

VF CORPORATION
Supplemental Financial Information
Reconciliation of Select GAAP Measures to Non-GAAP Measures - VF Excluding Kontoor Brands
(Unaudited)
(In thousands, except per share amounts)

	Historical VF - as reported under GAAP ^(a)	Kontoor Brands - Discontinued Operations ^(b)	VF Continuing Operations	Adjustments ^(c)	VF Continuing Operations Adjusted	Contribution from Acquisitions and Divestitures ^(d)	VF Continuing Operations Adjusted Organic
Three Months Ended June 30, 2018							
Revenues	\$ 2,788,146	\$ (651,011)	\$ 2,137,135	\$ -	\$ 2,137,135	\$ (248,822)	\$ 1,888,313
Gross profit	1,403,169	(271,323)	1,131,846	4,323	1,136,169	(105,423)	1,030,746
Percent	50.3%		53.0%		53.2%		54.6%
Operating income	230,882	(117,783)	113,099	19,155	132,254	(20,164)	112,090
Percent	8.3%		5.3%		6.2%		5.9%
Diluted earnings per share from continuing operations ^(e)	\$ 0.40	\$ (0.25)	\$ 0.15	\$ 0.03	\$ 0.18	\$ (0.04)	\$ 0.14
Three Months Ended September 29, 2018							
Revenues	\$ 3,907,386	\$ (687,996)	\$ 3,219,390	\$ -	\$ 3,219,390	\$ (323,546)	\$ 2,895,844
Gross profit	1,956,785	(282,786)	1,673,999	5,839	1,679,838	(138,597)	1,541,241
Percent	50.1%		52.0%		52.2%		53.2%
Operating income	658,669	(113,683)	544,986	19,867	564,853	(39,972)	524,881
Percent	16.9%		16.9%		17.5%		18.1%
Diluted earnings per share from continuing operations ^(e)	\$ 1.26	\$ (0.23)	\$ 1.04	\$ 0.15	\$ 1.19	\$ (0.08)	\$ 1.11
Three Months Ended December 29, 2018							
Revenues	\$ 3,940,159	\$ (712,447)	\$ 3,227,712	\$ -	\$ 3,227,712	\$ (61,401)	\$ 3,166,311
Gross profit	2,043,687	(280,736)	1,762,951	2,204	1,765,155	(33,136)	1,732,019
Percent	51.9%		54.6%		54.7%		54.7%
Operating income	591,905	(71,085)	520,820	14,029	534,849	(5,757)	529,092
Percent	15.0%		16.1%		16.6%		16.7%
Diluted earnings per share from continuing operations ^(e)	\$ 1.16	\$ (0.14)	\$ 1.02	\$ 0.06	\$ 1.08	\$ (0.01)	\$ 1.07
Three Months Ended March 30, 2019							
Revenues	\$ 3,212,969	\$ (637,156)	\$ 2,575,813	\$ -	\$ 2,575,813	\$ (66,439)	\$ 2,509,374
Gross profit	1,617,538	(255,108)	1,362,430	9,988	1,372,418	(32,982)	1,339,436
Percent	50.3%		52.9%		53.3%		53.4%
Operating income	194,384	(36,991)	157,393	55,133	212,526	(7,099)	205,427
Percent	6.0%		6.1%		8.3%		8.2%
Diluted earnings per share from continuing operations ^(e)	\$ 0.32	\$ (0.06)	\$ 0.26	\$ 0.15	\$ 0.40	\$ (0.01)	\$ 0.39
Twelve Months Ended March 30, 2019							
Revenues	\$ 13,848,660	\$ (2,688,610)	\$ 11,160,050	\$ -	\$ 11,160,050	\$ (700,208)	\$ 10,459,842
Gross profit	7,021,179	(1,089,953)	5,931,226	22,354	5,953,580	(310,138)	5,643,442
Percent	50.7%		53.1%		53.3%		54.0%
Operating income	1,675,840	(339,542)	1,336,298	108,184	1,444,482	(72,992)	1,371,490
Percent	12.1%		12.0%		12.9%		13.1%
Diluted earnings per share from continuing operations ^(e)	\$ 3.14	\$ (0.67)	\$ 2.47	\$ 0.39	\$ 2.86	\$ (0.14)	\$ 2.71

On May 22, 2019, VF completed the separation of its Jeanswear organization and VF Outlet™ businesses, which was accomplished by the distribution of 100% of the outstanding common stock of Kontoor Brands, Inc. ("Kontoor Brands") to VF stockholders as of the close of business on May 10, 2019, the record date for the distribution. Kontoor Brands is now an independent, publicly traded company. As a result, beginning in the first quarter of Fiscal 2020 (three months ended June 29, 2019), Kontoor Brands' historical financial results through the date of separation will be reported as a discontinued operation in VF's consolidated financial statements. VF filed a Form 8-K on May 29, 2019 that included VF's unaudited pro forma condensed consolidated financial information giving effect to the separation by excluding the results of operations of the Jeanswear organization and VF Outlet™ businesses, which were adjusted to include only costs directly attributed to the businesses and to exclude certain corporate overhead costs that were previously allocated to the businesses.

Refer to the following page for notes.

Notes:

(a) Represents historical operating results reported by VF in accordance with generally accepted accounting principles in the U.S. ("GAAP"). Refer to VF's Fiscal 2019 press releases furnished on Form 8-K on July 20, 2018, October 19, 2018, January 18, 2019 and May 22, 2019 and respective quarterly/annual SEC filings on Form 10-Q and 10-K for additional detail.

(b) The "Kontoor Brands - Discontinued Operations" columns represent the Fiscal 2019 quarterly and annual financial information of the Jeanswear organization and *VF Outlet*TM businesses as reported on a discontinued operations basis. This information was derived from our unaudited quarterly consolidated statements of income filed on August 9, 2018, October 31, 2018, February 4, 2019, respectively, and our annual consolidated statement of income filed on May 24, 2019.

(c) The "Adjustments" columns include certain expenses related to transaction and deal related costs, relocation and other strategic business costs and the provisional impact of the Tax Cuts and Jobs Act ("Tax Act") to derive VF Continuing Operations financial information on a non-GAAP basis. Refer to the supplemental financial information provided within VF's press releases and detail below for additional information regarding adjustments.

Three months ended June 30, 2018

The description of the adjustments to derive the VF Continuing Operations Adjusted gross profit and operating income non-GAAP measures for the three months ended June 30, 2018 is as follows:

- Transaction and deal related costs that include acquisition and integration costs related to the acquisitions of Williamson-Dickie and the *Icebreaker*[®] and *Altra*[®] brands, which totaled \$19.2 million. The adjustments to operating income resulted in a net tax benefit of \$3.4 million.

The description of the other adjustments necessary to derive the VF Continuing Operations Adjusted diluted earnings per share from continued operations non-GAAP measure for the three months ended June 30, 2018 is as follows:

- Non-operating gain of \$0.3 million related to the *Icebreaker*[®] acquisition.
- On December 22, 2017, the U.S. government enacted comprehensive tax legislation commonly referred to as the Tax Act. Measurement period adjustments related to the provisional net charge resulted in \$2.9 million of net tax benefit.

Three months ended September 29, 2018

The description of the adjustments to derive the VF Continuing Operations Adjusted gross profit and operating income non-GAAP measures for the three months ended September 29, 2018 is as follows:

- Transaction and deal related costs that include acquisition and integration costs related to the acquisitions of Williamson-Dickie and the *Icebreaker*[®] and *Altra*[®] brands, which totaled \$8.4 million.
- Relocation and other restructuring costs associated with the relocation of VF's global headquarters and certain brands to Denver, Colorado, which totaled \$10.7 million.
- Costs related to the separation of the Jeanswear organization and *VF Outlet*TM businesses of \$0.8 million that did not meet the discontinued operations criteria and thus are included in the adjustments.
- The adjustments to operating income of \$19.9 million resulted in a net tax benefit of \$5.0 million.

The description of the other adjustments necessary to derive the VF Continuing Operations Adjusted diluted earnings per share from continued operations non-GAAP measure for the three months ended September 29, 2018 is as follows:

- Non-operating losses on sale related to the divestitures of the *Reef*[®] brand and Van Moer businesses of \$32.3 million, which resulted in a net tax benefit of \$2.5 million.
- Measurement period adjustments related to the Tax Act provisional net charge resulted in \$15.8 million of net tax expense.

Three months ended December 29, 2018

The description of the adjustments to derive the VF Continuing Operations Adjusted gross profit and operating income non-GAAP measures for the three months ended December 29, 2018 is as follows:

- Transaction and deal related costs that include acquisition and integration costs related to the acquisitions of Williamson-Dickie and the *Icebreaker*[®] and *Altra*[®] brands, and divestiture costs related to the sale of the *Reef*[®] brand, which totaled \$6.4 million.
- Relocation and other restructuring costs associated with the relocation of VF's global headquarters and certain brands to Denver, Colorado, which totaled \$6.0 million.
- Costs related to the separation of the Jeanswear organization and *VF Outlet*TM businesses of \$1.6 million that did not meet the discontinued operations criteria and thus are included in the adjustments.
- The adjustments to operating income of \$14.0 million resulted in a net tax benefit of \$3.5 million.

The description of the other adjustments necessary to derive the VF Continuing Operations Adjusted diluted earnings per share from continued operations non-GAAP measure for the three months ended December 29, 2018 is as follows:

- Non-operating losses on sale primarily related to the divestiture of the *Reef*[®] brand of \$4.8 million, which resulted in a net tax benefit of \$1.1 million.
- Measurement period adjustments related to the Tax Act provisional net charge resulted in \$10.4 million of net tax expense.

Three months ended March 30, 2019

The description of the adjustments to derive the VF Continuing Operations Adjusted gross profit and operating income non-GAAP measures for the three months ended March 30, 2019 is as follows:

- Transaction and deal related costs that include acquisition and integration costs related to the acquisitions of Williamson-Dickie and the *Icebreaker*[®] and *Altra*[®] brands, which totaled \$8.3 million.
- Relocation and other restructuring costs associated with the relocation of VF's global headquarters and certain brands to Denver, Colorado, which totaled \$30.7 million.
- Costs related to strategic business decisions to cease operations in Argentina and planned business model changes in certain other countries in South America, not directly attributed to the Jeanswear organization, which totaled \$11.4 million.
- Costs related to the separation of the Jeanswear organization and *VF Outlet*TM businesses of \$4.7 million that did not meet the discontinued operations criteria and thus are included in the adjustments.
- The adjustments to operating income of \$55.1 million resulted in a net tax benefit of \$11.2 million.

The description of the other adjustments necessary to derive the VF Continuing Operations Adjusted diluted earnings per share from continued operations non-GAAP measure for the three months ended March 30, 2019 is as follows:

- Non-operating losses on sale of \$0.2 million.
- Adjustments related to published Tax Act regulations resulted in \$13.9 million of net tax expense.

Twelve months ended March 30, 2019

The description of the adjustments to derive the VF Continuing Operations Adjusted gross profit and operating income non-GAAP measures for the twelve months ended March 30, 2019 is as follows:

- Transaction and deal related costs that include acquisition and integration costs related to the acquisitions of Williamson-Dickie and the *Icebreaker*[®] and *Altra*[®] brands, and divestiture costs related to the sale of the *Reef*[®] brand, which totaled \$42.3 million.
- Relocation and other restructuring costs associated with the relocation of VF's global headquarters and certain brands to Denver, Colorado, which totaled \$47.4 million.
- Costs related to strategic business decisions to cease operations in Argentina and planned business model changes in certain other countries in South America, not directly attributed to the Jeanswear organization, which totaled \$11.4 million.
- Costs related to the separation of the Jeanswear organization and *VF Outlet*TM businesses of \$7.1 million that did not meet the discontinued operations criteria and thus are included in the adjustments.
- The adjustments to operating income of \$108.2 million resulted in a net tax benefit of \$23.1 million.

The description of the other adjustments necessary to derive the VF Continuing Operations Adjusted diluted earnings per share from continued operations non-GAAP measure for the twelve months ended March 30, 2019 is as follows:

- Non-operating losses on sale primarily related to the divestiture of the *Reef*[®] brand and Van Moer businesses of \$37.3 million, which resulted in a net tax benefit of \$3.6 million.
- Measurement period adjustments and other adjustments related to published Tax Act regulations resulted in \$37.2 million of net tax expense.

(d) The contribution from acquisitions represents the operating results of Williamson-Dickie through the one-year anniversary of the acquisition (period ending September 29, 2018), the operating results of *Icebreaker*[®] beginning on the acquisition date of April 3, 2018 and the operating results of *Altra*[®] beginning on the acquisition date of June 1, 2018. The contribution from divestitures represents the operating results of the *Reef*[®] brand and Van Moer business through the respective dates of sale for the month of disposition. The operating results of all acquisitions and divestitures exclude transaction and deal related costs. The contribution from acquisitions and divestitures resulted in net tax expense of \$3.2 million for the three months ended June 30, 2018, \$8.4 million for the three months ended September 29, 2018, \$1.7 million for the three months ended December 29, 2018, \$2.1 million for the three months ended March 30, 2019 and \$15.4 million for the twelve months ended March 30, 2019.

Notes continued on following page.

(e) Amounts shown in the table have been calculated using unrounded numbers. The diluted earnings per share impacts were calculated using VF's historical weighted average common shares of 399,548,000, 401,939,000, 399,767,000 and 400,731,000 for the three months ended June 30, 2018, September 29, 2018, December 29, 2018, and March 30, 2019, respectively, and 400,496,000 for the twelve months ended March 30, 2019.

Other financial information for the Jeanswear organization and *VF Outlet*TM businesses as reported on a discontinued operations basis and reflected in the "Kontoor Brands - Discontinued Operations" columns was as follows:

	Three months ended				Twelve months ended
	June 30, 2018	September 29, 2018	December 29, 2018	March 30, 2019	March 30, 2019
Interest expense, net	\$ (969)	\$ (1,308)	\$ (1,373)	\$ (1,455)	\$ (5,105)
Other income (expense), net	1,241	2,085	747	(239)	3,834
Income taxes	(18,923)	(21,911)	(17,702)	(12,711)	(71,247)

Refer to Item 9.01 included in the Form 8-K filed by VF on May 29, 2019 for additional detail related to the unaudited pro forma condensed consolidated financial information. The unaudited pro forma condensed consolidated financial information was based on information currently available, was intended for informational purposes, was not intended to represent what VF's consolidated financial statements would have been had the separation occurred as of the beginning of the fiscal year ended March 30, 2019, did not reflect all actions that may be undertaken by VF after the separation and was not necessarily indicative of VF's results of operations for any future period.

Non-GAAP Financial Information

The financial information above has been presented on a GAAP basis, on an adjusted basis, which excludes transaction and deal related costs, relocation and other strategic business costs and the provisional impact of the Tax Act, and on an adjusted organic basis, which excludes the operating results of the Williamson-Dickie (for the six months ended September 2018), *Icebreaker*[®] and *Altra*[®] acquisitions, and the *Reef*[®] and the Van Moer business divestitures during the month of disposition. Contribution from acquisitions and divestitures also excludes transaction and deal related costs. These adjusted presentations are 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 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.

VF CORPORATION
Supplemental Financial Information
Work Segment, excluding Kontoor Brands (Wrangler® RIGGS)
(Unaudited)
(In thousands)

	Historical Work Revenues ^(a)	Less: Wrangler® RIGGS Revenues	Recast Work Revenues
Three Months Ended June 30, 2018	\$ 442,602	\$ (19,309)	\$ 423,293
Three Months Ended September 29, 2018	472,827	(21,166)	451,661
Three Months Ended December 29, 2018	493,587	(21,712)	471,875
Three Months Ended March 30, 2019	453,001	(20,919)	432,082
Twelve Months Ended March 30, 2019	<u>\$ 1,862,017</u>	<u>\$ (83,106)</u>	<u>\$ 1,778,911</u>
	Historical Work Segment Profit ^(a)	Less: Wrangler® RIGGS Profit	Recast Work Segment Profit
Three Months Ended June 30, 2018	\$ 55,244	\$ (6,317)	\$ 48,927
Three Months Ended September 29, 2018	57,917	(6,597)	51,320
Three Months Ended December 29, 2018	62,491	(6,313)	56,178
Three Months Ended March 30, 2019	45,018	(5,327)	39,691
Twelve Months Ended March 30, 2019	<u>\$ 220,670</u>	<u>\$ (24,554)</u>	<u>\$ 196,116</u>

On May 22, 2019, VF completed the separation of its Jeanswear organization and *VF Outlet™* businesses, including the *Wrangler® RIGGS* brand, through the distribution of 100% of the outstanding common stock of Kontoor Brands, Inc. ("Kontoor Brands") to VF stockholders as of the close of business on May 10, 2019, the record date for the distribution. As a result, beginning in the first quarter of Fiscal 2020 (three months ended June 29, 2019), Kontoor Brands' historical financial results through the date of separation will be reported as a discontinued operation in VF's consolidated financial statements. The *Wrangler® RIGGS* brand was previously included in VF's Work reportable segment for Fiscal 2019 financial reporting purposes. The table above provides certain historical financial information of the Work reportable segment for VF's continuing operations.

(a) Represents historical operating results reported by VF in accordance with generally accepted accounting principles in the U.S. ("GAAP"). Refer to VF's Fiscal 2019 press releases furnished on Form 8-K on July 20, 2018, October 19, 2018, January 18, 2019 and May 22, 2019 and respective quarterly/annual SEC filings on Form 10-Q and 10-K for additional detail.

VF CORPORATION
Supplemental Financial Information
Revenue by Geography and Channel - VF Excluding Kontoor Brands, as a Percent of Total Revenues
(Unaudited)

Geographic Revenue, as a Percent of Total Revenues ^(a)	Three Months Ended June 30, 2018	Three Months Ended September 29, 2018	Three Months Ended December 29, 2018	Three Months Ended March 30, 2019	Twelve Months Ended March 30, 2019
U.S.	58%	52%	59%	52%	55%
EMEA	23%	31%	23%	29%	27%
APAC	12%	10%	12%	12%	12%
China	6%	5%	6%	6%	6%
Americas (non-U.S.)	7%	7%	6%	7%	6%
International	42%	48%	41%	48%	45%
Channel Revenue, as a Percent of Total Revenues ^(a)	Three Months Ended June 30, 2018	Three Months Ended September 29, 2018	Three Months Ended December 29, 2018	Three Months Ended March 30, 2019	Twelve Months Ended March 30, 2019
Wholesale	64%	70%	55%	63%	63%
Direct-to-Consumer	36%	30%	45%	37%	37%
Digital	8%	7%	13%	10%	10%

On May 22, 2019, VF completed the separation of its Jeanswear organization and *VF Outlet*TM businesses through the distribution of 100% of the outstanding common stock of Kontoor Brands, Inc. ("Kontoor Brands") to VF stockholders as of the close of business on May 10, 2019, the record date for the distribution. As a result, beginning in the first quarter of Fiscal 2020 (three months ended June 29, 2019), Kontoor Brands' historical financial results through the date of separation will be reported as a discontinued operation in VF's consolidated financial statements. The table above provides certain historical financial information for geographic and channel revenue of VF's continuing operations.

^(a) The percentages above represent geographic and channel revenue as a percent of total revenues for VF, excluding Kontoor Brands, for the respective periods. Total revenues from continuing operations used in the above percentages were \$2,137,135, \$3,219,390, \$3,227,712 and \$2,575,813 for the three months ended June 30, 2018, September, 29 2018, December, 29 2018 and March 30, 2019, respectively and \$11,160,050 for the twelve months ended March 30, 2019.

Refer to the "Reconciliation of Select GAAP to Non-GAAP Measures - VF Excluding Kontoor Brands" page and the 8-K filed on May 29, 2019 for additional information and discussion regarding how the historical financial information provided herein was derived.