

# First in Last Mile

Investor Presentation

First Quarter 2022



# Safe Harbor

This communication contains certain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. The Company intends such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995 and includes this statement for purposes of complying with the safe harbor provisions. Forward-looking statements, which are based on certain assumptions and describe the Company's future plans, strategies and expectations, are generally identifiable by use of the words "believe," "expect," "intend," "commit," "anticipate," "estimate," "project," "will," "target," "forecast" or similar expressions. You should not rely on forward-looking statements since they involve known and unknown risks, uncertainties and other factors which, in some cases, are beyond the Company's control and could materially affect actual results, performances or achievements. Factors which may cause actual results to differ materially from current expectations include, but are not limited to, (i) general adverse economic and local real estate conditions, (ii) the inability of major tenants to continue paying their rent obligations due to bankruptcy, insolvency or a general downturn in their business, (iii) the reduction in the Company's income in the event of multiple lease terminations by tenants or a failure of multiple tenants to occupy their premises in a shopping center, (iv) the availability of suitable acquisition, disposition, development and redevelopment opportunities, and risks related to acquisitions not performing in accordance with our expectations, (v) the Company's ability to raise capital by selling its assets, (vi) increases in operating costs due to inflation and supply chain issues, (vii) risks related to future opportunities and plans for the combined company, including the uncertainty of expected future financial performance and results of the combined company following the merger between Kimco and Weingarten Realty Investors (the "Merger"), (viii) the possibility that, if the Company does not achieve the perceived benefits of the Merger as rapidly or to the extent anticipated by financial analysts or investors, the market price of the Company's common stock could decline, (ix) changes in governmental laws and regulations and management's ability to estimate the impact of such changes, (x) valuation and risks related to the Company's joint venture and preferred equity investments, (xi) valuation of marketable securities and other investments, including the shares of Albertsons Companies, Inc. common stock held by the Company, (xii) impairment charges, (xiii) pandemics or other health crises, such as coronavirus disease 2019 ("COVID-19"), (xiv) financing risks, such as the inability to obtain equity, debt or other sources of financing or refinancing on favorable terms to the Company, (xv) the level and volatility of interest rates and management's ability to estimate the impact thereof, (xvi) changes in the dividend policy for the Company's common and preferred stock and the Company's ability to pay dividends at current levels, (xvii) unanticipated changes in the Company's intention or ability to prepay certain debt prior to maturity and/or hold certain securities until maturity, and (xviii) the other risks and uncertainties identified under Item 1A, "Risk Factors" in our Annual Report on Form 10-K for the year-ended December 31, 2021. Accordingly, there is no assurance that the Company's expectations will be realized. The Company disclaims any intention or obligation to update the forward-looking statements, whether as a result of new information, future events or otherwise. You are advised to refer to any further disclosures the Company makes in the Company's Quarterly Reports on Form 10-Q and Current Reports on Form 8-K that the Company files with the Securities and Exchange Commission ("SEC").

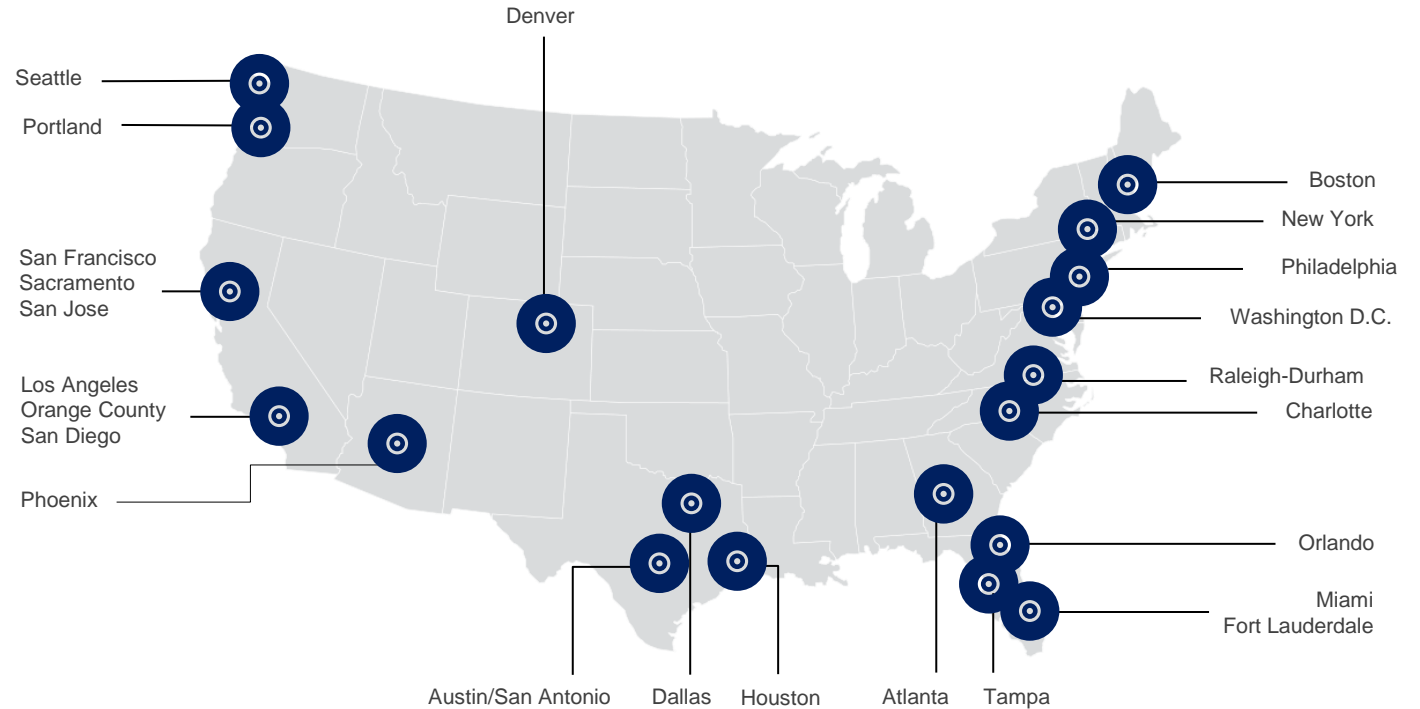


# Kimco Realty<sup>®</sup> at a Glance

North America's largest publicly traded owner and operator of open-air, grocery-anchored shopping centers and mixed-use assets. Kimco Realty has a nationally diversified portfolio of 537 centers located in the **drivable first-ring suburbs** of our top major metropolitan **Sun Belt and coastal markets**.

Our centers provide essential, **necessity based goods and services** to the local communities and are primarily anchored by grocers, home improvement and pharmacy tenants.

**ESG\* leader** with a 60+ year track record delivering value to investors, tenants, employees and communities.



**1958/1991**

Founded / IPO

**KIM**

NYSE Listed

**\$23.4B**

Total Capitalization

**Baa1/BBB+**

Moody's/S&P Credit Ratings

**537/93M**

Properties/Total GLA

**94.7%**

Pro-rata Occupancy

**80% of ABR\*\***

From Grocery  
Anchored Centers

**S&P500/ DJSI**

2020 Dow Jones  
Sustainability World Index

As of 3/31/2022

\*Environmental, Social and Governance

\*\*Annual Base Rent

# Well-Positioned for Sustainable Growth

## 1 Environmental, Social & Governance Leadership

ESG leader with a 60-year track record delivering value to investors, tenants, employees, and communities

- ESG approach is aligned with core business strategy, with property-level and enterprise efforts that bolster FFO growth
- Proactive approach to quantifying, disclosing and managing climate, reputational and other risks
- Commitment to DE&I, ethics and governance best practices at the Board, Management, and employee levels

## 2 High Quality Portfolio & Operating Platform

Provide critical last-mile solutions to our diverse pool of tenants who continue to adapt and generate robust leasing demand

- Omni-channel retailers have never been more confident in the importance of their physical stores
- The recovery has resulted in sales volumes above pre-covid levels across most retail categories and record low store closures

## 3 Accretive & Opportunistic Capital Allocation

Generate additional internal and external growth through accretive acquisitions, (re)development and “Plus”/Structured investments

- 3 anchor space repositionings completed during the first quarter totaling \$6.1M with a blended ROI of 18%
- 1 redevelopment project completed during the first quarter totaling \$1.7M with an ROI of 11%
- Opportunistic acquisition and structured investment (‘plus’ business) platform focused on accretive unique opportunities

## 4 Significant Financial Strength

Maintain a strong balance sheet and liquidity position with an emphasis on reduced leverage and a sustainable and growing dividend.

- ~\$2.4B in immediate liquidity, including full \$2.0B available on unsecured revolving credit facility
- 477 unencumbered properties, approximately 89% of the centers in the portfolio
- \$1.3B+ market value of ownership interest in Albertsons grocer (NYSE: ACI) at quarter end



# Environmental, Social and Governance

## Industry Leading Platform



### Our Pillars

 **COMMUNICATE**  
Openly With  
Our Stakeholders

 **EMBRACE**  
The Future Of Retail

 **ENGAGE**  
Our Tenants  
& Communities

 **LEAD**  
In Operating  
& Resiliency

 **FOSTER**  
An Engaged, Inclusive  
& Ethical Team

### Results

<p>Achieved <b>#1 GRESB peer group ranking</b> for both The Real Estate Assessment and Public Disclosure</p>	<p>Kimco Realty remained a constituent of the <b>DJSI North America Index</b></p>
<p>Completed <b>2021 Curbside Pickup® installations at 300+ properties</b> with more to come from the expanded portfolio following the WRI merger</p>	<p>Investment in <b>Fifth Wall's Climate Tech Fund</b> underscoring our commitment to exceptional, sustainable real estate.</p>
<p>Completed <b>Kimco Realty's Season of Giving</b> campaign, helping Kimco Realty <b>exceed our 2021 giving goal of \$1 Million</b></p>	<p>Completed over <b>150 meetings with retailers</b> at the ICSC conference, expanding many conversations to <b>include ESG collaboration</b></p>
<p>Established language in recurring services contracts that promotes the use of <b>environmentally friendly materials and chemicals</b></p>	<p>Initiated the enrollment of all new properties into Kimco Realty's <b>integrated waste management program</b></p>
<p>Received maximum score on the Corporate Equality Index – recognized as <b>Best Place to Work for LGBTQ+</b></p>	<p>Re-certified as a <b>Great Place to Work®</b> for the 4<sup>th</sup> year in a row</p>

Our full 2020 Corporate Sustainability Report is available at [kimcorealty.com](http://kimcorealty.com). The report was prepared in accordance with the Global Reporting Initiative's (GRI) Sustainability Reporting Standard and incorporates disclosures aligned with the Sustainability Accounting Standards Board (SASB) and Task Force on Climate-related Financial Disclosures (TCFD).



# Brick and Mortar Solves Last Mile Logistics



Curbside Pickup



Delivery From Store



Free Expedited Shipping



Order Pickup/Bopis\*



Same Day Delivery



**300+ Sites With Curbside Pickup**  
with more to come from the expanded portfolio following the WRI merger



## Environmental Advantages:

- Reduce carbon emissions and congestion from truck traffic
- Less wasteful packaging



## Micro-fulfillment Optionality

Amazon is imposing 5% 'fuel and inflation surcharge' on sellers at the end of April

\*Buy Online Pick-up In Store

# Critical Last Mile Fulfillment



## Shopping powered by stores

We continued to scale our stores-as-hubs strategy, building even better experiences and creating room for future growth.



Same-day services are the fastest-growing part of our business.

**45%**

growth in same-day services on top of 235% in 2020.



Drive Up >70% on top of >600% in 2020

Coming to Drive Up in 2022: Starbucks, returns and more.



“Our focus on delivering a frictionless interconnected shopping experience is resonating...**approximately 50% of our online orders were fulfilled through our stores** in fiscal 2021.”<sup>2</sup>



“During 2021, **our stores...enabled over 90% of our total sales and fulfilled approximately 70% of our online sales** through either ship from store, in-store pickup or curbside”<sup>3</sup>



“**Building a seamless omni-channel experience for customers and prioritizing convenience for them is critical**...Last year, we increased the number of orders coming from our stores by 170% versus the previous year...Having inventory so close to so many customers is a competitive advantage.”<sup>4</sup>



Omni-channel spend is 2.5x+ more  
80% of customers buy online and pick up in store  
71% of customers who purchased online had been in a store  
79% of customers who purchased in stores had been online<sup>5</sup>



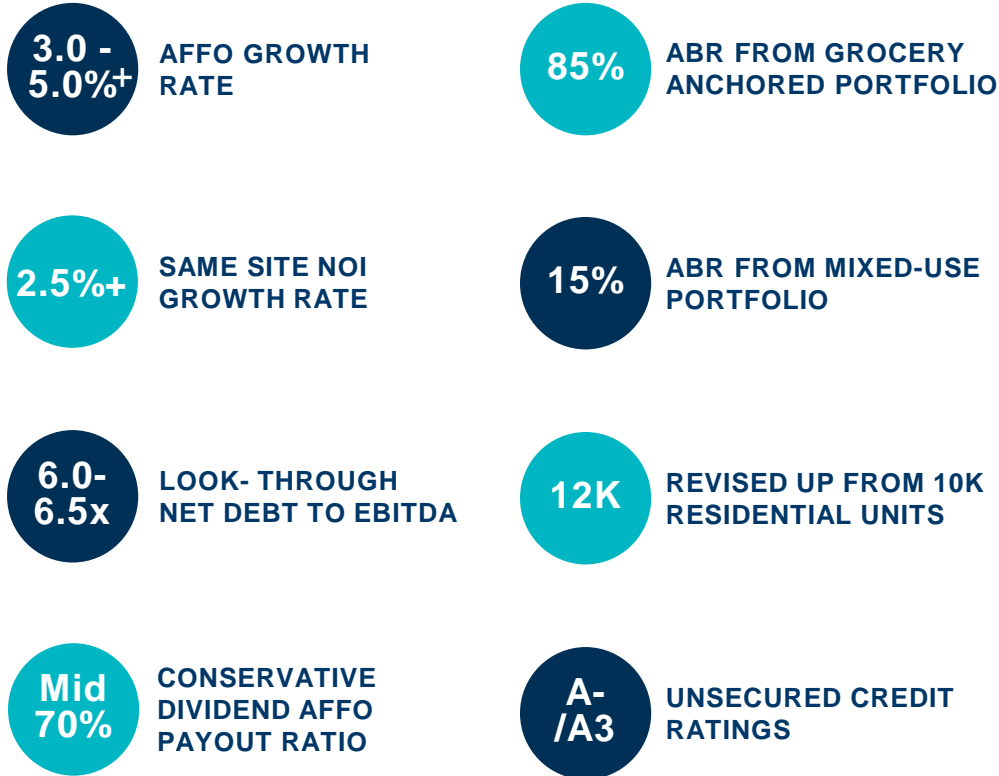
“As **omni-channel households spend 3x more** than in-store-only shoppers, we continued to increase our investments in digital, omni-channel and loyalty, which drove...higher customer engagement and retention...”<sup>6</sup>

1. Target's 2021 Earnings Infographic, March 2022
2. Home Depot 4Q21 Earnings Call Transcript, February 2022
3. Dick's 4Q21 Earnings Call Transcript, March 2022






4. Walmart 4Q FY22 Earnings Call Transcript, February 2022
5. Floor and Décor Investor Day 2022 Presentation, March 2022
6. Albertsons 3Q21 Earnings Call Transcript, January 2022

# Strategic Goals

## Financial & Operating 2025 Goals



## Environmental, Social & Governance (ESG) Pillars and Goals

 <b>COMMUNICATE</b> Openly With Our Stakeholders	<ul style="list-style-type: none"> <li>• Annual ESG Reporting</li> <li>• Alignment with recognized ESG frameworks</li> <li>• Regular and transparent engagement with key stakeholders</li> </ul>
 <b>EMBRACE</b> The Future Of Retail	<ul style="list-style-type: none"> <li>• Live-work-play environments</li> <li>• Omni-channel infrastructure</li> <li>• Low-carbon transportation</li> </ul>
 <b>ENGAGE</b> Our Tenants & Communities	<ul style="list-style-type: none"> <li>• Small business and community giving</li> <li>• Tenant satisfaction</li> </ul>
 <b>LEAD</b> In Operating & Resiliency	<ul style="list-style-type: none"> <li>• Science-Based Target</li> <li>• Tenant and vendor collaboration</li> <li>• Property resiliency</li> <li>• Sustainability-linked financing structures</li> </ul>
 <b>FOSTER</b> An Engaged, Inclusive & Ethical Team	<ul style="list-style-type: none"> <li>• Diversity in management</li> <li>• Employee satisfaction</li> <li>• Individual development and well-being</li> </ul>



# Multiple FFO Growth Drivers



# First Quarter Stats



**18%**

FFO Growth  
over 4Q21



**94.7%**

Operating Portfolio  
Occupancy



**+18.6%**

Pro-rata rent spread on  
comparable new leases



**6.4x**

Net Debt to EBITDA on a  
Look-through basis<sup>1</sup>



**8.9%**

SSNOI Growth  
over 1Q21



**80%**

% of ABR from Grocery  
Anchored Centers



**9.0 YR**

Debt Maturity  
Profile



**~\$2.4B**

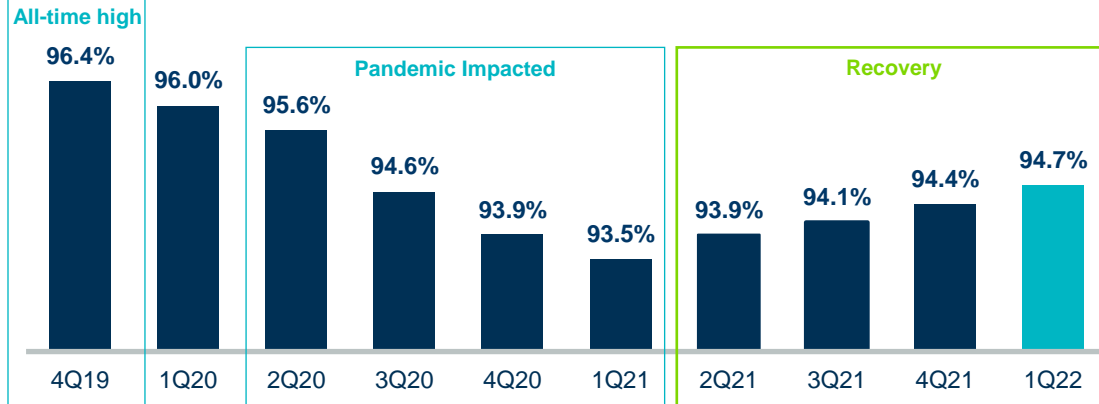
Immediate  
Liquidity<sup>2</sup>

1. Incl. Preferred Stock & Pro-rata JV Net Debt  
2. As of 3.31.22

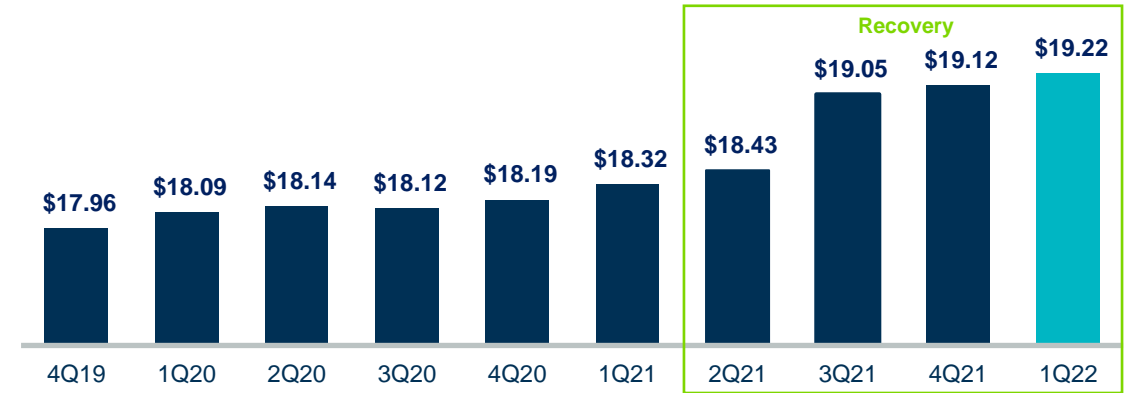


# Operations Update\*

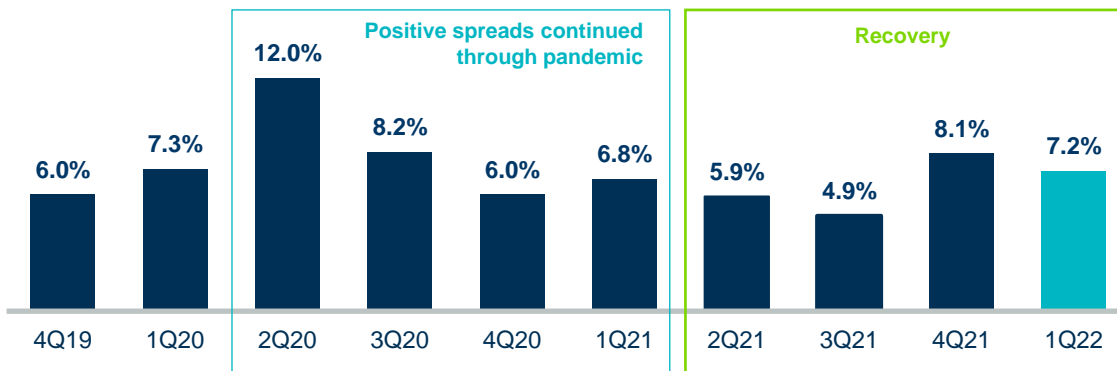
## Occupancy



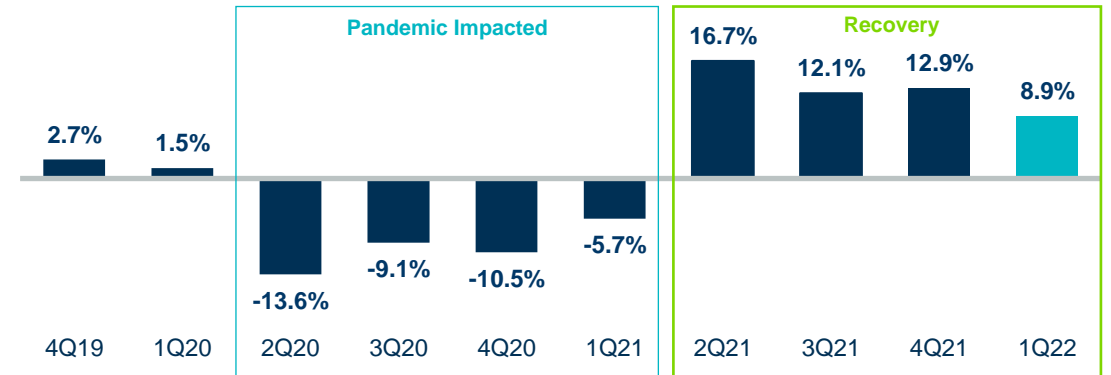
## Rent Per Square Foot



## Comparable Leasing Spreads



## Same-site NOI





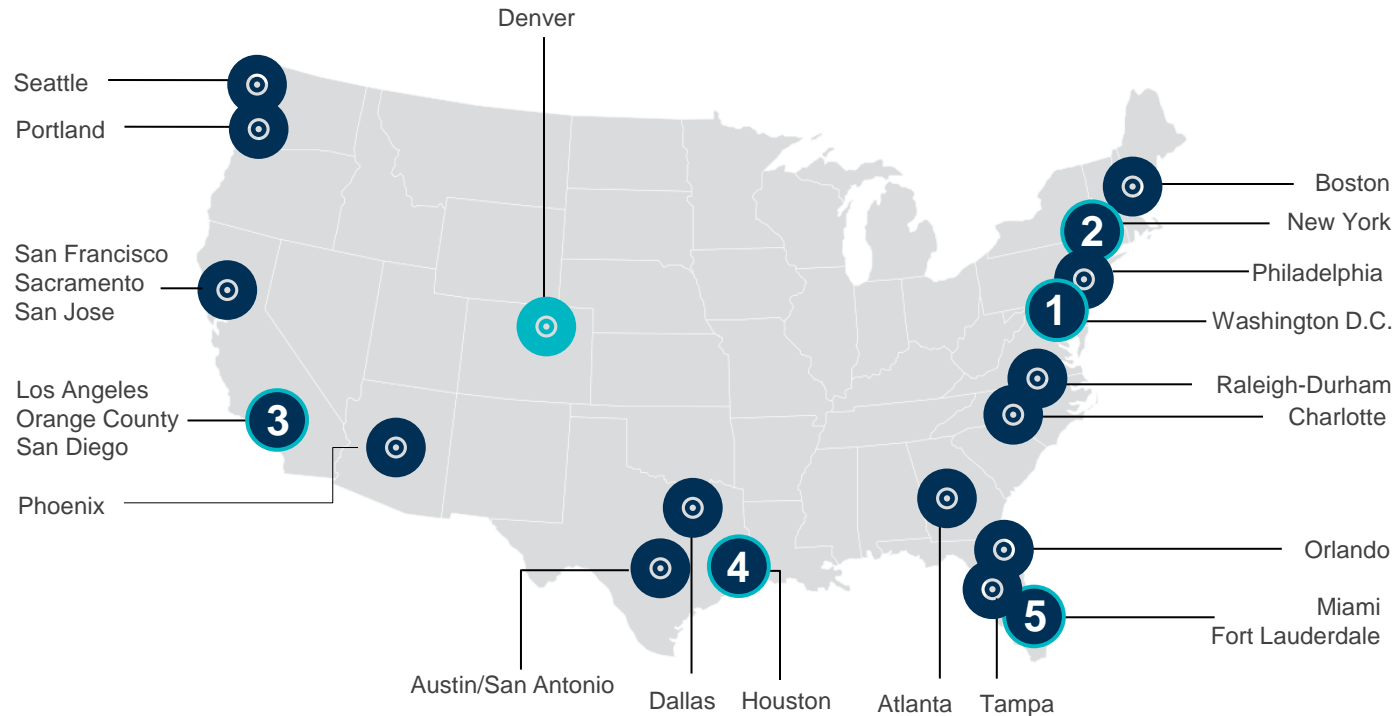
# High Quality Portfolio & Operating Platform





# Well-Positioned, Grocery Anchored Portfolio in Major Sun Belt & Coastal Markets

85% of Annual Base Rent comes from Our Top Major Metro Markets\*



\*Markets noted on the map are Kimco Realty's top major metropolitan markets by percentage of pro-rata ABR as of 3/31/2022

## Major Metro Markets ABR Contribution

83% Coastal and Sun Belt Markets

2% Other Major Metro Markets

85% Major Metro Markets

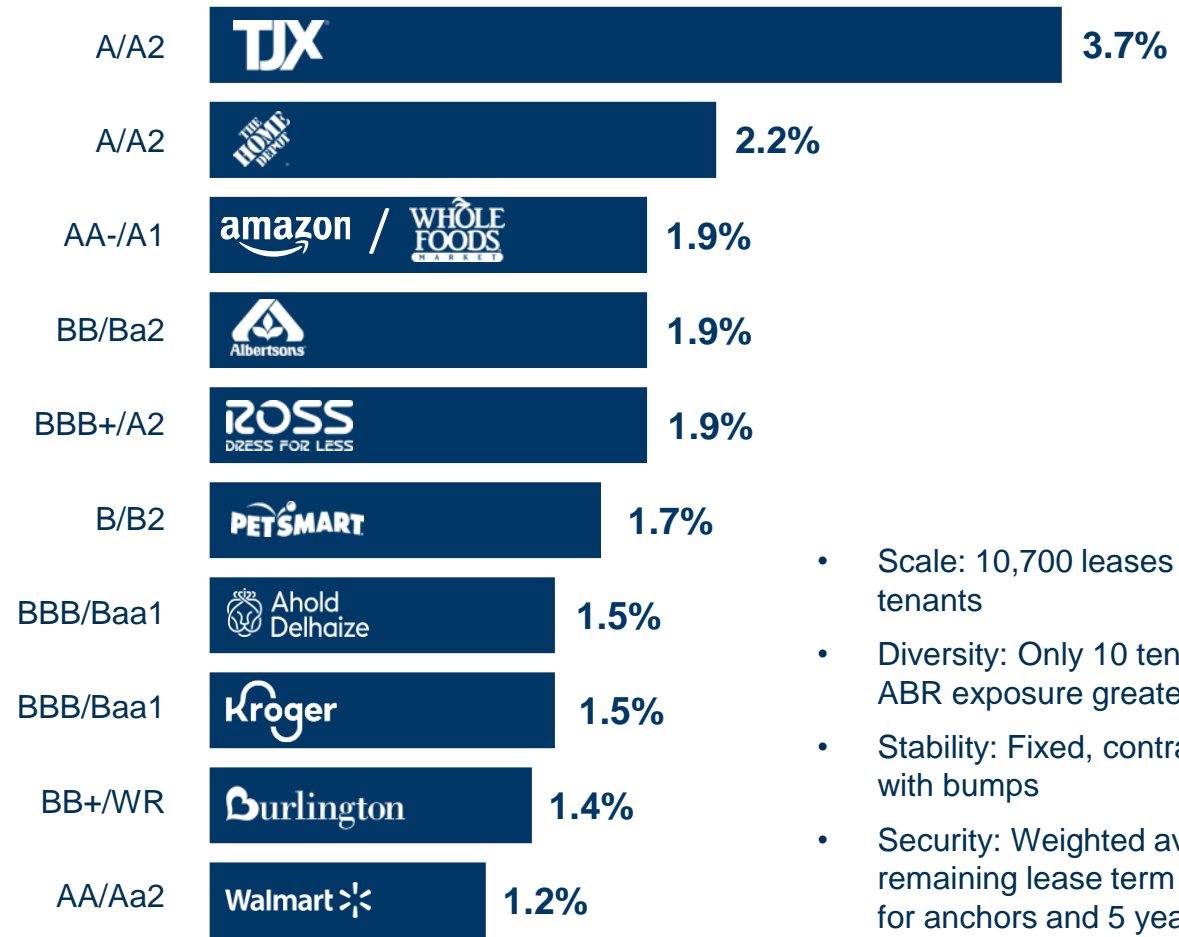
- 94% of the portfolio is within **Sun Belt and/or Coastal markets**
- KIM's **Top Sun Belt markets** estimated 5yr population growth **67%** > the U.S. average.
- KIM's **Top Coastal markets** exceed the U.S. average by **22%** for median household income

# Highly Diversified Tenant Base Led by Healthy Mix of Essential, Necessity-based Tenants and Omni-Channel Retailers



## Top Tenants By ABR

S&P/MOODY'S



- Scale: 10,700 leases with 4,900 tenants
- Diversity: Only 10 tenants with ABR exposure greater than 1.0%
- Stability: Fixed, contractual rents with bumps
- Security: Weighted average remaining lease term of 7 years for anchors and 5 years for small shops\*

\*For the purposes of this calculation, we assume the tenants do not exercise available options

# Favorable Outlook for Shopping Centers

## Record Low Supply

- Relatively low new retail development in first-ring suburban markets
- Strong bounce-back in demand post-COVID

## Shift to Open-Air Centers

- Open-air gets retailers closer to their customers
- Higher trip frequency driven by necessity anchors
- Lower total cost of occupancy
- DTC and mall brands shifting to open-air

## Post Pandemic Lifestyle

- Shift toward suburbs as millennials age
- Flexibility in work-from-home means more shopping local, more cooking at home
- Pandemic-fueled trends like BOPIS and curbside pickup are here to stay

## Omni-Channel

- The physical store is now a last-mile logistics hub for e-commerce, fulfillment & distribution
- Target: >95% of total orders fulfilled in stores
- The halo effect makes physical stores key to omnichannel strategies

# Gaining Pricing Power

## Limited Supply

A dramatic drop in new retail supply over the last 13 years



## Substantial Demand

Over 90% of 2022 planned openings favor open-air formats<sup>2</sup>

Retailers	# of New Stores <sup>2</sup>
Dollar General	1,000
Dollar Tree (TOP 25)	600
Chipotle (TOP 100)	240
AutoZone	200
Five Below (TOP 50)	170
TJX (TOP 25)	170
Aldi	150
Advance Auto Parts	135
Burlington (TOP 25)	120
Ross (TOP 25)	100
Big Lots (TOP 100)	50
Ulta Beauty (TOP 25)	50
Dick's Sporting Goods (TOP 50)	50
Shake Shack	45
Target (TOP 25)	30
Costco (TOP 25)	20
BJ. Wholesale (TOP 100)	16
<b>Total</b>	<b>3,146</b>

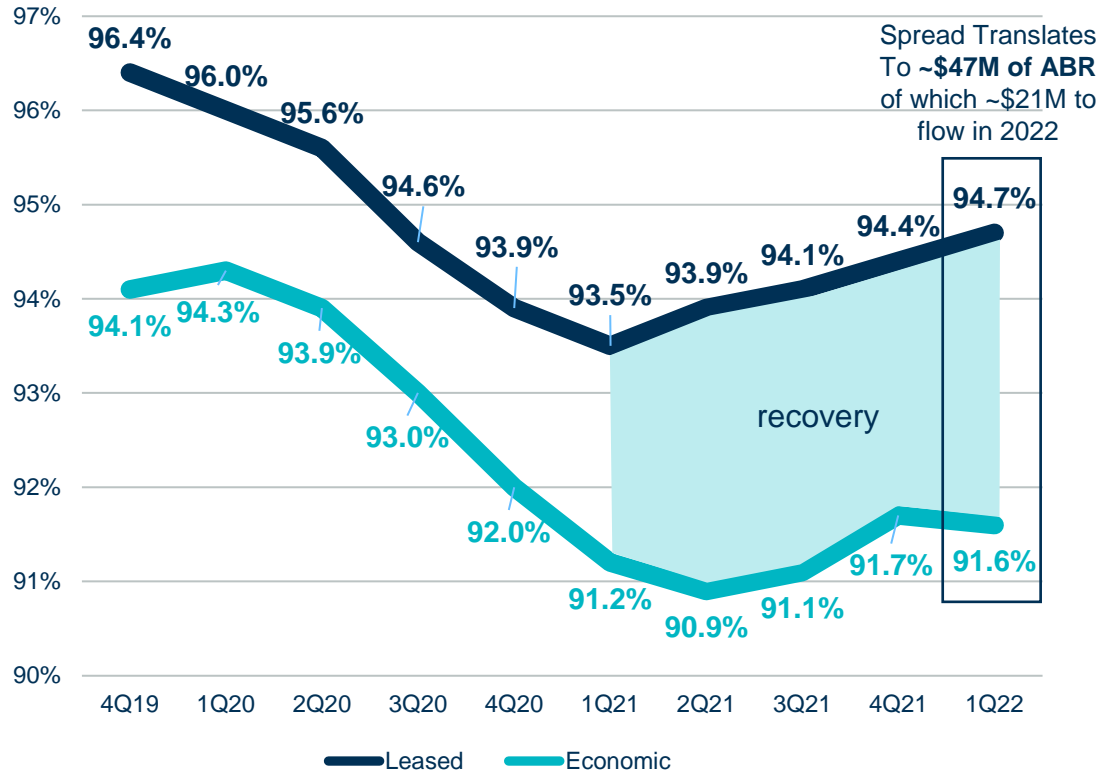
(KIMCO REALTY TENANT RANKING)



# Operational Momentum

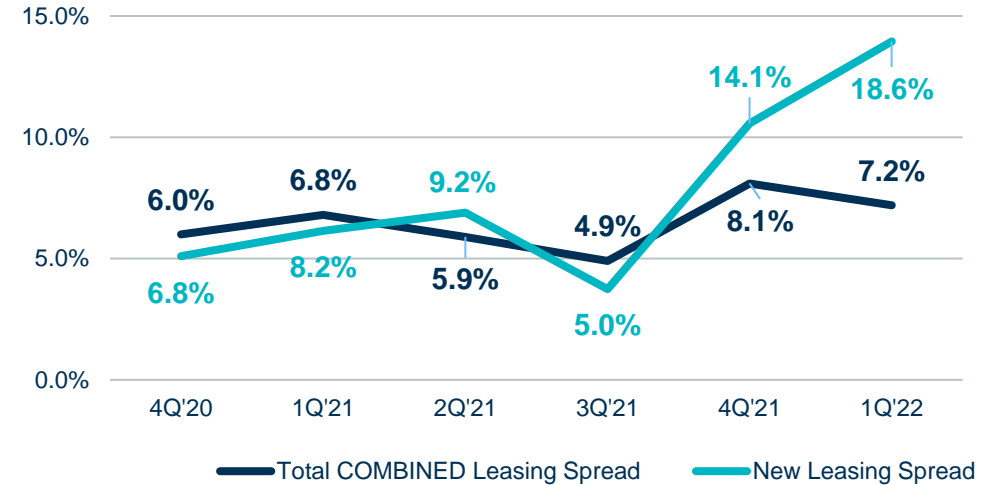
## Leased To Economic Occupancy Spread

### All-time high



## Lease Spreads

- Leasing spreads demonstrate pricing power



**Net Effective Rents** +4% for 1Q22 vs. Trailing 12 Mos

## Mark To Market

- 275 anchor leases** expiring during 2022 & 2023; AVG RPSF of **\$12.49** vs. **\$16.73** over the TTM
- 10% of Kimco Realty's Pro-rata ABR** from ground leases with a mark to market of 91%

# Accretive & Opportunistic Capital Allocation



# 2022 Capital Allocation Priorities

External  
Growth

Third Party Acquisitions, Partnership Buyouts & Structured Investments

**\$100M+**

Net of dispositions

Internal  
Growth

Leasing

**\$200M TO \$225M**

Includes capex, tenant improvements and landlord work

(Re)development

**\$125M TO \$150M**

Finding the highest and best use for each asset  
Adding density while creating community gathering spaces

# Future Mixed-Use Opportunities

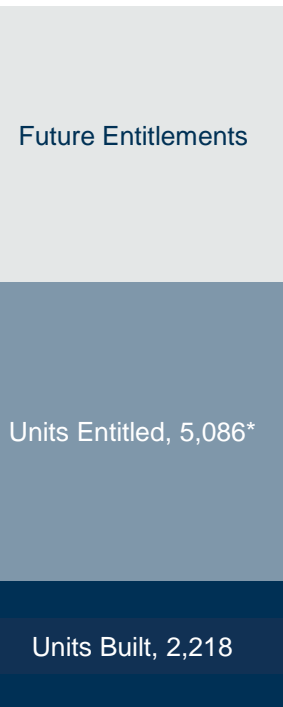
Opportunities are distributed across the portfolio, diversifying against market-specific circumstances

## Multi-family Entitlements\*

2025 Goal:  
12,000+ Units  
Built or Entitled

\$110K-\$175K/Unit  
Estimated Unit  
Value

7,304 Units



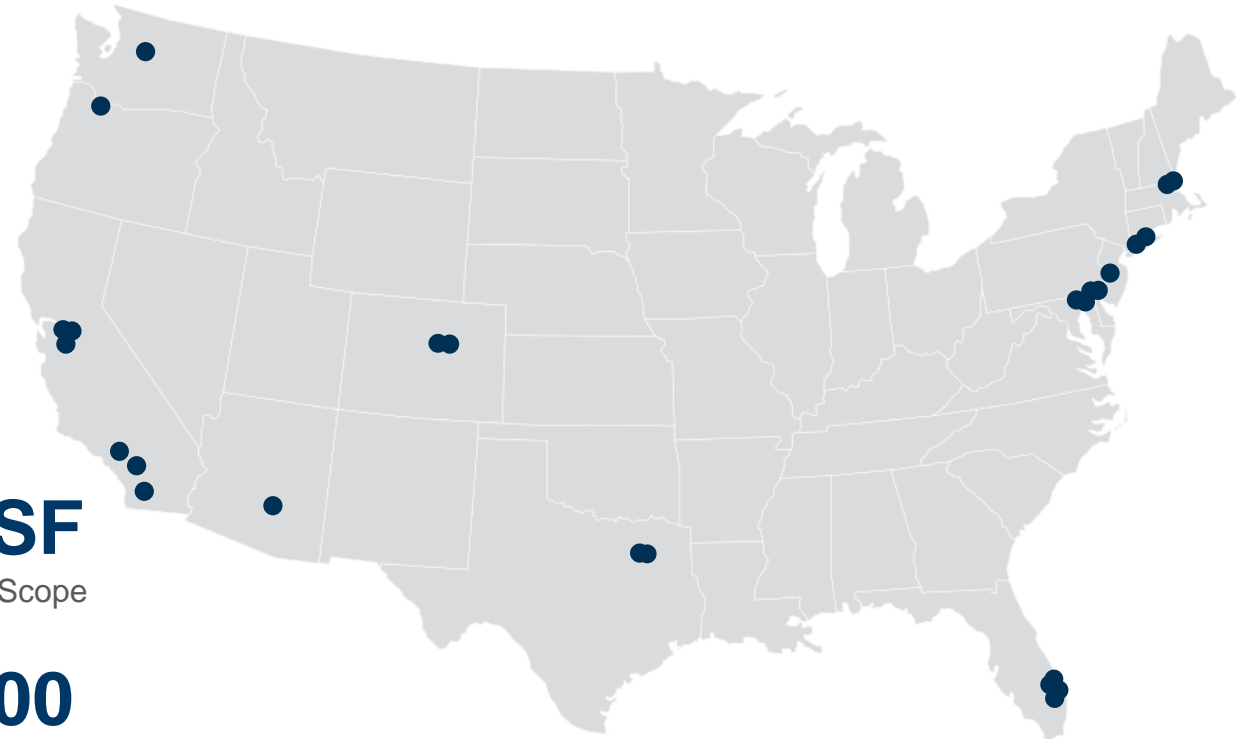
\* 1Q 2022: Entitled three projects totaling 1,291 multi-family units (Dania Pointe: 400 units; East Bank SC: 311 units; Gaithersburg: 580 units)



**40+**  
Potential  
Mixed-Use  
Projects  
and  
Master Plans

**1.7M SF**  
Retail GLA in Scope

**>12,000**  
Multi-family Units\*\*



\*\*Excludes Retail GLA in Scope and Residential Units for 7 projects in Master Planning



# Significant Financial Strength



# ~\$2.4 Billion of Financial Capacity to Support Growth

## COMMITTED TO

Improving investment grade credit ratings from:

**BBB+ S&P / Baa1 Moody's**

Lowering Net Debt to EBITDA from current levels of:

**6.0x** Consolidated

**6.4x** Preferred Stock & Pro-rata Debt

Maintaining Fixed Charge Coverage of 3.5x or better. Current level: **4.2x**

Growing Recurring FFO/ Share

## SOURCES

**\$370M** in cash and cash equivalents

Unencumbered Properties

~**89%** of our properties (477);

~**90%** of our Total NOI

Albertsons (NYSE:ACI) Marketable Securities Valuation: **\$1.3B<sup>+</sup>**

Full Availability under **\$2.0B** Revolving Credit Facility (green pricing grid)

Dividend Payout Ratio: Low to Mid 70%'s of FAD (~**\$200M** of FCF After Dividends)

## USES

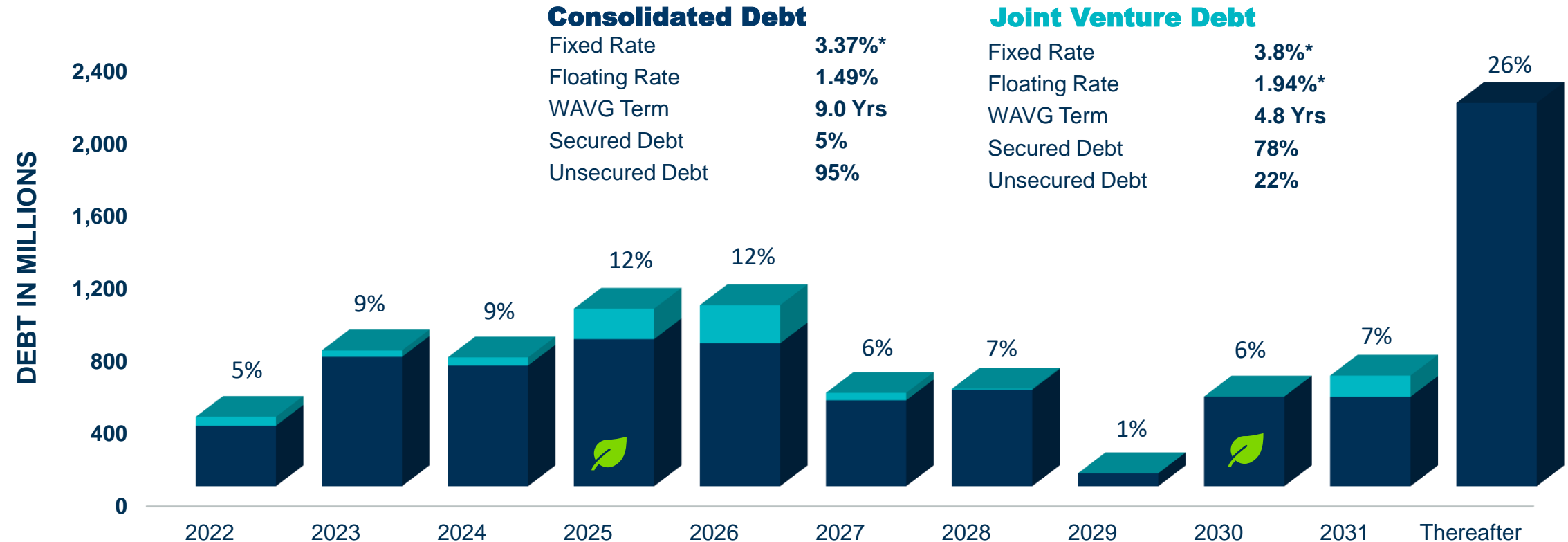
~**\$300** of 3.375% unsecured debt maturing in Oct 2022

Subsequent to quarter ending 3/31/2022 paid off **\$29M** of consolidated mtg debt; **no remaining mortgage debt maturing in 2022**

2022 Spend on (re)development: **\$125M to \$150M**

\*As of 3/31/2022

# Well-Staggered Debt Maturity Profile with Accretive Near-Term Refinancing Opportunities




## Consolidated Debt

Fixed Rate	3.37%*
Floating Rate	1.49%
WAVG Term	9.0 Yrs
Secured Debt	5%
Unsecured Debt	95%

## Joint Venture Debt

Fixed Rate	3.8%*
Floating Rate	1.94%*
WAVG Term	4.8 Yrs
Secured Debt	78%
Unsecured Debt	22%

 Includes Green Bonds and/or credit facility with green pricing grid

As of 3/31/2022  
Percentages are annual maturities of total pro-rata debt stack  
\*Weighted average

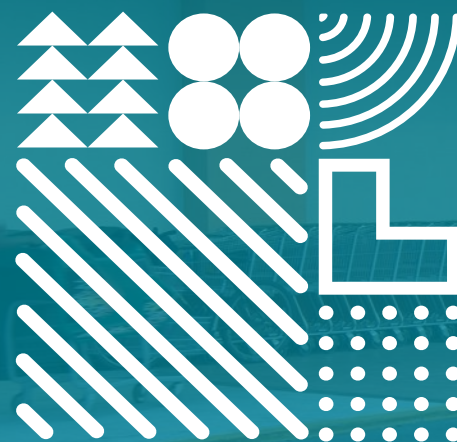


# Well-Positioned for Sustainable Growth

- 1 Environmental, Social & Governance Leadership**
- 2 High Quality Portfolio & Operating Platform**
- 3 Accretive & Opportunistic Capital Allocation**
- 4 Significant Financial Strength**



# Appendix



# How Bricks Save Clicks

## Combat declining e-commerce sales

Online furniture seller, Wayfair, is placing new hopes in the physical world, opening three bricks-and-mortar stores after experiencing a decline in active customers last year paired with increasing advertising costs and decreasing organic search visits.



## Reduce acquisition/ad costs

**chewy.com** Online pet supplies retailer, Chewy's, acquisition costs were ~\$120/customer in 2021 (up 44% from 2019)

In contrast, Petco, a brick and mortar-based retailer, reduced advertising per net new customer from \$170 in 2019 to \$60 in 2021. It's store footprint facilitates its same-day delivery offerings cheaper and faster compared with pure-play e-commerce. It is remodeling to expand its which can't be provided online.

## Improve margins

**WARBY PARKER** Warby Parker and Allbirds both originated as online-only companies. Both have indicated that margins are strong within their stores and are expanding their store counts. When Warby Parker opens a new store, that geographical market sees 250%+ revenue growth on average in the first year of the store debut.



## Test new technologies and services

Amazon's physical stores allow Amazon to test new services—such as the “just walk out” technology and technology that allows customers to add items to the fitting room through an app.





# Expanding Brand Leaders

Leading Retailers are using the current environment to upgrade their locations and/or to try to gain market share

## Tenants Expanding Today

<p><b>Grocer</b></p>	<p><b>Health/Beauty Products</b></p>	<p><b>Personal Services</b></p>
<p><b>Off Price Retail</b></p>	<p><b>Sporting Goods</b></p>	<p><b>Fitness</b></p>
<p><b>Large Format</b></p>	<p><b>Restaurants</b></p>	<p><b>Misc.</b></p>

Source: Citi Research, Creditintell, ICSC, company releases, media reports

# Environmental, Social and Governance Industry Leading Platform

## Partnerships

- GRESB Member
- US EPA Energy Star® Partner
- DOE Better Buildings Alliance Member
- Landlord Tenant Energy Partnership (IMT, ICSC, RILA)
- Green Lease Leaders
- Nareit RESC Executive Committee
- Real Estate Roundtable Sustainability Policy Advisory Committee

## Recognition



America's Most Responsible  
Companies – Top Real Estate Owner



Dow Jones  
Sustainability Indexes

DJSI North America  
Indexes



G R E S B®

GRESB Public Disclosure –  
“A” Rating



Fortune Best  
Workplaces in New  
York™ 2021



WSJ Top 250 Best-  
Run Companies 2021



Best Place to Work for  
LGBTQ+ Equality



FTSE4Good

FTSE4Good Index



Great Place To Work  
Certified for the 4<sup>th</sup>  
year in a row

BARRON'S  
The 10 Most Sustainable REITs

Barron's: Highest  
Ranked Retail REIT



Dania Pointe “Most Intelligent  
Mixed-use Project”



Gold Green Lease Leader

*for additional ESG information see our ESG deck*

# Reconciliation of Non-GAAP Measures

## Net Debt/EBITDA Calculations

Net income/(loss)	\$	235,959		
Interest		57,019		
Early extinguishment of debt charges		7,173		
Depreciation and amortization		130,294		
Gain on sale of properties		(4,193)		
Gain on sale of joint venture properties		(2,986)		
Impairment charges (including real estate joint ventures)		700		
Pension valuation adjustment		250		
Profit participation from other investments, net		(3,663)		
Gain on marketable securities, net		(121,764)		
Provision for income taxes		(153)		
<b>Consolidated EBITDA</b>	<b>\$</b>	<b>298,636</b>		
<b>Annualized Consolidated EBITDA</b>		<b>1,194,544</b>		
<b>Consolidated EBITDA</b>	<b>\$</b>	<b>298,636</b>		
Prorata share of interest expense - real estate JV's		4,769		
Prorata share of depreciation and amortization - real estate JV's		16,885		
<b>EBITDA including prorata share - JV's</b>	<b>\$</b>	<b>320,290</b>		
<b>Annualized Pro-rata EBITDA</b>	<b>\$</b>	<b>1,281,160</b>		
Debt	\$	7,489,448	Pro-rata JV Debt	\$ 671,413
Cash		(370,318)	Pro-rata JV Cash	(50,680)
<b>Net Debt</b>	<b>\$</b>	<b>7,119,130</b>	<b>Pro-rata JV Net Debt</b>	<b>\$ 620,733</b>

### Net Debt / EBITDA Calculation

Net Debt	\$	7,119,130
Annualized Consolidated EBITDA	\$	1,194,544
<b>Net Debt to Consolidated EBITDA</b>		<b>6.0x</b>

### Net Debt / EBITDA Calculation Pro-Rata (Including Preferreds)

Net Debt (Pro-rata Share with JV)	\$	7,739,863
Preferred Stock		489,500
<b>Debt</b>	<b>\$</b>	<b>8,229,363</b>
<b>Annualized Pro-rata EBITDA</b>	<b>\$</b>	<b>1,281,160</b>
<b>Net Debt and Preferred to Pro-rata EBITDA (including preferreds)</b>		<b>6.4x</b>



