# VF TO SEPARATE INTO TWO INDEPENDENT COMPANIES WITH ENHANCED PROSPECTS FOR LONG-TERM VALUE CREATION

August 2018



#### FORWARD-LOOKING STATEMENTS

Certain written and oral statements included in this presentation are "forwardlooking statements" within the meaning of the federal securities laws. Forwardlooking statements are made based on our expectations and beliefs concerning future events impacting VF and therefore involve several risks and uncertainties that are difficult to predict. You can identify these statements by the fact that they use words such as "will," "anticipate," "estimate," "expect," "should," "may," "believe," "appear," "intend," "plan," "assume," "seek," "forecast," and other words and terms of similar meaning or use of future dates. 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, but are not limited to: foreign currency fluctuations; the level of consumer demand for apparel, footwear and accessories; disruption to VF's distribution system; VF's reliance on a small number of large customers; 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; VF's and its customers' and vendors' ability to maintain the strength and security of 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

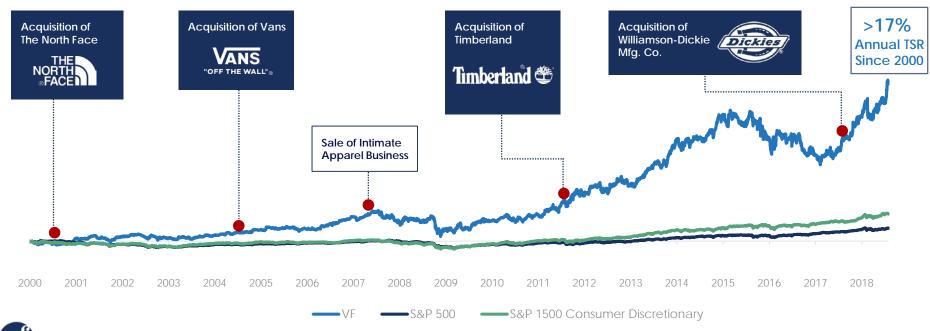
of members of VF's management; VF's ability to protect trademarks and other intellectual property rights; possible goodwill and other asset impairment; maintenance by VF's licensees and distributors of the value of VF's brands; VF's ability to execute and integrate acquisitions; changes in tax laws and liabilities; legal, regulatory, political and economic risks; adverse or unexpected weather conditions; and risks associated with the proposed spin-off of our Jeanswear business and our ability to realize the expected benefit of the spin-off. 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. Our forward-looking statements in this presentation speak only as of the date of this presentation. Factors or events that could cause our actual results to differ may emerge from time to time, and it is not possible for us to predict all of them. Unless required by law, we undertake no obligation to update publicly any forward-looking statements as a result of new information, future events or otherwise.

Certain of the financial and statistical data included in this presentation and the related materials are non-GAAP financial measures as defined under Regulation G. The Company believes that non-GAAP performance measures and ratios used in managing the business may provide attendees of this presentation with additional meaningful comparisons between current results and results in prior periods. Non-GAAP performance measures and ratios should be viewed in addition to, and not as an alternative for, the Company's reported results under accounting principles generally accepted in the United States. Additional information about the Company is contained in the Company's filings with the SEC and is available on VF's web site, www.vfc.com.



# LONG TRACK RECORD OF DELIVERING SUPERIOR SHAREHOLDER VALUE

Transformational portfolio actions have been critical milestones along VF's value creation journey





# SEPARATION CONSISTENT WITH ACTIVE PORTFOLIO MANAGEMENT STRATEGY AND CAPITAL ALLOCATION PRIORITIES





#### COMPELLING RATIONALE FOR A SEPARATION



Enhances strategic and management focus



Creates opportunity to focus investment on strategic priorities



Provides flexibility to pursue independent strategies and diverging paths to value creation



Drives more efficient allocation of capital



Aligns each company with its natural investor type



## TWO INDEPENDENT COMPANIES WITH ENHANCED PROSPECTS FOR LONG-TERM VALUE CREATION















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Global apparel and footwear powerhouse anchored in activity-based outdoor, active and work lifestyles

Revenue	>\$11B

EBITDA	>\$1.5B

Free	~\$1.1B
Cash Flow	~\$1.1D

Dividend	~2%
Yield	270

14 - 16% TSR Target

Global leader in denim with strong iconic brands steeped in rich heritage and authenticity

Revenue	>\$2.5B
EBITDA	>\$450M
Free Cash Flow	~\$300M
Dividend Yield	~5%

8 – 10% TSR Target



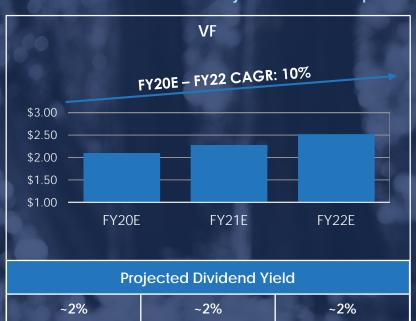
## TWO HIGHLY ATTRACTIVE BUSINESS AND FINANCIAL PROFILES

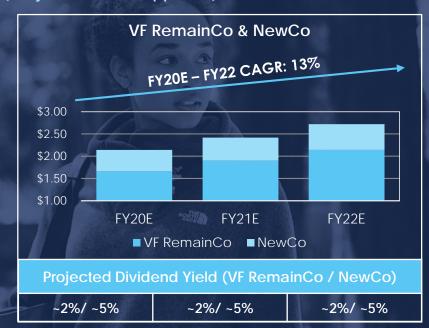
	VF RemainCo	NewCo
Revenue Growth	High Single Digit	Low Single Digit
Gross Margin	>50%	>40%
EBITDA Margin	Mid-Teen	High-Teen
Revenue Mix	Work Active Outdoor	Other Wrangler Lee
	DTC Wholesale	DTC Wholesale
	Int'l U.S.	Int'l U.S.
Dividend Payout Ratio	~50%	~65%



#### AGGREGATE DIVIDEND EXPECTED TO INCREASE POST SEPARATION

#### Projected Dividend per Share (Subject to Board Approval)







## TRANSACTION DETAILS

Contract of the second	<ul> <li>Tax-free distribution of NewCo shares to VF shareholders</li> </ul>
Transaction Structure	NewCo will comprise Jeans and VF Outlet businesses
	Expect to incur one-time charges related to the transaction
Financial	<ul> <li>Both companies expected to be well capitalized with flexibility to fund growth priorities and capital allocation strategies</li> </ul>
Implications	Dividend to increase on a combined basis, subject to Board approval
	Expect minimal dis-synergies on an ongoing basis
Timing	<ul> <li>Expect transaction to be completed during the first half of calendar 2019</li> </ul>
Approvals	Subject to final VF Board and other regulatory and customary approvals
	<ul> <li>Key leadership positions in place prior to separation</li> </ul>
Other	<ul> <li>VF to relocate headquarters to metro Denver, CO; NewCo to be headquartered in Greensboro, NC</li> </ul>



## VF REMAINCO: BRAND PORTFOLIO FOCUSED ON HIGH QUALITY GROWTH ASSETS

- Global leader in branded apparel, footwear and accessories anchored in activity-based outdoor, active and work lifestyles
- Highly diversified business model with attractive growth profile
  - Well diversified across geography, product category, consumer demographic and distribution channel
- Successful track record of acquiring and accelerating brand growth
- Proven ability to deliver sustainable, long-term growth and value creation

Outdoor







icebreaker\*



Revenue: >\$4.5B

**Active** 













Revenue : **>\$4.5B** 

Work















Revenue: >\$1.7B



# VF REMAINCO: SEPARATION PROVIDES ENHANCED PROSPECTS FOR LONG-TERM VALUE CREATION

1

Enhances focus on simplified, high quality portfolio of growth assets 2

Increases
investment
capacity and
opportunity
to accelerate
organic
growth

3

Reduces
operational
and
management
complexity

4

Improves
business
model
alignment
with growing
international
and DTC
platforms

5

Enhances
flexibility
to pursue
M&A strategy
and expand
into new
growth
vectors

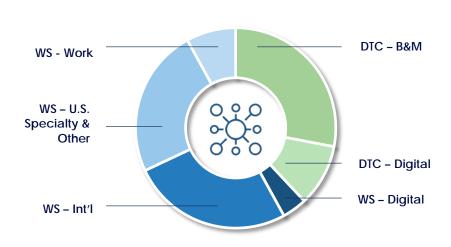
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Optimizes
balanced TSR
delivery with
strong and
growing
dividend



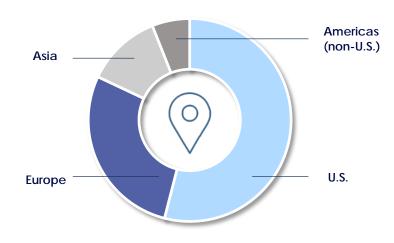
## VF REMAINCO: ATTRACTIVE BUSINESS MIX WITH LARGE INTERNATIONAL & DTC PLATFORMS

#### **Revenue by Channel**



Large DTC and digital footprint with quality growth across brand portfolio Attractive wholesale mix with focus on international, digital, and specialty retail

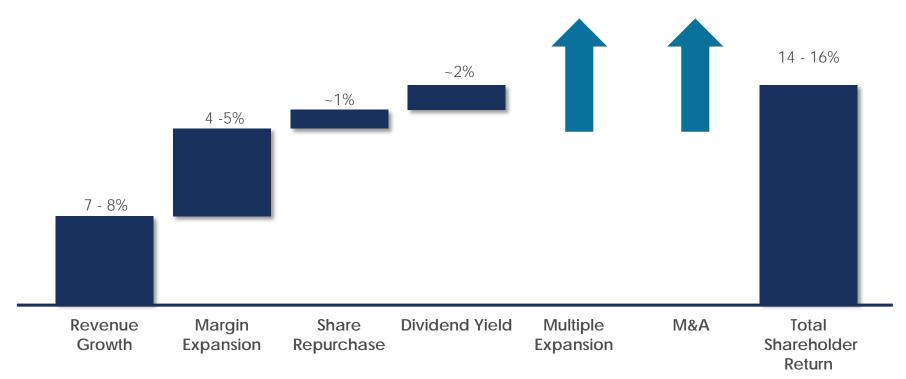
#### Revenue by Geography



Large international platform; quality growth across regions and brand portfolio International business accretive to growth and profitability; generates high ROIC



## VF REMAINCO: TSR DELIVERY MORE GROWTH FOCUSED





## VF REMAINCO: CAPITAL ALLOCATION PRIORITIES BEYOND ORGANIC GROWTH WILL REMAIN UNCHANGED

1 M&A

2 DIVIDEND 3 SHARE REPURCHASE



#### VF REMAINCO: KEY INVESTMENT HIGHLIGHTS

Global apparel and footwear powerhouse anchored in activity-based, outdoor, active, and work lifestyles

Best-in-class management team with track record of superior longterm value creation

Strong balance sheet with acquisition capacity and capital structure flexibility



Stable of strong brands focused on highly attractive and growing consumer segments and categories

Attractive financial profile with strong dividend provides opportunity for both growth and capital returns

Proven ability as active portfolio managers and brand builders through successful M&A and organic growth initiatives



### NEWCO: LEADING DENIM PORTFOLIO WITH GLOBAL SCALE

- Global, iconic brands steeped in deep heritage and authenticity
- Leading player in denim globally
- Steady growth, consistent profitability and strong cash flow support high dividend payout









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## NEWCO: EXPERIENCED BOARD AND MANAGEMENT TEAM FOCUSED ON EXECUTION HAS BEEN DESIGNATED



Robert Shearer
Chairman of the Board



Richard Carucci Board Member



Juliana Chugg Board Member



Scott Baxter
Chief Executive Officer



Rustin Welton
Chief Financial Officer



Randy Fortenberry Vice President, Supply Chain



Vice President,
Investor and Corporate
Relations

# NEWCO: SEPARATION TO UNLOCK STRONGER LONG-TERM VALUE CREATION POTENTIAL



Opportunity to streamline operations and unlock significant cost efficiencies 2

Robust
cash flow
generation
provides
strong
capital return
profile

3

Provides
flexibility to
pursue
opportunities
not easily
accessible
inside VF
today

4

Opportunity to invest in and extend geographic footprint with a focus on Asia 5

Opportunity to expand distribution and extend into adjacent categories with a focus on digital

6

Opportunity to pursue industry consolidation and strategic M&A over time

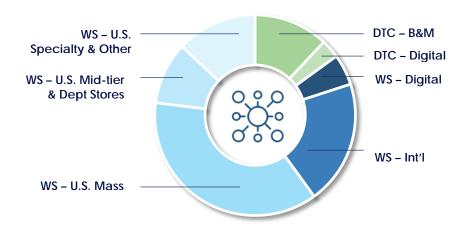


Provides
flexibility
to utilize
manufacturing
assets to drive
incremental
growth



# NEWCO: GLOBAL BUSINESS WITH ESTABLISHED INTERNATIONAL FOOTPRINT AND DEEP CATEGORY & CHANNEL EXPERTISE

#### **Revenue by Channel**



Deep and longstanding relationships with leading global retailers Best-in-class supply chain, channel and category management expertise

#### Revenue by Geography

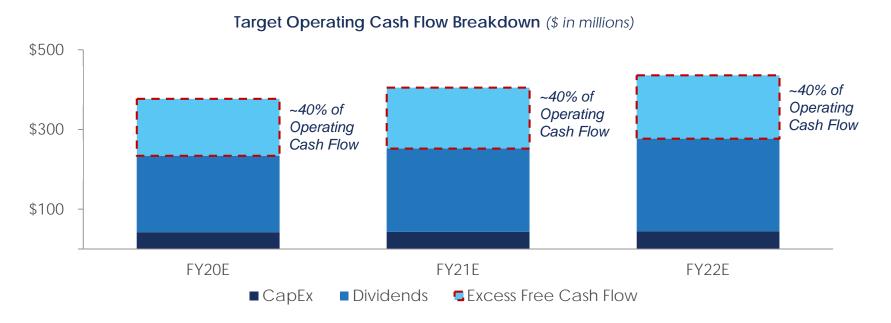


Diversified geographic footprint with established presence in China Opportunity to more deeply penetrate international markets and drive growth



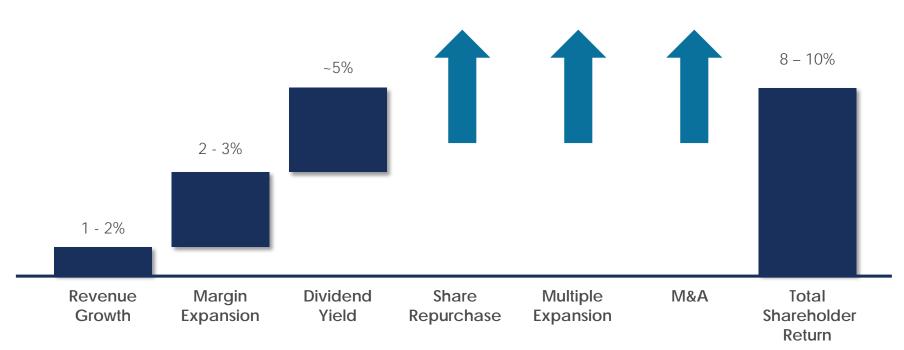
#### NEWCO: CAPITAL STRUCTURE FLEXIBILITY

NewCo is expected to be well capitalized with flexibility to support strong dividend, rapidly paydown debt, and fund growth and capital allocation priorities





## NEWCO: TSR DELIVERY DRIVEN BY STRONG CAPITAL RETURNS





#### **NEWCO: CAPITAL ALLOCATION PRIORITIES**

Opportunistically **DEBT DIVIDEND PAYDOWN** Potential Over time

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#### **NEWCO: KEY INVESTMENT HIGHLIGHTS**

Global leader in denim with iconic brands steeped in deep heritage and authenticity

Opportunity to unlock significant scale and cost efficiencies

Experienced management team with deep knowledge of the global business focused on execution

Opportunity to pursue industry consolidation and strategic M&A over time

**NewCo** 

Strong customer relationships, best-inclass supply chain, channel and category management expertise

Attractive financial profile with strong free cash flow generation, high dividend yield, and balance sheet flexibility



#### **NEXT STEPS**

#### 2H CALENDAR 2018

- Finalize NewCo executive management and Board of Directors composition
- Draft and file initial Form 10
- Finalize NewCo capital structure

#### 1H CALENDAR 2019

- Finalize Form 10
- NewCo roadshow
- Rating agency process
- Financing execution
- Establish distribution date
- VF RemainCo and NewCo investor days



