## SECURITIES AND EXCHANGE COMMISSION <br> WASHINGTON, D.C. 20549 <br> FORM 10-Q

[ X ] Quarterly Report Pursuant To Section 13 or 15(d) of The Securities Exchange Act of 1934

For the quarterly period ended December 1, 2000

## OR

[ ] Transition Report Pursuant To Section 13 or 15(d) of The Securities Exchange Act of 1934


Commission File Number 1-4365

OXFORD INDUSTRIES, INC.
(Exact name of registrant as specified in its charter)

Georgia
(State or other jurisdiction of incorporation or organization)

58-0831862
(I.R.S. Employer

Identification Number)

222 Piedmont Avenue, N.E., Atlanta, Georgia 30308
(Address of principal executive offices)
(Zip Code)
(404) 659-2424
(Registrant's telephone number, including area code)

## Not Applicable

(Former name, former address and former fiscal year, if changed since last report.)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.
Yes $X$ No

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

```
Number of shares outstanding
    as of January 8, 2001
                                    7,376,511
```

    Title of each class
    
## PART I. FINANCIAL INFORMATION

Item 1. Financial Statements.

```
OXFORD INDUSTRIES, INC CONSOLIDATED STATEMENT OF EARNINGS
SIX MONTHS AND QUARTER ENDED December 1, 2000 AND NOVEMBER 26, 1999 (UNAUDITED)
```

| \$ in thousands except per share amounts | $\begin{gathered} \text { December } 1, \\ 2000 \end{gathered}$ | $\begin{gathered} \text { November } 26, \\ 1999 \end{gathered}$ | $\begin{aligned} & \text { December } 1, \\ & 2000 \end{aligned}$ | Novembe $1999$ |
| :---: | :---: | :---: | :---: | :---: |
| Net Sales | \$194, 869 | \$219,945 | \$399, 237 | \$405, 682 |
| Cost of goods sold | 159, 073 | 182, 024 | 326, 097 | 334, 061 |
| Gross Profit | 35,796 | 37,921 | 73,140 | 71,621 |
| Selling, general and administrative | 30,188 | 25,932 | 60,816 | 51,100 |
| Earnings Before Intere and Taxes | $5,608$ | 11,989 | 12,324 | 20,521 |
| Interest | 1,248 | 940 | 2,356 | 1,820 |
| Earnings Before Income Taxes | 4,360 | 11,049 | 9,968 | 18,701 |
| Income Taxes | 1,657 | 4,198 | 3,788 | 7,106 |
| Net Earnings | \$ 2,703 | \$6,851 | \$ 6,180 | \$11, 595 |
| Basic Earnings Per Common Share | \$0.36 | \$0.89 | \$0.82 | \$1.49 |
| Diluted Earnings Per Common Share | \$0.36 | \$0.88 | \$0.82 | \$1.48 |
| Basic Number of Shares |  |  |  |  |
| Outstanding | 7,471,708 | 7,712,159 | 7,554,393 | 7,786,850 |
| Diluted Number of Shar | es |  |  |  |
| Outstanding | 7,480,281 | 7,751,611 | 7,566,043 | 7,846,805 |
| Dividends Per Share | \$0. 21 | \$0. 21 | \$0.42 | \$0.42 |

See notes to consolidated financial statements.

OXFORD INDUSTRIES, INC. CONSOLIDATED BALANCE SHEETS
DECEMBER 1, 2000, JUNE 2, 2000 AND NOVEMBER 26, 1999
(UNAUDITED EXCEPT FOR JUNE 2, 2000)

| \$ in thousands | $\begin{gathered} \text { December } 1 \text {, } \\ 2000 \end{gathered}$ | $\begin{array}{r} \text { June } 2, \\ 2000 \end{array}$ | November 26 1999 |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| ----- |  |  |  |
| Current Assets: |  |  |  |
| Cash | \$ 8,539 | \$ 8,625 | \$ 10,639 |
| Receivables | 102,766 | 112,867 | 116,634 |
| Inventories: |  |  |  |
| Finished goods | 102,284 | 90,961 | 71,445 |
| Work in process | 24, 064 | 25,903 | 22,323 |
| Fabric, trim \& supplies | 32,487 | 36,373 | 29,109 |
|  | 158,835 | 153, 237 | 122,877 |
| Prepaid expenses | 13,777 | 12,826 | 12, 231 |

Total Current Assets
283， 917 35， 350 10，819 11，904 Property Plant and Equipment Other Assets

Total Assets \＄330，086 \＄336，566
＝＝＝＝＝＝＝＝＝＝＝＝＝＝＝

287，555
262，381
37，075 13，106
\＄312， 562
ニニニニニニニニ

Liabilities and Stockholders＇Equity

| Current Liabilities |  |  |  |
| :---: | :---: | :---: | :---: |
| Notes payable | \＄23，500 | \＄18，500 | \＄16，000 |
| Trade accounts payable | 62，840 | 68，421 | 55，827 |
| Accrued compensation | 11，565 | 12，026 | 9，702 |
| Other accrued expenses | 20，677 | 22，713 | 26，501 |
| Dividends payable | 1，551 | 1，607 | 1，622 |
| Income taxes | 302 | 1，148 | 223 |
| Current maturities of long－ term debt | 194 | 205 | 271 |
| Total Current Liabilities | 120，629 | 124，620 | 110，146 |
| Long－Term Debt，less current maturities | 40，402 | 40，513 | 40，611 |
| Noncurrent Liabilities | 4，500 | 4，500 | 4，500 |
| Deferred Income Taxes | 2，107 | 2，619 | 1，625 |
| Stockholders＇Equity： |  |  |  |
| Common stock | 7，387 | 7，651 | 7，651 |
| Additional paid in capital | 11， 078 | 11，309 | 11，310 |
| Retained earnings | 143，983 | 145，354 | 136，719 |
| Total Stockholders＇Equity | 162，448 | 164，314 | 155，680 |
| Total Liabilities and |  |  |  |
| Stockholders＇Equity | \＄330，086 | \＄336，566 | \＄312，562 |

See notes to consolidated financial statements．
OXFORD INDUSTRIES，INC．
CONSOLIDATED STATEMENTS OF CASH FLOWS
SIX MONTHS ENDED DECEMBER 1， 2000 AND NOVEMBER 26， 1999
（UNAUDITED）

December 1，November 26， 2000 1999

Cash Flows From Operating Activities
Net earnings \＄6，180 \＄11，595

Adjustments to reconcile net earnings to
net cash provided by（used in）operating activities：
Depreciation and amortization
4，523 4，295
Loss（Gain）on sale of property，plant and equipment
（112）

Changes in working capital：

| Receivables | 10，101 | $(1,928)$ |
| :---: | :---: | :---: |
| Inventories | $(5,598)$ | 24，051 |
| Prepaid expenses | （951） | 1，560 |
| Trade accounts payable | $(5,581)$ | $(5,570)$ |
| Accrued expenses and other current liabilities | $(2,497)$ | 877 |
| Income taxes payable | （846） | 223 |
| ferred income taxes | （512） | $(2,389)$ |
| her noncurrent assets | 36 | （833） |
| et Cash Provided by operating activities | 4，889 | 31，769 |

Cash Flows From Investing Activities
Acquisitions
Purchase of property，plant and equipment Proceeds from sale of property，plant and and equipment

Net cash used in investing activities

| - | $(1,729)$ |
| :---: | :---: |
| $(2,340)$ | $(3,103)$ |
| 590 | 121 |
| ----------7 | $(4,711)$ |

Cash Flows From Financing Activities

Payments on long-term debt Proceeds from exercise of stock options Purchase and retirement of common stock Dividends on common stock

Net cash used in financing activities

Net change in Cash and Cash Equivalents Cash and Cash Equivalents at Beginning of Period

Cash and Cash Equivalents at End of Period
Supplemental Disclosure of Cash Flow Information
Cash paid for:

| Interest | $\$$2,628 <br> Income taxes | $\$, 626$ |  |
| :--- | :--- | :--- | :--- |

See notes to consolidated financial statements.

OXFORD INDUSTRIES, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
QUARTERS ENDED DECEMBER 1, 2000 AND NOVEMBER 26, 1999

1. The foregoing unaudited consolidated financial statements reflect all adjustments which are, in the opinion of management, necessary for 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 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 June 2, 2000.
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.
4. The Company's business segments are the Oxford Shirt Group, Lanier Clothes, Oxford Slacks and the Oxford Womenswear Group.

The Shirt Group operations encompass dress and sport shirts, and a broad range of men's and boys' sportswear. Lanier Clothes produces suits, sportcoats, suit separates and dress slacks. 0xford Slacks is a producer of private label dress and casual slacks and shorts. The Oxford Womenswear Group is a producer of budget and moderate priced private label women's apparel.

Corporate and other is a reconciling category for reporting purposes and includes the Company's corporate offices, transportation and logistics and other costs and services that are not allocated to operating groups.

Oxford Industries, Inc
Segment Information (unaudited)

| \$ in thousands | Three Months Ended |  | Six Months Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Dec. 1, } \\ & 2000 \end{aligned}$ | $\begin{gathered} \text { Nov. } 26, \\ 1999 \end{gathered}$ | $\begin{aligned} & \text { Dec. 1, } \\ & 2000 \end{aligned}$ | $\begin{gathered} \text { Nov . } 26, \\ 1999 \end{gathered}$ |
| Sales |  |  |  |  |
| Oxford Shirt Group | \$60, 713 | \$64, 952 | \$122, 279 | \$126, 257 |
| Lanier Clothes | 46,861 | 52, 261 | 90, 238 | 88,210 |
| Oxford Slacks | 26,202 | 26,173 | 52,936 | 49,500 |
| Oxford Womenswear Group | 60,968 | 76,480 | 133,595 | 141,597 |
| Corporate and other | 125 | 79 | 189 | 118 |
| Total | \$194,869 | \$219,945 | \$399, 237 | \$405, 682 |

Depreciation and amortization

| Oxford Shirt Group | $\$ 606$ | $\$ 601$ | $\$ 1,199$ | $\$ 1,180$ |
| :--- | ---: | ---: | ---: | ---: |
| Lanier Clothes | 460 | 442 | 875 | 881 |
| Oxford Slacks | 283 | 286 | 547 | 550 |
| Oxford Womenswear Group | 713 | 675 | 1,393 | 1,221 |
| Corporate and other | 259 | -227 | 509 | 463 |
| Total | ---- | ----- | ----- | -----2, |

Oxford Industries, Inc Segment Information (unaudited)

| \$ in thousands | Three Months Ended |  | Six Months | Ended |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Dec. 1, } \\ & 2000 \end{aligned}$ | $\begin{aligned} & \text { Nov. } 26, \\ & 1999 \end{aligned}$ | $\begin{gathered} \text { Dec. } 1, \\ 2000 \end{gathered}$ | $\begin{aligned} & \text { Nov. } 26 \text {, } \\ & 1999 \end{aligned}$ |
| EBIT |  |  |  |  |
| Oxford Shirt Group | \$332 | \$4,791 | \$1,265 | \$9,559 |
| Lanier Clothes | 3,096 | 4,179 | 6,077 | 6,630 |
| Oxford Slacks | 1,560 | 1,641 | 3,300 | 2,894 |
| Oxford Womenswear Group | 416 | 3,864 | 4,430 | 6,514 |
| Corporate and other | 204 | $(2,486)$ | $(2,748)$ | $(5,076)$ |
| Total | 5,608 | 11,989 | 12,324 | 20,521 |
| Interest expense, net | 1,248 | 940 | 2,356 | 1,820 |
| Earnings before taxes | \$4,360 | \$11,049 | \$9,968 | \$18,701 |


| \$ in thousands | Six Months Ended <br> Dec. 1, |
| :---: | :---: |
|  | 2000 |

## ASSETS

| Oxford Shirt Group | $\$ 114,579$ | $\$ 95,701$ |
| :--- | ---: | ---: |
| Lanier Clothes | 104,215 | 97,120 |
| Oxford Slacks | 44,160 | 40,157 |
| Oxford Womenswear Group | 80,662 | 89,787 |
| Corporate and other | $(13,530)$ | $(10,203)$ |
| Total | $\mathbf{- - - - - - -}$ | .------ |

Purchase of property, plant and equipment

| Oxford Shirt Group | $\$ 693$ | $\$ 1,071$ |
| :--- | ---: | ---: |
| Lanier Clothes | 825 | 263 |
| Oxford Slacks | 217 | 328 |
| Oxford Womenswear Group | 362 | 191 |
| Corporate and other | 243 | 1,250 |
| Total | ---- | -----7 |

Item 2. Management's discussion and Analysis of Financial Condition and results of Operations

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL <br> CONDITION AND RESULTS OF OPERATIONS <br> (\$ IN THOUSANDS)

## RESULTS OF OPERATIONS

SUMMARIZED FINANCIAL DATA for the quarter and six months ended November 2000 and 1999 are as follows. (Percentages are calculated based on actual data, but columns may not add due to rounding.)

THREE MONTHS ENDED SIX MONTHS ENDED

NET SALES
Cost of Goods Sold
GROSS PROFIT
S, G\&A
EBIT
Interest Net
EARNINGS BEFORE INCOME
Income Taxes

| $\begin{gathered} \text { Dec. } 1 \\ 2000 \end{gathered}$ | $\begin{gathered} \text { Nov. } 26 \\ 1999 \end{gathered}$ | \% <br> CHANGE | $\begin{gathered} \text { Dec. } 1 \\ 2000 \end{gathered}$ | $\begin{gathered} \text { Nov. } 26 \\ 1999 \end{gathered}$ | $\begin{gathered} \% \\ \text { CHANGE } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 194,869 | 219,945 | -11.4\% | 399, 237 | 405, 682 | -1.6\% |
| 159, 073 | 182, 024 | -12.6\% | 326, 097 | 334, 061 | -2.4\% |
| 35,796 | 37,921 | -5.6\% | 73,140 | 71,621 | 2.1\% |
| 30,188 | 25,932 | 16.4\% | 60,816 | 51,100 | -19.0\% |
| 5,608 | 11,989 | -53.2\% | 12,324 | 20,521 | -39.9\% |
| 1,248 | 940 | 32.8\% | 2, 356 | 1,820 | 29.5\% |
| 4,360 | 11,049 | -60.5\% | 9,968 | 18,701 | -46.7\% |
| 1,657 | 4,198 | -60.5\% | 3,788 | 7,106 | -46.7\% |
| 2,703 | 6,851 | -60.5\% | 6,180 | 11,595 | -46.7\% |

AS A PERCENTAGE OF SALES:
NET SALES

| NET SALES | $100.0 \%$ | $100.0 \%$ |  | $100.0 \%$ | $100.0 \%$ |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Cost of Goods Sold | $81.6 \%$ | $82.8 \%$ | $-1.2 \%$ | $81.7 \%$ | $82.3 \%$ | $-0.6 \%$ |
| GROSS PROFIT | $18.4 \%$ | $17.2 \%$ | $1.2 \%$ | $18.3 \%$ | $17.7 \%$ | $0.6 \%$ |
| S,G\&A | $15.5 \%$ | $11.8 \%$ | $3.7 \%$ | $15.2 \%$ | $12.6 \%$ | $2.6 \%$ |
| EBIT | $2.9 \%$ | $5.5 \%$ | $-2.6 \%$ | $3.1 \%$ | $5.1 \%$ | $-2.0 \%$ |
| Interest Net | $0.6 \%$ | $0.4 \%$ | $0.2 \%$ | $0.6 \%$ | $0.4 \%$ | $0.2 \%$ |
| EARNINGS BEFORE INCOME |  |  |  |  |  |  |
| TAXES | $2.2 \%$ | $5.0 \%$ | $-2.8 \%$ | $2.5 \%$ | $4.6 \%$ | $-2.1 \%$ |
| Income Taxes | $0.9 \%$ | $1.9 \%$ | $-1.0 \%$ | $0.9 \%$ | $1.8 \%$ | $-0.9 \%$ |
| NET EARNINGS | $1.4 \%$ | $3.1 \%$ | $-1.7 \%$ | $1.5 \%$ | $2.9 \%$ | $-1.4 \%$ |
|  | $====$ | $====$ | $====$ | $===$ | $====$ | $====$ |

Total Company
NET SALES for the second quarter were \$194,869, down $11.4 \%$ from \$219,945 reported in the prior year.

* Below plan take-outs on basic replenishment programs resulted in sales declines in the mass merchant and department store channels.
*Increased sales in the direct mail channel, primarily the Oxford Slacks Group.

Sales for the first six months were \$399,237, down 1.6\% from \$405,682 reported last year. Decreased sales in the Womenswear and 0xford Shirt groups were partially offset by increased sales in the Slacks and Lanier Clothes groups.

COST OF GOODS SOLD as a percentage of sales declined $1.2 \%$ to $81.6 \%$ in the current quarter from $82.8 \%$ in the prior year. Cost of Goods Sold as a percentage of sales for the six months decreased $0.6 \%$ to $81.7 \%$ in the current year from $82.3 \%$ the prior year. The higher gross margins for the quarter and six months were attributable to:

* Lower overall markdowns
* Improved manufacturing efficiencies
* Increased proportion of branded sales

S,G\&A EXPENSE for the quarter increased by $\$ 4,256$ to $15.5 \%$ of net sales in the current year from $11.8 \%$ of net sales in the prior year. S,G\&A expense for the six months increased to $\$ 15.2 \%$ of net sales in the current year from $12.6 \%$ in the prior year. The higher $\mathrm{S}, \mathrm{G} \mathrm{\& A}$ for the quarter and the six months was attributable to:

* Continuing investment in new marketing initiatives (DKNY Kids, Izod Club Golf, Tommy Hilfiger Womens Golf and Slates Tailored Clothing) contributed more than $\$ 4,000$ to S,G\&A in the
second quarter and more than $\$ 9,000$ for the six months.
INTEREST EXPENSE for the quarter increased to $0.6 \%$ of net sales in the current year from $0.4 \%$ of net sales in the prior year(identical for six months)
* Higher weighted average interest rates.
* Higher weighted average borrowings.

EFFECTIVE TAX RATE for the quarter and six months ended November 2000 was $38.0 \%$ and was unchanged from the same periods for the prior year. The effective tax rate does not differ significantly from the Company's statutory rate.

## Segment Results

The Company is engaged in the design, manufacture and sale of consumer apparel for men, women and children. Principal markets for the Company are customers located primarily in the United States. The Company's business units are aggregated into the following reportable segments:

* Oxford Shirt Group
* Lanier Clothes
* Oxford Slacks
* Oxford Womenswear Group

All data with respect to the Company's specific segments are presented before applicable intercompany eliminations. Certain prior year information has been restated to be consistent with the current presentation. (Percentages are calculated based on actual data, but columns may not add due to rounding.)

## THREE MONTHS ENDED

|  | Dec. 1 | Nov. 26 | \% |
| :---: | :---: | :---: | :---: |
| NET SALES | 2000 | 1999 | CHANGE |
| Oxford Shirt Group | 60,713 | 64,952 | -6.5\% |
| Lanier Clothes | 46,861 | 52,261 | -10.3\% |
| Oxford Slacks | 26,202 | 26,173 | 0.1\% |
| Oxford Womenswear Group | 60,968 | 76,480 | -20.3\% |
| Corporate and Other | 125 | 79 | 58.2\% |
| Total Net Sales | 194,869 | 219,945 | -11.4\% |

SIX MONTHS ENDED

| $\begin{gathered} \text { Dec. } 1 \\ 2000 \end{gathered}$ | $\begin{aligned} & \text { Nov. } 26 \\ & 1999 \end{aligned}$ | $\begin{gathered} \% \\ \text { CHANC } \end{gathered}$ |
| :---: | :---: | :---: |
| 122,279 | 126,257 | -3.2\% |
| 90,238 | 88,210 | 2.3\% |
| 52,936 | 49,500 | 6.9\% |
| 133,595 | 141,597 | -5.7\% |
| 189 | 118 | 60.2\% |
| 399,237 | 405,682 | -1.6\% |

AS A PERCENTAGE OF TOTAL SALES:

| Oxford Shirt Group | $31.2 \%$ | $29.5 \%$ | $30.6 \%$ | $31.1 \%$ |
| :--- | ---: | ---: | ---: | ---: |
| Lanier Clothes | $24.0 \%$ | $23.8 \%$ | $22.6 \%$ | $21.7 \%$ |
| Oxford Slacks | $13.4 \%$ | $11.9 \%$ | $13.3 \%$ | $12.2 \%$ |
| Oxford Womenswear Group | $31.3 \%$ | $34.8 \%$ | $33.5 \%$ | $34.9 \%$ |
| Corporate and Other | $0.1 \%$ | $0.0 \%$ | $0.0 \%$ | $0.0 \%$ |
|  | ----- | ---- | ----- | ---- |
| Total Net Sales | $100.0 \%$ | $100.0 \%$ | $100.0 \%$ | $100.0 \%$ |
|  | $=====$ | $====$ | $====$ | $=====$ |

THREE MONTHS ENDED
EBIT MARGIN

| EBIT | $\begin{gathered} \text { Dec. } 1 \\ 2000 \end{gathered}$ | $\begin{gathered} \text { Nov. } 26 \\ 1999 \end{gathered}$ | CHANGE | $\begin{array}{r} \text { Dec. } 1 \\ 2000 \end{array}$ | $\begin{aligned} & \text { Nov. } 26 \\ & 1999 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Oxford Shirt Group | 332 | 4,791 | -93.1\% | 0.5\% | 7.4\% |
| Lanier Clothes | 3,096 | 4,179 | -25.9\% | 6.6\% | 8.0\% |
| Oxford Slacks | 1,560 | 1,641 | -4.9\% | 6.0\% | 6.3\% |
| Oxford Womenswear Group | 416 | 3,864 | -89.2\% | 0.7\% | 5.1\% |
| Corporate and Other | 204 | $(2,486)$ | N/M | N/M | N/M |
| Total EBIT | 5,608 | 11,989 | -53.2\% | 2.9\% | 5.5\% |
|  | SIX MONTHS ENDED |  | EBIT MARGIN |  |  |
| EBIT | $\begin{gathered} \text { Dec. } 1 \\ 2000 \end{gathered}$ | $\begin{gathered} \text { Nov. } 26 \\ 1999 \end{gathered}$ | CHANGE | $\begin{gathered} \text { Dec. } 1 \\ 2000 \end{gathered}$ | $\begin{aligned} & \text { Nov. } 26 \\ & 1999 \end{aligned}$ |
| Oxford Shirt Group | 1,265 | 9,559 | -86.8\% | 1.0\% | 7.6\% |
| Lanier Clothes | 6,077 | 6,630 | -8.3\% | 6.7\% | 7.5\% |
| Oxford Slacks | 3,300 | 2,894 | 14.0\% | 6.2\% | 5.8\% |
| Oxford Womenswear Group | 4,430 | 6,514 | -32.0\% | 3.3\% | 4.6\% |
| Corporate and Other | $(2,748)$ | $(5,076)$ | N/M | N/M | N/M |

## Oxford Shirt Group

Net sales for the Oxford Shirt Group declined $6.5 \%$ in the current quarter to $\$ 60,713$ from $\$ 64,952$ in the prior year. The unit sales volume decline of $3.5 \%$ was compounded by the $4.4 \%$ decline in the average sales price per unit. Sales declines in the dress shirt and sportshirt divisions more than offset the incremental sales from the new golf divisions and DKNY Kids. Higher operating expenses associated with these new marketing divisions reduced EBIT for the group to $\$ 332$ in the current quarter from $\$ 4,791$ in the prior year. Sales for this segment for the six months declined $3.2 \%$ and the EBIT margin was $1.0 \%$. The causes for the decline are similar to those attributed to the second quarter.

## Lanier Clothes

Lanier Clothes reported second quarter sales of $\$ 46,861$, a decline of $10.3 \%$ from $\$ 52,261$ in the prior year. The unit sales volume increase of $8.5 \%$ was more than offset by the $17.4 \%$ decline in the average selling price per unit. The unit and average selling price data have been severely impacted by the shift in product mix from suits to separates. The lower sales were due to slower sell-throughs of branded tailored clothing and significantly lower sales of off-price merchandise. A small increase in S,G\&A and the lower sales volume combined to push EBIT to $\$ 3,096$ or $6.6 \%$ of net sales in the current year from $\$ 4,179$ or $8.0 \%$ of net sales in the prior year. Sales for this segment for the six months increased 2.3\%. A 9.4\% increase in S,G\&A caused EBIT to decline to $\$ 6,077$ or $6.7 \%$ of net sales.

## Oxford Slacks Group

Oxford Slacks reported flat sales of $\$ 26,202$ in the current quarter and $\$ 26,173$ in the prior year. An increase in the average selling price per unit of $14.3 \%$ more than offset the $12.5 \%$ decline in the unit volume. Sales growth to specialty catalogs offset sales declines to the chain store and mass merchant channels. Second quarter EBIT was essentially flat at $\$ 1,560$ in the current quarter from $\$ 1,641$ in the prior year. Sales for this segment for the six months increased 6.9\%. EBIT increased to $\$ 3,300$ or $6.2 \%$ of net sales.

## Oxford Womenswear Group

Second quarter net sales for the Womenswear Group declined 20.3\% from $\$ 76,480$ in the prior year to $\$ 60,968$ in the current year. A $20.0 \%$ decline in the unit volume was compounded by a $1.0 \%$ decline in the average selling price per unit. Order deferrals and softening demand resulted in curtailed shipments on several basic replenishment programs. The sales decline and resulting manufacturing inefficiencies reduced EBIT to $\$ 416$ in the current quarter from $\$ 3,864$ in the prior year. For the six months, this segment incurred a $5.7 \%$ sales decline and EBIT of $\$ 4,430$ or $3.3 \%$ of net sales.

## Corporate and Other

Corporate and Other includes the Company's corporate offices, transportation and logistics and other costs and services that are not allocated to operating groups.
The primary difference in EBIT is due to LIFO accounting. Fiscal 1999 ended with abnormally high markdowns restored. In fiscal 2000, marked down inventory was liquidated to more normal levels resulting in an unfavorable charge to the income statement. In fiscal 2001, the amount of marked down inventory liquidated returned to normal levels resulting in a smaller unfavorable charge to the income statement. Under LIFO accounting, markdowns are not recognized until the inventory is liquidated.

## FUTURE OPERATING RESULTS

The softening of demand that the Company predicted in the first quarter earnings announcement impacted the second quarter results even more than expected. Order deferrals and slowing sell-through at retail left sales short of last year and plan. The Company experienced a sizable increase in operating expenses over last year attributable primarily to the new marketing initiatives established in last year's second half. DKNY Kids, Izod Club Golf, Tommy Hilfiger Womens Golf and Slates Tailored Clothing have required considerable investment of financial and personnel resources to provide a strong
foundation for future growth and profitability. In the early stages, however, the Company has incurred significant start-up costs with comparatively little sales or gross margin dollars to show for its efforts. This situation will improve as these new divisions gain critical mass.

The Company expects this challenging retail environment and economic uncertainty to continue. Second half sales are expected to be essentially flat with the first half. Diluted earnings per share should improve moderately over the first half due to improved manufacturing performance and the growing contribution of new branded marketing initiatives.

## LIQUIDITY AND CAPITAL RESOURCES

## Financial Condition

Cash flow from operations is the Company's primary source of liquidity. Management monitors leverage through its debt-to-total capital ratio. Working capital management is achieved primarily through management of the Company's investment in accounts receivable.

## Leverage

Total debt represented $28.3 \%$ of capital at the end of November 2000 as compared to $26.4 \%$ at the end of May 2000 and $26.8 \%$ at the end of the November 1999. The Company believes it has adequate borrowing capacity to pursue strategic acquisitions.

## Working Capital

Working capital increased from $\$ 152,235$ at the end of the second quarter of the prior year to $\$ 162,935$ at the end of the 2000 fiscal year and increased to $\$ 163,288$ at the end of the second quarter of the current year. The ratio of current assets to current liabilities was 2.4 at the end of the second quarter of the prior year, 2.3 at the end of the 2000 fiscal year and 2.4 at the end of the second quarter of the current year. Accounts Receivable at the end of the second quarter of the current year decreased $\$ 13,868$ or $11.9 \%$ compared to the prior year. Customer accounts receivable days outstanding decreased from 52.8 days in the prior year to 52.3 days in the current year. Accounts payable increased $\$ 7,013$ or $12.6 \%$ compared to the prior year. The receivables and payables improvements were offset by a $\$ 35,958$ or $29.3 \%$ increase in inventory. This increase was due to new marketing initiatives and below plan sales and slower take-out of replenishment goods. The balance of the increase was due to the purchase of Izod Clubr Golf and the decision to bring in golf product early to be embroidered for the spring selling season. The Company's overall inventory days on hand were 78.6 at the end of the second quarter of the current year and 76.0 in the prior year.

## Investing Activities

Capital expenditures were $\$ 2,340$ for the first six months compared to $\$ 3,103$ in the prior year.

## Financing Activities

The Company continued its stock repurchase activity during the quarter with the purchase and retirement of 203,200 shares of common stock. Stock repurchase activity for the six months totaled 274,600 shares. At quarter end, the remaining open authorization to repurchase outstanding shares was approximately 478,000 shares. Subsequent to quarter end the Company has repurchased 15,004 shares of common stock.

On January 8, 2001 the Company's Board of Directors declared a cash dividend of $\$ 0.21$ per share, payable on March 3, 2001 to shareholders of record on February 15, 2001. The Company's Board of Directors also issued a new stock repurchase authorization for up to 1,000,000 shares of the Company's common stock.

## 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, stock repurchases, 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 December 1, 2000 the Company had available for its use lines of credit with several lenders aggregating $\$ 45,000,000$. The Company has agreed to pay commitment fees for these available lines of credit. On December 1, 2000, $\$ 45,000,000$ was in use under these lines, of which $\$ 40,000,000$ was long-term. In addition, the Company has $\$ 184,500,000$ in uncommitted lines of credit, of which $\$ 143,500,000$ is reserved exclusively for letters of credit. The Company pays no commitment fees for these available lines of credit. On December 1, 2000, $\$ 18,500,000$ was in use under these lines of credit. Maximum borrowings from all these sources during the current year were $\$ 74,500,000$ 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.

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

Certain statements included herein contain forward-looking statements with respect to anticipated future results, which are subject to risks and uncertainties that could cause actual results to differ materially from anticipated results. These risks and uncertainties include, but are not 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 June 2, 2000.

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

27 Financial Data Schedule.
(b) Reports on Form 8-K.

The Registrant did not file any reports on Form 8-K during the quarter ended December 1, 2000.

## 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 thereunto duly authorized.

OXFORD INDUSTRIES, INC.
(Registrant)
/s/Ben B. Blount, Jr.

This schedule contains summary financial information extracted from SEC Form 10-Q and is qualified in its entirety by reference to such financial statements

1,000

```
6-MOS
    JUN-01-2001
        DEC-01-2000
                8,539
                0
            106,635
                    3,869
                    158, 835
        283,917
                112,702
            77,352
            330, 086
120,629
            0
                                    0
                                    7,387
            155, 061
330,086
                                    399, 237
            399,237
                326,097
            326,097
            60,816
                    0
            2,356
                9,968
                    3,788
            6,180
                0
                0
                            0
                6,180
                    .82
                    . 82
```

INDEX OF EXHIBITS INCLUDED HERIN, FORM $10-\mathrm{Q}$

|  |  |
| :--- | :---: |
| EXHIBIT | SEQUENTIAL |
| NUMBER | DESCRIPTION |

27 Financial Data Schedule 14

