# THIRD QUARTER 2019 Investor Presentation



Regency<sup>®</sup> Centers.

# Regency Centers: The Leading National Shopping Center REIT

Unequaled Competitive Advantages Position Regency for Superior Growth

Regency's ability to achieve Same Property NOI growth

Regency's in-process projects, pipeline, and key tenant

at or near the top of the shopping center sector

the development and redevelopment of premier

and local relationships create value through

shopping centers

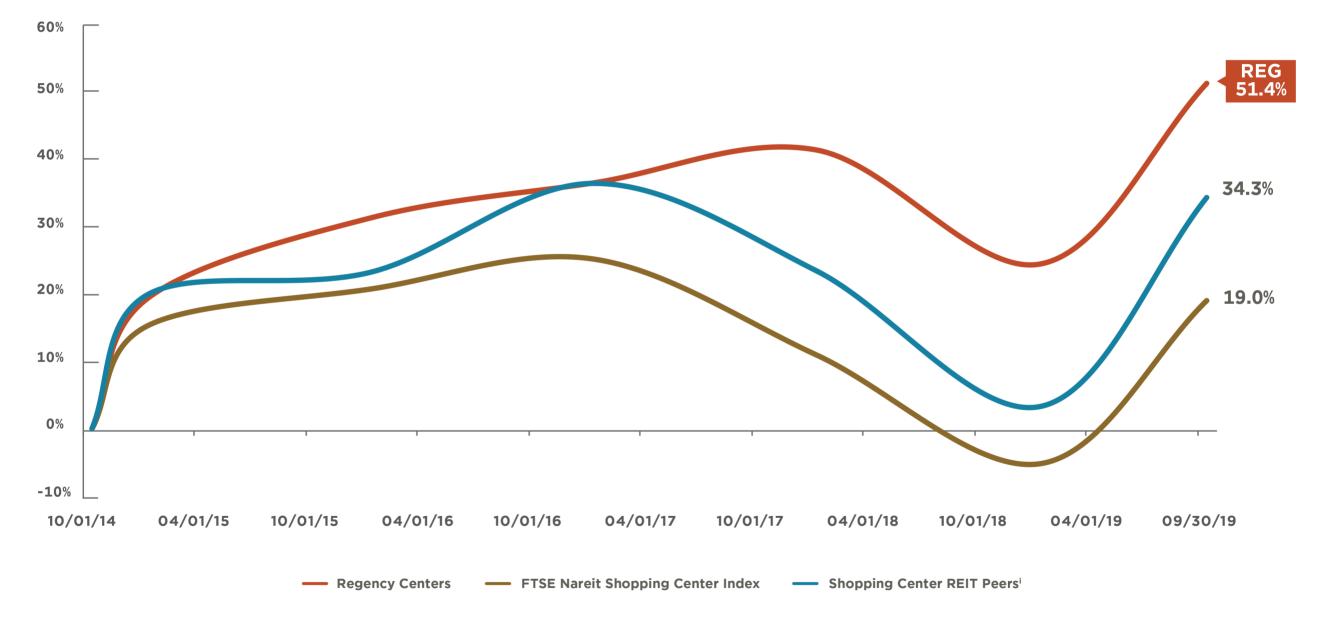
#### **PREEMINENT NATIONAL PORTFOLIO SUPERIOR TENANT & MERCHANDISING MIX** ■ Largest shopping center REIT with 422 properties Focus on necessity, value, convenience, and located in the nation's most vibrant markets service-oriented retailers Neighborhood and community shopping centers Portfolio strength and tenant quality demonstrated by primarily anchored by highly productive grocers resilience to store closures and leading Same Property NOI performance Well located in highly affluent and dense infill trade areas positioned for growth Unequaled Combination of Strategic Advantages SELF-FUNDING, OPPORTUNISTIC CAPITAL ALLOCATION STRATEGY & **BEST-IN-CLASS PLATFORM** Regency FOR VALUE CREATION Centers. **BALANCE SHEET STRENGTH** National platform of 22 local offices creates unequaled boots-on-the-ground and local Annual free cash flow of ~\$170M to fund development expertise advantages and redevelopments at compelling vields Intense asset management is the foundation of

- Opportunistically sell minimal level of lower growth assets to further enhance portfolio quality and Same Property NOI growth
- Well-capitalized and flexible balance sheet to support growth

# Leading Performance

Regency Centers Relative Total Shareholder Return

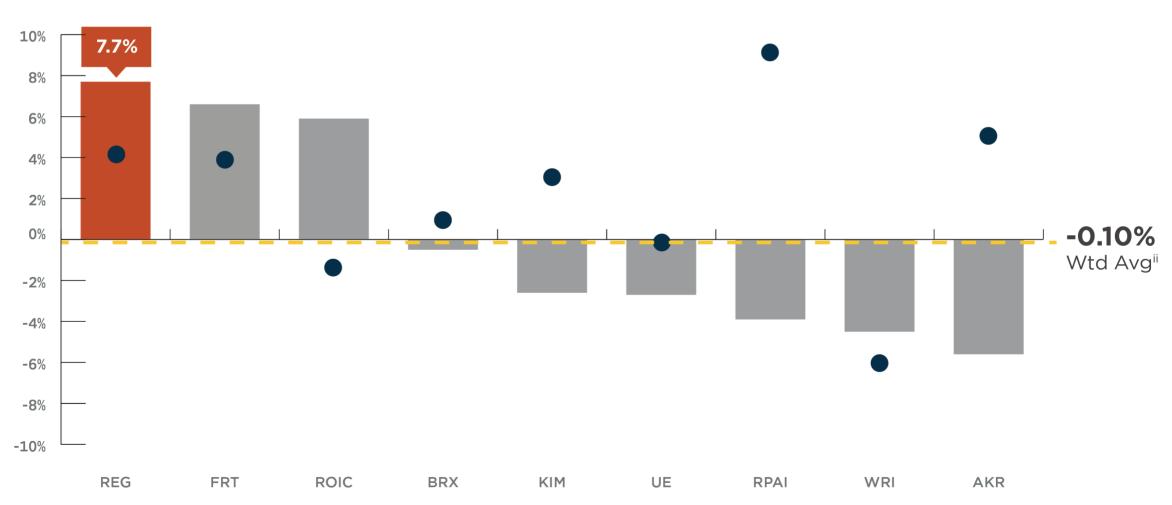
#### 5-Year Total Shareholder Return



Earnings and Cash Flow Growth

Sustained NOI growth, accretive investments, and a sector-leading balance sheet have driven robust earnings growth positioning Regency for continued future cash flow and dividend increases.





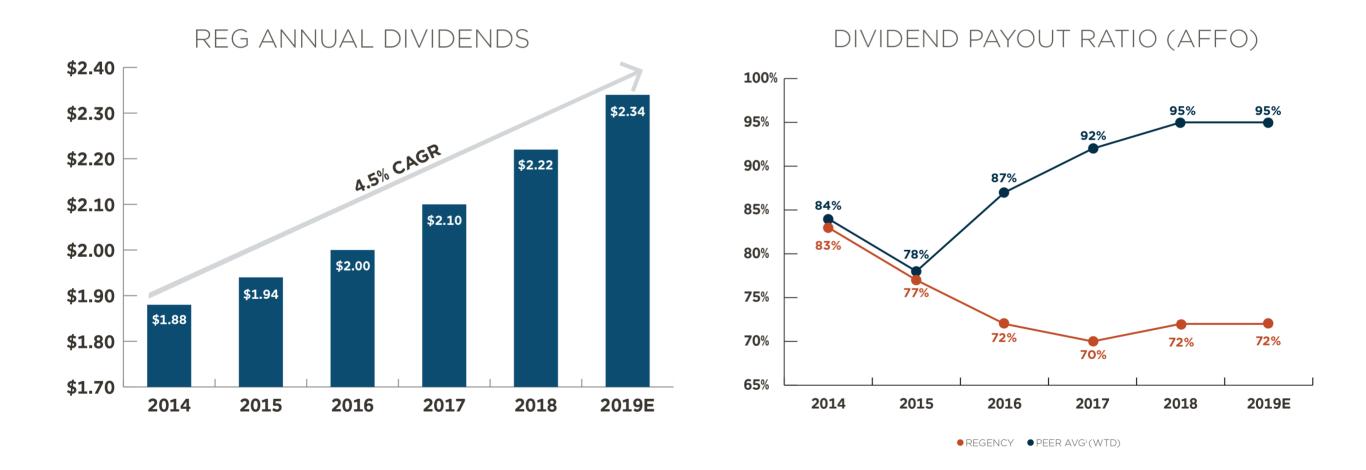
📕 3-YR CAGR 🌘 2019E

i. Source: Citi, theHunter ii. Wtd avg excludes REG 3-year AFFO per share CAGR is 2016 - 2019E

# Sector-Leading Performance

Commitment to Dividend Growth

Regency is committed to growing dividends per share at a rate consistent with earnings growth, while maintaining a conservative payout ratio.



# Retail Landscape

The Evolution & Future of Retail Real Estate

#### **CONSUMER PREFERENCES**



Convenience Value Experiential Offerings Brand Connectivity

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**RELEVANT RETAILERS** 

Seeking Centers That Are: Well-Located Well-Conceived Well-Merchandised

#### TARGETED LOCATIONS



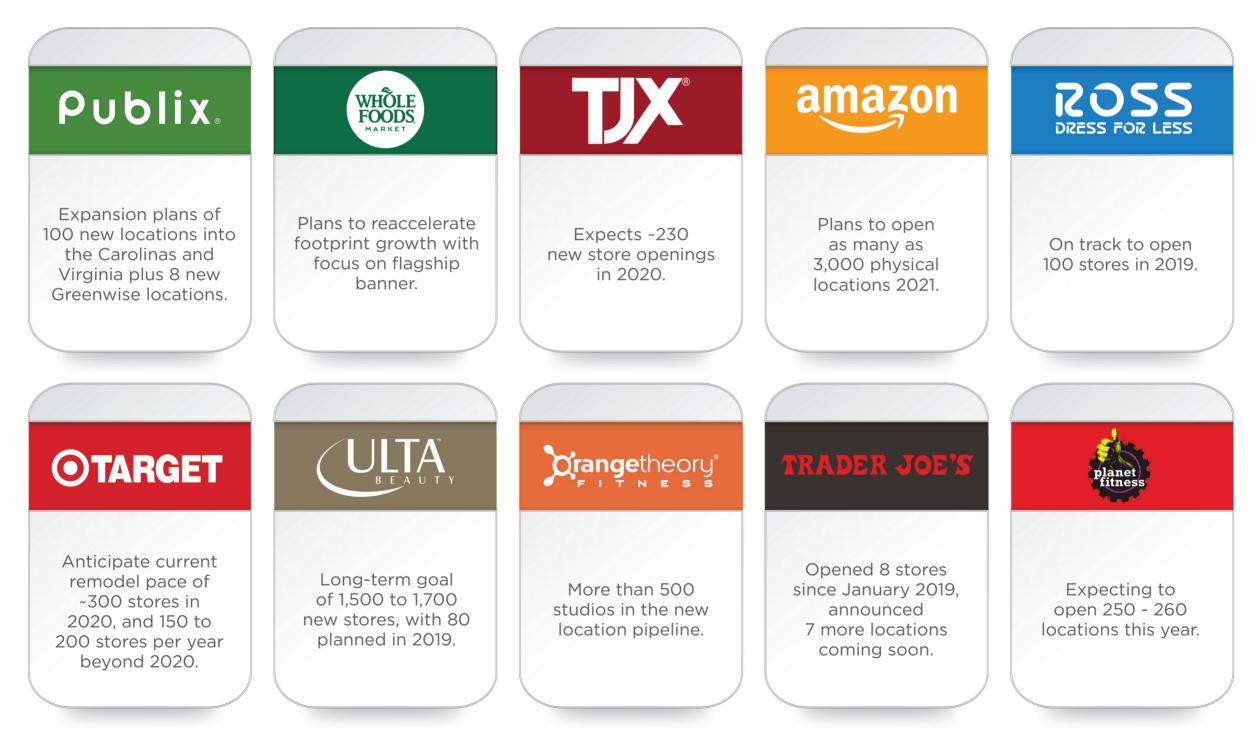
High-Quality Barriers to Entry Attractive Demographics Close to Customer

Regency's superior merchandising mix consists primarily of best-in-class necessity, value, and service-oriented retailers that draw consumers and drive foot traffic. Regency's neighborhood & community shopping centers, conveniently located close to the customer, are enhanced by our Fresh Look® philosophy that focuses on optimizing merchandising, placemaking and connecting at our shopping centers. Regency's high-quality portfolio, evidenced by ABR PSF among the highest in the sector, as well as attractive demographics averaging 145,000 people and average incomes of \$120,000 within 3-mile radius, is positioned to thrive and sustain average NOI growth of 3%+ over the long term.

# Retail Landscape

Best-In-Class Operators Opening New Locations in High-Quality Centers

High-quality physical locations remain a critical component of retail strategy, with many retailers focusing on new store growth.



# Grocer Landscape

# Winning grocers are investing in critical aspects of their evolving business to remain relevant.

	A physical store presence, close to the customer, is the foundation of a successful multichannel strategy.	Supported by the physical store, a successful e-commerce platform is critical in the future of grocery.		
Kroger	<ul> <li>Restock Kroger strategic initiative: Achieved \$1B in cost savings in 2018, expecting to continue with momentum through 2019</li> <li>Partnership with Microsoft that will reinvent the customer experience driven by data and technology</li> <li>Self-checkout, Scan-Bag-Go, LED lit shelves and cloud-based signage</li> </ul>	<ul> <li>Digital sales increased 31% for 2Q YoY</li> <li>Expanded Pickup or Delivery sales to reach 95% of Kroger households</li> </ul>		
<b>Publix</b> ®	<ul> <li>On pace for \$1.3B CapEx spend in 2019</li> <li>Expansion plans into new markets</li> <li>Expect 100 new store locations</li> </ul>	<ul> <li>Publix Delivery app option for delivery or pick-up all powered through Instacart</li> </ul>		
Albertsons®	<ul> <li>Remerchandising 400 stores: more fresh, natural and organic products, some with gourmet and artisanal products, upscale décor, and experiential elements</li> </ul>	<ul> <li>Same-day online delivery offered through Shipt and Instacart</li> <li>Investments made in broader technology</li> </ul>		
SAFEWAY ()	<ul> <li>Expanding "Plated" meal kit delivery and "Drive Up and Go" stores</li> <li>Amazon's acquisition of Whole Foods and recent reports</li> </ul>	strategy and emerging technologies impacting the grocery business		
WHÔLE FOODS MARKET AMAZON	<ul> <li>on launch of new grocery store business demonstrates critical advantage of a brick-and-mortar presence close to the customer</li> <li>Whole Foods benefiting from synergies with Amazon, resulting in lower prices, savings for Prime members, and Prime Now delivery</li> </ul>	<ul> <li>Delivery through Amazon's Prime Now platform</li> <li>Store delivery expanding, offering ultrafast delivery on in-store products</li> </ul>		
	<ul> <li>18 opened and announced Amazon Go's with plans for further expansion</li> </ul>			

# Proven Strategy & Business Model

STRATEGIC OBJECTIVES		EXECUTION		
HIGH-QUALITY PORTFOLIO Average Annual NOI Growth of 3%+ High-quality portfolio of shopping centers with enduring competitive advantages from desirable trade areas and highly productive grocers		<ul> <li>SP NOI growth of +3.4% for 7 consecutive years</li> <li>2019 SP NOI growth guidance: 2.0%</li> </ul>		
ASTUTE CAPITAL ALLOCATION Deliver \$1.25B to \$1.50B of developments and redevelopments over the next 5 years at attractive returns and fortify NOI growth with disciplined asset recycling	$\mathbf{\mathbf{\Theta}}$	<ul> <li>\$1B of development/redevelopment starts over last 5 years generating \$550 million in value creation</li> <li>2019 estimated starts of +/- \$250M</li> </ul>		
<b>SECTOR-LEADING FORTRESS BALANCE SHEET</b> Provide funding flexibility and cost advantages	Ð	<ul> <li>Sector leading Debt-to-EBITDA of 5.5x versus peer average of 6.0x<sup>i</sup></li> <li>BBB+/Baa1 credit rating with Positive Outlook from S&amp;P and Moody's</li> <li>Well-laddered debt profile</li> </ul>		
<b>BEST-IN-CLASS OPERATING PRACTICES</b> <b>AND SYSTEMS</b> Implement business practices that are widely recognized as industry leading		<ul> <li>Uniquely positioned in 22 target markets</li> <li>Fresh Look<sup>®</sup> philosophy focuses on merchandising to best-in-class retailers, placemaking, and connecting to the local community</li> </ul>		
STRONG BRAND AND CULTURE Engage an <b>exceptional team</b> of professionals that is committed to maintaining a best-in-class corporate responsibility program		<ul> <li>S&amp;P 500 ESG Index inclusion</li> <li>ISS Governance score of 1</li> <li>GRESB Green Star for 4 consecutive years</li> <li>MSCI rating upgrade to "A"</li> </ul>		
Average Earnings Growth of 4%+ over the long term	Ð	3-Year Earnings Growth CAGR of 7%"		



i. Same property portfolio

ii. Annualized base rent as of 9/30/2019

\* Converted 2018 sales in Euros to USD

\*\* Nordstrom Rack revenues shown are for Nordstrom parent company

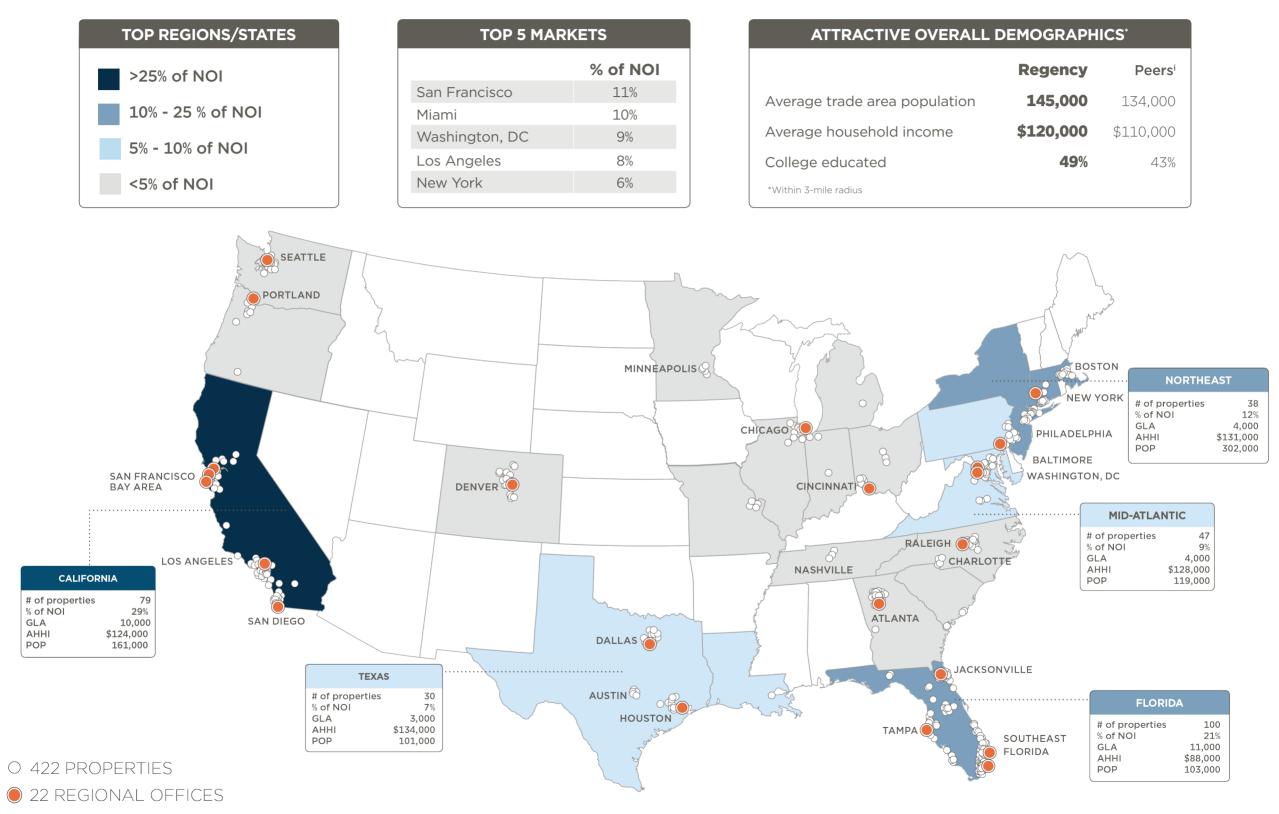
\*Pro rata NOI

Visual



# Leading National Portfolio

Significant Presence in Top Markets with Strategic Advantages from National Breadth and Local Expertise

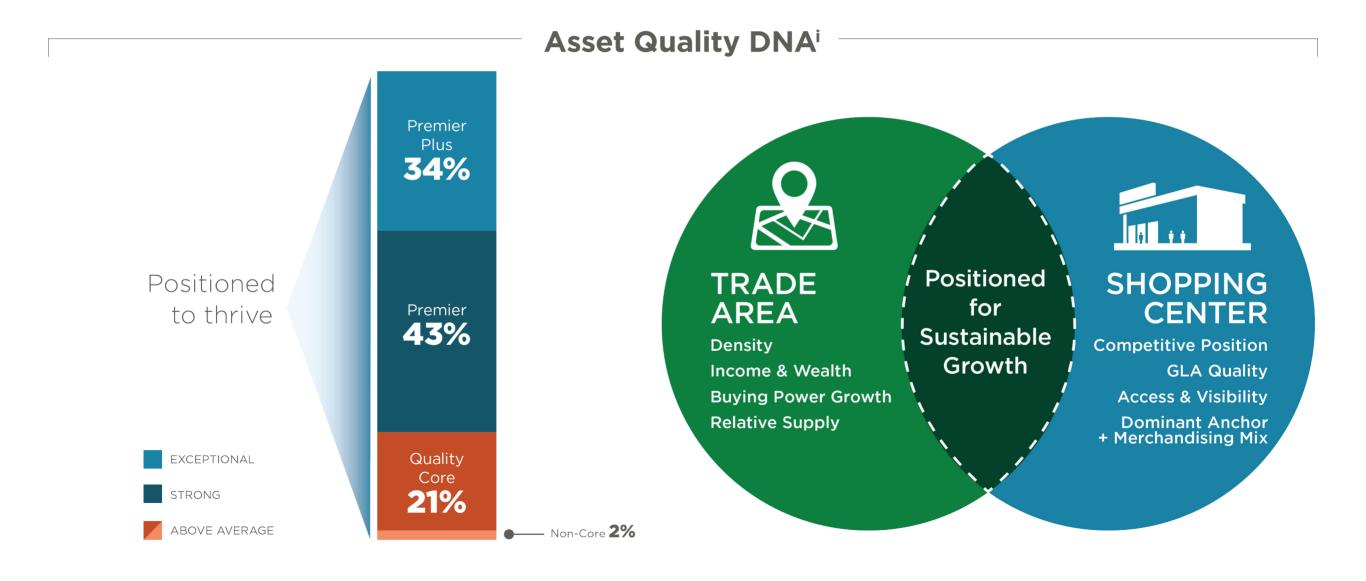


i. Peers are BRX, RPAI, ROIC, WRI, KIM, FRT, SITC, and UE.

\*Source: Evercore ISI Annual Demographic Update 03/11/19, Green Street Advisors, Strip Centers Sector Update, Company data



Premier centers are those with inherent characteristics that will position a center for long-term competitive advantages, resulting in superior NOI growth, including strong trade areas that feature buying power and spending growth surrounding a shopping center with a top competitive position.





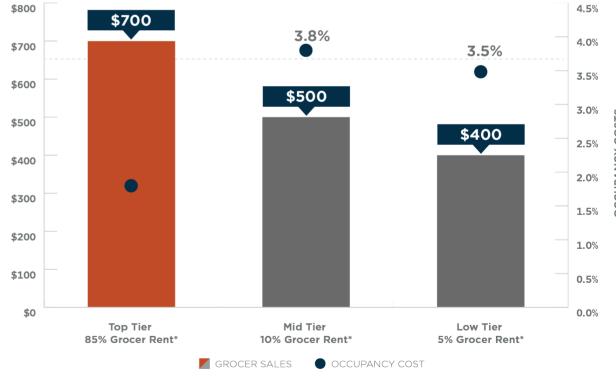
Highly Productive Grocers Grocer Strength & Health

Regency's portfolio is primarily grocer anchored, with grocer sales that average ~\$650 PSF annually versus the national average of \$450 PSF. A testament to the locations, relevance of grocers, and enduring quality of our centers.

#### \$33M \$32M \$32M \$31M \$31M \$31M \$31M \$30M \$30M **GROCER SALES PSF** \$29M \$29M \$28M \$27M \$26M \$25M 2013 2014 2015 2016<sup>(1)</sup> 2017 2018

REGENCY GROCER SALES

#### GROCER SALES AND OCCUPANCY COSTS



#### Portfolio Avg. ~\$650 PSF (2.0% Occupancy Cost)

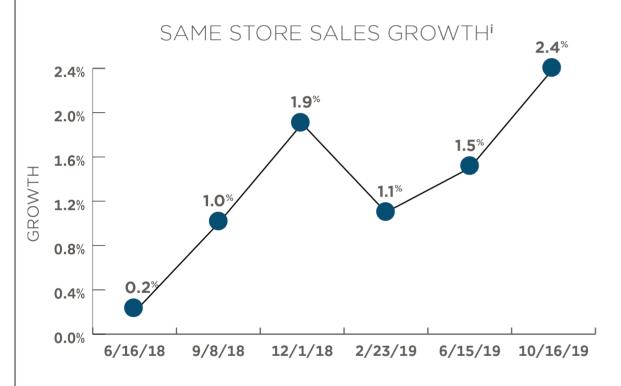


Highly Productive Grocers Spotlight on Albertsons/Safeway



#### ALBERTSONS

Albertsons investing in core business, resulting in positive sales and EBITDA growth and opportunistically improving leverage levels.



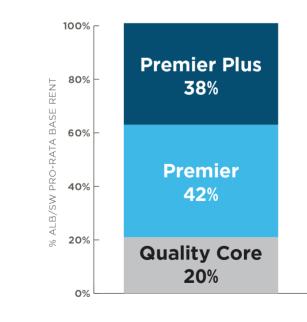
- Moody's upgraded outlook to stable
- Continues to reduce debt levels
- **Focus on in-store experience and customer service**
- Investing in multichannel and technology advancements

#### **REGENCY CENTERS**

Regency's Albertsons locations are in highly desirable trade areas, with Albertsons banners that outperform.

- REG locations outperform relative to corporate average with occupancy costs ~2.5% and \$540 sales PSF
- Banners with #1 or #2 market share represent majority of exposure, including Safeway, VONS, Acme, and Tom Thumb
- Higher quality locations with \$115K AHHI and 140K population within a 3-mi radius

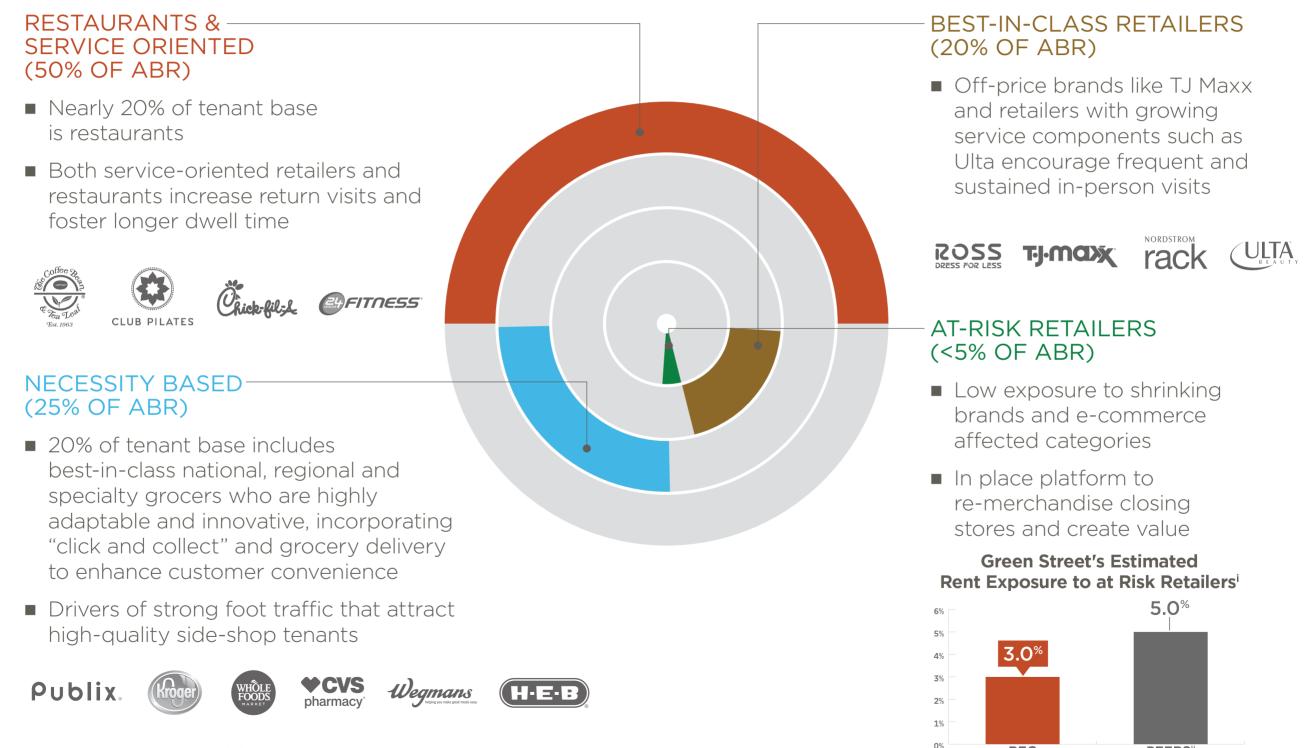
#### **REG Albertsons Locations by Asset Quality DNA**





# Superior Merchandising Mix

A Necessity, Service, Convenience, and Value Focus is Increasingly Critical in Today's Retail Landscape and Resistant to Store Rationalization from Disruptors, Including E-Commerce



i. Green Street Strip Center Sector Update 8/13/19 ii. Peers are BRX, RPAI, ROIC, WRI, KIM, FRT, and SITC. PEERS

REG

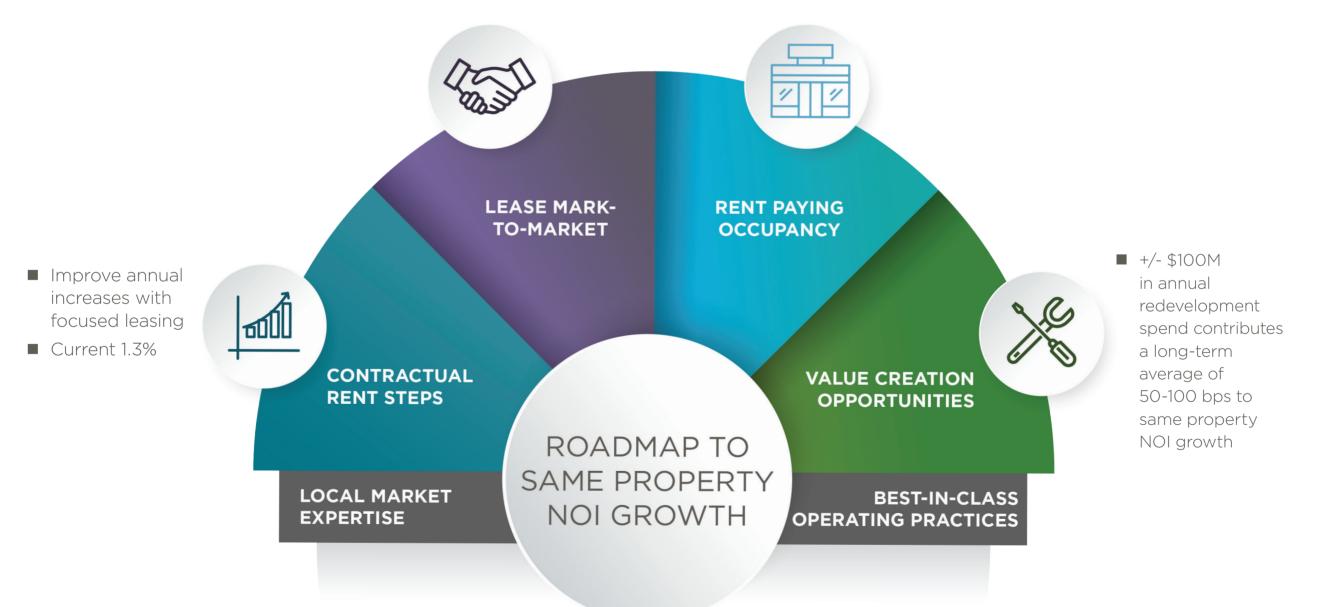


# Significant Embedded Growth Opportunities

Multiple Levers to Drive Same Property NOI and NAV Growth

- Mark-to-market opportunities supporting our goal of high single digit rent spreads
- 1% rent spread = 12 bps same property NOI growth

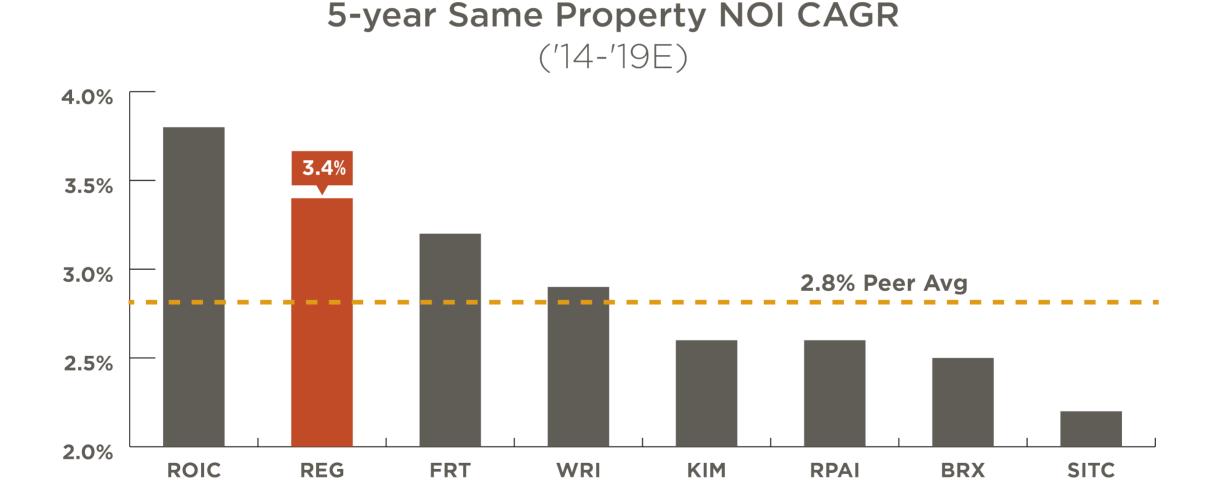
- Current % leased = 95.2%
- Current % commenced = 93.1%
- Converting 20 bps of leased occupancy to commenced occupancy contributes 25 bps to same property NOI growth





Track Record of Sustained Outperformance Same Property NOI CAGR

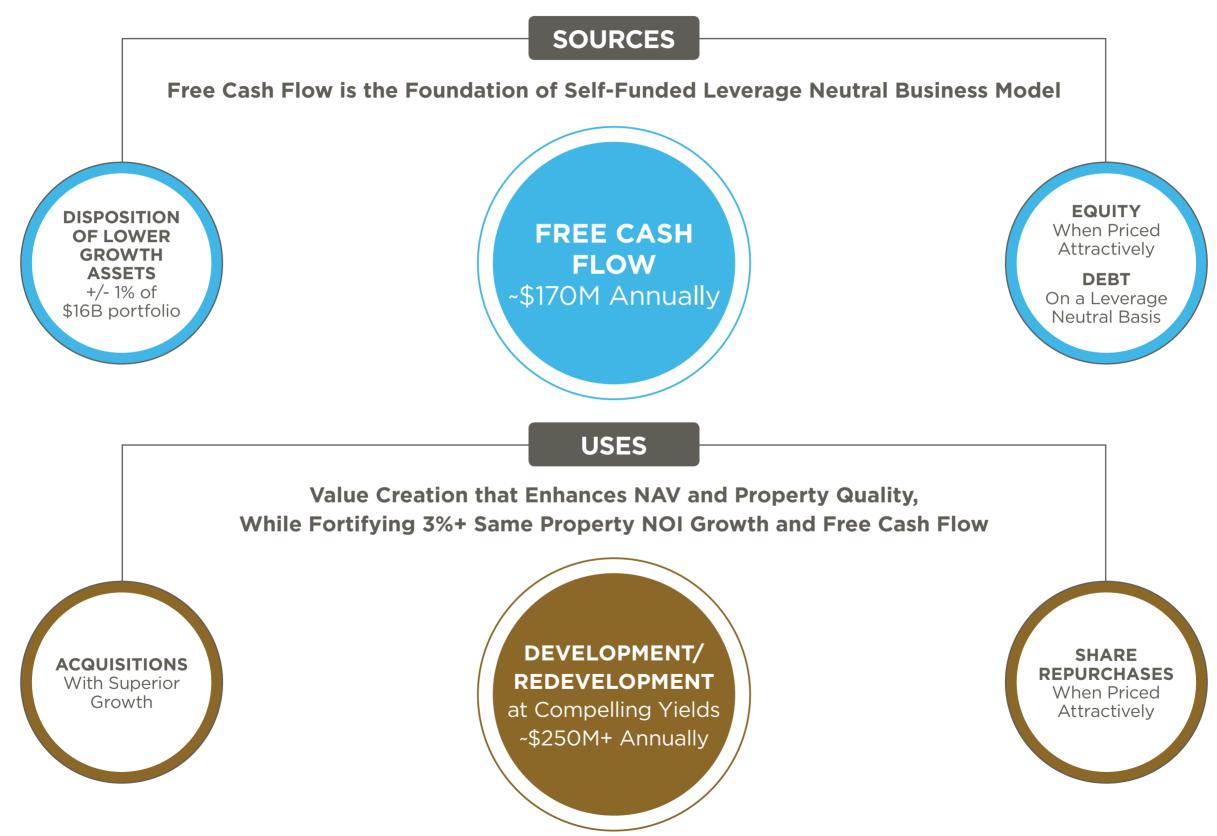
Regency has a proven track record of sector-leading same property NOI growth over the long term. We are confident in our ability to achieve our objective of averaging same property NOI growth of 3%+ over the next 5 years.





# Astute Capital Allocation

Free Cash Flow Fully Funds Developments and Redevelopments on a Leverage Neutral Basis

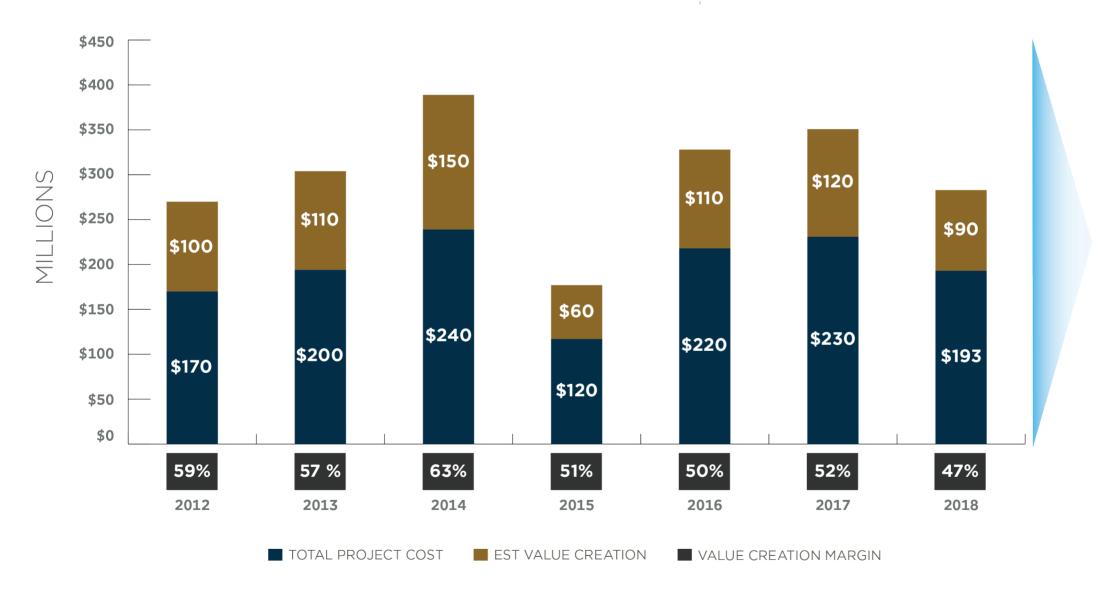




Astute Capital Allocation Track Record of Value Creation

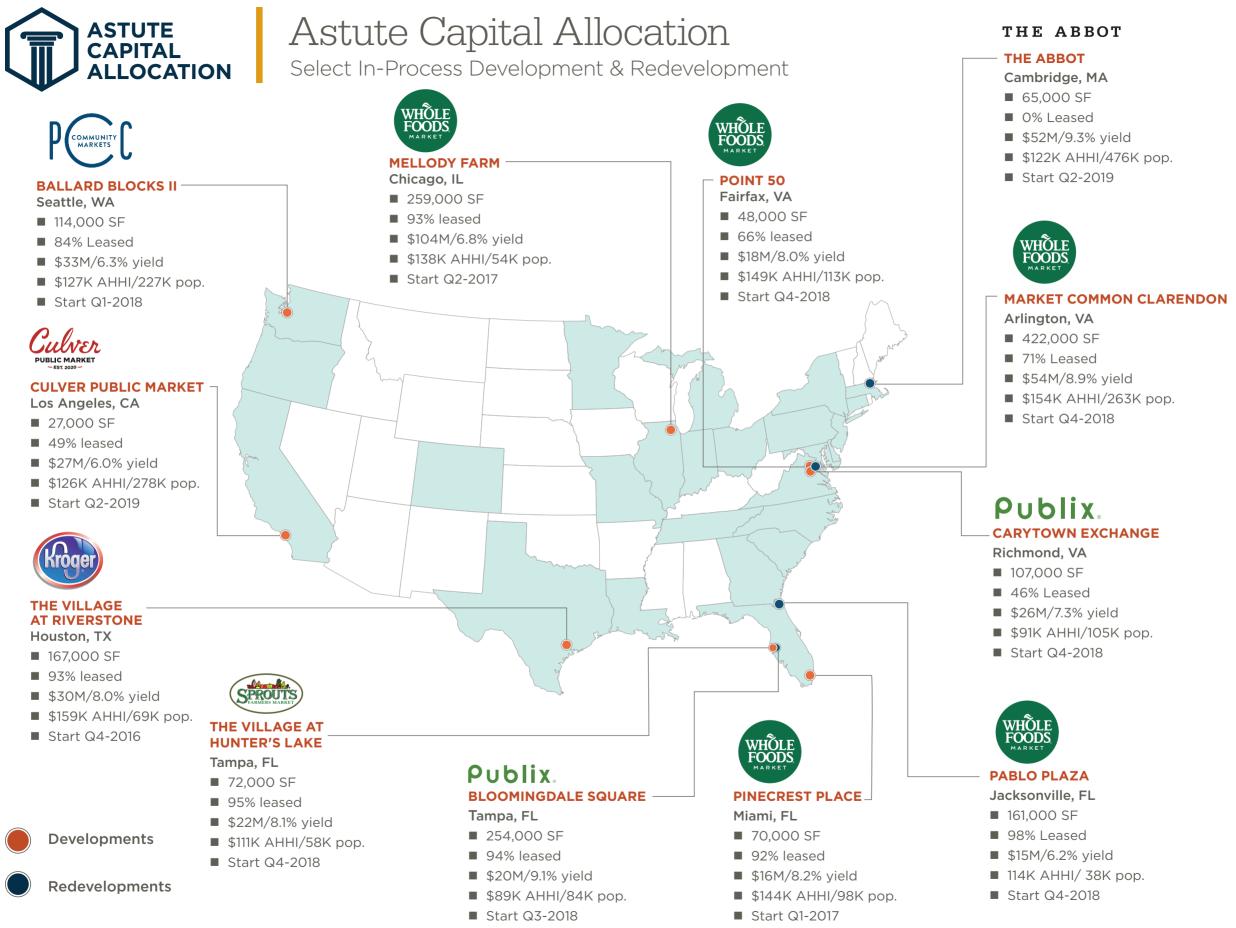
#### **Historical Development and Redevelopment Starts**

7.8% Average Return On Investment



#### \$1.4 Billion

Total starts with total estimated value creation of \$740 Million





#### Future Value Creation Development and Redevelopment Pipeline

## Strategic objective: Deliver **\$1.25B to \$1.50B** over next 5 years



#### Ground-Up Developments

Ground-up construction of a new operating shopping center in a location without material preexisting retail real estate.



CARYTOWN EXCHANGE Richmond, VA

#### **Identified Locations**

- Washington, D.C.
- Denver
- Jacksonville
- Los Angeles
- Houston
- Dallas
- Miami

#### Larger Scale Redevelopments

Redevelopment of an existing retail real estate site where the investment is large, relative to the total development and redevelopment program, and results in a complete transformation of the center. In some instances will incorporate mixed use components that may or may not be part of the total investment from Regency.



COSTA VERDE CENTER San Diego, CA

#### **Identified Locations**

- Washington, D.C. | Westwood Shopping Center
- San Diego | Costa Verde Center
- Atlanta | Piedmont Peachtree Crossing
- San Francisco | Serramonte Center
- Los Angeles | Town and Country Center
- San Francisco | Potrero Center
- Austin | Hancock Shopping Center

#### **Core Redevelopments**

Redevelopment of an existing retail real estate site that includes one or more of the following: addition of GLA through tenant expansion, outparcel development and/or other enhancements that change the competitive position of the center.



**POINT 50** Fairfax, VA

#### **Identified Locations**

- Miami | Gateway Plaza at Aventura
- Westport | The Village Center
- Miami | West Bird Plaza
- Fort Lauderdale | Young Circle Shopping Center
- Tampa | Regency Square
- Charlotte | Carmel Commons
- Atlanta | Dunwoody Village

Note: Scope and economics of development and redevelopment program and projects could change materially from estimated data provided due to one or more of the following: any significant changes in the economy, market conditions, tenant requirements and demands, construction costs, new supply, regulatory and entitlement processes or project design.



# Astute Capital Allocation

Disciplined Retail Development and Redevelopment Leading to Significant Value Creation

- Regency invests in Premier shopping centers in dense infill and affluent trade areas with dominant anchors and a focus on long-term growth potential
- Regency's core competency is retail development and redevelopment. We are well positioned to capitalize on increasing opportunities for adjacent and vertical mixed use projects, resulting from "Work, Live, Play" lifestyles where retail is the primary driver of the project
- Regency partners with best-in-class operators and developers of non-retail uses that enhance our retail project
- Regency's projects in development and/or pipeline include 6M+ SF of mixed-use projects

#### Select in-process and pipeline retail projects that incorporate a mix of uses:



BALLARD BLOCKS Seattle, WA

Multi-level existing urban retail acquired in 2018 along with adjacent land for mixed use groundup development. In-process development includes space for retail, office and medical uses.



TOWN & COUNTRY CENTER Los Angeles, CA

Operating retail property acquired in 2018 with densification redevelopment opportunity, where Regency will redevelop retail and ground lease mid-rise apartments to best-in-class residential developer and operator Holland Partner Group.

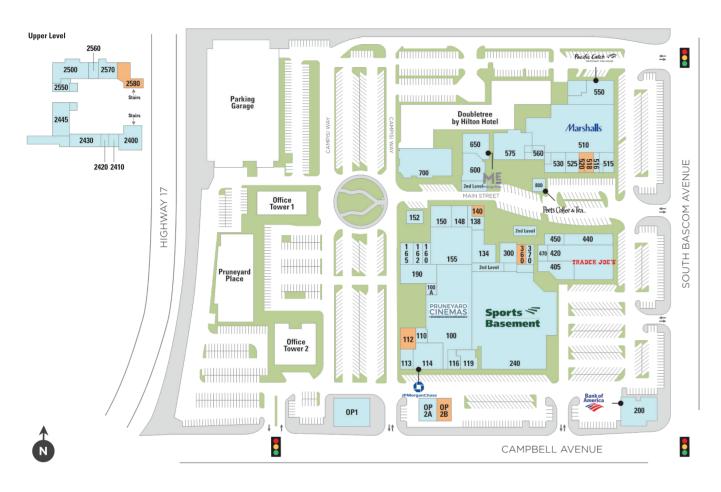


MARKET COMMON CLARENDON Washington, DC

Redevelopment of vacant 1960's era office building into a 130K SF modern, mixed-use building anchored by a luxury fitness club user; two story of creative office, and ground floor retail to compliment the dominant community shopping centers.



#### Acquisition Spotlight The Pruneyard | Campbell, CA



# 



#### **Exceptional Location with Excellent Demographics**

- Regency acquired the 260K SF retail portion of the mixed-used center located in Silicon Valley with close proximity to some of the West Valley's most affluent neighborhoods
- In addition to the retail portion, The Pruneyard benefits from 3 adjacent office towers totaling 360K SF and adjacent 171-key hotel, which were not part of the transaction
- Anchored by Trader Joe's, Marshalls, Sports Basement and many other retails and restaurants with highly-rated chefs
- Total investment of \$212.5M
- Superior growth prospects with estimated 10-year CAGR of ~3.5%



# Redevelopment Spotlight - Pipeline

Westwood Shopping Center | Bethesda, MD





#### Converting dated neighborhood center into vertical mixed-use

- Regency will redevelop the retail component of the existing neighborhood center with a new 65K SF Giant, along with a mix of restaurants and shops offering a variety of goods and community services. ~200 units of multi-family, ~100 units of assisted living, and for-sale townhomes
- Partnering with best-in-class operators and developers for the multifamily, assisted living, and for-sale townhome components
- Estimated total investment of \$110-\$125M
- Estimated Project start in 2020, with stabilization occurring between 2022 and 2025 for various phases
- 3-mi Demographics: \$228K AHHI/150K pop





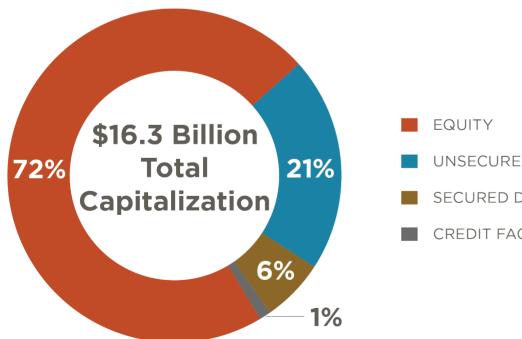
# Commitment to Conservative Financial Ratios

Sector-Leading Balance Sheet Affords Financial Flexibility



- Well-laddered debt maturity
   Substantial liquidity and profile with limited near-term maturities
- capacity with \$1.25 billion line of credit
- Large unencumbered asset pool and deep lender relationships
- S&P 500 inclusion enhances liquidity

#### **Capital structure** (% of total capitalization)





#### Net Debt To EBITDAre<sup>i</sup>

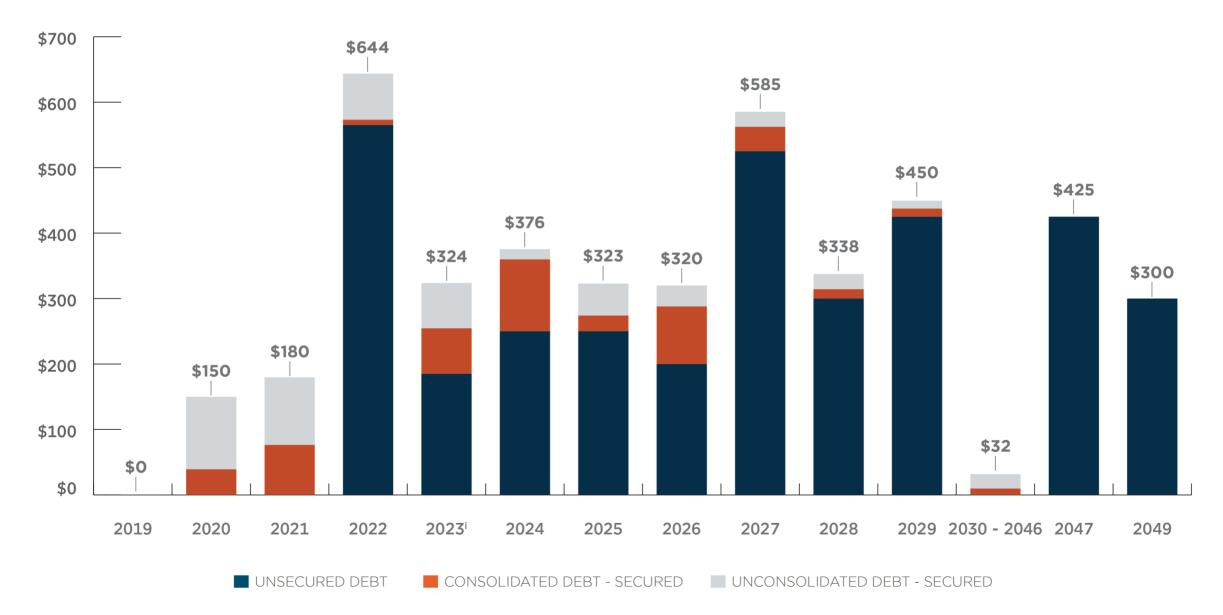




Well-Laddered Maturity Profile

### Debt Maturity Profile (\$mm)<sup>i</sup>

Target: <15% of total debt maturing annually



i Unsecured revolving credit facility maturity date 2023 (including options.) Source: Company filings as 9/30/19



# Co-Investment Partnerships

	GRI	OPERF	CalSTRS	USAA	NYCRF	Total
Number of Properties	69	21	6	7	6	109
Total GLA (in Millions)	8.9	2.8	0.6	0.7	1.2	14.1
Pro-Rata NOI - Trailing 4Q's (in Millions)	\$69.6	\$12.3	\$2.9	\$2.6	\$5.5	\$92.9
Regency's Ownership	40%	20% - 30%	25%	20%	30%	



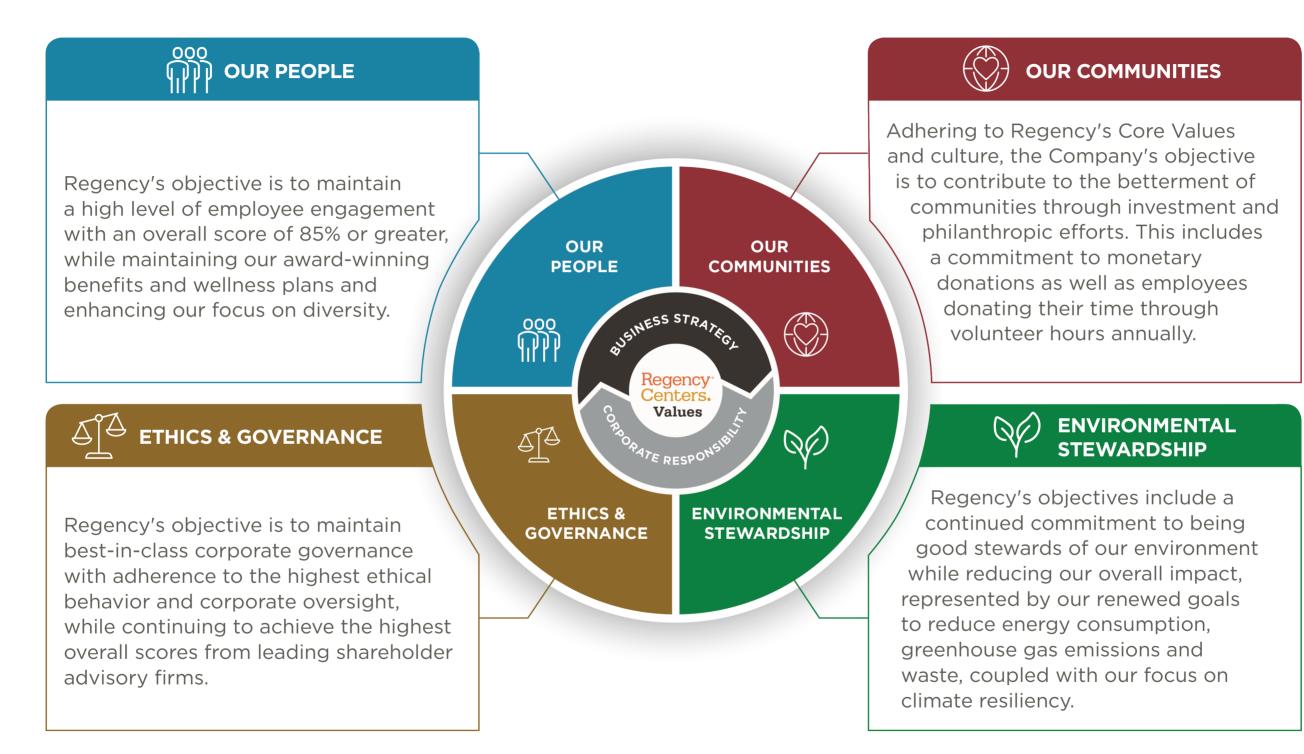
Cameron Village | Raleigh, NC

Expands operating platform by leveraging partnership capital
 Generates annual fee income of ~\$28 million



# Leading Corporate Responsibility Practices

Connecting to Our Stakeholders While Executing Our Strategy





Service







#### **Fresh Look®**

Our Fresh Look<sup>®</sup> initiative, featuring dynamic merchants and thoughtful placemaking, creates engaging gathering spaces for public events and better connects our centers to the neighborhood. This further supports our goal of bettering of the communities we serve.

#### Strong Merchandising Mix

Our Merchandising Mix, including local merchants, national and regional retailers and best-in-class anchors, creates a dynamic mix that drive shoppers to visit the center – whether it's for necessity, entertainment, or leisure.

#### Placemaking

Regency's Placemaking initiatives are inspired by the neighborhood's history and community culture. This ensures that a center feels unique and reflects the local community.

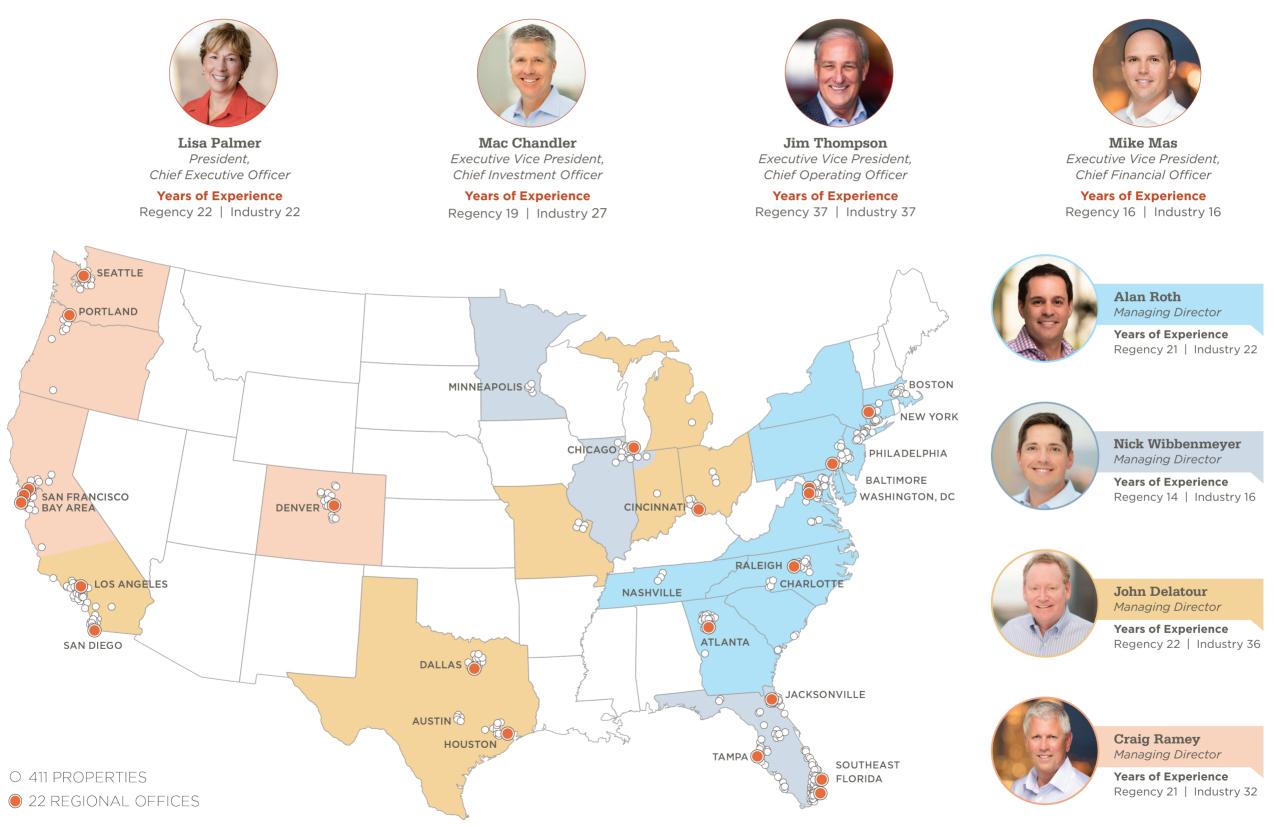


# Connecting with the Community

- Our team programs dynamic events that drive traffic and also create a sense of place and experience.
- With our social media and town halls, we look to create an open, honest, and mutually beneficial relationship with the surrounding neighborhoods.



# Experienced and Deep Management Team



# Glossary of Terms

**Adjusted Funds From Operations (AFFO):** An additional performance measure used by Regency that reflects cash available to fund the Company's business needs and distribution to shareholders. AFFO is calculated by adjusting Operating FFO for (i) capital expenditures necessary to maintain the Company's portfolio of properties, (ii) interest charges and (iii) other non-cash amounts as they occur.

**Non-Same Property:** A property acquired, sold, or a Development Completion during either calendar year period being compared. Non-retail properties and corporate activities, including the captive insurance program, are part of Non-Same Property.

**Operating EBITDAre:** NAREIT EBITDAre is a measure of REIT performance, which the NAREIT defines as net income, computed in accordance with GAAP, excluding (i) interest expense; (ii) income tax expense; (iii) depreciation and amortization; (iv) gains and losses from sales of depreciable property or land; (v) and operating real estate or land impairments; and (vi) adjustments to reflect the Company's share of unconsolidated partnerships and joint ventures. Operating EBITDAre excludes from NAREIT EBITDAre certain non-cash components of earnings derived from above and below market rent amortization and straight-line rents. The Company provides a reconciliation of Net Income to Operating EBITDAre.

**Core Operating Earnings:** An additional performance measure used by Regency that excludes from NAREIT FFO: (i) transaction related income or expenses; (ii) gains or losses from the early extinguishment of debt; (iii) certain non-cash components of earnings derived from above and below market rent amortization, straight-line rents, and amortization of mark-to-market of debt adjustments; and (iv) other amounts as they occur. The Company provides a reconciliation of Net Income to NAREIT FFO to Core Operating Earnings.

**Same Property:** Retail Operating Properties that were owned and operated for the entirety of both calendar year periods being compared. This term excludes all Projects In Development and Non-Same Properties.

**Value Creation:** The estimated incremental value at completion using underwritten NOI at stabilization, valued at a market cap rate less estimated development costs.

# Safe Harbor and Non-GAAP Disclosures

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.

This presentation references certain non-GAAP financial measures. More information regarding these non-GAAP financial measures can be found in company documents filed with the SEC.