

# Investor Presentation

Third Quarter 2025



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# Executive Summary



# Our Value Proposition

## Irreplaceable Portfolio & Leading Demographics

Located in supply-constrained, high-income markets where affluent demographics and dense populations underpin demand and pricing power

## Visible Growth Levers

Multiple avenues for FFO growth:

- Strong leasing momentum
- Strong ROI development & redevelopment pipeline
- Disciplined acquisitions funded by capital recycling and free cash flow



## Disciplined Capital Allocation

Identified framework for highly selective acquisitions — focused on accretive near-term returns and long-term value creation

## Strong, Flexible Balance Sheet

- Investment-grade BBB+<sup>1</sup>
- Conservative leverage
- Ample liquidity provides capacity to fund growth and resilience to execute through cycles



## Proven & Forward-Thinking Management

Cycle-tested leadership with a track record of value creation, reinforced by a strong bench and culture of innovation

## Attractive Valuation & Total Return

- Premium portfolio trading at a discount to historical valuation
- Compelling entry point
- Long track record of dividend growth and durable cash flows

<sup>1</sup>Details in Balance Sheet Snapshot on page 27.

# The Retailer's Partner of Choice



**Well-Capitalized with Proven Reputation and Long-Term Ownership Perspective**



**Proven Placemaking Expertise – Integrated Uses that Increase Consumer Dwell Time, Frequency and Spend**



**Tactical Capital Investment Drives High ROI / Value-Creating Returns**



**Create Retail Ecosystems with Optimal Merchandising that Maximizes Tenant Sales**

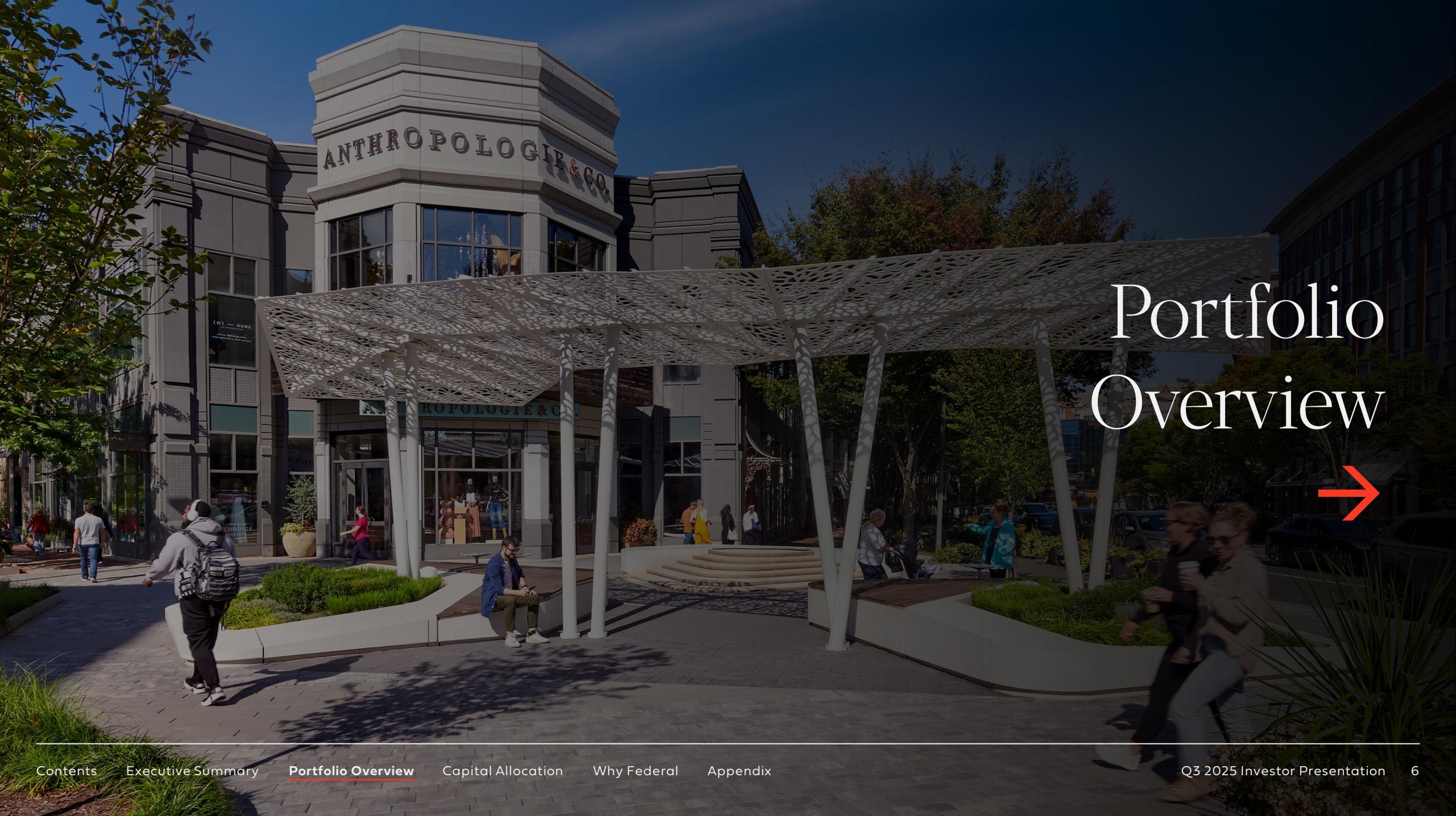


**Strategic & Sophisticated Asset Management Driving Asset-Level Performance**



**Broad & Deep Relationships with Best-in-Class Retailers Across Categories**





# Portfolio Overview



# Portfolio at a Glance

**103**

open-air properties  
across key U.S. markets

**~28M SF**

of commercial space  
on ~2,300 acres

**~3,600**

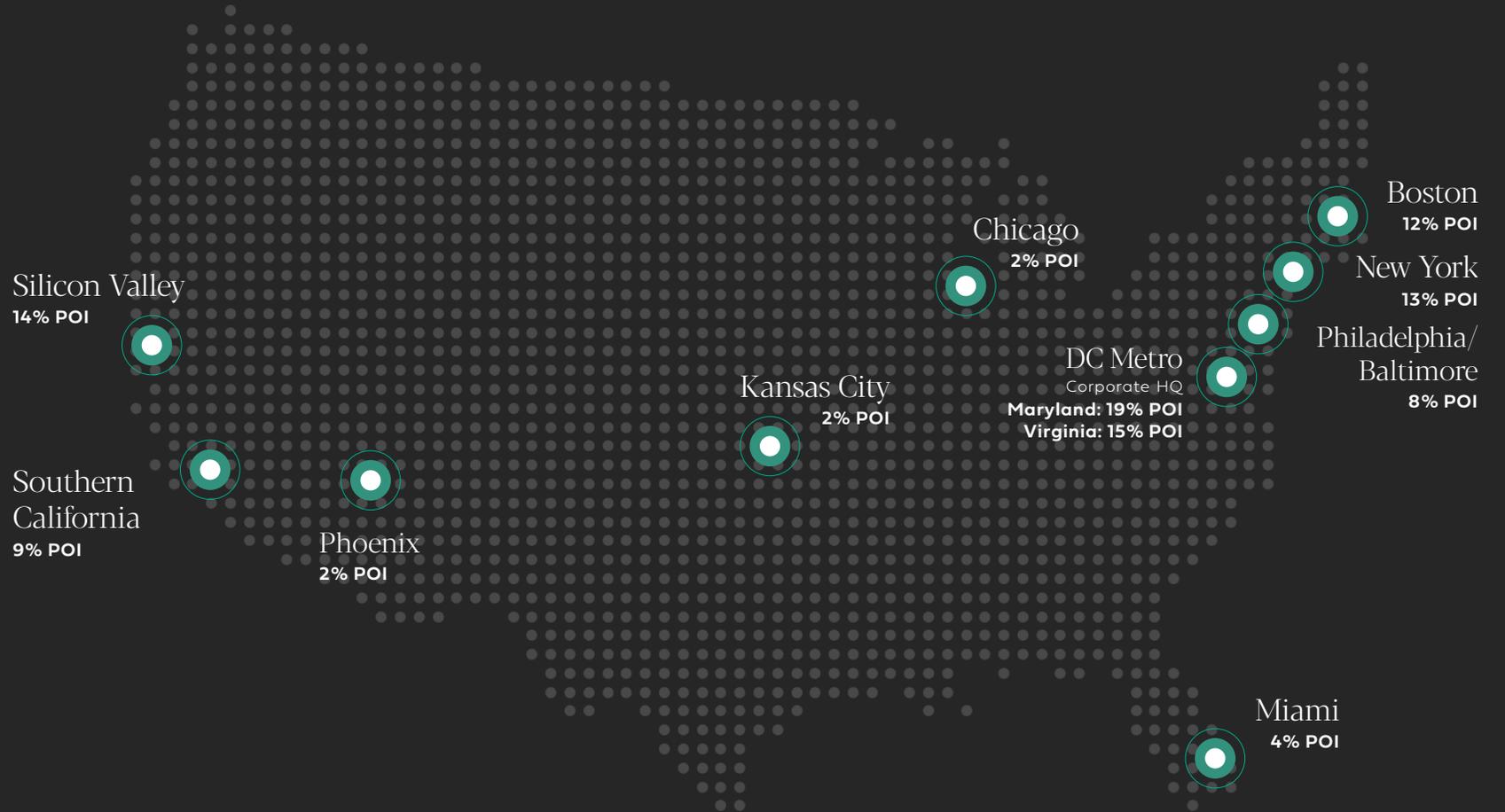
commercial tenants and  
~3,000 residential units

**\$166K**

average HHI  
within 3 miles<sup>1</sup>

**171K**

average population  
within 3 miles<sup>1</sup>



<sup>†</sup> Represents consolidated properties as of September 30, 2025, except where noted. See POI definition on [page 33](#).

<sup>1</sup> Source: ESRI, August 2025. GLA-weighted averages within a 3-mile radius of consolidated properties as of June 30, 2025. Demographics are updated once annually after the end of the second quarter.

# Retail Portfolio with Added Diversification



## Keys to our Success



**Dense Population**  
171,000 people<sup>2</sup>



**Strong Household Incomes**  
\$166,000 Avg HHI<sup>2</sup>



**High Barriers to Entry**



**Limited Competition**  
Low Retail GLA per capita



**Flexible Property Format<sup>3</sup>**



**Strong Landlord-Friendly Leases<sup>4</sup>**

<sup>1</sup> Figures show ABR contribution by use for consolidated properties as of September 30, 2025. See ABR definition on [page 33](#).

<sup>2</sup> Source: ESRI, August 2025. GLA-weighted averages within a 3-mile radius of consolidated properties as of June 30, 2025. Demographics are updated once annually after the end of the second quarter.

<sup>3</sup> Physical structures that can be readily modified to highest and best use.

<sup>4</sup> Landlord retains significant control over the properties with minimal tenant protection. The better the real estate, the more leverage the landlord has.

# Retail Portfolio

## By Format | Percentage of POI<sup>1</sup>



Mixed-Use Centers

**33%**



Grocery-Anchored Community Centers

**33%**



Grocery-Anchored Neighborhood Centers

**16%**



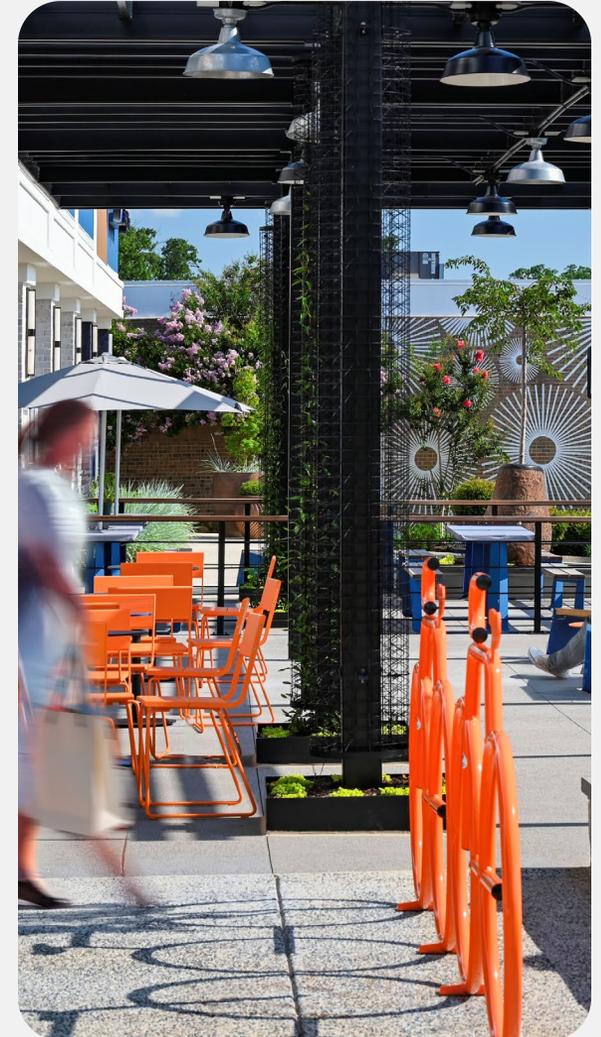
Power Centers

**10%**



Lifestyle/Other

**8%**



<sup>1</sup> Based on 2025 estimated POI, budgeted as of September 30, 2025, excluding dispositions and annualizing acquisitions. Final POI may differ from current estimate.

# Residential & Mixed-Use Office Snapshot

→ Residential units represent 11% of total ABR, less on a POI basis

→ Mixed-use office represents 10% of total ABR, less on a POI basis

## Residential Portfolio

Total Units <sup>1</sup>	2,996
Leased	96%
Units Under Construction	520

## Mixed-Use Office Portfolio

Total GLA <sup>2,3</sup>	2.3M SF
Leased <sup>2,3</sup>	97%

### Santana Row

**Residential**  
554 units + 258 underway

**Office<sup>2</sup>**  
~1M SF



### Assembly Row

**Residential**  
947 units

**Office**  
373K SF



### CocoWalk

**Office**  
121K SF

### Hoboken

**Residential**  
129 units + 45 underway

### Darien Commons

**Residential**  
124 units

### Bala Cynwyd

**Residential**  
87 units + 217 underway

### Pike & Rose

**Residential**  
765 units

**Office<sup>3</sup>**  
~550K SF

### Congressional Plaza

**Residential**  
194 units

### Bethesda Row

**Residential**  
180 units

**Office**  
186K SF

† As of September 30, 2025.

<sup>1</sup> Total units include 16 additional units at Wynnewood (Wynnewood, PA) and Linden Square (Wellesley, MA), excludes 520 units under construction.

<sup>2</sup> Includes all GLA for Santana West.

<sup>3</sup> Includes all GLA for 915 Meeting.

# Mixed-Use Value: More Than the Sum of Its Parts

## Our Mixed-Use Portfolio<sup>1</sup>

**Nine**  
properties

**5.2 million**  
square feet

**~\$290 million**  
2025E POI

**204**  
acres

**~3,000**  
residential units<sup>2</sup>



<sup>†</sup> As of September 30, 2025.

<sup>1</sup> Consists of Assembly Row, Bethesda Row, CocoWalk, Darien Commons, Hoboken, Pike & Rose, Santana Row, Village at Shirlington, and Westpost.

<sup>2</sup> Includes 303 units under construction at Santana Row and Hoboken.

# Best-in-Class Demographics Outperform Through Cycles

**High-income markets drive resilience:** Average aggregate household income of **\$11.0B within a 3-mile radius**<sup>1</sup>, driving stability across cycles.

**Density amplifies pricing power:** Concentration in affluent, supply-constrained markets underpins tenant demand and rent growth.

**High barriers to entry protect value:** Strict zoning, high replacement costs, and competing highest-and-best use demands constrain new supply, making our assets irreplaceable.



Source: BofA Global Research (May 2023)

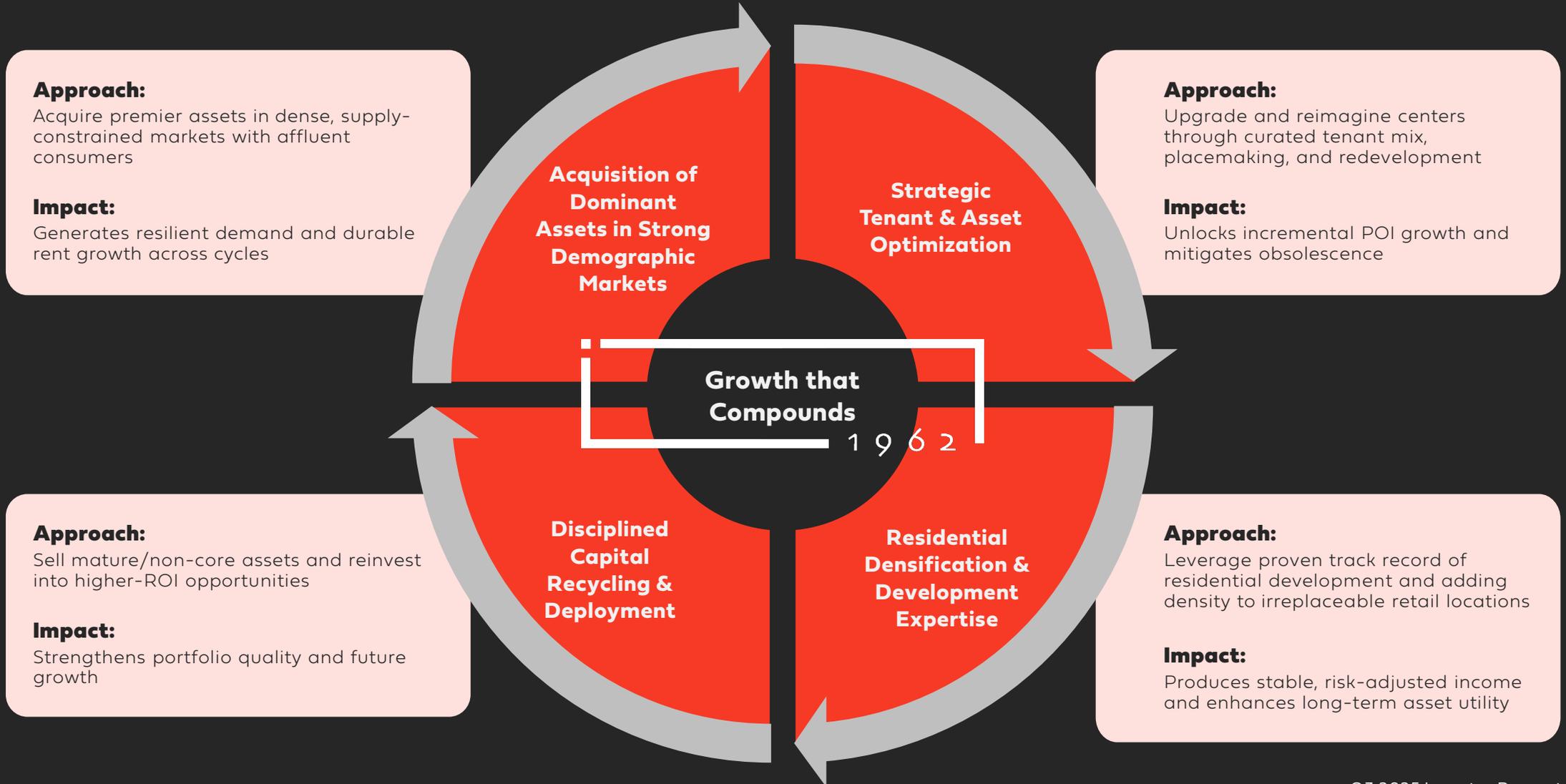
<sup>1</sup>Source: ESRI, August 2025. GLA-weighted averages within a 3-mile radius of consolidated properties as of June 30, 2025. Demographics are updated once annually after the end of the second quarter.



# Capital Allocation



# Unique Value Creation Formula



# Recent Capital Recycling Activity



† As of October 31, 2025. Includes Annapolis Town Center, acquired subsequent to the end of the third quarter.

# Disciplined “Buy Box”



## Applying Our Criteria

### Annapolis Town Center | Annapolis, MD

#### Super-Regional Asset with Highly Productive Upscale Tenant Mix

- 480k SF across 19 acres
- 5M+ visits annually
- Highly productive in-place tenants
- Affluent, well-connected trade area with direct access to major DC-Baltimore regional corridors
- Significant remerchandising & rent growth opportunities



# Recent Acquisitions Driving Strong Returns

## Large Dominant Regional Assets Benefitting from the Federal Skillset

→ 4 acquisitions totaling \$760M across 2.1M SF and 237 acres

## Delivering Above-Underwriting Results

### Economics<sup>1</sup>:

- ~5% annual POI growth since acquisition<sup>2</sup>
- ~9% 10-year unlevered IRRs<sup>3</sup>
  - ~100bps higher than at acquisition
- ~35% cash basis rollover on comparable leases<sup>3,4</sup>
  - Base rents ~20% higher than underwritten at acquisition

 Grocery-anchored



<sup>1</sup> Results are averages for these four acquisitions weighted by POI and period of ownership.

<sup>2</sup> Based on underwritten and forecasted results through 2026.

<sup>3</sup> Calculated based on actual results from acquisition through June 30, 2025 and forecasted results through remainder of 10-year hold period for each property.

<sup>4</sup> Comparable leases reflect new and renewal leases signed through June 30, 2025 and those that are in active negotiations on spaces with a tenant in place at acquisition. See definition of cash basis rollover on [page 33](#).

# Broad Sources of Capital to Fund Growth

## Sources

### Dispositions

\$1.5B+ identified potential pool:

- Mature/non-core retail
- Peripheral residential
- Peripheral mixed-use office

### ~\$1.3B Liquidity<sup>1</sup>

- Bank Debt
- Cash

**~\$75-100M Annual  
Free Cash Flow**

### Proven Access to

- Unsecured bonds
- Convertibles
- Common equity
- JV equity

## Uses

### Acquisitions

\$600M YTD

### Redevelopment<sup>1</sup>

\$339M in process with \$124M remaining to spend

### Mixed-Use Development/Expansion<sup>1</sup>

\$659M in process with \$182M remaining to spend



<sup>1</sup> As of September 30, 2025.

# Active Development Pipeline Driving Future Growth

Projects	Location	Projected Cost <sup>1</sup>	Cost to Date	Projected Yield <sup>1</sup>
<b>Residential</b>				
Santana Row Lot 12	San Jose, CA	\$140-148M	\$19M	6-7%
Bala Cynwyd	Bala Cynwyd, PA	\$90-95M	\$57M	7%
301 Washington St	Hoboken, NJ	\$45-48M	\$16M	6-7%
<b>Retail</b>				
Huntington	Huntington, NY	\$80-85M	\$80M	8%
Andorra	Philadelphia, PA	\$32M	\$15M	7-8%
Grossmont – Phase I	La Mesa, CA	\$18M	\$2M	9-10%
Willow Grove	Willow Grove, PA	\$11M	\$10M	7%
Santana Row	San Jose, CA	\$3M	\$3M	41%
Mercer	Lawrenceville, NJ	\$3M	\$3M	8%
Property Improvement Projects <sup>1</sup>	Various	\$50M	\$29M	8-16%
<b>Office</b>				
Santana West <sup>2</sup>	San Jose, CA	\$325-335M	\$284M	5-6%
915 Meeting <sup>2</sup>	N. Bethesda, MD	\$180-190M	\$174M	6%
<b>Total</b>		<b>\$977M-\$1.0B</b>	<b>\$692M</b>	



<sup>†</sup> As of September 30, 2025.

<sup>1</sup> See definitions on [page 33](#).

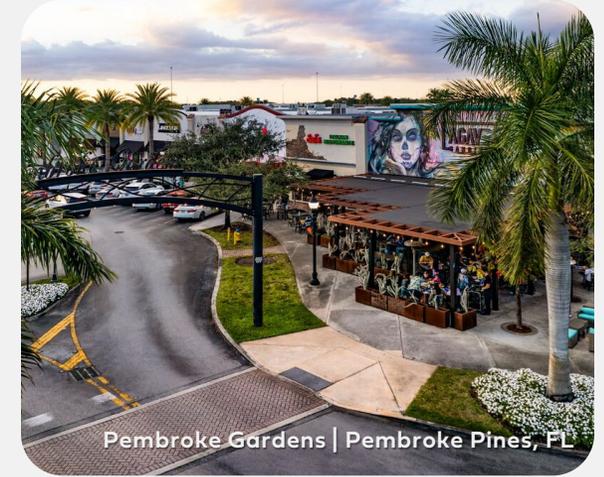
<sup>2</sup> Projected costs for Pike & Rose include an allocation of infrastructure costs for the entire project. Santana West includes an allocation of infrastructure for the Santana West site.

# Future Growth Opportunities in Process

## Pipeline of additional densification opportunities

- 3,000+ residential units in the pipeline
  - 520 units under construction
  - ~1,500 units entitled
  - 1,000+ units far along in entitlements process
- ~3+ million SF and ~1,000 residential units of additional vested entitlements
  - Primarily in our mixed-use portfolio
- ~7 million SF (commercial + residential) of active major rezonings in-process

**Predominantly located on underutilized land at our shopping centers**



Note: Entitlement information covers entirety of properties. There are no guarantees that we will be successful in obtaining any of the rezonings or entitlements that we are currently pursuing, that final entitlements actually obtained will be in the amounts reflected above or that we will utilize all or any of the entitlements that are currently vested or ultimately obtained.

# Residential Pipeline

Project	Location	Status	Units	Retail SF
Bala Cynwyd	Bala Cynwyd, PA	Nearing Completion – Est. Delivery 2026	217	19,000
301 Washington Street	Hoboken, NJ	Under Construction – Est. Delivery 2027	45	10,200
Santana Row Lot 12	San Jose, CA	Under Construction – Est. Delivery 2027	258	-
The AVENUE at White Marsh	White Marsh, MD	Entitled	200	-
Willow Grove	Willow Grove, PA	Entitled	261	36,000
Friendship Heights	Washington, DC	Entitled	308	12,600
Assembly Row Block 9	Somerville, MA	Entitled	318	12,000
Federal Plaza	Rockville, MD	Entitled	445	-
Fairfax Junction	Fairfax, VA	Entitlements in Process	180	-
Camelback Colonnade	Phoenix, AZ	Entitlements in Process	250	-
Providence Place	Fairfax, VA	Entitlements in Process	300	35,000
Shops at Pembroke Gardens	Pembroke Pines, FL	Entitlements in Process	308	-
<b>Total</b>			<b>3,090</b>	<b>124,800</b>





# Why Federal



# Federal's Core Competencies



## Long-standing retailer relationships

- Preferential and deep relationships with brands targeting affluent markets
- Early access to limited expansion opportunities
- Proven performance track record at Federal's properties



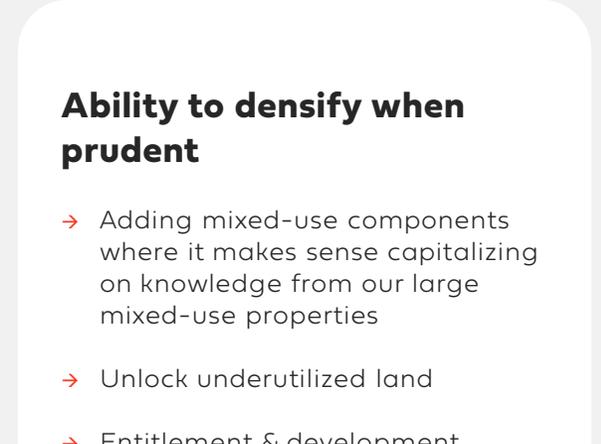
## Proven redevelopment and placemaking expertise

- Track record of elevating merchandising and transforming centers into market leaders
- Proven execution of purposeful placemaking making centers look and feel unique



## Differentiated approach to asset management

- Creating environments that become center of community
- Amenities
- Landscaping, parks, outdoor seating
- Safety/comfort



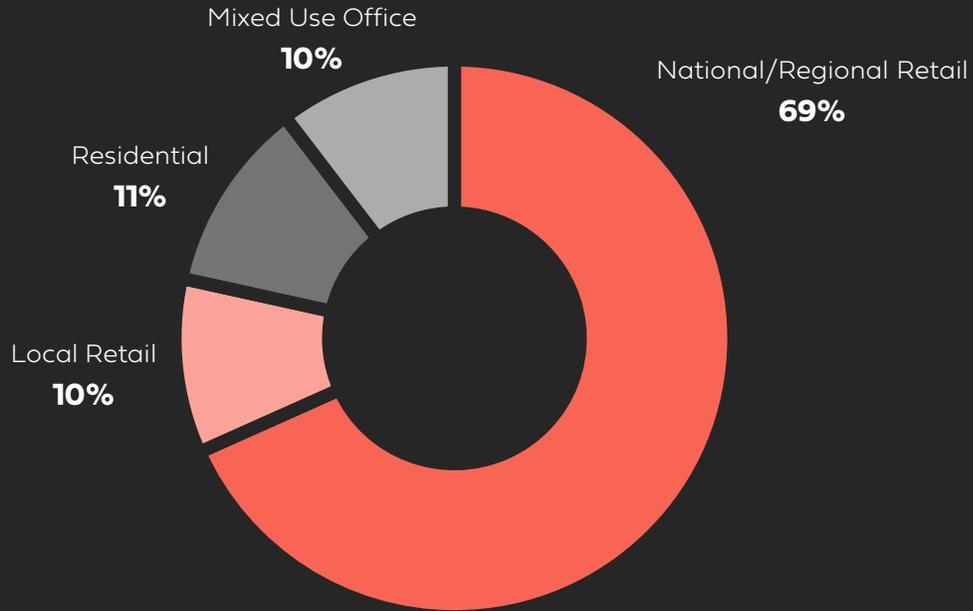
## Ability to densify when prudent

- Adding mixed-use components where it makes sense capitalizing on knowledge from our large mixed-use properties
- Unlock underutilized land
- Entitlement & development expertise in complex market



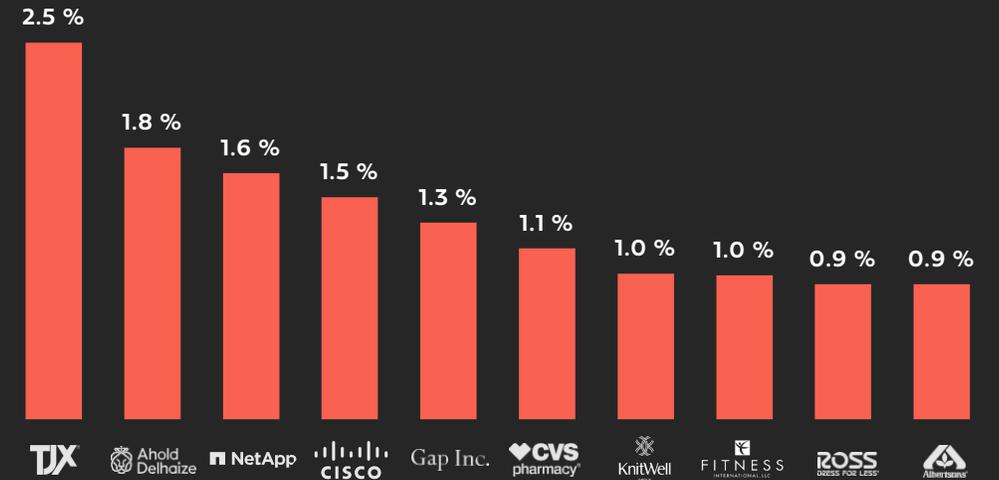
# Diversified Revenue Stream

## Portfolio Composition by ABR



79% Retail | 11% Residential | 10% Mixed-Use Office

## Top 10 Tenants by ABR

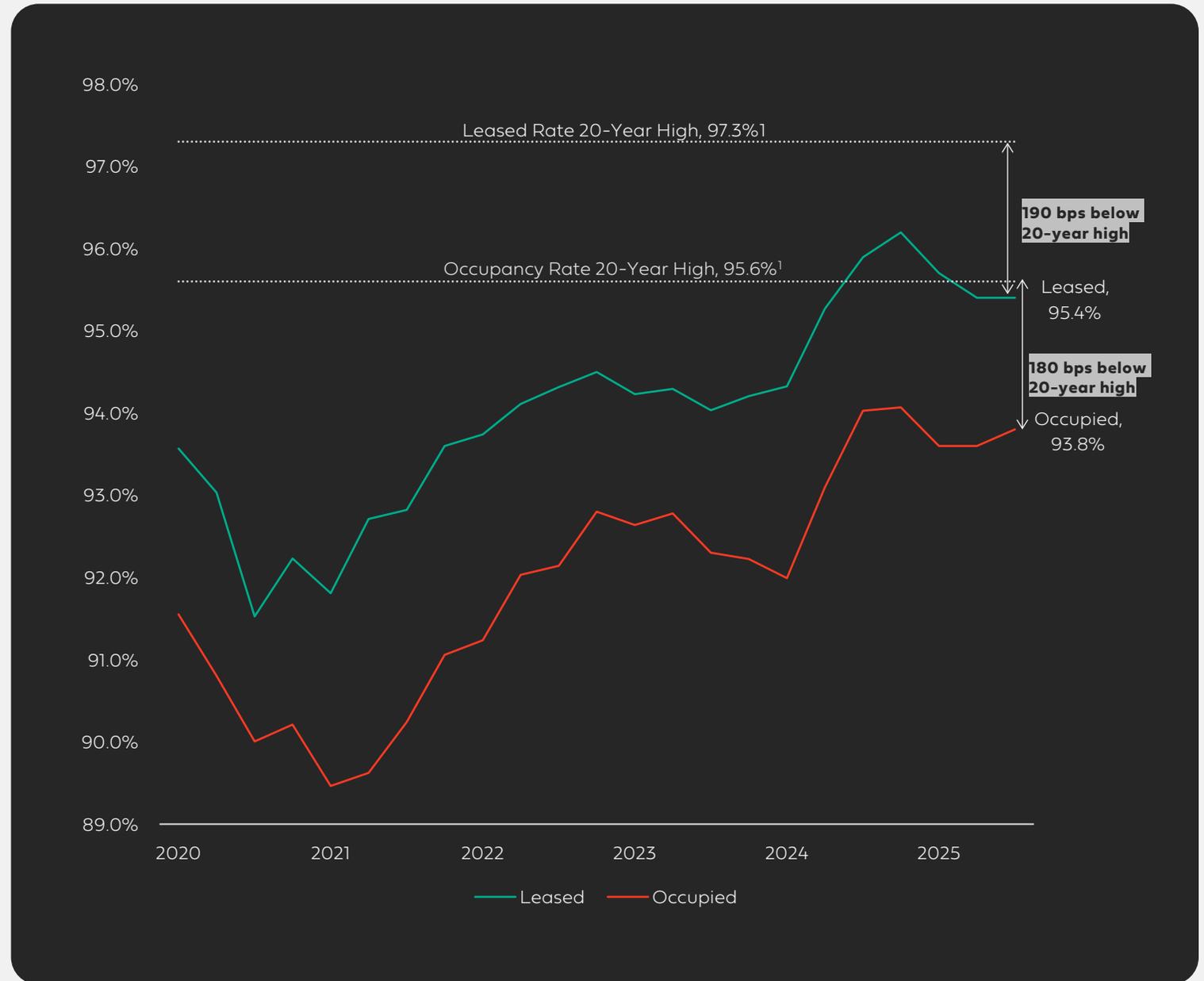


	TX	Ahold Delhaize	NetApp	CISCO	Gap Inc.	CVS pharmacy	KnitWell	FITNESS INTERNATIONAL LLC	ROSS DRESS FOR LESS	Albertsons
<b>S&amp;P</b>	A	BBB+	BBB+	AA-	BB	BBB	NR	B	BBB+	BB+
<b>Moody's</b>	A2	Baa1	Baa2	A1	Ba2	Baa3	NR	B2	A2	Ba1

† Represents consolidated properties as of September 30, 2025. Individual items may not add to 100 due to rounding.

# Occupancy Resilient with Room for Additional Upside

- **Record comparable leasing in 2024**, with additional occupancy growth expected.
- **Occupancy rate** expected to trend toward low-94%'s by year-end 2025.
- **Targeting a 100-125 bps spread** between leased and occupied space over time, in line with historical pre-COVID averages.
- **Projected 3.50–4.00% Comparable POI growth in 2025**, driven by continued occupancy gains, strong contractual rent bumps and solid rollover.



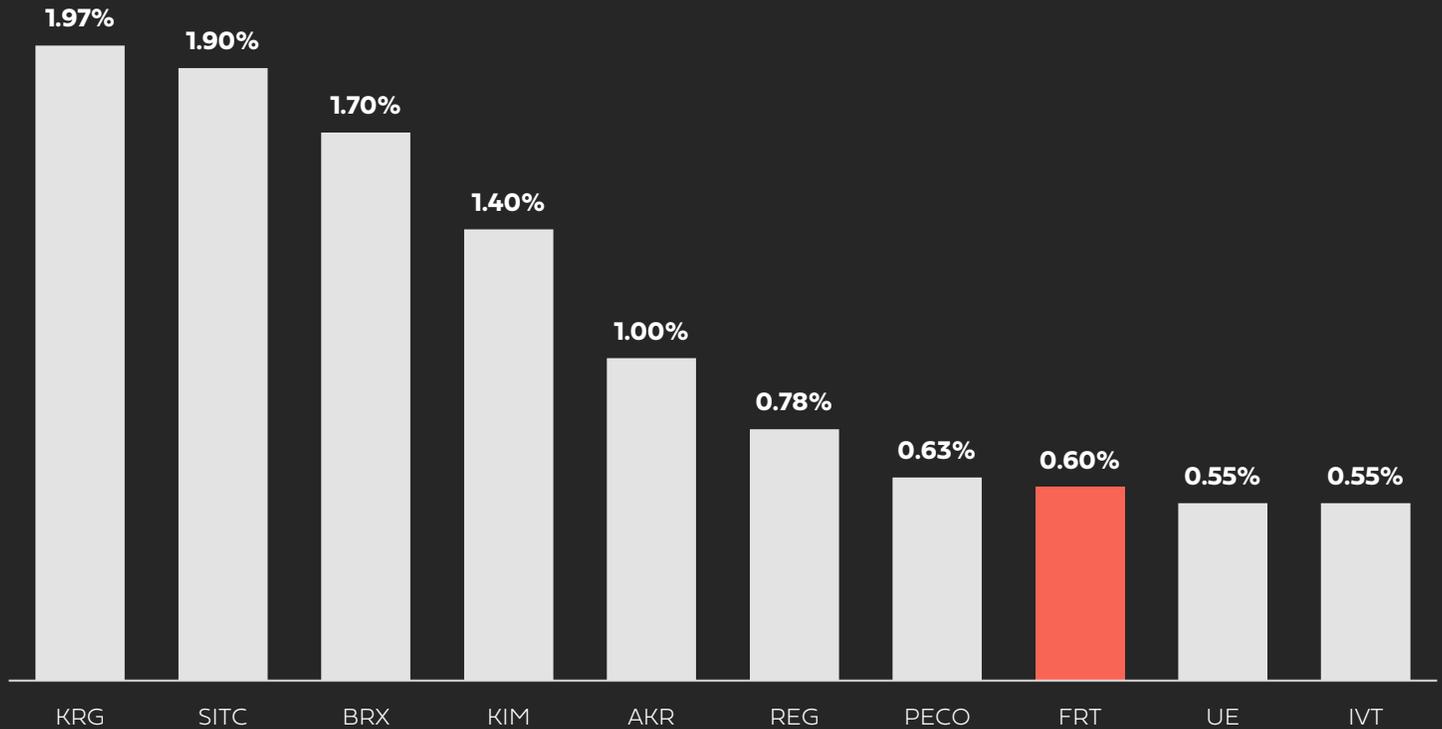
<sup>1</sup>20-year high leased and occupancy rates as of September 30, 2025.

# Limited Troubled Retailer Exposure

**Struggling retailers making headlines today have minimal impact on our portfolio.**

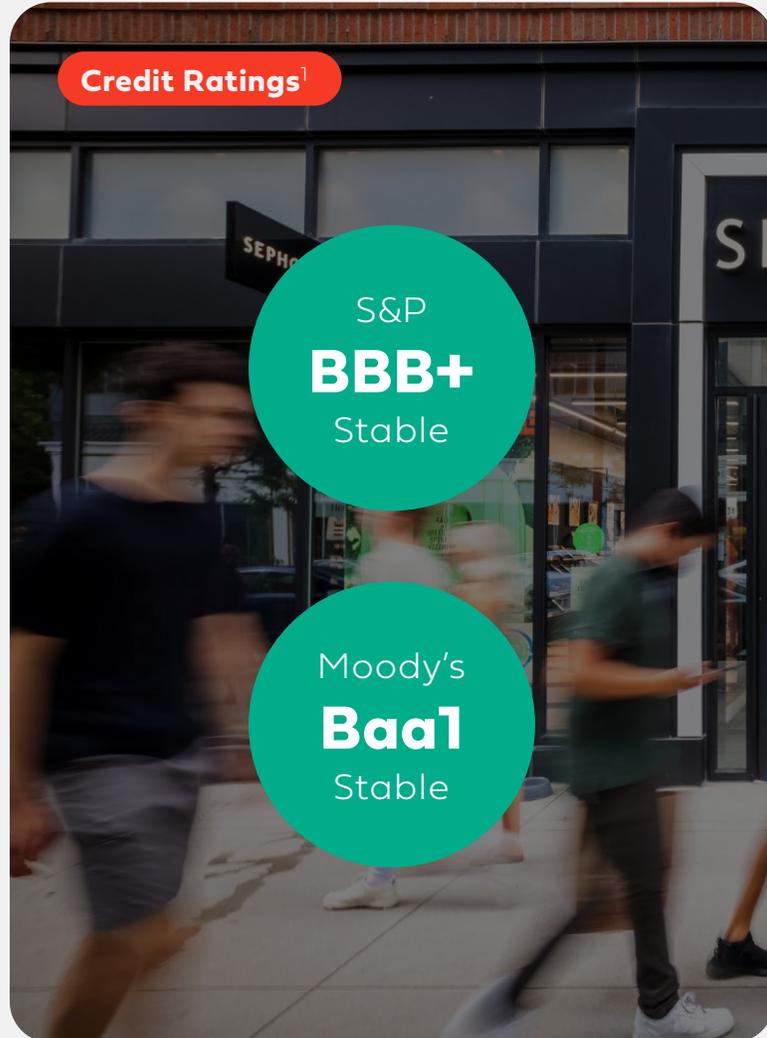
- ~60 bps of ABR exposure to bankrupt tenants<sup>1</sup>
- 2025 guidance includes 75 – 90 basis points of credit reserve which is in line with historical averages
- ~80 basis points of credit reserves used in 2024
- Limited watch list at this point in the year

Exposure to Retailer Tenants in Bankruptcy, % of ABR<sup>1</sup>



<sup>1</sup>Source: Keybank Capital Markets (January 20, 2025). Graph reflective of exposure to Party City (1 location), JoAnn (2 locations), Container Store (5 locations) and Big Lots (0 locations). Number of FRT locations in parentheses.

# Balance Sheet Snapshot



## Ample Liquidity & Financial Flexibility

- **~\$1.3 billion** of total liquidity at 3Q25:
  - \$1.25 billion credit facility
  - \$111 million cash
- Asset sale pool:
  - Completed \$146 million YTD
  - ~\$200 million in process
  - ~\$200 million planned 1H26
  - Incremental \$1+ billion potential pool
- Financial flexibility continues to grow via:
  - Targeted asset sales
  - Growing free cash flow (FCF)
  - Growing leverage-neutral debt capacity

## 3Q25 Balance Sheet Update<sup>2</sup>

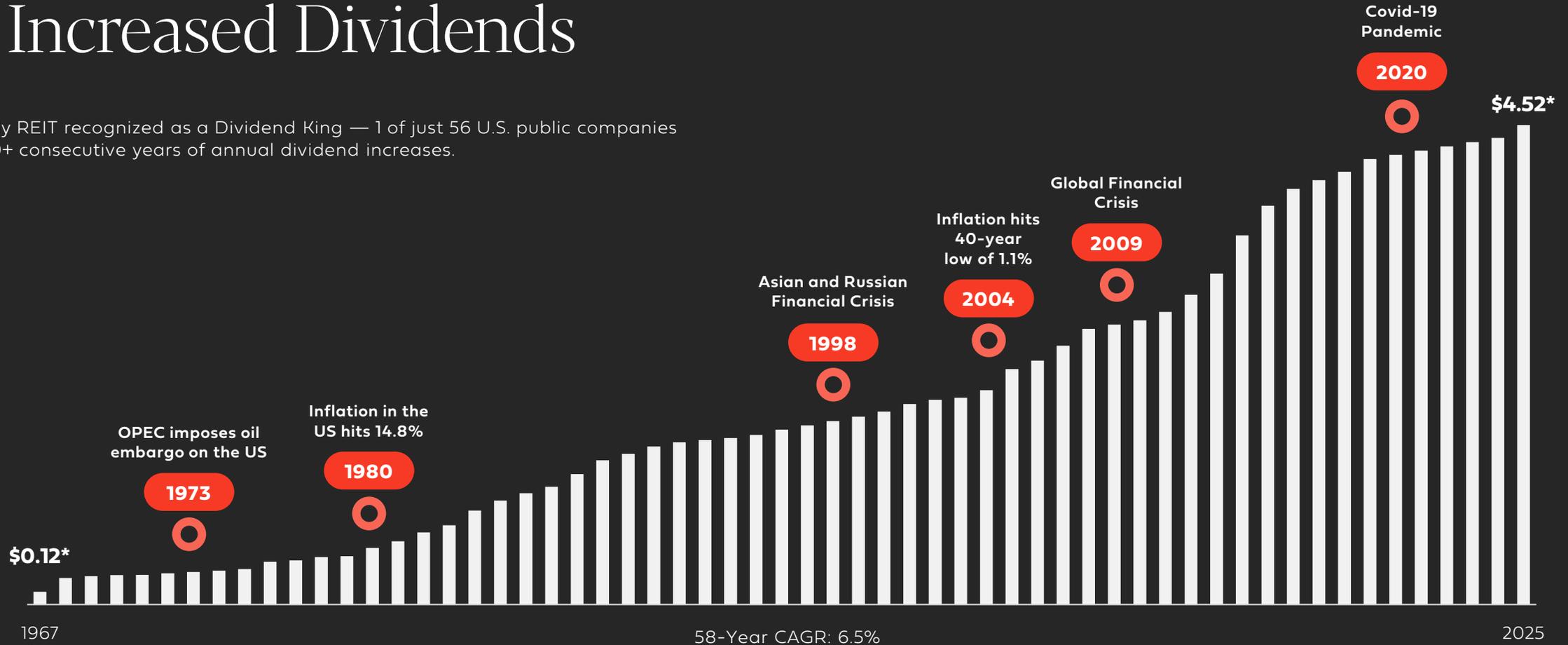
- **5.6x annualized consolidated net debt to EBITDA**
  - **Long-term target inside 5.5x**
- **3.9x fixed coverage ratio**
  - **Long-term target of 4.0x**
- **88% of total debt is fixed rate**

<sup>1</sup> The complete ratings report can be accessed at [www.federalrealty.com](http://www.federalrealty.com).

<sup>2</sup> As of September 30, 2025.

# 58 Consecutive Years of Increased Dividends

The only REIT recognized as a Dividend King — 1 of just 56 U.S. public companies with 50+ consecutive years of annual dividend increases.

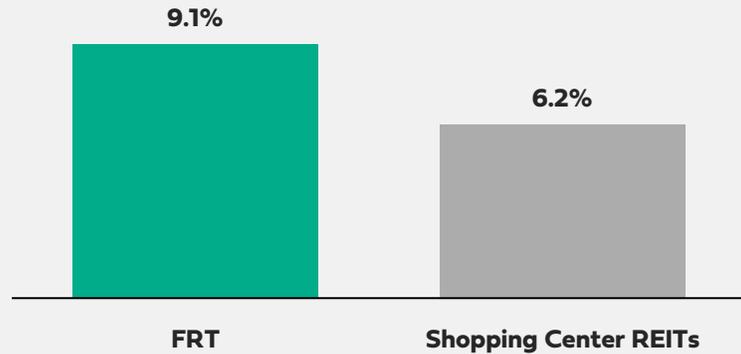


\*Annualized dividend per share.

# Cycle-Tested Management Team

- Average 20+ years at Federal Realty and 25+ years of real estate experience, including managing through difficult real estate and economic cycles.
- Lean and nimble corporate structure enables management to be closer to the real estate and the real estate decisions which can affect properties for decades.
- Proven ability to make smart, risk-adjusted capital allocation decisions throughout investment cycles.

## Total Annual Return since 2003<sup>1,2</sup>



<sup>1</sup> Don Wood has been CEO since January 2003.

<sup>2</sup> Index represents: Bloomberg US 3000 Shopping Center REIT Price Return Index. As of November 10, 2025.



**Don Wood**  
President & CEO  
Joined 1998



**Dan Guglielmo**  
EVP, CFO & Treasurer  
Joined 2016



**Dawn Becker**  
EVP, Chief Legal Officer,  
CAO and Secretary  
Joined 1997



**Wendy Seher**  
EVP, Eastern Region  
President & COO  
Joined 2002



**Jan Sweetnam**  
EVP, CIO  
Joined 1997

# Sustainability

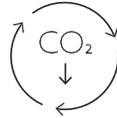
→ Our sustainability program focuses on five key objectives that directly support our company mission—to deliver long-term, sustainable growth through best-in-class retail-based real estate.

→ More information about our sustainability program can be found in our [2024 Sustainability Report](#), which provides additional detailed information in alignment with the frameworks established by the Global Reporting Initiative, Task Force for Climate Related Financial Disclosures and Sustainability Accounting Standards Board.



## Strengthen Resilience

Minimize financial impact to our real estate assets from increased frequency and severity of weather events and depletion of natural resources.



## Advance Decarbonization

Manage potential financial exposure of transitioning real estate assets to a low carbon economy by decarbonizing our portfolio.



## Connect Communities

Foster loyalty and connection to communities around our properties to drive long-term property and community success.



## Empower Teams

Attract, develop, and retain the best talent with diverse perspectives to best position us to deliver strong long-term results.



## Govern Responsibly

Implement and maintain a framework of controls to grow portfolio value while managing risk.

**Awards & Recognition**





# Appendix



# Reconciliation of FFO Guidance as of September 30, 2025

The following table provides a reconciliation of the range of estimated earnings per diluted share to estimated FFO per diluted share for the full year 2025.

	Full Year 2025 Guidance Range	
	Low	High
Estimated net income available to common shareholders, per diluted share	\$ 3.93	\$ 3.99
Adjustments:		
Estimated gain on sale of real estate, net	(0.90)	(0.90)
Estimated depreciation and amortization	4.17	4.17
Estimated FFO per diluted share	\$ 7.20	\$ 7.26
Estimated FFO per diluted share, excluding NMTC transaction income <sup>1</sup>	\$ 7.05	\$ 7.11

<sup>1</sup>In June 2018, we formed a joint venture to develop Freedom Plaza (formerly Jordan Downs Plaza), for which we own 92%. The investment in this development qualified for tax credits under the NMTC Program, established by the Community Renewal Tax Relief Act of 2000. In 2018, we transferred the earned tax credits to a third-party bank in exchange for cash proceeds. The proceeds received and related transaction costs were deferred until the end of the seven-year NMTC compliance period, which concluded in June 2025. As a result, for the nine months ended September 30, 2025, we recognized \$14.2 million (\$13.0 million, net of income attributable to noncontrolling interest) in income related to the sale of the new market tax credits.

# Definitions

**Annualized Base Rent (ABR):** Represents aggregate, annualized in-place contractual (defined as rents billed on a cash basis without taking the impact of rent abatements into account) minimum rent for all occupied spaces as of the reporting period.

**Lease Rollover Calculation:** Cash basis rollover includes leases signed for retail space in arms-length transactions reflecting market leverage between landlords and tenants during the period and compares contractual rent on the expiring lease, including percentage rent considered to be part of base rent, and the comparable annual rent and in some instances, projections of percentage rent, to be paid on the new lease. In atypical circumstances, management may exercise judgement as to how to most effectively reflect the comparability of rents reported in the calculation.

**Projected Cost (Development):** There is no guarantee that the Trust will ultimately complete any or all of these opportunities, that the ROI or Projected Costs will be the amounts shown or that stabilization will occur as anticipated. The projected returns on investment (ROI) and Projected Cost are management's best estimate based on current information and may change over time. Anticipated total cost, and projected ROI, and projected POI delivered are subject to adjustment as a result of factors inherent in the development process, some of which may not be under the direct control of the Company. Refer to the Company's filings with the Securities and Exchange Commission on Form 10-K and Form 10-Q for other risk factors.

**Projected ROI (Development):** Projected ROI for mixed-use redevelopment/expansion projects reflects the unleveraged Property Operating Income (POI) generated by the project and is calculated as POI divided by cost. Projected POI delivered includes straight line rent.

**Property Improvement Projects:** Property improvement projects generally consist of façade renovations, site improvements, landscaping, improved outdoor amenity spaces, and other upgrades to improve the overall look and environment of the property. These projects improve overall tenant and customer experiences, improve market rents, drive leasing demand, and/or provide outdoor spaces critical to meeting the needs of the current environment. Returns on these projects are typically seen over one to five years, however, some projects could extend beyond that. Projected ROI range reflects management's best estimate of the long term expected return on cost of these investments.

**Property Operating Income (POI):** Total revenue, less rental expenses and real estate taxes.

# Safe Harbor and Non-GAAP Information

Certain matters included in this presentation may be forward looking statements within the meaning of federal securities laws.

These statements may be identified by use of terms such as "may," "estimate," "expect," "intend," "potential" and similar terms or the negative of such terms, and include statements regarding the expected results and pace of our leasing and redevelopment activities at Santana West, 915 Meeting Street and Huntington Shopping Center or elsewhere in our expansion pipeline. Actual future performance and results may differ materially from those included in forward looking statements. Factors that may cause such a difference include risks and uncertainties related to our ability to complete leases subject to negotiated letters of intent, our ability to fill vacancies at acceptable rents, the cost of our redevelopment activities, our ability to complete our redevelopment activities within expected timeframes, our ability to deliver spaces to tenants when projected, our tenants' ability to pay rent and economic conditions in our geographic markets that may affect the demand for our properties or performance of tenants at our properties. More information about the risks and uncertainties we face is contained in the section captioned "Risk Factors" in our SEC filings, including our Annual Report on Form 10-K for the fiscal year ended December 31, 2024. Forward looking statements contained in this presentation are as of the date of this presentation, and, except as required by law, we do not undertake any obligation to update any such statements, whether as a result of new information, future events or otherwise.

Supplemental information is provided in this presentation for certain portions of our office and residential portfolios. These portions of our portfolio are managed holistically with the rest of our portfolio and inclusion of this supplemental information should not be construed as an indication that these portions of our portfolio are run independently or constitute a separately managed independently from the remainder of the portfolio.

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Definitions of terms not defined in this presentation can be found in our documents filed with the SEC.