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## UNITED STATES

SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549-1004
FORM 10-Q
Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 FOR QUARTERLY PERIOD ENDED OCTOBER 27, 2012

COMMISSION FILE NUMBER 1-9656

## LA-Z-BOY INCORPORATED

(Exact name of registrant as specified in its charter)

Registrant's telephone number, including area code (734) 242-1444

## None

(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 $\square$ No o
Indicate by check mark whether the Registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the Registrant was required to submit and post such files).

$$
\begin{array}{ll}
\text { Yes } \square & \text { No o }
\end{array}
$$

Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer," and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer o Accelerated filer $\square$ Non-accelerated filer o Smaller Reporting Company o Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).
Yes o
No $\checkmark$

The number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date:
Class $\quad$ Outstanding at November 21, 2012

## LA-Z-BOY INCORPORATED

## FORM 10-Q SECOND QUARTER OF FISCAL 2013

## TABLE OF CONTENTS



## PART I - FINANCIAL INFORMATION (UNAUDITED)

## ITEM FINANCIAL STATEMENTS

1. 

## LA-Z-BOY INCORPORATED

## CONSOLIDATED STATEMENT OF INCOME

| (Unaudited, amounts in thousands, except per share data) | Second Quarter Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 10/27/12 |  | 10/29/11 |  |
| Sales | \$ | 322,341 | \$ | 307,679 |
| Cost of sales |  | 222,032 |  | 211,896 |
| Gross profit |  | 100,309 |  | 95,783 |
| Selling, general and administrative expense |  | 89,746 |  | 83,535 |
| Operating income |  | 10,563 |  | 12,248 |
| Interest expense |  | 191 |  | 389 |
| Interest income |  | 116 |  | 166 |
| Other income (expense), net |  | 212 |  | (108) |
| Income before income taxes |  | 10,700 |  | 11,917 |
| Income tax expense |  | 3,868 |  | 4,245 |
| Net income |  | 6,832 |  | 7,672 |
| Net (income) loss attributable to noncontrolling interests |  | (213) |  | 198 |
| Net income attributable to La-Z-Boy Incorporated | \$ | 6,619 | \$ | 7,870 |
|  |  |  |  |  |
| Basic weighted average shares outstanding |  | 52,356 |  | 52,055 |
| Basic net income attributable to La-Z-Boy Incorporated per share | \$ | 0.13 | \$ | 0.15 |
|  |  |  |  |  |
| Diluted weighted average shares outstanding |  | 53,268 |  | 52,475 |
| Diluted net income attributable to La-Z-Boy Incorporated per share | \$ | 0.12 | \$ | 0.15 |

The accompanying Notes to Consolidated Financial Statements are an integral part of these statements.

## LA-Z-BOY INCORPORATED

## CONSOLIDATED STATEMENT OF INCOME

| (Unaudited, amounts in thousands, except per share data) | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 10/27/12 |  | 10/29/11 |  |
| Sales | \$ | 623,842 | \$ | 587,773 |
| Cost of sales |  | 433,921 |  | 411,062 |
| Gross profit |  | 189,921 |  | 176,711 |
| Selling, general and administrative expense |  | 171,732 |  | 160,990 |
| Operating income |  | 18,189 |  | 15,721 |
| Interest expense |  | 364 |  | 813 |
| Interest income |  | 237 |  | 349 |
| Income from Continued Dumping and Subsidy Offset Act, net |  | - |  | 322 |
| Other income, net |  | 91 |  | 265 |
| Income before income taxes |  | 18,153 |  | 15,844 |
| Income tax expense (benefit) |  | 6,626 |  | $(37,684)$ |
| Net income |  | 11,527 |  | 53,528 |
| Net income attributable to noncontrolling interests |  | (510) |  | (122) |
| Net income attributable to La-Z-Boy Incorporated | \$ | 11,017 | \$ | 53,406 |
|  |  |  |  |  |
| Basic average shares |  | 52,274 |  | 51,999 |
| Basic net income attributable to La-Z-Boy Incorporated per share | \$ | 0.21 | \$ | 1.01 |
|  |  |  |  |  |
| Diluted average shares |  | 53,169 |  | 52,458 |
| Diluted net income attributable to La-Z-Boy Incorporated per share | \$ | 0.20 | \$ | 1.00 |

The accompanying Notes to Consolidated Financial Statements are an integral part of these statements.

## LA-Z-BOY INCORPORATED

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

| (Unaudited, amounts in thousands) | Second Quarter Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 10/27/12 |  | 10/29/11 |  |
| Net income | \$ | 6,832 | \$ | 7,672 |
| Other comprehensive income |  |  |  |  |
| Currency translation adjustment |  | 717 |  | (111) |
| Change in fair value of cash flow hedges, net of tax |  | 21 |  | (9) |
| Net unrealized losses on marketable securities, net of tax |  | (227) |  | (141) |
| Net pension amortization, net of tax |  | 470 |  | 265 |
| Total other comprehensive income |  | 981 |  | 4 |
| Total comprehensive income before allocation to noncontrolling interests |  | 7,813 |  | 7,676 |
| Comprehensive (income) loss attributable to noncontrolling interests |  | (373) |  | 340 |
| Comprehensive income attributable to La-Z-Boy Incorporated | \$ | 7,440 | \$ | 8,016 |


| (Unaudited, amounts in thousands) | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 10/27/12 |  | 10/29/11 |  |
| Net income | \$ | 11,527 | \$ | 53,528 |
| Other comprehensive income (loss) |  |  |  |  |
| Currency translation adjustment |  | 950 |  | (66) |
| Change in fair value of cash flow hedges, net of tax |  | 102 |  | 19 |
| Net unrealized losses on marketable securities, net of tax |  | (531) |  | (645) |
| Net pension amortization, net of tax |  | 946 |  | 510 |
| Total other comprehensive income (loss) |  | 1,467 |  | (182) |
| Total comprehensive income before allocation to noncontrolling interests |  | 12,994 |  | 53,346 |
| Comprehensive income attributable to noncontrolling interests |  | (516) |  | (9) |
| Comprehensive income attributable to La-Z-Boy Incorporated | \$ | 12,478 | \$ | 53,337 |

The accompanying Notes to Consolidated Financial Statements are an integral part of these statements.

## LA-Z-BOY INCORPORATED

 CONSOLIDATED BALANCE SHEET| (Unaudited, amounts in thousands) | 10/27/12 |  | 4/28/12 |  |
| :---: | :---: | :---: | :---: | :---: |
| Current assets |  |  |  |  |
| Cash and equivalents | \$ | 86,608 | \$ | 152,370 |
| Restricted cash |  | 9,792 |  | 2,861 |
| Receivables, net of allowance of \$23,032 at 10/27/12 and \$22,705 at 4/28/12 |  | 154,025 |  | 167,232 |
| Inventories, net |  | 168,995 |  | 143,787 |
| Deferred income tax assets - current |  | 21,450 |  | 19,081 |
| Other current assets |  | 29,218 |  | 14,669 |
| Total current assets |  | 470,088 |  | 500,000 |
| Property, plant and equipment, net |  | 115,009 |  | 114,366 |
| Goodwill and other intangible assets |  | 18,010 |  | 3,028 |
| Deferred income tax assets - long-term |  | 31,422 |  | 33,649 |
| Other long-term assets, net |  | 50,688 |  | 34,696 |
| Total assets | \$ | 685,217 | \$ | 685,739 |
|  |  |  |  |  |
| Current liabilities |  |  |  |  |
| Current portion of long-term debt | \$ | 368 | \$ | 1,829 |
| Accounts payable |  | 52,011 |  | 56,630 |
| Accrued expenses and other current liabilities |  | 79,969 |  | 91,300 |
| Total current liabilities |  | 132,348 |  | 149,759 |
| Long-term debt |  | 7,375 |  | 7,931 |
| Other long-term liabilities |  | 80,974 |  | 80,234 |
| Contingencies and commitments |  | - |  | - |
| Shareholders' equity |  |  |  |  |
| Preferred shares - 5,000 authorized; none issued |  | - |  | - |
| Common shares, $\$ 1$ par value - 150,000 authorized; 52,416 outstanding at $10 / 27 / 12$ and 52,244 outstanding at |  |  |  |  |
| Capital in excess of par value |  | 236,248 |  | 231,332 |
| Retained earnings |  | 199,152 |  | 189,609 |
| Accumulated other comprehensive loss |  | $(29,820)$ |  | $(31,281)$ |
| Total La-Z-Boy Incorporated shareholders' equity |  | 457,996 |  | 441,904 |
| Noncontrolling interests |  | 6,524 |  | 5,911 |
| Total equity |  | 464,520 |  | 447,815 |
| Total liabilities and equity | \$ | 685,217 | \$ | 685,739 |

The accompanying Notes to Consolidated Financial Statements are an integral part of these statements.

## LA-Z-BOY INCORPORATED

## CONSOLIDATED STATEMENT OF CASH FLOWS

| (Unaudited, amounts in thousands) | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 10/27/12 |  | 10/29/11 |  |
| Cash flows from operating activities |  |  |  |  |
| Net income | \$ | 11,527 | \$ | 53,528 |
| Adjustments to reconcile net income to cash provided by (used for) operating activities |  |  |  |  |
| Loss (gain) on disposal of assets |  | 47 |  | (139) |
| Deferred income tax benefit |  | (457) |  | $(43,784)$ |
| Restructuring |  | 2,686 |  | 166 |
| Provision for doubtful accounts |  | 654 |  | 2,118 |
| Depreciation and amortization |  | 11,239 |  | 12,372 |
| Stock-based compensation expense |  | 6,959 |  | 3,285 |
| Pension plan contributions |  | $(2,320)$ |  | $(1,860)$ |
| Change in receivables |  | 11,689 |  | $(1,418)$ |
| Change in inventories |  | $(22,290)$ |  | $(4,765)$ |
| Change in other assets |  | $(6,090)$ |  | $(2,993)$ |
| Change in payables |  | $(4,619)$ |  | $(1,034)$ |
| Change in other liabilities |  | $(11,484)$ |  | 2,046 |
| Net cash (used for) provided by operating activities |  | $(2,459)$ |  | 17,522 |
|  |  |  |  |  |
| Cash flows from investing activities |  |  |  |  |
| Proceeds from disposal of assets |  | 985 |  | 221 |
| Capital expenditures |  | $(11,637)$ |  | $(8,218)$ |
| Purchases of investments |  | $(31,514)$ |  | $(5,214)$ |
| Proceeds from sales of investments |  | 5,684 |  | 5,160 |
| Acquisitions, net of cash acquired |  | $(15,863)$ |  | - |
| Change in restricted cash |  | $(6,931)$ |  | - |
| Other |  | - |  | (681) |
| Net cash used for investing activities |  | $(59,276)$ |  | $(8,732)$ |
|  |  |  |  |  |
| Cash flows from financing activities |  |  |  |  |
| Payments on debt |  | $(2,255)$ |  | $(4,860)$ |
| Payments for debt issuance costs |  | - |  | (390) |
| Stock issued for stock and employee benefit plans |  | 1,236 |  | 321 |
| Excess tax benefit on stock option exercises |  | 1,025 |  | - |
| Purchases of common stock |  | $(4,012)$ |  | $(1,542)$ |
| Net cash used for financing activities |  | $(4,006)$ |  | $(6,471)$ |
|  |  |  |  |  |
| Effect of exchange rate changes on cash and equivalents |  | (21) |  | (48) |
| Change in cash and equivalents |  | $(65,762)$ |  | 2,271 |
| Cash and equivalents at beginning of period |  | 152,370 |  | 115,262 |
| Cash and equivalents at end of period | \$ | 86,608 | \$ | 117,533 |

The accompanying Notes to Consolidated Financial Statements are an integral part of these statements.

## LA-Z-BOY INCORPORATED

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

| (Unaudited, amounts in thousands) | Common Shares |  | Capital in <br> Excess of <br> Par Value |  | Retained Earnings |  | Accumulated Other Comprehensive Loss |  | NonControlling Interests |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| At April 30, 2011 | \$ | 51,909 | \$ | 222,339 | \$ | 105,872 | \$ | $(18,804)$ | \$ | 2,824 | \$ | 364,140 |
| Comprehensive income |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income |  |  |  |  |  | 87,966 |  |  |  | 942 |  |  |
| Unrealized loss on marketable securities arising during the period (net of tax of $\$ 0.0$ million) |  |  |  |  |  |  |  | (7) |  |  |  |  |
| Reclassification adjustment for gain on marketable securities included in net income (net of tax of $\$ 0.2$ million) |  |  |  |  |  |  |  | (324) |  |  |  |  |
| Translation adjustment |  |  |  |  |  |  |  | 35 |  | (167) |  |  |
| Change in fair value of cash flow hedge |  |  |  |  |  |  |  | 28 |  |  |  |  |
| Net pension amortization and net actuarial loss (net of tax of $\$ 7.5$ million) |  |  |  |  |  |  |  | $(12,209)$ |  |  |  |  |
| Total comprehensive income |  |  |  |  |  |  |  |  |  |  |  | 76,264 |
| Stock issued for stock and employee benefit plans, net of cancellations |  | 835 |  | 4,011 |  | (509) |  |  |  |  |  | 4,337 |
| Purchases of common stock |  | (500) |  | (958) |  | $(3,721)$ |  |  |  |  |  | $(5,179)$ |
| Stock option and restricted stock expense |  |  |  | 5,717 |  | 1 |  |  |  |  |  | 5,718 |
| Tax benefit from exercise of options |  |  |  | 223 |  |  |  |  |  |  |  | 223 |
| Change in noncontrolling interest upon deconsolidation of VIE and other changes in noncontrolling interests |  |  |  |  |  |  |  |  |  | 2,312 |  | 2,312 |
| At April 28, 2012 | \$ | 52,244 | \$ | 231,332 | \$ | 189,609 | \$ | $(31,281)$ | \$ | 5,911 | S | 447,815 |
| Comprehensive income |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income |  |  |  |  |  | 11,017 |  |  |  | 510 |  |  |
| Unrealized loss on marketable securities arising during the period (net of tax of $\$ 0.0$ million) |  |  |  |  |  |  |  | (28) |  |  |  |  |
| Reclassification adjustment for gain on marketable securities included in net income (net of tax of $\$ 0.3$ million) |  |  |  |  |  |  |  | (503) |  |  |  |  |
| Currency translation adjustment |  |  |  |  |  |  |  | 944 |  | 6 |  |  |
| Change in fair value of cash flow hedges (net of tax of $\$ 0.1$ million) |  |  |  |  |  |  |  | 102 |  |  |  |  |
| Net pension amortization (net of tax of $\$ 0.6$ million) |  |  |  |  |  |  |  | 946 |  |  |  |  |
| Total comprehensive income |  |  |  |  |  |  |  |  |  |  |  | 12,994 |
| Stock issued for stock and employee benefit plans, net of cancellations |  | 472 |  | 539 |  | $(1,369)$ |  |  |  |  |  | (358) |
| Purchases of common stock |  | (300) |  | $(3,607)$ |  | (105) |  |  |  |  |  | $(4,012)$ |
| Stock option and restricted stock expense |  |  |  | 6,959 |  |  |  |  |  |  |  | 6,959 |
| Tax benefit from exercise of options |  |  |  | 1,025 |  |  |  |  |  |  |  | 1,025 |
| Change in noncontrolling interests |  |  |  |  |  |  |  |  |  | 97 |  | 97 |
| At October 27, 2012 | \$ | 52,416 | \$ | 236,248 | \$ | 199,152 | \$ | $(29,820)$ | \$ | 6,524 | \$ | 464,520 |

The accompanying Notes to Consolidated Financial Statements are an integral part of these statements.

## LA-Z-BOY INCORPORATED

 NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)
## Note 1: Basis of Presentation

The accompanying consolidated financial statements include the consolidated accounts of La-Z-Boy Incorporated and our majority-owned subsidiaries. The April 28, 2012, balance sheet was derived from our audited financial statements. The interim financial information is prepared in conformity with generally accepted accounting principles, and such principles are applied on a basis consistent with those reflected in our fiscal 2012 Annual Report on Form 10-K filed with the Securities and Exchange Commission, but does not include all the disclosures required by generally accepted accounting principles. In the opinion of management, the interim financial information includes all adjustments and accruals, consisting only of normal recurring adjustments (except as otherwise disclosed), which are necessary for a fair presentation of results for the respective interim period. The interim results reflected in the accompanying financial statements are not necessarily indicative of the results of operations which will occur for the full fiscal year ending April 27, 2013.

Additionally, our consolidated financial statements for periods prior to January 28, 2012, include the accounts of certain entities in which we held a controlling interest based on exposure to economic risks and potential rewards (variable interests) for the periods in which we were the primary beneficiary. Since January 28, 2012, we have not had any such arrangements where we were the primary beneficiary. We have significant interests in three independent La-Z-Boy Furniture Galleries ${ }^{\circledR}$ dealers for which we are not the primary beneficiary. Our total exposure related to these dealers at October 27, 2012, and April 28, 2012, was $\$ 2.0$ million and $\$ 2.3$ million, respectively, consisting primarily of past due accounts receivable as well as notes receivable, net of reserves and collateral on inventory and real estate. We have not provided additional financial or other support to these dealers during the first half of fiscal 2013 and have no obligations or commitments to provide further support.

## Note 2: Acquisitions

In the second quarter of fiscal 2013, we acquired the assets of La-Z-Recliner Shops, Inc., an independent operator of nine La-Z-Boy Furniture Galleries® stores and one distribution center in the southern Ohio market, for $\$ 17.4$ million comprised of cash and the forgiveness of accounts payable. The nine stores were included in our Retail segment results upon acquisition.

Prior to this acquisition, we had licensed the exclusive right to own and operate La-Z-Boy Furniture Galleries ${ }^{\circledR}$ stores in the southern Ohio market to La-ZRecliner Shops, Inc. The effective settlement of this arrangement resulted in no settlement gain or loss as the contractual terms were at market. As a result of the acquisition we have reacquired this right (a part of which was the associated trademarks and tradename) to own and operate La-Z-Boy Furniture Galleries ${ }^{\circledR}$ stores in the southern Ohio market. We have recorded an indefinite-lived intangible asset of $\$ 2.2$ million related to this reacquired right. We have also recognized $\$ 12.8$ million of goodwill, which primarily relates to the expected synergies resulting from the integration of the acquired stores and the anticipated future benefits. The goodwill and other intangible assets were recorded in the Retail segment and will be amortized and deducted for federal income tax purposes over 15 years.

The purchase price allocations were based on fair values at the date of acquisition and are summarized in the following table:

| (Unaudited, amounts in thousands) | As of 10/1/12 |  |
| :---: | :---: | :---: |
| Current assets | \$ | 4,260 |
| Goodwill and other intangible assets |  | 14,982 |
| Net property, plant, and equipment |  | 368 |
| Total assets acquired |  | 19,610 |
|  |  |  |
| Current liabilities |  | $(2,199)$ |
|  |  |  |
| Net assets acquired | \$ | 17,411 |

The impact of this acquisition on our results of operations was not material, and as such, pro forma financial information is not required.

## Note 3: Allowance for Credit Losses

As of October 27, 2012, we had gross notes receivable of $\$ 9.0$ million outstanding from 10 customers, with a corresponding allowance for credit losses of $\$ 1.5$ million. We have collateral from these customers in the form of inventory and/or real estate to support the net carrying value of these notes. We do not accrue interest income on these notes receivable, but we record interest income when it is received. Of the $\$ 9.0$ million in notes receivable as of October 27 , 2012, $\$ 1.2$ million is expected to be repaid in the next twelve months, and was categorized as receivables in our consolidated balance sheet. The remainder of the notes receivable and the entire allowance for credit losses were categorized as other long-term assets.

The following is an analysis of the allowance for credit losses related to our notes receivable as of and for the quarter and six months ended October 27, 2012, and October 29, 2011:

| (Unaudited, amounts in thousands) | Second Quarter Ended |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 10/27/12 |  | 10/29/11 |  | 10/27/12 |  | 10/29/11 |  |
| Beginning balance | \$ | 1,519 | \$ | 2,309 | \$ | 1,537 | \$ | 2,067 |
| Recoveries |  | (38) |  | (18) |  | (56) |  | (18) |
| Write-offs |  | - |  | (15) |  | - |  | (15) |
| Provision for credit losses |  | - |  | 15 |  | - |  | 283 |
| Currency effect |  | - |  | (8) |  | - |  | (34) |
| Ending balance | \$ | 1,481 | \$ | 2,283 | \$ | 1,481 | \$ | 2,283 |

## Note 4: Inventories

A summary of inventories is as follows:

| (Unaudited, amounts in thousands) | 10/27/12 |  | 4/28/12 |  |
| :---: | :---: | :---: | :---: | :---: |
| Raw materials | \$ | 87,561 | \$ | 74,081 |
| Work in process |  | 12,939 |  | 11,318 |
| Finished goods |  | 98,687 |  | 88,580 |
| FIFO inventories |  | 199,187 |  | 173,979 |
| Excess of FIFO over LIFO |  | $(30,192)$ |  | $(30,192)$ |
| Inventories, net | \$ | 168,995 | \$ | 143,787 |

## Note 5: Investments

Our consolidated balance sheet at October 27, 2012, included $\$ 8.6$ million of available-for-sale investments in other current assets and $\$ 27.0$ million of available-for-sale and other investments in other long-term assets. Available-for sale investments of $\$ 10.2$ million and trading securities of $\$ 1.0$ million were included in other long-term assets in our consolidated balance sheet at April 28, 2012. At October 27, 2012, $\$ 24.8$ million of these investments were to enhance returns on our cash. The remaining investments at October 27, 2012, and our fiscal 2012 investments were designated to fund future obligations of our non-qualified defined benefit retirement plan and our executive qualified deferred compensation plan. All unrealized gains and losses in the tables below relate to available-for-sale investments and were included in accumulated other comprehensive loss within our consolidated statement of changes in equity because none of them were considered other-than-temporary during fiscal 2013 or fiscal 2012. If there were a decline in the fair value of an investment below its cost and the decline was considered other-than-temporary, the amount of decline below cost would be charged against earnings.

The following is a summary of investments at October 27, 2012, and April 28, 2012:

## As of October 27, 2012

| (Unaudited, amounts in thousands) | Gross <br> Unrealized Gains |  | Gross <br> Unrealized Losses |  | Fair Value |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Equity securities | \$ | 1,993 | \$ | (134) | \$ | 6,489 |
| Fixed income |  | 124 |  | (10) |  | 27,515 |
| Mutual funds |  | - |  | - |  | 1,071 |
| Other |  | - |  | - |  | 539 |
| Total securities | \$ | 2,117 | \$ | (144) | \$ | 35,614 |

## As of April 28, 2012

| (Unaudited, amounts in thousands) | Gross Unrealized Gains |  | $\begin{gathered} \text { Gross } \\ \text { Unrealized } \\ \text { Losses } \\ \hline \end{gathered}$ |  | Fair Value |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Equity securities | \$ | 2,806 | \$ | (83) | \$ | 7,237 |
| Fixed income |  | 102 |  | (7) |  | 2,850 |
| Mutual funds |  | - |  | - |  | 950 |
| Other |  | - |  | - |  | 163 |
| Total securities | \$ | 2,908 | \$ | (90) | \$ | 11,200 |

The following table summarizes sales of available-for-sale securities:

| (Unaudited, amounts in thousands) | Second Quarter Ended |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 10/27/12 |  | 10/29/11 |  | 10/27/12 |  | 10/29/11 |  |
| Proceeds from sales | \$ | 3,480 | \$ | 1,050 | \$ | 4,908 | \$ | 3,210 |
| Gross realized gains |  | 621 |  | 52 |  | 845 |  | 447 |
| Gross realized losses |  | (10) |  | (24) |  | (36) |  | (27) |

The fair value of fixed income available-for-sale securities by contractual maturity was $\$ 8.6$ million within one year, $\$ 17.5$ million within two to five years, $\$ 0.8$ million within six to ten years and $\$ 0.6$ million thereafter.

## Note 6: Pension Plans

Net periodic pension costs were as follows:

| (Unaudited, amounts in thousands) | Second Quarter Ended |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 10/27/12 |  | 10/29/11 |  | 10/27/12 |  | 10/29/11 |  |
| Service cost | \$ | 277 | \$ | 277 | \$ | 585 | \$ | 555 |
| Interest cost |  | 1,331 |  | 1,391 |  | 2,662 |  | 2,782 |
| Expected return on plan assets |  | $(1,714)$ |  | $(1,705)$ |  | $(3,428)$ |  | $(3,410)$ |
| Net amortization |  | 756 |  | 409 |  | 1,512 |  | 818 |
| Net periodic pension cost | \$ | 650 | \$ | 372 | \$ | 1,331 | \$ | 745 |

## Note 7: Product Warranties

We accrue an estimated liability for product warranties at the time the revenue is recognized. We estimate future warranty claims based on claim experience and any additional anticipated future costs on previously sold products. Our liability estimates incorporate the cost of repairs including materials consumed, labor and overhead amounts necessary to perform the repair and any costs associated with delivery of the repaired product to the customer. Over $90 \%$ of our warranty liability relates to our Upholstery segment as we generally warrant our products against defects for one year on fabric and leather, from one to ten years on cushions and padding, and up to a lifetime on certain mechanisms and frames. Labor costs relating to our parts are warrantied for one year. Considerable judgment is used in making our estimates. Differences between actual and estimated costs are recorded when the differences are known.

A reconciliation of the changes in our product warranty liability for the quarter and six months ended October 27, 2012, and October 29, 2011, is as follows:

| (Unaudited, amounts in thousands) | Second Quarter Ended |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 10/27/12 |  | 10/29/11 |  | 10/27/12 |  | 10/29/11 |  |
| Balance as of the beginning of the period | \$ | 14,319 | \$ | 13,847 | \$ | 14,327 | \$ | 13,854 |
| Accruals during the period |  | 3,518 |  | 3,562 |  | 6,908 |  | 7,222 |
| Settlements during the period |  | $(3,524)$ |  | $(3,591)$ |  | $(6,922)$ |  | $(7,258)$ |
| Balance as of the end of the period | \$ | 14,313 | \$ | 13,818 | \$ | 14,313 | \$ | 13,818 |

As of October 27, 2012, and April 28, 2012, $\$ 8.1$ million and $\$ 8.2$ million, respectively, of our product warranty liability was included in accrued expenses and other current liabilities in our consolidated balance sheet, with the remainder included in other long-term liabilities. The accruals recorded during the periods presented primarily reflect charges related to warranties issued during the respective periods.

## Note 8: Stock-Based Compensation

The table below summarizes the grants made during the first six months of fiscal 2013:

| (Unaudited, shares/units in millions) | Shares/units granted | Liability/ Equity award | Settlement |
| :---: | :---: | :---: | :---: |
| Stock options | 0.2 | Equity | Common shares |
| Stock appreciation rights ("SARs") | 0.1 | Liability | Cash |
| Restricted stock units - employees | 0.2 | Liability | Cash |
| Restricted stock units - directors | Less than 0.1 | Equity | Common shares |
| Performance-based units | 0.1 | Liability | Cash |
| Performance-based shares | 0.1 | Equity | Common shares |

Total stock-based compensation expense recognized in the consolidated statement of income was $\$ 4.3$ million and $\$ 7.8$ million for the second quarter and first six months of fiscal 2013, respectively, compared to $\$ 1.9$ million and $\$ 3.1$ million for the second quarter and first six months of fiscal 2012, respectively. During the second quarter and first six months of fiscal 2013, expenses of $\$ 3.3$ million and $\$ 7.0$ million were recognized for equity-based awards and expenses of $\$ 1.0$ million and $\$ 0.8$ million were recognized for liability-based awards, respectively. During the second quarter and first six months of fiscal 2012, $\$ 1.7$ million and $\$ 3.3$ million of expense was recognized for equity-based awards and expense of $\$ 0.2$ million and income of $\$ 0.2$ million was recognized for liability-based awards, respectively.

Stock Options. We granted 0.2 million stock options to employees during the first quarter of fiscal 2013. Compensation expense for stock options is equal to the fair value on the date the award was approved and is recognized over the vesting period. The vesting period for our stock options ranges from one to four years. Options granted to retirement eligible employees are expensed immediately because they vest upon retirement. The fair value for the employee stock options granted was estimated at the date of the grant using the Black-Scholes option-pricing model, which requires management to make certain assumptions. Expected volatility was estimated based on the historical volatility of our common shares. The average expected life was based on the contractual term of the stock option and expected employee exercise and post-vesting employment termination trends. The risk-free rate was based on U.S. Treasury issues with a term equal to the expected life assumed at the date of the grant.

The fair value of stock options granted during the first quarter of fiscal 2013 was calculated using the following assumptions:

| (Unaudited) | 7/28/12 |
| :--- | ---: |
| Risk-free interest rate | $0.75 \%$ |
| Dividend rate | $0 \%$ |
| Expected life in years | 5.0 |
| Stock price volatility | $84.0 \%$ |
| Fair value per share | $\$ .8$ |

Stock Appreciation Rights. We granted 0.1 million stock appreciation rights to employees during the first quarter of fiscal 2013. SARs will be paid in cash upon vesting and as such were accounted for as liability-based awards that will be remeasured to reflect the fair value at the end of each reporting period. These awards vest at $25 \%$ per year, beginning one year from the grant date for a term of four years. The fair value for the SARs is estimated at the end of each period using the Black-Scholes option-pricing model, which requires management to make certain assumptions. The average expected life was based on the contractual term of the SARs and expected employee exercise and post-vesting employment termination trends (which is consistent with the expected life of our option awards). The risk-free rate was based on U.S. Treasury issues with a term equal to the expected life assumed at the end of the reporting period.

The fair value of the SARs granted during the first quarter of fiscal 2013 were remeasured at October 27, 2012, using the following assumptions:

| (Unaudited) | $\mathbf{1 0 / 2 7 / 1 2}$ |
| :--- | :---: | :---: |
| Risk-free interest rate | $0.75 \%$ |
| Dividend rate | $0 \%$ |
| Expected life in years | 5.0 |
| Stock price volatility | $\$ 3.8 \%$ |
| Fair value per share | $\$ .87$ |

Restricted Stock Units. We granted 0.2 million restricted stock units to employees during the first quarter of fiscal 2013. These units are accounted for as liability-based awards because upon vesting these awards will be paid in cash. Compensation expense is initially measured and recognized based on the market price (intrinsic value) of our common stock on the grant date and amortized over the vesting period. The liability is remeasured and adjusted based on the market value (intrinsic value) of our common shares on the last day of the reporting period until paid with a corresponding adjustment to reflect the cumulative amount of compensation expense. The fair value of the restricted stock units at October 27, 2012, was $\$ 16.18$. Each restricted stock unit is the equivalent of one common share. Restricted stock units vest at $25 \%$ per year, beginning one year from the grant date for a term of four years.

During the second quarter of fiscal 2013, we granted less than 0.1 million restricted stock units to our non-employee directors. These units are offered at no cost to the directors and vest upon the director's leaving the board. These awards will be paid in shares of our common stock and we therefore account for them as equity based awards. Compensation expense for these awards is measured and recognized based on the market price of our common shares at the date the grant was approved which was \$13.99.

Performance Awards. During the first quarter of fiscal 2013, we granted 0.1 million performance-based units and 0.1 million performance-based shares, both of which have performance ( $80 \%$ of grants) and market-based vesting ( $20 \%$ of grants) provisions. The performance award opportunity ranges from $50 \%$ of the employee's target award if minimum performance requirements are met to a maximum of $200 \%$ of the target award based on the attainment of certain financial goals over a specific performance period, which is generally three fiscal years. These performance awards are offered at no cost to the employees.

The performance-based units are accounted for as liability-based awards because upon vesting they will be paid in cash. For performance-based units that vest based on performance conditions, the fair value of the award was $\$ 16.18$, which was the market value of our common shares on the last day of the reporting period, and compensation cost is expensed based on the probability that the performance goals will be obtained. For performance-based units that vest based on market conditions, the fair value of the award was estimated using a Monte Carlo valuation model on the last day of the reporting period, and compensation cost is expensed over the vesting period. The liability for these units is remeasured and adjusted based on the common stock price and the Monte Carlo valuation at the end of each reporting period until paid. Based on the Monte Carlo valuation, the fair value of the performance-based units that vest based on market conditions was \$24.67 at October 27, 2012.

The performance-based shares are accounted for as equity-based awards because upon vesting they will be settled in common shares. The grant date fair value of performance-based shares is expensed over the service period. For performance-based shares that vest based on performance conditions, the fair value of the award was $\$ 11.97$ which was the market value of our common shares on the date of grant, and compensation cost is expensed based on the probability that the performance goals will be obtained. For performance-based shares that vest based on market conditions, the fair value of the award was estimated using a Monte Carlo valuation model on the date of grant, and compensation cost is expensed over the vesting period, regardless of the ultimate vesting of the award, similar to the expensing of a stock option award. The fair value for the performance-based shares that vest based on market conditions, as determined by the Monte Carlo valuation, is $\$ 15.41$.

## Note 9: Segment Information

Our reportable operating segments are the Upholstery segment, the Casegoods segment and the Retail segment.
Upholstery Segment. The Upholstery segment consists of three operating units, La-Z-Boy, England and Bauhaus. This segment manufactures or imports upholstered furniture. Upholstered furniture includes recliners and motion furniture, sofas, loveseats, chairs, sectionals, modulars, ottomans and sleeper sofas. The Upholstery segment sells directly to La-Z-Boy Furniture Galleries ${ }^{\circledR}$ stores, operators of Comfort Studios ${ }^{\circledR}$ locations, major dealers and other independent retailers.

Casegoods Segment. The Casegoods segment consists of two operating units, one consisting of American Drew, Lea and Hammary, and the second being Kincaid. This segment sells imported or manufactured wood furniture to furniture retailers. Casegoods product includes bedroom, dining room, entertainment centers, occasional pieces and some coordinated upholstered furniture. The Casegoods segment sells to major dealers and other independent retailers.

Retail Segment. The Retail segment consists of 97 company-owned La-Z-Boy Furniture Galleries ${ }^{\circledR}$ stores in eleven primary markets. During the second quarter of fiscal 2013, we acquired nine La-Z-Boy Furniture Galleries® stores in southern Ohio that were previously independently owned and operated. The Retail segment sells upholstered furniture, as well as some casegoods and other accessories, to end consumers through the retail network.

Restructuring. During the second quarter of fiscal 2013, we recorded a restructuring charge of $\$ 2.7$ million, mainly related to fixed asset and inventory writedowns related to the closure of our lumber processing operation in our Casegoods segment. As a result of this restructuring, we will no longer process component lumber parts for our domestically produced Casegoods furniture and will instead outsource all component lumber parts.

| (Unaudited, amounts in thousands) | Second Quarter Ended |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 10/27/12 |  | 10/29/11 |  | 10/27/12 |  | 10/29/11 |  |
| Sales |  |  |  |  |  |  |  |  |
| Upholstery Segment | \$ | 259,462 | \$ | 241,400 | \$ | 497,629 | \$ | 458,862 |
| Casegoods Segment |  | 34,528 |  | 35,943 |  | 69,137 |  | 70,074 |
| Retail Segment |  | 61,198 |  | 52,711 |  | 118,317 |  | 101,525 |
| VIEs, net of intercompany sales eliminations |  | - |  | 2,762 |  | - |  | 6,103 |
| Corporate and Other |  | 628 |  | 817 |  | 1,330 |  | 1,411 |
| Eliminations |  | $(33,475)$ |  | $(25,954)$ |  | $(62,571)$ |  | $(50,202)$ |
| Consolidated Sales | \$ | 322,341 | \$ | 307,679 | \$ | 623,842 | \$ | 587,773 |
|  |  |  |  |  |  |  |  |  |
| Operating Income (Loss) |  |  |  |  |  |  |  |  |
| Upholstery Segment | \$ | 21,790 | \$ | 20,993 | \$ | 37,368 | \$ | 32,118 |
| Casegoods Segment |  | 902 |  | 1,962 |  | 2,181 |  | 2,519 |
| Retail Segment |  | (575) |  | $(2,683)$ |  | $(2,563)$ |  | $(6,061)$ |
| VIEs |  | - |  | (204) |  | - |  | 363 |
| Restructuring |  | $(2,654)$ |  | (50) |  | $(2,686)$ |  | (166) |
| Corporate and Other |  | $(8,900)$ |  | $(7,770)$ |  | $(16,111)$ |  | $(13,052)$ |
| Consolidated Operating Income | \$ | 10,563 | \$ | 12,248 | \$ | 18,189 | \$ | 15,721 |

## Note 10: Income Taxes

Our effective tax rate for the second quarter of fiscal 2013 was $36.1 \%$ compared to $35.6 \%$ for the second quarter of fiscal 2012. Our effective tax rate for the first six months of fiscal 2013 was $36.5 \%$. We recorded a substantial tax benefit during the first six months of fiscal 2012 as a result of releasing a portion of the valuation allowance relating to U.S. federal and state deferred tax assets. Absent this discrete adjustment, our effective tax rate for the first six months of fiscal 2012 would have been $36.0 \%$.

## Note 11: Earnings per Share

Certain share-based payment awards that entitle their holders to receive non-forfeitable dividends prior to vesting are considered participating securities. We grant restricted stock awards that contain non-forfeitable rights to dividends on unvested shares; as participating securities, the unvested shares are required to be included in the calculation of our basic earnings per common share, using the two-class method.

A reconciliation of the numerators and denominators used in the computations of basic and diluted earnings per share is as follows:

| (Unaudited, amounts in thousands) | Second Quarter Ended |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 10/27/12 |  | 10/29/11 |  | 10/27/12 |  | 10/29/11 |  |
| Numerator (basic and diluted): |  |  |  |  |  |  |  |  |
| Net income attributable to La-Z-Boy Incorporated | \$ | 6,619 | \$ | 7,870 | \$ | 11,017 | \$ | 53,406 |
| Income allocated to participating securities |  | (88) |  | (150) |  | (166) |  | $(1,026)$ |
| Net income available to common shareholders | \$ | 6,531 | \$ | 7,720 | \$ | 10,851 | \$ | 52,380 |


|  | Second Quarter Ended |  | Six Months Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 10/27/12 | 10/29/11 | 10/27/12 | 10/29/11 |
| Denominator: |  |  |  |  |
| Basic weighted average common shares outstanding | 52,356 | 52,055 | 52,274 | 51,999 |
| Add: |  |  |  |  |
| Contingent common shares | 366 | - | 366 | - |
| Stock option dilution | 546 | 420 | 529 | 459 |
| Diluted weighted average common shares outstanding | 53,268 | 52,475 | 53,169 | 52,458 |

There were outstanding options to purchase 0.2 million shares for the quarter and six months ended October 27, 2012, with a weighted average exercise price of $\$ 20.74$, and outstanding options to purchase 1.1 million shares for the quarter and six months ended October 29, 2011, with a weighted average exercise price of $\$ 14.16$. We excluded the effect of these options from the diluted share calculation since, for each period presented, the weighted average exercise price of the options was higher than the average market price, and including the options' effect would have been anti-dilutive.

## Note 12: Fair Value Measurements

Accounting standards require the categorization of financial assets and liabilities, based on the inputs to the valuation technique, into a three-level fair value hierarchy. The various levels of the fair value hierarchy are described as follows:

- Level 1 - Financial assets and liabilities whose values are based on unadjusted quoted market prices for identical assets and liabilities in an active market that we have the ability to access.
- Level 2 - Financial assets and liabilities whose values are based on quoted prices in markets that are not active or model inputs that are observable for substantially the full term of the asset or liability.
- Level 3 - Financial assets and liabilities whose values are based on prices or valuation techniques that require inputs that are both unobservable and significant to the overall fair value measurement.

Accounting standards require the use of observable market data, when available, in making fair value measurements. When inputs used to measure fair value fall within different levels of the hierarchy, the level within which the fair value measurement is categorized is based on the lowest level input that is significant to the fair value measurement. Transfers between levels are recognized at the end of the reporting period in which they occur.

In addition to assets and liabilities that are recorded at fair value on a recurring basis, we are required to record assets and liabilities at fair value on a nonrecurring basis. Non-financial assets such as trade names and long-lived assets are measured at fair value when there is an indicator of impairment and recorded at fair value only when an impairment loss is recognized. To date we have not recorded any significant assets or liabilities at fair value on a nonrecurring basis during fiscal 2013, except as discussed in Note 2.

The following table presents the fair value hierarchy for those assets measured at fair value on a recurring basis at October 27, 2012, and April 28, 2012:

As of October 27, 2012

| (Unaudited, amounts in thousands) | Fair Value Measurements |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Level 1(a) |  | Level 2(a) |  | Level 3 |  |
| Assets |  |  |  |  |  |  |
| Available-for-sale securities | \$ | 3,101 | \$ | 31,442 | \$ | - |
| Trading securities |  | - |  | 1,071 |  | - |
| Total | \$ | 3,101 | \$ | 32,513 | \$ | - |

(a) There were no transfers between Level 1 and Level 2 during fiscal 2013.

As of April 28, 2012

(b) There were no transfers between Level 1 and Level 2 during fiscal 2012.

At October 27, 2012, we held available-for-sale marketable securities intended to enhance returns on our cash and to fund future obligations of our nonqualified defined benefit retirement plan, as well as trading securities to fund future obligations of our executive non-qualified deferred compensation plan. At April 28, 2012, we held available-for-sale marketable securities designated to fund future obligations of our non-qualified defined benefit retirement plan and trading securities to fund future obligations of our executive non-qualified deferred compensation plan. The fair value measurements for our securities are based upon quoted prices in active markets, as well as through broker quotes and independent valuation providers, multiplied by the number of shares owned exclusive of any transaction costs.

## Note 13: Recent Accounting Pronouncements

In June 2012, the Financial Accounting Standards Board ("FASB") issued accounting guidance related to testing indefinite-lived assets for impairment. The guidance allows companies, at their option, to perform a qualitative assessment of indefinite-lived assets to determine if it is more likely than not that the fair value of the asset exceeds its carrying value. If analysis of the qualitative factors results in the fair value of the indefinite-lived asset exceeding the carrying value, then performing the quantitative assessment is not required. This guidance will be effective for our fiscal year 2014 and is not currently expected to have a material impact on our consolidated financial statements.

## ITEM MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

 2.We have prepared this Management’s Discussion and Analysis as an aid to better understand our financial results. It should be read in conjunction with the accompanying Consolidated Financial Statements and related Notes to Consolidated Financial Statements. After a cautionary note about forward-looking statements, we begin with an introduction to our key businesses and strategies. We then provide discussions of our results of operations, liquidity and capital resources, and critical accounting policies.

## Cautionary Statement Concerning Forward-Looking Statements

We make forward-looking statements in this report, and our representatives may make oral forward-looking statements from time to time. Generally, forwardlooking statements include information concerning possible or assumed future actions, events or results of operations. More specifically, forward-looking statements may include information regarding:

| $3 / 4$ future income, margins and cash flows | $3 / 4$ future economic performance |
| :--- | :--- |
| $3 / 4$ future growth | $3 / 4$ industry and importing trends |
| $3 / 4$ adequacy and cost of financial resources | $3 / 4$ management plans |

Forward-looking statements also include those preceded or followed by the words "anticipates," "believes," "estimates," "hopes," "plans," "intends" and "expects" or similar expressions. With respect to all forward-looking statements, we claim the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995.

Actual results could differ materially from those we anticipate or project due to a number of factors, including: (a) changes in consumer confidence and demographics; (b) speed of economic recovery or the possibility of another recession; (c) changes in the real estate and credit markets and their effects on our customers and suppliers; (d) international political unrest, terrorism or war; (e) volatility in energy and other commodities prices; (f) the impact of logistics on imports; (g) interest rate and currency exchange rate changes; (h) operating factors, such as supply, labor or distribution disruptions; (i) any court actions requiring us to return our share of certain Continued Dumping and Subsidy Offset Act distributions; (j) changes in the domestic or international regulatory environment; (k) adoption of new accounting principles; (l) severe weather or other natural events such as hurricanes, earthquakes, flooding, tornadoes and tsunamis; (m) our ability to procure fabric rolls and leather hides or cut-and-sewn fabric and leather sets domestically or abroad; (n) fluctuations in our stock price; (o) information technology conversions or system failures; (p) effects of our brand awareness and marketing programs; (q) the discovery of defects in our products resulting in delays in manufacturing, recall campaigns, reputational damage, or increased warranty costs; (r) litigation arising out of alleged defects in our products; (s) our ability to locate new La-Z-Boy Furniture Galleries® stores owners and negotiate favorable lease terms for new or existing locations; ( t ) our ability to successfully integrate acquired businesses and realize the benefit of anticipated synergies; and (u) those matters discussed in Item 1A of our fiscal 2012 Annual Report on Form 10-K and other factors identified from time-to-time in our reports filed with the Securities and Exchange Commission. We undertake no obligation to update or revise any forward-looking statements, whether to reflect new information or new developments or for any other reason.

## Introduction

## Our Business

La-Z-Boy Incorporated manufactures, markets, imports, distributes and retails upholstery products, accessories and casegoods (wood) furniture products. We are the leading global producer of reclining chairs, the second largest manufacturer/distributor of residential furniture in the United States according to the May 2012 Top sources for the U.S. Furniture Market in Furniture Today, and the La-Z-Boy Furniture Galleries® stores retail network is the second largest retailer of single-branded upholstered furniture in North America according to the May 2012 Top 100 ranking by Furniture Today. We have nine major North-American manufacturing locations to support our speed to market and customization strategy.

We sell our products, primarily in the United States and Canada, to furniture retailers and directly to consumers through company-owned stores. The centerpiece of our retail distribution strategy is our network of 317 La-Z-Boy Furniture Galleries ${ }^{\circledR}$ stores and 563 Comfort Studios $®$ locations, each dedicated to marketing our La-Z-Boy branded products. We consider this dedicated space to be "proprietary." We own 97 of the La-Z-Boy Furniture Galleries® stores. The remainder of the La-Z-Boy Furniture Galleries ${ }^{\circledR}$ stores, as well as all 563 Comfort Studios $®$ locations, are independently owned and operated. La-Z-Boy Furniture Galleries® stores help consumers furnish their homes by combining the style, comfort and quality of La-Z-Boy furniture with our available in-home design service. Comfort Studios $®$ locations are defined spaces within larger independent retailers that are dedicated to displaying La-Z-Boy branded products. In addition to the La-Z-Boy Comfort Studios ${ }^{\circledR}$ locations, our Kincaid, England and Lea operating units have their own dedicated in-store gallery programs with over 725 outlets and 4.2 million square feet of proprietary floor space. In total, our proprietary floor space includes approximately 11.7 million square feet.

Our reportable operating segments are the Upholstery segment, the Casegoods segment and the Retail segment.

- Upholstery Segment. Our Upholstery segment is our largest segment in terms of revenue, which consists of three operating units, La-Z-Boy, our largest operating unit, as well as the Bauhaus and England operating units. The Upholstery segment manufactures or imports upholstered furniture such as recliners and motion furniture, sofas, loveseats, chairs, sectionals, modulars, ottomans and sleeper sofas. The Upholstery segment sells directly to La-Z-Boy Furniture Galleries® stores, operators of Comfort Studios ${ }^{\circledR}$ locations, major dealers and other independent retailers.
- Casegoods Segment. Our Casegoods segment is an importer, marketer, manufacturer and distributor of casegoods (wood) furniture such as bedroom sets, dining room sets, entertainment centers and occasional pieces, as well as some coordinated upholstered furniture. The Casegoods segment consists of two operating units, one consisting of American Drew, Lea and Hammary, and the second being Kincaid. The Casegoods segment primarily sells to major dealers and other independent retailers.
- Retail Segment. Our Retail segment consists of 97 company-owned La-Z-Boy Furniture Galleries® stores located in eleven markets ranging from the Midwest to the east coast of the United States and also including southeastern Florida and southern California. During the second quarter of fiscal 2013, we acquired nine La-Z-Boy Furniture Galleries $®$ stores in the southern Ohio market that were previously independently owned and operated. The Retail segment primarily sells upholstered furniture, as well as some casegoods and other accessories, to end consumers through the retail network.


## Significant Operational Events in the first six months of Fiscal 2013

During the second quarter of fiscal 2013, we acquired the assets of La-Z-Recliner Shops, Inc., an independent operator of nine La-Z-Boy Furniture Galleries ${ }^{\circledR}$ stores and one distribution center in the southern Ohio market, for $\$ 17.4$ million. Also during the second quarter of fiscal 2013, we recorded a restructuring charge of $\$ 2.7$ million, mainly related to fixed asset and inventory writedowns resulting from the closure of our lumber processing operation in our Casegoods segment. As a result of this restructuring, we will no longer process component lumber parts for our domestically produced Casegoods furniture and will instead outsource all component lumber parts.

## Results of Operations

## Fiscal 2013 Second Quarter Compared to Fiscal 2012 Second Quarter

## La-Z-Boy Incorporated

$\left.\begin{array}{llllll} & & & & & \\ \text { Percent } \\ \text { Change }\end{array}\right]$

## Sales

Consolidated sales increased $\$ 14.7$ million in the second quarter of fiscal 2013 compared to the second quarter of fiscal 2012 due mainly to stronger volume and changes in product mix in fiscal 2013, in addition to the benefit of selling price increases and less promotional activity.

## Operating Margin

Our operating margin decreased 0.7 percentage points for the second quarter of fiscal 2013 compared to the second quarter of fiscal 2012.

- Our gross margin was flat in the second quarter of fiscal 2013 compared to the second quarter of fiscal 2012. This included the impact of 0.8 percentage points of restructuring charges recorded during the second quarter of fiscal 2013, which mainly related to fixed asset and inventory writedowns associated with the closure of our lumber processing operation in our Casegoods segment. The impact of these charges was offset by the leveraging of fixed costs resulting from our sales volume increase.
- SG\&A expenses increased 0.7 percentage points in the second quarter of fiscal 2013 compared to the second quarter of fiscal 2012.
o We recognized $\$ 2.9$ million additional incentive compensation expense in the second quarter of fiscal 2013 across all segments, or an increase of 0.9 percentage points. This increase in incentive compensation was due to our continued improvements in sales and operating results for the full fiscal year-to-date period. As a result, we have three outstanding performance based stock awards, each with three-year performance measurement periods, for which we are recognizing expense in the current period.
o Marketing costs increased by 0.6 percentage points in the second quarter of fiscal 2013 as compared to the second quarter of fiscal 2012. We are investing in our future by increasing our marketing spend, which we believe will drive continued sales increases.
o The increases in incentive compensation and marketing costs were partially offset by an improvement in our accounts receivable collections and a lower required provision for bad debt expense of 0.3 percentage points in the second quarter of fiscal 2013 as compared to the second quarter of fiscal 2012.
$\left.\begin{array}{lllllll} & & & & & & \\ \text { Percent } \\ \text { Change }\end{array}\right]$


## Sales

Our Upholstery segment's sales increased $\$ 18.1$ million in the second quarter of fiscal 2013 compared to the second quarter of fiscal 2012. Increased volume and selling price, in addition to changes in product mix drove the majority of the $7.5 \%$ increase in sales. We believe the increase in orders was a result of an effective promotional plan which drove increased volume for our La-Z-Boy branded business, as well as the improved performance of our network of retail stores, which includes our company-owned and independent-licensed stores.

## Operating Margin

Our Upholstery segment's operating margin decreased 0.3 percentage points for the second quarter of fiscal 2013 compared to the second quarter of fiscal 2012.

- The segment's gross margin increased 0.6 percentage points during the second quarter of fiscal 2013 compared to the second quarter of fiscal 2012 due to a combination of factors, the most significant of which were:
o Selling price changes as well as changes in product mix resulted in a 2.0 percentage point increase in gross margin.
o Raw material cost increases resulted in a 0.6 percentage point decrease in gross margin.
o The remainder of the change in gross margin was due in part to higher health care costs, implementation costs for a new enterprise resource planning ("ERP") system, and other manufacturing costs incurred to improve customer service levels that were not offset by cost reduction projects.
- The segment's SG\&A increased 0.9 percentage points, mainly due to higher incentive compensation expenses and higher advertising costs in the second quarter of fiscal 2013, as well as increased costs related to our ERP implementation. These increased costs were partially offset by a lower provision for bad debts during the second quarter of fiscal 2013 as compared to the second quarter of fiscal 2012, due to improved collections of our accounts receivable. Also offsetting the increased costs was favorable absorption of fixed costs resulting from our sales volume increase.


## Casegoods Segment

| (Unaudited, amounts in thousands, except percentages) | 10/27/12 |  | 10/29/11 |  | Percent change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | \$ | 34,528 | \$ | 35,943 | (3.9)\% |
| Operating income |  | 902 |  | 1,962 | (54.0)\% |
| Operating margin |  | 2.6\% |  | 5.5\% |  |

## Sales

Our Casegoods segment's sales decreased $\$ 1.4$ million in the second quarter of fiscal 2013 as compared to the second quarter of fiscal 2012. The decrease in sales for our Casegoods segment was primarily a result of lower order levels in the second quarter of fiscal 2013.

## Operating Margin

Our Casegoods segment's operating margin decreased 2.9 percentage points in the second quarter of fiscal 2013 compared to the second quarter of fiscal 2012.

- The segment's gross margin decreased 0.9 percentage points in the second quarter of fiscal 2013 compared to the second quarter of fiscal

2012. The decrease in gross margin was driven by a decline in volume which resulted in an inability to absorb fixed manufacturing costs. The segment's SG\&A costs as a percent of sales increased 2.0 percentage points in the second quarter of fiscal 2013 primarily due to higher incentive compensation expenses, which are driven by equity-based awards and consolidated financial performance. The inability to absorb fixed costs due to the decline in sales volume also contributed to the increased SG\&A costs as a percent of sales.

## Retail Segment

| (Unaudited, amounts in thousands, except percentages) | 10/27/12 |  | 10/29/11 |  | Percent change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | \$ | 61,198 | \$ | 52,711 | 16.1\% |
| Operating loss |  | (575) |  | $(2,683)$ | 78.6\% |
| Operating margin |  | (0.9)\% |  | (5.1)\% |  |

## Sales

Our Retail segment’s sales increased $\$ 8.5$ million in the second quarter of fiscal 2013 compared to the second quarter of fiscal 2012. Of this increase, $\$ 2.1$ million was due to the acquisition of nine retail stores in the southern Ohio market on October 1, 2012. The remainder was primarily the result of an increase in traffic during the second quarter of fiscal 2013 as compared to the second quarter of fiscal 2012, as well as an increase in ticket count and an increase in average sales per ticket. We attribute these to enhanced effectiveness on the part of our sales staff as well as the continued benefit of our promotional plan which we believe drove a more qualified customer to our stores.

## Operating Margin

Our Retail segment's operating margin improved 4.2 percentage points in the second quarter of fiscal 2013 compared to the second quarter of fiscal 2012. The segment's operating margin benefitted from the increased sales volume, resulting in a greater leverage of SG\&A expenses as a percentage of sales.

## Corporate and Other

| (Unaudited, amounts in thousands, except percentages) | 10/27/12 |  | 10/29/11 |  | Percent change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales |  |  |  |  |  |
| VIEs, net of intercompany sales eliminations | \$ | - | \$ | 2,762 | N/M |
| Corporate and Other |  | 628 |  | 817 | (23.1)\% |
| Eliminations |  | $(33,475)$ |  | $(25,954)$ | (29.0)\% |
|  |  |  |  |  |  |
| Operating loss |  |  |  |  |  |
| VIEs |  | - |  | (204) | N/M |
| Restructuring |  | $(2,654)$ |  | (50) | N/M |
| Corporate and Other |  | $(8,900)$ |  | $(7,770)$ | (14.5)\% |
| N/M - not meaningful |  |  |  |  |  |

## Sales

During the third quarter of fiscal 2012, we deconsolidated our last VIE due to the expiration of the operating agreement that previously caused us to be considered its primary beneficiary. Eliminations increased in the second quarter of fiscal 2013 as compared to the same period in the prior year due to higher sales from our Upholstery and Casegoods segments to our Retail segment as a result of the increased volume in the Retail segment.

## Operating Loss

Our Corporate and Other operating loss increased in the second quarter of fiscal 2013 as compared to the second quarter of fiscal 2012. The increased operating loss was mainly due to higher incentive compensation costs.

The $\$ 2.7$ million restructuring charge recorded in the second quarter of fiscal 2013 mainly related to fixed asset and inventory writedowns associated with the closure of our lumber processing operation in our Casegoods segment.

## Income Taxes

Our effective tax rate for the second quarter of fiscal 2013 was $36.1 \%$ compared to $35.6 \%$ for the second quarter of fiscal 2012.

## Results of Operations

## Fiscal 2013 Six Months Compared to Fiscal 2012 Six Months

## La-Z-Boy Incorporated

| (Unaudited, amounts in thousands, except percentages) | 10/27/12 |  | 10/29/11 |  | Percent change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated sales | \$ | 623,842 | \$ | 587,773 | 6.1\% |
| Consolidated operating income |  | 18,189 |  | 15,721 | 15.7\% |
| Consolidated operating margin |  | 2.9\% |  | 2.7\% |  |

## $\underline{\text { Sales }}$

Consolidated sales increased $\$ 36.1$ million in the first six months of fiscal 2013 compared to the first six months of fiscal 2012 due mainly to stronger volume and changes in product mix in fiscal 2013, in addition to the benefit of selling price increases and less promotional activity.

## Operating Margin

Our operating margin increased 0.2 percentage points for the first six months of fiscal 2013 compared to the first six months of fiscal 2012.

- Our gross margin increased 0.3 percentage points in the first six months of fiscal 2013 compared to the first six months of fiscal 2012. This included the impact of 0.4 percentage points of restructuring charges recorded during the second quarter of fiscal 2013, which mainly related to fixed asset and inventory writedowns associated with the closure of our lumber processing operation in our Casegoods segment. The impact of these charges was offset by the leveraging of fixed costs resulting from our sales volume increase.
- SG\&A expenses increased 0.1 percentage points in the first six months of fiscal 2013 compared to the first six months of fiscal 2012.
o We recognized $\$ 5.9$ million additional incentive compensation expense in the first six months of fiscal 2013 across all segments, or an increase of 0.9 percentage points. This increase in incentive compensation was due to our continued improvements in sales and operating results for the full fiscal year-to-date period. As a result, we have three outstanding performance based stock awards, each with three-year performance measurement periods, for which we are recognizing expense in the current period. We expect our compensation expenses to have less of an impact in the second half of the fiscal year as compared to the first half of the year.
o Marketing costs increased by 0.2 percentage points in the first six months of fiscal 2013 as compared to the first six months of fiscal 2012. We are investing in our future by increasing our marketing spend, which we believe will drive continued sales increases.
o The increases in incentive compensation and marketing costs were partially offset by an improvement in our accounts receivable collections and a lower required provision for bad debt expense of 0.2 percentage points in the first six months of fiscal 2013 as compared to the first six months of fiscal 2012.
o In addition, increased sales resulted in more favorable absorption of fixed costs.


## Upholstery Segment

|  |  |  |  |  |  |  |
| :--- | :--- | :---: | :---: | :---: | :---: | :---: |

## Sales

Our Upholstery Segment's sales increased $\$ 38.8$ million in the first six months of fiscal 2013 compared to the first six months of fiscal 2012. Increased volume and selling price, in addition to changes in product mix drove the majority of the $8.4 \%$ increase in sales. We believe these improvements were a result of an effective promotional plan which drove increased volume for our La-Z-Boy branded business, as well as the improved performance of our network of retail stores, which includes our company-owned and independent-licensed stores.

## Operating Margin

Our Upholstery Segment's operating margin increased 0.5 percentage points for the first six months of fiscal 2013 compared to the first six months of fiscal 2012.

- The segment's gross margin increased 0.9 percentage points during the first six months of fiscal 2013 compared to the first six months of fiscal 2012 due to a combination of factors, the most significant of which were:
o Selling price changes as well as changes in product mix resulted in a 1.8 percentage point increase in gross margin.
o Raw material cost increases resulted in a 1.0 percentage point decrease in gross margin.
- The segment's SG\&A increased 0.4 percentage points, mainly due to higher incentive compensation expenses and higher advertising costs in the first six months of fiscal 2013, as well as increased costs related to our ERP implementation. These increased costs were partially offset by a lower provision for bad debts during the first six months of fiscal 2013 as compared to the first six months of fiscal 2012, due to improved collections of our accounts receivable. Also offsetting the increased costs was favorable absorption of fixed costs resulting from our sales volume increase.


## Casegoods Segment

| (Unaudited, amounts in thousands, except percentages) | 10/27/12 |  | 10/29/11 |  | Percent change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | \$ | 69,137 | \$ | 70,074 | (1.3)\% |
| Operating income |  | 2,181 |  | 2,519 | (13.4)\% |
| Operating margin |  | 3.2\% |  | 3.6\% |  |

## Sales

Our Casegoods Segment's sales decreased $\$ 0.9$ million in the first six months of fiscal 2013 compared to the first six months of fiscal 2012. The decrease in sales for our Casegoods Segment was primarily a result of a decrease in overall order levels during the first six months of fiscal 2013, partially offset by the impact of selling price increases.

## Operating Margin

Our Casegoods Segment's operating margin declined by 0.4 percentage points in the first six months of fiscal 2013 compared to the first six months of fiscal 2012.

- The segment's gross margin increased 0.8 percentage points in the first six months of fiscal 2013 compared to the first six months of fiscal 2012, mainly due to the impact of increased selling prices, as well as a shift to a larger mix of sales of occasional tables, which carry better margins.
- The segment's SG\&A increased 1.2 percentage points during the first six months of fiscal 2013 as compared to the first six months of fiscal 2012, due mainly to higher incentive compensation costs, which are driven by equity-based awards and consolidated financial performance. The inability to absorb fixed costs due to the decline in sales volume also contributed to the increased SG\&A costs as a percent of sales.


## Retail Segment

| (Unaudited, amounts in thousands, except percentages) | 10/27/12 |  | 10/29/11 |  | Percent change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | \$ | 118,317 | \$ | 101,525 | 16.5\% |
| Operating loss |  | $(2,563)$ |  | $(6,061)$ | 57.7\% |
| Operating margin |  | (2.2)\% |  | (6.0)\% |  |

## Sales

Our Retail Segment's sales increased $\$ 16.8$ million in the first six months of fiscal 2013 compared to the first six months of fiscal 2012. Of this increase, $\$ 2.1$ million was due to the acquisition of nine retail stores in the southern Ohio market on October 1, 2012. The remainder was primarily the result of an increase in traffic during the first six months of fiscal 2013 as compared to the first six months of fiscal 2012, as well as an increase in ticket count and an increase in average sales per ticket. We attribute these to enhanced effectiveness on the part of our sales staff as well as the continued benefit of our promotional plan which we believe drove a more qualified customer to our stores.

## Operating Margin

Our Retail Segment's operating margin improved 3.8 percentage points in the first six months of fiscal 2013 compared to the first six months of fiscal 2012. The segment's operating margin benefitted from the increased sales volume, resulting in a greater leverage of SG\&A expenses as a percentage of sales.

## Corporate and Other

| (Unaudited, amounts in thousands, except percentages) | 10/27/12 |  | 10/29/11 |  | Percent change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales |  |  |  |  |  |
| VIEs, net of intercompany sales eliminations | \$ | - | \$ | 6,103 | N/M |
| Corporate and Other |  | 1,330 |  | 1,411 | (5.7)\% |
| Eliminations |  | $(62,571)$ |  | $(50,202)$ | (24.6)\% |
|  |  |  |  |  |  |
| Operating income (loss) |  |  |  |  |  |
| VIEs |  | - |  | 363 | N/M |
| Restructuring |  | $(2,686)$ |  | (166) | N/M |
| Corporate and Other |  | $(16,111)$ |  | $(13,052)$ | (23.4)\% |
| N/M - not meaningful |  |  |  |  |  |

## Sales

During the third quarter of fiscal 2012, we deconsolidated our last VIE due to the expiration of the operating agreement that previously caused us to be considered its primary beneficiary. Eliminations increased in the first six months of fiscal 2013 as compared to the same period in the prior year due to higher sales from our Upholstery and Casegoods segments to our Retail segment as a result of the increased volume in the Retail segment.

## Operating Loss

Our Corporate and Other operating loss increased in the first six months of fiscal 2013 as compared to the first six months of fiscal 2012. The increased operating loss was mainly due to higher incentive compensation costs.

The $\$ 2.7$ million restructuring charge recorded in the second quarter of fiscal 2013 mainly related to fixed asset and inventory writedowns associated with the closure of our lumber processing operation in our Casegoods segment.

## Income Taxes

Our effective tax rate for the first six months of fiscal 2013 was $36.5 \%$. We recorded a substantial tax benefit during the first six months of fiscal 2012 as a result of releasing a portion of the valuation allowance relating to our U.S. federal and state deferred tax assets. Absent this discrete adjustment, our effective tax rate for the first six months of fiscal 2012 would have been $36.0 \%$.

## Liquidity and Capital Resources

Our sources of cash liquidity include cash and equivalents, short-term and long-term investments, cash from operations and amounts available under our credit facility. We believe these sources remain adequate to meet our short-term and long-term liquidity requirements, finance our long-term growth plans, meet debt service, and fulfill other cash requirements for day-to-day operations, dividends to shareholders and capital expenditures. We had cash and equivalents of $\$ 86.6$ million at October 27, 2012, compared to $\$ 152.4$ million at April 28, 2012. The decrease in cash and equivalents is attributable to investment purchases to enhance our returns on our excess cash, an acquisition of assets, an increase in restricted cash for letters of credit collateral, and timing of working capital increases.

We have available to us a revolving credit facility secured primarily by all of our accounts receivable, inventory, and cash deposit and securities accounts. Availability under the agreement fluctuates according to a borrowing base calculated on eligible accounts receivable and inventory. The credit agreement includes affirmative and negative covenants that apply under certain circumstances, including a 1.05 to 1.00 fixed charge coverage ratio requirement that applies when excess availability under the line is less than $12.5 \%$ of the revolving credit commitment of $\$ 150$ million. At October 27, 2012, we were not subject to the fixed charge coverage ratio requirement. At October 27, 2012, we had no borrowings outstanding under the agreement, and had excess availability of $\$ 141.7$ million.

Capital expenditures for the first six months of fiscal 2013 were $\$ 11.6$ million compared with $\$ 8.2$ million during the first six months of fiscal 2012 . We have no material contractual commitments outstanding for future capital expenditures. We expect capital expenditures to be in the range of $\$ 25.0$ million to $\$ 30.0$ million in fiscal 2013.

In November 2012, the Board of Directors declared a quarterly cash dividend of $\$ 0.04$ per share, which approximates $\$ 2.0$ million in total, on our common stock, payable December 20, 2012 to stockholders of record at the close of business December 10, 2012. We intend to pay regular quarterly cash dividends, subject to Board approval, going forward.

The following table illustrates the main components of our cash flows:

| Cash Flows Provided By (Used For) (Unaudited, amounts in thousands) | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 10/27/12 |  | 10/29/11 |  |
| Operating activities |  |  |  |  |
| Net income | \$ | 11,527 | \$ | 53,528 |
| Non-cash add backs including changes in deferred taxes |  | 21,128 |  | $(25,982)$ |
| Change in working capital |  | $(35,114)$ |  | $(10,024)$ |
| Net cash (used for) provided by operating activities |  | $(2,459)$ |  | 17,522 |
|  |  |  |  |  |
| Investing activities |  |  |  |  |
| Capital expenditures |  | $(11,637)$ |  | $(8,218)$ |
| Purchases of investments |  | $(31,514)$ |  | $(5,214)$ |
| Proceeds from sales of investments |  | 5,684 |  | 5,160 |
| Change in restricted cash |  | $(6,931)$ |  | - |
| Acquisitions, net of cash acquired |  | $(15,863)$ |  | - |
| Other investing activities |  | 985 |  | (460) |
| Net cash used for investing activities |  | $(59,276)$ |  | $(8,732)$ |
|  |  |  |  |  |
| Financing activities |  |  |  |  |
| Net decrease in debt |  | $(2,255)$ |  | $(4,860)$ |
| Other financing activities |  | $(1,751)$ |  | $(1,611)$ |
| Net cash used for financing activities |  | $(4,006)$ |  | $(6,471)$ |
|  |  |  |  |  |
| Exchange rate changes |  | (21) |  | (48) |
| Change in cash and equivalents | \$ | (65,762) | \$ | 2,271 |

## Operating Activities

During the first six months of fiscal 2013, net cash used for operating activities was $\$ 2.5$ million. Cash from net income net of non-cash add-backs was $\$ 32.6$ million, which was offset by cash used for working capital of $\$ 35.1$ million. Our cash used for operating activities was mainly due to an increase in inventory in our upholstery segment and the payment of accrued benefits during the first quarter of fiscal 2013, partially offset by a decrease in accounts receivable. Our increase in inventory was mainly due to a planned increase in fabric and leather raw materials during the first quarter of fiscal 2013 , to improve our in-stock position for the fall selling season.

During the first six months of fiscal 2012, net cash provided by operating activities was $\$ 17.5$ million. Cash from net income and non-cash add backs were $\$ 27.5$ million, which was offset by cash used for working capital of $\$ 10.0$ million. Our cash provided by operating activities was mainly due to pre-tax income generated during the first six months of fiscal 2012.

## Investing Activities

During the first six months of fiscal 2013, net cash used for investing activities was $\$ 59.3$ million, which consisted primarily of $\$ 11.6$ million in capital expenditures, a $\$ 6.9$ million increase in restricted cash, a net $\$ 25.8$ million in investment purchases, and the acquisition of nine retail stores and a distribution center in the southern Ohio market of $\$ 15.9$ million, net of cash acquired. Our restricted cash relates to deposits serving as collateral for certain letters of credit, and $\$ 24.9$ million of our investment purchases were intended to enhance returns on our excess cash. Net cash used for investing activities in the first six months of fiscal 2012 was $\$ 8.7$ million, with the majority relating to capital expenditures.

## Financing Activities

During the first six months of fiscal 2013, net cash used for financing activities was $\$ 4.0$ million compared with $\$ 6.5$ million in the same period of the prior fiscal year, both primarily related to the repayment of debt and purchases of common stock.

Our board of directors has authorized the purchase of company stock. As of October 27, 2012, 4.6 million shares remained available for purchase pursuant to this authorization. We purchased 0.3 million shares during the first six months of fiscal 2013, totaling $\$ 4.0$ million. With the cash flows we anticipate generating in fiscal 2013 we expect to continue being opportunistic in purchasing company stock.

## Other

Our consolidated balance sheet at the end of the second quarter of fiscal 2013 reflected a $\$ 1.7$ million net liability for uncertain income tax positions. It is reasonably possible that $\$ 0.3$ million of this liability will be settled within the next 12 months. The remaining balance will be paid or released as tax audits are completed or settled.

During the second quarter of fiscal 2013 there were no material changes to the information about our contractual obligations shown in the table contained in our fiscal 2012 Annual Report on Form 10-K.

Our debt-to-capitalization ratio was $1.6 \%$ at October 27, 2012, and $2.1 \%$ at April 28, 2012. Capitalization is defined as total debt plus total equity.

At October 27, 2012, we had $\$ 42.0$ million in open purchase orders with foreign casegoods, leather and fabric suppliers. The majority of our open purchase orders that have not begun production are cancelable.

Continuing compliance with existing federal, state and local statutes dealing with protection of the environment is not expected to have a material effect upon our capital expenditures, earnings, competitive position or liquidity.

## Critical Accounting Policies

Our critical accounting policies are disclosed in our Form 10-K for the year ended April 28, 2012. There were no material changes to our critical accounting policies during the first six months of fiscal 2013.

## Recent Accounting Pronouncements

In June 2012, the Financial Accounting Standards Board ("FASB") issued accounting guidance related to testing indefinite-lived assets for impairment. The guidance allows companies, at their option, to perform a qualitative assessment of indefinite-lived assets to determine if it is more likely than not that the fair value of the asset exceeds its carrying value. If analysis of the qualitative factors results in the fair value of the indefinite-lived asset exceeding the carrying value, then performing the quantitative assessment is not required. This guidance will be effective for our fiscal year 2014 and is not currently expected to have a material impact on our consolidated financial statements.

## Business Outlook

Although the operating environment for the overall furniture industry remains challenging, we believe our business model will provide for profitable growth. We will continue to make strategic investments in our brand advertising campaign, store system and other areas that we deem critical to driving topline growth, retail profitability and conversion on increased volume. With a vast network of La-Z-Boy branded distribution outlets coupled with a successful advertising campaign and lean manufacturing structure, we are well positioned to capitalize on an improving economy, particularly when housing and consumer confidence strengthen. Hurricane Sandy caused no significant damage to any of our La-Z-Boy Furniture Galleries® stores. However, the impact on our future sales is unknown at this time.

## ITEM QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

3. 

During the first six months of fiscal 2013 there were no material changes from the information contained in Item 7A of our Annual Report on Form 10-K for fiscal 2012.

## ITEM CONTROLS AND PROCEDURES

## 4.

Disclosure Controls and Procedures. As of the end of the period covered by this report, we carried out an evaluation, under the supervision and with the participation of our management, including our Chief Executive Officer and Chief Financial Officer, of the effectiveness of the design and operation of our disclosure controls and procedures, as such term is defined in Rule 13a-15(e) of the Exchange Act. Based upon that evaluation, our Chief Executive Officer and Chief Financial Officer concluded that such disclosure controls and procedures are effective to ensure that information required to be disclosed in our periodic reports filed under the Exchange Act is recorded, processed, summarized and reported within the time periods specified by the Securities and Exchange Commission's rules and forms and is accumulated and communicated to our management, including our Chief Executive Officer and Chief Financial Officer, as appropriate to allow timely decisions regarding required disclosure.

Changes in Internal Control over Financial Reporting. We are implementing an enterprise resource planning ("ERP") system in our largest operating unit, which is expected to impact our business and financial transaction processes. The implementation is expected to occur in phases over the next several years. The implementation of an ERP system will affect the processes that constitute our internal control over financial reporting and will require testing for effectiveness as the implementation progresses. There were no changes in our internal controls over financial reporting that occurred during the fiscal quarter ended October 27, 2012, that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

## PART II - OTHER INFORMATION

## ITEM 1A. RISK FACTORS

Our risk factors are disclosed in our Form 10-K for the year ended April 28, 2012. There have been no material changes to our risk factors during the first six months of fiscal 2013, except as noted below.

The second risk factor set forth under Item 1A of Part I of our Annual Report on Form 10-K for the fiscal year ended April 28, 2012, relating to possible impairment of long-lived assets, is amended to read as follows:

Our current retail markets and other markets that we enter in the future may not achieve the growth and profitability we anticipate. We could incur charges for the impairment of long-lived assets, as well as the impairment of goodwill or other indefinite-lived intangible assets, if we cannot meet our sales and/or earnings expectations for these markets.

From time to time we acquire retail locations and related assets, remodel and relocate existing stores, and close underperforming stores. Our assets include goodwill and other indefinite-lived intangible assets from past acquisitions, and we may record additional goodwill and other indefinite-lived intangible assets in connection with future acquisitions. Profitability of acquired, remodeled, and relocated stores will depend on lease rates (for stores we lease) and retail sales and profitability justifying the costs of acquisition, remodeling, and relocation. If we cannot meet our sales and/or earnings expectations for these stores, we may incur charges for the impairment of long-lived assets, the impairment of goodwill, or the impairment of other indefinite-lived intangible assets.

## ITEM EXHIBITS

6. 

## Exhibit

Number Description
(3.1) La-Z-Boy Incorporated Restated Articles of Incorporation (Incorporated by reference to an exhibit to Form 10-Q for the quarter ended October 26, 1996)
(3.2) La-Z-Boy Amendment to Restated Articles of Incorporation effective August 21, 1998
(3.3) La-Z-Boy Incorporated Amendment to Restated Articles of Incorporation effective August 22, 2008
(3.4) La-Z-Boy Incorporated Amendment to Restated Articles of Incorporation effective August 24, 2012
(31.1) Certifications of Chief Executive Officer pursuant to Rule 13a-14(a)
(31.2) Certifications of Chief Financial Officer pursuant to Rule 13a-14(a)
(32). Certifications of Executive Officers pursuant to 18 U.S.C. Section 1350(b)
(101.INS) XBRL Instance Document
(101.SCH) XBRL Taxonomy Extension Schema Document
(101.CAL) XBRL Taxonomy Extension Calculation Linkbase Document
(101.LAB) XBRL Taxonomy Extension Label Linkbase Document
(101.PRE) XBRL Taxonomy Extension Presentation Linkbase Document
(101.DEF) XBRL Taxonomy Extension Definition Linkbase Document

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.

LA-Z-BOY INCORPORATED
(Registrant)

Date: November 28, 2012

BY: /s/ Margaret L. Mueller

Margaret L. Mueller
Corporate Controller
On behalf of the Registrant and as
Chief Accounting Officer

## Exhibit 3.2



## CERTIFICATE OF AMENDMENT TO THE ARTICLES OF INCORPORATION

For use by Domestic Profit and Nonprofit Corporations (Please read information and instructions on the last page)

Pursuant to the provisions of Act 284, Public Acts of 1972 (profit corporations), or Act 162, Public Acts of 1982 (nomprofit corporations), the undersigned corporation executes the following Certificate:

1. The present name of the corporation is: La-z-Boy Incorporated
2. The identification number assigned by the Bureau is:
3. Article $\qquad$ IV of the Articles of Incorporation is hereby amended to read as follows:
(1) The aggregate number of shares which the Corporation has authority to issue is:
(a) $150,000,000$ shares of Common Stock, $\$ 1.00$ par value per share; and
[the rest of article IV remains the same]
4. (For amendments adopted by unanimous consent of incorporators before the first meeting of the board of directors or trustees.)

The foregoing amendment tothe Articles of Incorporation was duly adopted on the $\qquad$ day of
$\qquad$ 19 $\qquad$ in accordance with the provisions of the Act by the unanimous consent of the incorporator(s) before the first meeting of the Board of Directors or Trustees.

Signed this $\qquad$ day of $\qquad$ 19 $\qquad$

| (Signature) |  | (Signature) |  |
| :---: | :---: | :---: | :---: |
| (Type or Print Name) |  |  |  |
| (Sgratura) |  | (Type or Print Name) |  |
|  |  |  |  |
| (Type or Print Name) |  |  |  |

5. (For profit and nonprofit corporations whose Articles state the corporation is organized on a stock or on a membership basis.)

The foregoing amendment to the Articles of Incorporation was duly adopted on the $\qquad$ 27th day of July $\qquad$ 1998 by the shareholders if a profit corporation, or by the shareholders or members if a nonprofitcorporation (check one of the following)
$[X]$ at a meeting the necessary votes were cast in favor of the amendment.
[ ] by written consent of the shareholders ormembers having not less than the minimum number of votes required by statute in accordance with Section 407 (1) and (2) of the Actif a nonprofit corporation, or Section $407(1)$ of the Act if a profit corporation. Written notice to shareholders or members who have not consented in writing has been given. (Note: Written consent by less than all of the shareholders or members is permitted only if such provision appears in the Articles of incorporation.)
[ ] by written consent of all the shareholders or members entitledtovote in accordance with section 407(3) of the Act if a nonprofit corporation, or Section 407(2) of the Act if a profit corporation.
[ ] by the board of a profit corporation pursuant to section 611(2).


| Nonprofit Corporations |
| :--- |
| Signed this___day of___, |
| By <br> [Signature of President, Vice-President, Chairperson or Vice-Charperson) <br> (Typeor Primt Name) |


| MICHIGAN DEPARTMENT OF LABOR \& ECONOMIC GROWTH BUREAU OF COMMERCIAL SERVICES |  |  |  |
| :---: | :---: | :---: | :---: |
| Date Received | (FOR BUREAU USE ONLY) <br> This document is effective on the date filed, unless a subsequent effective date within 90 days after received date is stated in the document. |  |  |
|  |  |  |  |
| Name <br> La-Z-Boy Incorporated, Attn: James P. Klarr |  |  | EFFECTIVE DATE: $\square$ |
| Address <br> 1284 North T | Road |  |  |
| City Monroe | State <br> MI | $\begin{aligned} & \text { Zip Code } \\ & 48162 \end{aligned}$ |  |

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## CERTIFICATE OF AMENDMENT TO THE ARTICLES OF INCORPORATION

## For use by Domestic Profit and Nonprofit Corporations

(Please read information and instructions on the last page)
Pursuant to the provisions of Act 284, Public Acts of 1972 (profit corporations), or Act 162, Public Acts of 1982 (nomprofit corporations), the undersigned corporation executes the following Certificate.

1. The present name of the corporation is: LA-Z-BOY INCORPORATED
2. The identification number assigned by the Bureau is:
```
090657
```

3. a. Article VIII of the Articles of Incorporation is amended by deleting its entire text and substituting the following text:

## [RESERVED FOR FUTURE USE]

b. Section (2) of Article $X$ of the Articles of Incorporation is amended to read in its entirety as follows:
(2) The Corporation reserves the right to amend, alter, change or repeal any provision contained in these Articles of Incorporation, in the manner now or hereafter prescribed by statute, and all rights conferred upon stockholders herein are granted subject to this reservation.
4. Profit Corporation Only: The foregoing amendment to the Articles of Incorporation proposed by the board was duly adopted on the $20^{\text {th }}$ day of August 2008, by the: (check one of the following)

Shareholders at a meeting in accordance with Section 611(3) of the Act.
$\square$ written consent of the shareholders having not less than the minimum number of votes, required by statute in accordance with Section 407(1) of the Act. Written notice to shareholders who have not consented in writing has been given. (Note: Written consent by less than all of the shareholders is permitted only if such provision appears in the Articles of Incorporation.)
$\square$ written consent of all the shareholders entitled to vote in accordance with section 407(2) of the Act
$\square$ board of a profit corporation pursuant to section 611(2).
Profit Corporations and Professional Service Corporations
Signed this 22nd day of August 2008.
$B y:$
Kurt L. Darrow
Its: President and Chief Executive Officer

MICHIGAN DEPARTMENT OF LICENSING AND REGULATORY AFFAIRS BUREAU OF COMMERCIAL SERVICES

| Date Received |  |  |  |  | This document Is effective on the date filed. unless a <br> subsequent effective date within 90 days after received <br> date Is stated in the document. |
| :--- | :--- | :--- | :--- | :---: | :---: |

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It left blank, document will be returned to the registered ottice.
CERTIFICATE OF AMENDMENT TO THE ARTICLES OF INCORPORATION For use by Domestic Profit and Nonprofit Corporations (Please read information and instructions on the last page)
Pursuant to the provisions of Act 284, Public Acts of 1972, (profit corporations), or Act 162, Public Acts of 1982 (nomprofit corporations), the undersigned corporation executes the following Certificate:

1. The present na me of the corporation is:

La-Z-Boy Incorporated
2. The identification number assigned by the Bureau is:
3. Article $\qquad$ of the Articles of Incorporation is hereby amendedto read as follows:
deleted in its entirety and replaced with: [RESERVED FOR FUTURE USE]
4. Profit or Nonprofit Corporations: For amendments adopted by unanimous consent of incorporators before the first meeting of the board of directors or trustees.

The foregoing amendment to the Articles of Incorporation was duly adopted on the $\qquad$ day of
in accordance with the provisions of the Act by the unanimous consent of the incorporator(s) before the firstmeeting of the Board of Directors or Trustees.

Signed this $\qquad$ day of $\qquad$

| (Sianature? <br> (Type or Print Name) <br> [Signature) <br> (Type or Print Name) |
| :---: |


|  | (Signature) |
| :---: | :---: |
| (Type or Print Name) |  |
| (Signature) |  |
| (Type or Print Name) |  |

5. Profit Corporation Only: Shareholder or Board Approval

The foreqoing amendment to the Articles of Incorporation proposed by the board was duly adopted on the
$\qquad$ 22nd $\qquad$ day of $\qquad$ 2012 .by the: (check one of the followina)
[X] shareholders at a meeting in accordance with Section 611(3) of the Act.
[ ] written consent of the shareholders having not less than the minimum number of votes required by statute in accordance with Section 407(1) of the Act Written notice to shareholders who have not consented in writing has been given. (Note: Written consent by less than all ofthe shareholders is permitted only if such provision appears in the Articles of Incorporation.)
[ ] written consent of all the shareholders entitled to vote in accordance with Section 407(2) of the Act.
[ ] board of a profit corporation pursuant to section 611(2) of the Act.

| Profit Corporations and Professional Service Corporations Signed this $\qquad$ 22 day of $\qquad$ August $\xrightarrow{2012}$ |
| :---: |
|  |  |
|  |
| (Signature of an authorized officeror agent) |
| Kurt L. Darrow, Chairman of Board, CEO \& President (TypeorPirt Name) |

## Exhibit 31.1

## CERTIFICATIONS OF CHIEF EXECUTIVE OFFICER

## PURSUANT TO RULE 13a-14(a)

I, Kurt L. Darrow, certify that:

1. I have reviewed this quarterly report on Form 10-Q of La-Z-Boy Incorporated;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
(a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
(b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
(c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
(d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
(a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
(b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

## Exhibit 31.2

## CERTIFICATIONS OF CHIEF FINANCIAL OFFICER

## PURSUANT TO RULE 13a-14(a)

I, Louis M. Riccio, Jr., certify that:

1. I have reviewed this quarterly report on Form 10-Q of La-Z-Boy Incorporated;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
(a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
(b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
(c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
(d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
(a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
(b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

## CERTIFICATION OF EXECUTIVE OFFICERS*

Pursuant to 18 U.S.C. section 1350, each of the undersigned officers of La-Z-Boy Incorporated (the "Company") hereby certifies, to such officer's knowledge, that the Company's Quarterly Report on Form 10-Q for the period ended October 27, 2012 (the "Report") fully complies with the requirements of section 13(a) or 15(d), as applicable, of the Securities Exchange Act of 1934 and the information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.
/s/ Kurt L. Darrow

## Kurt L. Darrow

Chairman, President and Chief Executive Officer
November 28, 2012
/s/ Louis M. Riccio, Jr.
Louis M. Riccio, Jr.
Senior Vice President and Chief Financial Officer
November 28, 2012
*The foregoing certification is being furnished solely pursuant to 18 U.S.C. section 1350 and is not being filed as part of the Report or as a separate disclosure document.

