# SECURITIES AND EXCHANGE COMMISSION 

Washington, D. C. 20549
$\qquad$

FORM 10-K

## Annual Report Pursuant to Section 13 or 15(d) of the

## Securities Exchange Act of 1934

## PHILLIPS-VAN HEUSEN CORPORATION

200 Madison Avenue

New York, New York 10016

(Address of principa<br>executive offices)

212-381-3500
(Registrant's
telephone number)

Indicate by check mark whether registrant (1) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months and (2) has been subject to such filing requirements for at least 90 days.
$\qquad$ No $\qquad$

Indicate by check mark if disclosure of delinquent filers pursuant to tem 405 of Regulation S-K is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K. ( )

The aggregate market value of the voting stock of registrant held by nonaffiliates of the registrant as of April 3, 2000 was approximately \$202,000, 000 .

Number of shares of Common Stock outstanding as of April 3, 2000: 27,289, 869 .

## DOCUMENTS INCORPORATED

 BY REFERENCEName of Each Exchange

Title of Each Class
Common Stock, $\$ 1.00$ par value Preferred Stock Purchase Rights

## New York Stock Exchange <br> New York Stock Exchange

Forward-looking statements in this Form 10-K report including, without
limitation, statements relating to the Company's plans, strategies, objectives, expectations and intentions, are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Investors are cautioned that such forward-looking statements are inherently subject to risks and uncertainties, many of which cannot be predicted with accuracy, and some of which might not be anticipated, including, without limitation, the following: (i) the Company's plans, strategies, objectives, expectations and intentions are subject to change at any time at the discretion of the Company; (ii) the levels of sales of the Company's apparel and footwear products, both to its wholesale customers and in its retail stores, and the extent of discounts and promotional pricing in which the Company is required to engage, all of which can be affected by weather conditions, changes in the economy, fashion trends and other factors; (iii) the Company's plans and results of operations will be affected by the Company's ability to manage its growth and inventory; and (iv) other risks and uncertainties indicated from time to time in the Company's filings with the Securities and Exchange Commission.

## PART I

## Item 1. Business

Unless the context otherwise requires, the term "Company" means
hillips-Van Heusen Corporation ("PVH") and its subsidiaries
("Subsidiaries"). The Company's fiscal year is based on the 52-53 week period generally ending on the Sunday on or closest to January 31 and is
designated by the calendar year in which the fiscal year commences. The Company derives market share data information used herein from various industry sources.

## Overview

The Company is a leading marketer of men's, women's and children's
apparel and footwear. Its roster of brands includes Van Heusenâ
, the number one dress shirt in America; G.H. Bass \& Co.â
, the leading brand of men's, women's and children's casual footwear;
Geoffrey Beeneâ
, the leading designer dress shirt label; DKNYâ
dress shirts, the fastest growing dress shirt brand in American department stores; and IZODâ
, a leading sportswear brand. The Company also markets dress shirts under the John Henryâ and Manhattanâ brands, and has just begun marketing FUBUâ dress shirts in the Spring of 2000.

The Company is brand focused, managing the design, sourcing and manufacturing of substantially all of its products on a brand by brand basis. The Company's products include dress, sport and knit shirts, casual shoes and, to a lesser extent, sweaters, neckwear, furnishings, bottoms, outerwear and leather and canvas accessories. Approximately $23 \%$ of the Company's net sales in fiscal 1999 were derived from sales of dress shirts, $30 \%$ from sales of footwear and related products and $47 \%$ from sales of other apparel goods, primarily branded sportswear. The Company markets its products at a wholesale level through national and regional department store chains and also directly to consumers through its own retail stores, generally located in factory

The Company owns the Van Heusen (in the Americas), Bass and Izod brand trademarks. The Geoffrey Beene brand is licensed for dress shirts and men's and women's sportswear under agreements with Geoffrey Beene, Inc., the DKNY brand is licensed for dress shirts under an agreement with Donna Karan Studio, the John Henry and Manhattan brands are licensed for dress shirts under an agreement with Perry Ellis International and FUBU is licensed for dress shirts under an agreement with GTFM, LLC.

The Company's principal brands enjoy national recognition in their respective sectors of the market. In the United States, Van Heusen is the best-selling dress shirt brand and one of the best-selling men's woven sport shirt brands, and Geoffrey Beene is the best-selling designer dress shirt brand. The Company believes that it is the largest supplier of dress shirts, including its branded, designer and private label offerings, in the United States. Izod is one of the best-selling men's sweater brands and one of the best-selling men's basic knit shirts in the United States. Bass is a leading brand of men's, women's and children's casual shoes at the moderate price range in the United States. In addition, the Izod Club brand, which the Company owns and licenses to Oxford Industries, is a leading golf apparel brand in pro shops and resorts.

The Company markets its brands to different segments of the market, appealing to varied demographic sectors and a broad spectrum of consumers. This diversity of the Company's brands is intended to minimize competition among the brands. The Van Heusen brand, designed to target the moderate price range, appeals to a fashion sensitive 'middle American' consumer. The typical Bass consumer is fashion conscious with a sense of individuality, attitude and a youthful, spirited point of view. The Company's Izod brand is 'active inspired', designed to sell on the main floor of department stores largely in knitwear categories in the moderate to upper moderate price range. Geoffrey Beene is designed for a more fashion-forward consumer and is targeted to the upper moderate price range. The Company's products are designed to appeal to relatively stable demographic sectors and generally are not reliant on rapidly changing fashion trends.

Consistent with its strategy of developing its brands, the Company has focused on the wholesale sector -- primarily department stores -- as the key source of distribution for its products. The Company believes that the wholesale channel generally, and department stores specifically, provide the best means of promoting a fully conceptualized image for each of its brands and of securing broad awareness of its products and image. The Company's wholesale customers for its products include May Co., Federated, JC Penney, Belk's, Dillard's and Saks, Inc.

While focused on the wholesale sector, the Company also sells its products directly to consumers in Company-owned stores located primarily in factory outlet retail malls. At the end of fiscal 1999, the Company operated 646 stores. The stores are operated in four brand formats -- Van Heusen, Bass, Izod and Geoffrey Beene. Van Heusen and Bass, followed by Izod, are in the broadest range of malls. Geoffrey Beene stores are located in malls in the gathering of market intelligence and effective inventory control.

The Company was incorporated in the State of Delaware in 1976 as the successor to a business begun in 1881, and, with respect to Bass, a business begun in 1876. The Company's principal executive offices are located at 200 Madison Avenue, New York, New York 10016; its telephone number is (212) 381-3500.

## Apparel

## Dress Shirts

The Company's dress shirts currently are marketed principally under the Van Heusen, Geoffrey Beene, DKNY, John Henry, Manhattan and FUBU brands. The Van Heusen and Geoffrey Beene brands are the leaders in men's dress shirts in their respective categories, with a combined 1999 unit share in the key United States department store sector of $30 \%$, while the DKNY brand increased its share to $3 \%$ from less than $1 \%$ in 1998. In addition, the Company markets its dress shirts under the Etienne Aigner brand and through private label programs.

Van Heusen brand dress shirts have provided a strong foundation for the Company for most of its history and now constitute the best-selling dress shirt brand in the United States. The Van Heusen dress shirt is marketed at wholesale in the moderate price range to major department stores and men's specialty stores nationwide, including Federated, May Co., JC Penney, Saks, Inc., Belk's and Mervyns. Its primary competitors are 'Arrow' brand and private label shirts.

The Company markets Geoffrey Beene brand men's dress shirts under a license agreement with that designer, which expires in 2003, and which may be extended, at the Company's option, through 2013. Geoffrey Beene dress shirts are the best-selling designer dress shirts in the United States. Geoffrey Beene dress shirts are sold in the upper moderate price range to major department stores and men's specialty stores nationwide, including Federated, Dayton's, May Co. and Saks, Inc.

DKNY brand dress shirts are sold in the better price range to major department stores and men's specialty stores nationwide, including Federated, May Co. and Saks, Inc. DKNY dress shirts are targeted to younger and more contemporary customers. John Henry brand dress shirts are sold in the moderate price range, primarily to Sears. Manhattan brand dress shirts are sold in the lower price range to discount chains, including Wal-Mart and KMart. FUBU brand dress shirts, which are now first being introduced, are sold in the better price range to department stores, including Federated and JC Penney.

Private label programs offer the retailer the ability to create its own line of exclusive merchandise and give the retailer control over distribution of the product. Private label represents an opportunistic business which leverages the Company's strong design and sourcing expertise. The Company's do not have the same level of consumer recognition as branded products and private label manufacturers do not generally provide retailers with the same breadth of services and in-store sales and promotional support as branded manufacturers. The Company markets at wholesale dress shirts under private labels to major national retail chains and department stores, including JC Penney, Sears, May Co. and Federated. The Company believes it is one of the largest marketers of private label dress shirts in the United States.

The Company's sportswear products are marketed principally under the Van Heusen, Izod and Geoffrey Beene brands.

Van Heusen is one of the best-selling men's woven sport shirt brands in the United States. Van Heusen apparel also includes knit sport shirts sweaters and golf apparel. Like Van Heusen branded dress shirts, Van Heusen branded sport shirts and sweaters are marketed at wholesale in the moderate price range to major department stores and men's specialty stores nationwide, including JC Penney, Mervyns, May Co., Belk's and Federated. The Company believes that the main floor classification business in department stores is becoming increasingly important and that there are few important brands in that category. As a result, the company believes that the success of Van Heusen dress shirts in department stores where it is part of the stores' classification offerings supports its presence in the department stores' sportswear classification offerings and presents a significant opportunity for further development.

The product mix targeted for the Company's Van Heusen stores is intended to satisfy the key apparel needs of men from dress furnishings to sportswear and of women for sportswear. Van Heusen stores' merchandising strategy is focused on achieving a classic and/or updated traditional look in range of primarily moderate price points. Target customers represent the broadest spectrum of the American consumer.

Izod occupies a major presence in department stores as a main floor ifestyle classification sportswear brand. Izod branded apparel products consist of active inspired men's and women's sportswear, including sweaters, knitwear, slacks, fleecewear and microfiber jackets. Izod men's sweaters and knit shirts are among the best selling products in their categories in the United States. Izod products are marketed in the moderate to upper moderate price range in major department store locations, including May Co., Federated, JC Penney, Saks, Inc. and Belk's.

The Company continues to grow its Izod product line beyond the core of the pique knit shirt and, as a result, has expanded its wholesale customer base significantly. The company has expanded the Izod brand to include apparel appropriate for the fall and winter seasons, including long-sleeve knit shirts, fleecewear and microfiber jackets.

The company's Izod stores offer men's and women's golf apparel appropriate for playing the game and sportswear suitable for business and casual
occasions. The product assortments cater to men and women with fashionable, classic taste, and are marketed in the moderate to upper moderate price category.

Geoffrey Beene brand sportswear is marketed at wholesale under the same license agreement as Geoffrey Beene dress shirts. Products are marketed in the upper moderate price range in department and men's specialty stores, including Federated and Daytons, and include men's sport shirts and knit tops.

The Company's Geoffrey Beene stores offer men's and women's apparel and accessories. Men's apparel is comprised of dress shirts and furnishings, as well as casual and dress casual sportswear, while the women's product mix is a combination of casual and dress casual sportswear. The merchandising strategy is focused on an upscale, fashion forward consumer who is prepared to purchase apparel in the upper moderate price range. The Company offers

The Company's extensive resources in both product development and sourcing have permitted it to market successfully private label sport shirts to major retailers, including Wal-Mart, Target and Sears. The Company also markets private label sport shirts to companies in service industries, including major airlines and food chains. The Company believes it is one of the largest marketers of private label sport shirts in the United States.

## Footwear and Related Products

The Company markets a broad range of updated casual and dress casual shoes and related products for men, women and children under the Bass brand. The brand has a long history of highly recognizable and innovative products. Bass is a leading brand of men's, women's and children's casual shoes at the moderate price range in the United States.

With the continued trend to a more casual workplace, the Company believes Bass is well-positioned to deliver appropriate fashion products. Modern and contemporary styled footwear is leading the market while traditional and classic styles of footwear continue to be less important. The Bass brand's updated casual and dress casual footwear assortments fit directly into this trend.

Bass' traditional wholesale customers are major department stores and specialty shoe stores throughout the United States, including Federated, May Co., Dillard's, Belk's and Saks, Inc. The Company also markets its Bass footwear internationally to retailers in Europe, Canada, South America, the Middle East, Africa and Asia. All Bass footwear is designed in-house to maintain tight control of the styling and quality offered by the brand.

The Company's Bass stores typically carry a modified assortment of Bass footwear from its wholesale lines, as well as styles not available in the wholesale lines in the moderate price range. The stores also carry apparel and accessories for men, women and children and other complementary products not sold to wholesale customers.

## Competition

The apparel industry is highly competitive due to its fashion orientation, its mixture of large and small producers, the flow of domestic and imported merchandise and the wide diversity of retailing methods. Some of the larger dress shirt competitors include: Cluett American ('Arrow' brand); Salant Corporation ('Perry Ellis' brand); Smart Shirt (private label shirt division of Kellwood); Capital Mercury (private label shirts); and Oxford Industries (private label shirts). Some of the larger sportswear competitors include: Warnaco ('Chaps' brand); Supreme International ('Natural Issue' brand), 'Arrow' sport shirts and various private label competitors, including Smart Shirt and Capital Mercury.

The footwear industry is characterized by fragmented competition. Consequently, retailers and consumers have a wide variety of choices regarding brands, style and price. However, over the years, Bass has maintained its important position in the casual footwear market, while extending the brand's offerings in modern, contemporary casual and dress casual styles. Few of its competitors have the overall men's and women's brand recognition of Bass.

The Company's primary competitors include Dexter, Timberland, Rockport and Sperry. The Company believes, however, that it has a more extensive line of footwear for both genders and children and in a broader price range than any of its competitors.

Based on the variety of the apparel and footwear marketed by the Company, the various channels of distribution it has developed, its logistics and sourcing expertise, and the strength of the Company's brands, the Company believes it is particularly well-positioned to compete in the apparel and footwear industries.

## Merchandise Design and Product Procurement

The Company employs separate teams of designers, product line builders and merchandise product development groups for each of its brands, creating a structure that focuses on the brand's special qualities and identity. These designers, product line builders and product developers consider consumer taste, fashion trends and the economic environment when creating a product plan for a particular season for their brand. The Company also employs sourcing specialists for each brand who focus on the manufacturing and sourcing needs of the particular brand. In addition, the Company operates a world-wide network of foreign offices and buying agents for purposes of providing technical support and quality control to those sourcing specialists. The merchandise manufactured by the Company, as well as the vast majority of its sourced products, are planned, designed and sourced through the efforts of its various merchandise/product development and sourcing groups.

The process from initial design to finished product varies greatly, but generally spans nine to 12 months prior to each selling season. Apparel and footwear product lines are developed primarily for two major selling seasons, spring and fall. However, certain Company product lines require more frequent introductions of new merchandise. Raw materials and production commitments are generally made four to 12 months prior to production and quantities are finalized at that time. In addition, sales are monitored regularly at both the retail and wholesale levels and modifications in production can be made both to increase or reduce inventories.

A portion of the Company's dress shirts are manufactured in the Company's domestic apparel manufacturing facility in Alabama as well as Companyowned facilities in Costa Rica and Honduras. However, most of the Company's dress shirts and substantially all of its sportswear are sourced and manufactured to the Company's specifications by independent manufacturers in the Far East, Middle East and Caribbean areas who meet its quality and cost requirements. Footwear is manufactured by independent manufacturers which meet the Company's quality and cost requirements, principally located in Italy, the Far East and Brazil.

The Company's foreign offices, located principally in Hong Kong, China, Taiwan, the Philippines, Central America and the Asian Subcontinent enable the Company to monitor the quality of the goods manufactured by, and the delivery performance of, its suppliers. The Company continually seeks additional suppliers throughout the world for its sourcing needs and places its orders in a manner designed to limit the risk that a disruption of production at any one facility could cause a serious inventory problem. The Company has not experienced significant production delays or difficulties in importing goods. The Company's purchases from its suppliers are effected through individual purchase orders specifying the price and quantity of the items to be produced. Generally, the Company does not have any long-term, formal arrangements with any of the suppliers which manufacture its products. The Company believes that it is the largest customer of many of its manufacturing suppliers and that its long-standing relationships with its suppliers

The Company purchases raw materials, including fabric, buttons, thread, labels, yarn, piece goods and leather, from domestic and foreign sources based on quality, pricing and availability (including quotas and duties). The Company believes it is one of the largest procurers of shirting fabric worldwide and purchases the majority of its shirting fabric from overseas manufacturers, due, principally, to decreased domestic production. The Company monitors factors affecting textile production and imports and remains flexible in order to exploit advantages in obtaining materials from different suppliers and different geographic regions. No single supplier of raw materials is critical to the Company's production needs and the Company believes that an ample number of alternative suppliers exist should the Company need to secure additional or replacement raw materials.

## Advertising and Promotion

The Company advertises primarily in national print media, including fashion, entertainment/human interest, business, men's, women's and sports magazines. The Company continues its efforts in cooperative advertising, as it believes that brand awareness and in-store positioning are further supplemented by the Company's continuation of such a program.

In the Company's retail sector, the Company relies upon local outlet mall developers to promote traffic for their centers. Outlet center developers employ multiple formats, including signage (highway billboards, offhighway directional signs, on-site signage and on-site information centers), print advertising (brochures, newspapers and travel magazines), direct marketing (to tour bus companies and travel agents), radio and television, and special promotions.

## Trademarks

The Company has the exclusive right to use the Van Heusen name in North, Central and South America as well as in the Philippines, the exclusive worldwide right to use the Bass name for footwear and the exclusive worldwide right to use the Izod name for apparel. The Company has registered or applied for registration of these and numerous other trademarks for use on a variety of items of apparel and footwear and related products and owns many foreign trademark registrations. The Company regards its trademarks and other proprietary rights as valuable assets and believes that they have significant value in the marketing of its products.

## Licensing

The Company has various agreements under which it licenses the use of its brand names. The Company licenses the Van Heusen name for apparel products in Canada and in most of the South and Central American countries. In the United States, the Company currently licenses the use of the Van Heusen name for various products that it does not manufacture or source, including boy's apparel, pants, sleepwear, eyeglasses, neckwear, belts and small leather goods and is exploring the possibility of licensing the name for use on other products. The Company licenses the use of the Izod name for infants, toddlers and children's clothing, 'big and tall' apparel, men's headwear, eyeglasses and sleepwear in the United States, and for men's and women's sportswear in Canada. The Company licenses the use of the Izod Club name for men's and women's golf apparel in the United States and sublicenses the FUBU name for neckwear.

The Company plans to continue expanding its worldwide marketing efforts, utilizing licensing and other techniques for all its brands, especially under the Izod trademark. A substantial portion of sales by its domestic licensing partners are made to the Company's largest customers. While the Company has significant control over its licensing partners' products and advertising, it relies on its licensing partners for, among other things, operational and financial control over their businesses. Although the Company believes in most circumstances it could replace existing licensing partners if necessary, its inability to do so for any period of time could adversely affect the Company's revenues both directly from reduced licensing revenue received and indirectly from reduced sales of the Company's other products. To the extent the equity and awareness of each of the Company's brands grows, the Company expects to gain even greater opportunities to build on its licensing efforts.

## Tariffs and Import Restrictions

A substantial portion of the Company's products is manufactured by contractors located outside the United States. These products are imported and are subject to United States Customs laws, which impose tariffs as well as import quota restrictions for textiles and apparel established by the United States government. In addition, a portion of the Company's apparel products are imported from Central America and Mexico and are therefore eligible for certain duty-advantaged programs commonly known as '9802 Programs' and NAFTA benefits for imports from Mexico. While importation of goods from certain countries from which the Company obtains goods may be subject to embargo by United States Customs authorities if shipments exceed quota limits, the Company closely monitors import quotas and can, in most cases, shift production to contractors located in countries with available quotas.
The existence of import quotas has, therefore, not had a material adverse effect on the Company's business.

## Employees

As of January 30, 2000, the Company employed approximately 6,200 persons on a full-time basis and approximately 3,600 persons on a part-time basis. Approximately $4 \%$ of the Company's 9,800 employees are represented for the purpose of collective bargaining by three different unions.
Additional persons, some represented by these three unions, are employed from time to time based upon the Company's manufacturing schedules and retailing seasonal needs. The Company believes that its relations with its employees are satisfactory.
building of approximately 153,000 square feet under a lease which expires on July 30, 2007 and in South Portland, Maine, where the Company occupies a building of approximately 99,000 square feet under a lease which expires on October 1, 2008. The following tables summarize the manufacturing facilities, warehouses and distribution centers, administrative offices and retail stores of the Company:

Information with respect to minimum annual rental commitments under leases in which the Company is a lessee is included in the note entitled "Leases" in the Notes to Consolidated Financial Statements included in Item 8 of this report.

## Item 3. Legal Proceedings

The Company is a party to certain litigation which, in the Company's judgment, will not have a material adverse effect on the Company's financial position.

## Item 4. Submission of Matters to a Vote of Security Holders

None.

## PART II

Item 5. Market for Registrant's Common Stock and Related Security Holder Matters

Certain information with respect to the market for the Company's common stock, which is listed on the New York Stock Exchange, and related security holder matters appear under the heading "Selected Quarterly Financial Data" on page F-19 and under the heading "Ten Year Financial Summary" on pages F-21 and F-22. As of April 3, 2000, there were 1,335 stockholders of record of the Company's common stock.

## Item 6. Selected Financial Data

Selected Financial Data appears under the heading "Ten Year Financial Summary" on pages F-21 and F-22.

## Item 7. Management's Discussion and Analysis of Financial Condition and

## Results of Operations

The following adjusted statements of operations and segment data
to a series of actions the Company had taken to accelerate the
execution of its ongoing strategy to build its brands. Such charges have been shown as separate components of selling, general and administrative expenses in the 1997 consolidated income statement except for $\$ 46.0$ million of non-recurring charges related to inventory markdowns that was included in cost of goods sold. The review which follows discusses the Company's results of operations before such charges.

## Apparel

|  | Square Feet of Floor Space (000's). |  |  |
| :---: | :---: | :---: | :---: |
|  | Owned | Leased | Total |
| Manufacturing Facilities | 57 | 93 | 150 |
| Warehouses and Distribution Centers | 1,769 | 103 | 1,872 |
| Administrative | 16 | 331 | 347 |
| Retail Stores | $\underline{6}$ | 1,620 | 1,626 |
|  | 1,848 | 2,147 | 3,995 |
| Footwear and Related Products |  |  |  |
|  | Owned | Leased | Total |
| Warehouses and Distribution Centers | 179 | 2 | 181 |
| Administrative | 20 | 116 | 136 |
| Retail Stores | 8 | 1,416 | 1,424 |
|  | $\underline{207}$ | 1,534 | 1,741 |

(1) Includes the Gant and Izod Club businesses along with the private label sweater business for 1997.

Fiscal 1999 was a year of progress and strategic alignment for each of our brands. The Company's overall strategic objective, to market its nationally known brands in the moderate to upper moderate price segment through multiple channels of distribution while earning appropriate financial returns, is on track and moving forward.

This past year saw the Company exit two businesses which neither fit within this overall strategic framework nor had prospects of earning appropriate and consistent levels of profitability.

- In the first quarter of 1999, the Company sold Gant to Pyramid Sportswear AB, which was the brand's international licensee, for $\$ 71$ million, while retaining a $19 \%$ equity interest in Pyramid. Over the last three years, the Gant division had operated at a breakeven to a small loss. This transaction eliminated a business which was underperforming and was most susceptible to risk as it operated in the highly competitive collection sportswear arena.
- In the fourth quarter of 1999, the Company announced the licensing of the Izod Club brand to Oxford Industries. Izod Club, the golf apparel for men and women sold exclusively to resorts and country clubs, had recorded operating losses of approximately $\$ 1.0$ million in each of the last three years. The licensing agreement enables the Company to control the Izod Club product and marketing, thereby maintaining its authenticity in the golf arena, while providing for guaranteed royalty income of $\$ 1.5$ million annually. It also freed up $\$ 15$ million of working capital as the Company exited a business with a slow working capital turn.

During the year the Company expanded the scope of its dress shirt operations, leveraging its considerable strength and expertise in this area by adding three strong labels through the signing of new licensing agreements for John Henry and Manhattan in March and FUBU in June. Each of these brands adds both channel and consumer diversification to a dress shirt division which already markets Van Heusen, the number one dress shirt brand in America, Geoffrey Beene, the number one designer dress shirt brand in America and DKNY, the fastest growing dress shirt brand in America.

From an overall operating standpoint, each of the Company's divisions exhibited progress in both market position and improved profitability, while cash flow was also a major highlight for the year.

- The Apparel segment recorded a $10.6 \%$ increase in operating income compared with the prior year, with each division contributing to that increase Additionally, operating income margin improved for the third consecutive year, up 70 basis points to $6.3 \%$ from $5.6 \%$ in 1998 which was up from $5.0 \%$ in 1997. The elimination of the underperforming Gant and Izod Club divisions and the continued leveraging of our dress shirt and sportswear businesses should allow for continued operating margin improvement in year 2000 and beyond. Market share gains were experienced by Van Heusen, Izod and DKNY in their respective apparel categories.
- Operating income for the Footwear and Related Products segment improved 8.7\% over the prior year, driven by an almost 200 basis point improvement in gross margin. Gross margins were positively impacted by the lack of significant promotional and inventory clearance activity which had plagued Bass for the previous two years. In addition, the closure of Bass' two remaining footwear manufacturing facilities during 1999 had a positive effect in the second half of the year. This should also provide significant future gross margin benefits through reduced product cost in 2000 and beyond. The resulting sourcing configuration should provide Bass with increased flexibility to profitably source its men's, women's and children's footwear lines. From a marketing standpoint, Bass footwear achieved great success in the men's footwear market. For 1999, Bass maintained its number one market share in the men's dress casual footwear segment at $20 \%$, with unit volume up $11 \%$ versus the prior year, and with 8 shoes in the top 25 sellers during the Fall season.
- Cash flow was very much a highlight in 1999, with the Company generating $\$ 104$ million of positive cash flow. Excluding the net proceeds of $\$ 65$ million received from the sale of Gant, the remaining $\$ 39$ million of cash was generated principally from tight management of working capital as well as the added benefit of liquidating Izod Club working capital.

The accomplishments of 1999 are far reaching and we believe set the stage for future growth and profitability in each component of our business

## Results Of Operations

The Company manages and analyzes its operating results by two vertically integrated business segments: (i) Apparel and (ii) Footwear and Related Products.

## Apparel

Net sales of the Apparel segment, excluding sales from exited businesses, were $\$ 804.9$ million in 1999 compared with $\$ 773.2$ million in 1998 , or up 4\%. This compares with $\$ 754.9$ million in 1997. The increase in 1999 resulted from an increase in dress shirt sales which included the John Henry and Manhattan brands which the Company began selling in the second quarter of 1999, and the continued growth of the DKNY business. The sales increases in 1999 and 1998 were partially offset by the planned closure of 101 underperforming retail outlet stores during the three year period ended January 30,
2000. At the same time, the Company's sales of wholesale branded products, excluding exited businesses, increased 12\% and 11\% in 1999 and 1998, respectively, with Van Heusen, Geoffrey Beene and Izod contributing to the improvement.

Gross margin increased to $34.2 \%$ in 1999 from $33.3 \%$ in 1998 and $32.9 \%$ in 1997. The margin improvement was shared by each division with the exception of the businesses exited - Gant and Izod Club. The dress shirt business continued to benefit from the manufacturing reconfiguration and resourcing initiatives it began a number of years ago. Sportswear margins benefited from both strong sell-throughs during the year as well as improved sourcing costs. Selling, general and administrative expenses as a percentage of sales were relatively flat in 1999 at $27.9 \%$ compared with $27.7 \%$ in 1998 and $27.9 \%$ in 1997.

Operating income increased 10.6\% in 1999 to $\$ 55.6$ million from $\$ 50.3$ million in 1998 which was up $10.8 \%$ from $\$ 45.4$ million in 1997. In 1999, Geoffrey Beene, Izod and Van Heusen experienced significant operating income margin improvements which were partially offset by negative performances at Gant and Izod Club, which were exited during 1999.

Our dress shirt leadership position with the Van Heusen and Geoffrey Beene brands continues and has been joined by strong first full year sales of DKNY dress shirts. The licensing of the John Henry, Manhattan and FUBU brands in 1999 should enable us to further leverage our dress shirt strengths and expertise.

## Footwear and Related Products

Net sales of the Footwear and Related Products segment declined 5\% to $\$ 385.7$ million in 1999 from $\$ 406.2$ million in 1998 compared with $\$ 439.0$ million in 1997. Sales in 1999 were lower than 1998 levels which were artificially fueled by high levels of promotional and inventory clearance activity. The planned closing of 30 underperforming retail outlet stores during the three year period ended January 30, 2000 was also a factor in the Bass sales reductions in 1999 and 1998.

As a result of the improved sales mix, gross margin was up almost 200 basis points to $38.0 \%$ in 1999 from $36.1 \%$ in 1998 compared with $36.0 \%$ in 1997. Selling, general and administrative expenses as a percentage of sales increased to 33.2\% in 1999 from 31.9\% in 1998 and 32.5\% in 1997. The increase in 1999 was principally the result of a lack of sales leverage as actual spending was down $1.2 \%$, or $\$ 1.6$ million for the year.

Bass continued its profit improvement with an 8.7\% increase in operating income to $\$ 18.7$ million, up from $\$ 17.2$ million in 1998 and $\$ 15.4$ million in 1997. While sales declined in 1999, the substantial reduction in promotional and inventory clearance activity resulted in a significant increase in gross margin as a percent of sales. The positive impact on gross margin stemming from the closure of Bass' two remaining manufacturing facilities began to be realized in the second half of 1999, but the full benefit is expected to be felt in 2000 and beyond.

## Corporate Expenses

Corporate expenses were $\$ 26.0$ million in 1999 compared with $\$ 24.0$ million in 1998 and $\$ 15.3$ million in 1997. The increased expense level versus 1997 is principally due to the $\$ 8.5$ million of year 2000 computer conversion costs incurred in each of 1999 and 1998.

## Interest Expense

Interest expense in 1999 was $\$ 22.4$ million, down from $\$ 26.1$ million in 1998 compared with $\$ 20.7$ million in 1997. The reduction in 1999 was the result of the receipt of the proceeds from the sale of Gant early in the year and tight working capital management throughout the year. The increase in 1998 reflects the impact of funding the Company's 1997 restructuring initiatives, as well as the refinancings completed in the first quarter of 1998 which, while extending maturities, also increased overall borrowing costs.

## Income Taxes

The income tax expense rate was $34.8 \%$ in 1999, up from $25.8 \%$ in 1998 and $23.9 \%$ in 1997. The increase in 1999 resulted principally from closing Bass' manufacturing operations in Puerto Rico, which resulted in a higher percentage of pre-tax income being subject to U.S. tax. The full impact of this closing on the effective tax rate will be felt in 2000, during which time the Company believes its effective tax rate will increase to approximately $38.0 \%$.

## Non-Recurring Charges

The Company recorded pre-tax non-recurring charges in 1997 of $\$ 132.7$ million ( $\$ 85.5$ million after tax) relating principally to exiting the private label sweater manufacturing business and United States mainland footwear manufacturing, consolidating and contracting plant and warehouse and distribution facilities, closing underperforming retail outlet stores, and modifying a repositioning of Bass.

Cash provided by operating activities significantly improved in 1999 and 1998 even after funding Year 2000 computer conversion costs of $\$ 8.5$
million in each of 1999 and 1998, and funding of the 1997 restructuring initiatives of $\$ 9.8$ million in 1999 and $\$ 34.1$ million in each of 1998 and 1997 . As a result of these restructuring charges, the Company has tax loss and credit carryforwards of approximately $\$ 34$ million which will be able to shelter future pre-tax income over the next several years.

Capital spending in 1999 was $\$ 31.3$ million compared with $\$ 38.2$ million in 1998 and $\$ 17.9$ million in 1997. The higher level of 1998 spending relates to the consolidation of all New York office space into a single location. Our new headquarters, at 200 Madison Avenue, provides the Company with more square footage at an annual occupancy cost savings of $\$ 500,000$, or a 10\% reduction compared with 1998 New York occupancy costs. Capital expenditures for 2000 are anticipated at approximately $\$ 30$ million.

Total debt as a percentage of total capital was $50.7 \%$ at year-end 1999 compared with $54.0 \%$ at year-end 1998 and $53.0 \%$ at year-end 1997. Debt net of invested cash, as a percentage of net capital was $39.0 \%$ at year-end 1999 versus $53.6 \%$ and $52.9 \%$ at year-end 1998 and 1997, respectively.

On February 26, 1999, we completed the sale of Gant to Pyramid Sportswear $A B$, which was the brand's international licensee. Sale proceeds, net of employee severance and liquidation costs, were approximately $\$ 65.3$ million, a portion of which was used to reduce debt, with the balance invested in short-term instruments. Additionally, the exiting of the Izod Club business generated cash flow as working capital was liquidated. The combination of the added liquidity provided by these transactions, our strengthened capital structure and internally generated cash provides capital availability for investment opportunities which we believe will yield enhanced shareholder returns.

## Market Risk

Financial instruments held by the Company include cash equivalents and long-term debt. Based on the amount of cash equivalents held by the Company
at January 30, 2000 and the average net amount of cash equivalents which the Company anticipates holding during 2000, the Company believes that a change of 100 basis points in interest rates would not have a material effect on the Company's financial position. The long-term debt footnote to the Company's consolidated financial statements outlines the principal amounts, interest rates, fair values and other terms required to evaluate the expected sensitivity of interest rate changes on the fair value of the Company's fixed rate long-term debt.

## Seasonality

The Company's business is seasonal, with higher sales and income in the second half of the year, which coincide with the Company's two peak retail selling seasons: the first running from the start of the back to school and Fall selling seasons beginning in August and continuing through September, and the second being the Christmas selling season beginning with the weekend following Thanksgiving and continuing through the week after Christmas.

Also contributing to the strength of the second half is the high volume of Fall shipments to wholesale customers which are generally more profitable than Spring shipments. The slower Spring selling season at wholesale combines with retail seasonality to make the first quarter particularly weak.

Information with respect to Quantitative and Qualitative Disclosures About Market Risk appears under the heading "Market Risk" in Item 7.

Item 8. Financial Statements and Supplementary Data

See page F-1 for a listing of the consolidated financial statements and supplementary data included in this report.

Item 9. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure

None.

## PART III

Item 10. Directors and Executive Officers of the Registrant

## Executive Officers of the Registrant

The following table sets forth certain information concerning the Company's Executive Officers:

```
(In thousands)
```

Net sales
Cost of goods sold
Gross profit before 1997 non-recurring charges
SG\&A expenses before 1997 non-recurring charges Year 2000 computer conversion costs

Income before interest, taxes and
1997 non-recurring charges
Interest expense, net
Income before taxes and 1997
non-recurring charges
Income tax expense
Income from ongoing operations before 1997 non-recurring charges

Extraordinary loss on debt retirement,
net of tax benefit
1997 non-recurring charges, net of tax benefit
Net income (loss)
$\$ 16,873$
\$ 11, 827
Adjusted Segment Data
$1999 \quad 1998$

Net sales-Apparel - Ongoing Businesses
Net sales-Apparel - Businesses Exited ${ }^{(1)}$
Net sales-Total Apparel

| \$ 804,944 | \$ 773,215 | \$ 754,922 |
| :---: | :---: | :---: |
| 80,848 | 123,648 | 156,125 |
| 885,792 | 896,863 | 911, 047 |
| 385,698 | 406,222 | 438, 960 |
| \$1,271,490 | \$1,303,085 | \$1, 350, 007 |

Net sales-Footwear and Related Products
Total net sales
$(\underline{85}, \underline{500})$
1997
\$1,350, 007
891, 965
458, 042
412,495

45,547 20,672

24, 875
5,954

18, 921
\$(66,579)

## 1997

-754,

438, 960

Mr. Bruce J. Klatsky has been employed by the Company in various capacities over the last 28 years, and was President of the Company from 1987 to 1998. Mr. Klatsky has served as a director of the Company since 1985 and was named Chief Executive Officer in 1993 and Chairman of the Board of Directors in 1994.

Mr. Mark Weber has been employed by the Company in various capacities over the last 28 years, was named Vice Chairman of the Company in 1995 and was named President and Chief Operating Officer in 1998.

Mr. Emanuel Chirico joined the Company as Vice President and Controller in 1993. Mr. Chirico was named Executive Vice President and Chief Financial Officer in 1998.

Mr. Allen E. Sirkin has been employed by the Company since 1985. He has served as Vice Chairman of the Company since 1995.

Mr. Michael J. Blitzer has been employed by the Company in various capacities since 1980. Mr. Blitzer was named Senior Vice President in 1995 and was named Vice Chairman of the Company in 1998.

Additional information required by Item 10 is incorporated herein by reference to the section entitled "Election of Directors" of the Company's proxy statement for the Annual Meeting of Stockholders to be held on June 13, 2000.

## Item 11. Executive Compensation

Information with respect to Executive Compensation is incorporated herein by reference to the sections entitled "Executive Compensation",
"Compensation Committee Report on Executive Compensation" and "Performance Graph" of the Company's proxy statement for the Annual Meeting of Stockholders to be held on June 13, 2000.

Item 12. Security Ownership of Certain Beneficial Owners and Management

Information with respect to the Security Ownership of Certain Beneficial Owners and Management is incorporated herein by reference to the section entitled "Security Ownership of Certain Beneficial Owners and Management" of the Company's proxy statement for the Annual Meeting of Stockholders to be held on June 13, 2000.

Item 13. Certain Relationships and Related Transactions

## PART IV

Item 14. Exhibits, Financial Statement Schedules and Reports on Form 8-
(a)(1) See page F-1 for a listing of the consolidated financial statements included in Item 8 of this report.
(a)(2) See page $\mathrm{F}-1$ for a listing of financial statement schedules submitted as part of this report.
(a)(3) The following exhibits are included in this report:

## Exhibit

## Number

| Name | $\underline{\text { Position }}$ | Age |
| :--- | :--- | :--- |
| Bruce J. Klatsky | Chairman and Chief Executive Officer; |  |
| Mark Weber | Director | 51 |
| Emanuel Chirico | Director |  |
| Allen E. Sirkin | Executive Vice President and | 51 |
| Michael J. Blitzer | Chief Financial Officer | 42 |
|  | Vice Chairman | 57 |
|  | Vice Chairman | 50 |

as Exhibit 3 to the Company's Quarterly Report as filed on Form 10-Q for the period ended May 4, 1986)

| 3.4 | Amendment to Certificate of Incorporation, filed June 2, 1987 (incorporated by reference to Exhibit 3(c) to the Company's Annual Report on Form $10-\mathrm{K}$ for the fiscal year ended January 31, 1988). |
| :---: | :---: |
| 3.5 | Amendment to Certificate of Incorporation, filed June 1, 1993 (incorporated by reference to Exhibit 3.5 to the Company's Annual Report on Form $10-\mathrm{K}$ for the fiscal year ended January 30, 1994). |
| 3.6 | Amendment to Certificate of Incorporation, filed June 20, 1996 (incorporated by reference to Exhibit 3.1 to the Company's Report on Form 10-Q for the period ended July 28, 1996). |
| 3.7 | By-Laws of Phillips-Van Heusen Corporation, as amended through June 18, 1996 (incorporated by reference to Exhibit 3.2 to the Company's Report on Form 10-Q for the period ended July 28, 1996). |
| 4.1 | Specimen of Common Stock certificate (incorporated by reference to Exhibit 4 t the Company's Annual Report on Form 10-K for the fiscal year ended January 31, | 1981).

Amendment to the Rights Agreement, dated March 31, 1987 between PVH and The Chase Manhattan Bank, N.A. (incorporated by reference to Exhibit 4(c) to the Company's Annual Report on Form 10-K for the year ended February 2, 1987).

Supplemental Rights Agreement and Second Amendment to the Rights Agreement, dated as of July 30, 1987, between PVH and The Chase Manhattan Bank, N.A. (incorporated by reference to Exhibit (c)(4) to the Company's Schedule 13E-4, Issuer Tender Offer Statement, dated July 31, 1987).
4.5 Notice of extension of the Rights Agreement, dated June 5, 1996, from PhillipsVan Heusen Corporation to The Bank of New York (incorporated by reference to Exhibit 4.13 to the Company's report on Form 10-Q for the period ended April 28, 1996).

Credit Agreement, dated as of April 22, 1998, among PVH, the group of lenders party hereto, The Chase Manhattan Bank, as Administrative Agent and Collateral Agent, and Citicorp USA, Inc., as Documentation Agent (incorporated by reference to Exhibit 4.6 to the Company's report on Form $10-\mathrm{Q}$ for the period ended May 3, 1998).

Amendment No. 1, dated as of November 17, 1998, to the Credit Agreement, dated as of April 22, 1998, among PVH, the group of lenders party hereto, The Chase Manhattan Bank, as Administrative Agent and Collateral Agent, and Citicorp USA, Inc., as Documentation Agent (incorporated by reference to Exhibit 4.7 to the Company's report on Form 10-K for the year ended January 31, 1999).
4.8 Consent, Waiver and Amendment No. 2, dated as of February 23, 1999, to the Credit Agreement, dated as of April 22, 1998, among PVH, the group of lenders party hereto, The Chase Manhattan Bank, as Administrative Agent and Collateral Agent, and Citicorp USA, Inc., as Documentation Agent (incorporated by reference to Exhibit 4.8 to the Company's report on Form 10-K for the year ended January 31, 1999).
4.9 Indenture, dated as of April 22, 1998, with PVH as issuer and Union Bank of California, N.A., as Trustee (incorporated by reference to Exhibit 4.7 to the Company's report on Form 10-Q for the period ended May 3, 1998).
4.10

Indenture, dated as of November 1, 1993, between PVH and The Bank of New York, as Trustee (incorporated by reference to Exhibit 4.01 to the Company's Registration Statement on Form S-3 (Reg. No. 33-50751) filed on October 26, 1993).

22
*10.1 1987 Stock Option Plan, including all amendments through April 29, 1997 (incorporated by reference to Exhibit 10.1 to the Company's report on Form 10-Q for the period ended May 4, 1997).

Phillips-Van Heusen Corporation Special Severance Benefit Plan, as amended as of April 16, 1996 (incorporated by reference to Exhibit 10.4 to the Company's Annual Report on Form 10-K for the fiscal year ended January 28, 1996). reference to the Company's Report on Form 8-K filed on January 16, 1987).
 (incorporated by reference to Exhibit $10(n)$ to the Company's Annual Report on Form $10-\mathrm{K}$ for the fiscal year ended February 2, 1987).

## None <br> one

(c) Exhibits: See (a)(3) above for a listing of the exhibits included
as part of this report.
(d) Financial Statement Schedules: See page F-1 for a listing of the
financial statement schedules submitted as part of this report.

The Company agrees to furnish to the Commission upon request a
Form of Agreement amending Phillips-Van Heusen Corporation Capital Accumulation Plan with respect to individual participants (incorporated by reference to Exhibit $10(1)$ to the Company's Annual Report on Form $10-\mathrm{K}$ for the fiscal year ended January 31, 1988).

Form of Agreement amending Phillips-Van Heusen Corporation Capital Accumulation Plan with respect to individual participants (incorporated by reference to Exhibit 10.8 to the Company's report on Form 10-Q for the period ending October 29, 1995).

Agreement amending Phillips-Van Heusen Corporation Capital Accumulation Plan with respect to Bruce J. Klatsky (incorporated by reference to Exhibit 10.13 to the Company's report on Form 10-Q for the period ended May 4, 1997).

Phillips-Van Heusen Corporation Supplemental Defined Benefit Plan, dated January 1, 1991, as amended and restated on June 2, 1992 (incorporated by reference to Exhibit 10.10 to the Company's Annual Report on Form $10-\mathrm{K}$ for the fiscal year ended January 31, 1993).

Phillips-Van Heusen Corporation Supplemental Savings Plan, effective as of January 1, 1991 and amended and restated as of April 29, 1997 (incorporated by reference to Exhibit 10.10 to the Company's report on Form $10-\mathrm{Q}$ for the period ended May 4 , 1997).

Non-Incentive Stock Option Agreement, dated as of December 3, 1993, between the Company and Bruce J. Klatsky (incorporated by reference to Exhibit 10.12 to the Company's Annual Report on Form 10-K for the fiscal year ended January 29, 1995).
amount of securities authorized thereunder does not exceed $10 \%$ of the total consolidated assets of the Company.

Management contract or compensatory plan or arrangement required
of each agreement with respect to long-term debt where the total

## SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

| *10.11 | Phillips-Van Heusen Corporation 1997 Stock Option Plan, effective as of April 29, 1997 (incorporated by reference to Exhibit 10.14 to the Company's report on Form 10-Q for the period ending August 3, 1997). |
| :---: | :---: |
| *10.12 | Phillips-Van Heusen Corporation Senior Management Bonus Program for fiscal year 1998 (incorporated by reference to Exhibit 10.15 to the Company's report on Form 10-Q for the period ending August 2, 1998). |
| *10.13 | Phillips-Van Heusen Corporation Senior Management Bonus Program for fiscal year 1999 (incorporated by reference to Exhibit 10.13 to the Company's report on Form 10-Q for the period ending August 1, 1999). |
| *10.14 | Phillips-Van Heusen Corporation Long-Term Incentive Plans for the 21 month period ending February 4, 2001 and the 33 month period ending February 3, 2002. |
| 21. | Subsidiaries of the Company. |
| 23. | Consent of Independent Auditors. |
| 27. | Financial Data Schedule |

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the Registrant and in the capacities and on the dates indicated.

PHILLIPS-VAN HEUSEN CORPORATION

```
By: /s/ Bruce J. Klatsky
                                    Bruce J. Klatsky
Chairman, Chief Executive
officer and Director
```

Date: April 4, 2000
24

FORM 10-K-ITEM 14(a)(1) and 14(a)(2)

## PHILLIPS-VAN HEUSEN CORPORATION

## INDEX TO FINANCIAL STATEMENTS AND FINANCIAL STATEMENT SCHEDULES

| Signature | Title | Date |
| :---: | :---: | :---: |
| Bruce J. Klatsky | Chairman, Chief Executive | April 4, 2000 |
| Bruce J. Klatsky | Officer and Director |  |
|  | (Principal Executive Officer) |  |
| Mark Weber | President, Chief Operating | April 4, 2000 |
| Mark Weber | Officer and Director |  |
| Emanuel Chirico | Executive Vice President and | April 13, 2000 |
| Emanuel Chirico | Chief Financial Officer |  |
| Vincent A. Russo | Vice President and Controller | April 4, 2000 |
| Vincent A. Russo | (Principal Accounting Officer) |  |

Edward H. Cohen

Joseph B. Fuller
Director
April 12, 2000
Joseph B. Fuller

Joel H. Goldberg
Director
April 4, 2000
Joel H. Goldberg

Marc Grosman
Director
April 5, 2000
Marc Grosman

Dennis F. Hightower
Director
April 5, 2000
Dennis F. Hightower

Maria Elena Lagomasino
Director
April 14, 2000
Maria Elena Lagomasino

Harry N.S. Lee
Director
April 6, 2000
Harry N.S. Lee

Bruce Maggin
Director
April 5, 2000
Bruce Maggin

Peter J. Solomon
Director
April 4, 2000
Peter J. Solomon
14(a)(1) The following consolidated financial statements and supplementary data are included in Item 8 of this report:

| Consolidated Statements of Operations--Years Ended |  |
| :---: | :---: |
| January 30, 2000, January 31, 1999 and February 1, 1998 | F-2 |
| Consolidated Balance Sheets--January 30, 2000 and January 31, 1999 | F-3 |
| Consolidated Statements of Cash Flows--Years Ended January 30, 2000, January 31, 1999 and February 1, 1998 | F-4 |
| Consolidated Statements of Changes in Stockholders' <br> Equity--Years Ended January 30, 2000, January 31, 1999 |  |
| And February 1, 1998 | F-5 |
| Notes to Consolidated Financial Statements | F-6 |
| Selected Quarterly Financial Data | F-19 |
| Report of Ernst \& Young LLP, Independent Auditors | F-20 |
| 10 Year Financial Summary | F-21 |

14(a)(2) The following consolidated financial statement schedule is included herein:

All other schedules for which provision is made in the applicable accounting regulation of the Securities and Exchange Commission are not required under the related instructions or are inapplicable and therefore have been omitted.

## F-1

## PHILLIPS-VAN HEUSEN CORPORATION

## CONSOLIDATED STATEMENTS OF OPERATIONS

(In thousands, except per share data)

Schedule II - Valuation and Qualifying Accounts
F-23

## PHILLIPS-VAN HEUSEN CORPORATION

## CONSOLIDATED BALANCE SHEETS

## Net sales <br> Cost of goods sold

Gross profit
Selling, general and administrative expenses Year 2000 computer conversion costs Facility and store closing, restructuring and other expenses
Income (loss) before interest, taxes and extraordinary item

Interest expense, net
Income (loss) before taxes and extraordinary item
Income tax expense (benefit)
Income (loss) before extraordinary item
Extraordinary loss on debt retirement, net of tax benefit

Net income (loss)
Basic and diluted income (loss) per share: Income (loss) before extraordinary item

Extraordinary loss on debt retirement, net of tax benefit

Net income (loss)
(In thousands, except share data)

| $\underline{1999}$ | 1998 | 1997 |
| :---: | :---: | :---: |
| $\begin{aligned} & \$ 1,271,490 \\ & 820,464 \end{aligned}$ | $\begin{aligned} & \$ 1,303,085 \\ & 856,160 \\ & \hline \end{aligned}$ | $\begin{aligned} & \$ 1,350,007 \\ & \underline{937}, \underline{965} \end{aligned}$ |
| 451,026 | 446,925 | 412,042 |
| 394, 216 | 394,940 | 412,495 |
| 8,500 |  | 86,700 |
| 48,310 | 43,485 | $(87,153)$ |
| 22,430 | 26,112 | 20,672 |
| 25,880 | 17,373 | $(107,825)$ |
| 9,007 | 4,486 | ( 41,246 ) |
| 16,873 | 12,887 | $(66,579)$ |
|  | (1,060) |  |
| \$ 16,873 | \$11,827 | \$( 66,579$)$ |
| \$ 0.62 | \$ 0.47 | \$ (2.46) |
|  | (0.04) |  |
| \$ 0.62 | \$ 0.43 | \$ (2.46) |

See notes to consolidated financial
statements.

## PHILLIPS-VAN HEUSEN CORPORATION

## CONSOLIDATED STATEMENTS OF CASH FLOWS

## (In thousands)

|  | $\begin{aligned} & \text { January 30, } \\ & \underline{2000} \end{aligned}$ | $\begin{aligned} & \text { January 31, } \\ & \underline{1999} \end{aligned}$ |
| :---: | :---: | :---: |
| ASSETS |  |  |
| Current Assets: |  |  |
| Cash, including cash equivalents of \$94,543 and \$4,399 | \$ 94, 821 | \$ 10, 957 |
| Trade receivables, less allowances of \$2,305 and \$1,367 | 66,422 | 88,038 |
| Inventories | 222,976 | 232,695 |
| Other, including deferred taxes of \$23,052 and \$10,611 | 41,751 | 36,327 |
| Total Current Assets | 425,970 | 368,017 |
| Property, Plant and Equipment | 106,122 | 108,846 |
| Goodwill | 83,578 | 113,344 |
| Other Assets, including deferred taxes of \$31,800 and \$52,167 | 58,078 | 84,106 |
|  | \$673,748 | \$674, 313 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |
| Current Liabilities: |  |  |
| Notes payable |  | \$ 20,000 |
| Accounts payable | \$ 39,858 | 44,851 |
| Accrued expenses | 84,722 | 67,835 |
| Total Current Liabilities | 124,580 | 132,686 |
| Long-Term Debt | 248,784 | 248,723 |
| Other Liabilities | 58,699 | 64,016 |
| Stockholders' Equity: |  |  |
| Preferred stock, par value $\$ 100$ per share; 150,000 shares authorized; no shares outstanding |  |  |
| Common stock, par value \$1 per share; 100,000,000 shares |  |  |
| authorized; shares issued 27,289,869 and 27,287,985 | 27,290 | 27,288 |
| Additional capital | 117,697 | 117,683 |
| Retained earnings | 96,698 | 83, 917 |
| Total Stockholders' Equity | 241,685 | 228,888 |
|  | \$673,748 | \$674, 313 |

See notes to consolidated financial statements.

## PHILLIPS-VAN HEUSEN CORPORATION

CONSOLIDATED STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY
(In thousands, except share data)

## Operating activities

Income (loss) before extraordinary item
Adjustments to reconcile to net cash provided
(used) by operating activities:
Depreciation and amortization
Write-off of property, plant and equipment
Deferred income taxes
Equity income
Changes in operating assets and liabilities
Receivables
Inventories
Accounts payable and accrued expenses
Acquisition of inventory associated with
license agreement
Other-net
Net Cash Provided (Used) By Operating Activities
Investing activities
Sale of Gant trademark, net of related costs
Property, plant and equipment acquired
Net Cash Provided (Used) By Investing Activities
Financing activities:
Net proceeds from issuance of $9.5 \%$ senior subordinated notes

Repayment of $7.75 \%$ senior notes
Extraordinary loss on debt retirement
Proceeds from revolving line of credit
Payments on revolving line of credit
stock options
Cash dividends

Net Cash Provided (Used) By Financing Activities
Increase (decrease) in cash
Cash at beginning of period
Cash at end of period

| 1999 | 1998 | 1997 |
| :---: | :---: | :---: |
| \$ 16,873 | \$ 12, 887 | \$ $(66,579)$ |
| 19,417 | 25,442 | $\begin{aligned} & 25,300 \\ & 40,800 \end{aligned}$ |
| $\begin{aligned} & 8,193 \\ & (1,080) \end{aligned}$ | $\begin{aligned} & 3,996 \\ & (1,152) \end{aligned}$ | $\begin{aligned} & (43,024) \\ & (792) \end{aligned}$ |
| $\begin{aligned} & 21,616 \\ & 26,931 \\ & 5,849 \end{aligned}$ | $\begin{aligned} & (9,282) \\ & 16,839 \\ & (13,819) \end{aligned}$ | $\begin{aligned} & 3,150 \\ & (12,112) \\ & 28,905 \end{aligned}$ |
| $(17,212)$ |  |  |
| ( $\mathbf{( 6 , 6 0 7 )}$ | ( 8 8,932) | 16,358 |
| 73,980 | 25,979 | ( 7 (1,994) |
| $\begin{aligned} & 65,251 \\ & (\underline{31}, \underline{291}) \end{aligned}$ | ( 38,213 ) | (17,923) |
| 33,960 | ( 38,213 ) | (17, 923) |


|  | 145,104 |  |
| :---: | :---: | :---: |
|  | $(49,286)$ |  |
|  | $(1,631)$ |  |
| $\begin{aligned} & 41,600 \\ & (61,600) \end{aligned}$ | $\begin{aligned} & 160,600 \\ & (240,100) \end{aligned}$ | $\begin{aligned} & 123,000 \\ & (93,651) \end{aligned}$ |
| 16 | 838 | 791 |
| ( $4, \underline{092}$ ) | ( $4, \underline{082}$ ) | ( $4, \underline{065}$ ) |
| ( $24, \underline{076)}$ | 11,443 | 26,075 |
| 83,864 | (791) | 158 |
| 10,957 | 11,748 | 11,590 |
| \$ 94, 821 | \$ 10, 957 | \$ 11,748 |

Principles of Consolidation - The consolidated financial
statements include the accounts of the Company and its subsidiaries.
Significant
intercompany accounts and transactions have been eliminated in consolidation.

Use of Estimates - The preparation of the financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from the estimates.

Fiscal Year - Fiscal years are designated in the financial
statements and notes by the calendar year in which the fiscal year commences. Accordingly, results for fiscal years 1999, 1998 and 1997 represent the 52 weeks ended January 30, 2000, January 31, 1999 and February 1, 1998, respectively.

Cash and Cash Equivalents - The Company considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents.

Asset Impairments - The Company records impairment losses on longlived assets (including goodwill) when events and circumstances indicate that the assets might be impaired and the undiscounted cash flows estimated to be generated by the related assets are less than the carrying amounts of those assets.

Inventories - Inventories are stated at the lower of cost or market. Cost for certain apparel inventories of $\$ 97,358$ (1999) and $\$ 91,414$ (1998) is determined using the last-in, first-out method (LIFO). Cost for footwear and other apparel inventories is determined using the first-in, first-out method (FIFO).

Property, Plant and Equipment - Depreciation is computed principally by the straight line method over the estimated useful lives of the various classes of property.

Goodwill - Goodwill, net of accumulated amortization of $\$ 11,530$ and $\$ 14,481$ in 1999 and 1998, respectively, is amortized principally using the straight line method over 40 years. The reduction in goodwill in 1999 resulted from the sale of the Gant trademark as explained in the footnote entitled "Acquisition and Disposition of Businesses".

Contributions from Landlords - The Company receives contributions from landlords primarily for fixturing retail stores which the Company leases. Such amounts are amortized as a reduction of rent expense over the life of the related lease.

## PHILLIPS-VAN HEUSEN

 CORPORATION
## NOTES TO CONSOLIDATED <br> FINANCIAL STATEMENTS - (Continued)

Fair Value of Financial Instruments - Using discounted cash flow analyses, the Company estimates that the fair value of all financial instruments approximates their carrying value, except as noted in the footnote entitled "Long-Term Debt".

Stock-Based Compensation - The Company accounts for its stock options under the provisions of APB Opinion No. 25, "Accounting for Stock Issued to Employees," and complies with the disclosure requirements of FASB Statement No. 123, "Accounting for Stock-Based Compensation".

Advertising - Advertising costs are expensed as
incurred and totalled
\$26,922 (1999), \$28,239 (1998) and \$37,762 (1997).

## Earnings Per Share

The Company computed its basic and diluted earnings per share by dividing net income or loss by:

|  | Common Stock |  | Additional | Retained | Stockholders' |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Shares | \$1 par |  |  |  |
|  |  | value | Capital | Earnings | Equity |
| February 2, 1997 Stock options exercised | $\begin{aligned} & 27,045,705 \\ & 133,539 \end{aligned}$ | $\begin{aligned} & \$ 27,046 \\ & 133 \end{aligned}$ | $\begin{aligned} & \$ 116,296 \\ & 658 \end{aligned}$ | \$146,816 | $\$ 290,158$ $791$ |
| Net loss |  |  |  | $(66,579)$ | $(66,579)$ |
| Cash dividends |  |  |  | ( $4, \underline{065}$ ). | $(4,065)$. |
| February 1, 1998 Stock options exercised | $\begin{aligned} & 27,179,244 \\ & 108,741 \end{aligned}$ | $\begin{aligned} & 27,179 \\ & 109 \end{aligned}$ | $\begin{aligned} & 116,954 \\ & 729 \end{aligned}$ | 76,172 | $\begin{aligned} & 220,305 \\ & 838 \end{aligned}$ |
| Net income |  |  |  | 11,827 | 11,827 |
| Cash dividends |  |  |  | ( 4,082 ). | ( 4,082 ). |
| January 31, 1999 <br> Stock options exercised | $\begin{aligned} & 27,287,985 \\ & 1,884 \end{aligned}$ | ${ }_{2}^{27,288}$ | $\begin{aligned} & 117,683 \\ & \hline 14 \end{aligned}$ | 83,917 | $\begin{aligned} & 228,888 \\ & 16 \end{aligned}$ |
| Net income |  |  |  | 16,873 | 16,873 |
| Cash dividends |  |  |  | ( 4,0092$).$ | ( 4,092 ). |
| January 30, 2000 | 27,289,869 | \$27,290 | \$117,697 | \$ 96,698 | \$241,685 |

## Income Taxes

Income taxes consist of:

The deferred tax provision recorded in 1998 excludes $\$ 571$ of tax benefit related to the extraordinary loss on debt retirement.

## F-7

## PHILLIPS-VAN HEUSEN CORPORATION

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - (Continued)

## Income Taxes (Continued)

The approximate tax effect of items giving rise to the deferred income tax asset recognized in the Company's balance sheets is as follows:

|  | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| Federal: |  |  |  |
| Current |  |  | \$ 336 |
| Deferred | \$6,870 | \$2,867 | $(43,630)$ |
| State, foreign and local: |  |  |  |
| Current | 814 | 1,061 | 1,442 |
| Deferred | 1,323 | 558 | 606 |
|  | \$9,007 | \$4,486 | \$(41, 246) |

A reconciliation of the statutory Federal income tax to the income tax expense (benefit) is as follows:

|  | $\underline{\mathbf{1 9 9 9}}$ | $\underline{1998}$ |
| :--- | :--- | :--- |
| Depreciation | $\mathbf{\$ ( 1 0 , 5 5 5 )}$ | $\mathbf{\$ ( 1 2 , 1 6 3 )}$ |
| Landlord contributions | $\mathbf{2 , 0 1 4}$ | 3,772 |
| Facility and store closing, |  | 6,428 |
| restructuring and other expenses | $\mathbf{1 5 , 4 9 8}$ | 10,807 |
| Employee compensation and benefits | $\mathbf{3 4 , 1 9 0}$ | 44,200 |
| Tax loss and credit carryforwards | $\mathbf{1 3 , 7 0 5}$ | $\underline{9}, \mathbf{7 3 4}$ |
| Other-net | $\mathbf{\$ 5 4 , 8 5 2}$ | $\mathbf{\$ 6 2 , 7 7 8}$ |

Inventories are summarized as follows:

|  | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| Statutory 35\% federal tax | \$ 9,058 | \$ 6,081 | \$ 37,739$)$ |
| State, foreign and local income taxes, |  |  |  |
| net of Federal income tax benefit | 1,391 | 942 | 805 |
| Income of Puerto Rico Subsidiaries | $(1,874)$ | $(3,303)$ | $(3,258)$ |
| Other-net | 432 | 766 | (1,054) |
| Income tax expense (benefit) | \$ 9,007 | \$ 4,486 | \$ (41, 246) |

Inventories would have been approximately $\$ 5,600$ and $\$ 8,400$ higher than reported at January 30, 2000 and January 31, 1999, respectively, if the FIFO method of inventory accounting had been used for all apparel. During 1999 and 1998, certain inventories were reduced, resulting in the liquidation of LIFO inventory layers. The effect of these inventory liquidations was to increase net income by $\$ 750$ and $\$ 2,000$ in 1999 and 1998, respectively.

## F-8

PHILLIPS-VAN HEUSEN CORPORATION

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - (Continued)

## Property, Plant and Equipment

Property, plant and equipment, at cost, are summarized as follows:

| Raw materials | $\mathbf{\$ 1 0 , 8 6 8}$ | $\$ 8,529$ |
| :--- | :--- | :--- |
| Work in process | $\mathbf{1 1 , 9 9 5}$ | 12,834 |
| Finished goods | $\underline{\mathbf{2 0 0}, \underline{113}}$ | $\underline{\mathbf{2 1 1}, \underline{332}}$ |
|  | $\underline{\mathbf{\$ 2 2 2}, \underline{\mathbf{9 7 6}}}$ | $\underline{\mathbf{\$ 2 3 2}, \underline{695}}$ |

## Long-Term Debt

Long-term debt is as follows:

|  | Estimated Useful <br> Lives | 1999 | 1998 |
| :---: | :---: | :---: | :---: |
| Land |  | \$ 1,495 | \$ 1,495 |
| Buildings and building improvements | 15-40 years | 19,861 | 19,283 |
| Machinery and equipment, furniture and fixtures and leasehold |  |  |  |
| improvements | 3-15 years | 220,817 | 216, 941 |
|  |  | 242,173 | 237,719 |
| Less: Accumulated depreciation |  | 136051 | 128,873 |
|  |  | \$106,122 | \$108,846 |

The Company issued \$100,000 of $7.75 \%$ Debentures due 2023 on November 15, 1993 with a yield to maturity of $7.80 \%$. Interest is payable semiannually. Based on current market conditions, the Company estimates that the fair value of these Debentures on January 30, 2000, using discounted cash flow analyses, was approximately \$77,600

In 1998, the Company refinanced certain debt by entering into a $\$ 325,000$ Senior Secured Credit Facility with a group of banks and by issuing $\$ 150,000$ of $9.5 \%$ Senior Subordinated Notes due May 1, 2008. In connection with this refinancing, the Company paid a yield maintenance premium of \$1,446 and wrote off debt issue costs of $\$ 185$. These items were classified as an extraordinary loss, net of tax benefit of \$571, in 1998.

## F-9

## PHILLIPS-VAN HEUSEN CORPORATION

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - (Continued)

## Long-Term Debt (Continued)

The $9.5 \%$ Senior Subordinated Notes have a yield to maturity of $9.58 \%$, and interest is payable semi-annually. Based on current market conditions, the Company estimates that the fair value of these Notes on January 30, 2000, using discounted cash flow analyses, was approximately $\$ 114,300$. In connection with the 9.5\% Senior Subordinated Notes, in 1998 the Company entered into an interest rate hedge agreement. Due to an increase in interest rates between the date the Company entered into the hedge agreement and the date the 9.5\% Senior Subordinated Notes were issued, the Company received $\$ 1,075$, which is being amortized as a reduction of interest expense over the life of the $9.5 \%$ Senior Subordinated Notes.

The Company's \$325,000 Credit Facility includes a revolving credit facility which allows the Company, at its option, to borrow and repay amounts up to $\$ 325,000$. The Facility also includes a letter of credit facility with a sub-limit of $\$ 250,000$, provided, however, that the aggregate maximum amount outstanding under both the revolving credit facility and the letter of credit facility is $\$ 325,000$. Interest is payable quarterly at a spread over LIBOR or the prime rate, at the borrower's option, with the spread based on the Company's credit rating and certain financial ratios. The Facility also provides for payment of a fee on the unutilized portion of the Facility All outstanding borrowings and letters of credit under this Credit Facility are due April 22, 2003.

In connection with the $7.75 \%$ Debentures and the $\$ 325,000$ Credit Facility, substantially all of the Company's assets have been pledged as collateral.

The amount outstanding under the letter of credit facility as of January 30, 2000 was $\$ 136,016$.

Interest paid was $\$ 22,647$ (1999), $\$ 23,652$ (1998) and $\$ 20,784$ (1997).

There are no scheduled maturities of long-term debt until 2008

## Stockholders' Equity

Preferred Stock Rights - On June 10, 1986, the Board of Directors declared a distribution of one Right (the "Rights") to purchase Series A Cumulative Participating Preferred Stock, par value $\$ 100$ per share, for each outstanding share of common stock. As a result of subsequent stock splits, each outstanding share of common stock now carries with it one-fifth of one Right.

Under certain circumstances, each Right will entitle the registered holder to acquire from the Company one one-hundredth (1/100) of a share of said Series A Preferred Stock at an exercise price of $\$ 100$. The Rights will be exercisable, except in certain circumstances, commencing ten days
following a public announcement that (i) a person or group has acquired or obtained the right to acquire $20 \%$ or more of the common stock, in a transaction not approved by the Board of Directors or (ii) a person or group has commenced or intends to commence a tender offer for $30 \%$ or more of the common stock (the "Distribution Date").

## PHILLIPS-VAN HEUSEN CORPORATION

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - (Continued)

## Stockholders' Equity (Continued)

## If the Company is the surviving corporation in a merger or other business

 combination then, under certain circumstances, each holder of a Right will have the right to receive upon exercise the number of shares of common stock having a market value equal to two times the exercise price of the Right.In the event the Company is not the surviving corporation in a merger or other business combination, or more than $50 \%$ of the Company's assets or earning power is sold or transferred, each holder of a Right will have the right to receive upon exercise the number of shares of common stock of the acquiring company having a market value equal to two times the exercise price of the Right.

Stock Options - Under the Company's stock option plans, non-
qualified and incentive stock options ("ISOs") may be granted. Options are granted at fair market value at the date of grant. ISOs and non-qualified options granted have a ten year duration. Generally, options are cumulatively exercisable in three installments commencing three years after the date of grant.

Under APB Opinion No. 25, the Company does not recognize compensation expense because the exercise price of the Company's stock options equals the market price of the underlying stock on the date of grant. Under FASB Statement No. 123, proforma information regarding net income and earnings per share is required as if the Company had accounted for its employee stock options under the fair value method of that Statement.

For purposes of proforma disclosures, the Company estimated the fair value of stock options granted since 1995 at the date of grant using the Black-Scholes option pricing model, and the estimated fair value of the options is then amortized to expense over the options' vesting period.

The following summarizes the assumptions used to estimate the fair value of stock options granted in each year and certain proforma information:

|  | 1999 | 1998 |
| :---: | :---: | :---: |
| 9.5\% Senior Subordinated Notes | \$149,321 | \$149, 268 |
| 7.75\% Debentures | 99,463 | 99,455 |
|  | \$248,784 | \$248,723 |

## PHILLIPS-VAN HEUSEN CORPORATION

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - (Continued)

## Stockholders' Equity (Continued)

Other data with respect to stock options follows:

Risk-free interest rate

| 1999 |  | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| 5.78\% |  | 5.56\% | 6.49\% |
| 7 Years | 7 | Years | 7 Years |
| 28.1\% |  | 29.9\% | 26.0\% |
| \$ 0.15 |  | \$ 0.15 | \$ 0.15 |
| \$ 3.50 |  | \$ 4.83 | \$ 5.43 |
| \$14,789 |  | \$9,994 | \$ $(68,242)$ |
| \$ 0.54 |  | \$ 0.37 | \$ (2.52) |

Of the outstanding options at January 30, 2000, 1, 002, 256 shares have an exercise price below $\$ 12.25,2,563,871$ shares have an exercise price from $\$ 12.25$ to $\$ 16.50$ and 2,320 shares have an exercise price above $\$ 16.50$. The weighted average remaining contractual life for all options outstanding at January 30, 2000 is 6.9 years.

## Leases

The Company leases retail stores, manufacturing facilities, office space and equipment. The leases generally are renewable and provide for the payment of real estate taxes and certain other occupancy expenses. Retail store leases generally provide for the payment of percentage rentals based on store sales and other costs associated with the leased property.

At January 30, 2000, minimum annual rental commitments under noncancellable operating leases, including leases for new retail stores which had not begun operating at January 30, 2000, are as follows:

| Shares | Option Price Per Share |  | Weighted Average Price Per Share |
| :---: | :---: | :---: | :---: |
| 1,957,540 | \$ 4.75 - | \$31.63 | \$12.12 |
| 817,250 | 12.81 - | 15.68 | 14.23 |
| 133,539 | 4.75 | 13.13 | 5.93 |
| 179,587 | 6.88 | 31.63 | 14.49 |
| 2,461,664 | 5.94 | 31.63 | 12.98 |
| 1,076,928 | 6.81 | 14.75 | 12.72 |
| 108,741 | 5.94 | 12.25 | 7.70 |
| 304,278 | 6.88 | $\underline{22.38}$ | 13.16 |
| 3,125,573 | 6.38 | 31.63 | 13.06 |
| 725,750 | 7.50 | 9.94 | 9.80 |
| 1,884 | 8.75 | 8.75 | 8.75 |
| 280,992 | 8.06 | 15.13 | 12.03 |
| 3,568, 447 | \$ 6.38 | \$31.63 | \$12.48 |

F-12

## PHILLIPS-VAN HEUSEN CORPORATION

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - (Continued)

Leases (Continued)

Rent expense is as follows:

| 2000 | $\$ 55,591$ |
| :--- | :--- |
| 2001 | 45,293 |
| 2002 | 35,281 |
| 2003 | 27,260 |
| 2004 | 19,474 |
| Thereafter | $\mathbf{5 8}, \mathbf{3 2 5}$ |
| Total minimum lease payments | $\mathbf{\$ 2 4 1 , 2 2 4}$ |

Retirement and Benefit Plans

The Company has noncontributory, defined benefit pension plans covering substantially all U.S. employees meeting certain age and service requirements. For those vested (after five years of service), the plans provide monthly benefits upon retirement based on career compensation and years of credited service. It is the Company's policy to fund pension cost annually in an amount consistent with Federal law and regulations. The assets of
the plans are principally invested in a mix of fixed income and equity investments.

The Company and its domestic subsidiaries also provide certain postretirement health care and life insurance benefits. Employees become eligible
for these benefits if they reach retirement age while working for the Company Retirees contribute to the cost of this plan, which is unfunded.

Following is a reconciliation of the changes in the benefit obligation for each of the last two years

|  | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| Minimum | \$59,954 | \$61,402 | \$65,177 |
| Percentage and other | 9,222 | 11,139 | 11,139 |
|  | \$69,176 | \$72, 541 | \$76,316 |

## PHILLIPS-VAN HEUSEN CORPORATION

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - (Continued)

Retirement and Benefit Plans - (Continued)

Following is a reconciliation of the fair value of the assets held by the Company's pension plans for each of the last two years:

| Pension Plans |  |  | Postretirement Plan |  |
| :--- | :--- | :--- | :--- | :--- |
| $\mathbf{1 9 9 9}$ | $\underline{1998}$ |  | $\underline{1999}$ |  |
| $\mathbf{\$ 1 2 7 , 2 7 8}$ | $\$ 116,622$ |  | $\mathbf{\$ 3 4 , 1 9 2}$ | $\$ 34,107$ |


| Service cost | $\mathbf{2 , 5 5 3}$ | $\mathbf{2 , 3 8 8}$ | $\mathbf{4 6 3}$ | 415 |
| :--- | :--- | :--- | :--- | :--- |
| Interest cost | $\mathbf{8 , 9 2 1}$ | 8,357 | $\mathbf{2 , 3 8 1}$ | 2,306 |
| Benefit payments | $\mathbf{( 7 , 6 8 3 )}$ | $(6,240)$ | $\mathbf{( 2 , 2 9 3 )}$ | $(2,499)$ |
| Actuarial (gain) loss | $\mathbf{( 1 5 , 1 3 5 )}$ | 5,863 | $\mathbf{( 3 , 2 9 2 )}$ | $(264)$ |
| Plan participants' contributions | $\mathbf{( 5 8 )}$ | $\mathbf{( 2 6 4 )}$ | $\mathbf{9 3}$ |  |
| Curtailment (gain) <br> Special termination benefits | $\underline{552}$ |  |  |  |
| End of year | $\mathbf{\$ 1 1 5 , \mathbf { 8 7 6 }}$ | $\mathbf{\$ 1 2 7 , 2 7 8}$ | $\mathbf{\$ 3 1 , 5 4 4}$ | $\mathbf{\$ 3 4 , 1 9 2}$ |

Net benefit cost recognized in each of the last three years is as follows:

| Beginning of year | $\mathbf{\$ 1 3 4 , 0 0 1}$ | $\$ 124,663$ |
| :--- | :--- | :--- |
| Actual return | $\mathbf{1 6 , 8 0 1}$ | $\mathbf{1 5 , 0 8 8}$ |
| Benefits paid | $\mathbf{( 7 , 6 8 3 )}$ | $(6,240)$ |
| Company contributions | $\underline{\mathbf{8 9 9}}$ | $\underline{490}$ |
| End of year | $\mathbf{\$ 1 4 4 , 0 1 8}$ | $\mathbf{\$ 1 3 4 , 0 0 1}$ |

Following is a reconciliation of the benefit obligation at the end of each of the last two years to the amounts recognized on the balance sheet:

|  | Pension Plans |  | 1997 | Postretirement Plan |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1999 | 1998 |  | 1999 | 1998 | 1997 |
| Service cost, including expenses | \$ 2,713 | \$ 2,388 | \$ 2,004 | \$ 463 | \$ 415 | \$ 389 |
| Interest cost | 8,921 | 8,357 | 7,935 | 2,381 | 2,306 | 2,403 |
| Amortization of net loss | 140 | 52 | 23 | 448 | 336 | 284 |
| Amortization of transition (asset) obligation | (63) | (68) | (68) | 273 | 273 | 273 |
| Expected return on plan assets | $(11,441)$ | $(10,935)$ | $(9,031)$ |  |  |  |
| Amortization of prior service cost | 437 | 462 | 563 |  |  |  |
|  | 707 | 256 | 1,426 | 3,565 | 3,330 | 3,349 |
| Multiemployer plans | \$ 707 | \$ 256 | $\frac{213}{\$ 1,639}$ | \$3,565 | \$3,330 | \$3,349 |

Included in the above disclosures are certain pension plans with
projected and accumulated benefit obligations in excess of plan assets of $\$ 3,412$ and $\$ 2,445$, respectively, as of January 30,2000 , and $\$ 4,664$ and $\$ 2,895$, respectively, as of January 31, 1999.

## PHILLIPS-VAN HEUSEN CORPORATION

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - (Continued)

Retirement and Benefit Plans - (Continued)

The assumed health care cost trend rate assumed for 2000 through 2010 is
$6.0 \%$. Thereafter, the rate assumed is $5.5 \%$. If the assumed health care cost trend rate increased or decreased by 1\%, the aggregate effect on the service and interest cost components of the net postretirement benefit cost for 1999 and on the postretirement benefit obligation at January 30, 2000 would be as follows:

| Pension |  | Postretirement |  |
| :--- | :--- | :--- | :--- |
|  | $\underline{1999}$ | $\underline{1999}$ | $\underline{1998}$ |
| $\mathbf{\$ 1 1 5 , 8 7 6}$ | $\$ 127,278$ |  | $\mathbf{\$ 3 1 , 5 4 4}$ |


| Unrecognized prior service cost | (800) | $(1,652)$ |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Unrecognized gains (losses) | 21,133 | 293 | $(4,800)$ | $(8,052)$ |
| Unrecognized transition asset (obligation) | 107 | 170 | $(3,551)$ | $(3,824)$ |
| Plan assets at fair value | (144,018) | (134,001) |  |  |
| (Asset) liability recognized on the balance sheet | \$_(7,702) | \$ $(\underline{7}, \underline{912)}$ | \$23,193 | \$22, 316 |

Significant rate assumptions used in determining the benefit obligations at the end of each year and benefit cost in the following year, were as follows:

| $1 \%$ Increase | 1\% Decrease |
| :--- | :--- |
| $\$ 356$ | $\$(301)$ |
| $\$ 3,620$ | $\$(3,016)$ |

The Company has an unfunded supplemental defined benefit plan covering 23 current and retired executives under which the participants will receive a predetermined amount during the 10 years following the attainment of age 65, provided that prior to the termination of employment with the Company, the participant has been in the plan for at least 10 years and has attained age 55. At January 30, 2000 and January 31, 1999, \$10,484 and $\$ 9,357$, respectively, are included in other liabilities as the accrued cost of this plan.

The Company has a savings and retirement plan (the "Associates Investment Plan") and a supplemental savings plan for the benefit of its eligible employees who elect to participate. The Company matches a portion of employee contributions to the plans. Matching contributions were \$2,488 (1999), \$2,222 (1998) and \$1,959 (1997).

## Segment Data

The Company manages and analyzes its operating results by its two vertically integrated business segments: (i) Apparel and (ii) Footwear and Related Products. In identifying its reportable segments, the Company evaluated its operating divisions and product offerings. The Company aggregated the results of its apparel divisions into the Apparel segment, which derives revenues from marketing dresswear, sportswear and accessories, principally under the brand names Van Heusen, Izod, Geoffrey Beene, John Henry, Manhattan, DKNY and FUBU. The Company's footwear business has been identified as the Footwear and Related Products segment. This segment derives revenues from marketing casual footwear, apparel and accessories under the Bass brand name.

## Segment Data - (Continued)

Sales for both segments occur principally in the United States.

|  | $\underline{1999}$ | $\underline{1998}$ |
| :--- | :--- | :--- |
| Discount rate | $\mathbf{8 . 2 5 \%}$ | $\mathbf{7 . 0 0 \%}$ |
| Rate of increase in compensation <br> levels (applies to pension plans only) <br> Long-term rate of return on assets | $\mathbf{4 . 7 5 \%}$ | $4.00 \%$ |

(1) 1997 operating income includes charges for facility and store closing,
restructuring and other expenses of $\$ 78,465$ for the Apparel segment and
$\$ 54,235$ for the Footwear and Related Products segment.
(2) Corporate expenses in each of 1999 and 1998 include $\$ 8,500$ of Year 2000 computer conversion costs.
(3) 1998 Corporate capital expenditures are related principally to the relocation of the Company's New York City corporate headquarters.

## PHILLIPS-VAN HEUSEN CORPORATION

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - (Continued)

Facility and Store Closing, Restructuring and Other Expenses

During 1997, the Company recorded pre-tax charges of $\$ 132,700$, related principally to a series of actions the Company has taken to accelerate the execution of its ongoing strategies to build its brands. The primary initiatives related to the charges were the closing and restructuring of certain manufacturing and warehouse facilities, closing underperforming retail outlet stores and modifying a repositioning of Bass.

The cost components of the charges are as follows:

|  | 1999 | 1998 | 1997 |
| :---: | :---: | :---: | :---: |
| Net Sales |  |  |  |
| Apparel | \$ 885,792 | \$ 896,863 | \$ 911,047 |
| Footwear and Related Products | 385,698 | 406,222 | 438,960 |
| Total Net Sales | \$1,271,490 | \$1,303,085 | \$1,350,007 |
| Operating Income (Loss) |  |  |  |
| Apparel(1) | \$ 55,626 | \$ 50,302 | \$ $(33,049)$ |
| Footwear and Related Products(1) | 18,687 | 17,183 | ( 38,853 ) |
| Total Operating Income (Loss) | 74,313 | 67,485 | $(71,902)$ |
| Corporate Expenses(2) | (26,003) | ( 24,000 ) | $(15,251)$ |

Identifiable Assets
Apparel
Corporate

Depreciation and Amortization Footwear and Related Products Corporate

Identifiable Capital Expenditures
Apparel
Corporate(3)
\$ 295,002
114, 554
264,192

\$ 6,583
4,033
8, 801
\$ 19,417
\$ 9, 700
3,732
17,859
\$ 31,291
\$ 357,774
122, 051 194,488 \$ 674,313
\$ 10,533
\$ 25, 442
\$ 5,653
\$ 8, 103
3,957
5,863
\$ 17, 923

One of the actions contemplated in the original plan was the closing of a designated footwear facility. In the second quarter of 1999, the Company announced the closing of its footwear manufacturing and warehousing operations in the Caribbean. As a result of this closure, the footwear facility originally designated for closure is now operationally required, and so the Company will not close this facility. The cost of closing the Caribbean facilities of approximately $\$ 5,000$ approximates the cost to close the footwear facility designated in the Company's original plan. As such, there was no net effect on net income.

As of January 30, 2000, all other significant initiatives contemplated by the 1997 charges have been completed and charged to the reserve according to the original plan. During 1999, 1998 and 1997, inventory markdowns of approximately $\$ 1,800$, $\$ 17,600$ and $\$ 26,600$ respectively, were charged to the reserve.

## Acquisition and Disposition of Businesses

On March 12, 1999, the Company entered into a license agreement to market dress shirts under the John Henry and Manhattan brands. In connection therewith, the Company acquired $\$ 17,212$ of inventory from the licensor.

On February 26, 1999, the Company sold the Gant trademark and certain related assets associated with the Company's Gant operations for $\$ 71,000$ in cash to Pyramid Sportswear AB ("Pyramid"), which was the brand's international licensee. Pyramid is a wholly-owned subsidiary of Pyramid Partners $A B$, in which the Company has a minority interest. Subsequent to February 26, 1999, the Company terminated its Gant operations in order to liquidate Gant's working capital and close the Gant division. The Company completed this process in the fourth quarter of 1999, at which time the Company determined that the proceeds exceeded the costs of exiting the Gant business, including the write-off of related goodwill and other assets, by \$5,767.

On November 3, 1999, the Company announced it had entered into agreements with Oxford Industries, Inc. to license the Izod Club trademark and sell substantially all of the related assets of the Company's Izod Club division. The Company closed its Izod Club division in the fourth quarter of 1999. In connection with closing this division, the Company incurred $\$ 5,667$ of expenses, principally for severance pay and other employee termination costs.

The gain on the sale of the Gant assets and the expenses incurred in closing the Izod Club division have been included in selling, general and administrative expenses.

## Other Comments

One of the Company's directors, Mr. Harry N.S. Lee, is a director of TAL Apparel Limited, an apparel manufacturer and exporter based in Hong Kong. During 1999, 1998 and 1997, the Company purchased approximately \$13,429, $\$ 26,700$ and $\$ 26,500$, respectively, of products from TAL Apparel Limited and certain related companies.

The Company is a party to certain litigation which, in management's judgement based in part on the opinion of legal counsel, will not have a material adverse effect on the Company's financial position.

During 1999, 1998 and 1997, the Company paid a $\$ 0.0375$ per share cash dividend each quarter on its common stock.

Certain items in 1998 and 1997 have been reclassified to present them on a basis consistent with 1999.

# PHILLIPS-VAN HEUSEN CORPORATION 

## SELECTED QUARTERLY FINANCIAL DATA - UNAUDITED

(In thousands, except per share data)

## REPORT OF ERNST \& YOUNG LLP, INDEPENDENT AUDITORS

To the Stockholders and the Board of Directors

Phillips-Van Heusen Corporation
e have audited the accompanying consolidated balance sheets of PhillipsVan Heusen Corporation and subsidiaries as of January 30, 2000 and January 31, 1999, and the related consolidated statements of operations, changes in stockholders' equity, and cash flows for each of the three years in the period ended January 30, 2000. Our audits also included the financial statement schedule included in Item 14(a)(2). These financial statements and schedule are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements and schedule based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the consolidated financial position of Phillips-Van Heusen Corporation and subsidiaries at January 30, 2000 and January 31, 1999, and the consolidated results of their operations and their cash flows for each of the three years in the period ended January 30, 2000 in conformity with accounting principles generally accepted in the United States. Also, in our opinion, the related financial statement schedule, when considered in relation to the basic financial statements taken as a whole, presents fairly in all material respects, the information set forth therein.

## E\&Y SIGNATURE STAMP

New York, New York

March 7, 2000

## PHILLIPS-VAN HEUSEN CORPORATION

## TEN YEAR FINANCIAL SUMMARY

|  | 1st Quar | 1998(1). | 2nd Quarter |  | 3rd Quarter |  | 4th Quarter |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1999 |  | 1999 | 1998 | 1999 | 1998 | 1999 | 1998 |
| Net sales | \$289,699 | \$295, 765 | \$316,790 | \$306, 371 | \$368, 041 | \$374, 392 | \$296,960 | \$326, 557 |
| Gross profit | 100,808 | 102,508 | 111,784 | 109, 063 | 128,802 | 128,063 | 109,632 | 107,291 |
| Income (loss) before |  |  |  |  |  |  |  |  |
| extraordinary item | $(4,625)$ | $(4,485)$ | 3,573 | 2,720 | 15,293 | 14, 016 | 2,632 | 636 |
| Net income (loss) | $(4,625)$ | $(5,545)$ | 3,573 | 2,720 | 15,293 | 14,016 | 2,632 | 636 |
| Basic and diluted income (loss) per share before |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
| extraordinary item | (0.17) | (0.16) | 0.13 | 0.10 | 0.56 | 0.51 | 0.10 | 0.02 |
| Price range of common stock per share |  |  |  |  |  |  |  |  |
| High | 8 15/16 | 13 3/8 | 10 5/8 | 15 1/8 | 10 1/8 | 13 3/4 | 8 9/16 | 11 5/16 |
| Low | $53 / 8$ | 11 3/16 | 8 5/16 | 12 | 7 5/16 | $61 / 2$ | 6 13/16 | $61 / 16$ |

(1) 1997 includes pre-tax
charges of $\$ 132,700$ for facility and store closing, restructuring and other expenses.
(2) 1996 and 1990 include 53 weeks of operations.
(3) 1995 includes the operations of Izod and Gant from date of acquisition, February 17, 1995, and includes pre-tax charges of $\$ 27,000$ for facility and store closing, restructuring and other expenses.
(4) 1994 includes pre-tax charges of $\$ 7,000$ for restructuring and other expenses.
(5) Total capital equals interest-bearing debt, preferred stock and stockholders' equity.
(6) Net debt and net capital are total debt and total capital reduced by invested cash.

## TEN YEAR FINANCIAL SUMMARY (CONTINUED)

Summary of Operations
Net sales
Apparel
Footwear and Related Products
Cost of goods sold and expenses
Income (loss) before interest, taxes
and extraordinary item
Interest expense, net
Income tax expense (benefit)
Income (loss) before extraordinary item
Extraordinary loss, net of tax
Net income (loss)
Per Share Statistics
Basic Earnings Per Share
Before extraordinary item Extraordinary loss
Net income (loss)
Diluted Earnings Per Share:
Before extraordinary item
Extraordinary loss
Net income (loss)
Dividends paid per share
Stockholders' equity per share

## Financial Position

current assets
current liabilities
Working capital
Total assets
ong-term debt
Convertible redeemable preferred stock
Stockholders' equity

## Other Statistics

Total debt to total capital (5)
Net debt to net capital (6)
Current ratio
Average shares outstanding

| 1999 | 1998 |
| :---: | :---: |
| \$ 885,792 | \$ 896, 863 |
| 385,698 | 406,222 |
| 1,271,490 | 1,303,085 |
| 1,223,180 | 1,259,600 |
| 48,310 | 43,485 |
| 22,430 | 26,112 |
| 9,007 | 4,486 |
| 16,873 | $\begin{aligned} & 12,887 \\ & (1,060) \end{aligned}$ |
| \$ 16, 873 | \$ 11, 827 |

$\$ 0.62 \quad \$ 0.47$
$0.04)$
$\$ 0.43$
$\$ 0.47$
$\begin{array}{r}(0.04) \\ \$ 0.43 \\ \hline\end{array}$
\$ 0.15
8.39
\$ 425,970
124,580
\$ 368, 017
132,686
235, 331
674, 313
248, 228
241, 685
$54.0 \%$
$53.6 \%$
2.8
50.7\%
39.0\%
3.4

27,289

27,218

1997(1)
$\$ 911,047$
438,960
$1,350,007$
$1,437,160$
$(87,153)$
20,672
$\left(\frac{41}{}, 246\right)$
$(679)$
$\$(66,579)$

| $\$ 897,370$ |
| :--- |
| $\frac{462,223}{1,359,593}$ |
| $1, \underline{311}, 855$ |
| 47,738 |
| 23,164 |
| $\frac{6}{1}, 044$ |
| $\$ 18,530$ |

$\$ 0.01$
\$ 0.01
$\$ 0.15$
10.20
2.4

26,726
(1) 1997 includes pre-tax
charges of $\$ 132,700$ for facility and store closing, restructuring and other expenses.
(2) 1996 and 1990 include 53 weeks of operations.
(3) 1995 includes the operations of Izod and Gant from date of acquisition, February 17, 1995, and includes pre-tax charges of $\$ 27,000$ for facility and store closing, restructuring and other expenses.
(4) 1994 includes pre-tax charges of $\$ 7,000$ for restructuring and other
expenses.
(5) Total capital equals interest-bearing debt, preferred stock and stockholders' equity.
(6) Net debt and net capital are total debt and total capital reduced by invested cash.
F-22

|  | 1994(4). | 1993 | 1992 | 1991 | 1990(2). |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Summary of Operations |  |  |  |  |  |
| Net sales |  |  |  |  |  |
| Apparel | \$ 812,993 | \$ 757,452 | \$ 709,361 | \$ 596,383 | \$536,352 |
| Footwear and Related Products | $\frac{442, \frac{473}{1,255,466}}{}$ | $\frac{394}{1,152,942}$ | $\frac{333,204}{1,042,565}$ | $\frac{307}{904}, \frac{717}{100}$ | $\frac{269}{806}, \frac{963}{315}$ |
| Cost of goods sold and expenses | 1,205,764 | 1,072, -083 | 972,357 | 843, 367 | 752,252 |
| Income (loss) before interest, taxes |  |  |  |  |  |
| and extraordinary item | 49,702 | 80,311 | 70,208 | 60,733 | 54,063 |
| Interest expense, net | 12,793 | 16,679 | 15,727 | 16,686 | 18,884 |
| Income tax expense (benefit) | 6,894 | 20, 380 | 16, 600 | 12, 910 | 8,795 |
| Income (loss) before extraordinary item | 30,015 | 43,252 | 37,881 | 31,137 | 26,384 |
| Extraordinary loss, net of tax |  | (11,394) |  |  |  |
| Net income (loss) | \$ 30,015 | \$ 31, 858 | \$ 37, 881 | \$ 31,137 | \$ 26, 834 |
| Per Share Statistics |  |  |  |  |  |
| Basic Earnings Per Share: |  |  |  |  |  |
| Refore extranrdinary item | \$ 112 | \$ 1 fh | \$ $15 \Omega$ | \$ 124 | \$ 1 คค |


| Extraordinary loss |  | (0.44) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net income (loss) | \$ 1.13 | \$ 1.22 | \$ 1.50 | \$ 1.24 | \$ 1.00 |
| Diluted Earnings Per Share: |  |  |  |  |  |
| Before extraordinary item | \$ 1.11 | \$ 1.60 | \$ 1.42 | \$ 1.15 | \$ 0.95 |
| Extraordinary loss |  | (0.42) |  |  |  |
| Net income (loss) | \$ 1.11 | \$ 1.18 | \$ 1.42 | \$ 1.15 | \$ 0.95 |
| Dividends paid per share | \$ 0.15 | \$ 0.15 | \$ 0.15 | \$ 0.1425 | \$ 0.14 |
| Stockholders' equity per share | 10.35 | 9.33 | 8.14 | 4.52 | 3.38 |
| Financial Position |  |  |  |  |  |
| Current assets | \$ 429,670 | \$ 418,702 | \$ 410, 522 | \$ 303,143 | \$285,315 |
| Current liabilities | 114,033 | 109,156 | 115,208 | 102,976 | 90,748 |
| Working capital | 315,637 | 309,546 | 295, 314 | 200,167 | 194,567 |
| Total assets | 596,284 | 554,771 | 517,362 | 398,969 | 376,790 |
| Long-term debt | 169,679 | 169,934 | 170,235 | 121,455 | 140,259 |
| Convertible redeemable preferred stock |  |  |  | 72,800 | 72,800 |
| Stockholders' equity | 275,460 | 246,799 | 211,413 | 84,903 | 62,324 |
| Other Statistics |  |  |  |  |  |
| Total debt to total capital (5) | 38.2\% | 40.8\% | 46.8\% | 46.0\% | 53.2\% |
| Net debt to net capital (6) | 26.9\% | 29.7\% | 34.3\% | 45.0\% | 52.2\% |
| Current ratio | 3.8 | 3.8 | 3.6 | 2.9 | 3.1 |
| Average shares outstanding | 26,563 | 26,142 | 23,766 | 18,552 | 18,260 |

## PHILLIPS-VAN HEUSEN

 CORPORATION
## VALUATION AND QUALIFYING ACCOUNTS

(In thousands)

[^0](b) Recoveries of doubtful accounts previously written off.
(c) Primarily uncollectible accounts charged against the allowance provided therefor.

| Column A | Column B | $\frac{\text { Column } \mathrm{c}}{\text { Additions }}$ |  | Column D | Column E |
| :---: | :---: | :---: | :---: | :---: | :---: |
| - | Balance at Beginning | Charged to | Charged to | Deductions | Balance |
| Description |  | Costs and | Other |  | at End |
|  | of Period | Expense | Accounts |  | of Period |
| Year Ended January 30, 2000 |  |  |  |  |  |
| Deducted from asset accounts: |  |  |  |  |  |
| Allowance for doubtful accounts | \$1,367 | \$1,130(a) | \$ 271(b) | \$ 463(c) | \$2,305 |
| Year Ended January 31,1999 |  |  |  |  |  |
| Deducted from asset accounts: |  |  |  |  |  |
| Allowance for doubtful accounts | \$2,911 | \$ 409(a) | \$ 441(b) | \$2,394 (c) | \$1,367 |

## Year Ended February 1, 1998

Deducted from asset accounts:
Allowance for doubtful
accounts
\$492(a)
\$ 202(b)
\$1,184(c)
\$2,911

## SUBSIDIARIES OF THE REGISTRANT

The following table lists all of the subsidiaries of the Company and the urisdiction of incorporation of each subsidiary. Each subsidiary does business under its corporate name indicated in the table
G. H. Bass Franchises Inc.

Caribe M\&I Ltd
GHB (Far East) Limited

| Phillips-Van Heusen (Far East) Ltd. | Hong Kong |
| :---: | :---: |
| Confecciones Imperio, S.A. | Costa Rica |
| Camisas Modernas, S.A. | Guatemala |
| PVH Retail Corp. | Delaware |
| The IZOD Corporation | Pennsylvania |
| Phillips-Van Heusen Puerto Rico LLC | Delaware |
| BassNet, Inc. | Delaware |
| izod.com inc. | Delaware |
| ROPA PVH MEXICANA, CAMISAS Y DISEÑOS, S.A. DE C.V. | Mexico |
| G.H. Bass Caribbean LLC | Delaware |

## Consent of Independent Auditors

We consent to the incorporation by reference in
(i) Post-Effective Amendment No. 2 to the Registration Statement (Form S8, No. 2-73803), which relates to the Phillips-Van Heusen Corporation Employee Savings and Retirement Plan,
(ii) Registration Statement (Form S-8, No. 33-50841) and Registration Statement (Form S-8, No. 33-59602), each of which relate to the PhillipsVan Heusen Corporation Associates Investment Plan for Residents of the Commonwealth of Puerto Rico,
(iii) Registration Statement (Form S-8, No. 33-59101), which relates to the Voluntary Investment Plan of Phillips-Van Heusen Corporation (Crystal Brands Division),
(iv) Post-Effective Amendment No. 4 to Registration Statement (Form S-8, No. 2-72959), Post Effective Amendment No. 6 to Registration Statement (Form S-8, No. 2-64564), and Post Effective Amendment No. 13 to Registration Statement (Form S-8, No. 2-47910), each of which relate to the 1973 Employee's Stock Option Plan of Phillips-Van Heusen Corporation,
(v) Registration Statement (Form S-8, No. 33-38698), Post-Effective Amendment No. 1 to Registration Statement (Form S-8, No. 33-24057) and Registration Statement (Form S-8, No. 33-60793), each of which relate to the Phillips-Van Heusen Corporation 1987 Stock Option Plan,
(vi) Registration Statement (Form S-8, No. 333-29765) which relates to the Phillips-Van Heusen Corporation 1997 Stock Option Plan, and
of Phillips-Van Heusen Corporation and in the related Prospectuses of our report dated March 7, 2000, with respect to the consolidated financial statements and our report included in the preceding paragraph with respect to the financial statement schedule of Phillips-Van Heusen Corporation included in this Annual Report (Form 10-K) for the year ended January 30, 2000.

## LONG-TERM INCENTIVE PLANS

The Board of Directors of Phillips-Van Heusen Corporation (the "Company"), upon the recommendation of the Compensation Committee, adopted in June 1999 long-term incentive plans for the 21 -month period ending February 4, 2001 and the 33 -month period ending February 3, 2002. The participants in the plans are the Company's Chief Executive Officer, Chief Operating Officer and Chief Financial Officer.

The payment of cash awards under each of the plans requires the Company to achieve both earnings growth and improvement in return on equity over the applicable performance cycle. Threshold, plan and maximum targets were established for each of the criteria, for each performance cycle, and awards were established for achievement of each of the targets. Awards are based on a percentage of a participant's base salary. The percentage is lowest for achievement of the threshold targets and is the highest if the maximum targets are achieved or exceeded. If the level of achievement falls between two of the targets, the award will be on a percentage of the participant's base salary that is on a straight-line interpolation between the percentages for the two targets. The percentage of base salary that a participant can earn as an award differs among the participants. No awards are earned if the threshold targets are not satisfied.

The amount of a participant's award, if any, will be determined by the Compensation Committee, by the end of the first quarter of the fiscal year immediately following the end of the applicable performance cycle. Payment of such awards will be made as soon as practicable thereafter.

In the event of the death or disability of a participant during a performance cycle, the participant or his estate will receive the award, if any, which would otherwise have been payable to the participant for such performance cycle, pro rated to reflect the portion of the performance cycle worked by the participant. In order to remain eligible to receive an award, a participant must be employed by the Company on the payment date therefor or must have died, become disabled, retired under the Company's retirement plan or have been discharged without cause subsequent to the end of the performance cycle but prior to the date the award is paid.

THIS SCHEDULE CONTAINS RESTATED SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE PHILLIPS-VAN HEUSEN CORPORATION FINANCIAL STATEMENTS INCLUDED IN ITS 10-K REPORT FOR THE YEAR ENDED JANUARY 30, 2000 AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

1,000

```
12-MOS
        JAN-30-2000
            JAN-30-2000
                                    \$ 94,821
                                    0
                68,727
                        2,305
                222,976
            425,970
                    106, 122
                    0
                673,748
            124,580
                                    248, 784
                                    0
                                    27,290
                214,395
673,748
                        1,271, 490
            1,271,490
            820, 464
        402,716
        22,430
            25, 880
                                    9,007
            16,873
                0
                    0
                                    0
                                    16,873
                                    0.62
                            0.62
```

Property, plant and equipment is presented net of accumulated depreciation. Provision for doubtful accounts is included in other costs and expenses.


[^0]:    (a) Provisions for doubtful accounts.

