

# THE TANGER EXPERIENCE

Management Presentation | May 5, 2021



**Tanger**Outlets

# Safe Harbor Statements

This presentation contains certain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. The Company intends such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995 and includes this statement for purposes of complying with the safe harbor provisions. Forward-looking statements, which are based on certain assumptions and describe the Company's future plans, strategies and expectations, are generally identifiable by use of the words "believe," "expect," "intend," "anticipate," "estimate," "project," "will," "forecast" or similar expressions, and include the Company's expectations regarding the impact of the COVID-19 pandemic on the Company's business, financial results and financial condition, expectations regarding rent collections, the financial condition of the Company's tenants, its leasing strategy and value proposition to retailers, occupancy and rent concessions, uses of capital, liquidity, dividend payments and cash flows.

You should not rely on forward-looking statements since they involve known and unknown risks, uncertainties and other important factors which are, in some cases, beyond our control and which could materially affect our actual results, performance or achievements. Important factors which may cause actual results to differ materially from current expectations include, but are not limited to: risks related to the impact of the COVID-19 pandemic on our tenants and on our business, financial condition, liquidity, results of operations and compliance with debt covenants; our inability to develop new outlet centers or expand existing outlet centers successfully; risks related to the economic performance and market value of our outlet centers; the relative illiquidity of real property investments; impairment charges affecting our properties; our dispositions of assets may not achieve anticipated results; competition for the acquisition and development of outlet centers, and our inability to complete outlet centers we have identified; environmental regulations affecting our business; risks associated with possible terrorist activity or other acts or threats of violence and threats to public safety; our dependence on rental income from real property; our dependence on the

results of operations of our retailers and their bankruptcy, early termination or closing could adversely affect us; the fact that certain of our properties are subject to ownership interests held by third parties, whose interests may conflict with ours; risks related to climate change; risks related to uninsured losses; the risk that consumer, travel, shopping and spending habits may change; risks associated with our Canadian investments; risks associated with attracting and retaining key personnel; risks associated with debt financing; risks associated with our guarantees of debt for, or other support we may provide to, joint venture properties; the effectiveness of our interest rate hedging arrangements; uncertainty relating to the potential phasing out of LIBOR; our potential failure to qualify as a REIT; our legal obligation to make distributions to our shareholders; legislative or regulatory actions that could adversely affect our shareholders, including the recent changes in the U.S. federal income taxation of U.S. businesses; our dependence on distributions from the Operating Partnership to meet our financial obligations, including dividends; the risk of a cyber-attack or an act of cyber-terrorism and other important factors set forth under Item 1A – "Risk Factors" in the Company's and the Operating Partnership's Annual Report on Form 10-K for the year ended December 31, 2020, as may be updated or supplemented in the Company's Quarterly Reports on Form 10-Q and the Company's other filings with the Securities and Exchange Commission ("SEC"). Accordingly, there is no assurance that the Company's expectations will be realized. The Company disclaims any intention or obligation to update the forward-looking statements, whether as a result of new information, future events or otherwise. You are advised to refer to any further disclosures the Company makes or related subjects in the Company's Current Reports on Form 8-K that the Company files with the SEC.

We use certain non-GAAP supplemental measures in this presentation, including Funds From Operations ("FFO"), Core Funds From Operations ("Core FFO"), same center net operating income ("Same Center NOI") and portfolio net operating income ("Portfolio NOI"). See definitions and reconciliations beginning on page 30.

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# A Message from Our CEO



“We are pleased that traffic to our domestic open-air centers reached 97% of 2019 levels during the first quarter of 2021, and exceeded 2019 levels in April. These strong results clearly reflect the attraction of our centers, their dominant market locations and the value proposition that we offer to both our retailer partners and shoppers.

**As we further evolve Tanger’s core strategies – the leasing, operations and marketing of our outlet centers, we are empowering our team as we rebuild occupancy, drive leasing and curate our tenant mix to maximize shopper frequency and dwell time and attract new shoppers to Tanger’s open-air outlet centers.** We are also accelerating our digital transformation efforts to meet the customer where they are, and our outlets continue to demonstrate their importance as a vital component of an omnichannel strategy.”

**STEPHEN J. YALOF**  
PRESIDENT & CHIEF EXECUTIVE OFFICER

# Sustaining Growth Over Time

## RESHAPING OPERATIONS

- Decentralizing to empower field General Managers to drive the performance of their asset
- Participating in revenue generation
  - » Heightened focus on business development opportunities, including sponsorships and paid media
  - » Local leasing initiative focused on iconic local brands, including a small business owner outreach program
  - » Marketing strategies customized to each asset
- Generating operating expense efficiencies without impacting the shopper experience

## ACCELERATING LEASING

- Targeting new-to-industry and new-to-platform tenants
- Introducing non-retail uses including food, entertainment and experiential retailers
- Utilizing specialty brokers to supplement internal resources
- Aimed at attracting new visitors, increasing visit frequency, and extending dwell time

## ENHANCING MARKETING

- Digital transformation
  - » Tanger Virtual Shopper™
  - » Mobile app and web enhancements
  - » Harnessing data to tailor shopper communications
  - » Other amenities for shoppers and retailers, including on-site logistics (Fillogic, LugLess)
- Loyalty program enhancements

# THE OUTLET CHANNEL

## The Retailer Value Proposition

### ONE OF THE MOST PROFITABLE CHANNELS FOR RETAILERS

- Lower cost of occupancy
- Higher margins
- Lower customer acquisition and logistics costs

### IMPORTANT COMPONENT OF THE OMNICHANNEL RETAIL STRATEGY

- Direct touchpoint with the consumer
- Maintain integrity of brand through control of product placement and pricing



## The Consumer Value Proposition

### CONSISTENT VALUE

for quality merchandise from sought-after brands

### SOCIAL, EXPERIENTIAL

shopping

### TACTILE INTERACTION

with the products prior to making the purchase

### INSTANT GRATIFICATION

buy and enjoy same day

# A Diverse Geographic Footprint

36

Well-Positioned Locations

20

States & Canada

90%

of SF is in a Top 50 MSA or Leading Tourism Destination<sup>(1)</sup>

(Metropolitan Statistical Area as Defined by the U.S. Census Bureau)



60%

of SF is Located in Tourism Destinations

13.6

MILLION  
Approximate Total SF

94%

of the portfolio are open-air centers



(1) Includes Ottawa, ON center located in a top 5 census metropolitan area as defined by Statistics Canada

## SNAPSHOT

NYSE: SKT





Founded: 1981

Market Value: \$1.6 Billion  
(as of March 31, 2021)

Enterprise Value: \$3.1 Billion  
(as of March 31, 2021)

Investment Grade

# Strong and Dynamic Tenant Mix

Theory	 NikeFactoryStore	MICHAEL KORS
 COACH NEW YORK	ELIE TAHARI	KARL LAGERFELD PARIS
 RH OUTLET	COLE HAAN	lululemon  athletica

## DIVERSIFIED TENANT BASE

Properties are easily reconfigured to minimize tenant turnover downtime & capex requirements

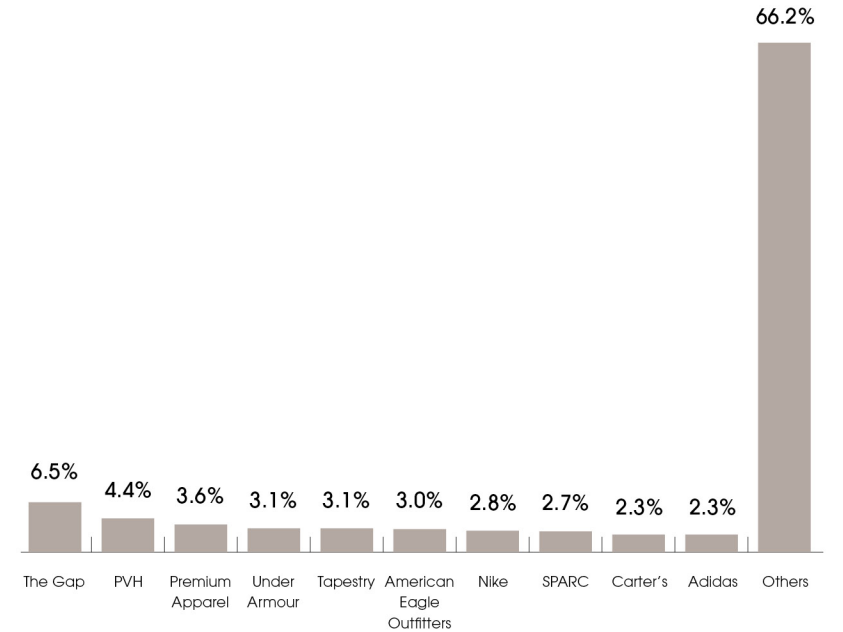


Chart is in terms of annualized base rent as of March 31, 2021 and includes all retail concepts of each tenant group for consolidated outlet centers; tenant groups are determined based on leasing relationship





# Consolidated Portfolio Operating Metrics

91.7%<sup>(1)</sup>

Occupancy

-2.8%<sup>(2)</sup>

Blended Straight-Line Rent Spreads

280 Leases Totaling Over

1.4 MILLION SF  
Commenced in Period<sup>(2)</sup>

-8.0%<sup>(3)</sup>

YOY Decrease in Same Center NOI

<sup>(1)</sup> As of March 31, 2021

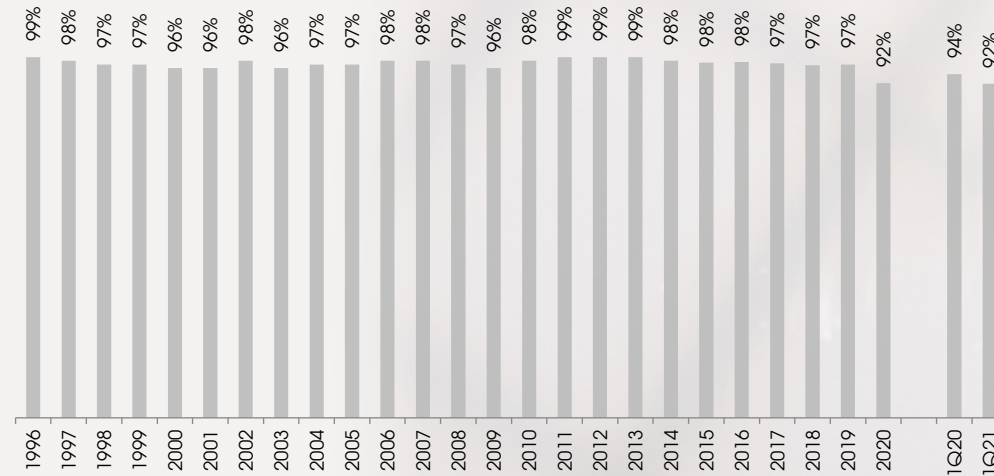
<sup>(2)</sup> For the twelve months ended March 31, 2021

<sup>(3)</sup> For the three months ended March 31, 2021





# Solid Performance With Sustained Occupancy

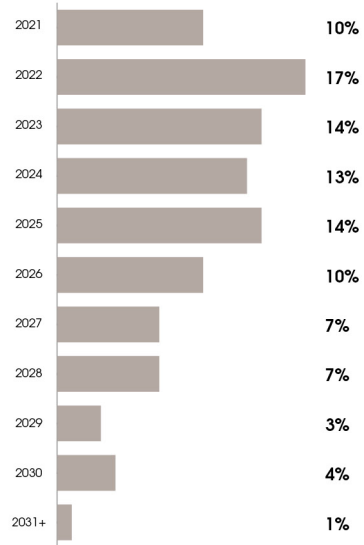


Represents period end occupancy for consolidated outlet centers

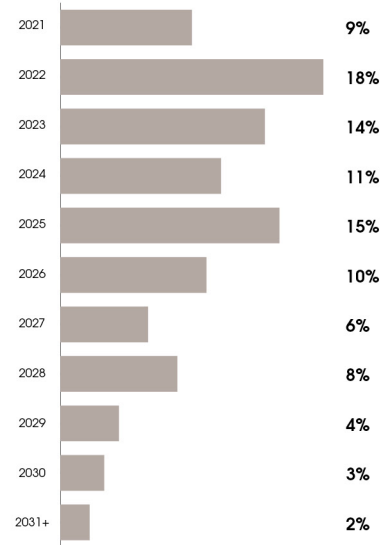


# Stable Expirations

Percentage of Annual Base Rent <sup>(1)</sup>



Percentage of Total GLA <sup>(1)</sup>



(1) As of March 31, 2021 for consolidated outlet centers, net of renewals executed

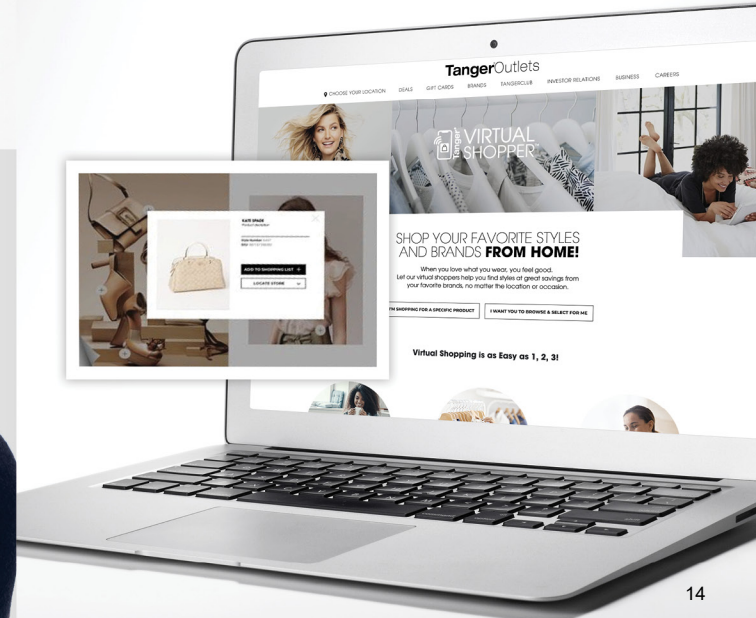
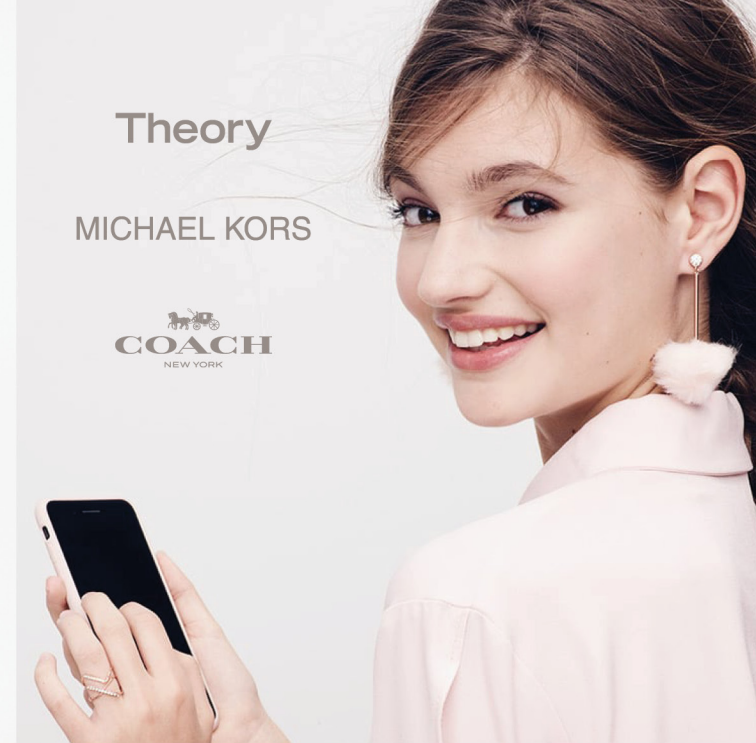




# Tanger Offers A Full Suite of Services Focused on Innovative Offerings that are Always On to Serve Our Shoppers

## INVESTING IN A DIGITAL EXPERIENCE THAT SERVICES CUSTOMERS AND DRIVES CENTER VISITS

- Three Ways to Shop offers a customized shopper experience: Tanger Virtual Shopper™, Shop In Store, and Curbside Pickup
- Exclusive Mobile App
- Real Time Text Deals & Offers for Instant Savings
- Strategic Email Marketing Campaigns Personalized to Deliver Results
- Responsive Website Built for Mobile and Desktop
- Loyalty Programs to Attract and Retain Shoppers
- Social Channel Growth and Influencer Programs



# Our Approach to Corporate Responsibility

Corporate responsibility is essential to Tanger’s success and to building a resilient, sustainable business that creates long-term value for all stakeholders.

We take a strategic approach to corporate responsibility that aligns with our business strategy. We continually seek out opportunities to integrate sustainability into our business practices, while addressing material issues.

Our goal is to utilize Environmental, Social and Governance (ESG) best practices in every aspect of our business. In 2020, we disclosed to both CDP (formerly, the Carbon Disclosure Project) and the Global Real Estate Sustainability Benchmark (GRESB) as first-year reporters. We are also currently assessing our climate-related governance and strategy, and beginning in 2021, we commit to implement, as fully as practicable, the recommendations of the Financial Stability Board’s Task Force on Climate-related Financial Disclosures (TCFD). We are incorporating the results and recommendations of these frameworks into our ESG strategy.

## OUR MATERIAL ISSUES - ESG PRIORITIES AND IMPACTS

We begin by identifying opportunities and risks arising from material issues that impact Tanger’s business and inform our ESG strategy. We then translate these material issues into operational priorities and processes across the company, and within functional areas. We openly engage with our key stakeholders to identify priority areas, while supporting the long-term health of the company. We also leverage external frameworks such as the Global Reporting Initiative (GRI) Standard: Core option, GRESB, the Sustainability Accounting Standards Board (SASB) and CDP, along with stakeholder, executive and board engagement, to help identify key ESG issues. In 2021, we have engaged a third party to conduct a comprehensive materiality assessment to further identify those issues that are of greatest relevance to the company and our stakeholders.

## ESG PRIORITIES - MATERIAL ISSUES INCLUDE:



Company Reputation



Environmental Risks



Diversity and Equal Opportunity



Operational Efficiencies



Culture



Corporate Governance

Along with Governance, the pillars of our corporate responsibility approach include:



### OUR PLANET

#### Minding Our Environmental Impact

The practices that enhance and differentiate our properties while considering the sustainability of our business and our planet



### OUR COMMUNITY

#### Contributing to Strong, Vibrant Communities

The improved quality of life we facilitate in our communities by actively serving and building partnerships with nonprofits and other community leaders



### OUR PEOPLE

#### Creating a Workplace Where All People Can Thrive

The long-term, trusting relationships we build with our team members

# 2020 Highlights & Accomplishments

As the impacts of the COVID-19 pandemic became evident, Tanger quickly took multiple steps to provide support for our retail partners, employees and the communities we serve, including:

Our proactive offer to all consolidated portfolio retail partners to defer 100% of April and May 2020 rents interest free until January and February 2021

Our commitment to preventing employee layoffs or furloughs while the majority of stores in our portfolio were closed by taking swift liquidity actions, including temporary compensation reductions for executives and the Board of Directors

Our hosting of nearly 100 community support events, including blood drives, food collections and supply donations, as well as the use of our facilities by law enforcement and emergency medical services as staging areas

Our rapid implementation of additional safety protocols to protect and support our employees, our retailers and our shoppers



In addition to our COVID-19 response, Tanger continued to focus on the key pillars of our corporate responsibility approach to address the issues most important to our key stakeholders: our shareholders, retail partners, community partners, employee team members and shoppers.



OUR PLANET	OUR COMMUNITY	OUR PEOPLE
<p>Enhanced transparency in ESG reporting by disclosing to CDP and GRESB as first-year reporters</p>	<p>OVER <b>\$21.2M</b> in charitable giving since 1994</p>	<p>Formed a Diversity, Equity and Inclusion (DE&amp;I) Council, whose goal is to make diversity a top-level focus in our company, our people, our places and our partners</p>
<p>Committed to implement, as fully as practicable, TCFD recommendations beginning in 2021</p>	<p>Established new partnerships with nonprofit organizations, including Delivering Good, Civic Alliance and HeadCount, to deliver critical basic needs and encourage civic engagement in our communities</p>	<p>Established strategic focus areas and objectives in support of making our diversity a strength in terms of people, education, and leadership and action</p>
<p>Continued the transition to LED lighting at our centers</p>		<p>Developed ongoing education and awareness initiatives to foster an inclusive workplace and provide resources for our team members</p>





FIRST QUARTER 2021



In the long-term, we expect tenant demand for outlet space to continue for developers with access to capital and the expertise to deliver new outlet projects



# External Growth Opportunities

Through Disciplined Development

We continue to monitor markets to identify attractive opportunities

## RIGOROUS DEVELOPMENT GUIDELINES

- At least 60% pre-leasing commitments with visibility to 75%
- Receipt of all required permits
- Acceptable return on cost hurdle

## UNDERPENETRATED INDUSTRY

- Supply of outlet centers in the U.S. remains favorable
- Currently an estimated 70 million square feet of quality space, which represents less than 1% of U.S. retail space

# Nashville TENNESSEE

## Potential Project

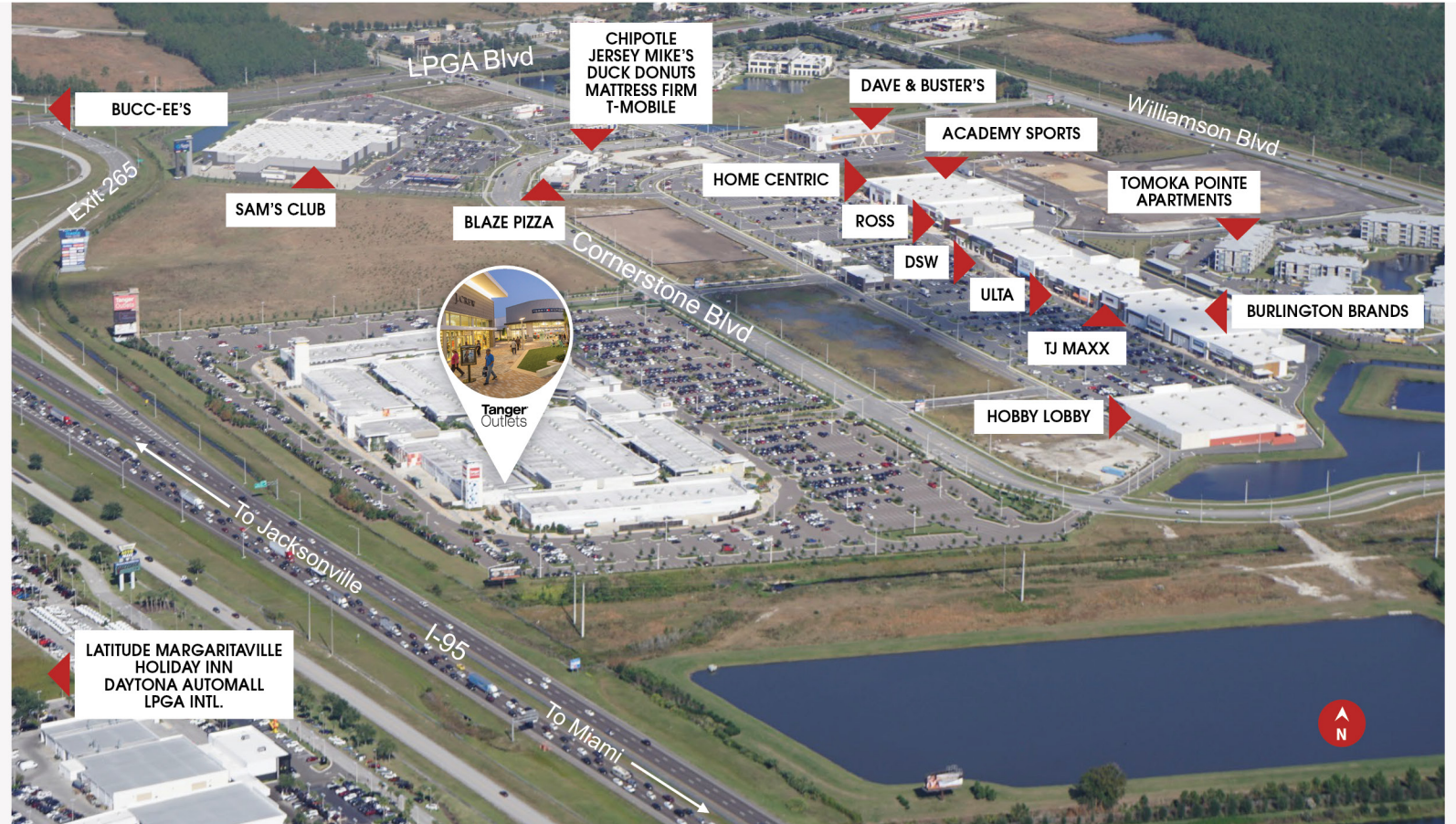
We are in due diligence process for a new Tanger Outlet Center in Nashville, Tennessee, one of the fastest growing MSAs in the country



Names of tenants and/or owners are representative only and are subject to change.



# Daytona Beach FLORIDA





# National Harbor

MARYLAND







# Financial Strategies

Maintain Manageable Schedule of Debt Maturities

Maintain Significant Unused Capacity Under Lines of Credit

Disciplined Development Approach – Will Not Build on Spec

Investment Grade Rated

Use Joint Ventures Opportunistically

Solid Coverage & Leverage Ratios

Funding Preference for Unsecured Financing – Limited Secured Financing

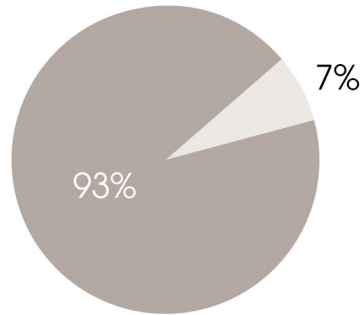
Generate Capital Internally (Cash Flow in Excess of Dividends Paid)

Limit Floating Rate Exposure



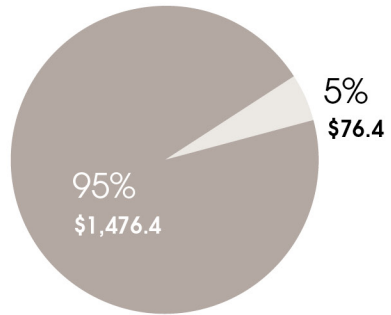
# Strong Balance Sheet

Limited Use of Secured Financing <sup>(1)</sup>



■ Square feet encumbered   ■ Square feet unencumbered

Limited Floating Rate Exposure <sup>(2, 3)</sup>



■ Variable rate debt   ■ Fixed rate debt

As of March 31, 2021

(1) Consolidated outlet centers

(2) Outstanding debt in millions, excludes debt discounts, premiums, origination costs and the Company's share of unconsolidated joint venture debt

(3) On April 30, 2021, Tanger's operating partnership, Tanger Properties Limited Partnership, completed the partial early redemption of \$150 million aggregate principal amount of its 3.875% senior notes due December 2023



# Quality Ratios

## IN COMPLIANCE WITH ALL DEBT COVENANTS

### KEY BOND COVENANTS

	ACTUAL	LIMIT
Total consolidated debt to adjusted total assets	45%	< 60%
Total secured debt to adjusted total assets	3%	< 40%
Total unencumbered assets to unsecured debt	212%	> 150%
Consolidated income available for debt service to annual debt service charge	3.7 x	> 1.5 x

### KEY LINES OF CREDIT AND TERM LOAN COVENANTS

	ACTUAL	LIMIT
Total liabilities to total adjusted asset value	37%	< 65%
Secured indebtedness to adjusted unencumbered asset value	5%	< 35%
EBITDA to fixed charges	3.3 x	> 1.5 x
Total unsecured indebtedness to adjusted unencumbered asset value	33%	< 65%
Unencumbered interest coverage ratio	3.7 x	> 1.5 x

*For a complete listing of all debt covenants related to the Company's Senior Unsecured Notes, Unsecured Lines of Credit and Term Loan, as well as definitions of the above terms, please refer to the Company's filings with the Securities and Exchange Commission.*

*As of March 31, 2021*

### Agency

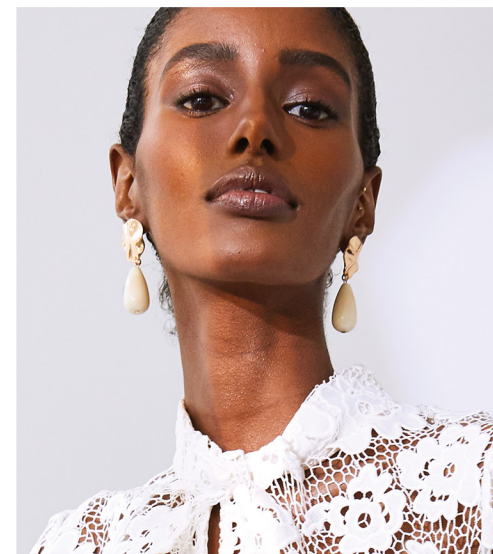
S&P  
Moody's

### Rating

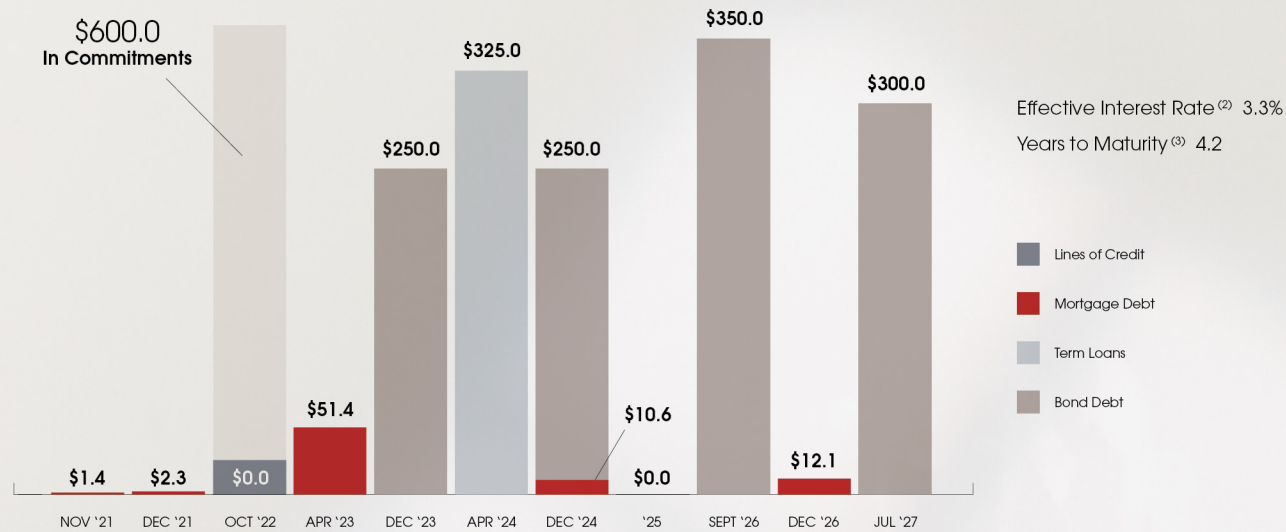
BBB-, stable outlook  
Baa3, stable outlook

### Latest Action

Revised on February 19, 2021  
Revised on April 14, 2021



# Manageable Maturities<sup>(1)</sup>



- Assumes all extension options are exercised; although some mortgage debt is amortizing, outstanding balance is shown in the month of final maturity
- Excludes debt discounts, premiums, and origination costs
- Excludes pro-rata share of debt maturities related to unconsolidated joint ventures

(1) On April 30, 2021, Tanger's operating partnership, Tanger Properties Limited Partnership, completed the partial early redemption of \$150 million aggregate principal amount of its 3.875% senior notes due December 2023, for \$163.0 million in cash, which included a make-whole premium of \$13.0 million

(2) Weighted average; includes the impact of discounts and premiums and interest rate swaps, as applicable. On April 14, 2021, Moody's lowered the company's credit rating to Baa3, stable. As the company no longer has a split rating between the rating agencies, the pricing over LIBOR for the lines of credit and term loan will increase to 1.20% and 1.25%, respectively, effective May 1, 2021

(3) Weighted average; includes applicable extensions available at the Company's option

As of March 31, 2021; in millions



# Earnings

\$ PER SHARE



- (1) Charts are based on net income loss and Core FFO available to common shareholders; refer to reconciliation of net income loss to FFO and Core FFO on pages 30-40
- (2) Net income available to common shareholders in 2019 was impacted by a gain on the sale of four outlet centers of \$43.4 million (\$0.44 per share), a non-cash impairment charge of \$37.6 million (\$0.39 per share), \$4.4 million (\$0.04 per share) of general and administrative expense for the accelerated recognition of compensation cost related to the retirement of an executive officer, and a foreign currency loss from the sale of a joint venture property of \$3.6 million (\$0.04 per share)
- (3) Net loss available to common shareholders in 2020 was impacted by non-cash impairment charges totaling \$70.3 million (\$0.76 per share) related to assets in Mashantucket (Foxwoods), Connecticut and Jeffersonville, Ohio and an asset in its Canadian joint venture, general and administrative expense of \$0.6 million (\$0.01 per share) for compensation costs related to a voluntary retirement plan, a gain on the sale of a non-core outlet center in Terrell, Texas of \$2.3 million (\$0.02 per share) and a gain on the sale of an outparcel at an asset in the Canadian joint venture of \$1.0 million (\$0.01 per share)
- (4) Net loss available to common shareholders in 1Q20 was impacted by a non-cash impairment charge of \$45.7 million (\$0.47 per share)
- (5) Net income available to common shareholders in 1Q21 was impacted by a \$3.7 million (\$0.04 per share) loss on the sale of a joint venture property, including foreign currency effect, and general and administrative expense of \$2.4 million (\$0.02 per share) for compensation costs related to a voluntary retirement plan and other executive severance





# Non-GAAP Supplemental Measures

**Funds From Operations (“FFO”)** is a widely used measure of the operating performance for real estate companies that supplements net income (loss) determined in accordance with generally accepted accounting principles in the United States (“GAAP”). We determine FFO based on the definition set forth by the National Association of Real Estate Investment Trusts (“NAREIT”), of which we are a member. In December 2018, NAREIT issued “NAREIT Funds From Operations White Paper - 2018 Restatement” which clarifies, where necessary, existing guidance and consolidates alerts and policy bulletins into a single document for ease of use. NAREIT defines FFO as net income (loss) available to the Company’s common shareholders computed in accordance with GAAP, excluding (i) depreciation and amortization related to real estate, (ii) gains or losses from sales of certain real estate assets, (iii) gains and losses from change in control, (iv) impairment write-downs of certain real estate assets and investments in entities when the impairment is directly attributable to decreases in the value of depreciable real estate held by the entity and (v) after adjustments for unconsolidated partnerships and joint ventures calculated to reflect FFO on the same basis.

FFO is intended to exclude historical cost depreciation of real estate as required by GAAP which assumes that the value of real estate assets diminishes ratably over time. Historically, however, real estate values have risen or fallen with market conditions. Because FFO excludes depreciation and amortization of real estate assets, gains and losses from property dispositions and extraordinary items, it provides a performance measure that, when compared year over year, reflects the impact to operations from trends in occupancy rates, rental rates, operating costs, development activities and interest costs, providing perspective not immediately apparent from net income (loss).

We present FFO because we consider it an important supplemental measure of our operating performance. In addition, a portion of cash bonus compensation to certain members of management is based on our FFO or Core FFO, which is described in the section below. We believe it is useful for

investors to have enhanced transparency into how we evaluate our performance and that of our management. In addition, FFO is frequently used by securities analysts, investors and other interested parties in the evaluation of REITs, many of which present FFO when reporting their results. FFO is also widely used by us and others in our industry to evaluate and price potential acquisition candidates. We believe that FFO payout ratio, which represents regular distributions to common shareholders and unit holders of the Operating Partnership expressed as a percentage of FFO, is useful to investors because it facilitates the comparison of dividend coverage between REITs. NAREIT has encouraged its member companies to report their FFO as a supplemental, industry-wide standard measure of REIT operating performance.

FFO has significant limitations as an analytical tool, and you should not consider it in isolation, or as a substitute for analysis of our results as reported under GAAP. Some of these limitations are:

- FFO does not reflect our cash expenditures, or future requirements, for capital expenditures or contractual commitments;
- FFO does not reflect changes in, or cash requirements for, our working capital needs;
- Although depreciation and amortization are non-cash charges, the assets being depreciated and amortized will often have to be replaced in the future, and FFO does not reflect any cash requirements for such replacements; and
- Other companies in our industry may calculate FFO differently than we do, limiting its usefulness as a comparative measure.

Because of these limitations, FFO should not be considered as a measure of discretionary cash available to us to invest in the growth of our business or our dividend paying capacity. We compensate for these limitations by relying primarily on our GAAP results and using FFO only as a supplemental measure.

# Non-GAAP Supplemental Measures

## Core FFO

If applicable, we present Core FFO as a supplemental measure of our performance. We define Core FFO as FFO further adjusted to eliminate the impact of certain items that we do not consider indicative of our ongoing operating performance. These further adjustments are itemized in the table below, if applicable. You are encouraged to evaluate these adjustments and the reasons we consider them appropriate for supplemental analysis. In evaluating Core FFO you should be aware that in the future we may incur expenses that are the same as or similar to some of the adjustments in this presentation. Our presentation of Core FFO should not be construed as an inference that our future results will be unaffected by unusual or non-recurring items.

We present Core FFO because we believe it assists investors and analysts in comparing our performance across reporting periods on a consistent basis by excluding items that we do not believe are indicative of our core operating performance. In addition, we believe it is useful for investors to have enhanced transparency into how we evaluate management's performance and the effectiveness of our business strategies. We use Core FFO when certain material, unplanned transactions occur as a factor in evaluating management's performance and to evaluate the effectiveness of our business strategies, and may use Core FFO when determining incentive compensation.

Core FFO has limitations as an analytical tool. Some of these limitations are:

- Core FFO does not reflect our cash expenditures, or future requirements, for capital expenditures or contractual commitments;
- Core FFO does not reflect changes in, or cash requirements for, our working capital needs;
- Although depreciation and amortization are non-cash charges, the assets being depreciated and amortized will often have to be replaced in the future, and Core FFO does not reflect any cash requirements for such replacements;
- Core FFO does not reflect the impact of certain cash charges resulting from matters we consider not to be indicative of our ongoing operations; and
- Other companies in our industry may calculate Core FFO differently than we do, limiting its usefulness as a comparative measure.

Because of these limitations, Core FFO should not be considered in isolation or as a substitute for performance measures calculated in accordance with GAAP. We compensate for these limitations by relying primarily on our GAAP results and using Core FFO only as a supplemental measure.



# Non-GAAP Supplemental Measures

## **Portfolio Net Operating Income and Same Center Net Operating Income**

We present portfolio net operating income ("Portfolio NOI") and same center net operating income ("Same Center NOI") as supplemental measures of our operating performance. Portfolio NOI represents our property level net operating income which is defined as total operating revenues less property operating expenses and excludes termination fees and non-cash adjustments including straight-line rent, net above and below market rent amortization, impairment charges and gains or losses on the sale of assets recognized during the periods presented. We define Same Center NOI as Portfolio NOI for the properties that were operational for the entire portion of both comparable reporting periods and which were not acquired, or subject to a material expansion or non-recurring event, such as a natural disaster, during the comparable reporting periods.

We believe Portfolio NOI and Same Center NOI are non-GAAP metrics used by industry analysts, investors and management to measure the operating performance of our properties because they provide performance measures directly related to the revenues and expenses involved in owning and operating real estate assets and provide a perspective not immediately apparent from net income (loss), FFO or Core FFO. Because Same Center NOI excludes properties developed, redeveloped, acquired and sold; as

well as non-cash adjustments, gains or losses on the sale of outparcels and termination rents; it highlights operating trends such as occupancy levels, rental rates and operating costs on properties that were operational for both comparable periods. Other REITs may use different methodologies for calculating Portfolio NOI and Same Center NOI, and accordingly, our Portfolio NOI and Same Center NOI may not be comparable to other REITs.

Portfolio NOI and Same Center NOI should not be considered alternatives to net income (loss) or as an indicator of our financial performance since they do not reflect the entire operations of our portfolio, nor do they reflect the impact of general and administrative expenses, acquisition-related expenses, interest expense, depreciation and amortization costs, other non-property income and losses, the level of capital expenditures and leasing costs necessary to maintain the operating performance of our properties, or trends in development and construction activities which are significant economic costs and activities that could materially impact our results from operations. Because of these limitations, Portfolio NOI and Same Center NOI should not be viewed in isolation or as a substitute for performance measures calculated in accordance with GAAP. We compensate for these limitations by relying primarily on our GAAP results and using Portfolio NOI and Same Center NOI only as supplemental measures.

# Non-GAAP Reconciliations

Below is a reconciliation of net income (loss) available to common shareholders to FFO available to common shareholders (in thousands, except per share information):	YEAR ENDED DECEMBER 31,	
	2020	2019
<b>NET INCOME (LOSS) AVAILABLE TO COMMON SHAREHOLDERS</b>	\$(36,970)	\$86,519
Noncontrolling interests in Operating Partnership	(1,925)	4,678
Noncontrolling interests in other consolidated partnerships	190	195
Allocation of earnings to participating securities	692	1,336
<b>NET INCOME (LOSS)</b>	<b>\$(38,013)</b>	<b>\$92,728</b>
Adjusted for:		
Depreciation and amortization of real estate assets – consolidated	114,021	120,856
Depreciation and amortization of real estate assets – unconsolidated joint ventures	12,024	12,512
Impairment charges – consolidated <sup>(1)</sup>	67,226	37,610
Impairment charge – unconsolidated joint ventures	3,091	—
Foreign currency loss from sale of joint venture property	—	3,641
Gain on sale of assets	(2,324)	(43,422)
<b>FFO</b>	<b>\$156,025</b>	<b>\$223,925</b>
FFO attributable to noncontrolling interests in other consolidated partnerships	(190)	(195)
Allocation of earnings to participating securities	(1,713)	(1,991)
<b>FFO AVAILABLE TO COMMON SHAREHOLDERS <sup>(2)</sup></b>	<b>\$154,122</b>	<b>\$221,739</b>
<b>FFO AVAILABLE TO COMMON SHAREHOLDERS PER SHARE – DILUTED <sup>(2)</sup></b>	<b>\$1.58</b>	<b>\$2.27</b>
Diluted weighted average common shares (for earnings per share computations)	92,618	92,808
Diluted weighted average common shares (for FFO and Core FFO per share computations) <sup>(2)</sup>	97,615	97,766

# Non-GAAP Reconciliations

Below is a reconciliation of FFO available to common shareholders to Core FFO available to common shareholders (in thousands, except per share information):	YEAR ENDED DECEMBER 31,	
	2020	2019
<b>FFO AVAILABLE TO COMMON SHAREHOLDERS <sup>(2)</sup></b>	<b>\$154,122</b>	<b>\$221,739</b>
As further adjusted for:		
Compensation related to voluntary retirement plan and executive officer retirement <sup>(3)</sup>	573	4,371
Gain on sale of outparcel - unconsolidated joint ventures	(992)	—
Impact of above adjustments to the allocation of earnings to participating securities	5	(35)
<b>CORE FFO AVAILABLE TO COMMON SHAREHOLDERS <sup>(2)</sup></b>	<b>\$153,708</b>	<b>\$226,075</b>
<b>CORE FFO AVAILABLE TO COMMON SHAREHOLDERS PER SHARE - DILUTED <sup>(2)</sup></b>	<b>\$1.57</b>	<b>\$2.31</b>
Diluted weighted average common shares (for FFO and Core FFO per share computations) <sup>(2)</sup>	97,615	97,766

# Non-GAAP Reconciliations

Below is a reconciliation of net income (loss) available to common shareholders to FFO available to common shareholders (in thousands, except per share information):	THREE MONTHS ENDED MARCH 31,	
	2021	2020
<b>NET INCOME (LOSS) AVAILABLE TO COMMON SHAREHOLDERS</b>	\$3,926	\$(27,398)
Noncontrolling interests in Operating Partnership	209	(1,427)
Noncontrolling interests in other consolidated partnerships	—	190
Allocation of earnings to participating securities	207	516
<b>NET INCOME (LOSS)</b>	<b>\$4,342</b>	<b>\$(28,119)</b>
Adjusted for:		
Depreciation and amortization of real estate assets – consolidated	27,554	28,801
Depreciation and amortization of real estate assets – unconsolidated joint ventures	2,996	3,018
Impairment charges – consolidated	—	45,675
Loss on sale of joint venture property, including foreign currency effect <sup>(4)</sup>	3,704	—
<b>FFO</b>	<b>\$38,596</b>	<b>\$49,375</b>
FFO attributable to noncontrolling interests in other consolidated partnerships	—	(190)
Allocation of earnings to participating securities	(392)	(516)
<b>FFO AVAILABLE TO COMMON SHAREHOLDERS <sup>(2)</sup></b>	<b>\$38,204</b>	<b>\$48,669</b>
<b>FFO AVAILABLE TO COMMON SHAREHOLDERS PER SHARE – DILUTED <sup>(2)</sup></b>	<b>\$0.38</b>	<b>\$0.50</b>
Diluted weighted average common shares (for earnings per share computations)	95,817	92,500
Diluted weighted average common shares (for FFO and Core FFO per share computations) <sup>(2)</sup>	100,611	97,411

# Non-GAAP Reconciliations

Below is a reconciliation of FFO available to common shareholders to Core FFO available to common shareholders (in thousands, except per share information):	THREE MONTHS ENDED MARCH 31,	
	2021	2020
<b>FFO AVAILABLE TO COMMON SHAREHOLDERS <sup>(2)</sup></b>	<b>\$38,204</b>	<b>\$48,669</b>
As further adjusted for:		
Compensation related to voluntary retirement plan and other executive severance <sup>(3)</sup>	2,418	—
Impact of above adjustment to the allocation of earnings to participating securities	(22)	—
<b>CORE FFO AVAILABLE TO COMMON SHAREHOLDERS <sup>(2)</sup></b>	<b>\$40,600</b>	<b>\$48,669</b>
<b>CORE FFO AVAILABLE TO COMMON SHAREHOLDERS PER SHARE – DILUTED <sup>(2)</sup></b>	<b>\$0.40</b>	<b>\$0.50</b>
Diluted weighted average common shares (for FFO and Core FFO per share computations) <sup>(2)</sup>	100,611	97,411

# Non-GAAP Reconciliations

Below is a reconciliation of net income (loss) to Portfolio NOI and Same Center NOI for the consolidated portfolio (In thousands):	YEAR ENDED DECEMBER 31,	
	2020	2019
<b>NET INCOME (LOSS)</b>	<b>\$(38,013)</b>	<b>\$92,728</b>
Adjusted to exclude:		
Equity in earnings of unconsolidated joint ventures	(1,126)	(7,839)
Interest expense	63,142	61,672
Gain on sale of assets	(2,324)	(43,422)
Other (income) expense	(925)	2,761
Impairment charges	67,226	37,610
Depreciation and amortization	117,143	123,314
Other non-property expenses	1,359	1,049
Corporate general and administrative expenses	48,172	53,881
Non-cash adjustments <sup>(6)</sup>	6,170	(6,237)
Lease termination fees	(12,125)	(1,615)
<b>PORTFOLIO NOI</b>	<b>\$248,699</b>	<b>\$313,902</b>
Non-same center NOI <sup>(6)</sup>	(728)	(5,993)
<b>SAME CENTER NOI</b>	<b>\$247,971</b>	<b>\$307,909</b>

# Non-GAAP Reconciliations

Below is a reconciliation of net income (loss) to Portfolio NOI and Same Center NOI for the consolidated portfolio (in thousands):	THREE MONTHS ENDED MARCH 31,		% Change
	2021	2020	
<b>NET INCOME (LOSS)</b>	<b>\$4,342</b>	<b>\$(28,119)</b>	<b>(115.4)%</b>
Adjusted to exclude:			
Equity in earnings of unconsolidated joint ventures	(1,769)	(1,527)	
Interest expense	14,362	15,196	
Other (income) expense	3,505	(220)	
Impairment charges	—	45,675	
Depreciation and amortization	28,150	29,417	
Other non-property (income) expenses	(400)	139	
Corporate general and administrative expenses	16,770	12,579	
Non-cash adjustments <sup>(6)</sup>	844	(1,502)	
Lease termination fees	(673)	(164)	
<b>PORTFOLIO NOI</b>	<b>\$65,131</b>	<b>\$71,474</b>	
Non-same center NOI <sup>(6)</sup>	(83)	(741)	
<b>SAME CENTER NOI</b>	<b>\$65,048</b>	<b>\$70,733</b>	<b>(8.0)%</b>

# Non-GAAP Reconciliations

- (1) Includes \$4.0 million for 2020 of impairment loss attributable to the right-of-use asset associated with the ground lease at the Mashantucket (Foxwoods), Connecticut outlet center.
- (2) Assumes the Class A common limited partnership units of the Operating Partnership held by the noncontrolling interests are exchanged for common shares of the Company. Each Class A common limited partnership unit is exchangeable for one of the Company's common shares, subject to certain limitations to preserve the Company's REIT status.
- (3) For 2019, represents the accelerated recognition of compensation cost entitled to be received by the Company's former President and Chief Operating Officer per the terms of a transition agreement executed in connection with his retirement. For 2020 and 2021, includes compensation cost related to a voluntary retirement plan offer that required eligible participants to give notice of acceptance by December 1, 2020 for an effective retirement date of March 31, 2021.
- (4) Includes a \$3.6 million charge related to the foreign currency effect of the sale of the Saint-Sauveur, Quebec property by the RioCan joint venture in March 2021.
- (5) Non-cash items include straight-line rent, above and below market rent amortization, straight-line rent expense on land leases and gains or losses on outparcel sales, as applicable.
- (6) Consolidated centers excluded from Same Center NOI:

YEAR ENDED DECEMBER 31, 2020 AND 2019		THREE MONTHS ENDED MARCH 31, 2021 and 2020	
OUTLET CENTERS SOLD:		OUTLET CENTERS SOLD:	
Nags Head, Ocean City, Park City, Williamsburg	March 2019	Terrell	August 2020
Terrell	August 2020	Jeffersonville	January 2021





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## About Tanger Factory Outlet Centers, Inc.

Tanger Factory Outlet Centers, Inc. (NYSE: SKT) is a leading operator of upscale open-air outlet centers that owns, or has an ownership interest in, a portfolio of 36 centers. Tanger's operating properties are located in 20 states and in Canada, totaling approximately 13.6 million square feet, leased to over 2,500 stores operated by more than 500 different brand name companies. The Company has more than 40 years of experience in the outlet industry and is a publicly-traded REIT. For more information on Tanger Outlet Centers, call 1-800-4TANGER or visit the Company's website at [www.TangerOutlets.com](http://www.TangerOutlets.com).