FORM 10-Q
Quarterly Report Under Section 13 or 15(d) of the Securities Exchange Act of 1934

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FOR QUARTER ENDED July 29, 1995 COMMISSION FILE NUMBER 1-9656
    LA-Z-BOY CHAIR COMPANY
            (Exact name of registrant as specified in its charter)
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MICHIGAN
(State or other jurisdiction of incorporation or organization)

38-0751137
(I.R.S. Employer Identification No.)
1284 North Telegraph Road, Monroe, Michigan

(Address of principal executive offices) $\quad$| $48162-3390$ |
| :---: |
| (Zip Code) |

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
Common Shares, \$1.00 par value

Outstanding at July 29, 1995
18, 461, 367

The Consolidated Balance Sheet and Consolidated Statement of Income required for Part I are contained in the Registrant's Financial Information Release dated August 17, 1995 and are incorporated herein by reference.

LA-Z-BOY CHAIR COMPANY CONSOLIDATED STATEMENTS OF CASH FLOWS
increase (decrease) in Cash and cash equivalents (Unaudited, dollar amounts in thousands)

|  | Three Months Ended |  |
| :---: | :---: | :---: |
|  | July 29, 1995 | $\begin{gathered} \text { July 30, } \\ 1994 \end{gathered}$ |
| Cash Flows from Operating Activities Net income | \$3,175 | \$4,270 |
| Adjustments to reconcile net income to net cash provided by operating activities |  |  |
| Depreciation and amortization | 4,684 | 3,732 |
| Change in receivables | 37,849 | 33,909 |
| Change in inventories | $(4,393)$ | $(9,192)$ |
| Change in other assets and liab. | $(15,846)$ | $(12,093)$ |
| Change in deferred taxes | 0 | 0 |
| Total adjustments | 22,294 | 16,356 |
| Cash Provided by Operating Activities | 25,469 | 20,626 |
| Cash Flows from Investing Activities |  |  |
| Proceeds from disposals of assets | 133 | 24 |
| Capital expenditures | $(3,160)$ | $(5,990)$ |
| Change in other investments | 959 | (459) |
| Cash Used for Investing Activities | $(2,068)$ | $(6,425)$ |
| Cash Flows from Financing Activities |  |  |
| Long-term debt | 0 | 7,500 |
| Change in unexpended IRB funds | 0 | $(2,566)$ |
| Retirements of debt | $(4,072)$ | $(4,750)$ |
| Capital lease principal payments | (517) | 0 |
| Sale of stock under stock option plans | 1,268 | 203 |
| Stock for 401(k) employee plans | 305 | 401 |
| Purchase of La-Z-Boy stock | $(4,392)$ | $(6,609)$ |
| Payment of cash dividends | $(3,155)$ | $(3,109)$ |
| Cash Used for Financing Activities | $(10,563)$ | $(8,930)$ |
| Effect of exch. rate changes on cash | (78) | (17) |
| Net change in cash and equivalents | 12,760 | 5,254 |
| Cash and equiv. at beginning of period | 27,048 | 25,926 |
| Cash and equiv. at end of period | \$39,808 | \$31,180 |
| Cash paid during period - Income taxes | $\begin{aligned} & \$ 1,657 \\ & \$ 1,110 \end{aligned}$ | $\begin{array}{r} \$ 2,873 \\ \$ 602 \end{array}$ |

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.

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 1995 Annual Report filed with the Securities and Exchange Commission. The financial information included herein, other than the consolidated condensed balance sheet as of April 29, 1995, has been prepared by management without audit by independent certified public accountants who do not express an opinion thereon. The consolidated condensed balance sheet as of July 29, 1995 has been derived from, but does not include all the disclosures contained in, the audited consolidated financial statements for the year ended April 29, 1995. 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 27, 1996.
3. Commitments and Contingencies

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

## LA-Z-BOY CHAIR COMPANY AND OPERATING DIVISIONS <br> 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.
The Company's strong financial position is reflected in the debt to capital percentage of $20 \%$ and a current ratio of 4.0 to 1 at the end of the first quarter. At April 29, 1995, the debt to capital percentage was $20 \%$ and the current ratio was 3.7 to 1 . At the end of the preceding year's first quarter, the debt to capital percentage was $17 \%$ and the current ratio was 4.4 to 1 . As of July 29, 1995, there was $\$ 63$ million of unused lines of credit available under several credit arrangements.

Approximately $15 \%$ of the 2 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.

Item 4. Submission of Matters to a Vote of Security Holders
The Annual Meeting of Stockholders of La-Z-Boy Chair Company was held on July 31, 1995, for the purposes of electing four members to the board of directors. 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 of Management's solicitations. All of Management's nominees for directors as listed in the proxy statement were elected.

Item 6. Exhibits and Reports on Form 8-K.
(a)(27) Financial Data Schedule (EDGAR only)
(99) News Release and Financial Information Release: re Actual first quarter results and Management Discussion dated August 17, 1995.
(b) An 8-K was filed on May 1, 1995 relating to the acquisition of England/Corsair. An 8-K/A was filed May 10, 1995 amending this 8-K.

An 8-K was filed June 1, 1995 releasing fourth quarter and full year financial results. This release also included the financial section of the 1995 Annual Report.

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this Quarterly Report on Form 10-Q for the quarter ended July 29, 1995 to be signed on its behalf by the undersigned thereunto duly authorized.

LA-Z-BOY CHAIR COMPANY<br>(Registrant)

Date: August 17, 1995
James J. Korsnack
Corporate Controller
JUL-29-1995
JUL-29-1995 3-MOS 39, 808
173, 113
18, 024 85,485
306, 870
115,848
137,542
483, 023
76,103

$$
18,461{ }^{0}
$$

0
0
483, 023

$$
302,313
$$

195, 757
151,378
151, 378
37,494
0
1,464
5, 810
2,634
3,175
$0^{\circ}$
0
3,175
.17
.17

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MONROE, MI., August 17, 1995: La-Z-Boy Chair Company's reported sales rose 12\% during the company's 1996 first quarter that ended July 29, 1995. As expected, comparable sales (which includes a recently acquired company's sales as if they were in last year's results) declined slightly for the period due to industrywide softness in residential furniture sales. Earnings were lower primarily because of fixed costs and other previously committed to expenses. La-Z-Boy management expects improved results in the second quarter.

\section*{Financial Details}

First quarter sales were \(\$ 195.8\) million, up \(12 \%\) from sales of \(\$ 174.4\) million in the 1995 fiscal first quarter. The '96 first quarter was the first in which results of recently acquired England/Corsair, Inc. (E/C) were included with those of La-Z-Boy. Comparable sales -- that is, including E/C on a pro forma basis in last year's sales -- decreased 1\%. Sales were down slightly at the company's four U.S. residential furniture divisions, while Canadian sales and contract furniture sales increased.

NET PROFITS were \(\$ 3.2\) million compared to last year's first quarter profits of \(\$ 4.3\) million. Per share profits were \(\$ 0.17\) vs. last year's \$0.23. Profits were affected by soft residential demand, higher interest expenses and higher national TV advertising expenditures.

La-Z-Boy Chairman and President Charles T. Knabusch said the company's 1\% comparable sales decline was "modest" compared to soft sales for the U.S. furniture industry as a whole. "La-Z-Boy's new national TV advertising campaign and improvements in the strength of our nationwide dealer organization are two reasons why our sales performance remains ahead of the industry average."

Mr. Knabusch said sales in the '96 second quarter ending in October, "could exceed last year's strong second quarter" after adjusting for E/C's noncomparable sales. "We base this positive view on economic statistics related to the furniture industry and the favorable outlook expressed by our dealers," he said.

More
On July 31, 1995, La-Z-Boy increased its dividend per share \(12 \%\) or \(\$ .02\) from \(\$ 0.17\) to \(\$ 0.19\) for shareholders of record as of today.

In general, incoming sales orders and backlogs, as of this press release date, are slightly behind the levels of a year ago and significantly greater than three months ago.

For more details please see La-Z-Boy's Form 10-Q filed with the SEC (available on EDGAR) which includes, among other things, the full P\&L, balance sheet, cash flow statement and more management dicussion.
(Amounts in thousands, except per share data)
THIRD QUARTER ENDED (UNAUDITED)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[t]{3}{*}{} & \multicolumn{3}{|c|}{Amounts} & \multicolumn{2}{|l|}{\multirow[b]{2}{*}{Percent of Sales}} \\
\hline & & & & & \\
\hline & \[
\begin{gathered}
\text { July } 29, \\
1995
\end{gathered}
\] & \[
\begin{gathered}
\text { July 30, } \\
1994
\end{gathered}
\] & \% Over (Under) & \[
1995
\] & \[
1994
\] \\
\hline Sales & \$195,757 & \$174, 387 & 12\% & 100.0\% & 100.0\% \\
\hline Cost of sales & 151, 378 & 133, 654 & 13\% & 77.3\% & 76.6\% \\
\hline Gross profit & 44,379 & 40,733 & 9\% & 22.7\% & 23.4\% \\
\hline \(S, G \& A\) & 37,937 & 33, 032 & 15\% & 19.4\% & 19.0\% \\
\hline Operating profit & 6,442 & 7,701 & -16\% & 3.3\% & 4.4\% \\
\hline Interest expense & 1,464 & 662 & 121\% & 0.7\% & 0.4\% \\
\hline Interest income & 456 & 273 & 67\% & 0.2\% & 0.2\% \\
\hline Other income & 375 & 273 & 37\% & 0.2\% & 0.1\% \\
\hline Pretax income & 5,809 & 7,585 & -23\% & 3.0\% & 4.3\% \\
\hline Income taxes & 2,634 & 3,315 & -21\% & 45.3\%* & 43.7\%* \\
\hline Net income & \$3,175 & \$4,270 & -26\% & 1.6\% & 2.4\% \\
\hline Average shares & 18,494 & 18,253 & 1\% & & \\
\hline Earnings per share & \$0.17 & \$0. 23 & -26\% & & \\
\hline Dividends per share & \$0.17 & \$0.17 & 0\% & & \\
\hline
\end{tabular}
* As a percent of pretax income, not sales.

Acquisition amortization of \(\$ 260\) for the first quarter ended July 30, 1994 has been reclassified from other income to selling, general and administrative.
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Overall:
Refer to today's news release for additional comments. England/Corsair (E/C) is
included in the quarter ended July 29, }1995\mathrm{ results, but not in the quarter
ended July 30, }1994\mathrm{ results.
Gross Profit:
Gross profit declined from 23.4% of sales last year to 22.7% of sales this year
primarily due to the historically lower than average gross profit of E/C. This
impact is expected to continue throughout the year.
S,G \& A:
The increase in S,G, \& A from 19.0% of sales last year to 19.4% of sales
this year was primarily due to higher national TV advertising expenditures.
Interest Expense:
The increase in interest expense was due to the inclusion of E/C along with
interest on notes issued to purchase E/C.
Income Taxes:
The increase in income tax as a percent of pretax income increased from 43.7%
last year to 45.3% this year primarily due to the amortization of
non-deductible goodwill relating to the purchase of E/C. To a lesser extent,
the rate increase was also due to the amortization of other non-deductible
goodwill.

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La-Z-Boy Chair Company Financial Information Release CONSOLIDATED BALANCE SHEET
(Dollars in thousands)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{} & \multicolumn{2}{|l|}{Unaudited} & \multicolumn{2}{|l|}{\begin{tabular}{l}
Increase \\
(Decrease)
\end{tabular}} & Audited \\
\hline & \[
\begin{gathered}
\text { July } 29 \\
1995
\end{gathered}
\] & \[
\begin{gathered}
\text { July 30, } \\
1994
\end{gathered}
\] & Dollars & Percent & \[
\begin{gathered}
\text { April } 29, \\
1995
\end{gathered}
\] \\
\hline \multicolumn{6}{|l|}{Current Assets} \\
\hline Cash \& equivalents & \$39,808 & \$31, 180 & \$8,628 & 28\% & \$27, 048 \\
\hline Receivables & 155, 089 & 149,206 & 5,883 & 4\% & 192,938 \\
\hline \multicolumn{6}{|l|}{Inventories} \\
\hline Raw materials & 38,968 & 36,451 & 2,517 & 7\% & 39,604 \\
\hline Work-in-process & 35,570 & 30,621 & 4,949 & 16\% & 35, 036 \\
\hline Finished goods & 33,742 & 30,137 & 3,605 & 12\% & 29, 051 \\
\hline FIFO inventories & 108, 280 & 97, 209 & 11, 071 & 11\% & 103,691 \\
\hline Excess of FIFO over LIFO & \((22,795)\) & \((20,781)\) & \((2,014)\) & -10\% & \((22,600)\) \\
\hline Total inventories & 85,485 & 76,428 & 9, 057 & 12\% & 81, 091 \\
\hline Deferred income taxes & 18,242 & 15,160 & 3, 082 & 20\% & 18,242 \\
\hline Other current assets & 8,246 & 6,419 & 1,827 & 28\% & 6, 081 \\
\hline Total Current Assets & 306,870 & 278,393 & 28,477 & 10\% & 325,400 \\
\hline Property, plant \& equipment & 115,848 & 96,770 & 19,078 & 20\% & 117,175 \\
\hline Goodwill & 41,414 & 20,529 & 20,885 & 102\% & 41,701 \\
\hline Other long-term assets & 18,891 & 22,456 & \((3,565)\) & -16\% & 19,542 \\
\hline Total Assets & \$483, 023 & \$418, 148 & \$64, 875 & 16\% & \$503, 818 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{} & \multicolumn{2}{|l|}{Unaudited} & \multicolumn{2}{|l|}{Increase (Decrease)} & Audited \\
\hline & \[
\begin{gathered}
\text { July } 29 \\
1995
\end{gathered}
\] & \[
\begin{gathered}
\text { July 30, } \\
1994
\end{gathered}
\] & Dollars & Percent & \[
\begin{gathered}
\text { April 29, } \\
1995
\end{gathered}
\] \\
\hline \multicolumn{6}{|l|}{Current Liabilities} \\
\hline Current portion of l/t debt & \$5,676 & \$1,875 & \$3,801 & 203\% & \$4,676 \\
\hline Current portion - captl leases & S 2,078 & - & 2,078 & N/M & 2,078 \\
\hline Accounts payable & 29,169 & 24,160 & 5,009 & 21\% & 29,323 \\
\hline Payroll/benefits & 18,549 & 16,475 & 2,074 & 13\% & 31,845 \\
\hline Estimated income taxes & 5,854 & 4,293 & 1,561 & 36\% & 4,855 \\
\hline Other current liabilities & 14,777 & 16,238 & \((1,461)\) & -9\% & 15,343 \\
\hline Total Current Liabilities & 76,103 & 63, 041 & 13,062 & 21\% & 88,120 \\
\hline Long-term debt & 66,077 & 56,245 & 9,832 & 17\% & 71,149 \\
\hline Capital leases & 5,141 & - & 5,141 & N/M & 5,298 \\
\hline Deferred income taxes & 6,610 & 6,949 & (339) & -5\% & 6,610 \\
\hline Other long-term liabilities & 8,318 & 8,933 & (615) & -7\% & 9,001 \\
\hline \multicolumn{6}{|l|}{Shareholders' Equity} \\
\hline 18,461,367 shares, \$1.00 par & 18,461 & 18, 011 & 450 & 2\% & 18,562 \\
\hline Capital in excess of par & 28,130 & 10, 237 & 17,893 & 175\% & 28, 085 \\
\hline Retained earnings & 274,995 & 255,627 & 19,368 & 8\% & 277,738 \\
\hline Currency translation & (812) & (895) & 83 & 9\% & (745) \\
\hline Total Shareholders' Equity & 320,774 & 282,980 & 37,794 & 13\% & 323,640 \\
\hline Total Liabilities and & & & & & \\
\hline Shareholders' Equity & \$483, 023 & \$418, 148 & \$64, 875 & 16\% & \$503, 818 \\
\hline
\end{tabular}

The July 29, 1995 and the April 29, 1995 balance sheets include E/C's assets and liabilities. The July 30, 1994 balance sheet does not include E/C and is not comparable to the other periods.```

