



Livingston Center (Livingston, NJ)



Chapel Hill (Dallas, TX)



# INVESTOR UPDATE

November 2015

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# KITE REALTY'S STRATEGIC PRIORITIES



Operational Excellence	High-Quality Portfolio	Portfolio Upgrade	Financial Flexibility
OPERATIONAL EXCELLENCE	HIGH-QUALITY PORTFOLIO	PORTFOLIO UPGRADE	FINANCIAL FLEXIBILITY
<ul style="list-style-type: none"><li>■ Long-standing, experienced management team</li><li>■ Industry-leading operating metrics</li><li>■ ~4.4% same-store NOI growth over last 10 quarters</li></ul>	<ul style="list-style-type: none"><li>■ Over 70% ABR coming from top 50 MSAs</li><li>■ Highly-trafficked centers; over 67% of assets include grocer</li><li>■ Enhancing assets via the 3 R's; Redevelop, Reposition, Repurpose</li></ul>	<ul style="list-style-type: none"><li>■ Recent portfolio transformation</li><li>■ Completed 15-asset sale and tax efficient / strategic redeployment</li><li>■ Expected net seller again in 2016 of ~\$100mm</li></ul>	<ul style="list-style-type: none"><li>■ Investment grade balance sheet</li><li>■ \$50mm in free cash flow annually</li><li>■ Minimal debt maturities through 2020</li><li>■ &lt;10% floating rate debt exposure</li></ul>

STRATEGIC OBJECTIVES DRIVE FREE CASH FLOW, LONG-TERM VALUE AND SHAREHOLDER RETURN

# OPERATIONAL EXCELLENCE



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# TOP TIER OPERATING EFFICIENCY

Operational Excellence

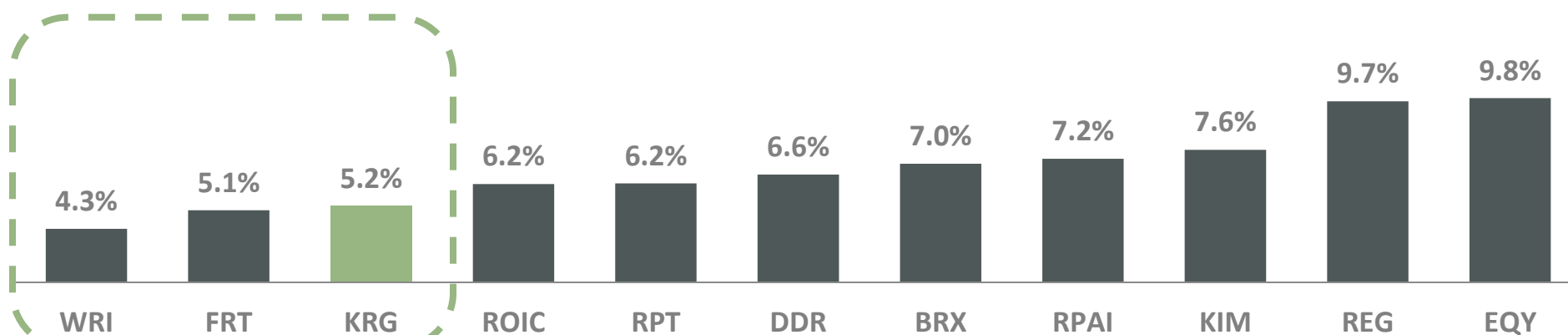
High-Quality Portfolio

Portfolio Upgrade

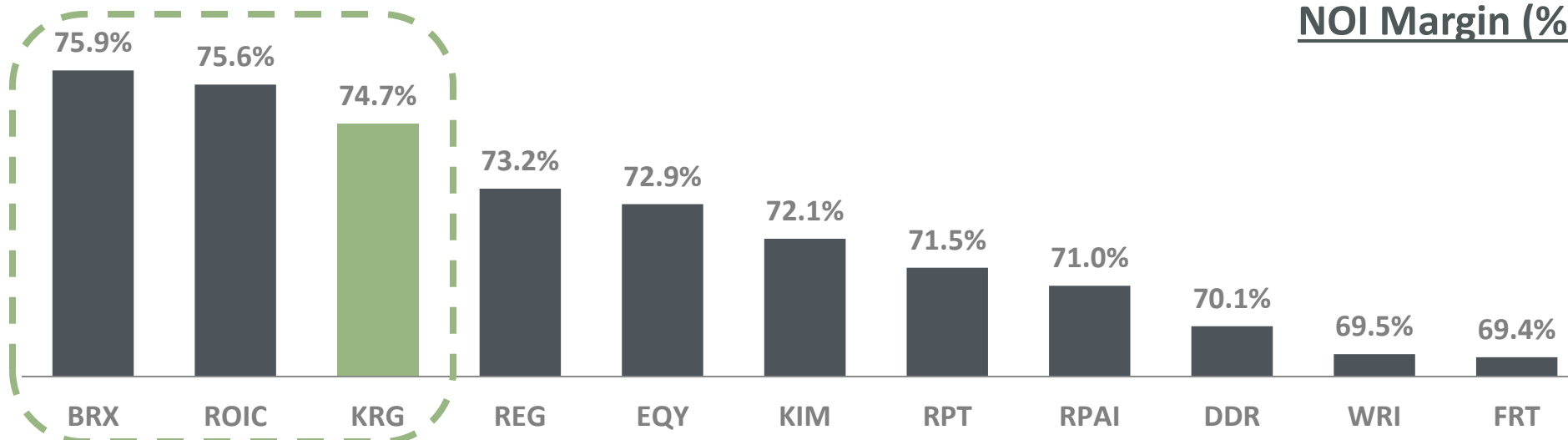
Financial Flexibility

Kite efficiency metrics  
are among the best in the industry

G&A / Revenues (%)



NOI Margin (%)



Source: As of 09/30/15 per company financials. Reflects pro rata income statement figures.

# HISTORICAL NOI GROWTH OUTPERFORMS SECTOR



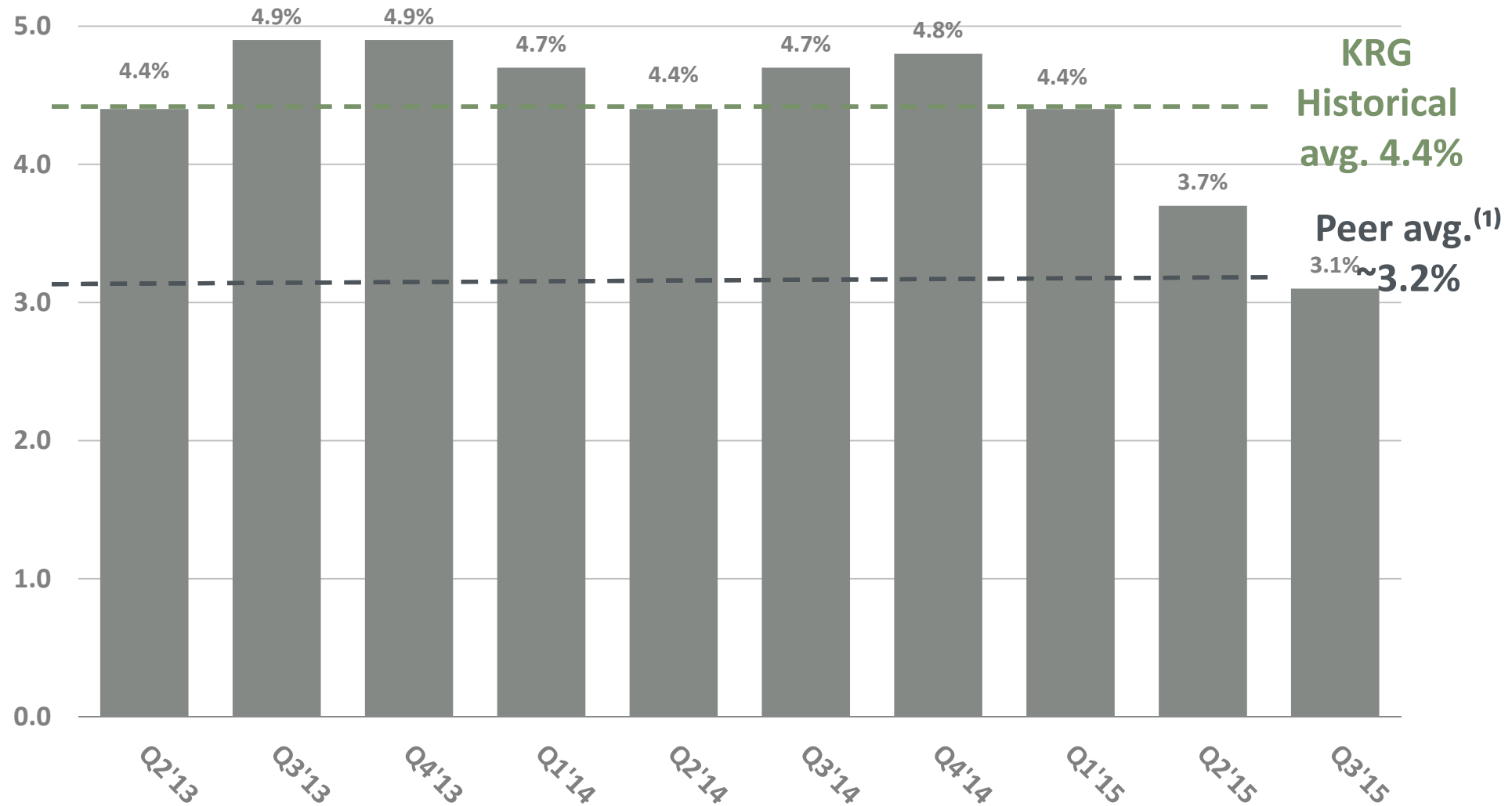
Operational Excellence

High-Quality Portfolio

Portfolio Upgrade

Financial Flexibility

## Same-Property NOI Growth (%)



1. Peers include AKR, BRX, CDR, DDR, EQY, FRT, KIM, REG, ROIC, RPAI, RPT, WRI. Same-store numbers exclude redevelopment.

# HIGH-QUALITY PORTFOLIO



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# HIGH-QUALITY PORTFOLIO IMPROVES FURTHER

Operational Excellence

High-Quality Portfolio

Portfolio Upgrade

Financial Flexibility

## Summary Retail Property Statistics <sup>(1)</sup>

Number of Properties	113
Number of States	22
Total GLA (SF)	22mm
Owned GLA (SF)	15mm
Total Leased (Owned SF)	95.4%
Shop Leased (Owned SF)	87.5%
Annualized Base Rent ("ABR" Per SF)	\$15.24
Ground Lease (ABR)	\$18mm
Average Center Size (SF)	200,000

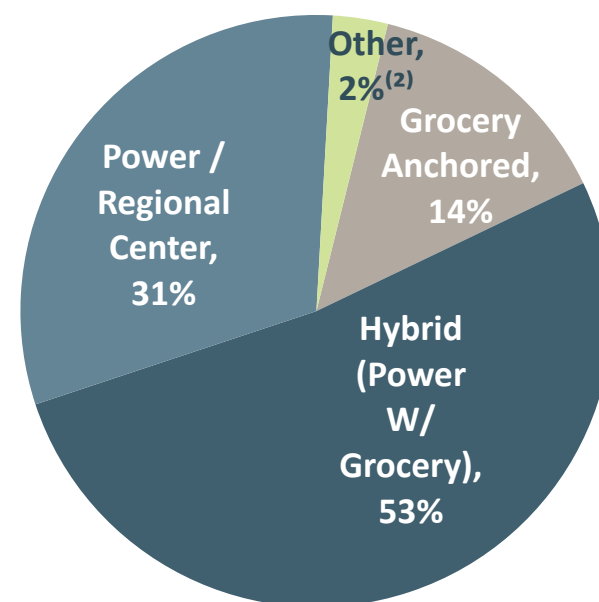
## Portfolio Demographics <sup>(3)</sup>

Average Household Income	\$85,000
Population	165,000

## Retail Diversification By ABR <sup>(1)</sup>

By Property Type

**67% Of Assets Anchored With A Grocery**



Continued portfolio pruning and asset enhancements drive shareholder value; Vs. 2010: assets are supported by **30% more population density** resulting in **19% ABR growth**

1. As of 09/30/15. Includes operating retail portfolio.
2. Other includes office, unanchored strip centers and single tenant assets.
3. Based on 5-mile radius. Source: demographic data from AGS.

# OVER 70% OF ABR FROM TOP 50 MSAs

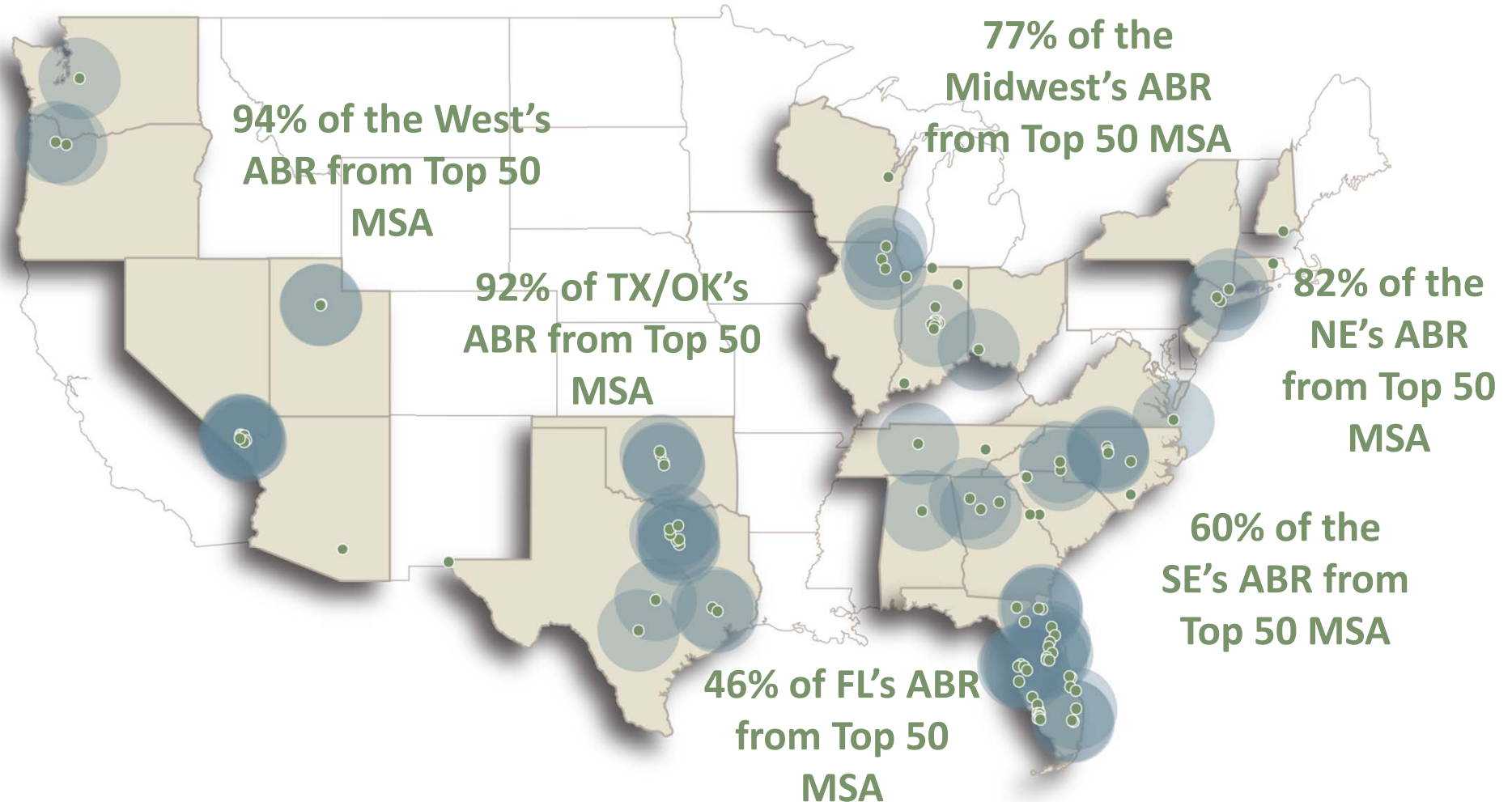
Operational Excellence

High-Quality Portfolio

Portfolio Upgrade

Financial Flexibility

## Regional Approach Proves Impactful As Majority Of Portfolio Income From Top Markets



Source: Top 50 MSAs based on population counts from the U.S. Census.



# DIVERSE, HIGH-QUALITY REVENUE STREAM

Operational Excellence

High-Quality Portfolio

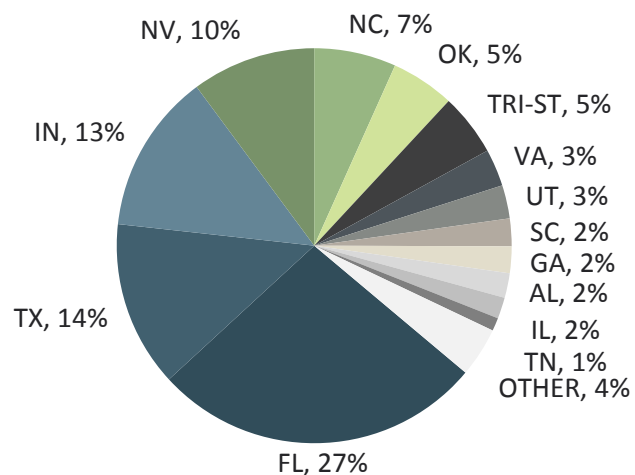
Portfolio Upgrade

Financial Flexibility

HIGH-QUALITY TENANT BASE

	Top Tenants By ABR	# Stores	% ABR
1	Publix	18	3.2%
2	TJ Maxx	21	2.4%
3	PetSmart	18	2.1%
4	Bed Bath & Beyond	17	2.0%
5	Ross Dress For Less	17	2.0%
6	Lowe's	5	1.9%
7	Office Depot / Max	18	1.9%
8	Dick's Sporting Goods	9	1.7%
9	Michaels	13	1.4%
10	Walmart	6	1.4%
	<b>Total</b>	<b>142</b>	<b>20.0%</b>

GEOGRAPHICALLY DIVERSE



## INVESTMENT GRADE RATED TOP TENANTS

**TJ·maxx**

**BED BATH & BEYOND**

**ROSS**  
DRESS FOR LESS

**LOWE'S**

**DICK'S**  
SPORTING GOODS

**Walmart**

## Q3 LEASE ACTIVITY EXAMPLES

**DSW**  
DESIGNER SHOE WAREHOUSE™

**Stein Mart**

**Marshalls**

**smashburger**

First In Indiana:  
Cool Creek Commons (IN)

**ULTA**  
BEAUTY

**buybuy BABY**

**PET SMART**

**2ND & CHARLES**

**KIRKLAND'S**

**dressbarn**

First In Florida:  
Gainesville Plaza (FL)

# IN-PROCESS PROJECTS & THE 3-R'S

Operational Excellence

High-Quality Portfolio

Portfolio Upgrade

Financial Flexibility

## IN-PROCESS DEVELOPMENT / REDEVELOPMENT

- In-process projects of **\$188.8mm**
- Over **70% funded**
- Over **90% pre-leased or committed**
- Generating **~\$11mm in cash net operating income ("NOI")**, yet to come online

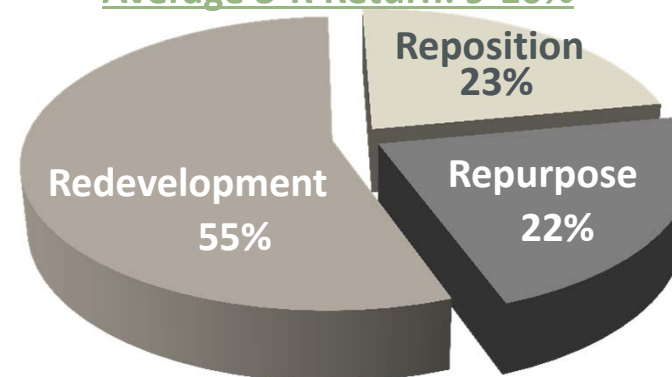


## REDEVELOPMENT PIPELINE: THE 3 R'S

- **Redevelop:** substantial renovations; e.g. teardowns, remerchandising, exterior / interior improvements
- **Repurpose:** substantial alterations including changing the product-type
- **Reposition:** less substantial asset enhancements, generally \$5mm or less

3-R's: \$120mm Over 18 Months

Average 3-R Return: 9-10%



Expect To Maintain A Rolling ~\$100mm Across The 3-R's

Operational Excellence

High-Quality Portfolio

Portfolio Upgrade

Financial Flexibility

Using **free cash flow** to fund redevelopment pipeline yields high return on capital and boosts portfolio NAV

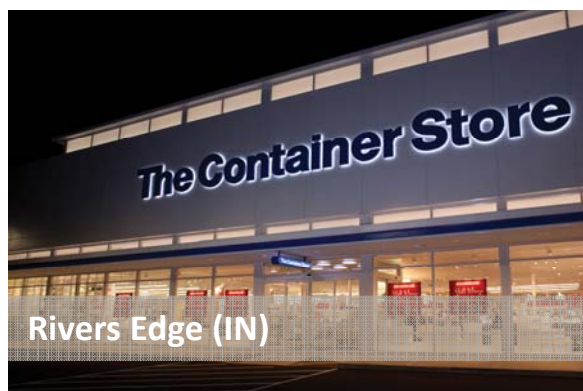
~\$120mm of 3  
R's; with ~10%  
average return



~\$50mm in free  
cash flow for  
2015FY



**Portfolio  
NAV**



# PORTFOLIO UPGRADE



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# RECAP OF TRANSFORMATION AND 2016 OUTLOOK

Operational Excellence

High-Quality Portfolio

Portfolio Upgrade

Financial Flexibility

## ACTIONS TAKEN TO-DATE

- Completed \$320mm 15-asset disposition in December 2014 and March 2015
- Redeployed ~\$185mm in a tax efficient way in 2015, acquiring 4 top-tier, premier assets in core markets
- Net seller of ~\$100mm non-core assets**



Livingston Shopping Center (NJ)

## OBJECTIVES AND 2016 OUTLOOK

- Capitalize on market and cap rate environment
- Opportunistically sell ~\$100mm in non-core assets**



Belle Isle Station (OK)



# STRATEGIC INITIATIVE RESULTS

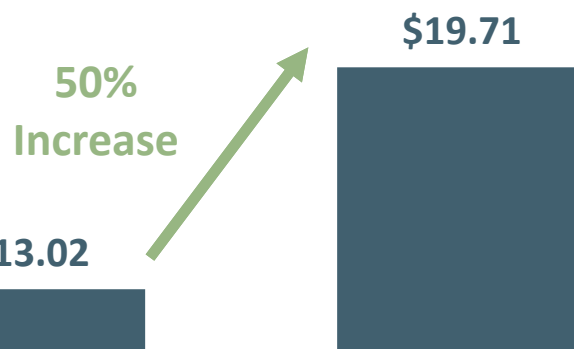
Operational Excellence

High-Quality Portfolio

Portfolio Upgrade

Financial Flexibility

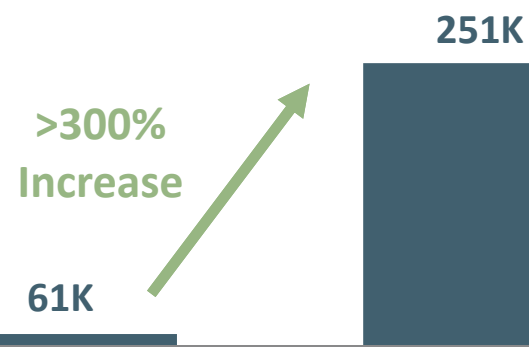
50% Improvement In ABR per SF



Dispositions

Acquisitions

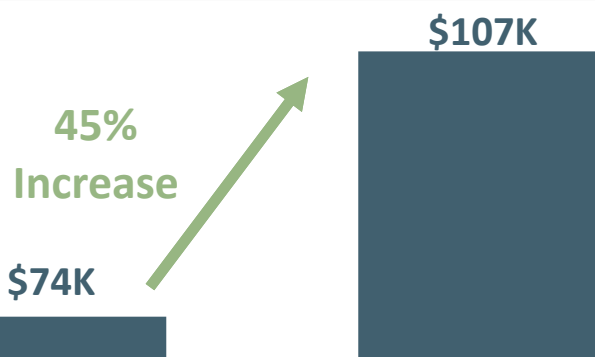
More Than 300% Growth In Population



Dispositions

Acquisitions

45% Increase In Household Income



Dispositions

Acquisitions

Dramatic Tenant Improvement

Office DEPOT.  
OfficeMax®

BAM!  
BOOKS • TOYS • TECH • MORE

JCPenney

SPORTS  
AUTHORITY

Dispositions

NORDSTROM rack

WILLIAMS-SONOMA

TJ-maxx

WHOLE  
FOODS  
MARKET

POTTERY BARN

Acquisitions

Note: Dispositions include the 15- asset disposition which closed in Q4 2014 and Q1 2015. Acquisition assets include Livingston Shopping Center, Rampart Commons, Belle Isle, Colleyville Downs and Chapel Hill. Demographic data from AGS; population based on a 5-mile radius and household income based on a 3-mile radius.

# BALANCE SHEET



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# STRONG BALANCE SHEET & CAPITAL POSITION



Operational Excellence

High-Quality Portfolio

Portfolio Upgrade

Financial Flexibility

## BALANCE SHEET INITIATIVES

- Maintain investment grade balance sheet with continued improvement  
Floating rate debt exposure < 10%

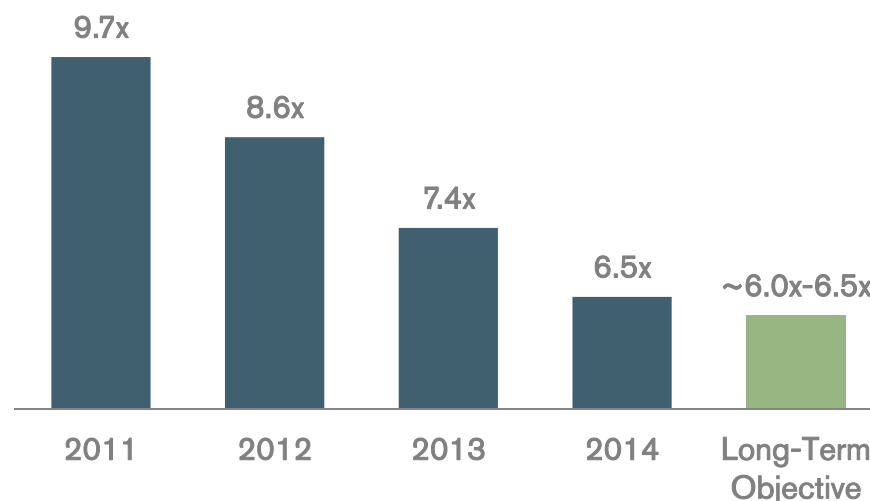
Net debt / EBITDA mid 6x's

- Redeem 8.25% preferred in Dec. '15  
Issued notice to call in October

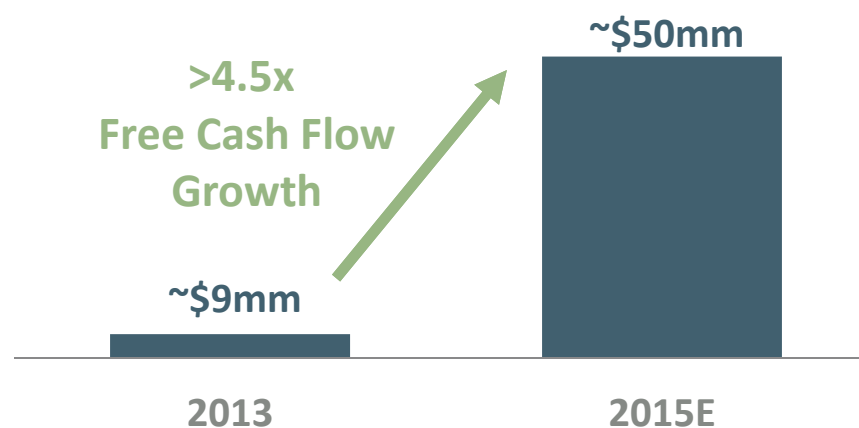
Fund with remaining unsecured proceeds and other liquidity

- Continue free cash flow growth  
Expect \$50mm in 2015;  
to grow ~10% in 2016 FY

## NET DEBT + PREFERRED / EBITDA 3X LOWER

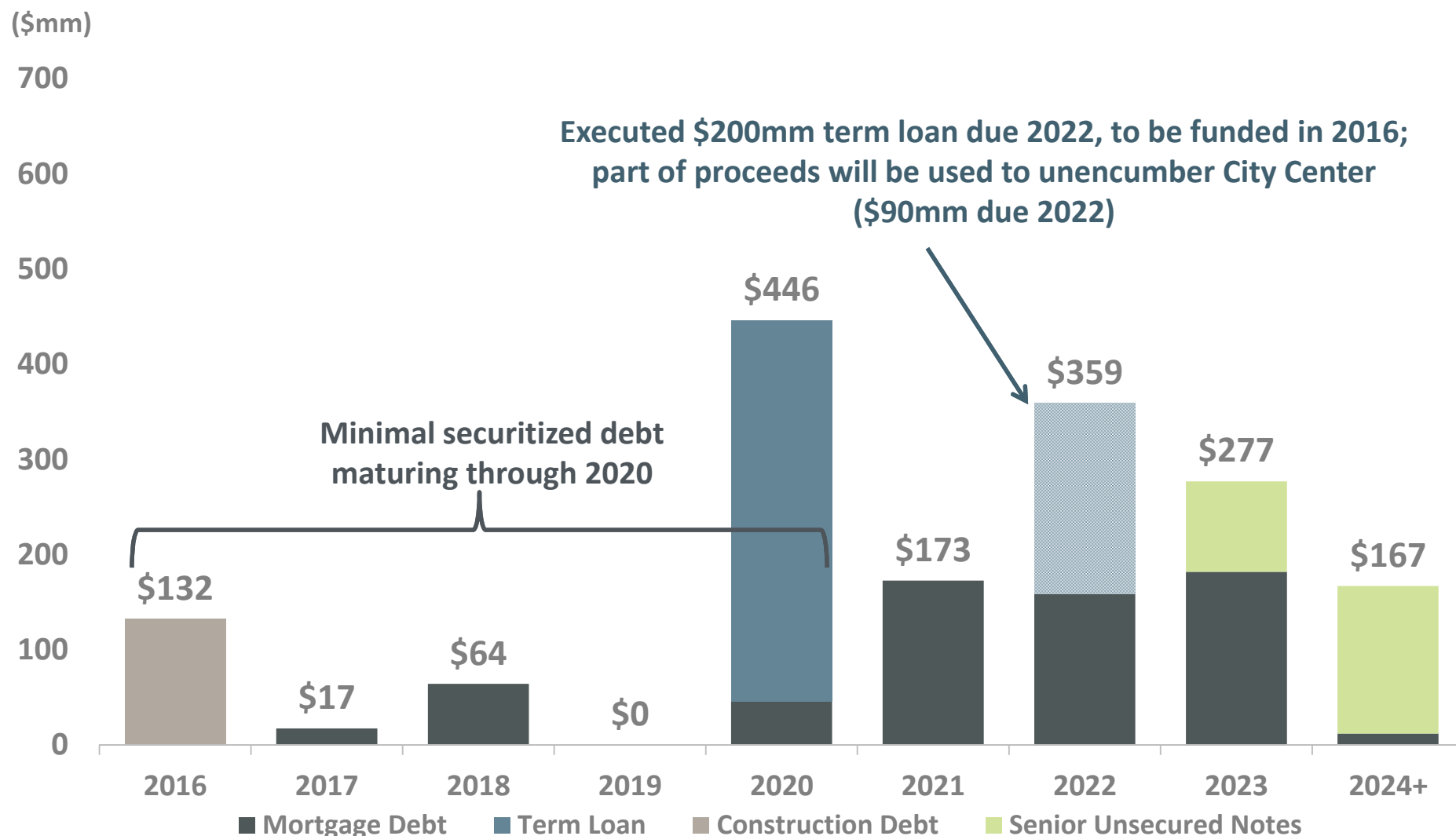


## ANNUAL FREE CASH FLOW GROWTH



# WELL-STAGGERED DEBT MATURITY PROFILE

## KRG's Pro Forma Debt Maturity Schedule <sup>(1)(2)</sup>



1. Chart excludes scheduled principal payments and net premiums. Term Loan in 2020 shown at final maturity after extension options exercised.

2. As of 09/30/15, pro forma for unsecured term loan due 2022, to be funded in in Q4 '15 and 2016. Also, pro forma for 2016 securitized debt pay down and the pay down of City Center (originally due 2022).

## Redeeming \$102.5mm 8.25% Preferred On Dec. 7, 2015

- Lowers average debt cost by ~25 bps; improves financial flexibility

## Free Cash Flow To Fund Redevelopments

- Highest-returning investment for our growing free cash flow

## Ongoing Redevelopment Pipeline Of ~\$100mm

- Future asset enhancements drive long-term shareholder value

## Limited Debt Maturities For The Next ~5 Years

- Only ~\$100mm in securitized debt maturing through 2020

## Expect To Be Net Sellers Of ~\$100mm In 2016

- Capitalize on market environment by selling non-core assets



# FORWARD-LOOKING STATEMENTS

This presentation, together with other statements and information publicly disseminated by us, contains certain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Such statements are based on assumptions and expectations that may not be realized and are inherently subject to risks, uncertainties and other factors, many of which cannot be predicted with accuracy and some of which might not even be anticipated. Future events and actual results, performance, transactions or achievements, financial or otherwise, may differ materially from the results, performance, transactions or achievements, financial or otherwise, expressed or implied by the forward-looking statements. Risks, uncertainties and other factors that might cause such differences, some of which could be material, include but are not limited to: national and local economic, business, real estate and other market conditions, particularly in light of low growth in the U.S. economy as well as uncertainty added to the economic forecast due to the sharp drop in oil and energy prices in late 2014; financing risks, including the availability of and costs associated with sources of liquidity; our ability to refinance, or extend the maturity dates of, our indebtedness; the level and volatility of interest rates; the financial stability of tenants, including their ability to pay rent and the risk of tenant bankruptcies; the competitive environment in which we operate; acquisition, disposition, development and joint venture risks; property ownership and management risks; our ability to maintain our status as a real estate investment trust for federal income tax purposes; potential environmental and other liabilities; impairment in the value of real estate property we own; risks related to the geographical concentration of our properties in Florida, Indiana, and Texas; insurance costs and coverage; other factors affecting the real estate industry generally; and other uncertainties and factors identified in this presentation and, from time to time, in reports we file with the SEC or in other documents that we publicly disseminate, including, in particular, the section titled "Risk Factors" in our Annual Report on Form 10-K for the fiscal year ended December 31, 2014. The Company undertakes no obligation to publicly update or revise these forward-looking statements, whether as a result of new information, future events or otherwise.



Rampart Commons, Las Vegas, NV