For the quarterly period ended January 30, 2000
Commission File No. 0-12781

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

| NORTH CAROLINA | $56-1001967$ <br> (State or other jurisdiction of <br> incorporation or other organization) |
| :---: | :---: |
| (I.R.S. Employer <br> Identification No.) <br> (Address of principal executive offices) <br> (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 January 30, 2000: 11,215,945
Par Value: \$. 05

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For the period ended January 30, 2000

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|  | Amounts |  |  | Percent of Sales |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { January } 30, \\ 2000 \end{gathered}$ | $\begin{gathered} \text { January } 31, \\ 1999 \end{gathered}$ | \% Over (Under) | 2000 | 1999 |
| Net sales \$ | 113,181 | 112,093 | 1.0 \% | 100.0 \% | 100.0 \% |
| Cost of sales | 94,712 | 92,911 | 1.9 \% | 83.7 \% | 82.9 \% |
| Gross profit | 18,469 | 19,182 | (3.7)\% | 16.3 \% | 17.1 \% |
| Selling, general and administrative expenses | 13,949 | 14,100 | (1.1)\% | 12.3 \% | 12.6 \% |
| Income from operations | 4,520 | 5,082 | (11.1)\% | 4.0 \% | 4.5 \% |
| Interest expense | 2,366 | 2,308 | 2.5 \% | 2.1 \% | 2.1 \% |
| Interest income | (8) | (10) | (20.0)\% | (0.0)\% | (0.0)\% |
| Other expense (income), net | 229 | 492 | (53.5)\% | 0.2 \% | 0.4 \% |
| Income before income taxes | 1,933 | 2,292 | (15.7)\% | 1.7 \% | 2.0 \% |
| Income taxes * | 501 | 753 | (33.5)\% | 25.9 \% | 32.9 \% |
| Net income \$ | 1,432 | 1,539 | (7.0)\% | 1.3 \% | 1.4 \% |
| Net income per share | \$0.13 | \$0.12 | 8.3 \% |  |  |
| Net income per share, assuming dilution | \$0.13 | \$0.12 | 8.3 \% |  |  |
| Dividends per share | \$0.035 | \$0.035 | 0.0 \% |  |  |
| Average shares outstanding | 11,296 | 12,995 | (13.1)\% |  |  |
| Average shares outstanding, assuming dilution | 11,389 | 13,124 | (13.2)\% |  |  |

NINE MONTHS ENDED (UNAUDITED)

|  | Amounts |  |  | Percent of Sales |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { January } 30, \\ 2000 \end{gathered}$ | $\begin{gathered} \text { January } 31, \\ 1999 \end{gathered}$ | \% Over (Under) | 2000 | 1999 |
| Net sales \$ | 358,660 | 350,919 | 2.2 \% | 100.0 \% | 100.0 \% |
| Cost of sales | 296,072 | 297,652 | (0.5)\% | 82.5 \% | 84.8 \% |
| Gross profit | 62,588 | 53,267 | 17.5 \% | 17.5 \% | 15.2 \% |
| Selling, general and administrative expenses | 45,022 | 44,047 | 2.2 \% | 12.6 \% | 12.6 \% |
| Income from operations | 17,566 | 9,220 | 90.5 \% | 4.9 \% | 2.6 \% |
| Interest expense | 7,266 | 7,133 | 1.9 \% | 2.0 \% | 2.0 \% |
| Interest income | (41) | (82) | (50.0)\% | (0.0)\% | (0.0)\% |
| Other expense (income), net | 1,200 | 1,866 | (35.7)\% | 0.3 \% | 0.5 \% |
| Income before income taxes | 9,141 | 303 | 2,916.8 \% | 2.5 \% | 0.1 \% |
| Income taxes | 2,952 | 97 | 2,943.3 \% | 32.3 \% | 32.0 \% |
| Net income \$ | 6,189 | 206 | 2,904.4 \% | 1.7 \% | 0.1 \% |
| Net income per share | \$0.53 | \$0. 02 | 2,550.0 \% |  |  |
| Net income per share, assuming dilution | \$0.52 | \$0.02 | 2,500.0 \% |  |  |
| Dividends per share | \$0.105 | \$0.105 | 0.0 \% |  |  |
| Average shares outstanding | 11,703 | 12,997 | (10.0)\% |  |  |
| Average shares outstanding, assuming dilution | 11,816 | 13,171 | (10.3)\% |  |  |

[^0]CULP, INC.
CONSOLIDATED BALANCE SHEETS
JANUARY 30, 2000, JANUARY 31, 1999 AND MAY 2, 1999
Unaudited
(Amounts in Thousands)

|  |  | Amounts |  | Increase (Decrease) |  | * May 2, |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { January } 30, \\ 2000 \end{gathered}$ | January 31, 1999 | Dollars | ------- | 1999 |
| Current assets |  |  |  |  |  |  |
| Cash and cash investments | \$ | 568 | 655 | (87) | (13.3)\% | 509 |
| Accounts receivable |  | 65,788 | 63,090 | 2,698 | 4.3 \% | 70,503 |
| Inventories |  | 80,874 | 69,210 | 11,664 | 16.9 \% | 67,070 |
| Other current assets |  | 9,016 | 7,560 | 1,456 | 19.3 \% | 9,633 |
| Total current assets |  | 156,246 | 140,515 | 15,731 | 11.2 \% | 147,715 |
| Restricted investments |  | 1,047 | 3,416 | $(2,369)$ | (69.4)\% | 3,340 |
| Property, plant \& equipment, net |  | 123,303 | 125,885 | $(2,582)$ | (2.1)\% | 123,310 |
| Goodwill |  | 50,222 | 51,615 | $(1,393)$ | (2.7)\% | 51,269 |
| Other assets |  | 5,388 | 5,017 | 371 | 7.4 \% | 4,978 |
| Total assets | \$ | 336,206 | 326,448 | 9,758 | 3.0 \% | 330,612 |
| Current liabilities |  |  |  |  |  |  |
| Current maturities of long-term debt | \$ | 1,678 | 1,678 | 0 | 0.0 \% | 1,678 |
| Accounts payable |  | 35,347 | 25,808 | 9,539 | 37.0 \% | 25,687 |
| Accrued expenses |  | 20,878 | 17,317 | 3,561 | 20.6 \% | 21,026 |
| Income taxes payable |  | 903 | 0 | 903 | 100.0 \% | 0 |
| Total current liabilities |  | 58,806 | 44,803 | 14,003 | 31.3 \% | 48,391 |
| Long-term debt |  | 137,052 | 140,210 | $(3,158)$ | (2.3)\% | 140,312 |
| Deferred income taxes |  | 14,583 | 11,227 | 3,356 | 29.9 \% | 14,583 |
| Total liabilities |  | 210,441 | 196,240 | 14,201 | 7.2 \% | 203,286 |
| Shareholders' equity |  | 125,765 | 130,208 | $(4,443)$ | (3.4)\% | 127,326 |
| Total liabilities and shareholders' equity | \$ | 336,206 | 326,448 | 9,758 | 3.0 \% | 330,612 |
| Shares outstanding |  | 11,216 | 12,995 | $(1,779)$ | (13.7)\% | 12,079 |

[^1]CULP, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS
FOR THE NINE MONTHS ENDED JANUARY 30, 2000 AND JANUARY 31, 1999
Unaudited
(Amounts in Thousands)

Cash flows from operating activities:
Net income
Adjustments to reconcile net income to net cash
provided by 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 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

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
Payments to acquire common stock
Proceeds from common stock issued
Net cash 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
\$
NINE MONTHS ENDED

| Amounts |  |
| :---: | :---: |
| January 30, $2000$ | January 31, 1999 |


| 6,189 | 206 |
| :---: | :---: |
| 14,481 | 13,785 |
| 1,197 | 1,174 |
| 4,715 | 10,546 |
| $(13,804)$ | 9,984 |
| 617 | 303 |
| (560) | (95) |
| 4,619 | $(8,609)$ |
| (148) | (973) |
| 903 | $(1,282)$ |
| 18,209 | 25,039 |
| $(14,474)$ | $(8,500)$ |
| (35) | (73) |
| 0 | (735) |
| 2,328 | 678 |
| $(12,181)$ | $(8,630)$ |
| 8,510 | 2,535 |
| $(11,770)$ | $(16,284)$ |
| 5,041 | $(2,800)$ |
| $(1,218)$ | $(1,365)$ |
| $(6,552)$ | (160) |
| 20 | 8 |
| $(5,969)$ | $(18,066)$ |

$\qquad$ 2,312

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


## Culp, Inc

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
(unaudited)

## 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 $10-\mathrm{K}$ filed with the Securities and Exchange Commission on July 30, 1999 for the fiscal year ended May 2, 1999.


2. Accounts Receivable

A summary of accounts receivable follows (dollars in thousands):
January 30, 2000 May 2, 1999

| Customers | $\$$ | 68,082 | $\$ 3,089$ |
| :--- | ---: | ---: | ---: |
| Allowance for doubtful accounts | $(1,485)$ | $(1,452)$ |  |
| Reserve for returns and allowances | $(809)$ | $(1,134)$ |  |

\$ 65,788 \$ 70,503


## 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):

|  | January 30, 2000 |  | May 2, 1999 |  |
| :---: | :---: | :---: | :---: | :---: |
| Raw materials | \$ | 51,582 |  | 40,728 |
| Work-in-process |  | 6,467 |  | 6,790 |
| Finished goods |  | 29,795 |  | 24,885 |
| Total inventories valued at FIFO cost |  | 87,844 |  | 72,403 |
| Adjustments of certain inventories to the LIFO cost method |  | $(1,478)$ |  | $(1,478)$ |
| Adjustments of certain inventories to market |  | $(5,492)$ |  | $(3,855)$ |
|  |  | 80,874 | \$ | 67,070 |

## 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)

|  | January 30, 2000 | May 2, 1999 |  |
| :---: | :---: | :---: | :---: |
| Accounts payable-trade | \$ 30, 069 | \$ | 25,450 |
| Accounts payable-capital expenditures | 5,278 |  | 237 |
|  | \$ 35, 347 | \$ | 25,687 |

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

|  | January 30, 2000 | May 2, 1999 |  |
| :---: | :---: | :---: | :---: |
| Compensation and benefits | \$ 12,514 | \$ | 13,136 |
| Other | 8,364 |  | 7,890 |
|  | \$ 20,878 | \$ | 21,026 |

7. Long-Term Debt

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

|  | January 30, 2000 | May 2, 1999 |  |
| :---: | :---: | :---: | :---: |
| Senior unsecured notes | \$ 75,000 | \$ | 75,000 |
| Industrial revenue bonds and other obligations | 33,519 |  | 35,278 |
| Revolving credit facility | 24,000 |  | 25,000 |
| Revolving line of credit | 1,177 |  | 0 |
| Obligations to sellers | 5,034 |  | 6,712 |
|  | 138,730 |  | 141,990 |
| Less current maturities | $(1,678)$ |  | $(1,678)$ |
|  | \$137, 052 | \$ | 140,312 |

The senior unsecured notes have a fixed coupon rate of $6.76 \%$ and an average remaining term of 9 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. On borrowings outstanding at January 30, 2000, the interest rate was $7.23 \%$.

The company's $\$ 6,000,000$ revolving line of credit expires on February 28, 2001. However, the line of credit will automatically be extended for an additional three-month period on each May 31, August 31, November 30 and February 28 unless the bank notifies the company that the line of credit will not be extended. On borrowings outstanding at January 30, 2000, the interest rate was $6.95 \%$.

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 $\$ 1,047,000$ 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 January 30, 2000, the company was in compliance with these required financial covenants.

At January 30, 2000, 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 January 30, 2000 is approximately $\$ 134,000$. Net amounts paid under these agreements increased interest expense by approximately $\$ 216,000$ and $\$ 194,000$ for the nine months of fiscal 2000 and 1999, respectively. 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.

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


## 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. The company had approximately $\$ 4,844,000$ of outstanding foreign exchange forward contracts as of January 30, 2000.
10. Net Income Per Share

The following tables reconcile the numerators and denominators of net income per share and net income per share, assuming dilution for the three and nine months ended January 30, 2000 and January 31, 1999:

## THREE MONTHS ENDED

| January 30, 2000 |  |  |  | January 31, 1999 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Amounts in thousands, except per share data) | Income (Numerator) | Shares (Denominator) | Per Share Amount | Income (Numerator) | Shares (Denominator) | Per Share Amount |
| Net income per share | \$1,432 | 11,296 | \$0.13 | \$1,539 | 12,995 | \$0.12 |
| Effect of dilutive |  |  |  |  |  |  |
| securities: |  |  |  |  |  |  |
| Options | - | 93 |  | - | 129 |  |
| Net income per |  |  |  |  |  |  |
| dilution | \$1,432 | 11,389 | \$0.13 | \$1,539 | 13,124 | \$0. 12 |


|  | January 30, 2000 |  |  | January 31, 1999 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Amounts in thousands, except per share data) | Income (Numerator) | Shares (Denominator) | Per Share Amount | Income (Numerator) | Shares (Denominator) | Per Share Amount |
| Net income per share | \$6,189 | 11,703 | \$0.53 | \$206 | 12,997 | \$0. 02 |


| Effect of dilutive securities: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Options |  | 113 |  | - | 174 |  |
| Net income per |  |  |  |  |  |  |
| share, assuming dilution | \$6,189 | 11,816 | \$0.52 | \$206 | 13,171 | \$0. 02 |

## 11. Segment Information

The company's operations are classified into two business segments: upholstery fabrics and mattress ticking. The upholstery fabrics segment principally manufactures and sells woven jacquards and dobbies, wet and heat-transfer prints, and woven and tufted velvets primarily to residential and commercial (contract) furniture manufacturers. The mattress ticking segment principally manufactures and sells woven jacquards, heat-transfer prints and pigment prints to bedding manufacturers.

The company internally manages and reports selling, general and administrative expenses, interest expense, interest income, other expense and income taxes on a total company basis. Thus, profit by business segment represents gross profit. In addition, the company internally manages and reports cash and cash investments, accounts receivable, other current assets, restricted investments, property, plant and equipment, goodwill and other assets on a total company basis. Thus, identifiable assets by business segment represent inventories.

Sales and gross profit for the company's operating segments for the three months ended January 30, 2000 and January 31, 1999 are as follows:
(dollars in thousands):

|  | January 30, 2000 |  | January 31, 1999 |  |
| :---: | :---: | :---: | :---: | :---: |
| Net sales |  |  |  |  |
| Upholstery Fabrics | \$ | 87,978 | \$ | 89,557 |
| Mattress Ticking |  | 25,203 |  | 22,536 |
|  | \$ | 113,181 | \$ | 112, 093 |
| Gross Profit |  |  |  |  |
| Upholstery Fabrics | \$ | 11,951 | \$ | 12,645 |
| Mattress Ticking |  | 6,518 |  | 6,537 |
|  | \$ | 18,469 | \$ | 19,182 |

Sales and gross profit for the company's operating segments for the nine months ended January 30, 2000 and January 31, 1999 are as follows:
(dollars in thousands):
Net sales
Upholstery Fabrics
Mattress Ticking

Inventories for the company's operating segments as of January 30, 2000 and January 31, 1999 are as follows:


| Inventories |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Upholstery Fabrics | \$ | 65,788 | \$ | 56,842 |
| Mattress Ticking |  | 15,086 |  | 12,368 |
|  | \$ | 80,874 | \$ | 69,210 |

SALES BY SEGMENT/DIVISION
FOR THE THREE MONTHS AND NINE MONTHS ENDED JANUARY 30, 2000 AND JANUARY 31, 1999
(Amounts in thousands)

THREE MONTHS ENDED (UNAUDITED)

| Segment/Division |  |  | Amounts |  |  | Percent of Total Sales |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \text { January } 30, \\ 2000 \end{gathered}$ | $\begin{gathered} \text { January 31, } \\ 1999 \end{gathered}$ | \% Over (Under) | 2000 | 1999 |
| Upholstery Fabrics |  |  |  |  |  |  |  |
| Culp Decorative Fabrics |  | \$ | 49,654 | 50,520 | (1.7)\% | 43.9 \% | 45.1 \% |
| Culp Velvets/Prints |  |  | 34, 050 | 34,949 | (2.6)\% | 30.1 \% | 31.2 \% |
| Culp Yarn |  |  | 4,274 | 4,088 | 4.5 \% | 3.8 \% | 3.6 \% |
|  |  |  | 87,978 | 89,557 | (1.8)\% | 77.7 \% | 79.9 \% |
| Mattress Ticking |  |  |  |  |  |  |  |
|  |  | \$ | 113,181 | 112,093 | 1.0 \% | 100.0 \% | 100.0 \% |
|  |  |  | NINE MONTHS ENDED (UNAUDITED) |  |  |  |  |
|  |  |  | Amo |  |  | Percent | Sales |
| Segment/Division |  |  | $\begin{gathered} \text { January 30, } \\ 2000 \end{gathered}$ | $\begin{gathered} \text { January 31, } \\ 1999 \end{gathered}$ | \% Over (Under) | 2000 | 1999 |
| Upholstery Fabrics |  |  |  |  |  |  |  |
| Culp Decorative Fabrics |  | \$ | 157,067 | 161,538 | (2.8)\% | 43.8 \% | 46.0 \% |
| Culp Velvets/Prints |  |  | 112,042 | 103,671 | 8.1 \% | 31.2 \% | 29.5 \% |
| Culp Yarn |  |  | 12,761 | 17,051 | (25.2)\% | 3.6 \% | 4.9 \% |
|  |  |  | 281,870 | 282,260 | (0.1)\% | 78.6 \% | 80.4 \% |
| Mattress Ticking |  |  |  |  |  |  |  |
| Culp Home Fashions |  |  | 76,790 | 68,659 | 11.8 \% | 21.4 \% | 19.6 \% |
|  |  | \$ | 358,660 | 350,919 | 2.2 \% | 100.0 \% | 100.0 \% |

* U.S. sales were $\$ 86,359$ and $\$ 88,152$ for the third quarter of fiscal 2000 and fiscal 1999, respectively; and $\$ 275,699$ and $\$ 266,934$ for the nine months of fiscal 2000 and fiscal 1999, respectively. The percentage decrease in U.S. sales was $2.0 \%$ for the third quarter and an increase of $3.3 \%$ for the nine months.

CULP, INC.
INTERNATIONAL SALES BY GEOGRAPHIC AREA
FOR THE THREE MONTHS AND NINE MONTHS ENDED JANUARY 30, 2000 AND JANUARY 31, 1999
(Amounts in thousands)

THREE MONTHS ENDED (UNAUDITED)

| Geographic Area |  | Amounts |  |  | Percent of Total Sales |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { January } 30, \\ 2000 \end{gathered}$ | $\begin{gathered} \text { January 31, } \\ 1999 \end{gathered}$ | \% Over (Under) | 2000 | 1999 |  |
| North America (Excluding USA) | \$ | 8,476 | 7,280 | 16.4 \% | 31.6 \% | 30.4 |  |
| Europe |  | 4,698 | 3,881 | 21.1 \% | 17.5 \% | 16.2 |  |
| Middle East |  | 8,140 | 6,711 | 21.3 \% | 30.3 \% | 28.0 |  |
| Far East \& Asia |  | 4,422 | 4,993 | (11.4)\% | 16.5 \% | 20.9 | \% |
| South America |  | 523 | 555 | (5.8)\% | 1.9 \% | 2.3 | \% |
|  |  | 563 | 521 | 8.1 \% | 2.1 \% | 2.2 |  |
|  | \$ | 26,822 | 23,941 | 12.0 \% | 100.0 \% | 100.0 |  |
|  |  | NINE MONTHS ENDED (UNAUDITED) |  |  |  |  |  |
|  |  | Amounts |  |  | Percent of Total Sales |  |  |
|  |  | $\begin{gathered} \text { January } 30, \\ 2000 \end{gathered}$ | $\begin{gathered} \text { January } 31, \\ 1999 \end{gathered}$ | \% Over (Under) | 2000 | 1999 |  |
| North America (Excluding USA) | \$ | 26,064 | 23, 035 | 13.1 \% | 31.4 \% | 27.4 | \% |
| Europe |  | 13,696 | 14,787 | (7.4)\% | 16.5 \% | 17.6 |  |
| Middle East |  | 24,092 | 25, 071 | (3.9)\% | 29.0 \% | 29.9 |  |
| Far East \& Asia |  | 14,088 | 15,296 | (7.9)\% | 17.0 \% | 18.2 | \% |
| South America |  | 1,773 | 2,793 | (36.5)\% | 2.1 \% |  | \% |
| All other areas |  | 3,248 | 3,003 | 8.2 \% | 3.9 \% | 3.6 | \% |
|  | \$ | 82,961 | 83,985 | (1.2)\% | 100.0 \% | 100.0 |  |

International sales, and the percentage of total sales, for each of the last
five fiscal years follows: fiscal 1995-\$57,971 (19\%); fiscal 1996-\$77,397 (22\%);
fiscal 1997-\$101,571 (25\%); fiscal 1998-\$137,223 (29\%); and fiscal 1999-\$113,354 (23\%). International sales for the third quarter represented $23.7 \%$ and $21.4 \%$ for 2000 and 1999, respectively. Year-to-date international sales represented $23.1 \%$ and $23.9 \%$ of total sales for 2000 and 1999, respectively.

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
Culp is one of the largest manufacturers and marketers in the world for upholstery fabrics for furniture and is one of the leading global producers of mattress fabrics (or ticking). The company's fabrics are used primarily in the production of residential and commercial upholstered furniture and bedding products, including sofas, recliners, chairs, love seats, sectionals, sofa-beds, office seating and mattress sets. Although Culp markets fabrics at most price levels, the company emphasizes fabrics that have broad appeal in the promotional and popular-priced categories of furniture and bedding.

Culp's worldwide leadership as a manufacturer and marketer of upholstery fabrics and mattress ticking has been achieved through internal expansion and the integration of strategic acquisitions.

The company's operating segments are upholstery fabrics and mattress ticking, with related divisions organized within those segments. In upholstery fabrics, Culp Decorative Fabrics manufactures jacquard and dobby woven fabrics for residential and commercial furniture. Culp Velvets/Prints manufactures a broad range of printed and velvet fabrics used primarily for residential and juvenile furniture. Culp Yarn manufactures specialty filling yarn that is used by Culp and also marketed to outside customers. In mattress ticking, Culp Home Fashions manufactures and markets a broad array of fabrics used primarily by bedding manufacturers.

Three and Nine Months ended January 30, 2000 compared with Three and Nine Months ended January 31, 1999

Net Sales. Net sales for the third quarter of fiscal 2000 increased by \$1.1 million, or 1.0\%, compared with the same quarter of fiscal 1999. The company's sales of upholstery fabrics decreased $\$ 1.6$ million, or $1.8 \%$, for the quarter compared with the prior year. Alternatively, the company's sales of mattress ticking increased $\$ 2.7$ million, or $11.8 \%$, for the quarter compared with the prior year. Net sales for the first nine months of fiscal 2000 increased by $\$ 7.7$ million, or $2.2 \%$, compared with the year-earlier period. The company's sales of upholstery fabrics and mattress ticking decreased $\$ 0.4$ million and increased \$8.1 million, respectively, or (0.1)\% and 11.8\%, respectively, for the first nine months compared with the same period in the prior year. During the first quarter of fiscal 1999, the company implemented a major reorganization from six business units to four divisions. This new corporate alignment grouped related operations together and was accompanied by several changes in managerial positions. The company believes that benefits of this move have included improved customer service, more effective use of design resources and increased manufacturing efficiency.

The $0.1 \%$ decrease in sales of upholstery fabrics in the first nine months of fiscal 2000 reflects higher sales of upholstery fabrics to U.S.-based customers that offset a 25.2\% decrease in external Culp Yarn sales and a $1.2 \%$ decrease in international sales. The decrease in external Culp Yarn sales is due primarily to an increasing percentage of sales to divisions within the company. As a result, external Culp Yarn sales for the first nine months of fiscal 2000 represent $31.4 \%$ of total sales for the division compared with $43.1 \%$ in the prior year. Weakness in international sales affected results in the first two quarters of fiscal 2000, but sales to customers outside the United States were up $12.0 \%$ for the third quarter. The company believes that this increase indicates that it has established a base of international sales from which to build. This follows an industry-wide trend of declining international sales of upholstery fabrics that began in fiscal 1999 after several years of strong growth. During fiscal 1999, the company took steps to mitigate the impact of this industry-wide trend by significantly curtailing production schedules for certain international-targeted fabrics, introducing a new line of printed cotton upholstery fabrics and shifting its marketing focus to geographic areas where demand appeared more favorable. The company has a diversified global base of customers and is seeking to broaden that further to minimize exposure to economic uncertainties in any geographic area.

The increased sales by Culp Home Fashions (primarily mattress ticking) during the third quarter and first nine months of fiscal 2000 marked a continuation of the longer-term expansion that this division has experienced. The introduction of new designs and fabric constructions as well as the advantages of the company's vertical integration are driving Culp's growth in mattress ticking. In particular, the ability to manufacture the jacquard greige (or unfinished) goods that are then printed to produce mattress ticking has aided Culp in meeting faster delivery schedules and providing improved overall customer service.

Gross Profit and Cost of Sales. Gross profit for the third quarter declined $3.7 \%$ to $\$ 18.5$ million when compared to the year-earlier period, and decreased as a percentage of net sales from $17.1 \%$ (14.1\% for upholstery fabrics and $29.0 \%$ for mattress ticking) to 16.3\% (13.6\% for upholstery fabrics and 25.9\% for mattress ticking). The decrease in gross profit \% for upholstery fabrics and mattress ticking is primarily due to the decrease in upholstery fabric sales of $1.8 \%$ and a product mix change for mattress ticking. For the first nine months, gross profit increased $17.5 \%$ to $\$ 62.6$ million and increased as a percentage of net sales from $15.2 \%$ (12.7\% for upholstery fabrics and $25.3 \%$ for mattress ticking) to $17.5 \%$ (15.5\% for upholstery fabrics and $24.8 \%$ for mattress ticking). The company has taken a number of actions to increase gross profit, including a significant reduction in the capacity for manufacturing printed flock fabrics and an intense effort to reduce operating expenses and raise productivity. The cost of raw materials has remained relatively stable during the first nine
months of fiscal 2000.
Selling, General and Administrative Expenses. Selling, general and administrative expenses as a percentage of sales for the third quarter of fiscal 2000 were $12.3 \%$, down slightly from $12.6 \%$ for the year-earlier period. For the first nine months, these expenses were unchanged as a percentage of sales at $12.6 \%$. The increase in absolute dollars for the nine months principally reflects higher costs related to resources for the design of new fabrics and information systems, as well as other increased operating expenses intended to support a higher level of sales.

Interest Expense. Interest expense of $\$ 2.4$ million and $\$ 7.3$ million for the third quarter and first nine months, respectively, increased $\$ 58,000$ and $\$ 133,000$, respectively, from a year ago. A lower average amount of borrowings outstanding was offset by lower capitalized interest related to capital expenditures and higher average interest rates.

Other Expense. Other expense decreased to $\$ 229,000$ and $\$ 1.2$ million for the third quarter and first nine months of fiscal 2000, respectively, versus $\$ 492,000$ and $\$ 1.9$ million, respectively, for the year-earlier periods. These decreases were due principally to the incidence of a non-recurring charge in the first quarter of fiscal 1999 to write-off certain fixed assets and to higher investment income on the assets related to the nonqualified deferred compensation plan in the first nine months of fiscal 2000.

Income Taxes. The effective tax rate for the first nine months of fiscal 2000 was $32.3 \%$, up slightly from $32.0 \%$ for the year-earlier period.

Net Income Per Share. Net income per share for the third quarter of fiscal 2000 totaled $\$ 0.13$ per share diluted (based on 11,389,000 average shares outstanding during the period) compared with $\$ 0.12$ per share diluted (based on 13,124,000 average shares outstanding during the period) a year ago. For the first nine months, the company reported net income of $\$ 0.52$ per share diluted (based on $11,816,000$ average shares outstanding during the period) versus net income of $\$ 0.02$ per share diluted (based on 13,171,000 average shares outstanding during the period) in the prior year.

## Liquidity and Capital Resources

Liquidity. Cash and cash investments were $\$ 0.6$ million as of January 30, 2000, compared with $\$ 0.7$ million at January 31,1999 , and $\$ 0.5$ million at the end of fiscal 1999. Funded debt (long-term debt, including current maturities, less restricted investments) was $\$ 137.7$ million at January 30, 2000, down from $\$ 138.5$ million at January 31, 1999 and $\$ 138.7$ million at May 2, 1999. As a percentage of total capital (funded debt plus total stockholders' equity), the company's borrowings amounted to $52.3 \%$ at January 30, 2000, compared with $51.5 \%$ at January 31, 1999, and $52.1 \%$ at May 2, 1999. The company's working capital as of January 30, 2000 was $\$ 97.4$ million, compared with $\$ 95.7$ million as of January 31, 1999, and $\$ 99.3$ million at the close of fiscal 1999.

The company's cash flow from operations was $\$ 18.2$ million for the first nine months of fiscal 2000, consisting of $\$ 21.9$ million from earnings (net income plus depreciation and amortization) offset by a $\$ 3.7$ million increase in working capital. The increase in working capital was primarily due to a $\$ 13.8$ million increase in inventories offset by a $\$ 4.7$ million decrease in accounts receivable, a $\$ 4.6$ million increase in accounts payable and a $\$ 0.9$ million increase in income taxes payable.

In separate authorizations in June 1998, March 1999, September 1999 and December 1999, the board of directors of the company authorized the use of a total of $\$ 20.0$ million to repurchase the company's common stock. During fiscal 1999, the company repurchased 938,600 shares at an average price of $\$ 5.90$ per share under these authorizations. During the first nine months of fiscal 2000, the company repurchased 870,539 shares at an average price of $\$ 7.53$ per share.

Financing Arrangements. In April 1998, Culp completed the sale of $\$ 75$ million of senior unsecured notes ("Notes") in a private placement to institutional investors. The Notes have a fixed coupon rate of $6.76 \%$ and an average remaining term of nine years.

Culp has an $\$ 88$ million syndicated, unsecured, multi-currency revolving credit facility. The facility, which expires in April 2002, requires quarterly payments of interest on all outstanding borrowings and a quarterly facility fee paid in advance. As of January 30, 2000, the company had outstanding borrowings of $\$ 24$ million under the credit facility.

The company also has a total of $\$ 33.5$ million in currently outstanding industrial revenue bonds ("IRBs") which have been used to finance capital expenditures. The IRBs are collateralized by restricted investments of $\$ 1.0$ million as of January 30, 2000 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 certain financial ratios. As of January 30,2000 , the company was in compliance with these financial covenants.

As of January 30, 2000, 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 variable rate 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 and raw materials. The company had approximately $\$ 4.8$ million of outstanding foreign exchange forward contracts as of January 30, 2000

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. Capital expenditures for the first nine months of fiscal 2000 totaled $\$ 14.5$ million compared with $\$ 8.5$ million in the year-earlier period. The company currently projects capital spending of approximately $\$ 23$ million in fiscal 2000.

The company believes that cash flows from operations and funds available under existing credit facilities and committed IRB financings will be sufficient to fund capital expenditures and working capital requirements for the foreseeable future.

## Inflation

The cost of the company's raw materials has been generally stable during the past four quarters. Factors that reasonably can be expected to influence margins in the future include changes in raw material prices, trends in other operating costs and overall competitive conditions.

Seasonality
The company's business is slightly seasonal, with increased sales during the 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 4 th and Christmas.

Year 2000 Considerations Update
The company did not experience any significant malfunctions or errors in its operating or business systems when the date changed from 1999 to 2000. Based on operations since January 1, 2000, the company does not expect any significant impact on its ongoing business as a result of the "Year 2000 issue." However, it is possible that the full impact of the date change, which was of concern due to computer programs that use two digits instead of four digits to define years, has not been fully recognized. The company believes that any unforeseen problems are likely to be minor and correctable. In addition, the company could still be negatively affected if its customers or suppliers are adversely affected by the Year 2000 or similar issues. The company currently is not aware of any significant Year 2000 or similar problems that have arisen for its customers and suppliers.

## Forward-Looking Information

The company's quarterly report on Form $10-\mathrm{Q}$ contains statements that could be deemed "forward-looking statements," within the meaning of the federal securities laws, including the Private Securities Litigation Reform Act of 1995. 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 significant percentage of the company's sales derived from 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.

## New Accounting Pronouncements

In June 1998, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards (SFAS) No. 133, "Accounting for Derivative Instruments and Hedging Activities," effective for periods beginning after June 15, 2000, although early adoption is allowed. This statement establishes accounting and reporting standards for derivative instruments, including certain derivative instruments embedded in other contracts, and for hedging activities. 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.

## Item 3. Quantitative and Qualitative Disclosures About Market Risk

The company is exposed to market risk from changes in interest rates on debt and foreign currency exchange rates. The company's market risk sensitive instruments are not entered into for trading purposes. The company has not experienced any significant changes in market risk since January 30, 2000.

The company's exposure to interest rate risk consists of floating rate debt based on the London Interbank Offered Rate plus an adjustable margin under the company's revolving credit agreement and variable rate debt in connection with the industrial revenue bonds. To lower or limit overall borrowing costs, the company enters into interest rate swap agreements to modify the interest characteristics of portions of its outstanding debt. The agreements entitle the company to receive or pay to the counterparty (a major bank), on a quarterly basis, the amounts, if any, by which the company's interest payments covered by swap agreements differ from those of the counterparty. These amounts are recorded as adjustments to interest expense. The fair value of the swap agreements and changes in fair value resulting from changes in market interest rates are not recognized in the consolidated financial statements. The annual impact on the company's results of operations of a 100 basis point interest rate change on the January 30,2000 outstanding balance of the variable rate debt would be approximately $\$ 569,000$ irrespective of any swaps associated with this debt.

The company's exposure to fluctuations in foreign currency exchange rates is due primarily to a foreign subsidiary domiciled in Canada and purchases of certain machinery, equipment and raw materials in foreign currencies. The company's Canadian subsidiary uses the United States dollar as its functional currency. The company generally does not use financial derivative instruments to hedge foreign currency exchange rate risks associated with the Canadian subsidiary. However, 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, equipment and raw materials. The Canadian subsidiary is not material to the company's consolidated results of operations; therefore, the impact of a $10 \%$ change in the exchange rate at January 30, 2000 would not have a significant impact on the company's results of operations or financial position. In addition, the company had approximately $\$ 4.8$ million of outstanding foreign exchange forward contracts as of January 30, 2000. As a result, any change in exchange rates would not have a significant impact on the company's results of operations or financial position as the foreign exchange forward contracts have "fixed" the exchange rate.

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 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.

3(iii) Articles of Amendment of Culp, Inc. dated October 5, 1999 for the purpose of amending its Restated Charter to fix the designation, preferences, limitations and relative rights of a series of its Preferred Stock. The Articles of Amendment of Culp, Inc. were filed as Exhibit 3(iii) to the Company's Form 10-Q for the quarter ended October 31, 1999, filed December 15, 1999, 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 $10(0)$ to the Company's Form $10-\mathrm{K}$ 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 $10(\mathrm{~d})$ 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 $10(\mathrm{~g})$ 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. (*)

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.
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(l) 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(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-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. (*)

Interest Rate Swap Agreement between Company and First Union National Bank of North Carolina, dated May 31, 1995 was filed as exhibit 10(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.

10(v) Second Amendment of Lease Agreement dated June 15, 1994 with Partnership 74 Associates was filed as Exhibit $10(\mathrm{v})$ 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 $10(\mathrm{w})$ 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.

|  | 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 |
|  | 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-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(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 |
|  | 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-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. |


| 10(gg) | Revolving Line of Credit for \$4,000,000 dated April 23, 1997 by and between the Company and Wachovia Bank of North Carolina, N.A. was filed as Exhibit $10(\mathrm{gg})$ to the Company's Form $10-\mathrm{K}$ 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.``` |
|  | \$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 $10(\mathrm{ii})$ 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 |
|  | Frankie S. Bradley and Mickey R. Bradley was filed as Exhibit $10(\mathrm{kk})$ to the Company's Form 10-Q for the quarter ended November 2, 1997, and is incorporated herein by reference. |
| 10(11) | 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 $10(11)$ 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, as lenders. This amendment was filed as Exhibit $10(\mathrm{~mm})$ to the Company's Form 10-Q for the quarter ended August 2, 1998, and is incorporated herein by reference.

10(nn) Second Amendment to Credit Agreement dated October 26, 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, and SunTrust Bank, Atlanta, as lenders. This amendment was filed as Exhibit $10(n n)$ to the Company's Form 10-Q for the quarter ended November 1, 1998, and is incorporated herein by reference.

10(00) Rights Agreement, dated as of October 8, 1999, between Culp, Inc. and EquiServe Trust Company, N.A., as Rights Agent, including the form of Articles of Amendment with respect to the Series A Participating Preferred Stock included as Exhibit A to the Rights Agreement, the forms of Rights Certificate included as Exhibit B to the Rights Agreement, and the form of Summary of Rights included as Exhibit $C$ to the Rights Agreement. The Rights Agreement was filed as Exhibit 99.1 to the Company's Form 8-K dated October 12, 1999, and is incorporated herein by reference.

The following reports on Form 8-K were filed during the period covered by this report:
(1)Form 8-K dated November 18, 1999, included under Item 5, Other Events, included the Company's press release for quarterly earnings and the Financial Information Release relating to certain financial information for the quarter ended October 31, 1999.

## 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)

Date: March 15, 2000
By: s/s Phillip W. Wilson
Phillip W. Wilson Vice President and Chief Financial and Accounting Officer
(Authorized to sign on behalf of the registrant and also signing as principal financial officer)
APR-30-2000
MAY-03-1999
JAN-30-2000
568
68, 082
$(2,294)$
80, 874
156, 246
$(120,347)^{243,650}$
$(120,347)$
58, 806
336,206
0
0

336,206

$$
\begin{array}{r}
561 \\
125,204 \\
358,660
\end{array}
$$

358,660
296, 072

296,072
45, 022
7,266
9,141 2,952
6,189
$0^{0}$
6,189
0.53
0.52


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

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

