## SECURITIES AND EXCHANGE COMMISSION

 Washington, D.C. 20549Form 8-K
CURRENT REPORT
Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported) February 9, 1996
CULP, INC.
(Exact name of registrant as specified in its charter)
North Carolina

$$
0-12781
$$

56-1001967
(State or other jurisdiction of incorporation)
(Commission File No.) (IRS Employer 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)


## Item 5. Other Events

See Press Release (attached) dated February 9, 1996 related to third quarter earnings for the period ended January 28, 1996.

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.
(Registrant)

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

By: Stephen T. Hancock
Stephen T. Hancock General Accounting Manager

## CULP REPORTS 15\% HIGHER THIRD QUARTER NET INCOME

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NINE-MONTHS RESULTS REFLECT INCREASED SALES AND EARNINGS

HIGH POINT, North Carolina (February 9, 1996) - Culp, Inc. (Nasdaq/NM:CULP) today reported higher sales and earnings for the third fiscal quarter ended January 28, 1996.

Net sales for the quarter increased $11 \%$ to $\$ 86.5$ million compared with $\$ 77.8$ million a year ago. Net income for the quarter rose $15 \%$ to $\$ 2.4$ million, or $\$ 0.22$ per share, compared with $\$ 2.1$ million, or $\$ 0.19$ per share, in the third quarter of fiscal 1995.

The gains for the third quarter brought net sales for the first nine months to $\$ 249.5$ million, up $12 \%$ from $\$ 222.6$ million in the first nine months of fiscal 1995. Net income for the first nine months rose $9 \%$ to $\$ 6.9$ million, or $\$ 0.62$ per share, up from $\$ 6.4$ million, or $\$ 0.57$ per share, in the year-earlier period.

Commenting on the results, Robert G. Culp, III, Chief Executive Officer, said, "The growth reflected in Culp's results for the third quarter clearly indicate the value of our strategic initiatives to broaden the company's customer base. In particular, the success of our accelerated marketing plan to increase exports complemented the moderate growth we have experienced thus far this fiscal year in demand from U.S.-based manufacturers of home furnishings. As in the first half, a contribution from Rayonese Textile, which was acquired during the fourth quarter of fiscal 1995, helped our overall corporate results during the third quarter."

Culp remarked, "Based on the trends at mid-year, we had expected to face a tough environment for growth during the third and fourth quarters. Continuing uncertainty about the outlook for consumer spending remains a factor affecting our business because of the caution with which retailers and manufacturers are controlling inventories. The current level of interest rates certainly presents an encouraging sign regarding purchases of furniture over

CULP Reports Third Quarter Results
Page 2
February 9, 1996
the next several quarters, but the more important factors driving demand will be consumer sentiment and confidence in the economy."
"Our ability to capture an increasing share of business from overseas customers reflects the appeal of our designs as well as the cost competitiveness of our fabrics. European manufacturers account for the largest share of Culp's exports, but we are experiencing rapid growth in shipments to other geographic areas including the Middle East and Asia. We are finding increasing interest from manufacturers outside the United States in our entire product line, but shipments of upholstery fabrics to overseas accounts have been the primary factor accounting for our growth in exports this fiscal year."

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 (UNAUDITED) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amounts |  |  | Percent of Sales |  |
|  | $\begin{gathered} \text { January } 28, \\ 1996 \end{gathered}$ | $\begin{gathered} \text { January } 29, \\ 1995 \end{gathered}$ | \% Over (Under) | 1996 | 1995 |
| Net sales | 86,476 | 77,791 | 11.2 \% | 100.0 \% | 100.0 \% |
| Cost of sales | 71,447 | 64,785 | 10.3 \% | 82.6 \% | 83.3 \% |
| Gross profit | 15,029 | 13,006 | 15.6 \% | 17.4 \% | 16.7 \% |
| Selling, general and administrative expenses | 9,639 | 8,295 | 16.2 \% | 11.1 \% | 10.7 \% |
| Income from operations | 5,390 | 4,711 | 14.4 \% | 6.2 \% | 6.1 \% |
| Interest expense | 1,279 | 1,120 | 14.2 \% | 1.5 \% | 1.4 \% |
| Interest income | 0 | (14) | (100.0) \% | 0.0 \% | (0.0) \% |
| Other expense (income), net | 266 | 245 | 8.6 \% | 0.3 \% | 0.3 \% |
| Income before income taxes | 3,845 | 3,360 | 14.4 \% | 4.4 \% | 4.3 \% |
| Income taxes * | 1,430 | 1,260 | 13.5 \% | 37.2 \% | 37.5 \% |
| Net income | $2,415$ | 2,100 | 15.0 \% | 2.8 \% | 2.7 \% |
| Average shares outstanding | 11,232 | 11,205 | 0.2 \% |  |  |
| Net income per share | \$0.22 | \$0.19 | 15.8 \% |  |  |
| Dividends per share | \$0.0275 | \$0.025 | 10.0 \% |  |  |

NINE MONTHS ENDED (UNAUDITED)

|  | Amounts |  | Percent of Sales |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { January } 28, \\ 1996 \end{gathered}$ | $\begin{gathered} \text { January } 29, \\ 1995 \end{gathered}$ | \% Over <br> (Under) | 1996 | 1995 |
| Net sales | 249,505 | 222,585 | 12.1 \% | 100.0 \% | 100.0 \% |
| Cost of sales | 206,171 | 184,306 | 11.9 \% | 82.6 \% | 82.8 \% |
| Gross profit | 43,334 | 38,279 | 13.2 \% | 17.4 \% | 17.2 \% |
| Selling, general and administrative expenses | 27,768 | 24,227 | 14.6 \% | 11.1 \% | 10.9 \% |
| Income from operations | 15,566 | 14,052 | 10.8 \% | 6.2 \% | 6.3 \% |
| Interest expense | 3,964 | 3,341 | 18.6 \% | 1.6 \% | 1.5 \% |
| Interest income | 0 | (61) | (100.0) \% | 0.0 \% | (0.0) \% |
| Other expense (income), net | 592 | 612 | (3.3) \% | 0.2 \% | 0.3 \% |
| Income before income taxes | 11,010 | 10,160 | 8.4 \% | 4.4 \% | 4.6 \% |
| Income taxes * | 4,080 | 3,810 | 7.1 \% | 37.1 \% | 37.5 \% |
| Net income | 6,930 | 6,350 | 9.1 \% | 2.8 \% | 2.9 \% |
| Average shares | 11,218 | 11,203 | 0.1 \% |  |  |
| Net income per share | \$0.62 | \$0.57 | 8.8 \% |  |  |
| Dividends per share | \$0.0825 | \$0.075 | 10.0 \% |  |  |

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

CONSOLIDATED BALANCE SHEETS
JANUARY 28, 1996, JANUARY 29, 1995 AND APRIL 30, 1995

## (Unaudited, Amounts in Thousands)

## Increase



[^1]Amounts
January 28, January $\begin{array}{cc}\text { January 28, January } 29 \\ 1996 & 1995\end{array}$
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## CULP, INC. FINANCIAL INFORMATION RELEASE

|  | FISCAL 95 |  |  | FISCAL 96 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Q3 | Q1 | Q2 | Q3 |  |  |

INVENTORIES
Inventory turns 6.0
RECEIVABLES
Days sales in receivables 44
Percent current \&
less than 30
days past due
(Trade only) 98.9\%
.9\% $97.0 \%$
98. 2\%
99.0\%

WORKING CAPITAL

| Current ratio | 2.1 | 2.0 | 2.1 |
| :--- | :---: | :---: | :---: |
| Working capital | 5.5 | 5.4 | 5.3 |
| turnover |  |  | 5.9 |
| Working capital | $\$ 46,399$ | $\$ 45,069$ | $\$ 46,373$ |
| Working capital as a \% of sales | $14.9 \%$ | $15.6 \%$ | $12.8 \%$ |

PROPERTY, PLANT \& EQUIPMENT
Depreciation
Percent property, plant \& equipment are depreciated
Capital expenditures
$9.2 \%$
$45.0 \%$
$\$ 18,058$
$8.9 \%$
$44.9 \%$
$\$ 3,006$
8.9\%
8.9\%
$46.7 \%$
$\$ 2,084$
48. $0 \%$

ITY
PROFITABILITY

| Net profit margin | 2.7\% | 2.1\% | 3.3\% | 2.8\% |
| :---: | :---: | :---: | :---: | :---: |
| Gross profit margin | 16.7\% | 16.9\% | 17.8\% | 17.4\% |
| Operating income margin | 6.1\% | 5.2\% | 7.1\% | 6.2\% |
| SG \& A expenses/net sales | 10.7\% | 11.7\% | 10.7\% | 11.1\% |
| Return on beginning |  |  |  |  |
| capital employed | 6.9\% | 4. $2 \%$ | 8.3\% | 6.7\% |
| Return on beginning equity | 13.4\% | 8.5\% | 16.8\% | 13.5\% |
| Earnings per share | \$0.19 | \$0.14 | \$0.27 | \$0.22 |
| (3) |  |  |  |  |
| Interest \& dividend coverage | 3.2 | 2.3 | 3.7 | 3.2 |
| Total liabilities/equity | 160.1\% | 165.4\% | 166.0\% | 154.7\% |
| Long-term debt/equity | 93.9\% | 93.2\% | 86.4\% | 87.7\% |
| Funded debt/equity | 102.9\% | 109.1\% | 101.8\% | 102.6\% |
| Funded debt/capital employed | 50.7\% | 52.2\% | 50.4\% | 50.6\% |
| Funded debt | \$70,209 | \$79,217 | \$76,692 | \$79,667 |
| Funded debt/EBITDA (LTM) | 2.26 | 2.42 | 2.27 | 2.29 |
| Book value per share | \$6.09 | \$6.48 | \$6.72 | \$6.89 |
| Employees at quarter end | 2,656 | 2,773 | 2,847 | 2,886 |
| Sales per employee (annualized) | \$118, 000 | \$105, 000 | \$129, 000 | \$121, 000 |
| Capital employed (3) | \$138, 460 | \$151, 841 | \$152,043 | \$157, 290 |
| Effective income tax rate | 37.5\% | 35.3\% | 37.8\% | 37.2\% |
| EBITDA (2) | \$7,523 | \$6,852 | \$9,494 | \$8,450 |
| EBITDA/net sales | 9.8\% | 9.5\% | 10.5\% | 9.8\% |

(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.

## CULP, INC. FINANCIAL INFORMATION RELEASE

SALES BY BUSINESS UNIT
FOR THREE MONTHS AND NINE MONTHS ENDED JANUARY 28, 1996 AND JANUARY 29, 1995
(AMOUNTS IN THOUSANDS)

THREE MONTHS ENDED (UNAUDITED)


[^2]CULP, INC. FINANCIAL INFORMATION RELEASE
EXPORT AND FOREIGN SALES BY GEOGRAPHIC AREA FOR THREE MONTHS AND NINE MONTHS ENDED JANUARY 28, 1996 AND JANUARY 29, 1995
(AMOUNTS IN THOUSANDS)


* Includes Rayonese shipments of $\$ 1,910$ for the three months and $\$ 5,732$ for the nine months. The percent increase in sales without rayonese was $15.1 \%$ for the three months and $16.6 \%$ for the nine months.

Culp, Inc.
SALES BY BUSINESS UNIT - TREND ANALYSIS
1994 VS 1995 VS 1996
(Amounts in thousands)

| Business Units | $\begin{gathered} \text { Fiscal } \\ \text { Q1 } \end{gathered}$ | $\begin{array}{r} 1994 \\ \text { Q2 } \end{array}$ | Q3 | Q4 | TOTAL | $\begin{gathered} \text { Fiscal } \\ \text { Q1 } \end{gathered}$ | $\begin{array}{r} 1995 \\ \text { Q2 } \end{array}$ | Q3 | Q4 | TOTAL | $\begin{gathered} \text { Fiscal } \\ \text { Q1 } \end{gathered}$ | $\begin{array}{r} 1996 \\ \text { Q2 } \end{array}$ | Q3 | Q4 | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Upholstery Fabrics |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Flat Wovens |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Culp Textures | 17,444 | 20,073 | 19,673 | 21,127 | 78,317 | 19,613 | 22,834 | 20,940 | 21,738 | 85,125 | 17,584 | 22,715 | 20,685 |  | 60,984 |
| Rossville/Chromat | 17x 0 | 0 | 14,330 | 16,717 | 31,047 | 15,140 | 15,758 | 16,397 | 16,470 | 63,765 | 15,358 | 17,960 | 18,567 |  | 51,885 |
|  | 17,444 | 20,073 | 34,003 | 37,844 | 109,364 | 34,753 | 38,592 | 37,337 | 38,208 | 148,890 | 32,942 | 40,675 | 39,252 |  | 112,869 |
| Velvets/Prints | 20,888 | 24,518 | 23,714 | 27,916 | 97,036 | 20,644 | 26,439 | 28,307 | 31,413 | 106,803 | 23,523 | 32,081 | 31,836 |  | 87,440 |
|  | 38,332 | 44,591 | 57,717 | 65,760 | 206,400 | 55,397 | 65,031 6 | 65,644 | 69,621 | 255,693 | 56,465 | 72,756 | 71,088 |  | 200,309 |
| Mattress Ticking | 8,251 | 9,395 | 9,531 | 11,472 | 38,649 | 10,952 | 13,414 | 12,147 | 15,820 | 52,333 | 15,892 | 17,916 | 15,388 |  | 49,195 |
|  | 46,583 | 53,986 | 67,248 | 77,232 | 245,049 | 66,349 | 78,445 | 77,791 | 85,441 | 308,026 | 72,357 | 90,672 | 86,476 |  | 249,505 |

## Business Units

Percent increase(decrease) from prior year:

| Upholstery Fabrics Flat Wovens |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Culp Textures | (6.5) | (5.2) | 3.8 | 0.3 | (1.9) | 12.4 | 13.8 | 6.4 | 2.9 | 8.7 | (10.3) | (0.5) | (1.2) | (3.8) |
| Rossville/Chroma | N/A | N/A | N/A | N/A | N/A | 100.0 | 100.0 | 14.4 | (1.5) | 105.4 | 1.4 | 14.0 | 13.2 | 9.7 |
|  | (6.5) | (5.2) | 79.4 | 79.7 | 37.0 | 99.2 | 92.3 | 9.8 | 1.0 | 36.1 | (5.2) | 5.4 | 5.1 | 2.0 |
| Velvets/Prints | 7.4 | 16.5 | 10.0 | 8.3 | 10.5 | (1.2) | 7.8 | 19.4 | 12.5 | 10.1 | 13.9 | 21.3 | 12.5 | 16.0 |
|  | 0.6 | 5.7 | 42.5 | 40.4 | 23.1 | 44.5 | 45.8 | 13.7 | 5.9 | 23.9 | 1.9 | 11.9 | 8.3 | 7.7 |
| Mattress Ticking | 7.5 | 10.4 | 27.6 | 21.2 | 16.7 | 32.7 | 42.8 | 27.4 | 37.9 | 35.4 | 45.1 | 33.6 | 26.7 | 34.7 |
|  | 1.7 | 6.4 | 40.2 | 37.2 | 22.0 | 42.4 | 45.3 | 15.7 | 10.6 | 25.7 | 9.1 | 15.6 | 11.2 | 12.1 |

## UULP, INC. FINANCIAL INFORMATION RELEASE

FINANCIAL NARRATIVE
for the three and nine months period ended January 28, 1996

## INCOME STATEMENT COMMENTS

GENERAL - The company is pleased to report solid sales and profit gains for its third fiscal quarter in spite of a) the continued significant sales weakness in the U. S. retail furniture and bedding industries and b) the raw material price increases which the company has received over the last year. This quarter's performance marks the thirteenth consecutive quarter of record earnings and the eleventh consecutive quarter of record sales. Additionally, for the first nine months, the company achieved a return on shareholders' equity of 12.9\%.

The company attributes this successful record to, among other things, two key growth strategies: (1) a focus on markets, other than U.S. Residential Furniture, such as Bedding, Export, Contract and Home Textiles, in order to reduce our dependency on one cyclical and geographical 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 months.
o NET SALES - Upholstery fabric sales increased 8.3\% to \$71.1 million and mattress ticking sales increased $26.7 \%$ to $\$ 15.4$ million for the quarter in comparison to the same quarter of last year. (See Sales by Business Unit chedule on page 5 and Sales by Business Unit - Trend Analysis on page 7.) Three of our four business units reported substantial sales gains for the quarter: Mattress Ticking - up 26.7\%; Velvets/Prints - up 12.5\%; and Rossville/Chromatex up 13.2\%, while our Culp Textures business unit reported essentially flat results. The percent of sales gain for Rossville/Chromatex and Culp Textures represent sharp improvement over the first half's sales comparisons. Comments on current backlogs and incoming order rates versus last year are as follows: Mattress Ticking - up slightly; Culp Textures - flat, with strength in the jacquard product line and weakness in the dobby line; Rossville/Chromatex - up moderately with strength in both dobby and jacquard product lines; and Velvets/Prints - up moderately, with strength in the wet prints, heat-transfer prints and woven velvet product lines. The results of the Velvets/Prints business unit were substantially improved from the third quarter and first nine months of last year. The company instituted an "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 $\$ 1.9$ million, were up $28.0 \%$ for the quarter, with particular strength in the Middle East and the Far East and Asia. The majority of the export growth is coming from the Culp Textures and Rossville/Chromatex business units, with particular strength in the jacquard product lines. The company is enjoying increasing success in marketing its upholstery fabric products internationally. We are encouraged by our growing customer base throughout the world and the increasing percentage that our Culp Textures and Rossville/Chromatex product lines represent of our total export shipments. Offsetting somewhat these positive trends, however, export shipments of mattress ticking are off considerably. The weakness resulted principally from lower shipments to Mexico and Brazil. The overall outlook for export sales gains remains good.

The U.S. bedding and home textiles (particularly "top of the bed") markets have softened significantly since early August. This retail weakness has resulted in a somewhat slower rate of growth in our mattress ticking business unit, which includes Rayonese. The company believes this softness is temporary and that business conditions will turn more positive in early 1996.
o GROSS PROFIT - The gross profit increase of $15.6 \%$ for the quarter reflects a significant gain in Velvets/Prints and a moderate gain in Culp Textures. These increases were partially offset by a slight decrease in Rossville/Chromatex. The company's margins, in all business units, are being affected by the significant price increases in its raw materials over the last year. The company has been unable to pass along all of the cost increases it has received. For the near term (fourth quarter), the company is expecting gross profit gains in all of its business units, with strongest gains in Velvets/Prints.
o S,G \& A EXPENSES - S,G\&A expenses for the quarter were up as a percentage of sales to $11.1 \%$ from $10.7 \%$. This increase is due to higher marketing and design expenses during this quarter.
o INTEREST EXPENSE - The increase for the quarter is due to additional
borrowings related to the Rayonese acquisition, capital expenditures and higher levels of working capital necessary to support sales growth.
o EBITDA - EBITDA for the quarter increased $\$ 927,000$, or $12.3 \%$, from last year's third quarter, and represented $9.8 \%$ of net sales compared with $9.8 \%$ of net sales last year.

## BALANCE SHEET COMMENTS

o WORKING CAPITAL - The increase in inventories over fiscal year end is
attributable to higher raw material inventories, which are being reduced during the balance of our fiscal year. The company has made excellent progress in reducing finished goods inventory in the last three quarters, with a $5 \%$ decrease from fiscal year end and a $10 \%$ decrease from third quarter of last year. This is particularly noteworthy because the company has historically built finished goods inventory during the first half of its fiscal year.
o PROPERTY, PLANT AND EQUIPMENT - For fiscal 1996, the company has increased its capital spending plans from $\$ 11.0$ million to $\$ 15.5$ million due to accelerating two projects previously scheduled for fiscal 1997. The projects, scheduled to be completed during April and May 1996, involve expanding the company's production capacity for its jacquard and wet prints product lines. These new projects will have the capacity to generate an estimated $\$ 25.0$ million in annual sales on a full utilization basis. Depreciation expense for fiscal 1996 is expected to approximate $\$ 13.5$ million. For fiscal 1997, the company believes its capital spending will be in the range of $\$ 10$ to $\$ 13$ million.
o LONG-TERM DEBT - At January 28, 1996, the company had $\$ 15.7$ million in IRB borrowings, $\$ 20.5$ million in borrowings under its revolving credit facility, $\$ 37.0$ 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 $\$ 11.6$ million includes: $\$ 6.0$ million repayment of the term loan, $\$ 100,000$ repayment of IRBs and the entire amount of the convertible note payable because the note is callable by the holder, beginning March 6, 1996. The convertible note has been called and the company plans to repay the note during March 1996 with funds from the company's bank credit facilities. With its interest rate swap agreements totalling $\$ 25.0$ million, the company has effectively "fixed" $43 \%$ of its bank borrowings ( $\$ 57.5$ million) at a weighted average interest rate of $7.1 \%$. The company's funded debt to capital ratio was $50.6 \%$, at January 28, 1996, down from $50.7 \%$ at January 29, 1995.


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

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

[^2]:    * Includes Rayonese shipments of $\$ 1,910$ for the three months and $\$ 5,732$ for the nine months. The percent increase in sales without rayonese was $11.0 \%$ for the three months and 19.1\% for the nine months

