FOR QUARTER ENDED January 25, 1997 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.)

REGISTRANT'S TELEPHONE NUMBER, INCLUDING AREA CODE (313) 241-4414
LA-Z-BOY CHAIR COMPANY
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:

48162-3390
(Zip Code)

Class
Common Shares, \$1.00 par value

Outstanding at January 25, 1997
17,960,888

Part I. Financial Information
The Consolidated Balance Sheet and Consolidated Statement of Income required for Part I are contained in the Registrant's Financial Information Release dated February 5, 1997 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)


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 1996 Annual Report filed with the Securities and Exchange Commission. The financial information included herein, other than the consolidated condensed balance sheet as of April 27, 1996, 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 January 25, 1997 has been derived from, but does not include all the disclosures contained in, the audited consolidated financial statements for the year ended April 27, 1996. 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 26, 1997.
3. Commitments and Contingencies

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

## LA-Z-BOY INCORPORATED AND OPERATING DIVISIONS 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 99
The Company's strong financial position is reflected in the debt to capital percentage of $16 \%$ and a current ratio of 3.4 to 1 at the end of the third quarter. At April 27, 1996, the debt to capital percentage was $17 \%$ and the current ratio was 3.5 to 1 . At the end of the preceding year's third quarter, the debt to capital percentage was $18 \%$ and the current ratio was 3.6 to 1 . As of January 25 , 1997 , there was $\$ 87$ million of unused lines of credit available under several credit arrangements.

Approximately $19 \%$ of the 3 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 6. Exhibits and Reports on Form 8-K
(a) (27) Financial Data Schedule (EDGAR only)
(99) News Release and Financial Information Release: re Actual third quarter results and Management Discussion dated February 5, 1997.

## 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 January 25, 1997 to be signed on its behalf by the undersigned thereunto duly authorized.

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                                    5
                                    1,000
                                    9-MOS
        APR-26-1997
            JAN-25-1997
                37,554
                    0
            177,933
                    0
                    92,185
        331,496
                                    115,167
            159,852
            517,244
        96,960
            -17,961
            0
                    0
            327,953
                                718,362
            718,362
                532,913
            532,913
            136,125
            0
            3,300
                49,229
                            19,578
            29,651
                0
                0
                    0
                    29,651
                1.63
                1.63
Receivables are reported net of allowances for doubtful accounts on the Statement of Financial Position.
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MONROE, MI., February 5, 1997: For its 1997 fiscal third quarter ended January 25, 1997, La-Z-Boy Incorporated continued to improve its sales and profits compared to last year. This was the sixth consecutive quarterly improvement. Third quarter sales rose $8 \%$ and net income per share increased \$0.12 to \$0.54.

## FINANCIAL DETAILS

THIRD QUARTER sales were $\$ 245$ million vs. last year's $\$ 226$ million, an increase of $8 \%$. Third quarter operating profit rose $13 \%$ to $\$ 15.8 \mathrm{million}$ vs. last year's $\$ 14.0$ million. Net income rose $26 \%$ to $\$ 9.8$ million vs. last year's \$7.8 million. Net income per share increased $29 \%$ to \$0.54 vs. \$0. 42 last year.

For the NINE MONTHS ended $1 / 25 / 97$ sales were up $6 \%$ to $\$ 718$ million vs. $\$ 680$ million. Operating profit rose $12 \%$ to $\$ 49.3$ million vs. $\$ 44.2$ million in last year's first nine months. Net income rose $18 \%$ to $\$ 29.7$ million vs. $\$ 25.2$ million. Net income per share was up $20 \%$ to $\$ 1.63$ vs. \$1.36.

## CHAIRMAN COMMENTS

La-Z-Boy Chairman and President Charles T. Knabusch said, "Third quarter sales were higher than our earlier expectations and are giving us more encouragement that fourth quarter sales could match the year to date increase."

## COMMUNICATIONS AND MARKETING

La-Z-Boy Incorporated recently launched its own website on the ever expanding World Wide Web. The site address is www.lazboy.com and is designed to provide product, decorating, company dealer locations and financial information to consumers, shareholders and the investment community.

The La-Z-Boy/Plymouth Road Home Sweepstakes is underway at all participating La-Z-Boy residential dealers. Consumers can enter to win one of two 1997 Plymouth and Grand Voyager minivans along with other great La-Z-Boy product prize packages. Supported by print advertising in both Parade and Better Homes and Gardens magazines, the sweepstakes has been designed to generate retail traffic into participating La-Z-Boy retailers during January and February.

## DIVIDENDS

As announced earlier, La-Z-Boy's quarterly dividends were increased to \$0.21 from \$0.19 per share for shareholders of record 2/20/97 for payment 3/10/97

REDUCTIONS TO SHARES OUTSTANDING
Due to stock buybacks exceeding issuances of stock, the number of shares outstanding continued to decline at the end of the third quarter. Outstanding shares were 18.562 million at $4 / 95,18.385$ at $4 / 96,18.207$ at $7 / 96,18.135$ at $10 / 96$ and 17.961 at $1 / 97$.

## MORE INFORMATION

La-Z-Boy's 10-Q filing includes a full income statement, balance sheet, cash flow statement and additional management discussion. This information can be found in the SEC's EDGAR databases or at www.lazboy.com. See www.lzbcontract.com and www.hammary.com. for more information on these two of La-Z-Boy's six operating divisions.

NYSE \& PSE: LZB Contact: Gene Hardy (313) 241-4306

Sales
Cost of sales
Gross profit
$S, G \& A$
Operating profit
Interest expense Interest income Other income

Pretax income
Income taxes
Net income

Average shares
Earnings per share
Dividends per share
Sales
Cost of sales
Gross profit
S, G \& A
Operating profit

Interest expense Interest income Other income

Pretax income
Income taxes
Net income

| Average shares | 18,168 | 18,509 | $-2 \%$ |
| :--- | ---: | ---: | ---: |
| Earnings per share | $\$ 1.63$ | $\$ 1.36$ | $20 \%$ |
| Dividends per share | $\$ 0.57$ | $\$ 0.55$ | $4 \%$ |

[^0]|  | Unaudited |  | Increase (Decrease) |  | Audited <br> April 27, 1996 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Jan. } 25, \\ 1997 \end{gathered}$ | $\begin{gathered} \text { Jan. } 27 \\ 1996 \end{gathered}$ | Dollars | Percent |  |
| Current assets |  |  |  |  |  |
| Cash \& equivalents | \$37, 554 | \$42, 830 | (\$5, 276 ) | -12\% | \$27, 060 |
| Receivables | 177,933 | 170,576 | 7,357 | 4\% | 206,430 |
| Inventories |  |  |  |  |  |
| Raw materials | 41,235 | 42,623 | $(1,388)$ | -3\% | 37,274 |
| Work-in-process | 39,868 | 37,071 | 2,797 | 8\% | 35,241 |
| Finished goods | 33,010 | 32,423 | 587 | 2\% | 28,333 |
| FIFO inventories | 114,113 | 112,117 | 1,996 | 2\% | 100,848 |
| Excess of FIFO over LIFO | (21, 928 ) | $(22,925)$ | 997 | 4\% | $(21,656)$ |
| Total inventories | 92,185 | 89,192 | 2,993 | 3\% | 79,192 |
| Deferred income taxes | 19,732 | 19,841 | (109) | -1\% | 19,271 |
| Other current assets | 4, 092 | 4,160 | (68) | -2\% | 5,148 |
| Total current assets | 331,496 | 326,599 | 4,897 | 1\% | 337,101 |
| Property, plant \& equipment | 115,167 | 116,098 | (931) | -1\% | 116,199 |
| Goodwill | 39,117 | 40,688 | $(1,571)$ | -4\% | 40,359 |
| Other long-term assets | 31,464 | 22,584 | 8,880 | 39\% | 23,887 |
| Total assets | \$517, 244 | \$505, 969 | \$11, 275 | 2\% | \$517,546 |


|  | Unaudited |  | Increase (Decrease) |  | Audited |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jan. 25, | Jan. 27, |  | ------ | April 27, |
|  | 1997 | 1996 | Dollars | Percent | 1996 |
| Current liabilities |  |  |  |  |  |
| Credit lines | - | \$280 | (\$280) | N/M | - |
| Current portion - l/t debt | \$4,625 | 5,658 | $(1,033)$ | -18\% | \$5,625 |
| Current portion - captl leases | S 2,067 | 2,198 | (131) | -6\% | 2,114 |
| Accounts payable | 33,941 | 33,187 | 754 | 2\% | 30,997 |
| Payroll/other comp | 30,961 | 26,945 | 4,016 | 15\% | 34,609 |
| Estimated income taxes | 2,741 | 3,361 | (620) | -18\% | 5,572 |
| Other current liabilities | 22,625 | 20,276 | 2,349 | 12\% | 17,601 |
| Total current liabilities | 96,960 | 91,905 | 5,055 | 6\% | 96,518 |
| Long-term debt | 55,007 | 59,551 | $(4,544)$ | -8\% | 57,075 |
| Capital leases | 2,679 | 4,684 | $(2,005)$ | -43\% | 4,219 |
| Deferred income taxes | 5,808 | 6,550 | (742) | -11\% | 6,663 |
| Other long-term liabilities | 10,876 | 9,617 | 1,259 | 13\% | 9,695 |
| Commitments \& contingencies |  |  |  |  |  |
| Shareholders' equity |  |  |  |  |  |
| 17,960,888 shares, \$1.00 par | 17,961 | 18,538 | (577) | -3\% | 18,385 |
| Capital in excess of par | 27,733 | 27,867 | (134) | 0\% | 28,016 |
| Retained earnings | 300, 861 | 288,136 | 12,725 | 4\% | 297,750 |
| Currency translation | (641) | (879) | 238 | 27\% | (775) |
| Total shareholders' equity | 345,914 | 333,662 | 12,252 | 4\% | 343,376 |
| Total liabilities and shareholders' equity | \$517, 244 | \$505,969 | \$11, 275 | 2\% | \$517,546 |

    Refer to today's press release for additional information.
    GROSS PROFIT:
Third quarter gross profit improved to $26.0 \%$ of sales from $24.6 \%$ of
sales last year. Most of this increase was due to margin improvements at the
England/Corsair, Canadian and La-Z-Boy Business Furniture Group divisions
Increased unit volume coupled with reduced material and overhead costs ac-
counted for the majority of this improvement.

S, G \& A:
Third quarter $S, G \& A$ increased to $19.5 \%$ of sales vs. 18.4\% last year primarily due to increased costs for employee bonuses and incentives. In addition, various selling related expenses increased and several one-time items occurred in the quarter including the costs of moving the Kincaid division offices into a new building. $S, G \& A$ as a percent of sales is not expected to decline below last year's level in the fourth quarter.

INCOME TAXES:
Third quarter income tax expense as a percent of pretax income was $38.0 \%$ vs. $42.7 \%$ last year. The Canadian division results for the quarter were favorable, reversing some of the unfavorable tax impacts recorded in prior quarters. The prior year Canadian division results were unfavorable, generating unfavorable tax impacts. In addition, the benefits of some efforts to reduce tax expense were recorded during the quarter. The Canadian division results are expected to remain favorable compared to last year in the fourth quarter and efforts to reduce tax expense will continue. As a result, the fourth quarter tax rate should be lower than the prior year.

OTHER LONG-TERM ASSETS:
Other long-term assets increased $39 \%$ from last year. A major reason for the increase was an investment in the international area. Most of the remaining increase relates to various proprietary store related financing activities.


[^0]:    * As a percent of pretax income, not sales.

