# SECURITIES AND EXCHANGE COMMISSION 

Washington, D. C. 20549
FORM 10-Q
QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended August 2, 1998
Commission File No. 0-12781

CULP, INC
(Exact name of registrant as specified in its charter)

NORTH CAROLINA
(State or other jurisdiction of incorporation or other organization)

56-1001967
(I.R.S. Employer Identification No.)

101 S. Main St., High Point, North Carolina 27261-2686
(Address of principal executive offices)
(336) 889-5161
(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 of the Securities Exchange Act of 1934 during the preceding 12 months and (2) has been subject to the filing requirements for at least the past 90 days.

YES X NO

Common shares outstanding at August 2, 1998: 12,995,021
Par Value: \$. 05

INDEX TO FORM 10-Q
For the period ended August 2, 1998

|  | Page |
| :---: | :---: |
| Item 1. Unaudited Interim Consolidated Financial Statements: |  |
| Consolidated Statements of Income (Loss)--Three Months Ended August 2, 1998 and August 3, 1997 | I-1 |
| Consolidated Balance Sheets-August 2, 1998, August 3, 1997 and May 3, 1998 | I-2 |
| Consolidated Statements of Cash Flows---Three Months Ended August 2, 1998 and August 3, 1997 | I-3 |
| Consolidated Statements of Shareholders' Equity | I-4 |
| Notes to Consolidated Financial Statements | I-5 |
| Sales by Product Category/Business Unit | I-10 |
| International Sales by Geographic Area | I-11 |
| Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations | I-12 |

Part II - Other Information

Item 6. Exhibits and Reports on Form 8-K
II-1-II-7

CULP, INC.
CONSOLIDATED STATEMENTS OF INCOME (LOSS)
FOR THREE MONTHS ENDED AUGUST 2, 1998 AND AUGUST 3, 1997
(Amounts in Thousands, Except for Per Share Data)

THREE MONTHS ENDED (UNAUDITED)

|  | Amounts |  |  | Percent of Sales |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { August 2, } \\ 1998 \end{gathered}$ | $\begin{gathered} \text { August 3, } \\ 1997 \end{gathered}$ | \% Over <br> (Under) | 1999 | 1998 |
| Net sales \$ | 110,667 | 99,498 | 11.2 \% | 100.0 \% | 100.0 \% |
| Cost of sales | 97,056 | 82,765 | 17.3 \% | 87.7 \% | 83.2 \% |
| Gross profit | 13,611 | 16,733 | (18.7) \% | 12.3 \% | 16.8 \% |
| Selling, general and administrative expenses | 14,473 | 10,916 | 32.6 \% | 13.1 \% | 11.0 \% |
| Income (loss) from operations | ( 862 ) | 5,817 | (114.8) \% | (0.8)\% | 5.8 \% |
| Interest expense | 2,361 | 1,280 | 84.5 \% | 2.1 \% | 1.3 \% |
| Interest income | (53) | (90) | (41.1) \% | (0.0)\% | (0.1)\% |
| Other expense (income), net | 770 | 242 | 218.2 \% | 0.7 \% | 0.2 \% |
| Income (loss) before income taxes | $(3,940)$ | 4,385 | (189.9) \% | (3.6)\% | 4.4 \% |
| Income taxes * | $(1,300)$ | 1,535 | (184.7) \% | 33.0 \% | 35.0 \% |
| Net income (loss) \$ | $(2,640)$ | 2,850 | (192.6) \% | (2.4)\% | $2.9 \%$ |
| Net income (loss) per share | (\$0.20) | \$0.23 | (187.0) \% |  |  |
| Net income (loss) per share, assuming dilution | (\$0.20) | \$0.22 | (190.9) \% |  |  |
| Dividends per share | \$0.0350 | \$0.0350 | 0.0 \% |  |  |
| Average shares outstanding | 13,000 | 12,631 | 2.9 \% |  |  |
| Average shares outstanding, assuming dilution | 13,203 | 12,929 | 2.1 \% |  |  |

* Percent of sales column is calculated as a \% of income (loss) before income taxes.

CULP, INC.
CONSOLIDATED BALANCE SHEETS
AUGUST 2, 1998, AUGUST 3, 1997 AND MAY 3, 1998
Unaudited
(Amounts in Thousands)

|  |  | Amounts |  | Increase |  |  | * |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | August 2, | August 3, | (Decrease) |  |  |  |
|  |  | 1998 | 1997 | Dollars | Percent |  | $\begin{gathered} \text { May 3, } \\ 1998 \end{gathered}$ |
| Current assets |  |  |  |  |  |  |  |
| Cash and cash investments \$ | \$ | 1,520 | 1,843 | (323) | (17.5) | \% | 2,312 |
| Accounts receivable |  | 63,833 | 54,086 | 9,747 | 18.0 | \% | 73,773 |
| Inventories |  | 79,358 | 60,715 | 18,643 | 30.7 | \% | 78,594 |
| Other current assets |  | 7,511 | 6,126 | 1,385 | 22.6 | \% | 7,808 |
| Total current assets |  | 152, 222 | 122,770 | 29,452 | 24.0 | \% | 162,487 |
| Restricted investments |  | 4, 074 | 8,186 | $(4,112)$ | (50.2) | \% | 4, 021 |
| Property, plant \& equipment, net |  | 127,287 | 97,128 | 30,159 | 31.1 | \% | 128,805 |
| Goodwill |  | 54,798 | 22,111 | 32,687 | 147.8 | \% | 55,162 |
| Other assets |  | 4,317 | 3,124 | 1,193 | 38.2 | \% | 4,340 |
| Total assets \$ | \$ | 342,698 | 253,319 | 89,379 | 35.3 | \% | 354,815 |

Current liabilities
Current maturities of
long-term debt
Accounts payable
Accrued expenses
Income taxes payable
Total current liabilities

Long-term debt

Deferred income taxes
Total liabilities
Shareholders' equity

Total liabilities and


Shares outstanding

$=============$| 12,995 |
| :---: |
| 12,650 |
| $=================$ |
| $=========$ |

[^0]CULP, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS
FOR THE THREE MONTHS ENDED AUGUST 2, 1998 AND AUGUST 3, 1997
Unaudited
(Amounts in Thousands)

## THREE MONTHS ENDED

Amounts
August 2, August 3, 1998 1997

Cash flows from operating activities:

| Net income (loss) \$ | $(2,640)$ | 2,850 |
| :---: | :---: | :---: |
| Adjustments to reconcile net income (loss) to net |  |  |
| cash provided by (used in) operating activities: |  |  |
| Depreciation | 4,376 | 3,256 |
| Amortization of intangible assets | 398 | 181 |
| Changes in assets and liabilities: |  |  |
| Accounts receivable | 9,940 | 2,605 |
| Inventories | (764) | $(7,252)$ |
| Other current assets | 297 | (676) |
| Other assets | (11) | (147) |
| Accounts payable | $(3,017)$ | $(5,852)$ |
| Accrued expenses | $(4,080)$ | $(2,923)$ |
| Income taxes payable | $(1,282)$ | (5) |
| Net cash provided by (used in) operating activities | 3,217 | $(7,963)$ |

Cash flows from investing activities:
Capital expenditures
$(2,858) \quad(9,153)$
Purchases of restricted investments
Sale of restricted investments (53) $(8,590)$

Net cash used in investing activities
$(2,911) \quad(6,321)$

Cash flows from financing activities:
Proceeds from issuance of long-term debt
2,071 19,500
Principal payments on long-term debt (75) (25)

Change in accounts payable-capital expenditures
Dividends paid
$\begin{array}{rr}(2,487) & (3,897) \\ (455) & (443)\end{array}$
Common stock issued (purchased)
(152) 162

Net cash provided by (used in)financing activities (1,098) 15,297

| Increase (decrease) in cash and cash investments | (792) | 1,013 |
| :--- | ---: | ---: |
| Cash and cash investments at beginning of period | 2,312 | 830 |

Cash and cash investments at end of period
\$ 1,520 1,843

CULP, INC.
CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY
(Unaudited)
(Dollars in thousands, except per share data)

|  | Common Stock |  |  |  | ital <br> ibuted <br> xcess <br> Value | Retained Earnings |  | Total Shareholders' Equity |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance, April 27, 1997 | 12,608,759 | \$ | 630 | \$ | 33,899 | \$ | 76,260 | \$ | 110,789 |
| Cash dividends (\$0.14 per share) |  |  |  |  |  |  | $(1,786)$ |  | $(1,786)$ |
| Net income |  |  |  |  |  |  | 15,513 |  | 15,513 |
| Common stock issued in connection with stock option plans | 114,051 |  | 6 |  | 997 |  |  |  | 1,003 |
| Common stock issued in connection with acquisition of Artee |  |  |  |  |  |  |  |  |  |
| Industries, Incorporated's assets | 284,211 |  | 14 |  | 5,386 |  |  |  | 5,400 |
| Stock options issued in connection with acquisition of Phillips' as | sets |  |  |  | 600 |  |  |  | 600 |
| Balance, May 3, 1998 | 13, 007, 021 |  | 650 |  | 40,882 |  | 89,987 |  | 131, 519 |
| Cash dividends (\$0.035 per share) |  |  |  |  |  |  | (455) |  | (455) |
| Net loss |  |  |  |  |  |  | $(2,640)$ |  | $(2,640)$ |
| Common stock issued in connection with stock option plans | 1,000 |  |  |  | 8 |  |  |  | 8 |
| Common stock purchased | $(13,000)$ |  |  |  | (41) |  | (119) |  | (160) |
| Balance, August 2, 1998 | 12,995, 021 | \$ | 650 | \$ | 40,849 | \$ | 86,773 | \$ | 128, 272 |

## 1. Basis of Presentation

The accompanying unaudited consolidated financial statements of Culp, Inc. and subsidiary, include all adjustments, consisting only of normal, recurring adjustments and accruals, which are, in the opinion of management, necessary for fair presentation of the results of operations and financial position. Results of operations for interim periods may not be indicative of future results. The unaudited consolidated financial statements should be read in conjunction with the audited consolidated financial statements, which are incorporated by reference in the company's annual report on Form 10-K filed with the Securities and Exchange Commission on July 31, 1998 for the fiscal year ended May 3, 1998. The three-month period ended August 2, 1998 includes the results of Phillips, Wetumpka and Artee which were acquired on August 5, 1997, December 30, 1997 and February 2, 1998, respectively.

## 2. Accounts Receivable

A summary of accounts receivable follows (dollars in thousands):

|  | August 2, 1998 |  | May 3, 1998 |  |
| :---: | :---: | :---: | :---: | :---: |
| Customers | \$ | 65,295 | \$ | 75,695 |
| Allowance for doubtful accounts |  | (816) |  | $(1,244)$ |
| Reserve for returns and allowances |  | (646) |  | (678) |

\$ 63, 833 \$ 73,773
3. Inventories

Inventories are carried at the lower of cost or market. Cost is determined for substantially all inventories using the LIFO (last-in, first-out) method.

A summary of inventories follows (dollars in thousands):

|  | August 2, 1998 |  | May 3, 1998 |  |
| :---: | :---: | :---: | :---: | :---: |
| Raw materials | \$ | 47,829 | \$ | 45,319 |
| Work-in-process |  | 6,395 |  | 6,608 |
| Finished goods |  | 30,527 |  | 31, 017 |
| Total inventories valued at FIFO cost |  | 84,751 |  | 82,944 |
| Adjustments of certain inventories to the LIFO cost method |  | $(2,364)$ |  | $(2,364)$ |
| Adjustments of certain inventories to market |  | $(3,029)$ |  | $(1,986)$ |
|  | \$ | 79,358 | \$ | 78,594 |

## 4. Restricted Investments

Restricted investments were purchased with proceeds from industrial revenue bond issues and are invested pending application of such proceeds to project costs or repayment of the bonds. The investments are stated at cost which approximates market value.

## 5. Accounts Payable

A summary of accounts payable follows (dollars in thousands):

August 2, 1998 May 3, 1998

|  | August 2, 1998 |  | May 3, 1998 |  |
| :---: | :---: | :---: | :---: | :---: |
| Accounts payable-trade | \$ | 31,323 | \$ | 34,340 |
| Accounts payable-capital expenditures |  | 387 |  | 2,874 |
|  | \$ | 31,710 | \$ | 37,214 |

====================================================================================1,

## 6. Accrued Expenses

A summary of accrued expenses follows (dollars in thousands):

|  | August 2, 1998 |  | May 3, 1998 |  |
| :---: | :---: | :---: | :---: | :---: |
| Compensation and benefits | \$ | 8,819 | \$ | 12,212 |
| Other |  | 5,037 |  | 5,724 |
|  | \$ | 13,856 | \$ | 17,936 |

7. Long-Term Debt

A summary of long-term debt follows (dollars in thousands):

|  | August 2, 1998 |  | May 3, 1998 |  |
| :---: | :---: | :---: | :---: | :---: |
| Senior unsecured notes | \$ | 75,000 | \$ | 75,000 |
| Industrial revenue bonds and other obligations |  | 34,712 |  | 34,787 |
| Revolving credit facility |  | 36,000 |  | 30,000 |
| Revolving line of credit |  | 2,071 |  | 6,000 |
| Obligations to sellers |  | 9,850 |  | 9,850 |
| Less current maturities |  | $\begin{gathered} 157,633 \\ (3,250) \end{gathered}$ |  | $\begin{gathered} 155,637 \\ (3,325) \end{gathered}$ |
|  | \$ | 154,383 | \$ | 152,312 |

On April 2, 1998, the company completed the sale of $\$ 75,000,000$ of senior unsecured notes (the "Notes") in a private placement to insurance companies. The Notes have a fixed coupon rate of $6.76 \%$ and an average term of 10 years. The principal payments become due from March 2006 to March 2010 with interest payable semi-annually.

The company's revolving credit agreement (the "Credit Agreement") provides an unsecured multi-currency revolving credit facility, which expires in April 2002, with a syndicate of banks in the United States. The Credit Agreement provides for a revolving loan commitment of $\$ 88,000,000$. The agreement requires payment of a quarterly facility fee in advance.

The company's $\$ 6,000,000$ revolving line of credit expires on August 31, 1999. However, the line of credit will automatically be extended for an additional three-month period on each November 30, February 28, May 31 and August 31 unless the bank notifies the company that the line of credit will not be extended.

The industrial revenue bonds (IRBs) are generally due in balloon maturities which occur at various dates from 2006 to 2013. The IRBs are collateralized by restricted investments of $\$ 4,074,000$ and letters of credit for the outstanding balance of the IRBs and certain interest payments due thereunder.

The company's loan agreements require, among other things, that the company maintain compliance with certain financial ratios. At August 2, 1998, the company was in compliance with these required financial covenants.

At August 2, 1998, the company had three interest rate swap agreements with a bank in order to reduce its exposure to floating interest rates on a portion of its variable rate borrowings. The following table summarizes certain data regarding the interest rate swaps:

| notational amount | interest rate | expiration date |
| :--- | ---: | :---: |
| $\$ 15,000,000$ | $7.3 \%$ | April 2000 |
| $\$ 5,000,000$ | $6.9 \%$ | June 2002 |
| $\$ 5,000,000$ | $6.6 \%$ | July 2002 |

The estimated amount at which the company could terminate these agreements as of August 2, 1998 is approximately $\$ 459,000$. Net amounts paid under these agreements increased interest expense by approximately \$59,000 in 1999 and $\$ 60,000$ in 1998. Management believes the risk of incurring losses resulting from the inability of the bank to fulfill its obligation under the interest rate swap agreements to be remote and that any losses incurred would be immaterial.

## 8. Cash Flow Information

Payments for interest and income taxes during the period were (dollars in thousands)

|  | 1999 |  | 1998 |  |
| :---: | :---: | :---: | :---: | :---: |
| Interest | \$ | 1,231 | \$ | 1,231 |
| Income taxes |  | 1,637 |  | 445 |

## 9. Foreign Exchange Forward Contracts

The company generally enters into foreign exchange forward and option contracts as a hedge against its exposure to currency fluctuations on firm commitments to purchase certain machinery and equipment and raw materials and certain anticipated Canadian dollar expenses of the company's Canadian subsidiary. The company had no outstanding foreign exchange forward and option contracts as of August 2, 1998.
10. Net Income (Loss) Per Share

The following table reconciles the numerators and denominators of net income (loss) per share and net income (loss) per share, assuming dilution for the three-month periods ended August 2, 1998 and August 3, 1997:

THREE MONTHS ENDED
August 2, 1998 August 3, 1997

| (Amounts in thousands, except per share data) | $\begin{gathered} \text { (Loss) } \\ \text { (Numerator) } \end{gathered}$ | $\begin{aligned} & \text { Shares } \\ & \text { (Denominator) } \end{aligned}$ | Per Share Amount | Income (Numerator) | Shares (Denominator) | Per Share Amount |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net income (loss) per share | $(\$ 2,640)$ | 13,000 | (\$0.20) | \$2,850 | 12,631 | \$0.23 |
| Effect of dilutive securities: Options | - | 203 |  | - | 298 |  |
| Net income (loss) per assuming dilution | $(\$ 2,640)$ | 13,203 | (\$0.20) | \$2,850 | 12,929 | \$0. 22 |

11. New Accounting Standards

In June 1997, the Financial Accounting Standards Board ("FASB") issued Statement of Financial Accounting Standards ("SFAS") No. 131, "Disclosures About Segments of an Enterprise and Related Information," effective for periods beginning after December 15, 1997. The purpose of this standard is to disclose disaggregated information which provides information about the operating segments an enterprise engages in, consistent with the way management reviews financial information to make decisions about the enterprise's operating matters. The company will comply with the requirements of this standard for fiscal year end 1999.

In June 1998, SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities" was issued. This statement establishes accounting and reporting standards for derivative instruments, including certain derivative instruments embedded in other contracts, and for hedging activities. The provisions of SFAS No. 133 are effective for financial statements beginning after June 15, 1999, although early adoption is allowed. The company has not determined the financial impact of adopting this SFAS and has not determined if it will adopt its provisions prior to its effective date.

## (Amounts in thousands)

THREE MONTHS ENDED (UNAUDITED)


* U.S. sales were $\$ 84,310$ and $\$ 74,407$ for the first three months of fiscal 1999 and fiscal 1998, respectively. The percentage increase in U.S. sales was 13.3\% for the three months

CULP, INC.
INTERNATIONAL SALES BY GEOGRAPHIC AREA FOR THREE MONTHS ENDED AUGUST 2, 1998 AND AUGUST 3, 1997


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 current quarter represented $23.8 \%$ and $25.2 \%$ for 1999 and 1998, respectively.

Certain amounts for fiscal year 1998 have been reclassified to conform with the fiscal year 1999 presentation.

Item 2.
The following analysis of the financial condition and results of operations should be read in conjunction with the Financial Statements and Notes and other exhibits included elsewhere in this report.

## Overview

For the three months ended August 2, 1998, net sales rose $11.2 \%$ to $\$ 110.7$ million compared with $\$ 99.5$ million in the year-earlier period. The net loss for the quarter totaled (\$2.6) million, or (\$0.20) per share, compared with net income of $\$ 2.9$ million, or $\$ 0.23$ per share, for the first quarter of fiscal 1998. Sales increased due to sales of $\$ 15.7$ million from Phillips Mills and Artee, which were acquired in fiscal 1998, offset by a decline in sales of certain products for the Culp Velvets/Prints division that are primarily marketed internationally. During the quarter, demand for Culp Velvets/Prints products being shipped directly or indirectly into the emerging markets of Russia and other former Soviet countries, India and Eastern Europe experienced a pronounced slowdown. All of these areas are generally experiencing very weak economic conditions which, in turn, have affected demand for furniture and other home furnishings. This decline in international sales was offset by increased sales of other products into other regions, principally the Middle East, and from international sales related to Phillips Mills. Excluding the contribution from acquired operations, sales of upholstery fabrics to us-based manufacturers were down $5.5 \%$ for the quarter from a year ago. This portion of the company's business has been generally soft throughout fiscal 1998 and into the beginning of fiscal 1999. Demand for the company's products is dependent on the various factors which affect consumer purchases of upholstered furniture and bedding including housing starts and sales of existing homes, the level of consumer confidence, prevailing interest rates for home mortgages and the availability of consumer credit.

Three Months Ended August 2, 1998 Compared with Three Months Ended August 3, 1997

Net Sales. Net sales for the first quarter increased by $\$ 11.2$ million, or $11.2 \%$, compared with the year-earlier period. The company's sales of upholstery fabrics increased $\$ 3.2$ million, or $4.1 \%$, compared with the prior year. Phillips Mills, which was acquired on August 5, 1997, contributed $\$ 9.1$ million in incremental net sales for the quarter. The decline in net sales, excluding that incremental contribution, was due primarily to the results of Culp Velvets/Prints, which has experienced a material slowdown in international shipments, especially to areas such as Russia which have encountered significant economic difficulties. Sales from the Culp Decorative Fabrics business unit were up slightly from a year ago excluding the benefit of Phillips Mills. Sales from the Culp Home Fashions unit, which principally consists of mattress ticking and bedding products, rose $6.3 \%$ from a year ago. International sales, consisting primarily of upholstery fabrics, increased to $\$ 26.4$ million, up $5.0 \%$ from a year ago. International shipments accounted for $23.8 \%$ of the company's sales for the first quarter, down from $25.2 \%$ a year ago. During the first quarter, demand for fabrics marketed by Culp Velvets/Prints slowed markedly in certain international regions that had been primary export areas for the company. This slowdown, which the company believes is industry-wide and linked to economic difficulties in these areas, is expected to affect the company's results into the second half of fiscal 1999.

Gross Profit and Cost of Sales. Gross profit for the first quarter decreased by $\$ 3.1$ million and amounted to $12.3 \%$ of net sales compared with $16.8 \%$ a year ago. The company was affected by an under absorption of fixed costs as a result of the decline in sales in certain business units, especially in those product categories where international sales represented a significant portion of sales. Competitive pressures were also responsible for lower margins in other product categories. The year-to-year comparisons were influenced by having one less week in the period versus a year ago. The cost of raw materials continues to remain relatively stable. The significant slowdown in international sales of certain fabrics, combined with other competitive issues, will likely lead to lower gross profit compared with the prior year into the second half of fiscal 1999.

Selling, general and administrative expenses. Selling, general and administrative expenses increased as a percentage of net sales to $13.1 \%$ compared with $11.0 \%$ a year ago. As noted above, the company was affected by less than expected sales in certain product categories. Compared with a year ago, the company is incurring higher expenses related to expanded resources for designing and sampling fabrics with new patterns and textures and higher costs for marketing programs.

Interest Expense. Net interest expense for the first quarter of \$2.3 million was up from $\$ 1.2$ million a year ago due principally to borrowings related to the acquisitions of Phillips Mills and Artee. The company has also incurred higher borrowings from a year ago to finance capital expenditures and additional working capital requirements.
compared with $\$ 242,000$ for the year-earlier period, principally due to the amortization of goodwill associated with the acquisitions of Phillips Mills and Artee and to the writeoff of certain fixed assets.

Income Taxes. The effective tax rate for the first quarter was $33.0 \%$ compared with $35.0 \%$ in the year-earlier period.

Net Income (Loss) Per Share. The net loss per share for the first quarter totaled (\$0.20) compared with net income per share of \$0.23 a year ago.

## Liquidity and Capital Resources

Liquidity. Cash and cash investments were \$1.5 million as of August 2, 1998, compared with $\$ 2.3$ million at the end of fiscal 1998. Funded debt (long-term debt, including current maturities, less restricted investments) increased to $\$ 153.6$ million at the close of the first quarter, up from $\$ 87.9$ million as of August 3, 1997 and $\$ 151.6$ million at the end of fiscal 1998. As a percentage of total capital (funded debt plus total shareholders' equity), the company's borrowings amounted to $54.5 \%$ as of August 2, 1998, compared with $43.6 \%$ as of August 3, 1997 and $53.5 \%$ at the end of fiscal 1998. The company's working capital as of August 2, 1998 was $\$ 103.4$ million compared with $\$ 102.7$ million at the close of fiscal 1998.

Because of seasonal factors, the company typically generates the majority of its cash from operating activities during the second fiscal half. Cash of $\$ 3.2$ million was provided by operating activities during the first quarter, consisting of $\$ 2.1$ million from earnings (net loss plus depreciation and amortization) and $\$ 1.1$ million from changes in working capital. Capital expenditures during the first quarter totaled $\$ 2.9$ million. Financing activities used $\$ 1.1$ million in cash, consisting of a $\$ 2.5$ million decrease in accounts payable-capital expenditures, $\$ 0.5$ million of dividends paid, $\$ 0.2$ million for purchase of common stock, and offset by $\$ 2.1$ million in proceeds from issuance of long-term debt.

Financing Arrangements. As of August 2, 1998, the company had outstanding balances of $\$ 36$ million under a $\$ 88$ million syndicated five-year, unsecured, multi-currency revolving credit facility. The company also has $\$ 75$ million of senior unsecured notes ("Notes") with insurance companies. The Notes have a fixed coupon rate of $6.76 \%$ and an average term of 10 years. In addition, the company has a total of $\$ 34.7$ million in outstanding industrial revenue bonds ("IRBs") which have been used to finance capital expenditures. The IRBs are collateralized by restricted investments of $\$ 4.1$ million as of August 2, 1998 and letters of credit for the outstanding balance of the IRBs and certain interest payments due thereunder.

In July 1998, the company amended the syndicated revolving credit facility to decrease the facility from $\$ 100$ million to $\$ 88$ million and amend certain covenants. As of August 2, 1998, the company was in compliance with the required financial covenants of its loan agreements. If the company experiences continued losses or substantially lower earnings compared to prior comparable periods, the financial results could cause the company to be out of compliance with the financial covenants under its revolving credit facility. The company intends to work with its lenders under the revolving credit facility in order to amend covenants or make other arrangements to prevent a default from occurring under this facility.

As of August 2, 1998, the company had three interest rate swap agreements to reduce its exposure to floating interest rates on a $\$ 25$ million notional amount. The effect of these contracts is to "fix" the interest rate payable on $\$ 25$ million of the company's bank borrowings at a weighted average rate of $7.1 \%$. The company also enters into foreign exchange forward and option contracts to hedge against currency fluctuations with respect to firm commitments to purchase certain machinery, equipment, raw materials and certain anticipated Canadian dollar expenses of the company's Canadian subsidiary.

Capital Expenditures. The company maintains an ongoing program of capital expenditures designed to increase capacity as needed, enhance manufacturing efficiencies through modernization and increase the company's vertical integration. The company anticipates spending $\$ 10-\$ 15$ million in fiscal 1999. The company believes that cash flows from operations and funds available under existing credit facilities will be sufficient to fund capital expenditures and working capital requirements for the foreseeable future.

## Seasonality

The company's business is slightly seasonal, with increased sales during the company's second and fourth fiscal quarters. This seasonality results from one-week closings of the company's manufacturing facilities, and the facilities of most of its customers in the United States, during the first and third quarters for the holiday weeks including July 4th and Christmas.

## New Accounting Pronouncements

Statement of Financial Accounting Standards ("SFAS") No. 131, "Disclosures About Segments of an Enterprise and Related Information," effective for periods beginning after December 15, 1997. The purpose of this standard is to disclose disaggregated information which provides information about the operating segments an enterprise engages in, consistent with the way management reviews financial information to make decisions about the enterprise's operating matters. The company will comply with the requirements of this standard for fiscal year end 1999.

In June 1998, SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities," was issued. This statement establishes accounting and reporting standards for derivative instruments, including certain derivative instruments embedded in other contracts, and for hedging activities. The provisions of SFAS No. 133 are effective for financial statements beginning after June 15, 1999, although early adoption is allowed. The company has not determined the financial impact of adopting this SFAS and has not determined if it will adopt its provisions prior to its effective date.

## Year 2000 Considerations

Management has developed a plan to modify the company's information technology to recognize the year 2000. The plan has three distinct areas of focus - traditional information systems, technology used in support areas, and preparedness of suppliers and customers.

The initiative for traditional information systems started as far back as 1992 and has substantially completed the assessment, required changes and testing of the company's operational systems (order entry, billing, sales, finished goods) and financial systems (payroll, human resources, accounts payable, accounts receivable, general ledger, fixed assets). Currently the company is focused on the remaining systems that support the company's manufacturing processes and plans to be substantially complete by May 1, 1999.

The second area of focus has been an assessment of non-traditional information technology which includes the electronics in equipment such as telephone switches and manufacturing equipment. A plan, targeted to be substantially complete by December 31, 1998, has been formed to evaluate all these components at every location, to be followed during 1999 with installation and testing of required changes.

The third area of focus is to communicate with suppliers and vendors to understand their level of compliance and assure a constant flow of materials to support business plans. Communication to date has shown a high level of awareness and planning by these parties.

Formal contingency plans will not be formulated until the company has identified specific areas where there is a substantial risk of year 2000 problems occurring, and no such areas are identified as of this date.

The plan is being administered by a team of internal staff and management and the cost of this initiative, principally represented by internal resources, is not expected to be material to the company's results of operations or financial position. This project is not expected to have a significant effect on the company's operations, though no assurance can be given in this regard.

## Forward-Looking Information

The company's quarterly report on Form 10-Q 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. In addition, 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, and economic and political instability in international areas could affect the demand for the company's products.

Part II - OTHER INFORMATION

Item 6. Exhibits and Reports on Form 8-K

The following exhibits are filed as part of this report or incorporated by reference. Management contracts, compensatory plans, and arrangements are marked with an asterisk (*).

| 3(i) | Articles of Incorporation of the Company, as amended, were filed as Exhibit 3(i) to the Company's Form 10-Q for the quarter ended January 29, 1995, filed March 15, 1995, and are incorporated herein by reference. |
| :---: | :---: |
| 3(ii) | Restated and Amended Bylaws of the Company, as amended, were filed as Exhibit 3(b) to the Company's Form 10-K for the year ended April 28, 1991, filed July 25, 1991, and are incorporated herein by reference. |
| 10(a) | Loan Agreement dated December 1, 1988 with Chesterfield County, South Carolina relating to Series 1988 Industrial Revenue Bonds in the principal amount of $\$ 3,377,000$ was filed as Exhibit $10(\mathrm{n})$ to the Company's Form $10-\mathrm{K}$ for the year ended April 29, 1989, and is incorporated herein by reference. |
| 10(b) | Loan Agreement dated November 1, 1988 with the Alamance County Industrial Facilities and Pollution Control Financing Authority relating to Series A and B Industrial Revenue Refunding Bonds in the principal amount of \$7,900,000, was filed as exhibit 10(o) to the Company's Form 10-K for the year ended April 29, 1990, and is incorporated herein by reference. |
| 10(c) | Loan Agreement dated January 5, 1990 with the Guilford County Industrial Facilities and Pollution Control Financing Authority, North Carolina, relating to Series 1989 Industrial Revenue Bonds in the principal amount of \$4,500,000, was filed as Exhibit 10(d) to the Company's Form 10-K for the year ended April 19, 1990, filed on July 15, 1990, and is incorporated herein by reference. |
| 10(d) | Loan Agreement dated as of December 1, 1993 between Anderson County, South Carolina and the Company relating to $\$ 6,580,000$ Anderson County, South Carolina Industrial Revenue Bonds (Culp, Inc. Project) Series 1993, was filed as Exhibit 10(o) to the Company's Form 10-Q for the quarter ended January 30, 1994, filed March 16, 1994, and is incorporated herein by reference. |

10(e) Form of Severance Protection Agreement, dated September 21, 1989, was filed as Exhibit 10(f) to the Company's Form $10-\mathrm{K}$ for the year ended April 29, 1990, filed on July 25, 1990, and is incorporated herein by reference. (*)

10(f) Lease Agreement, dated January 19, 1990, with Phillips Interests, Inc. was filed as Exhibit 10(g) to the Company's Form $10-\mathrm{K}$ for the year ended April 29, 1990, filed on July 25, 1990, and is incorporated herein by reference.

10(g) Management Incentive Plan of the Company, dated August 1986 and amended July 1989, filed as Exhibit 10(o) to the Company's Form $10-\mathrm{K}$ for the year ended May 3, 1992, filed on August 4, 1992, and is incorporated herein by reference. (*)

10(h) Lease Agreement, dated September 6, 1988, with Partnership 74 was filed as Exhibit $10(\mathrm{~h})$ to the Company's Form 10-K for the year ended April 28, 1991, filed on July 25, 1990, and is incorporated herein by reference.

January 8, 1990 were filed as Exhibit 10(p) to the Company's Form 10-K for the year ended May 3, 1992, filed on August 4, 1992, and is incorporated herein by reference. (*)
10(j) First Amendment of Lease Agreement dated July 27,
1992 with Partnership 74 Associates was filed as
Exhibit 10(n) to the Company's Form 10-K for the
year ended May 2, 1993, filed on July 29, 1993,
and is incorporated herein by reference.
10(k) Second Amendment of Lease Agreement dated April 16, 1993, with Partnership 52 Associates was filed as Exhibit 10(1) to the Company's Form 10-K for the year ended May 2, 1993, filed on July 29, 1993, and is incorporated herein by reference.

10(1) 1993 Stock Option Plan was filed as Exhibit 10(o) to the Company's Form $10-\mathrm{K}$ for the year ended May 2, 1993, filed on July 29, 1993, and is incorporated herein by reference. (*)

10(m) First Amendment to Loan Agreement dated as of December 1, 1993 by and between The Guilford County Industrial Facilities and Pollution Control Financing Authority and the Company was filed as Exhibit $10(p)$ to the Company's Form 10-Q, filed on March 15, 1994, and is incorporated herein by reference.

10(n) First Amendment to Loan Agreement dated as of December 16, 1993 by and between The Alamance County Industrial Facilities and Pollution Control Financing Authority and the Company was filed as Exhibit $10(q)$ to the Company's Form 10-Q, filed on March 15, 1994, and is incorporated herein by reference.

10(o) First Amendment to Loan Agreement dated as of December 16, 1993 by and between Chesterfield County, South Carolina and the Company was filed as Exhibit $10(r)$ to the Company's Form 10-Q, filed on March 15, 1994, and is incorporated herein by reference.

10(p) Amendment to Lease dated as of November 4, 1994, by and between the Company and RDC, Inc. was filed as Exhibit $10(w)$ to the Company's Form 10-Q, for the quarter ended January 29, 1995, filed on March 15, 1995, and is incorporated herein by reference.

10(q) Amendment to Lease Agreement dated as of December 14, 1994, by and between the Company and Rossville Investments, Inc. (formerly known as A \& E Leasing, Inc.). was filed as Exhibit $10(\mathrm{y})$ to the Company's Form 10-Q, for the quarter ended January 29, 1995, filed on March 15, 1995, and is incorporated herein by reference.

10(r) Interest Rate Swap Agreement between Company and First Union National Bank of North Carolina dated April 17, 1995, was filed as Exhibit 10(aa) to the Company's Form $10-\mathrm{K}$ for the year ended April 30, 1995, filed on July 26, 1995, and is incorporated herein by reference.

10(s) Performance-Based Stock Option Plan, dated June 21, 1994, was filed as Exhibit 10(bb) to the Company's Form 10-K for the year ended April 30, 1995, filed on July 26, 1995, and is incorporated herein by reference. (*)

10(t) Interest Rate Swap Agreement between Company and First Union National Bank of North Carolina, dated May 31, 1995 was filed as exhibit $10(\mathrm{w})$ to the Company's Form 10-Q for the quarter ended July 30, 1995, filed on September 12, 1995, and is incorporated herein by reference.
10(u) Interest Rate Swap Agreement between Company and First Union National Bank of North Carolina, dated July 7, 1995 was filed as exhibit $10(x)$ to the Company's Form 10-Q for the quarter ended July 30, 1995, filed on September 12, 1995, and is incorporated herein by reference.
Second Amendment of Lease Agreement dated June 15, 1994 with Partnership 74 Associates was filed as Exhibit $10(v)$ to the Company's Form 10-Q for the quarter ended October 29, 1995, filed on December 12, 1995, and is incorporated herein by reference.
Lease Agreement dated November 1, 1993 by and
between the Company and Chromatex, Inc. was filed
as Exhibit $10(w)$ to the Company's Form 10-Q for
the quarter ended October 29, 1995, filed on
December 12, 1995, and is incorporated herein by
reference.
10(x) Lease Agreement dated November 1, 1993 by and between the Company and Chromatex Properties, Inc. was filed as Exhibit $10(x)$ to the Company's Form 10-Q for the quarter ended October 29, 1995, filed on December 12, 1995, and is incorporated herein by reference.
10(y) Amendment to Lease Agreement dated May 1, 1994 by and between the Company and Chromatex Properties, Inc. was filed as Exhibit $10(y)$ to the Company's Form 10-Q for the quarter ended October 29, 1995, filed on December 12, 1995, and is incorporated herein by reference.

| 10(z) Canada-Quebec Subsidiary Agreement on |  |
| :--- | :--- |
| Industrial Development $(1991)$, dated January 4, |  |
|  | 1995, was filed as Exhibit 10(z) to the Company's | Industrial Development (1991), dated January 4,

1995, was filed as Exhibit 10(z) to the Company's Form 10-Q for the quarter ended October 29, 1995, filed on December 12, 1995, and is incorporated herein by reference.
10(aa) Loan Agreement between Chesterfield County, South Carolina and the Company dated as of April 1, 1996 relating to Tax Exempt Adjustable Mode Industrial Development Bonds (Culp, Inc. Project) Series 1996 in the aggregate principal amount of $\$ 6,000,000$ was filed as Exhibit 10(aa) to the Company's Form $10-\mathrm{K}$ for the year ended April 28, 1996, and is incorporated herein by reference.
10(bb) Loan Agreement between the Alamance County Industrial Facilities and Pollution Control Financing Authority, North Carolina and the Company, dated December 1, 1996, relating to Tax Exempt Adjustable Mode Industrial Development Revenue Bonds, (Culp, Inc. Project Series 1996) in the aggregate amount of $\$ 6,000,000$ was filed as Exhibit $10(\mathrm{cc})$ to the Company's Form 10-Q for the quarter ended January 26, 1997, and is incorporated herein by reference.
10(cc) Loan Agreement between Luzerne County,

Pennsylvania and the Company, dated as of December 1, 1996, relating to Tax-Exempt Adjustable Mode Industrial Development Revenue Bonds (Culp, Inc. Project) Series 1996 in the aggregate principal amount of $\$ 3,500,000$ was filed as Exhibit 10(dd) to the Company's Form 10-Q for the quarter ended January 26, 1997, and is incorporated herein by reference.
10(dd) Second Amendment to Lease Agreement between Chromatex Properties, Inc. and the Company, dated April 17, 1997 was filed as Exhibit 10(dd) to the Company's Form $10-\mathrm{K}$ for the year ended April 27, 1997, and is incorporated herein by reference.
10(ee) Lease Agreement between Joseph E. Proctor (doing business as JEPCO) and the Company, dated April 21, 1997 was filed as Exhibit 10(ee) to the Company's Form 10-K for the year ended April 27, 1997, and is incorporated herein by reference.
10(ff) \$125,000,000 Revolving Loan Facility dated April 23, 1997 by and among the Company and Wachovia Bank of Georgia, N.A., as agent, and First Union National Bank of North Carolina, as documentation agent was filed as Exhibit 10(ff) to the Company's Form 10-K for the year ended April 27, 1997, and is incorporated herein by reference.
Wachovia Bank of North Carolina, N.A. was filed as Exhibit $10(\mathrm{gg})$ to the Company's Form 10-K for the year ended April 27, 1997, and is incorporated herein by reference.
10(hh) Reimbursement and Security Agreement between Culp, Inc. and Wachovia Bank of North Carolina, N.A., dated as of April 1, 1997, relating to $\$ 3,337,000$ Principal Amount, Chesterfield County, South Carolina Industrial Revenue Bonds (Culp, Inc. Project) Series 1988 was filed as Exhibit 10(hh) to the Company's Form $10-\mathrm{K}$ for the year ended April 27, 1997, and is incorporated herein by reference.
Additionally, there are Reimbursement and Security Agreements between Culp, Inc. and Wachovia Bank of North Carolina, N.A., dated as of April 1, 1997 in the following amounts and with the following facilities:
\$7,900,000 Principal Amount, Alamance County Industrial Facilities and Pollution Control Financing Authority Industrial Revenue Refunding Bonds (Culp, Inc. Project) Series A and B.
\$4,500,000 Principal Amount, Guilford County Industrial Facilities and Pollution Control Financing Authority Industrial Development Revenue Bonds (Culp, Inc. Project) Series 1989.
\$6,580,000 Principal Amount, Anderson County South Carolina Industrial Revenue Bonds (Culp, Inc. Project) Series 1993.
\$6,000,000 Principal Amount, Chesterfield County, South Carolina Tax-Exempt Adjustable Mode Industrial Development Revenue Bonds (Culp, Inc. Project) Series 1996.
\$6,000,000 Principal Amount, The Alamance County Industrial Facilities and Pollution Control Financing Authority Tax-exempt Adjustable Mode Industrial Development Revenue Bonds (Culp, Inc. Project) Series 1996.
\$3,500,000 Principal Amount, Luzerne County Industrial Development Authority Tax-Exempt Adjustable Mode Industrial Development Revenue Bonds (Culp, Inc. Project) Series 1996.
10(ii) Loan Agreement and Reimbursement and Security Agreement dated
July 1, 1997 with the Robeson County Industrial Facilities and Pollution Control Financing Authority relating to the issuance of Tax-Exempt Adjustable Mode Industrial Development Revenue Bonds (Culp, Inc. Project), Series 1997 in the aggregate principal amount of $\$ 8,500,000$ was filed as Exhibit 10(ii) to the Company's Form 10-Q for the quarter ended August 3, 1997, and is incorporated herein by reference.
10(jj) Asset Purchase Agreement dated as of August 4, 1997 by and between Culp, Inc., Phillips Weaving Mills, Inc., Phillips Printing Mills, Inc., Phillips Velvet Mills, Inc., Phillips Mills, Inc., Phillips Property Company, LLC, Phillips Industries, Inc. and S. Davis Phillips was filed as Exhibit (10jj) to the Company's Form 10-Q for the quarter ended November 2, 1997, and is incorporated herein by reference.
10(kk) Asset Purchase Agreement dated as of October 14, 1997 among Culp, Inc., Artee Industries, Incorporated, Robert T. Davis, Robert L. Davis, Trustee u/a dated 8/25/94, Robert L. Davis, Louis W. Davis, Kelly D. England, J. Marshall Bradley, Frankie S. Bradley and Mickey R. Bradley was filed as Exhibit 10(kk) to the Company's Form 10-Q for the quarter ended November 2, 1997, and is incorporated herein by reference.
Form of Note Purchase Agreement (providing for the issuance by Culp, Inc. of its $\$ 20$ million $6.76 \%$ Series A Senior Notes due $3 / 15 / 08$ and its $\$ 55$ million $6.76 \%$ Series $B$ Senior Notes due 3/15/10), each dated March 4, 1998, between Culp,

Inc. and each of the following

1. Connecticut General Life Insurance Company;
2. The Mutual Life Insurance Company of New York;
3. United of Omaha Life Insurance Company;
4. Mutual of Omaha Insurance Company;
5. The Prudential Insurance Company of America;
6. Allstate Life Insurance Company;
7. Life Insurance Company of North America; and 8. CIGNA Property and Casualty Insurance Company This agreement was filed as Exhibit 10(ll) to the Company's Form $10-\mathrm{K}$ for the year ended May 3, 1998, and is incorporated herein by reference.

10(mm) First Amendment to Credit Agreement dated July 22, 1998 among Culp, Inc., Wachovia Bank, N.A., as agent, First Union National Bank, as documentation agent, and Wachovia Bank, N.A., First Union National Bank, SunTrust Bank, Atlanta, and Cooperatieve Centrale Raiffeisen-Boerenleeenbank B.A., Rabobank Nederland, New York Branch.
(b) Reports on Form 8-K:

The following report on Form 8-K was filed during the period covered by this report:
(1) Form 8-K dated August 20, 1998, included under Item 5, Other Events, disclosure of the Company's press release for quarterly earnings and the Company's Financial Information Release relating to the financial information for the first quarter ended August 2, 1998.

## 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 thereunto duly authorized.

CULP, INC.
(Registrant)

THIS FIRST AMENDMENT TO CREDIT AGREEMENT (this "First Amendment") is dated as of the 22nd day of July, 1998 among CULP, INC. (the "Borrower"), WACHOVIA BANK, N.A. (successor by merger to Wachovia Bank of Georgia, N.A.), as Agent (the "Agent"), FIRST UNION NATIONAL BANK (successor by merger to First Union National Bank of North Carolina), as Documentation Agent and WACHOVIA BANK, N.A.(successor by merger to Wachovia Bank of North Carolina, N.A.), FIRST UNION NATIONAL BANK, SUNTRUST BANK, ATLANTA, and COOPERATIEVE CENTRALE RAIFFEISEN-BOERENLEEENBANK B.A., "RABOBANK NEDERLAND", NEW YORK BRANCH (collectively, the "Banks");

## W I T N E S S E TH:

WHEREAS, the Borrower, the Agent, the Documentation Agent and the Banks executed and delivered that certain Credit Agreement, dated as of April 23, 1997 (the "Credit Agreement");

WHEREAS, the Borrower has requested and the Agent, the Documentation Agent and the Banks have agreed to a certain amendment to the Credit Agreement, subject to the terms and conditions hereof;

NOW, THEREFORE, for and in consideration of the above premises and other good and valuable consideration, the receipt and sufficiency of which hereby is acknowledged by the parties hereto, the Borrower, the Agent, the Documentation Agent and the Banks hereby covenant and agree as follows:

1. Definitions. Unless otherwise specifically defined herein, each term used herein which is defined in the Credit Agreement shall have the meaning assigned to such term in the Credit Agreement. Each reference to "hereof", "hereunder", "herein" and "hereby" and each other similar reference and each reference to "this Agreement" and each other similar reference contained in the Credit Agreement shall from and after the date hereof refer to the Credit Agreement as amended hereby.
2. Amendment to Section 1.01. Section 1.01 of the Credit Agreement hereby is amended by deleting the definition of "Commitment" and substituting therefor the following:

ATMAIN02: CREDIT AGRMT AMDMT JULY 98.DOC
"Commitment" means, for each Bank, the amount set forth
opposite the name of such Bank on the signature page of this First Amendment.
3. Amendment to Section 1.01. Section 1.01 of the Credit Agreement hereby is amended by deleting the definition of "Commitment Reduction Date".
4. Amendment to Section 2.02. Section 2.02(a) of the Credit Agreement hereby is amended by deleting the proviso at the end of clause (iv) thereof.
5. Amendment to Section 2.06(a). Section 2.06(a) of the Credit Agreement hereby is amended by deleting it in its entirety and substituting the following therefor:
(a) "Applicable Margin" means:
(i) for the period commencing on the Closing Date to and including the first Performance Pricing Determination Date, (x) for any Base Rate Loan, $0.00 \%$, and (y) for any Euro-Dollar Loan or Foreign Currency Loan, 0.275\%; and
(ii) from and after the first Performance Pricing Determination Date until the end of Fiscal Year 1999, ( $x$ ) for any Base Rate Loan, $0.00 \%$ and (y) for each Euro-Dollar Loan, the percentage determined on each Performance Pricing Determination Date by reference to the table set forth below as to such type of Loan and the Debt/EBITDA Ratio for the quarterly or annual period ending immediately prior to such Performance Pricing Determination Date.
< 1.0 to 1.0

$$
0.55 \%
$$

$<3.5$ to 1.0
$>3.5$ to 1.0
$0.75 \%$
and, (iii) from and after the beginning of Fiscal Year 2000, (x) for any Base Rate Loan, $0.00 \%$ and (y) for each Euro-Dollar Loan, the percentage determined on each Performance Pricing Determination Date by reference to the table set forth below as to such type of Loan and the Debt/EBITDA Ratio for the quarterly or annual period ending immediately prior to such Performance Pricing Determination Date.

| Debt/EBITDA Ratio | $\left.\begin{array}{c}\text { Applicable Margin } \\ <\end{array}\right)$ |
| :--- | :--- |
|  | $0.25 \%$ |

In determining interest for purposes of this Section 2.06 and fees for purposes of Section 2.07, the Borrower and the Banks shall refer to the Borrower's most recent consolidated quarterly and annual (as the case may be) financial statements delivered pursuant to Section 5.01(a) or (b), as the case may be. If such financial statements require a change in interest pursuant to this Section 2.06 or fees pursuant to Section 2.07, the Borrower shall deliver to the Agent, along with such financial statements, a notice to that effect, which notice shall set forth in reasonable detail the calculations supporting the required change. The "Performance Pricing Determination Date" is the date which is the last date on which such financial statements are permitted to be delivered pursuant to Section 5.01(a) or (b), as applicable. Any such required change in interest and fees shall become effective on such Performance Pricing Determination Date, and shall be in effect until the next Performance Pricing Determination Date, provided that: (x) for Fixed Rate Loans, changes in interest shall only be effective for Interest Periods commencing on or after the Performance Pricing Determination Date; and (y) no fees or interest shall be decreased pursuant to this Section 2.06 or Section 2.07 if a Default is in existence on the Performance Pricing Determination Date.
6. Amendment to Section 2.09. Section 2.09 of the Credit Agreement hereby is amended by deleting it in its entirety and substituting the following therefor:

SECTION 2.09. Termination of Commitments. The Commitments shall terminate on the Termination Date and any Loans then outstanding (together with accrued interest thereon) shall be due and payable on such date.
7. Amendment to Section 5.21. Section 5.21 of the Credit Agreement hereby is amended by deleting it in its entirety and substituting the following therefor:

SECTION 5.21. Debt/EBITDA Ratio. The Debt/EBITDA Ratio will at the end of each Fiscal Month (i) during Fiscal Year 1999, be less than 4.0 to 1.0 , and (ii) thereafter, be less than 3.5 to 1.0 .
8. Amendment to Section 5.22. Section 5.22 of the Credit Agreement hereby is amended by deleting it in its entirety and substituting the following therefor:

SECTION 5.22. Acquisitions. Neither the Borrower nor any Subsidiary shall make any Acquisitions after the Closing Date, except that the Borrower may make any Acquisition which is (i) of stock or assets of a Person in substantially similar lines of business to that of the Borrower and its Subsidiaries and (ii) in an aggregate amount for any single Acquisition or series of related Acquisitions which does not exceed \$50,000,000.
9. Amendment to Exhibit F. Exhibit F to the Credit Agreement hereby is amended by deleting paragraph 7 thereof and substituting the following paragraph 7 therefor:
7. Debt/EBITDA Ratio (Section 5.21)

The Debt/EBITDA Ratio will at the end of each Fiscal Month (i) during Fiscal Year 1999, be less than 4.0 to 1.0, and (ii) thereafter, be less than 3.5 to 1.0 .
(a) Total Debt
\$
(b) EBITDA - Schedule 1 \$
(c) Actual ratio of (a) to (b)

Maximum ratio
$<$ $\qquad$ to 1.0
[<3.5 to 1.0]
[<4.0 to 1.0]
10. Assignment of Loans. Rabobank Nederland hereby sells and assigns to each of the other Banks, and each other Bank hereby purchases, a pro rata (with respect to its Commitments) interest in all of Rabobank Nederland's rights and obligations under the Credit Agreement as of the date hereof as more specifically set forth on Schedule 1 attached hereto.
11. Restatement of Representations and Warranties. The Borrower hereby restates and renews each and every representation and warranty heretofore made by it in the Credit Agreement and the other Loan Documents as fully as if made on the date hereof and with specific reference to this First Amendment and all other loan documents executed and/or delivered in connection herewith.
12. Effect of Amendment. Except as set forth expressly hereinabove, all terms of the Credit Agreement and the other Loan Documents shall be and remain in full force and effect, and shall constitute the legal, valid, binding and enforceable obligations of the Borrower. The amendments contained herein shall be deemed to have prospective application only, unless otherwise specifically stated herein.
13. Ratification. The Borrower hereby restates, ratifies and reaffirms each and every term, covenant and condition set forth in the Credit Agreement and the other Loan Documents effective as of the date hereof.
14. Counterparts. This First Amendment may be executed in any number of counterparts and by different parties hereto in separate counterparts, and delivered by facsimile transmission, each of which when so executed and delivered (including by facsimile transmission) shall be deemed to be an original and all of which counterparts, taken together, shall constitute but one and the same instrument.
15. Section References. Section titles and references used in this First Amendment shall be without substantive meaning or content of any kind whatsoever and are not a part of the agreements among the parties hereto evidenced hereby.
16. No Default. To induce the Agent and the Banks to enter into this First Amendment and to continue to make advances pursuant to the Credit Agreement, the Borrower hereby acknowledges and agrees that, as of the date hereof, and after giving effect to the terms hereof, there exists (i)-no Default or Event of Default and (ii)-no right of offset, defense, counterclaim, claim or objection in favor of the Borrower arising out of or with respect to any of the Loans or other obligations of the Borrower owed to the Banks under the Credit Agreement.
17. Further Assurances. The Borrower agrees to take such further actions as the Agent shall reasonably request in connection herewith to evidence the amendments herein contained to the Borrower.
18. Governing Law. This First Amendment shall be governed by and construed and interpreted in accordance with, the laws of the state of Georgia.
19. Conditions Precedent. This First Amendment shall become effective only upon execution and delivery of this First Amendment by the Borrower, the Agent and each Bank.

IN WITNESS WHEREOF, the Borrower, the Agent and each of the Banks whose signature appears below has caused this First Amendment to be duly executed, under seal, by its duly authorized officer as of the day and year first above written.

CULP, INC.,
as Borrower
(SEAL)

By: Phillip W. Wilson
Title: Vice President and Chief Financial Officer
COMMITMENT:
\$33,600, 000
WACHOVIA BANK, N.A. (successor by merger to Wachovia Bank of Georgia, N.A. and Wachovia Bank North Carolina, N.A.), as Agent and as a Bank

> By: David G. Black Title:

## COOPERATIEVE CENTRALE

RAIFFEISEN BOERENLEEENBANK
B.A., "RABOBANK NEDERLAND",

NEW YORK BRANCH,
as a Bank
(SEAL)

By: Theodore W. Cox
Title: Vice President

By: W. Jeffrey Vollack
Title: Senior Credit Officer Senior Vice President

FIRST UNION NATIONAL BANK
(successor by merger to
First Union National Bank of North Carolina),
as Documentation Agent and as a Bank

By: G. Mendel Lay, Jr.
Title: Senior Vice President
as a Bank
(SEAL)

By: Bradley J. Staples
Title: Senior Vice President

## Prior Syndicated Loans Outstanding:

| Wachovia Bank, N.A. | $\$ 8,400,000$ |
| :--- | :--- |
| First Union National Bank | $\$ 7,600,000$ |
| Suntrust Bank, Atlanta | $\$ 6,000,000$ |
| Rabobank Nederland | $\$ 3,000,000$ |

Syndicated Loans Purchased from Rabobank Nederland:

Wachovia Bank, N.A.
First Union National Bank

Suntrust Bank, Atlanta

Current Syndicated Loan Balances:
Wachovia Bank, N.A.

First Union National Bank
Suntrust Bank, Atlanta
$\$ 1,145,454.55$
\$1, 036, 363.64
\$ 818,181.81

> 5
> 0000723603 Culp, Inc.
> 1,000
> 3-MOS
> MAY-02-1999
> MAY-04-1998
> AUG-02-1998
> 1,520
> 0
> 65,295
> (1, 462)
> 79,358
> 152, 222
> 226,375
> $(99,088)$
> 342,698
> 48, 816
> 0
> 650
> 342,698
> 127,622
> 110,667 110,667
> 97,056 97,056
> 14,473
> 2,361
> $(3,940)$
> $(2,640)$
> $0_{0}^{0}$
> $(2,640)$
> (.20)
> (.20)


[^0]:    * Derived from audited financial statements.

