# Conference Call Presentation 

Second Quarter Ended

December 26, 2021
(Unaudited Results)




 eputation of our interpretations.


 Exchange Commission pursuant to the Securities Exchange Act of 1934, as amended.

Non-GAAP Financial Measures
 Adjusted EPS, Adjusted Working Capital and Net Debt (collectively, 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 of Parkdale America, LLC ("PAL") and, from time to time, certain other adjustments necessary to understand and compare the underlying results of the Company.
Adjusted Working Capital represents receivables plus inventory and other current assets, less accounts payable and accrued expenses, which is an indicator of the Company's production efficiency and ability to manage its inventory and receivables.
-Net Debt represents debt principal less cash and cash equivalents.


 capital investment cycles and ages of related assets, among otherwise comparable companies.


 supplemental measure of debt service capacity, because it serves as a high-level proxy for cash generated from operations.

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Management uses Net Debt as a liquidity and leverage metric to determine how much debt would remain if all cash and cash equivalents were used to pay down debt principal.




 outstanding debt obligations. You should compensate for these limitations by relying primarily on our GAAP results and using these measures only as supplemental information.

## Q2 FISCAL 2022 CEO COMMENTARY

> Asia and Brazil demonstrate the strength of our global business model:

- Revenue performance at the high end of expectations, reaching the highest quarterly sales since March 2005
- Profitability performance strong internationally, but weak domestically
> Domestic headwinds continue to burden underlying momentum:
- Inflationary pressure from labor and manufacturing inputs caused cost levels to outpace pricing levels
- U.S. labor pool remains suppressed with tight supply, causing inefficiencies
- Recently completed price adjustments will generate significant margin recovery
> Momentum continues for new products, customer adoptions and co-branding:
- REPREVE ${ }^{\circledR}$ Fiber products comprised $40 \%$ of consolidated net sales
- 34 million REPREVE ${ }^{\circledR}$ Hangtags sent to brand customers during second quarter

> Trade petitions against imports completed in December 2021, aiding in a more normalized future competitive environment

REPREVE ${ }^{\circledR}$ FIBER SALES AS A \% OF NET SALES


## NET SALES OVERVIEW

(dollars in thousands)
Three-Month Comparison (Q2 FY21 vs. Q2 FY22)

|  | Prior Period |  | Volume Change | Price/Mix Change | FX Change ${ }^{1}$ | Total Change |  | nt Period |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Polyester | \$ | 76,696 | 2.7\% | 17.8\% | - | 20.5\% | \$ | 92,418 |
| Asia |  | 44,692 | 28.7\% | 0.3\% | 3.3\% | 32.3\% |  | 59,112 |
| Brazil |  | 24,253 | (16.5\%) | 33.3\% | (3.0\%) | 13.8\% |  | 27,601 |
| Nylon |  | 16,008 | 17.2\% | 14.4\% | (0.3\%) | 31.3\% |  | 21,015 |
| All Other |  | 1,127 | nm | nm | nm | 12.2\% |  | 1,264 |
| Consolidated | \$ | 162,776 | 8.3\% | 15.0\% | 0.4\% | 23.7\% | \$ | 201,410 |

${ }^{1}$ Approximates the impact of foreign currency translation
nm - Not meaningful
Note: The "Prior Period" ended on December 27, 2020. The "Current Period" ended on December 26, 2021. The Prior Period and the Current Period each contained 13 fiscal weeks.

## GROSS PROFIT OVERVIEW

(dollars in thousands)
Three-Month Comparison (Q2 FY21 vs. Q2 FY22)
Gross Profit
Prior Period
Margin Rate
Current Period
Margin Rate

| Polyester |  | Asia |  |
| :---: | :---: | :---: | :---: |
| \$ | 10,895 | \$ | 6,528 |
|  | 14.2\% |  | 14.6\% |
| \$ | 440 | \$ | 8,511 |
|  | 0.5\% |  | 14.4\% |


| Brazil |  |
| :---: | ---: |
| $\$$ | 7,977 |
|  | $32.9 \%$ |
| $\$ \$$ | 7,526 |
|  | $27.3 \%$ |


| Nylon |  |
| :---: | ---: |
| $\$$ | 395 |
|  | $2.5 \%$ |
| $\$$ | 186 |
|  | $0.9 \%$ |


| All Other |  |  | Consolidated |  |
| :---: | ---: | :--- | ---: | ---: |
| $\$$ | 139 |  | $\$$ | 25,934 |
|  | $n m$ |  | $15.9 \%$ |  |
|  |  |  |  |  |
| $\$$ | 227 |  | $\$$ | 16,890 |
|  | $n m$ |  | $8.4 \%$ |  |

nm - Not meaningful
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## NET SALES OVERVIEW

(dollars in thousands)

## Six-Month Comparison (YTD FY21 vs. YTD FY22)

|  | Prior Period |  | Volume Change | Price/Mix Change | FX Change ${ }^{1}$ | Total Change |  | nt Period |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Polyester | \$ | 145,772 | 4.5\% | 20.3\% | - | 24.8\% | \$ | 181,885 |
| Asia |  | 82,415 | 29.1\% | 0.3\% | 4.7\% | 34.1\% |  | 110,540 |
| Brazil |  | 46,859 | (10.2\%) | 41.3\% | (0.2\%) | 30.9\% |  | 61,339 |
| Nylon |  | 27,037 | 39.7\% | 12.8\% | (0.2\%) | 52.3\% |  | 41,174 |
| All Other |  | 2,198 | nm | nm | nm | 12.1\% |  | 2,464 |
| Consolidated | \$ | 304,281 | 10.6\% | 18.8\% | 1.2\% | 30.6\% | \$ | 397,402 |

${ }^{1}$ Approximates the impact of foreign currency translation
nm - Not meaningful
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## GROSS PROFIT OVERVIEW

(dollars in thousands)
Six-Month Comparison (YTD FY21 vs. YTD FY22)

| Gross Profit | Polyester |  | Asia |  | Brazil |  | Nylon |  | All Other |  | Consolidated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Prior Period | \$ | 15,527 | \$ | 11,106 | \$ | 12,590 | \$ | 1,060 | \$ | 212 | \$ | 40,495 |
| Margin Rate |  | 10.7\% |  | 13.5\% |  | 26.9\% |  | 3.9\% |  | $n m$ |  | 13.3\% |
| Current Period | \$ | 8,734 | \$ | 15,482 | \$ | 17,466 | \$ | 912 | \$ | 393 | \$ | 42,987 |
| Margin Rate |  | 4.8\% |  | 14.0\% |  | 28.5\% |  | 2.2\% |  | $n m$ |  | 10.8\% |

nm - Not meaningful
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## BALANCE SHEET HIGHLIGHTS

> Continued balance sheet discipline and significantly improved leverage ratio generate opportunities for organic growth.
> Capital allocation strategy remains balanced across:

- Organic growth
$\checkmark$ FYs 2021 and 2022: New texturing technology
- Acquisitions
$\checkmark$ FY 2021: Two bolt-on acquisitions
- Share repurchases
$\checkmark$ FY 2022: $\$ 1.2$ million ( 51,500 shares)
- Debt reduction
$\checkmark$ FYs 2020, 2021 and 2022



## FOR THE GOOD OF TOMORROW

## Building Momentum For Long-Term Growth

The following reflect the Company's updated expectations for fiscal 2022, assuming there are no further significant disruptions to global markets, supply chains, or the labor market and no further adverse impacts from COVID-19.

- Sales volume and REPREVE ${ }^{\circledR}$ Fiber sales growth driving net sales to $\$ 800$ million or more, which would represent an increase of $20 \%$ or more from the level achieved in fiscal 2021.
- Adjusted EBITDA to range between $\$ 60.0$ million and $\$ 62.0$ million, with a larger portion of second half fiscal 2022 profitability being generated in the fourth quarter ending July 3, 2022 rather than the third quarter ending March 27, 2022.
- An effective tax rate between $40 \%$ and $50 \%$, assuming no significant changes in existing tax legislation.
- Capital expenditures of approximately $\$ 40.0$ million to $\$ 44.0$ million, as the Company continues its plan to invest in new yarn texturing machinery within its Americas facilities. Such capital expenditure levels will be funded by cash on-hand and available financing arrangements and are inclusive of approximately $\$ 10.0$ million to $\$ 12.0$ million of routine annual maintenance.

Thank You!

