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V F CORP  
Form 8-K  
January 29, 2004

SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

FORM 8-K

CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d)  
OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report: January 29, 2004

Commission file number: 1-5256

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V. F. CORPORATION  
(Exact name of registrant as specified in its charter)

PENNSYLVANIA  
(State or other jurisdiction of  
incorporation or organization)

23-1180120  
(I.R.S. employer  
identification number)

105 CORPORATE CENTER BOULEVARD  
GREENSBORO, NORTH CAROLINA 27408  
(Address of principal executive offices)

(336) 424-6000  
(Registrant's telephone number, including area code)

ITEM 9 - Regulation FD Disclosure

The following information is furnished pursuant to Item 9, "Regulation FD Disclosure" and Item 12, "Disclosure of Results of Operations and Financial Condition."

During its latest fiscal year, VF Corporation made the following filings that included certain non-GAAP performance measurements:

- Form 8-K dated April 22, 2003 presenting a press release disclosing operating results for the period ended April 5, 2003
- Form 8-K dated July 22, 2003 presenting a press release disclosing operating results for the period ended July 5, 2003
- Form 8-K dated October 23, 2003 presenting a press release disclosing operating results for the period ended October 4, 2003
- Form 10-Q dated November 7, 2003 for the quarterly period ended October 4, 2003

The attached exhibits identify the non-GAAP performance measurements contained in those filings and provide reconciliations of each non-GAAP performance measure to the most directly comparable GAAP amount.

In our internal evaluation of our operating results, including information presented to our Board of Directors, we present operating results of our

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individual business units excluding the effects of restructuring charges incurred, along with adjustments and gains directly related to those restructuring actions. Similarly, we may present a forecast of future operating results excluding the net effects of these restructuring charges. In addition, we may present operating results or various balance sheet amounts excluding the effects of foreign currency translation or excluding the effects of recent acquisitions.

Operating results or financial position presented exclusive of these items is a measurement of financial performance that is not intended as an alternative to generally accepted accounting principles. However, we believe that exclusion of these items provides useful information for comparing historical results for the periods presented and a basis for comparison with future periods.

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### 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.

V.F. CORPORATION  
(Registrant)

By: /s/ Robert K. Shearer

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Robert K. Shearer  
Vice President - Finance & Global  
Processes and Chief Financial Officer  
(Chief Financial Officer)

Date: January 29, 2004

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### EXHIBIT INDEX

| EXHIBIT<br>NUMBER | DESCRIPTION                                                                                                                                             | SEQUEN<br>PAGE NU |
|-------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|
|                   | Form 8-K dated April 22, 2003 presenting a press release disclosing operating results for the period ended April 5, 2003                                |                   |
| 1A                | Reconciliation of Non-GAAP Performance Measures to Reported Consolidated Income Statements for the First Quarter Ended April 5, 2003 and March 30, 2002 | 6                 |
| 1B                | Reconciliation of Non-GAAP Performance Measures to Reported Consolidated Income Statement for the Year Ended January 4, 2003                            | 7                 |
| 1C                | Reconciliation of Non-GAAP Performance Measures to Reported Results for the First Quarter Ended April 5, 2003 and March 30, 2002                        | 8                 |
| 1D                | Reconciliation of Non-GAAP Performance Measure to Projected Earnings Outlook as of First Quarter Ended April 5, 2003 in relation to Full                |                   |

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Year Ending January 3, 2004

1E Reconciliation of Non-GAAP Performance Measure to Projected Earnings Outlook as of First Quarter Ended April 5, 2003 in Relation to Second Quarter Ending July 5, 2003

Form 8-K dated July 22, 2003 presenting a press release disclosing operating results for the period ended July 5, 2003

2A Reconciliation of Non-GAAP Performance Measures to Reported Consolidated Income Statements for the Second Quarter Ended July 5, 2003 and June 29, 2002

2B Reconciliation of Non-GAAP Performance Measures to Reported Consolidated Income Statements for the Six Months Ended July 5, 2003 and Twelve Months Ended January 4, 2003

2C Reconciliation of Non-GAAP Performance Measures to Reported Results for the Second Quarter Ended July 5, 2003 and June 29, 2002

2D Reconciliation of Non-GAAP Performance Measure to Projected Earnings Outlook as of Second Quarter Ended July 5, 2003 in Relation to Full Year Ending January 3, 2004

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Form 8-K dated October 23, 2003 presenting a press release disclosing operating results for the period ended October 4, 2003

3A Reconciliation of Non-GAAP Performance Measures to Reported Results for the Third Quarter Ended October 4, 2003 and September 28, 2002

Form 10-Q dated November 7, 2003 for the quarterly period ended October 4, 2003

4A Reconciliation of Non-GAAP Performance Measures to Reported Results for the Third Quarter Ended October 4, 2003 and September 28, 2002

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## EXHIBIT 1A

VF CORPORATION  
RECONCILIATION OF NON-GAAP PERFORMANCE MEASURES TO REPORTED CONSOLIDATED INCOME STATEMENTS  
FOR THE FIRST QUARTER ENDED APRIL 5, 2003 AND MARCH 30, 2002  
(IN THOUSANDS, EXCEPT PER SHARE AND PERCENTAGE AMOUNTS)

FIRST QUARTER 2003

FIRST

GAAP AMOUNTS

GAAP AMOUNTS

RESTR

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|                                                | AS REPORTED  | AS REPORTED  | ADJUSTED |
|------------------------------------------------|--------------|--------------|----------|
|                                                | -----        | -----        | -----    |
| NET SALES                                      | \$ 1,250,055 | \$ 1,212,262 | \$       |
| COSTS AND OPERATING EXPENSES                   |              |              |          |
| Cost of products sold                          | 781,292      | 784,368      |          |
| Marketing, administrative and general expenses | 322,334      | 295,117      |          |
| Other operating income, net                    | (6,330)      | (4,497)      |          |
|                                                | -----        | -----        | -----    |
|                                                | 1,097,296    | 1,074,988    |          |
|                                                | -----        | -----        | -----    |
| OPERATING INCOME                               | 152,759      | 137,274      |          |
|                                                | 12.2%        | 11.3%        |          |
| OTHER INCOME (EXPENSE)                         |              |              |          |
| Interest, net                                  | (12,068)     | (17,387)     |          |
| Miscellaneous, net                             | 731          | 1,134        |          |
|                                                | -----        | -----        | -----    |
|                                                | (11,337)     | (16,253)     |          |
|                                                | -----        | -----        | -----    |
| INCOME FROM CONTINUING OPERATIONS              |              |              |          |
| BEFORE INCOME TAXES                            | 141,422      | 121,021      |          |
| INCOME TAXES                                   | 49,356       | 43,974       |          |
|                                                | -----        | -----        | -----    |
| INCOME FROM CONTINUING OPERATIONS              | \$ 92,066    | \$ 77,047    | \$       |
|                                                | =====        | =====        | =====    |
| EARNINGS (LOSS) PER COMMON SHARE               |              |              |          |
| FROM CONTINUING OPERATIONS                     |              |              |          |
| Basic                                          | \$ 0.84      | \$ 0.67      | \$       |
| Diluted                                        | 0.83         | 0.67         |          |

|                                                | % CHANGE 2003 VS 2002         |                                                                          |
|------------------------------------------------|-------------------------------|--------------------------------------------------------------------------|
|                                                | -----                         | -----                                                                    |
|                                                | GAAP<br>AMOUNT AS<br>REPORTED | ADJUSTED<br>PERCENTAGE, WHICH<br>IS A NON-GAAP<br>PERFORMANCE<br>MEASURE |
|                                                | -----                         | -----                                                                    |
| NET SALES                                      |                               |                                                                          |
| COSTS AND OPERATING EXPENSES                   |                               |                                                                          |
| Cost of products sold                          |                               |                                                                          |
| Marketing, administrative and general expenses |                               |                                                                          |
| Other operating income, net                    |                               |                                                                          |
| OPERATING INCOME                               |                               |                                                                          |
| OTHER INCOME (EXPENSE)                         |                               |                                                                          |
| Interest, net                                  |                               |                                                                          |
| Miscellaneous, net                             |                               |                                                                          |
| INCOME FROM CONTINUING OPERATIONS              |                               |                                                                          |
| BEFORE INCOME TAXES                            |                               |                                                                          |

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## INCOME TAXES

|                                   |       |       |
|-----------------------------------|-------|-------|
| INCOME FROM CONTINUING OPERATIONS | 19%   | 14%   |
|                                   | ===== | ===== |

## EARNINGS (LOSS) PER COMMON SHARE FROM CONTINUING OPERATIONS

Basic  
Diluted

This supplemental schedule is a comparative Consolidated Statement of Income that presents the effects of restructuring charges (described below) to arrive at various non-GAAP performance measures.

- \* Non-GAAP performance measure related to the effects of restructuring costs: During the fourth quarter of 2001 the Company initiated a Strategic Repositioning Program consisting of a series of actions to exit underperforming businesses and aggressively reduce the Company's overall cost structure. The majority of the charges associated with this Program occurred in the fourth quarter of 2001; however, there were additional charges related to the Program, net of gains and adjustments directly related to these charges, during the first quarter of 2002.

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## EXHIBIT 1B

## VF CORPORATION RECONCILIATION OF NON-GAAP PERFORMANCE MEASURES TO REPORTED CONSOLIDATED INCOME STATEMENT FOR THE YEAR ENDED JANUARY 4, 2003 (IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

|                                                | FULL YEAR 2002              |                                |                               |
|------------------------------------------------|-----------------------------|--------------------------------|-------------------------------|
|                                                | GAAP AMOUNTS<br>AS REPORTED | RESTRUCTURING<br>ADJUSTMENTS * | ADJUSTED<br>WHICH<br>PER<br>M |
| NET SALES                                      | \$ 5,083,523                | \$ -                           | \$                            |
| COSTS AND OPERATING EXPENSES                   |                             |                                |                               |
| Cost of products sold                          | 3,254,008                   | (17,848)                       |                               |
| Marketing, administrative and general expenses | 1,229,902                   | (8,494)                        |                               |
| Other operating income, net                    | (22,311)                    | -                              |                               |
|                                                | 4,461,599                   | (26,342)                       |                               |
| OPERATING INCOME                               | 621,924<br>12.2%            | 26,342                         |                               |
| OTHER INCOME (EXPENSE)                         |                             |                                |                               |
| Interest, net                                  | (63,928)                    | -                              |                               |

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|                                                                |            |           |    |
|----------------------------------------------------------------|------------|-----------|----|
| Miscellaneous, net                                             | 3,732      | -         |    |
|                                                                | (60,196)   | -         |    |
| INCOME FROM CONTINUING OPERATIONS<br>BEFORE INCOME TAXES       | 561,728    | 26,342    |    |
| INCOME TAXES                                                   | 197,300    | 9,894     |    |
| INCOME FROM CONTINUING OPERATIONS                              | \$ 364,428 | \$ 16,448 | \$ |
| EARNINGS (LOSS) PER COMMON SHARE<br>FROM CONTINUING OPERATIONS |            |           |    |
| Basic                                                          | \$ 3.26    | \$ 0.15   | \$ |
| Diluted                                                        | 3.24       | 0.14      |    |

This supplemental schedule is a Consolidated Statement of Income that presents the effects of restructuring charges (described below) to arrive at various non-GAAP performance measures.

- \* Non-GAAP performance measure related to the effects of restructuring costs: During the fourth quarter of 2001 the Company initiated a Strategic Repositioning Program consisting of a series of actions to exit underperforming businesses and aggressively reduce the Company's overall cost structure. The majority of the charges associated with this Program occurred in the fourth quarter of 2001; however, there were additional charges related to the Program, net of gains and adjustments directly related to those charges, during 2002.

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## EXHIBIT 1C

### VF CORPORATION RECONCILIATION OF NON-GAAP PERFORMANCE MEASURES TO REPORTED RESULTS FOR THE FIRST QUARTER ENDED APRIL 5, 2003 AND MARCH 30, 2002 (IN THOUSANDS, EXCEPT PERCENTAGES)

|                                       | FIRST QUARTER 2003  |                                                                           |                        |
|---------------------------------------|---------------------|---------------------------------------------------------------------------|------------------------|
|                                       | GAAP<br>AS REPORTED | ADJUSTMENTS TO<br>ELIMINATE EFFECT OF<br>FOREIGN CURRENCY<br>TRANSLATION* | NON-<br>PERFOR<br>MEAS |
|                                       | (Column A)          | (Column B)                                                                | (Col. A - Col. B)      |
| VF CORPORATION CONSOLIDATED NET SALES | \$ 1,250,055        | \$ 39,088                                                                 | \$ 1,210,967           |
| INTERNATIONAL JEANS NET SALES         | 217,979             | 23,485                                                                    | 194,494                |
| GLOBAL INTIMATE APPAREL NET SALES     | 231,789             | 8,632                                                                     | 223,157                |
| OUTDOOR NET SALES                     | 100,385             | 6,971                                                                     | 93,414                 |

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|                                       | FIRST QTR. 2002                           |                                            |
|---------------------------------------|-------------------------------------------|--------------------------------------------|
|                                       | GAAP<br>AS REPORTED                       | GAAP<br>DOLLAR CHANGE<br>IN NET SALES      |
|                                       | Column D                                  | (Col. A - Col. D) = Col. E) (Co            |
| VF CORPORATION CONSOLIDATED NET SALES | \$ 1,212,262                              | \$ 37,793                                  |
| INTERNATIONAL JEANS NET SALES         | 190,112                                   | 27,867                                     |
| GLOBAL INTIMATE APPAREL NET SALES     | 212,660                                   | 19,129                                     |
| OUTDOOR NET SALES                     | 87,609                                    | 12,776                                     |
|                                       | NON-GAAP<br>DOLLAR CHANGE<br>IN NET SALES | NON-GAAP<br>PERCENT CHANGE<br>IN NET SALES |
|                                       | (Col. C - Col. D = Col. F)                | (Column F / Column                         |
| VF CORPORATION CONSOLIDATED NET SALES | \$ (1,295)                                | 0%                                         |
| INTERNATIONAL JEANS NET SALES         | 4,382                                     | 2%                                         |
| GLOBAL INTIMATE APPAREL NET SALES     | 10,497                                    | 5%                                         |
| OUTDOOR NET SALES                     | 5,805                                     | 7%                                         |

This supplemental schedule includes financial measures that present the effects of changes in foreign currency translation (described below) to arrive at various non-GAAP performance measures.

- \* Non-GAAP performance measure related to the effects of foreign currency translation: The Company has foreign businesses that operate in functional currencies other than the US dollar, primarily the euro. Fluctuations of these currencies, in their relative strength against the US dollar, can create increases or decreases in as reported GAAP numbers vs. a comparable base period that are not operational in nature.

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EXHIBIT 1D

VF CORPORATION  
RECONCILIATION OF NON-GAAP PERFORMANCE MEASURE TO PROJECTED EARNINGS OUTLOOK  
AS OF FIRST QUARTER ENDED APRIL 5, 2003 IN RELATION TO FULL YEAR ENDING  
JANUARY 3, 2004

FULL YEAR 2003 FULL YEAR 2002

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|                                                                | GAAP AMOUNTS<br>AS PROJECTED | GAAP AMOUNT<br>AS REPORTED | RESTRUCTURING<br>ADJUSTMENTS * | NON-GAAP<br>PERFORMANCE MEASURE |
|----------------------------------------------------------------|------------------------------|----------------------------|--------------------------------|---------------------------------|
| EARNINGS (LOSS) PER COMMON SHARE<br>FROM CONTINUING OPERATIONS |                              |                            |                                |                                 |
| Diluted                                                        | \$ 3.55 - 3.72               | \$ 3.24                    | \$ 0.14                        | \$ 3.38                         |

This supplemental schedule presents the effects of restructuring charges (described below) to arrive at various non-GAAP performance measures.

- \* Non-GAAP performance measure related to the effects of restructuring costs: During the fourth quarter of 2001 the Company initiated a Strategic Repositioning Program consisting of a series of actions to exit underperforming businesses and aggressively reduce the Company's overall cost structure. The majority of the charges associated with this Program occurred in the fourth quarter of 2001; however, there were additional charges related to the Program, net of gains and adjustments directly related to those charges, during 2002.

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## EXHIBIT 1E

### VF CORPORATION RECONCILIATION OF NON-GAAP PERFORMANCE MEASURE TO PROJECTED EARNINGS OUTLOOK AS OF FIRST QUARTER ENDED APRIL 5, 2003 IN RELATION TO SECOND QUARTER ENDING JULY 5, 2003

|                                                                | SECOND QTR. 2003             |                            | SECOND QUARTER 2002            |                              |   |
|----------------------------------------------------------------|------------------------------|----------------------------|--------------------------------|------------------------------|---|
|                                                                | GAAP AMOUNTS<br>AS PROJECTED | GAAP AMOUNT<br>AS REPORTED | RESTRUCTURING<br>ADJUSTMENTS * | NON-GAAP<br>PERFORMANCE MEAS |   |
| EARNINGS (LOSS) PER COMMON SHARE<br>FROM CONTINUING OPERATIONS |                              |                            |                                |                              |   |
| Diluted                                                        | \$0.73 - 0.77                | \$ 0.79                    | \$ (0.02)                      | \$                           | 0 |

This supplemental schedule presents the effects of restructuring charges (described below) to arrive at various non-GAAP performance measures.

- \* Non-GAAP performance measure related to the effects of restructuring costs: During the fourth quarter of 2001 the Company initiated a Strategic Repositioning Program consisting of a series of actions to exit underperforming businesses and aggressively reduce the Company's overall cost structure. The majority of the charges associated with this Program occurred in the fourth quarter of 2001; however, there were additional charges related to the Program, net of gains and adjustments directly related to those charges, during the second quarter of 2002.

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## EXHIBIT 2A

VF CORPORATION  
RECONCILIATION OF NON-GAAP PERFORMANCE MEASURES TO REPORTED CONSOLIDATED INCOME  
STATEMENTS  
FOR THE SECOND QUARTER ENDED JULY 5, 2003 AND JUNE 29, 2002  
(IN THOUSANDS, EXCEPT PER SHARE AND PERCENTAGE AMOUNTS)

|                                                                | SECOND QUARTER 2003         |                            | SECOND QUARTER 2002            |                                                                |
|----------------------------------------------------------------|-----------------------------|----------------------------|--------------------------------|----------------------------------------------------------------|
|                                                                | GAAP AMOUNTS<br>AS REPORTED | GAAP AMOUNT<br>AS REPORTED | RESTRUCTURING<br>ADJUSTMENTS * | ADJUSTED AMOUNTS<br>WHICH ARE NON-GAAP<br>PERFORMANCE MEASURES |
| NET SALES                                                      | \$ 1,134,742                | \$ 1,160,256               | \$ -                           | \$ 1,160,256                                                   |
| COSTS AND OPERATING EXPENSES                                   |                             |                            |                                |                                                                |
| Cost of products sold                                          | 714,011                     | 725,076                    | 3,109                          | 728,187                                                        |
| Gross Margin %                                                 | 37.1%                       | 37.5%                      |                                |                                                                |
| Marketing, administrative<br>and general expenses              | 301,157                     | 288,578                    | 56                             | 288,634                                                        |
| Other operating income, net                                    | (6,039)                     | (5,324)                    | -                              | (5,324)                                                        |
|                                                                | 1,009,129                   | 1,008,330                  | 3,165                          | 1,011,494                                                      |
| OPERATING INCOME                                               | 125,613<br>11.1%            | 151,926<br>13.1%           | (3,165)                        | 148,761                                                        |
| OTHER INCOME (EXPENSE)                                         |                             |                            |                                |                                                                |
| Interest, net                                                  | (13,090)                    | (14,727)                   | -                              | (14,727)                                                       |
| Miscellaneous, net                                             | 2,207                       | 392                        | -                              | 392                                                            |
|                                                                | (10,883)                    | (14,335)                   | -                              | (14,335)                                                       |
| INCOME FROM CONTINUING OPERATIONS<br>BEFORE INCOME TAXES       | 114,730                     | 137,591                    | (3,165)                        | 134,426                                                        |
| INCOME TAXES                                                   | 39,785                      | 49,111                     | (1,246)                        | 47,865                                                         |
| INCOME FROM CONTINUING OPERATIONS                              | \$ 74,945                   | \$ 88,480                  | \$ (1,919)                     | \$ 86,565                                                      |
| EARNINGS (LOSS) PER COMMON SHARE<br>FROM CONTINUING OPERATIONS |                             |                            |                                |                                                                |
| Basic                                                          | \$ 0.69                     | \$ 0.79                    | \$ (0.02)                      | \$ 0.77                                                        |
| Diluted                                                        | 0.68                        | 0.79                       | (0.03)                         | 0.76                                                           |

This supplemental schedule is a comparative Consolidated Statement of Income that presents the effects of restructuring charges (described below) to arrive at various non-GAAP performance measures.

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\* Non-GAAP performance measure related to the effects of restructuring costs: During the fourth quarter of 2001 the Company initiated a Strategic Repositioning Program consisting of a series of actions to exit underperforming businesses and aggressively reduce the Company's overall cost structure. The majority of the charges associated with this Program occurred in the fourth quarter of 2001; however, there were additional charges related to the Program, net of gains and adjustments directly related to those charges, during the second quarter of 2002.

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## EXHIBIT 2B

### VF CORPORATION RECONCILIATION OF NON-GAAP PERFORMANCE MEASURES TO REPORTED CONSOLIDATED INCOME STATEMENTS FOR THE SIX MONTHS ENDED JULY 5, 2003 AND TWELVE MONTHS ENDED JANUARY 4, 2003 (IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

|                                                          | SIX MONTHS 2002             |                                |                                                                    |                             |
|----------------------------------------------------------|-----------------------------|--------------------------------|--------------------------------------------------------------------|-----------------------------|
|                                                          | GAAP AMOUNTS<br>AS REPORTED | RESTRUCTURING<br>ADJUSTMENTS * | ADJUSTED AMOUNTS,<br>WHICH ARE NON-GAAP<br>PERFORMANCE<br>MEASURES | GAAP AMOUNTS<br>AS REPORTED |
| NET SALES                                                | \$ 2,372,518                | \$ -                           | \$ 2,372,518                                                       | \$ 5,083,523                |
| COSTS AND OPERATING EXPENSES                             |                             |                                |                                                                    |                             |
| Cost of products sold                                    | 1,509,444                   | (1,029)                        | 1,508,415                                                          | 3,254,008                   |
| Marketing, administrative<br>and general expenses        | 583,695                     | (1,185)                        | 582,510                                                            | 1,229,902                   |
| Other operating income, net                              | (9,821)                     | -                              | (9,821)                                                            | (22,311)                    |
|                                                          | 2,083,318                   | (2,214)                        | 2,081,104                                                          | 4,461,599                   |
| OPERATING INCOME                                         | 289,200<br>12.2%            | 2,214                          | 291,414<br>12.3%                                                   | 621,924<br>12.2%            |
| OTHER INCOME (EXPENSE)                                   |                             |                                |                                                                    |                             |
| Interest, net                                            | (32,114)                    | -                              | (32,114)                                                           | (63,928)                    |
| Miscellaneous, net                                       | 1,526                       | -                              | 1,526                                                              | 3,732                       |
|                                                          | (30,588)                    | -                              | (30,588)                                                           | (60,196)                    |
| INCOME FROM CONTINUING OPERATIONS<br>BEFORE INCOME TAXES | 258,612                     | 2,214                          | 260,826                                                            | 561,728                     |
| INCOME TAXES                                             | 93,085                      | 707                            | 93,792                                                             | 197,300                     |
| INCOME FROM CONTINUING OPERATIONS                        | \$ 165,527                  | \$ 1,507                       | \$ 167,034                                                         | \$ 364,428                  |

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## EARNINGS (LOSS) PER COMMON SHARE FROM CONTINUING OPERATIONS

|         |    |      |    |      |    |      |    |      |
|---------|----|------|----|------|----|------|----|------|
| Basic   | \$ | 1.45 | \$ | 0.02 | \$ | 1.47 | \$ | 3.26 |
| Diluted |    | 1.45 |    | 0.02 |    | 1.47 |    | 3.24 |

This supplemental schedule is a Consolidated Statement of Income that presents the effects of restructuring charges (described below) to arrive at various non-GAAP performance measures.

- \* Non-GAAP performance measure related to the effects of restructuring costs: During the fourth quarter of 2001 the Company initiated a Strategic Repositioning Program consisting of a series of actions to exit underperforming businesses and aggressively reduce the Company's overall cost structure. The majority of the charges associated with this Program occurred in the fourth quarter of 2001; however, there were additional charges related to the Program, net of gains and adjustments directly related to those charges, during 2002.

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## EXHIBIT 2C

## VF CORPORATION RECONCILIATION OF NON-GAAP PERFORMANCE MEASURES TO REPORTED RESULTS FOR THE SECOND QUARTER ENDED JULY 5, 2003 AND JUNE 29, 2002 (IN THOUSANDS, EXCEPT PERCENTAGES)

|                        | SECOND QUARTER 2003         |                                                         |                            | SECOND |
|------------------------|-----------------------------|---------------------------------------------------------|----------------------------|--------|
|                        | -----                       |                                                         |                            | -----  |
|                        | GAAP                        | ADJUSTMENT TO                                           | NON-GAAP                   | G      |
|                        | AS REPORTED                 | ELIMINATE EFFECT OF<br>FOREIGN CURRENCY<br>TRANSLATION* | PERFORMANCE<br>MEASURE     | AS R   |
|                        | -----                       | -----                                                   | -----                      | -----  |
|                        | (Column A)                  | (Column B)                                              | (Col. A - Col. B = Col. C) | Col    |
|                        | -----                       | -----                                                   | -----                      | -----  |
| VF CORPORATION         |                             |                                                         |                            |        |
| CONSOLIDATED NET SALES | \$ 1,134,742                | \$ 28,647                                               | \$1,106,095                | \$ 1,  |
|                        |                             |                                                         |                            |        |
|                        | GAAP                        | GAAP                                                    | NON-GAAP                   |        |
|                        | DOLLAR CHANGE               | PERCENT CHANGE                                          | DOLLAR CHAN                |        |
|                        | IN NET SALES                | IN NET SALES                                            | IN NET SAL                 |        |
|                        | -----                       | -----                                                   | -----                      |        |
|                        | (Col. A - Col. D) = Col. E) | (Column E / Column D)                                   | (Col. C - Col. D =         |        |
|                        | -----                       | -----                                                   | -----                      |        |
| VF CORPORATION         |                             |                                                         |                            |        |
| CONSOLIDATED NET SALES | \$ (25,514)                 | (2%)                                                    | \$ (54,16                  |        |

This supplemental schedule includes financial measures that present the effects of changes in foreign currency translation (described below) to arrive at various non-GAAP performance measures.

- \* The Company has foreign businesses that operate in functional

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currencies other than the US dollar, primarily the euro. Fluctuations of these currencies, in their relative strength against the US dollar, can create increases or decreases in as reported GAAP numbers vs. a comparable base period that are not operational in nature.

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## EXHIBIT 2D

### VF CORPORATION RECONCILIATION OF NON-GAAP PERFORMANCE MEASURE TO PROJECTED EARNINGS OUTLOOK AS OF SECOND QUARTER ENDED JULY 5, 2003 IN RELATION TO FULL YEAR ENDING JANUARY 3, 2004

|                                                                | FULL YEAR 2003              |                            | FULL YEAR 2002                 |                                 |
|----------------------------------------------------------------|-----------------------------|----------------------------|--------------------------------|---------------------------------|
|                                                                | GAAP AMOUNT<br>AS PROJECTED | GAAP AMOUNT<br>AS REPORTED | RESTRUCTURING<br>ADJUSTMENTS * | NON-GAAP<br>PERFORMANCE MEASURE |
| EARNINGS (LOSS) PER COMMON SHARE<br>FROM CONTINUING OPERATIONS |                             |                            |                                |                                 |
| Diluted                                                        | \$3.34-\$3.40               | \$3.24                     | \$0.14                         | \$3.38                          |

This supplemental schedule presents the effects of restructuring charges (described below) to arrive at various non-GAAP performance measures.

- \* Non-GAAP performance measure related to the effects of restructuring costs: During the fourth quarter of 2001 the Company initiated a Strategic Repositioning Program consisting of a series of actions to exit underperforming businesses and aggressively reduce the Company's overall cost structure. The majority of the charges associated with this Program occurred in the fourth quarter of 2001; however, there were additional charges related to the Program, net of gains and adjustments directly related to those charges, during 2002.

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## EXHIBIT 3A

### VF CORPORATION RECONCILIATION OF NON-GAAP PERFORMANCE MEASURES TO REPORTED RESULTS FOR THE THIRD QUARTER ENDED OCTOBER 4, 2003 AND SEPTEMBER 28, 2002 (IN THOUSANDS, EXCEPT PERCENTAGES)

|  | THIRD QUARTER 2003          |                                                                           |                                                           |                       |
|--|-----------------------------|---------------------------------------------------------------------------|-----------------------------------------------------------|-----------------------|
|  | GAAP AMOUNTS<br>AS REPORTED | ADJUSTMENTS TO<br>ELIMINATE EFFECT OF<br>FOREIGN CURRENCY<br>TRANSLATION* | ADJUSTMENTS TO<br>ELIMINATE EFFECT OF<br>AN ACQUISITION** | NON-<br>PERFO<br>MEAS |

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|                        | (Column A)  | (Column B) | (Column C) | (Col. A - Col. |
|------------------------|-------------|------------|------------|----------------|
| VF CORPORATION         |             |            |            |                |
| CONSOLIDATED NET SALES | \$1,435,403 | \$29,153   | n/a        | \$ 1,4         |
| INTERNATIONAL          |             |            |            |                |
| JEANS NET SALES        | 200,719     | 18,382     | n/a        | 1              |
| OUTDOOR NET SALES      | 211,598     | 6,782      | n/a        | 2              |

|                        | GAAP<br>DOLLAR CHANGE<br>IN NET SALES | GAAP<br>PERCENT CHANGE<br>IN NET SALES | NON-GAAP<br>DOLLAR CHANG<br>IN NET SALES |
|------------------------|---------------------------------------|----------------------------------------|------------------------------------------|
|                        | (Col. A - Col. E) = Col. F)           | (Column F / Column E)                  | (Col. D - Col. E =                       |
| VF CORPORATION         |                                       |                                        |                                          |
| CONSOLIDATED NET SALES | \$ 35,014                             | 3%                                     | \$ 5,861                                 |
| INTERNATIONAL          |                                       |                                        |                                          |
| JEANS NET SALES        | 16,289                                | 9%                                     | (2,093)                                  |
| OUTDOOR NET SALES      | 27,168                                | 15%                                    | 20,386                                   |

THIRD QUARTER 2003

|                                                                                                                                    | GAAP AMOUNTS<br>AS REPORTED           | ADJUSTMENTS TO<br>ELIMINATE EFFECT OF<br>FOREIGN CURRENCY<br>TRANSLATION* | ADJUSTMENTS TO<br>ELIMINATE EFFECT OF<br>AN ACQUISITION** | NON-<br>PERFO<br>MEAS                    |
|------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------|---------------------------------------------------------------------------|-----------------------------------------------------------|------------------------------------------|
|                                                                                                                                    | -----<br>(Column A)                   | -----<br>(Column B)                                                       | -----<br>(Column C)                                       | -----<br>(Col. A - Col.                  |
| VF CORPORATION<br>CONSOLIDATED INVENTORY<br>EXCLUDING ACQUISITION<br>ADJUSTMENTS                                                   | 1,062,585                             |                                                                           | 121,876                                                   | 9                                        |
| VF CORPORATION<br>CONSOLIDATED INVENTORY<br>EXCLUDING FOREIGN<br>CURRENCY TRANSLATION<br>EFFECTS AND<br>ACQUISITION<br>ADJUSTMENTS | 1,062,585                             | 20,756                                                                    | 121,876                                                   | 9                                        |
|                                                                                                                                    | GAAP<br>DOLLAR CHANGE<br>IN INVENTORY |                                                                           | GAAP<br>PERCENT CHANGE<br>IN INVENTORY                    | NON-GAAP<br>DOLLAR CHANG<br>IN INVENTORY |

VF CORPORATION  
CONSOLIDATED INVENTORY

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|                                      |         |     |        |
|--------------------------------------|---------|-----|--------|
| EXCLUDING ACQUISITION<br>ADJUSTMENTS | 183,949 | 21% | 62,073 |
|--------------------------------------|---------|-----|--------|

|                                                                                                                                    |         |     |        |
|------------------------------------------------------------------------------------------------------------------------------------|---------|-----|--------|
| VF CORPORATION<br>CONSOLIDATED INVENTORY<br>EXCLUDING FOREIGN<br>CURRENCY TRANSLATION<br>EFFECTS AND<br>ACQUISITION<br>ADJUSTMENTS | 183,949 | 21% | 41,317 |
|------------------------------------------------------------------------------------------------------------------------------------|---------|-----|--------|

This supplemental schedule includes financial measures that present the effects of changes in foreign currency translation and an acquisition (both described below) to arrive at various non-GAAP performance measures.

\* The Company has foreign businesses that operate in functional currencies other than the US dollar, primarily the euro. Fluctuations of these currencies, in their relative strength against the US dollar, can create increases or decreases in as reported GAAP numbers vs. a comparable base period that are not operational in nature.

\*\* The Company acquired Nautica Enterprises, Inc. on August 27, 2003.

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## EXHIBIT 4A

### VF CORPORATION RECONCILIATION OF NON-GAAP PERFORMANCE MEASURES TO REPORTED RESULTS FOR THE THIRD QUARTER ENDED OCTOBER 4, 2003 AND SEPTEMBER 28, 2002 (IN THOUSANDS, EXCEPT PERCENTAGES)

| THIRD QUARTER 2003                                                                                                                           |                                                                           |                                                           |                       |
|----------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------|-----------------------------------------------------------|-----------------------|
| GAAP AMOUNTS<br>AS REPORTED                                                                                                                  | ADJUSTMENTS TO<br>ELIMINATE EFFECT OF<br>FOREIGN CURRENCY<br>TRANSLATION* | ADJUSTMENTS TO<br>ELIMINATE EFFECT OF<br>AN ACQUISITION** | NON-<br>PERFO<br>MEAS |
| (Column A)                                                                                                                                   | (Column B)                                                                | (Column C)                                                | (Col. A - Col.        |
| VF CORPORATION<br>CONSOLIDATED ACCOUNTS<br>RECEIVABLE EXCLUDING<br>ACQUISITION ADJUSTMENTS                                                   | \$ 840,159                                                                | \$92,288                                                  | \$ 7                  |
| VF CORPORATION<br>CONSOLIDATED ACCOUNTS<br>RECEIVABLE EXCLUDING<br>FOREIGN CURRENCY<br>TRANSLATION EFFECTS<br>AND ACQUISITION<br>ADJUSTMENTS | 840,159                                                                   | 38,169                                                    | 92,288                |
|                                                                                                                                              |                                                                           |                                                           | 7                     |

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|                                                                                                                                              | GAAP<br>DOLLAR CHANGE<br>IN ACCOUNTS RECEIVABLE<br>-----<br>(Col. A - Col. E) = Col. F) | GAAP<br>PERCENT CHANGE<br>IN ACCOUNTS RECEIVABLE<br>-----<br>(Column F / Column E) | NON-GAAP<br>DOLLAR CHANGE<br>IN ACCOUNTS RECEIVABLE<br>-----<br>(Col. D - Col. E) = Col. F |
|----------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|
| VF CORPORATION<br>CONSOLIDATED ACCOUNTS<br>RECEIVABLE EXCLUDING<br>ACQUISITION ADJUSTMENTS                                                   | \$ 95,241                                                                               | 13%                                                                                | \$ 2,953                                                                                   |
| VF CORPORATION<br>CONSOLIDATED ACCOUNTS<br>RECEIVABLE EXCLUDING<br>FOREIGN CURRENCY<br>TRANSLATION EFFECTS<br>AND ACQUISITION<br>ADJUSTMENTS | 95,241                                                                                  | 13%                                                                                | (35,216)                                                                                   |

THIRD QUARTER 2003

|                                                                                                                                    | GAAP AMOUNTS<br>AS REPORTED<br>-----<br>(Column A) | ADJUSTMENTS TO<br>ELIMINATE EFFECT OF<br>FOREIGN CURRENCY<br>TRANSLATION*<br>-----<br>(Column B) | ADJUSTMENTS TO<br>ELIMINATE EFFECT OF<br>AN ACQUISITION**<br>-----<br>(Column C) | NON-GAAP<br>PERCENT CHANGE<br>IN INVENTORY<br>-----<br>(Col. A - Col. B) / Col. C |
|------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------|--------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|
| VF CORPORATION<br>CONSOLIDATED INVENTORY<br>EXCLUDING ACQUISITION<br>ADJUSTMENTS                                                   | 1,062,585                                          |                                                                                                  | 121,876                                                                          | 94%                                                                               |
| VF CORPORATION<br>CONSOLIDATED INVENTORY<br>EXCLUDING FOREIGN<br>CURRENCY TRANSLATION<br>EFFECTS AND<br>ACQUISITION<br>ADJUSTMENTS | 1,062,585                                          | 20,756                                                                                           | 121,876                                                                          | 91%                                                                               |

|                                                                                                      | GAAP<br>DOLLAR CHANGE<br>IN INVENTORY<br>----- | GAAP<br>PERCENT CHANGE<br>IN INVENTORY<br>----- | NON-GAAP<br>DOLLAR CHANGE<br>IN INVENTORY<br>----- |
|------------------------------------------------------------------------------------------------------|------------------------------------------------|-------------------------------------------------|----------------------------------------------------|
| VF CORPORATION<br>CONSOLIDATED INVENTORY<br>EXCLUDING ACQUISITION<br>ADJUSTMENTS                     | 183,949                                        | 21%                                             | 62,073                                             |
| VF CORPORATION<br>CONSOLIDATED INVENTORY<br>EXCLUDING FOREIGN<br>CURRENCY TRANSLATION<br>EFFECTS AND |                                                |                                                 |                                                    |

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|             |         |     |        |
|-------------|---------|-----|--------|
| ACQUISITION |         |     |        |
| ADJUSTMENTS | 183,949 | 21% | 41,317 |

This supplemental schedule includes financial measures that present the effects of changes in foreign currency translation and an acquisition (both described below) to arrive at various non-GAAP performance measures.

\* The Company has foreign businesses that operate in functional currencies other than the US dollar, primarily the euro. Fluctuations of these currencies, in their relative strength against the US dollar, can create increases or decreases in as reported GAAP numbers vs. a comparable base period that are not operational in nature.

\*\* The Company acquired Nautica Enterprises, Inc. on August 27, 2003.