FOR QUARTER ENDED January 23, 1999 COMMISSION FILE NUMBER 1-9656

## LA-Z-BOY INCORPORATED



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 January 23, 1999
52,396, 805

## 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 February 2, 1999 and are incorporated herein by reference.

## LA-Z-BOY INCORPORATED CONSOLIDATED STATEMENTS OF CASH FLOWS

 INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS (Unaudited, amounts in thousands)|  | Three Months Ended |  | Nine Months Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Jan 23, } \\ 1999 \end{gathered}$ | $\begin{gathered} \text { Jan 24, } \\ 1998 \end{gathered}$ | $\begin{gathered} \text { Jan 23, } \\ 1999 \end{gathered}$ | $\begin{gathered} \text { Jan 24, } \\ 1998 \end{gathered}$ |
| Cash Flows from Operating Activities |  |  |  |  |
| Adjustments to reconcile net income to net cash provided by operating activities |  |  |  |  |
| Depreciation and amortization | 5,709 | 5,140 | 17,062 | 15,208 |
| Change in receivables | 27,209 | 22,393 | 9,755 | 18,407 |
| Change in inventories | $(7,718)$ | $(2,485)$ | $(15,693)$ | $(10,227)$ |
| Change in other assets and liabilities | $(3,124)$ | $(8,607)$ | 18,300 | 2,137 |
| Change in deferred taxes ............. | 465 | $(2,553)$ | $(2,277)$ | $(4,513)$ |
| Total adjustments | 22,541 | 13,888 | 27,147 | 21,012 |
| Cash Provided by Operating Activities. | 40,269 | 25,347 | 70,506 | 51,019 |
| Cash Flows from Investing Activities |  |  |  |  |
| Proceeds from disposals of assets | 20 | 1,108 | 313 | 1,500 |
| Capital expenditures .... | $(6,749)$ | $(4,218)$ | $(14,982)$ | $(15,561)$ |
| Change in other investments | 700 | (419) | $(1,727)$ | (707) |


| Cash Flows from Financing Activities <br> Retirements of debt ........... | (119) | $(2,428)$ | $(3,330)$ | $(4,469)$ |
| :---: | :---: | :---: | :---: | :---: |
| Capital lease principal payments | (96) | (507) | (899) | $(1,547)$ |
| Stock for stock option plans | 226 | 2,299 | 4,914 | 5,402 |
| Stock for 401(k) employee plans | 545 | 417 | 1,382 | 1,103 |
| Purchase of La-Z-Boy stock | $(8,931)$ | $(3,086)$ | $(27,694)$ | $(12,483)$ |
| Payment of cash dividends | $(4,216)$ | $(3,749)$ | $(12,222)$ | $(11,292)$ |
| Cash Used for Financing Activities | $(12,591)$ | $(7,054)$ | $(37,849)$ | $(23,286)$ |
| Effect of exchange rate changes on cash | (333) | (233) | (924) | (135) |
| Net change in cash and equivalents | 21,316 | 14,531 | 15,337 | 12,830 |
| Cash and equivalents at beginning of period | 22,721 | 23,681 | 28,700 | 25,382 |
| Cash and equivalents at end of period | \$ 44,037 | \$ 38, 212 | \$ 44,037 | \$ 38,212 |
| Cash paid during period -Income taxes | \$ 10,620 | \$ 14,345 | \$ 18,498 | \$ 22,008 |
| - Interest | \$ 1,631 | \$ 1,016 | \$ 2,762 | \$ 2,810 |

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 <br> 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. The consolidated balance sheet as of January 23, 1999 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 and Exchange Commission.
4. Earnings per Share

Statement of Financial Accounting Standards (SFAS) No. 128, "Earnings per Share" 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.

|  | Three Months Ended |  | Nine Months Ended |  |
| :---: | :---: | :---: | :---: | :---: |
| (Amounts in thousands) | $\begin{gathered} \text { Jan. } 23, \\ 1999 \end{gathered}$ | $\begin{gathered} \text { Jan. } 24, \\ 1998 \end{gathered}$ | $\begin{gathered} \text { Jan. } 23 \\ 1999 \end{gathered}$ | $\begin{gathered} \text { Jan. } 24, \\ 1998 \end{gathered}$ |
| Weighted average common |  |  |  |  |
| shares outstanding (basic) | 52,680 | 53,630 | 53,061 | 53,716 |
| Effect of options | 245 | 425 | 270 | 344 |

## LA-Z-BOY INCORPORATED MANAGEMENT'S DISCUSSION AND ANALYSIS

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)
Financial Position
The Company's strong financial position is reflected in the debt to capital percentage of $15 \%$ and a current ratio of 3.3 to 1 at the end of the third 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 third quarter, the debt to capital percentage was $13 \%$ and the current ratio was 3.3 to 1 . As of January 23, 1999, there was $\$ 116$ million of unused lines of credit available under several credit arrangements.

Stock Repurchase Program
Approximately $14 \%$ of the 12 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. Through the nine months ended January 23, 1999, the Company purchased $\$ 27.7$ million, which is over double the $\$ 12.5$ million in the prior year.

Year 2000
The Year 2000 issue arises from the use of two-digit date fields used in computer programs which may cause problems as the year changes from 1999 to 2000. These problems could cause disruptions of operations or processing of transactions.

To address the Year 2000 challenge, the Company established a Year 2000 Program Office guided by a steering committee consisting of senior executive management. This office serves as the central coordination point for all Year 2000 compliance efforts of the Company. The Company has included IT (Information Technologies) systems and non-IT systems as well as third party readiness in the scope of its Year 2000 project. The Company is on schedule with regards to its internal plan. Management believes that the Company is taking the steps necessary to minimize the impact of the Year 2000 challenge.

The challenges the Company faces with regards to its IT systems include upgrading of operating systems, hardware and software, and modifying order entry and invoicing programs. For the IT challenges, the Company has substantially completed the inventory, assessment and remediation phases. The Company expects to have its critical IT systems compliant and compatible, with the appropriate testing completed, by September, 1999.

The primary challenges the Company faces with regards to its non-IT systems include plant floor machinery and facility related items. For these systems, the inventory and assessment phases have been completed. The Company believes these systems to be compliant and compatible. The Company is presently in the testing phase of its non-IT project with expected completion by September, 1999.

With respect to third party readiness, the Company continues to work with customers, suppliers, and service providers in order to prevent disruption of business activities. Multiple approaches are being used to determine compliance based on the priority assigned to the third party. Based on communications with these third parties, the Company believes that all material third parties will be sufficiently prepared for the Year 2000. For critical third parties, testing will be performed as deemed necessary.

While the Company believes that it is preparing adequately for all Year 2000 concerns, there is no guarantee against internal or external systems failures Such failures could have a material adverse effect on the Company's results of operations, liquidity and financial condition. The Company anticipates initiating an independent verification and assessment of the possible risks. The Company believes that its most likely worst case scenario would be business interruptions caused by third party failures. The Company expects to have contingency plans in place prior to the Year 2000 for IT and non-IT systems, as well as for areas of concern with relation to third parties.

At the present time, the total Year 2000 related costs are estimated to be $\$ 12$ to $\$ 16$ million. To date, the Company has spent approximately $\$ 7.5$ million. Included in the total estimated expenditures are both remediation and, in some cases, enhancement or improvement related costs that cannot easily be separated from remediation costs. Some of these enhancements or improvements were previously planned and were merely accelerated as a means to address Year 2000 challenges.

PART II. OTHER INFORMATION

Item 6. Exhibits and Reports on Form 8-K
(99) News Releases and Financial Information Release: re Actual third quarter results and Management Discussion dated February 2, 1999.

## 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 23, 1999 to be signed on its behalf by the undersigned thereunto duly authorized.

LA-Z-BOY INCORPORATED
(Registrant)

Date February 2, 1999
/s/Gene M. Hardy
Gene M. Hardy
Secretary and Treasurer
(Principal Accounting Officer)

9-mos
APR-24-1999
JAN-23-1999
44,037
$228,820^{\circ}$
107,597
404, 062
121,135
192, 184
601, 837
123, 527
0
0
52,397 344,420
601, 837
921, 816
681,416
681,416
169,556
3,461
71, 043
27,684
43, 359
0

43,359
0.82
0.81

MONROE, MI., February 2, 1999: 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 third quarter ended 1/23/99 of La-Z-Boy's 1999 fiscal year, sales reached $\$ 318.1$ million, up $13 \%$ from last year's third quarter of $\$ 280.5$ million. Net income was up 55\% to $\$ 17.7$ million vs. $\$ 11.5$ million. Diluted EPS (Earnings Per Share) increased 57\% to \$0.33 vs. \$0.21.

For the nine months ended 1/23/99 of La-Z-Boy's 1999 fiscal year, sales reached $\$ 921.8$ million, up $17 \%$ from last year's $\$ 786.1$ million. Net income was up $44 \%$ to $\$ 43.4$ million vs. $\$ 30.0$ million. Diluted EPS was up $45 \%$ to $\$ 0.81$ vs. \$0. 56 .

President Comments
La-Z-Boy President and Chief Operating Officer, Gerald L. Kiser said, "An improvement in gross margin over last year's third quarter resulted from more efficient plant operations as well as higher sales volume. With plant productivity rising, current capacity can meet forecasted demand, at least for the near-term. However, we are expanding our Residential division and England/Corsair plants in Tennessee, and installing a new finishing facility at the Sam Moore division in Virginia.
"We don't expect the exceptional $13 \%$ third quarter sales growth rate to continue into the fourth quarter. La-Z-Boy's fourth quarter sales could rise $4 \%$ to $6 \%$ above last year's record-setting final quarter."

## Marketing

This month, the Residential division launches its third "Instant Win" Sweepstakes in Parade and USA Weekend magazines. We expect to reach 57 million readers. This "Picture Yourself in America's Favorite Recliner" campaign features a special 800 phone number to help consumers locate their most convenient La-Z-Boy participating dealers. Over 4,000 La-Z-Boy locations are taking part in this sweepstakes, marking the highest level of dealer support ever for this type of program.

The La-Z-Boy Furniture Galleries program continues to expand with recent openings in Madrid, Spain and two new Canadian stores in Burlington and Ottawa, Ontario.

Time Magazine recognized La-Z-Boy chairs and our founders in a special edition commemorating the 100 most influential inventions of the 20th century. And the La-Z-Boy Maxim massage chair was featured in Parade magazine, demonstrated by the cast of the popular Drew Carey Show and in the January issue of House Beautiful, in an article by the editor of the magazine.

## Company Overview

La-Z-Boy manufactures quality upholstered and casegoods home furniture as well as office furniture. In addition to the La-Z-Boy brand name, which is the most recognized home furniture brand name in North America, four other major brands are part of La-Z-Boy Incorporated: Kincaid, England/Corsair, Hammary and Sam Moore.

More Information
La-Z-Boy Incorporated's third 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 (www.lazboy.com). 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 third quarter 10-Q information should be available on the SEC's internet site (www.sec.gov).

| January 23, | January 24, | \% Over | Percent | Sales |
| :---: | :---: | :---: | :---: | :---: |
| 1999 | 1998 | (Under) | 1999 | 1998 |



|  | NINE MONTHS ENDED (UNAUDITED) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | January 23, | January 24, | \% Over | Percent | of Sales |
|  | 1999 | 1998 | (Under) | 1999 | 1998 |
| Sales | \$921, 816 | \$786, 054 | 17\% | 100.0\% | 100.0\% |
| Cost of sales | 681,416 | 591,242 | 15\% | 73.9\% | 75.2\% |
| Gross profit | 240,400 | 194,812 | 23\% | 26.1\% | 24.8\% |
| $S, G \& A$ | 169,556 | 145,946 | 16\% | 18.4\% | 18.6\% |
| Operating profit | 70,844 | 48, 866 | 45\% | 7.7\% | 6.2\% |
| Interest expense | 3,461 | 3,099 | 12\% | 0.4\% | 0.4\% |
| Interest income | 1,478 | 1,562 | -5\% | 0.2\% | 0.2\% |
| Other income | 2,182 | 1,517 | 44\% | 0.2\% | 0.2\% |
| Pretax income | 71,043 | 48,846 | 45\% | 7.7\% | 6.2\% |
| Income tax expense | 27,684 | 18,839 | 47\% | 39.0\% | * 38.6\% * |
| Net income | \$43,359 | \$30, 007 | 44\% | 4.7\% | 3.8\% |
| Diluted average shares | 53,331 | 54,060 | -1\% |  |  |
| Diluted EPS | \$0.81 | \$0.56 | 45\% |  |  |
| Basic EPS | \$0.82 | \$0.56 | 46\% |  |  |
| Dividends per share | \$0.23 | \$0.21 | 10\% |  |  |

As a percent of pretax income, not sales.


The gross profit margin increased to $27.4 \%$ of sales from $24.5 \%$ of sales in last year's third quarter on a $13 \%$ increase in sales and a $9 \%$ increase in unit volume. The absence of production disruptions associated with hardwood and plywood part delivery problems, costs associated with casegood manufacturing consolidations, and inclement weather conditions all favorably affected the gross profit margin. In addition, similar to the second quarter, favorable volume related cost reductions and unfavorable Canadian currency exchange effects were also realized.

Sales in the fourth quarter is expected to increase roughly $4 \%$ to $6 \%$ over the prior year's fourth quarter, and the gross profit margin as a percentage of sales is expected to approximate last year.

Inventories:
Finished goods inventories were up 21\% over the same period last year primarily as a result of two new casegood product line introductions increasing stock inventory levels, and increased daily production volume resulting in more finished product being staged for shipment. The stock inventory build-up for the larger of the two product line introductions is expected to be short-term. Finished goods inventory levels at the end of the upcoming fourth quarter are expected to be higher than the prior year, but not as high as at the end of the third quarter.

## S,G \& A:

Third quarter S, G \& A increased to $18.5 \%$ of sales vs. $17.9 \%$ last year. The largest cause was due to an increase in Information Technology (IT) expenses relating to Year 2000 projects. As expected, performance bonus related expenses increased due to higher sales and profits. La-Z-Boy held many other S, G \& A expenses at a growth rate consistent with or lower than the sales growth rate, thus somewhat offsetting the higher IT related and performance bonus increases. For the fourth quarter, IT expenses are expected to be slightly higher than last year. Higher bonus related expenses are expected to continue through the fourth quarter.

Other income:
Other income is volatile by nature and fluctuates from one period to another. Last year's fourth quarter included an income item related to tax refund claims. Looking forward, this is not expected to occur in this year's fourth quarter.

Income tax expense:
The third quarter tax rate increased to $38.2 \%$ of pretax income from $37.7 \%$ last year. This is due in part to Canadian division profit impacts creating unfavorable tax impacts. This is somewhat offset by several favorable items. This trend is expected to continue for the fourth quarter.

