SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

Form 8-K
CURRENT REPORT
Pursuant to Section 13 or 15(d) of the Securities
Exchange Act of 1934
CULP, INC.
(Exact name of registrant as specified in its charter)

North Carolina
(State or other jurisdiction of incorporation)

0-12781
(Commission File No.)

56-1001967
(IRS Employer Identification No.)

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                    101 South Main Street
                High Point, North Carolina 27260
                (Address of principal executive offices)
                    (910) 889-5161
        (Registrant's telephone number, including area code)
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    (Former name or former address, if changed since last report)
    Item 5. Other Events
See Press Release related to third quarter earnings dated February
13, 1995 (attached).
See Financial Information Release related to third quarter ended
January 29, 1995 (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 REPORTS HIGHER QUARTERLY SALES AND EARNINGS
EARNINGS PER SHARE UP 43\% FOR FIRST NINE MONTHS OF FISCAL 1995

HIGH POINT, North Carolina (February 13, 1995)---Culp, Inc.
(Nasdaq/NM:CULP) today reported record sales and earnings for the third fiscal quarter ended January 29, 1995.

Net sales for the quarter increased $16 \%$ to $\$ 77.8$ million compared with $\$ 67.0$ million a year ago. Net income for the quarter rose $18 \%$ to $\$ 2.1$ million, or $\$ 0.19$ per share, compared with $\$ 1.8$ million, or $\$ 0.16$ per share, in the third quarter of fiscal 1994.

The gains for the third quarter brought net sales for the first nine months to $\$ 222.6$ million, up $33 \%$ from $\$ 167.6$ million in the first nine months of fiscal 1994. Net income for the first nine months rose $42 \%$ to $\$ 6.4$ million, or $\$ 0.57$ per share, up from $\$ 4.5$ million, or $\$ 0.40$ per share, in the year-earlier period.
"These results mark the highest third-quarter sales and net income ever for Culp," said Robert G. Culp, III, chief executive officer. "We have benefited throughout the current fiscal year from favorable-year-to-year comparisons at each of the Company's business units. Mattress ticking and exports of upholstery fabrics have shown particularly sharp growth, and each of those categories remained very strong in the third quarter. Since the Rossville/Chromatex division was included in most of the third quarter a year ago, we are particularly pleased with the $16 \%$ gain recorded in sales."

Culp remarked, "We did not receive any contribution in the quarter from the acquisition of Rayonese Textile since that acquisition is not expected to close until next month. We have progressed in plans for a significant capital expansion program at Rayonese to capitalize on the increasing global demand for wide jacquard fabrics. That incremental spending should bring the Company's total capital expenditures for fiscal 1995 to approximately $\$ 21$ million, up from \$16.8 million in fiscal 1994.
"We have been aided thus far in fiscal 1995 by a favorable underlying trend in consumer spending on home furnishings. Although there is concern about the possible impact of the higher prevailing interest rates on demand for residential furniture, our focus remains on building Culp's fundamental competitive position. The acquisition of Rossville/Chromatex a year ago and the most recent announcement regarding the purchase of Rayonese Textile represent only the latest in a series of strategic steps over the last several years to strengthen the Company's market stance in an industry which is continuing to consolidate. We are finding Culp's expanded resources to be a definite asset in working with large furniture and bedding manufacturers which are accounting for an ever-increasing percentage of total shipments.

Culp concluded, "We recognize the ongoing importance of containing operating costs and achieving higher manufacturing productivity. We also must maintain a sound financial position in order to have modern equipment and facilities and to have the flexibility to seize additional opportunities to expand our existing operations."

Culp, Inc. is a leading manufacturer and marketer of fabrics for the furniture, bedding and institutional furnishings markets.

CULP, INC.
Condensed Financial Highlights
(Unaudited)

| Three | Month | Ended |
| :---: | :---: | :---: |
| $\begin{gathered} \text { January } 29, \\ 1995 \end{gathered}$ |  | $\begin{gathered} \text { January } \\ 1994 \end{gathered}$ |
| \$ 77, 791, 000 |  | \$ 67,031,000 |
| 2,100,000 |  | 1,775, 000 |
| \$ 0.19 |  | 0.16 |
| Nine | Months | Ended |
| $\begin{gathered} \text { January } 29, \\ 1995 \end{gathered}$ |  | $\begin{gathered} \text { January } 30, \\ 1994 \end{gathered}$ |
| \$222,585, 000 |  | \$167,600,000 |
| 6,350,000 |  | 4,465, 000 |
| 0.57 |  | 0 |

CULP, INC. FINANCIAL INFORMATION RELEASE
INCOME STATEMENTS
FOR THE THREE MONTHS \& NINE MONTHS ENDED JANUARY 29, 1995 AND JANUARY 30, 1994
(Amounts in Thousands, Except for Per Share Data)
THREE MONTHS ENDED (UNAUDITED)

|  | Amou |  |  | Percent | Sales |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { January } 29, \\ 1995 \end{gathered}$ | $\begin{gathered} \text { January } 30, \\ 1994 \end{gathered}$ | \% Over (Under) | 1995 | 1994 |
| Net sales | 77,791 | 67,031 | 16.1 \% | 100.0 \% | 100.0 \% |
| Cost of sales | 64,785 | 55,350 | 17.0 \% | 83.3 \% | 82.6 \% |
| Gross profit | 13,006 | 11,681 | 11.3 \% | 16.7 \% | 17.4 \% |
| Selling, general and administrative expenses | 8,295 | 7,798 | 6.4 \% | 10.7 \% | 11.6 \% |
| Income from operations | 4,711 | 3,883 | 21.3 \% | 6.1 \% | 5.8 \% |
| Interest expense | 1,120 | 899 | 24.6 \% | 1.4 \% | 1.3 \% |
| Interest income | (14) | (11) | 27.3 \% | (0.0)\% | (0.0)\% |
| Other expense (income), net | 245 | 91 | 169.2 \% | 0.3 \% | 0.1 \% |
| Income before income ta | 3,360 | 2,904 | 15.7 \% | 4.3 \% | 4.3 \% |
| Income taxes | 1,260 | 1,129 | 11.6 \% | 37.5 \% | 38.9 \% |
| Net income | 2,100 | 1,775 | 18.3 \% | 2.7 \% | 2.6 \% |
| Average shares outstanding | 11,205 | 11,098 | 1.0 \% |  |  |
| Earnings per share | \$0.19 | \$0.16 | 18.8 \% |  |  |
| Dividends per share | \$0.025 | \$0.020 | 25.0 \% |  |  |

NINE MONTHS ENDED (UNAUDITED)

|  | Amounts |  |  | Percent of Sales |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { January } 29, \\ 1995 \end{gathered}$ | $\begin{gathered} \text { January 30, } \\ 1994 \end{gathered}$ | \% Over (Under) | 1995 | 1994 |
| Net sales | 222,585 | 167,600 | 32.8 \% | 100.0 \% | 100.0 \% |
| Cost of sales | 184, 306 | 139, 931 | 31.7 \% | 82.8 \% | 83.5 \% |
| Gross profit | 38,279 | 27,669 | 38.3 \% | 17.2 \% | 16.5 \% |
| Selling, general and administrative expenses | 24,227 | 19,189 | 26.3 \% | 10.9 \% | 11.4 \% |
| Income from operations | 14,052 | 8,480 | 65.7 \% | 6.3 \% | 5.1 \% |
| Interest expense | 3,341 | 1,632 | 104.7 \% | 1.5 \% | 1.0 \% |
| Interest income | (61) | (56) | 8.9 \% | (0.0)\% | (0.0)\% |
| Other expense (income), net | 612 | (75) | * | 0.3 \% | (0.0)\% |
| Income before income ta | 10,160 | 6,979 | 45.6 \% | 4.6 \% | 4.2 \% |
| Income taxes | 3,810 | 2,514 | 51.6 \% | 37.5 \% | 36.0 \% |
| Net income | 6,350 | 4,465 | 42.2 \% | 2.9 \% | 2.7 \% |
| Average shares | 11,203 | 11,043 | 1.4 \% |  |  |
| Earnings per share | \$0.57 | \$0.40 | 42.5 \% |  |  |
| Dividends per share | \$0.075 | \$0.06 | 25.0 \% |  |  |

[^0]CULP, INC. FINANCIAL INFORMATION RELEASE
BALANCE SHEETS
JANUARY 29, 1995, JANUARY 30, 1994 AND MAY 1, 1994
(Unaudited, Amounts in Thousands)


* Derived from audited financial statements.
** Measurement is not meaningful.

|  |  | ENDED <br> ts |
| :---: | :---: | :---: |
|  | January 29, | January 30, |
|  | 1995 | 1994 |
| Cash flows from operating activities: |  |  |
| Net income | 6,350 | 4,465 |
| Adjustments to reconcile net income to net |  |  |
| cash provided by (used in) operating activities: |  |  |
| Depreciation | 8,237 | 5,909 |
| Amortization of intangible assets | 458 | 112 |
| Provision for deferred income taxes | (272) | 0 |
| Changes in assets and liabilities: |  |  |
| Accounts receivable | $(3,804)$ | 1,249 |
| Inventories | $(7,718)$ | $(6,797)$ |
| Other current assets | (421) | (321) |
| Other assets | (761) | (318) |
| Accounts payable | $(4,340)$ | $(3,188)$ |
| Accrued expenses | 1,924 | (532) |
| Income taxes payable | 755 | 138 |
| Net cash provided by (used in) operating activitie | 408 | 717 |
| Cash flows from investing activities: |  |  |
| Capital expenditures | $(13,606)$ | $(10,161)$ |
| Purchases of restricted investments | (60) | $(3,577)$ |
| Proceeds from sale of restricted investments | 1,381 | 0 |
| Business acquired | 0 | $(38,703)$ |
| Net cash provided by (used in) investing activitie | $(12,285)$ | $(52,441)$ |
| Cash flows from financing activities: |  |  |
| Proceeds from issuance of long-term debt | 20,000 | 43,902 |
| Principal payments on long-term debt | $(9,751)$ | $(1,517)$ |
| Net increase (decrease) in bank overdrafts | 0 | 2,139 |
| Dividends paid | (840) | (590) |
| Proceeds from sale of common stock | 92 | 858 |
| Net cash provided by (used in) financing activitie | 9,501 | 44,792 |
| Increase (decrease) in cash and cash investments | $(2,376)$ | $(6,932)$ |
| Cash and cash investments at beginning of period | 2,693 | 7,219 |
| Cash and cash investments at end of period | 317 | 287 |

FISCAL 94
Q3

Q1
5.9

Inventory turns
RECEIVABLES
Days sales in receivables 44 Percent current \& less than 30 days past due (Trade only) 96.9\% 98.5\%
INVENTORIES

FISCAL 95
Q2

Q3

| Inventory turns | 5.9 | 5.8 | 6.2 | 6.0 |
| :---: | :---: | :---: | :---: | :---: |
| RECEIVABLES |  |  |  |  |
| Days sales in receivables | 44 | 42 | 50 | 44 |
| Percent current \& less than days past due (Trade only) | $30 \quad 96.9 \%$ | 98.5\% | 99.4\% | 98.9\% |
| WORKING CAPITAL |  |  |  |  |
| Current ratio | 2.5 | 2.3 | 2.0 | 2.1 |
| Working capital turnover | 6.0 | 6.7 | 7.2 | 6.9 |
| Working capital | \$45, 823 | \$43, 164 | \$42, 964 | \$46, 399 |
| Working capital as a \% of sal | 17.0\% | 16.3\% | 13.7\% | 14.9\% |
| PROPERTY, PLANT \& EQUIPMENT |  |  |  |  |
| Depreciation rate | 8.1\% | 8.9\% | 8.8\% | 9.2\% |
| Percent property, plant \& equipment are depreciated | 48.8\% | 43.6\% | 44.0\% | 45. 0\% |
| Capital expenditures | \$16,764 (1 | \$5,153 | \$5, 031 | \$3,422 |
| PROFITABILITY |  |  |  |  |
| Net profit margin | 2.6\% | 2.2\% | 3.6\% | 2.7\% |
| Gross profit margin | 17.7\% | 16.7\% | 18.1\% | 16.7\% |
| Operating income margin | 5.8\% | 5.3\% | 7.4\% | 6.1\% |
| SG \& A expenses/net sales | 11.9\% | 11.4\% | 10.7\% | 10.7\% |
| Return on beginning capital e | 8.8\% | 4.8\% | 9.2\% | 6.9\% |
| Return on beginning equity | 13.0\% | 9.3\% | 17.9\% | 13.4\% |
| Earnings per share | \$0.16 | \$0.13 | \$0.25 | \$0.19 |
| LEVERAGE (3) |  |  |  |  |
| Interest \& dividend coverage | 3.6 | 2.5 | 4.0 | 3.2 |
| Total liabilities/equity | 162.3\% | 154.1\% | 166.1\% | 160.1\% |
| Long-term debt/equity | 111.9\% | 100.4\% | 95.5\% | 98.5\% |
| Funded debt/equity | 110.4\% | 104.0\% | 102.1\% | 102.9\% |
| Funded debt/capital employed | 52.5\% | 51.0\% | 50.5\% | 50.7\% |
| Funded debt | \$65,390 | \$66,493 | \$67,846 | \$70, 209 |
| Funded debt/EBITDA (LTM) | 3.19 | 2.55 | 2.28 | 2.26 |
| OTHER |  |  |  |  |
| Book value per share | \$5.30 | \$5.70 | \$5.93 | \$6. 09 |
| Employees at quarter end | 2,450 | 2,579 | 2,604 | 2,656 |
| Sales per employee (annualize | \$129, 000 | \$104, 000 | \$121, 000 | \$118, 000 |
| Capital employed (3) | \$124,644 | \$130,405 | \$134, 277 | \$138,460 |
| Effective income tax rate | 38.9\% | 37.0\% | 37.8\% | 37.5\% |
| EBITDA (2) | \$6,343 | \$6,289 | \$8,528 | \$7,768 |
| EBITDA/net sales | 9.5\% | 9.5\% | 10.9\% | 10.0\% |

(1) Expenditures for entire year
(2) Earnings before interest, income taxes, depreciation \& amortization, and other income (expense), net
(3) Total liabilities, long-term debt, funded debt and capital employed are all net of restricted investments.

CULP, INC. FINANCIAL INFORMATION RELEASE
SALES BY BUSINESS UNIT
FOR THREE MONTHS AND NINE MONTHS ENDED JANUARY 29, 1995
AND JANUARY 30, 1994
(Amounts in thousands)


CULP, INC. FINANCIAL INFORMATION RELEASE
EXPORT SALES BY GEOGRAPHIC AREA
FOR THREE MONTHS AND NINE MONTHS ENDED JANUARY 29, 1995
AND JANUARY 30, 1994
(Amounts in thousands)


## CULP, INC. FINANCIAL INFORMATION RELEASE <br> FINANCIAL NARRATIVE

for the three and nine month periods ended January 29, 1995

## INCOME STATEMENT COMMENTS

(bullet) NET SALES - Upholstery fabric sales increased $14.2 \%$ to $\$ 65.6$ million and mattress ticking sales increased $27.4 \%$ to $\$ 12.1$ million for the quarter. All business units [Flat Wovens (includes Rossville/Chromatex), Mattress Ticking and Velvets/Prints] reported sales gains for the quarter, including strong increases in Mattress Ticking and Velvets/Prints. Comments on current backlogs and incoming order rates versus last year are as follows: Mattress Ticking - up significantly; Flat Wovens - up slightly overall, with strength in the Rossville dobby product line; and in Velvets/Prints - up moderately, with particular strength in the wet prints product line and an improving trend in the heat-transfer prints product line. While sales and profitability of the Velvets/Prints business unit continued to be below target levels in the third quarter, results were much improved from the first and second quarters and current indicators show an improving trend for the fourth quarter of the fiscal year.

Export sales were up $36.6 \%$ for the quarter and $24.7 \%$ for the nine months, with strength in Europe, the Far East and Asia, the Middle East. Sales into Europe were up $20.6 \%$ for the quarter, a continuation of the positive trend began last quarter. The majority of the export growth is coming from the Flat Wovens (including Rossville/Chromatex) business unit, with particular strength in the jacquard product lines. The outlook for export sales gains remains good.

The trend of increasing interest rates over the last year will likely have an adverse impact on consumer demand for furniture and bedding at some point, because of lower housing starts and housing resales, lower disposable personal income and slower overall economic growth. It remains unclear when the upward trend in interest rates will stabilize. It appears to the company that overall U.S. residential furniture demand has weakened over the last two months and that the near term demand is also weaker than a year ago.
(bullet) GROSS PROFIT - The gross profit increase of $11.3 \%$ for the quarter reflects a solid contribution from Flat Wovens, and a continuation of the significant improvement from Mattress Ticking. We are experiencing improving trends in profitability and backlogs for the Velvets/Prints business unit and are expecting year over year gains for the fourth quarter. Additionally, we have been receiving moderate raw material price increases in all areas, which are beginning to affect margins.
(bullet) $S, G \& A$ EXPENSES - $S, G \& A$ expenses for the quarter were down as a percentage of sales to $10.7 \%$ from $11.6 \%$. The company expects $\mathrm{S}, \mathrm{G} \& \mathrm{~A}$ expenses for the full year to approximate $\$ 33.0$ million.
(bullet) INTEREST EXPENSE - The increase for the quarter is due to additional borrowings related to capital expenditures and higher levels of working capital necessary to support sales growth, and to higher interest rates. While the majority (96\%) of the company's funded debt is based upon variable interest rates (principally LIBOR), the company's average interest rate on its funded debt is very favorable, approximately 6.3\%. The company expects interest expense for the full year to be in the $\$ 4.5$ to $\$ 5.0$ million range.
(bullet) OTHER EXPENSE (INCOME), NET - The significant increase in expense for the quarter is due to several items: higher amortization related to the Rossville/Chromatex goodwill; higher amortization of debt issue costs; and recognition of gains on the sale of fixed assets in last year's third quarter. The company expects other expense (income), net to approximate \$800,000 for fiscal 1995.
(bullet) INCOME TAXES - The effective tax rate for the quarter decreased primarily because of a "catch up" adjustment recorded in last year's third quarter. The company expects the full year effective tax rate to approximate $37.5 \%$.
(bullet) EBITDA - EBITDA for the quarter increased $\$ 1.4$ million, or $22.5 \%$, from last year's third quarter, and represented $10.0 \%$ of net sales compared with $9.5 \%$ of net sales last year.

CULP, INC. FINANCIAL INFORMATION RELEASE
FINANCIAL NARRATIVE - continued
for the three and nine month periods ended January 29, 1995

## BALANCE SHEET COMMENTS

(bullet) WORKING CAPITAL - The \$600,000 increase in working capital from last year's third quarter is due primarily to the increase in receivables and inventory of $\$ 5.5$ million and $\$ 4.6$ million, respectively.
(bullet) RESTRICTED INVESTMENTS - Restricted Investments reflect unspent Industrial Revenue Bond (IRB) funds. As the funds are spent on the capital projects, these restricted investments are reduced.
(bullet) PROPERTY, PLANT AND EQUIPMENT, NET - Capital expenditures were $\$ 13.6$ million and depreciation expense was $\$ 8.2$ million for the nine months. For fiscal 1995, the capital budget is $\$ 21.0$ million. This represents a $\$ 3.5$ million increase in the current year's budget, which relates to the expansion of jacquard weaving capacity at Rayonese. Approximately $\$ 11.3$ million of the budget relates to capacity- expansion projects. These projects include expanding weaving capacity at Rossville/Chromatex and in the product areas of woven velvets and mattress ticking. These projects were completed during the second quarter. A significant expansion is also underway for yarn manufacturing capacity. This project is now two- thirds completed, with full completion expected by the end of the fourth quarter. Depreciation expense for the full year is expected to be in the $\$ 11.0$ to $\$ 11.5$ million range. We are estimating $\$ 10.0$ million for fiscal 1996 capital expenditures, with depreciation expense expected to be \$12.5 to \$13.0 million. Of this total, $\$ 2.5$ million of capital expenditures relates to Rayonese.
(bullet) LONG-TERM DEBT - At January 29, 1995, the company had \$15.8 million in IRB borrowings, $\$ 12.0$ million in borrowings under its revolving credit facility, $\$ 43.0$ million in a term facility and $\$ 1.0$ million in a subordinated note payable. On November 7, 1994, the company amended its loan agreements with its banks to provide: (1) a significantly lower interest rate spread above LIBOR; (2) an additional $\$ 8.0$ million in term debt to prepay the majority of the subordinated note payable, which carried an interest rate of prime plus one-half percent; and (3) fewer financial covenants.
(bullet) RAYONESE TEXTILE INC. PURCHASE - On December 23, 1994, the company announced the acquisition of Rayonese Textile Inc. ("Rayonese"). (See Form 8-K, dated December 23, 1994 for more detailed information about the purchase.) The estimated transaction value of $\$ 11.0$ million includes the purchase of $100 \%$ of the Rayonese common stock for $\$ 7.3$ million, the assumption of Rayonese's funded debt of about $\$ 3.2$ million, and acquisition costs of $\$ .5$ million. The acquisition will be accounted for as a purchase, and therefore, the results of Rayonese from the expected closing date (March 6, 1995) will be included in Culp's results.

Concurrently with the signing of this purchase agreement, the company initiated a major expansion of air-jet weaving at Rayonese. This additional investment, which totals $\$ 6.0$ million, includes thirty Picanol high speed, air-jet jacquard looms with Staubli electronic jacquard heads. The expanded capacity will support culp's growing worldwide demand for its overprinted home furnishings products, including mattress ticking, upholstery fabrics and comforters.

The purchase will be financed with a $\$ 5.5$ million convertible note payable to the sellers, $\$ 5.0$ million in borrowings from the company's existing revolving credit facility and $\$ .5$ million in assumed vendor financing of equipment. Further details of the note payable are described in the Form 8-K.

The company expects Rayonese to contribute positively to earnings beginning from the closing date.


[^0]:    * Percent of sales column is calculated as a \% of income before income taxes.
    ** Measurement is not meaningful.

