# VF Announces Record Third Quarter Results, Boosts Dividend And Raises Guidance 

- Total revenues up $23 \%$, with organic growth of $16 \%$
- Adjusted EPS rises 29\% to \$2.87, including \$.25 accretion from Timberland acquisition ( $\$ 2.69$ and $\$ .07$ on a GAAP basis)
- 2011 guidance raised: total revenues expected to rise 22 to $\mathbf{2 3 \%}$, with organic revenue growth of approximately 13.5\%
- Full year adjusted EPS expected to reach approximately $\$ 8.15$, including $\$ .55$ accretion from Timberland ( $\$ 7.90$ and $\$ .30$ on a GAAP basis)
- Raising quarterly dividend by $14 \%$ to $\$ .72$ per share, marking $3{ }^{\text {th }}$ consecutive year of higher dividend payments to shareholders

GREENSBORO, N.C.-- Information regarding VF's third quarter conference call webcast today at 8:30 a.m. ET can be found at the end of this release.

VF Corporation (NYSE: VFC), a global leader in branded lifestyle apparel, today announced record results for the third quarter of 2011. All per share amounts are presented on a diluted basis.

The discussions in this release refer to adjusted amounts that exclude costs incurred in connection with the acquisition of The Timberland Company which are described under the heading "Adjusted Amounts - Excluding Timberland acquisition-related expenses."
Reconciliations of GAAP measures to adjusted amounts are presented in the supplemental financial information included with this release and identify and quantify all excluded items.

## Third Quarter Results Summary

Revenues rose $23 \%$ to $\$ 2,750.1$ million from $\$ 2,232.4$ million in 2010. The acquisition of The Timberland Company ("Timberland"), which was completed on September 13, added $\$ 163.6$ million to revenues. Excluding Timberland, organic revenue growth in the quarter was $16 \%$. All VF coalitions achieved strong revenue gains: Outdoor \& Action Sports revenues, which now include the Timberland $®^{\circledR}$ and Smartwool® brands, grew 37\%; Jeanswear revenues rose 8\%; Imagewear revenues increased 14\%; Sportswear revenues grew 18\%; and Contemporary Brands revenues were up 11\%.

Gross margin declined, as anticipated, to $45.3 \%$ from $46.5 \%$ in the 2010 period, reflecting the impact of higher product costs. Operating income of $\$ 430.1$ million included a net benefit from the Timberland acquisition of $\$ 13.5$ million, which included acquisition-related expenses of $\$ 26.6$ million. Operating margin was $15.6 \%$ compared with $15.9 \%$ in the 2010
period, with acquisition-related expenses negatively impacting operating margin by approximately 100 basis points. On an organic basis, the third quarter operating margin increased to $16.1 \%$ from 15.9\%.

Net income grew $24 \%$ to $\$ 300.7$ million from $\$ 242.8$ million, while earnings per share increased $21 \%$ to $\$ 2.69$ from $\$ 2.22$. Adjusted earnings per share were $\$ 2.87$, an increase of $29 \%$ over 2010 levels. The Timberland acquisition was accretive to adjusted earnings by $\$ .25$ per share in the quarter. On an organic basis, earnings per share grew $18 \%$ to $\$ 2.62$. Foreign currency translation benefitted earnings by $\$ .10$ per share in the quarter.

## Nine Months Results Summary

Revenues increased $17 \%$ to $\$ 6,549.0$ million from $\$ 5,576.4$ million in 2010 , with strong growth in every coalition. The Timberland acquisition accounted for three percentage points, or $\$ 163.6$ million, of the revenue growth in the period.

Net income and earnings per share each increased by $22 \%$, to $\$ 630.8$ million and $\$ 5.69$. Adjusted earnings per share were $\$ 5.89$, an increase of $26 \%$ over 2010 levels. Earnings per share in the period also benefitted by $\$ .11$ in special items reported in the first quarter, $\$ .07$ from a gain on a facility closure reflected in second quarter earnings, and $\$ .14$ due to foreign currency translation.
"The strength of VF's diversified brand portfolio has never been more evident," said Eric Wiseman, Chairman and Chief Executive Officer. "These results - in this environment clearly demonstrate that VF has the right brands and strategies for strong and sustainable long-term growth. Our businesses continue to post healthy and very profitable organic growth, and the acquisition of Timberland further strengthens our portfolio with the addition of two outstanding outdoor brands."

## Third Quarter Business Review

Outdoor \& Action Sports: Outdoor \& Action Sports continued its momentum, achieving record revenues and operating income in the quarter. Total global revenues rose $37 \%$, reflecting strong organic growth of $22 \%$ and the addition of the Timberland ${ }^{\circledR}$ and Smartwoo/® brands, which contributed $\$ 163.6$ million to revenues. Organic growth in the coalition's Americas and international businesses continued at double-digit rates, rising 13\% and $38 \%$ respectively. On a constant currency basis, organic revenue growth internationally was $28 \%$.

Most Outdoor \& Action Sports brands achieved double-digit growth in the quarter, with the two largest brands - The North Face ${ }^{\circledR}$ and Vans ${ }^{\circledR}$ - achieving global revenue growth of $22 \%$ and $25 \%$, respectively. Growth for both brands was well-balanced, with strong gains achieved across their wholesale, direct-to-consumer, domestic and international platforms. Our Kipling ${ }^{\circledR}$ and Napapijr ${ }^{\circledR}$ businesses continue to deliver exceptionally strong performance, with revenues up $30 \%$ and $23 \%$, respectively, in the quarter. The Timberland $®$ brand also continued to show solid growth during the full quarter, with growth in both the direct-to-consumer and wholesale channels and continued expansion in the Earthkeepers® collection across all regions.

Operating income for the coalition rose $29 \%$. Operating margin was $22.3 \%$ compared with
$23.7 \%$ in the 2010 quarter, reflecting a negative impact of 120 basis points from acquisitionrelated expenses. Third quarter operating income of $\$ 321$ million included a net benefit from the Timberland acquisition of $\$ 22$ million, including acquisition-related expenses of $\$ 18$ million. Excluding Timberland and related acquisition costs, operating income was up 21\% and the coalition operating margin was $23.5 \%$.

Jeanswear: Jeanswear revenues rose 8\% in the quarter, with increases in both domestic and international revenues. The domestic jeans business continues to perform as anticipated, given the challenges posed by higher product costs and the impact of higher prices on unit volumes. Domestic revenues rose $2 \%$ in the quarter, reflecting accelerating growth in the Wrangler ${ }^{\circledR}$ Western specialty business and higher Lee ${ }^{\circledR}$ brand revenues, with mass market revenues declining slightly in the quarter. Domestically, the Wrangler ${ }^{\circledR}$ and $L e e^{\circledR}$ brands continue to gain share within their respective channels, with strong performance from new products. International jeans revenues increased 22\% (16\% on a constant currency basis), with more than 50\% growth in Asia and double-digit gains in Europe, Latin America and Canada.

Reflecting the continued impact of higher product costs, jeanswear operating margin and income both declined in the quarter. Jeanswear operating margin remained strong at 15.1\%.

Imagewear: Sustaining the strong growth of the past several quarters, Imagewear grew revenues by $14 \%$ in the quarter. Image revenues increased 18\%, fueled by continued strength in its Protective Apparel and Industrial uniform businesses. Licensed Sports Group revenues rose $11 \%$, reflecting a pickup in its National Football League (NFL) licensed apparel business and positive response to an expanded women's NFL apparel offering.

Operating income rose $21 \%$ and operating margin reached $14.3 \%$ in the quarter, up from $13.5 \%$ in last year's quarter.

Sportswear: Sportswear revenues rose 18\% in the third quarter, with double-digit growth in both the Nautica ${ }^{\circledR}$ and Kipling ${ }^{\circledR}$ (U.S.) businesses. Nautica ${ }^{\circledR}$ brand revenues rose $13 \%$, with healthy growth in the men's wholesale sportswear and direct-to-consumer businesses. Kipling ${ }^{\circledR}$ handbag and accessory revenues in the U.S. grew by $63 \%$, as the brand continued to expand its distribution and extend into new products and styles.

Sportswear achieved a $33 \%$ increase in operating income during the quarter, with operating margin expanding to $12.0 \%$ from $10.7 \%$ in the prior year period.

Contemporary Brands: Contemporary Brands revenues grew 11\% in the quarter, with growth across the 7 For All Mankind ${ }^{\circledR}$, Splendid ${ }^{\circledR}$, Ella Moss ${ }^{\circledR}$ and John Varvatos ${ }^{\circledR}$ brands. Global revenues of the largest brand, 7 For All Mankind ${ }^{\circledR}$, rose $8 \%$, with growth both domestically and internationally. New stores, comp store growth and higher e-commerce revenue drove 30\%-plus growth in Contemporary Brands' direct-to-consumer revenues during the quarter.

The profitability of the Contemporary Brands business showed significant improvement in the quarter. Operating income increased $55 \%$ while operating margin improved to $6.4 \%$ from 4.6\%.

## Expansion in International Revenues

International revenues increased $44 \%$, with 15 percentage points of the growth attributable to the Timberland acquisition. On a constant currency basis, international revenues grew by $37 \%$. In constant dollars, organic revenue growth in Europe was $20 \%$, while Asia revenues were up 43\%. Revenue growth in India continues to be robust, rising 59\% during the quarter. The North Face ${ }^{\circledR}$ and Vans ${ }^{\circledR}$ each achieved international growth in excess of $30 \%$.

## Growth in Direct-to-Consumer Revenues

Direct-to-consumer revenues grew $21 \%$ in the quarter, with six percentage points of the growth attributable to the Timberland acquisition. The direct-to-consumer businesses of The North Face ${ }^{\circledR}$, Vans ${ }^{\circledR}$, Nautica ${ }^{\circledR}$, 7 For All Mankind ${ }^{\circledR}$, Napapijri ${ }^{\circledR}$ and Kipling ${ }^{\circledR}$ brands each achieved solid revenue gains in the period. The total number of owned stores at the end of the quarter was 1,077, reflecting 32 new store openings in the quarter and 76 year-to-date, and the addition of 247 Timberland stores.

## Strong Balance Sheet

VF's financial position remains strong. Cash and equivalents at the end of the quarter were $\$ 337$ million compared with $\$ 403$ million in the 2010 period. The increase in long-term debt reflects the financing of the Timberland acquisition. Short-term borrowings rose in conjunction with the acquisition, as well as to meet working capital needs, with most of these borrowings expected to be repaid by year-end. Inventories excluding Timberland rose 19\%, with $9 \%$ of the increase due to higher product costs, $1 \%$ due to foreign currency translation, and the remaining increase reflecting increased unit volumes to support strong revenue growth expectations for the fourth quarter.

## 2011 Guidance Increased

"We're confident that our brands' momentum will continue through the fourth quarter, and look forward to delivering a year of stellar organic growth to our shareholders, capped by the highly accretive and transformational Timberland acquisition," Wiseman said. "We will, of course, continue to carefully monitor economic and market conditions globally, and are wellpositioned to respond quickly, if conditions change materially, to protect our brands and ensure our business remains strong and healthy."

Total revenues are now expected to rise 22 to $23 \%$ in 2011 , due to continued strong organic growth and the Timberland acquisition. Organic revenue growth is anticipated at approximately $13.5 \%$ in 2011, above previous guidance for growth of 12 to $13 \%$. The full year revenue contribution from Timberland continues to be about $\$ 700$ million in 2011.

Reflecting the Timberland acquisition, and the fact that more than half of Timberland's revenues on an annual basis are from international markets, international revenues are now expected to grow by approximately $40 \%$ this year. In 2011, international revenues should account for $34 \%$ of total revenues, up from $30 \%$ in 2010. Direct-to-consumer revenues are now anticipated to increase by nearly 30\%. In 2011 direct-to-consumer should account for $19 \%$ of total revenues.

Adjusted earnings are now anticipated to increase to approximately $\$ 8.15$ per share, up from
prior guidance for earnings of approximately $\$ 7.50$ per share. For the first time, our guidance includes Timberland. The $\$ 8.15$ per share includes accretion from Timberland of $\$ .55$ per share, excluding acquisition-related expenses, (up from $\$ .45$ per share accretion indicated at the time of acquisition), as well as an increase of $\$ .10$ per share from stronger-thananticipated organic earnings growth. Acquisition-related expenses are expected to approximate $\$ .25$ per share in 2011, up slightly from the $\$ .20$ per share indicated at the time of acquisition.)

## Adjusted Amounts - Excluding Timberland acquisition-related expenses

The discussions in this release refer to adjusted amounts which exclude transaction and restructuring costs related to the acquisition of Timberland, which approximated $\$ 3.5$ million and $\$ 26.6$ million during the second and third quarters of 2011, respectively, and are estimated at $\$ 9.3$ million for the fourth quarter of 2011, and the estimated tax benefits of these costs. On a per share basis, the acquisition-related expenses were $\$ .02$ and $\$ .18$ in the second and third quarters of 2011, respectively, and are estimated at $\$ .05$ for the fourth quarter of 2011. Please see reconciliations of GAAP to adjusted amounts later in this release.

## Timberland Acquisition Accounting

In accounting for the Timberland acquisition, we have recorded provisional amounts for assets and liabilities such as goodwill, intangibles and deferred tax liabilities based on the information we have at this time. Adjustments may be made to the acquired assets and liabilities as new information is obtained about the facts and circumstances that existed at the acquisition date.

## Dividend Increased

The Board of Directors declared a quarterly cash dividend of $\$ .72$ per share, an increase of $14 \%$. The dividend is payable on December 19, 2011 to shareholders of record as of the close of business on December 9,2011 . This marks the $39^{\text {th }}$ consecutive year of higher dividend payments to shareholders.

## Statement on Forward Looking Statements

Certain statements included in this release 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 a number of risks and uncertainties. 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. 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 in this release include the overall level of consumer demand for apparel; the level of consumer confidence; 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 reliance on a small number of large customers; the financial strength of VF's customers; changing fashion trends and consumer demand; increasing pressure on margins; VF's ability to implement its growth strategy; VF's ability to grow its international and direct-to-consumer businesses; VF's ability to successfully integrate and
grow acquisitions; VF's ability to maintain the strength and security of its information technology systems; 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; maintenance by VF's licensees and distributors of the value of VF's brands; foreign currency fluctuations; and legal, regulatory, political and economic risks in international markets. 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 Securities and Exchange Commission, including VF's Annual Report on Form 10-K and Quarterly Reports on Form 10-Q.


#### Abstract

About VF VF Corporation is a global leader in branded lifestyle apparel with more than 30 brands. The company's top six brands are The North Face ${ }^{(\mathrm{R})}$, Wrangler ${ }^{(\mathrm{R})}$, Timberland ${ }^{(\mathrm{R})}$, Vans $^{(\mathrm{R})}$, Lee ${ }^{(\mathrm{R})}$ and Nautica ${ }^{(\mathrm{R})}$; other brands include 7 For All Mankind ${ }^{(\mathrm{R})}$, Eagle Creek ${ }^{(\mathrm{R})}$, Eastpak ${ }^{(\mathrm{R})}$, Ella Moss ${ }^{(\mathrm{R})}$, JanSport ${ }^{(\mathrm{R})}$, Iucy ${ }^{(\mathrm{R})}$, John Varvatos ${ }^{(\mathrm{R})}$, Kipling ${ }^{(\mathrm{R})}$, Majestic ${ }^{(\mathrm{R})}$, Napapijri ${ }^{(\mathrm{R})}$, Red Kap $^{(R)}$, Reef ${ }^{(R)}$, Riders ${ }^{(R)}$, Splendid ${ }^{(R)}$ and Smartwool ${ }^{(R)}$.

\section*{Webcast Information}

VF will hold its third quarter conference call and webcast today at 8:30 a.m. ET. Interested parties should call 1-888-312-3047 domestic, or 1-719-457-1506 international, to access the call. You may also access this call via the Internet at www.vfc.com. A replay will be available through Oct. 31, 2011 and can be accessed by dialing 1-877-870-5176 domestic, and 1-858-384-5517 international. The pass code is 9453191. A replay also can be accessed at the Company's web site at www.vfc.com.


VF CORPORATION
Consolidated Statements of Income (In thousands, except per share amounts)

|  | Three Months Ended September | Nine Months Ended September |  |  |
| :--- | :--- | :--- | :--- | :---: |
|  | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 0}$ | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 0}$ |
| Net Sales | $\$ 2,727,704$ | $\$ 2,213,151$ | $\$ 6,486,046$ | $\$ 5,520,184$ |
| Royalty Income | 22,367 | 19,216 | 62,947 | 56,166 |
| Total Revenues | $2,750,071$ | $2,232,367$ | $6,548,993$ | $5,576,350$ |
|  |  |  |  |  |
| Costs and Operating Expenses | $1,504,982$ | $1,195,379$ | $3,533,429$ | $2,970,084$ |
| Cost of goods sold | 814,971 | 682,443 | $2,122,132$ | $1,858,937$ |
| Marketing, administrative and general expenses | $2,319,953$ | $1,877,822$ | $5,655,561$ | $4,829,021$ |
|  |  |  |  |  |
| Operating Income | 430,118 | 354,545 | 893,432 | 747,329 |

## Other Income (Expense)



Fiscal Periods: VF operates and reports using a $52 / 53$ week fiscal year ending on the Saturday closest to December 31 of each year. Similarly, the fiscal third quarter ends on the Saturday closest to September 30. For presentation purposes herein, all references to periods ended September 2011, December 2010 and September 2010 relate to the fiscal periods ended as of October 1, 2011, January 1, 2011 and October 2, 2010, respectively.

## VF CORPORATION

## Consolidated Balance Sheets

 (In thousands)| September | December | September |
| :--- | :--- | :--- |
| 2011 | 2010 | 2010 |

## ASSETS

## Current Assets

| Cash and equivalents | $\$ 337,391$ | $\$ 792,239$ | $\$ 402,863$ |
| :--- | :--- | :--- | :--- |
| Accounts receivable, net | $1,547,741$ | 773,083 | $1,098,858$ |
| Inventories | $1,777,902$ | $1,070,694$ | $1,211,307$ |
| Other current assets | 279,358 | 190,044 | 171,666 |
| Total current assets | $3,942,392$ | $2,826,060$ | $2,884,694$ |
| Property, Plant and Equipment, net | 704,935 | 602,908 | 598,174 |
| Intangible Assets | $2,978,238$ | $1,490,925$ | $1,515,261$ |
| Goodwill | $2,248,125$ | $1,166,638$ | $1,370,262$ |


| Other Assets | 415,782 | 371,025 | 322,725 |
| :--- | :---: | :---: | :---: |
|  | $\$ 10,289,472$ | $\$ 6,457,556$ | $\$ 6,691,116$ |

## LIABILITIES AND SHAREHOLDERS' EQUITY

Current Liabilities

| Short-term borrowings | $\$ 1,145,845$ | $\$ 36,576$ | $\$ 49,022$ |
| :--- | :---: | :--- | :---: |
| Current portion of long-term debt | 2,709 | 2,737 | 2,751 |
| Accounts payable | 666,845 | 510,998 | 482,082 |
| Accrued liabilities | 849,705 | 559,164 | 623,425 |
| Total current liabilities | $2,665,104$ | $1,109,475$ | $1,157,280$ |
|  |  |  |  |
| Long-term Debt | $1,832,412$ | 935,882 | 936,511 |
| Other Liabilities | $1,332,057$ | 550,880 | 659,016 |

## Commitments and Contingencies

Stockholders' Equity

| Common Stock | 110,081 | 107,938 | 108,144 |
| :---: | :---: | :---: | :---: |
| Additional paid-in capital | 2,280,544 | 2,081,367 | 2,002,160 |
| Accumulated other comprehensive income (loss) | (279,966 ) | (268,594 ) | (229,199 ) |
| Retained earnings | 2,348,152 | 1,940,508 | 2,057,965 |
| Total equity attributable to VF Corporation | 4,458,811 | 3,861,219 | 3,939,070 |
| Noncontrolling interests | 1,088 | 100 | (761 |
| Total stockholders' equity | 4,459,899 | 3,861,319 | 3,938,309 |
|  | \$ 10,289,472 | \$6,457,556 | \$6,691,116 |

## VF CORPORATION

Consolidated Statements of Cash Flows
(In thousands)

|  | Nine Months Ended September |  |
| :--- | :---: | :---: |
|  | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 0}$ |
| Operating Activities $\$ 632,399$ $\$ 518,203$ |  |  |

Adjustments to reconcile net income to cash provided (used) by operating activities:

| Depreciation | 85,398 | 81,618 |
| :--- | :--- | :--- |
| Amortization of intangible assets | 29,092 | 29,621 |
| Other amortization | 17,554 | 12,141 |
| Stock-based compensation | 54,247 | 47,591 |
| Pension funding under (over) expense | 32,153 | 39,637 |
| Other, net | $(83,439$ | 54,647 |

Changes in operating assets and liabilities, net of acquisitions:

| Accounts receivable | $(573,511$ | $(332,006)$ |
| :--- | :--- | :--- |
| $(258,330$ | $)$ |  |

Inventories (328,330 ) (249,593 )

| Other current assets | 44,109 |  | (6,584 | ) |
| :---: | :---: | :---: | :---: | :---: |
| Accounts payable | (19,681 | ) | 110,382 |  |
| Accrued compensation | 1,257 |  | 24,675 |  |
| Accrued income taxes | 26,576 |  | (1,890 | ) |
| Accrued liabilities | 39,238 |  | 116,654 |  |
| Other assets and liabilities | 14,105 |  | 3,528 |  |
| Cash provided (used) by operating activities | (28,833 | ) | 448,624 |  |
| Investing Activities |  |  |  |  |
| Capital expenditures | (98,173 | ) | (73,592 | ) |
| Business acquisitions, net of cash acquired | (2,207,065 | ) | (38,446 | ) |
| Trademarks acquired | (56,598 | ) | - |  |
| Software purchases | (14,836 | ) | (5,825 | ) |
| Other, net | (3,280 | ) | (6,842 | ) |
| Cash used by investing activities | (2,379,952 | ) | (124,705 | ) |
| Financing Activities |  |  |  |  |
| Increase in short-term borrowings | 1,127,805 |  | 1,794 |  |
| Payments on long-term debt | (1,932 | ) | (202,384 | ) |
| Proceeds from long-term debt | 898,450 |  | - |  |
| Payment of debt issuance costs | (5,969 | ) | - |  |
| Purchase of Common Stock | (6,941 | ) | (322,206 | ) |
| Cash dividends paid | (206,277 | ) | (195,999 | ) |
| Proceeds from issuance of Common Stock, net | 109,671 |  | 80,680 |  |
| Tax benefits of stock option exercises | 22,037 |  | 3,280 |  |
| Buyout of noncontrolling interest | (108 | ) | - |  |
| Cash provided (used) by financing activities | 1,936,736 |  | (634,835 | ) |
| Effect of Foreign Currency Rate Changes on Cash and Equivalents | 17,201 |  | (17,770 | ) |
| Net Change in Cash and Equivalents | (454,848 | ) | (328,686 | ) |
| Cash and Equivalents - Beginning of Year | 792,239 |  | 731,549 |  |
| Cash and Equivalents - End of Period | \$ 337,391 |  | \$ 402,863 |  |
| VF CORPORATION |  |  |  |  |
| Supplemental Financial Information |  |  |  |  |
| Business Segment Information (In thousands) |  |  |  |  |


|  | 2011 | 2010 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: |
| Coalition Revenues |  |  |  |  |
| Outdoor and Action Sports | \$ 1,436,832 | \$ 1,045,111 | \$ 2,942,975 | \$ 2,308,120 |
| Jeanswear | 727,595 | 671,023 | 2,020,205 | 1,849,104 |
| Imagewear | 277,564 | 243,075 | 768,446 | 675,598 |
| Sportswear | 151,826 | 129,011 | 383,992 | 340,262 |
| Contemporary Brands | 126,182 | 113,303 | 356,201 | 323,475 |
| Other | 30,072 | 30,844 | 77,174 | 79,791 |
| Total coalition revenues | \$ 2,750,071 | \$ 2,232,367 | \$ 6,548,993 | \$ 5,576,350 |
| Coalition Profit |  |  |  |  |
| Outdoor and Action Sports | \$ 320,876 | \$ 247,832 | \$ 554,253 | \$ 456,383 |
| Jeanswear | 109,691 | 118,490 | 327,182 | 320,039 |
| Imagewear | 39,728 | 32,719 | 116,897 | 81,551 |
| Sportswear | 18,294 | 13,789 | 37,382 | 30,697 |
| Contemporary Brands | 8,076 | 5,200 | 28,449 | 21,866 |
| Other | 7 | 170 | (2,003 | (1,065 |
| Total coalition profit | 496,672 | 418,200 | 1,062,160 | 909,471 |
| Corporate and Other Expenses | (73,027 | (63,056 | (179,867 | (153,197 |
| Interest, net | (19,300 | (19,947 | (48,726 | (59,950 |
| Income Before Income Taxes | \$ 404,345 | \$ 335,197 | \$ 833,567 | \$ 696,324 |

## VF CORPORATION

## Supplemental Financial Information

Business Segment Information - Constant Currency Basis
(In thousands)

|  |  | hree Months <br> nded <br> eptember 2011 <br> s Reported | Impact of <br> Foreign <br> Currency <br> Exchange | Three Months <br> Ended <br> September 2011 <br> Constant Currency |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Coalition Revenues |  |  |  |  |  |
| Outdoor and Action Sports | \$ | 1,436,832 | \$ 40,992 | \$ | 1,395,840 |
| Jeanswear |  | 727,595 | 13,281 |  | 714,314 |
| Imagewear |  | 277,564 | (138 |  | 277,702 |
| Sportswear |  | 151,826 | - |  | 151,826 |
| Contemporary Brands |  | 126,182 | 1,868 |  | 124,314 |
| Other |  | 30,072 | - |  | 30,072 |
| Total coalition revenues | \$ | 2,750,071 | \$ 56,003 | \$ | 2,694,068 |
| Coalition Profit |  |  |  |  |  |
| Outdoor and Action Sports | \$ | 320,876 | \$ 10,007 | \$ | 310,869 |
| Jeanswear |  | 109,691 | 2,150 |  | 107,541 |
| Imagewear |  | 39,728 | - |  | 39,728 |
| Sportswear |  | 18,294 | - |  | 18,294 |
| Contemporary Brands |  | 8,076 | 90 |  | 7,986 |
| Other |  | 7 | - |  | 7 |
| Total coalition profit |  | 496,672 | 12,247 |  | 484,425 |
| Corporate and Other Expenses |  | (73,027 | - |  | (73,027 |

## Constant Currency Financial Information

VF is a global company that reports financial information in U.S. dollars in accordance with generally accepted accounting principles. 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. We use constant currency information to provide a framework to assess how our businesses performed excluding the effects of changes in foreign currency translation rates. Management believes this information is useful to investors to facilitate comparisons of operating results and better identify trends in our businesses.

To calculate coalition revenues and profits 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.

## VF CORPORATION

Supplemental Financial Information
Business Segment Information - Constant Currency Basis
(In thousands)

|  | Nine Months <br> Ended <br> September 2011 <br> As Reported | Impact of <br> Foreign <br> Currency <br> Exchange | Nine Months <br> Ended <br> September 2011 <br> Constant Currency |
| :---: | :---: | :---: | :---: |
| Coalition Revenues |  |  |  |
| Outdoor and Action Sports | \$ 2,942,975 | \$70,831 | \$ 2,872,144 |
| Jeanswear | 2,020,205 | 29,336 | 1,990,869 |
| Imagewear | 768,446 | 296 | 768,150 |
| Sportswear | 383,992 | - | 383,992 |
| Contemporary Brands | 356,201 | 4,867 | 351,334 |
| Other | 77,174 |  | 77,174 |
| Total coalition revenues | \$ 6,548,993 | \$ 105,330 | \$ 6,443,663 |
| Coalition Profit |  |  |  |
| Outdoor and Action Sports | \$ 554,253 | \$ 13,710 | \$ 540,543 |
| Jeanswear | 327,182 | 3,945 | 323,237 |
| Imagewear | 116,897 | 99 | 116,798 |
| Sportswear | 37,382 | - | 37,382 |
| Contemporary Brands | 28,449 | 100 | 28,349 |
| Other | (2,003 | - | (2,003 |
| Total coalition profit | 1,062,160 | 17,854 | 1,044,306 |
| Corporate and Other Expenses | (179,867 | - | (179,867 |
| Interest, net | (48,726 | - | (48,726 |
| Income Before Income Taxes | \$ 833,567 | \$ 17,854 | \$ 815,713 |

## VF CORPORATION

## Supplemental Financial Information

Earnings per Share Reconciliation
$\left.\begin{array}{lll}\text { Actual } & \text { Actual } & \text { Forecast } \\ \begin{array}{l}\text { Three Months } \\ \text { Ended } \\ \text { September 2011 }\end{array} & \begin{array}{l}\text { Nine Months } \\ \text { Ended } \\ \text { September 2011 }\end{array} & \begin{array}{l}\text { Year } \\ \text { Ended } \\ \text { December 2011 }\end{array} \\ \$ 2.62 & \$ 5.64 & \$ 7.60 \\ 0.25 & 0.25 & 0.55 \\ & (0.18 & (0.20\end{array}\right)$

VF CORPORATION
Supplemental Financial Information
Outdoor \& Action Sports Coalition
Revenue and Segment Profit Reconciliation
(In thousands)
$\left.\begin{array}{l|l|l} & \begin{array}{c}\text { Actual } \\ \text { Three Months } \\ \text { Ended }\end{array} & \begin{array}{c}\text { Actual } \\ \text { Nine Months } \\ \text { Ended }\end{array} \\ \text { September 2011 } \\ \text { September 2011 }\end{array}\right)$

Source: VF Corporation

