

### **Investor Presentation**

December 2017

### **Cautionary Statement**

Certain statements included herein contain forward-looking statements within the meaning of federal securities laws about the financial condition and results of operations of the Company that are based on management's beliefs, assumptions and expectations about our future economic performance, considering the information currently available to management. The words "believe," "may," "could," "will," "should," "would," "anticipate," "plan," "estimate," "project," "expect," "intend," "seek," "strive" and words of similar import, or the negative of such words, identify or signal the presence of forward-looking statements. These statements are not statements of historical fact, and they involve risks and uncertainties that may cause our actual results, performance or financial condition to differ materially from the expectations of future results, performance or financial condition that we express or imply in any forward-looking statement.

Factors that could contribute to such differences include, but are not limited to: the competitive nature of the textile industry and the impact of global competition; changes in the trade regulatory environment and governmental policies and legislation; the availability, sourcing and pricing of raw materials; general domestic and international economic and industry conditions in markets where the Company competes, including economic and political factors over which the Company has no control; changes in consumer spending, customer preferences, fashion trends and end-uses for products; the financial condition of the Company's customers; the loss of a significant customer; the success of the Company's strategic business initiatives; volatility of financial and credit markets; the ability to service indebtedness and fund capital expenditures and strategic business initiatives; availability of and access to credit on reasonable terms; changes in foreign currency exchange, interest and inflation rates; fluctuations in production costs; the ability to protect intellectual property; employee relations; the impact of environmental, health and safety regulations; the operating performance of joint ventures and other equity investments; and the accurate financial reporting of information from equity method investees.

All such factors are difficult to predict, contain uncertainties that may materially affect actual results and may be beyond our control. New factors emerge from time to time, and it is not possible for management to predict all such factors or to assess the impact of each such factor on the Company. Any forward-looking statement speaks only as of the date on which such statement is made, and we do not undertake any obligation to update any forward-looking statement to reflect events or circumstances after the date on which such statement is made, except as may be required by federal securities laws. The above and other risks and uncertainties are described in the Company's most recent annual report on Form 10-K, and additional risks or uncertainties may be described from time to time in other reports filed by the Company with the Securities and Exchange Commission pursuant to the Securities Exchange Act of 1934, as amended.

#### Non-GAAP Financial Information

The presentation contains non-GAAP financial information, specifically Earnings Before Interest, Taxes, Depreciation and Amortization ("EBITDA"), Adjusted EBITDA, Adjusted Net Income, Adjusted EPS and Adjusted Working Capital. Reconciliations of these non-GAAP measures with the most comparable financial measures calculated and presented in accordance with GAAP are presented in the Appendix to this presentation.

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### A Global & Growing Textile Solutions Provider

- Leading Innovators in Synthetic and Recycled Fiber
  - Wide array of polyester and nylon products across an extensive variety of applications
  - Specialized yarns and premium value-added (PVA) yarns, meeting the technological and complex demands of global customers
- Global Supply Chain Excellence
  - Multi-region and multi-faceted, serving all the primary production centers
- ➤ REPREVE® Most-Recognized Offering for Sustainable Solutions
  - Significant adoption and growth; over 10 billion plastic bottles transformed
- > Strong Brand Partnerships Increasing and Expanding
  - Focus on innovation and differentiation to meet today's demands and tomorrow's expectations
- Further Growth Potential
  - Strong financial position and results provide opportunities for further strategic investment
  - Synthetics continue to gain share in the apparel industry
  - Sustainable solutions available across all verticals



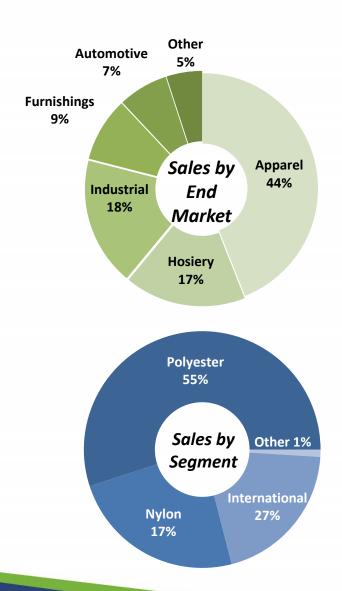
### Investing in Growth & Margin Expansion

#### **Investment Thesis**

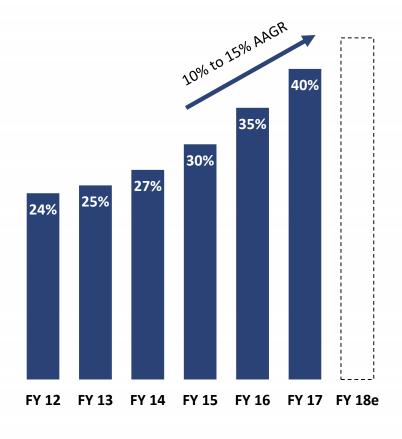
- Favorable industry dynamics:
  - Global consumer preferences toward synthetic products with innovative attributes
  - Strong interest in sustainable solutions, with customers maintaining brand integrity
- Defensible scale and foundation
  - Global footprint with proximity to world-class brands and production centers
  - Significant U.S. asset base with state-of-the-art technology and recycled fiber production
- Flexible operating model for expansion into new markets and geographies
  - Ability to use contract manufacturing or make direct investment
  - Diverse markets and broad product lines drive long-term opportunities
- Strong balance sheet and cash flows could provide other avenues to accelerate growth and fuel strategic investments



### Overview of Sales and End-Markets



# **PVA Product Sales as a Percentage** of Consolidated Annual Net Sales





# **Diverse Global Footprint**



### Strategic Growth from Strong Fundamentals

#### STRONG FUNDAMENTALS

TO BECOME

#### **FOCUSED INVESTMENTS**

Offering the entire spectrum of polymer to yarn to value-added solutions in polyester and nylon.

in Brand Growth

in Technology and Innovation

in Strategic Partnerships

in People and Teams

The global innovation and recycling partner of choice for fiber and polymer solutions for world class brands, retailers and mills.



# Adding Value Throughout the Supply Chain

# Polyester & Nylon Base

Trade Compliant

Speed / Response Time

Quality & Reliability

Ease of Business

Regional & Global Footprint

Competitively Priced

### **PVA Technology Portfolio**

+ Superior Consumer Benefits







### Transformation into Earth-Friendly Fibers





# Our Recycling Process

REPREVE® BOTTLE PROCESSING CENTER

REPREVE® RECYCLING CENTER

UNIFI TECHNOLOGY CENTER

TEXTURING
PACKAGE DYEING
COVERING
BEANING
BEANING
EXTRUCED
WASHED
CHOPPED

- Baled bottles are delivered to Unifi and sorted, washed and chopped into Flake
- Flake is sent to the Recycling Center where it is melted into Chip
- Chip is then extruded into REPREVE® Fiber
- REPREVE® Fiber can be further enhanced with consumer-meaningful benefits



UNIFI

### **Brand Growth**



REPREVE® adoption has led to significant partnerships



- Based on quality, innovation, integrity and diversification
- Brands and retailers continue to add to their own sustainability story
- U-Trust and FiberPrint technology provides transparency and validity for recycled content



# Global Supply Chain Excellence

### Asia

- Increase global availability of REPREVE® through license agreements and distribution networks:
  - Sri Lanka, Taiwan, Vietnam, Pakistan
- Successful expansion of asset-light model, providing global supply chain solutions; most recognized for recycled portfolio
- Proximity to world class customers and partners

### **Brazil**

- Strong management team
- Innovation and mix enrichment strategy
- Recent market share gains
- Disciplined price management
- Manufacturing efficiencies and cost control



# Capital Allocation: Investing for the Future

#### FY16: Invested ~ \$60 million

- Neared completion of bottle processing plant (currently operating)
- Commenced another expansion of our REPREVE® Recycling Center
- Enhanced our automation systems

#### FY17: Invested ~ \$40 million

- Neared completion of fourth REPREVE® Recycling Center production line (coming online)
   (increase Chip production from 72 to 100 million pounds)
- Additional machinery modifications to accommodate dynamic customer preferences
- Added bi-component machinery for technical manufacturing

#### FY18 and Near-Term:

- Invest first in the Business:
  - Investments in Asia for growth (supporting our customers' global supply chains)
  - Continue to evaluate opportunities to expand existing business and pursue PVA growth opportunities
  - Continue maintenance capex of approx. \$12 \$15 million per year
- Maintain leverage ratio<sup>1</sup> around 1.5x, consistent with recent years
- Consider share repurchases under the existing \$27 million of remaining authority

 $^{\rm 1}$  Calculated as debt principal divided by Adjusted EBITDA

Source: Unifi Internal Estimates



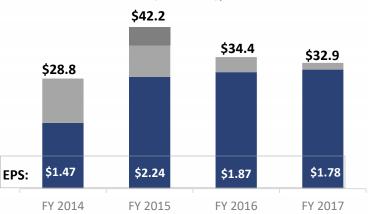
# **Summary Financial Data**



### **Profitability Trends**

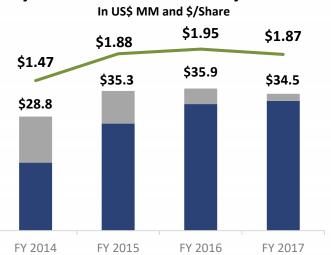
#### Net Income <sup>1</sup> and Diluted EPS (GAAP)

In US\$ MM and \$/Share



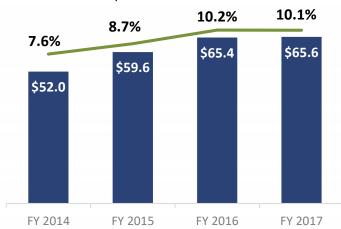
- <sup>1</sup> Net income attributable to Unifi, Inc.
- \* Approximates the performance metric for Unifi, Inc., excluding equity in earnings of Parkdale America, LLC.
- \*\* Approximates applying a 35% tax rate to the Company's equity in earnings of Parkdale America, LLC, excluding the relevant bargain purchase gains (presented separately with no tax impact)

#### Adjusted Net Income <sup>2</sup> and Adjusted EPS <sup>2</sup>



### Adjusted EBITDA <sup>2</sup>

In US\$ MM and as % of Net Sales



<sup>2</sup> See the Appendix for reconciliation of this non-GAAP metric.



Unifi Excluding PAL \*

PAL Bargain Purchase Gains

PAL Underlying \*\*

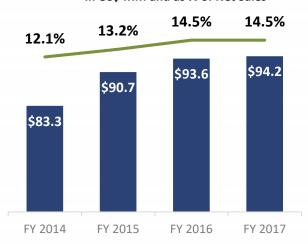
(FY 2015 only)

Source: Unifi FY 2017 Form 10-K and Appendix

# Profitability by Segment

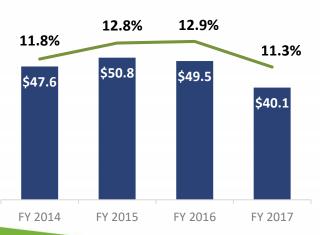
#### **Gross Profit – Consolidated Total**

In US\$ MM and as % of Net Sales



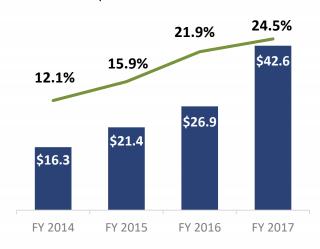
#### **Gross Profit - Polyester Segment**

In US\$ MM and as % of Net Sales



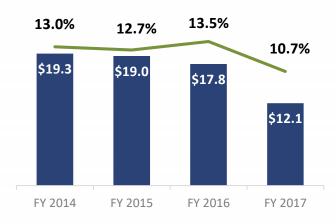
#### **Gross Profit – International Segment**

In US\$ MM and as % of Net Sales



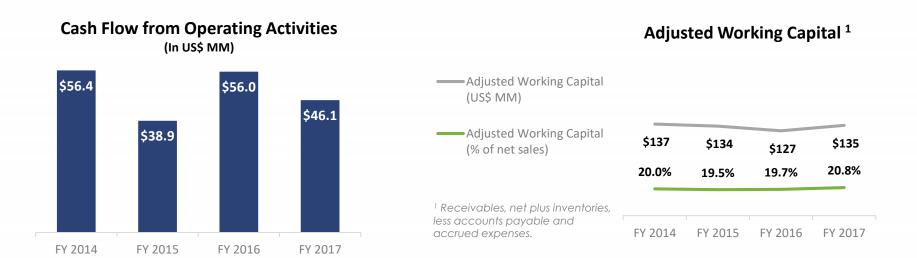
#### **Gross Profit – Nylon Segment**

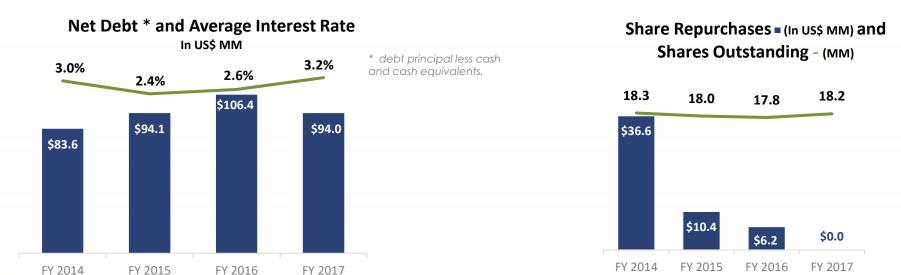
In US\$ MM and as % of Net Sales





# Cash Flow, Balance Sheet Highlights







Source: Unifi FY 2017 Form 10-K and Unifi FY 2015 Form 10-K

### Investing in Growth & Margin Expansion

#### **Investment Thesis**

- Favorable industry dynamics:
  - Global consumer preferences toward synthetic products with innovative attributes
  - Strong interest in sustainable solutions, with customers maintaining brand integrity
- Defensible scale and foundation
  - Global footprint with proximity to world-class brands and production centers
  - Significant U.S. asset base with state-of-the-art technology and recycled fiber production
- Flexible operating model for expansion into new markets and geographies
  - Ability to use contract manufacturing or make direct investment
  - Diverse markets and broad product lines drive long-term opportunities
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# **Appendix**



### REPREVE® Bottle Processing Center





- One of the most advanced, 150,000 sq. ft. state-of-the-art recycling centers in the U.S.
- > Annual capacity to produce 75 million pounds of the highest quality, clean Flake
  - Full capacity can consume the equivalent of 2.2 billion water bottles per year
  - 10 tons of bottles/hr.
- Letter of No Objection from the FDA; allows for the sale of Flake for Food-Grade Packaging



# REPREVE® Recycling Center



### Wide Selection of Recycled Products



#### <u>Filament</u>

performance & sustainability



#### **Staple Fiber**

- spun yarns
- blends



#### **Nylon**

• pre-consumer fiber waste

#### **PET Flake**

 post & preconsumer fiber waste



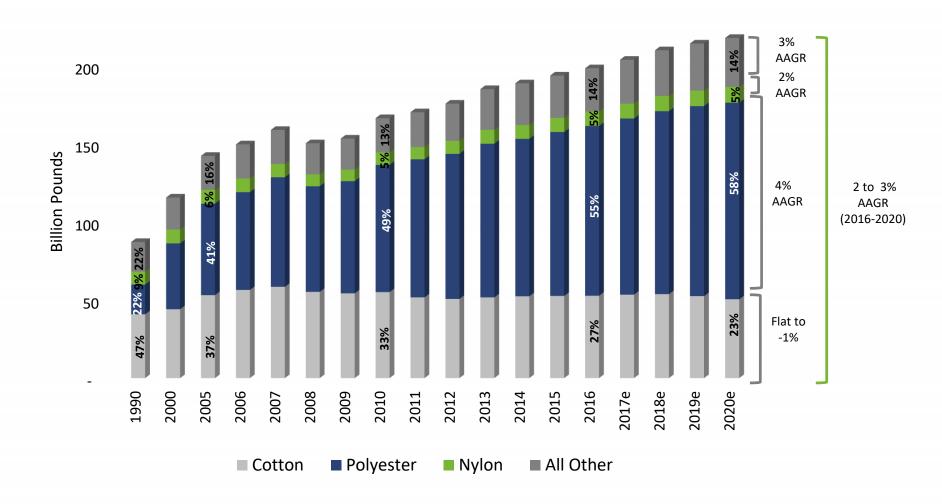


#### **PET Resin / Chip**

- post- & preconsumer fiber waste
- Fiberprint™ Technology
- SCS Certified



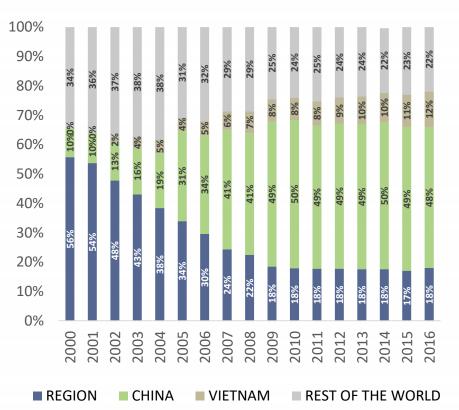
# Global Textile Fibers Market is Growing



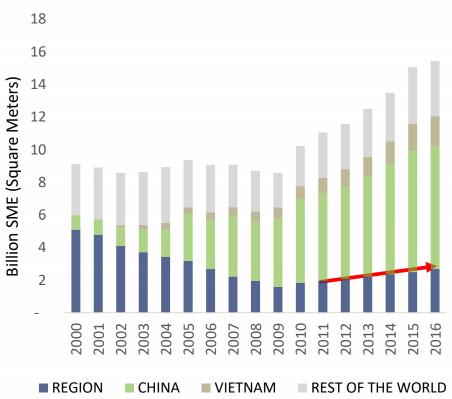


# Synthetic Apparel Supply Growing

#### **Synthetic Apparel Consumption Share**



#### **Synthetic Apparel Consumption**



Regional supply share stabilized, volume in units growing at the rate of 4 to 6% per year

\* Region includes NAFTA, CAFTA, Colombia FTA, and Peru FTA

Source: OTEXA, Census Bureau, DOC, Federal Reserve, and Internal Estimates



### Investment in Parkdale America, LLC

- 34% Ownership Provides Diversity to UNIFI
  - Fluctuations in fiber preferences and global dynamics provide a natural hedge
- Increased Production of Cotton Blends
  - Opportunity for combined expansion and growth
- Experienced Management Team
  - Long-standing customer relationships and competitive position
- Efficient Asset Base and Operational Diligence
  - Insight and experience driving long-term high-quality operations
- Generating Cash After Large CapEx Plan
  - Minimal related-party debt; no third-party debt



# Parkdale America, LLC Highlights

#### PAL EBITDA (In US\$ MM)



	Selected	Baland In US\$		Data	a
				\$26.4	
\$11.4	\$20.0	\$8.9			<b>■</b> Cash
			5.0		■ Debt \$0.0
Dec	2014	Dec 201	15	Dec	2016

(In thousands)		CY 2014	(	CY 2015	CY 2016		
Netincome	Ś	41.205	Ś	37,048	۲.	11.447	
	Ş	,	Ş	•	\$	,	
Interest expense, net		92		273		(59)	
Provision for income taxes		278		648		1,026	
Depreciation and amortization		27,848		41,922		44,951	
Cotton rebate income		(15,980)		(16,570)		(14,949)	
Gain on acquisitions		(4,430)		(9,382)		-	
EBITDA	\$	49,013	\$	53,939	\$	42,416	

\$53.9

CY 2015

CY 2016

CY 2014

Cash Flow from Operating Activities
(In US\$ MM)

Source: Unifi's Forms 10-K/A for fiscal 2016 and fiscal 2014



### Adjusted EBITDA

	FY 2017		FY 2016		FY 2015		FY 2014
Net Income Attributable to Unifi, Inc.	\$	32,875	\$ 34,415	\$	42,151	\$	28,823
Interest Expense, Net		3,030	2,884		3,109		2,539
Provision for Income Taxes		10,898	15,073		13,346		20,161
Depreciation and Amortization		19,851	16,893		17,367		17,334
EBITDA including Equity Affiliates		66,654	69,265		75,973		68,857
Equity in Earnings of PAL		(2,723)	(6,074)		(17,403)		(17,846)
EBITDA excluding Equity in Earnings of PAL		63,931	63,191		58,570		51,011
Loss on Sale of Business		1,662	-		-		-
Key Employee Transition Costs		-	2,166		-		941
Loss on Extinguishment of Debt		-	-		1,040		
Adjusted EBITDA	\$	65,593	\$ 65,357	\$	59,610	\$	51,952

Note: Amounts presented in the reconciliation above may not be consistent with amounts included in the Company's Consolidated Financial Statements. Any inconsistencies are insignificant and are integral to the reconciliations.

Note: See the FY 2017 and FY 2016 Forms 10-K for additional descriptions of these reconciliations.



### **Adjusted Working Capital**

The following table presents the components of the Company's working capital and the reconcilation from working capital to Adjusted Working Capital:

	June 25, 2017		Jun	e 26, 2016	Jun	e 28, 2015	June 29, 2014		
Cash and Cash Equivalents	\$	35,425	\$	16,646	\$	10,013	\$	15,907	
Receivables, Net		81,121		83,422		83,863		93,925	
Inventories		111,405		103,532		111,615		113,370	
Other Current Assets		15,686		8,292		7,473		6,231	
Accounts Payable		(41,499)		(41,593)		(45,023)		(51,364)	
Accrued Expenses		(16,144)		(18,474)		(16,640)		(18,588)	
Other Current Liabilities		(18,411)		(15,241)		(13,061)		(10,350)	
Working Capital	\$	167,583	\$	136,584	\$	138,240	\$	149,131	
Less: Cash and Cash Equivalents		(35,425)		(16,646)		(10,013)		(15,907)	
Less: Other Current Assets		(15,686)		(8,292)		(7,473)		(6,231)	
Less: Other Current Liabilities		18,411		15,241		13,061		10,350	
Adjusted Working Capital	\$	134,883	\$	126,887	\$	133,815	\$	137,343	

Note: See the FY 2017 and FY 2016 Forms 10-K for additional descriptions of these reconciliations.



### Adjusted Net Income and Adjusted EPS

	Fiscal Year 2017											
	F	re-tax										
	i	income		Tax Impact		t Income	Dilut	ted EPS				
GAAP results	\$	43,275	\$	(10,898)	\$	32,875	\$	1.78				
Loss on sale of business		1,662		-		1,662		0.09				
Adjusted results	\$	44,937	\$	(10,898)	\$	34,537	\$	1.87				
Weighted average common shares outstanding								18,443				
	Fiscal Year 2016											
	F	re-tax										
	i	ncome	Та	x Impact	Ne	t Income	Dilut	ted EPS				
GAAP results	\$	48,243	\$	(15,073)	\$	34,415	\$	1.87				
Key employee transition costs		2,330		(673)		1,493		0.08				
Adjusted results	\$	50,573	\$	(15,746)	\$	35,908	\$	1.95				
Weighted average common shares outstanding								18,415				

Note: See the FY 2017 and FY 2016 Forms 10-K for additional descriptions of these reconciliations.



### Adjusted Net Income and Adjusted EPS - (Continued)

	Fiscal Year 2015								
	F	re-tax							
	i	ncome	Та	x Impact	Net	t Income_	Dilu	ted EPS	
GAAP results	\$	53,812	\$	(13,346)	\$	42,151	\$	2.24	
Change in deferred tax liability for unremitted foreign earnings assertion		-		(7,639)		(7,639)		(0.41)	
Change in deferred tax asset for certain foreign currency transactions		-		3,008		3,008		0.16	
Change in uncertain tax positions		-		2,879		2,879		0.15	
Renewable energy tax credits		-		(1,036)		(1,036)		(0.05)	
Bargain purchase gains for an equity affiliate		(4,696)		-		(4,696)		(0.25)	
Loss on extinguishment of debt		1,040		(364)		676		0.04	
Adjusted results	\$	50,156	\$	(16,498)	\$	35,343	\$	1.88	
Weighted average common shares outstanding								18,836	

Fiscal Year 2014								
come Dilu	uted EPS							
28,823 \$	1.47							
612	0.03							
249	0.01							
(174)	(0.01)							
(715)	(0.03)							
	1.47							
,	` '							

Note: See the FY 2017 and FY 2016 Forms 10-K for additional descriptions of these reconciliations.



Weighted average common shares outstanding

19,621

### Non-GAAP Financial Measures

Certain non-GAAP financial measures included herein are designed to complement the financial information presented in accordance with GAAP. These non-GAAP financial measures include Earnings Before Interest, Taxes, Depreciation and Amortization ("EBITDA"), Adjusted EBITDA, Adjusted Net Income and Adjusted EPS (collectively, the "non-GAAP financial measures").

- EBITDA represents Net income attributable to Unifi, Inc. before net interest expense, income tax expense, and depreciation and amortization expense.
- Adjusted EBITDA represents EBITDA adjusted to exclude equity in earnings of Parkdale America, LLC and, from time to time, certain other adjustments necessary to understand and compare the
  underlying results of the Company.
- Adjusted Net Income represents Net income attributable to Unifi, Inc. calculated under GAAP, adjusted to exclude the approximate after-tax impact of certain income or expense items (as well as specific impacts to the provision for income taxes) necessary to understand and compare the underlying results of the Company. Adjusted Net Income excludes certain amounts which management believes do not reflect the ongoing operations and performance of the Company, such as key employee transition costs and loss on sale of business.
- Adjusted EPS represents Adjusted Net Income divided by the Company's diluted weighted average common shares outstanding.
- Adjusted Working Capital (receivables plus inventory, less accounts payable and accrued expenses), which is an indicator of UNIFI's production efficiency and ability to manage inventory and receivables.

The non-GAAP financial measures are not determined in accordance with GAAP and should not be considered a substitute for performance measures determined in accordance with GAAP. The calculations of the non-GAAP financial measures are subjective, based on management's belief as to which items should be included or excluded in order to provide the most reasonable and comparable view of the underlying operating performance of the business. We may, from time to time, modify the amounts used to determine our non-GAAP financial measures. When applicable, management's discussion and analysis includes specific consideration for items that comprise the reconciliations of its non-GAAP financial measures. We believe that these non-GAAP financial measures better reflect the Company's underlying operations and performance and that their use, as operating performance measures, provides investors and analysts with a measure of operating results unaffected by differences in capital structures, capital investment cycles and ages of related assets, among otherwise comparable companies. Management uses Adjusted EBITDA (i) as a measurement of operating performance because it assists us in comparing our operating performance on a consistent basis, as it removes the impact of (a) items directly related to our asset base (primarily depreciation and amortization) and (b) items that we would not expect to occur as a part of our normal business on a regular basis; (ii) for planning purposes, including the preparation of our annual operating budget; (iii) as a valuation measure for evaluating our operating performance and our capacity to incur and service debt, fund capital expenditures and expand our business; and (iv) as one measure in determining the value of other acquisitions and dispositions. Adjusted EBITDA is a hey performance metric utilized in the determination of variable compensation. We also believe Adjusted EBITDA is an appropriate supplemental measure of debt service capacity, because it serves as a high-level proxy for ca

Management uses Adjusted Net Income and Adjusted EPS (i) as measurements of net operating performance because they assist us in comparing such performance on a consistent basis, as they remove the impact of (a) items that we would not expect to occur as a part of our normal business on a regular basis and (b) components of the provision for income taxes that we would not expect to occur as a part of our underlying taxable operations; (ii) for planning purposes, including the preparation of our annual operating budget; and (iii) as measures in determining the value of other acquisitions and dispositions.

Historically, EBITDA, Adjusted EBITDA, Adjusted Net Income and Adjusted EPS aimed to exclude the impact of the non-controlling interest in Repreve Renewables, LLC, while the consolidated amounts for such entity were required to be included in the Company's financial amounts reported under GAAP.

In evaluating non-GAAP financial measures, investors should be aware that, in the future, we may incur expenses similar to the adjustments included herein. Our presentation of non-GAAP financial measures should not be construed as indicating that our future results will be unaffected by unusual or non-recurring items. Each of our non-GAAP financial measures has limitations as an analytical tool, and you should not consider it in isolation or as a substitute for analysis of our results or liquidity measures as reported under GAAP. Some of these limitations are (i) it is not adjusted for all non-cash income or expense items that are reflected in our statements of cash flows; (ii) it does not reflect the impact of earnings or charges resulting from matters we consider not indicative of our ongoing operations; (iii) it does not reflect changes in, or cash requirements for, our working capital needs; (iv) it does not reflect the cash requirements necessary to make payments on our debt; (v) it does not reflect our future requirements for capital expenditures or contractual commitments; (vi) it does not reflect limitations on or costs related to transferring earnings from our subsidiaries to us; and (vii) other companies in our industry may calculate this measure differently than we do, limiting its usefulness as a comparative measure.

Because of these limitations, these non-GAAP financial measures should not be considered as a measure of discretionary cash available to us to invest in the growth of our business or as a measure of cash that will be available to us to meet our obligations, including those under our outstanding debt obligations. You should compensate for these limitations by relying primarily on our GAAP results and using these measures only as supplemental information.