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

Exchange Act of 1934

Date of Report (Date of earliest event reported) November 18, 1998
CULP, INC.
(Exact name of registrant as specified in its charter)

## North Carolina

(State or other jurisdiction of incorporation)

0-12781
56-1001967
(IRS Employer Identification No.)

101 South Main Street
High Point, North Carolina 27260
(Address of principal executive offices)
(336) 889-5161
(Registrant's telephone number, including area code)
(Former name or former address, if changed since last report)

Item 5. Other Events
See attached Press Release (2 pages) and Financial Information Release (10 pages), both dated November 18, 1998, related to the fiscal 1999 second quarter ended November 1, 1998.

Forward Looking Information. This Report contains statements that could be deemed "forward-looking statements" within the meaning of the federal securities laws, which statements are inherently subject to risks and uncertainties. Forward-looking statements are statements that include projections, expectations or beliefs about future events or results or otherwise are not statements of historical fact. Such statements are often characterized by qualifying words such as "expect," "believe," "estimate," "plan" and "project" and their derivatives. Factors that could influence the matters discussed in such statements include the level of housing starts and sales of existing homes, consumer confidence, trends in disposable income, and general economic conditions. Decreases in these economic indicators could have a negative effect on the Company's business and prospects. Likewise, increases in interest rates, particularly home mortgage rates, and increases in consumer debt or the general rate of inflation, could affect the Company adversely. In addition, the value of the U. S. dollar relative to other currencies can affect the ompetitiveness of the Company's products in international markets. Economic and political instability in the international area could also affect the demand for the Company's products.

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

CULP, INC.
(Registrant)

CULP Reports Second Quarter Earnings
Page 1
Nov. 18, 1998

## RESULTS SIGNAL IMPROVEMENT COMPARED WITH FIRST PERIOD

HIGH POINT, N.C. (Nov. 18, 1998) Culp, Inc. (NYSE: CFI) today reported net sales and net income for the second quarter of its 1999 fiscal year.

For the three months ended November 1, 1998, Culp reported that net sales increased $4.3 \%$ to $\$ 128.2$ million compared with $\$ 122.9$ million a year ago. Net income for the quarter was $\$ 1.3$ million, or $\$ 0.10$ per share diluted, compared with $\$ 4.5$ million, or $\$ 0.35$ per share diluted, a year ago.

Net sales for the first half of fiscal 1999 totaled $\$ 238.8$ million, up $7.4 \%$ from $\$ 222.4$ million in the first six months of fiscal 1998. The company reported a loss for the first half of $\$ 1.3$ million, or $\$ 0.10$ per share, compared with net income of $\$ 7.4$ million, or $\$ 0.57$ per share diluted, in the year-earlier period.
"The net income for the second quarter represents a gratifying improvement compared with our corporate performance in the first period," said Robert G. Culp, III, chief executive officer. "We are encouraged by the progress realized to date through the actions taken to restore Culp's profitability. Our focus has included reducing costs and lowering manufacturing capacity, especially related to our international business, to match the lower level of demand that has persisted this year. We did achieve higher sales for the second quarter and first half; but those gains were due to the contributions from acquired operations.
"Our goal is to realize further progress over the remainder of this fiscal year, but we do not expect the full impact of the changes we have made to become apparent until during fiscal 2000. During the second quarter, we restructured the sales organizations for two of our four business units, Culp Decorative Fabrics and Culp Velvets/Prints. This realignment in marketing personnel was a logical extension of the corporate reorganization that was implemented earlier this year to reflect the expanded size of our business units and to support the company's planned future expansion. The response within our organization has been very supportive of these moves, and that commitment further supports our fundamental confidence about Culp's prospects."

Culp added, "Some forecasts have emerged that suggest concern about an overall economic slowdown over the next several quarters. The latest trends in factors such as consumer confidence, employment levels and mortgage rates, however, suggest a favorable outlook for overall consumer spending on home furnishings. We are very pleased with the response to the new patterns and textures that Culp introduced to retailers at the recent trade conference. Enhancing the value of our fabrics to manufacturers of furniture and bedding remains our mission, and the continued integration of our expanded design resources with the company's broad manufacturing capabilities is a vital component in our strategy."

Culp, Inc. is the world's largest manufacturer and marketer of upholstery fabrics for furniture and is a leading producer of mattress ticking for bedding. The Company's fabrics are used primarily in the production of residential and commercial furniture and bedding products.

CULP, INC.
Condensed Financial Highlights
(Unaudited)

| Net sales | \$ | 128,159,000 | \$ | 122,926,000 |
| :---: | :---: | :---: | :---: | :---: |
| Net income | \$ | 1,307, 000 | \$ | 4,505,000 |
| Net income per share: |  |  |  |  |
| Basic | \$ | 0.10 | \$ | 0.36 |
| Diluted | \$ | 0.10 | \$ | 0.35 |
| Average shares outstanding: |  |  |  |  |
| Basic |  | 12,995, 000 |  | 12,668,000 |
| Diluted |  | 13,120,000 |  | 12,980,000 |
|  | Six Months Ended November 1, 1998 |  |  | $\begin{gathered} \text { November 2, } \\ 1997 \end{gathered}$ |
| Net sales | \$ | 238,826,000 | \$ | 222,424, 000 |
| Net income (loss) | \$ | $(1,333,000)$ | \$ | 7,355,000 |
| Net income (loss) per share: |  |  |  |  |
| Basic | \$ | (0.10) | \$ | 0.58 |
| Diluted | \$ | (0.10) | \$ | 0.57 |
| Average shares outstanding: |  |  |  |  |
| Basic |  | 12,998, 000 |  | 12,649, 000 |
| Diluted |  | 13,175, 000 |  | 12,953, 000 |

This release contains statements that could be deemed "forward-looking statements," within the meaning of the federal securities laws. Such statements are inherently subject to risks and uncertainties. Forward-looking statements are statements that include projections, expectations or beliefs about future events or results or otherwise are not statements of historical fact. Such statements are often characterized by qualifying words such as "expect," "believe," "estimate," "plan" and "project" and their derivatives. Factors that could influence the matters discussed in such statements include the level of housing starts and sales of existing homes, consumer confidence, trends in disposable income and general economic conditions. Decreases in these economic indicators could have a negative effect on the company's business and prospects. Likewise, increases in interest rates, particularly home mortgage rates, and increases in consumer debt or the general rate of inflation, could affect the company adversely. Because of the increasing percentage of the company's sales derived by international shipments, strengthening of the U.S. dollar against other currencies could make the company's products less competitive on the basis of price in markets outside the United States. Additionally, economic and political instability in international areas could affect the demand for the company's products.


SIX MONTHS ENDED (UNAUDITED)

|  | Amounts |  |  |  | Percent of Sales |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { November 1, } \\ 1998 \end{gathered}$ | $\begin{gathered} \text { November 2, } \\ 1997 \end{gathered}$ | \% Over (Under) |  | 1999 |  | 1998 |  |
| Net sales \$ | 238,826 | 222,424 | 7.4 | \% | 100.0 | \% | 100.0 | \% |
| Cost of sales | 204,741 | 182,956 | 11.9 | \% | 85.7 | \% | 82.3 | \% |
| Gross profit | 34,085 | 39,468 | (13.6) | \% | 14.3 | \% | 17.7 | \% |
| Selling, general and administrative expenses | 29,947 | 24,548 | 22.0 | \% | 12.5 | \% | 11.0 | \% |
| Income from operations | 4,138 | 14,920 | (72.3) | \% | 1.7 | \% | 6.7 | \% |
| Interest expense | 4,825 | 3,100 | 55.6 | \% | 2.0 | \% | 1.4 | \% |
| Interest income | (72) | (162) | (55.6) | \% | (0.0) | \% | (0.1) | \% |
| Other expense (income), net | 1,374 | 667 | 106.0 | \% | 0.6 | \% | 0.3 | \% |
| Income (loss) before income taxes | $(1,989)$ | 11,315 | (117.6) | \% | (0.8) | \% | 5.1 | \% |
| Income taxes * | (656) | 3,960 | (116.6) | \% | 33.0 | \% | 35.0 | \% |
| Net income (loss) \$ | $(1,333)$ | 7,355 | (118.1) | \% | (0.6) | \% | 3.3 | \% |
| Net income (loss) per share | (\$0.10) | \$0.58 | (117.2) | \% |  |  |  |  |
| Net income (loss) per share, assuming dilution | (\$0.10) | \$0. 57 | (117.5) | \% |  |  |  |  |
| Dividends per share | \$0.07 | \$0.07 | 0.0 | \% |  |  |  |  |
| Average shares outstanding | 12,998 | 12,649 | 2.8 | \% |  |  |  |  |
| Average shares outstanding, assuming dilution | 13,175 | 12,953 | 1.7 | \% |  |  |  |  |

[^0]
## CULP, INC. FINANCIAL INFORMATION RELEASE

 CONSOLIDATED BALANCE SHEETSNOVEMBER 1, 1998, NOVEMBER 2, 1997 AND MAY 3, 1998 Unaudited
(Amounts in Thousands)

|  | Amounts |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | --------------------- |  |  | Increase (Decrease) |  |  | * May 3, |
|  |  | Novembe | November |  |  |  |  |
|  |  | 1998 | 1997 | Dollars | Perc | nt | 1998 |
| Current assets |  |  |  |  |  |  |  |
| Cash and cash investments | \$ | 1,177 | 1,209 | (32) | (2.6) | \% | 2,312 |
| Accounts receivable |  | 72,998 | 74,314 | $(1,316)$ | (1.8) | \% | 73,773 |
| Inventories |  | 72,392 | 70,192 | 2,200 | 3.1 | \% | 78,594 |
| Other current assets |  | 7,230 | 6,136 | 1,094 | 17.8 | \% | 7,808 |
| Total current assets |  | 153,797 | 151, 851 | 1,946 | 1.3 | \% | 162,487 |
| Restricted investments |  | 3,409 | 8,258 | $(4,849)$ | (58.7) | \% | 4, 021 |
| Property, plant \& equipment, net |  | 126, 050 | 107,377 | 18,673 | 17.4 | \% | 128,805 |
| Goodwill |  | 54,433 | 49,778 | 4,655 | 9.4 | \% | 55,162 |
| Other assets |  | 4,333 | 3,715 | 618 | 16.6 | \% | 4,340 |
| Total assets | \$ | 342, 022 | 320, 979 | 21, 043 | 6.6 | \% | 354, 815 |
| Current liabilities |  |  |  |  |  |  |  |
| Current maturities of long-term debt | \$ | 1,678 | 100 | 1,578 | 1,578.0 | \% | 3,325 |
| Accounts payable |  | 32,640 | 36,709 | $(4,069)$ | (11.1) | \% | 37, 214 |
| Accrued expenses |  | 17,143 | 15,175 | 1,968 | 13.0 | \% | 17,936 |
| Income taxes payable |  | 0 | 1, 034 | $(1,034)$ | (100.0) | \% | 1,282 |
| Total current liabilities |  | 51,461 | 53,018 | $(1,557)$ | (2.9) | \% | 59,757 |
| Long-term debt |  | 150, 210 | 139,991 | 10,219 | 7.3 | \% | 152,312 |
| Deferred income taxes |  | 11,227 | 9,965 | 1,262 | 12.7 | \% | 11,227 |
| Total liabilities |  | 212,898 | 202,974 | 9,924 | 4.9 | \% | 223,296 |
| Shareholders' equity |  | 129, 124 | 118, 005 | 11,119 | 9.4 | \% | 131, 519 |
| Total liabilities and shareholders' equity | \$ | 342, 022 | 320,979 | 21,043 | 6.6 | \% | 354, 815 |
| Shares outstanding |  | 12,995 | 12,687 | 308 | 2.4 | \% | 13, 007 |

[^1]Cash flows from operating activities:
Net income (loss)
Adjustments to reconcile net income (loss) to net
cash provided by (used in) operating activities:
Depreciation
Amortization of intangible assets
Changes in assets and liabilities:
Accounts receivable
Inventories
Other current assets
Other assets
Accounts payable
Accrued expenses
Income taxes payable
Net cash provided by (used in) operating activities

Cash flows from investing activities:
Capital expenditures
Purchases of restricted investments
Purchase of investments to fund deferred compensation liability
Sale of restricted investments
Business acquired
Net cash used in investing activities
Cash flows from financing activities:
Proceeds from issuance of long-term debt
Principal payments on long-term debt
Change in accounts payable-capital expenditures
Dividends paid
Common stock issued (purchased)
Net cash provided by (used in) financing activities

Increase (decrease) in cash and cash investments
Cash and cash investments at beginning of period

Cash and cash investments at end of period

| Amounts |  |
| :---: | :---: |
| $\begin{gathered} \text { November 1, } \\ 1998 \end{gathered}$ | $\begin{gathered} \text { November 2, } \\ 1997 \end{gathered}$ |

\$
$(1,333) \quad 7,355$

| 9,198 | 6,869 |
| :---: | :---: |
| 829 | 533 |
| 775 | $(17,623)$ |
| 6,202 | (11, 813) |
| 578 | (686) |
| (93) | (188) |
| $(2,395)$ | 10,668 |
| (793) | 295 |
| $(1,282)$ | (546) |
| 11,686 | $(5,136)$ |
| $(6,443)$ | $(19,216)$ |
| (66) | $(8,662)$ |
| 0 | (581) |
| 678 | 11,422 |
| 0 | $(36,628)$ |
| $(5,831)$ | $(53,665)$ |


| 2,535 | 63,500 |
| :---: | :---: |
| $(6,284)$ | (50) |
| $(2,179)$ | $(3,862)$ |
| (910) | (889) |
| (152) | 481 |
| $(6,990)$ | 59,180 |
| $(1,135)$ | 379 |
| 2,312 | 830 |

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CULP, INC. FINANCIAL INFORMATION RELEASE
FINANCIAL ANALYSIS
NOVEMBER 1, 1998
FISCAL 98
Q2

| FISCAL 99 |  |  |  |
| :---: | :---: | :---: | :---: |
| Q1 | Q2 | Q3 | Q4 |

$\qquad$

## INVENTORIES

Inventory turns
6.1
4.9
5.7

RECEIVABLES
Days sales in receivables
$55 \quad 48 \quad 52$

Percent current \& less than 30 days past due
97.8\%
93. 8\%

CAPITAL
Current ratio

| 2.9 | 3.1 | 3.0 |
| ---: | ---: | ---: |
| 4.8 | 4.5 | 4.4 |
| $\$ 107,797$ | $\$ 111,481$ | $\$ 112,750$ |

PROPERTY, PLANT \& EQUIPMENT

| Depreciation rate | $7.4 \%$ | $7.7 \%$ | $8.4 \%$ |
| :--- | ---: | ---: | ---: |
| Percent property, <br> plant \& equipment are depreciated | $45.3 \%$ | $43.8 \%$ | $45.0 \%$ |

plant \& equipment are depreciated 45.3
Capital expenditures \$35,879 (1)
(1) $\$ 2,85$
4.8\%

Return on average total capital

| $(1.6 \%)$ | $4.2 \%$ |
| ---: | ---: |
| $(8.1 \%)$ | $4.1 \%$ |
| $(\$ 0.20)$ | $\$ 0.10$ |
| $(\$ 0.20)$ | $\$ 0.10$ |

Return on average equity $\quad 15.6 \%$
Net income (loss) per share \$0.36
Net income (loss) per share (diluted) \$0.35

LEVERAGE (3)

| Total liabilities/equity | $172.0 \%$ | $167.2 \%$ | $164.9 \%$ |
| :--- | ---: | ---: | ---: |
| Funded debt/equity | $111.7 \%$ | $119.7 \%$ | $115.0 \%$ |
| Funded debt/capital employed | $52.8 \%$ | $54.5 \%$ | $53.5 \%$ |
| Funded debt | $\$ 131,833$ | $\$ 153,559$ | $\$ 148,479$ |
| Funded debt/EBITDA (LTM) (6) | 3.1 | 3.75 | 4.95 |
| EBITDA/Interest expense, net (LTM) | 8.5 | 4.9 | 4.2 |
|  |  |  |  |
|  |  | $\$ 9.87$ | $\$ 9.94$ |
| Book value per share | $\$ 9.30$ | 4,230 | 4,014 |
| Employees at quarter end | 3,554 | $\$ 103,000$ | $\$ 124,000$ |
| Sales per employee (annualized) | $\$ 146,000$ | $\$ 281,831$ | $\$ 277,603$ |
| Capital employed (3) | $\$ 249,838$ | $33.0 \%$ | $33.0 \%$ |
| Effective income tax rate | $35.0 \%$ | $\$ 3,142$ | $\$ 9,649$ |
| EBITDA (2) | $\$ 12,643$ | $2.8 \%$ | $7.5 \%$ |
| EBITDA/net sales | $10.3 \%$ |  |  |

(1) Expenditures for entire year
(2) Earnings before interest, income taxes, and depreciation \& amortization.
(3) Long-term debt, funded debt and capital employed are all net of restricted investments.
(4) Working capital for this calculation is accounts receivable, inventories and accounts payable
(5) LTM represents "Latest Twelve Months"
(6) EBITDA includes capitalized interest and pro forma amounts for Wetumpka and Artee acquisitions.

CULP, INC. FINANCIAL INFORMATION RELEASE
SALES BY PRODUCT CATEGORY/BUSINESS UNIT
FOR THE THREE MONTHS AND SIX MONTHS ENDED NOVEMBER 1, 1998 AND NOVEMBER 2, 1997 (Amounts in thousands)

THREE MONTHS ENDED (UNAUDITED)

| Product Category/Business Unit |  |  | Amounts |  |  |  | Percent of Total Sales |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \text { November 1, } \\ 1998 \end{gathered}$ | November 2, 1997 | \% Over (Under) |  | 1999 | 1998 |  |
| Upholstery Fabrics |  |  |  |  |  |  |  |  |  |
| Culp Decorative Fabrics |  | \$ | 59,573 | 56,781 | 4.9 | \% | 46.5 \% | 46.2 \% |  |
| Culp Velvets/Prints |  |  | 38,728 | 43,928 | (11.8) | \% | 30.2 \% | 35.7 |  |
|  |  |  | 98,301 | 100,709 | (2.4) |  | 76.7 \% | 81.9 |  |
| Mattress Ticking |  |  |  |  |  |  |  |  |  |
| Culp Home Fashions |  |  | 23,491 | 22,217 | 5.7 | \% | 18.3 \% | 18.1 \% |  |
| Yarn |  |  |  |  |  |  |  |  |  |
| Culp Yarn |  |  | 6,367 | 0 | 100.0 | \% | 5.0 \% | 0.0 |  |
|  | * | \$ | 128,159 | 122,926 | 4.3 | \% | 100.0 \% | 100.0 |  |

SIX MONTHS ENDED (UNAUDITED)

| Product Category/Business Unit |  |  | Amounts |  |  |  | Percent of Total Sales |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \text { November 1, } \\ 1998 \end{gathered}$ | $\begin{gathered} \text { November } 2, \\ 1997 \end{gathered}$ | \% Over (Under) |  | 1999 | 1998 |  |
| Upholstery Fabrics |  |  |  |  |  |  |  |  |  |
| Culp Decorative Fabrics |  | \$ | 111, 018 | 96,595 | 14.9 | \% | 46.5 \% | 43.4 \% |  |
| Culp Velvets/Prints |  |  | 68, 722 | 82,325 | (16.5) | \% | 28.8 \% | 37.0 \% |  |
|  |  |  | 179,740 | 178,920 | 0.5 | \% | 75.3 \% | 80.4 \% |  |
| Mattress Ticking |  |  |  |  |  |  |  |  |  |
| Culp Home Fashions |  |  | 46,123 | 43,504 | 6.0 | \% | 19.3 \% | 19.6 \% |  |
| Yarn |  |  |  |  |  |  |  |  |  |
| Culp Yarn |  |  | 12,963 | 0 | 100.0 | \% | 5.4 \% | 0.0 |  |
|  | * | \$ | 238,826 | 222,424 | 7.4 | \% | 100.0 \% | 100.0 \% |  |

* U.S. sales were $\$ 94,472$ and $\$ 87,622$ for the second quarter of fiscal 1999 and fiscal 1998, respectively; and $\$ 178,782$ and $\$ 162,029$ for the six months of fiscal 1999 and fiscal 1998, respectively. The percentage increase in U.S. sales was $7.8 \%$ for the second quarter and an increase of $10.3 \%$ for the six months.

THREE MONTHS ENDED (UNAUDITED)


SIX MONTHS ENDED (UNAUDITED)


International sales, and the percentage of total sales, for each of the last seven fiscal years follows: fiscal 1992-\$ 37,913 (20\%); fiscal 1993-\$ 41,471 (21\%) ; fiscal 1994-\$ 44, 038 (18\%); fiscal 1995-\$ 57,971 (19\%); fiscal 1996-\$ 77,397 (22\%); fiscal 1997-\$ 101,571 (25\%); and fiscal 1998-\$ 137,223 (29\%) International sales for the second quarter represented $26.3 \%$ and $28.7 \%$ for 1999 and 1998, respectively. Year-to-date international sales represented $25.1 \%$ and $27.2 \%$ of total sales for 1999 and 1998, respectively.

Culp, Inc
SALES BY BUSINESS UNIT - TREND ANALYSIS
1997 vs 1998 vs 1999
Unaudited
(Amounts in thousands)

|  | Fiscal 1997 |  |  |  |  |  | Fiscal 1998 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Product Category/Business Units | Q1 | Q2 | Q3 | Q4 | TOTAL | Q1 | Q2 | Q3 | Q4 | TOTAL |
| Upholstery Fabrics |  |  |  |  |  |  |  |  |  |  |
| Culp Decorative Fabrics | 38,966 | 45,723 | 39,342 | 43,699 | 167,730 | 39,814 | 56,781 | 53,415 | 60,155 | 210,165 |
| Culp Velvets/Prints | 34,867 | 40,233 | 40,387 | 40,980 | 156,467 | 38,397 | 43,928 | 44, 020 | 45, 044 | 171,389 |
|  | 73,833 | 85,956 | 79,729 | 84,679 | 324, 197 | 78,211 | 100,709 | 97,435 | 105,199 | 381, 554 |
| Mattress Ticking |  |  |  |  |  |  |  |  |  |  |
| Culp Home Fashions | 16,696 | 19,248 | 17,739 | 20,999 | 74,682 | 21,287 | 22,217 | 20, 261 | 23,520 | 87,285 |
| Yarn |  |  |  |  |  |  |  |  |  |  |
| Culp Yarn | - | - | - | - | - | - | - | 761 | 7,115 | 7,876 |
|  | 90,529 | 105,204 | 97,468 | 105,678 | 398,879 | 99,498 | 122,926 | 118,457 | 135,834 | 476,715 |

Percent increase(decrease) from prior year:
Product Category/Business Units

Upholstery Fabrics


Culp Velvets/Prints

| 18.3 | 12.4 | 0.2 | (4.4) | 5.8 | 2.2 | 24.2 | 35.8 | 37.7 | 25.3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 48.2 | 25.4 | 26.9 | 7.1 | 24.5 | 10.1 | 9.2 | 9.0 | 9.9 | 9.5 |
| 30.8 | 18.1 | 12.2 | 0.8 | 14.0 | 5.9 | 17.2 | 22.2 | 24.2 | 17.7 |
| 5.1 | 7.4 | 15.3 | 15.5 | 10.8 | 27.5 | 15.4 | 14.2 | 12.0 | 16.9 |
| - | - | - | - | - | - | - | 100.0 | 100.0 | 100.0 |
| 25.1 | 16.0 | 12.7 | 3.4 | 13.4 | 9.9 | 16.8 | 21.5 | 28.5 | 19.5 |

Overall Growth Rate



| 25.1 | 16.0 | 12.7 | 3.4 | 13.4 | 9.9 | 16.8 | 21.5 | 28.5 | 19.5 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |

Culp, Inc.
SALES BY BUSINESS UNIT - TREND ANALYSIS
1997 vs 1998 vs 1999
Unaudited
(Amounts in thousands)

|  | Fiscal 1999 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Product Category/Business Units | Q1 | Q2 | Q3 | Q4 | TOTAL |
| Upholstery Fabrics |  |  |  |  |  |
| Culp Decorative Fabrics | 51,445 | 59,573 |  |  | 111, 018 |
| Culp Velvets/Prints | 29,994 | 38,728 |  |  | 68,722 |
|  | 81,439 | 98,301 |  |  | 179,740 |
| Mattress Ticking |  |  |  |  |  |
| Culp Home Fashions | 22,632 | 23,491 |  |  | 46,123 |
| Yarn |  |  |  |  |  |
| Culp Yarn | 6,596 | 6,367 |  |  | 12,963 |
|  | 110,667 | 128,159 |  |  | 238,826 |

Percent increase(decrease) from prior year:
Product Category/Business Units

Upholstery Fabrics
Culp Decorative Fabrics
Culp Velvets/Prints

Mattress Ticking

| Culp Home Fashions | 6.3 | 5.7 |
| :--- | :--- | :--- |

Yarn
Culp Yarn

| $\begin{gathered} 29.2 \\ (21.9) \end{gathered}$ | $\begin{gathered} 4.9 \\ (11.8) \end{gathered}$ | $\begin{gathered} 14.9 \\ (16.5) \end{gathered}$ |
| :---: | :---: | :---: |
| 4.1 | (2.4) | 0.5 |
| 6.3 | 5.7 | 6.0 |
| 100.0 | 100.0 | 100.0 |
| 11.2 | 4.3 | 7.4 |

Overall Growth Rate
Internal (without acquisitions) External

| (4.6) | (0.9) | (2.5) |
| :---: | :---: | :---: |
| 15.8 | 5.2 | 9.9 |
| 11.2 | 4.3 | 7.4 |

CULP, INC. FINANCIAL INFORMATION RELEASE
FINANCIAL NARRATIVE
for the three and six month periods ended November 1, 1998 and November 2, 1997

## INCOME STATEMENT COMMENTS

GENERAL - Net sales increased $4.3 \%$ to $\$ 128.2$ million, and the company reported net income of $\$ 1.3$ million compared with net income of $\$ 4.5$ million for the second quarter of last year. Net sales for the quarter, excluding Artee Industries, decreased . $9 \%$ versus the same quarter of last year. Artee Industries was acquired at the beginning of the fourth quarter of fiscal 1998. For the six months ended November 1, 1998, the company reported a loss of $\$ 1.3$ million, or \$0.10 per share, compared with net income of $\$ 7.4$ million, or $\$ 0.57$ per share diluted, in the year-earlier period.

In building its business the company has emphasized several key competitive strengths:

Broad Product Offering - marketing one of the broadest product lines in the upholstery fabrics and mattress ticking industry. Through its extensive manufacturing capabilities, the company competes in every major category of the industry except leather;

Diverse Global Customer Base - penetrating other end-use markets in addition to U. S. residential furniture, such as bedding, international, commercial furniture and juvenile furniture; sales to these other markets accounted for approximately $52 \%$ of net sales for the quarter. No one customer accounted for more than $7 \%$ of net sales during the second quarter of fiscal 1999;

Design Innovation - investing in the design of new patterns and textures. The company has significantly increased resources (both designers and computer-aided design (CAD) systems) in the design and product development areas in each business unit. In January 1998, the company opened its state-of-the-art design center in Burlington, North Carolina. The facility enabled most of the company's design resources to be consolidated into one facility which offers advanced CAD systems for the design process;

Vertical Integration - realizing additional manufacturing integration by developing or acquiring resources for producing an increasing proportion of the raw material components that are used in the manufacture of its products; and

Ability to Integrate Acquisitions - investing in selective acquisitions complementary to existing business units.

NET SALES - Compared with the second quarter of last year, upholstery fabric sales decreased $2.4 \%$ to $\$ 98.3$ million; mattress ticking sales increased $5.7 \%$ to $\$ 23.5$ million; and yarn sales contributed $\$ 6.4$ million for the quarter (See Sales by Business Unit schedule on Page 5 and Sales by Business Unit Trend Analysis on Page 7). International sales were down $4.6 \%$ for the quarter. A significant decline in sales to the Far East/Asia (principally Russia) was offset by higher shipments to the Middle East.

The decline in sales of upholstery fabrics was due principally to a pronounced slowdown in international sales of wet and heat-transfer printed flock fabrics. This trend, which the company believes has also affected other manufacturers of upholstery fabrics, became apparent after the close of fiscal 1998 and has been persistent thus far in fiscal 1999. A large percentage of the company's sales of this product line were being shipped directly or indirectly to customers in the emerging markets of Russia and other former Soviet countries, India and Eastern Europe. All of these areas are generally experiencing very weak economic conditions which, in turn, have affected demand for furniture and other home furnishings. The company has significantly curtailed production schedules for these fabrics and has shifted its marketing focus for this product category to geographic areas where demand is more favorable. The company is seeking to build a diversified geographic base of customers internationally to minimize the exposure to economic uncertainties in any single geographic area.

The increased sales by Culp Home Fashions during the second quarter marked a continuation of the longer-term expansion that this business unit has experienced. Culp's growth in sales has been driven by the introduction of new designs and fabric constructions as well as the advantages of the company's vertical integration. In particular, Culp's ability to manufacture the jacquard greige, or unfinished, goods that are then printed to produce mattress ticking has aided the company in meeting faster delivery schedules and providing improved overall customer service.

GROSS PROFIT - Gross profit declined $9.9 \%$ for the quarter versus a year ago. The decline was due principally to lower margins at the Culp Decorative Fabrics and Culp Velvets/Prints units. Factors contributing to reduced profitability of Culp Decorative Fabrics include lower-than-expected sales and competitive pressure on pricing, especially in the jacquard product category. The lower gross profit at Culp Velvets/Prints was due to the unexpectedly sharp decline in international sales of printed flock fabrics. Although this business unit has taken substantial steps to reduce operating expenses, it continued to be affected by excess manufacturing capacity and lower absorption of fixed costs during the second quarter.

To help offset the pressure on gross margins, the company has instituted a number of actions. A major change involved a reorganization from six to four business units during the first quarter. This new corporate alignment grouped related operations together and was accompanied by several changes in managerial positions. Steps underway to improve profitability that are related to this realignment include a significant reduction in the capacity for manufacturing printed flock fabrics, comprehensive programs to reduce inventories and an intense effort to reduce operating expenses and raise productivity.

S,G\&A EXPENSES - S,G\&A expenses for the second quarter rose as a percentage of sales to $12.1 \%$ from $11.1 \%$ for the same period of last year. This increase was due principally to the shortfall in sales from the volume that the company had planned to support. The increase in absolute dollars from a year ago resulted from the Artee acquisition, investment in additional design resources, increased costs in sampling new product and higher costs for credit expenses.

INTEREST EXPENSE - Interest expense increased $35.4 \%$ compared with the year-earlier quarter due to higher average borrowings outstanding. The increased borrowings related principally to the acquisitions during fiscal 1998 of Phillips Mills and Artee Industries and the relatively high level of capital expenditures in fiscal 1998.

OTHER EXPENSE (INCOME), NET - Other expense (income) increased to \$604,000 from $\$ 425,000$ in the year-earlier quarter. A major factor contributing to the increase was amortization of goodwill due to the acquisitions during fiscal 1998.

INCOME TAXES - The effective tax rate for the quarter was $33.0 \%$ compared with $35.0 \%$ for the prior year.

EBITDA - EBITDA for the quarter decreased to $\$ 9.6$ million from $\$ 12.6$ million for last year's second quarter and represented $7.5 \%$ of net sales compared with $10.3 \%$ of net sales for the same period of last year.

## BALANCE SHEET COMMENTS

WORKING CAPITAL - Accounts receivable decreased 1.8\% from November 2, 1997, while sales increased $4.3 \%$ for the second quarter. Day's sales outstanding represented 52 days, down from 55 days at November 2, 1997, and up from 49 days at May 3, 1998. Additionally, the aging of accounts receivable was $94.9 \%$ current and less than 30 days past due versus $97.8 \%$ at November 2, 1997. Inventories increased $3.1 \%$ from November 2, 1997, and inventory turns were 5.7 versus 6.1 for last year's second quarter. The inventory increase is due to the acquisition of Artee Industries, partially offset by a decrease in upholstery fabric inventories. Operating working capital (comprised of accounts receivable, inventory and accounts payable) increased to $\$ 112.7$ million at November 1, 1998, for the reasons mentioned above, from $\$ 107.8$ million at November 2, 1997. The balance at May 3, 1998 was $\$ 115.2$ million.

PROPERTY, PLANT AND EQUIPMENT - For fiscal 1999, the company has significantly reduced its planned capital spending to $\$ 10-\$ 15$ million as compared with $\$ 35.9$ million spent in fiscal 1998. Culp is focused instead on improving the results of the investments made during fiscal 1997 and fiscal 1998. The two largest projects that are currently underway for fiscal 1999 are: (a) completion of the polypropylene yarn extrusion expansion, which began in early fiscal 1998; and (b) building expansions in the Culp Home Fashions business unit to accommodate the continuing growth that is expected in the company's sales of mattress ticking. Depreciation for fiscal 1999 is currently estimated to be approximately $\$ 19$ million.

LONG-TERM DEBT - The company's funded debt-to-capital ratio was $53.5 \%$ at November 1, 1998, up from 52.8\% at November 2, 1997, and even with $53.5 \%$ at May 3, 1998. Funded debt was $\$ 148.5$ million at November 1, 1998, up from \$131.8 million at November 2, 1997 and down from $\$ 151.6$ million at May 3, 1998. (Funded debt equals long-term debt, including current maturities, less restricted investments, which represent unspent IRB funds). The decrease in funded debt from May 3, 1998 resulted primarily from an operating cash flow of \$11.7 million, offset by capital expenditures of $\$ 6.4$ million and a decrease in accounts payable related to capital expenditures of $\$ 2.2$ million.


[^0]:    * Percent of sales column is calculated as a \% of income (loss) before income taxes.

[^1]:    * Derived from audited financial statements.

