

## 3rd QUARTER 2017

### SUPPLEMENTAL INFORMATION





Retail Opportunity Investments Corporation 8905 Towne Centre Drive Suite 108 San Diego, CA 92122

www.roireit.net

### **Overview**

### **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 (losse rent and recoveries from tenants), less property and related expenses (property operating expenses and poperating expenses items such as straight-line rent and amortization fease intangibles, debt-related expenses, interest expense, gains and losses from property acquisitions and administrative expenses, depreciation and amortization, acquisition transaction costs, other expense, interest expense, gains and losses form property acquisitions and administrative expenses, depreciation and amortization to lease intangibles, debt-related expenses, interest expense, gains and losses from property ac



Page

### Financial Data

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
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(unaudited, dollars in thousands, except par values and share amounts)

<b>09/30/17</b> \$ 818,660 2,108,511 (241,269) 2,685,902	<b>12/31/16</b> \$ 766,199 1,920,819 (193,021) 2,402,007
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	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
	1,357,910
	(165,951)
,	(3,729)
<u>, , , , , , , , , , , , , , , , , , , </u>	1,188,241
	127,324
1,286,513	1,315,565
\$ 2,860,899	\$ 2,662,969
	1,363,114 (200,221) (621) 1,162,283 124,230 1,286,513

The Company's Form 10-Q for the quarter ended September 30, 2017, and Form 10-K for the year ended December 31, 2016 should be read in conjunction with the above information.



### Income Statements

(unaudited, in thousands, except per share amounts)

	Three Months Ended		Nine Mon	ns Ended	
	09/30/17	09/30/16	09/30/17	09/30/16	
REVENUES:					
Base rents	\$ 52,871	\$ 45,429	\$ 154,878	\$ 134,929	
Recoveries from tenants	14,210	13,271	43,100	37,642	
Other income	885	654	2,528	1,548	
TOTAL REVENUES	67,966	59,354	200,506	174,119	
OPERATING EXPENSES:					
Property operating	\$ 9,702	\$ 8,053	\$ 28,630	\$ 23,761	
Property taxes	7,086	6,594	21,801	18,302	
Depreciation and amortization	24,627	23,102	71,330	65,856	
General and administrative expenses	3,475	3,220	10,790	10,055	
Acquisition transaction costs	-	179	4	613	
Other expense	41	(10)	316	361	
TOTAL OPERATING EXPENSES	44,931	41,138	132,871	118,948	
OPERATING INCOME	23,035	18,216	67,635	55,171	
NON-OPERATING EXPENSES:					
Interest expense and other finance expenses	(12,908)	(10,001)	(37,060)	(29,393)	
TOTAL NON-OPERATING EXPENSES	(12,908)	(10,001)	(37,060)	(29,393)	
NET INCOME	\$ 10,127	\$ 8,215	\$ 30,575	\$ 25,778	
NET INCOME ATTRIBUTABLE TO NON-CONTROLLING INTERESTS	(978)	(813)	(2,947)	(2,645)	
NET INCOME ATTRIBUTABLE TO RETAIL OPPORTUNITY INVESTMENTS CORP.	\$ 9,149	\$ 7,402	\$ 27,628	\$ 23,133	
NET INCOME PER COMMON SHARE - BASIC	\$ 0.08	\$ 0.07	\$ 0.25	\$ 0.22	
NET INCOME PER COMMON SHARE - DILUTED	\$ 0.08	\$ 0.07	\$ 0.25	\$ 0.22	
Weichted annuage commune shows autotopyling heric	100 267	107 746	100 254	102 460	
Weighted average common shares outstanding - basic Weighted average common shares outstanding - diluted	109,267 121,251	107,746 120,074	109,254 121,201	102,460 114,509	
weighten average common snares outstanding - dhuten	121,251	120,074	121,201	114,509	



### Funds From Operations

(unaudited, in thousands, except per share amounts)

	Three Mor	nths Ended	Nine Mon	ths Ended
	09/30/17	09/30/16	09/30/17	09/30/16
Funds from Operations (FFO) <sup>(1)</sup> :				
Net income attributable to ROIC common stockholders	\$ 9,149	\$ 7,402	\$ 27,628	\$ 23,133
Plus:				
Depreciation and amortization expense	24,627	23,102	71,330	65,856
FUNDS FROM OPERATIONS - BASIC	\$ 33,776	\$ 30,504	\$ 98,958	\$ 88,989
Net income attributable to non-controlling interests	978	813	2,947	2,645
FUNDS FROM OPERATIONS - DILUTED	\$ 34,754	\$ 31,317	\$ 101,905	\$ 91,634
FUNDS FROM OPERATIONS PER SHARE - BASIC	\$ 0.31	\$ 0.28	\$ 0.91	\$ 0.87
FUNDS FROM OPERATIONS PER SHARE - DILUTED	\$ 0.29	\$ 0.26	\$ 0.84	\$ 0.80
Weighted average common shares outstanding - basic	109,267	107,746	109,254	102,460
Weighted average common shares outstanding - diluted	121,251	120,074	121,201	114,509
Common dividends per share	\$ 0.1875	\$ 0.1800	\$ 0.5625	\$ 0.5400
FFO Payout Ratio	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 securities 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 amorization, and after adjustments for partnerships and unconsolidated joint ventures.



## Summary of Debt Outstanding

### (unaudited, dollars in thousands)

	utstanding Balance	Interest Rate	GAAP Interest Rate	Maturity Date	Percent of Total Indebtedness
Fixed Rate Debt	2			2	100001000000000000000000000000000000000
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)	017070	0.000	07/22/20	1 110 / 0
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**

	Mortgage I	Principal	Mort	gage Principal						Senior		tal Principal	Percentage of		
Year	Amortiz	Amortization		at Maturity	Crec	edit Facility Term Loan Unsecured Notes Payments		Credit Facility Term Loan Unsecured Notes		Credit Facility		m Loan Unsecured Notes Payments		Payments	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		Percentage
	Properties	GLA	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

		Percentage of Total
	Amount	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%

# Selected Financial Analysis

(unaudited, in thousands, except per share amounts)					
	 09/30/17	 06/30/17	 03/31/17	 12/31/16	 09/30/16
Debt coverage ratios, three months ending:					
Interest coverage ratio (EBITDA/interest expense)	3.7x	3.7x	4.0x	4.0x	4.2x
Debt service coverage (EBITDA/(interest expense + scheduled principal payments))	3.7x	3.6x	3.9x	3.9x	4.1x
Net principal debt (Total principal debt less cash & equivalents)/Annualized EBITDA	7.1x	7.2x	6.7x	6.4x	6.4x
Debt/equity ratios, at period end:					
Total principal debt/total market capitalization	37.5%	36.7%	33.1%	31.4%	29.0%
Total principal debt/total equity market capitalization	60.0%	57.9%	49.4%	45.9%	40.8%
Total principal debt/total book assets	48.2%	47.5%	45.8%	43.9%	41.7%
Total principal debt/undepreciated book value	44.5%	44.0%	42.5%	40.9%	39.0%
Secured principal debt/undepreciated book value	2.0%	2.0%	2.4%	2.4%	2.5%
Market capitalization calculations, at period end:					
Common shares outstanding	109,267	109,267	109,263	108,891	108,749
Operating partnership units (OP units) outstanding	11,679	11,679	11,686	11,668	11,810
Common stock price per share	\$ 19.01	\$ 19.19	\$ 21.03	\$ 21.13	\$ 21.96
Total equity market capitalization	\$ 2,299,192	\$ 2,320,960	\$ 2,543,568	\$ 2,547,411	\$ 2,647,473
Total principal debt	 1,379,042	 1,343,185	 1,257,494	 1,168,683	 1,078,869
TOTAL MARKET CAPITALIZATION	\$ 3,678,234	\$ 3,664,145	\$ 3,801,062	\$ 3,716,094	\$ 3,726,342
Unsecured Senior Notes Financial Covenants: <sup>(1)</sup>					
Total debt to total assets not to exceed 60%	46.3%	45.9%	44.3%	42.7%	40.7%
Total secured debt to total assets not to exceed 40%	2.1%	2.2%	2.5%	2.6%	2.7%
Total unencumbered assets to total unsecured debt not to be less than 150%	214.5%	216.6%	225.4%	234.3%	246.9%
Consolidated income available for debt service to interest expense not to be less than 1.5:1	3.8x	3.9x	4.0x	4.1x	4.1x



# 2017 Property Acquisitions

(dollars in thousands)

Shopping Centers	Location	Date Acquired	Purc	hase 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



# **Property Portfolio**

### (dollars in thousands)

(uotars in mousanus)				Date	Owned	%			
Southern California		City	State	Acquired	GLA	Leased	А	<b>BR</b> <sup>(1)</sup>	Major Tenants
Los Angeles metro area							-	<u> </u>	
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 <sup>(2)</sup> , 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 <sup>(2)</sup> , Rite Aid Pharmacy <sup>(2)</sup>
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									
anta 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 <sup>(2)</sup>
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
Iarbor 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 San Diego metro area					771,944	98.1%	\$	16,596	
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%	Ψ	2,980	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
lawthorne Crossings	*	San Diego	CA	06/27/13	141,288	100.0%		3,253	Mitsuwa Supermarket, Ross Dress For Less, Staples
Treekside 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	•
5							<u>_</u>		
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)

				Date	Owned	%			
Northern California		City	State	Acquired	GLA	Leased	А	<b>BR</b> <sup>(1)</sup>	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	



# **Property Portfolio, continued**

### (dollars in thousands)

				Date	Owned	%			
acific Northwest		City	State	Acquired	GLA	Leased	А	<b>BR</b> <sup>(1)</sup>	Major Tenants
eattle metro area									
leridian Valley Plaza	*	Kent	WA	02/01/10	51,597	96.9%	\$	618	Kroger (QFC) Supermarket
he Market at Lake Stevens	*	Lake Stevens	WA	03/11/10	74,130	100.0%		1,461	Albertson's (Haggen) Supermarket
anyon Park Shopping Center	*	Bothell	WA	07/29/11	123,592	98.4%		2,326	PCC Community Markets, Rite Aid Pharmacy, Petco
awks Prairie Shopping Center	*	Lacey	WA	09/09/11	157,529	100.0%		1,816	Safeway Supermarket, Dollar Tree, Big Lots
he Kress Building	*	Seattle	WA	09/30/11	74,616	100.0%		1,811	IGA Supermarket, TJMaxx
ateway Shopping Center	*	Marysville	WA	02/16/12	104,298	88.3%		2,357	WinCo Foods <sup>(2)</sup> , Rite Aid Pharmacy, Ross Dress For Less
urora Square	*	Shoreline	WA	05/02/12	38,030	100.0%		340	Central Supermarket
anyon Crossing	*	Puyallup	WA	04/15/13	120,508	96.9%		2,541	Safeway Supermarket
rossroads Shopping Center	*	Bellevue	WA	2010/2013	463,541	100.0%		10,369	Kroger (QFC) Supermarket, Bed Bath & Beyond, Dick's Sporting Goods
urora Square II	*	Shoreline	WA	05/22/14	65,488	95.1%		1,137	Marshall's, Pier 1 Imports
ellevue Marketplace	*	Bellevue	WA	12/10/15	113,758	100.0%		2,954	Asian Family Market
our Corner Square	*	Maple Valley	WA	12/21/15	119,560	100.0%		2,534	Grocery Outlet Supermarket, Walgreens, Johnsons Home & Garden
ridle Trails Shopping Center		Kirkland	WA	10/17/16	104,281	100.0%		1,839	Unified (Red Apple) Supermarket, Bartell Drugs
CC Community Markets Plaza		Edmonds	WA	01/25/17	34,459	100.0%		646	PCC Community Markets
ghland Hill Shopping Center		Tacoma	WA	05/09/17	163,926	95.9%		2,648	Safeway Supermarket, LA Fitness, Dollar Tree, Petco
Seattle metro area total					1,809,313	98.4%	\$	35,397	
ortland metro area									
ancouver Market Center	*	Vancouver	WA	06/17/10	118,385	97.0%	\$	1,372	Skyzone
appy Valley Town Center	*	Happy Valley	OR	07/14/10	138,662	100.0%		3,496	New Seasons Supermarket
ilsonville Old Town Square	*	Wilsonville	OR	2010/2012	49,937	100.0%		1,818	Kroger (Fred Meyer) Supermarket <sup>(2)</sup>
ascade Summit Town Square	*	West Linn	OR	08/20/10	94,934	99.3%		1,679	Safeway Supermarket
eritage Market Center	*	Vancouver	WA	09/23/10	107,468	98.3%		1,713	Safeway Supermarket, Dollar Tree
ivision Crossing	*	Portland	OR	12/22/10	103,561	98.0%		1,170	Rite Aid Pharmacy, Ross Dress For Less, Ace Hardware
alsey Crossing	*	Gresham	OR	12/22/10	99,428	96.3%		1,275	24 Hour Fitness, Dollar Tree
llsboro Market Center	*	Hillsboro	OR	11/23/11	156,021	100.0%		2,429	Albertson's Supermarket, Dollar Tree, Marshall's
obinwood Shopping Center	*	West Linn	OR	08/23/13	70,831	100.0%		1,049	Walmart Neighborhood Market
igard Marketplace	*	Tigard	OR	02/18/14	136,889	98.1%		1,888	H-Mart Supermarket, Bi-Mart Pharmacy
ilsonville Town Center	*	Wilsonville	OR	12/11/14	167,829	97.9%		2,615	Safeway Supermarket, Rite Aid Pharmacy, Dollar Tree
gard Promenade	*	Tigard	OR	07/28/15	88,043	100.0%		1,447	Safeway Supermarket
Innyside Village Square	*	Happy Valley	OR	07/28/15	84,897	97.3%		1,415	Grocery Outlet Supermarket, 24 Hour Fitness, Ace Hardware
hnson Creek Center	*	Happy Valley	OR	11/09/15	108,588	100.0%		2,206	Trader Joe's, Walgreens, Sportsman's Warehouse
ose City Center		Portland	OR	09/15/16	60,680	100.0%		675	Safeway Supermarket
vision Center		Portland	OR	04/05/17	121,904	100.0%		1,933	Grocery Outlet Supermarket, Rite Aid Pharmacy, Petco
Portland metro area total					1,708,057	98.8%	\$	28,180	
Pacific Northwest Totals					3,517,370	98.6%	\$	63,577	
OTAL SHOPPING CENTERS					9,879,420	97.3%	\$	193,796	

(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.



## Same-Center Cash Net Operating Income Analysis

#### (unaudited, dollars in thousands)

			Т	Three Mon	ths Er	nded				Nine Mont	hs En	ded	
	0	9/30/17	0	9/30/16	\$	Change	% Change	9/30/17	(	)9/30/16	\$ (	Change	% Change
Number of shopping centers included in same-center analysis (1)		76		76				72		72			
Same-center occupancy		97.3%		97.0%			0.3%	97.5%		96.9%			0.6%
REVENUES:													
Base rents	\$	42,765	\$	41,276	\$	1,489	3.6%	\$ 118,525	\$	114,459	\$	4,066	3.6%
Percentage rent		86		151		(65)	(43.0)%	278		448		(170)	(37.9)%
Recoveries from tenants		13,001		13,191		(190)	(1.4%)	37,539		35,729		1,810	5.1%
Other property income		818		657		161	24.5%	 2,395		1,406		989	70.3%
TOTAL REVENUES		56,670		55,275		1,395	2.5%	 158,737		152,042		6,695	4.4%
OPERATING EXPENSES:													
Property operating expenses	\$	8,662	\$	8,369	\$	293	3.5%	\$ 24,952	\$	22,898	\$	2,054	9.0%
Bad debt expense		452		83		369	444.6%	1,085		944		141	14.9%
Property taxes		6,366		6,489		(123)	(1.9)%	 18,155		16,812		1,343	8.0%
TOTAL OPERATING EXPENSES		15,480		14,941		539	3.6%	 44,192		40,654		3,538	8.7%
SAME-CENTER CASH NET OPERATING INCOME	\$	41,190	\$	40,334	\$	856	2.1%	\$ 114,545	\$	111,388	\$	3,157	2.8%
SAME-CENTER CASH NET OPERATING INCOME RECONCILIAT	NOL												
GAAP Operating Income	\$	23,035	\$	18,216				\$ 67,635	\$	55,171			
Depreciation and amortization		24,627		23,102				71,330		65,856			
General and administrative expenses		3,475		3,220				10,790		10,055			
Acquisition transaction costs		-		179				4		613			
Other expense		41		(10)				316		361			
Property revenues and other expenses <sup>(2)</sup>		(5,776)		(3,184)				 (16,904)		(13,654)			
TOTAL COMPANY CASH NET OPERATING INCOME		45,402		41,523				 133,171		118,402			
Non Same-Center Cash NOI		(4,212)		(1,189)				(18,626)		(7,014)			
SAME-CENTER CASH NET OPERATING INCOME	\$	41,190	\$	40,334				\$ 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).



# Top Ten Tenants

(dollars in thousands)

			Percent		
	Number of	Leased	of Total		Percent of
Tenant	Leases	GLA	Leased GLA	 ABR	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	100.0%



# Lease Expiration Schedule

#### (dollars in thousands)

Anchor Tenants (1)	Number of	Leased	Percent of		Total	Percent of		ABR
	Leases Expiring (2)	GLA	Total Leased GLA		ABR	Total ABR		er Sq. Ft.
2017	2	64,606	0.7%	\$	737	0.4%	\$	11.40
2018	13	379,446	3.9%		5,803	3.0%		15.29
2019	16	499,240	5.2%		7,812	4.0%		15.65
2020	15	500,893	5.2%		5,772	3.0%		11.52
2021	14	494,281	5.1%		5,246	2.7%		10.61
2022	17	501,380	5.2%		6,126	3.1%		12.22
2023	21	696,633	7.2%		10,076	5.2%		14.46
2024	5	246,034	2.5%		3,152	1.6%		12.81
2025	10	341,785	3.5%		4,919	2.5%		14.39
2026	9	317,096	3.3%		4,418	2.3%		13.93
2027+	36	1,378,864	14.2%		21,936	11.2%		15.91
	158	5,420,258	56.0%	\$	75,997	39.0%	\$	14.02
Non-Anchor Tenants	Number of	Leased	Percent of		Total	Percent of		ABR
	Leases Expiring (2)	GLA	Total Leased GLA		ABR	Total ABR	Р	er Sq. Ft.
2017	67	109,867	1.1%	\$	3,393	1.7%	\$	30.89
2018	241	462,308	4.8%		13,400	6.9%		28.98
2019	260	563,629	5.8%		15,022	7.7%		26.65
2020	263	601,970	6.2%		16,434	8.4%		27.30
2021	266	620,381	6.4%		17,822	9.1%		28.73
2022	257	615,857	6.4%		17,675	9.1%		28.70
2023	91	286,188	3.0%		7,794	4.0%		27.23
2024	66	212,309	2.2%		5,733	2.9%		27.00
2025	50	185,354	1.9%		4,631	2.4%		24.98
2026	55	176,281	1.8%		5,141	2.6%		29.16
2027+	103	431,683	4.4%		12,058	6.2%		27.93
	1,719	4,265,827	44.0%	\$	119,103	61.0%	\$	27.92
All Tenants	Number of	Leased	Percent of		Total	Percent of		ABR
	Leases Expiring (2)	GLA	Total Leased GLA		ABR	Total ABR	Р	er Sq. Ft.
2017	69	174,473	1.8%	\$	4,130	2.1%	\$	23.67
2018	254	841,754	8.7%		19,203	9.9%		22.81
2019	276	1,062,869	11.0%		22,834	11.7%		21.48
2020	278	1,102,863	11.4%		22,206	11.4%		20.14
2021	280	1,114,662	11.5%		23,068	11.8%		20.69
2022	274	1,117,237	11.6%		23,801	12.2%		21.30
2023	112	982,821	10.2%		17,870	9.2%		18.18
2024	71	458,343	4.7%		8,885	4.5%		19.39
2025	60	527,139	5.4%		9,550	4.9%		18.12
2026	64	493,377	5.1%		9,559	4.9%		19.37
2027+	139	1,810,547	18.6%		33,994	17.4%		18.78
	1.877	9.686.085	100.0%	\$	195,100	100.0%	\$	20.14
(1) Anchor tenants are leases equal to or greater than 15	, - · · ·	>,000,005	100.070	Ψ	175,100	100.070	Ψ	20.14

(1) Anchor tenants are leases equal to or greater than 15,000 square feet.

(2) Does not assume exercise of renewal options.



# Leasing Summary

		For the Th	ree Months	Ended Septem	nber 30, 2017	1	For the Nine Months Ended September 30, 2017						
New Leases	Non	-Anchor	Aı	ichor		Total	Non	-Anchor	Anchor			Total	
Number of Leases	47			-		47	114		3				
Gross Leasable Area (sq. ft.)		137,411		-		137,411		246,622		54,787		301,409	
Initial Base Rent (\$/sq. ft.) <sup>(1)</sup>	\$	22.89	\$	-	\$	22.89	\$	23.88	\$	14.91	\$	22.25	
Tenant Improvements (\$/sq. ft.)	\$	4.00	\$	-	\$	4.00	\$	3.88	\$	13.52	\$	5.63	
Leasing Commissions (\$/sq. ft.)	\$	2.22	\$	-	\$	2.22	\$	2.20	\$	4.16	\$	2.55	
Weighted Average Lease Term (Yrs.) <sup>(2)</sup>		7.2		-		7.2		6.7		10.4		7.3	

Renewals	Non	-Anchor	А	nchor	Total	Nor	-Anchor	A	nchor	Total
Number of Leases		72		4	 76		192		9	201
Gross Leasable Area (sq. ft.)		189,512		125,186	314,698		393,950		266,356	660,306
Initial Base Rent (\$/sq. ft.) <sup>(1)</sup>	\$	29.88	\$	13.91	\$ 23.52	\$	32.07	\$	13.61	\$ 24.62
Tenant Improvements (\$/sq. ft.)	\$	0.22	\$	-	\$ 0.13	\$	0.41	\$	-	\$ 0.24
Leasing Commissions (\$/sq. ft.)	\$	-	\$	-	\$ -	\$	-	\$	-	\$ -
Weighted Average Lease Term (Yrs.) <sup>(2)</sup>		5.6		5.9	5.7		5.2		5.3	5.2

Total	Nor	n-Anchor	А	nchor	•	Total	Non	-Anchor	А	nchor	Total
Number of Leases	119			4		123		306		12	 318
Gross Leasable Area (sq. ft.)		326,923		125,186		452,109		640,572		321,143	961,715
Initial Base Rent (\$/sq. ft.) <sup>(1)</sup>	\$	26.94	\$	13.91	\$	23.33	\$	28.91	\$	13.83	\$ 23.88
Tenant Improvements (\$/sq. ft.)	\$	1.81	\$	-	\$	1.31	\$	1.75	\$	2.31	\$ 1.93
Leasing Commissions (\$/sq. ft.)	\$	0.93	\$	-	\$	0.67	\$	0.85	\$	0.71	\$ 0.80
Weighted Average Lease Term (Yrs.) <sup>(2)</sup>		6.3		5.9		6.2		5.8		6.2	5.9



		For the Th	ree Months	Ended Septen	nber 30, 2017			er 30, 2017				
New Leases	Non	-Anchor	Ar	chor		Total	Non	-Anchor	А	nchor		Total
Comparative # of Leases		29		-		29		69		2		71
Comparative GLA (sq. ft.) <sup>(1)</sup>		88,987		-		88,987		161,123		35,903		197,026
Prior Base Rent (\$/sq. ft.) <sup>(2)</sup>	\$	18.31	\$	-	\$	18.31	\$	20.40	\$	7.12	\$	17.98
Initial Base Rent (\$/sq. ft.)	\$	25.61	\$	-	\$	25.61	\$	26.26	\$	12.76	\$	23.80
Percentage Change in Base Rents		39.9%		-		39.9%		28.7%		79.3%		32.3%
Tenant Improvements (\$/sq. ft.)	\$	5.95	\$	-	\$	5.95	\$	5.26	\$	20.63	\$	8.06
Leasing Commissions (\$/sq. ft.)	\$	2.12	\$	-	\$	2.12	\$	2.40	\$	4.24	\$	2.74
Weighted Average Lease Term (Yrs.) <sup>(3)</sup>		7.7		-		7.7		7.2		10.4		7.8

Renewals	Non	-Anchor	А	nchor	Total	Non	-Anchor	A	nchor	Total
Comparative # of Leases		72	4		 76	192		9		 201
Comparative GLA (sq. ft.)		189,512		125,186	314,698		393,950		266,356	660,306
Prior Base Rent (\$/sq. ft.) <sup>(2)</sup>	\$	27.45	\$	12.97	\$ 21.69	\$	28.88	\$	12.86	\$ 22.42
Initial Base Rent (\$/sq. ft.)	\$	29.88	\$	13.91	\$ 23.52	\$	32.07	\$	13.61	\$ 24.62
Percentage Change in Base Rents		8.8%		7.2%	8.4%		11.0%		5.8%	9.8%
Tenant Improvements (\$/sq. ft.)	\$	0.22	\$	-	\$ 0.13	\$	0.41	\$	-	\$ 0.24
Leasing Commissions (\$/sq. ft.)	\$	-	\$	-	\$ -	\$	-	\$	-	\$ -
Weighted Average Lease Term (Yrs.) <sup>(3)</sup>		5.6		5.9	5.7		5.2		5.3	5.2

Total	Non	n-Anchor	Α	nchor	Total	Non	-Anchor	А	nchor	Total
Comparative # of Leases		101		4	 105	261		11		 272
Comparative GLA (sq. ft.) <sup>(1)</sup>		278,499		125,186	403,685	555,073		302,259		857,332
Prior Base Rent (\$/sq. ft.) <sup>(2)</sup>	\$	24.53	\$	12.97	\$ 20.95	\$	26.42	\$	12.18	\$ 21.40
Initial Base Rent (\$/sq. ft.)	\$	28.51	\$	13.91	\$ 23.98	\$	30.38	\$	13.51	\$ 24.43
Percentage Change in Base Rents		16.2%		7.2%	14.5%		15.0%		10.9%	14.2%
Tenant Improvements (\$/sq. ft.)	\$	2.05	\$	1.68	\$ 1.94	\$	1.82	\$	2.45	\$ 2.04
Leasing Commissions (\$/sq. ft.)	\$	0.68	\$	-	\$ 0.47	\$	0.70	\$	0.50	\$ 0.63
Weighted Average Lease Term (Yrs.) <sup>(3)</sup>		6.3		5.9	6.2		5.8		5.9	5.8

Comparative GLA includes spaces that were vacant for less than 12 months, excluding spaces that were not leased at the time of acquisition.
Prior Base Rent is on a cash basis and is the final monthly rent paid, annualized, for the prior tenant or the prior lease that was renewed.
Does not assume exercise of renewal options.



# Investor Information

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Baird Equity Research	RJ Milligan	813.273.8252
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BTIG	Michael Gorman	212.738.6138
Capital One Securities, Inc.	Chris Lucas	571.633.8151
Citi	Michael Bilerman Christy McElroy	212.816.1383 212.816.6981
D.A. Davidson & Co.	James O. Lykins	503.603.3041
Green Street	Daniel J. Busch	949.640.8780
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KeyBanc Capital Markets	Todd Thomas	917.368.2286
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RBC Capital Markets	Wes Golladay	440.715.2650
Wells Fargo	Jeff Donnelly	617.603.4262
Fixed Income Research Coverage		
J.P. Morgan	Mark Streeter	212.834.5086
Ratings Agency Coverage		
Moody's Investors Service	Dilara Sukhov	212.553.1438
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