## QUARTERLY REPORT UNDER SECTION 13 OR 15 (d) OF THE

 SECURITIES EXCHANGE ACT OF 1934For Quarter Ended September 30, 1997
Commission File No. O-5151

FLEXSTEEL INDUSTRIES, INC.

Incorporated in State of Minnesota
I.R.S. Identification No. 42-0442319

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.

Common Stock - \$1.00 Par Value
Shares Outstanding as of September 30, 1997
6,958, 363

FLEXSTEEL INDUSTRIES, INC.
BALANCE SHEETS (UNAUDITED)

|  | SEPTEMBER 30, 1997 | JUNE 30, 1997 |
| :---: | :---: | :---: |
| ASSETS |  |  |
| CURRENT ASSETS: |  |  |
| Cash and cash equivalents | \$ 4,776,116 | \$ 4, 445,327 |
| Investments | 5,164,859 | 5, 041,154 |
| Trade receivables - less allowance for doubtful accounts: September 30, 1997, |  |  |
| \$2,309,000; June 30, 1997, \$2,799, 000. | 28,728, 393 | 25,348, 941 |
| Inventories | 25,396,685 | 26,985,554 |
| Deferred income taxes | 2,620, 000 | 2,620,000 |
| Other | 413, 983 | 806, 117 |
| Total current assets | 67,100, 036 | 65, 247, 093 |
| PROPERTY, PLANT, AND EQUIPMENT - at cost |  |  |
| less accumulated depreciation: |  |  |
| September 30, 1997, \$48,146,497; |  |  |
| June 30, 1997, \$46,962,157 | 26,320,685 | 26,214,405 |
| OTHER ASSETS | 7,806,355 | 7,711,179 |
| TOTAL | \$101, 227, 076 | \$99, 172, 677 |

## LIABILITIES AND SHAREHOLDERS' EQUITY

| CURRENT LIABILITIES: |  |  |
| :---: | :---: | :---: |
| Accounts payable - trade. | \$ 5,122,796 | \$ 3, 845,362 |
| Accrued liabilities: |  |  |
| Payroll and related items. | 3,750, 034 | 4,440,219 |
| Insurance. | 5,894,694 | 6,057,093 |
| Other accruals | 5,168,760 | 4,237,556 |
| Industrial revenue bonds payable | 2,310,000 | 2,310,000 |
| Total current liabilities | 22,246,284 | 20,890,230 |
| DEFERRED COMPENSATION. | 3,052,718 | 3,044,418 |
| SHAREHOLDERS' EQUITY: |  |  |
| Common Stock - \$1 par value; authorized |  |  |
| 15,000,000 shares; issued September 30, 1997 6,958,363 shares; June 30, 1997, 6,927,310 |  |  |
| shares.............. . . . . . . . . . . . . . . . . . . . . | 6,958,363 | 6,927,310 |
| Additional paid-in capital | 333, 820 |  |
| Retained earnings......... | 67,945,566 | 67,750,719 |
| Unrealized investment gain. | 690,325 | 560,000 |
| Total shareholders' equity. | 75,928, 074 | 75,238, 029 |
| TOTAL. | \$101, 227,076 | \$99, 172, 677 |


|  | Three M Sept 1997 | $\begin{aligned} & \text { Ended } \\ & 30, \\ & \quad 1996 \end{aligned}$ |
| :---: | :---: | :---: |
| Net Sales | \$55,159, 124 | \$52, 019, 059 |
| Operating Expenses: |  |  |
| Cost of goods sold. | 43,867,490 | 40,644, 601 |
| Selling, general and administrative | 9,836,791 | 9,345,479 |
| Total | 53, 704, 281 | 49,990, 080 |
| Operating Income. | 1,454,843 | 2,028,979 |
| OTHER: |  |  |
| Interest and other income. | 246,269 | 349,470 |
| Interest and other expense. | 86,262 | 86,967 |
| Total | 160, 007 | 262,503 |
| INCOME BEFORE INCOME TAXES. | 1,614,850 | 2,291,482 |
| PROVISION FOR INCOME TAXES. | 585,000 | 830,000 |
| NET INCOME. | \$ 1, 029, 850 | \$ 1,461,482 |
| AVERAGE NUMBER OF COMMON |  |  |
| SHARES OUTSTANDING. | 6, 958, 363 | 7, 062,391 |
| PER SHARE OF COMMON STOCK: |  |  |
| EARNINGS | \$. 15 | \$. 21 |
| DIVIDENDS.. | \$. 12 | \$. 12 |



## NOTES (UNAUDITED)

1. The accompanying financial statements, which are unaudited, have been prepared in accordance with generally accepted accounting principles applied on a consistent basis, which is consistent with that followed in the financial statements for the year ended June 30, 1997. The statements include all adjustments (comprising only normal recurring accruals) which are, in the opinion of management, necessary to a fair statement of the financial position and results of operations and cash flows, prepared on a summary basis, as of such dates and for the stated dates then ended. The results of operations for the three-month period ended September 30, 1997 are not necessarily indicative of the results which may be expected for the year ending June 30, 1998.
2. The earnings per share are based on the average number of common shares outstanding during each period.
3. The inventories are categorized as follows:

|  | $\begin{gathered} \text { September } 30, \\ 1997 \end{gathered}$ | June 30, 1997 |
| :---: | :---: | :---: |
| Raw materials. | \$11, 830, 448 | \$13,529, 232 |
| Work in process and finished parts | 7,248, 024 | 7,689, 051 |
| Finished goods. | 6,318,213 | 5,767,271 |
| Total. | \$25,396, 685 | \$26,985,554 |

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF THE CONDENSED STATEMENT OF EARNINGS

Financial Condition - The Company's cash, cash equivalents, and temporary investments increased by $\$ 454,000$ since June 30, 1997. Accounts receivable increased by $\$ 3,379,000$ and inventories decreased by $\$ 1,589,000$. Capital expenditures were $\$ 1,510,000$ for building improvements, manufacturing and delivery equipment. Working capital increased by $\$ 497,000$ for the quarter. In the next nine months approximately $\$ 1,200,000$ will be spent for manufacturing and related equipment.

Economic Conditions - The Company anticipates that demand for its seating products will continue at current moderate levels for the remainder of the fiscal year, assuming there are no significant changes on the national level in regards to interest rates or consumer spending. Management continues to focus on product design for targeted markets and internal improvements in the areas of cost savings identification and implementation, and manufacturing process efficiencies.

Results of Operations for the Quarter - Sales increased by approximately $\$ 3,140,000$, compared to the prior year quarter. Recreational Vehicle Seating volume increased \$3,751,000 related to the Dygert Seating Division acquired during the third quarter of the prior year. Home Furnishings and Commercial Seating volume decreased $\$ 492,000$ and $\$ 119,000$, respectively, in comparison to the prior year. Cost of goods sold increased $\$ 2,453,000$ due to increased volume and approximately $\$ 770,000$ in increases related to lower margins and under absorbed fixed costs. Selling, general, and administrative costs increased $\$ 491,000$ due to the volume increase. Interest and other income decreased $\$ 103,000$ primarily due to lower average levels of cash available for investment. The aforementioned changes resulted in a decrease in net income after taxes of $\$ 432,000$, or $\$ .06$ per share, compared to the quarter ended September 30, 1996.

Cautionary Statement Relevant to Forward-Looking Information for the Purpose of "Safe Harbor" Provisions 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 long-term goals 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.

## PART II OTHER INFORMATION

## Item 5 - Other Information

On October 4, 1997, Mr. F. H. Bertsch passed away. At June 30, 1997, the Company held life insurance policies with a face value of approximately $\$ 1,600,000$ and cash value of approximately $\$ 900,000$. The Company expects to record other income of approximately $\$ 700,000$ or $\$ 0.10$ per share in the second quarter ending December 31, 1997 related to these policies.

Mr. Bertsch served as Chairman of the Executive Committee of the Board of Directors. He was a Board member since 1948. He formerly held the positions of Chairman of the Board of Directors, Chief Executive Officer, and President.

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 its behalf by the undersigned officer thereunto duly authorized.

FLEXSTEEL INDUSTRIES, INC.
By: /s/R. J. Klosterman
R. J. Klosterman,

Financial Vice President \&
Principal Financial Officer
3-MOS
JUN-30-1998
SEP-30-1997
4,776, 116
$5,164,859$
31, 037, 015
$2,308,622$
$25,396,685$
67,100, 036
$74,467,182$
48, 146, 497
101, 227, 076
22,246,284
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6, 958, 363
68, 969, 711
75, 928, 074
$55,159,124$
55, 405, 393
43, 867, 490
53,704, 281
9, 836, 791
86, 262 1,614, 850
585, 000
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1, 029, 850
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