Supermarket, Planet Fitness, Kmart |
| Country Club Gate Center | * | Pacific Grove | CA | 07/08/11 | 109,331 | 94.9\% |  | 2,010 | SaveMart (Lucky) Supermarket, Rite Aid Pharmacy |
| Marlin Cove Shopping Center | * | Foster City | CA | 05/04/12 | 73,943 | 95.3\% |  | 2,151 | 99 Ranch Market |
| The Village at Novato | * | Novato | CA | 07/24/12 | 20,081 | 100.0\% |  | 551 | Trader Joe's, Pharmaca Pharmacy |
| Santa Teresa Village | * | San Jose | CA | 11/08/12 | 124,295 | 93.2\% |  | 2,486 | Raleys (Nob Hill) Supermarket, Dollar Tree |
| Granada Shopping Center | * | Livermore | CA | 06/27/13 | 69,325 | 96.7\% |  | 1,210 | SaveMart (Lucky) Supermarket |
| Country Club Village | * | San Ramon | CA | 11/26/13 | 111,093 | 99.0\% |  | 2,076 | Walmart Neighborhood Market, CVS Pharmacy |
| North Park Plaza | * | San Jose | CA | 04/30/14 | 76,697 | 100.0\% |  | 2,272 | H-Mart Supermarket |
| Winston Manor | * | South San Francisco | CA | 01/07/15 | 49,852 | 100.0\% |  | 1,396 | Grocery Outlet Supermarket |
| Jackson Square | * | Hayward | CA | 07/01/15 | 114,220 | 100.0\% |  | 2,156 | Safeway Supermarket, CVS Pharmacy, 24 Hour Fitness |
| Gateway Centre | * | San Ramon | CA | 09/01/15 | 112,640 | 100.0\% |  | 2,652 | SaveMart (Lucky) Supermarket, Walgreens |
| Iron Horse Plaza | * | Danville | CA | 12/04/15 | 61,860 | 100.0\% |  | 1,962 | Lunardi's Market |
| Monterey Center |  | Monterey | CA | 07/14/16 | 25,798 | 100.0\% |  | 1,075 | Trader Joe's, Pharmaca Pharmacy |
| Santa Rosa Southside Shopping Center |  | Santa Rosa | CA | 03/24/17 | 88,535 | 100.0\% |  | 1,671 | REI, Cost Plus World Market |
| Monta Loma Plaza |  | Mountain View | CA | 09/19/17 | 48,078 | 100.0\% |  | 1,347 | Safeway Supermarket |
| San Francisco metro area total |  |  |  |  | 1,378,832 | 98.0\% | \$ | 29,440 |  |
| Sacramento metro area |  |  |  |  |  |  |  |  |  |
| Norwood Shopping Center | * | Sacramento | CA | 04/06/10 | 85,693 | 100.0\% | \$ | 1,380 | Viva Supermarket, Rite Aid Pharmacy, Citi Trends |
| Mills Shopping Center | * | Rancho Cordova | CA | 02/17/11 | 235,314 | 85.9\% |  | 2,410 | Viva Supermarket, Ross Dress For Less (dd's Discounts), Dollar Tree |
| Morada Ranch | * | Stockton | CA | 05/16/11 | 101,842 | 95.1\% |  | 2,198 | Raleys Supermarket |
| Round Hill Square Shopping Center | * | Zephyr Cove | NV | 09/21/11 | 115,984 | 95.4\% |  | 1,876 | Safeway Supermarket, Dollar Tree, US Postal Service |
| Green Valley Station | * | Cameron Park | CA | 06/15/12 | 52,245 | 77.9\% |  | 873 | CVS Pharmacy |
| Sacramento metro area total |  |  |  |  | 591,078 | 90.7\% | \$ | 8,737 |  |
| Northern California Totals |  |  |  |  | 1,969,910 | 95.8\% | \$ | 38,177 |  |

(dollars in thousands)

| Pacific Northwest |  | City | State | Date Acquired | Owned GLA | $\%$ <br> Leased |  | R ${ }^{(1)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Seattle metro area |  |  |  |  |  |  |  |  |
| Meridian Valley Plaza | * | Kent | WA | 02/01/10 | 51,597 | 96.9\% | \$ | 618 |
| The Market at Lake Stevens | * | Lake Stevens | WA | 03/11/10 | 74,130 | 100.0\% |  | 1,461 |
| Canyon Park Shopping Center | * | Bothell | WA | 07/29/11 | 123,592 | 98.4\% |  | 2,326 |
| Hawks Prairie Shopping Center | * | Lacey | WA | 09/09/11 | 157,529 | 100.0\% |  | 1,816 |
| The Kress Building | * | Seattle | WA | 09/30/11 | 74,616 | 100.0\% |  | 1,811 |
| Gateway Shopping Center | * | Marysville | WA | 02/16/12 | 104,298 | 88.3\% |  | 2,357 |
| Aurora Square | * | Shoreline | WA | 05/02/12 | 38,030 | 100.0\% |  | 340 |
| Canyon Crossing | * | Puyallup | WA | 04/15/13 | 120,508 | 96.9\% |  | 2,541 |
| Crossroads Shopping Center | * | Bellevue | WA | 2010/2013 | 463,541 | 100.0\% |  | 10,369 |
| Aurora Square II | * | Shoreline | WA | 05/22/14 | 65,488 | 95.1\% |  | 1,137 |
| Bellevue Marketplace | * | Bellevue | WA | 12/10/15 | 113,758 | 100.0\% |  | 2,954 |
| Four Corner Square | * | Maple Valley | WA | 12/21/15 | 119,560 | 100.0\% |  | 2,534 |
| Bridle Trails Shopping Center |  | Kirkland | WA | 10/17/16 | 104,281 | 100.0\% |  | 1,839 |
| PCC Community Markets Plaza |  | Edmonds | WA | 01/25/17 | 34,459 | 100.0\% |  | 646 |
| Highland Hill Shopping Center |  | Tacoma | WA | 05/09/17 | 163,926 | 95.9\% |  | 2,648 |
| Seattle metro area total |  |  |  |  | 1,809,313 | 98.4\% | \$ | 35,397 |
| Portland metro area |  |  |  |  |  |  |  |  |
| Vancouver Market Center | * | Vancouver | WA | 06/17/10 | 118,385 | 97.0\% | \$ | 1,372 |
| Happy Valley Town Center | * | Happy Valley | OR | 07/14/10 | 138,662 | 100.0\% |  | 3,496 |
| Wilsonville Old Town Square | * | Wilsonville | OR | 2010/2012 | 49,937 | 100.0\% |  | 1,818 |
| Cascade Summit Town Square | * | West Linn | OR | 08/20/10 | 94,934 | 99.3\% |  | 1,679 |
| Heritage Market Center | * | Vancouver | WA | 09/23/10 | 107,468 | 98.3\% |  | 1,713 |
| Division Crossing | * | Portland | OR | 12/22/10 | 103,561 | 98.0\% |  | 1,170 |
| Halsey Crossing | * | Gresham | OR | 12/22/10 | 99,428 | 96.3\% |  | 1,275 |
| Hillsboro Market Center | * | Hillsboro | OR | 11/23/11 | 156,021 | 100.0\% |  | 2,429 |
| Robinwood Shopping Center | * | West Linn | OR | 08/23/13 | 70,831 | 100.0\% |  | 1,049 |
| Tigard Marketplace | * | Tigard | OR | 02/18/14 | 136,889 | 98.1\% |  | 1,888 |
| Wilsonville Town Center | * | Wilsonville | OR | 12/11/14 | 167,829 | 97.9\% |  | 2,615 |
| Tigard Promenade | * | Tigard | OR | 07/28/15 | 88,043 | 100.0\% |  | 1,447 |
| Sunnyside Village Square | * | Happy Valley | OR | 07/28/15 | 84,897 | 97.3\% |  | 1,415 |
| Johnson Creek Center | * | Happy Valley | OR | 11/09/15 | 108,588 | 100.0\% |  | 2,206 |
| Rose City Center |  | Portland | OR | 09/15/16 | 60,680 | 100.0\% |  | 675 |
| Division Center |  | Portland | OR | 04/05/17 | 121,904 | 100.0\% |  | 1,933 |
| Portland metro area total |  |  |  |  | 1,708,057 | 98.8\% | \$ | 28,180 |
| Pacific Northwest Totals |  |  |  |  | 3,517,370 | 98.6\% | \$ | 63,577 |
| TOTAL SHOPPING CENTERS |  |  |  |  | 9,879,420 | 97.3\% | \$ | 193,796 |

Major Tenants

Kroger (QFC) Supermarket
Albertson's (Haggen) Supermarket
PCC Community Markets, Rite Aid Pharmacy, Petco
Safeway Supermarket, Dollar Tree, Big Lots
IGA Supermarket, TJMaxx
WinCo Foods ${ }^{(2)}$, Rite Aid Pharmacy, Ross Dress For Less
Central Supermarket
Safeway Supermarket
Kroger (QFC) Supermarket, Bed Bath \& Beyond, Dick's Sporting Goods
Marshall's, Pier 1 Imports
Asian Family Market
Grocery Outlet Supermarket, Walgreens, Johnsons Home \& Garden
Unified (Red Apple) Supermarket, Bartell Drugs
PCC Community Markets
Safeway Supermarket, LA Fitness, Dollar Tree, Petco

Skyzone
New Seasons Supermarket
Kroger (Fred Meyer) Supermarket ${ }^{(2)}$
Safeway Supermarket
Safeway Supermarket, Dollar Tree
Rite Aid Pharmacy, Ross Dress For Less, Ace Hardware
24 Hour Fitness, Dollar Tree
Albertson's Supermarket, Dollar Tree, Marshall's
Walmart Neighborhood Market
H-Mart Supermarket, Bi-Mart Pharmacy
Safeway Supermarket, Rite Aid Pharmacy, Dollar Tree
Safeway Supermarket
Grocery Outlet Supermarket, 24 Hour Fitness, Ace Hardware
Trader Joe's, Walgreens, Sportsman's Warehouse
Safeway Supermarket
Grocery Outlet Supermarket, Rite Aid Pharmacy, Petco
(1) ABR is equal to annualized base rent on a cash basis for all leases in-place at period end.
(2) These retailers are not tenants of ROIC.

Note: Property Portfolio excludes one shopping center that is currently under contract to be sold (slated for new multi-family development). *Denotes properties in same center pool for 3Q 2017.
(unaudited, dollars in thousands)

| Three Months Ended |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| $09 / 30 / 17$  $09 / 30 / 16$  \$ Change | \% Change |  |  |
|  |  |  |  |

Number of shopping centers included in same-center analysis ${ }^{(1)}$ Same-center occupancy

## REVENUES:

Base rents
Percentage rent
Recoveries from tenants
Other property income
TOTAL REVENUES

## OPERATING EXPENSES:

Property operating expenses
Bad debt expense
Property taxes
TOTAL OPERATING EXPENSES
SAME-CENTER CASH NET OPERATING INCOME

SAME-CENTER CASH NET OPERATING INCOME RECONCILIATION
GAAP Operating Income \$

Depreciation and amortization
General and administrative expenses
Acquisition transaction costs
Other expense

| \$ | 23,035 | \$ | 18,216 |
| :---: | :---: | :---: | :---: |
|  | 24,627 |  | 23,102 |
|  | 3,475 |  | 3,220 |
|  | - |  | 179 |
|  | 41 |  | (10) |
|  | $(5,776)$ |  | $(3,184)$ |
|  | 45,402 |  | 41,523 |
|  | $(4,212)$ |  | $(1,189)$ |
| \$ | 41,190 | \$ | 40,334 |

Property revenues and other expenses ${ }^{(2)}$
TOTAL COMPANY CASH NET OPERATING INCOME
Non Same-Center Cash NOI
SAME-CENTER CASH NET OPERATING INCOME

| Nine Months Ended |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| 0 | $09 / 30 / 17$ | $09 / 30 / 16$ | \$ Change | \% Change |


| \$ | 67,635 | \$ | 55,171 |
| :---: | :---: | :---: | :---: |
|  | 71,330 |  | 65,856 |
|  | 10,790 |  | 10,055 |
|  | 4 |  | 613 |
|  | 316 |  | 361 |
|  | $(16,904)$ |  | $(13,654)$ |
|  | 133,171 |  | 118,402 |
|  | $(18,626)$ |  | $(7,014)$ |
| \$ | 114,545 | \$ | 111,388 |

(1) Same centers are those properties which were owned for the entirety of the current and comparable prior year period.
(2) Includes straight-line rents, amortization of above and below-market lease intangibles, anchor lease termination fees net of contractual amounts, and expense and recovery adjustments related to prior periods. Note: Analysis excludes one shopping center that is currently under contract to be sold (slated for new multi-family development).

| Tenant | Number of Leases | Leased GLA | Percent <br> of Total <br> Leased GLA | ABR |  | Percent of Total ABR |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 Albertson's / Safeway Supermarkets | 21 | 1,032,829 | 10.7\% | \$ | 12,386 | 6.3\% |
| 2 Kroger Supermarkets | 9 | 368,461 | 3.8\% |  | 5,334 | 2.7\% |
| 3 Rite Aid Pharmacy | 14 | 266,921 | 2.8\% |  | 3,331 | 1.7\% |
| 4 Marshall's / TJMaxx | 7 | 208,645 | 2.2\% |  | 2,999 | 1.5\% |
| 5 SaveMart Supermarkets | 4 | 187,639 | 1.9\% |  | 2,813 | 1.4\% |
| 6 JP Morgan Chase | 19 | 85,873 | 0.9\% |  | 2,759 | 1.4\% |
| 7 Sprouts Markets | 4 | 159,163 | 1.6\% |  | 2,568 | 1.3\% |
| 8 Ross Dress For Less / dd's Discounts | 7 | 191,703 | 2.0\% |  | 2,558 | 1.3\% |
| 9 Trader Joe's | 8 | 96,714 | 1.0\% |  | 2,492 | 1.3\% |
| 10 H-Mart Supermarkets | 3 | 147,040 | 1.5\% |  | 2,383 | 1.2\% |
| Top 10 Tenants Total | 96 | 2,744,988 | 28.4\% | \$ | 39,623 | 20.1\% |
| Other Tenants | 1,781 | 6,941,097 | 71.6\% |  | 155,477 | 79.9\% |
| Total Portfolio | 1,877 | 9,686,085 | 100.0\% | \$ | 195,100 | $\underline{ }$ |

Lease Expiration Schedule
(dollars in thousands)

(1) Anchor tenants are leases equal to or greater than 15,000 square feet.
$\Longrightarrow \quad 9,686,085$

$\quad$ New Leases
Number of Leases
Gross Leasable Area (sq. ft.)
Initial Base Rent (\$/sq. ft.) ${ }^{(1)}$
Tenant Improvements (\$/sq. ft.)
Leasing Commissions (\$/sq. ft.)
Weighted Average Lease Term (Yrs.) ${ }^{(2)}$

For the Three Months Ended September 30, 2017

| Non-Anchor |  | Anchor |  |  | Total |  |
| ---: | ---: | ---: | ---: | ---: | ---: | :---: |
|  | 47 |  | - |  | 47 |  |
|  | 137,411 |  | - |  | 137,411 |  |
| $\$$ | 22.89 | $\$$ | - | $\$$ | 22.89 |  |
| $\$$ | 4.00 | $\$$ | - | $\$$ | 4.00 |  |
| $\$$ | 2.22 | $\$$ | - | $\$$ | 2.22 |  |
|  | 7.2 |  | - |  | 7.2 |  |


| Non-Anchor |  | Anchor |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 72 |  | 4 |  | 76 |
|  | 189,512 |  | 25,186 |  | 314,698 |
| \$ | 29.88 | \$ | 13.91 | \$ | 23.52 |
| \$ | 0.22 | \$ | - | \$ | 0.13 |
| \$ | - | \$ | - | \$ | - |
|  | 5.6 |  | 5.9 |  | 5.7 |


| Non-Anchor |  | Anchor |  |  | Total |  |
| :---: | ---: | ---: | ---: | ---: | ---: | :---: |
|  | 119 |  | 4 |  | 123 |  |
|  | 326,923 |  | 125,186 |  | 452,109 |  |
| $\$$ | 26.94 | $\$$ | 13.91 |  | $\$$ |  |
| $\$$ | 1.81 | $\$$ | - | $\$ 3.33$ |  |  |
| $\$$ | 0.93 | $\$$ | - | $\$$ | 1.31 |  |
|  | 6.3 |  | 5.9 |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |


| Non-Anchor |  | Anchor |  | Total |
| :---: | :---: | :---: | :---: | :---: |
| 114 |  | 3 |  | 117 |
| 246,622 |  | 54,787 |  | 301,409 |
| \$ 23.88 | \$ | 14.91 | \$ | 22.25 |
| \$ 3.88 | \$ | 13.52 | \$ | 5.63 |
| \$ 2.20 | \$ | 4.16 | \$ | 2.55 |
| 6.7 |  | 10.4 |  | 7.3 |
| Non-Anchor | Anchor |  | Total |  |
| 192 |  | 9 |  | 201 |
| 393,950 |  | 266,356 |  | 660,306 |
| \$ 32.07 | \$ | 13.61 | \$ | 24.62 |
| \$ 0.41 | \$ | - | \$ | 0.24 |
| \$ | \$ | - | \$ | - |
| 5.2 |  | 5.3 |  | 5.2 |


| Non-Anchor |  | Anchor |  |  | Total |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
|  | 306 |  | 12 |  | 318 |  |
|  | 640,572 |  | 321,143 |  | 961,715 |  |
| $\$$ | 28.91 | $\$$ | 13.83 |  | 23.88 |  |
| $\$$ | 1.75 | $\$$ | 2.31 |  | 1.93 |  |
| $\$$ | 0.85 | $\$$ | 0.71 |  | $\$$ |  |
|  | 5.8 |  | 6.2 |  | 0.80 |  |
|  |  |  |  |  | 5.9 |  |

$\quad$ New Leases
Comparative \# of Leases
Comparative GLA (sq. ft.) ${ }^{(1)}$
Prior Base Rent ( $\$ / \mathrm{sq} . \mathrm{ft}$. ${ }^{(2)}$
Initial Base Rent (\$/sq. ft.)
Percentage Change in Base Rents
Tenant Improvements (\$/sq. ft.)
Leasing Commissions (\$/sq. ft.)
Weighted Average Lease Term (Yrs.) ${ }^{(3)}$
$\quad$ Renewals
Comparative \# of Leases
Comparative GLA (sq. ft.)
Prior Base Rent (\$/sq. ft.)
Initial Base Rent (\$/sq. ft.)
Percentage Change in Base Rents
Tenant Improvements (\$/sq. ft.)
Leasing Commissions (\$/sq. ft.)
Weighted Average Lease Term (Yrs.) $^{(3)}$
$\quad$ Total
Comparative \# of Leases
Comparative GLA (sq. ft.) ${ }^{(1)}$
Prior Base Rent ( $\$ / \mathrm{sq} \mathrm{ft}.)^{(2)}$
Initial Base Rent (\$/sq. ft.)
Percentage Change in Base Rents
Tenant Improvements (\$/sq. ft.)
Leasing Commissions (\$/sq. ft.)
Weighted Average Lease Term (Yrs.) $^{(3)}$

| Non-Anchor |  | Anchor |  |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | ---: | :---: |
|  | 101 |  | 4 |  | 105 |  |
|  | 278,499 |  | 125,186 |  | 403,685 |  |
| $\$$ | 24.53 | $\$$ | 12.97 | $\$$ | 20.95 |  |
| $\$$ | 28.51 | $\$$ | 13.91 | $\$$ | 23.98 |  |
|  | $16.2 \%$ |  | $7.2 \%$ |  | $14.5 \%$ |  |
| $\$$ | 2.05 | $\$$ | 1.68 | $\$$ | 1.94 |  |
| $\$$ | 0.68 | $\$$ | - | $\$$ | 0.47 |  |
|  | 6.3 |  | 5.9 |  | 6.2 |  |


| For the Three Months Ended September 30, 2017 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Non-Anchor |  |  | Total |  |
|  | 29 |  | - |  | 29 |
|  | 88,987 |  | - |  | 88,987 |
| $\$$ | 18.31 | $\$$ | - | $\$$ | 18.31 |
| $\$$ | 25.61 | $\$$ | - | $\$$ | 25.61 |
|  | $39.9 \%$ |  | - |  | $39.9 \%$ |
| $\$$ | 5.95 | $\$$ | - | $\$$ | 5.95 |
| $\$$ | 2.12 | $\$$ | - | $\$$ | 2.12 |
|  | 7.7 |  | - |  | 7.7 |


| Non-Anchor |  | Anchor |  |  | Total |  |
| :---: | ---: | ---: | ---: | ---: | ---: | :---: |
|  | 72 |  | 4 |  | 76 |  |
|  | 189,512 |  | 125,186 |  | 314,698 |  |
| $\$$ | 27.45 | $\$$ | 12.97 |  | $\$$ |  |
| $\$$ | 29.88 | $\$$ | 13.91 |  | 21.69 |  |
|  | $8.8 \%$ |  | $7.2 \%$ |  | 23.52 |  |
| $\$$ | 0.22 | $\$$ | - | $\$$ | $0.4 \%$ |  |
| $\$$ | - | $\$$ | - | $\$$ | - |  |
|  | 5.6 |  | 5.9 |  | 5.7 |  |


| Non-Anchor |  | Anchor |  |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 192 |  | 9 |  | 201 |  |
|  | 393,950 |  | 266,356 |  | 660,306 |  |
| $\$$ | 28.88 | $\$$ | 12.86 |  | $\$$ |  |
| $\$$ | 32.07 | $\$$ | 13.61 |  | 22.42 |  |
|  | $11.0 \%$ |  | $5.8 \%$ |  | 24.62 |  |
| $\$$ | 0.41 | $\$$ | - | $\$$ | $9.8 \%$ |  |
| $\$$ | - | $\$$ | - | $\$$ | - |  |
|  | 5.2 |  | 5.3 |  | 5.24 |  |


| Non-Anchor |  | Anchor |  |  | Total |  |
| :---: | ---: | ---: | ---: | ---: | ---: | :---: |
|  | 261 |  | 11 |  | 272 |  |
|  | 555,073 |  | 302,259 |  | 857,332 |  |
| $\$$ | 26.42 | $\$$ | 12.18 |  | $\$$ |  |
| $\$$ | 30.38 | $\$$ | 13.51 |  | 21.40 |  |
|  | $15.0 \%$ |  | $10.9 \%$ |  | 24.43 |  |
| $\$$ | 1.82 | $\$$ | 2.45 |  | $14.2 \%$ |  |
| $\$$ | 0.70 | $\$$ | 0.50 | $\$$ | 2.04 |  |
|  | 5.8 |  | 5.9 |  | 0.63 |  |
|  |  |  |  |  | 5.8 |  |

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## Equity Research Coverage

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| Michael W. Mueller | 212.622 .6689 |
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