

**UNITED STATES  
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 (Date of earliest event reported):  
May 30, 2014

**UNIFI, INC.**

(Exact name of registrant as specified in its charter)  
**1-10542**  
(Commission File Number)

**New York**  
(State or Other Jurisdiction of Incorporation)

**7201 West Friendly Avenue  
Greensboro, North Carolina**  
(Address of Principal Executive Offices)

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

**27410**  
(Zip Code)

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

**Not Applicable**  
(Former Name or Former Address, if Changed Since Last Report)

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))

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**ITEM 1.01. ENTRY INTO A MATERIAL DEFINITIVE AGREEMENT**

On May 30, 2014, Unifi Manufacturing, Inc. (“UMI”), a subsidiary of Unifi, Inc. (the “Registrant”), entered into a Fourth Amendment to Yarn Purchase Agreement with Hanesbrands Inc. (“HBI”), which amends the Yarn Purchase Agreement between UMI and HBI dated November 6, 2009 (as amended, the “Yarn Purchase Agreement”). Pursuant to the Yarn Purchase Agreement, HBI has agreed to purchase certain yarns (the “Products”) from UMI to fulfill a substantial portion of HBI’s Products requirements in the Western Hemisphere. The Fourth Amendment provides an interim extension of the term of the Yarn Purchase Agreement from May 31, 2014 (the prior expiration date) to June 30, 2014, to allow the parties additional time to negotiate an anticipated longer-term extension of the Yarn Purchase Agreement; it does not change any other term of the Yarn Purchase Agreement. The Fourth Amendment to Yarn Purchase Agreement will be filed as an exhibit to a future periodic report of the Registrant.

**ITEM 7.01. REGULATION FD DISCLOSURE**

James M. Otterberg, Vice President and Chief Financial Officer of the Registrant, is scheduled to meet privately with analysts and select others for a series of meetings on June 3, 2014. The slide package prepared for possible use by the executive during these meetings is furnished herewith as Exhibit 99.1. The information in the slide package will be presented, if at all, for the convenient reference of the attendees at the meetings, and no such information is being presented to update any previous disclosure of information by the Registrant. In any event, the Registrant does not assume any obligation to update such information in the future.

The information included in the preceding paragraph, as well as the exhibit referenced therein, shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended.

**ITEM 9.01. FINANCIAL STATEMENTS AND EXHIBITS**

**(d) Exhibits.**

EXHIBIT NO.	DESCRIPTION OF EXHIBIT
99.1	Slide Package prepared for possible use in connection with meetings on June 3, 2014.

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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.

**UNIFI, INC.**

By: /S/ W. RANDY EADDY  
W. Randy Eaddy  
General Counsel

Dated: June 3, 2014

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**INDEX TO EXHIBITS**

EXHIBIT NO.

DESCRIPTION OF EXHIBIT

99.1

Slide Package prepared for possible use in connection with meetings on June 3, 2014.



**Discussion Reference Materials for Private  
Investor Meetings**

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June 3, 2014

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**Third Quarter Press Release and Financials**

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April 23, 2014

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For more information, contact:  
James M. Otterberg  
Chief Financial Officer  
(336) 316-5424

## Unifi Announces Third Quarter 2014 Results; Board Authorizes Additional Repurchases of Common Stock

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GREENSBORO, N.C., April 23, 2014 – Unifi, Inc. (NYSE: UFI) today released preliminary operating results for the third quarter ended March 30, 2014 of its 2014 fiscal year. Net income for the March 2014 quarter was \$4.7 million, or \$0.25 per basic share, compared to net income of \$1.4 million, or \$0.07 per basic share, for the prior year quarter, reflecting improved operating results in the Company's domestic business and lower domestic depreciation expenses. These gains were partially offset by lower earnings from the Company's equity affiliates and higher domestic income tax expense.

Highlights for the March 2014 quarter included:

- Adjusted EBITDA improved to \$12.6 million for the current quarter from \$8.4 million for the prior year quarter;
- Income before income taxes increased to \$8.9 million for the current quarter from \$3.7 million for the prior year quarter, while equity in earnings of unconsolidated affiliates decreased \$1.2 million;
- The Company entered into a Fourth Amendment to its Credit Agreement for its existing revolving credit facility and term loan, which increased the term loan by \$18 million to a total of \$68 million and extended the maturity date of the facility from May 24, 2018 to March 28, 2019; and
- The Company completed its previously authorized \$50 million stock repurchase program that commenced in January 2013, through which it retired 2.3 million shares.

Net sales increased \$8.6 million, or 5.1%, to \$176.9 million for the March 2014 quarter compared to net sales of \$168.3 million for the prior year quarter. Net sales for the current quarter were positively impacted by the timing of the holiday shutdown period compared to the prior quarter and greater contributions from the Company's domestic premier and other value-added yarns, and were partially offset by currency translation rate changes for Brazil.

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“The operating performance in our domestic business remained strong in the March quarter, both in our value-added product segments and commodity business,” said Roger Berrier, President and Chief Operating Officer of Unifi. “We also remain encouraged by the stability of synthetic apparel produced in the CAFTA region and by the growth during the March quarter. As brands and retailers continue to focus on this region for additional sourcing opportunities, we will continue to add incremental capacity.”

Cash-on-hand as of March 30, 2014 was \$13.2 million, an increase of \$4.4 million from June 30, 2013. Net debt at the end of the March 2014 quarter was \$85.4 million, compared to \$89.0 million at June 30, 2013. The Company had \$62.7 million available under its revolving credit facility as of March 30, 2014, compared to \$36.1 million as of June 30, 2013.

Net income was \$20.1 million, or \$1.05 per basic share, for the nine months ended March 30, 2014, compared to net income of \$6.1 million, or \$0.30 per basic share, for the prior year period, as gross profit margins increased during the current period as a result of the strength in the Company’s domestic business. Net sales decreased \$7.0 million, or 1.4%, to \$506.2 million for the current year-to-date period compared to net sales of \$513.2 million for the prior year period, as increases to the Company’s domestic business were offset by declines in its international operations.

Subsequent to the quarter’s closing, the Board of Directors authorized a new program for the Company to repurchase up to an additional \$50 million of common stock.

Bill Jasper, Chairman and CEO of Unifi, stated: “I am pleased with the operating results from our domestic operations in the March quarter and with our ability to improve the overall liquidity of the Company. The recent amendment to our Credit Agreement increases our borrowing capacity by \$18 million, which we can use to fund our strategic initiatives, including possible growth oriented capital expenditures.” Mr. Jasper continued: “Our strong balance sheet, coupled with the Board’s decision to authorize the repurchase of up to an additional \$50 million of stock, positions us to continue to maximize shareholder value as we conclude the 2014 fiscal year and enter into the next.”

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CONDENSED CONSOLIDATED BALANCE SHEETS (Unaudited)  
(amounts in thousands, except share and per share amounts)

	March 30, 2014	June 30, 2013
<b>ASSETS</b>		
Cash and cash equivalents	\$ 13,159	\$ 8,755
Receivables, net	97,390	98,392
Inventories	110,916	110,667
Income taxes receivable	50	1,388
Deferred income taxes	1,898	1,715
Other current assets	5,254	5,913
Total current assets	<u>228,667</u>	<u>226,830</u>
Property, plant and equipment, net	118,708	115,164
Deferred income taxes	2,459	2,196
Intangible assets, net	7,867	7,772
Investments in unconsolidated affiliates	98,430	93,261
Other non-current assets	4,508	10,243
Total assets	<u>\$ 460,639</u>	<u>\$ 455,466</u>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
Accounts payable	\$ 53,276	\$ 45,544
Accrued expenses	16,472	18,485
Income taxes payable	1,550	851
Current portion of long-term debt	4,905	65
Total current liabilities	<u>76,203</u>	<u>64,945</u>
Long-term debt	93,606	97,688
Other long-term liabilities	7,379	5,053
Deferred income taxes	2,231	1,300
Total liabilities	<u>179,419</u>	<u>168,986</u>
Commitments and contingencies		
Common stock, \$0.10 par (500,000,000 shares authorized, 18,555,370 and 19,205,209 shares outstanding)	1,855	1,921
Capital in excess of par value	42,280	36,375
Retained earnings	242,142	252,112
Accumulated other comprehensive loss	(6,679)	(5,500)
Total Unifi, Inc. shareholders' equity	<u>279,598</u>	<u>284,908</u>
Non-controlling interest	1,622	1,572
Total shareholders' equity	<u>281,220</u>	<u>286,480</u>
Total liabilities and shareholders' equity	<u>\$ 460,639</u>	<u>\$ 455,466</u>



**CONDENSED CONSOLIDATED STATEMENTS OF INCOME (Unaudited)**  
(amounts in thousands, except per share amounts)

	For the Three Months Ended		For the Nine Months Ended	
	March 30, 2014	March 24, 2013	March 30, 2014	March 24, 2013
Net sales	\$ 176,864	\$ 168,249	\$ 506,150	\$ 513,220
Cost of sales	157,105	155,568	447,909	465,828
Gross profit	19,759	12,681	58,241	47,392
Selling, general and administrative expenses	12,290	11,262	33,895	33,941
Provision for bad debts	137	74	186	257
Other operating expense, net	1,239	712	4,008	1,873
Operating income	6,093	633	20,152	11,321
Interest income	(214)	(240)	(1,570)	(508)
Interest expense	962	1,236	3,117	4,041
Loss on extinguishment of debt	—	746	—	1,102
Equity in earnings of unconsolidated affiliates	(3,585)	(4,783)	(14,830)	(6,712)
Income before income taxes	8,930	3,674	33,435	13,398
Provision for income taxes	4,476	2,510	14,151	7,959
Net income including non-controlling interest	4,454	1,164	19,284	5,439
Less: net (loss) attributable to non-controlling interest	(289)	(235)	(772)	(680)
Net income attributable to Unifi, Inc.	<u>\$ 4,743</u>	<u>\$ 1,399</u>	<u>\$ 20,056</u>	<u>\$ 6,119</u>
Net income attributable to Unifi, Inc. per common share:				
Basic	\$ 0.25	\$ 0.07	\$ 1.05	\$ 0.30
Diluted	\$ 0.24	\$ 0.07	\$ 1.01	\$ 0.30



**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)**  
(amounts in thousands)

	For The Nine Months Ended	
	March 30, 2014	March 24, 2013
Cash and cash equivalents at beginning of year	\$ 8,755	\$ 10,886
<i>Operating activities:</i>		
Net income including non-controlling interest	19,284	5,439
Adjustments to reconcile net income including non-controlling interest to net cash provided by operating activities:		
Equity in earnings of unconsolidated affiliates	(14,830)	(6,712)
Dividends received from unconsolidated affiliates	9,832	10,531
Depreciation and amortization expense	13,290	19,263
Loss on extinguishment of debt	—	1,102
Non-cash compensation expense	2,091	1,896
Excess tax benefit on stock-based compensation plans	(3,553)	—
Deferred income taxes	417	4,703
Restructuring charges	1,296	—
Other	851	341
Changes in assets and liabilities, excluding effects of foreign currency adjustments:		
Receivables, net	537	2,094
Inventories	(1,075)	4,460
Other current assets and income taxes receivable	2,344	607
Accounts payable and accrued expenses	2,905	1,756
Income taxes payable	4,268	(470)
Other non-current assets	4,780	(84)
Net cash provided by operating activities	<u>42,437</u>	<u>44,926</u>
<i>Investing activities:</i>		
Capital expenditures	(13,390)	(4,522)
Proceeds from sale of assets	2,186	56
Proceeds from other investments	428	592
Other investments	—	(1,835)
Other	(188)	(272)
Net cash used in investing activities	<u>(10,964)</u>	<u>(5,981)</u>
<i>Financing activities:</i>		
Proceeds from revolving credit facility	99,500	64,100
Payments on revolving credit facility	(126,600)	(63,800)
Proceeds from term loan	25,200	—
Payments on term loans	—	(26,530)
Payments of debt financing fees	(3)	(113)
Proceeds from related party term loan	—	1,250
Common stock repurchased and retired under publicly announced program	(30,715)	(9,671)
Common stock tendered to the Company for withholding tax obligations and retired	(1,654)	—
Proceeds from stock option exercises	3,056	78
Contributions from non-controlling interest	822	880
Excess tax benefit on stock-based compensation plans	3,553	—
Other	(152)	(41)
Net cash used in financing activities	<u>(26,993)</u>	<u>(33,847)</u>
Effect of exchange rate changes on cash and cash equivalents	(76)	(83)
Net increase in cash and cash equivalents	4,404	5,015
Cash and cash equivalents at end of period	<u>\$ 13,159</u>	<u>\$ 15,901</u>



**RECONCILIATIONS OF NET INCOME ATTRIBUTABLE TO UNIFI, INC. TO ADJUSTED EBITDA (Unaudited)**  
(amounts in thousands)

The reconciliations of Net income attributable to Unifi, Inc. to EBITDA, Adjusted EBITDA including equity affiliates and Adjusted EBITDA are as follows:

	For the Three Months Ended		For the Nine Months Ended	
	March 30, 2014	March 24, 2013	March 30, 2014	March 24, 2013
Net income attributable to Unifi, Inc.	\$ 4,743	\$ 1,399	\$ 20,056	\$ 6,119
Provision for income taxes	4,476	2,510	14,151	7,959
Interest expense, net	748	996	1,547	3,533
Depreciation and amortization expense	4,525	6,087	12,874	18,718
EBITDA	14,492	10,992	48,628	36,329
Non-cash compensation expense	480	570	2,091	1,896
Loss on extinguishment of debt	—	746	—	1,102
Other	1,203	845	3,749	1,736
Adjusted EBITDA including equity affiliates	16,175	13,153	54,468	41,063
Equity in earnings of unconsolidated affiliates	(3,585)	(4,783)	(14,830)	(6,712)
Adjusted EBITDA	\$ 12,590	\$ 8,370	\$ 39,638	\$ 34,351



Third Quarter Conference Call Slide Presentation

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April 24, 2014

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# Cautionary Statement

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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, Inc. (the “Company”) that are based on management’s beliefs, assumptions and expectations about our future economic performance, considering the information currently available to management. The words “believe,” “may,” “could,” “will,” “should,” “would,” “anticipate,” “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; they involve risk 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 worldwide 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 the Company competes, such as recession and other economic and political factors over which the Company has no control; changes in consumer spending, customer preferences, fashion trends and end-uses; the financial condition of the Company’s customers; the loss of a significant customer; the success of the Company’s strategic business initiatives; the continuity of the Company’s leadership; volatility of financial and credit markets; the ability to service indebtedness and fund capital expenditures and strategic initiatives; availability of and access to credit on reasonable terms; changes in currency exchange, interest and inflation rates; the ability to reduce production costs; the ability to protect intellectual property; employee relations; the impact of environmental, health and safety regulations; the operating performance of joint ventures and other equity 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 the Company. 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 law. The above and other risks and uncertainties are described in the Company’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 the Company with the Securities and Exchange Commission pursuant to the Securities Exchange Act of 1934, as amended.

# Net Sales and Gross Profit Highlights

(Amounts in Thousands, Except Percentages)

	Quarter over Quarter		Year over Year	
	For the Three Months Ended		For the Nine Months Ended	
	March 30, 2014 vs. March 24, 2013		March 30, 2014 vs. March 24, 2013	
	<u>Volume</u>	<u>Price</u>	<u>Volume</u>	<u>Price</u>
<b>Net Sales:</b>				
Polyester	6.5%	1.3%	(1.3%)	1.4%
Nylon	(2.3%)	5.5%	(0.5%)	1.5%
International	15.8%	(16.2%)	(0.4%)	(7.3%)
Consolidated	<u>7.9%</u>	<u>(2.8%)</u>	<u>(1.0%)</u>	<u>(0.4%)</u>

	For the Three Months Ended		For the Nine Months Ended	
	March 30, 2014	March 24, 2013	March 30, 2014	March 24, 2013
	<b>Gross Profit:</b>			
Polyester	\$ 11,013	\$ 5,034	\$ 31,170	\$ 21,678
Nylon	5,041	3,681	14,493	11,767
International	3,705	3,966	12,578	13,947
Consolidated	<u>\$ 19,759</u>	<u>\$ 12,681</u>	<u>\$ 58,241</u>	<u>\$ 47,392</u>

# Income Statement Highlights

(Amounts in Thousands, Except Percentages and Per Share Amounts)

	For the Three Months Ended					
	March 30, 2014		March 24, 2013			
Net sales	\$	176,864	100.0%	\$	168,249	100.0%
Gross profit		19,759	11.2%		12,681	7.5%
Selling, general and administrative expenses		12,290	6.9%		11,262	6.7%
Operating income		6,093	3.4%		633	0.4%
Interest expense, net		748			996	
Equity in earnings of unconsolidated affiliates		3,585			4,783	
Income before income taxes		8,930			3,674	
Earnings per share (basic)	\$	0.25		\$	0.07	
Weighted average shares outstanding		18,825			20,082	



# Income Statement Highlights

(Amounts in Thousands, Except Percentages and Per Share Amounts)

	For the Nine Months Ended					
	March 30, 2014		March 24, 2013			
Net sales	\$	506,150	100.0%	\$	513,220	100.0%
Gross profit		58,241	11.5%		47,392	9.2%
Selling, general and administrative expenses		33,895	6.7%		33,941	6.6%
Operating income		20,152	4.0%		11,321	2.2%
Interest expense, net		1,547			3,533	
Equity in earnings of unconsolidated affiliates		14,830			6,712	
Income before income taxes		33,435			13,398	
Earnings per share (basic)	\$	1.05		\$	0.30	
Weighted average shares outstanding		19,075			20,091	

# Equity Affiliates Highlights

(Amounts in thousands, Except Percentages)

	For the Three Months Ended		For the Nine Months Ended	
	March 30, 2014	March 24, 2013	March 30, 2014	March 24, 2013
<b>Earnings:</b>				
Parkdale America (34%)	\$ 3,230	\$ 4,294	\$ 13,949	\$ 4,990
Other	355	489	881	1,722
Total	<u>\$ 3,585</u>	<u>\$ 4,783</u>	<u>\$ 14,830</u>	<u>\$ 6,712</u>
 <b>Distributions:</b>				
Parkdale America (34%)	\$ 6,023	\$ 7,807	\$ 8,582	\$ 10,031
Other	750	-	1,250	500
Total	<u>\$ 6,773</u>	<u>\$ 7,807</u>	<u>\$ 9,832</u>	<u>\$ 10,531</u>

## Reconciliations of Net Income to Adjusted EBITDA

(Amounts in Thousands)

	For the Three Months Ended		For the Nine Months Ended	
	March 30, 2014	March 24, 2013	March 30, 2014	March 24, 2013
Net income attributable to Unifi, Inc.	\$ 4,743	\$ 1,399	\$ 20,056	\$ 6,119
Provision for income taxes	4,476	2,510	14,151	7,959
Interest expense, net	748	996	1,547	3,533
Depreciation and amortization expense	4,525	6,087	12,874	18,718
EBITDA	14,492	10,992	48,628	36,329
Non-cash compensation expense	480	570	2,091	1,896
Loss on extinguishment of debt	-	746	-	1,102
Other	1,203	845	3,749	1,736
Adjusted EBITDA including equity affiliates	16,175	13,153	54,468	41,063
Equity in earnings of unconsolidated affiliates	(3,585)	(4,783)	(14,830)	(6,712)
Adjusted EBITDA	\$ 12,590	\$ 8,370	\$ 39,638	\$ 34,351

# Working Capital Highlights

(Amounts in Thousands)

	March 30, 2014	December 29, 2013	June 30, 2013
Receivables, net	\$ 97,390	\$ 77,536	\$ 98,392
Inventories	110,916	110,765	110,667
Accounts payable	(53,276)	(35,740)	(45,544)
Accrued expenses (1)	(16,373)	(12,399)	(18,383)
Adjusted working capital	<u>\$ 138,657</u>	<u>\$ 140,162</u>	<u>\$ 145,132</u>
Adjusted working capital	\$ 138,657	\$ 140,162	\$ 145,132
Cash	13,159	15,522	8,755
Other current assets	7,202	8,576	9,016
Accrued interest	(99)	(118)	(102)
Other current liabilities	(6,455)	(1,733)	(916)
Working capital	<u>\$ 152,464</u>	<u>\$ 162,409</u>	<u>\$ 161,885</u>

(1) Excludes accrued interest

# Capital Structure

(Amounts in Thousands)

	March 30, 2014	December 29, 2013	June 30, 2013
ABL Revolver	\$ 25,400	\$ 50,400	\$ 52,500
ABL Term Loan	68,000	50,000	42,800
Other	5,111	2,424	2,453
Total Debt	<u>\$ 98,511</u>	<u>\$ 102,824</u>	<u>\$ 97,753</u>
Cash	13,159	15,522	8,755
Net Debt	<u>\$ 85,352</u>	<u>\$ 87,302</u>	<u>\$ 88,998</u>
Cash	\$ 13,159	\$ 15,522	\$ 8,755
Revolver Availability, Net	62,740	28,083	36,105
Total Liquidity	<u>\$ 75,899</u>	<u>\$ 43,605</u>	<u>\$ 44,860</u>

# Non-GAAP Financial Measures

Certain non-GAAP financial measures included herein are designed to complement the financial information presented in accordance with generally accepted accounting principles in the United States of America ("GAAP") because management believes such measures are useful to investors. These non-GAAP financial measures are Earnings Before Interest, Taxes, Depreciation and Amortization ("EBITDA"), Adjusted EBITDA including equity affiliates, and Adjusted EBITDA.

EBITDA represents net income or loss attributable to Unifi, Inc. before net interest expense, income tax expense, and depreciation and amortization expense. Adjusted EBITDA including equity affiliates represents EBITDA adjusted to exclude non-cash compensation expense, gains or losses on extinguishment of debt, loss on previously held equity interest, and certain other adjustments. Such other adjustments include operating expenses for Repreve Renewables, restructuring charges and start-up costs, gains or losses on sales or disposals of property, plant and equipment, currency and derivative gains or losses, certain employee healthcare expenses, and other operating or non-operating income or expense items necessary to understand and compare the underlying results of the Company. Adjusted EBITDA represents Adjusted EBITDA including equity affiliates adjusted to exclude equity in earnings and losses of unconsolidated affiliates. The Company may, from time to time, change the items included within Adjusted EBITDA.

EBITDA, Adjusted EBITDA including equity affiliates and Adjusted EBITDA are alternative views of performance used by management, and we believe that investors' understanding of our performance is enhanced by disclosing these performance measures. 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 also a key performance metric utilized in the determination of variable compensation.

We believe that the use of EBITDA, Adjusted EBITDA including equity affiliates and Adjusted EBITDA 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. We also believe Adjusted EBITDA is an appropriate supplemental measure of debt service capacity, because cash expenditures on interest are, by definition, available to pay interest, and tax expense is inversely correlated to interest expense because tax expense decreases as deductible interest expense increases; and depreciation and amortization are non-cash charges. Equity in earnings and losses of unconsolidated affiliates is excluded because such earnings or losses do not reflect our operating performance. The other items excluded from Adjusted EBITDA are excluded in order to better reflect the performance of our continuing operations.

# Non-GAAP Financial Measures - continued

In evaluating EBITDA, Adjusted EBITDA including equity affiliates, and Adjusted EBITDA, you should be aware that in the future, we may incur expenses similar to the adjustments included herein. Our presentation of EBITDA, Adjusted EBITDA including equity affiliates and Adjusted EBITDA should not be construed as indicating that our future results will be unaffected by unusual or non-recurring items. EBITDA, Adjusted EBITDA including equity affiliates, and Adjusted EBITDA are not determined in accordance with GAAP and should not be considered as substitutes for net income, operating income or any other performance measures determined in accordance with GAAP or as an alternative to cash flow from operating activities as a measure of our liquidity.

Each of our EBITDA, Adjusted EBITDA including equity affiliates, and Adjusted EBITDA measures has limitations as an analytical tool, and you should not consider it in isolation or as a substitute for analysis of our results as reported under GAAP. Some of these limitations are:

- it is not adjusted for all non-cash income or expense items that are reflected in our statements of cash flows;
- it does not reflect the impact of earnings or charges resulting from matters we consider not indicative of our ongoing operations;
- it does not reflect changes in, or cash requirements for, our working capital needs;
- it does not reflect the cash requirements necessary to make payments on our debt;
- it does not reflect our future requirements for capital expenditures or contractual commitments;
- it does not reflect limitations on or costs related to transferring earnings from our subsidiaries to us; and
- other companies in our industry may calculate this measure differently than we do, limiting its usefulness as a comparative measure.

Because of these limitations, EBITDA, Adjusted EBITDA including equity affiliates, and Adjusted EBITDA 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.



**7<sup>th</sup> Annual Investor Update Meeting**

**September 16, 2013**

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Company and Market Overview

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# Unifi Overview

## Company Overview

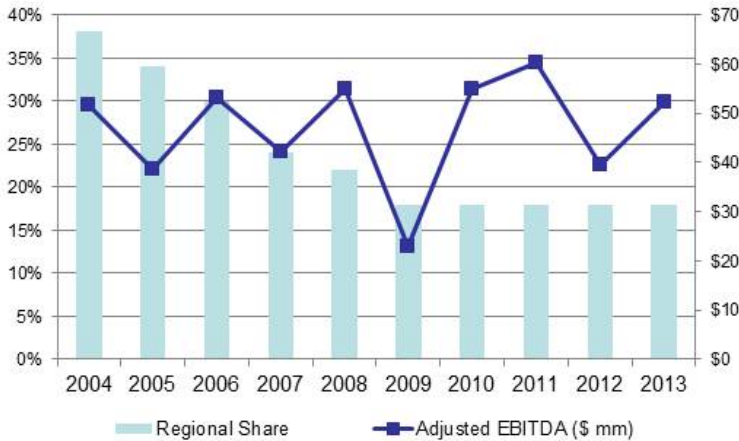
Unifi, Inc. is a diversified manufacturer of multi-filament polyester and nylon yarns

- The Company's product offerings include specialty and premier value-added yarns with enhanced performance characteristics
- The Company sells to other yarn manufacturers, knitters and weavers that produce fabric for the apparel, hosiery, furnishings, industrial and other end-use markets.

## Well-established downstream partners



## Regional Syn. Apparel Share and Adjusted EBITDA Trends



## Valuable Equity Affiliate Partnerships

- 34% investment in Parkdale America LLC  
A \$800 Million cotton spinning joint venture
- Strategic investment in Nylon spinning operations  
U.S. and Israeli joint ventures

(1) Adjusted EBITDA excludes earnings from Parkdale America LLC and other unconsolidated equity affiliates.  
 (2) Regional Syn. Apparel supply is based on calendar year, and Unifi Adjusted EBITDA is based on fiscal year.

# Our Manufacturing Process

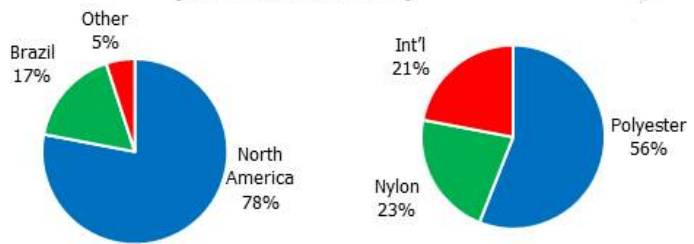


# Who We Are



- Manufacturing & Office
- Sales Office
- Joint Venture

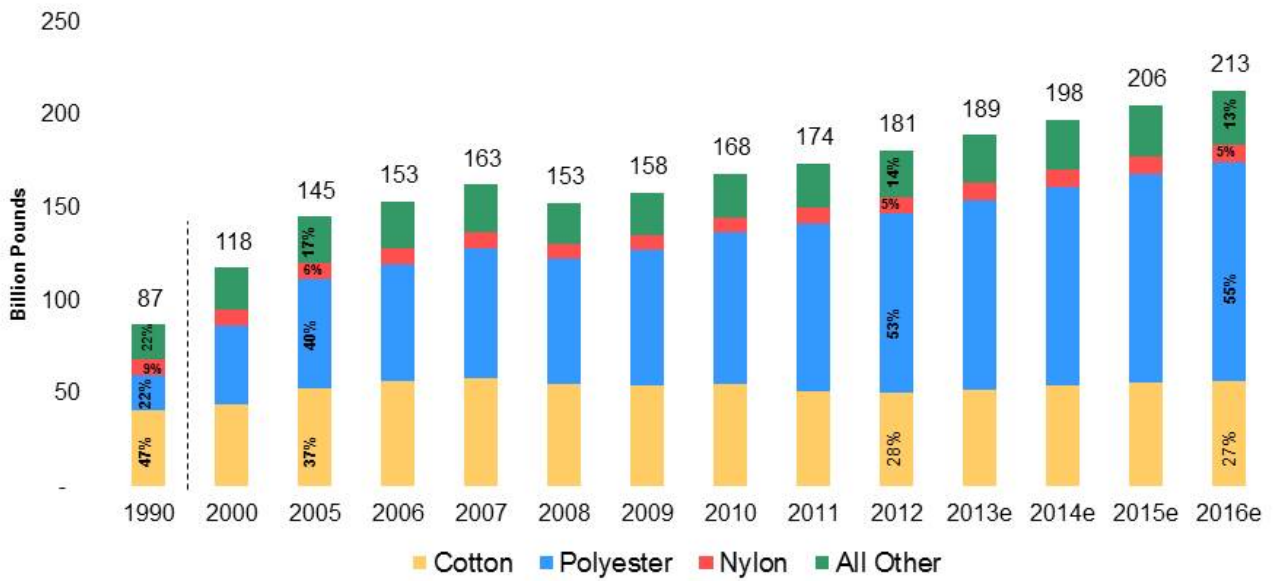
Consolidated Sales by Asset Location  
(\$714 million FY 2013)



*Our assets are well-positioned to leverage regional and global growth in synthetics*

# Growing Global Textile Fibers Market

Global consumption of textile fibers grows based on population and affluence



Global Textile Markets

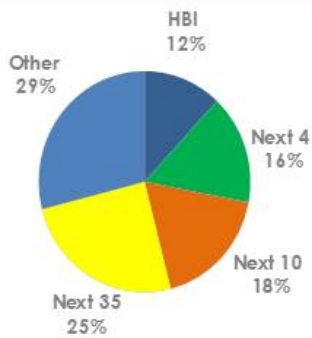
- Approximately 180 billion pounds of textile fibers sold annually
- 3% to 4% annual growth in global textile fibers projected from 2012 to 2020
- 4% to 5% annual growth in global polyester fibers projected from 2012 to 2020
- Polyester fibers' growth in market share: 22% in 1990 and 53% in 2011
  - Superior functionality compared to commodity fibers like cotton
  - Man-made fibers allow more acreage for food supply in countries like China

Source: PCI Fibers

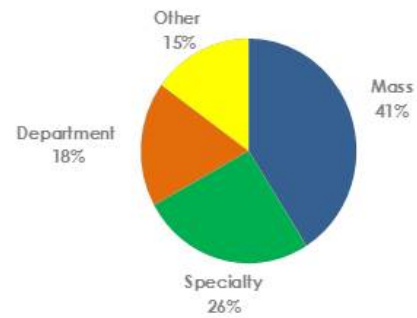
# U.S. Customer & Channel Segmentation – FY 2013

*Strong diversity of customer base and distribution channels*

**U.S. Sales by Customer**



**Distribution Channel <sup>(1)</sup>**



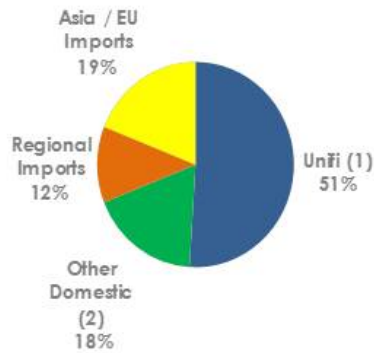
- Fiber/yarn demanded by wide variety of customers
  - Approximately 450 polyester customers and approximately 200 nylon customers served from U.S. operations
  - Top 5 U.S. customers include
    - Polyester: Milliken, Glen Raven, Polartec, American & Efird, and International Textile Group
    - Nylon: Hanesbrands (HBI), Acme-McCrary, Niki Viki, Doris Hosiery, and BSN Medical
  - In fiscal 2013, Hanesbrands accounted for 9% of consolidated sales
  - Top 50 customers in the U.S. represent 71% of U.S. net sales

(1) 2012/2011 Estimates for combined Apparel and Hosiery segments  
Note: U.S. figures refers to Unifi operations in USA and El Salvador

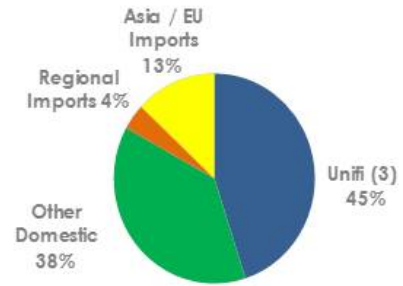
# Leading Market Position

## Regional leader in processing of multi-filament polyester and nylon yarns

### U.S. Polyester



### U.S. Nylon



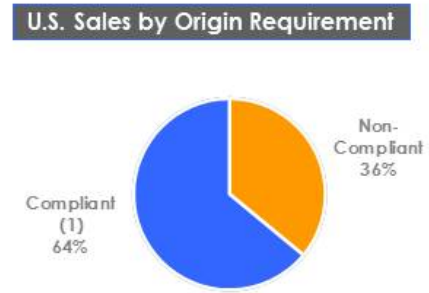
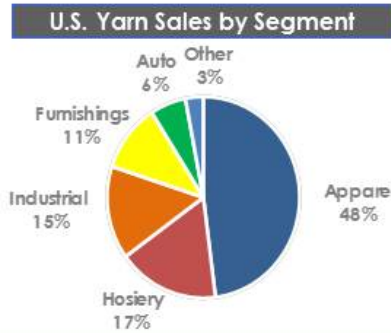
### Commentary

- Diversified yarn supplier with strong yarn market share across multiple product offerings
- One of few regional producers of complaint yarns utilized in NAFTA, CAFTA and Berry amendment apparel programs

(1) Polyester market position includes Unifi sales of Polyester Textured Yarn, Draw Warp, and POY external sales to other U.S. domestic DTY producers  
(2) Other domestic competition sales excludes Polyester Textured Yarn and Draw Warp made with Unifi POY  
(3) Unifi nylon sales includes nylon textured yarn sold as covered yarn and beamed yarn

Source: Unifi Internal Estimates for CY 2012 (U.S. Operations share)

# U.S. Market Segmentation – FY 2013



## Commentary

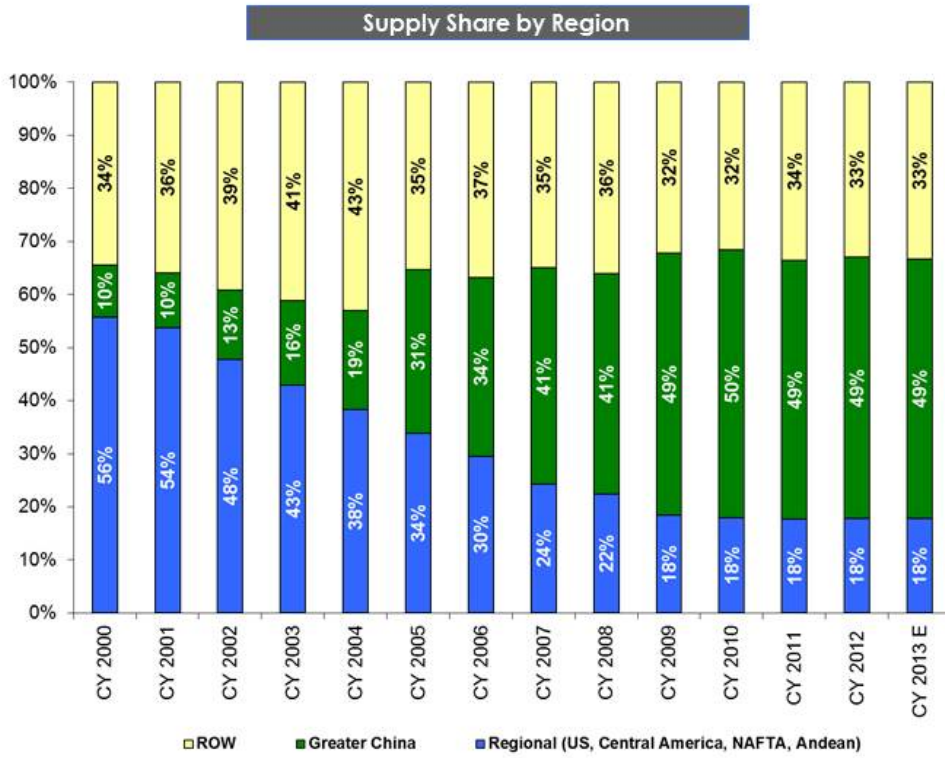
- Diverse product offering sells into the apparel, hosiery, industrial, furnishings, and automotive markets
- Compliant yarn sales account for approximately 64% of the Company's U.S. sales
  - Large majority of U.S. customers are domestic weavers and knitters
    - Most free trade benefits come through domestic customers' shipments of fabrics into region
    - Regional yarn origin required in free trade agreements (NAFTA, CAFTA, Colombia/Peru FTAs)
  - Berry and Kissel Amendments require U.S. origin fiber/yarn for Military and Homeland Security

### ***Diverse end-use markets with high concentration of compliant yarns***

(1) Compliant sales represent those sales to customers who utilize the terms of the NAFTA, CAFTA, CBI, Colombia/Peru FTA, and U.S. Military agreements to produce duty-free finished goods and U.S. origin fiber requirement. Estimates based on FY 2013 sales by category and division.



# U.S. Synthetic Apparel Sourcing Trends



**Regional: Units grew 7% and 5% in '11 and '12; expected to grow 5% to 7% in '13**

Source: Internal Estimates, Federal Reserve, OTEXA, and Census Bureau



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**Business Strategy**

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## Our Business Strategy

- ❑ Drive financial improvement to our core business through a rigorous and disciplined improvement process
  - Manufacturing excellence (Lean, SPC)
  - Rigorous price analysis and management
- ❑ Enrich our product mix by aggressively growing our Premier Value Added products and increasing our market share of compliant yarns
- ❑ Enhance our existing business through investment in growth opportunities, including,
  - Increasing our yarn sales in global growth markets, such as Central America, Brazil, and China
  - Strategic growth opportunities related to our core business
- ❑ Derive value from sustainability based initiatives, including polyester and nylon recycling
  - Repreve Renewables
- ❑ Use excess cash to enhance shareholder value through strategic growth opportunities and share repurchases



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Repreve Renewables

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# Repreve Renewables

## **Exclusive License of Proprietary Miscanthus x Giganteus variety**

**Developed by Mississippi State University  
as dedicated energy crop for the SE US**

### **Desirable Biomass Feedstock**

- High Yields per Acre – up to 20+ tons/ a
- High Energy Content – 15.5 mm btu / ton
- Low Moisture Content at Harvest: 10-15%
- High Rates of Carbon Sequestration

### **Highly Efficient Operations**

- Perennial Grass: Long Stand Life
- Minimal nutrient supplement requirements
- Heat and drought resistance

### **Sterile and Non-Invasive**

- Requires vegetative propagation

# Repreve Renewables

## □ Status

- Still a "Start-up"
- Commercial scale planting process developed
- 1-4 year yields meeting expectations
- Viable commercial sales models developed

## □ Short Term Plan (next year)

- Aggressively sell into markets available to us today
  - Bio Bedding
  - Chemtex Bio-fuels
- Confirm viable sales models
- Prove planting efficiency and yield at commercial scale

## □ Long Term Plan

- Define sustainable competitive advantages in all target markets
- Develop and execute business plans in appropriate markets



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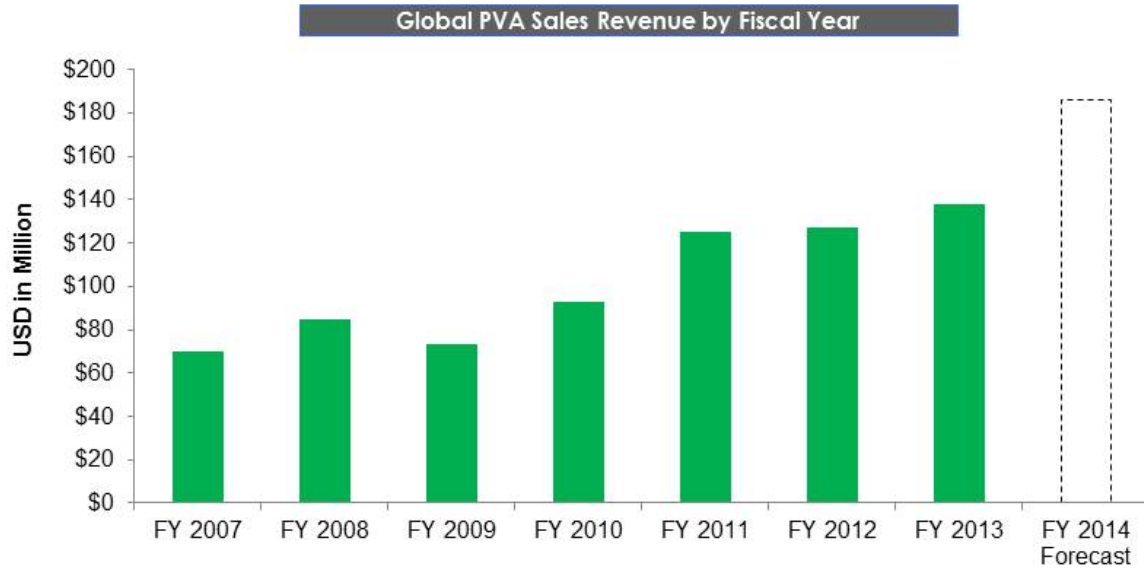
PVA – Premier Value Added Products

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# Branded/PVA Product Success

Premier Value-Added products are key for future growth

- PVA portfolio represented approximately 20% of consolidated sales in fiscal 2013
- Products utilized in apparel, contract, home furnishings, military, socks and hospitality
- Steady investment in R&D and commercialization of PVA products remains a strategic priority



Source: Unifi internal estimates



# Our PVA Brands

## Sustainability

REPREVE<sup>®</sup>  
recycled fiber by unifi

satura<sup>®</sup>  
solution dyed yarns by unifi



## Performance

ai<sup>o</sup>  
all-in-one performance yarns

A.M.Y.<sup>®</sup>  
antimicrobial yarns for odor control

satura<sup>®</sup> MAX<sup>®</sup>  
solution dyed yarns by unifi

mynx<sup>UV</sup>  
uv protective yarns by unifi

Sorbtek<sup>®</sup>  
moisture management yarns by unifi

Inhibit<sup>®</sup>  
flame retardant yarns by unifi

reflexx<sup>®</sup>  
stretch yarns by unifi

4t7<sup>™</sup>  
silver. the performance element.

## Touch & Texture

augusta<sup>®</sup>  
natural touch yarns by unifi

MicroVista<sup>®</sup>  
microfiber yarns by unifi



# REPREVE®

IT'S WHAT'S IN IT™

Made from recycled materials; including post-consumer plastic bottles & post-industrial fiber waste

- Product Transparency & Authenticity
  - SCS Certified for recycled content claims; Oeko-Tex certified
  -  **U|TRUST** VERIFICATION PROGRAM Program provides transparency throughout the supply chain with Unifi's unique & proprietary Fiberprint™ Technology
- Consistent Quality; Drop-in replacement
- Reputation
- Available Globally
- One brand; many product options
  - Filament Polyester & Nylon, Staple Polyester
  - Filament Performance Products; REPREVE Solution Dye, FR, Package Dyed, Moisture Management, etc.
  - PCR Chip



# REPREVE®

IT'S WHAT'S IN IT™





## Financial Overview

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(as presented during the 7<sup>th</sup> Annual Investor  
Update Meeting on September 16, 2013)

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## Liquidity and Debt Highlights

(Amounts in millions, except percentages)	<u>June 2010</u>	<u>June 2011</u>	<u>June 2012</u>	<u>June 2013</u>
Cash	\$ 43	\$ 27	\$ 11	\$ 9
Revolver Availability, net	74	52	38	36
<b>Total Liquidity</b>	<b>\$ 117</b>	<b>\$ 79</b>	<b>\$ 49</b>	<b>\$ 45</b>
2014 Notes Payable (11.5%)	\$ 179	\$ 134	\$ -	\$ -
Revolving Credit Facility	-	35	-	-
ABL Revolver	-	-	51	53
ABL Term	-	-	50	43
Term B Loan	-	-	21	-
Other	1	0	0	2
Total Debt	\$ 179	\$ 169	\$ 122	\$ 98
Less: Cash	(43)	(27)	(11)	(9)
<b>Net Debt</b>	<b>\$ 137</b>	<b>\$ 141</b>	<b>\$ 111</b>	<b>\$ 89</b>
YTD weighted average interest rate	11.4%	10.8%	9.3%	3.9%

- U.S. \$85mm interest rate swap; declines \$5mm per qtr.; until reaches \$50mm in May 2015
- LIBOR is fixed at 1.06%; hedge terminates in May 2017

## Cash Generation Trends

(\$ in millions)	<b>FY 2010</b>	<b>FY 2011</b>	<b>FY 2012</b>	<b>FY 2013</b>	<b>4 Year Average</b>	<b>FY 2014<sup>(1)</sup> Estimate</b>
Adjusted EBITDA	\$ 55	\$ 60	\$ 40	\$ 53	\$ 52	\$ 55
Capital expenditures	(13)	(21)	(6)	(9)	(13)	(17)
Cash interest payments	(21)	(19)	(17)	(4)	(15)	(3)
Cash taxes	(9)	(7)	(4)	(8)	(7)	(18)
EBITDA cash generation	<u>\$ 13</u>	<u>\$ 13</u>	<u>\$ 13</u>	<u>\$ 32</u>	<u>\$ 17</u>	<u>\$ 17</u>
Distributions from Equity Affiliates	3	6	11	15	9	11
Total cash generation	<u>\$ 16</u>	<u>\$ 19</u>	<u>\$ 23</u>	<u>\$ 47</u>	<u>\$ 26</u>	<u>\$ 28</u>

(1) FY 2014 Estimate based on management's estimates of:

- adjusted EBITDA based on range communicated during the Company's July 25, 2013 Earnings Conference Call;
- future annual capital expenditures (as disclosed in Form 10-k for the fiscal year ended June 30<sup>th</sup>, 2013);
- cash interest payments based on a weighted average interest rate of 3.4% and outstanding debt obligations of \$100 mm;
- cash taxes; and
- distributions from unconsolidated equity affiliates.

## Unifi, Inc. - Adjusted EBITDA Reconciliation

(Dollars in thousands)	FY 2010	FY 2011	FY 2012	FY 2013
Net income attributable to Unifi	\$ 10,685	\$ 25,089	\$ 11,491	\$ 16,635
Interest expense, net	18,764	16,679	14,152	3,791
Provision (benefit) for income taxes	7,686	7,333	(1,979)	13,344
Depreciation and amortization expense	26,312	25,562	26,225	23,860
<b>EBITDA</b>	<b><u>\$ 63,447</u></b>	<b><u>\$ 74,663</u></b>	<b><u>\$ 49,889</u></b>	<b><u>\$ 57,630</u></b>
Loss (gain) on extinguishment of debt	(54)	3,337	3,203	1,102
Loss on previously held equity affiliate	-	-	3,656	-
Non-cash compensation costs, net	2,555	1,361	2,382	2,287
Other	1,001	5,451	410	3,075
<b>Adjusted EBITDA including equity affiliates</b>	<b><u>\$ 66,949</u></b>	<b><u>\$ 84,812</u></b>	<b><u>\$ 59,540</u></b>	<b><u>\$ 64,094</u></b>
Equity in earnings of unconsolidated affiliates	(11,693)	(24,352)	(19,740)	(11,444)
<b>Adjusted EBITDA</b>	<b><u>\$ 55,256</u></b>	<b><u>\$ 60,460</u></b>	<b><u>\$ 39,800</u></b>	<b><u>\$ 52,650</u></b>

**UNIFI**®