## FORM 10-Q

[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{D})$ OF THE SECURITIES EXCHANGE ACT OF 1934
For the quarterly period ended May 1, 1999

OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{D})$ OF THE

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)

8100 Denmark Road, Charlotte, North Carolina 28273-5975
(Address of principal executive offices)
(Zip Code)
(704) $554-8510$
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 14, 1999, there were $21,227,474$ 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 |  |
| :---: | :---: |
| MAY 1, | May 2, |
| 1999 | 1998 |

(DOLLARS IN THOUSANDS, EXCEPT PER SHARE DATA)
REVENUES
Retail sales
Other income (principally finance and layaway charges)
Total revenues
COSTS AND EXPENSES
Cost of goods sold
Selling, general and administrative
Depreciation
Interest
$\quad$ Total expenses
INCOME BEFORE INCOME TAXES
Income taxes
NET INCOME
BASIC EARNINGS PER SHARE
DILUTED EARNINGS PER SHARE
DIVIDENDS PER SHARE
See accompanying notes to consolidated financial statements.

| \$153,383 | \$136,174 |
| :---: | :---: |
| 4,872 | 4,870 |
| 158,255 | 141,044 |


| 100,169 | 89,179 |
| :---: | :---: |
| 34,922 | 33,090 |
| 2,023 | 1,865 |
| 6 | 66 |
| 137,120 | 124,200 |
| 21,135 | 16,844 |
| 7,397 | 5,727 |
| \$ 13,738 | \$ 11,117 |
| \$ . 52 | . 40 |
| \$ . 51 | . 39 |
| \$ . 055 | \$ . 045 |

[^0]THE CATO CORPORATION
CONSOLIDATED BALANCE SHEETS

| MAY 1, | May 2, | January 30, |
| :---: | :---: | :---: |
| 1999 | 1998 | 1999 |

(DOLLARS IN THOUSANDS)

## 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

$\$ 42,861$
53,273
44,165
75,457
3,475
2,646
-------
221,87
56,77
6,28
-------
$\$ 284,93$
$\$ 39,038$
43,342
44,212
72,968
3,001
4,034
-------
206,595
49,821
6,176
-------
$\$ 262,592$
\$ 44,068
42,141
44,536
61,112
3,372
2,374
197,603
54,740
6,170
$\$ 258,513$

LIABILITIES AND STOCKHOLDERS' EQUITY
Current Liabilities
Accounts payable
Accrued expenses
Income taxes
Total Current Liabilities
$\$ 66,895$
17,425
7,53
------
91,851
5,8
7,001
\$ 57, 734
\$ 52,391
20,991
7,75
197

Deferred Income Taxes
Other Noncurrent Liabilities
Stockholders' Equity:
Class A Common Stock, issued $24,101,474$ shares, $23,672,371$ shares and 24,070,519 shares at May 1, 1999, May 2, 1998 and January 30, 1999, respectively
Convertible Class B Common Stock, issued and
outstanding $5,264,317$ shares at May 1, 1999
May 2, 1998 and January 30, 1999, respectively
Additional paid-in capital
Retained earnings

| 176 | 176 | 176 |
| ---: | ---: | ---: |
| 70,147 | 65,404 | 69,878 |
| 132,436 | 111,368 | 120,590 |
| -------- | -------- | ------- |
| 203,562 | 177,736 | 191,446 |
|  |  |  |
| 23,279 | 9,100 | 19,212 |
| -------- | ------- | ------- |
| 180,283 | 168,636 | 172,234 |
| -------- | -------- | -------- |
| $\$ 284,937$ | $\$ 262,592$ | $\$ 258,513$ |

THE CATO CORPORATION
UNAUDITED CONSOLIDATED STATEMENTS OF CASH FLOWS

## 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

Purchases of treasury stock
Proceeds from employee stock purchase plan
Proceeds from stock options exercised

Net cash used in financing activities

Net Decrease in Cash and Cash Equivalents
Cash and Cash Equivalents at Beginning of Period

Cash and Cash Equivalents at End of Period

| $(1,477)$ |  | $(1,216)$ |
| :---: | :---: | :---: |
| $(4,577)$ |  | -- |
| 237 |  | 177 |
| 12 |  | 982 |
| $(5,805)$ |  | (57) |
| $(1,207)$ |  | $(2,606)$ |
| 44,068 |  | 41,644 |
| 42,861 | \$ | 39,038 |

See accompanying notes to consolidated financial statements.

THE CATO CORPORATION
NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS
FOR THREE MONTHS ENDED MAY 1, 1999 AND MAY 2, 1998

## NOTE 1 - GENERAL:

The consolidated financial statements have been prepared from the accounting records of The Cato Corporation and its wholly-owned subsidiaries (the Company) and all amounts shown at May 1, 1999 and May 2, 1998 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 a component of other comprehensive income.

Total comprehensive income for the quarters ended May 1, 1999 and May 2, 1998 was $\$ 13,323,000$ and $\$ 11,047,000$, respectively. Total comprehensive income is composed of net income and unrealized losses on available-for-sale securities.

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

In March 1999, the Company transferred 63,000 shares of Class A Common Stock from treasury stock to its Employee Stock Ownership Plan as the contribution for the fiscal year ended January 30, 1999. In the first quarter of fiscal 1999, the Company repurchased 569,000 shares of Class A Common Stock for $\$ 4,577,000$, or an average price of $\$ 8.04$ per share.

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

## 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 $26,659,565$ shares and $27,499,658$ shares for the three months ended May 1, 1999 and May 2, 1998, respectively. The weighted-average number of shares representing the dilutive effect of stock options was 248,834 and 702,228 for the three months ended May 1, 1999 and May 2, 1998, respectively. The weighted-average number of shares used in the diluted earnings per share computations was $26,908,399$ and $28,201,886$ for the three months ended May 1, 1999 and May 2, 1998, respectively.

THE CATO CORPORATION
NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS
FOR THREE MONTHS ENDED MAY 1, 1999 AND MAY 2, 1998

NOTE 3 - SUPPLEMENTAL CASH FLOW INFORMATION:
Interest paid during the three months ended May 1, 1999 and May 2, 1998 was $\$ 3,000$ and $\$ 35,000$, respectively. Income tax payments, net of refunds received, for the three months ended May 1, 1999 and May 2, 1998 were $\$ 181,000$ and $\$ 646,000$, respectively.

NOTE 4 - FINANCING ARRANGEMENTS:
At May 1, 1999, the Company had an unsecured revolving credit agreement which provides for borrowings of up to $\$ 35$ million. The revolving credit agreement is committed until May 2001. The credit agreement contains various financial covenants and limitations, including the maintenance of specific financial ratios. The Company was in compliance with all financial covenants and ratios and there were no borrowings outstanding under the agreement at May 1, 1999 or May 2, 1998.

NOTE 5 - REPORTABLE SEGMENT INFORMATION:

The Company has two reportable segments: retail and credit. The following schedule summarizes certain segment information (in thousands):

| Three Months Ended May 1, 1999 | Retail | Credit | Total |
| :--- | ---: | ---: | ---: |
|  |  |  |  |
| Revenues | $\$ 155,396$ | $\$ 2,859$ | $\$ 158,255$ |
| Income before taxes | 20,239 | 896 | 21,135 |

Three Months Ended May 2, 1998 $\qquad$

| Revenues | $\$ 138,280$ | $\$ 2,764$ | $\$ 141,044$ |
| :--- | ---: | ---: | ---: |
| Income before taxes | 16,065 | 779 | 16,844 |

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:


COMPARISON OF FIRST QUARTER OF 1999 WITH 1998.

## OPERATING RESULTS

Total retail sales for the first quarter were $\$ 153.4$ million compared to last year's first quarter sales of $\$ 136.2$ million, a $13 \%$ 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 offerings, and an increase in store development activity. The Company operated 753 stores at May 1, 1999 compared to 697 stores at the end of last year's first quarter.

Cost of goods sold were $65.3 \%$ of total retail sales for the current year's first quarter, compared to $65.5 \%$ for last year's first three months. The decrease in cost of goods sold as a percent of retail sales resulted by maintaining timely and aggressive markdowns on slow moving merchandise, eliminating unprofitable promotions and improving inventory flow.

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 $\$ 34.9$ million, or $22.8 \%$ f retail sales, for this year's first quarter compared to $\$ 33.1$ million, or $24.3 \%$ of retail sales, in last year's first quarter. Expenses remained well controlled and were under planned levels.

## LIQUIDITY AND CAPITAL RESOURCES

At May 1, 1999, the Company had working capital of $\$ 130.0$ million, compared to $\$ 124.4$ million at May 2, 1998 and $\$ 124.0$ million at January 30, 1999. Cash provided by operating activities was $\$ 20.6$ million for the three months ended May 1, 1999, compared to $\$ 15.3$ million for last year's comparable three month period. The Company had no borrowings under its revolving credit agreement at May 1, 1999 or May 2, 1998. At May 1, 1999, the Company had cash, cash equivalents, and short-term investments of $\$ 96.1$ million, compared to $\$ 82.4$ million at May 2, 1998 and $\$ 86.2$ million at January 30, 1999.

At May 1, 1999, the Company had an unsecured revolving credit agreement which provides for borrowings of up to $\$ 35$ million. The revolving credit agreement is committed until May 2001. The credit agreement contains various financial covenants and limitations, including the maintenance of specific financial ratios. The Company was in compliance with all financial covenants and ratios and there were no borrowings outstanding under the agreement at May 1, 1999 or May 2, 1998.

Expenditures for property and equipment totaled $\$ 4.2$ million for the three months ended May 1, 1999, compared to $\$ 2.2$ million of expenditures in last year's first three months. The Company expects total capital expenditures to be approximately $\$ 24$ million for the current fiscal year. The Company intends to open approximately 75 new stores, close 10 stores and to relocate 24 stores during the current fiscal year. For the three months ended May 1, 1999, the Company had opened 21 new stores, relocated 6 stores, and closed none.

In May 1999, the Board of Directors increased the quarterly dividend by 36\% from $\$ .055$ per share to $\$ .075$ per share.

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

The Company developed a two phase approach to address the Year 2000 issue, which involves the exposure to risks in its information technology (IT) systems, as well as potential risks in other non-IT systems with embedded technology. Phase 1 was an analysis to identify and fix all internally developed programs. Phase 2 is the identification and correction to all programs purchased from external sources. The Company has completed Phase 1, and Phase 2 is scheduled to be substantially complete by the end of the second fiscal quarter of 1999 with continued testing of compliance throughout 1999. The Company expects to spend approximately $\$ 525,000$ in 1998 and 1999 on hardware, software and consulting to ensure proper processing of transactions relating to the Year 2000 and beyond. The Company has initiated formal communications with its third-party suppliers and vendors to determine the extent to which the Company is vulnerable to those third-parties' failure to remediate their own Year 2000 issue. Although lack of compliance for Year 2000 issues by third-party suppliers and vendors could have an adverse effect on the Company's business, results of operations and financial condition, the Company expects its Year 2000 compliance efforts to significantly reduce the risk of business interruption and the level of uncertainty the Year 2000 issue may have on its computer systems. A contingency plan will be established upon the completion of Phase 2 .

Form 10-Q includes "forward-looking statements" within the meaning of Section $27 A$ of the Securities Act and Section 21 E 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

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 May 1, 1999.

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 10, 1999

Date

June 10, 1999

Date

## June 10, 1999

Date
/s/ Wayland H. Cato, Jr.

Wayland H. Cato, Jr.
Chairman of the Board
/s/ John P. Derham Cato

John P. Derham Cato
Vice Chairman of the Board
President and Chief Executive Officer
/s/ Michael O. Moore
Michael O. Moore
Executive Vice President
Chief Financial Officer and Secretary

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

1,000

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\begin{aligned}
& \text { 3-MOS } \\
& \text { JAN-31-1999 } \\
& \text { MAY-01-1999 } \\
& 42,861 \\
& \text { 53,273 } \\
& \text { 49,326 } \\
& \text { 5,161 } \\
& \text { 75,457 } \\
& 221,877 \\
& \text { 53,962 } \\
& \text { 284,937 } \\
& \text { 91,851 } \\
& 0 \\
& 0 \\
& 979 \\
& 179,304 \\
& \text { 284,937 } \\
& 100,169 \\
& 0 \\
& 1,035 \\
& 6 \\
& \text { 21,135 } \\
& \text { 7,397 } \\
& \text { 13,738 } \\
& 0 \\
& \text { 13,738 } \\
& 0.52 \\
& 0.51
\end{aligned}
$$


[^0]:    See acconing notes to consolidated financial statents.

