

# Investor Presentation

Second Quarter **2025**

 **KIMCO**<sup>®</sup>  
REALTY

Whittwood Town Center  
Whittier, California



# Safe Harbor and Non-GAAP Disclosures

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## Forward-Looking Statement and Risk Factors

This communication contains, contains certain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended (the "Securities Act"), and Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"). 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," "plan," "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, performance or achievements. Factors which may cause actual results to differ materially from current expectations include, but are not limited to, (i) financial disruption, changes in trade policies and tariffs, geopolitical challenges or economic downturn, including general adverse economic and local real estate conditions, (ii) the impact of competition, including the availability of acquisition or development opportunities and the costs associated with purchasing and maintaining assets, (iii) the inability of major tenants to continue paying their rent obligations due to bankruptcy, insolvency or a general downturn in their business, (iv) 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, (v) the potential impact of e-commerce and other changes in consumer buying practices, and changing trends in the retail industry and perceptions by retailers or shoppers, including safety and convenience, (vi) the availability of suitable acquisition, disposition, development, redevelopment and merger opportunities, and the costs associated with purchasing and maintaining assets and risks related to acquisitions not performing in accordance with our expectations, (vii) the Company's ability to raise capital by selling its assets, (viii) disruptions and increases in operating costs due to inflation and supply chain disruptions, (ix) risks associated with the development of mixed-use commercial properties, including risks associated with the development, and ownership of non-retail real estate, (x) changes in governmental laws and regulations, including, but not limited to, changes in data privacy, environmental (including climate change), safety and health laws, and management's ability to estimate the impact of such changes, (xi) valuation and risks related to the Company's joint venture and preferred equity investments and other investments, (xii) collectability of mortgage and other financing receivables, (xiii) impairment charges, (xiv) criminal cybersecurity attack disruptions, data loss or other security incidents and breaches, (xv) risks related to artificial intelligence, (xvi) impact of natural disasters and weather and climate-related events, (xvii) pandemics or other health crises, (xviii) our ability to attract, retain and motivate key personnel, (xix) financing risks, such as the inability to obtain equity, debt or other sources of financing or refinancing on favorable terms to the Company, (xx) the level and volatility of interest rates and management's ability to estimate the impact thereof, (xxi) changes in the dividend policy for the Company's common and preferred stock and the Company's ability to pay dividends at current levels, (xxii) unanticipated changes in the Company's intention or ability to prepay certain debt prior to maturity and/or hold certain securities until maturity, (xxiii) the Company's ability to continue to maintain its status as a REIT for U.S. federal income tax purposes and potential risks and uncertainties in connection with its UPREIT structure, and (xxiv) other risks and uncertainties identified under Item 1A, "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2024. 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 other filings with the Securities and Exchange Commission ("SEC").

## Non-GAAP Disclosure

This presentation may include certain non-GAAP measures that the company considers meaningful measures of financial performance. Additional information regarding non-GAAP measures, including reconciliations to GAAP, are included in documents we have filed with the SEC.

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

# Strategy Overview

- **Providing** essential, necessity-based goods and services to local communities.
- Capitalize on our **efficiencies and advantages of scale** to serve as the **best-in-class operator** for tenants.
- **Maintaining** a strong balance sheet with ample liquidity.
- **Expanding** a nationally diversified portfolio located in the **high barrier to entry, first-ring suburbs within key major metropolitan Sun belt and Coastal markets**.
- **Unlocking** the highest and best use of real estate through our entitlement program and redevelopment projects through a disciplined capital allocation strategy.



**1958 / 1991**

Founded / IPO

**566 / 101M**

Properties/Total GLA<sup>1</sup>

As of 6/30/2025

1. Gross Leasable Area

**KIM**

NYSE Listed

**\$23.1B**

Total Capitalization

**A- / BBB+ / Baa1**

Fitch / S&P / Moody's Credit Ratings

**S&P500**

# Multiple Cashflow Growth Drivers



1. Annual Base Rent  
2. Trailing Twelve Months

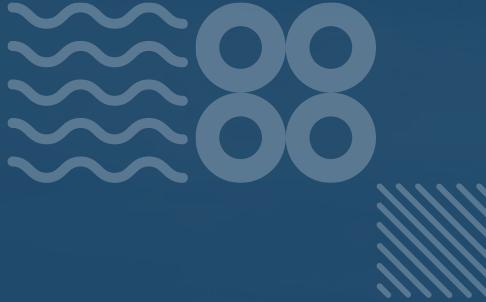
# 2Q Snapshot

## Operations



## Balance Sheet





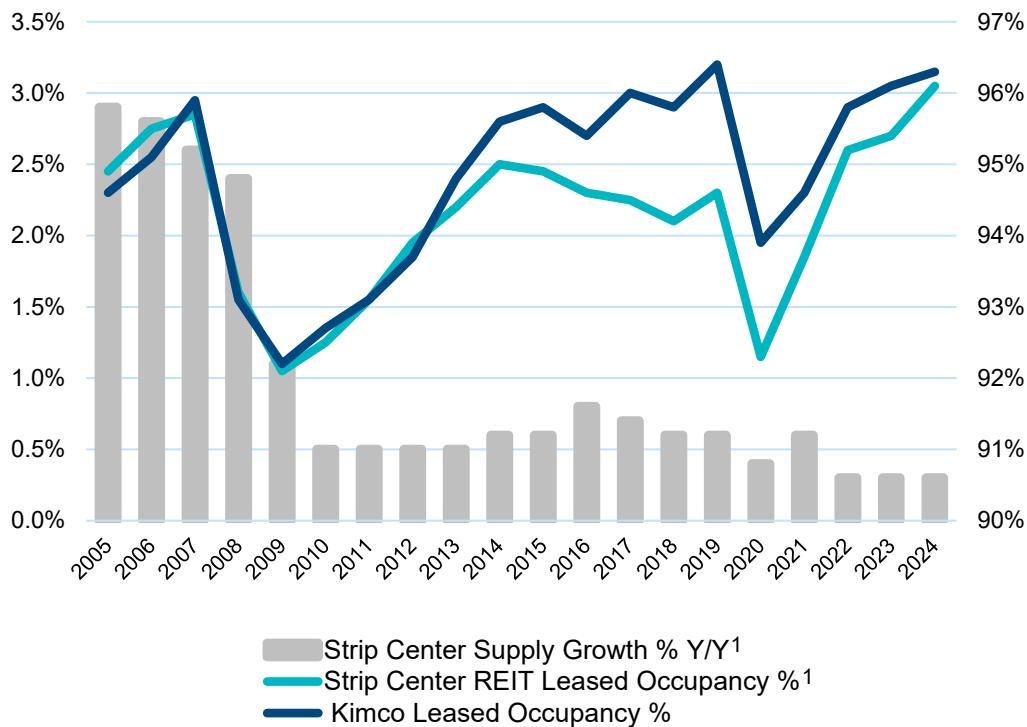
# Strong Shopping Center Fundamentals



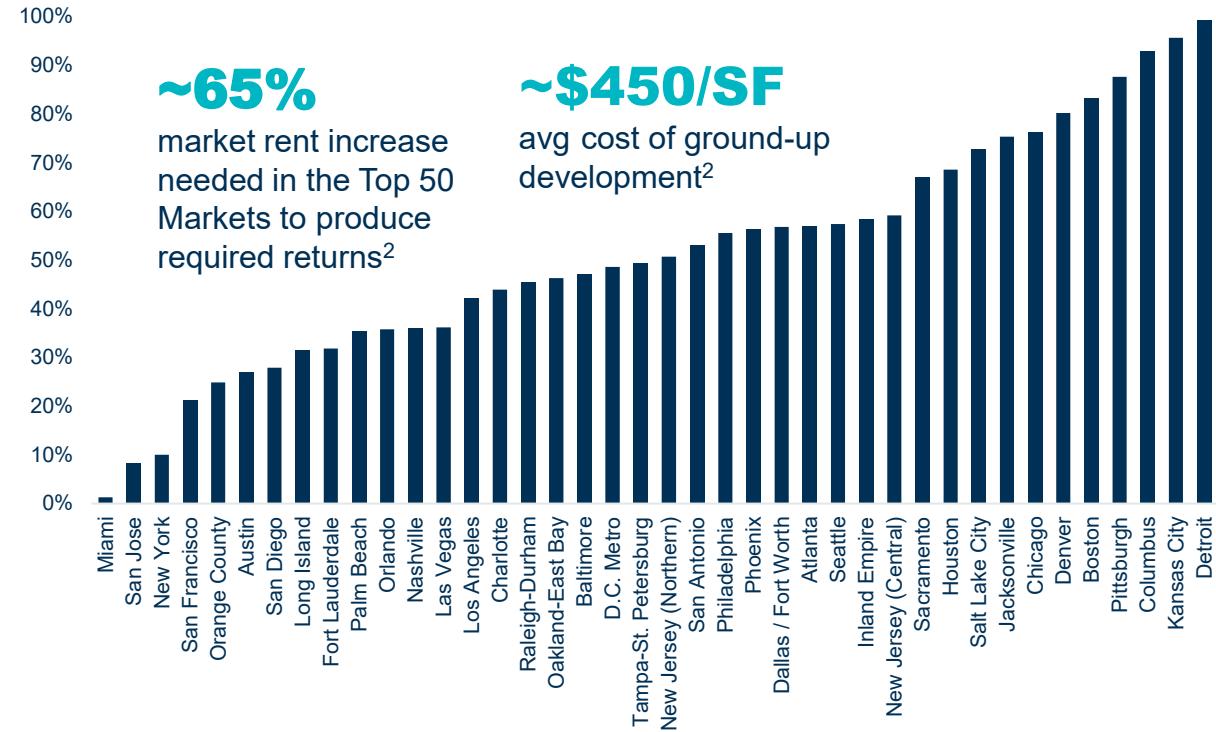
Quail Corners  
Charlotte, NC

# New Development at Historic Lows

## Strip Center Supply Growth vs. Leased Rates



## Rent Increase Needed to Make Development Economically Feasible<sup>2</sup>



1. Greenstreet: Strip Center Sector Update "Two Steps Forward, One Step Back", March 14, 2025

2. Green Street: Strip Center Insights "Drawing the Line – Where and When New Developments Pencil", July 11, 2024. Notes: Only top 40 markets are displayed; ~\$450/SF includes land costs.

# Ecommerce Boosts Demand for Physical Stores

## Stores Fulfill Online Orders

 **TARGET** >96% of sales fulfilled by stores  
“An investment in our stores is an investment in our supply chain due to our unique stores-as-hubs model.”<sup>1</sup>

 **DICK'S** >90% of sales enabled by stores  
“We leverage our 800+ store network to capitalize on our proximity to athletes and deliver at speed”<sup>2</sup>

 **Walmart** >50% of online orders fulfilled in stores<sup>3</sup>  
“The company expects to be able to deliver from the store to 93% of [U.S.] the population by the end of the year, eventually taking that up to 95%.”<sup>4</sup>

## Reverse Logistics<sup>5</sup>

Buy Online/Return In Store (BORIS) is creating demand for additional stores

- 50% (\$123B) of 2023 online purchase returns done in store
- Reported Benefits: cost savings, customer service, cross-selling, inventory management

## Omni-Channel Shoppers are More Valuable

 **Kroger** “Our best customers shop with us through both eCommerce and in stores, which makes it important to continue building and running great stores.”<sup>6</sup>

 **Ahold Delhaize** “Overall, omni-channel customers have grown nearly 25% year-on-year with high retention levels.”<sup>7</sup>

## Physical Store Openings Boost Trade Area Sales<sup>8</sup>

 **+6.8% Established Retailers**

**+13.9% Emerging Retailers**

 “Stores remain our largest and most efficient drivers of customer growth”<sup>9</sup>

1. Target Corp. Q1 Earnings, May 21, 2025

2. DKS Investor Presentation, Mar. 2025

3. Walmart Investment Community Meeting, April 10, 2025

4. UBS Gold On The Road: Chicago Retail Bus Tour Highlights 2025, July 11, 2025

5. CBRE 'Retailers' Physical Stores Becoming Integral Part of Reverse Logistics', Nov. 25, 2024

6. Kroger's Q1 Earnings Call, June 30, 2025

7. Koninklijke Ahold Delhaize Q1 Earnings Call, May 7, 2025

8. ICSC "The Halo Effect III", Dec. 18, 2023

9. Warby Parker Earnings Call, Feb. 27, 2025

Strong Shopping Center Fundamentals

# Retailer Expansion Drives Growth

## Grocers



## Anchor (10K+ SQFT)



## Small Shop (<10K SQFT)



Source: Company releases, media reports



San Marcos Plaza  
San Marcos, CA

**High Quality,  
Necessity-based  
Operating  
Portfolio**

# National Presence with Specialized Local Insight

**82% of Annual Base Rent (ABR) from Top Major Metro Markets<sup>1</sup>**



1. Markets noted on the map are Kimco Realty's top major metropolitan markets by percentage of pro-rata ABR as of 6/30/2025

2. Represents 3-mile pro-rata ABR weighted portfolio demographics as of 12/31/24

3. Popstats 2024 full demographic report

## Portfolio Statistics

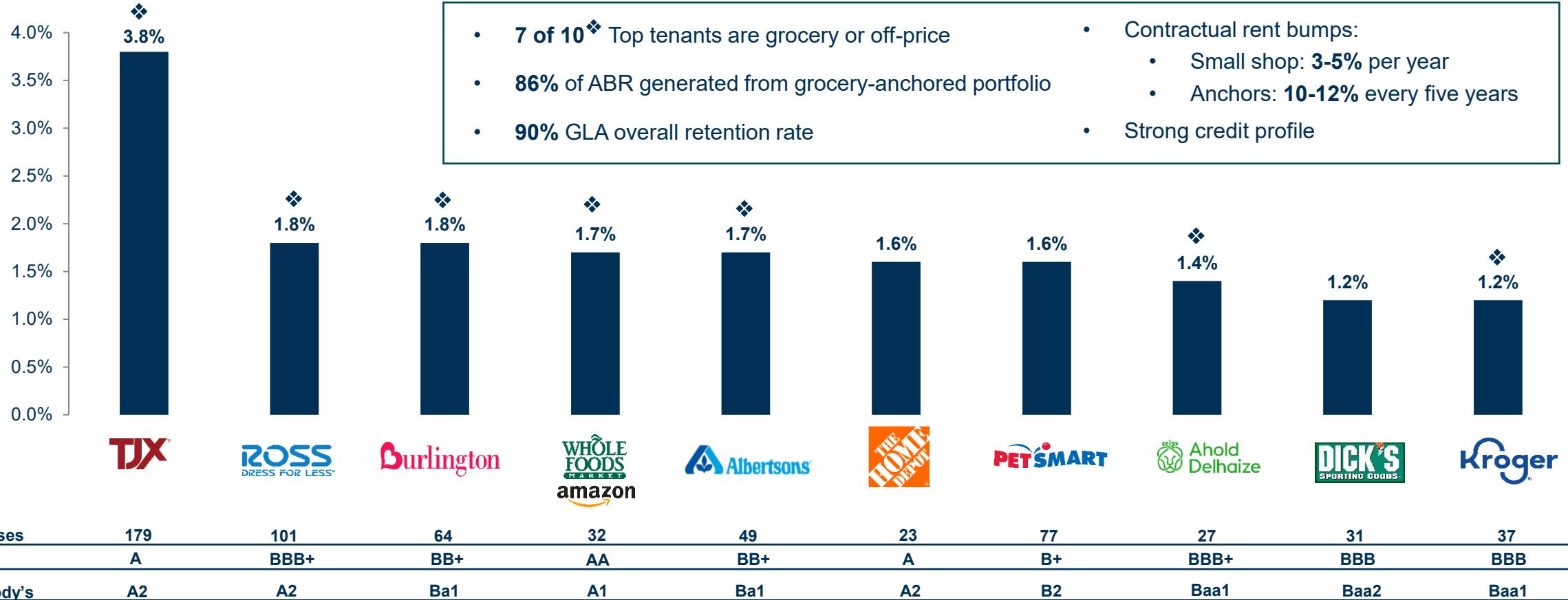
- 566 Properties
- 101M GLA
- \$20.99 ABR/SF
- 86% of ABR from grocery-anchored portfolio
- 91% of the portfolio is **within Sun Belt and/or coastal markets**; New lease rents for Sun-Belt/coastal markets trending 10% higher than other markets over the TTM

## 3-Mile Demographics<sup>2</sup>

- 121K Estimated population
- \$101K Median income – 27% above national average<sup>3</sup>
- 42% Bachelor degree or higher – 21% above national average<sup>3</sup>
- Unemployment Rate 22% Better than National Average<sup>3</sup>

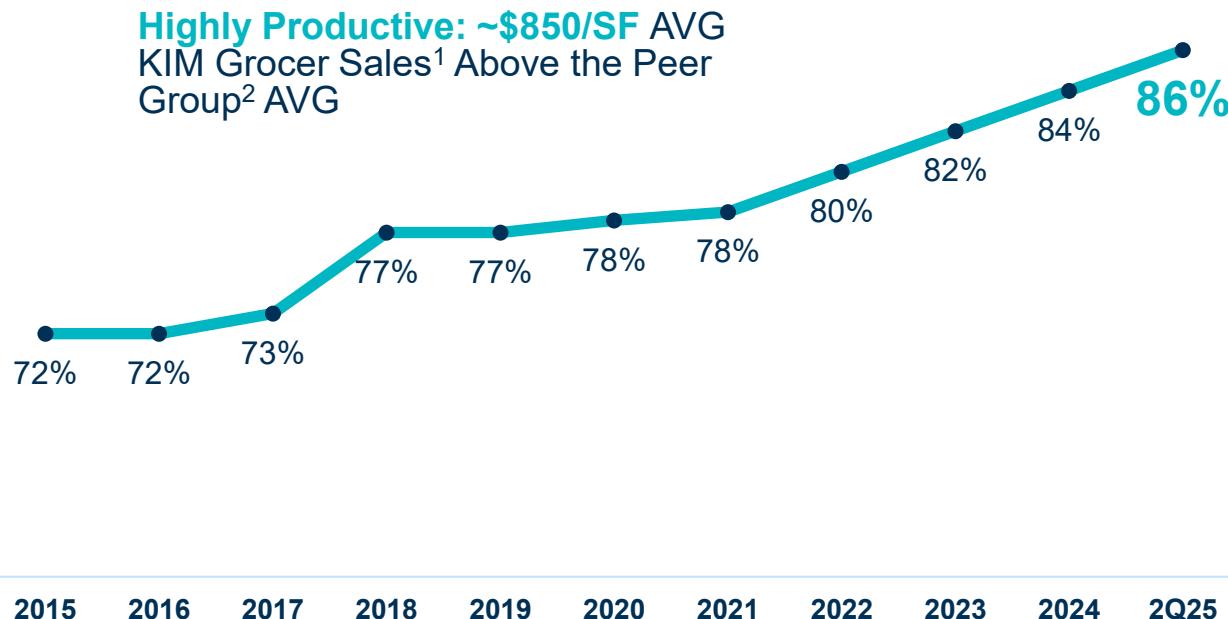
# Strong and Highly Diversified Tenant Base

## Limited Exposure: No Tenant >4% of ABR



# Value Creation: Grocery Expansion

**Expanded ABR contribution from grocery-anchored shopping centers to a new record level of 86%**



1. For those that report sales

2. Our peers that report this metric include BRX, REG, PECO and UE

3. Statista.com

4. Drive Research: Grocery Store Statistics: Where, When, & How Much People Grocery Shop, April 25, 202

## Benefits:

- **Lower Cap rates**, ~125-150 BPS vs. non-grocery
- **High Foot Traffic**, U.S. households make on avg. approx. two grocery trips per week in 2025<sup>3</sup>
- ~75% of grocery shopping occurs in store<sup>4</sup> driving trips to the center

## Near-Term Conversions and Expansions:

Palms at Town & Country



West Broward



North Towne Plaza



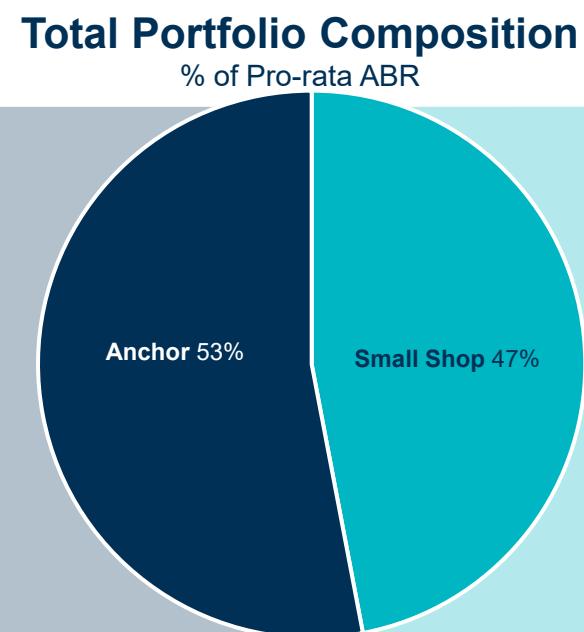
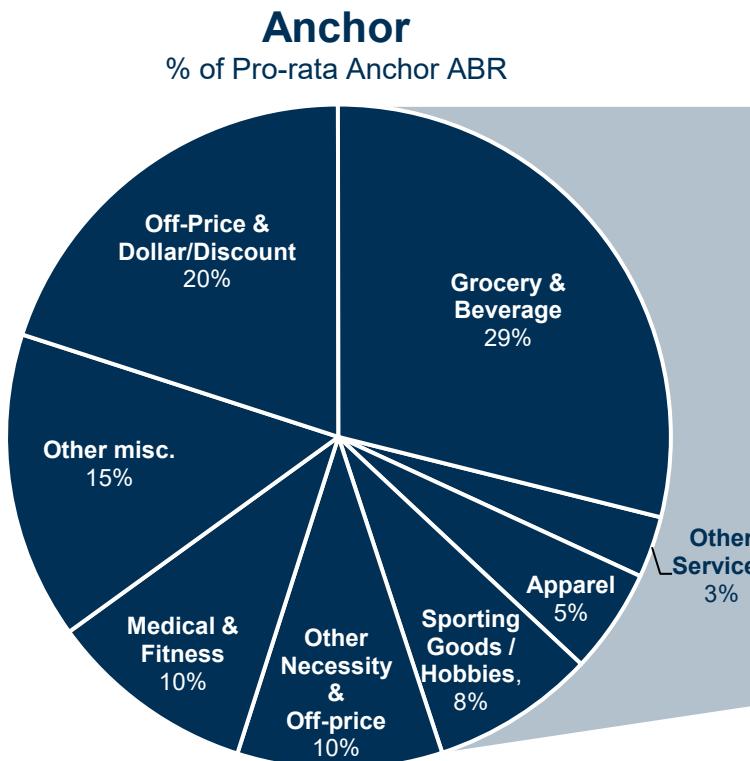
Forest Avenue S.C.



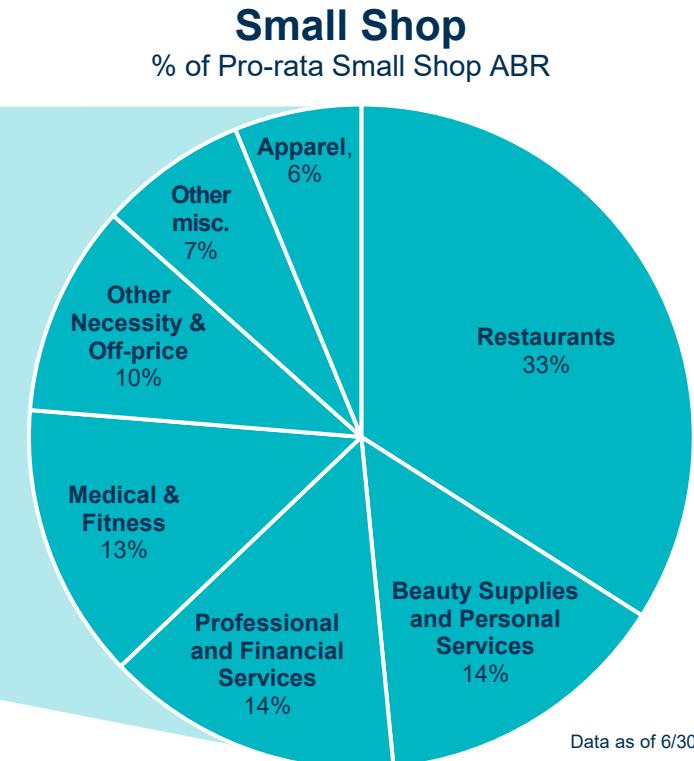
# Portfolio Breakdown: Anchor & Small Shop Tenancy

47% of Kimco's ABR is derived from small shop tenants (<10K SF), comprised primarily of:

- **Restaurants** (quick serve, fast casual and full service)
- **Beauty Supplies and Personal services** (salons, beauty merchandisers, weight services)
- **Professional and Financial Services** (accounting/tax prep, courier services, veterinary/grooming, banking)
- **Medical and fitness** (doctors, dentists, urgent care facilities and boutique fitness)
- **Other Necessity & Off-price** (grocery, off-price and discount)



**Top 50 Small Shop Tenants**  
by Pro-rata ABR% are all National



# Backfill Strategies Capturing Upside

Tenant	# of Leases	Assigned	Re-leased	At Lease	Blended Spread	LOI	Marketing
Party City	49	12	22	2	+25%	7	6
JOANN	25	1	4	2	+43%	14	4
BIG LOTS!	14	4	4	2	+41%	3	1
RITE AID	9	3	1	-	+123%	4	1

As of 7/29

- Mostly single tenant backfills
- Assigned leases have no downtime or lost rent
- Est. down time: 9 to 12 months
- Leasing capex ~\$50 to \$60 PSF
- Most LOI's at positive spread
- **at home:** All 5 locations to remain open

## Replacement Tenants Include:

### Grocery:



### Retail:



# Continued Strength in Leasing

**58**

Consecutive quarters of positive leasing spreads on comparable spaces

**+4%**

YoY minimum rent and ABR/SF growth

**91%**

Anchor 2025 expirations resolved (by ABR)

**3%+ / 4%+**

Annual rent bumps on 77% / 33% of new small shop leases in 2Q

**+16%**

Increase in TTM Net Effective Rents YoY

**77%**

Small shop 2025 expirations resolved (by ABR)

## Future Leasing Upside

- **9%** of pro-rata ABR from ground leases with mark to market of **~70%**
- **61** anchor leases expiring through 2026 with no further options (“naked leases”)
  - **\$14.44** WAVG ABR/SF (naked leases); \$11.85 with options remaining
  - **\$18.62** WAVG ABR/SF (new leases TTM)
  - **61.5%** Anchor new lease spreads TTM (+19.3% for small shop)
- Spreads on new anchor leases expected to remain elevated

## Recently Leased Tenants

**BARNES & NOBLE**

SHAKE SHACK®

**DICK'S**  
SPORTING GOODS

**CRUNCH**  
FITNESS

**DUNKIN' DONUTS**

**SKECHERS**

**Raising Cane's**  
CHICKEN FINGERS

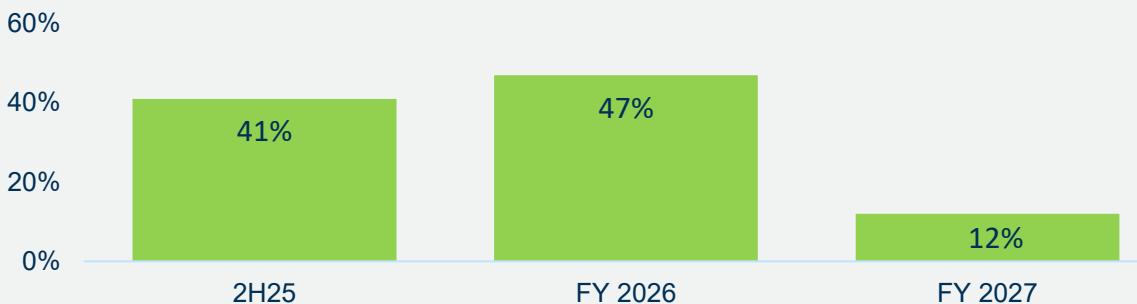
**Bath & Body Works**

**KIMCO**  
REALTY

# Visible Future Cash Flow Growth

## Signed Not Open (SNO) Spread = Embedded Rent Growth

### \$66M SNO Pipeline Rent Commencement Timing



- All incremental to revenue (does not include upside to recovery income of 20-25%)
- Represents ~\$66M of ABR at 6/30/2025, 310 basis point spread

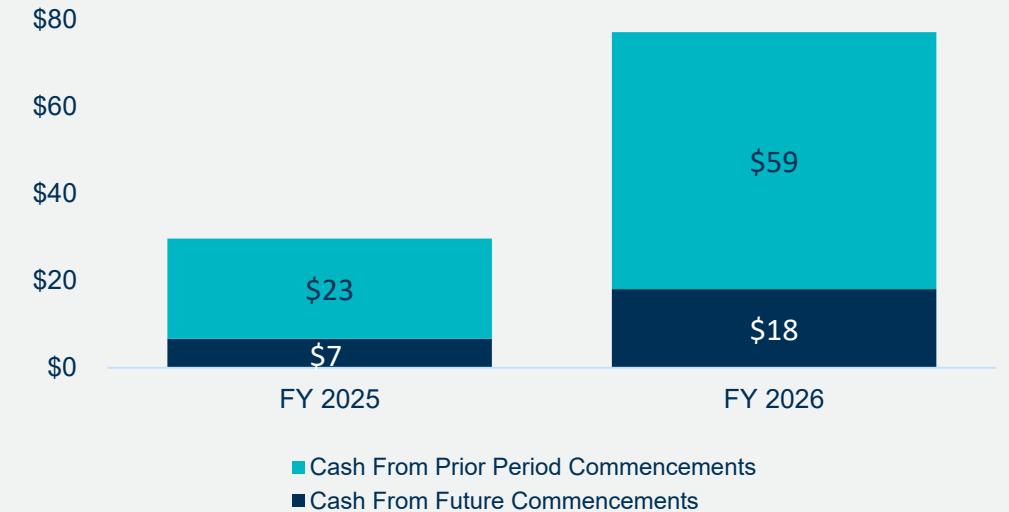
**Kimco's Tenant Coordinators** are dedicated to expediting store openings by guiding retailers through the permitting and construction process.

- ~\$34M of cash flow impact on 2024 compared to initial expectations of \$15-\$20M

### Expected Cash Flow Receipts from \$66M SNO Pipeline

~\$30M cash flow impact of SNO in 2025:

- \$23M from 1H25 rent commencements\*
- \$7M from 2H25 rent commencements



\*This is not in the current \$66M SNO as it already commenced.



Airport Plaza  
Farmingdale, NY

# Accretive Capital Allocation

 **KIMCO**<sup>®</sup>  
REALTY

# Value Creation: Anchor Repositioning & Redevelopment

## Anchor Repositioning

### Recently Completed



**Poway City Center** – Poway, CA  
Split former 40K SF Steinmart for Trader Joe's, Boot Barn, and Five Below

Completed 2Q 2025

### 2025 Repositioning Projects<sup>1</sup>

7 / \$44M / 11%

Projects / Gross Costs / WAVG Blended Stabilized Yield<sup>2</sup>

## Retail Redevelopment

### Recently Completed



**Tanasbourne Village** – Hillsboro, OR  
Outparcel development for Jollibee Restaurant

Completed 1Q 2025

### 2025 Redevelopment Projects<sup>1</sup>

7 / \$16M / 17%

Projects / Gross Costs / WAVG Blended Stabilized Yield<sup>2</sup>

## Mixed-Use Redevelopment

7.0% to 9.0% WAVG Blended Stabilized Yield<sup>2,3</sup>

### Project Spotlight



**Coulter Place @ Suburban Square**, Ardmore, PA  
Preferred equity mixed-use development with the Bozzuto Group

- 131 Multi-family units, 19K SF of retail
- 50% ownership with KIM contributing entitled land at marked-up value, reduction of capital outlay reduces earnings drag
- 2026 Estimated Completion
- Gross Costs: \$106M

1. Inclusive of projects completed and those expected to be completed in 2025.

2. Est. WAVG Blended Stabilized Yields are net of any credits or fees earned by owner

3. Est. WAVG Blended Stabilized Yields are shown as yield on Kimco's equity to reflect the ground lease and preferred equity structure.

# Value Creation: Mixed-Use Entitlements & Components

## Value & Optionality

**Entitlement Value:** ~\$200M to \$365M

~\$30K to ~\$60K unit value for future development of over 10K multi-family units and hotel keys<sup>1</sup>

### Entitlement Optionality:

Hold for life of the asset or,

Activate when WACC is favorable:

- Self-develop, ground lease to third-party, contribute to JV at marked-up basis
- Sell entitled land. Total estimated value: \$125M to \$185M

## Highly Complementary

**Enhances Property Value** with lower blended cap rate

### Premium Market Rents

- Premium grocers with on-site retail and service amenities drive stronger apartment performance.<sup>2</sup>

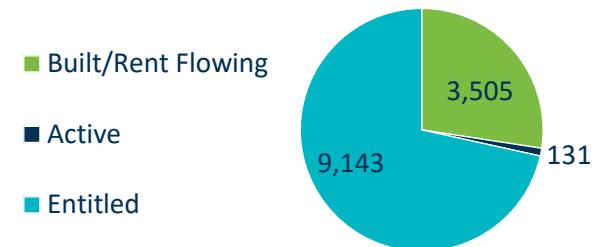
### Acquisition Pipeline

- ROFO/ROFR<sup>3</sup> for all Ground Leases
- Positive arbitrage for ground leases sales where we own the fee

## Near Term Opportunities

- 3,267 Multi-family Units and 111K SQFT of Retail
- Activation or monetization expected to occur within a three-year period

### Achieved Goal of 12K Multi-family Entitlements



1. Calculated using a market-based development yield.

2. rclco.com 'The Supermarket Rental Sweep: Analyzing Multifamily Rent Premiums Generated by Grocery Store Anchors', May 2024

3. Right of First Offer/Right of First Refusal

As of 6/30/2025

# Accretive Acquisitions & Investments

## Unique to Kimco: Structured Investment Program

### Building a Strategic Acquisition Pipeline

Provides capital to third party owners of high-quality retail real estate earning above average returns.

- Yield range: 9.0% to 10.0%
- ROFO/ROFR\* to buy on every investment
- Outstanding: \$437M
  - Deployed YTD: \$43M
  - Repayments YTD: \$42M
- Select 2025 Investment Activity:
  - Stuyvesant Plaza, Albany, NY (Mezz Financing: \$8.2M)
  - Pompano Marketplace, Pompano Beach, FL (Sr. Mortgage: \$35M)

## External Growth via Capital Recycling Advantage:

- Sell low-growth, low-cap rate assets
- Redeploy into higher growth assets via acquisitions and Structured Investment Program
- **Highlighted Q2 Disposition: Home Depot Plaza, Santa Ana, California**
  - Freestanding, Home Depot-anchored property
  - Sale price: \$49.5M; Gain: \$38.4M
  - Proceeds placed in a **1031 exchange** towards the acquisition of a grocery-anchored shopping center that has been identified.



### 2025 Assumptions:

\$100M to \$125M in net acquisitions, including structured investments

Inclusive of selling ~\$100M to \$150M of low growth, low-cap rate assets including ground leases and entitlements

#### Completed YTD:

Shopping centers \$74M

- Acquisitions \$132M, 7.0% cap rate
- Dispositions (\$58M), 5.4% cap rate

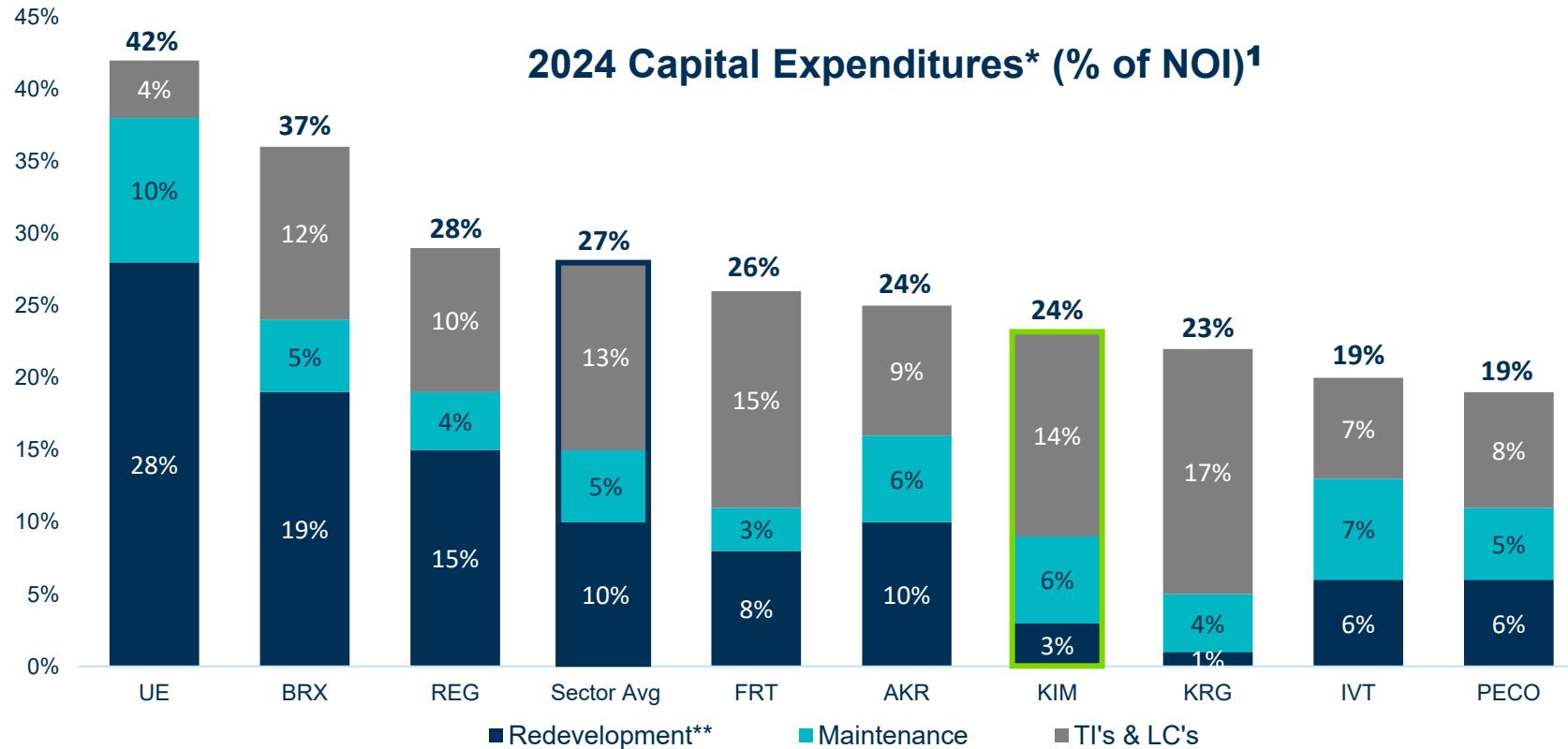
Structured Investments (\$4M)

- New capital \$46M, 8.6% yield
- Repayments (\$50M), 9.8% yield

\*Right of First Offer/Right of First Refusal

# Capital Expenditures

## Below Sector Average Capex Spend



KIM projects 2025 Capital Expenditures to be ~21% of NOI

1. Source: Green Street Strip Center Sector "Capex Recap", July 2, 2025.

\* Accounting treatment and disclosure practices impact company-level presentation. AKR is Core Portfolio only.

\*\* Excludes select projects where square footage is added (when known)

# Financial Capacity to Support Growth

## COMMITTED TO

- Investment grade credit rating of:  
**A- Fitch**  
**BBB+ S&P** (positive watch)  
**Baa1 Moody's** (positive watch)
- Low look-through net debt to EBITDA<sup>2</sup>: **5.6x** in 2Q25
- Fixed charge coverage of 3.5x or better. Current level: **4.2x**
- **~80%** recurring AFFO dividend payout ratio
- **>92%** of properties unencumbered

## SOURCES

- **~\$150M of annual free cash flow after dividends and leasing capex** (tenant improvements, landlord work and leasing commissions)
- **\$228M** in cash and cash equivalents
- **\$2.2B<sup>1</sup>** available from revolving credit facility

## USES

- 2025: No remaining maturities
- Repurchased 3.0 million shares of common stock for \$58.8 million, net (\$19.61/share), in April 2025
- **2025 Capital Allocation Priorities**
  1. Leasing and capex costs: **\$250M to \$300M**
  2. Spend on redevelopment: **\$100M to \$125M**
  3. Acquisitions including Structured Investments, net of dispositions: **\$100M to \$125M**

1. Includes outstanding preferred stock and company's pro-rata share of joint venture debt

As of 6/30/2025

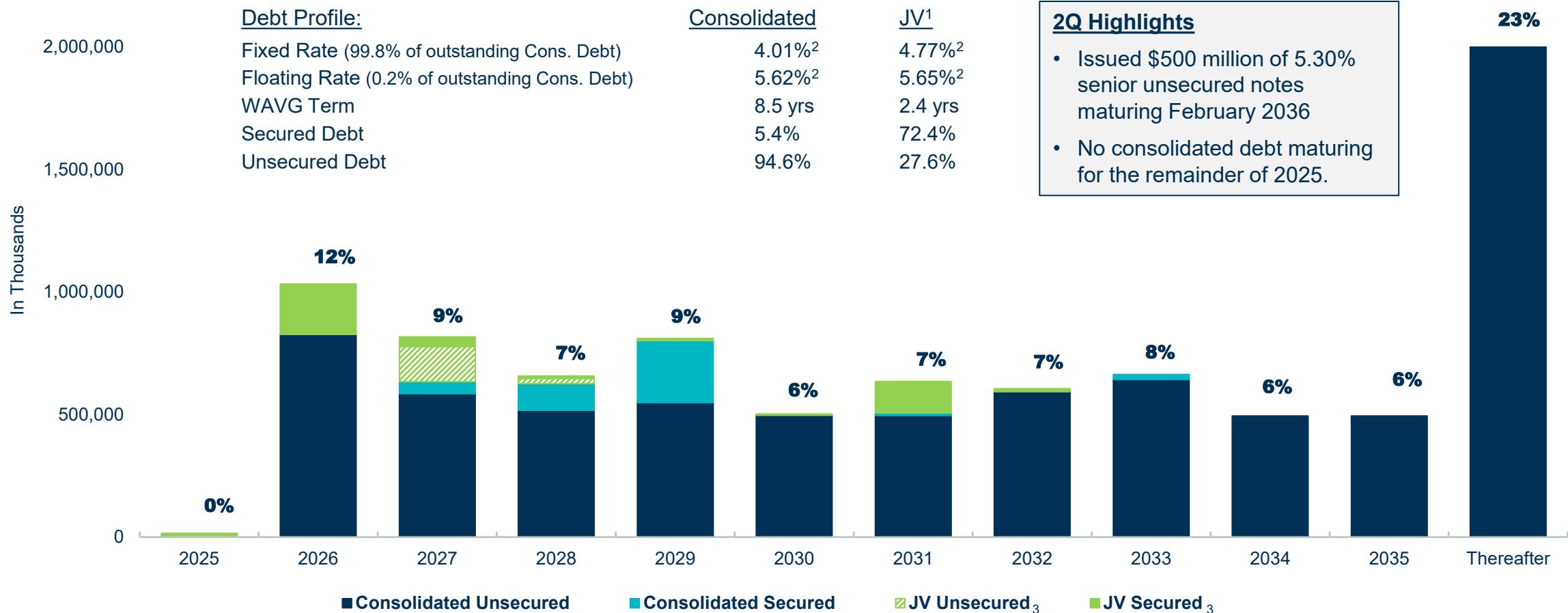


# Significant Financial Strength



Significant Financial Strength

# Well-Staggered Debt Maturity Profile



Percentages are annual maturities of total pro-rata debt stack. Loan extensions are assumed when options exist.

1. Pro-rata share of JV debt

2. Weighted Average

3. Includes KIM's Pro-rata share of JV debt

## Cash Flow Visibility

### Long-term leases with:

- Contractual rent bumps  
Small shop: 3-5% per year  
Anchors: 10-12% every five years
- Significant remaining term  
5 years WAVG remaining lease term  
Anchor 5 yrs; Small Shop 4 yrs
- Strong tenant retention  
~90% GLA Overall Retention Rate
- Below market rents  
18 years (pro-rata) WAVG age of leases  
Anchor 20 yrs; Small Shop 13 yrs

### Future Cash Flow Growth:

- Signed Not Opened (SNO) pool  
~\$66M of ABR as of 6/30/2025  
41% expected to commence in 2025
- Strong leasing spreads  
15.2% pro-rata rent spread on comp. leases;  
highest in >7yrs

## Strong Portfolio Diversity

### Tenant Mix

- No tenant >4% of ABR
- 7 of top 10 tenants are grocery or off-price
- Strong credit profile
- Top 50 small shop tenants ranked by pro-rata ABR % are all national

### Market Exposure: National Platform

- 82% of ABR is from top major metro markets
- Located in high barrier to entry, first-ring suburbs within key major metropolitan Sun belt and Coastal markets.

## Strong Balance Sheet

### Conservative leverage

- 99.8% fixed-rate\*
- 8.5yr WAVG maturity\*
- 5.6x Look-thru Net Debt/EBITDA
- No remaining debt due in '25\*

### Ample Liquidity

- \$2.2B of immediate liquidity
- >92% unencumbered properties
- ~\$150M of annual free cash flow (after dividends and leasing capex)

### Investment grade credit ratings: A-/BBB+/Baa1

\*Consolidated debt

# Appendix



# Top 50 Small Shop Tenants by Pro-rata ABR%



## Top 50 Small Shop Tenants by Pro-rata ABR %

1	JPMorgan Chase & Co.	11	Yum Brands, Inc.	21	Tailored Brands	31	Focused Brands	41	Five Guys Burgers & Fries
2	Five Below	12	Massage Envy LLC	22	Chipotle Mexican Grill, Inc.	32	Phenix Salon Suites	42	Leslie's Swimming Pools
3	Somnigroup International (Mattress Firm)	13	KnitWell Group	23	McDonalds' Corporation	33	Radiance Holdings	43	Brinker International
4	Starbucks Coffee	14	Inspire Brands	24	Xponential Fitness	34	Ulta Beauty	44	Darden Restaurants, Inc.
5	Bank of America	15	United States of America	25	UPS (United Parcel Service)	35	Luxottica Retail	45	Vitamin Shoppe
6	T-Mobile USA, Inc.	16	Wells Fargo & Company	26	Restaurant Brands International	36	J. Crew Group	46	Rainbow USA, Inc.
7	JAB Holding Company	17	Dollar Tree	27	H&R Block, Inc.	37	Subway	47	GNC
8	National Vision, Inc.	18	Dine Brands Global	28	First Watch	38	Sephora	48	GameStop
9	Bath & Body Works	19	Sally Beauty Supply, LLC	29	Orange Theory Fitness	39	Signet Jewelers	49	Skechers
10	AT&T, Inc.	20	Verizon Communications	30	Carter's Retail, Inc.	40	Panda Restaurant Group, Inc	50	Chick-fil-A



JPMorganChase

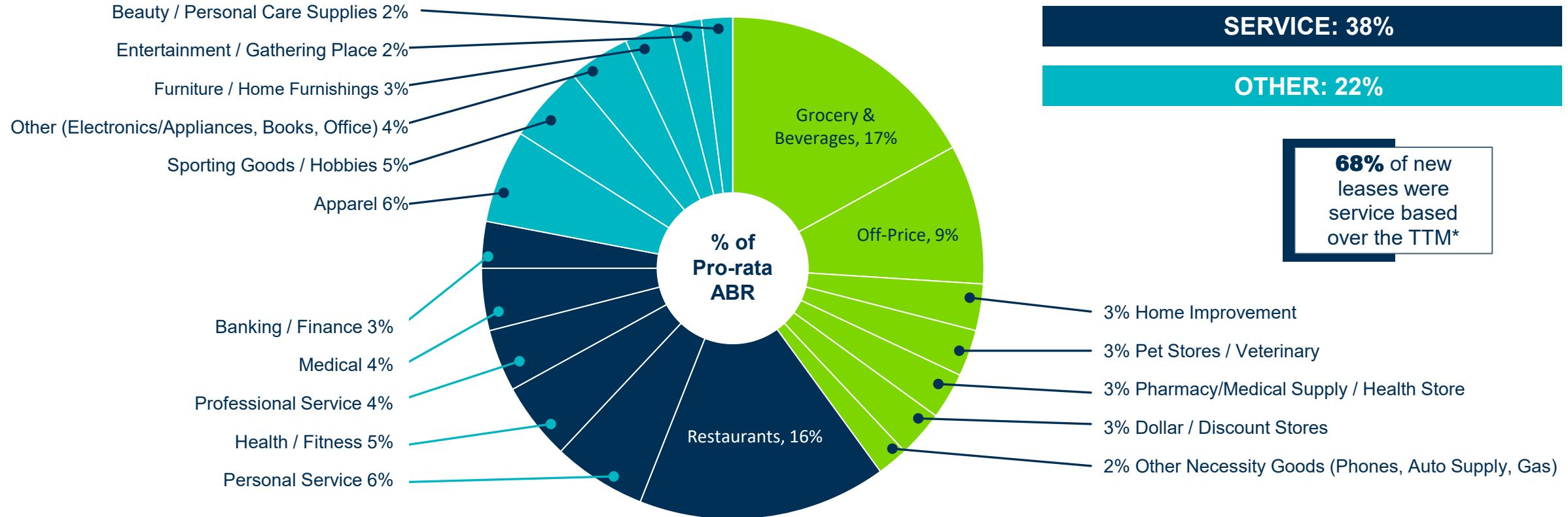


verizon<sup>✓</sup>



# Portfolio Breakdown: Retailer Categories

**78% of ABR from Discount & Necessity Goods and Services**



**19% of ABR is derived from local tenants vs. national/regional**

Data as of 6/30/2025

\*Trailing 12 Months