

ZIMMERMANN

ACADIA
REALTY TRUST

STONE ISLAND

STAUD

Theory
WOMEN
Theory
MEN

November 2023



INTRODUCTION

Business Model Differentiation - Dual Platform



CORE/ON-BALANCE SHEET

- **Public Capital**
- **Strategy:** Open-air retail format agnostic depending on cycle and opportunities. Focused on high growth markets.

FUNDS BUSINESS/THIRD- PARTY CAPITAL

- **Private Capital:** Utilizing discretionary fund vehicles and other third-party capital.
- **Strategy:** Opportunistic/Value-Add across capital stack, high-yielding, redevelopments and restructurings.



Acadia Realty Snapshot



Acadia Realty Trust is an equity real estate investment trust focused on delivering long-term, profitable growth via its dual operating platforms (Core Portfolio and Fund) and its disciplined, location-driven investment strategy.

Acadia Realty Trust accomplishes this goal by:

- Building a best-in-class Core real estate portfolio with meaningful concentrations of assets in the nation's most dynamic corridors
- Making profitable opportunistic and value-add investments through its series of discretionary, institutional funds
- And maintaining a strong balance sheet.

ACADIA TOTAL OPERATING PORTFOLIO¹

Core Portfolio	GLA at 100% Total	Pro-rata Share Total	Pro-rata Share Occupancy	Pro-rata Share Leased
Street & Urban	1,462	1,260	88.0%	91.3%
Suburban	3,910	3,751	93.8%	96.6%
Total Core	5,372	5,011	92.4%	95.3%
Funds Portfolio				
Total Funds	8,596	1,872	88.5%	92.3%
Total	13,968	6,883		

¹As of 9/30/2023 AKR Supplemental Report.
Square feet in '000s

VIOLET GREY

THE INDUSTRY'S BEAUTY EDIT

8452
MELROSE PLACE

MELROSE PLACE
LOS ANGELES, CA

WALDORF ASTORIA

ACADIA
REALTY TRUST

BRASS TACK

VERONICA BEARD

RUSH - WALTON
CHICAGO, IL



**907 W ARMITAGE AVE
CHICAGO, IL**



M STREET
GEORGETOWN, WASHINGTON, D.C.



WILLIAMSBURG
BROOKLYN, NY

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CHAPTER 1

Peer Leading Internal Growth Has Driven and Will Continue Driving Bottom Line Earnings Growth

Top Line Driving Bottom Line

	SS NOI Growth	FFO Growth	FFO
2023 Guidance ¹ (Midpoint)	5-6% (Estimate)	5.9%	\$1.26
2022 Actual	6.3%	7.2%	\$1.19

2023 Guidance Assumptions Include Same Store NOI of 5-6%, comprised of:

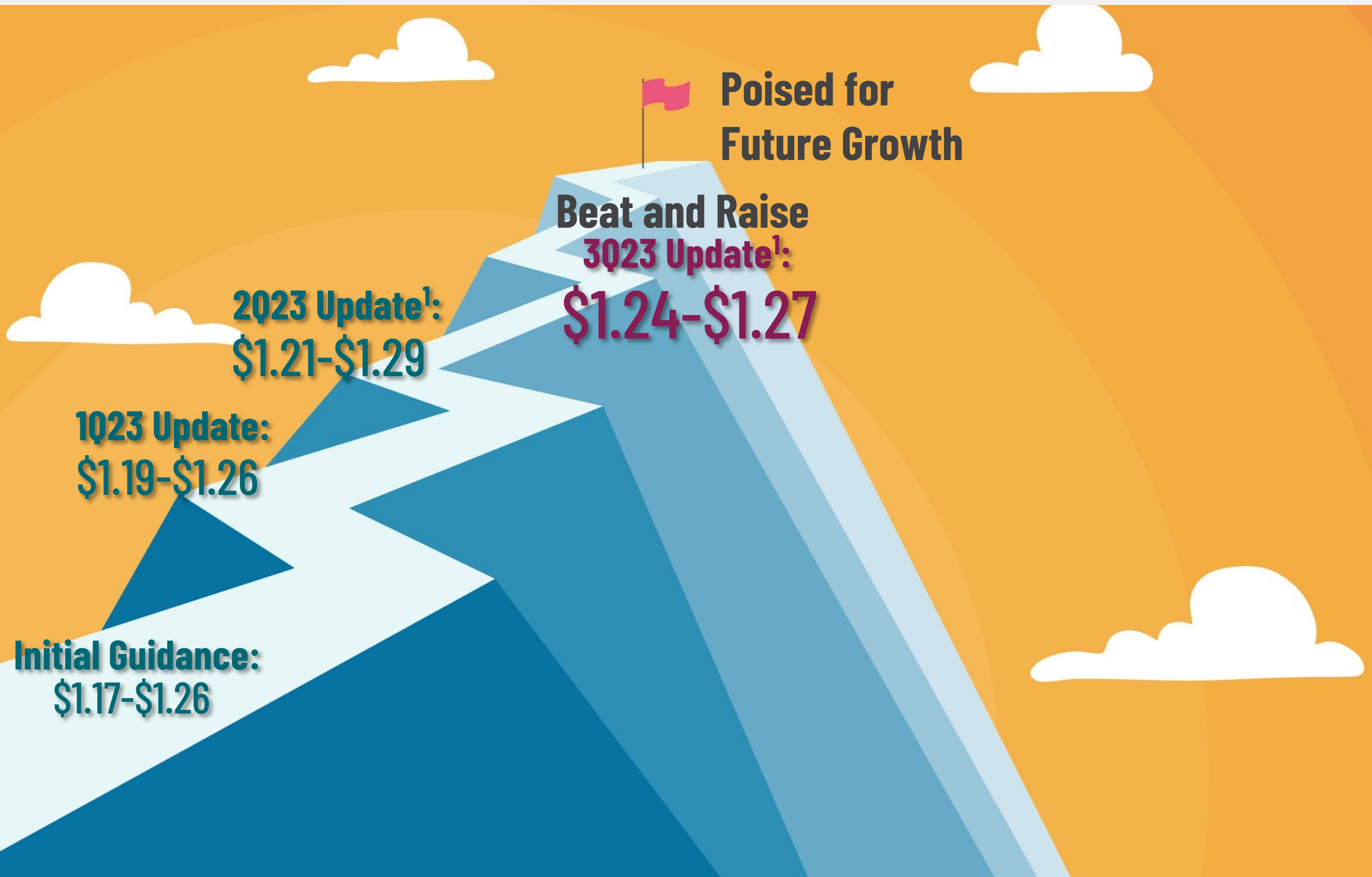
6-7%
Street & Urban Growth

2-4%
Suburban Growth



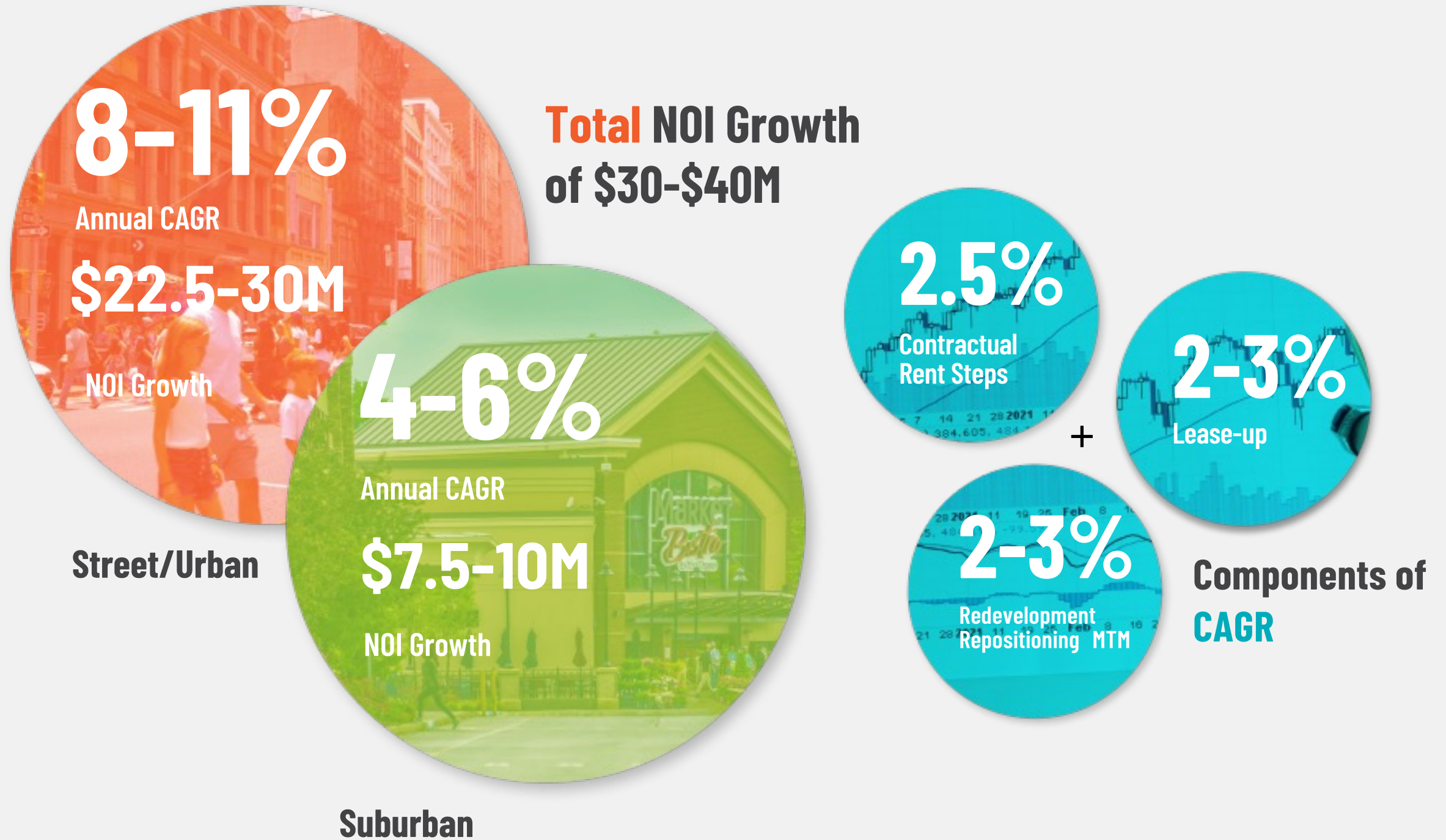
¹ Excludes impact of 2023 unbudgeted incremental portion of BBBY early lease termination

Rebound Accelerates



¹ Excludes \$0.05 incremental portion of gain from BBBY early lease termination

Building Blocks of Projected Core Internal NOI Growth



Note: Based upon projected 2023 through year-end 2026

Bridge to Growth

\$0.27 in 3Q 2023

+\$0.01-\$0.03 Core NOI Growth

+\$0.01-\$0.02 Balance Sheet

+\$0.01-\$0.02 Fund Revenues

\$0.30 - \$0.34

**PROJECTED 2024
QUARTERLY RUN-RATE**



Beyond Words, We **Delivered**

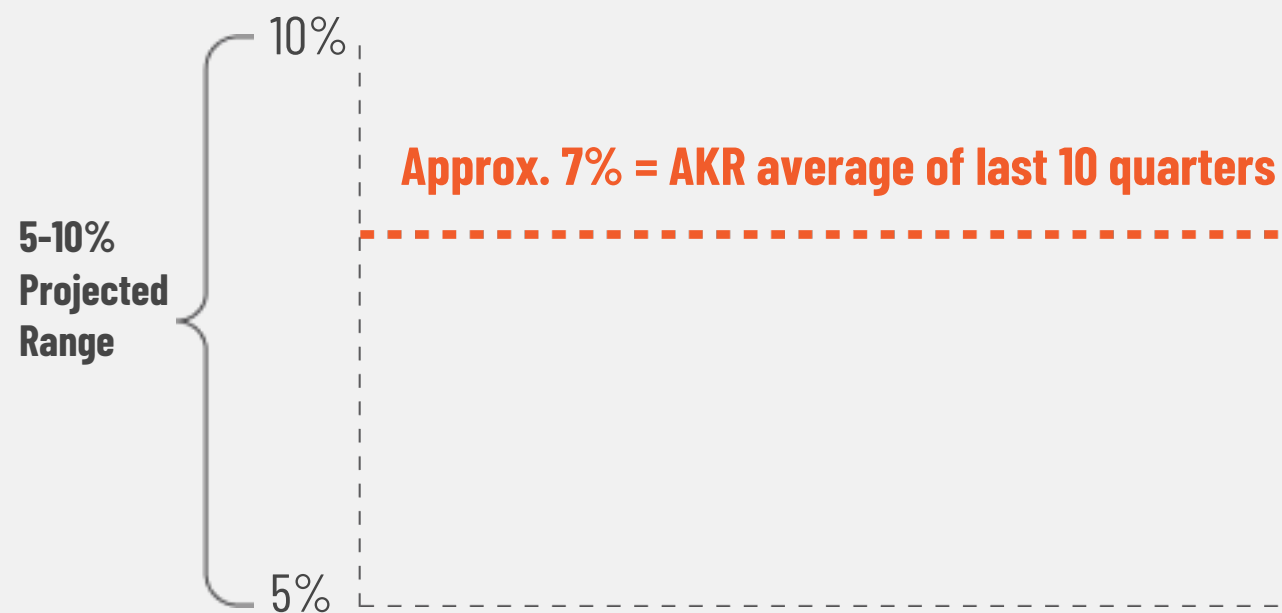
Our Core Portfolio HAS and is POISED to grow 5-10%

What We **Said**

“In terms of the multi-year Core NOI growth trajectory...we are also starting to see the building blocks forming to grow above and beyond that...And we are becoming increasingly optimistic that it shows up within the next few years.”

(Q4-2020 Earnings Call)

What We **Did**



Record Leasing Volume Moving Pieces = Net Growth

\$19M-\$20M of Core Leases Signed in 2022 & 2023



555 Ninth Street



N. Michigan Avenue



Delivering 50%+ Spreads on the Streets - the "Easy" Way and "Hard" Way

- Over **\$4 Million in ABR** with **1.5% earnings accretion**
- Approx. **1-year pay back**

The "Hard" Way - Active Recapture



Soho
Madewell

SoHo
Zimmermann

Williamsburg
Cyclebar

The "Easy" Way - Available Space



CHAPTER 2

Our Street Portfolio: What It Is...and What It Is Not

Our Street Portfolio – What It Is



Higher contractual annual rent steps



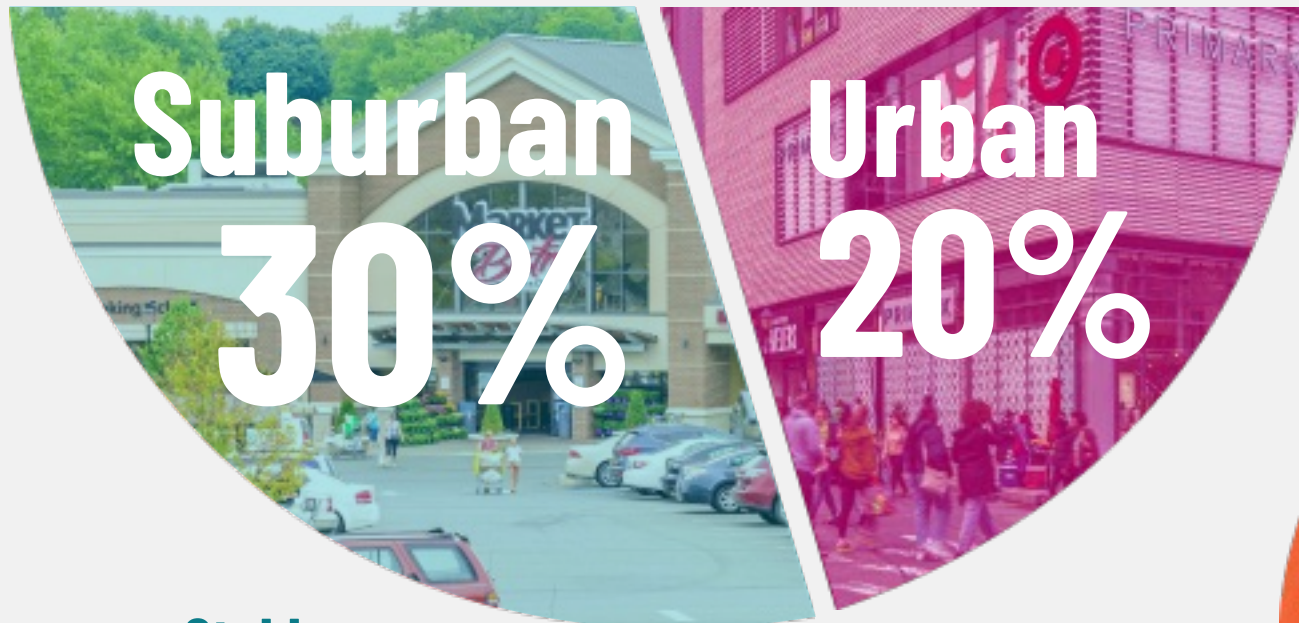
Lower leasing capex as a percentage of total rents and lower maintenance capex



Fair value resets results drive outsized rental growth

Our Differentiation is Driving Growth

Live, work, play



Stable

Densification

~70% of street portfolio
is in key high growth corridors

Projected internal NOI growth (total Core portfolio) >20% over the next 3 years



High Growth Markets Represent



Greenwich, CT



Melrose Place
Los Angeles, CA

**~70% OF OUR
STREET PORTFOLIO**



Henderson Ave,
Dallas, TX



Soho, NYC, NY



Williamsburg,
Brooklyn, NY



Armitage Ave,
Chicago, IL

Projected multi-year **annual growth of 10%**
with **Mark to Market ranging from 10%-50%+**



Rush-Walton,
Chicago, IL

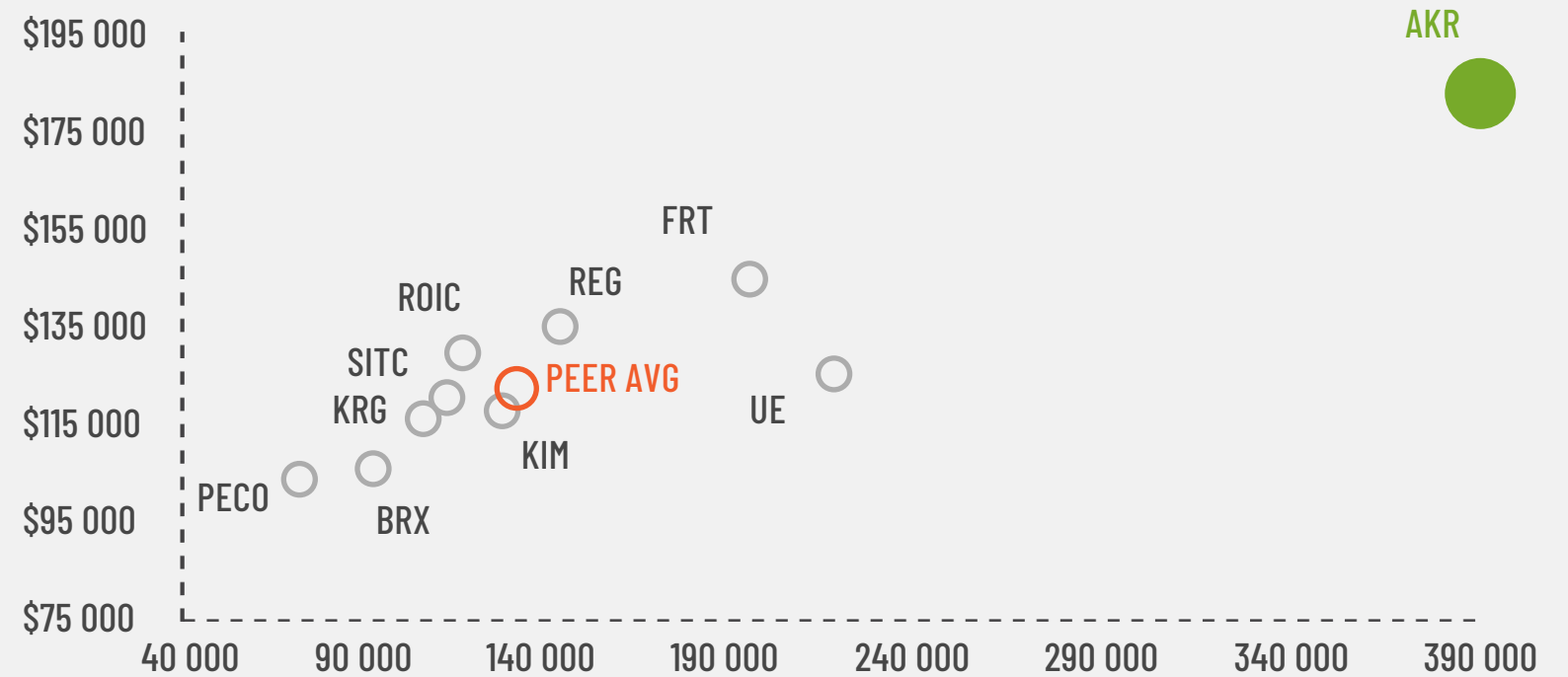


Georgetown,
Washington D.C.

Best in Class Portfolio Demographics

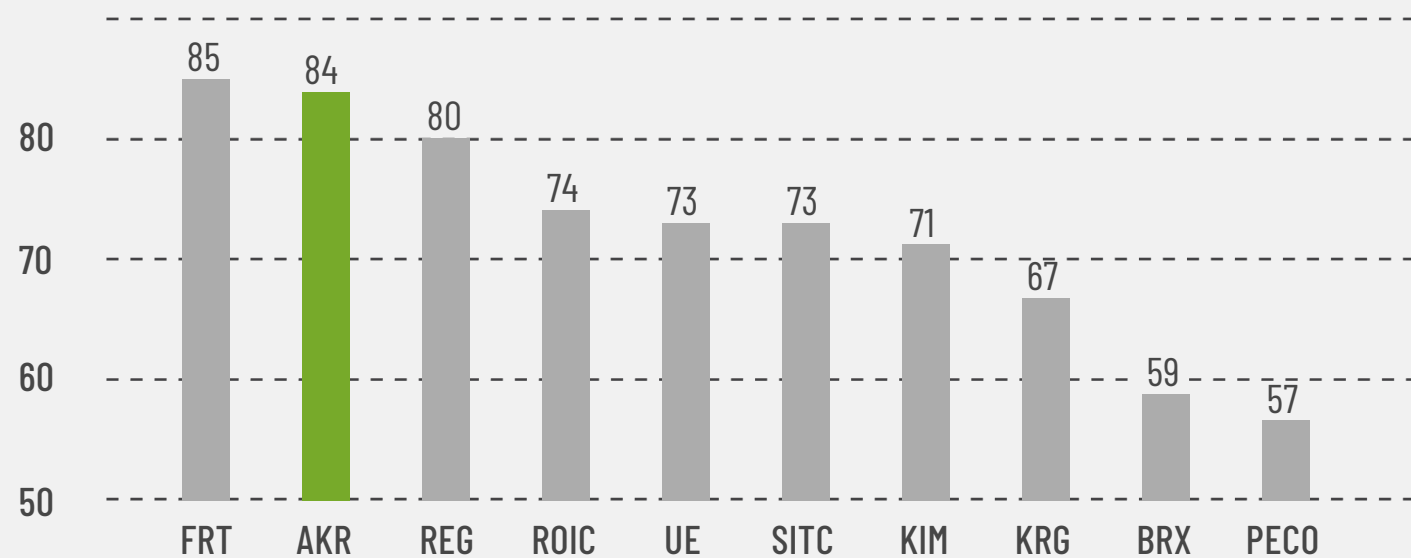
Driven By High Growth Street & Urban Markets

Demographic Information for AKR Properties vs Peers¹



Higher Incomes More Durable through Cycles

Green Street TAP Score²



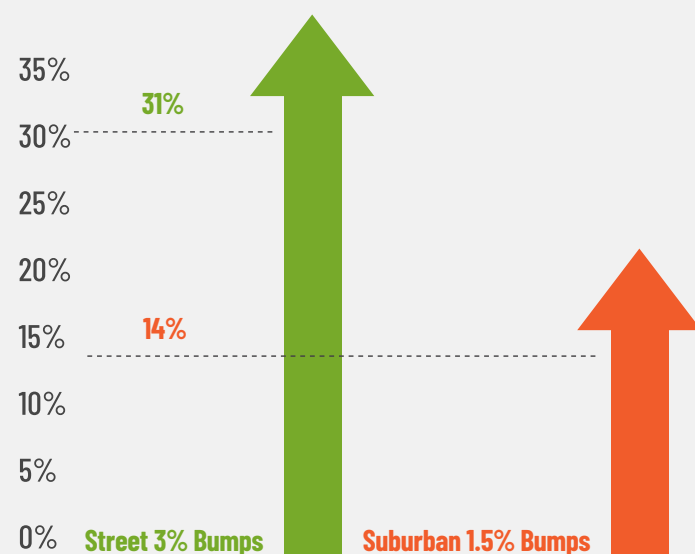
¹Source: Green Street for Peer Data REGIS for AKR Data, Weighted Average on 1Q23 ABR

²Source: Green Street Strip Center Sector Update 6/30/2023

Not All Space Is Created Equal: Street Retail vs. Suburban Junior Anchor

1. NOI Growth

Cumulative Growth During 10-yr Lease Term



Bigger Contractual Bumps = Higher Internal Growth!

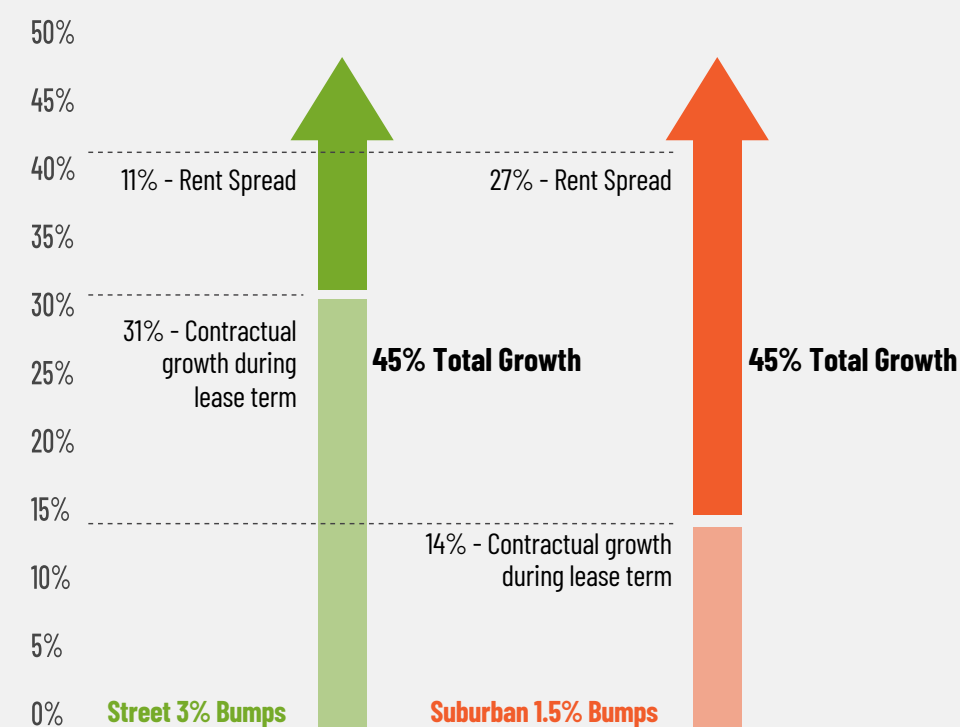
3. Net Effective Rents

Lower Leasing Capex as % of Rent = Higher Net Effective Rent,
Shorter Payback Period and Higher Cash Flow!

	Street	Suburban
Starting Rent:	\$200	\$20
Leasing Capex:	\$200	\$85
Capex Multiple:	1.0x	4.3x
Payback Period:	Year 1	Year 5
Net Effective Rent:	\$209	\$13.50

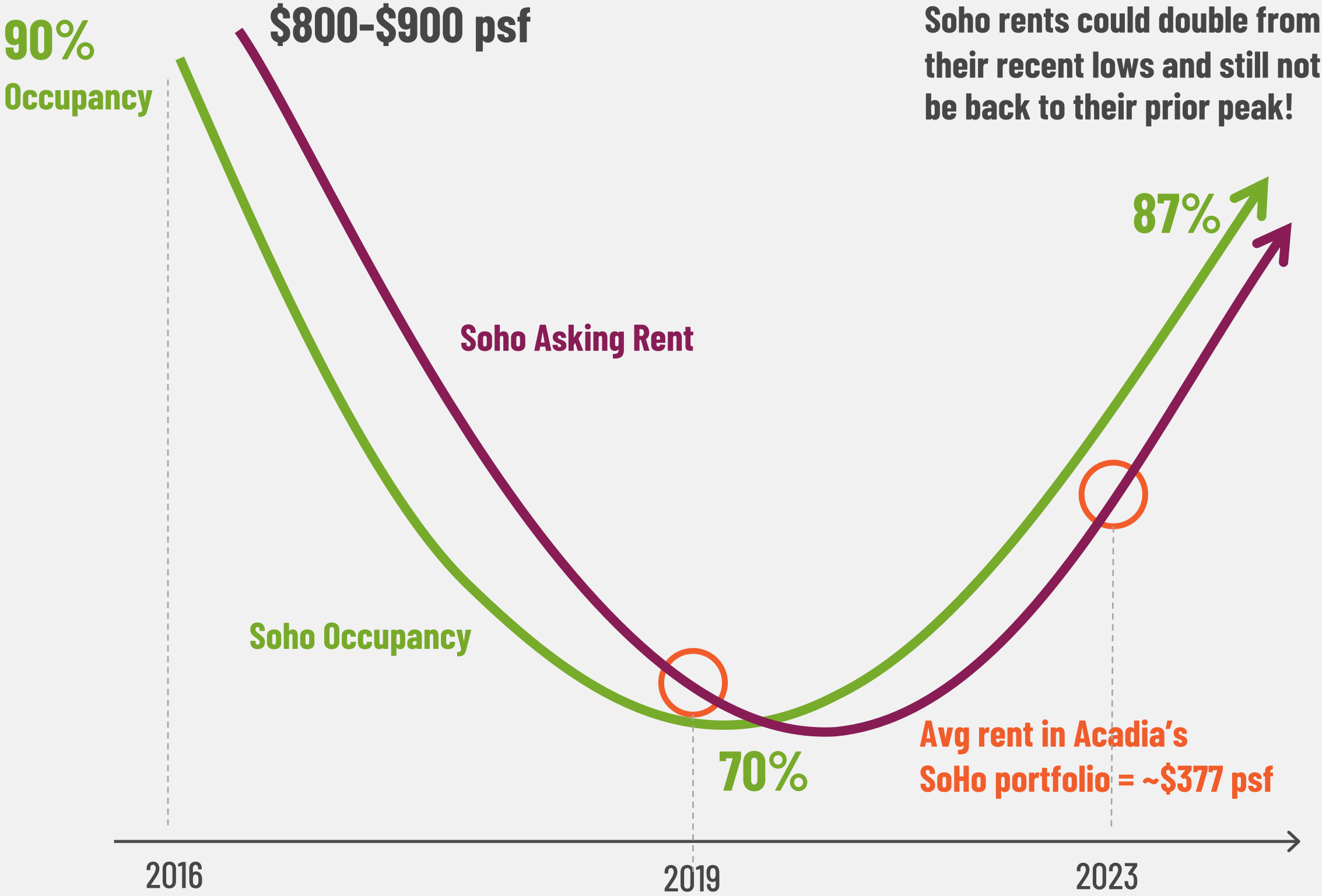
2. Lease Spreads

Not all Spreads are Created Equal



Note: All numbers are based on the following assumptions: 10-yr term for both Street and Suburban Jr Anchor, annual bumps of 3% for Street and 1.5% for Jr Anchor.

Soho Rents Poised for Growth



Sources: Asking Rents from REBNY Retail Report '10-'22; Occupancy Rates from Cushman Wakefield Soho Historical Statistics '13-'23

Streets Apart: Fair Value Resets

GREATER of 3% INCREASE or FMV



MELROSE PLACE
LOS ANGELES, CA



Melrose Place 2023:
THREE fair market resets
~30% cash spreads

Our Street Portfolio – What It Is **Not**



**NOT Return to Office
Dependent**



**Chicago Beyond
the Headlines**



**San Francisco
Location Matters**

BREAKING NEWS: FALSE NARRATIVE VS REALITY



Stalled return to Office and Hybrid Work has a negative Impact on ALL "Urban Retail"

The false narrative generally conflates amenity-oriented retail with dynamic retail corridors



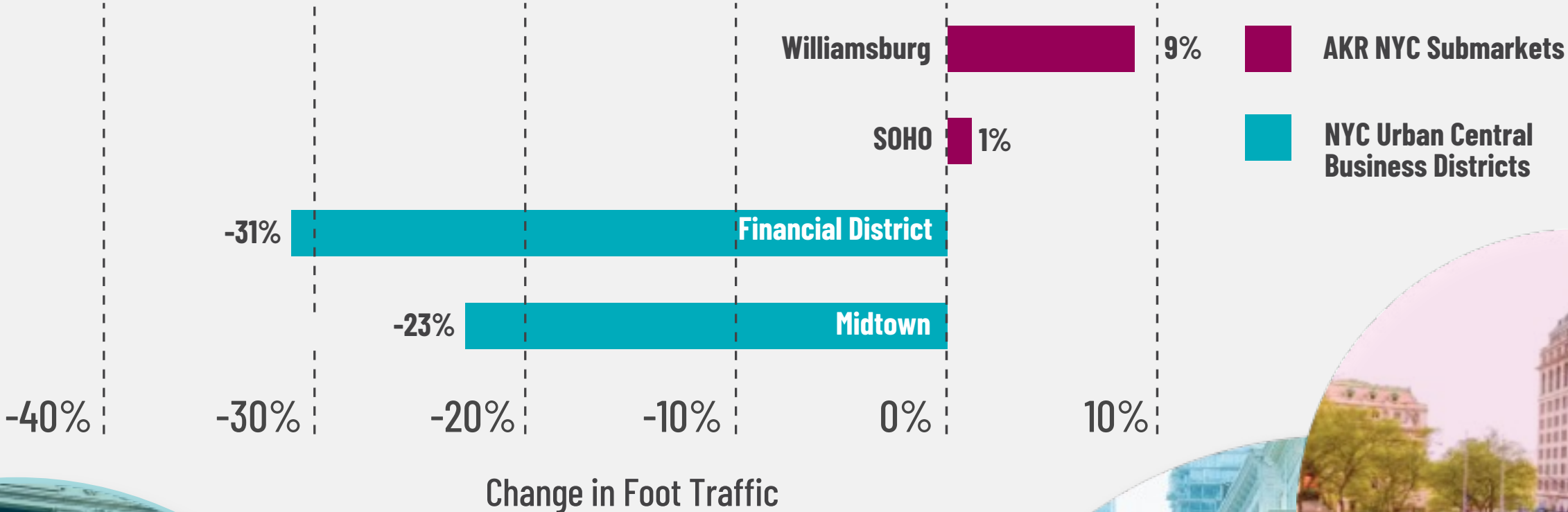
Williamsburg, September 2023

Amenity-oriented retail in office dense submarkets are dependent on workers & commuters

HOWEVER dynamic retail corridors have completely different traffic drivers

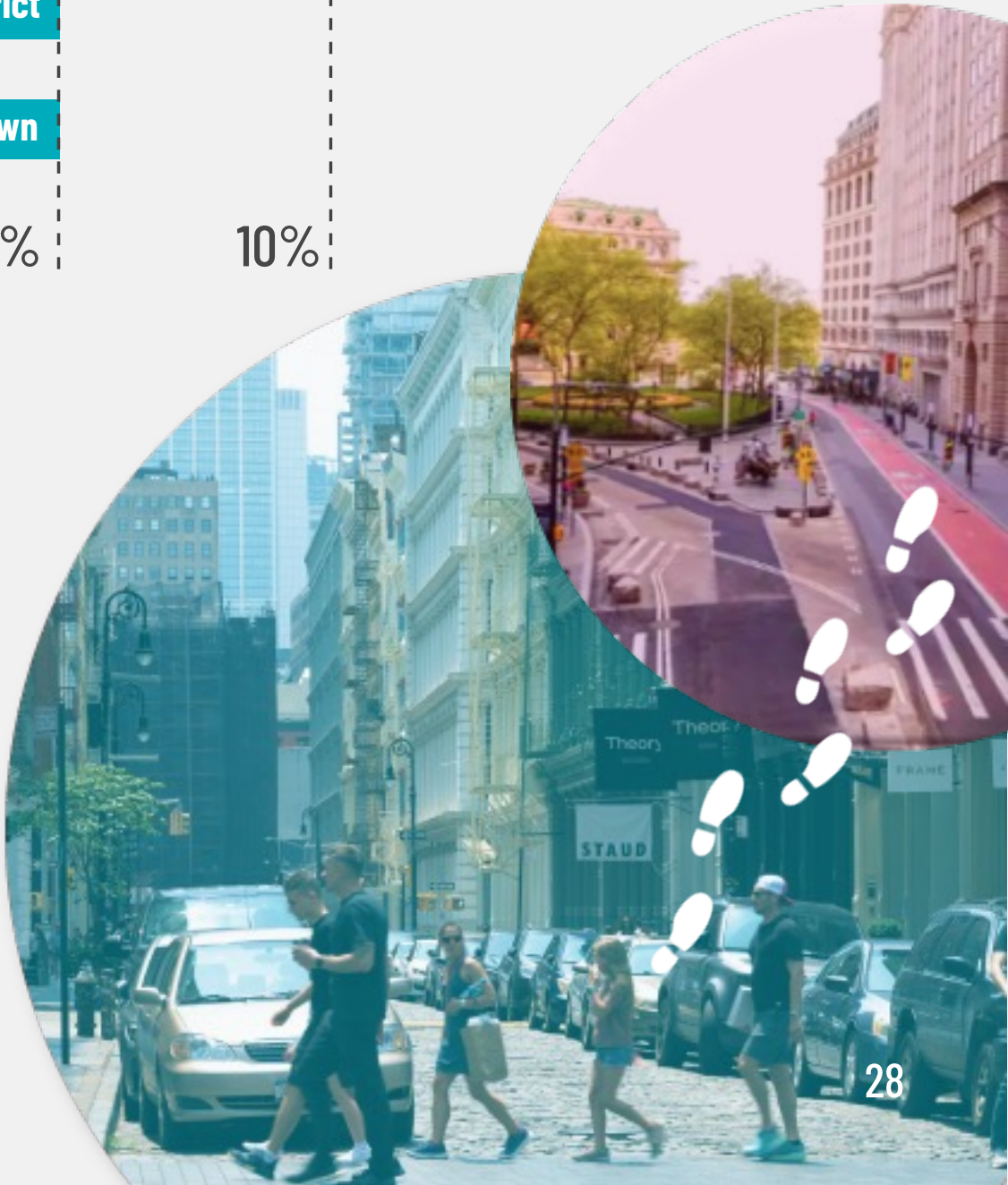
And the Data Shows...Foot Traffic in Select Submarkets

Foot Traffic YTD 2023 vs Same Month 2019 (pre-pandemic)



Impact on Acadia

- Office Attendance is NOT relevant to our portfolio
- Under 5% of our Annual Base Rent is office worker dependent



Source: Placer.ai

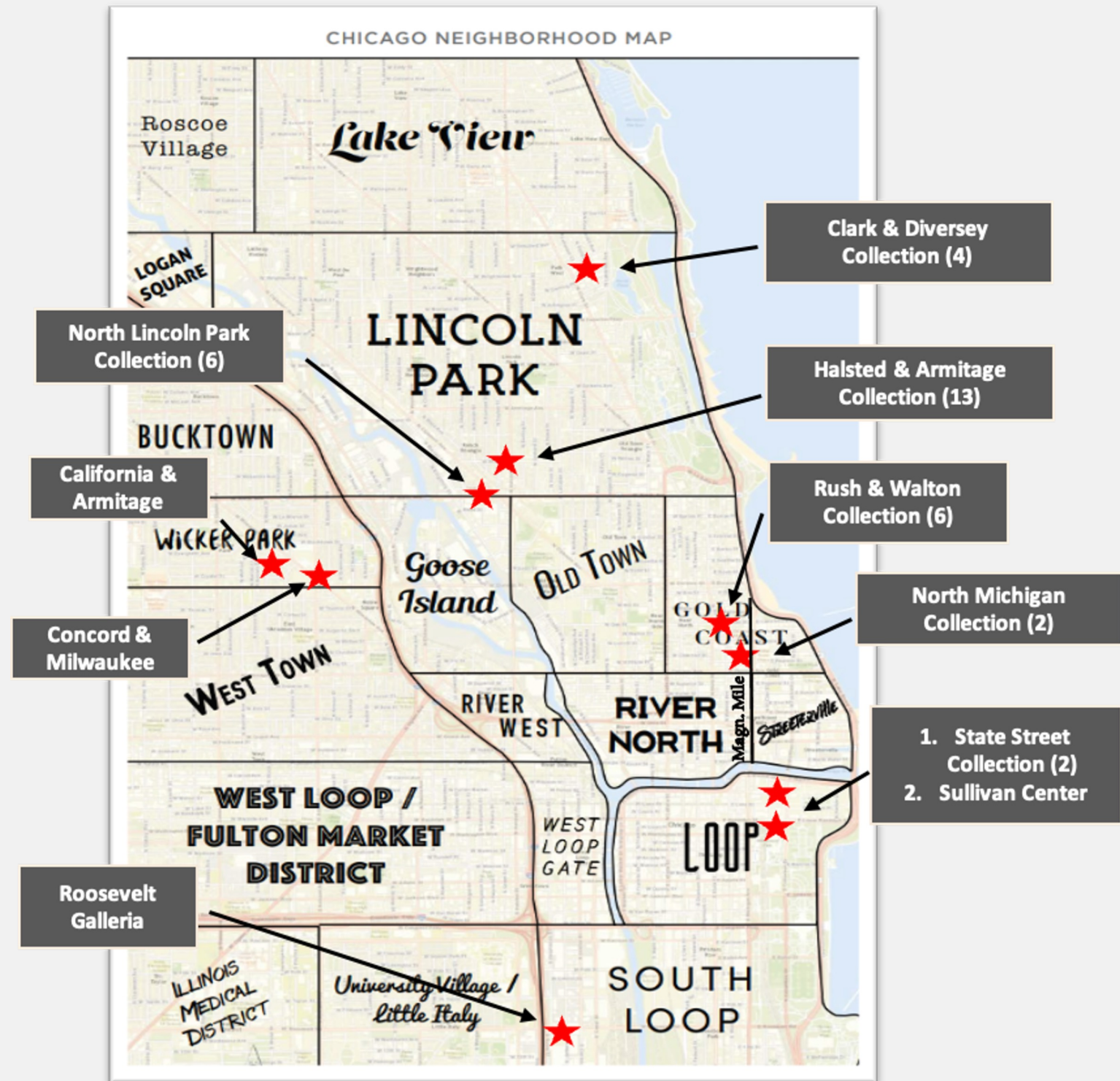
Chicago by the Numbers

Percent of Chicago ABR

45% High-Growth

35% Stable / Credit

20% Challenged



San Francisco 555 Ninth Street and City Center: Location Matters - Alternatives to Downtown

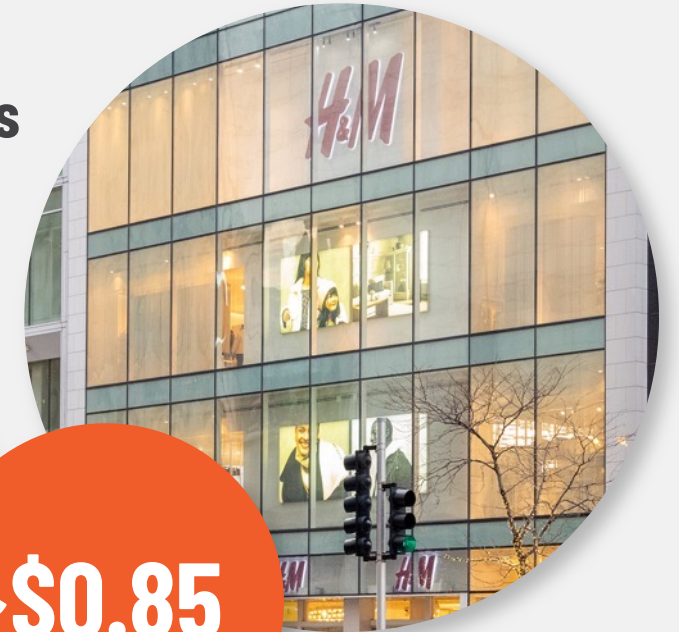
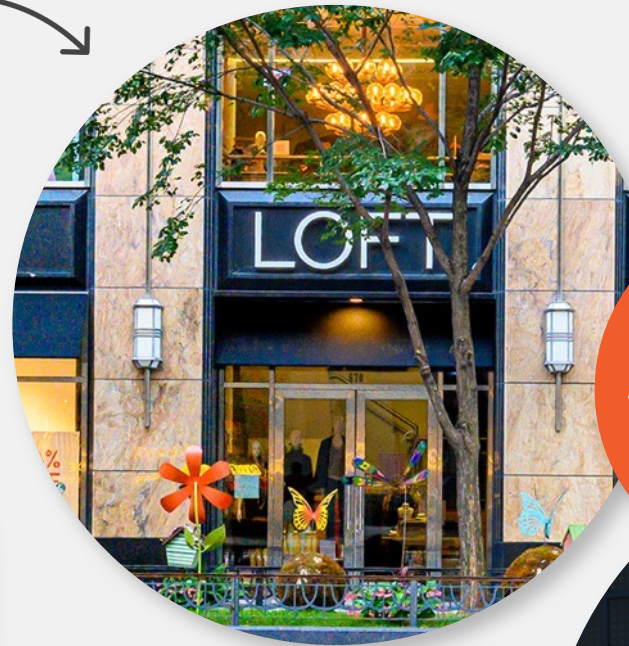


Throwing Out the Baby with the Bath Water?

AKR Consensus NAV/Share¹

~\$20

Core N. Michigan Avenue Assets



~\$0.85



555 Ninth Street

¹AKR Consensus NAV from Citi Hunter 10-27-23 Report

CHAPTER 3

**City Point:
Meaningful Value
and Earnings
Accretion ~5%**

Projected Earnings and Value Creation

**\$0.04-\$0.06 of FFO
and ~5% of NAV
accretion**



Brooklyn's Star Power



RollingStone



MUSIC POLITICS TV & MOVIES (SUB)CULTURE RS RECOMM

Greta Gerwig Crashes 'Barbie Premiere' at Alamo Drafthouse

"When we made this movie we made it with so much joy and hope" said the director at New York theater

BY CHARISMA MADARANG

JULY 21, 2023



Ayanna P.

@AyannaPrescod · Follow



Greta Gerwig crashed a Barbie screening at the Alamo Drafthouse in Brooklyn tonight and that's why that theater will always be superior.

8:44 PM · Jul 21, 2023



2.5K



Reply



Share



Wave of Openings & Leasing Momentum

Q3 | 2023



DIG



Q4 | 2023

(Projected)



FOGO
DE
CHÃO.



Q1 | 2024

(Projected)



Expansion



GoodVets



Q2 | 2024

(Projected)

SEPHORA



City Point is Currently 84% Leased

Upper Levels
90%
Leased



5



4

PRIMARK®



3

PRIMARK



2



lululemon

Casper

FOGO DE CHÃO

spear

1

SEPHORA

DIG

GoodVets

Gong cha

JOYBIRD

McNALLY JACKSON

WRIGHT GOEBEL

SEPHORA

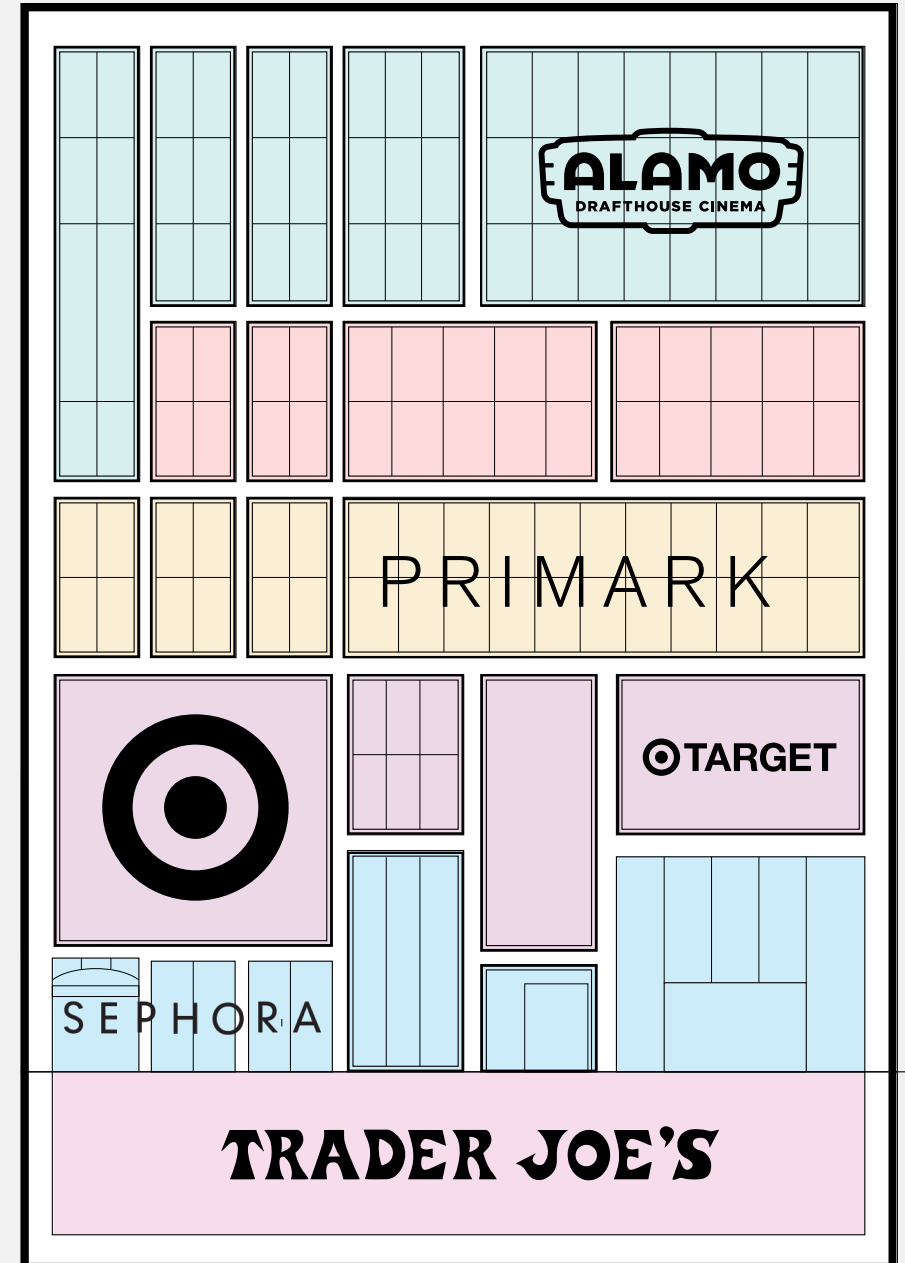
Street & Lower
Levels
71%
Leased

TRADER JOE'S

DeKALB MARKET HALL

C

TRADER JOE'S



Anchored for Growth



Park anticipated to be completed in the next few months with prime spaces remaining

Ryan Serhant Spotlight



1.9M Followers

Ryan Serhant, host of Bravo's television series "Million Dollar Listing New York" posted a City Point video tour on his Instagram

https://www.instagram.com/p/CxtCPWuuHU_/?hl=en





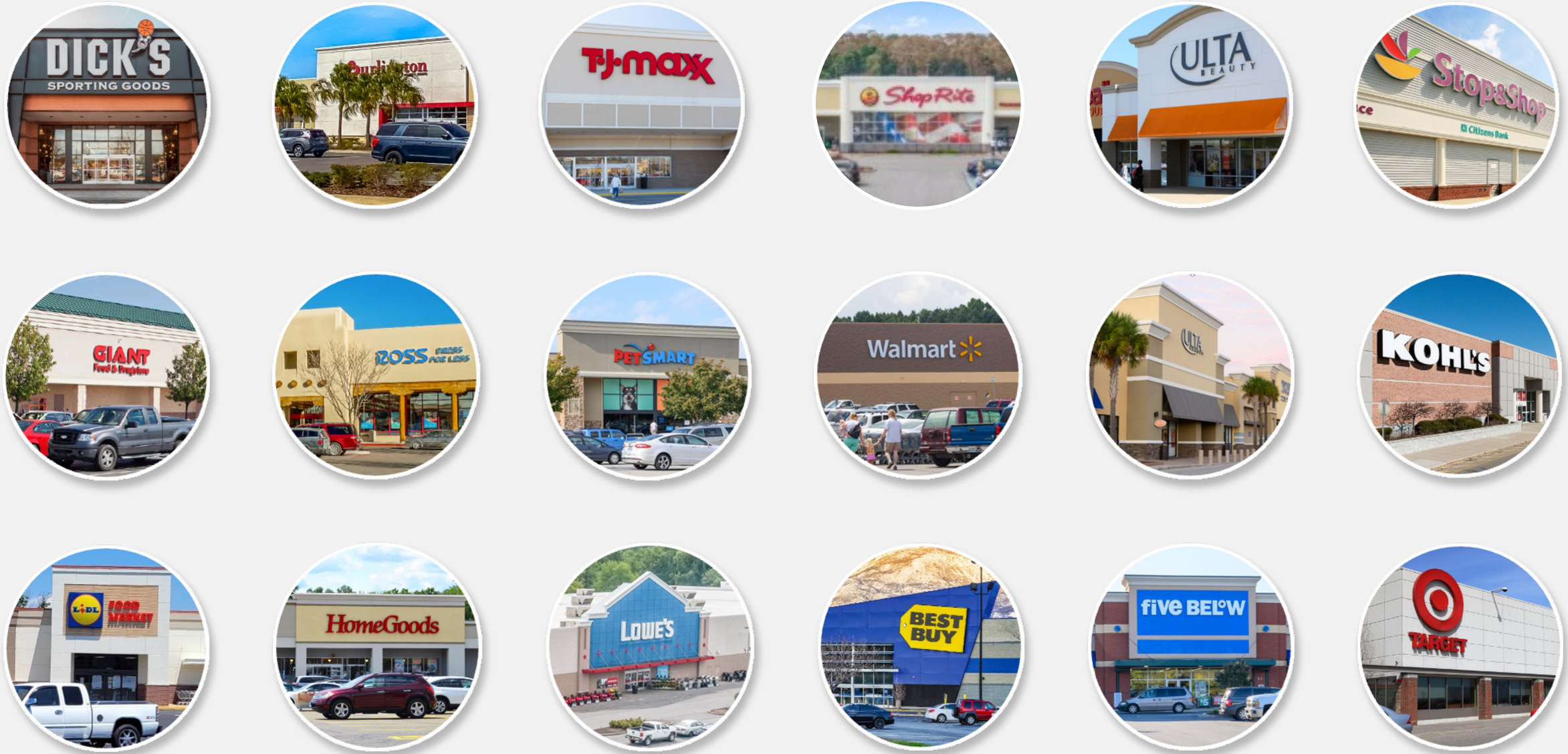
CHAPTER 4

**Dual Platform /
Ability to Move
the Needle**

STRATEGIES



Fund V in Excess of \$1B High-Quality Suburban Shopping Center Portfolio



Fund V Update



July 2023

~\$50M

Acquisition price

98%

Current occupancy rate

Expected double-digit current leveraged returns

Anchored by Burlington, Home Goods and Total Wine

UNDER CONTRACT

We have an asset under contract which completes Fund V



CHAPTER 5

Resilient Balance Sheet

Solid Balance Sheet

- Core debt portfolio **93% fixed**
- No material scheduled
Core debt maturities until **2026**
- Core is substantially fixed
(inclusive of interest rate swaps)
through 2027
- No material construction or
development cost commitments





CHAPTER 6

What We've Been Up To

Recent Tenant Upgrades

21 E Chestnut
Chicago, IL



Before



After

M Street,
Georgetown
Washington, D.C.



Before



After

Recent Tenant Upgrades

Bed Bath & Beyond + Dick's Sporting = New Dick's House of Sport





DENSIFICATION / VALUE ENHANCEMENT

CITY CENTER
SAN FRANCISCO, CA

555 Ninth Street, San Francisco, CA



- Ready for Repositioning
- Jr Anchor / Container Store lease signed for part of 2nd level
- BBBY space recaptured
- AKR development team successfully removed a significant zoning hurdle - eliminating significant time / cost typically required for national retailers to open and operate in San Francisco



555 Ninth Street - RENDERING
SAN FRANCISCO, CA

Corporate Responsibility



We believe that responsible environmental, social and community stewardship and responsible corporate governance are an essential part of our mission to build a successful business and create long-term value for our company and our stakeholders. We have established goals around our material ESG Program initiatives and are committed to reporting our performance in our annual Corporate Responsibility Report.



ENVIRONMENTAL

- Named a **Green Lease Leader Gold Status**
- Formalized commitment to reducing GHG emissions through goal to reduce emissions by 20% by end of 2024 (2019 baseline)
- Pursuing initiatives to reduce our energy and water consumption and increase reliance on renewable energy sources, including:
 - Upgrade parking lot lighting with LED bulbs and smart lighting controls
 - Install smart irrigation controls
 - Source electricity from renewable energy for landlord-controlled common areas
 - Leasing space on our rooftops and common areas for solar projects and electric vehicle charging stations
- Received the **Outstanding Achievement in Land Use Award** from Green Business Partnership in 2019 for our commitment to sustainable operating practices at our headquarters

GOVERNANCE

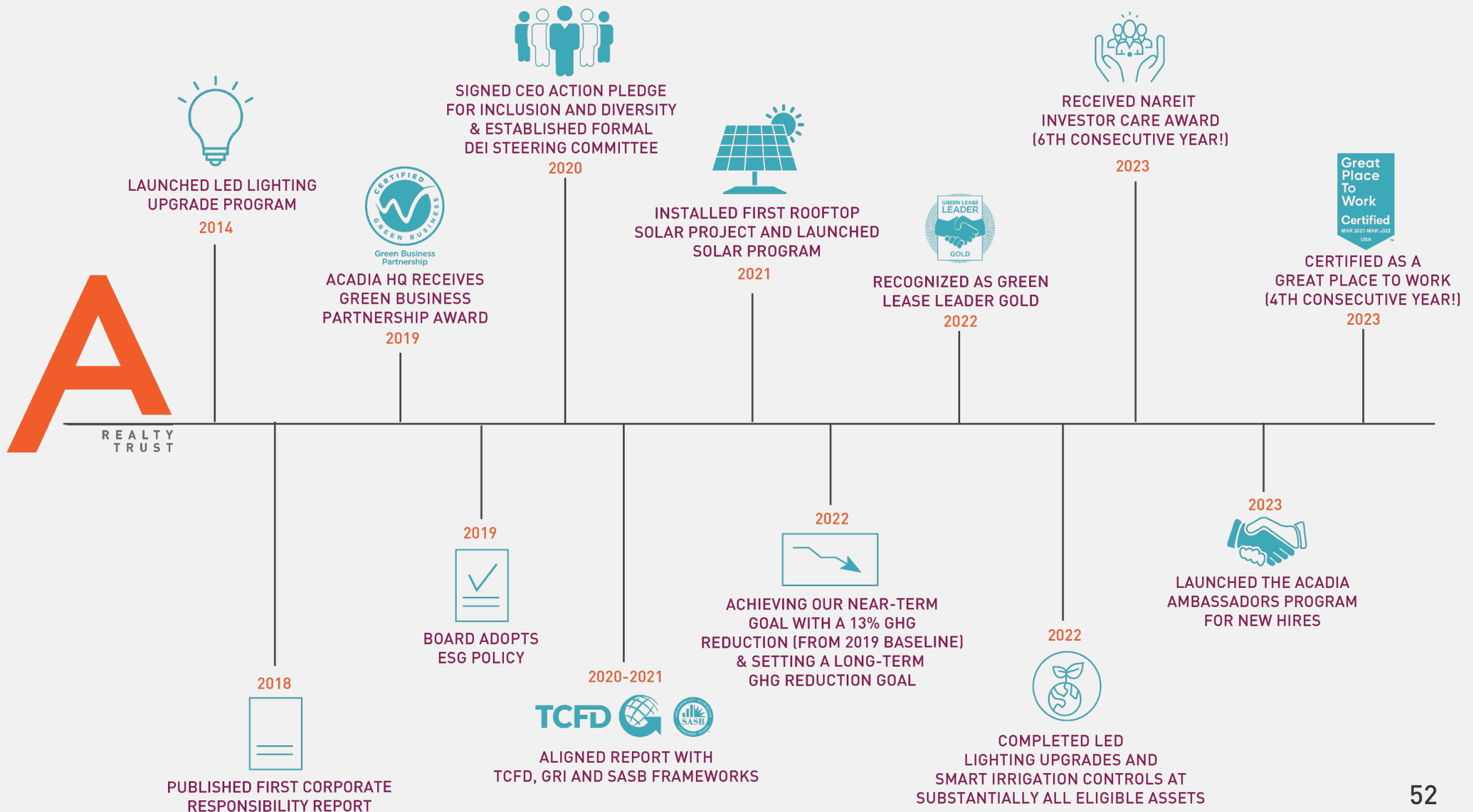
- Dedicated to maintaining a **high standard for corporate governance** predicated on integrity, ethics, diversity and transparency
- **33%** of our Board of Trustees represent gender, racial and/or ethnic diversity, as of September 30, 2023
- Received the **2023 NAREIT Investor CARE Award** for the 6th consecutive year, recognizing our continued commitment to investor reporting, transparency and governance

SOCIAL

- In 2020, our CEO signed the **CEO Action Pledge for Inclusion and Diversity**, and we established a formal DEI Steering Committee that is charged with advancing our DEI Program
- Our DEI program is focused on fostering a professional environment that fully embraces the fundamental values of diversity, equity and inclusion, starting with education through required DEI trainings
- Women represent **50%** of our employees and **32%** of our management-level positions, and racially and ethnically diverse employees represent **25%** of our employees and **24%** of our management-level positions, as of December 31, 2022
- Support our communities by hosting community events at our properties and donating time and resources to local schools and charitable organizations
- We were **certified as a Great Place to Work** in 2023 for the fourth consecutive year

ESG Program Highlights

We are committed to the advancement of our ESG Program. The timeline below highlights some of our earliest to most recent notable initiatives and accomplishments.





RECAP OF 5 KEY TAKEAWAYS



Peer Leading Internal Growth Has Driven and Will Continue Driving Bottom Line Earnings Growth

AKR is the only publicly traded company with meaningful ownership in Street Retail and these assets are enjoying a renaissance in terms of demand from a wide range of desirable retailers.



**Our Street Retail...
What it is...
What it is Not**

Despite the narrative that hybrid office working paradigm had negative implications for “Urban Retail,” our Street Retail locations have COMPLETELY different traffic drivers than that of office workers & commuters. We are seeing retail space INVENTORY DWINDLE and MARKET RENTS INCREASING.



City Point: Meaningful Value and Earnings Accretion ~5%

Upon stabilization, the asset is projected to be \$0.04-\$0.06 accretive to earnings.



Dual Platform / Ability to Move the Needle

Leveraging third-party capital is a core competency of Acadia.



Resilient Balance Sheet

Core debt portfolio is 93% fixed and there are no material scheduled Core debt maturities until 2026.

SAFE HARBOR STATEMENT

Certain statements in this press release 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. Forward-looking statements, which are based on certain assumptions and describe the Company's future plans, strategies and expectations are generally identifiable by the use of words, such as "may," "will," "should," "expect," "anticipate," "estimate," "believe," "intend" or "project," or the negative thereof, or other variations thereon or comparable terminology. Forward-looking statements involve known and unknown risks, uncertainties and other factors that could cause the Company's actual results and financial performance to be materially different from future results and financial performance expressed or implied by such forward-looking statements, including, but not limited to: (i) macroeconomic conditions, including geopolitical conditions and instability, which may lead to a disruption of or lack of access to the capital markets, disruptions and instability in the banking and financial services industries and rising inflation; (ii) the Company's success in implementing its business strategy and its ability to identify, underwrite, finance, consummate and integrate diversifying acquisitions and investments; (iii) changes in general economic conditions or economic conditions in the markets in which the Company may, from time to time, compete, and their effect on the Company's revenues, earnings and funding sources; (iv) increases in the Company's borrowing costs as a result of rising inflation, changes in interest rates and other factors, including the discontinuation of the USD London Interbank Offered Rate, which was effected on June 30, 2023; (v) the Company's ability to pay down, refinance, restructure or extend its indebtedness as it becomes due; (vi) the Company's investments in joint ventures and unconsolidated entities, including its lack of sole decision-making authority and its reliance on its joint venture partners' financial condition; (vii) the Company's ability to obtain the financial results expected from its development and redevelopment projects; (viii) the tenants' ability and willingness to renew their leases with the Company upon expiration, the Company's ability to re-lease its properties on the same or better terms in the event of nonrenewal or in the event the Company exercises its right to replace an existing tenant, and obligations the Company may incur in connection with the replacement of an existing tenant; (ix) the Company's potential liability for environmental matters; (x) damage to the Company's properties from catastrophic weather and other natural events, and the physical effects of climate change; (xi) the economic, political and social impact of, and uncertainty surrounding, any public health crisis, such as COVID-19 Pandemic, which adversely affected the Company and its tenants' business, financial condition, results of operations and liquidity; (xii) uninsured losses; (xiii) the Company's ability and willingness to maintain its qualification as a REIT in light of economic, market, legal, tax and other considerations; (xiv) information technology security breaches, including increased cybersecurity risks relating to the use of remote technology; (xv) the loss of key executives; and (xvi) the accuracy of the Company's methodologies and estimates regarding environmental, social and governance ("ESG") metrics, goals and targets, tenant willingness and ability to collaborate towards reporting ESG metrics and meeting ESG goals and targets, and the impact of governmental regulation on its ESG efforts.

The factors described above are not exhaustive and additional factors could adversely affect the Company's future results and financial performance, including the risk factors discussed under the section captioned "Risk Factors" in the Company's Annual Report on Form 10-K for the year ended December 31, 2022, and other periodic or current reports the Company files with the SEC. Any forward-looking statements in this press release speak only as of the date hereof. The Company expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements to reflect any changes in the Company's expectations with regard thereto or changes in the events, conditions or circumstances on which such forward-looking statements are based.