[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 [NO FEE REQUIRED] For the quarterly period ended December 31, 1999
or
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 [NO FEE REQURIED] For the transition period from $\qquad$ to
Commission file number 0-5151

FLEXSTEEL INDUSTRIES, INC.<br>P. O. BOX 877<br>DUBUQUE, IOWA 52004-0877<br>Area code 319 Telephone 556-7730

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, and (2) has been subject to such filing requirements for the past 90 days. Yes _X_. No $\qquad$ _.

Common Stock - \$1.00 Par Value
Shares Outstanding as of December 31, 1999

| $\begin{gathered} \text { December 31, } \\ 1999 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 1999 \end{gathered}$ |
| :---: | :---: |

## ASSETS

CURRENT ASSETS:
Cash and cash equivalents
\$ 4,574,280
\$ 4, 886, 038
Investments
7,697,065
8,967,197
Trade receivables - less allowance for doubtful accounts:
December 31, 1999, \$2,586,000;
June 30, 1999, \$2,503,000 ............................................ 32, 046,330.
Inventories . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . $\quad$ 31, 392, 414
Deferred income taxes
3,700,000
Other
380,103
Total current assets
79,790,192
31,149, 416
29,503, 209
3,700, 000 461,406

PROPERTY, PLANT, AND EQUIPMENT
at cost less accumulated depreciation:
December 31, 1999, \$55,184,416;

OTHER ASSETS 7,078,364

TOTAL
\$113, 537, 960 ===========

Accounts payable - trade
Accrued liabilities:
Payroll and related items
Insurance
Other accruals
Industrial revenue bonds payable
Total current liabilities
DEFERRED COMPENSATION
Total liabilities
\$ 7,946,425
4,116,492 6,100,914
6,284,792
1,625,000
26, 073, 623
3, 085,470
29,159,093

## SHAREHOLDERS' EQUITY:

CommonStock - \$1 par value; authorized 15,000,000 shares;
issued December 31, 1999, 6,437,491 shares;
issued June 30, 1999, 6,491,840 shares .
Retained earnings
Unrealized investment gain
Total shareholders' equity
TOTAL
6,437,491
77,160,263
781,113
84,378, 867
\$113, 537, 960
============
\$ 7,076,729

6,735,108 6,688, 060
6,332,412 1,625,000
-----------3,060,670

31, 517, 979

6,491, 840
73,718,238 955, 638

81,165,716
\$112, 683, 695

See accompanying Notes to Financial Statements.


| Six Months Ended December 31, |  |
| :---: | :---: |
| 1999 | 1998 |

## OPERATING ACTIVITIES:

| Net Income | \$ 5, 954, 169 | \$ 3, 991, 651 |
| :---: | :---: | :---: |
| Adjustments to reconcile net income to net cash |  |  |
| provided by operating activities | $(1,814,812)$ | 2,185,104 |
| Net cash provided by operating activities | 4,139,357 | 6,176,755 |

## INVESTING ACTIVITIES:

| Purchases of investments | $(5,752)$ | $(2,297,528)$ |
| :---: | :---: | :---: |
| Proceeds from sales of investments | 1,101,360 | 1,954,458 |
| Proceeds from sales of capital assets | 1,567,006 | 36,328 |
| Capital expenditures | $(3,952,018)$ | (4, 080, 043 ) |
| Net cash used in investing activities | $(1,289,404)$ | $(4,386,785)$ |
| FINANCING ACTIVITIES: |  |  |
| Payment of dividends | $(1,687,884)$ | $(1,639,087)$ |
| Proceeds from issuance of common stock | 83,611 | 139,196 |
| Repurchase of common stock | $(1,557,438)$ | $(199,625)$ |
| Net cash used in financing activities | $(3,161,711)$ | $(1,699,516)$ |
| Increase (decrease) in cash and cash equivalents | (311, 758 ) | 90,454 |
| Cash and cash equivalents at beginning of year | 4,886,038 | 5,464,261 |
| Cash and cash equivalents at end of period | \$ 4,574,280 | \$ 5,554,715 |
| SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION |  |  |
| Cash paid during the period for |  |  |
| Interest | \$ 31,000 | \$ 37,000 |
| Income taxes | \$ 2,917,000 | \$ 2,723,000 |


3. In 1997, the Financial Accounting Standards board issued Statement No. 128, EARNINGS PER SHARE (SFAS 128). SFAS 128 replaced the calculation of primary and fully dilated earnings per share with basic and diluted earnings per share. Unlike primary earnings per share, basic earnings per share excludes any dilutive effects of stock options. All earnings per share amounts for all periods have been presented and, where appropriate, restated to conform to the SFAS 128 requirements.

|  | Three Months Ending December 31, |  |  |  | Six Months Ending December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1999 |  | 1998 |  | 1999 |  | 1998 |
| Basic Earnings Per Share: |  |  |  |  |  |  |  |  |
| Income available to common |  |  |  |  |  |  |  |  |
| Weighted average shares outstanding ...... |  | 6,480,183 |  | 6,841,514 |  | 6,510,574 |  | 6,831,929 |
| Earnings Per Share - Basic |  | 0.55 |  | 0.32 |  | 0.91 |  | 0.58 |
| Diluted Earnings Per Share: |  |  |  |  |  |  |  |  |
| Income available to common shareholders |  | 3,589,479 |  | 2,196,748 |  | 5,954,169 |  | 3,991,651 |
| Weighted average shares |  |  |  |  |  |  |  |  |
| Dilutive shares issuable in connection with stock option | Dilutive shares issuable in |  |  |  |  |  |  |  |
| plans |  | 536,037 |  | 504,445 |  | 504,422 |  | 461,220 |
| Less shares purchasable with proceeds |  | $(430,137)$ |  | $(430,856)$ |  | $(395,288)$ |  | $(393,253)$ |
| Total Shares |  | 6,586,083 |  | 6,915,103 |  | 6,619,708 |  | 6,899,896 |
| Earnings Per Share - Diluted | \$ | 0.54 | \$ | 0.32 | \$ | 0.90 | \$ | 0.58 |

4. RECLASSIFICATIONS - certain prior year amounts have been reclassified to conform to the current period presentation. These reclassifications had no impact on net income or shareholders' equity as previously reported

FLEXSTEEL INDUSTRIES, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF THE CONDENSED STATEMENT OF EARNINGS
Results of Operations:
The following table has been prepared as an aid in understanding the Company's results of operations on a comparative basis for the second quarter and six-month ended December 31, 1999 and 1998. Amounts presented are percentages of the Company's net sales.

|  | Second Qua Decemb | Ended | Six Mo Decem | ding 1, |
| :---: | :---: | :---: | :---: | :---: |
|  | 1999 | 1998 | 1999 | 1998 |
| Net Sales | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| Cost of goods sold | 77.9\% | 77.4\% | 77.8\% | 77.7\% |
| Gross margin | 22.1\% | 22.6\% | 22.2\% | 22.3\% |
| Selling, general \& adminis expense | 17.0\% | 17.4\% | 16.9\% | 17.5\% |
| Operating income | 5.1\% | 5.2\% | 5.3\% | 4.8\% |
| Other income, net | 2.7\% | 0.4\% | 1.4\% | 0.4\% |
| Income before income taxes | 7.8\% | 5.6\% | 6.7\% | 5.2\% |
| Income tax expense | 2.7\% | 2.0\% | 2.4\% | 1.9\% |
| Net income | 5.1\% | 3.6\% | 4.3\% | 3. 3\% |

RESULTS OF OPERATIONS FOR THE QUARTER - Net sales for the quarter ended December 31,1999 increased by $\$ 7,829,000$ or $12.5 \%$ compared to the prior year quarter. Residential seating sales volume increased $\$ 7,084,000$ or $19.2 \%$. Recreational vehicle seating sales increased $\$ 2,748,000$ or $14.4 \%$. Commercial seating volume decreased $\$ 2,003,000$ or $30.6 \%$.

Gross margin increased $\$ 1,437,559$ to $\$ 15,577,462$ of sales in the current year from $\$ 14,139,903$ reflecting higher sales volume.

Selling, general and administrative expenses as a percentage of sales were $17.0 \%$ and $17.4 \%$ for the current year and prior year, respectively. The cost percentage decrease was due to improved absorption of fixed costs.

The current year quarter ended December 31, 1999 includes a net gain of $\$ 790,000$, or $\$ 0.12$ per share, on the sale of land and $\$ 405,000$, or $\$ 0.06$ per share, from the proceeds of life insurance.

The above factors resulted in current fiscal quarter earnings of $\$ 3,589,479$ or $\$ 0.54$ per share (diluted) compared to $\$ 2,196,748$ or $\$ 0.32$ per share (diluted) in the prior year quarter, a net increase of $\$ 1,392,731$ or $\$ 0.22$ per share. Excluding the sale of land and life insurance proceeds, net earnings for the quarter ended December 31, 1999, improved $\$ 0.04$ per share over the prior year quarter.

RESULTS OF OPERATIONS FOR THE LAST SIX MONTHS - Net sales for the six-months ended December 31, 1999 increased by $\$ 15,476,000$ or $12.6 \%$ compared to the prior year six-month period. Residential seating sales volume increased $\$ 10,615,000$ or $14.7 \%$. Recreational vehicle seating sales increased $\$ 7,299,000$ or $18.8 \%$. Commercial seating volume decreased $\$ 2,438,000$ or $20.9 \%$.

Gross margin increased $\$ 3,316,766$ to $\$ 30,606,983$ of sales in the current year from $\$ 27,290,217$ reflecting higher sales volume.

Selling, general and administrative expenses as a percentage of sales were $16.9 \%$ and $17.5 \%$ for the current year and prior year, respectively. The cost percentage decrease was due to improved absorption of fixed costs.

The current six-months ended December 31, 1999 includes a net gain of $\$ 790,000$, or $\$ 0.12$ per share, on the sale of land and $\$ 405,000$, or $\$ 0.06$ per share, from the proceeds of life insurance.

The above factors resulted in current fiscal year earnings of $\$ 5,954,169$ or $\$ 0.90$ per share (diluted) compared to $\$ 3,991,651$ or $\$ 0.58$ per share (diluted) in the prior year, a net increase of $\$ 1,962,518$ or $\$ 0.32$ per share. Excluding the land sale and life insurance proceeds reported in the current year, net earnings for the six-months ended December 31, 1999 improved $\$ 0.14$ per share or $19 \%$ over the prior six-month period.

Liquidity and Capital Resources:
Working capital at December 31, 1999 is $\$ 53,717,000$ which includes cash, cash equivalents and investments of $\$ 12,271,000$. Working capital increased by $\$ 3,507,000$ from the June 30, 1999 amount. Net cash provided by operating activities was $\$ 4,139,000$ during the first six months of fiscal year 2000 versus $\$ 6,177,000$ in the first six months of fiscal year 1999.

Capital expenditures were $\$ 3,952,000$ during the first six months of fiscal 2000 and $\$ 4,080,000$ in fiscal 1999. The current year expenditures were incurred primarily for manufacturing and delivery equipment and the expansion of our Riverside, California facility. During the next six months approximately \$2,750,000 will be spent on manufacturing equipment, leasehold improvements and the completion of the expansion project in California. The Company has leased a 90,000 square foot residential furniture production facility in Harrison, Arkansas and a 30,000 square foot vehicle seating production facility in Dunkirk, Indiana. Both of these facilities are scheduled to begin production during the quarter ending March 31, 2000. Approximately $\$ 1,000,000$ of projected capital expenditures relate to these facilities.

On November 4, 1998 the Company announced a plan to repurchase up to 700,000 shares, or slightly more than $10 \%$ of the Company's outstanding common stock. The Company will make the purchases, from time to time, in the open market as the Company deems appropriate. Under this authorization, 478,600 shares of common stock have been repurchased to date.

CAUTIONARY STATEMENT RELEVANT TO FORWARD-LOOKING INFORMATION FOR THE PURPOSE OF "SAFE HARBOR" PROVISIONS OF THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995

The Company and its representatives may from time to time make written or oral forward-looking statements with respect to goals and expectations of the Company, including statements contained in the Company's filings with the Securities and Exchange Commission and in its reports to stockholders.

Statements, including those in this report, which are not historical or current facts are "forward-looking statements" made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. There are certain important factors that could cause results to differ materially from those anticipated by some of the statements made herein. Investors are cautioned that all forward-looking statements involve risk and uncertainty. Some of the factors that could affect results are the effectiveness of new product introductions, the product mix of our sales, the cost of raw materials, the amount of sales generated and the profit margins thereon or volatility in the major markets, competition and general economic conditions.

The Company specifically declines to undertake any obligation to publicly revise any forward-looking statements that have been made to reflect events or circumstances after the date of such statements or to reflect the occurrence of anticipated or unanticipated events.

Item 4. Submission of Matters to a Vote of Security Holders
At the annual meeting of stockholders on December 9, 1999, Proposals one, two, and three set forth in the Board of Directors' definitive Proxy Statement dated October 27, 1999, were approved and adopted by the stockholders. Proposals one, two, and three, respectively, received votes as follows:

Proposal 1 (Election of Directors): K. Bruce Lauritsen: For 5,946,533, Withheld 46,989, Abstentions and Broker Non-votes 522,289. Thomas E. Holloran: For 5,946,283, Withheld 47,239, Abstentions and Broker Non-votes 522,289. L. Bruce Boylen: For 5,945,433, Withheld 48,089, Abstentions and Broker Non-votes 522,289. John R. Easter: For 5,945,557, Withheld 47,965, Abstentions and Broker Non-votes 522,289. The names of each Director whose term of office as a Director continued after the meeting are as follows:, Edward J. Monaghan, James R. Richardson, Jeffrey T. Bertsch, Patrick M. Crahan, Marvin M.Stern and Lynn J. Davis.

Proposal 2 (Approve 1999 Stock Option Plan): For: 5,229,301, Against: 156,189, and Abstain: 608,032.

Proposal 3 (Appointment of Deloitte \& Touche, LLP as Independent Auditors): For: 5,966,090, Against: 7,051, and Abstain: 20,381.

Item 6. Exhibits and Reports on Form 8-K
The registrant did not file a report on Form 8-K during the quarter for which this report is filed.

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on by its behalf by the undersigned officer there unto duly authorized.

FLEXSTEEL INDUSTRIES, INC.
Date: February 11, 2000
By: /S/ R.J. Klosterman
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Financial Vice President \&
Principal Financial Officer

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