

PART I. FINANCIAL INFORMATION

Item 1. Financial Statements.

- ------------------------------------

| Nine Months Ended |  |  | Quarter Ended |  |
| :---: | :---: | :---: | :---: | :---: |
| \$ in thousands except Feb per share amounts | $\begin{gathered} \text { bruary } 26, ~ \\ 1999 \end{gathered}$ | $\begin{aligned} & \text { February } 27, \\ & 1998 \end{aligned}$ | $\begin{gathered} \text { February } 2 \\ 1999 \end{gathered}$ | $\begin{aligned} & \text { February } \\ & 1998 \end{aligned}$ |
| Net Sales | \$637,154 | \$579,981 | \$206,027 | \$178,677 |
| Costs and Expenses: |  |  |  |  |
| Cost of goods sold | 513,471 | 466,137 | 166,051 | 143,157 |
| Selling, general and administrative | 86,843 | 80,719 | 28,329 | 26,018 |
| Interest | 3,505 | 2,663 | 1,274 | 664 |
| Total Costs and Expenses | 603,819 | 549,519 | 195,654 | 169,839 |
| Earnings Before |  |  |  |  |
| Income Taxes | 33,335 | 30,462 | 10,373 | 8,838 |
| Income Taxes | 13,000 | 11,880 | 4,045 | 3,447 |
| Net Earnings | \$ 20,335 | \$ 18,582 | \$ 6,328 | \$ 5,391 |
| Basic Earnings Per Share | \$2.40 | \$2.10 | \$0.77 | \$0.61 |
| Diluted Earnings Per Shar | re \$2.37 | \$2.07 | \$0.76 | \$0.60 |
| Basic Number of Shares |  |  |  |  |
| Diluted Number of Shares |  |  |  |  |
| Dividends Per Share | \$0.61 | \$0.60 | \$0.21 | \$0.20 |

See notes to consolidated financial statements.

OXFORD INDUSTRIES, INC.
CONSOLIDATED BALANCE SHEETS
FEBRUARY 26, 1999, MAY 29, 1998 AND FEBRUARY 27, 1998 (UNAUDITED EXCEPT FOR MAY 29, 1998)

| \$ in thousands F | $\begin{array}{r} \text { February } 26, \\ 1999 \end{array}$ | $\begin{array}{ll} \text { May } & 29, \\ & 1998 \end{array}$ | $\begin{array}{r} \text { February } 27 \\ 1998 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| - ------ |  |  |  |
| Current Assets: |  |  |  |
| Cash | \$ 5,073 | \$10,069 | \$ 2,813 |
| Receivables | 137,252 | 100,789 | 110,148 |
| Inventories: |  |  |  |
| Finished goods | 98,166 | 89,906 | 85,217 |
| Work in process | 24,519 | 24,330 | 24,256 |
| Fabric, trim \& supplies | 25,740 | 32,472 | 28,642 |
|  | 148,425 | 146,708 | 138,115 |
| Prepaid expenses | 15,330 | 13,621 | 13,616 |
| Total Current Assets | 306,080 | 271,187 | 264,692 |
| Property, Plant and Equipment | t 37,471 | 35,682 | 33,354 |
| Other Assets | 11,771 | 4,621 | 4,871 |
| Total Assets | \$355,322 | \$311,490 | \$302,917 |


| Current Liabilities: |  |  |  |
| :---: | :---: | :---: | :---: |
| Notes payable | \$66,000 | \$ 11,500 | \$17,000 |
| Trade accounts payable | 50,554 | 57,105 | 46,765 |
| Accrued compensation | 10,597 | 12,020 | 11,234 |
| Other accrued expenses | 22,872 | 18,883 | 21,133 |
| Dividends payable | 1,721 | 1,765 | 1,763 |
| Current maturities of longterm debt | 342 | 449 | 442 |
| Total Current Liabilities | 152,086 | 101,722 | 98,337 |
| Long-Term Debt, less |  |  |  |
| Noncurrent Liabilities | 4,500 | 4,500 | 4,500 |
| Deferred Income Taxes | 3,889 | 4,071 | 3,321 |
| Stockholders' Equity: |  |  |  |
| Common stock | 8,089 | 8,824 | 8,815 |
| Additional paid-in capital | 11,149 | 11,554 | 11,328 |
| Retained earnings | 134,833 | 139,391 | 135,113 |
| Total Stockholders'Equity | 154,071 | 159,769 | 155,256 |
| Total Liabilities and |  |  |  |
| Stockholders' Equity | \$355,322 | \$311,490 | \$302,917 |

See notes to consolidated financial statements.

OXFORD INDUSTRIES, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS
NINE MONTHS ENDED FEBRUARY 26, 1999 AND FEBRUARY 27, 1998
(UNAUDITED)


| Short-term borrowings | 54,500 |  | 13,000 |
| :---: | :---: | :---: | :---: |
| Payments on long-term debt | (759) |  | $(2,629)$ |
| Proceeds from exercise of stock options | 512 |  | 1,668 |
| Purchase and retirement of common stock | $(21,439)$ |  | $(1,215)$ |
| Dividends on common stock | $(5,150)$ |  | $(5,291)$ |
| Net cash provided by | ------- |  |  |
| financing activities | 27,664 |  | 5,533 |
| Net change in Cash and Cash Equivalents | $(4,996)$ |  | (500) |
| Cash and Cash Equivalents at Beginning of Period | 10,069 |  | 3,313 |
| Cash and Cash Equivalents at End of Period | \$ 5,073 |  | 2,813 |
| Supplemental Disclosure of Cash Flow Information |  |  |  |
| Cash paid for: |  |  |  |
| Interest | \$ 3,417 | \$ | 2,637 |
| Income taxes | 13,736 |  | 10,096 |

See notes to consolidated financial statements.

OXFORD INDUSTRIES, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
QUARTERS ENDED FEBRUARY 26, 1999 AND FEBRUARY 27, 1998

1. The foregoing unaudited consolidated financial statements reflect all adjustments which are, in the opinion of management, necessary to a fair statement of the results for the interim periods. All such adjustments are of a normal recurring nature. The results for interim periods are not necessarily indicative of results to be expected for the entire fiscal year.
2. The financial information presented herein should be read in conjunction with the consolidated financial statements included in the Registrant's Annual Report on Form 10-K for the fiscal year ended May 29, 1998.
3. The Company is involved in certain legal matters primarily arising in the normal course of business. In the opinion of management, the Company's liability under any of these matters would not materially affect its financial condition or results of operations.

Item 2:Management's Discussion and Analysis of Financial Conditions and Results of Operations:

NET SALES

Net sales for the third quarter of the 1999 fiscal year, which ended February 26, 1999, increased 15.3\% from net sales for the same period of the prior year. Net sales for the first nine months of the current year increased $9.9 \%$ from net sales for the same period of the prior year.

The Womenswear Group posted a third quarter sales increase of $80.0 \%$ to $\$ 72,586,000$. Much of the increase was attributable to the acquisition of Next Day Apparel, Inc. (Next Day) which was completed at the beginning of the second quarter of the current year. The Collections and Sportswear Separates division posted healthy sales gains. The Women's Catalog and Special Markets division experienced a moderate sales decline.

Quarterly sales of $\$ 39,127,000$ were flat for the Company's tailored clothing group, Lanier Clothes. Sales increases in Women's Tailored Clothing, Nautica and Geoffrey Beene were offset by sales decreases in private label and Oscar de la Renta.

The Oxford Shirt Group posted a modest sales decline of $3.4 \%$ to $\$ 69,871,000$ for the third quarter due primarily to weakness in Oxford Shirtings, the Company's private label dress shirt division, and restricted distribution of the Tommy Hilfiger Golf line. Tommy Hilfiger Dress shirts, Polo/Ralph Lauren for Boys, OxSport and Ely \& Walker all posted sales increases.

The Oxford Slacks Group posted a third quarter sales decline of $7.1 \%$ to $\$ 23,868,000$ due to general market weakness in this sector.

In the third quarter of the current year, the Company experienced a $31.2 \%$ increase in unit volume and a decline of $12.1 \%$ in the weighted average sales price per unit. For the first nine months of the current year, the Company experienced a $16.8 \%$ increase in unit volume and a decline of $5.9 \%$ in the weighted average sales price per unit. The two greatest contributors to this change were the Next Day acquisition, and increased sales in the Separates and Collections divisions, all of which are lower cost - lower margin private label businesses.

COST OF GOODS SOLD
Cost of goods sold as a percentage of net sales was $80.6 \%$ in the third quarter of the current year and $80.1 \%$ in the third quarter of the prior year. For the first nine months of the current year, cost of goods sold as a percentage of net sales was $80.6 \%$ compared to 80.4\% for the first nine months of the prior year. The increase in cost of goods sold as a percentage of net sales was due to a number of factors. The Company continued the build-up of sewing operations in
its new sewing facilities in Honduras and Mexico during the quarter. The acquisition of Next Day and the increased sales in the Separates and Collections division lowered the overall gross margin of the Company. During the third quarter, the Company announced the forthcoming closure of its domestic sewing facilities in Vidalia, Georgia and Fayette, Alabama.

SELLING, GENERAL AND ADMINISTRATIVE EXPENSES

Selling, general and administrative (S G \& A) expenses increased by $8.9 \%$ from $\$ 26,018,000$ or $14.6 \%$ of net sales in the third quarter of the prior year to $\$ 28,329,000$ or $13.8 \%$ of net sales in the third quarter of the current year. S G \& A increased by 7.6\% from $\$ 80,719,000$ or $13.9 \%$ of net sales in the first nine months of the prior year to $\$ 86,843,000$ or $13.6 \%$ of net sales in the first nine months of the current year. The largest contributor to the decreased ratio of $S G \& A$ to net sales in the third quarter was the acquisition of Next Day with its lower $S \mathrm{G}$ \& A structure. Offsetting the Next Day impact somewhat was the continued increase in the licensed designer business with its $S$ G \& A structure at more than twice the relative (percent of sales) expense levels of the Company's private label business.

## INTEREST EXPENSE

Net interest expense increased by $91.9 \%$ from $\$ 664,000$ or $0.4 \%$ of net sales in the third quarter of the prior year to $\$ 1,274,000$ or $0.6 \%$ of net sales in the third quarter of the current year. For the first nine months of the current year, net interest expense increased by $31.6 \%$ from $\$ 2,663,000$ or $0.5 \%$ of net sales in the prior year to $\$ 3,505,000$ or $0.6 \%$ of net sales in the current year. The increase in interest expense as primarily due to the acquisition of Next Day and the repurchase of the Company's common stock.

INCOME TAXES

The Company's effective tax rate was $39.0 \%$ in the third quarter and first nine months of both the current year and the previous year and does not differ significantly from the Company's statutory rate.

FUTURE OPERATING RESULTS

The Company has observed some signs of improvement at retail since the Holiday season. The Company anticipates fourth quarter sales increases in line with the current year-to-date sales increase, however, the fourth quarter earnings increase is not expected to keep pace with the sales increase.

YEAR 2000
The Company is working to resolve the effects of the Year 2000 issue on its information systems. The Year 2000 issue, which is common to most businesses, concerns the inability of information systems to properly recognize and process dates and date sensitive information on and beyond January 1, 2000. In 1996, the Company began a Company-wide assessment of the vulnerability of its systems to the Year 2000 issue. Based on such assessment, the Company has developed a Year 2000 compliance plan, under which all key information systems are being tested, and non-compliant software or technology is being modified or replaced. The Company is also surveying the Year 2000 compliance status and compatibility of customers and suppliers systems which interface with the Company's systems or could otherwise impact the Company's operations.
replace its affected systems in ample time to minimize any detrimental effects on its operations, failure to do so, or the failure of the Company's major customers and suppliers to modify or replace their affected systems, could have a material adverse impact on the Company's results of operations, liquidity or consolidated financial positions in the future. The most reasonably likely worst case scenario of failure by the Company or its customers or suppliers to resolve the Year 2000 issue would be a temporary slow down or cessation of manufacturing operations at one or more of the Company's facilities and a temporary inability on the part of the Company to timely process orders and billings and to deliver finished product to customers. The Company is considering various contingency options, including identification of alternate suppliers, vendors and service providers, and manual alternatives to systems operation, which will allow the Company to minimize the risks of any unresolved Year 2000 problems on its operations, and to minimize the effect of any unforeseen Year 2000 failures. The Company currently estimates the incremental cost of the work needed to resolve the Year 2000 issue, since the inception of the project in 1996 to its completion, to be approximately $\$ 1,600,000$.

## LIQUIDITY AND CAPITAL RESOURCES

## OPERATING ACTIVITIES

Operating activities used $\$ 7,053,000$ in the nine months of the current year and used $\$ 2,474,000$ in the nine months of the prior year. The primary factor contributing to the change in the amount of funds used was a greater increase in receivables than in the prior year, primarily due to the acquisition of Next Day Apparel, Inc.

## INVESTING ACTIVITIES

Investing activities used $\$ 25,607,000$ in the current year and used $\$ 3,559,000$ in the prior year. The change in the used funds was the acquisition of Next Day Apparel, Inc.

FINANCING ACTIVITIES

Financing activities generated $\$ 27,664,000$ in the current year and $\$ 5,533,000$ in the prior year. The primary factors contributing to this change was increased short-term borrowings partially offset by the purchase and retirement of the Company's common stock. The balance of the increase in short-term borrowings was primarily due to the acquisition of Next Day.

On April 5, 1999 the Company's Board of Directors declared a cash dividend of $\$ .21$ per share payable on May 29, 1999 to shareholders of record on May 14, 1999.

During the nine months, the Company purchased and retired 757,500 shares of the Company's common stock acquired on the open market. Subsequent to the end of the third quarter through April 5, 1999 the Company has purchased and retired 46,000 shares of its common stock.

During the nine months, the Company issued 25,920 shares of the Company's common stock in conjunction with the Company's employee stock option plans.

## WORKING CAPITAL

Working capital increased from $\$ 166,355,000$ at the end of the third quarter of the prior year to $\$ 169,465,000$ at the end of the 1998 fiscal year and decreased to $\$ 153,994,000$ at the end of the third quarter of the current year. The ratio of current assets to current liabilities was 2.7 at the end of the third quarter of the prior year, 2.7 at the end of the prior fiscal year, and 2.0 at the end of the third quarter of the current year.

FUTURE LIQUIDITY AND CAPITAL RESOURCES
The Company believes it has the ability to generate cash and/or has available borrowing capacity to meet its foreseeable needs. The sources of funds primarily include funds provided by operations and both short-term and long-term borrowings. The uses of funds primarily include working capital requirements, capital expenditures, acquisitions, dividends and repayment of short-term and long-term debt. The Company regularly utilizes committed bank lines of credit and other uncommitted bank resources to meet working capital requirements. On February 26, 1999, the Company had available for its use lines of credit with several lenders aggregating $\$ 52,000,000$. The Company has agreed to pay commitment fees for these available lines of credit. On February 26, 1999, $\$ 52,000,000$ was in use under these lines, of which $\$ 40,000.00$ was long-term. In addition, the Company has $\$ 250,500,000$ in uncommitted lines of credit, of which $\$ 127,500,000$ is reserved exclusively for letters of credit. The Company pays no commitment fees for these available lines of credit. On February 26, 1999, $\$ 54,000,000$ was in use under these lines of credit. Maximum borrowings from all these sources during the current year were $\$ 108,500,000$ of which $\$ 40,000,000$ was long-term. The Company anticipates continued use and availability of both committed and uncommitted resources as working capital needs may require.

The Company considers possible acquisitions of apparelrelated businesses that are compatible with its long-term strategies. The Company's Board of Directors has authorized the Company to purchase shares of the Company's common stock on the open market and in negotiated trades as conditions and opportunities warrant. There are no present plans to sell securities (other than through employee stock option plans and other employee benefits)or enter into offbalance sheet financing arrangements.

SAFE HARBOR STATEMENT UNDER THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995

Certain statements included herein are "forward-looking statements" within the meaning of the federal securities laws. This includes any statements concerning plans and objectives of management relating to the Company's operations or economic performance, and assumptions related thereto. In addition, the Company and its representatives may from time to time make other oral or written statements that are also forward-looking statements.

These forward-looking statements are made based on management's expectations and beliefs concerning future events impacting the Company and therefore involve a number of risks and uncertainties. Management cautions that forward-looking statements are not guarantees and that actual results could differ materially from those express or implied in the forward-looking statements.

Important factors that could cause the actual results of operations or financial condition of the Company to differ include, but are not necessarily limited to, general economic and apparel business conditions, continued retailer and consumer acceptance of company products, and global manufacturing costs.

## ADDITIONAL INFORMATION

For additional information concerning the Company's operations, cash flows, liquidity and capital resources, this analysis should be read in conjunction with the Consolidated Financial Statements and the Notes to Consolidated Financial Statements contained in the Company's

Annual Report for the fiscal year ended May 29, 1998.

PART II. OTHER INFORMATION
Item 6. Exhibits and Reports on Form 8-K.

(a) Exhibits.

10 (i) Note Agreement between the Company and Sun Trust of Georgia Dated February 25, 1999 covering the Company's long term note due August 23, 2000.

27 Financial Data Schedule for the Nine Months Ended February 26, 1999.
(b) Reports on Form 8-K.

The Registrant did not file any reports on Form 8-K during the quarter ended February 26, 1999.

## OXFORD INDUSTRIES, INC.

(Registrant)
/s/Ben B. Blount, Jr.
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Ben B. Blount, Jr.
Chief Financial Officer

SunTrust
Single Payment Note
(Nondisclosure)

Single Disbursement Note<br>Multiple Disbursement Master Note<br>X Multiple Disbursement Revolving Note (For Explanation See Reverse Side)<br>Date February 25, 1999

The "Bank' referred to in this Note is SunTrust Bank, Atlanta, Center Code 904 One Park Place, N.E., Atlanta, Georgia 30303.

547 days after date, the obligor
promises to pay to the order of Bank the principal sum of $\$ 40,000,000.00$. The obligor will also pay interest upon the unpaid principal balance from date until maturity at the Note Rate specified below. Interest payments will
be due on DAILY OR END OF INTEREST PERIOD and upon maturity. Should the obligor fail for any reason to pay this note in full on the maturity date or on the date of acceleration of payment, the obligor further promises to pay (a) interest on the unpaid amount from such date until the date of final payment at a Default Rate equal to the Note Rate plus 4\%, and (b) a late fee equal to five percent (5\%) of any amount that remains wholly or partially unpaid for more than fifteen (15) days after such amount was due and payable, not to exceed the sum of fifty dollars (\$50.00). Should legal action or an attorney at law be utilized to collect any amount due hereunder, the obligor further promises to pay all costs of collection, including $15 \%$ of such unpaid amount as attorneys' fees. All amounts due hereunder may be paid at any office of Bank.

The Note Rate hereon shall be TO BE DETERMINED

[^0]shall conclusively be deemed to be the unpaid principal balance appearing on the Bank's records unless such records are manifestly in error.

As security for the payment of this and any other liability of any obligor to the holder, direct or contingent, irrespective of the nature of such liability or the time it arises, each obligor hereby grants a security interest to the holder in all property of such obligor in or coming into the possession, control or custody of the holder, or in which the holder has or hereafter acquires a lien, security interest, or other right. Upon default, holder may, without notice, immediately take possession of and then sell or otherwise dispose of the collateral, signing any necessary documents as obligor's attorney in fact, and apply the proceeds against any liability of obligor to holder. Upon demand, each obligor will furnish such additional collateral, and execute any appropriate documents related thereto, deemed necessary by the holder for its security. Each obligor further authorizes the holder, without notice, to set-off any deposit or account and apply any indebtedness due or to become due from the holder to the obligor in satisfaction of any liability described in this paragraph, whether or not matured. The holder may, without notice, transfer or register any property constituting security for this note into its or its nominee name with or without any indication of its security interest therein. This note shall immediately mature and become due and payable, without notice or demand, upon the filing of any petition or the commencement of any proceeding by any Debtor for relief under bankruptcy or insolvency laws, or any law relating to the relief of debtors, readjustment of indebtedness, debtor
reorganization, or composition or extension of debt. Furthermore, this note shall, at the option of the holder, immediately mature and become due and payable, without notice or demand, upon the happening of any one or more of the following events: (1) nonpayment on the due date of any amount due hereunder; (2) failure of any Debtor to perform any other obligation to the holder; (3) failure of any Debtor to pay when due any amount owed another creditor under a written agreement calling for the payment of money; (4) the death or declaration of incompetence of any Debtor; (5) a reasonable belief on the part of the holder that any Debtor is unable to pay his obligations when due or is otherwise insolvent; (6) the filing of any petition or the commencement of any proceeding against any Debtor for relief under bankruptcy or insolvency laws, or any law relating to the relief of debtors, readjustment of indebtedness, debtor reorganization, or composition or extension of debt, which petition or proceeding is not dismissed within 60 days of the date of filing thereof; (7) the suspension of the transaction of the usual business of any Debtor, or the dissolution, liquidation or transfer to another party of a significant portion of the assets of' any Debtor; (8) a reasonable belief on the part of the holder that any Debtor has made a false representation or warranty in connection with any loan by or other transaction with any lender, lessor or other creditor; (9) the issuance or filing of any levy, attachment, garnishment, or lien against the property of any Debtor which is not discharged within 15 days;
(10) the failure of any Debtor to satisfy immediately any final judgment, penalty or fine imposed by a court or administrative agency of any government; (11 ) failure of any Debtor, after demand, to furnish financial information or to permit inspection of any books or records; (12) any other act or circumstance leading the holder to deem itself insecure.

The failure or forbearance of the holder to exercise any right hereunder, or otherwise granted by law or another agreement, shall not affect or release the liability of any obligor, and shall not constitute a
waiver of such right unless so stated by the holder in writing. The holder may enforce its rights against any Debtor or any property securing this note without enforcing its rights against any other Debtor, property, or indebtedness due or to become due to any Debtor. Each obligor agrees that the holder shall have no responsibility for the collection or protection of any property securing this note, and expressly consents that the holder may from time to time, without notice, extend the time for payment of this note, or any part thereof, waive its rights with respect to any property or indebtedness, and release any other Debtor from liability, without releasing such obligor from any liability to the holder. This note is governed By Georgia law.

The term "obligor" means any party or other person signing this note, whether as maker, endorser or otherwise. The term "Prime Rate", if used herein, shall mean that rate of interest designated by Bank from time to time as its "Prime Rate" which rate is not necessarily the Bank's best rate. Each obligor agrees to be both jointly and severally liable hereon. The term "holder" means Bank and any subsequent transferee or endorsee hereof. The term "Debtor" means any obligor or any guarantor of this note. The principal of this note will be disbursed in accordance with the disbursement provision identified above and further described in the additional provisions set forth on the reverse side hereof which are incorporated herein by this reference.

PRESENTMENT AND NOTICE OF DISHONOR ARE HEREBY WAIVED BY EACH OBLIGOR

ADDRESS

222 PIEDMONT AVENUE, N.E.
ATLANTA, GEORGIA 30308
NAME:/S/ JIM WOLD
OXFORD INDUSTRIES, INC.

NAME:

Credit To

| August 23, 2000 <br> Maturity Date <br> Code | Treasurer Check Number | 904 <br> Center |
| :--- | :--- | :--- |
| Account Number Renewal Increase Reduction |  |  |
|  |  |  |
|  |  |  |

WHITE: Bank Copy YELLOW: Customer Copy PINK: File
Copy
1984, 1987, SunTrust Banks of Georgia, Inc.
900362 (9/95)
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This schedule contains summary financial information extracted from SEC Form 10-Q and is qualified in its entirety by reference to such financial statements. </LEGEND>
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## EXHIBIT 99

INDEX OF EXHIBITS
INCLUDED HERIN, FORM 10-Q
FEBRUARY 26, 1999



[^0]:    If not stated above, the Note Rate in effect on the date this note is executed is $\qquad$ -
    The amount of interest accruing and payable
    hereunder shall be calculated by multiplying the principal balance outstanding each day by $1 / 360$ th of the Note Rate on such day and adding together the daily interest amounts. The principal balance of this note

