OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES
For the transition period from to

THE CATO CORPORATION AND SUBSIDIARIES
(Exact name of registrant as specified in its charter)
Delaware 56-0484485

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(State or other jurisdiction
(I.R.S. Employer
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    of incorporation)
    Identification No.)

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8 1 0 0 ~ D e n m a r k ~ R o a d , ~ C h a r l o t t e , ~ N o r t h ~ C a r o l i n a ~ 2 8 2 7 3 - 5 9 7 5 ~
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(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 August 18, 1997, there were $22,595,612$ shares of Class A Common Stock and 5,264,317 shares of Class B Common Stock outstanding.

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## PART I FINANCIAL INFORMATION

THE CATO CORPORATION
UNAUDITED CONSOLIDATED STATEMENTS OF INCOME

|  | Three Months Ended |  | Six Months Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { August 2, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { August } 3, \\ 1996 \end{gathered}$ | $\begin{gathered} \text { August 2, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { August } 3 \\ 1996 \end{gathered}$ |
|  | (In th | usands, ex | pt per sh | e data) |
| REVENUES |  |  |  |  |
| Retail sales | \$120,901 | \$112,747 | \$244, 152 | \$232,775 |
| Other income (principally finance and layaway charges) | 3,550 | 3,208 | 7,799 | 6,719 |
| Total revenues | 124,451 | 115,955 | 251,951 | 239,494 |
| COSTS AND EXPENSES |  |  |  |  |
| Cost of goods sold, including occupancy, |  |  |  |  |
| Selling, general and administrative | 30,949 | 29,591 | 61,681 | 59,246 |
| Depreciation | 1,967 | 2,123 | 3,908 | 4,197 |
| Interest | 68 | 66 | 131 | 131 |
| Total expenses | 118,938 | 112,329 | 234,730 | 223,897 |
| INCOME BEFORE INCOME TAXES | 5,513 | 3,626 | 17,221 | 15,597 |
| Income taxes | 1,737 | 1,287 | 5,425 | 5,537 |
| NET INCOME | \$ 3,776 | \$ 2,339 | \$ 11,796 | \$ 10,060 |
| EARNINGS PER COMMON AND COMMON |  |  |  |  |
| EQUIVALENT SHARE | \$ 0.13 | \$ 0.08 | \$ 0.41 | \$ 0.35 |
| DIVIDENDS PER SHARE | \$ 0.04 | \$ 0.04 | \$ 0.08 | \$ 0.08 |

[^0]August 2，
1997
（Unaudited）
August 3，
1996
（Unaudited）
---------1
（In thousands）

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

LIABILITIES AND STOCKHOLDERS＇EQUITY
Current Liabilities
Accounts payable
Accrued expenses
Income taxes
Total Current Liabilities
Deferred Income Taxes
Other Noncurrent Liabilities
Stockholders＇Equity：
Class A Common Stock，issued $23,395,612$ shares，
$23,340,519$ shares and $23,366,403$ shares at
August 2，1997，August 3， 1996 and February 1，1997， respectively

> | $\$ 24,068$ |
| ---: |
| 34,739 |
| 44,689 |
| 69,401 |
| 2,014 |
| 4,026 |
| ------ |
| 178,937 |
| 50,470 |
| 5,456 |
| ----- |
| $\$ 234,863$ |
| $=======$ |
|  |
|  |
| $\$ 45,471$ |
| 16,729 |
| 4,616 |
| ------ |
| 66,816 |
| 3,851 |
| 6,471 |

Convertible Class B Common Stock，issued and
outstanding 5，264，317 shares at August 2，1997，
August 3， 1996 and February 1，1997，respectively
Preferred Stock，none
Additional paid－in capital
Retained earnings

Less Class A Common Stock in treasury，
at cost（800，000 shares at August 2，1997，40，000
shares at August 3，1996，and 175,000 shares at
February 1，1997）
Total Stockholders＇Equity
Total
\＄24， 815
34，617
35，448
69，734
1， 825
4，368
170， 807
55，504
5，261
－－－－－－－－
＝＝＝＝＝＝＝＝
$\$ 46,113$
11,473
3,878
------
61,464
4,491
7,667
\＄38，276
16，232
1，579
56， 087
3， 851
6，402
4， 491
7,667
\＄218， 243
＝＝＝＝＝＝＝＝＝
\＄16，593
33，512
43，192
63，968
2， 014
2，181
161，460
51， 333
5，450

162，526

4， 801
157，725
－－－－－－－－
＝＝＝＝＝＝＝＝

223
777

176
63，151
94， 069
－－－－－－
教

157，950
－－－－－－－－
\＄231，572
＝＝＝＝＝＝＝

778
176
--
3,272
8,656
----
2,882
176
--
63,272
88,656
-----
52,882
88，656
---------
152,882
February 1， 1997
$\qquad$

979
151，903
－－－－－－－－
＝ニニニニニニニニ

See accompanying notes to consolidated financial statements．

| Six Months Ended |  |
| :---: | :---: |
| August 2, | August |
| 1997 | 1996 |

## 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
$(3,357)$
$(5,468)$
Purchases of short-term investments
$(5,103)$
3,825
$(18,711)$
5, 691
$(4,635)$
$(18,488)$
Net cash used in investing activities
(4, 635

-     -         - . . -
$3,908 \quad 4,197$

| $(1,497)$ | 4,344 |
| :---: | :---: |
| $(5,433)$ | $(11,294)$ |
| $(1,851)$ | $(2,049)$ |
| 3,037 | 2,550 |
| 8,073 | 10,990 |
| .$--\ldots$ | .....-- |

18, 084
18,912
-----
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## 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
Cash and Cash Equivalents at Beginning of Year
Cash and Cash Equivalents at End of Period

| $(2,272)$ | $(2,282)$ |
| :---: | ---: |
| $(3,822)$ | -- |
| 114 | 156 |
| 6 | 334 |

$(5,974)$
$(1,792)$
-----
7,475
$(1,368)$
16,593
26,183
\$ 24, 068
\$ 24, 815

THE CATO CORPORATION
NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS
FOR THREE MONTHS AND SIX MONTHS ENDED AUGUST 2, 1997 AND
AUGUST 3, 1996

NOTE 1 - GENERAL:

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The consolidated financial statements have been prepared from the accounting records of The Cato Corporation (the Company) and all amounts shown at August 2, 1997 and August 3, 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 $28,376,044$ shares and $28,440,440$ shares for the three months and six months ended August 2, 1997, respectively, and 28,622,744 shares and 28,770,393 shares for the three months and six months ended August 3, 1996, respectively.

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 ending August 2, 1997, basic and diluted EPS would have been the same as primary and fully diluted EPS under APB Opinion No. 15.

THE CATO CORPORATION
NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS
FOR THREE MONTHS AND SIX MONTHS ENDED AUGUST 2, 1997 AND
AUGUST 3, 1996

NOTE 3 - SUPPLEMENTAL CASH FLOW INFORMATION:

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Interest paid during the six months ended August 2, 1997 and August 3, 1996 was $\$ 83,000$ and $\$ 122,000$, respectively. Income tax payments, net of refunds received, for the six months ended August 2, 1997 and August 3, 1996 were \$2,359,000 and \$2,975,000, 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

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 Months Ended |  |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { August 2, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { August 3, } \\ 1996 \end{gathered}$ |
| Total retail sales | 100.0\% | 100.0\% |
| Total revenues | 102.9 | 102.8 |
| Cost of goods sold, including occupancy, distribution and buying | 71.1 | 71.4 |
| Selling, general and administrative | 25.6 | 26.2 |
| Income before income taxes | 4.5 | 3.2 |
| Net income | 3.1 | 2.1 |

Comparison of Second Quarter and First Six Months of 1997 with 1996.

OPERATING RESULTS

Total retail sales for the second quarter were $\$ 120.9$ million compared to last year's second quarter sales of $\$ 112.7$ million, a $7 \%$ increase. Same-store sales increased 8\% in this year's second quarter. For the six months ended August 2, 1997, total retail sales increased $5 \%$ over the prior year's first six months, and same-store sales increased $5 \%$ for the comparable six month period. The increase in retail sales for the first six months of 1997 resulted from the Company's store development activity, an improved customer offering and commitments to key item basic product at everyday competitive prices. The Company operated 677 stores at August 2, 1997 compared to 688 stores at the end of last year's second quarter.

Other income for the second quarter and first six months of 1997 increased $11 \%$ and $16 \%$, 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 $71.1 \%$ and $69.2 \%$ of total retail sales for the second quarter and first six months of 1997, respectively, compared to $71.4 \%$ and $68.9 \%$ for last year's comparable three and six month periods. The increase in cost of goods sold as a percent of retail sales resulted primarily from a planned decrease in initial mark-up.

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 $\$ 30.9$ million and $\$ 61.7$ million for the second quarter and first six months of this year, respectively, compared to $\$ 29.6$ million and $\$ 59.2$ million for last year's comparable three and six month periods, respectively. Expenses remained well controlled and were under planned levels.

LIQUIDITY AND CAPITAL RESOURCES

At August 2, 1997, the Company had working capital of $\$ 112.1$ million, compared to $\$ 109.3$ million at August 3, 1996 and $\$ 105.4$ million at February 1, 1997. Cash provided from operating activities was $\$ 18.1$ million for the six months ended August 2, 1997, compared to $\$ 18.9$ million for last year's comparable six month period. The Company had no borrowings under its revolving credit agreement at August 2, 1997 or August 3, 1996. At August 2, 1997, the Company had cash, cash equivalents, and short-term investments of $\$ 58.8$ million, compared to $\$ 59.4$ million at August 3, 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 $\$ 3.4$ million for the six months ended August 2, 1997, compared to $\$ 5.5$ million of expenditures in last year's first six months. The Company expects total capital expenditures to be approximately $\$ 9.2$ million for the current fiscal year. The Company intends to open approximately 60 new stores and to relocate or expand 20 stores during the current fiscal year. For the six months ended August 2, 1997, the Company had opened 31 new stores, relocated or expanded 9 stores, and closed 9 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.

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

LIQUIDITY AND CAPITAL RESOURCES - CONTINUED

Form 10-Q includes "forward-looking statements" within the meaning of Section 27A of the Securities Act and Section 21E of the Exchange Act. All statements other than statements of historical facts included in the Form 10-Q and located elsewhere herein regarding the Company's financial position and business strategy may constitute forward-looking statements. Although the Company believes that the expectations reflected in such forward-looking statements are reasonable, it can give no assurance that such expectations will prove to be correct.

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

Following are the results of the matters voted upon at the Company's Annual Meeting which was held on May 22, 1997.

Election of Directors:

Mr. John P. Derham Cato - For 72,625,876 ; Abstaining 264,893
Mr. Alan E. Wiley - For 72,625,876 ; Abstaining 264,893
Ms. Clarice Cato Goodyear - For 72,625,780 ; Abstaining 264,989
Mr. Paul Fulton - For 72,680,637 ; Abstaining 210,132
Mr. James H. Shaw - For 72,680,637 ; Abstaining 210,132

Ratification of Deloitte \& Touche LLP as Independent Auditors

For 72,865,948 ; Abstaining 13,127 ; Against 11,694
ITEM 5. OTHER INFORMATION
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None
ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K
(A) Exhibit 27 - FDS (for SEC use only).
(B) No Reports on Form 8-K were filed during the quarter ended August 2, 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

## September 10, 1997

Date
/s/ Wayland H. Cato, Jr.
Wayland H. Cato, Jr.
Chairman of the Board of
Directors and Chief Executive Officer

September 10, 1997
Date
/s/ Alan E. Wiley
Alan E. Wiley
Senior Executive Vice President-Secretary,
Chief Financial and Administrative Officer SHEET AND INCOME STATEMENT AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

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6-MOS
            JAN-31-1998
            AUG-02-1997
                                    24,068
            34,739
            49,050
                    4,361
                    69,401
        178,937
                                    94,551
            44,081
            234,863
        66,816
        0
                                    0
                                    955
            156,770
234,863
                                    244,152
    251,951
                                    169,010
            169,010
                0
            1,787
            131
            17,221
                5,425
            11,796
                0
                        0
                    0
            11,796
            0.41
                    0
```


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

