# CULP, INC.

## Capital Allocation Strategy

December 2022

# CAPITAL ALLOCATION STRATEGY

**Management is focused on a very disciplined approach to capital allocation. Based on current business conditions, our priority is to build cash, control costs, and reduce capital expenditures. However, during more normalized conditions, our capital allocation strategy involves four parts, as follows:**

Part 1:

**Investing in our businesses; paying down debt; and commitment to our shareholders via quarterly dividend payment (subject to performance, business outlook, and working capital/cap ex needs)**

a) Fund working capital requirements for organic growth in our businesses, which could include accelerating payments to suppliers in exchange for meaningful cash discounts. Growing internally with adequate margins offers the highest returns on capital with the least risk.

b) Fund capital expenditures for our businesses, both for maintenance and expansion projects as needed. Capital expenditure requirements for our upholstery fabrics business will generally be minimal as the business model is not capital intensive.

c) Pay down debt as required.

d) Pay quarterly dividend, with intent to gradually increase each year based on performance and business outlook.

- To preserve liquidity and support future growth opportunities, the company suspended the quarterly cash dividend on its common stock in June 2022.

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Part 2:

## Acquisitions

a) We will continue to carefully evaluate strategic acquisition opportunities and potential new business ventures within our industry that are not capital intensive.

b) We will be patient and disciplined with any capital committed in this manner.

c) Above all, we will ensure that any acquisition made will not jeopardize the financial health of our company.

# CAPITAL ALLOCATION STRATEGY

Part 3:

## Uses of Free Cash Flow

### a) Share Repurchase Program:

- In fiscal 2012 and 2013, we repurchased 1.1 million shares of Culp common stock, at a value of $10.4 million
- No shares were repurchased in fiscal 2014
- We repurchased 43,014 shares for approximately $745,000 in fiscal 2015
- We repurchased 100,776 shares for approximately $2.4 million in fiscal 2016
- No shares were repurchased in fiscal 2017 and fiscal 2018
- We repurchased 160,823 shares for approximately $3.3 million in fiscal 2019
- We repurchased 142,496 shares for approximately $1.7 million in fiscal 2020
- No shares were repurchased in fiscal 2021
- We repurchased 121,688 shares for approximately $1.8 million in fiscal 2022
- Since fiscal 2012, we have repurchased approximately **12 percent** of our outstanding shares

In March 2020, the Board approved an increase in the authorization for the Company to acquire its common stock back to a total of $5.0 million, of which $3.2 million was available under this program as of July 31, 2022. Shares may be repurchased, at the Company's discretion, from time to time in the open market or in privately negotiated transactions. We will consider repurchasing shares at a price that reflects a discount to our calculated intrinsic value per share; we do not expect to repurchase any shares during the third quarter of fiscal 2023.

### b) Special Dividends:

**December 2012** – $0.50 per share special dividend
**July 2014** - $0.40 per share special dividend
**July 2015** - $0.40 per share special dividend
**July 2016** - $0.21 per share special dividend
**July 2017** - $0.21 per share special dividend

We will consider paying a special dividend assuming: 1) adequate cash is available to pay the special dividend; 2) additional investment in working capital is not needed to support planned organic growth; 3) No potential acquisition opportunities are on the horizon; and 4) there are no major economic concerns that could have an adverse effect on our business.



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Part 4:

## Build Excess Cash

If the business or economic outlook is such that we decide against paying a regular quarterly dividend, repurchasing shares, and/or paying a special dividend, then we will build cash.