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 August 3, 1996
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 of incorporation)
(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 $X \quad$ No
As of August 19, 1996, there were $23,300,519$ shares of Class A Common Stock and 5,264,317 shares of Class B Common Stock outstanding.

THE CATO CORPORATION
FORM 10-Q
August 3, 1996

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PART I FINANCIAL INFORMATION
THE CATO CORPORATION
unaudited consolidated statements of INCOME

|  | Three Months Ended |  | Six Months Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { August 3, } 1996 \text {, } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { July 29, } \\ & 1995 \end{aligned}$ | $\begin{gathered} \text { August } 3 \text {, } \\ 1996 \end{gathered}$ | July 29, 1995 |
|  | (In thousands, except per share data) |  |  |  |
| REVENUES |  |  |  |  |
| Retail sales | \$ 112,747 | \$ 114,739 | \$ 232,775 | \$ 229,200 |
| Other income <br> (principally finance <br> and layaway charges $\quad 3,208 \quad 3,111 \quad 6,719 \quad 6,405$ |  |  |  |  |
|  |  |  |  |  |
| Total revenues | 115,955 | 117,850 | 239,494 | 235,605 |
| COSTS AND EXPENSES |  |  |  |  |
| Cost of goods sold, including occupancy, distribution |  |  |  |  |
| and buying | 80,549 | 82,256 | 160,323 | 157,532 |
| Selling, general |  |  |  |  |
| and administrative | 29,591 | 29,123 | 59,246 | 58,311 |
| Depreciation | 2,123 | 1,939 | 4,197 | 3,878 |
| Interest | 66 | 78 | 131 | 156 |
| Total expenses | 112,329 | 113,396 | 223,897 | 219,877 |
| INCOME BEFORE INCOME TAXES | 3,626 | 4,454 | 15,597 | 15,728 |
| Income taxes | 1,287 | 1,491 | 5,537 | 5,267 |
| NET INCOME | \$ 2,339 | \$ 2,963 | \$ 10,060 | \$ 10,461 |
| EARNINGS PER COMMON AND COMMON EQUIVALENT SHARE | \$ 0.08 | \$ 0.10 | \$ 0.35 | \$ 0.37 |
| DIVIDENDS PER SHARE | \$ 0.04 | \$ 0.04 | \$ 0.08 | \$ 0.08 |

See notes to unaudited consolidated financial statements.

THE CATO CORPORATION
UNAUDITED CONSOLIDATED BALANCE
SHEETS

| $\begin{gathered} \text { August 3, } \\ 1996 \end{gathered}$ | $\begin{gathered} \text { July } 29, \\ 1995 \end{gathered}$ | February 1996 |
| :---: | :---: | :---: |
|  | (In thous |  |


| ASSETS |  |  |  |
| :---: | :---: | :---: | :---: |
| Current Assets |  |  |  |
| Cash and cash equivalents | \$24,815 | \$ 31,452 | \$ 26,183 |
| Short-term investments | 34,617 | 23,917 | 21,711 |
| Accounts receivable - net | 35,448 | 34,747 | 39,792 |
| Merchandise inventories | 69,734 | 65,202 | 58,440 |
| Deferred income taxes | 1,825 | 1,814 | 1,825 |
| Prepaid expenses | 4,368 | 2,493 | 2,486 |
| Total Current Assets | 170,807 | 159,625 | 150,437 |
| Property and Equipment | 55,504 | 55,011 | 54,364 |
| Other Assets | 5,261 | 4,885 | 5,094 |
| Total | \$ 231, 572 | \$ 219,521 | \$ 209, 895 |

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
23,340,519 shares, $23,173,805$ shares and 23,204,647 shares at August 3, 1996, July 29, 1995 and February 3, 1996, respectively Convertible Class B Common Stock, issued and outstanding 5,264,317 shares at August 3, 1996, July 29, 1995 and February 3, 1996, respectively 17 Preferred Stock, none
Additional paid-in capital Retained earnings

| $\$ 46,113$ | $\$ 46,273$ | $\$ 36,482$ |
| ---: | ---: | ---: |
| 11,473 | 10,870 | 10,458 |
| 3,878 | 826 | 1,328 |
| $-----\cdots-\cdots$ |  |  |
| 61,464 | 57,969 | 48,268 |
|  |  |  |
| 4,491 | 4,192 | 4,491 |
| 7,667 | 7,038 | 7,454 |


| 176 | 176 | 176 |
| :---: | :---: | :---: |
| - | - | - |
| 63,151 | 62,507 | 62,665 |
| 94,069 | 86,867 | 86,291 |
| ------ | ------ | ------ |
| 158,173 | 150, 322 | 149,905 |

Less Class A Common Stock in
treasury, at cost
(40, 000 shares at August 3,
1996 and February 3, 1996) $\quad 223 \quad 223$

Total Stockholders' Equity

Total
\$231, 572
\$ 219, 521 \$ 209, 895

See notes to unaudited consolidated financial statements.
THE CATO CORPORATION
UNAUDITED CONSOLIDATED STATEMENTS OF CASH FLOWS


## OPERATING ACTIVITIES

Net income
\$ 10, 060
\$ 10, 461

Adjustments to
reconcile net
income to net cash
provided by operating
activities:
$\begin{array}{lrr}\text { Depreciation } & 4,197 & 3,878 \\ \text { Amortization of } & & \\ \text { investment premiums } & 114 & 111\end{array}$
Changes in operating assets
and liabilities:
Decrease in accounts receivable
Increase in merchandise inventories 4,344

3,179

Increase in other assets
Increase (decrease) in
accrued income taxes
Increase in accounts payable
and other liabilities
$(10,528)$

10,990
9,682

Net cash provided by operating activities

## INVESTING ACTIVITIES

| Expenditures for property and <br> equipment <br> Purchases of short-term <br> investments | $(5,468)$ | $(5,957)$ |
| :--- | ---: | ---: |
| Sales of short-term investments | $(18,711)$ | $(3,764)$ |

Net cash used in investing activities
$(18,488)$

## FINANCING ACTIVITIES

| Dividends paid |  | $(2,282)$ |  | $(2,275)$ |
| :---: | :---: | :---: | :---: | :---: |
| Proceeds from employee stock |  |  |  |  |
| purchase plan |  | 156 |  | 231 |
| Proceeds from stock options |  |  |  |  |
| exercised |  | 334 |  | - |
| Net cash used in financing activities |  | $(1,792)$ |  | $(2,044)$ |
| Net Increase (Decrease) in Cash and Cash Equivalents |  | $(1,368)$ |  | 7,489 |
| Cash and Cash Equivalents at |  |  |  |  |
| Beginning of Year |  | 26,183 |  | 23,963 |
| Cash and Cash Equivalents at End of Period | \$ | 24,815 | \$ | 31,542 |

See notes to unaudited consolidated financial statements.

THE CATO CORPORATION
NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS FOR THREE MONTHS AND SIX MONTHS ENDED AUGUST 3, 1996 AND JULY 29, 1995

NOTE 1 - GENERAL:
The consolidated financial statements have been prepared from the accounting records of the Company and all amounts shown at August 3, 1996 and July 29, 1995 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 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 $28,622,744$ shares and $28,770,393$ shares for the three months
and six months ended August 3, 1996, respectively, and 28,730,129 shares and $28,632,728$ shares for the three months and six months ended July 29, 1995, respectively.

THE CATO CORPORATION
NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS
FOR SIX MONTHS ENDED AUGUST 3, 1996 AND JULY 29, 1995

NOTE 3 - SHORT-TERM INVESTMENTS:
Short-term investments at August 3, 1996 and July 29, 1995 include the following (in thousands):


The amortized cost and estimated fair value of debt and marketable equity securities at August 3, 1996 and July 29, 1995, by contractual maturity, are shown below (in thousands):

|  | August 3, 1996 |  | July 29, 1995 |  |
| :---: | :---: | :---: | :---: | :---: |
| Security Type | Cost | Estimated Fair Value | Cost | Estimated Fair Value |
| Due in one year or less | \$26,043 | \$26,043 | \$16,478 | \$16,494 |
| Due in one year through three years | 6,133 | 6,133 | 3,104 | 3,068 |
| Subtotal | 32,176 | 32,176 | 19,582 | 19,562 |
| Equity securities | 2,441 | 2,441 | 4,548 | 4,355 |
| Total | $\$ 34,617$ | $\$ 34,617$ | $\$ 24,130$ | $\$ 23,917$ |

THE CATO CORPORATION
NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS
FOR THREE MONTHS AND SIX MONTHS ENDED AUGUST 3, 1996 AND JULY 29, 1995

NOTE 4 - SUPPLEMENTAL CASH FLOW INFORMATION:
Interest paid during the six months ended August 3, 1996 and July 29, 1995 was $\$ 122,000$ and $\$ 203,000$, respectively. Income tax payments for the six months ended August 3, 1996 and July 29, 1995 were $\$ 2,975,000$ and $\$ 5,349,000$,
respectively.

NOTE 5 - 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 replaces 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.

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:


Comparison of Second Quarter and First Six Months of 1996 with 1995.

## OPERATING RESULTS

Total retail sales for the second quarter were $\$ 112.7$ million compared to last year's second quarter sales of $\$ 114.7$ million, a $2 \%$ decrease. Same-store sales decreased 6\% in this year's second quarter. For the six months ended August 3, 1996, total retail sales increased $2 \%$ over the prior year's first six months, while same-store sales decreased $3 \%$ for the comparable six month period. The increase in retail sales for the first six months of 1996 resulted from the Company's store development activity. The Company operated 688 stores at August 3, 1996 compared to 659 stores at the end of last year's second quarter.

Other income for the second quarter and first six months of 1996 increased $3 \%$ and 5\%, respectively, over the prior year's comparable periods. The increase in the current year resulted primarily from increased finance and late charge income on the Company's customer accounts receivable portfolio and by increased earnings from cash equivalents and short-term investments.

Cost of goods sold, including occupancy, distribution and buying expenses were $71.4 \%$ and $68.9 \%$ of total retail sales for the second quarter and first six months of 1996, respectively, compared to $71.7 \%$ and $68.7 \%$ for last year's comparable three and six month periods. The Company's merchandise margins for the second quarter and first six months of 1996 continue to show the effects of the difficult ladies apparel sales environment.

Selling, general and administrative (SG\&A) expenses were $\$ 29.6$ million and $\$ 59.2$ million for the second quarter and first six months of this year, respectively, compared to $\$ 29.1$ million and $\$ 58.3$ million for last year's comparable three and six month periods, respectively. SG\&A expenses as a percent of retail sales were flat for the first half of 1996 compared to last year's first six months. The Company has continued to aggressively manage operating expenses to keep them in line with the sales levels achieved.

## LIQUIDITY AND CAPITAL RESOURCES

At August 3, 1996, the Company had working capital of $\$ 109.3$ million, compared to $\$ 101.7$ million at July 29, 1995 and $\$ 102.2$ million at February 3, 1996. Cash provided from operating activities was $\$ 18.9$ million for the six months ended August 3, 1996, compared to $\$ 16.6$ million for last year's comparable six month period. The Company had no borrowings under its revolving credit agreement at August 3, 1996 or July 29, 1995. At August 3, 1996, the Company had cash, cash equivalents, and short-term investments of $\$ 59.4$ million, compared to $\$ 55.4$ million at July 29, 1995 and $\$ 47.9$ million at February 3, 1996.

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 replaces 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.

Expenditures for property and equipment totaled $\$ 5.5$ million for the six months ended August 3, 1996, compared to $\$ 6.0$ million of expenditures in last year's first six months. The Company expects total capital expenditures to be approximately $\$ 11.1$ million for the current fiscal year. The Company is currently planning very modest store development in fiscal 1996, pending more favorable business trends. The Company intends to open approximately 30 new stores and to relocate or expand 22 stores during the current fiscal year. For the six months ended August 3, 1996, the Company had opened 18 new stores and relocated or expanded 9 stores and closed 1 store.

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

Following are the results of the matters voted upon at the Company's Annual Meeting which was held on May 23, 1996.

## Election of Directors:

| Mr. Wayland H. Cato, Jr. | - For 70,251,358 | ;Abstaining 127,726 |
| :--- | :--- | :--- | :--- |
| Mr. Edgar T. Cato | - For 70,166,003 | ;Abstaining 213,081 |
| Mr. Howard A. Severson | - For 70,166,110 | ;Abstaining 212,974 |
| Mr. Robert W. Bradshaw, Jr. - For 70,165,814 | ;Abstaining 213,270 |  |
| Mr. Grant L. Hamrick | - For 70,256,610 | ;Abstaining 127,474 |

Ratification of Deloitte \& Touche LLP as Independent Auditors

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 August 3, 1996.

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 5, 1996

Date

September 5, 1996
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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6-MOS
            FEB-01-1997
        AUG-03-1996
                                    24,815
            34,617
            39,860
                4,412
                69,734
        170,807
                                    98,312
            42,808
            231,572
        61,464
            0
                                    0
                                    0
                                    953
                                    157,443
231,572
                                    232,775
        239,494
                                    160,323
            160,323
                0
            1,782
            131
            15,597
                    5,537
        10,060
            0
            0
                0
            10,060
                            . }3
                    0
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