

## 3rd QUARTER 2020

SUPPLEMENTAL INFORMATION

Retail Opportunity Investments Corp.
11250 El Camino Real, Suite 200


San Diego, CA 92130
www.roireit.net

## Our Company

Retail Opportunity Investments Corp. (Nasdaq: ROIC), is a fully integrated, self-managed real estate investment trust (REIT) that specializes in the acquisition, ownership and management of grocery-anchored shopping centers located in densely populated, metropolitan markets across the West Coast. As of September 30, 2020, ROIC owned 88 shopping centers encompassing approximately 10.1 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, S\&P Global Ratings and Fitch Ratings, Inc. 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
Mortgage note receivable
Real Estate Investments, net
Cash and cash equivalents
Restricted cash
Tenant and other receivables, net
Acquired lease intangible assets, net
Prepaid expenses
Deferred charges, net
Other assets
TOTAL ASSETS

## LIABILITIES:

Term loan
Credit facility
Senior Notes
Mortgage notes payable
Acquired lease intangible liabilities, net
Accounts payable and accrued expenses
Tenants' security deposits
Other liabilities
TOTAL LIABILITIES

## EQUITY:

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

TOTAL EQUITY
TOTAL LIABILITIES AND EQUITY

| 09/30/20 | 12/31/19 |
| :---: | :---: |
| \$ 881,764 | \$ 879,540 |
| 2,262,430 | 2,252,301 |
| 3,144,194 | 3,131,841 |
| 440,541 | 390,916 |
| 2,703,653 | 2,740,925 |
| 4,979 | 13,000 |
| 2,708,632 | 2,753,925 |
| 58,458 | 3,800 |
| 1,990 | 1,658 |
| 56,122 | 45,821 |
| 53,320 | 59,701 |
| 1,285 | 3,169 |
| 24,026 | 27,652 |
| 17,543 | 18,031 |
| \$ 2,921,376 | \$ 2,913,757 |


| \$ 298,433 | \$ 298,330 |
| :---: | :---: |
| 100,544 | 80,743 |
| 943,267 | 942,850 |
| 86,766 | 87,523 |
| 133,590 | 144,757 |
| 28,755 | 17,562 |
| 6,977 | 7,177 |
| 45,370 | 42,987 |
| 1,643,702 | 1,621,929 |

$\left.\begin{array}{rrr}12 & \begin{array}{r}12 \\ 1,493,989 \\ (298,212) \\ (10,230)\end{array} & \end{array} \begin{array}{r}1,481,466 \\ (297,998) \\ (4,132)\end{array}\right)$
(unaudited, in thousands, except per share amounts)

## REVENUES:

Rental revenue ${ }^{(1)}$
Other income
TOTAL REVENUES

OPERATING EXPENSES:
Property operating
Property taxes
Depreciation and amortization
General and administrative expenses
Other expense
TOTAL OPERATING EXPENSES
Gain on sale of real estate
OPERATING INCOME

## NON-OPERATING EXPENSES

Interest expense and other finance 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
${ }^{(1)}$ RENTAL REVENUE
Base rents
Recoveries from tenants
Straight-line rent
Amortization of above- and below-market rent
Bad debt
TOTAL RENTAL REVENUE

| $\begin{gathered} \text { Three } \mathrm{V} \\ \hline 09 / 30 / 20 \\ \hline \end{gathered}$ |  | $s$ E | ded | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 09/30/19 |  |  | 9/30/20 |  | 9/30/19 |
| \$ | $\begin{array}{r} 69,066 \\ 706 \end{array}$ | \$ | $\begin{array}{r} 71,793 \\ 645 \end{array}$ | \$ | $\begin{array}{r} 208,997 \\ 2,199 \end{array}$ | \$ | $\begin{array}{r} 218,981 \\ 2,440 \end{array}$ |
| 69,772 |  |  | 72,438 |  | 211,196 |  | 221,421 |
| $\begin{array}{r} 10,313 \\ 8,510 \\ 24,649 \\ 4,101 \\ 165 \end{array}$ |  |  | 10,995 |  | 30,203 |  | 32,766 |
|  |  |  | 8,113 |  | 25,265 |  | 24,183 |
|  |  |  | 24,163 |  | 73,041 |  | 73,367 |
|  |  |  | 4,448 |  | 11,974 |  | 13,674 |
|  |  |  | 47 |  | 525 |  | 1,364 |
| 47,738 |  |  | 47,766 |  | 141,008 |  | 145,354 |
| - |  |  | 10,357 |  | - |  | 13,175 |
| 22,034 |  |  | 35,029 |  | 70,188 |  | 89,242 |
| $(15,065)$ |  |  | $(15,401)$ |  | $(45,047)$ |  | $(46,685)$ |
| $\begin{array}{r} 6,969 \\ (503) \\ \hline \end{array}$ |  |  | 19,628 |  | 25,141 |  | 42,557 |
|  |  |  | $(1,770)$ |  | $(2,026)$ |  | $(3,864)$ |
| \$ | 6,466 | \$ | 17,858 | \$ | 23,115 | \$ | 38,693 |
| \$ | 0.06 | \$ | 0.16 | \$ | 0.20 | \$ | 0.34 |
|  | 0.06 | \$ | 0.16 | \$ | 0.20 | \$ | 0.34 |
| $\begin{aligned} & 117,218 \\ & 126,610 \end{aligned}$ |  |  | 113,814 |  | 116,523 |  | 113,726 |
|  |  |  | 125,541 |  | 126,812 |  | 125,498 |
|  | 51,300 | \$ | 51,472 | \$ | 155,254 | \$ | 154,298 |
|  | 16,874 |  | 16,690 |  | 51,232 |  | 50,662 |
|  | 333 |  | 924 |  | 563 |  | 2,650 |
|  | 2,756 |  | 3,087 |  | 10,756 |  | 13,025 |
| \$ | $(2,197)$ |  | (380) |  | $(8,808)$ |  | $(1,654)$ |
| \$ | 69,066 | \$ | 71,793 | \$ | 208,997 | \$ | 218,981 |


| Three Months Ended |  |  |  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 09/30/20 |  | 09/30/19 |  | 09/30/20 |  | 09/30/19 |  |
| \$ | $\begin{array}{r} 69,066 \\ 706 \end{array}$ | \$ | $\begin{array}{r} 71,793 \\ 645 \end{array}$ | \$ | $\begin{array}{r} 208,997 \\ 2,199 \end{array}$ | \$ | $\begin{array}{r} 218,981 \\ 2,440 \end{array}$ |
|  | 69,772 |  | 72,438 |  | 211,196 |  | 221,421 |
|  | 10,313 |  | 10,995 |  | 30,203 |  | 32,766 |
|  | 8,510 |  | 8,113 |  | 25,265 |  | 24,183 |
|  | 24,649 |  | 24,163 |  | 73,041 |  | 73,367 |
|  | 4,101 |  | 4,448 |  | 11,974 |  | 13,674 |
|  | 165 |  | 47 |  | 525 |  | 1,364 |
|  | 47,738 |  | 47,766 |  | 141,008 |  | 145,354 |
|  | - |  | 10,357 |  | - |  | 13,175 |
|  | 22,034 |  | 35,029 |  | 70,188 |  | 89,242 |
|  | $(15,065)$ |  | $(15,401)$ |  | $(45,047)$ |  | $(46,685)$ |
|  | 6,969 |  | 19,628 |  | 25,141 |  | 42,557 |
|  | (503) |  | $(1,770)$ |  | $(2,026)$ |  | $(3,864)$ |
| \$ | 6,466 | \$ | 17,858 | \$ | 23,115 | \$ | 38,693 |
| \$ | 0.06 | \$ | 0.16 | \$ | 0.20 | \$ | 0.34 |
|  | 0.06 | \$ | 0.16 | \$ | 0.20 | \$ | 0.34 |
|  | 117,218 |  | 113,814 |  | 116,523 |  | 113,726 |
|  | 126,610 |  | 125,541 |  | 126,812 |  | 125,498 |
| \$ | 51,300 | \$ | 51,472 | \$ | 155,254 | \$ | 154,298 |
|  | 16,874 |  | 16,690 |  | 51,232 |  | 50,662 |
|  | 333 |  | 924 |  | 563 |  | 2,650 |
|  | 2,756 |  | 3,087 |  | 10,756 |  | 13,025 |
|  | $(2,197)$ |  | (380) |  | $(8,808)$ |  | $(1,654)$ |
| \$ | 69,066 | \$ | 71,793 | \$ | 208,997 | \$ | 218,981 |

(unaudited, in thousands, except per share amounts)

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

Net income attributable to ROIC common stockholders
Plus:
Depreciation and amortization expense
Less:
Gain 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

## Additional Disclosures:

Non Cash Expense (Income)
Straight line rent
Above/below market rent amortization, ne
Non-cash interest expense
Deferred financing costs and mortgage premiums, net
Stock based compensation

| Three Months Ended |  |  |  |
| :---: | :---: | :---: | :---: |
| 09/30/20 |  | 09/30/19 |  |
| \$ | 6,466 | \$ | 17,858 |
|  | 24,649 |  | 24,163 |
|  | - |  | $(10,357)$ |
|  | 31,115 |  | 31,664 |
|  | 503 |  | 1,770 |
| \$ | 31,618 | \$ | 33,434 |
| \$ | 0.27 | \$ | 0.28 |
| \$ | 0.25 | \$ | 0.27 |
|  | 117,218 |  | 113,814 |
|  | 126,610 |  | 125,541 |
| \$ | - | \$ | 0.1970 |


| Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: |
| 09/30/20 |  | 09/30/19 |  |
| \$ | 23,115 | \$ | 38,693 |
|  | 73,041 |  | 73,367 |
|  | - |  | $(13,175)$ |
| 96,156 |  |  | 98,885 |
| 2,026 |  |  | 3,864 |
| \$ | 98,182 | \$ | 102,749 |
| \$ | 0.83 | \$ | 0.87 |
| \$ | 0.77 | \$ | 0.82 |
|  | 116,523 |  | 113,726 |
| 126,812 |  |  | 125,498 |
| \$ | 0.2000 | \$ | 0.5910 |
|  | 26.0\% |  | 72.1\% |
| \$ | (563) | \$ | $(2,650)$ |
|  | $(10,756)$ |  | $(13,025)$ |
|  | 220 |  | 450 |
|  | 1,623 |  | 1,553 |
|  | 6,365 |  | 6,124 |
| \$ | 13,668 | \$ | 16,032 |
|  | 955 |  | 807 |
|  | 547 |  | 676 |
|  | 1,204 |  | 2,408 |
|  | 4,876 |  | 3,819 |
|  | 4,284 |  | 4,182 |


 common shareholders (determined in accordance with GAAP) excluding gains or losses from debt restructuring and sales of property, plus real estate related depreciation and amortization, and after adjustments for partnerships and unconsolidated joint ventures.
The above does not purport to disclose all items required under GAAP.
(unaudited, dollars in thousands)

|  | Outstanding Balance |  | Interest Rate | GAAP <br> Interest Rate | Maturity Date | Percent of Total Indebtedness |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fixed Rate Debt |  |  |  |  |  |  |
| Mortgage Debt: |  |  |  |  |  |  |
| Casitas Plaza Shopping Center | \$ | 6,877 | 5.32\% | 4.20\% | 06/01/22 | 0.5\% |
| Riverstone Marketplace |  | 17,351 | 4.96\% | 3.80\% | 07/01/22 | 1.2\% |
| Fullerton Crossroads |  | 26,000 | 4.73\% | 3.82\% | 04/06/24 | 1.7\% |
| Diamond Hills Plaza |  | 35,500 | 3.55\% | 3.61\% | 10/01/25 | 2.5\% |
| Net unamortized premiums/deferred financing charges |  | 1,038 |  |  |  |  |
| Total Mortgage Debt |  | 86,766 | 4.33\% | 3.76\% | 3.6 Years (WA) | 5.9\% |
| Unsecured Senior Notes: |  |  |  |  |  |  |
| Senior Notes Due 2023 |  | 250,000 | 5.00\% | 5.21\% | 12/15/23 | 17.4\% |
| Senior Notes Due 2024 |  | 250,000 | 4.00\% | 4.21\% | 12/15/24 | 17.4\% |
| Senior Notes Due 2026 |  | 200,000 | 3.95\% | 3.95\% | 09/22/26 | 13.9\% |
| Senior Notes Due 2027 |  | 250,000 | 4.19\% | 4.19\% | 12/15/27 | 17.4\% |
| Net unamortized discounts/deferred financing charges |  | $(6,733)$ |  |  |  |  |
| Total Unsecured Senior Notes |  | 943,267 | 4.30\% | 4.41\% | 5.1 Years (WA) | 66.1\% |
| Term Loan: |  |  |  |  |  |  |
| Interest rate swaps |  | 100,000 | 3.59\% | 3.59\% | 8/31/2022 | 6.9\% |
| Interest rate swaps |  | 200,000 | 2.74\% | 2.74\% | 8/31/2022 | 13.9\% |
| Total Term Loan |  | 300,000 | 3.02\% | 3.02\% |  | 20.8\% |
| Total Fixed Rate Debt |  | 1,330,033 | 4.02\% | 4.06\% | 5.0 Years (WA) | 92.8\% |
| Variable Rate Debt |  |  |  |  |  |  |
| Credit Facility |  | 103,500 | 1.05\% | 1.05\% | 02/20/24 ${ }^{(1)}$ | 7.2\% |
| Net unamortized deferred financing charges |  | $(2,956)$ |  |  |  |  |
| Credit Facility, net |  | 100,544 |  |  |  |  |
| Term Loan |  | 300,000 |  |  | 01/20/25 |  |
| Net unamortized deferred financing charges |  | $(1,567)$ |  |  |  |  |
| Term Loan, net |  | 298,433 |  |  |  |  |
| Interest rate swaps - Term loan |  | $(300,000)$ |  |  |  |  |
| Total Variable Rate Debt |  | 98,977 | 1.05\% | 1.05\% | 4.1 Years (WA) | 7.2\% |
| TOTAL DEBT | \$ | 1,429,010 | 3.80\% | 3.84\% | 4.7 Years (WA) | 100.0\% |
| Net unamortized premiums on mortgages |  | $(1,233)$ |  |  |  |  |
| Net unamortized discounts on notes |  | 3,229 |  |  |  |  |
| Net unamortized deferred financing charges |  | 8,222 |  |  |  |  |
| Total Principal Debt | \$ | 1,439,228 |  |  |  |  |

(unaudited, dollars in thousands)

| Year | Mortgage Principal Payments |  | Mortgage Principal due at Maturity |  | Credit Facility |  | Term Loan |  | SeniorUnsecured Notes |  | Total Principal Payments |  | Percentage of Debt Maturing |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2020 | \$ | 148 | \$ | - | \$ | - | \$ | - | \$ | - | \$ | 148 | 0.0\% |
| 2021 |  | 717 |  | - |  | - |  | - |  | - |  | 717 | 0.0\% |
| 2022 |  | 1,003 |  | 23,129 |  | - |  | - |  | - |  | 24,132 | 1.7\% |
| 2023 |  | 686 |  | - |  | - |  | - |  | 250,000 |  | 250,686 | 17.4\% |
| 2024 |  | 708 |  | 26,000 |  | 103,500 ${ }^{(1)}$ |  | - |  | 250,000 |  | 380,208 | 26.4\% |
| 2025 |  | 550 |  | 32,787 |  | - |  | 300,000 |  | - |  | 333,337 | 23.2\% |
| 2026 |  | - |  | - |  | - |  | - |  | 200,000 |  | 200,000 | 13.9\% |
| 2027 |  | - |  | - |  | - |  | - |  | 250,000 |  | 250,000 | 17.4\% |
| 2028 |  | - |  | - |  | - |  | - |  | - |  | - | 0.0\% |
|  | \$ | 3,812 | \$ | 81,916 | \$ | 103,500 | \$ | 300,000 | \$ | 950,000 | \$ | 1,439,228 | 100.0\% |

Summary of Unencumbered/Encumbered Properties

| Summary of Unencumbered/Encumbered Properties |  |  |  |
| :--- | :---: | :---: | :---: |
|  | Number of <br> Properties | GLA | Percentage <br> of GLA |
| Unencumbered properties | 84 | $9,512,563$ | $94.5 \%$ |
| Encumbered properties | 4 | 552,471 | $5.5 \%$ |
|  | 88 | $10,065,034$ | $100.0 \%$ |


| Summary of Unsecured Debt/Secured Debt |  |  |  |
| :--- | :---: | ---: | :---: |
|  |  | Amount | Percentage of Total <br> Principal Debt |
| Unsecured principal debt | $\$$ | $1,353,500$ | $94.0 \%$ |
| Secured principal debt |  | 85,728 | $6.0 \%$ |
| Total Principal Debt | $\$$ | $1,439,228$ | $100.0 \%$ |

(unaudited, 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 principal debt (Total principal debt less cash \& equivalents)/Annualized EBITDA
Net principal debt (Total principal debt less cash \& equivalents)/TTM EBITDA

Debt/book value ratios, at period end:
Total principal debt/total book assets
Total principal debt/undepreciated book value
Secured principal debt/undepreciated book value
$\qquad$
$\qquad$ 03/31/20 12/31/19 09/30/19 30/20 —
value ratios, at period end:

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 principal debt
TOTAL MARKET CAPITALIZATION
3.1 x
3.1 x

| 3.1x | 3.0x | 3.5 x | 3.4x | 3.2 |
| :---: | :---: | :---: | :---: | :---: |
| 3.1x | 2.9x | 3.5x | 3.3x | 3.2x |


| 7.3 x | 7.9 x | 7.0 x | 7.0 x |
| :--- | :--- | :--- | :--- |

7.2x
7.1x

|  | 49.3\% |  | 51.8\% |  | 50.3\% |  | 48.7\% |  | 48.7\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 42.8\% |  | 45.4\% |  | 44.2\% |  | 43.0\% |  | 43.2\% |
|  | 2.5\% |  | 2.5\% |  | 2.6\% |  | 2.6\% |  | 2.6\% |
|  | 117,264 |  | 116,962 |  | 115,440 |  | 115,871 |  | 114,700 |
|  | 9,111 |  | 9,413 |  | 10,934 |  | 11,051 |  | 11,227 |
| \$ | 10.42 | \$ | 11.33 | \$ | 8.29 | \$ | 17.66 | \$ | 18.23 |
| \$ | 1,316,827 | \$ | 1,431,828 | \$ | 1,047,648 | \$ | 2,241,442 | \$ | 2,295,641 |
|  | 1,439,228 |  | 1,569,373 |  | 1,489,515 |  | 1,420,157 |  | 1,428,298 |
| \$ | 2,756,055 | \$ | 3,001,201 | \$ | 2,537,163 | \$ | 3,661,599 | \$ | 3,723,939 |

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

Total debt to total assets not to exceed $60 \%$

| $45.4 \%$ | $48.1 \%$ | $46.9 \%$ | $45.4 \%$ | $45.8 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| $2.7 \%$ | $2.6 \%$ | $2.7 \%$ | $2.8 \%$ | $2.8 \%$ |
| $220.9 \%$ | $207.7 \%$ | $213.5 \%$ | $221.2 \%$ | $219.0 \%$ |
| 3.2 x | 3.3 x | 3.3 x | 3.3 x | 3.3 x |


| Southern California |  | City | State | Date <br> Acquired | Owned GLA | $\begin{gathered} \% \\ \text { Leased } \end{gathered}$ |  | BR ${ }^{(1)}$ | Major Tenants |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Los Angeles metro area |  |  |  |  |  |  |  |  |  |
| Paramount Plaza | * | Paramount | CA | 12/22/09 | 95,062 | 100.0\% | \$ | 1,931 | Grocery Outlet Supermarket, 99¢ Only Stores, Rite Aid Pharmacy |
| Claremont Promenade | * | Claremont | CA | 09/23/10 | 92,297 | 97.2\% |  | 2,470 | Super King Supermarket |
| Gateway Village | * | Chino Hills | CA | 12/17/10 | 96,959 | 94.6\% |  | 2,875 | Sprouts Market |
| Seabridge Marketplace | * | Oxnard | CA | 05/31/12 | 98,348 | 95.3\% |  | 1,862 | Safeway (Vons) Supermarket |
| Glendora Shopping Center | * | Glendora | CA | 08/01/12 | 106,535 | 92.4\% |  | 1,305 | Albertson's Supermarket |
| Redondo Beach Plaza | * | Redondo Beach | CA | 12/28/12 | 110,509 | 100.0\% |  | 2,344 | Safeway (Vons) Supermarket, Petco |
| Diamond Bar Town Center | * | Diamond Bar | CA | 02/01/13 | 100,342 | 99.0\% |  | 2,346 | Walmart Neighborhood Market, Crunch Fitness |
| Diamond Hills Plaza | * | Diamond Bar | CA | 04/22/13 | 139,505 | 97.2\% |  | 3,913 | H-Mart Supermarket |
| Plaza de la Cañada | * | La Cañada Flintridge | CA | 12/13/13 | 100,425 | 100.0\% |  | 2,673 | Gelson's Supermarket, TJ Maxx, Rite Aid Pharmacy |
| Fallbrook Shopping Center | * | Los Angeles | CA | 06/13/14 | 755,299 | 98.9\% |  | 12,494 | Sprouts Market, Trader Joe's, Kroger (Ralph's) Supermarket ${ }^{(2)}$, TJ Maxx |
| Moorpark Town Center | * | Moorpark | CA | 12/03/14 | 133,547 | 95.2\% |  | 2,031 | Kroger (Ralph's) Supermarket, CVS Pharmacy |
| Ontario Plaza | * | Ontario | CA | 01/06/15 | 150,149 | 94.4\% |  | 2,312 | El Super Supermarket, Rite Aid Pharmacy |
| Park Oaks Shopping Center | * | Thousand Oaks | CA | 01/06/15 | 110,092 | 88.4\% |  | 2,468 | Safeway (Vons) Supermarket, Dollar Tree |
| Warner Plaza | * | Woodland Hills | CA | 12/31/15 | 110,918 | 91.2\% |  | 4,298 | Sprouts Market, Kroger (Ralph's) Supermarket ${ }^{(2)}$, Rite Aid Pharmacy ${ }^{(2)}$ |
| Magnolia Shopping Center | * | Santa Barbara | CA | 03/10/16 | 116,360 | 85.9\% |  | 2,113 | Kroger (Ralph's) Supermarket |
| Casitas Plaza Shopping Center | * | Carpinteria | CA | 03/10/16 | 105,118 | 96.9\% |  | 1,792 | Albertson's Supermarket, CVS Pharmacy |
| Bouquet Center | * | Santa Clarita | CA | 04/28/16 | 148,903 | 93.8\% |  | 3,147 | Safeway (Vons) Supermarket, CVS Pharmacy, Ross Dress For Less |
| North Ranch Shopping Center | * | Westlake Village | CA | 06/01/16 | 146,448 | 93.7\% |  | 4,970 | Kroger (Ralph's) Supermarket, Trader Joe's, Rite Aid Pharmacy, Petco |
| The Knolls | * | Long Beach | CA | 10/03/16 | 52,021 | 95.2\% |  | 1,268 | Trader Joe's, Pet Food Express |
| The Terraces | * | Rancho Palos Verdes | CA | 03/17/17 | 172,922 | 94.9\% |  | 3,543 | Trader Joe's, Marshall's, LA Fitness |
| Los Angeles metro area total |  |  |  |  | 2,941,759 | 95.9\% | \$ | 62,155 |  |
| Orange County metro area |  |  |  |  |  |  |  |  |  |
| Santa Ana Downtown Plaza | * | Santa Ana | CA | 01/26/10 | 105,536 | 96.0\% | \$ | 2,232 | Kroger (Food 4 Less) Supermarket, Marshall's |
| Sycamore Creek | * | Corona | CA | 09/30/10 | 74,198 | 98.2\% |  | 1,866 | Safeway (Vons) Supermarket, CVS Pharmacy ${ }^{(2)}$ |
| Desert Springs Marketplace | * | Palm Desert | CA | 02/17/11 | 113,718 | 96.4\% |  | 2,885 | Kroger (Ralph's) Supermarket, Rite Aid Pharmacy |
| Cypress Center West | * | Cypress | CA | 12/04/12 | 107,246 | 95.5\% |  | 2,031 | Kroger (Ralph's) Supermarket, Rite Aid Pharmacy |
| Harbor Place Center | * | Garden Grove | CA | 12/28/12 | 119,836 | 98.8\% |  | 1,818 | AA Supermarket, Ross Dress For Less, Autozone |
| 5 Points Plaza | * | Huntington Beach | CA | 09/27/13 | 160,536 | 99.7\% |  | 4,618 | Trader Joe's |
| Peninsula Marketplace | * | Huntington Beach | CA | 10/15/13 | 95,416 | 99.0\% |  | 2,418 | Kroger (Ralph's) Supermarket, Planet Fitness |
| Fullerton Crossroads | * | Fullerton | CA | 10/11/17 | 219,785 | 98.2\% |  | 3,467 | Kroger (Ralph's) Supermarket, Kohl's, Jo-Ann Fabrics and Crafts |
| The Village at Nellie Gail Ranch | * | Laguna Hills | CA | 11/30/17 | 89,041 | 94.8\% |  | 2,903 | Smart \& Final Extra Supermarket |
| Orange Country metro area total |  |  |  |  | 1,085,312 | 97.6\% | \$ | 24,238 |  |
| San Diego metro area |  |  |  |  |  |  |  |  |  |
| Marketplace Del Rio | * | Oceanside | CA | 01/03/11 | 183,787 | 83.3\% | \$ | 3,165 | Stater Brothers Supermarket, Walgreens |
| Renaissance Towne Centre | * | San Diego | CA | 08/03/11 | 53,272 | 100.0\% |  | 2,708 | CVS Pharmacy |
| Euclid Plaza | * | San Diego | CA | 03/29/12 | 77,044 | 100.0\% |  | 1,502 | Vallarta Supermarket, Walgreens |
| Bay Plaza | * | San Diego | CA | 10/05/12 | 73,324 | 98.0\% |  | 2,086 | Seafood City Supermarket |
| Bernardo Heights Plaza | * | Rancho Bernardo | CA | 02/06/13 | 37,729 | 100.0\% |  | 947 | Sprouts Market |
| Hawthorne Crossings | * | San Diego | CA | 06/27/13 | 141,288 | 98.9\% |  | 3,150 | Mitsuwa Supermarket, Ross Dress For Less, Staples |
| Creekside Plaza | * | Poway | CA | 02/28/14 | 133,852 | 95.0\% |  | 3,147 | Stater Brothers Supermarket, AMC Theatres |
| San Diego metro area total |  |  |  |  | 700,296 | 94.2\% | \$ | 16,705 |  |
| Southern California Totals |  |  |  |  | 4,727,367 | 96.1\% | \$ | 103,098 |  |

(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 2020.
(dollars in thousands)

| Northern California |  | City | State | Date Acquired | Owned GLA | \% <br> Leased | $\mathbf{A B R}^{(\mathbf{1})}$ |  | Major Tenants |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| San Francisco metro area |  |  |  |  |  |  |  |  |  |
| Pleasant Hill Marketplace | * | Pleasant Hill | CA | 04/08/10 | 69,715 | 100.0\% | \$ | 1,471 | Total Wine and More, Buy Buy Baby, Basset Furniture |
| Pinole Vista Shopping Center | * | Pinole | CA | 01/06/11 | 135,962 | 98.4\% |  | 2,827 | SaveMart (Lucky) Supermarket, Planet Fitness |
| Country Club Gate Center | * | Pacific Grove | CA | 07/08/11 | 109,331 | 90.1\% |  | 2,148 | SaveMart (Lucky) Supermarket, Rite Aid Pharmacy |
| Marlin Cove Shopping Center | * | Foster City | CA | 05/04/12 | 73,943 | 100.0\% |  | 2,461 | 99 Ranch Market |
| The Village at Novato | * | Novato | CA | 07/24/12 | 20,081 | 100.0\% |  | 560 | Trader Joe's, Pharmaca Pharmacy |
| Santa Teresa Village | * | San Jose | CA | 11/08/12 | 127,888 | 86.3\% |  | 2,707 | Grocery Outlet Supermarket, Dollar Tree |
| Granada Shopping Center | * | Livermore | CA | 06/27/13 | 69,325 | 100.0\% |  | 1,378 | SaveMart (Lucky) Supermarket |
| Country Club Village | * | San Ramon | CA | 11/26/13 | 111,093 | 98.8\% |  | 2,262 | Walmart Neighborhood Market, CVS Pharmacy |
| North Park Plaza | * | San Jose | CA | 04/30/14 | 76,697 | 99.1\% |  | 2,549 | H-Mart Supermarket |
| Winston Manor | * | South San Francisco | CA | 01/07/15 | 49,852 | 100.0\% |  | 1,787 | Grocery Outlet Supermarket |
| Jackson Square | * | Hayward | CA | 07/01/15 | 114,220 | 100.0\% |  | 2,242 | Safeway Supermarket, CVS Pharmacy, 24 Hour Fitness |
| Gateway Centre | * | San Ramon | CA | 09/01/15 | 112,553 | 96.6\% |  | 2,608 | SaveMart (Lucky) Supermarket, Walgreens |
| Iron Horse Plaza | * | Danville | CA | 12/04/15 | 61,915 | 100.0\% |  | 2,351 | Lunardi's Market |
| Monterey Center | * | Monterey | CA | 07/14/16 | 25,626 | 93.7\% |  | 1,021 | Trader Joe's, Pharmaca Pharmacy |
| Santa Rosa Southside Shopping Center | * | Santa Rosa | CA | 03/24/17 | 88,535 | 95.9\% |  | 1,577 | REI, Cost Plus World Market, DSW |
| Monta Loma Plaza | * | Mountain View | CA | 09/19/17 | 48,078 | 100.0\% |  | 1,540 | Safeway Supermarket |
| San Francisco metro area total |  |  |  |  | 1,294,814 | 96.8\% | \$ | 31,489 |  |
| Sacramento metro area |  |  |  |  |  |  |  |  |  |
| Mills Shopping Center | * | Rancho Cordova | CA | 02/17/11 | 235,514 | 89.3\% | \$ | 2,721 | Viva Supermarket, Ross Dress For Less (dd's Discounts), Dollar Tree |
| Green Valley Station | * | Cameron Park | CA | 06/15/12 | 52,245 | 88.7\% |  | 984 | CVS Pharmacy |
| Sacramento metro area total |  |  |  |  | 287,759 | 89.2\% | \$ | 3,705 |  |
| Northern California Totals |  |  |  |  | 1,582,573 | 95.4\% | \$ | 35,194 |  |


| (dollars in thousands) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Pacific Northwest |  | City | State | Date Acquired | Owned GLA | \% <br> Leased |  | BR ${ }^{(1)}$ | Major Tenants |
| Seattle metro area |  |  |  |  |  |  |  |  |  |
| Meridian Valley Plaza | * | Kent | WA | 02/01/10 | 51,597 | 100.0\% | \$ | 867 | Kroger (QFC) Supermarket |
| The Market at Lake Stevens | * | Lake Stevens | WA | 03/11/10 | 74,130 | 100.0\% |  | 1,681 | Albertson's (Haggen) Supermarket |
| Canyon Park Shopping Center | * | Bothell | WA | 07/29/11 | 123,592 | 100.0\% |  | 2,522 | PCC Community Markets, Rite Aid Pharmacy, Petco |
| Hawks Prairie Shopping Center | * | Lacey | WA | 09/09/11 | 157,529 | 100.0\% |  | 1,958 | Safeway Supermarket, Dollar Tree, Big Lots |
| The Kress Building | * | Seattle | WA | 09/30/11 | 74,616 | 69.2\% |  | 1,434 | IGA Supermarket, TJMaxx |
| Gateway Shopping Center | * | Marysville | WA | 02/16/12 | 104,298 | 93.9\% |  | 2,481 | WinCo Foods ${ }^{(2)}$, Rite Aid Pharmacy, Ross Dress For Less |
| Aurora Square | * | Shoreline | WA | 2012/2014 | 108,558 | 94.6\% |  | 1,789 | Central Supermarket, Marshall's |
| Canyon Crossing | * | Puyallup | WA | 04/15/13 | 120,398 | 100.0\% |  | 2,854 | Safeway Supermarket |
| Crossroads Shopping Center | * | Bellevue | WA | 2010/2013 | 473,147 | 98.2\% |  | 11,300 | Kroger (QFC) Supermarket, Bed Bath \& Beyond, Dick's Sporting Goods |
| Bellevue Marketplace | * | Bellevue | WA | 12/10/15 | 113,758 | 100.0\% |  | 3,405 | Asian Family Market |
| Four Corner Square | * | Maple Valley | WA | 12/21/15 | 119,531 | 100.0\% |  | 2,634 | Grocery Outlet Supermarket, Walgreens, Johnsons Home \& Garden |
| Bridle Trails Shopping Center | * | Kirkland | WA | 10/17/16 | 110,640 | 100.0\% |  | 2,388 | Grocery Outlet Supermarket, Bartell Drugs, Dollar Tree |
| PCC Community Markets Plaza | * | Edmonds | WA | 01/25/17 | 34,459 | 100.0\% |  | 690 | PCC Community Markets |
| Highland Hill Shopping Center | * | Tacoma | WA | 05/09/17 | 163,926 | 100.0\% |  | 2,914 | Safeway Supermarket, LA Fitness, Dollar Tree, Petco |
| North Lynnwood Shopping Center | * | Lynnwood | WA | 10/19/17 | 63,606 | 80.1\% |  | 933 | Grocery Outlet Supermarket |
| Stadium Center | * | Tacoma | WA | 02/23/18 | 48,888 | 100.0\% |  | 1,036 | Thriftway Supermarket |
| Summerwalk Village |  | Lacey | WA | 12/13/19 | 60,379 | 98.0\% |  | 880 | Walmart Neighborhood Market |
| Seattle metro area total |  |  |  |  | 2,003,052 | 97.1\% | \$ | 41,766 |  |
| Portland metro area |  |  |  |  |  |  |  |  |  |
| Happy Valley Town Center | * | Happy Valley | OR | 07/14/10 | 138,397 | 100.0\% | \$ | 3,788 | New Seasons Supermarket |
| Wilsonville Old Town Square | * | Wilsonville | OR | 2010/2012 | 49,937 | 100.0\% |  | 1,850 | Kroger (Fred Meyer) Supermarket ${ }^{(2)}$ |
| Cascade Summit Town Square | * | West Linn | OR | 08/20/10 | 94,934 | 100.0\% |  | 1,828 | Safeway Supermarket |
| Heritage Market Center | * | Vancouver | WA | 09/23/10 | 108,054 | 100.0\% |  | 1,892 | Safeway Supermarket, Dollar Tree |
| Division Crossing | * | Portland | OR | 12/22/10 | 103,561 | 100.0\% |  | 1,313 | Rite Aid Pharmacy, Ross Dress For Less, Ace Hardware |
| Halsey Crossing | * | Gresham | OR | 12/22/10 | 99,428 | 100.0\% |  | 1,407 | 24 Hour Fitness, Dollar Tree |
| Hillsboro Market Center | * | Hillsboro | OR | 11/23/11 | 156,021 | 100.0\% |  | 2,622 | Albertson's Supermarket, Dollar Tree, Ace Hardware |
| Robinwood Shopping Center | * | West Linn | OR | 08/23/13 | 70,831 | 100.0\% |  | 1,087 | Walmart Neighborhood Market |
| Tigard Marketplace | * | Tigard | OR | 02/18/14 | 136,889 | 100.0\% |  | 2,083 | H-Mart Supermarket, Bi-Mart |
| Wilsonville Town Center | * | Wilsonville | OR | 12/11/14 | 167,829 | 100.0\% |  | 2,907 | Safeway Supermarket, Rite Aid Pharmacy, Dollar Tree |
| Tigard Promenade | * | Tigard | OR | 07/28/15 | 88,043 | 100.0\% |  | 1,511 | Safeway Supermarket |
| Sunnyside Village Square | * | Happy Valley | OR | 07/28/15 | 92,278 | 100.0\% |  | 1,602 | Grocery Outlet Supermarket, Snap Fitness, Ace Hardware |
| Johnson Creek Center | * | Happy Valley | OR | 11/09/15 | 108,588 | 100.0\% |  | 2,277 | Trader Joe's, Walgreens, Sportsman's Warehouse |
| Rose City Center | * | Portland | OR | 09/15/16 | 60,680 | 100.0\% |  | 833 | Safeway Supermarket |
| Division Center | * | Portland | OR | 04/05/17 | 118,122 | 100.0\% |  | 2,107 | Grocery Outlet Supermarket, Rite Aid Pharmacy, Petco |
| Riverstone Marketplace | * | Vancouver | WA | 10/11/17 | 95,774 | 100.0\% |  | 2,263 | Kroger (QFC) Supermarket |
| King City Plaza | * | King City | OR | 05/18/18 | 62,676 | 93.9\% |  | 929 | Grocery Outlet Supermarket |
| Portland metro area total |  |  |  |  | 1,752,042 | 99.8\% | \$ | 32,299 |  |
| Pacific Northwest Totals |  |  |  |  | 3,755,094 | 98.4\% | \$ | 74,065 |  |
| TOTAL SHOPPING CENTERS |  |  |  |  | 10,065,034 | 96.8\% | \$ | 212,357 |  |

(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 2020.
(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
Bad debt
TOTAL REVENUES

## OPERATING EXPENSES:

Property operating expenses
Property taxes
total operating expenses

SAME-CENTER CASH NET OPERATING INCOME

|  | Three Months Ended |  |  |
| :--- | :--- | :--- | :--- |
|  | $09 / 30 / 20$ | $09 / 30 / 19$ | $\$$ Change |


| Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: |
| 0 | $09 / 30 / 19$ | \$ Change |  |
|  |  |  |  |


| 87 | 87 |
| :---: | ---: |
| $96.9 \%$ | $97.7 \%$ |


| \$ | 50,986 | \$ | 50,994 | \$ | (8) | (0.0\%) | \$ | 154,261 | \$ | 151,949 | \$ | 2,312 | 1.5\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 55 |  | 183 |  | (128) | (69.9\%) |  | 268 |  | 316 |  | (48) | (15.2\%) |
|  | 16,611 |  | 16,348 |  | 263 | 1.6\% |  | 50,520 |  | 49,536 |  | 984 | 2.0\% |
|  | 481 |  | 455 |  | 26 | 5.7\% |  | 1,163 |  | 1,895 |  | (732) | (38.6)\% |
|  | $(2,073)$ |  | (209) |  | $(1,864)$ | 891.9\% |  | $(8,251)$ |  | $(1,112)$ |  | $(7,139)$ | 642.0\% |
|  | 66,060 |  | 67,771 |  | $(1,711)$ | (2.5\%) |  | 197,961 |  | 202,584 |  | $(4,623)$ | (2.3\%) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 10,652 |  | 11,075 |  | (423) | (3.8\%) |  | 31,615 |  | 32,958 |  | $(1,343)$ | (4.1\%) |
|  | 8,411 |  | 7,990 |  | 421 | 5.3\% |  | 25,090 |  | 23,673 |  | 1,417 | 6.0\% |
|  | 19,063 |  | 19,065 |  | (2) | (0.0\%) |  | 56,705 |  | 56,631 |  | 74 | 0.1\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| \$ | 46,997 | \$ | 48,706 | \$ | (1,709) | (3.5\%) | S | 141,256 | \$ | 145,953 | \$ | $(4,697)$ | (3.2\%) |

SAME-CENTER CASH NET OPERATING INCOME RECONCILIATION
GAAP Operating Income
Depreciation and amortization

| \$ | 22,034 | \$ | 35,029 |
| :---: | :---: | :---: | :---: |
|  | 24,649 |  | 24,163 |
|  | 4,101 |  | 4,448 |
|  | 165 |  | 47 |
|  | - |  | $(10,357)$ |
|  | (333) |  | (924) |
|  | $(2,756)$ |  | $(3,087)$ |
|  | (114) |  | (161) |
|  | 47,746 |  | 49,158 |
|  | (749) |  | (452) |
| \$ | 46,997 | \$ | 48,706 |


| \$ | 70,188 | \$ | 89,242 |
| :---: | :---: | :---: | :---: |
|  | 73,041 |  | 73,367 |
|  | 11,974 |  | 13,674 |
|  | 525 |  | 1,364 |
|  | - |  | $(13,175)$ |
|  | (563) |  | $(2,650)$ |
|  | $(10,756)$ |  | $(13,025)$ |
|  | (363) |  | 135 |
|  | 144,046 |  | 148,932 |
|  | $(2,790)$ |  | $(2,979)$ |
| \$ | 141,256 | \$ | 145,953 |

(1) Same centers are those properties which were owned for the entirety of the current and comparable prior year period.
(2) Includes anchor lease termination fees net of contractual amounts, if any, expense and recovery adjustments related to prior periods and other miscellaneous adjustments.
(dollars in thousands)

| Tenant | Number of <br> Leases | Leased GLA | Percent <br> of Total <br> Leased GLA | ABR |  | Percent of Total ABR |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 Albertson's / Safeway Supermarkets | 19 | 951,600 | 9.8\% | \$ | 11,941 | 5.6\% |
| 2 Kroger Supermarkets | 11 | 483,455 | 5.0\% |  | 7,335 | 3.4\% |
| 3 JP Morgan Chase | 21 | 95,163 | 1.0\% |  | 3,157 | 1.5\% |
| 4 Rite Aid Pharmacy | 12 | 232,586 | 2.4\% |  | 3,080 | 1.4\% |
| 5 SaveMart Supermarkets | 4 | 187,639 | 1.9\% |  | 2,901 | 1.4\% |
| 6 Marshall's / TJMaxx | 6 | 178,195 | 1.8\% |  | 2,819 | 1.3\% |
| 7 Trader Joe's | 8 | 96,714 | 1.0\% |  | 2,802 | 1.3\% |
| 8 Sprouts Markets | 4 | 159,163 | 1.6\% |  | 2,747 | 1.3\% |
| 9 Ross Dress For Less / dd's Discounts | 7 | 191,703 | 2.0\% |  | 2,693 | 1.3\% |
| 10 Grocery Outlet Supermarkets | 9 | 194,443 | 2.0\% |  | 2,662 | 1.3\% |
| Top 10 Tenants Total | 101 | 2,770,661 | 28.5\% | \$ | 42,137 | 19.8\% |
| Other Tenants | 1,816 | 6,969,299 | 71.5\% |  | 170,220 | 80.2\% |
| Total Portfolio | 1,917 | 9,739,960 | 100.0\% | \$ | 212,357 | 100.0\% |

(dollars in thousands)

| Anchor Tenants ${ }^{(1)}$ | Number of Leases Expiring ${ }^{(2)}$ | Leased GLA | Percent of Total Leased GLA | Total ABR |  | Percent of Total ABR | ABR <br> Per Sq. Ft. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2020 | 1 | 39,956 | 0.4\% | \$ | 536 | 0.3\% |  | 13.40 |
| 2021 | 6 | 153,360 | 1.6\% |  | 1,945 | 0.9\% |  | 12.68 |
| 2022 | 16 | 494,010 | 5.1\% |  | 6,207 | 2.9\% |  | 12.57 |
| 2023 | 27 | 860,417 | 8.8\% |  | 12,981 | 6.1\% |  | 15.09 |
| 2024 | 16 | 595,384 | 6.1\% |  | 9,669 | 4.6\% |  | 16.24 |
| 2025 | 20 | 660,405 | 6.8\% |  | 9,021 | 4.2\% |  | 13.66 |
| 2026 | 16 | 584,529 | 6.0\% |  | 7,671 | 3.6\% |  | 13.12 |
| 2027 | 6 | 123,082 | 1.3\% |  | 1,817 | 0.9\% |  | 14.76 |
| 2028 | 14 | 514,446 | 5.3\% |  | 9,360 | 4.4\% |  | 18.19 |
| 2029 | 10 | 324,843 | 3.3\% |  | 5,150 | 2.4\% |  | 15.85 |
| 2030+ | 29 | 1,074,884 | 11.0\% |  | 15,932 | 7.5\% |  | 14.82 |
|  | 161 | 5,425,316 | 55.7\% | \$ | 80,289 | 37.7\% | \$ | 14.80 |
| Non-Anchor Tenants | Number of Leases Expiring ${ }^{(2)}$ | Leased GLA | Percent of Total Leased GLA |  | tal | Percent of <br> Total ABR |  |  |
| 2020 | 83 | 169,811 | 1.7\% | \$ | 5,012 | 2.4\% | \$ | 29.51 |
| 2021 | 285 | 535,861 | 5.5\% |  | 16,601 | 7.8\% |  | 30.98 |
| 2022 | 276 | 616,597 | 6.3\% |  | 18,703 | 8.8\% |  | 30.33 |
| 2023 | 287 | 649,212 | 6.7\% |  | 20,338 | 9.6\% |  | 31.33 |
| 2024 | 247 | 589,942 | 6.1\% |  | 18,318 | 8.6\% |  | 31.05 |
| 2025 | 229 | 569,098 | 5.8\% |  | 16,687 | 7.9\% |  | 29.32 |
| 2026 | 89 | 269,551 | 2.8\% |  | 7,957 | 3.7\% |  | 29.52 |
| 2027 | 67 | 211,003 | 2.2\% |  | 6,313 | 3.0\% |  | 29.92 |
| 2028 | 57 | 184,092 | 1.8\% |  | 6,461 | 3.0\% |  | 35.10 |
| 2029 | 45 | 144,512 | 1.5\% |  | 4,654 | 2.2\% |  | 32.20 |
| 2030+ | 91 | 374,965 | 3.9\% |  | 11,192 | 5.3\% |  | 29.85 |
|  | 1,756 | 4,314,644 | 44.3\% | \$ | 132,236 | 62.3\% | \$ | 30.65 |
| All Tenants | Number of Leases Expiring ${ }^{(2)}$ | Leased GLA | Percent of Total Leased GLA |  |  | Percent of <br> Total ABR |  |  |
| 2020 | 84 | 209,767 | 2.1\% | \$ | 5,548 | 2.7\% |  | 26.71 |
| 2021 | 291 | 689,221 | 7.1\% |  | 18,546 | 8.7\% |  | 26.91 |
| 2022 | 292 | 1,110,607 | 11.4\% |  | 24,910 | 11.7\% |  | 22.43 |
| 2023 | 314 | 1,509,629 | 15.5\% |  | 33,319 | 15.7\% |  | 22.07 |
| 2024 | 263 | 1,185,326 | 12.2\% |  | 27,987 | 13.2\% |  | 23.61 |
| 2025 | 249 | 1,229,503 | 12.6\% |  | 25,708 | 12.1\% |  | 20.91 |
| 2026 | 105 | 854,080 | 8.8\% |  | 15,628 | 7.3\% |  | 18.30 |
| 2027 | 73 | 334,085 | 3.5\% |  | 8,130 | 3.9\% |  | 24.33 |
| 2028 | 71 | 698,538 | 7.1\% |  | 15,821 | 7.4\% |  | 22.65 |
| 2029 | 55 | 469,355 | 4.8\% |  | 9,804 | 4.6\% |  | 20.89 |
| 2030+ | 120 | 1,449,849 | 14.9\% |  | 27,124 | 12.8\% |  | 18.72 |
|  | 1,917 | 9,739,960 | 100.0\% | \$ | 212,525 | 100.0\% | \$ | 21.83 |

(1) Anchor tenants are leases equal to or greater than 15,000 square feet.
(2) Does not assume exercise of renewal options.
New Leases
Number of Leases
Gross Leasable Area (sq. ft.)
Initial Base Rent (\$/sq. ft.)
Tenant Improvements (\$/sq. ft.)
Leasing Commissions (\$/sq. ft.)
Weighted Average Lease Term (Yrs.) ${ }^{(2)}$

| Non-Anchor |  | Anchor |  |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 36 |  | 1 |  | 37 |
|  | 104,731 |  | 29,300 |  | 134,031 |
| \$ | 24.24 | \$ | 11.52 | \$ | 21.46 |
| \$ | 2.08 | \$ | - | \$ | 1.63 |
| \$ | 3.69 | \$ | - | \$ | 2.88 |
|  | 6.0 |  | 15.0 |  | 8.0 |


| For the Nine Months Ended September 30, 2020 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Non-Anchor |  | Anchor |  |  | Total |
|  | 70 |  | 3 |  | 73 |
|  | 163,563 |  | 104,075 |  | 267,638 |
| \$ | 27.34 | \$ | 12.63 | \$ | 21.62 |
| \$ | 2.88 | \$ | 4.80 | \$ | 3.63 |
| \$ | 3.63 | \$ | - | \$ | 2.22 |
|  | 6.3 |  | 17.4 |  | 10.6 |

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

| Non-Anchor |  | Anchor |  |  | Total |  |
| ---: | ---: | ---: | ---: | ---: | ---: | :---: |
|  | 70 |  | 7 |  | 77 |  |
|  | 207,553 |  | 233,595 |  | 441,148 |  |
| $\$$ | 26.90 | $\$$ | 11.78 |  | 18.90 |  |
| $\$$ | 1.79 | $\$$ | 0.54 |  | $\$$ |  |
| $\$$ | 1.86 | $\$$ | - |  | $\$$ |  |
|  | 5.3 |  | 5.9 |  | 0.12 |  |
|  |  |  |  |  | 5.7 |  |


| Non-Anchor |  | Anchor |  |  | Total |  |
| ---: | ---: | ---: | ---: | ---: | ---: | :---: |
|  | 186 |  | 15 |  | 2014,541 |  |
|  | 418,550 |  | 495,991 |  | $914,50.10$ |  |
| $\$$ | 29.29 | $\$$ | 12.34 |  | $\$$ |  |
| $\$$ | 1.63 | $\$$ | 1.26 |  | $\$$ |  |
| $\$$ | 1.55 | $\$$ | - | $\$$ | 0.71 |  |
|  | 5.4 |  | 7.5 |  | 6.5 |  |

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

| Non-Anchor |  | Anchor |  |  | Total |  |
| :---: | ---: | ---: | ---: | ---: | ---: | :---: |
|  | 34 |  | 6 |  | 40 |  |
|  | 102,822 |  | 204,295 |  | 307,117 |  |
| $\$$ | 26.59 | $\$$ | 10.57 |  | 15.93 |  |
| $\$$ | 29.61 | $\$$ | 11.82 |  | $\$$ |  |
|  | $11.3 \%$ |  | $11.9 \%$ |  | 17.78 |  |
| $\$$ | 1.49 | $\$$ | 0.61 | $\$$ | 0.90 |  |
| $\$$ | - | $\$$ | - | $\$$ | - |  |
|  | 4.6 |  | 4.7 |  | 4.6 |  |


| Non-Anchor |  | Anchor |  |  | Total |  |
| :---: | ---: | ---: | ---: | ---: | ---: | :---: |
|  | 116 |  | 12 |  | 128 |  |
|  | 254,987 |  | 391,916 |  | 646,903 |  |
| $\$$ | 27.80 | $\$$ | 11.29 |  | $\$$ |  |
| $\$$ | 30.54 | $\$$ | 12.26 |  | 17.80 |  |
|  | $9.9 \%$ |  | $8.6 \%$ |  | 19.47 |  |
| $\$$ | 0.83 | $\$$ | 0.32 | $\$$ | $9.4 \%$ |  |
| $\$$ | 0.22 | $\$$ | - | $\$$ | 0.52 |  |
|  | 4.8 |  | 4.8 |  | 0.09 |  |
|  |  |  |  |  |  |  |


| Non-Anchor |  | Anchor |  |  | Total |  |
| :---: | ---: | ---: | ---: | ---: | ---: | :---: |
|  | 55 |  | 7 |  | 62 |  |
|  | 163,666 |  | 233,595 |  | 397,261 |  |
| $\$$ | 26.03 | $\$$ | 10.68 | $\$$ | 17.01 |  |
| $\$$ | 29.31 | $\$$ | 11.78 | $\$$ | 19.01 |  |
|  | $12.6 \%$ |  | $10.3 \%$ |  | $11.8 \%$ |  |
| $\$$ | 2.26 | $\$$ | 0.54 | $\$$ | 1.25 |  |
| $\$$ | 1.69 | $\$$ | - | $\$$ | 0.70 |  |
|  | 5.7 |  | 5.9 |  | 5.9 |  |


| Non-Anchor |  | Anchor |  |  | Total |  |
| :---: | :---: | ---: | ---: | ---: | ---: | :---: |
|  | 157 |  | 15 |  | 172 |  |
|  | 351,735 |  | 495,991 |  | 847,726 |  |
| $\$$ | 27.73 | $\$$ | 11.24 |  | $\$$ |  |
| $\$$ | 30.77 | $\$$ | 12.34 |  | 18.08 |  |
|  | $11.0 \%$ |  | $9.8 \%$ |  | 19.99 |  |
| $\$$ | 1.83 | $\$$ | 1.26 |  | $10.5 \%$ |  |
| $\$$ | 1.25 | $\$$ | - | $\$$ | 1.50 |  |
|  | 5.5 |  | 7.5 |  | 0.52 |  |
|  |  |  |  |  | 6.6 |  |


|  | 09/30/20 |  | 06/30/20 |  | 03/31/20 |  | 12/31/19 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \% leased at beginning of quarter |  | 97.0\% |  | 97.7\% |  | 97.9\% |  | 97.7\% |
| \% billed at beginning of quarter |  | 94.2\% |  | 93.9\% |  | 94.4\% |  | 95.1\% |
| ABR of new leases signed/not yet commenced - at beginning of quarter | \$ | 5,890 | \$ | 7,041 | \$ | 6,482 | \$ | 5,945 |
| less: ABR of new leases commenced during quarter |  | $(1,196)$ |  | (844) |  | (954) |  | $(1,370)$ |
| less: ABR of new leases dismissed during quarter |  | - |  | (865) |  | - |  | - |
| plus: ABR of new leases signed during quarter |  | 2,161 |  | 558 |  | 1,513 |  | 1,907 |
| ABR of new leases signed/not yet commenced - at end of quarter | \$ | 6,855 | \$ | 5,890 | \$ | 7,041 | \$ | 6,482 |
| \% leased at end of quarter |  | 96.8\% |  | 97.0\% |  | 97.7\% |  | 97.9\% |
| \% billed at end of quarter |  | 93.4\% |  | 94.2\% |  | 93.9\% |  | 94.4\% |
| ABR of new leases commenced during quarter - actual cash received | \$ | 179 | \$ | 183 | \$ | 169 | \$ | 222 |


|  | \% of Billed Base Rent Paid |  | \% Open |
| :---: | :---: | :---: | :---: |
|  | $2 \mathrm{Q} 20{ }^{(2)}$ | 3Q20 | by ABR |
|  | as of 7/27/20 | as of 10/22/20 | as of 10/22/20 |
| Grocery | 98.7\% | 99.3\% | 100.0\% |
| Drug Store | 98.7\% | 99.0\% | 100.0\% |
| Automotive Supply | 99.8\% | 99.9\% | 100.0\% |
| Home Improvement | 99.1\% | 99.7\% | 100.0\% |
| Electronics | 99.4\% | 99.8\% | 100.0\% |
| Off-price | 91.6\% | 99.3\% | 100.0\% |
| Pet Supply | 91.9\% | 93.8\% | 100.0\% |
| Postal Services | 88.9\% | 96.2\% | 100.0\% |
| Sporting Goods | 78.8\% | 98.0\% | 100.0\% |
| Financial Services | 97.7\% | 99.2\% | 99.5\% |
| Home Decor | 56.9\% | 97.1\% | 99.0\% |
| Wireless | 86.0\% | 90.5\% | 98.6\% |
| Local Services | 83.0\% | 89.9\% | 98.3\% |
| Medical \& Dental | 84.9\% | 92.3\% | 97.8\% |
| Fast Food Restaurants | 86.3\% | 92.0\% | 97.8\% |
| Limited Service Restaurants | 70.2\% | 78.9\% | 96.7\% |
| General Retail | 60.2\% | 87.0\% | 96.0\% |
| Non-retail | 91.2\% | 91.2\% | 95.3\% |
| Full Service Restaurants | 62.7\% | 63.0\% | 93.0\% |
| Salons | 55.7\% | 75.7\% | 92.7\% |
| Education | 64.0\% | 70.9\% | 87.2\% |
| Apparel | 83.7\% | 86.8\% | 87.0\% |
| Fitness | 38.2\% | 51.9\% | 75.7\% |
| Entertainment | 59.6\% | 68.2\% | 4.4\% |
| Total | 81.9\% | 88.7\% | 94.8\% |


(1) Data is to the best of ROIC's knowledge as of October 22, 2020. ROIC expects this data to change going forward.
(2) Total billed base rent paid for 2 Q 20 as of October 22,2020 is $85.9 \%$.

| Retail Opportunity Investments Corp. | Investor Relations: | Transfer Agent: |
| :--- | :--- | :--- |
| www.roireit.net | Carol Merriman | Syed Hussaini |
| NASDAQ: ROIC | cmerriman@roireit.net | 858.255 .7426 |

## Equity Research Coverage

| Bank of America Merrill Lynch | Craig Schmidt | 646.855 .3640 |
| :--- | :--- | :--- |
| Bank of Montreal | John P. Kim | 212.885 .4115 |
| BTIG | Juan Sanabria | 312.845 .4074 |
| Capital One Securities, Inc. | Michael Gorman | 212.738 .6138 |
| Citi | Chris Lucas | 571.633 .8151 |
|  | Michael Bilerman | 212.816 .1383 |
| D.A. Davidson \& Co. | Katy McConnell | 212.816 .4471 |
| Green Street | Barry Oxford | 212.240 .9871 |
| J.P. Morgan | Vince Tibone | 949.640 .8780 |
| Jefferies | Michael W. Mueller | 212.622 .6689 |
| KeyBanc Capital Markets | Linda Tsai | 212.778 .8011 |
| Raymond James | Todd Thomas | 917.368 .2286 |
| Wells Fargo | RJ Milligan | 908.447 .4493 |

## Fixed Income Research Coverage

J.P. Morgan

## Ratings Agency Coverage

| Fitch Ratings, Inc. | Zachary Klein | 646.582 .4049 |
| :--- | :--- | :--- |
| Moody's Investors Service | Juan Acosta | 212.553 .4849 |
| S\&P Global Ratings | Michael Souers | 212.438 .2508 |

