

## 1st QUARTER 2015

## SUPPLEMENTAL INFORMATION



Retall Opportunity Investments Corporation 8905 TOWNE CENTRE DRIVE SUITE 108 SAN DIEGO, CALIFORNIA 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 March 31, 2015, ROIC owned 64 shopping centers encompassing approximately 7.6 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.

## Forward Looking Information

When used herein, the words "believes," "anticipates," "projects," "should," "estimates," "expects," and similar expressions are intended to identify forward-looking statements with the meaning of that term in Section 27A of the Securities Act of 1933, as amended, and in Section 21F of the Securities and Exchange Act of 1934, as amended. Certain statements contained herein may constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results of ROIC to differ materially from future results expressed or implied by such forward-looking statements. Information regarding such risks and factors is described in ROIC's filings with the SEC, including its most recent Annual Report on Form 10-K, which 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").
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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

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

## 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. shareholders' equity
Non-controlling interest
TOTAL EQUITY
TOTAL LIABILITIES AND EQUITY

| As Of |  |
| :---: | :---: |
| 03/31/15 | 12/31/14 |
| \$ 578,508 | \$ 550,078 |
| 1,316,643 | 1,235,820 |
| $(98,813)$ | $(88,173)$ |
| 1,796,338 | 1,697,725 |
| 11,683 | 10,773 |
| 868 | 514 |
| 24,182 | 23,025 |
| 500 | 4,500 |
| 71,905 | 71,433 |
| 1,870 | 2,454 |
| 40,093 | 39,731 |
| 1,513 | 1,541 |
| \$ 1,948,952 | \$ 1,851,696 |
| \$ 238,500 | \$ 156,500 |
| 246,258 | 246,174 |
| 246,592 | 246,521 |
| 93,156 | 94,183 |
| 126,059 | 118,359 |
| 20,442 | 12,173 |
| 4,028 | 3,961 |
| 13,494 | 11,043 |
| 988,529 | 888,914 |
| 9 | 9 |
| 1,022,794 | 1,013,561 |
| $(92,719)$ | $(80,976)$ |
| $(8,348)$ | $(8,882)$ |
| 921,736 | 923,712 |
| 38,687 | 39,070 |
| 960,423 | 962,782 |
| \$ 1,948,952 | \$ 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
NET OPERATING INCOME

| Three Months Ended |  |  |
| :---: | :---: | :---: |
| 03/31/15 |  | /31/14 |
| \$ 35,202 | \$ | 27,537 |
| 9,689 |  | 7,614 |
| 231 |  | 1,199 |
| 45,122 |  | 36,350 |


| \$ | 6,925 | \$ | 6,262 |
| :---: | :---: | :---: | :---: |
|  | 4,732 |  | 3,588 |
|  | 17,634 |  | 13,364 |
|  | 2,641 |  | 2,561 |
|  | 171 |  | 218 |
|  | 149 |  | 217 |
|  | 32,252 |  | 26,210 |
|  | 12,870 |  | 10,140 |

## NON-OPERATING INCOME (EXPENSES):

Interest expense and other finance expenses
TOTAL NON-OPERATING INCOME (EXPENSES)
INCOME FROM CONTINUING OPERATIONS

## 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

| $(8,494)$ |  | $(6,874)$ |  |
| :---: | :---: | :---: | :---: |
|  | $(8,494)$ |  | $(6,874)$ |
|  | 4,376 |  | 3,266 |
| \$ | 4,376 | \$ | 3,266 |
|  | (176) |  | (134) |
| \$ | 4,200 | \$ | 3,132 |

$\begin{array}{llll}\$ & 0.04 & \$ & 0.04\end{array}$
\$ 0.0
93,089
97,218
72,755
77,055
77,055
(unaudited, dollars in thousands, except per share amounts)

Funds from Operations (FFO) ${ }^{(1)}$ :
Net income attributable to ROIC for the period
Plus:
Depreciation and amortization expense

FUNDS FROM OPERATIONS - BASIC
Net income attributable to non-controlling interests for the period
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 |  |  |  |
| :---: | :---: | :---: | :---: |
| 03/31/15 |  | 03/31/14 |  |
| \$ | 4,200 | \$ | 3,132 |
|  | 17,634 |  | 13,364 |
| \$ | 21,834 | \$ | 16,496 |
|  | 176 |  | 134 |
| \$ | 22,010 | \$ | 16,630 |
| \$ | 0.23 | \$ | 0.23 |
| \$ | 0.23 | \$ | 0.21 |
|  | 93,089 |  | 72,755 |
|  | 97,218 |  | 77,055 |
| \$ | 0.17 | \$ | 0.16 |
|  | 73.9\% |  | 76.2\% |

(unaudited, dollars in thousands)

|  | Outstanding Balance |  | Interest Rate | GAAP <br> Interest Rate | Maturity <br> Date | Percent of Total Indebtedness |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fixed Rate Debt: |  |  |  |  |  |  |
| Renaissance Towne Centre ${ }^{(1)}$ | \$ | 16,128 | 5.1\% | 4.8\% | 06/01/15 | 2.0\% |
| Crossroads Shopping Center |  | 48,365 | 6.5\% | 3.0\% | 09/01/15 | 6.0\% |
| Gateway Village III |  | 7,243 | 6.1\% | 4.8\% | 07/01/16 | 0.9\% |
| Bernardo Heights Plaza |  | 8,536 | 5.7\% | 3.3\% | 07/11/17 | 1.1\% |
| Santa Teresa Village |  | 10,777 | 6.2\% | 3.3\% | 02/01/18 | 1.4\% |
| Senior Notes Due 2023 |  | 250,000 | 5.0\% | 5.2\% | 12/15/23 | 29.9\% |
| Senior Notes Due 2024 |  | 250,000 | 4.0\% | 4.2\% | 12/15/24 | 29.9\% |
| Total Fixed Rate Debt | \$ | 591,049 | 4.7\% | 4.5\% |  | 71.2\% |
| Variable Rate Debt: |  |  |  |  |  |  |
| Credit Facility | \$ | 238,500 | 1.2\% | 1.2\% | 01/31/19 | 28.8\% |
| TOTAL DEBT | \$ | 829,549 | 3.7\% | 3.6\% |  |  |
| Net unamortized premiums on mortgages |  | 2,107 |  |  |  |  |
| Net unamortized discount on notes |  | $(7,150)$ |  |  |  |  |
| TOTAL DEBT - NET | \$ | 824,506 |  |  |  | 100.0\% |


| Summary of Unencumbered/Encumbered Properties |  |  |  |
| :--- | :---: | ---: | ---: |
|  | \# of <br> Properties | Percentage |  |
| OLA | GLA |  |  |
| Unencumbered properties | 59 | $6,921,957$ | $90.7 \%$ |
| Encumbered properties | 5 | 707,668 | $9.3 \%$ |
|  | 64 | $7,629,625$ | $100.0 \%$ |

Summary of Principal Maturities

| Principal Maturities | Principal Amortization |  | Principal due at Maturity |  | $\begin{gathered} \text { Unsecured } \\ \text { Credit Facilities } \\ \hline \end{gathered}$ |  | SeniorUnsecured Notes |  | Total |  | Percentage of Debt Maturing |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2015 | \$ | 818 | \$ | 64,051 | \$ | - | \$ | - | \$ | 64,869 | 8.0\% |
| 2016 |  | 463 |  | 7,120 |  | - |  | - |  | 7,583 | 1.0\% |
| 2017 |  | 361 |  | 8,099 |  | - |  | - |  | 8,460 | 1.1\% |
| 2018 |  | 43 |  | 10,094 |  | - |  | - |  | 10,137 | 1.3\% |
| 2019 |  | - |  | - |  | 238,500 |  | - |  | 238,500 | 28.8\% |
| 2023 |  | - |  | - |  | - |  | 250,000 |  | 250,000 | 29.9\% |
| 2024 |  | - |  | - |  | - |  | 250,000 |  | 250,000 | 29.9\% |
|  | \$ | 1,685 | \$ | 89,364 | \$ | 238,500 | \$ | 500,000 | \$ | 829,549 | 100.0\% |
| Net unamortized premiums on mortgages Net unamortized discount on notes |  |  |  |  |  |  |  |  |  | 2,107 |  |
|  |  |  |  |  |  |  |  |  |  | $(7,150)$ |  |
|  |  |  |  |  |  |  |  |  | \$ | 824,506 |  |

(1) On April 1, 2015, ROIC paid off the mortgage note related to the Renaissance Towne Centre shopping center without penalty.
(unaudited, dollars in thousands, except per share amounts)

| 03/31/15 |  | 12/31/14 |  | 09/30/14 |  | 06/30/14 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3.6x |  | 4.0x |  | 4.1x |  | 3.5 x |
|  | 3.5 x |  | 3.8 x |  | 3.8x |  | 3.3 x |
|  | 6.6x |  | $6.6 x$ |  | 5.9x |  | 6.9 x |
|  | 31.6\% |  | 31.4\% |  | 32.7\% |  | 31.6\% |
|  | 46.3\% |  | 45.8\% |  | 48.5\% |  | 46.3\% |
|  | 42.3\% |  | 40.1\% |  | 38.2\% |  | 38.7\% |
|  | 40.3\% |  | 38.3\% |  | 36.6\% |  | 37.3\% |
|  | 4.5\% |  | 4.9\% |  | 5.8\% |  | 6.3\% |
|  | 93,451 |  | 92,774 |  | 91,551 |  | 90,291 |
|  | 3,921 |  | 3,921 |  | 3,132 |  | 3,132 |
|  | - |  | - |  | 1,290 |  | 2,549 |
| \$ | 18.30 | \$ | 16.79 | \$ | 14.70 | \$ | 15.73 |
| \$ | - | \$ | - | \$ | 2.90 | \$ | 3.75 |
| \$ | 1,781,918 | \$ | 1,623,516 | \$ | 1,391,840 | \$ | 1,469,548 |
|  | - |  | - |  | 3,742 |  | 9,558 |
|  | 1,781,918 |  | 1,623,516 |  | 1,395,581 |  | 1,479,106 |
|  | 824,506 |  | 743,378 |  | 676,697 |  | 684,294 |
| \$ | 2,606,424 | \$ | 2,366,894 | \$ | 2,072,278 | \$ | 2,163,400 |
|  | 43.1\% |  | 41.2\% |  | 39.4\% |  | 40.5\% |
|  | 4.9\% |  | 5.2\% |  | 6.3\% |  | 6.9\% |
|  | 231.6\% |  | 244.8\% |  | 259.8\% |  | 252.5\% |
|  | 3.8x |  | 3.8 x |  | 3.8x |  | 3.8 x |

(dollars in thousands)

| Shopping Centers | Location | Date 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 |

(dollars in thousands)

## Shopping Centers <br> Northern California

Norwood Shopping Center
Pleasant Hill Marketplace Pinole Vista Shopping Center Mills Shopping Center Morada Ranch Country Club Gate Center Round Hill Square Shopping Center Marlin Cove
Green Valley Station The Village at Novato Santa Teresa Village Granada Shopping Center Country Club Village North Park Plaza
Winston Manor

## Northern California Totals

 Southern California Paramount PlazaSanta Ana Downtown Plaza Claremont Promenade Sycamore Creek Gateway Village Marketplace Del Rio Desert Springs Marketplace Renaissance Towne Centre Euclid Plaza Seabridge Marketplace Glendora Shopping Center Bay Plaza
Cypress Center West Redondo Beach Plaza Harbor Place Center Diamond Bar Town Center Bernardo Heights Plaza Diamond Hills Plaza Hawthorne Crossings Five Points Plaza Peninsula Marketplace Plaza de la Cañada Creekside Plaza Fallbrook Shopping Center Moorpark Town Center Mission Foothill Marketplace Ontario Plaza Park Oaks Shopping Center

Southern California Totals

(dollars in thousands)

| Shopping Centers |  | City | State | Date Acquired | Owned GLA | $\%$ <br> Leased | ABR ${ }^{(1)}$ |  | Major Tenants |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Portland Metropolitan |  |  |  |  |  |  |  |  |  |
| Vancouver Market Center | * | Vancouver | WA | 06/17/10 | 118,385 | 90.8\% | \$ | 900 | Albertson's Supermarket |
| Happy Valley Town Center | * | Happy Valley | OR | 07/14/10 | 138,696 | 98.6\% |  | 3,202 | New Seasons Supermarket |
| Wilsonville Old Town Square | * | Wilsonville | OR | 07/15/10 | 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\% |  | 1,522 | Safeway Supermarket |
| Heritage Market Center | * | Vancouver | WA | 09/23/10 | 107,468 | 100.0\% |  | 1,654 | Safeway Supermarket, Dollar Tree |
| Division Crossing | * | Portland | OR | 12/22/10 | 103,561 | 98.0\% |  | 1,112 | Ross Dress For Less, Rite Aid Pharmacy, Ace Hardware |
| Halsey Crossing | * | Gresham | OR | 12/22/10 | 99,428 | 94.9\% |  | 771 | Safeway Supermarket, Dollar Tree |
| Hillsboro Market Center | * | Hillsboro | OR | 11/23/11 | 156,021 | 98.7\% |  | 2,316 | Albertson's Supermarket, Dollar Tree, Marshall's |
| Robinwood Shopping Center | * | West Linn | OR | 08/23/13 | 70,831 | 96.6\% |  | 911 | Walmart Neighborhood Market |
| Tigard Marketplace |  | Tigard | OR | 02/18/14 | 136,889 | 99.1\% |  | 1,872 | H-Mart Supermarket, Bi-Mart Pharmacy |
| Wilsonville Town Center |  | Wilsonville | OR | 12/11/14 | 167,829 | 94.9\% |  | 2,361 | Thriftway Supermarket, Rite Aid Pharmacy, Dollar Tree |
| Portland Metropolitan Totals |  |  |  |  | 1,244,553 | 97.2\% | \$ | 18,299 |  |
| Seattle Metropolitan |  |  |  |  |  |  |  |  |  |
| Meridian Valley Plaza | * | Kent | WA | 02/01/10 | 51,597 | 83.2\% | \$ | 475 | Kroger (QFC) Supermarket |
| The Market at Lake Stevens | * | Lake Stevens | WA | 03/11/10 | 74,130 | 100.0\% |  | 1,436 | Haggen Supermarket |
| Canyon Park Shopping Center | * | Bothell | WA | 07/29/11 | 123,627 | 94.2\% |  | 1,455 | Albertson's Supermarket, Rite Aid Pharmacy |
| Hawks Prairie Shopping Center | * | Lacey | WA | 09/09/11 | 154,781 | 97.7\% |  | 1,754 | Safeway Supermarket, Dollar Tree, Big Lots |
| The Kress Building | * | Seattle | WA | 09/30/11 | 74,819 | 100.0\% |  | 1,827 | IGA Supermarket, TJMaxx |
| Gateway Shopping Center | * | Marysville | WA | 02/16/12 | 106,104 | 92.9\% |  | 2,370 | WinCo Foods ${ }^{(2)}$, Rite Aid Pharmacy, Ross Dress For Less |
| Aurora Square | * | Shoreline | WA | 05/02/12 | 38,030 | 100.0\% |  | 322 | Central Supermarket |
| Canyon Crossing | * | Puyallup | WA | 04/15/13 | 120,510 | 91.9\% |  | 2,335 | Safeway Supermarket |
| Crossroads Shopping Center | * | Bellevue | WA | 2010/2013 | 463,436 | 100.0\% |  | 9,287 | Kroger (QFC) Supermarket, Bed Bath \& Beyond, Sports Authority |
| Aurora Square II |  | Shoreline | WA | 05/22/14 | 65,680 | 100.0\% |  | 1,028 | Marshall's, Pier 1 Imports |
| Seattle Metropolitan Totals |  |  |  |  | 1,272,714 | 97.1\% | \$ | 22,289 |  |
| TOTAL SHOPPING CENTERS |  |  |  |  | 7,629,625 | 97.0\% | \$ | 133,233 |  |


| Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 03/31/15 |  | 03/31/14 |  | \% Change |
|  | 53 |  | 53 |  |
|  | 96.8\% |  | 96.0\% | 0.8\% |
| \$ | 24,356 | \$ | 23,858 | 2.1\% |
|  | 99 |  | 421 | (76.4\%) |
|  | 7,514 |  | 7,417 | 1.3\% |
|  | 183 |  | 138 | 33.0\% |
|  | 32,152 |  | 31,834 | 1.0\% |
| \$ | 5,125 | \$ | 5,230 | (2.0\%) |
|  | 261 |  | 761 | (65.6\%) |
|  | 3,477 |  | 3,442 | 1.0\% |
|  | 8,863 |  | 9,433 | (6.0\%) |
| \$ | 23,289 | \$ | 22,401 | 4.0\% |


| Tenant | Number of Leases | Leased GLA | Percent <br> of Total <br> Leased GLA | ABR |  | Percent of Total ABR |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 Safeway Supermarket | 10 | 524,502 | 7.1\% | \$ | 5,697 | 4.3\% |
| 2 Kroger Supermarket | 7 | 291,922 | 3.9\% |  | 3,700 | 2.8\% |
| 3 Rite Aid Pharmacy | 12 | 227,982 | 3.1\% |  | 3,031 | 2.3\% |
| 4 Marshall's / TJMaxx | 7 | 202,086 | 2.7\% |  | 2,827 | 2.1\% |
| 5 JP Morgan Chase | 16 | 71,115 | 1.0\% |  | 2,124 | 1.6\% |
| 6 Sprouts Market | 3 | 133,563 | 1.8\% |  | 1,868 | 1.4\% |
| 7 Ross Dress For Less | 5 | 135,153 | 1.8\% |  | 1,833 | 1.4\% |
| 8 CVS Pharmacy | 6 | 106,891 | 1.4\% |  | 1,572 | 1.2\% |
| 9 H-Mart Supermarket | 2 | 104,400 | 1.4\% |  | 1,514 | 1.1\% |
| 10 Haggen Supermarket | 2 | 95,331 | 1.3\% |  | 1,420 | 1.1\% |
| Top 10 Tenants Total | 70 | 1,892,945 | 25.5\% | \$ | 25,586 | 19.3\% |
| Other Tenants | 1,338 | 5,502,199 | 74.5\% |  | 107,647 | 80.7\% |
| Total Portfolio | 1,408 | 7,395,144 | 100.0\% | \$ | 133,233 | $\underline{\text { 100.0\% }}$ |

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

| New Leases |  | For the Three Months Ended March 31, 2015 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Non-Anchor |  | Anchor |  | Total |  |
|  | Number of Leases |  | 48 |  | - |  | 48 |
|  | Gross Leasable Area (sq. ft.) |  | 110,644 |  | - |  | 110,644 |
|  | Initial Base Rent (\$/sq. ft.) ${ }^{(1)}$ | \$ | 23.29 | \$ | - | \$ | 23.29 |
|  | Tenant Improvements (\$/sq. ft.) | \$ | 5.92 | \$ | - | \$ | 5.92 |
|  | Leasing Commissions (\$/sq. ft.) | \$ | 2.25 | \$ | - | \$ | 2.25 |
|  | Weighted Average Lease Term (Yrs.) |  | 5.7 |  | - |  | 5.7 |
| Renewals |  | Non-Anchor |  | Anchor |  | Total |  |
|  | Number of Leases |  | 42 |  | 2 |  | 44 |
|  | Gross Leasable Area (sq. ft.) |  | 106,509 |  | 63,042 |  | 169,551 |
|  | Initial Base Rent (\$/sq. ft.) ${ }^{(1)}$ | \$ | 25.99 | \$ | 13.31 | \$ | 21.28 |
|  | Tenant Improvements (\$/sq. ft.) | \$ | 0.09 | \$ | - | \$ | 0.06 |
|  | Leasing Commissions (\$/sq. ft.) | \$ | 0.20 | \$ | - | \$ | 0.12 |
|  | Weighted Average Lease Term (Yrs.) |  | 4.5 |  | 3.7 |  | 4.1 |
| Total |  | Non-Anchor |  | Anchor |  |  | Total |
|  | Number of Leases |  | 90 |  | 2 |  | 92 |
|  | Gross Leasable Area (sq. ft.) |  | 217,153 |  | 63,042 |  | 280,195 |
|  | Initial Base Rent (\$/sq. ft.) ${ }^{(1)}$ | \$ | 24.61 | \$ | 13.31 | \$ | 22.07 |
|  | Tenant Improvements (\$/sq. ft.) | \$ | 3.06 | \$ | - | \$ | 2.37 |
|  | Leasing Commissions (\$/sq. ft.) | \$ | 1.24 | \$ | - | \$ | 0.96 |
|  | Weighted Average Lease Term (Yrs.) |  | 5.1 |  | 3.7 |  | 4.7 |


| New Leases |  | For the Three Months Ended March 31, 2015 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Non-Anchor |  | Anchor |  | Total |  |
|  | Comparative \# of Leases |  | 35 |  | - |  | 35 |
|  | Comparative GLA (sq. ft.) ${ }^{(1)}$ |  | 83,317 |  | - |  | 83,317 |
|  | Prior Base Rent (\$/sq. ft.) ${ }^{(2)}$ | \$ | 18.61 | \$ | - | \$ | 18.61 |
|  | Initial Base Rent (\$/sq. ft.) | \$ | 23.34 | \$ | - | \$ | 23.34 |
|  | Percentage Change in Base Rents |  | 25.4\% |  | - |  | 25.4\% |
|  | Tenant Improvements (\$/sq. ft.) | \$ | 6.92 | \$ | - | \$ | 6.92 |
|  | Leasing Commissions (\$/sq. ft.) | \$ | 2.10 | \$ | - | \$ | 2.10 |
|  | Weighted Average Lease Term (Yrs.) |  | 5.3 |  | - |  | 5.3 |
| Renewals |  | Non-Anchor |  | Anchor |  | Total |  |
|  | Comparative \# of Leases |  | 42 |  | 2 |  | 44 |
|  | Comparative GLA (sq. ft.) ${ }^{(1)}$ |  | 106,509 |  | 63,042 |  | 169,551 |
|  | Prior Base Rent (\$/sq. ft. $)^{(2)}$ | \$ | 23.76 | \$ | 13.31 | \$ | 19.87 |
|  | Initial Base Rent (\$/sq. ft.) | \$ | 25.99 | \$ | 13.31 | \$ | 21.28 |
|  | Percentage Change in Base Rents |  | 9.4\% |  | 0.0\% |  | 7.1\% |
|  | Tenant Improvements (\$/sq. ft.) | \$ | 0.09 | \$ | - | \$ | 0.06 |
|  | Leasing Commissions (\$/sq. ft.) | \$ | 0.20 | \$ | - | \$ | 0.12 |
|  | Weighted Average Lease Term (Yrs.) |  | 4.5 |  | 3.7 |  | 4.1 |
| Total |  | Non-Anchor |  | Anchor |  | Total |  |
|  | Comparative \# of Leases |  | 77 |  | 2 |  | 79 |
|  | Comparative GLA (sq. ft.) ${ }^{(1)}$ |  | 189,826 |  | 63,042 |  | 252,868 |
|  | Prior Base Rent (\$/sq. ft. ${ }^{(2)}$ | \$ | 21.50 | \$ | 13.31 | \$ | 19.46 |
|  | Initial Base Rent (\$/sq. ft.) | \$ | 24.83 | \$ | 13.31 | \$ | 21.96 |
|  | Percentage Change in Base Rents |  | 15.5\% |  | 0.0\% |  | 12.8\% |
|  | Tenant Improvements (\$/sq. ft.) | \$ | 3.09 | \$ | - | \$ | 2.32 |
|  | Leasing Commissions (\$/sq. ft.) | \$ | 1.03 | \$ | - | \$ | 0.78 |
|  | Weighted Average Lease Term (Yrs.) |  | 4.9 |  | 3.7 |  | 4.5 |

## Retail Opportunity Investments Corp.

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