FORM 10Q
/ X / QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934 For the quarterly period ended JUNE 30, 1999
/ TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934 For the transition period from TO

Commission File Number 1-2958
HUBBELL INCORPORATED
(Exact name of registrant as specified in its charter)
STATE OF CONNECTICUT 06-0397030
(State or other jurisdiction of (I.R.S. Employer incorporation or organization) Identification No.)

06477
584 DERBY MILFORD ROAD, ORANGE, CT
(Zip Code)
(203) 799-4100
(Registrant's telephone number, including area code)
N/A
(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 (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
The number of shares of registrant's classes of common stock outstanding as of August 9, 1999 were:

Class A ( $\$ .01$ par value) $10,421,000$
Class B (\$.01 par value) $54,562,000$
Item 1. Financial Statements

Consolidated balance sheets - June 30, 1999 (unaudited) and December 31, 1998

Consolidated statements of income (unaudited) - Three months ended
June 30,1999 and 1998, Six months ended June 30,1999 and 1998
Consolidated statements of cash flows (unaudited) - Six months ended
June 30,1999 and 1998
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Results of Operations
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## CONSOLIDATED BALANCE SHEET

(IN MILLIONS)

|  | (Unaudited) |  | December 31, |  |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |
| Current Assets: |  |  |  |  |
| Cash and temporary cash investments | \$ | 20.4 | \$ | 30.1 |
| Accounts receivable (net) |  | 241.4 |  | 200.2 |
| Inventories |  | 303.1 |  | 300.9 |
| Prepaid taxes |  | 27.4 |  | 24.0 |
| Other |  | 10.4 |  | 9.6 |
| TOTAL CURRENT ASSETS |  | 602.7 |  | 564.8 |
| Property, Plant and Equipment (net) |  | 317.9 |  | 310.1 |
| Other Assets: |  |  |  |  |
| Investments |  | 209.2 |  | 197.3 |
| Purchase price in excess of net assets of companies acquired (net) |  | 236.8 |  | 232.6 |
| Property held as investment |  | 11.8 |  | 12.0 |
| Other |  | 74.1 |  | 73.6 |
|  |  | 1,452.5 | \$ | 1,390.4 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |
| Current Liabilities: |  |  |  |  |
| Commercial paper and notes | \$ | 173.1 | \$ | 113.3 |
| Accounts payable |  | 69.8 |  | 69.8 |
| Accrued salaries, wages and employee benefits |  | 30.9 |  | 26.6 |
| Accrued income taxes |  | 33.5 |  | 31.1 |
| Dividends payable |  | 20.8 |  | 20.4 |
| Accrued consolidation and streamlining charge |  | 10.0 |  | 10.0 |
| Other accrued liabilities |  | 61.4 |  | 73.8 |
| TOTAL CURRENT LIABILITIES |  | 399.5 |  | 345.0 |
| Long-Term Debt |  | 99.6 |  | 99.6 |
| Other Non-Current Liabilities |  | 95.0 |  | 104.1 |
| Deferred Income Taxes |  | 3.3 |  | 1.1 |
| Shareholders' Equity |  | 855.1 |  | 840.6 |
|  |  | \$ 1,452.5 | \$ | 1,390.4 |

[^0]CONSOLIDATED STATEMENT OF INCOME (UNAUDITED)
(IN MILLIONS, EXCEPT PER SHARE AMOUNTS)

|  | THREE MONTHS ENDED |  |
| :--- | :--- | :--- | :--- |

[^1]
## CONSOLIDATED STATEMENT OF CASH FLOWS

(UNAUDITED)
(IN MILLIONS)

|  | SIX MONTHS ENDED JUNE 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| CASH FLOWS FROM OPERATING ACTIVITIES |  | 1999 |  | 1998 |
| Net income | \$ | 82.8 |  | 84.0 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Depreciation and amortization |  | 28.8 |  | 25.9 |
| Deferred income taxes |  | (1.2) |  | 1.0 |
| Expenditures for streamlining, consolidation and restructuring |  | (2.7) |  | (1.6) |
| Changes in assets and liabilities, net of the effect of business acquid |  |  |  |  |
| (Increase)/Decrease in accounts receivable |  | (40.2) |  | (15.6) |
| (Increase)/Decrease in inventories |  | . 9 |  | (6.5) |
| (Increase)/Decrease in other current assets |  | 1.2 |  | 17.4 |
| Increase/(Decrease) in current operating liabilities |  | (15.5) |  | (16.1) |
| (Increase)/Decrease in other, net |  | (.7) |  | . 8 |
| Net cash provided by operating activities |  | 53.4 |  | 89.3 |
| CASH FLOWS FROM INVESTING ACTIVITIES |  |  |  |  |
| Acquisition of businesses |  | (13.3) |  | (20.5) |
| Additions to property, plant and equipment |  | (32.3) |  | (44.1) |
| Purchases of investments |  | (27.1) |  | (17.5) |
| Repayments and sales of investments |  | 15.2 |  | 11.0 |
| Other, net |  | 1.5 |  | 2.1 |
| Net cash used in investing activities |  | (56.0) |  | (69.0) |
| CASH FLOWS FROM FINANCING ACTIVITIES |  |  |  |  |
| Payment of dividends |  | (40.6) |  | (38.9) |
| Commercial paper and notes - borrowings |  | 59.8 |  | 57.8 |
| Exercise of stock options |  | 4.3 |  | 4.3 |
| Acquisition of treasury shares |  | (30.6) |  | (60.9) |
| Net cash used in financing activities |  | (7.1) |  | (37.7) |
| Decrease in cash and temporary cash investments |  | (9.7) |  | (17.4) |
| CASH AND TEMPORARY CASH INVESTMENTS |  |  |  |  |
| Beginning of period |  | 30.1 |  | 75.2 |
| End of period |  | 20.4 |  | 57.8 |

See notes to consolidated financial statements

HUBBELL INCORPORATED
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 1999
(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- and six-month periods ended June 30, 1999 are not necessarily indicative of the results that may be expected for the year ended December 31, 1999.

The balance sheet at December 31, 1998 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, 1998.
2. INVENTORIES ARE CLASSIFIED AS FOLLOWS: (IN MILLIONS)

Raw Material
Work-in-Process
Finished Goods

Excess of current
production costs over
LIFO cost basis
JUNE 30, 1999

DECEMBER 31,
1998
----
$\$ 104.9$
79.6
162.0
-----
346.5
349.2

| 46.1 | 45.6 |
| ---: | ---: |
| ------- | ------- |
| $\$ 303.1$ | $\$ 300.9$ |
| $======$ | $======$ |

=

| $\$ 108.2$ | $\$ 104.9$ |
| ---: | ---: |
| 76.5 | 79.6 |
| 164.5 | 162.0 |
| ----- | ----- |
| 349.2 | 346.5 |

HUBBELL INCORPORATED
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 1999
(UNAUDITED)
4. There were no acquisitions completed during the second quarter of 1999 . 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. During the first half of 1998 , the Company acquired three product lines and associated assets for an aggregate cash purchase price of $\$ 20.5$ million, including the business and assets of Siescor Technologies, Inc., which was acquired at the beginning of the second quarter.

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.
5. The following table sets forth the computation of earnings per share for the three and six months ended June 30 (in millions except per share data):


## 6. COMPREHENSIVE INCOME

Total comprehensive income was $\$ 43.0$ and $\$ 82.4$ for the three and six-months ended June 30, 1999 and $\$ 42.0$ and $\$ 82.1$ for the three and six-months ended June 30, 1998.
7. The following table sets forth financial information by industry segment for the three and six-months ended June 30 (in millions):

Industry Segment THREE MONTHS ENDED

Net Sales | Electrical |
| :--- |
| Power |
| Telecommunications |
| Other |

Total

Operating Income
Electrical
Power
Telecommunications
Other
Segment Total
Interest Expense
Investment and Other Income, Net
Income Before Income Taxes

|  | JUNE 30 |  | JUNE 30 |
| :---: | :---: | :---: | :---: |
| 1999 | 1998 | 1999 | 1998 |
| \$220.0 | \$205.1 | \$440.2 | \$396.3 |
| 102.4 | 97.7 | 199.9 | 191.9 |
| 27.9 | 50.1 | 60.9 | 84.8 |
| 18.3 | 19.6 | 35.1 | 39.2 |
| \$368.6 | \$372.5 | \$736.1 | \$712.2 |


| \$ 39.8 | \$ | 37.6 |
| :---: | :---: | :---: |
| 13.7 |  | 12.2 |
| 0.6 |  | 8.2 |
| 1.8 |  | 2.1 |
| 55.9 |  | 60.1 |
| (4.1) |  | (2.6) |
| 6.5 |  | 3.4 |
| \$ 58.3 | \$ | 60.9 |

SIX MONTHS ENDED

UUNE 30
1999
\$396.3
191.9
84.8
\$712.2
======

| \$ 76.2 | \$ 71.5 |
| :---: | :---: |
| 26.2 | 24.4 |
| 2.4 | 13.9 |
| 2.9 | 3.5 |
| 107.7 | 113.3 |
| (7.6) | (4.3) |
| 11.8 | 6.9 |
| \$111.9 | \$115.9 |

8. The issuance of FAS No. 133 - "Accounting for Derivative Instruments and Hedging Activity" effective 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.
9. SUBSEQUENT EVENT

On July 15, 1999, the Company completed the purchase of the Haefely high voltage test and instrumentation business from Trench Switzerland AG for $\$ 25$ million. Based in Switzerland, the product lines acquired include high voltage test and measurement and a full line of electromagnetic test equipment. This acquisition is not expected to have any material effect on the Company's financial position and reported earnings.

ITEM 2.
HUBBELL INCORPORATED
MANAGEMENT'S DISCUSSION AND ANALYSIS OF
FINANCIAL CONDITION AND RESULTS OF OPERATIONS
JUNE 30, 1999

## RESULTS OF OPERATIONS

Consolidated net sales for the second quarter were down slightly versus the comparable period of the prior year. Sales improvements at the Company's largest segments, Electrical and Power Products, combined with the first quarter 1999 acquisition of high voltage underground cable accessory product assets and six product lines in 1998, were more than offset by significantly lower shipments from the company's Telecommunications Segment. For the year-to-date period, sales improved more than $3 \%$ due principally to the product line acquisitions and higher shipments from the Company's two largest segments, which together account for more than $85 \%$ of combined revenues.

Operating income for the quarter and year-to-date period declined due to the lower Telecommunications volume and a year-over-year increase in new product development costs within this segment. Operating income at the largest segments, Electrical and Power Products, improved during the three and six month periods of 1999 versus 1998 on higher volumes and profitability improvements.

Segment Results
Electrical Segment sales increased more than $7 \%$ for the second quarter and $11 \%$ year-to-date on higher shipments of generally all products within the segment and the effect of the acquisition of three lighting businesses during 1998. Operating income also increased in response to the strong volumes. Margin levels for the quarter and year-to-date were essentially even with those of the comparable periods of the prior year despite an increased emphasis of lower margin commercial products in the segment's overall sales mix and lower initial margins of newly acquired businesses.

Power Segment sales increased in excess of $4 \%$ for the second quarter and six months of 1999 versus 1998. The effect of the acquisition of the underground cable accessory products business in 1999 and higher shipments of generally all products within the segment contributed equally to the increase. Operating income increased at more than the rate of increase in sales due to improved operating efficiencies from the consolidation and streamlining program, partially offset by continued weakness in international markets and price declines in select products.

Telecommunications Segment sales and margins declined sharply for the quarter and year-to-date period versus comparable periods of the prior year. At Pulse Communications, Inc. ("Pulse"), the Company's telecommunications subsidiary, orders from the telephone operating companies for the subsidiary's multiplexing products declined substantially versus the same periods of 1998. Concurrently, the subsidiary's investment in DSL product development continued at a high rate.

The Company, together with its external advisors, is reviewing strategic alternatives with respect to a possible investment by a partner in the subsidiary's WavePacer(TM) DSL business, a division of Pulse.

The Other Industry Segment sales declined $7 \%$ for the quarter and $10 \%$ for the first six months of 1999 due to a decline in the capital goods markets in the United States, in particular machine tools and steel, and weaker international sales. Operating profits declined due to volume and an increase in commercial versus industrial products in the segment's overall mix of sales.

The effective income tax rate for 1999 was $26.0 \%$ versus $27.5 \%$ in 1998. The decrease in the effective tax rate reflects a higher level of tax benefit from Puerto Rico operations.

Other income net has increased primarily as a result of insurance recoveries received in connection with damage sustained from Hurricane Georges in 1998.

Year-to-date net income was slightly lower and diluted earnings per share were essentially even with the comparable year-ago period.

The Company's consolidation and streamlining program is proceeding according to management's plan. At June 30 , 1999 , the accrual balance was $\$ 22.2$ million. Through June 30, 1999, cumulative costs charged to the consolidation and streamlining accrual were $\$ 22.4$ million as follows (in millions):

|  | Employee <br> Benefits | Asset <br> Disposals | Exist <br> Costs | Other <br> Costs |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Total |  |  |  |  |

## FINANCIAL CONDITION

At June 30, 1999, the Company's financial position remained strong with working capital of $\$ 203.2$ million and a current ratio of 1.5 to 1 . Total borrowings at June 30, 1999, were $\$ 272.7$ million, $31.9 \%$ of shareholder's equity.

The net decline in cash and temporary cash investments of $\$ 9.7$ million for the six months ended June 30, 1999, reflects the following: investments in plant and equipment as part of the consolidation and streamlining initiative, the acquisition of treasury shares under the Company's share repurchase program, and quarterly dividend payments, offset by cash provided from operating activities and the issuance of commercial paper.

Net cash provided by operating activities exceeded $\$ 50$ million and reflects a higher accounts receivable balance due primarily to higher sales.

HUBBELL INCORPORATED
MANAGEMENT'S DISCUSSION AND ANALYSIS OF
FINANCIAL CONDITION AND RESULTS OF OPERATIONS
JUNE 30, 1999
(CONTINUED)
The Company believes that currently available cash, borrowing facilities, and its ability to increase its 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.

## IMPACT OF THE YEAR 2000 ISSUE

The Year 2000 Issue is the result of computer programs being written using two digits rather than four to define the applicable year. Any of the Company's computer programs that have date-sensitive software may recognize a date using " 00 " as the Year 1900 rather than the Year 2000 . This could result in a system failure or miscalculations causing disruptions of operations, including, among other things, a temporary inability to process transactions, send invoices, or engage in similar normal business activities.

During 1995, the Company established a task force to assess the impact the Year 2000 could have on the Company's operations and its relationship with customers and vendors and to develop appropriate action plans. The action plans address the required modification or replacement of software and equipment utilized in the Company's operations along with a timetable and estimated costs. Cost for replacement of software and equipment are capitalized in accordance with Company policies while costs of modifications are expensed as incurred. Total expenditures are estimated to be $\$ 20$ million with approximately $90 \%$ having been spent to date.

The action plans also address the impact that suppliers and customer Year 2000 issues may have on the Company. The Company relies on third party suppliers for materials, utilities, transportation, banking and key services. Efforts to evaluate supplier's Year 2000 readiness and to determine alternatives and contingency plans such as alternate supply sources and accumulation of inventory are substantially complete. Approaches to reducing supply disruptions will vary by business and facility and are intended as a means of managing the risk but cannot eliminate the potential for disruption due to a third party. The Company is also dependent upon its customers for sales and cashflow. Interruptions in our customers' operation from Year 2000 issues could result in reduced sales, increased inventories or receivables and lower cashflows. While these events are possible, the diversity of the Company's customer base is broad enough to minimize the effects of a single occurrence. Steps are being taken to monitor customers' Year 2000 readiness, including testing of transactions, as a means of determining risks and alternatives.

At this time, activities have been progressing in accordance with the action plans and executive management is monitoring programs. While the Company believes its efforts to address the Year 2000 Issue will be successful in avoiding any material adverse effect on the Company's operations or financial condition, it recognizes that failing to resolve Year 2000 issues on a timely basis would, in a "most reasonably likely worst case scenario", significantly limit its ability to manufacture and distribute its products and process its daily business transactions for a period of time, especially if such failure is coupled with third party or infrastructure failures. Similarly, the Company could be significantly affected by the failure of one or more significant suppliers, customers or components of
the infrastructure to conduct their respective operations after 1999. Adverse effects on the Company could include, among other things, business disruption, increased costs, loss of business and other similar risks.

## MARKET RISKS

In the operation of its business, the Company has identified market risk exposures to foreign currency exchange rates, raw material prices and interest rates. There have not been any material changes affecting the identified risks or the Company's strategy for managing the exposures from the preceding fiscal year.

## FORWARD-LOOKING STATEMENTS

Certain statements made in the discussion of Financial Condition and Results of Operations are forward-looking. Certain statements under the caption "Impact of the Year 2000 Issue" are also forward-looking. These may be identified by the use of forward-looking 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 important factors that could cause actual results to differ materially from those contained in the specified statements. The Company notes that a variety of factors could cause the Company's assessment of Year 2000 issues to differ materially from the actual impact of Year 2000 issues. The risks and uncertainties that may affect the Company's assessment of Year 2000 issues includes (1) the complexity involved in ascertaining all situations in which Year 2000 issues may arise; (2) the ability of the Company to obtain the services of sufficient personnel to implement the program; (3) possible increases in the cost of personnel required to implement the program; (4) absence of delays in scheduled deliveries of new hardware and software from third party suppliers; (5) the receipt and the reliability of responses from suppliers, customers and others to whom compliance inquiries are being made; the ability of material third parties to bring their affected systems into compliance and (7) absence of unforeseen events which could delay timely implementation of the program.

At the Annual Meeting of Shareholders held on May 3, 1999:

1. The following eight (8) individuals were elected directors of the Company for the ensuing year to serve until the next Annual Meeting of Shareholders of the Company and until their respective successors may be elected and qualified, the affirmative votes being a majority of the voting power of all outstanding eligible shares all voting as a single class:

NAME OF INDIVIDUAL
G. Jackson Ratcliffe

Andrew McNally IV
John A. Urquhart George W. Edwards, Jr E. Richard Brooks Daniel J. Meyer Malcolm Wallop Joel S. Hoffman

## VOTES FOR

233,055,018
234,403,671
232,993,761 234,340,050
234,288,528
233,905,59
234,309,723

VOTES WITHHELD

2,675,843
2,746,961
1,398,308
2,808,218
1,461,929
1,513,451
1,896,388
1,492,256
2. PricewaterhouseCoopers LLP was ratified as independent accountants to examine the annual financial statements for the Company for the year 1999 receiving $234,969,257$ affirmative votes, being a majority of the votes cast on the matter all voting as a single class, with 453,691 negative votes and 379,012 votes abstained.
3. The proposal relating to approval of an amendment to the Company's 1973 Stock Option Plan for Key Employees, which appears on pages 20 to 23 of the proxy statement, dated March 22, 1999 (the "Proxy Statement"), which proposal is incorporated herein by reference, has been approved with 223,699,589 affirmative votes, being a majority of the votes cast on the matter all voting as a single class (and representing a majority of the votes entitled to be cast), with 9,954,887 negative votes and 2,147,449 votes abstained.
4. The shareholder proposal relating to Board diversity, which appears on pages 23 to 25 of the Proxy Statement, which proposal is incorporated herein by reference, has been rejected with 17,915,749 affirmative votes, being the affirmative vote of less than a majority of the votes cast on the matter all voting as a single class, with $190,286,368$ negative votes, being a majority of the votes cast on the matter all voting as a single class, and 3,883,974 votes abstained.

EXHIBITS
NUMBER
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 June 30, 1999.

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.

HUBBELL INCORPORATED
Dated:
/s/ T. H. Powers
Timothy H. Powers
Senior Vice President and Chief Financial Officer

$$
\begin{aligned}
& \text { 6-MOS } \\
& \text { DEC-31-1999 } \\
& \text { JUN-30-1999 } \\
& \text { 12,536 } \\
& \text { 247,726 } \\
& \text { 6,271 } \\
& \text { 303,134 } \\
& \text { 602,709 } \\
& \text { 315,912 } \\
& 1,452,516 \\
& \text { 399,496 } \\
& \text { 99,613 } \\
& \text { 854,433 } \\
& 1,452,516 \\
& \text { 518,542 } \\
& \text { 5,059 } \\
& 166 \\
& \text { 7,675 } \\
& \text { 111,919 } \\
& \text { 29,099 } \\
& \text { 82,820 } \\
& 0 \\
& \text { 82,820 } \\
& 1.27 \\
& 1.25
\end{aligned}
$$


[^0]:    See notes to consolidated financial statements

[^1]:    See notes to consolidated financial statements.

