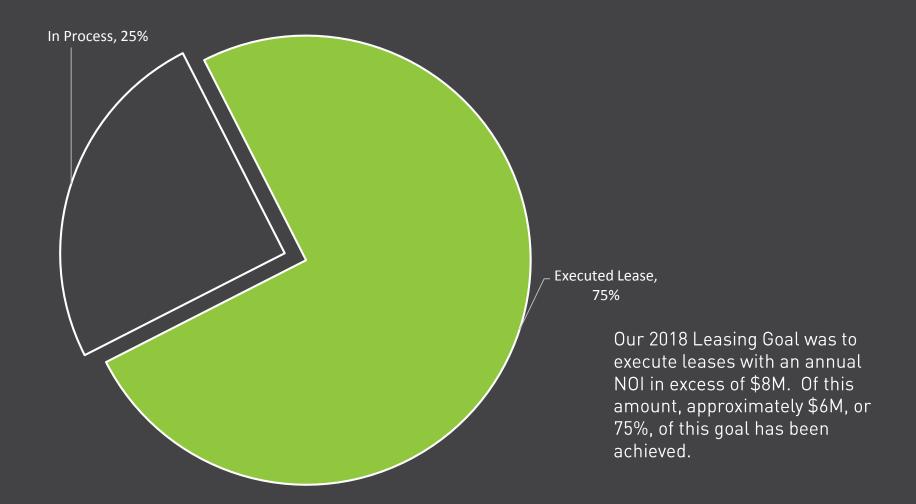




## CORE PORTFOLIO

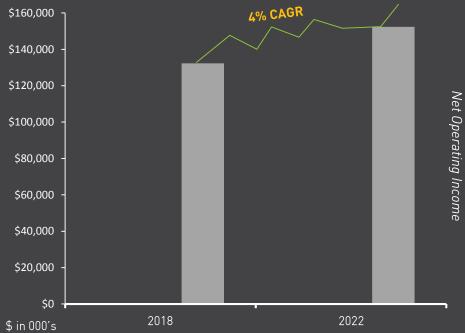
#### 2018 LEASING PROGRESS



#### **COMPELLING GROWTH**

By 2022, Acadia's core portfolio NOI is projected to grow in excess of \$20 million.

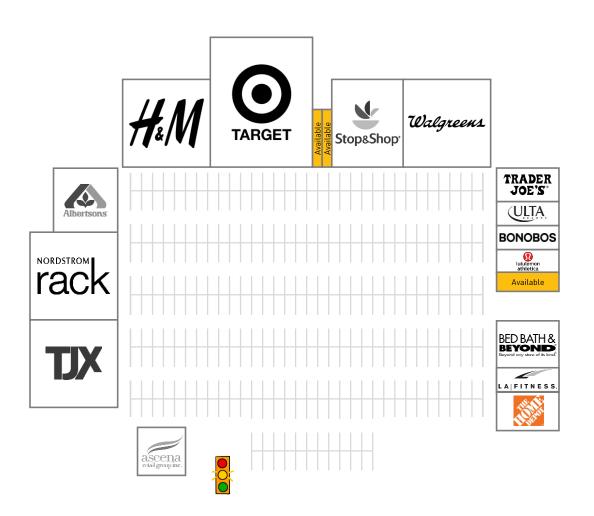
### The growth is driven by lease up, redevelopment, and contractual growth.



It is projected to cost approximately \$80M to achieve this growth. Of which, \$50M is projected to be spent on our two primary redevelopments, City Center in San Francisco and Clark & Diversey in Chicago, with the balance allocated to recurring tenant and other capital costs.

#### DEFENSIVE PROFILE: STRONG TOP TENANT DIVERSIFICATION

Right blend of value, necessity, and lifestyle retailers in live-work-play locations



Core Portfolio Top	%Total Pro		
Tenants	Rata ABR		
Target	5.8%		
H&M	4.0%		
Stop and Shop	2.8%		
Walgreens	2.7%		
Nordstrom, Inc.	2.5%		
Albertsons Companies	2.5%		
Bed, Bath, and Beyond	2.3%		
Ascena Retail Group	2.0%		
LA Fitness	1.9%		
Lululemon	1.7%		
Trader Joe's	1.7%		
TJX Companies	1.6%		
Home Depot	1.4%		
Total	32.9%		

### THE TEN

Chicago San Francisco New York



**CHICAGO** N Michigan Ave



CHICAGO
Rush-Walton St
Value-add in progress



SAN FRANCISCO City Center Value-add in progress



NEW YORK Soho Key lease-up in progress



**NEW YORK**Madison Ave



CHICAGO State St



CHICAGO
Clark-Diversey
Value-add in progress



SAN FRANCISCO 555 9<sup>th</sup> St



**NEW YORK** Lower Manhattan



WASHINGTON, DC Georgetown



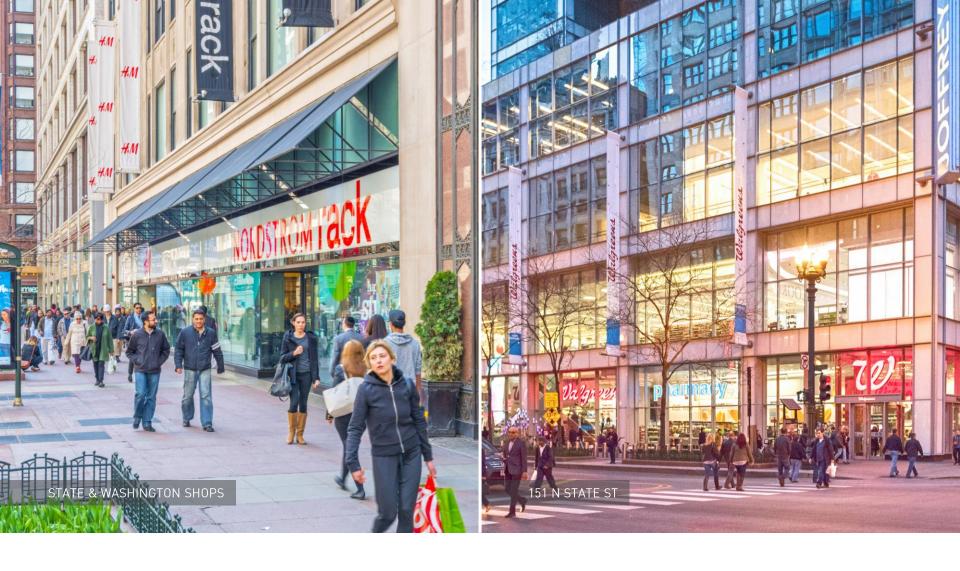
### CHICAGO

840 N MICHIGAN AVE

### CHICAGO

SULLIVAN CENTER, 1 S STATE ST





### CHICAGO

STATE ST

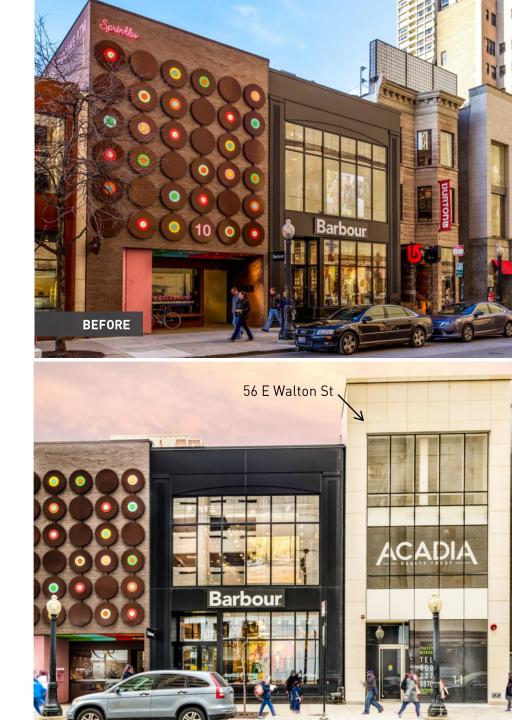
#### CHICAGO RUSH-WALTON ST

#### Completed expansion - 930 N Rush St:

- Proactively negotiated with Brioni for the early recapture of their space and immediately released it to lululemon at an 18% lease spread
- In connection with the expansion, lululemon who entered into a new 7-year term for the combined space – completed a full store remodel

#### In-process redevelopment - 56 E Walton St:

 Acadia is redeveloping this property, including modernizing the façade and repositioning the store entrance at grade level





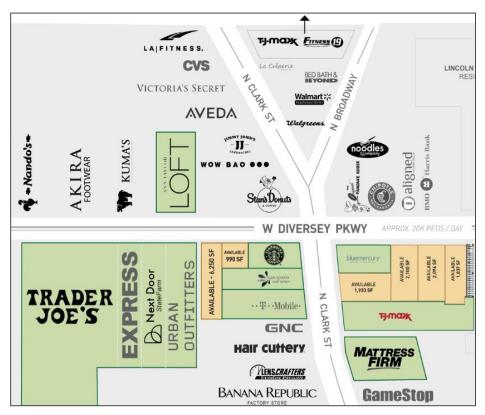
- acadia owned
- acadia owned in process redevelopment
- O third-party owned new entrant to Rush-Walton St market











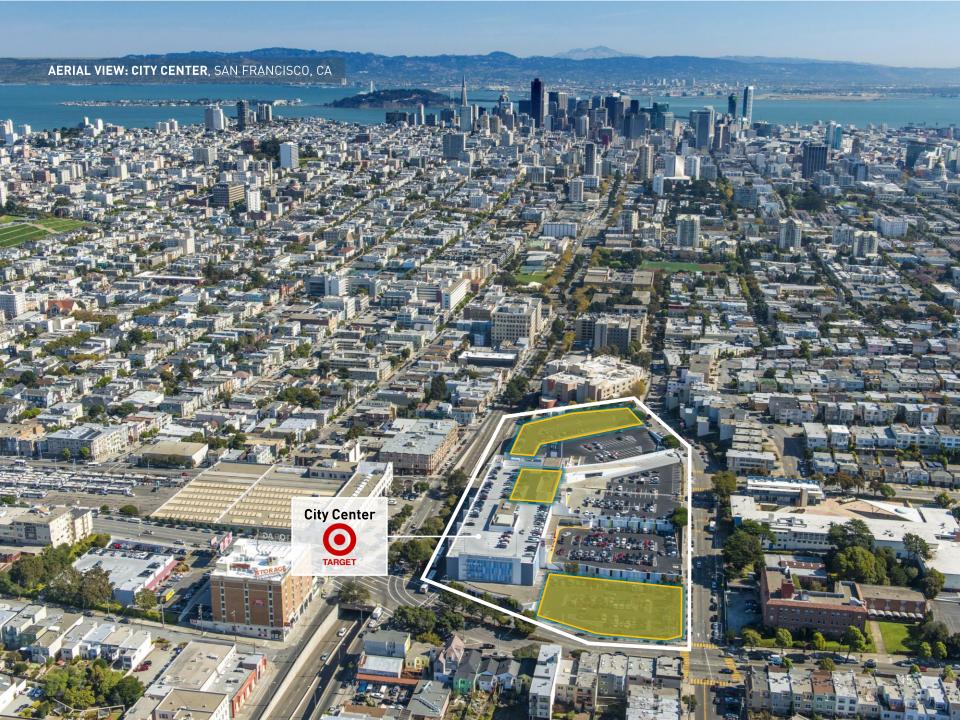


acadia owned

#### CHICAGO

#### CLARK & DIVERSEY, LINCOLN PARK

- Acadia is redeveloping and densifying the southeast corner of Clark-Diversey, increasing the leasable area from 19k sf to 30k sf
- The project is approximately 75% pre-leased executed new leases with TJ Maxx (for 5k sf at grade, plus all of the upper-level space) and bluemercury; only 7k sf of at-grade, small-shop space remains to be leased
- Construction is well underway





### SAN FRANCISCO

#### CITY CENTER

- Three densification projects in process (40k sf): (i) a two-story pad building in the Lyon St parking lot (due to a grade change, both levels will be at grade), (ii) an expanded, two-story building on the fourth level, and (iii) additional retail in the Masonic Ave parking lot
- Best Buy re-anchoring: Recaptured 55k sf and are currently in discussions with several exciting retailers

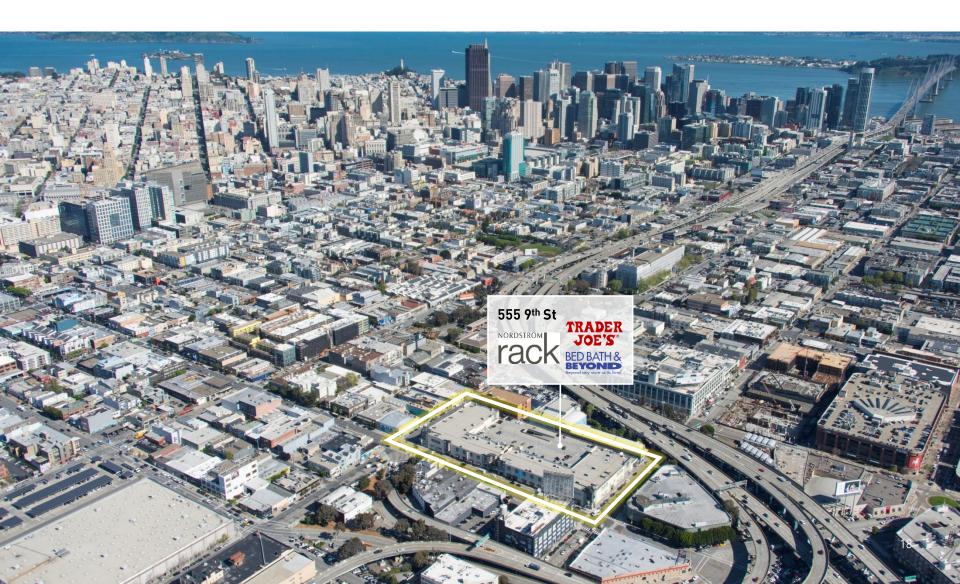


### SAN FRANCISCO

CITY CENTER

### SAN FRANCISCO

555 9<sup>TH</sup> ST





### **NEW YORK**

SOHO





### **NEW YORK**

RETAIL AT THE CARLYLE, MADISON AVE



### NEW YORK, NY

MADISON AVE





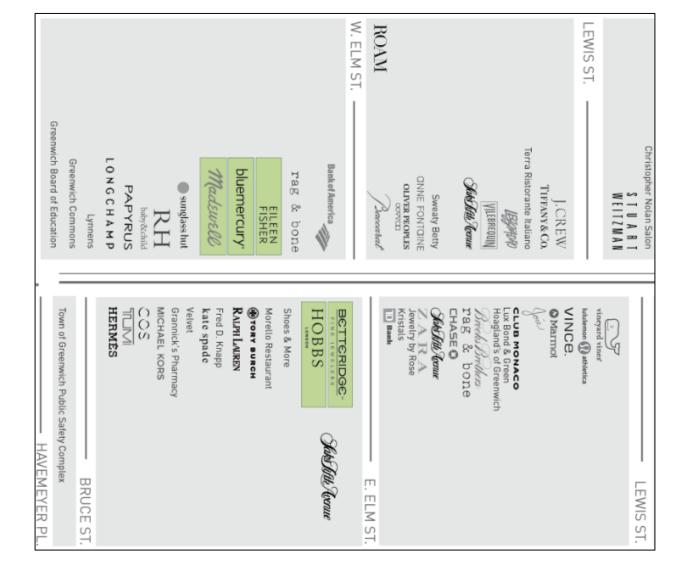
### WASHINGTON, DC

GEORGETOWN



### GREENWICH, CT

GREENWICH AVE

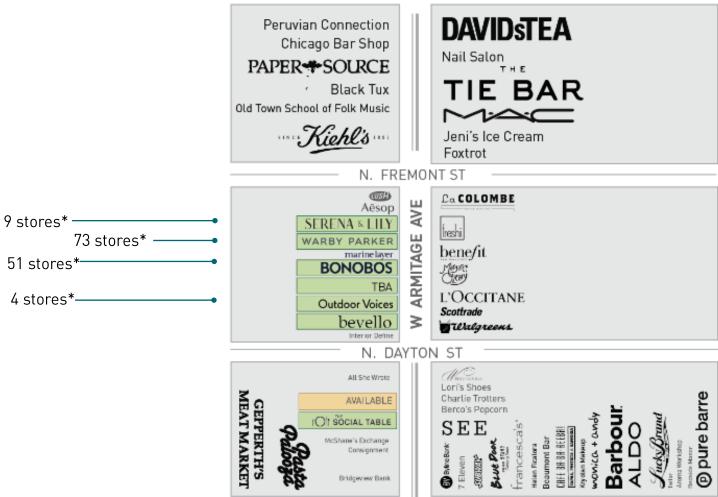


### GREENWICH, CT

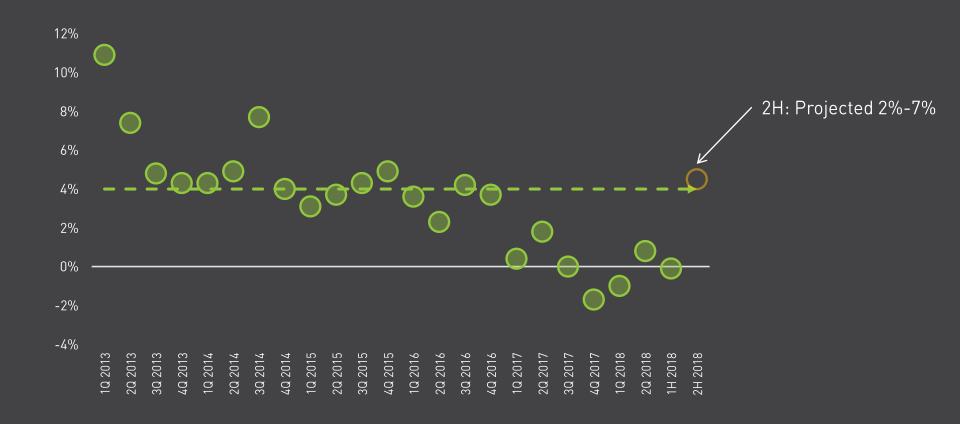
GREENWICH AVE

#### CLICKS TO BRICKS

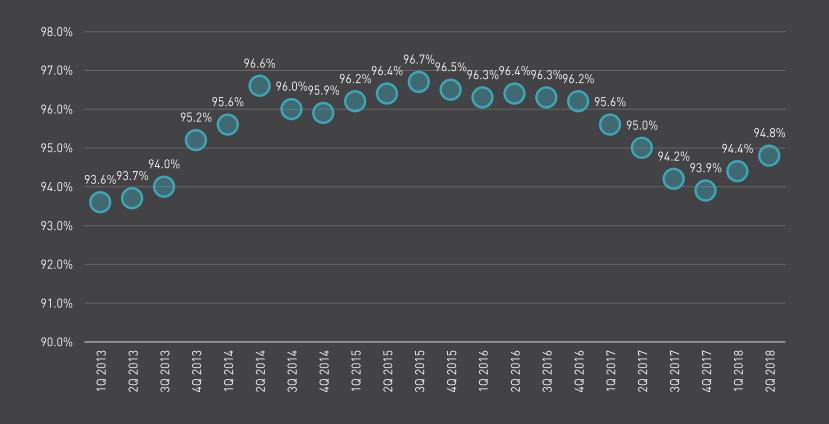
W ARMITAGE AVE, LINCOLN PARK, CHICAGO



#### SS NOI HISTORIC & PROJECTED



#### OCCUPANCY

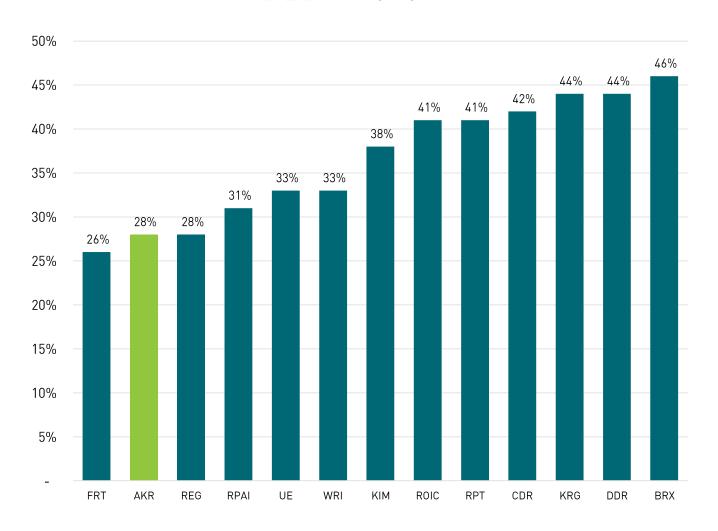




# BALANCE SHEET

#### **BALANCE SHEET**

#### DEBT TO GAV



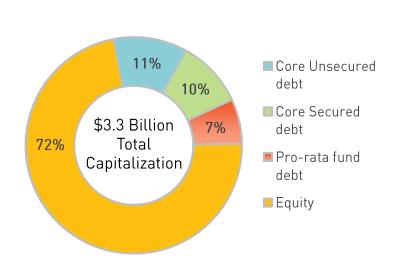
#### **BALANCE SHEET**

#### CORE PORTFOLIO

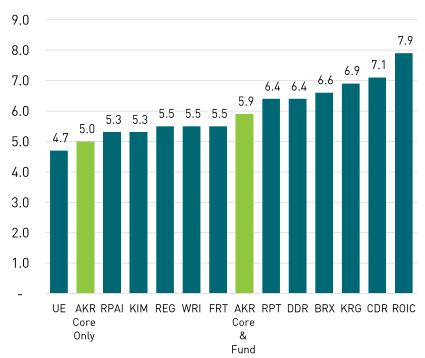
- Well-laddered debt maturity profile with minimal maturities through 2023
- □ Large
  unencumbered
  asset pool and deep
  lender relationships
- Weighted average maturity of approximately 8 years<sup>[1]</sup> with a weighted average rate under 4% <sup>[1]</sup>
- Over 80% of our core debt is fixed for the next five years (1)

(1) - Incorporates interest rate swaps

#### CAPITAL STRUCTURE



#### NET DEBT TO FWD CASH EBITDA





# FUND PLATFORM

# We have a complementary fund platform, with \$392m of "dry powder," equating to \$1.2b of buying power on a leveraged basis

Fund	1		3		
Vintage	2001	2004	2007	2012	2016
Fund Size	\$90м	\$300м	\$503м	\$541м	\$520м
Acadia's Pro Rata Share	22.2%	28.3%	24.5%	23.1%	20.1%
Preferred Return	9%	8%	6%	6%	6%
Investment Period Closes	Closed	Closed	Closed	Closed	Aug-2019
Acquisition Dry Powder					\$392м







#### SUCCESSFUL DISPOSITION PROGRAM

FUND III - COMPLETED







#### Overview:

- 641k-sf power center anchored by Walmart, Marshalls, DSW, Acme
- Fund III also owns a development parcel directly across the street

#### Leasing & Development Execution:

- Fund III acquired in Jan-09
- Increased occupancy from 84% to 97%
- Sold a 65% interest in Jan-16 and sold the balance in Dec-16 (same buyer/pricing)

# Fund Leveraged IRR: 43% Fund Leveraged Multiple: 3.5x Gross Sale Price: \$165M Hold Period: 7.9 yrs

#### Overview:

• 265k-sf, grocery-anchored shopping center

#### Leasing & Development Execution:

- <u>Fund III</u> increased grocer visibility by demolishing an AMF bowling alley and improved site access by completing a land swap with a third-party-owned gas station
- Executed a 20-yr lease with Giant for an expanded, 66k-sf supermarket
- Negotiated Lowe's approval for a new 5k-sf pad site
- Sold in Feb-17

## Fund Leveraged IRR: 16% Fund Leveraged Multiple: 1.7x Gross Sale Price: \$29M Hold Period: 4.5 yrs

#### Overview:

• 32k-sf retail strip center anchored by PetSmart

#### Leasing & Development Execution:

- In Dec-2011, <u>Fund III</u> recognized the opportunity to add value through the recapture and retenanting of a 16k-sf, below-market Annie Sez with PetSmart and Chop't
- Completed a façade renovation
- Executed new small-shop leases with Smashburger, European Wax Center, and Club Pilates
- Sold in Jul-2017

Fund Leveraged IRR:	14%	
Fund Leveraged Multiple:	1.6x	
Gross Sale Price:	\$22M	
Hold Period:	5.5 yrs	37

#### SUCCESSFUL DISPOSITION PROGRAM

**FUND IV COMPLETED** 





#### Overview:

- 41k-sf property occupied by Aldi and Crunch Fitness
- Located on Route 495, less than a mile from the Lincoln Tunnel

#### Leasing & Development Execution:

- <u>Fund IV</u> acquired this owner-occupied property from Toys R Us, who, as planned, immediately vacated the site
- Re-anchored the property with Aldi and Crunch Fitness, who have 15- and 10-yr leases, respectively
- Completed a façade renovation
- Sold in Jan-17

Fund Leveraged IRR:21%Fund Leveraged Multiple:2.5xGross Sale Price:\$19MHold Period:3.8 yrs

#### Overview:

• 59k-sf, free-standing Best Buy

#### Leasing & Development Execution:

- <u>Fund IV</u> acquired at an opportunistic cap rate in Dec-12
- Received return of roughly 80% of the purchase price (on an unleveraged basis) from Best Buy's rent payments prior to their lease expiration
- Sold in Jun-2017

Fund Leveraged IRR: 29%
Fund Leveraged Multiple: 2.2x
Gross Sale Price: \$6M
Hold Period: 4.6 yrs





#### 1151 3RD AVE, UPPER EAST SIDE, NEW YORK, NY (Fund IV)

Property Type / Strategy: Street retail

• 13k-sf, five-story building located at the corner of 67th St and 3rd Ave on the Upper East Side of Manhattan

**Business Plan Execution:** • In October 2013, the Fund acquired this 53%-leased building that had below-market leases and near-term lease expirations

• During its 4.1-year hold period, the Fund recaptured the street-level retail space from Lucky Brand Jeans and released it to apparel retailer Vineyard Vines at more than double the rent

• Acadia also executed all new leases for the upper levels with indoor cycling club Flywheel and two other boutique fitness operators

Sale Price: \$27 million

Cost Basis: \$22 million

**Realized Returns:** 1.7x equity multiple (4.1-year hold)





# HIGH-YIELD OPPORTUNISTIC

#### FAIRLANE GREEN

ALLEN PARK, MI (DETROIT MSA) FUND V

Bath & Body Works OLD NAV T-J-MODX dressbarn Michaels ₹cf Great Clips **DXL** 

#### Overview:

• 270k-sf power center

- In Dec-2017, Fund V acquired this suburban power center for \$62 million
- 100% leased and anchored by TJ Maxx, Michaels, and Old Navy
- With leverage, this investment is projected to deliver a mid-teens cash-on-cash return annually

#### TRUSSVILLE PROMENADE

TRUSSVILLE, AL (BIRMINGHAM MSA) FUND V



#### Overview:

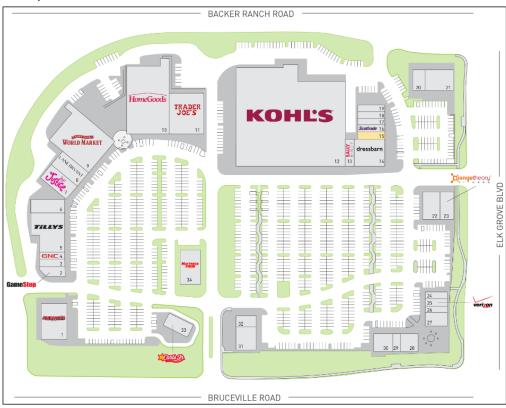
• 464k-sf power center

- In Feb-2018, Fund V acquired this suburban power center for \$45 million
- 95% leased and anchored by Walmart, Marshalls, and Ross Dress for Less
- With leverage, this investment is projected to deliver a mid-teens cash-on-cash return annually

#### **ELK GROVE COMMONS**

ELK GROVE, CA (SACRAMENTO MSA)

FUND V



#### Overview:

• 242k-sf suburban shopping center

- In July-2018, Fund V acquired this suburban shopping center for \$59.3 million
- Anchored by Trader Joe's, HomeGoods, and Kohl's
- During its hold period, the fund expects to have an opportunity to re-anchor certain spaces to further strengthen the tenancy at this high-performing shopping center

# HIGH-QUALITY VALUE ADD



#### Overview:

- 62k-sf, four-story street-retail property
- Anchors a prime corner of the Magnificent Mile, one of the nation's premier shopping districts

- Acquired this value-add investment for \$104M in Dec-16
- Acadia intends to redevelop the property, which was previously occupied by Saks Fifth Avenue Men's Store
- The building has unused air rights, so we are also exploring densification opportunities at this flagship location







### GREAT NEIGHBORHOODS SURROUND CITY POINT

Our neighborhood is an eclectic mix of locals, visitors, professionals and students, many of whom are within

**ISTOP TO CITY POINT** 

Students 500K

Live within 2 mi

of City Point

283

57K

**1**00K Work within a 10 min walk

walking distance of City Point, OOKLYN HEIGHTS

ISTOP TO CITY POINT

**8 SUBWAY LINES 13 BUS LINES** 

BQR

F A FULTON STREET RALEMON STREET

**FORT GREENE** I STOP TO CITY POINT

QR

**COBBLE HILL** 

I STOP TO CITY POINT

**CLINTON HILL** 

**2 STOPS TO CITY POINT** 

2 STOPS TO CITY POINT

**CARROLL GARDENS** 

3 STOPS TO CITY POINT

2 STOPS TO CITY POINT

**PARK SLOPE** 

2 STOPS TO CITY POINT

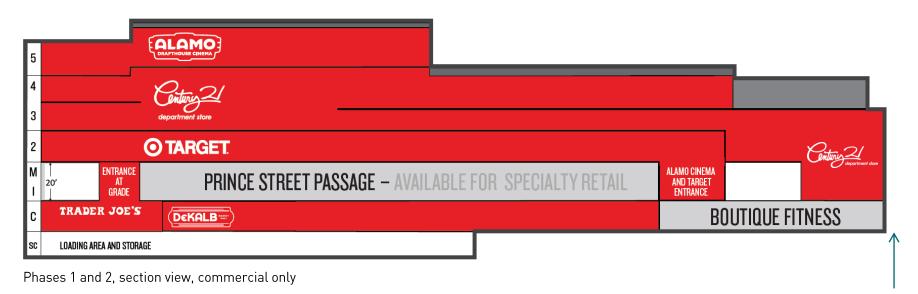
**PROSPECT HEIGHTS** 

2 STOPS TO CITY POINT

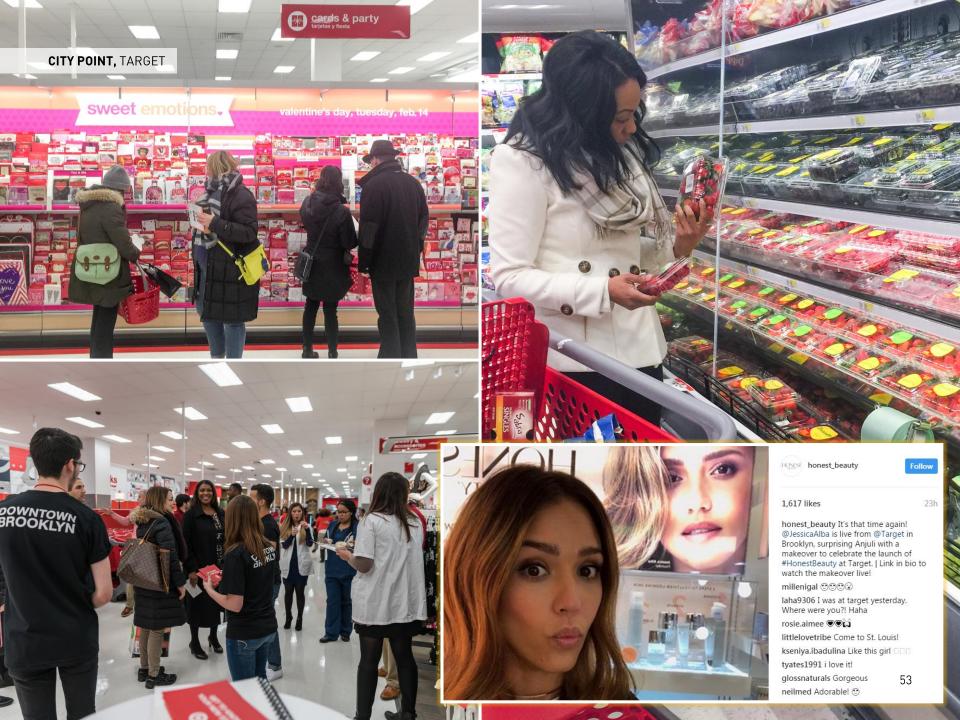
#### CITY POINT

#### Leasing & Development Execution:

 Acadia maximized value by executing a top-down and bottom-up retail leasing strategy: the JV pre-leased the upper-level anchor space in Phases 1 and 2 to <u>Alamo Drafthouse Cinema</u>, Century 21 and Target and leased the concourse level to Trader Joe's, DeKalb Market and two restaurants.



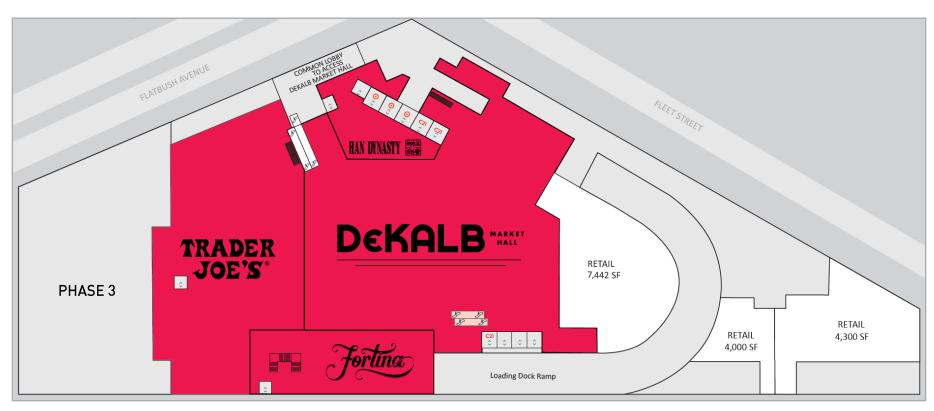
Fulton St



#### CITY POINT

#### Leasing & Development Execution, Concourse Level:

- City Point's food-centric concourse level caters to the experiential shopper.
- <u>DeKalb Market</u> is a 26k-sf dining hall boasting an authentically-curated group of 40 eateries serving the area's diverse student population, local residents, visitors and growing workforce.



Key: Leased Available

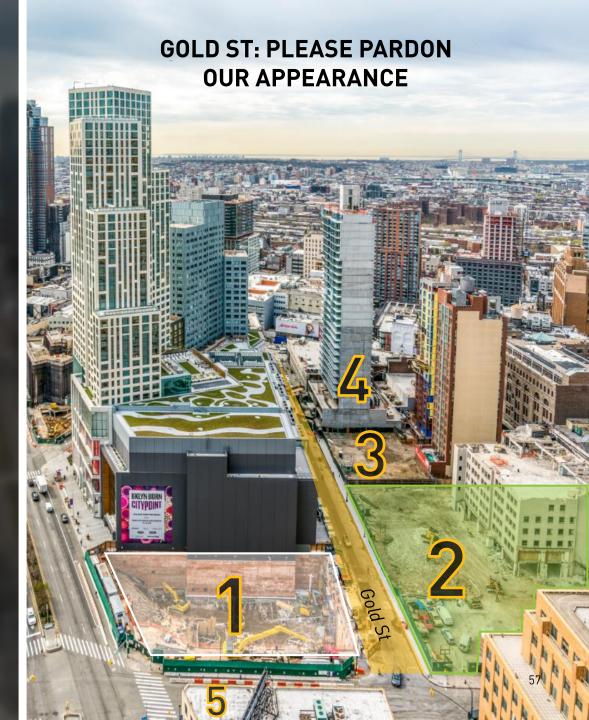


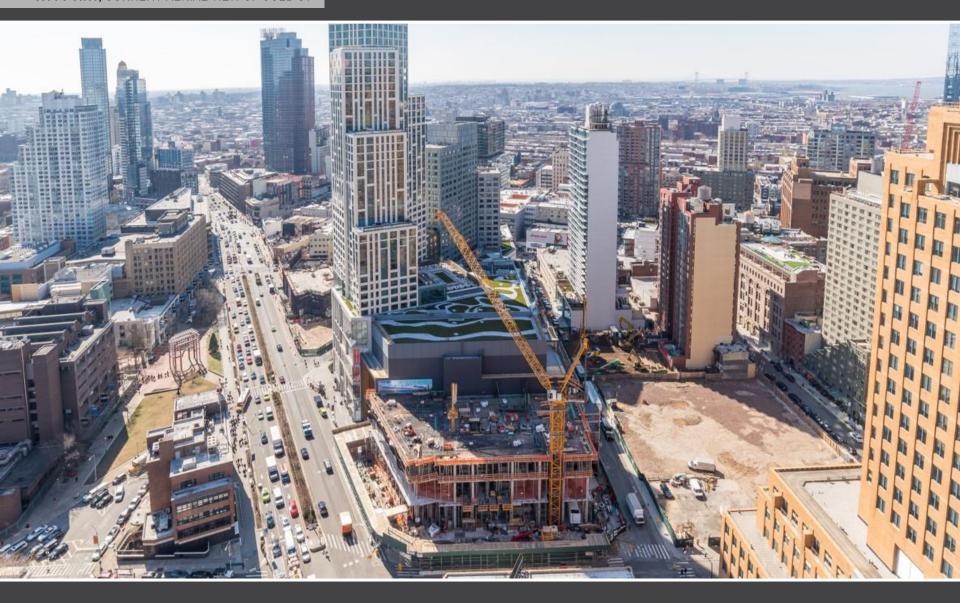


#### **CITY POINT**, CURRENT AERIAL VIEW OF GOLD ST

The Acadia JV believes that City Point's orientation toward Gold St – where there is significant new development – will be of critical importance. However, today, Gold St remains a construction zone:

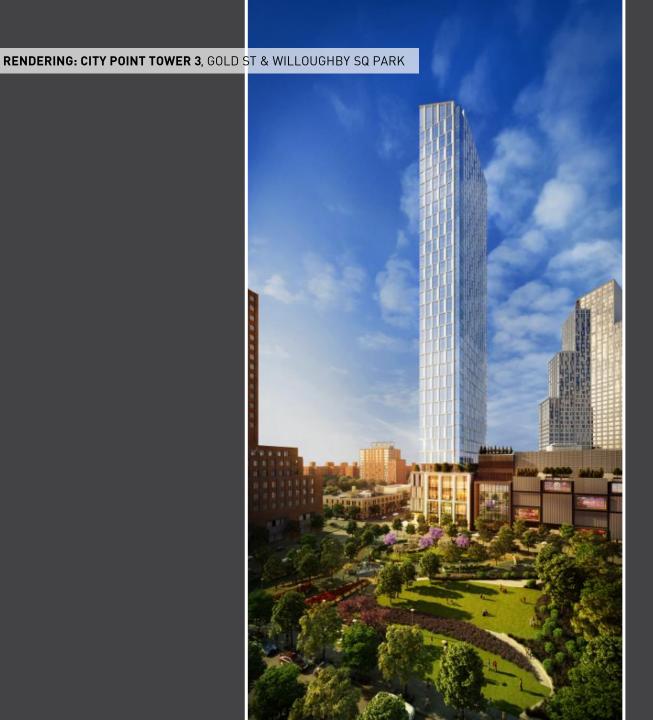
- (1) City Point Tower 3 is being developed by Extell Development, 67-story tower, 458 residences
- (2) Willoughby Square Park will be a one-acre (approx. 50k-sf) public space atop an underground parking garage
- (3) One Willoughby Sq (420 Albee Square W) is being developed by Forest City Ratner-JEMB Realty, 36-story, 500k-sf boutique office tower; represents the first speculative ground-up office development project in Downtown Brooklyn in decades
- (4) 436 Albee Square W is being developed by Y. Schwimer, 28-story tower, 150 residences and 24k sf of retail
- (5) 141 Willoughby St is being developed by Savanna, roughly 44-story tower, 203 residences and 124k sf of commercial space







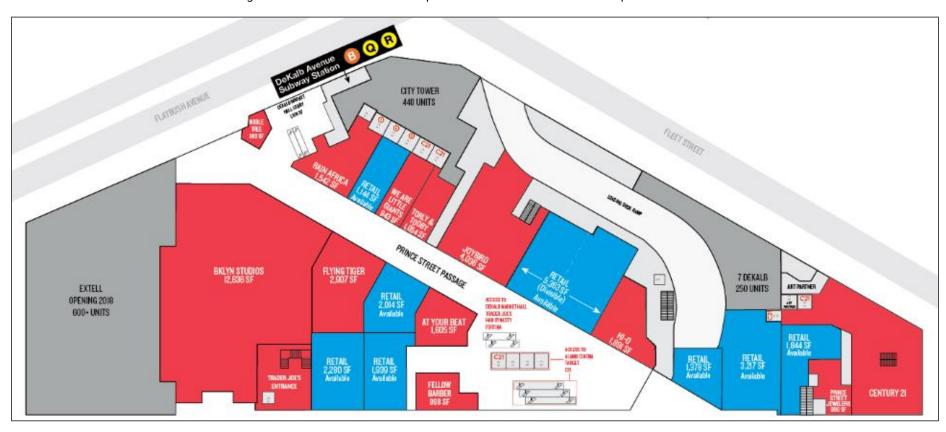


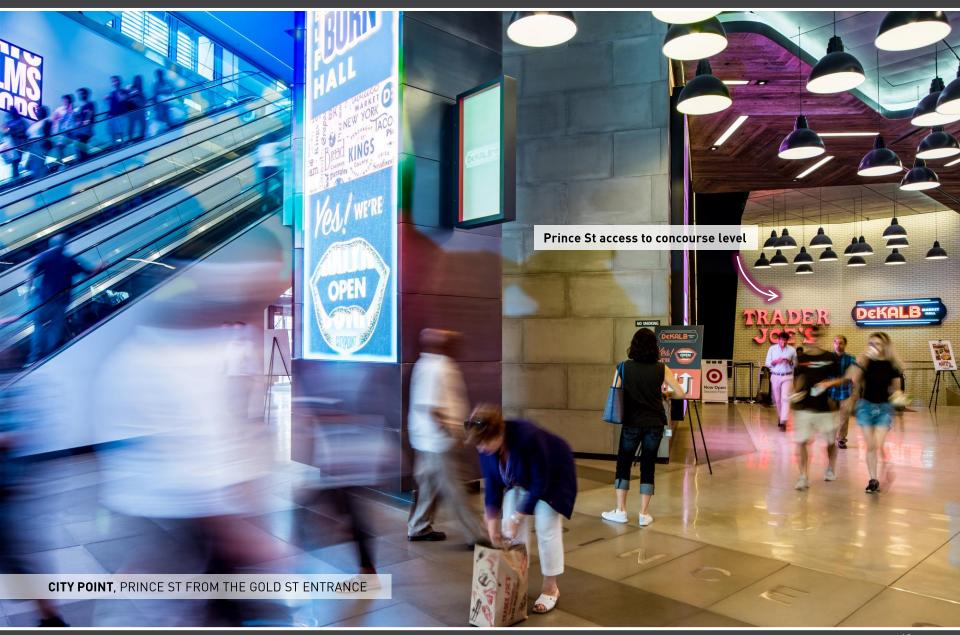


#### **CITY POINT**

#### Leasing & Development Execution, Street Level:

• Acadia refrained from leasing the street-level small shops – the most valuable retail space – until the end of construction.







#### CAUTIONARY STATEMENT

Certain information included herein may contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, and as such may involve known and unknown risks, uncertainties and other factors which may cause Acadia Realty Trust's (the "Company's") actual results, performance or achievements to be materially different from future results, performance or achievements expressed or implied by these forward-looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. In light of these risks, uncertainties and assumptions, the forward-looking events discussed or incorporated by reference herein may not occur and actual results could differ materially from those anticipated or implied in the forward-looking statements. Any pipeline acquisitions discussed herein are subject to customary closing conditions, including lender approval for the assumption of existing mortgage debt, and, as such, no assurance can be given that the Company will successfully complete these acquisitions.