# UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

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 November 1, 1997  |  |  |  |
|   | OR .   |  |  |  |
| [ ]   | TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 |  |  |  |
| For the   | transition period fromto   |  |  |  |
| Commission file number 0-3747   |  |  |  |  |
|   | THE CATO CORPORATION AND SUBSIDIARIES  |  |  |  |

(Exact name of registrant as specified in its charter)

Delaware (State or other jurisdiction of incorporation) 56-0484485 (I.R.S. Employer Identification No.)

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 No

As of November 18, 1997, there were 22,588,366 shares of Class A Common Stock and 5,264,317 shares of Class B Common Stock outstanding.

## THE CATO CORPORATION

FORM 10-Q

# NOVEMBER 1, 1997

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PART I FINANCIAL INFORMATION

THE CATO CORPORATION UNAUDITED CONSOLIDATED STATEMENTS OF INCOME (LOSS)

|  | Three Months Ended  |                  |                     |                  | Nine Months Ended   |                 |                     |                   |
|--|---------------------|------------------|---------------------|------------------|---------------------|-----------------|---------------------|-------------------|
|  | November 1,<br>1997 |                  | November 2,<br>1996 |                  | November 1,<br>1997 |                 | November 2,<br>1996 |                   |
|  |                     | (1               | n tho               | usands, excep    | ot per              | share data)     |                     |                   |
| REVENUES   | _                   |                  | _                   |                  |                     |                 | _                   |                   |
| Retail sales<br>Other income (principally finance and layaway charges) | \$                  | 109,886<br>3,857 |                     | 108,117<br>3,374 |                     |                 |                     | 340,892<br>10,093 |
| Total revenues   |                     | 113,743          |                     | 111,491          |                     | 365,694         |                     | 350,985           |
| COSTS AND EXPENSES   |                     |                  |                     |                  |                     |                 |                     |                   |
| Cost of goods sold, including occupancy,                               |                     |                  |                     |                  |                     |                 |                     |                   |
| distribution and buying  |                     | 80,028           |                     | 81,467           |                     | 249,038         |                     | 241,790           |
| Selling, general and administrative                                    |                     | 29,747           |                     | 29,298           |                     | 91,428          |                     | 88,544            |
| Depreciation   |                     | 1,873            |                     | 2,055            |                     | 5,781           |                     | 6,252             |
| Interest   |                     | 66               |                     | 65               |                     | 197             |                     | 196               |
| Total expenses   |                     | 111,714          |                     | 112,885          |                     | 346,444         |                     | 336,782           |
|  |                     |                  |                     | ()               |                     |                 |                     |                   |
| INCOME (LOSS) BEFORE INCOME TAXES Income taxes (benefit)               |                     | 2,029<br>639     |                     | (1,394)<br>(495) |                     | 19,250<br>6,064 |                     | 14,203<br>5,042   |
| NET INCOME (LOSS)  | \$                  | 1,390            | \$                  | (899)            | \$                  | 13,186          | \$                  | 9,161             |
|  | ====                |                  | ===                 | ======           | ===:                |                 | ===                 | ======            |
| EARNINGS (LOSS) PER COMMON AND COMMON                                  |                     |                  |                     |                  |                     |                 |                     |                   |
| EQUIVALENT SHARE   | \$<br>====          | . 05<br>=======  | \$<br>===           | (0.03)<br>=====  | \$<br>===:          | . 46<br>======  | \$<br>===           | 0.32<br>=====     |
| DIVIDENDS PER SHARE  | \$                  | .04              | \$                  | 0.04             | \$                  | .12             | \$                  | 0.12              |
|  | ====                | =======          | ===                 | =======          | ===:                | =======         | ===                 | =======           |

See accompanying notes to consolidated financial statements.

# THE CATO CORPORATION CONSOLIDATED BALANCE SHEETS

|  | November 1,<br>1997<br>(Unaudited) |   | November 2,<br>1996<br>(Unaudited) |   | February 1,<br>1997 |                                     |
|--|------------------------------------|---|------------------------------------|---|---------------------|-------------------------------------|
|  |                                    |   |                                    | thousands)                                    |                     |                                     |
| ASSETS<br>Current Assets   |                                    |   |                                    |   |                     |                                     |
| Cash and cash equivalents Short-term investments Accounts receivable - net Merchandise inventories Deferred income taxes   | \$                                 | 18,189<br>33,774<br>47,453<br>89,365<br>2,014 | \$                                 | 10,053<br>34,646<br>38,893<br>93,007<br>1,825 | \$                  | 33,512<br>43,192<br>63,968<br>2,014 |
| Prepaid expenses   |                                    | 1,833   |                                    | 1,981   |                     | 2,181                               |
| Total Current Assets<br>Property and Equipment - net<br>Other Assets   |                                    | 192,628<br>50,229<br>5,554                    |                                    | 180,405<br>55,611<br>5,349                    |                     | 161,460<br>51,333<br>5,450          |
| Total  | \$                                 | 248,411                                       | \$<br>====                         | 241,365                                       | \$                  |                                     |
| LIABILITIES AND STOCKHOLDERS' EQUITY   |                                    |   |                                    |   |                     |                                     |
| Current Liabilities Accounts payable Accrued expenses Income taxes   | \$                                 | 58,317<br>17,475<br>4,225                     | \$                                 | 59,350<br>12,590<br>1,865                     | \$                  | 38,276<br>16,232<br>1,579           |
| Total Current Liabilities Deferred Income Taxes Other Noncurrent Liabilities   |                                    | 80,017<br>3,851<br>6,671                      |                                    | 73,805<br>4,491<br>7,799                      |                     | 56,087<br>3,851<br>6,402            |
| Stockholders' Equity: Class A Common Stock, issued 23,439,466 shares, 23,364,618 shares and 23,366,403 shares at November 1, 1997, November 2, 1996 and February 1, 1997, respectively Convertible Class B Common Stock, issued and outstanding 5,264,317 shares at November 1, 1997, November 2, 1996 and February 1, 1997, |                                    | 781   |                                    | 778   |                     | 778                                 |
| respectively<br>Preferred Stock, none  |                                    | 176   |                                    | 176   |                     | 176                                 |
| Additional paid-in capital<br>Retained earnings  |                                    |   |                                    | 63,263<br>92,032                              |                     | 63,272<br>88,656                    |
| Less: Class A Common Stock in treasury,<br>at cost (851,500 shares at November 1, 1997, 175,000<br>shares at November 2, 1996 and February 1, 1997,  |                                    | 163,083                                       |                                    | 156,249                                       |                     | 152,882                             |
| respectively)  |                                    | 5,211   |                                    | 979   |                     | 979                                 |
| Total Stockholders' Equity   |                                    | 157,872                                       |                                    | 979<br><br>155, 270<br><br>241, 365           |                     | 151,903                             |
| Total  | \$                                 | 248,411                                       | \$                                 | 241,365                                       | \$                  |                                     |

See accompanying notes to consolidated financial statements.

# THE CATO CORPORATION UNAUDITED CONSOLIDATED STATEMENTS OF CASH FLOWS

| Purchases of short-term investments  Sales of short-term investments  Net cash used in investing activities  Dividends paid Purchase of treasury stock Proceeds from employee stock purchase plan Proceeds from stock options exercised  Net cash used in financing activities  (5,866) (19,555) 5,529 6,474  (20,964)  (20,964)  (3,393) (3,420) (4,232) (756) Proceeds from employee stock purchase plan 229 269 Proceeds from stock options exercised  (7,217) (3,573)  |  | Nine Months Ended   |               |                     |          |  |
|--|--|---------------------|---------------|---------------------|----------|--|
| OPERATING ACTIVITIES  Net income  \$ 13,186 \$ 9,161  Adjustments to reconcile net income to net cash provided by operating activities: Depreciation 5,781 6,252 Amortization of investment premiums 75 146 Changes in operating assets and liabilities which provided (used) cash: Accounts reculvable (4,261) 899 Merchandise inventories (25,397) (34,567) Other assets 244 256 Accrued income taxes 2,646 537 Accounts payable and other liabilities 22,179  Net cash provided by operating activities 24,433 8,467  INVESTING ACTIVITIES  Expenditures for property and equipment (5,303) (7,883) Purchases of short-term investments (5,866) (19,555) Sales of short-term investments (5,660) (20,964)  FINANCING ACTIVITIES  Dividends paid (3,393) (3,420) Purchase of treasury stock (4,232) (766) Proceeds from employee stock purchase plan 229 269 Proceeds from stock options exercised 179 344  Net cash used in financing activities (7,217) (3,573)  Net Increase (Decrease) in Cash and Cash Equivalents 1,596 (16,130) Cash and Cash Equivalents at Beginning of Period 16,593 26,183  |  | November 1,<br>1997 |               | November 2,<br>1996 |          |  |
| Net income         \$ 13,186         \$ 9,161           Adjustments to reconcile net income to net cash provided by operating activities:         5,781         6,252           Depreciation         75         146           Changes in operating assets and liabilities which provided (used) cash:         75         146           Accounts receivable         (4,261)         899           Merchandise inventories         (25,397)         (34,567)           Other assets         244         256           Accounts payable and other liabilities         22,179         25,729           Net cash provided by operating activities         14,453         8,467           INVESTING ACTIVITIES         Expenditures for property and equipment         (5,303)         (7,883)           Purchases of short-term investments         (5,866)         (19,555)           Sales of short-term investments         (5,866)         (19,555)           Sales of short-term investments         (5,640)         (20,964)           FINANCING ACTIVITIES           Dividends paid         (3,393)         (3,420)           Purchase of treasury stock         (4,232)         (756)           Proceeds from employee stock purchase plan         229         289           Proceeds from employee stock purchase plan   |  |                     |               |                     |          |  |
| Adjustments to reconcile net income to net cash provided by operating activities:  Depreciation 5,781 6,252 Amortization of investment premiums 75 146 Changes in operating assets and liabilities which provided (used) cash:  Accounts receivable (4,261) 89 Merchandise inventories (25,397) (34,567) Other assets 2,44 250 Accrued income taxes 2,446 537 Accounts payable and other liabilities 22,179 25,729  Net cash provided by operating activities 14,453 8,467  INVESTING ACTIVITIES  Expenditures for property and equipment (5,303) (7,883) Purchases of short-term investments (5,866) (19,555) Sales of short-term investments (5,866) (19,555) Sales of short-term investments (5,666) (29,964)  FINANCING ACTIVITIES  Dividends paid (3,393) (3,429) Purchase of treasury stock (4,232) (766) Proceeds from employee stock purchase plan 229 269 Proceeds from stock options exercised (7,217) (3,573)  Net cash used in financing activities 1,596 (16,130) Cash and Cash Equivalents at Beginning of Period 16,593 26,183  | OPERATING ACTIVITIES                                 |                     |               |                     |          |  |
| Provided by operating activities:   Depreciation   5,781   6,252     Amortization of investment premiums   75   146     Changes in operating assets and liabilities which provided (used) cash:   Accounts receivable   (4,261)   899     Merchandise inventories   (25,397)   (34,567)     Other assets   244   250     Accrued income taxes   2,646   537     Accounts payable and other liabilities   22,179   25,729     Net cash provided by operating activities   14,453   8,407     INVESTING ACTIVITIES     Expenditures for property and equipment   (5,393)   (7,883)     Purchases of short-term investments   (5,868)   (19,555)     Sales of short-term investments   (5,646)   (20,964)     FINANCING ACTIVITIES     Dividends paid   (3,393)   (3,420)     Purchase of treasury stock   (4,232)   (756)     Proceeds from employee stock purchase plan   229   269     Proceeds from stock options exercised   179   334     Net cash used in financing activities   (7,217)   (3,573)     Net Increase (Decrease) in Cash and Cash Equivalents   1,596   (16,130)     Cash and Cash Equivalents at Beginning of Period   16,593   26,183  | Net income   | \$                  | 13,186        | \$                  | 9,161    |  |
| Depreciation   |  |                     |               |                     |          |  |
| Amortization of investment premiums Changes in operating assets and liabilities which provided (used) cash: Accounts receivable Merchandise inventories (25,397) Other assets 244 250 Accrued income taxes 2,646 537 Accounts payable and other liabilities 22,179  Net cash provided by operating activities  Expenditures for property and equipment Expenditures for property and equipment Sales of short-term investments (5,866) Sales of short-term investments (5,866) Sales of short-term investments (5,640)  Net cash used in investing activities  FINANCING ACTIVITIES  Dividends paid Purchase of treasury stock 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  1,596 (16,130) Cash and Cash Equivalents at Beginning of Period  16,593 26,183   |  |                     | <b>5 70</b> 4 |                     |          |  |
| Changes in operating assets and liabilities which provided (used) cash:  |  |                     | ,             |                     | ,        |  |
| Accounts receivable Merchandise inventories (25,397) (34,567) Other assets 244 250 Accrued income taxes Accounts payable and other liabilities 22,179 25,729  Net cash provided by operating activities  Expenditures for property and equipment Expenditures for property and equipment Expenditures for short-term investments Expenditures for short-term investments Expenditures for property and equipment Expen | Changes in operating assets and liabilities which    |                     | 75            |                     | 146      |  |
| Merchandise inventories         (25,397)         (34,567)           Other assets         244         250           Accrued income taxes         2,646         537           Accounts payable and other liabilities         22,179         25,729           Net cash provided by operating activities         14,453         8,407           INVESTING ACTIVITIES         Expenditures for property and equipment         (5,303)         (7,883)           Purchases of short-term investments         (5,866)         (19,555)           Sales of short-term investments         5,529         6,474           Net cash used in investing activities         (5,640)         (20,964)           FINANCING ACTIVITIES           Dividends paid         (3,393)         (3,420)           Purchase of treasury stock         (4,232)         (756)           Proceeds from employee stock purchase plan         229         269           Proceeds from stock options exercised         179         334           Net cash used in financing activities         (7,217)         (3,573)           Net Increase (Decrease) in Cash and Cash Equivalents         1,596         (16,130)           Cash and Cash Equivalents at Beginning of Period         16,593         26,183  |  |                     | (4.004)       |                     | 000      |  |
| Other assets   |  |                     |               |                     |          |  |
| Accrued income taxes   |  |                     |               |                     |          |  |
| Accounts payable and other liabilities 22,179 25,729  Net cash provided by operating activities 14,453 8,467  INVESTING ACTIVITIES  Expenditures for property and equipment (5,393) (7,883) Purchases of short-term investments (5,866) (19,555) Sales of short-term investments (5,666) (19,555) Sales of short-term investments (5,646) (20,964)  Net cash used in investing activities (5,640) (20,964)  FINANCING ACTIVITIES  Dividends paid (3,393) (3,420) Purchase of treasury stock (4,232) (756) Proceeds from employee stock purchase plan 229 269 Proceeds from stock options exercised 179 334  Net cash used in financing activities (7,217) (3,573)  Net Increase (Decrease) in Cash and Cash Equivalents 1,596 (16,130) Cash and Cash Equivalents at Beginning of Period 16,593 26,183  |  |                     |               |                     |          |  |
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| Net cash used in investing activities (5,640) (20,964)  FINANCING ACTIVITIES  Dividends paid (3,393) (3,420) Purchase of treasury stock (4,232) (756) Proceeds from employee stock purchase plan 229 269 Proceeds from stock options exercised 179 334  Net cash used in financing activities (7,217) (3,573)  Net Increase (Decrease) in Cash and Cash Equivalents 1,596 (16,130)  Cash and Cash Equivalents at Beginning of Period 16,593 26,183   |  |                     | (5,866)       |                     |          |  |
| FINANCING ACTIVITIES  Dividends paid (3,393) (3,420) Purchase of treasury stock (4,232) (756) Proceeds from employee stock purchase plan 229 269 Proceeds from stock options exercised 179 334  Net cash used in financing activities (7,217) (3,573)  Net Increase (Decrease) in Cash and Cash Equivalents 1,596 (16,130) Cash and Cash Equivalents at Beginning of Period 16,593 26,183  | Sales of short-term investments                      |                     | 5,529<br>     |                     |          |  |
| FINANCING ACTIVITIES  Dividends paid (3,393) (3,420) Purchase of treasury stock (4,232) (756) Proceeds from employee stock purchase plan 229 269 Proceeds from stock options exercised 179 334  Net cash used in financing activities (7,217) (3,573)  Net Increase (Decrease) in Cash and Cash Equivalents 1,596 (16,130) Cash and Cash Equivalents at Beginning of Period 16,593 26,183  | Net cash used in investing activities                |                     | (5,640)       |                     | (20,964) |  |
| Dividends paid Purchase of treasury stock 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 Period  (3,393) (4,232) (756) (29 229 239 334 (7,217) (3,573) (16,130)  | · ·  |                     |               |                     |          |  |
| Purchase of treasury stock 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 Period  (7,217)  (3,573)  (16,130)   | FINANCING ACTIVITIES                                 |                     |               |                     |          |  |
| 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 Period  129  269  269  27  27  28  29  28  27  29  29  29  29  29  29  29  29  29   |  |                     |               |                     | (3,420)  |  |
| Proceeds from stock options exercised 179 334  Net cash used in financing activities (7,217) (3,573)  Net Increase (Decrease) in Cash and Cash Equivalents 1,596 (16,130)  Cash and Cash Equivalents at Beginning of Period 16,593 26,183  |  |                     | (4,232)       |                     | (756)    |  |
| Net cash used in financing activities (7,217) (3,573)  Net Increase (Decrease) in Cash and Cash Equivalents 1,596 (16,130)  Cash and Cash Equivalents at Beginning of Period 16,593 26,183   | Proceeds from employee stock purchase plan           |                     | 229           |                     | 269      |  |
| Net Increase (Decrease) in Cash and Cash Equivalents 1,596 (16,130)  Cash and Cash Equivalents at Beginning of Period 16,593 26,183  | Proceeds from stock options exercised                |                     |               |                     |          |  |
| Net Increase (Decrease) in Cash and Cash Equivalents 1,596 (16,130)  Cash and Cash Equivalents at Beginning of Period 16,593 26,183  | Net cash used in financing activities                |                     | (7,217)       |                     | (3,573)  |  |
| Cash and Cash Equivalents at Beginning of Period 16,593 26,183   | · ·  |                     |               |                     |          |  |
|  | Net Increase (Decrease) in Cash and Cash Equivalents |                     | 1,596         |                     | (16,130) |  |
|  | Cash and Cash Equivalents at Beginning of Period     |                     | · ·           |                     |          |  |
| Cash and Cash Equivalents at End of Period \$ 18,189 \$ 10,053   | Cash and Cash Equivalents at End of Period           | \$                  | 18,189        | \$                  | 10,053   |  |

See accompanying notes to consolidated financial statements.

THE CATO CORPORATION
NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS
FOR THREE MONTHS AND NINE MONTHS ENDED NOVEMBER 1, 1997 AND
NOVEMBER 2, 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 November 1, 1997 and November 2, 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 (LOSS) PER COMMON AND COMMON EQUIVALENT SHARE:

Earnings (loss) per share is calculated by dividing net income (loss) 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 (loss) per common and common equivalent share computations were 28,214,727 shares and 28,365,202 shares for the three months and nine months ended November 1, 1997, respectively, and 28,577,429 shares and 28,706,072 shares for the three months and nine months ended November 2, 1996, respectively.

THE CATO CORPORATION NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS FOR THREE MONTHS AND NINE MONTHS ENDED NOVEMBER 1, 1997 AND NOVEMBER 2, 1996

#### NOTE 2 - EARNINGS (LOSS) PER COMMON AND COMMON EQUIVALENT SHARE - CONTINUED:

In February 1997, Statement of Financial Accounting Standards No. 128, "Earnings per Share" (SFAS 128) was issued to simplify the standards for computing earnings per share (EPS) and make them comparable to international EPS standards. SFAS 128 is effective for periods ending after December 15, 1997 and can not be adopted at an earlier date. SFAS 128 will require dual presentation of basic and diluted EPS on the face of the statement of current earnings and a reconciliation of the components of the basic and diluted EPS calculations in the notes to the financial statements. Basic EPS excludes dilution and is computed by dividing net earnings by the weighted-average number of common shares outstanding for the period. Diluted EPS is similar to fully diluted EPS pursuant to Accounting Principles Board (APB) Opinion No. 15. The Company will adopt SFAS 128 in the quarter and year ending January 31, 1998. Had the new standard been applied in the quarter ended November 1, 1997, basic and diluted EPS would not have been materially different from primary and fully diluted EPS under APB Opinion No. 15.

#### NOTE 3 - SUPPLEMENTAL CASH FLOW INFORMATION:

Interest paid during the nine months ended November 1, 1997 and November 2, 1996 was \$194,000 and \$155,000, respectively. Income tax payments for the nine months ended November 1, 1997 and November 2, 1996 were \$2,869,000 and \$4,494,000, respectively.

#### 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

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#### 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 Mon           | ths Ended           | Nine Months Ended   |                     |  |  |
|--|---------------------|---------------------|---------------------|---------------------|--|--|
|  | November 1,<br>1997 | November 2,<br>1996 | November 1,<br>1997 | November 2,<br>1996 |  |  |
| Total retail sales<br>Total revenues                             | 100.0%<br>103.5     | 100.0%<br>103.1     | 100.0%<br>103.3     | 100.0%<br>103.0     |  |  |
| Cost of goods sold, including occupancy, distribution and buying | 72.8                | 75.3                | 70.3                | 70.9                |  |  |
| Selling, general and administrative                              | 27.0                | 27.1                | 25.9                | 26.0                |  |  |
| Income (loss) before income taxes                                | 1.9                 | (1.3)               | 5.4                 | 4.2                 |  |  |
| Net income (loss)  | 1.3                 | (0.8)               | 3.7                 | 2.7                 |  |  |

COMPARISON OF THIRD QUARTER AND FIRST NINE MONTHS OF 1997 WITH 1996.

#### OPERATING RESULTS

Total retail sales for the third quarter were \$109.9 million compared to last year's third quarter sales of \$108.1 million, a 2% increase. Same-store sales increased 3% in this year's third quarter. For the nine months ended November 1, 1997, total retail sales increased 4% over the prior year's first nine months, while same-store sales increased 5% for the comparable nine month period. The increase in retail sales for the first nine months of 1997 resulted from the Company's store development activity, a more customer attuned merchandise offering and more aggressive pricing. The Company operated 688 stores at November 1, 1997 compared to 694 stores at the end of last year's third quarter.

Other income for the third quarter and first nine months of 1997 increased 14% and 15%, respectively, over the prior year's comparable periods. The increase in the current year resulted primarily from increased finance charge income on the Company's customer accounts receivable and by increased earnings from cash equivalents and short-term investments.

Cost of goods sold, including occupancy, distribution and buying expenses were 72.8% and 70.3% of total retail sales for the third quarter and first nine months of 1997, respectively, compared to 75.3% and 70.9% for last year's comparable three and nine month periods. The decrease in cost of goods sold as a percent of retail sales resulted primarily from a decrease in initial mark-up and lower markdowns.

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

#### OPERATING RESULTS - CONTINUED

Selling, general and administrative (SG&A) expenses were \$29.7 million and \$91.4 million for the third quarter and first nine months of this year, respectively, compared to \$29.3 million and \$88.5 million for last year's comparable three and nine months periods, respectively. Expenses remained well controlled and were under planned levels.

#### LIQUIDITY AND CAPITAL RESOURCES

At November 1, 1997, the Company had working capital of \$112.6 million, compared to \$106.6 million at November 2, 1996 and \$105.4 million at February 1, 1997. Cash provided from operating activities was \$14.5 million for the nine months ended November 1, 1997, compared to \$8.4 million for last year's comparable nine month period. The Company had no borrowings under its revolving credit agreement at November 1, 1997 or November 2, 1996. At November 1, 1997, the Company had cash, cash equivalents, and short-term investments of \$52.0 million, compared to \$44.7 million at November 2, 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 for an additional year.

Expenditures for property and equipment totaled \$5.3 million for the nine months ended November 1, 1997, compared to \$7.9 million of expenditures in last year's first nine months. The Company expects total capital expenditures to be approximately \$9.0 million for the current fiscal year. The Company intends to open 55 new stores and to relocate or expand 16 stores during the current fiscal year. For the nine months ended November 1, 1997, the Company had opened 46 new stores, relocated or expanded 14 stores, and closed 13 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.

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### 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) 27 Financial Data Schedule (for SEC use only)
- (B) No Reports on Form 8-K were filed during the quarter ended November 1, 1997.

## 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

| December 10, 1997 | /s/ Wayland H. Cato, Jr.  |
|-------------------|---|
| Date              | Wayland H. Cato, Jr.<br>Chairman of the Board of<br>Directors and Chief Executive Officer                 |
| December 10, 1997 | /s/ Alan E. Wiley   |
| Date              | Alan E. Wiley<br>Senior Executive Vice President-Secretary,<br>Chief Financial and Administrative Officer |

THE SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE BALANCE SHEET AND INCOME STATEMENT AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

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