

BUSINESS: V.F. Corporation, the world's largest publicly held apparel supplier, is a leader in the jeanswear, outdoor, sportswear, imagewear, and work apparel markets. Has largest unit share of the jeans market in U.S. Also sells footwear. Brands include Lee, Wrangler, Nautica, Jansport, The North Face, Vans, Napapijri, Kippling, and Reef. Acquired Nautica 8/03; 7 For All Mankind 8/07; Timpling, and Reef. Acquired Nautica 8/03; 7 For All Mankind 8/07; Timpling, and Reef. Acquired Nautica 8/03; 7 For All Mankind 8/07; Timpling, and Reef. Acquired Nautica 8/03; 7 For All Mankind 8/07; Timpling, and Reef. Acquired Nautica 8/03; 7 For All Mankind 8/07; Timpling, and Reef. Acquired Nautica 8/03; 7 For All Mankind 8/07; Timpling, and Reef. Acquired Nautica 8/03; 7 For All Mankind 8/07; Timpling, and Reef. Acquired Nautica 8/03; 7 For All Mankind 8/07; Timpling, and Reef. Acquired Nautica 8/03; 7 For All Mankind 8/07; Timpling, and Reef. Acquired Nautica 8/03; 7 For All Mankind 8/07; Timpling, and Reef. Acquired Nautica 8/03; 7 For All Mankind 8/07; Timpling, and Reef. Acquired Nautica 8/03; 7 For All Mankind 8/07; Timpling, and Reef. Acquired Nautica 8/03; 7 For All Mankind 8/07; Timpling, and Reef. Acquired Nautica 8/03; 7 For All Mankind 8/07; Timpling, and Reef. Acquired Nautica 8/03; 7 For All Mankind 8/07; Timpling, and Reef. Acquired Nautica 8/03; 7 For All Mankind 8/07; Timpling, and Reef. Acquired Nautica 8/03; 7 For All Mankind 8/07; Timpling, and Reef. Acquired Nautica 8/03; 7 For All Mankind 8/07; Timpling, and Reef. Acquired Nautica 8/03; 7 For All Mankind 8/07; Timpling, and Reef. Acquired Nautica 8/03; 7 For All Mankind 8/07; Timpling, and Reef. Acquired Nautica 8/03; 7 For All Mankind 8/07; 7 For

berland 9/11. Sold initimate apparel business 4/07. Employs 59,000. Foreign sales: 38% of 2014 total. Offs./Dirs. own 1.6% of common; Trust under Deeds of Trust, 11.4%; Trust under Will of John Barbey, 8.4%; BlackRock, 6.0% (3/15 Proxy). Chrmn. & CEO: Eric C. Wiseman. Inc.: PA. Address: 105 Corporate Center Blvd., Greensboro, NC 27408. Tel.: 336-547-6000. Internet: www.vfc.com.

1732.2 1568.0 1620.2 Current Liab **ANNUAL RATES** Est'd '12-'14 Past Past 5 Yrs. 9.5% of change (per sh) 10 Yrs. to '18-'20 8.0% 10.5% 11.5% Sales "Cash Flow" 10.5% 14.0% 15.5% 13.0% 13.0% Earnings Dividends Book Value 10.0%

3449.6

562.6 415.4 3883.0

638.7 24.0

905.3

4185.9

690.8

903.6

25.8

Current Assets

Accts Payable Debt Due

Cal-	QUARTERLY SALES (\$ mill.)				Full
endar	Mar.Per.	Jun.Per.	Sep.Per.	Dec.Per.	Year
2012	2557	2141	3148	3033	10880
2013	2612	2221	3297	3290	11420
2014	2781	2402	3520	3579	12282
2015	2850	2470	3680	3670	12670
2016	3160	2690	3880	3960	13690
Cal-	EARNINGS PER SHARE A				Full
	Mar.Per.	Jun.Per.	Sep.Per.	Dec.Per.	Year
2012	.49	.28	.88	.76	2.41
2013	.61	.32	.98	.82	2.73
2014	.67	.36	1.08	.98	3.08
2015	.65	.37	1.15	1.03	3.20
2016	.80	.45	1.25	1.20	3.70
Cal-	QUARTERLY DIVIDENDS PAID B = Ful				
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2011	.16	.16	.16	.17	.65
2012	.18	.18	.18	.22	.76
2013	.22	.22	.22	.26	.92
2014	.263	.263	.263	.32	1.11
0045	00				1

(A) Diluted earnings. Excl's. net nonrecurring (losses)/gains: '99, (2¢); '00, (18¢); '01, (37¢); '02, (\$1.19); '07, 1¢; '08, (4¢); '09, (26¢); '10, (32¢); '11, (1¢); '12, 2¢; '13, (2¢); '14, (70¢).

(B) Dividends historically paid about mid-

Continued strength in V.F. Corporation's Outdoor & Action Sports segment is supporting fatter gross margins. The rugged and active lifestyle offerings are aligned with current consumer trends. Group sales accelerated from the third quarter to the fourth quarter of 2014, rising 16% on a currency-neutral basis. For the full year, Vans joined The North Face as a \$2 billion brand, while Timberlands revenues grew 15%. These products have higher-than-average profit margins, and should drive a wider consolidated gross margin for the next few years as sales outpace other categories.

Direct-to-consumer efforts are also meeting success. December-period owned-retail constant-currency sales increased 25%, with double-digit percentage gains in all regions and growth in all brands that participate in the market. For 2015, V.F. plans to open 150 outlets, compared to 75 last year, bringing the total to 1,400 on December 31st. Same-store sales are expected to be positive, and total revenue is expected to rise about 15% (low double digits in local currency) and comprise 28% of the consolidated top line, up from

26% in 2014.

Contemporary fashions are the one soft spot. The women's apparel market, particularly premium denim, has been tough of late. As such, V.F. wrote down, in the fourth quarter, the value of its big contemporary lines (7 For All Mankind, Ella Moss, and Splendid) by \$396 million, or \$0.70 a share after taxes. The lower-tier jeanswear market in the U.S. is weak, though V.F. expects decent growth this year for Lee and Wrangler in international markets. However...

International business faces increased currency headwinds this year. The strength of the dollar versus other currencies, especially the euro (24% of total sales), is expected to reduce sales growth by approximately 500 basis points in 2015. Gross margins will also be pressured by 30 basis points.

This is a good-quality company and timely stock, but the price is steep. The potential for accretive acquisitions helps justify the high valuation, but as the company is currently configured, share appreciation potential to 2018-2020 is poor. Craig Sirois

May 1, 2015

Company's Financial Strength A Stock's Price Stability 80 Price Growth Persistence 100 Earnings Predictability 95

Excludes discontinued operations: '07, (5¢).

Quarters may not sum due to rounding.
Next earnings report due mid-May.

(B) Dividends historically paid about mid
(C) Incl's intangibles in '13: \$1.31/share.

(D) In millions adjusted for stock split.

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