## 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

Date of Report (Date of earliest event reported) June 2, 1999
CULP, INC.
(Exact name of registrant as specified in its charter)

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

of incorporation)
56-1001967
(IRS Employer 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 June 2, 1999, related to the fiscal 1999 fourth quarter ended May 2, 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.

HIGH POINT, N. C. (June 2, 1999) -- Culp, Inc. (NYSE:CFI) today reported sales and earnings for the fourth quarter and fiscal year ended May 2, 1999.

Net sales for the quarter totaled $\$ 132.2$ million compared with $\$ 135.8$ million a year ago. Net income for the quarter was $\$ 2.9$ million, or $\$ 0.23$ per share diluted, compared with $\$ 4.2$ million, or $\$ 0.31$ per share diluted, in the fourth quarter of fiscal 1998.

For the year, net sales increased to $\$ 483.1$ million compared with $\$ 476.7$ million in fiscal 1998. Net income for the year was $\$ 3.1$ million, or $\$ 0.24$ per share diluted, compared with $\$ 15.5$ million, or $\$ 1.19$ per share diluted, in fiscal 1998.
"The results for the fourth quarter signal a solid continuation of the improvement that began earlier this year as a result of our organizational restructuring," said Robert G. Culp, III, chief executive officer. "Although earnings for both the final period and full year were lower than a year ago, the quarterly pattern for fiscal 1999 as a whole was encouraging. Strategic acquisitions and a high level of capital expenditures over the past several years significantly upgraded and expanded our marketing resources. During fiscal 1999 we took steps to capitalize on these assets more effectively. Aided by managerial changes and a realignment of our operating units, we are successfully building stronger working relationships with existing customers. We believe this is a vital focus for Culp because of the continuing consolidation that is occurring in the home furnishings industry. At the same time, we are pursuing opportunities internationally to broaden our sales base. Economic difficulties in several important export markets for our fabrics adversely affected our results in fiscal 1999, but we believe that the longer term potential for Culp internationally remains positive."

Commenting on the company's ongoing stock repurchase program, Culp noted, "Over the past year, we have invested $\$ 5.5$ million to repurchase the company's common stock. We currently have authorization from the Board of Directors to invest an additional $\$ 4.5$ million in this program. We are pleased that Culp's financial position is enabling us to execute this program and believe that the repurchase of our shares at attractive market levels will prove to be a sound investment of the company's capital."

Culp concluded, "Initial indications are that the momentum from fiscal 1999 is carrying over into the current year. The traditional economic factors that drive demand for furniture and bedding, such as employment levels, mortgage rates and consumer confidence, appear favorable. We believe this outlook favors Culp, but recognize that our ability to maintain the improvement in our bottom-line performance depends on the day-to-day delivery of consistently high customer service."

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 Months Ended
May 2, $1999 \quad$ May 3, 1998

| May 2, 1999 |  | May 3, 1998 |  |
| :---: | :---: | :---: | :---: |
| \$ | 483, 084, 000 | \$ | 476,715, 000 |
|  | 3,102, 000 |  | 15,513, 000 |
| \$ | 0.24 | \$ | 1.22 |
| \$ | 0.24 | \$ | 1.19 |
|  | 12,909, 000 |  | 12,744,000 |
|  | 13, 064, 000 |  | 13, 042, 000 |

This release 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.

CULP, INC. FINANCIAL INFORMATION RELEASE
CONSOLIDATED STATEMENTS OF INCOME
FOR THE THREE MONTHS AND TWELVE MONTHS ENDED MAY 2, 1999 AND MAY 3, 1998
(Amounts in Thousands, Except for Per Share Data)
THREE MONTHS ENDED (UNAUDITED)

|  | Amounts |  |  | Percent of Sales |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 2, 1999 | May 3, 1998 | \% Over (Under) | 1999 | 1998 |
| Net sales \$ | 132,165 | 135,834 | (2.7) \% | 100.0 \% | 100.0 \% |
| Cost of sales | 109,324 | 112,644 | (2.9) \% | 82.7 \% | 82.9 \% |
| Gross profit | 22,841 | 23,190 | (1.5) \% | 17.3 \% | 17.1 \% |
| Selling, general and administrative expenses | 15,921 | 15,277 | 4.2 \% | 12.0 \% | 11.2 \% |
| Income from operations | 6,920 | 7,913 | (12.5) \% | 5.2 \% | 5.8 \% |
| Interest expense | 2,482 | 1,837 | 35.1 \% | 1.9 \% | 1.4 \% |
| Interest income | (113) | (69) | 63.8 \% | (0.1)\% | (0.1)\% |
| Other expense (income), net | 546 | 753 | (27.5) \% | 0.4 \% | 0.6 \% |
| Income before income taxes | 4,005 | 5,392 | (25.7) \% | 3.0 \% | 4.0 \% |
| Income taxes * | 1,109 | 1,236 | (10.3) \% | 27.7 \% | 22.9 \% |
| Net income \$ | 2,896 | 4,156 | (30.3) \% | 2.2 \% | 3.1 \% |
| Net income per share | \$0.23 | \$0.32 | (28.1) \% |  |  |
| Net income per share, assuming dilution | \$0.23 | \$0.31 | (25.8) \% |  |  |
| Dividends per share | \$0.035 | \$0.035 | 0.0 \% |  |  |
| Average shares outstanding | 12,645 | 12,993 | (2.7) \% |  |  |
| Average shares outstanding, assuming dilution | 12,742 | 13,284 | (4.1) \% |  |  |

TWELVE MONTHS ENDED

|  | Amou |  |  | Percent |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 2, 1999 | May 3, 1998 | \% Over (Under) | 1999 | 1998 |
| Net sales \$ | 483, 084 | 476,715 | 1.3 \% | 100.0 \% | 100.0 \% |
| Cost of sales | 406,976 | 393,154 | 3.5 \% | 84.2 \% | 82.5 \% |
| Gross profit | 76,108 | 83,561 | (8.9)\% | 15.8 \% | 17.5 \% |
| Selling, general and administrative expenses | 59,968 | 52,987 | 13.2 \% | 12.4 \% | 11.1 \% |
| Income from operations | 16,140 | 30,574 | (47.2)\% | 3.3 \% | 6.4 \% |
| Interest expense | 9,615 | 7,117 | 35.1 \% | 2.0 \% | 1.5 \% |
| Interest income | (195) | (304) | (35.9)\% | (0.0)\% | (0.1)\% |
| Other expense (income), net | 2,412 | 1,912 | 26.2 \% | 0.5 \% | 0.4 \% |
| Income before income taxes | 4,308 | 21,849 | (80.3)\% | 0.9 \% | 4.6 \% |
| Income taxes * | 1,206 | 6,336 | (81.0)\% | 28.0 \% | 29.0 \% |
| Net income \$ | 3,102 | 15,513 | (80.0)\% | 0.6 \% | 3.3 \% |
| Net income per share | \$0.24 | \$1.22 | (80.3)\% |  |  |
| Net income per share, assuming dilution | \$0.24 | \$1.19 | (79.8)\% |  |  |
| Dividends per share | \$0.14 | \$0.14 | 0.0 \% |  |  |
| Average shares outstanding | 12,909 | 12,744 | 1.3 \% |  |  |
| Average shares outstanding, assuming dilution | 13,064 | 13,042 | 0.2 \% |  |  |

[^0]CULP, INC. FINANCIAL INFORMATION RELEASE
CONSOLIDATED BALANCE SHEETS
MAY 2, 1999 AND MAY 3, 1998
(Amounts in Thousands)

| Amounts |  |  | Increase (Decrease) |
| :---: | :---: | :---: | :---: |
| May 2, | May 3, | Dollars | Percent |
| 1999 | 1998 | Dollars | Percent |

Current assets
Cash and cash investments
Accounts receivable
Inventories
Other current assets
Total current assets
Restricted investments
Property, plant \& equipment, net Goodwill
Other assets

Total assets

| \$ | 509 | 2,312 | $(1,803)$ | (78.0) | \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 70,503 | 73,773 | $(3,270)$ | (4.4) | \% |
|  | 67,070 | 78,594 | $(11,524)$ | (14.7) | \% |
|  | 9,633 | 7,808 | 1,825 | 23.4 | \% |
|  | 147,715 | 162,487 | $(14,772)$ | (9.1) | \% |
|  | 3,340 | 4, 021 | (681) | (16.9) | \% |
|  | 123,310 | 128,805 | $(5,495)$ | (4.3) | \% |
|  | 51, 269 | 55,162 | $(3,893)$ | (7.1) | \% |
|  | 4,978 | 4,340 | 638 | 14.7 | \% |
| \$ | 330,612 | 354, 815 | $(24,203)$ | (6.8) |  |

Current liabilities
Current maturities of long-term debt Accounts payable
Accrued expenses
Income taxes payable
Total current liabilities
Long-term debt
Deferred income taxes
Total liabilities
Shareholders' equity
Total liabilities and shareholders' equity

Shares outstanding

| \$ | 1,678 | 3,325 | $(1,647)$ | (49.5) | \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 25,687 | 37,214 | $(11,527)$ | (31.0) | \% |
|  | 21,026 | 17,936 | 3,090 | 17.2 | \% |
|  | 0 | 1,282 | $(1,282)$ | (100.0) | \% |
|  | 48,391 | 59,757 | $(11,366)$ | (19.0) | \% |
|  | 140,312 | 152,312 | $(12,000)$ | (7.9) | \% |
|  | 14,583 | 11,227 | 3,356 | 29.9 | \% |
|  | 203,286 | 223,296 | $(20,010)$ | (9.0) | \% |
|  | 127,326 | 131,519 | $(4,193)$ | (3.2) | \% |
| \$ | 330,612 | 354,815 | $(24,203)$ | (6.8) |  |
|  | 12,079 | 13,007 | (928) | (7.1) | \% |

Cash flows from operating activities:

Net income
Adjustments to reconcile net income to net cash provided by operating activities:

## Depreciation

Amortization of intangible assets
Provision for deferred income taxes
Changes in assets and liabilities, net of effects of businesses acquired:
Accounts receivable
Inventories
Other current assets
Other assets
Accounts payable
Accrued expenses
Income taxes payable
Net cash provided by operating activities
Cash flows from investing activities
Capital expenditures
Purchases of restricted investments
Purchase of investments to fund deferred compensation liability
Sale of restricted investments
Payments for businesses acquired
Net cash used in investing activities
Cash flows from financing activities:
Proceeds from issuance of long-term debt
Principal payments on long-term debt
Change in accounts payable-capital expenditures
Dividends paid
Payments to acquire common stock
Proceeds from common stock issued
Net cash provided by (used in) financing activities

Increase (decrease) in cash and cash investments
Cash and cash investments at beginning of period
\$


| 3,102 | 15,513 |
| :---: | :---: |
| 18,549 | 14,808 |
| 1,570 | 1,371 |
| 1,064 | 1,416 |
| 3,133 | $(13,207)$ |
| 12,124 | $(17,684)$ |
| 522 | (660) |
| (106) | (380) |
| $(8,893)$ | 6,477 |
| 2,736 | 1,506 |
| $(1,282)$ | (298) |
| 32,519 | 8,862 |
| $(10,689)$ | $(35,879)$ |
| (119) | $(8,770)$ |
| (735) | (581) |
| 800 | 15,767 |
| 0 | $(42,966)$ |
| $(10,743)$ | $(72,429)$ |
| 2,637 | 86,246 |
| $(16,284)$ | $(17,100)$ |
| $(2,637)$ | $(2,873)$ |
| $(1,788)$ | $(1,786)$ |
| $(5,542)$ | 0 |
| 35 | 562 |
| $(23,579)$ | 65,049 |
| $(1,803)$ | 1,482 |
| 2,312 | 830 |
| 509 | 2,312 |

FISCAL 99

Q2
Q3

## INVENTORIES

5.9

49
96.6\%
4.9
48
93. 8\%
5.2

47
94.1\%
94.9\%
3.1
4.5
$\$ 111,481$
$7.7 \%$
$43.8 \%$
$\$ 2,858$

\$112, 750 \$115, 153
3.1
4.4
2
4
$\$ 115,153$
$7.4 \%$
$42.6 \%$
$\$ 35,879 \quad(1)$
8.4\%
7.9\%
\$35,879 (1)
\$2,858
45. 0\%
\$3,585
46.1\% \$2, 057

| .1 | 3.1 |
| :--- | :--- |

Current ratio
Working capital turnover (4)
Operating working capital (4)
8.1\%

Depreciation rate
\$2,189
PROFITABILITY

| Return on average total capital | 7.7 |
| :--- | ---: |
| Return on average equity | 13.18 |
| Net income (loss) per share | $\$ 0.32$ |
| Net income (loss) per share (diluted) | $\$ 0.31$ |


| $(1.6 \%)$ | $4.2 \%$ |
| :--- | ---: |
| $(8.1 \%)$ | $4.1 \%$ |
| $(\$ 0.20)$ | $\$ 0.10$ |
| $(\$ 0.20)$ | $\$ 0.10$ |

4.5\%
$4.7 \%$
$\$ 0.12$
\$0. 12
6. $8 \%$
$9.0 \%$
$\$ 0.23$
$\$ 0.23$
159.7\%
108.9\%
52.1\%
$\$ 138,650$
4.02
3.6

OTHER

| Book value per share | $\$ 10.11$ |
| :--- | ---: |
| Employees at quarter end | 4,334 |
| Sales per employee (annualized) | $\$ 134,000$ |
| Capital employed (3) | $\$ 283,135$ |
| Effective income tax rate | $22.9 \%$ |
| EBITDA (2) | $\$ 11,796$ |
| EBITDA/net sales | $8.7 \%$ |

$\$ 9.87$
4,230
$\$ 103,000$
$\$ 281,831$
$33.0 \%$
$\$ 3,142$
$2.8 \%$
$\$ 9.94$
4,014
$\$ 124,000$
$\$ 277,603$
$33.0 \%$
$\$ 9,649$

| $150.7 \%$ | $159.7 \%$ |
| ---: | ---: |
| $106.3 \%$ | $108.9 \%$ |
| $51.5 \%$ | $52.1 \%$ |
| $\$ 138,472$ | $\$ 138,650$ |
| 3.91 | 4.02 |
| 3.9 | 3.6 |
|  |  |
| $\$ 10.02$ | $\$ 10.54$ |
| 3,949 | 3,973 |
| $\$ 113,000$ | $\$ 133,000$ |
| $\$ 268,680$ | $\$ 265,976$ |
| $32.9 \%$ | $27.7 \%$ |
| $\$ 9,522$ | $\$ 11,534$ |
| $8.5 \%$ | $8.7 \%$ |

## LEVERAGE (3)

Total liabilities/equity

| $169.8 \%$ | $167.2 \%$ | $164.9 \%$ |
| ---: | ---: | ---: |
| $115.3 \%$ | $119.7 \%$ | $115.0 \%$ |
| $53.5 \%$ | $54.5 \%$ | $53.5 \%$ |
| $\$ 151,616$ | $\$ 153,559$ | $\$ 148,479$ |
| 3.21 | 3.75 | 3.95 |
| 6.6 | 4.9 | 4.2 |

(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.

## (Amounts in thousands)



* U.S. sales were $\$ 102,796$ and $\$ 97,383$ for the fourth quarter of fiscal 1999 and fiscal 1998, respectively; and $\$ 369,730$ and $\$ 339,492$ for the twelve months of fiscal 1999 and fiscal 1998, respectively. The percentage increase in U.S. sales was $5.6 \%$ for the fourth quarter and an increase of $8.9 \%$ for the twelve months.


## CULP, INC. FINANCIAL INFORMATION RELEASE

INTERNATIONAL SALES BY GEOGRAPHIC AREA
FOR THE THREE MONTHS AND TWELVE MONTHS ENDED MAY 2, 1999 AND MAY 3, 1998
(Amounts in thousands)
three months ended (unaudited)


International sales, and the percentage of total sales, for each of the last
five fiscal years follows: fiscal 1995-\$57,971 (19\%); fiscal 1996-\$77,397 (22\%); fiscal 1997-\$101,571 (25\%); fiscal 1998-\$137,223 (29\%); and fiscal 1999-\$113,354 (23\%). International sales for the fourth quarter represented $22.2 \%$ and $28.3 \%$ for 1999 and 1998, respectively.

Culp, Inc.
SALES BY BUSINESS UNIT - TREND ANALYSIS
1997 vs 1998 vs 1999
(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 |  |  |  |  |  |  |  |  |  |  |
| Yarn |  |  |  |  |  |  |  |  |  |  |
| Culp Yarn 70 |  |  |  |  |  |  |  |  |  |  |
|  | - | - | - | - | - | - | - | 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



| 25.1 | 16.0 | 12.7 | 3.4 | 13.4 | 9.9 | 16.8 |  | 28.5 | 19.5 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |


|  | Fiscal 1999 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Product Category/Business Units | Q1 | Q2 | Q3 | Q4 | TOTAL |
| Upholstery Fabrics |  |  |  |  |  |
| Culp Decorative Fabrics | 51,445 | 59,573 | 50,520 | 60,520 | 222, 058 |
| Culp Velvets/Prints | 29,994 | 38,728 | 34,949 | 40,402 | 144, 073 |
|  | 81,439 | 98,301 | 85,469 | 100, 922 | 366,131 |
| Mattress Ticking |  |  |  |  |  |
| Culp Home Fashions | 22,632 | 23,491 | 22,536 | 26,781 | 95,440 |
| Yarn |  |  |  |  |  |
| Culp Yarn | 6,596 | 6,367 | 4,088 | 4,462 | 21,513 |

$110,667 \quad 128,159 \quad 112,093 \quad 132,165483,084$

Percent increase(decrease) from prior year:
Product Category/Business Units
Upholstery Fabrics Culp Velvets/Prints

| $\begin{gathered} 29.2 \\ (21.9) \end{gathered}$ | $\begin{gathered} 4.9 \\ (11.8) \end{gathered}$ | $\begin{array}{r} (5.4) \\ (20.6) \end{array}$ | $\begin{gathered} 0.6 \\ (10.3) \end{gathered}$ | $\begin{gathered} 5.7 \\ (15.9) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| 4.1 | (2.4) | (12.3) | (4.1) | (4.0) |
| 6.3 | 5.7 | 11.2 | 13.9 | 9.3 |
| 100.0 | 100.0 | 437.2 | (37.3) | 173.1 |
| 11.2 | 4.3 | (5.4) | (2.7) | 1.3 |

Overall Growth Rate

| Internal (without acquisitions) | (4.6) | (0.9) | (8.5) | (2.7) | (4.1) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| External | 15.8 | 5.2 | 3.1 | - | 5.4 |
|  | 11.2 | 4.3 | (5.4) | (2.7) | 1.3 |

## INCOME STATEMENT COMMENTS

GENERAL - For the fourth quarter, net sales decreased $2.7 \%$ to $\$ 132.2$ million and net income decreased $30.3 \%$ to $\$ 2.9$ million, or $\$ 0.23$ per share diluted, versus the year-earlier period. For the year ended May 2, 1999, net sales increased $1.3 \%$ compared with fiscal 1998 to $\$ 483.1$ million, and net income decreased $80.0 \%$ to $\$ 3.1$ million, or $\$ 0.24$ per share diluted.

The company's strategic plan encompasses several competitive initiatives:
Broad Product Offering - continuing to market 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 - increasing its penetration into other end-use markets in addition to U.S. residential furniture, such as bedding, international, commercial furniture and juvenile furniture. The company has long-standing relationships with most major upholstery furniture manufacturers, but is not reliant on a single customer or a small group of dominant customers. No one customer accounted for more than $8 \%$ of net sales during fiscal 1999;

Design Innovation - continuing to invest in the design of upholstery fabrics and ticking with appealing patterns and textures. An integral component of the value Culp provides to customers is supplying fabrics that are fashionable and meet current consumer preferences. The company's principal design resources are now consolidated in a single facility that provides advanced CAD systems and promotes a sharing of innovative designs among the business units;

Vertical Integration - operating as a vertically integrated manufacturer and taking advantage of economies that can be gained by producing the raw material components that are used in the manufacture of its products; and

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

NET SALES - Compared with the fourth quarter of last year, upholstery fabric sales decreased $4.1 \%$ to $\$ 100.9$ million; mattress ticking sales increased $13.9 \%$ to $\$ 26.8$ million; and yarn sales contributed $\$ 4.5$ 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 23.6\% for the quarter. For fiscal 1999, upholstery fabric sales decreased $4.0 \%$ to $\$ 366.1$ million; mattress ticking sales increased $9.3 \%$ to $\$ 95.4$ million; and yarn sales contributed $\$ 21.5$ million.

The decline in sales of upholstery fabrics for the fourth quarter and fiscal year was due principally to a pronounced slowdown in international sales of wet print and heat-transfer printed flock fabrics. This trend, which the company believes also affected other manufacturers of upholstery fabrics, became apparent after the close of fiscal 1998 and persisted throughout 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 consumer markets of Russia, other former Soviet countries and Eastern Europe. All of these areas have encountered very weak economic conditions which, in turn, have affected demand for furniture and other home furnishings. During fiscal 1999, the company significantly curtailed production schedules for these fabrics and has shifted its marketing focus for this product category to geographic areas where demand appears more favorable. The company has also introduced a line of printed cotton upholstery fabrics utilizing some of the same manufacturing assets used to produce wet print and heat-transfer printed flock fabrics. The company is seeking to build a diversified global base of customers to minimize exposure to economic uncertainties in any geographic area.

The increased sales by Culp Home Fashions (primarily mattress ticking) during the fourth quarter and fiscal 1999 marked a continuation of the longer-term expansion that this business unit has experienced. Culp's growth in mattress ticking 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, the ability to manufacture the jacquard greige, or unfinished goods that are then printed to produce mattress ticking has aided Culp in meeting faster delivery schedules and providing improved overall customer service.

GROSS PROFIT - Gross profit declined $1.5 \%$ for the fourth quarter versus a year ago, but increased as a percentage of net sales from $17.1 \%$ to $17.3 \%$. The decline was due principally to lower sales volume at the Culp Velvets/Prints unit, which experienced a sharp decline in international sales during fiscal 1999. 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 fourth quarter. Gross profit for fiscal 1999 decreased 8.9\% to $\$ 76.1$ million.

To help offset the pressure on gross margins, the company instituted a number of actions during fiscal 1999. 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. Subsequent steps to improve profitability that are related to this realignment have included 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 fourth quarter rose as a percentage of sales to $12.0 \%$ from $11.2 \%$ for the same period of last year. The increase is principally related to higher marketing costs for new fabric designs and severance agreements related to termination of an international sales agent, partially offset by lower accruals for incentive-based compensation plans.

INTEREST EXPENSE - Interest expense increased $35.1 \%$ for the fourth quarter due to lower capitalized interest related to capital expenditures. Interest expense also increased $35.1 \%$ for the fiscal year due to higher average borrowings outstanding. The increased borrowings related principally to the acquisitions during 1998 of Phillips Mills and Artee Industries and the relatively high level of capital expenditures in fiscal 1998.

OTHER EXPENSE (INCOME), NET - Other expense (income) increased $26.2 \%$ to $\$ 2.4$ million for fiscal 1999 due primarily to the incremental goodwill amortization related to acquired operations and loss on disposal of fixed assets.

INCOME TAXES - The effective tax rate for the quarter was $27.7 \%$, compared with $22.9 \%$ for the same quarter of last year. The unusually low tax rate in the fourth quarter of fiscal 1998 resulted from higher than expected tax benefits related to the company's foreign sales corporation. The tax rate for fiscal 1999 was $28.0 \%$ compared with $29.0 \%$ for fiscal 1998.

EBITDA - Due principally to the decrease in net income for fiscal 1999, EBITDA for the fourth quarter decreased $2.2 \%$ to $\$ 11.5$ million from the year-earlier period and represented $8.7 \%$ of net sales, which was comparable with the same period of last year. EBITDA for fiscal 1999 decreased $24.5 \%$ to $\$ 33.8$ million and represented $7.0 \%$ of net sales compared with $9.4 \%$ of net sales for fiscal 1998.
bALANCE SHEET COMMENTS
WORKING CAPITAL - Accounts receivable as of May 2, 1999 decreased 4.4\% from the year-earlier level, due principally to the decrease in net sales in the fourth quarter. Days sales outstanding represented 49 days at May 2, 1999, unchanged from a year ago. Additionally, the aging of accounts receivable was $96.1 \%$ current and less than 30 days past due versus $96.6 \%$ at May 3, 1998. Inventories at the close of fiscal 1999 decreased $\$ 11.5$ million or $14.7 \%$ from May 3, 1998. Inventory turns for the fourth quarter were 6.4 versus 5.9 for the fourth quarter of fiscal 1998. The reduction in inventories is attributable to the increased focus management has placed on controlling the level of inventories. Operating working capital (comprised of accounts receivable, inventory and accounts payable) decreased to $\$ 111.9$ million at May 2, 1999, for the reasons mentioned above, from \$115.2 million at May 3, 1998.

PROPERTY, PLANT AND EQUIPMENT - For fiscal 1999, the company reduced its capital spending to $\$ 10.7$ million as compared with $\$ 35.9$ million spent in fiscal 1998. During fiscal 1999, Culp focused on improving the results of the considerable investments made during fiscal 1997 and fiscal 1998. The two largest projects completed during fiscal 1999 were an additional expansion of polypropylene extrusion capacity and facility expansion in the Culp Home Fashions business unit. Depreciation expense for fiscal 1999 increased to $\$ 18.5$ million versus $\$ 14.8$ million for fiscal 1998. Depreciation for fiscal 2000 is currently estimated to be approximately $\$ 20$ million.

LONG-TERM DEBT - The company's funded debt-to-capital ratio was $52.1 \%$ at May 2, 1999, down from $53.5 \%$ at May 3, 1998. Funded debt was $\$ 138.7$ million at May 2, 1999, down 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 $\$ 32.5$ million, offset by capital expenditures of $\$ 10.7$ million, a decrease in accounts payable related to capital expenditures of $\$ 2.6$ million and repurchase of common stock of $\$ 5.5$ million.

## STOCK REPURCHASE

In separate authorizations in June 1998 and March 1999, the Board of Directors authorized the use of a total of $\$ 10.0$ million to repurchase the company's common stock. During fiscal 1999, the company repurchased a total of 938,600 shares at an average price of $\$ 5.90$ per share under these authorizations.


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

