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SECURITIES AND EXCHANGE COMMISSION
Washington, D. C. 20549
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Form 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934
For Quarter Ended August 31, 1999 Commission File Number 0-748

MCCORMICK \& COMPANY, INCORPORATED
(Exact name of registrant as specified in its charter)

## MARYLAND

(State or other jurisdiction of incorporation or organization)

52-0408290
(I.R.S. Employer

Identification No.)
18 Loveton Circle, P. O. Box 6000, Sparks, MD
(Address of principal executive offices)

Registrant's telephone number, including area code (410) 771-7301

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(d)$ 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 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.

Shares Outstanding
September 30, 1999
Common Stock
8,986,487
Common Stock Non-Voting
$61,805,164$

McCORMICK \& COMPANY, INCORPORATED

INDEX - FORM 10-Q

August 31, 1999

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PART I - FINANCIAL INFORMATION

ITEM 1

## FINANCIAL STATEMENTS

MCCORMICK \& COMPANY, INCORPORATED CONDENSED CONSOLIDATED STATEMENT OF INCOME (UNAUDITED)
(In Thousands Except Per Share Amounts)

|  | Three Mon <br> Augu 1999 | $\begin{gathered} \text { ths Ended } \\ \text { st } 31, \\ 1998 \end{gathered}$ | $\begin{gathered} \text { Nine Mont } \\ \text { August } \\ 1999 \end{gathered}$ | ```ths Ended t 31, 1 9 9 8``` |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | \$476,761 | \$444,793 | \$1,386,482 | \$1,295,448 |
| Cost of goods sold | 312,532 | 298,518 | 919,179 | 874,713 |
| Gross profit | 164,229 | 146,275 | 467,303 | 420,735 |
| Selling, general and administrative expense | 120,280 | 107,295 | 355,042 | 320,608 |
| Special charges | 3,039 | 129 | 17,704 | 808 |
| Operating income | 40,910 | 38,851 | 94,557 | 99,319 |
| Interest expense | 8,231 | 9,616 | 24,519 | 27,313 |
| Other (income) expense, net | (1,072) | $(1,162)$ | $(3,348)$ | $(3,903)$ |
| Income before income taxes | 33,751 | 30,397 | 73,386 | 75,909 |
| Income taxes | 12,904 | 10,943 | 32,376 | 27,327 |
| Net income from consolidated operations | 20,847 | 19,454 | 41,010 | 48,582 |
| Income from unconsolidated operations | 4,514 | 1,996 | 8,317 | 5,168 |
| Net income | \$ 25,361 | \$ 21,450 | \$ 49,327 | \$ 53,750 |
| Earnings per common share basic | \$0.36 | \$0.29 | \$0.69 | \$0.73 |
| Earnings per common share diluted | \$0.35 | \$0.29 | \$0.68 | \$0.73 |
| Cash dividends declared per common share | \$0.17 | \$0.16 | \$0.51 | \$0.48 | See notes to condensed consolidated financial statements.


|  | (Unaudited) | (Unaudited) |  |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Current Assets |  |  |  |
| Cash and cash equivalents | \$ 13, 864 | \$ 8,934 | \$ 17,711 |
| Accounts receivable, net | 183,294 | 179,647 | 212,804 |
| Inventories |  |  |  |
| Raw materials and supplies | 111,229 | 113,424 | 112,254 |
| Finished products and work-in |  |  |  |
| process | 160,178 | 165,398 | 138,639 |
|  | 271,407 | 278,822 | 250,893 |
| Other current assets | 37,836 | 25,112 | 22,325 |
| Total current assets | 506,401 | 492,515 | 503,733 |
| Property, plant and equipment | 726,783 | 722,007 | 723,323 |
| Less: Accumulated depreciation | $(362,325)$ | $(337,737)$ | $(346,291)$ |
| Total property, plant and equipment, net | 364,458 | 384,270 | 377,032 |
| Intangible assets, net | 145,364 | 158,264 | 160,901 |
| Prepaid allowances | 136,653 | 162,592 | 143,722 |
| Other assets | 81,067 | 76,268 | 73,665 |
| Total assets \$1 | \$1,233,943 | \$1,273,909 | \$1,259,053 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |
| Short-term borrowings | \$205,764 | \$240,543 | \$139,140 |
| Current portion of long-term debt | 7,256 | 13,540 | 24,539 |
| Trade accounts payable | 134,373 | 137,987 | 145,829 |
| Other accrued liabilities | 186,393 | 169,163 | 208,426 |
| Total current liabilities | 533,786 | 561,233 | 517,934 |
| Long-term debt | 242,197 | 262,016 | 250,363 |
| Other long-term liabilities | 101,680 | 90,023 | 102,585 |
| Total liabilities | 877,663 | 913,272 | 870,882 |
| Shareholders' Equity |  |  |  |
| Common stock | 50,248 | 48,893 | 48,991 |
| Common stock non-voting | 125,076 | 120,277 | 120,019 |
| Retained earnings | 221,240 | 233,994 | 262,346 |
| Accumulated other comprehensive income | me $(40,284)$ | $(42,527)$ | $(43,185)$ |
| Total shareholders' equity | 356,280 | 360,637 | 388,171 |
| Total liabilities and shareholders' equity | \$1,233,943 | \$1,273,909 \$ | \$1,259,053 |

See notes to condensed consolidated financial statements.
(3)

McCORMICK \& COMPANY, INCORPORATED CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS (UNAUDITED) (In Thousands)

| Nine Months Ended |  |
| :---: | :---: |
| August 31, |  |
| 1999 | 1998 |
|  |  |
| $\$ 49,327$ | $\$ 53,750$ |

Net income operating activities \$49,327 \$53,750
Adjustments to reconcile net income to net cash
provided by (used in) operating activities
Depreciation and amortization
Special charges
Income from unconsolidated operations
Other
Changes in operating assets and liabilities Receivables
Inventories
Prepaid allowances
Trade accounts payable
Other assets and liabilities
Net cash provided by operating activities

Cash flows from investing activities
Capital expenditures
$(34,199) \quad(44,530)$

| Acquisitions of businesses | - | $(8,940)$ |
| :---: | :---: | :---: |
| Proceeds from sale of assets | 122 | 1,759 |
| Other | 325 | (977) |
| Net cash used in investing activities | $(33,752)$ | $(52,688)$ |
| Cash flows from financing activities |  |  |
| Short-term borrowings, net | 66,789 | 129,454 |
| Long-term debt borrowings | - | 3,345 |
| Long-term debt repayments | $(23,609)$ | $(10,441)$ |
| Common stock issued | 11,361 | 14,780 |
| Common stock acquired by purchase | $(58,923)$ | $(53,824)$ |
| Dividends paid | $(36,195)$ | $(35,299)$ |
| Net cash (used in) provided by financing activities | $(40,577)$ | 48,015 |
| Effect of exchange rate changes on cash and cash equivalents | 135 | $(1,678)$ |
| Decrease in cash and cash equivalents | $(3,847)$ | $(4,566)$ |
| Cash and cash equivalents at beginning of period | 17,711 | 13,500 |
| Cash and cash equivalents at end of period | \$ 13,864 | \$ 8,934 |

See notes to condensed consolidated financial statements.

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McCORMICK \& COMPANY, INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
(In Thousands Except As Otherwise Noted)
(Unaudited)

## 1. ACCOUNTING POLICIES

Basis of Presentation

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with the instructions to Form 10-Q and do not include all the information and notes required by generally accepted accounting principles for complete financial statements. In the opinion of management, the accompanying condensed consolidated financial statements contain all adjustments necessary to present fairly the financial position and the results of operations for the interim periods.

The results of consolidated operations for the three and nine month periods ended August 31, 1999 are not necessarily indicative of the results to be expected for the full year. Historically, the Company's consolidated sales and net income are lower in the first half of the fiscal year and increase in the second half.

For further information, refer to the consolidated financial statements and notes included in the Company's Annual Report on Form 10-K for the year ended November 30, 1998.

## Accounting and Disclosure Changes

In June 1997, the Financial Accounting Standards Board (FASB) issued SFAS No. 131, "Disclosures about Segments of an Enterprise and Related Information", which establishes annual and interim reporting standards for an enterprise's operating segments and related disclosures about its products, services, geographic areas and major customers. The Company will adopt this statement in 1999. Adoption of this standard will not impact the Company's results of operations and financial position and will be limited to the presentation of its disclosures.

In the first quarter of 1999, the Company adopted SFAS No. 130, "Reporting Comprehensive Income". The adoption of this statement had no impact on the Company's net income or shareholders' equity. SFAS No. 130 establishes standards for reporting comprehensive income in financial statements. Comprehensive income includes all changes in equity during a period except those resulting from investments by or distributions to shareholders. The Company's comprehensive income for all periods presented consisted primarily of net income and foreign currency translation adjustments. Amounts in prior year financial statements have been reclassified to conform to the requirements of SFAS No. 130.

In the first quarter of 1999, the Company adopted SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities". This statement requires the Company to recognize all derivatives on
(5)
the balance sheet at fair value. Derivatives that do not qualify as hedges under the new standard are adjusted to fair value through income. If a derivative qualifies as a hedge, depending on the nature of the hedge, changes in the fair value of derivatives are either offset against the change in fair value of the hedged assets, liabilities, or firm commitments through earnings or recognized in other comprehensive income until the hedged item is recognized in earnings. The ineffective portion of a derivative's change in value is immediately recognized in earnings. Adoption of SFAS No. 133 did not have a material impact on the Company's results of operations and financial position.

## 2. SPECIAL CHARGES

During the second quarter of 1999, the Company recorded special charges of $\$ 22.4$ million ( $\$ 19.5$ million after-tax or $\$ 0.27$ per share) associated with streamlining actions including workforce reductions, building and equipment disposals, write-down of intangible assets and other related expenses. In Europe, the Company announced actions to consolidate certain United Kingdom facilities, improve efficiencies within previously consolidated European operations and realign operations between the United Kingdom and other European locations.

Specifically, the Company announced that its Oswaldtwistle facility, one of three liquid manufacturing operations in the United Kingdom, would be closed and consolidated into the remaining facilities, resulting in asset disposals and write-downs and position eliminations. Capitalizing on improved systems and processes at the recently consolidated European operations, the Company identified additional opportunities to streamline manufacturing and administrative functions. In addition, the realignment of operations between the United Kingdom and other European locations was expected to result in an overall reduction of positions and the write-down of assets, primarily goodwill from prior acquisitions in Finland and Switzerland. Finally, system and process improvements throughout the Company's global operations resulted in asset write-downs and position eliminations.

During the third quarter of 1999, the Company recorded special charges of $\$ 3.0$ million $(\$ 2.8$ million after-tax or $\$ 0.04$ per share). These charges, which primarily related to severance and personnel costs and other exit costs anticipated in the streamlining actions discussed above, could not be recognized until certain actions were implemented. In the third quarter of 1999, the Company began transitioning its selling, administration and distribution operations in Switzerland to a third party brokerage based in that country.

In its entirety, expenses associated with the streamlining actions are expected to total $\$ 29.3$ million. This includes amounts recognized in the second and third quarters of 1999 and future expenses which could not be accrued, but will be expensed as the actions are implemented. Although all expenses recorded through August 31, 1999 are classified as special charges on the Consolidated Statement of Income, it is expected that $\$ 2.8$ million
(6)
of future expenses will be classified as cost of goods sold or selling, general and administrative expense.

The Company expects these actions will be completed by the second quarter of 2000 and will require net cash outflows of $\$ 7.9$ million. Beginning in 2000, these actions are expected to generate $\$ 6$ million in after-tax savings. A portion of these annual savings will be reinvested in programs to generate growth opportunities.

In addition, the Company changed its actuarial method of calculating the market-related value of plan assets used in determining the expected return-on-asset component of annual pension expense. This modification resulted in a one-time special credit of $\$ 7.7$ million ( $\$ 4.8$ million after-tax or $\$ 0.07$ per share) recorded in the second quarter of 1999. Under the previous method, all realized and unrealized gains and losses were gradually
included in the calculated market-related value of plan assets over a five-year period. Under the new method, the total expected investment return, which anticipates realized and unrealized gains and losses on plan assets, is included in the calculated marketrelated value of plan assets each year. Only the difference between total actual investment return, including realized and unrealized gains and losses, and the expected investment return is gradually included in the calculated market-related value of plan assets over a five-year period.

Under the new actuarial method, the calculated market-related value of plan assets more closely approximates fair value, while still mitigating the effects of annual market value fluctuations. It also reduces the growing difference between the fair value and calculated market-related value of plan assets that has resulted from the recent accumulation of unrecognized gains and losses. While this change better represents the amount of ongoing pension expense, the new method will not have a material impact on the Company's results of operations and financial condition.

The major components of the special charges and the remaining accrual balance as of August 31, 1999 were as follows:

|  | 1999 <br> Special <br> Charges | Balance <br> Amounts <br> Utilized <br> (In Thousands) | August 31, <br> 1999 |
| :--- | :---: | :---: | :---: |
| Severance and personnel costs | $\$ 7,875$ | $\$(2,547)$ | $\$ 5,328$ |
| Write-down of assets | 14,784 | $(14,784)$ | - |
| Other exit costs | 2,787 | $(491)$ | 2,296 |
| Actuarial method change | $(7,742)$ | 7,742 | - |
|  | $\$ 17,704$ | $\$(10,080)$ | $\$ 7,624$ |

Severance and personnel costs do not represent all of the amounts to be recorded in connection with the elimination of positions, as additional costs will be recognized in the future as eligibility requirements are met. In total, the streamlining actions will result in the elimination of approximately 300 positions, primarily
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outside the U.S. As of August 31, 1999, approximately 200 positions have been eliminated. Write-down of assets consists primarily of fixed asset or other long-term asset impairments recorded as a direct result of the Company's decision to exit facilities, businesses or operating activities. These actions resulted in write-down of $\$ 5.2$ million of property, plant and equipment and $\$ 9.6$ million in intangible assets. The fair value of the intangible assets was based on a discounted value of estimated future cash flows. Other exit costs consist primarily of employee and equipment relocation costs, lease exit costs and consulting fees, some of which will be recognized as incurred.

## 3. EARNINGS PER SHARE

The following table sets forth the reconciliation of shares outstanding in accordance with the provisions of SFAS No. 128, "Earnings Per Share."


## 4. COMPREHENSIVE INCOME

The following table sets forth the components of comprehensive income in accordance with the provisions of SFAS No. 130.

| Three Months Ended | Nine Months Ended |  |  |
| :---: | :---: | :---: | :---: |
| August 31, | August 31, |  |  |
| 1999 | 1998 | 1999 | 1998 |
| (In Thousands) |  |  |  |
| $\$ 25,361$ | $\$ 21,450$ | $\$ 49,327$ | $\$ 53,750$ |
|  |  |  |  |
| $(1,728)$ | $(3,854)$ | $(1,740)$ | $(11,878)$ |
| 3,233 | - | 4,641 | - |
| $\$ 26,866$ | $\$ 17,596$ | $\$ 52,228$ | $\$ 41,872$ |

Net income
Other comprehensive income: Foreign currency
translation adjustments
Other
Comprehensive income
(8)

ITEM 2
MANAGEMENT'S DISCUSSION AND ANALYSIS OF
FINANCIAL CONDITION AND RESULTS OF OPERATIONS (In Thousands Except As Otherwise Noted)

## OVERVIEW

For the quarter ended August 31, 1999, the Company reported net income of $\$ 25.4$ million versus $\$ 21.5$ million for the comparable period last year. Diluted earnings per share was $\$ 0.35$ for the third quarter of 1999 compared to $\$ 0.29$ last year. For the nine months ended August 31, 1999, net income was $\$ 49.3$ million versus $\$ 53.8$ million for the comparable period last year. Diluted earnings per share was $\$ 0.68$ for the first nine months of 1999 , compared to $\$ 0.73$ last year.

During the nine months ended August 31, 1999, the Company recorded special charges related to streamlining operations and an actuarial change. Excluding these special charges, net income for the quarter and nine months ended August 31, 1999 would have been $\$ 28.1$ million and $\$ 66.7$ million, respectively, while diluted earnings per share would have been $\$ 0.39$ and $\$ 0.92$, respectively.

The increase in third quarter net income, before the impact of special charges, was due to sales and income increases throughout the Company's worldwide businesses. Net sales for the food and packaging businesses were up $7 \%$ and $8 \%$, respectively, versus the comparable period last year, while operating income, before special charges, increased nearly $13 \%$. Volume growth continued to favorably impact the Company's results.

## SPECIAL CHARGES

On June 7, 1999, the Company announced several actions to streamline operations. These actions, primarily focused on our European operations, are consistent with the Company's strategies to improve gross margins, simplify operations, improve underperforming units and achieve growth through new products, new distribution and acquisitions. In addition, the Company announced a change in the actuarial method used to estimate pension expense.

During the quarter ended May 31, 1999, the Company recorded special charges of $\$ 22.4$ million ( $\$ 19.5$ million after-tax or $\$ 0.27$ per share) associated with streamlining actions including workforce reductions, building and equipment disposals, write-down of intangible assets and other related expenses. In Europe, the Company announced actions to consolidate certain United Kingdom facilities, improve efficiencies within previously consolidated European operations and realign operations between the United Kingdom and other European locations.

Specifically, the Company announced that its Oswaldtwistle facility, one of three liquid manufacturing operations in the United Kingdom, would be closed and consolidated into the remaining facilities, resulting in asset disposals and write-downs and position eliminations. Capitalizing on improved systems and processes at the recently consolidated European operations, the

Company identified additional opportunities to streamline manufacturing and administrative functions. In addition, the realignment of operations between the United Kingdom and other European locations was expected to result in an overall reduction of positions and the write-down of assets, primarily goodwill from prior acquisitions in Finland and Switzerland. Finally, system and process improvements throughout the Company's global operations
resulted in asset write-downs and position eliminations.
During the third quarter of 1999, the Company recorded special charges of $\$ 3.0$ million $(\$ 2.8$ million after-tax or $\$ 0.04$ per share). These charges, which primarily related to severance and personnel costs and other exit costs anticipated in the streamlining actions discussed above, could not be recognized until certain actions were implemented. In the third quarter of 1999, the Company began transitioning its selling, administration and distribution operations in Switzerland to a third party brokerage based in that country.

In its entirety, expenses associated with the streamlining actions are expected to total $\$ 29.3$ million. This includes amounts recognized in the second and third quarters of 1999 and future expenses which could not be accrued, but will be expensed as the future actions are implemented. Although all expenses recorded through August 31,1999 are classified as special charges on the Consolidated Statement of Income, it is expected that $\$ 2.8$ million of future expenses will be classified as cost of goods sold or selling, general and administrative expense.

The Company expects these actions will be completed by the second quarter of 2000 and will require net cash outflows of $\$ 7.9$ million. Beginning in 2000, these actions are expected to generate $\$ 6$ million in after-tax savings. A portion of these annual savings will be reinvested in programs to generate growth opportunities.

In addition, the Company changed its actuarial method of calculating the market-related value of plan assets used in determining the expected return-on-asset component of annual pension expense. This modification resulted in a one-time special credit of $\$ 7.7$ million ( $\$ 4.8 \mathrm{million}$ after-tax or $\$ 0.07$ per share) recorded in the second quarter of 1999. While this change better represents the amount of ongoing pension expense, the new method will not have a material impact on the Company's results of operations and financial condition.

Refer to Note 2 in the Notes to Condensed Consolidated Financial Statements for further information.

## RESULTS OF OPERATIONS

Net sales for the quarter ended August 31, 1999 increased $7.2 \%$ over the corresponding quarter of 1998. The effect of foreign currency exchange rate changes, primarily in the United Kingdom, decreased sales by 0.5\% compared to last year. Unit volume increased 7.2\% as compared to last year, while the combined effects of price and product mix increased sales by $0.5 \%$. The worldwide food business

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experienced 7\% sales growth. Continued sales growth in the worldwide consumer business was primarily due to promotional and marketing programs, distribution gains and new product launches in the U.S. Consumer business, which grew at nearly $11 \%$. The Company's industrial and food service businesses were also favorably impacted by volume growth primarily related to new products and distribution. Packaging sales were up $8 \%$ versus the prior year with a combination of volume increases and price and product mix changes.

For the nine months ended August 31, 1999, the 7.0\% increase in net sales versus the prior year was mainly driven by volume increases in all operating groups. These volume increases, primarily from new distribution and the promotional and marketing programs, were partially offset by a $1 \%$ decrease due to the effect of foreign currency exchange rate changes.

Operating income as a percentage of net sales, before special charges, increased to $9.2 \%$ from $8.8 \%$ for the quarter and increased to 8.1\% from 7.7\% for the nine months ended August 31, 1999 as compared to last year.

Gross profit as a percentage of net sales increased to $34.4 \%$ from $32.9 \%$ in the third quarter of last year. Gross profits were favorably impacted by volume growth in the higher margin U.S. Consumer business and increased sales of higher margin flavor products and new distribution in the U.S. Industrial and Food Service businesses. Increased volumes in our Asian markets contributed to improved margins during the third quarter. Increased volumes and improved operating efficiencies increased
margins in the Packaging business. These factors also impacted the nine months ended August 31, 1999, improving the Company's gross profit as a percentage of net sales to $33.7 \%$ from $32.5 \%$ in the comparable period last year.

Selling, general and administrative expenses increased in the third quarter and nine months ended August 31, 1999 as compared to last year in both dollar terms and as a percentage of net sales. These increases were primarily due to expenditures in support of higher sales and income levels, including promotional spending, research and development, professional services and incentive-based employee compensation.

Interest expense decreased $\$ 1.4$ million and $\$ 2.8$ million for the third quarter and nine months ended August 31, 1999, respectively, due to lower debt levels and interest rates.

Other income for the third quarter of 1999 and 1998 included $\$ 1.2$ million and $\$ 1.8$ million, respectively, of income from the three year non-compete agreement with Calpine Corporation, entered into as a part of the 1996 sale of Gilroy Energy Company, Inc. For the first nine months of 1999 and $1998, \$ 3.5$ million and \$5.3 million, respectively, has been realized.

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Due to the impact of certain nondeductible expenses related to the special charges, the effective tax rate for the quarter and nine months ended August 31, 1999 was $38.2 \%$ and $44.1 \%$, respectively, versus $36.0 \%$ in the comparable periods last year. Excluding the impact of these special charges, the effective tax rate for the quarter and nine months ended August 31, 1999 was $35.9 \%$.

Income from unconsolidated operations increased to $\$ 4.5$ million in the third quarter of 1999 from $\$ 2.0$ million in the comparable quarter last year. The increase is due to the improved performance at our Mexican and Japanese joint ventures. Income from unconsolidated operations for the first nine months of 1999 was also favorably impacted by these joint ventures.

In 1998, translation gains and losses from the devaluation of the Mexican peso were recognized in accordance with hyper-inflationary accounting rules. As of January 1, 1999, Mexico was no longer considered a hyper-inflationary economy.

## MARKET RISK SENSITIVITY

## Foreign Currency

In the first quarter of 1999, a Mexican peso option contract with a notional value of $\$ 9.0$ million matured. During the first nine months of 1999, the Company entered into foreign currency forward contracts to sell Mexican pesos. The current contract, which expires in 1999, had a notional value of $\$ 3.2$ million as of August 31, 1999.

In the third quarter of 1999, a foreign currency forward contract to buy Australian dollars matured. This contract, which had a notional value of $\$ 7.8$ million, matured when the Company's $9.74 \%$ Australian dollar note was repaid in August 1999.

The fair value of the Company's entire portfolio of forward and option contracts was $\$ 0.2$ million as of August 31, 1999.

## Interest Rates

The fair value of the Company's forward starting interest rate swaps was $\$ 4.6$ million as of August 31, 1999. The Company intends to hold the interest rate swaps until maturity.

## FINANCIAL CONDITION

In the Condensed Consolidated Statement of Cash Flows, cash flows from operating activities increased to a cash inflow of $\$ 70.3$ million from a cash inflow of $\$ 1.8$ million for the nine months ended August 31, 1999 and 1998, respectively.

This increase is primarily due to changes in working capital components. Inventory levels were favorably impacted by increased net sales and additional focus on supply chain management. Cash
a higher level of customer renewals and distribution gains experienced primarily in the first half of 1998. In addition, other liabilities were favorably impacted by decreased tax payments and incentive-based employee compensation costs.

Investing activities used cash of $\$ 33.8$ million in the first nine months of 1999 versus $\$ 52.7$ million in the comparable period of 1998. Capital expenditures decreased versus the prior year because 1998 contained expenditures to implement projects to support new distribution in several businesses and the consolidation of Packaging facilities. The Company continued its efforts to limit capital expenditures to depreciation levels. Acquisitions of businesses in 1998 were for the purchase of a line of wet and dry mustards, curry powders and various meal lines in Australia and Canada marketed under the Keen's and Rice-a-Riso brand names.

Cash flows from financing activities include the purchase of 1.1 million shares of common stock, completing the Company's previously announced 10 million share buyback program. On March 18, 1999, the Company announced a new repurchase program to buy back up to $\$ 250$ million of the Company's outstanding stock from time to time in the open market. During the first nine months of 1999, 0.8 million shares were repurchased under this program.

The Company's ratio of debt to total capital was $56.1 \%$ as of August 31, 1999, down from 58.9\% at August 31, 1998 and up from 51.6\% at November 30, 1998. The increase since year end was due to the Company's historical trend of lower income in the first half of the fiscal year and the effect of the stock buyback program, partially offset by improved cash flows from operating activities.

Management believes that internally generated funds and its existing sources of liquidity are sufficient to meet current and anticipated financing requirements over the next 12 months.

YEAR 2000

The Year 2000 (Y2K) issue is the result of computer programs written using two digits (rather than four) to define the applicable year. Without corrective actions, programs with datesensitive logic may recognize "00" as 1900 rather than 2000. This could result in miscalculations or system failures, significantly impacting our business operations.

The Company's work on the Y2K compliance program officially began in 1996. A Corporate project team, working with outside consultants, developed a process to identify and correct Y2K issues on all information technology (IT) platforms and non-IT systems. In addition, all operating units have undertaken Y2K initiatives with direction from the Corporate project team. As a result of this process, the Company has inventoried and assessed all systems and developed remediation programs where necessary for all business-critical information technology applications. The Company is on target with its remediation and testing work. A similar program is also in place for non-IT systems. Final completion and implementation will occur in October 1999.
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The risk of internal business-critical computer systems failure is mitigated by extensive testing, verification and validation efforts. These efforts, which include program and systems testing, simulate operations in the year 2000. Review of the remediation process and program code by independent third parties has been completed. Contingency plans, including system continuity plans, are being developed to mitigate this risk.

Because noncompliant external systems could cause disruptions to various business activities and significant additional costs, the Company has identified and contacted critical suppliers, customers and other third parties to determine their stage of Y2K readiness. For certain third parties with key system connections, interface testing is being performed. Although the Company believes it is taking the appropriate steps to assess $Y 2 K$ readiness, there is no guarantee that the Company's efforts will prevent a material adverse impact on the results of operations and financial condition. The Company believes its Y2K program, including the contingency plans and readiness program discussed below, should significantly reduce this risk.

The Company is developing contingency plans to mitigate potential disruptions to the Company's operations. These include action plans to address system failures by third parties, including identifying and securing alternate sources of materials and developing backup systems to ensure internal communications are not impacted by external disruptions affecting voice and data transmission. Plans are also being developed to address individual location failures since the most likely impact will occur within individual systems or at specific locations. The Company expects to complete its contingency plans in the fourth quarter of 1999.

A Company-wide Y2K readiness program was developed to ensure that all employees are aware of the risks associated with the Y2K changes. These include risks associated with third-party transactions or the Company's internal processes. The Y2K readiness program has been launched throughout the Company.

Since the compliance program began, the Company has incurred approximately $\$ 11.6$ million in expenses, including consulting fees, internal staff costs and other expenses. The Company expects to incur additional expenses of approximately $\$ 1.4$ million through 2000. The Company has also procured replacement systems that, in addition to being Y2K compliant, provide enhanced capability to benefit future operations. Management believes that internally generated funds and existing sources of liquidity are sufficient to meet the expected funding requirements.

## FORWARD-LOOKING INFORMATION

Certain statements contained in this report, including those related to position eliminations, cash requirements and savings related to the special charges, expected Y2K readiness and cost, the impact of accounting and disclosure changes, capital spending, the stock buyback program, the holding period and market risks associated with financial instruments, the impact of foreign

## (14)

exchange fluctuations and the adequacy of internally generated funds and existing sources of liquidity are "forward-looking statements" within the meaning of Section 21E 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 significantly affect expected results. Operating results could be materially affected by external factors such as: actions of competitors, customer relationships, actual amounts and timing of special charge items, including severance payments, removal and disposal costs and final negotiation of third-party contracts, third party $Y 2 \mathrm{~K}$ readiness, the impact of stock market conditions on the stock buyback program, fluctuations in the cost and availability of supply-chain resources and global economic conditions, including interest and currency rate fluctuations and inflation rates.

## ITEM 3 QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

For information regarding the Company's exposure to certain market risks, see Item 7A, Quantitative and Qualitative Disclosures About Market Risk, in the Annual Report on Form 10-K for the year ended November 30, 1998. Except as described in the Management's Discussion and Analysis of Financial conditions and Results of Operations, there have been no significant changes in the Company's financial instrument portfolio or market risk exposures since year end.

## PART II - OTHER INFORMATION

Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits
See Exhibit Index at pages 18-20 of this Report on Form 10-Q.
(b) Reports on Form 8-K. None.

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.

MCCORMICK \& COMPANY, INCORPORATED

Date: October 13, 1999
By: /s/Francis A. Contino
Francis A. Contino Executive Vice President \& Chief Financial Officer

By: /s/J. Allan Anderson
J. Allan Anderson Vice President \& Controller
NUMBER REFERENCE OR PAGE
(2) Plan of acquisition, reorganization, arrangement, liquidation or succession Not applicable.
(3) Articles of Incorporation and By-Laws

Restatement of Charter of McCormick \& Incorporated by reference Company, Incorporated dated April l6, from Registration Form 1990 S-8, Registration No. 33-39582 as filed with the Securities and Exchange Commission on March 25, 1991.

Articles of Amendment to Charter of McCormick \& Company, Incorporated dated April 1, 1992

By-laws of McCormick \& Company, Incorporated-Restated and Amended as of June 17, 1996.
(4) Instruments defining the rights of security holders, including indentures.

Incorporated by reference from Registrant's Form 10-Q for the quarter ended May 31, 1996 as filed with the Securities and Exchange Commission on July 12, 1996.

With respect to rights of holders of equity
securities, see Exhibit 3 (Restatement of Charter). No instrument of Registrant with respect to long-term debt involves an amount of authorized securities which exceeds 10 percent of the total assets of the Registrant and its subsidiaries on a consolidated basis. Registrant agrees to furnish a copy of any instrument upon request of the Securities and Exchange Commission.
(10) Material contracts.
(i) Registrant's supplemental pension plan for certain senior officers is described in the McCormick Supplemental Executive Retirement Plan, a copy of which was attached as Exhibit 10.1 to the Registrant's Report on Form 10-K for the fiscal year 1992 as filed with the Securities and Exchange Commission on February 17, 1993, which report is incorporated by reference.
(ii) Stock option plans, in which directors, officers and certain other management employees participate, are described in Registrant's S-8 Registration Statements Nos. 33-33725 and 33-23727 as filed with the Securities and Exchange Commission on March 2, 1990 and March 23, 1997 respectively, which statements are incorporated by reference.
(iii) Asset Purchase Agreement among the Registrant, Gilroy Foods, Inc. and ConAgra, Inc. dated August 28, 1996 which agreement is incorporated by reference from Registrant's Report on Form $8-K$ as filed with the Securities and Exchange Commission on September 13, 1996.
(iv) Asset Purchase Agreement among the Registrant, Gilroy Energy Company, Inc. and Calpine Gilroy Cogen, L.P., dated August 28, 1996 which agreement is incorporated by reference from Registrant's Report on Form 8-K as filed with the Securities and Exchange Commission on September 13, 1996.
(v) Mid-Term Incentive Program provided to a limited number of senior executives, a description of which is incorporated by reference from pages 19 and 20 of the Registrant's definitive Proxy Statement dated February 18, 1998, as filed with the Securities and Exchange Commission on February 17, 1998, which pages are incorporated by reference.
(vi) Amendment to the Letter Agreement between Registrant and Charles P. McCormick, Jr. effective December 1, 1998, which letter is attached as Exhibit 10.1 to the Registrant's Report on Form $10-\mathrm{K}$ for the fiscal year 1998, as filed with the Securities and Exchange Commission on February 24, 1999, which report is incorporated by reference.
(vii) Directors' Non-Qualified Stock Option Plan provided to members of the Registrant's Board of Directors who are not also employees of the Registrant, is described in

| (11) | Statement re computation of per-share earnings. | Not applicable. |
| :---: | :---: | :---: |
| (15) | Letter re unaudited interim financial information. | Not applicable. |
| (18) | Letter re change in accounting principles. | Not applicable. |
| (19) | Report furnished to security holders. | Not applicable. |
| (22) | Published report regarding matters submitted to vote of securities holders. | Not applicable. |
| (23) | Consent of experts. | Not applicable. |
| (24) | Power of attorney. | Not applicable. |
| (27) | Financial data schedule. | Submitted in electronic format only. |
| (99) | Additional exhibits. | Not applicable. |

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& \text { 187,368 } \\
& \text { 4,074 } \\
& \text { 271,407 } \\
& \text { 506,401 } \\
& \text { 726,783 } \\
& \text { 362,325 } \\
& \text { 1,233,943 } \\
& \text { 533,786 } \\
& \text { 242,197 } \\
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& \text { 175,324 } \\
& 1,233,943 \\
& \text { 180,956 } \\
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& \text { 919,179 } \\
& \text { 372,746 } \\
& (3,348) \\
& 0 \\
& \text { 24,519 } \\
& \text { 73,386 } \\
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