

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

**Supplemental Operating and Financial Data** 

June 30, 2003

#### Notice

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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## **Geographic Diversification**

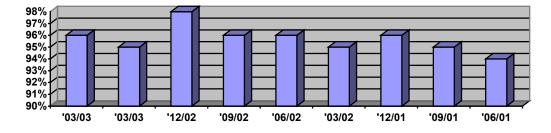
As of June 30, 2003									
State	# of Centers	GLA	% of GLA						
Georgia	4	950,590	17%						
New York	1	729,238	13%						
Texas	2	619,426	11%						
Tennessee	2	478,751	8%						
Michigan	2	437,651	8%						
South Carolina (1)	1	309,037	5%						
Missouri	1	277,562	5%						
Iowa	1	277,230	5%						
Pennsylvania	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	84,313	2%						
Alabama	1	79,575	1%						
New Hampshire	2	61,745	1%						
Total	28	5,758,116	100%						

<sup>(1)</sup> Includes one center in Myrtle Beach, SC of which Tanger owns a 50% interest through a joint venture arrangement.



## **Property Summary - Occupancy at End of Each Period Shown**

		%	%	%	%	%
	<b>Total GLA</b>	Occupied	Occupied	Occupied	Occupied	Occupied
Location	06/30/03	06/30/03	03/31/03	12/31/02	09/30/02	06/30/02
Riverhead, NY	729,238	100%	98%	100%	99%	99%
San Marcos, TX	441,936	96%	100%	100%	98%	98%
Sevierville, TN	384,193	100%	100%	100%	100%	100%
Commerce II, GA	342,556	97%	93%	99%	96%	97%
Howell, MI	325,231	99%	99%	100%	100%	n/a
Branson, MO	277,562	99%	97%	99%	100%	98%
Williamsburg, IA	277,230	98%	97%	100%	99%	98%
Myrtle Beach, SC (1)	309,037	100%	100%	100%	100%	100%
Lancaster, PA	255,059	96%	94%	98%	96%	96%
<b>Locust Grove, GA</b>	248,854	99%	99%	100%	100%	98%
Gonzales, LA	245,199	99%	97%	99%	98%	96%
Fort Myers, FL	198,789	89%	97%	99%	97%	93%
Commerce I, GA	185,750	71%	79%	90%	87%	90%
Casa Grande, AZ	184,768	88%	89%	96%	90%	89%
Terrell, TX	177,490	97%	96%	100%	100%	95%
Dalton, GA	173,430	95%	93%	98%	98%	96%
Seymour, IN	141,051	74%	74%	80%	80%	76%
North Branch, MN	134,480	99%	99%	100%	100%	100%
West Branch, MI	112,420	98%	95%	100%	100%	98%
Barstow, CA	105,950	80%	72%	62%	57%	57%
Blowing Rock, NC	105,448	90%	94%	100%	100%	100%
Pigeon Forge, TN	94,558	97%	95%	97%	94%	100%
Nags Head, NC	82,254	100%	100%	100%	100%	100%
Boaz, AL	79,575	92%	95%	97%	91%	93%
Kittery I, ME	59,694	100%	100%	100%	100%	100%
LL Bean, NH	50,745	91%	91%	100%	100%	100%
Kittery II, ME	24,619	100%	100%	94%	94%	94%
Clover, NH	11,000	100%	100%	100%	100%	100%
Martinsburg, WV	n/a	n/a	61%	69%	51%	57%
Bourne, MA	n/a	n/a	n/a	n/a	100%	100%
Total	5,758,116	96%	95%	98%	96%	96%



Portfolio Occupancy at the End of Each Period

(1) Includes one center in Myrtle Beach, SC of which Tanger owns a 50% interest through a joint venture arrangement.



## **Major Tenants**

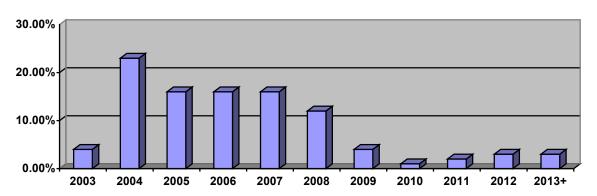
Ten Largest Tenan	ts As of Jun	ne 30, 2003	
Tenant	# of Stores	GLA	% of Total GLA
The Gap, Inc.	36	371,196	6.5%
Phillips-Van Heusen	70	318,664	5.5%
Liz Claiborne	38	312,655	5.5%
Reebok International	25	180,761	3.1%
Dress Barn, Inc.	20	143,512	2.5%
Sara Lee Corporation	32	123,040	2.1%
Brown Group Retail	25	120,446	2.1%
Mikasa	15	117,936	2.0%
Polo Ralph Lauren	16	116,716	2.0%
VF Factory Outlet	4	105,697	1.8%
<b>Total of All Listed Above</b>	281	1,910,623	33.1%

<sup>(1)</sup> Includes one center in Myrtle Beach, SC of which Tanger owns a 50% interest through a joint venture arrangement.

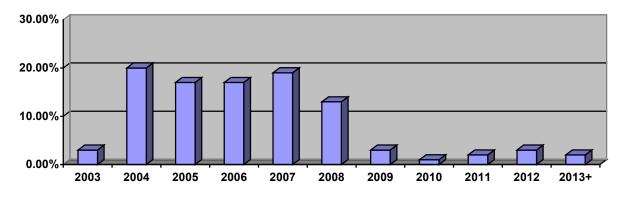


#### Lease Expirations as of June 30, 2003

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



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



(1) Includes one center in Myrtle Beach, SC 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
Re-tenanted Space:					
Number of leases	35	25			60
Gross leasable area	138,468	68,903			207,371
New base rent per square foot	\$16.89	\$17.39			\$17.06
Prior base rent per square foot	\$16.38	\$17.04			\$16.59
Percent increase in rent per square foot	3.1%	2.1%			2.8%
Renewed Space:					
Number of leases	117	56			173
Gross leasable area	538,506	238,833			777,339
New base rent per square foot	\$13.35	\$13.67			\$13.45
Prior base rent per square foot	\$13.19	\$13.51			\$13.29
Percent increase in rent per square foot	1.2%	1.2%			1.2%
Total Re-tenanted and Renewed Space:					
Number of leases	152	81			233
Gross leasable area	676,974	307,736			984,710
New base rent per square foot	\$14.07	\$14.50			\$14.21
Prior base rent per square foot	\$13.84	\$14.30			\$13.98
Percent increase in rent per square foot	1.7%	1.4%			1.6%



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

	06/30/03	03/31/03	12/31/02	09/30/02	06/30/02
Assets					
Rental Property					
Land	\$50,474	\$51,274	\$51,274	\$52,345	\$50,176
Buildings	578,665	581,766	571,125	571,826	535,438
<b>Developments under construction</b>	2,490				
Total rental property	631,629	633,040	622,399	624,171	585,614
Accumulated depreciation	(185,071)	(180,996)	(174,199)	(168,327)	(161,612)
Total rental property – net	446,558	452,044	448,200	455,844	424,002
Cash	203	209	1,072	209	204
Deferred charges – net	9,389	9,648	10,104	10,494	10,465
Other assets	12,822	13,424	18,299	13,543	30,783
Total assets	\$468,972	\$475,325	477,675	\$480,090	\$465,454
Liabilities & Shareholders' Equity Liabilities Debt					
Senior, unsecured notes	\$147,509	\$148,009	\$150,109	\$155,609	\$155,609
Mortgages payable	173,188	173,811	174,421	175,018	175,603
Lines of credit	11,890	19,319	20,475	16,269	26,625
Total debt	332,587	341,139	345,005	346,896	357,837
Construction trade payables	8,010	7,560	3,310	4,041	4,141
Accounts payable & accruals	13,328	12,070	15,095	14,743	12,943
Total liabilities	353,925	360,769	363,410	365,680	374,921
Minority interest	26,231	23,245	23,630	23,727	19,326
Shareholders' equity					
Preferred shares		1	1	1	1
Common shares	103	93	90	90	80
Paid in capital	167,034	165,641	161,192	160,589	138,177
Distributions in excess of net income	(78,224)	(74,324)	(70,485)	(69,672)	(66,619)
Accum. other comprehensive loss	(97)	(100)	(163)	(325)	(432)
Total shareholders' equity	88,816	91,311	90,635	90,683	71,207
Total liabilities & shareholders' equity	\$468,972	\$475,325	\$477,675	\$480,090	\$465,454

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

		Three	Months En	ded		Y	TD
	06/03	03/03	12/02	09/02	06/02	06/03	06/02
Revenues							
Base rentals	\$19,806	\$19,622	\$20,498	\$18,673	\$18,364	\$39,428	\$36,386
Percentage rentals	555	395	1,602	778	581	950	1,178
Expense reimbursements	8,456	8,430	8,601	7,361	7,275	16,886	14,515
Other income	803	671	1,115	1,044	583	1,474	1,145
Total revenues	29,620	29,118	31,816	27,856	26,803	58,738	53,224
Expenses							
Property operating	10,109	9,953	10,169	8,582	8,585	20,062	17,146
General & administrative	2,453	2,430	2,237	2,623	2,092	4,883	4,367
Interest	6,556	6,724	7,042	7,171	7,118	13,280	14,247
Depreciation & amortization	7,099	7,280	7,355	7,133	7,048	14,379	14,064
<b>Total expenses</b>	26,217	26,387	26,803	25,509	24,843	52,604	49,824
Income before equity in earnings							
of unconsolidated joint ventures,							
minority interest, discontinued							
operations and extraordinary item	3,403	2,731	5,013	2,347	1,960	6,134	3,400
<b>Equity in earnings of unconsolidated</b>							
joint ventures	280	92	142	317	(75)	372	(67)
Minority interest	(798)	(591)	(1,184)	(596)	(396)	(1,389)	(673)
Income from continuing operations	2,885	2,232	3,971	2,068	1,489	5,117	2,660
Discontinued operations (1)	(578)	(41)	1,189	240	605	(619)	879
Net income	2,307	2,191	5,160	2,308	2,094	4,498	3,539
Less applicable preferred share	(2.62)	(442)	(440)	(442)	(440)	(00.6)	(00.6)
dividends	(363)	(443)	(442)	(443)	(442)	(806)	(886)
Net income available to common	¢ 1 044	¢ 1 7/10	¢ 1710	¢ 1 065	¢ 1 650	\$ 2.602	¢ 2 652
shareholders	\$ 1,944	\$ 1,748	\$ 4,718	\$ 1,865	\$ 1,652	\$ 3,692	\$ 2,653
Basic earnings per common share:							
Income from continuing operations	\$.26	\$.19	\$.39	\$.20	\$.13	\$.46	\$.22
Net income	\$.20	\$.19	\$.59	\$.20	\$.13	\$.40	\$.33
Net income	\$.20	\$.17	\$.34	φ.44	₽.∠1	\$.39	φ.33
Diluted earnings per common share:							
Income from continuing operations	\$.26	\$.19	\$.38	\$.19	\$.13	\$.45	\$.22
		-				1	
Net income	\$.20	\$.19	\$.51	\$.22	\$.20	\$.38	\$.33
W.:-I.4. J							
Weighted average common shares:	0.500	0.101	0.047	0.260	0.015	0.207	7.002
Basic	9,590	9,181	9,047	8,269	8,015	9,387	7,982
Diluted	9,809	9,408	9,279	8,490	8,229	9,615	8,135

<sup>(1)</sup> In accordance with SFAS No. 144 "Accounting for the Impairment or Disposal of Long Lived Assets", the results of operations for property disposed of during the year have been reported above as discontinued operations for both the current and prior periods presented. Includes a loss on the sale of one real estate property of \$735,000 for the three months and six months ended June 30, 2003 and a gain on the sale of one real estate property of \$460,000 for the three months and six months ended June 30, 2002.



FFO and FAD Analysis (dollars and shares in thousands)

		Thre	ee Months E	Ended		Y	ГD
	06/03	03/03	12/02	09/02	06/02	06/03	06/02
Funds from operations:							
Net income	\$2,307	\$2,191	\$5,160	\$2,308	\$2,094	\$4,498	\$3,539
Adjusted for -							
Extraordinary item							
Minority interest	798	591	1,184	596	396	1,389	673
Minority interest, depreciation and amortization in discontinued operations Depreciation and amortization uniquely significant to	(143)	36	460	156	379	(107)	641
real estate - wholly owned	7,026	7,206	7,284	7,056	6,974	14,232	13,917
Depreciation and amortization uniquely significant to	266	254	255	168		520	
real estate – joint ventures	735	254			(460)	520	(460)
Loss (Gain) on sale of real estate		¢10. <b>27</b> 0	(1,242)	e10.204	(460)	735	(460)
Funds from operations	\$10,989	\$10,278	\$13,101	\$10,284	\$9,383	\$21,267	\$18,310
	Φ.0.2	<b>* =</b> 0	<b>D1</b> 01	Φ. 0.4	<b>4.5</b> 0	<b>#1.60</b>	<u> </u>
Funds from operations per share	\$.82	\$.78	\$1.01	\$ .84	\$ .78	\$1.60	\$1.54
Funds available for distribution: Funds from operations Plus -	\$10,989	\$10,278	\$13,101	\$10,284	\$9,383	\$21,267	\$18,310
Corporate depreciation excluded above Amortization of finance costs Straight line rent adjustment	73 309 55	74 317 57	71 312 55	77 313 91	75 289 60	147 626 112	148 592 101
Less -				, -			
2 <sup>nd</sup> generation tenant allowances  Capital improvements	(387) (1,568)	(1,417) (1,045)	(455) (737)	(136) (899)	(429) (578)	(1,804) (2,613)	(1,635) (948)
Funds available for distribution	\$9,471	\$8,264	\$12,347	\$9,730	\$8,800	\$17,735	\$16,568
Funds available for distribution per share	\$.71	\$.63	\$.95	\$.79	\$.73	\$1.33	\$1.39
Dividends paid per share	\$.615	\$.6125	\$.6125	\$.6125	\$.6125	\$1.2275	\$1.2225
FFO payout ratio	75%	79%	61%	73%	79%	77%	79%
FAD payout ratio	87%	97%	64%	78%	84%	92%	88%
Diluted weighted average common Shares	13,432	13,164	13,035	12,245	11,985	13,304	11,892

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

GLA open at end of period - Wholly owned (000's)         5,449         5,497         5,469         5,493           Partially owned (000's) (1)         309         260         260         260           Managed properties (000's)         457         457         457         434           Total GLA open at end of period         6,215         6,214         6,186         6,187           Weighted average GLA (000's) (2)         5,448         5,443         5,420         5,173           End of period occupancy (1)         96%         95%         98%         96%           PER SQUARE FOOT         83.64         \$3.61         \$3.78         \$3.61           Percentage rentals         .10         .07         .30         .15           Expense reimbursements         1.55         1.55         1.59         1.42           Other income         .15         .12         .20         .20           Total revenues         5.44         5.35         5.87         5.38	5,167 260 105	5,449 309	06/02
Wholly owned (000's)         5,449         5,497         5,469         5,493           Partially owned (000's) (1)         309         260         260         260           Managed properties (000's)         457         457         457         434           Total GLA open at end of period         6,215         6,214         6,186         6,187           Weighted average GLA (000's) (2)         5,448         5,443         5,420         5,173           End of period occupancy (1)         96%         95%         98%         96%           PER SQUARE FOOT         83.64         \$3.61         \$3.78         \$3.61           Percentage rentals         .10         .07         .30         .15           Expense reimbursements         1.55         1.55         1.59         1.42           Other income         .15         .12         .20         .20	260	,	
Total GLA open at end of period         6,215         6,214         6,186         6,187           Weighted average GLA (000's) (2)         5,448         5,443         5,420         5,173           End of period occupancy (1)         96%         95%         98%         96%           PER SQUARE FOOT         83.64         \$3.61         \$3.78         \$3.61           Percentage rentals         .10         .07         .30         .15           Expense reimbursements         1.55         1.55         1.59         1.42           Other income         .15         .12         .20         .20	105		5,167 260
Weighted average GLA (000's) (2)       5,448       5,443       5,420       5,173         End of period occupancy (1)       96%       95%       98%       96%         PER SQUARE FOOT         Revenues       \$3.64       \$3.61       \$3.78       \$3.61         Percentage rentals       .10       .07       .30       .15         Expense reimbursements       1.55       1.55       1.59       1.42         Other income       .15       .12       .20       .20	100	457	105
End of period occupancy (1)         96%         95%         98%         96%           PER SQUARE FOOT           Revenues         \$3.64         \$3.61         \$3.78         \$3.61           Percentage rentals         .10         .07         .30         .15           Expense reimbursements         1.55         1.55         1.59         1.42           Other income         .15         .12         .20         .20	5,532	6,215	5,532
PER SQUARE FOOT           Revenues         \$3.64         \$3.61         \$3.78         \$3.61           Percentage rentals         .10         .07         .30         .15           Expense reimbursements         1.55         1.55         1.59         1.42           Other income         .15         .12         .20         .20	5,094	5,445	5,094
Revenues         Base rentals       \$3.64       \$3.61       \$3.78       \$3.61         Percentage rentals       .10       .07       .30       .15         Expense reimbursements       1.55       1.55       1.59       1.42         Other income       .15       .12       .20       .20	96%	96%	96%
Base rentals         \$3.64         \$3.61         \$3.78         \$3.61           Percentage rentals         .10         .07         .30         .15           Expense reimbursements         1.55         1.55         1.59         1.42           Other income         .15         .12         .20         .20			
Percentage rentals         .10         .07         .30         .15           Expense reimbursements         1.55         1.55         1.59         1.42           Other income         .15         .12         .20         .20	\$3.61	\$7.24	\$7.14
Expense reimbursements         1.55         1.55         1.59         1.42           Other income         .15         .12         .20         .20	.11	.18	.23
Other income         .15         .12         .20         .20	1.43	3.10	2.85
<b>Total revenues</b> 5.44 5.35 5.87 5.38	.11	.27	.23
	5.26	10.79	10.45
Expenses			
<b>Property operating</b> 1.86 1.83 1.88 1.66	1.69	3.68	3.36
General & administrative .45 .45 .41 .51	.41	.90	.86
<b>Interest</b> 1.20 1.23 1.30 1.38	1.40	2.44	2.80
<b>Depreciation &amp; amortization</b> 1.30 1.34 1.36 1.38	1.38	2.64	2.76
<b>Total expenses</b> 4.81 4.85 4.95 4.93	4.88	9.66	9.78
Income before equity in earnings of unconsolidated joint ventures, minority interest, discontinued			
operations and extraordinary item\$.63\$.50\$.92\$.45	\$.38	\$1.13	\$.67
Total revenues less property operating and general & administrative expenses ("NOI") \$3.13 \$3.07 \$3.58 \$3.21	\$3.16	\$6.21	\$6.23

<sup>(1)</sup> Includes one center in Myrtle Beach, SC of which Tanger owns a 50% interest through a joint venture arrangement.



<sup>(2)</sup> 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)

	06/30/03	03/31/03	12/31/02	09/30/02	06/30/02
Assets					
Investment properties at cost – net	\$35,439	\$34,670	\$32,153	\$31,560	\$28,968
Cash and cash equivalents	634	100	514	510	226
Deferred charges - net	1,872	1,790	1,751	1,676	1,591
Other assets	1,995	1,500	1,491	1,503	1,384
Total assets	\$39,940	\$38,060	\$35,909	\$35,249	\$32,169
Liabilities & Owners' Equity					
Mortgage payable	\$28,692	\$25,705	\$25,513	\$21,555	\$18,058
Construction trade payables	1,026	1,729	1,644	4,222	3,530
Accounts payable & other liabilities	828	868	522	756	1,927
Total liabilities	30,546	28,302	27,679	26,533	23,515
Owners' equity	9,394	9,758	8,230	8,716	8,654
Total liabilities & owners' equity	\$39,940	\$38,060	\$35,909	\$35,249	\$32,169

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

		Three Months Ended						
	06/03	03/03	12/02	09/02	06/02	06/03	06/02	
Revenues	\$2,158	\$1,727	\$1,700	\$2,178	\$225	\$3,885	\$241	
Expenses								
Property operating	782	704	609	930	385	1,486	385	
General & administrative	3	17	13			20		
Interest	294	325	322	256		619		
Depreciation & amortization	552	528	536	348		1,080		
Total expenses	1,631	1,574	1,480	1,534	385	3,205	385	
Net income	\$527	\$153	\$220	\$644	\$(160)	\$680	\$(144)	
Tanger Factory Outlet Centers, Inc. Share of:								
Total revenues less property operating and general &								
administrative expenses ("NOI")	\$687	\$503	\$539	\$624	\$(80)	\$1,190	\$(72)	
Net income	\$280	\$92	\$142	\$317	\$(75)	\$372	\$(67)	
<b>Depreciation (real estate related)</b>	\$266	\$254	\$255	\$168		\$520		



# **Debt Outstanding Summary (dollars in thousands)**

As of June 30, 2003				
	Principal Balance	Interest Rate	Maturity Date	
Mortgage debt				
Lancaster, PA	\$14,351	9.770%	04/10/05	
Commerce I, GA	8,056	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	11,030	7.875%	04/01/09	
Kittery I, ME	6,276	7.875%	04/01/09	
San Marcos I, TX	18,735	7.875%	04/01/09	
San Marcos II, TX	18,894	7.980%	04/01/09	
West Branch, MI	7,002	7.875%	04/01/09	
Williamsburg, IA	19,250	7.875%	04/01/09	
Blowing Rock, NC	9,588	8.860%	09/01/10	
Nags Head, NC	6,506	8.860%	09/01/10	
Total mortgage debt	173,188			
Corporate debt				
Unsecured credit facilities	11,890	Libor + (1.60% to 1.75%)	06/30/05	
1997 Senior unsecured notes	47,509	7.875%	10/24/04	
2001 Senior unsecured notes	100,000	9.125%	02/15/08	
Total corporate debt	159,399			
Total debt	\$332,587			



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

As of June 30, 2003				
Year	Scheduled Amortization Payments	Balloon Payments	Total Scheduled Payments	
2003	\$1,286		\$1,286	
2004	2,740	47,509	50,249	
2005 (1)	2,524	32,466	34,990	
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				
	\$14,760	\$317,827	\$332,587	



<sup>(1)</sup> Balloon payments in 2005 include \$11,890 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** 

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