

# Investor Presentation



Regency  
Centers.



# Regency Centers Mission and History

Our mission is to be the preeminent grocery-anchored shopping center owner and developer through:

- First-rate performance of our exceptionally merchandised and located national portfolio
- Value-enhancing services of the best team of professionals in the business
- Creation of superior growth in shareholder value



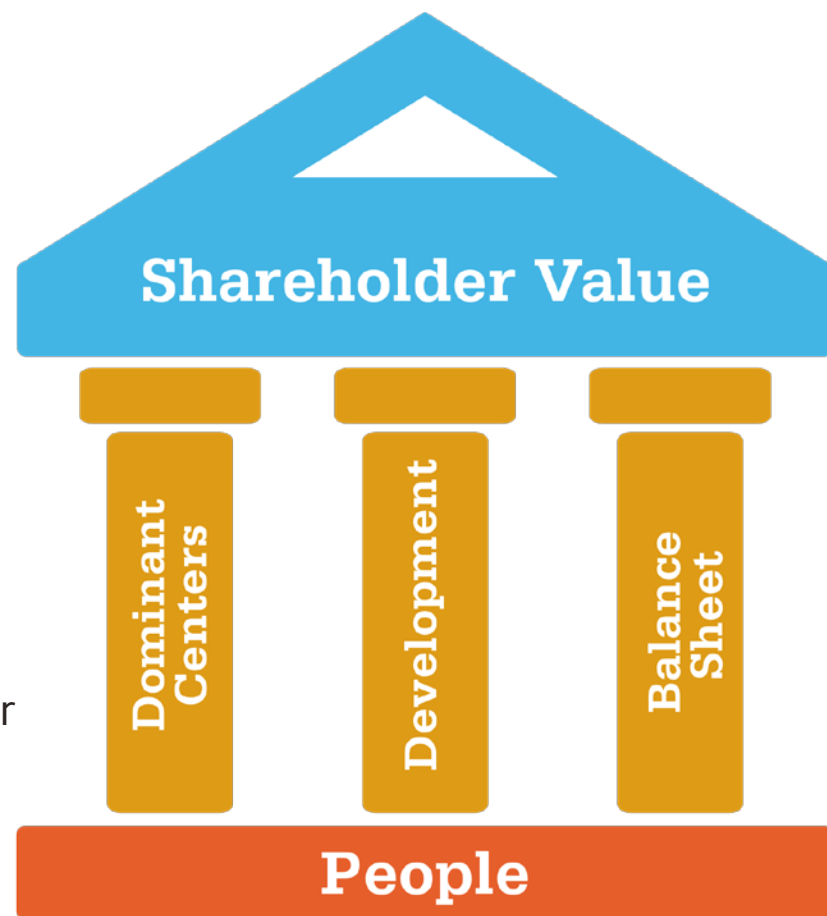
- Real Estate Investment Trust (REIT) – NYSE:REG
- 1963 – Founded by Joan and Martin Stein
- 1993 – Initial Public Offering (IPO)
- 314 shopping centers, 42.3 million square feet
- Total Market Capitalization – \$10.0 billion\*
- Since the IPO, total shareholder return has outpaced the S&P 500 and REIT Equity and Shopping Center Indices

|            | <u>TSR from IPO **</u> |
|------------|------------------------|
| REG        | 12.6%                  |
| REIT Index | 11.1%                  |
| SC Index   | 10.0%                  |
| S&P 500    | 8.9%                   |

# Proven Model and Strategy

- + Sustain average annual 3% NOI growth from high-quality portfolio of community and neighborhood shopping centers
- + Deliver an average of \$200 million of developments and redevelopments at attractive returns from a disciplined program
- + Cost-effectively enhance an already strong balance sheet
- + Engage an exceptional team that operates efficiently and is recognized as an industry leader

 **Growing shareholder value**



## High-Quality Portfolio

Desirable  
Infill Trade  
Areas

- Attractive target metro markets
- Substantial purchasing power
  - AHH Income > \$100k
  - Population > 100k
- Supply constraints



Highly  
Productive  
Grocers

- 87% of portfolio is grocery-anchored
- \$32 million annual grocer sales, or \$620 psf

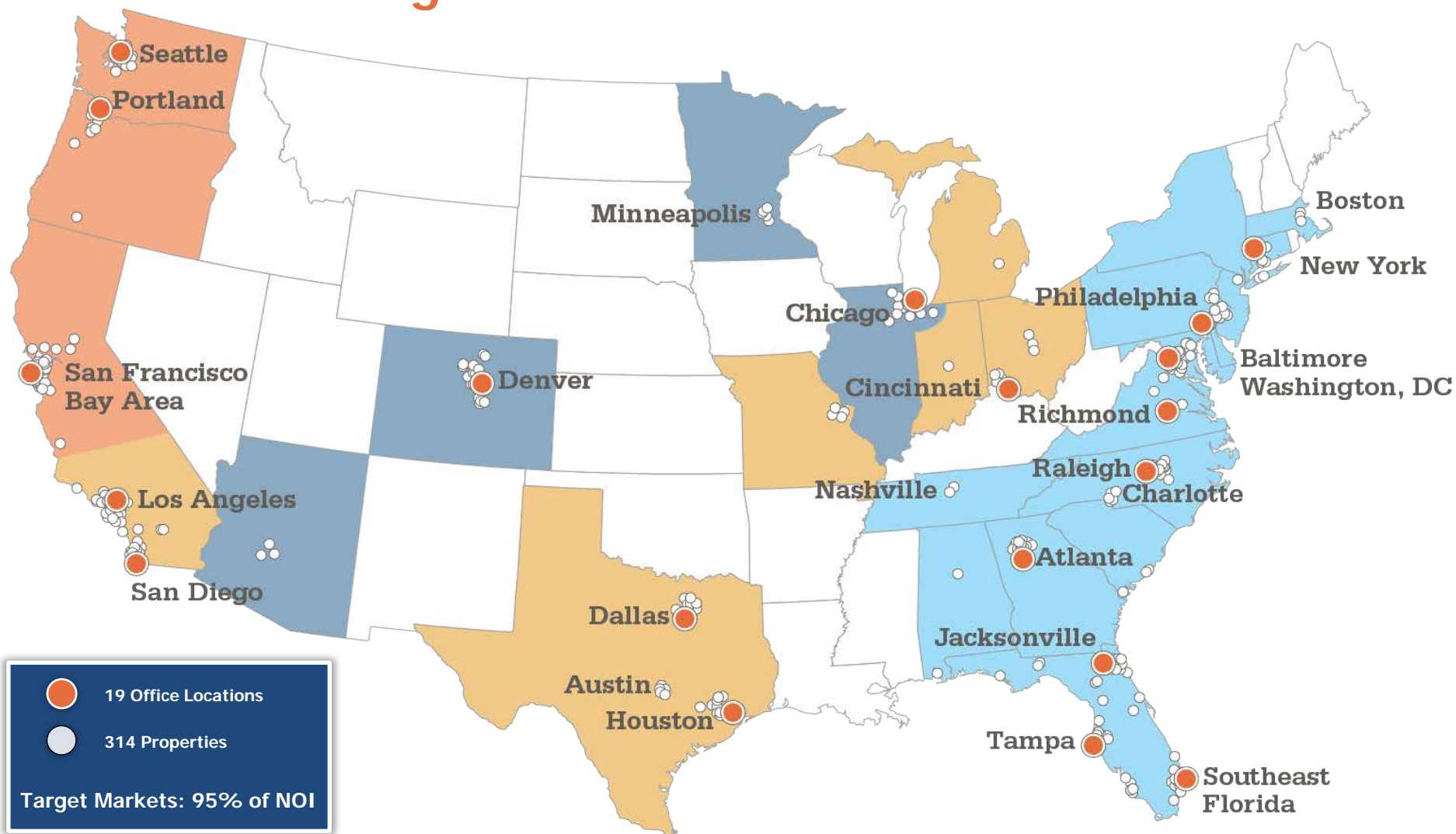


High-Quality  
Centers with  
Sustainable  
Competitive  
Advantages

- Merchandise with best-in-class retailers
- Higher occupancy
- Drive pricing power



# Attractive Target Markets



# Attractive Demographics

|                         | # of Properties | % of NOI <sup>(1)</sup> | Regency AHH Income (\$000s) | Market AHH Income (\$000s) |
|-------------------------|-----------------|-------------------------|-----------------------------|----------------------------|
| Southern California     | 35              | 18.7%                   | \$104                       | \$87                       |
| San Francisco Bay Area  | 22              | 11.0%                   | \$117                       | \$110                      |
| Washington/Baltimore    | 38              | 8.8%                    | \$122                       | \$111                      |
| Houston/Austin          | 16              | 7.8%                    | \$115                       | \$83                       |
| Atlanta                 | 16              | 4.8%                    | \$111                       | \$79                       |
| Tampa/Southwest Florida | 13              | 4.7%                    | \$78                        | \$73                       |
| Raleigh/Charlotte       | 18              | 4.0%                    | \$93                        | \$79                       |
| Chicago                 | 15              | 3.9%                    | \$118                       | \$85                       |
| Southeast Florida       | 10              | 3.6%                    | \$80                        | \$74                       |
| Denver/Boulder          | 16              | 3.4%                    | \$89                        | \$85                       |
| Philadelphia            | 11              | 3.2%                    | \$115                       | \$82                       |
| Dallas                  | 13              | 2.6%                    | \$119                       | \$81                       |

|                         |     |       |
|-------------------------|-----|-------|
| Top Markets Subtotal    | 223 | 76.4% |
| 12 Other Target Markets | 66  | 18.3% |

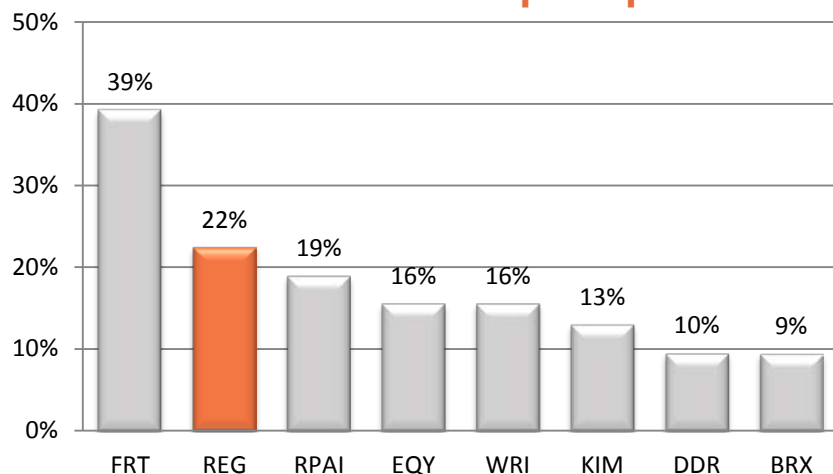
Regency National Portfolio: AHH Income > \$100k, 40% higher than the national average

# Highly Productive Grocers

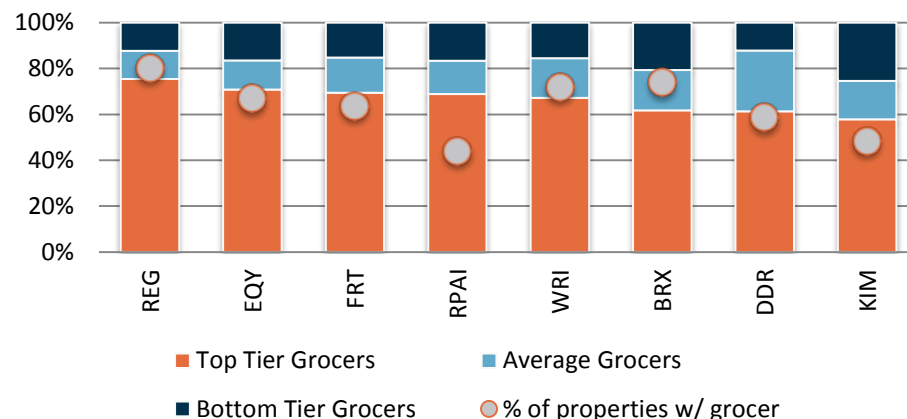
|                     | # of<br>Regency Stores <sup>(1)</sup> | Reported Annual Sales<br>Per Store <sup>(2)</sup> | Reported Annual Sales<br>Per Square Foot |
|---------------------|---------------------------------------|---|--|
| Kroger              | 58                                    | \$35,600  | \$590                                    |
| Albertsons/Safeway  | 49                                    | \$29,500  | \$560                                    |
| Publix              | 46                                    | \$34,700  | \$730                                    |
| Ahold/Giant         | 13                                    | \$27,900  | \$530                                    |
| Supervalu           | 10                                    | \$21,900  | \$350                                    |
| H.E.B.              | 5                                     | \$76,000  | \$1,100                                  |
| Other – Specialty   | 57                                    | \$23,600  | \$820                                    |
| Other – Traditional | 30                                    | \$26,800  | \$500                                    |
|                     | 268                                   | \$32,000  | \$620                                    |

# Portfolio Quality

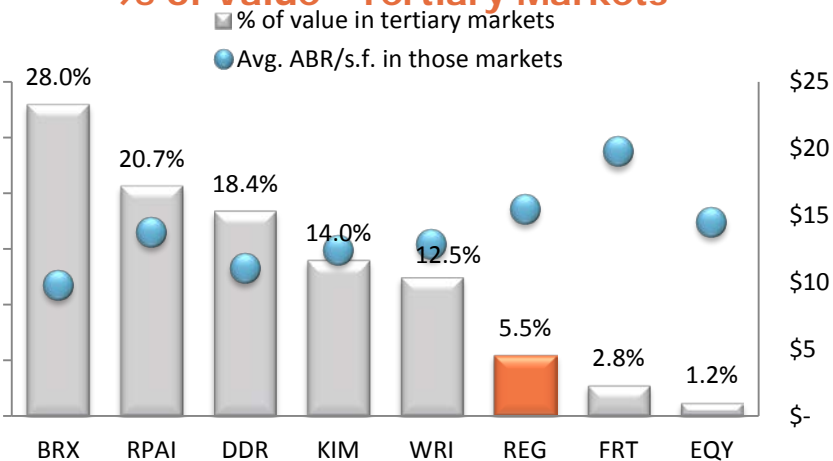
## % of Value – Superzips<sup>1</sup>



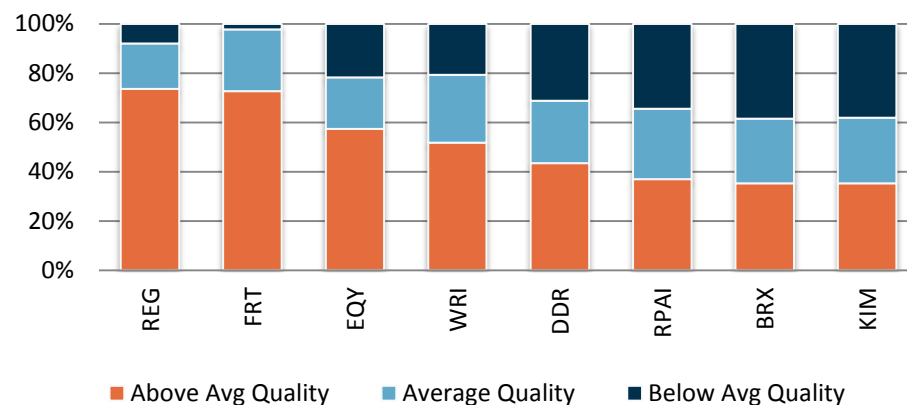
## % of Properties with a Grocer (U.S. properties only)



## % of Value - Tertiary Markets



## Property Quality vs. MSA Average (by # of U.S. properties)





# Necessity Driven and Internet Resistant

## Internet Resistant 69%

Grocer/Specialty 22%

Service 22%

Restaurant 18%

Medical 5%

Health Club 2%

## Internet Risk 2%

Electronics/Books 2%

## Multichannel 29%

Department/Discount 7%

Financial Services 6%

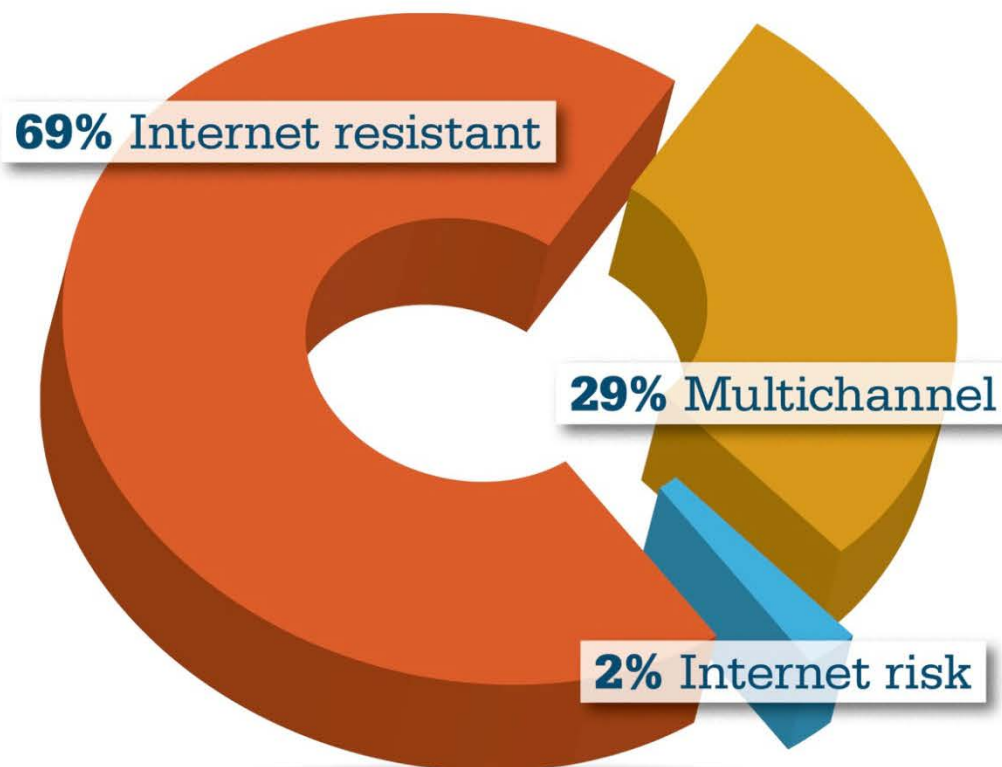
Soft Goods 5%

Home Improvement/Housewares 4%

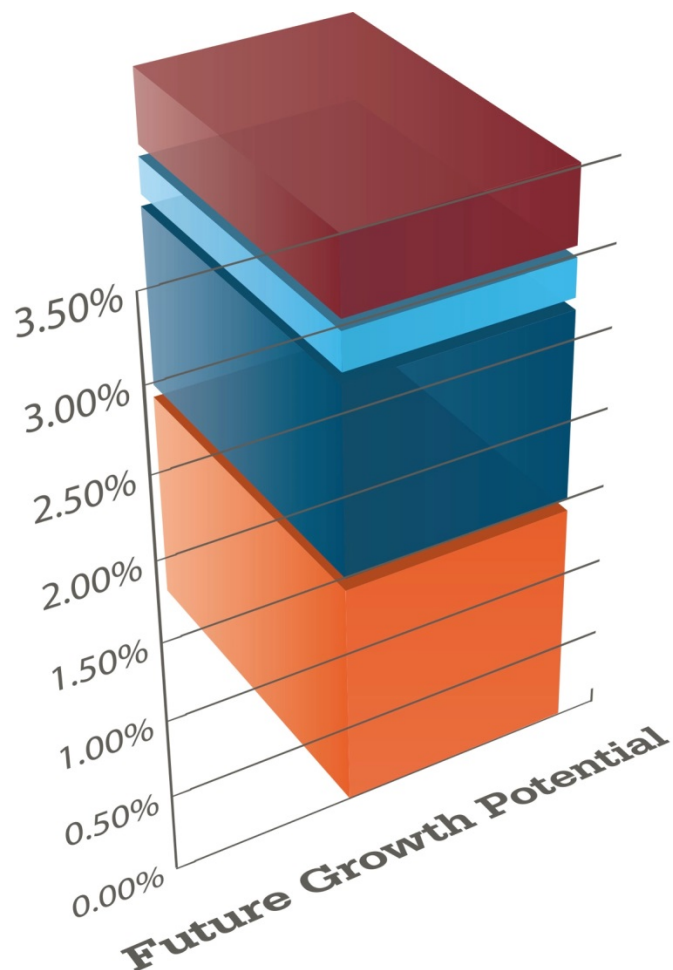
Sporting Goods/Hobby 4%

Drug 3%

## Total 100%



# Reliable and Superior NOI Growth



**Rent Steps** provide baseline growth (1.3% today; Goal of 1.5%+)



**Rent Growth** every 1% translates to ~0.12% (11.1%<sup>(1)</sup> today; Goal of 10%+)



**Average Commenced Occupancy** every 10 bps translates to ~0.15% (94.8%<sup>(1)</sup> today)



**Other Opportunities** provide for additional growth (Goal of 0.5%)

- New pad creation
- Operating expense savings
- Percentage rent increases
- Ancillary income increases

# Astute Capital Allocation

## Match-Funding Strategy

- High and consistent portfolio quality leads to funding flexibility
- Opportunistically upgrade overall quality as new investments are identified
- Lower growth properties are funding source with limited impact on earnings growth
- ATM allows for matched timing on sources and uses
- Growing levels of free cash flow complete funding requirements

*\$000s*

2016E

### Development Funding

|                       |                                      |
|-----------------------|--------------------------------------|
| Re/Development Starts | \$125,000 - \$225,000<br>7.0% - 8.0% |
|-----------------------|--------------------------------------|

|   |                                     |
|---|-------------------------------------|
| Dispositions for development funding <sup>(1)</sup> | \$75,000 - \$100,000<br>6.5% - 7.0% |
|---|-------------------------------------|

### Acquisition Funding

|              |                                     |
|--------------|-------------------------------------|
| Acquisitions | \$17,300 - \$340,000<br>4.0% - 4.1% |
|--------------|-------------------------------------|

|                         |                       |
|-------------------------|-----------------------|
| Forward Equity Offering | \$150,000 - \$175,000 |
|-------------------------|-----------------------|

|                   |           |
|-------------------|-----------|
| Amended Term Loan | \$100,000 |
|-------------------|-----------|

|              |                     |
|--------------|---------------------|
| Cash on Hand | \$65,000 - \$90,000 |
|--------------|---------------------|

## Fortify Future NOI Growth

- Rigorously review portfolio to identify low growth assets and execute on disciplined match-funding capital allocation strategy
- Disposition proceeds redeployed into developments with attractive returns and acquisitions at comparable cap rates with superior NOI growth
  - Anchored by highly productive grocers
  - Infill trade areas with substantial purchasing power and incomes exceeding metro averages
  - Regency's local offices and relationships providing off-market opportunities
  - **High-quality centers benefiting from: pricing power + higher occupancy + merchandising = reliable NOI growth**



# Acquisition Spotlight

## Garden City Park – *Long Island, NY*

- Superior location; excellent visibility from the Jericho Turnpike with convenient access
- Affluent and densely populated 3-mile demos:
  - \$125,000 Average Household Income
  - 210,000 population
- Sizable opportunity for future NOI growth through redevelopment
  - 13% NOI CAGR (10-year)



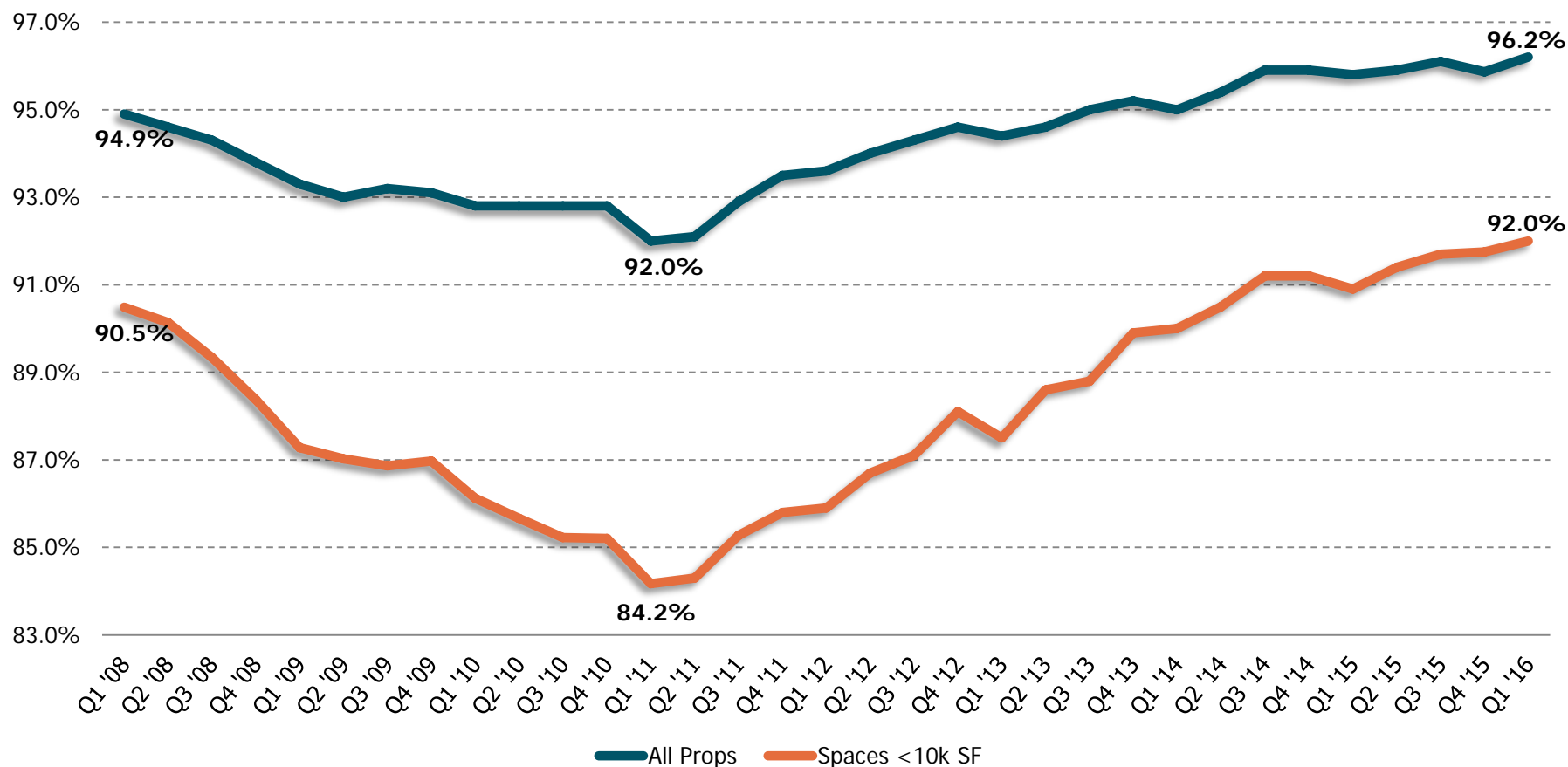


# Fundamental Trends

|   | Guidance<br>2016 | Q1 2016 | 2015  | 2014  | 2013  | 2012  |
|---|------------------|---------|-------|-------|-------|-------|
| <b>Percent Leased at period end<sup>(1)</sup></b>     | 96.0% – 96.5%    | 96.2%   | 95.8% | 95.8% | 95.1% | 94.8% |
| <b>Spaces ≥ 10,000 SF</b>                             |                  | 98.9%   | 98.4% | 98.8% | 98.5% | 98.8% |
| <b>Spaces &lt; 10,000 SF</b>                          |                  | 91.9%   | 91.7% | 91.1% | 89.8% | 88.4% |
| <b>Rent Growth</b>                                    |                  | 15.9%   | 9.6%  | 11.7% | 5.9%  | 3.7%  |
| <b>Same Property NOI Growth – Excluding Term Fees</b> | 2.75% – 3.50%    | 4.1%    | 4.4%  | 4.0%  | 4.0%  | 4.0%  |

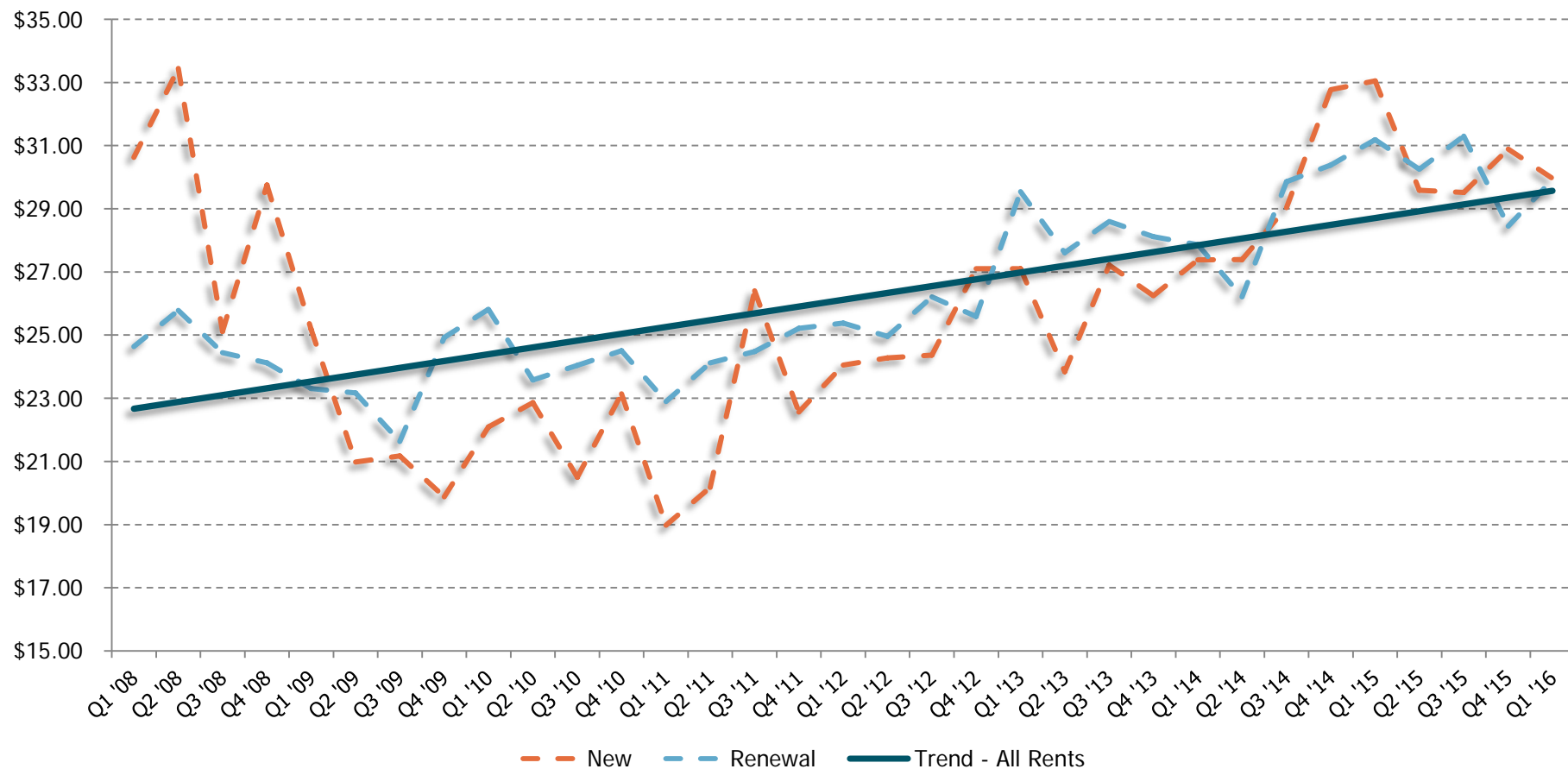
# High-Quality Portfolio

## % Leased – Operating Properties



# Growing Pricing Power

## Average Rent of Leases Signed < 10K SF



## Creating High-Quality Centers and Value

Presence in 19 key markets with in-house expertise and anchor relationships to create “A” quality shopping centers and substantial shareholder value

- Sharpened and disciplined focus:
  - Core shopping center developments intended to be owned long-term
  - Located in desirable infill markets
  - Anchored by dominant, national and regional chains and high volume specialty grocers
  - Right-sized – development scope limited in size to manage exposure and risk
- Proven track record:
  - Since 2000, over 200 developments – estimated value creation of more than \$950M
  - Since 2012, over \$500 million of development – with estimated value creation of more than \$250M
- Utilize expertise to create additional value in operating portfolio through redevelopment
- Cost-effectively fund through sale of low-growth assets

# Value-Added Developments



## Notes:

With the exception of Northgate Marketplace, yield represents the ratio of Regency's underwritten NOI at stabilization to total estimated net development costs, before any adjustments for expected JV partner buyouts. Northgate Marketplace & CityLine Market reflect the combined phase I & II yield.  
% Leased reflects leased and committed; includes retailer-owned GLA



# Development Spotlight

## Market at Springwoods Village – Houston, TX

- Only shopping center in expansive master-planned community, consisting of:
  - 9M SF office, incl. ExxonMobil HQ
  - ~40K employees
  - 5,500 single family homes
  - 3 Marriott brand hotels
  - St. Luke's 150K SF medical campus
- Sustainability focus: Pursuing LEED Silver
- 80+% leased and committed
- Attractive Return: 8.3% Yield

### Development Merchandising Plan



# Redevelopment Spotlight

## Aventura Shopping Center – Miami, FL

- Complete tear down of existing center for ground-up development of new 95,000 SF center with contemporary design
- Executed new leases with Publix and CVS with 25+ years of lease term:
  - Constructing unique 50,000 SF podium Publix with parking underneath
  - Relocating CVS to stand-alone building with drive-thru
- Incremental costs: \$19.2 million
- Attractive return: 9.0% Yield

Existing



After Redevelopment



## Cost-Effectively Enhance a Strong Balance Sheet

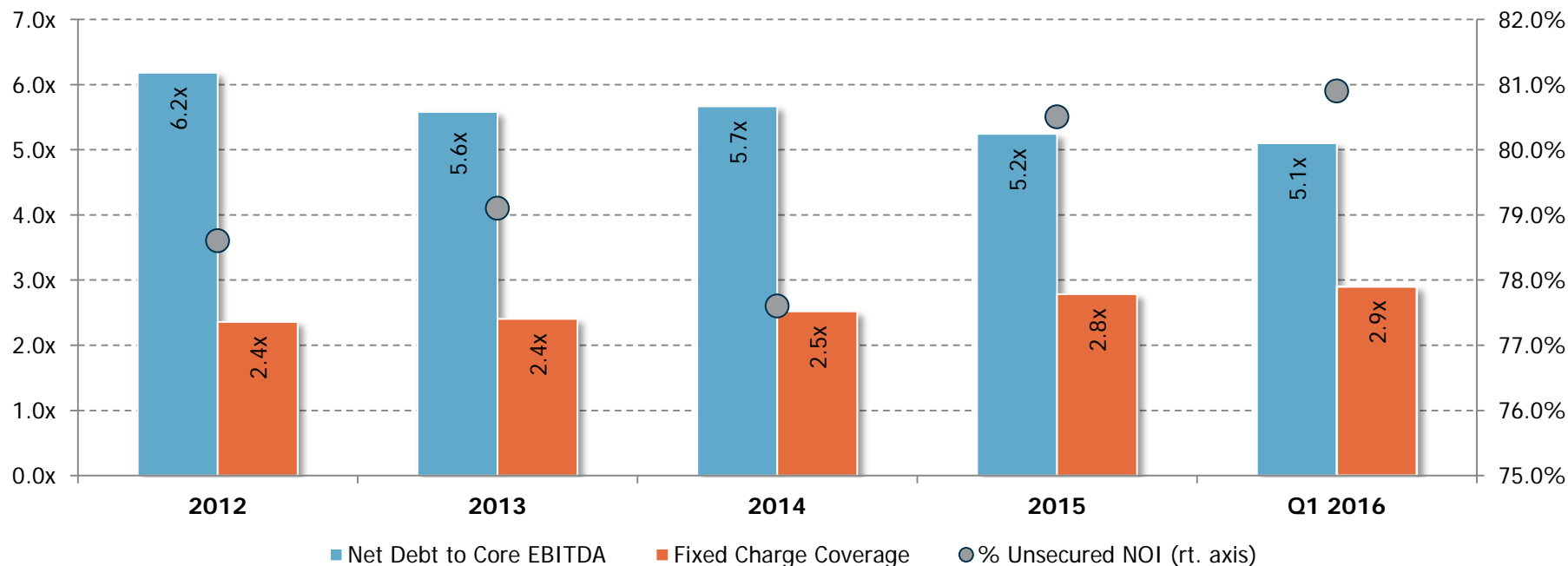
- Sound financial position and access to multiple sources of capital
  - Manageable near-term debt maturities
    - ✓ Hedged interest rate exposure on 2017 unsecured maturities
    - ✓ Partial redemption of 2017 unsecured maturities limits maturity risk
  - Rigorously manage \$800 million bank line of credit and maintain substantial uncommitted capacity
  - Disciplined match-funding strategy
  - Large pool of unencumbered assets and excellent relationships with mortgage lenders
  - Co-investment partnerships have appetite for growth



# Strong Balance Sheet with Reliable Access to Capital

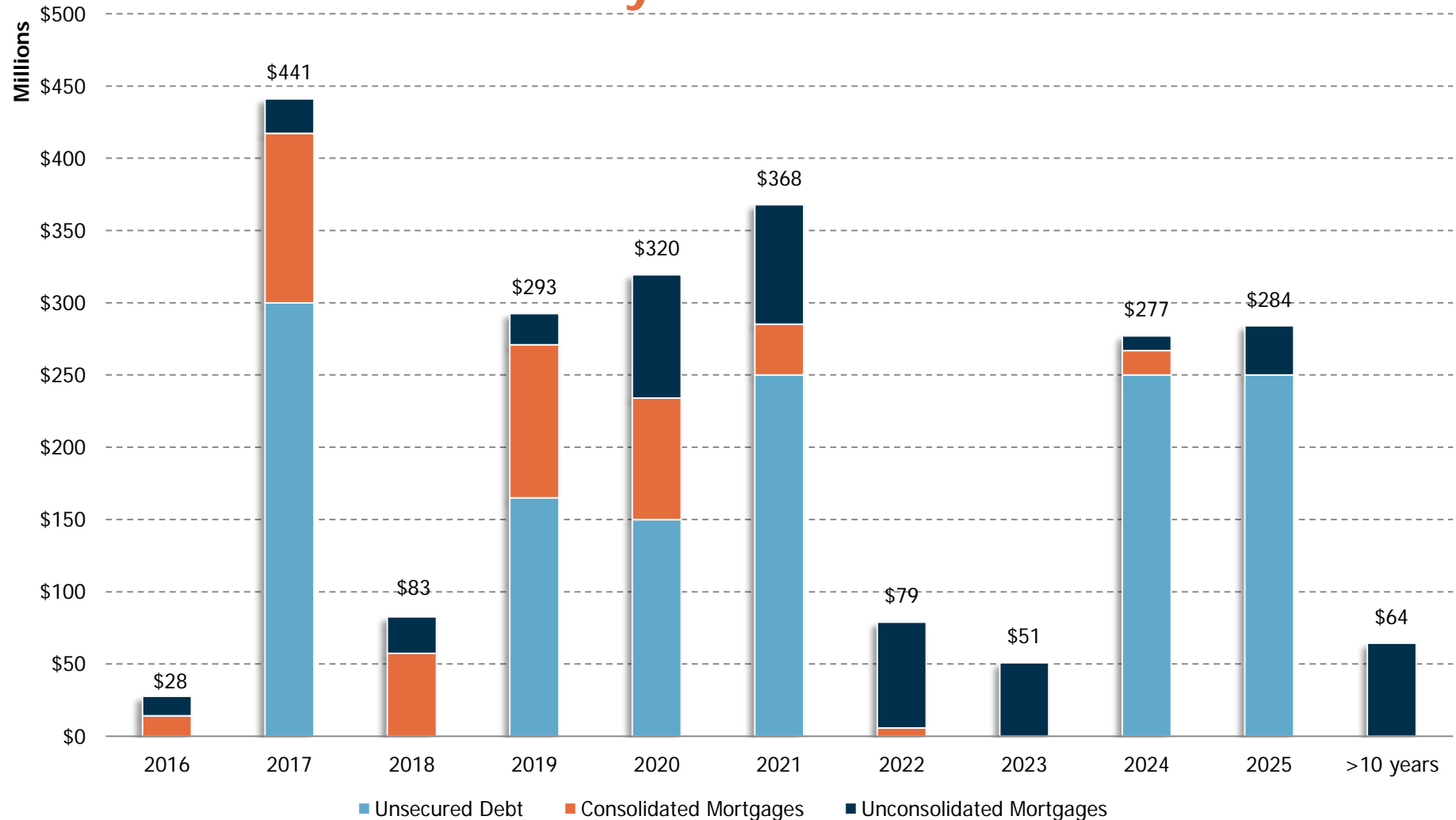
- Investment grade ratings: Fitch: BBB, Moody's: Baa1, S&P: BBB+

## Debt Metrics



(1) Trailing four quarters

# Well-Laddered Maturity Profile



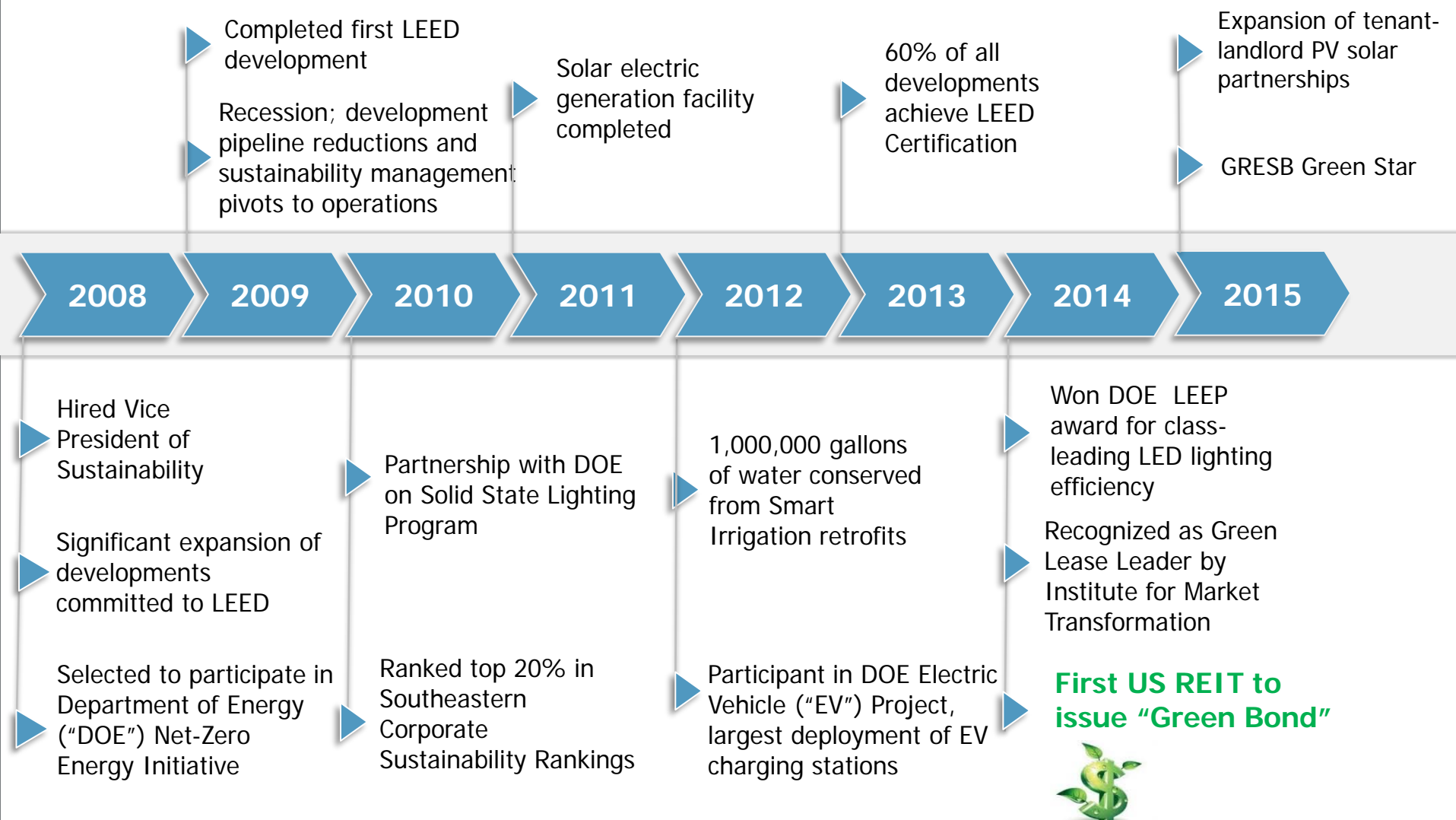


## Co-Investment Partnerships

- Strong institutional sponsorship with appetite for growth
- Expands operating platform by leveraging partnership capital
- Annual third-party revenues of ~\$23 million

|  | CalPERS | Oregon  | CalSTRS | USAA  | Total               |
|--|---------|---------|---------|-------|---------------------|
| Number of properties <sup>(1)</sup>          | 71      | 23      | 7       | 8     | 109                 |
| Total GLA – millions <sup>(1)</sup>          | 9.2     | 3.1     | 0.7     | 0.8   | 13.8 <sup>(2)</sup> |
| Gross assets – FMV - millions <sup>(3)</sup> | \$2,975 | \$880   | \$210   | \$230 | \$4,295             |
| Regency's ownership %                        | 40%     | 20%-30% | 25%     | 20%   |                     |

## Leadership in Sustainability



## Integrated Sustainability Management Vision

Our vision is to be an industry leader in sustainability, while enhancing our brand reputation and engaging with our key stakeholders.

### Operations

- Reduce operating expenses by implementing cost-effective energy and water efficiency initiatives.
- Contribute to ancillary income by implementing innovative sustainability partnerships.
- Implement creative property improvements that enhance customer experience and increase dwell time in support of Fresh Look.

### Development

- Support development team to achieve strategic goal of \$150 to \$200 million of development and redevelopment starts
- Develop and implement sustainable standards and scorecard in order to maintain reputation as industry leading green developer.

### Engagement

- Enhance our reputation by ranking in top 25% of peer group in relevant ESG ratings.
- Engage with key stakeholders including employees, tenants and service providers to drive sustainability and business performance.



### Merchandising

We blend best-in-class local merchants with top national retailers in a considerate, curated, and calculated merchandising strategy.

Each retailer is hand-selected not only for what they can bring to our centers, but for what our centers can bring to their business.



### Placemaking

The perfect retail environment is a physical reflection of what makes the surrounding areas unique, while providing optimal walkability and access.

We source top local artists and designers to create a pleasing, relaxing, and individualized setting ideal for shopping, dining, and gathering.



### Connecting

We're people people.

We actively engage with local communities through special events, charitable initiatives, social media best practices, and anything else that creates a unique touch-point between our retailers and their shoppers.

# Cycle-Tested and Engaged Management Team



**Hap Stein**  
Chairman & CEO



**Lisa Palmer**  
President & CFO



**Mac Chandler**  
EVP – Development



**Jim Thompson**  
EVP – Operations



**John Delatour**  
Managing Director



**Craig Ramey**  
Managing Director



**Alan Roth**  
Managing Director



**Nick Wibbenmeyer**  
Managing Director



# Regency Well Positioned to Grow Shareholder Value

## Portfolio of Centers with Sustainable Advantages

- Exceptionally merchandised to highly productive grocers and best-in-class retailers
- Desirable infill trade areas in attractive target markets

## Strong Balance Sheet

- Manageable debt maturities
- \$800 million bank line of credit
- Access to multiple sources of capital

## Disciplined Value-Add Development Program

- Capabilities to create high quality shopping centers in target markets
- \$200 million in average annual developments and redevelopments with profitable risk-adjusted returns

## Experienced, Cycle-Tested Management Team

- National presence, “local sharp shooters”
  - 19 market offices and 400 employees
- Industry-leading operating systems/greengenuity®



At Regency Centers, we have lived our values for 50 years by executing and successfully meeting our commitments to our people, our customers, and our communities. We hold ourselves to that high standard every day. Our exceptional culture will set us apart for the next 50 years through our unending dedication to these beliefs:

**We are our people.**

We believe our people are our most fundamental asset - the best professionals in the business who bring our culture to life. We are the company you want to work for and the people you want to do business with.

**We work together to sustain superior results.**

We believe that, by partnering with each other and with our customers, our talented team will sustain superior results over the long term. We believe that when you are passionate about what you are doing and who you are working with in a results-oriented, family atmosphere, you do it better.

**We provide exceptional service to our customers.**

We believe in putting our customers first. This starts by owning, operating, and developing dominant shopping centers that are exceptionally merchandised and maintained and most preferred by the neighborhoods and communities where our best-in-class retailers will thrive.

**We add value.**

We believe in creating value from every transaction. We realize the critical importance of executing, performing and delivering on our commitments.

**We perform for our investors.**

We believe that the capital that our investors have entrusted to us is precious. We are open and transparent. We are committed to enhancing the investments of our shareholders, bond and mortgage holders, lenders, and partners.

**We connect to our communities.**

We believe in contributing to the betterment of our communities. We strive to develop and operate thriving shopping centers that are connected to our neighborhoods. We are continuously reducing our environmental impact through our greengenuity® program.

**We do what is right.**

We believe in unwavering standards of honesty and integrity. Since 1963, our Company has built its reputation by maintaining the highest ethical principles. You will find differentiation in our character – we do what is right and you can take us at our word.

**We are the industry leader.**

We believe that through dedication to excellence, innovation, and ongoing process improvements, and by remaining focused on our core values, we will continue to be the industry leader in a highly competitive and ever-changing market.

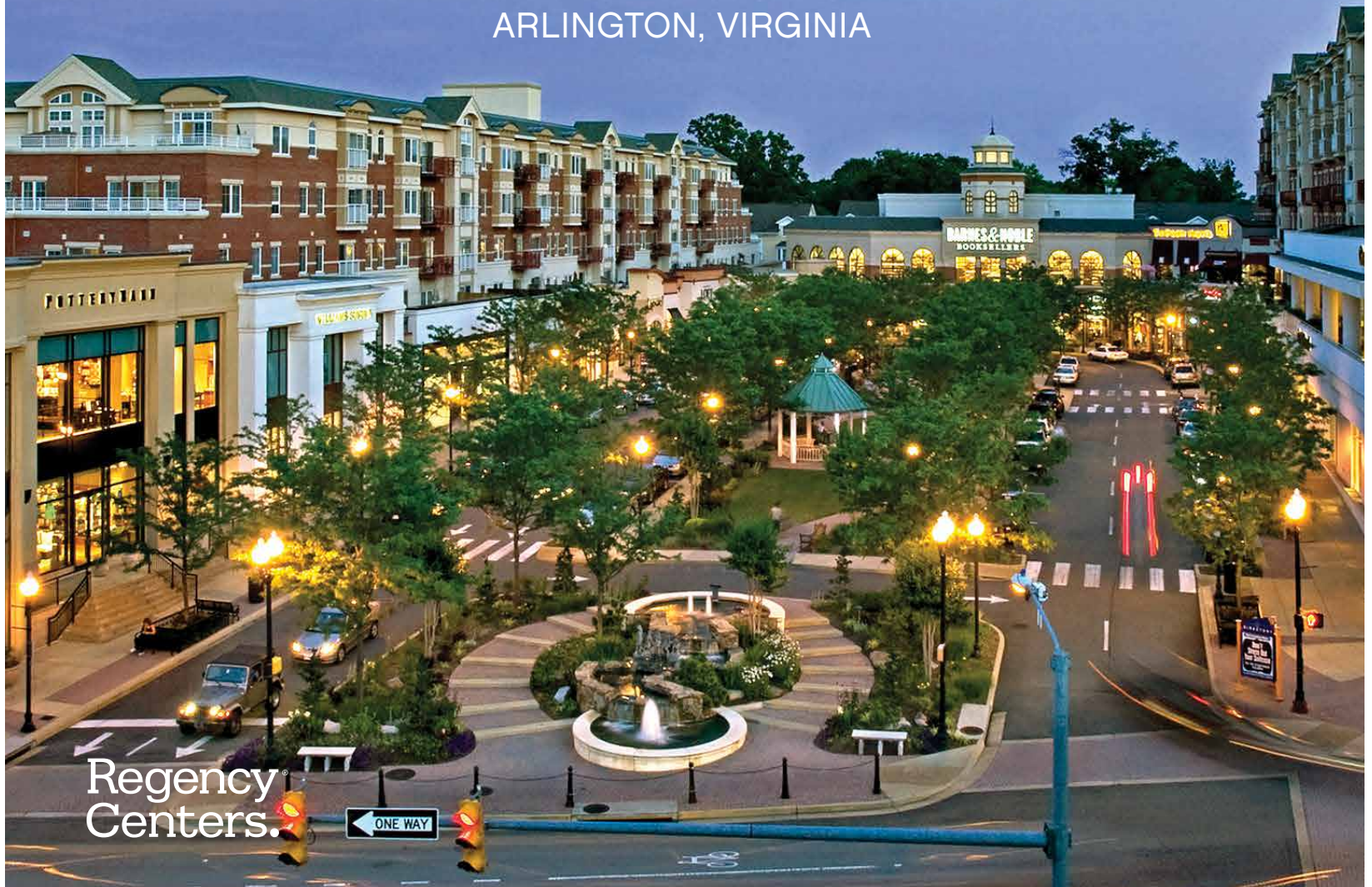
# Regency Centers.

Forward-looking statements involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements. Please refer to the documents filed by Regency Centers Corporation with the SEC, specifically the most recent reports on forms 10K and 10Q, which identify important risk factors which could cause actual results to differ from those contained in the forward-looking statements.



# MARKET COMMON *clarendon*

ARLINGTON, VIRGINIA





# AREA *unequaled*

*The heart and  
soul of the Rosslyn-  
Ballston Corridor.*

## BALLSTON

RECENTLY COMPLETED/  
UNDER CONSTRUCTION:

OFFICE: 434,722 SF  
RETAIL: 55,479 SF  
RESIDENTIAL UNITS: 777

PLANNED:

OFFICE: 430,630 SF  
RETAIL: 83,070 SF  
RESIDENTIAL UNITS: 1,437

## VIRGINIA SQUARE

RECENTLY COMPLETED/  
UNDER CONSTRUCTION:

OFFICE: 246,802 SF  
RETAIL: 15,927 SF  
RESIDENTIAL UNITS: 817

PLANNED:

OFFICE: 22,666 SF  
RETAIL: 19,845 SF  
RESIDENTIAL UNITS: 136

## CLARENDON

RECENTLY COMPLETED/  
UNDER CONSTRUCTION:

OFFICE: 509,016 SF  
RETAIL: 137,743 SF  
RESIDENTIAL UNITS: 892

PLANNED:

OFFICE: 120,000 SF  
RETAIL: 15,000 SF  
RESIDENTIAL UNITS: 641

With over 8,000 residential units and 7 million square feet of office planned, under construction, or recently completed, the Rosslyn-Ballston corridor is one of the region's most bustling and dynamic areas. At its epicenter is Clarendon, a neighborhood that up-and-coming power players, affluent young families, and the established elite all call home.

## ROSSLYN

RECENTLY COMPLETED/  
UNDER CONSTRUCTION:

OFFICE: 2,459,689 SF  
RETAIL: 106,212 SF  
RESIDENTIAL UNITS: 1,139

PLANNED:

OFFICE: 3,008,001 SF  
RETAIL: 169,516 SF  
RESIDENTIAL UNITS: 1,055  
HOTEL ROOMS: 616

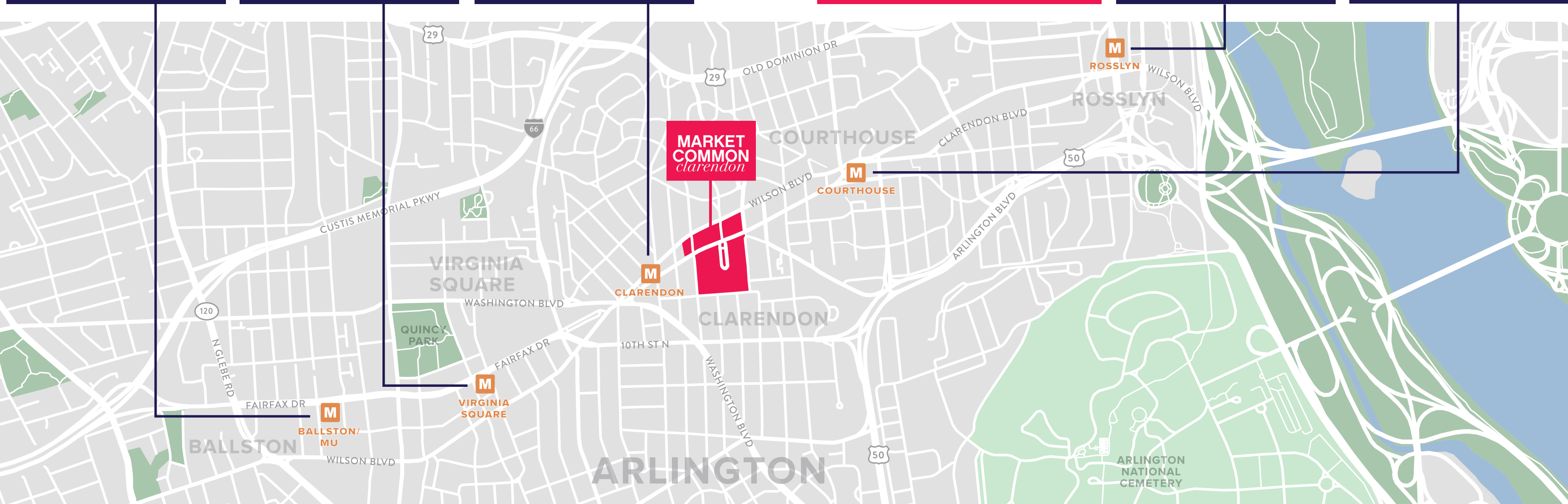
## COURTHOUSE

RECENTLY COMPLETED/  
UNDER CONSTRUCTION:

OFFICE: 160,227 SF  
RETAIL: 85,429 SF  
RESIDENTIAL UNITS: 910  
HOTEL ROOMS: 161

PLANNED:

OFFICE: 245,003 SF  
RETAIL: 33,337 SF  
RESIDENTIAL UNITS: 675





# Attractive 3-Mile Demos

**\$145,000**

AHHI

**260,000**

Population (300,000 daytime)

**73%**

Total Higher Education

## Investment Details

- Purchase Price \$281M
- Cap Rate 4.0%
- 10-yr. NOI CAGR 8.0%

## Property Snapshot

- 300k sf of retail (97% leased)
- Vacant building provides near-term redevelopment opportunity

## Market Common Clarendon – DC Metro Arlington, VA (Clarendon)





# FUNDAMENTALS, *elevated*

**10-acres**  
of concentration

**300,000**  
sf of retail

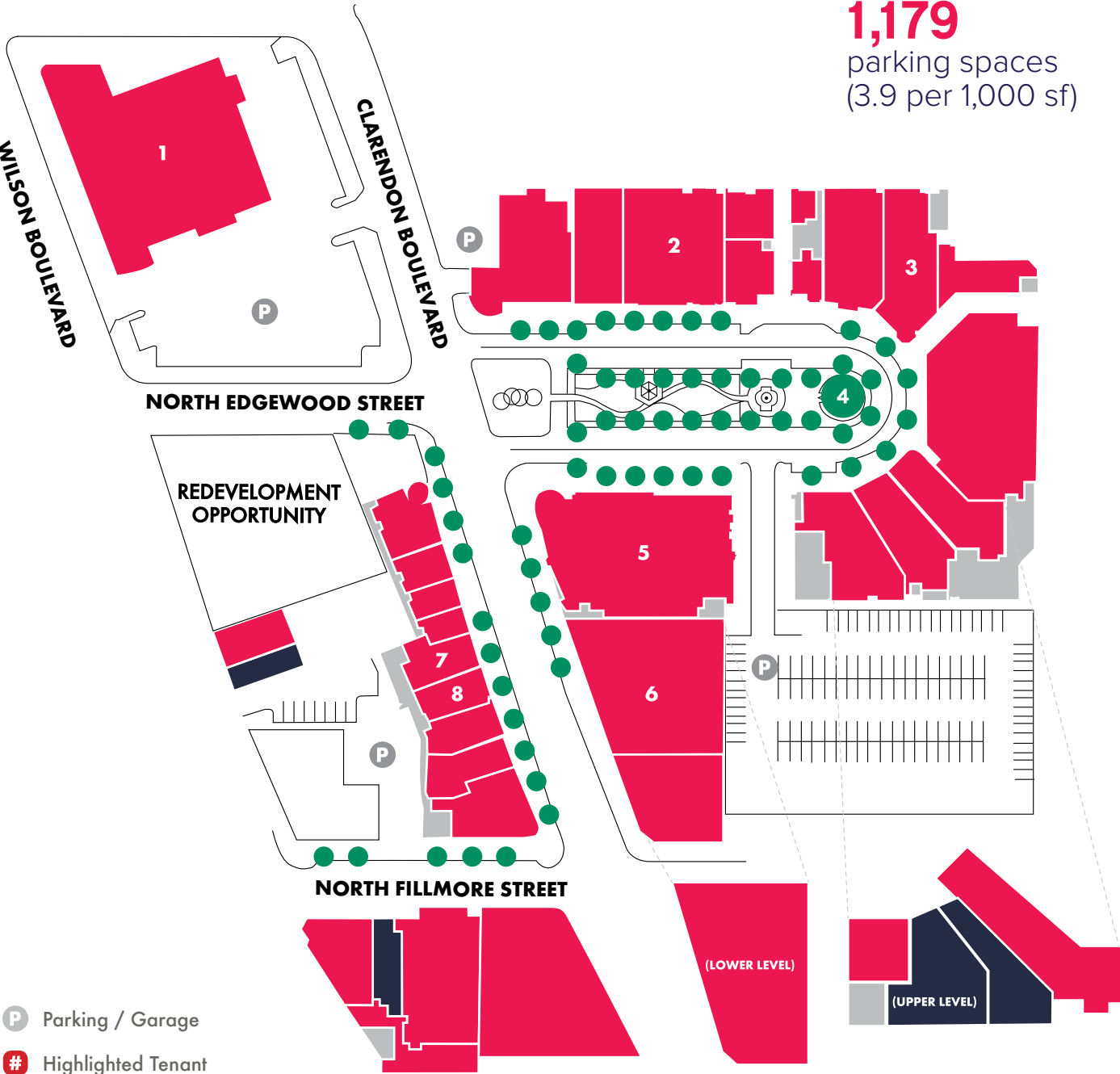
**community**  
gathering place

**3,800 ft**  
of frontage on 5 roads

**300**  
residential units

**100,000**  
sf of office space










**1,179**  
parking spaces  
(3.9 per 1,000 sf)



**TENANT**  
*highlights*



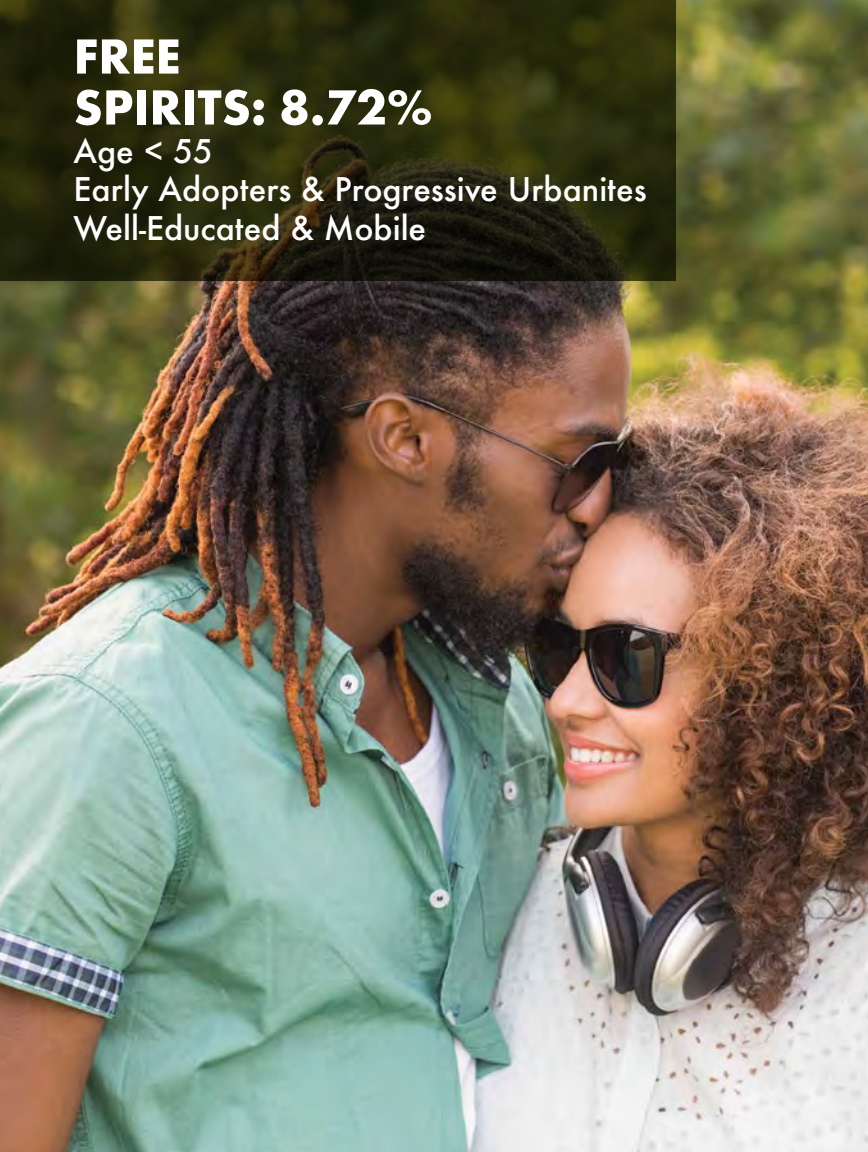
# DEMOGRAPHIC *snapshot*

| KEY DETAILS   |  | 1 MILE                 | 2 MILE                 | 3 MILE                 |
|---|--|------------------------|------------------------|------------------------|
|    | POPULATION                                 | 51,746                 | 122,608                | 259,588                |
|    | PROJECTED POPULATION GROWTH<br>2010 - 2015 | 8.69%                  | 12.32%                 | 11.27%                 |
|    | MEDIAN AGE                                 | 33                     | 33                     | 33                     |
|  | BACHELOR'S DEGREE OR ABOVE                 | 82.76%                 | 76.41%                 | 73.24%                 |
|  | AVERAGE HOUSEHOLD INCOME                   | \$154,166              | \$145,746              | \$144,182              |
|  | MEDIAN HOUSING VALUE                       | \$721,142              | \$687,000              | \$687,295              |
|  | DAYTIME POPULATION                         | 37,549                 | 106,454                | 299,403                |
|  | AVERAGE HOUSEHOLD CONSUMER SPENDING        | 1.34x<br>NAT'L AVERAGE | 1.36x<br>NAT'L AVERAGE | 1.36x<br>NAT'L AVERAGE |
|  | AVERAGE HOUSEHOLD FOOD AWAY FROM HOME      | 1.49x<br>NAT'L AVERAGE | 1.52x<br>NAT'L AVERAGE | 1.50x<br>NAT'L AVERAGE |

# LIFESTYLE *dynamic*



**DIGITAL NATIVES: 77.91%**  
Age 25-44  
Young & Affluent  
Active & Trendy



**FREE SPIRITS: 8.72%**  
Age < 55  
Early Adopters & Progressive Urbanites  
Well-Educated & Mobile



**ESTABLISHED ELITE: 11.29%**  
Age 45-64  
Sophisticated & Discerning  
Wealthy & Mature