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WASHINGTON, D.C. 20549-1004
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FORM 10-Q
Quarterly Report Under Section 13 or 15(d) of the Securities Exchange Act of 1934

FOR QUARTER ENDED July 25, 1998 COMMISSION FILE NUMBER 1-9656

## LA-Z-BOY INCORPORATED

(Exact name of registrant as specified in its charter)

## MICHIGAN

(State or other jurisdiction of incorporation or organization)

1284 North Telegraph Road, Monroe, Michigan
(Address of principal executive offices)

38-0751137
(I.R.S. Employer Identification No.)

48162-3390
(Zip Code)

REGISTRANT'S TELEPHONE NUMBER, INCLUDING AREA CODE (734) 241-4414
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 and (2) has been subject to such filing requirements for the past 90 days.

Yes X No
Indicate the number of shares outstanding of each issuer's classes of common stock, as of the last practicable date:

Class Outstanding at July 25, 1998
Common Shares, \$1.00 par value
17,747,753

Part 1. Financial Information
The Consolidated Balance Sheet and Consolidated Statement of Income required for Part 1 are contained in the Registrant's Financial Information Release dated August 4, 1998 and are incorporated herein by reference.

> LA-Z-BOY INCORPORATED CONSOLIDATED STATEMENTS OF CASH FLOWS INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS (Unaudited, dollar amounts in thousands)

| Three | Ended |
| :---: | :---: |
| $\begin{gathered} \text { July } 25, \\ 1998 \end{gathered}$ | $\begin{gathered} \text { July } 26, \\ 1997 \end{gathered}$ |


| Cash Flows from Operating Activities Net income | \$7,184 | \$1,726 |
| :---: | :---: | :---: |
| Adjustments to reconcile net income to |  |  |
| net cash provided by operating activities |  |  |
| Depreciation and amortization | 5,417 | 4,873 |
| Change in receivables | 42,571 | 48,902 |
| Change in inventories | $(9,368)$ | $(14,158)$ |
| Change in other assets and liabilities | $(9,809)$ | $(15,223)$ |
| Change in deferred taxes | 73 | - |
| Total adjustments | 28,884 | 24,394 |


| Cash Flows from Investing Activities |  |  |
| :---: | :---: | :---: |
| Proceeds from disposals of assets | 205 | 316 |
| Capital expenditures | $(4,105)$ | $(5,568)$ |
| Change in other investments | $(1,890)$ | (447) |
| Cash Used for Investing Activities | $(5,790)$ | $(5,699)$ |
| Cash Flows from Financing Activities |  |  |
| Retirements of debt | $(3,091)$ | $(1,925)$ |
| Capital lease principal payments | (442) | (527) |
| Stock for stock option plans | 1,451 | 2,012 |
| Stock for 401(k) employee plans | 379 | 403 |
| Purchase of La-Z-Boy stock | $(7,603)$ | $(2,424$ |
| Payment of cash dividends | $(3,743)$ | $(3,768)$ |
| Cash Used for Financing Activities | $(13,049)$ | $(6,229)$ |
| Effect of exchange rate changes on cash | (310) | 36 |
| Net change in cash and equivalents | 16,919 | 14,228 |
| Cash and equivalents at begin. of period | 28,700 | 25,382 |
| Cash and equivalents at end of period | \$45, 619 | \$39,610 |
| Cash paid during period -Income taxes | \$475 | \$1,441 |
|  | \$543 | \$839 |

For purposes of the Statement of Cash Flows, the Company considers all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents.

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

## LA-Z-BOY INCORPORATED AND OPERATING DIVISIONS NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

1. Basis of Presentation

The financial information is prepared in conformity with generally accepted accounting principles and such principles are applied on a basis consistent with those reflected in the 1998 Annual Report filed with the Securities and Exchange Commission. The financial information included herein, other than the consolidated balance sheet as of April 25, 1998, has been prepared by management without audit by independent certified public accountants who do not express an opinion thereon. The consolidated balance sheet as of July 25, 1998 has been prepared on a basis consistent with, but does not include all the disclosures contained in, the audited consolidated financial statements for the year ended April 25, 1998. The information furnished includes all adjustments and accruals consisting only of normal recurring accrual adjustments which are, in the opinion of management, necessary for a fair presentation of results for the interim period.
2. Interim Results

The foregoing interim results are not necessarily indicative of the results of operations for the full fiscal year ending April 24, 1999.
3. Forward-Looking Information

Any forward-looking statements contained in this report represent management's current expectations based on present information and current assumptions. These statements can be identified by the use of forwardlooking terminology such as "believes", "expects", "may", "should", or "anticipates". Forward-looking statements are inherently subject to risks and uncertainties. Actual results could differ materially from those which are anticipated or projected due to a number of factors. These factors include, but are not limited to, anticipated growth in sales; success of
product introductions; fluctuations of interest rates, changes in consumer confidence/demand and other risks and factors identified from time to time in the Company's reports filed with the Securities Exchange Commission.
4. Commitments and Contingencies

There has been no significant change from the prior fiscal year end audited financial statements.
5. Earnings per Share

The Company adopted Statement of Financial Accounting Standards (SFAS) No. 128, "Earnings per Share" in 1998. The Statement requires both basic and diluted earnings per share to be presented. Basic earnings per share is computed using the weighted-average number of shares outstanding during the period. Diluted earnings per share uses the weighted-average number of shares outstanding during the period plus the additional common shares that would be outstanding if the dilutive potential common shares were issued. This includes employee stock options. Prior period earnings per share information has been restated to be in compliance with SFAS No. 128.

| (Amounts in thousands) | $\begin{gathered} \text { July } 25, \\ 1998 \end{gathered}$ | $\text { July } 26,$ $1997$ |
| :---: | :---: | :---: |
| Weighted average common shares outstanding (Basic) | 17,797 | 17,951 |
| Effect of Options | 112 | 49 |
| Weighted average common shares outstanding (Diluted) | 17,909 | 18,000 |
|  | = | ====== |

## LA-Z-BOY INCORPORATED AND OPERATING DIVISIONS MANAGEMENT DISCUSSION

La-Z-Boy's sales and profits historically have been weakest in the first quarter of the fiscal year due to the Company's two-week vacation shutdown, which coincides with the slowest sales period. Therefore, first quarter comparison to the prior year's first quarter may not be indicative of trends that will continue in the remaining quarters of the fiscal year.

Due to the cyclical nature of the Company's business, comparison of operations between the most recently completed quarter and the immediate preceding quarter would not be meaningful and could be misleading to the reader of these financial statements.

For further Management Discussion, see attached Exhibit 99.(a)
The Company's strong financial position is reflected in the debt to capital percentage of $15 \%$ and a current ratio of 3.8 to 1 at the end of the first quarter. At April 25, 1998, the debt to capital percentage was $16 \%$ and the current ratio was 3.5 to 1 . At the end of the preceding year's first quarter, the debt to capital percentage was $14 \%$ and the current ratio was 3.9 to 1 . As of July 25, 1998, there was $\$ 106$ million of unused lines of credit available under several credit arrangements.

Approximately $23 \%$ of the 4 million shares of Company stock authorized for purchase on the open market are still available for purchase by the Company. The Company plans to be in the market for its shares as changes in its stock price and other factors present appropriate opportunities.

PART II. OTHER INFORMATION
Item 4. Submission of Matters to a Vote of Security Holders
The Annual Meeting of Shareholders of La-Z-Boy Incorporated was held on July 27, 1998, for the purposes of electing three members to the board of directors as
well as considering and acting on a proposal to approve an increase in the number of common shares authorized. Proxies for the meeting were solicited pursuant to Section 14(a) of the Securities and Exchange Act of 1934 and there was no solicitation in opposition to Management's solicitations. The Shareholders elected all of the Management's nominees for directors as listed in the proxy statement and approved the increase in the number of authorized shares. The distribution of shareholders' votes was as follows:

Election of Directors:

Gene M. Hardy
David K. Hehl
Rocque E. Lipford

| Shares Voted | Shares |
| :---: | :---: |
| In Favor | Withheld |
| $-----------------~$ |  |

15,812,114 462,073
15,784,975 489,212
14,683,246 1,590,941

Adoption of an Increase to the Amount of Authorized Common Shares:
Shares Voted in Favor
12,771,612
Shares Voted Against
3,398, 385
Abstentions 104,182

Item 6. Exhibits and Reports on Form 8-K
(a)(27) Financial Data Schedule (EDGAR only).
(99) News Releases and Financial Information Release: re Actual first quarter results and Management Discussion dated August 4, 1998.

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused the Quarterly Report on Form 10-Q for the quarter ended July 25, 1998 to be signed on its behalf by the undersigned thereunto duly authorized.

LA-Z-BOY INCORPORATED
(Registrant)
/s/Gene M. Hardy
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Gene M. Hardy
Secretary and Treasurer (Principal Accounting Officer)

| $1,000{ }^{5}$ |  |
| :---: | :---: |
|  |  |
| 3-mos |  |
| APR-24-1999 |  |
| JUL-25-1998 |  |
| 45,619 |  |
| $196,128$ |  |
|  |  |
| 101, ${ }^{0} 72$ |  |
|  |  |
| 364,928 |  |
| 303,507 |  |
| $182,823$ |  |
| $95,682^{562,110}$ |  |
|  |  |
| $0 \quad 0$ |  |
|  |  |
| $\begin{array}{cc} & 0 \\ 17,748 \\ 562,110 \\ & 367,656\end{array}$ |  |
|  |  |
|  |  |
|  |  |
| 268,880 |  |
| 268,880 |  |
| 205,431 205,431 |  |
|  |  |
| 51,288 |  |
| 0 |  |
| 1,187 |  |
| 11,906 |  |
| 4,722 |  |
| 7,184 |  |
| 0 |  |
| 0 |  |
|  |  |
| 7,184 |  |
| 0.40 |  |
| 0.40 |  |

## News Release

LA-Z-BOY, INC. REPORTS STRONG FIRST QUARTER GAINS

MONROE, MI., August 4, 1998: La-Z-Boy Incorporated, one of the world's largest producers of furniture, continued reaching record levels of quarterly sales and profit.

Financial Details
For the first quarter of La-Z-Boy's 1999 fiscal year that ended 7/25/98, sales reached $\$ 268.9$ million, up $27 \%$ from last year's first quarter of $\$ 212.3$ million. Net income was up $316 \%$ to $\$ 7.2$ million vs. $\$ 1.7$ million. Diluted EPS (Earnings Per Share) was up $300 \%$ to $\$ 0.40$ vs. \$0.10. (Last year's diluted EPS would have been $\$ 0.20$ without a one-time expense relating to Montgomery Ward's bankruptcy.)

President Comments
According to La-Z-Boy President and Chief Operating Officer, Gerald L. Kiser, "Strong incoming orders during the spring of the year helped cause us to exceed our internal sales and profit goals in the first quarter. We are on our way to performing better than our publicly stated goal of annual sales growing at least $10 \%$ or greater than the industry rate. Based on our latest sales indicators, it looks like August and September sales growth should continue to be strong; although not as high on a percentage basis as in the first quarter."

Marketing
Retail furniture sales remained seasonally strong throughout the first quarter, helping drive record results. Residential division dealers purchased a record number of company-produced four-color free-standing newspaper inserts. Newspaper insertions in support of Father's Day 1998 nearly doubled from 1997 levels. The ability for dealers to advertise the full range of La-Z-Boy products has been enhanced by the company's move to CD-ROM technology.

In October of this year, the Residential division and the Kincaid division will be introducing a joint collection of upholstered products and casegoods inspired by the works of renowned artist Thomas Kinkade, the "Painter of Light". The Thomas Kinkade name and product lines are strong forces at retail and hold great appeal for women consumers in particular. Previously, the Kincaid division has enjoyed success from its licensing venture with Ducks Unlimited. This is the first licensing agreement signed by the Residential division and the first time the two divisions will have introduced products jointly.

The Business Furniture division launched the third issue of its "All Products Catalog" and initiated a new marketing partnership between La-Z-Boy Business Furniture and its distributors. Key components of the program include direct mail brochures, newspaper advertisements, radio/television commercials and point-of-sale materials.

Dividend Increase and Stock Split
Both of the following items were previously announced on 7/27/98: La-Z-Boy declared a $14 \%$ increase in dividends to $\$ 0.24$ per share for shareholders of record August 21, 1998, payable September 10, 1998. In addition La-Z-Boy plans to split its common stock 3 for 1 (two additional shares will be issued for each share held) to holders of record at the close of business on August 21, 1998, with distribution to be made September 14, 1998.

More Information
La-Z-Boy Inc.'s first quarter 10-Q filing including an income statement, balance sheet, cash flow statement and additional management discussion is available now at the Company's internet site (lazboy.com/report/index.html). This press release is just one part of La-Z-Boy Incorporated's disclosures and should be read in conjunction with all other 10-Q information. About 48 hours after this release, this first quarter $10-\mathrm{Q}$ information should be available on the SEC's internet site (sec.gov/cgi-bin/srch-edgar?la-z-boy).

FIRST QUARTER ENDED (UNAUDITED)

| July 25, | y 26, | \% Over | Percent | Sales |
| :---: | :---: | :---: | :---: | :---: |
| 1998 | 1997 | (Under) | 1998 | 1997 |


| Sales | \$268, 880 | \$212, 326 | 27\% | 100.0\% | 100.0\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cost of sales | 205,431 | 164,184 | 25\% | 76.4\% | $77.3 \%$ |
| Gross profit | 63,449 | 48,142 | 32\% | 23.6\% | 22.7\% |
| $S, G \& A$ | 51,288 | 45,357 | 13\% | 19.1\% | 21.4\% |
| Operating profit | 12,161 | 2,785 | 337\% | 4.5\% | 1.3\% |
| Interest expense | 1,187 | 1, 024 | 16\% | 0.4\% | 0.5\% |
| Interest income | 577 | 482 | 20\% | 0.2\% | 0.2\% |
| Other income | 355 | 750 | -53\% | 0.1\% | 0.4\% |
| Pretax income | 11,906 | 2,993 | 298\% | 4.4\% | 1.4\% |
| Income tax expense | 4,722 | 1,267 | 273\% | 39.7\%* | 42.3\%* |
| Net income | \$ 7,184 | \$ 1,726 | 316\% | 2.7\% | 0.8\% |


| Basic EPS $\ldots \ldots . \ldots$ | $\$$ | 0.40 | $\$$ | 0.10 | $300 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Diluted EPS $\ldots \ldots$. | $\$$ | 0.40 | $\$$ | 0.10 | $300 \%$ |
| Dividends per share | $\$$ | 0.21 | $\$$ | 0.21 | $0 \%$ |

* As a percent of pretax income, not sales.


## La-Z-Boy Incorporated Financial Information Release CONSOLIDATED BALANCE SHEET

(Dollars in thousands)

| Unaudited |  | Increase |  | Audited |
| :---: | :---: | :---: | :---: | :---: |
| July 25, | July 26, |  |  | Apr. 25 |
| 1998 | 1997 | Dollars | Percent | 1998 |


| Current assets |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& equivalents | \$ | 45,619 | \$ | 39,610 | \$ | 6,009 | 15\% | \$ | 28,700 |
| Receivables |  | 196,128 |  | 164,101 |  | 32,027 | 20\% |  | 238, 260 |
| Inventories |  |  |  |  |  |  |  |  |  |
| Raw materials |  | 45,706 |  | 40,455 |  | 5,251 | 13\% |  | 43,883 |
| Work-in-process |  | 42,639 |  | 35,880 |  | 6,759 | 19\% |  | 40,640 |
| Finished goods |  | 35,667 |  | 37,890 |  | $(2,223)$ | -6\% |  | 30,193 |
| FIFO inventories |  | 124, 012 |  | 114, 225 |  | 9,787 | 9\% |  | 114,716 |
| Excess of FIFO over LIFO |  | $(22,740)$ |  | $(21,297)$ |  | $(1,443)$ | -7\% |  | $(22,812)$ |
| Total inventories |  | 101, 272 |  | 92,928 |  | 8,344 | 9\% |  | 91,904 |


| Deferred income taxes | 16,627 | 20,950 |  | $(4,323)$ | -21\% | 16,679 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income taxes | -- | - - |  | N/M | N/M | 936 |
| Other current assets | 5,282 | 1,706 |  | 3,576 | 210\% | 6,549 |
| Total current assets | 364,928 | 319, 295 |  | 45,633 | 14\% | 383, 028 |
| Property, plant \& equipment | 120,685 | 115,610 |  | 5,075 | 4\% | 121,762 |
| Goodwill | 48,533 | 40,187 |  | 8,346 | 21\% | 49,413 |
| Other long-term assets | 27,964 | 34,583 |  | $(6,619)$ | -19\% | 26,148 |
| Total assets | \$ 562,110 | --------- | \$ | 52,435 | -- | -------- |
| Current liabilities |  |  |  |  |  |  |
| Current portion - l/t debt | \$4,805 | \$ 4,611 | \$ | 194 | 4\% | \$ 4,822 |
| Current portion - capital leases | 1,205 | 1,932 |  | (727) | -38\% | 1,383 |
| Accounts payable | 35,613 | 29,959 |  | 5,654 | 19\% | 36,703 |
| Payroll/other comp | 29,252 | 23, 014 |  | 6,238 | 27\% | 39,617 |
| Income taxes .... | 1,613 | 5,105 |  | $(3,492)$ | -68\% | -- |
| Other current liabilities | 23,194 | 17,017 |  | 6,177 | 36\% | 25,764 |
| Total current liabilities | 95,682 | 81,638 |  | 14,044 | 17\% | 108,289 |
| Long-term debt | 63,360 | 50,524 |  | 12,836 | 25\% | 66,434 |
| Capital leases | 555 | 1,760 |  | $(1,205)$ | -68\% | 819 |
| Deferred income taxes | 5,500 | 6,329 |  | (829) | -13\% | 5,478 |
| Other long-term liabilities | 11,609 | 10,143 |  | 1,466 | 14\% | 11,122 |
| Commitments \& contingencies | -- | -- |  | N/M | N/M | -- |
| Shareholders' equity |  |  |  |  |  |  |
| Common shares, \$1 par | 17,748 | 17,975 |  | (227) | -1\% | 17,850 |
| Capital in excess of par | 29,964 | 28,318 |  | 1,646 | 6\% | 29, 262 |
| Retained earnings | 339, 214 | 313,893 |  | 25,321 | 8\% | 342,146 |
| Currency translation ............. | $(1,522)$ | (905) |  | (617) | -68\% | $(1,049)$ |
| Total shareholders' equity ...... | ------- | 359, 281 |  | 26,123 | --- | 388, 209 |
| Total liabilities and shareholders' equity | \$ 562,110 | \$ 509,675 | \$ | 52,435 | 10\% | \$ 580,351 |

Gross profit margins increased to $23.6 \%$ of sales from $22.7 \%$ in last year's first quarter. Margins were favorably affected by a significant growth in unit sales volume, which allowed fixed overhead costs to be absorbed more efficiently. Also, the absence of a build-up in manufacturing costs due to positioning residential upholstery plants for the fall selling season and raw material parts delivery disruptions (which were present in the prior year) favorably impacted gross profit margins. Margins were unfavorably impacted by a product mix which favored lower margin products, higher inbound freight costs, higher indirect labor expenses, higher overtime costs and higher utility expenses.

As mentioned in the press release, anticipated strong sales growth in August and September should favorably affect fixed costs - although with not as much of a percentage impact because unit growth isn't expected to be as high as in the first quarter. Unfavorable gross margin impacts from product mix are expected to continue in the short term. However; it is difficult to estimate whether the other items that caused unfavorable margin impacts in the first quarter will continue, get worse or get better in the second quarter.

S,G \& A:
First quarter S,G \& A decreased to 19.1\% of sales vs. $21.4 \%$ last year. The largest cause was due to a decrease in bad debts expense. The prior year had $\$ 3.1$ million of expense relating to the Chapter 11 declaration of bankruptcy by Montgomery Ward Holding Corporation. As expected, performance bonus related expenses increased due to higher sales \& profits and Information Technology (I.T.) expenses increased mainly due to Year 2000 related projects and work on production tracking systems. La-Z-Boy held many other S,G \& A expenses at a growth rate much lower than the sales growth rate, thus somewhat offsetting the higher performance bonus and I.T. related increases. Higher bonus and I.T. related expenses are expected to continue throughout the year.

Income tax expense:
Income tax expense as a percent of pretax income declined to $39.7 \%$ from $42.3 \%$ last year. With the traditionally lower income in the first quarter of the year, rate fluctuations are common due to international and non-deductible amortization effects being amplified.

