



# Q3 Fiscal 2021

Earnings Presentation



JANUARY 27, 2021

# Safe Harbor Statement

Certain statements included in this presentation are "forward-looking statements" within the meaning of the federal securities laws. Forward-looking statements are made based on our expectations and beliefs concerning future events impacting VF and therefore involve several risks and uncertainties. You can identify these statements by the fact that they use words such as "will," "anticipate," "estimate," "expect," "should," and "may" and other words and terms of similar meaning or use of future dates, however, the absence of these words or similar expressions does not mean that a statement is not forward-looking. All statements regarding VF's plans, objectives, projections and expectations relating to VF's operations or financial performance, and assumptions related thereto are forward-looking statements. We caution that forward-looking statements are not guarantees and that actual results could differ materially from those expressed or implied in the forward-looking statements. VF undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law. Potential risks and uncertainties that could cause the actual results of operations or financial condition of VF to differ materially from those expressed or implied by forward-looking statements include, but are not limited to: risks arising from the widespread outbreak of an illness or any other communicable disease, or any other public health crisis, including the coronavirus (COVID-19) global pandemic; the level of consumer demand for apparel, footwear and accessories; disruption to VF's distribution system; the financial strength of VF's customers; fluctuations in the price, availability and quality of raw materials and contracted products; disruption and volatility in the global capital and credit markets; VF's response to changing fashion trends, evolving consumer preferences and changing patterns of consumer behavior; intense competition from online retailers; manufacturing and product innovation; increasing pressure on margins; VF's ability to implement its business strategy; VF's ability to grow its international and direct-to-consumer businesses; retail industry changes and challenges; VF's and its vendors' ability to maintain the strength and security of information technology systems; the risk that VF's facilities and systems and those of our third-party service providers may be vulnerable to and unable to anticipate or detect data security breaches and data or financial loss; VF's ability to properly collect, use, manage and secure consumer and employee data; foreign currency fluctuations; stability of VF's manufacturing facilities and foreign suppliers; continued use by VF's suppliers of ethical business practices; VF's ability to accurately forecast demand for products; continuity of members of VF's management; VF's ability to protect trademarks and other intellectual property rights; possible goodwill and other asset impairment; maintenance by VF's licensees and distributors of the value of VF's brands; VF's ability to execute and integrate acquisitions, including the recently acquired *Supreme*<sup>®</sup> brand; changes in tax laws and liabilities; legal, regulatory, political and economic risks; the risk of economic uncertainty associated with the exit of the United Kingdom from the European Union ("Brexit") or any other similar referendums that may be held; adverse or unexpected weather conditions; VF's indebtedness and its ability to obtain financing on favorable terms, if needed, could prevent VF from fulfilling its financial obligations; climate change and increased focus on sustainability issues; and risks associated with the spin-off of our Jeanswear business completed on May 22, 2019, including the risk that VF will not realize all of the expected benefits of the spin-off; the risk that the spin-off will not be tax-free for U.S. federal income tax purposes; and the risk that there will be a loss of synergies from separating the businesses that could negatively impact the balance sheet, profit margins or earnings of VF. More information on potential factors that could affect VF's financial results is included from time to time in VF's public reports filed with the SEC, including VF's Annual Report on Form 10-K, and Quarterly Reports on Form 10-Q, and Forms 8-K filed or furnished with the SEC.

# GAAP to Non-GAAP

All numbers and information presented are on a continuing operations basis, and thus exclude the Occupational Workwear and Jeans businesses. Additionally, unless otherwise noted, all numbers are on an “adjusted” basis which excludes transaction and deal related expenses associated primarily with the acquisition of Supreme Holdings, Inc., costs related to a transformation initiative for our Asia-Pacific regional operations, certain cost optimization activities indirectly related to the strategic review of the Occupational Workwear business and costs related to strategic business decisions in South America, the operating results of jeanswear wind down activities in South America post the separation of Kontoor Brands and noncash non-operating expenses related to the release of certain currency translation amounts associated with the wind down activities in South America.

This presentation also refers to “reported” amounts in accordance with U.S. generally accepted accounting principles (“GAAP”), which include translation and transactional impacts from foreign currency exchange rates. This release also refers to “constant dollar” amounts, which exclude the impact of translating foreign currencies into U.S. dollars. Unless otherwise noted, “reported” and “constant dollar” are the same. Reconciliations of GAAP to Non-GAAP measures are presented in the Appendix to this presentation. These reconciliations identify and quantify all excluded items, and provide management’s view of why this information is useful to investors.

This presentation refers to comparable store growth rates (“comps”). Comparable store status is determined on a monthly basis. Comparable store sales include the revenues of stores that have been in operation for more than twelve months. Temporarily closed stores are excluded from the comparable store sales calculation during the month of closure. A temporary closure is defined as any store closed more than six days in the reportable month, which includes those resulting from the COVID-19 outbreak.

Free cash flow represents adjusted cash flow from operating activities, less capital expenditures.

Please refer to the press release dated January 27, 2021 for more information.

# VF Purpose

## WE POWER MOVEMENTS OF SUSTAINABLE AND ACTIVE LIFESTYLES FOR THE BETTERMENT OF PEOPLE AND OUR PLANET



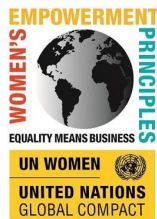
**Named to Forbes JUST 100**  
(out of 1,000 largest US public companies)



**Named one of the 2020+ Top Companies for Executive Women**  
by Working Mother Media



VF announced commitment to the **United Nations Global Compact**



VF announced commitment to the **Women's Empowerment Principles**



**Awarded the Corporate Change-Maker Award**  
by Colorado Women's Chamber of Commerce



**Timberland® awarded Sustainability Leadership Award**  
by Footwear News

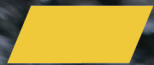
# Fiscal 2024 Global Business Strategy

**DRIVE AND  
OPTIMIZE OUR  
PORTFOLIO**

**DISTORT TO  
ASIA**

**ELEVATE  
DIRECT  
CHANNELS**

**ACCELERATE CONSUMER-MINDED, RETAIL-  
CENTRIC, HYPER-DIGITAL BUSINESS MODEL  
TRANSFORMATION**



# COVID-19 Update



# COVID-19 Operational Update as of 1/25/21

<b>North America</b>	<ul style="list-style-type: none"><li>▪ Offices open with limited capacity; two locations remain closed</li><li>▪ &gt;95% of retail stores were open at the beginning of the third quarter, with all stores re-opened by mid-October. ~15% of stores were re-closed by the end of the third quarter. The majority of the closures were Vans® stores, predominantly based in California. In addition, other stores are operating with reduced capacity</li><li>▪ Stores have begun to re-open since the end of the quarter, currently &lt;10% of stores are closed</li></ul>
<b>EMEA</b>	<ul style="list-style-type: none"><li>▪ Offices open with limited capacity; one office remains closed</li><li>▪ Nearly all retail stores were open at the beginning of the third quarter. ~50% of stores were re-closed by the end of the third quarter</li><li>▪ Additional stores re-closed since the end of the quarter, currently &gt;60% of stores are closed</li></ul>
<b>APAC</b>	<ul style="list-style-type: none"><li>▪ The majority of offices are open; 5 countries have mandatory work-from-home orders</li><li>▪ Nearly all stores remain open</li></ul>
<b>Digital Business</b>	<ul style="list-style-type: none"><li>▪ Remains operational in all geographic regions</li></ul>
<b>Distribution Centers</b>	<ul style="list-style-type: none"><li>▪ In accordance with local government guidelines, DCs are operational and maintaining enhanced health and safety protocols</li></ul>
<b>Supply Chain</b>	<ul style="list-style-type: none"><li>▪ The majority of VF's supply chain is currently operational; suppliers are complying with local public health advisories and governmental restrictions which has resulted in isolated product delays, VF is working with its suppliers to minimize disruption</li></ul>



**Q3'21  
Business & Financial  
Performance**



Q3'21

# Business Performance



Revenue

**\$3.0B**

-6% / -8% C\$

Adjusted  
Gross Margin

**55.7%**

-150bps / -160bps C\$

Vans®

**-6% / -8% C\$**

The North Face®

**Flat / -2% C\$**

DTC

**-2% / -4% C\$**

Digital +53% / +49% C\$

Greater China

**+18% / +11% C\$**

Mainland China +22% / +15% C\$

Q3'21

# Financial Performance



Revenue

**\$3.0B**

Adjusted  
Gross Margin

**55.7%**

Adjusted  
Operating  
Margin

**15.4%**

Adjusted  
Earnings  
Per Share\*

**\$0.93**

Q3'21

# Financial Summary



<i>\$ in millions; except EPS</i>	Q3'20	Q3'21	YOY CHANGE
<b>ADJUSTED REVENUE</b>	\$3,155	\$2,972	-6%
<b>ADJUSTED GROSS MARGIN</b>	57.2%	55.7%	-150 bps
<b>ADJUSTED OPERATING INCOME</b>	\$556	\$458	-18%
<b>ADJUSTED OPERATING MARGIN</b>	17.6%	15.4%	-220 bps
<b>ADJUSTED NET INCOME</b>	\$462	\$366	-21%
<b>ADJUSTED EARNINGS PER SHARE— DILUTED</b>	\$1.15	\$0.93	-19%

Q3'21

# Strategic Growth Drivers



## Big 4 Brands

-5%  
-7% C\$



## International

flat  
-4% C\$

## DTC

-2%  
-4% C\$

## DTC Digital

+53%  
+49% C\$

# Q3'21: Revenue Breakdown

TOTAL

\$2,972 M

-6% Reported



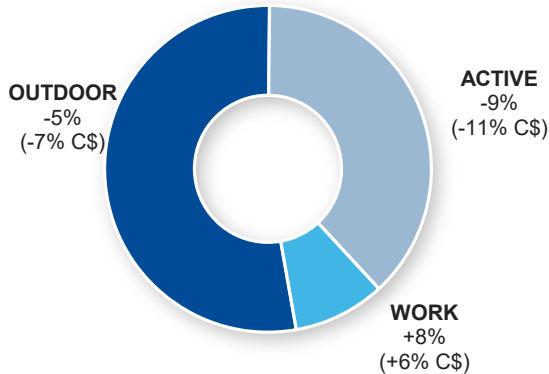
REVENUE -8% C\$

BIG 4 BRANDS -5% (-7% C\$), with Vans® -6% (-8% C\$), The North Face® flat (-2% C\$), Timberland® -14% (-17% C\$), and Dickies® +9% (+7% C\$)

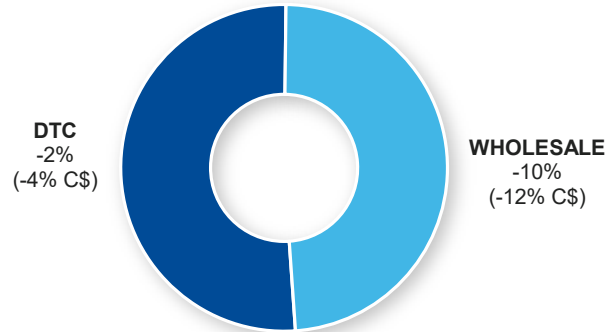
INTERNATIONAL flat (-4% C\$), with Greater China +18% (+11% C\$), including Mainland China +22% (+15% C\$), and EMEA +1% (-4% C\$)

DTC -2% (-4% C\$) with DIGITAL +53% (+49% C\$)

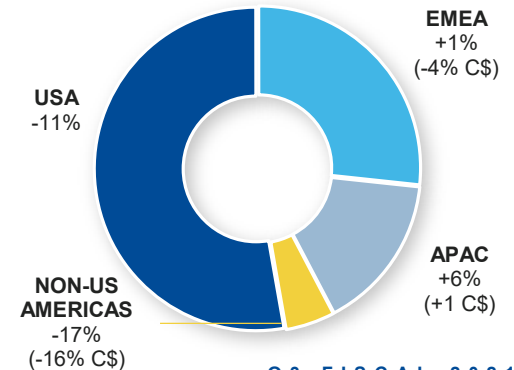
BY SEGMENT



BY CHANNEL



BY REGION



Q3'21

# Big Four Brand Revenue



**VANS**  
"OFF THE WALL"

-6%  
-8% C\$

THE  
NORTH  
FACE

flat  
-2% C\$

Timberland 

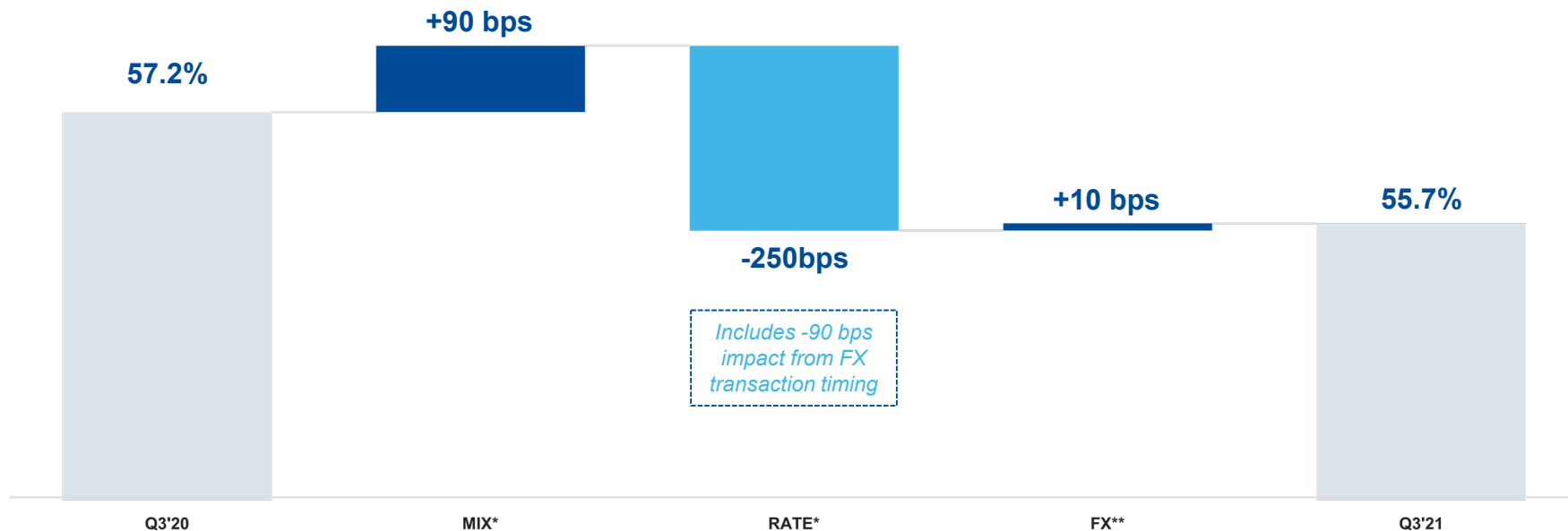
-14%  
-17% C\$

**Dickies**

+9%  
+7% C\$

Q3'21

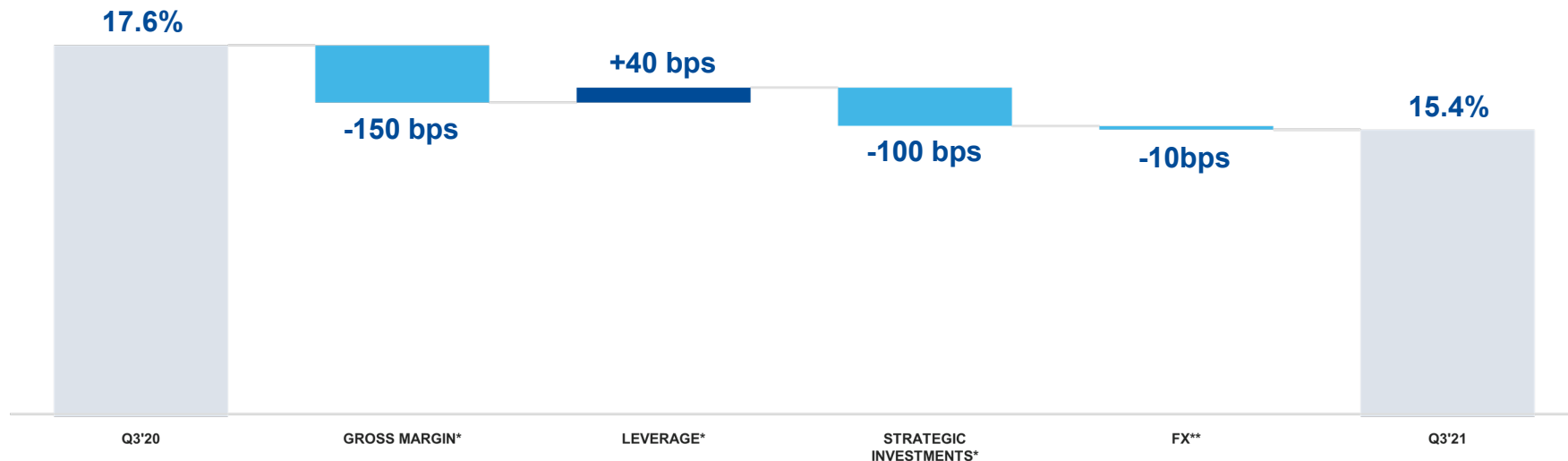
# Gross Margin Bridge



Note: Gross Margin on an adjusted basis  
\*Numbers on an adjusted organic basis  
\*\* Reflects the impact of FX translation only

Q3'21

# Operating Margin Bridge



Note: Operating Margin on an adjusted basis

\*Numbers on an adjusted organic basis

\*\* Reflects the impact of FX translation only





# Q3'21 Brand Performance

Q3'21

**Vans®**

# Global Performance

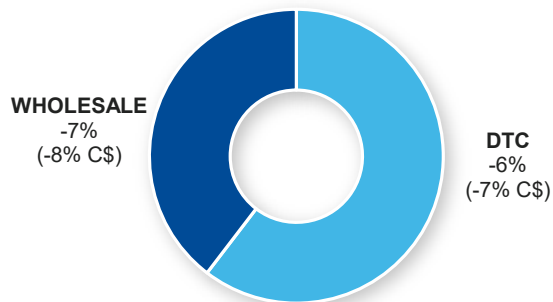


**-6%**

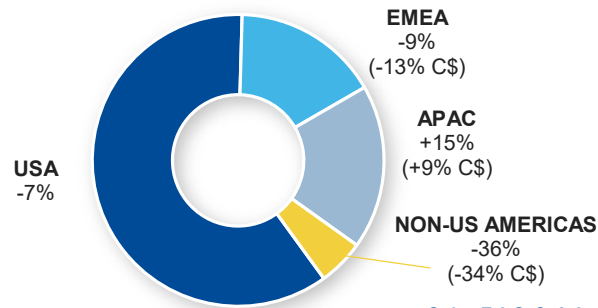
## REVENUE DECREASED -6% (-8% C\$)

- DTC Digital +52% (+48% C\$), DTC B&M -29% (-30% C\$) due to store re-closures (>15% of DTC stores were re-closed at the end of Q3)
- APAC +15% (+9% C\$), led by +28% (+21% C\$) growth in Greater China, including +29% (+21% C\$) growth in Mainland China
- Relative strength in Progression Footwear driven by MTE and UltraRange™ styles
- Vans Family® member base continued to grow with membership nearing 14M globally
- FY21 revenue now expected to decline <15% on a reported basis; Q4 revenue expected to increase low double-digit %

## BY CHANNEL



## BY REGION



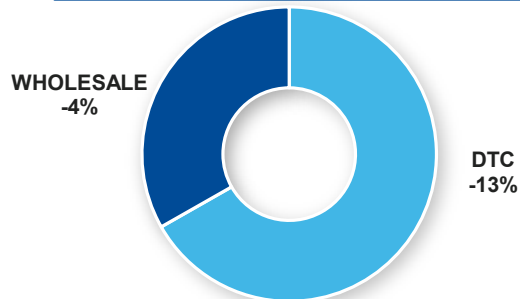
Q3'21

Vans®

# Regional Performance

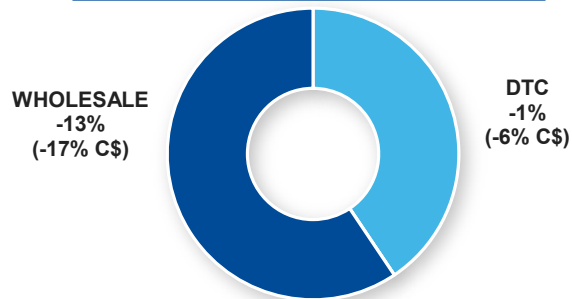


## AMERICAS -10%



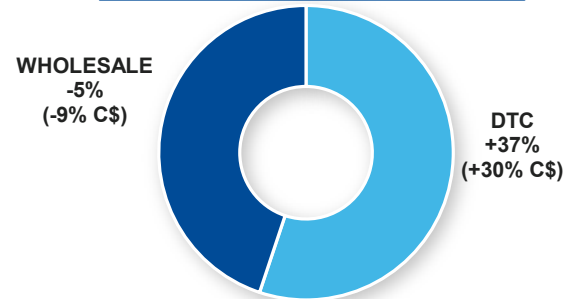
- DTC Digital +43% driven by strong conversion and an increase in average order size
- Vans Family® members drove nearly 50% of US DTC sales
- Buy-online-pick-up-in-store active in 70% of DTC B&M stores
- Relative strength in Progression Footwear driven by all weather MTE and UltraRange™
- Strong consumer engagement with new product drops, collabs (Anderson Paak, MoMA) and purpose-driven messages

## EUROPE -9% (-13% C\$)



- On average, ~19% of DTC B&M doors were closed during the quarter
- DTC Digital +56% C\$ with strong conversion
- DTC B&M declined due to store re-closures and stricter lockdown measures across the region
- Progression Footwear growth primarily driven by MTE launch

## APAC +15% (+9% C\$)



- DTC Digital +58% C\$ led by successful Tmall digital events including Singles Day
- Vans ranked No.1 among Top 30 brands on Tmall during Singles Day, gaining 700k new consumers
- Both Mainland China and Greater China grew +21% C\$
- Vans Customs launched as first customization engine on Tmall
- Successful soft-opening of first APAC flagship store in Shanghai, China

Q3'21

# The North Face® Global Performance



flat

## REVENUE FLAT (-2% C\$)

- DTC Digital +64% (+61% C\$) with accelerated growth across all regions
- Sequential improvement in the Americas; EMEA and APAC return to growth
- Balanced performance across On Mountain and Off Mountain product; *Gucci*® collab launch drove brand heat
- Inventory availability improving, but remains abnormally low
- Futurelight™ expanded to broader product assortment; triple-digit growth versus prior year launch
- **FY21 revenue now expected to decline <10% on a reported basis; Q4 revenue expected to increase >20%**

## BY CHANNEL

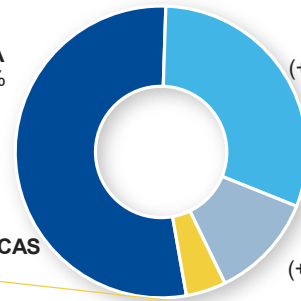
WHOLESALE  
-6%  
(-8% C\$)



DTC  
+5%  
(+3% C\$)

## BY REGION

USA  
-13%



EMEA  
+22%  
(+17% C\$)

NON-US AMERICAS  
+4%

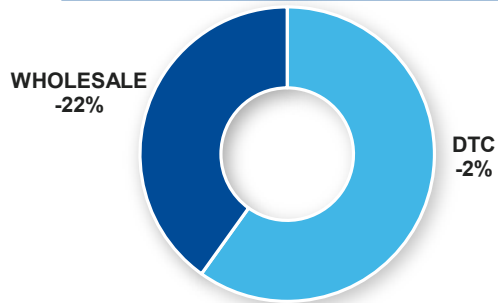
APAC  
+16%  
(+10% C\$)

Q3'21

# The North Face® Regional Performance

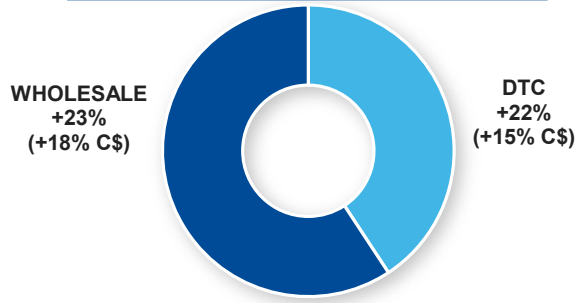


## AMERICAS -12%



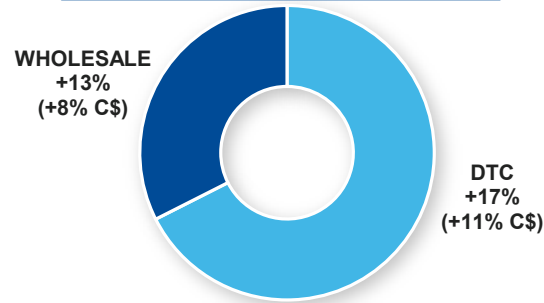
- DTC Digital +56% C\$
- Relative strength in Mountain Lifestyle, Youth Apparel, activity-based Footwear and Equipment
- VIPeak loyalty program member growth +>90%
- Continued strength from Health Care/First Responder Program

## EUROPE +22% (+17% C\$)



- On average, ~25% of DTC B&M doors were closed during the quarter
- DTC Digital +112% C\$ with triple-digit growth in Women's
- Continued acceleration from key Digital Wholesale partners
- Growth across both On and Off Mountain product territories, with an acceleration in Lifestyle categories

## APAC +16% (+10% C\$)



- DTC Digital +24% C\$
- Continued Momentum in Mainland China +16% C\$
- Strong performance on Digital mega-events, including Singles Day
- Robust growth in Mountain Lifestyle product portfolio

Q3'21

# Timberland® Global Performance

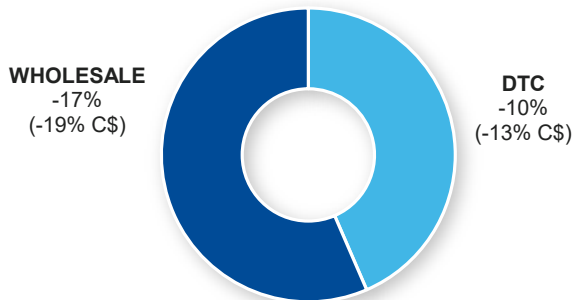


-14%

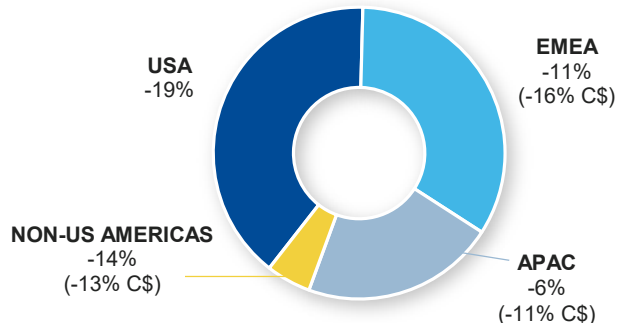
## REVENUE DECREASED -14% (-17% C\$)

- DTC -10% (-13% C\$), including +37% (+32% C\$) growth in DTC Digital
- Growth from Timberland PRO® and Outdoor Footwear
- Sell-through momentum with strategic wholesale partners; inventory levels low
- Generated brand heat through successful collaborations (Bee Line, Supreme®, Desus & Mero, Chinatown Market)
- **FY21 revenue still expected to decline <19% on a reported basis; Q4 revenue expected to increase mid-single digit %**

### BY CHANNEL



### BY REGION

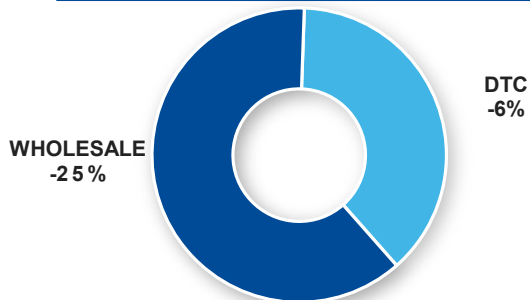


Q3'21

# Timberland® Regional Performance



AMERICAS -19% (-18% C\$)

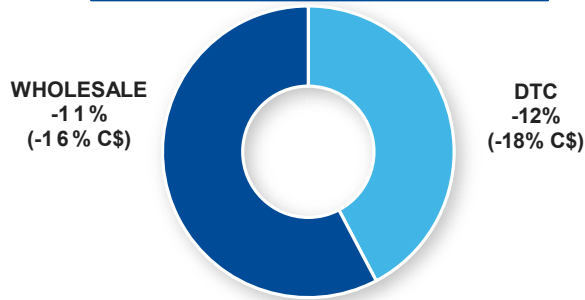


DTC  
-6%

WHOLESALE  
-25%

- DTC Digital growth of +45% C\$
- Sell-through momentum with strategic wholesale partners
- Relative strength in Non-Classics Footwear driven by Outdoor
- Low-single-digit growth in Timberland PRO® driven by Digital +115% following successful launch of Work Summit boot and Hypercore jacket

EUROPE -11% (-16% C\$)

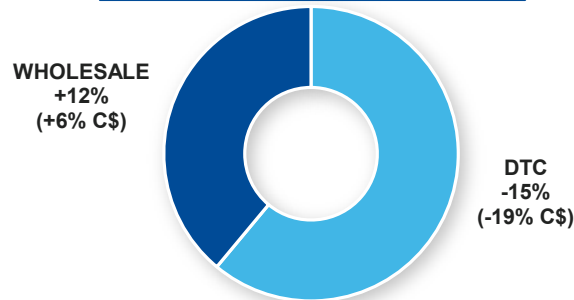


DTC  
-12%  
(-18% C\$)

WHOLESALE  
-11%  
(-16% C\$)

- On average, ~46% of DTC B&M doors were closed during the quarter
- DTC Digital growth of +59% C\$
- Growth in Outdoor Footwear
- Successful prelaunch of TrueCloud™ Non-Classic eco-friendly footwear

APAC -6% (-11% C\$)



DTC  
-15%  
(-19% C\$)

WHOLESALE  
+12%  
(+6% C\$)

- Solid performance in Mainland China
- Strong new customer growth during Digital mega-events
- Mid-single digit growth in Korea; building strategic alliances with Digital platforms in the country
- Growth in Classics Footwear

Q3'21

# Dickies® Global Performance

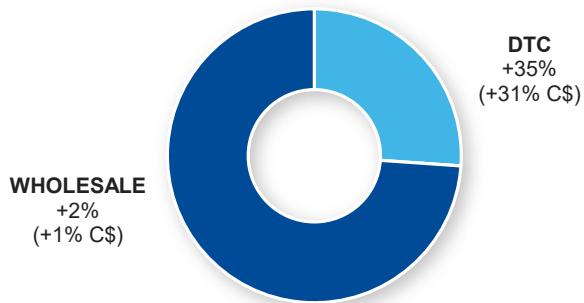


+9%

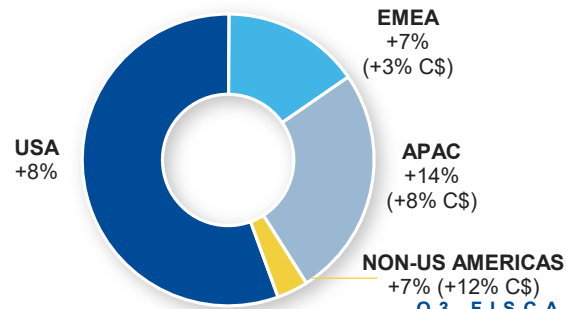
## REVENUE INCREASED +9% (+7% C\$)

- DTC Digital +37% (+33% C\$)
- Solid performance in all geographic regions, balanced growth across channels
- Growth in APAC led by +16% (+9% C\$) growth in Greater China, including +12% (+6% C\$) in Mainland China
- Work-inspired lifestyle product up double-digits across all regions
- FY21 revenue still expected to increase >7% on a reported basis; Q4 revenue expected to increase mid-teen %

### BY CHANNEL



### BY REGION





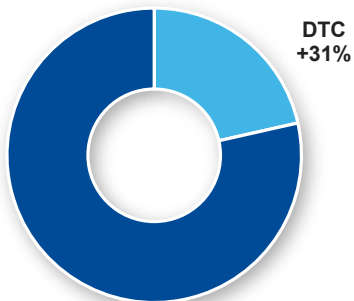
Q3'21

**Dickies®**

# Regional Performance

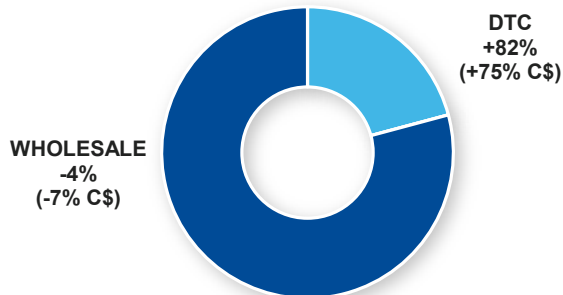


## AMERICAS +8%



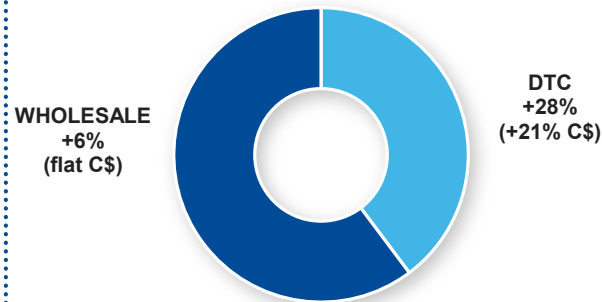
- DTC Digital +37%
- Strong performance with strategic wholesale partners
- Launched Duratech and Performance Men's Workwear lines
- Dickies.com introduced Women's Workwear

## EUROPE +7% (+3% C\$)



- On average, ~27% of DTC B&M doors were closed during the quarter
- DTC Digital +139% C\$ with strength across categories
- Strong performance from iconic Work Lifestyle product portfolio
- Continued momentum with key Digital partners; strong new customer acquisition

## APAC +14% (+8% C\$)



- DTC performance strong across Digital (+11% C\$) and B&M (+14% C\$)
- Continued momentum in Work Lifestyle product assortment
- Strong consumer interest and brand awareness in new markets



# FY'21 Update

# FY'21 Expected Business Evolution



1Q21

- ✓ North America and EMEA begin to reopen
- ✓ Continued steady improvement in APAC
- ✓ Highly promotional marketplace
- ✓ Ongoing retail disruption expected

2Q21

- ✓ North America re-opening in flux
- ✓ Continued steady improvement in EMEA
- ✓ APAC returns to growth
- ✓ Highly promotional marketplace
- ✓ Ongoing retail disruption expected

3Q21

- ✓ Steady improvement in North America
- ➔ EMEA stabilizes
- ✓ APAC growth accelerates
- ✓ Highly promotional marketplace
- ✓ Ongoing retail disruption expected

4Q21

- North America stabilizes
- On a normalized basis, EMEA begins to return to growth
- APAC returns to more normalized growth
- Promotional environment begins to normalize
- Ongoing retail disruption expected

Acceleration of Hyper-Digital Transformation

# Supreme<sup>®</sup> Acquisition Completed on December 28, 2020

## Expected Accretion

	FISCAL 2021	FISCAL 2022
REVENUE	~\$125M	>\$500M
ADJUSTED EARNINGS PER SHARE*	~\$0.05	>\$0.20

# Fiscal Year 2021 Outlook – Including Supreme®



Revenue

**\$9.1B - \$9.2B**

PREVIOUSLY >**\$9.0B**

Adjusted  
Earnings Per  
Share\*

**~\$1.30**

PREVIOUSLY >**\$1.20**

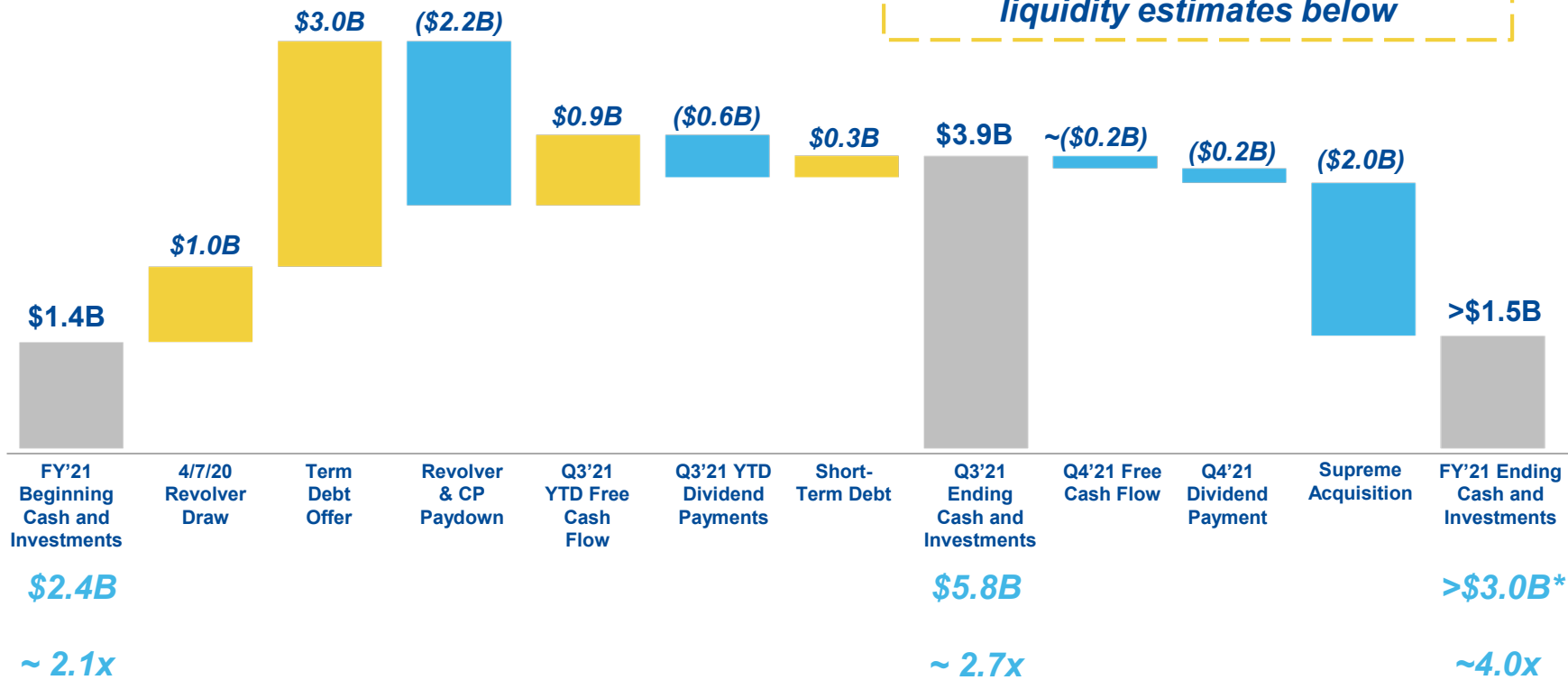
Adjusted Free  
Cash Flow

**~\$650M**

PREVIOUSLY >**\$600M**

# FY'21 Cash Evolution

*Net proceeds from Occupational Work divestiture incremental to liquidity estimates below*



\*Includes anticipated revolver capacity.

1: Liquidity represents total balance sheet cash and investments in addition to undrawn capacity under \$2.25B senior unsecured revolving line of credit which includes a \$750M reserve requirement.

2: The net leverage metric represents adjusted debt, reduced by total balance sheet cash and investments, relative to adjusted EBITDA. Debt and EBITDA adjustments are consistent with published rating agency methodology.



# Appendix

# Appendix: GAAP to Non-GAAP

**VF CORPORATION**  
**Supplemental Financial Information**  
**Reconciliation of Select GAAP Measures to Non-GAAP Measures - Three Months Ended December 2020**  
**(Unaudited)**

(In thousands, except per share amounts)

<b>Three Months Ended December 2020</b>	<b>As Reported under GAAP</b>	<b>Transaction and Deal Related Costs <sup>(a)</sup></b>	<b>Specified Strategic Business Decisions <sup>(b)</sup></b>	<b>Adjusted</b>
<b>Revenues</b>	\$ 2,971,541	\$ -	\$ -	\$ 2,971,541
<b>Gross profit</b>	1,626,517	-	27,936	1,654,453
<i>Percent</i>	54.7 %			55.7 %
<b>Operating income</b>	411,999	6,680	39,378	458,057
<i>Percent</i>	13.9 %			15.4 %
<b>Diluted earnings per share from continuing operations <sup>(c)</sup></b>	0.83	0.01	0.09	0.93

(a) Transaction and deal related costs include expenses associated with the acquisition of Supreme Holdings, Inc. of \$6.6 million for the three months ended December 2020. Transaction and deal related costs also include expenses associated with the anticipated sale of the Occupational Workwear business of \$0.1 million, that did not meet the criteria for discontinued operations, for the three months ended December 2020. The transaction and deal related costs resulted in a net tax benefit of \$1.7 million in the three months ended December 2020.

(b) Specified strategic business decisions for the three months ended December 2020 include costs related to a transformation initiative for our Asia-Pacific regional operations of \$20.3 million. Specified strategic business decisions also include cost optimization activities and other charges indirectly related to the strategic review of the Occupational Workwear business, which totaled \$19.1 million during the three months ended December 2020. The specified strategic business decisions resulted in a net tax benefit of \$5.7 million in the three months ended December 2020.

(c) Amounts shown in the table have been calculated using unrounded numbers. The diluted earnings per share impacts were calculated using 392,851,000 weighted average common shares for the three months ended December 2020.

**Non-GAAP Financial Information**

The financial information above has been presented on a GAAP basis and on an adjusted basis, which excludes the impact of transaction and deal related costs and activity related to specified strategic business decisions. The adjusted presentation provides non-GAAP measures. Management believes these measures provide investors with useful supplemental information regarding VF's underlying business trends and the performance of VF's ongoing operations and are useful for period-over-period comparisons of such operations.

Management uses the above financial measures internally in its budgeting and review process and, in some cases, as a factor in determining compensation. While management believes that these non-GAAP financial measures are useful in evaluating the business, this information should be considered as supplemental in nature and should be viewed in addition to, and not in lieu of or superior to, VF's operating performance measures calculated in accordance with GAAP. In addition, these non-GAAP financial measures may not be the same as similarly titled measures presented by other companies.



# Appendix: GAAP to Non-GAAP

**VF CORPORATION**  
**Supplemental Financial Information**  
**Reconciliation of Select GAAP Measures to Non-GAAP Measures - Three Months Ended December 2019**  
**(Unaudited)**  
**(In thousands, except per share amounts)**

<b>Three Months Ended December 2019</b>	<b>As Reported under GAAP</b>	<b>Transaction and Deal Related Costs <sup>(a)</sup></b>	<b>Relocation and Specified Strategic Business Decisions <sup>(b)</sup></b>	<b>Pension Settlement Charge <sup>(c)</sup></b>	<b>Adjusted</b>
<b>Revenues</b>	\$ 3,155,723	\$ -	\$ (231)	\$ -	\$ 3,155,492
<b>Gross profit</b>	1,804,070	-	831	-	1,804,901
<b>Percent</b>	57.2 %				57.2 %
<b>Operating income</b>	540,039	-	16,195	-	556,234
<b>Percent</b>	17.1 %				17.6 %
<b>Diluted earnings per share from continuing operations <sup>(d)</sup></b>	1.05	0.03	0.03	0.04	1.15

(a) Transaction and deal related costs include an adjustment to tax expense of \$10.2 million associated with the loss on sale for the divestiture of the Reef® brand in the three months ended December 2019.

(b) Relocation and specified strategic business decisions for the three months ended December 2019 include costs associated with the relocation of VF's global headquarters and certain brands to Denver, Colorado, which totaled \$10.8 million for the three months ended December 2019. The activity also includes the operating results of jeanswear wind down activities in South America post the separation of Kontoor Brands and costs related to specified strategic business decisions to cease operations in Argentina and planned business model changes in certain other countries in South America, which totaled \$5.4 million for the three months ended December 2019. The relocation and specified strategic business decisions costs resulted in a net tax benefit of \$3.0 million for the three months ended December 2019.

(c) A pension settlement charge of \$22.9 million was recorded in the 'Other income (expense), net' line for the three months ended December 2019 as a result of actions taken to reduce risk, volatility and the liability associated with VF's U.S. pension plan. The pension settlement charge resulted in a net tax benefit of \$5.8 million.

(d) Amounts shown in the table have been calculated using unrounded numbers. The diluted earnings per share impacts were calculated using 400,322,000 weighted average common shares for the three months ended December 2019.

#### **Non-GAAP Financial Information**

The financial information above has been presented on a GAAP basis and on an adjusted basis, which excludes the impact of transaction and deal related costs, relocation and specified strategic business decisions and the impact of the pension settlement charge. The adjusted presentation provides non-GAAP measures. Management believes these measures provide investors with useful supplemental information regarding VF's underlying business trends and the performance of VF's ongoing operations and are useful for period-over-period comparisons of such operations.

Management uses the above financial measures internally in its budgeting and review process and, in some cases, as a factor in determining compensation. While management believes that these non-GAAP financial measures are useful in evaluating the business, this information should be considered as supplemental in nature and should be viewed in addition to, and not in lieu of or superior to, VF's operating performance measures calculated in accordance with GAAP. In addition, these non-GAAP financial measures may not be the same as similarly titled measures presented by other companies.

# Appendix: Top 4 Brand Revenue

VF CORPORATION  
Supplemental Financial Information  
Top 4 Brand Revenue Information  
(Unaudited)

Top 4 Brand Revenue Growth	Three Months Ended December 2020			
	Americas	EMEA	APAC	Global
<b>Vans<sup>®</sup></b>				
% change	(10)%	(9)%	15 %	(6)%
% change constant currency <sup>(a)</sup>	(10)%	(13)%	9 %	(8)%
<b>The North Face<sup>®</sup></b>				
% change	(12)%	22 %	16 %	(0)%
% change constant currency <sup>(a)</sup>	(12)%	17 %	10 %	(2)%
<b>Timberland<sup>®</sup></b>				
% change	(19)%	(11)%	(6)%	(14)%
% change constant currency <sup>(a)</sup>	(18)%	(16)%	(11)%	(17)%
<b>Dickies<sup>®</sup></b>				
% change	8 %	7 %	14 %	9 %
% change constant currency <sup>(a)</sup>	8 %	3 %	8 %	7 %

(a) Refer to the "Reportable Segment, Geographic and Channel Revenue Growth" table for the definition of 'constant currency'.

# Appendix: Segment, Geographic & Channel Revenue – Q3'21

VF CORPORATION  
Supplemental Financial Information  
Reportable Segment, Geographic and Channel Revenue Growth  
(Unaudited)

Three Months Ended December 2020

	% Change	% Change Constant Currency *	% Change Adjusted <sup>(a)</sup>	% Change Constant Currency and Adjusted * <sup>(a)</sup>
<b><u>Segment Revenue Growth</u></b>				
Outdoor	(5)%	(7)%	(5)%	(7)%
Active	(9)%	(11)%	(9)%	(11)%
Work	8 %	6 %	8 %	6 %
Total segment revenues	(6)%	(8)%	(6)%	(8)%
<b><u>Geographic Revenue Growth</u></b>				
U.S.	<b>(11)%</b>	<b>(11)%</b>	<b>(11)%</b>	<b>(11)%</b>
EMEA	1 %	(4)%	1 %	(4)%
APAC	6 %	1%	6 %	1%
Greater China	18 %	11 %	18 %	11 %
Americas (non-U.S.)	(17)%	(16)%	(17)%	(16)%
International	<b>0 %</b>	<b>(4)%</b>	<b>0 %</b>	<b>(4)%</b>
Global	<b>(6)%</b>	<b>(8)%</b>	<b>(6)%</b>	<b>(8)%</b>
<b><u>Channel Revenue Growth</u></b>				
Wholesale <sup>(b)</sup>	<b>(10)%</b>	<b>(12)%</b>	<b>(10)%</b>	<b>(12)%</b>
Direct-to-consumer	<b>(2)%</b>	<b>(4)%</b>	<b>(2)%</b>	<b>(4)%</b>
Digital	53 %	49 %	53 %	49 %

(a) Excludes the operating results of jeanswear wind down activities in South America post the separation of Kontoor Brands for the three months ended December 2019. Refer to Non-GAAP financial information in the "Reconciliation of Select GAAP Measures to Non-GAAP Measures - Three Months Ended December 2019" table for additional information.

(b) Royalty revenues are included in the wholesale channel for all periods.

\* Constant Currency Financial Information: VF is a global company that reports financial information in U.S. dollars in accordance with GAAP. Foreign currency exchange rate fluctuations affect the amounts reported by VF from translating its foreign revenues and expenses into U.S. dollars. These rate fluctuations can have a significant effect on reported operating results. As a supplement to our reported operating results, we present constant currency financial information, which is a non-GAAP financial measure that excludes the impact of translating foreign currencies into U.S. dollars. We use constant currency information to provide a framework to assess how our business performed excluding the effects of changes in the rates used to calculate foreign currency translation. Management believes this information is useful to investors to facilitate comparison of operating results and better identify trends in our businesses. To calculate foreign currency translation on a constant currency basis, operating results for the current year period for entities reporting in currencies other than the U.S. dollar are translated into U.S. dollars at the average exchange rates in effect during the comparable period of the prior year (rather than the actual exchange rates in effect during the current year period).

These constant currency performance measures should be viewed in addition to, and not in lieu of or superior to, our operating performance measures calculated in accordance with GAAP. The constant currency information presented may not be comparable to similarly titled measures reported by other companies.

