Form 8-K
CURRENT REPORT
Pursuant to Section 13 or $15(\mathrm{~d})$ of the Securities
Exchange Act of 1934

Date of Report (Date of earliest event reported) May 22, 1997
CULP, INC.
(Exact name of registrant as specified in its charter)

| North Carolina | $0-12781$ | $56-1001967$ |
| :---: | :---: | :---: |
| (State or other jurisdiction | (Commission File No.) | (IRS Employer |
| of incorporation) |  | Identification No.) |

101 South Main Street
High Point, North Carolina 27260
(Address of principal executive offices)
(910) 889-5161
(Registrant's telephone number, including area code)
(Former name or former address, if changed since last report)

FOR IMMEDIATE RELEASE

CULP REPORTS RECORD SALES AND EARNINGS FOR FISCAL 1997
EARNINGS INCREASE FOR EIGHTH CONSECUTIVE YEAR

HIGH POINT, North Carolina (May 22, 1997) Culp, Inc. (NYSE:CFI) today reported higher sales and earnings for the fourth quarter and fiscal year ended April 27, 1997.

Net sales for the quarter increased $3 \%$ to $\$ 105.7$ million compared with $\$ 102.2$ million a year ago. Net income for the quarter rose $20 \%$ to $\$ 4.8$ million, or $\$ 0.39$ per share, compared with $\$ 4.1$ million, or $\$ 0.36$ per share, in the fourth quarter of fiscal 1996.

For the 1997 fiscal year, net sales totaled $\$ 398.9$ million, up $13 \%$ from $\$ 351.7$ million in fiscal 1996. Net income for the year rose $25 \%$ to $\$ 13.8$ million, or \$1.18 per share, up from \$11.0 million, or \$0.98 per share, in fiscal 1996.
"Fiscal 1997 marked the eighth consecutive year in which Culp has attained higher net income," said Robert G. Culp, III, chief executive officer. "Each quarter during the year included record sales and earnings compared with the respective year-earlier periods. The fourth quarter by itself represented the 18th consecutive quarter of record earnings. We are particularly pleased that the gains in both net sales and net income for the year reflect internal growth in our existing business units."

Culp continued, "Business within the United States did slow during our second half, but we still achieved an $8 \%$ gain in sales to U.S.-based accounts for the year. International shipments provided a major impetus to our growth by increasing $31 \%$ to $\$ 101.6$ million and accounting for $25 \%$ of net sales, up from $22 \%$ in fiscal 1996. The pattern of increased sales to customers outside the United States has markedly accelerated our progress and enabled us to achieve a stronger competitive position on a worldwide basis. Only a few years ago, our shipments outside the United States were largely confined to the nearby North American markets of Canada and Mexico. Customers there now represent less than one-third of Culp's shipments outside the United States. Europe has become our largest international market for
fabrics, and we now ship considerable volume to distributors in the Middle East, Asia and the Far East.
"As our worldwide stature has risen in recent years, we have increasingly identified the importance of the design of new patterns and textures. To deliver value, our fabrics must enhance the retail appeal of customers' products. We have responded to this need with the addition of experienced personnel and the investment in new computer-aided design systems. We have also emphasized the importance of cooperating at all corporate levels to ensure that design is not just expressed but delivered. A tangible expression of this commitment is the new Howard L. Dunn Design Center which is planned for completion later this fiscal year. The center will consolidate most of our design resources, thereby providing an exceptional environment for creativity and imagination."

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

CULP, INC. Condensed Financial Highlights

|  | Three |  |  |
| :---: | :---: | :---: | :---: |
|  | April 27, |  | April 28, |
|  | 1997 |  | 1996 |
| \$ | 105,678,000 | \$ | 102,162,000 |
|  | 4,840,000 |  | 4,050,000 |
| \$ | 0.39 | \$ | 0.36 |

Fiscal Year Ended
 1997 1996
---
----

| \$ | 398,879, 000 | \$ | 351, 667, 000 |
| :---: | :---: | :---: | :---: |
|  | 13,770,000 |  | 10, 980, 000 |
| \$ | 1.18 | \$ | 0.98 | -END-

Item 5. Other Events
See Press Release (attached) dated May 22, 1997 related to fourth quarter and year-end earnings for the period ended April 27, 1997.

See Financial Information Release (attached).
Forward Looking Information. The discussion in this Form 8-K may contain statements that could be deemed forward-looking statements, which are inherently subject to risks and uncertainties. Factors that could influence the matters discussed 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 adversely affect the company.

## SIGNATURES

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

CULP, INC.
(Registrant)

By: Franklin N. Saxon Senior Vice President and Chief Financial Officer

CULP, INC. FINANCIAL INFORMATION RELEASE
CONSOLIDATED INCOME STATEMENTS
FOR THE THREE MONTHS AND TWELVE MONTHS ENDED APRIL 27, 1997 AND APRIL 28, 1996


TWELVE MONTHS ENDED


[^0]** Measurement is not meaningful.

## CULP, INC. FINANCIAL INFORMATION RELEASE CONSOLIDATED BALANCE SHEETS

 APRIL 27, 1997 AND APRIL 28, 1996(Amounts in Thousands)

|  | Amounts April 27, 1997 |  | $\begin{gathered} \text { April 28, } \\ 1996 \end{gathered}$ | Increase (Decrease) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Dollars | Percent |
| Current assets |  |  |  |  |  |
| Cash and cash investments | \$ | \$ 830 |  | 498 | 332 | 66.7 \% |
| Accounts receivable |  | 56,691 | 52,038 | 4,653 | 8.9 \% |
| Inventories |  | 53,463 | 47,395 | 6,068 | 12.8 \% |
| Other current assets |  | 5,450 | 4,191 | 1,259 | 30.0 \% |
| Total current assets |  | 116,434 | 104,122 | 12,312 | 11.8 \% |
| Restricted investments |  | 11,018 | 5,250 | 5,768 | 109.9 \% |
| Property, plant \& equipment, net |  | 91,231 | 76,961 | 14,270 | 18.5 \% |
| Goodwill |  | 22,262 | 22,871 | (609) | (2.7)\% |
| Other assets |  | 3,007 | 2,440 | 567 | 23.2 \% |
| Total assets |  | \$ 243,952 | 211,644 | 32,308 | 15.3 \% |
| Current Liabilities |  |  |  |  |  |
| Current maturities of long-term debt | \$ | \$ 100 | 7,100 | (7,000) | (98.6)\% |
| Accounts payable |  | 29,903 | 27,308 | 2,595 | 9.5 \% |
| Accrued expenses |  | 15, 074 | 12,564 | 2,510 | 20.0 \% |
| Income taxes payable |  | 1,580 | 197 | 1,383 | 702.0 \% |
| Total current liabilities |  | 46,657 | 47,169 | (512) | (1.1)\% |
| Long-term debt |  | 76,541 | 74,941 | 1,600 | 2.1 \% |
| Deferred income taxes |  | 9,965 | 8,088 | 1,877 | 23.2 \% |
| Total liabilities |  | 133,163 | 130,198 | 2,965 | 2.3 \% |
| Shareholders' equity |  | 110,789 | 81,446 | 29,343 | 36.0 \% |
| Total liabilities and shareholders' equity |  | \$ 243,952 | 211,644 | 32,308 | 15.3 \% |
| Shares outstanding |  | 12,609 | 11,290 | 1,319 | 11.7 \% |

```
            CULP, INC. FINANCIAL INFORMATION RELEASE
            CONSOLIDATED STATEMENTS OF CASH FLOWS
FOR
    THE YEARS ENDED APRIL 27, 1997 AND APRIL 28, 1996
    (Amounts in Thousands)
```



# CULP, INC. FINANCIAL INFORMATION RELEASE <br> FINANCIAL ANALYSIS <br> APRIL 27, 1997 

|  | FISCAL 96 |  | FISCAL 97 |  |  | LTM |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q4 | Q1 | Q2 | Q3 | Q4 |  |
|  |  |  |  |  |  |  |
| INVENTORIES |  |  |  |  |  |  |
| Inventory turns | 6.8 | 6.0 | 6.6 | 6.2 | 6.6 |  |
| RECEIVABLES |  |  |  |  |  |  |
| Days sales in receivables | 46 | 43 | 45 | 47 | 49 |  |
| Percent current \& less than 30 days past due | 99.0\% | 99.3\% | 99.9\% | 99.8\% | 99.1\% |  |
| WORKING CAPITAL |  |  |  |  |  |  |
| Current ratio | 2.2 | 2.2 | 2.1 | 2.4 | 2.5 |  |
| Working capital turnover | 5.3 | 5.4 | 5.4 | 5.3 | 5.3 |  |
| Working capital | \$56,953 | \$53,635 | \$57,230 | \$60,689 | \$69,777 |  |
| Working capital as a \% of sales (4) | 13.9\% | 14.8\% | 13.6\% | 15.6\% | 16.5\% |  |
| PROPERTY, PLANT \& EQUIPMENT |  |  |  |  |  |  |
| Depreciation rate | 8.3\% | 8.3\% | 8.1\% | 7.5\% | 7.5\% |  |
| Percent property, plant \& equipment are depreciated | 47.7\% | 48.2\% | 48.6\% | 47.9\% | 47.4\% |  |
| Capital expenditures | \$14,385 (1 | \$4,475 | \$5,201 | \$8,949 | \$8,333 |  |
| PROFITABILITY |  |  |  |  |  |  |
| Net profit margin | 4.0\% | 2.4\% | 3.5\% | 3.1\% | 4.6\% | 3.5\% |
| Gross profit margin | 18.8\% | 17.6\% | 18.2\% | 17.6\% | 19.2\% | 18.2\% |
| Operating income margin | 7.7\% | 5.6\% | 7.1\% | 6.6\% | 8.1\% | 6.9\% |
| SG \& A expenses/net sales | 11.1\% | 12.0\% | 11.1\% | 11.0\% | 11.1\% | 11.3\% |
| Return on average total capital | 11.2\% | 5.7\% | 9.3\% | 7.5\% | 11.7\% | 8.4\% |
| Return on average equity | 22.7\% | 10.7\% | 17.4\% | 14.1\% | 20.9\% | 15.2\% |
| Earnings per share | \$0.36 | \$0.20 | \$0.33 | \$0.27 | \$0. 39 | \$1.18 |
| LEVERAGE (3) |  |  |  |  |  |  |
| Total liabilities/equity | 153.4\% | 149.9\% | 152.8\% | 154.8\% | 120.2\% |  |
| Funded debt/equity | 94.3\% | 87.3\% | 85.9\% | 90.0\% | 59.2\% |  |
| Funded debt/capital employed | 48.5\% | 46.6\% | 46. $2 \%$ | 47.4\% | 37. $2 \%$ |  |
| Funded debt | \$76,791 | \$72,772 | \$74,612 | \$80,588 | \$65,623 |  |
| Funded debt/EBITDA (LTM) | 2.16 | 1.98 | 1.97 | 2.09 | 1.67 |  |
| EBITDA/Interest expense, net (LTM) |  |  |  |  |  | 9.0 |
| OTHER |  |  |  |  |  |  |
| Book value per share | \$7.21 | \$7.37 | \$7.66 | \$7.89 | \$8.79 |  |
| Employees at quarter end | 2,966 | 3,020 | 3,098 | 3,143 | 3,146 |  |
| Sales per employee (annualized) | \$140, 000 | \$120, 000 | \$138, 000 | \$125, 000 | \$134, 000 |  |
| Capital employed (3) | \$158, 237 | \$156, 128 | \$161,447 | \$170,166 | \$176, 412 |  |
| Effective income tax rate | 35.5\% | 37.5\% | 37.5\% | 37.5\% | 33. $0 \%$ |  |
| EBITDA (2) | \$10,814 | \$8,003 | \$10,540 | \$9,279 | \$11,582 | \$39,404 |
| EBITDA/net sales | 10.6\% | 8.8\% | 10.0\% | 9.5\% | 11.0\% | 9.9\% |

(1) Expenditures for entire year
(2) Earnings before interest, income taxes, and depreciation \& amortization.
(3) Total liabilities, long-term debt, funded debt and capital employed are all net of restricted investments. (4) Working capital for this calculation is accounts receivable, inventories and accounts payable.
(5) LTM represents "Latest Twelve Months"

CULP, INC. FINANCIAL INFORMATION RELEASE
SALES BY PRODUCT CATEGORY/BUSINESS UNIT FOR THREE MONTHS AND TWELVE MONTHS ENDED APRIL 27, 1997 AND APRIL 28, 1996
(Amounts in thousands)
THREE MONTHS ENDED (UNAUDIITED)


TWELVE MONTHS ENDED

| Product Category/Business | Amounts |  | Percent of Total Sales |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { April } 27 \\ & 1997 \end{aligned}$ | $\begin{aligned} & \text { April } 28 . \\ & 1996 \end{aligned}$ | \%Over <br> (Under) | 1997 | 1996 |  |
| Upholstery Fabrics |  |  |  |  |  |  |
| Culp Textures | \$ 88,218 | 84,384 | 4.5 \% | 22.1 \% | 24.0 \% | \% |
| Rossville/Chromatex | 79,512 | 74,203 | 7.2 \% | 19.9 \% | 21.1 \% |  |
|  | 167,730 | 158,587 | 5.8 \% | 42.1 \% | 45.1 \% |  |
| Velvets/Prints | 156,467 | 125,701 | 24.5 \% | 39.2 \% | 35.7 \% |  |
|  | 324,197 | 284,288 | 14.0 \% | 81.3 \% | 80.8 \% | \% |
| Culp Home Fashions | 74,682 | 67,379 | 10.8 \% | 18.7 \% | 19.2 \% |  |
|  | \$398, 879 | 351,667 | 13.4 \% | 100.0\% | 100.0 \% | \% |

*U.S. sales were $\$ 76,517$ and $\$ 78,137$ for the three months of fiscal 1997 and fiscal 1996, respectively; and $\$ 297,308$ and $\$ 274,270$ for the twelve months of fiscal 1997 and fiscal 1996, respectively. The percentage decrease in U.S. sales was $2.0 \%$ for the three months and an increase of $8.4 \%$ for the twelve months.

CULP, INC. FINANCIAL INFORMATION RELEASE
INTERNATIONAL SALES BY GEOGRAPHIC AREA
FOR THREE MONTHS AND TWELVE MONTHS ENDED APRIL 27, 1997 AND APRIL 28, 1996

| Geographic Area | THREE MONTHS ENDED (UNAUDITED) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amounts |  | Percent of Total Sales |  |  |
|  | $\begin{gathered} \text { April } 27 \\ 1997 \end{gathered}$ | $\begin{gathered} \text { April } 28 \text {, } \\ 1996 \end{gathered}$ | \%Over <br> (Under) | 1997 | 1996 |
| North America (Excluding USA)\$ | \$ 6,924 | 6,421 | 7.8 \% | 23.7 \% | 26.7 \% |
| Europe | 7,672 | 5,774 | 32.9 \% | 26.3 \% | 24.0 \% |
| Middle East | 9,769 | 5,997 | 62.9 \% | 33.5 \% | 25.0 \% |
| Far East \& Asia | 3,753 | 4,114 | (8.8)\% | 12.9 \% | 17.1 \% |
| South America | 140 | 621 | (77.4\% | 0.5 \% | 2.6 \% |
| All other areas | 903 | 1,098 | (17.7\% | 3.1 \% | 4.6 \% |
|  | \$ 29,161 | 24,025 | 21.4 \% | 100.0 \% | 100.0\% |
|  | TWELVE MONTHS ENDED (UNAUDITED) |  |  |  |  |
|  | Amounts |  | Percent of Total Sales |  |  |
| Geographic Area | $\begin{array}{cc} \text { April 27, April 28, } \\ 1997 & 1996 \end{array}$ |  | \%Over <br> (Under) | 1997 | 1996 |
| North America (Excluding USA)\$ | \$ 27,479 | 23,528 | 16.8 \% | 27.1 \% | 30.4 \% |
| Europe | 25,245 | 18,927 | 33.4 \% | 24.9 \% | 24.5 \% |
| Middle East | 23,505 | 15,609 | 50.6 \% | 23.1 \% | 20.2 \% |
| Far East \& Asia | 19,646 | 12,124 | 62.0 \% | 19.3 \% | 15.7 \% |
| South America | 2,604 | 2,753 | (5.4)\% | 2.6 \% | 3.6 \% |
| All other areas | 3,092 | 4,456 | (30.6\% | 3.0 \% | 5.8 \% |
|  | \$ 101, 571 | 77,397 | 31.2 \% | 100.0 \% | 100.0\% |

International sales, and the percentage of total sales, for each of the last seven fiscal years follows: fiscal 1991-\$ 20,295 (12\%); fiscal 1992-\$ 34,094 (18\%); fiscal 1993-\$ 40,729 (20\%); fiscal 1994-\$ 44,038 (18\%); fiscal 1995\$57,971 (19\%); fiscal 1996-\$ 77,397 (22\%); and fiscal 1997-\$ 101,571 (25\%).

Certain amounts for fiscal year 1996 have been reclassified to conform with the fiscal year 1997 presentation.

Culp, Inc.
SALES BY BUSINESS UNIT - TREND ANALYSIS 1995 vs 1996 vs 1997
(Amounts in thousands)

|  | Fiscal 1995 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Q1 | Q2 | Q3 | Q4 | TOTAL |



Product Category/Business Unit

| Upholstery Fabrics |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Culp Textures | 19,613 | 22,834 | 20,940 | 21,738 | 85,125 | 17,584 | 22,715 | 20,685 | 23,400 | 84,384 |
| Rossville/Chromatex | 15,140 | 15,758 | 16,397 | 16,476 | 63,765 | 15,358 | 17,960 | 18,567 | 22,318 | 74,203 |
|  | 34,753 | 38,592 | 37,337 | 38,208 | 148,890 | 32,942 | 40,675 | 39,252 | 45,718 | 158,587 |
| Velvets/Prints | 20,644 | 26,439 | 28,307 | 31,413 | 106,803 | 23,523 | 32,081 | 31,836 | 38,261 | 125,701 |
|  | 55,397 | 65,031 | 65,644 | 69,621 | 255,693 | 56,465 | 72,756 | 71,088 | 83,979 | 284,288 |
| Mattress Ticking |  |  |  |  |  |  |  |  |  |  |
| Culp Home Fashions | 10,952 | 13,414 | 12,147 | 15,820 | 52,333 | 15,892 | 17,916 | 15,388 | 18,183 | 67,379 |
|  | 66,349 | 78,445 | 77,791 | 85,441 | 308,026 | 72,357 | 90,672 | 86,476 | 102,162 | 351, 667 |
|  | ===== | ====== | ===== | ===== | ====== | ===== | ===== | ===== | ====== | ====== |

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

| Upholstery Fabrics |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Culp Textures | 12.4 | 13.8 | 6.4 | 2.9 | 8.7 | (10.3) | (0.5) | (1.2) | 7.6 | (0.9) |
| Rossville/Chromatex | 100.0 | 100.0 | 14.4 | (1.5) | 105.4 | 1.4 | 14.0 | 13.2 | 35.5 | 16.4 |
|  | 99.2 | 92.3 | 9.8 | 1.0 | 36.1 | (5.2) | 5.4 | 5.1 | 19.7 | 6.5 |
| Velvets/Prints | (1.2) | 7.8 | 19.4 | 12.5 | 10.1 | 13.9 | 21.3 | 12.5 | 21.8 | 17.7 |
|  | 44.5 | 45.8 | 13.7 | 5.9 | 23.9 | 1.9 | 11.9 | 8.3 | 20.6 | 11.2 |
| Mattress Ticking |  |  |  |  |  |  |  |  |  |  |
| Culp Home Fashions | 32.7 | 42.8 | 27.4 | 37.9 | 35.4 | 45.1 | 33.6 | 26.7 | 14.9 | 28.8 |
|  | 42.4 | 45.3 | 15.7 | 10.6 | 25.7 | 9.1 | 15.6 | 11.2 | 19.6 | 14.2 |
|  | === | ==== | ==== | ==== | === | === | ==== | === | ==== | === |

Overall Growth Rate

| Internal (without acquistions) | 9.9 | 16.1 | 15.7 | 8.8 | 12.5 | 6.4 | 13.0 | 8.7 | 19.6 | 12.3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| External | 32.5 | 29.2 | - | 1.8 | 13.2 | 2.7 | 2.6 | 2.5 |  | 1.9 |
|  | 42.4 | 45.3 | 15.7 | 10.6 | 25.7 | 9.1 | 15.6 | 11.2 | 19.6 | 14.2 |
|  | === | === | === | = | === | == | = | == | == | $=$ |

Culp, Inc.
SALES BY BUSINESS UNIT - TREND ANALYSIS (CONTINUED) 1995 vs 1996 vs 1997
(Amounts in thousands)

|  | Fiscal 1997 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | TOTAL |
| Product Category/Business Unit |  |  |  |  |  |
| Upholstery Fabrics |  |  |  |  |  |
| Culp Textures | 20,801 | 24,001 | 20,389 | 23,027 | 88,218 |
| Rossville/Chromatex | 18,165 | 21,722 | 18,953 | 20,672 | 79,512 |
|  | 38,966 | 45,723 | 39,342 | 43,699 | 167,730 |
| Velvets/Prints | 34,867 | 40,233 | 40,387 | 40,980 | 156,467 |
|  | 73,833 | 85,956 | 79,729 | 84,679 | 324,197 |
| Mattress Ticking |  |  |  |  |  |
| Culp Home Fashions | 16,696 | 19,248 | 17,739 | 20,999 | 74,682 |
|  | 90,529 | 105,204 | 97,468 | 105,678 | 398,879 |

Percent increase(decrease) fro Product Category/Business Unit

Upholstery Fabrics Culp Textures Rossville/Chromatex

| 18.3 | 5.7 |
| ---: | ---: |
| 18.3 | 20.9 |
| 18.3 | 12.4 |
|  |  |
| 48.2 | 25.4 |
| 30.8 | 18.1 |

$(1.4)$
2.1
0.2
26.9
12.2

15.3

12.7

| $(1.6)$ | 4.5 |
| :---: | ---: |
| $(7.4)$ | 7.2 |
| $(4.4)$ | 5.8 |
| 7.1 | 24.5 |
| 0.8 | 14.0 |
|  |  |
| 15.5 | 10.8 |
|  |  |
| 3.4 | 13.4 |

Overall Growth Rate
Internal (without acquistions) External
25.1
25.1
16.0
12.7
12.7
3.4
13.4
3.4
13.4

CULP, INC. FINANCIAL INFORMATION RELEASE
FINANCIAL NARRATIVE
for the three and twelve month periods ended April 27, 1997 and April 28, 1996

## INCOME STATEMENT COMMENTS

GENERAL - Net sales increased $3.4 \%$ to $\$ 105.7$ million and net income increased $19.5 \%$ to $\$ 4.8$ million for the fourth quarter, as compared with the fourth quarter of last year. This performance marks the eighteenth consecutive quarter of record earnings and the sixteenth consecutive quarter of record sales (based on comparable year-earlier periods). The company's net profit margin increased to $4.6 \%$ from $4.0 \%$ for the quarter. For the twelve months, sales increased $13.4 \%$ to $\$ 398.9$ million and net income increased $25.4 \%$ to $\$ 13.8$ million. The company's net profit margin increased to $3.5 \%$ from $3.1 \%$ for the twelve months. Also, the company achieved a return on average shareholder's equity of $15.2 \%$ for the latest twelve months. For the last five years, the company has achieved a compound annual growth rate in net income and net sales of $36 \%$ and $16 \%$ respectively.

The company attributes this consistent record to several key competitive strengths:

Diverse Global Customer Base - penetrating other end-use markets in addition to U. S. residential furniture, such as bedding, international, commercial furniture and juvenile furniture; sales to these other markets accounted for approximately $50 \%$ of net sales during the fourth quarter; additionally, no one customer accounted for more than 7\% of sales during fiscal 1997;

Design Innovation - investing in the creative aspect of our business - the company has significantly increased the resources (both designers and computer-aided design (CAD) systems) dedicated to the design and product development areas in each business unit; the company's in-house design staff now includes over 50 people. Additionally, the company is building a state-of-the-art design center in Burlington, North Carolina that will bring together most of its design resources in one location;

Vertical Integration - realizing additional manufacturing integration by producing internally various raw material components that are used in the manufacture of its products; and

Ability to Integrate Acquisitions - investing in selective, accretive acquisitions in businesses which we know and understand and that strengthen existing marketing positions.

NET SALES - Compared with the fourth quarter of last year, upholstery fabric sales increased $0.8 \%$ to $\$ 84.7$ million and mattress ticking sales increased $15.5 \%$ to $\$ 21.0$ million for the quarter (See Sales by Business Unit schedule on Page 5 and Sales by Business Unit - Trend Analysis on Page 7). The growth in upholstery fabric sales for the fourth quarter reflects the following changes: Velvets/Prints - up 7.1\%; Rossville/Chromatex - down 7.4\%; and Culp Textures down 1.6\%. Within the Velvets/Prints business unit, sales of the company's wet printed flock product line increased $59.8 \%$ versus the fourth quarter of last year. Sales of printed jacquards increased $31.3 \%$ versus the same quarter of last year. The company's sales to U.S. customers declined in the fourth quarter by $2.0 \%$ and increased for the full year by 8.4\%.

International sales were up $21.4 \%$ for the quarter and $31.2 \%$ for the year, with strength in all major regions. (See International Sales by Geographic Area schedule on page 6.) All business units reported gains in international sales for the year and all business units except Rossville/Chromatex reported gains in international sales for the quarter. The company has shipped products to over 50 countries during fiscal 1997. We are encouraged by the geographical balance of our international customer base. The vast majority of international sales are denominated in U.S. dollars.

## CULP, INC. FINANCIAL INFORMATION RELEASE

 FINANCIAL NARRATIVEfor the three and twelve month periods ended April 27, 1997 and April 28, 1996

GROSS PROFIT - Gross profit increased of $5.7 \%$ for the quarter and $15.9 \%$ for the year versus the same periods of last year. The full year gain reflects significant increases for the Velvets/Prints and Culp Home Fashions business units, and slight increases for Rossville/Chromatex and Culp Textures. The fourth quarter results reflect a very strong gain in Culp Home Fashions and moderately lower results in the three upholstery fabric business units The overall gross profit margin increased to 19.2\% for the quarter from 18.8\% in the same quarter of last year.

S,G\&A EXPENSES - S,G\&A expenses were flat as a percentage of sales at 11.1\% for the fourth quarter and increased slightly to $11.3 \%$ for the year from $11.1 \%$ for the prior year. The increase in absolute dollars is principally due to higher sales commissions related to international sales and investments in additional design resources.

INTEREST EXPENSE - The decrease for the quarter of $24.6 \%$ is primarily due to lower average borrowings outstanding, which resulted from the company's secondary stock offering that was completed early in the fourth quarter of this year. . INTEREST INCOME - Interest income is at the same level as last year's fourth quarter.

OTHER EXPENSE (INCOME), NET - In the fourth quarter, other expense (income) increased to $\$ 404,000$ from $\$ 365,000$ in the same quarter of last year.

INCOME TAXES - The effective tax rate for the year was $36.0 \%$ compared with $36.5 \%$ for fiscal 1996, due to the lower tax rate related to Canadian income and tax benefits related to international sales.

EBITDA - EBITDA for the quarter increased $7.1 \%$ from last year's fourth quarter to $\$ 11.6$ million, and represented $11.0 \%$ of net sales compared with $10.6 \%$ of net sales last year. For the year, EBITDA increased $10.7 \%$ from last year to $\$ 39.4$ million, and represented $9.9 \%$ of net sales versus $10.1 \%$ last year.

BALANCE SHEET COMMENTS

WORKING CAPITAL - Accounts receivable increased 8.9\% from April 1996, while sales increased $3.4 \%$ for the fourth quarter. Day's sales outstanding represented 49 days, up from 46 at April 1996. Accounts receivable increased at a faster rate than sales because of the increasing mix of international sales, which carry longer payment terms than U.S. sales. The aging of accounts receivable at April 1997 was $99.1 \%$ current and less than 30 days past due. Inventories increased 12.8\% from April 1996 and inventory turns were 6.6 versus 6.8 for last year's fourth quarter.

CULP, INC. FINANCIAL INFORMATION RELEASE FINANCIAL NARRATIVE
for the three and twelve month periods ended April 27, 1997 and April 28, 1996

PROPERTY, PLANT AND EQUIPMENT - The company has maintained a significant program of capital expenditures designed to expand capacity to support sales growth, increase vertical integration to lower product costs and control more of its supply of raw materials, and enhance manufacturing efficiencies through modernization. For fiscal 1997, the company's capital spending was $\$ 27.0$ million. Major projects include the following:

Expansion Projects - (\$11.0 million or $40 \%$ of the total)
a) printing expansion for the wet printed flock product line in the Velvets/Prints business unit; this project includes the purchase of a facility in Lumberton, North Carolina and the installation of new printing and finishing equipment (\$8.9 million is the total project, of which $\$ 6.0$ was spent in fiscal 1997).
b) Weaving expansions for the dobby and jacquard product
lines in the Rossville/ Chromatex business unit ( $\$ 2.3$ million); and
c) other projects ( $\$ 2.7$ million)

Vertical Integration - (\$ 13.0 million or $48 \%$ of the total)
a) weaving expansion for jacquard greige goods (narrow and wide-width) at the company's Rayonese facility in Canada, which is part of Culp Home Fashions business unit (\$5.1 million);
b) installation of the company's first flock coating line, which will produce the unprinted flocked greige goods for the wet printed flock product line (\$4.0 million);
c) expansion of yarn extrusion capacity; during the third quarter, the company began an $\$ 8.0$ million project to approximately double its polypropylene yarn extrusion capacity over the next two years. About $20 \%$ of the capacity is expected to be operational by June 1997, another $40 \%$ throughout fiscal 1998, and the balance in early fiscal 1999 ( $\$ 1.7$ million in fiscal 1997; $\$ 3.2$ million in fiscal 1998; and \$3.1 million in fiscal 1999);
d) various other projects (\$2.2 million).

Modernization (\$3.0 million or $12 \%$ of the total)
The company is currently planning capital spending of approximately $\$ 30$ million during fiscal 1998, which includes about $\$ 8.7$ million for expansion projects ( $29 \%$ ) ; $\$ 12.7$ million for vertical integration projects ( $42 \%$ ) ; and $\$ 8.6$ million for modernization projects (29\%). The key vertical integration projects include the yarn extrusion expansion, a second flock coating line and additional weaving capacity for jacquard greige goods at Rayonese.

Depreciation expense for fiscal 1998 is estimated at approximately $\$ 15.6$ million.

CULP, INC. FINANCIAL INFORMATION RELEASE
FINANCIAL NARRATIVE
for the three and twelve month periods ended April 27, 1997 and April 28, 1996

LONG-TERM DEBT - The company's funded debt-to-capital ratio was $37.2 \%$ at April 27, 1997, down from 48.5\% at April 1996. Funded debt was $\$ 65.6$ million at April 27, 1997, compared with $\$ 76.8$ million last year end. (Funded debt equals long-term debt, including current maturities, less restricted investments, which represent unspent IRB funds).

During the fourth quarter, the company completed the refinancing of its $\$ 65$ million term loan and revolving line of credit with a syndicated, five-year \$125 million unsecured, multi-currency credit facility. Terms of the new facility include reduced interest costs, less restrictive financial convenants and significant additional borrowing capacity.

SECONDARY STOCK OFFERING - On February 4, 1997, the company completed the sale of $1,200,000$ shares of newly issued common stock, and 640,000 shares of common stock from certain non-management shareholders for $\$ 15.00$ per share. Proceeds from the offering, net of underwriter's commission and company issuance expenses, were approximately $\$ 16.3$ million. The key reasons for the offering were to fund the company's growth initiatives, reduce long term debt, provide the financial basis for possible acquisitions, and to a lesser extent, enhance trading liquidity of its common stock by increasing the "float".

PHILLIPS ACQUISITION -- On May 1, 1997, the company announced that it has signed a Letter of Intent to acquire the business and certain assets relating to the upholstery fabric business operating as Philips Weaving Mills, Phillips Velvets Mills, Phillips Printing and Phillips Mills. Closing of the transaction, which is subject to completion of a definitive asset purchase agreement and certain other conditions , is set forth in the Letter of Intent. The proposed transaction is disclosed in more detail in the company's Form 8-K filing, dated May 1, 1997.


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

