FORM 10-Q
Quarterly Report Under Section 13 or 15(d) of the Securities Exchange Act of 1934
FOR QUARTER ENDED October 29, 1994 COMMISSION FILE NUMBER 0-5091

LA-Z-BOY CHAIR COMPANY
(Exact name of registrant as specified in its charter)

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) $\quad$| $48161-3390$ |
| :--- |
| (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 October 29, 1994
17,975, 406

The Consolidated Balance Sheet and Consolidated Statement of Income required for Part I are contained in the Registrant's Financial Information Release dated November 15, 1994 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)

Cash Flows from Operating Activities Net income

Adjustments to reconcile net income to net cash provided by operating activities
Accounting change
Depreciation and amortization
Change in receivables
Change in inventories
Change in other assets and liab.
Change in deferred taxes

Total adjustments

Cash Provided by Operating Activities

Cash Flows from Investing Activities Proceeds from disposals of assets
Capital expenditures
Change in other investments
Cash Used for Investing Activities
Cash Flows from Financing Activities
Short-term debt
Long-term debt
Change in unexpended IRB funds
Retirements of debt
Sale of stock under stock option plans
Stock for 401(k) employee plans
Purchase of La-Z-Boy stock
Payment of cash dividends
Cash Used for Financing Activities

Effect of exch. rate changes on cash

Net change in cash and equivalents

Cash and equiv. - beginning of period
Cash and equiv. - end of period

Cash paid during period - Income taxes - Interest
\$8,980
\$816

| 10,320 | $\$ 11,853$ | $\$ 13,727$ |
| ---: | ---: | ---: |
| $\$ 749$ | $\$ 1,418$ | $\$ 1,423$ |

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.

Certain prior year balance sheet items have been reclassed for comparability to the current year.

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 1994 Annual Report filed with the Securities and Exchange Commission. The financial information included herein, other than the consolidated condensed balance sheet as of April 30, 1994, 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 October 29, 1994 has been derived from, but does not include all the disclosures contained in, the audited consolidated financial statements for the year ended April 30, 1994. 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 29, 1995.
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

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 I.
Second quarter health care expenses matched expectations while the previous two quarters exceeded expectations.

The $46 \%$ increase in other income for the quarter was due to favorable Canadian exchange rate fluctuations, a gain on the sale of stock and increased royalty income being partially offset by lower pension income.

Income tax expense as a percent of pretax profit was higher than last year for both the quarter and six months ended due to an unfavorable mix of tax rates across tax divisions.

In October, a plant in Siloam Springs, Arkansas was sold and will be replaced by a new, larger plant currently under construction.

The Company's strong financial position is reflected in the debt to capital percentage of $17 \%$ and a current ratio of 3.8 to 1 at the end of the second quarter. At April 30, 1994, the debt to capital percentage was $17 \%$ and the current ratio was 4.1 to 1 . At the end of the preceding year's second quarter, the debt to capital percentage was $18 \%$ and the current ratio was 3.7 to 1. As of October 29, 1994, there was $\$ 62$ million of unused lines of credit available under several credit arrangements.

Approximately $30 \%$ 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 1. Legal Proceedings

The Company has been named as defendant in various lawsuits arising in the normal course of business. It is not possible at the present time to estimate the ultimate outcome of these actions; however, management believes that the resultant liability, if any, will not be material to the Company's consolidated financial position.

Item 2. Changes in Securities
None.

Item 3. Default Upon Senior Securities
None.

Item 4. Submission of Matters to a Vote of Security Holders
None.

Item 5. Other Information
None.

Item 6. Exhibits and Reports on Form 8-K.
Exhibit I News Release and Financial Information Release: re Actual second quarter results and Management Discussion dated November 15, 1994.

## 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 October 29, 1994 to be signed on its behalf by the undersigned thereunto duly authorized.

LA-Z-BOY CHAIR COMPANY
(Registrant)

MONROE, MI., November 15, 1994: La-Z-Boy Chair Company's 1995 fiscal second quarter that ended October 29, 1994 set a second quarter record with sales up $10 \%$, and net income per share up $18 \%$ compared to the prior year's second quarter.

Financial Details
1995 SECOND QUARTER sales grew to $\$ 231$ million vs. $\$ 209$ million, an increase of $10 \%$. Last year's second quarter sales were up $19 \%$ over the preceding year. Net income for the quarter rose to $\$ 12.1$ million from $\$ 10.4$ million last year for an overall gain of $16 \%$, and a per share gain of $18 \%$ or $\$ .67$ per share vs. \$. 57 .

1995 FIRST HALF sales were \$405 million, 9\% more than last year's \$371 million. Excluding the effect of a year-earlier tax accounting change, net income was $\$ 16.3$ million, up $14 \%$ from the prior year's $\$ 14.4$ million, or $\$ .90$ per share vs. \$.79.

After an accounting change, which was unrelated to operations but which raised last year's first half net income 23\%, fiscal 1995 first half net income of $\$ 16.3$ million compares to $\$ 17.7$ million, or $\$ .90$ per share vs. $\$ .97$ last year.

Television Advertising Campaign
At the recently completed High Point Home Furnishings Market, La-Z-Boy unveiled its planned January launch of a new consumer advertising program designed to reposition La-Z-Boy as America's preeminent resource for living room and family room furniture. This new campaign is scheduled to be carried on prime time television beginning January 30th and is La-Z-Boy's first use of national television since 1989.

## Chairman Comments

La-Z-Boy Chairman and President Charles T. Knabusch said, "Most of our dealers enjoyed strong business in recent months. The La-Z-Boy proprietary store business also remains strong, validating the direction and programs we've undertaken.

Mr. Knabusch said, "With the growth La-Z-Boy has experienced in all categories, particularly major upholstery, it became evident that we needed to expand our presentation so retailers could be exposed to the depth and breadth of the La-Z-Boy line. As a result, we enlarged our High Point showroom presentation from 29,000 square feet to nearly 60,000 square feet. The expansion of our showroom, coupled with the new advertising program, resulted in an overwhelmingly positive response from our dealers. We anticipate that our placements of major upholstery on retail floors will increase measurably in the coming months."

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La-Z-Boy has electronically filed its second quarter FORM 10-Q with the Securities and Exchange Commission via their EDGAR system. Among other things, this filing includes the balance sheet, income statement and cash flow statement and additional management discussion.
(Amounts in thousands, except per share data)
SECOND QUARTER ENDED (UNAUDITED)

|  | Amounts |  |  | Percent of Sales |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
|  | $\begin{gathered} \text { Oct. } 29 \\ 1994 \end{gathered}$ | $\begin{gathered} \text { Oct. 23, } \\ 1993 \end{gathered}$ | \% Over <br> (Under) | $1994$ | $1993$ |
| Sales | \$230,586 | \$209, 044 | 10\% | 100.0\% | 100.0\% |
| Cost of sales | 166,816 | 152,160 | 10\% | 72.3\% | 72.8\% |
| Gross profit | 63,770 | 56,884 | 12\% | 27.7\% | 27.2\% |
| $S, G \& A$ | 43,279 | 39,204 | 10\% | 18.8\% | 18.7\% |
| Operating profit | 20,491 | 17,680 | 16\% | 8.9\% | 8.5\% |
| Interest expense | 752 | 776 | -3\% | $0.3 \%$ | 0.4\% |
| Other income | 601 | 411 | 46\% | 0.2\% | 0.2\% |
| Pretax income | 20,340 | 17,315 | 17\% | 8.8\% | 8.3\% |
| Income taxes | 8,262 | 6,900 | 20\% | 40.6\%** | 39.8\%** |
| Net income | \$12, 078 | \$10,415 | 16\% | 5.2\% | 5.0\% |
| Average shares | 18, 028 | 18,259 | -1\% |  |  |
| Earnings per share | \$0.67 | \$0. 57 | 18\% |  |  |
| Dividends per share | \$0.17 | \$0.15 | 13\% |  |  |

La-Z-Boy Chair Company Financial Information Release 2 of 4 CONSOLIDATED SUMMARY OF OPERATIONS
(Amounts in thousands, except per share data)
SIX MONTHS ENDED
(UNAUDITED)

|  | Amounts |  |  | Percent of Sales |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
|  | $\begin{gathered} \text { Oct. } 29 \\ 1994 \end{gathered}$ | $\begin{gathered} \text { Oct. } 23 \\ 1993 \end{gathered}$ | \% Over <br> (Under) | $1994$ | $1993$ |
| Sales | \$404, 973 | \$371, 140 | 9\% | 100.0\% | 100.0\% |
| Cost of sales | 300,470 | 275,207 | 9\% | 74.2\% | 74.2\% |
| Gross profit | 104,503 | 95,933 | 9\% | 25.8\% | 25.8\% |
| $S, G \& A$ | 76,051 | 71,453 | 6\% | 18.8\% | 19.2\% |
| Operating profit | 28,452 | 24,480 | 16\% | 7.0\% | 6.6\% |
| Interest expense | 1,414 | 1,496 | -5\% | $0.3 \%$ | 0.4\% |
| Other income | 887 | 868 | 2\% | 0.2\% | 0.2\% |
| Pretax income | 27,925 | 23,852 | 17\% | 6.9\% | 6.4\% |
| Income taxes | 11,577 | 9,463 | 22\% | 41.5\%** | 39.7\%** |
| Income before acctg. change | 16,348 | 14,389 | 14\% | 4.0\% | 3.9\% |
| Accounting change | - | 3,352 | N/A | - | 0.9\% |
| Net income | \$16, 348 | \$17,741 | -8\% | 4. $0 \%$ | 4.8\% |
| Average shares | 18,140 | 18,236 | -1\% |  |  |
| Earnings per share: |  |  |  |  |  |
| Income before acctg. change | \$0.90 | \$0.79 | 14\% |  |  |
| Accounting change | - | 0.18 | N/A |  |  |
| Net income | \$0.90 | \$0.97 | -7\% |  |  |
| Dividends per share | \$0.34 | \$0. 30 | 13\% |  |  |
| ** As a percent of pretax in | ome, not | sales. |  |  |  |

(Dollars in thousands)

|  | Unaudited |  | Increase <br> (Decrease) |  | Audited |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Oct. } 29 \\ 1994 \end{gathered}$ | $\begin{gathered} \text { Oct. } 23 \\ 1993 \end{gathered}$ | Dollars | Percent | $\begin{gathered} \text { April 30, } \\ 1994 \end{gathered}$ |
| Current Assets |  |  |  |  |  |
| Cash \& equivalents | \$12, 299 | \$8,365 | \$3,934 | 47\% | \$25,926 |
| Receivables | 193, 004 | 181,390 | 11,614 | 6\% | 183, 115 |
| Inventories |  |  |  |  |  |
| Raw materials | 35,561 | 33,696 | 1,865 | 6\% | 31,867 |
| Work-in-process | 33,302 | 31, 126 | 2,176 | 7\% | 29,325 |
| Finished goods | 27,885 | 28,530 | (645) | -2\% | 26,676 |
| FIFO inventories | 96,748 | 93,352 | 3,396 | 4\% | 87,868 |
| Excess of FIFO over LIFO | $(20,941)$ | $(17,961)$ | $(2,980)$ | -17\% | $(20,632)$ |
| Total inventories | 75,807 | 75,391 | 416 | 1\% | 67,236 |
| Deferred income taxes | 15,849 | 13,720 | 2,129 | 16\% | 15,160 |
| Other current assets | 8,735 | 6,486 | 2,249 | 35\% | 4,148 |
| Total Current Assets | 305, 694 | 285,352 | 20,342 | 7\% | 295,585 |
| Property, plant \& equipment | 96,663 | 93,337 | 3,326 | 4\% | 94,277 |
| Goodwill | 20,307 | 21,213 | (906) | -4\% | 20,752 |
| Other long-term assets | 19,850 | 18,451 | 1,399 | 8\% | 19,639 |
| Total Assets | \$442, 514 | \$418, 353 | \$24, 161 | 6\% | \$430, 253 |

Certain prior year balance sheet items have been reclassed for comparability to the current year.
(Dollars in thousands)

| Unaudited |  | Increase |  | Audited |
| :---: | :---: | :---: | :---: | :---: |
|  |  | (Decr | ase) |  |
| Oct. 29, | Oct. 23, |  |  | April 30, |
| 1994 | 1993 | Dollars | Percent | 1994 |


| Current Liabilities |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Short-term debt | \$0 | \$441 | (\$441) | -100\% | \$0 |
| Current portion of L/T debt | 1,875 | 2,964 | $(1,089)$ | -37\% | 2,875 |
| Accounts payable | 27,170 | 28,508 | $(1,338)$ | -5\% | 21,552 |
| Payroll/benefits | 28,561 | 25,125 | 3,436 | 14\% | 29,453 |
| Estimated income taxes | 3,940 | 4,207 | (267) | -6\% | 3,882 |
| Other current liabilities | 18,605 | 16,823 | 1,782 | 11\% | 13,701 |
| Total Current Liabilities | 80,151 | 78,068 | 2,083 | 3\% | 71,463 |
| Long-term debt | 56,245 | 52,495 | 3,750 | 7\% | 52,495 |
| Deferred income taxes | 6,763 | 6,452 | 311 | 5\% | 6,949 |
| Other long-term liabilities | 8,286 | 7,160 | 1,126 | 16\% | 8,435 |
| Shareholders' Equity |  |  |  |  |  |
| 17,975,406 shares, \$1.00 par | 17,975 | 18,284 | (309) | -2\% | 18,287 |
| Capital in excess of par | 10,412 | 9,192 | 1,220 | 13\% | 10,147 |
| Retained earnings | 263,342 | 247,217 | 16,125 | 7\% | 263,348 |
| Currency translation | (660) | (515) | (145) | -28\% | (871) |
| Total Shareholders' Equity | 291, 069 | 274,178 | 16,891 | 6\% | 290,911 |
| Total Liabilities and |  |  |  |  |  |
| Shareholders' Equity | \$442, 514 | \$418, 353 | \$24, 161 | 6\% | \$430, 253 |

Certain prior year balance sheet items have been reclassed for comparability to the current year.

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        1,000
    Apr-29-1995
        Oct-29-1994
                6-MOS
                    12,299
                        0
            210,699
                    17,695
                75,807
        305,694
                212,075
            115,412
            442,514
    80,151
                                    17,975
                                    0
                                    273,094
442,514
    404,973
    404,973
        300,470
            300,470
        76,051
            0
    1,414
        27,925
        11,577
    16,348
                0
                    0
        16,348
            .90
            .90
```

