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HUBBELL INCORPORATED
PART I - FINANCIAL INFORMATION FINANCIAL STATEMENTS CONSOLIDATED STATEMENT OF INCOME (UNAUDITED)
(IN MILLIONS, EXCEPT PER SHARE AMOUNTS)

|  | THREE MONTHS ENDED MARCH 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  |
| NET SALES | \$ | 360.7 | \$ | 367.5 |
| Cost of goods sold |  | 257.5 |  | 260.5 |
| GROSS PROFIT |  | 103.2 |  | 107.0 |
| Special Charge, net |  | . 2 |  | --- |
| Selling \& administrative expenses |  | 58.6 |  | 55.2 |
| OPERATING INCOME |  | 44.4 |  | 51.8 |
| OTHER INCOME (EXPENSE): |  |  |  |  |
| Investment income |  | 3.7 |  | 3.4 |
| Interest expense |  | (4.1) |  | (3.6) |
| Other income (expense), net |  | 3.4 |  | 2.0 |
| TOTAL OTHER INCOME, NET |  | 3.0 |  | 1.8 |
| INCOME BEFORE INCOME TAXES |  | 47.4 |  | 53.6 |
| Provision for income taxes |  | 12.3 |  | 13.9 |
| NET INCOME | \$ | 35.1 | \$ | 39.7 |
| EARNINGS PER SHARE - BASIC | \$ | 0.55 | \$ | 0.61 |
| EARNINGS PER SHARE - DILUTED | \$ | 0.55 | \$ | 0.60 |
| CASH DIVIDENDS PER COMMON SHARE | \$ | 0.32 | \$ | 0.31 |

See notes to consolidated financial statements.

## HUBBELL INCORPORATED

## CONSOLIDATED BALANCE SHEET

(IN MILLIONS)


See notes to consolidated financial statements

HUBBELL INCORPORATED

## CONSOLIDATED STATEMENT OF CASH FLOWS

(UNAUDITED)
(IN MILLIONS)

|  | THREE MONTHS ENDED MARCH 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| CASH FLOWS FROM OPERATING ACTIVITIES |  | 2000 |  | 1999 |
| Net income | \$ | 35.1 | \$ | 39.7 |
| Adjustments to reconcile net income to |  |  |  |  |
| net cash provided by operating activities: |  |  |  |  |
| Gain on sale of assets |  | (11.3) |  | --- |
| Depreciation and amortization |  | 14.5 |  | 14.2 |
| Deferred income taxes |  | (3.2) |  | (.7) |
| Expenditures for streamlining, consolidation and restructuring |  | (4.8) |  | (2.1) |
| Special Charge - 2000 ( |  | 3.7 |  |  |
| Changes in assets and liabilities, net of the effect of business acquisitions: |  |  |  |  |
| (Increase)/Decrease in inventories |  | (8.8) |  | (4.0) |
| (Increase)/Decrease in other current assets |  | (1.1) |  | (2.3) |
| Increase/(Decrease) in current operating liabilities |  | 23.9 |  | 1.7 |
| (Increase)/Decrease in other, net |  | (1.3) |  | (.4) |
| Net cash provided by operating activities |  | 35.5 |  | 20.6 |
| CASH FLOWS FROM INVESTING ACTIVITIES |  |  |  |  |
| Acquisition of businesses |  | --- |  | (13.3) |
| Proceeds from disposition of assets |  | 20.1 |  |  |
| Additions to property, plant and equipment |  | (10.9) |  | (18.3) |
| Purchases of investments |  | (.5) |  | (11.1) |
| Repayments and sales of investments |  | 4.8 |  | 7.4 |
| Other, net |  | 5.8 |  | 1.6 |
| Net cash provided by (used in) investing activities |  | 19.3 |  | (33.7) |
| CASH FLOWS FROM FINANCING ACTIVITIES |  |  |  |  |
| Payment of dividends |  | (20.8) |  | (20.4) |
| Commercial paper and notes - borrowings |  | 29.7 |  | 35.5 |
| Exercise of stock options |  |  |  | 2.0 |
| Acquisition of treasury shares |  | (32.1) |  | (18.6) |
| Net cash used in financing activities |  | (23.2) |  | (1.5) |
| Increase/(Decrease) in cash and temporary cash investments |  | 31.6 |  | (14.6) |
| CASH AND TEMPORARY CASH INVESTMENTS |  |  |  |  |
| Beginning of period |  | 24.0 |  | 30.1 |
| End of period | \$ | 55.6 | \$ | 15.5 |

[^0]HUBBELL INCORPORATED<br>NOTES TO CONSOLIDATED FINANCIAL STATEMENTS<br>MARCH 31, 2000<br>(UNAUDITED)

1. BASIS OF PRESENTATION

The accompanying unaudited consolidated financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring items) considered necessary for a fair presentation have been included. Operating results for the three months ending March 31, 2000 are not necessarily indicative of the results that may be expected for the year ended December 31, 2000.

The balance sheet at December 31, 1999 has been derived from the audited financial statements at that date but does not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements.

For further information, refer to the consolidated financial statements and footnotes thereto included in the Hubbell Incorporated Annual Report on Form 10-K for the year ended December 31, 1999.
2. SPECIAL CHARGE, NET

Special Charge, net reflects an adjustment of estimated program costs and corresponding reversal of $\$ 3.5$ million of accrued costs in the Power Segment in connection with management's ongoing review of the 1997 special charge. This adjustment reflects costs originally estimated as part of the 1997 special charge which are no longer required to complete certain plans. The reserve for the 1997 special charge was $\$ 14.7$ million at March 31,2000 versus $\$ 19.5$ million at December 31, 1999.

Offsetting this income was a $\$ 3.7$ million charge for new programs consisting of $\$ 0.9$ million for consolidation of a Lighting operation in Kansas City, MO into the larger facility in Christiansburg, VA; \$2.1 million for exiting the Company's participation in certain joint ventures, primarily within the Power Segment, $\$ 0.5$ million of employee benefits in connection with management changes and $\$ 0.2$ million of other asset disposals. All new programs will be substantially completed by December 31, 2000.
3. INVENTORIES ARE CLASSIFIED AS FOLLOWS: (IN MILLIONS)

Raw Material
Work-in-Process
Finished Goods

Excess of current costs over LIFO basis

| $\begin{gathered} \text { MARCH } 31, \\ 2000 \end{gathered}$ | DECEMBER 1999 |
| :---: | :---: |



## 4. SHAREHOLDERS' EQUITY COMPRISES: (IN MILLIONS)

| $\begin{gathered} \text { MARCH } 31 \text {, } \\ 2000 \end{gathered}$ | DECEMBER 31, 1999 |
| :---: | :---: |
|  |  |

Common Stock, $\$ .01$ par value:
Class A-authorized 50,000,000 shares, outstanding $10,107,567$ and $10,274,567$ shares
Class B-authorized 150,000,000 shares
outstanding $52,874,030$ and $53,977,630$ shares

| \$ | .1 | .1 |
| ---: | ---: | ---: |
|  | \$ | .5 |
| 317.6 |  | .5 |
| 533.9 | 519.1 |  |
| --- | --- |  |
| $(16.4)$ | $(13.6)$ |  |
| ----- | ----- |  |
| \$ 835.7 | \$ 855.8 |  |
| ======= | ======= |  |

## 5. BUSINESS COMBINATIONS

## Acquisitions

During the first quarter of 1999, the Company's Power segment acquired assets used in the manufacture and supply of high voltage underground cable accessory products and technology for the electrical utility market for a cash purchase price of $\$ 13.3$ million.

The costs of the acquired businesses have been allocated to assets acquired and liabilities assumed based on fair values with the residual amount assigned to goodwill, which is being amortized over forty years. The businesses have been included in the financial statements as of their respective acquisition date and had no material effect on the Company's financial position and reported earnings during the respective periods.
6. The following table sets forth the computation of earnings per share for the three months ended March 31, (in millions except per share data):

|  | THREE MONTHS ENDED MARCH 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  |
| Net Income | \$ | 35.1 | \$ | 39.7 |
| Weighted average number of common shares outstanding during the period |  | 63.4 |  | 65.2 |
| Potentially dilutive shares |  | . 2 |  | 1.1 |
| Average number of shares outstanding - diluted |  | 63.6 |  | 66.3 |
| Earnings per share: |  |  |  |  |
| Basic | \$ | 0.55 | \$ | 0.61 |
| Diluted | \$ | 0.55 | \$ | 0.60 |

7. COMPREHENSIVE INCOME (IN MILLIONS)

Total comprehensive income was $\$ 32.3$ and $\$ 39.4$ for the three months ended March 31, 2000 and 1999, respectively. The difference between Net Income and Comprehensive Income relates entirely to translation adjustments.
8. INDUSTRY SEGMENTS

Beginning in 2000, the Company will report operations in three segments: Electrical, Power and Other. The Telecommunications Segment, which had consisted of the Company's Pulse Communications, Inc, ("Pulse") subsidiary, is now included in the Electrical Segment. This change resulted primarily from a reorganization of management responsibility and the early April 2000 announcement by the Company that it had completed the sale of Pulse's Digital Subscriber Line assets to ECI Telecom, Ltd. (see Note 10 of Notes to Consolidated Financial Statements.) All prior year amounts have been reclassified to conform to the current year presentation.

The following table sets forth financial information by industry segment for the three months ended March 31 (in millions):


Net Sales
--------

| Electrical |  | \$ 242.9 | $\$ 253.1$ |
| :--- | ---: | ---: | ---: |
| Power | 92.8 | 97.5 |  |
| Other | 25.0 | 16.9 |  |
|  |  | ----- | .----- |
|  | Total | \$ 360.7 | $\$ 367.5$ |
|  |  | $======$ | $=====$ |

Operating Income


[^1]HUBBELL INCORPORATED
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
MARCH 31, 2000
(UNAUDITED)
9. The issuance of FAS No. 133 - "Accounting for Derivative Instruments and Hedging Activity", which is effective for the Company in 2001, requires the recognition of all derivatives as either assets or liabilities on the consolidated balance sheet at fair value. This will change the current practices of the Company, but it is not expected to have a significant impact on financial position or results of operations.
10. SUBSEQUENT EVENT

In early April, the Company completed the sale of its WavePacer Digital Subscriber Line assets to ECI Telecom, Ltd. for a cash purchase price of $\$ 61$ million with a provision for additional payments depending upon WavePacer's sales in 2000. The transaction produced a pretax gain on sale in excess of $\$ 30$ million in the second quarter.

HUBBELL INCORPORATED<br>ITEM 2.<br>MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS<br>MARCH 31, 2000

## SEGMENTS

Beginning in 2000, the Company will report operations in three segments:
Electrical, Power and Other. The Telecommunications segment, which had consisted of the Company's Pulse Communications, Inc., ("Pulse") subsidiary, is now included in the Electrical Segment. This change resulted primarily from a reorganization of management responsibility and the early April 2000 announcement by the Company that it had completed the sale of Pulse's Digital Subscriber Line assets to ECI Telecom, Ltd. (see Note 10 of Notes to Consolidated Financial Statements.) All prior year amounts have been reclassified to conform to the current year presentation.

## RESULTS OF OPERATIONS

Consolidated net sales for the first quarter declined $2 \%$ versus the same period of the prior year. Comparable sales within the Company's Power and Other Segments showed improvement, excluding the 1999 disposition of The Kerite Company and the acquisition of Haefely Test AG, respectively. Within the Electrical Segment, volume remained strong in specification-grade wiring system products, however, this segment's sales were down overall quarter-to-quarter primarily due to continued weakness at Pulse.

Operating income for the quarter declined $12 \%$, excluding the impact of the sale of Kerite. Operating income includes $\$ 8.1$ million of gain from the sale of a west coast warehouse in connection with the relocation of this operation.

## Segment Results

Electrical Segment sales declined 4\% in the quarter versus the comparable period of 1999 despite higher shipments of specification-grade wiring and lighting products. The sales decline is primarily attributable to the Pulse Communications business where sales fell sharply from the year ago period due to a drop in demand for the businesses' core multiplexing products. Volume at Pulse is believed to have stabilized at an annual rate of $\$ 70-80$ million. Volume also declined in commodity electrical products due to continued softness in pricing and overall demand, coupled with a reduction in order fulfillment rates resulting from logistical issues at a new midwest distribution center. Operating income fell $10 \%$ including $\$ 8.1$ million in gain from the sale of a fullydepreciated west coast warehouse. In addition to lower volume, the segment continued to absorb the high development costs associated with Pulse's WavePacer product line. These events combined with unusually high logistics and start-up costs at the new midwest distribution center more than offset the higher margins of specification-grade products and the gain on sale of the west coast warehouse.

In early April 2000, the Company completed the sale of its WavePacer Digital Subcriber Line assets to ECI Telecom, Ltd. for a cash purchase price of $\$ 61$ million with a provision for additional payments depending on WavePacer's sales in 2000. As such, the Company will no longer absorb new product development costs for this (development stage) business which total approximately $\$ 16$ million annually (see Note 10 of Notes to Consolidated Financial Statements).

HUBBELL INCORPORATED<br>MANAGEMENT'S DISCUSSION AND ANALYSIS OF<br>FINANCIAL CONDITION AND RESULTS OF OPERATIONS<br>MARCH 31, 2000<br>(CONTINUED)

Power Segment sales, excluding The Kerite Company subsidiary which was sold in the third quarter 1999, increased 8\% versus the 1999 first quarter. Strong order input and resultant higher shipments of generally all products within the segment contributed to the increase. Comparable operating income declined due to continued costs associated with completing the complex series of changes in the segment's operations disclosed throughout the second half of 1999. The segment is now nearing completion of the programs started in 1998 to consolidate operations and move to lower cost sites and expects to return to double-digit operating margins in the second quarter.

The Other Industry Segment reported substantially increased sales in the quarter mainly as a result of the July 1999 acquisition of the Haefely high voltage test and instrumentation business. Three of the four legacy businesses also experienced higher volumes on strong orders. Operating profits improved, despite the negative initial margins of the newly acquired business, due to the higher volume in the legacy businesses, improved efficiencies and price levels.

Special Charge, net, reflects an adjustment of estimated program costs and corresponding reversal of $\$ 3.5$ million of accrued costs in the Power Segment in connection with management's ongoing review of the 1997 special charge. This adjustment reflects costs originally estimated as part of the 1997 special charge which are no longer required to complete certain plans. Offsetting this income was a $\$ 3.7$ million charge for new programs consisting primarily of the consolidation of a Lighting operation, discontinuing participation in certain joint ventures and severance in connection with management changes (see Note 2 of Notes to Consolidated Financial Statements.)

Interest expense increased in the quarter versus the 1999 first quarter due to higher average debt levels and borrowing rates.

Other income, net, increased primarily as a result of the first quarter 2000 gain on sale of leveraged lease investments in contemplation of their pending expiration. The 1999 balance reflects insurance recoveries in connection with damage sustained from Hurricane Georges.

The effective income tax rate for 2000 remained at $26 \%$, consistent with 1999.
First quarter net income and diluted earnings per share declined due to lower operating net income, offset by higher other income, net and lower average shares outstanding versus the comparable year-ago period.

HUBBELL INCORPORATED<br>MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS<br>MARCH 31, 2000<br>(CONTINUED)

At March 31, 2000, the streamlining accrual totaled $\$ 18.4$ million. Activity in this account through March 31, 2000, reflects the following (in millions):

|  | Employee Benefits | Asset Disposals | Exit Costs | Accrued Charge |
| :---: | :---: | :---: | :---: | :---: |
| 1997 Streamlining Charge | \$15.6 | \$10.7 | \$ 6.1 | \$32.4 |
| Amounts Utilized in 1997-1999 | (6.2) | (3.2) | (3.5) | (12.9) |
| Amounts Utilized in 2000 | (0.4) | (0.8) | (0.1) | (1.3) |
| Amount Reversed in 2000 | --- | (2.4) | (1.1) | (3.5) |
| Amount Reserved in 2000 | 1.0 | 1.7 | 1.0 | 3.7 |
| Remaining Reserve | \$10.0 | \$ 6.0 | \$ 2.4 | \$18.4 |

In connection with the 1997 streamlining program, the Company completed the closure of the Poughkeepsie, NY facility during the quarter. The Company is also in process of completing major product line moves. These actions are consistent with the timing established in the Plan. The Company continued a review of each remaining program and will complete the review by June 30, 2000.

## FINANCIAL CONDITION

At March 31, 2000, the Company's financial position remained strong with working capital of $\$ 205.0$ million and a current ratio of 1.5 to 1 . Total borrowings at March 31, 2000, were $\$ 256.5$ million, $31 \%$ of shareholders equity. Compared to December 31, 1999, the debt to equity ratio increased 5 percentage points from 26\% resulting from a traditional first quarter investment in working capital.

## CASH FLOWS

Cash provided by operations improved during the quarter versus the 1999 first quarter primarily due to better control of accounts receivable, despite lower net income. The increase in accrued liabilities primarily relates to the timing of tax payments. Cash flow from Investing Activities reflects the proceeds from the liquidation of an investment in leveraged leases and a west coast warehouse.

The increase in cash and temporary cash investments through March 31, 2000 of $\$ 31.6$ million reflects the following: cash provided from operating and investing activities and the issuance of commercial paper; offset by investments in plant and equipment, quarterly dividend payments and the acquisition of treasury shares under the Company's share repurchase program. Through March 31, 2000, the

Company has completed the purchase of 4.9 million shares aggregating $\$ 180.7$ million. The Company expects to substantially complete the $\$ 300$ million program by year-end.

The Company believes that currently available cash, borrowing facilities, and its ability to increase credit lines if needed, combined with internally generated funds should be more than sufficient to fund capital expenditures as well as any increase in working capital that would be required to accommodate a higher level of business activity.

In early April 2000, the Company completed the sale of its WavePacer Digital Subscriber Line assets to ECI Telecom, Ltd. for a cash purchase price of $\$ 61$ million with a provision for additional payments depending upon WavePacer's sales in 2000. The transaction produced a pretax gain on sale in excess of $\$ 30$ million in the second quarter. Also in the second quarter, the Company expects to record a charge to earnings in connection with programs, to be completed in 2000, designed to improve operating efficiencies.

Impact of the Year 2000 Issue
The Company believes its efforts to address the Year 2000 issue were successful and to date there have been no problems associated with this event. In total, approximately $\$ 20$ million was spent from 1995-1999 in connection with this initiative. Despite these results, there can be no assurance that the Company's customers and suppliers' Year 2000 compliance efforts were successfully completed. However, the Company has not experienced significant problems in this regard.

## Forward-Looking Statements

Certain statements made in this Management's Discussion and Analysis of Financial Condition and Results of Operations, and elsewhere in this report, are forward-looking and are based on the Company's reasonable current expectations. These forward-looking statements may be identified by the use of words or phrases such as "believe", "expect", "anticipate", "should", "plan", "estimated", "potential", "target", "goals" and "scheduled", among others. In connection with the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995, the Company is hereby identifying certain important factors that could cause actual results to differ materially from those contained in the specified statements. Such factors include, but are not limited to: projected levels of capital expenditures, project expenses and anticipated savings relating to, and the timing of the completion of, the Company's consolidation, streamlining and reorganization program (including the actual amount of the related charge to second quarter earnings referred to above); and the ultimate amount realized from the Company's sale of its WavePacer Digital Subscriber Line assets.

## NUMBER

## DESCRIPTION

27. Financial Data Schedule (Electronic filings only)

REPORTS ON FORM 8-K

There were no reports on Form 8-K filed for the three months ended March 31, 2000.

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.

## Dated:

May 12, 2000
HUBBELL INCORPORATED

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/s/ T. H. Powers
Timothy H. Powers
Senior Vice President and Chief Financial Officer

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    3-MOS
    DEC-31-2000
        MAR-31-2000
                55,618
                0
            234,784
                    4,893
                    287,319
        605,506
                604,207
            305,475
        1,428,852
    400,498
                                    99,659
        0
                        0
                            6 4 2
                835,034
1,428,852
                360,659
            360,659
                257,502
                    257,502
            3,422
                    566
    4,092
            47,414
            12,327
        35,087
            0
            0
                    0
            35,087
            0.55
            0.55
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[^0]:    See notes to consolidated financial statements

[^1]:    NOTE: ELECTRICAL SEGMENT OPERATING INCOME INCLUDES \$8.1 MILLION IN CONNECTION WITH THE GAIN ON SALE OF A FULLY-DEPRECIATED WEST COAST WAREHOUSE .

