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) August 11, 1995
CULP, INC.
(Exact name of registrant as specified in its charter)

North Carolina
0-12781
(State or other jurisdiction of (Commission File No.) incorporation)

56-1001967
(IRS Employer Identification No.)
(Former name or former address, if changed since last report)

## Item 5. Other Events

See Press Release related to first quarter earnings dated August 11, 1995 (attached).

See Financial Information Release (attached).

## 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. <br> (Registrant) |
| :--- | :--- |
| By: $\quad$Franklin N. Saxon <br>  <br>  <br>  <br>  <br> Vranklin N. Saxon <br> Vice President and <br> Chief Financial Officer |  |
|  | Stephen T. Hancock |
|  | Stephen T. Hancock <br> General Accounting Manager |

## CULP REPORTS HIGHER FIRST QUARTER SALES AND PROFITS REFLECTING BENEFIT FROM RAYONESE ACQUISITION

HIGH POINT, North Carolina (August 11, 1995) - Culp, Inc. today reported higher sales and earnings for the first quarter of its 1996 fiscal year.

For the three months ended July 30, 1995, Culp reported net sales of $\$ 72.4$ million compared with $\$ 66.3$ million a year ago. Net income for the quarter totaled $\$ 1,515,000$, or $\$ 0.14$ per share, compared with $\$ 1,450,000$, or $\$ 0.13$ per share, in the first quarter of fiscal 1995.

Commenting on the results, Robert G. Culp, III, chief executive officer, said, "We are pleased to report sales and profit gains for our first fiscal quarter in spite of the significant sales weakness in the U.S. furniture industry during the quarter and the raw material price increases we have received over the last year.

We were aided in the first quarter by strong growth in mattress ticking and exports and by the inclusion of Rayonese Textile which was acquired during the fourth quarter of last year. As we had anticipated, however, the overall trend in incoming orders for our domestic upholstery fabrics did slow during the period. This pattern, which initially became evident toward the close of our fiscal 1995 year, appeared to reflect caution by furniture manufacturers about the outlook for consumer spending."

Culp commented, "We are encouraged that the pace of demand has accelerated somewhat in recent weeks, perhaps reflecting the easing in interest rates and generally stronger prevailing forecasts for the economy. We would expect to benefit from a continuation of this strengthening, but our primary managerial focus continues to be enhancing Culp's fundamental position as one of the largest suppliers of fabrics for the home furnishings industry. One clear measure of this commitment is the considerable investment Culp has made in recent years in modernizing and expanding manufacturing capacity. Including the record capital spending of $\$ 18$ million in fiscal 1995, we have spent $\$ 70$ million over the past five years principally for production equipment and facility modernization. The
-MORE-

CULP Reports First Quarter Results
Page 2
August 11, 1995
magnitude of the decision to maintain efficient manufacturing facilities is evident by considering that our capital base at the close of fiscal 1995 was $\$ 144$ million. For fiscal 1996, we expect a lower level of spending because of the completion of several modernization programs during the past year."

Culp said, "This investment program is a vital part of our overall objective of delivering superior value and service to customers. Although industry conditions will remain a factor influencing our short-term performance, our emphasis is building a market position which will yield an above-average record of long-term progress."

Culp, Inc. is a leading manufacturer and marketer of fabrics for the furniture, bedding, and institutional furnishings markets. The company's common shares are traded on The Nasdaq Stock Market (National Market) under the symbol CULP.

CULP, INC.
Condensed Financial Highlights (Unaudited)

|  |  | Three Months Ended |
| :--- | ---: | ---: | ---: | ---: |
| July 31, |  |  |

CULP, INC. FINANCIAL INFORMATION RELEASE
CONSOLIDATED INCOME STATEMENTS
FOR THE THREE MONTHS ENDED JULY 30, 1995 AND JULY 31, 1994
(Amounts in Thousands, Except for Per Share Data)

THREE MONTHS ENDED (UNAUDITED)

|  | Amounts |  |  | Percent of Sales |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | July 30, | July 31, | \% Over |  |  |
|  | 1995 | 1994 | (Under) | 1996 | 1995 |
| Net sales | 72,357 | 66,349 | 9.1 \% | 100.0 \% | 100.0 \% |
| Cost of sales | 60,159 | 55,249 | 8.9 \% | 83.1 \% | 83.3 \% |
| Gross profit | 12,198 | 11,100 | 9.9 \% | 16.9 \% | 16.7 \% |
| Selling, general and |  |  |  |  |  |
| administrative expenses | 8,454 | 7,569 | 11.7 \% | 11.7 \% | 11.4 \% |
| Income from operations | 3,744 | 3,531 | 6.0 \% | 5.2 \% | 5.3 \% |
| Interest expense | 1,297 | 1, 077 | 20.4 \% | 1.8 \% | 1.6 \% |
| Interest income | 0 | (23) | (100.0)\% | 0.0 \% | (0.0)\% |
| Other expense (income), net | 107 | 177 | (39.5)\% | 0.1 \% | 0.3 \% |
| Income before income taxes | 2,340 | 2,300 | 1.7 \% | 3.2 \% | 3.5 \% |
| Income taxes * | 825 | 850 | (2.9)\% | 35.3 \% | 37.0 \% |
| Net income | 1,515 | 1,450 | 4.5 \% | 2.1 \% | 2.2 \% |
| Average shares outstanding | 11,207 | 11,198 | 0.1 \% |  |  |
| Net income per share | \$0.14 | \$0.13 | 7.7 \% |  |  |
| Dividends per share | \$0.0275 | \$0.025 | 10.0 \% |  |  |

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

CULP, INC. FINANCIAL INFORMATION RELEASE
CONSOLIDATED BALANCE SHEETS
JULY 30, 1995, JULY 31, 1994 AND APRIL 30, 1995
(Unaudited, Amounts in Thousands)

|  | Amounts |  | Increase |  | April 31995 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | July 30, | July 31, | ( Dec | ase) |  |
|  | 1995 | 1994 | Dollars | Percent |  |
| Current assets |  |  |  |  |  |
| Cash and cash investments | 988 | 380 | 608 | 160.0 \% | 1,393 |
| Accounts receivable | 38,243 | 33,173 | 5,070 | 15.3 \% | 44,252 |
| Inventories | 49,363 | 40,229 | 9,134 | 22.7 \% | 45,771 |
| Other current assets | 3,553 | 2,391 | 1,162 | 48.6 \% | 3,194 |
| Total current assets | 92,147 | 76,173 | 15,974 | 21.0 \% | 94,610 |
| Restricted investments | 0 | 2,202 | $(2,202)$ | (100.0)\% | 795 |
| Property, plant \& equipment, net | 75,744 | 66,535 | 9,209 | 13.8 \% | 75,805 |
| Goodwill | 22,391 | 18,588 | 3,803 | 20.5 \% | 22,600 |
| Other assets | 2,443 | 1, 087 | 1,356 | 124.7 \% | 1,189 |
| Total assets | 192,725 | 164,585 | 28,140 | 17.1 \% | 194,999 |
| Current Liabilities |  |  |  |  |  |
| Current maturities of long-term debt | 11,555 | 4,508 | 7,047 | 156.3 \% | 11,555 |
| Accounts payable | 25,864 | 19,772 | 6, 092 | 30.8 \% | 32,250 |
| Accrued expenses | 8,520 | 7,505 | 1,015 | 13.5 \% | 11,532 |
| Income taxes payable | 1,139 | 1,224 | (85) | (6.9)\% | 661 |
| Total current liabilities | 47,078 | 33,009 | 14,069 | 42.6 \% | 55,998 |
| Long-term debt | 67,662 | 64,187 | 3,475 | 5.4 \% | 62,187 |
| Deferred income taxes | 5,361 | 3,477 | 1,884 | 54.2 \% | 5,418 |
| Total liabilities | 120,101 | 100,673 | 19,428 | 19.3 \% | 123,603 |
| Shareholders' equity | 72,624 | 63,912 | 8,712 | 13.6 \% | 71,396 |
| Total liabilities and stockholders' equity | 192,725 | 164,585 | 28,140 | 17.1 \% | 194,999 |
| Shares outstanding | 11,210 | 11,205 | 5 | $0.0 \%$ | 11,205 |

[^0]CULP, INC. FINANCIAL INFORMATION RELEASE
CONSOLIDATED STATEMENTS OF CASH FLOWS
FOR THE THREE MONTHS ENDED JULY 30, 1995 AND JULY 31, 1994 (Unaudited, Amounts in Thousands)

THREE MONTHS ENDED

Amounts
July 30, July 31, 19951994


## FISCAL 95

Q1

FISCAL 96
Q2 Q3

Inventory turns
RECEIVABLES
Days sales in receivables 4245
Percent current \& less than 30
days past due (Trade only)

WORKING CAPITAL
Current ratio
Working capital turnover
Working capital
Working capital as a \% of sales
PROPERTY, PLANT \& EQUIPMENT

## Depreciation rate $\quad$ Percent property, plant \&

equipment are depreciated
Capital expenditures

## PROFITABILITY

Net profit margin
2.2\% $2.1 \%$

Gross profit margin
Operating income margin
$16.7 \% \quad 16.9 \%$
SG \& A expenses/net sales
5.3\% 5.2\%

Return on beginning capital employed
Return on beginning equity
Earnings per share
4.8\% 4.2\%
9.3\% 8.5\%
\$0.13 \$0.14
LEVERAGE (3)

| Interest \& dividend coverage | 2.5 | 2.3 |
| :--- | ---: | ---: |
| Total liabilities/equity | $154.1 \%$ | $165.4 \%$ |
| Long-term debt/equity | $97.0 \%$ | $93.2 \%$ |
| Funded debt/equity | $104.0 \%$ | $109.1 \%$ |
| Funded debt/capital employed | $51.0 \%$ | $52.2 \%$ |
| Funded debt | $\$ 66,493$ | $\$ 79,217$ |
| Funded debt/EBITDA (LTM) | 2.55 | 2.42 |

## OTHER

Book value per share
$\$ 5.70$
\$6.48
Employees at quarter end
Sales per employee (annualized)
Capital employed (3)
Effective income tax rate
EBITDA (2)
EBITDA/net sales
5.8
98.5\%
97.0\%

| 2.3 | 2.0 |
| :---: | :---: |
| 5.7 | 5.4 |
| $\$ 43,164$ | $\$ 45,069$ |
| $16.3 \%$ | $15.6 \%$ |
|  |  |
| $8.9 \%$ | $8.9 \%$ |
| $43.6 \%$ | $44.9 \%$ |
| $\$ 18,058(1$ | $\$ 3,006$ |

5.1

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CULP, INC. FINANCIAL INFORMATION RELEASE
SALES BY BUSINESS UNIT
FOR THREE MONTHS ENDED JULY 30, 1995
AND JULY 31, }199
(Amounts in thousands)
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## Business Units

THREE MONTHS ENDED (UNAUDITED)

| Business Units | $\begin{gathered} \text { July 30, } \\ 1995 \end{gathered}$ | $\begin{gathered} \text { July 31, } \\ 1994 \end{gathered}$ | \% Over (Under) | 1996 | 1995 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Upholstery Fabrics |  |  |  |  |  |
| Flat Wovens |  |  |  |  |  |
| Existing Culp | 17,584 | 19,613 | (10.3)\% | 24.3 \% | 29.6 \% |
| Rossville/Chromatex | 15,358 | 15,140 | 1.4 \% | 21.2 \% | 22.8 \% |
|  | 32,942 | 34,753 | (5.2)\% | 45.5 \% | 52.4 \% |
| Velvets/Prints | 23,523 | 20,644 | 13.9 \% | 32.5 \% | 31.1 \% |
|  | 56,465 | 55,397 | 1.9 \% | 78.0 \% | 83.5 \% |
| Mattress Ticking | 15,892 | 10,952 | 45.1 \% | 22.0 \% | 16.5 \% |
|  | 72,357 | 66,349 | 9.1 \% | 100.0 \% | 100.0 \% |

* Includes Rayonese Shipments of $\$ 1,769$.


## CULP, INC. FINANCIAL INFORMATION RELEASE

EXPORT AND FOREIGN SALES BY GEOGRAPHIC AREA FOR THREE MONTHS ENDED JULY 30, 1995 AND JULY 31, 1994

## (Amounts in thousands)

## THREE MONTHS ENDED (UNAUDITED)

## Geographic Area

North America (Excluding USA)
Europe
Middle East
Far East \& Asia South America All other areas

| Amounts <br> July 30, | July 31, |
| ---: | :---: | ---: | ---: | ---: |
| 1995 |  |$\quad$| \% Over |
| ---: |
| (Under) |$\quad$ Percent of Total Sales

* Includes Rayonese shipments of \$1,769.

CULP, INC. FINANCIAL INFORMATION RELEASE FINANCIAL NARRATIVE
for the three month period ended July 30, 1995

## INCOME STATEMENT COMMENTS

(Bullet) GENERAL - The company is pleased to report sales and profit gains for its first fiscal quarter in spite of the significant sales weakness in the U. S. furniture industry during the last three months and the raw material prices the company has received over the last year. This quarter makes the eleventh (11th) consecutive quarter of record earnings and the ninth (9th) consecutive quarter of record sales.

The company attributes this successful record to, among other things, two key growth strategies: (1) a focus on related markets, such as the Bedding, Export, Contract and Home Textiles markets, other than the U.S. residential furniture industry in order to reduce our dependency on one cyclical and geographic area; and (2) investment in the creative side of our business -- the company has significantly increased the resources (both designers and CAD systems) dedicated to the design and product development areas in each business unit over the last eighteen (18) months.
(Bullet) NET SALES - Upholstery fabric sales increased $1.9 \%$ to $\$ 56.5$ million and mattress ticking sales increased $45.2 \%$ to $\$ 15.9$ million for the quarter. The Mattress Ticking and Velvets/Prints business units reported substantial sales gains for the quarter Mattress Ticking up $45.3 \%$ and Velvets/Prints up $13.9 \%$, while our two other business units reported weak results - Flat Wovens down 10.3\% and Rossville/Chromatex up 1.4\%. Comments on current backlogs and incoming order rates versus last year are as follows: Mattress Ticking - - up significantly; Flat Wovens - up slightly overall, with recent strength in the jacquard product line and weakness in the dobby line; and Rossville/Chromatex - up slightly with strength in its dobby product line and weakness in its jacquard product line; and in Velvets/Prints - - up moderately, with strength in the wet prints and heat-transfer prints product lines. The results of the Velvets/Prints business unit were much improved from the first quarter of last year. The company has institutes a small "across-the-board" price increase of approximately 2\%, generally effective for shipments after October 1, 1995.

Export and foreign sales, including sales from Rayonese of $\$ 1.8$ million, were up $29.7 \%$ for the quarter, with particular strength in the Middle East. Sales into Europe were up $2.8 \%$ for the quarter, a continuation of the positive trend that began in the second quarter of fiscal 1995. The majority of the export growth is coming from the Flat Wovens and Rossville/Chromatex business units, with particular strength in the jacquard product lines. The outlook for export sales gains remains good.

The U.S. residential and contract furniture industries have softened considerably during the last several months, which has finally affected our U.S. upholstery fabric business, particularly in the Flat Wovens and Rossville/Chromatex business units. The company believes this softening is temporary and that business conditions are trending more positive, beginning with our second fiscal quarter. The trend of interest rates has turned downward, with mortgage rates becoming more attractive.
(Bullet) GROSS PROFIT - The gross profit increase of $9.9 \%$ for the quarter reflects significant gains in Mattress Ticking and Velvets/Prints, which were partially offset by significant decreases in Flat Wovens and Rossville/Chromatex. Additionally, during the quarter, the company recorded a $\$ 150,000$ credit related to the successful resolution of a North Carolina sales tax matter. The company's margins are being affected by the significant price increase in its raw materials over the last year. The company has been unable to pass along all of the costs increases it has received.
(Bullet) $S, G$ \& $A$ EXPENSES - S,G\&A expenses for the quarter were up as a percentage of sales to $11.7 \%$ from $11.4 \%$, which reflects higher design expenses and export selling costs.
is due to additional borrowings related to the Rayonese acquisition, capital expenditures and higher levels of working capital necessary to support sales growth. During April, May, and June 1995, the company
entered into three interest rate swap agreements that effectively provide for (1) a fixed rate of $7.34 \%$ for five years on $\$ 15.0$ million of its bank borrowings;
(2) a fixed rate of $6.85 \%$ for seven years on $\$ 5.0$ million of its bank borrowings; and (3) a fixed rate of $6.60 \%$ for seven years on $\$ 5.0$ million of its bank borrowings.
(Bullet) OTHER EXPENSE (INCOME), NET - This expense includes several items: amortization of goodwill and debt issue costs and other miscellaneous items. Additionally, the company recorded a credit of $\$ 100,000$ related to the favorable settlement of an environmental dispute with the former owner of one of the company's facilities.
(Bullet) INCOME TAXES - The effective tax rate for the quarter decreased primarily due to the income earned in Canada related to Rayonese, which carries a significantly lower effective tax rate of $31.0 \%$.
(Bullet) EBITDA - EBITDA for the quarter increased $\$ 0.7$ million, or $12.1 \%$, from last year's first quarter, and represented $9.5 \%$ of net sales compared with $9.2 \%$ of net sales last year.

## BALANCE SHEET COMMENTS

(Bullet) WORKING CAPITAL - The increase in inventories over fiscal year end is attributable to higher raw material inventories, which are being reduced during the same fiscal quarter. The company has made excellent progress in reducing finished goods inventory in the last six months. The company has historically built finished goods inventory during its first fiscal quarter.
(Bullet) PROPERTY, PLANT AND EQUIPMENT, NET - For fiscal 1996, the capital budget is $\$ 11.0$ million. Of this total, $\$ 2.5$ million of capital expenditures relates to Rayonese. Depreciation expense for fiscal 1996 is expected to approximate $\$ 13.5$ million. The major weaving expansion at Rayonese is proceeding well and is expected to be completed and fully operational by the end of September 1995.
(Bullet) LONG-TERM DEBT - At July 30, 1995, the company had $\$ 15.8$ million in IRB borrowings, $\$ 17.0$ million in borrowings under its revolving credit facility, \$40.0 million in a term facility, $\$ 1.0$ million in a subordinated note payable and $\$ 5.5$ million in a convertible note payable. The current maturities of $\$ 11.6$ includes $\$ 6.0$ million repayment of the term loan, $\$ 100,000$ repayment of IRBs and $\$ 5.5$ million of the convertible note payable because the note is callable by the holder, beginning March 6, 1996.
(Bullet) RAYONESE TEXTILE INC. PURCHASE - On March 6, 1995, the company completed the acquisition of Rayonese Textile Inc. ("Rayonese"). (See Form 8-K, dated December 23, 1994, for more detailed information about the purchase.) The transaction has a preliminary estimated value of approximately $\$ 10.5$ million and includes the purchase of $100 \%$ of the Rayonese common stock and the assumption of Rayonese's funded debt. The acquisition has been accounted for as a purchase, and accordingly, the purchase price was allocated to the assets acquired and liabilities assumed based on their estimated fair values at the date of acquisition. The preliminary estimated fair values of assets and retained liabilities acquired are summarized below:

| (dollars in thousands) | March 6, |
| :--- | ---: |
|  | 1995 |
| Accounts receivable, net | $\$$ |
| Inventories | 2,207 |
| Other current assets | 1,878 |
| Property, plant and equipment | 39 |
| Goodwill | 5,000 |
| Accounts payable and accrued liabilities | 4,120 |
|  | $<2,782>$ |
|  | $\$ 10,462$ |


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

