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FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or $15(\mathrm{~d})$ of the SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported):
January 18, 2001

McCormick \& Company, Incorporated
(Exact name of registrant as specified in its charter)
Maryland
(State of other jurisdiction

of incorporation) \begin{tabular}{cc}
$0-748$ \\
(Commission \\
File Number)

$\quad$

$52-0408290$ \\
(IRS Employer \\
Id Loveton Circle
\end{tabular}

## ITEM 5. OTHER EVENTS AND REGULATION FD DISCLOSURE

On January 18, 2001, the Registrant issued a press release, which included a document labeled "Fourth Quarter Report," that is filed as Exhibit 99.1 hereto and incorporated herein by reference. Also attached to this Form 8-K, and filed as Exhibit 99.2 and incorporated herein by reference, is a document entitled "Selected Quarterly Data as Reclassified (Unaudited)." ITEM 7. FINANCIAL STATEMENTS, PRO FORMA FINANCIAL INFORMATION AND EXHIBITS
(c) Exhibits.
99.1: Press Release dated January 18, 2001
99.2: Selected Quarterly Data as Reclassified (Unaudited).

## 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.

MCCORMICK \& COMPANY, INCORPORATED

MCCORMICK REPORTS RECORD PROFIT AND SALES FOR FISCAL 2000

SPARKS, MD, JAN. 18 - - - McCormick \& Company, Incorporated (NYSE:MKC), today reported record sales and earnings per share for the fourth quarter and fiscal 2000.

Earnings per share for the year ended November 30, 2000 were $\$ 1.98$ compared to $\$ 1.43$ for 1999. Excluding special charges and an accounting change, earnings per share increased 18\% to \$1.99 from \$1.69. Sales for fiscal year 2000 increased $6 \%$ to $\$ 2.1$ billion. Excluding foreign exchange and the August 31 acquisition of Ducros, sales increased 4\%. Each of the Company's three business segments - consumer, industrial and packaging - contributed to this sales growth. Gross profit margin ended the year at $37.9 \%$ versus $35.7 \%$ in 1999 . This was accomplished with stronger sales growth in the consumer business which has a higher margin, cost reduction efforts across all business segments, the shift to more value-added, higher margin products within the industrial business and the addition of the Ducros business. McCormick's unconsolidated businesses grew sales $15 \%$ and contributed income of $\$ 18.2$ million, an increase of $36 \%$ versus 1999.

Fourth quarter earnings per share were 84 CENTS and 76CENTS for 2000 and 1999, respectively. Excluding special charges, earnings per share for the quarter increased 9\% to 84CENTS compared to 77CENTS for the prior year. Sales for the quarter grew $10 \%$ over 1999 to $\$ 680$ million. Excluding Ducros and foreign exchange, sales grew $2 \%$. Gross profit margin for the quarter increased to 43.8\% from 40.3\% in 1999.

Free cash flow (operating cash flows less dividend payments and capital expenditures) was $\$ 96$ million for fiscal year 2000 . This is on target with our long-term goal of $\$ 75-100$ million per year.

Consumer Business

Sales for McCormick's consumer business rose $21 \%$ over last year's fourth quarter. Excluding Ducros and foreign exchange, sales grew 5\%. In local currency, consumer sales were up 6\% in the Americas, unchanged in Europe (excluding Ducros) and up $9 \%$ in Asia. The sales gains were volume-driven and resulted from effective marketing programs and new products. Operating income for the quarter increased $18 \%$ to $\$ 80.9$ million. As a percent of sales, operating income decreased to $20.7 \%$ from $21.4 \%$ which reflects the anticipated impact of Ducros.

Industrial sales declined 4\% versus last year's quarter. Excluding foreign exchange, the decline was 1\%. In local currency, industrial sales declined 3\% in the Americas, grew 2\% in Europe and grew 14\% in Asia. In the Americas, the sales weakness occurred as a result of continued slowness in sales to restaurant customers as well as price reductions taken in the ingredient business to match lower commodity costs. The increase in the industrial business in Europe is an improvement over the performance of earlier quarters in fiscal 2000. Operating income for the quarter declined $3 \%$ to $\$ 18.5 \mathrm{million}$ versus last year. As a percent of net sales, operating income was unchanged at $7.6 \%$ for the quarter.

Packaging Business

The packaging business reported third party sales up 1\% for the quarter over last year, with the increase primarily in our tube business. Operating income (including intersegment business) was $\$ 5.5$ million, an increase of $6 \%$. As a percent of total sales, operating income (including intersegment business) increased to 9.7\% from 9.6\%.

## Chairman's Comments

Commented Robert J. Lawless, Chairman, President \& CEO, "We are pleased with our financial performance for 2000. Sales growth initiatives and improvements in operations contributed to a successful year. The company's branded products continue to benefit from well-executed strategies in markets worldwide. Sales in our industrial business fell short of expectations - volume gains with food service customers and food processors were offset by sales softness with our restaurant customers. However, the industrial segment continues to improve margins with sales of more value-added products. Our packaging business had good sales growth and achieved operating profit growth despite an increase in resin costs.
"A landmark event for McCormick in 2000 was the acquisition of Ducros, the leading spice business in Europe. The integration of this business is proceeding smoothly and in accordance with our business plan. Our estimate for dilution in 2001 earnings remains 10CENTS per share. We expect that most of the dilution to be recorded in the first and second quarters of fiscal 2001. As a result, we expect that most of our earnings per share growth for 2001 will occur in the second half of the year.
"In November of 2000, we launched Beyond 2000 (B2K), a global initiative of business process improvement enabled by state-of-the-art information technology. We expect a return on this investment through more efficient processes throughout our organization. We will improve asset management, integrate communications with customers and expand eBusiness opportunities. Our total capital expenditures in 2001 will be in a range of \$85-95 million. In 2001, capital expenditures together with higher interest from the Ducros acquisition will cause our annual free cash flow to be below our long-term target of $\$ 75-100$ million. We will be back on track with this target in 2002. We are confident that the returns from B2K will provide funding for future sales initiatives and profit improvement.
"As we begin 2001, we are pleased that food stocks have gained some interest among investors and that our shareholders are benefiting from a better stock price for McCormick. Our commitment is to continue to deliver financial results that are among the best in the industry. One of our long-term goals is to increase sales 4-6\%. In 2001, with a full year of the Ducros business, our sales growth goal is $12-14 \%$. We expect gross profit margin to reach $40 \%$ in 2001 and grow to $42 \%$ for fiscal year 2003. We also have a long-term objective to grow earnings per share 10-12\%. Including dilution from the Ducros acquisition, we expect to increase earnings per share in 2001 by $8-10 \%$.
"We thank our employees for their accomplishments in 2000 and commitment to a successful future. I am confident that McCormick has the right strategies and team in place to maintain our momentum, achieve aggressive goals and build shareholder value in 2001 and beyond."

Forward-Looking Statement
Certain information contained in this release, including expected trends in net sales and earnings performance, are "forward-looking statements" within the meaning of Section $21 E$ of the Securities and Exchange Act of 1934. Forward-looking statements are based on management's current views and assumptions and involve risks and uncertainties that could be materially affected by external factors such as: actions of competitors, customer relationships, fluctuations in the cost and availability of supply chain resources and foreign economic conditions, including currency rate fluctuations. The Company undertakes no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise.

About McCormick

McCormick \& Co., Inc. is the global leader in the manufacture, marketing and distribution of spices, seasonings and flavors to the entire food industry - to foodservice and food processing businesses as well as to retail outlets. In addition, the packaging group manufactures and markets specialty plastic bottles and tubes for personal care and other industries.

CONSOLIDATED INCOME STATEMENT
(In thousands except per-share data)

|  | THREE MONTHS ENDED |  | YEAR ENDED |  |
| :---: | :---: | :---: | :---: | :---: |
|  | (Unaudited) |  | (Unaudited) |  |
|  | 11/30/2000 | 11/30/1999 | 11/30/2000 | 11/30/1999 |
| NET SALES |  |  |  |  |
| Consumer | \$390,639 | \$322,123 | \$996,944 | \$898,487 |
| Industrial | 243,065 | 252,949 | 948,229 | 938,751 |
| Packaging | 45,827 | 45,363 | 178,351 | 169,679 |
| Total Net sales | 679,531 | 620,435 | 2,123,524 | 2,006,917 |
| Cost of goods sold | 381,888 | 370,535 | 1,318,712 | 1,289,714 |
| Gross profit | 297,643 | 249,900 | 804,812 | 717,203 |
| Gross profit margin | 43.8\% | $40.3 \%$ | 37.9\% | 35.7\% |
| Selling, general \& administrative expense | 200,658 | 166,495 | 578,696 | 521,346 |
| Special charges | 45 | 310 | 1,068 | 25,714 |
| Operating income | 96,940 | 83,095 | 225,048 | 170,143 |
| Interest expense | 14,928 | 7,912 | 39,736 | 32,431 |
| Other income | 810 | 1,490 | 685 | 4,647 |
| Income before income taxes | 82,822 | 76,673 | 185,997 | 142,359 |
| Income taxes | 29,861 | 27,734 | 66,649 | 57,210 |
| Net income from consolidated operations | 52,961 | 48,939 | 119,348 | 85,149 |
| Income from unconsolidated operations | 4,686 | 5,040 | 18,183 | 13,357 |
| Net Income before cumulative effect of acctg change | 57,647 | 53,979 | 137,531 | 98,506 |
| Cumulative effect of accounting change - net of taxes | - | - | - | 4,800 |
| NET INCOME | \$57,647 | \$53,979 | \$137,531 | \$103,306 |
| EARNINGS PER SHARE - BASIC |  |  |  |  |
| Continuing operations | 0.84 | 0.76 | 2.00 | 1.38 |
| Cumulative effect of an accounting change | - | - | - | 0.07 |
| TOTAL EARNINGS PER SHARE - BASIC | 0.84 | 0.76 | 2.00 | 1.45 |
| Average shares outstanding - basic | 68,438 | 70,729 | 68,799 | 71,449 |
| EARNINGS PER SHARE - ASSUMING DILUTION |  |  |  |  |
| Continuing operations | \$0.84 | \$0.76 | \$1.98 | \$1.36 |
| Cumulative effect of an accounting change | - | - | - | 0.07 |
| TOTAL EARNINGS PER SHARE - ASSUMING DILUTION | \$0.84 | \$0.76 | \$1.98 | \$1.43 |
| Average shares outstanding - assuming dilution | 69,023 | 71,350 | 69,580 | 71,999 |

Note: The Company has reclassified the effect of an accounting change related to pension expense in 1999 from special charges to cumulative effect of accounting change - net of taxes. In addition, the Company reclassified royalty income and amortization of goodwill from other income to selling, general \& administrative expense. All prior year amounts have been reclassified to conform to the current year presentation. The net amounts of royalty income and amortization of goodwill were $\$(737)$ and $\$ 780$ for the fourth quarter of 2000 and 1999, respectively and $\$ 2,441$ and $\$ 971$ for the fiscal year of 2000 and 1999, respectively. For the amount of the reclassifications of these items for prior quarters, see the Company's form 8-K filed in January, 2001.

CONDENSED CONSOLIDATED BALANCE SHEET
(In thousands)

11/30/2000

| \$303, 340 |
| :---: |
| 274,039 |
| 96,072 |
| 372,999 |
| 613,489 |
| \$1,659,939 |

\$551,960
475,196
160,192
113,248
359,343
\$1,659,939
==-==-==-==-==
$\$ 551,960$
475,196
160,192
113,248
359,343

11/30/1999
\$213,926
234,171
109,253
363,251
268,178
\$1,188,779
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LIABILITIES AND SHAREHOLDERS' EQUITY
Short-term borrowings
$\qquad$
Selected Quarterly Data as Reclassified (Unaudited)
McCormick \& Company, Incorporated


The following reclassifications have been made in the above presentation to the quarterly results previously reported:

1. The cumulative impact of changing the method of determining the market-related value of pension plan assets has been reclassified from a special charge in the second quarter of 1999 to a cumulative effect of accounting change in the first quarter of 1999.
2. Royalty income, which was previously excluded from operating income in 1999, has been reclassified to be included in operating income. Royalty income for the first three quarters of 2000 had already been reflected in selling, general and administrative expenses in the related quarterly financial statements.
3. Amortization of goodwill, which was previously excluded from operating income in 2000 and 1999, has been reclassified to be included in operating income.

| Millions except per share data | First | Second | Third | Fourth | Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2000 - INCREASE (DECREASE)OPERATING INCOME |  |  |  |  |  |
|  |  |  |  |  |  |
| AMORTIZATION OF GOODWILL | \$ (1.3) | \$ (1.3) | \$ (1.3) | \$ (3.3) | \$(7.2) |
| ROYALTY INCOME | 2.3 | 2.1 | 2.6 | 2.6 | 9.6 |
|  | 1.0 | . 8 | 1.3 | (.7) | 2.4 |
| 1999 - Increase (decrease) |  |  |  |  |  |
| Operating income |  |  |  |  |  |
| Amortization of goodwill | \$(1.5) | \$(1.5) | \$(1.3) | \$(1.2) | \$(5.5) |
| Royalty income | 1.4 | 1.4 | 1.6 | 2.0 | 6.4 |
| Cumulative effect of accounting change | - | (7.7) | - | - | (7.7) |
|  | (.1) | (7.8) | . 3 | . 8 | (6.8) |
| Net income before accounting change | - | (4.8) | - | - | (4.8) |
| Cumulative effect of accounting change | 4.8 | - | - | - | 4.8 |
| Net income | 4.8 | (4.8) | - | - | - |

