

# **GILDAN 2022 INVESTOR DAY**

March 29<sup>th</sup>, 2022



# **AGENDA**



STRATEGIC
OVERVIEW
Glenn Chamandy
President & Chief Executive Officer



SALES &
MARKETING
Chuck Ward
President, Sales, Marketing
& Distribution



SUPPLY CHAIN &
MANUFACTURING
Israel David Salinas
SVP, Global Supply Chain
& Product Development

## 5 MINUTE BREAK



ESG
Peter Iliopoulos
SVP, Taxation, Sustainability
& Governmental Affairs

**Claudia Sandoval** VP, Corporate Citizenship



HUMAN CAPITAL
MANAGEMENT
Arun Bajaj
EVP, Chief Human Resources Officer
& Legal Affairs



FINANCIAL
OUTLOOK
Rhodri Harries
EVP, Chief Financial &
Administrative Officer

**5 MINUTE BREAK** 

Q&A

# FORWARD-LOOKING STATEMENTS

Certain statements included in this presentation constitute "forward-looking statements" within the meaning of the U.S. Private Securities Litigation Reform Act of 1995 and Canadian securities legislation and regulations, and are subject to important risks, uncertainties, and assumptions. This forward-looking information includes, amongst others, information with respect to our objectives and the strategies to achieve these objectives, as well as information with respect to our beliefs, plans, expectations, estimates, and including, without limitation, information relating to our three-year financial outlook, our expectation with regards to net sales, adjusted operating margin, return on net assets, capital investments or expenditures, information relating to our Next Generation ESG Framework and related targets, and information relating to the Company's sustainable growth strategy. Forward-looking statements generally can be identified by the use of conditional or forward-looking terminology such as "may", "will", "expect", "intend", "estimate", "project", "assume", "anticipate", "plan", "foresee", "believe", or "continue", or the negatives of these terms or variations of them or similar terminology. We refer you to the Company's filings with the Canadian securities' regulatory authorities and the U.S. Securities and Exchange Commission, as well as the risks described under the "Financial risk management", "Critical accounting estimates and judgments", and "Risks and uncertainties" sections of the Company's Management's Discussion and Analysis for the year ended January 2, 2022 for a discussion of the various factors that may affect the Company's future results. Information relating to our three-year financial outlook assumes no meaningful deterioration from the ongoing pandemic and related effects on our business. Other material factors and assumptions that were applied in drawing a conclusion or making a forecast or projection are also set out throughout this presentation and the Company's Management's Discu

Forward-looking information is inherently uncertain and the results or events predicted in such forward-looking information may differ materially from actual results or events. Material factors, which could cause actual results or events to differ materially from a conclusion, forecast, or projection in such forward-looking information, include, but are not limited to: the magnitude and length of economic disruption as a result of the worldwide coronavirus (COVID-19) pandemic and the more recent appearance of COVID variants, including the scope and duration of government mandated general, partial, or targeted private sector shutdowns, travel restrictions, social distancing measures, and the pace of mass vaccination campaigns; changes in general economic and financial conditions globally or in one or more of the markets we serve, including those resulting from the impact of the COVID-19 pandemic and the more recent appearance of COVID variants; our ability to implement our growth strategies and plans, including our ability to bring projected capacity expansion online; our ability to successfully integrate acquisitions and realize expected benefits and synergies; the intensity of competitive activity and our ability to compete effectively; our reliance on a small number of significant customers; the fact that our customers do not commit to minimum quantity purchases; our ability to anticipate, identify, or react to changes in consumer preferences and trends; our ability to manage production and inventory levels effectively in relation to changes in customer demand; fluctuations and volatility in the price of raw materials used to manufacture our products, such as cotton, polyester fibres, dyes and other chemicals from current levels; our reliance on key suppliers and our ability to maintain an uninterrupted supply of raw materials, intermediate materials and finished goods; the impact of climate, political, social, and economic risks, natural disasters, epidemics, such as the COVID-19 pandemic, in the countries in which we operate or sell to, or from which we source production; disruption to manufacturing and distribution activities due to such factors as operational issues, disruptions in transportation logistic functions, labour shortages or disruptions, political or social instability, weather-related events, natural disasters, epidemics and pandemics, such as the COVID-19 pandemic, and other unforeseen adverse events; the impacts of the COVID-19 pandemic on our business and financial performance and consequently on our ability to comply with the financial covenants under our debt agreements; compliance with applicable trade, competition, taxation, environmental, health and safety, product liability, employment, patent and trademark, corporate and securities, licensing and permits, data privacy, bankruptcy, anti-corruption, and other laws and regulations in the jurisdictions in which we operate; the imposition of trade remedies, or changes to duties and tariffs, international trade legislation, bilateral and multilateral trade agreements and trade preference programs that the Company is currently relying on in conducting its manufacturing operations or the application of safeguards thereunder; factors or circumstances that could increase our effective income tax rate, including the outcome of any tax audits or changes to applicable tax laws or treaties; changes to and failure to comply with consumer product safety laws and regulations; changes in our relationship with our employees or changes to domestic and foreign employment laws and regulations; negative publicity as a result of actual, alleged, or perceived violations of human rights, labour and environmental laws or international labour standards, or unethical labour or other business practices by the Company or one of its third-party contractors; changes in third-party licensing arrangements and licensed brands; our ability to protect our intellectual property rights; operational problems with our information systems as a result of system failures, viruses, security breaches, disasters, and disruptions due to system upgrades or the integration of systems; an actual or perceived breach of data security; our reliance on key management and our ability to attract and/or retain key personnel; changes in accounting policies and estimates; and exposure to risks arising from financial instruments, including credit risk on trade accounts receivables and other financial instruments, liquidity risk, foreign currency risk, and interest rate risk, as well as risks arising from commodity prices. The Company's ability to achieve its ESG targets, commitments and goals is further subject to, among others, its ability to access and implement all technologies, processes and methods necessary to achieve its targets, commitments and goals, its ability to leverage its supply chain and vertically integrated business model and its ability to source sustainable raw materials, as well as the development and performance of innovative technologies and the future use and deployment of such technologies and associated expected future results, and environmental policy, legislation and regulation.

These factors may cause the Company's actual performance and financial results in future periods to differ materially from any estimates or projections of future performance or results expressed or implied by such forward-looking statements. Forward-looking statements do not take into account the effect that transactions or non-recurring or other special items announced or occurring after the statements are made may have on the Company's business. For example, they do not include the effect of business dispositions, acquisitions, other business transactions, asset write-downs, asset impairment losses, or other charges announced or occurring after forward-looking statements are made. The financial impact of such transactions and non-recurring and other special items can be complex and necessarily depends on the facts particular to each of them. There can be no assurance that the expectations represented by our forward-looking statements will prove to be correct. The purpose of the forward-looking statements is to provide the reader with a description of management's expectations regarding the Company's future financial performance and may not be appropriate for other purposes. Furthermore, unless otherwise stated, the forward-looking statements contained in this presentation are made as of the date of this presentation, and we do not undertake any obligation to update publicly or to revise any of the included forward-looking statements, whether as a result of new information, future events, or otherwise unless required by applicable legislation or regulation. The forward-looking statements contained in this presentation are expressly qualified by this cautionary statement.

This presentation includes market data and forecasts with size of markets in which we operate. In some cases the Company relies on and refers to market data and certain industry forecasts that were obtained from third party surveys, market research, consultant surveys, publicly available information and industry publications and surveys that the Company believes to be reliable. Unless otherwise indicated, all market and industry data and other statistical information and forecasts contained in this presentation are based on independent industry publications, reports by market research firms or other published independent sources and other externally obtained data that the Company believes to be reliable. Some market and industry data, and statistical information and forecasts, are also based on management's estimates. Any such market data, information or forecast may prove to be inaccurate because of the method by which the Company obtains it or because it cannot always be verified with complete certainty given the limits on the availability and reliability of raw data, the voluntary nature of the data gathering process and other limitations and uncertainties



# STRONGER THAN EVER

**HEADING INTO OUR NEXT STAGE OF GROWTH** 

\$2.9B
Net Sales

Net sales above pre-pandemic levels ahead of full demand recovery

~20%
Adjusted Operating Margin<sup>(1)</sup>

Delivered record margins and fundamental improvement in margin profile

\$2.72

Adjusted Diluted EPS(1)

Strength of financial results translated to record earnings



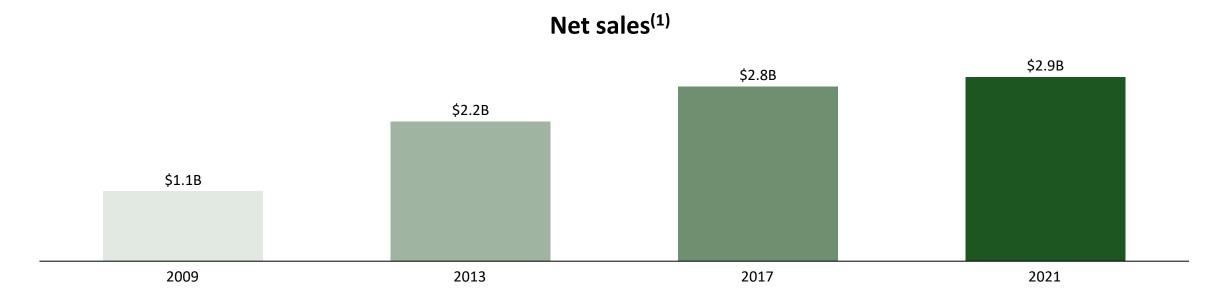
Record free cash flow driven by earnings growth and improved working capital management

Note: Reflects FY 2021 results

<sup>(1)</sup> Adjusted operating margin and adjusted diluted EPS are non-GAAP ratios and free cash flow is a non-GAAP financial measures do not have any standardized meanings prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other companies. The disclosures for these measures are incorporated by reference to section 17.0 "Definition and reconciliation of non-GAAP financial measures" of the Company's January 2, 2022 MD&A which was filed on February 24, 2022 and is available at <a href="https://www.sedar.com">www.sedar.com</a>. 2021 operating margin and diluted EPS are 22.3% and \$3.07, respectively.

<sup>(2)</sup> Includes net cash inflows of approximately \$75M due to the timing of insurance collections related to the 2020 hurricanes

# A LOOK AT GILDAN'S HISTORICAL GROWTH



#### **HIGH ORGANIC GROWTH**

Strong organic growth fueled by gains in US imprintables share

Development of **Central American** manufacturing hub

#### **EXPANSION INTO NEW AREAS**

Accelerated penetration into
International markets
Leveraged capabilities to
expand into retail
Acquired factory in Bangladesh

## **ACQUISITION-FUELED GROWTH**

Acquired brands, products, and distribution assets to expand growth platform, which added complexity to the business

#### **BACK TO BASICS**

Simplified the business by consolidating business units, rationalizing product portfolio, optimizing supply chain and driving cost advantage

Began development of major manufacturing hub in Bangladesh Further focus on vertical integration

# BUILDING ON BACK TO BASICS WITH GSG STRATEGY

## **Phase 1: Back to Basics**

# **Phase 2: Sustainable Growth**



Reinforced focus on wholesale model



**Reduced complexity** by eliminating underperforming and overlapping brands and SKUs



Consolidated manufacturing capacity in Central America by exiting higher cost facilities



**Exited to-the-piece** distribution and consolidated distribution centers to improve servicing and margins



**Realigned organization** under single business unit and streamlined global SG&A infrastructure

18 – 20% operating margins RONA ≥ 20%



## Capacity driven growth

Expanding our competitive advantage as a low-cost vertically integrated manufacturer



#### **Innovation**

Driving innovation across all facets of our organization



## **Environmental, Social and Governance**

Strengthening and leveraging ESG initiatives and strong track record

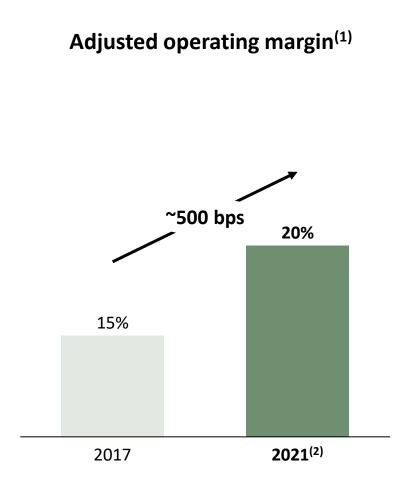
7 – 10% net sales growth(1)

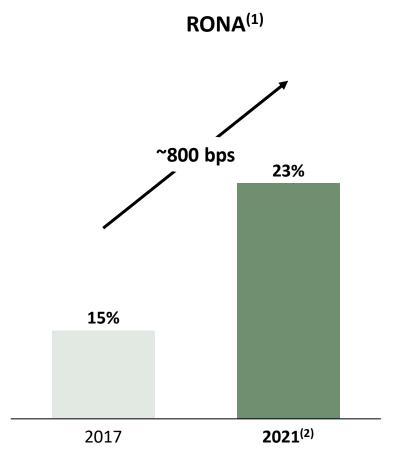
18 – 20% operating margins<sup>(1)</sup>

**RONA** ≥ 20%<sup>(1)</sup>

Creating value for all stakeholders

# CREATING VALUE THROUGH MARGIN EXPANSION AND CAPITAL EFFICIENCY







<sup>(1)</sup> These are non-GAAP ratios. These measures do not have any standardized meanings prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other companies. The disclosures for these measures are incorporated by reference to section 17.0 "Definition and reconciliation of non-GAAP financial measures" of the Company's January 2, 2022 MD&A which was filed on February 24, 2022 and is available at www.sedar.com.

<sup>(2) 2021</sup> adjusted operating margin and RONA results reflect one-time benefit stemming from the USDA's Pandemic Assistance for Cotton Users program of 60 and 70 bps, respectively

# MARKET SUCCESS FACTORS



# **Everyday low pricing**

Leveraging our low-cost competitive advantage to sustain everyday low-pricing



# Strong availability

Maintaining industry-leading product availability and servicing



# Superior product innovation

Delivering superior quality, value-driven and innovative products to our customers

Modernizing core offering while selectively introducing products in underpenetrated categories



# **Leading ESG**

Accentuating our leading sustainability standing as a competitive differentiator

Integrating ESG messaging into our product value proposition

# A FOCUSED GO-TO-MARKET STRATEGY



# **EFFICIENT WHOLESALE MODEL**

B<sub>2</sub>B

Large-scale replenishment orders

Limited product complexity

No fashion risk

























# CAPITAL ALLOCATION PRIORITIES

PRIORITIZING CAPITAL REINVESTMENT TO DRIVE ORGANIC GROWTH AND CAPITAL RETURNS VIA DIVIDENDS AND BUYBACKS



# **CAPEX**

Support capacity expansion through capital investment of 6-8% of net sales over the next 3 years<sup>(1)</sup>



# **Dividends**

**Annual dividend growth** 

GIL

# **Share Repurchases**

Discretionary return of capital to shareholders aligning to leverage framework



## M&A

Opportunistic M&A to strengthen organic growth capabilities

# A CLEAR PATH TO LONG-TERM VALUE CREATION(1)

## STRONG FOUNDATION

Vertically integrated, large-scale, low-complexity, low cost, responsible manufacturing

## **FAVORABLE MARKET DYNAMICS**

Well positioned to gain market share in an expanded addressable market driven by broader industry shifts

## SUSTAINABLE GROWTH STRATEGY

Leveraging and expanding our competitive advantage through capacity-driven growth, innovation, and continued focus on ESG



# COMPELLING PATH TO SHAREHOLDER VALUE CREATION

3-year net sales CAGR of 7% - 10%

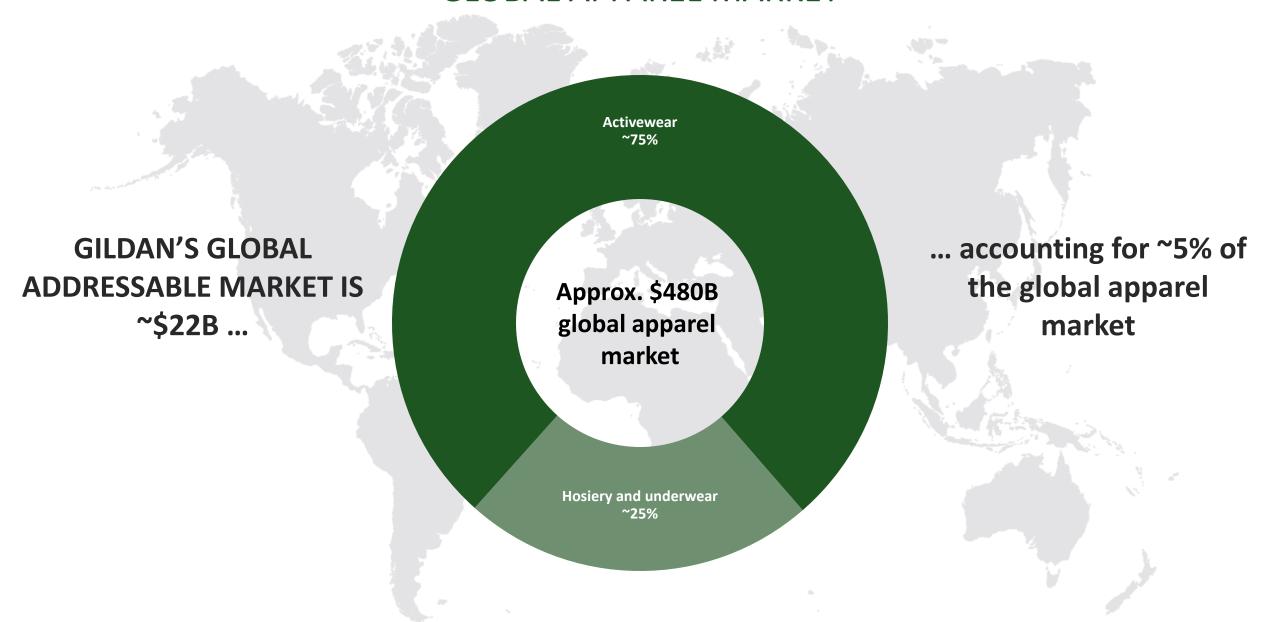
3-year adjusted operating margin 18% - 20%

Return on net assets ≥ 20%

Enhanced shareholder returns through dividends and share repurchases



# GLOBAL APPAREL MARKET



# GLOBAL ADDRESSABLE MARKET

## GILDAN HAS 14% MARKET SHARE PREDOMINANTLY IN NORTH AMERICA

#### MARKET BY MAJOR PRODUCT CATEGORY



#### MARKET BY GEOGRAPHIC AREA



# WELL POSITIONED TO CAPITALIZE ON FAVORABLE MARKET TRENDS



#### **CASUALIZATION**

Amplified by remote working conditions and healthier lifestyle trends



#### **CREATOR ECONOMY**

Digital models gaining ground increasing product accessibility to consumers and small business

Advances in digital printing technologies

Pandemic accelerated digital shift in consumer behavior



#### **PRIVATE BRANDS**

Continuing to gain traction at the expense of national brands



#### **NEARSHORING**

Customers looking for reliable supply chains to mitigate disruption risks



# ENVIRONMENTAL, SOCIAL & GOVERNANCE

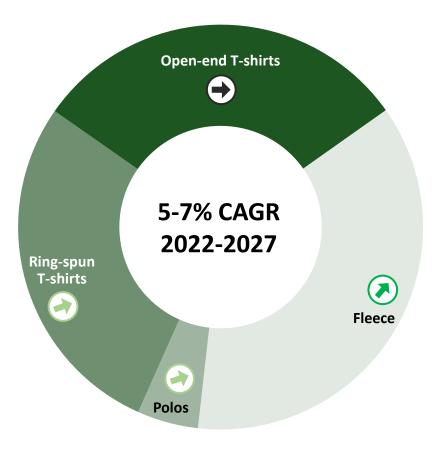
ESG considerations are gaining importance with all stakeholders

Industry shifts creating opportunities for large-scale, vertically integrated apparel manufacturers

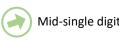
# NORTH AMERICAN ADDRESSABLE ACTIVEWEAR MARKET

**CURRENTLY CAPTURING APPROXIMATELY 18% OF AN \$11B ADDRESSABLE MARKET** 

## By major product group



Mid-to-high single digit



( Low to mid-single digit ( Low to mid-single digit

Casualization expected to continue driving growth as activewear becomes a wardrobe staple

Open-end Ts account for ~50% of the T-shirt market in dollars and 2/3 of the market in volume

**Growth in Fleece** projected to **outpace other** product categories

# NORTH AMERICAN ACTIVEWEAR VALUE CHAIN

#### ACTIVEWEAR FLOWS FROM MANUFACTURERS THROUGH GO-TO-MARKET CHANNELS BEFORE REACHING END-CUSTOMERS



## **GO-TO-MARKET CHANNELS**(1)

Sell blank and decorated apparel to end users through purchase occasions such as:

- Corporate and promotional
- Brick and Mortar and online retailers
- Digital printing
- Event merchandising and tourism
- Sports
- Collegiate













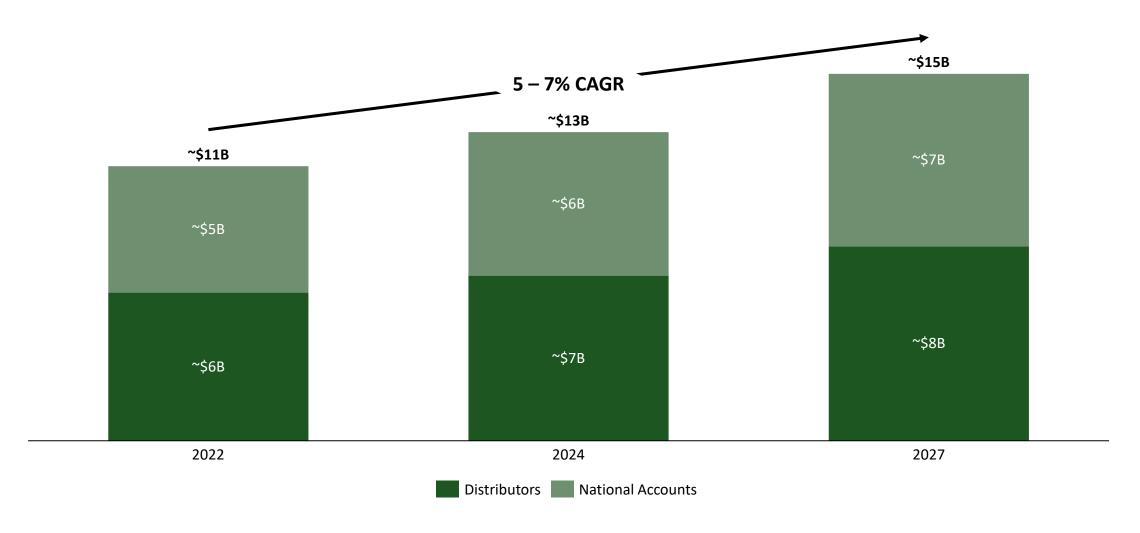






# NORTH AMERICAN ADDRESSABLE ACTIVEWEAR MARKET BY CHANNEL

## DISTRIBUTORS AND NATIONAL ACCOUNTS EXPECTED TO GROW AT MID-TO-HIGH SINGLE DIGITS



# **END-CUSTOMERS PURCHASE OCCASIONS**

#### NORTH AMERICAN BLANK ACTIVEWEAR MAINLY REACHES END CUSTOMERS VIA SIX DISTINCT PURCHASE OCCASIONS



# Corporate and promotional

~26%

Promotional products and corporate swag received for free, and uniforms

#### **Growth Drivers**

 Increased personalized apparel gifts driven by lack of in-person events and work from home expected to continue



# Brick and mortar and online retailers

~21%

Blank and decorated apparel purchased from large multi-brand retail stores, including online purchases

#### **Growth Drivers**

- Economic outlook to drive steady growth
- Casualization and work-from-home



## **Digital printing**

~15%

Decorated apparel purchased from small online businesses or social media shops, and for use at personal events

#### Growth Drivers

- Printing technology
- Creator economy
- Customization / Selfexpression



# Event merchandising and tourism

~14%

Decorated apparel purchased at concerts, festivals, and gift shops

#### **Growth Drivers**

 Recovery of travel and event-driven demand a tailwind through 2023



## Sports

~13%

Decorated apparel purchased at sporting events

#### **Growth Drivers**

 Recovery of eventdriven demand a tailwind through 2023



#### **Collegiate**

~11%

Decorated apparel purchased from university and school-affiliated organizations

#### **Growth Drivers**

 Return of in-person / on-campus activities a tailwind through 2023

Estimated 2022 addressable market share 100% = \$11B

# FOCUS BRANDS FOR ACTIVEWEAR

#### ADDRESSING ALL MARKET SEGMENTS THROUGH WELL ESTABLISHED OWNED AND THIRD-PARTY BRANDS













**GILDAN** 

## Make your mark

Delivering superior value through a full spectrum offer – From openend to ring-spun products in a wide variety of sizes, silhouettes, and colors

**COMFORT COLORS** 

## New shirt. Old Soul.

The original "lifestyle" garment dye brand that delivers worn-in comfort, 100% US cotton and sustainable pigment dye (CPD)

#### AMERICAN APPAREL

## Fit for Purpose

Delivering timeless, iconic styles for men and women, premium ring-spun

## THIRD-PARTY BRANDS

## Partner of choice

Partnering with leading lifestyle brands looking to improve their supply chain through resiliency and sustainability

# INDUSTRY LEADING PORTFOLIO AT EVERYDAY LOW PRICING

## **COMPETITIVE POSITIONING ACROSS A BROAD RANGE OF PRODUCTS**



**GILDAN** 

18500 ~\$9.99

Competitor A ~\$9.99

Competitor B ~\$4.44

Competitor A ~\$4.39

2001W ~\$3.99

**American** 

Apparel

Competitor B ~\$9.99

# PRODUCT INNOVATIONS IN T-SHIRTS

## MODERNIZING BASICS, INCREASING RING-SPUN MARKET PENETRATION

## **REINVIGORATING BASICS**



Redefining aesthetics, modernizing fit and branding to appeal to both wholesale and retail consumers

## **EZ-PRINT**



Ultra smooth, soft, ring-spun fabric with an enzyme wash treatment for enhanced DTG printability

**Become the Decorator's Choice** 

## **EXPANDING OUR RS OFFERING**



Hammer Heavyweight

100% ring-spun cotton
with modern fit and color
palette speaks to West
Coast streetwear trend



Softstyle Midweight

Everyday midweight T in subtle color palette addresses emerging trend towards heavier fabrics

# PRODUCT INNOVATIONS IN FLEECE

#### **EXPANDING OUR OFFERING TO FURTHER CAPITALIZE ON A RAPIDLY GROWING SEGMENT**

## **EXPANDING OUR FLEECE OFFERING**



**BASICS** 



**NEW – SOFTSTYLE** 



NEW - 3-END PLUSH

## Accessible price point

Multi-end use with crossover appeal available in a wide array of silhouettes and colors No-pill MVS fabric

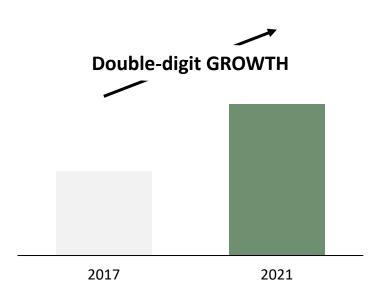
# Large market share opportunity

DTG-friendly ring-spun fleece, modern color offering and elevated product features

## **Premium price point**

Heavy and lightweight 3-end fleece offering with super soft and ultra-lofty fabric

## **GILDAN NET SALES**



**Highest growth** across activewear product category (2017-2021)

Addressable North American Fleece market valued at approximately \$4B

# INTERNATIONAL ACTIVEWEAR

#### INTERNATIONAL OPPORTUNITY REMAINS COMPELLING OVER THE LONGER-TERM

# Currently servicing ~60 countries from Central America and Bangladesh

## **EUROPE**

- Leverage **Bangladesh** to improve cost competitiveness and service core styles with direct shipping from manufacturing hubs
- Improving availability through a product line interchangeable with U.S. markets
- Exploring long-term opportunity of developing a national accounts revenue stream

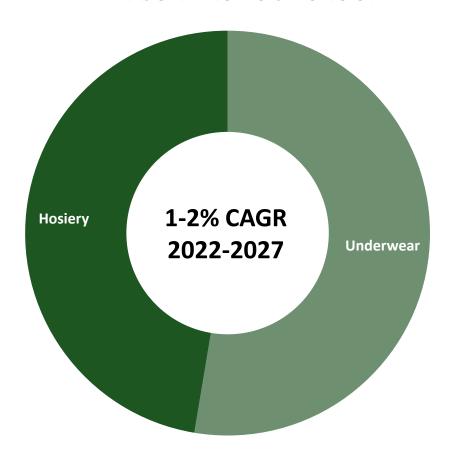
## **ASIA**

- Simplifying product offering to reduce complexity, improve planning and interchangeability of inventory
- Deepening relationship with key distributors by offering regional exclusivity arrangements

# NORTH AMERICAN ADDRESSABLE HOSIERY AND UNDERWEAR MARKET

**CURRENTLY CAPTURING APPROXIMATELY 10% OF A \$6B ADDRESSABLE MARKET** 





Retailers are looking to **nearshore supply chains** for quicker speed to market and better availability

Retailers continue to focus on their own exclusive programs or private brands

Organizations with **proven ESG track records** are becoming **suppliers of choice** 

# FOCUS BRANDS FOR HOSIERY

#### WELL-ESTABLISHED BRANDS AND SUPPLIER OF CHOICE FOR LIFESTYLE BRANDS AND MAJOR RETAILERS

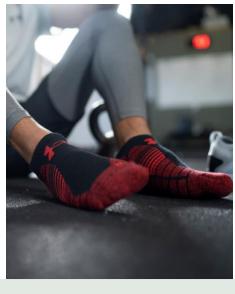
## **FOCUS BRANDS**



**GOLDTOE** 



**PEDS** 



THIRD-PARTY BRANDS

# Premium heritage brand

Durability, style and innovation

GOLDTOE

## Iconic Women's brand

Women's no-show sock solution for every shoe

peds

## Partner of choice

Leading lifestyle brands Retailers' private brands



# Strong demand from lifestyle brands looking to nearshore their supply chains

"Industry players are anticipating that Asia's status as the manufacturing lowcost leader will diminish and expect a step-change in nearshoring for the purpose of bolstering speed to market<sup>(1)"</sup>

(1) Bernstein Research

# FOCUS BRANDS FOR UNDERWEAR

#### SERVICING LARGE PRIVATE LABEL PROGRAMS AND THE GILDAN BRAND

## **FOCUS BRANDS**





**GILDAN** 

PRIVATE LABEL

Quality underwear and undershirts at a value price point

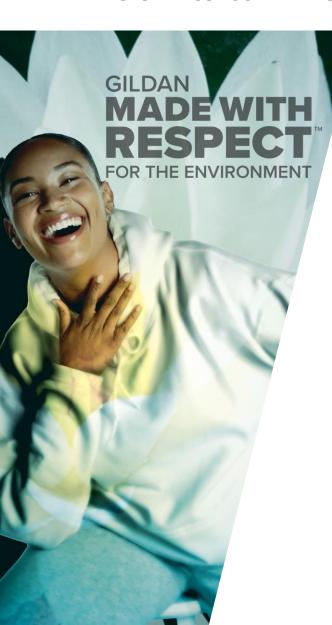
Expanding relationships with retailers to gain share and develop high volume, low complexity programs

Amongst best sellers across multiple Men's underwear categories at Amazon

Driving growth by expanding cotton assortment and premium offerings

# GILDAN RESPECTS, OUR ESG-CENTRIC MARKETING CAMPAIGN

## A GLOBAL CONSUMER-FACING PLATFORM TO DRIVE AWARENESS AND ESTABLISH OUR ESG AS A DIFFERENCIATING FACTOR



Made with respect for the future.

Made with respect for the land.

Made with respect for clean water.

Made with respect for Bangladeshi rivers.

Made with respect for our workers.

Made with respect for our climate.

Made with respect for human rights.

Made with respect for earth's finite water.

Made with respect for safe working conditions.

Made with respect for animal habitats.

Made with respect for delicate ecosystems.

Made with respect for renewable energy.

Made with respect for hand-me-downs.



STRIVING TO BE THE
BRAND THAT CREDIBLY
BREAKS OUTSIDE
THE EXPECTED
SUSTAINABILITY STORY



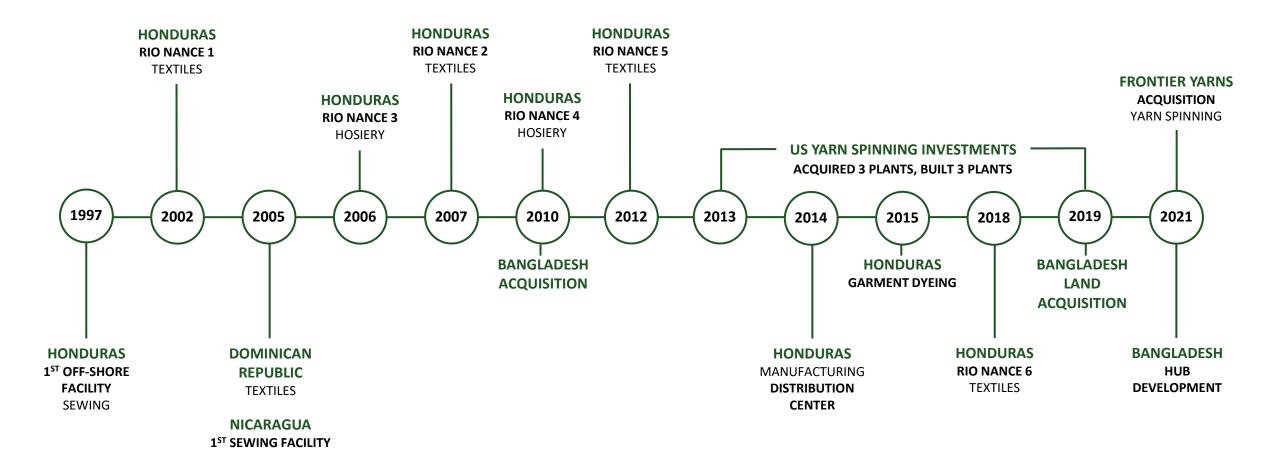






# A WORLD-CLASS, INDUSTRY-LEADING MANUFACTURING PLATFORM

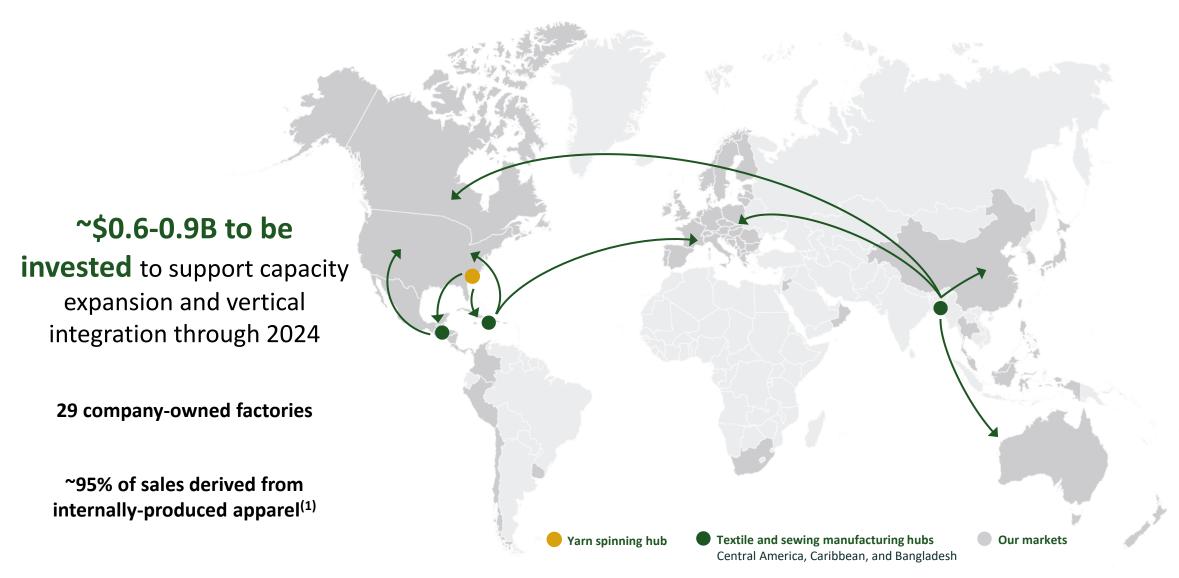
## MORE THAN TWO DECADES OF DEVELOPING LARGE-SCALE MANUFACTURING BASE



~\$2.1B of capital investment (1) over more than two decades

# GLOBAL, VERTICALLY-INTEGRATED MANUFACTURING INFRASTRUCTURE

LARGE-SCALE LOW-COST VERTICALLY INTEGRATED AND ENVIRONMENTALLY RESPONSIBLE



# A COMPETITIVE ADVANTAGE IN MANUFACTURING

## LARGE-SCALE LOW-COST VERTICALLY INTEGRATED AND ENVIRONMENTALLY RESPONSIBLE



## **Vertical Integration**

**Strong oversight** of our supply chain, leading to greater governance and control over operations

Enhanced efficiency by applying highly standardized and cost-effective processes across our operations

**Reduced supply chain disruption** due to direct control and ownership of the production cycle

## **Human Capital**

Strong localized management infrastructure with depth of talent

**Skilled workforce** with ~50K employees across North and Central America, the Caribbean, and Bangladesh

## **Large-Scale Manufacturing Capabilities**

**Strategically located** in low-cost and duty favorable geographies

**Cost competitiveness** stemming from fixed cost leverage and cost reduction initiatives

Flexible and resilient network of sewing facilities in Central America, the Caribbean and Bangladesh

## **Strong Balance Sheet**

**Strong balance sheet** to support capacity and working capital investments required to secure large programs

# OVERVIEW OF YARN SPINNING OPERATIONS

LEVERAGING OUR STATE-OF-THE-ART SPINNING ASSET BASE



Approx. \$600M of capital investment<sup>(1)</sup> to acquire, build, or modernize yarn spinning facilities inclusive of Frontier Yarns acquisition in late 2021

**Network of ten yarn spinning facilities** across the southeastern USA, in close proximity to cotton sources

Gildan accounts for approximately 40-45% of all domestically consumed US cotton

Internal production satisfying large majority of yarn requirements with the remainder met by third-party suppliers

# FRONTIER YARNS ACQUISITION

## FULLY INTEGRATING OE AND MVS YARN REQUIREMENTS AND SUPPORTING GROWTH

## **Frontier Yarns**

Founded in 1996, led by strong management team with significant industry experience

Leading producer of 100% cotton, polyester, and blended yarns

Primarily manufacturing on OE and MVS spinning technology

Four facilities located in North Carolina, employing approx. 800 employees

Long time supplier to Gildan, 40% of 2021 production sold to Gildan

## **Strategic Rationale**

- Reducing dependency on third-party suppliers
- ✓ Satisfying ~90% of Central America and Caribbean yarn requirements
- ✓ Supporting revenue growth in 2022 / 2023 and beyond
- ✓ Acquiring MVS and OE backing capacity to support fleece growth

# MANUFACTURING CAPACITY EXPANSION INITIATIVES

## COMMITTED EXPANSION INITIATIVES AND FUTURE OPPORTUNITIES COULD DRIVE UP TO \$2B IN INCREMENTAL SALES



#### **COMMITTED EXPANSION INITIATIVES**

## **Central America and the Caribbean**

- Capacity expansion to support incremental \$500M in sales within existing Central American and Caribbean footprint by end of 2022
- Strengthening our low-cost competitive advantage by further leveraging existing infrastructure

## **Vertical Integration in Yarn Spinning**

 Investing to modernize and expand facilities acquired via the Frontier Yarns acquisition

## **Kohinoor Phase 1**

- Building capacity in Bangladesh to support incremental \$500M in net sales
- First phase of new greenfield facility to support growth in both 2023 and 2024



#### **FUTURE EXPANSION OPPORTUNITIES**

#### **Kohinoor Phase 2**

 Opportunity for second phase to support incremental \$500M in sales beyond 2024

## **Vertical Integration in Bangladesh**

Exploring options to increase control over yarn supply chain in Bangladesh

#### Central America and the Caribbean

Exploring options to build a greenfield facility to support an incremental \$500M in sales beyond 2024

# **BUILDING CAPACITY IN BANGLADESH**

#### SUPPORTING GROWTH IN NORTH AMERICAN AND INTERNATIONAL MARKETS

#### GILDAN APPAREL BANGLADESH FACILITY

Maximizing existing facility output to support near-term demand

#### **Phase I Kohinoor Facility**

- On track to delivering production in Q1 2023
- Once ramped-up, Kohinoor will triple capacity in Bangladesh

Visual representation of completed facility







#### **Phase II Kohinoor Facility**

Opportunity for Phase II to support growth beyond 2024

# BENEFITS OF OPERATING IN BANGLADESH

Diversifying our manufacturing platform leveraging 10+ years of in country operating experience

Skilled workforce at competitive labor rates and availability of energy and raw materials further strengthening our low-cost competitive advantage

**Duty-free access** to targeted International markets

# MANUFACTURING INNOVATION

INCREASING THE SUSTAINABILITY AND LOWERING THE COSTS OF OUR PRODUCTS THROUGH AN UNWAVERING COMMITMENT TO INNOVATION

#### **Process-Related Innovations**

Focus on reducing both our carbon and water footprints while maintaining cost leadership, expanding capacity and improving flexibility

#### **Fabric-Related Innovations**

Developing processes and technologies to reduce our environmental footprint and improve product consistency and fostering partnerships with suppliers to benefit from external R&D

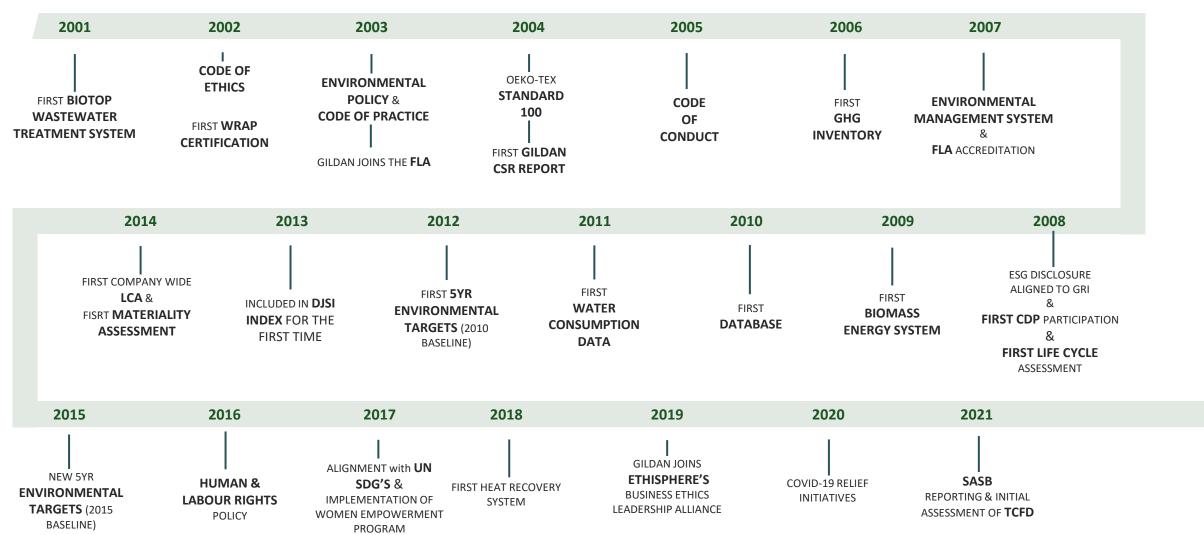






# A 20-YEAR JOURNEY IN THE MAKING

#### MORE THAN TWO DECADES OF DEVELOPING AND ACHIEVING ESG TARGETS



# GILDAN'S NEXT GENERATION ESG FRAMEWORK AND FUTURE TARGETS(1)



Climate, energy, and water

2030

Align to Science Based Targets initiative (SBTi)

Reduce Scope 1 and 2 GHG emissions by 30%

Reduce water intensity by 20%

#### **Circularity**

2025

Source 100% sustainable cotton

2027

Source 30% recycled polyester or alternative fibers and yarns

Use 75% recycled or sustainable packaging and trim materials

Achieve zero manufacturing waste

# Human capital management

2027

Achieve gender parity within the employee group encompassing Director level and above positions

2028

Obtain ISO 45001 certification for 100% of owned and operated facilities

# Long-term value creation

2026

Allocate 1% of pre-tax earnings towards community investment initiatives

# Transparency and disclosure

2022

Align to TCFD framework through stand-alone subsequent disclosure reporting, detailing our climate-related governance, strategy, risk management metrics, and targets while further enhancing and strengthening ESG disclosure across focus areas

# **ESG TODAY**

#### STRENGTHENING BUSINESS PERFORMANCE THROUGH IMPACTFUL ESG PROGRAMS



#### Human capital<sup>(1)</sup>

- ✓ **53%** of employees are covered by a collective bargaining agreement
- √ 97% of employees represented by formal joint management-worker EHS committees
- ✓ 23 factories with a health clinic on site
  - 56 doctors and 80 nurses on staff
- **↓ \$1.2M** invested in medicine and vaccines for employees



#### **Environment**(1)

- **√ 33%** of our energy use comes from renewable resources
- ✓ **11.4%** water intensity reduction (between 2015-2020)
- √ 4.9% reduction in waste intensity (between 2015-2020)
- √ 100% of our fabric cutting scraps recycled or repurposed



#### Communities<sup>(1)</sup>

- **85%** of all Gildan managers worldwide are local talent
- \$215M in annual spend with local suppliers in Bangladesh, Central America and the Caribbean
- **♦2.1M** donated to our communities
- **√ 354** schools supported in Central America and the Dominican Republic

#### **Awards and Recognitions**

Dow Jones
Sustainability Index

S&P Global
Sustainability Yearbook

2022 Carbon Clean 200™ list Corporate Knights –
Global 100 Most
Sustainable Corporations

Investor Business Daily – Top 100 ESG Companies of the Year



# **HUMAN CAPITAL MANAGEMENT**

~50K EMPLOYEES

**13 COUNTRIES** 

**LOCAL LEADERSHIP** 





# **HUMAN CAPITAL SUPPORTING GROWTH**



Management



60%

Of all management opportunities were filled via internal promotions

**Leadership Programs** 



Executive Coaching Leading the Gildan Way School of Leadership ATTRACT AND GROW

STRATEGIC PARTNERSHIPS

**DIVERSITY, EQUITY AND INCLUSION** 

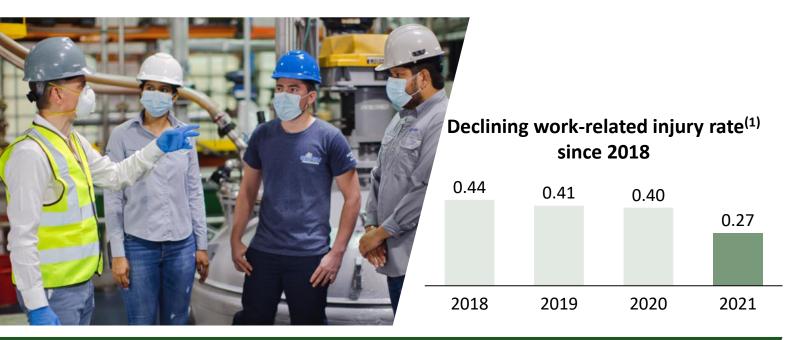
**TALENT MANAGEMENT** 

**EMPLOYEE WELL-BEING** 

**EMPLOYER OF CHOICE** 

Building a culture of development where every employee can leverage their full potential through experience, mentorship and learning initiatives

# **HEALTH AND SAFETY**



OUTSTANDING COVID-19 MANAGEMENT

Biosafety protocols
In-house COVID-19 testing
~75% vaccinated

AT THE FOREFRONT OF BEST PRACTICES

SIF prevention

H&S Culture

Dupont Bradley Curve

PROMOTING A
PREVENTION
CULTURE

Lowest work-related injury rate in the last 4 years

FY21: 4 factories with no recordable events

Gildan plans to attain the ISO 45001 certification at all its Company-owned and operated facilities by 2028.



Progress made:
Over 2,300 training hours
Standardizing processes
Conducting ISO 45001 based audits

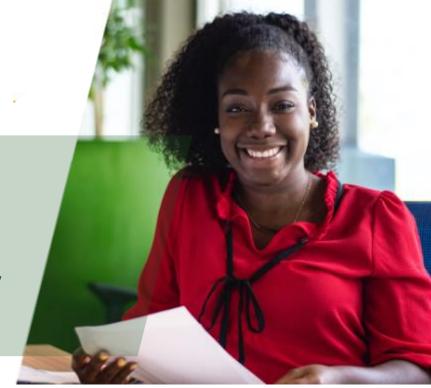
(1) Calculated as the rate per 200K hours

# **DIVERSITY EQUITY & INCLUSION**

EMBRACING THE DIVERSITY OF OUR
EMPLOYEES AND OUR COMMUNITIES, TO
CULTIVATE A PRODUCTIVE AND INNOVATIVE
ENVIRONMENT BY WELCOMING EVERY
INDIVIDUAL'S UNIQUENESS



Achieve gender parity within the employee group encompassing Director level and above positions by 2027



#### **GLOBAL DEI POLICY**

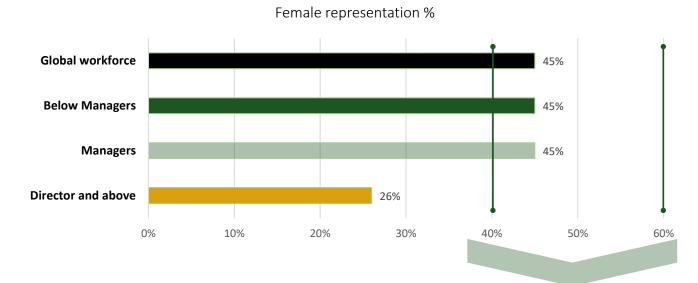
Formalize • Cultivate • Share

TRAINING AND AWARENESS PROGRAMS

**TALENT ACQUISITION BEST PRACTICES** 

**SUCCESSION PLANNING STRATEGIES** 

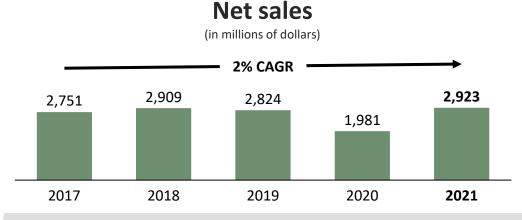
**MEASURE INCLUSION** 





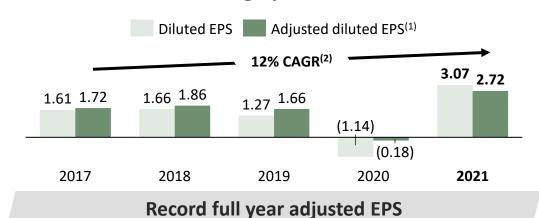
# STRONG FINANCIAL PERFORMANCE

#### SUPPORTED BY DELIVERING ON OUR BACK TO BASICS STRATEGY



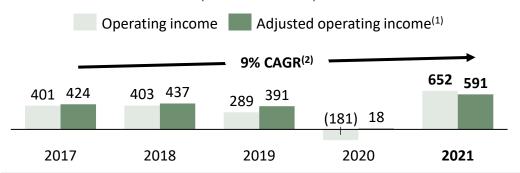
#### Net sales above pre-pandemic levels

# **Earnings per share**



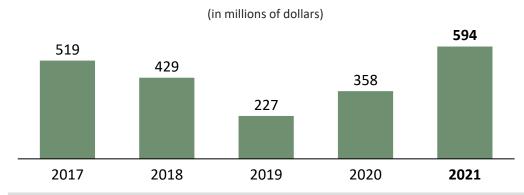
### **Operating income**





#### Record full year adjusted operating income

### Free cash flow<sup>(1)</sup>



Approx. \$2.1B generated from 2017-2021

<sup>(1)</sup> Adjusted diluted EPS is a non-GAAP ratios and adjusted operating income and free cash flow are non-GAAP financial measures. These measures do not have any standardized meanings prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other companies. The disclosures for these measures are incorporated by reference to section 17.0 "Definition and reconciliation of non-GAAP financial measures" of the Company's January 2, 2022 MD&A which was filed on February 24, 2022 and is available at www.sedar.com.

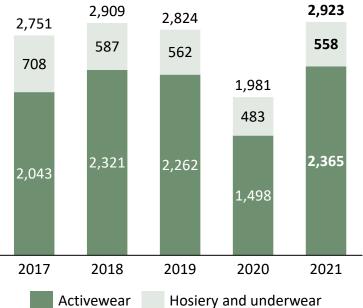
(2) CAGRs reflect the results of adjusted operating income and adjusted diluted EPS

# KEY CATEGORIES OF TOP-LINE GROWTH



## By major product category

(in millions of dollars)

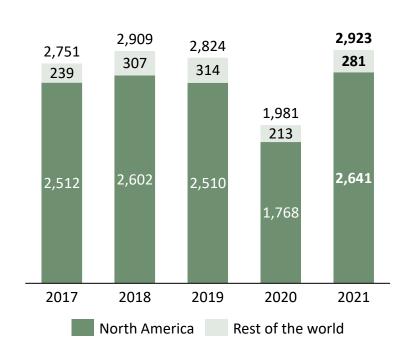


Activewear will continue to be major growth driver

Hosiery and Underwear shifting from headwind to tailwind

## By geographic area

(in millions of dollars)



North America remains our key geographic focus

Other regions recovery currently lagging but expected to come

# ENHANCED PROFITABILITY DRIVING STRONG RETURNS

#### BACK TO BASICS DELIVERED LOWER COST STRUCTURE, DRIVING PROFITABILITY IMPROVEMENT

12.6% 15.3%

24.9% 26.7%

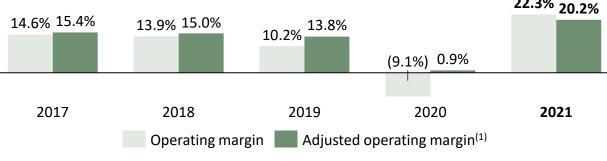
32.2% 30.9%

# Gross margin Balancing gross margin and volume growth going forward



# Operating margin Targeting 3-year adjusted operating margin in range of 18 – 20%





<sup>(1)</sup> These are non-GAAP ratios. These measures do not have any standardized meanings prescribed by IFRS and are therefore unlikely to be comparable to a similar measure presented by other companies. The disclosures for these measures are incorporated by reference to section 17.0 "Definition and reconciliation of non-GAAP financial measures" of the Company's January 2, 2022 MD&A which was filed on February 24, 2022 and is available at www.sedar.com.

29.1% 29.1%

27.7% 27.7%



# BACK TO BASICS ENABLING STRONG ASSET UTILIZATION

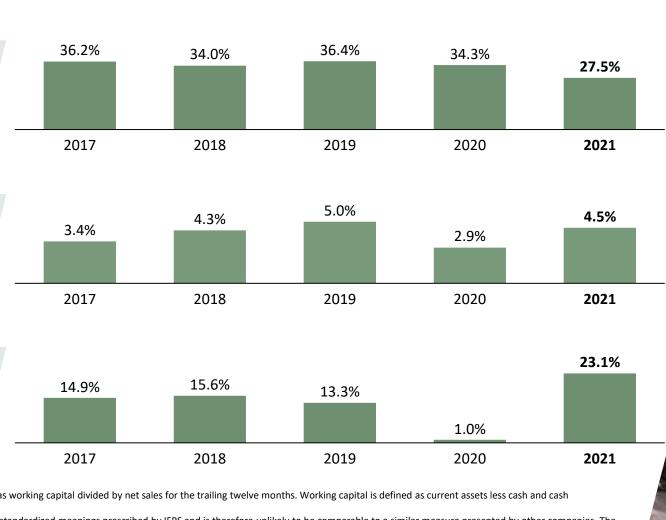
#### SIMPLIFICATION AND STREAMLINED FOCUS DRIVING IMPROVED ASSET RETURNS



# **CAPEX** as a percentage of net sales

Capital intensity of 6 - 8% for 2022-2024





<sup>(1)</sup> Working capital as a percentage of net sales is calculated as working capital divided by net sales for the trailing twelve months. Working capital is defined as current assets less cash and cash equivalents and current liabilities.

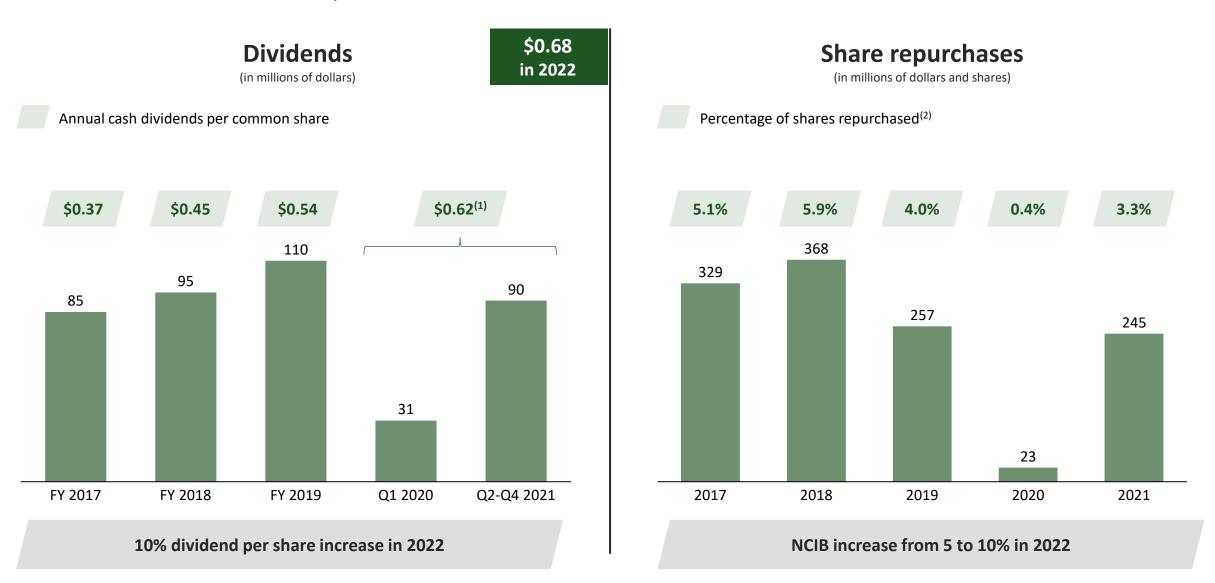


<sup>(2)</sup> This is a non-GAAP ratio. This measure does not have any standardized meanings prescribed by IFRS and is therefore unlikely to be comparable to a similar measure presented by other companies. The disclosures for this measure are incorporated by reference to section 17.0 "Definition and reconciliation of non-GAAP financial measures" of the Company's January 2, 2022 MD&A which was filed on February 24, 2022 and is available at www.sedar.com.

<sup>(3)</sup> Results reflect a 70 bps one-time benefit stemming from the USDA's Pandemic Assistance for Cotton Users program

# STRONG TRACK RECORD OF CAPITAL RETURNS

IN EXCESS OF \$1.6B OF CAPITAL RETURNED TO SHAREHOLDERS OVER THE PAST FIVE YEARS

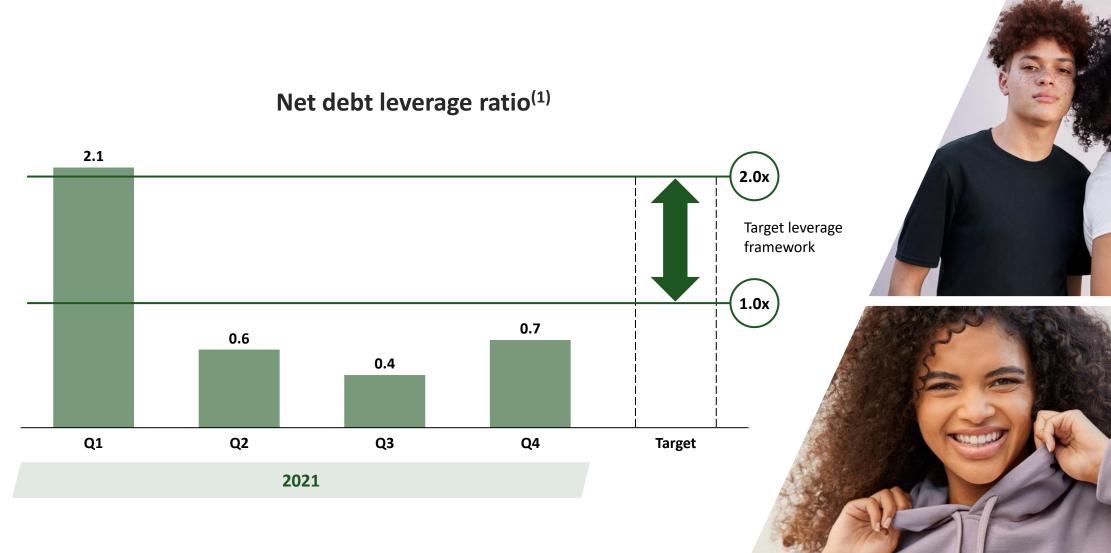


<sup>(1)</sup> Quarterly cash dividend suspended in the first quarter of 2020 and reinstated on May 5, 2021

<sup>(2)</sup> Calculated as the number of common shares repurchased for cancellation during the fiscal year divided by the public float as at the reference date for the normal course issuer bid

# STRONG BALANCE SHEET TO SUPPORT CAPITAL ALLOCATION PRIORITIES

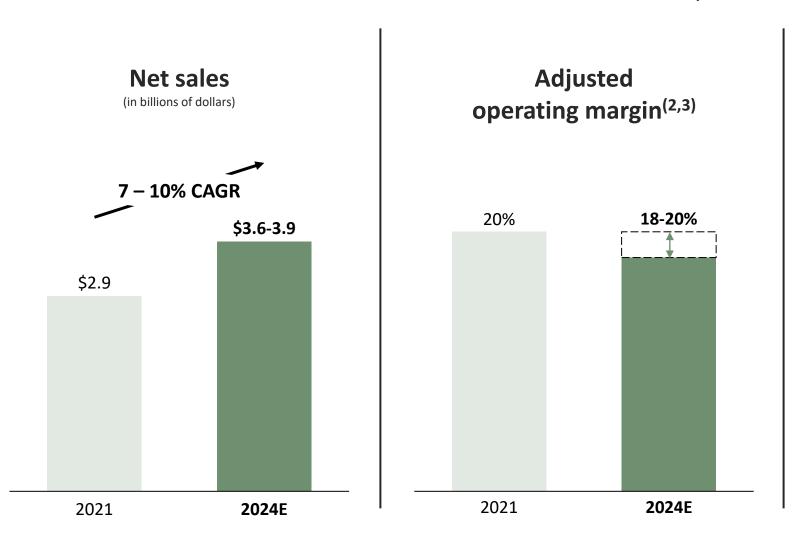
WELL POSITIONED FOR STRONG ONGOING RETURN OF CAPITAL



<sup>(1)</sup> This is a non-GAAP ratio. This measure does not have any standardized meanings prescribed by IFRS and is therefore unlikely to be comparable to a similar measure presented by other companies. The disclosures for this measure are incorporated by reference to section 17.0 "Definition and reconciliation of non-GAAP financial measures" of the Company's January 2, 2022 MD&A which was filed on February 24, 2022 and is available at www.sedar.com.

# 3-YEAR FINANCIAL OUTLOOK(1)

#### CREATING SHAREHOLDER VALUE BY DELIVERING ON REVENUE GROWTH, TARGET MARGINS AND CAPITAL ALLOCATION



# **Capital allocation**

#### **CAPEX investment of 6-8%**

of net sales over the 3-year period

## **Annual dividend growth**

#### **Continued share repurchases**

in line with our 1-2x leverage framework and valuation considerations

#### M&A

Opportunistic M&A to strengthen organic growth capabilities

<sup>(1)</sup> See slide entitled "Forward-Looking Statements" on page 3

<sup>(2)</sup> This is a non-GAAP ratio. This measure does not have any standardized meanings prescribed by IFRS and is therefore unlikely to be comparable to a similar measure presented by other companies. The disclosures for this measure are incorporated by reference to section 17.0 "Definition and reconciliation of non-GAAP financial measures" of the Company's January 2, 2022 MD&A which was filed on February 24, 2022 and is available at www.sedar.com.

<sup>(3)</sup> Results reflect a 60 bps one-time benefit stemming from the USDA's Pandemic Assistance for Cotton Users program

# A CLEAR PATH TO LONG-TERM VALUE CREATION(1)

#### STRONG FOUNDATION

Vertically integrated, large-scale, low-complexity, low cost, responsible manufacturing

#### **FAVORABLE MARKET DYNAMICS**

Well positioned to gain market share in an expanded addressable market driven by broader industry shifts

#### SUSTAINABLE GROWTH STRATEGY

Leveraging and expanding our competitive advantage through capacity-driven growth, innovation, and continued focus on ESG



# COMPELLING PATH TO SHAREHOLDER VALUE CREATION

3-year net sales CAGR of 7% - 10%

3-year adjusted operating margin 18% - 20%

Return on net assets ≥ 20%

Enhanced shareholder returns through dividends and share repurchases





