SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

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) February 17, 1999
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)
(336) 889-5161
(Registrant's telephone number, including area code)
(Former name or former address, if changed since last report)

Item 5. Other Events
See attached Press Release (2 pages) and Financial Information Release (10 pages), both dated February 17, 1999, related to the fiscal 1999 third quarter ended January 31, 1999.

Forward Looking Information. This Report contains statements that could be deemed "forward-looking statements" within the meaning of the federal securities laws. Such statements are inherently subject to risks and uncertainties. Forward-looking statements are statements that include projections, expectations or beliefs about future events or results or otherwise are not statements of historical fact. Such statements are often characterized by qualifying words such as "expect," "believe," "estimate," "plan" and "project" and their derivatives. Factors that could influence the matters discussed in such statements include the level of housing starts and sales of existing homes, consumer confidence, trends in disposable income, and general economic conditions. Decreases in these economic indicators could have a negative effect on the Company's business and prospects. Likewise, increases in interest rates, particularly home mortgage rates, and increases in consumer debt or the general rate of inflation, could affect the Company adversely. Because of the significant percentage of the Company's sales derived by 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.

## 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 hereunto duly authorized.

By: Phillip W. Wilson
Vice President and
Chief Financial Officer

HIGH POINT, N.C. (Feb. 17, 1999) - Culp, Inc. (NYSE:CFI) today reported earnings for the third fiscal quarter ended January 31, 1999.

For the three months ended January 31, 1999, Culp reported that net sales amounted to $\$ 112.1$ million compared with $\$ 118.5$ million a year ago. Net income for the quarter was $\$ 1.5$ million, or $\$ 0.12$ per share diluted, compared with $\$ 4.0$ million, or $\$ 0.31$ per share diluted.

Net sales for the first nine months totaled $\$ 350.9$ million compared with $\$ 340.9$ million in the first nine months of fiscal 1998. Net income for the first nine months amounted to $\$ 206,000$, or $\$ 0.02$ per share diluted, versus $\$ 11.4$ million, or $\$ 0.88$ per share diluted.
"We are continuing to achieve operational progress as a result of the organizational restructuring completed earlier this year," said Robert G. Culp, III, chief executive officer. "The third fiscal quarter is historically not the strongest period of the year for our business due to seasonal factors. Although net income for the third quarter was lower than a year ago, the level of profitability did improve from the second period. We believe the underlying momentum is positive in several key corporate areas. Customer service has been enhanced as a result of the decision to combine our various operations by major product categories. This alignment is encouraging closer working relationships with accounts and assisting us in the vital process of creating new fabric designs and textures. Our intent is to link design resources with manufacturing capabilities in order to provide the marketplace with innovative designs that offer compelling value for furniture and bedding manufacturers."

Culp added, "As we have indicated, we believe the impact of the changes that have been implemented will continue into fiscal 2000. We are confident about the fundamental growth opportunities for Culp both in the United States and internationally and are encouraged by the continuing favorable trends in measures such as consumer confidence, employment levels and mortgage rates that have an important influence on consumer spending on home furnishings."

Culp, Inc. 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 primarily in the production of residential and commercial furniture and bedding products.

CULP, INC.


## CULP, INC. FINANCIAL INFORMATION RELEASE

CONSOLIDATED STATEMENTS OF INCOME
FOR THE THREE MONTHS AND NINE MONTHS ENDED JANUARY 31, 1999 AND FEBRUARY 1, 1998
(Amounts in Thousands, Except for Per Share Data)
THREE MONTHS ENDED (UNAUDITED)

|  |  | THREE MON | S ENDED |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amou | ts |  | Percent | Sales |
|  | $\begin{aligned} & \text { January 31, } \\ & 1999 \end{aligned}$ | $\begin{aligned} & \text { February 1, } \\ & 1998 \end{aligned}$ | \% Over (Under) | 1999 | 1998 |
| Net sales \$ | 112,093 | 118,457 | (5.4)\% | 100.0 \% | 100.0 \% |
| Cost of sales | 92,911 | 97,554 | (4.8)\% | 82.9 \% | 82.4 \% |
| Gross profit | 19,182 | 20,903 | (8.2)\% | 17.1 \% | 17.6 \% |
| Selling, general and administrative expenses | 14,100 | 13,162 | 7.1 \% | 12.6 \% | 11.1 \% |
| Income from operations | 5,082 | 7,741 | (34.3)\% | 4.5 \% | 6.5 \% |
| Interest expense | 2,308 | 2,180 | 5.9 \% | 2.1 \% | 1.8 \% |
| Interest income | (10) | (73) | (86.3)\% | (0.0)\% | (0.1)\% |
| Other expense (income), net | 492 | 492 | 0.0 \% | 0.4 \% | 0.4 \% |
| Income before income taxes | 2,292 | 5,142 | (55.4)\% | 2.0 \% | 4.3 \% |
| Income taxes * | 753 | 1,140 | (33.9)\% | 32.9 \% | 22.2 \% |
| Net income \$ | 1,539 | 4,002 | (61.5)\% | 1.4 \% | 3.4 \% |
| Net income per share | \$0.12 | \$0.32 | (62.5)\% |  |  |
| Net income per share, assuming dilutio | ion \$0.12 | \$0.31 | (61.3)\% |  |  |
| Dividends per share | \$0.035 | \$0.035 | 0.0 \% |  |  |
| Average shares outstanding | 12,995 | 12,692 | 2.4 \% |  |  |
| Average shares outstanding, assuming dilution | 13,124 | 12,986 | 1.1 \% |  |  |

NINE MONTHS ENDED (UNAUDITED)

|  |  | Amounts |  |  | Percent of Sales |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { January 31, } \\ 1999 \end{gathered}$ | $\begin{gathered} \text { February } \\ 1998 \end{gathered}$ | \% Over <br> (Under) | 1999 | 1998 |
| Net sales | \$ | 350, 919 | 340, 881 | 2.9 \% | 100.0 \% | 100.0 \% |
| Cost of sales |  | 297,652 | 280,510 | 6.1 \% | 84.8 \% | 82.3 \% |
| Gross profit |  | 53,267 | 60,371 | (11.8)\% | 15.2 \% | 17.7 \% |
| Selling, general and administrative expenses |  | 44, 047 | 37,710 | 16.8 \% | 12.6 \% | 11.1 \% |
| Income from operations |  | 9,220 | 22,661 | (59.3)\% | $2.6 \%$ | 6.6 \% |
| Interest expense |  | 7,133 | 5,280 | 35.1 \% | 2.0 \% | $1.5 \%$ |
| Interest income |  | (82) | (235) | (65.1)\% | (0.0)\% | (0.1)\% |
| Other expense (income), net |  | 1,866 | 1,159 | 61.0 \% | 0.5 \% | 0.3 \% |
| Income before income | taxes | 303 | 16,457 | (98.2)\% | 0.1 \% | 4.8 \% |
| Income taxes * |  | 97 | 5,100 | (98.1)\% | 32.0 \% | 31.0 \% |
| Net income | \$ | 206 | 11,357 | (98.2)\% | 0.1 \% | 3.3 \% |


| Net income per share | $\$ 0.02$ | $\$ 0.90$ | $(97.8) \%$ |
| :--- | ---: | ---: | ---: |
| Net income per share, assuming dilution | $\$ 0.02$ | $\$ 0.88$ | $(97.7) \%$ |
|  |  |  |  |
| Dividends per share | $\$ 0.105$ | $\$ 0.105$ | $0.0 \%$ |
| Average shares outstanding | 12,997 | 12,663 | $2.6 \%$ |
| Average shares outstanding, | 13,171 | 12,964 | $1.6 \%$ |
| assuming dilution |  |  |  |

[^0]
## CULP, INC. FINANCIAL INFORMATION RELEASE

 CONSOLIDATED BALANCE SHEETSJANUARY 31, 1999, FEBRUARY 1, 1998 AND MAY 3, 1998
Unaudited
(Amounts in Thousands)

| Amounts |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | ase |  |
| January 31, | February 1, |  | ease) |  |
| 1999 | 1998 | Dollars | Perc | $\begin{gathered} \text { May 3, } \\ 1998 \end{gathered}$ |

Current assets

| Cash and cash investments \$ | 655 | 348 | 307 | 88.2 \% | 2,312 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Accounts receivable | 63,090 | 73,109 | $(10,019)$ | (13.7)\% | 73,773 |
| Inventories | 69,210 | 75,032 | $(5,822)$ | (7.8)\% | 78,594 |
| Other current assets | 7,560 | 7,202 | 358 | 5.0 \% | 7,808 |
| Total current assets | 140,515 | 155,691 | $(15,176)$ | (9.7)\% | 162,487 |
| Restricted investments | 3,416 | 3,976 | (560) | (14.1)\% | 4, 021 |
| Property, plant \& equipment, net | 125,885 | 113,658 | 12,227 | 10.8 \% | 128,805 |
| Goodwill | 51,615 | 48,558 | 3,057 | 6.3 \% | 55,162 |
| Other assets | 5,017 | 5,439 | (422) | (7.8)\% | 4,340 |
| Total assets \$ | 326,448 | 327,322 | (874) | (0.3) \% | 354,815 |

Current liabilities
Current maturities of long-term debt Accounts payable Accrued expenses
Income taxes payable
Total current liabilities -----------
Long-term debt
140, 210
144, 079
$(3,869)$
(2.7)\% 152,312

Deferred income taxes
Total liabilities
Shareholders'equity

| 11,227 | 9,965 |
| :---: | :---: |
| 196,240 | 205,709 |

CULP, INC.
FINANCIAL INFORMATION RELEASE
CONSOLIDATED STATEMENTS OF CASH FLOWS
FOR THE NINE MONTHS ENDED JANUARY 31, 1999 AND FEBRUARY 1, 1998
Unaudited
(Amounts in Thousands)

|  | NINE MONTHS ENDED |  |  |
| :---: | :---: | :---: | :---: |
|  | Amounts |  |  |
|  |  | $\begin{aligned} & \text { ary 31, } \\ & .999 \end{aligned}$ | $\begin{gathered} \text { February } 1, \\ 1998 \end{gathered}$ |
| Cash flows from operating activities: |  |  |  |
| Net income | \$ | 206 | 11,357 |
| Adjustments to reconcile net income to net cash provided by (used in) operating activities: |  |  |  |
| Depreciation |  | 13,785 | 10,660 |
| Amortization of intangible assets |  | 1,174 | 883 |
| Changes in assets and liabilities: |  |  |  |
| Accounts receivable |  | 10,546 | $(16,418)$ |
| Inventories |  | 9,984 | $(16,330)$ |
| Other current assets |  | 303 | $(1,752)$ |
| Other assets |  | (95) | $(1,942)$ |
| Accounts payable |  | $(8,609)$ | 8,783 |
| Accrued expenses |  | (973) | $(2,175)$ |
| Income taxes payable |  | $(1,282)$ | 361 |
| ```Net cash provided by (used in) operating activities``` |  | 25,039 | $(6,573)$ |
| Cash flows from investing activities: |  |  |  |
| Capital expenditures |  | $(8,500)$ | $(28,183)$ |
| Purchases of restricted investments |  | (73) | $(8,724)$ |
| Purchase of investments to fund deferred compensation liability |  | (735) | (581) |
| Sale of restricted investments |  | 678 | 15,766 |
| Businesses acquired |  | 0 | $(37,156)$ |
| Net cash used in investing activities |  | $(8,630)$ | $(58,878)$ |
| Cash flows from financing activities: |  |  |  |
| Proceeds from issuance of long-term debt |  | 2,535 | 77,600 |
| Principal payments on long-term debt |  | $(16,284)$ | $(9,042)$ |
| Change in accounts payable-capital expenditures |  | $(2,800)$ | $(2,765)$ |
| Dividends paid |  | $(1,365)$ | $(1,333)$ |
| Common stock issued (purchased) |  | (152) | 509 |
| Net cash provided by (used in) financing activities |  | $(18,066)$ | 64,969 |
| Decrease in cash and cash investments |  | $(1,657)$ | (482) |
| Cash and cash investments at beginning of period |  | 2,312 | 830 |
| Cash and cash investments at end of period | \$ | 655 | 348 |

> CULP, INC. FINANCIAL INFORMATION RELEASE FINANCIAL ANALYSIS JANUARY 31,1999

| FISCAL 98 |  | FISCAL 99 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Q3 | Q1 | Q2 | Q3 | Q4 | LTM |

## INVENTORIES


(1) Expenditures for entire year
(2) Earnings before interest, income taxes, and depreciation \& amortization.
(3) 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"
(6) EBITDA includes capitalized interest and pro forma amounts for acquisitions.

THREE MONTHS ENDED (UNAUDITED)

|  | THREE MONTHS ENDED (UNAUDITED) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amounts |  |  |  | Percent of Total Sales |  |
| Product |  | $\begin{gathered} \text { uary 31, } \\ 1999 \end{gathered}$ | $\begin{gathered} \text { February } \\ 1998 \end{gathered}$ | \% Over (Under) | 1999 | 1998 |
| Category/Business Unit |  |  |  |  |  |  |
| Upholstery Fabrics |  |  |  |  |  |  |
| Culp Decorative Fabrics | \$ | 50,520 | 53,415 | (5.4)\% | 45.1 \% | 45.1 \% |
| Culp Velvets/Prints |  | 34,949 | 44,020 | (20.6)\% | 31.2 \% | 37.2 \% |
|  |  | 85,469 | 97,435 | (12.3)\% | 76.2 \% | 82.3 \% |
| Mattress Ticking |  |  |  |  |  |  |
| Culp Home Fashions |  | 22,536 | 20,261 | 11.2 \% | 20.1 \% | 17.1 \% |
| Yarn |  |  |  |  |  |  |
| Culp Yarn |  | 4,088 | 761 | 437.2 \% | 3.6 \% | 0.6 \% |
|  | \$ | 112,093 | 118,457 | (5.4)\% | 100.0\% | 100.0 \% |

NINE MONTHS ENDED (UNAUDITED)


* U.S. sales were $\$ 88,152$ and $\$ 79,873$ for the third quarter of fiscal 1999 and fiscal 1998, respectively; and $\$ 266,934$ and $\$ 242,123$ for the nine months of fiscal 1999 and fiscal 1998, respectively. The percentage increase in U.S. sales was $10.4 \%$ for the third quarter and an increase of $10.2 \%$ for the nine months.
(Amounts in thousands)
$\qquad$


NINE MONTHS ENDED (UNAUDITED)

|  | Amounts |  |  | Percent of Total Sales |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Geographic Area | $\begin{gathered} \text { January 31, } \\ 1999 \end{gathered}$ | $\begin{gathered} \text { February } \\ 1998 \end{gathered}$ | \% Over (Under) | 1999 | 1998 |
| North America (Excluding USA)\$ | 23, 035 | 22,574 | 2.0 \% | 27.4 \% | 22.9 \% |
| Europe | 14,787 | 22,811 | (35.2)\% | 17.6 \% | 23.1 \% |
| Middle East | 25,071 | 23,452 | 6.9 \% | 29.9 \% | 23.7 \% |
| Far East \& Asia | 15,296 | 23,951 | (36.1)\% | 18.2 \% | 24.3 \% |
| South America | 2,793 | 3,487 | (19.9)\% | 3.3 \% | 3.5 \% |
| All other areas | 3,003 | 2,483 | 20.9 \% | 3.6 \% | 2.5 \% |
| \$ | 83,985 | 98,758 | (15.0)\% | 100.0 \% | 100.0 \% |

International sales, and the percentage of total sales, for each of the last seven fiscal years follows: fiscal 1992-\$37,913 (20\%); fiscal 1993-\$41,471 (21\%); fiscal 1994-\$44,038 (18\%); fiscal 1995-\$57,971 (19\%); fiscal 1996-\$77,397 (22\%) ; fiscal 1997-\$101,571 (25\%); and fiscal 1998-\$137,223 (29\%) International sales for the third quarter represented $21.4 \%$ and $32.6 \%$ for 1999 and 1998, respectively. Year-to-date international sales represented $23.9 \%$ and 29.0\% of total sales for 1999 and 1998, respectively.

Culp, Inc.
SALES BY BUSINESS UNIT - TREND ANALYSIS
1997 vs 1998 vs 1999
Unaudited
(Amounts in thousands)

|  | Fiscal 1997 |  |  |  |  | Fiscal 1998 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Product Category/Business Units | Q1 | Q2 | Q3 | Q4 | TOTAL | Q1 | Q2 | Q3 | Q4 | TOTAL |
| Upholstery Fabrics |  |  |  |  |  |  |  |  |  |  |
| Culp Decorative Fabrics | 38,966 | 45,723 | 39,342 | 43,699 | 167,730 | 39,814 | 56,781 | 53,415 | 60,155 | 210,165 |
| Culp Velvets/Prints | 34,867 | 40,233 | 40,387 | 40,980 | 156,467 | 38,397 | 43,928 | 44,020 | 45,044 | 171,389 |
|  | 73,833 | 85,956 | 79,729 | 84,679 | 324,197 | 78,211 | 100, 709 | 97,435 | 105,199 | 381,554 |
| Mattress Ticking |  |  |  |  |  |  |  |  |  |  |
| Culp Home Fashions | 16,696 | 19,248 | 17,739 | 20,999 | 74,682 | 21,287 | 22,217 | 20,261 | 23,520 | 87,285 |
| Yarn |  |  |  |  |  |  |  |  |  |  |
| Culp Yarn |  |  |  |  |  |  |  |  |  |  |
|  | - | - | - | - | - | - | - | 761 | 7,115 | 7,876 |
|  | 90,529 | 105,204 | 97,468 | 105,678 | 398,879 | 99,498 | 122,926 | 118,457 | 135,834 | 476,715 |

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

| Upholstery Fabrics |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Culp Decorative Fabrics | 18.3 | 12.4 | 0.2 | (4.4) | 5.8 | 2.2 | 24.2 | 35.8 | 37.7 | 25.3 |
| Culp Velvets/Prints | 48.2 | 25.4 | 26.9 | 7.1 | 24.5 | 10.1 | 9.2 | 9.0 | 9.9 | 9.5 |
|  | 30.8 | 18.1 | 12.2 | 0.8 | 14.0 | 5.9 | 17.2 | 22.2 | 24.2 | 17.7 |
| Mattress Ticking |  |  |  |  |  |  |  |  |  |  |
| Culp Home Fashions | 5.1 | 7.4 | 15.3 | 15.5 | 10.8 | 27.5 | 15.4 | 14.2 | 12.0 | 16.9 |
| Yarn |  |  |  |  |  |  |  |  |  |  |
| Culp Yarn | - | - | - | - | - | - | - | 100.0 | 100.0 | 100.0 |
|  | 25.1 | 16.0 | 12.7 | 3.4 | 13.4 | 9.9 | 16.8 | 21.5 | 28.5 | 19.5 |

Overall Growth Rate
$\begin{array}{llllll}\text { Internal (without acquisitions) } & 25.1 & 16.0 & 12.7 & 3.4 & 13.4\end{array}$ External

| 25.1 | 16.0 | 12.7 | 3.4 | 13.4 |
| :---: | :---: | :---: | :---: | :---: |


| 9.9 | 6.6 | 9.2 | 11.6 | 9.3 |
| :---: | :---: | :---: | :---: | :---: |
| - | 10.2 | 12.3 | 16.9 | 10.2 |
| 9.9 | 16.8 | 21.5 | 28.5 | 19.5 |

Culp, Inc.
SALES BY BUSINESS UNIT - TREND ANALYSIS
1997 vs 1998 vs 1999
Unaudited
(Amounts in thousands)


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

```
Upholstery Fabrics Culp Decorative Fabrics Culp Velvets/Prints
```

Mattress Ticking $\begin{array}{lllll}\text { Culp Home Fashions } & 6.3 & 5.7 & 11.2 & 7.7\end{array}$

Yarn
$\begin{array}{lllll}\text { Culp Yarn } & 100.0 & 100.0 & 437.2 & 2,140.6\end{array}$

Overall Growth Rate
Internal (without acquisitions) External

| $\begin{gathered} 29.2 \\ (21.9) \end{gathered}$ | $\begin{gathered} 4.9 \\ (11.8) \end{gathered}$ | $\begin{array}{r} (5.4) \\ (20.6) \end{array}$ | $\begin{gathered} 7.7 \\ (17.9) \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| 4.1 | (2.4) | (12.3) | (4.0) |
| 6.3 | 5.7 | 11.2 | 7.7 |
| 100.0 | 100.0 | 437.2 | 2,140.6 |
| 11.2 | 4.3 | (5.4) | 2.9 |

$==================================$

| (4.6) | (0.9) | (8.5) | (4.6) |
| :---: | :---: | :---: | :---: |
| 15.8 | 5.2 | 3.1 | 7.5 |
| 11.2 | 4.3 | (5.4) | 2.9 |

CULP, INC. FINANCIAL INFORMATION RELEASE

FINANCIAL NARRATIVE
for the three and nine month periods ended January 31, 1999 and February 1, 1998

## INCOME STATEMENT COMMENTS

GENERAL - Net sales decreased $5.4 \%$ to $\$ 112.1$ million, and the company reported net income of $\$ 1.5$ million compared with net income of $\$ 4.0$ million for the third quarter of last year. Net sales for the quarter, excluding Artee Industries, decreased $8.5 \%$ versus the same quarter of last year. Artee Industries was acquired at the beginning of the fourth quarter of fiscal 1998. For the nine months ended January 31, 1999, the company reported net income of $\$ 206,000$, or $\$ .02$ per share, compared with net income of $\$ 11.4$ million, or $\$ 0.88$ per share diluted, in the year-earlier period.

The company continues to emphasize several key competitive strengths:

Broad Product Offering - marketing one of the broadest product lines in the upholstery fabrics and mattress ticking industry. Through its extensive manufacturing capabilities, the company competes in every major category of the industry except leather;

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, and avoiding reliance upon a single customer or small group of dominant customers. No one customer accounted for more than $8 \%$ of net sales during the third quarter of fiscal 1999;

Design Innovation - investing in the design of new patterns and textures. The company's state-of-the-art design center, which opened in January 1998 in Burlington, North Carolina, has enabled most of the company's design resources to be consolidated into one facility which offers advanced CAD systems for the design process;

Vertical Integration - realizing additional manufacturing integration by utilizing the resources now controlled for producing the raw material components used in the manufacture of its products; and

Ability to Integrate Acquisitions - investing in selective acquisitions complementary to existing business units.

NET SALES - Compared with the third quarter of last year, upholstery fabric sales decreased $12.3 \%$ to $\$ 85.5$ million; mattress ticking sales increased $11.2 \%$ to $\$ 22.5$ million; and yarn sales contributed $\$ 4.1$ million for the quarter (See Sales by Business Unit schedule on Page 5 and Sales by Business Unit - Trend Analysis on Page 7). International sales were down 38.0\% for the quarter.

The decline in sales of upholstery fabrics was due principally to a pronounced slowdown in international sales of wet and heat-transfer printed flock fabrics. This trend, which the company believes has also affected other manufacturers of upholstery fabrics, became apparent after the close of fiscal 1998 and has been persistent thus far in fiscal 1999. A large percentage of the company's sales of this product line were being shipped directly or indirectly to customers in the emerging markets of Russia and other former Soviet countries and Eastern Europe. All of these areas are generally experiencing very weak economic conditions which, in turn, have affected demand for furniture and other home furnishings. The company has significantly curtailed production schedules for these fabrics and has shifted its marketing focus for this product category to geographic areas where demand is more favorable. The company is seeking to build a diversified geographic base of customers internationally to minimize the exposure to economic uncertainties in any single geographic area.

The increased sales over the prior year by Culp Home Fashions during the third quarter marked a continuation of the longer-term expansion that this business unit has experienced. Culp's growth in these sales has been driven by the introduction of new designs and fabric constructions as well as the advantages of the company's vertical integration. In particular, Culp's ability to manufacture the jacquard greige, or unfinished, goods that are then printed to produce mattress ticking has aided the company in meeting faster delivery schedules and providing improved overall customer service.

GROSS PROFIT - Gross profit declined $8.2 \%$ for the quarter versus a year ago. The decline was due principally to lower margins at the Culp Decorative Fabrics and Culp Velvets/Prints units. Factors contributing to reduced profitability of Culp Decorative Fabrics include lower-than-expected sales and competitive pressure on pricing, especially in the jacquard product category. The lower gross profit at Culp Velvets/Prints was due to the sharp decline in international sales of printed flock fabrics. Although this business unit has taken substantial steps to reduce operating expenses, it continued to be affected by excess manufacturing capacity and lower absorption of fixed costs during the third quarter.

To help offset the pressure on gross margins, the company has instituted a number of actions. A major change involved a reorganization from six to four business units during the first quarter. This new corporate alignment grouped related operations together and was accompanied by several changes in managerial positions. Steps underway to improve profitability that are related to this realignment include a significant reduction in the capacity for manufacturing printed flock fabrics, comprehensive programs to reduce inventories and an intense effort to reduce operating expenses and raise productivity.

S,G\&A EXPENSES - S,G\&A expenses for the third quarter rose as a percentage of sales to $12.6 \%$ from $11.1 \%$ for the same period of last year. This increase was due principally to the shortfall in sales from the volume that the company had planned to support. The increase in absolute dollars from a year ago resulted from the Artee acquisition, increased costs in sampling new product and higher costs for credit expenses.

INTEREST EXPENSE - Interest expense increased $5.9 \%$ compared with the year-earlier quarter due to higher average borrowings outstanding. The increased borrowings related principally to the acquisition during fiscal 1998 of Artee Industries and the relatively high level of capital expenditures in fiscal 1998.

OTHER EXPENSE (INCOME), NET - Other expense (income) of $\$ 492,000$ was comparable with the year-earlier quarter.

INCOME TAXES - The effective tax rate for the quarter was 32.9\% compared with $22.2 \%$ for the prior year. The lower tax rate in the prior year resulted from higher than expected tax benefits related to the company's foreign sales corporation ("FSC").

EBITDA - EBITDA for the quarter decreased to $\$ 9.5$ million from $\$ 11.4$ million for last year's third quarter and represented $8.5 \%$ of net sales compared with $9.6 \%$ of net sales for the same period of last year.

## CULP, INC. FINANCIAL INFORMATION RELEASE

FINANCIAL NARRATIVE
for the three and nine month periods ended January 31, 1999 and February 1, 1998

## BALANCE SHEET COMMENTS

WORKING CAPITAL - Accounts receivable decreased 13.7\% from February 1, while sales decreased $5.4 \%$ for the third quarter. Days sales outstanding represented 47 days, down from 52 days at February 1, 1998 and from 49 days at May 3, 1998. Additionally, the aging of accounts receivable was $94.1 \%$ current and less than 30 days past due versus $94.1 \%$ at February 1, 1998. Inventories decreased 7.8 \% from February 1, 1998, and inventory turns were 5.2 versus 5.4 for last year's third quarter. The inventory decrease is due to a decrease in upholstery fabric inventories. Operating working capital (comprised of accounts receivable, inventory and accounts payable) decreased to $\$ 106.5$ million at January 31, 1999, for the reasons mentioned above, from $\$ 112.2$ million at February 1, 1998. The balance at May 3, 1998 was $\$ 115.2$ million.

PROPERTY, PLANT AND EQUIPMENT - For fiscal 1999, the company has significantly reduced its planned capital spending to $\$ 10-\$ 15$ million as compared with $\$ 35.9$ million spent in fiscal 1998. Culp is focused instead on improving the results of the investments made during fiscal 1997 and fiscal 1998. The two largest projects that are currently underway for fiscal 1999 are: (a) completion of the polypropylene yarn extrusion expansion, which began in early fiscal 1998; and (b) building expansions in the Culp Home Fashions business unit to accommodate growth in the company's sales of mattress ticking. Depreciation for fiscal 1999 is currently estimated to be approximately $\$ 19$ million.

LONG-TERM DEBT - The company's funded debt-to-capital ratio was $51.5 \%$ at January 31, 1999, down from $53.7 \%$ at February 1, 1998 and from $53.5 \%$ at May 3, 1998. Funded debt was $\$ 138.5$ million at January 31, 1999, down from $\$ 141.2$ million at February 1, 1998 and from $\$ 151.6$ million at May 3, 1998. (Funded debt equals long-term debt, including current maturities, less restricted investments, which represent unspent IRB funds). The decrease in funded debt from May 3, 1998 resulted primarily from an operating cash flow of $\$ 25.0$ million, offset by capital expenditures of $\$ 8.5$ million and a decrease in accounts payable related to capital expenditures of $\$ 2.8$ million.


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

