



## | INVESTOR UPDATE |

Fourth Quarter 2017 Update

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# Forward-Looking Statements

This presentation contains “forward-looking statements” within the meaning of the safe harbor from civil liability provided for such statements by the Private Securities Litigation Reform Act of 1995 (set forth in Section 27A of the Securities Act of 1933, as amended, or the Securities Act, and Section 21E of the Securities Exchange Act of 1934, as amended, or the Exchange Act). Forward-looking statements involve numerous risks and uncertainties and you should not rely on them as predictions of future events. Forward-looking statements depend on assumptions, data or methods which may be incorrect or imprecise and we may not be able to realize them. We do not guarantee that the transactions and events described will happen as described (or that they will happen at all). You can identify forward-looking statements by the use of forward-looking terminology such as “believes,” “expects,” “may,” “should,” “intends,” “plans,” “estimates,” “continue” or “anticipates” and variations of such words or similar expressions or the negative of such words. You can also identify forward-looking statements by discussions of strategies, vision, plans or intentions. Risks, uncertainties and changes in the following factors, among others, could cause actual results and future events to differ materially from those set forth or contemplated in the forward-looking statements:

- economic, business and financial conditions, and changes in our industry and changes in the real estate markets in particular;
- economic and other developments in markets where we have a high concentration of properties;
- our business strategy;
- our projected operating results;
- rental rates and/or vacancy rates;
- frequency and magnitude of defaults on, early terminations of or non-renewal of leases by tenants;
- bankruptcy or insolvency of a major tenant or a significant number of smaller tenants;
- interest rates or operating costs;
- real estate and zoning laws and changes in real property tax rates;
- real estate valuations;
- our leverage;
- our ability to generate sufficient cash flows to service our outstanding indebtedness and make distributions to our shareholders;
- our ability to obtain necessary outside financing;
- the availability, terms and deployment of capital;
- general volatility of the capital and credit markets and the market price of our Class A common stock;
- risks generally associated with real estate acquisitions and dispositions, including our ability to identify and pursue acquisition and disposition opportunities;
- risks generally associated with redevelopment, including the impact of construction delays and cost overruns, our ability to lease redeveloped space and our ability to identify and pursue redevelopment opportunities;
- composition of members of our senior management team;
- our ability to attract and retain qualified personnel;
- our ability to continue to qualify as a real estate investment trust (REIT);
- governmental regulations, tax laws and rates and similar matters;
- our compliance with laws, rules and regulations;
- environmental uncertainties and exposure to natural disasters;
- insurance coverage;
- the likelihood or actual occurrence of terrorist attacks in the U.S.; and
- other risk factors, including those detailed in the section titled “Risk Factors” of our most recent Form 10-K and Form 10-Q filed with the SEC.

You should not place undue reliance on any forward-looking statements, which are based only on information currently available to us (or to third parties making the forward-looking statements). We undertake no obligation to publicly release any revisions to such forward-looking statements to reflect events or circumstances after the date of this presentation, except as required by applicable law.

**All information is presented on a consolidated basis and is as of December 31, 2017, unless otherwise noted**

**All 2013 information is presented on a consolidated basis, including our pro rata share of unconsolidated joint ventures, and is as of March 31, 2013, unless otherwise noted**

**All demographic information is sourced from The Nielsen Company, unless otherwise noted**

**All 2013 peer metric information is sourced from company filings as of March 31, 2013, unless otherwise noted**

**All current peer metric information is sourced from company filings as of December 31, 2017 unless otherwise noted**

# Our Strategy

To generate long-term shareholder value through the ownership, operation and mixed-use redevelopment of high-quality, multi-tenant retail assets in our geographically-focused portfolio

## GROW

earnings organically through leasing, redevelopment, and prudent cost management

## CREATE

long-term shareholder value through a highly concentrated portfolio of Class A assets and accretive redevelopment projects



## MAINTAIN

investment grade balance sheet flexibility and low leverage in order to remain nimble, yet disciplined, when allocating capital

## INVEST

in the right real estate and in our platform through an intense focus on talent development – these are the foundations of our strategy

# Our Performance

	2017 Results	2018 Guidance <sup>1</sup>
Net Income Attributable to Common Shareholders	\$1.03	\$0.36 to \$0.40
Operating FFO/Share	\$1.06	\$0.98 to \$1.02
Same Store NOI Growth	2.0%	2.0% to 3.0%
General & Administrative Expense	\$40.7 million	\$40 to \$43 million
Disposition Activity	\$917.8 million	+/- \$200 million
Acquisition Activity	\$202.9 million	\$50 to \$150 million
Share Repurchase Activity	\$227.1 million	N/A
Blended Comparable Re-Leasing Spreads	10.1%	N/A
Leasing Volume	510 leases representing 2,715,000 square feet	N/A
Retail Leased Rate	94.9%	N/A
Retail ABR PSF	\$18.72	N/A

Guidance bridge – 2017 to 2018 <sup>1</sup>		
2017 Operating FFO/Share	<u>Low</u> \$1.06	<u>High</u> \$1.06
2017 net retail investment activity	(0.12)	(0.12)
2018 net retail investment activity <sup>2</sup>	(0.04)	(0.025)
Schaumburg Towers	0.015	0.015
<b>Subtotal</b>	<b>\$0.915</b>	<b>\$0.93</b>
Same store NOI growth	0.025	0.04
Redevelopment assets <sup>3</sup>	(0.005)	(0.005)
Interest expense <sup>2</sup>	0.02	0.015
General & administrative expenses	(0.005)	0.01
Lease termination fee income <sup>4</sup>	(0.005)	(0.005)
Non-cash items <sup>5</sup>	(0.005)	(0.005)
Preferred stock dividends	0.04	0.04
<b>2018 estimated Operating FFO/Share</b>	<b>\$0.98</b>	<b>\$1.02</b>



NYSE:RPAI

TOTAL CAPITALIZATION

**\$4.7B<sup>1</sup>**

INVESTMENT GRADE

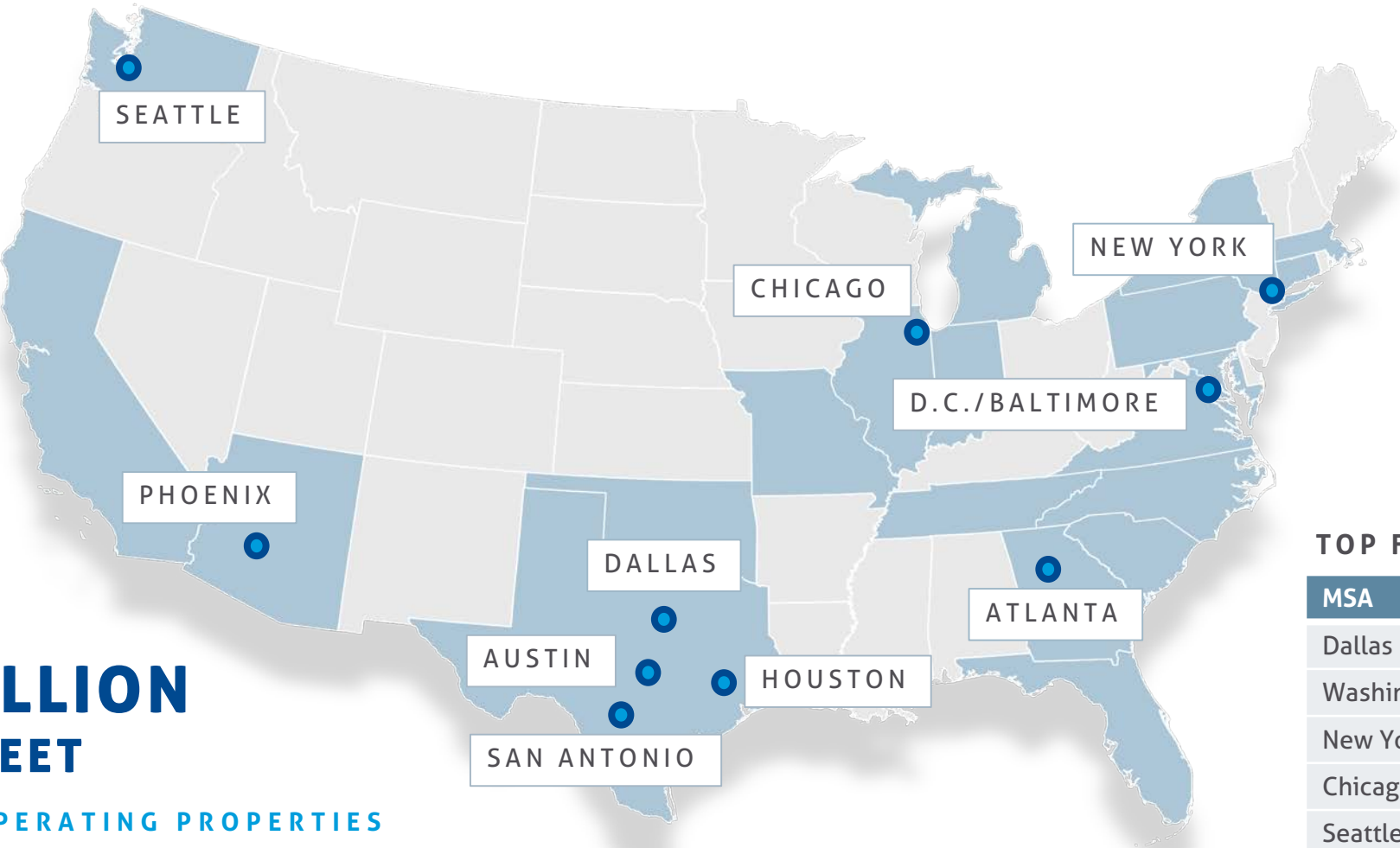
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S & P

Moody's

# Geographically Focused Portfolio

NEARLY 85% OF OUR MULTI-TENANT ABR IS IN THE TOP 25 MSAs<sup>1</sup>



**20.3 MILLION  
SQUARE FEET**

112 RETAIL OPERATING PROPERTIES

TOP FIVE MARKETS (RANK BY ABR<sup>2</sup>)

MSA	% of ABR
Dallas	24.0%
Washington, D.C./Baltimore	13.4%
New York (metro)	10.2%
Chicago	8.1%
Seattle	6.0%



# Real Estate Driven - Evolving Multi-Tenant Retail Asset Mix



## NEIGHBORHOOD/ COMMUNITY CENTERS

Avg. Household Income	\$96,000
Population	124,000
Est. Population Growth	5.6%

*3-mile radius*



## POWER CENTERS

Avg. Household Income	\$96,000
Population	174,000
Est. Population Growth	6.3%

*5-mile radius*



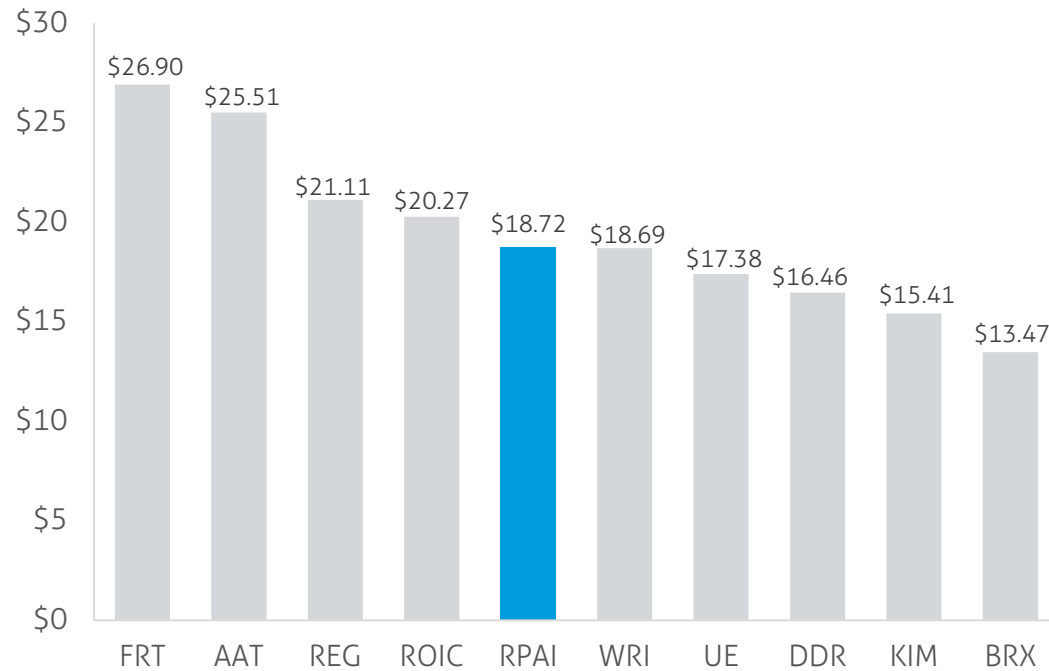
## LIFESTYLE CENTERS/ MIXED-USE PROPERTIES

Avg. Household Income	\$125,000
Population	411,000
Est. Population Growth	6.1%

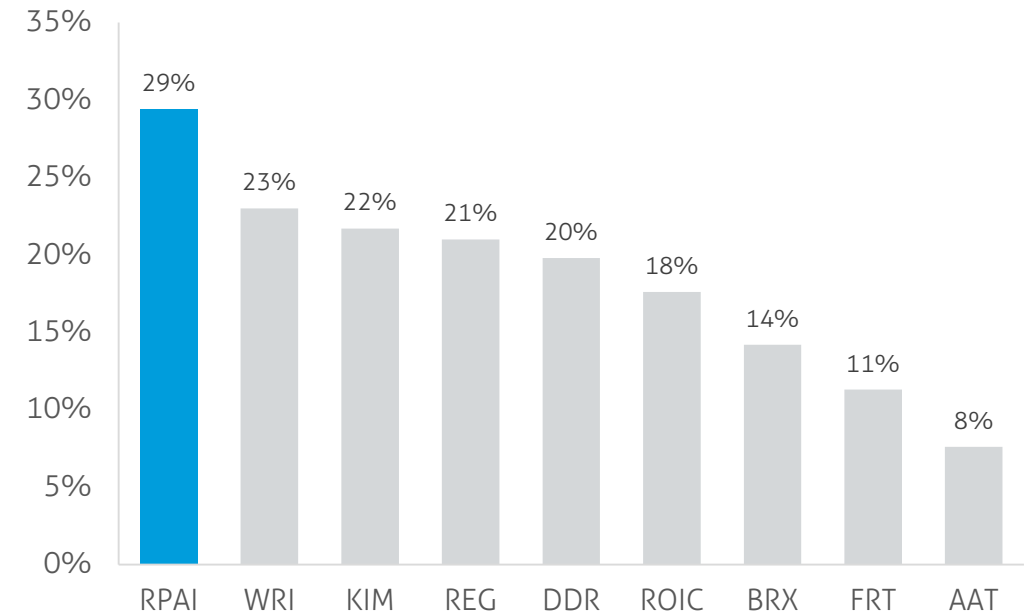
*5-mile radius*


Asset mix based on ABR

# Peer Comparison | Our High Quality Portfolio



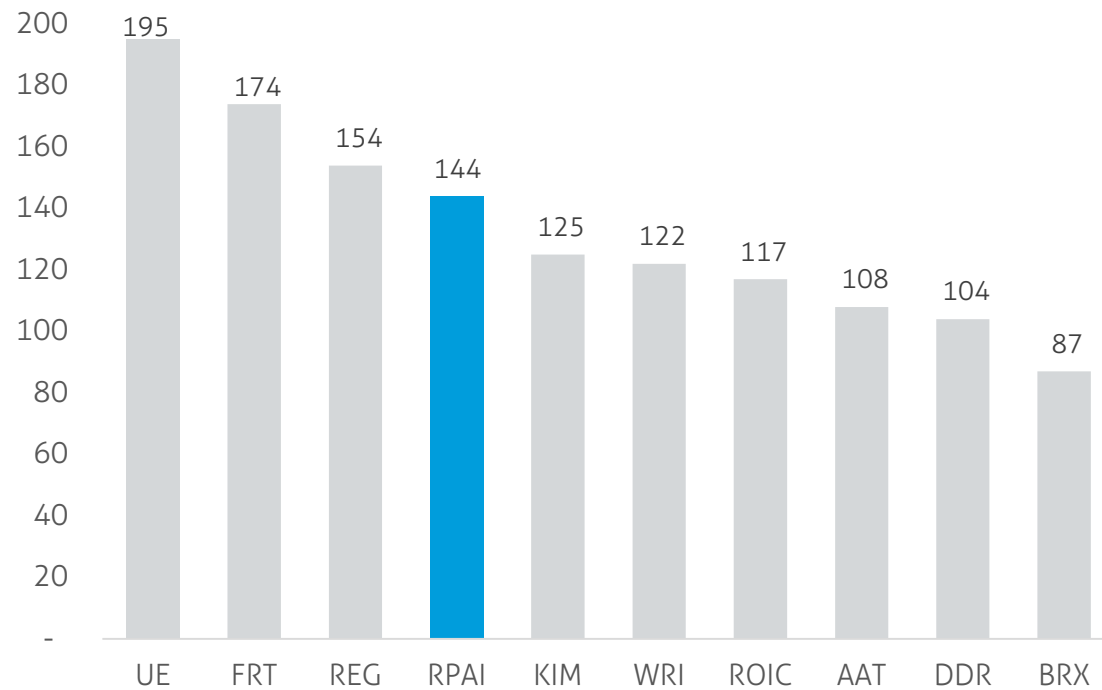
 RETAIL ABR PSF



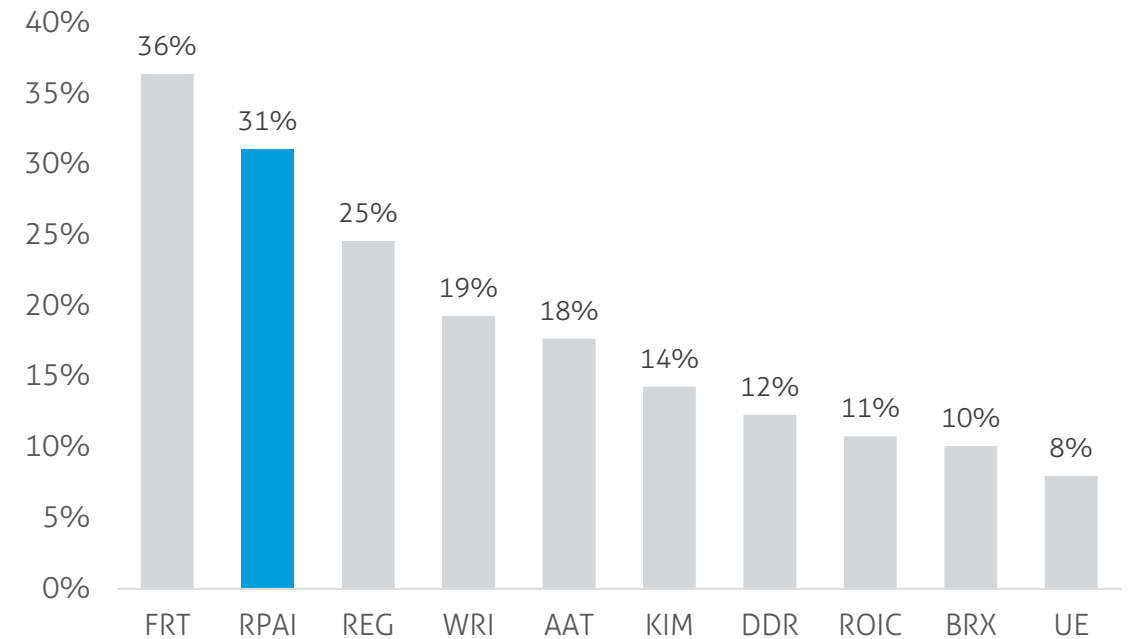
 RETAIL ABR PSF - % GROWTH (2013-2017)



# Peer Comparison | Our Dominant Locations

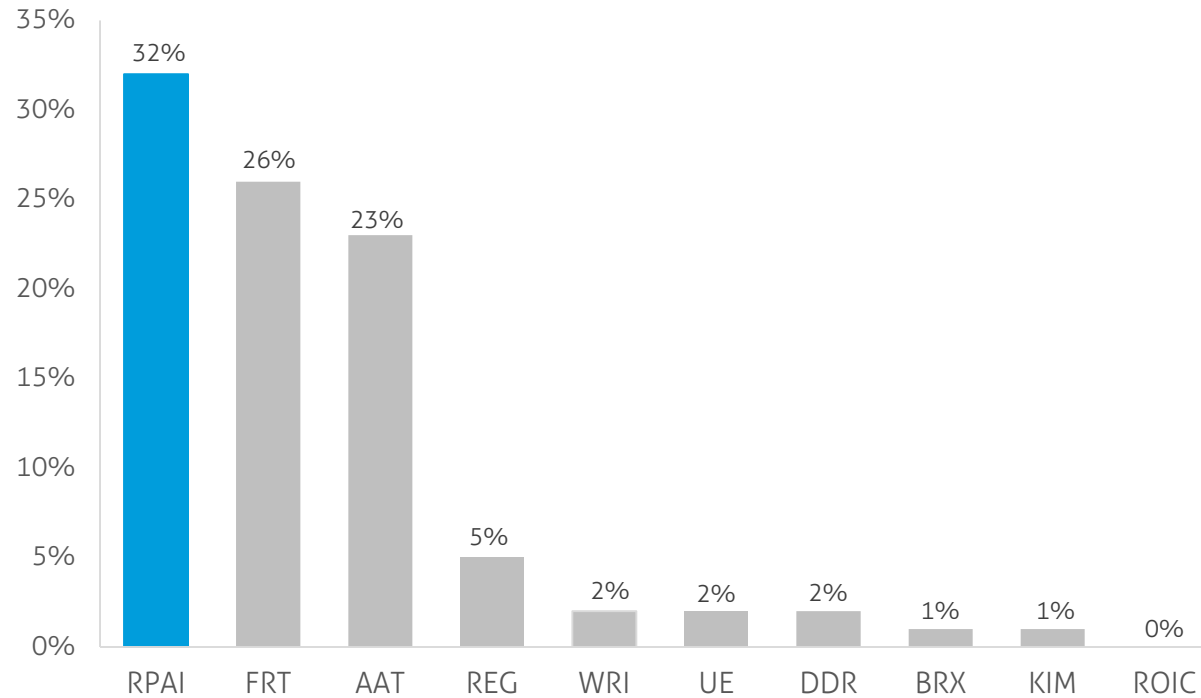


 RETAIL – THREE MILE POPULATION<sup>1</sup>  
(IN THOUSANDS)



 SUPERZIP - % OF VALUE<sup>2</sup>

# Peer Comparison | Portfolio Composition



 % VALUE IN LIFESTYLE/STREET RETAIL<sup>1</sup>

We believe that our mixed-use / lifestyle portfolio will produce outsized value creation over the long term through active asset management and redevelopment

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**\$510** LIFESTYLE SALES (PSF)<sup>2</sup>

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**9.0%** OCCUPANCY COSTS<sup>2</sup>

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# Tenant Profile & Anchor Strength

## Top Retail Tenants

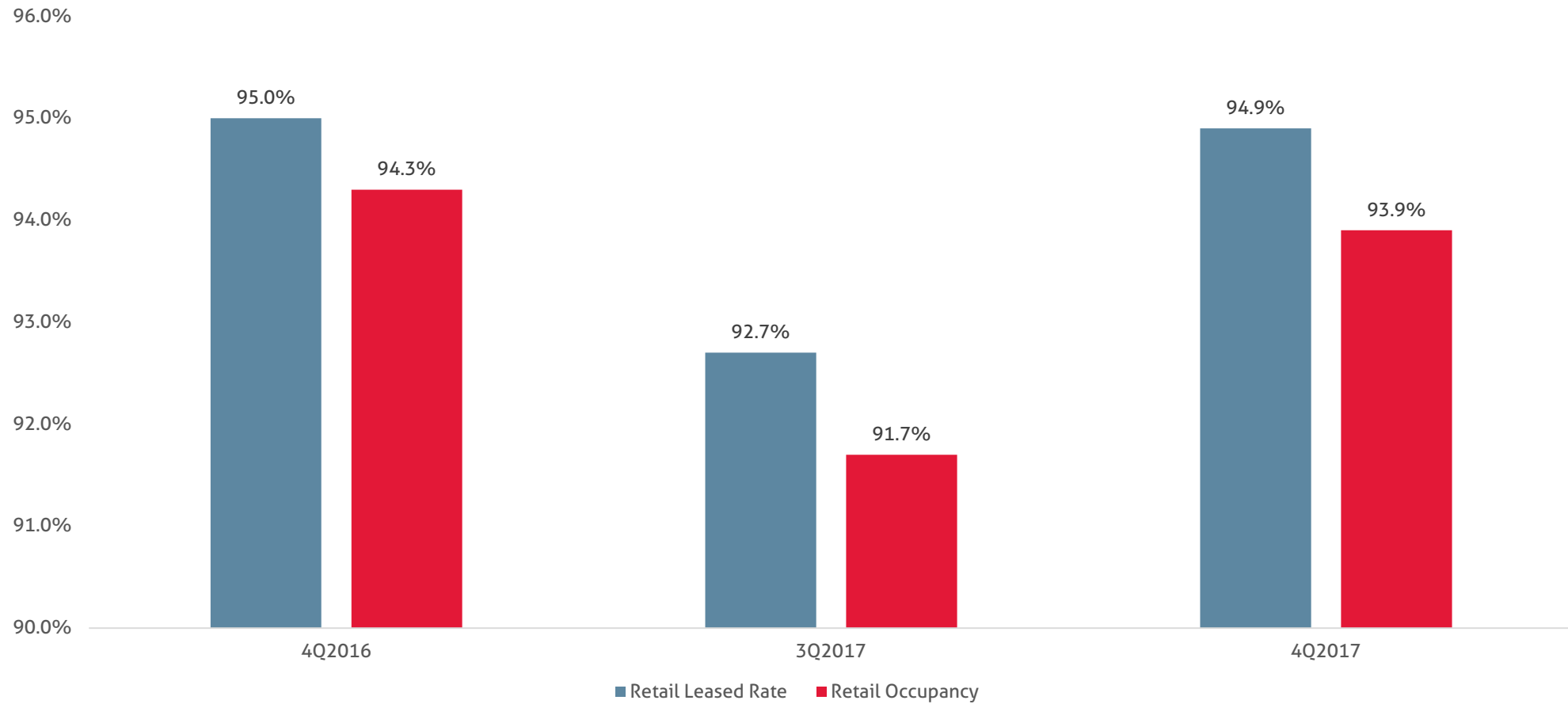
	% of Retail ABR	% of Retail Occupied GLA	Moody's / S&P Credit Rating
Best Buy Co., Inc.	2.8%	3.2%	Baa1/BBB-
The TJX Companies, Inc.	2.1%	3.8%	A2/A+
Bed Bath & Beyond Inc.	2.0%	2.7%	Baa2/BBB
Regal Entertainment Group	1.9%	1.2%	B1/BB-
Ross Stores, Inc.	1.9%	3.1%	A3/A-
PetSmart, Inc.	1.7%	2.0%	B2/CCC+
AB Acquisition LLC	1.7%	2.4%	NR/NR
Michaels Stores, Inc.	1.5%	2.1%	Ba2/BB-
Ascena Retail Group, Inc.	1.3%	1.1%	Ba3/B+
BJ's Wholesale Club, Inc.	1.3%	1.3%	B3/NR

## Compelling Grocer Profile



# Occupancy Upside

Our goal is to increase our retail occupancy rate to approximately 95% by the end of 2018



# Tenant Considerations

## Backfill Opportunities = Value Creation



### Four locations, 128,000 square feet<sup>1</sup>

- Mark to market opportunity of +30%
- Expect to be open and paying rent completely by the beginning of 2019
- Re-leased three locations with a +40.0% lease spread



### Eight locations, 364,000 square feet

- Expect to be open and paying rent completely by early 2019
- Six locations have signed leases



### One location, 62,000 square feet

- Expect to be open and paying rent by the end of 2018
- Signed one lease to backfill approximately half of the space



### One location, 21,000 square feet

- Signed lease with a mark to market of +30%
- Expect to be open and paying rent by the end of 2018

## Zero Tenant Exposure

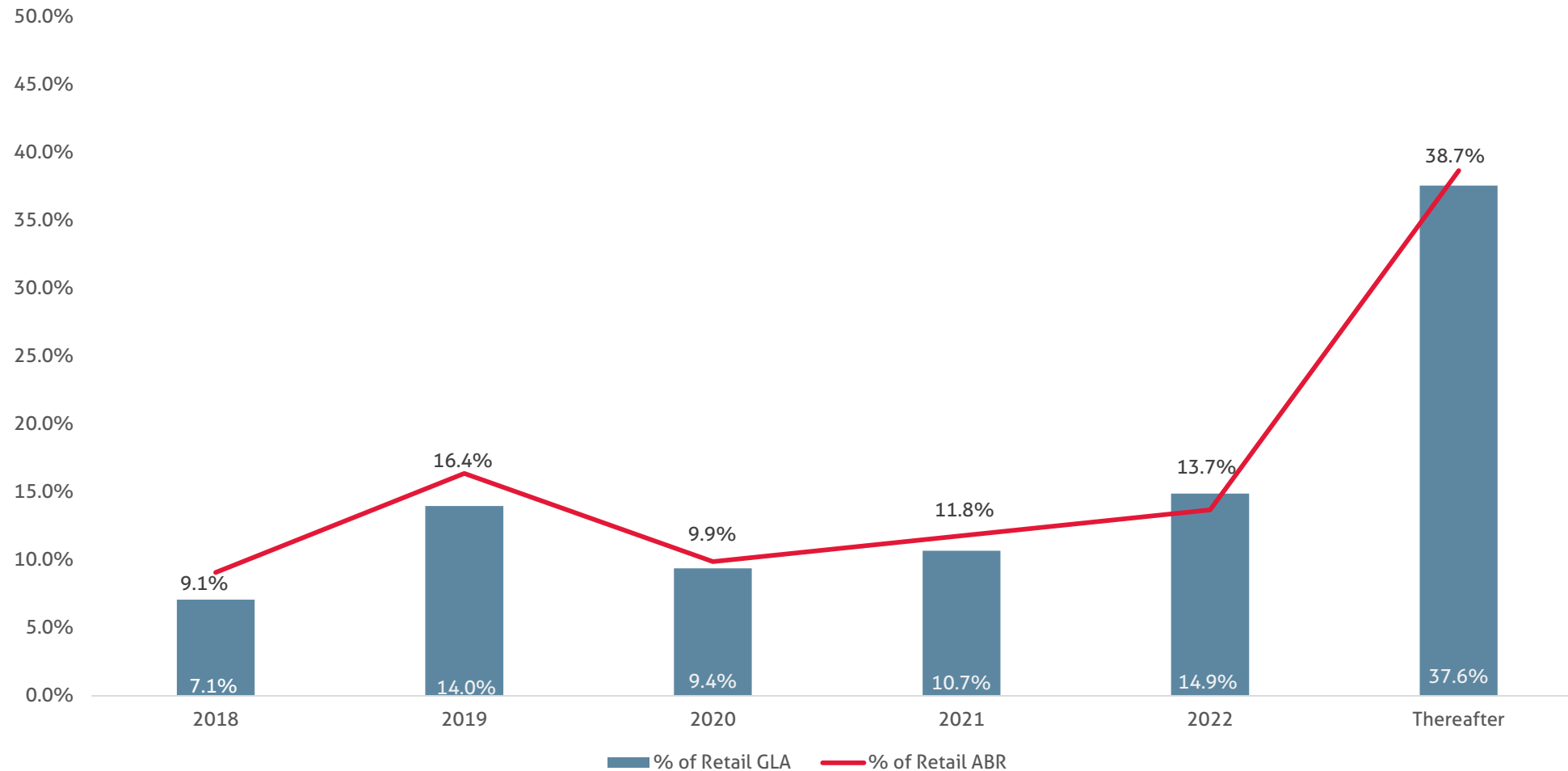
**SEARS** BCBG JCPenney

THE LIMITED *wet seal*



★macy's<sup>2</sup> **BON•TON kmart**

# Manageable Retail Lease Expiration Profile<sup>1</sup>





A blurred background image of a business meeting. Several people are seated at a long table, working with papers and laptops. The image is overlaid with a semi-transparent blue filter. The text 'COMPANY TRANSFORMATION' is centered in white, with a red horizontal line above it and a blue horizontal line below it.

# COMPANY TRANSFORMATION



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**“The heavy lifting of our company transformation is complete and we are now at a turning point in RPAI’s life cycle. It’s time to ‘make the turn’ and focus inward on growth opportunities to drive long term value for our shareholders.”**

*- Steve Grimes, President and CEO - Fourth Quarter 2017 Earnings Conference Call*



# Capital Recycling is a Balancing Act

2013 - 2017<sup>1</sup>



# Portfolio Refinement

2013 - 2017

	DISPOSITIONS <sup>1</sup>	ACQUISITIONS <sup>1</sup>	% DIFFERENCE
# OF PROPERTIES	146	32	-
VALUE	\$2.5 billion	\$1.6 billion	-
GLA	16.1 msf	5.0 msf	-
AVG. ASSET VALUE	\$28 million	\$71 million	154% ↑
ABR PSF	\$13.40	\$23.95	79% ↑
POPULATION (3-MILE)	64,000	232,000	263% ↑
AVG. HH INCOME (3-MILE)	\$73,000	\$112,000	53% ↑
POPULATION (5-MILE)	144,000	474,000	229% ↑
AVG. HH INCOME (5-MILE)	\$74,000	\$112,000	51% ↑

# Portfolio Transformation

	Quality Metrics	
	2013	2017
Retail ABR PSF	\$14.46	\$18.72
3-mile Population <sup>1</sup>	77K	135K
3-mile Average HH Income <sup>1</sup>	\$80K	\$104K
SuperZips <sup>2</sup>	12%	31%
Lifestyle Inline Sales PSF <sup>3</sup>	\$445	\$510

	Growth Metrics	
	2013	2017
% Small Shop Based on Retail ABR	38%	48%
Blended Re-leasing Spreads <sup>4</sup>	5.6%	10.1%
Expense Recovery Margin <sup>5</sup>	66%	74%
Contractual Rent Increases <sup>1</sup>	65 bps	100 bps
Annual Development Spend (% of Capex)	0%	15%



# Balance Sheet Transformation

	2013	2017
Net Debt To Adjusted EBITDA <sup>1</sup>	6.7x	5.5x
Fixed Charge Coverage Ratio <sup>2</sup>	1.9x	3.5x
Secured Debt to Total Assets <sup>3</sup>	31.9%	5.6%
Unencumbered NOI <sup>4</sup>	31%	85%

	2013	2017
Investment Grade Ratings	none	BBB-/Baa3
Weighted Average Remaining Term	4.7 years	5.1 years
Weighted Average Interest Rate	5.48%	3.83%
# of Properties With Secured Mortgages	171	15



# RECENT ACQUISITIONS

# Retail Real Estate is Bifurcating

RPAI's repositioning strategy focuses on the "bookends" of the three available real estate products. While each asset type is not mutually exclusive, we believe that the best real estate densifies over time

"Consumers must buy"



## Convenience & Density

- High density
- Strong barriers to entry
- Superior access and exposure
- Strong daytime population
- Lower dwell times
- Transit oriented

## Commodity

- Outdated store spacing model
- Weak relative demographic profiles
- Markedly lower pricing power

"Consumers want to buy"



## Experiential

- Affluent demographics
- Live, work, shop, play
- Strong daytime population
- Highly educated
- Higher dwell times



# One Loudoun Downtown

Washington, D.C.  
MSA

- One Loudoun Downtown represents the retail centerpiece of One Loudoun, a 360-acre, mixed-use master planned community that is entitled for residential, hospitality, retail and office uses
- Located in Ashburn, Virginia, and situated within a “super-zip,” one of the most affluent and well-educated zip codes in the country
- Anchored by Alamo Drafthouse Cinema, Great Gatherings and The Fitness Equation, the center contains a strong mix of fast casual and sit down restaurants, including matchbox and Uncle Julio’s

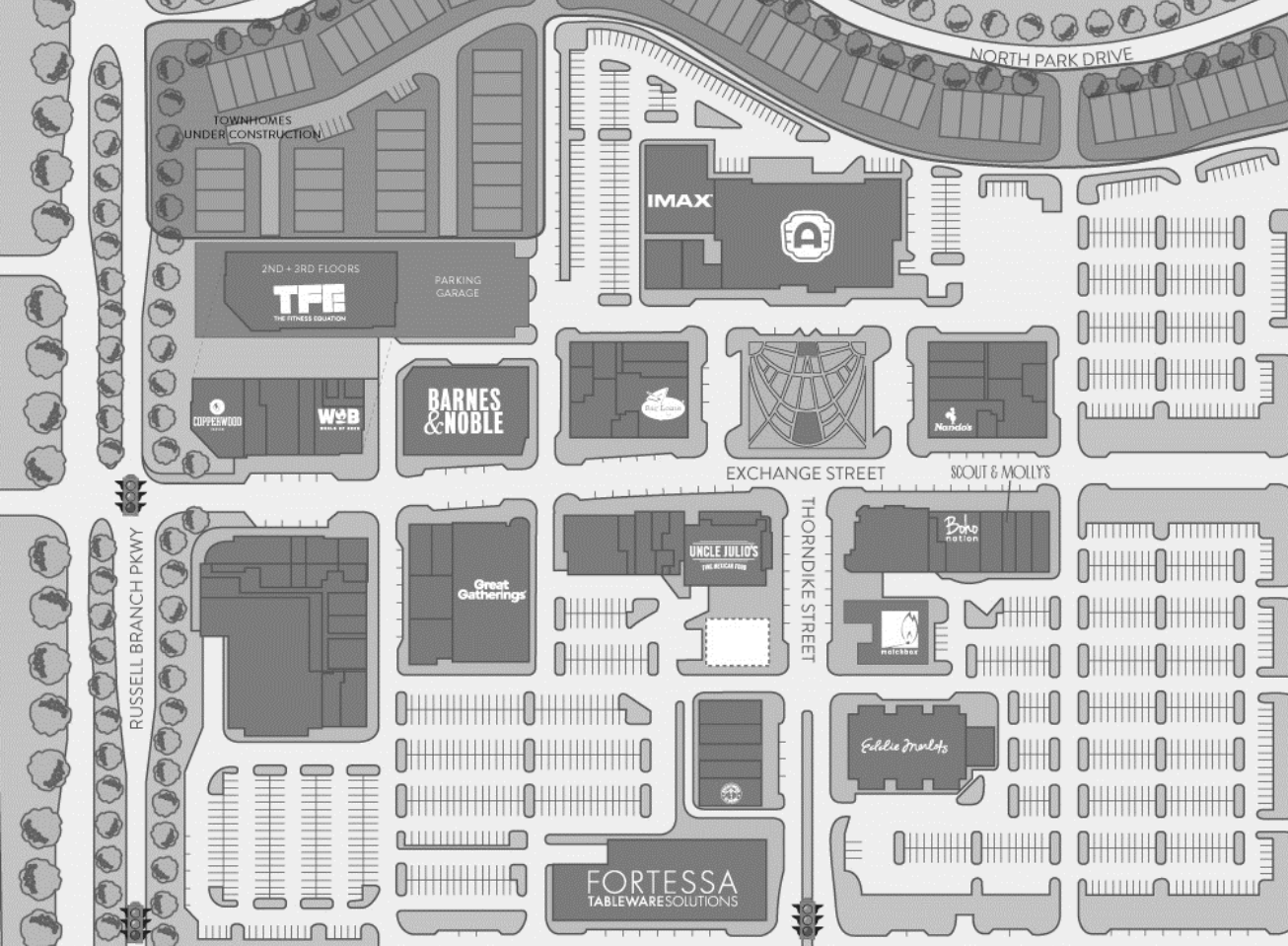
## DEMOGRAPHICS

*5-mile radius*

Avg. Household Income	\$153,000
Population	186,000
Est. Population Growth (2017-2022)	9.6%

## PROPERTY OVERVIEW

Retail GLA/Office GLA	285,000 sf/179,000 sf
ABR PSF	\$25.84
Occupancy	79.8%



# One Loudoun Downtown

## REAL ESTATE | Experiential & High Discretionary Spend

- High educational attainment in 3-mile trade area: 59% of population has a bachelor's degree or higher
- Significant discretionary spending ability
- Entitlement barriers
- Excellent access and exposure

## OPPORTUNITIES

- Occupancy upside: currently 79.8% occupied, 89.4% leased
- Optimize merchandising mix and sales productivity: recapture grocer and re-lease to higher quality grocer concept
- Potential future densification – rights for 408 residential units and six vacant parcels that have been identified for future development of up to 182,000 square feet of commercial GLA
- Currently under contract to sell the rights to develop 30 residential units for \$6.8 million

# Main Street Promenade

Chicago  
MSA



- Located in the heart of Downtown Naperville which is just 30 miles from Chicago and is the destination of choice for shopping, dining and relaxation with over 100 national and boutique stores, 40 national and local restaurants and 300 businesses, epitomizing the work, shop, play lifestyle
- Main Street Promenade is the largest and most prominent development in Downtown Naperville and features some of the most highly recognized retailers, including Hugo's Frog Bar and Fish House, Soft Surroundings, White House Black Market and Sur la Table
- Situated within a "super-zip," one of the most affluent and well-educated zip codes in the country

## DEMOGRAPHICS

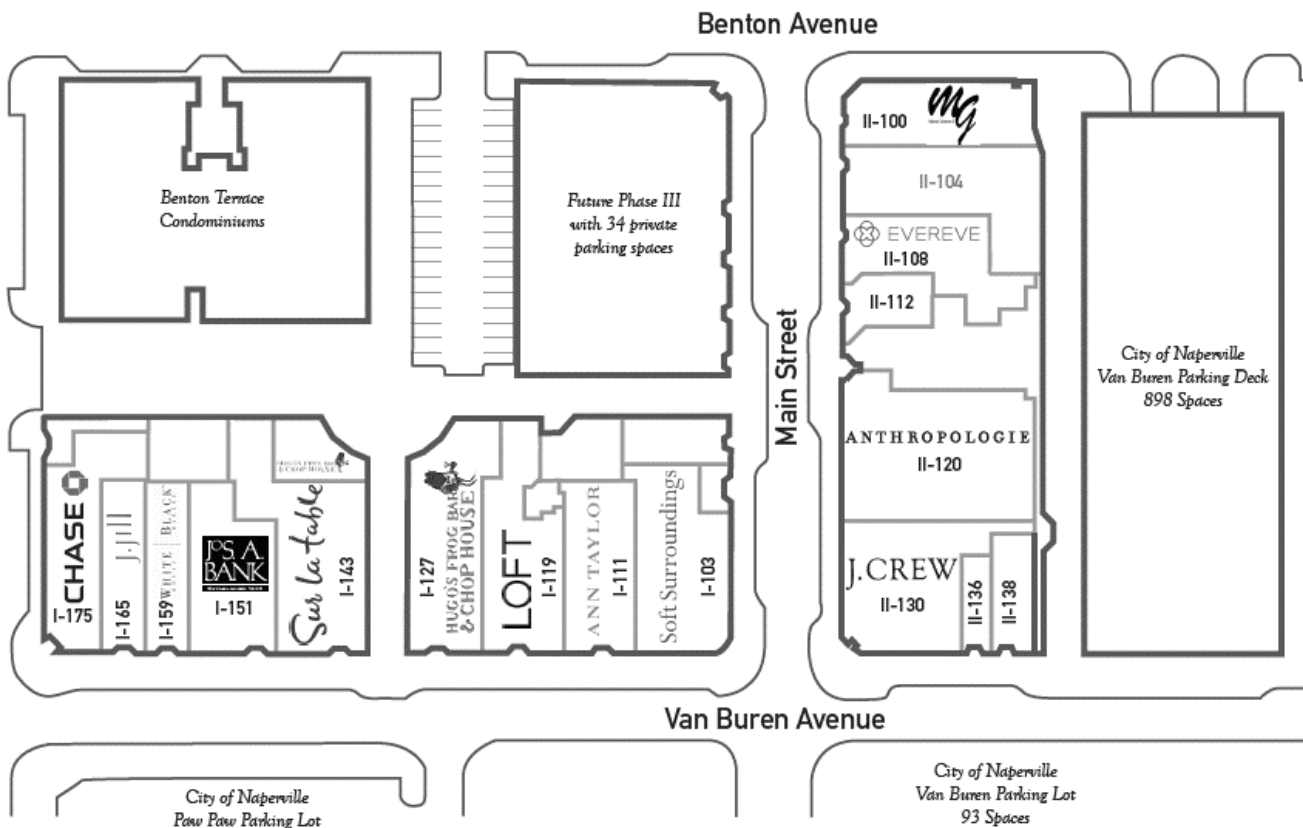
*5-mile radius*

Avg. Household Income	\$130,000
Population	215,000
Est. Population Growth (2017-2022)	1.4%

## PROPERTY OVERVIEW

Retail GLA/Office GLA	103,000 sf/79,000 sf
ABR PSF	\$37.41
Occupancy	88.1%





# Main Street Promenade

## REAL ESTATE | Experiential & High Discretionary Spend

- High educational attainment in 3-mile trade area: 62% of population has a bachelor's degree or higher
- Daytime population with 100,000 employees within a 3-mile radius
- Significant discretionary spending ability
- Infill location
- Excellent access and exposure

## OPPORTUNITIES

- Optimize merchandising mix and sales productivity: add additional restaurants
- Potential densification of 62,000 square feet of additional GLA

# New Hyde Park Shopping Center

New York  
MSA



- New Hyde Park Shopping Center is a 32,000 square foot neighborhood shopping center that is 96.4% leased to an impressive mix of national retailers and service-oriented tenants
- Situated in a densely populated and highly affluent submarket that boasts a strong demographic profile with population of over 202,000 and average household income of \$138,000 within a three-mile radius

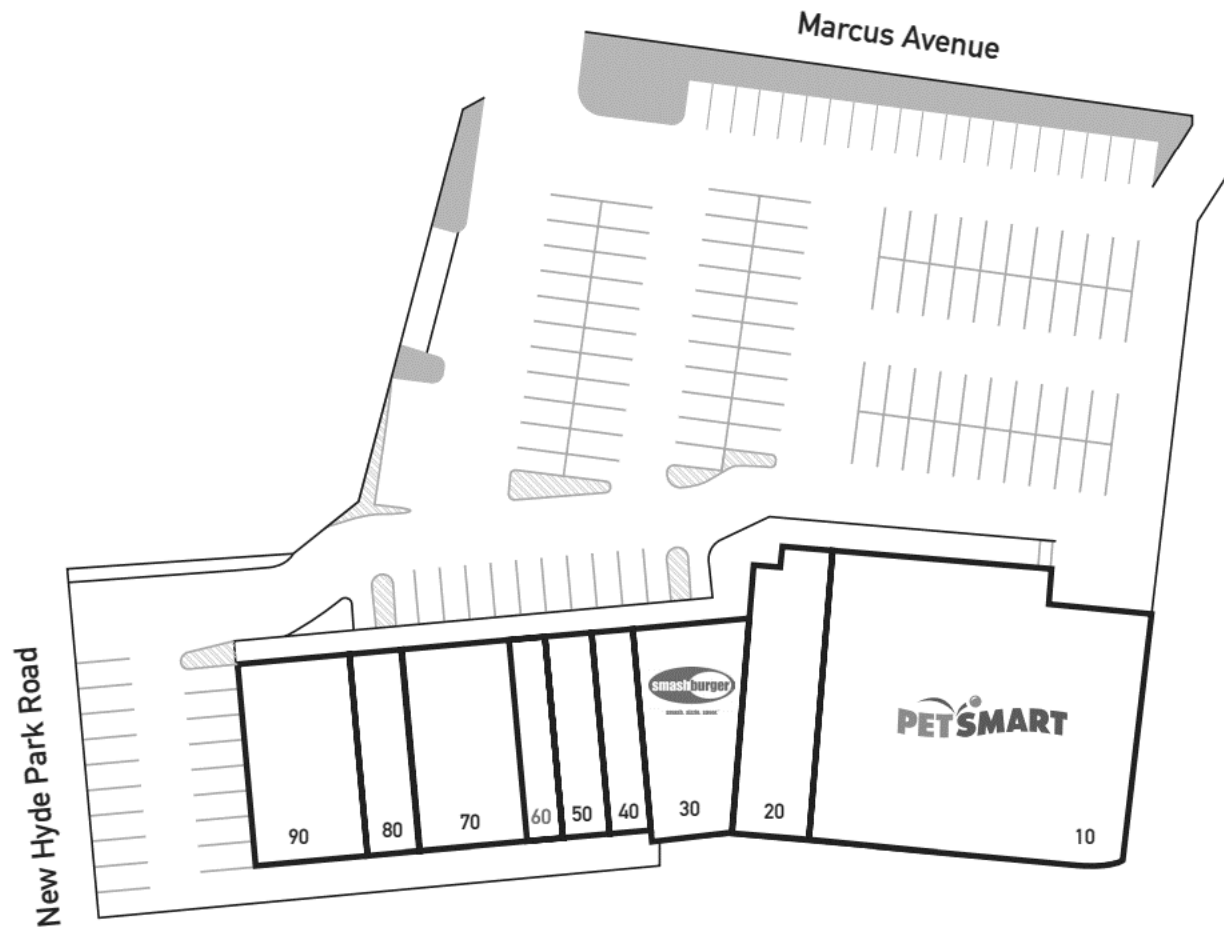
## DEMOGRAPHICS

*3-mile radius*

Avg. Household Income	\$138,000
Population	202,000
Est. Population Growth (2017-2022)	3.3%

## PROPERTY OVERVIEW

Retail GLA	32,000 sf
ABR PSF	\$44.61
Occupancy	80.1%



# New Hyde Park Shopping Center

## REAL ESTATE | Convenience & Density

- High educational attainment in 3-mile trade area: 48% of population has a bachelor's degree or higher
- Daytime population with over 150,000 employees within a 3-mile radius
- Significant discretionary spending ability
- High density and barriers to entry

## OPPORTUNITIES

- Occupancy upside: currently 80.1% occupied and 96.4% leased
- Long term rent growth opportunities

# Plaza del Lago

Chicago  
MSA

- Plaza del Lago is an iconic asset and one of the oldest shopping centers in the country, located on Chicago's North Shore
- Plaza Del Lago is a grocery-anchored center that is 91.2% leased and anchored by a diverse line-up of retailers including Jewel, Starbucks, CVS, and NorthShore University HealthSystem as well as a variety of boutique local restaurant and soft goods retailers
- Located in the affluent community of Wilmette, Illinois, Plaza del Lago sits in a high barrier-to-entry sub-market featuring 100,200 square feet of retail and office space, and 15 second-story residential apartments
- Located within a "super-zip", one of the most affluent and well-educated zip codes in the country, and boasts average household income of \$163,000 and population of 83,000 within a three-mile radius

## DEMOGRAPHICS

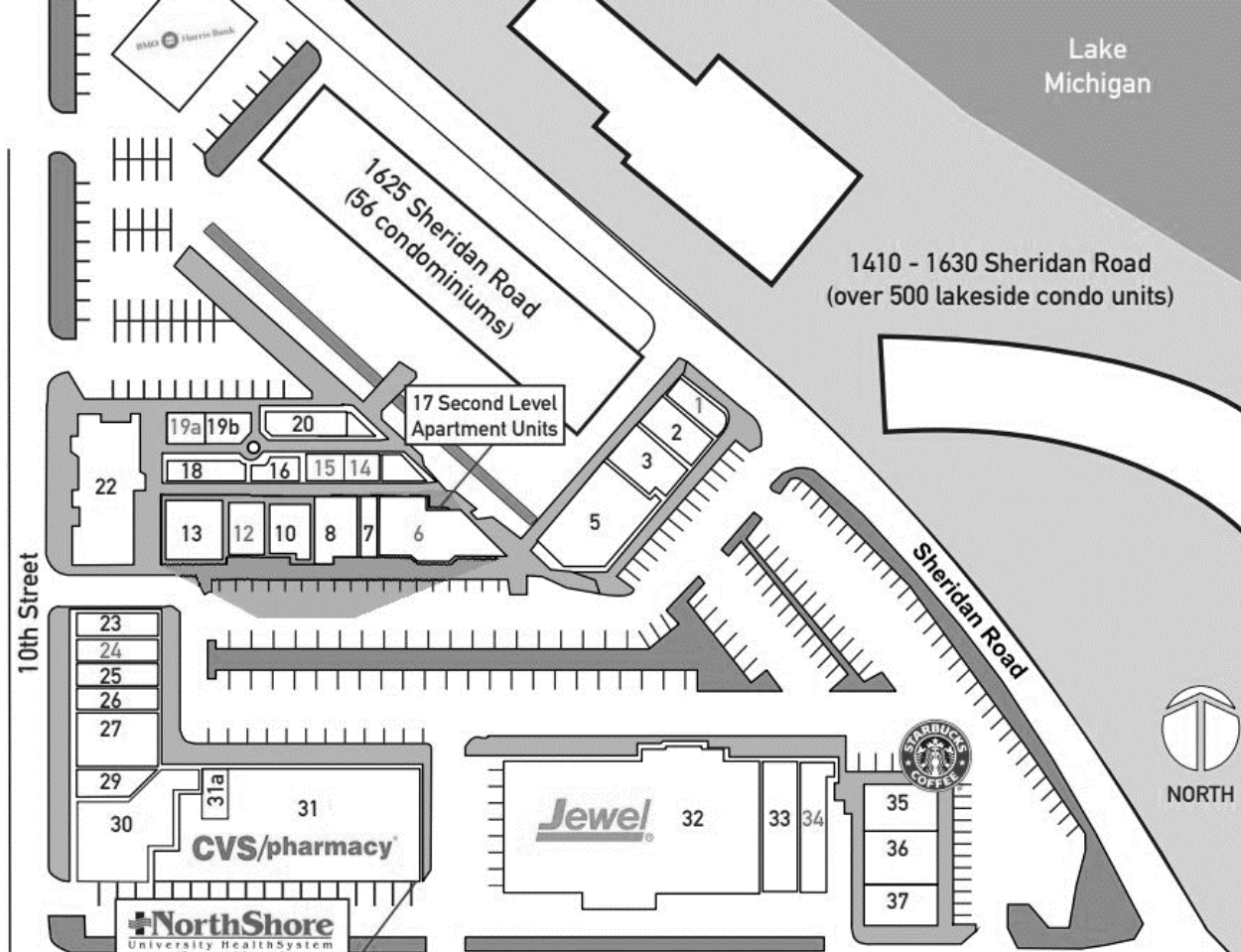
*3-mile radius*

Avg. Household Income	\$163,000
Population	83,000
Est. Population Growth (2017-2022)	1.4%

## PROPERTY OVERVIEW

Retail GLA	100,213 sf
ABR PSF	\$25.16
Occupancy	91.2%





# Plaza del Lago

## REAL ESTATE | Convenience, Density & High Discretionary Spend

- High educational attainment in a 3-mile trade area: 76% of population has a bachelor's degree or higher
- Significant discretionary spending ability in a 3-mile trade area: \$163,000 average household income
- Extreme barriers to entry; no other major shopping center located within a 2-mile radius

## OPPORTUNITIES

- Occupancy upside: retail space was 91.2% leased at acquisition
- Optimize merchandising mix and sales productivity by targeting restaurants and other retail and service users
- Realize mark to market rent opportunities for many retail leases and multi-family units as well as increase specialty revenue
- The property sits on six acres and current zoning allows for an additional 20,600 square feet of mixed-use Floor Area Ratio (FAR)

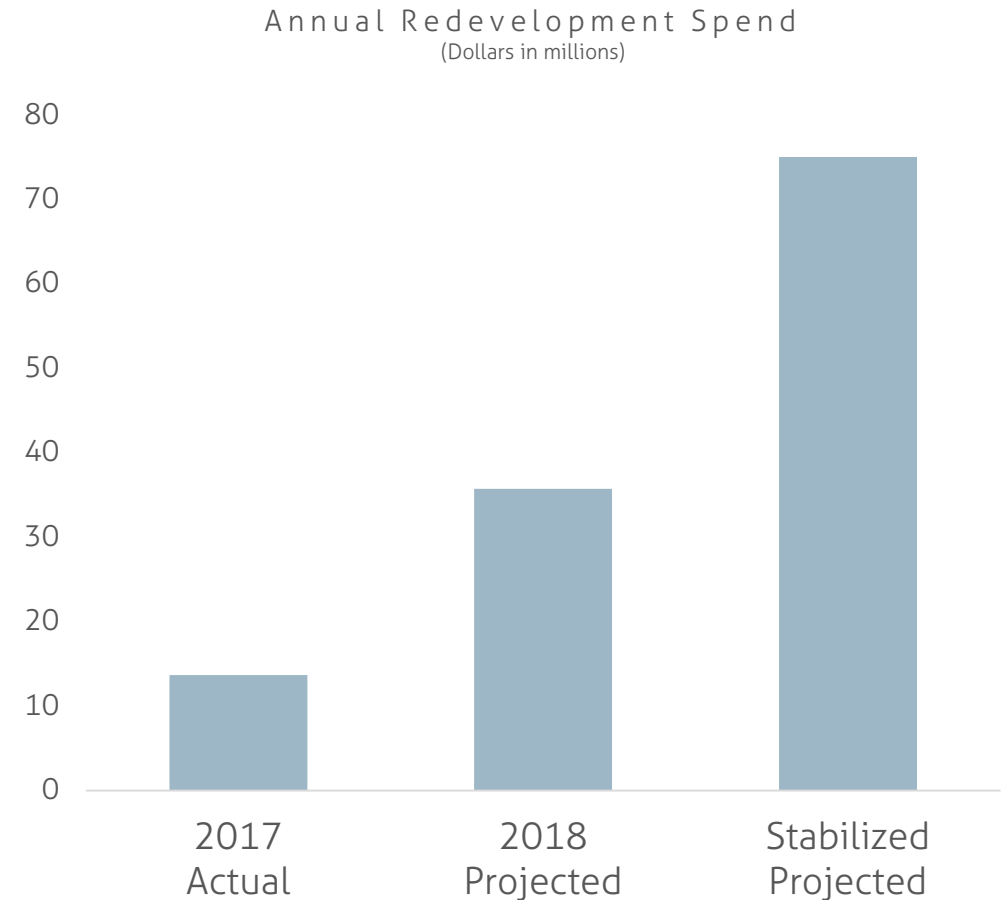
The background of the slide features large, 3D, light blue letters that spell out the word 'REDEVELOPMENT'. The letters are slightly offset and have a soft shadow, giving them a three-dimensional appearance. The word is centered horizontally across the slide.

# REDEVELOPMENT

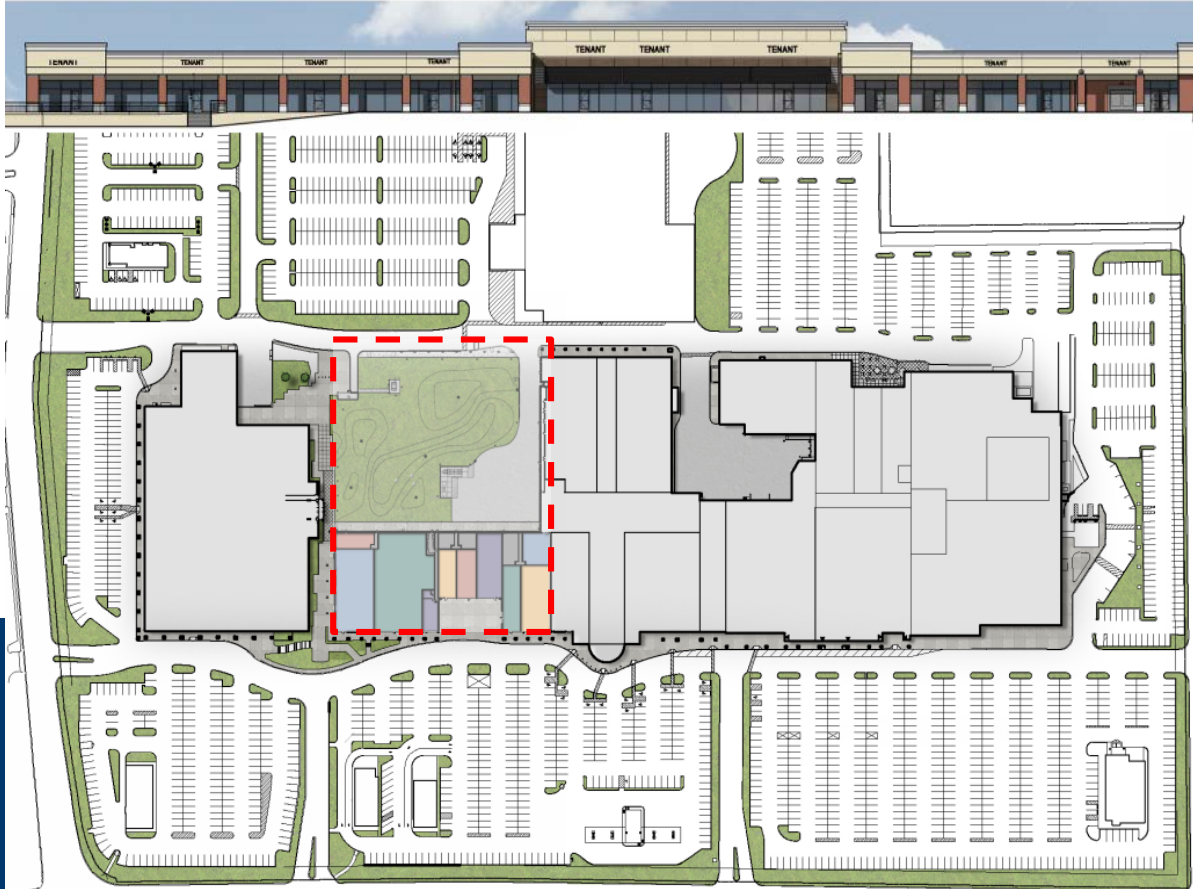
# Redevelopment Opportunity

Our goal is to create a pipeline where we deploy capital of \$50 to \$100 million on an annualized basis

- Projected incremental return on cost, on average, in the high single digits
- We have over \$100 million of air rights embedded within our redevelopment opportunities, which is comprised primarily of the potential right to develop up to 4,000 multi-family units



# Reisterstown Road Plaza Redevelopment



## PROJECT OVERVIEW

- Reconfigured existing space and completed a façade renovation
- Avg. Household Income (5-mile): \$80,000
- Population (5-mile): 352,000

## OPPORTUNITY

- Occupancy upside
- Upgrade tenancy

## PROJECTED INCREMENTAL RETURN ON COST<sup>1</sup>

**10.5% - 11.5%**

Total Estimated Net Costs<sup>2</sup> (000's): \$9,500 - \$10,500

Targeted Stabilization: Q4 2018



# Towson Circle Redevelopment



## PROJECT OVERVIEW

- Turn the existing configuration into a mixed-use development that will include double-sided street level retail with approximately 370 third-party owned residential units above
- Avg. Household Income (5-mile): \$91,000
- Population (5-mile): 315,000

## OPPORTUNITY

- Floor Area Ratio (FAR) increase of 4.6x
- Integrate adjacent property Towson Square

## PROJECTED INCREMENTAL RETURN ON COST<sup>1</sup>

**8.0% - 10.0%**

Total Estimated Net Costs<sup>2</sup> (000's): \$33,000 - \$35,000

Targeted Stabilization: Q4 2020

# Boulevard at the Capital Centre Redevelopment Opportunity



## PROJECT OVERVIEW

- Multi-phased redevelopment of the center that could include up to three million square feet comprised of retail, residential, hospitality and medical office use

## OPPORTUNITY

- County announced the adjacent site for the location of the area's new regional hospital and medical hub (Dimensions Healthcare/University of Maryland Medical System (UMMS) Regional Medical Center)
- Adjacent to the Metro station of both the Blue and Silver lines
- Site offers the right to densify (6 to 14 stories) with full flexibility for use
- Area has limited high-end retail destinations for both retailers and residents in a submarket with strong demographics

## PROJECT TARGETED COMMENCEMENT

- 2018

## DEMOGRAPHIC PROFILE

Average Household Income (5-mile): \$83,000

Population (5-mile): 270,000



# One Loudon Downtown Expansion Opportunity



## PROJECT OVERVIEW

- Expansion of existing site plan to include up to an additional 182,000 square feet of office and retail and 408 residential units
- Currently under contract to sell the rights to develop 30 residential units for \$6.8 million

## OPPORTUNITY

- Integrate with the existing successful, mixed-use development
- In-place, approved development rights
- Only area within the district of One Loudon master plan development to have residential unit development rights

## PROJECT TARGETED COMMENCEMENT

- 2018

## DEMOGRAPHIC PROFILE

Average Household Income (5-mile): \$153,000

Population (5-mile): 186,000



# Merrifield Town Center II Redevelopment Opportunity



## PROJECT OVERVIEW

- Turn an existing thrift store and storage facility into a vibrant vertically-integrated, mixed-use site with over 300 vertical residential units and approximately 100,000 square feet of retail

## OPPORTUNITY

- Integrate the new development with Mosaic and RPAI's adjacent property, Merrifield Town Center I, which is a successful mixed-use destination (retail, office, residential and hotel)
- Located within mixed-use zone of Falls Church, which is the new commercial hub of the area

## PROJECT TARGETED COMMENCEMENT

- Target commencement date has not been determined

## DEMOGRAPHIC PROFILE

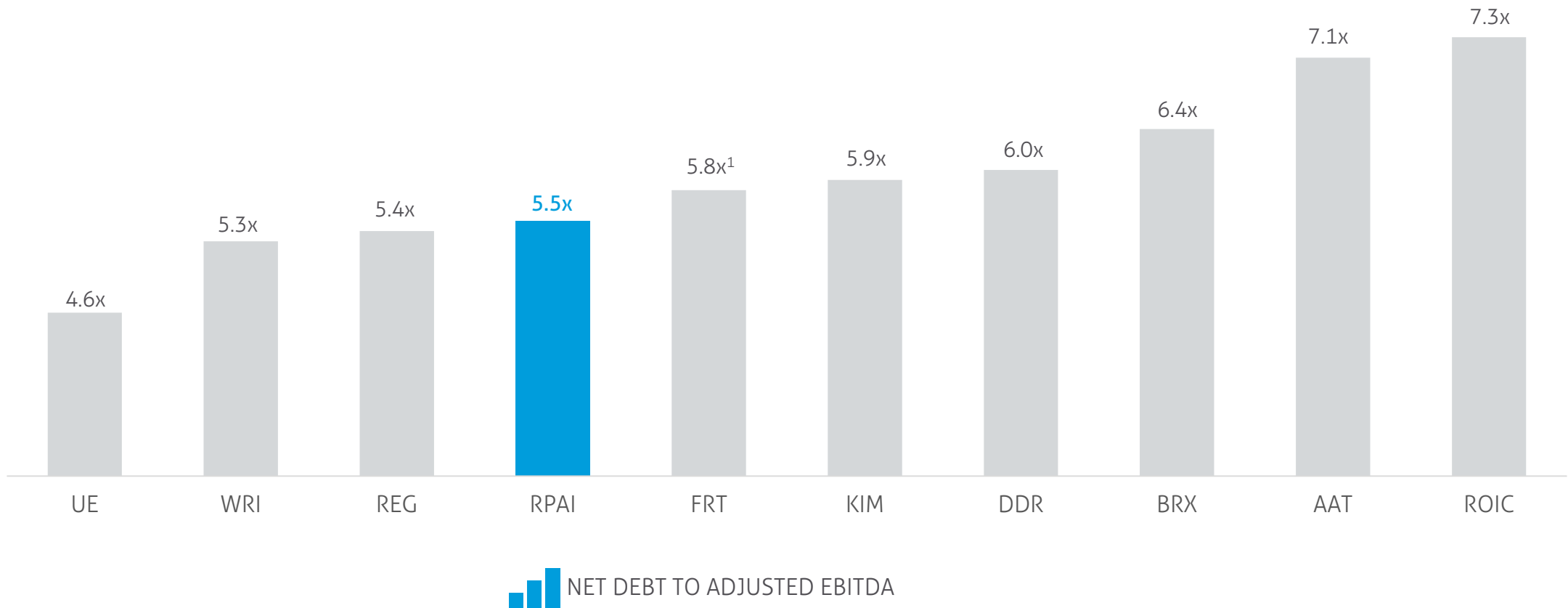
Average Household Income (5-mile): \$153,000

Population (5-mile): 369,000



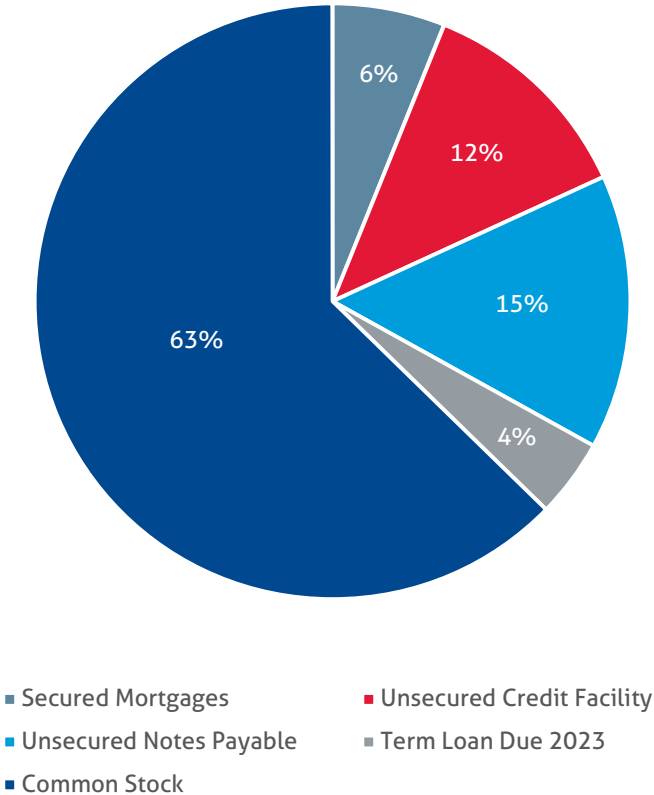
# BALANCE SHEET

# Peer Comparison | Leverage

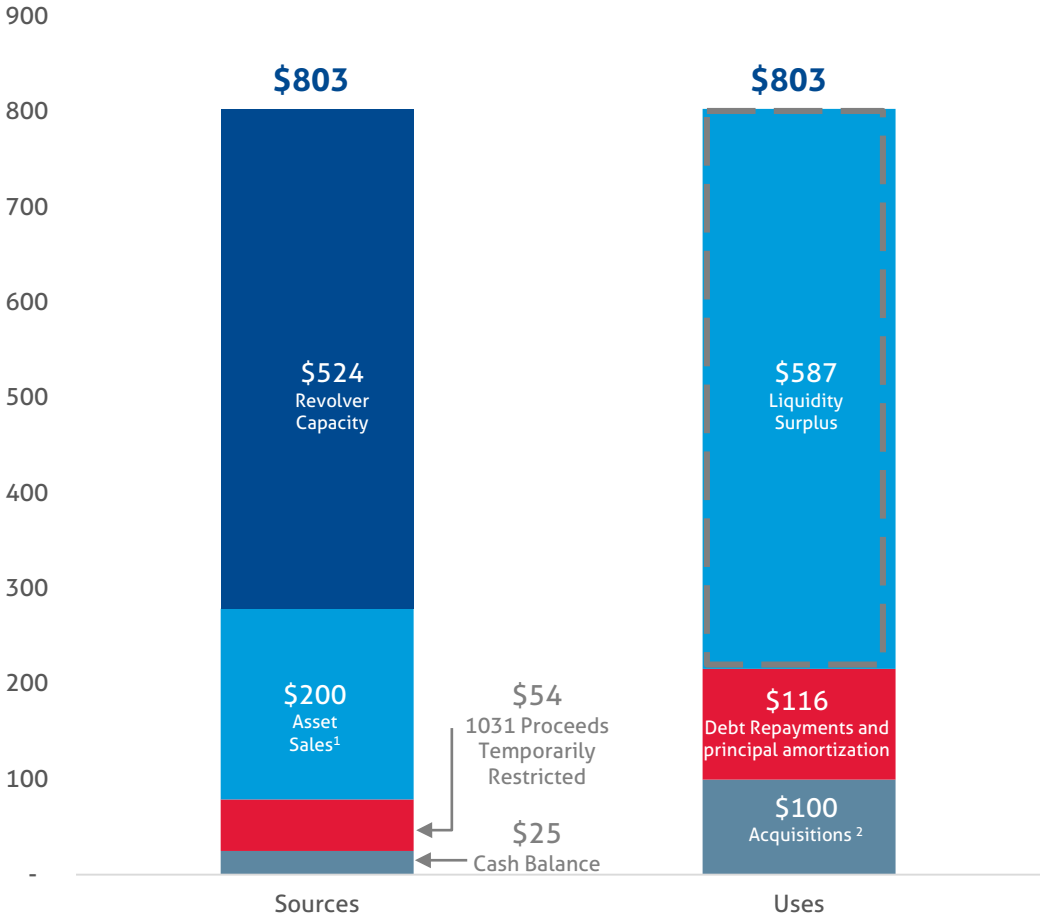


# Capital Structure Positioned for Growth

Capital Structure Composition



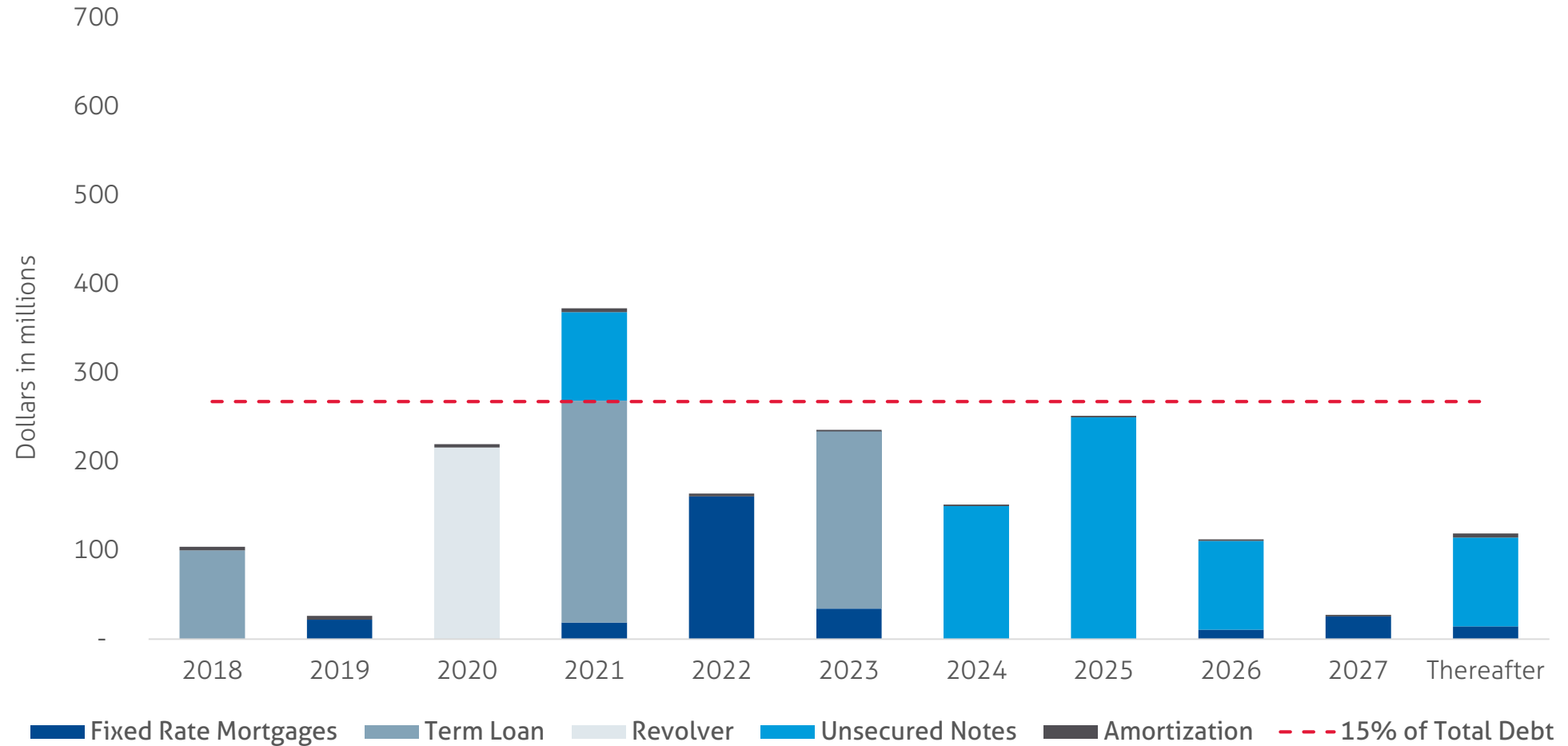
Transactional 2018 Projected Sources and Uses (millions of dollars)





# Maturity Profile

We have 7% of debt, or \$129 million, maturing through 2019



A blurred background image of a modern office interior, featuring glass partitions, desks, and people working, all tinted in a deep blue color.

# FOOTNOTES, NON-GAAP FINANCIAL MEASURES & OTHER DEFINITIONS

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# Footnotes

## Slide 4

<sup>1</sup> Represents guidance previously provided in our earnings release or earnings call, which was subject to the assumptions set forth therein. We have not updated or reaffirmed that guidance or any of the supporting assumptions and are not doing so by restating it herein

<sup>2</sup> Reflects the relative timing of acquisitions and dispositions during the year

<sup>3</sup> Primarily represents three properties where the Company has begun redevelopment and/or activities in anticipation of future redevelopment: Reisterstown Road Plaza, Towson Circle and Boulevard at the Capital Centre

<sup>4</sup> The Company has not forecasted speculative lease termination fee income for 2018

<sup>5</sup> Non-cash items include straight-line rental income, amortization of above and below market lease intangibles and lease inducements, and non-cash ground rent expense

## Slide 5

<sup>1</sup> Based on our common stock price of \$13.44 as of December 31, 2017

## Slide 6

<sup>1</sup> Top 25 MSAs and Non-Top 25 MSAs as determined by the United States Census Bureau ranked by estimated population as of July 1, 2016

<sup>2</sup> Represents our multi-tenant retail operating portfolio

## Slide 9

<sup>1</sup> 3-mile population demographic metrics are weighted by value and sourced from Green Street Advisors as of September 30, 2017

<sup>2</sup> Charles Murray, Coming Apart: The State of White America, 1960-2010 (Crown Forum, 2012). Information attributed to analysis provided by Green Street Advisors as of September 30, 2017

## Slide 10

<sup>1</sup> Sourced from Green Street Advisors as of September 30, 2017

<sup>2</sup> Excludes three of our active or anticipated redevelopments, Boulevard at Capital Centre, Reisterstown Road Plaza and Towson Circle

## Slide 13

<sup>1</sup> Excluding one location that is at a pending redevelopment property

<sup>2</sup> Excludes one Macy's Backstage location at Fordham Place in the New York MSA

## Slide 14

<sup>1</sup> Represents retail operating portfolio as of December 31, 2017 and excludes month-to-month leases, which comprise 0.2% of retail GLA and 0.4% of retail ABR

## Slide 17

<sup>1</sup> Includes 2017 dispositions, acquisitions, share repurchases and changes in the Company's outstanding debt

<sup>2</sup> Represents the 2013 annual Operating FFO

## Slide 18

<sup>1</sup> Represents consolidated retail transactions from April 1, 2013 through December 31, 2017. Disposition and Acquisition amounts, except for number of properties, include parcels and phases at existing multi-tenant retail properties that were disposed of or acquired between April 1, 2013 and December 31, 2017. In addition, acquisition amounts, except for acquisition value and average asset value, excludes one multi-tenant retail operating property that was acquired and disposed between April 1, 2013 and December 31, 2017



# Footnotes (continued)

## Slide 19

<sup>1</sup> Represents our multi-tenant retail operating portfolio

<sup>2</sup> Charles Murray, Coming Apart: The State of White America, 1960-2010 (Crown Forum, 2012). Information attributed to analysis provided by Green Street Advisors, as of March 31, 2013 and September 30, 2017

<sup>3</sup> Excludes three of our active or anticipated redevelopments, Boulevard at the Capital Centre, Reisterstown Road Plaza and Towson Circle

<sup>4</sup> 2013 represents leasing activity in our retail operating portfolio as of March 31, 2013 and for the preceding four quarters and 2017 represents leasing activity in our retail operating portfolio as of December 31, 2017 and for the preceding four quarters

<sup>5</sup> Expense recovery margin is calculated as same-store tenant recovery income divided by same-store property operating expenses and real estate tax expenses

## Slide 20

<sup>1</sup> For purposes of the Net Debt to Adjusted EBITDA ratio, Adjusted EBITDA is calculated on a current quarter annualized basis and Net Debt is calculated as notional debt less cash and cash equivalents and disposition proceeds temporarily restricted related to potential 1031 Exchanges

<sup>2</sup> The Fixed Charge Coverage Ratio is calculated in accordance with the agreement that governs our Unsecured Credit Facility and is required to be greater than or equal to 1.50x. We include this ratio to demonstrate the extent by which we exceeded the requirement and it should not be viewed as a measure of our historical or future financial performance, financial position or cash flow

<sup>3</sup> Secured Debt represents notional secured debt and Total Assets is calculated as GAAP book value of total assets excluding the effect of accumulated depreciation

<sup>4</sup> For purposes of the Unencumbered NOI ratio, Unencumbered NOI is calculated based on the definitions in the agreement that governs our Unsecured Credit Facility

## Slide 33 and 34

<sup>1</sup> Projected Incremental Return on Cost (ROC) generally reflects only the unleveraged incremental NOI generated by the project upon stabilization and is calculated as incremental NOI divided by incremental cost. A property is considered stabilized upon reaching 90% occupancy, but no later than one year from the completion of major construction activity. Incremental NOI is the difference between NOI expected to be generated by the stabilized project and the NOI generated prior to the commencement of active redevelopment, development or expansion of the space. ROC does not include peripheral impacts, such as the impact on future lease rollover at the property or the impact on the long-term value of the property

<sup>2</sup> Net Costs represent our estimated share of the project costs, net of proceeds from land sales, sales of air rights, reimbursement from third parties and contributions from a project partner, as applicable

## Slide 39

<sup>1</sup> Net Debt to Adjusted EBITDA for FRT is sourced from its Third Quarter 2017 Investor Presentation

## Slide 40

<sup>1</sup> Represents our guidance as reported on slide 4

<sup>2</sup> Represents the midpoint of our guidance as reported on slide 4

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# Non-GAAP Financial Measures & Other Definitions

## **Gross Leasable Area (GLA)**

Gross Leasable Area (GLA) is defined as the aggregate number of square feet available for lease. GLA excludes square footage attributable to third-party managed storage units and residential units, of which the Company owned 62,000 square feet of managed storage space and 15 residential units as of December 31, 2017.

## **Occupancy**

Occupancy is defined, for a property or group of properties, as the ratio, expressed as a percentage, of (a) the number of square feet of such property economically occupied by tenants under leases with an initial term of greater than one year, to (b) the aggregate number of square feet for such property.

## **Percent Leased**

Percent Leased is defined, for a property or group of properties, as the ratio, expressed as a percentage, of (a) the sum of occupied square feet (pursuant to the definition above) of such property and vacant square feet for which a lease with an initial term of greater than one year has been signed, but rent has not yet commenced, to (b) the aggregate number of square feet for such property.

## **Funds From Operations (FFO) Attributable to Common Shareholders**

As defined by the National Association of Real Estate Investment Trusts (NAREIT), an industry trade group, Funds From Operations (FFO) means net income (loss) computed in accordance with generally accepted accounting principles (GAAP), excluding gains (or losses) from sales of depreciable real estate, plus depreciation and amortization and impairment charges on depreciable real estate. We have adopted the NAREIT definition in its computation of FFO attributable to common shareholders. We believe that, subject to the following limitations, FFO attributable to common shareholders provides a basis for comparing its performance and operations to those of other real estate investment trusts (REITs). We believe that FFO attributable to common shareholders, which is a supplemental non-GAAP financial measure, provides an additional and useful means to assess the operating performance of REITs. FFO attributable to common shareholders does not represent an alternative to (i) "Net income" or "Net income attributable to common shareholders" as an indicator of our financial performance, or (ii) "Cash flows from operating activities" in accordance with GAAP as a measure of our capacity to fund cash needs, including the payment of dividends.

## **Operating FFO Attributable to Common Shareholders**

Operating FFO attributable to common shareholders is defined as FFO attributable to common shareholders excluding the impact of discrete non-operating transactions and other events which we do not consider representative of the comparable operating results of our real estate operating portfolio, which is our core business platform. Specific examples of discrete non-operating transactions and other events include, but are not limited to, the impact on earnings from gains or losses associated with the early extinguishment of debt or other liabilities, impairment charges to write down the carrying value of assets other than depreciable real estate, litigation involving us, including actual or anticipated settlement and associated legal costs, the impact on earnings from executive separation and the excess of redemption value over carrying value of preferred stock redemption, which are not otherwise adjusted in the Company's calculation of FFO attributable to common shareholders. We believe that Operating FFO attributable to common shareholders, which is a supplemental non-GAAP financial measure, provides an additional and useful means to assess the operating performance of REITs. Operating FFO attributable to common shareholders does not represent an alternative to (i) "Net income" or "Net income attributable to common shareholders" as an indicator of our financial performance, or (ii) "Cash flows from operating activities" in accordance with GAAP as a measure of our capacity to fund cash needs, including the payment of dividends. Comparison of our presentation of Operating FFO attributable to common shareholders to similarly titled measures for other REITs may not necessarily be meaningful due to possible differences in definition and application by such REITs

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# Non-GAAP Financial Measures & Other Definitions (continued)

## Net Operating Income (NOI)

We define Net Operating Income (NOI) as all revenues other than straight-line rental income, amortization of lease inducements, amortization of acquired above and below market lease intangibles and lease termination fee income, less real estate taxes and all operating expenses other than straight-line ground rent expense and amortization of acquired ground lease intangibles, which are non-cash items. NOI consists of Same Store NOI and NOI from Other Investment Properties. We believe that NOI, which is a supplemental non-GAAP financial measure, provides an additional and useful operating perspective not immediately apparent from "Operating income" or "Net income attributable to common shareholders" in accordance with GAAP. We use NOI to evaluate our performance on a property-by-property basis because this measure allows management to evaluate the impact that factors such as lease structure, lease rates and tenant base have on our operating results. NOI does not represent an alternative to "Net income" or "Net income attributable to common shareholders" in accordance with GAAP as an indicator of our financial performance. Comparison of our presentation of NOI to similarly titled measures for other REITs may not necessarily be meaningful due to possible differences in definition and application by such REITs.

## Same Store NOI and NOI from Other Investment Properties

Same Store NOI for the three months and year ended December 31, 2017 represents NOI from our same store portfolio consisting of 102 retail operating properties acquired or placed in service and stabilized prior to January 1, 2016. NOI from Other Investment Properties for the three months and year ended December 31, 2017 represents NOI primarily from properties acquired during 2016 and 2017, our one remaining office property, three properties where we have begun redevelopment and/or activities in anticipation of future redevelopment, the properties that were sold or held for sale in 2016 and 2017, the net income from our wholly-owned captive insurance company and the historical ground rent expense related to an existing same store investment property that was subject to a ground lease with a third party prior to our acquisition of the fee interest on April 29, 2016.

We believe that Same Store NOI and NOI from Other Investment Properties, which are supplemental non-GAAP financial measures, provide an additional and useful operating perspective not immediately apparent from "Operating income" or "Net income attributable to common shareholders" in accordance with GAAP. We use these measures to evaluate our performance on a property-by-property basis because they allow management to evaluate the impact that factors such as lease structure, lease rates and tenant base have on our operating results. Same Store NOI and NOI from Other Investment Properties do not represent alternatives to "Net income" or "Net income attributable to common shareholders" in accordance with GAAP as indicators of our financial performance. Comparison of our presentation of Same Store NOI and NOI from Other Investment Properties to similarly titled measures for other REITs may not necessarily be meaningful due to possible differences in definition and application by such REITs.

## Adjusted EBITDA

Adjusted EBITDA is a supplemental non-GAAP financial measure and represents net income attributable to common shareholders before interest, income taxes, depreciation and amortization, as further adjusted to eliminate the impact of certain items that we do not consider indicative of its ongoing performance. We believe that Adjusted EBITDA is useful because it allows investors and management to evaluate and compare our performance from period to period in a meaningful and consistent manner in addition to standard financial measurements under GAAP. Adjusted EBITDA should not be considered an alternative to "Net income attributable to common shareholders" as an indicator of our financial performance. Comparison of our presentation of Adjusted EBITDA to similarly titled measures for other REITs may not necessarily be meaningful due to possible differences in definition and application by such REITs.

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# Non-GAAP Financial Measures & Other Definitions (continued)

## Net Debt to Adjusted EBITDA

Net Debt to Adjusted EBITDA is a supplemental non-GAAP financial measure and represents (i) our total notional debt, excluding unamortized premium, discount and capitalized loan fees, less cash and cash equivalents and disposition proceeds temporarily restricted related to potential 1031 Exchanges divided by (ii) Adjusted EBITDA for the prior three months, annualized. We believe that this ratio is useful because it provides investors with information regarding its total notional debt net of cash and cash equivalents and disposition proceeds temporarily restricted related to potential 1031 Exchanges, which could be used to repay debt, compared to its performance as measured using Adjusted EBITDA. Comparison of our presentation of Net Debt to Adjusted EBITDA to similarly titled measures for other REITs may not necessarily be meaningful due to possible differences in definition and application by such REITs.

## Secured Debt to Total Assets

Secured Debt to Total Assets is a supplemental non-GAAP financial measure and represents (i) our notional secured debt, excluding unamortized premium, discount and capitalized loan fees divided by (ii) GAAP book value of total assets excluding the effect of accumulated depreciation. We believe that this ratio is useful because it provides investors with information regarding our notional secured debt compared to our total assets, excluding the effect of accumulated depreciation. Comparison of our presentation of Secured Debt to Total Assets to similarly titled measures for other REITs may not necessarily be meaningful due to possible differences in definition and application by such REITs.

## Unencumbered NOI ratio

Unencumbered NOI ratio is a supplemental non-GAAP financial measure and represents (i) NOI from the unencumbered properties in our portfolio, as defined by the agreement that governs our Unsecured Credit Facility (comprised of the unsecured term loans and unsecured revolving line of credit) in effect at the end of the given period, for the trailing twelve month period, divided by (ii) total NOI, as defined by the agreement that governs our Unsecured Credit Facility in effect at the end of the given period, for the same trailing twelve month period. We believe that this ratio is useful because it allows investors and management to understand and evaluate our progress in unencumbering our portfolio. Unencumbered NOI ratio should not be considered an alternative to "Net income attributable to common shareholders" as an indicator of our financial performance. Comparison of our presentation of Unencumbered NOI ratio to similarly titled measures for other REITs may not necessarily be meaningful due to possible differences in definition and application by such REITs. For a complete listing of definitions related to our Unsecured Credit Facility, refer to the Fourth Amended and Restated Credit Agreement filed as Exhibit 10.8 to our Annual Report on Form 10-K for the year ended December 31, 2015, filed on February 17, 2016, the Third Amended and Restated Credit Agreement filed as Exhibit 10.1 to our Current Report on Form 8-K, dated May 13, 2013, and the Second Amended and Restated Credit Agreement filed as Exhibit 10.4 to Amendment No. 5 of our Form S-11, dated March 9, 2012.

# Reconciliation of Net Income Attributable to Common Shareholders to Same Store NOI

	102 same store properties	
	Year Ended December 31,	
	2017	2016
Net income attributable to common shareholders	\$ 237,624	\$ 157,367
Adjustments to reconcile to Same Store NOI:		
Preferred stock dividends	13,867	9,450
Gain on sales of investment properties	(337,975)	(129,707)
Depreciation and amortization	203,866	224,430
Provision for impairment of investment properties	67,003	20,376
General and administrative expenses	40,724	44,522
Gain on extinguishment of debt	-	(13,653)
Gain on extinguishment of other liabilities	-	(6,978)
Interest expense	146,092	109,730
Straight-line rental income, net	(4,646)	(4,601)
Amortization of acquired above and below market lease intangibles, net	(3,313)	(2,991)
Amortization of lease inducements	1,065	1,033
Lease termination fees, net	(2,021)	(3,339)
Straight-line ground rent expense	2,710	3,253
Amortization of acquired ground lease intangibles	(560)	(560)
Other income, net	(373)	(63)
NOI	364,063	408,269
NOI from Other Investment Properties	(77,145)	(127,002)
<b>Same Store NOI</b>	<b>\$ 286,918</b>	<b>\$ 281,267</b>



# Reconciliation of Net Income Attributable to Common Shareholders to FFO Attributable to Common Shareholders and Operating FFO Attributable to Common Shareholders

	Year Ended December 31,	
	2017	2013 (a)
Net income attributable to common shareholders	\$ 237,624	\$ 4,176
Depreciation and amortization of depreciable real estate	202,110	241,152
Provision for impairment of investment properties	67,003	92,319
Gain on sales of depreciable investment properties (b)	(337,975)	(70,996)
<b>FFO attributable to common shareholders</b>	<b>\$ 168,762</b>	<b>\$ 266,651</b>
FFO attributable to common shareholders per common share outstanding – diluted	\$ 0.73	\$ 1.14
FFO attributable to common shareholders	\$ 168,762	\$ 266,651
Impact on earnings from the early extinguishment of debt, net	72,654	(15,914)
Joint venture investment impairment	-	1,834
Provision for hedge ineffectiveness	9	(912)
Gain on extinguishment of other liabilities	-	(3,511)
Impact on earnings from executive separation, net (c)	(1,086)	-
Excess of redemption value over carrying value of preferred stock redemption (d)	4,706	-
Other (e)	441	(1,349)
<b>Operating FFO attributable to common shareholders</b>	<b>\$ 245,486</b>	<b>\$ 246,799</b>
Operating FFO attributable to common shareholders per common share outstanding – diluted	\$ 1.06	\$ 1.05

(a) Includes amounts from discontinued operations and our pro rata share from our unconsolidated joint ventures for the year ended December 31, 2013.

(b) Includes the gain on sale of joint venture interest of \$17,499 and the gain on change in control of investment properties of \$5,435 recognized pursuant to the dissolution of our Riocan unconsolidated joint venture on October 1, 2013 for the year ended December 31, 2013.

(c) Reflected as a reduction to "General and administrative expenses" in the consolidated statements of operations.

(d) Included in "Preferred stock dividends" in the consolidated statements of operations.

(e) Primarily consists of the impact on earnings from easement proceeds and litigation involving the Company, including actual or anticipated settlement and associated legal costs which are included in "Other (expense) income, net" in the consolidated statements of operations.

# Reconciliation of Net Income (Loss) Attributable to Common Shareholders to Adjusted EBITDA and Reconciliation of Mortgages and Notes Payable, Net, Unsecured Notes Payable, Net, Unsecured Term Loans, Net and Unsecured Revolving Line of Credit to Total Net Debt

Net income (loss) attributable to common shareholders  
 Preferred stock dividends  
 Interest expense  
 Depreciation and amortization  
 Gain on sales of investment properties  
 Provision for impairment of investment properties  
**Adjusted EBITDA**  
**Annualized**

Three Months Ended	
December 31, 2017	March 31, 2013
\$ 103,144	\$ (4,242)
6,780	2,362
18,015	47,127
46,598	54,816
(107,101)	(9,173)
8,147	-
<b>\$ 75,583</b>	<b>\$ 90,890</b>
<b>\$ 302,332</b>	<b>\$ 363,560</b>

Mortgages and notes payable, net  
 Unsecured notes payable, net  
 Unsecured term loans, net  
 Unsecured revolving line of credit  
**Total**  
 Mortgage premium, net of accumulated amortization  
 Mortgage discount, net of accumulated amortization  
 Unsecured notes payable discount, net of accumulated amortization  
 Capitalized loan fees, net of accumulated amortization  
**Total notional debt**  
 Less: consolidated cash and cash equivalents  
 Less: disposition proceeds temporarily restricted related to potential 1031 Exchanges  
**Total net debt**

December 31, 2017	March 31, 2013
\$ 287,068	\$ 2,022,809
695,748	-
547,270	296,693
216,000	165,000
1,746,086	2,484,502
(1,024)	-
579	1,364
853	-
6,744	21,041
<b>1,753,238</b>	<b>2,506,907</b>
(25,185)	(67,446)
(54,087)	-
<b>\$ 1,673,966</b>	<b>\$ 2,439,461</b>

**Net Debt to Adjusted EBITDA<sup>1</sup>**

**5.5x**

**6.7x**

<sup>1</sup> For the calculation, annualized three months ended adjusted EBITDA was used

# Reconciliation of Net Income Attributable to Common Shareholders to Unencumbered NOI

	TTM	
	December 31, 2017	March 31, 2013
Net income attributable to common shareholders	\$ 237,624	\$ 11,336
Adjustments to reconcile to NOI:		
Preferred stock dividends	13,867	2,625
Gain on sales of investment properties	(337,975)	(14,423)
Income from discontinued operations	-	(6,394)
Depreciation and amortization	203,866	205,308
Provision for impairment of investment properties	67,003	1,323
General and administrative expenses	40,724	30,012
Equity in loss of unconsolidated joint ventures, net	-	4,390
Interest expense	146,092	167,320
Co-venture obligation expense	-	397
Straight-line rental income, net	(4,646)	(187)
Amortization of acquired above and below market lease intangibles, net	(3,313)	(383)
Amortization of lease inducements	1,065	125
Lease termination fees	(2,021)	(1,225)
Straight-line ground rent expense	2,710	3,242
Amortization of acquired ground lease intangibles	(560)	-
Recognized gain on marketable securities	-	(25,840)
Other income, net	(373)	(5,987)
<b>NOI</b>	<b>364,063</b>	<b>371,639</b>
Adjustments to reconcile to definition of NOI within the unsecured credit agreement in effect at the end of the period <sup>1</sup>	(42,598)	32,211
<b>NOI, as defined within the unsecured credit agreement in effect at the end of the period</b>	<b>321,465</b>	<b>403,850</b>
Encumbered NOI	(47,325)	(277,605)
<b>Unencumbered NOI</b>	<b>\$ 274,140</b>	<b>\$ 126,245</b>
<b>Unencumbered NOI ratio</b>	<b>85%</b>	<b>31%</b>

<sup>1</sup> Includes, where applicable, the impact of discontinued operations, corporate eliminations and allocations, lease termination fees and the management fee assumption as defined in the unsecured credit agreement

# Reconciliation of Mortgages and Notes Payable, Net to Notional Secured Debt and Reconciliation of Total Assets to Total Assets Excluding the Effect of Accumulated Depreciation

	December 31, 2017	March 31, 2013
Mortgages and notes payable, net	\$ 287,068	\$ 2,022,809
Premium, net of accumulated amortization	(1,024)	-
Discount, net of accumulated amortization	579	1,364
Capitalized loan fees, net of accumulated amortization	615	17,734
<b>Notional secured debt</b>	<b>287,238</b>	<b>2,041,907</b>
Total assets	3,918,264	5,085,610
Accumulated depreciation	1,215,990	1,315,681
Accumulated depreciation associated with investment properties held for sale	27	-
<b>Total assets excluding the effect of accumulated depreciation</b>	<b>\$ 5,134,281</b>	<b>\$ 6,401,291</b>
<b>Secured Debt to Total Assets</b>	<b>5.6%</b>	<b>31.9%</b>



## Non-GAAP Guidance Reconciliation – Operating FFO Guidance

	Per Share Guidance Range	
	Full Year 2018	
	Low	High
Net income attributable to common shareholders	\$ 0.36	\$ 0.40
Depreciation and amortization of depreciable real estate	0.785	0.785
Provision for impairment of investment properties	-	-
Gain on sales of depreciable investment properties	(0.15)	(0.15)
<b>FFO attributable to common shareholders</b>	<b>\$ 0.995</b>	<b>\$ 1.035</b>
Impact on earnings from the early extinguishment of debt, net	0.01	0.01
Provision for hedge ineffectiveness	-	-
Gain on sale of non-depreciable investment property	(0.025)	(0.025)
Other	-	-
<b>Operating FFO attributable to common shareholders</b>	<b>\$ 0.98</b>	<b>\$ 1.02</b>