

## 4th QUARTER 2015

## SUPPLEMENTAL INFORMATION

Retall Opportunity Investments Corporation 8905 TOWNE CENTRE DRIVE SUITE 108<br>San Dieco, 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 December 31 , 2015, ROIC owned 73 shopping centers encompassing approximately 8.6 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 Standard \& Poor's. 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.
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(unaudited, dollars in thousands, except par values and share amounts)

## ASSETS:

Real Estate Investments:
Land
Building and improvements
Less: accumulated depreciation

> Real Estate Investments, net

Cash and cash equivalents
Restricted cash
Tenant and other receivables, net
Deposits
Acquired lease intangible assets, net of accumulated amortization
Prepaid expenses
Deferred charges, net of accumulated amortization
Other
TOTAL ASSETS

## LIABILITIES:

Term loan
Credit facility
Senior Notes Due 2024
Senior Notes Due 2023
Mortgage notes payable
Acquired lease intangible liabilities, net of accumulated amortization
Accounts payable and accrued expenses
Tenants' security deposits
Other liabilities

## TOTAL LIABILITIES

Non-controlling interests - redeemable OP Units

## EQUITY:

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

## TOTAL EQUITY

TOTAL LIABILITIES AND EQUITY

| As Of |  |
| :---: | :---: |
| 12/31/15 | 12/31/14 |
| \$ 669,307 | \$ 550,078 |
| 1,627,310 | 1,235,820 |
| $(134,311)$ | $(88,173)$ |
| 2,162,306 | 1,697,725 |
| 8,844 | 10,773 |
| 227 | 514 |
| 28,652 | 23,025 |
| 500 | 4,500 |
| 66,942 | 71,433 |
| 1,953 | 2,454 |
| 39,316 | 39,731 |
| 1,895 | 1,541 |
| \$ 2,310,635 | \$ 1,851,696 |


| $\$ 300,000$ | $\$$ | - |
| ---: | ---: | ---: | ---: |
| 135,500 |  | 156,500 |
| 246,809 |  | 246,521 |
| 246,518 |  | 246,174 |
| 62,605 |  | 94,183 |
| 124,861 |  | 118,359 |
| 13,205 |  | 12,173 |
| 5,085 |  | 3,961 |
| 11,036 |  | 11,043 |
| $1,145,619$ |  | 888,914 |
| 33,674 |  | - |


| 10 | 9 |
| :---: | :---: |
| 1,166,395 | 1,013,561 |
| $(122,991)$ | $(80,976)$ |
| $(6,743)$ | $(8,882)$ |
| 1,036,671 | 923,712 |
| 94,671 | 39,070 |
| 1,131,342 | 962,782 |
| \$ 2,310,635 | \$ 1,851,696 |

(unaudited, dollars 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 INCOME (EXPENSES):
Interest expense and other finance expenses
Gain on sale of real estate
TOTAL NON-OPERATING INCOME (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 |  |  |
| :---: | :---: | :---: |
| 12/31/15 |  | /31/14 |
| \$ 39,738 | \$ | 32,612 |
| 10,753 |  | 8,808 |
| 794 |  | 323 |
| 51,285 |  | 41,743 |


| \$ 7,411 | \$ | 6,974 |
| :---: | :---: | :---: |
| 5,339 |  | 4,387 |
| 18,390 |  | 15,449 |
| 3,263 |  | 2,876 |
| 458 |  | 307 |
| 120 |  | 100 |
| 34,981 |  | 30,093 |
| 16,304 |  | 11,650 |


|  | $(8,836)$ | $(6,898)$ |  |
| :---: | :---: | :---: | :---: |
|  | - |  | - |
|  | $(8,836)$ | $(6,898)$ |  |
| \$ | 7,468 | \$ | 4,752 |
|  | (547) |  | (165) |
| \$ | 6,921 | \$ | 4,587 |


| $\$$ | 0.07 | $\$$ | 0.05 |
| :--- | :--- | :--- | :--- |
| $\$$ | 0.07 | $\$$ | 0.05 |

$$
99,131 \quad 92,535
$$

$$
104,290
$$

$$
96,122
$$

| Twelve Months Ended |  |
| :---: | :---: |
| 12/31/15 | 12/31/14 |
| \$ 148,622 | \$ 119,842 |
| 40,562 | 32,945 |
| 3,515 | 3,077 |
| 192,699 | 155,864 |


| $\$$ | 28,475 |  | 25,036 |
| ---: | ---: | ---: | ---: |
| 19,690 |  | 15,953 |  |
| 70,957 |  | 58,435 |  |
| 12,650 |  | 11,200 |  |
| 965 |  | 961 |  |
|  | 627 |  |  |
|  |  | 505 |  |
|  |  |  | 112,090 |


|  | $(34,243)$ | $(27,593)$ |  |
| :---: | :---: | :---: | :---: |
|  | - |  | 4,869 |
|  | $(34,243)$ | $(22,724)$ |  |
| \$ | 25,092 | \$ | 21,050 |
|  | $(1,228)$ |  | (749) |
| \$ | 23,864 | \$ | 20,301 |


| $\$$ | 0.25 | $\$$ | 0.24 |
| :--- | :--- | :--- | :--- |
| $\$$ | 0.25 | $\$$ | 0.24 |

95,652 83,411
$100,018 \quad 87,453$
(unaudited, dollars in thousands, except per share amounts)

## Funds from Operations (FFO) ${ }^{(1)}$ :

Net income attributable to ROIC common stockholders
Plus:
Depreciation and amortization expense
(Gain) Loss on Sale of Real Estate

## FUNDS FROM OPERATIONS - BASIC

Net income attributable to non-controlling interests
FUNDS FROM OPERATIONS - DILUTED

FUNDS FROM OPERATIONS PER SHARE - BASIC FUNDS FROM OPERATIONS PER SHARE - DILUTED

Weighted average common shares outstanding - basic
Weighted average common shares outstanding - diluted
Common dividends per share
FFO Payout Ratio

| Three Months Ended |  |
| :--- | ---: |
| $12 / 31 / 15$ | $12 / 31 / 14$ |


| $\$$ | 6,921 |
| :---: | :---: |
|  | 18,390 |
|  | - |

\$ 4,587

|  | - |  | - |
| ---: | ---: | ---: | ---: |
|  |  |  |  |
| $\$$ | 25,311 |  | 20,036 |
|  |  |  |  |


| $\$$ | 0.26 | $\$$ | 0.22 |
| :--- | :--- | :--- | :--- |
| $\$$ | 0.25 | $\$$ | 0.21 |

\$ 0.25

99,131
104,290
\$ 0.17
\$
0.16
76.2\%

| Twelve Months Ended |  |
| :---: | ---: |
| $12 / 31 / 15$ | $12 / 31 / 14$ |


| $\$$ | 23,864 | $\$$ | 20,301 |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
| 70,957 |  | 58,435 |  |
|  | - |  | $(4,869)$ |
|  |  |  |  |


| $\$$ | 94,821 |  | 73,867 |
| ---: | ---: | ---: | ---: |
|  | 1,228 |  |  |
|  |  |  | 749 |
|  |  |  |  |


| $\$$ | 0.99 | $\$$ | 0.89 |
| :--- | :--- | :--- | :--- |
| $\$$ | 0.96 | $\$$ | 0.85 |


| $\$$ | 0.96 | $\$$ | 0.85 |
| :--- | :--- | :--- | :--- |

95,652 83,41

100,018
\$ $0.68 \quad \$ \quad 0.64$
$70.8 \%$
$75.3 \%$
(unaudited, dollars in thousands)

|  | Outstanding Balance |  | Interest Rate | GAAP <br> Interest Rate | Maturity Date | Percent of Total Indebtedness |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fixed Rate Debt |  |  |  |  |  |  |
| Mortgage Debt: |  |  |  |  |  |  |
| Gateway Village III | \$ | 7,166 | 6.1\% | 4.8\% | 07/01/16 | 0.7\% |
| Bernardo Heights Plaza |  | 8,404 | 5.7\% | 3.3\% | 07/11/17 | 0.9\% |
| Santa Teresa Village |  | 10,613 | 6.2\% | 3.3\% | 02/01/18 | 1.1\% |
| Diamond Hills Plaza |  | 35,500 | 3.6\% | 3.6\% | 10/01/25 | 3.6\% |
| Net unamortized premiums on mortgages |  | 922 |  |  |  |  |
| Total Mortgage Debt | \$ | 62,605 | 4.6\% | 3.6\% | 6.2 Years (WA) | 6.3\% |
| Unsecured Senior Notes: |  |  |  |  |  |  |
| Senior Notes Due 2023 | \$ | 250,000 | 5.0\% | 5.2\% | 12/15/23 | 24.9\% |
| Senior Notes Due 2024 |  | 250,000 | 4.0\% | 4.2\% | 12/15/24 | 24.9\% |
| Net unamortized discount on notes |  | $(6,673)$ |  |  |  |  |
| Total Unsecured Senior Notes | \$ | 493,327 | 4.5\% | 4.7\% | 8.5 Years (WA) | 49.8\% |
| Total Fixed Rate Debt | \$ | 555,932 | 4.5\% | 4.6\% | 8.2 Years (WA) | 56.1\% |
| Variable Rate Debt |  |  |  |  |  |  |
| Credit Facility | \$ | 135,500 | 1.2\% | 1.2\% | 01/31/19 ${ }^{(1)}$ | 13.7\% |
| Term Loan |  | 300,000 | 1.3\% | 1.3\% | 01/31/19 ${ }^{(1)}$ | 30.2\% |
| Total Variable Rate Debt | \$ | 435,500 | 1.3\% | 1.3\% | 3.1 Years (WA) | 43.9\% |
| TOTAL DEBT | \$ | 991,432 | 2.4\% | 2.5\% | 6.0 Years (WA) | 100.0\% |

Summary of Principal Maturities

| Year | Principal Amortization |  | Principal due at Maturity |  | Credit Facility |  | Term Loan |  | $\begin{array}{c\|} \hline \text { Senior } \\ \text { Unsecured Notes } \\ \hline \end{array}$ |  | Total |  | Percentage of Debt Maturing |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2016 | \$ | 474 | \$ | 7,112 | \$ | - | \$ | - | \$ | - | \$ | 7,586 | 0.7\% |
| 2017 |  | 361 |  | 8,099 |  | - |  | - |  | - |  | 8,460 | 0.9\% |
| 2018 |  | 43 |  | 10,094 |  | - |  | - |  | - |  | 10,137 | 1.1\% |
| $2019{ }^{(1)}$ |  | - |  | - |  | 135,500 ${ }^{(1)}$ |  | $300,000{ }^{(1)}$ |  | - |  | $435,500{ }^{(1)}$ | 43.9\% |
| 2020 |  | - |  | - |  | - |  | - |  | - |  | - | 0.0\% |
| 2021 |  | 107 |  | - |  | - |  | - |  | - |  | 107 | 0.0\% |
| 2022 |  | 662 |  | - |  | - |  | - |  | - |  | 662 | 0.1\% |
| 2023 |  | 686 |  | - |  | - |  | - |  | 250,000 |  | 250,686 | 24.9\% |
| 2024 |  | 708 |  | - |  | - |  | - |  | 250,000 |  | 250,708 | 25.0\% |
| 2025 |  | 550 |  | 32,787 |  | - |  | - |  | - |  | 33,337 | 3.4\% |
|  | \$ | 3,591 | \$ | 58,092 | \$ | 135,500 | \$ | 300,000 | \$ | 500,000 | \$ | 997,183 | 100.0\% |
|  |  |  |  |  |  |  |  | namortized | Iu | mortgages |  | 922 |  |
|  |  |  |  |  |  |  |  | Net unamo | ed | t on notes |  | $(6,673)$ |  |
|  |  |  |  |  |  |  |  |  |  |  | \$ | 991,432 |  |

Summary of Unencumbered/Encumbered Properties

|  | Number of <br> Properties | GLA | Percentage <br> of GLA |
| :--- | :---: | :---: | :---: |
| Unencumbered properties | 69 | $8,274,732$ | $96.2 \%$ |
| Encumbered properties | 4 | 330,663 | $3.8 \%$ |
|  | 73 | $8,605,395$ | $100.0 \%$ |

[^0](unaudited, dollars in thousands, except per share amounts)

## Debt coverage ratios, three months ending:

Interest coverage ratio (EBITDA/interest expense)
Debt service coverage (EBITDA/(interest expense + scheduled principal payments))
Net Debt (Total debt less cash \& equivalents)/Annualized EBITDA

## Debt/equity ratios, at period end:

Total debt/total market capitalization
Total debt/total equity market capitalization
Total debt/total book assets
Total debt/undepreciated book value
Secured debt/undepreciated book value

## Market capitalization calculations, at period end:

Common shares outstanding
Operating partnership units (OP units) outstanding

Common stock price per share

Total equity market capitalization
Total debt end of period
TOTAL MARKET CAPITALIZATION

## Unsecured Senior Notes Financial Covenants:

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

| 12/31/15 |  | 09/30/15 |  | 06/30/15 |  | 03/31/15 |  | 12/31/14 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4.0x |  | 3.8x |  | 3.7 x |  | 3.6x |  | 4.0x |
|  | 3.9x |  | 3.7x |  | 3.6 x |  | 3.5 x |  | 3.8 x |
|  | 6.9x |  | 6.6 x |  | 6.8 x |  | 6.6 x |  | $6.6 x$ |
|  | 33.2\% |  | 33.9\% |  | 36.0\% |  | 31.6\% |  | 31.4\% |
|  | 49.7\% |  | 51.3\% |  | 56.2\% |  | 46.3\% |  | 45.8\% |
|  | 42.9\% |  | 42.3\% |  | 43.7\% |  | 42.3\% |  | 40.1\% |
|  | 40.6\% |  | 39.9\% |  | 41.4\% |  | 40.3\% |  | 38.3\% |
|  | 2.6\% |  | 2.9\% |  | 3.7\% |  | 4.5\% |  | 4.9\% |
|  | 99,148 |  | 99,123 |  | 93,601 |  | 93,451 |  | 92,774 |
|  | 12,196 |  | 3,771 |  | 3,771 |  | 3,921 |  | 3,921 |
| \$ | 17.90 | \$ | 16.54 | \$ | 15.62 | \$ | 18.30 | \$ | 16.79 |
| \$ | 1,993,043 | \$ | 1,701,866 | \$ | 1,520,959 | \$ | 1,781,918 | \$ | 1,623,516 |
|  | 991,432 |  | 872,264 |  | 855,090 |  | 824,506 |  | 743,378 |
| \$ | 2,984,475 | \$ | 2,574,130 | \$ | 2,376,049 | \$ | 2,606,424 | \$ | 2,366,894 |
|  | 42.9\% |  | 42.6\% |  | 44.2\% |  | 43.1\% |  | 41.2\% |
|  | 2.7\% |  | 3.1\% |  | 3.9\% |  | 4.9\% |  | 5.2\% |
|  | 237.6\% |  | 240.5\% |  | 223.1\% |  | 231.6\% |  | 244.8\% |
|  | 3.8x |  | 3.8x |  | 3.8x |  | 3.8x |  | 3.8 x |

(dollars in thousands)

| Shopping Centers | Location | Date <br> Acquired | Purchase Amount |  | GLA |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1Q 2015 |  |  |  |  |  |
| Ontario Plaza | Ontario, CA | 01/06/15 | \$ | 31,000 | 149,651 |
| Park Oaks Shopping Center | Thousand Oaks, CA | 01/06/15 |  | 47,745 | 110,092 |
| Winston Manor | South San Francisco, CA | 01/07/15 |  | 20,500 | 49,852 |
| Total 1Q 2015 |  |  | \$ | 99,245 | 309,595 |
| 2Q 2015 |  |  |  |  |  |
| Pinole Vista/Canyon Park anchor spaces ${ }^{(1)}$ | Pinole, CA / Bothell, WA | 05/06/15 | \$ | 23,125 | 58,477 |
| Total 2Q 2015 |  |  | \$ | 23,125 | 58,477 |
| 3Q 2015 |  |  |  |  |  |
| Jackson Square | Hayward, CA | 07/01/15 | \$ | 32,500 | 114,220 |
| Tigard Promenade | Tigard, OR | 07/28/15 |  | 21,000 | 88,043 |
| Sunnyside Village Square | Happy Valley, OR | 07/28/15 |  | 17,500 | 84,870 |
| Gateway Centre | San Ramon, CA | 09/01/15 |  | 42,500 | 110,440 |
| Total 3Q 2015 |  |  | \$ | 113,500 | 397,573 |
| 4Q 2015 |  |  |  |  |  |
| Johnson Creek Center | Happy Valley, OR | 11/09/15 | \$ | 32,100 | 108,588 |
| Iron Horse Plaza | Danville, CA | 12/04/15 |  | 44,400 | 61,860 |
| Sternco Shopping Center | Bellevue, WA | 12/10/15 |  | 49,000 | 113,758 |
| Four Corner Square | Maple Valley, WA | 12/21/15 |  | 41,900 | 119,560 |
| Warner Plaza | Woodland Hills, CA | 12/31/15 |  | 76,300 | 114,242 |
| Total 4Q 2015 |  |  | \$ | 243,700 | 518,008 |
| Total 2015 Acquisitions |  |  | \$ | 479,570 | 1,283,653 |



| Shopping Centers |  | City | State | Date Acquired | Owned GLA | \% <br> Leased |  |  | Major Tenants |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Northern California |  |  |  |  |  |  |  |  |  |
| Norwood Shopping Center | * | Sacramento | CA | 04/06/10 | 88,851 | 87.9\% | \$ | 1,109 | Viva Supermarket, Rite Aid Pharmacy, Citi Trends |
| Pleasant Hill Marketplace | * | Pleasant Hill | CA | 04/08/10 | 69,715 | 100.0\% |  | 1,343 | Buy Buy Baby, Office Depot, Basset Furniture |
| Pinole Vista Shopping Center | * | Pinole | CA | 01/06/11 | 223,502 | 95.9\% |  | 2,622 | SaveMart (Lucky) Supermarket, Kmart |
| Mills Shopping Center | * | Rancho Cordova | CA | 02/17/11 | 239,081 | 87.0\% |  | 2,451 | Viva Supermarket, Ross Dress For Less (dd's Discounts), Dollar Tree, Planet Fitness |
| Morada Ranch | * | Stockton | CA | 05/16/11 | 101,842 | 99.4\% |  | 2,236 | Raleys Supermarket |
| Country Club Gate Center | * | Pacific Grove | CA | 07/08/11 | 109,331 | 91.8\% |  | 1,923 | SaveMart (Lucky) Supermarket, Rite Aid Pharmacy |
| Round Hill Square Shopping Center | * | Zephyr Cove | NV | 09/21/11 | 115,984 | 99.2\% |  | 1,915 | Safeway Supermarket, Dollar Tree, US Postal Service |
| Marlin Cove Shopping Center | * | Foster City | CA | 05/04/12 | 73,186 | 99.2\% |  | 1,931 | 99 Ranch Market |
| Green Valley Station | * | Cameron Park | CA | 06/15/12 | 52,245 | 87.8\% |  | 852 | CVS Pharmacy |
| The Village at Novato | * | Novato | CA | 07/24/12 | 20,081 | 100.0\% |  | 552 | Trader Joe's |
| Santa Teresa Village | * | San Jose | CA | 11/08/12 | 125,162 | 91.2\% |  | 2,270 | Raleys (Nob Hill) Supermarket, Dollar Tree |
| Granada Shopping Center | * | Livermore | CA | 06/27/13 | 69,325 | 100.0\% |  | 1,192 | SaveMart (Lucky) Supermarket |
| Country Club Village | * | San Ramon | CA | 11/26/13 | 111,093 | 100.0\% |  | 2,052 | Walmart Neighborhood Market, CVS Pharmacy |
| North Park Plaza | * | San Jose | CA | 04/30/14 | 76,697 | 98.2\% |  | 1,805 | SF Supermarket |
| Winston Manor |  | South San Francisco | CA | 01/07/15 | 49,852 | 100.0\% |  | 1,267 | Grocery Outlet Supermarket |
| Jackson Square |  | Hayward | CA | 07/01/15 | 114,220 | 100.0\% |  | 2,080 | Safeway Supermarket, CVS Pharmacy, 24 Hour Fitness |
| Gateway Centre |  | San Ramon | CA | 09/01/15 | 110,440 | 95.2\% |  | 2,336 | SaveMart (Lucky) Supermarket, Walgreens |
| Iron Horse Plaza |  | Danville | CA | 12/04/15 | 61,860 | 100.0\% | 2,193 |  | Lunardi's Market |
| Northern California Totals $\quad \mathbf{1 , 8 1 2 , 4 6 7} \quad \mathbf{9 5 . 2 \%} \quad \mathbf{\$} \mathbf{3 2 , 1 2 9}$ |  |  |  |  |  |  |  |  |  |
| Portland Metropolitan |  |  |  |  |  |  |  |  |  |
| Vancouver Market Center | * | Vancouver | WA | 06/17/10 | 118,385 | 79.2\% | \$ | 1,066 | Skyzone |
| Happy Valley Town Center | * | Happy Valley | OR | 07/14/10 | 138,696 | 98.4\% |  | 3,250 | New Seasons Supermarket |
| Wilsonville Old Town Square | * | Wilsonville | OR | 2010/2012 | 49,937 | 100.0\% |  | 1,678 | Kroger (Fred Meyer) Supermarket ${ }^{(2)}$ |
| Cascade Summit Town Square | * | West Linn | OR | 08/20/10 | 95,508 | 100.0\% |  | 1,563 | Safeway Supermarket |
| Heritage Market Center | * | Vancouver | WA | 09/23/10 | 107,468 | 94.9\% |  | 1,570 | Safeway Supermarket, Dollar Tree |
| Division Crossing | * | Portland | OR | 12/22/10 | 103,561 | 100.0\% |  | 1,179 | Rite Aid Pharmacy, Ross Dress For Less, Ace Hardware |
| Halsey Crossing | * | Gresham | OR | 12/22/10 | 99,428 | 100.0\% |  | 884 | Safeway Supermarket, Dollar Tree |
| Hillsboro Market Center | * | Hillsboro | OR | 11/23/11 | 156,021 | 100.0\% |  | 2,377 | Albertson's Supermarket, Dollar Tree, Marshall's |
| Robinwood Shopping Center | * | West Linn | OR | 08/23/13 | 70,831 | 98.3\% |  | 937 | Walmart Neighborhood Market |
| Tigard Marketplace | * | Tigard | OR | 02/18/14 | 136,889 | 99.3\% |  | 1,899 | H-Mart Supermarket, Bi-Mart Pharmacy |
| Wilsonville Town Center |  | Wilsonville | OR | 12/11/14 | 167,829 | 95.9\% |  | 2,420 | Thriftway Supermarket, Rite Aid Pharmacy, Dollar Tree |
| Tigard Promenade |  | Tigard | OR | 07/28/15 | 88,043 | 94.2\% |  | 1,203 | Safeway Supermarket |
| Sunnyside Village Square |  | Happy Valley | OR | 07/28/15 | 84,870 | 98.6\% |  | 1,212 | Haggen Supermarket, Ace Hardware |
| Johnson Creek Center |  | Happy Valley | OR | 11/09/15 | 108,588 | 98.4\% |  | 2,116 | Trader Joe's, Walgreens, Sportsman's Warehouse |
| Portland Metropolitan Totals |  |  |  |  | 1,526,054 | 96.8\% | \$ | 23,354 |  |


| Shopping Centers |  | City | State | Date Acquired | Owned GLA | \% <br> Leased | ABR ${ }^{(1)}$ |  | Major Tenants |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Seattle Metropolitan |  |  |  |  |  |  |  |  |  |
| Meridian Valley Plaza | * | Kent | WA | 02/01/10 | 51,597 | 93.0\% | \$ | 565 | Kroger (QFC) Supermarket |
| The Market at Lake Stevens | * | Lake Stevens | WA | 03/11/10 | 74,130 | 100.0\% |  | 1,441 | Haggen Supermarket |
| Canyon Park Shopping Center | * | Bothell | WA | 07/29/11 | 123,627 | 100.0\% |  | 2,318 | PCC Natural Markets, Rite Aid Pharmacy, Petco |
| Hawks Prairie Shopping Center | * | Lacey | WA | 09/09/11 | 154,781 | 84.1\% |  | 1,429 | Safeway Supermarket, Dollar Tree, Big Lots |
| The Kress Building | * | Seattle | WA | 09/30/11 | 74,616 | 100.0\% |  | 1,802 | IGA Supermarket, TJMaxx |
| Gateway Shopping Center | * | Marysville | WA | 02/16/12 | 106,104 | 97.1\% |  | 2,544 | WinCo Foods ${ }^{(2)}$, Rite Aid Pharmacy, Ross Dress For Less |
| Aurora Square | * | Shoreline | WA | 05/02/12 | 38,030 | 100.0\% |  | 331 | Central Supermarket |
| Canyon Crossing | * | Puyallup | WA | 04/15/13 | 120,510 | 94.3\% |  | 2,442 | Safeway Supermarket |
| Crossroads Shopping Center | * | Bellevue | WA | 2010/2013 | 463,436 | 100.0\% |  | 9,466 | Kroger (QFC) Supermarket, Bed Bath \& Beyond, Sports Authority |
| Aurora Square II | * | Shoreline | WA | 05/22/14 | 65,680 | 100.0\% |  | 1,058 | Marshall's, Pier 1 Imports |
| Sternco Shopping Center |  | Bellevue | WA | 12/10/15 | 113,758 | 100.0\% |  | 2,314 | Asian Food Center |
| Four Corner Square |  | Maple Valley | WA | 12/21/15 | 119,560 | 94.8\% |  | 2,358 | Grocery Outlet Supermarket, Walgreens, Johnsons Home \& Garden |
| Seattle Metropolitan Totals |  |  |  |  | 1,505,829 | 97.0\% | \$ | 28,068 |  |
| TOTAL SHOPPING CENTERS |  |  |  |  | 8,605,395 | 97.2\% | \$ | 158,454 |  |

(unaudited, dollars in thousands)


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

| \$ | 6,508 | \$ | 6,148 | \$ | 360 | 5.9\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 188 |  | 438 |  | (250) | (57.1\%) |
|  | 4,463 |  | 4,324 |  | 139 | 3.2\% |
|  | 11,159 |  | 10,910 |  | 249 | 2.3\% |
| \$ | 29,453 | \$ | 27,890 | \$ | 1,563 | 5.6\% |

## SAME-CENTER CASH NET OPERATING INCOME RECONCILIATION

Same-center cash net operating income

## ADJUSTMENTS:

Depreciation and amortization
General and administrative expenses
Acquisition transaction costs
Other expense
Property revenues and expenses ${ }^{(2)}$
Non same-center cash NOI
GAAP OPERATING INCOME
\$ 29,453 \$ 27,890

|  | $(18,390)$ | $(15,449)$ |  |
| :---: | ---: | ---: | ---: |
|  | $(3,263)$ | $(2,876)$ |  |
|  | $(458)$ | $(307)$ |  |
|  | $(120)$ | $(100)$ |  |
| 3,754 |  | 2,246 |  |
|  | 5,328 |  | 246 |
|  |  |  |  |
|  | $\mathbf{1 6 , 3 0 4}$ |  | $\mathbf{1 1 , 6 5 0}$ |



|  | $(70,957)$ | $(58,435)$ |  |
| ---: | ---: | ---: | ---: |
|  | $(12,650)$ | $(11,200)$ |  |
|  | $(965)$ | $(961)$ |  |
|  | $(627)$ | $(505)$ |  |
|  | 16,223 |  | 11,573 |
|  | 33,253 |  | 12,516 |
|  |  | $\mathbf{5 9 , 3 3 5}$ |  |


| Tenant | Number of Leases | Leased GLA | Percent <br> of Total <br> Leased GLA | ABR |  | Percent of Total ABR |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 Albertson's / Safeway Supermarkets | $14^{(1)}$ | 733,530 | 8.8\% | \$ | 7,976 | 5.0\% |
| 2 Kroger Supermarkets | 7 | 291,922 | 3.5\% |  | 3,802 | 2.4\% |
| 3 Rite Aid Pharmacy | 12 | 227,982 | 2.7\% |  | 3,031 | 1.9\% |
| 4 SaveMart Supermarkets | 4 | 187,639 | 2.2\% |  | 2,723 | 1.7\% |
| 5 Marshall's / TJMaxx | 6 | 178,645 | 2.1\% |  | 2,579 | 1.6\% |
| 6 Sprouts Market | 4 | 159,163 | 1.9\% |  | 2,544 | 1.6\% |
| 7 JP Morgan Chase | 17 | 77,693 | 0.9\% |  | 2,308 | 1.5\% |
| 8 Ross Dress For Less / dd's Discounts | 6 | 160,153 | 1.9\% |  | 2,058 | 1.3\% |
| 9 Haggen Supermarkets | 3 | 144,778 | 1.7\% |  | 1,963 | 1.2\% |
| 10 CVS Pharmacy | 7 | 130,550 | 1.6\% |  | 1,804 | 1.1\% |
| Top 10 Tenants Total | 80 | 2,292,055 | 27.3\% | \$ | 30,788 | 19.3\% |
| Other Tenants | 1,540 | 6,069,466 | 72.7\% |  | 127,666 | 80.7\% |
| Total Portfolio | 1,620 | 8,361,521 | $\underline{100.0 \%}$ | \$ | 158,454 | 100.0\% |

Lease Expiration Schedule
(dollars in thousands)

| Anchor Tenants ${ }^{(1)}$ | Number of Leases Expiring ${ }^{(2)}$ | Leased GLA | Percent of Total Leased GLA | Total ABR |  | Percent of Total ABR | $\begin{gathered} \text { ABR } \\ \text { Per Sq. Ft. } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2016 | 5 | 178,469 | 2.1\% | \$ | 1,967 | 1.2\% | \$ | 11.02 |
| 2017 | 10 | 297,698 | 3.6\% |  | 3,163 | 2.0\% |  | 10.63 |
| 2018 | 18 | 527,083 | 6.3\% |  | 8,323 | 5.3\% |  | 15.79 |
| 2019 | 13 | 409,429 | 4.9\% |  | 6,262 | 4.0\% |  | 15.29 |
| 2020 | 14 | 499,430 | 5.7\% |  | 5,381 | 3.3\% |  | 10.77 |
| 2021 | 11 | 379,294 | 4.5\% |  | 4,143 | 2.6\% |  | 10.92 |
| 2022 | 12 | 348,440 | 4.2\% |  | 4,676 | 3.0\% |  | 13.42 |
| 2023 | 12 | 450,562 | 5.4\% |  | 7,007 | 4.4\% |  | 15.55 |
| 2024 | 5 | 246,034 | 2.9\% |  | 3,092 | 2.0\% |  | 12.57 |
| 2025 | 9 | 309,001 | 3.7\% |  | 4,417 | 2.8\% |  | 14.29 |
| 2026+ | 21 | 1,024,931 | 12.3\% |  | 13,397 | 8.4\% |  | 13.07 |
|  | 130 | 4,670,371 | 55.6\% | \$ | 61,828 | 39.0\% | \$ | 13.24 |
| Non-Anchor Tenants | Number of Leases Expiring ${ }^{(2)}$ | Leased GLA | Percent of <br> Total Leased GLA |  | tal | Percent of <br> Total ABR |  |  |
| 2016 | 237 | 423,320 | 5.1\% | \$ | 11,689 | 7.4\% | \$ | 27.61 |
| 2017 | 284 | 595,347 | 7.1\% |  | 15,838 | 10.0\% |  | 26.60 |
| 2018 | 240 | 521,156 | 6.2\% |  | 14,582 | 9.2\% |  | 27.98 |
| 2019 | 189 | 462,557 | 5.5\% |  | 11,655 | 7.4\% |  | 25.20 |
| 2020 | 211 | 514,364 | 6.5\% |  | 13,586 | 8.7\% |  | 26.41 |
| 2021 | 97 | 286,357 | 3.4\% |  | 7,032 | 4.4\% |  | 24.56 |
| 2022 | 49 | 173,869 | 2.1\% |  | 4,481 | 2.8\% |  | 25.77 |
| 2023 | 31 | 102,634 | 1.2\% |  | 2,620 | 1.7\% |  | 25.52 |
| 2024 | 51 | 160,215 | 1.9\% |  | 4,097 | 2.6\% |  | 25.57 |
| 2025 | 45 | 160,535 | 1.9\% |  | 4,040 | 2.5\% |  | 25.17 |
| 2026+ | 56 | 290,796 | 3.5\% |  | 7,006 | 4.3\% |  | 24.09 |
|  | 1,490 | 3,691,150 | 44.4\% | \$ | 96,626 | 61.0\% | \$ | 26.18 |
| All Tenants | Number of Leases Expiring ${ }^{(2)}$ | Leased GLA | Percent of Total Leased GLA |  |  | Percent of <br> Total ABR |  |  |
| 2016 | 242 | 601,789 | 7.2\% | \$ | 13,655 | 8.6\% | \$ | 22.69 |
| 2017 | 294 | 893,045 | 10.7\% |  | 19,001 | 12.0\% |  | 21.28 |
| 2018 | 258 | 1,048,239 | 12.5\% |  | 22,905 | 14.5\% |  | 21.85 |
| 2019 | 202 | 871,986 | 10.4\% |  | 17,917 | 11.4\% |  | 20.55 |
| 2020 | 225 | 1,013,794 | 12.2\% |  | 18,967 | 12.0\% |  | 18.71 |
| 2021 | 108 | 665,651 | 7.9\% |  | 11,175 | 7.0\% |  | 16.79 |
| 2022 | 61 | 522,309 | 6.3\% |  | 9,157 | 5.8\% |  | 17.53 |
| 2023 | 43 | 553,196 | 6.6\% |  | 9,626 | 6.1\% |  | 17.40 |
| 2024 | 56 | 406,249 | 4.8\% |  | 7,190 | 4.6\% |  | 17.70 |
| 2025 | 54 | 469,536 | 5.6\% |  | 8,457 | 5.3\% |  | 18.01 |
| 2026+ | 77 | 1,315,727 | 15.8\% |  | 20,404 | 12.7\% |  | 15.51 |
|  | 1,620 | 8,361,521 | 100.0\% | \$ | 158,454 | 100.0\% | \$ | 18.95 |

(1) Anchor tenants are leases equal to or greater than 15,000 square feet.
(2) Does not assume exercise of renewal options.
$\quad$ 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.) ${ }^{(2)}$

| Non-Anchor |  | Anchor |  |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 33 |  | 2 |  | 35 |
|  | 73,290 |  | 0,818 |  | 124,108 |
| \$ | 23.50 | \$ | 9.00 | \$ | 17.56 |
| \$ | 17.35 | \$ | - | \$ | 10.25 |
| \$ | 2.72 | \$ | 1.30 | \$ | 2.14 |
|  | 6.8 |  | 8.6 |  | 7.6 |


| Non-Anchor |  | Anchor |  | Total |
| :---: | :---: | :---: | :---: | :---: |
| 152 |  | 7 |  | 159 |
| 347,467 |  | 206,847 |  | 554,314 |
| \$ 22.97 | \$ | 13.26 | \$ | 19.35 |
| \$ 13.93 | \$ | 8.89 | \$ | 12.05 |
| \$ 2.40 | \$ | 3.11 | \$ | 2.66 |
| 6.4 |  | 12.2 |  | 8.5 |
| Non-Anchor | Anchor |  | Total |  |
| 180 |  | 9 |  | 189 |
| 400,615 |  | 298,775 |  | 699,390 |
| \$ 26.74 | \$ | 10.10 | \$ | 19.63 |
| \$ 0.47 | \$ | - | \$ | 0.27 |
| \$ 0.05 | \$ | - | \$ | 0.03 |
| 4.6 |  | 4.7 |  | 4.6 |


| Non-Anchor |  | Anchor |  |  | Total |  |
| :---: | ---: | ---: | ---: | ---: | ---: | :---: |
|  | 68 |  | 4 |  | 72 |  |
|  | 146,656 |  | 99,074 |  | 245,730 |  |
| $\$$ | 25.24 | $\$$ | 10.34 |  | $\$$ |  |
| $\$$ | 9.80 | $\$$ | - | $\$ .23$ |  |  |
| $\$$ | 1.36 | $\$$ | 0.67 | $\$$ | 5.85 |  |
|  | 5.5 |  | 6.9 |  |  |  |
|  |  |  |  |  | 1.08 |  |
|  |  |  |  |  |  |  |


| Non-Anchor |  | Anchor |  |  | Total |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
|  | 332 |  | 16 |  | 348 |  |
|  | 748,082 |  | 505,622 |  | $1,253,704$ |  |
| $\$$ | 24.99 | $\$$ | 11.40 |  | $\$$ |  |
| $\$$ | 6.72 | $\$$ | 3.64 |  | 19.51 |  |
| $\$$ | 1.14 | $\$$ | 1.27 |  | 5.48 |  |
|  | 5.4 |  | 7.7 |  | 1.19 |  |
|  |  |  |  |  | 6.3 |  |

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

| Non-Anchor |  | Anchor |  |  | Total |  |
| :---: | ---: | ---: | ---: | ---: | ---: | :---: |
|  | 56 |  | 4 |  | 60 |  |
|  | 118,778 |  | 99,074 |  | 217,852 |  |
| $\$$ | 21.71 | $\$$ | 9.45 | $\$$ | 16.14 |  |
| $\$$ | 26.31 | $\$$ | 10.34 | $\$$ | 19.05 |  |
|  | $21.2 \%$ |  | $9.5 \%$ |  | $18.1 \%$ |  |
| $\$$ | 7.35 | $\$$ | - | $\$$ | 4.01 |  |
| $\$$ | 0.96 | $\$$ | 0.67 | $\$$ | 0.83 |  |
|  | 5.2 |  | 6.9 |  | 5.9 |  |

For the Twelve Months Ended December 31, 2015

| Non-Anchor |  | Anchor |  |  | Total |  |
| :---: | :---: | ---: | ---: | ---: | ---: | :---: |
|  | 97 |  | 7 |  | 104 |  |
|  | 223,938 |  | 206,847 |  | 430,785 |  |
| $\$$ | 19.28 | $\$$ | 7.60 |  | 13.67 |  |
| $\$$ | 24.63 | $\$$ | 13.26 |  | $\$$ |  |
|  | $27.8 \%$ |  | $74.6 \%$ |  | 19.18 |  |
| $\$$ | 15.18 | $\$$ | 8.89 |  | $40.3 \%$ |  |
| $\$$ | 2.70 | $\$$ | 3.11 | $\$$ | 12.16 |  |
|  | 6.6 |  | 12.2 |  | 2.89 |  |
|  |  |  |  |  | 9.3 |  |


| Non-Anchor |  | Anchor |  |  | Total |  |
| :---: | :---: | ---: | :--- | ---: | ---: | :---: |
|  | 180 |  | 9 |  | 189 |  |
|  | 400,615 |  | 298,775 |  | 699,390 |  |
| $\$$ | 24.22 | $\$$ | 9.68 |  | $\$$ |  |
| $\$$ | 26.74 | $\$$ | 10.10 | $\$ 8.01$ |  |  |
|  | $10.4 \%$ |  | $4.4 \%$ |  | 19.63 |  |
| $\$$ | 0.47 | $\$$ | - | $\$$ | $9.0 \%$ |  |
| $\$$ | 0.05 | $\$$ | - | $\$$ | 0.27 |  |
|  | 4.6 |  | 4.7 |  | 0.03 |  |
|  |  |  |  |  |  |  |


| Non-Anchor |  | Anchor |  |  | Total |  |
| :---: | ---: | ---: | ---: | ---: | ---: | :---: |
|  | 277 |  | 16 |  | 293 |  |
|  | 624,553 |  | 505,622 |  | $1,130,175$ |  |
| $\$$ | 22.45 | $\$$ | 8.83 |  | $\$$ |  |
| $\$$ | 25.99 | $\$$ | 11.40 |  | 16.35 |  |
|  | $15.8 \%$ |  | $29.1 \%$ |  | 19.46 |  |
| $\$$ | 5.74 | $\$$ | 3.64 | $\$$ | $19.0 \%$ |  |
| $\$$ | 1.00 | $\$$ | 1.27 | $\$$ | 1.80 |  |
|  | 5.3 |  | 7.7 |  | 1.12 |  |
|  |  |  |  |  | 6.4 |  |

Retail Opportunity Investments Corp.
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## Equity Research Coverage

Baird Equity Research
Bank of America Merrill Lynch
Bank of Montreal
Canaccord Genuity
Capital One Securities, Inc.
Citi

Cowen and Company

Green Street

KeyBanc Capital Markets
Raymond James

Wells Fargo
Fixed Income Research Coverage
J.P. Morgan

Ratings Agency Coverage
Moody's Investors Service
Standard \& Poor's Rating Services

| RJ Milligan | 813.273 .8252 |
| :--- | :--- |
| Craig Schmidt | 646.855 .3640 |
| Paul Adornato | 212.885 .4170 |
| Paul Morgan | 415.325 .4187 |
| Chris Lucas | 571.633 .8151 |
| Michael Bilerman | 212.816 .1383 |
| Christy McElroy | 212.816 .6981 |
| James Sullivan | 616.562 .1380 |
| Michael Gorman | 646.562 .1320 |
| Jason White | 949.640 .8780 |
| Jay Carlington | 949.640 .8780 |
| Todd Thomas | 917.368 .2286 |
| Paul Puryear | 727.567 .2253 |
| Collin Mings | 727.567 .2585 |
| Jeff Donnelly | 617.603 .4262 |

Mark Streeter
212.834.5086

| Merrie Frankel | 212.553 .3652 |
| :--- | :--- |
| Michael Souers | 212.438 .2508 |


[^0]:    (1) Does not include extension options available to ROIC.

