

# FIRST QUARTER 2018 Investor Presentation



# Regency Centers: The Leading National Shopping Center REIT

Unequaled Competitive Advantages Position Regency for Superior Growth

## PREEMINENT NATIONAL PORTFOLIO

- Largest shopping center REIT with 429 properties located in the nation's most vibrant markets
- Neighborhood and community shopping center company primarily anchored by highly productive grocers
- Well located in highly affluent and dense infill trade areas positioned for growth

## SUPERIOR TENANT & MERCHANDISING MIX

- Focus on necessity, value, convenience, and service-oriented retailers
- Portfolio strength and tenant quality demonstrated by resilience to store closures and leading Same Property NOI performance

Unequaled  
Combination of  
Strategic  
Advantages

**Regency**  
**Centers.**

## BEST-IN-CLASS PLATFORM FOR VALUE CREATION

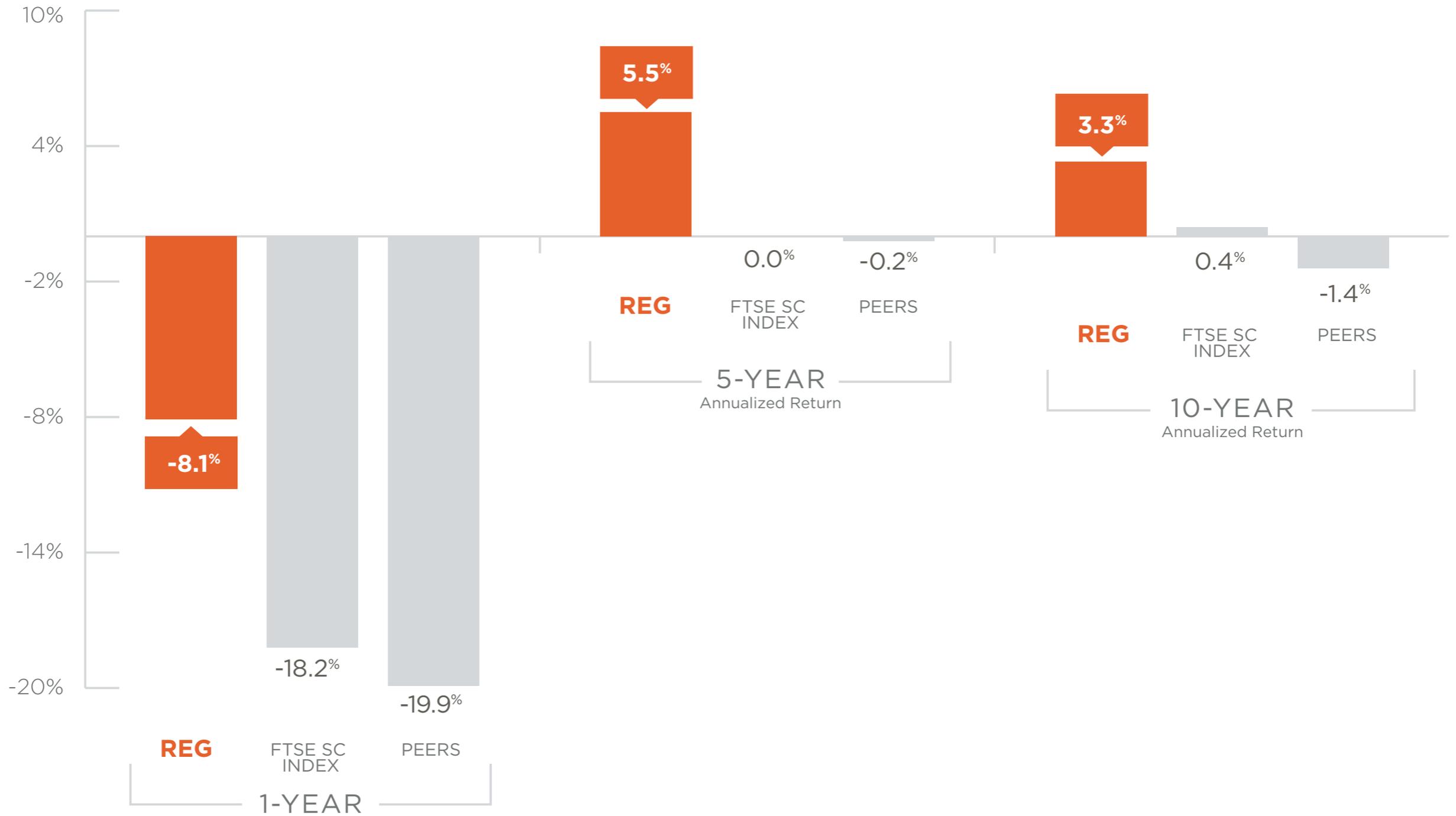
- National platform of 21 local offices creates unequaled boots-on-the-ground and local expertise advantages
- Intense asset management is the foundation to Regency's ability to achieve Same Property NOI growth at or near the top of the shopping center sector
- Regency's in-process projects, pipeline and key tenant and local relationships create value through the development and redevelopment of premier shopping centers

## DISCIPLINED FINANCIAL MANAGEMENT & BALANCE SHEET STRENGTH

- Well-capitalized and flexible balance sheet to support growth
- Positioned to achieve accretive investment opportunities with superior cost of capital
- Self-funding capital allocation strategy cost-effectively funds new investments, while preserving balance sheet strength and enhancing portfolio quality

# Sector-Leading Performance

Regency Centers Consistently Outperforms the Sector and Peers



Notes: Assumes dividends are reinvested.

Total Returns are through 3/30/18. 5-year and 10-year total returns have been converted to compound annual growth rates.

\*Peers are BRX, DDR, FRT, KIM, ROIC, RPAI, and WRI

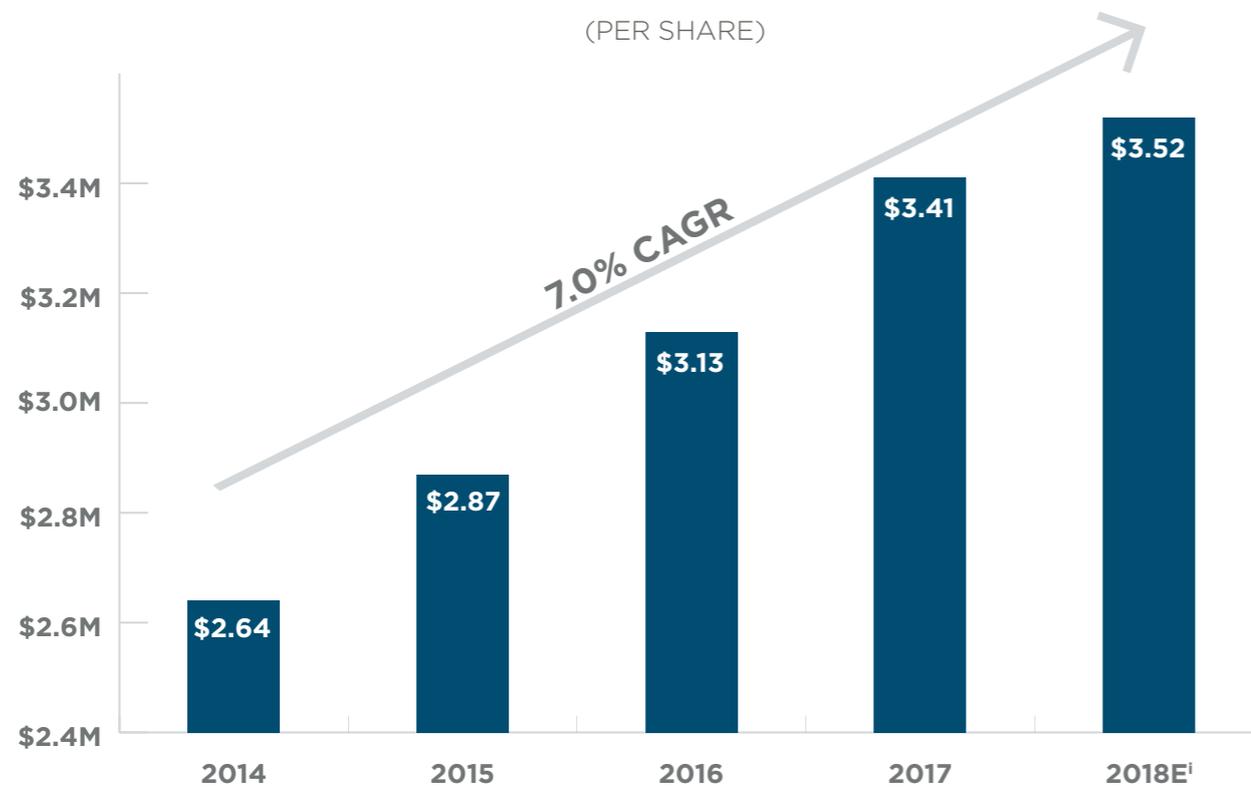
\*\*BRX is excluded from the 5-year return, and along with ROIC and RPAI, are also excluded from the 10-year total returns, due to not being publicly listed on an exchange.

# Cash Flow and Dividend Growth

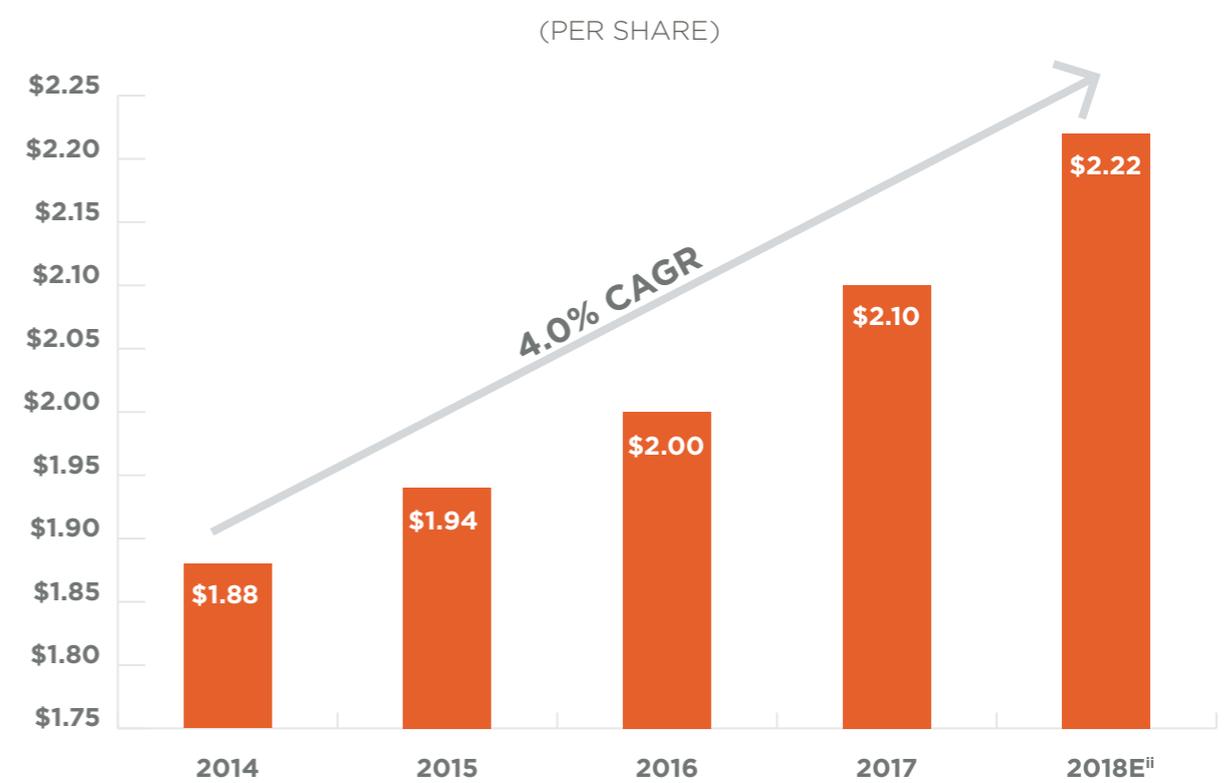
Sustainable Long-Term Growth

Regency is well positioned to continue future cash flow and dividend growth, supported by sustained NOI growth, accretive investments, a favorable payout ratio, and a sector-leading balance sheet.

### OPERATING FFO GROWTH (PER SHARE)



### DIVIDENDS (PER SHARE)



i. Mid point of 2018 Operating FFO Guidance

ii. Annualized Q1 2018 dividend

# Retail Landscape

The Evolution & Future of Retail and Retail Real Estate

## CONSUMER PREFERENCES



Consumer preferences have shifted toward convenience, value and experiential offerings located in shopping centers that allow them to interact and connect with brands and each other.



Regency's superior merchandising mix consists primarily of best-in-class necessity, value and service-oriented retailers that draw consumers and drive foot traffic.

## RELEVANT RETAILERS



Successful retailers understand the importance of a physical location and being close to the customer. These operators are seeking well-located, well-conceived and well-merchandised centers to enhance customer experience and promote brand interaction.



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.

## LOCATION QUALITY



Retail real estate is experiencing a bifurcation between high and lower quality, which continues to accelerate, where lower quality shopping centers are more substantially impacted by today's disruptors.

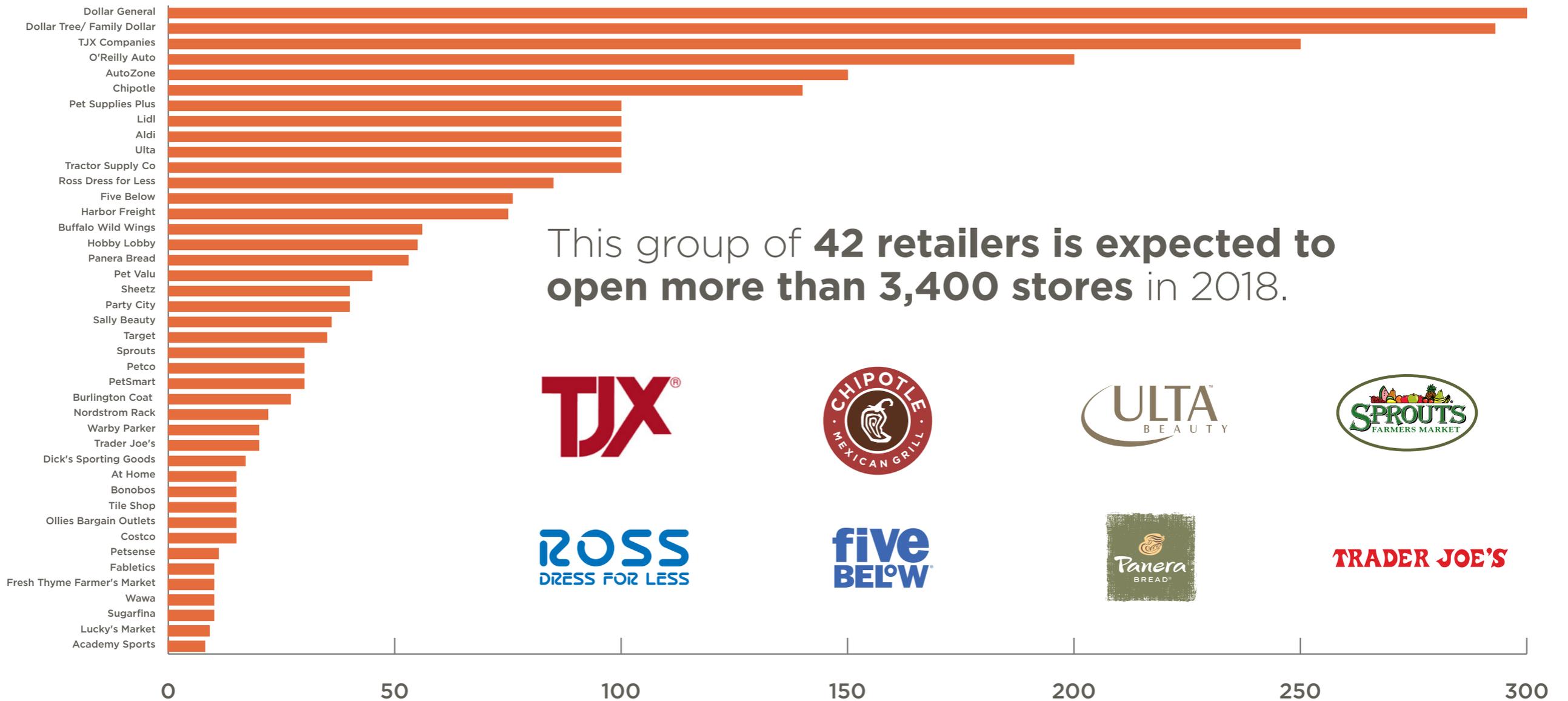


Regency's high-quality portfolio, evidenced by ABR PSF among the highest in the sector as well as attractive demographics averaging 146,000 people and average incomes of \$120,000, is positioned to thrive long term and sustain NOI growth of 3%+.

# Retail Landscape Today

Better Brands and Operators are Still Expanding

## Expected 2018 Store Openings



# Strategic Objectives



## HIGH-QUALITY PORTFOLIO

### Average Annual NOI Growth of 3%+

High-quality portfolio of Shopping Centers with enduring competitive advantage from desirable trade areas and highly productive grocers



## ASTUTE CAPITAL ALLOCATION

Deliver an average of **\$300 million of development and redevelopment starts** annually at attractive returns and fortify NOI growth by astute asset recycling



## SECTOR-LEADING FORTRESS BALANCE SHEET

Provide funding flexibility and cost advantages



## BEST-IN-CLASS BUSINESS PRACTICES AND SYSTEMS

Implement operating systems, including Environmental, Social and Governance practices, that are widely recognized as best-in-class



## STRONG BRAND AND CULTURE

Engage an **exceptional team** of professionals and best-in-class business practices that are recognized as industry leading

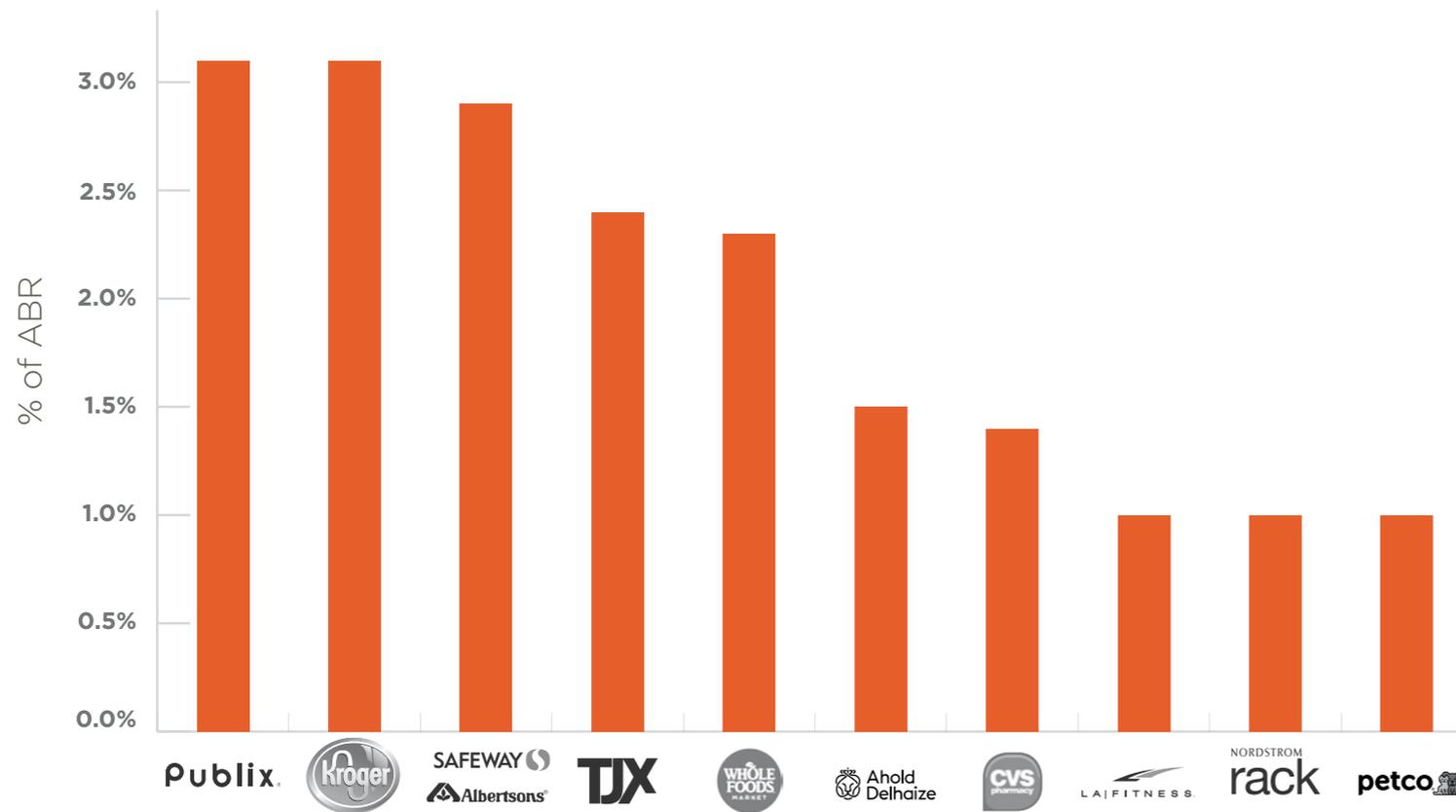


# Regency Portfolio Overview

<b>429</b> Properties	<b>95.7%</b> Leased <sup>i</sup>	<b>59M SF</b> Total GLA	<b>9,300</b> Total Tenants	<b>\$21</b> PSF Average ABR	No more than <b>14%</b> of leases (by ABR) expiring in a given year	<b>80%</b> of Regency Centers' properties are grocery anchored
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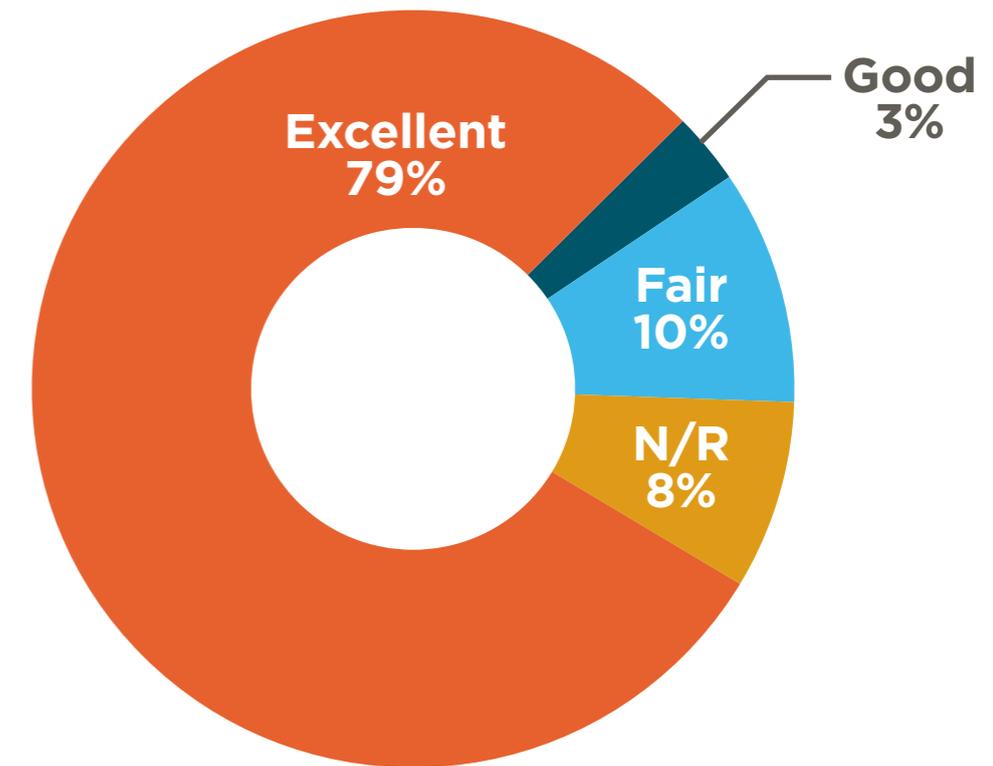
## Regency Top 10 Tenants

Top Tenants Total Base Rent \$170M (20% of Total ABR<sup>ii</sup>)



## Credit Quality of Top 25 Tenants<sup>iii</sup>

Contributes to resilience  
of Regency's portfolio



■ EXCELLENT (A/B)   
 ■ GOOD (C)   
 ■ FAIR (D)   
 ■ NOT RATED

i. Same property portfolio

ii. Average base rent as of 03/31/2018

iii. Regency's top 25 tenants. Credit rating source-Creditntell



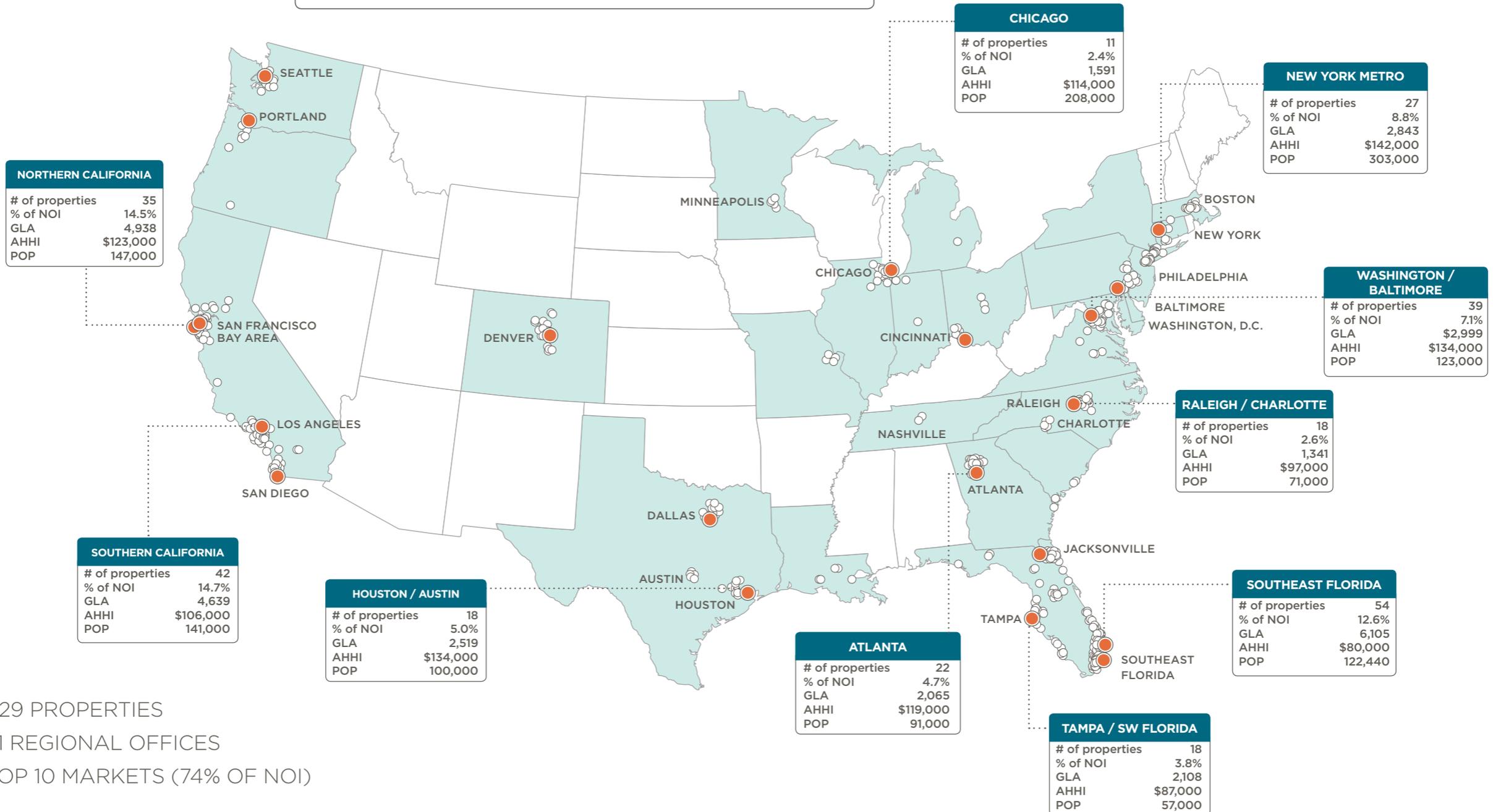
# Leading National Portfolio

Located In Gateway Markets, 18+ Hour Cities & Select Growth Markets

## ATTRACTIVE OVERALL DEMOGRAPHICS\*

	<b>Regency</b>	<b>Peers<sup>i</sup></b>
Average trade area population	<b>146,000</b>	128,000
Average household income	<b>\$120,000</b>	\$105,000
College educated	<b>47%</b>	41%

\*Within 3-mile radius



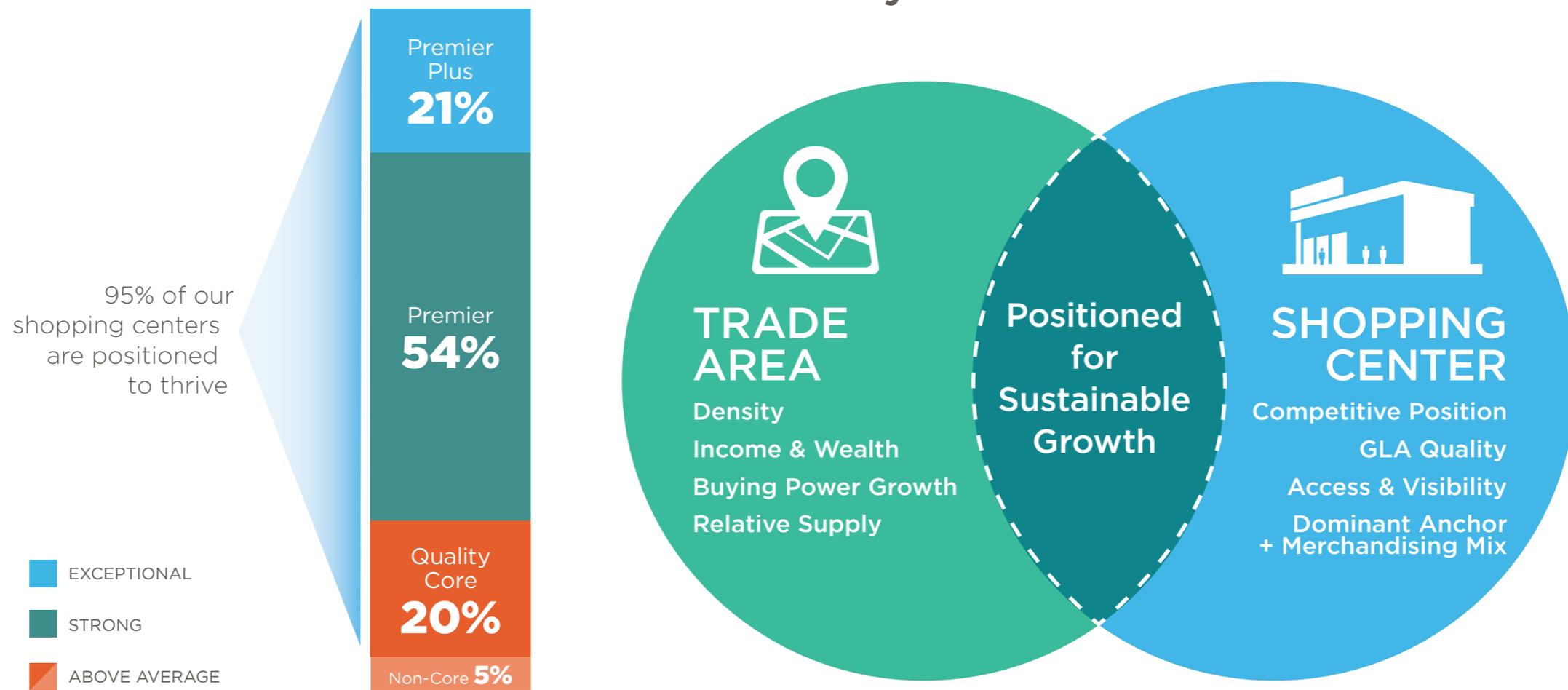
- 429 PROPERTIES
- 21 REGIONAL OFFICES
- TOP 10 MARKETS (74% OF NOI)

i. Peers are BRX, DDR, FRT, KIM, ROIC, RPAI, and WRI  
 \*Source: Evercore ISI Annual Demographic Update 3/13/18, Green Street Advisors, Strip Centers Sector Update 3/12/18

# Premier Asset Quality and Trade Areas

Premier centers are those with inherent characteristics that will position a center with 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.

## Asset Quality DNA<sup>i</sup>

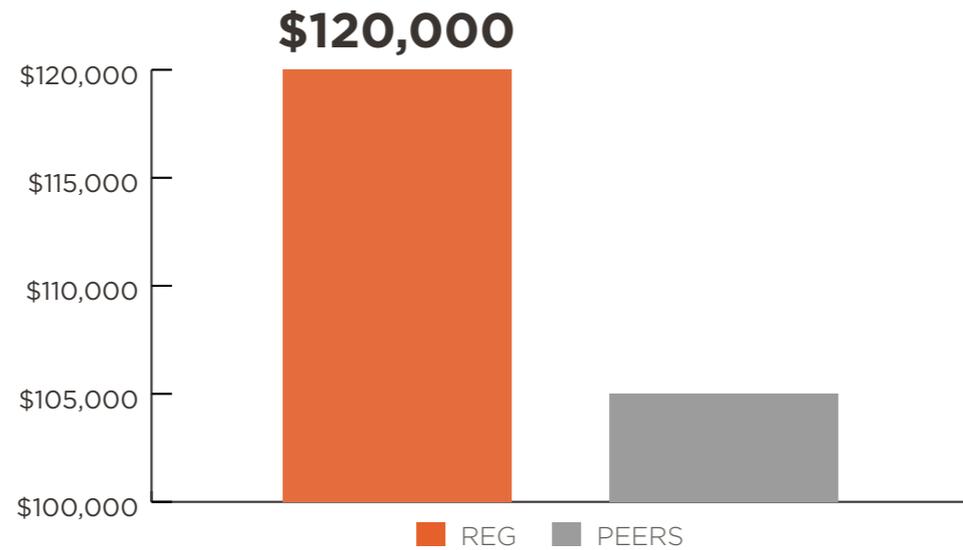


i. Based upon Regency Centers proprietary quality model.

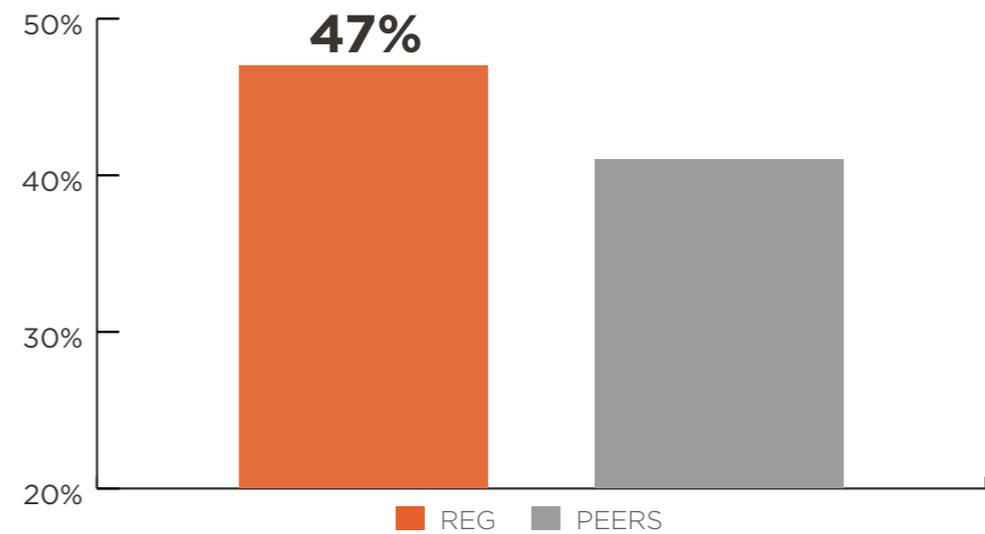
# Superior Trade Areas and Demographics

Regency's shopping centers are located in stronger trade areas than its peers, with demographics meaningfully above the peer average.

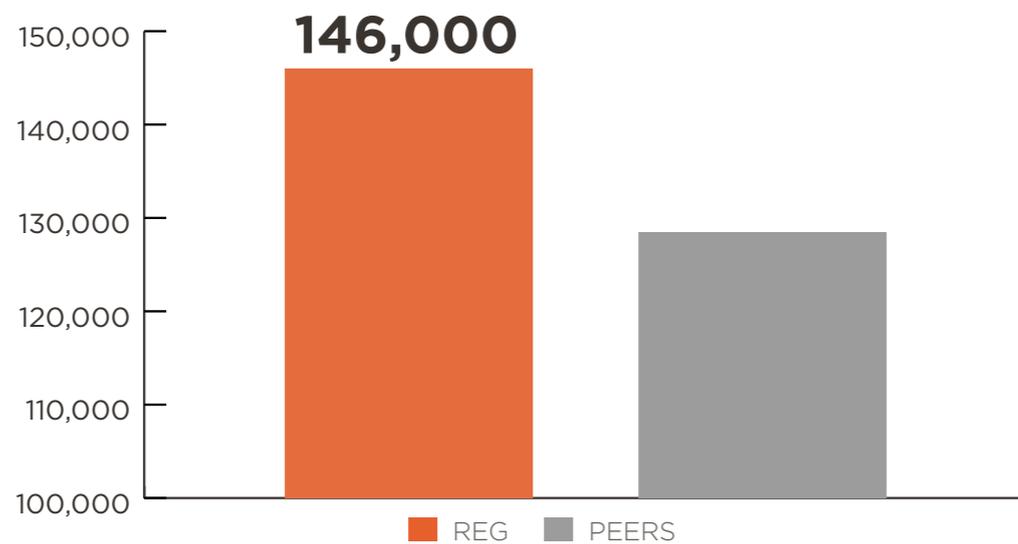
**Average Household Income**



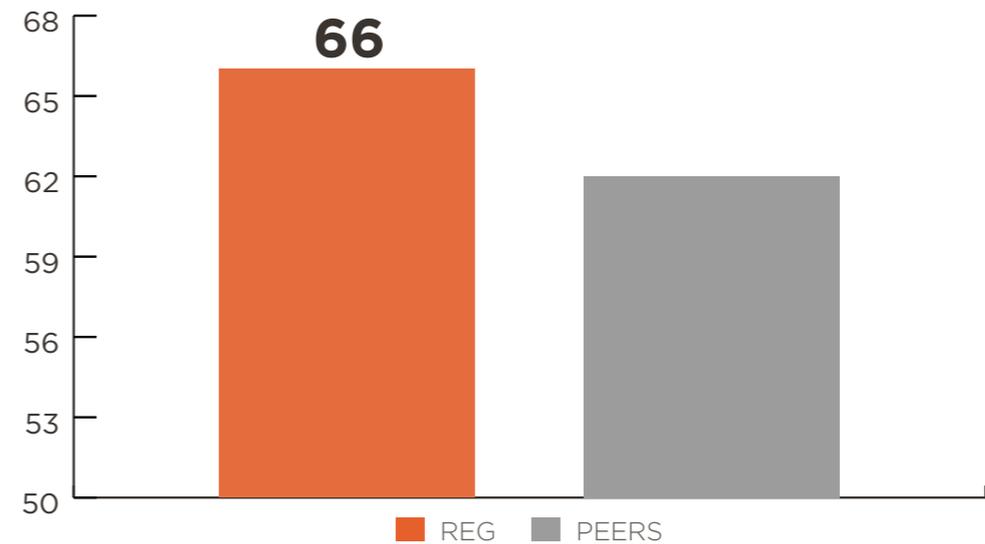
**% Higher Educational Attainment**



**Population Density**

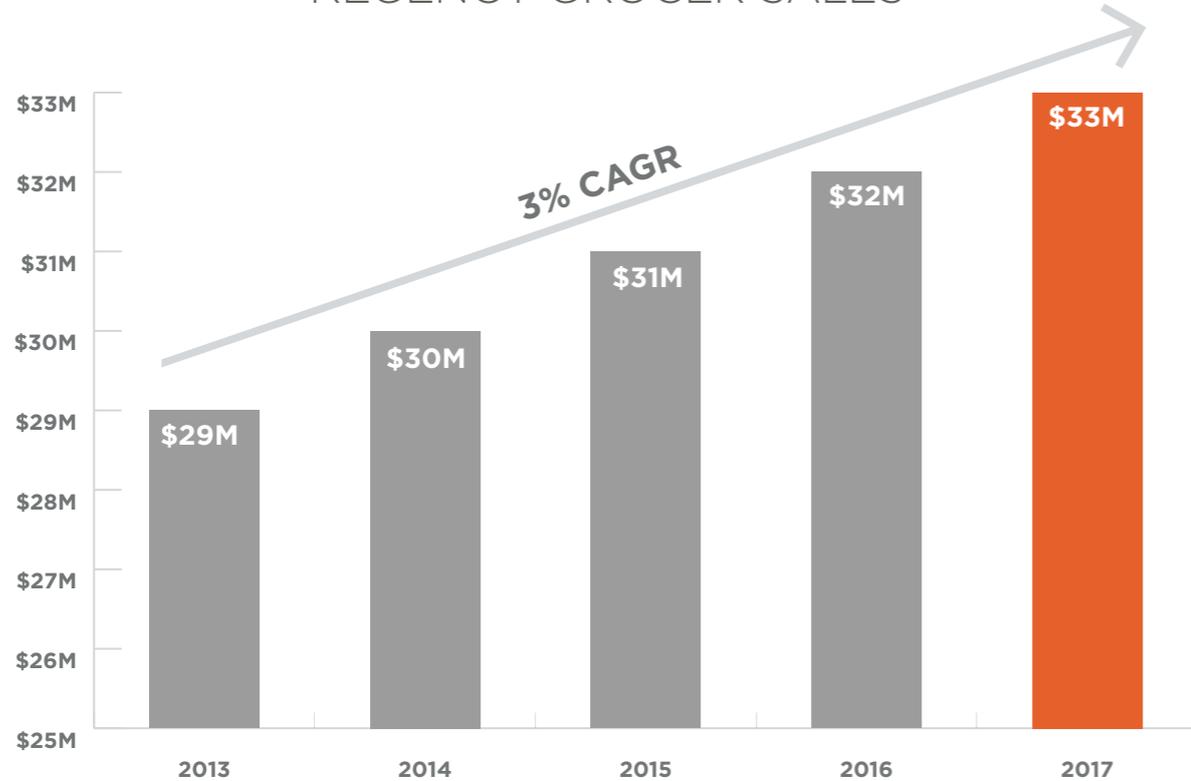


**Green Street's TAP Score**

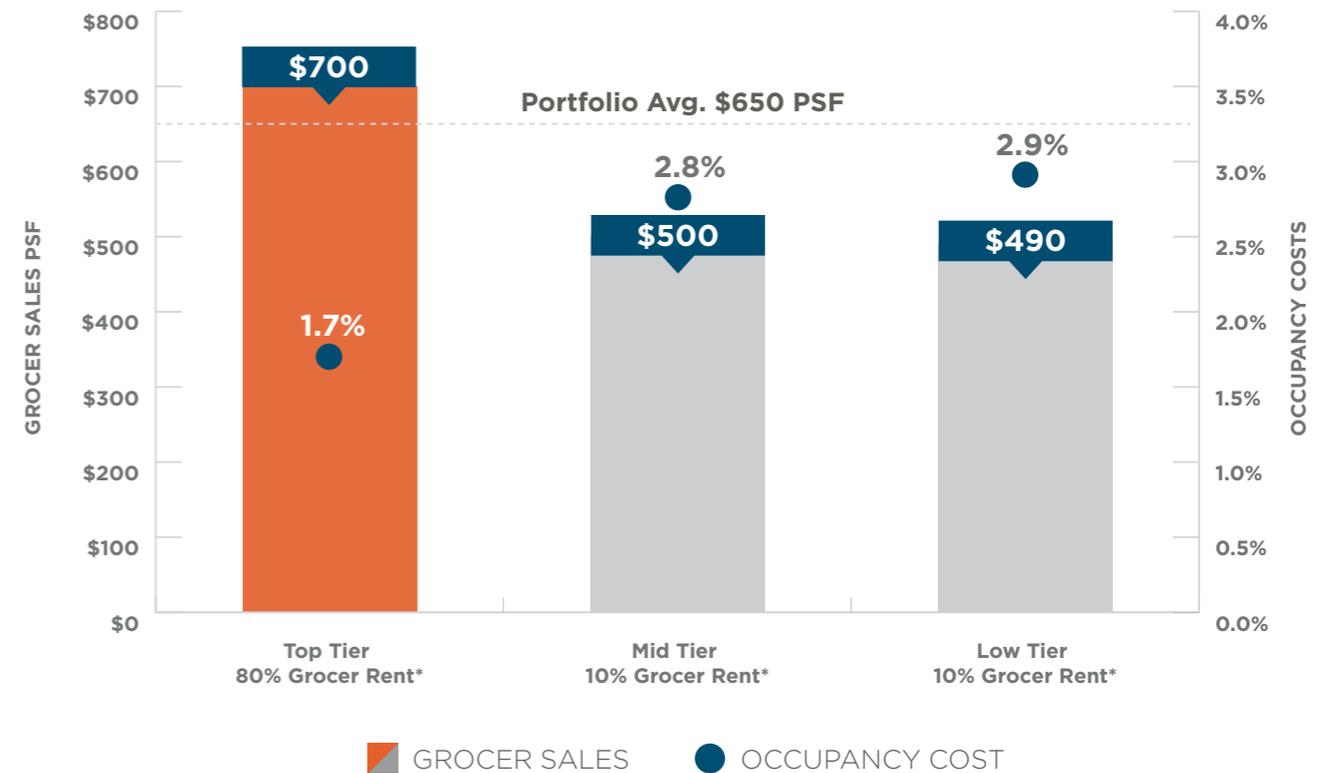


Regency's grocer sales average \$650 PSF annually versus the national average of \$400 PSF. A testament to the locations, relevance of grocers, and enduring quality of our Centers.

REGENCY GROCER SALES



GROCER SALES AND OCCUPANCY COSTS



Note: Most recent reported sales for grocers reporting  
\*Prorata share of base rent from grocers as of 03/31/2018



# Superior Merchandising Mix

A necessity, service, convenience, and value focus is increasingly critical in today's retail landscape and resistant to store rationalization from disrupters, including e-commerce.

## RESTAURANTS & SERVICE ORIENTED (50% OF ABR)

- 20% of tenant base is restaurants and 30% is service oriented.
- Increase both return visits and dwell time.



MENDOCINO FARMS  
sandwich market

## NECESSITY BASED (25% OF ABR)

- 20% of tenant base is best-in-class national, regional and specialty grocers who are highly adaptable and innovative, incorporating "click and collect" and grocery delivery to enhance customer convenience.
- Drivers of strong foot traffic that attract high quality side shop tenants.

Publix



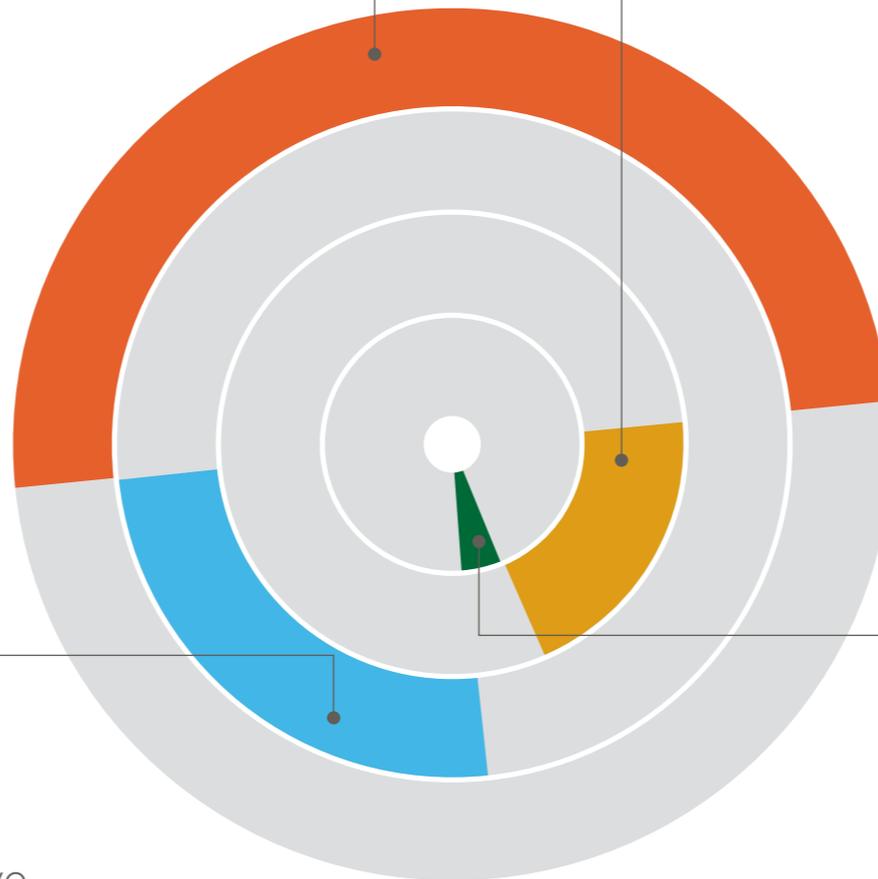
## BEST IN CLASS RETAILERS (20% OF ABR)

- Off-price brands like TJ Maxx and retailers with growing service components such as Best Buy, encourage frequent and sustained in-person visits.



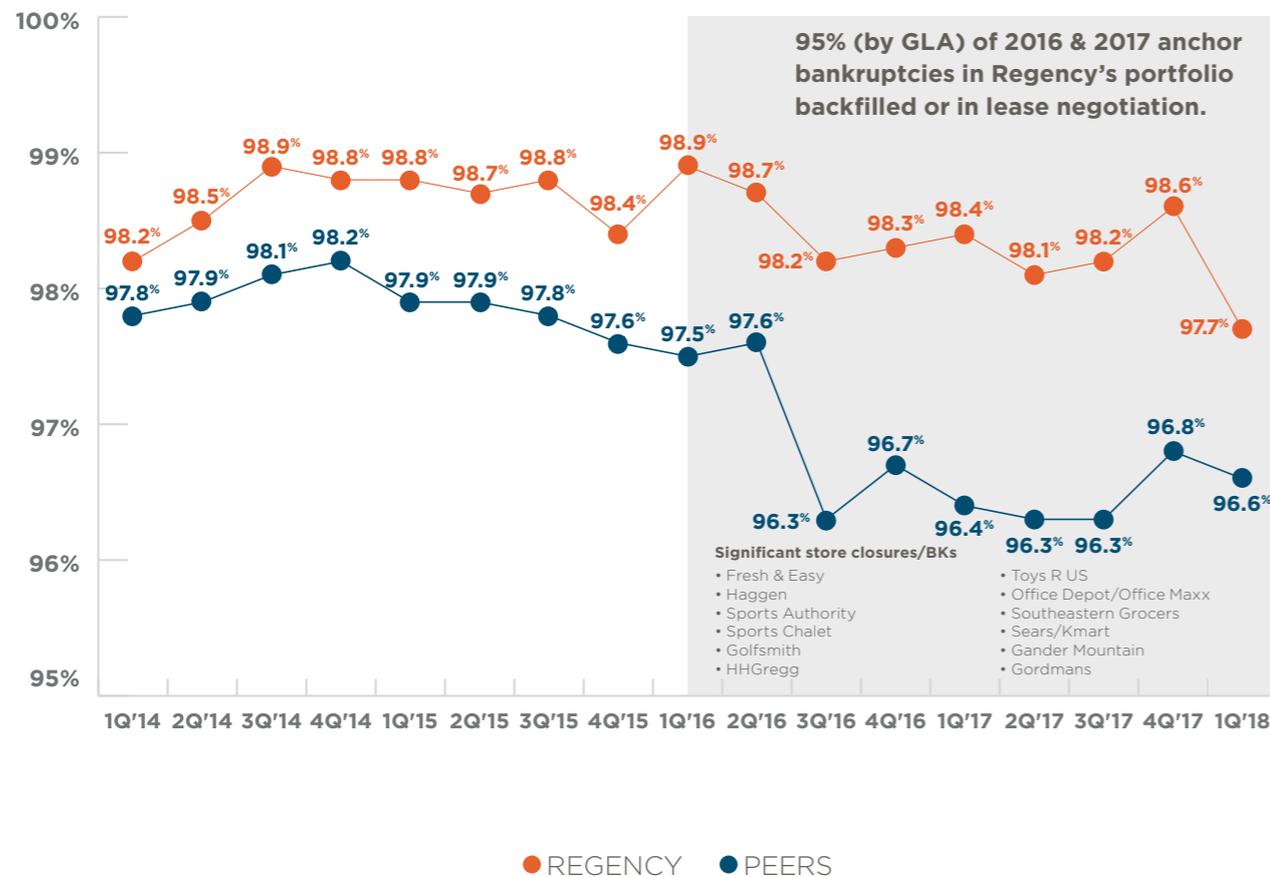
## AT-RISK RETAILERS (5% OF ABR)

- Low exposure to shrinking brands and e-commerce affected categories.
- In place platform to re-merchandise closing stores and create value.
- Only 30 closures expected from 2017 and 2018 announced bankruptcies, representing approximately 50 bps ABR.

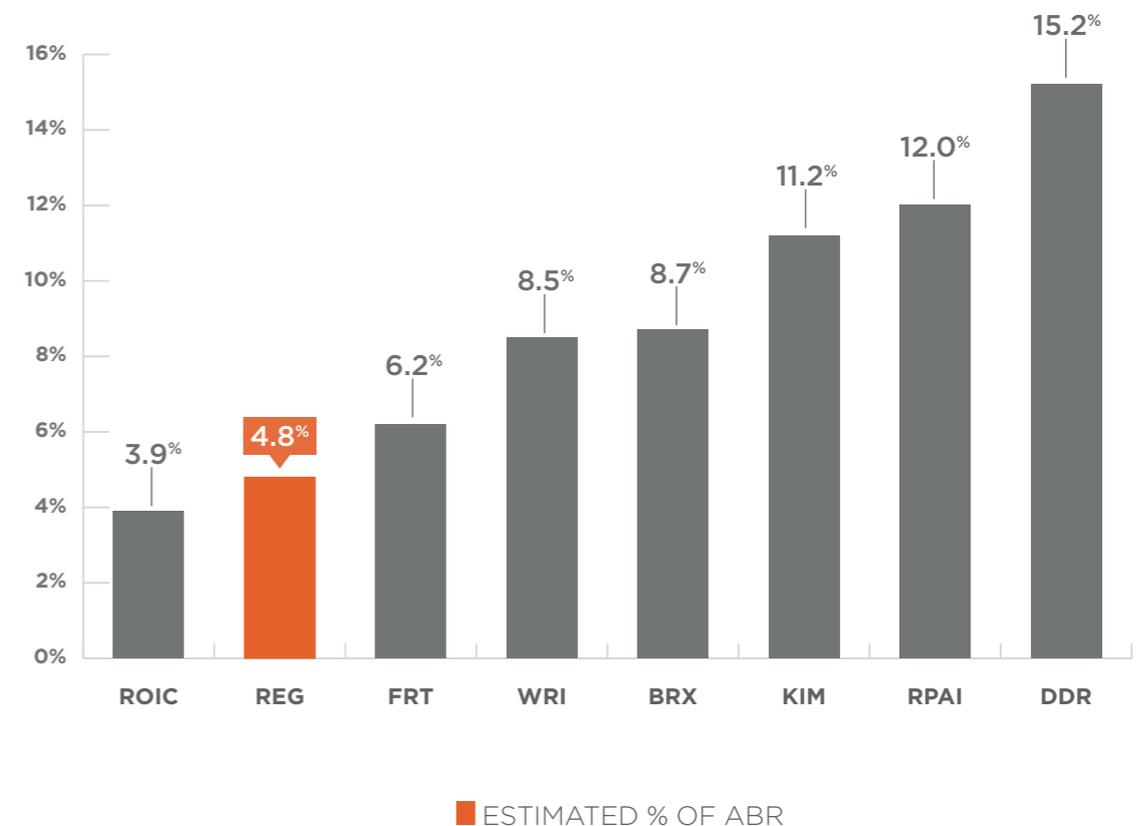


Amidst store rationalization and bankruptcies, Regency's asset quality and demographic profile mitigate downtime while allowing for merchandising upgrades typically at accretive rents.

## Anchor Occupancy<sup>i</sup>



## Exposure to At-Risk Tenants<sup>ii</sup>



i. Company filings, Peers are FRT, WRI, RPAI, KIM, BRX, and DDR

ii. Green Street (4/20/18) "Small Differences...But For How Long?" Strip Center Sector



## 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

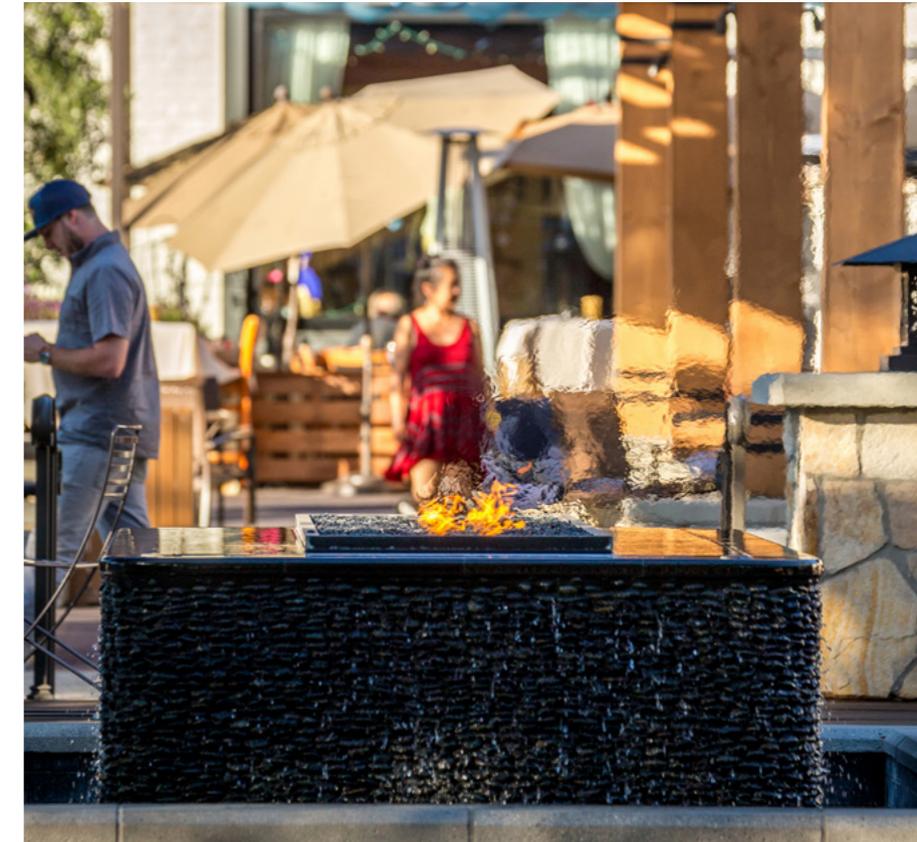
The perfect retail environment is a physical reflection of what makes the surrounding areas unique, while providing optimal walkability and access.

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.



# Significant Embedded Growth Opportunities

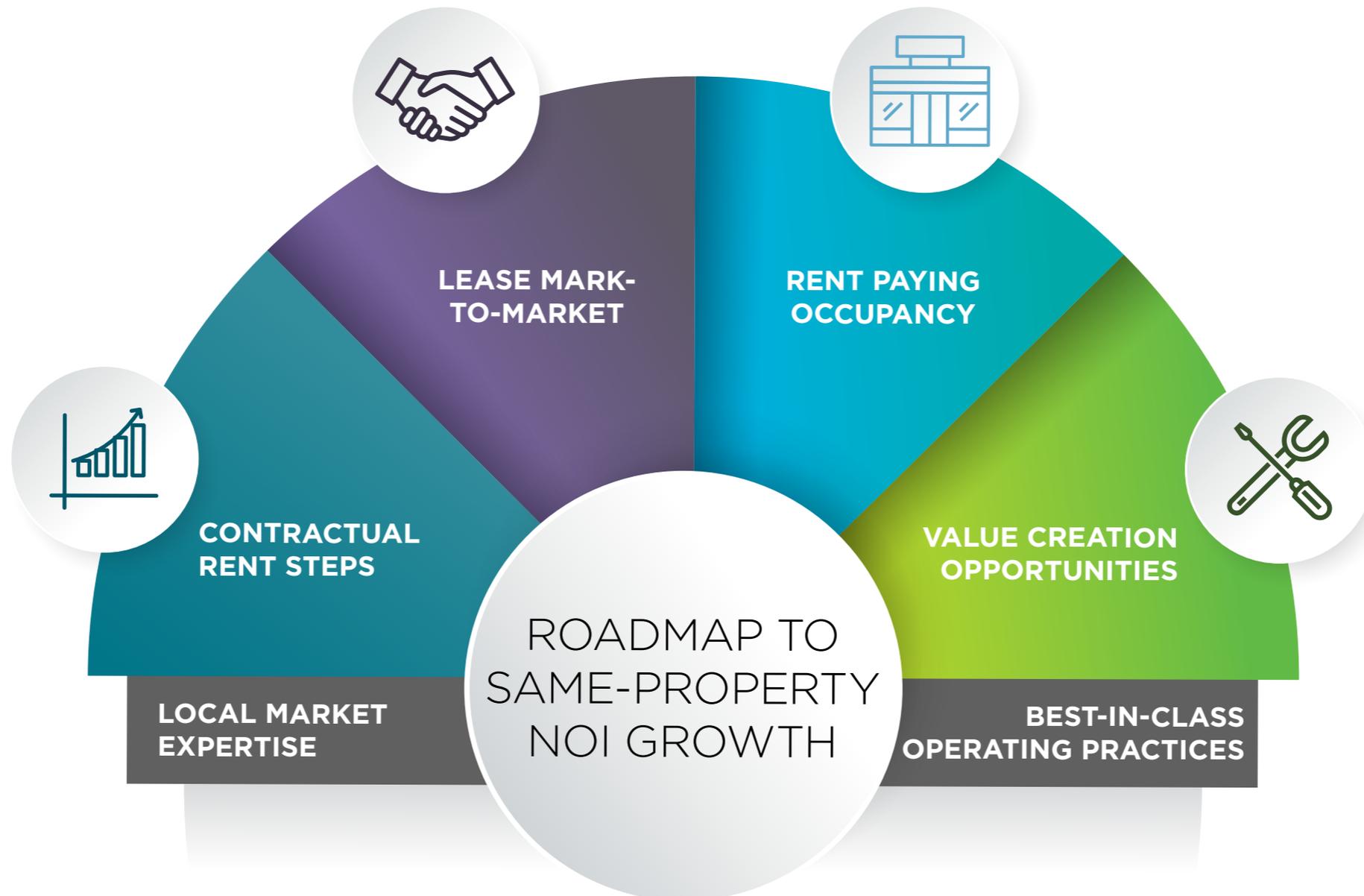
Multiple Levers to Drive Same Property NOI and NAV Growth

- Mark-to-market rent spreads opportunity with 40 anchor lease expirations over next 5 years
- Anchor lease mark-to-market of 40%+ supports goal of 10% rent spreads
- 1% rent spread = 12 bps same property NOI growth

- Current % leased = 95.7%
- Current % commenced = 94.1%
- Converting 20 bps of physical occupancy to rent paying occupancy contributes 25 bps to same property NOI growth

- Improve annual increases with focused leasing
- Current 1.3%
- Target 1.5%

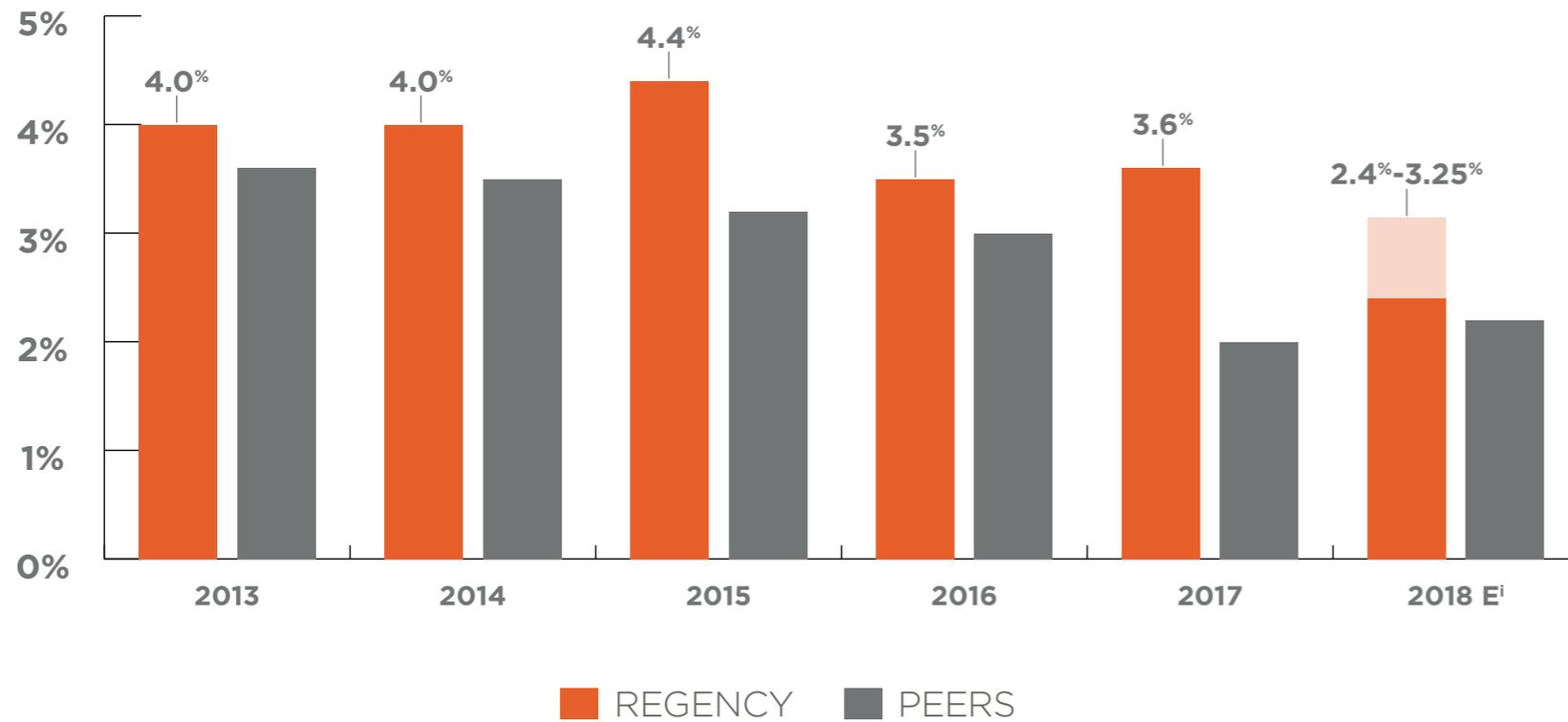
- \$50-\$100mm in annual redevelopment spend at 7%+ ROI contributes 50-100 bps





# Track Record of Sustained Out Performance

Same Property NOI Growth By Year



Irreplaceable portfolio of well-located, high-quality assets anchored by best-in-class tenants driving sector-leading NOI growth.

i. 2018 for peers is average mid-point of peer guidance. Peers are FRT, RPAI, KIM, WRI, BRX, ROIC, and DDR.

## Disciplined Funding Strategy

Free cash flow is the foundation of funding plan

Sale of lower quality/ lower growth assets



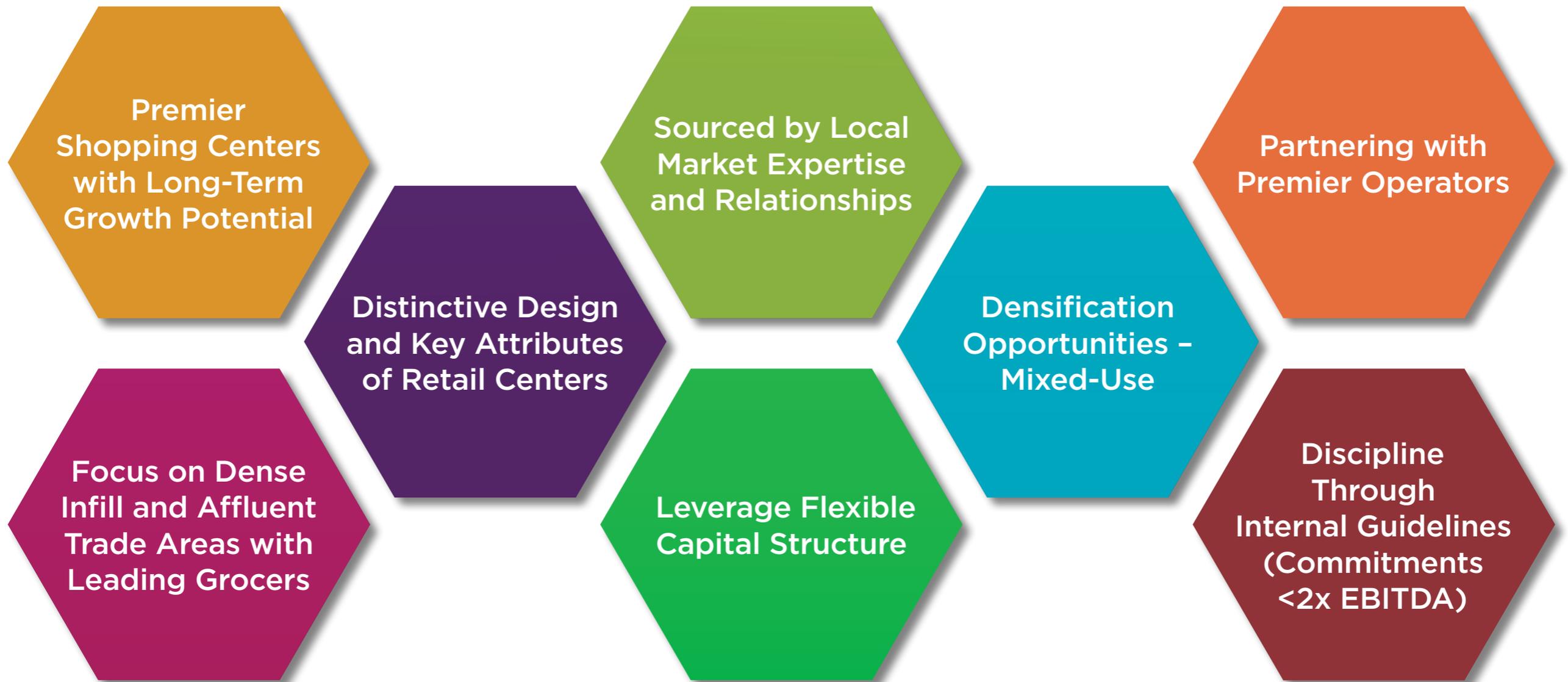
**DEVELOPMENT/  
REDEVELOPMENT**  
Compelling Margins

**Funding Capacity for \$500M of High-Quality Investments**  
**Enhances Portfolio Quality & Preserves Strong Balance Sheet**



**ACQUISITIONS**  
Superior Growth

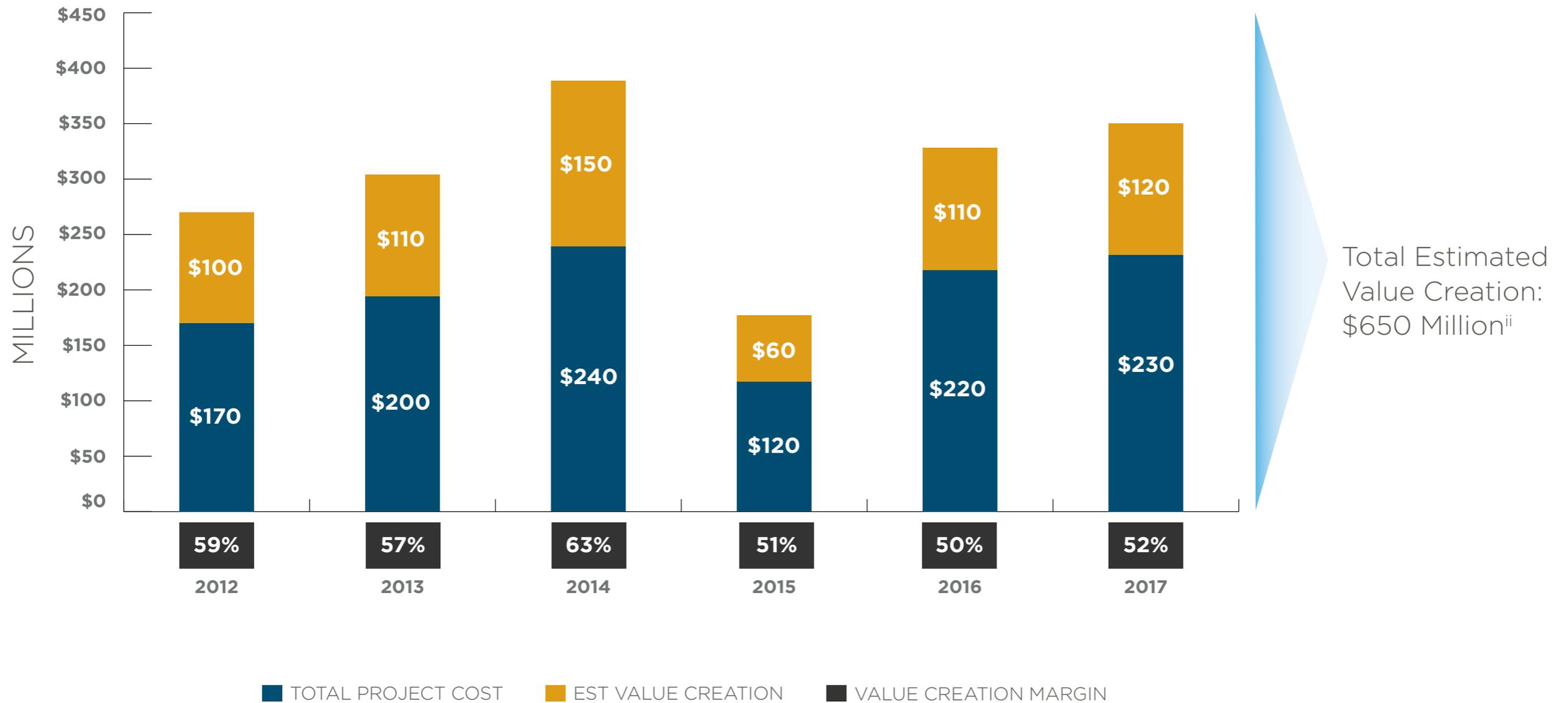
## Disciplined Strategy Leading to Significant Value Creation<sup>i</sup>



<sup>i</sup> Value Creation is the estimated incremental value at completion using underwritten NOI at stabilization valued at a market cap rate less estimated development costs. Commitment threshold of <2x EBITDA at 3/31/2018 was \$1.6B.

## Historical Development and Redevelopment Starts

7.8% Average Return On Investment<sup>i</sup>



i. Represents the ratio of Regency's underwritten NOI at stabilization to total estimated net development costs, before any adjustments for expected JV partner buyouts.

ii. Value Creation is the estimated incremental value at completion using underwritten NOI at stabilization valued at a market cap rate less estimated development costs.

# Astute Capital Allocation

Select In-Process Development & Redevelopment

- Developments
- Redevelopments



**BALLARD BLOCKS II**

Seattle, WA

- 114,000 SF
- 57% Leased
- \$31M/6.3% yield
- \$117K AHHI/219K pop.
- Start Q1-2018



**MELLODY FARM**

Chicago, IL

- 252,000 SF
- 64% leased
- \$103M/6.8% yield
- \$131K AHHI/54K pop.
- Start Q2-2017



**CHIMNEY ROCK**

Metro NY

- 218,000 SF
- 90% leased
- \$71M/6.5% yield
- \$112K AHHI/58K pop.
- Start Q4-2016



**THE FIELD AT  
COMMONWEALTH**

Metro D.C.

- 187,000 SF
- 87% leased
- \$45M/7.5% yield
- \$140K AHHI/85K pop.
- Start Q1-2017



**MIDTOWN EAST**

Raleigh, NC

- 174,000 SF
- 75% Leased
- \$22M/8.0% yield
- \$89K AHHI/87K pop.
- Start Q4-2017



**THE VILLAGE  
AT RIVERSTONE**

Houston, TX

- 165,000 SF
- 87% leased
- \$31M/7.8% yield
- \$157K AHHI/65K pop.
- Start Q4-2016



**MARKET AT  
SPRINGWOODS VILLAGE**

Houston, TX

- 170,000 SF
- 89% leased
- \$14M/9.3% yield
- \$103K AHHI/61K pop.
- Start Q1-2016



**PINECREST PLACE**

Miami, FL

- 70,000 SF
- 75% leased
- \$16M/7.3% yield
- \$133K AHHI/97K pop.
- Start Q1-2017



**PACES FERRY PLAZA**

Atlanta, GA

- 82,000 SF
- 97% leased
- \$15M/9.0% - 10.0% yield
- \$163K AHHI/62K pop.
- Start Q1-2017



**INDIGO SQUARE**

Mt. Pleasant, SC

- 51,000 SF
- 71% Leased
- \$17M/8.3% yield
- \$106K AHHI/44K pop.
- Start Q4-2017

# Regency's **Disciplined** Approach to Development Grows Net Asset Value



**MIDTOWN EAST**  
Raleigh, NC

## OVERVIEW

- Strategically located off a highly trafficked intersection and adjacent to Regency-owned Holly Park shopping center
- 174,000 SF development anchored by best-in-class grocer Wegmans

## STATUS

- 78% leased and committed
- Total pro-rata project costs of \$22M yielding 8.0%
- Stabilization projected for 2020



**MELLODY FARM**  
Chicago, IL

## OVERVIEW

- Located in affluent Lake County, with household income ranked in the top 2% of counties in the United States
- 252,000 SF development with strong anchor lineup including Whole Foods, Nordstrom Rack, REI, and HomeGoods

## STATUS

- 76% leased and committed
- Total project costs of \$103M yielding a 6.8% return on capital
- Stabilization projected for 2019



**BALLARD BLOCKS II**  
Seattle, WA

## OVERVIEW

- Located in the dense urban core of Seattle in a dominant retail node
- 114,000 SF development anchored by specialty grocer PCC Community Markets

## STATUS

- 57% leased and committed
- Total pro-rata project costs of \$31M yielding 6.3% return on capital
- Stabilization projected for 2020

# Regency's National Platform is Positioned to Unlock Meaningful Upside Through **Future Redevelopment**

Future Investment Over 5+ Years: **up to \$1.5B** (Estimated Value Creation of \$600M<sup>i</sup>)



## WESTWOOD COMPLEX

Bethesda, MD

### OVERVIEW

- Situated on 22 acres in one of the most affluent areas in D.C. Metro area
- 467,000 SF outdated center and ancillary buildings anchored by highly productive Giant supermarket

### OPPORTUNITY

- The dated shopping center on an underutilized site provides an unparalleled redevelopment opportunity
- New zoning in place with current entitlement work focused on maximizing value to result in a viable mixed-use development approval
- Will include new grocery-anchored retail, complemented by a mix of additional uses including multifamily and for sale residential, planned in partnership with best-in-class residential developers



## THE ABBOT

Cambridge, MA

### OVERVIEW

- Located in an extremely dense, highly educated trade area with significant daytime populations within close proximity to Harvard University
- Three existing retail and office buildings representing 41,000 SF
- Working closely with the community and focused on preservation of Harvard Square

### OPPORTUNITY

- Unique opportunity to unlock a densification redevelopment which is currently undergoing entitlement
- Regency has made thoughtful modifications to the redevelopment plans to allow for phased construction



## MARKET COMMON CLARENDON

Arlington, VA

### OVERVIEW

- Well located, highly desirable real estate positioned for future value creation
- Only Whole Foods Market in the retail corridor along with other national powerhouse retailers including Apple, and thriving local concepts

### OPPORTUNITY

- Repurpose a former mid-20th century department store building into a self-ecosystem of office, retail and restaurants, located near the entrance of the center
- Additional activation through enhancement of The Loop, an iconic area to include pop-up retail and community areas

i. Value Creation is the estimated incremental value at completion using underwritten NOI at stabilization valued at a market cap rate less estimated development costs.

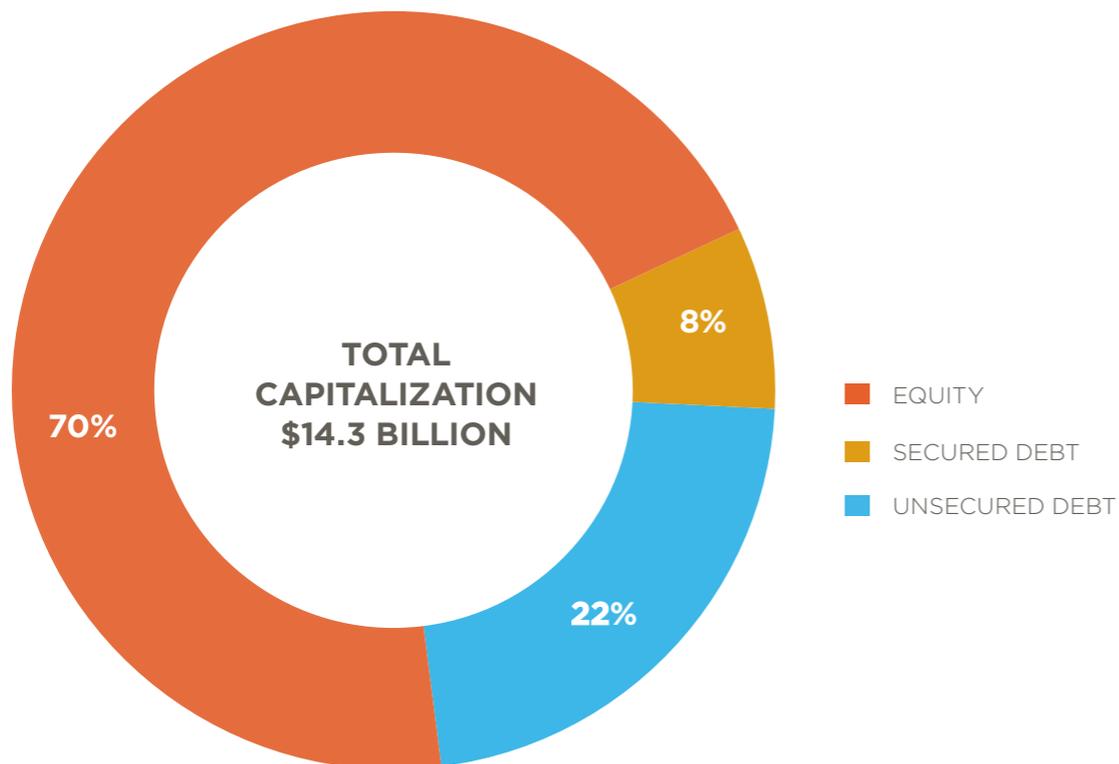
# Conservative Financial Ratios

Sector-leading Balance Sheet Affords Financial Flexibility

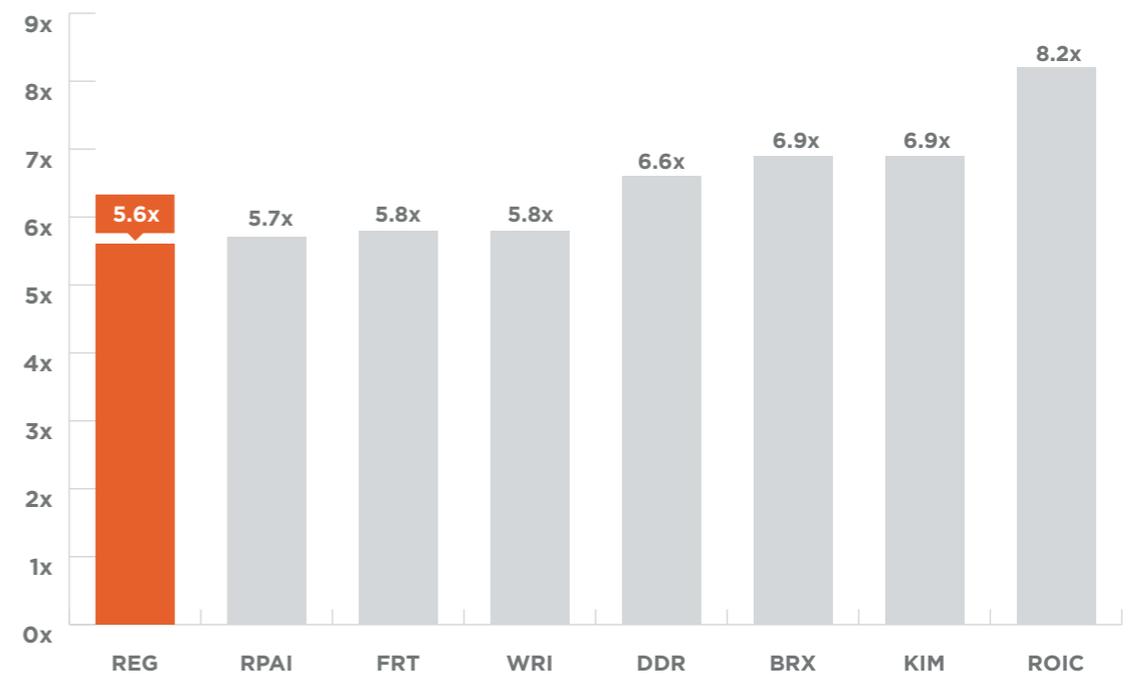


- Well-laddered debt maturity profile with limited near-term maturities
- Substantial liquidity and capacity with \$1.25 billion line of credit
- Large unencumbered asset pool and deep lender relationships
- S&P 500 inclusion enhances liquidity

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



**Net Debt To EBITDA**

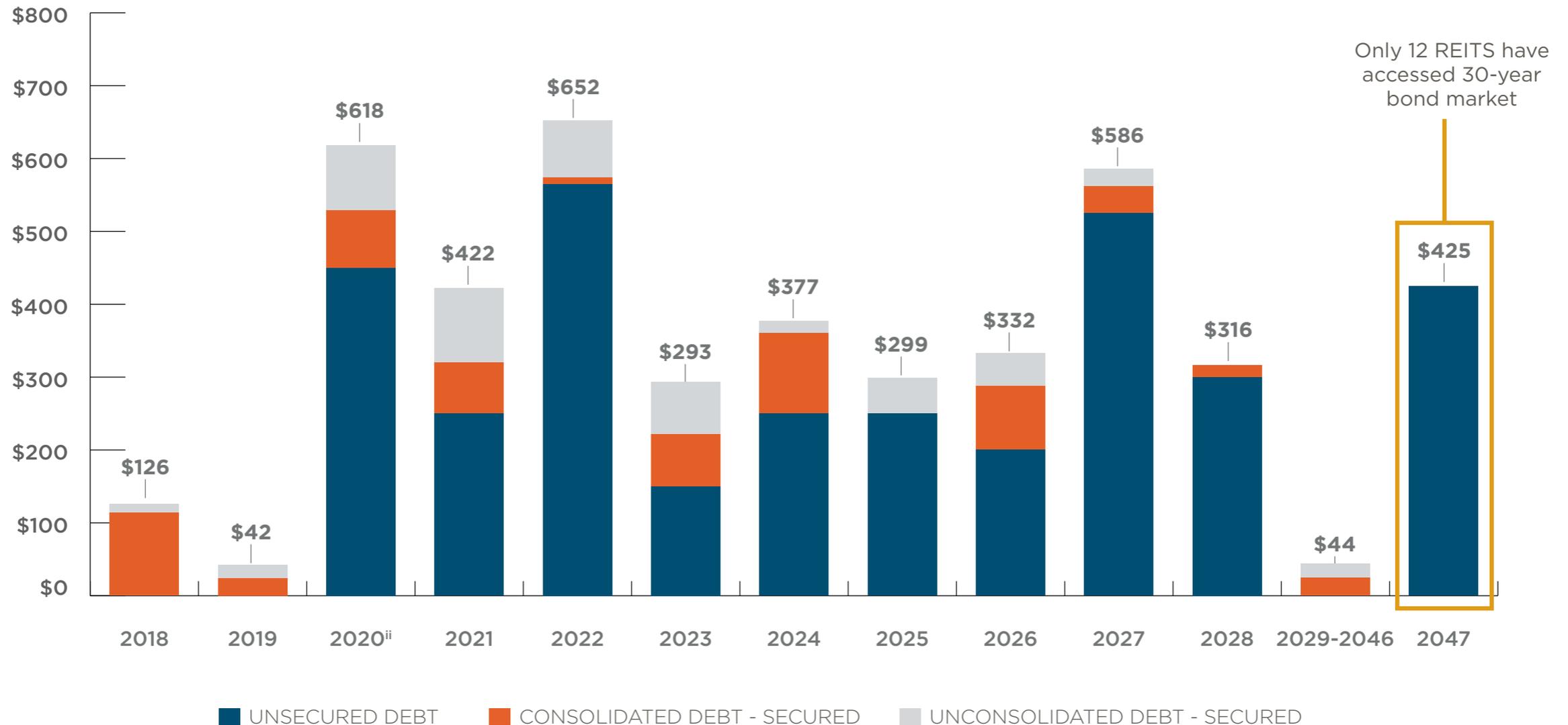


Source: Company filings and Green Street Advisors as of 4/23/18 for peers.

# Well-Laddered Maturity Profile

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

Target: <15% of total debt maturing annually



i. Maturity profile as of 3/31/18.

ii. On April 2, 2018, the company repaid in full its outstanding \$150 million 6% notes due June 2020, including a make-whole premium and accrued interest.

	GRI	OPERF	CaSTRS	USAA	NYCRF	Total
Number of Properties	70	20	7	7	6	<b>110</b>
Total GLA <small>(in Millions)</small>	9.1	2.8	0.7	0.7	1.2	<b>14.5</b>
Pro Rata NOI - Trailing 4Q's <small>(in Millions)</small>	\$68.0	\$11.5	\$3.3	\$2.8	\$5.2	<b>\$90.8</b>
Regency's Ownership	40%	20% - 30%	25%	20%	30%	

- Expands operating platform by leveraging partnership capital
- Generates annual fee income of ~ \$24 million

**We are our people.**

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

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

**We add value.**

**We perform for our investors.**

**We connect to our communities.**

**We do what is right.**

**We are the industry leader.**



# Experienced and Deep Management Team



**Martin E. "Hap" Stein, Jr.**  
*Chairman and Chief Executive Officer*  
**Years of Experience**  
Regency 41 | Industry 41



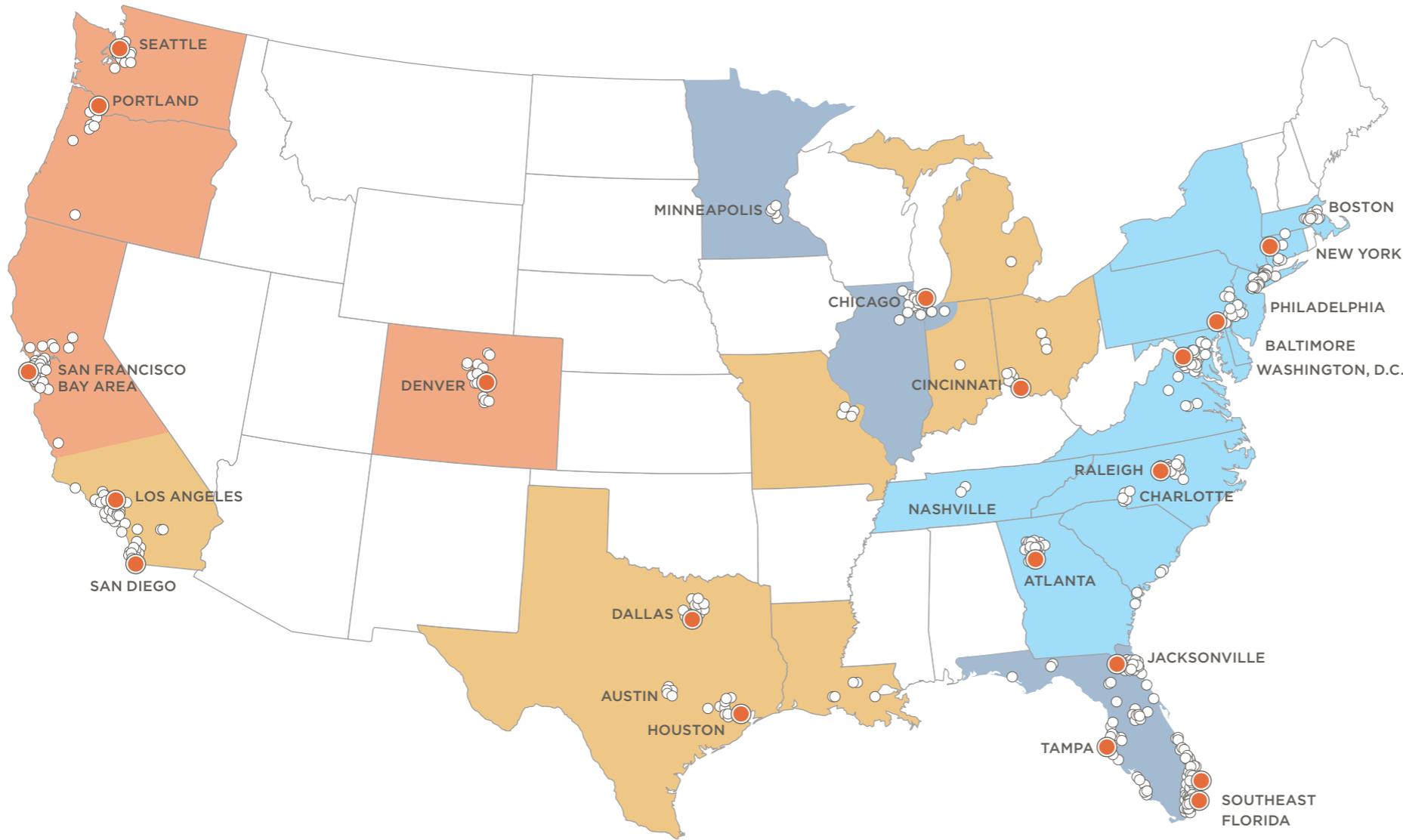
**Lisa Palmer**  
*President and Chief Financial Officer*  
**Years of Experience**  
Regency 21 | Industry 21



**Mac Chandler**  
*Executive Vice President, Investments*  
**Years of Experience**  
Regency 18 | Industry 26



**Jim Thompson**  
*Executive Vice President, Operations*  
**Years of Experience**  
Regency 36 | Industry 36



**Alan Roth**  
*Managing Director*  
**Years of Experience**  
Regency 20 | Industry 21



**Nick Wibbenmeyer**  
*Managing Director*  
**Years of Experience**  
Regency 13 | Industry 15



**John Delatour**  
*Managing Director*  
**Years of Experience**  
Regency 21 | Industry 35



**Craig Ramey**  
*Managing Director*  
**Years of Experience**  
Regency 20 | Industry 31



**Mike Mas**  
*Managing Director, Finance*  
**Years of Experience**  
Regency 15 | Industry 15

## ENVIRONMENTAL



Regency is committed to sustainability through reduced energy consumption, water use, greenhouse gas emissions and waste.

- Received GRESB Green Star accolade for three consecutive years
- First U.S. REIT to issue a Green Bond
- Implementation of Regency Green Building Standards applied to all development and redevelopment projects
- Continued energy efficiency implementation to further reduce energy consumption
- Expanded solar energy program offering solar power at shopping centers

## SOCIAL

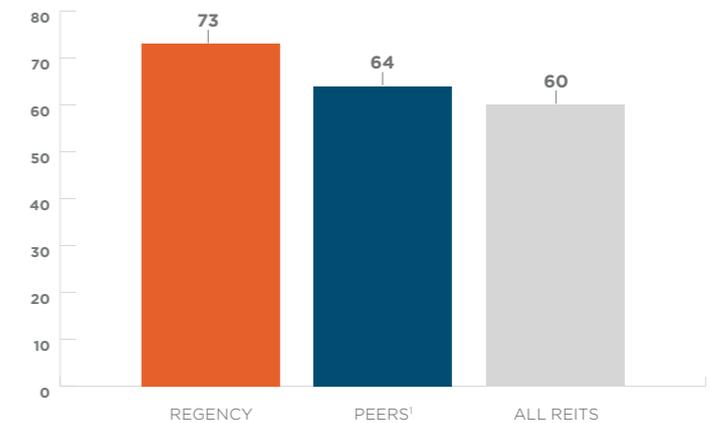


Regency is committed to maintaining a strong culture that successfully attracts, retains and engages talented people who contribute to the communities where we work and operate.

- Dedicated to fair compensation, fostering a dynamic and balanced work environment and providing employees developmental opportunities
- Commitment to providing award-winning and best-in-class benefits
- Committed to contributing to the betterment of our communities through volunteer involvement as well as monetary contributions, which are matched by Regency

## GOVERNANCE

Green Street Corporate Governance Score<sup>i</sup>



Regency maintains best-in-class corporate governance practices to promote long-term value creation for our stakeholders, a strong culture of business ethics and compliance, and transparency in our reporting.

- Received the highest ISS score of 1 (on a scale of 1 to 5) versus the peer average of 5
- Adopted majority voting
- Adopted an executive compensation clawback policy
- Increased Board gender diversity to 27%
- Independent directors represent 82%
- Adopted a proxy access right for shareholders

i. Green Street Advisors; Peers are BRX, DDR, FRT, KIM, ROIC, RPAI, and WRI

# 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.