

REALTY INCOME CORP  
Form 10-Q  
October 26, 2017  
Table of Contents

**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**  
Washington, DC 20549

**FORM 10-Q**

**x Quarterly report pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934**

For the quarterly period ended September 30, 2017, or

**o Transition report pursuant to section 13 or 15(d) of the Securities Exchange Act of 1934**

Commission File Number 1-13374

**REALTY INCOME CORPORATION**

(Exact name of registrant as specified in its charter)

Maryland

33-0580106

Edgar Filing: REALTY INCOME CORP - Form 10-Q

(State or Other Jurisdiction of  
Incorporation or Organization)

(IRS Employer Identification  
Number)

**11995 El Camino Real, San Diego, California 92130**

(Address of Principal Executive Offices)

Registrant's telephone number, including area code: **(858) 284-5000**

Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15 (d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act.

Large accelerated filer  Accelerated filer  Non-accelerated filer  Smaller reporting company

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

There were 281,785,414 shares of common stock outstanding as of October 19, 2017.

---

Table of Contents

**REALTY INCOME CORPORATION**

**Index to Form 10-Q**

**September 30, 2017**

<b><u>PART I.</u></b>	<b><u>FINANCIAL INFORMATION</u></b>	<b>Page</b>
<b><u>Item 1:</u></b>	<u>Financial Statements</u>	
	<u>Consolidated Balance Sheets</u>	2
	<u>Consolidated Statements of Income</u>	3
	<u>Consolidated Statements of Cash Flows</u>	4
	<u>Notes to Consolidated Financial Statements</u>	5
<b><u>Item 2:</u></b>	<u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	
	<u>Forward-Looking Statements</u>	19
	<u>The Company</u>	20
	<u>Recent Developments</u>	23
	<u>Liquidity and Capital Resources</u>	26
	<u>Results of Operations</u>	31
	<u>Funds from Operations Available to Common Stockholders (FFO)</u>	37
	<u>Adjusted Funds from Operations Available to Common Stockholders (AFFO)</u>	38
	<u>Property Portfolio Information</u>	40
	<u>Impact of Inflation</u>	47
	<u>Impact of Recent Accounting Pronouncements</u>	47
	<u>Other Information</u>	47
<b><u>Item 3:</u></b>	<u>Quantitative and Qualitative Disclosures About Market Risk</u>	48
<b><u>Item 4:</u></b>	<u>Controls and Procedures</u>	49
<b><u>PART II. OTHER INFORMATION</u></b>		
<b><u>Item 2:</u></b>	<u>Unregistered Sales of Equity Securities and Use of Proceeds</u>	50
<b><u>Item 6:</u></b>	<u>Exhibits</u>	50
<b><u>SIGNATURE</u></b>		53

Table of Contents**PART 1. FINANCIAL INFORMATION****Item 1. Financial Statements**

## REALTY INCOME CORPORATION AND SUBSIDIARIES

**CONSOLIDATED BALANCE SHEETS**

September 30, 2017 and December 31, 2016

(dollars in thousands, except per share data)

	2017 (unaudited)	2016
<b>ASSETS</b>		
Real estate, at cost:		
Land	\$ 3,974,972	\$ 3,752,204
Buildings and improvements	10,634,965	10,112,212
Total real estate, at cost	14,609,937	13,864,416
Less accumulated depreciation and amortization	(2,265,035)	(1,987,200)
Net real estate held for investment	12,344,902	11,877,216
Real estate held for sale, net	2,874	26,575
Net real estate	12,347,776	11,903,791
Cash and cash equivalents	3,199	9,420
Accounts receivable, net	113,721	104,584
Acquired lease intangible assets, net	1,165,013	1,082,320
Goodwill	14,989	15,067
Other assets, net	56,721	37,689
Total assets	\$ 13,701,419	\$ 13,152,871
<b>LIABILITIES AND EQUITY</b>		
Distributions payable	\$ 60,104	\$ 55,235
Accounts payable and accrued expenses	92,947	121,156
Acquired lease intangible liabilities, net	272,377	264,206
Other liabilities	115,037	85,616
Line of credit payable	658,000	1,120,000
Term loans, net	319,347	319,127
Mortgages payable, net	341,015	466,045
Notes payable, net	4,468,665	3,934,433
Total liabilities	6,327,492	6,365,818
Commitments and contingencies		
Stockholders' equity:		
Preferred stock and paid in capital, par value \$0.01 per share, 69,900,000 shares authorized, no shares issued and outstanding as of September 30, 2017 and 16,350,000 issued and	-	395,378

Edgar Filing: REALTY INCOME CORP - Form 10-Q

outstanding as of December 31, 2016, liquidation preference \$25.00 per share		
Common stock and paid in capital, par value \$0.01 per share, 370,100,000 shares authorized, 281,778,537 shares issued and outstanding as of September 30, 2017 and 260,168,259 shares issued and outstanding as of December 31, 2016	9,488,043	8,228,594
Distributions in excess of net income	(2,133,614)	(1,857,168)
Total stockholders' equity	7,354,429	6,371,426
Noncontrolling interests	19,498	20,249
Total equity	7,373,927	6,391,675
Total liabilities and equity	\$ 13,701,419	\$ 13,152,871

*The accompanying notes to consolidated financial statements are an integral part of these statements.*

Table of Contents

## REALTY INCOME CORPORATION AND SUBSIDIARIES

**CONSOLIDATED STATEMENTS OF INCOME**

For the three and nine months ended September 30, 2017 and 2016

(dollars in thousands, except per share data) (unaudited)

	Three months ended		Nine months ended	
	September 30,		September 30,	
	2017	2016	2017	2016
<b>REVENUE</b>				
Rental	\$ 293,455	\$ 265,332	\$ 867,325	\$ 782,189
Tenant reimbursements	11,933	11,524	34,918	31,741
Other	1,532	318	2,872	1,399
Total revenue	306,920	277,174	905,115	815,329
<b>EXPENSES</b>				
Depreciation and amortization	127,569	113,917	371,755	332,192
Interest	62,951	52,952	185,935	171,039
General and administrative	13,881	12,103	43,227	38,407
Property (including reimbursable)	17,267	15,678	52,828	45,454
Income taxes	1,133	894	2,621	2,812
Provisions for impairment	365	8,763	8,072	16,955
Total expenses	223,166	204,307	664,438	606,859
Gain on sales of real estate	4,319	4,335	17,689	15,283
Net income	88,073	77,202	258,366	223,753
Net income attributable to noncontrolling interests	(133)	(130)	(420)	(623)
Net income attributable to the Company	87,940	77,072	257,946	223,130
Preferred stock dividends	-	(6,770)	(3,911)	(20,310)
Excess of redemption value over carrying value of preferred shares redeemed	-	-	(13,373)	-
Net income available to common stockholders	\$ 87,940	\$ 70,302	\$ 240,662	\$ 202,820
Amounts available to common stockholders per common share:				
Net income, basic and diluted	\$ 0.32	\$ 0.27	\$ 0.89	\$ 0.80
Weighted average common shares outstanding:				
Basic	275,511,870	258,085,633	270,584,365	253,953,149
Diluted	276,050,671	258,673,914	271,126,114	254,540,323

*The accompanying notes to consolidated financial statements are an integral part of these statements.*

Table of Contents

## REALTY INCOME CORPORATION AND SUBSIDIARIES

**CONSOLIDATED STATEMENTS OF CASH FLOWS**

For the nine months ended September 30, 2017 and 2016

(dollars in thousands) (unaudited)

	<b>2017</b>	<b>2016</b>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Net income	\$ 258,366	\$ 223,753
Adjustments to net income:		
Depreciation and amortization	371,755	332,192
Amortization of share-based compensation	10,641	9,204
Non-cash revenue adjustments	(2,783)	(7,583)
Amortization of net premiums on mortgages payable	(1,580)	(2,669)
Amortization of deferred financing costs	6,819	6,510
(Gain) loss on interest rate swaps	(1,228)	5,835
Gain on sales of real estate	(17,689)	(15,283)
Provisions for impairment on real estate	8,072	16,955
Change in assets and liabilities		
Accounts receivable and other assets	(2,342)	2,964
Accounts payable, accrued expenses and other liabilities	10,067	7,332
Net cash provided by operating activities	640,098	579,210
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Investment in real estate	(964,719)	(1,027,917)
Improvements to real estate, including leasing costs	(11,834)	(5,295)
Proceeds from sales of real estate	69,486	55,114
Insurance proceeds received	12,746	-
Collection of loans receivable	92	12,486
Restricted escrow deposits for Section 1031 tax-deferred exchanges and pending acquisitions	(19,452)	(7,757)
Net cash used in investing activities	(913,681)	(973,369)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Cash distributions to common stockholders	(509,987)	(453,774)
Cash dividends to preferred stockholders	(6,168)	(20,310)
Borrowings on line of credit	1,189,000	3,120,000
Payments on line of credit	(1,651,000)	(2,276,000)
Proceeds from notes and bonds payable issued	711,812	-
Principal payment on notes payable	(175,000)	(275,000)
Proceeds from mortgages payable	-	9,963
Principal payments on mortgages payable	(123,524)	(183,697)
Redemption of preferred stock	(408,750)	-
Proceeds from common stock offerings, net	704,938	383,572
Proceeds from dividend reinvestment and stock purchase plan	67,813	8,174
Proceeds from At-the-Market (ATM) program	487,998	85,780
Redemption of common units	-	(9,026)
Distributions to noncontrolling interests	(1,652)	(1,018)



Edgar Filing: REALTY INCOME CORP - Form 10-Q

Debt issuance costs	(6,663)	-
Other items, including shares withheld upon vesting	(11,455)	(4,998)
Net cash provided by financing activities	267,362	383,666
Net increase (decrease) in cash and cash equivalents	(6,221)	(10,493)
Cash and cash equivalents, beginning of period	9,420	40,294
Cash and cash equivalents, end of period	\$ 3,199	\$ 29,801

For supplemental disclosures, see note 17.

***The accompanying notes to consolidated financial statements are an integral part of these statements.***

Table of Contents

REALTY INCOME CORPORATION AND SUBSIDIARIES

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

September 30, 2017

(unaudited)

**1. Management Statement**

The consolidated financial statements of Realty Income Corporation ( Realty Income , the Company , we , our or us ) were prepared from our books and records without audit and include all adjustments (consisting of only normal recurring accruals) necessary to present a fair statement of results for the interim periods presented. Readers of this quarterly report should refer to our audited consolidated financial statements for the year ended December 31, 2016, which are included in our 2016 Annual Report on Form 10-K, as certain disclosures that would substantially duplicate those contained in the audited financial statements have not been included in this report.

At September 30, 2017, we owned 5,062 properties, located in 49 states and Puerto Rico, containing over 86.4 million leasable square feet.

**2. Summary of Significant Accounting Policies and Procedures and Recent Accounting Pronouncements**

A. The accompanying consolidated financial statements include the accounts of Realty Income and other entities for which we make operating and financial decisions (i.e., control), after elimination of all material intercompany balances and transactions. We consolidate entities that we control and record a noncontrolling interest for the portion that we do not own. Noncontrolling interest that was created or assumed as part of a business combination was recognized at fair value as of the date of the transaction (see note 11). We have no unconsolidated investments.

B. We have elected to be taxed as a real estate investment trust, or REIT, under the Internal Revenue Code of 1986, as amended. We believe we have qualified and continue to qualify as a REIT. Under the REIT operating structure, we are permitted to deduct dividends paid to our stockholders in determining our taxable income. Assuming our dividends equal or exceed our taxable net income, we generally will not be required to pay federal corporate income taxes on such income. Accordingly, no provision has been made for federal income taxes in the accompanying consolidated financial statements, except for federal income taxes of our taxable REIT subsidiaries. The income taxes recorded on our consolidated statements of income represent amounts paid by Realty Income and its subsidiaries for city and state income and franchise taxes.

C. We assign a portion of goodwill to our applicable property sales, which results in a reduction of the carrying amount of our goodwill. In order to allocate goodwill to the carrying amount of properties that we sell, we utilize a relative fair value approach based on the original methodology for assigning goodwill. As we sell properties, our goodwill will likely continue to gradually decrease over time. Based on our analyses of goodwill during the second quarters of 2017 and 2016, we determined there was no impairment on our existing goodwill.

D. In May 2014, the Financial Accounting Standards Board (FASB) issued ASU 2014-09, *Revenue from Contracts with Customers*. This ASU, as amended by ASU 2015-14, *Revenue from Contracts with Customers: Deferral of the Effective Date*, outlines a comprehensive model for companies to use in accounting for revenue arising from contracts with customers, and will apply to transactions such as the sale of real estate. This ASU, which is effective for interim and annual periods beginning after December 15, 2017, requires an entity to recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services and also to provide certain additional disclosures. We will adopt this standard effective as of January 1, 2018 and will utilize the cumulative effect transition method of adoption. The adoption of this guidance will not have a material impact on our financial position or results of operations. We expect this standard will have an impact on the disclosure of certain lease and non-lease components of revenue from leases upon the adoption of the update ASU 2016-02, *Leases*, but will not have a material impact on total revenues.

Table of Contents

In February 2016, FASB issued ASU 2016-02 (Topic 842, *Leases*), which amended Topic 840, *Leases*. Under this amended topic, the accounting applied by a lessor is largely unchanged from that applied under Topic 840, *Leases*. The large majority of operating leases should remain classified as operating leases, and lessors should continue to recognize lease income for those leases on a generally straight-line basis over the lease term. The amendments included in this topic are effective, on a retrospective or modified retrospective basis, for interim and annual periods beginning after December 15, 2018. We have not yet adopted this topic and are currently evaluating the impact this amendment may have on our consolidated financial statements.

In January 2017, FASB issued ASU 2017-01, which amends Topic 805, *Business Combinations*. The FASB issued this ASU to clarify the definition of a business with the objective of adding guidance to assist entities with evaluating whether transactions should be accounted for as acquisitions (or disposals) of assets or businesses. The ASU is effective for interim and annual periods beginning after December 15, 2017, with early adoption permitted. We elected to adopt this ASU early, effective October 1, 2017. As a result of this new guidance, we believe the majority of our future real estate transactions will qualify as asset acquisitions (or disposals), and future transaction costs associated with these acquisitions will be capitalized. The adoption of this topic will not have a material impact on our consolidated financial statements or related disclosures.

### 3. Supplemental Detail for Certain Components of Consolidated Balance Sheets

A. Acquired lease intangible assets, net, consist of the following (dollars in thousands) at:	September 30, 2017	December 31, 2016
Acquired in-place leases	\$ 1,227,780	\$ 1,164,075
Accumulated amortization of acquired in-place leases	(428,802)	(358,040)
Acquired above-market leases	479,098	365,005
Accumulated amortization of acquired above-market leases	(113,063)	(88,720)
	\$ 1,165,013	\$ 1,082,320

B. Other assets, net, consist of the following (dollars in thousands) at:	September 30, 2017	December 31, 2016
Restricted escrow deposits	23,698	4,246
Prepaid expenses	13,267	14,406
Corporate assets, net	5,566	3,585
Notes receivable issued in connection with property sales	5,298	5,390
Credit facility origination costs, net	5,094	7,303
Impounds related to mortgages payable	3,465	2,015
Other items	333	744
	\$ 56,721	\$ 37,689

C. Distributions payable consist of the following declared distributions (dollars in thousands) at:	September 30, 2017	December 31, 2016
Common stock distributions	\$ 60,018	\$ 52,896
Preferred stock dividends	-	2,257
Noncontrolling interests distributions	86	82
	60,104	55,235

Edgar Filing: REALTY INCOME CORP - Form 10-Q

	\$		\$
D. Accounts payable and accrued expenses consist of the following (dollars in thousands) at:		September 30, 2017	December 31, 2016
Notes payable - interest payable	\$	41,801	\$ 60,668
Property taxes payable		22,455	16,949
Accrued costs on properties under development		4,235	9,049
Mortgages, term loans, credit line - interest payable and interest rate swaps		3,793	5,432
Other items		20,663	29,058
	\$	92,947	\$ 121,156

Table of Contents

E. Acquired lease intangible liabilities, net, consist of the following (dollars in thousands) at:	September 30, 2017	December 31, 2016
Acquired below-market leases	\$ 340,504	\$ 318,926
Accumulated amortization of acquired below-market leases	(68,127)	(54,720)
	\$ 272,377	\$ 264,206

F. Other liabilities consist of the following (dollars in thousands) at:	September 30, 2017	December 31, 2016
Rent received in advance and other deferred revenue (1)	\$ 103,520	\$ 74,098
Security deposits	6,268	6,502
Capital lease obligations	5,249	5,016
	\$ 115,037	\$ 85,616

(1) In connection with Diageo's sale of its wine business to Treasury Wine Estates, we agreed to release Diageo from its guarantee of our leases in exchange for Diageo's payment of \$75 million of additional rent to us. The additional rent was paid in two equal installments, one of which was received in August 2016 for \$37.5 million and was recorded as prepaid rent. The final payment of \$37.5 million was received in January 2017, at which time Treasury Wine Estates became the guarantor of our leases on those properties. We have accounted for this transaction as a lease modification and the additional rent will be recognized on a straight-line basis over the remaining lease terms of approximately 15 years.

#### 4. Investments in Real Estate

We acquire land, buildings and improvements necessary for the successful operations of commercial tenants.

##### A. Acquisitions During the First Nine Months of 2017 and 2016

During the first nine months of 2017, we invested \$956.9 million in 177 new properties and properties under development or expansion with an initial weighted average contractual lease rate of 6.5%. The 177 new properties and properties under development or expansion are located in 35 states, will contain approximately 4.3 million leasable square feet, and are 100% leased with a weighted average lease term of 14.9 years. The tenants occupying the new properties operate in 21 industries and the property types consist of 96.6% retail and 3.4% industrial, based on rental revenue. None of our investments during 2017 caused any one tenant to be 10% or more of our total assets at September 30, 2017.

The \$956.9 million invested during the first nine months of 2017 was allocated as follows: \$233.7 million to land, \$585.0 million to buildings and improvements, \$152.7 million to intangible assets related to leases, and \$14.5 million to intangible liabilities related to leases and other assumed liabilities. There was no contingent consideration associated with these acquisitions.

## Edgar Filing: REALTY INCOME CORP - Form 10-Q

The properties acquired during the first nine months of 2017 generated total revenues of \$19.7 million and net income of \$9.4 million during the nine months ended September 30, 2017.

In comparison, during the first nine months of 2016, we invested \$1.1 billion in 236 properties and properties under development or expansion with an initial weighted average contractual lease rate of 6.4%. The 236 properties and properties under development or expansion are located in 36 states, contain approximately 5.2 million leasable square feet, and are 100% leased with a weighted average lease term of 15.0 years. The tenants occupying those properties operate in 24 industries and the property types are 80.7% retail and 19.3% industrial, based on rental revenue.

The \$1.1 billion invested during the first nine months of 2016 was allocated as follows: \$267.8 million to land, \$691.9 million to buildings and improvements, \$140.4 million to intangible assets related to leases, and \$26.3 million to intangible liabilities related to leases and other assumed liabilities. We also recorded mortgage premiums of \$692,000. There was no contingent consideration associated with these acquisitions.

The properties acquired during the first nine months of 2016 generated total revenues of \$22.5 million and net income of \$11.2 million during the nine months ended September 30, 2016.

Table of Contents

The estimated initial weighted average contractual lease rate for a property is generally computed as estimated contractual net operating income, which, in the case of a net leased property, is equal to the aggregate base rent for the first full year of each lease, divided by the total cost of the property. Since it is possible that a tenant could default on the payment of contractual rent, we cannot provide assurance that the actual return on the funds invested will remain at the percentages listed above.

In the case of a property under development or expansion, the contractual lease rate is generally fixed such that rent varies based on the actual total investment in order to provide a fixed rate of return. When the lease does not provide for a fixed rate of return on a property under development or expansion, the estimated initial weighted average contractual lease rate is computed as follows: estimated net operating income (determined by the lease) for the first full year of each lease, divided by our projected total investment in the property, including land, construction and capitalized interest costs. Of the \$956.9 million we invested during the first nine months of 2017, \$16.4 million was invested in 13 properties under development or expansion with an estimated initial weighted average contractual lease rate of 7.3%. Of the \$1.1 billion we invested during the first nine months of 2016, \$87.7 million was invested in 30 properties under development or expansion with an estimated initial weighted average contractual lease rate of 7.1%.

*B. Acquisition Transaction Costs*

Acquisition transaction costs of \$229,000 and \$119,000 were recorded to general and administrative expense on our consolidated statements of income during the first nine months of 2017 and 2016, respectively.

*C. Investments in Existing Properties*

During the first nine months of 2017, we capitalized costs of \$9.5 million on existing properties in our portfolio, consisting of \$1.2 million for re-leasing costs, \$536,000 for recurring capital expenditures and \$7.8 million for non-recurring building improvements. In comparison, during the first nine months of 2016, we capitalized costs of \$5.3 million on existing properties in our portfolio, consisting of \$564,000 for re-leasing costs, \$486,000 for recurring capital expenditures and \$4.2 million for non-recurring building improvements.

*D. Properties with Existing Leases*

Of the \$956.9 million we invested during the first nine months of 2017, approximately \$562.1 million was used to acquire 68 properties with existing leases. In comparison, of the \$1.1 billion we invested during the first nine months of 2016, approximately \$574.0 million was used to acquire 75 properties with existing leases. The value of the in-place and above-market leases is recorded to acquired lease intangible assets, net on our consolidated balance sheets, and the value of the below-market leases is recorded to acquired lease intangible liabilities, net on our consolidated balance sheets.

The values of the in-place leases are amortized as depreciation and amortization expense. The amounts amortized to expense for all of our in-place leases, for the first nine months of 2017 and 2016 were \$79.1 million and \$69.6 million, respectively.



Edgar Filing: REALTY INCOME CORP - Form 10-Q

The values of the above-market and below-market leases are amortized over the term of the respective leases, including any bargain renewal options, as an adjustment to rental revenue on our consolidated statements of income. The amounts amortized as a net decrease to rental revenue for capitalized above-market and below-market leases for the first nine months of 2017 and 2016 were \$10.2 million and \$6.7 million, respectively. If a lease was to be terminated prior to its stated expiration, all unamortized amounts relating to that lease would be recorded to revenue or expense, as appropriate.

Table of Contents

The following table presents the estimated impact during the next five years and thereafter related to the amortization of the acquired above-market and below-market lease intangibles and the amortization of the in-place lease intangibles at September 30, 2017 (in thousands):

		<b>Net decrease to rental revenue</b>		<b>Increase to amortization expense</b>
2017	\$	(3,919)	\$	25,466
2018		(15,439)		100,085
2019		(14,457)		89,847
2020		(13,688)		83,940
2021		(12,396)		75,819
Thereafter		(33,759)		423,821
Totals	\$	(93,658)	\$	798,978

## 5. Credit Facility

We have a \$2.0 billion unsecured revolving credit facility, or our credit facility with an initial term that expires in June 2019 and includes, at our option, two six-month extensions. Our credit facility has a \$1.0 billion accordion expansion option. Under our credit facility, our investment grade credit ratings as of September 30, 2017 provide for financing at the London Interbank Offered Rate, commonly referred to as LIBOR, plus 0.90% with a facility commitment fee of 0.15%, for all-in drawn pricing of 1.05% over LIBOR. The borrowing rate is subject to an interest rate floor and may change if our investment grade credit ratings change. We also have other interest rate options available to us under our credit facility. Our credit facility is unsecured and, accordingly, we have not pledged any assets as collateral for this obligation.

At September 30, 2017, credit facility origination costs of \$5.1 million are included in other assets, net on our consolidated balance sheet. These costs are being amortized over the remaining term of our credit facility.

At September 30, 2017, we had a borrowing capacity of \$1.34 billion available on our credit facility (subject to customary conditions to borrowing) and an outstanding balance of \$658.0 million as compared to an outstanding balance of \$1.12 billion at December 31, 2016.

The weighted average interest rate on outstanding borrowings under our credit facility was 1.9% during the first nine months of 2017 and 1.4% during the first nine months of 2016. At September 30, 2017 and 2016, the weighted average interest rate on borrowings outstanding was 2.2% and 1.4%, respectively. Our credit facility is subject to various leverage and interest coverage ratio limitations, and at September 30, 2017 we were in compliance with the covenants on our credit facility.

## 6. Term Loans

In June 2015, in conjunction with entering into our credit facility, we entered into a \$250 million senior unsecured term loan maturing on June 30, 2020. Borrowing under this term loan bears interest at the current one-month LIBOR, plus 0.95%. In conjunction with this term loan, we also entered into an interest rate swap which effectively fixes our per annum interest rate on this term loan at 2.67%.

In January 2013, in conjunction with our acquisition of American Realty Capital Trust, Inc., or ARCT, we entered into a \$70 million senior unsecured term loan maturing January 2018. Borrowing under this term loan bears interest at the current one-month LIBOR, plus 1.20%. In conjunction with this term loan, we also entered into an interest rate swap which effectively fixes our per annum interest rate on this term loan at 2.15%.

Deferred financing costs of \$1.2 million incurred in conjunction with the \$250 million term loan and \$303,000 incurred in conjunction with the \$70 million term loan are being amortized over the remaining terms of each respective term loan. The net balance of these deferred financing costs, which was \$653,000 at September 30, 2017, and \$873,000 at December 31, 2016, is included within term loans, net on our consolidated balance sheets.

## **7. Mortgages Payable**

During the first nine months of 2017, we made \$123.5 million in principal payments, including the repayment of seven mortgages in full for \$118.6 million. No mortgages were assumed during the first nine months of 2017.

Table of Contents

During the first nine months of 2016, we made \$183.7 million in principal payments, including the repayment of eight mortgages in full for \$161.5 million. Additionally, we assumed mortgages totaling \$32.5 million, excluding net premiums. During the third quarter of 2016, we refinanced one of these assumed mortgages and received an additional \$10.0 million in proceeds. The assumed mortgages are secured by the properties on which the debt was placed and are considered non-recourse debt with limited customary exceptions for items such as solvency, bankruptcy, misrepresentation, fraud, misapplication of payments, environmental liabilities, failure to pay taxes, insurance premiums, liens on the property, violations of the single purpose entity requirements, and uninsured losses. We expect to pay off our outstanding mortgages as soon as prepayment penalties make it economically feasible to do so.

During the first nine months of 2016, aggregate net premiums totaling \$692,000 were recorded upon the assumption of a mortgage with an above-market interest rate. Amortization of our net premiums is recorded as a reduction to interest expense over the remaining term of the respective mortgages, using a method that approximates the effective-interest method. Our mortgages contain customary covenants, such as limiting our ability to further mortgage each applicable property or to discontinue insurance coverage without the prior consent of the lender. At September 30, 2017, we were in compliance with these covenants.

The balance of our deferred financing costs, which are classified as part of mortgages payable, net, on our consolidated balance sheets, was \$249,000 at September 30, 2017 and \$324,000 at December 31, 2016. These costs are being amortized over the remaining term of each mortgage.

The following is a summary of all our mortgages payable as of September 30, 2017 and December 31, 2016, respectively (dollars in thousands):

As Of	Number of Properties(1)	Weighted Average Stated Interest Rate(2)	Weighted Average Effective Interest Rate(3)	Weighted Average Remaining Years Until Maturity	Remaining Principal Balance	Unamortized Premium and Deferred Finance Costs Balance, net	Mortgage Payable Balance
9/30/17	63	4.9%	4.5%	4.3	\$ 336,484	\$ 4,531	\$ 341,015
12/31/16	127	4.9%	4.3%	4.0	\$ 460,008	\$ 6,037	\$ 466,045

(1) At September 30, 2017, there were 29 mortgages on 63 properties, while at December 31, 2016, there were 36 mortgages on 127 properties. The mortgages require monthly payments with principal payments due at maturity. The mortgages are at fixed interest rates, except for four mortgages on four properties with a principal balance totaling \$44.9 million at September 30, 2017, and six mortgages on 15 properties with a principal balance totaling \$76.3 million at December 31, 2016. After factoring in arrangements which limit our exposure to interest rate risk and effectively fix our per annum interest rates, our mortgage debt subject to variable rates totals \$22.5 million at September 30, 2017 and \$38.2 million at December 31, 2016.

(2) Stated interest rates ranged from 3.2% to 6.9% at September 30, 2017, while stated interest rates ranged from 2.4% to 6.9% at December 31, 2016.

(3) Effective interest rates ranged from 3.0% to 5.5% at September 30, 2017, while effective interest rates ranged from 2.5% to 8.8% at December 31, 2016.

Edgar Filing: REALTY INCOME CORP - Form 10-Q

The following table summarizes the maturity of mortgages payable, excluding net premiums of \$4.8 million and deferred finance costs of \$249,000, as of September 30, 2017 (dollars in millions):

<b>Year of Maturity</b>		<b>Principal</b>
2017	\$	1.3
2018		21.9
2019		20.7
2020		82.4
2021		66.9
Thereafter		143.3
Totals	\$	336.5

-10-

---

Table of Contents**8. Notes Payable***A. General*

Our senior unsecured notes and bonds consist of the following, sorted by maturity date (dollars in millions):

	September 30, 2017		December 31, 2016
5.375% notes, issued in September 2005 and due in September 2017	-	\$	175
2.000% notes, issued in October 2012 and due in January 2018	350		350
6.750% notes, issued in September 2007 and due in August 2019	550		550
5.750% notes, issued in June 2010 and due in January 2021	250		250
3.250% notes, issued in October 2012 and due in October 2022	450		450
4.650% notes, issued in July 2013 and due in August 2023	750		750
3.875% notes, issued in June 2014 and due in July 2024	350		350
4.125% notes, \$250 issued in September 2014 and \$400 issued in March 2017, both due in October 2026	650		250
3.000% notes, issued in October 2016 and due in January 2027	600		600
5.875% bonds, \$100 issued in March 2005 and \$150 issued in June 2011, both due in March 2035	250		250
4.650% notes, issued in March 2017 and due in March 2047	300		-
Total principal amount	4,500		3,975
Unamortized original issuance discounts and deferred financing costs	(31)		(41)
	\$ 4,469	\$	3,934

The following table summarizes the maturity of our notes and bonds payable as of September 30, 2017, excluding unamortized original issuance discounts and deferred financing costs (dollars in millions):

Year of Maturity		Principal
2017	\$	-
2018		350
2019		550
2020		-
2021		250
Thereafter		3,350
Totals	\$	4,500

As of September 30, 2017, the weighted average interest rate on our notes and bonds payable was 4.3% and the weighted average remaining years until maturity was 7.9 years.

*B. Note Repayment*

In September 2017, we repaid our \$175.0 million of outstanding 5.375% notes, plus accrued and unpaid interest.

*C. Note Issuances*

In March 2017, we issued \$300 million of 4.650% senior unsecured notes due 2047, or the 2047 Notes, and \$400 million of 4.125% senior unsecured notes due 2026, or the 2026 Notes. The public offering price for the 2047 Notes was 99.97% of the principal amount for an effective yield to maturity of 4.65%. The public offering price for the 2026 Notes was 102.98% of the principal amount for an effective yield to maturity of 3.75%. The 2026 Notes constituted a further issuance of, and formed a single series with, the \$250 million aggregate principal amount of senior notes due 2026, issued in September 2014. The net proceeds of approximately \$705.2 million from the offerings were used to repay borrowings outstanding under our credit facility to fund investment opportunities, and for other general corporate purposes.

**9. Redemption of Preferred Stock**

In April 2017, we redeemed all of the 16,350,000 shares of our 6.625% Monthly Income Class F Preferred Stock for \$25 per share, plus accrued dividends. During the first nine months of 2017, we incurred a charge of \$13.4 million, representing the Class F preferred stock original issuance costs that we paid in 2012.

Table of Contents

**10. Equity**

*A. Issuance of Common Stock*

In March 2017, we issued 11,850,000 shares of common stock. After underwriting discounts and other offering costs of \$29.7 million, the net proceeds of \$704.9 million were used to repay borrowings under our credit facility.

In May 2016, we issued 6,500,000 shares of common stock. After underwriting discounts and other offering costs of \$12.1 million, the net proceeds of \$383.6 million were used to repay borrowings under our credit facility.

*B. Dividend Reinvestment and Stock Purchase Plan*

Our Dividend Reinvestment and Stock Purchase Plan, or the DRSP, provides our common stockholders, as well as new investors, with a convenient and economical method of purchasing our common stock and reinvesting their distributions. Our DRSP also allows our current stockholders to buy additional shares of common stock by reinvesting all or a portion of their distributions. The DRSP authorizes up to 26,000,000 common shares to be issued. During the first nine months of 2017, we issued 1,155,883 shares and raised approximately \$67.8 million under the DRSP. During the first nine months of 2016, we issued 133,432 shares and raised approximately \$8.2 million under the DRSP. From the inception of the DRSP through September 30, 2017, we have issued 14,025,772 shares and raised approximately \$659.7 million.

Our DRSP includes a waiver approval process, allowing larger investors or institutions, per a formal approval process, to purchase shares at a small discount, if approved by us. During the first nine months of 2017, we issued 927,695 shares and raised \$54.7 million under the waiver approval process. These shares are included in the total activity for 2017 noted in the preceding paragraph. We did not issue shares under the waiver approval process during the first nine months of 2016.

*C. At-the-Market (ATM) Program*

Through our at-the-market equity distribution program, or our ATM program, we were permitted to offer and sell shares of common stock to, or through, a consortium of banks acting as our sales agents either by means of ordinary brokers transactions on the NYSE at prevailing market prices or at negotiated prices. During the first nine months of 2017, we issued 8,506,559 shares and raised approximately \$488.0 million under the ATM program. During the first nine months of 2016, we issued 1,312,269 shares and raised approximately \$85.8 million under the ATM program. From the inception of our ATM program through September 30, 2017, we have issued all 12,000,000 shares authorized by our ATM program and raised \$691.1 million.



**11. Noncontrolling Interests**

In January 2013, we completed our acquisition of ARCT. Equity issued as consideration for this transaction included common and preferred partnership units issued by Tau Operating Partnership, L.P., or Tau Operating Partnership, the consolidated subsidiary which owns properties acquired through the ARCT acquisition. We and our subsidiaries hold a 99.4% interest in Tau Operating Partnership, and consolidate the entity.

In June 2013, we completed the acquisition of a portfolio of properties by issuing common partnership units in Realty Income, L.P. The units were issued as consideration for the acquisition. At September 30, 2017, the remaining units from this issuance represent a 0.4% ownership in Realty Income, L.P. We hold the remaining 99.6% interests in this entity and consolidate the entity.

Neither of the common partnership units have voting rights. Both common partnership units are entitled to monthly distributions equal to the amount paid to common stockholders of Realty Income, and are redeemable in cash or Realty Income common stock, at our option, and at a conversion ratio of one to one, subject to certain exceptions. Noncontrolling interests with redemption provisions that permit the issuer to settle in either cash or common stock, at the option of the issuer, were evaluated to determine whether temporary or permanent equity classification on the balance sheet was appropriate. We determined that the units meet the requirements to qualify for presentation as permanent equity.

In 2016, we completed the acquisition of two properties by acquiring a controlling interest in two separate joint ventures. We are the managing member of each of these joint ventures, and possess the ability to control the business and manage the affairs of these entities. At September 30, 2017, we and our subsidiaries held 95.0% and 74.0% interests, respectively, and fully consolidated these entities in our consolidated financial statements. The following table represents the change in the carrying value of all noncontrolling interests through September 30, 2017 (dollars in thousands):

Table of Contents

	Tau Operating Partnership units(1)	Realty Income, L.P. units(2)	Other Noncontrolling Interests	Total
[REDACTED]				

(1) 317,022 Tau Operating Partnership units were issued on January 22, 2013 and remained outstanding as of September 30, 2017 and December 31, 2016.

(2) 534,546 Realty Income, L.P. units were issued on June 27, 2013, and 88,182 remain outstanding as of December 31, 2016 and September 30, 2017.

Both Tau Operating Partnership and Realty Income, L.P. are considered VIEs in which we are deemed the primary beneficiary based on our controlling financial interests. Below is a summary of selected financial data of consolidated VIEs, including the joint ventures acquired during 2016, for which we are the primary beneficiary included in the consolidated balance sheets at September 30, 2017 and December 31, 2016 (in thousands):

	September 30, 2017	December 31, 2016
Net real estate	\$ 2,976,562	\$ 3,040,903
Total assets	3,394,991	3,499,481
Total debt	210,998	251,047
Total liabilities	313,782	364,797

## 12. Fair Value of Financial Instruments

Fair value is defined as the price that would be received from the sale of an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The disclosure for assets and liabilities measured at fair value requires allocation to a three-level valuation hierarchy. This valuation hierarchy is based upon the transparency of inputs to the valuation of an asset or liability as of the measurement date. Categorization within this hierarchy is based upon the lowest level of input that is significant to the fair value measurement.

We believe that the carrying values reflected in our consolidated balance sheets reasonably approximate the fair values for cash and cash equivalents, accounts receivable, escrow deposits, loans receivable, line of credit payable, term loans and all other liabilities, due to their short-term nature or interest rates and terms that are consistent with market, except for our notes receivable issued in connection with property sales, mortgages payable and our senior notes and bonds payable, which are disclosed as follows (dollars in millions):

Edgar Filing: REALTY INCOME CORP - Form 10-Q

<b>At September 30, 2017</b>		<b>Carrying value per balance sheet</b>		<b>Estimated fair value</b>
Notes receivable issued in connection with property sales	\$	5.3	\$	5.4
Mortgages payable assumed in connection with acquisitions (1)		336.5		351.0
Notes and bonds payable (2)		4,500.0		4,714.7

<b>At December 31, 2016</b>		<b>Carrying value per balance sheet</b>		<b>Estimated fair value</b>
Notes receivable issued in connection with property sales	\$	5.4	\$	5.5
Mortgages payable assumed in connection with acquisitions (1)		460.0		468.7
Notes and bonds payable (2)		3,975.0		4,143.3

(1) Excludes non-cash net premiums recorded on the mortgages payable. The unamortized balance of these net premiums is \$4.8 million at September 30, 2017, and \$6.4 million at December 31, 2016. Also excludes deferred financing costs of \$249,000 at September 30, 2017, and \$324,000 at December 31, 2016.

(2) Excludes non-cash original issuance discounts recorded on notes payable. The unamortized balance of the original issuance discounts is \$7.1 million at September 30, 2017, and \$19.8 million at December 31, 2016. Also excludes deferred financing costs of \$24.2 million at September 30, 2017 and \$20.8 million at December 31, 2016.

Table of Contents

The estimated fair values of our notes receivable issued in connection with property sales and our mortgages payable have been calculated by discounting the future cash flows using an interest rate based upon the relevant Treasury yield curve, plus an applicable credit-adjusted spread. Because this methodology includes unobservable inputs that reflect our own internal assumptions and calculations, the measurement of estimated fair values related to our notes receivable and mortgages payable is categorized as level three on the three-level valuation hierarchy.

The estimated fair values of our senior notes and bonds payable are based upon indicative market prices and recent trading activity of our senior notes and bonds payable. Because this methodology includes inputs that are less observable by the public and are not necessarily reflected in active markets, the measurement of the estimated fair values, related to our notes and bonds payable, is categorized as level two on the three-level valuation hierarchy.

We record interest rate swaps on the consolidated balance sheet at fair value. At September 30, 2017, interest rate swaps in a liability position valued at \$871,000 were included in accounts payable and accrued expenses and interest rate swaps in an asset position valued at \$73,000 were included in other assets, net on the consolidated balance sheet. The fair value of our interest rate swaps are based on valuation techniques including discounted cash flow analysis on the expected cash flows of each swap, using both observable and unobservable market-based inputs, including interest rate curves. Because this methodology uses observable and unobservable inputs, and the unobservable inputs are not significant to the fair value measurement, the measurement of interest rate swaps is categorized as level two on the three-level valuation hierarchy.

### **13. Gain on Sales of Real Estate**

During the third quarter of 2017, we sold 17 properties for \$25.5 million, which resulted in a gain of \$4.3 million. During the first nine months of 2017, we sold 46 properties for \$69.5 million, which resulted in a gain of \$17.7 million.

During the third quarter of 2016, we sold 24 properties for \$19.6 million, which resulted in a gain of \$4.3 million. During the first nine months of 2016, we sold 51 properties for \$55.2 million, which resulted in a gain of \$15.3 million.

### **14. Impairments**

We review long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. A provision is made for impairment if estimated future operating cash flows (undiscounted and without interest charges) plus estimated disposition proceeds (undiscounted) are less than the current book value of the property. Key factors that we utilize in this analysis include projected rental rates, estimated holding periods, historical sales and releases, capital expenditures and property sales capitalization rates. If a property is classified as held for sale, it is carried at the lower of carrying cost or estimated fair value, less estimated cost to sell, and depreciation of the property ceases.

## Edgar Filing: REALTY INCOME CORP - Form 10-Q

During the third quarter of 2017, we recorded total provisions for impairment of \$365,000 on three sold properties. For the first nine months of 2017, we recorded total provisions for impairment of \$8.1 million on ten sold properties, one property classified as held for sale, and six properties classified as held for investment.

In comparison, for the third quarter of 2016, we recorded total provisions for impairment of \$8.8 million on 15 sold properties, two properties classified as held for investment, and one property classified as held for sale. For the first nine months of 2016, we recorded total provisions for impairment of \$17.0 million on 29 sold properties, two properties classified as held for investment, and one property classified as held for sale.

Table of Contents**15. Distributions Paid and Payable****A. Common Stock**

We pay monthly distributions to our common stockholders. The following is a summary of monthly distributions paid per common share for the first nine months of 2017 and 2016:

<b>Month</b>		<b>2017</b>		<b>2016</b>
January	\$	0.2025000	\$	0.1910000
February		0.2105000		0.1985000
March		0.2105000		0.1985000
April		0.2110000		0.1990000
May		0.2110000		0.1990000
June		0.2110000		0.1990000
July		0.2115000		0.1995000
August		0.2115000		0.1995000
September		0.2115000		0.2015000
<b>Total</b>	\$	<b>1.8910000</b>	\$	<b>1.7855000</b>

At September 30, 2017, a distribution of \$0.212 per common share was payable and was paid in October 2017.

**B. Class F Preferred Stock**

In April 2017, we redeemed all 16,350,000 shares of our Class F preferred stock. During the first three months of 2017, we paid three monthly dividends to holders of our Class F preferred stock totaling \$0.414063 per share, or \$3.9 million. In April 2017, we paid a final monthly dividend of \$0.101215 per share, or \$1.7 million, which was recorded as interest expense. During the first nine months of 2016, we paid nine monthly dividends to holders of our Class F preferred stock totaling \$1.242189 per share, or \$20.3 million.

**16. Net Income per Common Share**

Basic net income per common share is computed by dividing net income available to common stockholders by the weighted average number of common shares outstanding during each period. Diluted net income per common share is computed by dividing net income available to common stockholders, plus income attributable to dilutive shares and convertible common units, for the period by the weighted average number of common shares that would have been outstanding assuming the issuance of common shares for all potentially dilutive common shares outstanding during the reporting period.

Edgar Filing: REALTY INCOME CORP - Form 10-Q

The following is a reconciliation of the denominator of the basic net income per common share computation to the denominator of the diluted net income per common share computation.

	Three months ended September 30,		Nine months ended September 30,	
	2017	2016	2017	2016
Weighted average shares used for the basic net income per share computation	275,511,870	258,085,633	270,584,365	253,953,149
Incremental shares from share-based compensation	221,779	271,259	224,727	270,152
Weighted average partnership common units convertible to common shares that were dilutive	317,022	317,022	317,022	317,022
Weighted average shares used for diluted net income per share computation	276,050,671	258,673,914	271,126,114	254,540,323
Unvested shares from share-based compensation that were anti-dilutive	15,798	224	17,719	231
Weighted average partnership common units convertible to common shares that were anti-dilutive	88,182	97,312	88,182	235,446

**17. Supplemental Disclosures of Cash Flow Information**

Cash paid for interest was \$198.8 million in the first nine months of 2017 and \$190.8 million in the first nine months of 2016.

Interest capitalized to properties under development was \$347,000 in the first nine months of 2017 and \$344,000 in the first nine months of 2016.

Cash paid for income taxes was \$4.0 million in the first nine months of 2017 and \$3.6 million in the first nine months of 2016.

Table of Contents

The following non-cash activities are included in the accompanying consolidated financial statements:

A. During the first nine months of 2016, we assumed mortgages payable to third-party lenders of \$32.5 million, and recorded \$692,000 of net premiums.

B. Accrued costs on properties under development resulted in an increase in buildings and improvements and accounts payable of \$1.5 million at September 30, 2016.

**18. Segment Information**

We evaluate performance and make resource allocation decisions on an industry by industry basis. For financial reporting purposes, we have grouped our tenants into 47 activity segments. All of the properties are incorporated into one of the applicable segments. Because almost all of our leases require the tenant to pay operating expenses, rental revenue is the only component of segment profit and loss we measure.

The following tables set forth certain information regarding the properties owned by us, classified according to the business of the respective tenants (dollars in thousands):



Table of Contents

	September 30, 2017	December 31, 2016
<b>Assets, as of:</b>		
Segment net real estate:		
Apparel	\$ 174,162	\$ 175,418
Automotive service	215,004	152,220
Automotive tire services	248,638	238,151
Beverages	290,239	293,447
Child care	58,148	49,584
Convenience stores	1,004,692	1,050,285
Dollar stores	1,092,884	1,120,896
Drug stores	1,510,098	1,541,846
Financial services	393,395	408,228
General merchandise	268,059	248,040
Grocery stores	667,240	464,359
Health and fitness	842,325	823,697
Home improvement	360,866	311,459
Motor vehicle dealerships	206,732	197,713
Restaurants-casual dining	507,062	511,863
Restaurants-quick service	639,812	574,532
Theaters	538,781	370,732
Transportation services	782,024	796,717
Wholesale club	429,802	439,557
Other non-reportable segments	2,117,813	2,135,047
Total segment net real estate	12,347,776	11,903,791
Intangible assets:		
Apparel	40,553	43,786
Automotive service	65,017	33,160
Automotive tire services	10,281	11,533
Beverages	2,087	2,280
Convenience stores	46,399	14,372
Dollar stores	47,061	51,249
Drug stores	173,863	182,981
Financial services	26,155	29,749
General merchandise	44,425	43,248
Grocery stores	121,654	65,412
Health and fitness	67,138	63,574
Home improvement	52,017	49,932
Motor vehicle dealerships	32,618	25,032
Restaurants-casual dining	20,574	22,058
Restaurants-quick service	46,300	43,356
Theaters	22,396	13,822
Transportation services	90,750	101,664
Wholesale club	30,378	32,723
Other non-reportable segments	225,347	252,389
Goodwill:		
Automotive service	437	440
Automotive tire services	862	862
Child care	4,924	4,945
Convenience stores	2,004	2,008
Restaurants-casual dining	2,080	2,107
Restaurants-quick service	1,064	1,068
Other non-reportable segments	3,618	3,637
Other corporate assets	173,641	151,693
	\$ 13,701,419	\$ 13,152,871

Total assets

-17-

---

Table of Contents

Revenue	Three months ended September 30,		Nine months ended September 30,	
	2017	2016	2017	2016
Segment rental revenue:				
Apparel	\$ 4,718	\$ 5,106	\$ 14,613	\$ 14,860
Automotive service	6,416	5,322	18,257	14,814
Automotive tire services	7,383	7,135	22,158	21,618
Beverages	7,829	7,027	23,345	19,836
Child care	5,062	4,909	15,395	14,846
Convenience stores	27,874	22,757	83,143	68,410
Dollar stores	22,738	22,652	68,246	67,975
Drug stores	31,635	29,230	94,880	86,288
Financial services	7,058	4,267	21,377	12,832
General merchandise	6,296	5,149	17,263	13,702
Grocery stores	13,450	8,331	37,209	23,452
Health and fitness	22,416	21,444	65,810	64,293
Home improvement	7,816	6,732	21,826	18,884
Motor vehicle dealerships	5,749	5,215	18,240	15,025
Restaurants-casual dining	11,073	10,951	32,853	31,364
Restaurants-quick service	14,659	13,056	43,337	38,329
Theaters	14,947	12,689	41,405	38,846
Transportation services	15,635	15,196	46,656	42,038
Wholesale club	9,414	9,368	28,241	28,107
Other non-reportable segments	51,287	48,796	153,071	146,670
Total rental revenue	293,455	265,332	867,325	782,189
Tenant reimbursements	11,933	11,524	34,918	31,741
Other revenue	1,532	318	2,872	1,399
Total revenue	\$ 306,920	\$ 277,174	\$ 905,115	\$ 815,329

**19. Common Stock Incentive Plan**

In 2012, our Board of Directors adopted and stockholders approved the Realty Income Corporation 2012 Incentive Award Plan, or the 2012 Plan, to enable us to motivate, attract and retain the services of directors and employees considered essential to our long-term success. The 2012 Plan offers our directors and employees an opportunity to own our stock or rights that will reflect our growth, development and financial success. Under the terms of the 2012 plan, the aggregate number of shares of our common stock subject to options, restricted stock, stock appreciation rights, restricted stock units and other awards, will be no more than 3,985,734 shares. The 2012 Plan has a term of ten years from the date it was adopted by our Board of Directors.

The amount of share-based compensation costs recognized in general and administrative expense on our consolidated statements of income was \$3.4 million during the third quarter of 2017, \$2.7 million during the third quarter of 2016, \$10.6 million during the first nine months of 2017 and \$9.2 million during the first nine months of 2016.

**A. Restricted Stock**

During the first nine months of 2017, we granted 119,564 shares of common stock to employees under the 2012 Plan. Of these shares, 72,626 vest over a four-year service period, and 46,938 shares vest over a five-year service period. Additionally, we

granted 28,000 shares under the 2012 Plan to the independent members of our Board of Directors in May 2017 as their annual grant of shares, of which 20,000 shares vested immediately and 8,000 shares vest annually, in equal parts, over a three-year service period.

As of September 30, 2017, the remaining unamortized share-based compensation expense related to restricted stock totaled \$20.2 million, which is being amortized on a straight-line basis over the service period of each applicable award. The amount of share-based compensation is based on the fair value of the stock at the grant date. We define the grant date as the date the recipient and Realty Income have a mutual understanding of the key terms and condition of the award, and the recipient of the grant begins to benefit from, or be adversely affected by, subsequent changes in the price of the shares.

Table of Contents

*B. Performance Shares and Restricted Stock Units*

During the first nine months of 2017, we granted 111,637 performance shares, as well as dividend equivalent rights, to our executive officers. The performance shares are earned based on our TSR performance relative to select industry indices and peer groups as well as achievement of certain operating metrics, and vest 50% on the first and second January 1 after the end of the three year performance period, subject to continued service.

During the first nine months of 2017, we also granted 10,191 restricted stock units of which 6,161 vest over a four-year service period, and the remaining 4,030 vest over a five-year service period. These restricted stock units have the same economic rights as shares of restricted stock.

As of September 30, 2017, the remaining share-based compensation expense related to the performance shares and restricted stock units totaled \$10.0 million. The fair value of the performance share was estimated on the date of grant using a Monte Carlo Simulation model. The performance shares are being recognized on a tranche-by-tranche basis over the service period. The amount of share-based compensation for the restricted stock units is based on the fair value of our common stock at the grant date. The restricted stock units are being recognized on a straight-line basis over the service period.

## **20. Commitments and Contingencies**

In the ordinary course of business, we are party to various legal actions which we believe are routine in nature and incidental to the operation of our business. We believe that the outcome of the proceedings will not have a material adverse effect upon our consolidated financial position or results of operations.

At September 30, 2017, we had commitments of \$8.8 million for re-leasing costs, recurring capital expenditures, and non-recurring building improvements. In addition, as of September 30, 2017, we had committed \$78.9 million under construction contracts, which is expected to be paid in the next twelve months.

## **21. Subsequent Events**

In October 2017, we declared a dividend of \$0.212 per share to our common stockholders, which will be paid in November 2017.

**Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations**

**FORWARD-LOOKING STATEMENTS**

This Quarterly Report on Form 10-Q, including the documents incorporated by reference, contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Exchange Act of 1934, as amended. When used in this quarterly report, the words estimated, anticipated, expect, believe, intend and similar expressions are intended to identify forward-looking statements. Forward-looking statements include discussions of strategy, plans, or intentions of management. Forward-looking statements are subject to risks, uncertainties, and assumptions about Realty Income Corporation, including, among other things:

- Our anticipated growth strategies;
- Our intention to acquire additional properties and the timing of these acquisitions;
- Our intention to sell properties and the timing of these property sales;
- Our intention to re-lease vacant properties;
- Anticipated trends in our business, including trends in the market for long-term, net leases of freestanding, single-tenant properties; and
- Future expenditures for development projects.

Future events and actual results, financial and otherwise, may differ materially from the results discussed in the forward-looking statements. In particular, some of the factors that could cause actual results to differ materially are:

- Our continued qualification as a real estate investment trust;
- General business and economic conditions;



Table of Contents

- Competition;
- Fluctuating interest rates;
- Access to debt and equity capital markets;
- Continued volatility and uncertainty in the credit markets and broader financial markets;
- Other risks inherent in the real estate business including tenant defaults, potential liability relating to environmental matters, illiquidity of real estate investments, and potential damages from natural disasters;
- Impairments in the value of our real estate assets;
- Changes in the tax laws of the United States of America;
- The outcome of any legal proceedings to which we are a party or which may occur in the future;  
and
- Acts of terrorism and war.

Additional factors that may cause risks and uncertainties include those discussed in the sections entitled Business , Risk Factors and Management s Discussion and Analysis of Financial Condition and Results of Operations in our Annual Report on Form 10-K, for the fiscal year ended December 31, 2016.

Readers are cautioned not to place undue reliance on forward-looking statements, which speak only as of the date that this quarterly report was filed with the Securities and Exchange Commission, or SEC. While forward-looking statements reflect our good faith beliefs, they are not guarantees of future performance. We undertake no obligation to publicly release the results of any revisions to these forward-looking statements that may be made to reflect events or circumstances after the date of this quarterly report or to reflect the occurrence of unanticipated events. In light of these risks and uncertainties, the forward-looking events



discussed in this quarterly report might not occur.

## THE COMPANY

Realty Income, The Monthly Dividend Company®, is an S&P 500 company dedicated to providing stockholders with dependable monthly dividends that increase over time. The company is structured as a real estate investment trust, or REIT, requiring it annually to distribute at least 90% of its taxable income (excluding net capital gains) in the form of dividends to its stockholders. The monthly dividends are supported by the cash flow generated from real estate owned under long-term, net lease agreements with regional and national commercial tenants. The company has in-house acquisition, portfolio management, asset management, real estate research, credit research, legal, finance and accounting, information technology, and capital markets capabilities.

Realty Income was founded in 1969, and listed on the New York Stock Exchange (NYSE: O) in 1994. Over the past 48 years, Realty Income has been acquiring and managing freestanding commercial properties that generate rental revenue under long-term net lease agreements. The company is a member of the S&P High Yield Dividend Aristocrats® index for having increased its dividend every year for more than 20 consecutive years.

At September 30, 2017, we owned a diversified portfolio:

- Of 5,062 properties;
- With an occupancy rate of 98.3%, or 4,976 properties leased and 86 properties available for lease;
- Leased to 251 different commercial tenants doing business in 47 separate industries;
- Located in 49 states and Puerto Rico;
- With over 86.4 million square feet of leasable space; and
- With an average leasable space per property of approximately 17,080 square feet; approximately 11,840 square feet per retail property and 221,170 square feet per industrial property.

Edgar Filing: REALTY INCOME CORP - Form 10-Q

Of the 5,062 properties in the portfolio, 5,034, or 99.4%, are single-tenant properties, and the remaining are multi-tenant properties. At September 30, 2017, of the 5,034 single-tenant properties, 4,949 were leased with a weighted average remaining lease term (excluding rights to extend a lease at the option of the tenant) of approximately 9.6 years.

Table of Contents

**Investment Philosophy**

We believe that owning an actively managed, diversified portfolio of commercial properties under long-term, net lease agreements produces consistent and predictable income. A net lease typically requires the tenant to be responsible for monthly rent and certain property operating expenses including property taxes, insurance, and maintenance. In addition, tenants of our properties typically pay rent increases based on: (1) increases in the consumer price index (typically subject to ceilings), (2) fixed increases, or (3) additional rent calculated as a percentage of the tenants' gross sales above a specified level. We believe that a portfolio of properties under long-term, net lease agreements generally produces a more predictable income stream than many other types of real estate portfolios, while continuing to offer the potential for growth in rental income.

Diversification is also a key component of our investment philosophy. We believe that diversification of the portfolio by tenant, industry, geography, and, to a certain extent, property type leads to more consistent and predictable income for our stockholders by reducing vulnerability that can come with any single concentration. Our investment activities have led to a diversified property portfolio that, as of September 30, 2017, consisted of 5,062 properties located in 49 states and Puerto Rico, leased to 251 different commercial tenants doing business in 47 industries. Each of the 47 industries represented in our property portfolio individually accounted for no more than 10.8% of our rental revenue for the quarter ended September 30, 2017.

**Investment Strategy**

Our investment strategy is to acquire real estate leased to regional and national tenants. When identifying new properties for investment, we generally focus on acquiring high-quality real estate that tenants consider important to the successful operation of their business. We generally seek to acquire real estate that has the following characteristics:

- Properties that are freestanding, commercially-zoned with a single tenant;
  
- Properties that are in significant markets or strategic locations critical to generating revenue for regional and national tenants (i.e. they need the property in which they operate in order to conduct their business);
  
- Properties that we deem to be profitable for the tenants and/or can generally be characterized as important to the successful operations of the company's business;
  
- Properties that are located within attractive demographic areas relative to the business of our tenants, generally fungible, and have good visibility and easy access to major thoroughfares;

- Properties with real estate valuations that approximate replacement costs;
- Properties with rental or lease payments that approximate market rents; and
- Properties that can be purchased with the simultaneous execution or assumption of long-term, net lease agreements, offering both current income and the potential for future rent increases.

We seek to invest in industries in which several, well-organized, regional and national tenants are capturing market share through the selection of prime real estate locations supported by superior service, quality control, economies of scale, consumer branding, and advertising. In addition, we frequently acquire large portfolios of single-tenant properties net leased to different tenants operating in a variety of industries. We have an internal team dedicated to sourcing such opportunities, often using our relationships with various tenants, owners/developers, and advisers to uncover and secure transactions. We also undertake thorough research and analysis to identify what we consider to be appropriate property locations, tenants, and industries for investment. This research expertise is instrumental to uncovering net lease opportunities in markets where we believe we can add value.

In selecting potential investments, we look for tenants with the following attributes:

- Tenants with reliable and sustainable cash flow;
- Tenants with revenue and cash flow from multiple sources;
- Tenants that are willing to sign a long-term lease (10 or more years); and
- Tenants that are large owners and users of real estate.

From a retail perspective, our investment strategy is to target tenants that have a service, non-discretionary, and/or low-price-point component to their business. We believe these characteristics better position tenants to operate in a variety of economic conditions and to compete more effectively with internet retailers. As a result of the execution of this strategy, over 90% of our annualized retail rental revenue at September 30, 2017 is derived from tenants with a service, non-discretionary, and/or low price point component to their business. From a non-retail perspective, we target industrial properties leased to Fortune 1000, primarily investment grade rated companies. We believe these characteristics enhance the stability of the rental revenue generated from these properties.



Table of Contents

After applying this investment strategy, we pursue those transactions where we can achieve an attractive investment spread over our cost of capital and favorable risk-adjusted returns.

**Underwriting Strategy**

In order to be considered for acquisition, properties must meet stringent underwriting requirements. We have established a four-part analysis that examines each potential investment based on:

- The aforementioned overall real estate characteristics, including demographics, replacement cost and comparative rental rates;
- Industry, tenant (including credit profile), and market conditions;
- Store profitability for retail locations if profitability data is available; and
- The importance of the real estate location to the operations of the tenants' business.

We believe the principal financial obligations for most of our tenants typically include their bank and other debt, payment obligations to suppliers, and real estate lease obligations. Because we typically own the land and building in which a tenant conducts its business or which are critical to the tenant's ability to generate revenue, we believe the risk of default on a tenant's lease obligation is less than the tenant's unsecured general obligations. It has been our experience that tenants must retain their profitable and critical locations in order to survive. Therefore, in the event of reorganization, they are less likely to reject a lease of a profitable or critical location because this would terminate their right to use the property.

Thus, as the property owner, we believe that we will fare better than unsecured creditors of the same tenant in the event of reorganization. If a property is rejected by the tenant during reorganization, we own the property and can either lease it to a new tenant or sell the property. In addition, we believe that the risk of default on real estate leases can be further mitigated by monitoring the performance of the tenants' individual locations and considering whether to proactively sell locations that meet our criteria for disposition.

Prior to entering into any transaction, our research department conducts a review of a tenant's credit quality. The information reviewed may include reports and filings, including any public credit ratings, financial statements, debt and equity analyst reports, and reviews of corporate credit spreads, stock prices, market capitalization, and other financial metrics. We conduct additional due diligence, including additional financial reviews of the tenant and a more comprehensive review of the business segment and

industry in which the tenant operates. We continue to monitor our tenants' credit quality on an ongoing basis by reviewing the available information previously discussed, and providing summaries of these findings to management. We estimate that approximately 46% of our annualized rental revenue comes from properties leased to investment grade rated companies or their subsidiaries. At September 30, 2017, our top 20 tenants represent approximately 53% of our annualized revenue and ten of these tenants have investment grade credit ratings or are subsidiaries of investment grade companies.

### **Portfolio and Asset Management Strategy**

In addition to pursuing new properties for investment, we seek to increase earnings and distributions to stockholders through active portfolio and asset management.

Generally, our portfolio and asset management efforts seek to achieve:

- Rent increases at the expiration of existing leases, when market conditions permit;
- Optimum exposure to certain tenants, industries, and markets through re-leasing vacant properties and selectively selling properties;
- Maximum asset-level returns on properties that are re-leased or sold;
- Additional value creation from the existing portfolio by enhancing individual properties, pursuing alternative uses, and deriving ancillary revenue; and
- Investment opportunities in new asset classes for the portfolio.

Table of Contents

We continually monitor our portfolio for any changes that could affect the performance of our tenants, our tenants' industries, and the real estate locations in which we have invested. We also regularly analyze our portfolio with a view towards optimizing its returns and enhancing its overall credit quality. Our active portfolio and asset management strategy pursues asset sales when we believe the reinvestment of the sale proceeds will:

- Generate higher returns;
- Enhance the credit quality of our real estate portfolio;
- Extend our average remaining lease term; and/or
- Decrease tenant, industry, or geographic concentration.

At September 30, 2017, we classified four properties with a carrying amount of \$2.9 million as held for sale on our balance sheet. For 2017, we intend to continue our active disposition efforts to further enhance our real estate portfolio and anticipate \$125 to \$175 million in property sales. We plan to invest these proceeds into new property acquisitions, if there are attractive opportunities available. However, we cannot guarantee that we will sell properties during the remainder of 2017 at our estimated values or be able to invest the property sale proceeds in new properties.

The active management of the portfolio is an essential component of our long-term strategy of maintaining high occupancy. Since 1970, our occupancy rate at the end of each year has never been below 96%. However, we cannot assure you that our future occupancy levels will continue to equal or exceed 96%.

**Impact of Real Estate and Credit Markets**

In the commercial real estate market, property prices generally continue to fluctuate. Likewise, during certain periods, the U.S. credit markets have experienced significant price volatility, dislocations, and liquidity disruptions, which may impact our access to and cost of capital. We continually monitor the commercial real estate and U.S. credit markets carefully and, if required, will make decisions to adjust our business strategy accordingly.

**RECENT DEVELOPMENTS**



**Increases in Monthly Dividends to Common Stockholders**

We have continued our 48-year policy of paying monthly dividends. In addition, we increased the dividend five times during 2017. As of October 2017, we have paid 80 consecutive quarterly dividend increases and increased the dividend 93 times since our listing on the NYSE in 1994.

	Month	Month		Dividend		Increase
<b>2017 Dividend increases</b>	<b>Declared</b>	<b>Paid</b>		<b>per share</b>		<b>per share</b>
1st increase	Dec 2016	Jan 2017	\$	0.2025	\$	0.0005
2nd increase	Jan 2017	Feb 2017	\$	0.2105	\$	0.0080
3rd increase	Mar 2017	Apr 2017	\$	0.2110	\$	0.0005
4th increase	Jun 2017	Jul 2017	\$	0.2115	\$	0.0005
5th increase	Sep 2017	Oct 2017	\$	0.2120	\$	0.0005

The dividends paid per share during the first nine months of 2017 totaled approximately \$1.891, as compared to approximately \$1.786 during the first nine months of 2016, an increase of \$0.105, or 5.9%.

The monthly dividend of \$0.212 per share represents a current annualized dividend of \$2.544 per share, and an annualized dividend yield of approximately 4.4% based on the last reported sale price of our common stock on the NYSE of \$57.19 on September 30, 2017. Although we expect to continue our policy of paying monthly dividends, we cannot guarantee that we will maintain our current level of dividends, that we will continue our pattern of increasing dividends per share, or what our actual dividend yield will be in any future period.

**Acquisitions During the Third Quarter of 2017**

During the third quarter of 2017, we invested \$264.9 million in 56 new properties and properties under development or expansion, with an estimated initial weighted average contractual lease rate of 7.0%. The 56 new properties and properties under development or expansion are located in 16 states, will contain approximately 949,000 leasable square feet and are 100% leased, with a weighted average lease term of 15.2 years. The tenants occupying the new properties operate in ten industries and the property types are 100% retail, based on rental revenue.

The estimated initial weighted average contractual lease rate for a property is generally computed as estimated contractual net operating income, which, in the case of a net leased property, is equal to the aggregate base rent for the first full year of each lease, divided by the total cost of the property. Since it is possible that a tenant could default on the payment of contractual rent, we cannot provide assurance that the actual return on the funds invested will remain at the percentages listed above.

Table of Contents

In the case of a property under development or expansion, the contractual lease rate is generally fixed such that rent varies based on the actual total investment in order to provide a fixed rate of return. When the lease does not provide for a fixed rate of return on a property under development or expansion, the estimated initial weighted average contractual lease rate is computed as follows: estimated net operating income (determined by the lease) for the first full year of each lease, divided by our projected total investment in the property, including land, construction and capitalized interest costs.

Of the \$264.9 million we invested during the third quarter of 2017, \$6.5 million was invested in six properties under development or expansion with an estimated initial weighted average contractual lease rate of 6.4%. We may continue to pursue development or expansion opportunities under similar arrangements in the future.

**Acquisitions During the First Nine Months of 2017**

During the first nine months of 2017, we invested \$956.9 million in 177 new properties and properties under development or expansion, with an initial weighted average contractual lease rate of 6.5%. The 177 new properties and properties under development or expansion are located in 35 states, will contain approximately 4.3 million leasable square feet, and are 100% leased with a weighted average lease term of 14.9 years. The tenants occupying the new properties operate in 21 industries and the property types are 96.6% retail and 3.4% industrial, based on rental revenue. During the first nine months of 2017, none of our real estate investments caused any one tenant to be 10% or more of our total assets at September 30, 2017.

Of the \$956.9 million we invested during the first nine months of 2017, \$16.4 million was invested in 13 properties under development or expansion with an estimated initial weighted average contractual lease rate of 7.3%.

**Portfolio Discussion**

Leasing Results

At September 30, 2017, we had 86 properties available for lease out of 5,062 properties in our portfolio, which represents a 98.3% occupancy rate based on the number of properties in our portfolio. Since December 31, 2016, when we reported 84 properties available for lease out of 4,944 and a 98.3% occupancy rate, we:

- Had 217 lease expirations (including leases rejected in bankruptcy);
- Re-leased 181 properties; and
- Sold 34 vacant properties.

Of the 181 properties re-leased during the first nine months of 2017, 164 properties were re-leased to existing tenants, six were re-leased to new tenants without vacancy, and eleven were re-leased to new tenants after a period of vacancy. The annual rent on these 181 leases was \$34.09 million, as compared to the previous rent on these same properties of \$32.02 million, which represents a rent recapture rate of 106.5% on the properties re-leased during the first nine months of 2017.

As part of our re-leasing costs, we pay leasing commissions to unrelated, third party real estate brokers consistent with the commercial real estate industry standard, and sometimes provide tenant rent concessions. We do not consider the collective impact of the leasing commissions or tenant rent concessions to be material to our financial position or results of operations.

At September 30, 2017, our average annualized rental revenue was approximately \$13.89 per square foot on the 4,976 leased properties in our portfolio. At September 30, 2017, we classified four properties with a carrying amount of \$2.9 million as held for sale on our balance sheet. The expected sale of these properties does not represent a strategic shift that will have a major effect on our operations and financial results and, accordingly, they are not reported as discontinued operations. The expected sale of these properties is consistent with our active disposition efforts to further enhance our real estate portfolio and maximize portfolio returns.

Investments in Existing Properties

In the third quarter of 2017, we capitalized costs of \$2.7 million on existing properties in our portfolio, consisting of \$489,000 for re-leasing costs, \$171,000 for recurring capital expenditures, and \$2.0 million for non-recurring building improvements. In the third quarter of 2016, we capitalized costs of \$1.6 million on existing properties in our portfolio, consisting of \$287,000 for re-leasing costs, \$240,000 for recurring capital expenditures, and \$1.1 million for non-recurring building improvements.

## Table of Contents

In the first nine months of 2017, we capitalized costs of \$9.5 million on existing properties in our portfolio, consisting of \$1.2 million for re-leasing costs, \$536,000 for recurring capital expenditures, and \$7.8 million for non-recurring building improvements. In the first nine months of 2016, we capitalized costs of \$5.3 million on existing properties in our portfolio, consisting of \$564,000 for re-leasing costs, \$486,000 for recurring capital expenditures, and \$4.2 million for non-recurring building improvements. We define recurring capital expenditures as mandatory and recurring landlord capital obligations that have a limited useful life. We define non-recurring capital expenditures as property improvements where we invest additional capital that extends the useful life of the property.

The majority of our building improvements relate to roof repairs, HVAC improvements, and parking lot resurfacing and replacements. The amounts of our capital expenditures can vary significantly, depending on the rental market, tenant credit worthiness, the lease term and the willingness of tenants to pay higher rents over the terms of the leases.

## **Note Issuance**

In March 2017, we issued \$300 million of 4.650% senior unsecured notes due 2047, or the 2047 Notes, and \$400 million of 4.125% senior unsecured notes due 2026, or the 2026 Notes. The public offering price for the 2047 Notes was 99.97% of the principal amount for an effective yield to maturity of 4.65%. The public offering price for the 2026 Notes was 102.98% of the principal amount for an effective yield to maturity of 3.75%. The 2026 Notes constituted a further issuance of, and formed a single series with, the \$250 million aggregate principal amount of senior notes due 2026, issued in September 2014. The net proceeds of approximately \$705.2 million from the offerings were used to repay borrowings outstanding under our credit facility to fund investment opportunities and for other general corporate purposes.

## **Capital Raising**

During the third quarter of 2017, we raised \$443.7 million from the sale of common stock at a weighted average price of \$57.53 per share. During the first nine months of 2017, we raised \$1.3 billion from the sale of common stock at a weighted average price of \$59.99 per share.

## **Redemption of Preferred Stock**

In April 2017, we redeemed all of the 16,350,000 shares of our 6.625% Monthly Income Class F Preferred Stock for \$25 per share, plus accrued dividends. During the first nine months of 2017, we incurred a charge of \$13.4 million, representing the Class F preferred stock original issuance costs that we paid in 2012.

## **Net Income Available to Common Stockholders**

Net income available to common stockholders was \$87.9 million in the third quarter of 2017, compared to \$70.3 million in the third quarter of 2016, an increase of \$17.6 million. On a diluted per common share basis, net income was \$0.32 in the third quarter of 2017, compared to \$0.27 in the third quarter of 2016, an increase of \$0.05, or 18.5%.

## Edgar Filing: REALTY INCOME CORP - Form 10-Q

Net income available to common stockholders was \$240.7 million in the first nine months of 2017, compared to \$202.8 million in the first nine months of 2016, an increase of \$37.9 million. On a diluted per common share basis, net income was \$0.89 in the first nine months of 2017, as compared to \$0.80 in the first nine months of 2016, an increase of \$0.09, or 11.3%.

Net income and funds from operations available to common stockholders per share for the first nine months of 2017 were impacted by a \$13.4 million non-cash redemption charge on the Class F preferred shares that were redeemed in April 2017, which represents \$0.05 per share. This charge is for the excess in redemption value over the carrying value of the Class F preferred stock and represents the original issuance cost that was paid in 2012.

The calculation to determine net income available to common stockholders includes impairments, gains from the sale of properties and/or fair value adjustments on our interest rate swaps. These items vary from period to period based on the timing of property sales and the interest rate environment, and can significantly impact net income available to common stockholders.

Table of Contents

Gains from the sale of properties during the third quarters of 2017 and 2016, respectively, were \$4.3 million. Gains from the sale of properties during the first nine months of 2017 were \$17.7 million, as compared to gains from the sale of properties of \$15.3 million during the first nine months of 2016.

**Funds from Operations Available to Common Stockholders (FFO)**

In the third quarter of 2017, our FFO increased by \$22.9 million, or 12.2%, to \$211.2 million, compared to \$188.3 million in the third quarter of 2016. On a diluted per common share basis, FFO was \$0.77 in the third quarter of 2017 and \$0.73 in the third quarter of 2016, an increase of \$0.04, or 5.5%.

In the first nine months of 2017, our FFO increased by \$66.1 million, or 12.3%, to \$601.7 million versus \$535.6 million in the first nine months of 2016. On a diluted per common share basis, FFO was \$2.22 in the first nine months of 2017, compared to \$2.11 in the first nine months of 2016, an increase of \$0.11, or 5.2%.

**Adjusted Funds from Operations Available to Common Stockholders (AFFO)**

In the third quarter of 2017, our AFFO increased by \$27.0 million, or 14.5%, to \$213.6 million, compared to \$186.6 million in the third quarter of 2016. On a diluted common share basis, AFFO was \$0.77 in the third quarter of 2017 and \$0.72 in the third quarter of 2016, an increase of \$0.05, or 6.9%.

In the first nine months of 2017, our AFFO increased by \$79.9 million, or 14.7%, to \$623.3 million versus \$543.4 million in the first nine months of 2016. On a diluted per common share basis, AFFO was \$2.30 in the first nine months of 2017, compared to \$2.14 in the first nine months of 2016, an increase of \$0.16, or 7.5%.

See our discussion of FFO and AFFO (which are not financial measures under generally accepted accounting principles, or GAAP), later in the section entitled Management's Discussion and Analysis of Financial Condition and Results of Operations, in this quarterly report, which includes a reconciliation of net income available to common stockholders to FFO and AFFO.

**LIQUIDITY AND CAPITAL RESOURCES**

**Capital Philosophy**

Historically, we have met our long-term capital needs by issuing common stock, preferred stock and long-term unsecured notes and bonds. Over the long term, we believe that common stock should be the majority of our capital structure; however, we may issue additional preferred stock or debt securities. We may issue common stock when we believe that our share price is at a level that allows for the proceeds of any offering to be accretively invested into additional properties. In addition, we may issue common stock to permanently finance properties that were initially financed by our credit facility or debt securities. However, we cannot assure you that we will have access to the capital markets at all times and at terms that are acceptable to us.

Our primary cash obligations, for the current year and subsequent years, are included in the Table of Obligations, which is presented later in this section. We expect to fund our operating expenses and other short-term liquidity requirements, including property acquisitions and development costs, payment of principal and interest on our outstanding indebtedness, property improvements, re-leasing costs and cash distributions to common and preferred stockholders, primarily through cash provided by operating activities, borrowing on our credit facility and periodically through public securities offerings.

### **Conservative Capital Structure**

We believe that our stockholders are best served by a conservative capital structure. Therefore, we seek to maintain a conservative debt level on our balance sheet and solid interest and fixed charge coverage ratios. At September 30, 2017, our total outstanding borrowings of senior unsecured notes and bonds, term loans, mortgages payable and credit facility borrowings were \$5.81 billion, or approximately 26.5% of our total market capitalization of \$21.95 billion.

Table of Contents

We define our total market capitalization at September 30, 2017 as the sum of:

- Shares of our common stock outstanding of 281,778,537 plus total common units outstanding of 405,204, multiplied by the last reported sales price of our common stock on the NYSE of \$57.19 per share on September 30, 2017, or \$16.14 billion;
- Outstanding borrowings of \$658.0 million on our credit facility;
- Outstanding mortgages payable of \$336.5 million, excluding net mortgage premiums of \$4.8 million and deferred financing costs of \$249,000;
- Outstanding borrowings of \$320.0 million on our term loans, excluding deferred financing costs of \$653,000; and
- Outstanding senior unsecured notes and bonds of \$4.5 billion, excluding unamortized original issuance discounts of \$7.1 million and deferred financing costs of \$24.2 million.

**Universal Shelf Registration**

In December 2015, we filed a shelf registration statement with the SEC, which is effective for a term of three years and will expire in December 2018. In accordance with SEC rules, the amount of securities to be issued pursuant to this shelf registration statement was not specified when it was filed and there is no specific dollar limit. The securities covered by this registration statement include (1) common stock, (2) preferred stock, (3) debt securities, (4) depositary shares representing fractional interests in shares of preferred stock, (5) warrants to purchase debt securities, common stock, preferred stock, or depositary shares, and (6) any combination of these securities. We may periodically offer one or more of these securities in amounts, prices and on terms to be announced when and if these securities are offered. The specifics of any future offerings, along with the use of proceeds of any securities offered, will be described in detail in a prospectus supplement, or other offering materials, at the time of any offering.

**At-the-Market (ATM) Program**

In September 2015, we established an at-the-market equity distribution program, or our ATM program, pursuant to which we were permitted to offer and sell shares of common stock to, or through, a consortium of banks acting as our sales agents by means of ordinary brokers transactions on the NYSE at prevailing market prices or at negotiated prices. During the third quarter of 2017, we issued 7,570,813 shares and raised approximately \$435.6 million under the ATM program. During the first nine months of 2017, we issued 8,506,559 shares and raised approximately \$488.0 million under the ATM program. From the inception of our ATM program through September 30, 2017, we have issued all 12,000,000 shares authorized by our ATM program and raised \$691.1 million. Subject to market conditions, we may continue issuing shares under a new ATM program if and when such a program has been established.

**Issuance of Common Stock**



## Edgar Filing: REALTY INCOME CORP - Form 10-Q

In March 2017, we issued 11,850,000 shares of common stock. After underwriting discounts and other offering costs of \$29.7 million, the net proceeds of \$704.9 million were used to repay borrowings under our credit facility.

### **Dividend Reinvestment and Stock Purchase Plan**

Our Dividend Reinvestment and Stock Purchase Plan, or our DRSP, provides our common stockholders, as well as new investors, with a convenient and economical method of purchasing our common stock and reinvesting their distributions. Our DRSP also allows our current stockholders to buy additional shares of common stock by reinvesting all or a portion of their distributions. Our DRSP authorizes up to 26,000,000 common shares to be issued. Our DRSP includes a waiver approval process, allowing larger investors or institutions, per a formal approval process, to purchase shares at a small discount, if approved by us. During the first nine months of 2017, we issued 1,155,883 shares and raised approximately \$67.8 million under our DRSP, of which we issued 927,695 shares and raised \$54.7 million under the waiver approval process.

### **\$2.0 Billion Revolving Credit Facility**

We have a \$2.0 billion unsecured revolving credit facility, or our credit facility, that expires in June 2019 and includes, at our option, two six-month extensions. Our credit facility has a \$1.0 billion accordion expansion option. Under our credit facility, our investment grade credit ratings as of September 30, 2017 provide for financing at the London Interbank Offered Rate, commonly referred to as LIBOR, plus 0.90%, with a facility commitment fee of 0.15%, for all-in drawn pricing of 1.05% over LIBOR. The borrowing rate is subject to an interest rate floor and may change if our investment grade credit ratings were to change. We also have other interest rate options available to us under our credit facility. Our credit facility is unsecured and, accordingly, we have not pledged any assets as collateral for this obligation.

Table of Contents

At September 30, 2017, we had a borrowing capacity of \$1.34 billion available on our credit facility and an outstanding balance of \$658.0 million. The weighted average interest rate on borrowings during the first nine months of 2017 was 1.9% per annum. We must comply with various financial and other covenants in our credit facility. At September 30, 2017, we were in compliance with these covenants. We expect to use our credit facility to acquire additional properties and for other general corporate purposes. Any additional borrowings will increase our exposure to interest rate risk.

We generally use our credit facility for the short-term financing of new property acquisitions. Thereafter, we generally seek to refinance those borrowings with the net proceeds of long-term or permanent financing, which may include the issuance of common stock, preferred stock or debt securities. We cannot assure you, however, that we will be able to obtain any such refinancing, or that market conditions prevailing at the time of the refinancing will enable us to issue equity or debt securities at acceptable terms.

**Term Loans**

In June 2015, in conjunction with entering into our credit facility, we entered into a \$250 million senior unsecured term loan maturing June 30, 2020. Borrowing under this term loan bears interest at LIBOR, plus 0.95%. In conjunction with this term loan, we also entered into an interest rate swap which effectively fixes our per annum interest rate on this term loan at 2.67%.

In January 2013, in conjunction with our acquisition of American Realty Capital Trust, or ARCT, we entered into a \$70 million senior unsecured term loan maturing in January 2018. Borrowing under the term loan bears interest at LIBOR, plus 1.20%. In conjunction with this term loan, we also acquired an interest rate swap which effectively fixes our per annum interest rate on this term loan at 2.15%.

**Mortgage Debt**

As of September 30, 2017, we had \$336.5 million of mortgages payable, all of which were assumed in connection with our property acquisitions. Additionally, at September 30, 2017, we had net premiums totaling \$4.8 million on these mortgages and deferred financing costs of \$249,000. We expect to pay off the mortgages payable as soon as prepayment penalties have declined to a level that would make it economically feasible to do so. During the first nine months of 2017, we made \$123.5 million in principal payments, including the repayment of seven mortgages in full for \$118.6 million.

**Notes Outstanding**

Our senior unsecured note and bond obligations consist of the following as of September 30, 2017, sorted by maturity date (dollars in millions):

2.000% notes, issued in October 2012 and due in January 2018	\$	350
6.750% notes, issued in September 2007 and due in August 2019		550
5.750% notes, issued in June 2010 and due in January 2021		250
3.250% notes, issued in October 2012 and due in October 2022		450
4.650% notes, issued in July 2013 and due in August 2023		750
3.875% notes, issued in June 2014 and due in July 2024		350

## Edgar Filing: REALTY INCOME CORP - Form 10-Q

4.125% notes, \$250 issued in September 2014 and \$400 issued in March 2017, both due in October 2026	650
3.000% notes, issued in October 2016 and due in January 2027	600
5.875% bonds, \$100 issued in March 2005 and \$150 issued in June 2011, both due in March 2035	250
4.650% notes, issued in March 2017 and due in March 2047	300
Total principal amount	4,500
Unamortized original issuance discounts and deferred financing costs	(31)
	\$ 4,469

In March 2017, we issued \$300 million of the 2047 Notes, and \$400 million of the 2026 Notes. The public offering price for the 2047 Notes was 99.97% of the principal amount for an effective yield to maturity of 4.65%. The public offering price for the 2026 Notes was 102.98% of the principal amount for an effective yield to maturity of 3.75%. The 2026 Notes constitutes a further issuance of, and formed a single series with, the \$250 million aggregate principal amount of senior notes due 2026, issued in September 2014. The net proceeds of approximately \$705.2 million from this offering were used to repay borrowings outstanding under our credit facility to fund potential investment opportunities and for other general corporate purposes.

Table of Contents

In September 2017, we repaid our \$175 million of outstanding 5.375% notes.

All of our outstanding notes and bonds have fixed interest rates and contain various covenants, with which we remained in compliance as of September 30, 2017. Additionally, interest on all of our senior note and bond obligations is paid semiannually.

The following is a summary of the key financial covenants for our senior unsecured notes, as defined and calculated per the terms of our senior notes and bonds. These calculations, which are not based on U.S. GAAP measurements, are presented to investors to show our ability to incur additional debt under the terms of our senior notes and bonds as well as to disclose our current compliance with such covenants, and are not measures of our liquidity or performance. The actual amounts as of September 30, 2017 are:

<b>Note Covenants</b>	<b>Required</b>	<b>Actual</b>
Limitation on incurrence of total debt	≤ 60% of adjusted assets	39.5%
Limitation on incurrence of secured debt	≤ 40% of adjusted assets	2.4%
Debt service and fixed charge coverage (trailing 12 months)(1)	≥ 1.5 x	4.7x
Maintenance of total unencumbered assets	≥ 150% of unsecured debt	257.3%

(1) Our debt service coverage ratio is calculated on a pro forma basis for the preceding four-quarter period on the assumptions that: (i) the incurrence of any Debt (as defined in the covenants) incurred by us since the first day of such four-quarter period and the application of the proceeds therefrom (including to refinance other Debt since the first day of such four-quarter period), (ii) the repayment or retirement of any of our Debt since the first day of such four-quarter period, and (iii) any acquisition or disposition by us of any asset or group since the first day of such four quarters had in each case occurred on October 1, 2016, and subject to certain additional adjustments. Such pro forma ratio has been prepared on the basis required by that debt service covenant, reflects various estimates and assumptions and is subject to other uncertainties, and therefore does not purport to reflect what our actual debt service coverage ratio would have been had transactions referred to in clauses (i), (ii) and (iii) of the preceding sentence occurred as of October 1, 2016, nor does it purport to reflect our debt service coverage ratio for any future period. Our fixed charge coverage ratio is calculated in exactly the same manner as our debt service coverage ratio, except that preferred stock dividends are also added to the denominator; since we redeemed our Class F preferred dividends in April 2017, our fixed charge coverage ratio is equivalent to our debt service coverage ratio. The following is our calculation of debt service and fixed charge coverage at September 30, 2017 (in thousands, for trailing twelve months):

Net income attributable to the Company	\$	350,387
Plus: interest expense		225,831
Plus: provision for taxes		3,070
Plus: depreciation and amortization		489,507
Plus: provisions for impairment		11,781
Plus: pro forma adjustments		44,980
Less: gain on sales of real estate		(24,386)
Income available for debt service, as defined	\$	1,101,170
Total pro forma debt service charge	\$	233,120
Debt service coverage ratio		4.7

**Cash Reserves**

We are organized to operate as an equity REIT that acquires and leases properties and distributes to stockholders, in the form of monthly cash distributions, a substantial portion of our net cash flow generated from leases on our properties. We intend to retain

## Edgar Filing: REALTY INCOME CORP - Form 10-Q

an appropriate amount of cash as working capital. At September 30, 2017, we had cash and cash equivalents totaling \$3.2 million.

We believe that our cash and cash equivalents on hand, cash provided from operating activities, and borrowing capacity is sufficient to meet our liquidity needs for the next twelve months. We intend, however, to use permanent or long-term capital to fund property acquisitions and to repay future borrowings under our credit facility.

### **Credit Agency Ratings**

The borrowing interest rates under our credit facility are based upon our ratings assigned by credit rating agencies. As of September 30, 2017, we were assigned the following investment grade corporate credit ratings on our senior unsecured notes and bonds: Moody's Investors Service has assigned a rating of Baa1 with a positive outlook, Standard & Poor's Ratings Group has assigned a rating of BBB+ with a positive outlook, and Fitch Ratings has assigned a rating of BBB+ with a stable outlook.

## Edgar Filing: REALTY INCOME CORP - Form 10-Q

### Table of Contents

Based on our ratings as of September 30, 2017, the facility interest rate as of September 30, 2017 was LIBOR plus 0.90% with a facility commitment fee of 0.15%, for all-in drawn pricing of 1.05% over LIBOR. Our credit facility provides that the interest rate can range between: (i) LIBOR plus 1.55% if our credit rating is lower than BBB-/Baa3 or unrated and (ii) LIBOR plus 0.85% if our credit rating is A-/A3 or higher. In addition, our credit facility provides for a facility commitment fee based on our credit ratings, which range from: (i) 0.30% for a rating lower than BBB-/Baa3 or unrated, and (ii) 0.125% for a credit rating of A-/A3 or higher.

We also issue senior debt securities from time to time and our credit ratings can impact the interest rates charged in those transactions. If our credit ratings or ratings outlook change, our cost to obtain debt financing could increase or decrease. The credit ratings assigned to us could change based upon, among other things, our results of operations and financial condition. These ratings are subject to ongoing evaluation by credit rating agencies and we cannot assure you that our ratings will not be changed or withdrawn by a rating agency in the future if, in its judgment, circumstances warrant. Moreover, a rating is not a recommendation to buy, sell or hold our debt securities, preferred stock or common stock.

### **Table of Obligations**

The following table summarizes the maturity of each of our obligations as of September 30, 2017 (dollars in millions):

Year of Maturity	Credit Facility(1)	Notes and Bonds(2)	Term Loan(3)	Mortgages Payable(4)	Interest(5)	Ground Leases Paid by Realty Income(6)	Ground Leases Paid by Our Tenants(7)	Other(8)	Totals
2017	\$ -	\$ -	\$ -	\$ 1.3	\$ 30.2	\$ 0.4	\$ 3.4	\$ -	\$ 35.3
2018	-	350.0	70.0	21.9	230.8	1.6	13.5	87.7	775.5
2019	658.0	550.0	-	20.7	219.6	1.5	13.4	-	1,463.2
2020	-	-	250.0	82.4	169.6	1.4	13.2	-	516.6
2021	-	250.0	-	66.9	152.5	1.2	12.9	-	483.5
Thereafter	-	3,350.0	-	143.3	922.5	22.1	106.9	-	4,544.8
Totals	\$ 658.0	\$ 4,500.0	\$ 320.0	\$ 336.5	\$ 1,725.2	\$ 28.2	\$ 163.3	\$ 87.7	\$ 7,818.9

(1) The initial term of the credit facility expires in June 2019 and includes, at our option, two six-month extensions.

(2) Excludes non-cash original issuance discounts recorded on notes payable. The unamortized balance of the original issuance discounts at September 30, 2017 is \$7.1 million. Also excludes deferred financing costs of \$24.2 million.

(3) Excludes deferred financing costs of \$653,000.

(4) Excludes non-cash net premiums recorded on the mortgages payable. The unamortized balance of these net premiums at September 30, 2017, is \$4.8 million. Also excludes deferred financing costs of \$249,000.

(5) Interest on the term loans, notes, bonds, mortgages payable, and credit facility has been calculated based on outstanding balances as of September 30, 2017 through their respective maturity dates.

(6) Realty Income currently pays the ground lessors directly for the rent under the ground leases.

(7) Our tenants, who are generally sub-tenants under ground leases, are responsible for paying the rent under these ground leases. In the event a tenant fails to pay the ground lease rent, we are primarily responsible.

## Edgar Filing: REALTY INCOME CORP - Form 10-Q

(8) Other consists of \$78.9 million of commitments under construction contracts and \$8.8 million of commitments for tenant improvements and leasing costs.

Our credit facility, term loans, and notes payable obligations are unsecured. Accordingly, we have not pledged any assets as collateral for these obligations.

### **No Unconsolidated Investments**

We have no unconsolidated investments, nor do we engage in trading activities involving energy or commodity contracts.

### **Dividend Policy**

Distributions are paid monthly to holders of shares of our common stock. Prior to the redemption of our Class F preferred stock in April 2017, distributions were paid monthly to holders of shares of our Class F preferred stock, in each case, if, and when, declared by our Board of Directors.

Distributions are paid monthly to the limited partners holding common units of Tau Operating Partnership, L.P. and Realty Income, L.P., each on a per unit basis that is generally equal to the amount paid per share to our common stockholders.

Table of Contents

In order to maintain our status as a REIT for federal income tax purposes, we generally are required to distribute dividends to our stockholders aggregating annually at least 90% of our taxable income (excluding net capital gains), and we are subject to income tax to the extent we distribute less than 100% of our taxable income (including net capital gains). In 2016, our cash distributions to preferred and common stockholders totaled \$637.6 million, or approximately 129.2% of our estimated taxable income of \$493.4 million. Our estimated taxable income reflects non-cash deductions for depreciation and amortization. Our estimated taxable income is presented to show our compliance with REIT dividend requirements and is not a measure of our liquidity or operating performance. We intend to continue to make distributions to our stockholders that are sufficient to meet this dividend requirement and that will reduce or eliminate our exposure to income taxes. Furthermore, we believe our funds from operations are sufficient to support our current level of cash distributions to our stockholders. Our cash distributions to common stockholders in the first nine months of 2017 totaled \$510.0 million, representing 81.8% of our adjusted funds from operations available to common stockholders of \$623.3 million. In comparison, our 2016 cash distributions to common stockholders totaled \$610.5 million, representing 82.9% of our adjusted funds from operations available to common stockholders of \$736.4 million.

Prior to the redemption of our Class F preferred stock in April 2017, the Class F preferred stockholders received cumulative distributions at a rate of 6.625% per annum on the \$25 per share liquidation preference (equivalent to \$1.65625 per annum per share).

Future distributions will be at the discretion of our Board of Directors and will depend on, among other things, our results of operations, FFO, AFFO, cash flow from operations, financial condition, capital requirements, the annual distribution requirements under the REIT provisions of the Internal Revenue Code of 1986, as amended, or the Code, our debt service requirements, and any other factors the Board of Directors may deem relevant. In addition, our credit facility contains financial covenants that could limit the amount of distributions payable by us in the event of a default, and which prohibit the payment of distributions on the common or preferred stock in the event that we fail to pay when due (subject to any applicable grace period) any principal or interest on borrowings under our credit facility.

Distributions of our current and accumulated earnings and profits for federal income tax purposes generally will be taxable to stockholders as ordinary income, except to the extent that we recognize capital gains and declare a capital gains dividend, or that such amounts constitute qualified dividend income subject to a reduced rate of tax. The maximum tax rate of non-corporate taxpayers for qualified dividend income is generally 20%. In general, dividends payable by REITs are not eligible for the reduced tax rate on qualified dividend income, except to the extent that certain holding requirements have been met with respect to the REIT's stock and the REIT's dividends are attributable to dividends received from certain taxable corporations (such as our taxable REIT subsidiaries) or to income that was subject to tax at the corporate or REIT level (for example, if we distribute taxable income that we retained and paid tax on in the prior taxable year).

Distributions in excess of earnings and profits generally will first be treated as a non-taxable reduction in the stockholders' basis in their stock, but not below zero. Distributions in excess of that basis generally will be taxable as a capital gain to stockholders who hold their shares as a capital asset. Approximately 21.5% of the distributions to our common stockholders, made or deemed to have been made in 2016, were classified as a return of capital for federal income tax purposes. We estimate that in 2017, between 15% and 22% of the distributions may be classified as a return of capital.

**RESULTS OF OPERATIONS**



**Critical Accounting Policies**

Our consolidated financial statements have been prepared in accordance with GAAP, and are the basis for our discussion and analysis of financial condition and results of operations. Preparing our consolidated financial statements requires us to make a number of estimates and assumptions that affect the reported amounts and disclosures in the consolidated financial statements. We believe that we have made these estimates and assumptions in an appropriate manner and in a way that accurately reflects our financial condition. We continually test and evaluate these estimates and assumptions using our historical knowledge of the business, as well as other factors, to ensure that they are reasonable for reporting purposes. However, actual results may differ from these estimates and assumptions. This summary should be read in conjunction with the more complete discussion of our accounting policies and procedures included in note 2 to our consolidated financial statements in our Annual Report on Form 10-K for the year ended December 31, 2016.

## Table of Contents

In order to prepare our consolidated financial statements according to the rules and guidelines set forth by GAAP, many subjective judgments must be made with regard to critical accounting policies. One of these judgments is our estimate for useful lives in determining depreciation expense for our properties. Depreciation on a majority of our buildings and improvements is computed using the straight-line method over an estimated useful life of 25 to 35 years for buildings and 4 to 20 years for improvements, which we believe are appropriate estimates of useful life. If we use a shorter or longer estimated useful life, it could have a material impact on our results of operations.

Management must make significant assumptions in determining the fair value of assets acquired and liabilities assumed. When acquiring a property for investment purposes, we typically allocate the fair value of real estate acquired to: (1) land, (2) building and improvements, and (3) identified intangible assets and liabilities, based in each case on their estimated fair values. Intangible assets and liabilities consist of above-market or below-market lease value of in-place leases, the value of in-place leases, and tenant relationships, as applicable. In an acquisition of multiple properties, we must also allocate the purchase price among the properties. The allocation of the purchase price is based on our assessment of estimated fair value and is often based upon the expected future cash flows of the property and various characteristics of the market where the property is located. In addition, any assumed mortgages receivable or payable and any assumed or issued noncontrolling interests are recorded at their estimated fair values. The estimated fair values of our mortgages payable have been calculated by discounting the future cash flows using applicable interest rates that have been adjusted for factors, such as industry type, tenant investment grade, maturity date, and comparable borrowings for similar assets. The use of different assumptions in the allocation of the purchase price of the acquired properties and liabilities assumed could affect the timing of recognition of the related revenue and expenses.

Another significant judgment must be made as to if, and when, impairment losses should be taken on our properties when events or a change in circumstances indicate that the carrying amount of the asset may not be recoverable. A provision is made for impairment if estimated future operating cash flows (undiscounted and without interest charges) plus estimated disposition proceeds (undiscounted) are less than the current book value of the property. Key inputs that we utilize in this analysis include projected rental rates, estimated holding periods, historical sales and releases, capital expenditures, and property sales capitalization rates. If a property is held for sale, it is carried at the lower of carrying cost or estimated fair value, less estimated cost to sell. The carrying value of our real estate is the largest component of our consolidated balance sheets. Our strategy of primarily holding properties, long-term, directly decreases the likelihood of their carrying values not being recoverable, thus requiring the recognition of an impairment. However, if our strategy, or one or more of the above assumptions were to change in the future, an impairment may need to be recognized. If events should occur that require us to reduce the carrying value of our real estate by recording provisions for impairment, they could have a material impact on our results of operations.

***The following is a comparison of our results of operations for the three and nine months ended September 30, 2017, to the three and nine months ended September 30, 2016.***

### **Rental Revenue**

Rental revenue was \$293.5 million for the third quarter of 2017, as compared to \$265.3 million for the third quarter of 2016, an increase of \$28.2 million, or 10.6%. The increase in rental revenue in the third quarter of 2017 compared to the third quarter of 2016 is primarily attributable to:

- The 164 properties (3.8 million square feet) we acquired in 2017, which generated \$11.6 million of rent in the third quarter of 2017;

- The 475 properties (7.6 million square feet) we acquired in 2016, which generated \$28.6 million of rent in the third quarter of 2017, compared to \$12.2 million in the third quarter of 2016, an increase of \$16.4 million;
- Same store rents generated on 4,272 properties (71.7 million square feet) during the third quarter of 2017 and 2016, increased by \$2.3 million, or 0.95% to \$244.9 million from \$242.6 million;
- A net decrease in straight-line rent and other non-cash adjustments to rent of \$319,000 in the third quarter of 2017 as compared to the second quarter of 2016;
- A net decrease of \$1.5 million relating to properties sold in the first nine months of 2017 and during 2016; and
- A net decrease of \$318,000 relating to the aggregate of (i) rental revenue from properties (144 properties comprising 2.7 million square feet) that were available for lease during part of 2017 or 2016, (ii) rental revenue for seven properties under development, and (iii) lease termination settlements. In aggregate, the revenues for these items totaled \$5.8 million in the third quarter of 2017, compared to \$6.1 million in the third quarter of 2016.

Table of Contents

Rental revenue was \$867.3 million for the first nine months of 2017, as compared to \$782.2 million for the first nine months of 2016, an increase of \$85.1 million, or 10.9%. The increase in rental revenue in the first nine months of 2017 compared to the first nine months of 2016 is primarily attributable to:

- The 164 properties (3.8 million square feet) we acquired in the first nine months of 2017, which generated \$19.0 million of rent in the first nine months of 2017;
- The 475 properties (7.6 million square feet) we acquired in 2016, which generated \$85.6 million of rent in the first nine months of 2017, compared to \$19.0 million in the first nine months of 2016, an increase of \$66.6 million;
- Same store rents generated on 4,272 properties (71.7 million square feet) during the first nine months of 2017 and 2016, increased by \$7.4 million or 1.0%, to \$734.8 million from \$727.4 million;
- A net decrease in straight-line rent and other non-cash adjustments to rent of \$1.9 million in the first nine months of 2017 as compared to the first nine months of 2016;
- A net decrease of \$6.4 million relating to properties sold in the first nine months of 2017 and during 2016 that were reported in continuing operations; and
- A net increase of \$350,000 relating to the aggregate of (i) rental revenue from properties (144 properties comprising 2.7 million square feet) that were available for lease during part of 2017 or 2016, (ii) rental revenue for seven properties under development, and (iii) lease termination settlements. In aggregate, the revenues for these items totaled \$19.3 million in the first nine months of 2017 compared to \$19.0 million in the first nine months of 2016.

For purposes of determining the same store rent property pool, we include all properties that were owned for the entire year-to-date period, for both the current and prior year, except for properties during the current or prior year that; (i) were vacant at any time, (ii) were under development or redevelopment, and (iii) were involved in eminent domain and rent was reduced. Each of the exclusions from the same store pool are separately addressed within the applicable sentences above, explaining the changes in rental revenue for the period.

Of the 5,062 properties in the portfolio at September 30, 2017, 5,034, or 99.4%, are single-tenant properties and the remaining are multi-tenant properties. Of the 5,034 single-tenant properties, 4,949, or 98.3%, were net leased with a weighted average remaining lease term (excluding rights to extend a lease at the option of the tenant) of approximately 9.6 years at September 30, 2017. Of our 4,949 leased single-tenant properties, 4,374 or 88.4% were under leases that provide for increases in rents through:

- Base rent increases tied to a consumer price index (typically subject to ceilings);
- Percentage rent based on a percentage of the tenants gross sales;

- Fixed increases; or
- A combination of two or more of the above rent provisions.

Percentage rent, which is included in rental revenue, was \$262,000 in the third quarter of 2017, and \$286,000 in the third quarter of 2016. Percentage rent was \$4.1 million in the first nine months of 2017, and \$3.5 million in the first nine months of 2016. Percentage rent in the first nine months of 2017 was less than 1% of rental revenue and we anticipate percentage rent to be less than 1% of rental revenue for the remainder of 2017.

Our portfolio of real estate, leased primarily to regional and national tenants under net leases, continues to perform well and provides dependable lease revenue supporting the payment of monthly dividends to our stockholders. At September 30, 2017, our portfolio of 5,062 properties was 98.3% leased with 86 properties available for lease, as compared to 98.3% leased, with 84 properties available for lease at December 31, 2016, and 98.3% leased with 82 properties available for lease at September 30, 2016. It has been our experience that approximately 1% to 4% of our property portfolio will be unleased at any given time; however, it is possible that the number of properties available for lease could exceed these levels in the future.

#### **Tenant Reimbursements**

Contractually obligated reimbursements from tenants for recoverable real estate taxes and operating expenses were \$11.9 million in the third quarter of 2017, compared to \$11.5 million in the third quarter of 2016, and \$34.9 million in the first nine months of 2017, compared to \$31.7 million in the first nine months of 2016. The increase in tenant reimbursements is primarily due to acquisitions.

Table of Contents**Other Revenue**

Other revenue, which comprises property-related revenue not included in rental revenue or tenant reimbursements, was \$1.5 million in the third quarter of 2017, compared to \$318,000 in the third quarter of 2016, and \$2.9 million in the nine months ended September 30, 2017, compared to \$1.4 million in the same period of 2016.

**Depreciation and Amortization**

Depreciation and amortization was \$127.6 million for the third quarter of 2017, compared to \$113.9 million for the third quarter of 2016. Depreciation and amortization was \$371.8 million for the first nine months of 2017, compared to \$332.2 million for the first nine months of 2016. The increase in depreciation and amortization in the first nine months of 2017 was primarily due to the acquisition of properties in 2016 and the first nine months of 2017, which was partially offset by property sales in those same periods. As discussed in the sections entitled Funds from Operations Available to Common Stockholders (FFO) and Adjusted Funds from Operations Available to Common Stockholders (AFFO), depreciation and amortization is a non-cash item that is added back to net income available to common stockholders for our calculation of FFO and AFFO.

**Interest Expense**

The following is a summary of the components of our interest expense (dollars in thousands):

	Three months ended			Nine months ended		
	September 30,			September 30,		
	2017	2016		2017	2016	
Interest on our credit facility, term loans, notes, mortgages and interest rate swaps	\$ 60,833	\$ 53,057	\$	177,604	\$ 159,424	\$
Credit facility commitment fees	767	766		2,275	2,283	
Amortization of credit facility origination costs and deferred financing costs	2,058	2,049		6,722	6,278	
(Gain) loss on interest rate swaps	(368)	(2,051)		(1,228)	5,835	
Dividend on preferred shares subject to redemption	-	-		2,257	-	
Amortization of net mortgage premiums	(341)	(814)		(1,580)	(2,669)	
Capital lease obligation	77	77		232	232	
Interest capitalized	(75)	(132)		(347)	(344)	
Interest expense	\$ 62,951	\$ 52,952	\$	185,935	\$ 171,039	\$

**Credit facility, term loans, mortgages and notes**

Average outstanding balances (dollars in thousands)	\$ 5,982,843	\$ 5,036,031	\$	5,860,159	\$ 4,961,303	\$
Average interest rates	4.03%	4.12%		4.00%	4.20%	

The increase in interest expense for the first nine months of 2017 is primarily due to the March 2017 issuance of our 2047 and 2026 Notes and the dividends that accrued subsequent to the March 2017 notice of redemption date for the Class F preferred stock that were recorded to interest expense, partially offset by lower outstanding debt balances on mortgages payable as a result of the payoff of mortgages in 2016 and the first nine months of 2017.

## Edgar Filing: REALTY INCOME CORP - Form 10-Q

Each quarter we adjust the carrying value of our interest rate swaps to fair value. Changes in the fair value of our interest rate swaps are recorded directly to interest expense. We recorded a gain on interest rate swaps of \$1.2 million during the first nine months 2017 and a loss on interest rate swaps of \$5.8 million during the first nine months of 2016.

At September 30, 2017, the weighted average interest rate on our:

- Term loans outstanding of \$320.0 million (excluding deferred financing costs of \$653,000) was 2.2%;
- Mortgages payable of \$336.5 million (excluding net premiums totaling \$4.8 million and deferred financing costs of \$249,000 on these mortgages) was 4.9%;
- Credit facility outstanding borrowings of \$658.0 million was 2.2%;
- Notes and bonds payable of \$4.50 billion (excluding unamortized original issue discounts of \$7.1 million and deferred financing costs of \$24.2 million) was 4.3%; and
- Combined outstanding notes, bonds, mortgages, term loan and credit facility borrowings of \$5.81 billion was 4.0%.

Table of Contents**General and Administrative Expenses**

General and administrative expenses increased by \$1.8 million to \$13.9 million in the third quarter of 2017, compared to \$12.1 million in the third quarter of 2016. General and administrative expenses increased by \$4.8 million to \$43.2 million for the first nine months of 2017, compared to \$38.4 million in the first nine months of 2016. This increase was primarily due to more employees, higher compensation costs, and increased health insurance costs. Acquisition transaction costs included in general and administrative expenses were \$19,000 for the third quarter of 2017, \$34,000 for the third quarter of 2016, \$229,000 for the first nine months of 2017 and \$119,000 for the first nine months of 2016. In October 2017, we had 154 employees, as compared to 137 employees in October 2016.

Dollars in thousands	Three months ended September 30,		Nine months ended September 30,	
	2017	2016	2017	2016
General and administrative expenses	\$ 13,881	\$ 12,103	\$ 43,227	\$ 38,407
Total revenue(1)	294,987	265,650	870,197	783,588
General and administrative expenses as a percentage of total revenue	4.7%	4.6%	5.0%	4.9%

(1) Excludes tenant reimbursements revenue.

**Property Expenses (including tenant reimbursable expenses)**

Property expenses consist of costs associated with unleased properties, non-net-leased properties and general portfolio expenses, as well as contractually obligated reimbursable costs from tenants for recoverable real estate taxes and operating expenses. Expenses related to unleased properties and non-net-leased properties include, but are not limited to, property taxes, maintenance, insurance, utilities, property inspections, bad debt expense and legal fees. General portfolio costs include, but are not limited to, insurance, legal, property inspections, and title search fees. At September 30, 2017, 86 properties were available for lease, as compared to 84 at December 31, 2016 and 82 at September 30, 2016.

Property expenses were \$17.3 million (including \$11.9 million in reimbursable expenses) in the third quarter of 2017, and \$15.7 million (including \$11.5 million in reimbursable expenses) in the third quarter of 2016. Property expenses were \$52.8 million (including \$34.9 million in reimbursable expenses) in the first nine months of 2017 and \$45.5 million (including \$31.7 million in reimbursable expenses) in the first nine months of 2016. The increase in gross property expenses in the first nine months of 2017 is primarily attributable to the increased portfolio size, which contributed to higher contractually obligated reimbursements primarily due to our acquisitions during 2016 and the first nine months of 2017. We also incurred higher gross property expenses as a result of maintenance and utilities, property taxes, insurance, and bad debt expense on vacant properties.

Dollars in thousands	Three months ended September 30,		Nine months ended September 30,	
	2017	2016	2017	2016
Property expenses net of tenant reimbursements	\$ 5,334	\$ 4,154	\$ 17,910	\$ 13,713
Total revenue(1)	294,987	265,650	870,197	783,588
Property expenses net of tenant reimbursements as a percentage of total revenue	1.8%	1.6%	2.1%	1.8%



(1) Excludes tenant reimbursements revenue.

**Income Taxes**

Income taxes were \$1.1 million in the third quarter of 2017, as compared to \$894,000 in the third quarter of 2016. Income taxes were \$2.6 million in the first nine months of 2017, as compared to \$2.8 million in the first nine months of 2016. These amounts are for city and state income and franchise taxes paid by us and our subsidiaries.

Table of Contents

**Provisions for Impairment**

For the third quarter of 2017, we recorded total provisions for impairment of \$365,000 on three sold properties. For the first nine months of 2017, we recorded total provisions for impairment of \$8.1 million on ten sold properties, six properties classified as held for investment, and one property classified as held for sale. For the third quarter of 2016, we recorded total provisions for impairment of \$8.8 million on 15 sold properties, two properties classified as held for investment, and one property classified as held for sale. For the first nine months of 2016, we recorded total provisions for impairment of \$17.0 million on 29 sold properties, two properties classified as held for investment, and one property classified as held for sale.

**Gain on Sales of Real Estate**

During the third quarter of 2017, we sold 17 properties for \$25.5 million, which resulted in a gain of \$4.3 million. During the first nine months of 2017, we sold 46 properties for \$69.5 million, which resulted in a gain of \$17.7 million.

In comparison, during the third quarter of 2016, we sold 24 properties for \$19.6 million, which resulted in a gain of \$4.3 million. During the first nine months of 2016, we sold 51 properties for \$55.2 million, which resulted in a gain of \$15.3 million.

**Preferred Stock Dividends**

Preferred stock dividends totaled \$3.9 million in the first nine months of 2017. Additionally, in April 2017, we paid a final dividend on our Class F preferred stock of \$1.7 million, which was recorded to interest expense. Preferred stock dividends totaled \$6.8 million in the third quarter of 2016 and \$20.3 million in the first nine months of 2016.

**Excess of Redemption Value over Carrying Value of Preferred Shares Redeemed**

When we issued the irrevocable notice of redemption on our Class F preferred stock in March 2017, we incurred a non-cash charge of \$13.4 million for the excess of redemption value over the carrying value in the first nine months of 2017. The non-cash charge represents the Class F preferred stock original issuance cost that was paid in 2012.

**Net Income Available to Common Stockholders**

Net income available to stockholders was \$87.9 million in the third quarter of 2017, compared to \$70.3 million in the third quarter of 2016, an increase of \$17.6 million. On a diluted per common share basis, net income was \$0.32 in the third quarter of 2017, compared to \$0.27 in the third quarter of 2016, an increase of \$0.05, or 18.5%.

Net income available to common stockholders was \$240.7 million in the first nine months of 2017, compared to \$202.8 million in the first nine months of 2016, an increase of \$37.9 million. On a diluted per common share basis, net income was \$0.89 in the first nine months of 2017, as compared to \$0.80 in the first nine months of 2016, an increase of \$0.09, or 11.3%.

Edgar Filing: REALTY INCOME CORP - Form 10-Q

The calculation to determine net income available to common stockholders includes impairments, gains from the sale of properties and/or fair value adjustments on our interest rate swaps. These items vary from period to period based on the timing of property sales and can significantly impact net income available to common stockholders.

Table of Contents**Adjusted Earnings before Interest, Taxes, Depreciation and Amortization (Adjusted EBITDA)**

Adjusted EBITDA, a non-GAAP financial measure, means, for the most recent quarter, earnings (net income) before (i) interest expense, including non-cash loss (gain) on swaps, (ii) income and franchise taxes, (iii) depreciation and amortization, (iv) impairment losses, and (v) gain on sales of real estate. Our Adjusted EBITDA may not be comparable to Adjusted EBITDA reported by other companies that interpret the definitions of Adjusted EBITDA differently than we do. Management believes Adjusted EBITDA to be a meaningful measure of a REIT's performance because it is widely followed by industry analysts, lenders and investors. Management also believes the use of an annualized quarterly Adjusted EBITDA metric is meaningful because it represents the Company's current earnings run rate for the period presented. The ratio of our total debt to our annualized quarterly Adjusted EBITDA is also used to determine vesting of performance share awards granted to our executive officers. Adjusted EBITDA should be considered along with, but not as an alternative to net income as a measure of our operating performance. Our ratio of debt to Adjusted EBITDA, which is used by management as a measure of leverage, is calculated by annualizing quarterly Adjusted EBITDA and then dividing by our total debt per the consolidated balance sheet.

Dollars in thousands	Three months ended			
	September 30, 2017			
	2017		2016	
Net income	\$	88,073	\$	77,202
Interest		62,951		52,952
Income taxes		1,133		894
Depreciation and amortization		127,569		113,917
Impairment loss		365		8,763
Gain on sales of real estate		(4,319)		(4,335)
Quarterly Adjusted EBITDA	\$	275,772	\$	249,393
Annualized Adjusted EBITDA(1)	\$	1,103,088	\$	997,572
Total Debt	\$	5,787,027	\$	5,250,697
Debt/Adjusted EBITDA		5.2		5.3

(1) We calculate Annualized Adjusted EBITDA by multiplying the Quarterly Adjusted EBITDA by four.

**FUNDS FROM OPERATIONS AVAILABLE TO COMMON STOCKHOLDERS (FFO)**

FFO for the third quarter of 2017 increased by \$22.9 million, or 12.2%, to \$211.2 million, compared to \$188.3 million in the third quarter of 2016. On a diluted common share basis, FFO was \$0.77 in the third quarter of 2017, compared to \$0.73 in the third quarter of 2016, an increase of \$0.04, or 5.5%.

In the first nine months of 2017, our FFO increased by \$66.1 million, or 12.3%, to \$601.7 million, compared to \$535.6 million in the first nine months of 2016. On a diluted per common share basis, FFO was \$2.22 in the first nine months of 2017, compared to \$2.11 in the first nine months of 2016, an increase of \$0.11, or 5.2%.

## Edgar Filing: REALTY INCOME CORP - Form 10-Q

FFO per share for the first nine months of 2017 was impacted by a \$13.4 million non-cash redemption charge on the Class F preferred shares that were redeemed in April 2017, which represents \$0.05 per share. This charge is based on the excess of redemption value over the carrying value of the Class F preferred stock that represents the original issuance cost that was paid in 2012.

The following is a reconciliation of net income available to common stockholders (which we believe is the most comparable GAAP measure) to FFO. Also presented is information regarding distributions paid to common stockholders and the weighted average number of common shares used for the basic and diluted computation per share (dollars in thousands, except per share amounts):

Edgar Filing: REALTY INCOME CORP - Form 10-Q

Table of Contents

	Three months ended September 30,		Nine months ended September 30,	
	2017	2016	2017	2016
Net income available to common stockholders	\$ 87,940	\$ 70,302	\$ 240,662	\$ 202,820
Depreciation and amortization	127,569	113,917	371,755	332,192
Depreciation of furniture, fixtures and equipment	(133)	(187)	(440)	(575)
Provisions for impairment on investment properties	365	8,763	8,072	16,955
Gain on sales of investment properties	(4,319)	(4,335)	(17,689)	(15,283)
FFO adjustments allocable to noncontrolling interests	(230)	(174)	(683)	(546)
FFO available to common stockholders	\$ 211,192	\$ 188,286	\$ 601,677	\$ 535,563
FFO allocable to dilutive noncontrolling interests	220	-	659	-
Diluted FFO (1)	\$ 211,412	\$ 188,286	\$ 602,336	\$ 535,563
FFO per common share, basic and diluted (2)	\$ 0.77	\$ 0.73	\$ 2.22	\$ 2.11
Distributions paid to common stockholders	\$ 174,607	\$ 155,194	\$ 509,987	\$ 453,774
FFO available to common stockholders in excess of distributions paid to common stockholders	\$ 36,585	\$ 33,092	\$ 91,690	\$ 81,789
Weighted average number of common shares used for computation per share:				
Basic	275,511,870	258,085,633	270,584,365	253,953,149
Diluted (2)	276,050,671	258,356,892	271,126,114	254,223,301

(1) Diluted FFO for the quarter and nine months ended September 30, 2017 include FFO allocable to dilutive noncontrolling interests. Noncontrolling interests were anti-dilutive for all other periods presented.

(2) The computation of diluted FFO does not assume conversion of securities that are exchangeable for common shares if the conversion of those securities would increase diluted FFO per share in a given period.

We define FFO, a non-GAAP measure, consistent with the National Association of Real Estate Investment Trust's definition, as net income available to common stockholders, plus depreciation and amortization of real estate assets, plus impairments of depreciable real estate assets, and reduced by gains on property sales.

We consider FFO to be an appropriate supplemental measure of a REIT's operating performance as it is based on a net income analysis of property portfolio performance that adds back items such as depreciation and impairments for FFO. The historical accounting convention used for real estate assets requires straight-line depreciation of buildings and improvements, which implies that the value of real estate assets diminishes predictably over time. Since real estate values historically rise and fall with market conditions, presentations of operating results for a REIT, using historical accounting for depreciation, could be less informative. The use of FFO is recommended by the REIT industry as a supplemental performance measure. In addition, FFO is used as a measure of our compliance with the financial covenants of our credit facility.

**ADJUSTED FUNDS FROM OPERATIONS AVAILABLE TO COMMON STOCKHOLDERS (AFFO)**

AFFO for the third quarter of 2017 increased by \$27.0 million, or 14.5%, to \$213.6 million, compared to \$186.6 million in the third quarter of 2016. On a diluted common share basis, AFFO was \$0.77 in the third quarter of 2017, compared to \$0.72 in the third quarter of 2016, an increase of \$0.05, or 6.9%.

In the first nine months of 2017, our AFFO increased by \$79.9 million, or 14.7%, to \$623.3 million, compared to \$543.4 million in the first nine months of 2016. On a diluted per common share basis, AFFO was \$2.30 in the first nine months of 2017, compared to \$2.14 in the first nine months of 2016, an increase of \$0.16, or 7.5%. We consider AFFO to be an appropriate supplemental measure of our performance. Most companies in our industry use a similar measurement, but they may use the term CAD (for Cash Available for Distribution), FAD (for Funds Available for Distribution) or other terms.

Edgar Filing: REALTY INCOME CORP - Form 10-Q

Table of Contents

The following is a reconciliation of net income available to common stockholders (which we believe is the most comparable GAAP measure) to FFO and AFFO. Also presented is information regarding distributions paid to common stockholders and the weighted average number of common shares used for the basic and diluted computation per share (dollars in thousands, except per share amounts):

	Three months ended September 30,		Nine months ended September 30,	
	2017	2016	2017	2016
Net income available to common stockholders	\$ 87,940	\$ 70,302	\$ 240,662	\$ 202,820
Cumulative adjustments to calculate FFO (1)	123,252	117,984	361,015	332,743
FFO available to common stockholders	211,192	188,286	601,677	535,563
Excess of redemption value over carrying value of Class F preferred share redemption	-	-	13,373	-
Amortization of share-based compensation	3,426	2,653	10,641	9,204
Amortization of deferred financing costs (2)	1,329	1,261	4,133	3,859
Amortization of net mortgage premiums	(341)	(814)	(1,580)	(2,669)
(Gain) loss on interest rate swaps	(368)	(2,051)	(1,228)	5,835
Leasing costs and commissions	(489)	(287)	(1,248)	(564)
Recurring capital expenditures	(171)	(240)	(536)	(486)
Straight-line rent	(4,778)	(4,779)	(12,331)	(14,253)
Amortization of above and below-market leases	3,732	2,476	10,213	6,670
Other adjustments (3)	69	70	213	208
Total AFFO available to common stockholders	\$ 213,601	\$ 186,575	\$ 623,327	\$ 543,367
AFFO allocable to dilutive noncontrolling interests	299	-	885	500
Diluted AFFO (4)	\$ 213,900	\$ 186,575	\$ 624,212	\$ 543,867
AFFO per common share				
Basic	\$ 0.78	\$ 0.72	\$ 2.30	\$ 2.14
Diluted (5)	\$ 0.77	\$ 0.72	\$ 2.30	\$ 2.14
Distributions paid to common stockholders	\$ 174,607	\$ 155,194	\$ 509,987	\$ 453,774
AFFO available to common stockholders in excess of distributions paid to common stockholders	\$ 38,994	\$ 31,381	\$ 113,340	\$ 89,593
Weighted average number of common shares used for computation per share:				
Basic	275,511,870	258,085,633	270,584,365	253,953,149
Diluted (5)	276,138,853	258,356,892	271,214,296	254,458,747

(1) See reconciling items for FFO presented under Funds from Operations Available to Common Stockholders (FFO).

(2) Includes the amortization of costs incurred and capitalized upon issuance of our notes payable, assumption of our mortgages payable and upon issuance of our term loans. The deferred financing costs are being amortized over the lives of the respective mortgages and term loans. No costs associated with our credit facility agreements or annual fees paid to credit rating agencies have been included.



Edgar Filing: REALTY INCOME CORP - Form 10-Q

(3) Includes adjustments allocable to both non-controlling interests and capital lease obligations.

(4) Diluted AFFO for the three months ended September 30, 2017, and for the nine months ended September 30, 2017 and September 30, 2016 include AFFO allocable to dilutive noncontrolling interests. Noncontrolling interests were anti-dilutive for the three months ended September 30, 2016.

(5) The computation of diluted AFFO does not assume conversion of securities that are convertible to common shares if the conversion of those securities would increase diluted AFFO per share in a given period.

We believe the non-GAAP financial measure AFFO provides useful information to investors because it is a widely accepted industry measure of the operating performance of real estate companies that is used by industry analysts and investors who look at and compare those companies. In particular, AFFO provides an additional measure to compare the operating performance of different REITs without having to account for differing depreciation assumptions and other unique revenue and expense items which are not pertinent to measuring a particular company's on-going operating performance. Therefore, we believe that AFFO is an appropriate supplemental performance metric, and that the most appropriate GAAP performance metric to which AFFO should be reconciled is net income available to common stockholders.

Table of Contents

Presentation of the information regarding FFO and AFFO is intended to assist the reader in comparing the operating performance of different REITs, although it should be noted that not all REITs calculate FFO and AFFO in the same way, so comparisons with other REITs may not be meaningful. Furthermore, FFO and AFFO are not necessarily indicative of cash flow available to fund cash needs and should not be considered as alternatives to net income as an indication of our performance. FFO and AFFO should not be considered as alternatives to reviewing our cash flows from operating, investing, and financing activities. In addition, FFO and AFFO should not be considered as measures of liquidity, our ability to make cash distributions, or our ability to pay interest payments.

**PROPERTY PORTFOLIO INFORMATION**

At September 30, 2017, we owned a diversified portfolio:

- Of 5,062 properties;
- With an occupancy rate of 98.3%, or 4,976 properties leased and 86 properties available for lease;
- Leased to 251 different commercial tenants doing business in 47 separate industries;
- Located in 49 states and Puerto Rico;
- With over 86.4 million square feet of leasable space; and
- With an average leasable space per property of approximately 17,080 square feet; approximately 11,840 square feet per retail property and 221,170 square feet per industrial property.

At September 30, 2017, of our 5,062 properties, 4,976 were leased under net lease agreements. A net lease typically requires the tenant to be responsible for monthly rent and certain property operating expenses including property taxes, insurance, and maintenance. In addition, our tenants are typically subject to future rent increases based on increases in the consumer price index (typically subject to ceilings), additional rent calculated as a percentage of the tenants' gross sales above a specified level, or fixed increases.

At September 30, 2017, our 251 commercial tenants, which we define as retailers with over 50 locations and non-retailers with over \$500 million in annual revenues, represented approximately 95% of our annualized revenue. We had 266 additional tenants, representing approximately 5% of our annualized revenue at September 30, 2017, which brings our total tenant count to 517 tenants.



Table of Contents**Industry Diversification**

The following table sets forth certain information regarding our property portfolio classified according to the business of the respective tenants, expressed as a percentage of our total rental revenue:

	Percentage of Rental Revenue(1)					
	For the Quarter Ended September 30, 2017	Dec 31, 2016	Dec 31, 2015	For the Years Ended Dec 31, 2014	Dec 31, 2013	Dec 31, 2012
<u>Retail industries</u>						
Apparel stores	1.6%	1.9%	2.0%	2.0%	1.9%	1.7%
Automotive collision services	0.9	1.0	1.0	0.8	0.8	1.1
Automotive parts	1.2	1.3	1.4	1.3	1.2	1.0
Automotive service	2.2	1.9	1.9	1.8	2.1	3.1
Automotive tire services	2.5	2.7	2.9	3.2	3.6	4.7
Book stores	*	*	*	*	*	0.1
Child care	1.7	1.9	2.0	2.2	2.8	4.5
Consumer electronics	0.4	0.3	0.3	0.3	0.3	0.5
Convenience stores	9.5	8.7	9.2	10.1	11.2	16.3
Crafts and novelties	0.5	0.5	0.5	0.5	0.5	0.3
Dollar stores	7.8	8.6	8.9	9.6	6.2	2.2
Drug stores	10.8	11.2	10.6	9.5	8.1	3.5
Education	0.3	0.3	0.3	0.4	0.4	0.7
Entertainment	0.4	0.5	0.5	0.5	0.6	0.9
Equipment services	*	0.1	0.1	0.1	0.1	0.1
Financial services	2.1	1.4	1.3	1.4	1.5	0.2
General merchandise	1.9	1.5	1.4	1.2	1.1	0.6
Grocery stores	4.6	3.1	3.0	3.0	2.9	3.7
Health and fitness	7.6	8.1	7.7	7.0	6.3	6.8
Health care	0.8	0.9	1.0	1.1	1.1	-
Home furnishings	0.8	0.7	0.7	0.7	0.9	1.0
Home improvement	2.7	2.5	2.4	1.7	1.6	1.5
Jewelry	0.1	0.1	0.1	0.1	0.1	-
Motor vehicle dealerships	2.0	1.9	1.6	1.6	1.6	2.1
Office supplies	0.2	0.3	0.3	0.4	0.5	0.8
Pet supplies and services	0.6	0.6	0.7	0.7	0.8	0.6
Restaurants - casual dining	3.7	3.9	3.8	4.3	5.1	7.3
Restaurants - quick service	5.0	4.9	4.2	3.7	4.4	5.9
Shoe stores	0.3	0.5	0.5	0.1	0.1	0.1
Sporting goods	1.4	1.6	1.8	1.6	1.7	2.5
Telecommunications	*	*	-	-	-	-
Theaters	5.1	4.9	5.1	5.3	6.2	9.4
Transportation services	0.1	0.1	0.1	0.1	0.1	0.2
Wholesale clubs	3.2	3.6	3.8	4.1	3.9	3.2
Other	*	*	*	*	0.1	0.1
Retail industries	82.0%	81.5%	81.1%	80.4%	79.8%	86.7%

\* Less than 0.1%

Edgar Filing: REALTY INCOME CORP - Form 10-Q

(1) Includes rental revenue for all properties owned at the end of each period presented, including revenue from properties reclassified as discontinued operations.

Table of Contents**Industry Diversification (continued)**

	Percentage of Rental Revenue(1)					
	For the Quarter Ended September 30, 2017	Dec 31, 2016	Dec 31, 2015	For the Years Ended		
			Dec 31, 2014	Dec 31, 2013	Dec 31, 2012	
<u>Non-retail industries</u>						
Aerospace	0.9%	1.0%	1.1%	1.2%	1.2%	0.9%
Beverages	2.7	2.6	2.7	2.8	3.3	5.1
Consumer appliances	0.6	0.5	0.6	0.5	0.6	0.1
Consumer goods	0.7	0.9	0.9	0.9	1.0	0.1
Crafts and novelties	0.2	0.1	0.1	0.1	0.1	-
Diversified industrial	0.8	0.9	0.8	0.5	0.2	0.1
Electric utilities	0.1	0.1	0.1	0.1	*	-
Equipment services	0.4	0.5	0.4	0.5	0.4	0.3
Financial services	0.3	0.4	0.4	0.4	0.5	0.4
Food processing	1.0	1.1	1.2	1.4	1.5	1.3
General merchandise	0.2	0.3	0.3	0.3	-	-
Government services	1.0	1.1	1.2	1.3	1.4	0.1
Health care	0.6	0.6	0.7	0.7	0.8	*
Home furnishings	0.1	0.1	0.2	0.2	0.2	-
Insurance	0.1	0.1	0.1	0.1	0.1	*
Machinery	0.1	0.1	0.1	0.2	0.2	0.1
Other manufacturing	0.8	0.8	0.7	0.7	0.6	-
Packaging	1.1	0.8	0.8	0.8	0.9	0.7
Paper	0.1	0.1	0.1	0.1	0.2	0.1
Shoe stores	0.2	0.2	0.2	0.8	0.9	-
Telecommunications	0.6	0.6	0.7	0.7	0.7	0.8
Transportation services	5.3	5.4	5.3	5.1	5.3	2.2
Other	0.1	0.2	0.2	0.2	0.1	1.0
Non-retail industries	18.0%	18.5%	18.9%	19.6%	20.2%	13.3%
Totals	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

\* Less than 0.1%

(1) Includes rental revenue for all properties owned at the end of each period presented, including revenue from properties reclassified as discontinued operations.

Table of Contents**Property Type Composition**

The following table sets forth certain property type information regarding our property portfolio as of September 30, 2017 (dollars in thousands):

<b>Property Type</b>	<b>Number of Properties</b>	<b>Approximate Leasable Square Feet</b>	<b>Rental Revenue for the Quarter Ended September 30, 2017(1)</b>	<b>Percentage of Rental Revenue</b>
Retail	4,890	57,896,500	\$ 234,181	79.9%
Industrial	113	24,991,800	37,443	12.8
Office	44	3,403,200	15,002	5.1
Agriculture	15	184,500	6,571	2.2
Totals	5,062	86,476,000	\$ 293,197	100.0%

(1) Includes rental revenue for all properties owned at September 30, 2017. Excludes revenue of \$258 from sold properties.

**Tenant Diversification**

The following table sets forth the largest tenants in our property portfolio, expressed as a percentage of total rental revenue at September 30, 2017:

<b>Tenant</b>	<b>Number of Properties</b>	<b>% of Rental Revenue</b>
Walgreens	203	6.6%
FedEx	43	5.2%
LA Fitness	53	4.1%
Dollar General	525	4.0%
Dollar Tree / Family Dollar	456	3.6%
AMC Theatres	31	3.6%
Circle K (Couche-Tard)	298	2.5%
Walmart / Sam's Club	40	2.4%
BJ's Wholesale Club	15	2.2%
Treasury Wine Estates	17	2.1%
CVS Pharmacy	70	1.9%
Super America / Western Refining (Tesoro)	134	1.9%
GPM Investments / Fas Mart	216	1.8%
Regal Cinemas	22	1.8%
Rite Aid	69	1.8%
7-Eleven	111	1.7%
Life Time Fitness	9	1.7%
TBC Corporation (Sumitomo)	158	1.6%
Kroger	13	1.3%
NPC International	188	1.2%

Table of Contents**Service Category Diversification for our Retail Properties**

The following table sets forth certain information regarding the 4,890 retail properties included in our 5,062 total properties owned at September 30, 2017, classified according to the business types and the level of services they provide at the property level (dollars in thousands):

	Number of Retail Properties	Retail Rental Revenue for the Quarter Ended September 30, 2017(1)	Percentage of Retail Rental Revenue
<b><u>Tenants Providing Services</u></b>			
Automotive collision services	57	\$ 2,742	1.2%
Automotive service	272	6,388	2.7
Child care	203	5,062	2.2
Education	14	837	0.4
Entertainment	11	1,298	0.5
Equipment services	2	111	*
Financial services	222	6,039	2.6
Health and fitness	91	22,175	9.5
Health care	27	1,135	0.5
Telecommunications	1	21	*
Theaters	56	14,947	6.4
Transportation services	2	229	0.1
Other	7	78	*
	965	61,062	26.1
<b><u>Tenants Selling Goods and Services</u></b>			
Automotive parts (with installation)	69	1,617	0.7
Automotive tire services	193	7,383	3.1
Convenience stores	867	27,752	11.9
Motor vehicle dealerships	29	5,749	2.5
Pet supplies and services	12	738	0.3
Restaurants - casual dining	319	10,401	4.4
Restaurants - quick service	605	14,641	6.2
	2,094	68,281	29.1
<b><u>Tenants Selling Goods</u></b>			
Apparel stores	29	4,686	2.0
Automotive parts	84	1,975	0.8
Book stores	1	104	*
Consumer electronics	9	1,024	0.4
Crafts and novelties	14	1,551	0.7
Dollar stores	981	22,738	9.7
Drug stores	336	30,175	12.9
General merchandise	78	5,245	2.2
Grocery stores	101	13,483	5.8
Home furnishings	57	2,272	1.0
Home improvement	63	7,148	3.1
Jewelry	4	174	0.1
Office supplies	8	562	0.2
Shoe stores	2	182	0.1
Sporting goods	32	4,105	1.8
Wholesale clubs	32	9,414	4.0
	1,831	104,838	44.8
Total Retail Properties	4,890	\$ 234,181	100.0%

\* Less than 0.1%

(1) Includes rental revenue for all retail properties owned at September 30, 2017. Excludes revenue of \$59,016 from non-retail properties and \$258 from sold properties.





Table of Contents**Lease Expirations**

The following table sets forth certain information regarding our property portfolio regarding the timing of the lease term expirations in our portfolio (excluding rights to extend a lease at the option of the tenant) on our 4,949 net leased, single-tenant properties and their contribution to rental revenue for the quarter ended September 30, 2017 (dollars in thousands):

Year	Total Portfolio(1)		Approx. Leasable Sq. Feet	Rental Revenue(2)	% of Rental Revenue
	Retail	Non-Retail			
2017	33	1	403,500	\$ 989	0.3%
2018	233	5	2,616,200	9,227	3.2
2019	259	10	3,853,400	13,313	4.6
2020	208	10	4,147,800	12,175	4.2
2021	294	12	5,274,000	14,945	5.2
2022	347	18	9,302,400	19,415	6.7
2023	429	21	7,001,400	23,546	8.2
2024	202	11	3,684,000	11,415	4.0
2025	327	14	5,277,400	20,612	7.2
2026	315	5	4,562,000	15,741	5.5
2027	531	4	6,149,900	21,078	7.3
2028	296	9	7,078,000	18,308	6.4
2029	398	7	7,375,700	21,707	7.5
2030	82	13	2,437,900	14,542	5.1
2031	275	25	5,337,500	25,125	8.7
2032 - 2043	550	5	8,911,900	45,681	15.9
Totals	4,779	170	83,413,000	\$ 287,819	100.0%

\* Less than 0.1%

(1) Excludes 28 multi-tenant properties and 86 vacant properties, one of which is a vacant, multi-tenant property. The lease expirations for properties under construction are based on the estimated date of completion of those properties.

(2) Excludes revenue of \$5,378 from 28 multi-tenant properties and 86 vacant properties, and \$258 from sold properties at September 30, 2017.

Table of Contents**Geographic Diversification**

The following table sets forth certain state-by-state information regarding our property portfolio as of September 30, 2017 (dollars in thousands):

<b>State</b>	<b>Number of Properties</b>	<b>Percent Leased</b>	<b>Approximate Leasable Square Feet</b>	<b>Rental Revenue for the Quarter Ended September 30, 2017(1)</b>	<b>Percentage of Rental Revenue</b>
Alabama	160	98%	1,505,800	\$ 5,492	1.9%
Alaska	3	67	275,900	572	0.2
Arizona	110	99	1,766,200	6,460	2.2
Arkansas	57	100	843,800	1,830	0.6
California	186	99	5,378,600	28,063	9.6
Colorado	80	100	1,231,600	4,661	1.6
Connecticut	22	91	521,000	2,006	0.7
Delaware	18	100	93,000	718	0.2
Florida	373	99	4,073,400	17,217	5.9
Georgia	254	99	4,216,100	12,893	4.4
Idaho	12	100	87,000	407	0.1
Illinois	249	98	5,682,900	18,124	6.2
Indiana	173	98	2,154,600	8,499	2.9
Iowa	42	88	2,978,500	3,815	1.3
Kansas	94	96	1,857,100	4,811	1.6
Kentucky	63	98	1,469,400	4,038	1.4
Louisiana	97	97	1,340,800	4,132	1.4
Maine	15	100	174,700	1,121	0.4
Maryland	34	97	816,200	4,367	1.5
Massachusetts	80	98	734,100	3,583	1.2
Michigan	163	98	1,689,000	6,323	2.1
Minnesota	158	100	1,934,200	9,851	3.4
Mississippi	141	95	1,627,500	4,675	1.6
Missouri	146	97	2,891,900	9,089	3.1
Montana	11	100	87,000	469	0.2
Nebraska	38	100	806,500	2,270	0.8
Nevada	22	95	413,000	1,295	0.4
New Hampshire	19	100	315,800	1,491	0.5
New Jersey	73	99	909,600	4,882	1.7
New Mexico	31	100	348,500	1,017	0.3
New York	99	100	2,753,500	13,475	4.6
North Carolina	178	98	2,396,100	8,002	2.7
North Dakota	6	100	117,700	211	0.1
Ohio	248	98	6,579,900	15,637	5.3
Oklahoma	132	99	1,648,500	4,618	1.6
Oregon	28	100	593,300	2,290	0.8
Pennsylvania	166	99	1,944,000	8,382	2.9
Rhode Island	4	100	161,600	841	0.3
South Carolina	157	99	1,419,200	6,420	2.2
South Dakota	15	100	195,200	468	0.2
Tennessee	229	97	3,346,100	8,922	3.0
Texas	495	99	9,334,500	27,300	9.3
Utah	22	100	970,600	2,270	0.8
Vermont	5	100	98,000	486	0.2
Virginia	169	96	3,114,700	8,308	2.8
Washington	43	98	733,400	2,761	0.9
West Virginia	16	100	381,200	1,226	0.4
Wisconsin	116	100	2,381,800	6,964	2.4
Wyoming	6	100	54,700	296	0.1
Puerto Rico	4	100	28,300	149	*
Totals/Average	5,062	98%	86,476,000	\$ 293,197	100.0%

\* Less than 0.1%

(1) Includes rental revenue for all properties owned at September 30, 2017. Excludes revenue of \$258 from sold properties.

Table of Contents

**IMPACT OF INFLATION**

Tenant leases generally provide for limited increases in rent as a result of increases in the tenants' sales volumes, increases in the consumer price index (typically subject to ceilings), or fixed increases. We expect that inflation will cause these lease provisions to result in rent increases over time. During times when inflation is greater than increases in rent, as provided for in the leases, rent increases may not keep up with the rate of inflation.

Moreover, our use of net lease agreements tends to reduce our exposure to rising property expenses due to inflation because the tenant is responsible for property expenses. Inflation and increased costs may have an adverse impact on our tenants if increases in their operating expenses exceed increases in revenue.

**IMPACT OF RECENT ACCOUNTING PRONOUNCEMENTS**

For information on the impact of recent accounting pronouncements on our business, see note 2 of the Notes to the Consolidated Financial Statements.

**OTHER INFORMATION**

Our common stock is listed on the NYSE under the ticker symbol **O** with a CUSIP number of 756109-104. Our central index key number is 726728.

We maintain a corporate website at [www.realtyincome.com](http://www.realtyincome.com). On our website we make available, free of charge, copies of our annual report on Form 10-K, quarterly reports on Form 10-Q, Form 3s, Form 4s, Form 5s, current reports on Form 8-K, and amendments to those reports, as soon as reasonably practicable after we electronically file these reports with the Securities and Exchange Commission, or SEC. None of the information on our website is deemed to be part of this report.

*Corporate Responsibility.* We are committed to providing an engaging, diverse, and safe work environment for our employees, to upholding our corporate responsibilities as a public company operating for the benefit of our stockholders, and to operating our company in an environmentally conscious manner. As The Monthly Dividend Company®, our mission is to provide our stockholders with monthly dividends that increase over time. How we manage and use the physical, financial and talent resources that enable us to achieve this mission, demonstrates our commitment to corporate responsibility.

*Social Responsibility and Ethics.* An extension of our mission is our commitment to being socially responsible and conducting our business according to the highest ethical standards. Our employees are awarded compensation that is in line with those of our peers and competitors, including generous healthcare benefits for employees and their families; participation in a 401(k) plan with a matching contribution by Realty Income; competitive paid time-off benefits; and an infant-at-work program for new parents. Our employees have access to members of our Board of Directors to report anonymously, if desired, any suspicion of misconduct by any member of our senior management or executive team. We also have a longstanding commitment to equal employment opportunity and adhere to all Equal Employer Opportunity Policy guidelines. We apply the principles of full and fair disclosure in all of our business dealings, as outlined in our Corporate Code of Business Ethics. We are also committed to dealing fairly with all of our customers, suppliers, and competitors.

Realty Income and our employees have taken an active role in supporting our communities through civic involvement with charitable organizations, including our partnership with San Diego Habitat for Humanity, and corporate donations. Focusing our impact on social and environmentally sustainable areas our non-profit partnerships have resulted in approximately 725 employee volunteer hours during 2017, employee and corporate donations to fund local affordable housing, educational services to at-risk youth, funding local foodbanks, and toys for under-served children. Our dedication to being a responsible corporate citizen has a direct and positive impact in the communities in which we operate and contributes to the strength of our reputation and our financial performance.

*Corporate Governance.* We believe that a company's reputation for integrity and serving its stockholders responsibly is of utmost importance. We are committed to managing the company for the benefit of our stockholders and are focused on maintaining good corporate governance. Practices that illustrate this commitment include:

Table of Contents

- Our Board of Directors is comprised of eight directors, seven of which are independent, non-employee directors;
- Our Board of Directors is elected on an annual basis;
- We employ a majority vote standard for uncontested elections;
- Our Compensation Committee of the Board of Directors works with independent consultants in conducting annual compensation reviews for our key executives, and compensates each individual primarily based on reaching certain performance metrics that determine the success of our company; and
- We adhere to all other corporate governance principles outlined in our Corporate Governance Guidelines document on our website.

*Environmental Practices.* Our focus on conservationism is demonstrated by how we manage our day-to-day activities at our corporate headquarters. At our headquarters, we promote energy efficiency and encourage practices such as powering down office equipment at the end of the day, implementing file-sharing technology and automatic duplex mode to limit paper use, adopting an electronic approval system, carpooling to our headquarters, and recycling paper waste.

With respect to recycling and reuse practices, we encourage the use of recycled products and the recycling of materials during our operations. Cell phones, wireless devices and office equipment are recycled or donated whenever possible.

In addition, our headquarters was retrofitted according to the State of California energy efficiency standards (specifically following California Green Building Standards Code and Title 24 of the California Code of Regulations), with features such as an automatic lighting control system with light-harvesting technology, a Building Management System that monitors and controls energy use, an energy-efficient PVC roof and heating and cooling system, LED lighting, and drought-tolerant landscaping with recycled materials.

The properties in our portfolio are net leased to our tenants who are responsible for maintaining the buildings and are in control of their energy usage and environmental sustainability practices. We remain active in working with our tenants to promote environmental responsibility at the properties we own and to promote the importance of energy efficient facilities.

Our Asset Management team has engaged with a renewable energy development company to identify assets that would maximize energy efficiency initiatives throughout our property portfolio. These initiatives include solar energy arrays, battery storage, and charging stations. In addition, we continue to explore regional opportunities with our tenants, bringing our properties into compliance to qualify for city and county programs.

**Item 3: Quantitative and Qualitative Disclosures about Market Risk**

We are exposed to interest rate changes primarily as a result of our credit facility, term loans, mortgages payable, and long-term notes and bonds used to maintain liquidity and expand our real estate investment portfolio and operations. Our interest rate risk management objective is to limit the impact of interest rate changes on earnings and cash flow and to lower our overall borrowing costs. To achieve these objectives we issue long-term notes and bonds, primarily at fixed rates.

In order to mitigate and manage the effects of interest rate risks on our operations, we may utilize a variety of financial instruments, including interest rate swaps and caps. The use of these types of instruments to hedge our exposure to changes in interest rates carries additional risks, including counterparty credit risk, the enforceability of hedging contracts and the risk that unanticipated and significant changes in interest rates will cause a significant loss of basis in the contract. To limit counterparty credit risk we will seek to enter into such agreements with major financial institutions with favorable credit ratings. There can be no assurance that we will be able to adequately protect against the foregoing risks or realize an economic benefit that exceeds the related amounts incurred in connection with engaging in such hedging activities. We do not enter into any derivative transactions for speculative or trading purposes.

The following table presents by year of expected maturity, the principal amounts, average interest rates and estimated fair values of our fixed and variable rate debt as of September 30, 2017. This information is presented to evaluate the expected cash flows and sensitivity to interest rate changes (dollars in millions):



Table of Contents**Expected Maturity Data**

Year of maturity	Fixed rate	Weighted average rate on fixed rate	Variable rate	Weighted average rate on variable rate
		debt		debt
2017	\$ 1.2	5.52%	\$ 0.1	3.38%
2018	365.3	2.15	76.6	2.70
2019	554.5	6.74	674.2	2.70
2020	82.2	4.99	250.2	2.92
2021	310.1	5.72	6.8	4.42
Thereafter	3,478.4	4.11	14.9	4.37
Totals (1)	\$ 4,791.7	4.38%	\$ 1,022.8	2.79%
Fair Value (2)	\$ 5,020.6		\$ 1,023.1	

(1) Excludes net premiums recorded on mortgages payable, original issuance discounts recorded on notes payable and deferred financing costs on mortgages payable, notes payable, and term loans. At September 30, 2017, the unamortized balance of net premiums on mortgages payable is \$4.8 million, the unamortized balance of original issuance discounts on notes payable is \$7.1 million, and the balance of deferred financing costs on mortgages payable is \$249,000, on notes payable is \$24.2 million, and on term loans is \$653,000.

(2) We base the estimated fair value of the fixed rate senior notes and bonds at September 30, 2017 on the indicative market prices and recent trading activity of our senior notes and bonds payable. We base the estimated fair value of our fixed rate and variable rate mortgages at September 30, 2017 on the relevant forward interest rate curve, plus an applicable credit-adjusted spread. We believe that the carrying value of the credit facility balance and term loans balance reasonably approximate their estimated fair values at September 30, 2017.

The table incorporates only those exposures that exist as of September 30, 2017. It does not consider those exposures or positions that could arise after that date. As a result, our ultimate realized gain or loss, with respect to interest rate fluctuations, would depend on the exposures that arise during the period, our hedging strategies at the time, and interest rates.

All of our outstanding notes and bonds have fixed interest rates. All of our mortgages payable, except four mortgages with principal balances totaling \$44.9 million at September 30, 2017 have fixed interest rates. After factoring in arrangements that limit our exposure to interest rate risk and effectively fix our per annum interest rates, our mortgage debt subject to variable rates totals \$22.5 million at September 30, 2017. Interest on our credit facility and term loan balances is variable. However, the variable interest rate feature on our term loans has been mitigated by interest rate swap agreements. Based on our credit facility balance of \$658.0 million at September 30, 2017, a 1% change in interest rates would change our interest rate costs by \$6.6 million per year.

**Item 4: Controls and Procedures****Evaluation of Disclosure Controls and Procedures**

We maintain disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) of the Securities Exchange Act of 1934, as amended) that are designed to ensure that information required to be disclosed in our Exchange Act reports

is recorded, processed, summarized and reported within the time periods specified in the Securities and Exchange Commission's rules and forms, and that such information is accumulated and communicated to our management, including our Chief Executive Officer and Chief Financial Officer, as appropriate, to allow timely decisions regarding required disclosure. In designing and evaluating the disclosure controls and procedures, management recognizes that any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving the desired control objectives, and management necessarily was required to apply its judgment in evaluating the cost-benefit relationship of possible controls and procedures.

As of and for the quarter ended September 30, 2017, we carried out an evaluation of the effectiveness of the design and operation of our disclosure controls and procedures, under the supervision and with the participation of management, including our Chief Executive Officer and Chief Financial Officer. Based on the foregoing, our Chief Executive Officer and Chief Financial Officer concluded that our disclosure controls and procedures were effective and were operating at a reasonable assurance level.

Table of Contents

**Changes in Internal Controls**

There were no changes to our internal control over financial reporting that occurred during the quarter ended September 30, 2017 that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

**Limitations on the Effectiveness of Controls**

Internal control over financial reporting cannot provide absolute assurance of achieving financial reporting objectives because of its inherent limitations. Internal control over financial reporting is a process that involves human diligence and compliance and is subject to lapses in judgment and breakdowns resulting from human failures. Internal control over financial reporting also can be circumvented by collusion or improper management override. Because of such limitations, there is a risk that material misstatements may not be prevented or detected on a timely basis by internal control over financial reporting. However, these inherent limitations are known features of the financial reporting process. Therefore, it is possible to design into the process safeguards to reduce, though not eliminate, this risk.

**PART II. OTHER INFORMATION**

**Item 2. Unregistered Sales of Equity Securities and Use of Proceeds**

The following shares of stock were withheld for state and federal payroll taxes on the vesting of employee stock awards, as permitted under the 2012 Incentive Award Plan of Realty Income Corporation:

- 92 shares of stock, at a weighted average price of \$55.42, in July 2017;
- 125 shares of stock, at a weighted average price of \$57.55, in August 2017; and
- 67 shares of stock, at a weighted average price of \$57.70, in September 2017.

**Item 6: Exhibits**

**Articles of Incorporation and By-Laws**

**Exhibit No.      Description**

2.1

Edgar Filing: REALTY INCOME CORP - Form 10-Q

- Agreement and Plan of Merger, dated as of September 6, 2012, by and among Realty Income Corporation, Tau Acquisition LLC and American Realty Capital Trust, Inc. (filed as exhibit 2.1 to the Company's Form 8-K, filed on September 6, 2012 and incorporated herein by reference).
- 2.2 First Amendment to Agreement and Plan of Merger, dated as of January 6, 2013, by and among Realty Income Corporation, Tau Acquisition LLC and American Realty Capital Trust, Inc. (filed as exhibit 2.1 to the Company's Form 8-K, filed on January 7, 2013 and incorporated herein by reference).
- 3.1 Articles of Incorporation of the Company, as amended by amendment No. 1 dated May 10, 2005 and amendment No. 2 dated May 10, 2005 (filed as exhibit 3.1 to the Company's Form 10-Q for the quarter ended June 30, 2005 and incorporated herein by reference), amendment No. 3 dated July 29, 2011 (filed as exhibit 3.1 to the Company's Form 8-K, filed on August 2, 2011 and incorporated herein by reference); and amendment No. 4 dated June 21, 2012 (filed as exhibit 3.1 to the Company's Form 8-K, filed on June 21, 2012 and incorporated herein by reference).
- 3.2 Amended and Restated Bylaws of the Company dated June 16, 2015 (filed as exhibit 3.1 to the Company's Form 8-K filed on June 17, 2015 and incorporated herein by reference)
- 3.3 Articles Supplementary to the Articles of Incorporation of the Company classifying and designating the 6.625% Monthly Income Class F Cumulative Redeemable Preferred Stock, dated February 3, 2012 (the First Class F Articles Supplementary ) (filed as exhibit 3.1 to the Company's Form 8-K, filed on February 3, 2012 and incorporated herein by reference).
- 3.4 Certificate of Correction to the First Class F Articles Supplementary, dated April 11, 2012 (filed as exhibit 3.2 to the Company's Form 8-K, filed on April 17, 2012 and incorporated herein by reference).

Table of Contents

- 3.5 Articles Supplementary to the Articles of Incorporation of the Company classifying and designating additional shares of the 6.625% Monthly Income Class F Cumulative Redeemable Preferred Stock, dated April 17, 2012 (filed as exhibit 3.3 to the Company's Form 8-K, filed on April 17, 2012 and incorporated herein by reference).

**Instruments defining the rights of security holders, including indentures**

- 4.1 Indenture dated as of October 28, 1998 between the Company and The Bank of New York (filed as exhibit 4.1 to the Company's Form 8-K, filed on October 28, 1998 and incorporated herein by reference).
- 4.2 Form of 5.875% Senior Notes due 2035 (filed as exhibit 4.2 to the Company's Form 8-K, filed on March 11, 2005 and incorporated herein by reference).
- 4.3 Officer's Certificate pursuant to sections 201, 301 and 303 of the Indenture dated October 28, 1998 between the Company and The Bank of New York, as Trustee, establishing a series of securities entitled 5.875% Senior Debentures due 2035 (filed as exhibit 4.3 to the Company's Form 8-K, filed on March 11, 2005 and incorporated herein by reference).
- 4.4 Form of 5.375% Senior Notes due 2017 (filed as exhibit 4.2 to the Company's Form 8-K, filed on September 16, 2005 and incorporated herein by reference).
- 4.5 Officer's Certificate pursuant to sections 201, 301 and 303 of the Indenture dated October 28, 1998 between the Company and The Bank of New York, as Trustee, establishing a series of securities entitled 5.375% Senior Notes due 2017 (filed as exhibit 4.3 to the Company's Form 8-K, filed on September 16, 2005 and incorporated herein by reference).
- 4.6 Form of 6.75% Notes due 2019 (filed as exhibit 4.2 to Company's Form 8-K, filed on September 5, 2007 and incorporated herein by reference).
- 4.7 Officer's Certificate pursuant to sections 201, 301 and 303 of the Indenture dated October 28, 1998 between the Company and The Bank of New York Trust Company, N.A., as Trustee, establishing a series of securities entitled 6.75% Senior Notes due 2019 (filed as exhibit 4.3 to the Company's Form 8-K, filed on September 5, 2007 and incorporated herein by reference).
- 4.8 Form of 5.750% Notes due 2021 (filed as exhibit 4.2 to Company's Form 8-K, filed on June 29, 2010 and incorporated herein by reference).
- 4.9 Officer's Certificate pursuant to sections 201, 301 and 303 of the Indenture dated October 28, 1998 between the Company and The Bank of New York Mellon Trust Company, N.A., as Successor Trustee, establishing a series of securities entitled 5.750% Notes due 2021 (filed as exhibit 4.3 to the Company's Form 8-K, filed on June 29, 2010 and incorporated herein by reference).
- 4.10 Form of Common Stock Certificate (filed as exhibit 4.16 to the Company's Form 10-Q for the quarter ended September 30, 2011 and incorporated herein by reference).
- 4.11 Form of Preferred Stock Certificate representing the 6.625% Monthly Income Class F Cumulative Redeemable Preferred Stock (filed as exhibit 4.1 to the Company's Form 8-K, filed on February 3, 2012 and incorporated herein by reference).
- 4.12 Form of 2.000% Note due 2018 (filed as exhibit 4.2 to Company's Form 8-K, filed on October 10, 2012 and incorporated herein by reference).
- 4.13

Edgar Filing: REALTY INCOME CORP - Form 10-Q

Form of 3.250% Note due 2022 (filed as exhibit 4.3 to Company's Form 8-K, filed on October 10, 2012 and incorporated herein by reference).

-51-

---

Table of Contents

- 4.14 Officer s Certificate pursuant to sections 201, 301 and 303 of the Indenture dated October 28, 1998 between the Company and The Bank of New York Mellon Trust Company, N.A., as successor trustee, establishing a series of securities entitled 2.000% Notes due 2018 and establishing a series of securities entitled 3.250% Notes due 2022 (filed as exhibit 4.4 to the Company s Form 8-K, filed on October 10, 2012 and incorporated herein by reference).
- 4.15 Form of 4.650% Note due 2023 (filed as exhibit 4.2 to Company s Form 8-K, filed on July 16, 2013 and incorporated herein by reference).
- 4.16 Officer s Certificate pursuant to sections 201, 301 and 303 of the Indenture dated October 28, 1998 between the Company and The Bank of New York Mellon Trust Company, N.A., as successor trustee, establishing a series of securities entitled 4.650% Notes due 2023 (filed as exhibit 4.3 to the Company s Form 8-K, filed on July 16, 2013 and incorporated herein by reference).
- 4.17 Form of 3.875% Note due 2024 (filed as exhibit 4.2 to Company s Form 8-K, filed on June 25, 2014 and incorporated herein by reference).
- 4.18 Officer s Certificate pursuant to sections 201, 301 and 303 of the Indenture dated October 28, 1998 between the Company and The Bank of New York Mellon Trust Company, N.A., as successor trustee, establishing a series of securities entitled 3.875% Notes due 2024 (filed as exhibit 4.3 to the Company s Form 8-K, filed on June 25, 2014 and incorporated herein by reference).
- 4.19 Form of 4.125% Note due 2026 (filed as exhibit 4.2 to Company s Form 8-K, filed on September 23, 2014 and incorporated herein by reference).
- 4.20 Officer s Certificate pursuant to sections 201, 301 and 303 of the Indenture dated October 28, 1998 between the Company and The Bank of New York Mellon Trust Company, N.A., as successor trustee, establishing a series of securities entitled 4.125% Notes due 2026 (filed as exhibit 4.3 to the Company s Form 8-K, filed on September 23, 2014 and incorporated herein by reference).
- 4.21 Form of 3.000% Note due 2027 (filed as exhibit 4.2 to Company s Form 8-K, filed on October 12, 2016 and incorporated herein by reference).
- 4.22 Officer s Certificate pursuant to sections 201, 301 and 303 of the Indenture dated October 28, 1998 between the Company and The Bank of New York Mellon Trust Company, N.A., as successor trustee, establishing a series of securities entitled 3.000% Notes due 2027 (filed as exhibit 4.3 to the Company s Form 8-K, filed on October 12, 2016 and incorporated herein by reference).
- 4.23 Form of 4.650% Note due 2047 (filed as exhibit 4.2 to Company s Form 8-K, filed on March 15, 2017 and incorporated herein by reference).
- 4.24 Form of 4.125% Note due 2026 (filed as exhibit 4.3 to Company s Form 8-K, filed on March 15, 2017 and incorporated herein by reference).
- 4.25 Officers Certificate pursuant to Sections 201, 301, and 303 of the Indenture dated October 28, 1998 between the Company and The bank of New York Mellon Trust Company, N.A. as successor trustee, establishing a series of securities entitled 4.650% Notes due 2047 and re-opening a series of securities entitled 4.125% Notes due 2026 (filed as exhibit 4.4 to Company s Form 8-K, filed on March 15, 2017 and incorporated herein by reference).

Table of Contents

**Material Contracts**

- 10.1 Second Amendment to Realty Income Corporation 2012 Incentive Award Plan (filed as exhibit 10.1 to the Company's Form 8-K, filed on February 17, 2017 and incorporated herein by reference).
- 10.2 Amended and Restated Employment Agreement dated February 14, 2017 between the Company and John P. Case (filed as exhibit 10.2 to the Company's Form 10-Q for the quarter ended March 31, 2017 and incorporated herein by reference).
- 10.3 Form of Performance Share Award Agreement (filed as exhibit 10.3 to the Company's Form 10-Q for the quarter ended March 31, 2017 and incorporated herein by reference).

**Certifications**

- \*31.1 Rule 13a-14(a) Certifications as filed by the Chief Executive Officer pursuant to SEC release No. 33-8212 and 34-47551.
- \*31.2 Rule 13a-14(a) Certifications as filed by the Chief Financial Officer pursuant to SEC release No. 33-8212 and 34-47551.
- \*32 Section 1350 Certifications as furnished by the Chief Executive Officer and the Chief Financial Officer pursuant to SEC release No. 33-8212 and 34-47551.

**Interactive Data Files**

- \*101 The following materials from Realty Income Corporation's Quarterly Report on Form 10-Q for the period ended September 30, 2017, formatted in Extensible Business Reporting Language: (i) Consolidated Balance Sheets, (ii) Consolidated Statements of Income, (iii) Consolidated Statements of Cash Flows, and (iv) Notes to Consolidated Financial Statements.

\* Filed herewith.

**SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

REALTY INCOME CORPORATION



Edgar Filing: REALTY INCOME CORP - Form 10-Q

Date: October 26, 2017

/s/ SEAN P. NUGENT

Sean P. Nugent  
Senior Vice President, Controller  
(Principal Accounting Officer)

-53-

---