### SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

[x] ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 [FEE REQUIRED] For the fiscal year ended June 30, 1996

or

Commission file number 0-5151

FLEXSTEEL INDUSTRIES, INC.

(Exact name of registrant as specified in its charter)

**MINNESOTA** (State or other jurisdiction of incorporation or organization)

42-0442319 (I.R.S. Employer Identification No.)

P.O. BOX 877, DUBUQUE, IOWA (Address of principal executive offices) 52004-0877 (Zip Code)

Registrant's telephone number, including area code: (319) 556-7730

Securities registered pursuant to Section 12(b) of the Act:

Title of each class:

Name of each exchange on which registered:

Securities registered pursuant to Section 12(g) of the Act: COMMON STOCK, \$1.00 PAR VALUE (Title of Class)

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] No [ ]

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K. [x]

State the aggregate market value of the voting stock held by non-affiliates of the registrant as of August 9, 1996 which is within 60 days prior to the date of filing:

Common Stock, Par Value \$1.00 Per Share: \$58,684,494

Indicate the number of shares outstanding of each of the registrant's classes of common stock, as of August 9, 1996:

> SHARES OUTSTANDING Common Stock, \$1.00 Par Value 7,098,565 Shares

> > DOCUMENTS INCORPORATED BY REFERENCE

PORTIONS OF REGISTRANT'S ANNUAL REPORT TO SHAREHOLDERS FOR THE YEAR ENDING JUNE 30, 1996 IN PARTS I, II AND IV.

IN PART III, PORTIONS OF THE REGISTRANT'S 1996 PROXY STATEMENT, TO BE FILED WITH THE SECURITIES AND EXCHANGE COMMISSION WITHIN 120 DAYS OF THE REGISTRANT'S FISCAL YEAR END.

Exhibit Index -- page 5

PART T

#### ITEM 1. BUSINESS

#### (a) GENERAL DEVELOPMENT OF BUSINESS

The registrant was incorporated in 1929 and has been in the furniture seating business ever since. For more detailed information see the registrant's 1996 Annual Report to Shareholders which is incorporated herein by reference.

### (b) FINANCIAL INFORMATION ABOUT INDUSTRY SEGMENTS

The registrant's operations consist of one industry segment: upholstered seating. For more detailed financial information see the registrant's 1996 Annual Report to Shareholders which is incorporated herein by reference.

The registrant's upholstered seating business has three primary areas of application: home seating, vehicle seating and commercial seating. Set forth below, in tabular form, is information for the past three fiscal years showing the registrant's sales of upholstered seating attributable to each of the areas of application described above:

### SALES FOR UPHOLSTERED SEATING APPLICATIONS

	1996	1995	1994
	AMOUNT OF SALES	AMOUNT OF SALES	AMOUNT OF SALES
Home Seating	\$128,600,000	\$131,500,000	\$123,100,000
Vehicle Seating	58,200,000	60,700,000	58,500,000
Commercial Seating	18,200,000	16,200,000	13,800,000
Upholstered Seating Total	\$205,000,000 ======	\$208,400,000 ======	\$195,400,000 =======

### (c) NARRATIVE DESCRIPTION OF BUSINESS

(1) (i), (ii), (vii) The registrant is engaged in one segment of business, namely, the manufacture and sale of a broad line of quality upholstered furniture for the retail furniture market, contract furniture market and recreational vehicle furniture market. The registrant's classes of products include a variety of wood and upholstered furniture including upholstered reclining and rocker-reclining chairs, swivel rockers, chairs, sofas, sofa beds, loveseats and convertible bedding units, some or all of which are for the home, office, recreational vehicles, vans and mobile homes. Featured as a basic component in most of the upholstered furniture is a unique drop-in-seat spring. The registrant primarily distributes its products throughout most of the United States through the registrant's sales force to approximately 3,000 furniture dealers, department stores and R.V. manufacturers. The registrant's products are also sold to several national chains, some of which sell on a private label basis.

 $\mbox{(iii)}$  Sources and availability of raw materials essential to the business:

The registrant's furniture products utilize oak, gum and other species of hardwood lumber obtained from Arkansas, Mississippi, Missouri and elsewhere. In addition to lumber and plywood, principal raw materials utilized in the manufacturing process include bar and wire stock, high carbon spring steel, fabrics and polyurethane. While the registrant purchases these materials from outside suppliers, it is not dependent upon any single source of supply. The raw materials are all readily available.

### (iv) Material patents and licenses:

The registrant owns the American and Canadian improvement patents to its Flexsteel seat spring, as well as, patents on convertible beds and various other recreational vehicle seating products. In addition, it holds licenses to manufacture certain rocker-recliners. The registrant does not consider its patents and licenses material to its business.

(v) The registrant's business is not considered seasonal.

(viii) The approximate dollar amounts of backlog of orders believed to be firm as of the end of the last fiscal year and the preceding fiscal year are as follows:

JUNE 30, 1996	JUNE 30, 1995
\$22,600,000*	\$20,400,000

\*All of this amount is expected to be filled and billed in fiscal year ending June 30, 1997.

### (x) Competitive conditions:

The furniture industry is highly competitive. There are numerous furniture manufacturers in the United States. Although the registrant is one of the largest manufacturers of upholstered furniture in the United

States, according to the registrant's best information it manufactures and sells less than 4% of the upholstered furniture sold in the United States. The registrant's principal method of meeting competition is to emphasize its product performance and to use its sales force.

### (xi) Expenditures on Research Activities:

Most items in the upholstered seating line are designed by the registrant's own design staff. New models and designs of furniture, as well as new fabrics, are introduced continuously. The registrant estimates that approximately 40% of its upholstered seating line is redesigned in whole or in part each year. In the last three fiscal years, these redesign activities involved the following expenditures:

FISCAL YEAR ENDING	EXPENDITURES
June 30, 1994	\$1,340,000
June 30, 1995	\$1,490,000
June 30, 1996	\$1,485,000

(xiii) Approximately 2,200 people are employed by the registrant.

### (d) FINANCIAL INFORMATION ABOUT DOMESTIC OPERATIONS

The registrant has no foreign operations and makes minimal export sales. Financial information about domestic operations is set forth in the registrant's 1996 Annual Report to Shareholders which is incorporated herein by reference.

### ITEM 2. PROPERTIES

### (a) THE REGISTRANT OWNS THE FOLLOWING MANUFACTURING PLANTS:

LOCATION	APPROXIMATE SIZE (SQUARE FEET)	PRINCIPAL OPERATIONS
Dubugua Taua	0.45 000	Unbelatored Furniture Pearstional Vahiala
Dubuque, Iowa	845,000	Upholstered Furniture Recreational Vehicle Metal Working
Lancaster, Pennsylvania	216,000	Upholstered Furniture Recreational Vehicle
Riverside, California	206,000	Upholstered Furniture Recreational Vehicle
Harrison, Arkansas	123,000	Woodworking Plant
New Paris, Indiana	168,000	Upholstered Furniture Recreational Vehicle
Dublin, Georgia	153,000	Upholstered Motion Furniture
Starkville, Mississippi	349,000	Upholstered Furniture Woodworking Plant
Sweetwater, Tennessee*	106,000	·

<sup>\*</sup> Production at this plant has ceased and the plant is for sale.

The registrant's operating plants are well suited for their manufacturing purposes and have been updated and expanded from time to time as conditions warrant. There is adequate production capacity to meet present market demands.

The registrant leases showrooms for displaying its products in the furniture marts in High Point, North Carolina and San Francisco, California.

The registrant leases one warehouse in Vancouver, Washington of approximately 15,750 sq. feet for storing its products prior to distribution.

### (b) OIL AND GAS OPERATIONS: NONE.

### ITEM 3. LEGAL PROCEEDINGS

The Company has no material legal proceedings pending other than ordinary routine litigation incidental to the business.

### ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

During the fourth quarter no matter was submitted to a vote of security holders.

The 1995 Stock Option Plan was approved and all nominee directors re-elected at the December 5, 1995 annual shareholders' meeting.

### EXECUTIVE OFFICERS OF THE REGISTRANT

The executive officers of the registrant, their ages, positions (in each case as of June 30, 1996), and the month and year they were first elected or appointed an officer of the registrant, are as follows:

NAME (AGE) POSITION (DATE FIRST BECAME OFFICER)

K. B. Lauritsen (53)

E. J. Monaghan (57)
R. J. Klosterman (48)
J. R. Richardson (52)
P. M. Crahan (48)
J. T. Bertsch (41)

Executive Vice President/Chief Operating Officer (November 1979)
Vice President Finance/Chief Financial Officer & Secretary (June 1989)
SeniorVice President of Marketing (November 1979)
Vice President (June 1989)
Vice President (June 1989)

Each named executive officer has held the same office or an executive or management position with the registrant for at least five years.

### PART II

### ITEM 5. MARKET FOR THE REGISTRANT'S COMMON STOCK AND RELATED SECURITY HOLDER MATTERS

The NASDAQ -- National Market System, is the principal market on which the registrant's Common Stock is being traded. The market prices for the stock and the dividends paid per common share, for each quarterly period during the past two years is shown in the registrant's Annual Report to Shareholders for the Year Ended June 30, 1996, and is incorporated herein by reference.

There were approximately 1,646 holders of Common Stock of the registrant as of June 30, 1996.

### ITEM 6. SELECTED FINANCIAL DATA

This information is contained on page 6 in the registrant's Annual Report to Shareholders for the Year Ended June 30, 1996, under the caption "Five Year Review" and is incorporated herein by reference.

# ITEM 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Management's discussion and analysis is contained on page 7 in the registrant's Annual Report to Shareholders for the Year Ended June 30, 1996 and is incorporated herein by reference.

### ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA

The following financial statements of the Company included in the financial report section of the Annual Report to Shareholders for the Year Ended June 30, 1996, are incorporated herein by reference:

	PAGE
Balance Sheets, June 30, 1996, 1995	8
Statements of Income and Retained Earnings	
Years Ended June 30, 1996, 1995, 1994	9
Statements of Cash Flows	
Years Ended June 30, 1996, 1995, 1994	10
Quarterly Financial Data 1996, 1995	12
Notes to Financial Statements	11-12
Independent Auditors' Report	9

### ITEM 9. CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURE

During fiscal 1996 there were no changes in or disagreements with accountants on accounting procedures or accounting and financial disclosures.

### PART III

# ITEMS 10, 11, 12. DIRECTORS AND EXECUTIVE OFFICERS OF THE REGISTRANT, EXECUTIVE COMPENSATION AND SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT

The information identifying directors of the registrant, executive compensation and beneficial ownership of registrant stock and supplementary data is contained in the registrant's 1996 definitive Proxy Statement to be filed with the Securities and Exchange Commission and is incorporated herein by reference. Executive officers are identified in Part I, Item 4 above.

### ITEM 13. CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS

This information is contained under the heading "Certain Relationships and Related Transactions" in the registrant's 1996 definitive Proxy Statement to be filed with the Securities and Exchange Commission and is incorporated herein by reference.

### PART IV

### ITEM 14. EXHIBITS, FINANCIAL STATEMENT SCHEDULES, AND REPORTS ON FORM 8-K

### (a) (1) Financial Statements

The financial statements of the registrant included in the Annual Report to Shareholders for the Year Ended June 30, 1996, are incorporated herein by reference as set forth above in ITEM 8.

#### (2) Schedules

The following financial schedule for the years ended 1996, 1995 and 1994 is submitted herewith:

		PAGE
SCHEDULE VIII	Reserves	8

Other schedules are omitted because they are not required or are not applicable or because the required information is included in the financial statements incorporated by reference above.

- Restated Articles of Incorporation incorporated by reference to Exhibits to the Registrant's Annual Report on Form 10-K for the fiscal year ended June 30, 1988.
- Bylaws of the Registrant incorporated by reference to Exhibits to the Annual Report on Form 10-K for the fiscal year ended June 30,
- 11 Computation of Earnings Per Share attached as EXHIBIT 1 hereto
- Annual Report to Shareholders for the Year Ended June 30, 1996, 13 attached as EXHIBIT 2 hereto
- 99 1996 Form 11-K for Salaried Employees' Savings Plan 401(k) attached as EXHIBIT 3 hereto
- Independent Auditors' Report attached as EXHIBIT 4 hereto 23
- 22 1996 definitive Proxy Statement incorporated by reference is to be filed with the Securities and Exchange Commission on or before December 1, 1996.
- 23 Consent of Independent Auditors attached as EXHIBIT 6 hereto
- Instruments defining the rights of security holders, including 4

The issuer has not filed, but agrees to furnish upon request to the Commission copies of the Mississippi Industrial Development Revenue Bond Agreement issued regarding the issuer's facilities in Starkville, MS.

Financial Data Schedule

#### (b) REPORTS ON FORM 8-K

No reports on Form 8-K were filed during the last quarter of the fiscal year ended June 30, 1996.

Pursuant to the requirements of Section 13 or 15(d) 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.

September 10, 1996 FLEXSTEEL INDUSTRIES, INC.

> /S/ K. B. LAURITSEN K. B. LAURITSEN PRESIDENT, CHIEF EXECUTIVE OFFICER and

PRINCIPAL EXECUTIVE OFFICER

/S/ R. J. KLOSTERMAN R. J. KLOSTERMAN VICE PRESIDENT OF FINANCE and

PRINCIPAL FINANCIAL OFFICER

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the registrant and in the capacities and on the dates indicated.

/S/ FRANK H. BERTSCH Date: September 10, 1996 -----Frank H. Bertsch

DIRECTOR

/S/ J. B. CRAHAN September 10, 1996 Date:

J. B. Crahan DIRECTOR

Date:	September 10, 1996	/S/ ART D. RICHARDSON
		Art D. Richardson DIRECTOR
Date:	September 10, 1996	/S/ K. BRUCE LAURITSEN
		K. Bruce Lauritsen DIRECTOR
Date:	September 10, 1996	/S/ EDWARD J. MONAGHAN
		Edward J. Monaghan DIRECTOR
Date:	September 10, 1996	/S/ JAMES G. PETERSON
		James G. Peterson DIRECTOR
Date:	September 10, 1996	/S/ THOMAS E. HOLLORAN
		Thomas E. Holloran DIRECTOR
Date:	September 10, 1996	/S/ JAMES R. RICHARDSON
		James R. Richardson DIRECTOR
Date:	September 10, 1996	/S/ L. BRUCE BOYLEN
		L. Bruce Boylen DIRECTOR
Date:	September 10, 1996	/S/ JOHN R. EASTER
		John R. Easter DIRECTOR

SCHEDULE VIII

### FLEXSTEEL INDUSTRIES, INC.

### RESERVES FOR THE YEARS ENDED JUNE 30, 1996, 1995 AND 1994

COLUMN A	COLUMN B	COLUMN C	COLUMN D	COLUMN E
DESCRIPTION	BALANCE AT BEGINNING OF YEAR	ADDITIONS CHARGED TO INCOME	DEDUCTIONS FROM RESERVES (NOTE)	BALANCE AT CLOSE OF YEAR
Allowance for Doubtful Accounts:				
1996	\$ 2,160,000 =======	\$ 1,246,000 ========	\$ 1,253,000 ===========	\$ 2,153,000 =========
1995	\$ 1,960,000 ========	\$ 574,000 ======	\$ 374,000 =======	\$ 2,160,000 ========
1994	\$ 2,163,000 =======	\$ 600,000	\$ 803,000 =======	\$ 1,960,000 =======

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### FLEXSTEEL INDUSTRIES, INC.

### COMPUTATION OF EARNINGS PER SHARE

### YEAR ENDED JUNE 30

	1996	1995	1994	1993	1992
Primary (Note 1): Net earnings applicable to common stock	\$4,502,170 	\$5,210,903 =======	\$6,787,163 =======	\$6,184,914 =======	\$1,689,679
Weighted Average Number of shares outstanding during the year	7,172,299	7,178,285	7,140,144	7,090,041	7,048,494
Earnings Per Share	\$.63	\$.73	\$.95	\$.87	\$.24

NOTE 1 -- The calculation of earnings per share for the five years ended June 30, 1996 excludes the effect of common equivalent shares resulting from outstanding stock options as the effect would not be material. The effect on 1996, 1995, 1994, 1993, and 1992 earnings per share, assuming exercise of dilutive stock options by the treasury stock method, would reduce earnings per share by less than 3% (1996, \$4,502,170 / 7,188,908 shares = \$.626 or .0%; 1995, \$5,210,903 / 7,178,285 shares = \$.726 or .0%; 1994, \$6,787,163 / 7,170,070 shares = \$.947 or .4%; 1993, \$6,184,914 / 7,137,694 shares = \$.867 or .6%; 1992, \$1,689,679 / 7,076,053 shares = \$.239 or .1%).

### FLEXSTEEL INDUSTRIES INCORPORATED ANNUAL REPORT

Fiscal Year Ended June 30, 1996

MOMENTUM

for the 21st Century

-COVER-

FINANCIAL HIGHLIGHTS			
Year Ended June 30	1996	1995	1994
Net Sales	\$205,008,000	\$208,432,000	\$195,388,000
Income Before Taxes	7,052,000	8,111,000	10,092,000
Net Income (1)	4,502,000	5,211,000	6,787,000
Per Share of Common Stock			
Earnings (1)	.63	.73	.95
Cash Dividends	. 48	. 48	. 48
Average Shares Outstanding	7,172,000	7,178,000	7,140,000
At June 00			
At June 30	47 070 000	40, 070, 000	47 707 000
Working Capital	47,376,000	46,272,000	47,787,000
Net Plant and Equipment	23,046,000	24,376,000	18,829,000
Total Assets	95,874,000	96,271,000	95,088,000
Shareholders' Equity	74,147,000	73,824,000	71,289,000
Long-Term Debt	35,000	70,000	105,000

(1) 1994 income and per share amounts reflect cumulative effect of accounting change as of June 30, 1994 of \$320,000 (net of income taxes) or \$.04 per share income.

### FLEXSTEEL(R) INDUSTRIES INCORPORATED

### ГРНОТО1

Front Cover: Exemplifying the best of home fashion is this blending of Old World elegance into today's life styles. Classic details include the turned Victorian legs and a sculpted, attached pillow-back, while the collage of mixed fabrics and nailhead trim are very today. Pairing this Centennial Royale sofa with the leather, tufted-back lounge chair and its matching ottoman creates a room setting which dramatizes comfort.

### -INSIDE FRONT COVER-

### To Our Shareholders

The home furnishings industry remains challenging. The sluggish retail environment that decelerated sales in the final quarters of our previous fiscal year carried over into our fiscal year just completed; coupled with the negative activity that permeated this past winter's retail sales and recreational vehicle sales, it adversely affected our revenues for the year.

For the full year ending June 30, 1996, revenues were \$205,008,000 versus \$208,432,000 generated the previous year. Earnings were \$4,502,000 or \$.63 per share, compared to earnings of \$5,211,000 or \$.73 per share a year earlier.

While this is clearly disappointing, we are extremely encouraged with the dramatic earnings recovery in our final quarter: earnings were \$1,925,000 or \$.27 per share, versus earnings of \$350,000 or \$.05 per share in the comparable quarter in 1995, or an earnings increase of 450%.

### RESIDENTIAL SEATING

The current housing recovery is helping our industry. Retail business, after showing impressive gains in the spring, leveled off at a higher plateau. This sales increase has given us the opportunity to take advantage of improved productivity resulting from capital expenditures initiated in the previous fiscal year.

We continue to gain momentum with the fresh concepts in marketing being introduced in our recently-unveiled Comfort Seating Program. This program provides the dealer a state-of-the-art product display, focussing on the breadth of our entire home furnishings line, in a dedicated space of 6,500 square feet. The Comfort Seating Showroom is a complete concept which can be introduced into an existing store or introduced separately in a free-standing store.

Comfort Seating has created a lot of enthusiasm among our dealers, and we expect significant sales increases as the program expands.

We enjoy excellent acceptance with major retailers; in fact, our position has never been stronger. We will continue our aggressive pursuit of a greater share of this major market.

Our Gallery Program continues to be a vital part of our business; we work closely with our 170-plus independent retail dealers who have dedicated display areas in their stores exclusively to Flexsteel. We will also open Gallery Boutiques this fall in 30 Sears Homelife stores.

Finally, we continue to push our presence in the international marketplace. Unfortunately, the strength of the dollar in certain Pacific Rim countries has increased the cost of American-made furniture some 30% in the past year. Nevertheless, we continue to show moderate sales increases, and we feel that international opportunities are worth the expense of continuing to pursue them.

#### [PH0T0]

Jack B. Crahan, Chairman of the Board (1) and K. Bruce Lauritsen, President and CEO. Mixed fabrics on this classic Flexsteel sofa are typical of popular eclecticism.

WE
CONTINUE
TO BUILD
FLEXSTEEL
MOMENTUM
FOR AN
EXCITING
NEW
CENTURY.

#### [PHOTOS]

Top: The new Comfort Seating Showroom greets shoppers with a welcoming ambience. The design makes use of insights from focus groups and proven retailing techniques to put the customer at ease. It invites return visits.

Bottom: This Van Pak, a handsome group of recreational vehicle seating, features exclusive adjustable arms.

### PAGE 1

### RECREATIONAL VEHICLE SEATING

A soft market in van conversions and recreational vehicle sales during the first half of this fiscal year contributed to a reduction in sales and profits in those industries. However, with a resurgence in sales this spring, our production of seating for RVs is now running at a much higher level.

We continue to bolster our leadership in this field with innovative product design and engineering, critical elements in our success. We are introducing more exciting, new products; at the same time we are reducing the lead time and costs in their development.

Among manufacturing improvements is the consolidation of our metal working and our fabric cutting and sewing operations in our Dubuque, Iowa, plant for a more efficient, cell-type manufacturing operation. All of these will combine to help us continue to increase our market share, and will enhance next year's earnings.

### COMMERCIAL SEATING

Production formerly at our Sweetwater, Tennessee, facility has now been consolidated at our Starkville, Mississippi, plant. Production of commercial seating at this expanded and modernized plant is now fully operational, with the problems of re-arrangement and integration of the Charisma(R) product line behind us. This consolidation will allow us to enjoy the benefits of economies of scale and improved service. It should also allow us to improve the product lines, customer satisfaction and, ultimately, earnings.

You will recall that we took a one-time charge of \$300,000 or \$.04 per share in our first quarter to close out the manufacturing facility in Tennessee. The building is now vacated, though not yet sold.

During the past fiscal year we announced a plan to repurchase a half-million shares of Flexsteel stock. We believe the tender is an appropriate use of excess cash while enhancing the value of our stock by improving earnings per share.

### OUTLOOK

We expect another year of intense competition, with customers continuing to focus on value, quality, service and price. We believe that our newest changes this past year will help us meet these customer needs better than ever.

We remain buoyed by our unusually strong balance sheet, a national network of excellent dealers, and modern facilities strategically located for optimum customer service. If the economic environment remains relatively stable, we believe the positive steps we have taken will continue to improve our market share, customer satisfaction, and shareholder value.

We are grateful for the continued support of all of our retailers, suppliers, associates and stockholders.

/s/ Jack B. Crahan JACK B. CRAHAN Chairman of the Board of Directors

/s/ K. Bruce Lauritsen K. BRUCE LAURITSEN President & Chief Executive Officer

[PHOTOS]

TOP: Charmingly-shaped "swan's-neck" arms add a graceful note to this Charisma(R) rocker. The shaped wood is beautifully finished, arms and back upholstered.

CENTER: Fresh styling, in fabric and proportion, and a new emphasis on comfort, characterize furniture for today's life styles. In addition to the recliner and reclining sofa shown, this group includes a love seat and a sectional.

BOTTOM: Extended-stay hotels and rental condos are a rapidly-growing market for dual-purpose seating. Handsomely-styled pieces such as this sofa sleeper are contributing to Flexsteel's growing share of the commercial seating market.

PAGE 2

Fresh momentum is animating Flexsteel's marketing.

In home furnishings, we have continued to study the evolving life styles of today's more sophisticated consumer. Our strongest market niche today is in a younger, more metropolitan audience; their taste is eclectic, their lifestyle is more casual, their styling preferences typically transitional.

Focus groups have helped us evaluate not only that market's needs but also the impact of the retail environment. From these studies has emerged one of the most exciting developments in Flexsteel's history.

COMFORT SEATING SHOWROOMS are a new generation of consumer-friendly stores. Whether free-standing or in existing stores, independently-owned Comfort Seating Showrooms use fresh display concepts to create a memorable shopping environment, conducive to the revisits that are part of the furniture purchase decision.

Inviting, bright and open, Comfort Seating Showrooms are also laid out for selling effectiveness. The distinctive interiors were created with the help of Grid II International, a specialist in the creation of effective retail environments. These showrooms are expected to increase sales per-square-foot even above that of the excellent performance of Flexsteel Galleries.

Comprehensive advertising and other dealer merchandising aids are available to all dealers. Upscale retail advertising, targeted to emotive issues of core audiences, is available to Comfort Seating Showrooms and Flexsteel Gallery dealers, who also have access to an exclusive selection of high-fashion designer fabrics. Our new line of accent tables also helps the dealer increase the dollar amount of his sales.

ANOTHER MARKETING INNOVATION is the ready-to-assemble recliner, ideal for specialty direct-mail marketing. Shipped by UPS in two cartons, assembled in seconds, these recliners can be customized with school or corporate logos.

THE COMMERCIAL SEATING MARKET continues to evolve. In the hospitality industries, a significant development is the rapid emergence of the extended-stay hotel, now being introduced by the major hotel chains. Their seating needs vary from those of traditional hotels, using, for example, more sofa sleepers and recliners and even office-type chairs for executives who work with computers in their rooms. Flexsteel's growing share of the market includes significant placements in Summerfield Suites and the Wyndham Garden Hotels.

Other growing markets are found in campus-type senior living facilities and the health-care markets, including both long-term and acute-care markets. All these markets require specialized seating such as that developed by Flexsteel.

THE RECREATIONAL VEHICLE SEATING market continues to expand even though there has been considerable consolidation of the customer base. Flexsteel has long had momentum in this market, and continues to stay ahead of the curve in testing, and in meeting or exceeding increasingly stringent safety standards.

FUTURE SALES GROWTH will come through all these markets both at home and abroad, where customers in Europe, Canada, Japan, and the Pacific Rim are now discovering Flexsteel. We, in turn, are discovering the preferences of these international buyers, and now ship to countries in five continents.

[PHOTO]

Special signage and subtle decor greet visitors to the Comfort Seating Showroom and direct them toward the entire collection of vignettes.

MOMENTUM IN MARKETING

COMFORT SEATING DISPLAYS FLEXSTEEL AT ITS RELEVANT BEST, OUR RESPONSE TO TODAY'S ECLECTIC CONSUMER.

[PHOTOS]

TOP: Ready-to-assemble recliners with college emblems, sold directly by Groves Marketing.

 ${\tt BOTTOM:}$  Our new accent tables blend beautiful fossil stone with graceful wrought iron.

PAGE 3

Market research has confirmed that today's consumer is sophisticated and expects quality. She knows that Flexsteel meets her quality standards. Many who choose Flexsteel motion pieces, for example, do so for upgraded styles and fabrics, and are willing to pay a bit more for our quality and comfort.

Keeping our vital momentum goes beyond research. Change accelerates; recent years have seen more change in markets and technologies than did our founders in their lifetimes.

NEW VERTICAL STRUCTURES at Flexsteel are replacing some traditional management concepts. Each of our three core seating markets - residential, commercial, automotive - has its own division and leadership, with responsibilities embracing every aspect from design to production to sales.

IN RESIDENTIAL FURNISHINGS, we define the most profitable price point and design to meet the consumer's key requirements - comfort and fashion.

Home fashion leaders today are leather and motion furniture. Leather has long been one of our strengths, and we offer a range of today's most popular styles, among them soft Euro looks. The expansion of our Dubuque facility added two dedicated cutting and sewing rooms; all leather cutting is now done in one facility, reducing our materials handling costs.

In motion furniture, our "studio" styling, sculptured and roomy, is very successful. For greater cost effectiveness, we've concentrated production of motion furniture for markets east of the Rockies in our Dublin, Georgia, facility, now operating two shifts.

MARKET NICHES are similarly defined in commercial and recreational vehicle seating, and our product development follows Flexsteel's proven strengths. We continue to increase our shares of both these markets.

But in all these markets, fast response is a key to success. Close looks at our methods, use of technology, and scheduling techniques have resulted in numerous improvements.

BUYERS OF RECREATIONAL VEHICLES today expect upscale automotive design. We've been a leader for many years in the design and manufacture of seating for vans, motor homes and travel trailers. Customers here, too, demand more comfort features, such as adjustable arms, lumbar supports, and power adjustments.

The most luxurious motor homes today even feature Flexsteel recliners. Vacation motor homes with "push-out" sides provide more sleeping space, and thus use more of our sofa sleepers.

EXTENDED-STAY HOTELS have their own seating requirements: especially popular are Flexsteel's high-leg recliners which dress up a suite while still providing recliner comfort. The popularity of these suites has also increased the demand for sofa sleepers.

RAPIDLY-GROWING HEALTH-CARE industries continue to demand furnishings that are utilitarian in function and wear, but with the fashion and comfort of fine residential furniture.

TECHNOLOGY HELPS US make vertical structures more efficient than was possible in the past, by defining shared horizontal layers within our three core businesses. Virtually instant communications from factory to factory, and between factory and customers, helps standardize certain parts and/or processes, maximize plant efficiency, and make purchasing more cost-effective.

[PHOTO]

Leather's popularity continues: consumers choose it for comfort and durability. Flexsteel's leather furniture is known for its skillful tailoring and beautiful palette of fashion colors.

FOCUSSING ON MOMENTUM

WE DEFINE MARKETS AND APPLY TECHNOLOGY TO FOCUS EFFECTIVELY ON THEIR KEY NEEDS.

[PHOTOS]

TOP: The popular recreation

room for Madison House residents features club and wing chairs from our commercial seating division. Interior design by Annemarie Kretschmann.

BOTTOM: Innovative Flexsteel designers created this sleeper chair, a space saver for recreational vehicles, and popular in international markets.

PAGE 4

Our associates play key roles in Flexsteel's enviable reputation for quality and performance. They design, market, sew, upholster, inspect and deliver to meet the consumer's high expectations.

Nowhere has this been better demonstrated than by awards recently given to Flexsteel, awards which were accepted on behalf of all Flexsteel associates.

THE SEARS' CHAIRMAN'S AWARD was awarded to Flexsteel as Quality Source of the Year. More than 10,000 vendors serve Sears, and quality is constantly monitored.

This Sears' award was given for their "Partners in Progress" program in which Flexsteel scored a perfect five for quality. This "perfect five" was achieved by Flexsteel people who measured up to, or exceeded, the program's demanding criteria in every aspect of business, from product quality to shipping to marketing support to leadership to innovation to ethics in business.

The Top Supplier of the Year award was given by Starcraft Automotive to Flexsteel for "continuous support, consistent good quality, and delivery along with a total commitment to research and development". It is an excellent tribute to the accomplishments of our recreational vehicle seating teams.

TECHNOLOGY IS A BOON to our craftsman's skills and frees us to concentrate on quality. Computerized fabric cutting makes the best use of fabric and standardizes pattern matching for maximum beauty of our upholstery. Computer-controlled routers help in frame construction. Computerized ordering and shipping reduces paperwork and errors. A new corporate E-mail system has speeded up exchange of vital information between factories.

New wood technology allows us to make stronger frames, such as one-piece arms that completely eliminate failure-prone joints. Not only are the frames better, but we are making better use of our precious forest resources.

We continue to find new ways to standardize certain production operations, while still offering the range of custom options that makes Flexsteel so attractive to our key customers. This allows us to make better use of factory space as well as to reduce inventory expenses.

It is these people of Flexsteel who will continue the momentum that has sustained us through one hundred and three years. There are over 2200 associates leading Flexsteel through its 103rd year, with the combined experience of centuries. Many of them are following in the footsteps of other family members, so that now many of our people represent a third-generation helping to continue Flexsteel's leadership into the 21st century.

[PHOTO]

More than 10,000 vendors were evaluated for Sears "Partners in Progress" Chair man's Award, received by Flexsteel this year.

SUSTAINING MOMENTUM

FLEXSTEEL'S
SECRET IS ITS
PEOPLE, USING
THE BEST SKILLS,
ARTS AND
TECHNOLOGIES
TO CREATE
THE FINEST IN
FURNITURE.

[PHOTOS]

TOP: Applying an informal fabric gives a new dimension to this ever-popular classic silhouette

BOTTOM: From Flexsteel's premium Centennial Royale line, this group features the overscale, extra-soft cushions and eclectic fabric selections popular in today's informal lifestyles.

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	1996	1995	1994	1993	1992
SUMMARY OF OPERATIONS					
Net Sales	\$205,008	\$208,432	\$195,388	\$177,271	\$157,916
Cost of Sales	161,451	164,231	151,066	136,110	122,294
Interest and Other Expense	358	372	270	252	277
Interest and Other Income	1,048	973	990	1,460	2,076
Income Before Taxes	7,052	8,111	10,092	9,710	2,640
Income Taxes	2,550	2,900	3,625	3,525	950
Net Income (1)	4,502	5,211	6,787	6,185	1,690
Earnings per Common Share (1)	. 63	.73	.95	.87	. 24
Cash Dividends per Common Share	. 48	. 48	.48	.48	. 48
STATISTICAL SUMMARY					
Average Common Shares Outstanding	7,172	7,178	7,140	7,090	7,048
Book Value per Common Share	10.45	10.28	9.98	9.57	9.17
Total Assets	95,874	96,271	95,088	87,861	81,843
Net Plant and Equipment	23,046	24,376	18,829	17,208	17,228
Capital Additions	3,290	9,682	5,074	3,273	1,966
Working Capital	47,376	46,272	47,787	49,707	46,863
Long-Term Debt	35	70	105	140	345
Shareholders' Equity	74,147	73,824	71,289	67,855	64,640
SELECTED RATIOS					
Earnings as Percent of Sales	2.2%	2.5%	3.5%	3.5%	1.1%
Current Ratio	3.5	3.4	3.3	3.9	4.3
Return on Total Capital	6.1%	7.1%	9.5%	9.1%	2.6%
Return on Beginning Common Equity	6.1%	7.3%	10.0%	9.6%	2.6%
Average Number of Employees	2,230	2,375	2,240	2,120	2,040

(1) 1994 income and per share amounts reflect cumulative effect of accounting change as of June 30, 1994, of \$320,000 (net of income taxes) or \$.04 per share income.

FLEXSTEEL INDUSTRIES, INC. QUARTERLY COMMON STOCK DATA

FISCAL	YEAR	1995	- 96

	PER	SHARE	MARKET	PRICE*
	EARNINGS	DIVIDEND	HIGH	LOW
First Quarter	.06	.12	12 5/8	10 1/4
Second Quarter	.10	.12	12	10 1/4
Third Quarter	. 20	.12	10 3/4	8 5/8
Fourth Quarter	.27	.12	11 3/4	9 1/2

### FISCAL YEAR 1994-95

	PER	SHARE	MARKET	PRICE*
	EARNINGS	DIVIDEND	HIGH	LOW
First Quarter	.22	. 12	13 1/4	9 1/2
Second Quarter	.21	.12	13 3/4	10
Third Quarter	. 25	. 12	13 1/4	10 1/2
Fourth Quarter	.05	.12	12	10 1/4

Flexsteel has paid cash dividends on its common stock for 218 consecutive quarters. The Company expects to continue regular dividend payments. As of June 18, 1996, there were 1,646 holders of Flexsteel's outstanding common stock.

\* Reflects the Market prices as quoted by the National Association of Securities Dealers, Inc.

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### MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

### FINANCIAL CONDITIONS

Working Capital - Flexsteel's working capital at June 30, 1996 is \$47,376,000 which includes cash, cash equivalents, and temporary investments of \$12,808,000. Working capital increased by \$1,104,000 from June 30, 1995. The Company has lines of credit of \$5,700,000 with banks for short-term borrowings, which have not been utilized since 1979. The Company has outstanding borrowings of \$2,600,000 in the form of variable rate demand industrial development revenue bonds.

Capital Expenditures - Capital expenditures were \$3,290,000 in fiscal 1996. These expenditures were for manufacturing facility improvements, manufacturing, and delivery equipment. Projected capital spending in fiscal 1997 is approximately \$4,500,000 for manufacturing and delivery equipment. The funds required for these expenditures will be provided from available cash.

Dividends - Dividends were \$.48 per share both years. The Board of Directors determine dividend levels based on the Company's ability to pay its obligations, capital expenditure requirements, and other related factors.

Economic Conditions - The Company anticipates that demand for its seating products will remain steady throughout fiscal 1997, assuming no significant changes in interest rates or consumer spending. Management will concentrate on simplification of the product lines to improve quality, service, and delivery

times. Operating profit improvements should result from product line refinements and improved productivity resulting from capital improvements undertaken in the prior fiscal year.

RESULTS OF OPERATIONS FISCAL 1996 COMPARED TO FISCAL 1995

Sales for 1996 decreased by \$3,424,000 or 1.6% compared to 1995. Home Furnishings sales volume decreased \$2,848,000 or 2.2%, Recreational Vehicle products decreased \$2,519,000 or 4.2%, while Commercial Seating increased \$1,943,000 or 12.0%. Cost of goods sold decreased by \$2,780,000 for the year as compared to 1995 due to the volume decrease. Selling, general and administrative expenses were 18.1% in fiscal 1996 compared to 17.6% in fiscal 1995. This increase reflects approximately \$400,000 of additional costs associated with enhancements to our Comfort Seating Gallery Program and an increase of approximately \$675,000 in bad debt provision. The above factors resulted in fiscal year 1996 net earnings of \$4,502,000 or \$.63 per share compared to \$5,211,000 or \$.73 per share in fiscal 1995, a net decrease of \$709,000 or \$.10 per share.

### FISCAL 1995 COMPARED TO FISCAL 1994

Sales for 1995 increased by \$13,044,000 or 6.7% compared to 1994. Home Furnishings sales volume increased \$8,359,000 or 6.8%, Contract Furniture increased \$2,507,000 or 18.2%, and Recreational Vehicle products increased \$2,178,000 or 3.7%. Cost of goods increased \$13,164,000 for the year as compared to 1994. Approximately \$3,000,000 of this increase relates to lower margins, increased material costs, and inefficiencies due to decreased volume in the fourth quarter of the year, with the remainder due to overall increased volume for the year. Selling, general and administrative expenses were 17.6% in fiscal 1995 compared to 17.9% in 1994. The Company continues to control fixed costs while increasing volume. Interest expense increased by \$102,000 due to financing the Starkville, Mississippi, expansion. In fiscal 1994 the Company made an accounting principle change in adopting Statement of Financial Accounting Standards (SFAS) No. 115 which resulted in net cumulative income of \$320,000 or \$.04 per share. The above factors resulted in fiscal year 1995 net earnings of \$5,211,000 or \$.73 per share compared to \$6,787,000 or \$.95 per share in fiscal 1994, a net decrease of \$1,576,000 or \$.22 per share.

### FISCAL 1994 COMPARED TO FISCAL 1993

Sales for 1994 increased by \$18,117,000 or 10.2% compared to 1993. Recreational Vehicle product sales volume increased \$9,008,000 or 18.2%, Home Furnishings increased \$8,739,000 or 7.6%, and Contract Furniture increased \$370,000 or 2.8%. Due to the higher volume, cost of sales increased by \$13,957,000 compared to the prior year. In addition, cost of sales increased approximately \$1,000,000 due to the erosion of margins in the price-competitive marketplace and lower production efficiencies associated with training new associates necessary to meet sales volume requirements. Selling, general and administrative expenses were 17.9% of sales in fiscal 1994 compared to 18.4% in 1993. The improvement reflects the Company's successful efforts to control fixed costs while increasing volume. Interest income decreased by \$471,000 due to lower levels of investment and decreased rate of return. The Company elected to adopt the provisions of Statement of Financial Accounting Standards (SFAS) No. 115 during fiscal 1994, with respect to the Company's accounting for certain investments in debt and equity securities. This change in accounting principle resulted in net cumulative income of \$320,000, or \$.04 per share. Also in fiscal 1994, the Company adopted SFAS No. 112, "Employers Accounting for Postemployment Benefits." The adoption of this standard did not have a material effect on the Company's financial position or results of operations.

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FLEXSTEEL INDUSTRIES, INC. BALANCE SHEETS

JUNE 30, 1996 1995 **ASSETS** CURRENT ASSETS: Cash and cash equivalents \$ 3,867,742 \$ 5,768,537 Temporary investments - at fair value based 8,940,603 on quoted market price 8,268,615 Trade receivables - less allowance for doubtful accounts: 1996, \$2,153,000; 1995, \$2,160,000 24,464,171 22,905,047 Inventories 26,082,857 25,921,674 2,000,000 Deferred income taxes 2,010,000 844,557 0ther 732,054 65,708,430 Total current assets 66,097,427 PROPERTY, PLANT AND EQUIPMENT, net 23,046,224 24,376,052 OTHER ASSETS 6,730,513 6,186,144 T0TAL \$95,874,164 \$96,270,626

LIABILITIES AND SHAREHOLDERS' EQUITY

CURRENT LIABILITIES:
Accounts payable - trade

Accrued liabilities:		
Payroll and related items	3,433,562	3,656,678
Insurance	5,347,758	5,368,145
Other accruals	3,731,364	2,694,902
Industrial revenue bonds payable	2,635,000	2,960,000
Total current liabilities	18,721,916	19,436,716
LONG-TERM DEBT	35,000	70,000
DEFERRED COMPENSATION	2,969,847	2,940,329
Total liabilities	21,726,763	22,447,045
SHAREHOLDERS' EQUITY:		
Common stock - \$1 par value; authorized 15,000,000 shares;		
issued 1996, 7,095,044 shares; 1995, 7,193,124 shares	7,095,044	7,193,124
Additional paid-in capital	556,632	1,386,754
Retained earnings	66,266,325	65,199,703
Unrealized investment gain	229,400	44,000
Total shareholders' equity	74,147,401	73,823,581
TOTAL	\$95,874,164	\$96,270,626

### SEE ACCOMPANYING NOTES TO FINANCIAL STATEMENTS

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FLEXSTEEL INDUSTRIES, INC. STATEMENTS OF INCOME & RETAINED EARNINGS

STATEMENTS OF INCOME & RETAINED EARNINGS						
		FOR T	HE Y	EARS ENDED JU	NE 3	0,
		1996		1995		1994
NET SALES	\$	205,008,245	\$	208,432,198	\$	195,388,106
OPERATING EXPENSES:						
Cost of goods sold		161,450,649		164,230,883		151,066,404
Selling, general and administrative		37, 195, 178		36,692,054		34,949,047
Total		198,645,827		200,922,937		186,015,451
OPERATING INCOME		6,362,418		7,509,261		9,372,655
OTHER:						
Interest and other income		1,048,074		973,371		989,554
Interest expense		(358, 322)		(371,729)		(270,046)
Total		689,752		601,642		719,508
INCOME BEFORE INCOME TAXES AND CUMULATIVE						
EFFECT OF CHANGE IN ACCOUNTING PRINCIPLE		7,052,170		8,110,903		10,092,163
PROVISION FOR INCOME TAXES		2,550,000		2,900,000		3,625,000
INCOME BEFORE CUMULATIVE EFFECT OF CHANGE						
IN ACCOUNTING PRINCIPLE		4,502,170		5,210,903		6,467,163
CUMULATIVE EFFECT OF CHANGE IN						
ACCOUNTING PRINCIPLE						320,000
NET INCOME		4,502,170		5,210,903		6,787,163
RETAINED EARNINGS - BEGINNING OF YEAR		65,199,703		63,437,854		60,080,908
TOTAL		69,701,873		68,648,757		66,868,071
CASH DIVIDENDS ON COMMON STOCK						
(\$.48 per share)		(3,435,548)		(3,449,054)		(3,430,217)
RETAINED EARNINGS - END OF YEAR	\$	66,266,325	\$	65,199,703	\$	63,437,854
AVERAGE NUMBER OF COMMON SHARES						
OUTSTANDING		7,172,299		7,178,285		7,140,144
EARNINGS PER SHARE BEFORE CUMULATIVE						
EFFECT OF CHANGE IN ACCOUNTING PRINCIPLE	\$	.63	\$	.73	\$	.91
CUMULATIVE EFFECT OF CHANGE IN					_	
ACCOUNTING PRINCIPLE	_		_		\$	.04
EARNINGS PER SHARE OF COMMON STOCK	\$	.63	\$	.73	\$	. 95

### SEE ACCOMPANYING NOTES TO FINANCIAL STATEMENTS

INDEPENDENT AUDITORS' REPORT
TO THE SHAREHOLDERS OF FLEXSTEEL INDUSTRIES, INC.:

We have audited the accompanying balance sheets of Flexsteel Industries, Inc. as of June 30, 1996 and 1995, and the related statements of income and retained earnings and cash flows for each of the three years in the period ended June 30, 1996. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Flexsteel Industries, Inc. as of June 30, 1996 and 1995, and the results of its operations and cash flows for each of the three years in the period ended June 30, 1996 in conformity with generally accepted accounting principles.

As discussed in Note 1 to the financial statements, the Company changed its method of accounting for certain investments in debt and equity securities during the year ended June 30, 1994.

DELOITTE & TOUCHE LLP Minneapolis, Minnesota August 9, 1996

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FLEXSTEEL INDUSTRIES, INC. STATEMENTS OF CASH FLOWS

	FOR THE	E YEARS ENDED JU	NE 30,
	1996	1995	1994
OPERATING ACTIVITIES:			
Net income	\$ 4,502,170	\$ 5,210,903	\$ 6,787,163
Adjustments to reconcile net income to net cash	\$ 4,302,170	Φ 3,210,903	\$ 0,707,103
provided by (used in) operating activities:			
Cumulative effect of accounting change			(320,000)
Depreciation	4,619,511	4,135,053	3,452,962
Trade receivables	(1,559,124)	2,710,379	(3,422,717)
Inventories	(161, 183)	663,723	(4,873,616)
Other current assets	112,503	68,744	59,779
Other assets	(544, 369)	(519,313)	(1,721,325)
Accounts payable - trade	(1,182,759)	(114,639)	658,967
Accrued liabilities	792,959	(894, 289)	(138, 855)
Deferred compensation	29,518	16,600	58,732
Deferred income taxes	(10,000)	340,000	(250,000)
Net cash provided by	(20,000)	0.0,000	(200)
operating activities	6,599,226	11,617,161	291,090
INVESTING ACTIVITIES:	0,000,==0	,, ,	,
Construction funds held in escrow		2,034,248	(2,034,248)
Purchases of temporary investments	(4,178,560)	(2,751,519)	(2,878,805)
Proceeds from sales of temporary investments	3,691,972	4,565,254	8,508,968
Additions to property, plant and equipment	(3, 289, 683)	(9,682,052)	(5,074,138)
Net cash used in investing activities	(3,776,271)	(5,834,069)	(1,478,223)
FINANCING ACTIVITIES:	( , , , ,	( , , , ,	( , , , ,
Proceeds from (payment of) borrowings	(360,000)	(360,000)	3,215,000
Payment of dividends	(3,435,548)	(3,449,054)	(3,430,217)
Proceeds from issuance of common stock	383, 237	408,926	396,523
Repurchase of common stock (132,453 shares)	(1,311,439)		
Net cash provided by			
(used in) financing activities	(4,723,750)	(3,400,128)	181,306
Tanana (danaan) in ook ood ook oodinlank	(4 000 705)	0.000.004	(4 005 007)
Increase (decrease) in cash and cash equivalents	(1,900,795)	2,382,964	(1,005,827)
Cash and cash equivalents at beginning of year	5,768,537	3,385,573	4,391,400
Cash and cash equivalents at end of year	\$ 3,867,742	\$ 5,768,537	\$ 3,385,573
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION			
Cash paid during the year for			
Interest	\$ 123,000	\$ 135,000	\$ 38,000
Income taxes	\$ 1,927,000	\$ 3,555,000	\$ 5,081,000
	, ,	, ,	, ,

### SEE ACCOMPANYING NOTES TO FINANCIAL STATEMENTS.

### REPORT OF MANAGEMENT

To the Shareholders of Flexsteel Industries, Inc.:

Management is responsible for the financial and operating information contained in this Annual Report, including the financial statements covered by the report of Deloitte & Touche LLP, our independent auditors. The statements were prepared in conformity with generally accepted accounting principles and include amounts based on estimates and judgments of management.

The Company maintains a system of internal accounting controls to provide reasonable assurance that the books and records reflect the authorized transactions of the Company. There are limits inherent in all systems of internal control because their cost should not exceed the benefits derived. The Company believes its system of internal accounting controls and internal audit functions balance the cost/ benefit relationship.

The Audit & Ethics Committee of the Board of Directors, composed solely of outside directors, annually recommends to the Board of Directors the appointment of the independent auditors. The independent auditors are engaged to audit the financial statements of the Company and to express an opinion thereon. The independent auditors' report is expressed on page 9. The Audit & Ethics Committee meets periodically with the independent auditors to review financial reports, accounting and auditing practices and controls.

### FLEXSTEEL INDUSTRIES, INC. NOTES TO FINANCIAL STATEMENTS

# 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

DESCRIPTION OF BUSINESS - Flexsteel Industries, Inc. (the Company), manufactures and sells upholstered furniture and other seating products.

USE OF ESTIMATES - the preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

FAIR VALUE - the Company's cash, accounts receivable, accounts payable, accrued liabilities and other liabilities are carried at amounts which reasonably approximate their fair value due to their short-term nature. Fair values of investments in debt and equity securities are disclosed in Note 2.

STATEMENT OF CASH FLOWS - the Company considers highly liquid investments with original maturities of less than three months as the equivalent of cash.

INVENTORIES - are stated at the lower of cost or market. Raw steel, lumber and wood frame parts are valued on the last-in, first-out (LIFO) method. Other inventories are valued on the first-in, first-out (FIFO) method.

PROPERTY, PLANT AND EQUIPMENT - is stated at cost and depreciated using the straight-line method.

INCOME TAXES - deferred income taxes result from temporary differences between the tax basis of an asset or liability and its reported amount in the financial statements.

EARNINGS PER SHARE - are based on the weighted average number of common shares outstanding during each year. The exercise of employee stock options would have no material effect on earnings per share.

ACCOUNTING CHANGES - effective June 30, 1994, the Company adopted the provisions of Statement of Financial Accounting Standards (SFAS) No. 115, "Accounting for Certain Investments in Debt and Equity Securities." This standard which requires certain investments to be recorded at their market value resulted in a decrease of \$320,000 in shareholders' equity. This change in accounting principle resulted in a cumulative effect adjustment as of June 30, 1994 of \$320,000 (tax affected amount) or \$ .04 per share.

Effective July 1, 1995 the Company adopted SFAS No. 107, "Disclosure about Fair Value of Financial Instruments" and SFAS No. 121, "Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to be Disposed Of." The adoption of these statements did not have a material effect on results of operation or financial position.

Stock compensation plans provide for the granting of incentive and nonqualified stock options to key employees. Under the plans, options are granted at fair market value, and may be exercisable for up to 10 years. The Financial Accounting Standards Board has issued SFAS No. 123, "Accounting for Stock-Based Compensation," which is required for fiscal years beginning after December 15, 1995. The Company has not yet determined if it will elect to change to the fair value method, nor has it determined the effect the new standard will have on net income and earnings per share should it elect to make such a change. Adoption of the new standard will have no effect on the Company's cash flows.

RECLASSIFICATIONS - certain prior years' amounts have been reclassified to conform to the 1996 presentation.

### 2. INVESTMENTS

Debt and equity securities are included in Temporary Investments and in Other Assets and are considered as available for sale. The amortized cost and estimated market values of investments in debt and equity securities are as follows:

	June 30	, 1996	June 30,	1995
	Debt	Equity	Debt	Equity
	Securities	Securities	Securities	Securities
Amortized Cost Unrealized gains	\$8,987,896	\$2,296,905	\$8,324,825	\$2,168,475
(losses) Est. Market Value	(144,740) \$8,843,156	499,199 \$2,796,104	(94,086) \$8,230,739	157,453 \$2,325,928

As of June 30, 1996, the maturities of debt securities are \$2,012,816 within one year, \$6,570,455 one to five years, and \$259,885 six to ten years.

### 3. INVENTORIES

Inventories valued on the LIFO method would have been approximately \$2,024,000 and \$2,671,000 higher at June 30, 1996 and 1995, respectively, if

they had been valued on the FIFO method. A comparison of inventories is as follows:

	June	30,
	1996	1995
Raw materials Work in process and finished parts Finished goods Total	\$12,936,114 7,594,621 5,552,122 \$26,082,857	\$14,186,359 7,546,079 4,189,236 \$25,921,674

### 4. PROPERTY, PLANT AND EQUIPMENT

	Estimate		ine 30,
L	ife (Yea	rs) 1996	1995
Land Buildings and		\$ 1,609,572	\$ 1,609,572
improvements Machinery and	3 - 50	23,710,516	23,099,131
equipment	3 - 15	24, 455, 532	24, 434, 273
Delivery equipment	2 - 9	13,041,661	12,430,880
Furniture and fixtures	3 - 15	4,440,375	4,426,168
Total Less accumulated		\$ 67,257,656	\$66,000,024
depreciation		44,211,432	41,623,972
Net		\$ 23,046,224	\$24,376,052

#### 5. BORROWINGS

The Company is obligated for \$2,600,000 for Industrial Revenue Bonds at June 30, 1996 which were issued for the financing of property, plant and equipment. The obligations are variable rate demand bonds with a weighted average rate for years ended June 30, 1996, 1995, and 1994 of 4.13%, 4.05%, and 3.00% respectively, and are due in annual installments of \$325,000 through 2004, if not paid earlier upon demand of the holder. The Company has a letter of credit to guarantee the payment of these bonds in the event of default

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No amounts were outstanding on this letter at June 30, 1996. In addition, the Company is obligated for General Obligation Development Bonds bearing interest at 5.0% and due in annual installments of \$35,000 through 1998.

### 6. INCOME TAXES

The total income tax provision for the years ended June 30, 1996, 1995, and 1994 was 36.2%, 35.8%, and 35.9%, respectively, of income before income taxes and cumulative effect of change in accounting principle.

### PROVISION - COMPRISED OF THE FOLLOWING:

	1996	1995	1994
Federal - current	\$2,240,000	\$2,230,000	\$3,395,000
State - current	320,000	330,000	480,000
Deferred	(10,000)	340,000	(250,000)
Total	\$2,550,000	\$2,900,000	\$3,625,000

### DEFERRED INCOME TAXES - COMPRISED OF THE FOLLOWING:

	ne 30, 1996 set (Liability)	June 30, 1995 Asset (Liability)
Asset allowances Deferred compensation Other accruals and allowances Excess of tax over book depreciation Total	\$ 793,000 1,099,000 1,542,000 (1,424,000) \$2,010,000	\$ 808,000 1,088,000 1,542,000 (1,438,000) \$ 2,000,000

### 7. CREDIT ARRANGEMENTS

The Company has lines of credit of \$5,700,000 with banks for short-term borrowings at the prime rate in effect at the date of the loan. On \$1,000,000 of such line, the Company is required to maintain compensating bank balances equal to 5% of the line of credit plus 5% of any amounts borrowed. There were no short-term bank borrowings during 1996 or 1995. Additionally, the Company has issued a \$1,300,000 letter of credit related to worker's compensation and casualty insurance. No amounts were outstanding on this letter as of June 30, 1996 or 1995.

### 8. SHAREHOLDERS' EQUITY

The Company has authorized 60,000 shares of cumulative, \$50 par value preferred stock and 700,000 shares of undesignated, \$1 par value (subordinated) stock, none of which is outstanding. The Company issued 34,373, 38,112, and 31,981 net shares under stock option and other employee plans during the years ended June 30, 1996,1995, and 1994, respectively. The difference between the purchase or issue prices and the par value of the shares is credited or charged to paid-in capital.

### 9. STOCK OPTIONS

At June 30, 1996, 416,140 shares of common stock were available for future grants. Changes in options outstanding are as follows:

June 30, 1993	Shares Price/Range
Outstanding Granted Exercised	158,690 \$10.50 - \$12.375 100,930 14.875 - 15.75 (19,100) 10.50 - 11.00
June 30, 1994	
Outstanding Granted Exercised Cancelled .	240,520
June 30, 1995	Shares Price/Range
Outstanding Granted Cancelled	276,670 \$10.50 - 15.75 91,950 11.25 (26,140) 10.50 - 14.875
June 30, 1996	
Outstanding	342,480 \$10.50 - \$15.75

#### 10. PENSION AND RETIREMENT PLANS

The Company sponsors various defined contribution pension and retirement plans which cover substantially all employees, other than employees covered by multiemployer pension plans under collective bargaining agreements. It is the Company's policy to fund all pension costs accrued. Total pension and retirement plan expense was \$1,326,000 in 1996, \$1,295,000 in 1995, and \$1,226,000 in 1994 including \$287,000 in 1996, \$274,000 in 1995, and \$251,000 in 1994 for the Company's matching contribution to retirement savings plans. The Company's cost for pension plans is determined as 2% - 4% of each covered employee's wages. The Company's matching contribution for the retirement savings plans is 25% - 50% of employee contributions (up to 4% of their earnings). In addition to the above, amounts charged to pension expense and contributed to multiemployer defined benefit pension plans administered by others under collective bargaining agreements were \$1,135,000 in 1996, \$1,203,000 in 1995, and \$1,150,000 in 1994.

### 11. MANAGEMENT INCENTIVE PLANS

The Company has an incentive plan that provides for shares of common stock to be awarded to key employees based on a targeted rate of earnings to common equity as established by the Board of Directors. Shares awarded to employees are subject to the restriction of continued employment with 33 1/3% of the stock received by the employee on the award date and the remaining shares issued after one and two years. Under the plan 13,687, and 16,189 shares were awarded, and the amounts charged to income were \$150,000 and \$170,000 in 1995 and 1994 respectively. No shares were awarded in 1996. At June 30, 1996, 379,310 shares were available for future grants.

### 12. SUPPLEMENTARY QUARTERLY FINANCIAL INFORMATION

(UNAUDITED - in thousands of dollars, except per share amounts)

		Qua	arters	
	1st	2nd	3rd	4th
1996:				
Net Sales	\$49,227	\$48,177	\$53,213	\$54,391
Gross Profit	9,857	9,687	11,689	12,325
Net Income	428	716	1,433	1,925
Earnings Per	Share .06	.10	.20	. 27
		Qua	arters	
	1st	Qua 2nd	arters 3rd	4th
1995:	1st			4th
1995: Net Sales	1st \$50,812	2nd		4th \$48,486
		2nd \$52,351	3rd	
Net Sales	\$50,812	2nd \$52,351 11,465	3rd \$56,783	\$48,486 9,183
Net Sales Gross Profit	\$50,812 11,475 1,597	2nd \$52,351 11,465	3rd \$56,783 12,078 1,768	\$48,486 9,183

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### PLANT LOCATIONS

\*Flexsteel Industries, Inc. DUBUQUE, IOWA 52001 (319) 556-7730 P. M. Crahan, General Manager

Flexsteel Industries, Inc.

DUBLIN, GEORGIA 31040 (912) 272-6911 R. C. Adams, General Manager

Flexsteel Industries, Inc.

LANCASTER, PENNSYLVANIA 17604 (717) 392-4161 T. P. Fecteau, General Manager Flexsteel Industries, Inc. RIVERSIDE, CALIFORNIA 92504 (909) 354-2440 T. D. Burkart, General Manager

Flexsteel Industries, Inc. NEW PARIS, INDIANA 46553 (219) 831-4050 G. H. Siemer, General Manager

Wood Products Division HARRISON, ARKANSAS 72601 (501) 743-1101 M. J. Feldman, General Manager

Metal Division DUBUQUE, IOWA 52001

(319) 556-7730 J. E. Gilbertson, General Manager

Commercial Seating Division STARKVILLE, MISSISSIPPI 39760 (601) 323-5481 S. P. Salmon, General Manager

Vancouver Distribution Center VANCOUVER, WASHINGTON 98668 (206) 696-9955 R. Heying, Supervisor

\* Executive Offices

PERMANENT SHOWROOMS Dubuque, Iowa High Point, North Carolina San Francisco, California

DIRECTORS AND OFFICERS

Frank H. Bertsch Chairman of Executive Committee Director

Jack B. Crahan Chairman of the Board of Directors

K. Bruce Lauritsen President Chief Executive Officer Director

Edward J. Monaghan
Executive Vice President
Chief Operating Officer
Director

James R. Richardson Senior Vice President, Marketing Director

L. Bruce Boylen
Retired Vice President
Fleetwood Enterprises, Inc.
Director

John R. Easter Retired Vice President Sears, Roebuck & Company Director

Thomas E. Holloran
Professor, Graduate School of
Business, University of St. Thomas
St. Paul, Minnesota
Director

James G. Peterson
Consultant
James G. Peterson Associates
Business Consultant
and Investment Advisor
Director

Art D. Richardson
Retired Senior Vice President
Flexsteel Industries, Inc.
Director

Jeffrey T. Bertsch Vice President

Carolyn T. B. Bleile Vice President Thomas D. Burkart Senior Vice President, Vehicle Seating

Kevin F. Crahan Vice President

Patrick M. Crahan Vice President

Keith R. Feuerhaken Vice President

James E. Gilbertson Vice President

James M. Higgins Vice President, Commercial Seating

Ronald J. Klosterman Vice President, Finance Chief Financial Officer Secretary

Michael A. Santillo Vice President

### EXECUTIVE COMMITTEE

Frank H. Bertsch, Chairman Jack B. Crahan K. Bruce Lauritsen Edward J. Monaghan James R. Richardson

AUDIT & ETHICS COMMITTEE

Thomas E. Holloran, Chairman John R. Easter James G. Peterson Art D. Richardson

NOMINATING & COMPENSATION COMMITTEE

L. Bruce Boylen, Chairman John R. Easter Thomas E. Holloran James G. Peterson

MARKETING COMMITTEE John R. Easter, Chairman Frank H. Bertsch L. Bruce Boylen James G. Peterson Art D. Richardson

TRANSFER AGENT AND REGISTRAR Norwest Capital Resources P. 0. Box 738 South St. Paul, Minnesota 55075-0738

GENERAL COUNSEL Irving C. MacDonald Minneapolis, Minnesota O'Connor and Thomas, P.C. Dubuque, Iowa

NATIONAL OVER THE COUNTER NASDAQ Symbol - FLXS

ANNUAL MEETING Tuesday, December 10, 1996, 3:30 p.m. Minneapolis Hilton & Towers 1001 Marquette Avenue, 3rd floor Minneapolis, Minnesota 55403

AFFIRMATIVE ACTION POLICY

It is the policy of Flexsteel Industries, Inc. that all employees and potential employees shall be judged on the basis of qualifications and ability, without

regard to age, sex, race, creed, color or national origin in all personnel actions. No employee or applicant for employment shall receive discriminatory treatment because of physical or mental handicap in regard to any position for which the employee or applicant for employment is qualified. Employment opportunities and job advancement opportunities will be provided for qualified disabled veterans and veterans of the Vietnam era. This policy is consistent with the Company's plan for 'Affirmative Action' in implementing the intent and provisions of the various laws relating to employment and non-discrimination.

ANNUAL REPORT ON FORM 10-K AVAILABLE

A copy of the Company's annual report on Form 10-K, as filed with the Securities and Exchange Commission, can be obtained without charge by writing to: Office of the Secretary, Flexsteel Industries, Inc., P. O. Box 877, Dubuque, Iowa 52004-0877.

Visit us on the Internet http://www.flexsteel.com

FLEXSTEEL(R)
INDUSTRIES INCORPORATED

(C) 1996 FLEXSTEEL INDUSTRIES, INC.

-INSIDE BACK COVER-

[PH0T0]

Comfort and good looks are as important to recreational vehicle sales as they are to home furnishings. For years, Fleetwood has found Flexsteel seating to be a positive sales feature for their motor homes. For luxurious comfort on the road, the interior of this Pace Arrow motor home by Fleetwood features a Flexsteel Magic Bed(R) and a Flexsteel recliner. Flexsteel bucket seats complete the seating package.

FLEXSTEEL(R) INDUSTRIES INCORPORATED P.O. BOX 877 \* DUBUQUE, IA 52001-0877

-BACK COVER-

### INDEPENDENT AUDITORS' REPORT

Flexsteel Industries, Inc.:

We have audited the financial statements of Flexsteel Industries, Inc. (the Company) as of June 30, 1996 and 1995 and for each of the three years in the period ended June 30, 1996, and have issued our report thereon dated August 9, 1996, which report includes an explanatory paragraph relating to a change in the Company's method of accounting for certain investments in debt and equity securities; such financial statements and report are included in your 1996 Annual Report to Stockholders and are incorporated herein by reference. Our audits also included the financial statement schedule of Flexsteel Industries, Inc., listed in Item 14. This financial statement schedule is the responsibility of the Company's management. Our responsibility is to express an opinion on the financial statement schedule based on our audits. In our opinion, such financial statement schedule, when considered in relation to the basic financial statements taken as a whole, presents fairly in all material respects the information set forth therein.

DELOITTE & TOUCHE LLP

Minneapolis, Minnesota August 9, 1996

EXHIBIT 6

### CONSENT OF INDEPENDENT AUDITORS

Flexsteel Industries, Inc.:

We hereby consent to the incorporation by reference in Registration Statement No. 33-1836 on Form S-8 as amended by Post-Effective Amendment No. 1 for the Flexsteel Salaried Employees' Savings Plan 401(k) and in Registration Statement No. 2-86782 on Form S-8 as amended by Post-Effective Amendment No. 3 for the Flexsteel 1983 Stock Option Plan and in Registration Statement No. 33-26267 on Form S-8 for the Flexsteel 1989 Stock Option Plan of our reports dated August 9, 1996 (which expresses an unqualified opinion and includes an explanatory paragraph relating to a change in the Company's method of accounting for certain investments in debt and equity securities) appearing in and incorporated by reference in the Annual Report on Form 10-K of Flexsteel Industries, Inc. for the year ended June 30, 1996.

DELOITTE & TOUCHE LLP

Minneapolis, Minnesota September 25, 1996

### SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D. C. 20549

FORM 11-K

[x] ANNUAL REPORT PURSUANT TO SECTION 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 [FEE REQUIRED]

For the fiscal year ended JUNE 30, 1996

or

[ ] TRANSITION REPORT PURSUANT TO SECTION 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 [NO FEE REQUIRED]

For the transition period from \_\_\_\_\_\_ to \_\_\_\_\_

Full title of the plan:

SALARIED EMPLOYEES' SAVINGS PLAN 401(k)

Commission file number 0-5151

B) Name of issuer of the securities held pursuant to the plan and the address of its principal executive office:

FLEXSTEEL INDUSTRIES, INC., P.O. BOX 877, DUBUQUE, IA 52004-0877

THE PLAN. Pursuant to the requirements of the Securities Exchange Act of 1934, the trustees (or other persons who administer the employee benefit plan) have duly caused this annual report to be signed on its behalf by the undersigned hereunto duly authorized.

Salaried Employees' Savings Plan 401(k) (Name of Plan)

Date: September 10, 1996

A)

/S/ R. J. KLOSTERMAN

R.J. Klosterman

VICE PRESIDENT OF FINANCE AND PRINCIPAL FINANCIAL OFFICER

INDEPENDENT AUDITORS' REPORT

Flexsteel Industries, Inc. Salaried Employees' Savings Plan 401(k):

We have audited the combining statements of financial position of the Flexsteel Industries, Inc. Salaried Employees' Savings Plan 401(k) (the "Plan") as of June 30, 1996 and 1995 and the related combining statements of income and changes in plan equity for each of the three years in the period ended June 30, 1996. These financial statements are the responsibility of the Plan's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, such financial statements present fairly, in all material respects, the financial position of the Plan as of June 30, 1996 and 1995, and the results of its operations for each of the three years in the period ended June 30, 1996 in conformity with generally accepted accounting principles.

DELOITTE & TOUCHE LLP

Minneapolis, Minnesota August 9, 1996

# FLEXSTEEL INDUSTRIES, INC. SALARIED EMPLOYEES' SAVINGS PLAN 401(k) COMBINING STATEMENTS OF FINANCIAL POSITION JUNE 30, 1996

	FLEXSTEEL INDUSTRIES, INC. COMMON STOCK FUND	COMMON STOCK FUND	GUARANTEED INTEREST ACCOUNT	PRIVATE MARKET BOND AND MORTGAGE ACCOUNT	STOCK INDEX FUND
1996:					
ASSETS					
Cash Employee Contributions	\$ 16,724				
Receivable	3,497	\$ 17,421	\$ 21,497	\$ 4,790	\$ 315
Company Contributions Receivable	764	2,355	3,347	707	24
Investment in Flexsteel Industries,		,	,		
Inc. Common Stock - Par Value \$1					
Per Share; at market 122,709 shares	;				
at \$11.75 each	1,441,832				
Investment in Common Stock Fund	, ,	3,766,934			
Investment in Private Market Bond &		, ,			
Mortgage Account				828,863	
Investment in Guaranteed				,	
Interest Accounts			4,302,584		
Investment in Stock			, ,		
Index Fund					96,452
Investment in Money					,
Market Account					
Investment in International					
Stock Account					
Investment in Small Company					
Stock Fund					
Total assets	\$1,462,817	\$3,786,710	\$4,327,428	\$ 834,360	\$ 96,791
	========	========	========	========	=======
PLAN EQUITY					
Total plan equity	\$1,462,817	\$3,786,710	\$4,327,428	\$ 834,360	\$ 96,791
	=======	=======	========	=======	=======

### [WIDE TABLE CONTINUED FROM ABOVE]

	MONEY MARKET ACCOUNT	INTERNATIONAL STOCK ACCOUNT	SMALL COMPANY STOCK FUND	TOTAL
1996: ASSETS				
Cash Employee Contributions				\$ 16,724
Receivable	115	\$ 3,360 645	\$ 6,580 987	58,164 8,944
Investment in Private Market Bond &				1,441,832 3,766,934
Mortgage Account Investment in Guaranteed				828,863
Interest Accounts Investment in Stock				4,302,584
Index Fund				96,452
Investment in Money  Market Account  Investment in International	70,165			70,165
Stock Account		309,267		309,267
Stock Fund			615,575	615,575
Total assets	\$ 70,984 ======		\$ 623,142 =======	
PLAN EQUITY				
Total plan equity	\$ 70,984 ======	\$ 313,272 =======	\$ 623,142 =======	\$11,515,504 =======

See accompanying Notes to Financial Statements

# COMBINING STATEMENTS OF FINANCIAL POSITION JUNE 30, 1995

	FLEXSTEEL INDUSTRIES, INC. COMMON STOCK FUND	COMMON STOCK FUND	GUARANTEED INTEREST ACCOUNT	PRIVATE MARKET BOND AND MORTGAGE ACCOUNT	STOCK INDEX FUND
1995:					
ASSETS					
Cash	\$ 11,645				
Employee Contributions Receivable	8,314	\$ 20,038	\$ 30,253	\$ 8,125	\$ 947
Company Contributions Receivable	869	872	11,241	483	Φ 547
Investment in Flexsteel Industries,	003	072	11,241	400	
Inc. Common Stock - Par Value \$1 Pe	er				
Share; at market 109,719.5 shares					
at \$10.25 each	1,124,625				
Investment in Common Stock Fund		2,721,227			
Investment in Private Market Bond &				777 040	
Mortgage Account Investment in Guaranteed				777,219	
Interest Accounts			4,385,870		
Investment in Stock			4,000,010		
Index Fund					69,401
Investment in Money					,
Market Account					
Investment in International					
Stock Account					
Investment in Small Company					
Stock Fund					
Total assets	\$1,145,453	\$2,742,137	\$4,427,364	\$ 785,827	\$ 70,348
	========	========	========	=======	======
PLAN EQUITY					
Total plan equity	\$1,145,453	\$2,742,137	\$4,427,364	\$ 785,827	\$ 70,348
	=======	========	========	=======	=======

### [WIDE TABLE CONTINUED FROM ABOVE]

	MONEY MARKET ACCOUNT	INTERNATIONAL STOCK ACCOUNT	SMALL COMPANY STOCK FUND	TOTAL
1995:				
ASSETS				
Cash				\$ 11,645
Employee Contributions				
Receivable	\$ 739	\$ 3,874	\$ 4,900	77,190
Company Contributions Receivable	31	32	161	13,689
Investment in Flexsteel Industries,				
Inc. Common Stock - Par Value \$1 F	Per			
Share; at market 109,719.5 shares				
at \$10.25 each				1,124,625
Investment in Common Stock Fund				2,721,227
Investment in Private Market Bond &				777 040
Mortgage Account				777,219
Investment in Guaranteed Interest Accounts				4 20E 070
Investment in Stock				4,385,870
Index Fund				69,401
Investment in Money				09,401
Market Account	58,412			58,412
Investment in International	30,412			30,412
Stock Account		106,627		106,627
Investment in Small Company		200/02.		200,02.
Stock Fund			261,580	261,580
Total assets	\$ 59,182	\$ 110,533	\$ 266,641	\$9,607,485
	=======	=======	========	========
PLAN EQUITY				
Total plan equity	\$ 59,182	\$ 110,533	\$ 266,641	\$9,607,485
	=======	=======	=======	=======

See accompanying Notes to Financial Statements

# COMBINING STATEMENTS OF INCOME AND CHANGES IN PLAN EQUITY YEARS ENDED JUNE 30, 1996, 1995 AND 1994

	FLEXSTEEL INDUSTRIES, INC. COMMON STOCK FUND	COMMON STOCK FUND	GUARANTEED INTEREST ACCOUNT	PRIVATE MARKET BOND AND MORTGAGE ACCOUNT	STOCK INDEX FUND
1996: Net Investment Income Cash Dividends on Flexsteel Common Stock Interest and Other Income (Loss)	\$ 55,375 334		\$ 273,600	\$ 42,443	
Total	55,709 86,646 18,303	\$ 256,401 40,007	273,600 321,675 54,506	42,443 89,823 15,211	\$ 7,306 1,697
Value of Investments Withdrawals Transfers (To) From Other Investment	176,968 (103,805)	819,100 (73,081)	(486,413)	(41,370)	19,021 (3,426)
Programs	83,543	2,146	(263,304)	(57,574)	1,845
Increase in Plan Equity Plan Equity - Beginning of Year	317,364 1,145,453	1,044,573 2,742,137	(99,936) 4,427,364	48,533 785,827	26,443 70,348
Plan Equity - End of Year	\$1,462,817 =======	\$3,786,710 ======	\$4,327,428	\$ 834,360 ======	\$ 96,791 ======
1995: Net Investment Income Cash Dividends on Flexsteel Common Stock Interest and Other Income (Loss)	\$ 46,567 298		\$ 283,899	\$ 88,895	
Total  Employee Contributions  Company Contributions  Net Appreciation (Depreciation) in Fair	46,865 119,961 23,735	\$ 258,121 31,891	283,899 369,532 87,045	88,895 107,638 15,075	\$ 20,512 3,464
Value of Investments Withdrawals Transfers (To) From Other Investment Programs	(330,185) (27,454) 49,665	428,530 (57,752) (32,875)	(160,378) (76,843)	(43,716) (46,560)	20,245 (1,472) (172,578)
Increase in Plan Equity Plan Equity - Beginning of Year	(117,413) 1,262,866	627,915 2,114,222	503,255 3,924,109	121,332 664,495	(129,829) 200,177
Plan Equity - End of Year	\$1,145,453 =======	\$2,742,137 =======	\$4,427,364 ======	\$ 785,827 ======	\$ 70,348 ======
1994:					
Net Investment Income Cash Dividends on Flexsteel Common Stock Interest	\$ 39,333 179		\$ 260,834	\$ (5,145)	
Total  Employee Contributions  Company Contributions  Net Appreciation in Fair Value of	39,512 110,523 26,130	\$ 235,433 38,564	260,834 365,573 65,537	(5,145) 103,369 19,374	\$ 32,142 5,497
Investments Withdrawals	(147,018) (10,127)	29,692 (34,307)	(196, 372)	(2,777)	(5,098) (154)
Transfers (To) From Other Investment Programs	31,201	38,229	(316,774)	121,000	117,050
Increase (Decrease) in Plan Equity Plan Equity - Beginning of Year	50,221 1,212,645	307,611 1,806,611	178,798 3,745,311	235,821 428,674	149,437 50,740
Plan Equity - End of Year	\$1,262,866 ======	\$2,114,222 =======	\$3,924,109 ======	\$ 664,495 ======	\$200,177 ======

### [WIDE TABLE CONTINUED FROM ABOVE]

	MONEY MARKET ACCOUNT	INTERNATIONAL STOCK ACCOUNT	SMALL COMPANY STOCK FUND	TOTAL
1996:				
Net Investment Income				
Cash Dividends on Flexsteel Common Stock				\$ 55,375
Interest and Other Income (Loss)	\$ 3,317			319,694
Total	3,317			375,069
Employee Contributions	11,386	\$ 65,272	\$ 96,323	934,832
Company Contributions	1,947	12,687	17,299	161,657
Net Appreciation (Depreciation) in Fair				
Value of Investments		38,056	106,732	1,159,877
Withdrawals Transfers (To) From Other Investment	(4,090)	(2,236)	(8,995)	(723,416)

Programs	(758)	88,960	145,142	
Increase in Plan Equity Plan Equity - Beginning of Year	11,802 59,182	202,739 110,533	356,501 266,641	1,908,019 9,607,485
Plan Equity - End of Year	\$ 70,984 ======	\$313,272 ======	\$623,142 ======	\$11,515,504 =======
1995: Net Investment Income Cash Dividends on Flexsteel Common Stock Interest and Other Income (Loss)	\$ 2,364			\$ 46,567 375,456
Total	2,364 10,617 1,345	\$ 29,247 3,575	\$ 39,743 4,167	422,023 955,371 170,297
Value of Investments Withdrawals Transfers (To) From Other Investment	(1,356)	4,164 (59)	36,161 (546)	158,915 (292,733)
Programs	18,469	73,606	187,116	
Increase in Plan Equity Plan Equity - Beginning of Year	31,439 27,743	110,533	266,641	1,413,873 8,193,612
Plan Equity - End of Year	\$ 59,182 ======	\$110,533 =======	\$266,641 ======	\$ 9,607,485
1994: Net Investment Income Cash Dividends on Flexsteel Common Stock Interest	\$ 655			\$ 39,333 256,523
Total  Employee Contributions  Company Contributions  Net Appreciation in Fair Value of	655 5,029 962			295,856 852,069 156,064
Investments Withdrawals Transfers (To) From Other Investment	(238)			(122,424) (243,975)
Programs  Increase (Decrease) in Plan Equity	9,294  15,702			937,590
Plan Equity - Beginning of Year	12,041			7,256,022
Plan Equity - End of Year	\$ 27,743 ======			\$ 8,193,612 =======

See accompanying Notes to Financial Statements

FLEXSTEEL INDUSTRIES, INC.

SALARIED EMPLOYEES' SAVINGS PLAN 401(k)

NOTES TO FINANCIAL STATEMENTS

### 1) PLAN DESCRIPTION

The Flexsteel Industries, Inc. Salaried Employees' Savings Plan 401(k) (the "Plan") was established effective July 1, 1985 by Flexsteel Industries, Inc. (the "Company"). The Plan is available to certain salaried, salesmen and office employees that have one year of eligible service and have reached the age of twenty-one. Participation is voluntary.

The Plan allows eligible employees to elect to have from 1% to 10% (salesmen are subject to a 4% maximum) of their basic pre-tax pay contributed to the Plan. Employee contributions are subject to a maximum of \$9,500 in calendar year 1996 by law. The Company contributes an amount equal to 25% of the first 4% of pay the employee contributes. Participant and Company basic contributions are 100% vested. The Company, at its option, may also contribute additional amounts to be allocated amongst all participants based on the participants' pay; such additional company contributions vest over 6 years (40% after 3 years, 60% after 4 years, 80% after 5 years, and 100% after 6 years).

Plan participants direct their contributions to any of the eight investment accounts available:

- The FLEXSTEEL INDUSTRIES, INC. COMMON STOCK FUND, which consists of the Company's common stock.
- 2) A COMMON STOCK FUND, which consists of common stock and other equity securities, and also may include short-term money market instruments, cash, or cash equivalents.
- 3) A GUARANTEED INTEREST ACCOUNT, which is an insurance company account that provides a guaranteed interest rate for a five-year period.
- 4) A PRIVATE MARKET BOND AND MORTGAGE ACCOUNT, which is an insurance company account that provides for competitive yield debt securities.

- 5) A STOCK INDEX FUND, which is a pooled investment account invested in the common stock of those firms included in the Standard & Poor's 500 Stock Index.
- 6) A MONEY MARKET ACCOUNT, which is an insurance company account primarily invested in commercial paper with maturities of one year or less.
- 7) An INTERNATIONAL STOCK ACCOUNT, which invests in stocks of companies in Western Europe and Asia.
- 8) A SMALL COMPANY STOCK FUND, which invests in stocks of relatively smaller companies.

Assets of the Plan are held by a "Custodian," the Principal Mutual Life Insurance Company, except for the Flexsteel Industries, Inc. Common Stock Fund that is held by the American Trust & Savings Bank of Dubuque, Iowa (the "Trustee"). The Plan is administered by a committee appointed by the Board of Directors of the Company. Distributions are paid upon retirement, termination of employment, death, disability, or in hardship cases. Non-vested contributions revert to the Company upon termination of employment. Upon termination of the Plan, participant accounts become fully vested and non-forfeitable.

At June 30, 1996, the Plan had 472 participants, of which there were 184 participants in the Flexsteel Industries, Inc. Common Stock Fund, 332 participants in the Common Stock Fund, 391 participants in the Guaranteed Interest Account, 198 participants in the Private Market Bond and Mortgage Account, 40 participants in the Stock Index Fund, and 56 participants in the Money Market Account, 162 participants in the International Stock Fund, and 190 participants in the Small Company Stock Fund.

### 2) SIGNIFICANT ACCOUNTING POLICIES

The Plan uses the accrual basis of accounting. Investments in common stock are recorded at market value based on market quotations. Other investments are stated at market value as determined by the Trustee and Custodian based on the market value of the funds and the participation in each fund. The cost of investments sold is determined by the average cost method.

### 3) INCOME TAXES

The Plan has received a determination from the Internal Revenue Service that the Plan is exempt from Federal income taxes. Participants are not taxed currently on their contributions or on Company contributions to the Plan. Distributions to participants generally are subject to Federal and State income tax at the time of distribution; certain distributions may receive more favorable tax treatment.

### 4) NET APPRECIATION (DEPRECIATION) IN FAIR VALUE OF INVESTMENTS

The unrealized appreciation (depreciation) in the investment accounts is as follows:

	COST	MARKET VALUE	
Flexsteel Industries, Inc. Common Stock Fund			
Balance, June 30, 1993 Net change during year	\$ 893,251	\$ 1,182,745	\$ 289,494
	\$ 181,664	\$ 34,646	\$ (147,018)
Balance, June 30, 1994	\$ 1,074,915	\$ 1,217,391	\$ 142,476
Net change during year	\$ 237,419	\$ (92,766)	\$ (330,185)
Balance, June 30, 1995	\$ 1,312,334	\$ 1,124,625	\$ (187,709)
Net change during year	\$ 140,239	\$ 317,207	\$ 176,968
Balance, June 30, 1996	\$ 1,452,573	\$ 1,441,832 =======	\$ (10,741) =======
Common Stock Fund Balance, June 30, 1993 Net change during year	\$ 1,142,374	\$ 1,792,093	\$ 649,719
	\$ 275,963	\$ 305,655	\$ 29,692
Balance, June 30, 1994	\$ 1,418,337	\$ 2,097,748	\$ 679,411
Net change during year	\$ 194,949	\$ 623,479	\$ 428,530
Balance, June 30, 1995	\$ 1,613,286	\$ 2,721,227	\$ 1,107,941
Net change during year	\$ 226,607	\$ 1,045,707	\$ 819,100
Balance, June 30, 1996	\$ 1,839,893	\$ 3,766,934	\$ 1,927,041
	========	=======	=======
Stock Index Fund Balance, June 30, 1993 Net change during year	\$ 46,286	\$ 49,228	\$ 2,942
	\$ 153,641	\$ 148,543	\$ (5,098)
Balance, June 30, 1994 Net change during year	\$ 199,927 \$ (148,615)		\$ (2,156)

Balance, June 30, 1995	\$ 51,312	\$ 69,401	\$ 18,089
Net change during year	\$ 8,030	\$ 27,051	\$ 19,021
Balance, June 30, 1996	\$ 59,342	\$ 96,452	\$ 37,110
Balance, danc 30, 1330	=========	=========	==========
International Stock Fund Balance, June 30, 1994			
Net change during year	\$ 102,463	\$ 106,627	\$ 4,164
Balance, June 30, 1995	\$ 102,463	\$ 106,627	\$ 4,164
Net change during year	\$ 164,584	\$ 202,640	\$ 38,056
Balance, June 30, 1996	\$ 267,047	\$ 309,267	\$ 42,220
	========	========	=========
Small Company Stock Fund			
Balance, June 30, 1994			
Net change during year	\$ 225,419	\$ 261,580	\$ 36,161
Balance, June 30, 1995	\$ 225,419	\$ 261,580	\$ 36,161
Net change during year	\$ 247,263	\$ 353,995	\$ 106,732
nec change during year	Ψ 241,203	Ψ 030, 993	Ψ 100,732
Balance, June 30, 1996	\$ 472,682	\$ 615,575	\$ 142,893
	=========	=========	=========

The cost of investments in the Guaranteed Interest Account, Private Market Bond and Mortgage Account, and Money Market Account approximate market.

### 5) RELATED PARTY TRANSACTIONS

All administrative costs of the Plan are paid by the Company. Brokers' commissions and fees, if any, incurred in connection with the segregated funds are paid by the Plan.

The Plan had the following transactions in the Flexsteel Industries, Inc. Common Stock Fund or in the Custodian's funds for the years ended June 30, 1996, 1995 and 1994 (shares in parentheses):

1996: FUND	PURCHASES	SALES (1)	COST OF SALES (1)
Flexsteel Industries, Inc. Common			
Stock Fund	\$ 229,258(20,686)	\$ 89,019(7,696)	
Common Stock Fund	\$ 297,543	\$ 70,935	\$ 70,935
Guaranteed Interest Account	\$ 392,830	\$ 749,717	\$ 749,717
Private Market Bond and	<b>4.100.117</b>	<b>4</b> 00 040	<b>4</b> 00 040
Mortgage Account	\$ 108,147	\$ 98,946	\$ 98,946
Stock Index Fund	\$ 9,611	\$ 1,581	\$ 1,581
Money Market Account	\$ 13,284	\$ 4,848	\$ 4,848
International Stock Account	\$ 77,860	\$ (86,724)	\$ (86,724)
Small Company Stock Fund	\$ 111,116	\$(136,147)	\$(136,147)
1995:			COST OF
FUND	PURCHASES	SALES (1)	SALES (1)
Flexsteel Industries, Inc. Common			
Stock Fund	\$ 238,920(21,182)		
Common Stock Fund	\$ 285,576	\$ 90,627	\$ 90,627
Guaranteed Interest Account	\$ 443,902	\$ 237,223	\$ 237,223
Private Market Bond and	Ψ 440,002	Ψ 20.7220	Ψ 20.,220
Mortgage Account	\$ 121,977	\$ 90,276	\$ 90,276
Stock Index Fund	\$ 25,435	\$ 174,050	\$ 174,050
Money Market Account	\$ 11,785	\$ (17,113)	\$ (17,113)
International Stock Account	\$ 28,916	\$ (73,546)	\$ (73,546)
Small Company Stock Fund	\$ 38,848	\$(186,571)	\$(186,571)
• ,	•	,	, ,
1004			COCT OF
1994:	DUDCHACEC	CALEC (1)	COST OF
FUND	PURCHASES	SALES (1)	SALES (1)
Flexsteel Industries, Inc. Common			
Stock Fund	\$ 182,789(11,611)		
Common Stock Fund	\$ 272,041	\$ (3,922)	\$ (3,922)
Guaranteed Interest Account	\$ 434,413	\$ 513,146	\$ 513,146
Private Market Bond and			
Mortgage Account	\$ 121,686	\$(118,223)	\$(118,223)
Stock Index Fund	\$ 36,746	\$(116,896)	\$(116,896)
Money Market Account	\$ 5,764	\$ (9,056)	\$ (9,056)

### CONSENT OF INDEPENDENT AUDITORS

### Flexsteel Industries, Inc.:

We hereby consent to the incorporation by reference in Registration Statement No. 33-1836 on Form S-8 as amended by Post-Effective Amendment No. 1 for the Flexsteel Salaried Employees' Savings Plan 401(k) and in Registration Statement No. 2-86782 on Form S-8 as amended by Post-Effective Amendment No. 3 for the Flexsteel 1983 Stock Option Plan and in Registration Statement No. 33-26267 on Form S-8 for the Flexsteel 1989 Stock Option Plan and in Registration Statement No. 333-1413 on Form S-8 for the Flexsteel 1995 Stock Option Plan of our reports dated August 9, 1996 (which expresses an unqualified opinion and includes an explanatory paragraph relating to a change in the Company's method of accounting for certain investments in debt and equity securities) appearing in and incorporated by reference in the Annual Report on Form 10-K of Flexsteel Industries, Inc. for the year ended June 30, 1996.

DELOITTE & TOUCHE LLP

Minneapolis, Minnesota September 25, 1996

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8,940,603

26,616,981

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26,082,857

66,097,427

67,257,656

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18,721,916

35,000

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95,874,164

205,008,245

206,056,319

161,450,649

198,645,827

37,195,178

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358,322

7,052,170

2,550,000

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