## QUARTERLY REPORT UNDER SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934

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

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15 (d) of the Securities Exchange Act of 1934 during the preceding 12 months, and (2) has been subject to such filing requirements for the past 90 days. Yes_X_. No $\qquad$ —.

Common Stock - \$1.00 Par Value
Shares Outstanding as of September 30, 1996
7,019,507

FLEXSTEEL INDUSTRIES, INC.
CONDENSED BALANCE SHEETS (UNAUDITED)

| SEPTEMBER 30, JUNE 30, |  |
| :---: | :---: |
| 1996 | 1996 |

ASSETS
CURRENT ASSETS:
Cash and cash equivalents
\$ 3,751, 064
Temporary investments at fair value based on quoted market price............. 10,161,018 8,940,603
Trade receivables - Less allowance for doubtful accounts: September 30, 1996, \$2,229,172; June 30, 1996, \$2,152,810.... 26,560,972
Inventories.................................. $25,340,868$
24,464,171

2, 010, 000
Other assets.
442, 385
6,082,857
2, 010, 000
732, 054
Total current assets
68, 266, 307
$66,097,427$
PROPERTY, PLANT, AND EQUIPMENT - At cost
less accumulated depreciation:
September 30, 1996, \$44,968,877;
June 30, 1996, $\$ 44,211,432 \ldots . . . . . . . . . .$.
OTHER ASSETS................................. 6, .. 655,857 6,730,513

## LIABILITIES AND SHAREHOLDERS' EQUITY

| CURRENT LIABILITIES: |  |  |
| :---: | :---: | :---: |
| Accounts payable - trade. | \$ 4,884, 075 | \$ 3,574, 232 |
| Dividends payable. | 842,341 | 850, 274 |
| Accrued liabilities | 13,765,984 | 11,662,410 |
| Industrial revenue bonds payable | 2,635,000 | 2,635,000 |
| Total current liabilities | 22,127,400 | 18,721,916 |
| LONG-TERM DEBT . | 35,000 | 35,000 |
| DEFERRED COMPENSATION. | 2,974, 247 | 2,969,847 |
| SHAREHOLDERS' EQUITY: |  |  |
| Common Stock - \$1 par value; authorized |  |  |
| 15,000,000 shares; issued September 30, |  |  |
| 7,019,507 shares; June 30, 7,095,044 shares. | 7,019,507 | 7,095,044 |
| Additional paid-in capital |  | 556, 632 |
| Retained earnings | 66,676,375 | 66, 266, 325 |
| Unrealized investment gain | 277,500 | 229,400 |
| Total | 73, 973,382 | 74,147,401 |
| TOTAL | \$99, 110, 029 | \$95, 874, 164 |

See accompanying Notes.

FLEXSTEEL INDUSTRIES, INC. CONDENSED STATEMENTS OF EARNINGS (UNAUDITED)

| Net Sales | \$52, 019, 059 | \$49, 226,728 |
| :---: | :---: | :---: |
| Operating Expenses: |  |  |
| Cost of goods sold. | 40,644, 601 | 39,369,427 |
| Selling, general and administrative expenses.. | 9,297,379 | 9,342,266 |
| Total | 49, 941,980 | 48,711,693 |
| Operating Income. | 2,077, 079 | 515, 035 |
| Interest and Other: |  |  |
| Income | 301,370 | 243,619 |
| Expense | 86,967 | 90,558 |
| Net | 214,403 | 153, 061 |
| Earnings Before Income Taxes | 2,291,482 | 668, 096 |
| Provision for Income Taxes | 830,000 | 240, 000 |
| Net Earnings | \$ 1, 461,482 | \$ 428, 096 |
| Average Number of Common |  |  |
| Shares Outstanding. | 7,062,391 | 7,204,873 |
| Per Share of Common Stock: |  |  |
| Net Earnings | \$ . 21 | \$ . 06 |
| Dividends. | \$ . 12 | \$ . 12 |

FLEXSTEEL INDUSTRIES, INC. CONDENSED STATEMENTS OF CASH FLOW (UNAUDITED)

|  | Three Months Ended September 30, |  |  |
| :---: | :---: | :---: | :---: |
| OPERATING ACTIVITIES: |  |  |  |
| Net Income | \$ 1, 461, 482 | \$ | - 428,096 |
| Adjustments to reconcile net income to net |  |  |  |
| cash provided by operating activities | 3,543,427 |  | 1,396,679 |
| Net cash provided by operating activities | 5,004,909 |  | 1,824,775 |
| INVESTING ACTIVITIES: |  |  |  |
| Purchases of temporary investments ........... | $(1,669,198)$ |  | $(2,778,425)$ |
| Proceeds from sales of temporary investments | 496,883 |  | 492,493 |
| Additions to property, plant and equipment . | $(2,265,671)$ |  | $(874,526)$ |
| Net cash (used in) investing activities | $(3,437,986)$ |  | $(3,160,458)$ |
| FINANCING ACTIVITIES: |  |  |  |
| Payment of dividends ........................ | $(842,341)$ |  | $(865,290)$ |
| Proceeds from issuance of stock (4,463 shares) | $48,740$ |  | 199,570 |
| Repurchase of common stock (80,000 shares) .... | (890, 000) |  |  |
| Net cash (used in) financing activities ......... | $(1,683,601)$ |  | $(665,720)$ |
| Increase (decrease) in cash |  |  |  |
| Cash and cash equivalents at beginning of year | 3,867,742 |  | 5,768,537 |
| Cash and cash equivalents at end of period | \$ 3,751, 064 |  | 3,767,134 |

See accompanying Notes.

## NOTES (UNAUDITED)

1. The accompanying condensed financial statements, which are unaudited, have been prepared in accordance with generally accepted accounting principles applied on a consistent basis, which is consistent with that followed in the financial statements for the year ended June 30, 1996. The statements include all adjustments (comprising only normal recurring accruals) which are, in the opinion of management, necessary to a fair statement of the financial position and results of operations and cash flows, prepared on a summary basis, as of such dates and for the stated dates then ended. The results of operations for the three-month period ended September 30, 1996 are not necessarily indicative of the results which may be expected for the year ending June 30, 1997.
2. The earnings per share are based on the average number of common shares outstanding during each period.
3. The inventories are categorized as follows:

|  | $\begin{gathered} \text { September } 30, \\ 1996 \end{gathered}$ | June 30, 1995 |
| :---: | :---: | :---: |
| Raw materials. | \$12, 274,712 | \$12,936,114 |
| Work in process and finished parts. | 7,341,190 | 7,594,621 |
| Finished goods. | 5,724,966 | 5,552,122 |
| Total. | \$25,340, 868 | \$26, 082, 857 |

and 1995 was $\$ 27,000$ and $\$ 33,000$, respectively. Income taxes paid during the three-month periods ended September 30, 1996 and 1995 were \$30,000 and \$72,000, respectively.
5. During the quarter ending September 30, 1995, the Company recorded charges associated with the closing of its manufacturing facility in Sweetwater, TN, and production consolidation of Charisma Chairs in Starkville, MS. The charges recorded and estimated to be incurred are $\$ 470,000$, and are included in cost of goods sold for the quarter ended September 30, 1995. The net, after tax, charge to earnings is $\$ 300,000$, or $\$ .04$ per share.

FLEXSTEEL INDUSTRIES, INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS OF THE CONDENSED STATEMENT OF EARNINGS

Financial Condition - The Company's cash, cash equivalents, and temporary investments increased by $\$ 1,104,000$. Accounts receivable increased by $\$ 2,097,000$ and inventories decreased by $\$ 742,000$. Capital expenditures were $\$ 2,266,000$ for manufacturing and delivery equipment. Working capital decreased by $\$ 1,237,000$ for the quarter. In the next nine months approximately $\$ 2,250,000$ will be spent for manufacturing and delivery equipment.

Economic Conditions - The Company anticipates that demand for its seating products will continue at current levels for the remainder of the fiscal year, assuming there are no significant changes on the national level in regards to interest rates or consumer spending. Management continues to focus on product line simplification as a means to improve quality, service, and delivery times. Operating profits should improve as a result of product line refinements and productivity improvements.

Results of Operations for the Quarter - Sales increased by approximately $\$ 2,792,000$, compared to the prior year quarter. Commercial Seating volume increased \$1,207,000, Recreational Vehicle product increased \$1,023,000, and Home Furnishings increased $\$ 562,000$. Cost of goods sold increased $\$ 1,275,000$. Volume related cost increases were partially offset by approximately $\$ 500,000$ in production related efficiency improvements and fixed cost absorption when compared to the prior year quarter. In addition, prior year numbers included costs of $\$ 470,000$, or $\$ .04$ per share after tax, associated with closing the Sweetwater, TN. production facility. Selling, general, and administrative costs decreased by $\$ 45,000$, as the Company was able to absorb approximately $\$ 550,000$ of volume related increases through fixed cost control and lower bad debt provision. The aforementioned changes resulted in an increase in net income after taxes of $\$ 1,033,000$, or $\$ .15$ per share, compared to the quarter ended September 30, 1995.

## PART II OTHER INFORMATION

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

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

FLEXSTEEL INDUSTRIES, INC.
Date: October 251996
By: /s/ R. J. Klosterman
R. J. Klosterman, Financial Vice President \& Principal Financial Officer

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JUN-30-1997
SEP-30-1996 3,751, 064
10,161,018
28,790,144
2,229,172
25,340, 868
68,266,307
69, 056,742
44, 968, 877
99,110, 029
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- 35,000

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