FORM 10-Q
[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended May 3, 1997

OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from $\qquad$ to $\qquad$

Commission file number 0-3747

THE CATO CORPORATION AND SUBSIDIARIES
(Exact name of registrant as specified in its charter)
Delaware 56-0484485
(State or other jurisdiction $\quad$ (I.R.S. Employer

8100 Denmark Road, Charlotte, North Carolina 28273-5975
(Address of principal executive offices)
(Zip Code)
(704) 554-8510
(Registrant's telephone number, including area code)

## Not Applicable

(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 (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes $X \quad$ No

As of May 16, 1997, there were $23,219,572$ shares of Class A Common Stock and 5,264,317 shares of Class B Common Stock outstanding.

THE CATO CORPORATION
FORM 10-Q
MAY 3, 1997

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## PART I FINANCIAL INFORMATION

THE CATO CORPORATION
UNAUDITED CONSOLIDATED STATEMENTS OF INCOME


[^0]THE CATO CORPORATION CONSOLIDATED BALANCE SHEETS


## ASSETS

Current Assets

Other Assets

Cash and cash equivalents Short-term investments Accounts receivable - net Merchandise inventories
Deferred income taxes
Prepaid expenses
Total Current Assets
Property and Equipment

## Total




6,490

779 respectively
Other Noncurrent Liabilities
Stockholders' Equity
Class A Common Stock, issued $23,394,572$ shares, $23,301,275$ shares and 23,366,403 shares at May 3, 1997, May 4, 1996 and February 1, 1997,
renvertible Class B Common Stock, issued and
outstanding 5,264,317 shares at May 3, 1997,
May 4, 1996 and February 1, 1997, respectively
Preferred Stock, none
Additional paid-in capital
Retained earnings

Less Class A Common Stock in treasury, at cost (175,000 shares at
May 3, 1997 and February 1, 1997, respectively, and
40,000 shares at May 4, 1996)
Total Stockholders' Equity
Total


97
158,905
\$243, 331
========
$\$ 21,756$
34,816
39,538
69,547
1,825
4,652
$--\cdots-\cdots$
172,134
55,118
5,186
-----
$\$ 232,438$
$=======$
\$ 16,593
33, 512
43, 192
63, 968
2, 014
2,181
161,460
51, 333 5,450
\$218, 243
=======

| $\$ 48,824$ | $\$ 38,276$ |
| ---: | ---: |
| 10,591 | 16,232 |
| 4,352 | 1,579 |
| --------- |  |
| 63,767 | 56,087 |
| 4,491 | 3,851 |
| 7,551 | 6,402 |

776

176
63, 026
92, 874
156, 852
$\qquad$
156,629
------
$\$ 232,438$
$======$

778

176
63, 272
88, 656
152,882

979

151,903
\$218, 243
=======

THE CATO CORPORATION
UNAUDITED CONSOLIDATED STATEMENTS OF CASH FLOWS

| THREE MONTHS ENDED |  |
| :---: | :---: |
| $\begin{aligned} & \text { MAY 3, } \\ & 1997 \end{aligned}$ | $\begin{aligned} & \text { May 4, } \\ & 1996 \end{aligned}$ |

(IN THOUSANDS)

## OPERATING ACTIVITIES

Net income
Adjustments to reconcile net income to net cash provided by operating activities:
Depreciation
Amortization of investment premiums
Changes in operating assets and liabilities which provided (used) cash: Accounts receivable Merchandise inventories
Other assets
Accrued income taxes
Accounts payable and other liabilities

Net cash provided by operating activities

## INVESTING ACTIVITIES

Expenditures for property and equipment
Purchases of short-term investments
Sales of short-term investments

Net cash used in investing activities
\$ 8, 020
\$ 7,721

| 1,941 | 2,074 |
| :---: | :---: |
| 27 | 35 |
| $(2,501)$ | 254 |
| $(11,203)$ | $(11,107)$ |
| $(2,076)$ | $(2,258)$ |
| 3,659 | 3,024 |
| 14,636 | 12,580 |
| 12,503 | 12,323 |


| $(1,756)$ | $(2,836)$ |
| :---: | :---: |
| $(3,080)$ | $(14,140)$ |
| 1,775 | 1,000 |
| $(3,061)$ | $(15,976)$ |

## FINANCING ACTIVITIES

Dividends paid
Proceeds from employee stock purchase plan
Proceeds from stock options exercised

Net cash used in financing activities

Net Increase (Decrease) in Cash and Cash Equivalents
Cash and Cash Equivalents at Beginning of Year

Cash and Cash Equivalents at End of Period

| $(1,138)$ | $(1,138)$ |
| :---: | :---: |
| 114 | 154 |
| 6 | 210 |
| $(1,018)$ | (774) |
| 8,424 | $(4,427)$ |
| 16,593 | 26,183 |
| \$ 25,017 | \$ 21,756 |

THE CATO CORPORATION
NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS
FOR THREE MONTHS ENDED MAY 3, 1997 AND MAY 4, 1996

NOTE 1 - GENERAL:
The consolidated financial statements have been prepared from the accounting records of The Cato Corporation (the Company) and all amounts shown at May 3, 1997 and May 4, 1996 are unaudited. In the opinion of management, all adjustments (consisting solely of normal recurring adjustments) considered necessary for a fair presentation have been included. The results of the interim period may not be indicative of the entire year.

The Company's short-term investments are classified as available for sale securities, and therefore, are carried at fair value, with unrealized gains and losses, net of income taxes, reported as an adjustment to retained earnings.

Inventories are stated at the lower of cost (first-in, first-out) or market, determined by the retail inventory method.

The provisions for income taxes are based on the Company's estimated annual effective tax rate.

## NOTE 2 - EARNINGS PER COMMON AND COMMON EQUIVALENT SHARE:

Earnings per share is calculated by dividing net income by the weighted average number of Class $A$ and Class $B$ common shares and common stock equivalents outstanding during the respective periods. Common stock equivalents represent the dilutive effect of the assumed exercise of outstanding stock options. The number of shares used in the earnings per common and common equivalent share computations were $28,505,046$ shares for the three months ended May 3, 1997 and 28,918,042 shares for the three months ended May 4, 1996.

NOTE 3 - SUPPLEMENTAL CASH FLOW INFORMATION:

Interest paid during each of the three months ended May 3, 1997 and May 4, 1996 was $\$ 61,000$. Income tax payments, net of refunds received, for the three months ended May 3, 1997 and May 4, 1996 were $\$ 1,133,000$ and $\$ 1,249,000$, respectively.

THE CATO CORPORATION
NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS
FOR THREE MONTHS ENDED MAY 3, 1997 AND MAY 4, 1996

## NOTE 4 - FINANCING ARRANGEMENTS:

In February 1996, the Company entered into a new unsecured revolving credit agreement which provides for borrowings of up to $\$ 20$ million and an additional letter of credit facility of $\$ 15$ million. The revolving credit agreement is committed until May 1999 and the letter of credit facility is renewable annually. The revolving credit agreement contains various financial covenants, including the maintenance of specific financial ratios. The agreement replaced an unsecured revolving credit and term loan agreement, which was committed until May 1998, and provided $\$ 35$ million of available borrowings and a $\$ 15$ million letter of credit facility.

In May 1997, the unsecured revolving credit agreement was extended until May 2000 and the letter of credit facility renewed for an additional year.

THE CATO CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

RESULTS OF OPERATIONS
The following table sets forth, for the periods indicated, certain items in the Company's Unaudited Consolidated Statements of Income as percentages of total retail sales:

|  | THREE M | ENDED |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { MAY 3, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { May 4, } \\ 1996 \end{gathered}$ |
| Total retail sales | 100.0\% | 100.0\% |
| Total revenues | 103.5 | 102.9 |
| Cost of goods sold, including occupancy, distribution and buying | 67.4 | 66.5 |
| Selling, general and administrative | 24.9 | 24.7 |
| Income before income taxes | 9.5 | 10.0 |
| Net income | 6.5 | 6.4 |

COMPARISON OF FIRST QUARTER 1997 WITH 1996.
OPERATING RESULTS
Total retail sales for the first quarter increased $3 \%$ over last year's first quarter to $\$ 123.3$ million from $\$ 120.0$ million. Same-store sales for the first quarter increased $3 \%$. The increase in retail sales for the first quarter resulted from the Company's store development activity. The Company operated 669 stores at May 3, 1997 compared to 682 stores operated at the end of last year's first quarter.

Other income for the first quarter increased $21 \%$ over last year's first quarter. The increase in the current year resulted primarily from increased finance charge income on the Company's customer accounts receivable and increased earnings from cash equivalents and short-term investments.

Cost of goods sold, including occupancy, distribution and buying expenses were $67.4 \%$ of total retail sales for the current year's first quarter, compared to $66.5 \%$ for last year's first three months. The increase in cost of goods sold as a percent of retail sales resulted primarily from a planned decrease in initial mark-up in this year's first quarter.

Selling, general and administrative (SG\&A) expenses were $\$ 30.7$ million, or $24.9 \%$ of retail sales, for this year's first quarter, compared to $\$ 29.7$ million, or $24.7 \%$ of retail sales, in last year's first quarter. Expenses remained well controlled and were under planned levels.

THE CATO CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL
CONDITION AND RESULTS OF OPERATIONS

## LIQUIDITY AND CAPITAL RESOURCES

At May 3, 1997, the Company had working capital of $\$ 112.9$ million, compared to $\$ 108.4$ million at May 4, 1996 and $\$ 105.4$ million at February 1, 1997. Cash provided by operating activities was $\$ 12.5$ million for the three months ended May 3, 1997, compared to $\$ 12.3$ million for last year's comparable three-month period. The Company had no borrowings under its revolving credit agreement at May 3, 1997 or May 4, 1996. At May 3, 1997, the Company had cash, cash equivalents, and short-term investments of $\$ 59.8$ million, compared to $\$ 56.6$ million at May 4, 1996 and $\$ 50.1$ million at February 1, 1997.

In February 1996, the Company entered into a new unsecured revolving credit agreement which provides for borrowings of up to $\$ 20$ million and an additional letter of credit facility of $\$ 15$ million. The revolving credit agreement is committed until May 1999 and the letter of credit facility is renewable annually. The revolving credit agreement contains various financial covenants, including the maintenance of specific financial ratios. The agreement replaced an unsecured revolving credit and term loan agreement, which was committed until May 1998, and provided $\$ 35$ million of available borrowings and a $\$ 15$ million letter of credit facility.

In May 1997, the unsecured revolving credit agreement was extended until May 2000 and the letter of credit facility renewed for an additional year.

Expenditures for property and equipment totaled $\$ 1.8$ million for the three months ended May 3, 1997, compared to $\$ 2.8$ million of expenditures in last year's first three months. The Company expects total capital expenditures to be approximately $\$ 8.7$ million for the current fiscal year. The Company intends to open approximately 55 new stores and to relocate or expand 20 stores during the current fiscal year. For the three months ended May 3, 1997, the Company had opened 16 new stores, relocated or expanded 4 stores, and closed 2 stores.

The Company believes that its cash, cash equivalents and short-term investments, together with cash flow from operations and borrowings available under its revolving credit agreement, will be adequate to fund the Company's proposed capital expenditures and other operating requirements.

PART II OTHER INFORMATION
THE CATO CORPORATION

ITEM 1. LEGAL PROCEEDINGS
None

ITEM 2. CHANGES IN THE RIGHTS OF THE COMPANY'S SECURITY HOLDERS
None

ITEM 3. DEFAULTS BY THE COMPANY ON ITS SENIOR SECURITIES
Not Applicable

ITEM 4. RESULT OF VOTES OF SECURITY HOLDERS
None

ITEM 5. OTHER INFORMATION
None

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K
(A) Exhibits

27 Financial Data Schedule (for SEC use only)
(B) No Reports on Form 8-K were filed during the quarter ended May 3,

PART II OTHER INFORMATION (CONTINUED)
THE CATO CORPORATION

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

THE CATO CORPORATION

## June 9, 1997

Date

## June 9, 1997

Date
/s/ Wayland H. Cato, Jr.
Wayland H. Cato, Jr.
Chairman of the Board of Directors and Chief Executive Officer
/s/ Alan E. Wiley
Alan E. Wiley
Senior Executive Vice President-Secretary, Chief Financial and Administrative Officer FINANCIAL STATEMENTS.

1, 000

$$
\begin{aligned}
& \text { 3-MOS } \\
& \text { JAN-31-1998 } \\
& \text { MAY-03-1997 } \\
& \text { 25, } 017 \\
& \text { 34,790 } \\
& \text { 50, } 077 \\
& \text { 4,384 } \\
& \text { 75,171 } \\
& \text { 187, } 002 \\
& \text { 42,493 } \\
& \text { 243,331 } \\
& \text { 74, } 085 \\
& 0 \\
& \text { 243,331 } \\
& \text { 157,950 }
\end{aligned}
$$

> 123, 251
> 127,500
> 83, 056
> 83, 056
> 0
> 1,048
> 63
> 11,708
> 3,688
> 8, 020
> 0
> 8, 020
> 0.28
> 0


[^0]:    See accompanying notes to consolidated financial statements.

