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 2, 1998

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

For the transition period from $\qquad$ to

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 (I.R.S. Employer of incorporation) 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 $15(\mathrm{~d})$ 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 May 15, 1998, there were $22,353,671$ shares of Class A Common Stock and $5,264,317$ shares of Class $B$ Common Stock outstanding.

# THE CATO CORPORATION 

FORM 10-Q
May 2, 1998

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PART I FINANCIAL INFORMATION

THE CATO CORPORATION
UNAUDITED CONSOLIDATED STATEMENTS OF INCOME


| REVENUES |  |  |
| :---: | :---: | :---: |
| Retail sales | \$136, 174 | \$123, 251 |
| Other income (principally finance and layaway charges) | 4,870 | 4,249 |
| Total revenues | 141, 044 | 127,500 |
| COSTS AND EXPENSES |  |  |
| Cost of goods sold, including occupancy, distribution and buying | 89,179 | 83,056 |
| Selling, general and administrative | 33, 090 | 30,732 |
| Depreciation | 1,865 | 1,941 |
| Interest | 66 | 63 |
| Total expenses | 124,200 | 115,792 |
| INCOME BEFORE INCOME TAXES | 16,844 | 11,708 |
| Income taxes | 5,727 | 3,688 |
| NET INCOME | \$ 11, 117 | \$ 8,020 |
| BASIC EARNINGS PER SHARE | \$ . 40 | \$ . 28 |
| DILUTED EARNINGS PER SHARE | \$ . 39 | \$ . 28 |
| DIVIDENDS PER SHARE | \$ . 045 | \$ . 04 |


| May 2， | May 3， | January 31， |
| :---: | :---: | :---: |
| 1998 | 1997 | 1998 |
| （Unaudited） | （Unaudited） |  |
|  | rs in thous |  |

ASSETS
Current Assets

Cash and cash equivalents
Short－term investments
Accounts receivable－net
Merchandise inventories
Deferred income taxes
Prepaid expenses

Total Current Assets
Property and Equipment－net Other Assets

## Total

LIABILITIES AND STOCKHOLDERS＇EQUITY
Current Liabilities
Accounts payable
Accrued expenses
Income taxes

Total Current Liabilities
Deferred Income Taxes
Other Noncurrent Liabilities
$\$ 39,038$
43,342
44,212
72,968
3,001
4,034
-----
206,595
49,821
6,176
------
$\$ 262,592$
$======$

Stockholders＇Equity：
Class A Common Stock，issued 23，672，371 shares， $23,394,572$ shares and $23,502,647$ shares at May 2，1998，May 3， 1997 and January 31，1998， respectively
Convertible Class B Common Stock，issued and outstanding $5,264,317$ shares at May 2，1998，
May 3， 1997 and January 31，1998，respectively
Preferred Stock，none
Additional paid－in capital
Retained earnings

Less：Class A Common Stock in treasury，
at cost $(1,361,500$ shares at May $2,1998,175,000$
shares at May 3，1997，and 1，371，500 shares
at January 31，1998，respectively）
Total Stockholders＇Equity
Total
$\$ 57,734$
16,672
7,751
------
82,157
5,296
6,503

788
\＄53， 272
15，575
5，238
－－－－－－－
74， 085
3， 851
6，490

779



65，404
111， 368

177，736

9，100
168，636
－－－－－－－
\＄262， 592
＝＝＝＝＝＝＝＝
95，538
159,884
\＄25， 017
34，790
45， 693
75，171
2，014
4， 317
187， 002
50， 939
5，390
\＄243， 331
ニニニニニニニニ
\＄41， 644 27，843 47，186 64， 226 2，958 1，686

185，543
49， 801
6， 093
\＄241， 437
＝＝＝＝＝＝＝
\＄52，931
17， 244
2，041
72，216
5，296
6，409

783

176
64，187
101，537
166，683

9， 167
157，516
\＄241， 437
＝＝＝＝＝＝＝

See accompanying notes to consolidated financial statements．

UNAUDITED CONSOLIDATED STATEMENTS OF CASH FLOWS

Three Months Ended

| $\begin{gathered} \text { May 2, } \\ 1998 \end{gathered}$ | $\begin{gathered} \text { May 3, } \\ 1997 \end{gathered}$ |
| :---: | :---: |
| (Dolla | sands) |

## OPERATING ACTIVITIES

Net income

Adjustments to reconcile net income to net cash provided by operating activities: Depreciation
Amortization of investment premiums
Loss on disposal of property and equipment 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

## 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 Period

Cash and Cash Equivalents at End of Period

\$ 8,020

| 1,865 | 1,941 |
| ---: | ---: |
| 22 | 27 |


| 2,974 | $(2,501)$ |
| :---: | ---: |
| $(8,742)$ | $(11,203)$ |
| $(2,431)$ | $(2,076)$ |
| 5,710 | 3,659 |
| 4,455 | 14,636 |

15,312
12,503
------- $\qquad$
$(1,756)$

| $(16,234)$ | $(3,080)$ |
| :---: | :---: |
| 600 | 1,775 |

$(17,861)$
$(3,061)$
-------- -
-------

| 41,644 | 16,593 |
| ---: | ---: |
| ------------ |  |
| $\$ 39,038$ | $\$ 25,017$ |

THE CATO CORPORATION
NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS
FOR THREE MONTHS ENDED MAY 2, 1998 AND MAY 3, 1997

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 2, 1998 and May 3, 1997 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.

In the first quarter of fiscal 1998, the Company adopted Statement of Financial Accounting Standards No. 130, "Reporting Comprehensive Income" ("SFAS 130"). Total comprehensive income for the quarters ended May 2, 1998 and May 3, 1997 was \$11,047,000 and \$8,020,000, respectively. Total comprehensive income is composed of net income and unrealized losses on available-for-sale securities.

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

In April 1998, the Company transferred 10,000 shares of Class A Common Stock from treasury stock to its Employee Stock Ownership Plan as the contribution for the fiscal year ended January 31, 1998.

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

Statement of Financial Accounting Standards No. 131, "Disclosures about Segments of an Enterprise and Related Information" ("SFAS 131") became effective in the first quarter of fiscal 1998. Management is currently evaluating the effects of SFAS 131, if any, on the Company's financial reporting disclosures for the year ended January 30, 1999.

THE CATO CORPORATION
NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS
FOR THREE MONTHS ENDED MAY 2, 1998 AND MAY 3, 1997

NOTE 2 - EARNINGS PER SHARE:
Earnings per share is calculated by dividing net income by the weighted-average number of Class $A$ and Class $B$ common shares outstanding during the respective periods. The weighted-average number of shares used in the basic earnings per share computations was $27,499,658$ shares and $28,463,764$ shares for the three months ended May 2, 1998 and May 3, 1997, respectively. The weighted-average number of shares representing the dilutive effect of stock options was 702,228 and 40,174 for the three months ended May 2, 1998 and May 3, 1997, respectively. The weighted-average number of shares used in the diluted earnings per share computations was $28,201,886$ and $28,503,938$ for the three months ended May 2, 1998 and May 3, 1997, respectively.

## NOTE 3 - SUPPLEMENTAL CASH FLOW INFORMATION:

Interest paid during the three months ended May 2, 1998 and May 3, 1997 was $\$ 35,000$ and $\$ 61,000$, respectively. Income tax payments, net of refunds received, for the three months ended May 2, 1998 and May 3, 1997 were $\$ 646,000$ and $\$ 1,133,000$, respectively.

NOTE 4 - FINANCING ARRANGEMENTS:
At May 2, 1998, the Company had an 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 2000 and the letter of credit facility is renewable annually. The revolving credit agreement contains various financial covenants, including the maintenance of specific financial ratios. There were no borrowings outstanding under the agreement at May 2, 1998 or May 3, 1997.

In May 1998, the unsecured credit agreement was amended to add the $\$ 15$ million letter of credit facility to the $\$ 20$ million revolving credit facility. The entire $\$ 35$ million dollar unsecured credit facility was extended to May 2001 with no change in financial covenants or maintenance of specific financial ratios.

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 a percentage of total retail sales:

|  | Three Months Ended |  |
| :--- | :---: | :---: |
|  | May 2, | May 3, |
|  | 1998 | 1997 |
|  |  |  |
| Total retail sales | $100.0 \%$ | $100.0 \%$ |
| Total revenues | 103.6 | 103.5 |
| Cost of goods sold, including occupancy, |  |  |
| distribution and buying | 65.5 | 67.4 |
| Selling, general and administrative | 24.3 | 24.9 |
| Income before income taxes | 12.4 | 9.5 |
| Net income | 8.2 | 6.5 |

Comparison of First Quarter of 1998 with 1997.

## OPERATING RESULTS

Total retail sales for the first quarter were $\$ 136.2$ million compared to last year's first quarter sales of $\$ 123.3$ million, an $11 \%$ increase. Same-store sales increased 7\% in this year's first quarter. The increase in retail sales for the first quarter resulted from the Company's continued everyday low price strategy, improved merchandise content, and an increase in store development activity. The Company operated 697 stores at May 2, 1998 compared to 669 stores at the end of last year's first quarter.

Other income for the first quarter increased $15 \%$ over last year's first quarter. The increase in the current year resulted primarily from increased finance and late 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 $65.5 \%$ of total retail sales for the current year's first quarter, compared to $67.4 \%$ for last year's first three months. The decrease in cost of goods sold as a percent of retail sales resulted primarily from much improved merchandise offerings, more timely and aggressive markdowns and tighter merchandise planning and control.

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 \$33.1 million, or $24.3 \%$ of retail sales, for this year's first quarter compared to $\$ 30.7$ million, or 24.9\% of retail sales, in last year's first quarter. Expenses remained well controlled and were under planned levels.

## LIQUIDITY AND CAPITAL RESOURCES

At May 2, 1998, the Company had working capital of $\$ 124.4$ million, compared to $\$ 112.9$ million at May 3, 1997 and $\$ 113.3$ million at January 31, 1998. Cash provided by operating activities was $\$ 15.3$ million for the three months ended May 2 , 1998 , compared to $\$ 12.5$ million for last year's comparable three month period. The Company had no borrowings under its revolving credit agreement at May 2, 1998 or May 3, 1997. At May 2, 1998, the Company had cash, cash equivalents, and short-term investments of $\$ 82.4$ million, compared to $\$ 59.8$ million at May 3, 1997 and $\$ 69.5$ million at January 31, 1998.

At May 2, 1998, the Company had an 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 2000 and the letter of credit facility is renewable annually. The revolving credit agreement contains various financial covenants, including the maintenance of specific financial ratios.

In May 1998, the unsecured credit agreement was amended to add the $\$ 15$ million letter of credit facility to the $\$ 20$ million revolving credit facility. The entire $\$ 35$ million dollar unsecured credit facility was extended to May 2001 with no change in financial covenants or maintenance of specific financial ratios.

Expenditures for property and equipment totaled $\$ 2.2$ million for the three months ended May 2, 1998, compared to $\$ 1.8$ million of expenditures in last year's first three months. The Company expects total capital expenditures to be approximately $\$ 13$ million for the current fiscal year. The Company intends to open approximately 65 new stores and to relocate or expand 20 stores during the current fiscal year. For the three months ended May 2, 1998, the Company had opened 10 new stores, relocated 7 stores, and closed 6 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) None
(B) No Reports on Form 8-K were filed during the quarter ended May 2, 1998.

## 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 11, 1998
Date

June 11, 1998

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

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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3-MOS
    JAN-30-1999
        MAY-02-1998
                                    39,038
            43,342
            48,887
                4,675
                72,968
        206,595
                                    97,904
            48,083
            262,592
    82,157
        0
                    0
                    964
            167,672
262,592
                                    136,174
        141,044
                                    89,179
            89,179
            0
            949
            66
            16,844
                5,727
            11,117
                0
            0
                    0
            11,117
            0.40
            0.39
```

