



## **Tanger Factory Outlet Centers, Inc.**

### **Supplemental Operating and Financial Data**

March 31, 2003

## Notice

*This Supplemental Operating and Financial Data may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, which reflect management's current views with respect to future events and financial performance relating to our re-merchandising strategy, the renewal and re-tenanting of space, tenant sales and sales trends, interest rates, funds from operations, the development of new centers, the opening of ongoing expansions, coverage of the current dividend and the impact of sales of land parcels. These forward-looking statements are subject to risks and uncertainties. Actual results could differ materially from those projected due to various factors including, but not limited to, the risks associated with general economic and local real estate conditions, the availability and cost of capital, our ability to lease our properties, our inability to collect rent due to the bankruptcy or insolvency of tenants or otherwise, and competition. For a more detailed discussion of the factors that affect our operating results, interested parties should review the Tanger Factory Outlet Centers, Inc. Annual Report on Form 10-K for the fiscal year ended December 31, 2002.*

*This Supplemental Operating and Financial Data is not an offer to sell or a solicitation to buy any securities of the Company. Any offers to sell or solicitations to buy any securities of the Company shall be made only by means of a prospectus.*

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## **Quarterly Highlights from Press Release dated May 6, 2003**

Greensboro, NC, May 6, 2003, Tanger Factory Outlet Centers, Inc. (NYSE:SKT) today reported net income for the first quarter of 2003 was \$2.2 million, or \$0.19 per share, as compared to net income of \$1.4 million, or \$0.12 per share for the first quarter of 2002, representing a 58.3% per share increase. For the three months ended March 31, 2003, funds from operations ("FFO"), a widely accepted measure of REIT performance, was \$10.3 million, or \$0.78 per share, as compared to FFO of \$8.9 million, or \$0.76 per share, for the three months ended March 31, 2002, representing a 15.1% increase in total FFO and a 2.6% per share increase. Net income and FFO per share amounts above are on a diluted basis. A reconciliation of net income to FFO is presented on the supplemental information page of this press release.

### **First Quarter Highlights**

- 95% period-end portfolio occupancy rate
- 152 leases signed, totaling 677,000 square feet with respect to re-tenanting and renewal activity, including 50.4% of the square footage scheduled to expire during 2003
- \$293 per square foot in reported same-space tenant sales for the rolling twelve months ended March 31, 2003
- 7.2% occupancy cost per square foot for the rolling twelve months ended March 31, 2003
- 99,000 square feet of development/expansion space underway and scheduled to open in third quarter of 2003
- 45.8% debt-to-total market capitalization ratio, 2.62 times interest coverage ratio
- \$0.615 per share in common dividends declared, \$2.46 per share annualized, representing 10<sup>th</sup> consecutive year of increased dividends

Stanley K. Tanger, Chairman of the Board and Chief Executive Officer, commented, "Our portfolio and tenants continued to perform well and post solid results, despite being faced with numerous challenges in the first quarter, including unusually harsh winter conditions and the shift in the Easter holiday to the second quarter of 2003. Our portfolio occupancy held firm again at a strong 95%, equaling our first-quarter occupancy rate for the past four consecutive years. Importantly, we continued to operate our centers in a cost efficient manner, as was evidenced by our low occupancy cost of 7.2%." Mr. Tanger continued, "During the first three months we have already released or renewed approximately 50% of the space scheduled to expire during the entire year. We are on track with our development and expansion activities, which may have a positive impact on our earnings in the second half of the year. Overall, we remain well-positioned to achieve our stated growth objectives for the year."

### **Portfolio Operating Results**

During the first quarter of 2003, Tanger executed 152 leases, totaling approximately 677,000 square feet, including approximately 539,000 square feet, representing 50.4%, of the 1,070,000 square feet originally scheduled to expire during 2003. Tanger achieved a 1.7% increase in base

rental revenue per square foot, on a cash basis, with respect to this re-tenanting and renewal activity. Additionally, the average initial cash base rent for new stores opened during the first quarter of 2003 was \$19.01, representing an increase of \$1.43 or 8.1% above the average base rent for stores closed during the first quarter of 2003.

Reported same-space sales per square foot for the rolling twelve months ended March 31, 2003 were \$293 per square foot. This represents a 0.3% decrease compared to \$294 per square foot for the rolling twelve months ended March 31, 2002. For the first quarter of 2003, same-space sales decreased by 6.1%, as compared to the record high first quarter sales for the same period in 2002. Same-space sales is defined as the weighted average sales per square foot reported in space open for the full duration of the comparative periods. The sales results are due, in part, to the severe winter during the first quarter of 2003 and the shift in the Easter holiday to the second quarter of 2003.

### **Investment Activities**

In January 2003, Tanger acquired a 29,000 square foot, 100% leased expansion located contiguous with its existing factory outlet center in Sevierville, Tennessee. The purchase price was \$4.7 million with an expected return of 10%. Construction of an additional 35,000 square foot expansion of the center is currently under way, with stores expected to open during the summer of 2003. The cost of expansion is estimated to be \$4.0 million with an expected return in excess of 13%. Upon completion of the expansion, the Sevierville center will total approximately 418,000 square feet.

Tanger is currently underway with constructing the second phase of our newly opened, 100% leased center in Myrtle Beach, SC. The second phase totals 64,000 square feet and stores are expected to open during the summer of 2003. The center, which was developed and is managed and leased by the Company, is owned through a joint venture of which the Company owns a 50% interest. Accordingly, the Company's capital investment for the second phase will be approximately \$1.1 million with an expected return in excess of 20%.

### **Balance Sheet Summary**

As of March 31, 2003, Tanger had a total market capitalization of approximately \$744 million, with \$341 million of debt outstanding, equating to a 45.8% debt-to-total market capitalization ratio. This compares favorably to a total market capitalization of approximately \$674 million with \$360 million of debt outstanding on March 31, 2002. The Company had a 53.3% debt-to-total market capitalization ratio as of March 31, 2002. During the first quarter Tanger reduced its debt outstanding by \$3.9 million. As of March 31, 2003, the Company had \$19.3 million outstanding with \$65.7 million available on its lines of credit. The Company continues to improve its interest coverage ratio, which was 2.62 times for the first quarter of 2003, as compared to 2.35 times interest coverage in the same period last year.

On May 2, 2003, Tanger announced it would call for redemption all of its outstanding Depositary Shares representing Series A Cumulative Convertible Redeemable Preferred Shares (NYSE: SKT-A) on June 20, 2003. The redemption price will be \$25.00 per Depositary Share, plus accrued and

unpaid dividends, if any, to, but not including, the redemption date. Prior to redemption, each Depositary Share may be converted to .901 common shares at the option of the Depositary Share holder until 5:00 p.m., Eastern Time, on June 17, 2003.

### **2003 FFO Per Share Guidance**

Based on current market conditions, the strength and stability of its core portfolio and the Company's ongoing development, expansion and acquisition pipeline, Tanger currently believes its FFO for 2003 will range between \$3.44 and \$3.50 per share. Tanger currently expects 2003 FFO to range between \$0.81 to \$0.83 per share for the second quarter, \$0.87 to \$0.89 per share for the third quarter and \$0.98 to \$1.00 per share for the fourth quarter.

### **First Quarter Conference Call**

Tanger will host a conference call to discuss its first quarter results for analysts, investors and other interested parties on Tuesday, May 6, 2003, at 3:00 P.M. eastern time. To access the conference call, listeners should dial 1-877-277-5113 and request to be connected to the Tanger Factory Outlet Centers First Quarter Financial Results call. Alternatively, the call will be webcast by CCBN and can be accessed at Tanger Factory Outlet Centers, Inc.'s web site at [www.tangeroutlet.com](http://www.tangeroutlet.com), (click on "Corporate News").

A telephone replay of the call will be available from May 6, 2003 starting at 5:00 P.M. eastern time through May 13, 2003, by dialing 1-800-642-1687 (conference ID # 9544838). Additionally, an online archive of the broadcast will also be available through May 13, 2003.

### **About Tanger Factory Outlet Centers**

Tanger Factory Outlet Centers, Inc. (NYSE: SKT), a fully integrated, self-administered and self-managed publicly traded REIT, presently operates 34 centers in 21 states coast to coast, totaling approximately 6.2 million square feet of gross leasable area. We are filing a Form 8-K with the Securities and Exchange Commission that includes a supplemental information package for the quarter ended December 31, 2002. For more information on Tanger Outlet Centers, visit our web site at [www.tangeroutlet.com](http://www.tangeroutlet.com).

This press release may contain forward-looking statements regarding our re-merchandising strategy, the renewal and re-tenanting of space, tenant sales and sales trends, interest rates, funds from operations and the development of new centers. These forward-looking statements are subject to risks and uncertainties. Actual results could differ materially from those projected due to various factors including, but not limited to, the risks associated with general economic and local real estate conditions, the availability and cost of capital, our ability to lease our properties, our inability to collect rent due to the bankruptcy or insolvency of tenants or otherwise, and competition. For a more detailed discussion of the factors that affect our operating results, interested parties should review the Tanger Factory Outlet Centers, Inc. Annual Report on Form 10-K for the fiscal year ended December 31, 2002.

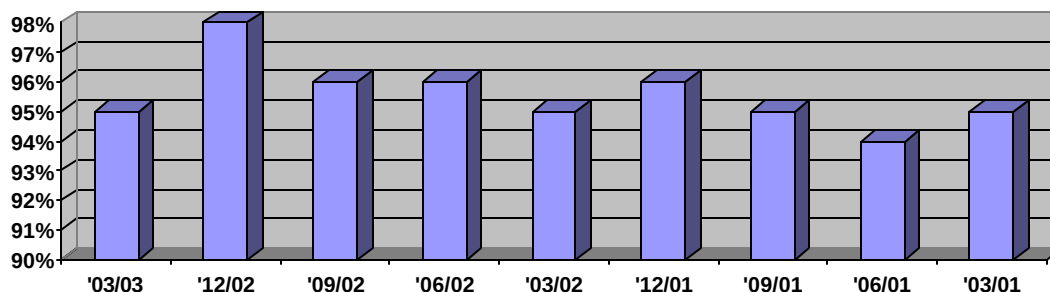
## Geographic Diversification

| As of March 31, 2003 |              |                  |             |
|----------------------|--------------|------------------|-------------|
| State                | # of Centers | GLA              | % of GLA    |
| Georgia              | 4            | 950,590          | 17%         |
| New York             | 1            | 729,238          | 13%         |
| Texas                | 2            | 619,426          | 11%         |
| Tennessee            | 2            | 477,412          | 8%          |
| Michigan             | 2            | 437,651          | 8%          |
| Missouri             | 1            | 277,494          | 5%          |
| Iowa                 | 1            | 277,230          | 5%          |
| South Carolina (1)   | 1            | 260,033          | 5%          |
| Pennsylvania         | 1            | 255,059          | 4%          |
| Louisiana            | 1            | 245,199          | 4%          |
| Florida              | 1            | 198,789          | 3%          |
| North Carolina       | 2            | 187,702          | 3%          |
| Arizona              | 1            | 184,768          | 3%          |
| Indiana              | 1            | 141,051          | 3%          |
| Minnesota            | 1            | 134,480          | 2%          |
| California           | 1            | 105,950          | 2%          |
| Maine                | 2            | 84,397           | 1%          |
| Alabama              | 1            | 79,575           | 1%          |
| New Hampshire        | 2            | 61,745           | 1%          |
| West Virginia        | 1            | 49,252           | 1%          |
| <b>Total</b>         | <b>29</b>    | <b>5,757,041</b> | <b>100%</b> |

(1) Includes one center totaling 260,033 sq. ft. of which Tanger owns a 50% interest through a joint venture arrangement.

## Property Summary – Occupancy

| Location             | Total GLA<br>03/31/03 | %<br>Occupied<br>03/31/03 | %<br>Occupied<br>12/31/02 | %<br>Occupied<br>09/30/02 | %<br>Occupied<br>06/30/02 | %<br>Occupied<br>03/31/02 |
|----------------------|-----------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|
| Riverhead, NY        | 729,238               | 98%                       | 100%                      | 99%                       | 99%                       | 98%                       |
| San Marcos, TX       | 441,936               | 100%                      | 100%                      | 98%                       | 98%                       | 97%                       |
| Sevierville, TN      | 382,854               | 100%                      | 100%                      | 100%                      | 100%                      | 100%                      |
| Commerce II, GA      | 342,556               | 93%                       | 99%                       | 96%                       | 97%                       | 95%                       |
| Howell, MI           | 325,231               | 99%                       | 100%                      | 100%                      | n/a                       | n/a                       |
| Branson, MO          | 277,494               | 97%                       | 99%                       | 100%                      | 98%                       | 94%                       |
| Williamsburg, IA     | 277,230               | 97%                       | 100%                      | 99%                       | 98%                       | 97%                       |
| Myrtle Beach, SC (1) | 260,033               | 100%                      | 100%                      | 100%                      | 100%                      | n/a                       |
| Lancaster, PA        | 255,059               | 94%                       | 98%                       | 96%                       | 96%                       | 94%                       |
| Locust Grove, GA     | 248,854               | 99%                       | 100%                      | 100%                      | 98%                       | 100%                      |
| Gonzales, LA         | 245,199               | 97%                       | 99%                       | 98%                       | 96%                       | 97%                       |
| Fort Myers, FL       | 198,789               | 97%                       | 99%                       | 97%                       | 93%                       | 96%                       |
| Commerce I, GA       | 185,750               | 79%                       | 90%                       | 87%                       | 90%                       | 84%                       |
| Casa Grande, AZ      | 184,768               | 89%                       | 96%                       | 90%                       | 89%                       | 89%                       |
| Terrell, TX          | 177,490               | 96%                       | 100%                      | 100%                      | 95%                       | 96%                       |
| Dalton, GA           | 173,430               | 93%                       | 98%                       | 98%                       | 96%                       | 90%                       |
| Seymour, IN          | 141,051               | 74%                       | 80%                       | 80%                       | 76%                       | 73%                       |
| North Branch, MN     | 134,480               | 99%                       | 100%                      | 100%                      | 100%                      | 100%                      |
| West Branch, MI      | 112,420               | 95%                       | 100%                      | 100%                      | 98%                       | 100%                      |
| Barstow, CA          | 105,950               | 72%                       | 62%                       | 57%                       | 57%                       | 59%                       |
| Blowing Rock, NC     | 105,448               | 94%                       | 100%                      | 100%                      | 100%                      | 100%                      |
| Pigeon Forge, TN     | 94,558                | 95%                       | 97%                       | 94%                       | 100%                      | 100%                      |
| Nags Head, NC        | 82,254                | 100%                      | 100%                      | 100%                      | 100%                      | 100%                      |
| Boaz, AL             | 79,575                | 95%                       | 97%                       | 91%                       | 93%                       | 93%                       |
| Kittery I, ME        | 59,694                | 100%                      | 100%                      | 100%                      | 100%                      | 100%                      |
| LL Bean, NH          | 50,745                | 91%                       | 100%                      | 100%                      | 100%                      | 100%                      |
| Martinsburg, WV      | 49,252                | 61%                       | 69%                       | 51%                       | 57%                       | 73%                       |
| Kittery II, ME       | 24,703                | 100%                      | 94%                       | 94%                       | 94%                       | 94%                       |
| Clover, NH           | 11,000                | 100%                      | 100%                      | 100%                      | 100%                      | 100%                      |
| Bourne, MA           | n/a                   | n/a                       | n/a                       | 100%                      | 100%                      | 100%                      |
| Ft Lauderdale, FL    | n/a                   | n/a                       | n/a                       | n/a                       | n/a                       | 100%                      |
| <b>Total</b>         | <b>5,757,041</b>      | <b>95%</b>                | <b>98%</b>                | <b>96%</b>                | <b>96%</b>                | <b>95%</b>                |



**Portfolio Weighted Average Occupancy at the End of Each Period**

(1) Includes one center totaling 260,033 sq. ft. of which Tanger owns a 50% interest through a joint venture arrangement.

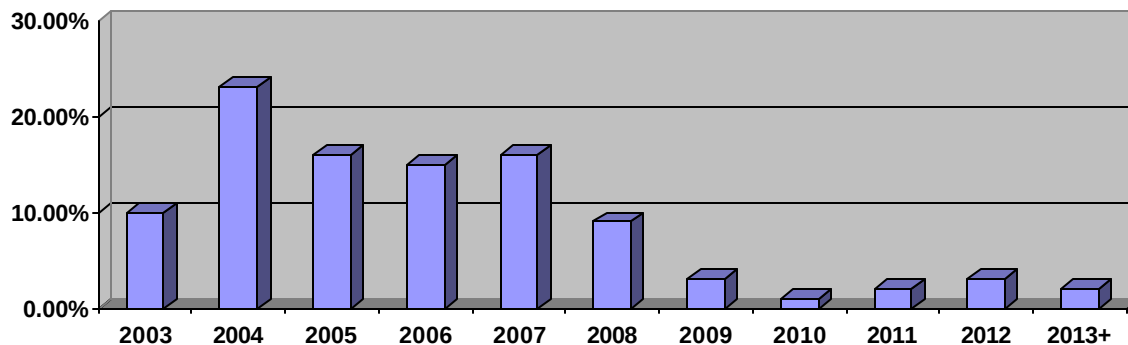
## Major Tenants

| Ten Largest Tenants As of March 31, 2003 (1) |             |                  |                |
|----------------------------------------------|-------------|------------------|----------------|
| Tenant                                       | # of Stores | GLA              | % of Total GLA |
| The Gap, Inc.                                | 37          | 383,996          | 6.7%           |
| Phillips-Van Heusen                          | 70          | 318,664          | 5.5%           |
| Liz Claiborne                                | 38          | 312,655          | 5.4%           |
| Reebok International                         | 26          | 186,561          | 3.2%           |
| Dress Barn, Inc.                             | 20          | 143,512          | 2.5%           |
| Sara Lee Corporation                         | 32          | 123,040          | 2.1%           |
| Brown Group Retailer                         | 25          | 120,446          | 2.1%           |
| Mikasa                                       | 15          | 120,086          | 2.1%           |
| Polo Ralph Lauren                            | 15          | 106,566          | 1.9%           |
| VF Factory Outlet                            | 4           | 105,697          | 1.8%           |
| <b>Total of All Listed Above</b>             | <b>282</b>  | <b>1,921,223</b> | <b>33.3%</b>   |

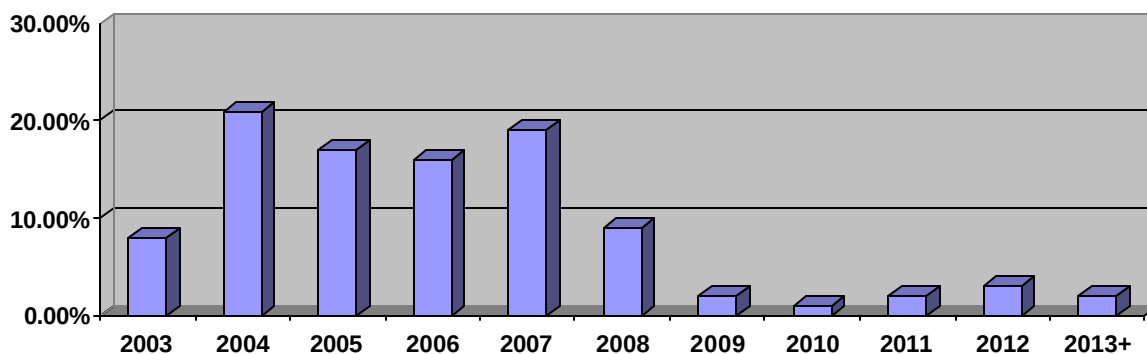
(1) Includes one center totaling 260,033 sq. ft. of which Tanger owns a 50% interest through a joint venture arrangement.

## Lease Expirations as of March 31, 2003

**Percentage of Total Gross Leasable Area (1)**



**Percentage of Total Annualized Base Rent (1)**



(1) Includes one center totaling 260,033 sq. ft. of which Tanger owns a 50% interest through a joint venture arrangement.

## Leasing Activity

|                                             | 03/31/03 | 06/30/03 | 09/30/03 | 12/31/03 | Year to Date |
|---------------------------------------------|----------|----------|----------|----------|--------------|
| <b>Re-tenanted Space:</b>                   |          |          |          |          |              |
| Number of leases                            | 35       |          |          |          | 35           |
| Gross leasable area                         | 138,468  |          |          |          | 138,468      |
| New base rent per square foot               | \$16.89  |          |          |          | \$16.89      |
| Prior base rent per square foot             | \$16.38  |          |          |          | \$16.38      |
| Percent increase in rent per square foot    | 3.1%     |          |          |          | 3.1%         |
| <b>Renewed Space:</b>                       |          |          |          |          |              |
| Number of leases                            | 117      |          |          |          | 117          |
| Gross leasable area                         | 538,506  |          |          |          | 538,506      |
| New base rent per square foot               | \$13.35  |          |          |          | \$13.35      |
| Prior base rent per square foot             | \$13.19  |          |          |          | \$13.19      |
| Percent increase in rent per square foot    | 1.2%     |          |          |          | 1.2%         |
| <b>Total Re-tenanted and Renewed Space:</b> |          |          |          |          |              |
| Number of leases                            | 152      |          |          |          | 152          |
| Gross leasable area                         | 676,974  |          |          |          | 676,974      |
| New base rent per square foot               | \$14.07  |          |          |          | \$14.07      |
| Prior base rent per square foot             | \$13.84  |          |          |          | \$13.84      |
| Percent increase in rent per square foot    | 1.7%     |          |          |          | 1.7%         |

**Consolidated Balance Sheets (dollars in thousands)**

|                                                     | 03/31/03         | 12/31/02         | 09/30/02         | 06/30/02         | 03/31/02         |
|-----------------------------------------------------|------------------|------------------|------------------|------------------|------------------|
| <b>Assets</b>                                       |                  |                  |                  |                  |                  |
| <b>Rental Property</b>                              |                  |                  |                  |                  |                  |
| <b>Land</b>                                         | \$51,274         | \$51,274         | \$52,345         | \$50,176         | \$60,196         |
| <b>Buildings</b>                                    | 581,766          | 571,125          | 571,826          | 535,438          | 541,010          |
| <b>Total rental property</b>                        | 633,040          | 622,399          | 624,171          | 585,614          | 601,206          |
| <b>Accumulated depreciation</b>                     | (180,996)        | (174,199)        | (168,327)        | (161,612)        | (155,614)        |
| <b>Total rental property – net</b>                  | 452,044          | 448,200          | 455,844          | 424,002          | 445,592          |
| <b>Cash</b>                                         | 209              | 1,072            | 209              | 204              | 210              |
| <b>Deferred charges – net</b>                       | 9,648            | 10,104           | 10,494           | 10,465           | 11,084           |
| <b>Other assets</b>                                 | 13,424           | 18,299           | 13,543           | 30,783           | 12,183           |
| <b>Total assets</b>                                 | <b>\$475,325</b> | <b>\$477,675</b> | <b>\$480,090</b> | <b>\$465,454</b> | <b>\$469,069</b> |
| <b>Liabilities &amp; Shareholders' Equity</b>       |                  |                  |                  |                  |                  |
| <b>Liabilities</b>                                  |                  |                  |                  |                  |                  |
| <b>Debt</b>                                         |                  |                  |                  |                  |                  |
| <b>Senior, unsecured notes</b>                      | \$148,009        | \$150,109        | \$155,609        | \$155,609        | \$155,609        |
| <b>Mortgages payable</b>                            | 173,811          | 174,421          | 175,018          | 175,603          | 176,176          |
| <b>Lines of credit</b>                              | 19,319           | 20,475           | 16,269           | 26,625           | 27,786           |
| <b>Total debt</b>                                   | 341,139          | 345,005          | 346,896          | 357,837          | 359,571          |
| <b>Construction trade payables</b>                  | 7,560            | 3,310            | 4,041            | 4,141            | 3,934            |
| <b>Accounts payable &amp; accruals</b>              | 12,070           | 15,095           | 14,743           | 12,943           | 11,278           |
| <b>Total liabilities</b>                            | 360,769          | 363,410          | 365,680          | 374,921          | 374,783          |
| <b>Minority interest</b>                            | 23,245           | 23,630           | 23,727           | 19,326           | 20,386           |
| <b>Shareholders' equity</b>                         |                  |                  |                  |                  |                  |
| <b>Preferred shares</b>                             | 1                | 1                | 1                | 1                | 1                |
| <b>Common shares</b>                                | 93               | 90               | 90               | 80               | 80               |
| <b>Paid in capital</b>                              | 165,641          | 161,192          | 160,589          | 138,177          | 137,684          |
| <b>Distributions in excess of net income</b>        | (74,324)         | (70,485)         | (69,672)         | (66,619)         | (63,370)         |
| <b>Accum. other comprehensive loss</b>              | (100)            | (163)            | (325)            | (432)            | (495)            |
| <b>Total shareholders' equity</b>                   | 91,311           | 90,635           | 90,683           | 71,207           | 73,900           |
| <b>Total liabilities &amp; shareholders' equity</b> | <b>\$475,325</b> | <b>\$477,675</b> | <b>\$480,090</b> | <b>\$465,454</b> | <b>\$469,069</b> |

**Consolidated Statements of Operations (dollars and shares in thousands)**

|                                                                                                                                             | Three Months Ended |                |                |                |                | YTD            |                |
|---------------------------------------------------------------------------------------------------------------------------------------------|--------------------|----------------|----------------|----------------|----------------|----------------|----------------|
|                                                                                                                                             | 03/03              | 12/02          | 09/02          | 06/02          | 03/02          | 03/03          | 03/02          |
| <b>Revenues</b>                                                                                                                             |                    |                |                |                |                |                |                |
| Base rentals                                                                                                                                | \$19,661           | \$20,545       | \$18,724       | \$18,417       | \$18,066       | \$19,661       | \$18,066       |
| Percentage rentals                                                                                                                          | 395                | 1,602          | 778            | 581            | 597            | 395            | 597            |
| Expense reimbursements                                                                                                                      | 8,450              | 8,618          | 7,375          | 7,297          | 7,260          | 8,450          | 7,260          |
| Other income                                                                                                                                | 671                | 1,116          | 1,044          | 583            | 564            | 671            | 564            |
| <b>Total revenues</b>                                                                                                                       | <b>29,177</b>      | <b>31,881</b>  | <b>27,921</b>  | <b>26,878</b>  | <b>26,487</b>  | <b>29,177</b>  | <b>26,487</b>  |
| <b>Expenses</b>                                                                                                                             |                    |                |                |                |                |                |                |
| Property operating                                                                                                                          | 10,017             | 10,217         | 8,616          | 8,639          | 8,611          | 10,017         | 8,611          |
| General & administrative                                                                                                                    | 2,430              | 2,237          | 2,623          | 2,092          | 2,275          | 2,430          | 2,275          |
| Interest                                                                                                                                    | 6,724              | 7,042          | 7,171          | 7,118          | 7,129          | 6,724          | 7,129          |
| Depreciation & amortization                                                                                                                 | 7,329              | 7,406          | 7,184          | 7,099          | 7,066          | 7,329          | 7,066          |
| <b>Total expenses</b>                                                                                                                       | <b>26,500</b>      | <b>26,902</b>  | <b>25,594</b>  | <b>24,948</b>  | <b>25,081</b>  | <b>26,500</b>  | <b>25,081</b>  |
| <b>Income before equity in earnings of unconsolidated joint ventures, minority interest, discontinued operations and extraordinary item</b> | <b>2,677</b>       | <b>4,979</b>   | <b>2,327</b>   | <b>1,930</b>   | <b>1,406</b>   | <b>2,677</b>   | <b>1,406</b>   |
| <b>Equity in earnings of unconsolidated joint ventures</b>                                                                                  | <b>92</b>          | <b>142</b>     | <b>317</b>     | <b>(75)</b>    | <b>8</b>       | <b>92</b>      | <b>8</b>       |
| <b>Minority interest</b>                                                                                                                    | <b>(578)</b>       | <b>(1,175)</b> | <b>(591)</b>   | <b>(388)</b>   | <b>(252)</b>   | <b>(578)</b>   | <b>(252)</b>   |
| <b>Income from continuing operations</b>                                                                                                    | <b>2,191</b>       | <b>3,946</b>   | <b>2,053</b>   | <b>1,467</b>   | <b>1,162</b>   | <b>2,191</b>   | <b>1,162</b>   |
| <b>Discontinued operations (1)</b>                                                                                                          | <b>--</b>          | <b>1,214</b>   | <b>255</b>     | <b>627</b>     | <b>283</b>     | <b>--</b>      | <b>283</b>     |
| <b>Income before extraordinary item</b>                                                                                                     | <b>2,191</b>       | <b>5,160</b>   | <b>2,308</b>   | <b>2,094</b>   | <b>1,445</b>   | <b>2,191</b>   | <b>1,445</b>   |
| <b>Extraordinary item – loss on early extinguishments of debt</b>                                                                           | <b>--</b>          | <b>--</b>      | <b>--</b>      | <b>--</b>      | <b>--</b>      | <b>--</b>      | <b>--</b>      |
| <b>Net income</b>                                                                                                                           | <b>2,191</b>       | <b>5,160</b>   | <b>2,308</b>   | <b>2,094</b>   | <b>1,445</b>   | <b>2,191</b>   | <b>1,445</b>   |
| <b>Less applicable preferred share dividends</b>                                                                                            | <b>(443)</b>       | <b>(442)</b>   | <b>(443)</b>   | <b>(442)</b>   | <b>(444)</b>   | <b>(443)</b>   | <b>(444)</b>   |
| <b>Net income available to common shareholders</b>                                                                                          | <b>\$1,748</b>     | <b>\$4,718</b> | <b>\$1,865</b> | <b>\$1,652</b> | <b>\$1,001</b> | <b>\$1,748</b> | <b>\$1,001</b> |
| <b>Basic earnings per common share:</b>                                                                                                     |                    |                |                |                |                |                |                |
| Income from continuing operations                                                                                                           | \$ .19             | \$ .39         | \$ .19         | \$ .13         | \$ .09         | \$ .19         | \$ .09         |
| Net income                                                                                                                                  | \$ .19             | \$ .52         | \$ .22         | \$ .21         | \$ .13         | \$ .19         | \$ .13         |
| <b>Diluted earnings per common share:</b>                                                                                                   |                    |                |                |                |                |                |                |
| Income from continuing operations                                                                                                           | \$ .19             | \$ .38         | \$ .19         | \$ .12         | \$ .09         | \$ .19         | \$ .09         |
| Net income                                                                                                                                  | \$ .19             | \$ .51         | \$ .22         | \$ .20         | \$ .12         | \$ .19         | \$ .12         |
| <b>Weighted average common shares:</b>                                                                                                      |                    |                |                |                |                |                |                |
| Basic                                                                                                                                       | 9,181              | 9,047          | 8,269          | 8,015          | 7,948          | 9,181          | 7,948          |
| Diluted                                                                                                                                     | 9,408              | 9,279          | 8,490          | 8,229          | 8,028          | 9,408          | 8,028          |

**FFO and FAD Analysis (dollars and shares in thousands)**

|                                                                                    | Three Months Ended |                 |                 |                 |                | YTD             |                |
|------------------------------------------------------------------------------------|--------------------|-----------------|-----------------|-----------------|----------------|-----------------|----------------|
|                                                                                    | 03/03              | 12/02           | 09/02           | 06/02           | 03/02          | 03/03           | 03/02          |
| <b>Funds from operations:</b>                                                      |                    |                 |                 |                 |                |                 |                |
| Net income                                                                         | \$2,191            | \$5,160         | \$2,308         | \$2,094         | \$1,445        | \$2,191         | \$1,445        |
| Adjusted for -                                                                     |                    |                 |                 |                 |                |                 |                |
| Extraordinary item                                                                 | --                 | --              | --              |                 | --             | --              | --             |
| Minority interest                                                                  | 578                | 1,175           | 591             | 388             | 252            | 578             | 252            |
| Minority interest, depreciation and amortization in discontinued operations        | --                 | 417             | 110             | 336             | 237            | --              | 237            |
| Depreciation and amortization uniquely significant to real estate - wholly owned   | 7,255              | 7,336           | 7,107           | 7,025           | 6,993          | 7,255           | 6,993          |
| Depreciation and amortization uniquely significant to real estate – joint ventures | 254                | 255             | 168             | --              | --             | 254             | --             |
| Gain on sale of real estate                                                        | --                 | (1,242)         | --              | (460)           | --             | --              | --             |
| <b>Funds from operations</b>                                                       | <b>\$10,278</b>    | <b>\$13,101</b> | <b>\$10,284</b> | <b>\$9,383</b>  | <b>\$8,927</b> | <b>\$10,278</b> | <b>\$8,927</b> |
|                                                                                    |                    |                 |                 |                 |                |                 |                |
| <b>Funds from operations per share</b>                                             | <b>\$ .78</b>      | <b>\$1.01</b>   | <b>\$ .84</b>   | <b>\$ .78</b>   | <b>\$ .76</b>  | <b>\$ .78</b>   | <b>\$ .76</b>  |
| <b>Funds available for distribution:</b>                                           |                    |                 |                 |                 |                |                 |                |
| Funds from operations                                                              | \$10,278           | \$13,101        | \$10,284        | \$9,383         | \$8,927        | \$10,278        | \$8,927        |
| Plus -                                                                             |                    |                 |                 |                 |                |                 |                |
| Corporate depreciation excluded above                                              | 74                 | 71              | 77              | 75              | 73             | 74              | 73             |
| Amortization of finance costs                                                      | 317                | 312             | 313             | 289             | 303            | 317             | 303            |
| Straight line rent adjustment                                                      | 57                 | 55              | 91              | 60              | 41             | 57              | 41             |
| Less -                                                                             |                    |                 |                 |                 |                |                 |                |
| 2 <sup>nd</sup> generation tenant allowances                                       | (1,417)            | (455)           | (136)           | (429)           | (1,206)        | (1,417)         | (1,206)        |
| Capital improvements                                                               | (1,045)            | (737)           | (899)           | (578)           | (370)          | (1,045)         | (370)          |
| <b>Funds available for distribution</b>                                            | <b>\$8,264</b>     | <b>\$12,347</b> | <b>\$9,730</b>  | <b>\$8,800</b>  | <b>\$7,768</b> | <b>\$8,264</b>  | <b>\$7,768</b> |
|                                                                                    |                    |                 |                 |                 |                |                 |                |
| <b>Funds available for distribution per share</b>                                  | <b>\$ .63</b>      | <b>\$ .95</b>   | <b>\$ .79</b>   | <b>\$ .73</b>   | <b>\$ .66</b>  | <b>\$ .63</b>   | <b>\$ .66</b>  |
|                                                                                    |                    |                 |                 |                 |                |                 |                |
| <b>Dividends paid per share</b>                                                    | <b>\$ .6125</b>    | <b>\$ .6125</b> | <b>\$ .6125</b> | <b>\$ .6125</b> | <b>\$ .61</b>  | <b>\$ .6125</b> | <b>\$ .61</b>  |
|                                                                                    |                    |                 |                 |                 |                |                 |                |
| <b>FFO payout ratio</b>                                                            | <b>79%</b>         | <b>61%</b>      | <b>73%</b>      | <b>79%</b>      | <b>80%</b>     | <b>79%</b>      | <b>80%</b>     |
|                                                                                    |                    |                 |                 |                 |                |                 |                |
| <b>FAD payout ratio</b>                                                            | <b>97%</b>         | <b>64%</b>      | <b>78%</b>      | <b>84%</b>      | <b>92%</b>     | <b>97%</b>      | <b>92%</b>     |
| <b>Diluted weighted average common shares</b>                                      | <b>13,164</b>      | <b>13,035</b>   | <b>12,245</b>   | <b>11,984</b>   | <b>11,787</b>  | <b>13,164</b>   | <b>11,787</b>  |

## Per Weighted Average Gross Leasable Area (GLA) Analysis

|                                                                                                                                             | Three Months Ended |        |        |        |        | YTD    |        |
|---------------------------------------------------------------------------------------------------------------------------------------------|--------------------|--------|--------|--------|--------|--------|--------|
|                                                                                                                                             | 03/03              | 12/02  | 09/02  | 06/02  | 03/02  | 03/03  | 03/02  |
| <b>GLA open at end of period -</b>                                                                                                          |                    |        |        |        |        |        |        |
| <b>Wholly owned (000's)</b>                                                                                                                 | 5,497              | 5,469  | 5,493  | 5,167  | 5,332  | 5,497  | 5,332  |
| <b>Partially owned (000's) (1)</b>                                                                                                          | 260                | 260    | 260    | 260    | --     | 260    | --     |
| <b>Managed properties (000's)</b>                                                                                                           | 457                | 457    | 434    | 105    | 105    | 457    | 105    |
| <b>Total GLA open at end of period</b>                                                                                                      | 6,214              | 6,186  | 6,187  | 5,532  | 5,437  | 6,214  | 5,437  |
| <b>Weighted average GLA (000's) (2)</b>                                                                                                     | 5,492              | 5,469  | 5,222  | 5,144  | 5,144  | 5,492  | 5,144  |
| <b>End of period occupancy (1)</b>                                                                                                          | 95%                | 98%    | 96%    | 96%    | 95%    | 95%    | 95%    |
| <b><u>PER SQUARE FOOT</u></b>                                                                                                               |                    |        |        |        |        |        |        |
| <b>Revenues</b>                                                                                                                             |                    |        |        |        |        |        |        |
| <b>Base rentals</b>                                                                                                                         | \$3.58             | \$3.76 | \$3.59 | \$3.58 | \$3.51 | \$3.58 | \$3.51 |
| <b>Percentage rentals</b>                                                                                                                   | .07                | .29    | .15    | .11    | .12    | .07    | .12    |
| <b>Expense reimbursements</b>                                                                                                               | 1.54               | 1.58   | 1.41   | 1.42   | 1.41   | 1.54   | 1.41   |
| <b>Other income</b>                                                                                                                         | .12                | .20    | .20    | .11    | .11    | .12    | .11    |
| <b>Total revenues</b>                                                                                                                       | 5.31               | 5.83   | 5.35   | 5.22   | 5.15   | 5.31   | 5.15   |
| <b>Expenses</b>                                                                                                                             |                    |        |        |        |        |        |        |
| <b>Property operating</b>                                                                                                                   | 1.82               | 1.87   | 1.65   | 1.68   | 1.67   | 1.82   | 1.67   |
| <b>General &amp; administrative</b>                                                                                                         | .44                | .41    | .50    | .41    | .44    | .44    | .44    |
| <b>Interest</b>                                                                                                                             | 1.22               | 1.29   | 1.37   | 1.38   | 1.39   | 1.22   | 1.39   |
| <b>Depreciation &amp; amortization</b>                                                                                                      | 1.33               | 1.35   | 1.38   | 1.38   | 1.38   | 1.33   | 1.38   |
| <b>Total expenses</b>                                                                                                                       | 4.81               | 4.92   | 4.90   | 4.85   | 4.88   | 4.81   | 4.88   |
| <b>Income before equity in earnings of unconsolidated joint ventures, minority interest, discontinued operations and extraordinary item</b> | \$ .50             | \$ .91 | \$ .45 | \$ .37 | \$ .27 | \$ .50 | \$ .27 |
| <b>Total revenues less property operating and general &amp; administrative expenses ("NOI")</b>                                             | \$3.05             | \$3.55 | \$3.19 | \$3.12 | \$3.03 | \$3.05 | \$3.03 |
| <b>Funds from operations</b>                                                                                                                | \$1.87             | \$2.40 | \$1.97 | \$1.82 | \$1.74 | \$1.87 | \$1.74 |

(1) Includes one center totaling 260,033 sq. ft. of which Tanger owns a 50% interest through a joint venture arrangement.

(2) Represents GLA of wholly owned operating properties weighted by months of operation. GLA is not adjusted for fluctuations in occupancy that may occur subsequent to the original opening date. Excludes GLA of properties for which their results are included in discontinued operations.

## Joint Venture Information –

### Summary Balance Sheets (dollars in thousands)

|                                               | 03/31/03        | 12/31/02        | 09/30/02        | 06/30/02        | 03/31/02        |
|-----------------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Assets</b>                                 |                 |                 |                 |                 |                 |
| Investment properties at cost – net           | \$34,670        | \$32,153        | \$31,560        | \$28,968        | \$18,445        |
| Cash and cash equivalents                     | 100             | 514             | 510             | 226             | 57              |
| Deferred charges - net                        | 1,790           | 1,751           | 1,676           | 1,591           | 1,470           |
| Other assets                                  | 1,500           | 1,491           | 1,503           | 1,384           | 790             |
| <b>Total assets</b>                           | <b>\$38,060</b> | <b>\$35,909</b> | <b>\$35,249</b> | <b>\$32,169</b> | <b>\$20,762</b> |
| <b>Liabilities &amp; Owners' Equity</b>       |                 |                 |                 |                 |                 |
| Mortgage payable                              | \$25,705        | \$25,513        | \$21,555        | \$18,058        | \$8,345         |
| Construction trade payables                   | 1,729           | 1,644           | 4,222           | 3,530           | 3,420           |
| Accounts payable & other liabilities          | 868             | 522             | 756             | 1,927           | 293             |
| <b>Total liabilities</b>                      | <b>28,302</b>   | <b>27,679</b>   | <b>26,533</b>   | <b>23,515</b>   | <b>12,058</b>   |
| <b>Owners' equity</b>                         | <b>9,758</b>    | <b>8,230</b>    | <b>8,716</b>    | <b>8,654</b>    | <b>8,704</b>    |
| <b>Total liabilities &amp; owners' equity</b> | <b>\$38,060</b> | <b>\$35,909</b> | <b>\$35,249</b> | <b>\$32,169</b> | <b>\$20,762</b> |

### Summary Statements of Operations (dollars in thousands)

|                                                                                      | Three Months Ended |              |              |                |             | YTD          |             |
|--------------------------------------------------------------------------------------|--------------------|--------------|--------------|----------------|-------------|--------------|-------------|
|                                                                                      | 03/03              | 12/02        | 09/02        | 06/02          | 03/02       | 03/03        | 03/02       |
| <b>Revenues</b>                                                                      | \$1,727            | \$1,700      | \$2,178      | \$225          | \$16        | \$1,727      | \$16        |
| <b>Expenses</b>                                                                      |                    |              |              |                |             |              |             |
| Property operating                                                                   | 704                | 609          | 930          | 385            | ---         | 704          | ---         |
| General & administrative                                                             | 17                 | 13           | ---          | ---            | ---         | 17           | ---         |
| Interest                                                                             | 325                | 322          | 256          | ---            | ---         | 325          | ---         |
| Depreciation & amortization                                                          | 528                | 536          | 348          | ---            | ---         | 528          | ---         |
| <b>Total expenses</b>                                                                | <b>1,574</b>       | <b>1,480</b> | <b>1,534</b> | <b>385</b>     | <b>---</b>  | <b>1,574</b> | <b>---</b>  |
| <b>Net income</b>                                                                    | <b>\$153</b>       | <b>\$220</b> | <b>\$644</b> | <b>\$(160)</b> | <b>\$16</b> | <b>\$153</b> | <b>\$16</b> |
| <b>Tanger Factory Outlet Centers, Inc.<br/>Share of:</b>                             |                    |              |              |                |             |              |             |
| Total revenues less property operating and general & administrative expenses ("NOI") | \$503              | \$539        | \$624        | \$(80)         | \$8         | \$503        | \$8         |
| Net income                                                                           | \$92               | \$142        | \$317        | \$(75)         | \$8         | \$92         | \$8         |
| Depreciation (real estate related)                                                   | \$254              | \$255        | \$168        | ---            | ---         | \$254        | ---         |

# Debt Outstanding Summary (dollars in thousands)

| As of March 31, 2003        |                      |                          |                  |
|-----------------------------|----------------------|--------------------------|------------------|
|                             | Principal<br>Balance | Interest<br>Rate         | Maturity<br>Date |
| <b>Mortgage debt</b>        |                      |                          |                  |
| Lancaster, PA               | \$14,435             | 9.770%                   | 04/10/05         |
| Commerce I, GA              | 8,173                | 9.125%                   | 09/10/05         |
| Branson, MO                 | 24,000               | Libor + 1.75%            | 03/26/06         |
| Commerce II, GA             | 29,500               | Libor + 1.75%            | 03/26/06         |
| Dalton, GA                  | 11,082               | 7.875%                   | 04/01/09         |
| Kittery I, ME               | 6,306                | 7.875%                   | 04/01/09         |
| San Marcos I, TX            | 18,823               | 7.875%                   | 04/01/09         |
| San Marcos II, TX           | 18,966               | 7.980%                   | 04/01/09         |
| West Branch, MI             | 7,035                | 7.875%                   | 04/01/09         |
| Williamsburg, IA            | 19,340               | 7.875%                   | 04/01/09         |
| Blowing Rock, NC            | 9,622                | 8.860%                   | 09/01/10         |
| Nags Head, NC               | 6,529                | 8.860%                   | 09/01/10         |
| <b>Total mortgage debt</b>  | 173,811              |                          |                  |
| <b>Corporate debt</b>       |                      |                          |                  |
| Unsecured credit facilities | 19,319               | Libor + (1.60% to 1.75%) | 06/30/04         |
| 1997 Senior unsecured notes | 48,009               | 7.875%                   | 10/24/04         |
| 2001 Senior unsecured notes | 100,000              | 9.125%                   | 02/15/08         |
| <b>Total corporate debt</b> | 167,328              |                          |                  |
| <b>Total debt</b>           | \$341,139            |                          |                  |

### Future Scheduled Principal Payments (dollars in thousands)

| As of March 31, 2003 |                                 |                  |                          |
|----------------------|---------------------------------|------------------|--------------------------|
| Year                 | Scheduled Amortization Payments | Balloon Payments | Total Scheduled Payments |
| 2003                 | \$1,909                         | --               | \$1,909                  |
| 2004 (1)             | 2,740                           | 67,328           | 70,068                   |
| 2005                 | 2,524                           | 20,576           | 23,100                   |
| 2006                 | 2,168                           | 53,500           | 55,668                   |
| 2007                 | 2,349                           | --               | 2,349                    |
| 2008                 | 2,545                           | 100,000          | 102,545                  |
| 2009                 | 967                             | 70,474           | 71,441                   |
| 2010                 | 181                             | 13,878           | 14,059                   |
| 2011                 | --                              | --               | --                       |
| 2012                 | --                              | --               | --                       |
| 2013 & thereafter    | --                              | --               | --                       |
|                      | \$15,383                        | \$325,756        | \$341,139                |

(1) Balloon payments in 2004 include \$19,319 relating to amounts outstanding under the unsecured credit facilities.

## Investor Information

Tanger Outlet Centers welcomes any questions or comments from shareholders, analysts, investment managers, media and prospective investors. Please address all inquiries to our Investor Relations Department.

Tanger Factory Outlet Centers, Inc.  
Investor Relations  
Phone: (336) 292-3010 ext 6865  
Fax: (336) 297-0931  
e-mail: [tangermail@tangeroutlet.com](mailto:tangermail@tangeroutlet.com)  
Mail: Tanger Factory Outlet Centers, Inc.  
3200 Northline Avenue  
Suite 360  
Greensboro, NC 27408