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) $\quad$| $48162-3390$ |
| :---: |
| (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

$$
\text { Outstanding at Jan. 27, } 1996
$$

18,537, 880

## 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 14, 1996 and are incorporated herein by reference.

|  | Three Months Ended |  | Nine Months Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Jan. } 27, \\ 1996 \end{gathered}$ | $\begin{gathered} \text { Jan. } 28, \\ 1995 \end{gathered}$ | $\begin{gathered} \text { Jan. } 27, \\ 1996 \end{gathered}$ | $\begin{gathered} \text { Jan. } 28, ~ \\ 1995 \end{gathered}$ |
| Cash Flows from Operating Activities |  |  |  |  |
| Net income | \$7,784 | \$7,221 | \$25, 215 | \$23, 569 |
| Adjustments to reconcile net income |  |  |  |  |
| to net cash provided by operating |  |  |  |  |
| Depreciation and amortization | 4,886 | 3,829 | 14,305 | 11,151 |
| Change in receivables | 36,039 | 26,498 | 22,362 | 16,609 |
| Change in inventories | $(4,871)$ | 173 | $(8,101)$ | $(8,398)$ |
| Change in other assets and liab. | $(6,871)$ | (183) | (796) | 2,858 |
| Change in deferred taxes | (770) | $(2,310)$ | $(1,659)$ | $(3,185)$ |
| Total adjustments | 28,413 | 28,007 | 26,111 | 19,035 |
| Cash Provided by Operating Activities | 36,197 | 35,228 | 51,326 | 42,604 |
| Cash Flows from Investing Activities |  |  |  |  |
| Proceeds from disposals of assets | 193 | 104 | 971 | 1,338 |
| Capital expenditures | $(3,351)$ | $(4,691)$ | $(12,590)$ | $(15,179)$ |
| Change in other investments | $(2,918)$ | 1,607 | $(1,830)$ | 1,073 |
| Cash Used for Investing Activities | $(6,076)$ | $(2,980)$ | $(13,449)$ | $(12,768)$ |
| Cash Flows from Financing Activities |  |  |  |  |
| Short-term debt | 280 | - | 280 | 261 |
| Long-term debt | - | - | - | 7,500 |
| Capital lease obligations | - | - | 1,161 | - |
| Change in unexpended IRB funds | - | 680 | (10, - | (59) |
| Retirements of debt | (65) | - | $(10,616)$ | $(5,011)$ |
| Capital lease principal payments | (578) | - | $(1,655)$ | - |
| Sale of stock under stock option plans | 428 | 194 | 2,503 | 1,551 |
| Stock for 401(k) employee plans | 344 | 349 | 987 | 1,179 |
| Purchase of La-Z-Boy stock | (52) | (994) | $(4,485)$ | $(10,345)$ |
| Payment of cash dividends | $(3,523)$ | $(3,056)$ | $(10,183)$ | $(9,232)$ |
| Cash Used for Financing Activities | $(3,166)$ | $(2,827)$ | $(22,008)$ | $(14,156)$ |
| Effect of exch. rate changes on cash | (69) | (168) | (87) | (54) |
| Net change in cash and equivalents | 26,886 | 29,253 | 15,782 | 15,626 |
| Cash and equiv. at beginning of period | 15,944 | 12,299 | 27,048 | 25,926 |
| Cash and equiv. at end of period | \$42, 830 | \$41, 552 | \$42, 830 | \$41, 552 |
| Cash paid during period - Income taxes | \$11, 668 | \$10, 923 | \$20,479 | \$22,776 |
| - Interest | (\$326) | \$944 | \$3,434 | \$2,362 |

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 January 27, 1996 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

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 $18 \%$ and a current ratio of 3.6 to 1 at the end of the third 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 third quarter, the debt to capital percentage was $16 \%$ and the current ratio was 4.0 to 1. As of January 27, 1996, there was $\$ 62$ million of unused lines of credit available under several credit arrangements.

Approximately $43 \%$ 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.

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 14, 1996.

## 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 27,1996 to be signed on its behalf by the undersigned thereunto duly authorized.

LA-Z-BOY CHAIR COMPANY
(Registrant)

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                                    5
                                    1,000
                                    9-MOS
    APR-27-1996
            JAN-27-1996
                                    42,830
                    0
            170,576
                    0
                89,192
        326,599
                                    116,098
            144,202
            505,969
    91,905
                                    18,538
            0
                                    0
            315,124
                            680,431
            680,431
                510,624
            510,624
            125,625
                    0
            4,118
            42,681
            17,466
            25,215
                0
                0
                    0
            25,215
                1.36
                1.36
Receivables are reported net of allowances for doubtful accounts on the
    Statement of Financial Position.
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## SALES AND EARNING IMPROVE FOR LA-Z-BOY

MONROE, MI., February 14, 1996: For its 1996 fiscal third quarter and nine months ended January 27, 1996, La-Z-Boy Chair Company continued to improve its sales and profits compared to last year. Third quarter sales rose $7 \%$ and earnings increased $8 \%$. For the nine months, sales were up $10 \%$ and earnings were up $7 \%$.

Financial Details
1996 THIRD QUARTER sales were $\$ 226$ million vs. last year's $\$ 211$ million, an increase of $7 \%$. Comparable sales--that is, including England/Corsair's sales on a pro forma basis in last year's sales, declined 4\%. England/Corsair was acquired at the beginning of fiscal 1996 and is a separate operating division. Third quarter net income rose $8 \%$ to $\$ 7.8$ million vs. last year's $\$ 7.2$ million. Net income per share increased to \$0.42 vs. \$0.40 last year.

1996 NINE MONTHS sales were $\$ 680$ million vs. last year's \$616 million, an increase of $10 \%$. Comparable sales (including England/Corsair) were about $2 \%$ less than last year's level. Net income was up $7 \%$ to $\$ 25.2$ million vs. last year's \$23.6 million. Net income per share increased $5 \%$ to $\$ 1.36$ from $\$ 1.30$ in last year.

Chairman Comments
La-Z-Boy Chairman and President Charles T. Knabusch said, "Third quarter and nine month profits improved even though comparable sales decreased. Operating profit gains by our U.S. Residential Division, which accounts for about two-thirds of our total business, and higher sales of office seating and furniture by our Contract Division contributed to this improvement.

With respect to marketing and other non-financial items, Mr. Knabusch said, "The third flight of national advertising for La-Z-Boy ran in connection with the kickoff of the new television season in September and October. Response to the commercials continues to be strong with well over 270,000 consumer phone calls being generated during calendar year 1995. Those 270,000 consumers not only received a La-Z-Boy decorating guide, but also received the name of our nearest authorized La-Z-Boy dealer.
"The retail marketplace softened in December and January; however, incoming sales orders have been rising in recent weeks. The retail environment will continue to be challenging through our fourth fiscal quarter, but with modest improvement in consumer outlooks, we should be able to match or slightly exceed last year's fourth quarter sales on a comparable basis."

More
In general, sales backlogs, as of this press release date, were at a lower level than at a similar time a year ago. However, the rate of incoming sales orders in recent weeks has been about the same as the similar period of last year.

La-Z-Boy's Form 10-Q filed with the SEC (and available on EDGAR) includes a full income statement, balance sheet, cash flow statement and additional management discussion.

NYSE \& PSE: LZB Contact: Jim Korsnack (313) 241-4208


| Other income | 436 | (76) | 674\% | 0.1\% | -0.1\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Pretax income | 13,578 | 12,688 | 7\% | 6.0\% | 6.0\% |
| Income taxes | 5,794 | 5,467 | 6\% | 42.7\%* | 43.1\%* |
| Net income | \$7,784 | \$7,221 | 8\% | 3.4\% | 3.4\% |

Average shares
18,533 17,968 3\%
Earnings per share
Dividends per share

| $\$ 0.42$ | $\$ 0.40$ | $5 \%$ |
| :--- | ---: | ---: |
| $\$ 0.19$ | $\$ 0.17$ | $12 \%$ |


|  | NINE MONTHS |  |  | NAUDITED) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Jan. } 27, \\ 1996 \end{gathered}$ | $\begin{gathered} \text { Jan. } 28, \\ 1995 \end{gathered}$ | \% Over <br> (Under) | Percent 1996 | $\begin{gathered} \text { f Sales } \\ -----1995 \\ \hline \end{gathered}$ |
| Sales | \$680,431 | \$615,787 | 10\% | 100.0\% | 100.0\% |
| Cost of sales | 510,624 | 458,237 | 11\% | 75.0\% | 74.4\% |
| Gross profit | 169,807 | 157,550 | 8\% | 25.0\% | 25.6\% |
| $S, G \& A$ | 125,625 | 116,187 | 8\% | 18.5\% | 18.9\% |
| Operating profit | 44,182 | 41,363 | 7\% | 6.5\% | 6.7\% |
| Interest expense | 4,118 | 2,455 | 68\% | 0.6\% | 0.4\% |
| Interest income | 1,330 | 1,002 | 33\% | 0.2\% | 0.2\% |
| Other income | 1,287 | 703 | 83\% | 0.2\% | 0.1\% |
| Pretax income | 42,681 | 40,613 | 5\% | 6.3\% | 6.6\% |
| Income taxes | 17,466 | 17,044 | 2\% | 40.9\%* | 42.0\%* |
| Net income | \$25,215 | \$23,569 | 7\% | 3.7\% | 3.8\% |


| Average shares | 18,509 | 18,083 | $2 \%$ |
| :--- | ---: | ---: | ---: |
| Earnings per share | $\$ 1.36$ | $\$ 1.30$ | $5 \%$ |
| Dividends per share | $\$ 0.55$ | $\$ 0.51$ | $8 \%$ |

* As a percent of pretax income, not sales.

Acquisition amortization of $\$ 259$ for the third quarter and $\$ 779$ for the nine months ended January 28, 1995 has been reclassified from other income to selling, general and administrative.

England/Corsair was included in the third quarter and nine months ended January 27, 1996 results, but not in the third quarter and nine months ended January 28, 1995 results.

| 2/14/96 | many Fina <br> LIDATED <br> ollars in | cial Infor ALANCE SHEE thousands) | mation T | lease | 2 of 3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Unaudited |  | Increase (Decrease) |  | Audited |
|  | $\begin{gathered} \text { Jan. } 27, \\ 1996 \end{gathered}$ | $\begin{gathered} \text { Jan. } 28, \\ 1995 \end{gathered}$ | ------- | Percent | $\begin{gathered} \text { April } 29, \\ 1995 \end{gathered}$ |
| Current assets |  |  |  |  |  |
| Cash \& equivalents | \$42, 830 | \$41, 552 | \$1,278 | 3\% | \$27, 048 |
| Receivables | 170,576 | 166,506 | 4, 070 | 2\% | 192,938 |
| Inventories |  |  |  |  |  |
| Raw materials | 42,623 | 36,362 | 6,261 | 17\% | 39,604 |
| Work-in-process | 37, 071 | 33,574 | 3,497 | 10\% | 35, 036 |
| Finished goods | 32,423 | 26,732 | 5,691 | 21\% | 29,051 |
| FIFO inventories | 112,117 | 96,668 | 15,449 | 16\% | 103, 691 |
| Excess of FIFO over LIFO | $(22,925)$ | (21, 034 ) | $(1,891)$ | -9\% | $(22,600)$ |
| Total inventories | 89,192 | 75,634 | 13,558 | 18\% | 81, 091 |
| Deferred income taxes | 19,841 | 17,820 | 2, 021 | 11\% | 18,242 |
| Other current assets | 4,160 | 5,084 | (924) | -18\% | 6,081 |
| Total current assets | 326,599 | 306,596 | 20,003 | 7\% | 325,400 |
| Property, plant \& equipment | 116, 098 | 97,552 | 18,546 | 19\% | 117,175 |
| Goodwill | 40,688 | 20,085 | 20,603 | 103\% | 41,701 |
| Other long-term assets | 22,584 | 17,191 | 5,393 | 31\% | 19,542 |
| Total assets | \$505, 969 | \$441, 424 | \$64, 545 | 15\% | \$503, 818 |


|  | Unaudited |  | Increase (Decrease) |  | $\begin{gathered} \text { Audited } \\ \text { April } 29 \\ 1995 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jan. 27, | Jan. 28, |  |  |  |
|  | 1996 | 1995 | Dollars | Percent |  |
| Current liabilities |  |  |  |  |  |
| Credit lines | \$280 | - | \$280 | N/M | - |
| Current portion of l/t debt | 5,658 | \$1,875 | 3,783 | 202\% | \$4,676 |
| Current portion - captl leases | S 2,198 | - | 2,198 | N/M | 2,078 |
| Accounts payable | 33,187 | 29,761 | 3,426 | 12\% | 29,323 |
| Payroll/other comp | 26,945 | 26,750 | 195 | 1\% | 31,845 |
| Estimated income taxes | 3,361 | 803 | 2,558 | 319\% | 4,855 |
| Other current liabilities | 20,276 | 16,975 | 3,301 | 19\% | 15,343 |
| Total current liabilities | 91,905 | 76,164 | 15,741 | 21\% | 88,120 |
| Long-term debt | 59,551 | 56,245 | 3,306 | 6\% | 71,149 |
| Capital leases | 4,684 | - | 4,684 | N/M | 5,298 |
| Deferred income taxes | 6,550 | 6,424 | 126 | 2\% | 6,610 |
| Other long-term liabilities | 9,617 | 8,170 | 1,447 | 18\% | 9,001 |
| Shareholders' equity |  |  |  |  |  |
| 18,537,880 shares, \$1.00 par | 18,538 | 17,969 | 569 | 3\% | 18,562 |
| Capital in excess of par | 27,867 | 10,464 | 17,403 | 166\% | 28, 085 |
| Retained earnings | 288,136 | 267,014 | 21, 122 | 8\% | 277,738 |
| Currency translation | (879) | (1, 026 ) | 147 | 14\% | (745) |
| Total shareholders' equity | 333,662 | 294, 421 | 39, 241 | 13\% | 323,640 |
| Total liabilities and shareholders' equity | \$505,969 | \$441, 424 | \$64,545 | 15\% | \$503, 818 |

The January 27, 1996 and the April 29, 1995 balance sheets include E/C's assets and liabilities. The January 28,1995 balance sheet does not include E/C and is not comparable to the other periods.

Overall:
Refer to today's press release for additional information.
Sales:
As indicated in the press release, comparable sales declined $4 \%$ in the third fiscal quarter following a six month period during which comparable sales approximated those in the prior year. Much of the recent decline occurred in January, and was most pronounced in the Hammary and Canadian Divisions. Overall, the incoming order rate is rising again. During the quarter, Contract Division sales continued to exceed the prior year's level.

Gross profit:
Third quarter gross profit was $24.6 \%$ of sales vs. $25.2 \%$ of sales last year. The decline was primarily due to the inclusion of the historically lower than average gross profit of England/Corsair (E/C) and is expected to continue through the fourth quarter.

S, G \& A:
Third quarter S, G \& A was $18.4 \%$ of sales vs. $18.8 \%$ of sales last year. The decline was primarily due to the inclusion of the historically lower than average $S, G \& A$ of $E / C$ and is expected to continue through the fourth quarter.

Other Income:
Other income last year was unfavorably affected by Canadian exchange impacts.
Inventories:
At the end of the third quarter, total FIFO inventories were $16 \%$ higher largely because E/C's inventories were not included in 1995 third quarter results. In addition, leather and fabric inventories were higher than at this time last year, but are likely to normalize by the end of the fourth quarter. Soft sales in January contributed to this increase and helped cause finished goods inventories to exceed last year's level, primarily in divisions that build wood furniture to stock.

