Washington, D.C. 20549
(X) QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended June 30, 1997
OR
( ) TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934
for the transition period from to $\qquad$

For Quarter Ended June 30, 1997

Commission File Number 1-7845

## LEGGETT \& PLATT, INCORPORATED

(Exact name of registrant as specified in its charter)

## Missouri

(State or other jurisdiction of incorporation or organization)

44-0324630
(I.R.S. Employer Identification No.)

No. 1 Leggett Road
Carthage, Missouri

$$
64836
$$

(Zip Code)

Registrant's telephone number, including area code (417) 358-8131

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 and 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
Common stock outstanding as of July 25, 1997: 95,622,954

PART I. FINANCIAL INFORMATION
LEGGETT \& PLATT, INCORPORATED AND SUBSIDIARIES
ITEM 1. FINANCIAL STATEMENTS
CONSOLIDATED CONDENSED BALANCE SHEETS
(Unaudited)
(Amounts in millions)


| Accounts and notes payable |  | \$ | 124.7 \$ | 110.3 |
| :---: | :---: | :---: | :---: | :---: |
| Accrued expenses |  |  | 153.5 | 140.1 |
| Other current liabilities |  |  | 41.3 | 42.4 |
| Total current liabilities |  | 319.5 | 292.8 |  |
| LONG-TERM DEBT |  |  | 458.7 | 388.5 |
| OTHER LIABILITIES |  |  | 36.5 | 36.0 |
| DEFERRED INCOME TAXES |  |  | 60.0 | 54.5 |
| SHAREHOLDERS' EQUITY |  |  |  |  |
| Common stock |  |  | . 9 | . 9 |
| Additional contributed capital |  | 288.3 | 240.2 |  |
| Retained earnings |  |  | 781.6 | 704.4 |
| Cumulative translation adjustment |  | (6.3) | (4.2) |  |
| Treasury stock |  |  | (.9) | (.2) |
| Total shareholders' equity |  | 1,063.6 | 941.1 |  |
| TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY | \$ 1,938.3 |  | 1,712.9 |  |

Items excluded are either not applicable or de minimis in amount and, therefore, are not shown separately.

See accompanying notes to consolidated condensed financial statements.
(Amounts in millions, except per share data)


See accompanying notes to consolidated condensed financial statements.
(Amounts in millions)


[^0]LEGGETT \& PLATT, INCORPORATED AND SUBSIDIARIES NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS (Unaudited)
(Amounts in millions)

## 1. STATEMENT

In the opinion of management, the accompanying consolidated condensed financial statements contain all adjustments necessary for a fair statement of results of operations and financial position of Leggett \& Platt, Incorporated and Consolidated Subsidiaries (the "Company").

## 2. INVENTORIES

Inventories, using principally the Last-In, First-Out (LIFO) cost method, comprised the following:

|  |  | June 30, 1997 |  | $\begin{gathered} \text { December 31, } \\ 1996 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| At First-In, First-Out (FIFO) cost |  |  |  |  |  |
| Finished goods |  | \$ 210.1 | \$ | 204.2 |  |
| Work in process |  | 46.0 | 39.4 |  |  |
| Raw materials |  | 145.3 | 147.7 |  |  |
|  |  |  | 401.4 |  | 391.3 |
| Excess of FIFO cost over LIFO cost | 15.3 | 11.7 |  |  |  |
|  |  |  |  | \$ 386.1 | \$ |

3. PROPERTY, PLANT \& EQUIPMENT

Property, plant and equipment comprised the following:

June 30, December 31, 1997 1996
\$ 1,103.0 \$ 1, 015.1
432.2

Property, plant and equipment, at cost Less accumulated depreciation
470.9

LEGGETT \& PLATT, INCORPORATED AND SUBSIDIARIES
NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS-CONTINUED (Unaudited)

## 4. CONTINGENCIES

The Company is involved in numerous environmental, employment, intellectual property and other claims and legal proceedings. When it appears probable in management's judgement that the Company will incur monetary damages or other costs in connection with such claims and proceedings, and the costs can be reasonably estimated, appropriate liabilities are recorded in the financial statements and charges are made against earnings. No claim or proceeding has resulted in a material charge against earnings, nor are the total liabilities recorded material to the Company's financial position. While the results of any ultimate resolution cannot be predicted, management believes the possibility of a material adverse effect on the Company's consolidated financial position, results of operations and cash flows from these claims and proceedings is remote. The more significant claims and proceedings are briefly described in the following paragraphs.

One of the Company's subsidiaries is performing an environmental investigation at a Florida plant site pursuant to a negotiation with local and Federal environmental authorities. The costs of the investigation and any remediation actions will be shared equally by the Company and a former joint owner of the plant site.

In connection with an acquisition, one of the Company's subsidiaries is involved in an unfair labor complaint filed by the National Labor Relations Board. An administrative decision has been rendered against the subsidiary, which decision was recently upheld by the appellate court. The Company is currently considering additional legal and other actions to resolve this matter.

A former supplier has brought several lawsuits against the Company and others alleging breach of contract and patent infringement. The Company has countersued in certain cases. None of these lawsuits have been tried at this time.

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Capital Resources and Liquidity

The Company's total capitalization at June 30, 1997 and December 31, 1996 is shown in the table below. The table also shows the amount of unused committed credit available through the Company's revolving bank credit agreements.


The Company's internal investments to modernize and expand manufacturing capacity were $\$ 50.5$ million in the first six months of 1997 . The Company also invested $\$ 86.2$ million in cash (net of cash acquired) and issued 1.1 million shares of common stock to make several acquisitions. Cash provided by operating activities provided a majority of the funds required for these investments. Increased borrowing under the Company's commercial paper program initially provided the balance. In April 1997, the Company issued \$100 million in medium-term notes. These notes have average lives of 6.25 years and fixed interest rates averaging $7.24 \%$. Proceeds from the notes were used to repay commercial paper outstanding.

Working capital at June 30, 1997 was $\$ 553.3$ million, up from $\$ 470.5$ million at year-end. Total current assets increased $\$ 109.5$ million, due primarily to increases in accounts and notes receivable attributable to increased sales. Total current liabilities increased $\$ 26.7$ million, due primarily to increases in accounts payable and accrued expenses.

The Company has substantial capital resources to support projected internal cash needs and additional acquisitions consistent with management's goals and objectives. In addition, the Company has the availability of short-term uncommitted credit from several banks. However, there was no short-term bank debt outstanding at mid-year, or at year-end.

Results of Operations

The Company had record sales of $\$ 1.39$ billion in the first six months of 1997. Sales for the second quarter increased to an all-time quarterly high of $\$ 721.2$ million. Compared with the same periods in 1996, sales increased $15 \%$ in the first six months and $16 \%$ in the second quarter.

Earnings per share increased to records of $\$ 1.06$ in the first six months and $\$ .55$ in the second quarter of 1997. Compared to 1996 results before nonrecurring costs, earnings per share were up $19 \%$ in the first six months and $17 \%$ in the second quarter. The non-recurring costs totaled $\$ .32$ per share, consisting of $\$ .18$ per share in merger related costs for the Company's May 1996 acquisition of Pace Holdings, Inc. (Pace), and $\$ .14$ per share in an extraordinary item for the mid-year refinancing of Pace debt. Earnings per share including the non-recurring costs were $\$ .57$ in the first six months and $\$ .15$ in the second quarter of 1996.

Increased 1997 sales reflected ongoing benefits from acquisitions and improved performance in existing operations. Acquisitions accounted for more of the Company's sales growth than other factors. The balance of the sales growth primarily reflected increases in unit volumes in many operations.

Earnings per share continued to grow faster than sales, reflecting year-to-year improvements in profit margins. The following table shows various measures of earnings as a percentage of sales for the first six months and the second quarter of the last two years. It also shows the effective income tax rate and the coverage of interest expense by pre-tax earnings plus interest in each respective period.


As shown above, gross and pre-tax profit margins were at the same levels in the first six months and the second quarter of 1997. The effective income tax rate also was identical in both of these periods, resulting in net profit margins of $7.2 \%$. These margins compare favorably with the same periods of last year, including and excluding the impact of non-recurring 1996 costs.

Excluding the non-recurring costs, the net profit margin increased from 6.7\% in the first six months of 1996. Most of the increase to $7.2 \%$ was due to an improvement in the gross profit margin, as many operations continued to improve production efficiencies. Reduced interest expense and a modestly lower effective income tax rate also contributed to the year-to-date increase in the net profit margin.

In the second quarter of 1996, the net profit margin was $6.9 \%$, excluding the impact of non-recurring costs. The increase to 7.2\% reflected a slight improvement in the operating expense ratio, little change in interest expense, and a lower effective income tax rate. The gross profit margin for the quarter was at the same level in both of the last two years.

Consistent cash flow, a prudent capital policy and long-term growth have allowed the Company to sustain a 26 -year record of increasing dividends. In March and June of 1997, shareholders received quarterly dividends of $\$ .13$ per share. These dividends were $8 \%$ higher than the previous quarterly rate and 18\% above the dividends for the first two quarters of 1996.

Statements of Financial Accounting Standards Not Yet Adopted

Statement of Financial Accounting Standards No. 128, which will be effective for the fourth quarter of 1997, establishes new standards for reporting earnings per share. The new standard requires dual presentation of basic (no dilution) and diluted (assuming full dilution) earnings per share. The earnings per share under the new standard will not be significantly different than what is currently being reported.

## PART II. OTHER INFORMATION

ITEM 2. CHANGES IN SECURITIES
During the second quarter of 1997 the Company issued 1,021,681 shares of its common stock in transactions which qualified for exemption from registration under the Securities Act by virtue of Regulation D and Section 4(2) of the Securities Act. These securities were issued in connection with the acquisition of three businesses. On April 18, 1997, 334, 758 shares were issued to acquire Porter International, Inc. On May 9, 1997, 231,720 shares were issued to acquire Tarrant Interiors, Inc. On June 11, 1997, 455, 203 shares were issued to acquire Iredell Fiber, Inc. The shares were issued to the shareholders of those companies.

ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS
The Company held its annual meeting of shareholders on May 14, 1997. Matters voted upon were (1) election of directors, (2) amendment of the Company's Director Stock Option Plan, (3) amendment and restatement of the Company's 1989 Flexible Stock Plan, and (4) ratification of Price Waterhouse as the Company's independent auditors.

The number of votes cast for, against or withheld, as well as abstentions, with respect to each matter are set out below.

1. Election of Directors

## DIRECTOR



Harry M. Cornell, Jr. Robert Ted Enloe, III Richard T. Fisher Bob L. Gaddy
David S. Haffner
Thomas A Hays
Robert A. Jefferies, Jr. Alexander M. Levine Richard L. Pearsall Duane W. Potter Maurice E. Purnell, Jr. Felix E. Wright

FOR

| $78,160,993$ | 853,069 |
| :--- | ---: |
| $78,171,935$ | 842,127 |
| $78,151,505$ | 862,557 |
| $78,168,656$ | 845,406 |
| $78,197,675$ | 816,387 |
| $78,163,227$ | 850,835 |
| $78,200,881$ | 813,181 |
| $78,164,995$ | 849,067 |
| $78,212,507$ | 801,555 |
| $78,197,905$ | 816,157 |
| $78,160,789$ | 853,273 |
| $78,163,604$ | 850,458 |
| $78,162,499$ | 851,563 |

2. Amendment of the Company's Director Stock Option Plan

FOR
$66,225,637$

AGAINST
12,364, 079

ABSTAIN
424,346
3. Amendment and restatement of the Company's 1989 Flexible Stock Plan
FOR

## AGAINST

ABSTAIN
63, 040, 715
$15,565,603$
407, 744
4. Ratification of Independent Auditors

FOR
AGAINST
ABSTAIN
78,777,243
47, 805
189, 014

ITEM 6. EXHIBITS AND REPORTS ON FORM $8-K$
(A) Exhibit 11 - Computations of Earnings Per Share

Exhibit 27 - Financial Data Schedule
(B) No reports on Form $8-\mathrm{K}$ have been filed 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 thereunto duly authorized.

LEGGETT \& PLATT, INCORPORATED

## DATE: August 4, 1997

DATE: August 4, 1997

By: /s/ HARRY M. CORNELL, JR.
Harry M. Cornell, Jr.
Chairman of the Board and Chief Executive Officer

By: /s/ MICHAEL A. GLAUBER
Michael A. Glauber
Senior Vice President,
Finance and Administration
Exhibit Page
11 Computations of Earnings Per Share ..... 12
27 Financial Data Schedule ..... 13
(Amounts in millions, except per share data)


```
    6-MOS
    DEC-31-1997
        JUN-30-1997
            7 2 0 0
            443600
            11000
            386100
        872800
        4 7 0 9 0 0
        1938300
    3 1 9 5 0 0
            0 45
                    900
            1062700
                            1394400
        1394400 1040800
            1040800
            0
    15300
        162000
            61600
100400
            0
            0
        100400
        1.06
            0
```

1938300


[^0]:    See accompanying notes to consolidated condensed financial statements.

