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

$$
\text { Outstanding at Oct. 28, } 1995
$$

18,525,490

## 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 November 14, 1995 and are incorporated herein by reference.

|  | Three Mon | hs Ended | Six Mon | hs Ended |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Oct. } 28, \\ 1995 \end{gathered}$ | $\begin{gathered} \text { Oct. } 29 \\ 1994 \end{gathered}$ | $\begin{gathered} \text { Oct. } 28 \\ 1995 \end{gathered}$ | $\begin{gathered} \text { Oct. } 29 \\ 1994 \end{gathered}$ |
| Cash Flows from Operating Activities Net income | \$14, 256 | \$12, 078 | \$17,431 | \$16 |
| Adjustments to reconcile net income to net cash provided by operating activities |  |  |  |  |
| Depreciation and amortization | 4,735 | 3,590 | 9,419 | 7,322 |
| Change in receivables | $(51,526)$ | $(43,798)$ | $(13,677)$ | $(9,889)$ |
| Change in inventories | 1,163 | 621 | $(3,230)$ | $(8,571)$ |
| Change in other assets and liab. | 21,921 | 15,134 | 6,075 | 3,041 |
| Change in deferred taxes | (889) | (875) | (889) | (875) |
| Total adjustments | $(24,596)$ | $(25,328)$ | $(2,302)$ | $(8,972)$ |
| Cash Provided by Operating Activities | $(10,340)$ | $(13,250)$ | 15,129 | 7,376 |
| Cash Flows from Investing Activities |  |  |  |  |
| Proceeds from disposals of assets | 645 | 1,210 | 778 | 1,234 |
| Capital expenditures | $(6,079)$ | $(4,498)$ | $(9,239)$ | $(10,488)$ |
| Change in other investments | 129 | (75) | 1, 088 | (534) |
| Cash Used for Investing Activities | $(5,305)$ | $(3,363)$ | $(7,373)$ | $(9,788)$ |
| Cash Flows from Financing Activities |  |  |  |  |
| Short-term debt | - | 261 | - | 261 |
| Long-term debt | - | - | - | 7,500 |
| Capital lease obligations | 1,161 | - | 1,161 | - |
| Change in unexpended IRB funds | - | 1,827 | - | (739) |
| Retirements of debt | $(6,479)$ | (261) | $(10,551)$ | $(5,011)$ |
| Capital lease principal payments | (560) | - | $(1,077)$ | - |
| Sale of stock under stock option plans | 807 | 1,154 | 2,075 | 1,357 |
| Stock for 401(k) employee plans | 338 | 429 | 643 | 830 |
| Purchase of La-Z-Boy stock | (41) | $(2,742)$ | $(4,433)$ | $(9,351)$ |
| Payment of cash dividends | $(3,505)$ | $(3,067)$ | $(6,660)$ | $(6,176)$ |
| Cash Used for Financing Activities | $(8,279)$ | $(2,399)$ | $(18,842)$ | $(11,329)$ |
| Effect of exch. rate changes on cash | 60 | 131 | (18) | 114 |
| Net change in cash and equivalents | $(23,864)$ | $(18,881)$ | $(11,104)$ | $(13,627)$ |
| Cash and equiv. at beginning of period | 39,808 | 31,180 | 27,048 | 25,926 |
| Cash and equiv. at end of period | \$15,944 | \$12, 299 | \$15, 944 | \$12, 299 |
| Cash paid during period $\begin{aligned} \text { - } & \text { Income taxes } \\ & \text { - Interest }\end{aligned}$ | $\begin{aligned} & \$ 7,154 \\ & \$ 1,401 \end{aligned}$ | $\begin{array}{r} \$ 8,980 \\ \$ 816 \end{array}$ | $\begin{aligned} & \$ 8,811 \\ & \$ 2,511 \end{aligned}$ | $\begin{array}{r} \$ 11,853 \\ \$ 1,418 \end{array}$ |

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 October 28, 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

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 3.3 to 1 at the end of the second 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 second quarter, the debt to capital percentage was $17 \%$ and the current ratio was 3.8 to 1 . As of October 28, 1995, there was $\$ 62$ million of unused lines of credit available under several credit arrangements.

Approximately $44 \%$ 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 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 second quarter results and Management Discussion dated November 14, 1995.

## 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 October 28, 1995 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
    APR-27-1996
        OCT-28-1995
                6-MOS
                                    15,944
            225,290
                18,675
                84,321
    333,623
        117,790
        141,169
        511,530
    102,154
                        18,525
        0
                0
            310,597
511,530
                                454,077
    454,077
        340,022
        83,842
        0
        2,901
        29,103
        11,672
        17,431
            0
            0
                    0
        17,431
            .94
            .94
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MONROE, MI., November 14, 1995: For its 1996 fiscal second quarter and half year ended October 28, 1995, La-Z-Boy Chair Company set records for sales and profits (excluding changes in accounting). Second quarter sales rose $12 \%$ as reported or $1 \%$ on a comparable basis (which includes a recently acquired company's sales as if they were in last year's results). Second quarter earnings per share were $15 \%$ more than last year's record second quarter.

Financial Details
1996 SECOND QUARTER sales were $\$ 258$ million vs. $\$ 231$ million, an increase of $12 \%$. Comparable sales--that is, including England/Corsair's sales on a pro forma basis in last year's sales, rose 1\%. England/Corsair was acquired at the beginning of fiscal 1996 and is a separate operating division. Second quarter net income rose $18 \%$ to $\$ 14.3$ million vs. $\$ 12.1$ million last year. Net income per share increased $15 \%$ to $\$ 0.77$ vs. $\$ 0.67$ last year.

1996 FIRST HALF reported sales were $\$ 454$ million vs. $\$ 405$ million, an increase of 12\%. Comparable sales were similar to last year's first half sales. Net income was up $7 \%$ to $\$ 17.4$ million vs. $\$ 16.3$ million. Net income per share increased $4 \%$ to $\$ 0.94$ from $\$ 0.90$ in last year's first half.

Chairman Comments
La-Z-Boy Chairman and President Charles T. Knabusch said, "Second quarter profit strengthened significantly on a relatively minor increase in comparable sales. The retail environment will continue to be challenging for us looking through at least the end of our third quarter but we are seeing some good things affecting profit margins as a result of our employees cost control efforts, merchandising, and marketing."

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.
"At this October's High Point, N.C. furniture market, La-Z-Boy received the ARROS award from Home Furnishings Executive magazine for the third consecutive year. This award is voted upon by home furnishings retailers across the country and La-Z-Boy swept the upholstery category being named best for overall product, for delivery and for dealer support.
"At the High Point market, Patrick H. Norton, senior vice president of sales and marketing, was inducted into the American Furniture Hall of Fame. Mr. Norton was the third La-Z-Boy executive to be so honored, following company founders Edward Knabusch and Edwin Shoemaker."

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.

For more details please see La-Z-Boy's Form 10-Q filed with the SEC (available on EDGAR) which includes, among other things, a full income statement, balance sheet, cash flow statement and more management discussion.

| SECOND QUARTER ENDED |  |  | (UNAUDITED) |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Percent | f Sales |
| Oct. 28, | Oct. 29, | \% Over |  | ------ |
| 1995 | 1994 | (Under) | 1995 | 1994 |
| \$258, 320 | \$230, 586 | 12\% | 100.0\% | 100.0\% |
| 188,644 | 166,816 | 13\% | 73.0\% | 72.3\% |
| 69,676 | 63,770 | 9\% | 27.0\% | 27.7\% |
| 45,905 | 43,539 | 5\% | 17.8\% | 18.9\% |
| 23,771 | 20, 231 | 17\% | 9.2\% | 8.8\% |
| 1,437 | 752 | 91\% | 0.6\% | 0.3\% |
| 484 | 355 | 36\% | 0.2\% | 0.2\% |
| 476 | 506 | -6\% | 0.2\% | 0.1\% |
| 23,294 | 20,340 | 15\% | 9.0\% | 8.8\% |
| 9,038 | 8,262 | 9\% | 38.8\%* | 40.6\%* |
| \$14, 256 | \$12, 078 | 18\% | 5.5\% | 5.2\% |


| Average shares | 18,497 | 18,028 | $3 \%$ |
| :--- | ---: | :---: | :---: |
| Earnings per share | $\$ 0.77$ | $\$ 0.67$ | $15 \%$ |
| Dividends per share | $\$ 0.19$ | $\$ 0.17$ | $12 \%$ |

SIX MONTHS ENDED (UNAUDITED)

|  |  |  |  | Percent of Sales |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Oct. } 28, \\ 1995 \end{gathered}$ | $\begin{gathered} \text { Oct. } 29 \\ 1994 \end{gathered}$ | \% Over (Under) | $1995$ | $1994$ |
| Sales | \$454, 077 | \$404,973 | 12\% | 100.0\% | 100.0\% |
| Cost of sales | 340, 022 | 300,470 | 13\% | 74.9\% | $74.2 \%$ |
| Gross profit | 114, 055 | 104,503 | 9\% | 25.1\% | 25.8\% |
| $S, G \& A$ | 83,842 | 76,571 | 9\% | 18.4\% | 18.9\% |
| Operating profit | 30,213 | 27,932 | 8\% | 6.7\% | 6.9\% |
| Interest expense | 2,901 | 1,414 | 105\% | 0.6\% | $0.3 \%$ |
| Interest income | 940 | 628 | 50\% | 0.2\% | 0.2\% |
| Other income | 851 | 779 | 9\% | 0.1\% | 0.1\% |
| Pretax income | 29,103 | 27,925 | 4\% | 6. $4 \%$ | $6.9 \%$ |
| Income taxes | 11,672 | 11,577 | 1\% | $40.1 \% *$ | 41. 5\%* |
| Net income | \$17,431 | \$16, 348 | 7\% | 3.8\% | 4.0\% |


| Average shares | 18,496 | 18,140 | $2 \%$ |
| :--- | ---: | :---: | :---: |
| Earnings per share | $\$ 0.94$ | $\$ 0.90$ | $4 \%$ |
| Dividends per share | $\$ 0.36$ | $\$ 0.34$ | $6 \%$ |

* As a percent of pretax income, not sales.

Acquisition amortization of $\$ 260$ for the second quarter and $\$ 520$ for the six months ended October 29, 1994 has been reclassified from other income to selling, general and administrative.

England/Corsair was included in the second quarter and six months ended October 28, 1995 results, but not in the second quarter and six months ended October 29, 1994 results.

| 11/14/95 La-Z-Boy Chair Com | ompany Financial Information Release OLIDATED BALANCE SHEET <br> ollars in thousands) |  |  |  | 2 of 3 <br> Audited April 29, 1995 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Unaudited |  | Increase (Decrease) |  |  |
|  |  |  |  |  |  |
|  | $\begin{gathered} \text { Oct. } 28 \\ 1995 \end{gathered}$ | $\begin{gathered} \text { Oct. } 29, \\ 1994 \end{gathered}$ | Dollars | Percent |  |
| Current assets |  |  |  |  |  |
| Cash \& equivalents | \$15, 944 | \$12, 299 | \$3,645 | 30\% | \$27, 048 |
| Receivables | 206,615 | 193,004 | 13,611 | 7\% | 192,938 |
| Inventories |  |  |  |  |  |
| Raw materials | 37,938 | 35,561 | 2,377 | 7\% | 39,604 |
| Work-in-process | 36,130 | 33,302 | 2,828 | 8\% | 35, 036 |
| Finished goods | 33,075 | 27,885 | 5,190 | 19\% | 29, 051 |
| FIFO inventories | 107,143 | 96,748 | 10,395 | 11\% | 103, 691 |
| Excess of FIFO over LIFO | $(22,822)$ | $(20,941)$ | $(1,881)$ | -9\% | $(22,600)$ |
| Total inventories | 84,321 | 75,807 | 8,514 | 11\% | 81, 091 |
| Deferred income taxes | 19,131 | 15,849 | 3,282 | 21\% | 18,242 |
| Other current assets | 7,612 | 8,735 | $(1,123)$ | -13\% | 6,081 |
| Total current assets | 333, 623 | 305,694 | 27,929 | 9\% | 325,400 |
| Property, plant \& equipment | 117,790 | 96,663 | 21,127 | 22\% | 117,175 |
| Goodwill | 41,094 | 20,307 | 20,787 | 102\% | 41,701 |
| Other long-term assets | 19,023 | 19,850 | (827) | -4\% | 19,542 |
| Total assets | \$511, 530 | \$442, 514 | \$69, 016 | 16\% | \$503, 818 |


|  | Unaudited |  | Increase <br> (Decrease) |  | Audited |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Oct. } 28 \\ 1995 \end{gathered}$ | $\begin{gathered} \text { Oct. } 29 \\ 1994 \end{gathered}$ | Dollars | Percent | $\begin{gathered} \text { April 29, } \\ 1995 \end{gathered}$ |
| Current liabilities |  |  |  |  |  |
| Current portion of $1 / \mathrm{t}$ 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 | 34,774 | 27,170 | 7,604 | 28\% | 29,323 |
| Payroll/benefits | 29,968 | 28,561 | 1,407 | 5\% | 31,845 |
| Estimated income taxes | 8,524 | 3,940 | 4,584 | 116\% | 4,855 |
| Other current liabilities | 21, 032 | 18,605 | 2,427 | 13\% | 15,343 |
| Total current liabilities | 102,154 | 80,151 | 22,003 | 27\% | 88,120 |
| Long-term debt | 59,616 | 56,245 | 3,371 | 6\% | 71,149 |
| Capital leases | 5,261 | - | 5,261 | N/M | 5,298 |
| Deferred income taxes | 6,610 | 6,763 | (153) | -2\% | 6,610 |
| Other long-term liabilities | 8,767 | 8,286 | 481 | 6\% | 9,001 |
| Shareholders' equity |  |  |  |  |  |
| 18,525,490 shares, \$1.00 par | 18,525 | 17,975 | 550 | 3\% | 18,562 |
| Capital in excess of par | 27,705 | 10,412 | 17,293 | 166\% | 28, 085 |
| Retained earnings | 283,686 | 263, 342 | 20,344 | 8\% | 277,738 |
| Currency translation | (794) | (660) | (134) | -20\% | (745) |
| Total shareholders' equity | 329, 122 | 291,069 | 38,053 | 13\% | 323,640 |
| Total liabilities and shareholders' equity | \$511, 530 | \$442, 514 | \$69, 016 | 16\% | \$503, 818 |

The Oct. 28, 1995 and the April 29, 1995 balance sheets include E/C's assets and liabilities. The Oct. 29, 1994 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.
Gross profit:
Second quarter gross profit was $27.0 \%$ of sales vs. $27.7 \%$ of sales last year.
The decline of 0.7 points was primarily due to the inclusion of the
historically lower than average gross profit of England/Corsair (E/C).
This impact is expected to continue throughout the fiscal year.

## S, G \& A:

Second quarter S, G \& A was $17.8 \%$ of sales vs. $18.9 \%$ of sales last year. The decline of 1.1 points was primarily due to the inclusion of the historically lower than average S, G \& A of E/C. This impact is expected to continue throughout the fiscal year. In addition, bonus and incentive expenses were lower.

Operating profit margin:
Second quarter operating profit was $9.2 \%$ of sales vs. $8.8 \%$ of sales last year. The 0.4 point increase was primarily due to profitability improvements in upholstery operating divisions.

The largest division, U.S. Residential, improved primarily due to productivity improvements, selling price increases and reduced health-care expenses. This improvement is expected to continue but is sensitive to changes in sales volume and other factors. The Contract Division also improved and is expected to continue improving into the third quarter. In addition, the Canadian Division improved in the second quarter vs. last year but third quarter results are expected to be below prior year's level.

Income taxes:
Second quarter income tax expense as a percent of pretax income was $38.8 \%$ vs. $40.6 \%$. The 1.8 point decline was primarily due to the favorable results of the Canadian Division reversing some of the unfavorable tax impacts recorded in prior quarters. The third quarter is not expected to be favorably affected to this degree. In addition, the overall tax rate of the other divisions is lower than the prior year's rate.

Inventories:
At the end of the second quarter, total FIFO inventories were $11 \%$ higher than at the same time last year almost entirely due to recently acquired E/C whose inventories were not included in last year's figures. Overall, finished goods inventories increased 19\% largely due to the inclusion of E/C.

Debt:
Long-term debt declined $\$ 6$ million in the second quarter. This was debt of E/C and was retired early to reduce interest expense.

## Share repurchase:

During the second quarter, the Board of Directors authorized the repurchase of an additional 1 million shares of company stock, bringing the total authorized but not yet repurchased level to 1.3 million shares.

