







# **PREIT**®

Quality Properties in Compelling Markets

MULTI-YEAR PLAN ISSUED 2.23.17

### STRATEGIC OVERVIEW

We have demonstrated *leadership* in the face of a rapidly-changing retail landscape.

This presentation validates how our *forward-thinking focus on quality* and the *bold actions* we have taken lay the foundation for *continuous shareholder value creation*.

#### These **bold actions** include:

- our aggressive disposition strategy
- early adoption of dining and entertainment uses
- the off-market acquisition of Springfield Town Center
- reinvention of three city blocks in downtown Philadelphia
- our proactive approach to strengthening our anchor mix

#### These actions **result** in:

- 2017 Same Store NOI growth below our 3% goal, followed by
- Targeted 2018-2020 NOI growth averaging 6 to 8%, outpacing our goal
- Targeted sales goal of \$525 PSF
- Targeted 2020 leverage below 47%



### 2018-2020 ASSUMPTIONS

#### Operating and Financing Assumptions

- Organic same store NOI, ex lease terminations, grows 2.75% to 3%
- Redevelopment capital expenditures totaling approximately \$450 million
  - 2017: \$180 \$200 million
  - 2018: \$170 \$190 million
  - 2019: \$70 \$90 million
  - Project detail included on pages 5-6
- Redevelopment returns ranging from **7 10%** on incremental capital
- Asset sales generate net proceeds (after repayment of debt) ~ \$150 million:
  - Development land parcels and other non-operating assets
  - Interests in certain joint venture properties
- Series A, 8.25% preferred shares redeemed
- Sale of any wholly-owned properties NOT assumed
- Revenues and Cap Ex related to densification opportunities NOT underwritten



# REDEVELOPMENT UNDERWAY

Previously-announced projects underway

Project	Description			
Fashion Outlets of Philadelphia	Complete overhaul of former Gallery mall stretching 3 blocks in downtown Philadelphia. Project will offer a fusion of outlet, popular flagship retail, destination dining experiences and entertainment offerings. Opening in 2018.			
Exton Square Mall	Located in Chester County, the wealthiest and fastest growing in PA, the property will see an increase in traffic with the addition of a Whole Foods Market and family entertainment destination, Round 1 which opened in December 2016.			
Plymouth Meeting Mall	Capitalizing on the over 90 million cars passing the center every year and expanding the mall's trade area, the addition of LEGOLAND Discovery Center in Spring 2017 will complement an already unique experience that combines great shopping with destination entertainment, high quality dining and a gourmet grocer. The Macy's recapture will create an opportunity to expand the plaza shops and add destination retail.			
Mall at Prince Georges	Just 2 miles from the University of Maryland and minutes from Washington DC, The Mall at Prince Georges is strengthened by \$1 billion in development in the immediate trade area. A remerchandising program is underway, highlighted by H&M, DSW and ULTA. 73% of the non-anchor space will be updated with new tenants or new store prototypes. The addition of fast casual restaurants along the exterior of the mall will add to the curb appeal of the property and increase mall traffic. Opening in 2017.			
Viewmont Mall	Sears store will be replaced by Dick's Sporting Goods, Field & Stream and HomeGoods in 2017.			



# ANCHOR RATIONALIZATION PROGRAM

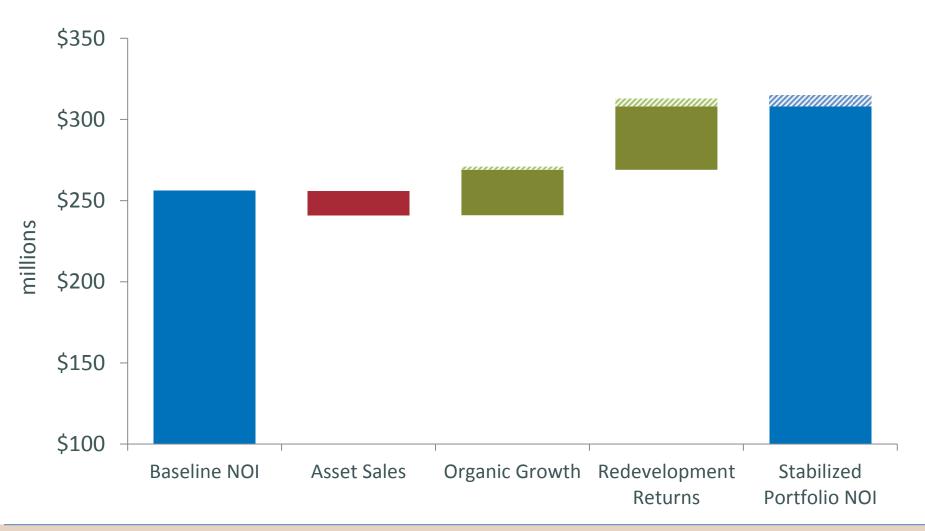
**Proactive Anchor Diversification Plans** 

Project	Description				
SEARS RECAPTURES					
Capital City Mall	Replace Sears with combination of DICK's Sporting Goods in 2017 and 2-3 medium boxes in 2018.				
Magnolia Mall	Replace Sears with Burlington in 2017 and two small or medium boxes in 2018.				
Woodland Mall	Replace Sears with Von Maur, a high-end department store, expanded in-line space, a new dining collection and Junior Anchor opportunity. Opening in 2019.				
MACY'S REPLACEMENTS					
Plymouth Meeting Mall	Replace Macy's with combination of large format boxes and extend dining and lifestyle component.				
Moorestown Mall	Replace Macy's with combination of large format box tenants.				
Valley View Mall	Replace Macy's with traditional department store in 2017.				
Valley Mall	Replace Macy's (closed 2016) with fashion department store or collection of off-price retail.				



### 2018-2020 NOI GROWTH TARGETS

Reflects 3% organic growth and 8% returns on redevelopment investments

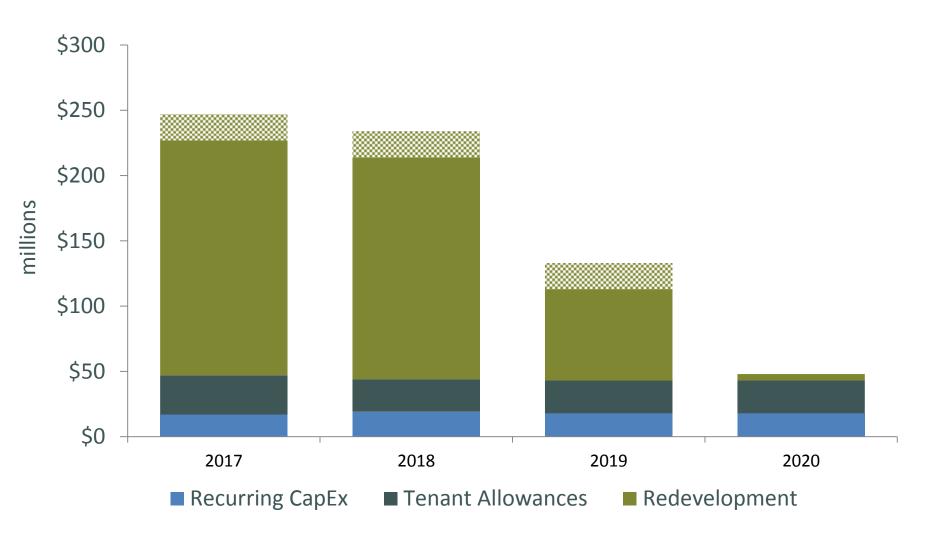


Targeted Average NOI Growth from 2018 – 2020: 6% to 8%



### 2017-2020 CAPITAL EXPENDITURES

PREIT will invest approximately \$450 million over the next four years in its redevelopment program

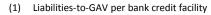




# CAPITAL PLAN

4-Year Investment Horizon

	Assumption	Bank Leverage (1)	Debt/EBITDA (2)	Liquidity (in millions) (3)
December 31, 2016 <sup>(4)</sup>		47.3%	7.3x	\$352
Baseline NOI Growth	2.75-3.0%/yr	(440 bps)	(0.8x)	\$28
Redevelopment Capital	\$450M	1,170 bps	1.9x	(\$450)
NOI from Redevelopments	7-10% return	(540 bps)	(1.0x)	\$36
Asset Sales	Non-core	(350 bps)	(0.7x)	\$151
Financing proceeds				\$260
Debt Amortization	\$20M/yr	(210 bps)	(0.3x)	-
Call Series A Preferred	\$115M	290 bps	0.5x	(\$115)
Additional Capacity				\$141
Post-Redevelopment		46.5%	6.9x	\$403
Target		< 47.0%	< 7.0x	> \$250



<sup>(2)</sup> Debt less Cash/Trailing 4Q EBITDA

<sup>(4)</sup> Adjusted to reflect sale of Beaver Valley Mall and Crossroads Mall and Issuance of Series C preferred Shares in January 2017.



<sup>(3)</sup> Credit facility availability less LOC plus available cash

# FORWARD LOOKING STATEMENT

This presentation, together with other statements and information publicly disseminated by us, contain certain "forward-looking statements" within the meaning of the federal securities laws. Forward-looking statements relate to expectations, beliefs, projections, future plans, strategies, anticipated events, trends and other matters that are not historical facts. When used, the words "anticipate," "believe," "estimate," "goal," "expect," "intend." "may," "plan," "project," "result," "should," "will," and similar expressions, which do not relate solely to historical matters, are intended to identify forward looking statements. We caution investors that any forward looking statements presented in this presentation and the documents that we may incorporate by reference into this document are based on management's beliefs and assumptions made by, and currently available to management. These forward-looking statements reflect our current views about future events, achievements or results and are subject to risks, uncertainties and changes in circumstances that might cause future events, achievements or results to differ materially from those expressed or implied by the forward-looking statements. In particular, our business might be materially and adversely affected by uncertainties affecting real estate businesses generally as well as the following, among other factors:

Changes in the retail and real estate industries, including consolidation and store closings, particularly among anchor tenants; our ability to maintain and increase property occupancy, sales and rental rates, in light of the relatively high number of leases that have expired or are expiring in the next two years; increases in operating costs that cannot be passed on to tenants; current economic conditions and the state of employment growth and consumer confidence and spending, and the corresponding effects on tenant business performance, prospects, solvency and leasing decisions and on our cash flows, and the value and potential impairment of our properties; the effects of online shopping and other uses of technology on our retail tenants; risks related to our development and redevelopment activities; acts of violence at malls, including our properties, or at other similar spaces, and the potential effect on traffic and sales; our ability to identify and execute on suitable acquisition opportunities and to integrate acquired properties into our portfolio; our partnerships and joint ventures with third parties to acquire or develop properties concentration of our properties in the Mid-Atlantic region; changes in local market conditions, such as the supply of or demand for retail space, or other competitive factors; changes to our corporate management team and any resulting modifications to our business strategies; our ability to sell properties that we seek to dispose of or our ability to obtain prices we seek; potential losses on impairment of certain long-lived assets, such as real estate, or of intangible assets, such as goodwill, including such losses that we might be required to record in connection with any dispositions of assets; our substantial debt and liquidation preference of our preferred shares and our high leverage ratio; constraining leverage, unencumbered debt yield, interest and tangible net worth covenants under our principal credit agreements; our ability to refinance our existing indebtedness when it matures, on favorable terms or at all; our ability to raise capital, including through joint ventures or other partnerships, through sales of properties or interests in properties, through the issuance of equity or equity-related securities if market conditions are favorable, or through other actions; our short- and long-term liquidity position; potential dilution from any capital raising transactions or other equity issuances; and general economic, financial and political conditions, including credit and capital market conditions, changes in interest rates or unemployment.

Additional factors that might cause future events, achievements or results to differ materially from those expressed or implied by our forward-looking statements include those discussed herein and in our Annual Report on Form 10-K for the year ended December 31, 2015 in the section entitled "Item 1A.

Risk Factors." We do not intend to update or revise any forward-looking statements to reflect new information, future events or otherwise.