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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**  
Washington, D.C. 20549

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**FORM 8-K**

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**CURRENT REPORT**  
Pursuant to Section 13 or 15(d) of the  
Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): November 15, 2018

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**UNIFI, INC.**  
(Exact name of registrant as specified in its charter)

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**New York**  
(State or other jurisdiction  
of incorporation)

**1-10542**  
(Commission  
File Number)

**11-2165495**  
(IRS Employer  
Identification No.)

**7201 West Friendly Avenue**  
**Greensboro, North Carolina 27410**  
(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code: **(336) 294-4410**

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Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

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**Item 7.01. Regulation FD Disclosure.**

Unifi, Inc. (the "Company") will host an Investor Day event in New York City on Thursday, November 15, 2018 beginning at 8:30 a.m. EST, as previously announced in the Company's press release issued on November 1, 2018, a copy of which is attached hereto as Exhibit 99.1. Members of the Company's senior management team responsible for marketing, innovation, brand sales, sustainability, supply chain and international operations will join Kevin D. Hall, the Company's Chairman of the Board and Chief Executive Officer, Thomas H. Caudle, Jr., the Company's President & Chief Operating Officer, and Jeffrey C. Ackerman, the Company's Executive Vice President & Chief Financial Officer, to provide a strategic overview of the Company. The half-day program will focus on the Company's long-term strategic plan and will include discussions on the Company's commercial capabilities, operations, financials and growth strategy. A live audio webcast and replay of the presentations will be available on the "Investor Relations" section of the Company's website at [www.unifi.com](http://www.unifi.com). A copy of the materials prepared for use by management during these presentations, which will also be available on the "Investor Relations" section of the Company's website at [www.unifi.com](http://www.unifi.com), is attached hereto as Exhibit 99.2.

**Item 9.01. Financial Statements and Exhibits.**

(d) *Exhibits.*

<u>Exhibit No.</u>	<u>Description</u>
99.1	<a href="#">Press Release of Unifi, Inc., dated November 1, 2018.</a>
99.2	<a href="#">Investor Day Presentation Materials.</a>

The information in this Current Report on Form 8-K, including the exhibits attached hereto, is being furnished and shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section, nor shall it be deemed to be incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in any such filing.

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: November 15, 2018

**UNIFI, INC.**

By: /s/ JEFFREY C. ACKERMAN

Jeffrey C. Ackerman  
Executive Vice President &  
Chief Financial Officer



### **Unifi to Host Investor Day in New York on November 15**

**GREENSBORO, N.C., November 1, 2018** – Unifi, Inc. (NYSE: UFI), one of the world's leading innovators in recycled and synthetic yarns, today announced that it will host an Investor Day on Thursday, November 15, 2018 beginning at 8:30 a.m. EST.

Members of the senior management team responsible for marketing, innovation, brand sales, sustainability, supply chain and international operations will join chief executive officer Kevin Hall, chief operating officer Tom Caudle, and chief financial officer Jeff Ackerman to provide a strategic overview of the Company. The half-day program will focus on Unifi's long-term strategic plan and will include discussions on the Company's commercial capabilities, operations, financials, and growth strategy.

#### **Webcast Information:**

The presentation will be webcast live beginning at 8:30 a.m. Eastern Standard Time (EST). The event can be accessed at the Investor Relations section of [www.unifi.com](http://www.unifi.com), or [investor.unifi.com](http://investor.unifi.com), where interested parties may listen in and view the slide presentation. The presentation will be archived on the Company's website for a minimum of 30 days.

For further information about Unifi's Investor Day event, please contact [UFI@alpha-ir.com](mailto:UFI@alpha-ir.com).

#### **About Unifi:**

Unifi, Inc. (NYSE: UFI) is a global textile solutions provider and one of the world's leading innovators in manufacturing synthetic and recycled performance fibers. The Company's proprietary PROFIBER™ technologies offer increased performance, comfort and style advantages, enabling customers to develop products that perform, look and feel better. Through REPREVE®, one of Unifi's proprietary technologies and the global leader in branded recycled performance fibers, Unifi has transformed more than 13 billion plastic bottles into recycled fiber for new apparel, footwear, home goods and other consumer products. Unifi continually innovates technologies to meet consumer needs in moisture management, thermal regulation, antimicrobial, UV protection, stretch, water resistance and enhanced softness. Unifi collaborates with many of the world's most influential brands in the sports apparel, fashion, home, automotive and other industries. For more information about Unifi, visit [www.Unifi.com](http://www.Unifi.com).

#### **Contact information:**

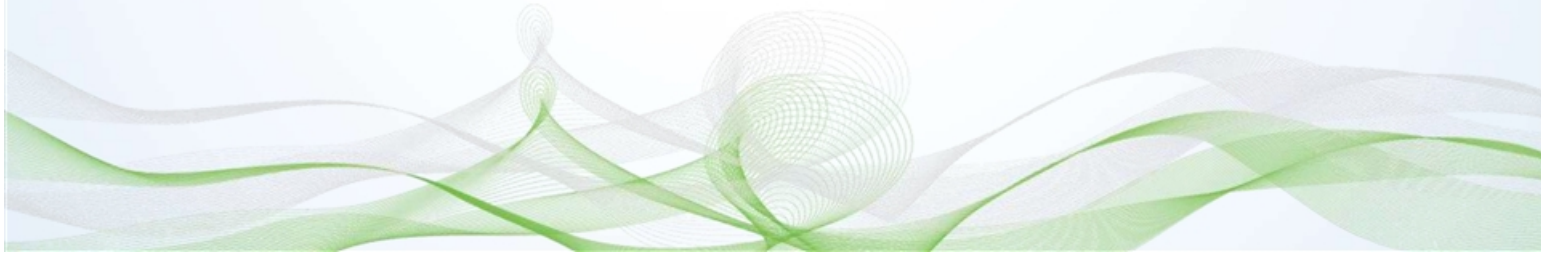
Alpha IR Group  
312-445-2870  
[UFI@alpha-ir.com](mailto:UFI@alpha-ir.com)



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# INVESTOR DAY 2018

NOVEMBER 15, 2018





**UNIFI**  
TRUE INNOVATION  
starts in the fiber

1

**WELCOME, AGENDA**  
*A.J. Eaker | VP Finance*

2

COMPANY OVERVIEW

3

STRATEGY, KEY THEMES

**UNIFI**

# AGENDA

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

### 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



1 WELCOME, SAFE HARBOR, AGENDA

**2** COMPANY OVERVIEW  
*Jeff Ackerman | EVP & CFO*

3 STRATEGY, KEY THEMES

4 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

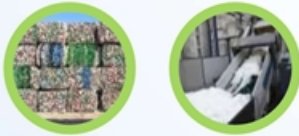
# OVERVIEW OF SALES AND END MARKETS



# 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™**

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

**UNIFI.**

# REPREVE®

*for the good of tomorrow*

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.



**UNIFI**



# 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

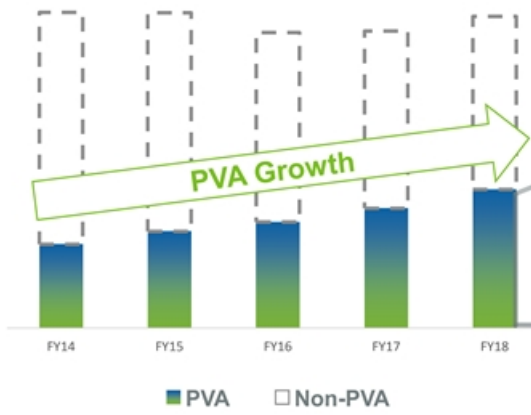


## REPREVE RECYCLED FIBER

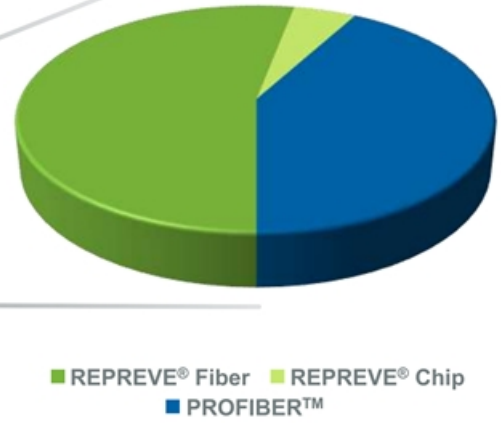
Chip is melted and made into yarn

# PVA DRIVES GROWTH

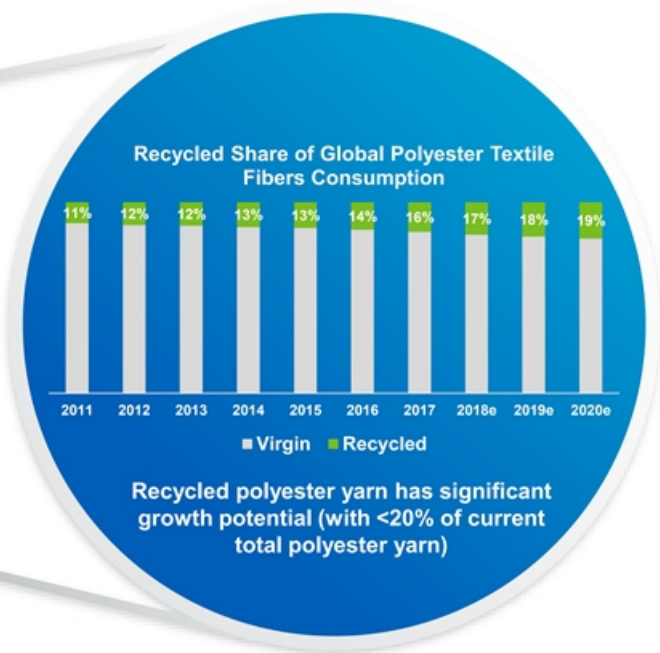
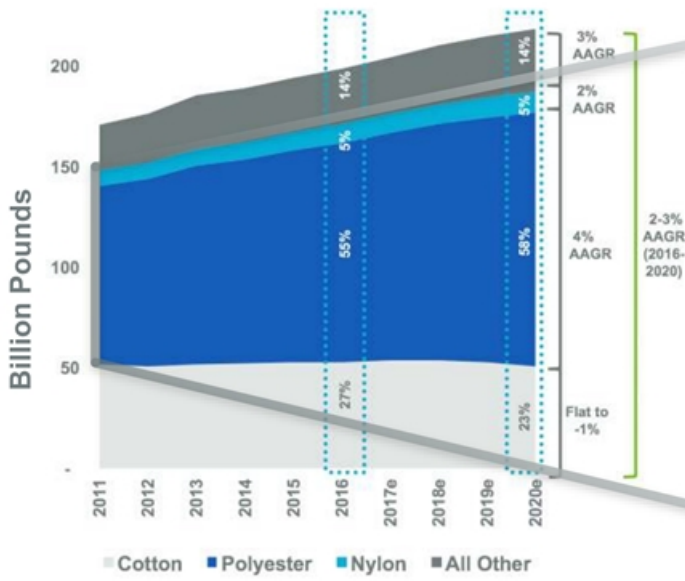
## PVA SALES TREND



## DISTRIBUTION OF PVA SALES (FY18)



# GLOBAL FIBERS OPPORTUNITY OVERVIEW



# “WHAT IF?” VIDEO





1

WELCOME, SAFE HARBOR, AGENDA

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COMPANY OVERVIEW

3

**STRATEGY, KEY THEMES**

*Kevin Hall | Chairman and CEO*

4

GLOBAL BRAND SALES

5

SUSTAINABLE POWER OF REPREVE®





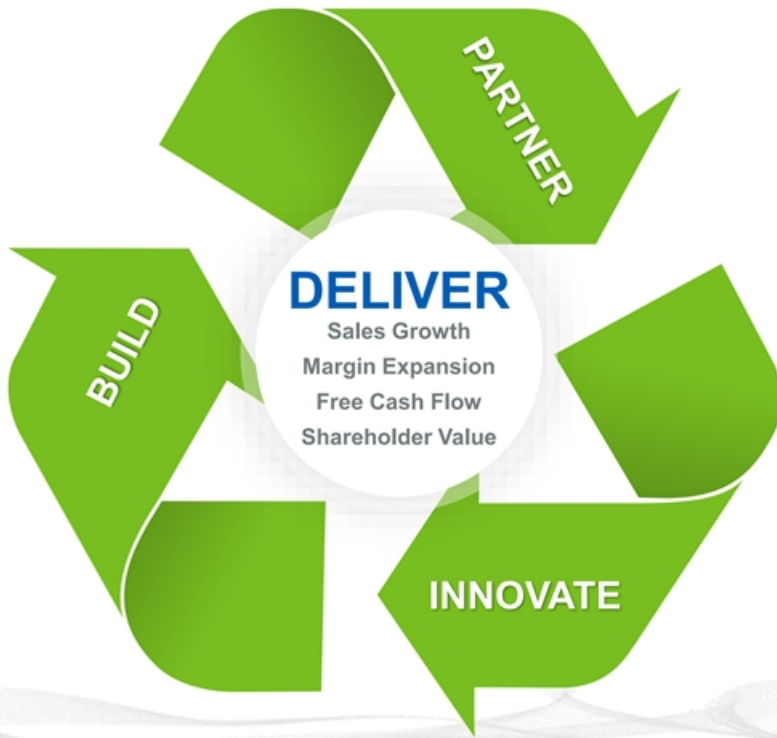
*vision*

**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](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



REPREVE®

LEADING GLOBAL  
RECYCLED BRAND



10 BILLION  
IN 2017

20 BILLION  
BY 2020

30 BILLION  
BY 2022

**UNIFI**

# REPREVE + INNOVATION

Performance



TruTemp<sup>365</sup>

Comfort



TruCover.



TruFlex.

Touch / Feel



TruTouch.

Fashion

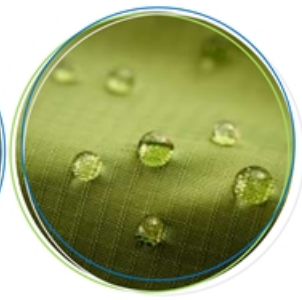


TruColor.



TruEffects.

Protection



TruInhibit.



TruShield.

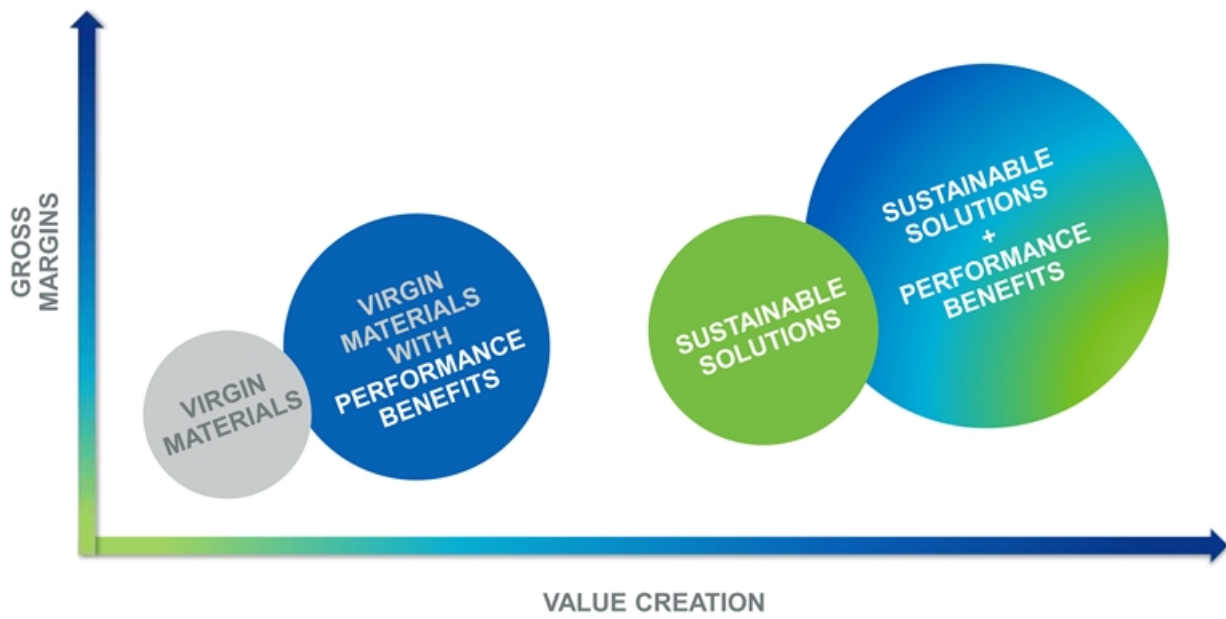


TruResist<sup>100</sup>



TruClean.

# SUSTAINABILITY AND INNOVATION DRIVE GROWTH

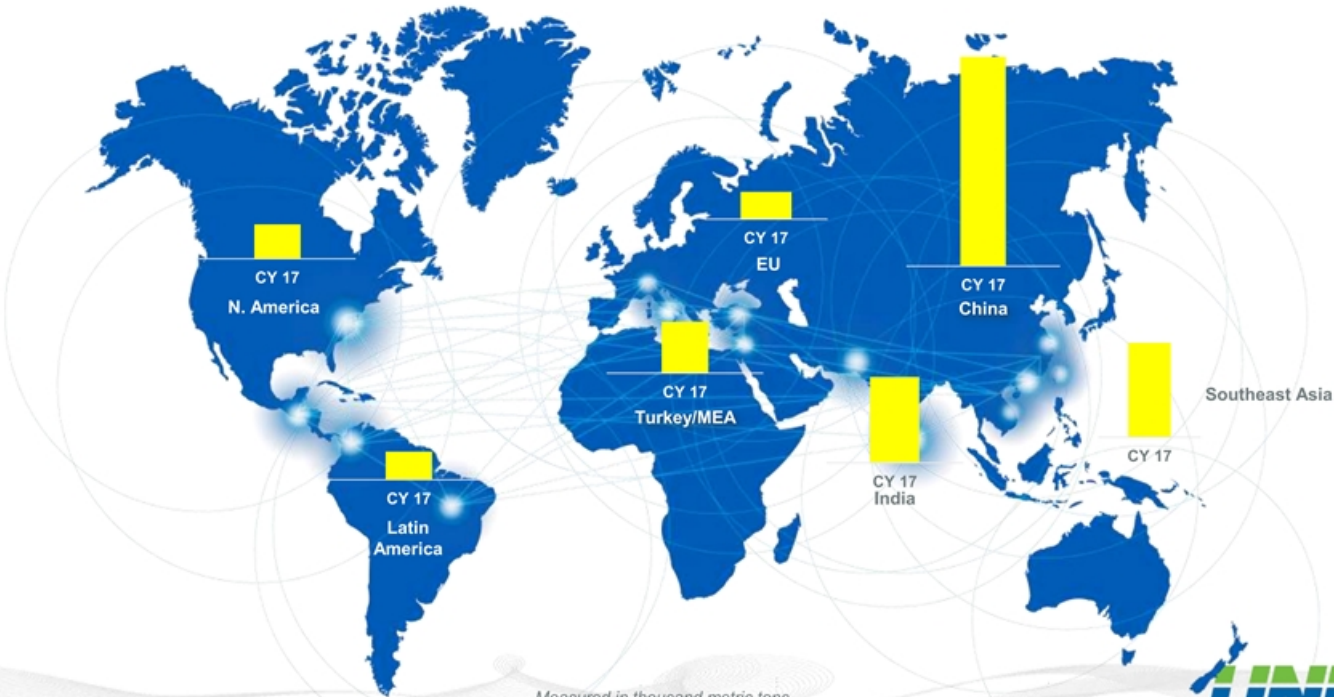


# BUILDING OUR SUPPLY CHAIN

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



# POLYESTER AND NYLON TEXTILES CONSUMPTION IS GLOBAL

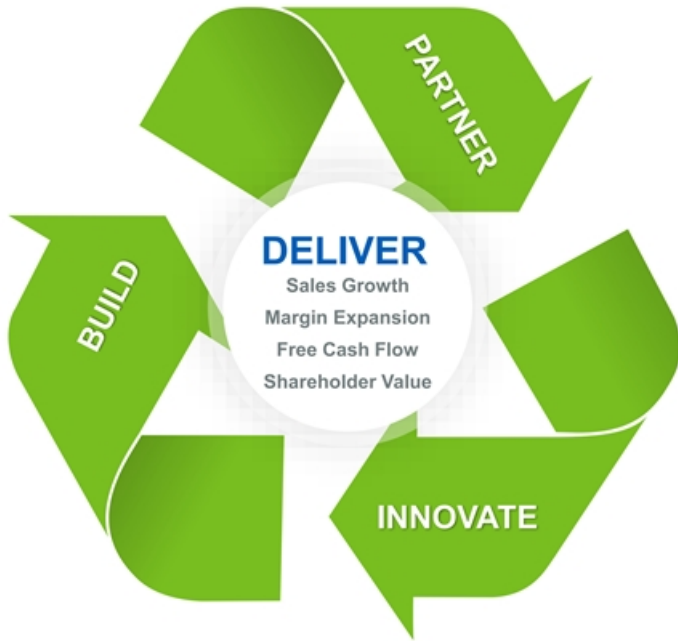


Measured in thousand metric tons  
Source: Wood Mackenzie





# DELIVER GROWTH



<b>GROW</b>
<b>REVENUE</b>
<b>PVA</b>
<b>GROSS MARGIN</b>
<b>ADJUSTED EBITDA</b>



2

COMPANY OVERVIEW

3

STRATEGY, KEY THEMES

4

**GLOBAL BRAND SALES**

*Jay Hertwig | Group Vice President of Brand Sales*

*Meredith Boyd | Vice President of Brand Sales*

5

SUSTAINABLE POWER OF REPREVE®

6

INNOVATION



# 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

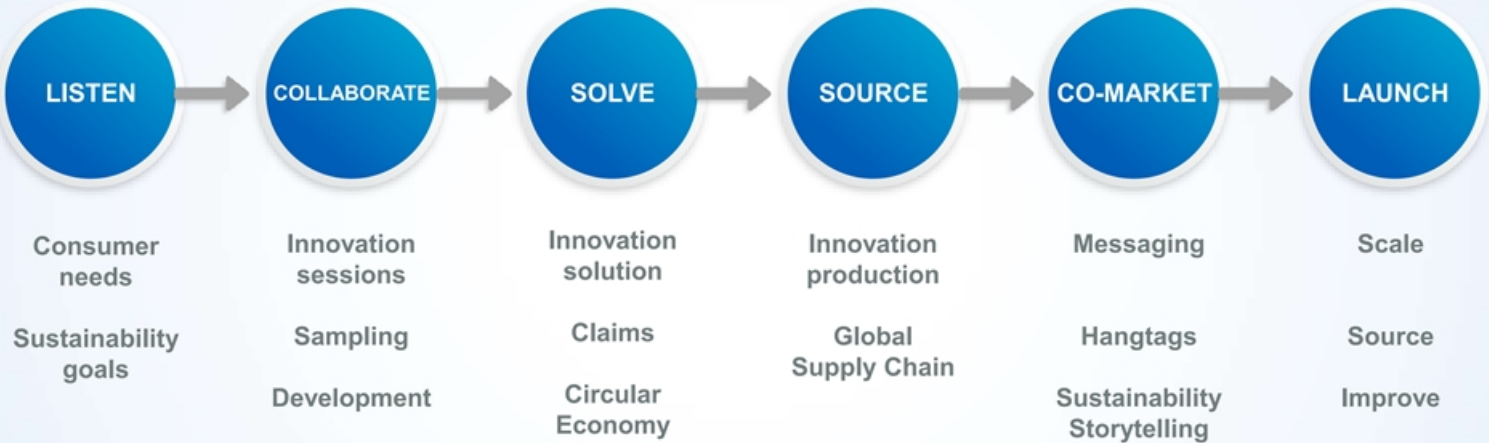
Innovation sessions



## SOURCING

Mills  
Geographies  
Samples

# CUSTOMER JOURNEY





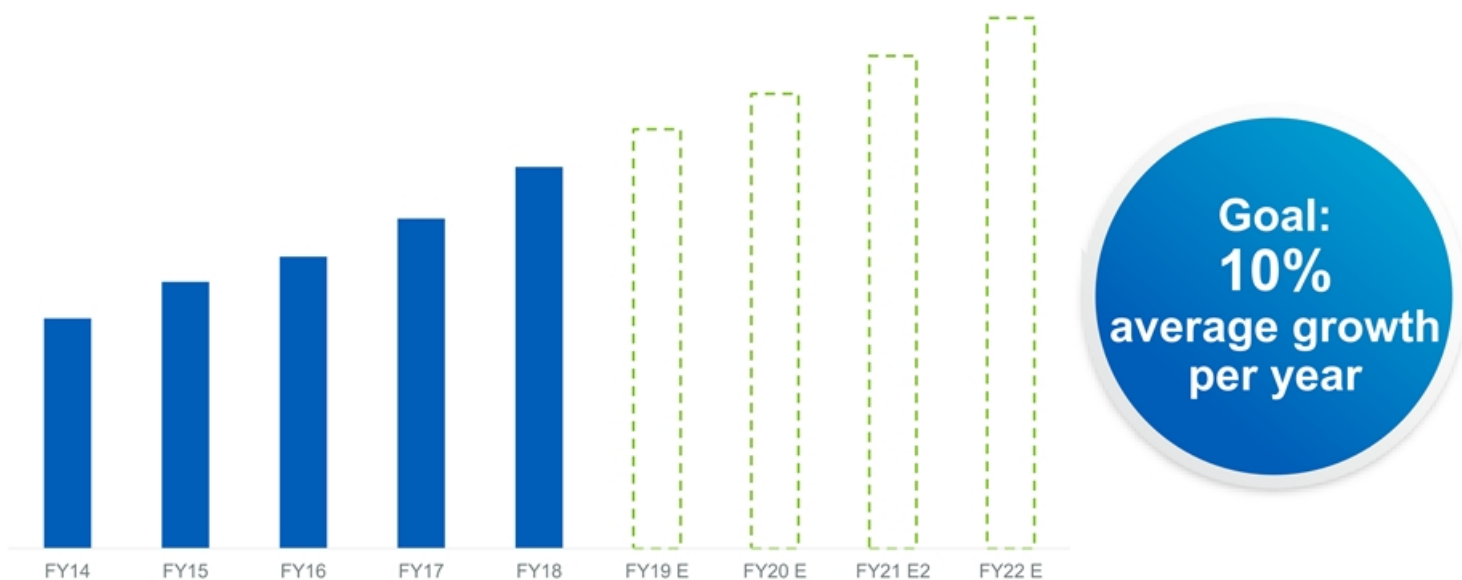
# THE NORTH FACE BOTTLE SOURCE COLLECTION



# PVA INNOVATION IN DENIM AT RETAIL



# GLOBAL PVA SALES PERFORMANCE





3

STRATEGY, KEY THEMES

4

GLOBAL BRAND SALES

5

**SUSTAINABLE POWER  
OF REPVE®**

*Helen Sahi | Vice President Global Sustainability*

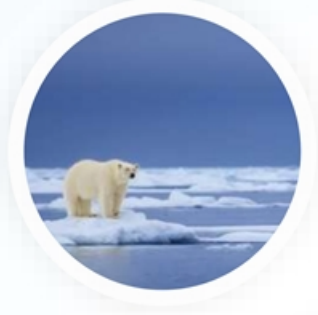
6

INNOVATION

7

MARKETING

# SUSTAINABILITY: THE CASE



# REPREVE®

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

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



Source: PGI Wood Mackenzie

REPREVE®

SIGNIFICANT  
RECYCLING GOALS



30 BILLION  
BY 2022

UNIFI

# 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 CO<sub>2</sub>  
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

**UNIFI.**

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

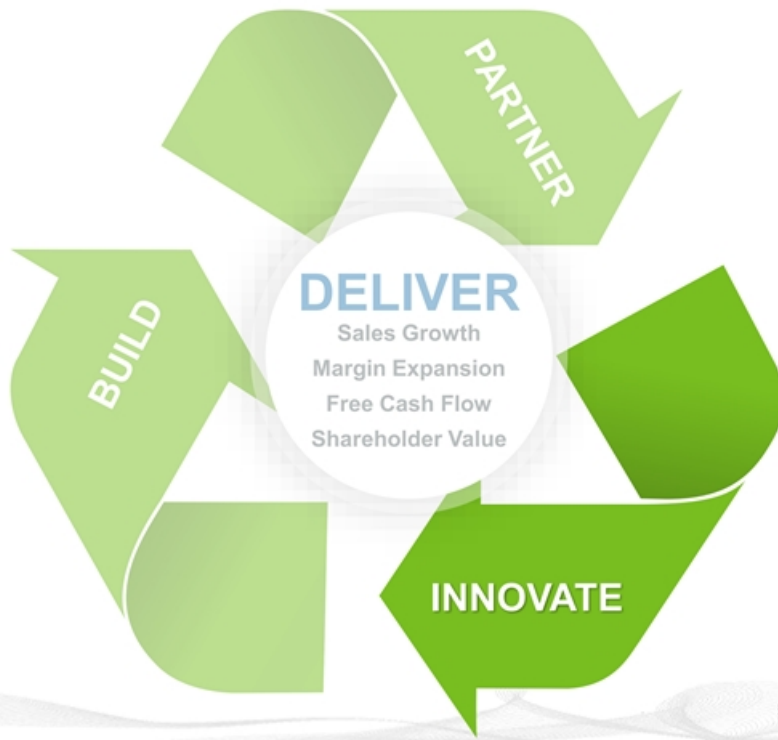
MARKETING

8

BREAK



# 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

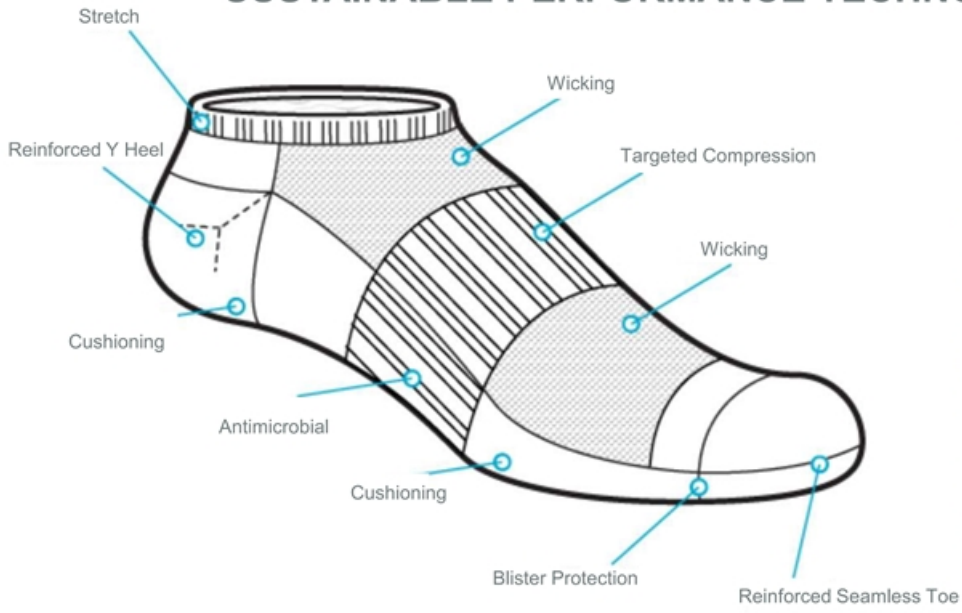
REPREVE

Sustainable +



# CASE STUDY

## SUSTAINABLE PERFORMANCE TECHNOLOGY IN SOCKS



Engineered performance for different applications

- Running
- Hiking
- Work
- Sports



58

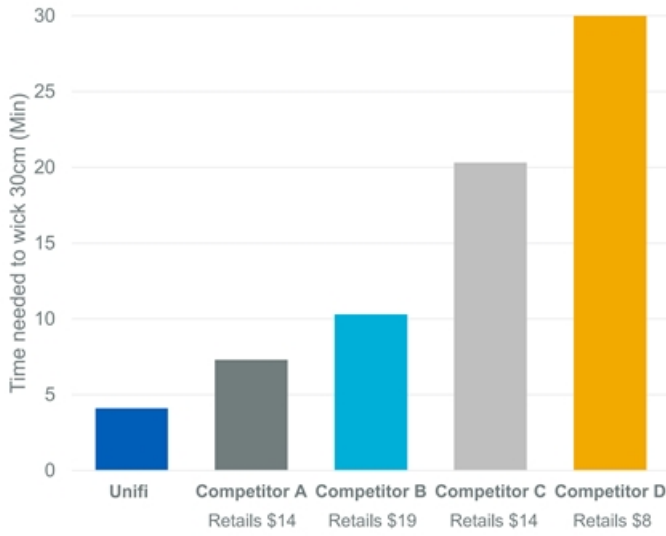
# CONSUMERS WANT COMFORT IN ALL APPLICATIONS

**MOISTURE WICKING**  
and  
**CUSHIONING**  
are top benefits

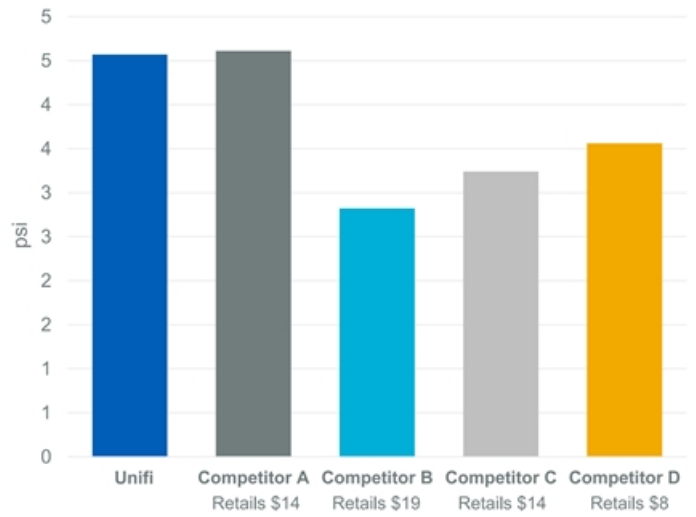
**UNIFI.**

# 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

# BUILDING OUR BRANDS



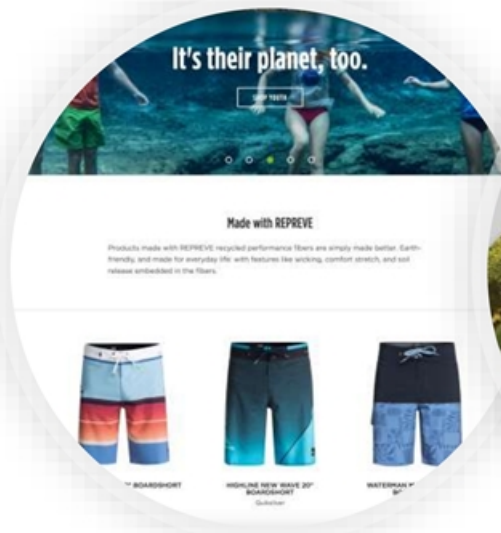
PROFIBER

REPREVE

B2B2c



# BUILDING MARKETING CAPABILITIES



**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



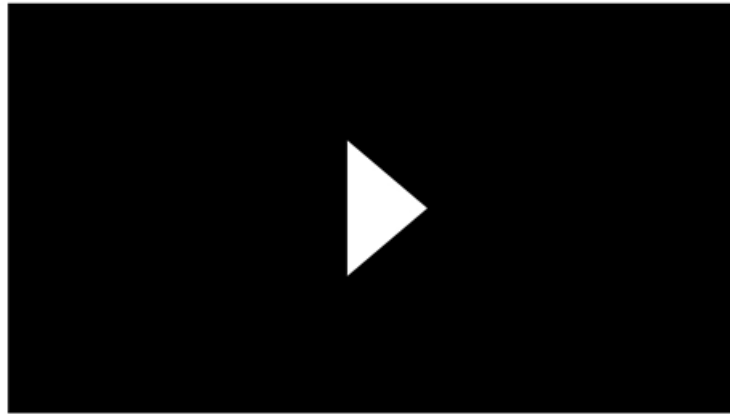
## Consumers Employees

# UNIFI BRAND ESSENCE

**True Innovation  
Starts in the Fiber**

**UNIFI**

# “POSITIONING” VIDEO



# ORGANIZE FOR A DIGITAL WORLD





### Team Green Championing Sustainability

LEARN MORE >



**Innovation**  
True innovation starts in the fiber.



**Sustainability & REPVE®**  
True innovation creates a sustainable loop.



**Global Supply Chain**  
True innovation brings products worldwide.



# 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



# INNOVATION COMMERCIALIZATION



# REPREVE DRIVES BRAND ATTRIBUTES

## Leading Performance Apparel Brand

 Base Brand Plus REPREEVE®

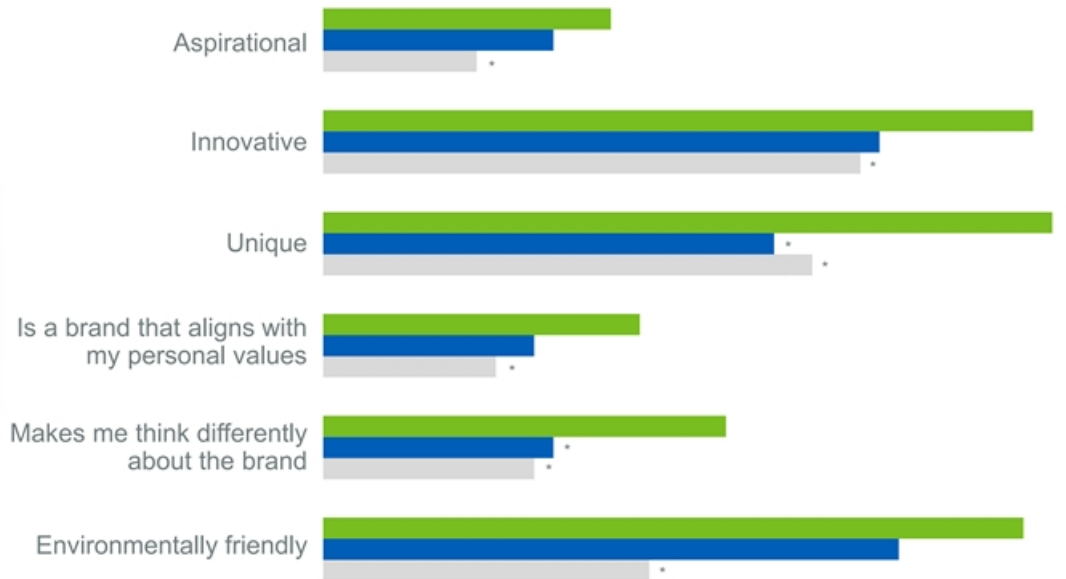
 Base Brand Plus Sustainable

 Base Brand

N=150, Ages 16 – 22

SOURCE: UNIFI commissioned concept test, Jan 2018

\* Indicates significant difference @ 95%



# CUSTOMER CO-MARKETING

Build REPREVE as the gold standard in sustainable textile solutions

Build preferred relationships with key stakeholders in brands and textile mills

**18 MILLION**

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

**100**

Customers co-marketing with Unifi

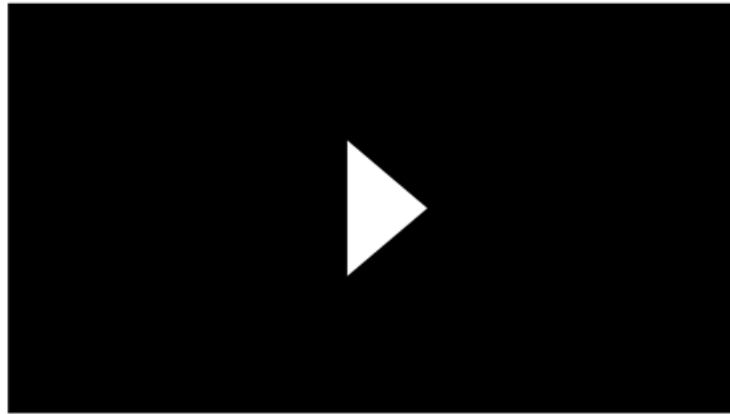
**175**

Customer tours and innovation sessions each year

# 2017 CHAMPIONS OF SUSTAINABILITY



# “CHAMPIONS OF SUSTAINABILITY” VIDEO





**WHAT IF?**

# BUILDING A PARTNERSHIP WITH PAC12



Founding Sponsor of  
Pac12 Team Green



Create Circular Economy  
Stories on Campus with  
Brand Partners



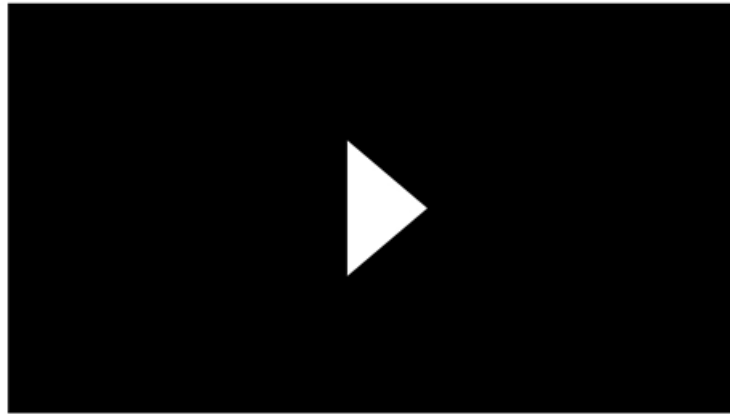
Leverage Television and  
Digital Assets to tell  
Circular Economy Stories



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



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

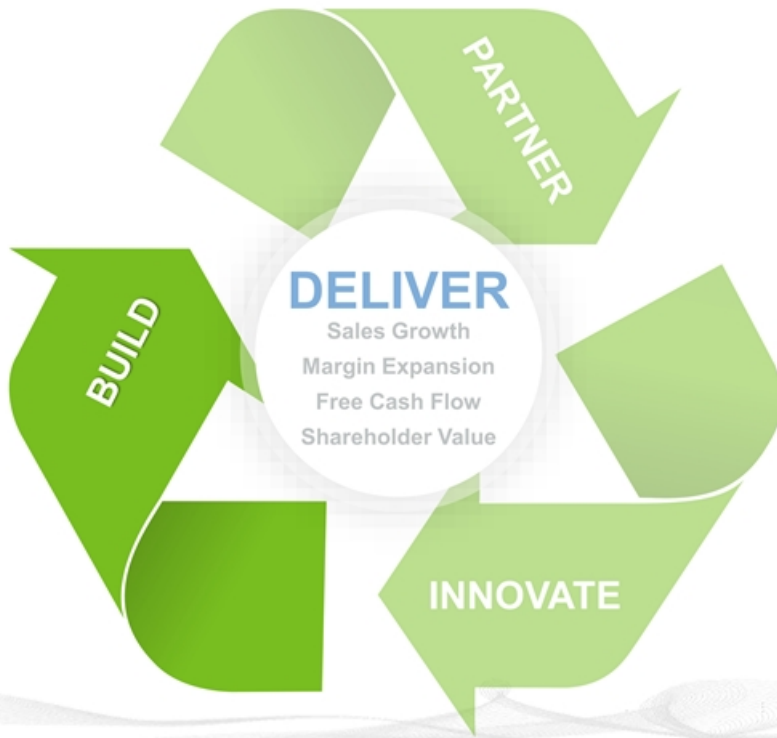
11

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



SPEED TO MARKET  
LOCAL FOR LOCAL

ABILITY TO EASILY  
MOVE ACROSS  
REGIONS

CONSISTENT SUPPLY  
QUALITY

GLOBAL AVAILABILITY  
OF RECYCLED BRAND  
AND INNOVATIONS

# 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**

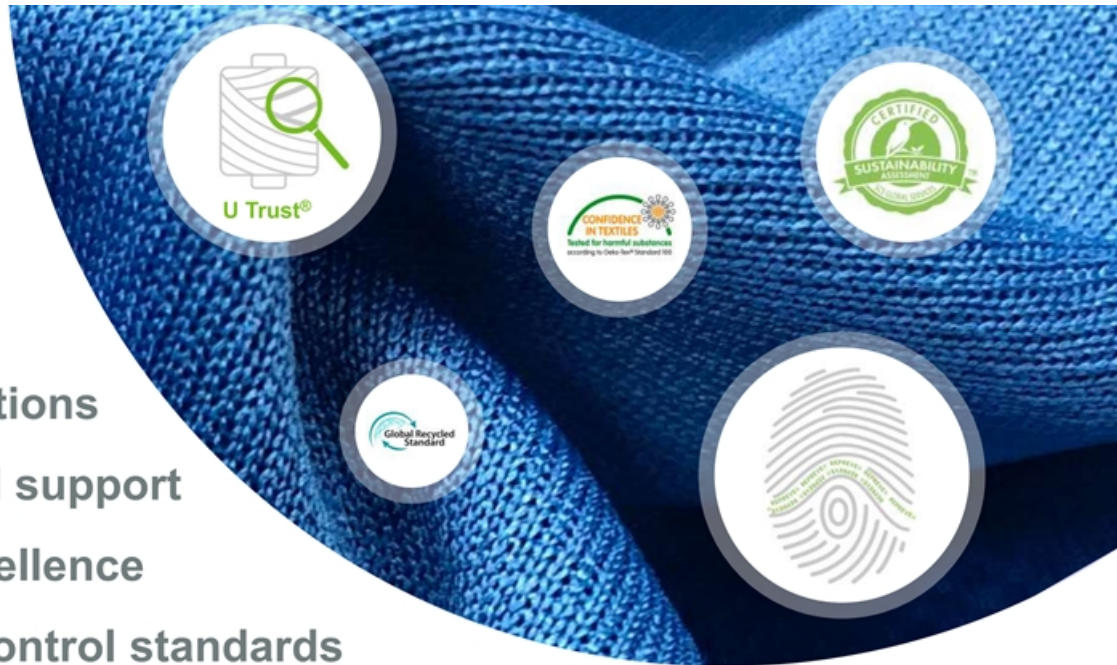
**Vendor certifications**

**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

12

CLOSING REMARKS

# GROWTH IN ASIA AND EUROPE



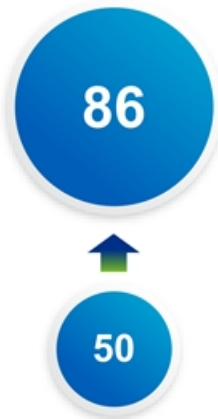
# UNIFI DIFFERENTIATION

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

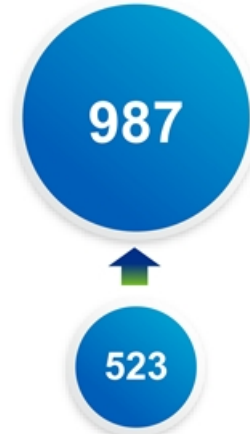
## Brand Relationships



FY18

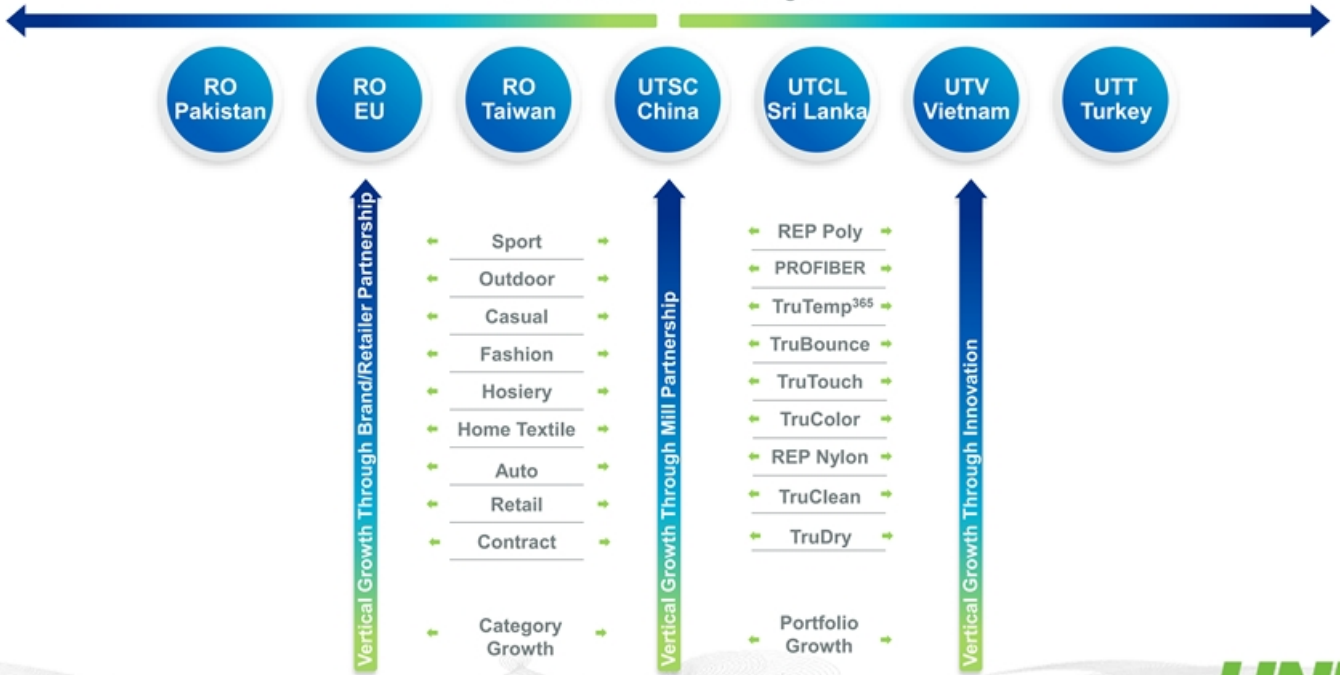
FY16

## Mill Relationships

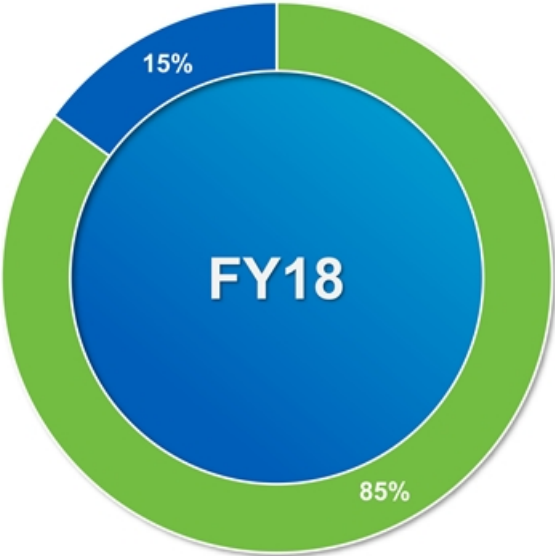


# ORGANIC GROWTH MATRIX

Horizontal Growth in Textile Regions



# REVENUE BY PVA CATEGORY (ASIA)



■ REPVE®      ■ PROFIBER™



# INTERTEXTILE SHOW 18 - SHANGHAI





9

GLOBAL SUPPLY CHAIN SOLUTIONS

10

CASE STUDY: ASIA

11

**FINANCIAL OVERVIEW**

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

12

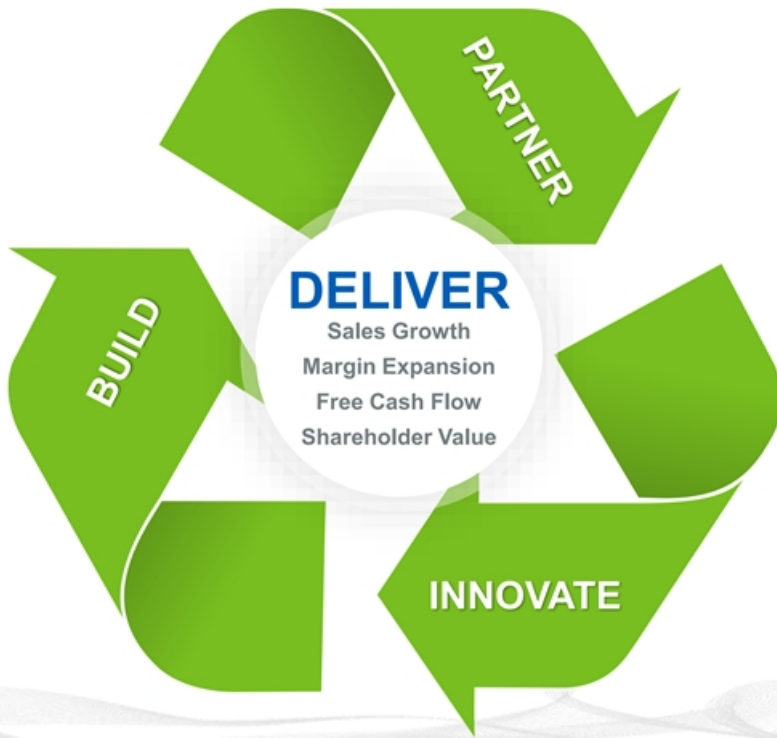
CLOSING REMARKS

13

Q&A



# 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



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

---

- International
- Brand Adoption
- Innovation

# PROFIT GROWTH DRIVERS

## Profit Growth

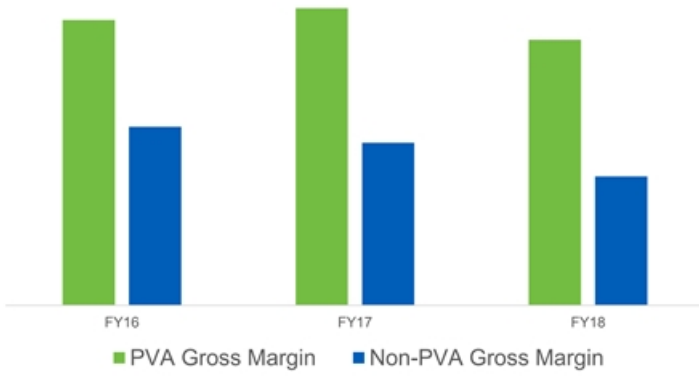
Operating Income  
Adjusted EBITDA

## 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 REPREVE® platform

# EXPENSE LEVERAGE

## Asset Leverage

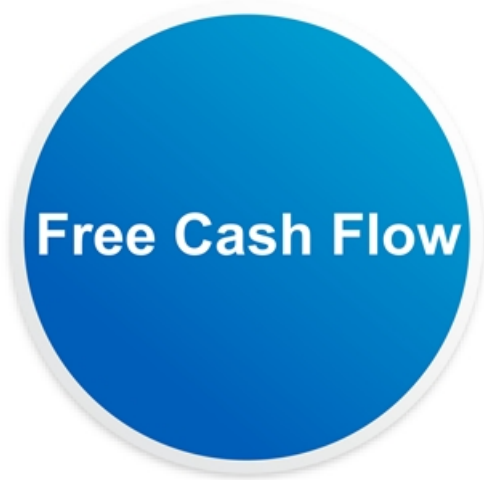
	FY17 Production (mm lbs)	FY18 Production (mm lbs)
Bottle Processing	36.8	70.8
Recycling Center (Chip Production)	60.7	69.4

## SG&A Leverage





# FREE CASH FLOW DRIVERS



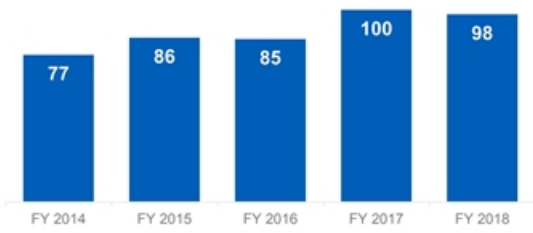
Free Cash Flow

Working Capital

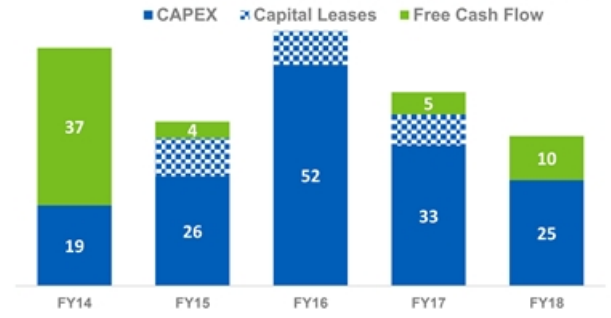
Capital Expenditures

# 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

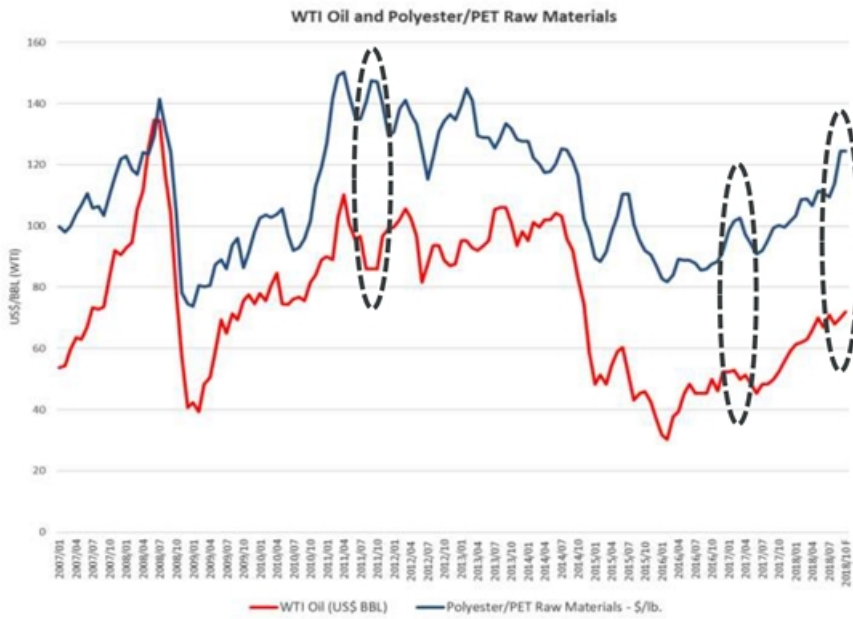
- Return earnings to shareholders

# FUTURE FINANCIAL GOALS

	Goal
Revenue Growth	LSD - MSD
PVA Sales Growth	10%
Adjusted EBITDA <sup>(1)</sup> 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

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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

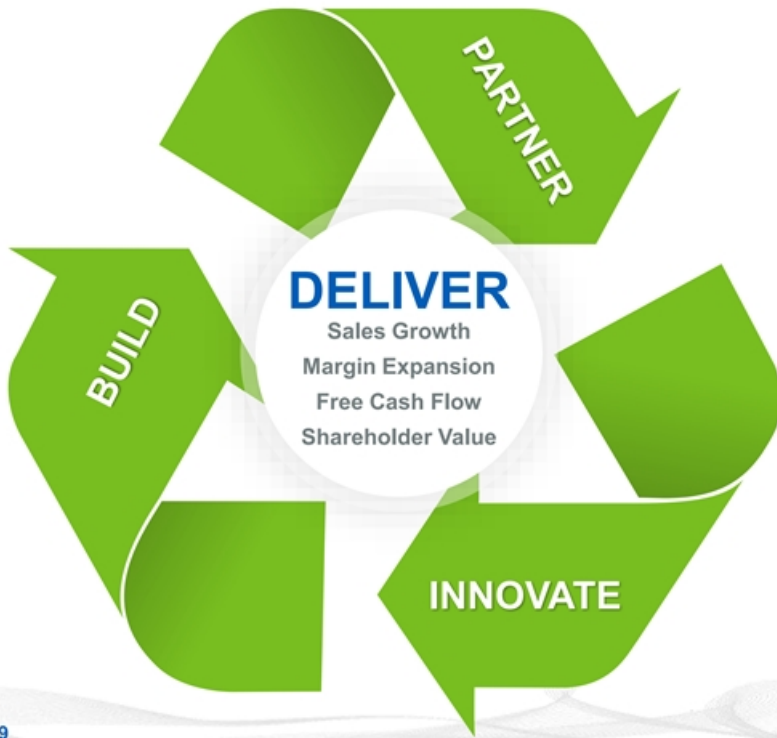
**UNIFI**  
TRUE INNOVATION  
starts in the fiber

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**UNIFI**



# 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 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

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THANK YOU

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CLOSING REMARKS

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Q&A

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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](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->