



INVESTOR DAY 2018

NOVEMBER 15, 2018



1

WELCOME, AGENDA

A.J. Eaker | VP Finance

2

COMPANY OVERVIEW

3

STRATEGY, KEY THEMES



AGENDA

- | | | | | | |
|----------|--|-----------|--|-----------|--------------------------|
| 1 | 8:30 am
WELCOME, SAFE HARBOR, AGENDA | 6 | INNOVATION | 11 | FINANCIAL OVERVIEW |
| 2 | COMPANY OVERVIEW | 7 | MARKETING | 12 | CLOSING REMARKS |
| 3 | STRATEGY, KEY THEMES | 8 | 10:15 am
BREAK | 13 | Q&A |
| 4 | GLOBAL BRAND SALES | 9 | 10:30 am
GLOBAL SUPPLY CHAIN SOLUTIONS | 14 | 12:00 pm
CLOSE |
| 5 | SUSTAINABLE POWER OF REPREEVE® | 10 | CASE STUDY: ASIA | | |

Cautionary Statement on Forward-Looking Statements

Certain statements included herein contain forward-looking statements within the meaning of federal securities laws about the financial condition and results of operations of Unifi that are based on management's beliefs, assumptions and expectations about our future economic performance, considering the information currently available to management. An example of such forward-looking statements include, among others, guidance pertaining to our financial outlook. 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 Unifi competes, including economic and political factors over which Unifi has no control; changes in consumer spending, customer preferences, fashion trends and end uses for products; the financial condition of Unifi's customers; the loss of a significant customer or brand partner; natural disasters, industrial accidents, power or water shortages, extreme weather conditions and other disruptions at one of our facilities; the success of Unifi's strategic business initiatives; the volatility of financial and credit markets; the ability to service indebtedness and fund capital expenditures and strategic business initiatives; the 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; the strength and reputation of our brands; employee relations; the ability to attract, retain and motivate key employees; the impact of environmental, health and safety regulations; the impact of tax laws, the judicial or administrative interpretations of tax laws and/or changes in such laws or interpretations; the operating performance of joint ventures and other equity method 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 Unifi. 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 Unifi'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 Unifi with the Securities and Exchange Commission pursuant to the Securities Exchange Act of 1934, as amended.

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") and Adjusted EBITDA (together, the "non-GAAP financial measures").

EBITDA represents Net income before net interest expense, income tax expense, and depreciation and amortization expense.

Adjusted EBITDA represents EBITDA adjusted to exclude equity in loss (earnings) of Parkdale America LLC ("PAL") and, from time to time, certain other adjustments necessary to understand and compare the underlying results of Unifi.

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.

We believe that these non-GAAP financial measures better reflect Unifi'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 key 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 cash generated from operations and is relevant to our fixed charge coverage ratio. Equity in loss (earnings) of PAL is excluded from Adjusted EBITDA because such results do not reflect our operating performance.

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.

TODAY'S PRESENTERS



Jeff Ackerman | EVP & CFO



Kevin Hall | Chairman and CEO



Jay Hertwig | GVP of Brand Sales



Meredith Boyd | VP of Brand Sales



Helen Sahi | VP of Sustainability



Richard Gerstein | EVP of PVA



Tom Caudle | President and COO



Sohan Mangaldas | VP of Supply Chain



Hongjun Ning | VP Unifi Asia, Europe, Africa



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WELCOME, SAFE HARBOR, AGENDA

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COMPANY OVERVIEW

Jeff Ackerman | EVP & CFO

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STRATEGY, KEY THEMES

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GLOBAL BRAND SALES



KEY TAKEAWAYS TODAY

1

Sustainability is a megatrend and path to greater profitability and customer satisfaction.

2

We are building relationships with leading companies who win through sustainability and innovation.

3

We are driving innovation and commercialization of premium value added products that deliver on important consumer needs.

4

We are building a flexible global supply chain in order to be where our customers need us.

OVERVIEW

**Global
Company**

**2,900
Employees**

**Greensboro, NC
Headquarters**



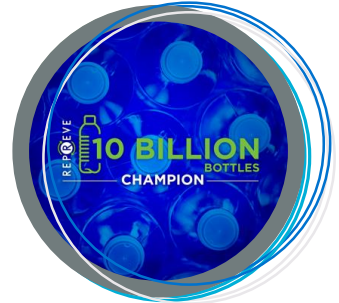
Yadkinville facility



Suzhou, China



REPREVE®
Bottle Processing
Center



1971

Founded by
G. Allen Mebane

1998



1999

Alfenas, Brazil

2009



2010

Ciudad Arce,
El Salvador

2016



2017

10 billionth plastic bottle

OVERVIEW OF SALES AND END MARKETS



APPAREL VALUE CHAIN



Recycled Materials



Virgin Materials



UNIFI BRAND ARCHITECTURE

PREMIUM VALUE-ADDED (PVA)



REPREVE®

The world's #1 trusted brand of
recycled performance fibers



PROFIBER™

High-quality virgin fiber that is enhanced
with performance benefits

UNIFIBER

UNIFIBER™

High-quality virgin fiber for cost-
conscious designers and buyers





REPREVE® is a high-quality, performance fiber made from recycled materials. It's an essential ingredient that makes products more earth-friendly.

Many of the most recognizable, global brands use REPREVE.



REPREVE PROCESS



RECYCLED BOTTLES

Post-consumer bottles are recycled



RECYCLED FLAKE

Bottles are washed and chopped into flake



REPREVE CHIP

Bottle flake is melted and formed into chip

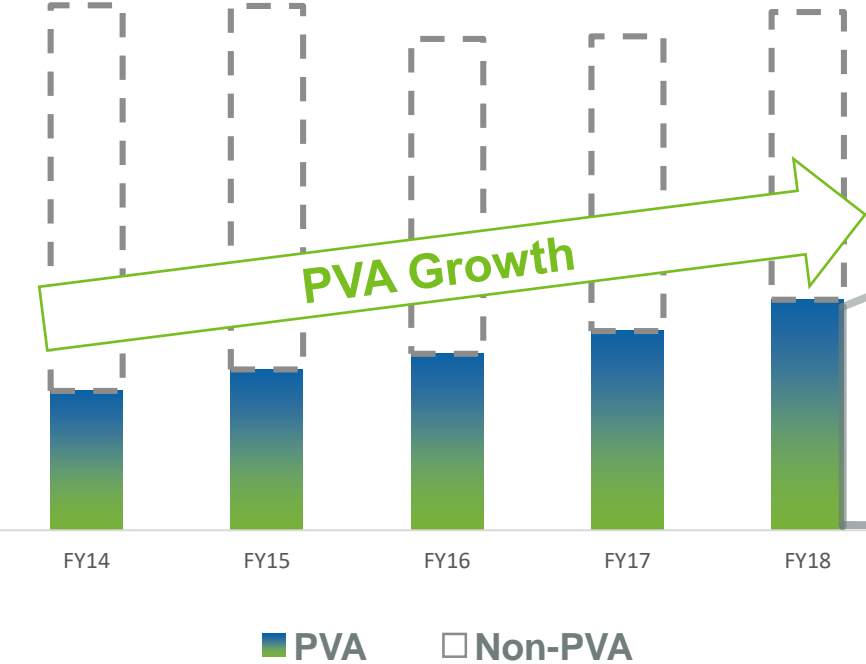


REPREVE RECYCLED FIBER

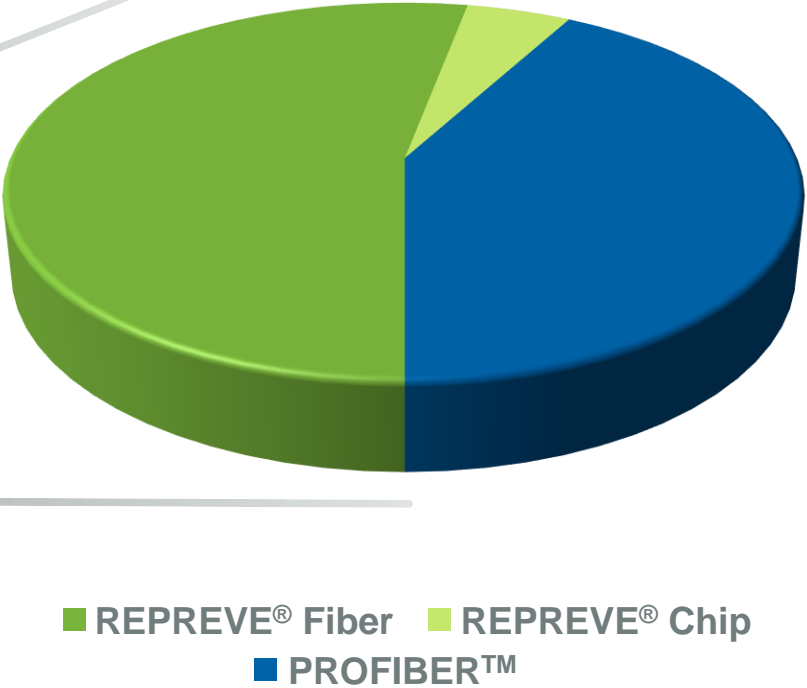
Chip is melted and made into yarn

PVA DRIVES GROWTH

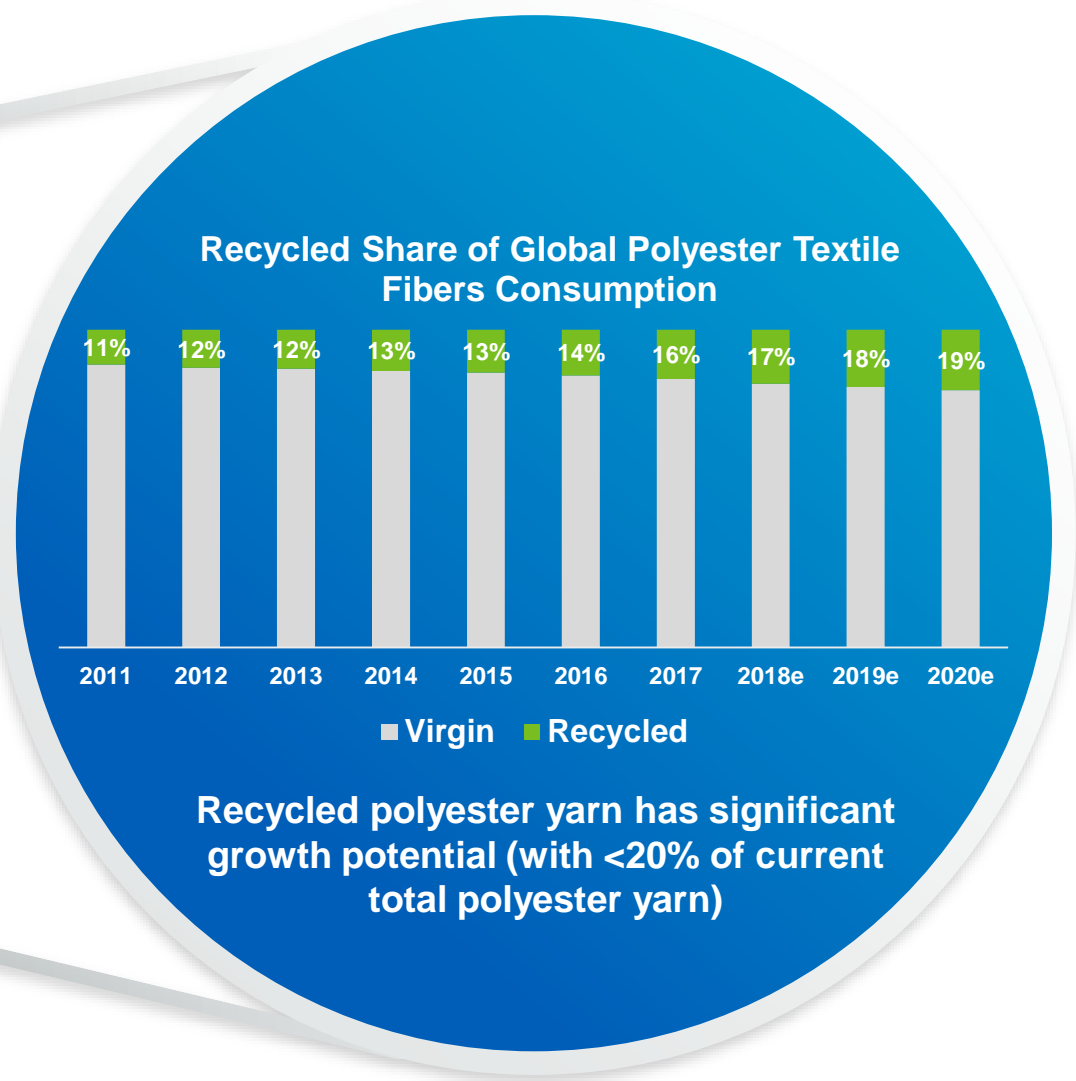
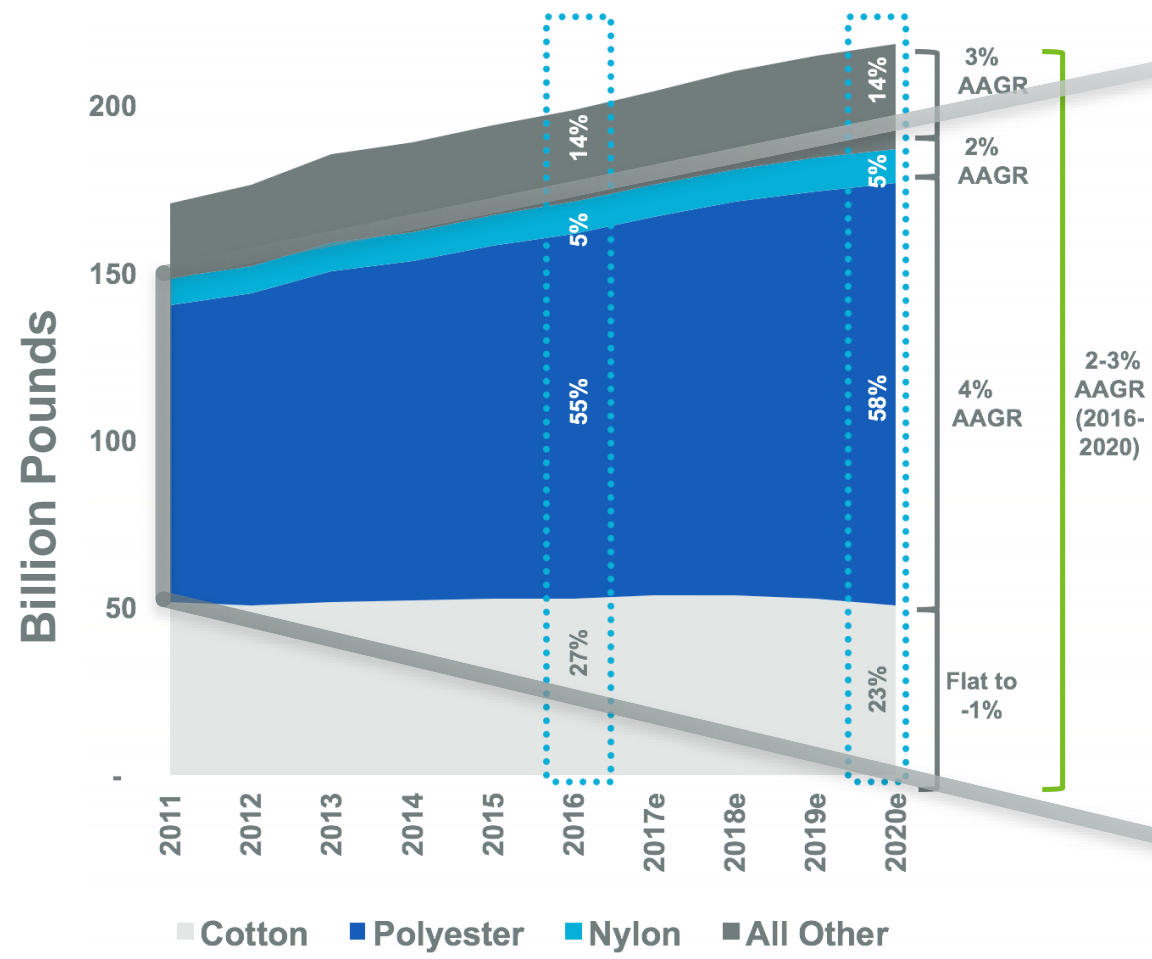
PVA SALES TREND



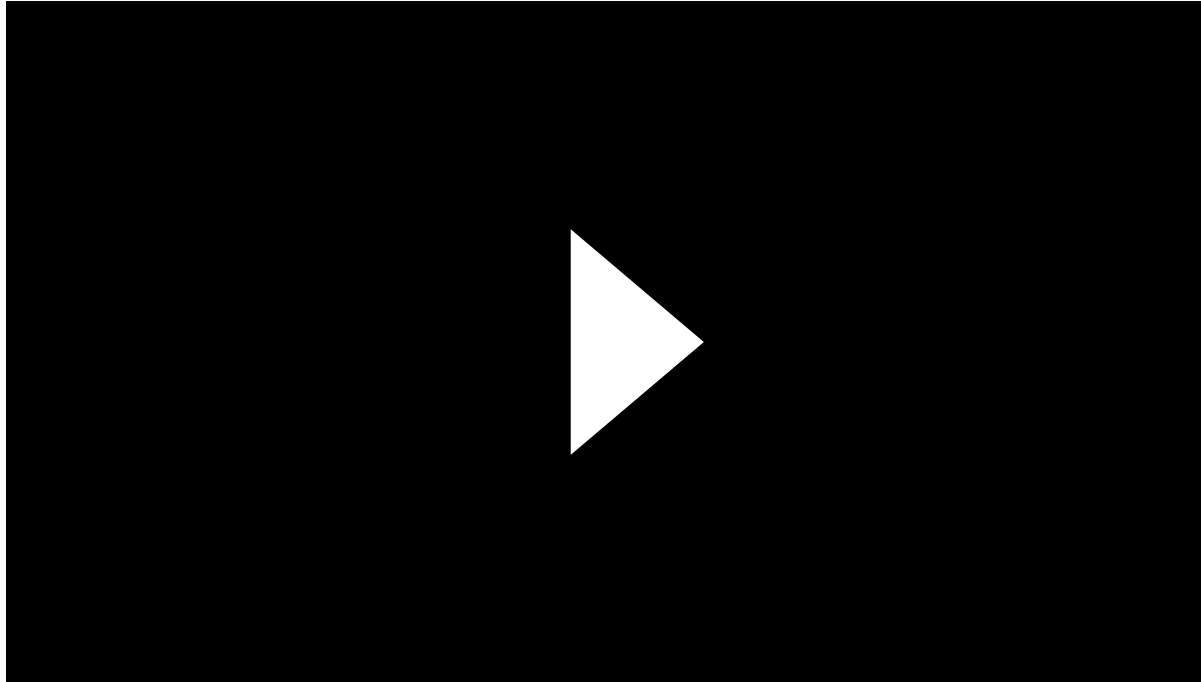
DISTRIBUTION OF PVA SALES
(FY18)



GLOBAL FIBERS OPPORTUNITY OVERVIEW



“WHAT IF?” VIDEO



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STRATEGY, KEY THEMES

Kevin Hall | Chairman and CEO

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GLOBAL BRAND SALES

5

SUSTAINABLE POWER OF REPREEVE®

UNIFI
TRUE INNOVATION
starts in the fiber



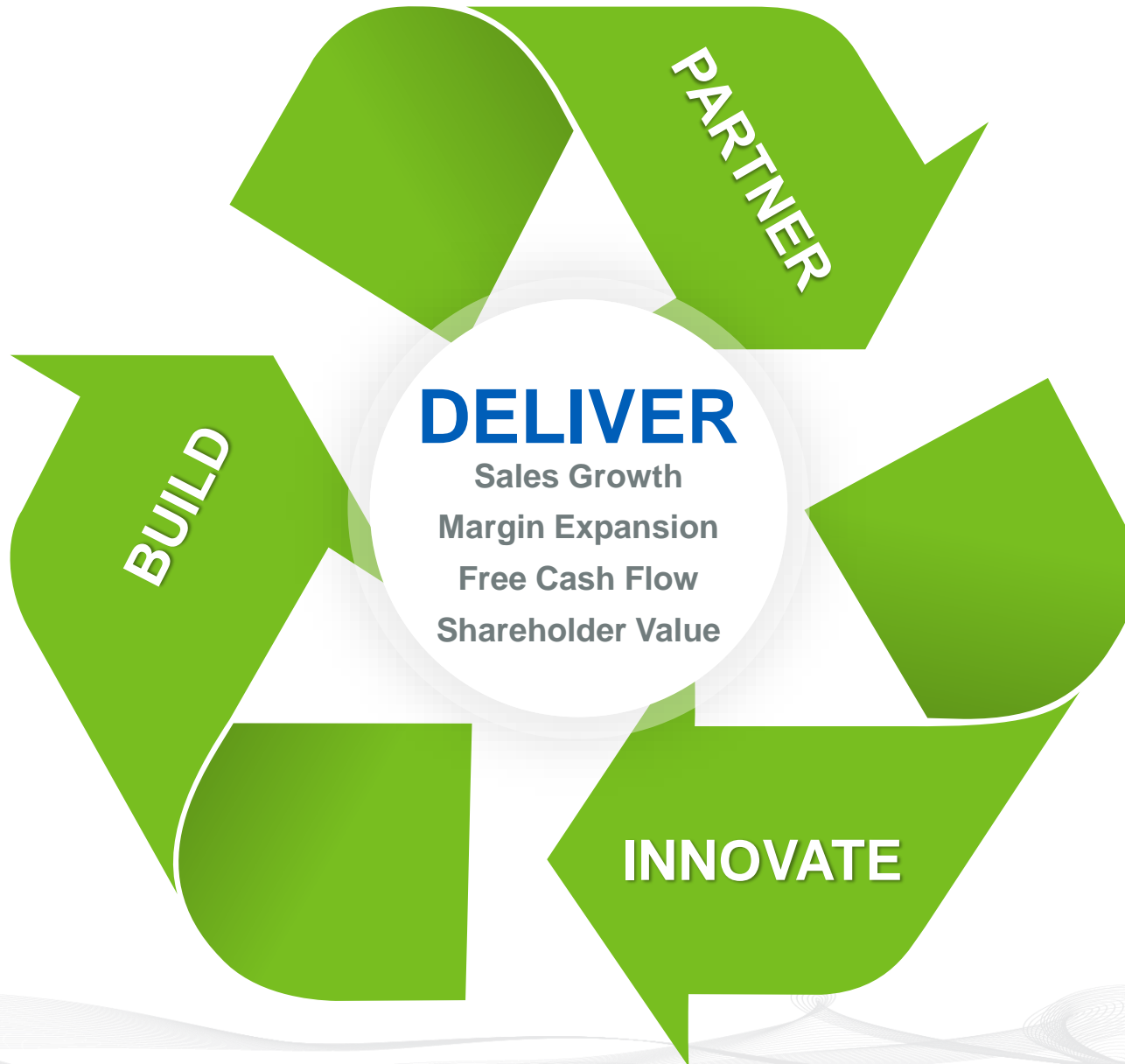
vision

**Make everyday life better
by transforming the
world's products through
sustainable innovation.**

mission

**To be the world's most
sought-after performance
and sustainability textile
partner.**

STRATEGIC GROWTH PLAN



PARTNER

with brands, retailers and mills who win in their markets through sustainable innovation

INNOVATE

with game-changing, consumer-noticeable, sustainable technologies

BUILD

a trusted global supply chain focused on delivering solutions where our customers need us

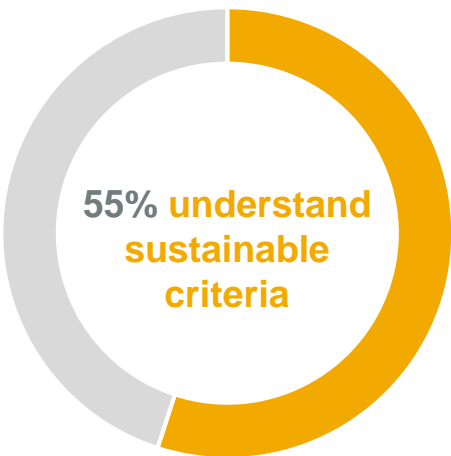
WHY SUSTAINABILITY?

“Today, more than 90 percent of CEOs state that sustainability is important to their company’s success.”

Source: https://ssir.org/articles/entry/the_next_phase_of_business_sustainability

IMPORTANCE OF SUSTAINABLE SOLUTIONS

BOOMERS



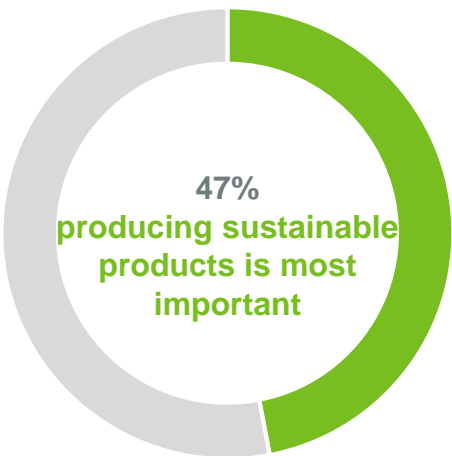
NICE TO HAVE
SUSTAINABILITY

GEN X



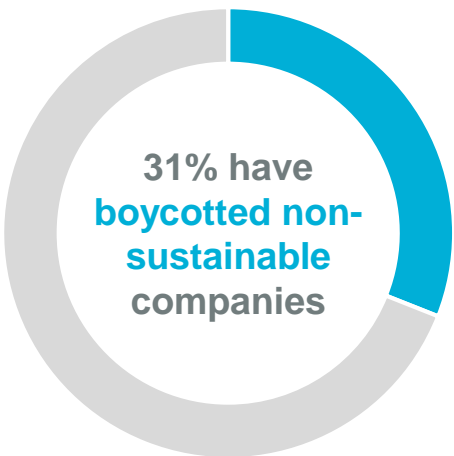
WANTS
SUSTAINABILITY

MILLENNIALS



EXPECTS
SUSTAINABILITY

GEN Z



DEMANDS
SUSTAINABILITY

SUSTAINABILITY AND LEADING BRANDS



“Commitments for 2030 include... designing all IKEA products with new circular principles, with the goal to only use renewable and recycled materials”

IKEA Facts and Figures 2018



“...we’re creating the future we want to see through sustainable innovation.”

Mark Parker, President & CEO, Nike, Inc.



“reduce global environmental footprint by 50% by 2030”

Made for Change sustainability and responsibility strategy



“...we’re committed to using resources responsibly and designing our operations, products and services to be sustainable and circular.”

Target Planet Report 2017



“...we are increasingly using materials that are more sustainable from a total life cycle perspective...”

Sustainability Report 2016-17



“By 2030, 50% reduction in environmental footprint”

Unilever Sustainable Living Plan



“...we are taking a circular approach to how fashion is made and used.”

Karl-Johan Persson, CEO

TARGET AUDIENCE

The image features two overlapping circles. The left circle is green with a close-up of water droplets on a leaf, symbolizing sustainability. The right circle is blue with a world map and circuit-like patterns, symbolizing innovation. The text 'SUSTAINABILITY' is centered in the green circle, and 'INNOVATION' is centered in the blue circle.

SUSTAINABILITY

INNOVATION



LEADING GLOBAL RECYCLED BRAND



10 BILLION
IN 2017

20 BILLION
BY 2020

30 BILLION
BY 2022



REPREVE + INNOVATION

Performance



TruTemp³⁶⁵

Comfort



TruCover_™



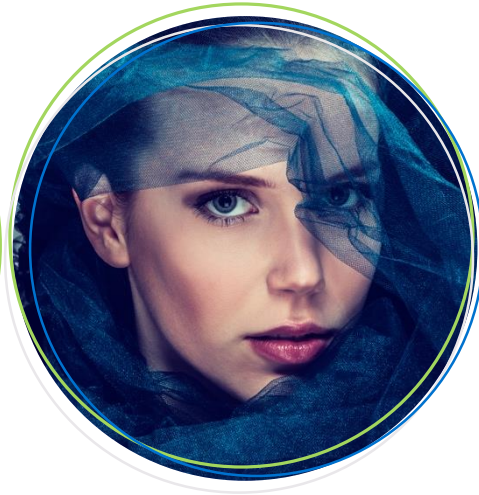
TruFlexx_™

Touch / Feel



TruTouch_™

Fashion

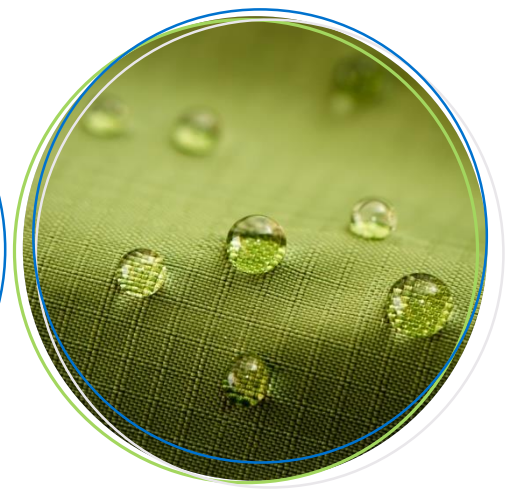


TruColor_™



TruEffects_™

Protection



TruInhibit_™



TruShield_™

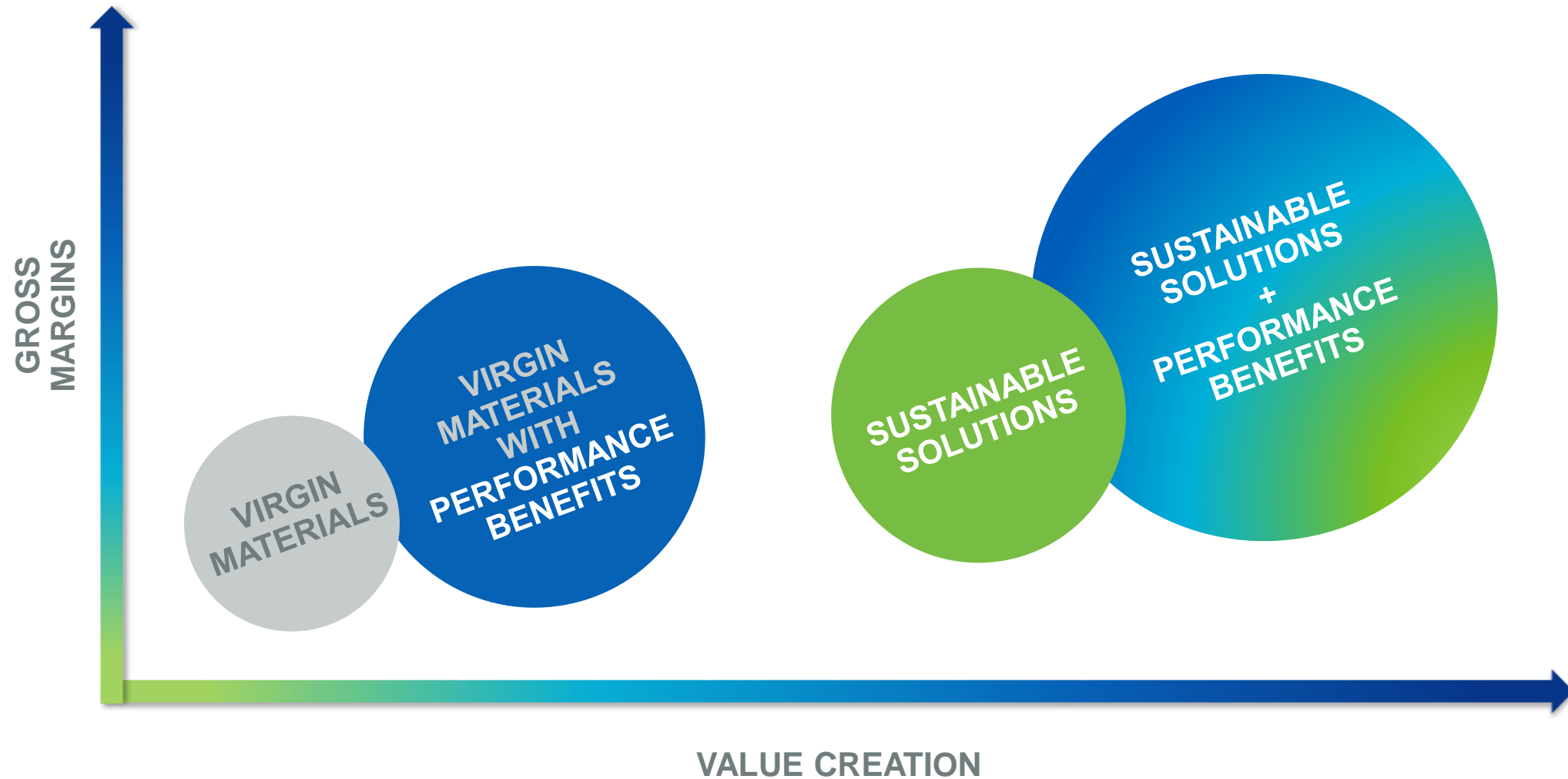


TruResist_™ H₂O



TruClean_™

SUSTAINABILITY AND INNOVATION DRIVE GROWTH

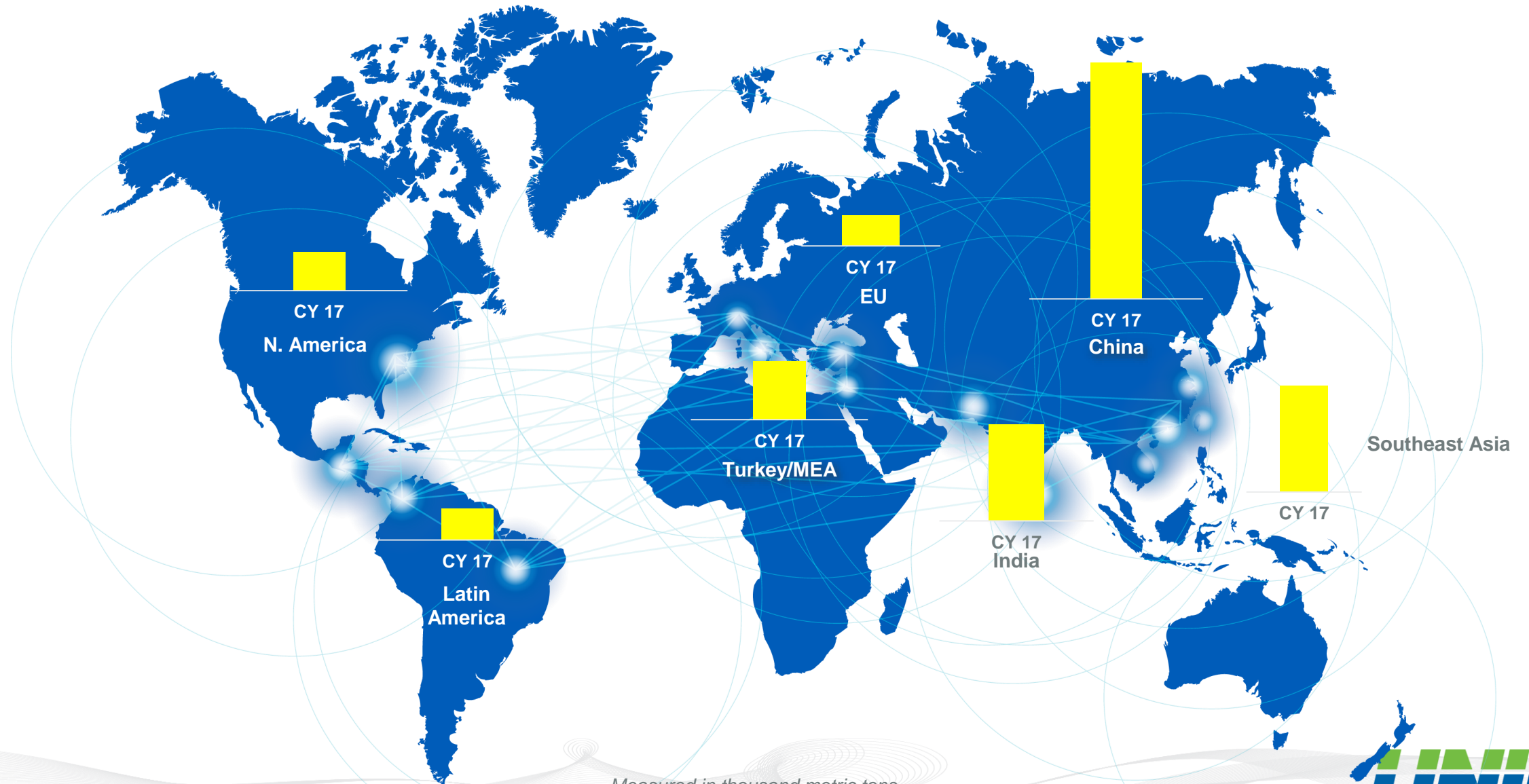


BUILDING OUR SUPPLY CHAIN

SPEED TO MARKET • GLOBAL AVAILABILITY • CONSISTENT SUPPLY AND QUALITY • AGILE DELIVERY

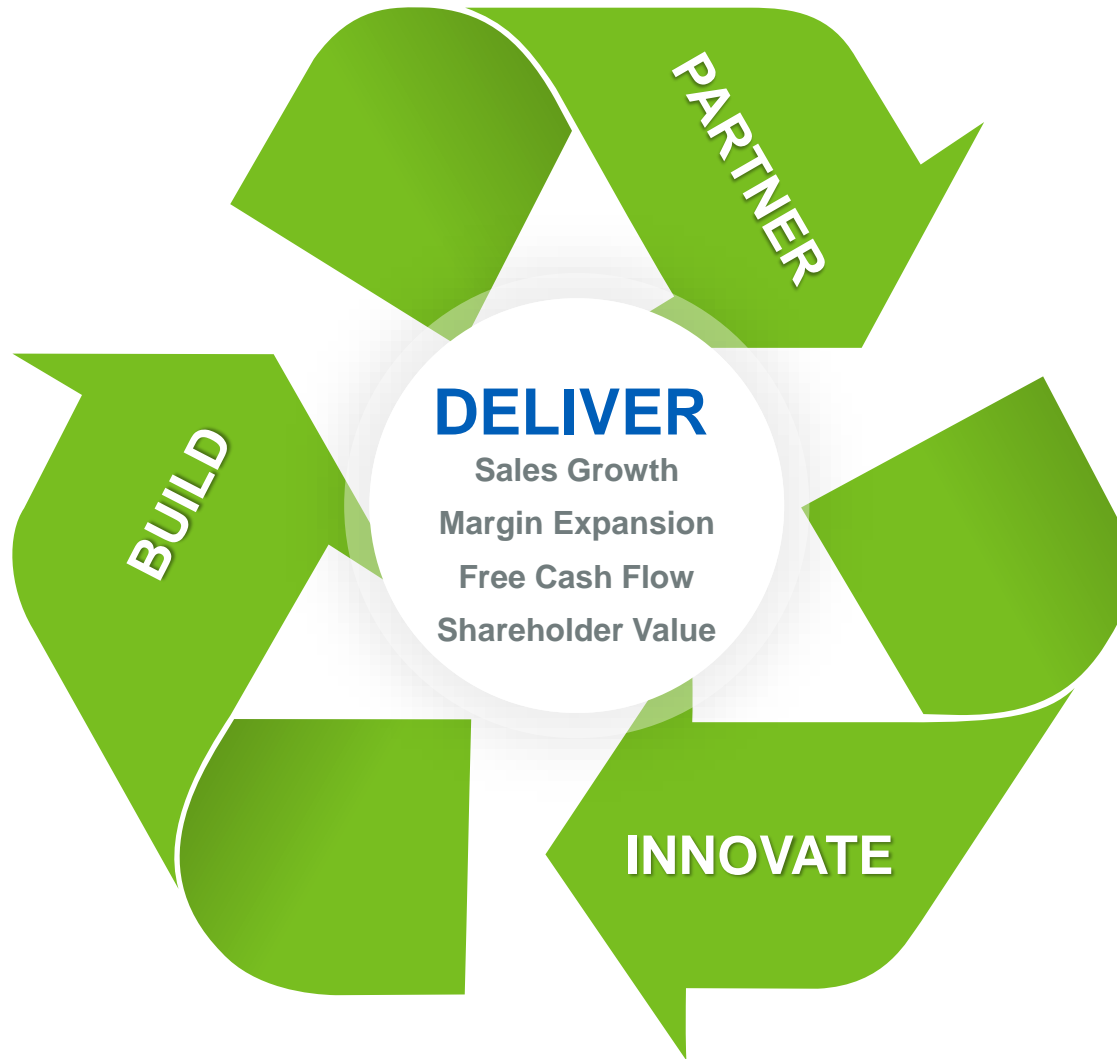


POLYESTER AND NYLON TEXTILES CONSUMPTION IS GLOBAL



Measured in thousand metric tons
Source: Wood Mackenzie

DELIVER GROWTH



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COMPANY OVERVIEW

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STRATEGY, KEY THEMES

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GLOBAL BRAND SALES

Jay Hertwig | Group Vice President of Brand Sales

Meredith Boyd | Vice President of Brand Sales

5

SUSTAINABLE POWER OF REPREEVE®

6

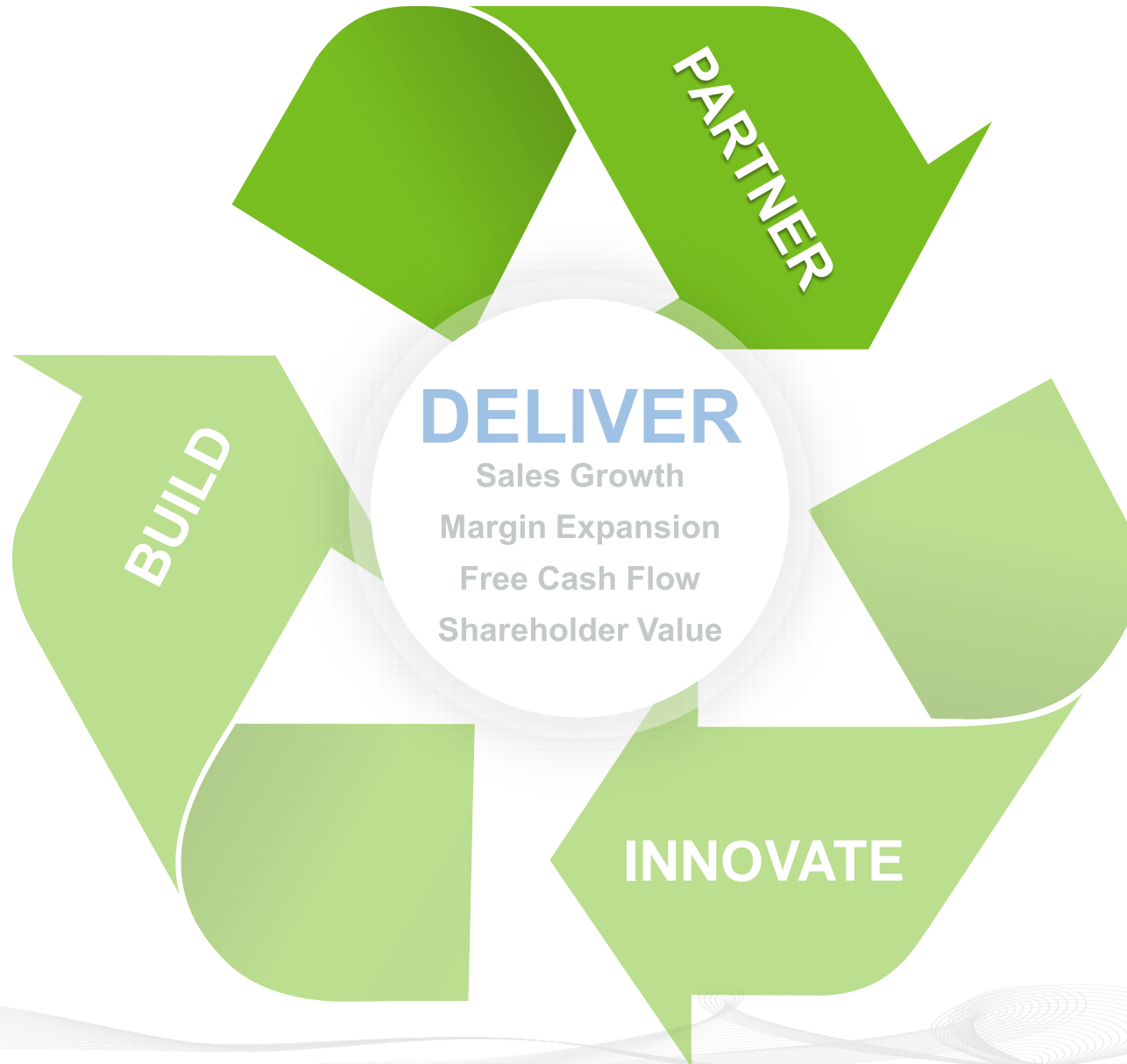
INNOVATION

UNIFI

TRUE INNOVATION

starts in the fiber

STRATEGIC GROWTH PLAN



PARTNER

with brands, retailers and mills who win in their markets through sustainable innovation

INNOVATE

with game-changing, consumer-noticeable, sustainable technologies

BUILD

a trusted global supply chain focused on delivering solutions where our customers need us

REPREVE BRAND GROWTH



TRANSPARENT. TRACEABLE. CERTIFIED.



U Trust Verification™

The U Trust™ verification program is a comprehensive certification program designed to provide REPREVE® customers with a higher level of transparency.



FiberPrint™ Technology

FiberPrint™ technology helps customers avoid false environmental claims. This proprietary technology validates the authenticity of REPREVE® products, analyzes the fabric content and composition to support third-party certifications.



Recycled Content

Products made with REPREVE® recycled materials, including post-consumer plastic bottles and pre-consumer fiber waste, are certified by third parties.

UNIFI DIFFERENTIATION

Unifi creates a push-pull scenario with its indirect and direct customer relationships, meeting consumer demands and customer needs throughout the supply chain, while driving sustainability and innovation throughout the product pipeline.



ENGAGEMENT EXCELLENCE



CHIEF SUSTAINABILITY OFFICER

Champions of Sustainability
Circular Economy Stories
Take Back Programs



MARKETING DEPARTMENT

Co-marketing



DESIGN AND MATERIALS DEVELOPMENT

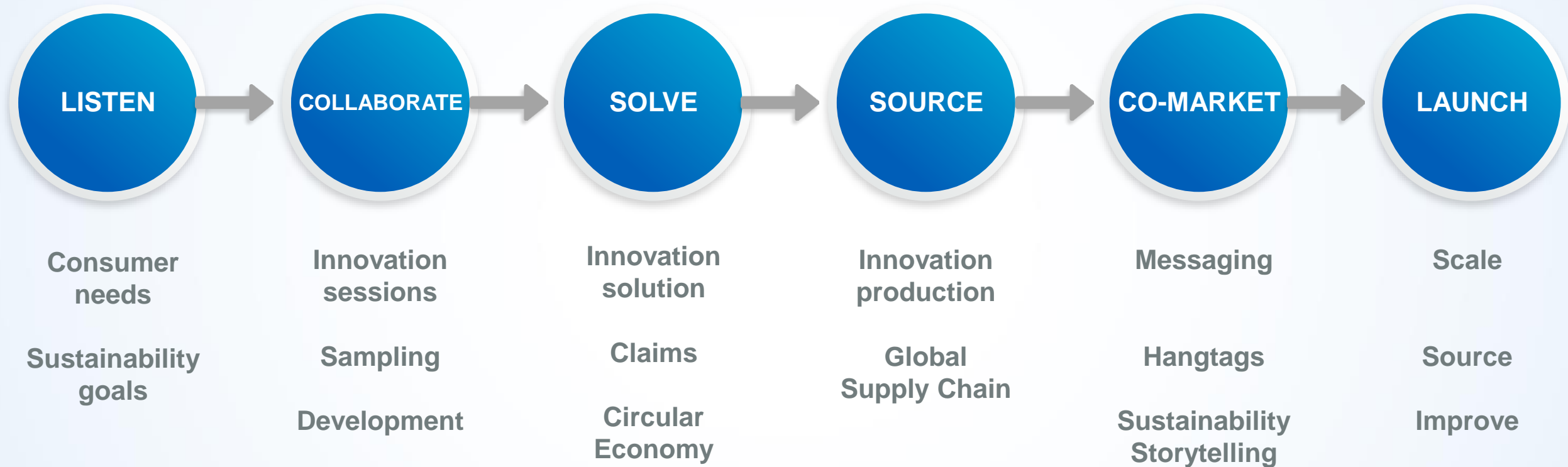
Innovation sessions



SOURCING

Mills
Geographies
Samples

CUSTOMER JOURNEY



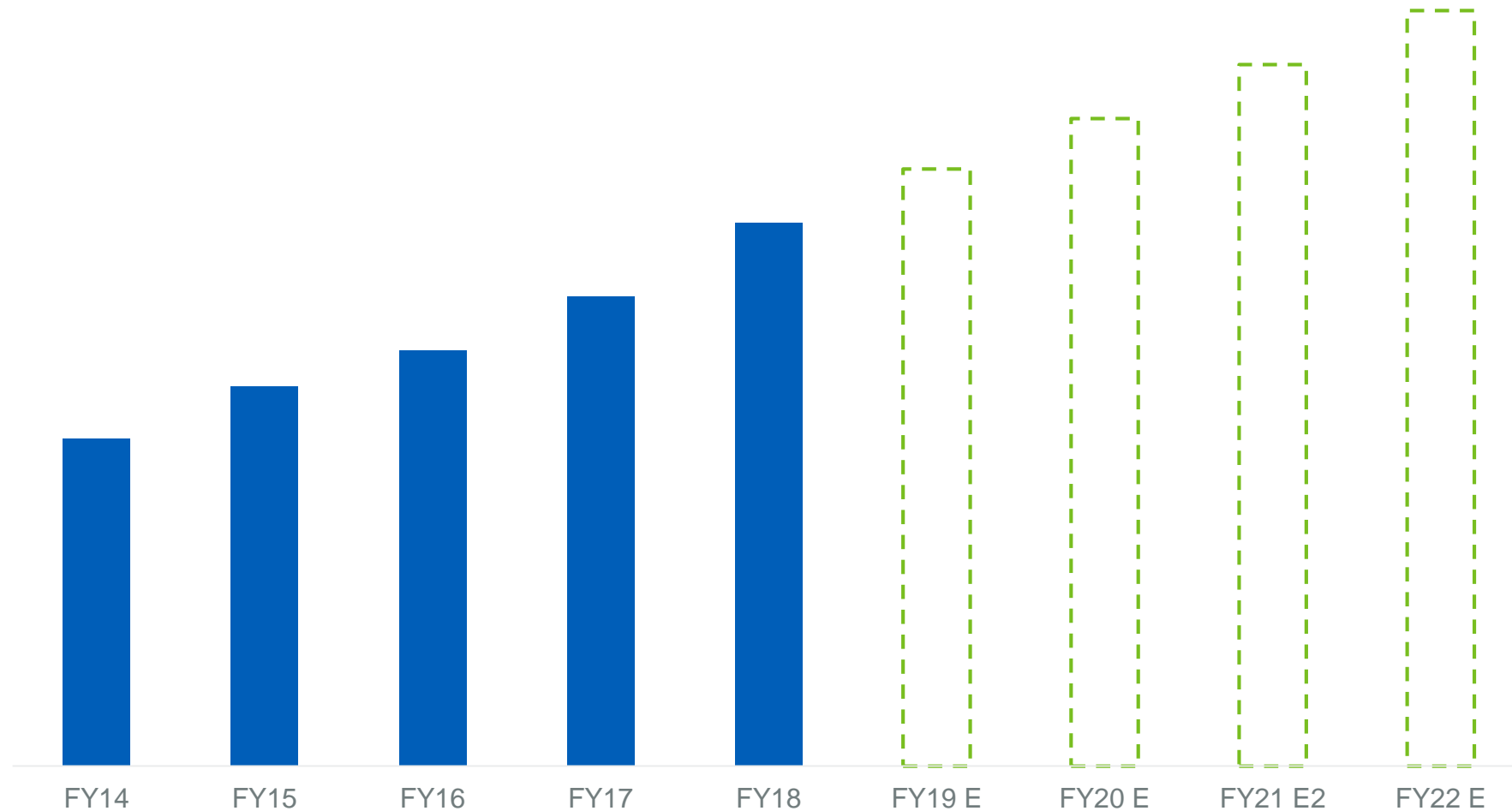
THE NORTH FACE BOTTLE SOURCE COLLECTION



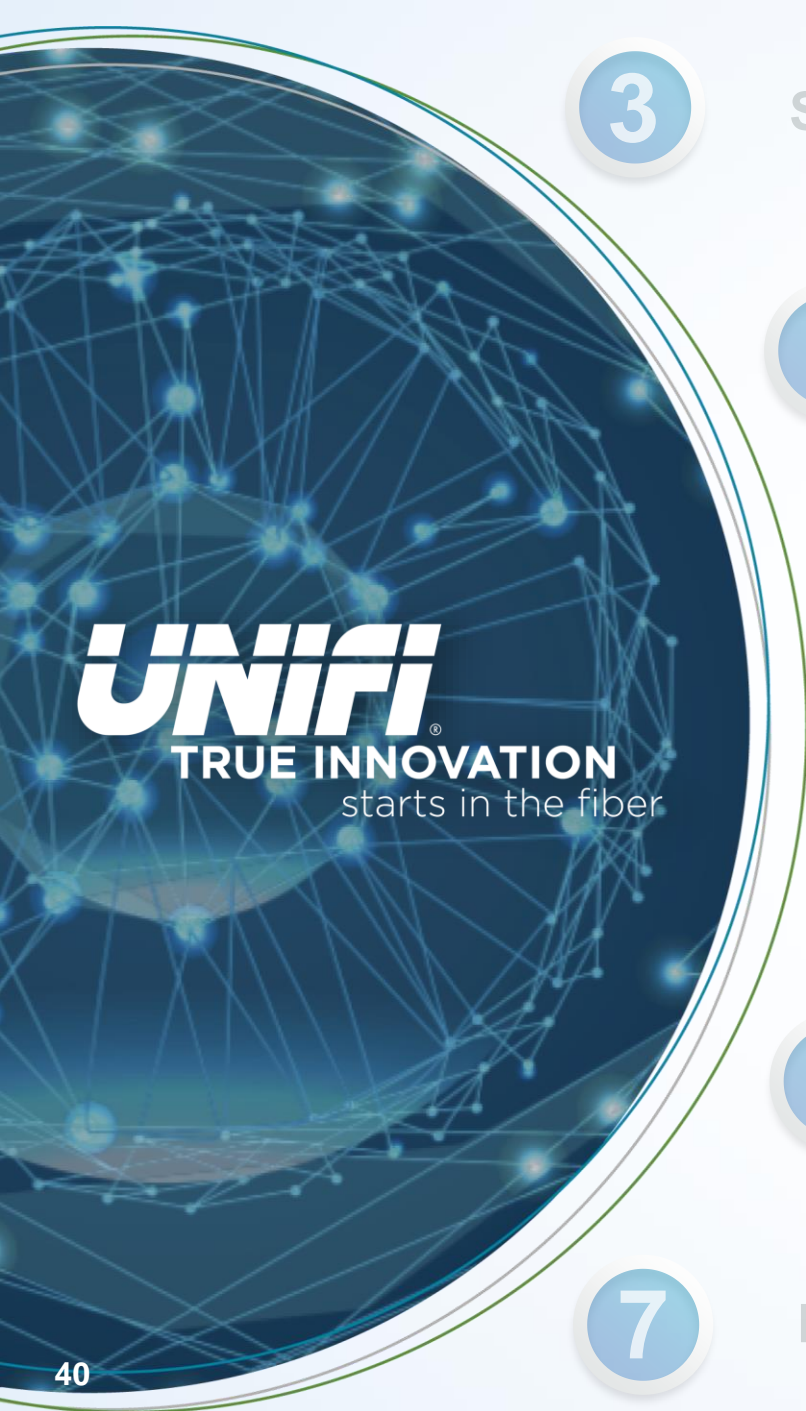
PVA INNOVATION IN DENIM AT RETAIL



GLOBAL PVA SALES PERFORMANCE



Goal:
10%
average growth
per year



3

STRATEGY, KEY THEMES

4

GLOBAL BRAND SALES

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**SUSTAINABLE POWER
OF REPREVE®**

Helen Sahi | Vice President Global Sustainability

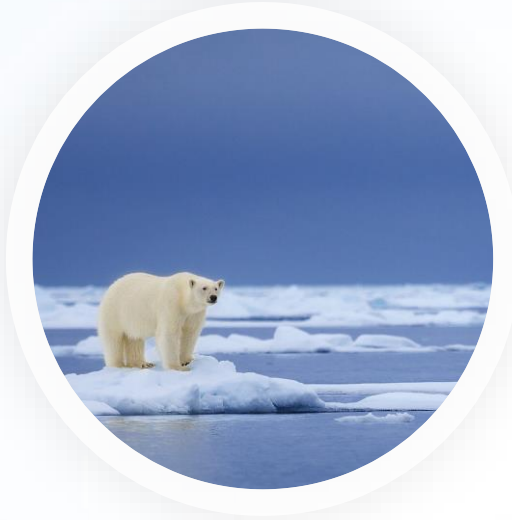
6

INNOVATION

7

MARKETING

SUSTAINABILITY: THE CASE





THE U.S. HAS THE LOWEST
BOTTLE COLLECTION RATE OF
THESE DEVELOPED COUNTRIES.

FOR THE GOOD OF TOMORROW,
We have to do better.



JAPAN 83%

REST OF ASIA 81%

CHINA 80%

WESTERN EUROPE 54%

SOUTH AMERICA 44%

UNITED STATES 30%

Source: PCI Wood Mackenzie



SIGNIFICANT RECYCLING GOALS



30 BILLION
BY 2022

THE IMPACT OF 400,000 SHIRTS



...generates
enough energy to
power 50 homes
for 1 year



...provides 600
people their typical
daily drinking
water for 1 year



... improves air
quality by avoiding
130K kgs of CO₂
emissions

CIRCULAR ECONOMY



MEETING THE BRANDS' NEEDS

1. Sustainability and performance
2. Availability across different yarn forms
3. Looking for circular economy solutions
4. Global consistency and availability
5. Affordability
6. Transparency

An aerial photograph of a group of approximately 30 people standing on a grassy area with a concrete path. They are holding large white rectangular signs with black text that reads "13 BILLION AND COUNTING". The people are wearing various casual clothing, including t-shirts and hats. The scene is brightly lit, casting long shadows. In the background, there is a large red-leafed tree and a blue building.

**13 BILLION
AND
COUNTING**

4

GLOBAL BRAND SALES

5

SUSTAINABLE POWER OF REPREVE®

6

INNOVATION

*Richard Gerstein | EVP Branded PVA Business
and Global Chief Marketing and Innovation Officer*

7

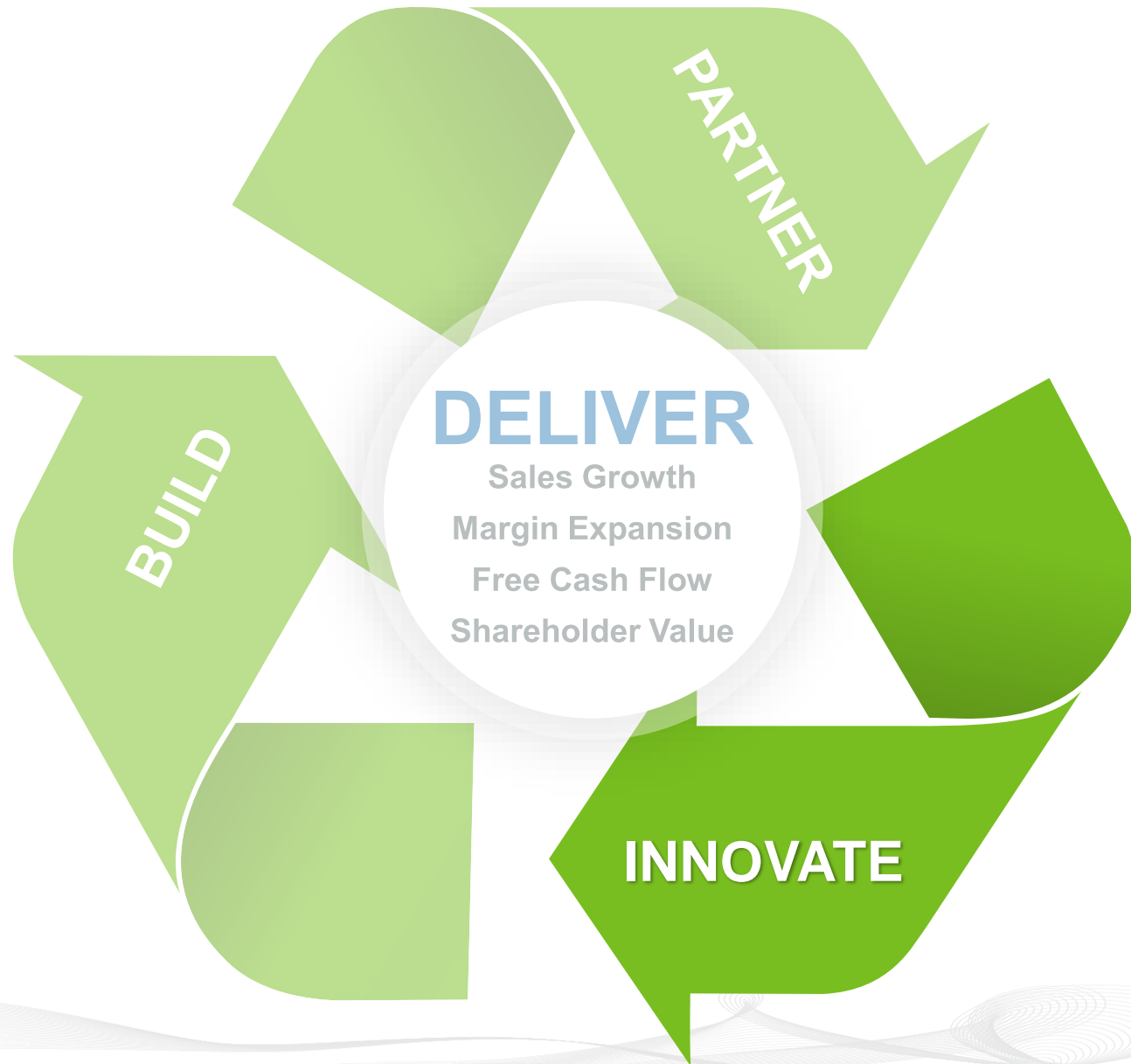
MARKETING

8

BREAK

UNIFI
TRUE INNOVATION
starts in the fiber

STRATEGIC GROWTH PLAN



PARTNER

with brands, retailers and mills who win in their markets through sustainable innovation

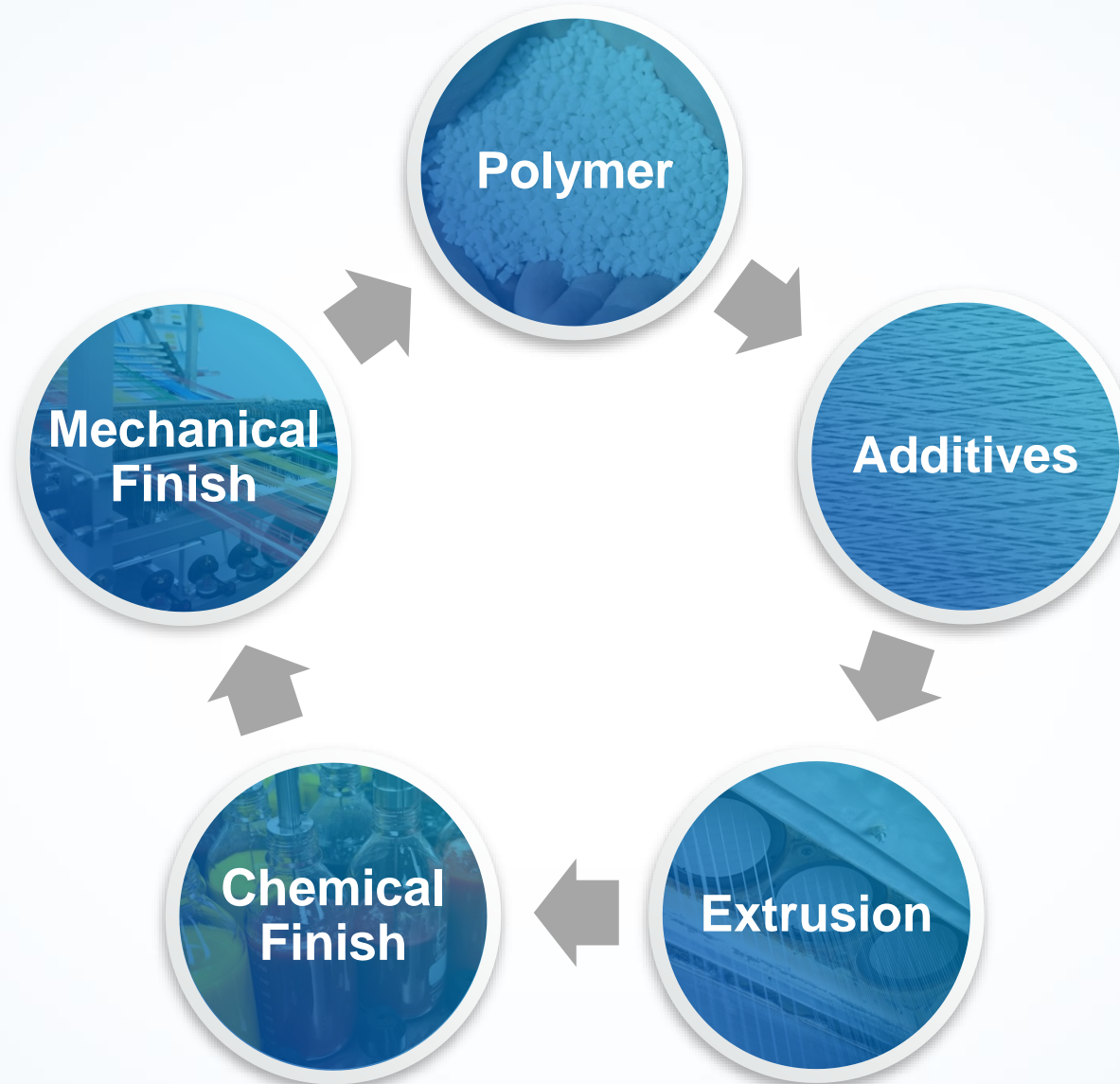
INNOVATE

with game-changing, consumer-noticeable, sustainable technologies

BUILD

a trusted global supply chain focused on delivering solutions where our customers need us

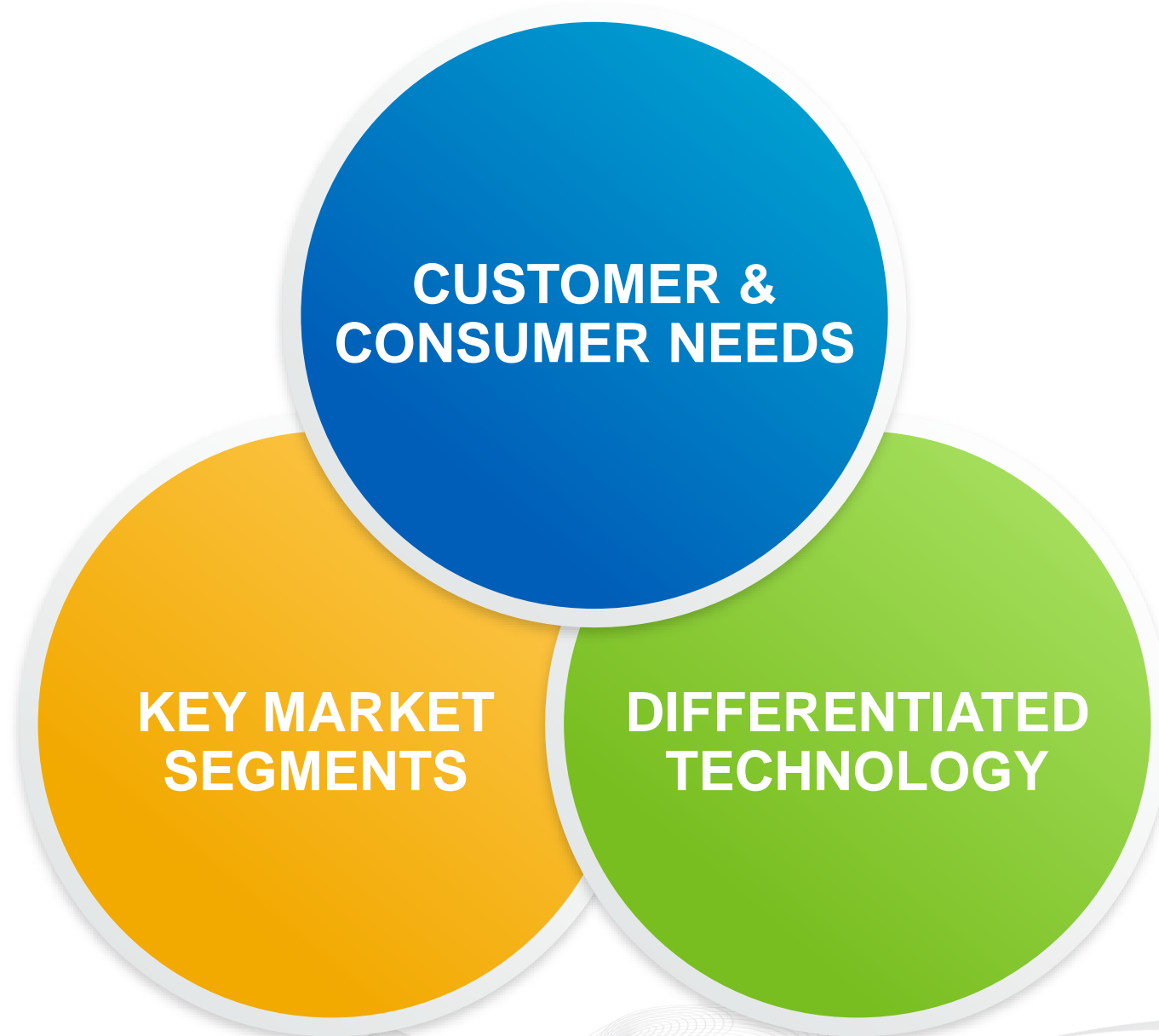
UNIFI INNOVATION CAPABILITIES



FOCUS ON INNOVATION FUNDAMENTALS



ALIGNING INNOVATION WITH CUSTOMER & CONSUMER NEEDS



CONSUMER NEEDS



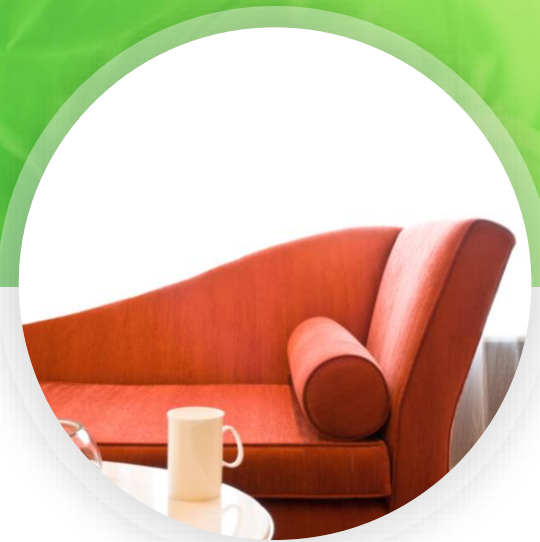
ACTIVE PERFORMANCE

Thermal Regulation • Odor
• Adaptive • Wicking • Cushioning



DESIGN & FIT

Heathers • Fit • Color • Effects



PREVENTIVE PERFORMANCE

Durability • Flame Retardant • UV

CONSUMER DESIRES



WEARABLE TECHNOLOGY



WELLNESS

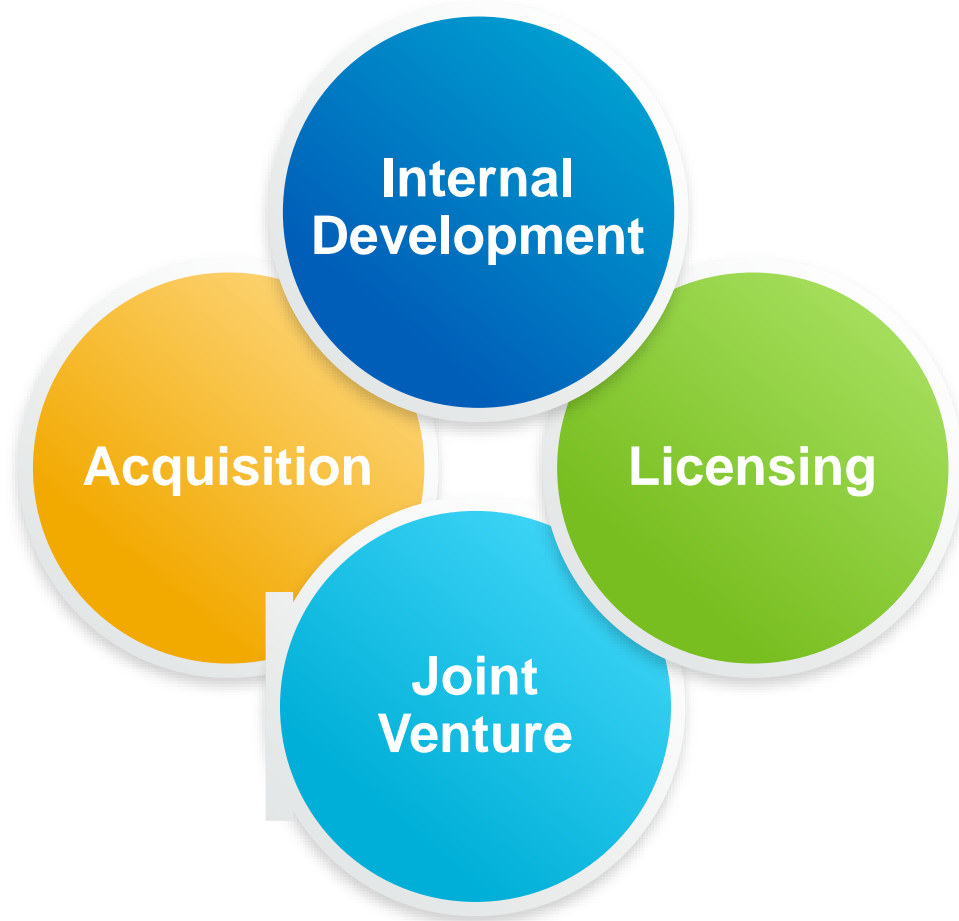


SUSTAINABILITY

ACCELERATING INNOVATION DEVELOPMENT

Starting Points
of Innovation

Levels of
Innovation



Disruptive

Breakthrough

Incremental

DIFFERENTIATED PORTFOLIO

SPECIALTY AND INDUSTRIAL

PREMIUM VALUE ADDED

UNIFIBER

Value / Compliant

PROFIBER

Performance

REPREVE®

Sustainable +



TruResist^{H₂O}™



TruShield™



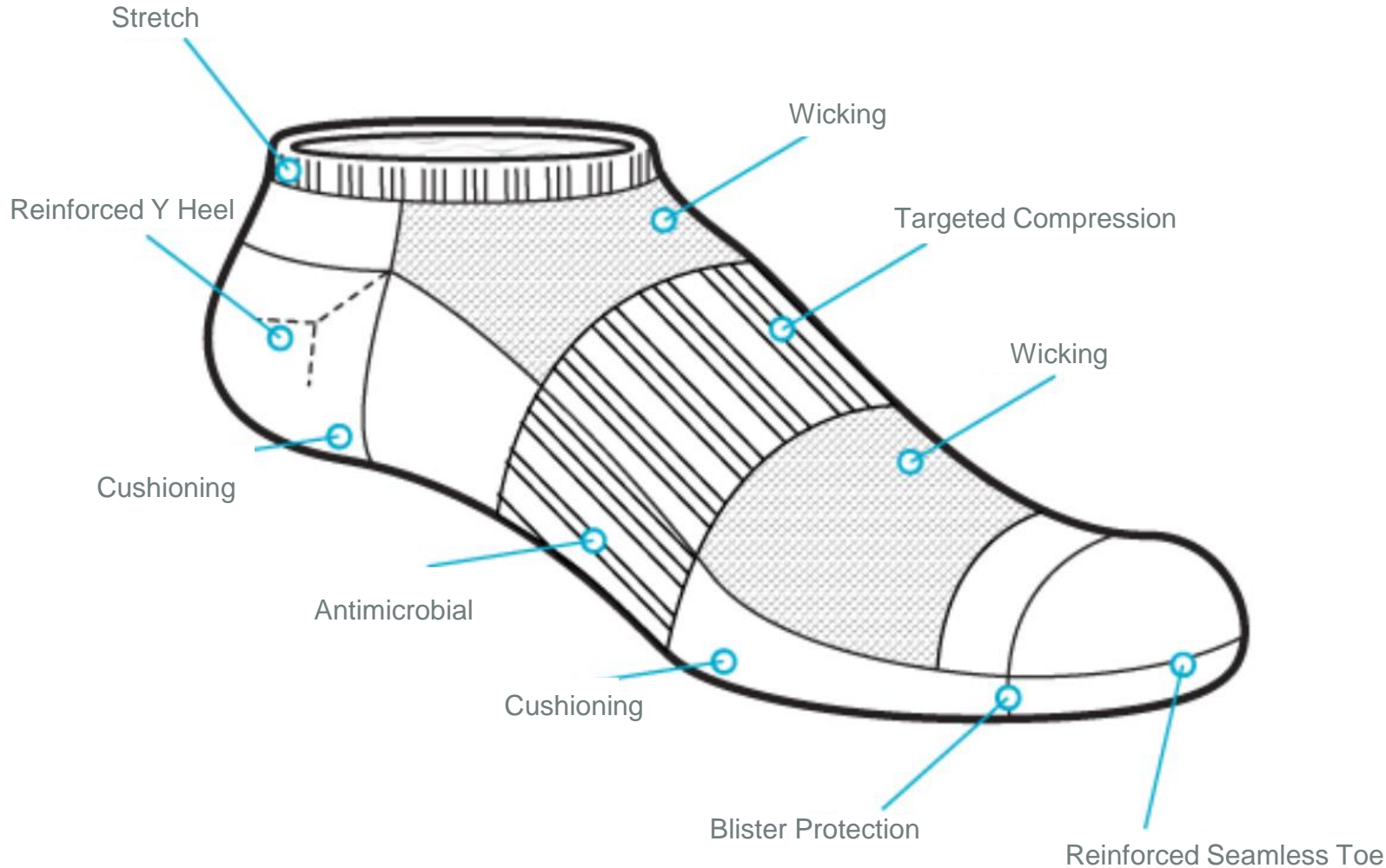
TruTemp³⁶⁵™



TruFlexx™

CASE STUDY

SUSTAINABLE PERFORMANCE TECHNOLOGY IN SOCKS



Engineered performance for different applications

- Running
- Hiking
- Work
- Sports

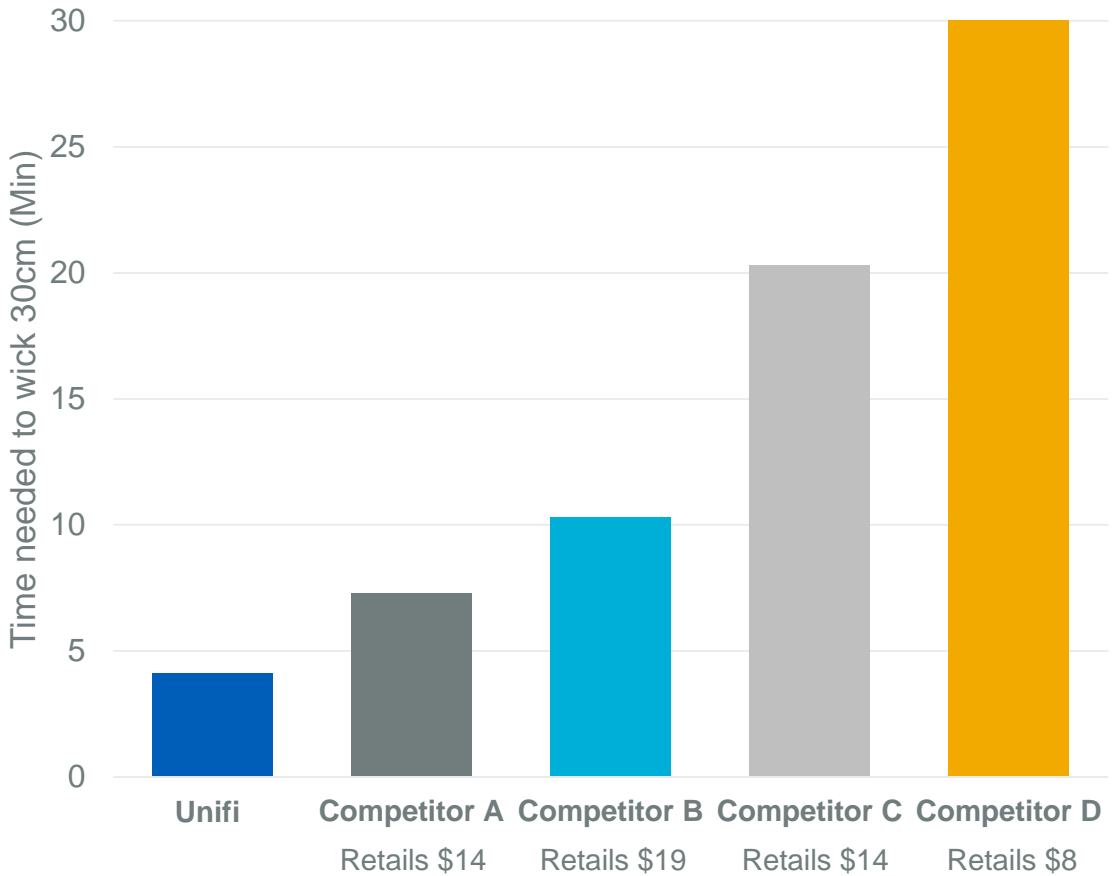


CONSUMERS WANT COMFORT IN ALL APPLICATIONS

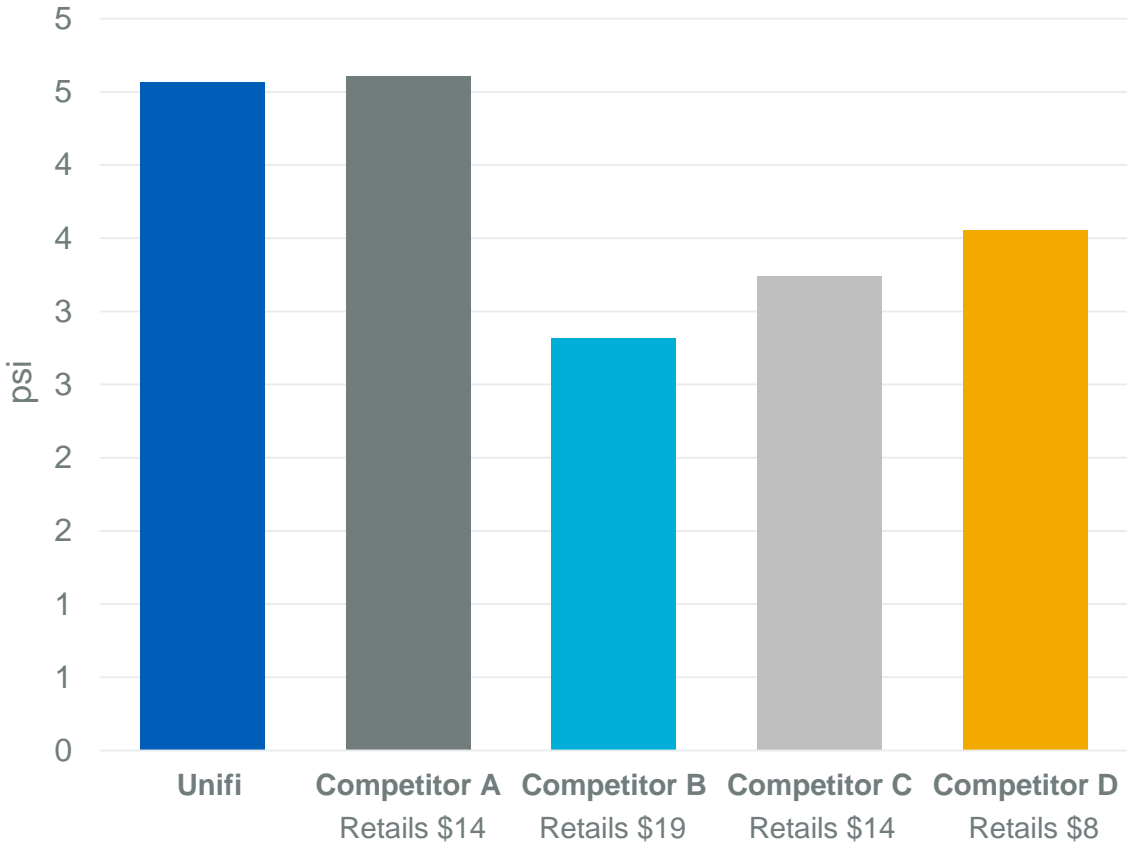
MOISTURE WICKING
and
CUSHIONING
are top benefits

SUPERIOR PERFORMANCE

VERTICAL WICKING*
TIME REQUIRED



FORCE REQUIRED FOR 25%
COMPRESSION**
PSI TO COMPRESS SOCK



 The Ultimate Cushion Sock  Athletic / Other Sport  Hiking Sock  Running Sock  Work / Military Sock

*AATCC Test Method 197

**ASTM D0156, modified



UNDER ARMOUR CHARGED CUSHION SOCK



BENEFITS:

Sustainable
Moisture Wicking
Cushioning

CUSTOMER INNOVATION CENTER



5

SUSTAINABLE POWER OF REPREVE®

6

INNOVATION

7

MARKETING

*Richard Gerstein | EVP Branded PVA Business
and Global Chief Marketing and Innovation Officer*

8

BREAK

9

GLOBAL SUPPLY CHAIN SOLUTIONS

UNIFI

TRUE INNOVATION

starts in the fiber

BUILDING OUR BRANDS

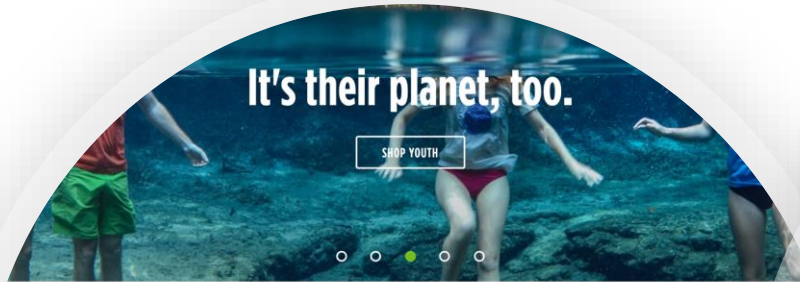


PROFIBER

REPREVE®

B2B₂c

BUILDING MARKETING CAPABILITIES



Made with REPVE

Products made with REPVE recycled performance fibers are simply made better. Earth-friendly, and made for everyday life: with features like wicking, comfort stretch, and soil release embedded in the fibers.



24" BOARDSHORT



HIGHLINE NEW WAVE 20" BOARDSHORT
Quiksilver



WATERMAN M
B"

DIGITAL MARKETING AND CONTENT CREATION



INNOVATION COMMERCIALIZATION



CUSTOMER CO-MARKETING

TARGET AUDIENCE



Leading Brands & Retailers

- Chief Sustainability Officers
- Chief Marketing Officers
- Design and Innovation Teams
- Supply Chain



Textile Mill Partners

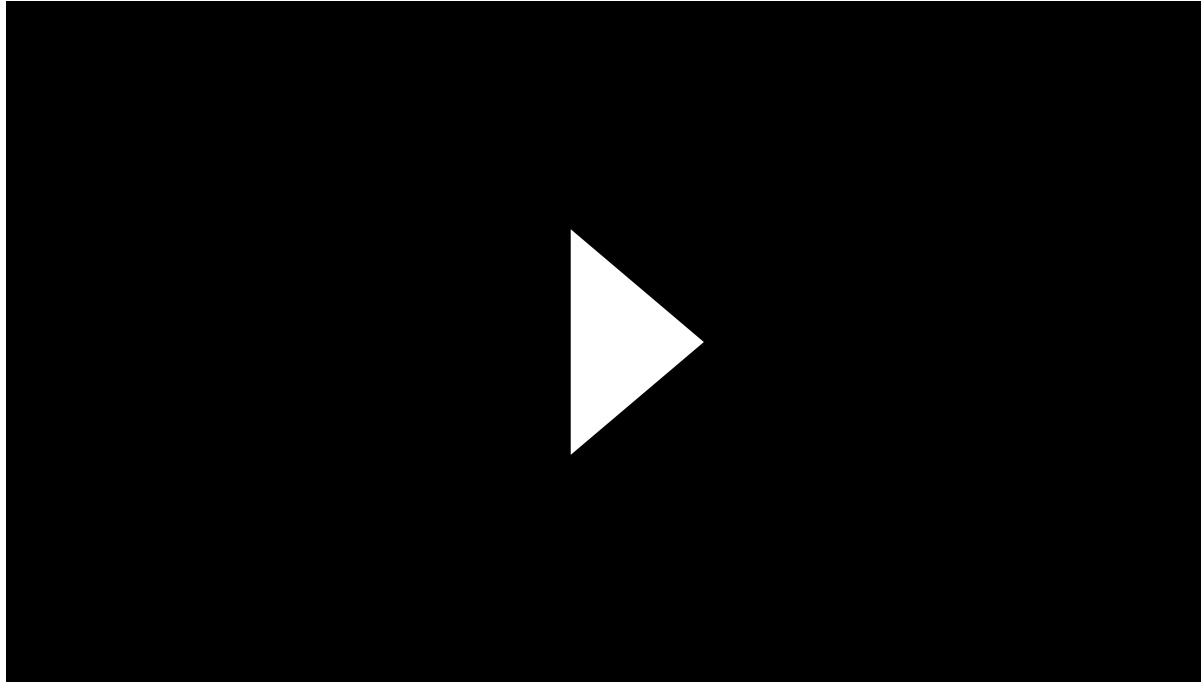


Consumers Employees

UNIFI BRAND ESSENCE

**True Innovation
Starts in the Fiber**

“POSITIONING” VIDEO



ORGANIZE FOR A DIGITAL WORLD



DIGITAL ENGAGEMENT

- 23% increase in monthly page views
- 105% increase in time on site
- 19% increase in organic search referral
- Over 1,000 contact forms submitted
- Over 380 product collateral downloads
- Over 6,000 videos viewed

Source: Google Analytics and
Unifi Tracking. July – Sept 2018
vs April – June 2017

Team Green
Championing
Sustainability

LEARN MORE >



Innovation

True innovation starts in the fiber.



Sustainability & REPARE

True innovation creates a sustainable loop.



Global Supply Chain

True innovation brings products worldwide.



Unifi at Kingpins



Wyndham Championship



Partnership with Pac-12



Unveiling Innovation



Our Latest Champions



What If?



Year-Round Comfort



Connect the Dots

INNOVATION COMMERCIALIZATION



REPREVE DRIVES BRAND ATTRIBUTES

Leading Performance Apparel Brand

 Base Brand Plus REPREE®

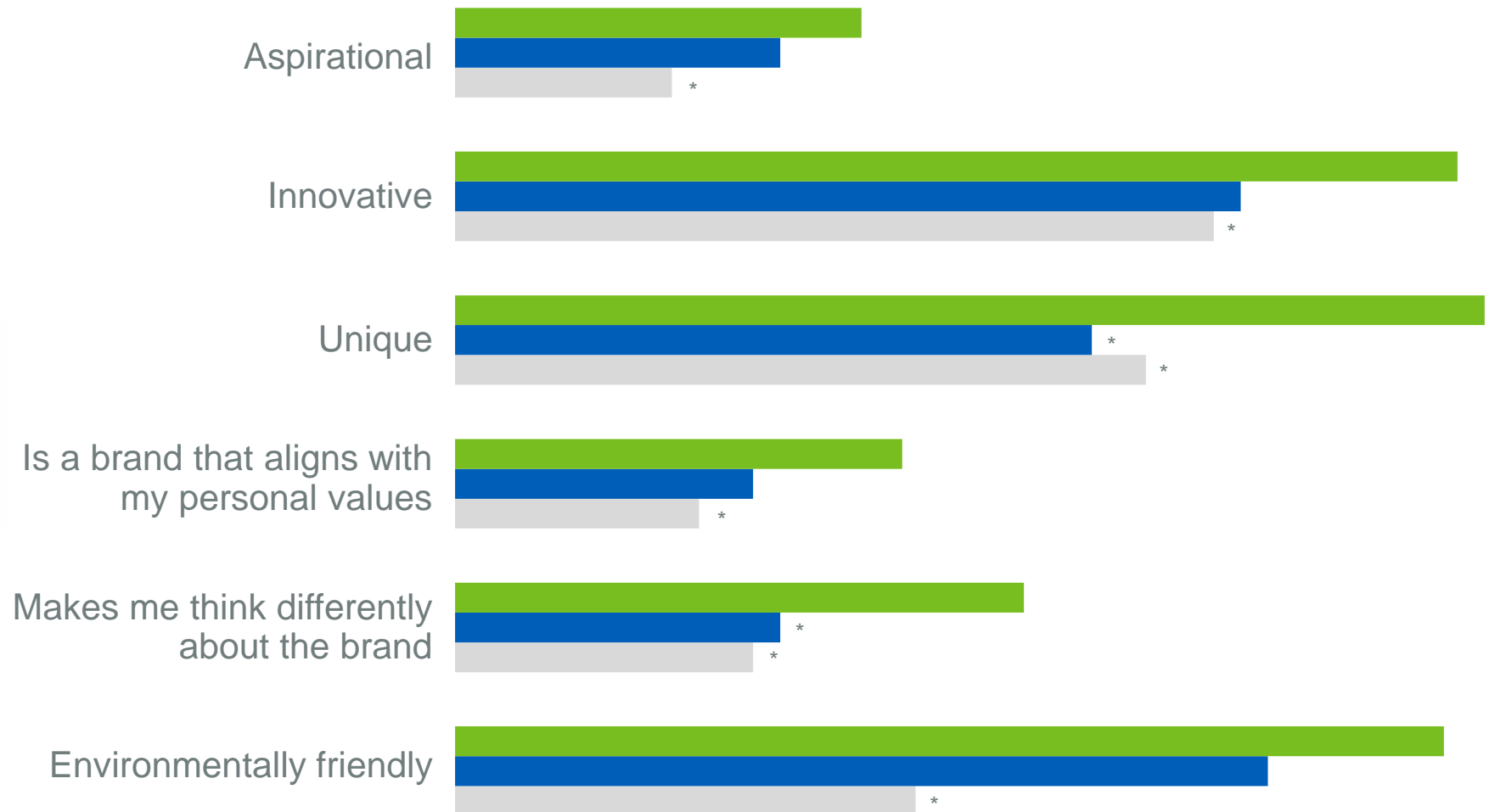
 Base Brand Plus Sustainable

 Base Brand

N=150, Ages 16 – 22

SOURCE: UNIFI commissioned concept test, Jan 2018

* Indicates significant difference @ 95%



CUSTOMER CO-MARKETING

Build REPREE as the gold standard in sustainable textile solutions

Build preferred relationships with key stakeholders in brands and textile mills

18 MILLION

REPREE hang
tags distributed
in FY 2018
(vs. 3 million
in 2014)

100

Customers
co-marketing
with Unifi

175

Customer tours and
innovation sessions
each year

2017 CHAMPIONS OF SUSTAINABILITY



HANES Brands Inc



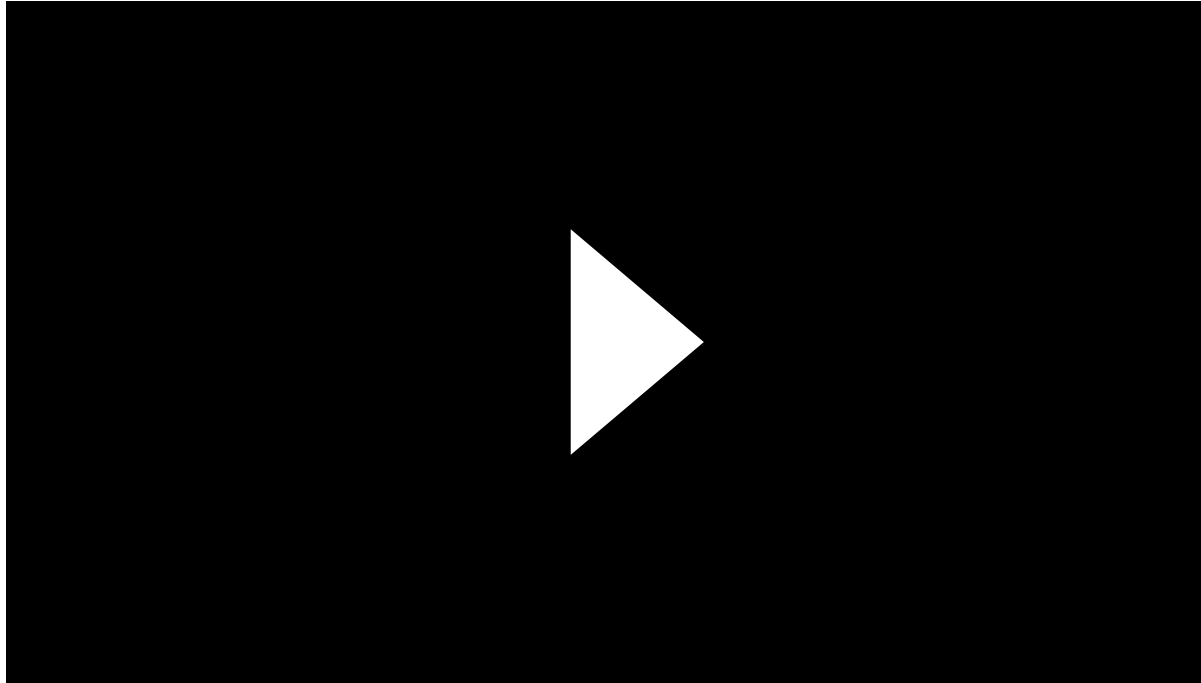
PHILLIPS-VAN HEUSEN CORPORATION



LUCKY TEXTILES



“CHAMPIONS OF SUSTAINABILITY” VIDEO



A person's hands are shown from the chest up, holding a glowing network of white lines and nodes. The network is composed of many small circles connected by thin lines, with several bright, glowing nodes. The background is a soft blue gradient. The text "WHAT IF?" is centered in the middle of the image in a bold, blue, sans-serif font.

WHAT IF?

BUILDING A PARTNERSHIP WITH PAC12



Founding Sponsor of
Pac12 Team Green



Create Circular Economy
Stories on Campus with
Brand Partners

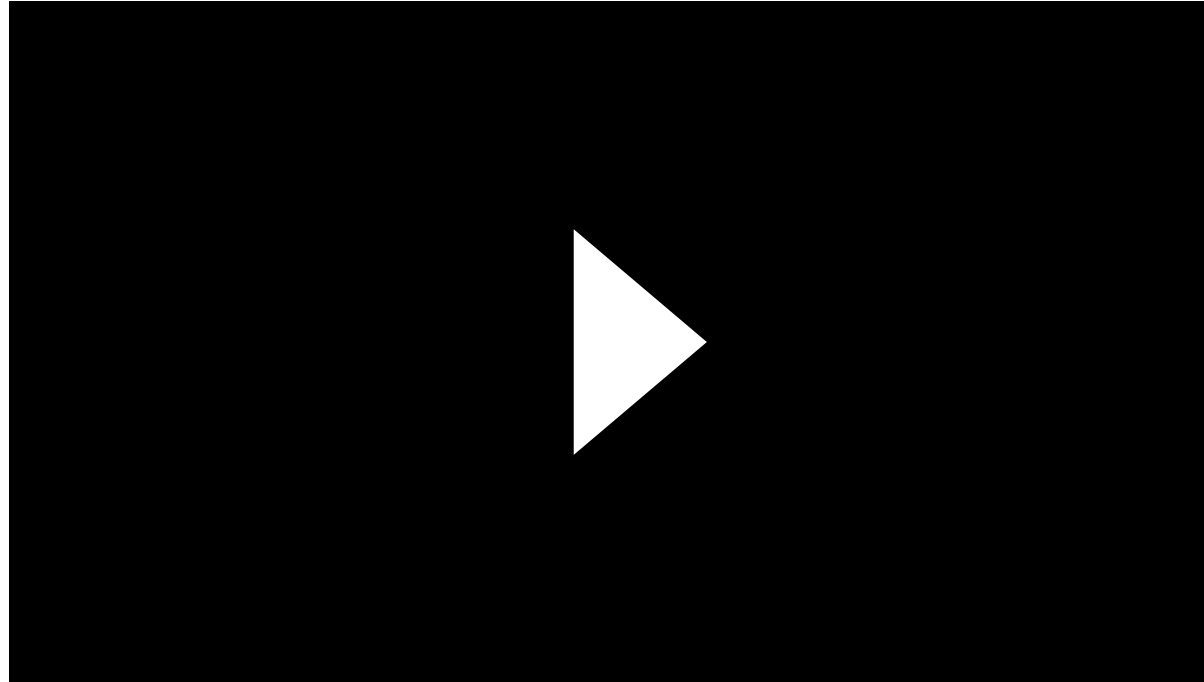


Leverage Television and
Digital Assets to tell
Circular Economy Stories



Leverage Presence at
Championship Events with
Customers

“LEAGUE 91” VIDEO



6

INNOVATION

7

MARKETING

8

BREAK
15 Minutes

9

GLOBAL SUPPLY CHAIN SOLUTIONS

10

CASE STUDY: ASIA

UNIFI

TRUE INNOVATION
starts in the fiber

7

MARKETING

8

BREAK

9

GLOBAL SUPPLY CHAIN SOLUTIONS

*Tom Caudle | President and Chief Operating Officer
Sohan Mangaldas | Vice President of Supply Chain*

10

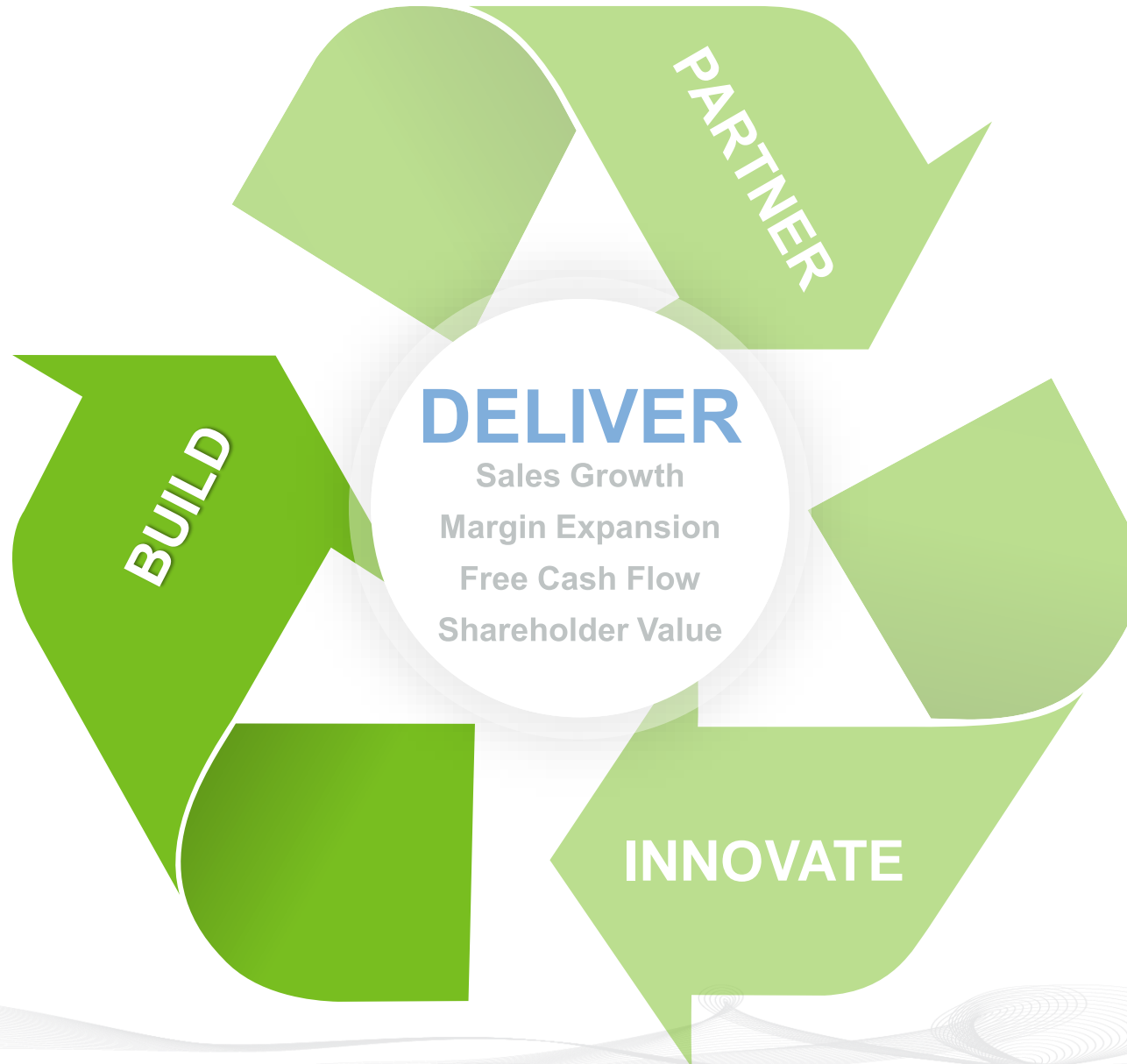
CASE STUDY: ASIA

11

FINANCIAL OVERVIEW

UNIFI
TRUE INNOVATION
starts in the fiber

STRATEGIC GROWTH PLAN



PARTNER

with brands, retailers and mills who win in their markets through sustainable innovation

INNOVATE

with game-changing, consumer-noticeable, sustainable technologies

BUILD

a trusted global supply chain focused on delivering solutions where our customers need us

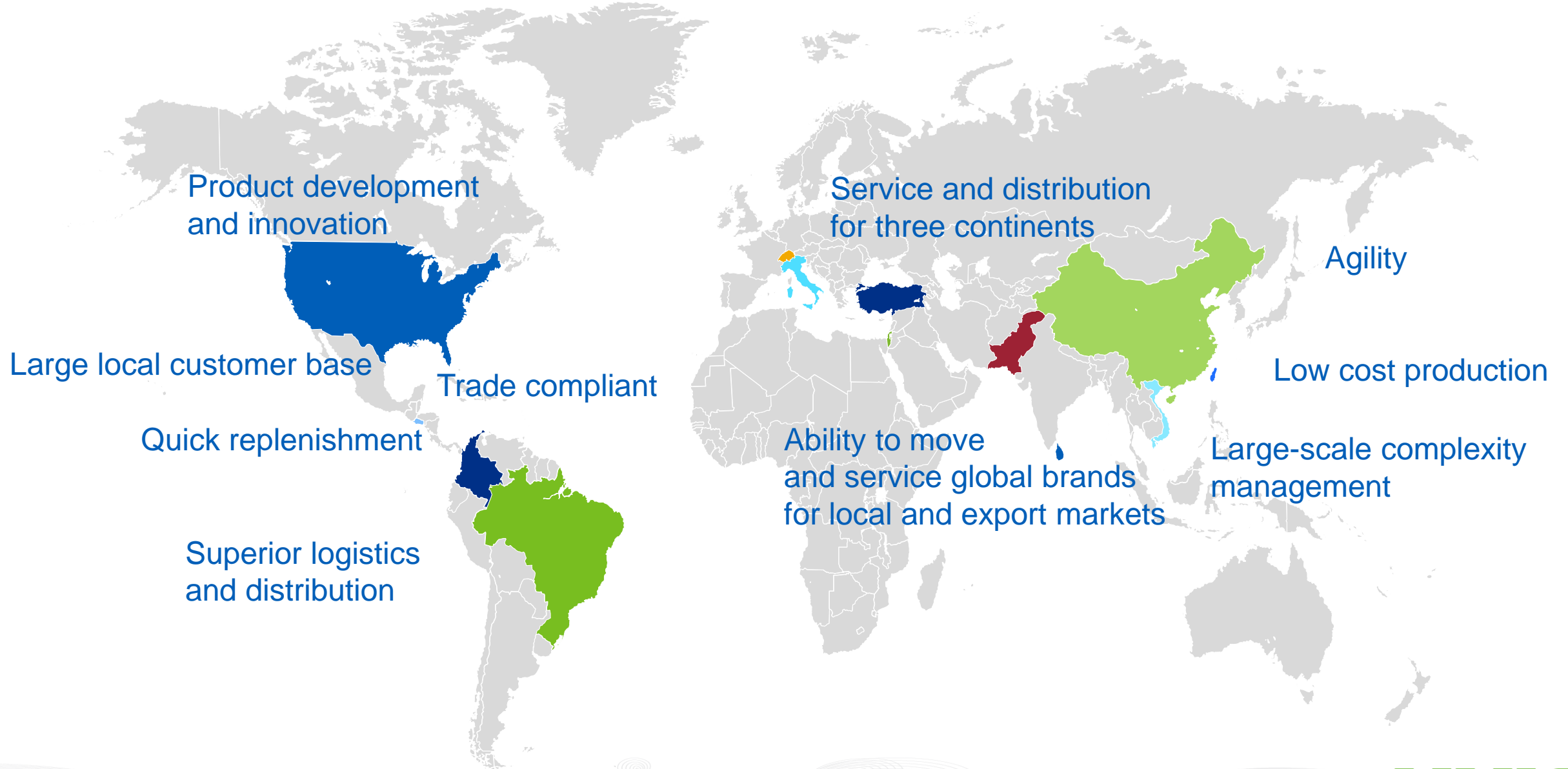
BUILDING OUR SUPPLY CHAIN



BALANCING THE HEMISPHERES FOR SPEED TO MARKET



DELIVERING DEMANDS

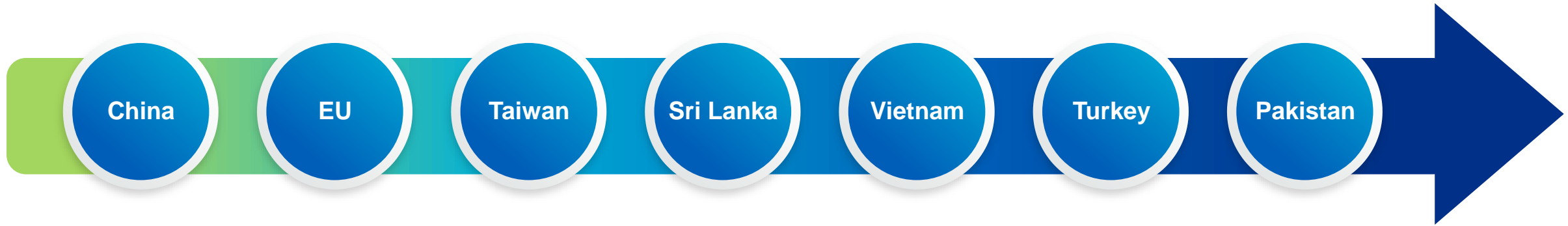


LEADING POSITION IN THE AMERICAS



Source: Volume rankings based on Unifi Internal Estimates, Fiber Economics Bureau, Wood Mackenzie, and International Trade Commission Office of Textiles and Apparel.

EXPANDED MARKET PRESENCE



U Trust®

FiberPrint®

Compliance

Transparency

Vendor certifications

Global technical support

Operational excellence

Global quality control standards

Global information systems/technology infrastructure and platform



8

BREAK

9

GLOBAL SUPPLY CHAIN SOLUTIONS

10

CASE STUDY: ASIA

Hongjun Ning | Vice President Asia, Europe, Africa

11

FINANCIAL OVERVIEW

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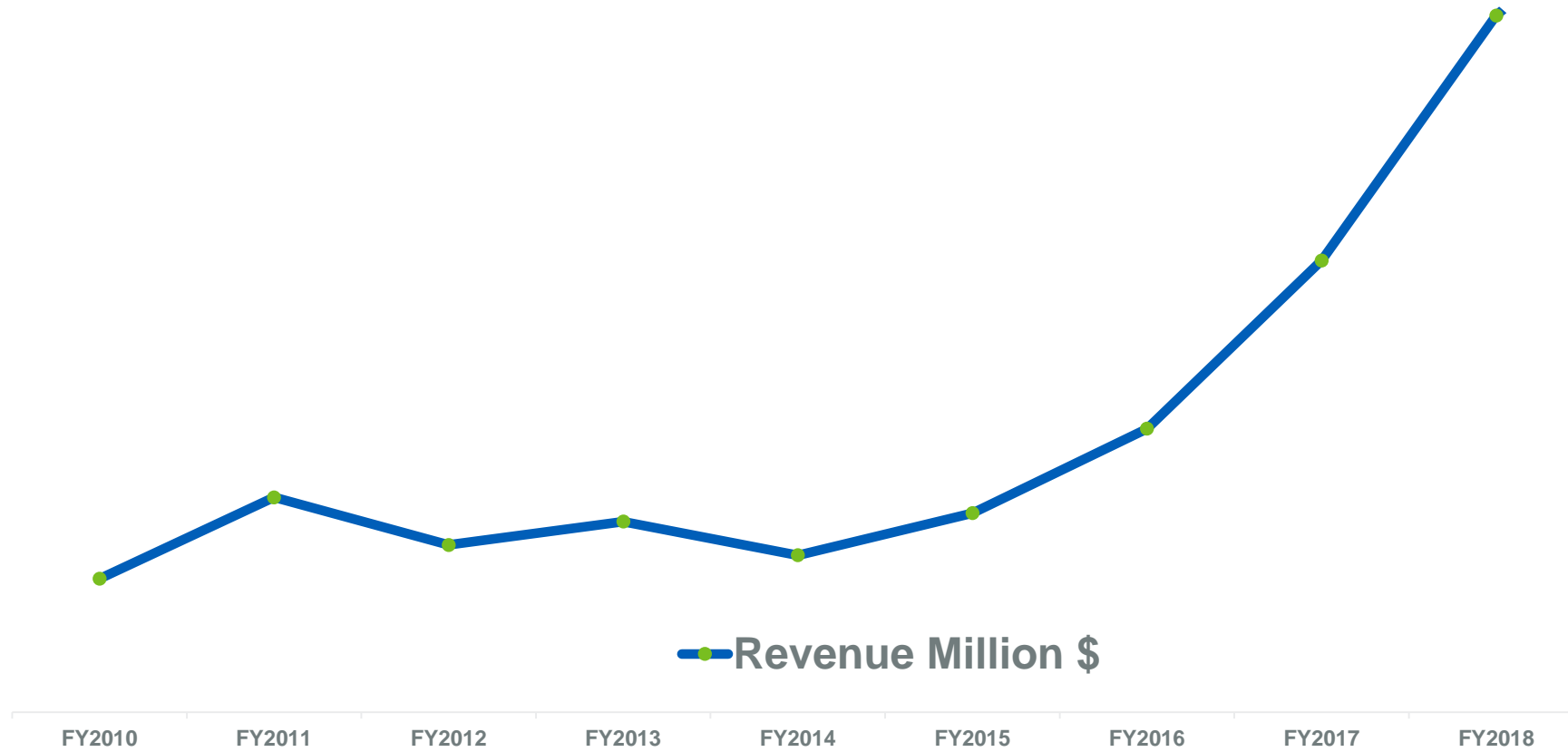
CLOSING REMARKS

UNIFI

TRUE INNOVATION

starts in the fiber

GROWTH IN ASIA AND EUROPE



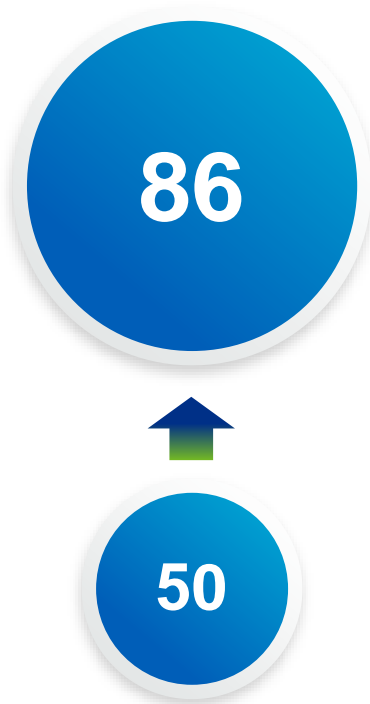
UNIFI DIFFERENTIATION

Unifi creates a push-pull scenario with its indirect and direct customer relationships, meeting consumer demands and customer needs throughout the supply chain, while driving sustainability and innovation throughout the product pipeline.



EXCELLENT GROWTH

Brand Relationships



FY18

FY16

Mill Relationships

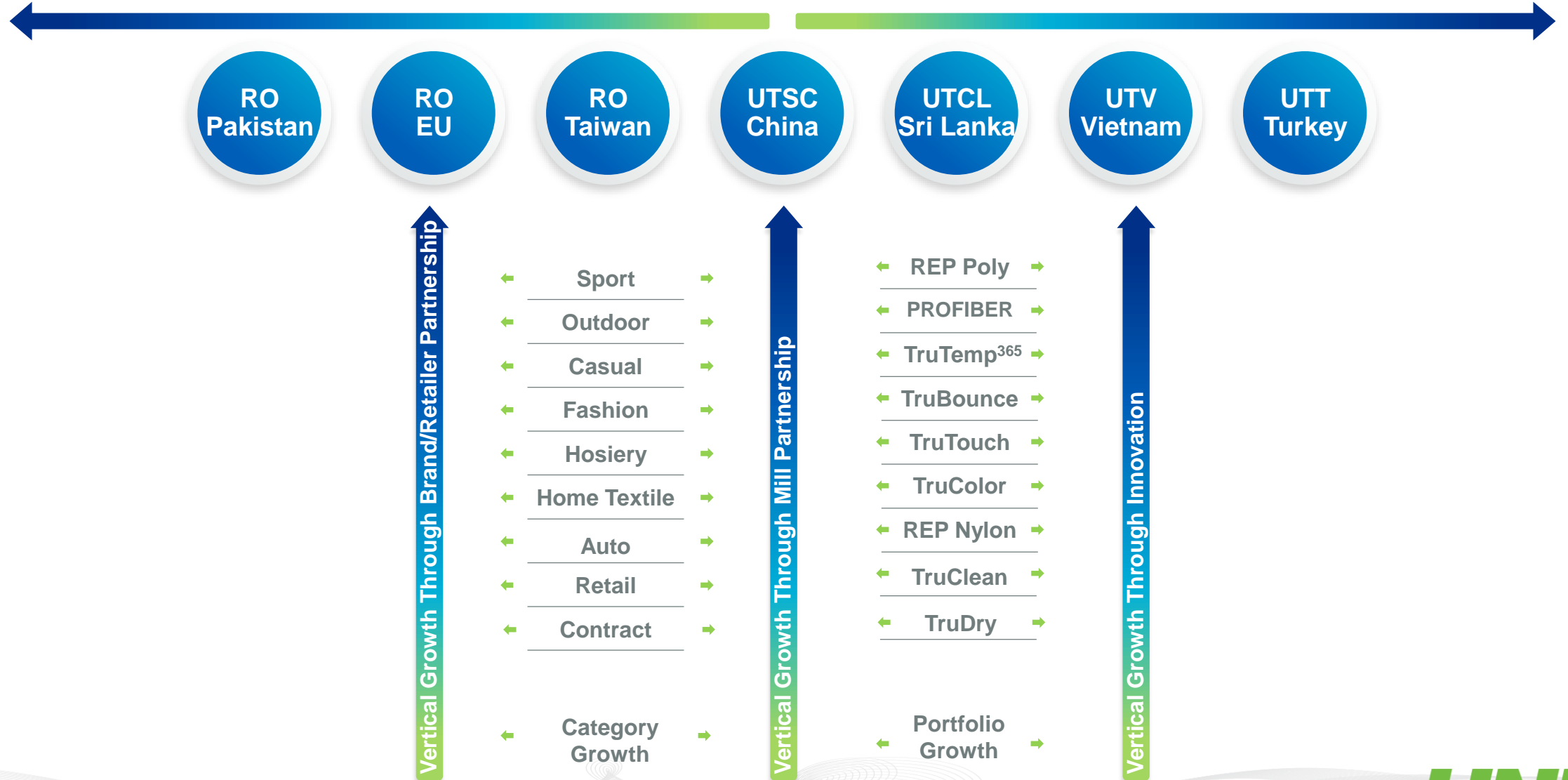


FY18

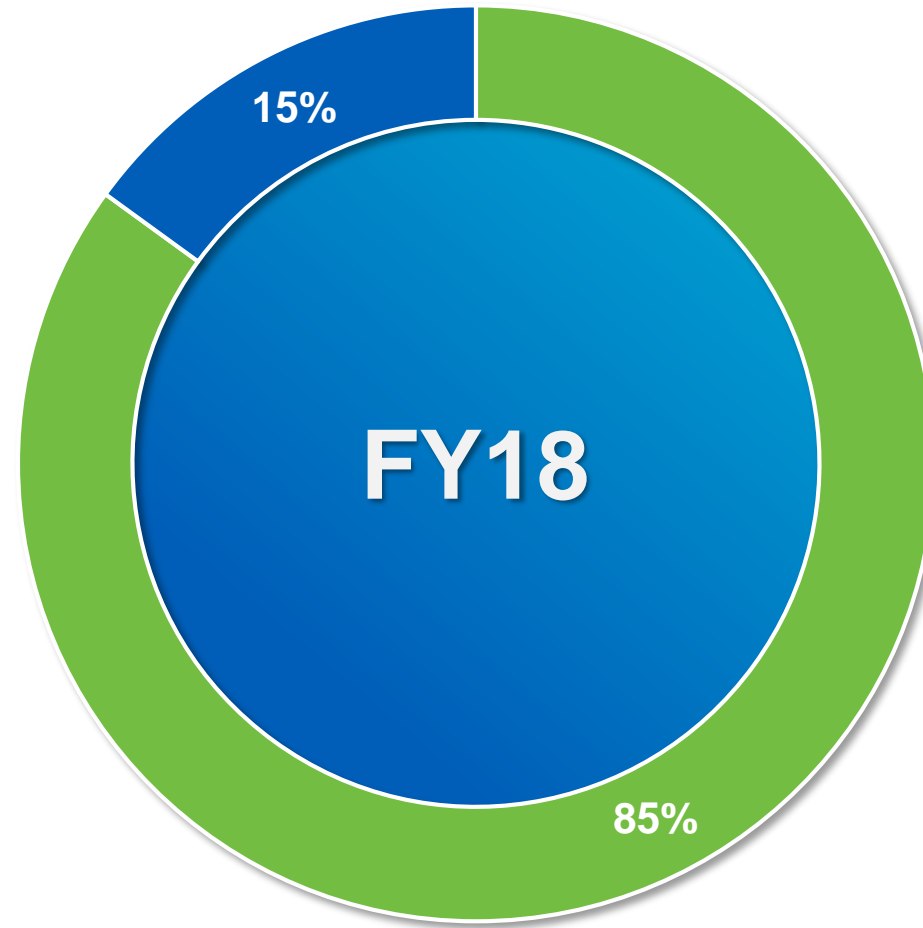
FY16

ORGANIC GROWTH MATRIX

Horizontal Growth in Textile Regions



REVENUE BY PVA CATEGORY (ASIA)



■ REPREVE®

■ PROFIBER™

INTERTEXTILE SHOW 18 - SHANGHAI



9

GLOBAL SUPPLY CHAIN SOLUTIONS

10

CASE STUDY: ASIA

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FINANCIAL OVERVIEW

*Jeff Ackerman | Executive Vice President
and Chief Financial Officer*

12

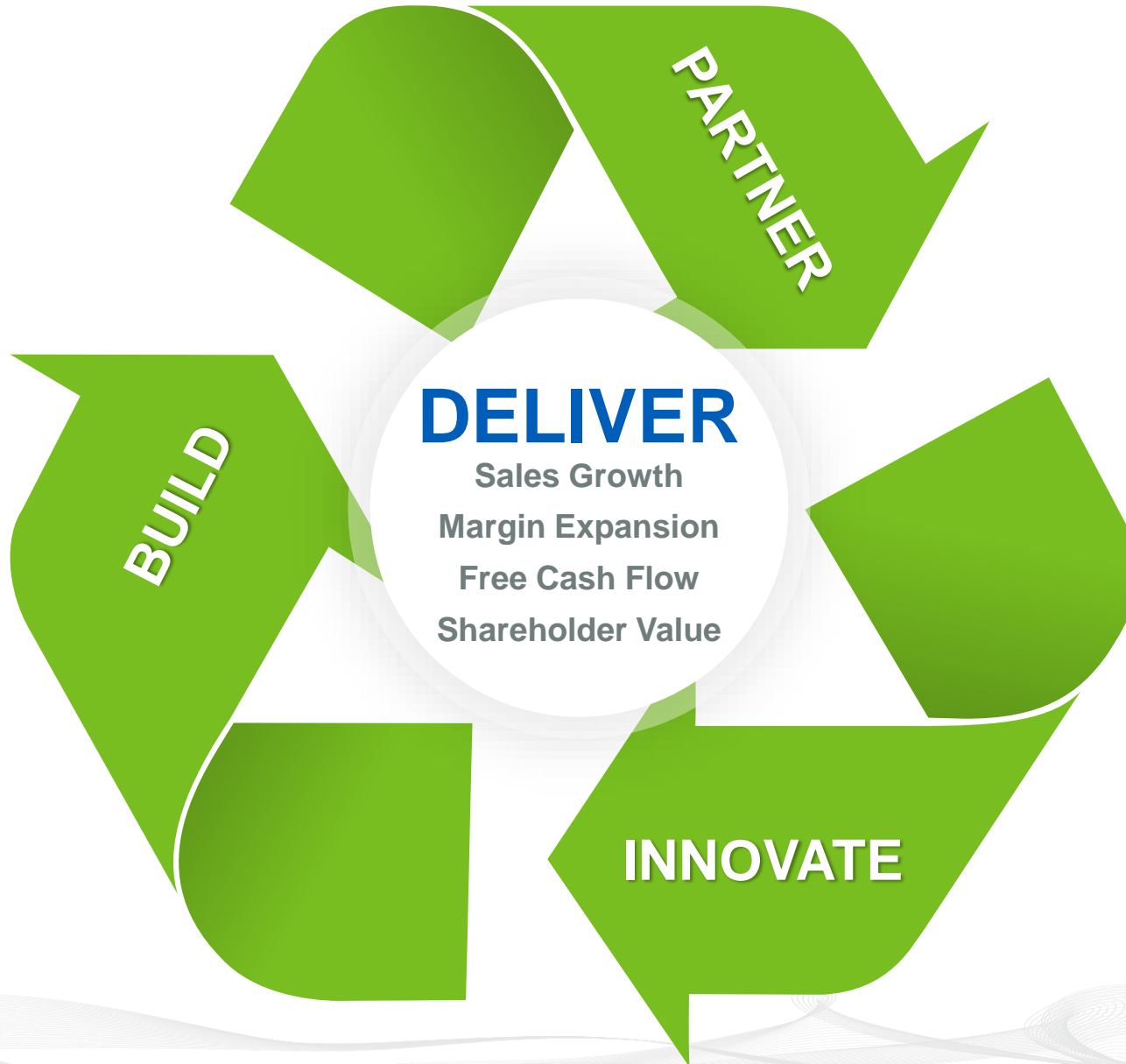
CLOSING REMARKS

13

Q&A

UNIFI
TRUE INNOVATION
starts in the fiber

STRATEGIC GROWTH PLAN



PARTNER

with brands, retailers and mills
who win in their markets through
sustainable innovation

INNOVATE

with game-changing,
consumer-noticeable,
sustainable technologies

BUILD

a trusted global supply chain
focused on delivering solutions
where our customers need us

DELIVER SHAREHOLDER RETURNS

Sales Growth

Profit Growth

Free Cash Flow

SALES GROWTH DRIVERS

**Sales Growth
Goal**

**Low / Mid
Single Digit**

**PVA Global
Growth Goal:
+10%/yr**

- International
- Brand Adoption
- Innovation

PROFIT GROWTH DRIVERS

Profit Growth

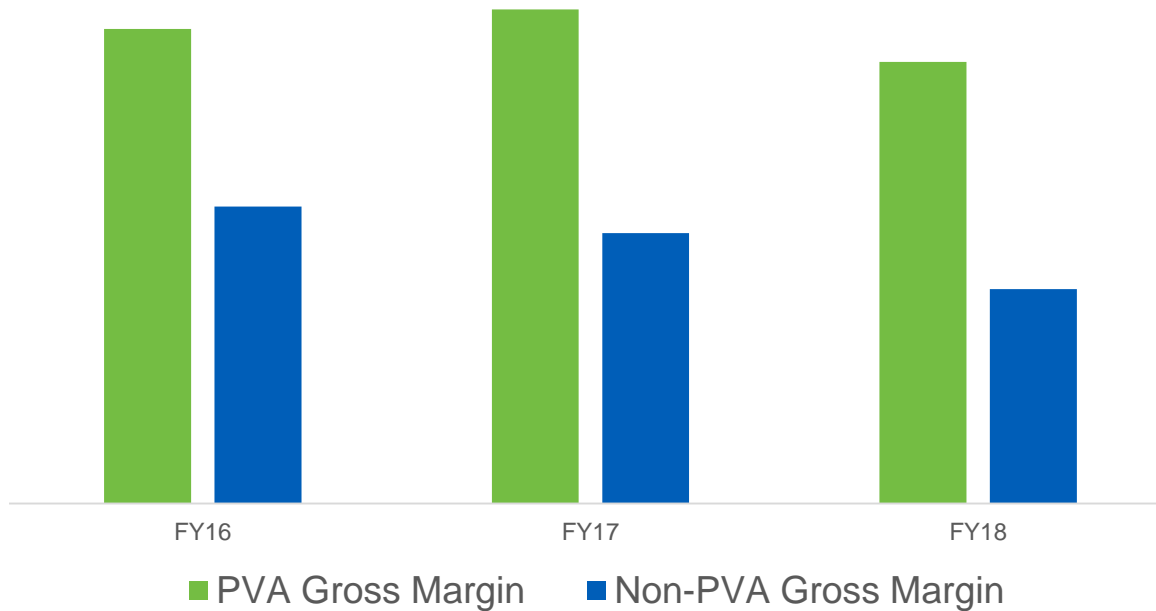
Operating Income
Adjusted EBITDA

Margin Improvement

- Mix Enrichment
- Expense Leverage

MIX ENRICHMENT

Gross Margin



PVA Mix Improvement

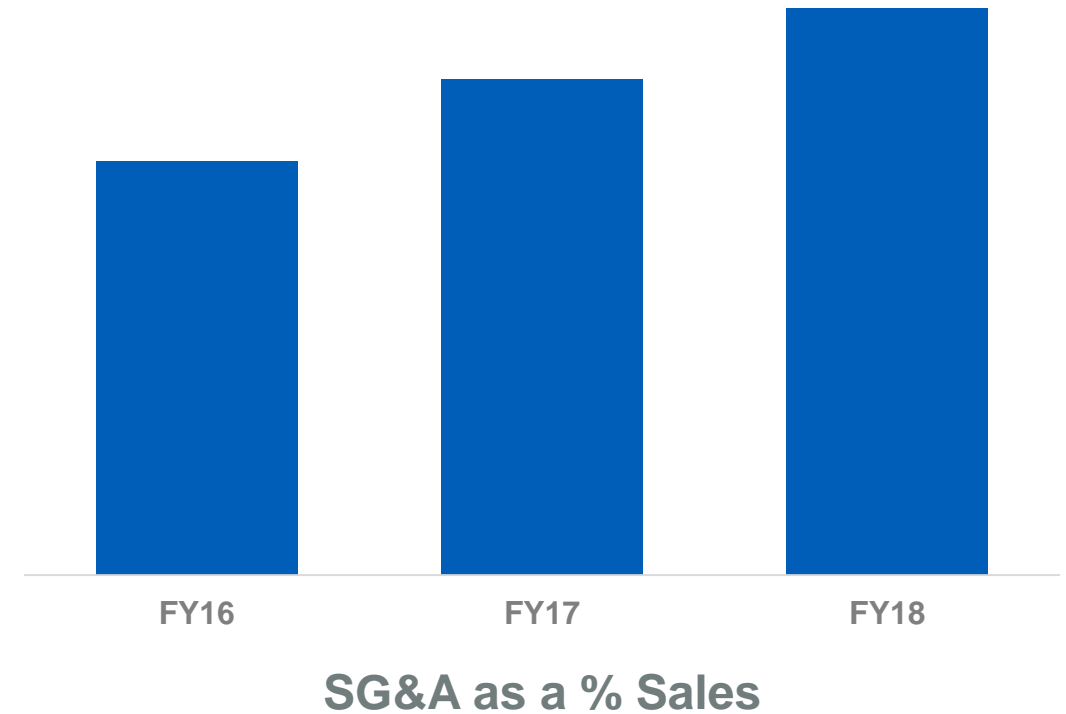
- Drive greater mix of PVA Sales
- Increase Account penetration
- Layer technology / Innovation on REPREEVE® platform

EXPENSE LEVERAGE

Asset Leverage

	FY17 Production (mm lbs)	FY18 Production (mm lbs)
Bottle Processing	36.8	70.8
Recycling Center (Chip Production)	60.7	69.4

SG&A Leverage



FREE CASH FLOW DRIVERS



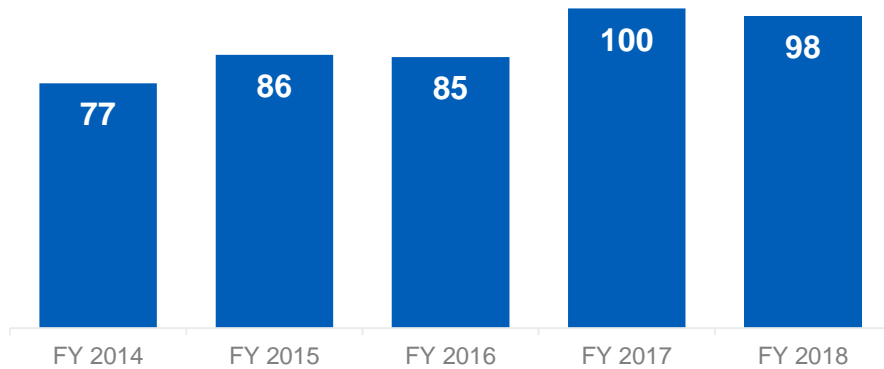
Free Cash Flow

Working Capital

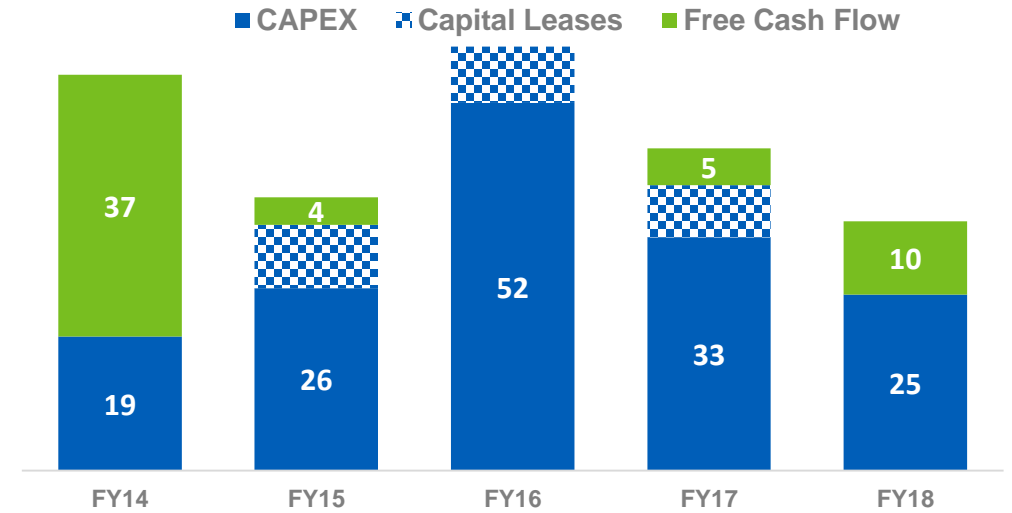
Capital Expenditures

FREE CASH FLOW

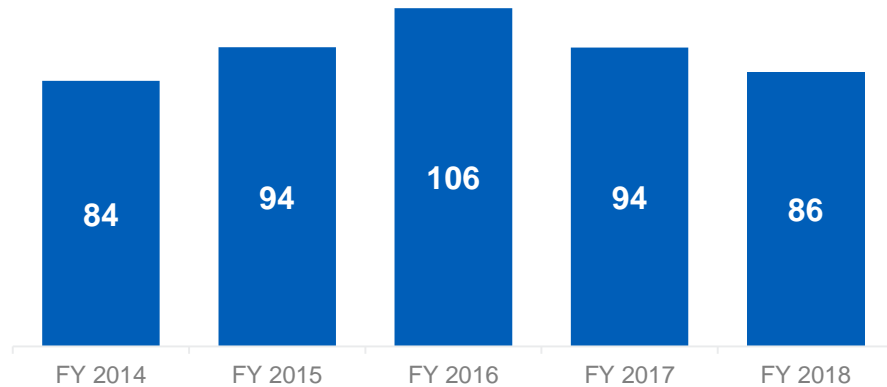
Strong Liquidity (\$ millions)



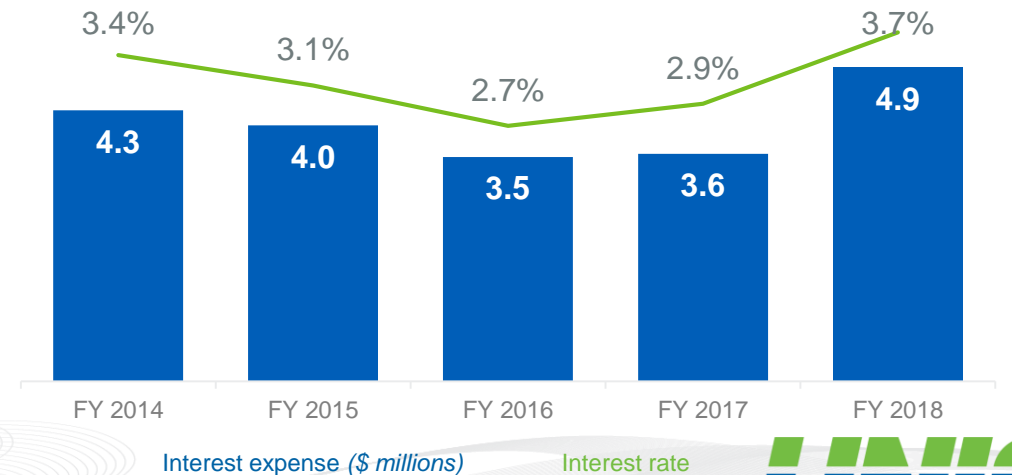
Improving Free Cash Flow (\$ millions)



Improving Net Debt Levels (\$ millions)



\$75MM of debt with LIBOR Lock to May '22



CAPITAL ALLOCATION



CAPITAL INVESTMENTS

- New machinery or capacity expansion
- New technology or capabilities
- Partnerships and joint ventures
- Tuck-in acquisitions



DEBT REDUCTION

- Ensure liquidity for opportunistic investments and repurchases
- Maintain appropriate leverage
- Reduce interest rate exposure



SHARE REPURCHASES

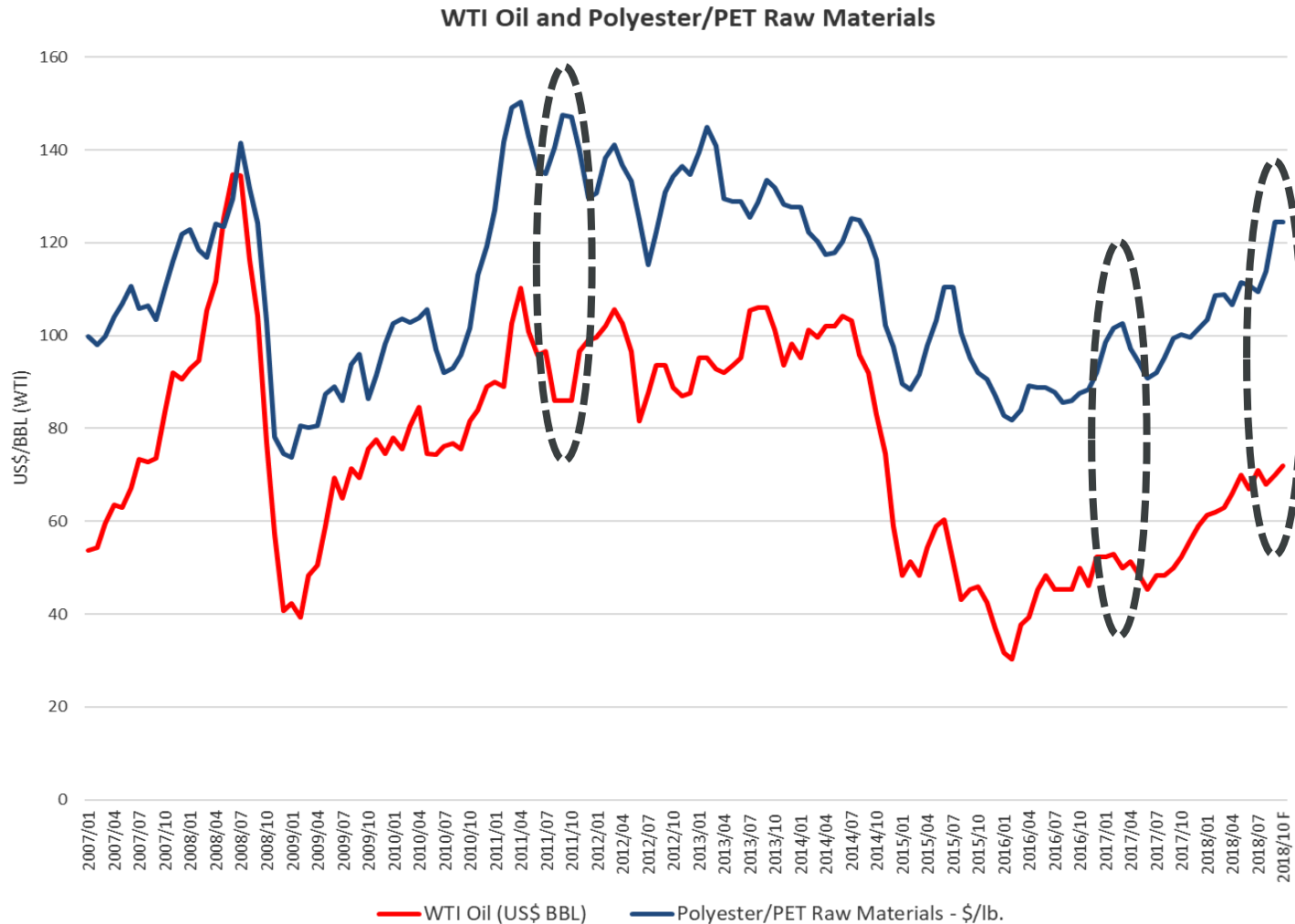
- Return earnings to shareholders

FUTURE FINANCIAL GOALS

	Goal
Revenue Growth	LSD - MSD
PVA Sales Growth	10%
Adjusted EBITDA ⁽¹⁾ Growth	Exceed Sales Growth
Capital Expenditures	Current Trends

(1) Adjusted EBITDA is a non-GAAP financial measure further detailed on slide 4.

OIL AND PET USUALLY MOVE IN SYNC



- Over time, PET costs track generally with Crude Oil
- PET costs can be impacted by supply and demand dynamics specific to feedstocks (PX, MEG, PTA)
- PET costs can also be impacted by substitutes (i.e. cotton)

PET COSTS IMPACT GROSS MARGIN

- 80% of UFI sales are PET-based
- Pricing lags raw material cost changes by 1-2 quarters
- Over time, we expect raw material cost is neutral to gross margin
- Revenues will rise more quickly in a rising cost environment, and may trend downward in a declining cost environment

INVESTMENT THESIS

1

Favorable industry dynamics

- Global consumer preferences toward synthetic products with innovative attributes
- Strong interest in sustainable solutions, with customers maintaining brand integrity

2

Defensible scale and foundation

- Leading branded recycled fiber, REPREVE®
- 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

3

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

4

Strong balance sheet and cash flows could provide other avenues to accelerate growth and fuel strategic investments

10

CASE STUDY: ASIA

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FINANCIAL OVERVIEW

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CLOSING SUMMARY

Kevin Hall | Chairman and CEO

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Q&A

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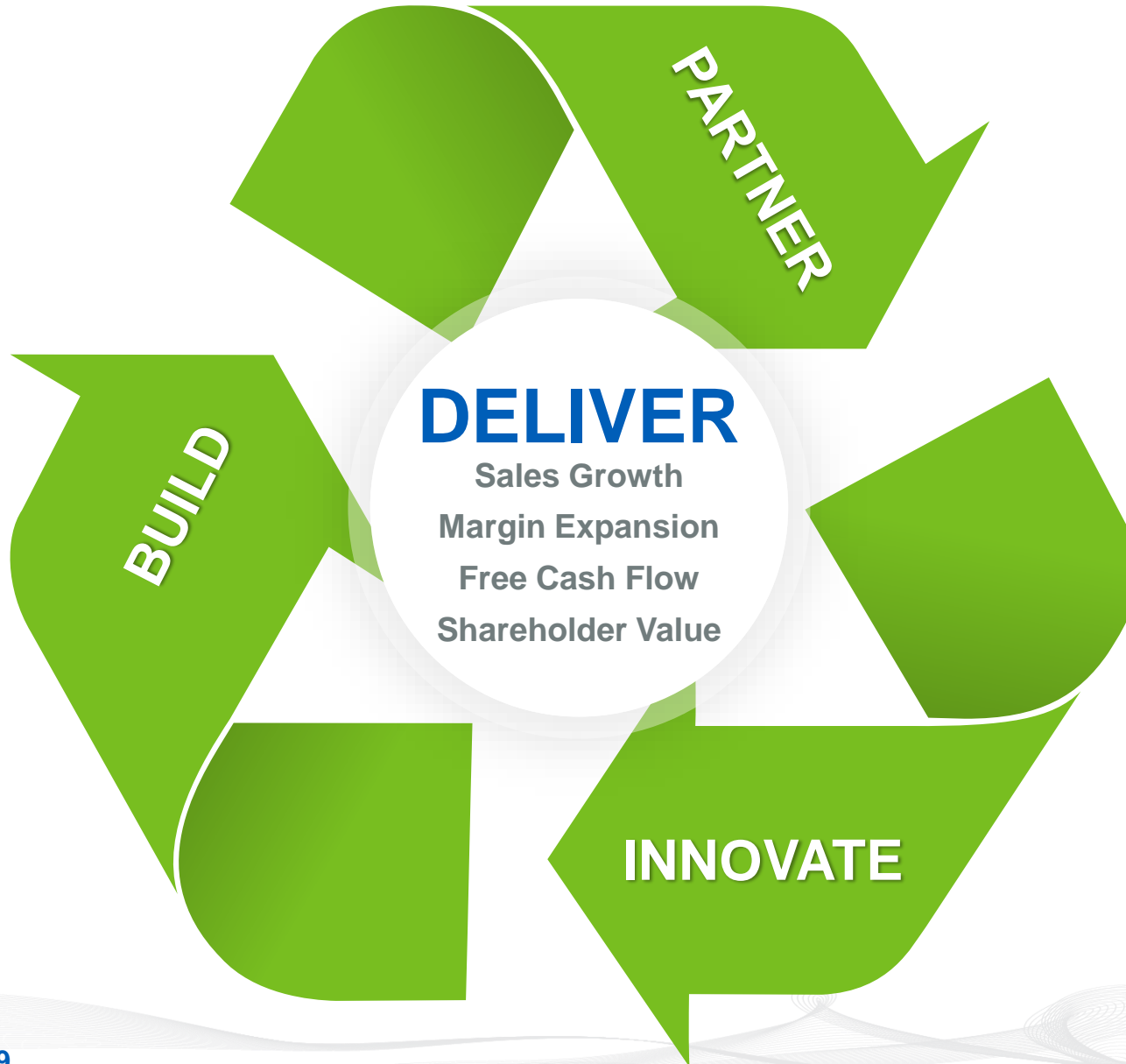
THANK YOU

UNIFI

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starts in the fiber

STRATEGIC GROWTH PLAN



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INNOVATE

with game-changing, consumer-noticeable, sustainable technologies

BUILD

a trusted global supply chain and a global commercial team focused on delivering solutions

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FINANCIAL OVERVIEW

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CLOSING REMARKS

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QUESTION &
ANSWER SESSION

14

THANK YOU

UNIFI

TRUE INNOVATION
starts in the fiber

12

CLOSING REMARKS

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Q&A

14

THANK YOU

UNIFI
TRUE INNOVATION
starts in the fiber

APPENDIX

Sources for slide 21

1. Report shows a third of consumers prefer sustainable brands. (2017, May 01). <https://www.unilever.com/news/press-releases/2017/report-shows-a-third-of-consumers-prefer-sustainable-brands.html>
2. Generation Z wants more action for a sustainable future, reveals global research from Masdar. (2016, November 16). <https://masdar.ae/en/media/detail/generation-z-wants-more-action-for-a-sustainable-future-reveals-global-rese>
3. Mahler, D. (n.d.). Don't Give Up on Millennials. <https://www.atkearney.com/web/america250/article?/a/article-don-t-give-up-on-millennials>
4. Gen X: Midlife Purpose. (2017, April 06). https://www.wgsn.com/content/board_viewer/#/71848/page/1
5. Hartman Group. (2017, October 17). Sustainability and Boomers: All Talk, No Walk? <https://www.hartman-group.com/hartbeat/717/sustainability-and-boomers-all-talk-no-walk->