



INVESTOR PRESENTATION

Second Quarter 2018





Federal Realty Investment Trust

NYSE: FRT

FEDERAL REALTY INVESTMENT TRUST

- Fully-integrated US retail real estate based company focused on risk adjusted capital allocation
- Own, manage and re/develop urban, mixed-use properties and high quality open air shopping centers
- 105 properties include ~3,000 tenants, in ~24 million square feet, and over 2,600 residential units
- Included in the S&P 500

CREDIT RATINGS⁽¹⁾

One of only four “A” rated REITs

Moody's

A3

Stable

S&P

A-

Stable

Fitch

A-

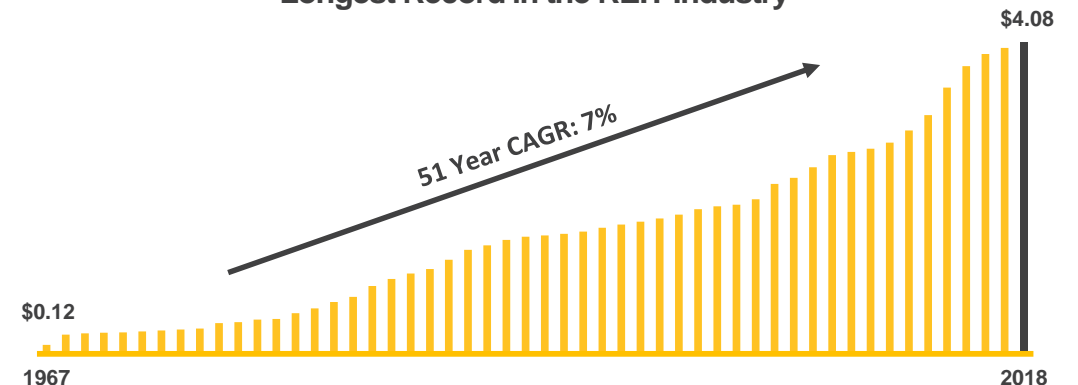
Stable

STRATEGIC METROPOLITAN MARKETS



51 CONSECUTIVE YEARS OF INCREASED DIVIDENDS

Longest Record in the REIT Industry

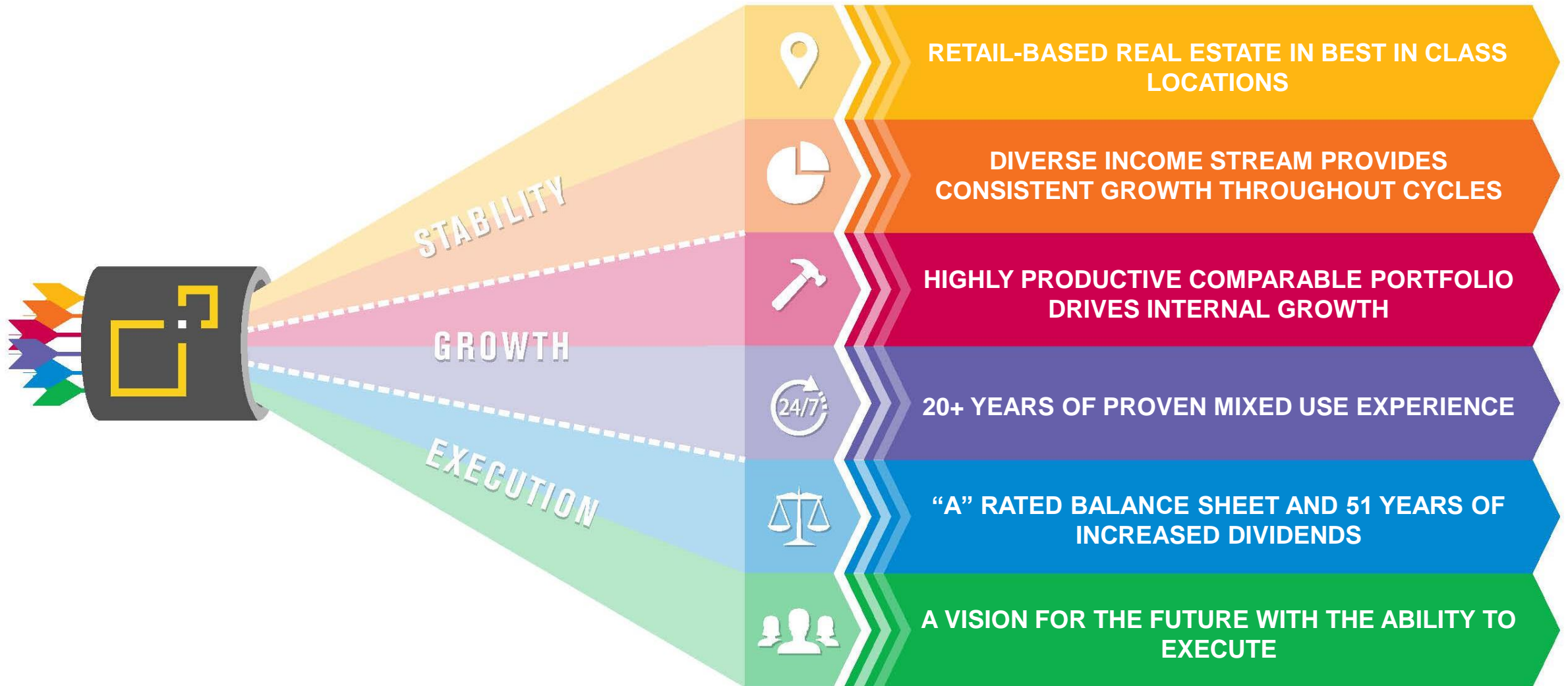


1) The complete ratings report can be accessed at www.federalrealty.com.



“Arrows in the Quiver”

Multifaceted Balanced Business Plan





Retail-Based Real Estate in Best in Class Locations

- 105 flexible retail-based properties located in 8 strategically selected major markets
 - Transit oriented, first ring suburban locations
- Real estate is a local business
 - Manageable portfolio size and number of markets allows senior management to be focused on each asset
- Long-term rent growth potential fueled by:
 - Superior income and population characteristics
 - Significant barriers to entry and
 - Strong demand characteristics
- Location matters more today than it ever has
 - Strive for our centers to be the consolidators in their respective trade areas
 - Retailers remain hyper focused on location as they right-size portfolios and open new stores
- Highly productive portfolio:
 - \$27.33 annualized base rent (ABR) per square foot as of 2Q18
 - 15% rent growth on comparable leases (TTM)
 - 95% leased portfolio as of 2Q18



Real Estate is a Local Business

8 strategic metropolitan markets with 5 regional offices

Retail-Based Real Estate in Best in Class Locations

Total Portfolio as of 2Q18

| | |
|-------------------|---------|
| Assets | 105 |
| SF | 24.3M |
| Residential Units | 2,639 |
| Acres | 1,975 |
| Avg. Rent PSF | \$27.33 |
| % Leased | 95% |

SILICON VALLEY
Regional Office
8 Properties

LOS ANGELES
Regional Office
14 Properties

CHICAGO
4 Properties

BOSTON
Regional Office
9 Properties

NEW YORK
13 Properties

PHILADELPHIA
Regional Office
10 Properties

WASHINGTON D.C.
HEADQUARTERS
21 Maryland Properties
13 N. Virginia Properties
2 Washington D.C. Properties

MIAMI
4 Properties

Note: Additional 7 properties located outside these markets are Barracks Road, Bristol Plaza, Eastgate Crossing, Gratiot Plaza, Lancaster, 29th Place and Willow Lawn



Location, Location, Location

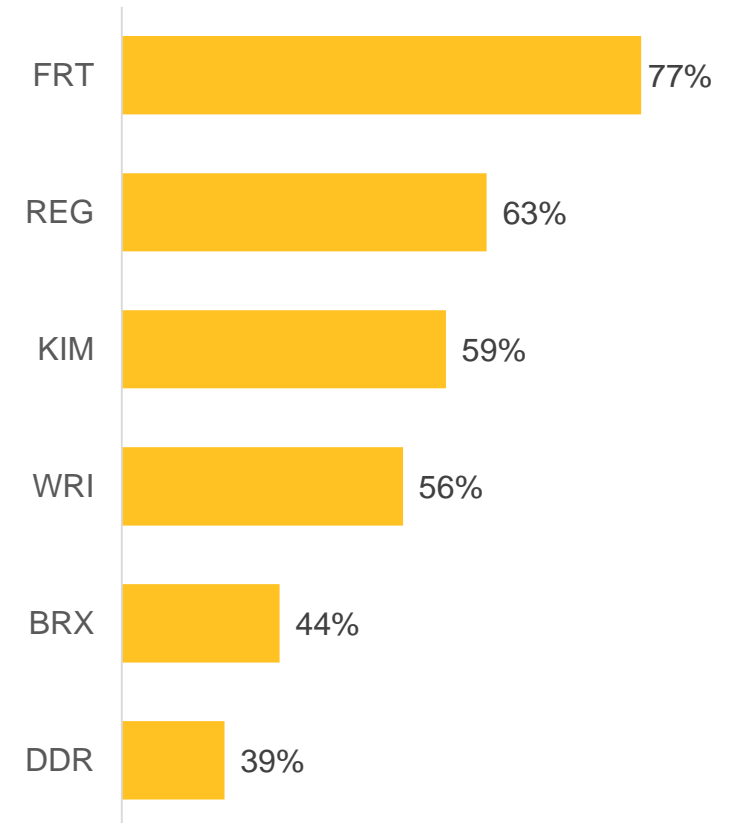
Superior demographics

Retail-Based Real Estate in Best in Class Locations

HOUSEHOLD INCOME & POPULATION VS. LARGE CAP, NATIONAL PEERS



TOP 20 MSA PENETRATION



Source: BAML Research, May 2016.

Note: REG Proforma for EQY Merger. Shopping Center Peer Average representative of the Bloomberg Shopping Center Index members, Mall peer average representative of the Bloomberg Mall REIT index members. MSAs ranked by number of households.

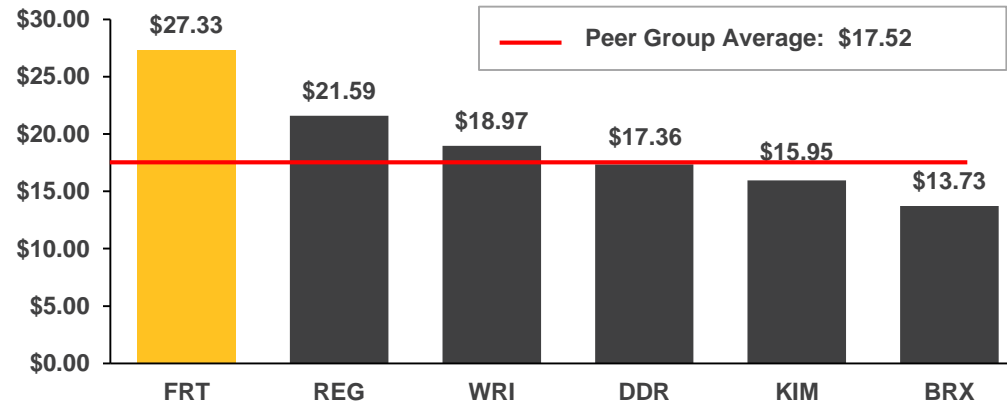


Premier Operating Portfolio

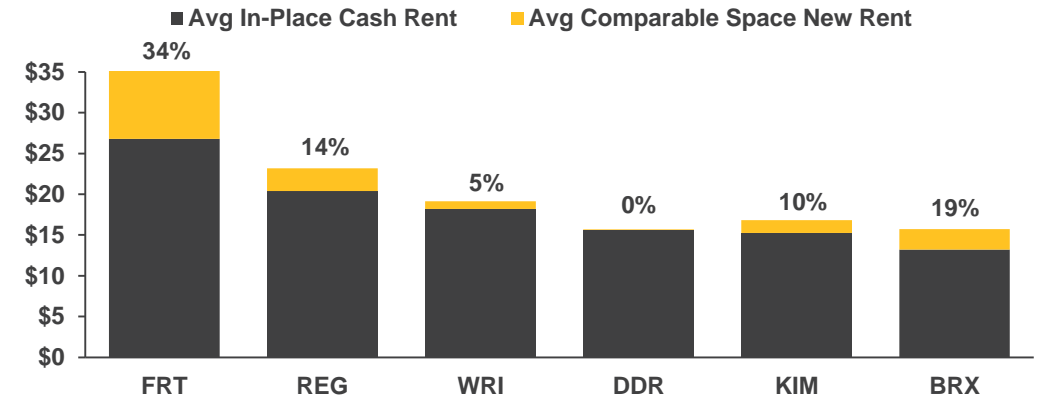
Key metrics

Retail-Based Real Estate in Best in Class Locations

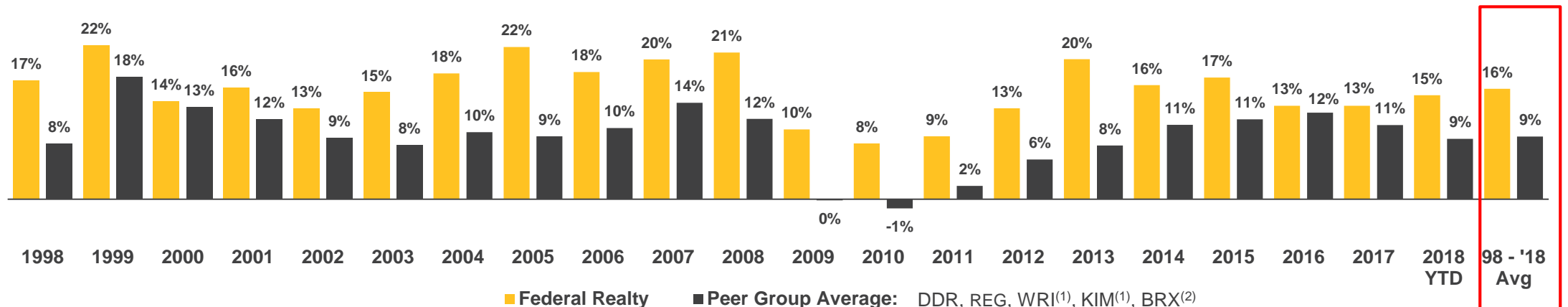
CASH RENTS PSF AS OF 2Q18



RECENT LEASING VS. AVG IN-PLACE RENT⁽¹⁾



COMPARABLE SPACE YEAR OVER YEAR RENT GROWTH



Source: Company Filings

1) Period 2Q16 – 2Q18

2) Only included in peer group results for periods in which data was reported

3) BRX data available as of 2013



The Keys to Our Success

Location based competitive advantages across portfolio



Picture: Plaza El Segundo and The Point, El Segundo, California

1) Average within a 3-mile radius of all Federal Realty properties.

†: Flexible Property Format – physical structures that can be readily modified to highest and best use.

†: Strong Landlord Friendly Leases – landlord retains significant control over the properties with minimal tenant protection. The better the real estate, the more leverage the landlord has.



Diverse Income Stream Provides Consistent Growth Throughout Cycles

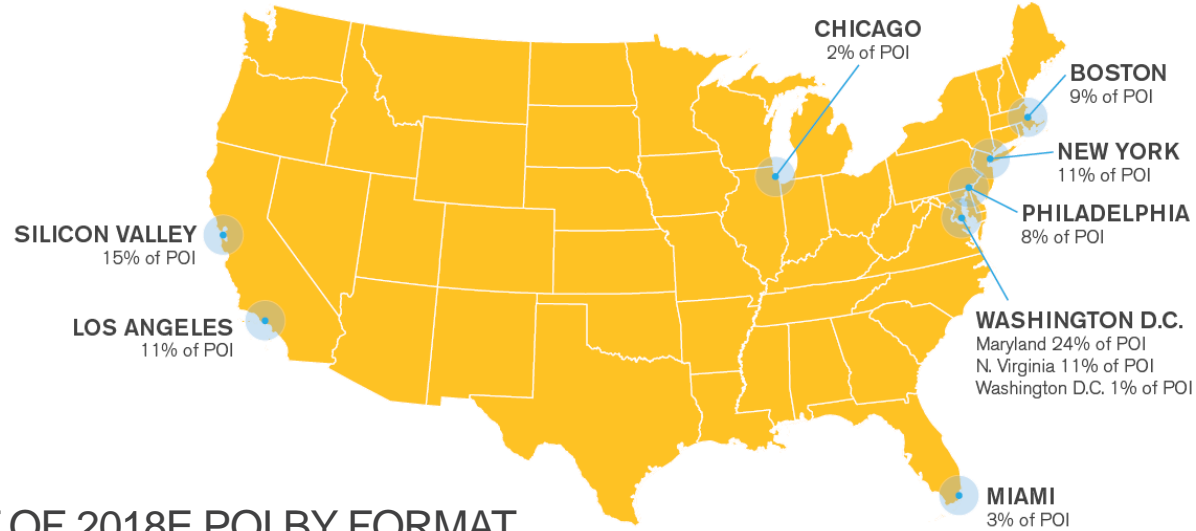
- Flexible properties purposefully positioned to be the real estate of choice for the widest selection of tenants and uses
 - Physical structures that can be readily modified to highest and best use cost effectively
- Diverse by:
 - Market
 - Format
 - Use
 - Retail sales category
 - Tenant
- Diversity provides consistency through cycles
 - 6% NAREIT FFO per share CAGR 2010 – 2017
 - 6% NAREIT FFO per share CAGR 2003 – 2017
 - ~6%+ targeted FFO per share CAGR over time



Diversified...

Percent of 2018E Property Operating Income (POI)

PERCENT OF 2018E POI BY MARKET (1)



PERCENT OF 2018E POI BY FORMAT



31%
Mixed Use/Urban
Santana Row



26%
Grocery-Anchored
Wildwood Shopping Center



25%
Super Regional
Plaza El Segundo



12%
Power Center
Federal Plaza

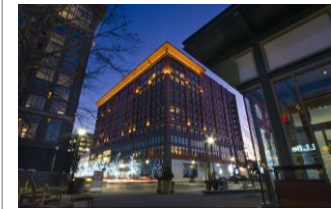


6%
Other
The Grove at Shrewsbury

BY USE



Retail



Residential



Office



Hotel

1) 5% of POI from additional properties located outside these markets



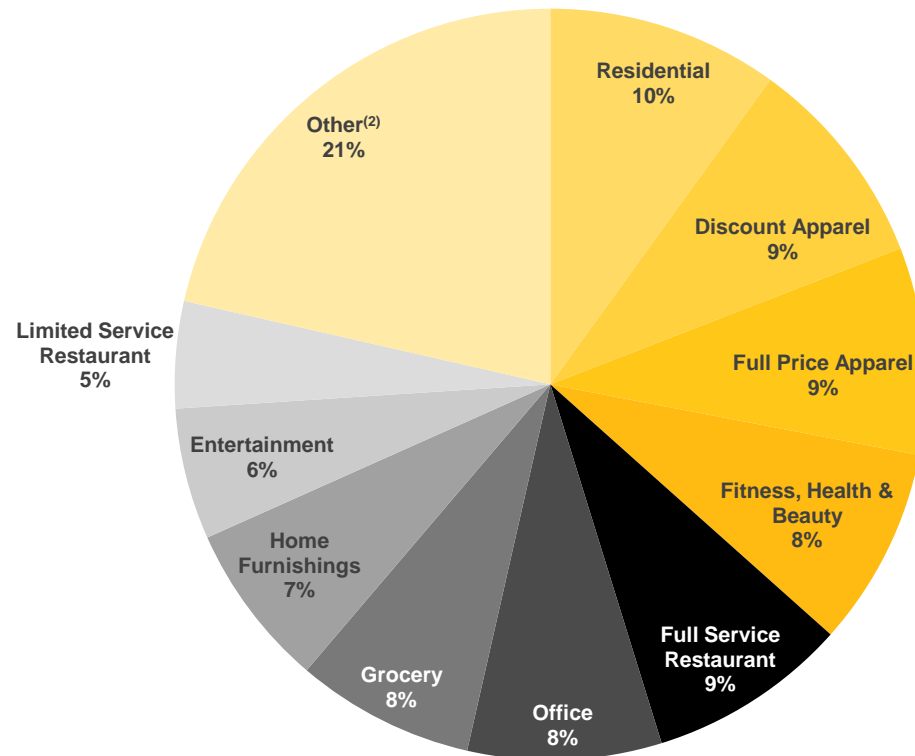
Diversified...

Tenant Diversification

Diverse Income Stream Provides Consistent Growth Throughout Cycles

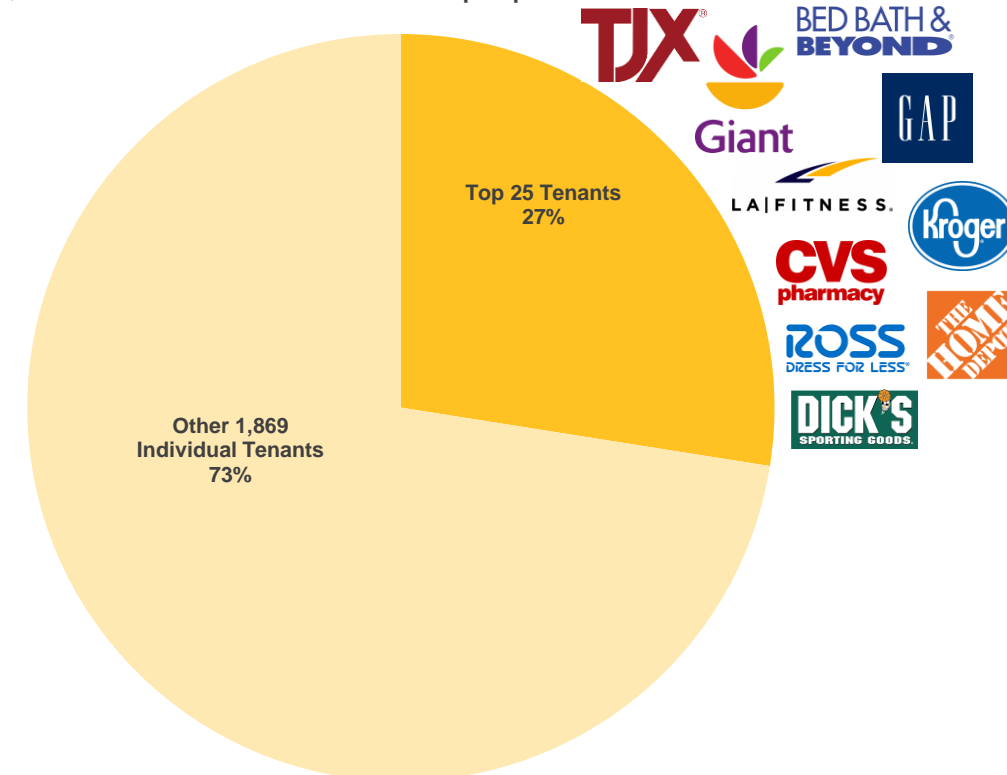
BY CATEGORY⁽¹⁾

- No single retail category greater than 9%
- “Other” represents 18 additional categories with no category larger than ~4%



BY TENANT

- No tenant greater than 3% of commercial ABR
- Top 25 tenants only account for 27% of ABR
- 2,937 total retail tenants in 105 properties



1) Percentages derived from annualized base rent + annualized residential minimum rents as of 6/30/18

2) Other category includes drug stores, banks, specialty foods, dollar stores, electronics, pets, office supply, auto, etc

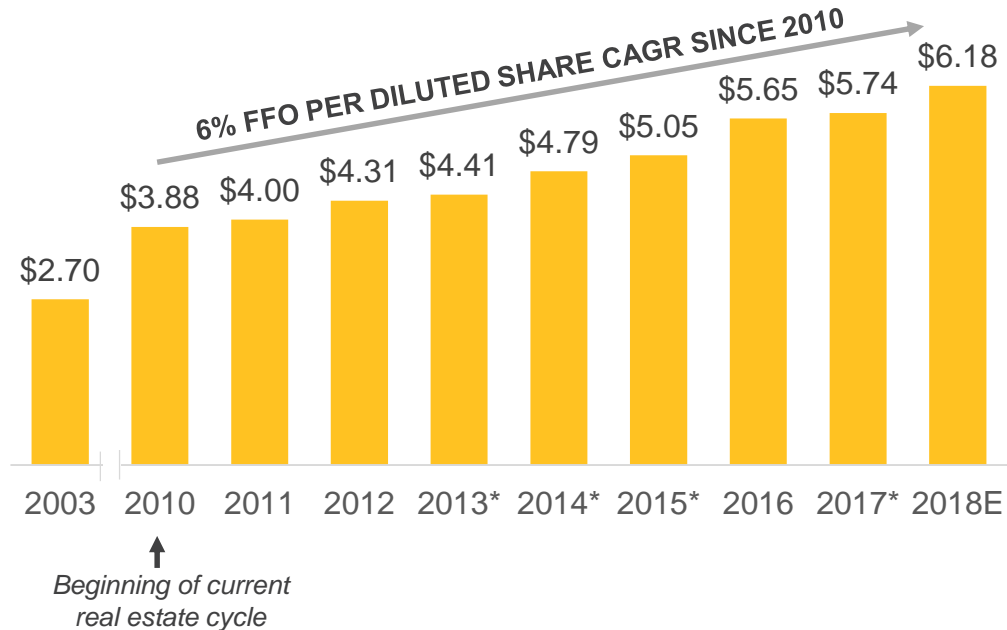


Consistent Increasing Growth

Track record matters

NAREIT FFO

- ONLY publicly traded shopping center company to grow NAREIT FFO per share every year since 2010
- FRT and SPG are the only 2 out of 25 publicly traded retail REITs to grow NAREIT FFO per share every year since 2010

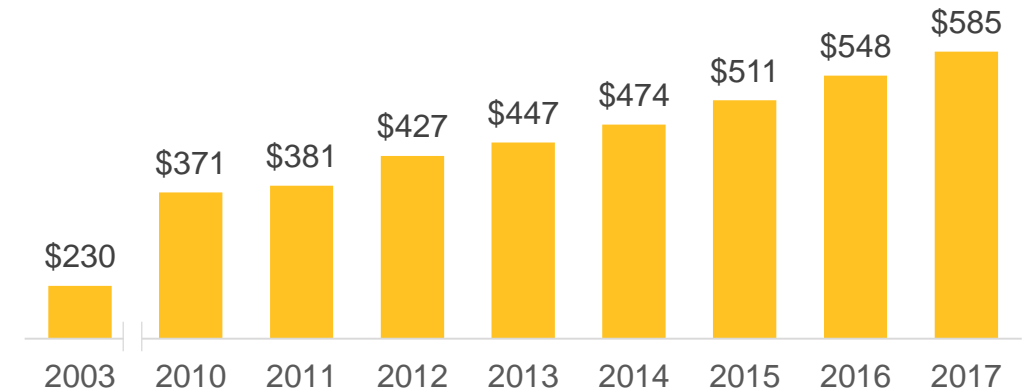


Note: NAREIT FFO 2018E is the midpoint of the Company's guidance range of \$6.13 - \$6.23

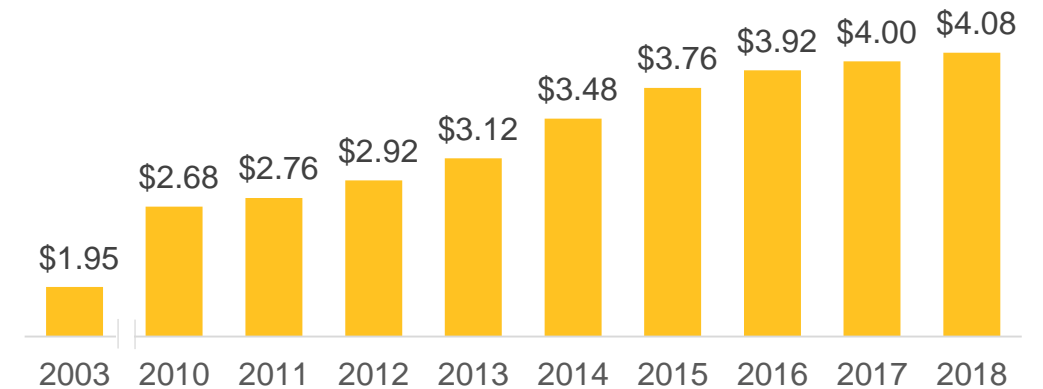
* NAREIT FFO includes charge for early extinguishment of debt

1) Fourth quarter annualized

PROPERTY OPERATING INCOME (IN MILLIONS)



DIVIDENDS PER SHARE⁽¹⁾



Diverse Income Stream Provides Consistent Growth Throughout Cycles

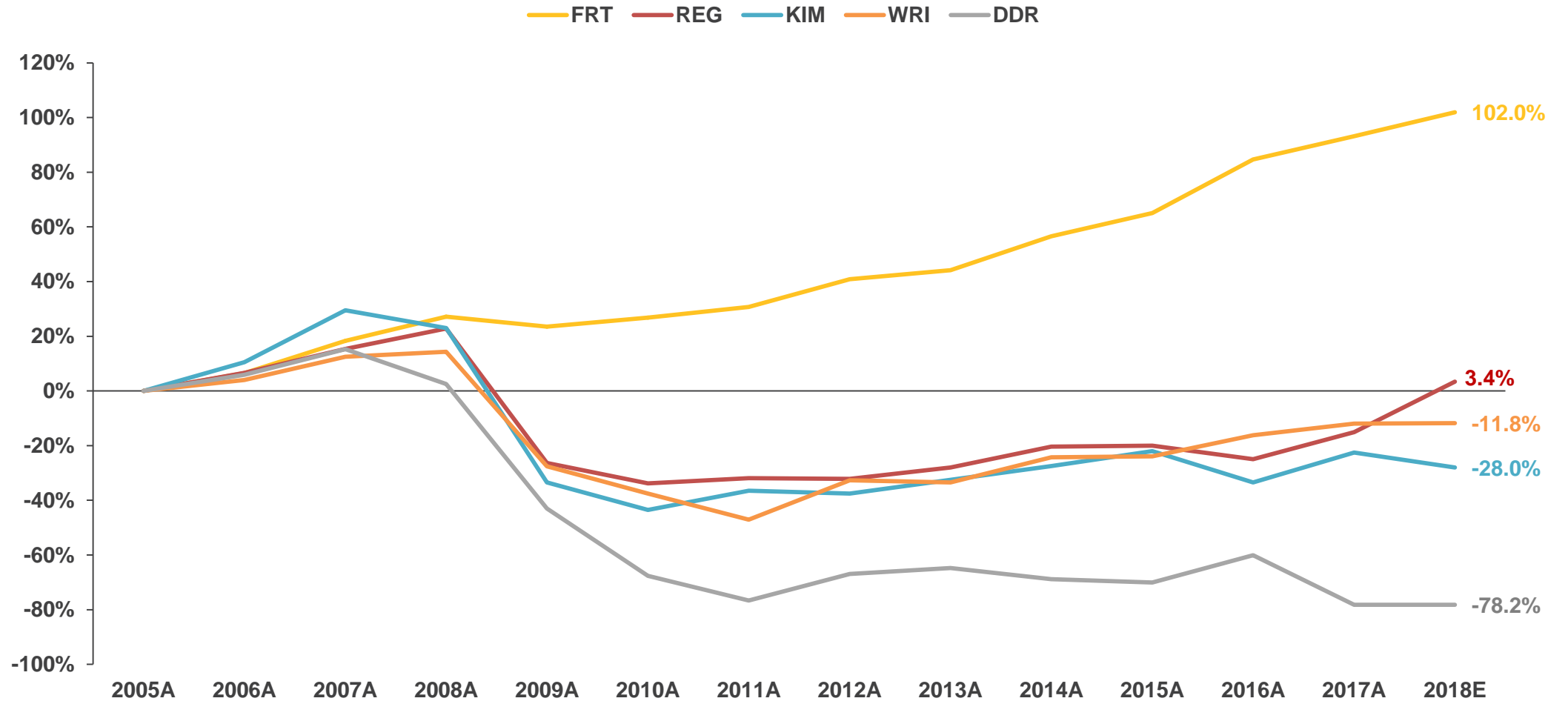


Cycle Tested Growth

Track record matters

Diverse Income Stream Provides Consistent Growth Throughout Cycles

CUMULATIVE CHANGE IN NAREIT FFO PER SHARE SINCE 2005 VS. LARGE CAP, NATIONAL PEERS



Source: Company Filings

Note: 2018E is the midpoint of latest guidance provided by each company. DDR does not provide 2018 guidance.



Highly Productive Comparable Portfolio Drives Internal Growth

- Comparable property portfolio is ~90% of the company's annual POI
- Outsized internal growth driven by:
 - Contractual rent bumps
 - Inherent mark to market[†]
 - Ability to generate redevelopment opportunities within the existing portfolio
 - Remerchandising opportunities
- Larger properties on larger pieces of land and flexible formats allow for more redevelopment opportunities
 - Our centers average ~250,000 SF on 21 acres of land⁽¹⁾
 - Focus on highest and best use for the property in its submarket

1) Excludes urban and street retail properties

†: Mark to market – in place current rents less than current market rents



What is Comparable Property POI?

Definition and calculation

DEFINITION

- Reported property operating income except for:
 1. Assets not owned for the full quarter in both periods presented
 2. Assets currently under development or being repositioned for significant redevelopment and investment, which for 2Q18 are:
 - Assembly Row – Phase 2
 - CocoWalk
 - Pike & Rose – Phase 1 & 2
 - The Point at Plaza El Segundo
 - The Shops at Sunset Place
 - Towson Residential
 - 700 Santana Row

CALCULATION

| | 3 Months Ended June 30 | |
|--|------------------------|-------------------|
| | 2018 | 2017 |
| GAAP Operating Income | \$ 89,896 | \$ 83,090 |
| Add: | | |
| Depreciation and amortization | \$ 58,381 | \$ 52,666 |
| G&A | \$ 8,413 | \$ 8,643 |
| Property Operating Income | \$ 156,690 | \$ 144,399 |
| Less: | | |
| Non-Comparable POI - acquisitions/dispositions | \$ (5,250) | \$ (1,287) |
| Non-Comparable POI - re/development & other | \$ (11,401) | \$ (7,920) |
| Comparable Property POI | \$ 140,039 | \$ 135,192 |
| % Change | 3.6% | |



Internal Investment and Growth Opportunities

Value creation

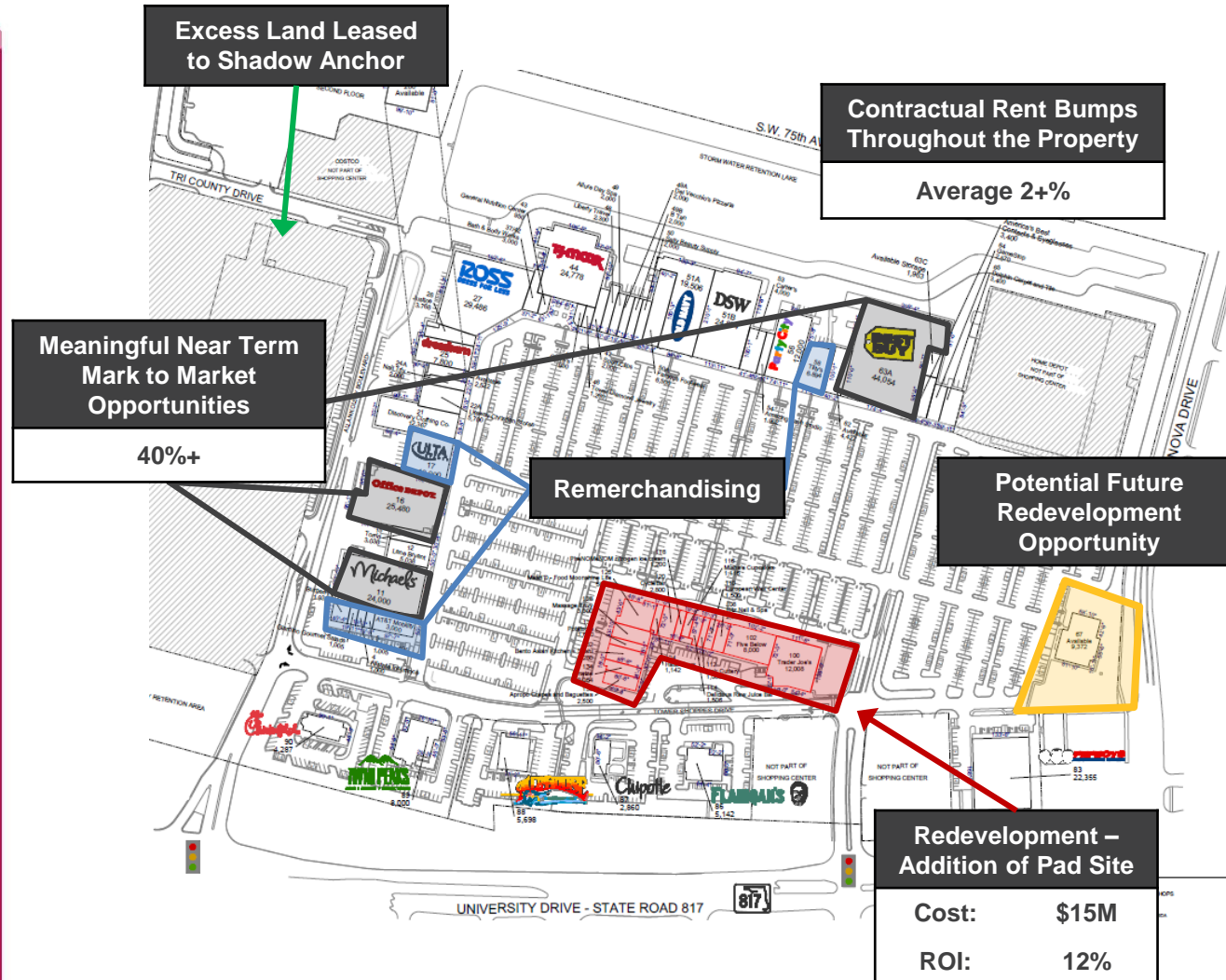
- Investment in our properties positions the assets for the future
 - Investment often does not create value if not in great locations where demand exceeds supply
- Properties purposefully positioned to accommodate a diverse mix of tenants
- Natural lease expirations and underperforming tenants yield opportunities throughout the portfolio
 - Redevelopment – expiring legacy leases may contractually “free-up” the property for potential additional SF, pad sites, residential and/or office opportunities
 - Remerchandising – the effect of tenant upgrades is felt throughout the center
 - Mark to market – released at higher market rents
- Redevelopment yields of 6-12% vs. 4-6% stabilized cap rates drive value creation
 - \$151m in process at an 7% average return on investment
 - Several additional projects to be added in the next 12 months
- Pipeline of opportunities replenishes itself as tenants rollover



Tower Shops Case Study

\$100 million of incremental value creation since 2011⁽¹⁾

Highly Productive Comparable Portfolio Drives
Internal Growth



REDEVELOPMENT & REMERCHANDISING

- Purchased property in January 2011
- Façade renovations and site improvements
- New 50k SF Trader Joe's anchored pad site
- Pad site merchandising strategy transformed the center from a power center to a regional hybrid with multiple demand drivers
- Additional potential redevelopment opportunities on the property

INCREMENTAL VALUE CREATION⁽¹⁾

| | At Acquisition | Redev | 2017 |
|------------------|----------------|---------|---------|
| Total Investment | \$70M | + \$27M | = \$97M |
| NOI | \$4M | + \$6M | = \$10M |

Incremental Value Creation: ~\$100 million

1) Assumes 5% cap rate



20+ Years of Proven Mixed Use Experience

- Fully integrated developer/redeveloper
 - We are real estate people first and foremost
- Ability to focus on the highest and best use for the property
- Demonstrated experience integrating uses:
 - Retail
 - Residential
 - Office
 - Hotel
 - Other
- Creating neighborhoods where communities can live, work, shop, dine and play
- Creating the right retail focused environment drives outsized returns for vertical densification
- ~4.6+ million SF and ~2,000 residential units of entitled mixed use development opportunities within our portfolio
 - Additional ~9 million SF of potential future mixed use entitlements
 - Selectively acquire additional raw material (~\$1 billion in acquisitions since 2013)



Value Creation at Santana Row

Creation of the “right street”

The last three projects at Santana Row have created \$195 million of incremental value for the property...



Levare
108 Unit Residential Building



Misora
212 Unit Residential Building



Splunk Building
Class A Office Building

| | | | |
|---|--------------|--------------|---------------|
| Total Cost | \$35 million | \$76 million | \$113 million |
| ROI | 9% | 8% | 9% |
| Incremental Value Creation ⁽¹⁾ | \$35 million | \$60 million | \$100 million |

with more on the way...



700 Santana
Class A Office Building

| |
|------------------------------|
| \$210 million ⁽²⁾ |
| 7% |
| \$116 million |

1) Assumes 4.5% cap rate.
2) Midpoint of the expected cost range of \$205 - \$215 million.



Residential and Office Expertise

Maximizing real estate value



RESIDENTIAL

- 2,686 residential units in 14 unique projects at 8 properties⁽¹⁾
- Comparable property residential: 97% leased as of 2Q18
- Residential units at our mixed use properties command up to a 25% rent premium to the market
- 10% of ABR

1) Assumes full delivery of all units under development.

2) Includes 700,000 square foot Partners Healthcare building at Assembly Row



OFFICE

- 2.1 million square feet of office⁽²⁾
- 93% occupied as of 2Q18
- Office product at our mixed use properties commands up to a 15% rent premium to the market because of the highly amenitized environment
- 8% of ABR currently, trending toward 10%

In Process Mixed-Use Development

Assembly Row, Pike & Rose, Santana Row and CocoWalk



ASSEMBLY ROW PHASE 2



PIKE & ROSE PHASE 2



700 SANTANA ROW



COCOWALK

Location

Somerville, MA

North Bethesda, MD

San Jose, CA

Miami, FL

**Cost⁽¹⁾
Cost to Date**

\$290 - \$305 million
\$281 million

\$200 - \$207 million
\$191 million

\$205 - \$215 million
\$100 million

\$73 - 77 million
\$15 million

ROI

7%

6-7%

7%

6-7%

Update⁽²⁾:

- Retail: 82% leased
- Residential: 91% leased, 82% occupied

- Retail: 93% leased
- Residential: 96% leased, 93% occupied

- On budget and on schedule
- Ongoing leasing discussions

- On budget and on schedule
- Ongoing leasing discussions

Note: As of 2Q18.

1) Excludes cost of condos at Assembly Row and Pike & Rose.

2) As of 8/20/18

Experts at Creating Neighborhoods

Assembly Row and Pike & Rose

ASSEMBLY ROW



PIKE & ROSE





Shadow Pipeline of Mixed Use Opportunities

~4.6+ million SF and ~2,000 residential units of entitled mixed use development opportunities

20+ Years of Proven Mixed Use Experience

| Property | Location | Acres | Completed ⁽¹⁾ | | Additional By-Right Entitlements | | Potential Future Entitlements |
|---|--------------------|-------|--------------------------|-------------------|----------------------------------|-------------------|-------------------------------|
| | | | Commercial SF | Residential Units | Commercial SF | Residential Units | Square Feet ⁽³⁾ |
| Assembly Row | Somerville, MA | 65 | 922,000 | 447 | 2,000,000 | 826 | |
| Bethesda Row | Bethesda, MD | 17 | 534,000 | 180 | | | 475,000 |
| Graham Park | Falls Church, VA | 19 | 260,000 | | | 210 | |
| Montrose Crossing | Rockville, MD | 36 | 364,000 | | | | 2,000,000 |
| Pan Am | Fairfax, VA | 25 | 227,000 | | 153,000 | | 200,000 |
| Pike 7 | Tysons Corner, VA | 13 | 164,000 | | 177,000 | | 2,155,000 |
| Pike and Rose | North Bethesda, MD | 24 | 467,000 | 765 | 1,000,000 | 741 | |
| Rollingwood | Silver Spring, MD | 14 | | 282 | | | 600,000 |
| Santana Row / Santana West | San Jose, CA | 50 | 1,198,000 | 662 | 1,321,000 | 395 | |
| Village at Shirlington | Arlington, VA | 16 | 264,000 | | | | 237,000 |
| Additional Near Term Densification Opportunities ⁽²⁾ | | | | | | | 3,607,400 |
| Total | | 279 | 4,400,000 | 2,336 | 4,651,000 | 2,172 | 9,274,400 |

Note: Actual Square footage and residential units could differ significantly when final redevelopment plans are completed.

1) Assumes full build out of in process SF and residential units. Assembly Row completed SF does not include the Partner Healthcare owned building.

2) Additional opportunities includes 8 properties.

3) Includes commercial and residential square footage. Potential future entitlements square footage are estimates



“A” Rated Balance Sheet and 51 Years of Increased Dividends

- “A” rated balance sheet provides a cost of capital competitive advantage
 - One of only 4 REITs with an “A” rating by both S&P and Moody’s (SPG, PSA, FRT, AVB)
- Opportunistic and balanced capital raising philosophy paired with judicious capital allocation strategy
- Long term vision for our real estate and our balance sheet
- Funding future capital needs through a balanced opportunistic approach
 - Excess free cash flow (\$70-\$80 million annually)⁽¹⁾
 - Non-dilutive, tax-efficient dispositions
 - Opportunistic common equity through ATM program
 - Unsecured notes
 - Preferred equity
- 51 consecutive years of dividend increases at a ~7% CAGR
 - REIT record
 - 1 of only 26 S&P 500 companies with 50+ years of increased dividends

1) Free cash flow after dividends, interest, G&A, maintenance capex and leasing costs.



Balance Sheet...

Balance sheet snapshot

"A" Rated Balance Sheet and 51 Years of Increased Dividends

CREDIT RATINGS⁽¹⁾

Moody's

A3

Stable

S&P

A-

Stable

Fitch

A-

Stable

CAPITAL STRUCTURE AS OF 2Q18

Debt to Total Market Cap 26%

Net Debt to EBITDA⁽²⁾ 5.5x

Fixed Charge Coverage⁽³⁾ 4.2x

Fixed Rate Debt 97%

Weighted Average Interest Rate 3.81%

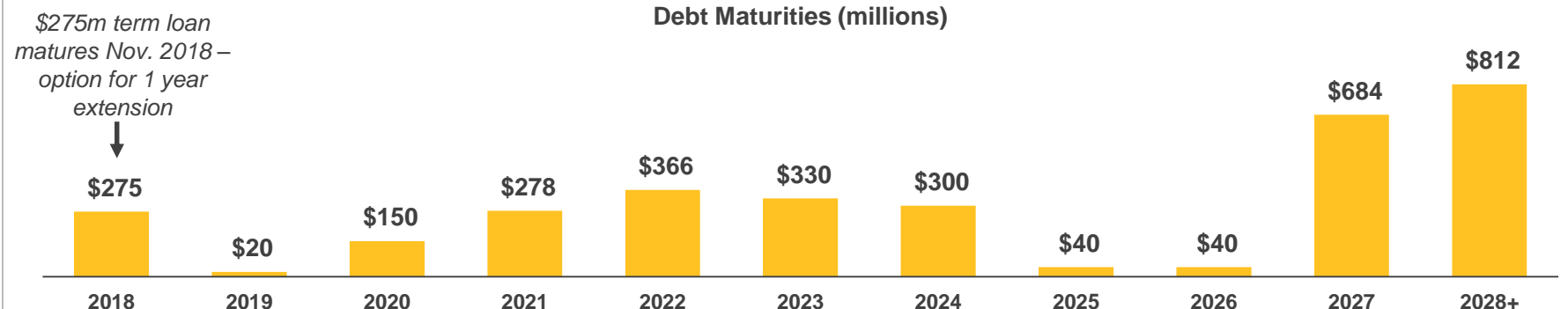
Weighted Average Maturity 10 years

Dividend Payout Ratio as % of FFO 64%

RECENT NEWS

- ~\$125 million of condo sale proceeds received at Pike & Rose and Assembly Row, additional ~\$25 million expected
- Expect year end Net Debt to EBITDA⁽²⁾ to be 5.4x

WELL LADDERED DEBT MATURITY SCHEDULE



1) The complete ratings report can be accessed at www.federalrealty.com.
 2) Net debt to EBITDA calculated as (total debt - cash) / EBITDA
 3) Ratio of EBITDARE to combined fixed charges and preferred share dividends

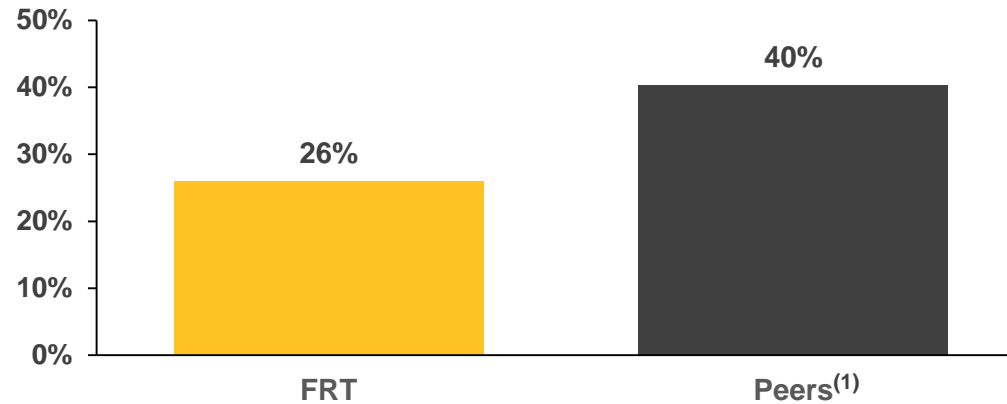


Capital Structure and Bottom Line Results

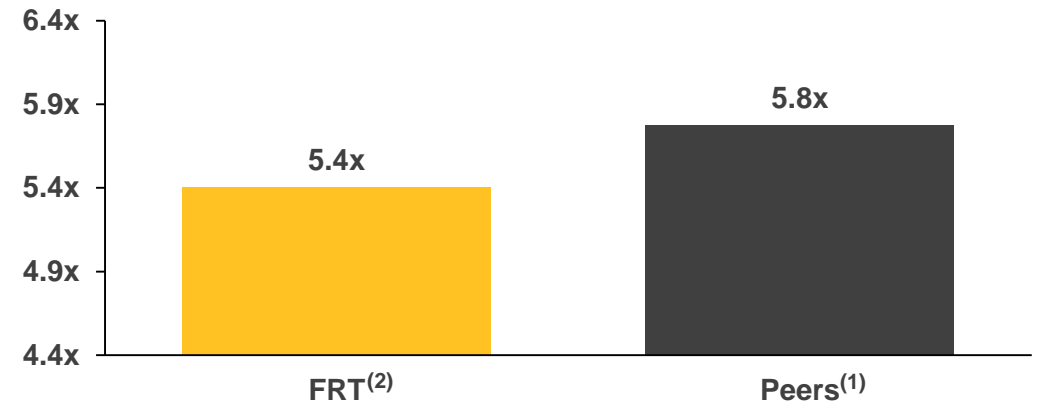
Conservative capital structure supports consistent results

"A" Rated Balance Sheet and 51 Years of Increased Dividends

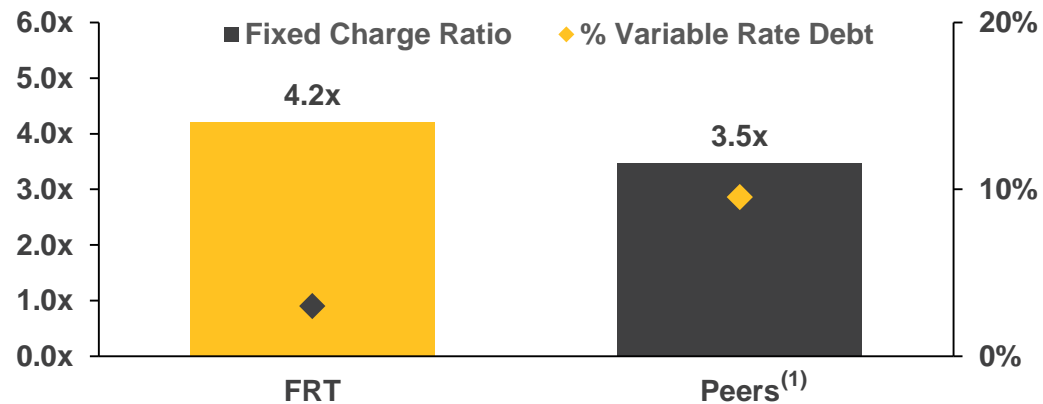
NET DEBT TO MARKET CAP



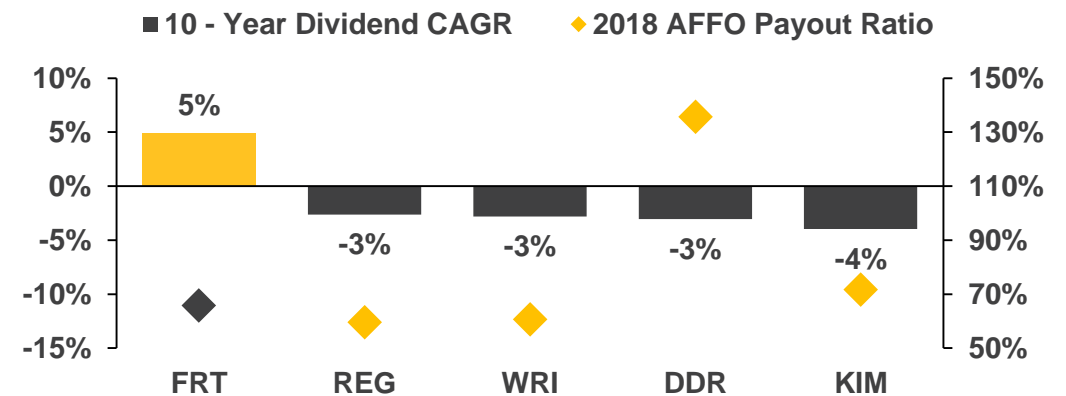
NET DEBT TO EBITDA



FIXED CHARGE COVERAGE VS. % VARIABLE DEBT



10 -YEAR DIVIDEND CAGR VS AFFO PAYOUT



Source: Company SEC Filings, Citigroup Research.

Note: As of 2Q18 unless otherwise noted

1) Peers represent large cap national peers: REG, WRI, KIM, BRX, DDR.

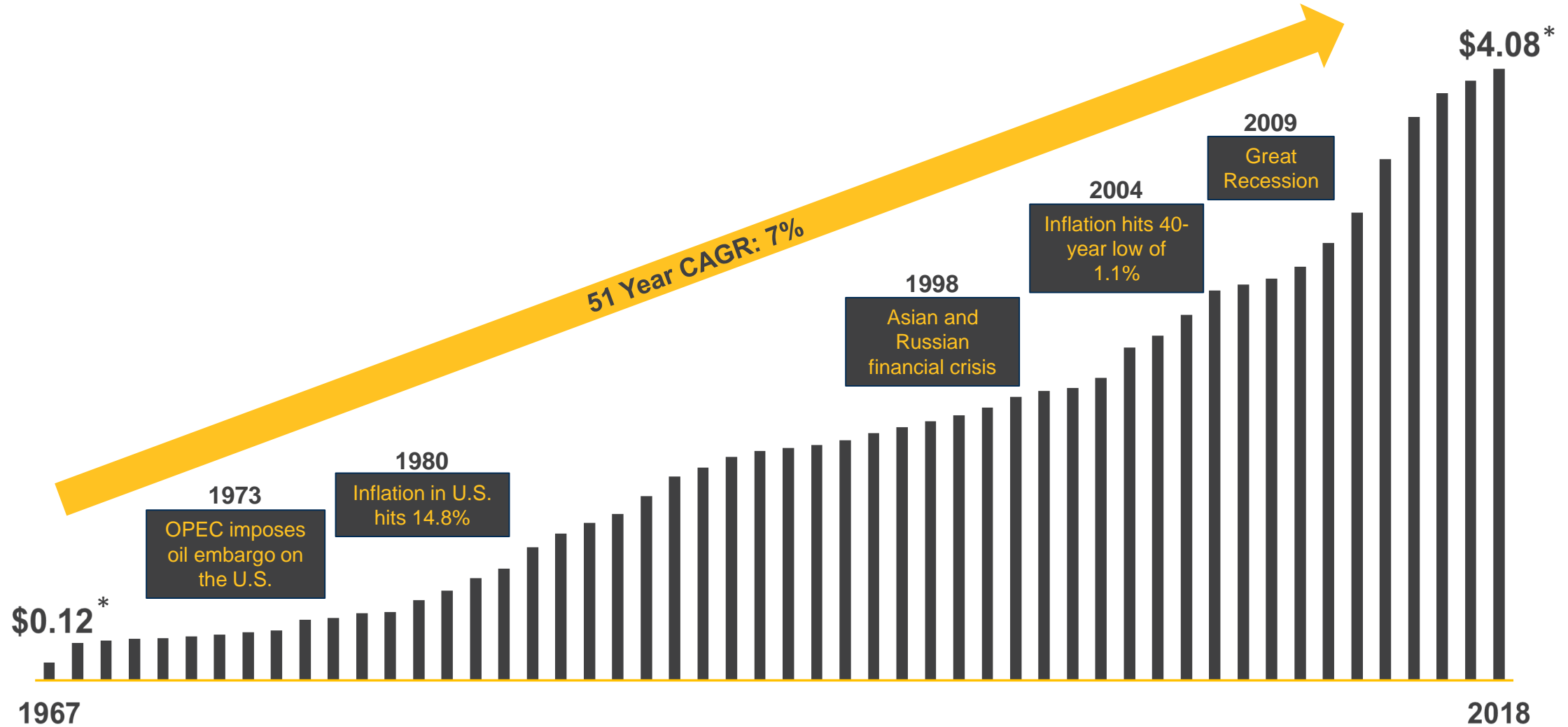
2) Proforma 2018 Year End



51 Consecutive Years of Increased Annual Dividends

Dividend king

"A" Rated Balance Sheet and 51 Years of Increased Dividends



* Fourth quarter annualized dividend per share



A Vision for the Future with the Ability to Execute

- Executive team averages 15+ years at Federal Realty
 - Deep knowledge and understanding of our properties, their individualized business plans and markets
- Proven ability to make smart, risk-adjusted capital allocation decisions throughout investment cycles
 - Since senior management team took over in 2003, Federal has outperformed⁽¹⁾:
 - S&P 500 Index (490 bps on average annually)
 - S&P 500 REIT Index (430 bps on average annually)
 - FTSE NAREIT, All Equity REIT Index (370 bps on average annually)
 - Bloomberg Shopping Center REIT Index (660 bps on average annually)
- Signature placemaking strategy has been developed over decades
- Commitment to strong environmental, social and governance practices
- Diverse board of directors focused on creating value for shareholders

1) As of 12/31/17



Retail Experience of the Future

Placemaking has been a part of Federal's DNA for decades

A Vision for the Future with the Ability to Execute

- Developed over decades, Federal's signature placemaking strategy sets our centers apart:
 - Attention to detail
 - Visionary planning
 - Distinctive design
 - Thoughtful and strategic merchandising
 - Diverse mix of tenants
 - Community focused





Commitment to Sustainability Initiatives

Development, operations and partnerships

A Vision for the Future with the Ability to Execute

SUSTAINABLE DEVELOPMENT

- Invested over \$1.2 billion in green certified construction projects since 2012
- Utilize energy modeling
- Prioritize water management
- Take advantage of existing transit infrastructure



SHOPPING CENTER OPERATIONS

- Leader in utilizing locations to generate renewable energy
- \$35 million invested in 22 rooftop solar systems since 2010
 - \$12 million in process for 10 additional systems
- LED lighting installed at 60% of our properties, resulting in energy savings



INNOVATIVE PARTNERSHIPS

- Up Top Acres – converting green roofs to urban rooftop farms
- Freight Farms – shipping containers retrofitted with vertical farming capabilities





History of Strong Corporate Governance

Commitment to practices and policies that best serve our shareholders

- Annual election of all Trustees
 - Board cannot be classified without shareholder approval
- Robust annual assessment of Board, committees and individual trustees
- Trustee election by majority vote
- Equity ownership requirements for Board and senior management
- All trustees other than the CEO are independent
 - All committees made up of independent trustees
- Prohibition on hedging and pledging



DON WOOD



JOE VASSALLUZZO



GAIL STEINEL



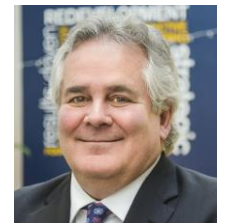
WARREN THOMPSON



JON BORTZ



LIZ HOLLAND



DAVID FAEDER

| | DON WOOD | JOE VASSALLUZZO | GAIL STEINEL | WARREN THOMPSON | JON BORTZ | LIZ HOLLAND | DAVID FAEDER |
|--------------------------|-------------------------------------|--|-------------------------------------|--|---|--|---|
| Board of Trustees | President and CEO of Federal Realty | Independent Non-Executive Chairman | Independent Board Member | Independent Board Member | Independent Board Member | Independent Board Member | Independent Board Member |
| Background | President and CEO of Federal Realty | Non-executive Chairman at Office Depot | Principal of Executive Advisors | President and Chairman of Thompson Hospitality Corporation | President, CEO and Chairman of Pebblebrook Hotel Trust | CEO of Abbell Associates | Managing Partner of Fountain Square Properties |
| | | Former Vice Chairman of Staples | Former Executive VP of BearingPoint | | Former President, CEO and Trustee of LaSalle Hotel Properties | Current ICSC [†] Board Member, former ICSC Chairman | Former Vice Chairman, President, EVP and CFO of Sunrise Senior Living |

[†]: International Council of Shopping Centers (ICSC)



Safe Harbor and Non-GAAP Information:

Federal Realty Investment Trust

Certain matters included in this presentation may be forward looking statements within the meaning of federal securities laws. Actual future performance and results may differ materially from those included in forward looking statements. Please refer to our most recent annual report on Form 10K and quarterly report on Form 10Q filed with the SEC which include risk factors and other information that could cause actual results to differ from what is included in forward looking statements.

This presentation includes certain non-GAAP financial measures that the company considers meaningful measures of financial performance. Additional information regarding these 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.