

#### DELIBERATE DIFFERENTIATION

Chicago

Boston









Washington, DC

New York City

CORE PORTFOLIO
STREET & URBAN RETAIL

# FUND PLATFORM BUY-FIX-SELL

RCP Venture

Lincoln Road (Miami, FL)









High Yield

New York, NY

# REINVENTING RETAIL

I think people want to try on shoes... *physical retail was just a no-brainer*. I think what we found is that it's the best marketing dollars we can spend. -Tim Brown, Allbirds Co-Founder

Source: "Allbirds' flight path in footwear", Cara Salpini, Retail Dive, Jan 18, 2019

**RENT THE RUNWAY** 

illesteva

LIVELY

MONICA W VINADER

SERENA & LILY





**ARITZIA** 





**Casper** 







PARACHUTE





**BONOBOS** 

WARBY PARKER



#### WHEN SUPPLY & DEMAND DRIVE GROWTH

OUT with the OLD: Before lease up









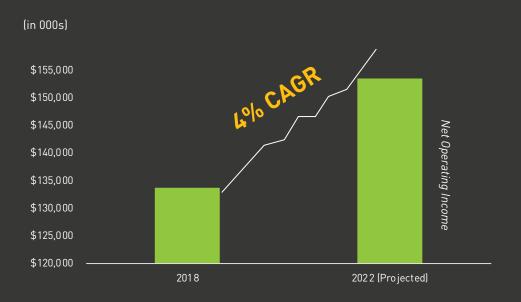


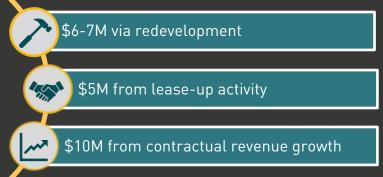


IN with the NEW: OVER 20% CAGR in rents between November 2017 and March 2019

#### CONTINUED GROWTH

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

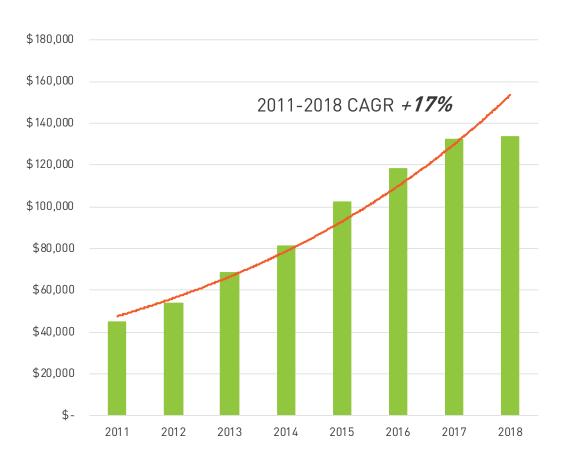




#### CORE NOI IS ...

#### STRONG & GROWING

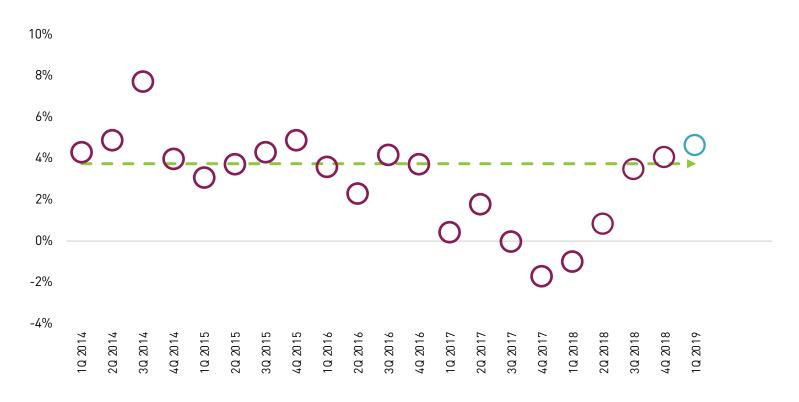
#### AT A NOMINAL COST



#### BACK TO BUSINESS

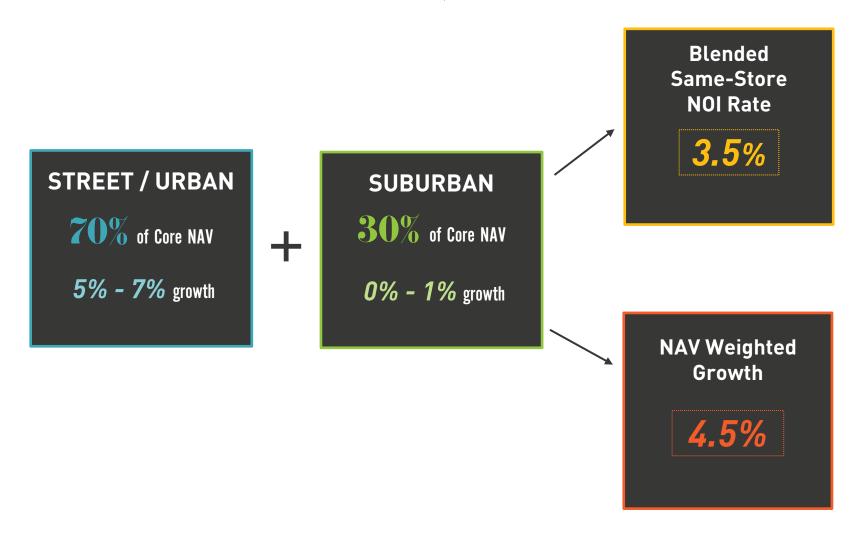
SS NOI

HISTORIC & PROJECTED

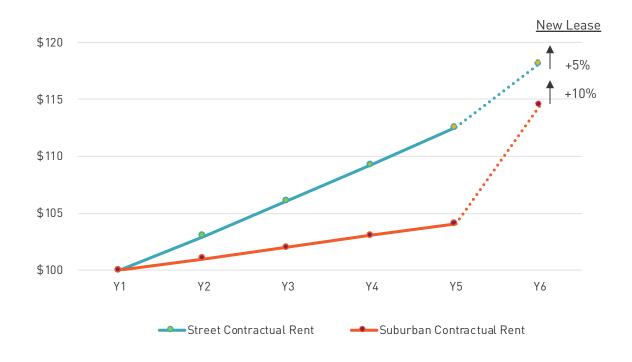


#### ALL SAME-STORE NOI IS NOT CREATED EQUAL

SOMETIMES,  $1 + 1 \neq 2$ 

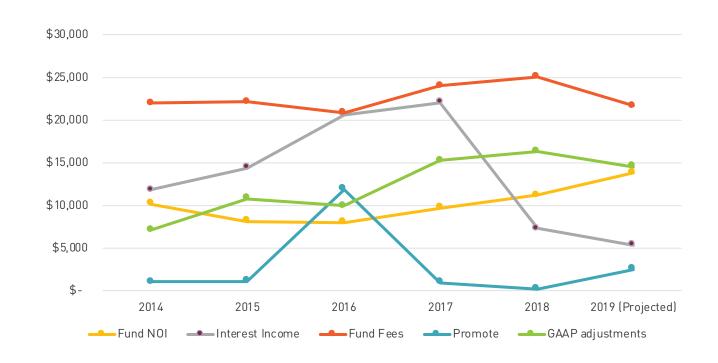


#### ALL SPREADS ARE NOT CREATED EQUAL



<sup>\*</sup>The illustration above assumes an initial rent of \$100/ft on a five-year lease with contractual growth of 3% and 1% on Street and Suburban rents, respectively. The Suburban spread would require an increase of approximately 14% to equal Street rents in this illustration.

# THE SMALLER, BUT PROFITABLE FFO DRIVERS ARE...



#### A MIX OF STEADINESS & OPPORTUNISTIC VOLATILITY

# THE TEN

Chicago San Francisco



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 Lincoln Park Value-add in progress



SAN FRANCISCO 555 9th St



MASSACHUSETTS
Boston



WASHINGTON, DC Georgetown

Boston, MA Washington, DC

New York

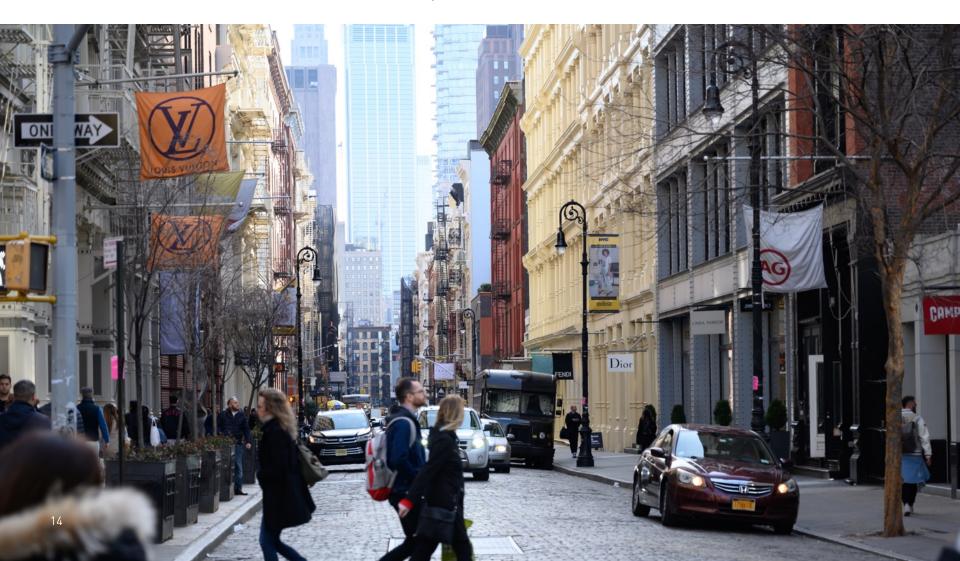
#### THE HAVES

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



#### **OUR NEWEST ADDITIONS**

SOHO, NEW YORK





- \$96M portfolio transaction
- Day one FFO accretion
- Over 5% growth projected over the next several years

SULLIVAN CENTER, 1 S STATE ST





STATE & WASHINGTON ST



151 N STATE ST

840 N MICHIGAN AVE



#### RUSH-WALTON ST



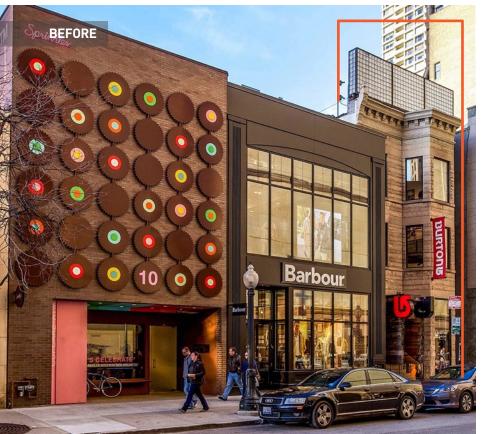
- O third-party owned new entrant to Rush-Walton St market



#### RUSH-WALTON ST

#### Value creating redevelopment – 56 E Walton St:

- · Acadia modernized the façade and repositioned the store entrance at grade level
- · Leased to Reformation, an exciting new retailer merging technology with brick and mortar





#### CLARK & DIVERSEY, LINCOLN PARK



- Acadia has redeveloped and densified the southeast corner of Clark-Diversey, increasing the leasable area from 19k sf to 30k sf
- The project is approximately 75% leased TJ Maxx (for 5k sf at grade, plus all of the upper-level space) and bluemercury; 7k sf of at-grade, small-shop space remains to be leased
- TJ Maxx, bluemercury opened in Q3 2018



W ARMITAGE AVE, LINCOLN PARK















### SAN FRANCISCO

CITY CENTER

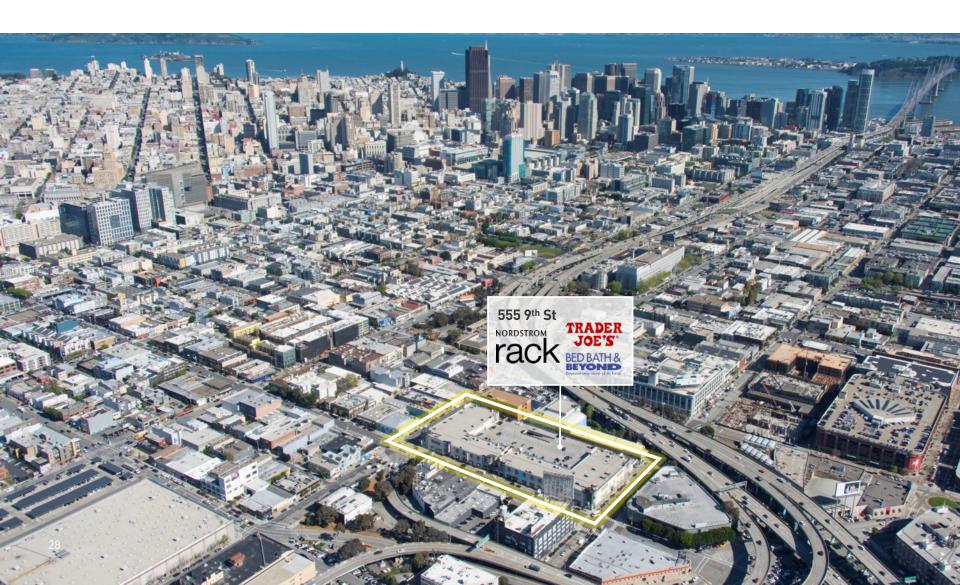






# SAN FRANCISCO

555 9<sup>TH</sup> ST







# **NEW YORK**

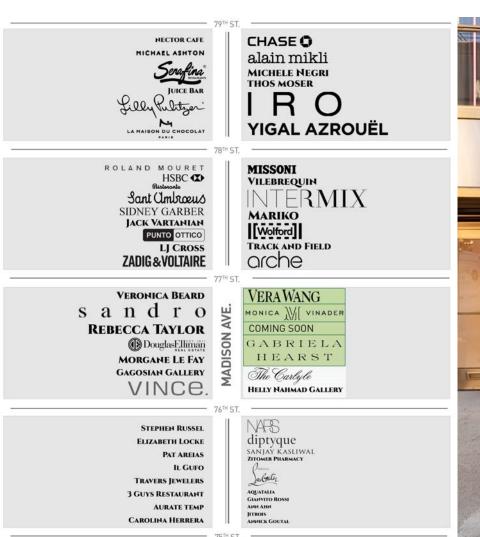
SOHO

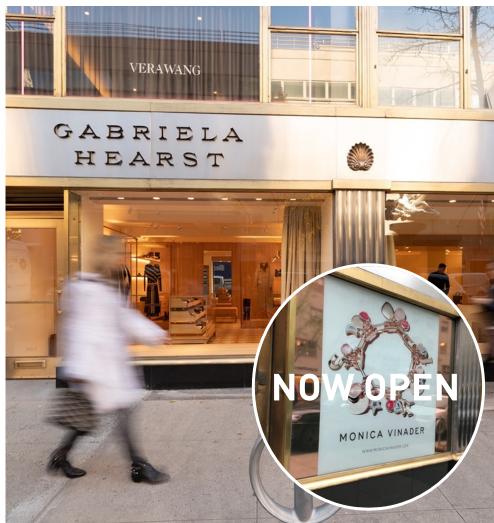




# **NEW YORK**

RETAIL AT THE CARLYLE, MADISON AVE

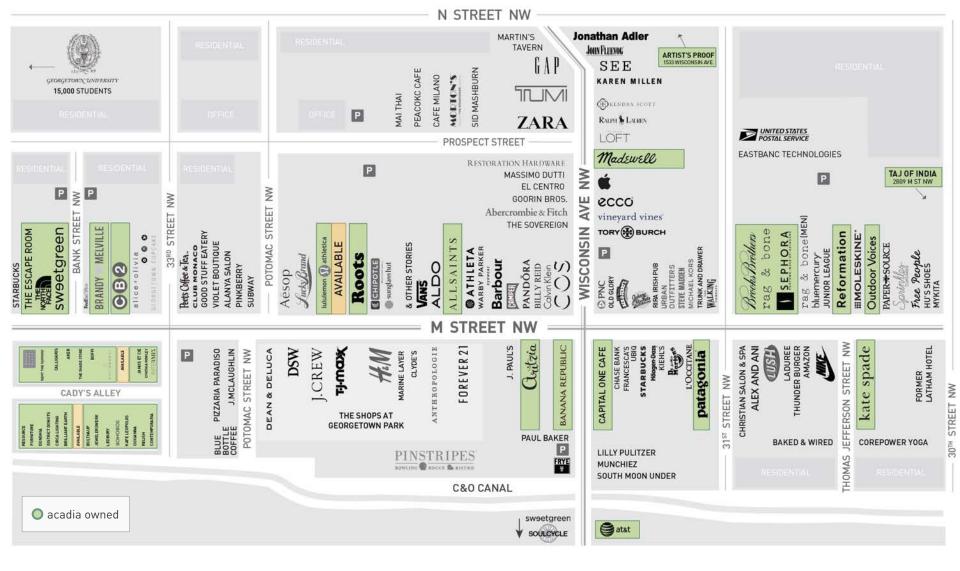




acadia owned

# NEW YORK, NY

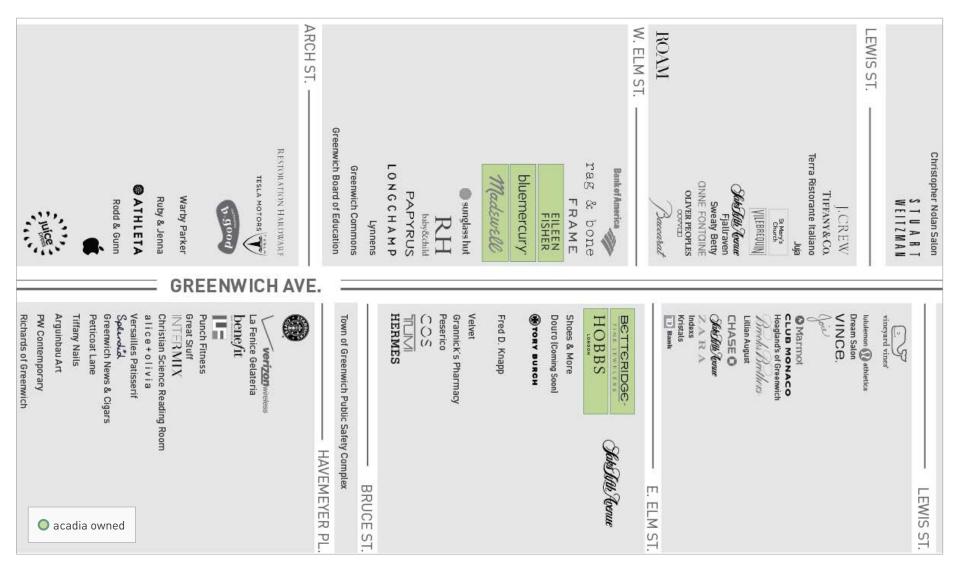
MADISON AVE



### WASHINGTON, DC

GEORGETOWN





# GREENWICH, CT

GREENWICH AVE



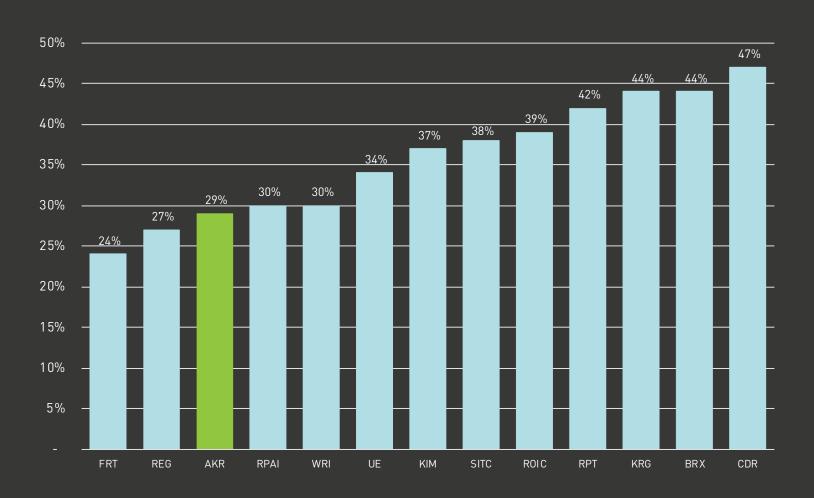
## GREENWICH, CT

GREENWICH AVE



## **BALANCE SHEET**

DEBT TO GAV



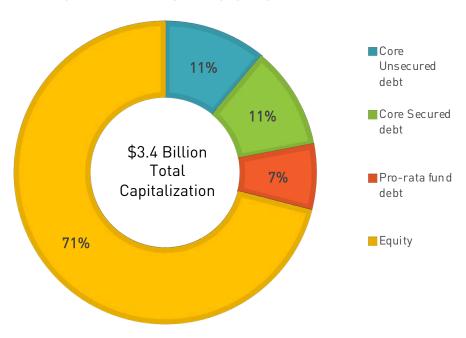
## **BALANCE SHEET**

#### 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

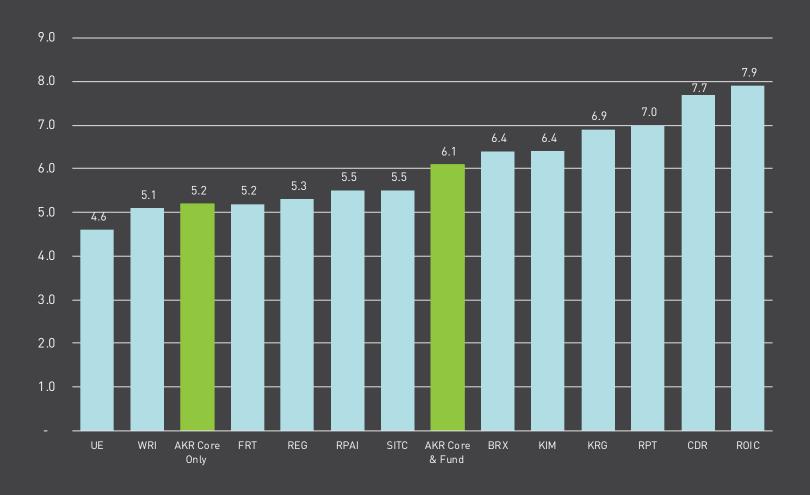
#### CAPITAL STRUCTURE



Source: Acadia information is from its 1Q 2019 supplement

## **BALANCE SHEET**

#### NET DEBT TO FWD CASH EBITDA





# We have a complementary fund platform, with \$271m of "dry powder," equating to \$821m of buying power on a leveraged basis

Fund			3		5
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-2021
Acquisition Dry Powder					\$271м







STREET RETAIL



#### SUCCESSFUL DISPOSITION PROGRAM

**FUND IV COMPLETED** 





#### Overview:

- 106k-sf supermarket-anchored shopping center
- · Located in Dumfries, VA

#### Leasing & Development Execution:

- Fund IV acquired at an opportunistic cap rate in Oct-13
- Executed a 6-yr extension of Food Lion's lease term to Nov-23, increasing the center's long-term stability and maintained strong occupancy (99% at exit)
- Sold in Aug-18

Fund Leveraged IRR:26%Fund Leveraged Multiple:2.0xGross Sale Price:\$23MHold Period:4.8 yrs

#### Overview:

- 5k-sf street retail property with a 3k-sf retail space and secondfloor office space which were leased at below-market rents at acquisition
- Part of Fillmore-Union Collection
- Located in San Francisco, CA

#### Leasing & Development Execution:

- Fund IV acquired in partnership with the Prado Group
- Sold vacant in Aug-18 for occupancy by the buyer

Fund Leveraged IRR:24%Fund Leveraged Multiple:1.7xGross Sale Price:\$6MHold Period:2.7 yrs

## HIGH-YIELD/ VALUE ADD

#### PALM COST LANDING

PALM COAST, FL FUND V



#### Overview:

• 171k-sf suburban shopping center

- In May 2019, Fund V acquired this suburban shopping center for \$37M
- Anchored by TJ Maxx, Ross Dress for Less and Michael's
- With leverage, this investment is projected to deliver a mid-teens cash-on-cash return annually

#### THE FAMILY CENTER AT RIVERDALE

RIVERDALE, UT FUND V



#### Overview:

• 428k-sf power center

- In March 2019, Fund V acquired this suburban power center in a partnership with CCA Acquisitions for \$48M
- Over 95% leased and Target anchored
- With leverage, this investment is projected to deliver a mid-teens cashon-cash returns annually



#### TRI-CITY PLAZA

VERNON, CT FUND V





#### Overview:

• 300k-sf suburban shopping center

- In May 2019, Fund V acquired this suburban shopping center in a partnership with DLC Management Corp. for \$36M
- Re-Anchored by ShopRite, TJ Maxx and HomeGoods
- During its hold period, the fund expects to further strengthen the tenancy through the strategic lease up and re-tenanting of space

#### 110 UNIVERSITY PLACE

NEW YORK (UNION SQUARE), NY FUND IV



#### Overview:

• 13k-sf street retail

- In May 2019, Fund IV acquired this street retail property for \$10M
- Value add lease up

#### 938 W NORTH AVE

LINCOLN PARK, CHICAGO, IL FUND IV



#### Overview:

- 938 W North Avenue is a three-story, 32k-sf building located in Lincoln Park, Chicago
- North Avenue Corridor features a critical mass of national retailers including Whole Foods, Pottery Barn, Apple, and Nordstrom Rack

- Acadia recaptured the space, renovated the façade; creating a more modern and unified exterior with significantly more windows
- Recently executed a lease with Lululemon for a "marketplace" concept, which will include their regular for-sale items plus a café, exercise studio, and other amenities
- Lululemon has leased 26k sf on three levels and will introduce exciting new elements into this supersized store

### A Truly Experiential Brand

Lululemon is sharing its vision - - to be the experiential brand that ignites a community of people living the sweatlife through sweat, grow and connect - - which it believes speaks to guests who want flexibility and choice as they lead a healthy, mindful lifestyle. To embody its experiential brand ambitions, lululemon announced it will open a 25,000 square-foot experiential store in Lincoln Park in Chicago in July 2019, complete with yoga studios, meditation space, healthy juice and food, and areas for community gatherings.

#### Lululemon Investor Day

Source: "Lululemon Unveils "Power of Three" Strategic Plan to Accelerate Growth ," lululemon Press Release, 24 April 2019



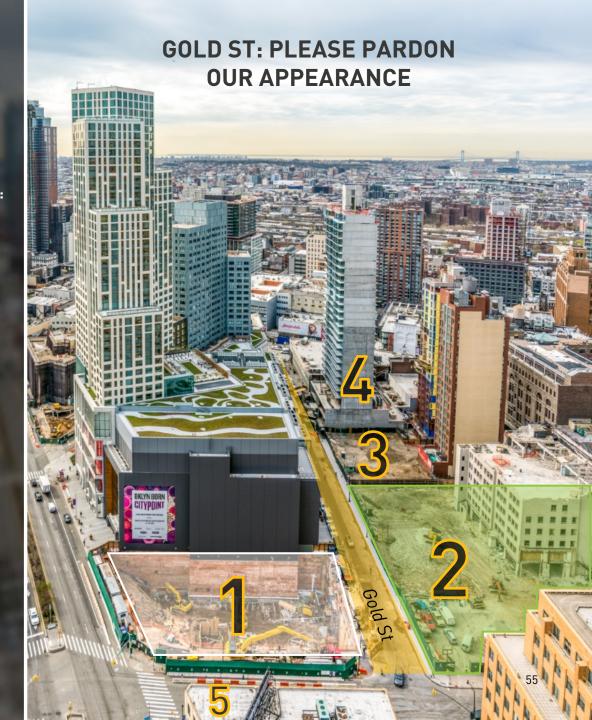


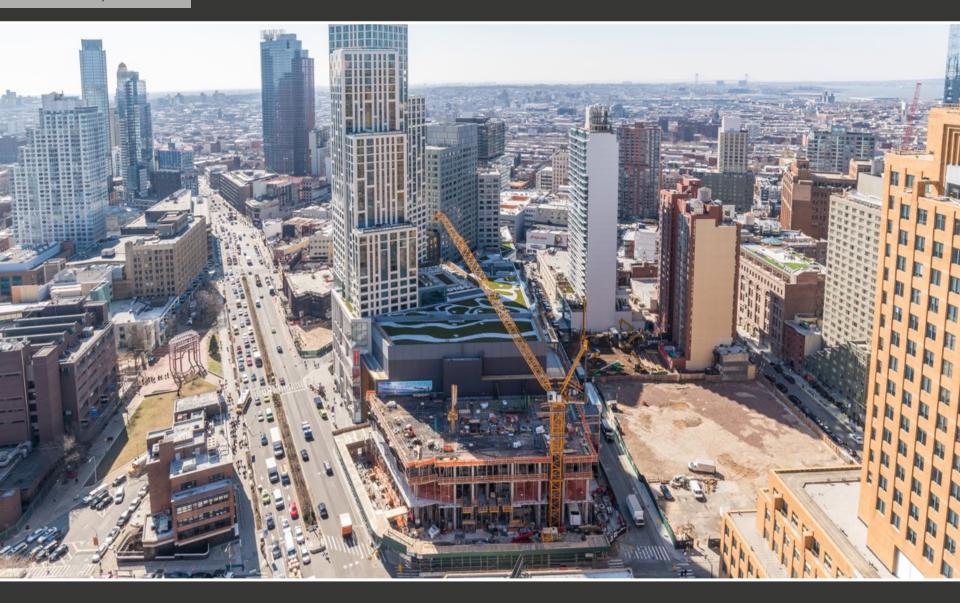
#### CITY POINT, AERIAL VIEW OF GOLD ST

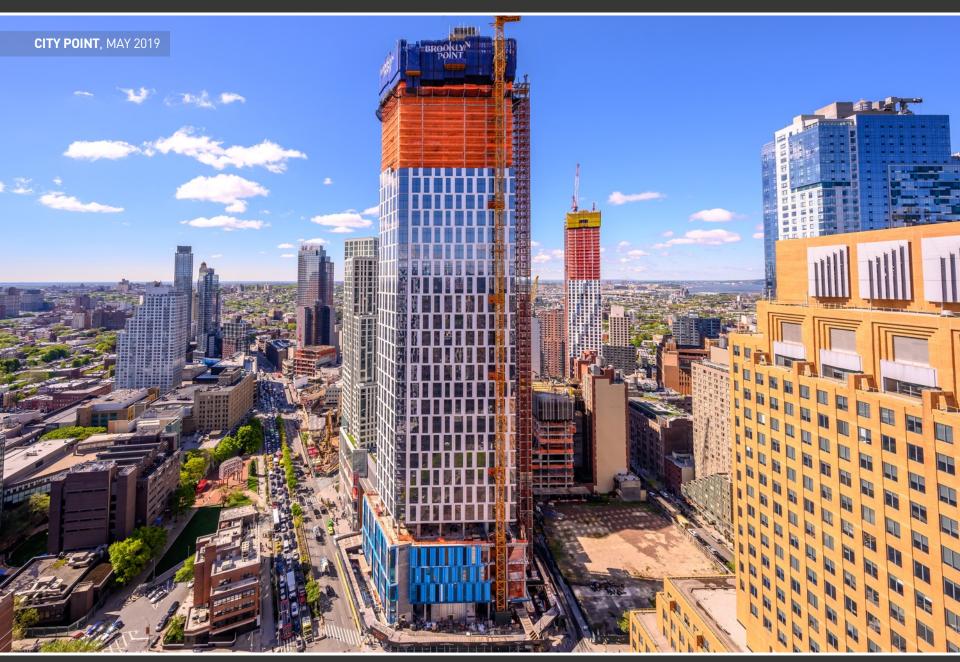
The Acadia JV believes that City Point's orientation toward Gold St – where there is significant new development – will be of critical importance.

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 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







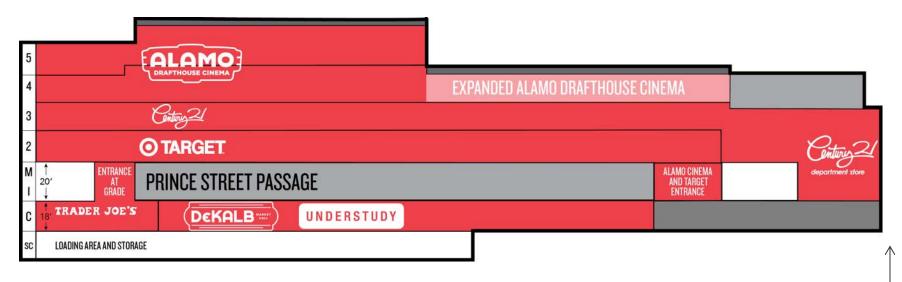




#### **CITY POINT**

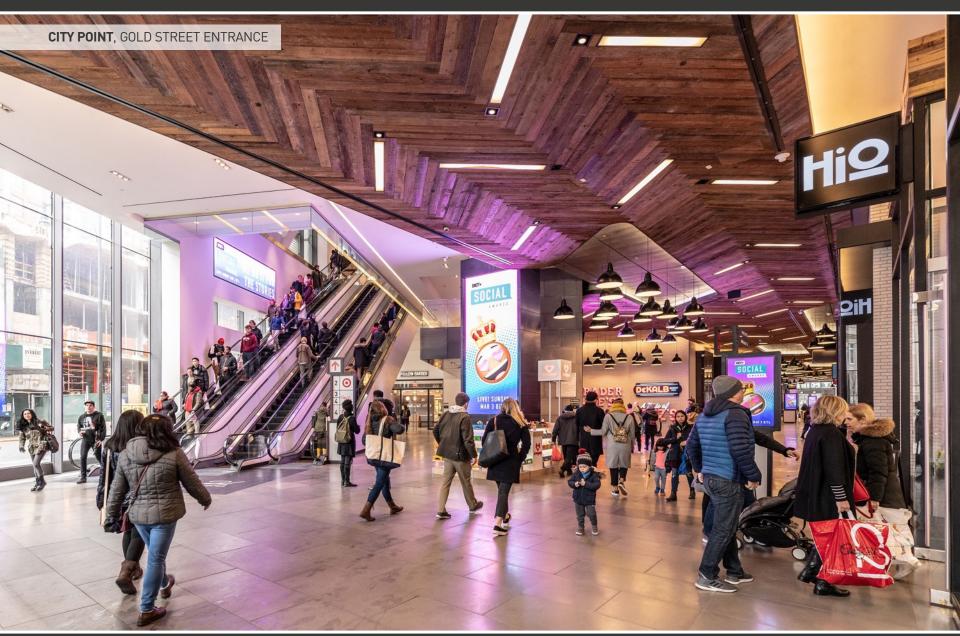
#### Leasing & Development Execution:

- 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.
- Alamo Drafthouse Cinema is expanding to the 4<sup>th</sup> floor to add 8 more screens.



Phases 1 and 2, section view, commercial only

Fulton St











#### **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.